Cars

June 2025

Market View

For the latest insights from MOTORS.

Welcome to our monthly Market View. We've analysed activity across the MOTORS platform to provide insights into stock, price, days to sell and demand by consumers based on what they are viewing, including: manufacturers, models and the increasing interest in electric and hybrid vehicles.
We look at comparison time periods so that you can spot emerging trends on a month-by-month basis.

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Stock

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June 2025 at a glance

- June saw a small increase in total stock volumes in the market, up +0.4% MoM.
- Car supermarkets saw the biggest MoM volume change, up +1.7% MoM, these dealers were also up +10.7% YoY.
- Hybrids' share of stock volume is up 7.5% MoM, reinforcing the shift to alternative fuel stock.

To access the driving force behind multisite advertising, please call our team on **0203 966 2700**

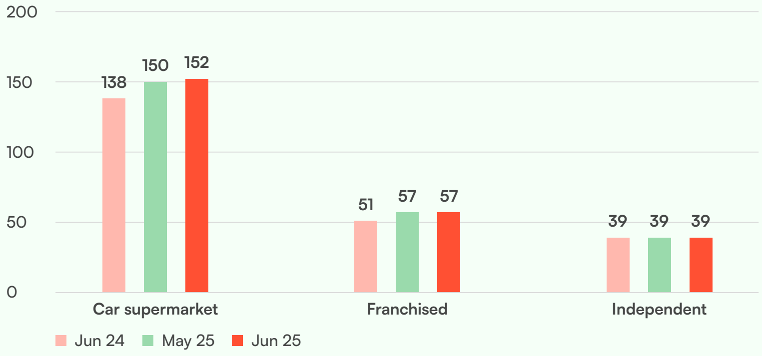
Stock volume by dealership

49.9

Jun 24	May 25
47.3	49.7
YoY: +5.6%	MoM: +0.4%

Stock volume by dealer type

Only car supermarkets saw stock volumes increase in June (+1.7% MoM), franchises and independents saw no change.

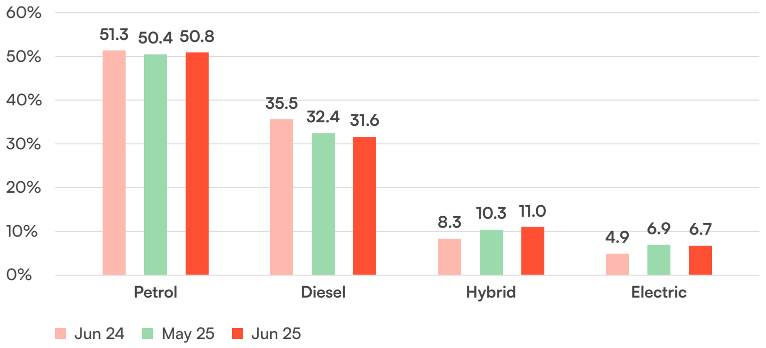


> **"With inventory levels higher than they were 12 months ago, dealers still achieved stock turn in line with the seasonal norm, albeit with dealers fighting hard to attract buyers with competitive prices."**

Lucy Tugby,
Marketing Director, MOTORS

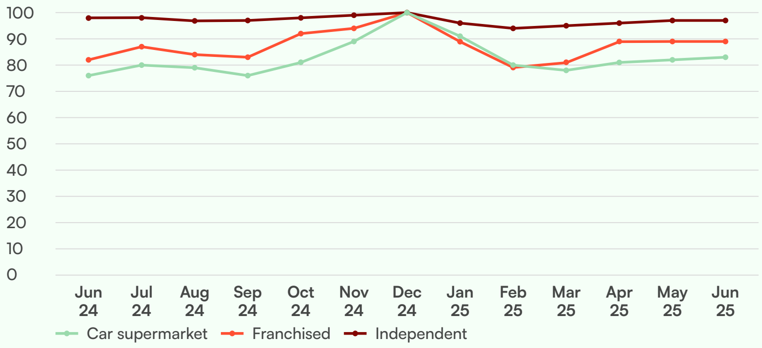
Stock volume by fuel type

Alternative fuel vehicles now make up 17.7% of stock on MOTORS, up from 13.2% this time last year.



