

September 2025

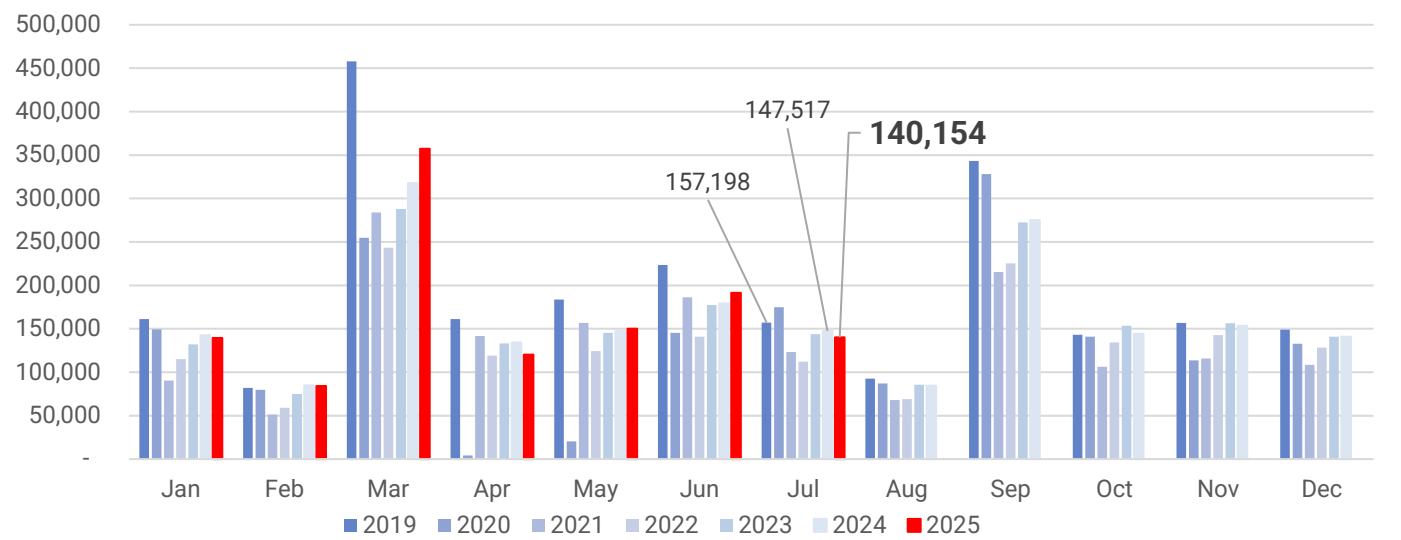
Car market overview

This month’s editorial reflects on what’s been a particularly active period for the UK automotive sector. July’s registration results, the launch of the Electric Car Grant scheme, and a landmark Supreme Court ruling on motor finance commissions have all contributed to a busy month.

We report on new car registrations through to the end of July 2025, alongside a snapshot of used car market activity at the time of writing. All data is accurate as of 22 August 2025.

New car sales

With considerable complexity surrounding new car sales following the government's announcement of the Electric Car Grant scheme, industry observers watched with keen interest to assess its potential impact on July registrations. However, while it is too early to gauge the scheme's influence, it did appear that the new car market stalled during the month with registrations declining 5.0% to 140,154 units, according to the latest figures published by the Society of Motor Manufacturers and Traders (SMMT). This performance marked the weakest July since 2022 and remained 10.8% below pre-pandemic 2019 levels, underscoring both the market's volatility and the broader economic headwinds facing the sector and consumers alike.



Source: SMMT

Year-to-date, the total market maintains a positive trajectory, with registrations for the first seven months advancing 2.4% compared to the equivalent period in 2024, bringing the cumulative total to 1,182,373 units - surpassing the one million milestone. While the year-on-year growth is welcomed across the industry, registrations continue to track approximately 17% below 2019 levels, the last normal year before pandemic disruption and the resulting supply chain constraints. Will we ever see the market return to the 2.31m seen in 2019 or the high of 2016 when 2.96m cars were registered?

With July's overall registrations declining 5.0%, it comes as no surprise to see reductions across the primary sales channels. Private buyer demand softened 3.2% to 51,646 units, while fleet registrations declined more substantially by 6.5% to 85,594 units during July. In contrast, the smaller business segment demonstrated resilience with registrations advancing 10.4% to 2,914 units.

The year-to-date picture reveals a more nuanced recovery story. Private registrations have advanced 4.0% to 453,650 units, representing 38.4% of total market share – up from the 37.8% recorded in 2024. Fleet demand has also shown momentum with registrations climbing 1.6% to 703,035 units, maintaining a dominant 59.5% market share, marginally

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By cap hpi

down from 59.9% in the previous year. Business registrations have contracted 1.6% to 25,688 units, holding a steady 2.2% share.

However, when viewed against pre-pandemic benchmarks, the recovery patterns diverge significantly. Private registrations remain heavily impacted, tracking 28% below 2019 levels, highlighting the continued challenges facing consumer confidence and spending power. Fleet registrations have demonstrated greater resilience, operating just 7% below their 2019 equivalent, underscoring this channel's more robust recovery trajectory.

