

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 flips to positive as sales continue to rise.

NEW LCV REGISTRATIONS

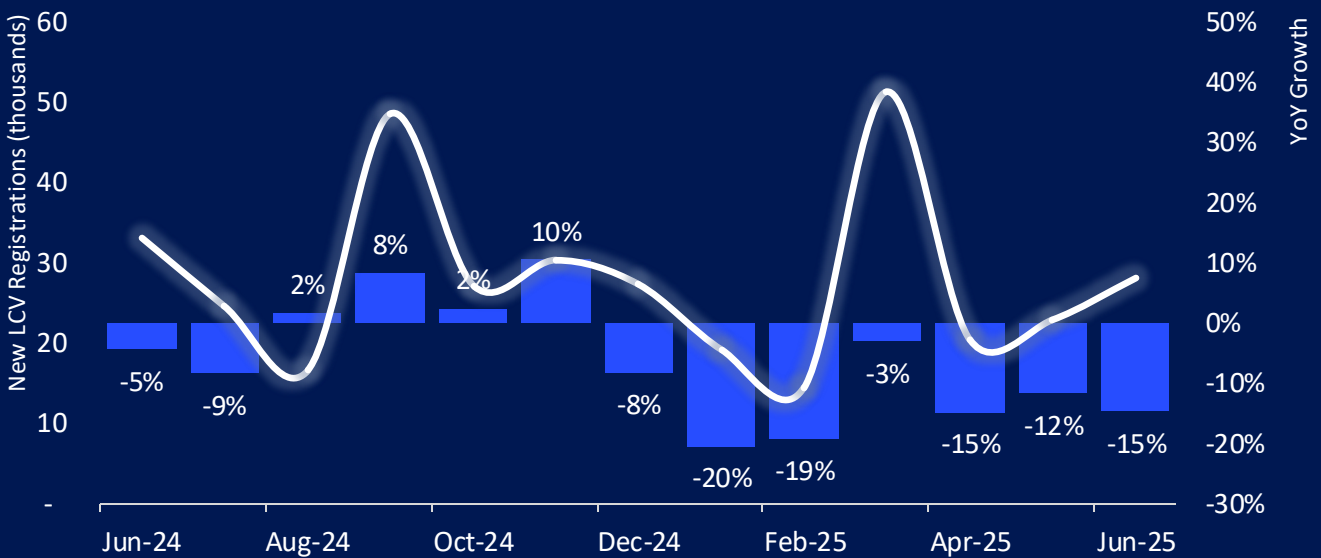
The new LCV market ended the first half of the year with volumes back 15% YoY in June, falling short by around 4.9k units. Despite this being the 7th consecutive month of year-on-year decline, it's important to note that the comparison is against a particularly strong first half of 2024, which saw average YoY growth of 22%. Encouragingly, registrations of 4x4s were strong in June, up 16% YoY, and electric LCV registrations continued to rise, up 92% in the month and 51% YTD - positive news for the market, but still below the ZEV target.

28,173

NEW LCV REGISTRATIONS (SMMT)

