

May 2025

# Future used car market overview

Welcome to the latest version of our overview. Our aim is to bring you the best content and layout, making it easy to identify new and revised information. As always, any customer feedback would be appreciated: e-mail [dylan.setterfield@cap-hpi.com](mailto:dylan.setterfield@cap-hpi.com)

The content is structured as follows:

- 1. Forecast Changes
- 2. Market Conditions
- 3. Historic Forecast Accuracy
- 4. Forecast Methodology & Products
- 5. Sector Reforecast Schedule 2025/26

## 1. Forecast changes

The overall average change in new car forecasts between April and May is approximately -1.4% at 36/60, which is broadly in line with the normal expectation of the seasonal change for full year forecasts at this time of year.

### Sector reforecasts

This month, we publish new reforecasts for the Convertible, Coupe Cabriolet, Sports and Supercar sectors.

At this review, there were further minor changes to the phasing of our deflation assumptions for these sectors and the changes at each future year are summarised in the table below. Please note that these are the TOTAL changes at each duration and are NOT additive. For example, the assumption for Convertible Diesel after 4 years has no change in deflation compared to the previous assumption; this amount is as a result of +0.5% less deflation in year 1, offset by -0.5% more deflation in year 3 and no change in years 2 and 4.

	Year 1	Year 2	Year 3	Year 4	Year 5
Convertible D	+0.5%	+0.5%	0.0%	0.0%	+0.5%
Convertible P	+0.5%	0.0%	-0.5%	-0.5%	0.0%
Sports D	+1.0%	+0.5%	0.0%	0.0%	0.0%
Sports P	+1.0%	+0.5%	0.0%	0.0%	0.0%

Coupe Cabriolet has the same assumptions applied as Convertible and there is no change to the deflation assumptions for Supercar at this review.

Average combined forecast movements at 36/60 are displayed in the table below.

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SIZE & FUEL TYPE	UNDERLYING FORECAST CHANGE	SEASONAL ELEMENT	OBSERVED CHANGE APR TO MAY
Convertible Diesel	-1.4%	+0.9%	-0.5%
Convertible Electric (BEV)	-4.4%	+0.4%	-4.0%
Convertible Hybrid (HEV)	-0.1%	+0.4%	+0.3%
Convertible Petrol	-1.6%	+0.4%	-1.2%
Convertible Plug-In Hybrid	-0.2%	+0.4%	+0.2%
Coupe Cabriolet Electric (BEV)	+0.0%	-0.2%	-0.2%
Coupe Cabriolet Petrol	+0.8%	-0.2%	+0.6%
Sports Diesel	-1.6%	-0.7%	-2.3%
Sports Electric (BEV)	-0.7%	-0.5%	-1.2%
Sports Hybrid (HEV)	+0.0%	-0.5%	-0.5%
Sports Petrol	-1.1%	-0.5%	-1.6%
Sports PHEV	-0.7%	-0.5%	-1.2%
Supercar Petrol	-0.3%	-0.8%	-1.1%
Supercar PHEV	-1.2%	-0.8%	-2.0%
Overall Average	-1.2%	-0.2%	-1.4%

At this review, many of the average sector/fuel changes to the underlying forecasts are within the realms of typical model aging patterns and although some care needs to be taken regarding those combinations with a very small number of models, there is some considerable variation behind the average results. For example, there are only 3 electric convertibles, one coupe cabriolet and 2 sports BEV ranges. As usual, there is considerable variation behind these averages, partly due to the combination of a considerable number of relatively old models and recent new launches which are still finding their position in the used market.

The following ranges had their mileage profiles changed to the generic low mileage profile, labelled as Luxury Executive Diesel in gold book iQ. The forecast impact is for reductions at lower than benchmark mileage and incremental increases at higher than benchmark mileage.

CHEVROLET CORVETTE (25- )  
CHEVROLET CORVETTE CONVERTIBLE (25- )

## Forecast changes this month

The focus of our Interproduct reporting has remained as a combination of two different elements. There are those ranges where our forecasts have ended up above the latest used value position, there are also an increasing number of generations which have seen an increase this month (particularly at the 12-month point) following positive used value performance leading to high levels of implicit deflation. In some cases, the 12-month position has improved, but we have retained our view at 36 months. This month, almost 100 current ranges were considered in total, but in many cases, it was decided to make no changes to the forecasts; some of these are flagged for review of walk-up relationships and others appear likely to see changes in used values in the near future, or we are cautious about making changes to some SUV models in isolation ahead of the full sector review in May. Some of the ranges below were also reforecast during last month's analysis, but we were forced to take further action as a result of changes in either trade or retail data (or both).

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In some cases, we have not applied adjustments to reflect the most recent used value reductions, as we expect some of them to be short term in nature and values to either stabilise to some extent, or to fall back where we have seen considerable recent increases. There have been further significant disturbances to logical relationships and we are also closely monitoring retail data for signs of which elements are likely to be continued and which ones are likely to revert back to something more in line with normal expectations.

## Interproduct Changes

ALFA ROMEO STELVIO (17- )	CITROEN AMI (22- ) Electric	HYUNDAI IONIQ 5 N (23- ) Electric
ALFA ROMEO TONALE (22- )	CITROEN C3 (24- )	HYUNDAI IONIQ 6 (22- ) Electric
AUDI Q3 SPORTBACK (19- )	CITROEN C5 AIRCROSS (19- ) Hybrid	KGM TIVOLI (23- )
AUDI Q4 E-TRON SPORTBACK (21- ) Electric	CITROEN C5 X (21- ) Hybrid	MAZDA 2 (22- )
BENTLEY BENTAYGA (19- ) Hybrid	CITROEN HOLIDAYS (24- ) Diesel	MERCEDES-BENZ EQE (22- ) Electric
BMW 2 SERIES ACTIVE TOURER (22- ) Petrol Hybrid	CUPRA BORN (21- ) ELECTRIC	MERCEDES-BENZ EQS (21- ) Electric
BMW 5 SERIES (23- ) HYBRID	DACIA SPRING (24- ) Electric	MERCEDES-BENZ S CLASS (21- ) HYBRID
BMW I5 (23- ) Electric	FIAT 500 (20- ) Electric	PEUGEOT 208 (19- ) Electric
BMW I7 (22- ) Electric	FIAT 600 (23- ) Electric	PEUGEOT 408 (22- ) PETROL
BMW iX (21- ) Electric	HONDA CIVIC TYPE R (22- )	PEUGEOT 508 (19- ) Petrol Hybrid
BMW iX2 (23- ) Electric	HONDA E NY1 (23- ) Electric	VAUXHALL ASTRA (23- ) Electric
BMW iX3-E (21- ) Electric	HONDA JAZZ (20- ) HYBRID	VOLKSWAGEN ID.7 (23- ) Electric
BYD ATTO 3 (23- ) Electric		

## Used Interproduct Changes

### **MINI COOPER (19-24) Electric** **ORA CAT (22-24) Electric**

## Other Forecast Changes

### **ABARTH 500/595/695 (09- )**

Full walk-up review of trim positioning as part of Interproduct analysis, with varied forecast impact. Penalty for 1.4 T-Jet [135] engine increased from -£75 to -£225 at 36/60, reducing forecast for all smaller engines. Premium for 695 H/B decreased from £675 to £450 at 36/60.

### **AUDI E-TRON (18-23) ELECTRIC**

Full review of trim, engine and feature relationships, with varied forecast impact.

### **AUDI E-TRON SPORTBACK (18-23) ELECTRIC**

Full review of trim and engine relationships, with varied forecast impact.

### **BENTLEY BENTAYGA (15- )**

Forecasts for "S" trim increased by £2,800 at 36/60.

### **HYUNDAI IONIQ (16-20) ELECTRIC**

Premium for Premium SE trim decreased from £625 to £225, resulting in forecast decreases.

