



May 2025 | Edition 63

Electrification of the used car market is a marathon not a sprint



Market share of used cars under two years old accounts for around one third of all vehicles sold, showing slight growth trends.

In Denmark, France, Sweden and Portugal, used cars under two years old are losing market share.

Supply of very young used cars remains constant at over 40%.

Sales growth is mainly driven by petrol and mild hybrids.

BEVs and PHEVs achieve stable unit sales in the mid-age segment.

Proportionately fewer very young used LCVs are being sold.

Marketability of used passenger cars up to 4 years old remains stable across all fuel types.

Full hybrids only lost their top spot in MDS values to petrol cars in the youngest age segment.

BEVs continue to lag behind in terms of marketability in most countries.

Türkiye, on the other hand, stands out positively, but mainly due to a good turnover rate caused by high inflation.

Fully electric LCVs under 4 years old remain a problem with an average MDS of 155.

Diesel vans have improved their marketability in the middle age segment of 3-4 years by almost 14 points since the beginning of the year.

Average price indices for most fuel types have hardly changed.

Pure electric vehicles have lost 2.8 index points since January, but the trend is slowing.

In smaller markets with high electrification rates, such as Denmark, Belgium and the Netherlands, PHEVs have even seen positive price trends over several months.

In all other countries, petrol prices have stagnated over the past few months or improved, despite high volumes.

Our Market Watch report is changing

We are committed to providing the European used market with live used car data on sales, stock, and pricing to keep you abreast of the fast-moving environment.

We will continue to publish our comprehensive used market analysis and country commentary for Q1, Q2, Q3 and Q4 in January, April, July and October.

Meanwhile, Lite versions of the report will be published for the remaining eight months of the year which will include an overall European summary and country graphs and tables.

We hope you continue to enjoy our report.

Country	Latest used car price percentage point movement versus Jan 2023
Turkey	83.5pp
Poland	-6.1pp
Spain	-8.4pp
Sweden	-10.1pp
Portugal	-12.5pp
The Netherlands	-10.7pp
Italy	-12.6pp
Belgium	-10.4pp
France	-12.2pp
Austria	-11.7pp
Germany	-10.4pp
United Kingdom	-15.4pp
Denmark	-19.2pp
Average	-4.4pp
EU Region	-11.7pp

Rising new car production generates more younger used car volumes

The trend towards younger used cars under two years old continued in Europe in April. Over several months, these vehicles have accounted for around one third of all used car sales and are showing a slight upward trend. However, individual markets are performing very differently. Denmark, France, Sweden and Portugal, for example, have seen a decline in sales of used vehicles less than two years old since the end of last year in favour of used vehicles over five years old, while in Germany the curve for very young used vehicles is pointing steeply upwards.

The share of this age group in the inventory also remains constant at over 40% on average in Europe, which is a sign that a steady stream of new vehicles is flowing in from the corresponding new registration

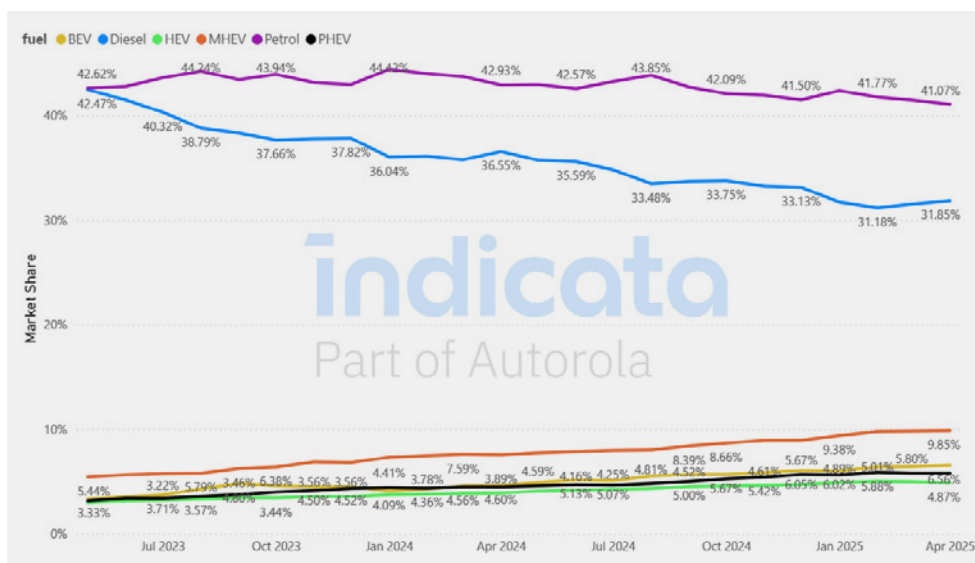
channels, which have grown again, and is creating an oversupply. Production has long since resumed, and new vehicles are being sent into rental companies and commercial registrations, before being released onto the national used car market or for export after a short holding period.

The increases are driven by petrol and mild hybrids, while BEVs and PHEVs are stable in the 3- to 4-year age segment and have ensured growth throughout the last year. However, April showed the first signs of a turnaround and indicated a new boost in sales of younger electric vehicles. In contrast, the proportion of very young used light commercial vehicles is declining, while the age group over 5 years has grown from 45% to 48% most recently.

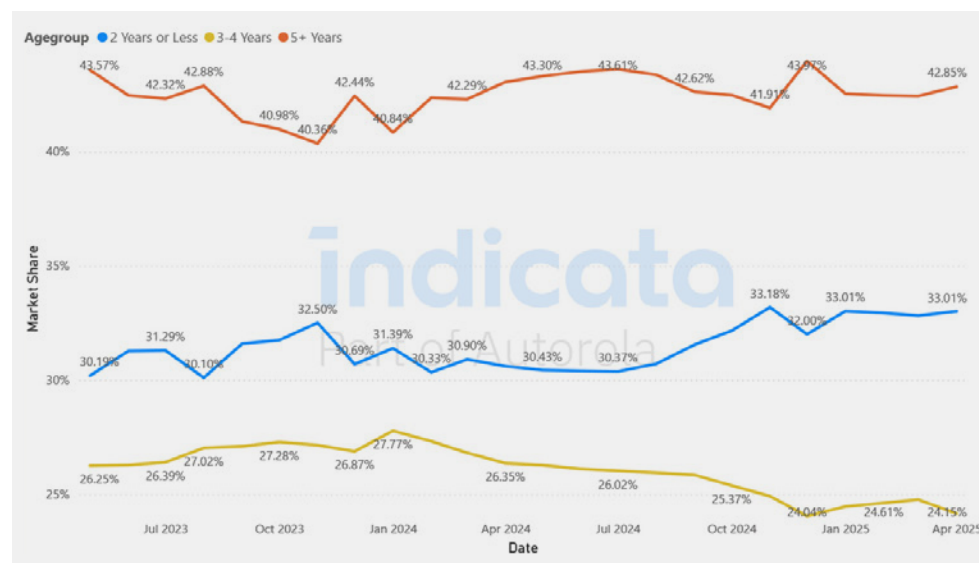
The youngest age group, on the other hand, currently accounts for only around 27% of sales, with 3-4-year-old vans accounting for just under 25%. Unlike passenger cars, the picture here is consistent across Europe, with sales either stable or declining everywhere.

However, more than two-thirds of the relatively low volume of fully electric LCVs comes from the under-two-year-old group, because the share of this group in the supply has now grown to 11%. They account for less than 7% of sales and less than 3% across all ages, so the imbalance is causing strong sales and price pressure.

Sales Market Share by Month and Fuel Type - European Market



Sales Market Share by Month and Age Group - European Market



Full hybrids on par with petrol vehicles

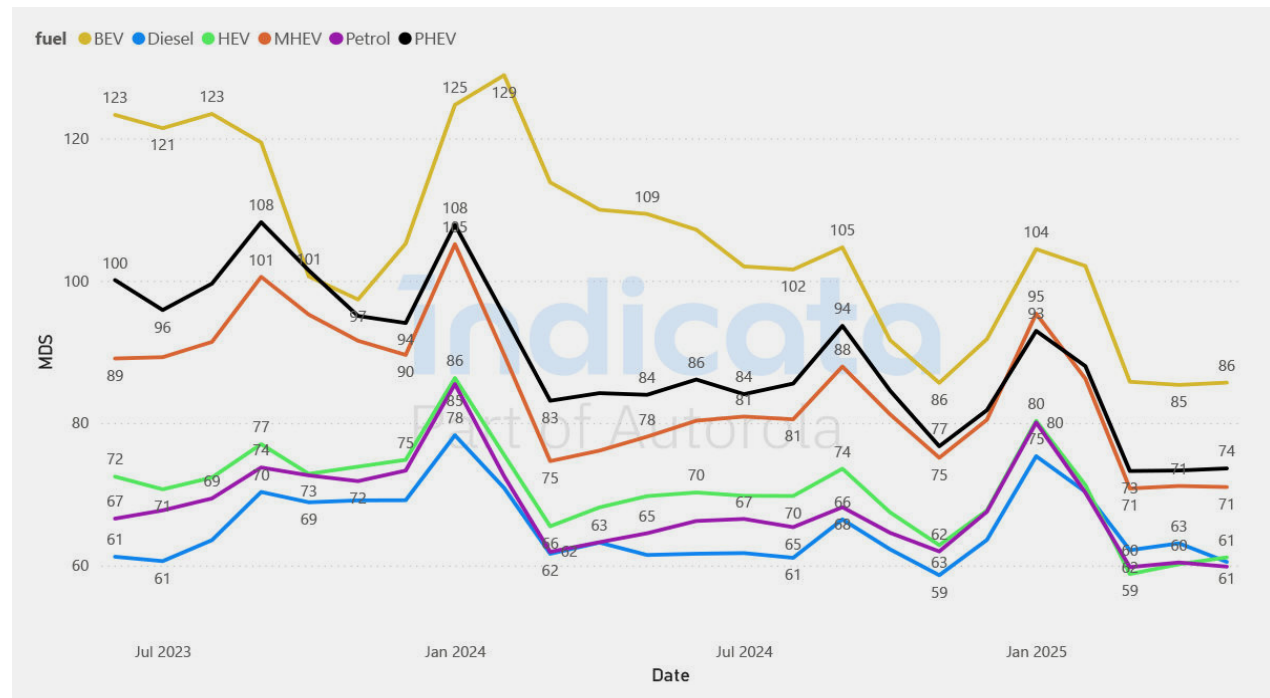
Following the usual seasonal sales and reduction in the accumulated used car inventory in the first quarter, used cars up to four years old across all fuel types have performed steadily in the second quarter. This means the supply/demand ratio has hardly changed. Only full hybrids are performing worse, but they are still on a par with petrol cars and thus share first place in terms of marketability.

In the segment for cars over five years old, however, the figures continue to improve in the second quarter thanks to increased sales. Apart from the youngest age cluster, the rankings remain unchanged thanks to their stable development. Full hybrids only had to relinquish first place to petrol vehicles in the youngest segment but remain number one in the other two clusters.

Despite recent improvements, Germany remains the only clear outlier for HEVs at country level. The ratio of sales share to stock share is not unfavourable. Full hybrids simply take longer to find a customer in Germany. BEVs continue to bring up the rear in most countries, often achieving average values of over 100. Only in Denmark and the UK is the sales rate high enough for very rapid sales, and with certain reservations, this also applies to Portugal and Sweden.

Türkiye also stands out positively, but mainly due to the special inflation situation, which is causing sales to skyrocket in all used car categories. However, good MDS values for BEVs are usually accompanied by sharp price declines, which significantly stimulate demand. Fully electric LCVs under four years old remain a problem, with an average value of 155 across all markets observed – even markets with a strong affinity for BEVs such as the Netherlands, Belgium and Denmark are no exception. In contrast, diesel vans, which dominate the market, have improved their marketability by almost 14 points since the beginning of the year to 65, particularly in the 3–4-year age segment.

MDS by Fuel Type - European Market



Top selling car models up to 4-years-old by volume

All powertrains	MDS	ICE	MDS	Hybrid	MDS	BEV	MDS
Volkswagen Golf	67.5	Volkswagen Golf	67.8	Toyota Yaris	53.2	Volkswagen ID.3	61.9
Volkswagen T-ROC	61.0	Volkswagen T-ROC	61.0	Toyota Corolla	52.6	Tesla Model 3	35.6
Peugeot 208	73.0	Peugeot 208	67.6	Toyota C-HR	58.9	Mini 3-door/5-door Hatch	53.1

Fastest selling car models up to 4-years-old by Market Days Supply

All powertrains	MDS	ICE	MDS	Hybrid	MDS	BEV	MDS
Mini Convertible	35.2	MG HS	33.6	Lynk & Co 01	40.9	Tesla Model 3	35.6
Tesla Model 3	35.6	Mini Convertible	35.1	Hyundai IONIQ	47.2	Mini Aceman	38.3
Mini Aceman	38.3	Mini 3-Door / 5-door Hatch	41.9	Toyota RAV 4	48.4	Polestar 2	39.0

Prices are rising again in some markets and market segments

The average price indices for most types of fuel remained virtually unchanged in April. Although a downward trend can be observed, the loss of no more than 0.5 percentage points since the beginning of the year indicates relative stability overall. Only BEVs are still losing significant ground in terms of price. BEVs have lost 2.8 percentage points since January, but the decline is slowing and has averaged only 0.2 points since last month.

