

Light Commercial Vehicle Monthly Market Intelligence

The latest insight from the UK's largest new and used
light commercial vehicle (LCV) platform



FEBRUARY 2023

 AutoTrader

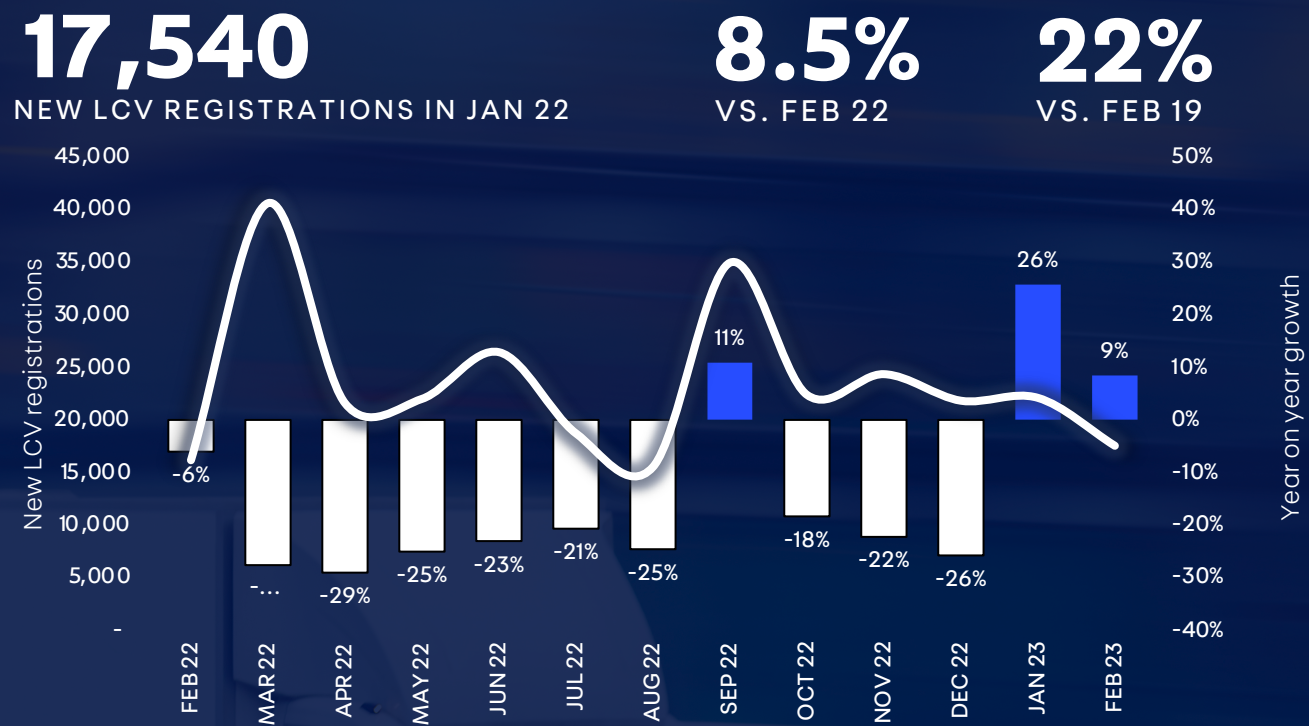
PROMISING MARKET SIGNS, TO BE TRULY TESTED IN MARCH

Last month was the best February for new UK LCV registrations in a quarter of a century and 23% up on the pre-pandemic February average*, driven by the rising demand for smaller (under 2 tonnes) and larger vans (2.5 -3.5 tonnes). Prices of new LCVs remain high, with manufacturers recommended retail prices up 8% year on year.

This success is further reflected in used LCV sales which are up 7% year on year, reaffirming a promising state of the LCV marketplace despite the tough economic backdrop.

Whilst there are glimmers of hope, February is typically a lower volume month. The industry will be eagerly anticipating new plate release data, March will be a more accurate reflection of the true health of the market place.

