

November 2025

Market View

For all the the latest insights.

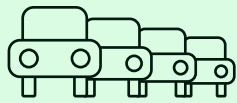
Welcome to our monthly Market View. We've analysed activity across our platforms to provide insights into stock, price, days to sell and demand by consumers based on what they are viewing, including: manufacturers, models and the increasing interest in electric and hybrid vehicles. We look at comparison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

To access the driving force behind multisite advertising, please call our team on **0333 038 2051**

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Stock

November 2025 at a glance

- Since November 2024, diesel's share of stock volume has fallen -11.1%, while petrol (+1.1%), hybrid (+13.4%) and electric (+31.7%) are all up.
- Alternative fuel vehicles accounted for 17.9% of all stock compared to 15% this time last year.
- All dealer types saw small increases in stock volume MoM.

Stock volume by dealership

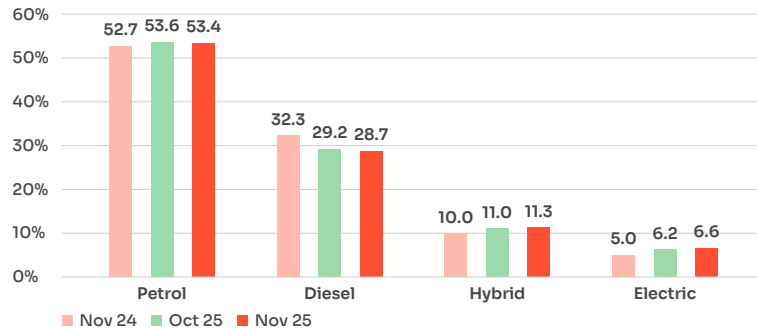
55.3

Nov 24
53.8
YoY: +2.9%

Oct 25
55.1
MoM: +0.5%

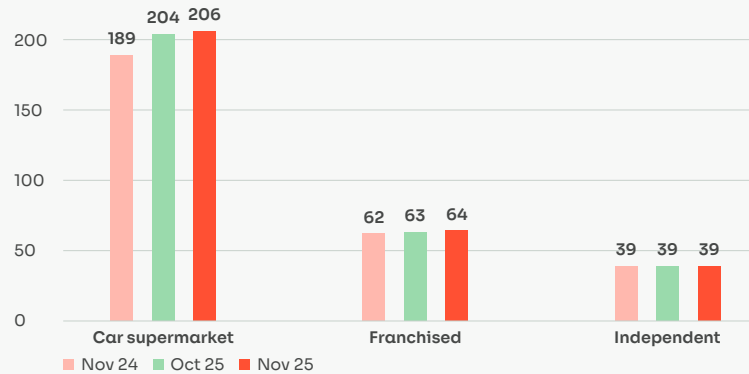
Stock volume by fuel type

Stock volumes for both hybrid (+2.8%) and electric (+7.6%) rose MoM. Petrol saw no change and diesel was down -0.9%.



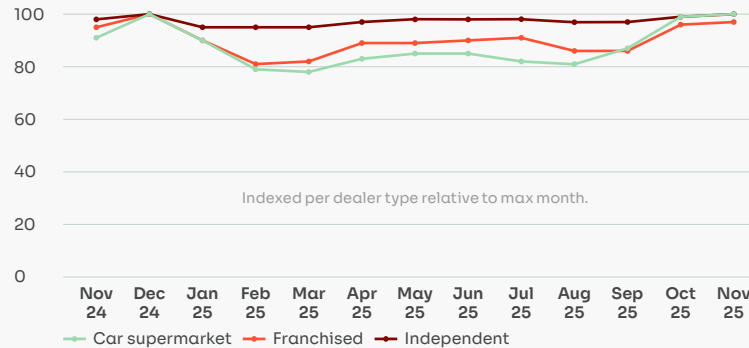
Stock volume by dealer type

Both car supermarkets (+8.8%) and franchises (+2.1%) are up YoY.



Stock volume index trend per dealership

Stock volume for all dealer types was at its second highest of the last 13 months, just behind December 2024.



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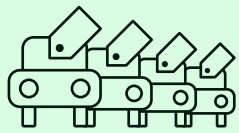
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EVs and hybrids accounted for 18% of dealer stock, ahead of the previous record in June and three percentage points higher than November 2024.

