

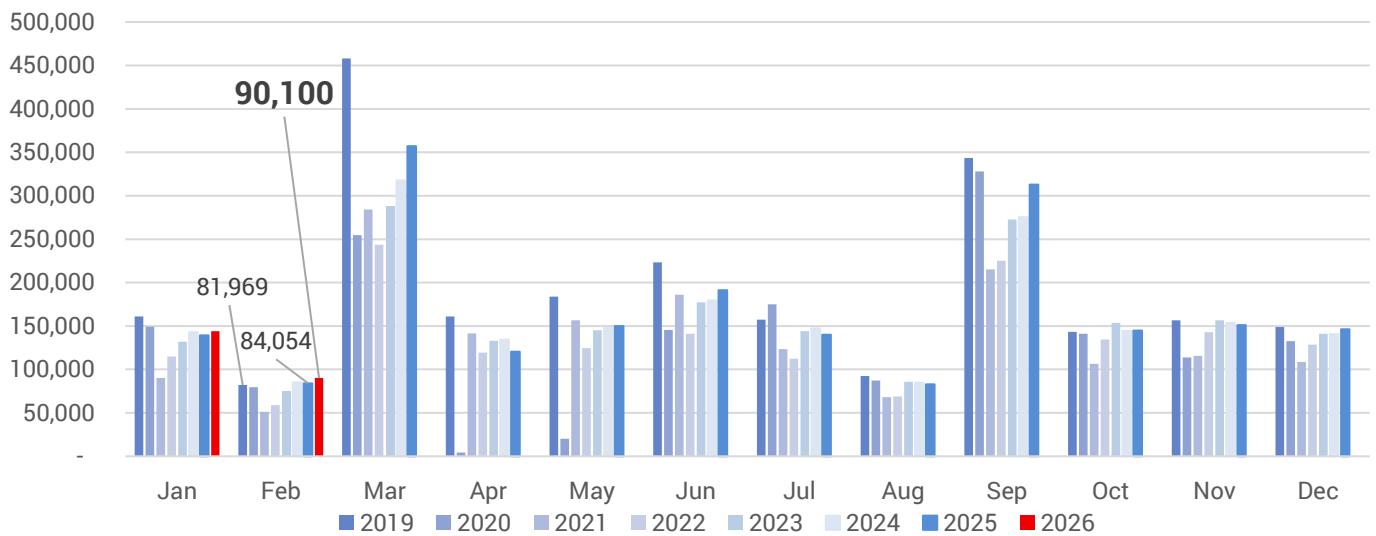
April 2026

Car market overview

This monthly briefing offers a concise yet comprehensive view of the latest dynamics shaping the UK’s new and used car markets. It captures new car registration performance through the end of February 2026, alongside up-to-date insights into current used car activity. All data and commentary reflect the market position as at 26th March 2026.

New car sales

February delivered a notable uplift for the UK new car market, with registrations climbing 7.2% to reach 90,100 units, based on the latest data from the Society of Motor Manufacturers and Traders (SMMT). This performance marks the strongest February in more than two decades. That said, February is traditionally a quieter and more changeable month, as a significant proportion of buyers defer purchases until the introduction of the March registration plate.



Source: SMMT

Compared with February 2019, registrations are now close to 10% above pre-pandemic levels. This is a position the new car market has not reached for many months, as it continues its gradual recovery following the pandemic and earlier supply-chain constraints.

Growth was driven primarily by stronger private retail demand, which increased by 17.6% to 35,227 units. Fleet registrations rose modestly by 1.8%, while business volumes declined by 12.7%. Fleet sales continued to account for the majority of registrations, representing 59.4% of the market.

Registrations through the short-cycle and daily rental channels continued to show year-on-year growth for the second consecutive month. February volumes were more than 60% higher than the same month last year and around 7% ahead of February 2019.

Although the year is still at an early stage, total registrations for the first two months stand at 234,227 units. This is 4.85% higher than the same period last year and just 4% below 2019 levels. While private registrations performed well in February, the year-to-date position compared with 2019 still remains subdued, with volumes sitting 19% lower. In contrast, fleet demand remains more resilient and is currently tracking around 9% above 2019 levels.

Year-to-date registrations through the short-cycle and daily rental channels are currently tracking over 70% ahead of the same two-month period last year, a clear indication that volumes through this channel are set to be higher again

Car editorial

By cap hpi

in 2026. While much of this activity will be carefully planned, with robust remarketing strategies in place, there may be a temptation for some manufacturers to lean more heavily across these channels to ensure targets are met, particularly against the backdrop of an increasingly competitive new car environment.

March is typically the peak month for registrations through this channel, and this year is expected to follow that pattern. We will report next month on how activity ultimately played out.

