

# Light Commercial Vehicle Quarterly Market Intelligence

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

# Used LCV sales finished the end of 2025 strong in line with positive market health

## NEW LCV REGISTRATIONS

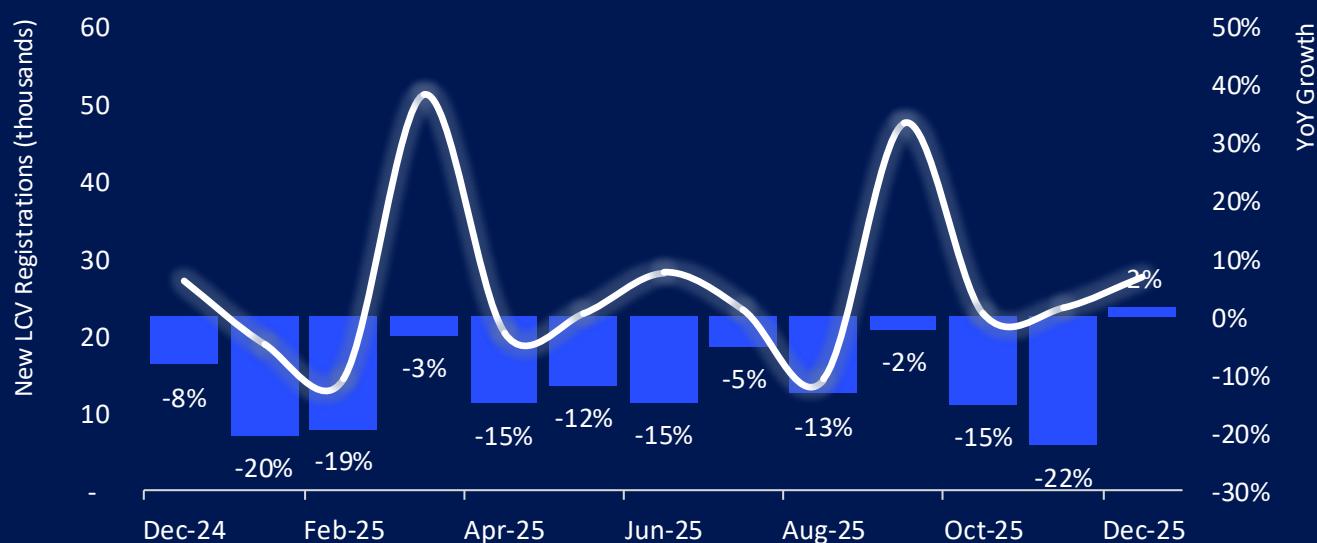
After 12 consecutive months of declining new LCV registrations, December ended on a high, up 2% year-on year. In the final quarter of the year, new van registrations fell 12% compared to 2024, a trend generally seen throughout the year. Pickups were back 0.7% in 2025 despite stronger performance pre-tax change. Electric LCVs grew 36% in 2025, despite finishing 18% back in December. Though improving their market share, BEV's are still behind their ZEV target.

# 27,694

NEW LCV REGISTRATIONS (SMMT)