It remains fascinating to observe how quickly some of the new entrants in the UK automotive market are growing. So far this year, BYD has nearly reached a 2% market share, currently standing at 1.91%, leapfrogging several more established OEMs. Jaecoo has overtaken its sister brand Omoda, with a market share of 0.85%, compared to Omoda's 0.75%. Combined, the two brands now hold just over 1.6% of the market. It's worth remembering that the new cars of today will become the used cars of tomorrow. As a result, the mix of brands available on used car forecourts will continue to evolve over time.

Against the backdrop of overall market decline, electrified vehicles provided some bright spots in July's performance. Plug-in hybrid electric vehicles (PHEVs) delivered robust growth of 33.0%, while battery electric vehicles (BEVs) advanced a more modest 9.1% - a notably subdued performance compared to the impressive 34.6% expansion recorded during the first half of 2025. Indeed, July marked BEVs second-weakest monthly growth this year, with only April's tax-driven market distortions producing a weaker result.

The recently announced Electric Car Grant scheme provides a welcome fiscal boost for BEV adoption. However, uncertainty surrounding full model eligibility has caused hesitation among potential buyers. With discounts of up to £3,750 available, many consumers and fleets have understandably delayed purchase decisions until clarity emerges on which vehicles qualify. This cautious sentiment may help explain the relatively subdued market performance in July.

The first vehicles confirmed as eligible for the scheme's second band (offering £1,500 discounts) appeared on the Government's website on 5th August, comprising a handful of Citroën models. At the time of writing, only 25 models have been listed on the governmental portal, all qualifying for band two funding. Manufacturers and retailers endured a prolonged and anxious wait to discover which banding their vehicles would receive—if they qualified at all. Only after receiving confirmation could they begin updating marketing programmes, websites, and promotional materials accordingly. Notably, at the time of writing, no models had achieved the top tier of grant funding (offering £3,750 discounts).

BEV market share has risen to 21.5% year-to-date, up from 16.8% in the same period last year. However, this still falls short of the 28% target mandated by the ZEV regulations for 2025, highlighting the need to accelerate adoption in the remaining months.

The daily rental and short-cycle registration segment experienced a notable reversal in July, with registrations declining 19% compared to the same month in 2024. This marked a significant departure from the sector's otherwise robust recovery trajectory throughout 2025, representing the third-weakest monthly performance this year. The challenges become more pronounced when benchmarked against pre-pandemic levels, with July tracking 38% below the equivalent month in 2019.

Despite this monthly setback, the year-to-date picture remains decidedly positive. Through the first seven months of 2025, the sector has delivered a substantial 45% increase over the equivalent period last year. Perhaps more striking is that this YTD total already represents 91% of the entire 2024 calendar year volume, underscoring the pace of recovery within this channel.

It's evident that some manufacturers have strategically refocused on the daily rental channel as part of broader volume strategies. However, concentration risk remains a consideration, particularly where manufacturers have allocated significant portions of their production to this channel without careful diversification of model mix. It is important the growth is reviewed in context against pre-pandemic benchmarks, as YTD registrations are still tracking 35% below 2019 levels.

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By cap hpi

Used car retail activity

Trading conditions in August have been varied, with retailer feedback reflecting the typical seasonal challenges. School holidays and warm weather across much of the country impacted showroom footfall for some. That said, responses ranged from some retailers reporting one of their strongest Augusts in recent years, to others describing it as steady but requiring extra effort to engage customers.

Despite the mixed feedback, there are positive indicators beneath the surface. Looking at retail advert days to sale, the average time to sell in August has improved compared to last month, decreasing by one day to 39 days. Breaking this down by retailer type: car supermarkets lead with an average of 31 days to sell and represent where most of the very positive sentiment had come from this month; franchised retailers have improved from 34 to 33 days; while independents continue to lag behind at 49 days, no improvement from July.

Feedback from our retail partners highlights consistent trends across price brackets. Sub-£7k vehicles are turning quickly, particularly among independents, while the broader sub-£10k segment continues to perform well. The sub-£15k bracket is delivering the strongest overall results, though the £15k–£20k range remains more variable.

Sourcing quality replacement stock remains a big challenge, but technology is now enabling unprecedented flexibility in purchasing strategies. Some group buyers have even been logging in while on holiday to place proxy bids, ensuring they don't miss out on available vehicles. This represents a notable evolution—ten years ago, such flexibility wasn't possible, but advancements in technology and online sales now make it feasible to place bids from virtually anywhere in the world.

Margin pressure continues to be a dominant theme across the sector, with retailers fighting for every penny while trying to strike the balance between competitive pricing and workable margins. Our retail advert database shows an average advertised price increase of around 2% throughout August, but for many, this uplift isn't enough to ease the ongoing pressures. We are increasingly hearing that margin has become more important than price for many retailers, resulting in them asking more for their vehicles rather than creating a race to the bottom—this can only be seen as positive for the sector. Beyond pricing strategy, the real operational challenge for many lies in improving efficiency, particularly around refurbishment and aftersales processes.