NEW LCV REGISTRATIONS (PROVIDED BY SMMT)



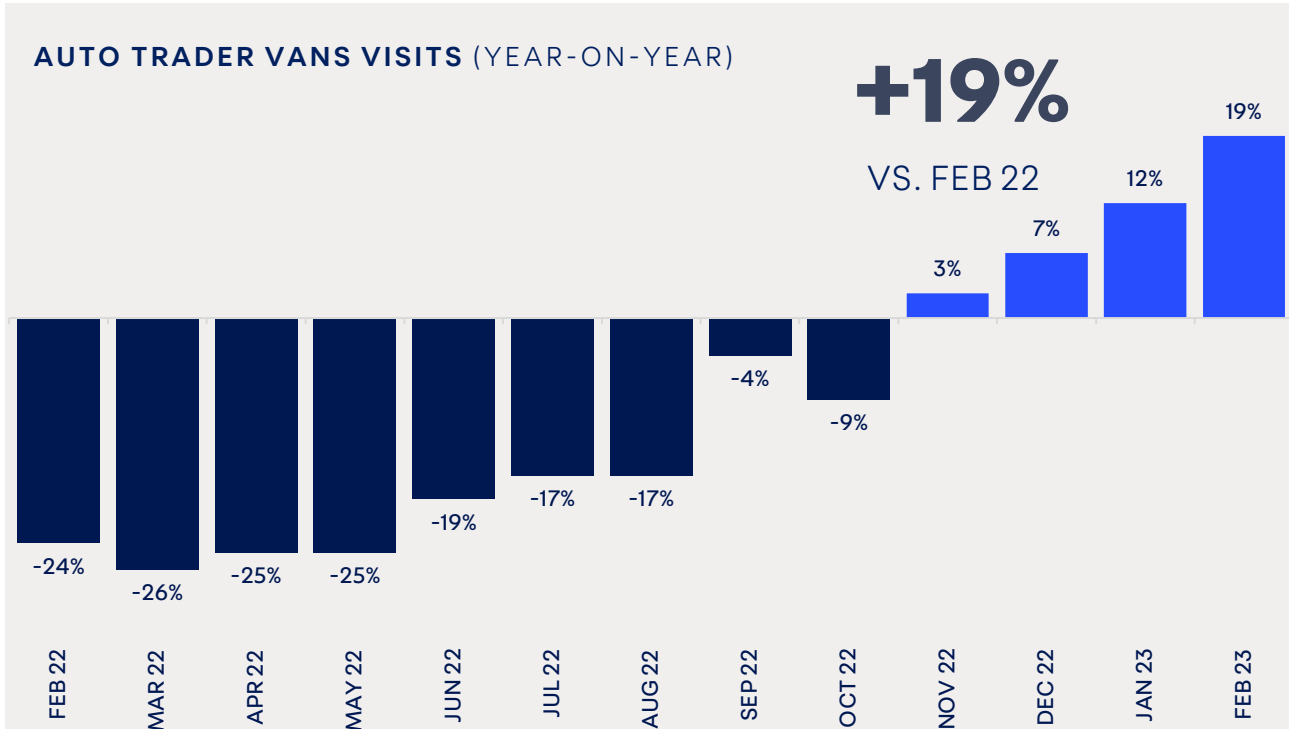
AUTO TRADER PROXY USED LCVS SOLD (INDEXED TO JANUARY 2019)



Data based on vehicles removed from Auto Trader. We assume that the vehicle is sold on the last day we saw it on our site. Strong historical correlation to official SMMT used car transactions and retailer data. *Average February SMMT registrations taken from 2018 & 2019, before pandemic.

