September 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.

MOTORS CAZOO

Stock

MOTORS CAZOO

September 2025 at a glance

- Franchised and independent dealers saw little change in average stock volume both MoM and YoY.
- Car supermarkets saw volumes increase, up +4.7% MoM and +8.3% YoY.
- Alternative fuel vehicles have seen big rises in stock volume YoY, with hybrid up +20.5% and electric up +32.4%.

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

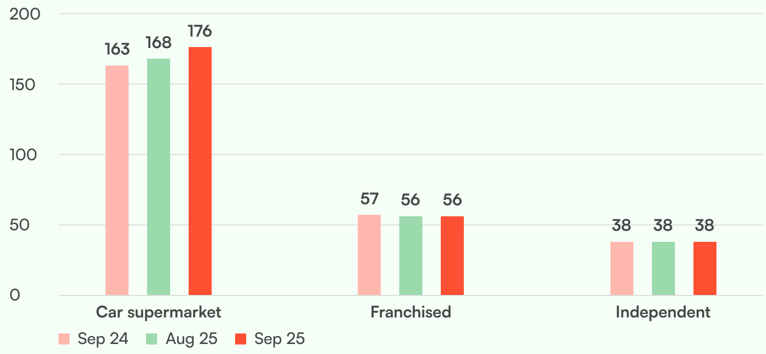
Stock volume by dealership

50.8

Sep 24	Aug 25
50.1	50.4
YoY: +1.4%	MoM: +0.6%

Stock volume by dealer type

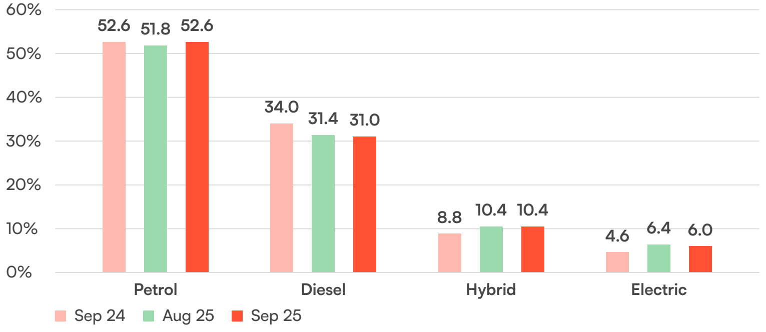
Car supermarkets saw volumes increase, up +4.7% MoM and +8.3% YoY.



Dealer stock levels increased by just one unit to 51. While days to sell were unchanged MoM at 30 with the fastest sales achieved by car supermarkets at 19 days.

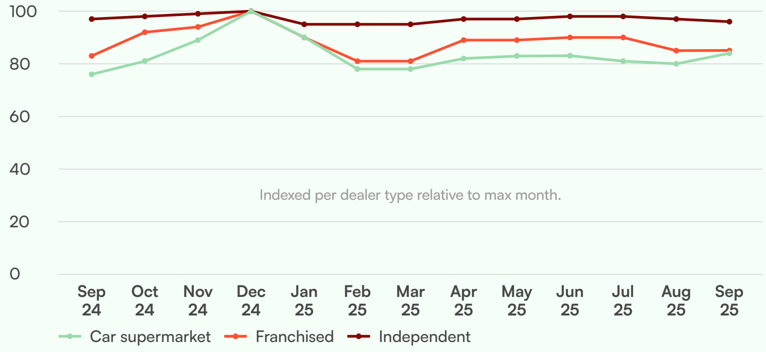
Stock volume by fuel type

Alternative fuel vehicles have seen big rises in stock volume YoY, with hybrid up +20.5% and electric up +32.4%.



Stock volume index trend per dealership

Franchised and independent dealers saw little change in stock volume trends both MoM and YoY.



Data from vehicles listed across the MOTORS Network.

Price

MOTORS CAZOO

September 2025 at a glance

- The overall average vehicle price was down slightly MoM (-0.4%).
- Only car supermarkets saw average prices rise MoM, up +0.7%.
- EV average prices have risen for the fourth month running, up +1.8%.