While overall sentiment for retail demand has been mixed, one area of the market that has shown positive momentum is demand for used BEV products, with retailers reporting a noticeable uptick in performance. Several factors appear to be driving this trend. The recently introduced Electric Car Grant has helped shine a spotlight on BEVs, increasing consumer interest among those who may not have previously considered electric vehicles. However, many consumers discover that monthly payments on new vehicles remain beyond their budget, leading them to explore the used market—something they might not have considered without the initial awareness generated by the new vehicle grant.

This shift is being supported by targeted retail initiatives. Several retailer groups are running focused campaigns on BEV products, offering enhanced warranties and more competitive finance options compared to petrol and diesel vehicles, with typical APRs starting from 8.9% for BEVs. These initiatives appear to be gaining traction, with retailers actively sourcing and replenishing BEV stock to meet demand. The value proposition is compelling when examined closely. Analysing car retailer websites where comparable BEV models are available alongside ICE vehicles shows that monthly payments on BEVs are often lower—in some cases by hundreds of pounds over a 3-to-4-year finance term. When factoring in total cost of ownership savings, the used BEV proposition becomes increasingly attractive, something we have been highlighting for some time.

Looking at average retail days to sale for BEVs by retailer type in August, car supermarkets continue to lead with an average of 25 days, followed by franchised retailers at 38 days. Independents remain the slowest at 49 days, although more are now advertising used BEVs than ever before.

The real standout performers are specific three-year-old volume models. The Tesla Model 3 tops the list at just 21 days to sell, followed by the Hyundai Kona at 24 days, Jaguar I-Pace at 26 days, Peugeot 208 at 27 days, and Tesla Model Y at 30 days—making them among the fastest-selling models across all fuel types.

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Many retailers would have watched closely as the Supreme Court delivered a landmark ruling on 1 August 2025, overturning key aspects of the Court of Appeal's previous judgment regarding discretionary commission arrangements (DCAs) in motor finance. The Court of Appeal had previously deemed it unlawful for car dealers to receive commissions from lenders without proper disclosure and informed customer consent—a decision that raised the prospect of widespread industry liability for arrangements in place from 2007 until their prohibition by the FCA in 2021.

The Supreme Court reversed this position, ruling that car dealers do **not** owe a fiduciary or disinterested duty to customers when arranging finance, and therefore lenders cannot be held liable for accessory breaches or bribery in this context. This decision has provided significant relief to the automotive finance sector, with analysts noting that it "greatly limits the worst-case redress" scenarios that had created considerable uncertainty across the industry.

While the Court upheld one claim under the Consumer Credit Act (CCA) due to specific facts—such as a high, undisclosed commission and a concealed commercial tie between dealer and lender—it emphasised that such findings are highly fact-sensitive and not broadly applicable.

In response, the FCA has extended the pause on complaint handling until 4 December 2025 and announced plans to consult on a potential redress scheme by early October, with implementation expected in 2026. The scheme would cover both DCA and certain non-DCA arrangements deemed unfair under the CCA, with estimated total compensation costs between £9–£18 billion, significantly lower than initial fears.

For car dealers, this ruling represents substantial financial relief, removing the immediate threat of billions in retrospective compensation claims. Dealers now benefit from greater operational flexibility in structuring finance arrangements, although individual complaints must still be handled appropriately. The risk of a mass consumer redress scheme has been narrowed, though not entirely eliminated.

This development lifts a major regulatory overhang that had been weighing on automotive retail operations, allowing dealer groups to refocus on core business activities rather than provisioning for historical liabilities. The market responded positively, with share prices of motor finance providers and dealer groups rising following the announcement.

The UK's used car market delivered its strongest second quarter performance since 2021, with transactions advancing 1.7% to reach 1,996,116 units - just shy of the two million milestone, according to the latest figures published by the SMMT. This marked the tenth consecutive quarter of growth, reflecting the ongoing recovery momentum within the sector and bringing the market to within 1% of pre-pandemic levels. Across the first half of 2025, a total of 4,017,106 pre-owned vehicles found new owners, representing a solid 2.2% increase over the equivalent period last year.

Fuel type dynamics continue to evolve within the used market landscape. Petrol maintained its position as the dominant powertrain, with transactions rising 1.5% to 1,134,387 units during Q2. Diesel volumes experienced a more pronounced decline of 4.3% to 664,644 units, though these conventional powertrains combined still accounted for 90.1% of all transactions. However, their collective market share contracted by more than two percentage points as electrified vehicles gained traction among used car buyers.

The alternative fuel sector achieved a notable milestone, with electrified vehicles representing nearly one in ten (9.7%) used car transactions during the quarter. Hybrid electric vehicles led this growth with transactions surging 27.7% to 100,127 units, capturing a 5.0% market share. Plug-in hybrid electric vehicles also demonstrated positive momentum, advancing 10.3% to 24,370 units for a 1.2% share. Battery electric vehicles recorded the most impressive growth trajectory, with transactions soaring 40.0% to reach 68,721 units and securing a 3.4% market share.