Year to date, market share is becoming increasingly fragmented, with gains concentrated among a small group of challenger brands while several established volume players lose ground. The strongest performers are led by Jaecoo, Chery, BYD and Omoda, reflecting a continued shift in buyer consideration and a more competitive retail landscape. By contrast, the largest share declines are seen at Nissan and Volkswagen, alongside further softness across a mix of mainstream and EV-focused brands including Peugeot and Tesla.

This changing dynamic is also reflected in February's top registered models, which combine familiar best sellers with newer entrants. The Ford Puma topped the charts with 3,220 registrations, continuing to benefit from broad appeal across both private and fleet channels. The Kia Sportage followed in second place with 2,205 units while the MINI Cooper ranked third with 1,828 registrations, pointing to sustained demand for compact premium models. The Tesla Model 3 placed fourth on 1,584 units, maintaining a strong presence within the battery electric vehicle segment despite recent market volatility. Rounding out the top five was the Jaecoo 7 with 1,446 registrations, a notable result for a relatively new entrant and further evidence of the growing influence of challenger brands within the UK market.

Battery electric vehicle (BEV) registrations increased by 2.8% in February to 21,840 units, giving BEVs a 24.2% share of the overall market. Despite this growth, BEV market share declined for a second consecutive month compared with the same period last year. This partly reflects a strong start to 2025, when new BEV buyers accelerated purchases ahead of April's tax changes, as well as a pronounced push at the end of last year to comply with the Zero Emission Vehicle (ZEV) Mandate. February's typically lower registration volumes can also exaggerate movements in market share.

Plug-in hybrid electric vehicles (PHEVs) recorded the strongest growth in demand, with registrations rising by 43.5% to secure an 11.6% market share. Hybrid electric vehicle (HEV) registrations also increased, up 3.3% to represent 13.1% of the market. Petrol registrations grew by 5.2%, although market share slipped to 46.5%, while diesel volumes continued to decline, falling by 3.8% and accounting for just 4.5% of total registrations.

The strength seen in PHEV registrations is likely being influenced by the current regulatory backdrop. While PHEVs do not contribute directly to Zero Emission Vehicle (ZEV) targets, higher volumes can help manufacturers manage their overall compliance position through the flexibilities available within the Vehicle Emissions Trading Scheme (VETS), particularly by supporting improvements in fleet CO₂ performance.

At the same time, PHEVs remain an attractive option for buyers who are not yet ready to move fully to battery electric vehicles, allowing OEMs to protect volume and mix while BEV demand remains uneven.

With the year-to-date BEV market share currently at 22.0%, around two thirds of the 33% share mandated for 2026 has been achieved, placing increased emphasis on March as a key trading month. As the SMMT point out, manufacturers have already invested heavily in new model launches and pricing support to stimulate demand, now supported by the government's Electric Car Grant (ECG). However, market conditions have shifted materially since the regulation was set. A broader review of the transition is increasingly necessary and time-critical, particularly as buyer confidence risks being further weakened by proposals to introduce a pay-per-mile charge for electric vehicles (eVED) from 2028.

With March marking the key plate-change month, attention has turned to its performance. Early indicators point to modest year-on-year growth, with new entrants continuing to perform well. A full analysis will follow in next month's editorial.

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By cap hpi

Used car retail activity

Feedback from the retail market continues to present a mixed picture, although performance has not been uniform across all channels. Car supermarkets, in particular, have reported a more positive month, with strong sales activity and healthy stock turn. While overall profitability has remained supportive, this has often been driven more by ancillary income and add-ons rather than chassis margin. In many cases, stock levels are well aligned to demand, with buying largely focused on replenishment and an emphasis on vehicles that can be prepared and retailed efficiently.

Tracking average days to sell across our retail advert database, which measures the period from when an advert is first seen to when it was last active, we have seen days to sell gradually improve through the year after rising in the final quarter of 2025. Encouragingly, that trend has continued. Average days to sell have continued to improve, with March currently tracking closer to 35 days.

Days to sell have improved across all retailer types. Independent retailers are now averaging around 47 days, while both franchised retailers and car supermarkets are closer to 31 days in March. This appears to reflect a conscious effort by some larger groups to reduce stock holding levels in recent weeks, helping to clear overage vehicles and bring overall days to sell down.

For the wider retail market, not just automotive, consumer confidence has softened as March has progressed, with recent survey data pointing to a renewed dip in household sentiment after the tentative improvement seen earlier in the year. Measures from GfK and S&P Global continue to highlight increasing caution around personal finances and the timing of bigger purchase decisions, driven by ongoing uncertainty around energy costs, inflation and the interest rate outlook. While base rates have been held, the lack of clarity around when cuts might follow has meant this has provided little in the way of a confidence boost. Spending has not fallen away sharply, but behaviour has become more selective, with consumers placing greater emphasis on value and monthly affordability. Feedback from many of our retail partners broadly reflects this, with used cars that present clear value for money continuing to perform best on forecourts. At the same time, others continue to point to the highly competitive new car offers currently available, where low monthly payments, small deposits and attractive incentives mean buyers can easily switch from used to new and, in some cases, reduce their monthly payments.

