

Light Commercial Vehicle Quarterly Market Intelligence

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



New LCV registrations saw strong growth in Q3 whilst used van sales remain down.

New LCV registrations



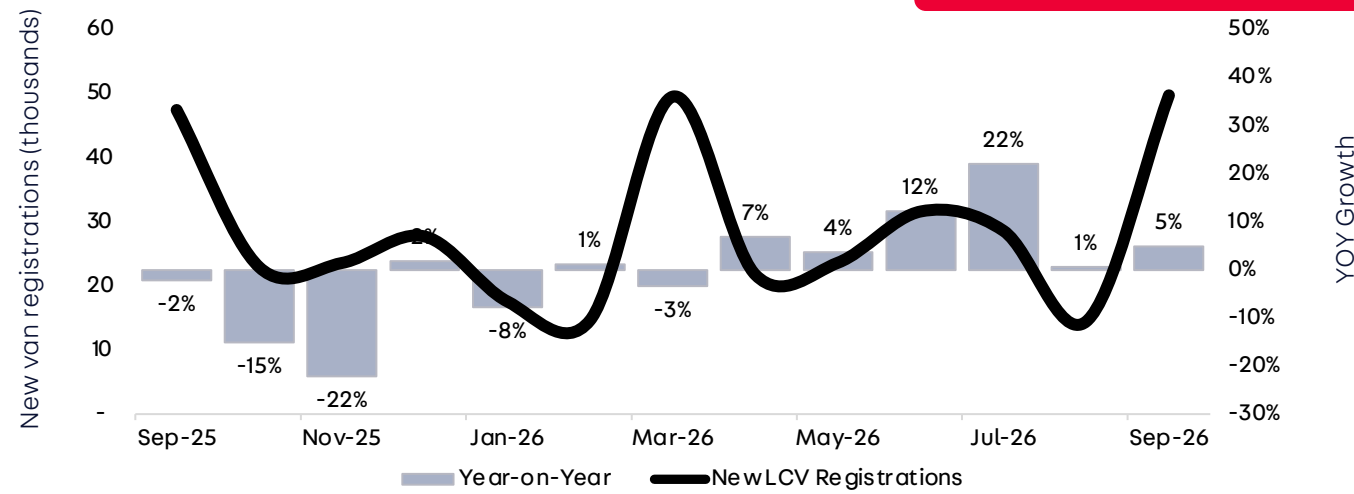
We saw the 6th consecutive month of YoY growth in September (+5%) completing a positive Q3. The second plate change month of the year brought record levels of registrations YTD surpassing what was a very strong March. Picks up continued to fall, dropping back 54% year-on-year in September following last years change to tax allowance on double cabs. Positively 4x4s grew an astonishing 221%. Each category of small, medium and large van also grew year-on-year last month rising 13%, 2% and 11% respectively.

49,704

New LCV reg. (SMMT)

+5%

(VS. September 2025)