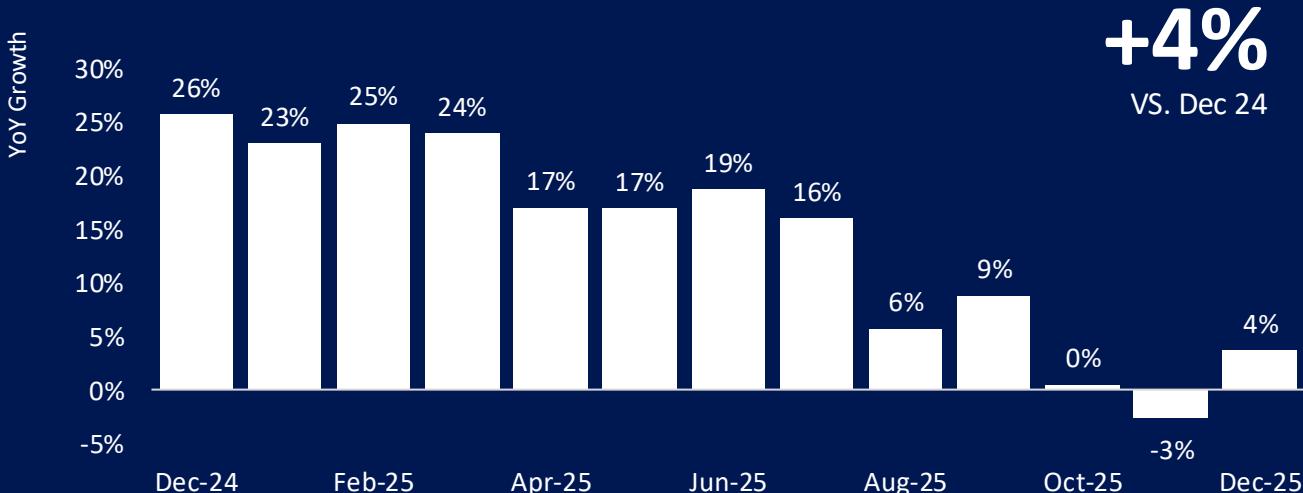
# +2%

VS. Dec 24



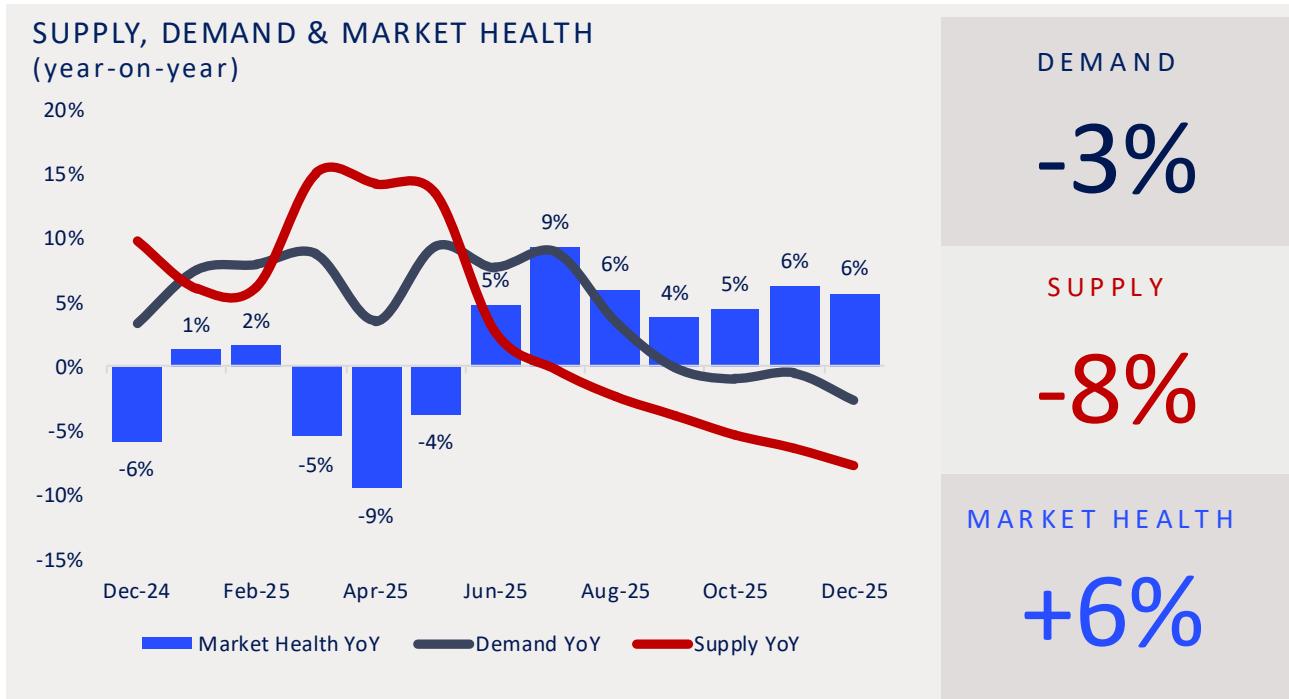
## USED LCV SALES (year-on-year)\*

After a slight dip in November, December used LCV sales ended strong, up 4% year-on-year rounding off a strong performance in 2025. Franchise retailer sales were stronger, with sales improving by 4.7%, slightly ahead of Independents who grew 3.2%. Retail sales became less positive towards the end of 2025 as demand fell in the final quarter of the year. Used electric LCV sales remained strong seeing year-on-year growth across every month of 2025, finishing December 65.7% up.



## USED LCV MARKET HEALTH

Last quarter saw a continued rise in market health compared to the same period last year and ending 6% up in December year-on-year. It was the 7<sup>th</sup> consecutive month of positive market health. Although demand declined through the latter few months of 2025, it remained stronger than a reducing supply which fell 8% year-on-year. Market health dynamics were strongest in older age groups (10- 15-year-old vans) where we saw demand higher than a reducing supply putting market health up 12% year-on-year. Demand for younger 1-3-year-old vans grew 13% while supply grew faster, up 18%.