In summary, despite the continued mixed feedback from retailers on performance, there does still seem to be a positive undercurrent, perhaps buoyed by the overturning of the Court of Appeal's previous judgment regarding discretionary commission arrangements and the welcomed interest rate cut at the start of the month. September's attention for many franchise dealers turns to the key new car sales month and, though it is brand specific, many are encouraged by the current order bank versus the targets they have to deliver.

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By cap hpi

Used car remarketing activity

Wholesale activity remained buoyant throughout August, with market performance strengthening as the month progressed—a familiar pattern, though the uplift appeared slightly earlier than in previous months. Trade demand continues to significantly outpace retail, driven by strong buyer appetite for clean, quality vehicles, particularly those that fall within key retail age and mileage profiles. Competitive bidding remains intense for these desirable units across the auction network, reinforcing their position as the backbone of current wholesale success.

While we've consistently noted a well-balanced market between supply and demand in recent months, August signalled a clear shift. Demand began to outpace available supply, reflecting the ongoing impact of the approximately 3 million new car registrations lost during the Covid-19 period and the supply chain disruptions that followed. Many auctions reported a decline in stock levels throughout the month, with incoming volumes remaining restricted.

Conversion rates climbed to over 80% by the end of August, delivering what some remarketers called their strongest performance of the year so far. Fleet and leasing channels led the charge, significantly outperforming expectations, with several vendors achieving exceptional 100% conversion rates—particularly remarkable given that BEVs now represent up to 50% of vehicles offered. Dealer and part-exchange channels also maintained solid performance.

Buyer selectivity remained a defining feature of market behaviour. High-quality, retail-ready vehicles consistently attracted strong bidding, supporting healthy throughput across both online platforms and physical auctions. By contrast, compromised stock—particularly vehicles with high mileage or mechanical issues—struggled to generate interest and often sold below Cap values. Buyers remain cautious about taking on vehicles that require significant refurbishment, especially where there's a risk to margin. That said, the ongoing shortage of good-quality stock has led some to engage with this profile of vehicle out of necessity.

While we've already highlighted the encouraging retail performance of used BEVs, it's worth noting that this momentum is also being reflected in the remarketing sector. Initial concerns that new car grants might undermine used EV values appear to have been largely unfounded. Instead, wholesale data points to sustained demand and improving price performance against Cap values throughout August, more on that to follow. While it's becoming a familiar message in our monthly reporting, July once again broke records for used BEV sold data, with just under 12,000 records received - surpassing June's previous record by approximately 1,000 units. The week commencing 21 July proved particularly exceptional, achieving a weekly record of circa 2,800 used BEVs. For vehicles aged up to 4 years old, BEVs achieved a record 19.2% share of our data in July when analysed by fuel type, representing the second highest proportion of all fuel categories.

August has maintained this momentum without pause. It's particularly encouraging to see one of the UK's largest remarketing operations reporting that BEVs are currently delivering the strongest first-time conversion rates and best Cap performance across both monthly and live values.

With increased volumes returning to the market, it's particularly promising that this hasn't impacted the average auction days in stock for BEVs, which remains close to 14 days. We've continued to see improvement in the average number of sales attempts too, now sitting at 1.3 attempts - down from 1.4 last month and the 1.7 recorded in May. BEVs are now outperforming petrol, diesel and PHEVs on this key metric, with only hybrid vehicles leading the pack at an average of 1.2 sales attempts.

Remarketers are seeing a notable shift in buyer behaviour, with car supermarkets and independents showing renewed interest in BEV stock. In some cases, buyers have proactively reached out to vendors, asking if additional electric vehicles are available—an encouraging reversal from earlier in the year. This uptick in demand may be buoyed by the emergence of preferential marketing campaigns on used BEVs, which are helping to increase competitiveness when compared to ICE equivalents.

Such incentives appear to be helping reshape buyer sentiment, making BEVs more financially accessible and appealing at the point of sale. While it's still early days, the fact that BEVs are now being actively sought after—rather than reluctantly accepted—suggests a meaningful shift in perception. If this momentum holds, it could mark the beginning of a more stable and confident phase for the used EV market. Let's hope this isn't just a seasonal spike, but the start of a more sustained recovery.

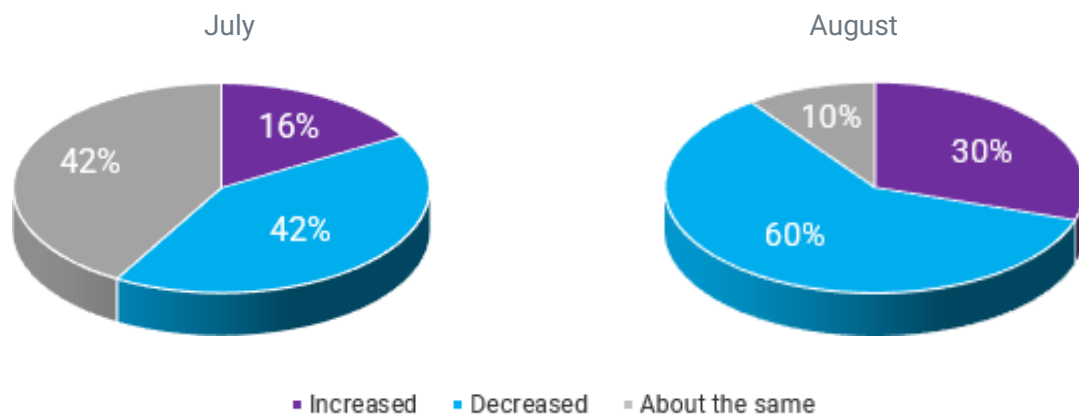
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By cap hpi