### **LAND ROVER RANGE ROVER SPORT (22- )**

Trim walk-ups realigned as part of Interproduct analysis. Penalty for Dynamic SE decreased from -£5,950 to -£5,225 at 36/60, premium for First Edition increased from £2,175 to £3,000, premium for Vermillion Edition decreased from £9,675 to £7,175, premium for all higher trims decreased from £22,600 to £19,700.

### **MAZDA CX-5 (17- ) DIESEL**

Full trim walk-up review as part of Interproduct analysis, with varying forecast impact. Penalty for 2.2d [150] engine increased from -£300 to -£625 at 36/60. Premium for automatic transmission increased from £1,125 to £1,500 at 36/60. Premium for four-wheel drive increased from £900 to £1,125 at 36/60.

### **ORA CAT (22-24) ELECTRIC**

Premium for First Edition Plus reduced from £650 to £375 at 36/60 and premium for 63 kWh battery decreased from £825 to £425, resulting in forecast decreases.

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## **PEUGEOT 3008 (18- )**

Premium for GT Line trim relative to master Allure trim decreased from £875 to £725 at 36/60 as part of Interproduct analysis, resulting in forecast decreases.

## **SKODA ENYAQ (20- ) ELECTRIC**

Full walk-up review performed resulting in realignment of trims, engines and features, with varying forecast impact.

## **TOYOTA PRIUS (19-22) HYBRID**

Full review of trim and powertrain relationships, with varying forecast impact.

## **VAUXHALL GRANDLAND X (17- )**

Complete review of trim walk-up relationships as part of Interproduct analysis. Almost all trim premiums reduced in pound note terms, resulting in forecast decreases.

## **VOLVO XC-40 (22- ) ELECTRIC**

Walk-up correction. Premium for Plus Pro trim over Plus decreased from £600 to £350 at 36/60 following receipt of additional information from the manufacturer.

## Seasonality changes

In line with our gold book methodology, all other model ranges outside of the other changes listed above, have had their forecasts moved forward from month to month by seasonal factors which are differentiated by sector and fuel type and are based on analysis of historical used value movements.

## 2. Market changes

Anticipated Easter slowdown, but no cause for alarm

Our expectation for April was for the market to reflect fairly typical behaviour for the time of year and to be quite different from the middle of the month onwards as we moved towards the Easter period and school holidays. In fact, there was a marked drop-off in trade performance in the last week in March and the next few weeks remained at a consistent level until just before the Easter break. The monthly used value movement was estimated at -1.2%, favourable to last year (-1.5%) and also broadly in line with the average monthly movement since the launch of cap Live (excluding 2020/2021). A few days before deadline, it looked to be turning out to be very similar to our expectation, but then we saw further movement in the last couple of days, with the final monthly movement into May book being -1.5% at 36/60. The variation by fuel type continued this month, with electric vehicles falling by -2.7% at 36/60, although most of that movement had already happened in the first half of the month, with prices solidifying somewhat towards the monthly deadline as the rest of the market eased. Diesel dropped -1.5%, PHEV fell by -1.3% and petrol and hybrid (HEV) were again the best performers at -1.2% and -1.1% respectively.

Variation was less of a feature this month within the BEV average; unlike recent months, the overwhelming majority of electric models saw downwards movement, regardless of age. This has further increased the relative penalties against ICE equivalents and with retail prices remaining steady, margins should increase. Retail days in stock remains comparable with other fuel types but varies with age. We are also continuing to see evidence of an increasing number of dealers coming back to the BEV market, finally recognising the profit opportunity these cars are now generating. At some stage in the near future, this should lead to a renewed period of stability in trade values for electric cars.

We expect stock levels for many to remain far lower than normal for the time of year, even in the post-Covid years, with retail demand remaining steady, so movements in May are still expected to be slightly favourable to typical seasonality. Our estimate for May is for an overall used value decrease of around -1.4%, slightly better than 2024 (-1.5%) and also favourable to the average monthly movement since the launch of cap Live and excluding 2020/2021. Used volume is expected to continue to increase slightly, but with strong competition still expected for the best

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quality stock. Although there is no separate forecast for electric vehicles (as all individual models are assigned movements separately for short term forecast), the reduction at 36/60 for BEVs during May is expected to be less than that seen in April, although the movement at younger ages is likely to continue to be impacted by new car discounts, particularly on some models only recently on the market.

As previously explained, in the overall market we are continuing to see the benefit of reduced new car registrations through the pandemic, translating into lower levels of used car supply and subsequent improvements in used values.

## The ban on sales of new ICE cars and LCVs from 2030

We have finally had the results of the government “fast track” consultation on the Vehicle Emissions Trading Scheme (VETS or often known as the ZEV Mandate). There is official confirmation that the deadline for the sales of petrol and diesel cars has shifted back from 2035 to 2030 - this is expected to have minimal impact on used values, especially since the existing ZEV % targets by year are unchanged (as expected). We don't even expect to see a short-term boost in consumer interest as the formal announcement has been so long coming, in contrast with the short blip in demand experienced when the deadline was originally pushed out to 2035 (without changing the mandate targets). It has now been confirmed that self-charging hybrids and plug-in hybrids will still be allowed to be sold as new cars until 2035 (again, as widely expected).

The main changes were related to the various ‘flexibilities’ available to manufacturers to minimise fines and the reduction in the fine per car from £15,000 to £12,000. In the medium term, the most significant change is probably the extension of CO2 credits out to 2029 (which were previously due to end in 2026); many manufacturers relied on this in 2024 as the main strategy to avoid paying fines and there was concern that the current rate of new BEV growth would result in serious problems for many groups in 2027 if CO2 credits were no longer allowed to be factored in. Reducing “caps” on the amount of credit that can be claimed by this method have been implemented but should be sufficient for most to continue to use CO2 credits as their main fine-avoidance strategy. Importantly, there is also clarification that the existing CO2 test values for plug-in hybrids will continue to be used, rather than the (higher) Euro 6e-bis test results being implemented in the EU. Those who are ‘borrowing’ from the future, assuming that over-performance in later years will compensate for current shortfalls, will also be able to do this out to 2029.

The other major change which will impact some groups is the additional flexibility to balance the targets between cars and LCVs. One car credit will be equivalent to 0.4 van credits, and one van credit can be exchanged for two car credits. The announcement of the exemption of “small” and “micro-volume” manufacturers from the legislation is of minimal impact, since they were already eligible to apply for “derogation” and were effectively exempt anyway.

Although many of the elements of support were missing that had been called for by those in the industry who participated in the consultation, there is still potential for further changes. The DfT has stated that “support for the car industry will be kept under review as the impact of new tariffs become clear” and there is also potential for some assistance from the new industrial strategy, due to be published in the next couple of months.

In our view, these changes are unlikely to accelerate the sales of new BEVs to enable the market to reach the ambitious targets set out by the previous government, but they will go a long way to ensuring that manufacturer groups are not paying punitive fines in the medium term.

The focus on maximising BEV sales last year resulted in excessively large new car price discounts in some cases – those models where large discounts and differential interest rates have combined to make new cars cheaper than used have (not surprisingly) resulted in significant reductions in used values. Without any material support to encourage private new car buyers, we expect this to continue.

This year, the target for zero emission registrations increases from 22% to 28%. This represents a nominal increase of +27% in BEV registrations in a flat new car market and is likely to prove a bigger challenge than 2024. We expect significant new car discounts to persist and will continue to monitor the situation closely. There is still the prospect of the government aligning VAT between public and domestic charging and they have already committed to reviewing the imposition of the VED Expensive Car Supplement (for BEVs costing over £40,000 from April this year) at a “future fiscal event” when “conditions allow”, this is unlikely to form part of the summer spending review and the earliest this could happen would seem to be the Budget in the Autumn.



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The biggest issue that we still expect from the ZEV Mandate is when the targets ramp up from 38% in 2027 to 52% in 2028. In a flat market this would imply an increase in the number of BEVs registered of +34% (in comparison to 2024 being a +15% increase on 2023). It is hard to see how this level of penetration can be possible without either significant government incentives or the discontinuation of a significant proportion of ICE models in the UK, especially at the point of the adoption curve when serious inroads will need to be made with those who are unable to charge at home.