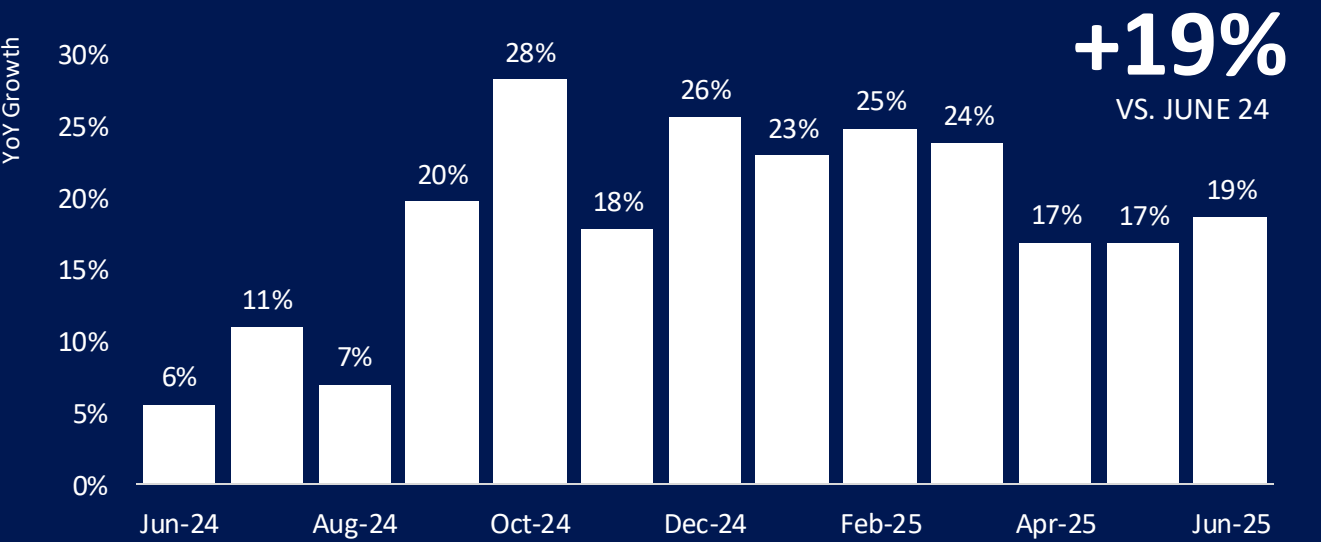
-15%

VS. JUNE 24



USED LCV SALES (YEAR-ON-YEAR)*

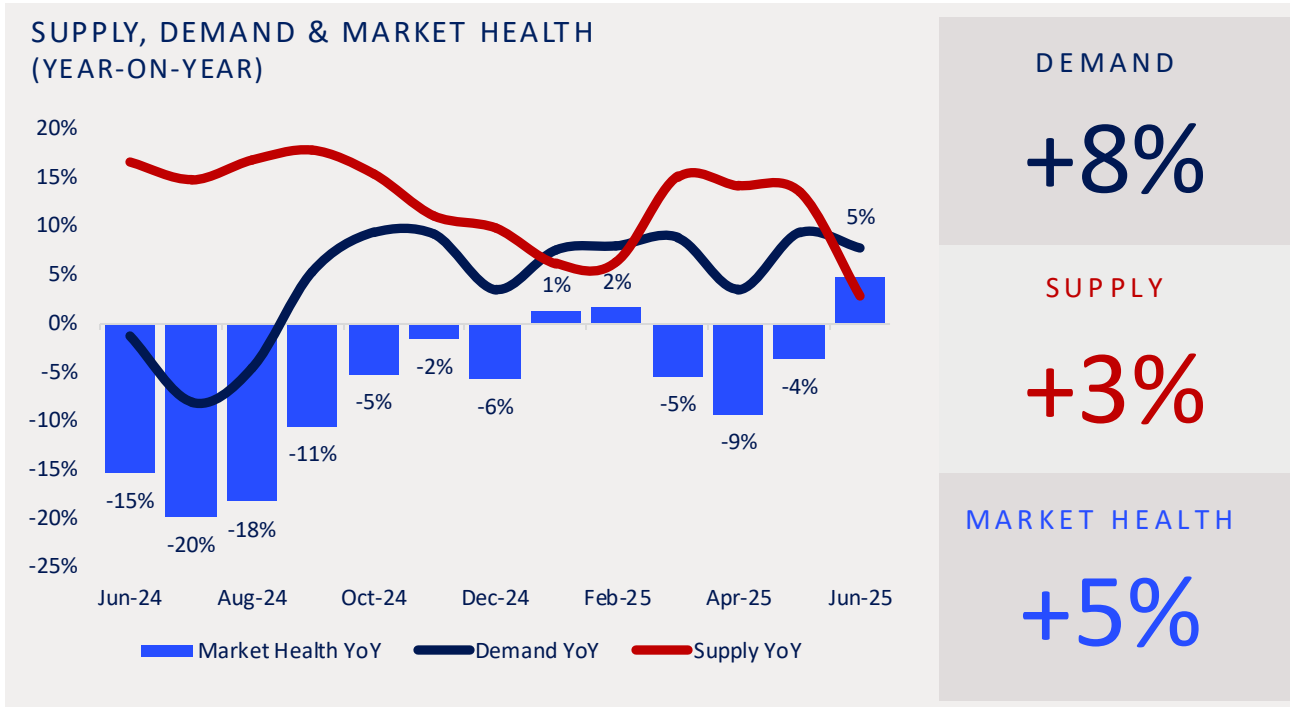
Used LCV sales ended the first half of the year 19% ahead of June 2024 levels, marking 15 consecutive months of year-on-year growth for the segment since March 2024. Independent retailers led the growth last month with a 20% rise, whilst franchise retailers weren't far behind at 18%. 1- to 3-year-old (+39%) and 10- to 15-year-old (+27%) LCVs saw the largest YoY growth compared to other age groups, highlighting the importance of managing stock at a vehicle level.