In summary August delivered strong remarketing performance with conversion rates hitting over 80%—some of the strongest results we've seen this year, which has come as a surprise to some. Fleet and leasing channels led the way, with several vendors achieving 100% conversion rates despite BEVs now making up half the vehicles offered. The used EV market showed real momentum too, with buyers actively seeking electric stock and BEVs delivering record conversion rates.

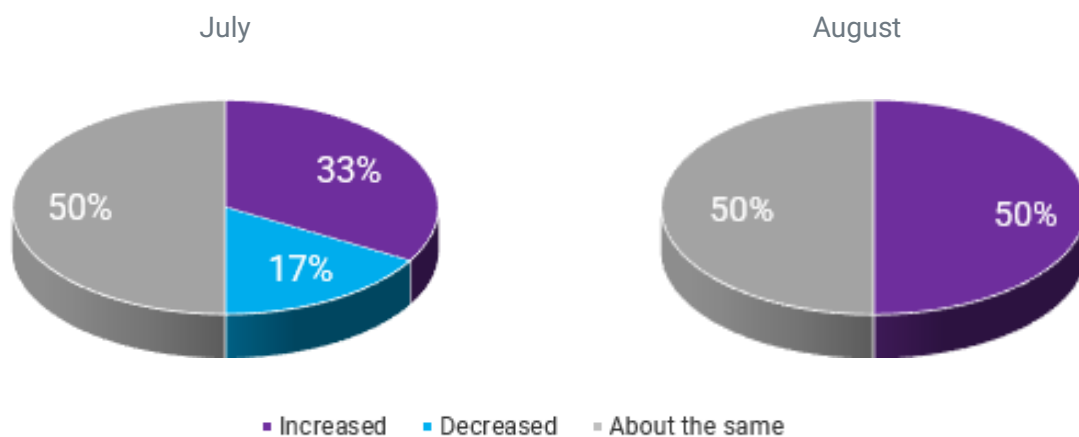
The results from the August auction survey are shown below and largely reflect the positive sentiment outlined in this market overview.

How do your current stock levels compare to last month?



60% of respondents in August reported that stock had decreased throughout the month when compared to July with another 10% stating that it had stayed about the same. This comes as no real surprise but does demonstrate some of the challenges many auctions face at the moment in trying to keep sales flowing with stock along with buyers struggling to replenish stock in the current market. The remaining 30% indicated increases, though this comes from a low base from last month.

How does your current overall demand compare to last month?

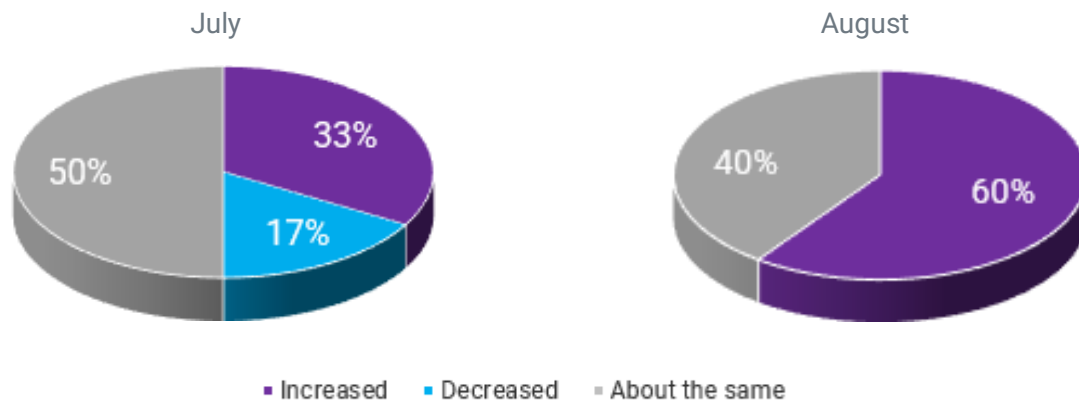


Looking at the shift from July to August, it's clear the market has picked up some momentum. In July, only a third of respondents saw increased demand, with a notable 17% reporting declines. Fast forward to August, and those declines have completely disappeared—zero respondents reported decreased demand, which is a strong signal. Half the market is now experiencing increased demand, while the other half is holding steady.

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How do your conversion rates compare to last month?



This positivity continues with month-on-month conversion rates, August has clearly stepped things up. In July, we had a third of respondents seeing improvement, but that was offset by 17% reporting a drop. Come August, and not a single respondent flagged a decline—zero. We've now got 60% seeing an uplift and the remaining 40% holding steady. Conversion rates climbed to over 80% by the end of the month, delivering what some remarketers called their strongest performance of the year so far.