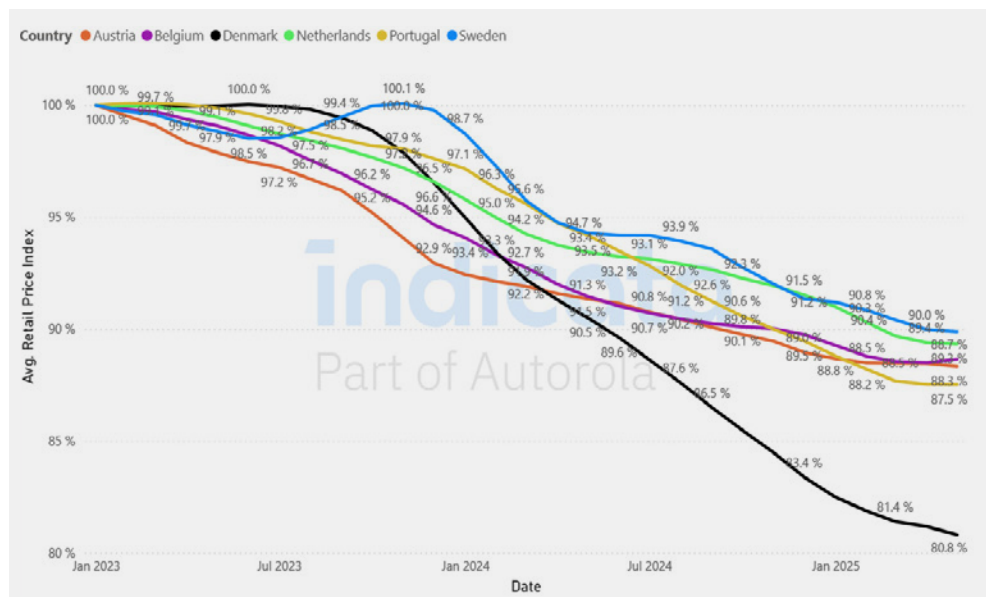
Large markets such as France and Spain have contributed to this with only slight price declines, and there are even signs of stabilisation in Germany and

Italy, while the UK is showing a slight downward trend after a prolonged period of stability. Prices for plug-in hybrids are developing very differently from country to country. In smaller markets with strong electrification such as Denmark, Belgium and the Netherlands, upward trends have been recorded over several months, while in Spain, PHEVs have lost 2.4 index points since the beginning of the year, with last month contributing a further 0.5 points. The behaviour of used petrol car dealers in different countries is similarly diverse. Of course, in terms of volume, this is on a completely different scale to electric vehicles; after all,

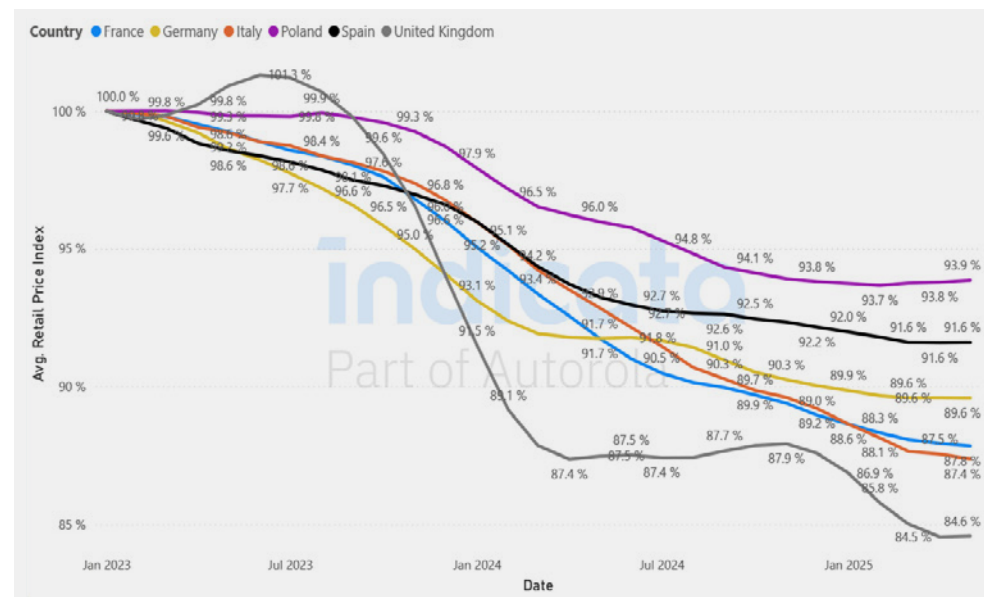
pure petrol cars still account for over 38% of the market and are the most common type of used vehicle on the European market.

Only in Germany, Portugal and Sweden has this fuel type seen a trend towards greater depreciation at present. However, Sweden is in a special position because, compared to January 2023, even higher relative price indices were measured for combustion engines, providing more room for downward movement. In all other countries, petrol prices have stagnated on average over the past few months or improved despite large numbers.

Retail Price (weighted. avg.) Index 100 = Jan - AT,BE,DK,NE,PT,SE

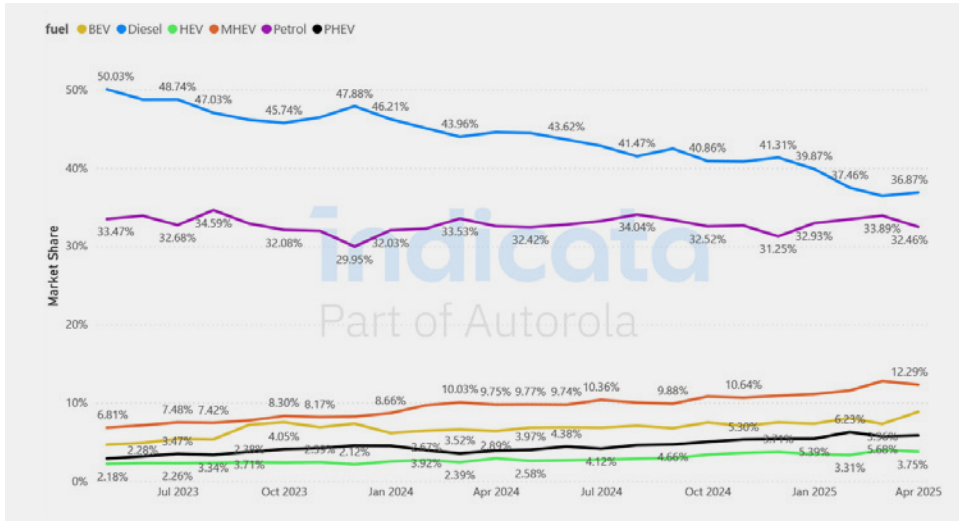


Retail Price (weighted. avg.) Index 100 = Jan - FR,DE,IT,PL,ES,GB

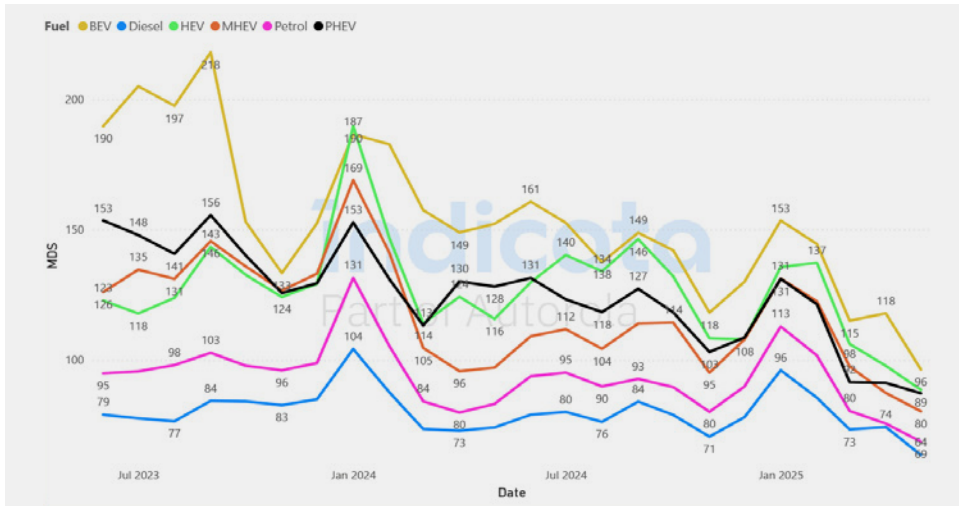


Please note that Indicata is currently in the process of enhancing the Marketwatch Retail Price Index. As a result, there may be variations compared to the versions available in previous months. We appreciate your understanding as we strive to deliver a better experience.

Sales Market Share by Month and Fuel Type - Austria



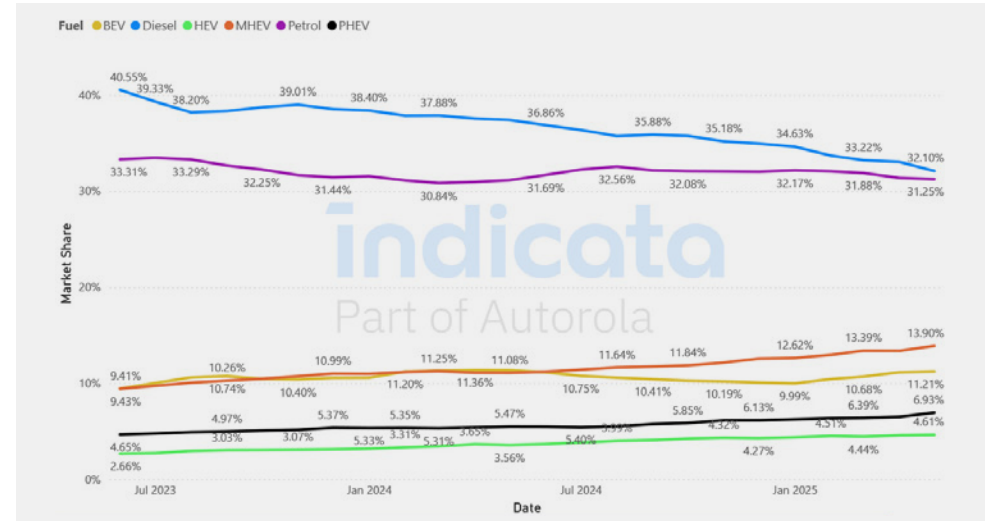
MDS by Fuel Type - Austria



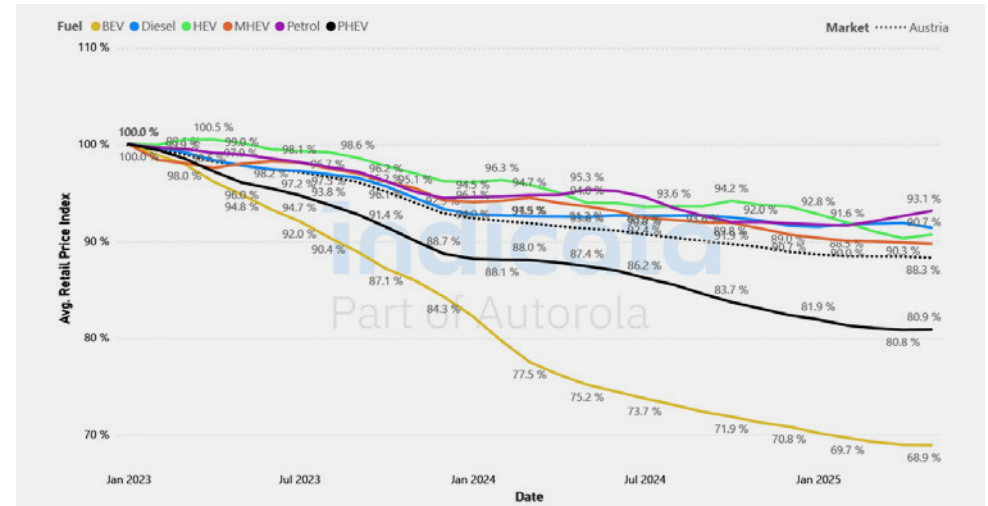
Top selling < 4-years-old by volume

Make	Model	MDS
Škoda	Octavia	57.3
Volkswagen	Golf	63.7
Volkswagen	Passat	47.3

Stock Market Share by Month and Fuel Type - Austria



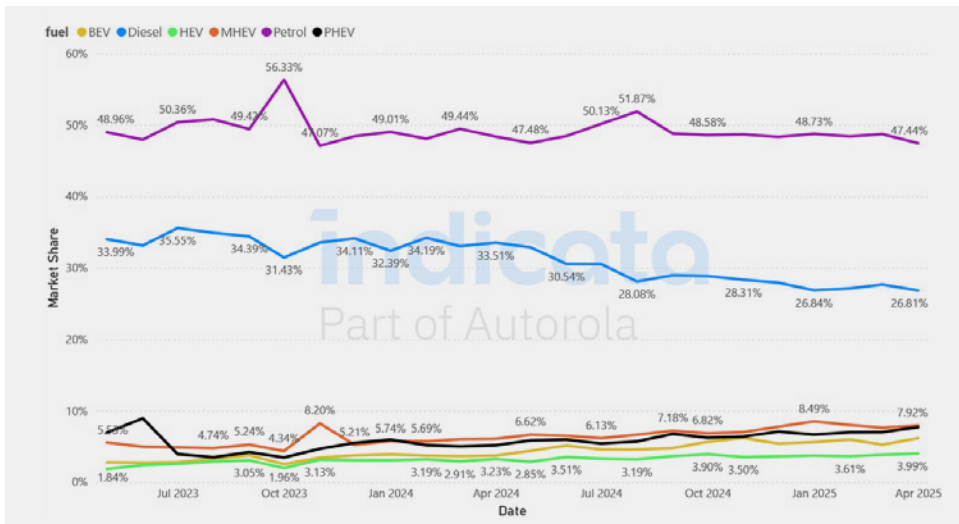
Retail Price (Weighted Avg.) Index 100 = Jan - Austria



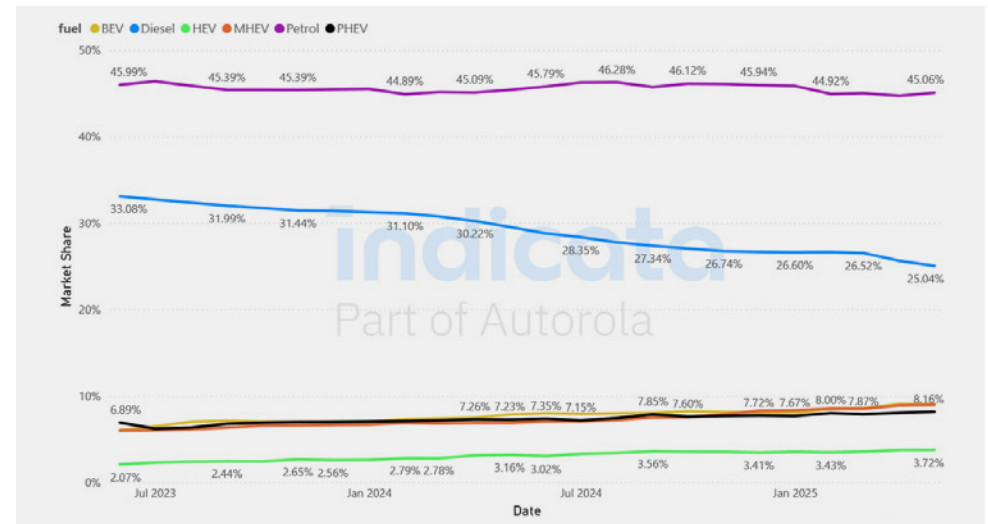
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Polestar	2	38x	9.6
Mini	3-door / 5-door Hatch	21x	17.5
BYD	SEALION 7	13x	27.8

