

Market View

For the latest insights from MOTORS.

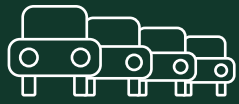
Welcome to our monthly Market View. We've analysed activity across the MOTORS platform to provide insights into stock, price, days to sell and demand by consumers based on what they are viewing, including: manufacturers, models and the increasing interest in electric and hybrid vehicles. We look at comparison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



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CAZOO

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Stock

August 2025 at a glance

- Overall stock volumes dropped -2.9% MoM, down to the same levels as this time last year.
- Car supermarkets (-3.5%) and franchises (-4.4%) saw volumes fall MoM, while independents remained static.
- Only petrol vehicles saw volumes rise MoM, up +1.6%.

Stock volume by dealership

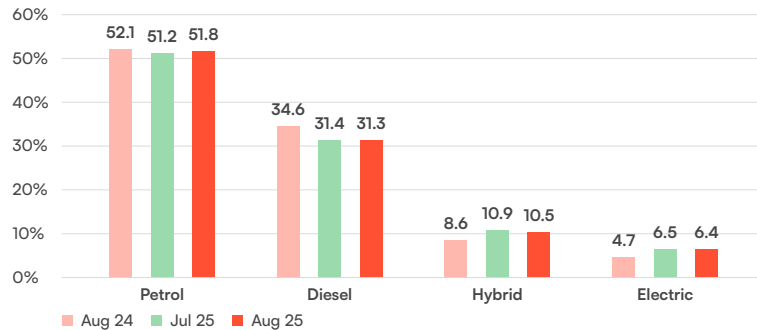
49.4

Aug 24
49.5
YoY: -0.1%

Jul 25
50.9
MoM: -2.9%

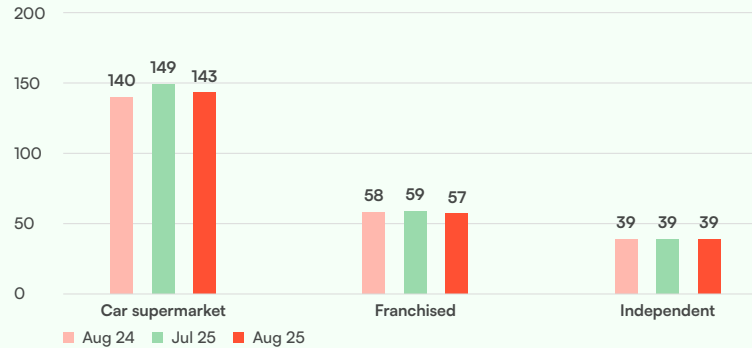
Stock volume by fuel type

YoY, alternative fuel vehicles have seen big rises in stock volumes, with hybrids up +24.8% and EVs up +39.3%.



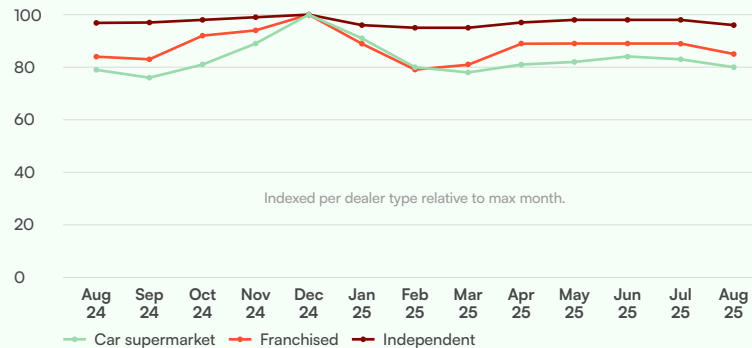
Stock volume by dealer type

Volumes are up YoY for car supermarkets (+2.7%), down for franchises (-1.4%) while independents have seen no change.



Stock volume index trend per dealership

Overall, stock volume trends are pretty much the same as this time last year (down just -0.1%).



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“August marked a further month of stability for the used car market with our data showing dealers achieving encouraging stock turns despite the impact of school holiday and good summer weather.”

Lucy Tugby,
Marketing Director, MOTORS



Price

August 2025 at a glance

- The overall average vehicle price increased by +1.2% MoM and +2.3% YoY
- Car supermarkets and franchises both saw a -0.8% drop in average prices MoM.
- The average price of an EV is higher than that of a hybrid for the second month in a row.

