2026

August 2026

Car Market Overview

Solera Vehicle Solutions | cap hpi

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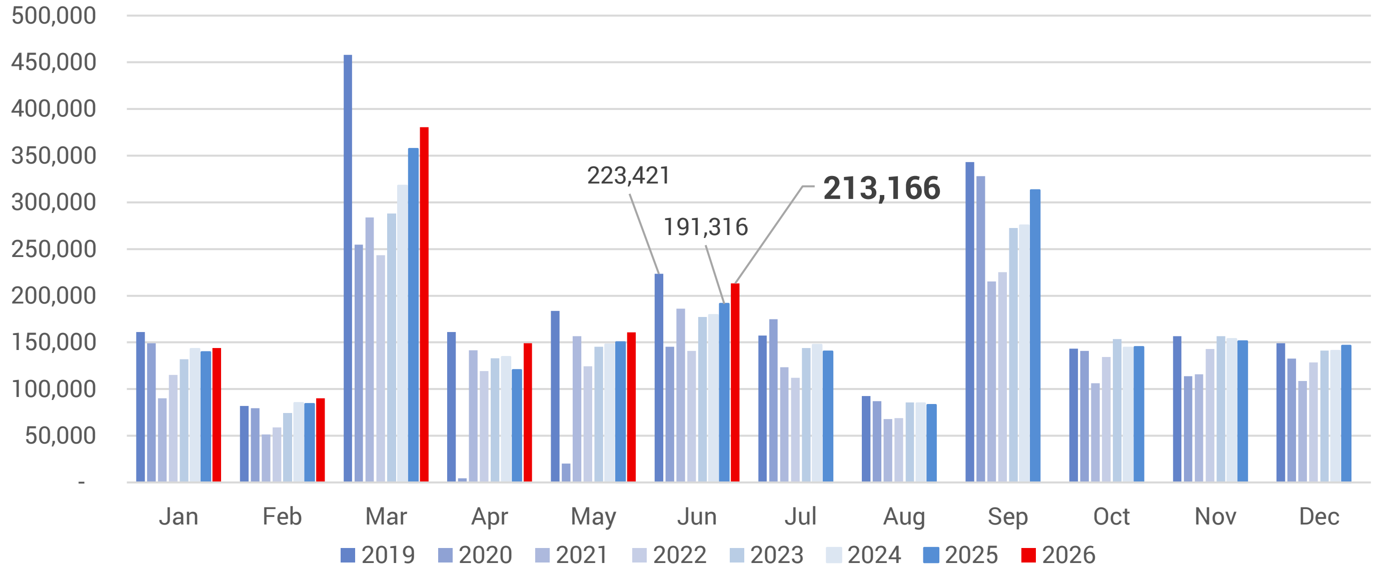
Car market overview

This update reviews the latest position of the UK new and used car markets, combining new car registration data through June 2026 with an overview of current conditions in the used vehicle sector. All observations and commentary reflect the market outlook as of 27th July 2026.

New car sales

June delivered another positive month for the new car market, with registrations increasing by 11.4% year-on-year to 213,166 units. The latest figures published by the Society of Motor Manufacturers and Traders (SMMT) make it the strongest June performance since 2019 and continues the positive momentum seen throughout much of the first half of 2026.



Source: SMMT

All registration channels delivered year-on-year growth in June. Private demand increased by 12.5%, fleet registrations rose by 10.5%, while the business sector posted the strongest percentage gain at 17.1%. Despite this broad-based growth, fleet activity remained the dominant force in the market, representing 59.5% of all new car registrations.

Electrified vehicles remain the key driver of growth in the new car market, supported by an increasing choice of models and continued manufacturer investment. Battery Electric Vehicles (BEVs) achieved a 30.0% market share in June, their highest monthly share of 2026 to date, while Hybrid Electric Vehicles (HEVs) and Plug-in Hybrids (PHEVs) accounted for 14.0% and 12.5% respectively. As is often the case at quarter-end, strong BEV registrations contributed significantly to the overall result, with rising fuel prices during the month potentially adding further impetus to consumer demand.

With a 30.0% share achieved in June, BEVs now account for 25.0% of year-to-date registrations, the highest level recorded to date. While this demonstrates continued growth in demand for electric vehicles, uptake remains below the levels required to meet the Zero Emission Vehicle (ZEV) Mandate targets without continued manufacturer support. Despite an increasing choice of models, competitive pricing and substantial incentive activity, the pace of adoption continues to vary across different buyer groups. Manufacturers remain committed to growing EV volumes, although the level of investment and discounting required to stimulate demand continues to place pressure on margins and residual value performance.

The UK new car market continues to move in the right direction, with H1 2026 registrations reaching 1,137,929 million units, up 9.2% on the same period last year. While volumes remain 10.4% below those achieved during the first six months of 2019, the gap continues to narrow, providing further evidence that the market recovery is gathering momentum.

