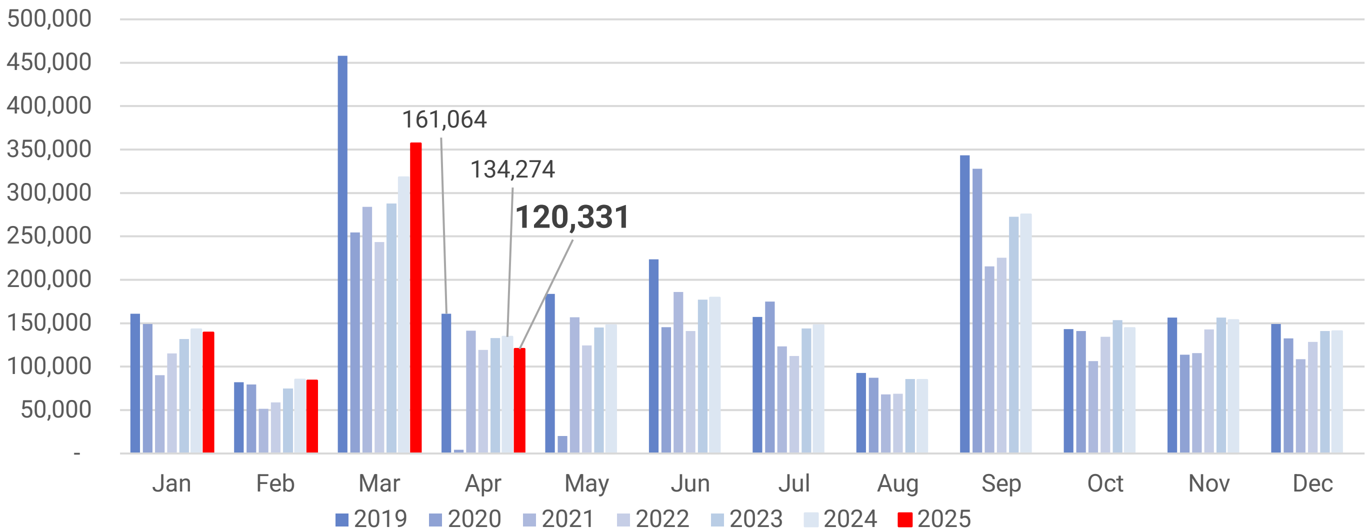
June 2025

Car market overview

This monthly briefing highlights the latest activity across the UK's new and used car sectors. It presents updated figures on new vehicle registrations through April 2025 and outlines current trends shaping the used car landscape. All statistics and insights are current as of May 23, 2025.

New car sales

April 2025 saw a notable dip in the UK's new car market, with registrations totalling 120,331 units, as reported by the Society of Motor Manufacturers and Traders (SMMT). This marks a 10.4% decline compared to April 2024, equating to 13,943 fewer vehicles sold. It's the sixth time in seven months that registrations have fallen, underscoring ongoing economic uncertainty and a decline in consumer confidence.



Source: SMMT

When measured against March 2019—a benchmark often seen as the last pre-pandemic "normal" period—new car registrations in April 2025 were down by just over 25%, highlighting the market's ongoing struggle to return to previous levels.

April is typically a slower month for car registrations following the surge in March due to the plate change. This year, activity was further dampened by the late Easter holiday, which reduced the number of working days. Additionally, changes to Vehicle Excise Duty (VED) that took effect on April 1—including the expansion of the Expensive Car Supplement to cover many new electric vehicles—prompted savvy buyers to bring forward their purchases into March to avoid the higher tax burden.

With the overall market contracting in April, all three primary sales channels recorded year-on-year declines. Fleet registrations experienced the sharpest drop at 11.9%, followed by business sales, which fell by 10.9%. Private registrations held up slightly better but still declined by 7.9%.

Despite April's dip, there are some encouraging signs in the year-to-date figures. Registrations for the first four months of 2025 are tracking just over 3% ahead of the same period last year. Private registrations have shown the strongest growth, rising by 6.3%, while fleet sales are also slightly up by 1.2%. Business registrations remain slightly behind, down 1.9%, though this equates to fewer than 300 units. If the current pace continues, we project the UK new car market to reach approximately 1.988 million registrations by year-end—representing a 2% year-on-year increase, though still around 14% below 2019 levels.

April's registration data revealed shifting preferences in fuel types. Traditional fuel models continued to lose ground, with petrol and diesel car registrations dropping by 22.0% and 26.2%, respectively. Hybrid models also saw a slight dip of 2.9%.

On the other hand, plug-in vehicles gained traction. Plug-in hybrids (PHEVs) surged by 34.1%, while fully electric cars rose by 8.1%, reaching 24,558 units and accounting for 20.4% of all new registrations. According to the SMMT the battery electric vehicle (BEVs) market now offers over 130 models, including a growing number of more affordable options—thanks to sustained investment from manufacturers aiming to meet a broader range of consumer needs.