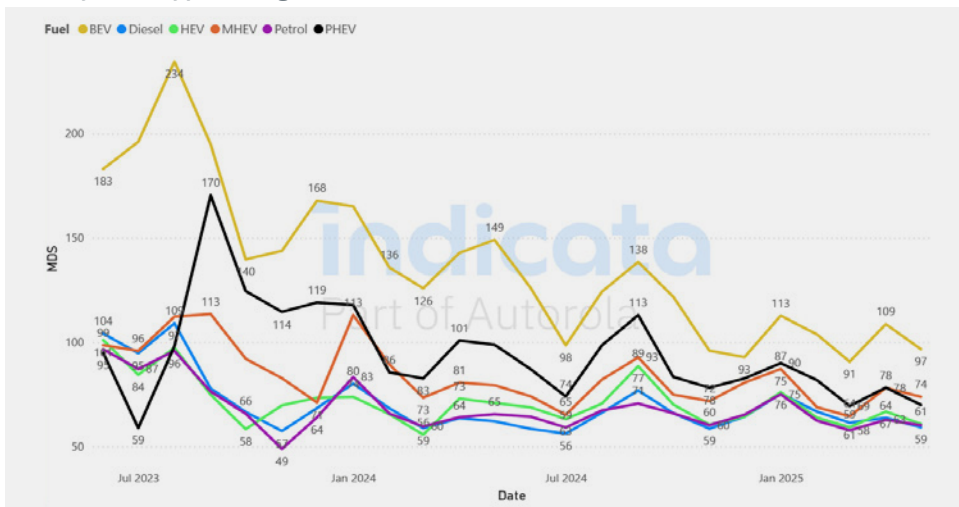
Sales Market Share by Month and Fuel Type - Belgium



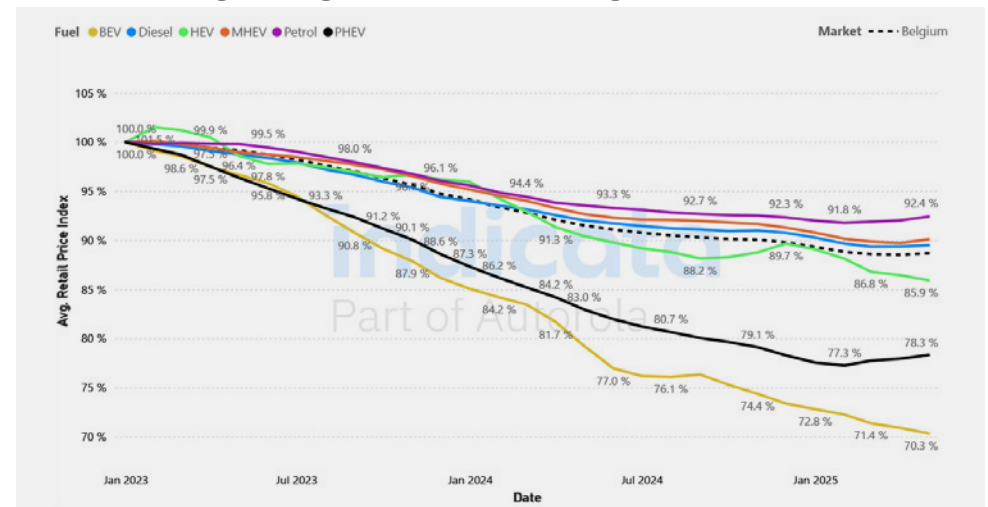
Stock Market Share by Month and Fuel Type - Belgium



MDS by Fuel Type - Belgium



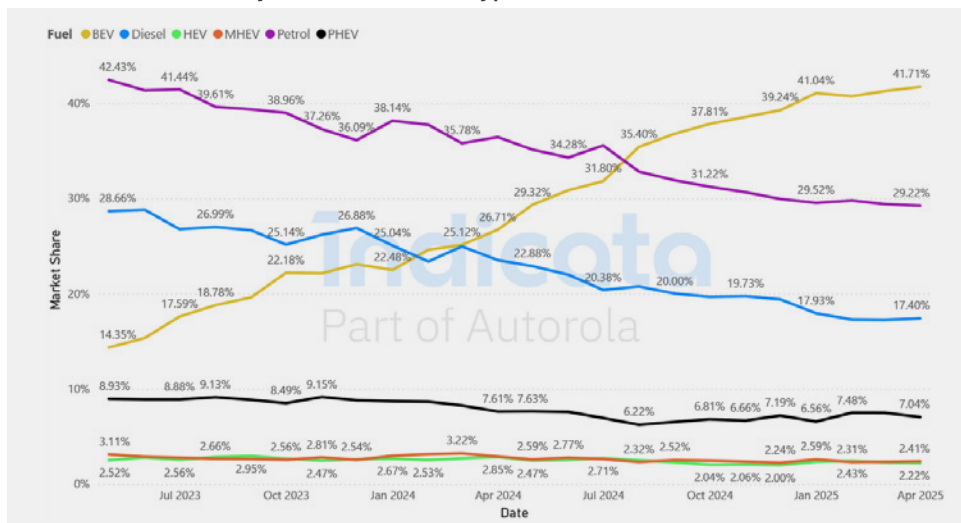
Retail Price (Weighted Avg.) Index 100 = Jan - Belgium



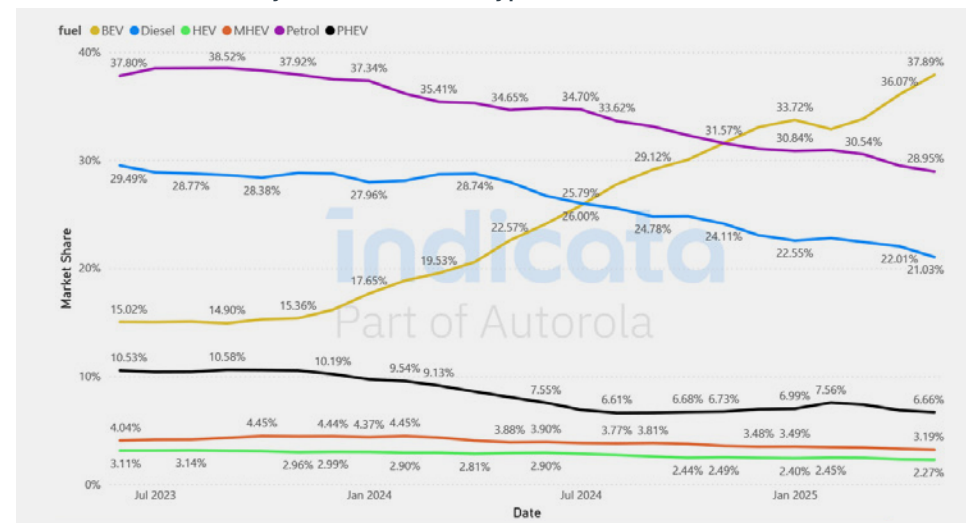
Top selling < 4-years-old by volume		
Make	Model	MDS
BMW	1 Series	53.7
BMW	3 Series	67.3
Peugeot	208	41.5

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Dacia	Sandero	13x	26.8
Hyundai	Tucson	9x	38.4
Peugeot	208	9x	41.5

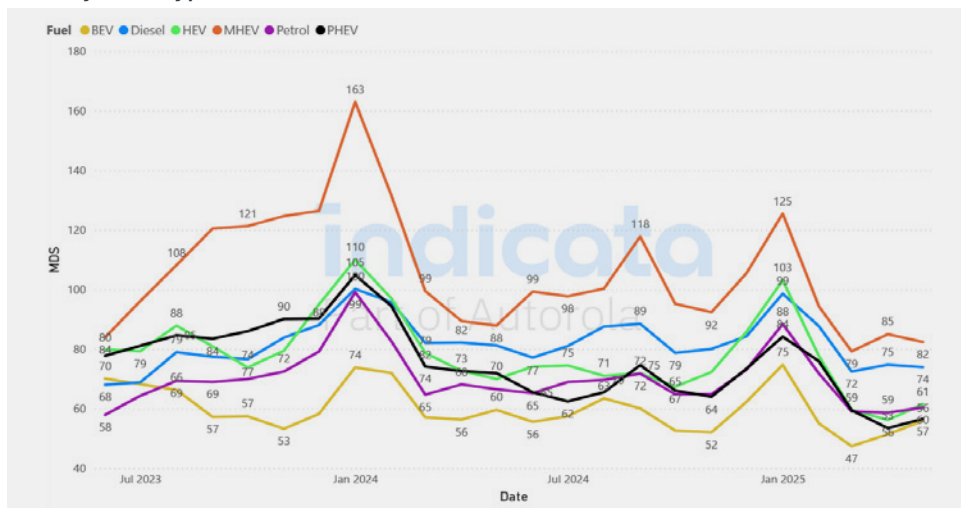
Sales Market Share by Month and Fuel Type - Denmark



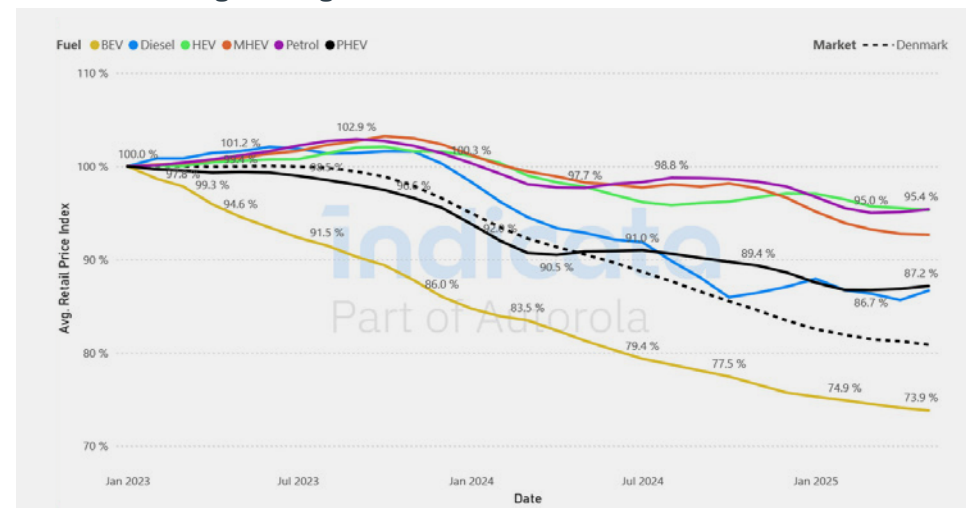
Stock Market Share by Month and Fuel Type - Denmark



MDS by Fuel Type - Denmark



Retail Price (Weighted Avg.) Index 100 = Jan - Denmark



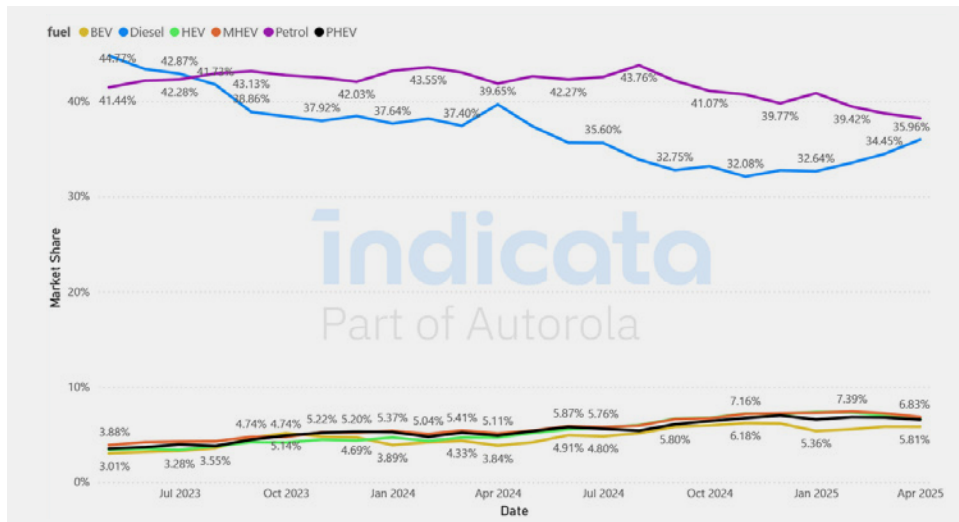
Top selling < 4-years-old by volume

Make	Model	MDS
Volkswagen	ID.3	43.0
Volkswagen	ID.4	41.3
Škoda	Enyaq	38.2

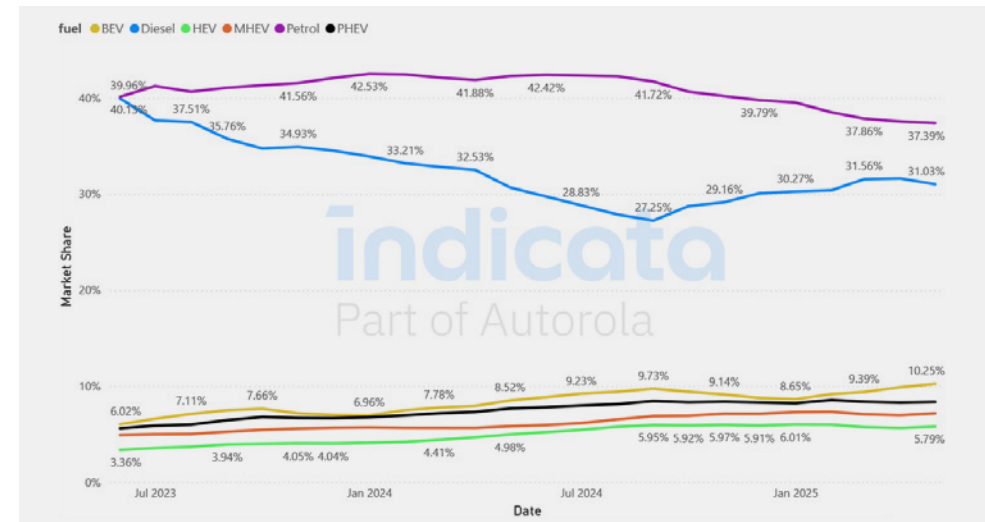
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Polestar	2	11x	32.9
Peugeot	3008	10x	36.1
Cupra	Born	10x	37.0