## Battery electric vehicles

The used market for BEVs is likely to remain extremely complex for the foreseeable future. The high prices which were fuelled by extremely strong demand in the middle section of 2022 are a distant memory; increased used volume and a multitude of issues impacting demand combined to bring the 'perfect storm', resulting in the eye-watering decreases in used values which started two and a half years ago, with cumulative used value reductions on average for BEVs of over -60% between September 2022 and September 2024. BEVs are currently down -11.5% Year Over Year at 36/60; currently improving and far better than the -36% in September 2023 and is expected to continue to improve (this month's movement of -2.7% was still superior to the -3.7% in May 2024).

It was not a surprise that values came down in 2022/23. If anything, the most surprising element was just how long values had remained strong during 2022, but the speed of reduction when it came was brutal. Many models continued to stabilise or increase slightly in value towards the end of 2023 as the used market for BEVs outperformed other fuel types, but this year we have seen renewed falls, although performance over the last two months gives further credence to our previous view that we may be moving into another period of relative stability. Variation by model is expected to continue to be a feature of the market and some models which appeared to have settled are now seeing renewed pressure, whilst others are unchanged and some have seen a relatively dramatic recovery. Battery electric vehicles selling at a similar speed to other fuel types on dealer forecourts at three to five years old – dealer demand remains less strong than consumer demand, with some still steering clear of BEVs due to catching a cold when values dropped and the vast majority of independents still not stocking BEVs at all. There is clearly capacity for the used market to cope with plenty more BEVs and more franchised dealers and car supermarkets are continuing to return to the market. There is more pressure on prices at younger ages and days to sell is less favourable due to the competition provided by ongoing new car discounts.

Volume of BEVs will continue to increase through 2025, but many models already appear extremely attractively priced following the previous reductions. Buyer demand in the used marketplace is back to previous levels and is continuing to increase. Although a small number of trade buyers remain selective, demand is considerably higher than it was a few months ago and is expected to remain robust, especially for models at the lower end of the price spectrum (which now include some premium models and some larger vehicles). On average, trade prices for the majority of battery electric models remain below conventionally fuelled versions of the same model (where both fuel types are available). This is the case again at all ages and by an average of -£3,404 at 36/30 and as much as -20.8% at 60/50 and this has now filtered through into retail prices; analysis several months ago showed retail adverts prices for BEVs to be -9.5% cheaper at 3 years old and -15% cheaper at 4 years old. At the younger age spectrum, current electric models being offered with significant new car price discounts (or very cheap leasing/PCP offers) are continuing to make the nearly new used market for these models highly unattractive, especially where differential interest rates are acting to make the monthly payment for used greater than new. There are several models where previously registered cars with delivery mileage are also putting pressure on used values for cars from 18 to 24 months old. During the second quarter of this year, we expect further models to have list prices realigned and discounts reduced accordingly – we have already seen this in numerous cases in recent months.

Some models still appear to have further to fall, as indicated by our continuing negative editorial adjustments in our forecasts. However, in some cases we have now applied small positive adjustments in the expectation of a modest recovery in values and a realignment against ICE equivalents, or we have not applied the full used value reductions seen to date in our Interproduct reforecasts. Nearly new used values for almost all BEVs are now back well below cost new. Supply and demand for BEVs will continue to wax and wane over the longer term, but consumers retain the desire to reduce emissions and even in the minority of cases where there is a higher capital outlay, the cost of ownership situation will remain favourable under any sensible charging regime. There is still the prospect of new clean air zones (such as the ones implemented during 2024 in Scotland) and updates and extensions to the existing schemes, further fuelling demand for lower emission vehicles. There are further signs that retail prices are now reflecting some of the long-term reductions in trade prices as aged stock is disposed of and these cheaper prices are also likely to further stimulate consumer demand.

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## Remainder of the market

Base rates were held as expected in March and interest rates are continuing to constrain retail consumer demand due to the cost of borrowing; several months ago, used car customers were increasingly tending to be cash buyers, having secured cheaper funding outside of the retail network, but some of the least competitive APR deals have since improved. These will continue to improve with CPI inflation remaining relatively close to target and expectations for lower future rates across the board, although the trajectory for rate reductions is now expected to be slower due to inflationary measures implemented in last year's Budget which already appear to have started to impact CPI, even before the increased costs to business of National Insurance contributions and increases in National Living Wage have crystallised. In contrast to this, the BoE are under pressure to reduce rates in the short term due to concerns about global growth and the impact of USA tariffs on the UK economy and the expectation is that there will be a minimal decrease in May, but that the committee are likely to hold rates if at all viable at the next meeting in June. Those dealers who are offering deposit contributions, combined with relatively low APR rates, are seeing the benefit and we expect this trend to continue. Interest rates are also having an impact on dealer profitability due to increased holding costs and many are expected to continue to run at stock levels considerably lower than they would have been historically, with vehicle values also remaining higher. With base rates expected to continue to very slowly reduce over the medium term, the situation is expected to improve, but this improvement will be very gradual.

We expect the re-pricing of aged stock to continue and growth in demand to continue to be limited by the prolonged cost-of-living squeeze – reductions in CPI do not signal improvements in household disposable income unless wages have already increased in line with inflation or are expected to rise by above the current rate in the very near future. Increasingly, we expect dealers to be disposing of overage cars, either through auction or within the trade, as they cut their losses and focus on current market opportunities.

There are ongoing constraints across the supply chain and global supply chains remain fragile. Semi-conductor supply remains constrained, but availability for all manufacturers has improved significantly and is expected to continue to result in improved new car registration performance through 2025. Longer term concerns regarding security of water and power supplies in Taiwan, plus the potential for invasion by China, result in an outlook where chips in general remain in relatively short supply until additional manufacturing capacity comes on stream within the next couple of years. Further supply disruption of some form seems inevitable and the timing of that disruption and location of the countries impacted is likely to be impossible to predict, but the level of disruption is expected to be less than seen over the past three to four years.

With Donald Trump taking office for his second term as US President, there are increasing concerns that a full-blown trade war now looks likely, not just with China, but with most of the developed world, although the situation seems to change on almost a daily basis. However, there is also potential for this to result in reduced demand for shipping containers from current levels and could act to limit inflation if it results on lower global shipping costs. It remains to be seen whether the UK and EU authorities are able to negotiate a way through the forthcoming difficulties and avoid detrimental impacts from future global trade actions.

Although prices had continued to soften for many of the elements which had been driving inflation last year, January saw the highest inflation rate in ten months, with CPI increasing to 3.0% (from 2.3% in October and 1.7% in September) and mainly driven by food, fuel and energy prices. Recent results since then have been volatile and the slight decrease from +2.8% to +2.6% in March is expected to be reversed in the near future, with inflation expected to be impacted from numerous different factors, especially the increases to employers' National Insurance contributions and the increase to the Minimum Wage announced at the Spring Statement which are unlikely to be reversed. However, CPI is still expected to remain relatively close to target, although recent government actions have provided additional pressure and the Bank of England remain concerned about future increases, especially from the services sector. Container prices and shipping costs remain well below their previous highs and the piracy risks in the Red Sea seem to have reduced in recent weeks, with fewer vessels being diverted around the Cape of Good Hope and more traffic through the Suez Canal, which may lead to further reductions in global shipping costs. The global inflation outlook remains complex. Previous increases in base rates from central banks, including the Bank of England, are widely thought to be unlikely to have had any significant impact on inflation and appear to have had more potential to limit growth.