As we have already mentioned, so far in 2025, total new car registrations are up just over 3% compared to the same period last year. BEVs have played a significant role in this growth, with their registrations climbing 35.2% and their market share reaching 20.7%. They now rank second in popularity behind petrol models, though still fall short of the 28% share required under current Vehicle Emission Trading Scheme targets.

The path to widespread electric vehicle adoption still presents considerable challenges, despite recent adjustments to emissions regulations. While increased regulatory flexibility is a positive development, it alone will not be sufficient to drive meaningful change. The SMMT, along with other industry bodies, has emphasised the need for bold fiscal action to truly stimulate the market. Key measures could include reducing VAT on EV purchases, revising the Vehicle Excise Duty surcharge on higher-priced models, and aligning the VAT rate for public charging with that applied to home charging. These steps would not only make electric vehicles more financially accessible but also signal a strong national commitment to sustainable transport. Without such decisive intervention, the transition risks falling short of both its environmental goals and the automotive sector's full potential.

So far in 2025, the top five BEVs by registration are led by the Tesla Model Y and Model 3, securing the first and second spots respectively, followed by the Kia EV3, BMW i4, and Audi Q6 e-tron. However, looking specifically at April's figures, the Skoda Elroq emerged as the month's best-seller, with the Ford Explorer in second place. The VW ID.3, BMW i4, and Kia EV3 rounded out the top five for the month.

The BEV market is also seeing a wave of new entrants. Manufacturers such as Leapmotor, Skywell, and Xpeng are beginning to appear in the registration data. BYD has already captured an impressive market share of over 1.5% this year, while Jaecoo and Omoda, when combined, have closely matched that figure. The landscape is clearly evolving—and at a pace faster than ever before. The growing presence of new brands and models signals a rapidly diversifying market, reshaping the competitive dynamics of the UK's electric vehicle sector.

Daily rental and short-cycle registrations have shown steady growth throughout the first four months of 2025, with volumes rising consistently each month. April alone saw a 37% increase compared to the same period last year. Year-to-date, this segment is up by 55% versus 2024. Notably, by the end of April, over half (54%) of the total volume registered in all of 2024 had already been reached—highlighting the strong momentum in this section of the market.

As previously noted, some retailers are likely to welcome the increased volume of vehicles returning to the market through de-fleeting via this channel. Over the past five years, the availability of sub-12-month vehicles has been heavily restricted, so this renewed supply offers a boost to the used car sector.

Although overall volumes from most manufacturers remain below pre-pandemic levels—with the total market still 36% down compared to 2019—some brands appear to be leaning more heavily on the rental and short-cycle channel. In fact, data shows that a few OEMs have already directed over 20% of their 2025 registrations through this route, perhaps indicating a tactical response to current market dynamics. Year to date BEVs make up a total share of 10% through this channel and whilst volumes are low, it was interesting to see that in April this shot up to 21%, something we will be keeping a close eye on.

Used car retail activity

While the new car market is showing only modest growth in registrations, the used car sector is experiencing a notable increase in activity, as reported by the SMMT. The UK's used car market started 2025 with strong momentum, achieving 2,020,990 transactions in the first quarter—marking the first time Q1 sales have surpassed two million since before the pandemic. This represents a 2.7% rise compared to the same period last year and marks the ninth consecutive quarter of growth, primarily driven by improved vehicle availability from the new car sector. Throughout the first quarter, we have consistently reported on the robust performance of the used market in terms of wholesale activity and consumer demand, which is now being reported in the latest SMMT data.

Car editorial

By cap hpi

May in many respects has followed a similar path to April, with the used retail market continuing to display a more stable and seasonal theme. With the Easter period now behind us, the month has delivered another steady performance overall. However, results have varied by retailer type. Car supermarkets have generally reported a more positive trading environment compared to franchised and independent retailers. This is likely due to them operating with a more agile pricing structure—those adjusting prices daily in line with market fluctuations, both upwards and downwards, have been able to sustain healthy sales rates throughout the month. This strategy appears to have been more effective at attracting buyers currently in the market, although many have had to put in additional effort to convert sales, and often at lower margins.

Some retailers have reported fluctuating and inconsistent demand throughout the month, with busy weekends often followed by quieter ones. A few have attributed this pattern to the unusually pleasant weather conditions. Notably, April was the sunniest on record in the UK, following the third sunniest March ever, and sunshine levels have continued to exceed seasonal averages through May thus far. Despite these potential distractions, the average number of days to sell has remained relatively stable, increasing only slightly to 38 days—just one day more than the previous month. This suggests a retail market that remains balanced and resilient, even amid shifting consumer behaviour.