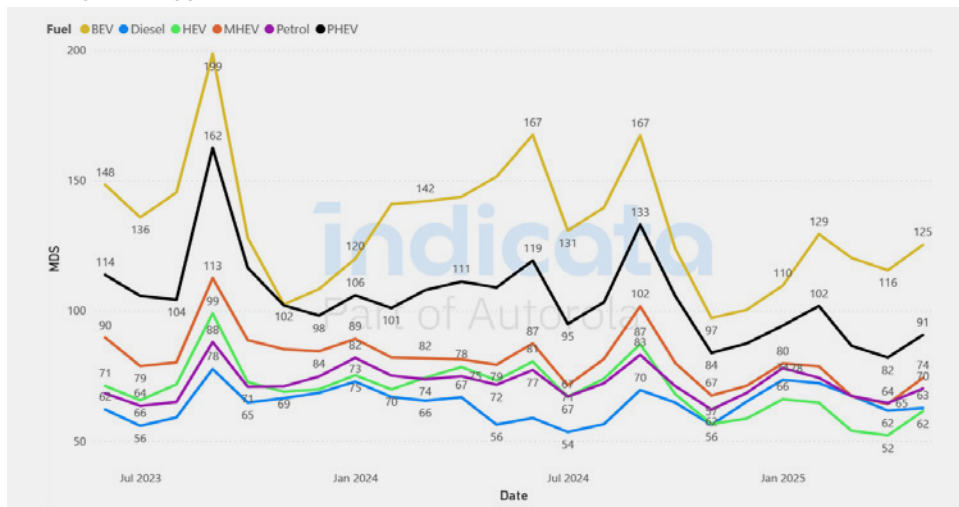
Sales Market Share by Month and Fuel Type - France



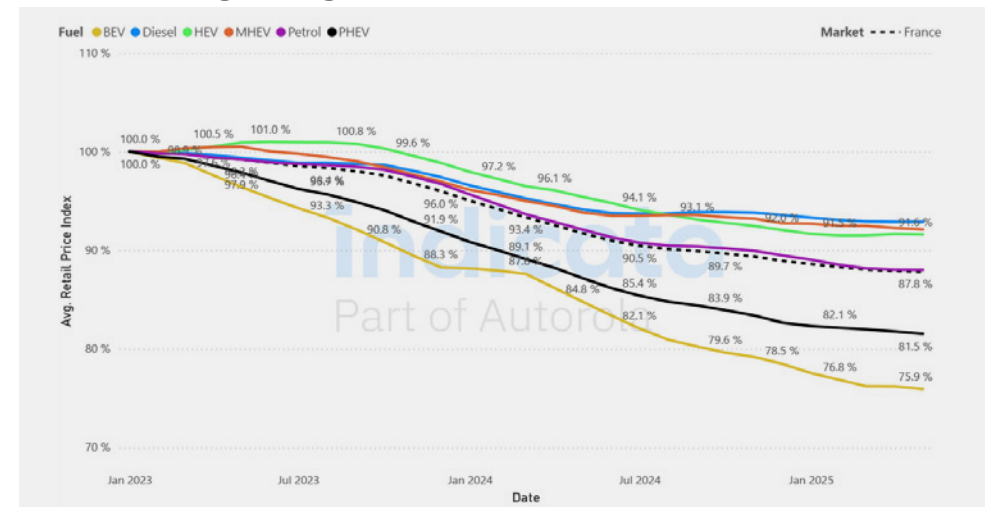
Stock Market Share by Month and Fuel Type - France



MDS by Fuel Type - France



Retail Price (Weighted Avg.) Index 100 = Jan - France



Top selling < 4-years-old by volume

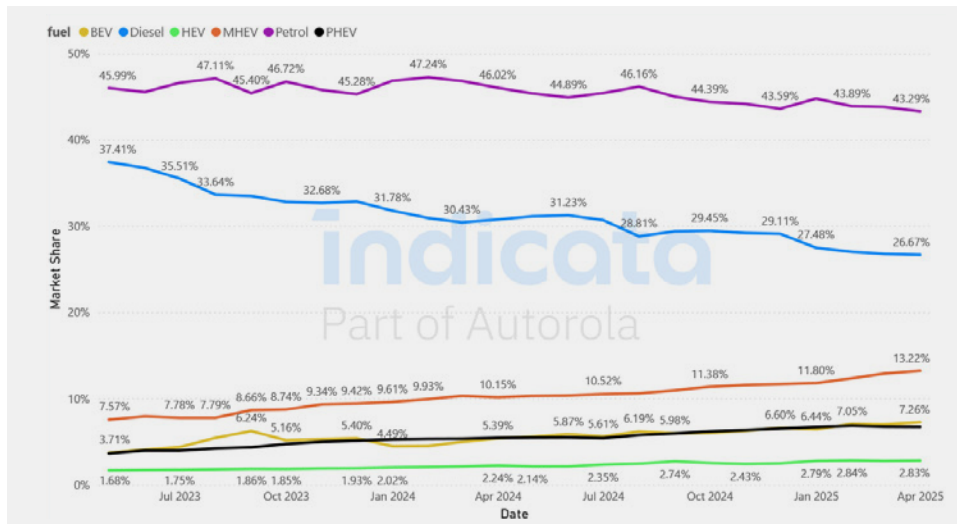
Make	Model	MDS
Peugeot	208	88.7
Renault	Clio	51.5
Peugeot	2008	81.1

Fastest selling < 4-years-old by Market Days Supply

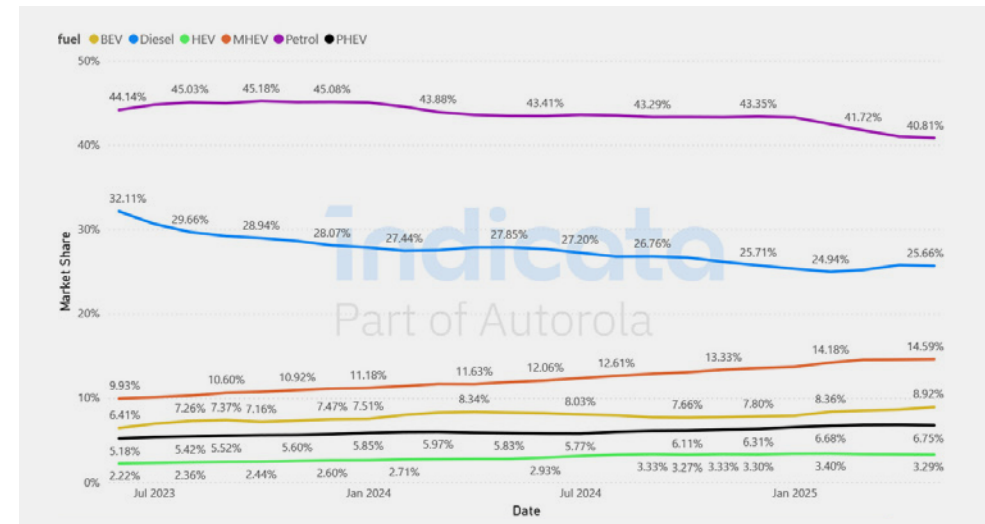
Make	Model	Stock turn	MDS
Toyota	RAV 4	10x	36.7
Renault	Symbioz	9x	38.7
Dacia	Duster	9x	39.8



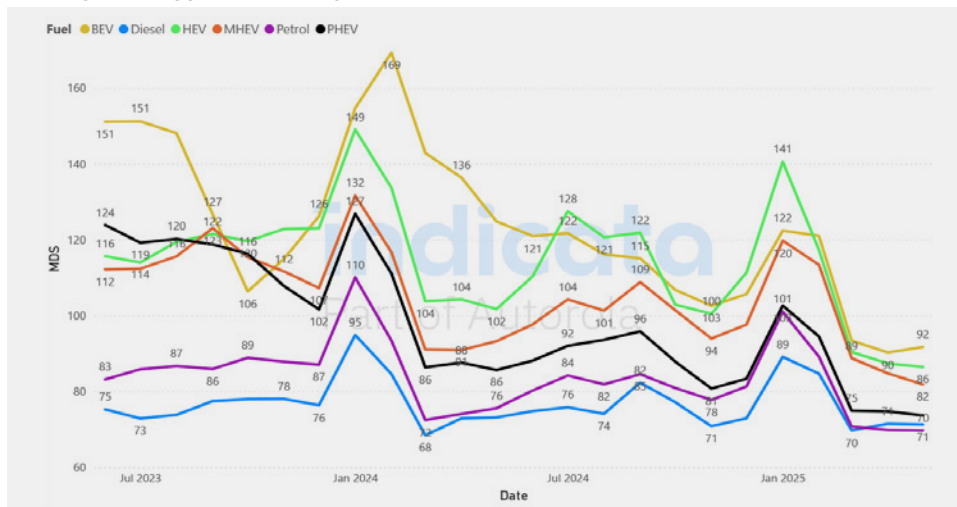
Sales Market Share by Month and Fuel Type - Germany



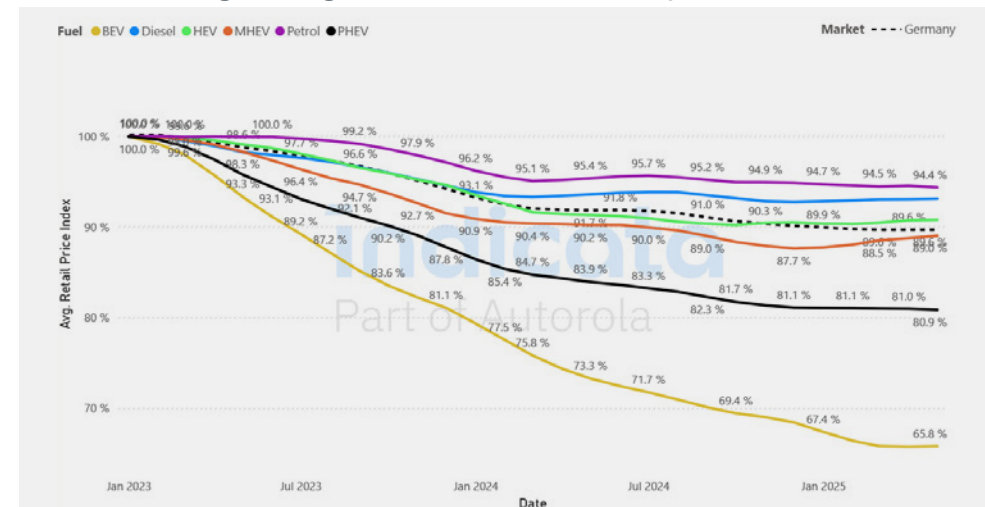
Stock Market Share by Month and Fuel Type - Germany



MDS by Fuel Type - Germany



Retail Price (Weighted Avg.) Index 100 = Jan - Germany



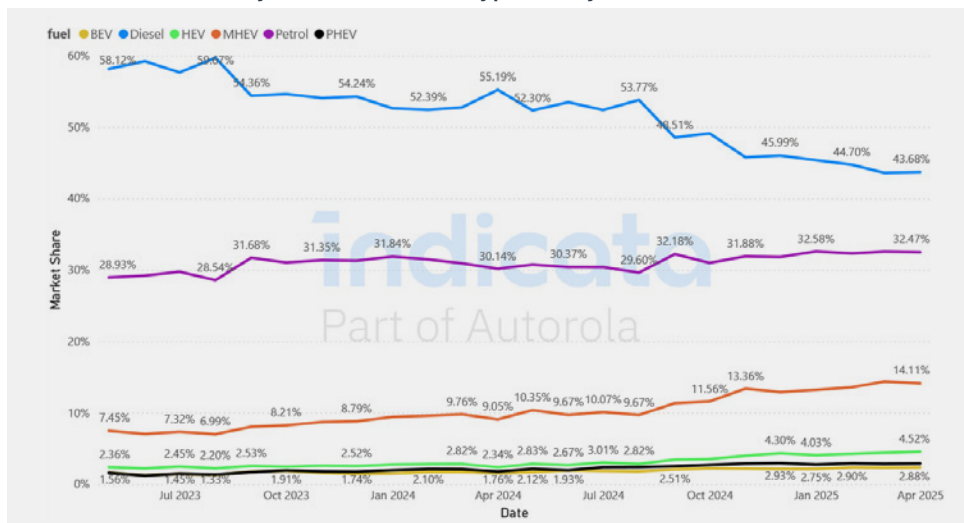
Top selling < 4-years-old by volume

Make	Model	MDS
Volkswagen	Golf	77.3
Volkswagen	T-ROC	63.3
Opel	Corsa	67.6

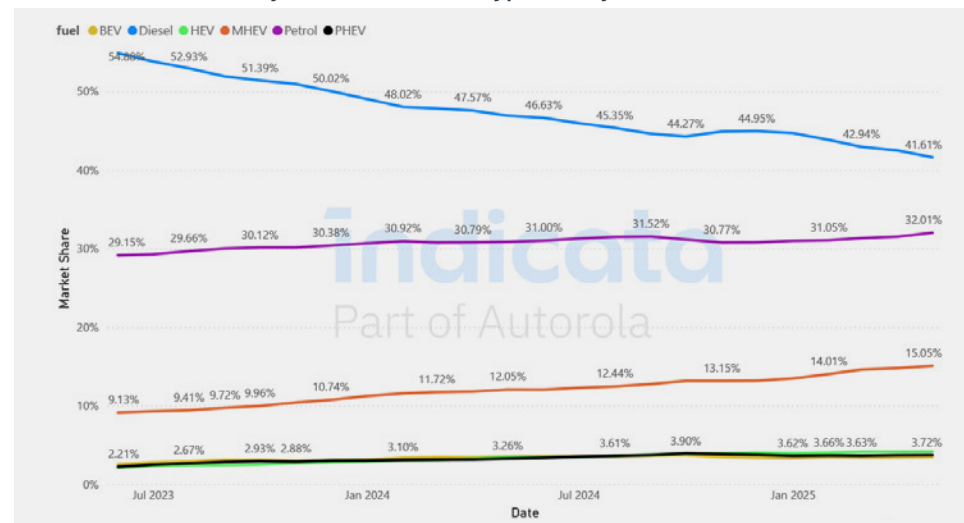
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Mini	Aceman	16x	22.0
Tesla	Model 3	15x	23.7
Mini	Convertible	14x	25.2