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

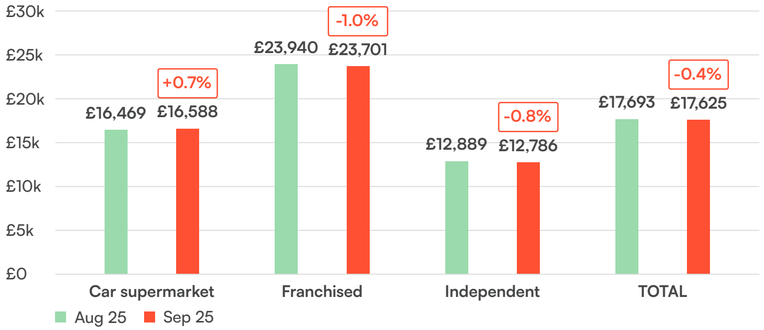
Average price

£17,625

Sep 24	Aug 25
£17,277	£17,693
YoY: +2.0%	MoM: -0.4%

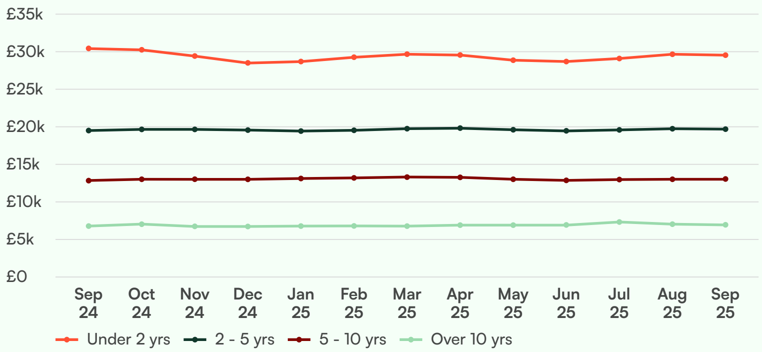
Average price by dealer type

Independents have seen average prices increase YoY, up +3.7%.



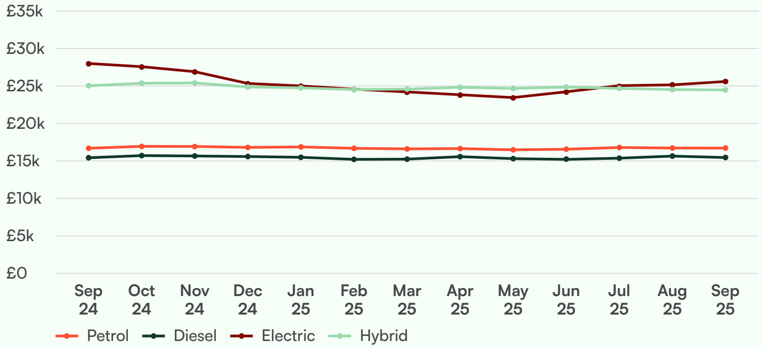
Average price by age

YoY the average price of vehicles under 2 years old has dropped by -2.9% while all other age bands are up.



Average price by fuel type

EV prices have risen each month since May but are still -8.5% down from this time last year.



Although prices remained relatively soft across most regions, Market View did identify some small rises MoM:

South Central England
up +3.1% to £17,414

South East England
up +1.7% to £18,198

East Anglia
up +1.0% to £18,527.

Data from vehicles listed across the MOTORS Network.

Price

MOTORS CAZOO

September 2025 at a glance

- Across the regions, South Central England saw average prices rise the most MoM, up +3.1%.
- East Anglia has seen the biggest average price drop YoY, down -9.6% (-£1,960).
- There are no alternative fuel vehicles in our top 5 price risers.

Top 5 price movers by MoM increase and decrease

Increase

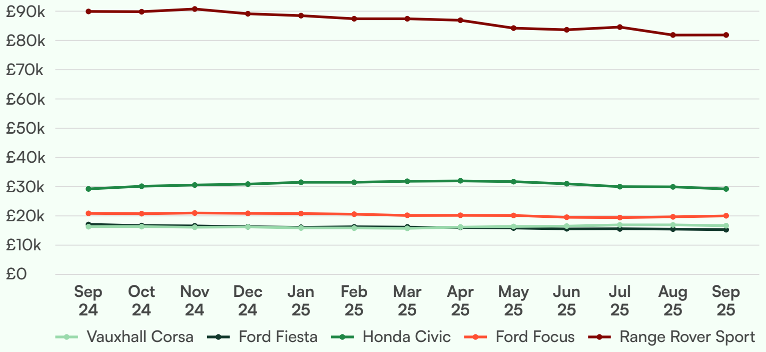
Make	Model	Age	Fuel type	Stock	Avg price	% change
Fiat	500	8 - 10 yrs	Petrol	261	£5,932	+2.9%
Mercedes-Benz	A Class	6 - 8 yrs	Diesel	259	£13,738	+2.4%
Vauxhall	Corsa	8 - 10 yrs	Petrol	403	£5,853	+2.1%
Audi	A3	2 - 3 yrs	Petrol	230	£22,344	+1.5%
Vauxhall	Corsa	3 - 4 yrs	Petrol	787	£12,891	+ 1.5%

