

Market View

For the latest insights from MOTORS.

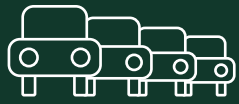
Welcome to our monthly Market View. We've analysed activity across the MOTORS platform to provide insights into stock, price, days to sell and demand by consumers based on what they are viewing, including: manufacturers, models and the increasing interest in electric and hybrid vehicles. We look at comparison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



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Stock

October 2025 at a glance

- Average stock volumes were up +7.0% MoM and +2.3% YoY.
- Car supermarkets (+12.5%) and franchises (+11.9%) saw significant MoM increases in stock volume.
- October saw diesel stock levels fall slightly, down -1.6% while all other fuel types had small increases.

Stock volume by dealership

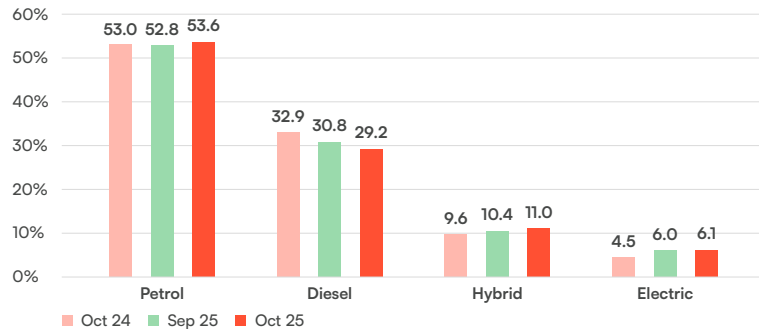
53.6

Oct 24
52.4
YoY: +2.3%

Sep 25
50.1
MoM: +7.0%

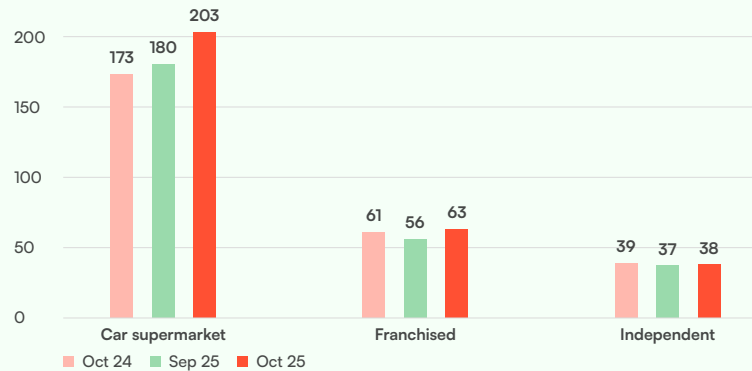
Stock volume by fuel type

There was -10.2% less diesel stock than this time last year, while alternative fuel vehicles accounted for 17.1% of stock - up from 14.1% in October 2024.



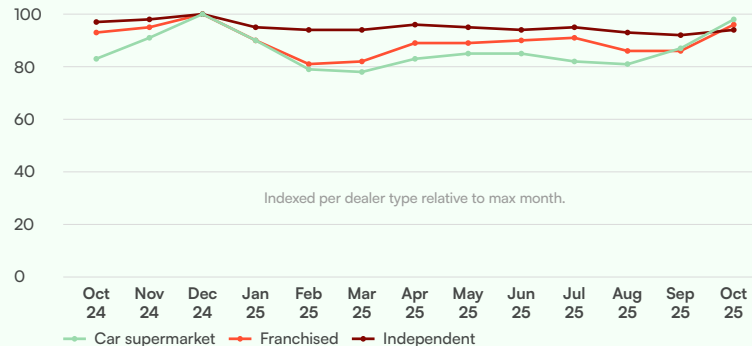
Stock volume by dealer type

Car supermarkets had +17.3% more stock than this time last year.



Stock volume index trend per dealership

Stock volume for car supermarkets and franchises were at their highest levels since December 2024.



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“October saw dealer used car inventories hit their highest level for the year.

The biggest increase in volume came from younger cars, under two years old, up 2% MoM and 9% YoY.

MOTORS also recorded a more than five-fold MoM increase of 75-plate listings, as pre-registered cars entered the used car market.”

Lucy Tugby,
Marketing Director, MOTORS



Price

October 2025 at a glance

- Only vehicles under 2 years old have seen their average price fall both MoM (-1.1%) and YoY (-2.5%).
- Average prices at car supermarkets were up +1.4% MoM - above the overall average of +1.3%.
- The average price of an EV has fallen by just over £2,400 YoY.