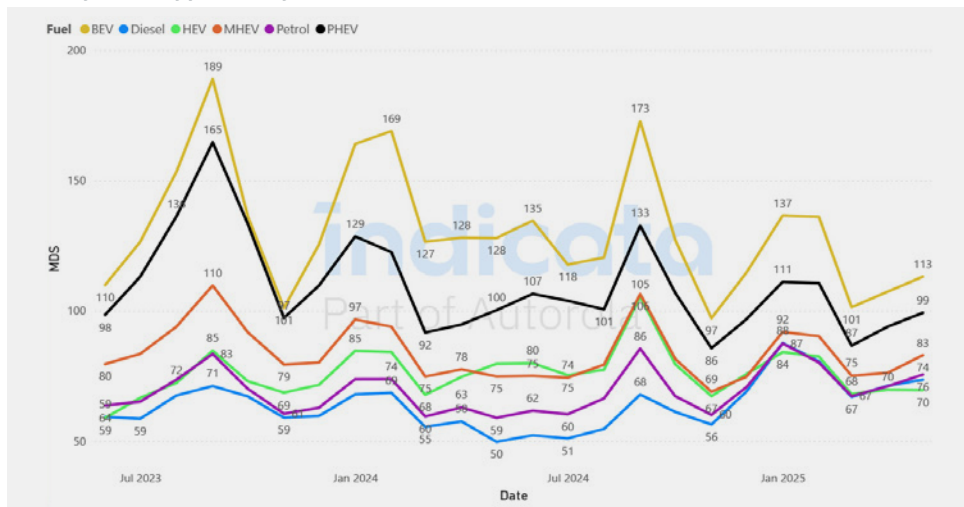
Sales Market Share by Month and Fuel Type - Italy



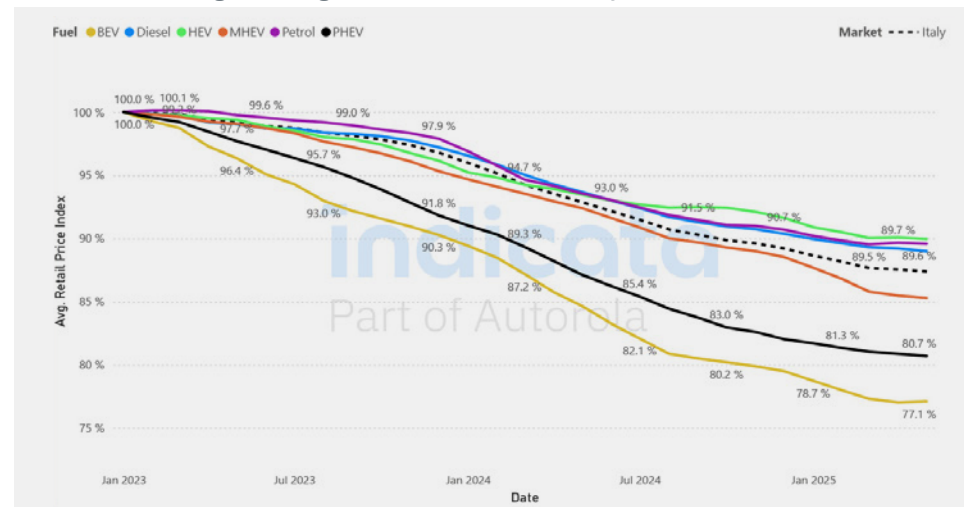
Stock Market Share by Month and Fuel Type - Italy



MDS by Fuel Type - Italy



Retail Price (Weighted Avg.) Index 100 = Jan - Italy



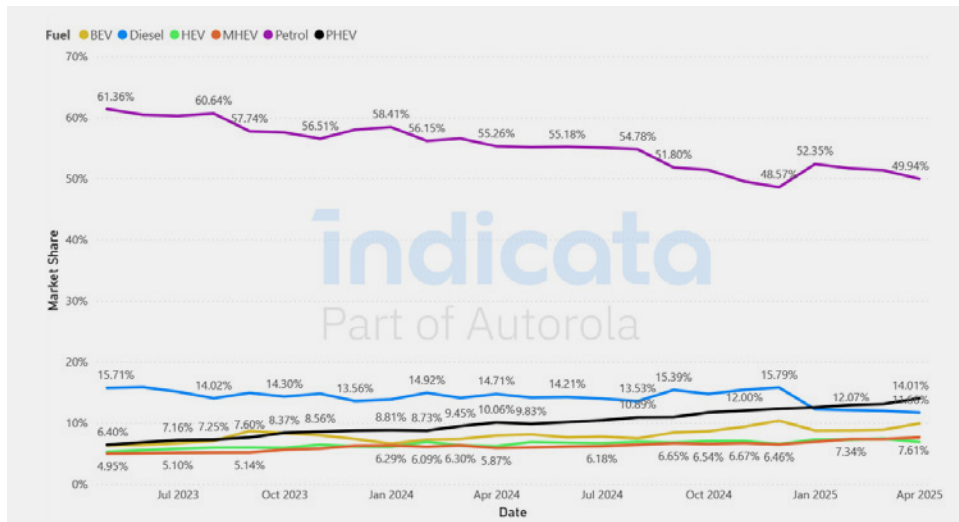
Top selling < 4-years-old by volume

Make	Model	MDS
Fiat	Panda	60.8
Fiat	500	75.8
Volkswagen	T-ROC	85.1

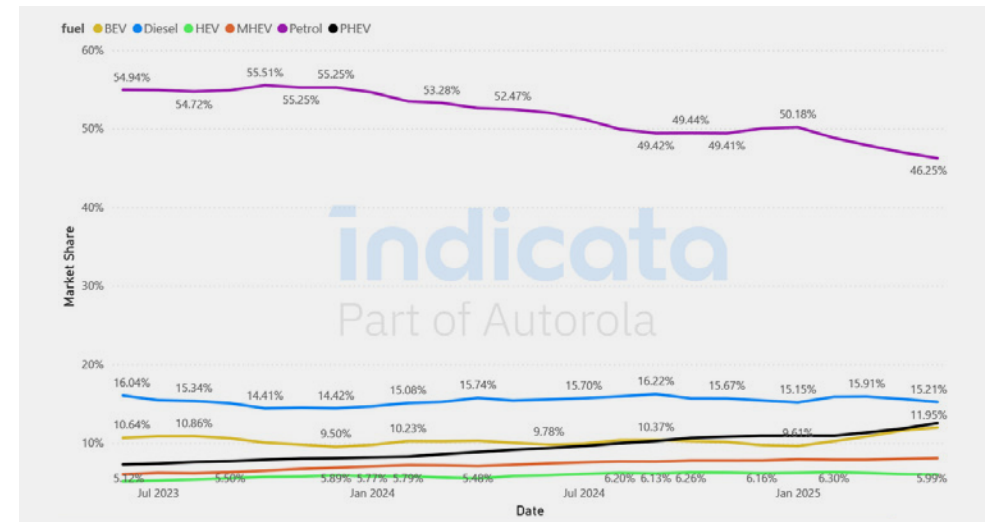
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Toyota	Corolla	8x	43.5
Suzuki	Ignis	8x	45.7
Toyota	Aygo Aygo X	7x	48.1

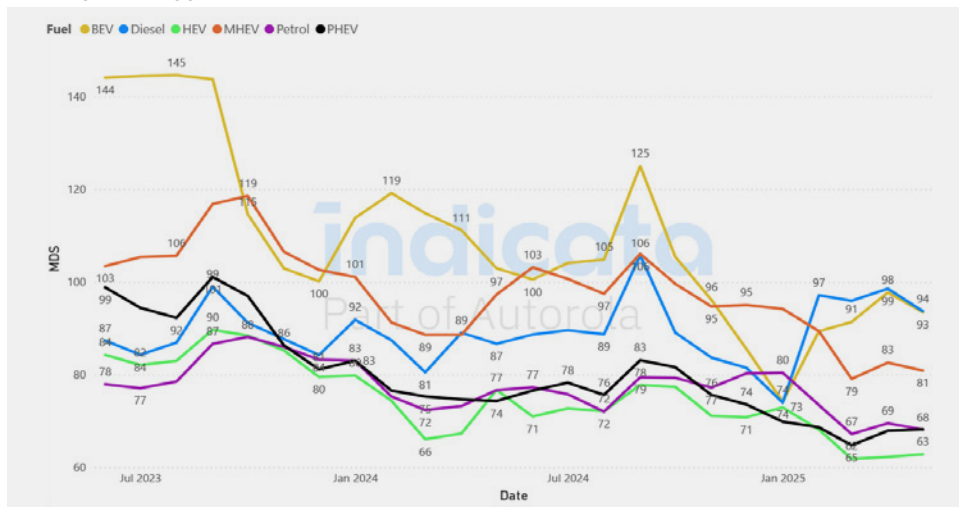
Sales Market Share by Month and Fuel Type - Netherlands



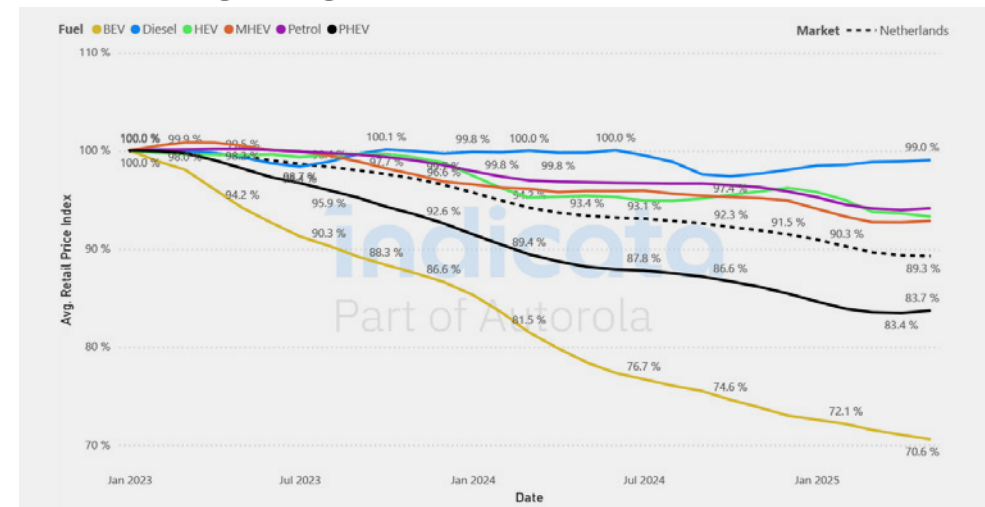
Stock Market Share by Month and Fuel Type - Netherlands



MDS by Fuel Type - Netherlands



Retail Price (Weighted Avg.) Index 100 = Jan - Netherlands



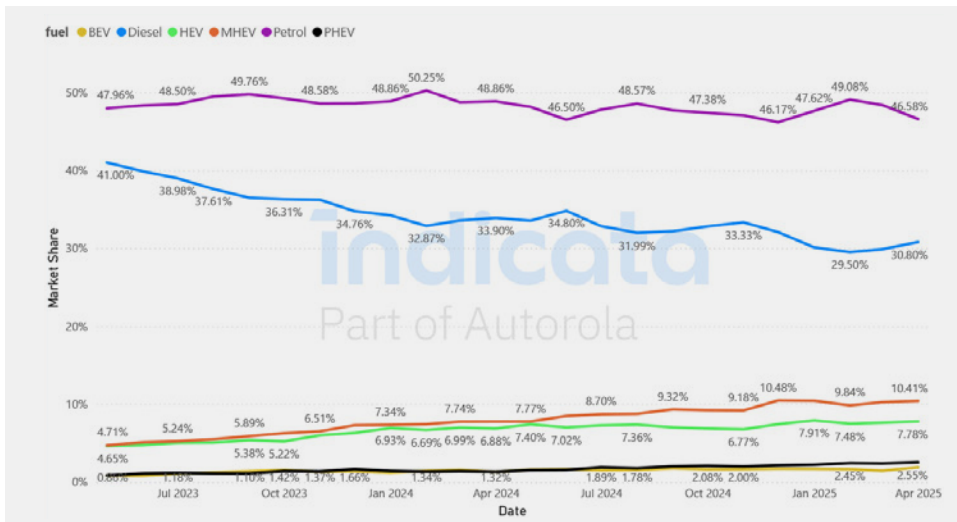
Top selling < 4-years-old by volume

Make	Model	MDS
Volkswagen	Golf	78.2
Peugeot	208	67.9
Volvo	XC40	54.7

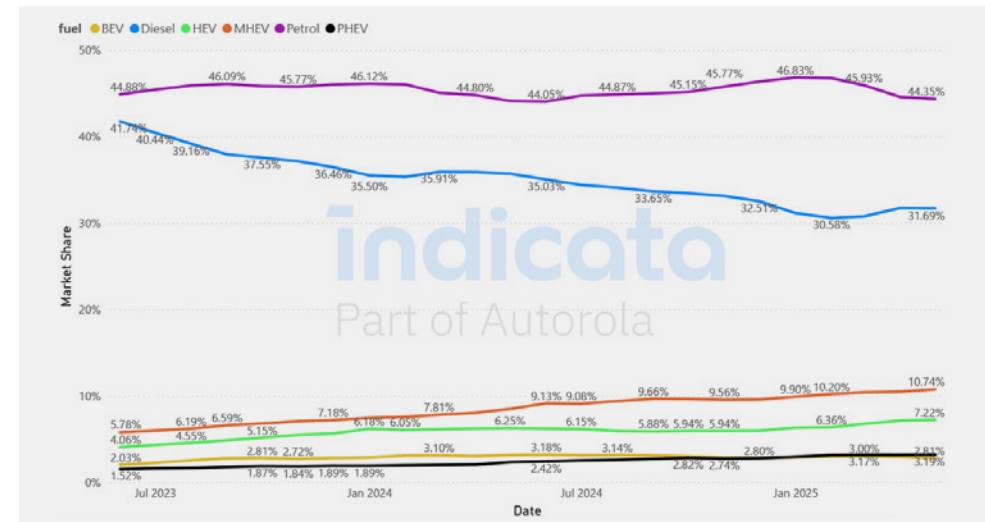
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Cupra	Tavascan	21x	17.1
Cupra	Terramar	16x	22.9
Tesla	Model 3	10x	36.5