Average price

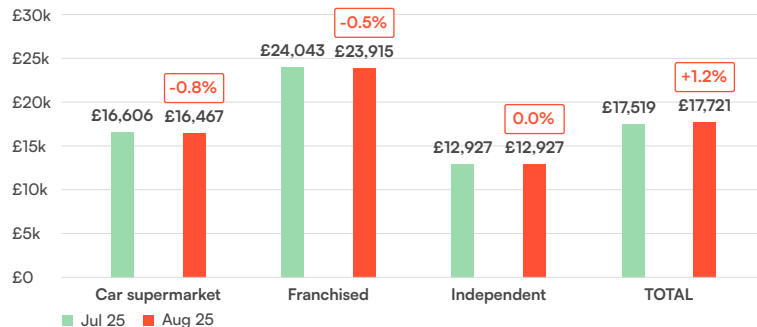
£17,721

Aug 24
£17,318
YoY: +2.3%

Jul 25
£17,519
MoM: +1.2%

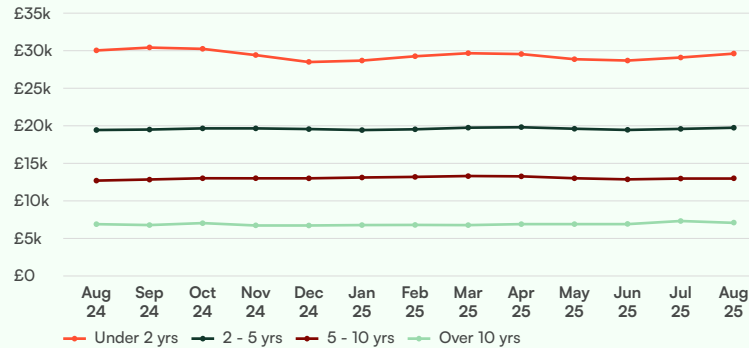
Average price by dealer type

Independent dealers have seen average prices rise YoY by +4.3%, while car supermarkets and franchises have seen little or no change.



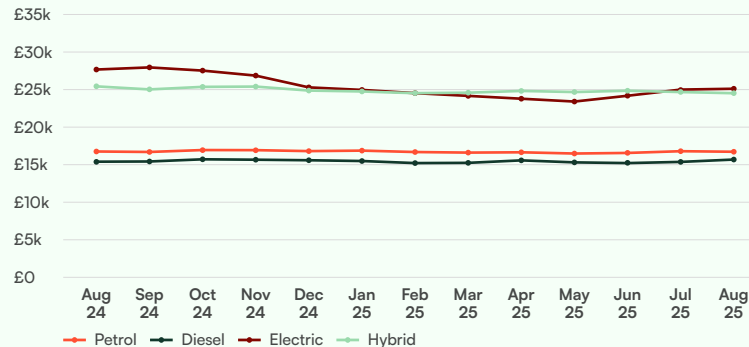
Average price by age

All age bands under 10 years old saw average prices rise MoM, while those over 10 years old were down -3.3%.



Average price by fuel type

The biggest YoY year fall in average price goes to EVs, down -9.2% which equates to a drop of just over £2,500.



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The average price of a used car on the MOTORS platform was £17,721, up +1.2% (+£202) from July and up +2.3% YoY.

This small rise was mostly driven by nearly new cars which increased +1.8% (+£519) MoM from £29,092 to £29,611.



Price

August 2025 at a glance

- Petrol Ford Focus's aged between 8 and 10 years old saw the biggest MoM average price rise, up +3.3% to £10,400.
- 10 to 12 years old petrol Fiat 500's saw the biggest MoM average price fall, down -7.5% to £4,500.
- YoY in the regions, Northern Ireland has seen the biggest average price rise, up +13.4% (+£2,000).

