

Light Commercial Vehicle Monthly Market Intelligence

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

APRIL 2024

 AutoTrader

Used LCV prices rise 0.5% MoM in April as sales soar, but supply continues to weigh on pricing

NEW LCV REGISTRATIONS

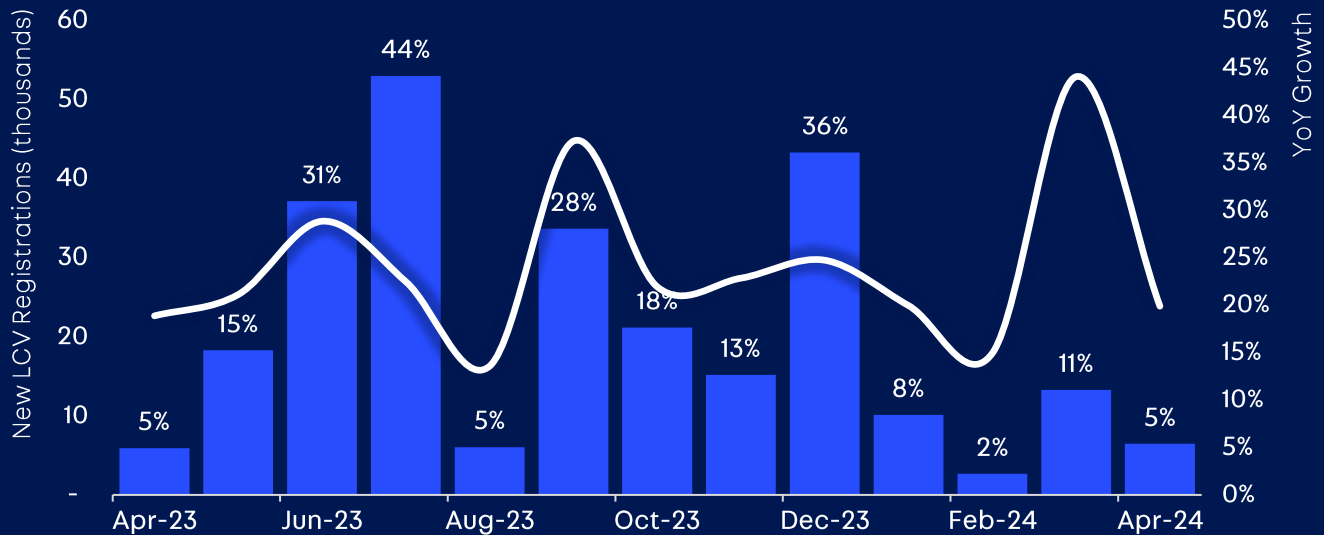
Sales of new LCVs grew 5% in the fourth month of 2024, marking 16 consecutive months of growth and the highest April total in three years as greater fleet renewal fuels the market. Whilst April typically accounts for only 7% of annual new van sales, the latest data still indicates healthy levels of demand from businesses for the latest models, especially for large vans which account for almost two thirds of registrations.

23,889

NEW LCV REGISTRATIONS (SMMT)