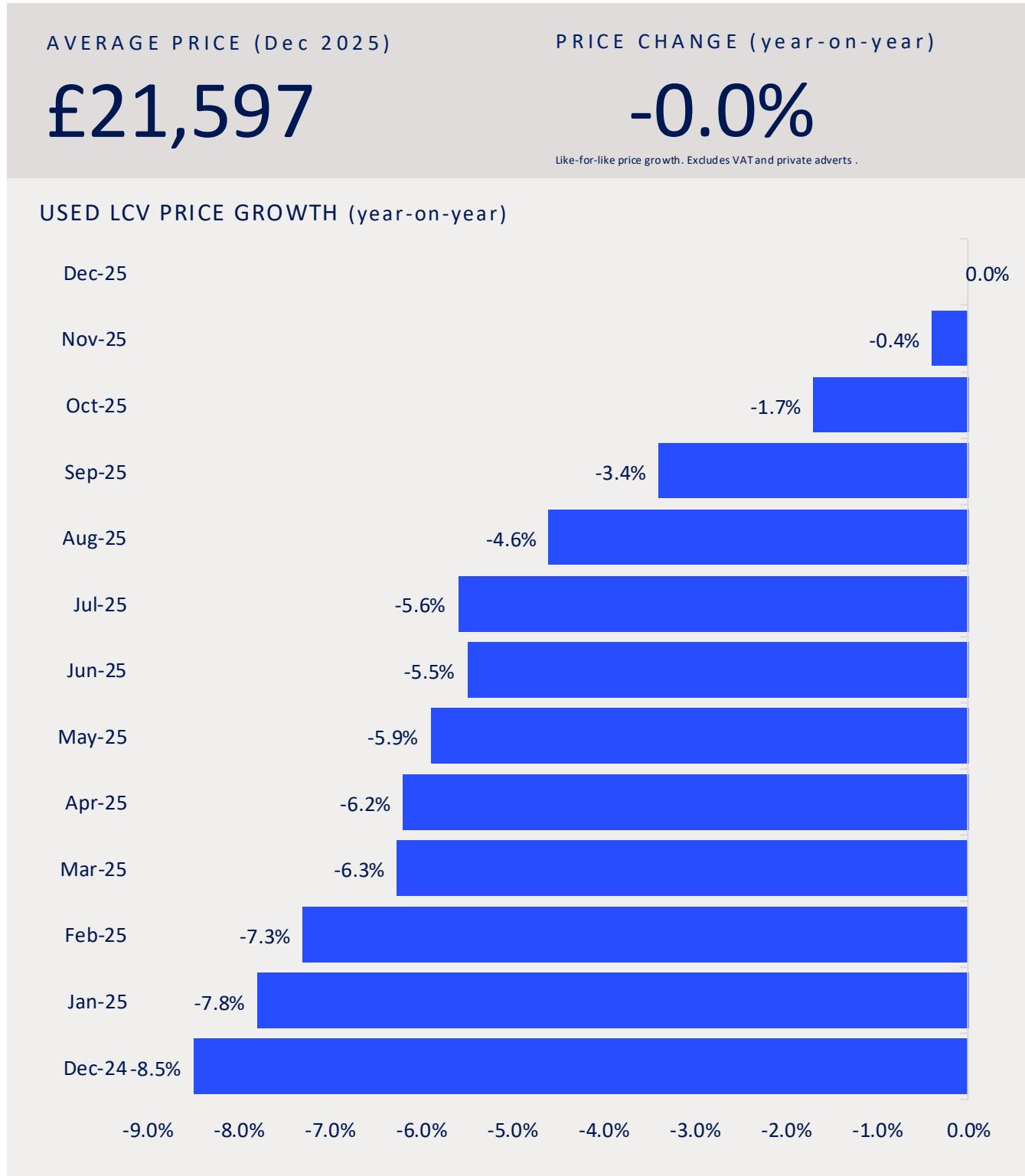
## USED LCV SPEED OF SALE

December saw LCVs sell 4 days slower year-on-year, the second slowest month in 2025, in line with typical movements to end the year. Commercial SUV's and Pickups were the fastest selling body types in December (37 and 43 days respectively). Older 10-15-year-old vans sold faster (44 days) than 1- 3-year-old vans (51 days) in December supported by strong market health metrics.



## USED LCV RETAIL PRICE GROWTH

Like-for-like used LCV prices remained flat in December, having trended with year-on-year price movements improving since October 24, ending both December and Q4 with a 0% movement on 2024. Electric pricing ended the year back 4% in December year-on-year whilst diesel grew 0.2%. Chassis Cabs grew 5.6% and Pickup's fell by 2.3%. Older aged vans continued to see improvements, with 10-15-year-old vans and 15 years + growing 7.1% and 5.8% respectively driven by positive market health dynamics in December. Prices for younger vans fell as up to 1-year-old and 1-3-year-old vans were 3.9% and 1.7% back year-on-year, respectively.