Decrease

Make	Model	Age	Fuel type	Stock	Avg price	% change
Nissan	Qashqai	1 - 2 yrs	Hybrid	326	£22,268	-7.4%
MG	ZS	1 - 2 yrs	Petrol	240	£15,536	-2.7%
MG	HS	Under 6 mths	Petrol	464	£23,166	-2.5%
Vauxhall	Corsa	1 - 2 yrs	Petrol	327	£15,770	-2.0%
Vauxhall	Corsa	Under 6 mths	Petrol	590	£18,157	-2.0%

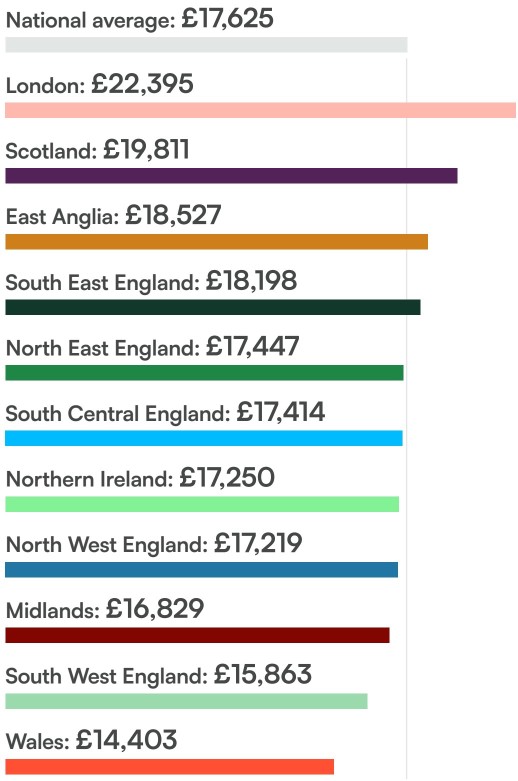
Average price selected makes/models

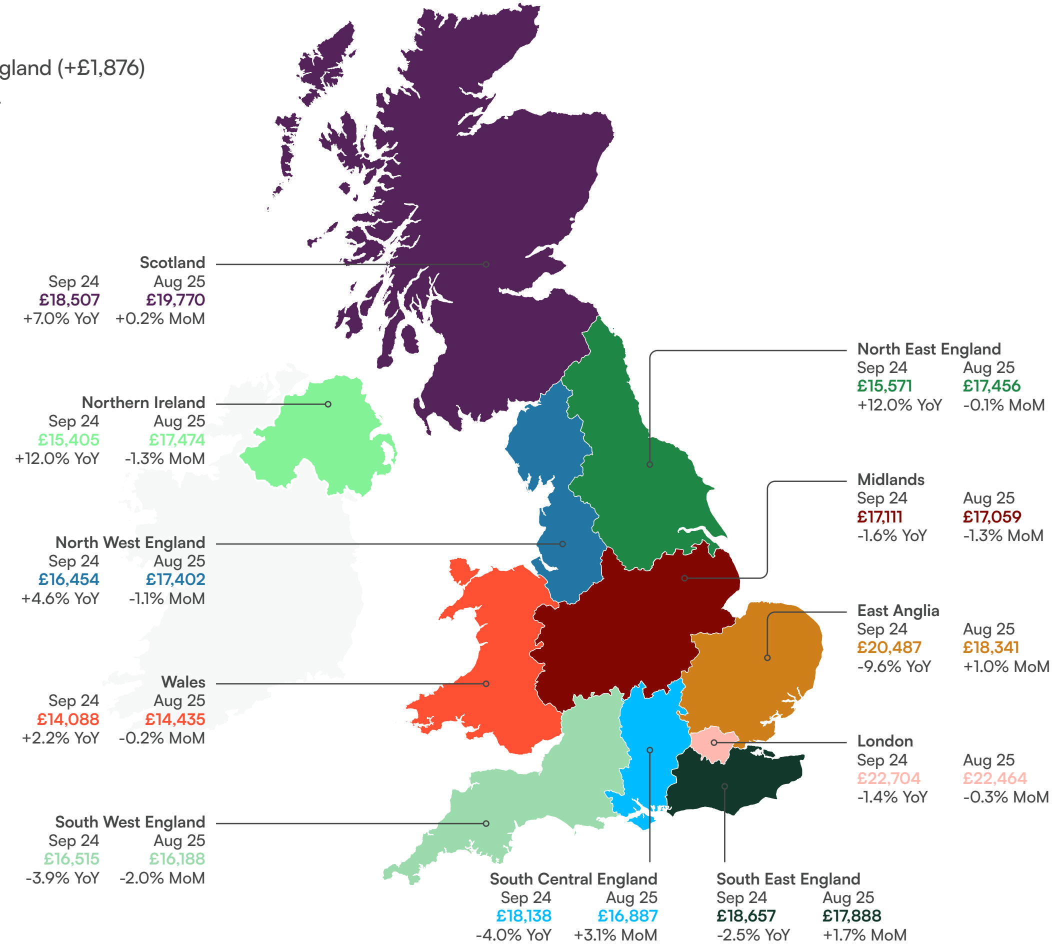
Of our selected makes/models the biggest YoY fallers are the Ford Fiesta (-10.4% or -£1,774) and the Range Rover Sport (-9.0% or -£8,057).