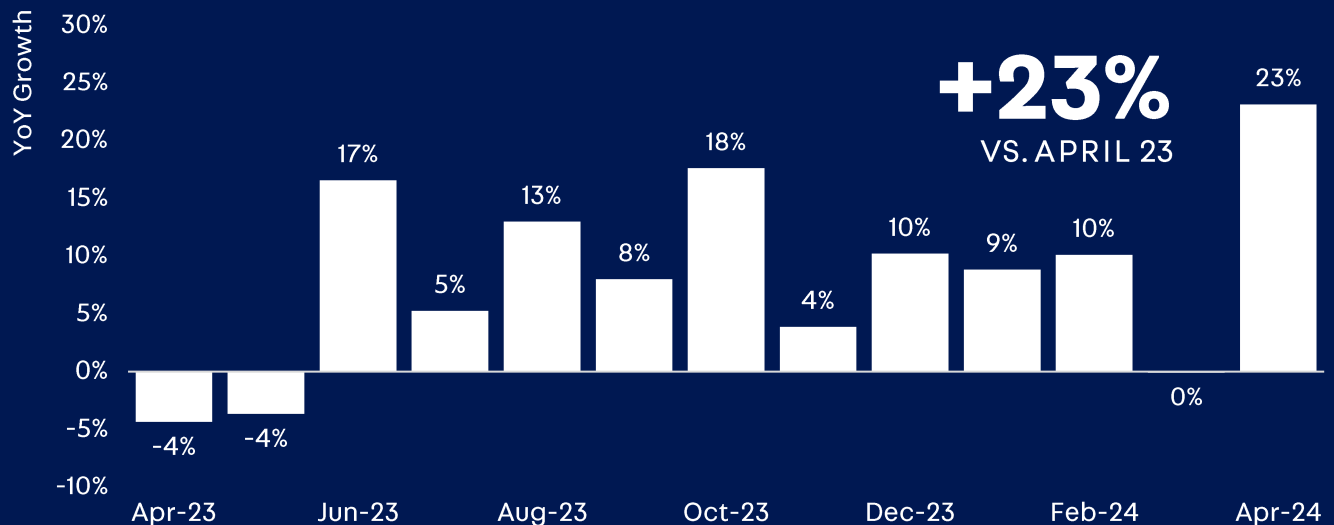
+5%

VS. APRIL 23



USED LCV SALES (YEAR-ON-YEAR) *

Sales of used LCVs jumped 23% in April over the prior year based on the stock removed from Auto Trader. Most of the uplift stemmed from sales of nearly new vans, which increased 50% in the month, driven by a small number of brands with pre-registered stock. Sales of 3-5-year-old vans, which are in plentiful supply, also rose over 30%.



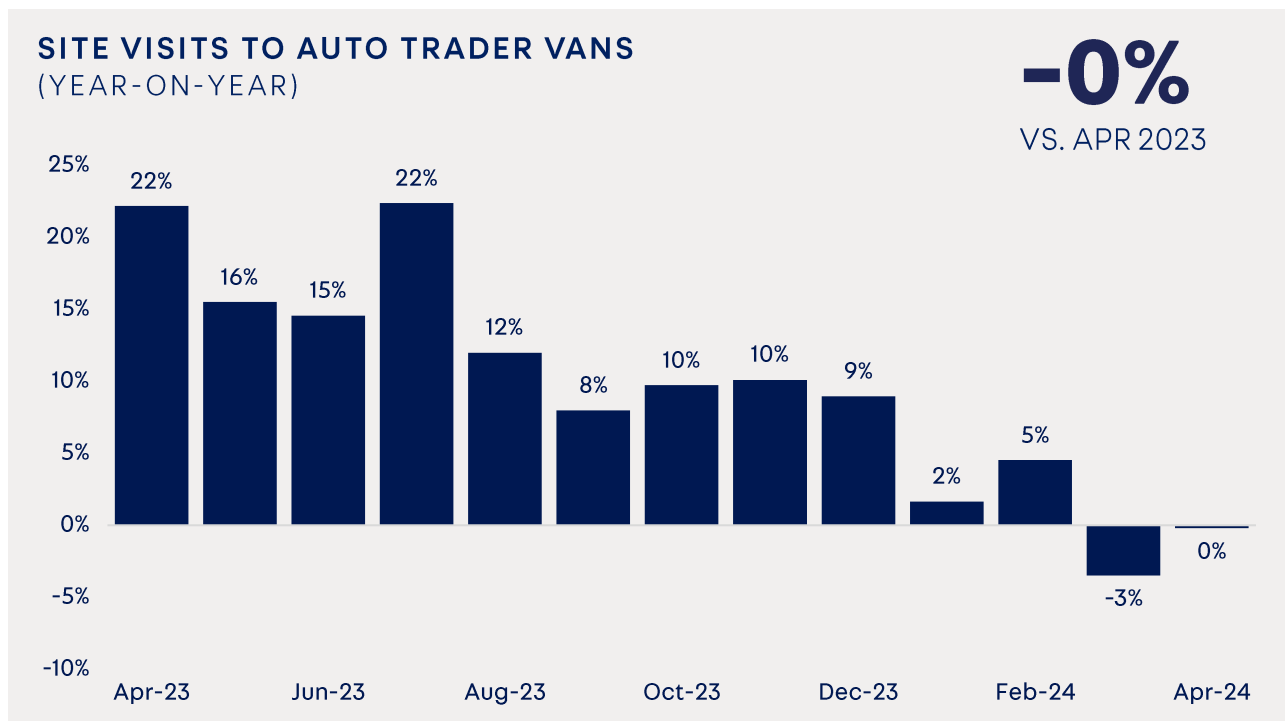
+23%

VS. APRIL 23

*Data based on vans removed from Auto Trader. We assume that the van is sold on the last day we saw it on our site. Strong historical correlation to DVLA used LCV transactions.