*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.

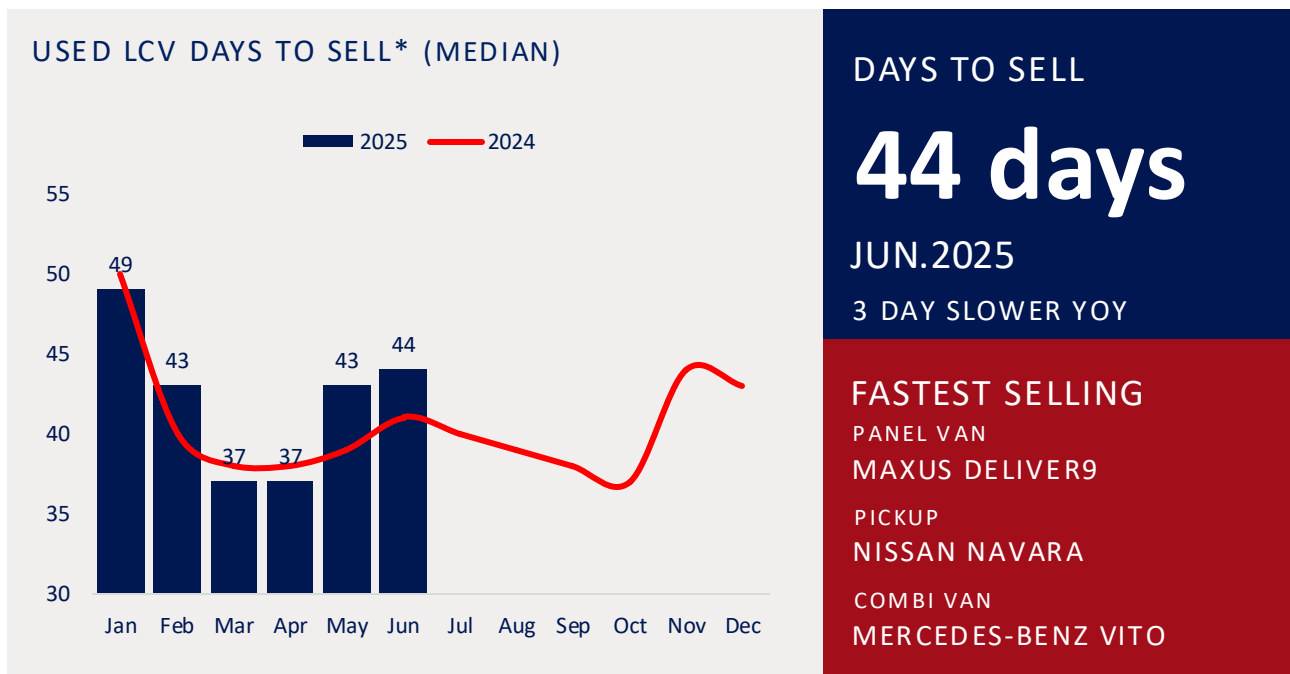
USED LCV MARKET HEALTH

Demand ended the first half of the year in a better place than when it first started, up 8% YoY in June, indicative of rising business confidence in May and June. Supply, though up 3% in June, saw a slight decline as a recent promotional campaign ended. Strong demand led to an overall positive market health (+5%). Demand was up for both Diesel (+5%) and Electric (+40%) in June. Most age groups saw a positive market health with the exception of up to 1-year olds (-18%), 5 to 10 years olds were up 11% and 10 to 15 up 4%.