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Top 5 price movers by MoM increase and decrease

Increase

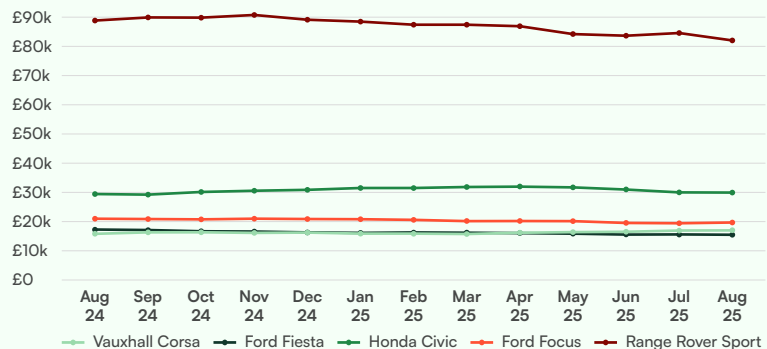
Make	Model	Age	Fuel type	Stock	Avg price	% change
Ford	Focus	8 - 10 yrs	Petrol	214	£10,400	+3.3%
MG	HS	Under 6 mths	Petrol	364	£23,871	+2.7%
Ford	Fiesta	8 - 10 yrs	Petrol	551	£6,266	+1.5%
Fiat	500	6 - 8 yrs	Petrol	239	£7,366	+1.1%
Vauxhall	Corsa	3 - 4 yrs	Petrol	770	£12,684	+0.9%

Decrease

Make	Model	Age	Fuel type	Stock	Avg price	% change
Fiat	500	10 - 12 yrs	Petrol	226	£4,501	-7.5%
Vauxhall	Mokka	Under 6 mths	Petrol	252	£22,384	-3.9%
Peugeot	208	Under 6 mths	Petrol	291	£19,515	-3.5%
Nissan	Qashqai	3 - 4 yrs	Petrol	491	£18,763	-2.6%
Ford	Ecosport	3 - 4 yrs	Petrol	328	£12,982	-2.5%

Average price selected makes/models

Prices are down significantly YoY, for two of our selected makes/models: Range Rover Sport, -7.7% (-£2,400) and the Ford Fiesta, -10.0% (-£1,700).



Average price by region

Once again London is the most expensive place to buy a used car and Wales the cheapest, take a look:

