



Welcome to the eBay Motors Group Market View. Every month we analyse the consumer response to more than 700,000 used vehicles across the eBay Motors Group, identifying key trends by vehicle segment, fuel type and dealership.

At a glance

- Stock levels in Jan 20 across all dealer forecourts down 12% year-on-year (YOY)
- Fall driven by car supermarkets stocking 42 fewer cars YOY and franchised dealers reducing their stock by 8 vehicles. While independent dealers increased their stock by 1 to 45 units
- Days in stock averaged 44, the same as Jan 19
- Car supermarkets reduced their average days in stock from 45 to 41, independents were up one to 45 and franchised dealers saw no change at 44
- £20k - £40k vehicles took four days longer to sell at 48, while those priced £15k - £20k sold a day faster at 46

Stock volume per dealership

58.2

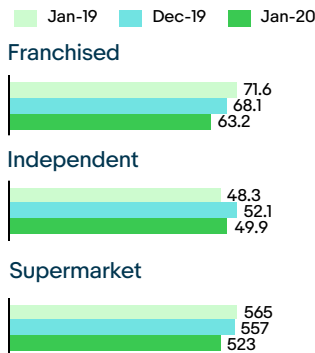
Jan 19 - 65.8
Dec 19 - 62.5

Average days in stock

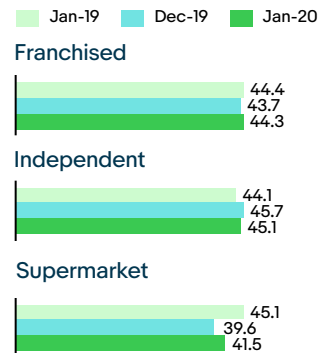
44.3

Jan 19 - 44.4
Dec 19 - 44.8

Stock volume by dealer type



Average days in stock by dealer type



Average days in stock by price segment



Stock volume, vehicle views and average days in stock by fuel type

	Jan 19	Jan 20
Diesel		
Stock volume	46.5%	45.4%
Vehicle views	45.0%	45.1%
Days in stock	43.6	43.9
Petrol		
Stock volume	51.2%	51.5%
Vehicle views	52.5%	52.0%
Days in stock	45.1	44.6
Hybrid		
Stock volume	1.1%	1.6%
Vehicle views	1.3%	1.6%
Days in stock	46.0	48.6
Electric		
Stock volume	0.2%	0.3%
Vehicle views	0.5%	0.6%
Days in stock	53.1	49.1

Top 10 fastest selling makes and models

(Jan 20 - minimum 100 vehicles)

Make	Model	Average days in stock
Vauxhall	Antara	33.7
Citroen	DS3	34.0
Ford	Grand C-Max	35.2
Volkswagen	Polo	35.2
Audi	A1	35.7
Dacia	Logan	36.0
Fiat	Punto	36.3
MINI	One	36.6
Land Rover	Range Rover Velar	36.7
BMW	1 Series	37.2



At a glance

- Despite the continued decline of the market for new diesels (registrations fell 36% in January) demand for used models remained stable and in line with last year
- Diesel was also the fastest selling of all fuel types averaging 44 days in stock
- The Vauxhall Antara was the fastest selling used car averaging 33.6 days in stock
- Lower Medium, Medium and Supermini were the fastest selling sectors averaging 43 days in stock
- London was the fastest selling region averaging 34 days in stock (six days faster than Jan 19)

Average days in stock by sector

Sector	Jan 19	Jan 20	YOY rank change
4x4	44	44	0 ●
Convertible	45	51	+6 ●
Coupe	42	46	+4 ●
Estate	44	46	+2 ●
Large	51	54	+3 ●
Lower Medium	45	43	-2 ●
Medium	45	43	-2 ●
MPV	44	45	+1 ●
Prestige	47	46	-1 ●
Small	48	45	-3 ●
Supermini	48	43	-5 ●
Upper Medium	46	44	-2 ●

Average days in stock by region

Region	Jan 19	Jan 20	YOY rank change
East Anglia	46	49	+3 ●
London	40	34	-6 ●
Midlands	46	46	0 ●
North East England	46	46	0 ●
North West England	43	44	+1 ●
Northern Ireland	47	48	+1 ●
Scotland	39	36	-3 ●
South Central England	44	45	+1 ●
South East England	44	47	+3 ●
South West England	46	47	+1 ●
Wales	47	50	+3 ●

For more information please contact your account manager or email support@ebaymotorsgroup.co.uk

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