

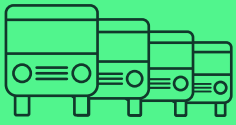
Market View

For the latest insights from MOTORS.

Welcome to our monthly Market View for Commercial Vehicles. We have analysed activity across the MOTORS network to provide insights into stock, price and consumer demand. We compare this data over time periods so that you can spot emerging trends.

To access the driving force behind multisite advertising, please call our team on **0203 966 2714**

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Stock

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December 2024 at a glance

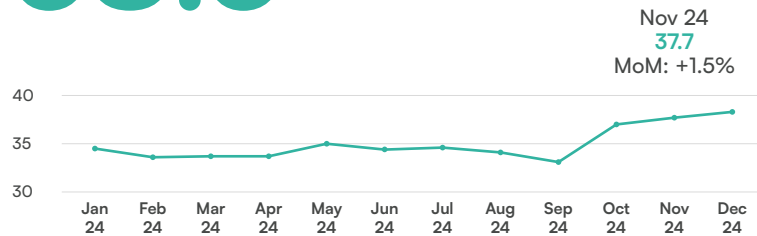
- Overall stock levels were up +1.5% in December as dealers prepared for January.
- All price, age and mileage bands saw stock levels increase MoM.
- Vehicles between 5 and 10 years old (+3.4%), under £5,000 (+7.2%) or with under 20k on the clock (+8.6%) saw the biggest MoM rises in stock levels.

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Stock volume by dealership

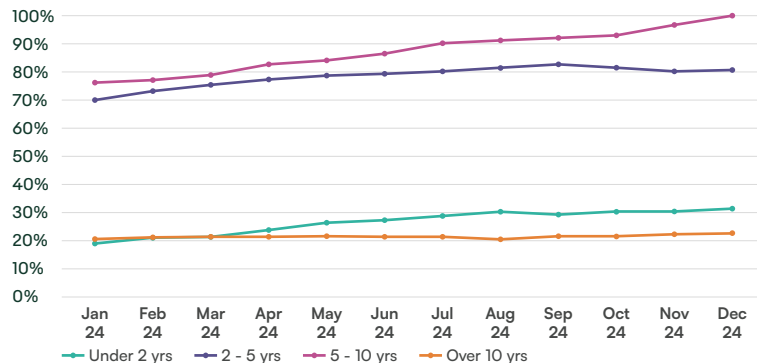
Stock levels per dealer were up for the fourth month running at their highest level in 2024.

38.3



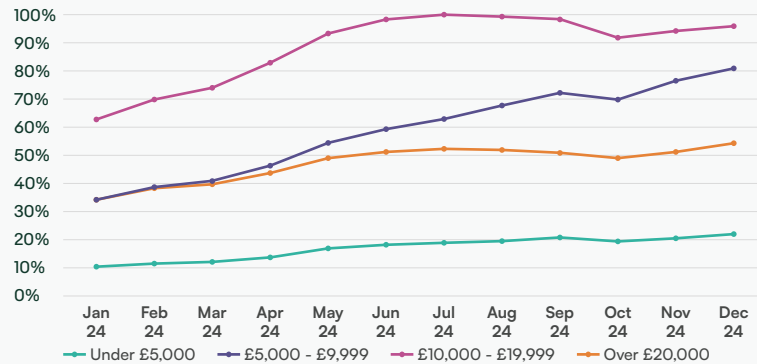
Indexed stock volume by age

Commercial vehicles aged between 5 and 10 years old had the highest stock levels throughout 2024.



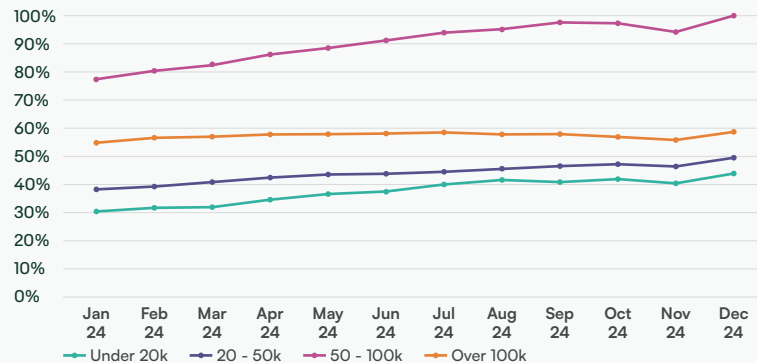
Indexed stock volume by price

Commercial vehicles priced between £10,000 and £20,000 had the highest stock levels throughout 2024.