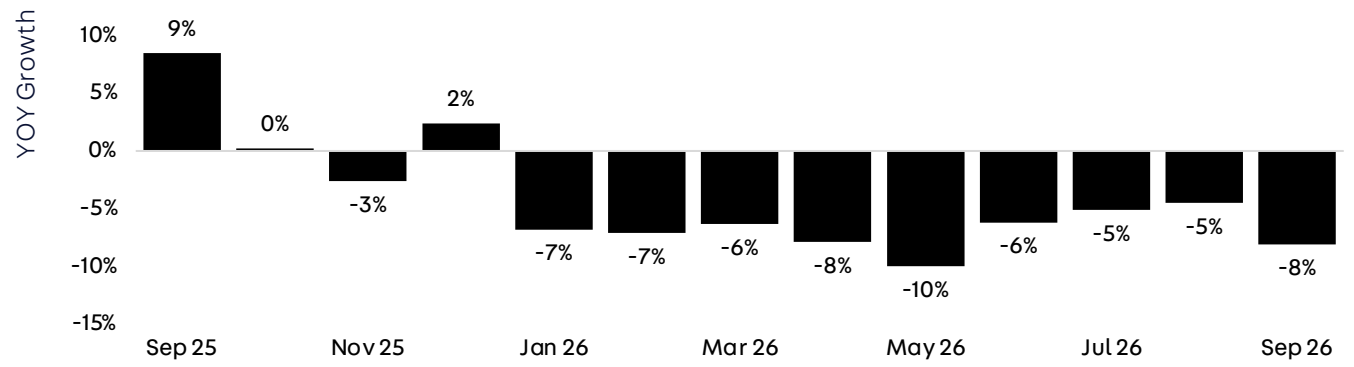


Used LCV sales (Year-on-year)*

Q3 saw further year-on-year decline, back -6% overall and back 8% in September vs last year. Franchises saw growth across the quarter up +3% vs Q3 2025, Independents however were back -10%. Plug-in hybrid and Electric vans performed the best through the quarter up +124% and +99% in September, respectively. Diesel however continued to decline year-on-year as it had in Q2, back -13% in September and back -10% across the quarter.

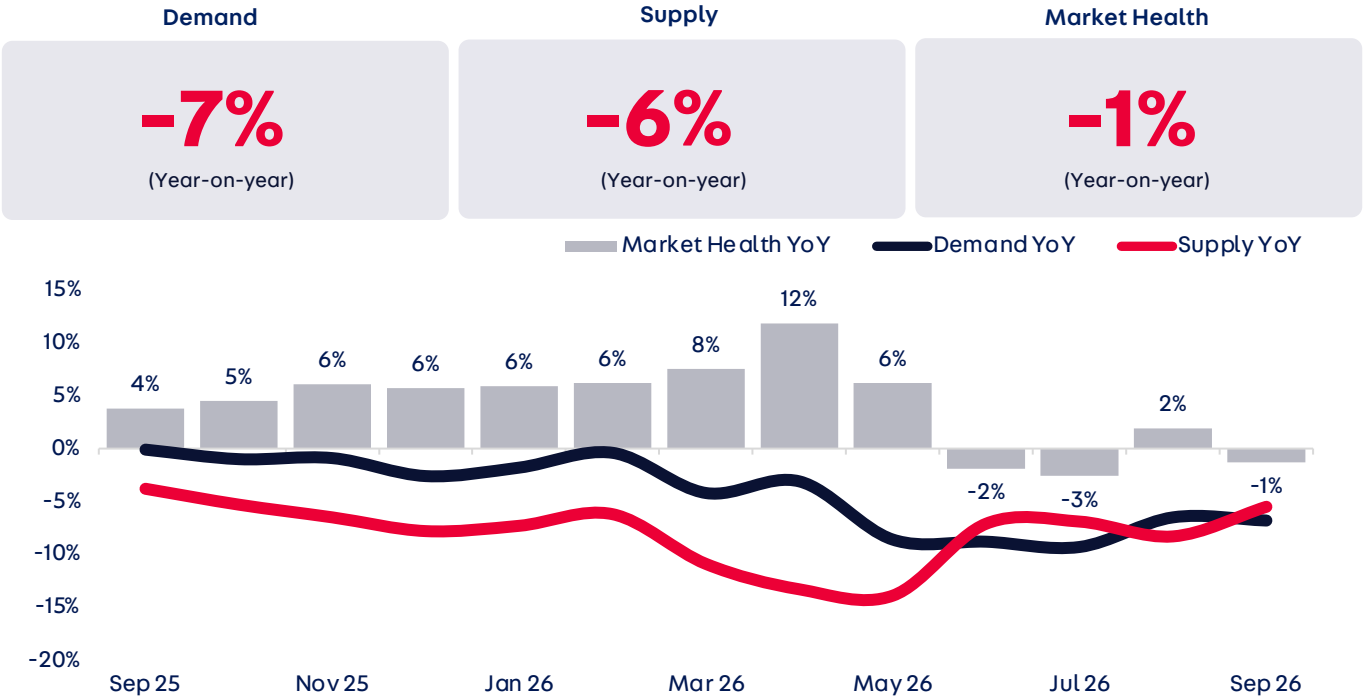
-8%

(VS. September 2025)