Fuel type remains a key talking point across the retail market, and recent data from the SMMT highlights the rapid growth in demand for used BEVs. In the first quarter of 2025, used BEV transactions surged by 57.4% year-on-year, reaching 188,382 units. This represents a market share of 2.5%, up from 1.7% in 2023—and an astonishing 13-fold increase compared to 2019.

BEV market share held steady at 2.7% in both Q3 and Q4 of last year, indicating a consistent upward trend. Plug-in hybrids and hybrids also posted strong gains, with sales rising by 32.2% and 39.3%, respectively. Altogether, more than half a million electrified vehicles changed hands in Q1, accounting for 7.7% of the used car market—a clear sign that both demand and availability have been on the rise.

That said, this momentum shouldn't be taken for granted. As the SMMT point out from April, many newly registered BEVs will no longer be exempt from Vehicle Excise Duty and will also be subject to the Expensive Car Supplement (ECS), significantly increasing ownership costs during the first six years. This change could have a knock-on effect on the used market. Removing BEVs from the ECS—or at least updating the threshold, which hasn't changed since 2017—could help avoid discouraging buyers and support continued growth in both the new and used EV sectors.

Looking at the average days to sale by fuel type for May, hybrids have been the quickest to sell, averaging 30 days. They are followed by petrol vehicles at 37 days, PHEVs at 39 days, BEVs at 40 days, and diesel vehicles taking the longest at 41 days.

For some time, we've reported that BEVs' days to sale have been broadly in line with petrol vehicles—and in some cases, particularly for those aged between 3 to 4 years, even quicker. However, that trend appears to be shifting. Back in November, BEVs in the 3 to 4-year age bracket were selling, on average, 12 days faster than petrol vehicles, with an average of 25 days. Fast forward to today, and BEVs in this age group are now averaging 39 days to sell, while petrol vehicles are at 34 days. This suggests that BEVs have lost their competitive edge over this period, which may help explain why some retailers are currently more hesitant to stock them. All of this is happening against the backdrop of increased supply in both new and used vehicle markets.

As highlighted in April, we've continued to see some retail pricing adjustments this month. These changes have mostly been limited to overage stock or vehicles purchased below Cap valuations—typical market activity aimed at improving stock turnover rather than signalling wider instability.

Retailers who aligned their pricing strategies with supply and demand trends generally performed better in May. However, when these adjustments involved price reductions, they often came at the expense of profit margins. Analysis of the current live retail adverts in our database reveals that the average number of price changes across all fuel types is 1.9, with an average adjustment of -2%, since the advert had been first listed. However, the detail tells a more nuanced story when looking at it by fuel type:

- **Diesel** vehicles have the fewest price changes, averaging 1.4 per listing, with an average reduction of -2%/£350.
- **Petrol** vehicles follow with 1.9 changes and a -2%/£320 adjustment.

- **Hybrids** see more frequent changes at 2.8, though the average reduction remains -2% or £375.
- **PHEVs** are repriced an average of 3.1 times, with a slightly higher average reduction of -3%/£800.
- **BEVs** experience the most pricing activity, with an average of 3.4 changes and a total average reduction of -4%/£980 over the listing period.

This data suggests that BEVs are experiencing the most aggressive repricing, potentially reflecting heightened market sensitivity or a recent softening in demand.

To summarise, used car retail has fallen very much into seasonal patterns but when compared to the first quarter of this year market conditions have become much tougher. Those retailers who are dynamic with their retail advertised pricing appear to have had a more successful month in terms of sales rate, but all retailers are having to work harder to attract customers and close the deals.

Used car remarketing activity

The latest market feedback from the remarketing arena reflected a broadly seasonal pattern, with performance softening across most channels, and very much a continuation of the activity we saw in April.

Conversion rates have decreased compared to earlier in the year, particularly in dealer part-exchange stock, where aged vehicles are proving challenging to sell. In contrast, fleet channels continue to perform relatively well, although at lower volumes. On average, conversion rates have been around the 70% mark by the end of the month, with signs of improvement noted from mid-month as buyers appeared to be more engaged, perhaps actively seeking stock a head of the bank holiday in late May.

At the beginning of the month, one of the biggest challenges was the increase in the number of re-entries, which struggled to attract competitive bids as buyers seemed to concentrate solely on fresh offerings. However, similar to the trend observed in conversion rates, by mid-month, buyers began to show interest in re-entries, although remaining very selective.

Currently, the average number of attempts required to sell a vehicle is at its highest level this year, averaging 1.5 attempts, up from 1.4 in April and 1.3 in January. While there has been a slight increase in the average number of days vehicles spend in stock at auction, it still remains below nine days.

BEVs remain a significant area of concern within the remarketing community. Despite strong industry focus, actual sales performance has been inconsistent, and values continue to decline. Growing calls for an industry-wide education initiative are gaining momentum, as stakeholders warn that without proactive intervention, BEV values may face further erosion.