USED LCV SPEED OF SALE

Speed of sale slowed in June, selling on average in 44 days, 3 days slower YoY and 1 days slower MoM. The slowdown in stock turn is not unfamiliar for this time of year and follows a similar trend seen in 2024 and 2023. Pickups (40 days) remain the fastest selling body type ahead of MPVS and Panel vans (43 days). 10- to 15-year-old LCVs sold fastest in June.



USED LCV RETAIL PRICE GROWTH

Like-for-like used LCV prices were down 5.5% year-on-year in June. However, monthly movements throughout the first half of the year have consistently outperformed the same period in 2024, indicating improving market stability. While this is a positive sign, pricing trends still lag behind those seen in 2023, highlighting that there is still some way to go before fully regaining that level. We see less negative pricing where Market health is strong, with 10-to-15-year old's growing 1.7% YoY and 15 years + growing 7.8%. Up to 1-year olds were back (-3.7%). Electric LCVs (-11.45) fell behind Diesel (-5.3%) in June, after 2 consecutive months of improvement in April (-10.6%) and May (-9.1%).

AVERAGE PRICE (JUNE 2025)

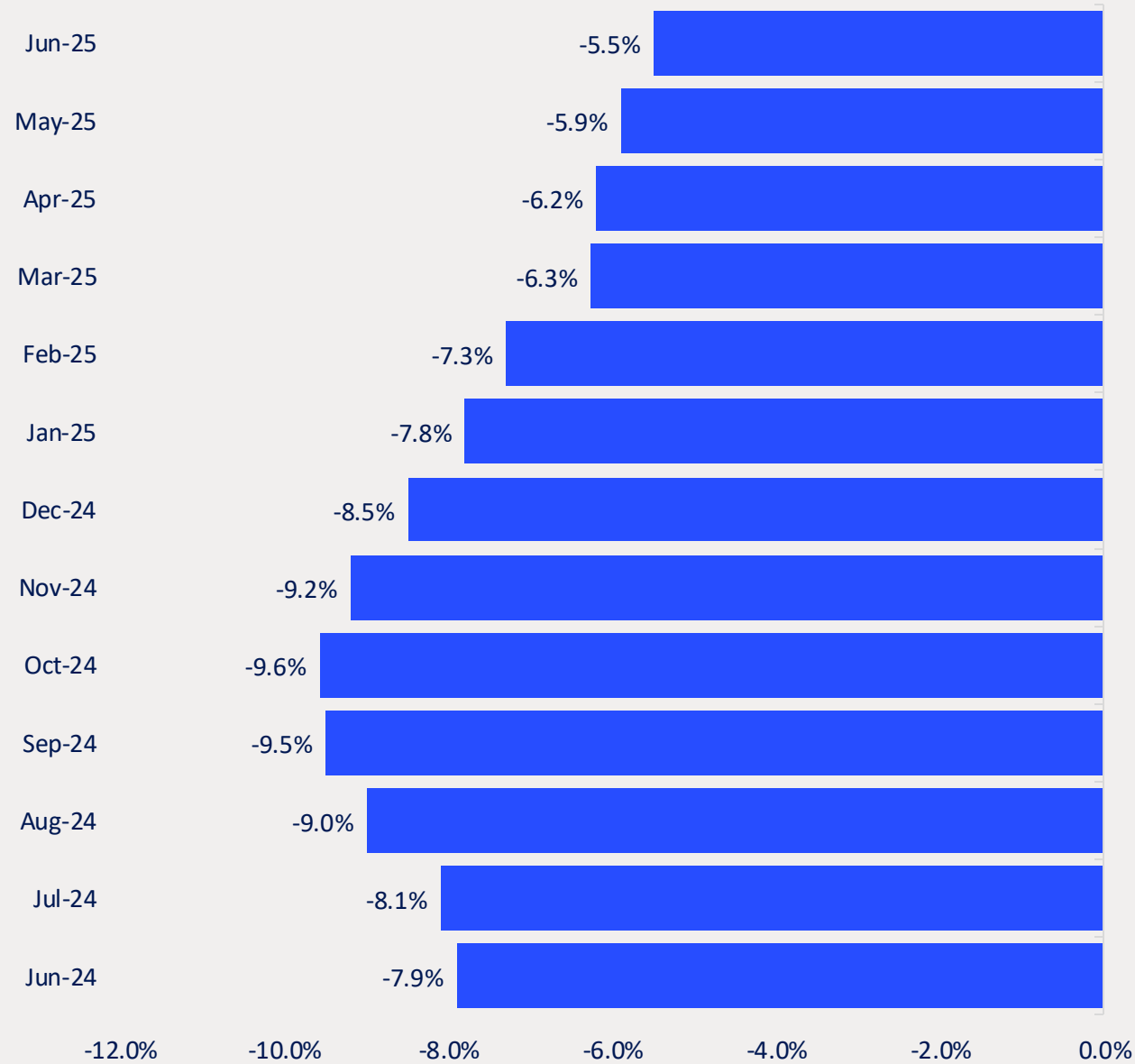
£21,091

PRICE CHANGE (YEAR-ON-YEAR)

-5.5%

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)