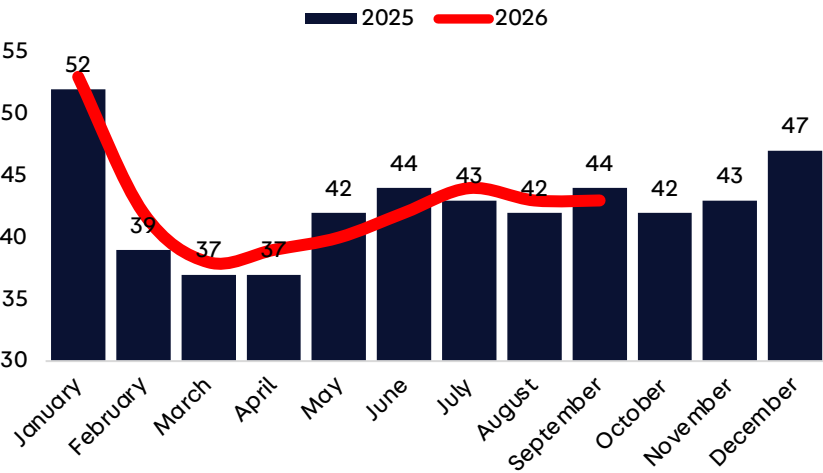
* Data based on vans removed from Autotrader. We assume that the van is sold on the last day we saw it on our site. Strong historical correlation to DVLA used LCV transactions. Includes electric vans weighing up to 4.25t.

Market health softened through Q3, both demand and supply metrics fell year-on-year through the quarter with supply (-6%) just ahead of demand (-7%) in September. Whilst market health for diesel fell -6% in September vs last year, linked to record prices at the fuel pump (reaching 199p* on 30th September), electric grew +44%, with demand rising +66% year-on-year. Younger used vans (up to 1 year old) saw positive market health, rising +14% year-on-year in September as demand outweighed supply, older aged vans saw decline as 5- to 10-year-old vans fell -12% due to demand falling -13% against strongest supply, only reducing -2%.



Used LCV speed of sale

LVCs sold 1 day slower in both July and August than last year, however September provided optimism selling 1-day faster year-on-year. In September, both diesel and electric sold 1 and 8 days faster year-on-year respectively. Electric was September's faster turning of the two fuel types, selling 7 days quicker than diesel. Performance of electric was particularly positive in September as we saw increased supply (+16%) and demand (+50%) in 5- to 10-year-old vans leading to speed of sale quickening by 29 days.



43 days

In September 2026
1 days faster YOY

Fastest selling:

MAN TGE
Panel Van

FORD RANGER
Pickup

CITROEN BERLINGO
Combivan

*RAC fuel watch

We saw year-on-year pricing movements continue to increase through Q3, following the trend seen in the prior quarter. Despite a negative month-on-month movement (-0.7%), year-on-year pricing rose +3% in September and +4% on average across the quarter. The average vehicle price sat at £22,173 vs £21,088 in Q3 2025. Whilst diesel pricing grew +4% led by increased pricing movements in older aged vans, 10-to-15-year vans growing +14%. Electric price movements saw softer decreases, back -4% year-on-year, though holding steady (+0.1%) month-on-month. In the 3- to 5-year-old EV age cohort, despite seeing more supply (+25%), there were increased price movements, growing +3% year-on-year in September.