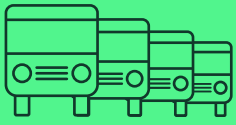


Indexed stock volume by mileage

Commercial vehicles with between 50k and 100k miles on the clock had the highest stock levels throughout 2024.



Stock levels increased by +15.5% in Q4 as dealers stocked up for January.



Stock

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December 2024 at a glance

- Ford commercial vehicles have dominated stock levels for 2024.
- Renault (+5.7%) and Nissan (+4.2%) saw the biggest increases in stock MoM.
- December saw an overall -7.0% reduction in sales with vehicles priced between £10,000 and £20,000 down the most at -10.0% MoM.

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Indexed stock volume top 9 makes

All of the top makes saw stock levels increase MoM with the exception of Vauxhall, down -2.6%.

#	Make	Nov 24	Dec 24	MoM
1	Ford	96.9	100.0	+3.2%
2	Vauxhall	35.9	34.9	-2.6%
3	Volkswagen	31.1	32.3	+4.0%
4	Peugeot	20.5	21.0	+2.3%
5	Citroen	19.8	20.3	+2.8%
6	Mercedes-Benz	19.5	19.8	+1.3%
7	Renault	18.0	19.0	+5.7%
8	Nissan	7.4	7.7	+4.2%
9	Iveco	3.3	3.4	+2.0%

Indexed stock volume selected makes/models

The majority of the selected makes/models saw stock levels rise MoM with the Vauxhall Vivaro, Transit Connect and Citroen Berlingo the exceptions.

#	Make	Model	Nov 24	Dec 24	MoM
1	Ford	Transit Custom	96.6	100.0	+3.5%
2	Ford	Transit	66.6	68.0	+2.1%
3	Vauxhall	Vivaro	47.2	45.2	-4.1%
4	Volkswagen	Transporter	34.0	35.6	+4.7%
5	Mercedes-Benz	Sprinter	28.5	29.1	+1.9%
6	Ford	Transit Connect	30.1	29.0	-3.5%
7	Ford	Ranger	26.2	26.8	+2.4%
8	Vauxhall	Combo	24.8	26.6	+7.1%
9	Renault	Trafic	24.4	24.8	+1.4%
10	Citroen	Berlingo	25.2	24.7	-1.9%
11	Peugeot	Partner	23.4	24.4	+4.5%
12	Peugeot	Boxer	14.3	14.6	+2.7%
13	Renault	Master	12.0	12.2	+1.5%
14	Volkswagen	Crafter	11.2	11.7	+4.5%
15	Iveco	Daily	7.7	7.9	+1.8%

The Ford Transit Custom was the most stocked commercial vehicle every month in 2024.

Indexed stock volume selected makes/models (2 - 5 yrs / 50 - 100k miles)*

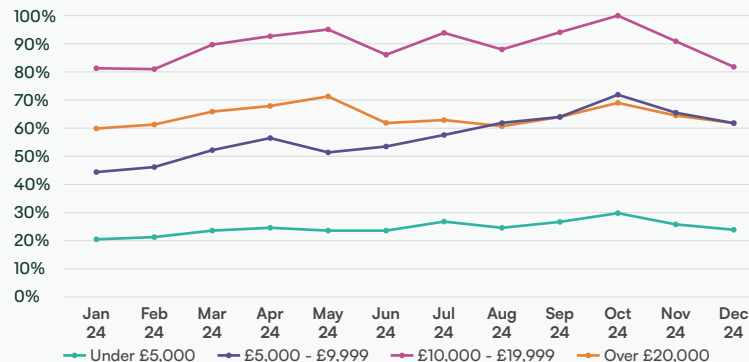
The Vauxhall Vivaro (+7.6% MoM) overtook the Ford Transit to be the second most stocked vehicle in December.

