

Light Commercial Vehicle Monthly Market Intelligence

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



MARCH 2025

 AutoTrader

Plate change month engages new van activity after a soft start to 2025, used van demand continues to rise

NEW LCV REGISTRATIONS

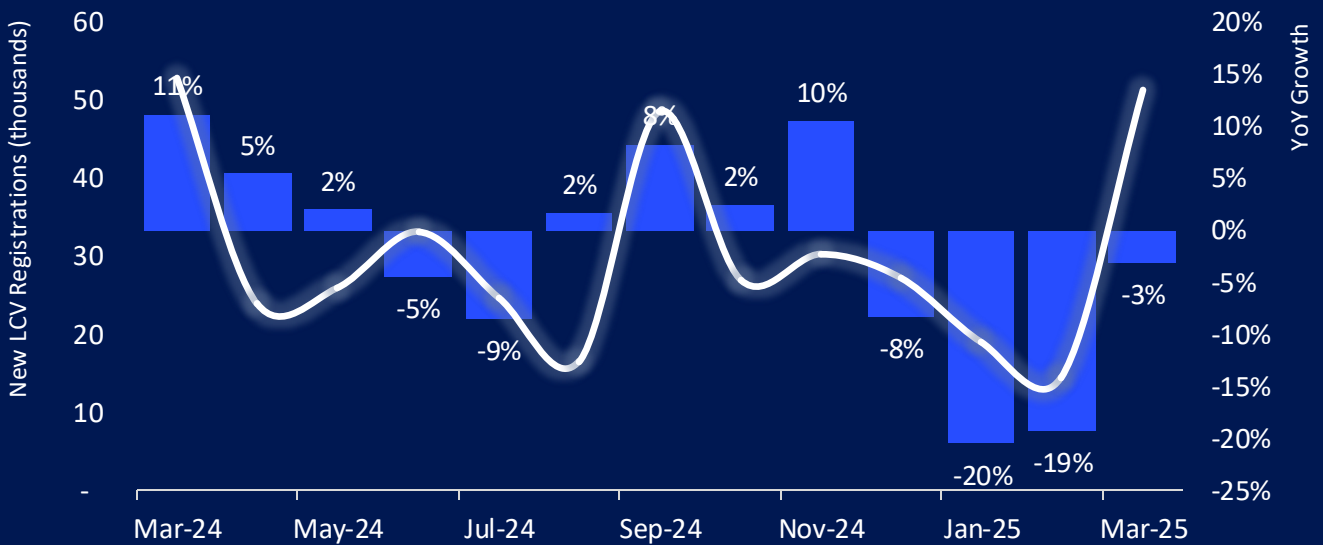
New LCV sales grew in March as the plate change month attracted buyers, but not to the highs of March 24, falling short by 1,695 units. Whilst sales have fallen on a YoY basis for four consecutive months, the 3% decline was against a strong performance last year. UK deliveries of pickups were particularly strong, sales rising 41% YoY as business invested in them ahead of tax changes to double cabs. Sales of new electric vans were more positive in March, rising 31% YoY, but still some way behind the 16% ZEV target this year.

51,221

NEW LCV REGISTRATIONS (SMMT)