Focusing again on our sector, trading conditions remain more variable. While sales are continuing to turn, margin pressure remains a recurring challenge, driven by rising operating and preparation costs and ongoing sensitivity around affordability. Retailers remain highly selective in their buying, with demand strongest for vehicles that offer clear value for money, while more typical age and mileage profiles continue to feel expensive relative to consumer expectations.

Looking at March and the average retail days to sell highlights the differences within the fuel types. Diesel remains the slowest moving fuel type at around 39 days. PHEVs and petrol vehicles are both sitting at roughly 34 days, followed by BEVs at around 32 days. Hybrids continue to sell the quickest, with average days to sell closer to 30.

Overall, sentiment remains pragmatic rather than pessimistic. Stock levels are broadly under control and retailers are adapting well, but trading conditions continue to demand discipline. Performance is increasingly dictated by buying accuracy, preparation efficiency and a clear focus on value, with risk management still front of mind as the market moves into Q2.

Some franchised retailers also remain cautious around stock levels, particularly given the increase in pre-registered vehicles linked to September's new plate registrations last year. If a similar pattern emerges again this year for March, it could place additional pressure on stock positioning. While these vehicles can appear attractive on a cash basis, that advantage is not always reflected once financed on a monthly PCP, which in some cases continues to make them harder to retail.

Car editorial

By cap hpi

Used car remarketing activity

We highlighted last month that volumes within the wholesale market had started the year on an upward trend, and that pattern has continued. For the first two months of the year, disposal data received into cap hpi was up by around 6% year on year in January and 7% in February. Somewhat unusually, February volumes were higher than January, a point where we would historically expect supply to begin tightening as the market approaches March. For March so far, sold records received into us have also continued to track up year on year. While wholesale volumes remain below pre-COVID levels, the direction of travel remains clearly upward.

Encouragingly, a number of supporting indicators suggest that this additional volume is being absorbed well. So far this month, the average number of sales attempts required to sell a vehicle through auction stands at 1.5, slightly up from February which averaged 1.4 attempts but matching the 1.5 seen in January. Average days in stock at auction have also improved, falling to 8.3 days to date, compared with 8.7 in February. Taken together, these measures point to a market that, despite higher volumes, is continuing to cope reasonably well with the additional supply.

Importantly, conversion rates have broadly held up so far this month, averaging between 70% and 80%. While this is slightly behind the same period last year, it remains ahead of pre-pandemic performance seen in 2019. Although buyer demand has become more selective, there has still been sufficient appetite to absorb the increased flow of vehicles coming to market. In fact, in some cases, conversion rates edged slightly higher as the month progressed with some auction partners noting a modest return of buyer activity following the conclusion of Ramadan.

BEV performance through wholesale channels has remained under the spotlight, continuing to highlight the disconnect between trade and retail, where conditions have generally been more stable than those seen within the wholesale market. Much of the volatility seen to date appears to be linked to increased volumes returning to the market, with wholesale BEV volumes currently running around 45% higher than at the start of last year. While demand remains present, and many remarketers report rising buyer numbers, it has not kept pace with the growth in supply, which has placed downward pressure on values.

Against this backdrop, there are signs that some vendors are increasingly prepared to accept bids below Cap valuations in order to keep stock flowing through auction channels, particularly given expectations that volumes will rise further in the short term. Buyers, meanwhile, continue to factor in a degree of caution around future price movements and the risk of vehicles sitting in stock, despite underlying retail data continuing to point to broadly stable conditions.

Looking at the average number of sales attempts required to sell a BEV at auction, the first three months of the year have averaged 1.5 attempts, up from 1.1 in September when demand for used BEVs was stronger. However, this remains broadly in line with other fuel types, suggesting that while conditions have softened, BEVs are increasingly trading on similar terms to the wider market.

With fuel prices at the pump rising, driven by the ongoing conflict in the Gulf and the wider Middle East, and short-term supply uncertainty persisting, set against expectations that electricity prices will ease from April over the next three months, there is a growing case for revisiting BEV stock strategies. Recent price adjustments mean some models are now offering improved value in the wholesale market and, when positioned around running cost benefits and monthly affordability, this may present a timely opportunity for retailers either looking to introduce BEVs into their stock mix or to selectively increase exposure where demand allows.

Returning to the broader market and one of the clearest themes emerging throughout the month has been vendor behaviour. Those aligned with current market conditions and prepared to price stock realistically are still achieving reasonable outcomes. Others are finding conditions more difficult. In particular, there has been resistance to adjusting expectations where vehicles fall short on condition or documentation. Comparing weaker examples to stronger stock has led to pricing expectations that buyers are simply unwilling to meet, resulting in lower conversions and an increase in re-entries.

Buyer appetite remains relatively healthy, although selectivity continues to be a defining feature of the market. This has been evident for some time, with more disciplined buying behaviour apparent since around September last year.