Average price by region

It costs +12.0% more to buy a vehicle in North East England (+£1,876) and Northern Ireland (+£1,845) than this time last year.





Data from vehicles listed across the MOTORS Network.

Demand

MOTORS CAZOO

September 2025 at a glance

- Overall, average days to sell over the last two months has remained flat.
- Car supermarkets saw stock selling 2.2 days faster MoM and 3.1 days faster 2xMoM.
- Petrol vehicles dominate the top 10 fastest selling makes/models.

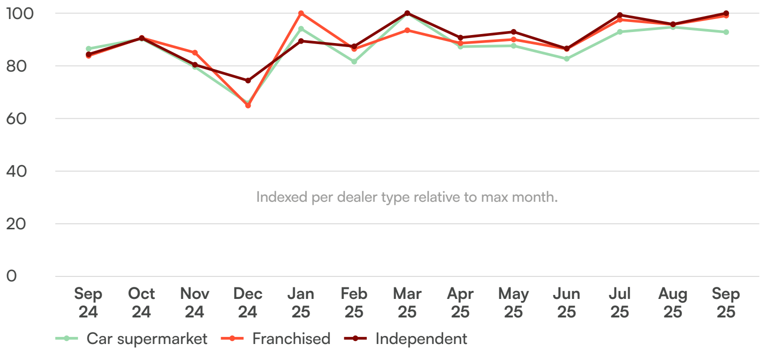
Average days to sell

30.0

Jul 25	Aug 25
31.3	30.0
2xMoM: -4.2%	MoM: 0.0%

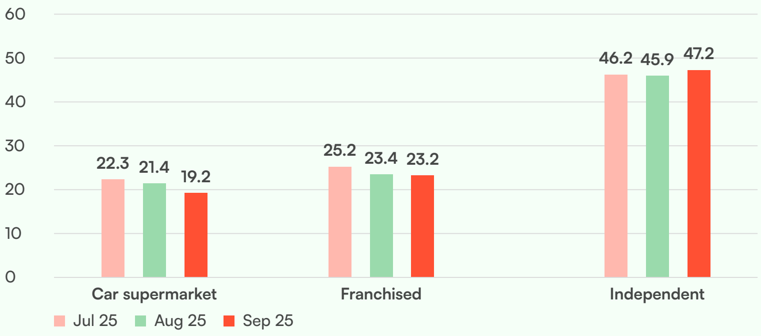
Sold volume index by dealer type

Sold index showed vehicle sales for all dealer types performed strongly in Sep-25 with indexed volumes up +2.6% MoM.



Average days to sell by dealer type

While supermarkets were shifting stock faster MoM, franchises remained static and independents slowed by just over a day.