The recovery has not been uniform across all channels, however. Fleet registrations have almost returned to pre-pandemic levels, sitting just 1.8% below H1 2019 volumes and continuing to underpin overall market growth. Private demand has also improved year-on-year but remains more than 20% below 2019 levels. That said, part of this decline reflects changes in acquisition patterns, with some registrations that would historically have been classified as private now flowing through fleet channels via personal contract hire and increasingly popular salary sacrifice schemes. As a result, the market continues to rely heavily on fleet activity, which accounted for 58.0% of all registrations during the first half of 2026.

The competitive landscape continues to evolve rapidly, with several newer entrants gaining share at a pace rarely seen in the UK market. While established brands such as Volkswagen, BMW and Kia remain among the volume leaders, much of the share growth during H1 has come from challenger brands, particularly those from China.

Chinese OEMs collectively accounted for circa 15% of registrations during the first half of 2026, up from 9.7% for the whole of 2025. Growth has not been driven by a single manufacturer, with MG, BYD, Jaecoo, Omoda, Chery and Geely all contributing to the increase. In particular, Jaecoo has been the standout performer, adding over two percentage points of market share year-on-year, while BYD and Chery have also delivered significant gains.

Looking at the top five models registered so far this year, SUVs and crossovers continue to dominate buyer demand, occupying four of the top five positions. The Ford Puma remains the UK's best-selling vehicle, while the Kia Sportage and Nissan Qashqai continue to demonstrate the enduring appeal of the family SUV segment. The standout performer, however, is the Jaecoo 7, which has surged into third place with almost 24,000 registrations despite only recently entering the market. Meanwhile, the Vauxhall Corsa remains the highest-placed non SUV.

Focusing on fuel type performance at the halfway stage of the year, electrified vehicles continue to be the clear driver of growth in the new car market. BEV registrations have increased by 26.6% year-on-year to reach 284,579 units, giving them a record 25.0% market share, while PHEVs have delivered the strongest growth of any fuel type, up 38.4% to a 13.0% share. Combined, BEVs, PHEVs and HEVs now account for more than half of all new car registrations (52.2%), highlighting the pace at which the market continues to transition away from traditional combustion engines.

However, the challenge of accelerating EV adoption remains a key topic across the industry. Whilst a record one in four new cars registered this year has been a BEV, the latest SMMT Automotive Business Leaders Barometer highlights concerns that the market is not currently on track to meet future ZEV Mandate targets despite continued manufacturer investment and an expanding choice of electric vehicles.

Our own analysis of BEV registrations by OEMs by common ownership group supports this view. Whilst the position has improved compared to last year, with a growing number of manufacturers now close to the 33% VETS target, many still fall short when considering underlying BEV registrations alone and excluding the various flexibilities available within the mandate. This highlights both the progress that has been made and the scale of the challenge that remains, with many OEMs continuing to rely heavily on hybrid and internal combustion engine sales.

Growth in EV demand also continues to rely heavily on incentives and support from manufacturers, creating ongoing pressure on profitability, investment decisions and residual values. As a result, the second half of the year is likely to remain crucial for OEMs seeking to increase BEV volumes and narrow the gap to the required targets, while petrol remains the single largest fuel type, accounting for 43.2% of registrations despite volumes declining year-on-year.

Finaly, the rental and short-cycle sector remains firmly on a recovery trajectory, with more than 100,000 vehicles already registered during H1 2026, equivalent to over 75% of last year's total volume. Whilst still some way below the levels seen prior to the pandemic, the sector continues to rebuild fleet volumes.

As always, we monitor new car registrations closely because today's new cars become tomorrow's used cars. The vehicles, fuel types and brands being registered today will shape used vehicle supply, market dynamics and residual value performance in the months and years ahead. Understanding these trends early provides valuable insight into the future direction of the used car market.

With a new Prime Minister now in place, the automotive industry will be watching closely to see whether any changes emerge to current policies, particularly around the ZEV Mandate. Any adjustments could influence future new car supply and registration activity, with implications that will ultimately flow through into the used vehicle market over time.

Used car retail activity

Retail market sentiment remains broadly resilient throughout July, despite a backdrop of economic uncertainty and ongoing affordability pressures. Consumer demand for used cars continues at levels similar to June, supporting another reasonably good month for retailers, with many reporting that they remain on track to achieve their July targets, although having to work hard to get there.

The World Cup appears to have had little impact on used car retail activity, with most matches taking place during the evening or overnight. Retailers were more likely to attribute quieter trading periods to the prolonged spell of hot weather experienced across much of the UK, as consumers took advantage of the unseasonably warm summer conditions. Despite this, enquiry levels and sales conversion rates remained broadly in line with both May and June. This is supported by data from our internal retail database, where the average days to sell currently sits at around 38 days, unchanged from last month.

Looking across the different retailer types, car supermarkets continue to outperform the wider market, with vehicles taking an average of around 29 days to sell. Sentiment within this sector remains particularly positive, although operators continue to stress the importance of pricing vehicles in line with consumer demand and changing market conditions. Franchised retailers currently average around 35 days to sell, while independent retailers remain slower at approximately 46 days.