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By cap hpi

While buyer numbers remain present, many retailers are operating under tighter purchasing controls, reflecting fuller forecourts and retail demand that is best described as mixed. Franchised retailers also report continued strong levels of part-exchange stock, much of which is being retained for retail sale, supported by renewed momentum in the new car market. As a result, competition remains strong for the right vehicles, but interest falls away quickly when pricing or vehicle quality is out of line.

Pricing performance became increasingly polarised as the month progressed. Older vehicles in good condition generally held up better, although the market feels less competitive than earlier in the year. The £10,000 to £15,000 price point continues to perform relatively well, with good quality stock still attracting interest and turning efficiently. At the cheaper end, rising availability is weighing on results, particularly within dealer and part exchange stock, while at the younger end conditions remain challenging, with ample supply, selective buyers and ongoing pressure from strong new car offers.

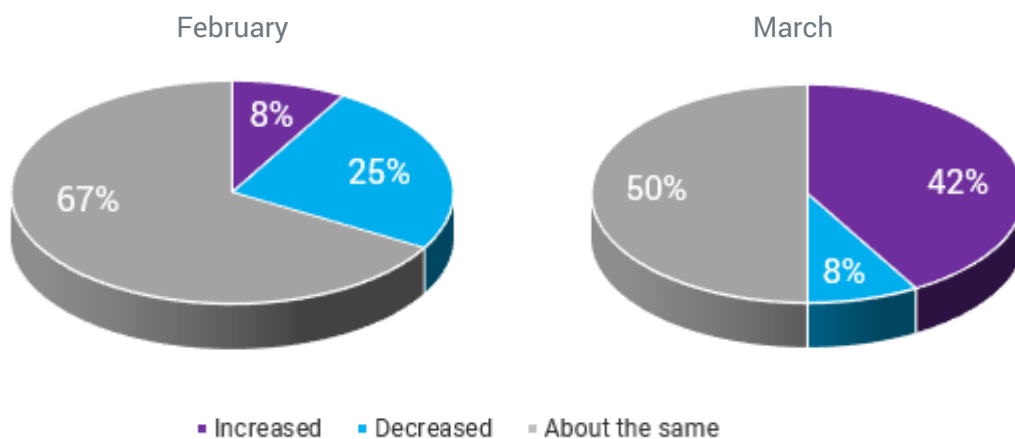
This reinforces the increasingly two tier nature of the market, with competition and pricing holding up for the right vehicles, but dropping away quickly where quality or pricing is out of line with current conditions.

Looking ahead in the short term, many retailers remain well stocked, while competitive new car offers continue to influence buying behaviour. With additional volumes from fleet and leasing defleets, alongside part-exchange vehicles, expected to feed back into the wholesale market over the coming weeks, and the potential for an increase in pre-registered vehicles, further pressure is likely to be felt across the market, although this is not unusual for this time of year. Auction sites and storage compounds are also beginning to operate closer to full capacity, which could introduce additional storage and logistical challenges as volumes continue to build through the next month or two.

As a result, conditions are expected to continue to ease as the used retail and wholesale markets adapt to a more complex and layered backdrop. While the market has become more clearly buyer led, sentiment remains cautious but stable, with pricing discipline and stock quality continuing to underpin performance. Importantly, conversion rates and wholesale stock levels remain in a good place, supporting a broadly positive tone across much of the auction sector, although with the Easter half-term period approaching, many expect trading conditions to become a little more challenging.

This month's results from March's auction survey broadly reflects the sentiment detailed above.

How do your current stock levels compare to last month?

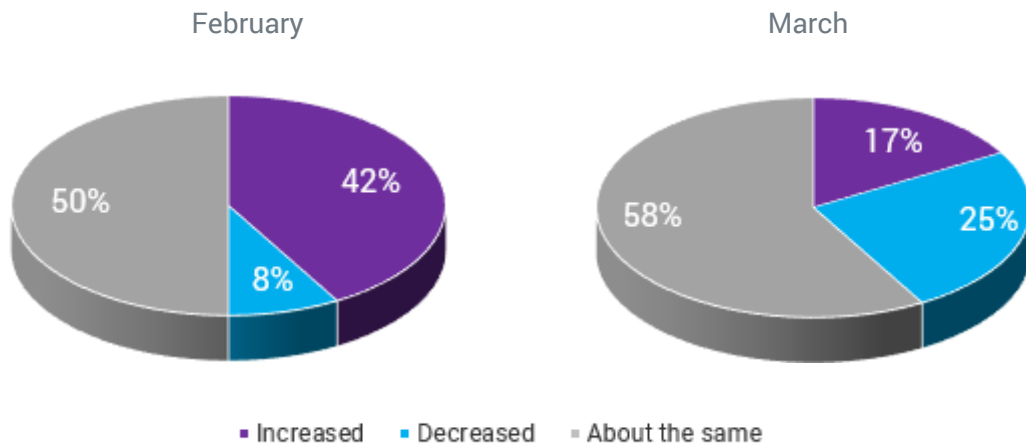


As we have been reporting, the volume of sold data received into Cap is up year on year, so it is no surprise that 42% of respondents in March reported an increase in stock levels. A further 50% said stock was unchanged versus last month, while a small minority, 8%, somewhat bucked the trend and reported that stock levels had actually eased back.