Used cars – trade values

As mentioned previously, August has seen an imbalance between supply and demand, with demand outpacing the reduced supply currently in the market. Given this dynamic, it should come as no surprise that we're reporting Particularly a strong average movement from August to September.

Looking at historical context, if you exclude the COVID-affected years of 2020 and 2021 when values actually increased, the average value movement in August since Cap Live was introduced in 2012 has been a reduction of 0.7%. The largest decline was 2.0% in 2023—unusually harsh and marking the start of a major realignment—while the smallest was 0.2% in 2017.

This year, we're reporting the strongest August to September movement (excluding COVID years) at the benchmark profile of 3 years/60,000 miles, with an average movement of just -0.1% or a negligible £21, highlighting just how resilient the market has proven in recent weeks.

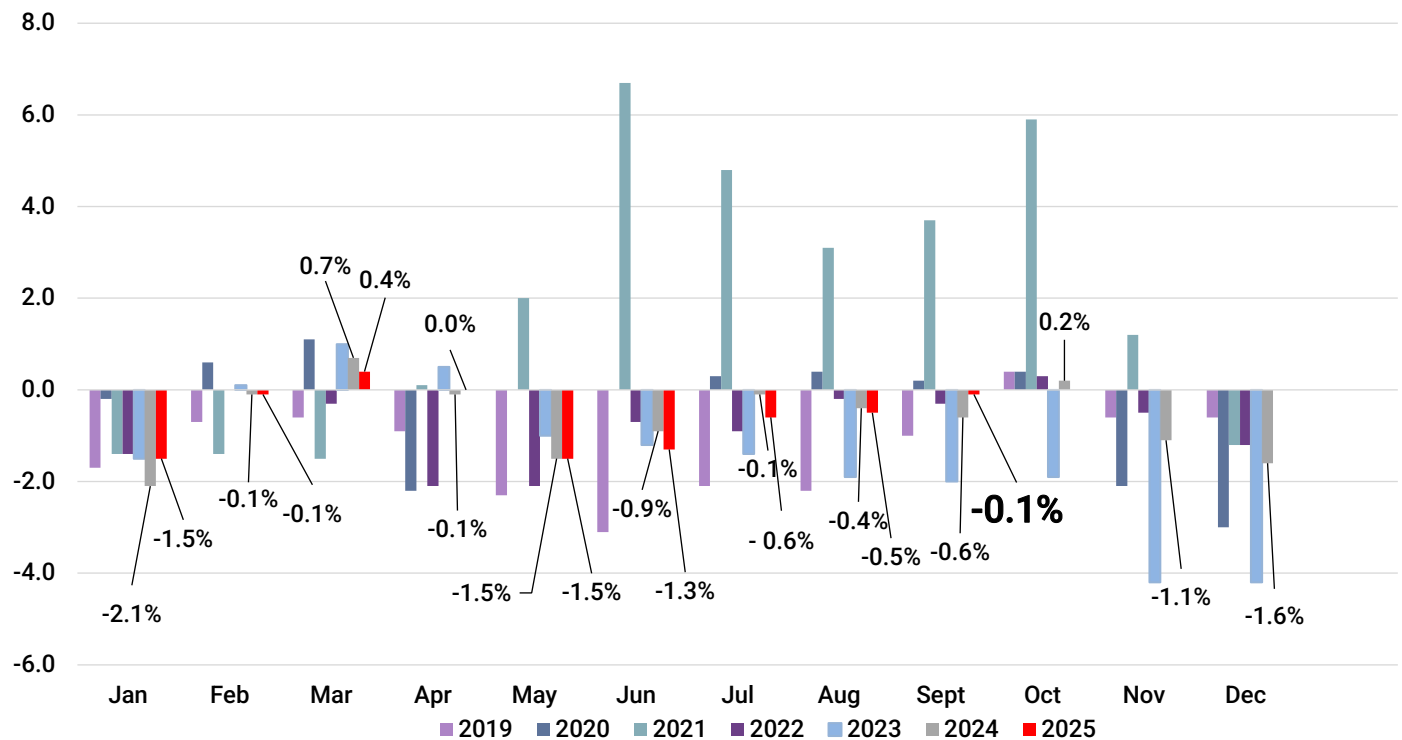
Last year, values at the 3-year-old point declined by just -0.6% throughout August, capping a three-month summer period with a cumulative movement of -1.10%—a trend that earned the nickname "the summer of stability." This year is tracking slightly behind that benchmark, with values falling by -1.20% over the past three months. However, the difference is marginal, and the current market performance still aligns closely with last year's pattern. As such, this summer could reasonably be described with the same title.

A trend we've observed in recent months is a softer start to the month followed by a stronger finish—and August followed a similar trajectory. What set this month apart, however, was the earlier-than-usual uptick in performance. By the 5th of August, values within our real-time pricing tool, Cap Live, were already showing an average movement of -0.5% at the 3-year-old point. From that point onward, reduced supply helped stabilise values, and as market conditions improved, some of the earlier declines were reversed. In fact, certain vehicles and sectors even recorded positive movements by the end of the month.