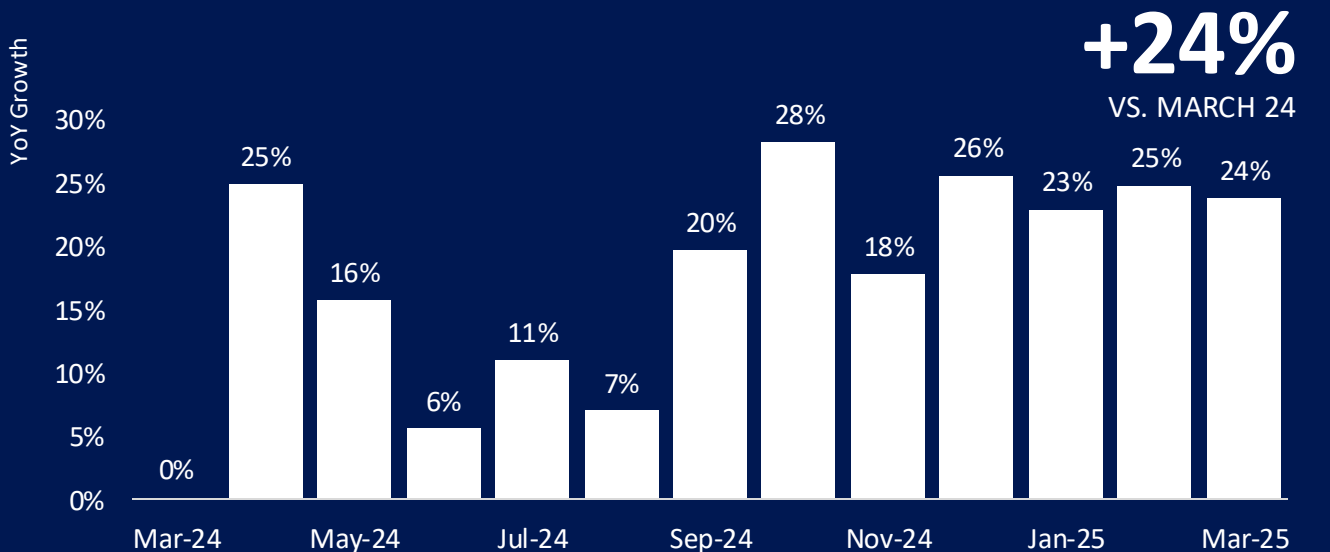
-3%

VS. MARCH 24



USED LCV SALES (YEAR-ON-YEAR)*

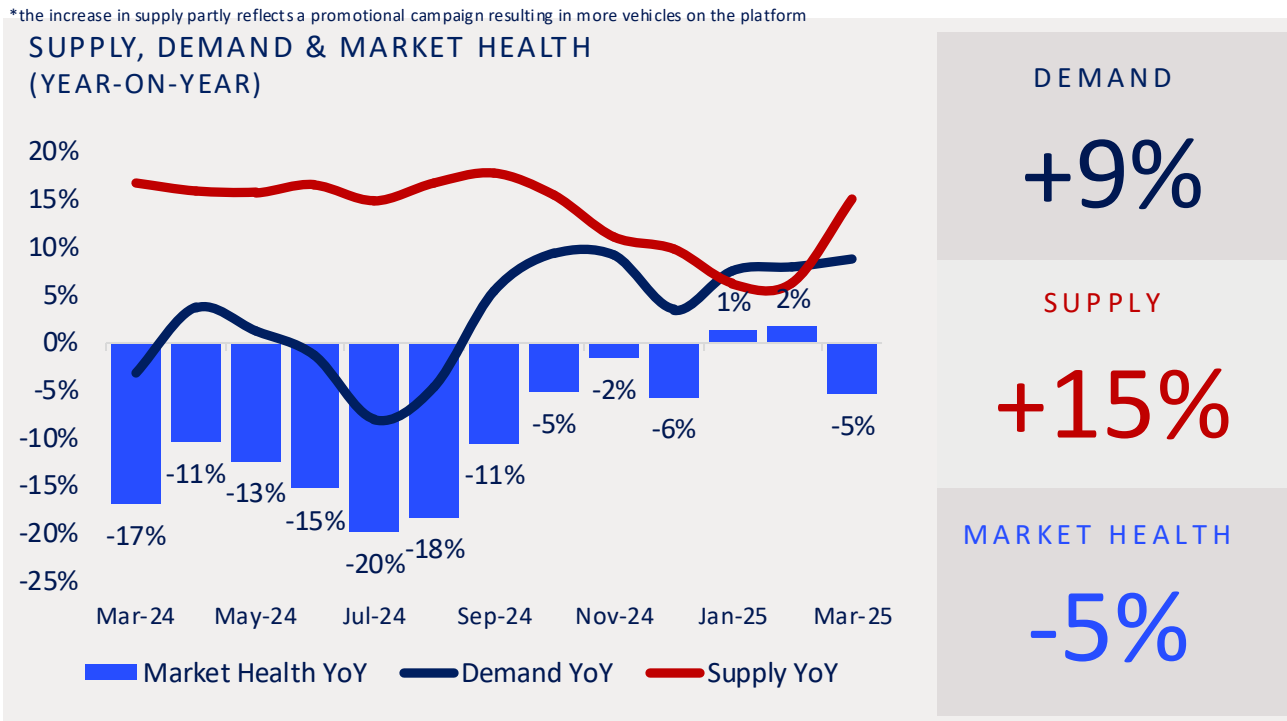
Sales of used LCVs grew 24% year-on-year based on the stock removed from Auto Trader in March, marking a year of consecutive growth. The uplift was driven by both independent and franchise retailers, who saw a 25% & 21% rise respectively in used LCV sales. Used electric LCVs also saw encouraging growth, with 73% more sales compared to March last year.