National average: **£17,721**

London: **£22,426**

Scotland: **£19,785**

East Anglia: **£18,314**

South East England: **£17,870**

Northern Ireland: **£17,488**

North West England: **£17,468**

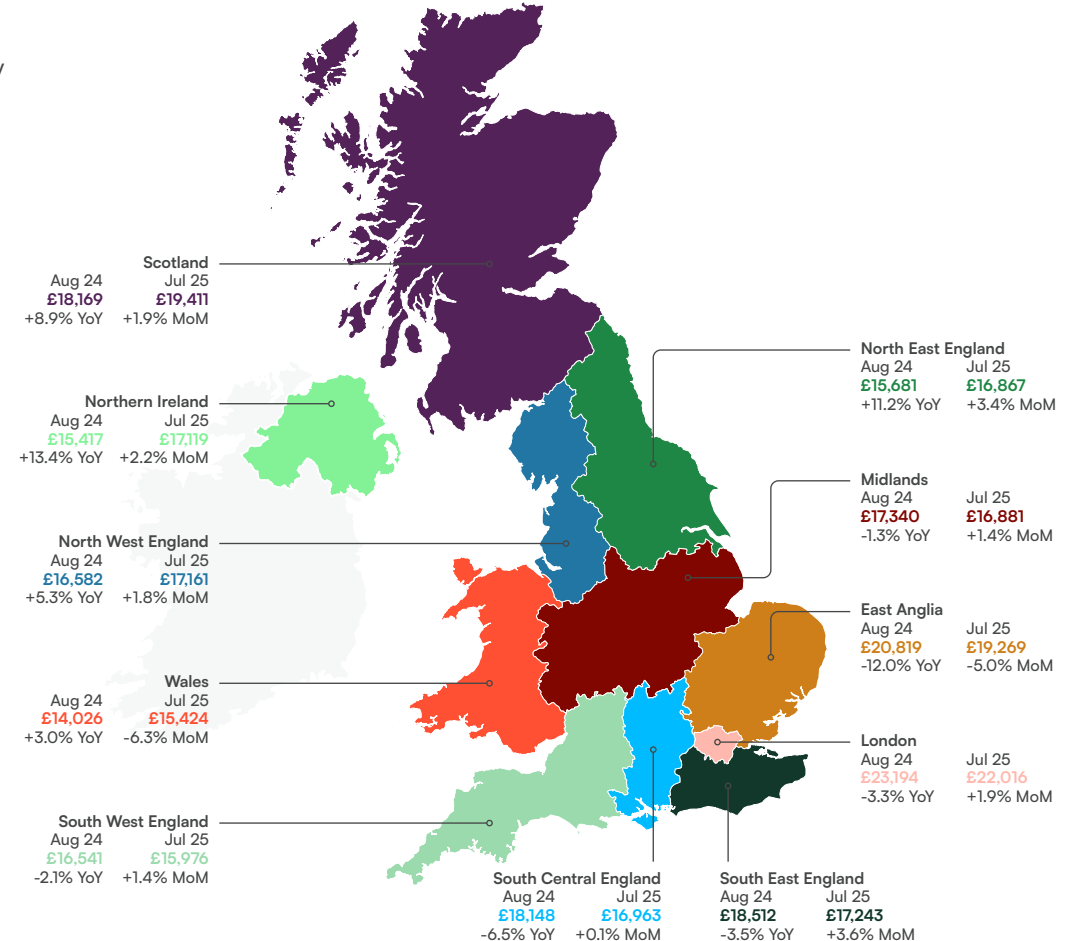
North East England: **£17,444**

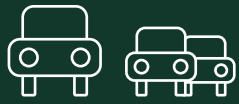
Midlands: **£17,121**

South Central England: **£16,977**

South West England: **£16,197**

Wales: **£14,444**





Demand

August 2025 at a glance

- On average, vehicles were selling a day faster than they had in June and July.
- Vehicle sales for all dealer types performed strongly, with volumes up +2.7% MoM.
- Only one EV made the top 10 fastest sellers (#2) - the MG S5 was selling on average in just 12.2 days.

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Average days to sell

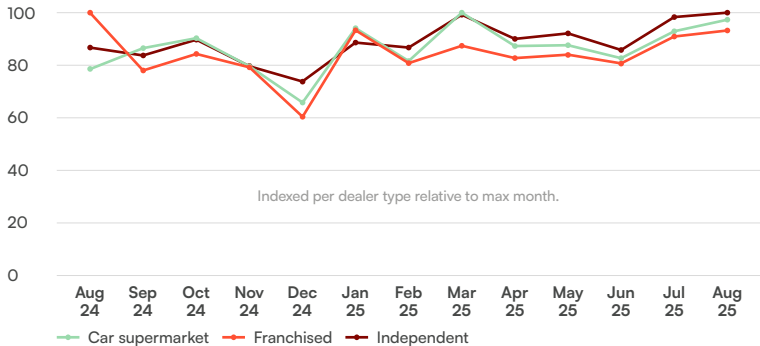
30.1

Jun 25
31.2
2xMoM: -3.5%

Jul 25
31.3
MoM: -3.9%

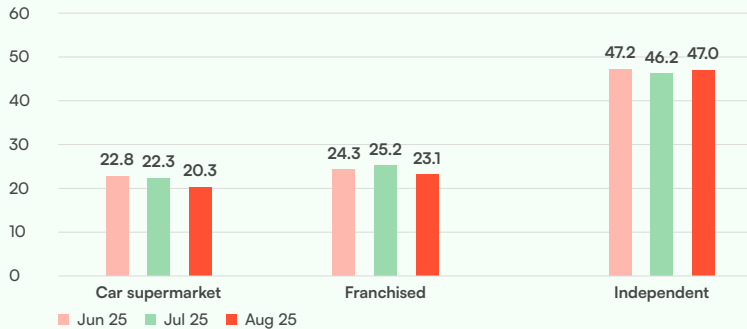
Sold volume index by dealer type

Overall, vehicle sales are up YoY, with car supermarkets leading the way at +23.9%. MoM, volumes were up +2.7%.



Average days to sell by dealer type

Both car supermarkets and franchises saw vehicles selling around 2 days faster compared to the previous month.



Top 10 fastest selling makes/models

Younger models (under 6 months) dominate the top 10.