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Average price

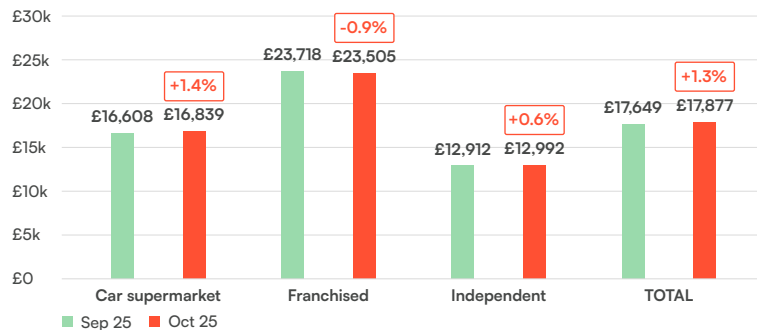
£17,877

Oct 24
£17,592
YoY: +1.6%

Sep 25
£17,649
MoM: +1.3%

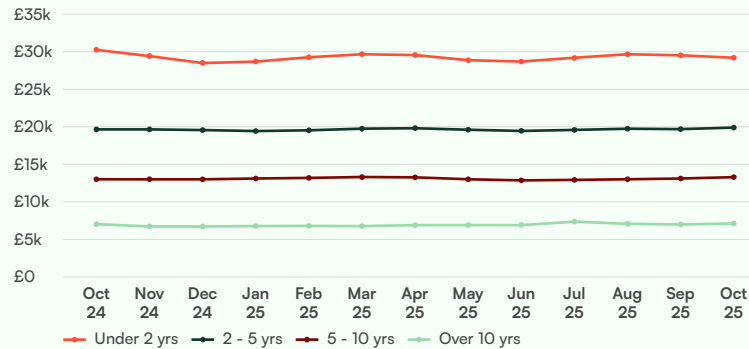
Average price by dealer type

Both car supermarkets and independent dealers saw average prices rise MoM.



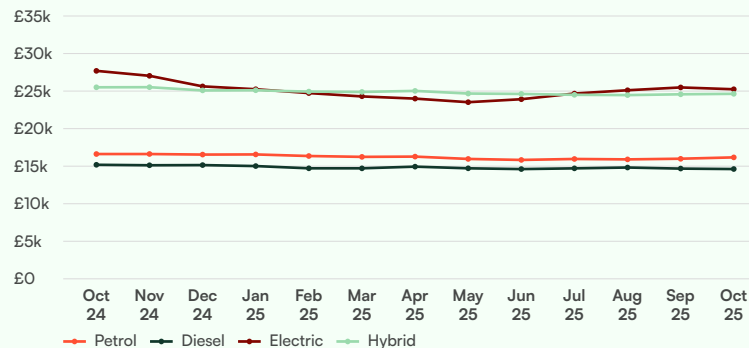
Average price by age

Vehicles over 2 years old have seen average prices increase YoY:
2 - 5 yrs (+1.2%), 5 - 10 yrs (+2.7%) and over 10 yrs (+4.7%).



Average price by fuel type

Petrol vehicle prices were up +1.2% MoM, to an average of £16.1k, which is down -2.7% YoY. EVs dropped in price -1.0% MoM.



The average price of a used car on MOTORS increased in October by 1.3% to £17,877.

The rise was led by car supermarkets which increased by 1.4% MoM to £16,839.



Price

October 2025 at a glance

- Vauxhall Corsa (8 - 10 yrs / petrol) saw the largest average price rise MoM, up +5.8%.
- Ford Focus (8 - 10 yrs / petrol) dropped the most, down -3.8% MoM.
- Across the regions, North East England (+10.6%) and Northern Ireland (+11.3%) have seen the biggest YoY increases in overall average price.