Top 10 fastest selling makes/models

#	Make	Model	Age	Fuel type	Mileage	Avg days to sell
1	MG	MG S5	Under 6 mths	Electric	Under 5k	10.1
2	Nissan	Juke	2 - 3 yrs	Petrol	30 - 40k	13.6
3	Nissan	Qashqai	3 - 4 yrs	Petrol	20 - 30k	16.3
4	Volkswagen	T-Roc	Under 6 mths	Petrol	Under 5k	17.4
5	Vauxhall	Corsa	2 - 3 yrs	Petrol	20 - 30k	17.5
=6	Vauxhall	Corsa	2 - 3 yrs	Petrol	10 - 20k	17.8
=6	Fiat	500	2 - 3 yrs	Petrol	30 - 40k	17.8
7	MG	ZS	1 - 2 yrs	Petrol	10 - 20k	18.5
8	Vauxhall	Corsa	3 - 4 yrs	Petrol	20 - 30k	18.7
9	MG	MG3	Under 6 mths	Hybrid	Under 5k	18.8

"The cyber attack on JLR generated a succession of news headlines throughout September with our data showing how it knocked the confidence of used car buyers for both brands."

Lucy Tugby,
Marketing Director, MOTORS

Data from vehicles listed across the MOTORS Network.

Demand

MOTORS CAZOO

September 2025 at a glance

- Just over half of all stock is aged between 3 and 10 years old.
- Vehicles between 6 and 16 years old are getting the most ad views.
- 51% of listings are for petrol vehicles which also lead the way for ad views (53.4%).

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

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

Medium vehicles continue to provide the largest amount of stock (40.1%) and ad views (32.7%).

	% of listings		Views per vehicle index		% of ad views	
Vehicle sector	Sep 24	Sep 25	Sep 24	Sep 25	Sep 24	Sep 25
Medium	38.8%	40.1%	94	82	36.6%	32.7%
Small/Supermini	26.8%	27.4%	85	71	22.9%	19.3%
Prestige	14.2%	13.9%	121	149	17.2%	20.7%
Large	7.5%	6.4%	110	171	8.3%	10.9%
MPV	6.9%	6.6%	109	113	7.5%	7.5%
Estate	3.6%	3.7%	126	113	4.5%	4.2%
Convertible	2.2%	1.8%	145	252	3.2%	4.6%
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**

52.8% of stock is aged between 3 and 10 years old, with 57.0% of ad views coming for vehicles aged between 6 and 16 years old.

	% of listings		Views per vehicle index		% of ad views	
Age	Sep 24	Sep 25	Sep 24	Sep 25	Sep 24	Sep 25
Under 6 mths	4.9%	5.5%	28	47	1.4%	2.6%
6 mths - 1 yr	5.3%	5.0%	29	44	1.5%	2.2%
1 - 2 yrs	7.2%	7.7%	33	46	2.4%	3.5%
2 - 3 yrs	7.4%	8.4%	38	51	2.8%	4.3%
3 - 4 yrs	15.6%	12.0%	37	48	5.8%	5.7%
4 - 5 yrs	8.7%	8.9%	57	64	5.0%	5.7%
5 - 6 yrs	8.4%	6.5%	73	79	6.2%	5.1%
6 - 8 yrs	12.5%	14.1%	111	94	13.8%	13.2%
8 - 10 yrs	10.2%	11.3%	149	129	15.2%	14.6%
10 - 12 yrs	7.8%	8.6%	188	155	14.6%	13.3%
12 - 14 yrs	4.8%	5.0%	229	184	10.9%	9.2%
14 - 16 yrs	2.9%	2.9%	271	233	8.0%	6.7%
16 - 18 yrs	1.9%	1.7%	301	286	5.7%	4.8%
18 - 20 yrs	0.9%	0.9%	328	377	3.1%	3.5%
Over 20 yrs	1.3%	1.4%	275	392	3.6%	5.5%
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**

Less people are looking at diesels compared to this time last year, while all other fuel types are up.