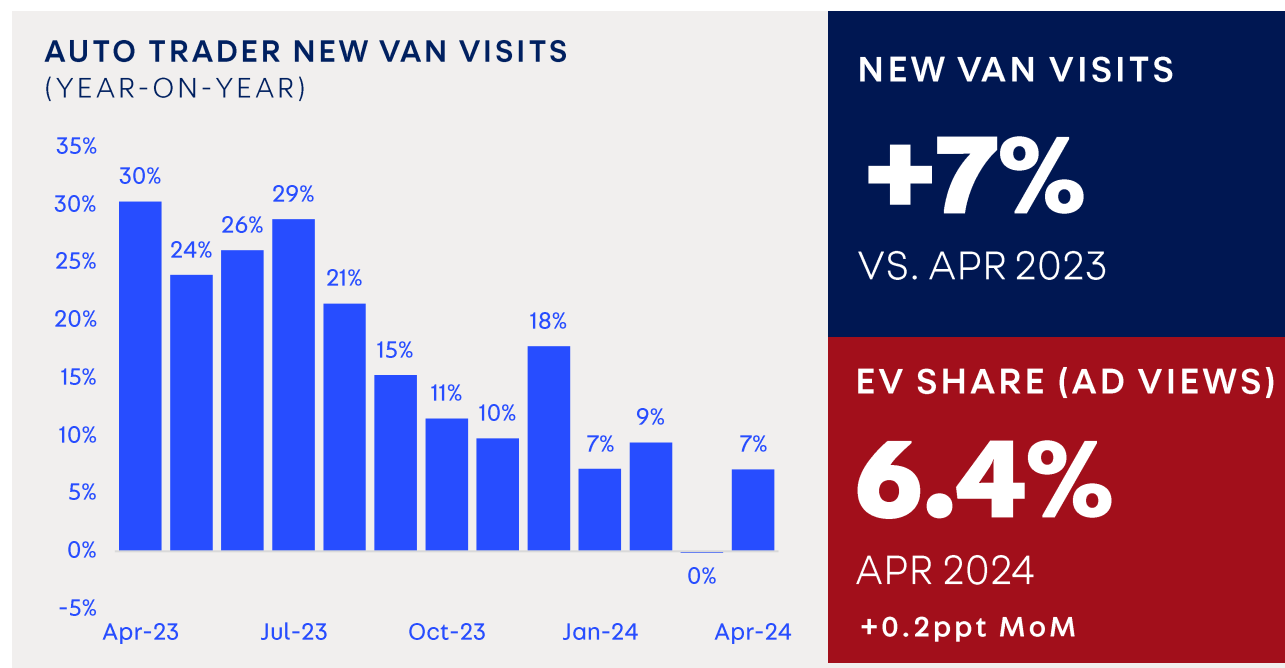
AUTO TRADER VAN AUDIENCE

Site visits to Auto Trader Vans was broadly flat in April compared to the previous year, with year-to-date activity still up 1%. Consumer intent remained robust, with 72% saying they plan on buying a van in the next three months¹, and as the summer months near, the mix of in-market buyers has shifted towards though looking solely for recreational use. In April, they accounted for 34% of buyers² compared to 27% in January³.