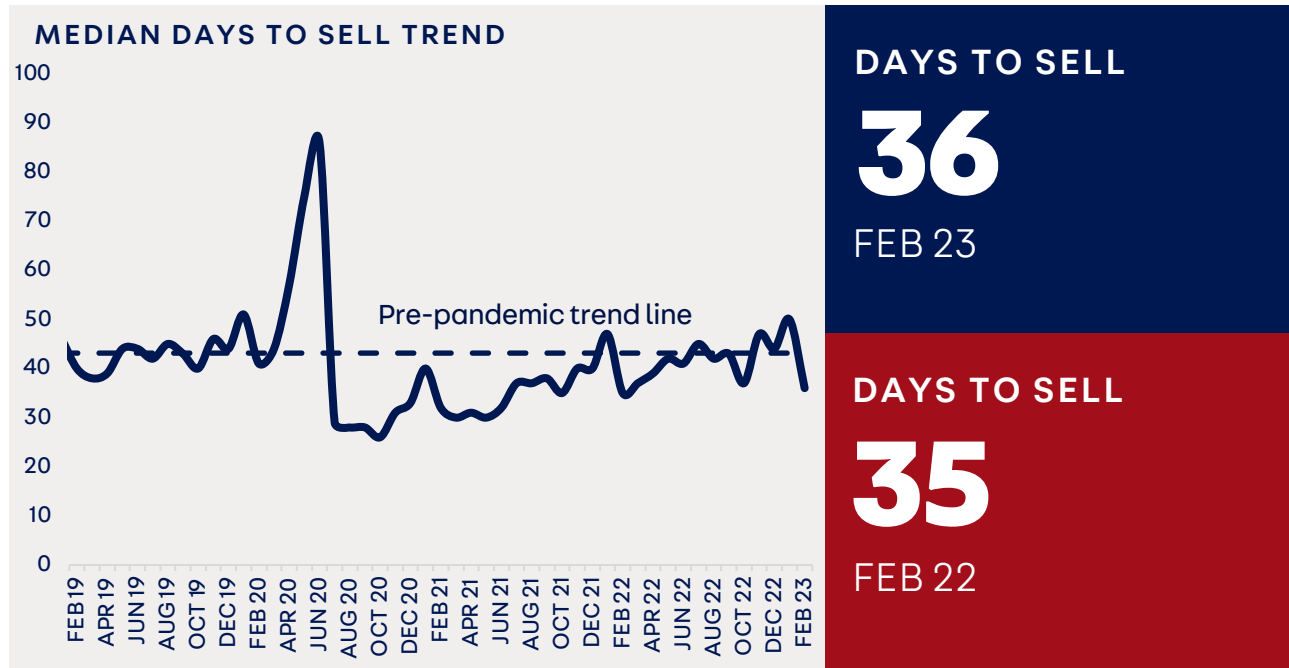
AUTO TRADER AUDIENCE

Audience finished strong in 2022 and has continued to thrive. The **fourth consecutive month of year on year audience growth** and continued momentum in van buying should give the industry some confidence in the **resilience of the marketplace**.