	% of listings		Views per vehicle index		% of ad views	
Fuel type	Sep 24	Sep 25	Sep 24	Sep 25	Sep 24	Sep 25
Petrol	51.0%	51.0%	99.0	104.8	50.5%	53.4%
Diesel	36.6%	34.1%	117.3	106.3	42.9%	36.2%
Hybrid	8.2%	9.8%	55.6	66.8	4.6%	6.5%
Electric	4.2%	5.2%	47.5	73.8	2.0%	3.8%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

> **"Our analysis identified an increase in views for the top 30 brands in September, with Jaguar and Land Rover both tracking below average and falling sharply in the final week."**
>
> **Lucy Tugby,**
> Marketing Director, MOTORS

Electric/hybrid

MOTORS CAZOO

September 2025 at a glance

- Biggest EV MoM price riser: Mercedes-Benz EQA (6 mths - 1 yr old with under 5k miles), up +10.1%.
- Biggest hybrid MoM price riser: Toyota Prius (under 6 mths old with 60 - 80k miles), up +9.7%.
- EV average price greater than hybrid for third month in a row.

Electric average price

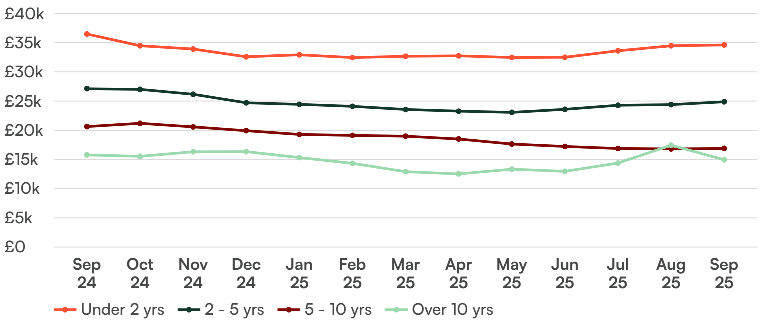
£25,474

Aug 25
£25,159
MoM: +1.2%

Sep 24
£28,107
YoY: -9.4%

Electric average price by age

Overall EV average prices were up +1.2% MoM despite a -14.3% drop for vehicles over 10 years old.



Top 5 electric price movers

Increase

Make	Model	Age	Mileage	Avg price	% change
Mercedes-Benz	EQA	6 mths - 1 yr	Under 5k	£45,846	+10.1%
MG	MG4	Under 6 mths	Under 5k	£26,809	+6.0%
Mercedes-Benz	EQA	6 mths - 1 yr	5 - 10k	£35,902	+5.7%
Audi	e-tron	3 - 4 yrs	20 - 30k	£26,855	+5.7%
Ford	Explorer	6 mths - 1 yr	Under 5k	£32,784	+4.0%

Decrease

Make	Model	Age	Mileage	Avg price	% change
Audi	A6	Under 6 mths	Under 5k	£66,059	-6.0%
BMW	i4	Under 6 mths	Under 5k	£45,881	-5.8%
Polestar	Polestar 2	Under 6 mths	Under 5k	£34,702	-4.9%
Polestar	Polestar 4	Under 6 mths	Under 5k	£48,874	-4.7%
Audi Q4	e-tron	6 mths - 1 yr	5 - 10k	£34,652	-4.7%

Hybrid average price

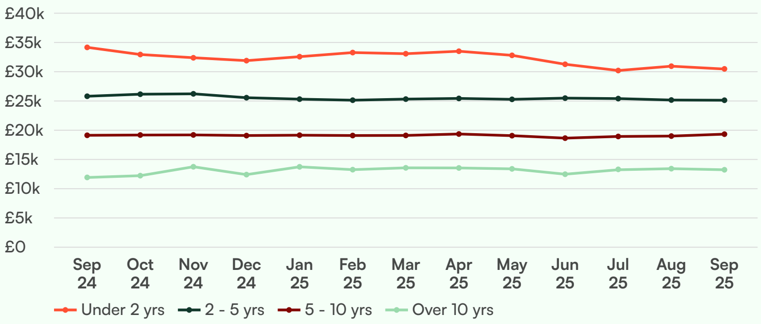
£24,504

Aug 25
£24,521
MoM: -0.1%

Sep 24
£25,060
YoY: -2.2%

Hybrid average price by age

Overall hybrid average prices were down slightly (-0.1%) MoM with only vehicles aged between 5 and 10 years old seeing a rise, up +1.7%.