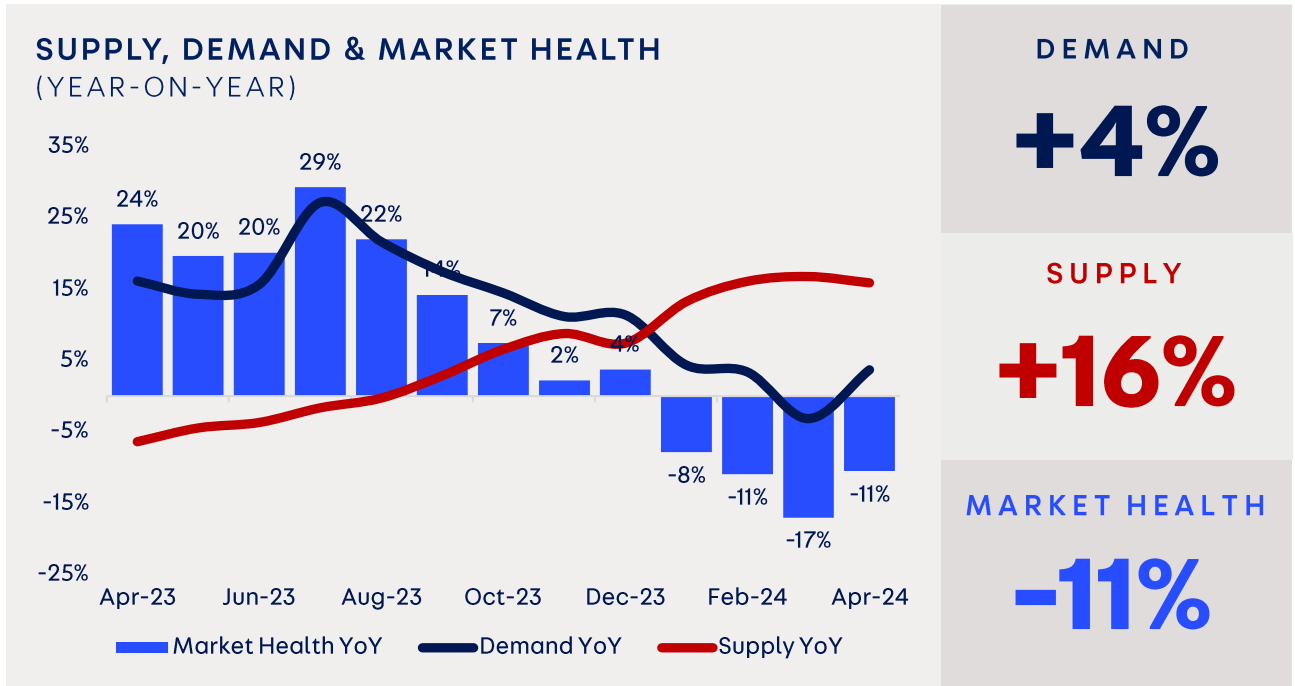
NEW VAN ACTIVITY

Whilst April is typically a quieter month, demand for new LCVs by private and small business buyers was 7% higher than the year prior. As OEMs look to stimulate demand for new electric vans, discounts have reached the highest level on record, rising to 23.9% in April (vs. 14.7% for diesel). With the ZEV mandate in place, OEMs will need to convince private and small business buyers to make the switch.