Stock volume trend per dealership

Stock volume trends currently very similar to last year, with car supermarkets seeing the (+1.8%) biggest MoM bounce in volumes.



Data from vehicles listed across the MOTORS Network.

Price

June 2025 at a glance

- The average vehicle price remained flat MoM.
- Only franchised dealers saw an increase in average price MoM, up +1.7%.
- EVs bounced back slightly, up 3.3% MoM but down -7.2% YoY and continue to have a lower average price than hybrid vehicles.

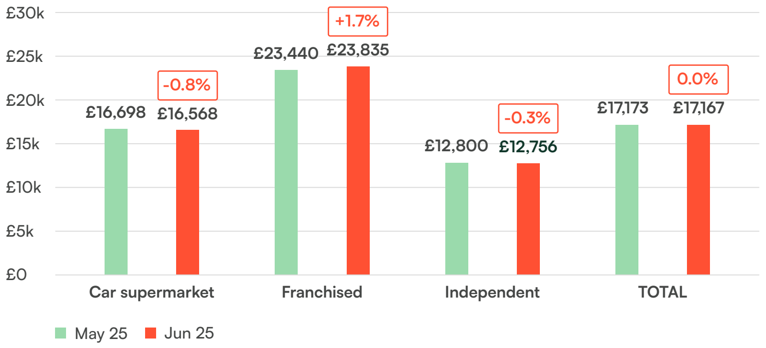
Average price

£17,167

Jun 24	May 25
£17,091	£17,173
YoY: +0.4%	MoM: 0.0%

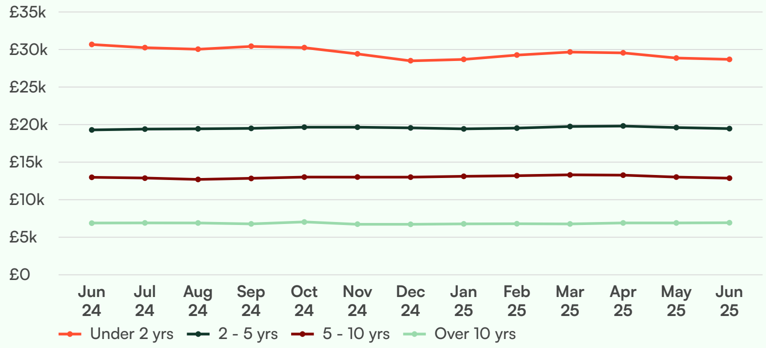
Average price by dealer type

Only franchised dealers saw an increase in average price MoM, up +1.7%.



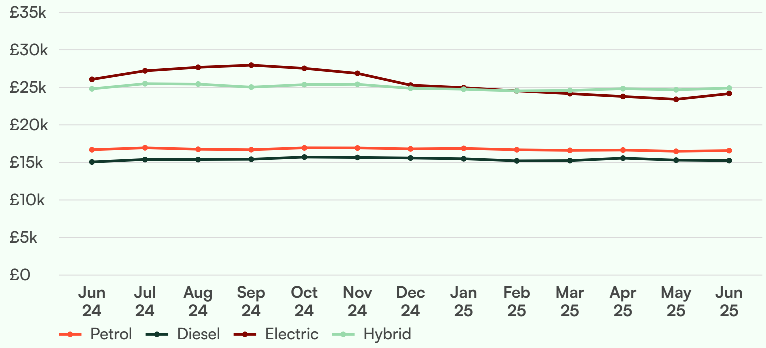
Average price by age

Only vehicles aged over 10 years old saw prices rise MoM, albeit up just +0.4%. YoY, the average price vehicles under 2 years old was down -6.3% with little change across the other age bands.



Average price by fuel type

EVs had the most significant average price rise MoM, up +3.3% and remain cheaper than hybrids for the fourth month in a row.



Used car sales volumes increased year-on-year (YoY) for June with stock levels up and days to sell consistent.

However, competition for consumer attention saw average prices dip to their lowest level so far this year.