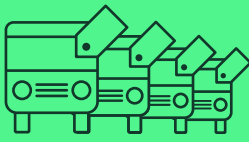
#	Make	Model	Nov 24	Dec 24	MoM
1	Ford	Transit Custom	96.4	100.0	+3.8%
2	Vauxhall	Vivaro	53.9	57.9	+7.6%
3	Ford	Transit	50.4	55.2	+9.4%
4	Ford	Transit Connect	35.1	33.6	-4.3%
5	Peugeot	Partner	30.9	31.3	+1.3%
6	Volkswagen	Transporter	22.7	25.6	+12.6%
7	Citroen	Berlingo	23.8	24.7	+4.0%
8	Ford	Ranger	21.5	21.8	+1.3%
9	Renault	Trafic	20.3	21.3	+4.9%
10	Vauxhall	Combo	18.2	18.3	+0.6%
11	Mercedes-Benz	Sprinter	14.8	15.2	+2.3%

*This is the age and mileage band with most stock.

Indexed sold stock by price

December saw an overall -7.0% reduction in sales with vehicles priced between £10,000 and £20,000 down the most at -10.0% MoM.





Price

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December 2024 at a glance

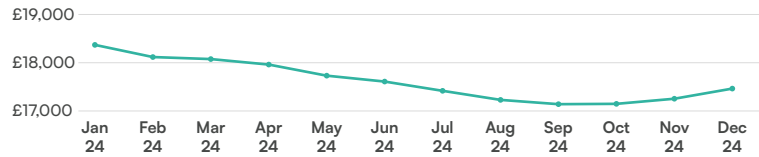
- After falling for most of 2024, average prices have been increasing since September, up again MoM by +1.2%.
- The average price of an Iveco was up +2.9% MoM to £17,138 - the biggest increase of the top 9 makes.
- Volkswagen have been the most expensive make throughout 2024, finishing in December at almost double the price of Vauxhall.

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Average price

The average price of a commercial vehicle has fallen by £900 since the start of 2024.

£17,464



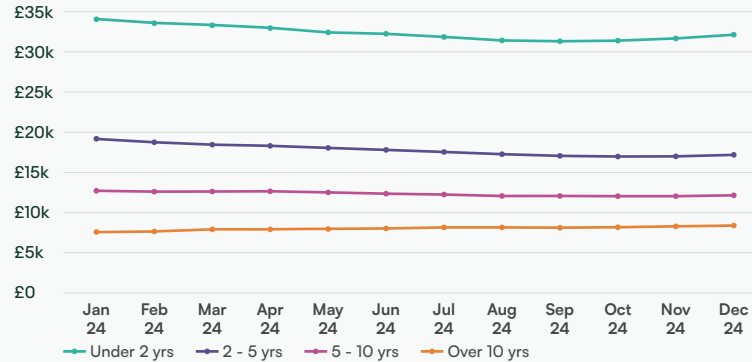
Average price top 9 makes

It's a mixed bag of ups and downs MoM, with Iveco (+2.9%) and Volkswagen (+2.2%) up the most and Vauxhall down -2.7%.

#	Make	Nov 24	Dec 24	MoM
1	Volkswagen	£22,089	£22,580	+2.2%
2	Iveco	£16,657	£17,138	+2.9%
3	Ford	£16,662	£16,508	-0.9%
4	Mercedes-Benz	£15,566	£15,733	+1.0%
5	Renault	£14,521	£14,564	+0.3%
6	Nissan	£13,343	£13,143	-1.5%
7	Citroen	£11,872	£11,694	-1.5%
8	Peugeot	£11,473	£11,674	+1.8%
9	Vauxhall	£11,681	£11,365	-2.7%

Average price by age

The average price of all age bands increase MoM with vehicles under 2 years old leading the way, up +1.4% at £32,133.



Average price selected makes/models (2 - 5 yrs / 50 - 100k miles)*

All selected makes/models dropped in price MoM with the exception of the Volkswagen Transporter, up just +0.5% (+£116).