Car editorial

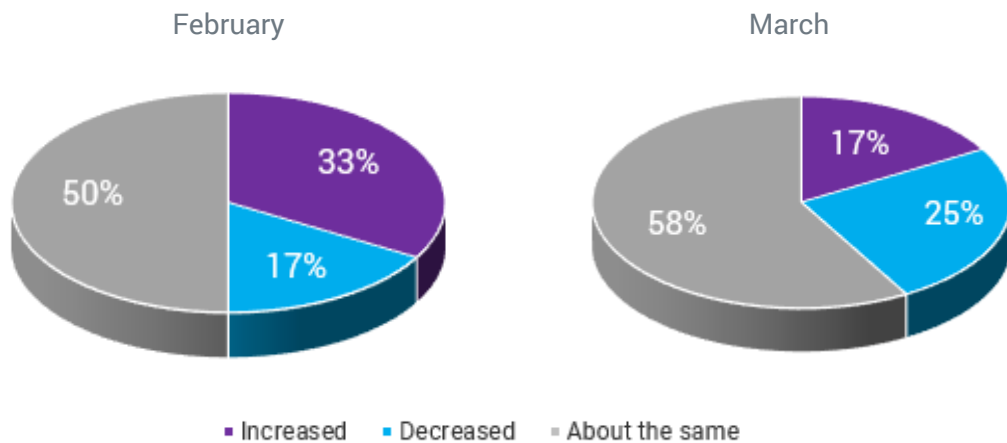
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How does your current overall demand compare to last month?



With stock levels building, it is perhaps unsurprising to see demand indicators soften month on month. In February, 42% of respondents reported an improvement in demand, with only 8% seeing a decline. By March, that picture had shifted, with the proportion reporting stronger demand falling back to 17%, while 25% now say demand has weakened. The largest cohort in March, at 58%, reported demand as broadly unchanged.

How do your conversion rates compare to last month?



Conversion rates show a similar shift month on month. In February, one third of respondents reported an improvement in conversions, with just 17% seeing a deterioration. By March, that momentum had clearly faded, with only 17% reporting an increase, while a quarter said conversions had moved lower. The majority, 58%, reported no change compared with last month, suggesting activity has stabilised rather than fallen away sharply.

Taken alongside rising stock levels and softer demand indicators, this points to a market that is still functioning reasonably well, but with less headroom. Conversions are holding up, rather than strengthening, meaning pricing and stock quality are increasingly critical to keeping vehicles turning and avoiding further pressure on values as supply continues to build.

Used cars – trade values

With used retail remaining fairly subdued, but supply levels healthy and wholesale conversion rates staying strong, how has this shaped Cap Live values through March?