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In summary, our view is that:

- Some battery electric models have stabilised following very large decreases in used values in the past, whereas some ranges remain very weak and appear to still have some way to fall, with no common denominator or central theme governing how individual ranges are performing. The vast majority of models where a comparison can be made are now looking excellent value compared to ICE equivalents or competitors and although there is potential for some to increase further from their current used value position, we have generally assumed that we will see further deflation in future and have applied negative editorial or future trends adjustments in many cases. In effect, where there is a significant price penalty and the BEV is considerably cheaper than the ICE equivalent, we are assuming that this relationship will persist in future. There are small positive adjustments for the handful of models which have seen the heaviest falls and, in these cases, values are expected to increase slightly over the next 12 months. Sizeable new car discounts will continue to put pressure on individual models where used values have not already been significantly impacted.
- The used car market in May is expected to be relatively healthy, with movements slightly favourable to typical seasonal patterns, with overall price change expected to be a decrease of around -1.4% overall at 36/60. Condition continues to be key, with parts availability and refurb capacity continuing to reduce while costs inevitably increase and the cleanest vehicles are generally expected to continue to perform well. Retail demand will remain constrained over the short term as the reality of the ongoing cost-of-living squeeze continues to make itself felt and concerns remain over the impact of current interest rates on mortgage costs, even if rates reduce again in the first half of this year. Used car volumes are now predicted to remain relatively similar to the last few months, staying low compared to historic levels as we expected, with used values expected to remain relatively robust through much of this year. Battery electric models are all still frequently re-assessed on an individual basis for short term forecast, but a handful are now allocated standard sector movements.
- Although the UK has not entered a technical recession, we remain in an environment of sluggish growth and the final quarter of 2024 could well see negative GDP once again when the final data is published (currently estimated at +0.1%). The initial estimate for January was also negative at -0.1%, but February improved to +0.5%, although both these figures are subject to revision. As mentioned in our customer webinars, the negative economic impact of any slowdown is still expected to be outweighed by the reduction in used car supply already guaranteed by the lower new car registrations from the start of the pandemic onwards. Used car prices are not generally correlated with GDP growth, partly because there is a substantial element of core “needs purchases” and also because reductions in consumer confidence and disposable income result in changes of used car buying, rather than preventing it; buyers may turn to older/smaller/higher mileage cars or turn to the used market instead of buying new.
- There are still a significant and increasing number of cases where logical relationships have been broken. These are expected to resolve themselves in time, but not before further distortion from the severe used value reductions at the end of 2023 and the partial recovery through 2024. It is extremely hard to predict how retail demand will progress through this year, especially given the complex economic situation, but in general continued stability is expected as CPI inflation continues to be relatively close to target, with the potential for improvements once interest rates finally come down.
- As we move through 2025, we will continue to see the positive impact of reduced used car supply as a result of more than 2.8 million fewer cars registered through the course of the pandemic, particularly from fleets (approximately two thirds of the shortfall). However, this will reduce through the year, become close to “new normal” in 2026 and then we will start to see increases in used car volume by 2027 and into 2028.

## Supply side factors

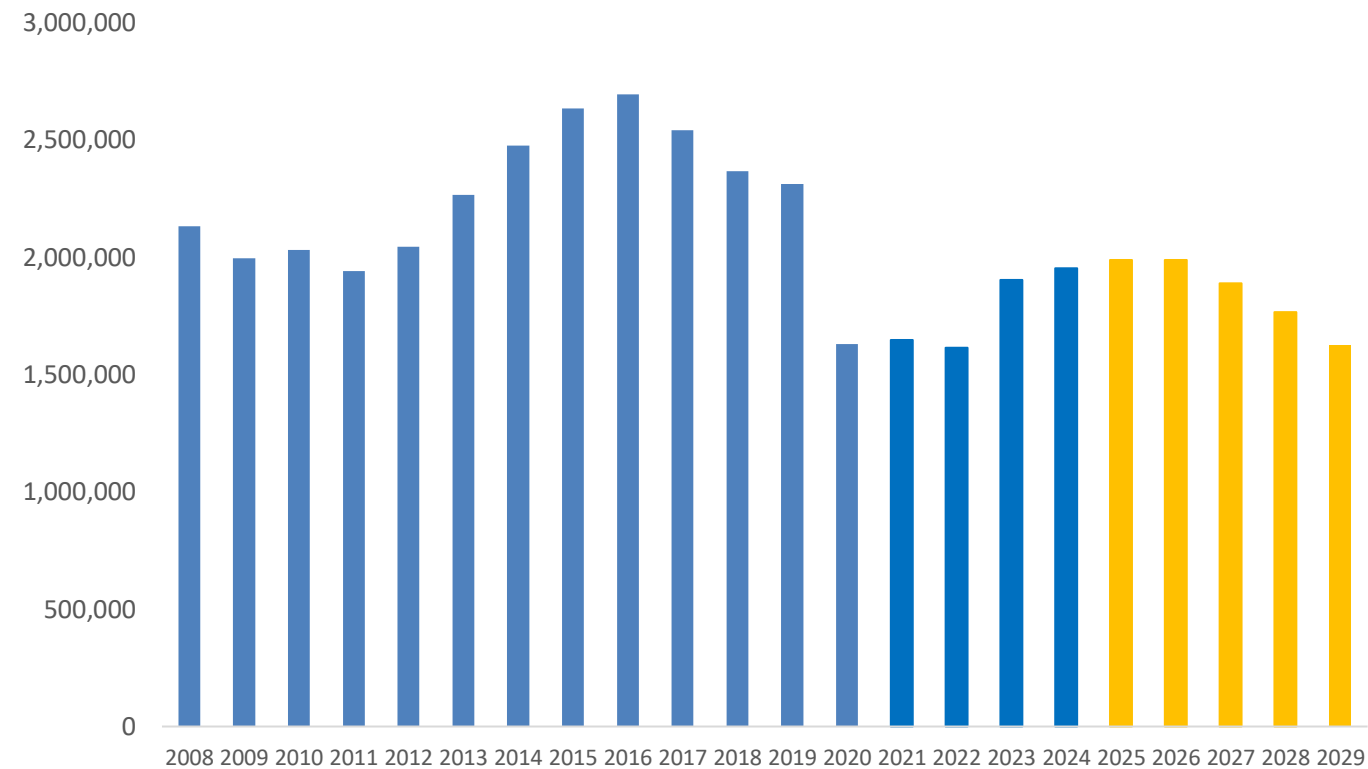
Our initial forecast for 2024 was for a further improvement to 2.09mm (up around +10% on 2023 but -9.4% down on 2019), but in August we revised this down to 2.026mm (up 6.5% on 2023, but down -12.3% on 2019). The annual run rate was around 1.97mm at one stage, but weakened considerably in the final months of the year and came in at 1.952, some way below our previous prediction. December saw considerable variation in the data: significant forced registrations from manufacturing groups short of ZEV Mandate target (or under pressure to maximise sales in the calendar year), others holding cars back to register in 2025 (either ICE cars if the required ZEV Mandate position had not yet been reached, or BEVs if the target was already secure). We were expecting a higher level of forced



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registrations at the end of 2024 in comparison to 2023, but again they seem to have been considerably lower than had been anticipated. Our latest new car registration forecasts for future years are displayed below, although much will depend on the outcome of the imminent consultation exercise, but we do not envisage the market returning to the peaks seen between 2014 and 2018 and still expect to be below pre-pandemic levels. We have been expecting to see a reduction in registration levels from 2027 as increasing number of ICE models are discontinued as an unintended consequence of the ZEV Mandate (Vehicle Emissions Trading Scheme), but this may well happen earlier than originally thought.