DAYS TO SELL

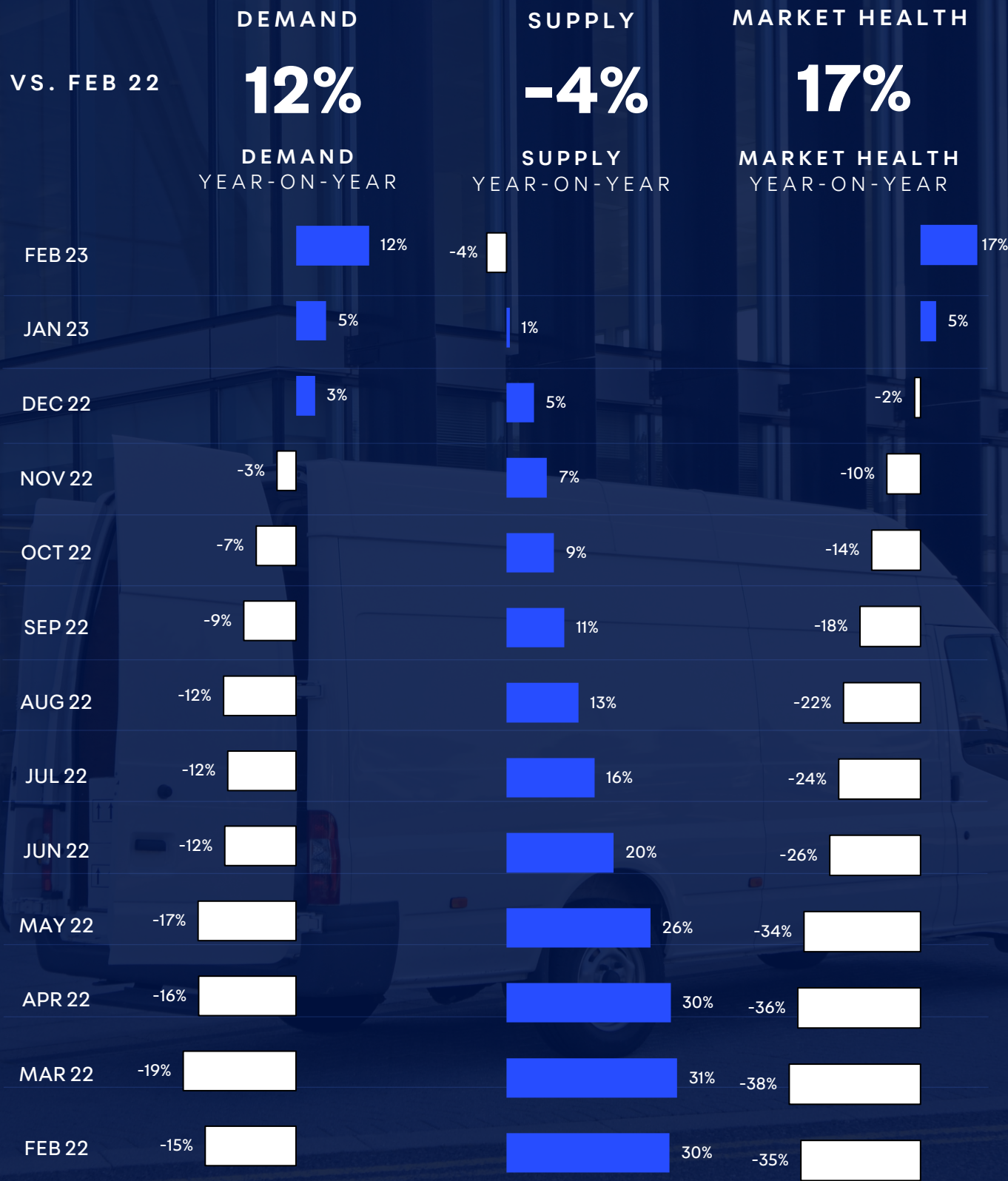
As expected, **the time it takes to sell a van has really ramped up since the start of the year** with LCVs selling 13 days faster than last month. The fastest selling LCV for February 2023 was a Toyota Proace City which took an average of just 10 days to sell.