£22,230

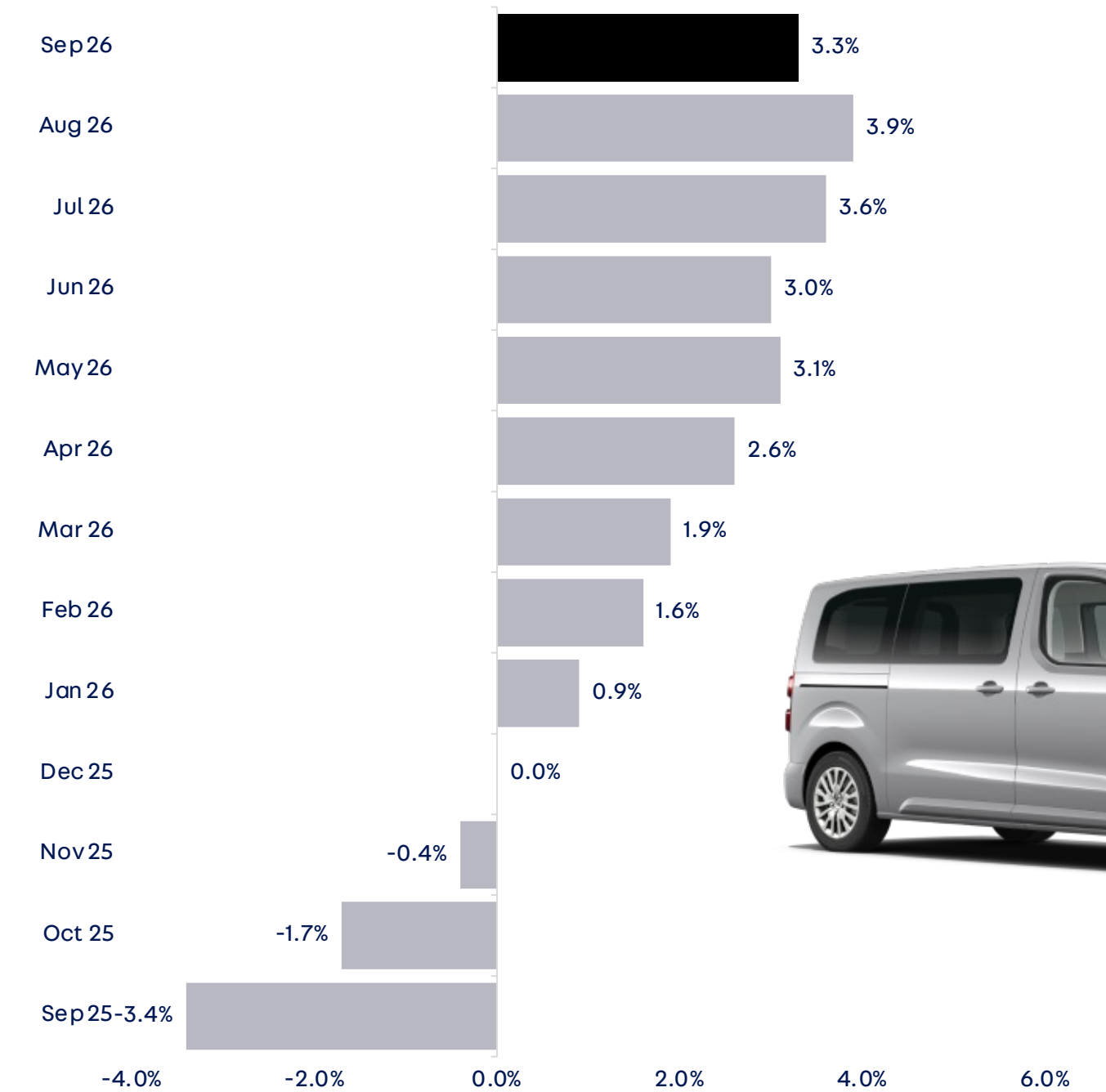
Average price (Sept 2026)

+3%

Price change YOY

Like-for-like price growth. Excludes VAT and private adverts .