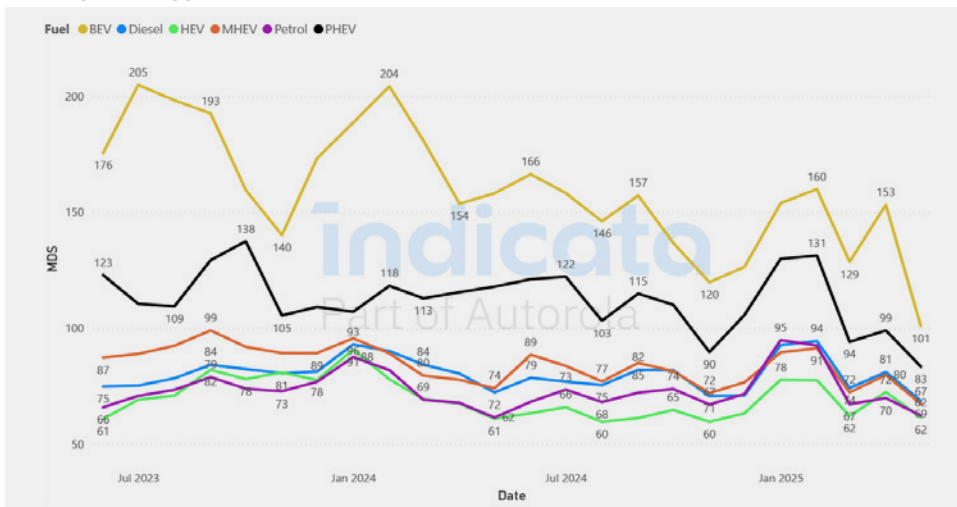
Sales Market Share by Month and Fuel Type - Poland



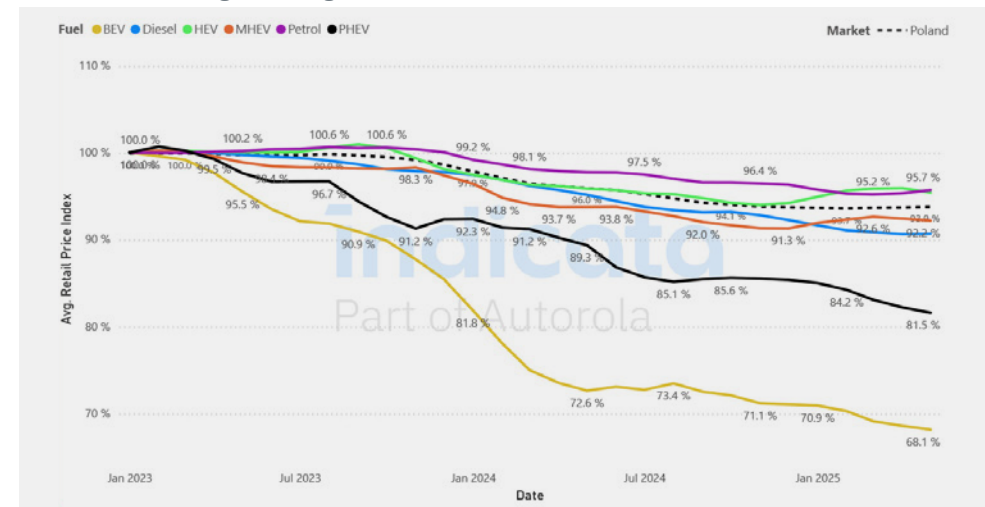
Stock Market Share by Month and Fuel Type - Poland



MDS by Fuel Type - Poland



Retail Price (Weighted Avg.) Index 100 = Jan - Poland



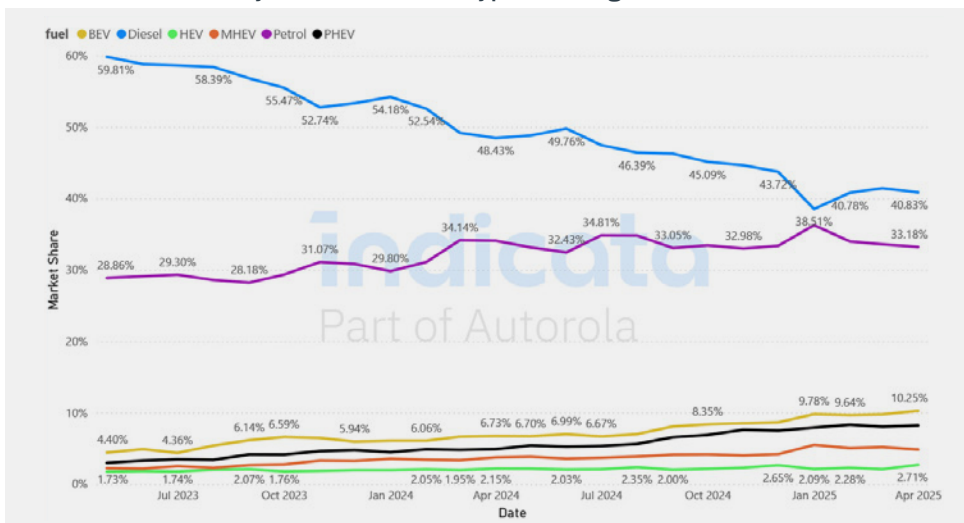
Top selling < 4-years-old by volume

Make	Model	MDS
Toyota	Corolla	60.7
Toyota	Yaris	40.8
Volvo	XC60	59.5

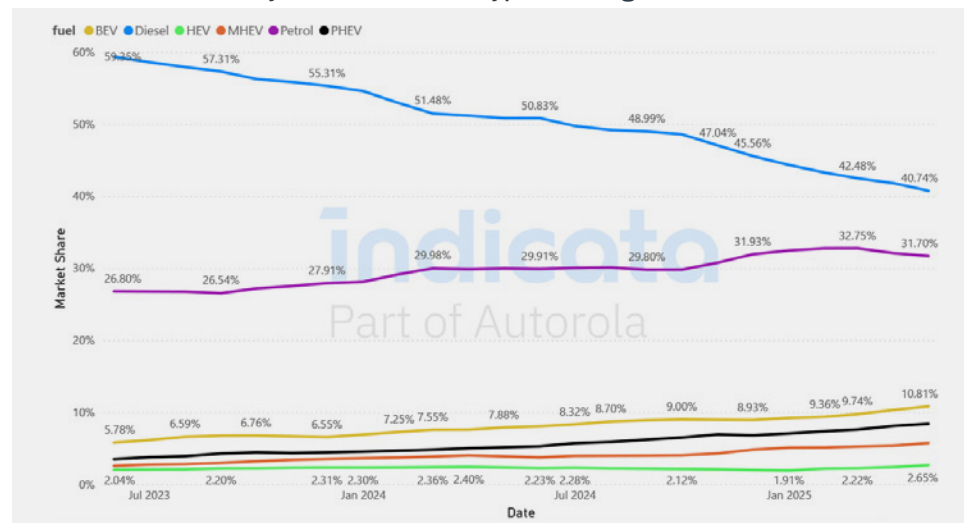
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Volvo	XC40	11x	33.8
Toyota	Aygo Aygo X	9x	37.9
Toyota	Yaris	9x	40.8

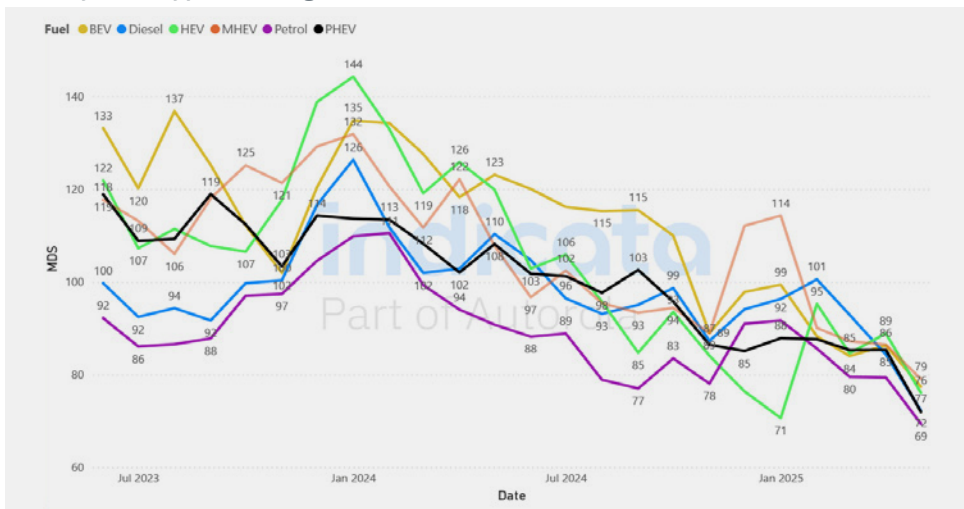
Sales Market Share by Month and Fuel Type - Portugal



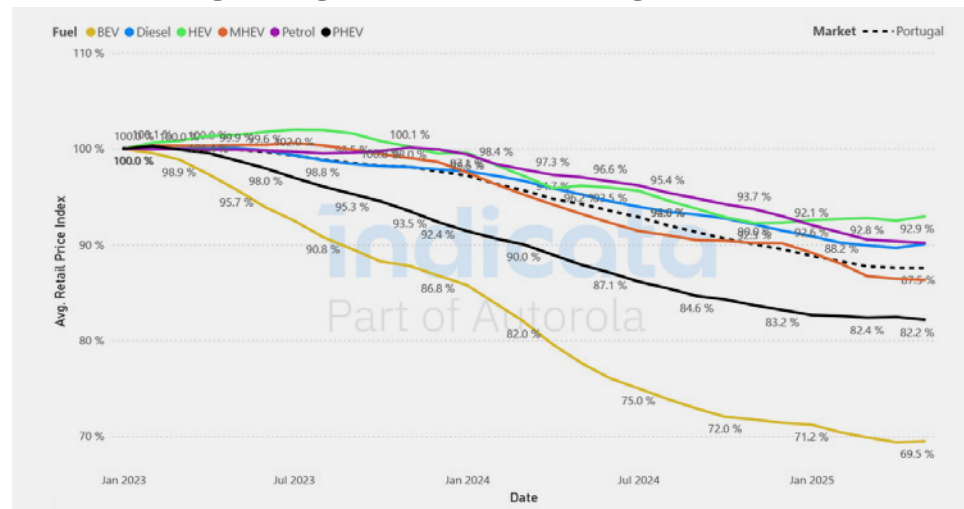
Stock Market Share by Month and Fuel Type - Portugal



MDS by Fuel Type - Portugal



Retail Price (Weighted Avg.) Index 100 = Jan - Portugal



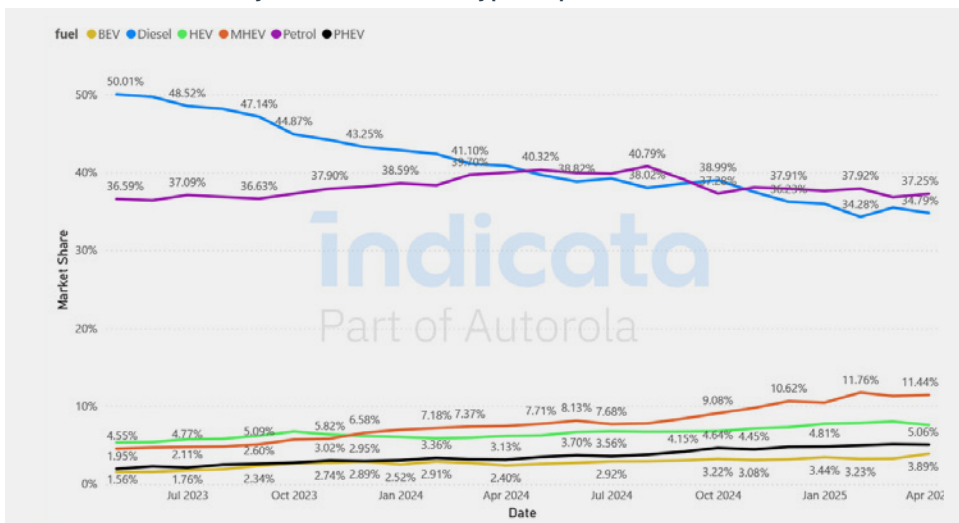
Top selling < 4-years-old by volume

Make	Model	MDS
Peugeot	2008	59.7
Peugeot	208	65.1
Renault	Captur	72.2

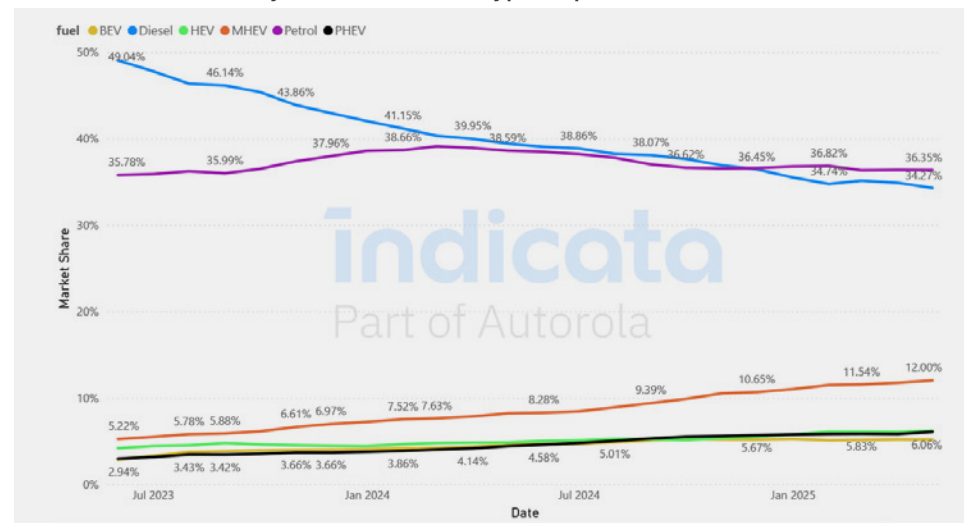
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
DS Automobiles	DS 7 / DS 7 Crossback	10x	35.7
Dacia	Duster	9x	41.7
Volkswagen	T-ROC	8x	46.6