Price

June 2025 at a glance

- The Vauxhall Corsa features twice in the top 5 price risers, however Ford Fiesta aged between 12 - 14 years old saw the biggest increase, up 6.9% MoM.
- Since it's peak in November 2024 the average price of a Range Rover Sport has fallen by just over £7,000.
- Regionally, the biggest YoY increase in average vehicle price was seen in Northern Ireland, up +11.2% (just over £1,700).

Top 5 price movers by MoM increase and decrease

The Vauxhall Corsa features twice in the top 5 price risers, however Ford Fiesta aged between 12 - 14 years old saw the biggest increase, up 6.9% MoM.

Increase

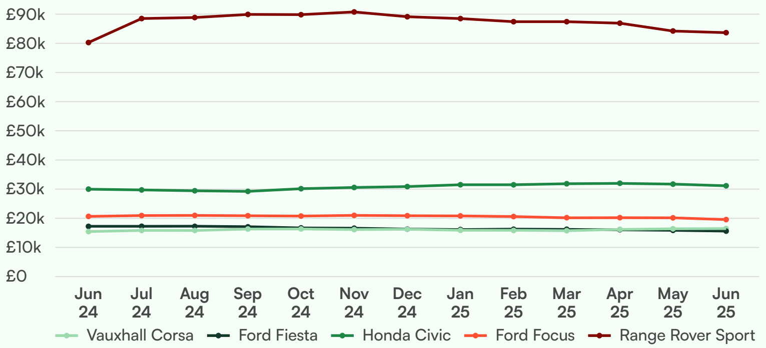
Make	Model	Age	Fuel type	Jun 25 stock	Jun 25 avg price	% change
Ford	Fiesta	12 - 14 yrs	Petrol	241	£4,453	+6.9%
Fiat	500	10 - 12 yrs	Petrol	283	£4,792	+3.2%
Vauxhall	Corsa	10 - 12 yrs	Petrol	295	£4,091	+3.0%
Audi	A1	6 - 8 yrs	Petrol	262	£12,794	+1.5%
Vauxhall	Corsa	1 - 2 yrs	Petrol	303	£15,984	+1.3%

Decrease

Make	Model	Age	Fuel type	Jun 25 stock	Jun 25 avg price	% change
Ford	Puma	4 - 5 yrs	Petrol	229	£14,743	-2.3%
Nissan	Qashqai	6 - 8 yrs	Petrol	221	£11,300	-2.6%
Vauxhall	Corsa	5 - 6 yrs	Petrol	268	£9,600	-3.3%
Ford	Focus	5 - 6 yrs	Petrol	223	£12,437	-3.4%
Ford	Ranger	3 - 4 yrs	Diesel	215	£20,842	-4.0%