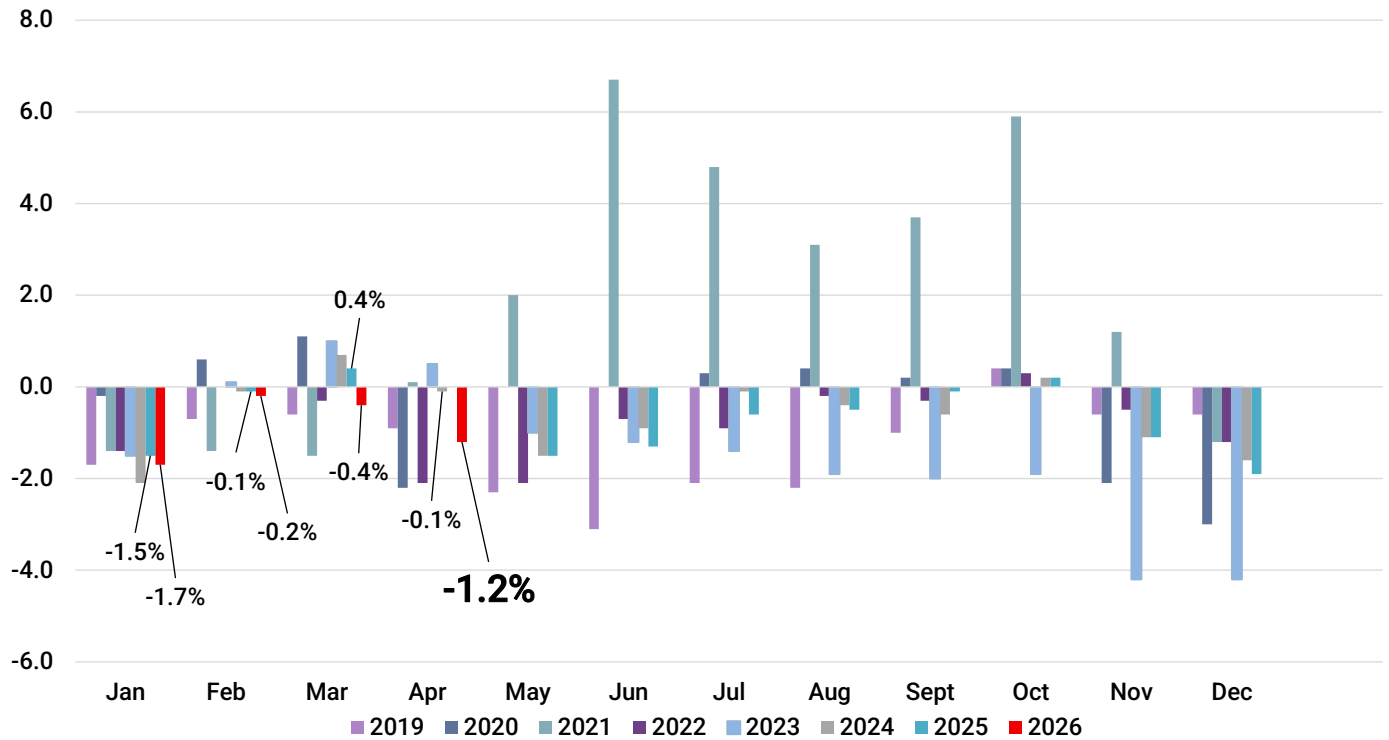
Car editorial

By cap hpi

Looking at the three-year, 60,000-mile benchmark, values reduced by 1.2%, translating to a reduction of around £245.

As we saw in the move from February into March, this marks the second consecutive month in which the average movement has come in below the longer-term seasonal norm. That historical average stands at -0.2%, based on Cap Live movements going back to 2012, excluding the two Covid-impacted years of 2020 and 2021.

Monthly percentage movements in Live valuations (3-years, 60k miles) – April 2026 figure depicts March 2026's Cap Live



When comparing individual year movements from March into April, this year's movement ranks as the third weakest adjustment on record. It sits behind the -2.1% seen in 2022 and the -2.2% recorded in 2020, which included the early stages of the first national lockdown. At the other end of the spectrum, the strongest years were 2014 and 2023, both recording a positive average movement of 0.5%. That said, movements into April have, over the longer term, typically been relatively flat.

For the first time this year, negative adjustments were recorded across all age and mileage profiles that we report. Values fell by an average of 1.1% (£380) at the one-year point. In percentage terms, the five- and ten-year profiles performed marginally better, but still recorded negative movements of 1.0% (£145) and 0.9% (£50) respectively.

As highlighted earlier in the used car remarketing section, BEV performance through wholesale channels has remained a key area of volatility. Increased volumes and more cautious bidding continue to drive softer outcomes at auction, across both physical sales and online platforms, reinforcing the ongoing disconnect between trade conditions and the more stable picture still evident in the retail market. Focusing on three-year-old vehicles, values have reduced by an average of 3.6% (£670). At the one-year point, values are down 2.6% (£810), while five-year-old profiles have seen a larger adjustment of -4.3% (£590).

While used BEV values remain under pressure, vehicles are still selling through wholesale channels. As noted earlier, conversion rates remain broadly in line with other fuel types and disposal volumes continue to run at record levels. BEV volumes are currently around 40% higher year on year, which means buyers can afford to be increasingly

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selective. With supply readily available, missed opportunities on any given day are often replaced by further volume returning to the market shortly afterwards.

Looking at the data received year to date, BEVs now account for close to 9% of all disposal data across the full age profile up to 20 years. When focusing on vehicles up to five years old, that share increases materially to around 20%, making BEVs the second-largest fuel type by volume. Narrowing the view further to vehicles aged between three and five years old, the BEV share rises again to approximately 25%. For context, this compares with 18% at the same point last year and just 6.3% two years ago.

The fact that BEVs represent around 25% of wholesale supply in the three to five-year-old bracket, compared with roughly 15% of live retail adverts, suggests some ongoing imbalance between what is returning to market and what retailers are currently choosing to stock, although it does vary from retailer type.

At the three-year point, around 90% of BEV models have seen values adjusted downwards, with just 2% recording an increase and the remaining 8% holding level. Among the small number of models to post gains were the facelifted Tesla Model 3, up 1.9% (£400), and the Honda e, which increased by 1.1% (£115).

At the other end of the spectrum, the Mini Cooper recorded the largest reduction, down 10.6% (£1,000). The pre-current model, now looks particularly compelling value across both trade and retail environments. Other notable declines were seen on the VW ID.5 (-7.3% / £1,315), DS 3 Crossback (-6.9% / £635), Citroen C4 (-6.9% / £600) and VW ID.3 (-6.8% / £785), which together represent the five largest negative adjustments as we move into April.

