

Light Commercial Vehicle Quarterly Market Intelligence

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



Used LCV market health remained positive last quarter as sales remained robust

NEW LCV REGISTRATIONS

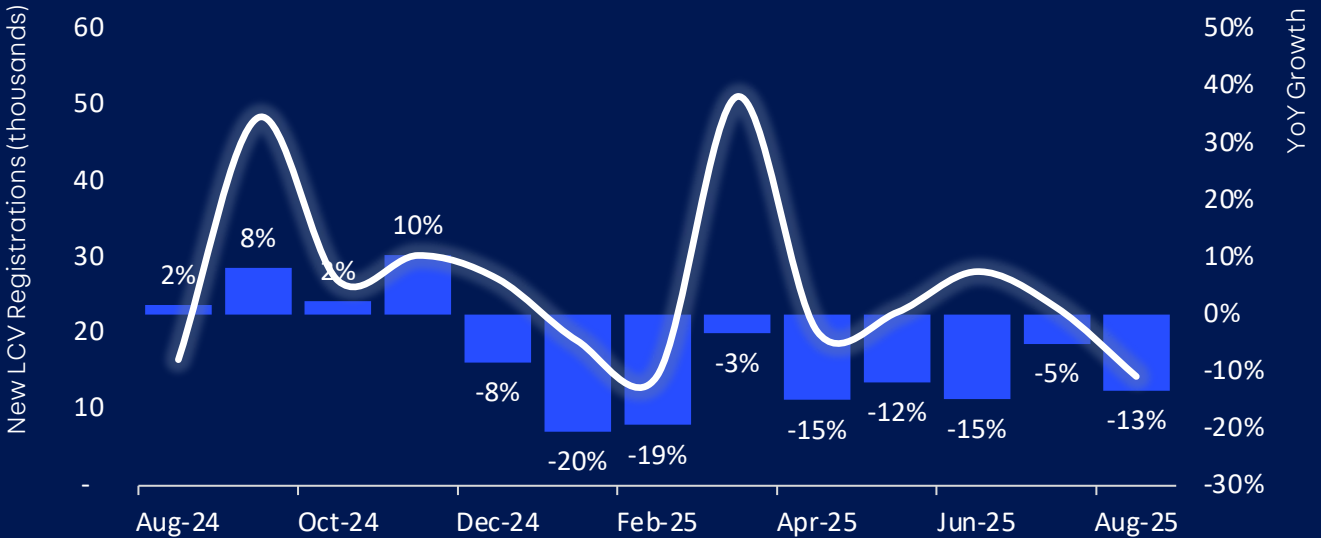
New LCV registrations fell for the 9th consecutive month in August, back 2,210 units year-on-year. Performance is back on average 11% in the last 3 months compared to what was a stronger period in 2024 (-4% avg.) and an even stronger result in 2023 (+27% avg.). Electric LCVs were up 82% in August year-on-year which is encouraging progress in adoption, although there remains a gap towards achieving the ZEV mandate.

28,173

NEW LCV REGISTRATIONS (SMMT)