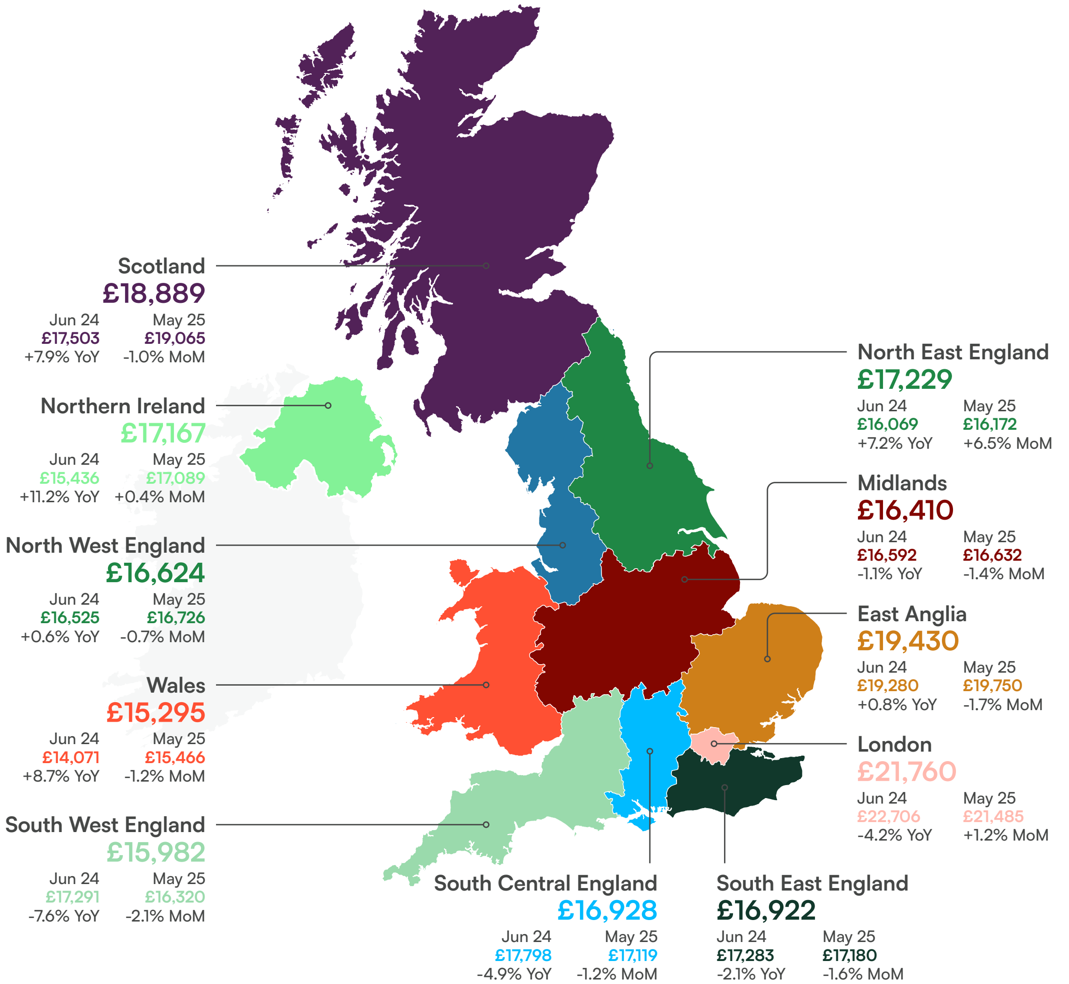
Average price selected makes/models

Only the Vauxhall Corsa of the selected makes/model saw its average price rise MoM, up +0.9%.



Average price by region

- Wales remains the cheapest region to buy a car and London the most expensive.
- Only three regions saw the average vehicle price rise MoM - North East England (+6.5%), London (+1.2%) and Northen Ireland (+0.4%).
- A BMW 3 Series was just over £5,700 cheaper in Wales than in Scotland in June.
- The cheapest region to buy a Ford Fiesta was the Midlands (£14,784) compared to the most expensive (South Central England) at £17,290.



Data from vehicles listed across the MOTORS Network.

Demand

June 2025 at a glance

- All dealer types saw days to sell increase MoM.
- MG and Vauxhall were selling quick in June, taking 8 of the top 10 fastest selling makes/models.
- Young (under 6 mths) with low mileage (under 5k) vehicles dominate the top 10 fastest sellers.

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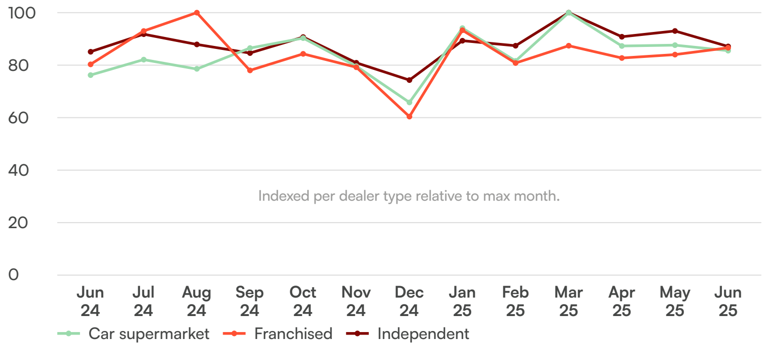
Average days to sell