#	Make	Model	Age	Fuel type	Mileage	Avg days to sell
1	Citroen	Berlingo	Under 6 mths	Diesel	Under 5k	11.8
2	MG	S5	Under 6 mths	Electric	Under 5k	12.2
3	Volkswagen	Polo	Under 6 mths	Petrol	Under 5k	13.6
4	MG	ZS	1 - 2 yrs	Petrol	10 - 20k	15.8
5	Land Rover	Discovery Sport	8 - 10 yrs	Diesel	60 - 80k	16.3
6	Vauxhall	Corsa	Under 6 mths	Petrol	Under 5k	17.0
7	MG	HS	Under 6 mths	Petrol	Under 5k	17.1
8	Vauxhall	Grandland	Under 6 mths	Petrol	Under 5k	17.5
=9	Vauxhall	Corsa	5 - 6 yrs	Petrol	30 - 40k	17.8
=9	Volkswagen	Golf	1 - 2 yrs	Petrol	10 - 20k	17.8

Nearly new cars (under 6 months old) with low mileage (up to 5,000 miles) were in high demand, accounting for the three fastest sellers:

The Citroen Berlingo MPV (diesel) and the MG S5 EV which both averaged 12 days, followed by the Volkswagen Polo (petrol) at 14 days.



Demand

August 2025 at a glance

- Unsurprisingly, thanks to the good summer weather, convertible vehicles received the most ad views in August.
- Half of all listings were for petrol vehicles.
- Alternative fuel vehicles took 11.1% of ad views, up from just 6.2% in August last year.

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

Medium vehicles provided the most stock (40.7%) and received the most ad views (34.7%).

Vehicle sector	% of listings		Views per vehicle index		% of ad views	
	Aug 24	Aug 25	Aug 24	Aug 25	Aug 24	Aug 25
Medium	38.7%	40.7%	94	85	36.2%	34.7%
Small/Supermini	26.5%	27.0%	86	76	22.8%	20.4%
Prestige	14.4%	13.2%	117	144	16.9%	18.9%
Large	7.7%	5.8%	107	160	8.2%	9.3%
MPV	6.9%	7.7%	114	101	7.9%	7.8%
Estate	3.7%	3.7%	123	115	4.5%	4.3%
Convertible	2.2%	1.7%	163	258	3.5%	4.5%
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

Alternative fuel vehicles had 15.4% of listings, up from 12.3% this time last year.

Fuel type	% of listings		Views per vehicle index		% of ad views	
	Aug 24	Aug 25	Aug 24	Aug 25	Aug 24	Aug 25
Petrol	50.5%	50.2%	98.7	106.2	49.8%	53.3%
Diesel	37.2%	34.4%	118.4	103.5	44.0%	35.6%
Hybrid	8.0%	9.8%	53.1	72.6	4.3%	7.1%
Electric	4.3%	5.6%	44.0	71.0	1.9%	4.0%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

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

53.3% of stock is between 3 and 10 years old, with 55.7% of ad views coming from 6 - 16 year old vehicles.

Age	% of listings		Views per vehicle index		% of ad views	
	Aug 24	Aug 25	Aug 24	Aug 25	Aug 24	Aug 25
Under 6 mths	5.3%	5.6%	29	51	1.5%	2.9%
6 mths - 1 yr	5.3%	4.7%	30	49	1.6%	2.3%
1 - 2 yrs	7.1%	8.0%	35	52	2.5%	4.1%
2 - 3 yrs	7.2%	8.2%	40	55	2.9%	4.5%
3 - 4 yrs	15.8%	12.4%	39	53	6.1%	6.6%
4 - 5 yrs	8.1%	9.4%	60	67	4.8%	6.3%
5 - 6 yrs	8.3%	6.4%	77	81	6.3%	5.2%
6 - 8 yrs	12.6%	13.9%	112	97	14.0%	13.5%
8 - 10 yrs	10.4%	11.2%	146	130	15.1%	14.6%
10 - 12 yrs	7.9%	8.4%	181	151	14.4%	12.7%
12 - 14 yrs	4.8%	5.0%	225	177	10.8%	8.8%
14 - 16 yrs	3.0%	2.9%	261	213	7.8%	6.2%
16 - 18 yrs	1.9%	1.7%	298	260	5.7%	4.4%
18 - 20 yrs	0.9%	0.9%	311	335	2.9%	3.0%
Over 20 yrs	1.3%	1.3%	258	383	3.4%	5.1%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

“Nearly new cars provided an August sweet spot for many dealers with strong prices accompanied by fast sales.”