Breaking the retail data down by fuel type, used BEVs continue to demonstrate the strongest retail performance, with an average days to sell figure of just 31 days. Car supermarkets continue to lead the way, averaging around 25 days to sell, with the typical BEV retailed being approximately 40 months old. Franchised retailers are currently averaging 32 days to sell, albeit with a younger profile at around 25 months old, while independent retailers average 36 days to sell, with vehicles typically closer to 47 months old. Elsewhere, hybrid vehicles continue to perform well at 33 days, followed by PHEVs at 36 days and petrol models at 38 days. Diesel remains the slowest fuel type to retail, averaging 46 days to sell, reflecting the ongoing shift in consumer demand towards alternatively fuelled vehicles and the higher fuel prices at the pump for ICE vehicles.

While overall demand remains relatively stable, dealers are reporting that buyers continue to place significant emphasis on affordability, monthly payments and overall value for money. This reflects the wider consumer landscape, where confidence has shown signs of modest improvement in recent months but remains fragile by historical standards. Encouragingly, surveys suggest households are feeling slightly more comfortable about their personal financial position, although wider concerns surrounding the economy, inflation and global events continue to temper consumer optimism.

As a result, buyers remain engaged in the market but are increasingly taking longer to make purchasing decisions, often spending more time researching and comparing options. Strong manufacturer incentives and attractive finance offers in the new car market are also providing consumers with compelling alternatives. In some cases, heavily supported new vehicle finance packages are bringing monthly payments closer or even cheaper than used alternatives, creating additional competition for retailers operating within certain sectors of the used market.

The ongoing car finance commission case remains a topic of discussion across the industry, with further delays pushing greater clarity into next year. At the same time, many retailers report a reduction in commission income as lenders adapt to the evolving regulatory landscape. This has increased the focus on generating profitability through increasing APR's, vehicle margins, value-added products and tighter operational control.

Stock acquisition and inventory management also remain key areas of focus. Retailers continue to place significant emphasis on disciplined buying, particularly around part exchanges, while market feedback highlights a clear distinction between the performance of clean, retail-ready stock and vehicles requiring significant cosmetic or mechanical preparation. Rising preparation costs and ongoing margin pressure mean many operators are becoming increasingly selective about the stock they acquire and the prices they are prepared to pay.

Many smaller independent retailers, which have traditionally been the natural home for older part-exchange vehicles, also report feeling increasing pressure from rising operating costs, higher refurbishment expenses and quieter forecourts. As a result, appetite for acquiring more challenging stock has become increasingly limited, contributing to the growing divide between desirable retail-ready vehicles and those requiring significant investment before sale.

While trading conditions are not without challenges, retailer sentiment remains cautiously optimistic. Businesses that maintain pricing discipline, acquire the right stock and clearly demonstrate value within their retail proposition continue to report the strongest levels of engagement and conversion, providing grounds for cautious optimism as the market moves through the second half of the year.

Used car remarketing activity

Performance within the remarketing arena has remained polarised throughout July, a trend that has become increasingly evident throughout 2026. Buyers remain active across both physical and online remarketing channels, although demand continues to be heavily skewed towards clean, retail-ready vehicles. As a result, older, higher-mileage and poorer-condition stock remains significantly more challenging, with growing levels of selectivity influencing both conversion rates and achieved values.

This increasingly segmented market is being driven by a combination of improving supply and more selective demand. Improving new car registration activity has boosted the availability of fleet, OEM and short-cycle defleet stock, whilst private new car registrations, up 12.6% year on year and up 17% alone during Q2, have generated increased volumes of part-exchange vehicles entering the wholesale market. At the same time, increasingly competitive new car offers, including low-rate finance, reduced deposit requirements and attractive monthly payments, continue to make new vehicles accessible to a wider audience. In some instances, this is drawing consumers away from used vehicles. With more vehicles available and a wider choice of stock on offer, buyers have become increasingly selective, focusing their attention on vehicles that offer a clear and profitable route to retail.

At the same time, and as already highlighted within the used retail car market above, many smaller independent retailers, traditionally key buyers of older part-exchange stock, continue to face rising operating costs, higher refurbishment expenses and quieter forecourts meaning less of a need to replenish stock. As a result, demand for vehicles requiring significant preparation has softened, further reinforcing the widening gap between clean, retail-ready stock and more challenging vehicles.

Disposal volumes for the first half of the year provide further evidence of these changing market dynamics. Overall volumes are up by around 5% year on year into cap hpi, although growth has been concentrated at the younger and older ends of the market. Vehicles under five years old have increased by approximately 11%, reflecting the continued recovery in new car registrations and the return of greater volumes of fleet and manufacturer stock, although still below 2019 levels. Meanwhile, vehicles over ten years old have risen by almost 10%, adding further pressure to the older end of the wholesale sector. By contrast, volumes between five and ten years old are down by around 8% year on year, as the effects of reduced pandemic-era vehicle registrations continue to feed through into the used vehicle parc.

Fleet and finance remarketing performance remains relatively positive overall, although buyers are still selective and pricing sensitive. Demand remains strongest for vehicles that offer a straightforward route to retail with minimal additional investment. Dealer sale activity remains mixed and is often influenced by vendor expectations, with realistic reserve prices and accurate valuations becoming increasingly important in achieving successful conversions. Buyers continue to remain disciplined in their purchasing decisions, particularly where preparation costs or retail margins appear uncertain.