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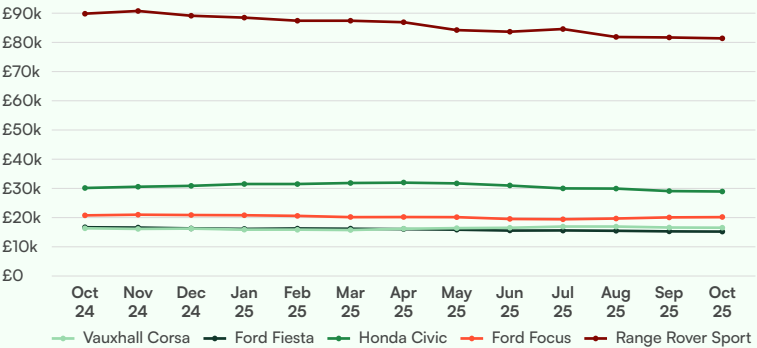
Top 5 price movers by MoM increase and decrease

Increase						
Make	Model	Age	Fuel type	Stock	Avg price	% change
Vauxhall	Corsa	8 - 10 yrs	Petrol	401	£6,218	+5.8%
Range Rover	Evoque	6 - 8 yrs	Diesel	252	£15,914	+5.5%
Nissan	Qashqai	1 - 2 yrs	Hybrid	298	£23,421	+4.6%
Ford	Focus	6 - 8 yrs	Petrol	434	£10,754	+3.2%
Audi	A1	6 - 8 yrs	Petrol	283	£13,162	+2.8%

Decrease						
Make	Model	Age	Fuel type	Stock	Avg price	% change
Ford	Focus	8 - 10 yrs	Petrol	256	£9,940	-3.8%
Ford	Fiesta	12 - 14 yrs	Petrol	253	£4,020	-2.5%
Toyota	AYGO	6 - 8 yrs	Petrol	228	£8,022	-2.1%
Renault	Captur	3 - 4 yrs	Petrol	238	£14,462	-2.1%
Ford	Puma	3 - 4 yrs	Petrol	445	£16,045	-1.8%

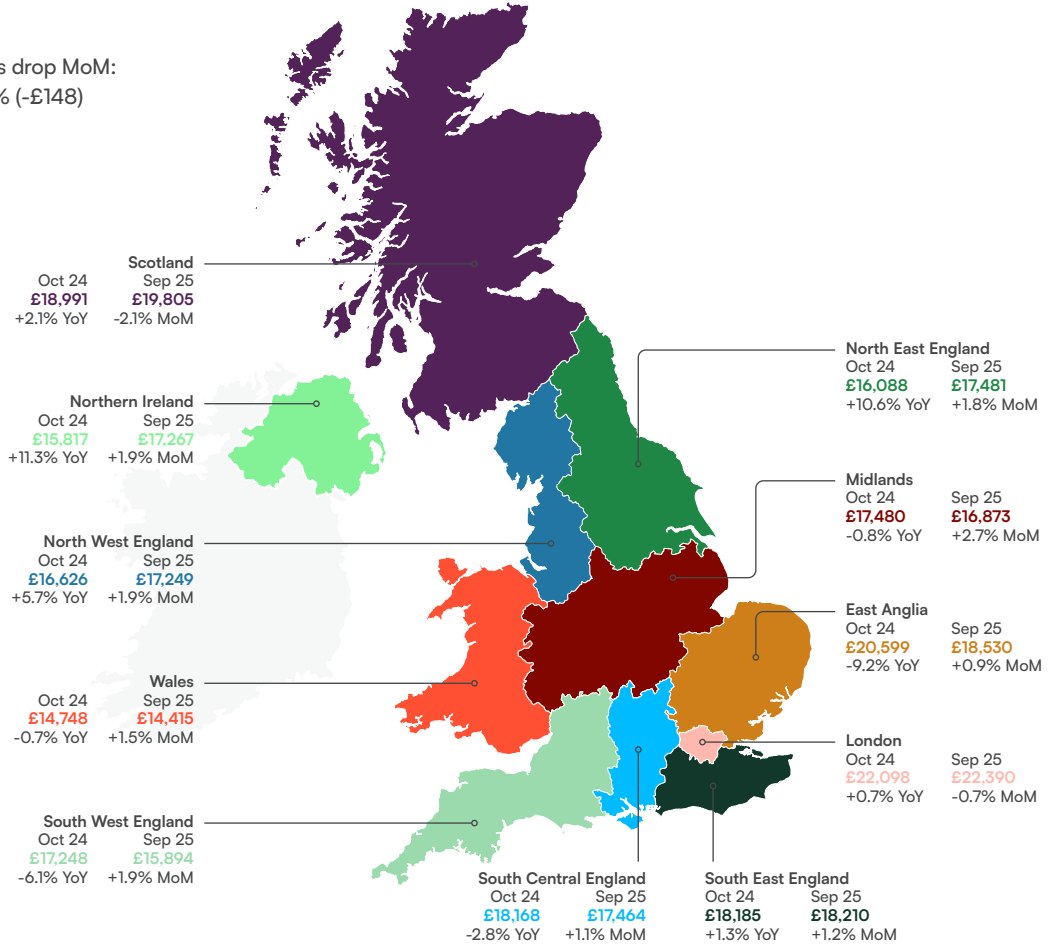
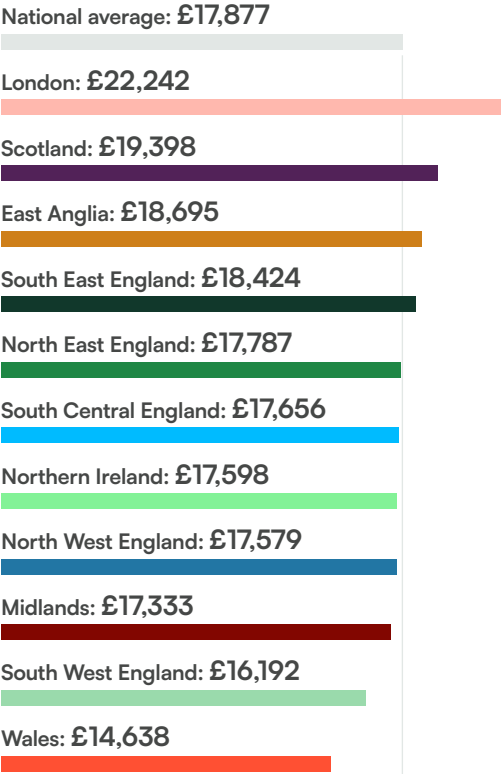
Average price selected makes/models