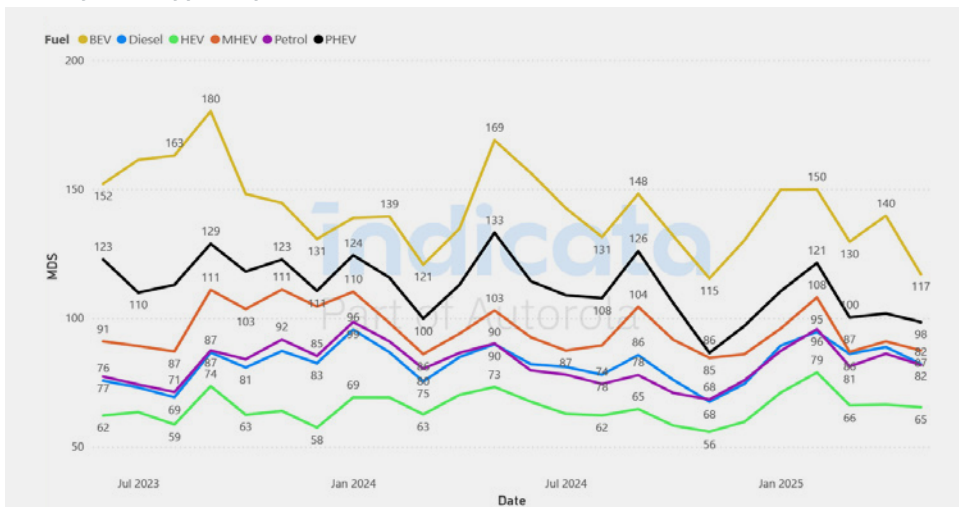
Sales Market Share by Month and Fuel Type - Spain



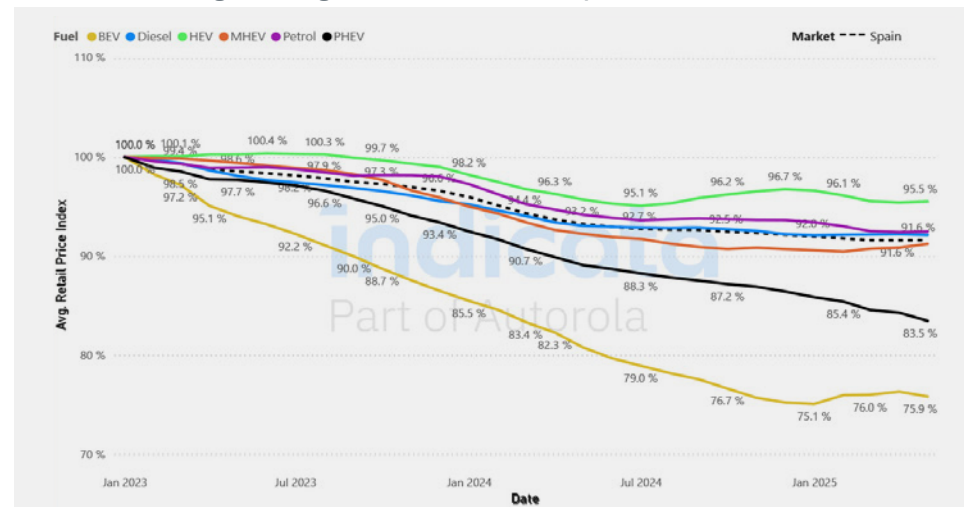
Stock Market Share by Month and Fuel Type - Spain



MDS by Fuel Type - Spain



Retail Price (Weighted Avg.) Index 100 = Jan - Spain



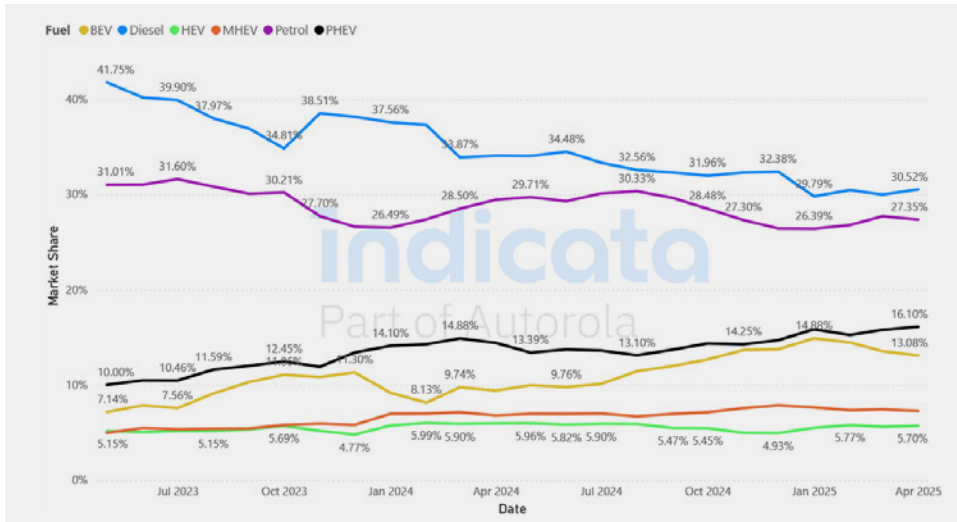
Top selling < 4-years-old by volume

Make	Model	MDS
Nissan	Qashqai	82.8
Toyota	CH-R	50.4
Hyundai	Tucson	67.4

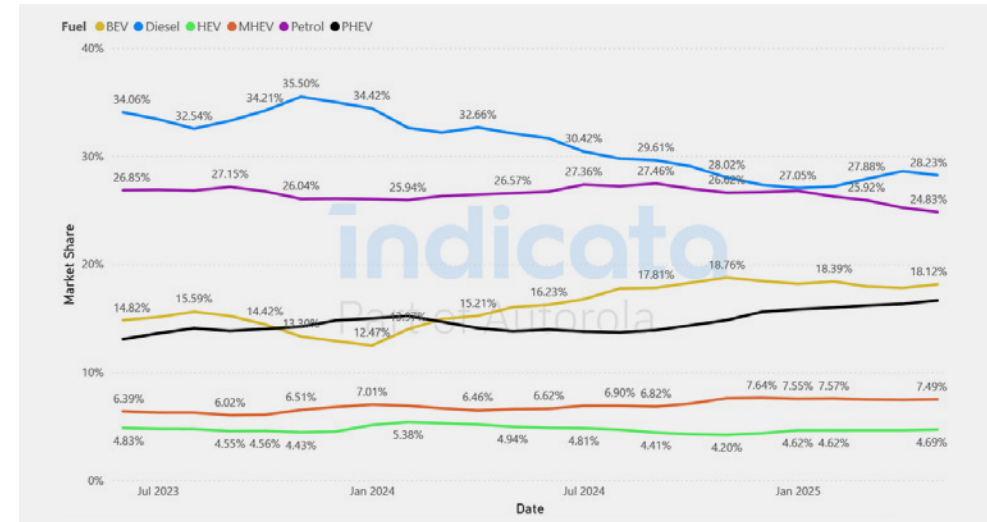
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Toyota	Yaris Cross	11x	34.2
Lynk & Co	01	9x	41.4
Toyota	RAV 4	8x	44.7

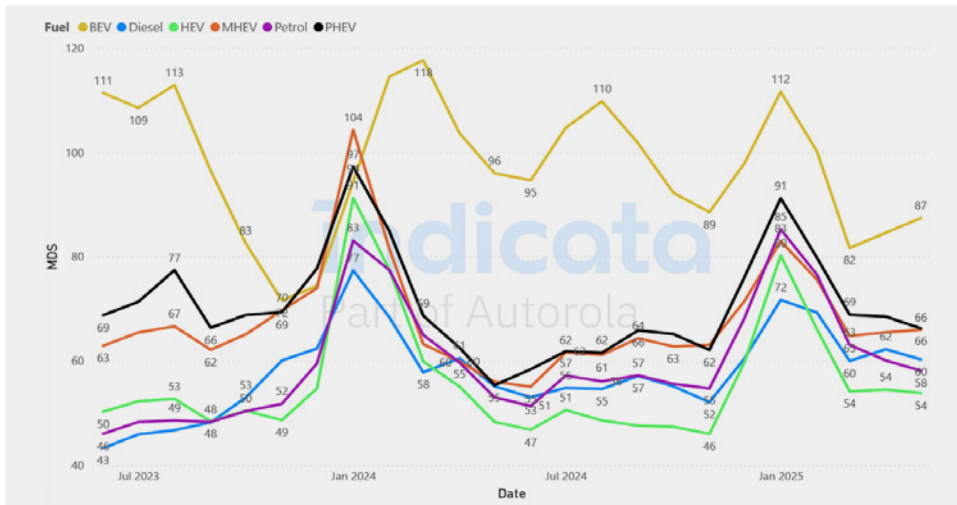
Sales Market Share by Month and Fuel Type - Sweden



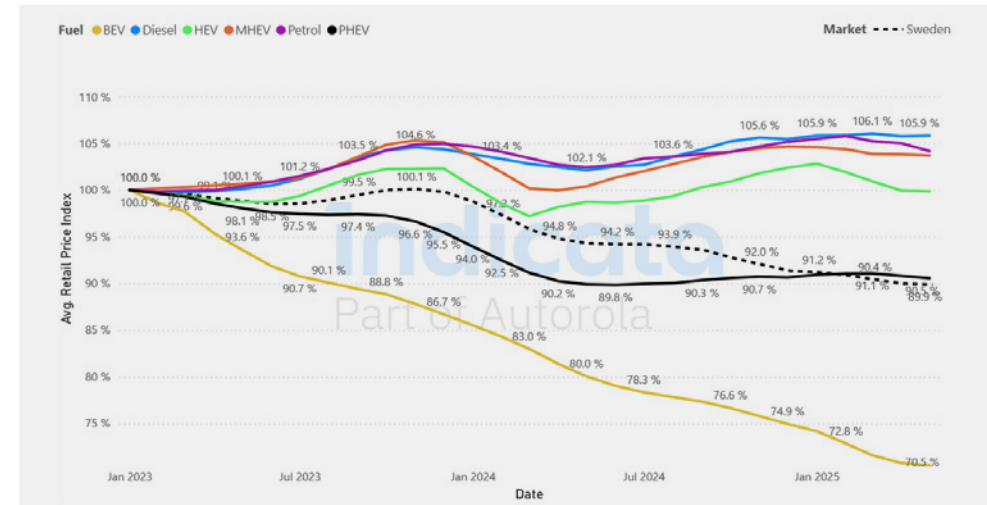
Stock Market Share by Month and Fuel Type - Sweden



MDS by Fuel Type - Sweden



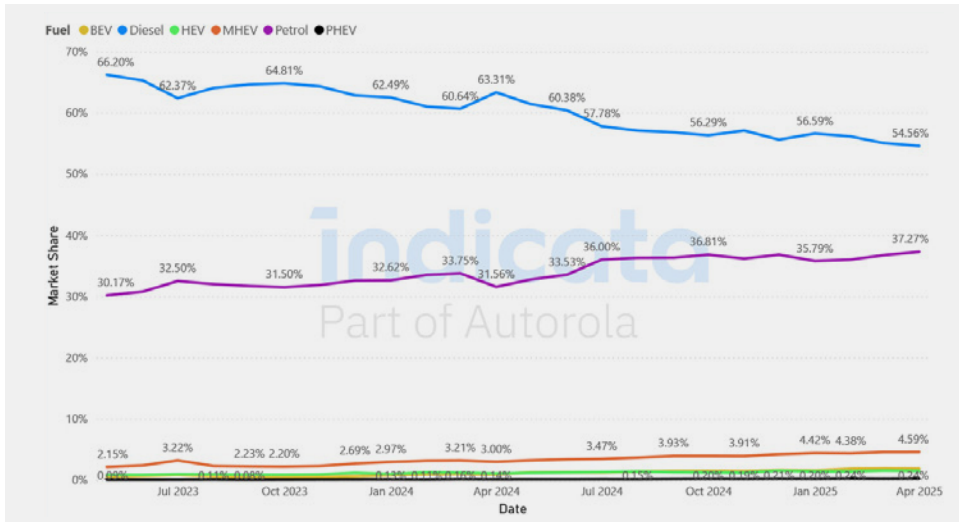
Retail Price (Weighted Avg.) Index 100 = Jan - Sweden



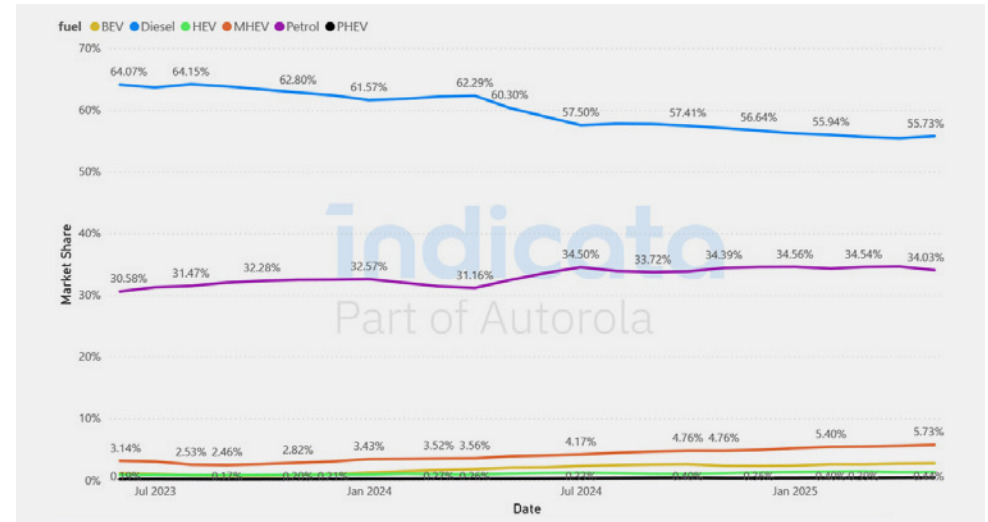
Top selling < 4-years-old by volume		
Make	Model	MDS
Volvo	XC60	51.6
Volvo	V60	47.8
Volvo	XC40	50.0

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Mini	3-door / 5-door Hatch	12x	29.4
Volkswagen	T-ROC	11x	31.8
Audi	A1	11x	33.2