## DEMAND, SUPPLY, MARKET HEALTH & PRICE GROWTH (year-on-year)

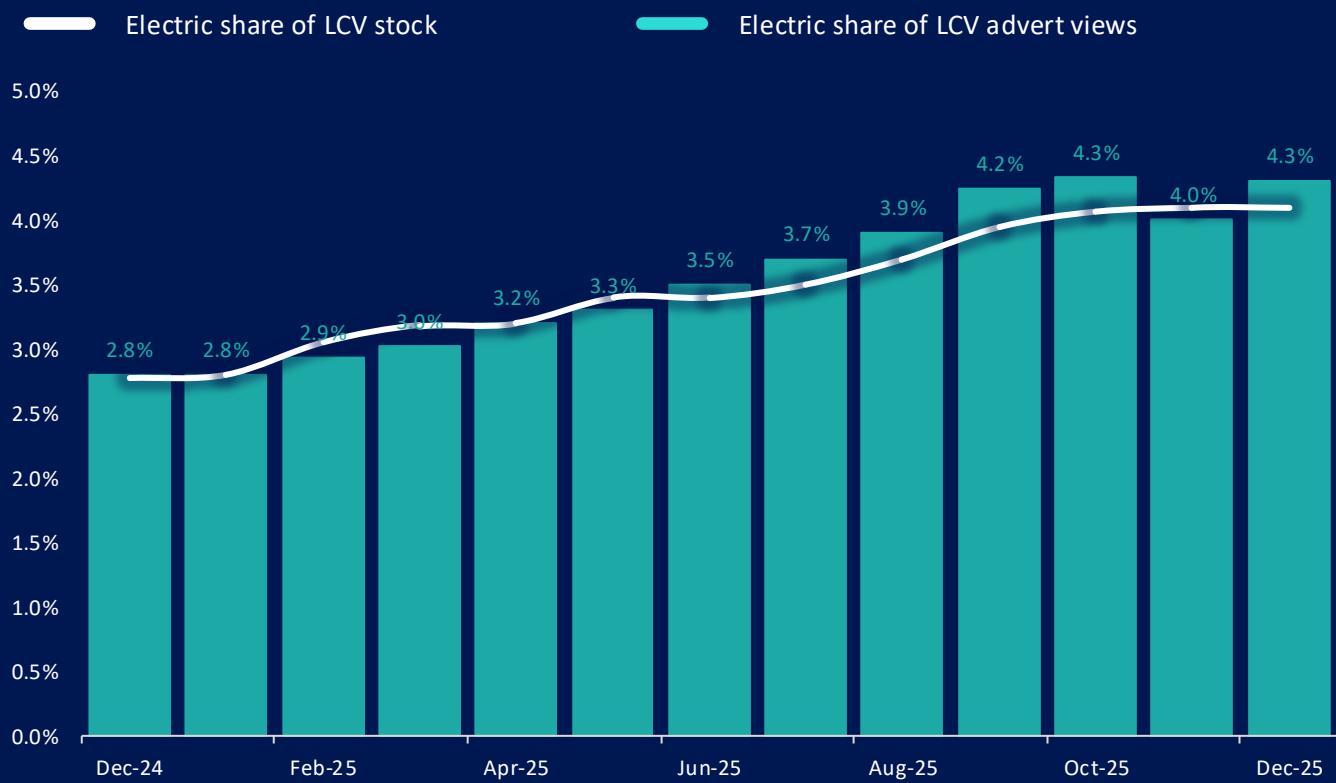
Charts show Market Health (white bar), Demand (blue) and Supply (red), with pricing movements. Panel vans as an example shows market health at 11%, as supply (-12%) is outpaced by demand (-2%).



## USED ELECTRIC LCVS

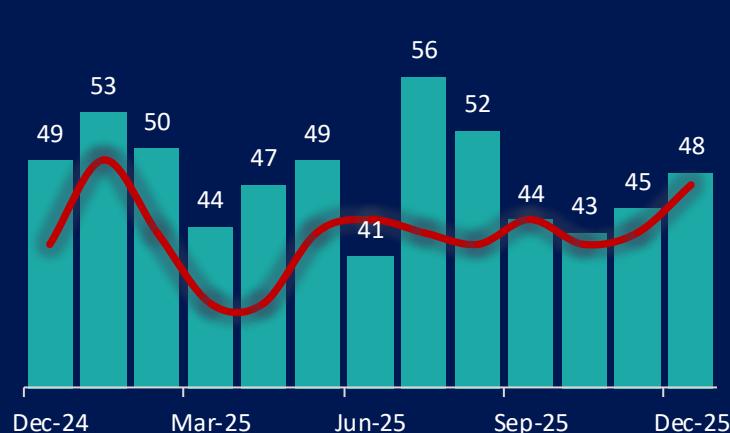
The last 3 months of 2025 saw engagement with used electric LCV adverts finish on a high, incrementally growing as stock increased and finishing 1.5ppts higher in December year-on-year. 4.3% was the highest percentage share of advert views last quarter and was the highest value in 2025. Days to sell for used electric LCV's slowed through last quarter as typically seen on the run up to year end, despite selling 1-day faster in December year-on-year. By contrast, diesel sold 7 days slower. Whilst selling more slowly through last quarter, speed of sale has improved compared to July – September, selling 6 days faster on average highlighting a volatile marketplace for used electric vans.

### ELECTRIC SHARE OF THE USED LCV MARKET ON AUTOTRADER



### USED LCV DAYS TO SELL BY FUEL TYPE\* (MEDIAN)

Electric Diesel



### DAYS TO SELL: EV

**48 days**

DEC. 2025

1 DAYS FASTER YOY

### DAYS TO SELL: DIESEL

**47 days**

DEC. 2025

7 DAYS SLOWER YOY