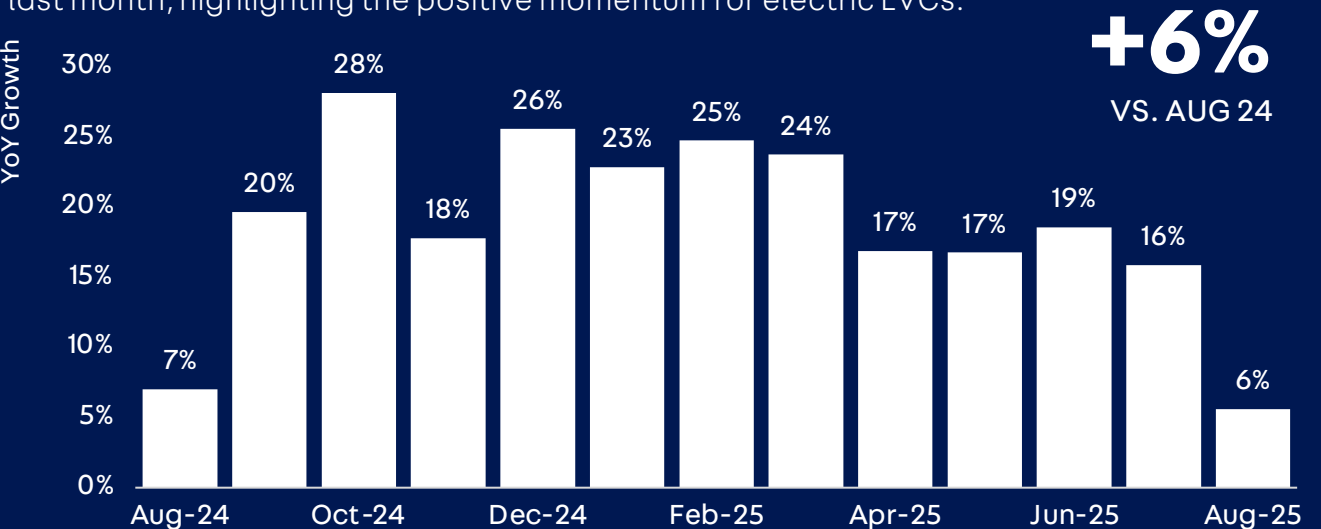
-13%

VS. AUG 24



USED LCV SALES (year-on-year)*

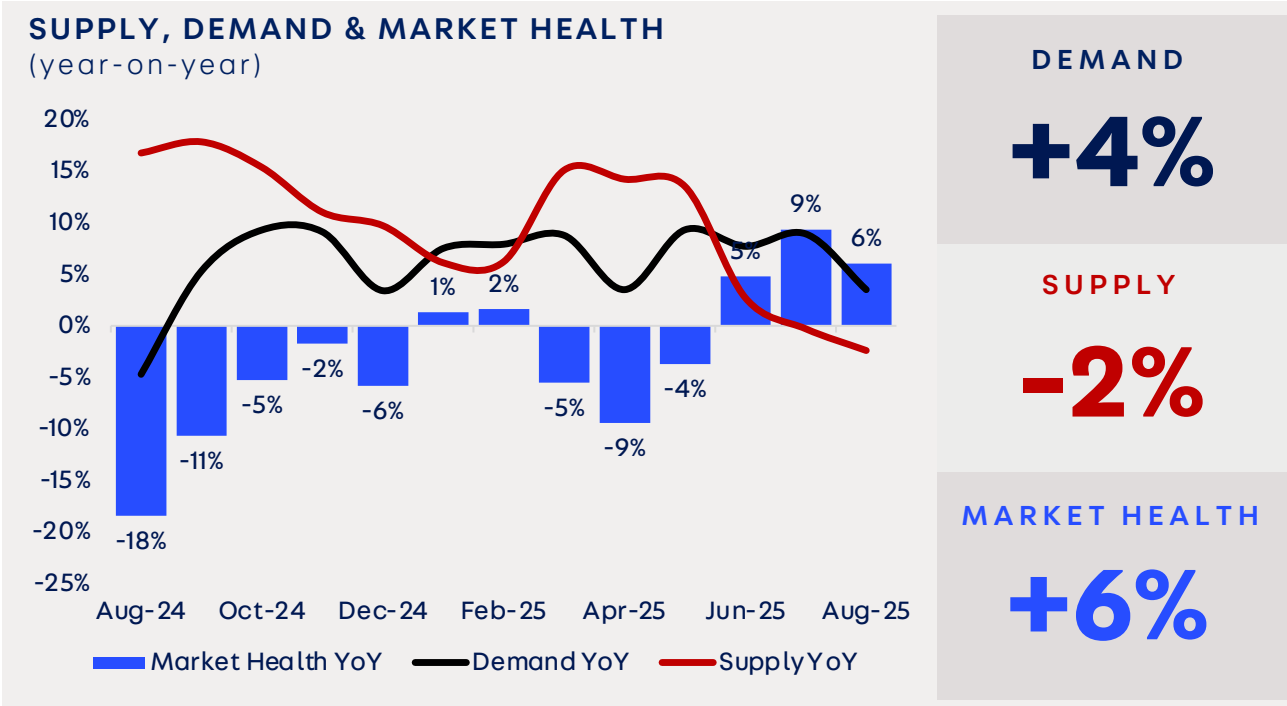
2025 to date has seen continued growth in used LCV sales, up 6% in August compared to the same period in 2024, marking the 17th month of consecutive growth. Franchise retailers however saw transactions fall -0.6% in August - the first negative month in 2025, whilst Independents were up (+8.2%) in August year-on-year, maintaining their recent growth trend. Electric sales were up +66% compared to diesel which saw a +4% growth last month, highlighting the positive momentum for electric LCVs.