USED LCV MARKET HEALTH

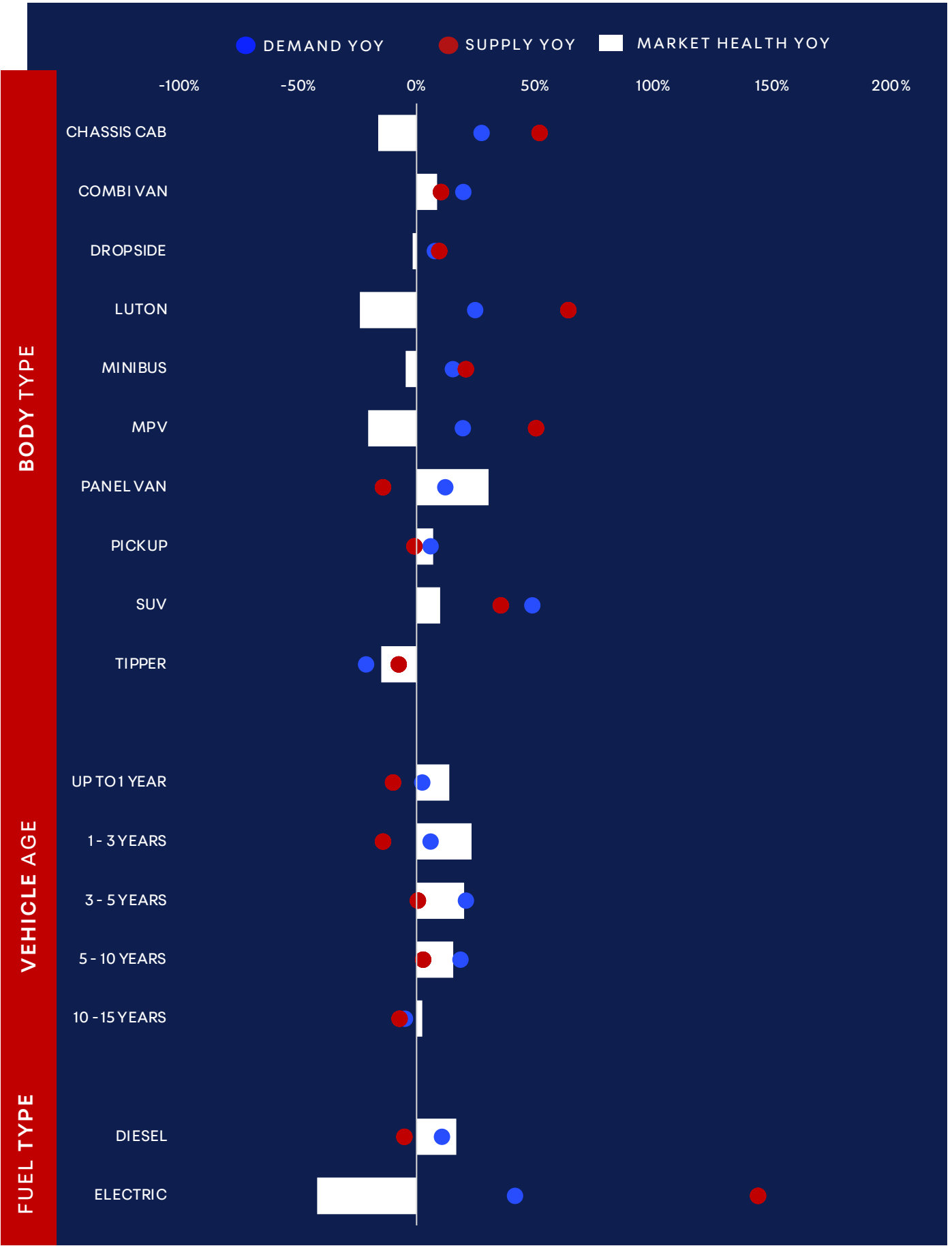
Growth in demand over recent months has cemented **positive market health in February**. With fewer new LCVs registered during the pandemic causing supply shortages in 2021, subsequent year on year supply has appeared inflated. Now we are comparing to a more positive year, supply is down versus February 2022, driven by a lack of newer panel vans.

Market Health metric shows: the ratio of supply vs. demand compared to the previous year.



USED LCV DEMAND, SUPPLY, MARKET HEALTH (YOY GROWTH)

Panel vans as an example shows positive market health at 30%, driven by supply being behind last year (-12%) but demand beating February 2022 (14%) .