The jump was powered by EVs which increased in volume by +8% MoM and +32% YoY, accounting for 7% of listings, their biggest ever share.

Hybrids grew +3% MoM and +13% YoY, taking an 11% share.



Price

November 2025 at a glance

- Independent dealers saw the biggest average price rise MoM, up +2.2% to £13,271.
- The average price for petrol vehicles was up +1.2% MoM to £16,356.
- Vehicles aged between 5 and 10 years old saw the biggest MoM average price rise, up +1.2% to £13,468.

Average price

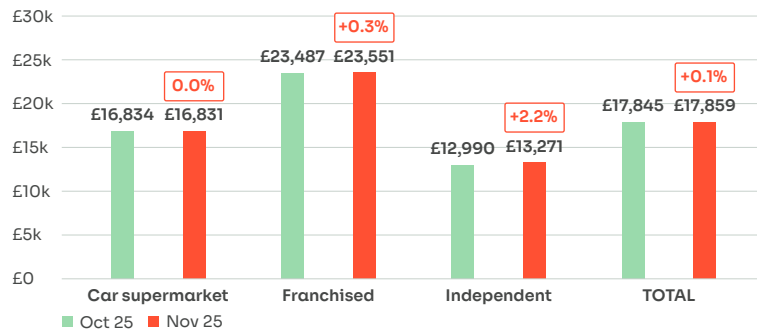
£17,859

Nov 24
£17,594
YoY: +1.5%

Oct 25
£17,845
MoM: +0.1%

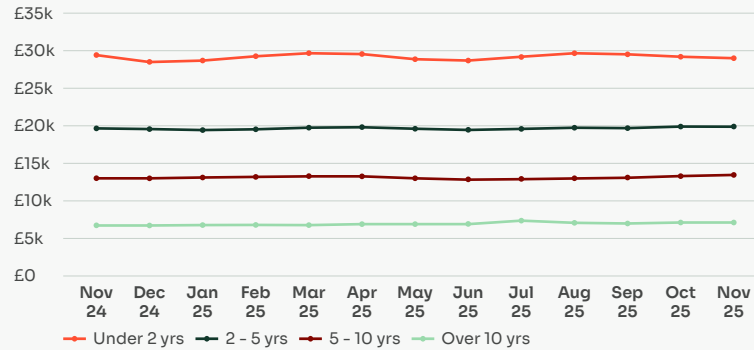
Average price by dealer type

While independent dealers saw the biggest MoM average price rise, they also had the biggest YoY increase, up +1.8%.



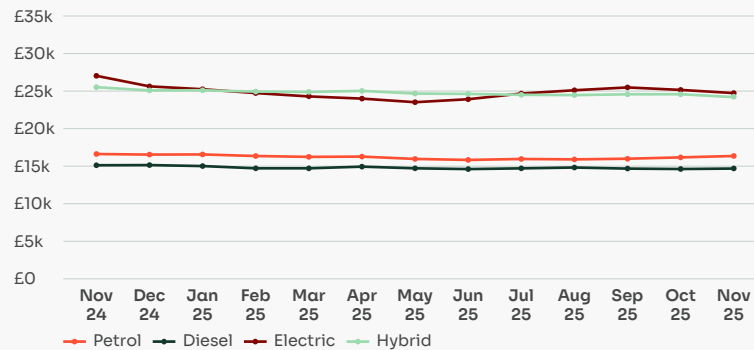
Average price by age

The average price for vehicles under 2 years old has fallen -1.4% YoY to £29,000 while vehicles over 10 years old are up +5.7% to £7,135.



Average price by fuel type

Both hybrid (-1.4%) and electric (-1.7%) vehicles saw average prices fall MoM, while diesel (+0.6%) and petrol (+1.2%) were both up.

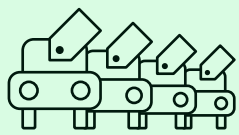


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Average prices and stock levels were stable for the month, with reduced days to sell.



Price

November 2025 at a glance

- The average vehicle price in six of our eleven regions is greater than the overall average.
- North East England has seen the biggest YoY increase in average price, up +11.1% (+£1,815).
- London saw the biggest MoM fall, down -1.7% (-£370).