#	Make	Model	Nov 24	Dec 24	MoM
1	Volkswagen	Transporter	£21,478	£21,594	+0.5%
2	Ford	Ranger	£17,343	£17,318	-0.1%
3	Mercedes-Benz	Sprinter	£16,845	£16,560	-1.7%
4	Ford	Transit	£14,546	£14,263	-1.9%
5	Ford	Transit Custom	£12,933	£12,860	-0.6%
6	Renault	Trafic	£10,857	£10,681	-1.6%
7	Vauxhall	Vivaro	£9,705	£9,557	-1.5%
8	Ford	Transit Connect	£9,646	£9,513	-1.4%
9	Citroen	Berlingo	£8,109	£8,018	-1.1%
10	Peugeot	Partner	£7,832	£7,700	-1.7%
11	Vauxhall	Combo	£7,039	£6,977	-0.9%

*This is the age and mileage band with most stock.

Average price selected makes/models

The top 3 most expensive makes/models remained unchanged throughout 2024.

#	Make	Model	Nov 24	Dec 24	MoM
1	Volkswagen	Transporter	£27,185	£27,520	+1.2%
2	Ford	Ranger	£25,547	£25,256	-1.1%
3	Volkswagen	Crafter	£21,231	£22,172	+4.4%
4	Iveco	Daily	£16,683	£17,272	+3.5%
5	Ford	Transit Custom	£17,216	£17,127	-0.5%
6	Ford	Transit	£16,400	£16,213	-1.1%
7	Mercedes-Benz	Sprinter	£15,786	£15,752	-0.2%
8	Renault	Trafic	£15,527	£15,682	+1.0%
9	Renault	Master	£15,719	£15,618	-0.6%
10	Peugeot	Boxer	£14,303	£14,406	+0.7%
11	Vauxhall	Vivaro	£13,034	£12,623	-3.1%
12	Citroen	Berlingo	£10,339	£10,166	-1.7%
13	Ford	Transit Connect	£10,139	£9,861	-2.7%
14	Peugeot	Partner	£8,980	£9,372	+4.4%
15	Vauxhall	Combo	£9,147	£9,072	-0.8%

Top 5 price movers by MoM increase and decrease

Increase

Make	Model	Age	Mileage	Avg price	MoM
Mitsubishi	L200	Over 10 yrs	Over 100k	£6,451	+10.3%
Peugeot	Partner	5 - 10 yrs	Over 100k	£5,478	+5.0%
Iveco	Daily	5 - 10 yrs	Over 100k	£12,291	+4.2%
Mitsubishi	L200	5 - 10 yrs	Over 100k	£11,528	+4.1%
Vauxhall	Combo	Over 10 yrs	Over 100k	£2,577	+3.8%

Decrease

Make	Model	Age	Mileage	Avg price	MoM
Vauxhall	Movano	5 - 10 yrs	Over 100k	£7,809	-6.9%
Ford	Transit Custom	Over 10 yrs	Over 100k	£7,633	-6.4%
Citroen	Relay	2 - 5 yrs	50 - 100k	£12,440	-5.0%
Renault	Trafic	2 - 5 yrs	20 - 50k	£16,858	-5.0%
Citroen	Relay	5 -10 yrs	Over 100k	£8,171	-4.2%



Demand

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December 2024 at a glance

- Ad views have been falling all year for commercial vehicles, with December being no exception, seeing an average drop of -8.4%.
- The majority of listings are aged between 3 and 8 years old, with the most ad views in the 3 to over 10 years old age bands.
- More people have been looking at Ford than any other make throughout 2024.

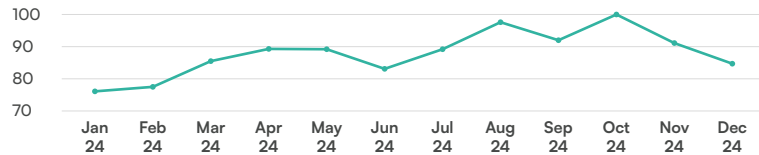
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Indexed total commercial vehicles sold

Sales of commercial vehicles fell for the third month running after peaking in October.