30.8

Apr 25	May 25
29.3	30.0
2xMoM: +5.2%	MoM: +2.5%

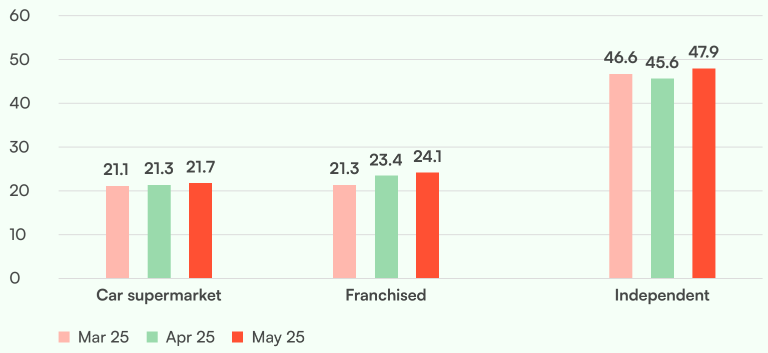
Sold volume index by dealer type

Sold index showed sales for franchises performed strongly in June with volumes up +3.1% MoM. Car supermarket dealers performed the best YoY, up +12.2%.



Average days to sell by dealer type

All dealer types saw days to sell increase with independents up the most, at +2.3 days MoM.



Top 10 fastest selling makes/models

Young (under 6 mths) with low mileage (under 5k) vehicles dominate the top 10 fastest sellers.

#	Make	Model	Age	Fuel type	Mileage	Avg days to sell
1	MG	MG3	Under 6 mths	Petrol	Under 5k	7.0
2	MG	ZS	Under 6 mths	Petrol	Under 5k	7.6
3	MG	HS	1 - 2 yrs	Petrol	10 - 20k	13.8
4	Vauxhall	Corsa	Under 6 mths	Petrol	Under 5k	14.0
5	Vauxhall	Astra	Under 6 mths	Petrol	Under 5k	15.3
=6	Vauxhall	Corsa	6 mths - 1 yr	Petrol	Under 5k	16.1
=6	Vauxhall	Corsa	4 - 5 yrs	Petrol	20 - 30k	16.1
7	Nissan	Qashqai	3 - 4 yrs	Petrol	20 - 30k	17.4
8	Vauxhall	Corsa	2 - 3 yrs	Petrol	10 - 20k	19.1
9	Range Rover	Evoque	8 - 10 yrs	Diesel	60 - 80k	19.5

"Franchised dealers and car supermarkets played to their strengths and cherry picked the models, fuel types and age profiles they knew would resonate with customers.

This placed those achieving good margins in a strong position at the end of the first half of the year and ahead of the summer holiday period."

Lucy Tugby,
Marketing Director, MOTORS

Data from vehicles listed across the MOTORS Network.

Demand

June 2025 at a glance

- Over half of listings (53.9%) were for vehicles aged between 3 and 10 years old.
- Medium vehicles continue to provide the most listings (40.9%)and get the most ad views (37.1%).
- Petrol (51.3%) and diesel (39.8%) accounted for over 90% of ad views.

Vehicle listings, indexed views per vehicle and ad views **by body style**

Medium vehicles continue to provide the most listings (40.9%)and the most ad views (37.1%).

Prestige and convertibles had the most views per vehicle.

	% of listings		Views per vehicle index		% of ad views	
Vehicle sector	Jun 24	Jun 25	Jun 24	Jun 25	Jun 24	Jun 25
Medium	39.7%	40.9%	96	91	38.1%	37.1%
Small/Supermini	25.1%	28.0%	83	83	20.8%	23.3%
Prestige	14.6%	13.2%	121	137	17.7%	18.0%
Large	6.3%	5.9%	117	115	7.4%	6.7%
MPV	8.3%	6.3%	94	110	7.8%	7.0%
Estate	3.8%	3.9%	121	118	4.6%	4.6%
Convertible	2.2%	1.7%	169	190	3.7%	3.2%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

High volume — Low volume

Vehicle listings, indexed views per vehicle and ad views **by age**

Over half of listings are for vehicles between 3 and 10 years old, with over half of ad views for 6 to 14 year old vehicles.