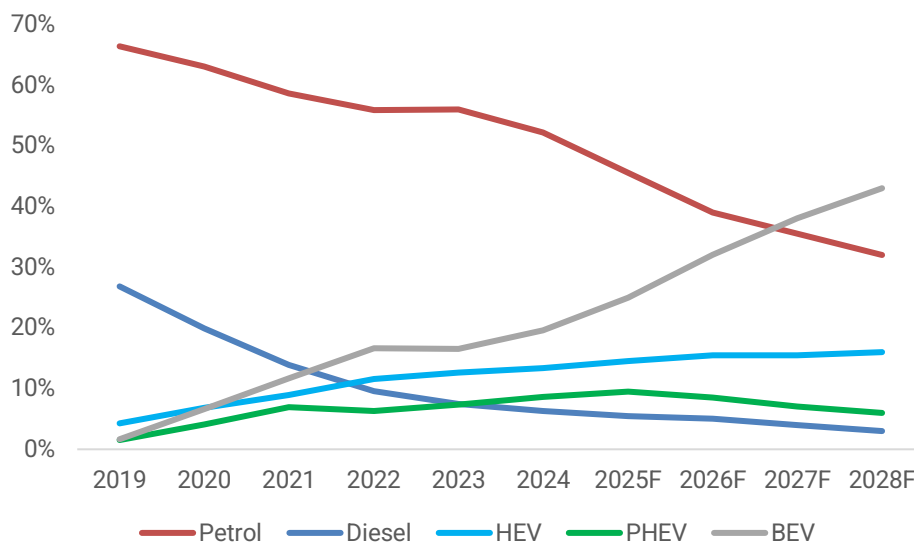


The chart below shows our latest forecast market share split by fuel type. Petrol and diesel volumes include mild hybrids. The decline in diesel will continue but is likely to slow down since it will remain the right choice for a hard-core minority of drivers and use cases. The timing of the eventual disappearance of diesel from the new car market will depend on when manufacturers cease to make individual models available to the UK market.

Our latest estimate of future share split progression is detailed below. BEV share in 2023 remained flat, but this was significantly impacted by manufacturers holding off on a proportion of BEV registrations until 2024 (due to the implementation of the Zero Emission Vehicle Mandate) and also by Tesla registrations being around -66% down on the previous December (and -56% down in the final quarter). In 2024, we saw overall BEV share climb from 16.5% to 19.6% (compared our forecast of 19%), with the record share in December of 31% being a function of the various year end activities and not a genuine indicator of renewed strength. We are showing 2028 BEV share at 43% (well below ZEV Mandate levels of 52%) and our view is that the targeted share could only be achieved through the early discontinuation of a significant proportion of ICE models in the UK and lower overall levels of new car registrations, although manufacturers will now be planning lower levels of actual registrations now that the changes to the VETS legislation mean that they will be able to mitigate any potential fines by CO2 credits and borrowing against the future until 2029.

# Car future editorial

By cap hpi



Growth will continue to be led by battery electric vehicles (BEVs) which became the dominant AFV type towards the end of 2022 as we expected and is forecast to be the largest fuel type in the market during 2027. Post-Covid driving patterns (shorter and fewer journeys due to the increase of home working and online meetings) are likely to add to demand. The government's proposal to ban new ICE cars from 2030 will also be part of this increase, provided enough vehicle supply is made available and investment in charging infrastructure keeps pace with demand.

## Demand side factors

Latest medium-term independent forecasts for the UK economy were published in February and the new forecasts see a downgrade in expected growth for 2025 from 1.3% to 1.0% following the recent budget. 2026 to 2029 sees very gradual growth from 1.5% to 1.7%. The general opinion of the markets is that the recent Budget does not do enough to generate growth, has inflationary elements to it and will result in interest rates coming down slower, with reducing investment. The new forecast from the OBR to accompany the Spring Statement from the Chancellor also showed a significant downgrade from the growth estimate of 2.0% for 2025 (which was widely viewed as being optimistic at best) to just 0.3% and further downgrades have been predicted by various forecasters in the wake of the turmoil caused by the imposition of various tariffs by the USA and the unpredictability of the whole situation with the USA government.

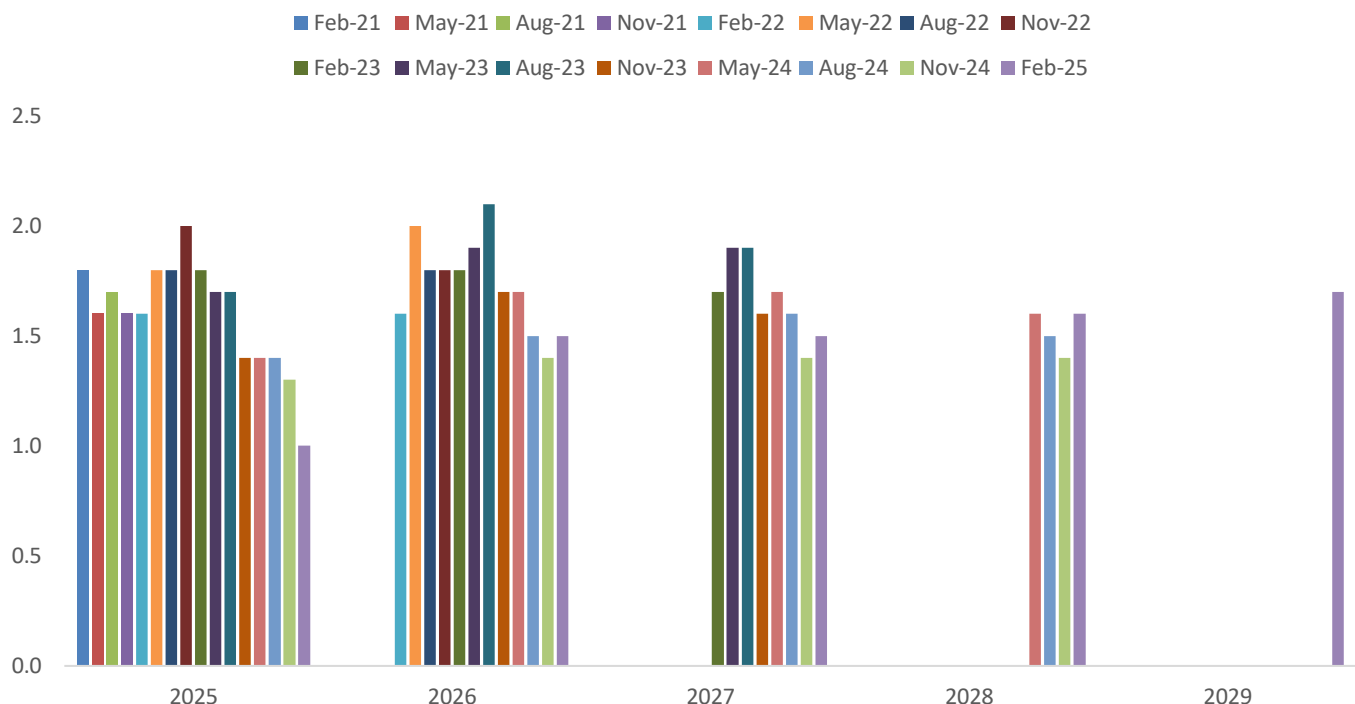
Base rates are expected to continue to reduce through 2025, but only slowly. The current average independent forecast for the next 12 months is for interest rates to move down to 4.2% by the end of 2025 and 3.6% by the end of 2026, but significant changes are expected once the next set of medium-term independent forecasts are published in May. Previous pronouncements from the government on the state of the public finances and the implications of the Budget certainly served to reduce consumer confidence (down -7% in a single month), but this change may well be short-term and some recovery may be seen as we move through 2025, especially if the overall impact of the Budget and the Spring Statement is eventually viewed by the consumer as less severe than initially perceived.

The following chart shows the latest GDP forecasts to 2028, alongside previous forecasts.

# Car future editorial

By cap hpi

## Independent GDP Forecasts



The latest independent unemployment forecasts have now reverted to show unemployment rates fairly flat throughout the period – broadly similar to the previous November forecast.