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Top 5 price movers **by MoM increase and decrease**

Increase

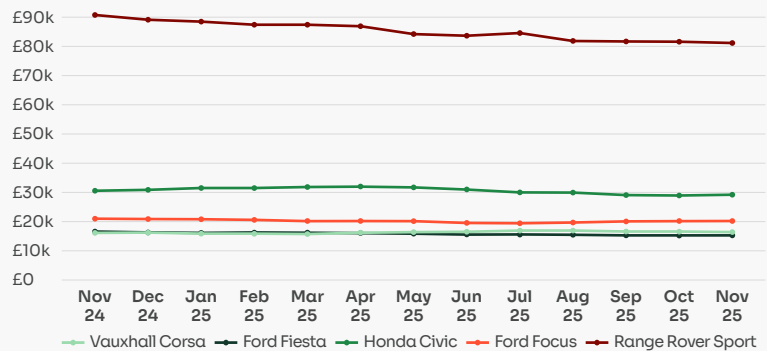
Make	Model	Age	Fuel type	Stock	Avg price	% change
Ford	Focus	8 - 10 yrs	Petrol	260	£10,397	+4.5%
Ford	Kuga	8 - 10 yrs	Diesel	225	£9,063	+2.3%
Audi	A3	2 - 3 yrs	Petrol	237	£22,912	+1.7%
MINI	Hatch	6 - 8 yrs	Petrol	359	£12,200	+1.7%
Mercedes	A Class	6 - 8 yrs	Petrol	390	£16,162	+1.6%

Decrease

Make	Model	Age	Fuel type	Stock	Avg price	% change
Vauxhall	Corsa	8 - 10 yrs	Petrol	357	£5,819	-5.8%
Nissan	Qashqai	3 - 4 yrs	Hybrid	270	£16,969	-5.6%
Tesla	Model Y	3 - 4 yrs	Electric	222	£23,974	-3.1%
BMW	3 Series	4 - 5 yrs	Hybrid	222	£20,279	-2.9%
Nissan	Juke	1 - 2 yrs	Petrol	221	£16,713	-2.5%

Average price **selected makes/models**

Of our selected makes/models, only the Vauxhall Corsa has seen a YoY average price rise, up +2.0% to £16,410.



Average price **by region**

East Anglia has overtaken Scotland to become the region with the second highest average vehicle price behind London.