Many remarketers (both vendors and auction companies) are already working to educate the market and dispel common myths surrounding BEVs, but uptake remains uneven across retail channels. Data shows that there is capacity on forecourts for retailer to stock more BEVs, franchised retailers are leading the way—80% have advertised at least one BEV in the past six months. Car supermarkets follow at around 72%, while independent retailers lag significantly behind at just 20%. This disparity underlines the need for continued support and education to drive broader adoption and ensure long-term market stability.

One of the key challenges facing independent retailers in the BEV space is the lack of access to trained technicians and specialised equipment required to service and repair electric vehicles. Unlike franchised retailers, who are typically better equipped to manage the complexities of the new technology, independents often rely on external support to diagnose and resolve issues—sometimes facing long wait times just to get a vehicle inspected. This operational gap may be contributing to their slower adoption of BEVs. Our retail data shows that the average age of vehicles sold by independent dealers is around eight years. Given that only a small proportion of BEVs in the UK car parc have reached that age, this may be another reason why independents are trailing behind in this segment.

Our wholesale BEV sales data continues to grow at a pace, with volumes increasing month-on-month. Remarkably, we've already captured around 60% of last year's total trade-sold volume in less than five months—an extraordinary trend that has been fascinating to track. However, this growth comes with important context: the majority of BEV purchases are occurring below Cap trade monthly valuations. This pricing behaviour, while understandable in a cautious market, risks reinforcing a self-fulfilling cycle of value decline. If buyers continue to purchase vehicles below Cap Clean, it becomes increasingly difficult for values to stabilise.

Despite this, BEVs represent strong value in the wholesale market. On average, they are approximately £3,600 cheaper than their ICE equivalents at three years and 30,000 miles. Yet, market confidence remains fragile. Nervousness around electrified vehicles is growing, and the market itself is becoming more fragmented. The rapid introduction of new brands, models, and technologies is reshaping the automotive landscape at a pace many in the industry have never experienced before. This acceleration is contributing to a sense of uncertainty, making it even more critical to support the market with clear data, education, and consistent messaging.

When examining the average number of sales attempts by fuel type, BEVs have increased from an average of 1.5 attempts in April to 1.7 this month. In comparison, HEVs stand at 1.3 attempts, while petrol and diesel vehicles average 1.5 attempts. PHEVs have also seen an increase to 1.7 attempts, in line with BEVs.

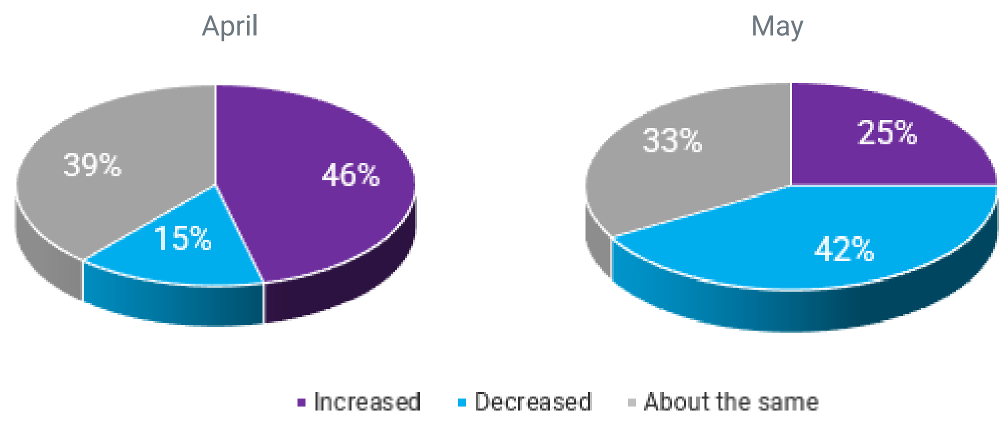
Demand for retail-ready vehicles in good condition and with desirable fuel types remains strong, consistent with trends seen in April. These vehicles continue to sell quickly and with minimal resistance. However, buyers are becoming increasingly selective, focusing on stock that is both appealing and likely to turn over rapidly, while steering clear of assets that may depreciate or carry financial risk. Vehicles in poor condition, those lacking documentation or service history, or showing signs of mechanical issues are proving much harder to move in the current climate. To maintain buyer interest and ensure efficient stock turnover, it is essential that vendors conduct accurate appraisals and apply realistic reserves and pricing from the outset.

As noted earlier, retail demand remains steady but relatively subdued, with car supermarkets continuing to lead in buying activity compared to franchised and independent dealers. However, even among supermarkets, purchasing has been selective, with many buyers cherry-picking rather than committing to large volumes. Remarketers have reported that while online engagement and physical attendance at sales remain high, a considerable number of buyers are still observing rather than actively bidding. That said, activity appeared to pick up as the month progressed, particularly in the lead-up to the late May bank holiday, with some buyers returning to the market more decisively and even purchasing in greater volumes.