	% of listings		Views per vehicle index		% of ad views	
Age	Jun 24	Jun 25	Jun 24	Jun 25	Jun 24	Jun 25
Under 6 mths	4.4%	4.9%	33	38	1.5%	1.9%
6 mths - 1 yr	5.1%	4.8%	33	35	1.7%	1.7%
1 - 2 yrs	6.8%	7.6%	38	41	2.6%	3.1%
2 - 3 yrs	7.7%	8.2%	41	43	3.2%	3.6%
3 - 4 yrs	15.8%	12.8%	43	46	6.7%	5.9%
4 - 5 yrs	7.7%	9.7%	62	62	4.8%	6.0%
5 - 6 yrs	8.5%	6.5%	76	81	6.4%	5.3%
6 - 8 yrs	13.0%	13.7%	107	101	13.8%	13.9%
8 - 10 yrs	10.7%	11.2%	140	141	15.0%	15.7%
10 - 12 yrs	8.1%	8.5%	169	165	13.7%	14.1%
12 - 14 yrs	4.9%	5.0%	214	203	10.6%	10.2%
14 - 16 yrs	3.0%	3.0%	255	245	7.6%	7.5%
16 - 18 yrs	1.9%	1.7%	300	269	5.8%	4.6%
18 - 20 yrs	1.0%	1.0%	310	315	3.1%	3.1%
Over 20 yrs	1.3%	1.3%	261	273	3.4%	3.6%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

Vehicle listings, indexed views per vehicle and ad views **by fuel type**

Petrol (51.3%) and diesel (39.8%) accounted for over 90% of ad views in June.

	% of listings		Views per vehicle index		% of ad views	
Fuel type	Jun 24	Jun 25	Jun 24	Jun 25	Jun 24	Jun 25
Petrol	49.9%	49.3%	100.0	104.0	49.9%	51.3%
Diesel	37.8%	34.5%	115.3	115.2	43.6%	39.8%
Hybrid	7.7%	10.1%	59.8	57.5	4.6%	5.8%
Electric	4.6%	6.0%	41.1	51.5	1.9%	3.1%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

EVs achieved YoY increases in listings on MOTORS, up from 5% to 6%, resulting in ad views rising from 2% to 3%.

Electric/hybrid

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June 2025 at a glance

- EV stock levels are up +64.0% from this time last year, whilst hybrids have also seen an increase, up +72.0% YoY.
- All EV age bands have seen average prices drop YoY with 5 to 10 year old vehicles (-18.8%) and those over 10 years old (-18.9%) down the most.
- 5 to 10 year old hybrid vehicles saw the biggest YoY average price drop, down -4.0%.

Electric average price

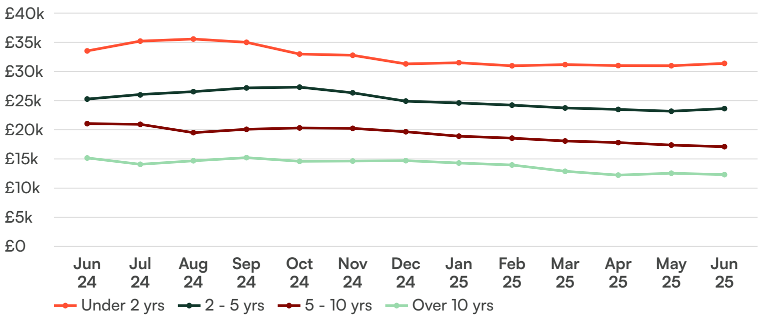
£23,920

May 25
£23,562
MoM: +1.5%

Jun 24
£26,944
YoY: -11.2%

Electric average price by age

EVs under 5 years old saw their average price rise MoM while those over 5 years old saw prices fall. All age bands are down YoY.



Top 5 electric price movers

Biggest MoM riser: Polestar 2 (2 - 3 yrs / 30 - 40k), up +4.0%.
Biggest MoM faller: Cupra Tavascan (under 6 mths / under 5k), down -8.2%.