Lucy Tugby,
Marketing Director, MOTORS



Electric/hybrid

August 2025 at a glance

- The average price of an EV rose by +1.6% MoM compared to hybrid, which fell by -0.2%.
- YoY, stock levels for both EVs and hybrids have risen, up +67.8% and +66.8% respectively.
- EVs over 10 years old saw the biggest MoM average price increase, up +23.0% (+£3,200).

Electric average price

£25,086

Jul 25

£24,703

MoM: +1.6%

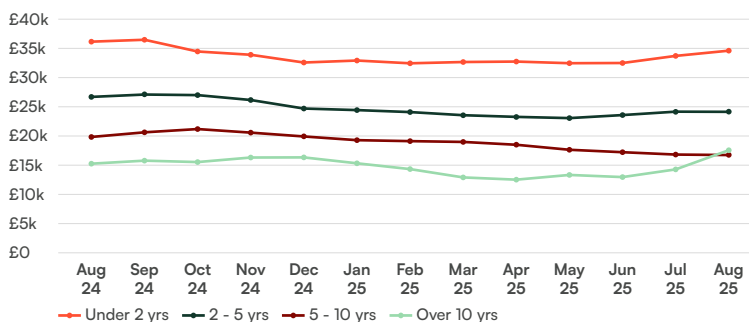
Aug 24

£27,628

YoY: -9.2%

Electric average price by age

Of all the age bands, only EVs aged between 5 and 10 years old saw their average price fall MoM, down slightly at -0.3%, although they've seen the biggest YoY drop, down -15.5%.



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Top 5 electric price movers

Increase					
Make	Model	Age	Mileage	Avg price	% change
MG	MG4	Under 6 mths	Under 5k	£24,428	+11.5%
Mercedes-Benz	EQA	6 mths - 1 yr	Under 5k	£41,297	+5.2%
MG	ZS	3 - 4 yrs	20 - 30k	£14,089	+4.9%
Jaguar	I-PACE	4 - 5 yrs	30 - 40k	£19,411	+3.9%
Audi	Q4 e-tron	1 - 2 yrs	10 - 20k	£36,309	+3.8%

Decrease

Make	Model	Age	Mileage	Avg price	% change
Audi	e-tron	4 - 5 yrs	30 - 40k	£21,888	-5.3%
BMW	i4	1 - 2 yrs	10 - 20k	£34,615	-5.2%
Audi	Q4 e-tron	Under 6 mths	Under 5k	£42,078	-4.9%
Ford	Explorer	6 mths - 1 yr	5 - 10k	£32,208	-3.9%
Hyundai	IONIQ 5	3 - 4 yrs	30 - 40k	£20,139	-3.8%

Hybrid average price

£24,465

Jul 25

£24,525

MoM: -0.2%

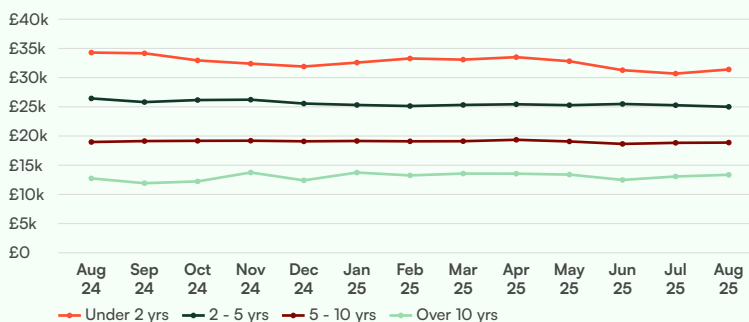
Aug 24

£25,495

YoY: -4.0%

Hybrid average price by age

Vehicles under 2 years old (+2.3%) and those over 10 years old (+2.2%) saw average prices rise MoM.