Used LCV price growth
Year-on-year

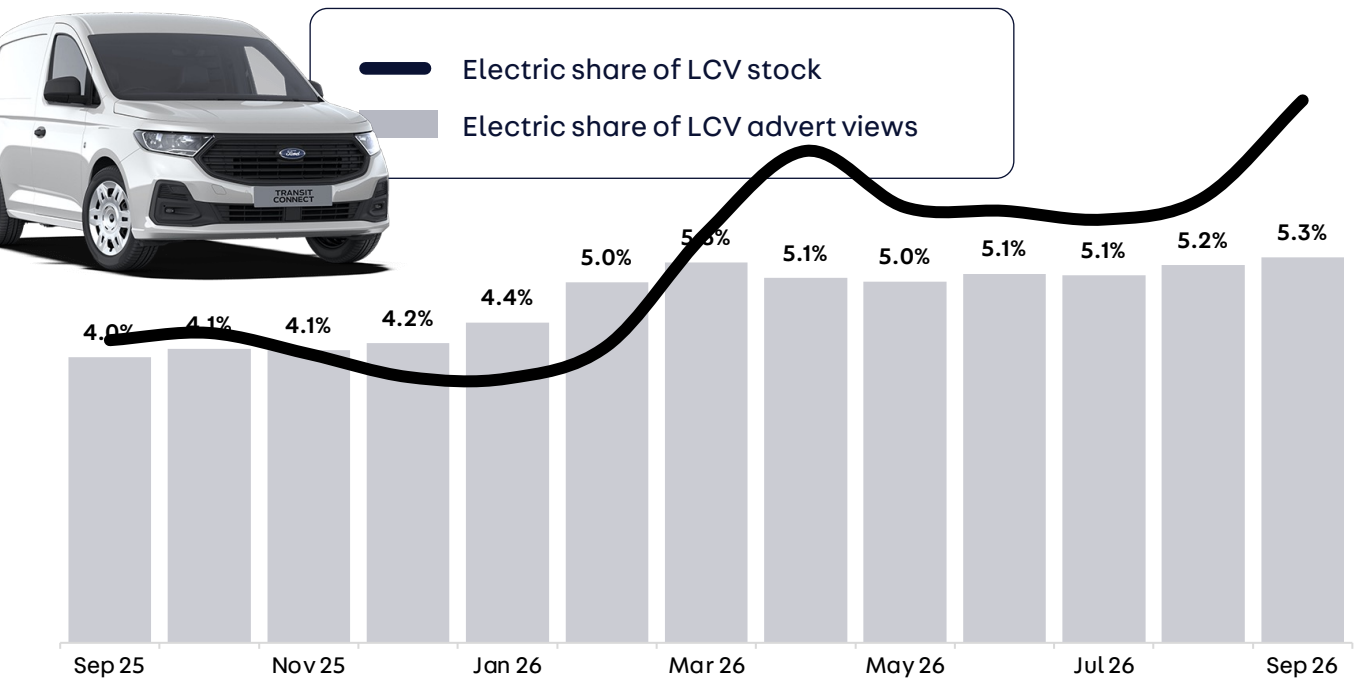


Charts show Market Health (white bar), Demand (red) and Supply (black), with pricing movements. The monthly movement of retail prices is illustrated by white/red arrows.

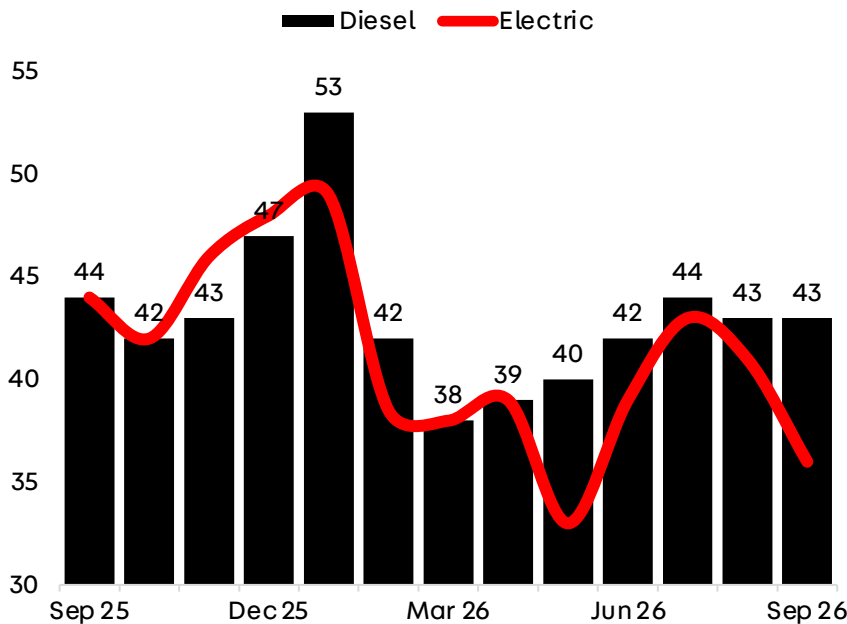


September (+8%) saw a higher share of advert views in Q3 than the previous peak we saw back in April (+7%). Share of stock was flatter through the quarter but was still up 1.3ppts year-on-year in September. Positively we still see the continued trend of engagement with adverts over indexing relative to the amount of stock. Recent improvements to advert view share will in part be linked to macro factors influencing the cost of diesel at the pump, however as we see more stock advertised this too will improve engagement. Whilst both diesel and electric vans sold faster in September year-on-year, electric was the fastest selling fuel type. The fastest selling used electric van was the Citroen e-spaceTourer, which sold in 20 days.

Electric share of the used LCV market on Autotrader



Used LCVS days to sell by fuel type



43 days
In September 2026
1 days faster year-on-year

36 days
In September 2026
8 days faster year-on-year

*Data based on vans removed from Autotrader