*Data based on vans removed from Autotrader. 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. Includes electric vans weighing up to 4.25t.

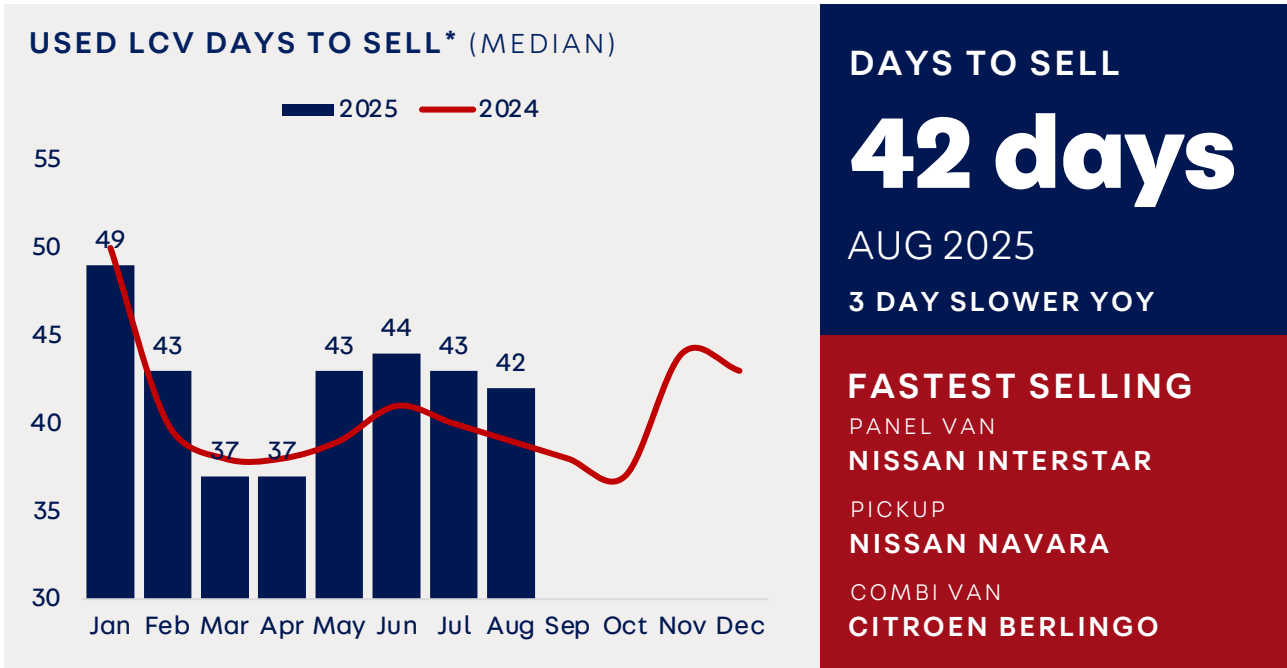
USED LCV MARKET HEALTH

Market health saw 3 consecutive months of year-on-year improvement last quarter with persistent demand growth, in line with growing business confidence. Supply crept back 2% in August compared to last year but is 15% ahead of 2023. Demand remains high, supporting the 6% growth seen in used LCV sales. Some of the strongest demand in August was for Combi (12%) and panel (5%) vans. Market health was highest for older aged vans as 5-10-year-old vans (16%) where supply was back (-18%) compared to the younger up to 1-year old vans (-12%) where supply is more plentiful (16%).