*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. Includes electric vans weighing up to 4.25t.

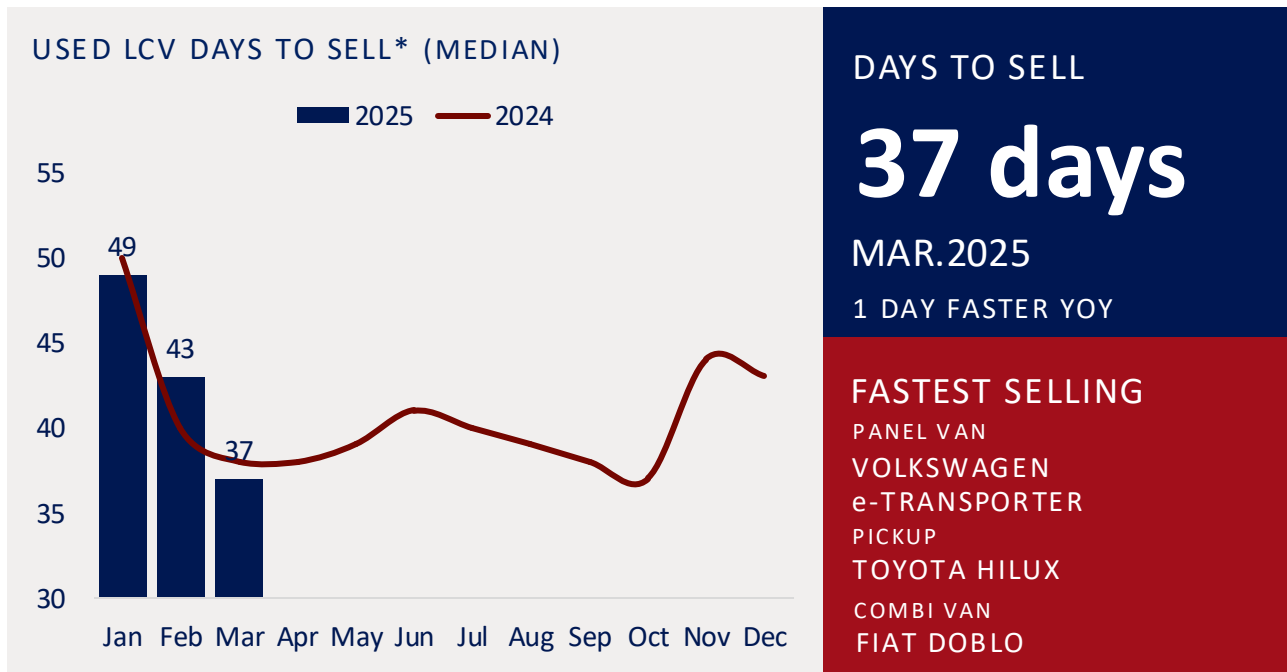
USED LCV MARKET HEALTH

Despite additional cost pressures on businesses, demand for used LCVs was up again in March (+9%) as activity continues to rise. This was supported with 70% of buyers saying that they're still looking to purchase in the second quarter of the year**. Supply of used vans was 15% higher than last year, driven by ex fleet renewals and a promotional campaign resulting in more vehicles on the platform, which pulled down market health.