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By cap hpi

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



Across the age and mileage profiles we report on, downward movements have been negligible. At the 1-year/10,000-mile point, values declined by just 0.2% (£88), while the 5-year/80,000-mile cohort saw a slightly larger drop of -0.3% (£30). The most notable adjustment in percentage terms occurred at the 10-year/100,000-mile point, with a decline of 0.8%. However, in real terms, this equates to just £22.

While headline figures point to the strongest August-to-September movements we've reported in recent years—excluding the COVID-affected period—another area of interest is the improved performance of BEVs. After a sustained period of underperformance compared to other fuel types, BEVs have shown signs of stabilisation, with some models even demonstrating strength. Positive sentiment in both the trade and retail markets has supported demand, contributing to a more competitive wholesale environment.

At the 3-year-old point, BEVs recorded a positive movement of 0.1%, marking the first month in 2025 where values have not declined—and the first reported increase since October last year. Within Cap Live, BEV values initially dropped to -0.4% at the start of August, but the past two weeks have shown a clear turnaround in performance. At the 1-year point, BEV values saw a negligible decline of -0.2%, while at 5 years, values edged up by 0.3%.

Of all the BEV models we value at the 3-year-old point, 32% saw values increase in August—up significantly from just 3% in July. A further 26% remained stable, broadly in line with last month, while 42% experienced a decline, though this is an improvement from 67% in July. Taking a positive view, nearly 60% of BEV models either held their value or increased, indicating a more balanced and improving market for electric vehicles

The 3 year old Mini Cooper Electric continues to lead the way, with a value increase of 7.7% (£750) in August. Over the past three months, it has risen by close to 17%, and it continues to represent strong value for money despite these increases. The VW ID.3 followed with a 5.1% (£560) increase, and the Vauxhall Vivaro Life was close behind at 4.7% (£500). Other notable upward movers include the Tesla Model 3 and Model Y, which rose by 3.6% (£550) and 1.3% (£265) respectively, the Vauxhall Mokka at 2% (£175), and the Jaguar I-Pace at 1.4% (£230).

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By cap hpi

On the downside, the largest decrease was seen in the Mercedes-Benz EQV, which fell by 5.3% (£1,800). The Kia Soul dropped by 3.2% (£355), positioned between two other Mercedes-Benz models—the EQE, which declined by 3% (£1,160), and the EQV.

Analysing performance by fuel type at the 3-year-old point, BEVs led the way with the strongest movement. Hybrids followed closely, showing a flat performance with no average change in value. Petrol saw a modest decline of 0.1%, while both diesel and PHEVs recorded slightly larger drops of 0.2%.

Sector performance data for August presents a more mixed picture. MPVs stand out as one of the month's strongest performers, showing positive movements across all age profiles—potentially signalling a recovery after a challenging first half of the year. At the 3-year-old point, MPVs recorded an average increase of 0.6% (£70). Sports cars were the strongest-performing sector, posting gains of 0.8% (£380).

With autumn just around the corner, the market has begun to slow for Coupe Cabriolets, which recorded a flat movement for the month. In contrast, Convertible values at the 3-year-old point saw a modest increase of 0.4% (£130). The Executive sector recorded the largest downward movement at -0.8% (£170), followed by Large Executive at -0.2% (£55). However, Luxury Executive bucked the trend with a slight increase of 0.2% (£140). A full list of movements by sector and age profile can be found at the end of this overview.

Among the mainstream sectors—again at the 3-year-old point—City Car values declined on average by 0.3% (£30), although they showed signs of recovery during the month, having dropped close to -1% at one point in our real-time pricing tool, Cap Live. Supermini and Lower Medium segments also improved as the month progressed, both moving from negative territory into positive. Final movements were 0.2% (£40) for Superminis and 0.3% (£45) for Lower Medium cars, with the latter particularly supported by the strong performance of BEVs, which saw an average increase of 1.8% within that segment.

SUVs were the weakest-performing mainstream sector, with an average movement of -0.5% (£110), although this was better than typical seasonal expectations. Buyers in this segment can afford to be more selective, as supply for certain models is less constrained. Breaking down SUV performance by size: Small and Large SUVs both declined by 0.6%, while Medium SUVs performed slightly better, though still recorded a modest drop of 0.4%.

To summarise, August has been a notably strong month for used car values—stronger than many anticipated—driven largely by ongoing supply constraints. BEVs have shown a clear turnaround in performance, a trend many will hope continues into the coming months.

What next?

Last month, our prediction was:

"August traditionally witnesses subdued consumer activity as retail buyers prioritise summer holidays over vehicle purchases, typically resulting in quieter showrooms during the peak vacation period. However, this seasonal consumer lull may not translate to reduced dealer enthusiasm for acquiring quality used stock when opportunities arise. Within our auction survey, 58% of respondents reported that stock levels are expected to reduce throughout August, which could result in balanced supply and demand".