CPI inflation remains above target, but well below the previous peak of 11.1%). Electricity wholesale prices remain relatively volatile (although much lower than in recent years) and timing of OFEGM announcements is likely to continue to be a significant factor in whether prices go up or down for consumers and businesses. At the time of writing, wholesale electricity prices are approximately -29% lower than they were at the cut-off for last pricing cap announcement. The BoE continue to be wary of “second order effects”, in particular the levels of wage awards, especially within the services sector. The previous increases were driven by a combination of increased fuel and energy costs, everyday household goods, food and clothing, and ongoing labour market imbalances. Although indications from the BoE are that rates are now decreasing from the peak, they have been at pains to point out that base rates will come down much slower than they went up. Concerns remain that rates were raised too far and too fast, damaging UK growth, but the central bank are currently in no mood to lower rates significantly in the immediate future, despite pressures from the potential of a global recession. Thankfully the dangers of secondary effects from high base rates that are harmful to growth going forward also now appear to have been recognised.

The Bank of England survey had previously shown a continued trend for precautionary saving, but they are now factoring in lower levels of household saving than had previously been assumed, with amounts built up during the pandemic assumed now to have been spent to fend off the cost-of-living situation, although there were also some indicators that some households have started saving again.

### 3. Historic forecast accuracy

Since the introduction of gold book at the end of 2013, we have been able to track the accuracy of historic forecasts against current (black book) values. This tracking is longest for 12-month forecasts (tracked since January 2015) and shortest for 60-month forecasts (tracked since January 2019).

Overall, we are satisfied that accuracy results have generally been within the +/- 5% target agreed with customers, but recognise that results were affected by the unexpected strength of petrol values, which started in 2017 as a result of

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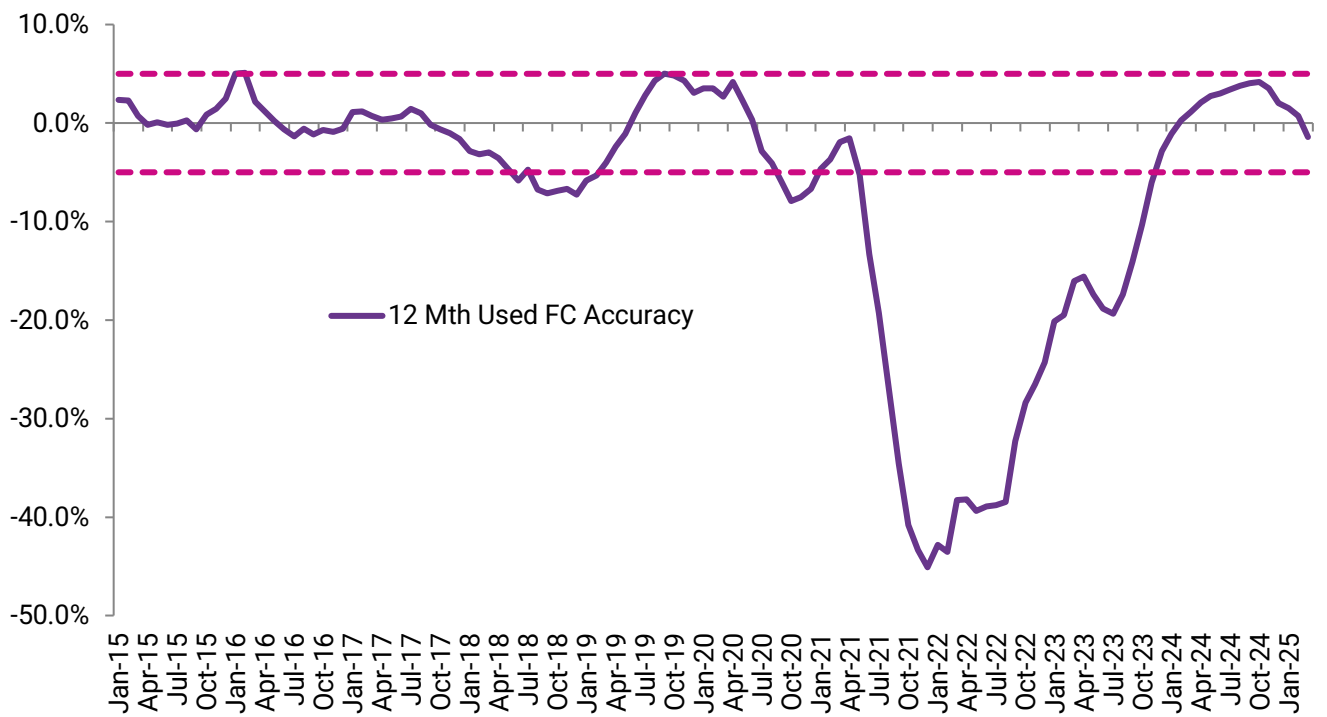
anti-diesel press, but which fell away since late 2018, as we had predicted. Diesel forecast accuracy has historically been within target, while petrol forecast accuracy fell outside of target during this period of strong values. There was a brief deterioration in accuracy in 2020 when business resumed after the first lockdown and values benefitted from the release of pent-up demand, but we were back on target as the market readjusted. In 2021, our historic forecast accuracy was severely impacted by the strength of the used market after dealerships re-opened in April as COVID restrictions started to be lifted. The record-breaking strength in used values on resumption of business (at a time when we would normally expect to see depreciation in each month) resulted in a significant shift in accuracy. For longer forecast durations, this will have an impact for a long time to come.

Therefore, the tracking charts below all show the same general patterns, with the difference to target being less for 12-month forecasts (reforecast most recently); and being more for longer term forecasts (reforecast less recently). Details are shown below for 12 and 36 months, but all details are available on request.

## 12-month results

Since measurement started our 12 month used forecasts have averaged -7.1% less than used values across all vehicle ids (clearly skewed by the record-breaking used value increases in 2021), and the most recent results show April 2024 12 month forecasts being -2.1% lower than April 2025 used values, with all major sectors still on target and the overall average has been on target for the past 17 months.