Overall average: **£17,859**

London: **£21,919**

East Anglia: **£19,149**

Scotland: **£19,082**

South East England: **£18,722**

North East England: **£18,154**

South Central England: **£17,936**

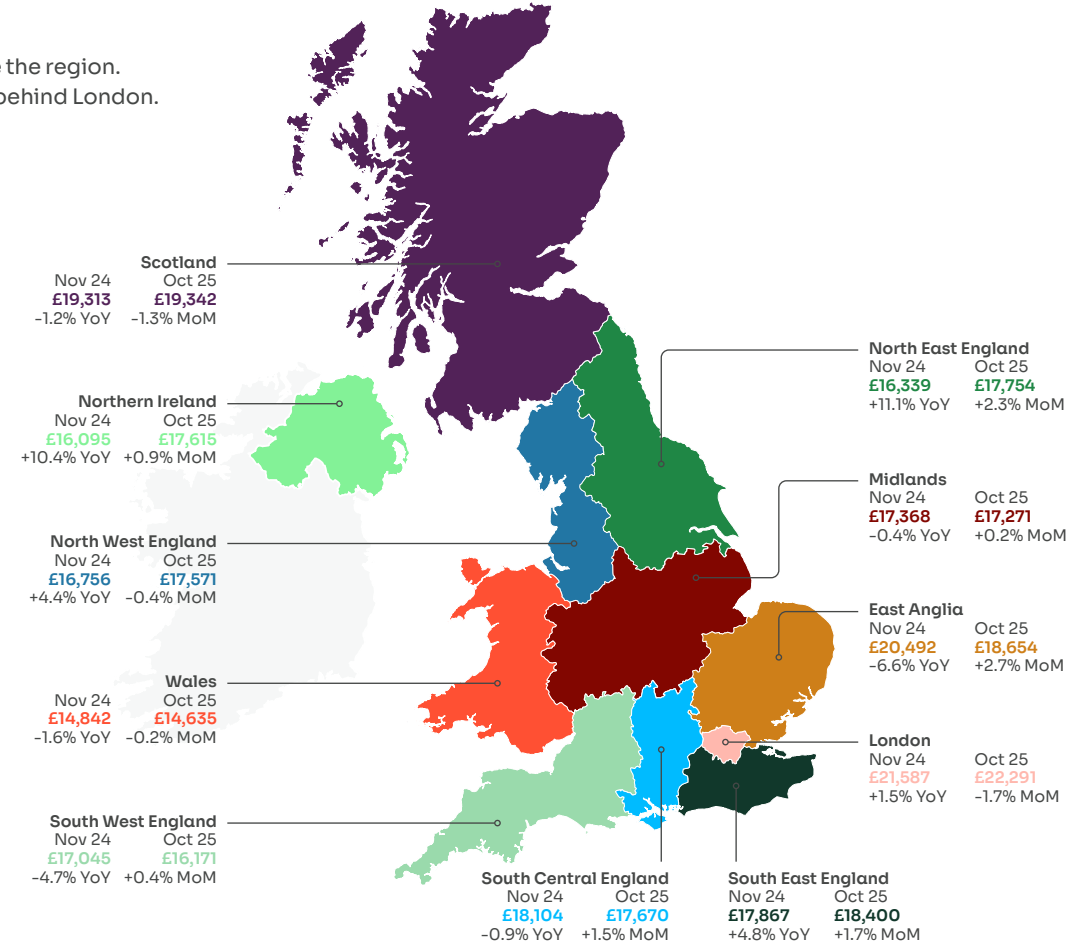
Northern Ireland: **£17,771**

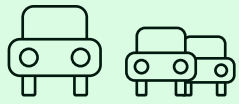
North West England: **£17,494**

Midlands: **£17,303**

South West England: **£16,236**

Wales: **£14,605**





Demand

November 2025 at a glance

- Franchised dealers were selling stock the fastest in November – on average in 22.5 days.
- All dealer types were selling more vehicles than this time last year.
- No diesels feature in the top 10 fastest selling makes/models.

Average days to sell

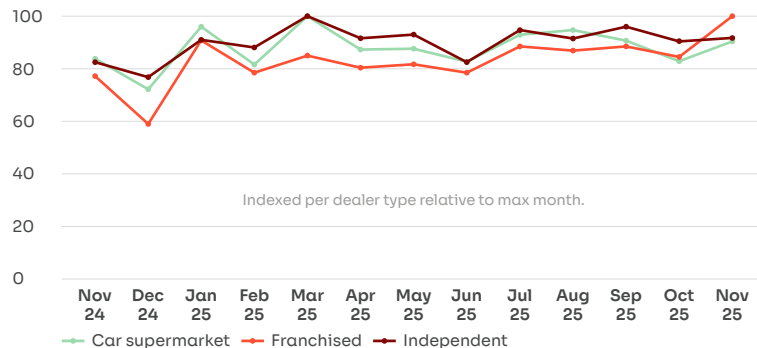
28.9

Sep 25
30.5
2xMoM: -5.2%

Oct 25
32.1
MoM: -9.8%

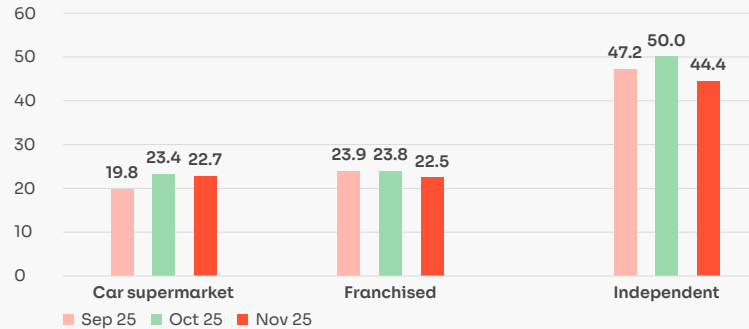
Sold volume index by dealer type

Franchised dealers are showing strong performance with the biggest YoY rise, up +29.5%.



Average days to sell by dealer type

All dealer types were selling vehicles faster MoM.