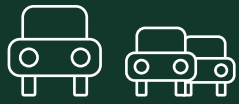
Of our selected makes/models only the Vauxhall Corsa has seen it's average price increase YoY, albeit quite small at +1.2% (+£200).



Average price by region

Only the two most expensive regions saw average prices drop MoM: Scotland was down -2.1% (-£407) and London fell -0.7% (-£148)





Demand

October 2025 at a glance

- Overall, vehicles were selling 1.5 days slower than in September and 2 days slower than in August.
- Only franchises saw days to sell drop MoM.
- MG MG3 (Under 6 mths / under 5k miles / hybrid) was racing off the forecourts, on average in just 8.5 days.

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Average days to sell

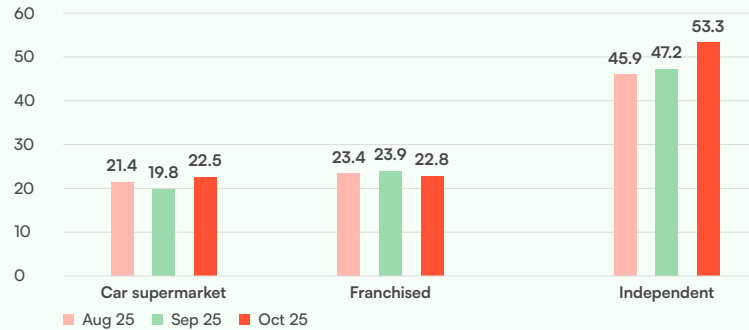
32.1

Aug 25
30.0
2xMoM: +7.0%

Sep 25
30.6
MoM: +4.9%

Average days to sell by dealer type

Independent dealers saw the biggest increase in days to sell, up +6.1 days MoM and up +7.4 days 2xMoM.

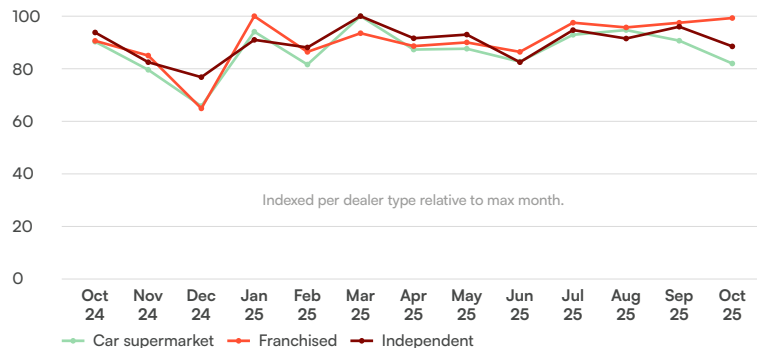


“The availability of more stock in the market had a negligible impact on days to sell which increased MoM by just one day to 32.”