Feedback from our auction partners indicate that conversion rates in July are currently sitting in the region of 65% to 70%. However, this remains heavily dependent on the type of sale, the quality and profile of stock being offered and, in some cases, even the day of the week a sale takes place. Overall, conversion rates remain slightly below the same period last year.

Market sentiment towards used BEVs remains broadly positive, with electric vehicles continuing to outperform most other fuel types. However, feedback suggests some of the exceptional performance seen in recent months is beginning to moderate as supply levels remain healthy and buyers become more selective for BEV product. Nevertheless, competitively priced BEVs continue to attract healthy levels of buyer interest and remain among the strongest-performing sectors of the wholesale market. Importantly, growing consumer familiarity with electric vehicles, together with greater transparency around battery condition and vehicle health, continues to support confidence across both the retail and wholesale sectors.

The average number of sales attempts through auction remains unchanged during July, when compared to last month, at around 1.7 attempts per vehicle. By fuel type, BEVs continue to perform particularly strongly, requiring an average of just 1.2 attempts before sale, compared with 1.4 for hybrids, 1.5 for PHEVs, 1.7 for petrol vehicles and diesel taking the most number of attempts at 1.8.

Perhaps the clearest evidence of the market's polarisation can be seen when performance is analysed by vehicle condition. Vehicles achieving National Association of Motor Auctions (NAMA) Grade 1 status require an average of just 1.3 sales attempts to find a buyer, rising to 1.6 for Grade 2 vehicles and around 1.8 for Grade 3 vehicles and above. The data reinforces the increasingly important role condition plays in remarketing performance, with buyers continuing to place a premium on clean, well-presented, retail-ready stock while becoming more selective towards vehicles requiring additional preparation.

Viewed against the backdrop of increased wholesale supply during the first half of the year, the NAMA grading data provides further insight into the growing divide within the market. Vehicles up to five years old remain heavily weighted towards the stronger Grades 1 and 2, with these vehicles continuing to attract the highest levels of buyer interest.

The five-to-ten-year old cohort presents a more balanced condition profile, although volumes are predominantly concentrated within Grade 3 vehicles. This age range continues to provide opportunities for retailers, but successful buying decisions increasingly depend on accurately assessing preparation costs, achievable margins and retail demand.

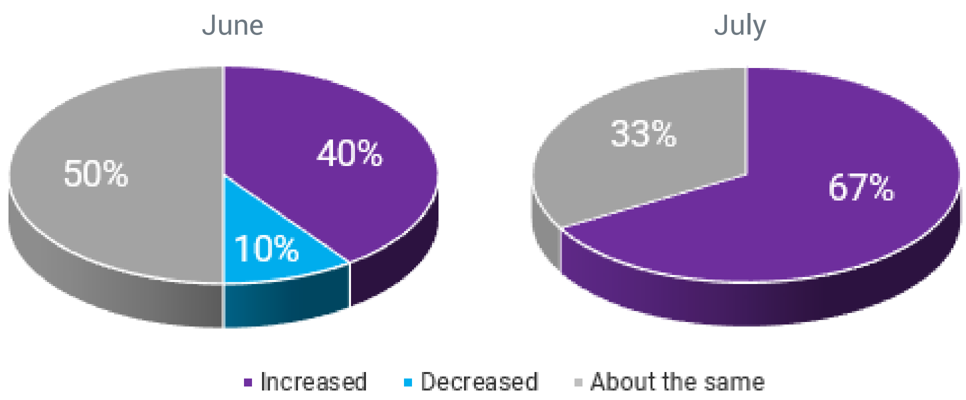
For vehicles aged ten years and over, the condition profile becomes considerably more challenging, with a significantly higher proportion of stock falling into Grades 4 and 5. Combined with the increased volume of older vehicles entering the wholesale market and a more cautious buying community, this reinforces the importance of accurate appraisals, refurbishment cost control and realistic retail expectations when sourcing stock.

Overall, the data supports what retailers, auction operators and remarketing partners have been reporting throughout the year. The wholesale market continues to behave as two distinct sectors. Clean, well-presented and retail-ready vehicles continue to generate strong competition and healthy buyer demand, while older, higher-mileage and poorer-condition stock faces a much more selective audience.

That said, as the month progresses, a small number of remarketing partners are beginning to report some early green shoots within the older vehicle sector, with modest improvements in both conversion rates and performance against Cap. Whether this marks the start of a broader recovery remains to be seen, but it is certainly a trend that the market will be watching closely as we head into August.