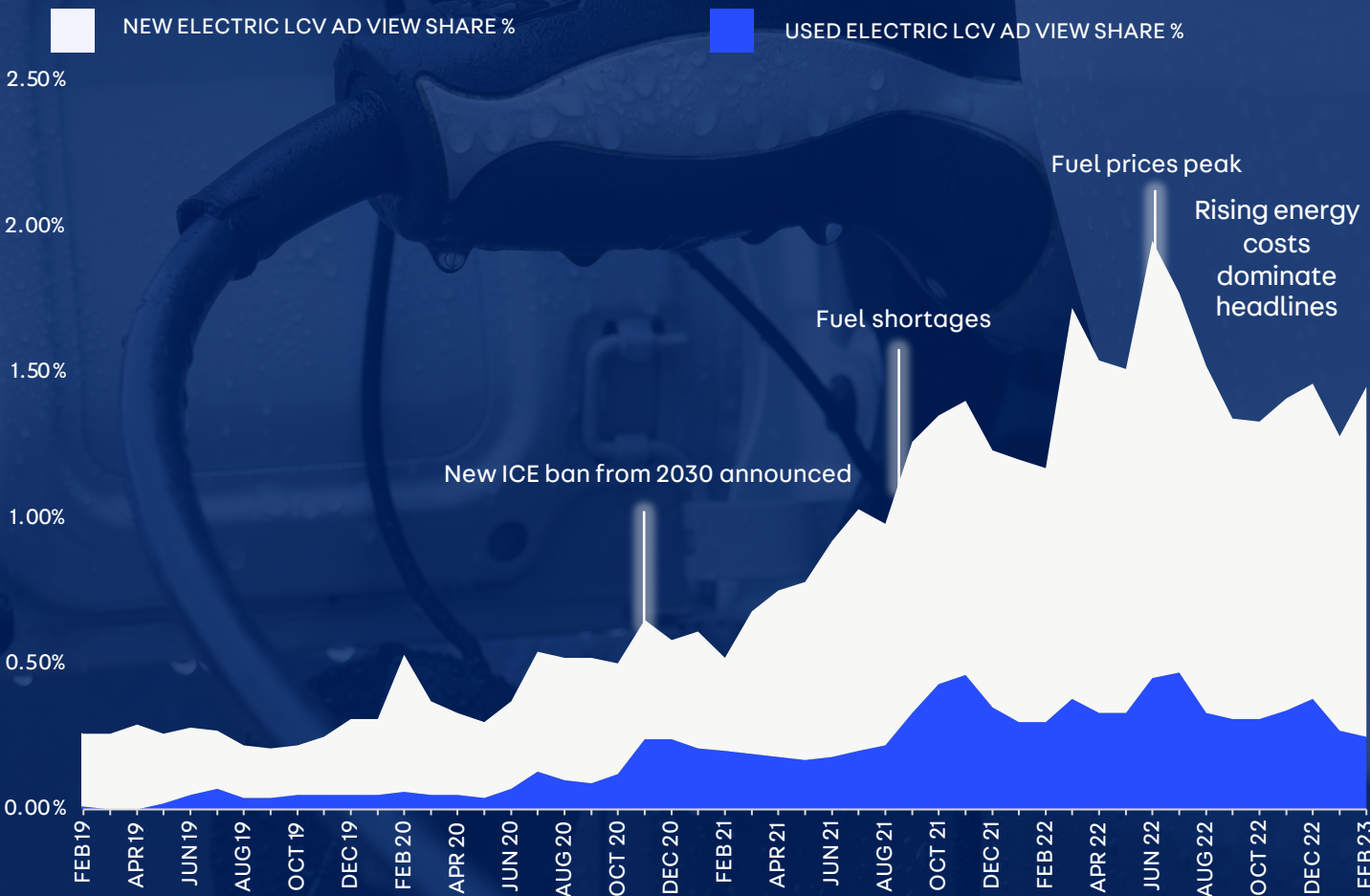


ELECTRIC LCVS

There has been a steep year on year decrease in the market share of new electric LCV registrations (-45%). That being said, electric LCV registrations are particularly vulnerable to fluctuation guided by fleet investments. Demand remains high, with electric ad views up year on year but there continues to be barriers to adoption including price, accessing charging points and range anxiety which the industry must address to encourage buyers to make the switch.

ELECTRIC LCV AD VIEWS

SHARE OF ELECTRIC LCV AD VIEWS SPLIT BY NEW & USED



FASTEST SELLING USED ELECTRIC LCV MODELS

MEDIAN DAYS BEFORE SOLD - FEBRUARY 2023