Lucy Tugby,
Marketing Director, MOTORS

Sold volume index by dealer type

Sold index shows that franchised dealers are showing strong performance with +9.6% increase YoY.



Top 10 fastest selling makes/models

#	Make	Model	Age	Fuel type	Mileage	Avg days to sell
1	MG	MG3	Under 6 mths	Hybrid	Under 5k	8.5
2	Fiat	600	Under 6 mths	Petrol	Under 5k	8.7
3	Vauxhall	Corsa	6 mths - 1 yr	Petrol	5 - 10k	8.8
4	MG	HS	Under 6 mths	Hybrid	Under 5k	10.4
5	Kia	Sportage	Under 6 mths	Hybrid	Under 5k	11.5
6	BMW	1 Series	6 mths - 1 yr	Petrol	5 - 10k	11.6
7	Vauxhall	Mokka	Under 6 mths	Petrol	Under 5k	13.3
8	Vauxhall	Corsa	Under 6 mths	Petrol	Under 5k	14.4
9	Volvo	XC40	1 - 2 yrs	Petrol	10 - 20k	16.6
10	Peugeot	2008	Under 6 mths	Petrol	Under 5k	16.9



Demand

October 2025 at a glance

- Medium vehicles had the most listings (41.3%) and most ad views (33.7%).
- 60% of stock was vehicles aged between 3 and 10 years old.
- Petrol vehicles accounted for just over half of all listings and ad views.



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

Medium vehicles had the most listings and ad views while large and convertibles had the most views per vehicle.

Vehicle sector	% of listings		Views per vehicle index		% of ad views	
	Oct 24	Oct 25	Oct 24	Oct 25	Oct 24	Oct 25
Medium	39.8%	41.3%	89	82	35.5%	33.7%
Small/Supermini	26.9%	27.8%	82	68	22.0%	19.0%
Prestige	13.8%	13.8%	129	151	17.9%	20.8%
Large	7.2%	5.3%	135	200	9.8%	10.6%
MPV	6.7%	6.2%	112	117	7.5%	7.3%
Estate	3.5%	3.8%	113	110	3.9%	4.1%
Convertible	2.2%	1.9%	163	240	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 age

60.9% of stock is between 3 and 10 years old, with 57.0% of views coming from 6 - 16 year old vehicles.

Age	% of listings		Views per vehicle index		% of ad views	
	Oct 24	Oct 25	Oct 24	Oct 25	Oct 24	Oct 25
Under 6 mths	4.7%	5.7%	29	40	1.3%	2.3%
6 mths - 1 yr	5.6%	5.2%	27	44	1.5%	2.3%
1 - 2 yrs	7.9%	7.7%	30	45	2.4%	3.4%
2 - 3 yrs	8.2%	8.8%	35	50	2.8%	4.4%
3 - 4 yrs	15.2%	12.2%	36	48	5.5%	5.8%
4 - 5 yrs	9.2%	8.4%	54	65	4.9%	5.4%
5 - 6 yrs	8.5%	6.4%	74	78	6.3%	5.0%
6 - 8 yrs	12.2%	14.0%	117	93	14.2%	13.1%
8 - 10 yrs	9.8%	11.3%	153	127	15.1%	14.4%
10 - 12 yrs	7.6%	8.6%	192	155	14.6%	13.3%
12 - 14 yrs	4.5%	5.0%	236	187	10.7%	9.3%
14 - 16 yrs	2.8%	2.8%	275	245	7.7%	6.9%
16 - 18 yrs	1.8%	1.7%	303	306	5.3%	5.1%
18 - 20 yrs	0.9%	0.9%	348	377	3.1%	3.5%
Over 20 yrs	1.3%	1.3%	364	447	4.6%	5.8%
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

Views per vehicle was highest for diesel vehicles while petrol led the way for listings and ad views.

Fuel type	% of listings		Views per vehicle index		% of ad views	
	Oct 24	Oct 25	Oct 24	Oct 25	Oct 24	Oct 25
Petrol	51.5%	51.9%	94.5	103.2	48.6%	53.5%
Diesel	35.4%	32.7%	126.8	110.0	44.8%	36.0%
Hybrid	9.0%	10.2%	52.9	65.2	4.8%	6.6%
Electric	4.2%	5.3%	42.5	73.9	1.8%	3.9%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

Medium size cars proved to be the sweet spot of the used car market in October in terms of dealer listings and customer views.