Top 10 fastest selling makes/models

#	Make	Model	Age	Fuel type	Mileage	Avg days to sell
1	MG	MG5	Under 6 mths	Electric	Under 5k	11.0
2	MG	HS	6 mths - 1 yr	Petrol	10 - 20k	11.7
3	Fiat	600	Under 6 mths	Petrol	Under 5k	13.9
4	MG	MG3	Under 6 mths	Hybrid	Under 5k	14.1
5	Vauxhall	Mokka	3 - 4 yrs	Petrol	20 - 30k	15.0
6	MG	HS	Under 6 mths	Hybrid	Under 5k	15.5
7	Vauxhall	Corsa	6 mths - 1 yr	Petrol	5 - 10k	16.4
8	Kia	Sportage	Under 6 mths	Hybrid	Under 5k	16.7
=9	Volvo	XC40	1 - 2 yrs	Petrol	10 - 20k	17.9
=9	Vauxhall	Corsa	1 - 2 yrs	Petrol	10 - 20k	17.9

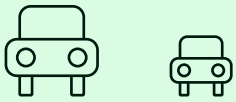
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Demand was strong in November with cars averaging just 29 days on forecourts, selling three days faster than in October.

The quickest sales were achieved by car supermarkets and franchised dealers, both 22 days, with independents at 44 days.



Demand

November 2025 at a glance

- Medium vehicles accounted for the most listings (40.6%) and most ad views (36.8%).
- Over 50% of stock is between 3 and 10 years old, with over 60% of ad views coming from 6 to 16 year old vehicles.
- Petrol vehicles had the majority of listings (51.5%) and ad views (52.2%).

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

Views per vehicle performed best for convertible vehicles.

Vehicle sector	% of listings		Views per vehicle index		% of ad views	
	Nov 24	Nov 25	Nov 24	Nov 25	Nov 24	Nov 25
Medium	40.1%	40.6%	84	91	33.6%	36.8%
Small/Supermini	26.8%	27.5%	81	83	21.6%	22.9%
Prestige	13.5%	13.5%	136	132	18.3%	17.7%
Large	7.2%	5.1%	155	127	11.2%	6.5%
MPV	6.7%	7.3%	119	109	8.0%	8.0%
Estate	3.5%	4.1%	109	126	3.8%	5.1%
Convertible	2.1%	1.9%	163	151	3.5%	2.9%
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 performed best for diesel vehicles.

Fuel type	% of listings		Views per vehicle index		% of ad views	
	Nov 24	Nov 25	Nov 24	Nov 25	Nov 24	Nov 25
Petrol	51.3%	51.5%	92.2	101.2	47.3%	52.2%
Diesel	34.8%	32.5%	132.3	119.2	46.1%	38.7%
Hybrid	9.3%	10.3%	52.7	58.4	4.9%	6.0%
Electric	4.6%	5.7%	38.2	54.8	1.8%	3.1%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

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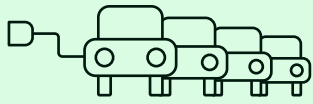
Vehicle listings, indexed views per vehicle and ad views **by age**

Views per vehicle performed best for vehicles aged between 18 and 20 years old.

Age	% of listings		Views per vehicle index		% of ad views	
	Nov 24	Nov 25	Nov 24	Nov 25	Nov 24	Nov 25
Under 6 mths	4.9%	5.9%	26	30	1.3%	1.8%
6 mths - 1 yr	5.6%	5.0%	24	34	1.3%	1.7%
1 - 2 yrs	8.1%	7.5%	27	36	2.2%	2.7%
2 - 3 yrs	8.2%	8.4%	30	46	2.5%	3.8%
3 - 4 yrs	14.6%	12.7%	33	42	4.8%	5.4%
4 - 5 yrs	9.2%	8.4%	52	61	4.8%	5.1%
5 - 6 yrs	8.6%	6.5%	67	78	5.8%	5.1%
6 - 8 yrs	12.3%	14.0%	119	96	14.6%	13.4%
8 - 10 yrs	9.8%	11.3%	154	138	15.1%	15.6%
10 - 12 yrs	7.5%	8.6%	195	175	14.7%	15.0%
12 - 14 yrs	4.5%	5.0%	246	213	11.0%	10.6%
14 - 16 yrs	2.7%	2.8%	279	270	7.6%	7.5%
16 - 18 yrs	1.7%	1.6%	329	300	5.7%	4.9%
18 - 20 yrs	0.9%	0.9%	384	352	3.4%	3.2%
Over 20 yrs	1.3%	1.3%	411	302	5.2%	4.0%
Grand Total	100%	100%	100	100	100%	100%

Indexed against monthly average views per listing.