We will move on to look at how the other fuel types have performed, but it is worth noting the impact BEVs are having on the headline averages. If BEV movements are excluded, the average movement at the three-year-old point reduces to around -0.7%.

This helps underline the extent to which BEVs are currently influencing overall market movements, while also highlighting that other fuel types have, on the whole, performed more robustly. However, as BEV performance remains fragmented and supply continues to grow, making up an increasing share of the used market, comparing overall movements against historic seasonal patterns is becoming less straightforward.

This is particularly true for vehicles up to five years old, where the market has now moved beyond peak supply levels for used petrol and diesel vehicles that have typically underpinned demand in recent years. As a result, traditional seasonality comparisons are likely to become less representative as the fuel-type mix continues to evolve.

With that the best performing fuel type again at the three year point was petrol recording a movement of -0.6% (£121), diesel and PHEVs then follow with -0.8% (£190 and £160) respectively, then followed by hybrids at -1.3% (£220).

Moving on to performance by sector, values eased back across almost every segment last month, with the sole exception of Coupe Cabriolet models, which recorded an increase of 2.8% (or £310) at the three year point. A full breakdown of sector movements across the various age and mileage profiles is included at the end of this review, alongside a list of notable movers.

The weakest-performing sectors through March were MPV, Large Executive and SUV. MPVs saw values ease back by an average of 1.8% (£245), followed by Large Executive models, which declined by 1.6% (£630).

SUVs, which remain the largest sector by both volume and share of our data, also saw values ease back by an average of 1.6% (£300). However, performance within the segment was mixed, with Large SUVs holding up better, recording a smaller reduction of 1.1% (£335), while Small and Medium SUVs experienced steeper declines of around 1.7% (£200 and £310 respectively). Notable movers within the SUV segment included the Mazda MX-30 Hybrid (-5.9%/£750), Seat Ateca (-3.4%/£480) and Nissan Juke (-2.8%/£300). By contrast, the Porsche Cayenne Hybrid

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recorded an increase of (5.0%/£2,385), with more modest gains seen for the Nissan Qashqai (1.2%/£160) and Hyundai Kona (1.0%/£120).

Elsewhere, Upper Medium values eased back by 1.3% (£220), while Supermini values declined by around 1.2% (£130). Lower Medium cars proved more resilient, recording a smaller reduction of 0.6% (£60). Sports cars softened by 0.5% (£120), with City Cars seeing a more modest fall of 0.6% (£45). Convertibles performed relatively well by comparison, although values still edged lower, down by an average of 0.3% (£180).

All movements referenced above relate to the three-year, 60,000-mile profile.

In summary, March came in weaker than seasonal norms. With retail demand still subdued and supply levels remaining healthy, values eased back for a second month running. BEVs continued to influence the headline movement, while performance across other fuel types was more stable and closer to longer-term expectations.

What next?

Last month, our prediction was:

"As the new "26" plate arrives on 1st March, used car volumes are expected to rise, driven by fleet returns and a growing flow of part-exchange vehicles expected to enter the market. This is likely to contribute to increasing supply for vehicles up to five years old, while availability in the five-to-seven-year age bracket is expected to continue tightening. At the same time, manufacturers are offering increasingly competitive new car deals as they look to grow, or at least protect, market share, with further potential for pre-registration activity. The competitive new car offers do have the potential to draw some consumers back into the new car market and cannibalise used demand to a degree. Additionally, if new car sales remain strong throughout March, many franchised retailers are likely to generate healthy volumes of part exchanges. These vehicles are more likely to be retailed internally rather than traded on, which could further dampen appetite for sourcing stock via wholesale platforms.

Historically, any meaningful impact on used values is not typically felt until April. However, with Easter falling relatively early this year and school holidays beginning toward the end of March, some early pressure may start to emerge as the month draws to a close. As a result, March could shape up as a month of two halves: relatively stable through the first few weeks, before conditions begin to tighten toward month-end."

It is fair to say that our prediction from last month was slightly out, not in terms of the underlying market dynamics, as much of what we expected did play out, but more around the timing. Rather than being a month split into two distinct halves, values began to move back from the outset and continued to edge back as the month progressed.

As we move towards the end of March and into the Easter school holiday period, we expect values at the three-year age point to continue to ease through April, with Easter often acting as a natural turning point for the market. Used supply is also likely to build further, driven by fleet returns and part exchanges linked to March registrations. In fact, within our auction survey, 34% of respondents said they expect stock levels to increase, while a further 58% anticipate little change.

If that plays out, retailers will be operating with greater choice, which in turn is likely to make buyers less inclined to transact at the price levels seen earlier in the year.