Electric/hybrid

October 2025 at a glance

- EV average prices are above hybrid for the fourth month in a row.
- MINI Hatch (3 - 4 yrs old / 10 - 20k miles) saw the biggest average price increase for an EV, up +10.1% MoM to £15,666.
- Kia Sportage (3 - 4 yrs old / 30 - 40k miles) saw the biggest average price increase for a hybrid, up +6.9% MoM to £22,837.

Electric average price

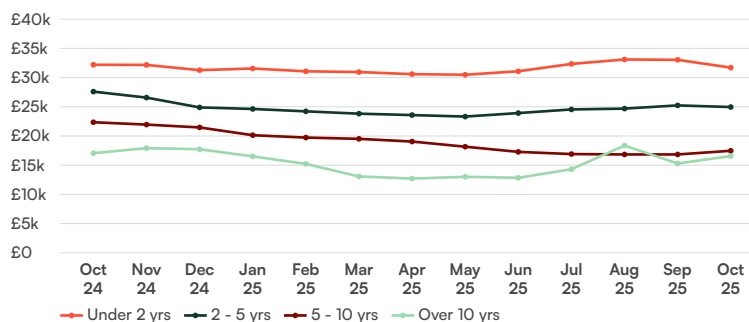
£25,245

Sep 25
£25,510
MoM: -1.0%

Oct 24
£27,805
YoY: -9.2%

Electric average price by age

While the overall average price of an EV is down YoY (-9.2%), vehicles aged between 5 and 10 years old are down the most at -21.9% (-£4,885).



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Top 5 electric price movers

Increase					
Make	Model	Age	Mileage	Avg price	% change
MINI	Hatch	3 - 4 yrs	10 - 20k	£15,666	+10.1%
Skoda	Enyaq	Under 6 mths	Under 5k	£37,067	+8.0%
MG	MG4	6 mths - 1 yr	Under 5k	£25,050	+5.7%
Nissan	Leaf	3 - 4 yrs	20 - 30k	£10,849	+4.8%
BMW	iX1	2 - 3 yrs	10 - 20k	£30,393	+4.6%

Decrease					
Make	Model	Age	Mileage	Avg price	% change
Dacia	Spring	Under 6 mths	Under 5k	£11,427	-8.5%
Citroen	C3	Under 6 mths	Under 5k	£18,421	-6.4%
Audi	A6	Under 6 mths	Under 5k	£62,058	-5.2%
Audi	Q4 e-tron	1 - 2 yrs	10 - 20k	£33,929	-4.8%
BMW	iX	Under 6 mths	Under 5k	£69,744	-4.1%

Hybrid average price

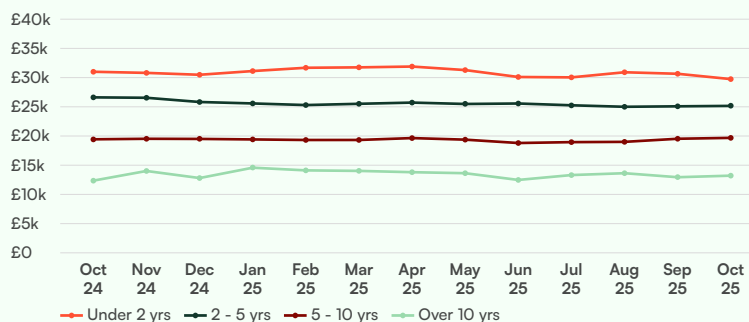
£24,623

Sep 25
£24,550
MoM: +0.3%

Oct 24
£25,523
YoY: -3.5%

Hybrid average price by age

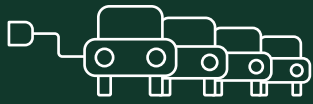
Only hybrids aged under 2 years old saw the average price fall MoM, down -3.0% (-£911). Hybrids over 10 years old have seen the biggest YoY rise, up +7.0% (+£870).