London and Wales continue to be the highest and lowest regions for used car prices at £21,919 and £14,605 respectively.



Electric/hybrid

November 2025 at a glance

- Stock levels for both electric (+53.4%) and hybrid (+41.9%) vehicles are up YoY.
- Vehicles aged between 2 and 5 years old are the most stocked alternative fuel vehicles.
- EVs over 10 years old saw the biggest average price fall MoM, down -10.6% (-£1,710).

Electric average price

£24,739

Oct 25

£25,156

MoM: -1.7%

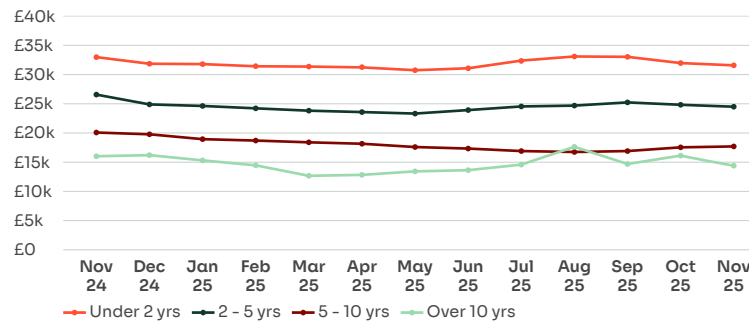
Nov 24

£25,519

YoY: -8.5%

Electric average price by age

Only vehicles aged between 5 and 10 years old saw average prices increase MoM, up +1.0% whilst having the biggest YoY price drop, down -11.6%.



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Top 5 electric price movers

Increase

Make	Model	Age	Mileage	Avg price	% change
MG	ZS	3 - 4 yrs	20 - 30k	£14,446	+3.7%
BMW	i4	6 mths - 1 yr	Under 5k	£45,006	+2.9%
Peugeot	208	Under 6 mths	Under 5k	£20,409	+2.9%
Skoda	Enyaq	Under 6 mths	Under 5k	£38,210	+2.6%
Audi	e-tron	4 - 5 yrs	30 - 40k	£22,473	+2.5%

Decrease

Make	Model	Age	Mileage	Avg price	% change
MG	MG4	Under 6 mths	Under 5k	£25,135	-5.7%
Dacia	Spring	Under 6 mths	Under 5k	£10,593	-5.7%
Audi	A6	Under 6 mths	Under 5k	£58,294	-5.5%
Mercedes-Benz	EQA	1 - 2 yrs	5 - 10k	£31,544	-4.7%
Peugeot	308	1 - 2 yrs	10 - 20k	£21,296	-4.5%

Hybrid average price

£24,247

Oct 25

£24,581

MoM: -1.4%

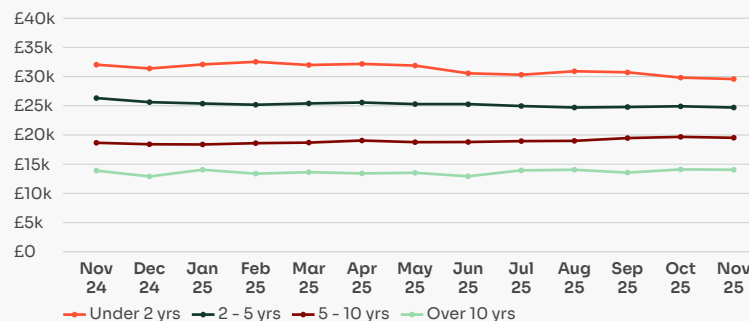
Nov 24

£25,519

YoY: -5.0%

Hybrid average price by age

The average price for all hybrid age groups was down slightly MoM (between -0.3% and -0.8%).