While performance against Cap values has been behind where we would normally expect, remarketers have, so far, remained relatively upbeat. Stock levels and, more importantly, conversion rates have held up well, helping to keep vehicles moving through the system. If conversions remain healthy, the market could yet surprise on the upside. However, most are now anticipating some softening in the weeks ahead, which would add further pressure on values and increase the need to keep stock flowing, whether through physical lanes or digital channels.

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There is also likely to be greater nuance across fuel types. BEVs, in particular, are expected to remain under pressure as supply continues to increase. Attention remains firmly on fuel and energy costs, especially against the backdrop of ongoing geopolitical uncertainty, and how this plays into consumer demand. Franchised retailers and OEMs may also lean on tactical registrations to hit first quarter and March targets. As seen from September onwards last year, this can leave some groups needing to manage overall stock positions more carefully, with late-plated vehicles inflating volumes and tempering appetite to replenish until levels unwind. Pre-registered cars can also prove harder to move when set against competitive new car offers, making this a dynamic that could re-emerge.

Excluding the Covid-affected years of 2020 and 2021, the average seasonal movement at the three-year age point through Cap Live in April is around -1.6%. This period often marks the start of a more challenging second quarter, as consumer focus shifts towards days out and holidays while supply levels remain relatively healthy. With values already falling by more than would normally be expected over the past two months, it remains difficult at this stage to see anything that would materially change that trend in the near term.

The electric vehicle market, in particular, continues to underline why headline averages only tell part of the story, reinforcing the importance of Cap Live values as a day-to-day guide for decision-making in the used market.

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Current used valuations April 2026 - average value movements

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
City Car	(0.7%)	(0.6%)	(0.7%)	(0.5%)
Supermini	(1.3%)	(1.2%)	(0.9%)	(1.1%)
Lower Medium	(0.4%)	(0.6%)	(0.3%)	(0.9%)
Upper Medium	(0.5%)	(1.3%)	(0.9%)	(0.6%)
Executive	(1.5%)	(0.9%)	(0.9%)	(2.1%)
Large Executive	(1.9%)	(1.6%)	(1.1%)	(0.9%)
MPV	(1.5%)	(1.8%)	(1.8%)	(2.3%)
SUV	(1.3%)	(1.6%)	(1.4%)	(0.9%)
Convertible	(0.1%)	(0.3%)	(0.1%)	0.5%
Coupe Cabriolet	0.1%	2.8%	2.4%	0.6%
Sports	(0.4%)	(0.5%)	(0.5%)	(0.2%)
Luxury Executive	(0.7%)	(0.9%)	(0.9%)	0.0%
Supercar	(0.5%)	(0.1%)	0.2%	0.4%
Overall Avg Book Movement	(1.1%)	(1.2%)	(1.0%)	(0.9%)

() Denotes negative percentages

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
MPV Small			(3.5%)	0.3%
MPV Medium	(1.0%)	(1.1%)	(1.5%)	(2.7%)
MPV Large	(1.9%)	(2.3%)	(2.1%)	(2.2%)
SUV Small	(1.8%)	(1.7%)	(1.5%)	(0.6%)
SUV Medium	(1.4%)	(1.7%)	(1.3%)	(1.1%)
SUV Large	(1.0%)	(1.1%)	(1.4%)	(0.2%)

() Denotes negative percentages

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Notable Movers 1-yr 20k

	MIN £	MAX £	AVG £
AUDI Q5 (16-25)	450	500	494
BENTLEY BENTAYGA (15-)	1,500	1,600	1,572
FIAT 500 (15-25)	(400)	(375)	(391)
LAND ROVER RANGE ROVER VELAR (17-) DIESEL	(800)	(700)	(716)
MAZDA MX-5 (15-)	1,100	1,450	1,275
PEUGEOT 2008 (19-) Electric	(900)	(450)	(660)
SEAT ATECA (16-)	(900)	(150)	(578)
TOYOTA COROLLA (18-) Hybrid	(600)	(450)	(516)
VOLKSWAGEN ID.4 (21-) Electric	(1,700)	(450)	(1,243)
VOLVO XC90 (14-) HYBRID	400	500	445

() Denotes negative value

Notable Movers 3-yr 60k

	MIN £	MAX £	AVG £
BMW 5 SERIES (16-24)	200	300	228
BMW I3 (13-22)	(550)	(400)	(494)
FORD MUSTANG (15-24)	(1,500)	(1,150)	(1,222)
LAND ROVER DISCOVERY (16-) DIESEL	(1,200)	(850)	(1,007)
MERCEDES-BENZ E CLASS (16-24) Petrol Hybrid	1,250	1,350	1,287
POLESTAR 2 (19-) Electric	(1,150)	(800)	(950)
PORSCHE PANAMERA (16-24) HYBRID	400	600	483
SEAT ATECA (16-)	(700)	(150)	(481)
SKODA KODIAQ (16-24) DIESEL	(500)	(400)	(440)
VOLKSWAGEN UP (13-25) ELECTRIC	(375)	(375)	(375)

() Denotes negative value