The wholesale market has remained largely in line with seasonal expectations, delivering a stable overall performance. In some areas, conversion rates have even shown modest improvements compared to late April, indicating a degree of resilience as the month progressed. While buyer behaviour remains cautious, demand levels are holding up well for this time of year. The market continues to reflect a selective yet active environment, with buyers particularly focused on fuel type and prioritising well-priced, retail-ready stock.

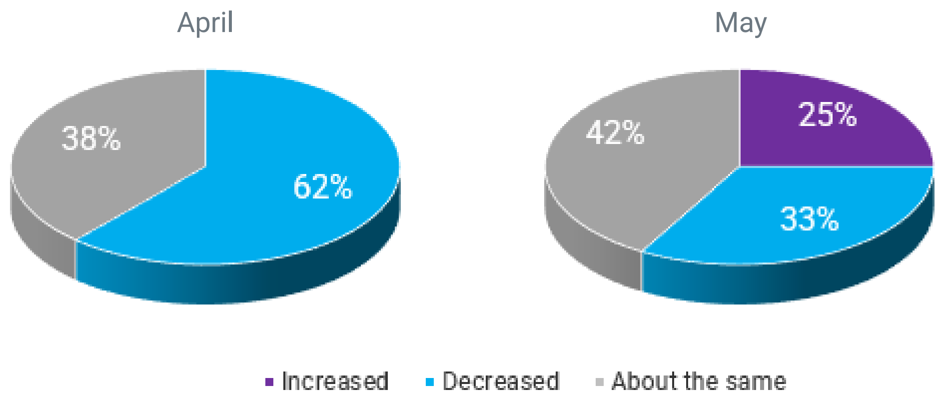
Below are the results from the Mays auction survey:

How do your current stock levels compare to last month?



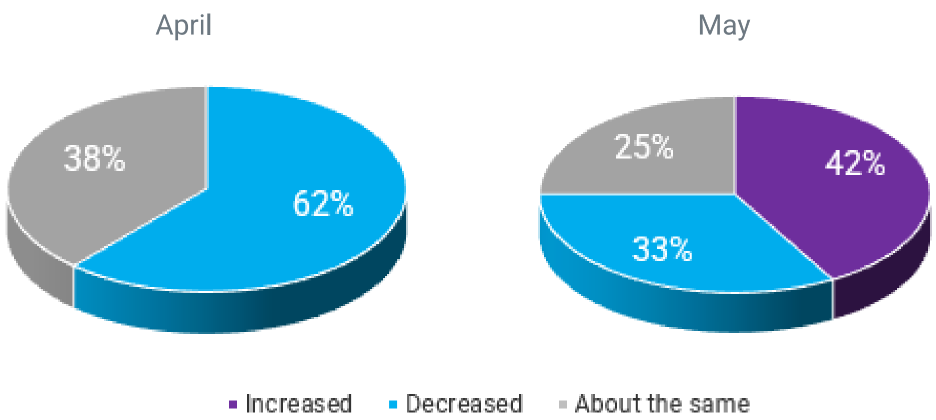
Unlike what we reported in April—when close to 50% of auctions noted an increase in stock—42% of respondents in May indicated that their stock levels had decreased throughout the month. This comes despite conversion rates at the start of May being at their lowest point so far this year, with re-entries into sales proving increasingly difficult to sell. However, some respondents reported an easing of conditions toward the end of the month, which may have contributed to the reduction in stock levels. Only 25% of respondents reported an increase in stock, while 33% stated that levels remained about the same. This limited growth in supply may help explain why used vehicle value movements are currently holding up better than typical seasonal norms.

<u>How does your current overall demand compare to last month?</u>



The comparison of overall demand between April and May reveals a notable shift in market sentiment. In April, a significant 62% of respondents reported a decrease in demand, with the remaining 38% indicating that demand remained about the same. However, in May, only 33% reported a decrease—almost halving the previous month's figure—while 42% felt demand was stable, and 25% even observed an increase. This improvement suggests a more optimistic outlook heading into the summer period, with signs that market conditions may be stabilising or even beginning to recover in certain areas.