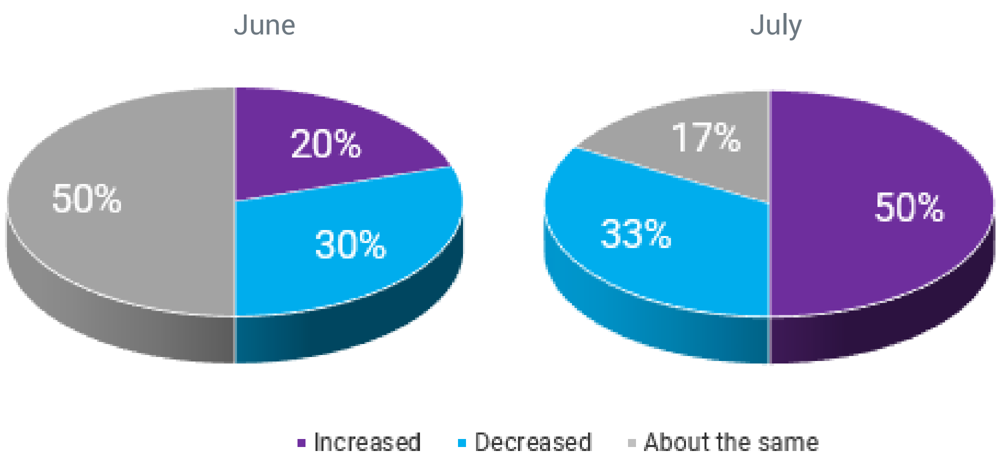
Below are the results from July's auction survey:

How do your current stock levels compare to last month?



Auction partner feedback indicates that stock levels have increased noticeably through July, with around two-thirds reporting higher volumes compared with the previous month. This aligns with the broader supply trends covered throughout this overview, with improving new car activity, increased defleet activity and a greater number of vehicles entering remarketing channels continuing to support wholesale volumes.

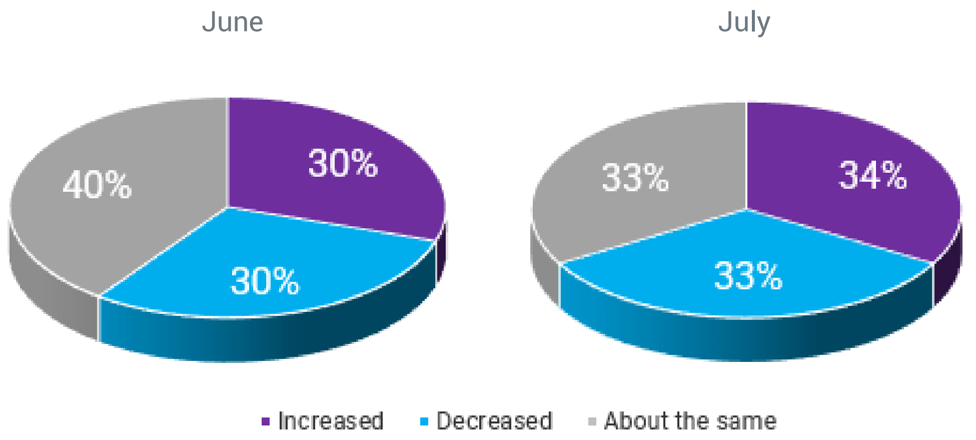
How does your current overall demand compare to last month?



Despite increased volumes entering the wholesale market, auction partner feedback suggests demand strengthened through July, with significantly more respondents reporting higher buyer activity than in June. This indicates that additional supply is continuing to find a home, particularly where vehicles are aligned to current buyer requirements.

That said, the improvement in demand is not being felt equally across all sectors of the market. As the NAMA grading and disposal data demonstrates, buyer appetite remains strongest for younger, retail-ready vehicles, while older and lower-grade stock continues to require a more measured approach from both vendors and buyers alike.

How do your conversion rates compare to last month?



Conversion rates appear remarkably resilient given the increased supply entering the wholesale market. Feedback from auction partners suggests market activity remains healthy overall, with conversion performance showing little movement from June despite higher stock volumes.

This supports the wider theme of a market that remains selective rather than weak. Demand continues to exist for the right vehicles, but buyers are increasingly disciplined in their purchasing decisions, placing greater emphasis on age, condition, preparation requirements and retail suitability.