Increase

Make	Model	Age	Mileage	Avg price	% change
Polestar	Polestar 2	2 - 3 yrs	30 - 40k	£21,599	+4.0%
Audi	E-Tron	4 - 5 yrs	30 - 40k	£22,693	+2.9%
Audi	E-Tron	3 - 4 yrs	20 - 30k	£24,568	+2.3%
MINI	Cooper	6 mths - 1 yr	Under 5k	£25,834	+1.8%
Audi	Q4 E-Tron	3 - 4 yrs	20 - 30k	£24,771	+1.8%

Decrease

Make	Model	Age	Mileage	Avg price	% change
Peugeot	208	1 - 2 yrs	Under 5k	£19,001	-6.0%
Nissan	Leaf	2 - 3 yrs	20 - 30k	£11,505	-6.2%
Peugeot	3008	6 mths - 1 yr	Under 5k	£30,195	-6.9%
Nissan	Leaf	1 - 2 yrs	5 - 10k	£13,856	-7.2%
Cupra	Tavascan	Under 6 mths	Under 5k	£40,444	-8.2%

Hybrid average price

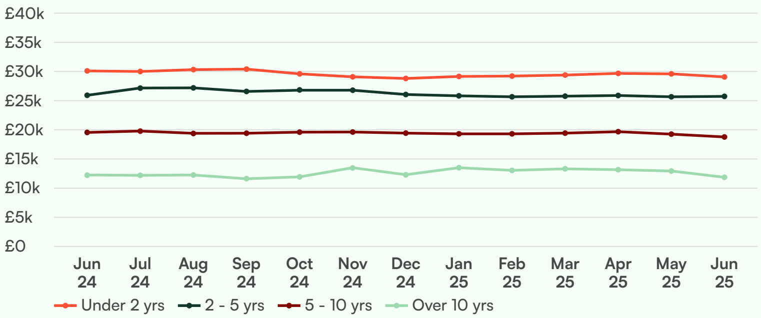
£24,666

May 25
£24,698
MoM: -0.1%

Jun 24
£25,585
YoY: -3.6%

Hybrid average price by age

Only hybrids aged between 2 and 5 years old saw the average price rise MoM, albeit a small one at +0.3%. All age bands are down YoY.



Top 5 hybrid price movers

Biggest MoM riser: MG HS (under 6 mths / under 5k), up +6.1%.
Biggest MoM faller: Kia Sportage (3 -4 yrs / 10 - 20k), down -4.6%.

Increase

Make	Model	Age	Mileage	Avg price	% change
MG	HS	Under 6 mths	Under 5k	£30,094	+6.1%
Nissan	Juke	1 - 2 yrs	10 - 20k	£20,555	+5.2%
BMW	3 Series	2 - 3 yrs	30 - 40k	£27,342	+4.1%
Nissan	Qashqai	3 - 4 yrs	30 - 40k	£18,232	+3.8%
Toyota	Prius	Under 6 mths	60 - 80k	£5,289	+3.7%

Decrease

Make	Model	Age	Mileage	Avg price	% change
Ford	Kuga	6 mths - 1 yr	Less than 5k	£29,214	-3.6%
Hyundai	Tucson	6 mths - 1 yr	5 - 10k	£29,850	-3.8%
Ford	Kuga	Under 6 mths	Under 5k	£30,060	-4.0%
Nissan	Qashqai	2 - 3 yrs	40 - 50k	£16,931	-4.1%
Kia	Sportage	3 - 4 yrs	10 - 20k	£25,021	-4.6%

Electric/hybrid

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June 2025 at a glance

- Ford Mustang Mach-e was the fastest selling EV, selling on average in 14.5 days.
- BYD Seal U was the fastest selling hybrid, selling on average in 11.8 days.
- Alternative fuel vehicles were at record numbers in June, making up 17.7% of all listings.

Top 10 fastest selling EVs

The Ford Mustang Mach-e tops the list in June, selling 2 days faster than it did in May.