84.7

Nov 24
91.1
MoM: -7.0%



Commercial vehicles sold top 10 makes/models

The top 3 most sold commercial vehicles maintained their positions throughout 2024 with no challenges from the rest of the pack.

#	Make	Model	Nov 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Ford	Transit	2	0
3	Vauxhall	Vivaro	3	0
4	Ford	Ranger	4	0
5	Volkswagen	Transporter	5	0
6	Ford	Transit Connect	7	+1
7	Vauxhall	Combo	9	+2
8	Mercedes-Benz	Sprinter	6	-2
9	Peugeot	Partner	11	+2
10	Citroen	Berlingo	10	0

Ad views by price

The majority of ad views is for vehicles priced between £5,000 and £20,000.

Price range	% of avg listings		% of avg ad views	
	Nov 24	Dec 24	Nov 24	Dec 24
Under £5,000	8.6%	8.5%	20.6%	19.8%
£5,000 -£9,999	24.8%	25.2%	28.9%	28.8%
£10,000 - £19,999	38.4%	38.0%	30.5%	31.2%
Over £20,000	28.2%	28.3%	20.0%	20.2%

Ad views by age

The majority of listings are aged between 3 and 8 years old, with the most ad views in the 3 to over 10 years old age bands.

Age range	% of avg listings		% of avg ad views	
	Nov 24	Dec 24	Nov 24	Dec 24
Under 6 mths	4.7%	5.2%	2.3%	2.4%
6 mths - 1 yr	3.6%	3.3%	1.7%	1.7%
1 - 2 yrs	5.0%	4.9%	3.1%	3.2%
2 - 3 yrs	5.7%	5.3%	3.4%	3.4%
3 - 4 yrs	15.0%	15.2%	9.0%	8.7%
4 - 5 yrs	14.3%	13.8%	10.2%	10.1%
5 - 6 yrs	14.8%	14.7%	13.2%	12.7%
6 - 8 yrs	17.4%	17.8%	19.9%	19.8%
8 - 10 yrs	9.9%	10.1%	13.5%	13.5%
Over 10 yrs	9.7%	9.7%	23.8%	24.5%

Ad views top 10 makes

Ad views have been falling all year for commercial vehicles, with December being no exception, seeing an average drop of -8.4%.

#	Make	Nov 24	Dec 24	MoM
1	Ford	59.0	55.4	-6.2%
2	Volkswagen	32.4	30.6	-5.6%
3	Mercedes-Benz	17.9	17.3	-3.4%
4	Vauxhall	12.3	11.2	-9.1%
5	Renault	8.5	8.4	-0.9%
6	Peugeot	8.7	7.4	-15.5%
7	Nissan	7.9	7.2	-8.7%
8	Citroen	7.2	7.0	-3.1%
9	Mitsubishi	6.1	5.0	-18.4%
10	Iveco	3.4	3.0	-13.3%

Ad views top 10 makes/models

With almost a quarter of all used vans being a Transit Custom, it's no surprise it had the most ad views each month throughout 2024.

#	Make	Model	Nov 24 ranking	MoM change
1	Ford	Transit Custom	1	0
2	Ford	Transit	2	0
3	Volkswagen	Transporter	3	0
4	Ford	Ranger	4	0
5	Mercedes-Benz	Sprinter	5	0
6	Toyota	Hilux	6	0
7	Ford	Transit Connect	7	0
8	Vauxhall	Vivaro	8	0
9	Mercedes-Benz	Vito	10	+1
10	Renault	Trafic	13	+3

About MOTORS eBay and Gumtree Joint Package

The MOTORS eBay and Gumtree Joint Package is a powerful advertising solution for retailers of motorbikes, scooters, commercial vehicles, static and mobile caravans, campervans and motorhomes.

By simultaneously providing access to eBay and Gumtree marketplaces, retailers can reach millions of potential customers in a time-efficient and cost-effective way.

MOTORS has over 15 years of experience connecting vehicle retailers with buyers and is owned by O3 Industries and Novum Capital.

For more information, please visit www.dealer.motors.co.uk