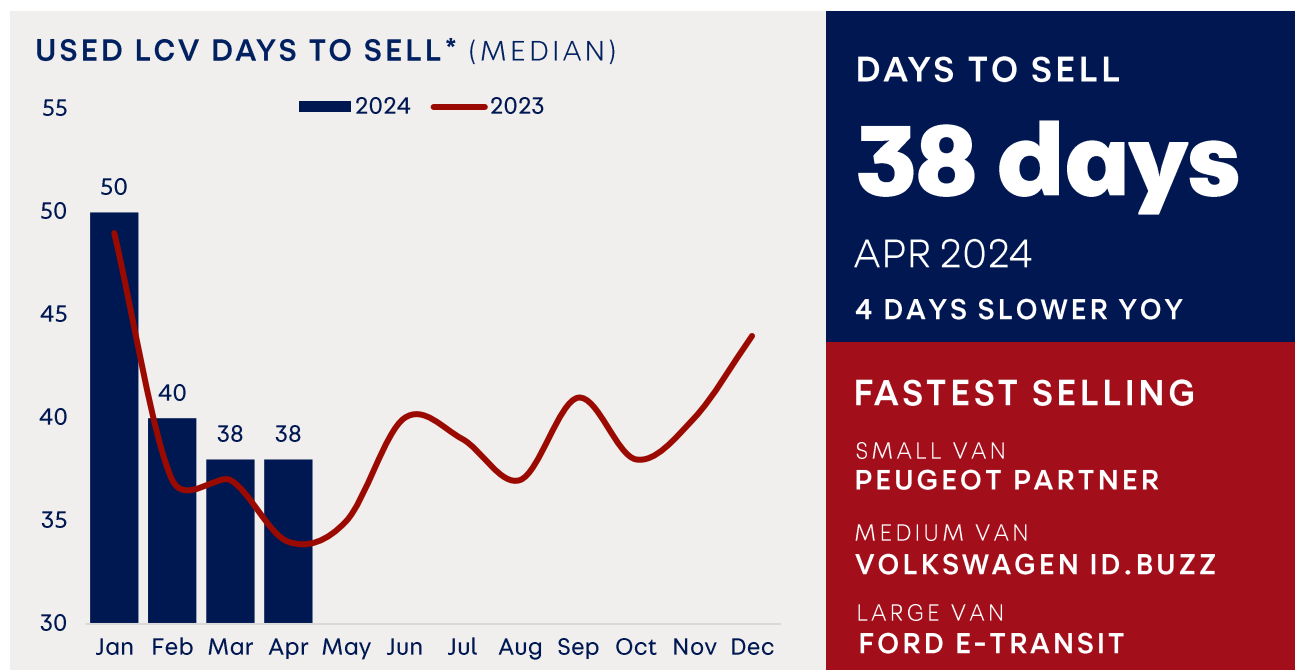
USED LCV MARKET HEALTH

For the fourth consecutive month, supply of used LCVs outpaced demand on a year-on-year basis as businesses continued to renew their fleets, resulting in lower market health. Supply of 5-10-year-old vans has more than doubled compared to pre-pandemic levels, and its share of total used van stock has risen from 19% to 32%, highlighting the levels of de-fleeting in the market. Encouragingly, overall demand was ahead of the previous year after declining in March.



USED LCV SPEED OF SALE

With supply of used LCVs outpacing demand, stock on forecourts sold four days slower than the year prior, turning every 38 days on average in April. Despite the deceleration on a year-on-year basis, used LCVs still sold at the same rate as April 2019 levels (every 38 days), and the fastest selling large van in the month was electric (Ford E-Transit), highlighting the improving market dynamics in the segment.



*Data based on vans removed from Auto Trader

USED LCV RETAIL PRICE GROWTH

Retail prices of used LCVs fell further in April, declining 6.1% on a year-on-year and like-for-like basis as greater supply weighed on pricing. In a positive sign for the industry though, retail prices increased on a month-on-month basis for the first time since October, rising 0.5%. Although still below the typical seasonal average for April, the small increase halted further declines in values. All age cohorts saw non-negative price movements in the month, with prices of 10–15-year-old vans rising 2.2% - the highest month-on-month change for the age cohort since February 2022. Even vans aged 3–5 years old - which are in plentiful supply - saw the highest month-on-month change since last April.

AVERAGE PRICE (APR 2024)