September typically brings stability to the used car market, acting as a period of relative calm before higher inventory volumes arrive later in the year. Historical data since 2012 shows that average Live values have increased in seven out of twelve September periods, with one year remaining unchanged. The trend was particularly consistent from 2017 to 2022, as September had not recorded a decline since a modest -0.2% drop in 2016. While values have fallen in five September periods overall, 2023 stands out with a significant -1.9% decrease—substantially larger than the previous steepest declines of -0.7% recorded in both 2014 and 2015. Excluding the COVID-impacted years of 2020 and 2021 the average movement for September into October at the 3-year-old point is -0.2%.

Vehicle numbers will increase as the month goes on, with trade-ins and fleet/rental returns coming back to market. However, this extra supply is unlikely to push prices down much during September. We expect to see the same pattern as recent years, with the average movement staying roughly flat.

Car editorial

By cap hpi

As we head into the final quarter of 2025, the used car market feels more settled than it has for the past five years. In Q4 2023, values dropped sharply—down 10.5% on average—but we’re not expecting anything like that this time around. Our forecasts suggest prices are now following more typical seasonal patterns. In Q4 2024, values fell by an average of 4.2%, which is much more in line with what we expect to see this year.

It’s still too early to assess the long-term impact of the plug-in grant on used electric car values, but the early signs are encouraging. September, October, and November last year were positive months for used BEVs, with values rising in both October and November. Given the current market conditions, we’re seeing some promising indicators and hope this year may follow a similar trend. However, as always, the detail matters—used electric car values should be tracked at a model level rather than relying on broad averages across all BEVs.

Cap Live will continue to monitor movements in used car prices as we enter the final four months of the year — a period that often brings seasonal shifts and market developments.

Car editorial

By cap hpi

Current used valuations September 2025 - average value movements

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
City Car	(0.0%)	(0.3%)	(0.8%)	(1.1%)
Supermini	0.3%	0.2%	(0.1%)	(1.4%)
Lower Medium	0.5%	0.3%	0.1%	(1.0%)
Upper Medium	(0.5%)	(0.0%)	0.0%	(0.4%)
Executive	(0.8%)	(0.8%)	(0.9%)	(1.0%)
Large Executive	0.0%	(0.2%)	(0.3%)	(0.7%)
MPV	0.8%	0.6%	0.4%	0.0%
SUV	(0.7%)	(0.5%)	(0.7%)	(1.1%)
Convertible	0.5%	0.4%	(0.2%)	(1.7%)
Coupe Cabriolet	(0.4%)	0.0%	(0.1%)	(0.5%)
Sports	0.8%	0.8%	0.3%	(0.2%)
Luxury Executive	0.1%	0.2%	(0.3%)	(0.2%)
Supercar	(0.4%)	(0.2%)	(0.1%)	(0.0%)
Overall Avg Book Movement	(0.2%)	(0.1%)	(0.3%)	(0.8%)

() Denotes negative percentages

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
MPV Small		4.8%	1.1%	(2.1%)
MPV Medium	0.0%	(0.0%)	(0.2%)	0.4%
MPV Large	1.3%	1.4%	1.3%	(0.1%)
SUV Small	(0.7%)	(0.6%)	(1.1%)	(1.6%)
SUV Medium	(0.6%)	(0.4%)	(0.6%)	(1.0%)
SUV Large	(0.8%)	(0.6%)	(0.4%)	(0.8%)

() Denotes negative percentages

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Notable Movers 1-yr 20k

	MIN £	MAX £	AVG £
AUDI Q5 (16-25) DIESEL	(300)	(200)	(233)
BMW 5 SERIES (16-24) DIESEL	(400)	(250)	(310)
FORD MUSTANG (15-24)	1,000	1,300	1,077
HYUNDAI IONIQ 5 (21-) Electric	200	250	210
LAND ROVER RANGE ROVER VELAR (17-) DIESEL	300	500	366
MERCEDES-BENZ E CLASS (16-24) DIESEL	(1,300)	(900)	(1,103)
MINI COUNTRYMAN (17-24)	(600)	(400)	(489)
SKODA KODIAQ (16-24) DIESEL	550	700	600
SUZUKI IGNIS (16-25)	(600)	(500)	(540)
TESLA MODEL Y (21-) Electric	200	550	333

() Denotes negative value

Notable Movers 3-yr 60k

	MIN £	MAX £	AVG £
FIAT 500L (13-22)	300	375	320
HONDA CIVIC (16-22)	(400)	(150)	(240)
KIA SPORTAGE (15-22)	(250)	(150)	(215)
MINI COUNTRYMAN (17-23) HYBRID	600	650	620
PEUGEOT 108 (14-23)	(175)	(125)	(150)
PORSCHE CAYMAN (16-)	800	1,200	950
SKODA KODIAQ (16-24) DIESEL	350	500	422
TESLA MODEL 3 (19-24) Electric	450	700	550
VOLKSWAGEN ID.3 (20-24) Electric	475	700	558
VOLVO S90/V90 (16-25) DIESEL	(250)	(200)	(225)

() Denotes negative value