<u>How do your conversion rates compare to last month?</u>

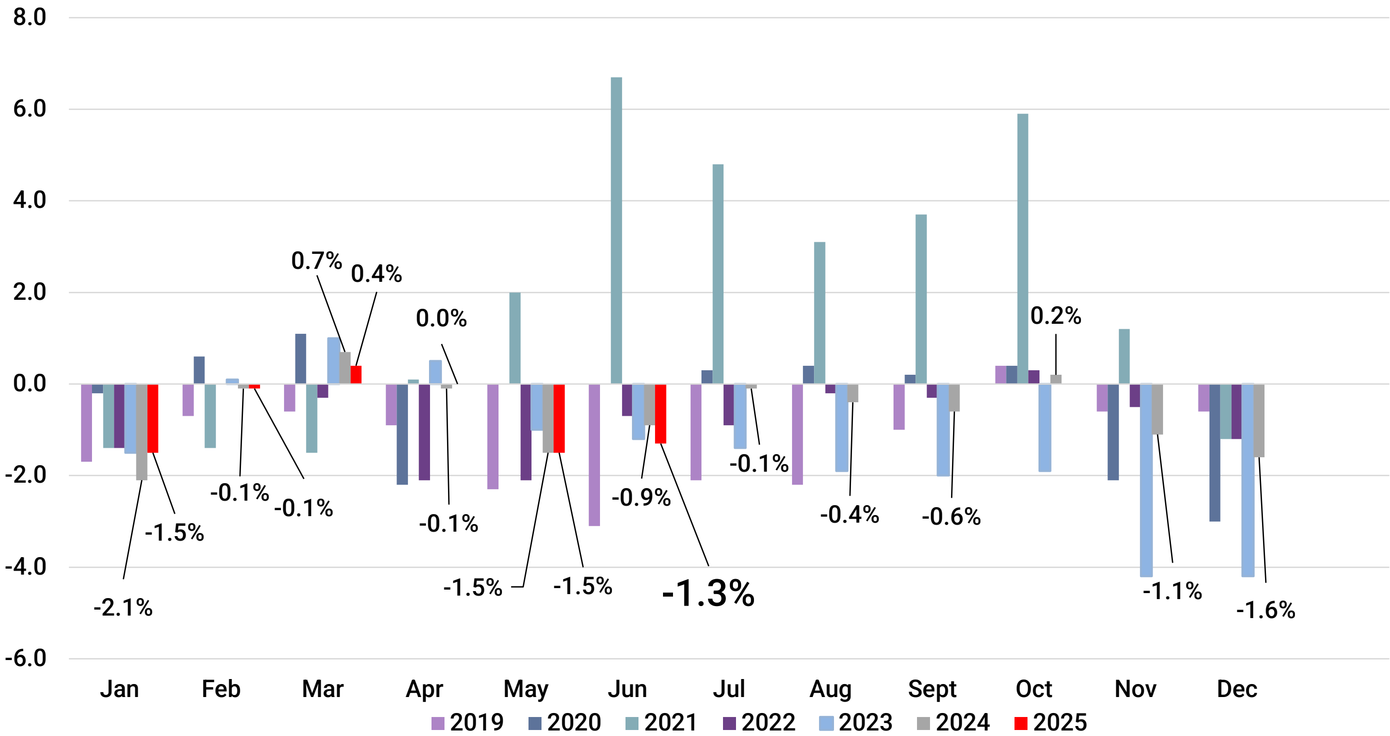


This chart highlights a clear improvement in overall demand sentiment from April to May. In April, 62% of respondents reported a decrease in demand, with no respondents indicating any increase. By contrast, in May, only 33% reported a decline, while 25% observed on change however, on a positive note 42% felt demand increased. This shift suggests a more balanced and optimistic market environment in May, with fewer businesses experiencing declining demand and a growing proportion seeing positive momentum.

Used cars – trade values

With a distinctly seasonal tone to the market, what impact has this had on used car values? Cap Live values for May have recorded an average decline of 1.3%, or £230, at the 3-year/60,000-mile point. To put this into context, the average movement from May to June since 2012—excluding the COVID-affected years of 2020 and 2021—has been -1.6%. This makes the current shift the fourth strongest May-to-June movement since Cap Live was introduced, again excluding the exceptional volatility seen during the pandemic. Historically, the transition from May into June has been one of the more challenging periods in the first half of the year for Cap Live values. For instance, we saw drops of -3.1% in 2019 and -1.9% in both 2016 and 2013. These declines typically align with increased supply following the surge in new car registrations in March, at a time when consumer demand tends to soften. Although new car registrations are increasing, they remain well below pre-pandemic levels. As a result, there hasn't been a significant influx of vehicles into the wholesale market. This continued limited supply is helping to keep value movements slightly above seasonal norms and stronger than in previous years.

Monthly percentage movements in Live valuations (3-years, 60k miles) – **June 2025 figure depicts May 2025's Cap Live**



At the 1-year age point, values have declined by 1.2%, equating to approximately £230. Once again, it's the older end of the market experiencing the most significant drops, primarily due to a higher volume of high-mileage, lower-condition vehicles entering the market. At 5 years old, values have fallen by 1.6% (around £190), while 10-year-old vehicles have seen a decline of 2%, or roughly £80.