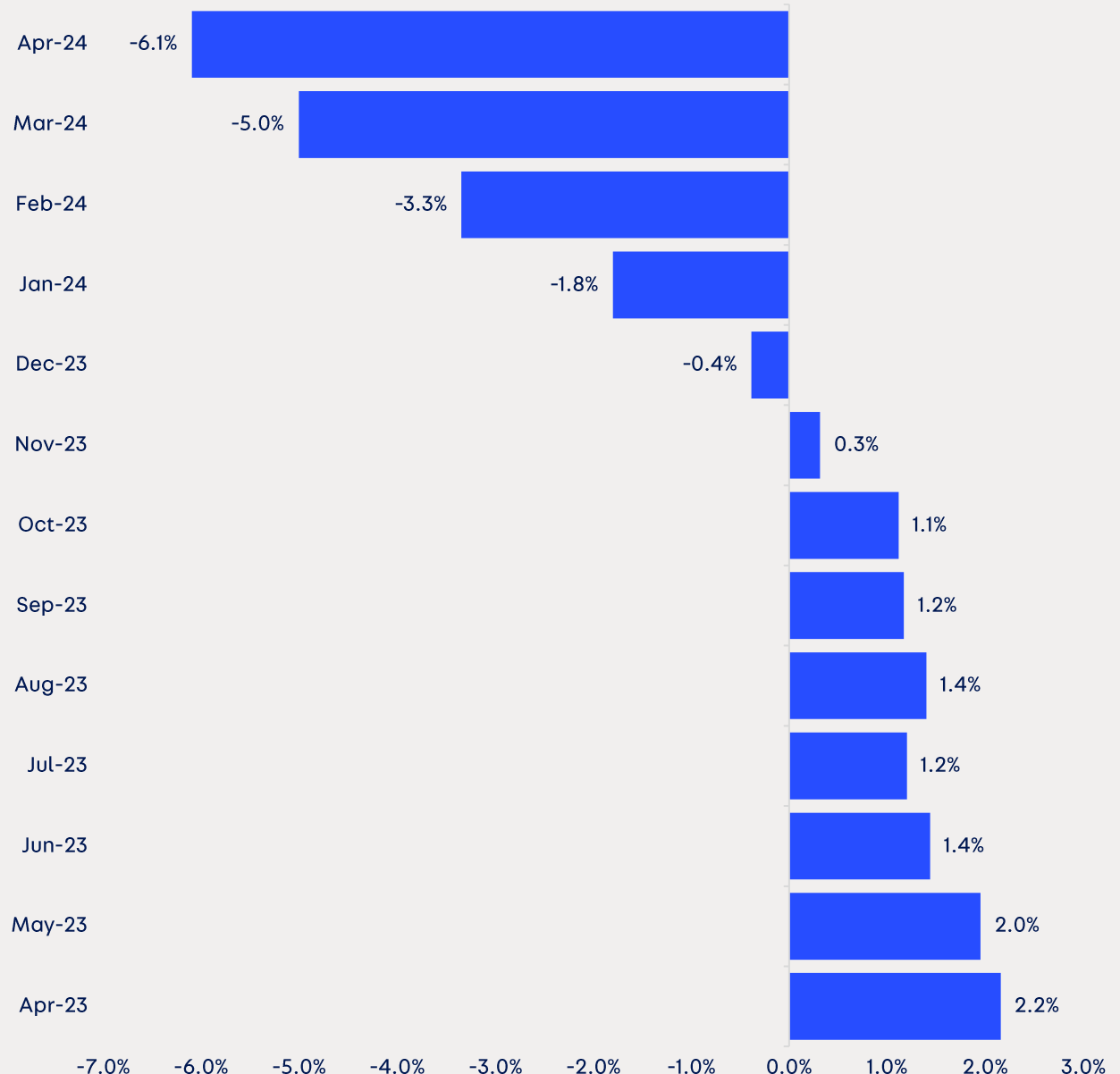
£22,507

PRICE CHANGE (YEAR-ON-YEAR)

-6.1%

Like-for-like price growth. Excludes VAT and private adverts.

USED LCV PRICE GROWTH (YEAR-ON-YEAR)



DEMAND, SUPPLY, MARKET HEALTH & PRICE GROWTH (YEAR-ON-YEAR)