USED LCV SPEED OF SALE

Used LCVs sold 3 days slower year-on-year in August despite having seen one day improvement each month in the previous quarter. Panel vans were the fastest selling body type in August (40 days) selling 2 days faster than pickups (42 days). Nissan models being the fastest vans for both these body types last month. 15+ year-old vans (35 days) sold faster than 1- to 3-year-olds (47 days).



USED LCV RETAIL PRICE GROWTH

Like-for-like used LCV prices were down 4.6% year-on-year in August, continuing the improving trend we have seen since the start of the year as pricing becomes less negative. Older vans continue to see stronger pricing movements compared to last year with 10-15-year-old vans up 7.3%. Younger vans with less favourable market health dynamics were also back year-on-year with under 1-year old vans back -5.2% and 1-3-year-old vans back -4.2%. Prices for Electric vans fell further (-9.4%) than Diesel (-4.4%) in August albeit both fell less than they have done in July (-5.4% and -11.6% respectively).

AVERAGE PRICE (Aug 2025)

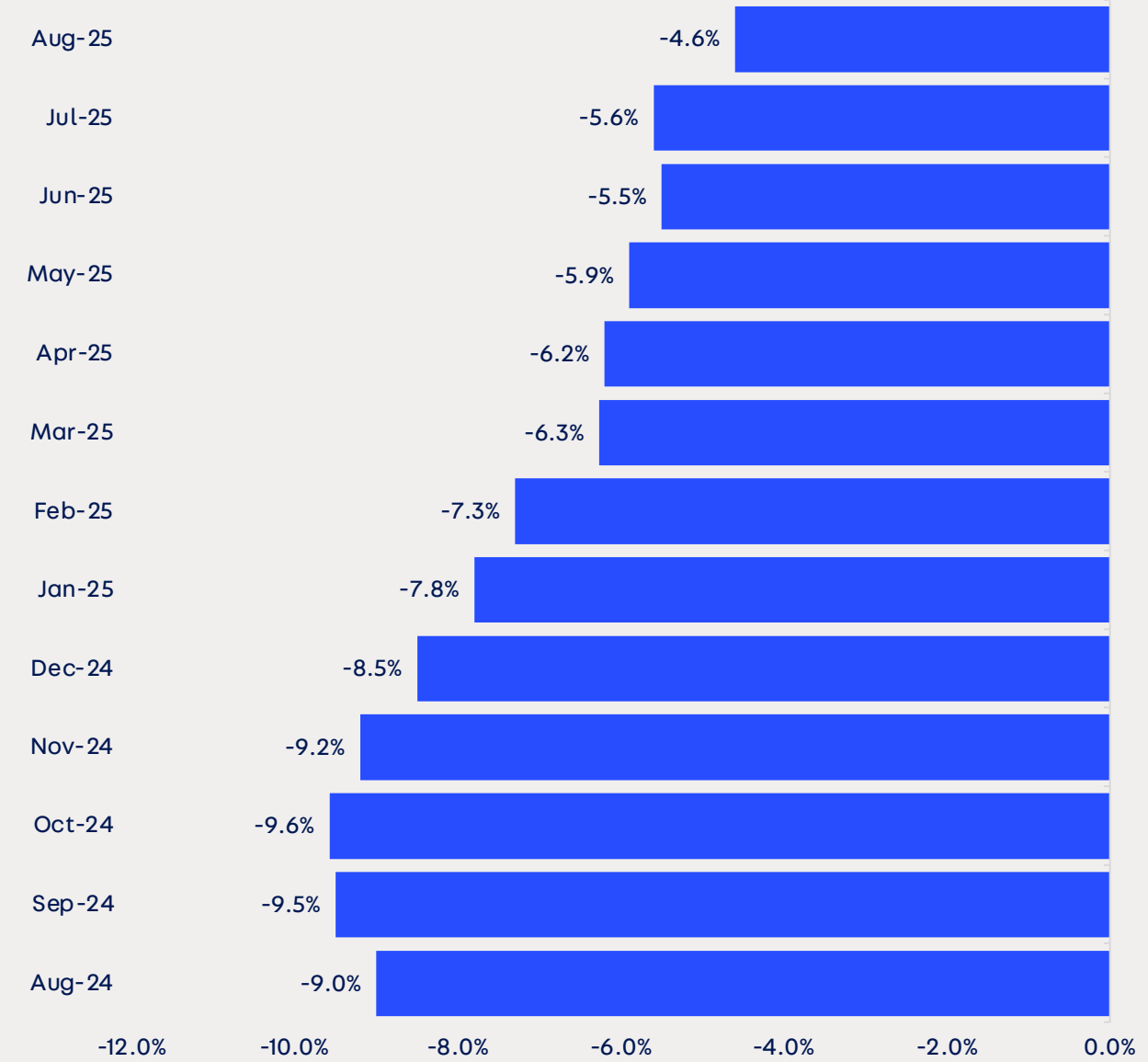
£21,021

PRICE CHANGE (year-on-year)

-4.6%

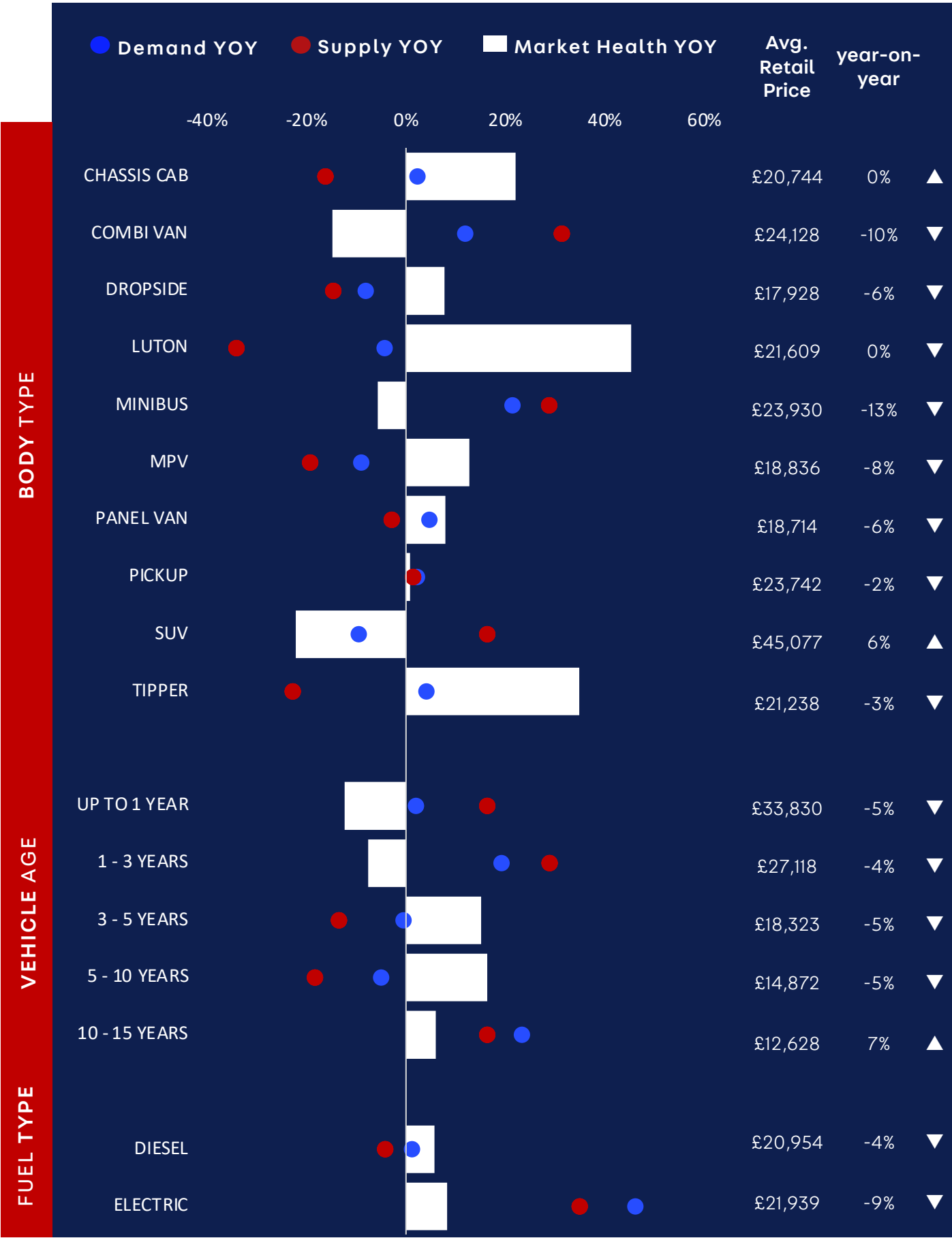
Like-for-like price growth. Excludes VAT and private adverts .