#	Make	Model	Days to sell
1	Ford	Mustang Mach-e	14.5
2	Mercedes-Benz	EQA	14.8
3	BYD	Atto3	15.7
4	Mercedes-Benz	EQB	15.8
5	Audi	E-Tron	17.1
6	MINI	Hatch	17.2
7	Tesla	Model 3	17.8
8	Vauxhall	Corsa-e	18.2
9	MG	MG5	18.3
10	BMW	i4	19.7

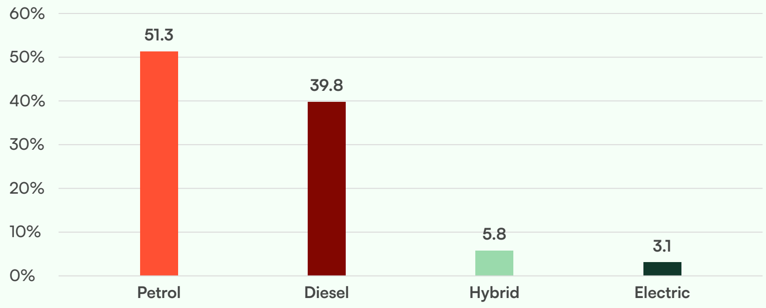
Top 10 fastest selling hybrids

Only the Suzuki Across and BMW X1 remain in the top 10 fastest sellers from last month selling in 4.2 days slower and 2.0 days faster respectively.

#	Make	Model	Days to sell
1	BYD	Seal U	11.8
2	MG	HS	13.8
3	Suzuki	Across	14.1
4	BMW	X1	14.4
5	Audi	A3	16.9
6	Skoda	Superb	17.1
7	Hyundai	Ioniq	17.8
8	Mercedes-Benz	CLA	18.1
9	Renault	Captur	18.8
10	Renault	Arkana	19.4

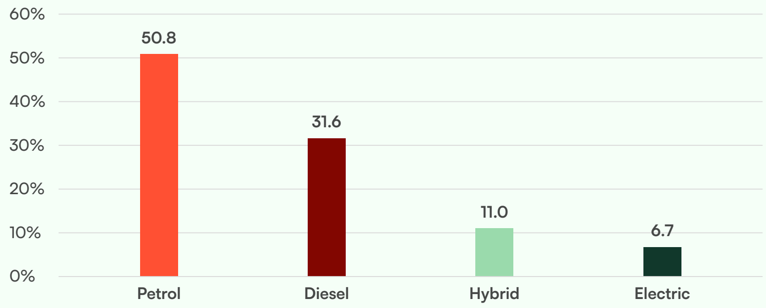
Ad views by fuel type

Alternative fuel vehicles accounted for 8.9% of ad views.
Up from 7.5% last month.



Vehicle listings by fuel type

Alternative fuel vehicles accounted for 17.7% of listings.
Up from 17.1% last month.



> "Alternatively fuelled cars are building momentum in the used car market with average prices of EVs now consistently lower than hybrids, building confidence among dealers to stock them and customers to buy them."

Lucy Tugby,
Marketing Director, MOTORS

Data from vehicles listed across the MOTORS Network.

About MOTORS

MOTORS is an advertising ecosystem helping dealers to reach millions of in-market car buyers and sell cars fast.

It provides dealers with access to multisite advertising across some of the UK's best loved destinations for used cars, led by its specialist automotive site MOTORS (www.motors.co.uk), as well as through partnerships with eBay, Gumtree and Parkers. This creates a cost-effective advertising platform reaching buyers across the digital car search journey, which typically sees them visit on average 3.9 sites.*

The Cazoo brand was acquired by MOTORS in June 2024 and was relaunched as a used car search marketplace in April 2025 with more than 300,000 listings providing even greater online visibility for car dealers. Along with a new app it has become the flagship brand in the MOTORS network. Retailers enjoy the simplicity of a single upload, one point of contact and access to a stock management and response reporting centre, ensuring that it is a time-efficient and a value-packed way to advertise.

Each month MOTORS publishes a Market View analysis of the key used car trends across its platform, detailing average pricing, stocking levels and consumer demand. This data provides valuable insight for dealers across the UK.

Since 2021, MOTORS has been owned by O3 Industries and Novum Capital.

For more information, please visit **www.dealer.motors.co.uk**

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Source: *MOTORS Digital Touchpoints Survey, March 2025. Independent research of 3,000 car buyers conducted by Insight Advantage from 24 February to 2 March 2025. Motors.co.uk Limited, registered in England and Wales with number 05975777, 27 Old Gloucester Street, London, WC1N 3AX, United Kingdom. VAT No. GB 345 7692 64.