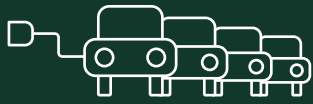


Top 5 hybrid price movers

Increase					
Make	Model	Age	Mileage	Avg price	% change
BMW	5 Series	2 - 3 yrs	30 - 40k	£27,823	+4.0%
Toyota	Corolla	2 - 3 yrs	20 - 30k	£19,377	+4.0%
MG	MG3	Under 6 mths	Under 5k	£19,205	+3.9%
Honda	Jazz	6 mths - 1 yr	Under 5k	£24,010	+3.5%
Toyota	C-HR	3 - 4 yrs	40 - 50k	£17,738	+3.4%

Decrease

Make	Model	Age	Mileage	Avg price	% change
Peugeot	208	Under 6 mths	Under 5k	£20,395	-6.4%
Kia	Sportage	Under 6 mths	Under 5k	£31,912	-3.5%
MG	HS	1 - 2 yrs	10 - 20k	£18,344	-3.1%
Nissan	X-Trail	6 mths - 1 yr	Under 5k	£32,584	-3.0%
Toyota	RAV4	2 - 3 yrs	20 - 30k	£30,201	-2.9%



Electric/hybrid

August 2025 at a glance

- BMW iX3 was the fastest selling EV, selling on average in 12.1 days.
- Fiat 500 was the fastest selling hybrid, selling on average in 13.2 days.
- Alternative fuel vehicles had 11.1 % of all ad views and 16.9% of all listings.

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Top 10 fastest selling EVs

The BMW iX3 was selling 18 days faster than the overall average (30.1) for all vehicles.

#	Make	Model	Days to sell
1	BMW	iX3	12.1
2	MG	MG S5	12.2
3	MINI	Hatch	13.3
4	Ford	Capri	13.5
5	Mercedes-Benz	EQB	14.6
6	Audi	e-tron	14.8
7	Ford	Mustang Mach-E	15.9
8	Cupra	Born	16.0
9	BMW	i4	16.1
10	Polestar	Polestar 2	16.4

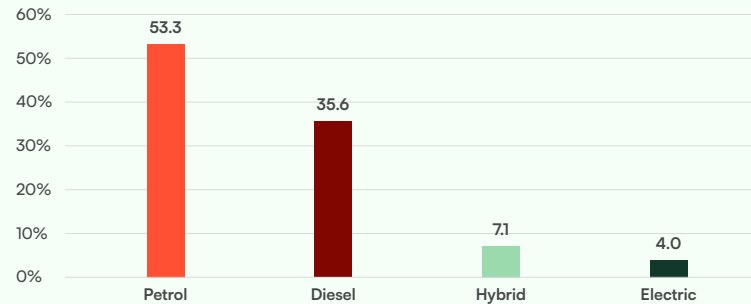
Top 10 fastest selling hybrids

The Fiat 500 was selling 16.9 days faster than the overall average (30.1) for all vehicles.

#	Make	Model	Days to sell
1	Fiat	500	13.2
2	BYD	Seal U	14.4
3	Audi	Q3	15.1
4	MG	MG3	16.7
5	Land Rover	Discovery Sport	17.1
6	Land Rover	Range Rover Evoque	17.2
=7	MG	HS	18.4
=7	Mercedes-Benz	A Class	18.4
8	MINI	Countryman	18.7
9	Cupra	Formentor	19.3

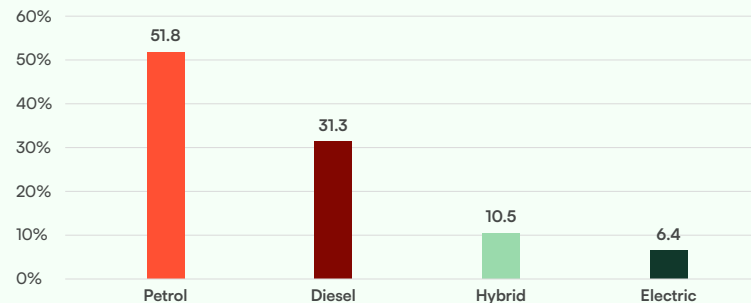
Ad views by fuel type

Alternative fuel vehicles accounted for 11.1% of all ad views.



Vehicle listings by fuel type

Alternative fuel vehicles accounted for 16.9% of all listings.



The proportion of listings for alternatively fuelled cars continued to grow YoY with EVs up from 4% to 6% and hybrids up from 9% to 11%, jointly accounting for 17% of used cars sold by dealers.

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. © Copyright 2000-2025 Motors.co.uk Limited. All rights reserved. VAT No. GB 345 7692 64.