Top 5 hybrid price movers

Increase					
Make	Model	Age	Mileage	Avg price	% change
Kia	Sportage	3 - 4 yrs	30 - 40k	£22,837	+6.9%
Toyota	Corolla	2 - 3 yrs	20 - 30k	£20,315	+5.6%
Toyota	Corolla	2 - 3 yrs	10 - 20k	£22,443	+4.4%
Nissan	Qashqai	1 - 2 yrs	30 - 40k	£19,575	+4.3%
BMW	3 Series	4 - 5 yrs	80 - 100k	£17,207	+4.1%

Decrease					
Make	Model	Age	Mileage	Avg price	% change
Mazda	CX-60	Under 6 mths	Under 5k	£36,732	-9.5%
Nissan	Qashqai	2 - 3 yrs	30 - 40k	£18,613	-4.9%
Mercedes-Benz	A Class	1 - 2 yrs	5 - 10k	£26,262	-4.2%
Audi	A3	Under 6 mths	Under 5k	£29,703	-4.1%
Renault	Arkana	2 - 3 yrs	10 - 20k	£18,103	-3.5%



Electric/hybrid

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October 2025 at a glance

- Alternative fuel vehicles account for 17.1% of all listings and 10.5% of all ad views.
- Mercedes-Benz EQB was the fastest selling EV, on average in just 10.9 days.
- MG MG3 was the fastest selling hybrid, on average in just 11.8 days.

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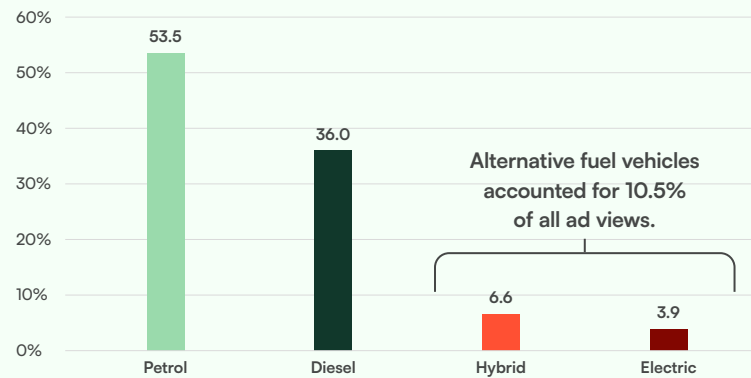
Top 10 fastest selling EVs

#	Make	Model	Days to sell
1	Mercedes-Benz	EQB	10.9
2	Audi	e-tron	13.3
3	Mercedes-Benz	EQC	14.7
4	BMW	i3	15.2
5	Jaguar	I-Pace	15.4
6	Peugeot	208	15.5
7	MG	MG4	15.9
8	Tesla	Model Y	16.3
9	BMW	iX3	16.6
10	Tesla	Model 3	16.8

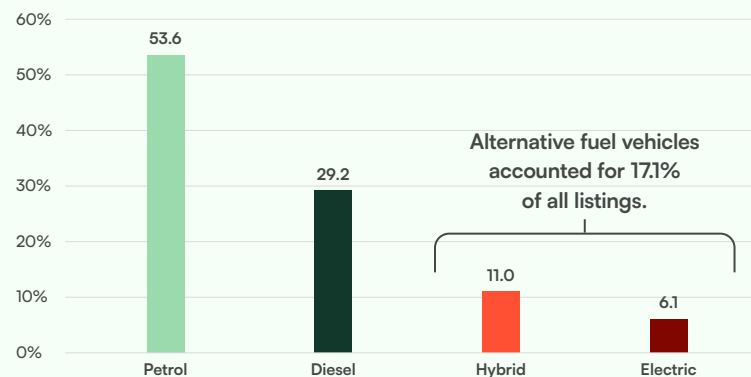
Top 10 fastest selling hybrids

#	Make	Model	Days to sell
1	MG	MG3	11.8
2	MG	HS	14.4
3	Land Rover	Range Rover Evoque	17.5
4	Mercedes-Benz	CLA	18.9
=5	Cupra	Formentor	20.3
=5	Mercedes-Benz	A Class	20.3
6	Lexus	ES	20.4
=7	Citroen	C5 Aircross	20.5
=7	Hyundai	Ioniq	20.5
8	Lexus	LBX	20.9

Ad views by fuel type



Vehicle listings by fuel type



“Stock mix by fuel type remained stable with petrol (53%), hybrid (11%) and EVs (6%) all making small gains at the expense of diesel (29%).

The combined share of alternative fuel cars increased YoY from 14% to 17%.”

Lucy Tugby,
Marketing Director, MOTORS

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.