Turning our attention to sector performance, it's no surprise to see that coupe cabriolets and convertibles are the only segments to record value increases—buoyed by the record levels of sunshine the UK has been enjoying recently. At the 3-year-old point, values for these sectors have risen for the fourth consecutive month, by 2% and 0.6%, respectively. If historical trends are any indication, this strength is likely to continue over the next month or two. Notable models that have seen value increases throughout May in Cap Live include the BMW Z4 Roadster, up 4.1% (£980); the Mazda MX-5, up 5.3% (£680); and the Porsche Boxster, up 4% (£1,350).

MPVs remain the weakest-performing sector for the fourth consecutive month, likely reflecting shifting consumer preferences and the growing popularity of SUVs. Values have declined by 2.5%, equating to approximately £340.

City Cars follow closely behind MPVs, with values declining by 2.1% (around £155), while Superminis have seen a reduction of 1.5% (approximately £150), all measured at the 3-year-old mark. Notable movers within these segments include the Ford Fiesta, down 2.9% (£260); the Suzuki Swift, down 3.3% (£300); and the Citroën C1, which saw the drop of 4.6% (£275).

The Lower Medium (C-Sector) segment saw average values decline by 1.5% (£180), while SUVs—the largest sector by data volume—also recorded a 1.5% drop, equating to around £320. Interestingly, when analysing SUVs by size at the 3-year-old mark, small, medium, and large categories all experienced the same average movement of -1.5%. This uniformity masks some sharper declines among specific models, particularly where higher volumes have led to increased pressure on values. Notable examples include the Vauxhall Mokka Diesel, which dropped by 4.0% (£425), the Land Rover Range Rover Velar Diesel by 5.0% (£1,340), the Suzuki Across Hybrid by 6.0% (£1,150), and the Land Rover Range Rover Sport Petrol Hybrid by 5.0% (£1,600). On the other hand, some models remained stable in May, such as the Renault Captur, BMW X1, and Mercedes-Benz GLE.

Among the remaining sectors at the 3-year-old mark, Executive vehicles recorded an average decline of 1.3% (£300), while Large Executive models fell by 1.0% (£370). Luxury Executive cars saw minimal movement, down just 0.1% (£100). The Upper Medium segment declined by 0.8% (£130), Sports Cars dropped slightly by 0.3% (£100), and Supercars remained stable with no change in average values. A full breakdown of movements by sector, age, and mileage banding can be found at the end of this document.

Moving on to fuel types, we continue to see strong demand—particularly for both hybrid and petrol vehicles. At the 3-year-old point, values for HEVs and petrol’s declined by just 0.8% and 0.9% respectively, both showing stronger performance than this time last year. Diesel values dropped by an average of 1.5%, while PHEVs saw a slightly steeper decline of 1.6%. If we exclude BEVs from the analysis, the average movement across all sectors at 3 years/60,000 miles would have been -1.2%, further highlighting the relatively robust demand for traditional fuel types and some hybrid models.

So, with much of the sentiment throughout this overview highlighting the ongoing challenges in the used BEV market—both retail and wholesale—it comes as no surprise that values have declined across all age and mileage profiles. At the 1-year mark, BEV values have dropped by 2.1% (£620), at 3 years by 2.8% (£480), and at 5 years by 3.6% (£465). This marks the 31st out of the past 33 months in which BEV values have fallen in our monthly reporting. Since September 2022, the average value of a 3-year-old BEV has declined by approximately 68%. In contrast, petrol vehicles have dropped by around 12%, and hybrids by about 17% over the same period. We have already covered many of the challenges facing BEVs in this market overview, and with values continuing to fall at a faster rate than any other fuel type, it’s easy to understand the growing concern across the industry. There are increasing calls for support to boost consumer demand—not just for new BEVs, but more importantly, to encourage uptake in the used market and assist consumers in making the switch to electrification. This, in turn, could drive greater demand from retailers to actively stock and source used BEVs, potentially helping to stabilise used values.

Of all the BEV models we value at the 3-year point, 86% saw negative adjustments to their values throughout May. The largest drop was recorded by the Lotus Eletre, which fell by 7% (£3,940). Other notable movers included the Nissan Leaf (-6.9%, £555), Citroën C4 (-5%, £450), Vauxhall Corsa (-4%, £320), and the Tesla Model Y (-3.6%, £770). Meanwhile, 12% of BEV models remained unchanged in value, including the Polestar 2, Polestar 3, and Mercedes-Benz EQE. Only two models saw an increase in value: the Mini Cooper Electric, which rose by 0.9% (£75), and the BMW iX1, which increased by 2.1% (£455).

In summary, used vehicle values have performed slightly better than typical seasonal averages, despite current market conditions marked by a modest increase of supply and softened demand. The BEV market remains fragmented and challenging, while demand for traditional ICE vehicles and hybrids continues to show resilience.

As we move into the summer period, last year was dubbed the “summer of stability.” This year, however, the market feels more aligned with a “summer of seasonality”—reflecting a return to more traditional patterns, albeit with evolving dynamics across fuel types.

What next?