Used cars – trade values

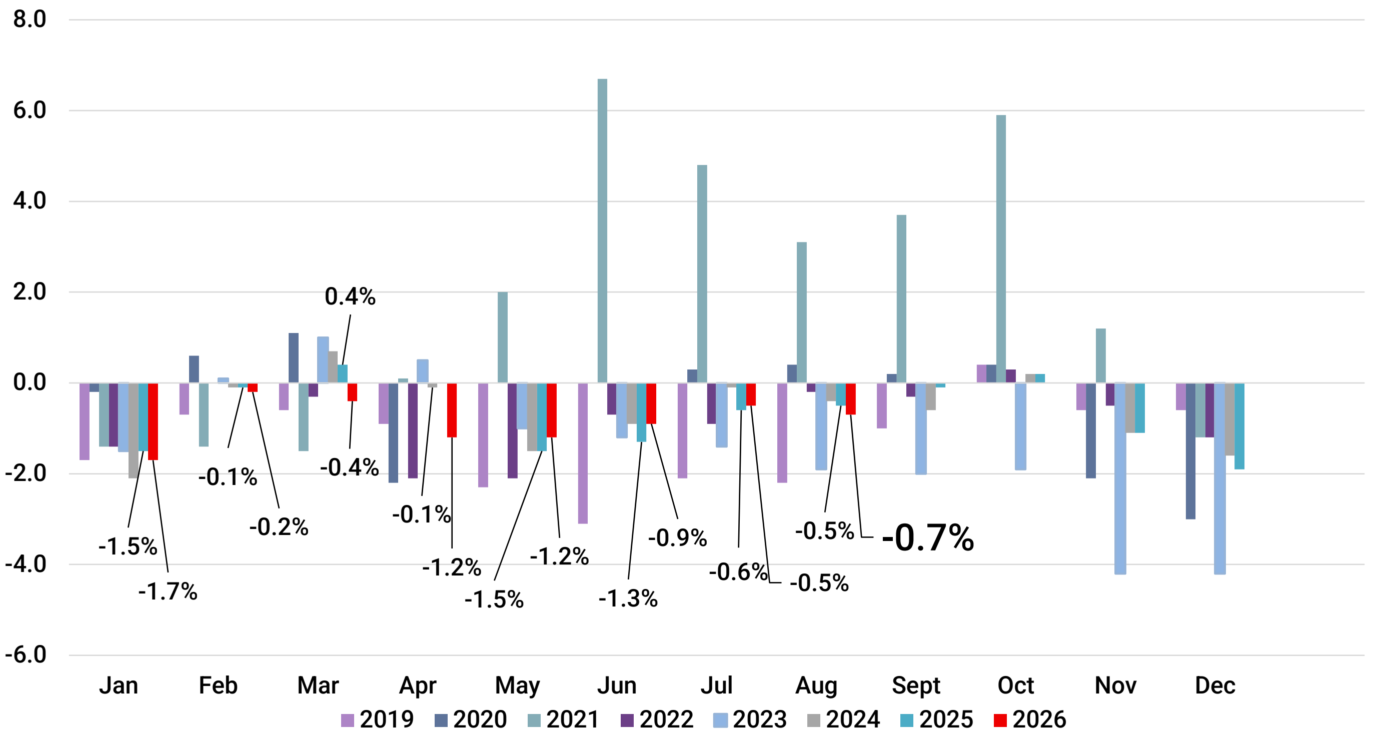
As highlighted throughout this month's market overview, the used car market remains highly polarised. This is clearly reflected within Cap Live, our real-time daily movement product, where performance continues to vary across different age and mileage profiles as the month progresses, underlining the increasingly segmented nature of the market.

Focusing on the benchmark profile of a three-year-old vehicle at 60,000 miles, the monthly movement as we head into August has a distinctly seasonal feel, with values reducing by 0.7%, equivalent to around £140.

The 0.7% reduction sits broadly in line with historical August performance since Cap Live was introduced in 2012. Excluding the COVID-19-impacted years of 2020 and 2021, five years have recorded smaller August reductions: 2012 and 2022 at -0.2%, 2024 at -0.4%, and 2017 and 2025 at -0.5%. The movement of -0.7% mirrors the movement seen in 2018, placing the current result firmly within the normal seasonal range rather than indicating any unusual market weakness.

For further context, the historical seasonal average movement for August is -1.0%. The -0.7% movement therefore represents the fourth consecutive month in which values have outperformed seasonal norms, continuing to support the view that this area of the market remains resilient despite higher levels of vehicle availability than seen in many previous years.

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



Looking across the other age and mileage profiles, values at 1 year/10,000 miles were down by an average of 0.4%, equivalent to £185. The largest percentage movements, however, were recorded in the older and higher-mileage profiles, reflecting the feedback and increasingly polarised market conditions covered in the used retail and remarketing sections above. Values at 5 years/80,000 miles fell by 1.5% (£190), while the most challenging area of the market was the 10-year/100,000-mile profile, where values declined by an average of 2.8% (£116).

As we have already highlighted, disposal volumes during the first half of the year continue to show growing pressure at the older end of the market. Volumes of vehicles over ten years old have increased by almost 10% year-on-year, adding further supply into a sector where demand remains more selective. Many of these vehicles are also presenting in poorer condition and require greater levels of preparation to reach a retail standard. However, against a backdrop of rising costs, tighter margins and a more risk-averse retail market, there is limited appetite among retailers to invest heavily in refurbishment, adding further pressure to this part of the market.

This trend also reflects the ageing profile of the UK car parc, something that is increasingly evident within our disposal data. In 2019 (pre pandemic), vehicles aged ten years and over accounted for just under a quarter of all records received. Year-to-date in 2026, that figure has risen to almost 35%. Additionally, 42% of the ten-year-plus stock entering the wholesale market so far this year is diesel-powered, a fuel type that has faced increasing pressure in recent months as higher refuelling costs continue to influence consumer demand.

Breaking the movements down further by trade value banding highlights where the pressure is most acute. Vehicles within the sub-£5,000 sector record the largest percentage decline, falling by 3.4%. As values increase, the reductions become progressively less pronounced, with vehicles valued between £5,000 and £10,000 declining by 2.0%, while those in the £10,000 to £15,000 band reduce by a more modest 1.2%.

Returning to performance at the benchmark three-year, 60,000-mile profile, the divide between fuel types remains evident. Diesel continues to face the greatest pressure, with values falling by 1.1% (£255), marking the third consecutive month in which it has been the weakest-performing fuel type. Petrol follows at -0.9% (£120), while PHEVs decline by 0.7% (£185).