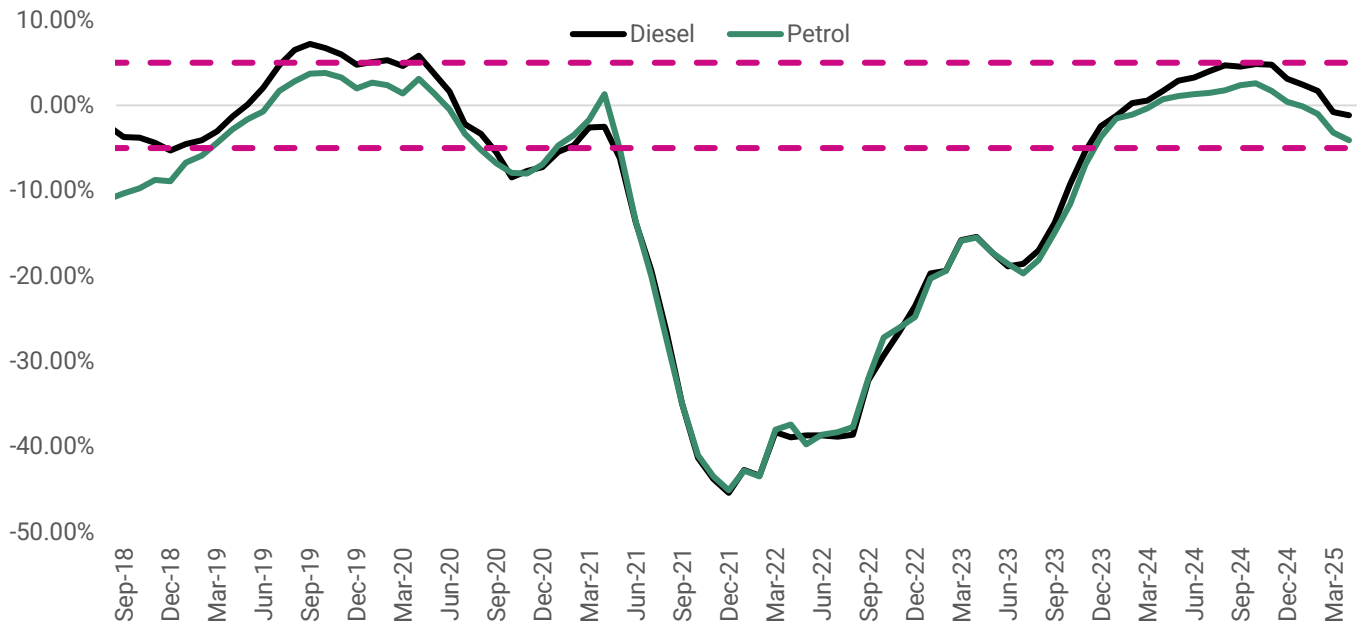
## Overall results



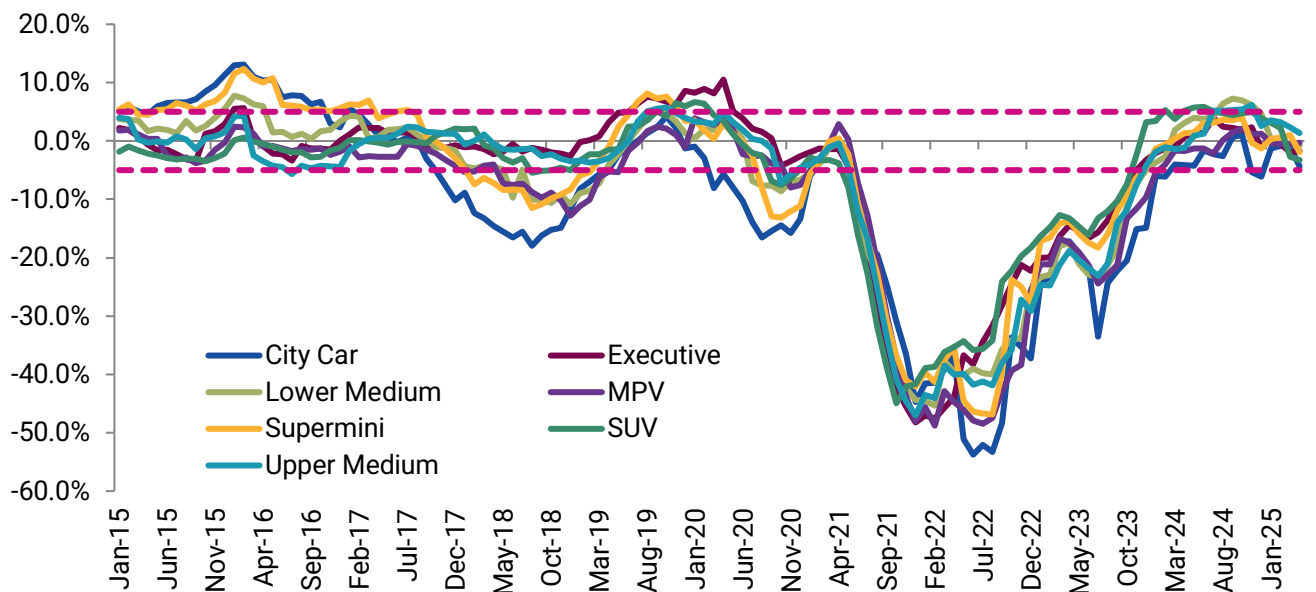
# Car future editorial

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## Fuel type results



## Sector results





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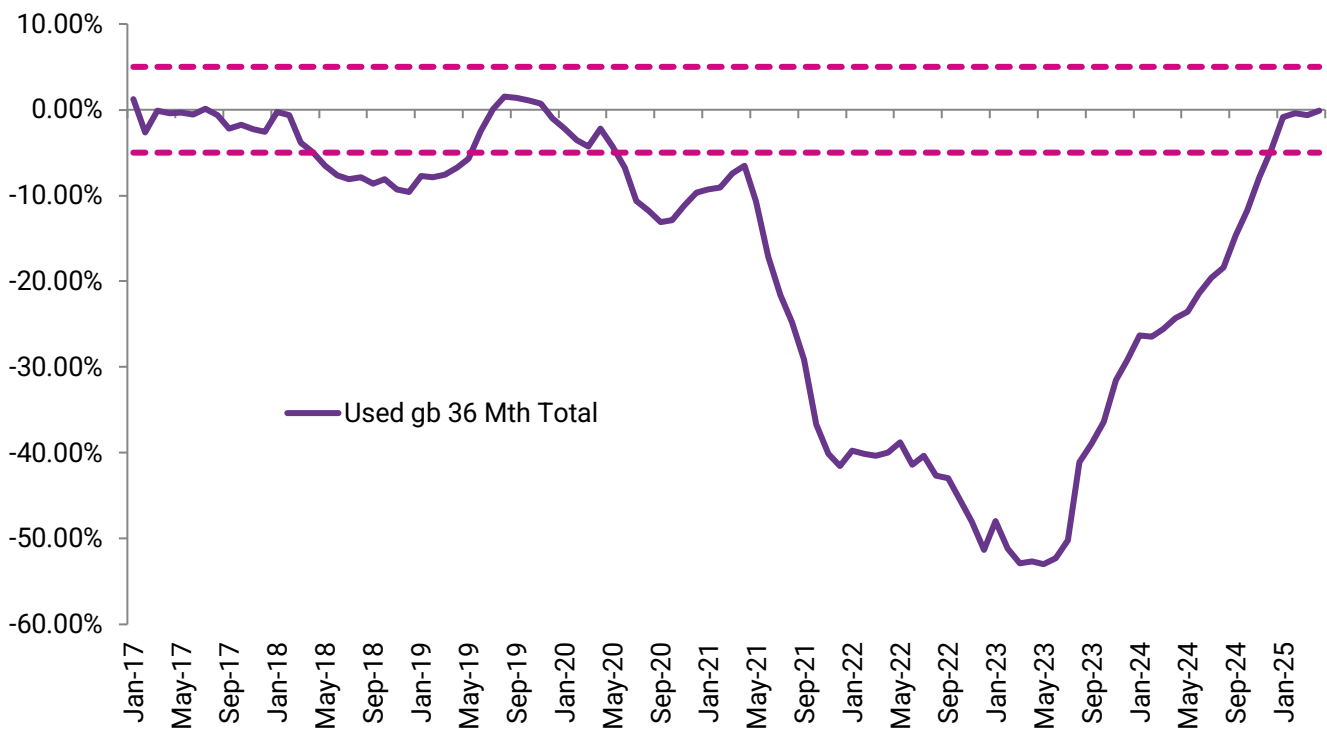
The most recent results for the main sectors are as follows:

April 2025	Average of Diff (%)
City Car	-4.3%
Executive	-1.8%
Lower Medium	-0.7%
MPV	-0.3%
Supermini	-2.0%
SUV	-3.2%
Upper Medium	+1.3%
Grand Total	-2.1%

36-month results:

Since measurement started our 36 month used forecasts have averaged -17.4% less than used values across all vehicle ids (clearly distorted by the record-breaking increases in used values in 2021), and the most recent results how April 2022 36 month forecasts remain on target overall at -0.1% lower than April 2025 36 month used values, with the majority of major sectors remaining on target (apart from MPV -6.6%, SUV +5.3% and City Car -13.3%) and the average on target for the last 5 months.