Last month, our prediction was:

"Considering the current market dynamics, with auction conversion rates and prices continuing to reduce, it wouldn't be surprising to see values in Cap Live experience another slight decline in May. This month is typically challenging due to higher supply resulting from vehicle swaps during the new car activity in March and April, along with the impact of two Bank Holidays and another school half term. Since 2012, the average change in values, excluding the atypical years of 2020 and 2021, has been -1.6%, and the years from 2012 to 2018 exhibited similar downward trends. Therefore, if we are indeed reverting to seasonal norms, a movement near this average would not be unexpected. We still anticipate variation by fuel type with BEVs remaining under pressure."

At the start of this year, our forecasting team anticipated a relatively stable year, with monthly valuation movements expected to consistently outperform or be close to historical averages. So far, this outlook remains valid, as both the retail and wholesale markets continue to demonstrate resilience.

Historically, the average Cap Live movement for June (excluding the COVID-affected years of 2020 and 2021) has been a decline of 1.1% since the introduction of Cap Live in 2012. This year, we expect movements within Cap Live to be similar to those historic trends. That said, volatility remains, particularly within the electric vehicle segment. As always, the detail matters, and staying closely aligned with Live values is essential for navigating these shifts effectively.

Current used valuations June 2025 - average value movements

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
City Car	(1.4%)	(2.1%)	(2.2%)	(3.5%)
Supermini	(1.2%)	(1.5%)	(1.9%)	(2.1%)
Lower Medium	(1.4%)	(1.5%)	(1.9%)	(2.2%)
Upper Medium	(0.9%)	(0.8%)	(1.2%)	(1.3%)
Executive	(0.9%)	(1.3%)	(1.2%)	(0.7%)
Large Executive	(0.9%)	(1.0%)	(1.5%)	(1.4%)
MPV	(1.7%)	(2.5%)	(2.4%)	(4.1%)
SUV	(1.4%)	(1.5%)	(1.9%)	(2.4%)
Convertible	0.7%	0.6%	0.7%	0.8%
Coupe Cabriolet	0.6%	2.0%	1.2%	2.1%
Sports	(0.4%)	(0.3%)	(0.4%)	(0.8%)
Luxury Executive	0.0%	(0.1%)	(0.1%)	(1.3%)
Supercar	(0.2%)	(0.0%)	(0.0%)	0.0%
Overall Avg Book Movement	**(1.2%)**	**(1.3%)**	**(1.6%)**	**(2.0%)**

( ) Denotes negative percentages

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
MPV Small		(5.9%)	(4.0%)	(4.2%)
MPV Medium	(1.7%)	(2.4%)	(2.5%)	(4.5%)
MPV Large	(1.7%)	(2.4%)	(2.1%)	(2.2%)
SUV Small	(1.2%)	(1.5%)	(1.9%)	(3.4%)
SUV Medium	(1.5%)	(1.5%)	(2.0%)	(2.5%)
SUV Large	(1.3%)	(1.5%)	(1.7%)	(1.3%)

( ) Denotes negative percentages

Notable Movers 1-yr 20k

	MIN £	MAX £	AVG £
AUDI Q5 (16-25) DIESEL	(1,300)	(1,100)	(1,233)
FIAT TIPO (16-)	(950)	(650)	(820)
HYUNDAI KONA (18-24) Electric	(750)	(550)	(637)
JAGUAR XF (15-24) DIESEL	(1,200)	(850)	(1,020)
LAND ROVER DISCOVERY (16-) DIESEL	(1,600)	(1,100)	(1,350)
MAZDA MX-5 (15-)	850	1,050	950
MERCEDES-BENZ E CLASS (16-24) DIESEL	(1,400)	(900)	(1,143)
PEUGEOT 2008 (19-) Electric	(650)	(300)	(510)
VOLKSWAGEN UP (12-24)	(450)	(275)	(346)
VOLVO XC90 (14-) HYBRID	(1,100)	(900)	(1,025)

( ) Denotes negative value

Notable Movers 3-yr 60k

	MIN £	MAX £	AVG £
BMW 2 SERIES ACTIVE TOURER (14-22) DIESEL	(800)	(525)	(665)
BMW I3 (13-22)	(750)	(375)	(622)
CITROEN C1 (14-22)	(300)	(275)	(283)
FIAT 500L (13-22)	(500)	(400)	(437)
FORD FIESTA (17-22)	(350)	(175)	(263)
KIA SPORTAGE (15-22)	(350)	(250)	(295)
LAND ROVER RANGE ROVER VELAR (17-) DIESEL	(1,400)	(1,100)	(1,254)
MAZDA MX-5 (15-)	600	750	680
PEUGEOT 308 (13-21) DIESEL	(700)	(425)	(531)
TESLA MODEL 3 (19-24) Electric	(650)	(350)	(500)

( ) Denotes negative value