At the other end of the spectrum, BEVs see only a marginal reduction of 0.2% (£110), while HEVs are the standout performer, recording a 0.3% (£100) increase. Model contributing to the small increase within the hybrid sector are the Lexus NX, up 4.0% (£955), the Toyota Yaris Cross, up 2.4% (£385), and the Honda Jazz, up 1.3% (£195).

The past two months have seen BEV values move into positive territory. While underlying sentiment towards BEVs across both the trade and retail markets remains largely positive, performance has softened slightly this month. Even so, demand continues to be strong, particularly for attractively priced used examples.

Some of the best-performing models include the Mini Cooper, up 3.8% (£470), the Peugeot 208, also up 3.8% (£300), the Ford Mustang Mach-E, increasing by 2.4%, the Polestar 2, up 2.0% (£350), and the Volkswagen ID.3, which rises by 1.9%. At the other end of the spectrum, some of the weakest performers include the Polestar 3, down 4.9% (£1,500), and the Audi Q8 e-tron, which declines by 4.2% (£870).

Looking at cumulative movements over the past three months, BEVs remain the only fuel type at the benchmark three-year point to record an overall increase, with values rising by 1.8%. Petrol performs next best, declining by just 0.7%, while HEVs are down 1.2% and PHEVs by 3.2%. It is perhaps no surprise that diesel remains the weakest-performing fuel type, with values falling by 4.4% over the same period.

The only sector to record a positive movement during July within Cap Live is the Supercar segment, with values increasing by 1.7%, equivalent to £4,635. At the other end of the scale, Convertibles and Luxury Executives record only modest declines of 0.1%, followed by Coupe Cabriolets, MPVs and Sports models, all of which fall by 0.2%. A full breakdown of sector movements can be found at the end of this overview.

The weakest-performing sectors are City Cars and SUVs, both of which record an average reduction of 1.0% at the benchmark three-year point. Breaking the SUV movement down further reveals notable variations by size segment. Medium SUVs perform best, with values declining by 0.8%, while Small SUVs fall by 1.2% and Large SUVs by 1.4%.

As has been the case for some time, SUVs continue to account for a significant proportion of wholesale supply. Disposal data received into cap hpi during July shows that around 65% of vehicles aged between three and five years old entering the market are SUVs. With greater availability across many models, buyers can afford to be more selective, placing additional pressure on values where supply exceeds demand.

Notable downward movers within the SUV sector include the diesel-powered Jaguar E-Pace, down 4.9% (£440), the Mercedes-Benz GLC Hybrid, which falls by 4.0% (£1,250), the Nissan Juke, down 3.6% (£365), and the MINI Countryman, which declines by 3.0% (£610).

Of the remaining mainstream sectors, Superminis see values declining by 0.5%. Executive cars follow at -0.6%, while Lower Medium vehicles reduce by 0.8%. Upper Medium proves the most resilient of the group, recording a more modest movement of just -0.3%.

In summary, while the headline figures, particularly at the benchmark three-year point, suggest a market performing broadly in line with seasonal expectations, there is plenty happening beneath the surface. BEVs continue to be one of the strongest-performing fuel types, although a greater degree of nuance is beginning to emerge as performance varies more noticeably between individual models and supply levels. Diesel remains under pressure, not helped by continuing fluctuations in fuel prices, while hybrid vehicles continue to demonstrate their resilience.

However, the most challenging part of the market remains in the older vehicles, particularly those aged over ten years. Rising volumes, combined with poorer condition and higher mileages, continue to place pressure on demand. As a result, many trade buyers are very selective, often focusing only on those vehicles where a clear retail or profit opportunity exists. This selective purchasing behaviour and increase in supply is contributing to the greater levels of segmentation currently evident across the wholesale market.

What next?

Last month, our prediction was:

"The average movement from July into August typically sits at a 1.0% decline from Cap Live values at the three-year-old point, excluding the disruption seen in 2020 and 2021. Based on that, we expect overall performance to broadly follow this seasonal trend and potentially come in slightly stronger, given continued demand for vehicles within the key retail age bracket of three to five years old.

As noted last month, the market is likely to remain multi-layered. At the time of writing, consumer demand is unlikely to improve and may soften further as we move into the summer holiday period, with spending shifting towards leisure activities and holidays. Those still active in the market are likely to remain focused on value, which has been a consistent theme throughout the year."

Looking ahead into August, seasonal factors are likely to influence consumer behaviour, with household spending competing against the peak holiday period and other summer-related expenditure. Whilst this may temper retail activity in some areas of the market, feedback from retailers suggests there remains healthy demand for well-priced, desirable stock.

Supply dynamics may provide some support through the month ahead, particularly among younger fleet and leasing stock, where volumes could soften slightly as the September plate change approaches. However, the same is unlikely to be true at the older end of the market, where strong part-exchange activity continues to add to supply. As a result, while some sectors may benefit from tighter availability, pressure is likely to persist where stock volumes continue to build.

This view is reflected in our latest auction partner survey, where two-thirds of respondents expect stock levels to remain broadly unchanged during August. The remaining responses were evenly split between those anticipating an increase and those expecting a reduction in volumes, suggesting the market is unlikely to see any significant shift in overall supply levels during the month ahead.