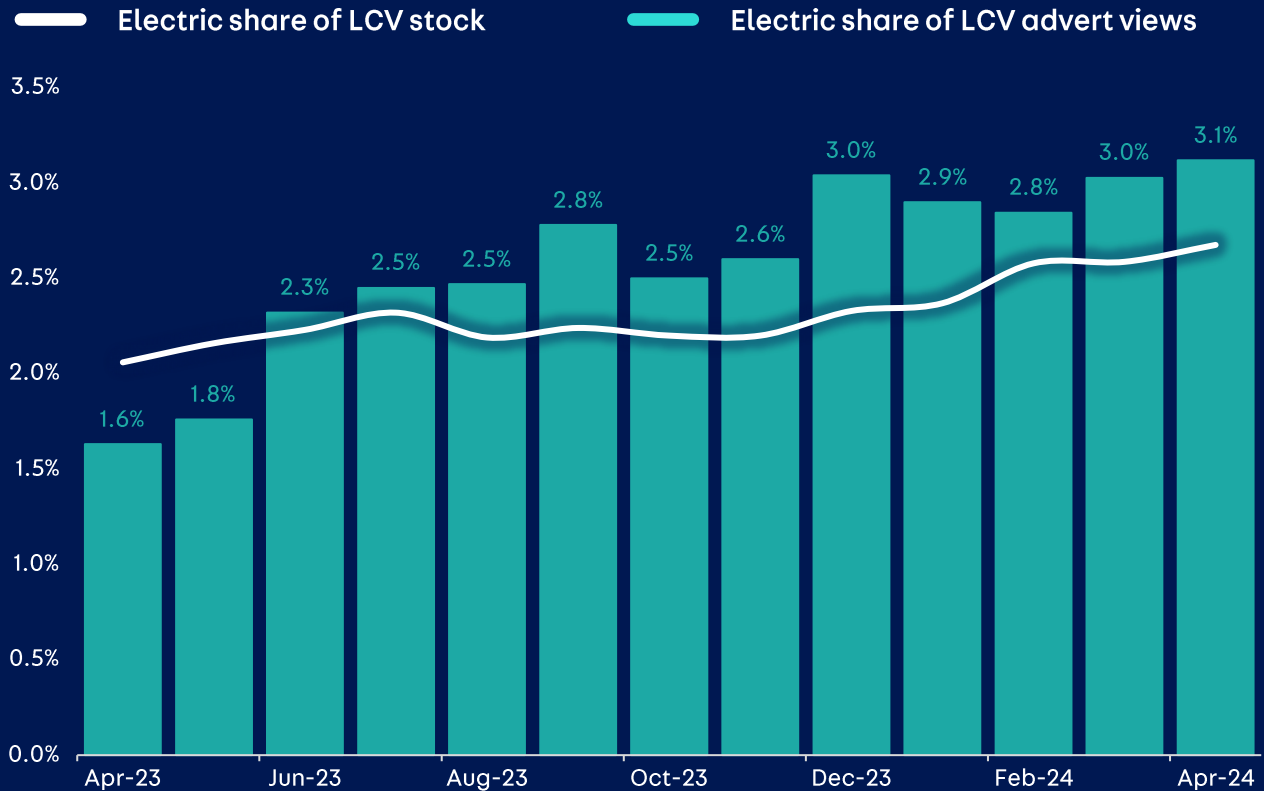
Charts show Market Health (blue bar), Demand (red) and Supply (white), with pricing movements. Panel vans as an example shows market health at -27%, as supply (+13%) is outpacing demand (-6%).



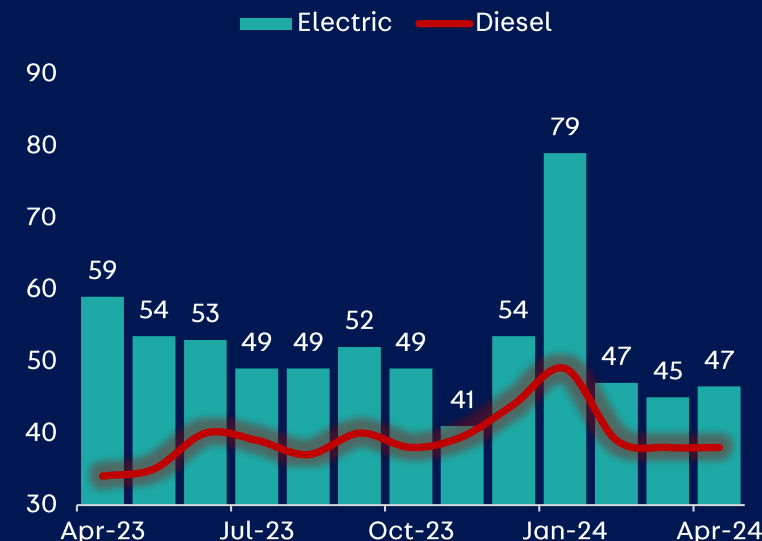
USED ELECTRIC LCVS

April was a positive month for the used electric LCV segment: 3.1% of used LCVs viewed were electric, the highest monthly level on record, retail demand (+102%) continued to outpace supply (+49%) on a year-on-year basis, and used electric vans sold 12 days faster than last April. Whilst electric vans still sold nine days slower than diesel vans in April, retail prices increased on a month-on-month basis for the first time since January, outpacing the overall market. Although an encouraging sign for the segment, prices are far from stable and may change further depending on how OEMs falling behind the ZEV mandate respond.

ELECTRIC SHARE OF THE USED LCV MARKET ON AUTO TRADER



USED LCV DAYS TO SELL BY FUEL TYPE* (MEDIAN)



DAYS TO SELL: EV

47 days

APR 2024

12 DAYS FASTER YOY

DAYS TO SELL: DIESEL

38 days

APR 2024

4 DAYS SLOWER YOY

*Data based on vans removed from Auto Trader