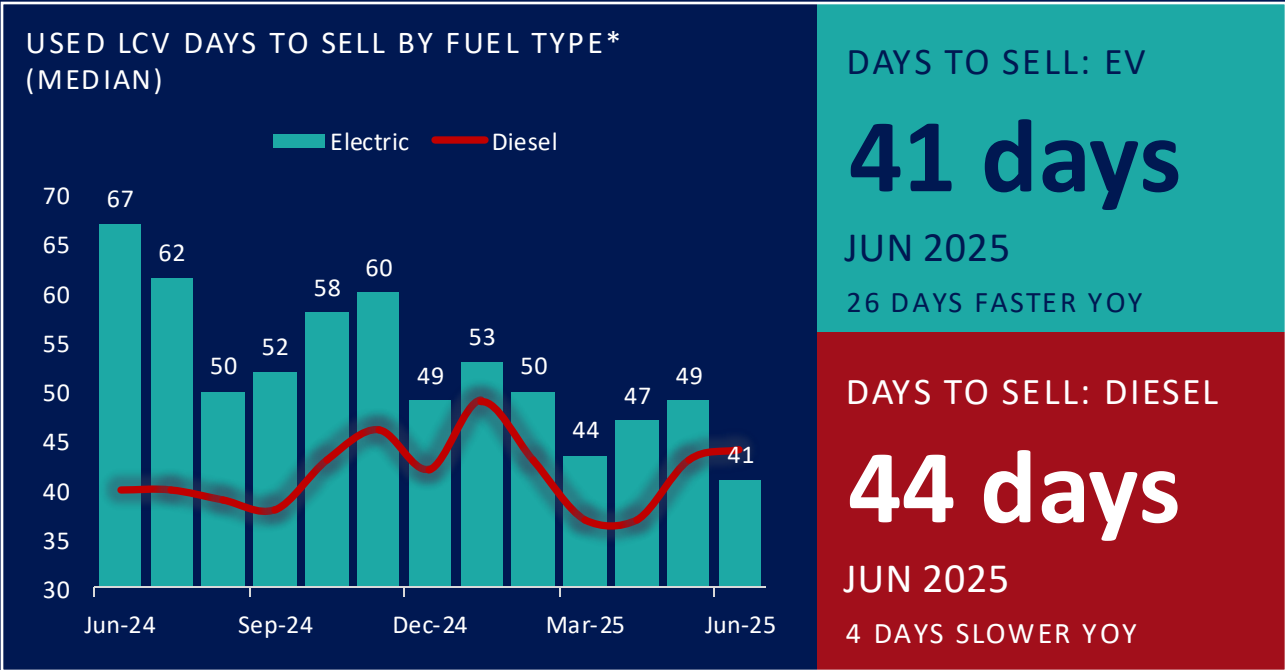
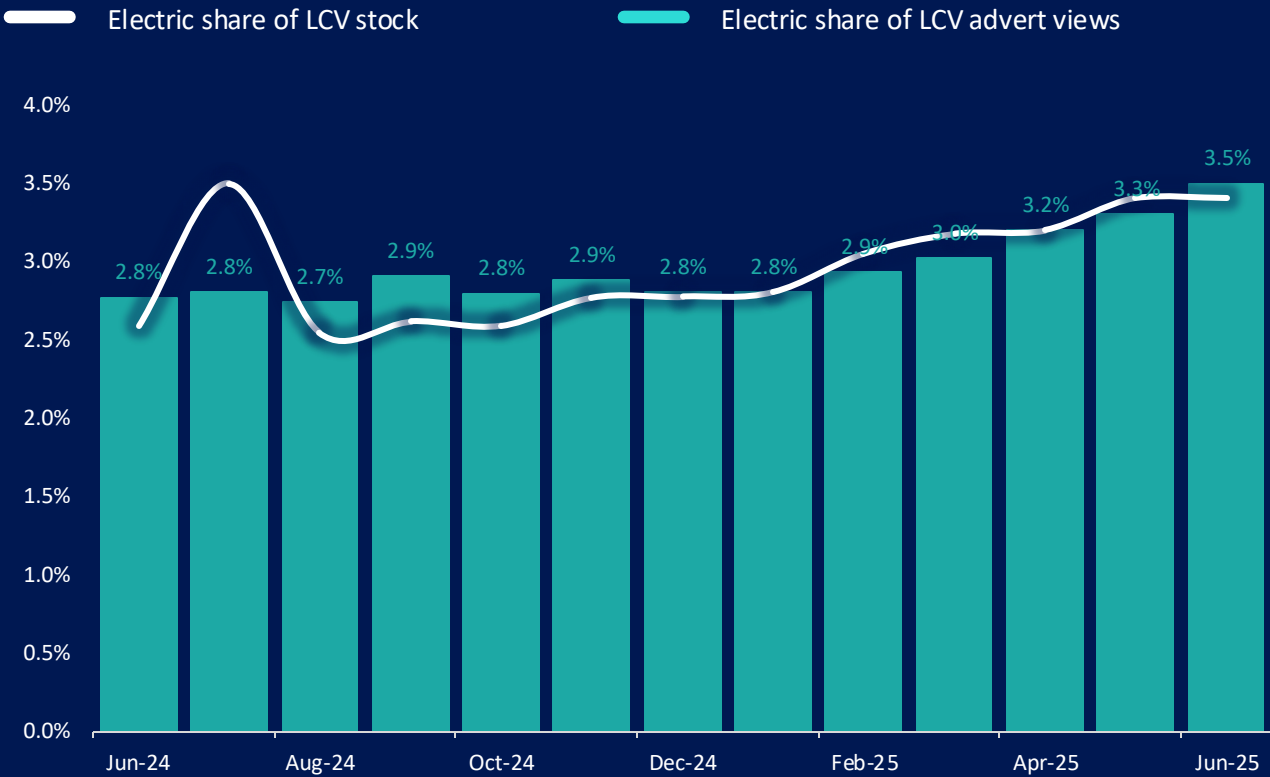
Charts show Market Health (blue bar), Demand (red) and Supply (white), with pricing movements. Panel vans as an example shows market health at 0%, as supply (+3%) is outpacing demand (+12%).



USED ELECTRIC LCVs

Advert view share saw its 5th month of growth in June since the start of the year, trending in line with a higher share of electric adverts on site. Now the highest share of advert views seen for used electric LCVs on Autotrader. Stock share is also growing positively but not to the high we saw in July last year (3.5%). As choice of available stock increases, engagement and consumer interest will grow as there is more to research and influence their buying habits. Used electric vans sold 3 days faster than diesel in June, making it the first time since March 2022 that the fuel type has sold faster than its ICE alternative. Correlating with the increased demand for EV.

ELECTRIC SHARE OF THE USED LCV MARKET ON AUTOTRADER



*Data based on vans removed from Autotrader