Top 5 hybrid price movers

Increase

Make	Model	Age	Mileage	Avg price	% change
Toyota	Prius	Under 6 mths	60 - 80k	£5,606	+9.7%
BMW	3 Series	4 - 5 yrs	40 - 50k	£22,857	+7.6%
BMW	3 Series	4 - 5 yrs	50 - 60k	£21,277	+3.6%
Toyota	Corolla	4 - 5 yrs	40 - 50k	£16,449	+3.1%
Kia	Niro	2 - 3 yrs	20 - 30k	£21,300	+3.0%

Decrease

Make	Model	Age	Mileage	Avg price	% change
MG	MG3	1 - 2 Years	Under 5k	£18,258	-9.3%
MG	HS	Under 6 mths	Under 5k	£27,867	-7.2%
Audi	A3	Under 6 mths	Under 5k	£31,211	-6.4%
Ford	Puma	1 - 2 Years	5 - 10k	£18,995	-4.8%
Toyota	C-HR	6 mths - 1 Year	5 - 10k	£29,263	-4.3%

Electric/hybrid

MOTORS CAZOO

September 2025 at a glance

- Ford Mustand Mach-E was the fastest selling EV, selling on average in 9.0 days.
- MG HS was the fastest selling hybrid, selling on average in 13.8 days.
- Alternative fuel vehicles accounted for 16.4% of MOTORS stock and 10.3% of ad views.

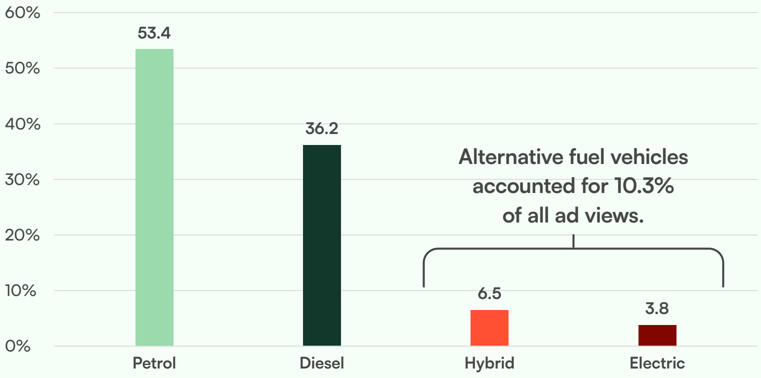
Top 10 fastest selling EVs

#	Make	Model	Days to sell
1	Ford	Mustang Mach-E	9.0
2	Ford	Puma	9.5
3	MG	MG S5	10.3
4	Ford	Capri	13.6
5	MINI	Hatch	14.3
6	Mercedes-Benz	EQB	16.1
7	MG	MG4	16.3
8	Hyundai	Kona	16.7
9	BMW	i3	17.2
10	Skoda	Enyaq	17.9

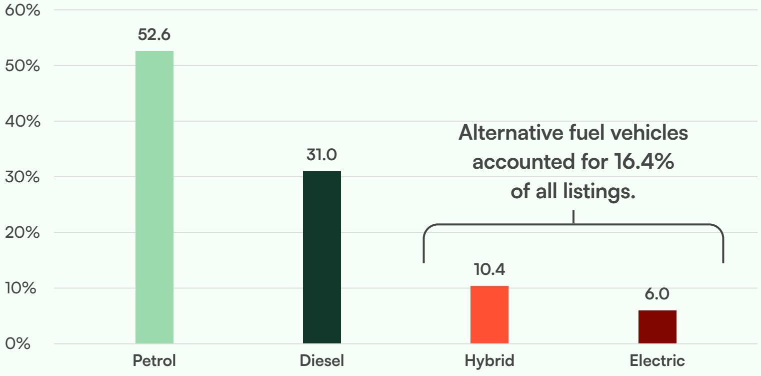
Top 10 fastest selling hybrids

#	Make	Model	Days to sell
1	MG	HS	13.8
2	Cupra	Formentor	14.3
3	Mercedes-Benz	GLC-Class	14.4
=4	Audi	A3	16.7
=4	Hyundai	Santa FE	16.7
=5	Hyundai	Ioniq	18.0
=5	Renault	Captur	18.0
6	SEAT	Leon	18.1
7	MG	ZS	18.3
8	Skoda	Superb	18.8

Ad views by fuel type



Vehicle listings by fuel type



The average price of a used car listed on MOTORS is up +2.0% (£348) YoY.

In more recent months electric vehicle prices have increased to £25,474, up +1.8% MoM (£315), although this was down YoY by -8.5% (£2,633).

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**