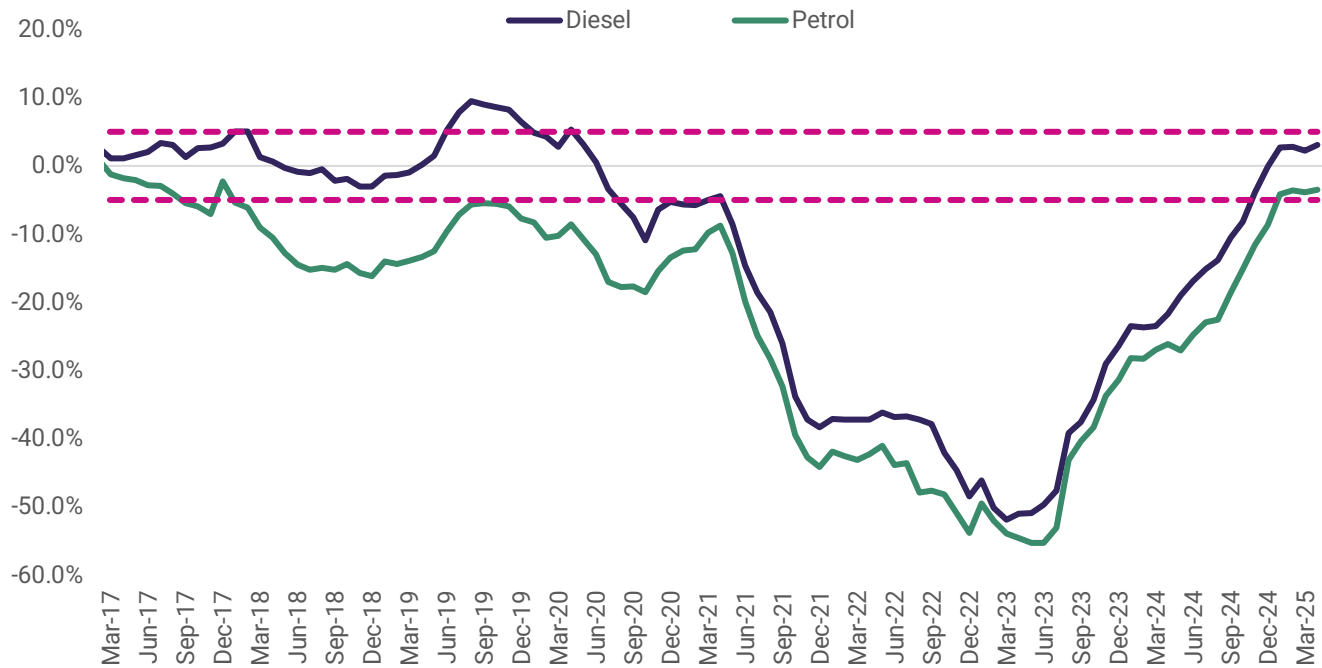
Overall result



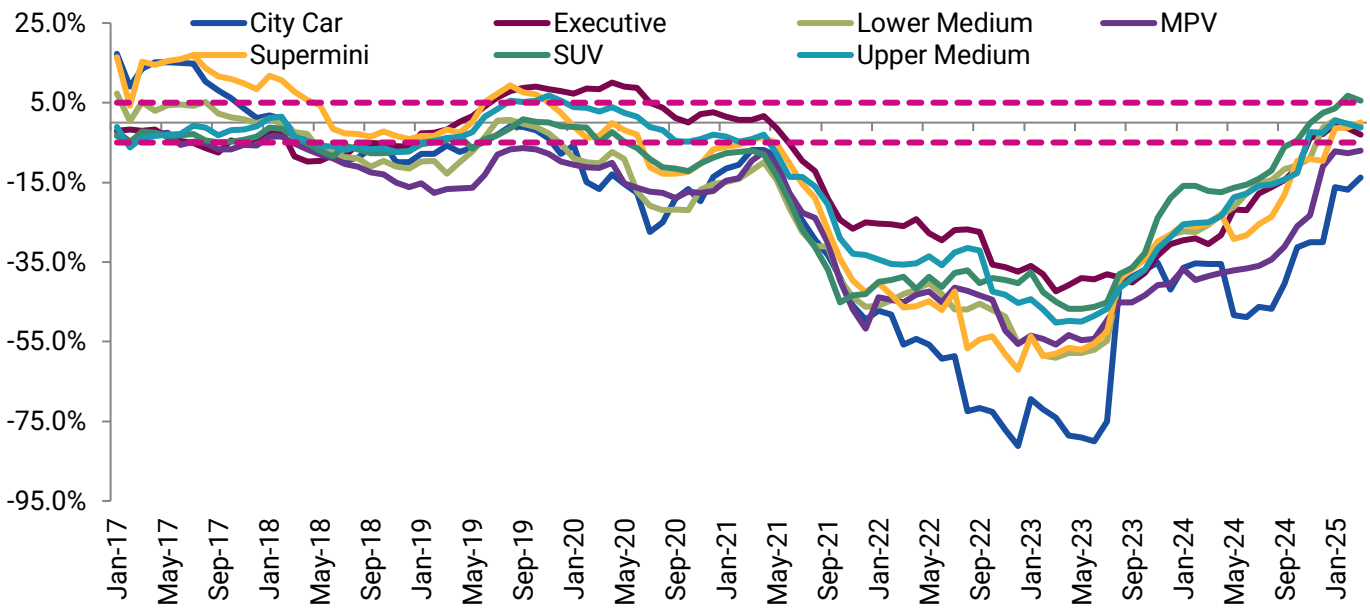
# Car future editorial

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## Fuel type results:



## Sector results:



# Car future editorial

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The most recent results for the main sectors are as follows:

April 2025	Average of Diff (%)
City Car	-13.3%
Executive	+0.7%
Lower Medium	-0.6%
MPV	-6.6%
Supermini	-0.1%
SUV	+5.3%
Upper Medium	+0.5%
<b>Grand Total</b>	<b>-0.1%</b>

## 4. Forecast methodology and products

### Overview and gold book iQ

Our values take current month used values as a starting point (uplifted for model changes where necessary), are moved forward according to age/sector/fuel specific year on year deflation assumptions regarding future used car price movements and are then subjected to additional adjustments by the Editorial Team. Finally, the values are moved forward by the next month's seasonality adjustments which are differentiated by sector and fuel type and are based on analysis of historical used value movements.

All these assumptions and adjustments are available for scrutiny to our customers through our gold book iQ product: complete transparency in automotive forecasting.

Changes may be actioned wherever there is reason to do so outside of the sector reforecast process and we continue our monthly Interproduct analysis with our used value colleagues exactly as before.

### Short term forecast (0-12 months)

Our short-term forecast product, (covering 0-12 months) was launched in 2014. This is a live, researched product with a dedicated editor and filled a gap in our historical forecast coverage.

### Forecast daily feed

In December 2017 we introduced a daily feed of forecasts for new models launched onto the market, so that customers do not have to wait until the next month to receive these forecasts.

### Forecast output

Individual forecasts are provided in pounds and percentage of list price for periods of twelve to sixty months with mileage calculations up to 200,000. Each forecast is shown in grid format with specific time and mileage bands highlighted for ease of use.

All forecast values include VAT and relate to a cap hpi clean condition and in a desirable colour. Values are for a "naked" vehicle and do not reflect any added option content.

# Car future editorial

By cap hpi

## Parallel imports

Particular care must be taken when valuing parallel imports. Vehicles are often described as full UK specification when the reality is somewhat different. These vehicles should be inspected to ensure that the vehicle specification is correct for the UK. Parallel imports that are full UK specification and first registered in the UK can be valued the same as a UK-sourced vehicle.

## Grey imports

cap hpi gold book does not include valuations for any grey import vehicles, (i.e., those not available on an official UK price list)

## 5. Reforecast calendar 2025/26

We previously accelerated our calendar of sector reforecasts, to ensure that forecasts for all sectors incorporate the latest views of the future market in this fast-changing environment. The table below shows our revised future schedule of sector reforecasts:

Monthly Product	Sector 1	Sector 2	Sector 3	Sector 4
Jun-25	SUV			
Jul-25	City Car	Supermini		
Aug-25	Upper Medium	Executive	Large Executive	Luxury Executive
Sep-25	Lower Medium	MPV		
Oct-25	Convertible	Sports	Supercar	
Nov-25	SUV			
Dec-25	City Car	Supermini		
Jan-26	Upper Medium	Executive	Large Executive	Luxury Executive
Feb-26	Lower Medium	MPV		
Mar-26	Convertible	Sports	Supercar	
Apr-26	SUV			
May-26	City Car	Supermini		