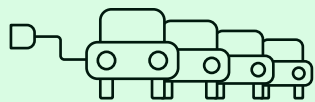
Top 5 hybrid price movers

Increase

Make	Model	Age	Mileage	Avg price	% change
Peugeot	3008	1 - 2 yrs	10 - 20k	£23,322	+6.6%
Cupra	Formentor	1 - 2 yrs	10 - 20k	£26,118	+6.1%
Ford	Puma	1 - 2 yrs	5k - 10k	£20,602	+5.0%
Audi	A3	Under 6 mths	Under 5k	£30,780	+3.8%
Toyota	Corolla	2 - 3 yrs	10 - 20k	£23,181	+3.3%

Decrease

Make	Model	Age	Mileage	Avg price	% change
Nissan	Qashqai	1 - 2 Years	30 - 40k	£18,331	-5.9%
Nissan	Qashqai	3 - 4 Years	40 - 50k	£15,598	-4.5%
Ford	Puma	1 - 2 Years	10 - 20k	£17,391	-4.0%
BMW	3 Series	4 - 5 Years	20 - 30k	£24,129	-4.0%
BMW	3 Series	4 - 5 Years	30 - 40k	£22,254	-3.9%



Electric/hybrid

November 2025 at a glance

- The Ford Puma was the fastest selling EV – selling on average in 8 days.
- Ford EVs were proving popular, with 4 models in the fastest selling top 10.
- The MG ZS was the fastest selling hybrid – selling on average in 8.9 days.

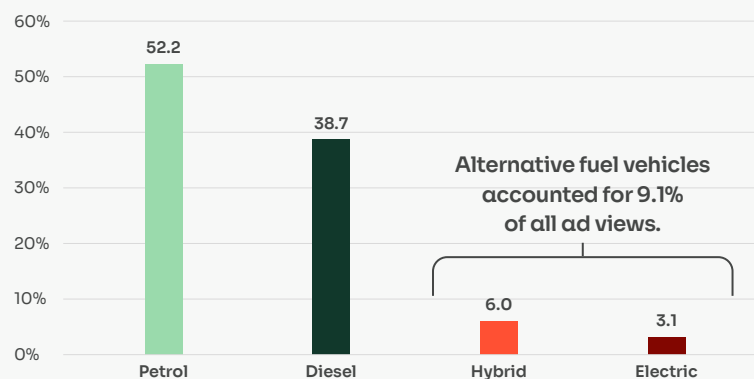
Top 10 fastest selling EVs

#	Make	Model	Days to sell
1	Ford	Puma	8.0
2	Cupra	Tavascan	9.1
3	Ford	Explorer	11.2
4	MG	ZS	12.1
5	Ford	Capri	12.5
=6	Ford	Mustang Mach-E	13.3
=6	Peugeot	2008	13.3
7	Tesla	Model 3	13.6
8	MG	MG5	13.9
9	BMW	iX3	14.0

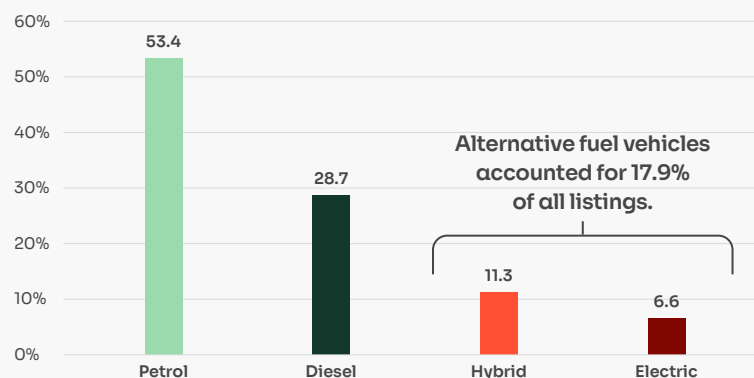
Top 10 fastest selling hybrids

#	Make	Model	Days to sell
1	MG	ZS	8.9
2	Chery	Tiggo 7	10.0
3	MG	HS	11.4
4	Mazda	Mazda2 Hybrid	14.4
5	MG	MG3	15.1
6	Hyundai	Ioniq	15.5
7	Cupra	Formentor	15.9
8	Dacia	Jogger	16.1
9	Hyundai	Tucson	16.4
10	MINI	Countryman	16.8

Ad views by fuel type



Vehicle listings by fuel type



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“Our Market View analysis reflects the increasing confidence dealers have in stocking EVs as more units enter the used car market.

In addition the softening of EV prices, now tracking at 9% lower than 12 months ago, make them more affordable to a growing number of buyers considering making the switch.

However, over the coming months we will see whether the Budget’s announcement of a pay-per-mile fuel duty on EVs from April 2028 will dampen some of this enthusiasm.”

Lucy Tugby,
Marketing Director, MOTORS

About us

We are 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, across MOTORS, Cazoo, 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 the Cazoo 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 we publish 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.

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