This means market performance is unlikely to be consistent across all areas. Well-prepared vehicles within the core three to five-year-old retail sweet spot should continue to attract healthy buyer demand, particularly when priced competitively. In contrast, older, higher-mileage and poorer-condition vehicles are likely to remain more challenging, with retailers continuing to take a cautious approach where refurbishment costs are difficult to justify against already tight margins.

Historically, Live data feeding into September monthly valuations has shown an average August movement of around -0.6% at the three-year point, excluding the COVID-disrupted years of 2020 and 2021. However, current trading conditions suggest the market may continue to demonstrate greater resilience than seasonal norms would typically indicate. Much of this continues to be driven by the strength of the used BEV sector, which has exceeded many expectations during recent months and remains supported by improving affordability, growing consumer acceptance, lower running costs and increasingly competitive pricing across both trade and retail channels.

As always, staying close to daily CAP Live values remains essential across all fuel types, as supply and demand dynamics continue to vary significantly by vehicle segment, model and powertrain. The overriding theme throughout 2026 has been the importance of realistic pricing, ensuring vehicles are remarketed in line with their age, mileage, condition and specification. Those remarketers and retailers that continue to price accurately and react quickly to changing market conditions are generally best placed to maintain stock turn and strong conversions through the remainder of the year.

Current used valuations July 2026 - average value movements

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
City Car	(0.3%)	(1.0%)	(0.8%)	(0.9%)
Supermini	(0.4%)	(0.5%)	(0.7%)	(1.8%)
Lower Medium	0.3%	(0.8%)	(1.8%)	(3.8%)
Upper Medium	(0.2%)	(0.3%)	(1.4%)	(2.5%)
Executive	(0.3%)	(0.6%)	(1.7%)	(2.0%)
Large Executive	(0.7%)	(0.7%)	(0.4%)	(0.8%)
MPV	0.9%	(0.2%)	(1.5%)	(4.0%)
SUV	(0.7%)	(1.0%)	(1.9%)	(3.5%)
Convertible	0.1%	(0.1%)	(0.4%)	(1.8%)
Coupe Cabriolet	(6.4%)	(0.2%)	(1.2%)	(0.8%)
Sports	(0.6%)	(0.2%)	(0.1%)	0.1%
Luxury Executive	(0.2%)	(0.1%)	0.1%	0.5%
Supercar	0.1%	1.7%	1.5%	0.5%
Overall Avg Book Movement	**(0.4%)**	**(0.7%)**	**(1.5%)**	**(2.8%)**

( ) Denotes negative percentages

	1 YR/10K	3 YR/60K	5 YR/80K	10 YR/100k
MPV Medium	(0.9%)	(1.6%)	(2.2%)	(5.0%)
MPV Large	2.2%	1.1%	(0.3%)	(1.7%)
SUV Small	(1.1%)	(1.2%)	(2.0%)	(4.4%)
SUV Medium	(0.2%)	(0.8%)	(2.0%)	(3.5%)
SUV Large	(1.4%)	(1.4%)	(1.7%)	(2.5%)
MPV Medium	(0.9%)	(1.6%)	(2.2%)	(5.0%)

( ) Denotes negative percentages

Car Market Overview

By cap hpi

Notable Movers 1-yr 20k

	MIN £	MAX £	AVG £
ABARTH 500/595/695 (09-26)	(500)	(300)	(375)
AUDI Q5 (16-25)	(1,200)	(1,000)	(1,083)
KIA STONIC (17-)	(600)	(250)	(420)
LAND ROVER DISCOVERY (16-) DIESEL	(1,900)	(1,600)	(1,800)
LAND ROVER RANGE ROVER VELAR (17-) DIESEL	2,950	3,600	3,293
PEUGEOT 3008 (16-25)	(500)	(350)	(414)
POLESTAR 2 (19-) Electric	400	600	497
PORSCHE CAYMAN (16-)	1,800	2,700	2,125
TESLA MODEL Y (21-25) Electric	(1,000)	(700)	(850)
VOLVO XC90 (14-25) DIESEL	(900)	(900)	(900)

( ) Denotes negative value

Notable Movers 3-yr 60k

	MIN £	MAX £	AVG £
BMW 5 SERIES (16-24) DIESEL	(750)	(550)	(665)
MERCEDES-BENZ E CLASS (16-24) DIESEL	(1,250)	(900)	(1,021)
MINI COOPER (19-24) Electric	350	400	380
MINI COUNTRYMAN (17-24)	(650)	(400)	(495)
PEUGEOT 2008 (19-) Electric	175	200	182
PORSCHE PANAMERA (16-24) HYBRID	800	1,100	950
SEAT ATECA (16-24) DIESEL	(1,000)	(700)	(851)
SKODA KODIAQ (16-24) DIESEL	(1,200)	(1,000)	(1,118)
SUZUKI IGNIS (16-25)	(250)	(200)	(225)
VOLKSWAGEN TIGUAN (16-24) DIESEL	(600)	(450)	(550)

( ) Denotes negative value