USED LCV SPEED OF SALE

In March, used LCVs sold in 37 days on average**– 1 day faster than last year and 6 days quicker than in February. The year-on-year improvement marks a positive change from previous months, despite supply on the platform outpacing demand. Pickups (28 days) continue to be the fastest selling body type with panel vans taking just 11 days more in second place.



**Auto Trader on-site survey: March 2025 n=991

USED LCV RETAIL PRICE GROWTH

Like-for-like used LCV prices were 6.3% behind levels seen last March but continued the positive trend of an improving growth rate since October. As seen in February, older aged vans showed stronger pricing compared with last year as 10 – 15-year-old vans were up 0.3% YoY and 15+ year old LCVs grew 1.5% YoY, highlighting the need to price on a vehicle-by-vehicle basis. The 3- to 5-year-old category fared the worst, dropping 10.2% as demand declined (-2%) in March. On a month-on-month basis, prices fell -0.7%, slightly behind what retailers would usually see in the month of March. Electric vans took a turn for the worse dropping 11.2% following a promising February where prices had risen for the third consecutive month.

AVERAGE PRICE (MARCH 2025)

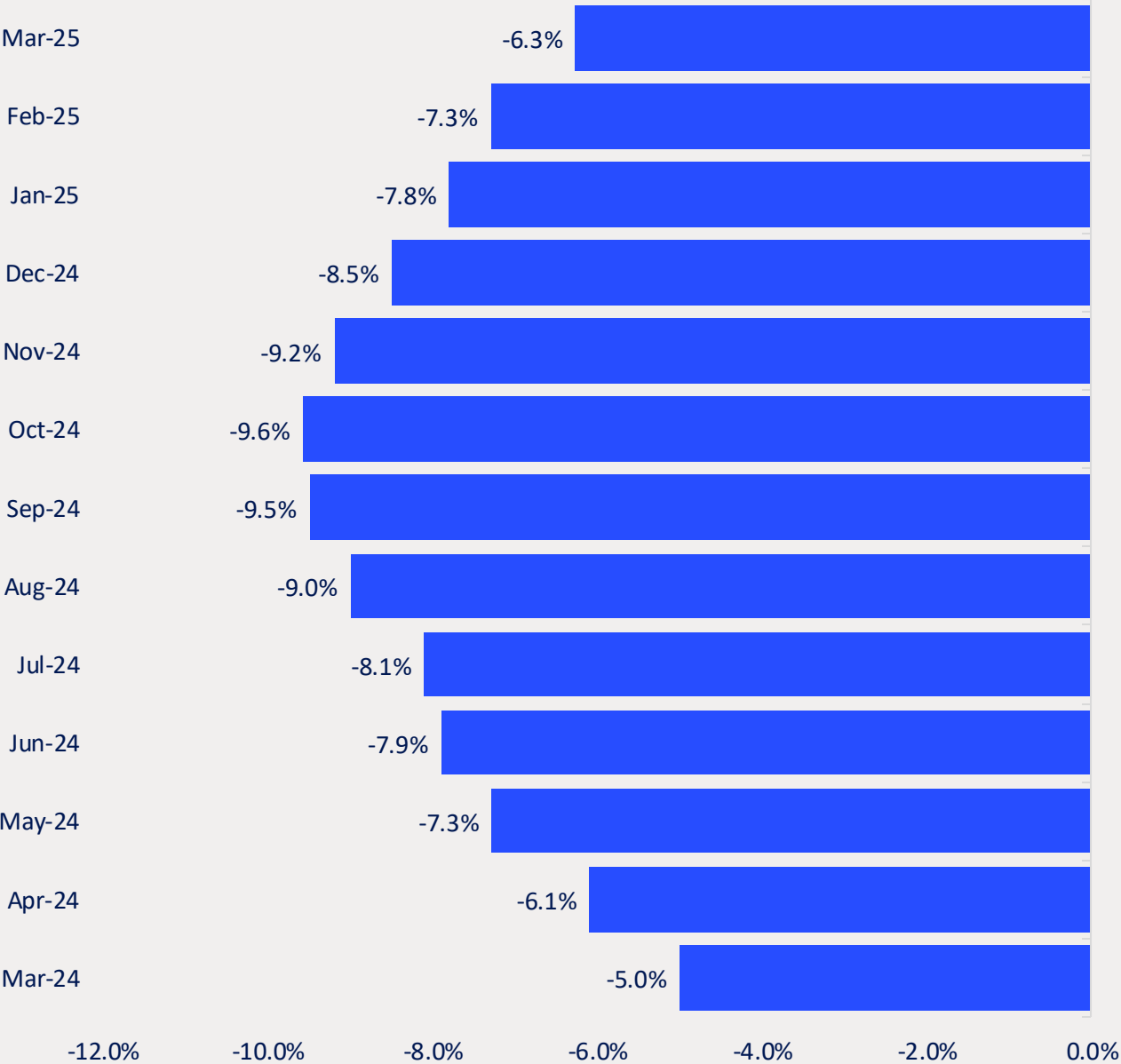
£20,726

PRICE CHANGE (YEAR-ON-YEAR)

-6.3%

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 -7%, as supply (+23%) is outpacing demand (+14%).