USED LCV PRICE GROWTH (year-on-year)



DEMAND, SUPPLY, MARKET HEALTH & PRICE GROWTH (year-on-year)

Charts show Market Health (white bar), Demand (blue) and Supply (red), with pricing movements. Panel vans as an example shows market health at 8%, as supply (-3%) is outpaced by demand (+5%).

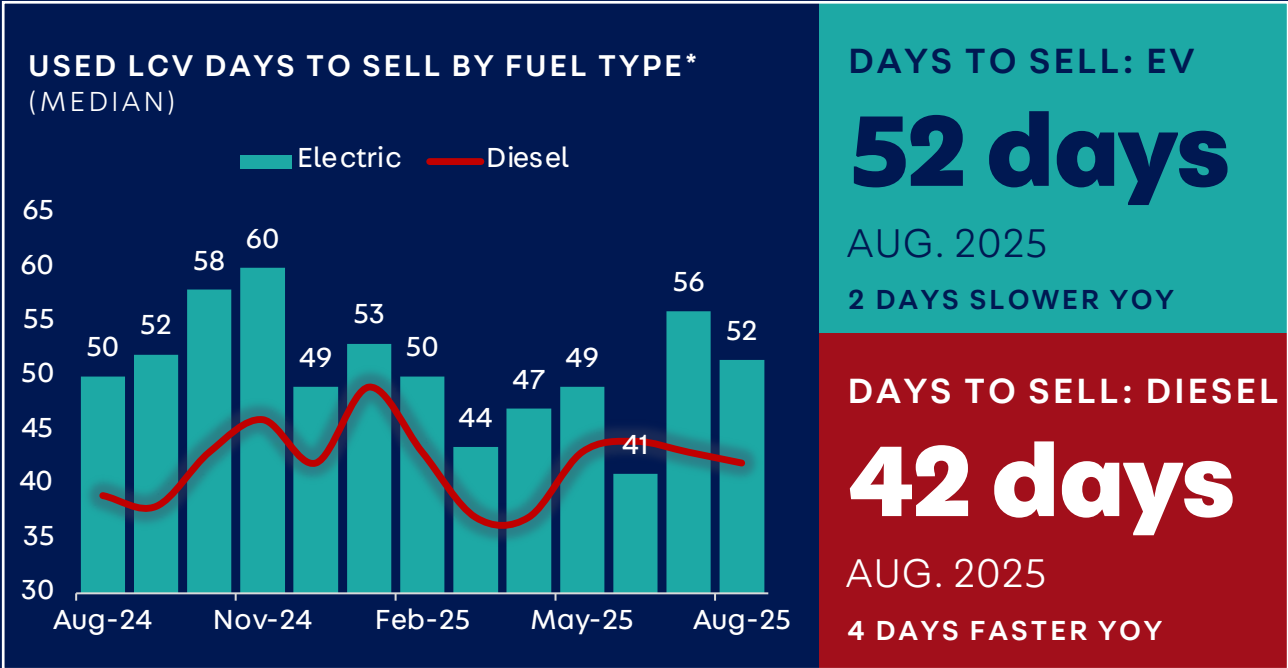
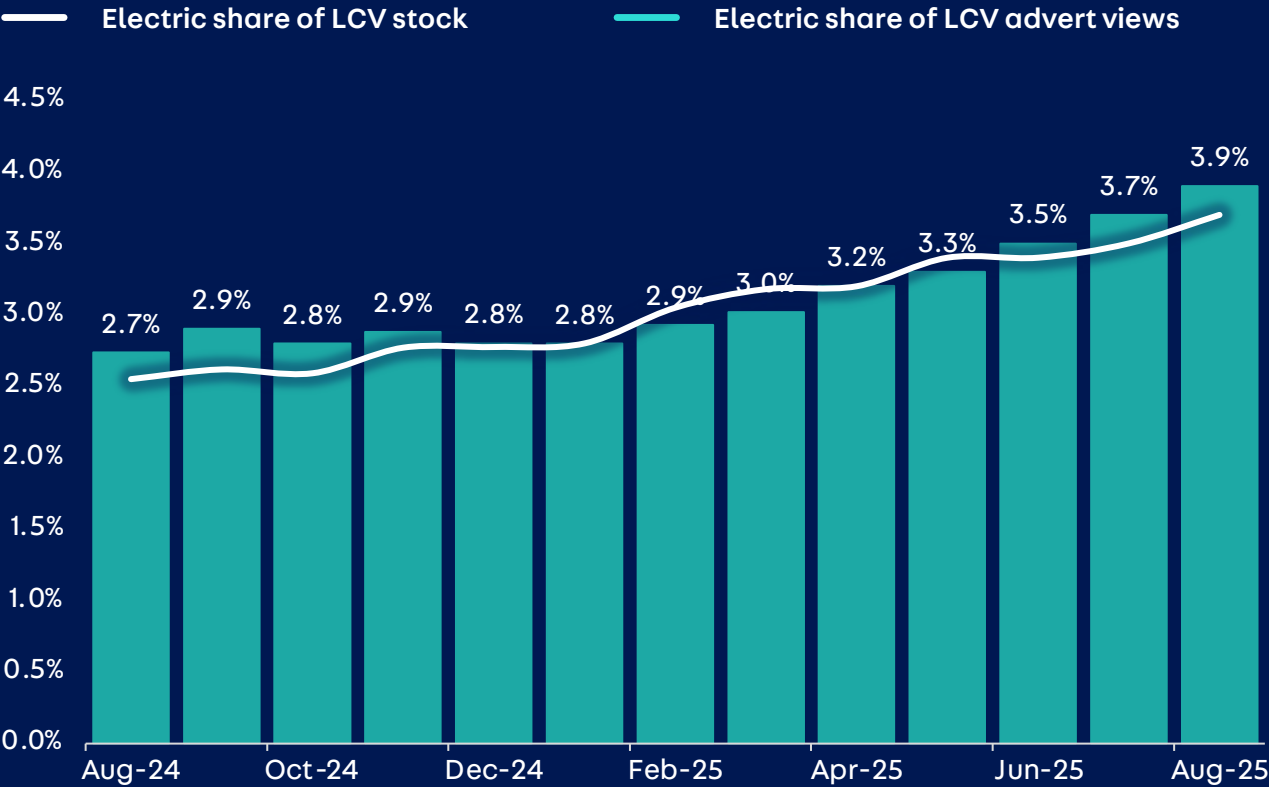


USED ELECTRIC LCVs

Last quarter saw a continued rise in the share of advert views for used electric vans, growing in line with stock share and growing each month since the start of the year.

August saw the highest share of used electric vans and of advert views on our platform to date. Increased visibility in choice of electric vans opens greater opportunity for consumers to engage with the stock. The EV market being new can drive volatility as evident in seeing days to sell slow by 2 days compared to last year, selling every 52 days in August. Though this is 4 days faster than July but 11 days slower than June (41 days). Diesel was the fastest selling fuel type in August (42 days), 10 days faster than electric.

ELECTRIC SHARE OF THE USED LCV MARKET ON AUTOTRADER



*Data based on vans removed from Autotrader