

November 2017

Welcome to the latest edition of the Motors.co.uk Market View

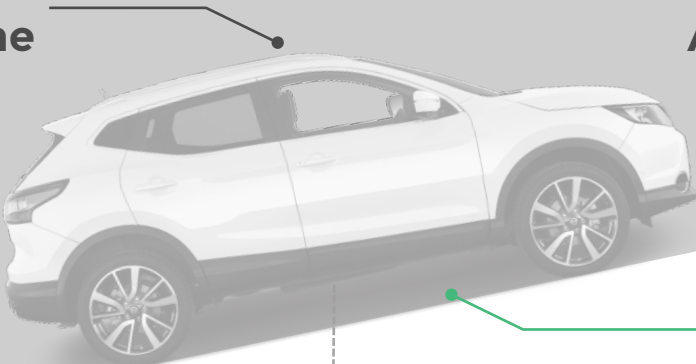
Every month we analyze the consumer response to over 500,000 used vehicles on Motors.co.uk and its Network, identifying key trends by vehicle segment and dealership type

Headlines

Stock volume
per dealer

60

+5% vs. Sept 17
+5% vs. Oct 16



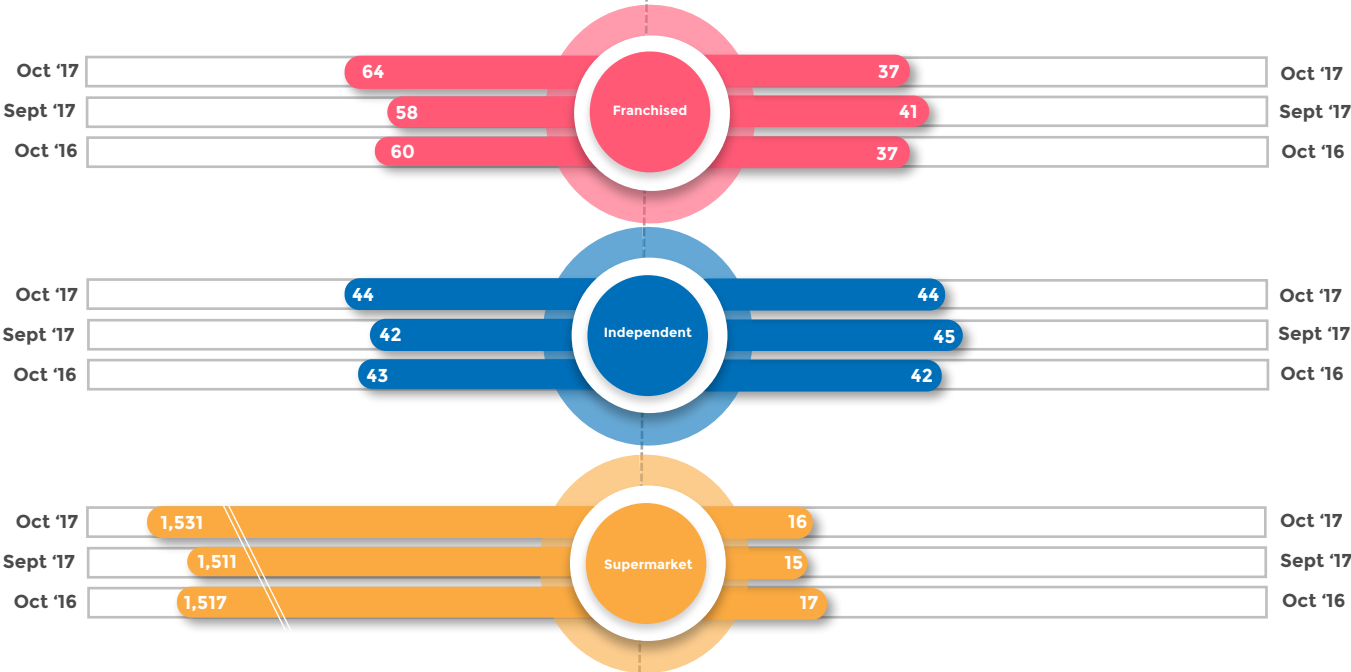
Average days
in stock

36

-2% vs. Sept 17
-2% vs. Oct 16

Stock volume by
dealership type

Average days in stock
by dealer type

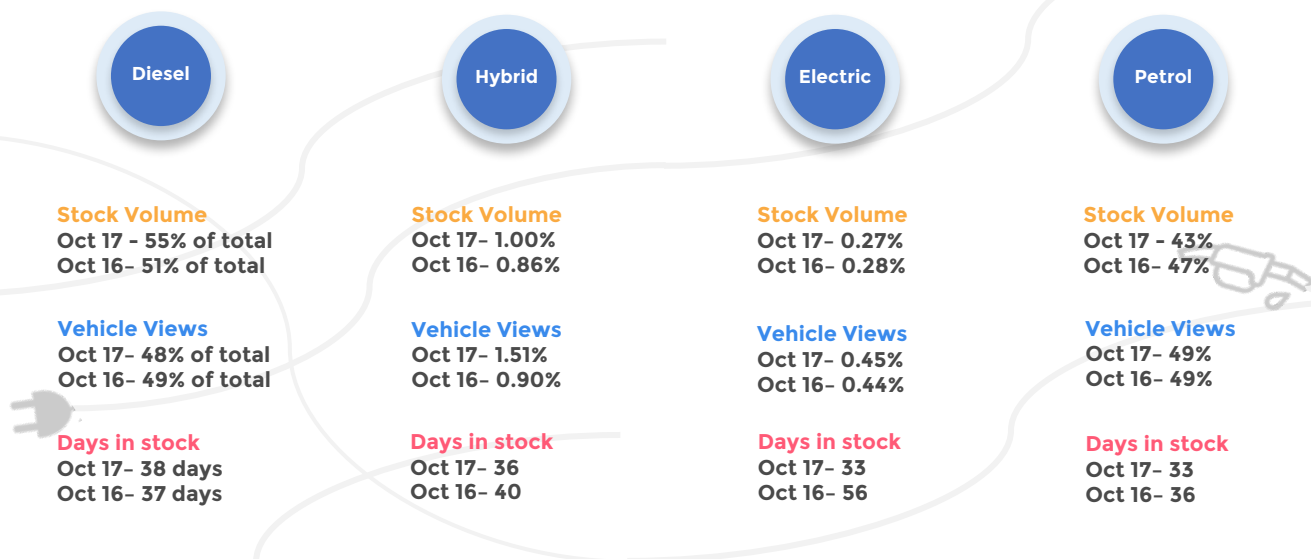


Franchise dealer stock levels up +10% MoM driven by part-exchange volume from the September plate change

Average days in stock down -10% MoM for franchised dealers, highlighting the growing importance of used cars to franchised dealers

Supply vs. Demand by Fuel Type

- Volume for petrol vehicles has dropped by to 43% with petrol vehicles also selling 9% quicker than October last year
- Diesel volume has increased YOY and on average taking 1 day longer to sell



Average days in stock by vehicle segment

- Generally smaller vehicles are taking less time to to sell than last year, speed to sale for larger vehicles is static or down marginally YOY

Make/Model	Oct '17	Oct '16
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4x4	36	34
Convertible	41	41
Coupe	40	44
Estate	39	38
Large	42	40
Lower Medium	33	32
Medium	34	36
MPV	38	37
Prestige	36	39
Small	35	37
Supermini	34	38

TOP 10

Selling Makes/Models
(based on days in stock)

Make/Model	Oct '17	Oct '16
Fiat 500X	22	46
Mazda CX-3	23	42
Mazda CX-5	23	33
Nissan Qashqai +2	24	30
Peugeot 206	25	40
Hyundai i10	26	33
Audi Q2	26	0
Renault Capture	27	33
Mazda 3	28	27
Land Rover Discovery Sport	29	27