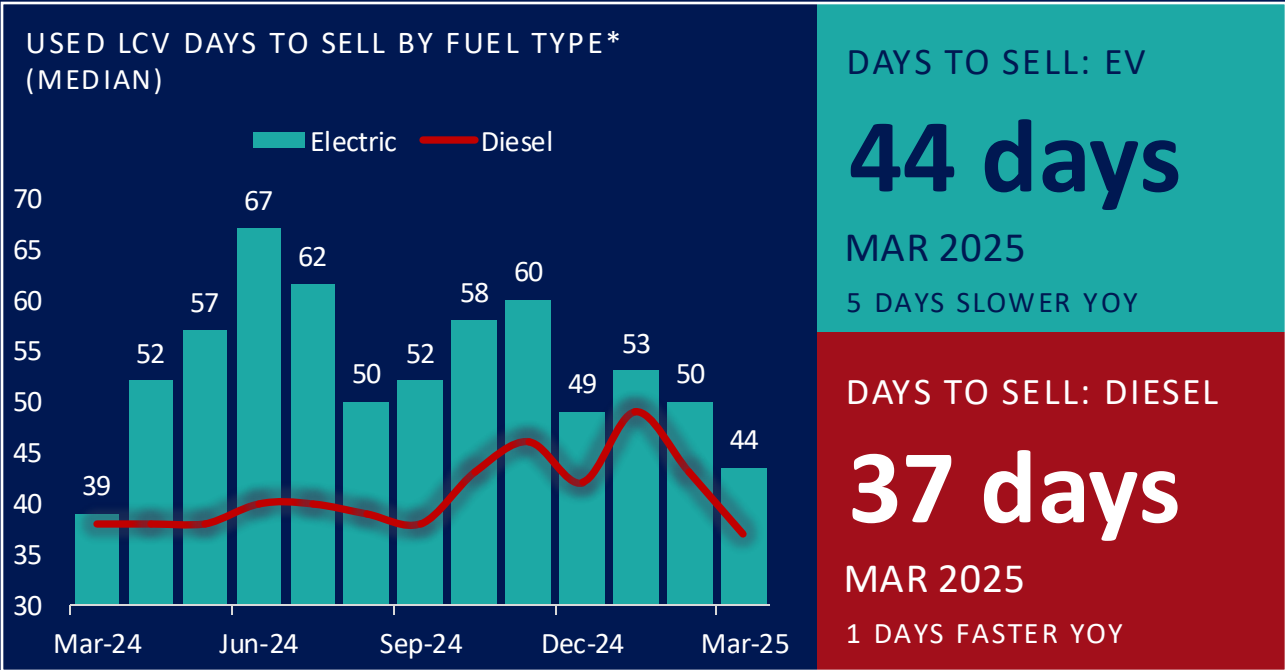
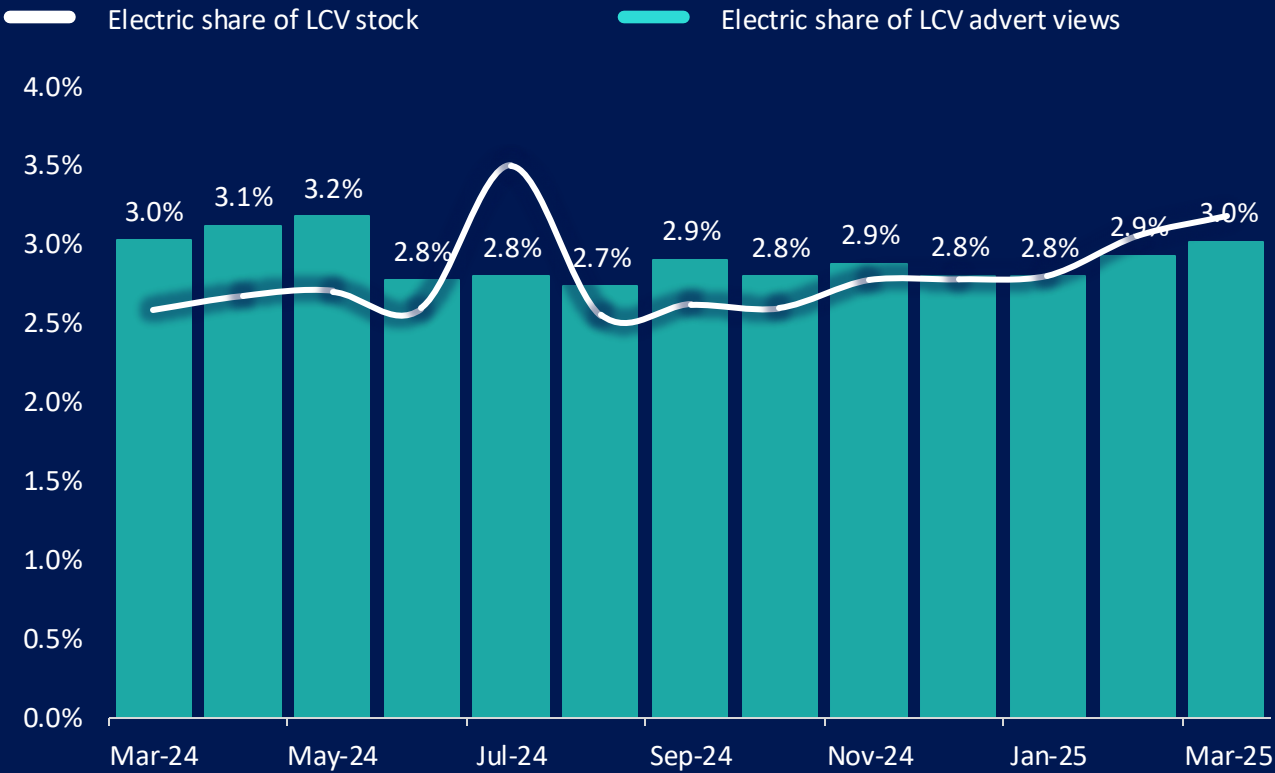


USED ELECTRIC LCVs

The share of used electric advert views increased again in March to 3% in line with a higher proportion of stock on site. This is the highest share of advert views seen on electric LCVs since May last year, highlight the importance of availability of stock and choice as key component of the van buying decisions.

Used electric vans sold 6 days faster in March than the month prior however still sold slower than Diesel. Price parity in the used electric van market still hasn't translated to strong demand due to challenges with charging and public infrastructure.

ELECTRIC SHARE OF THE USED LCV MARKET ON AUTO TRADER



*Data based on vans removed from Auto Trader