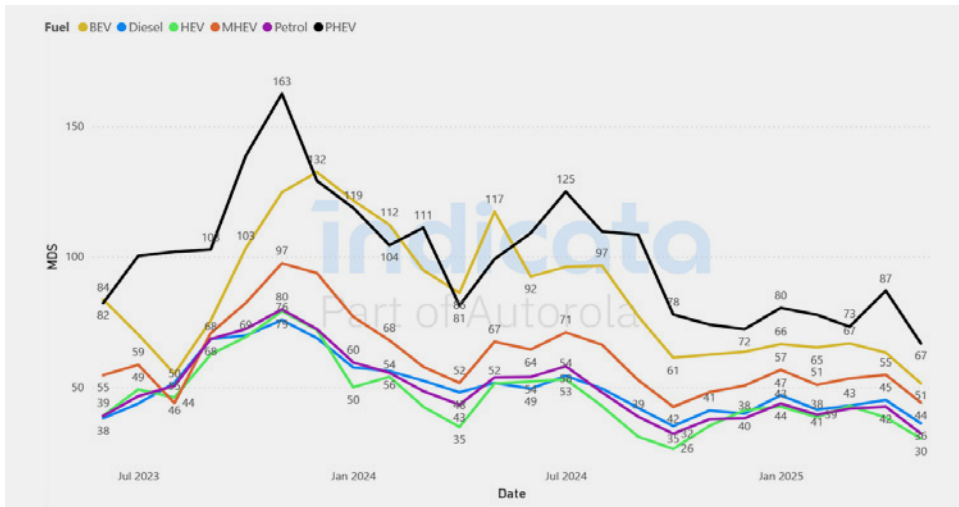
Sales Market Share by Month and Fuel Type - Türkiye



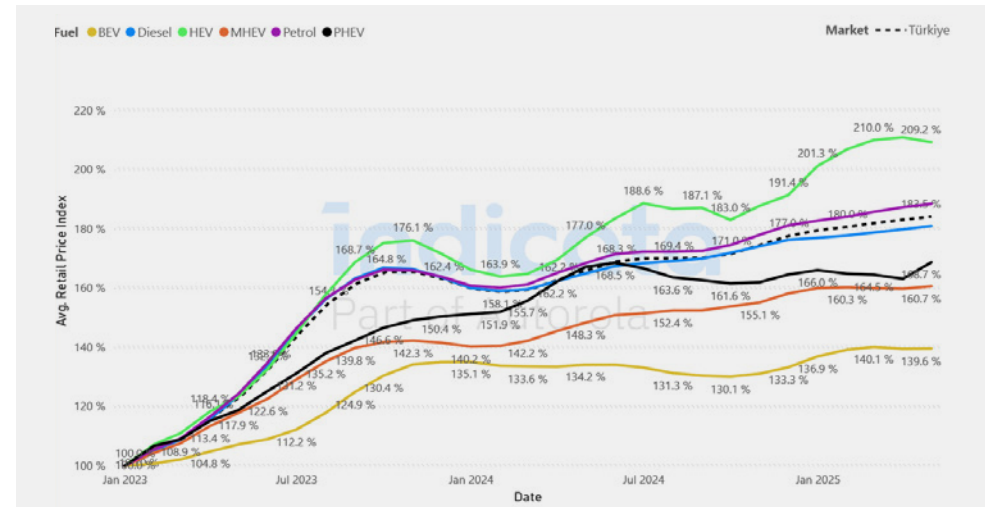
Stock Market Share by Month and Fuel Type - Türkiye



MDS by Fuel Type - Türkiye



Retail Price (Weighted Avg.) Index 100 = Jan - Türkiye



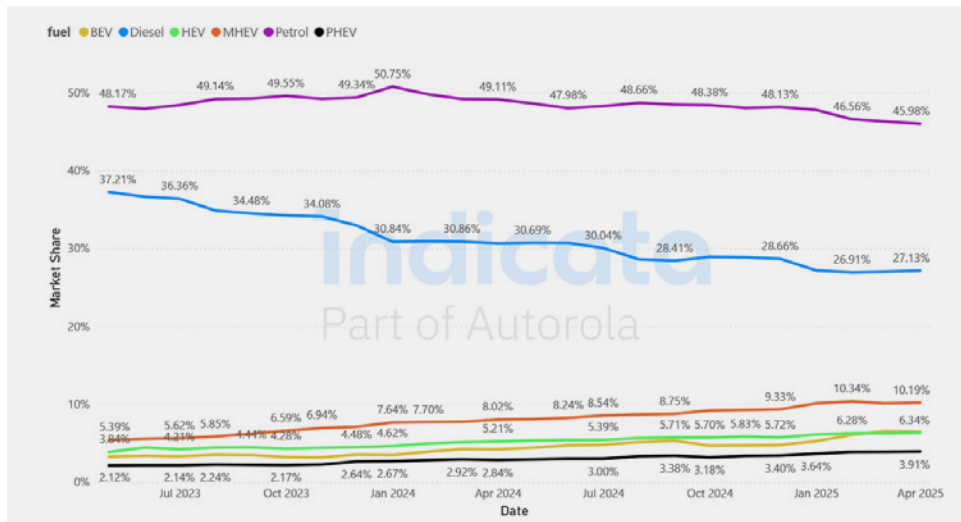
Top selling < 4-years-old by volume

Make	Model	MDS
Fiat	Egea	27.4
Renault	Clio	23.5
Renault	Mégane	28.8

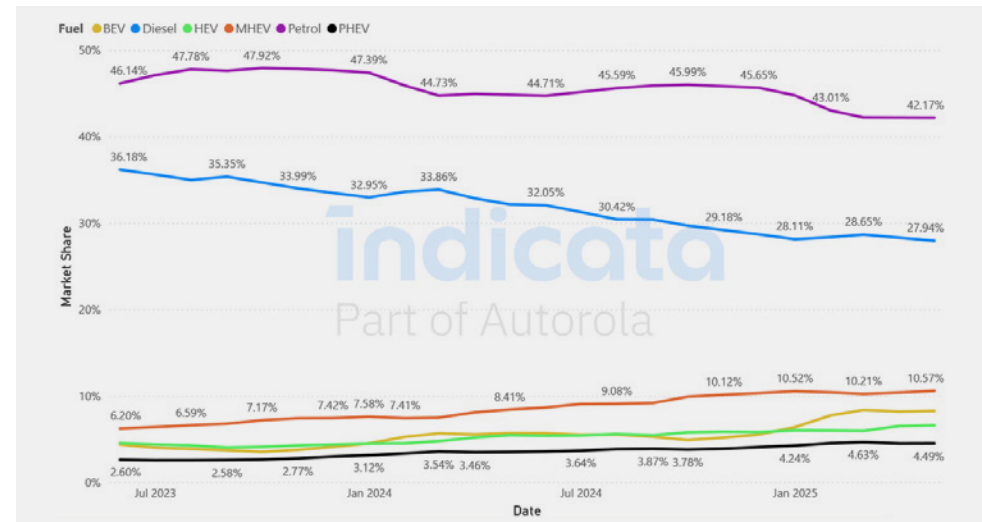
Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Hyundai	Tucson	44x	8.2
MG	HS / EHS	23x	15.8
Honda	City	22x	16.4

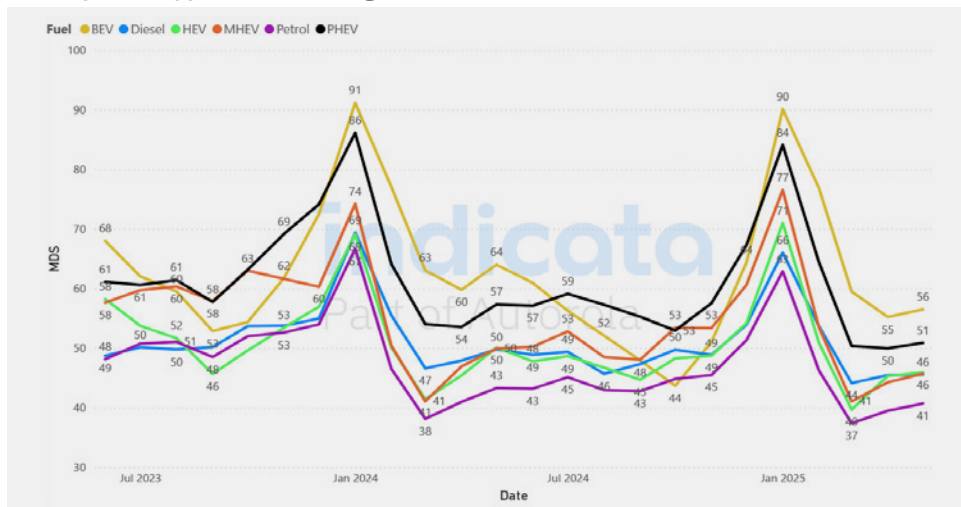
Sales Market Share by Month and Fuel Type - United Kingdom



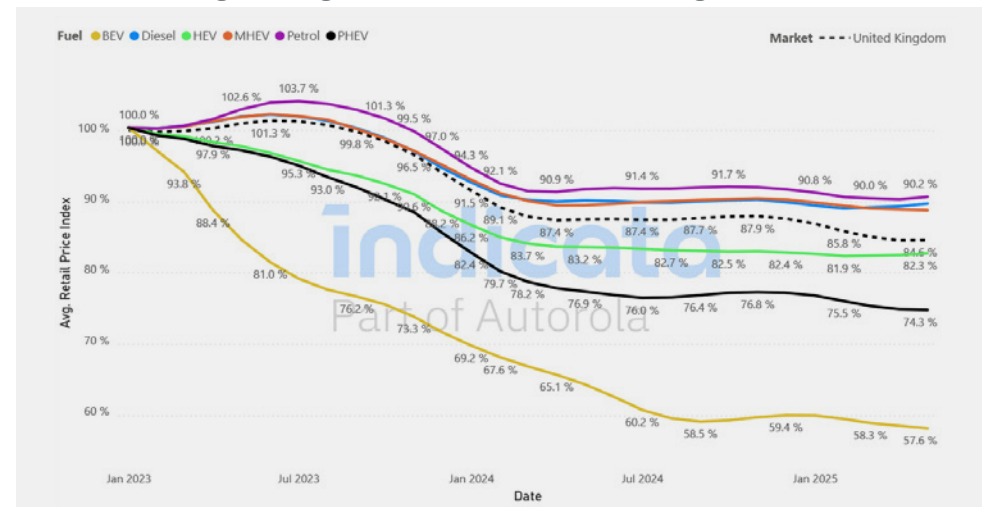
Stock Market Share by Month and Fuel Type - United Kingdom



MDS by Fuel Type - United Kingdom



Retail Price (Weighted Avg.) Index 100 = Jan - United Kingdom



Top selling < 4-years-old by volume

Make	Model	MDS
Vauxhall	Corsa	37.2
Ford	Puma	41.1
Nissan	Qashqai	31.4

Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Mini	Convertible	15x	23.3
MG	HS / EHS	13x	28.0
Mazda	MX-5	12x	29.6

If you are interested in contacting Indicata, please see below a list of country contacts or register through [Indicata.com](https://indicata.com)

Austria

Andreas Steinbach

Autorola - Market Intelligence - Indicata

Office: +43 1 2700 211-90

Mobile: +43 664 411 5642

Email: ash@autorola.at

Belgium

Filip Dobbeleir

Senior Manager Indicata

Mobile: +32 (0)475/40 40 47

Phone: +32 (0)3/887 19 00

Email: fdo@autorola.be

Denmark

Palle Elgaard

Email: pel@indicata.com

France

Jean-Rémi Thomas

Sales Director

Email: jrt@autorola.fr

Germany

Jonas Maik

Senior Key Account Manager

Mobile: +49 151-402 660 18

Email: jmk@indicata.de

Italy

Davide Ghedini

Key Account Manager Indicata Italy
Autorola.it

Phone: +39 030 9990459

Mobile: +39 331 1343893

Email: dag@indicata.it

Pietro Sportelli

Autorola.it

Mobile: +39 3332495899

Email: psp@indicata.it

The Netherlands

Martijn Notten

Head of Indicata Netherlands
indicata.nl

Mobile: +31 6 83117867

Email: mn@autorola.nl

Poland

Krzysztof Stańczak

Indicata Business Development
Manager

Mobile: +48 505 029 381

Email: kst@indicata.pl

Portugal

Sandra Sequerra – Portugal

Solutions & Indicata Business
Unit Manager

Phone: +351 271 528 135

Mobile: +351 925 299 243

Email: sas@autorola.pt

Spain

Juan Menor de Gaspar

Indicata Business Consultant

Phone: +34 609 230 236

Email: jmd@autorola.es

Sweden

Yngvar Paulsen

Autorola.se

Email: yph@autorola.se

Denmark / Nordic

Palle Elgaard

Head of Indicata, Nordic

Mobile: +45 2927 0640

Email: pel@indicata.com

Türkiye

Aslı GÖKER

Deputy General Manager - Indicata

Phone: +90 212 290 35 30

Mobile: +90 533 157 86 05

Email: asl@indicata.com.tr

UK

Dean Merritt

Head of Sales - Indicata

Mobile: +44 (0)7739 047706

Email: dm@autorola.co.uk

On the 24th of March 2020 Indicata published its White Paper *“COVID-19 To what extent will the used car market be affected (and how to survive)?”*

This document explored:

Early market trends

Initial impact of the virus and the social distancing measures implemented.

Market scenarios

A range of impacts based on infection rate development and historical market data.

Mitigation

Risk assessment by sector coupled with potential corrective actions.

We committed to keeping the market Indicata Market Watch is a regular PDF published on or around the 20th of the month which includes stocking, sales and Market Day's Supply trends split by fuel type.

We are committed to updating the market with live data and providing information on sales, stock, and pricing to keep you abreast of the fast-moving environment.

We are pleased to present our latest **“Indicata Market Watch”** iteration which covers 13 European countries. We are providing a comprehensive used market analysis with commentary for each country for Q1, Q2, Q3 and Q4 in January, April, July and October

Meanwhile, Lite versions of the report will be published for the other eight months of the year which include an overall European summary and country graphs and tables.

How do we produce our data?

Indicata analyses 14m Used Vehicle adverts across Europe daily, and our system goes through extensive data cleansing processes to ensure data integrity.

This report's sales (deinstall data) are based on advertisements from recognised automotive retailers for actual used vehicles. As such, it does not include data related to private (P2P) advertisements.

When an advert is removed from the internet, it is classified as a “Sale.”



Indicata
Market Watch™
Used Car Insights Report



For more insights
on B2B market
trends, please visit
indicata.com/market-watch