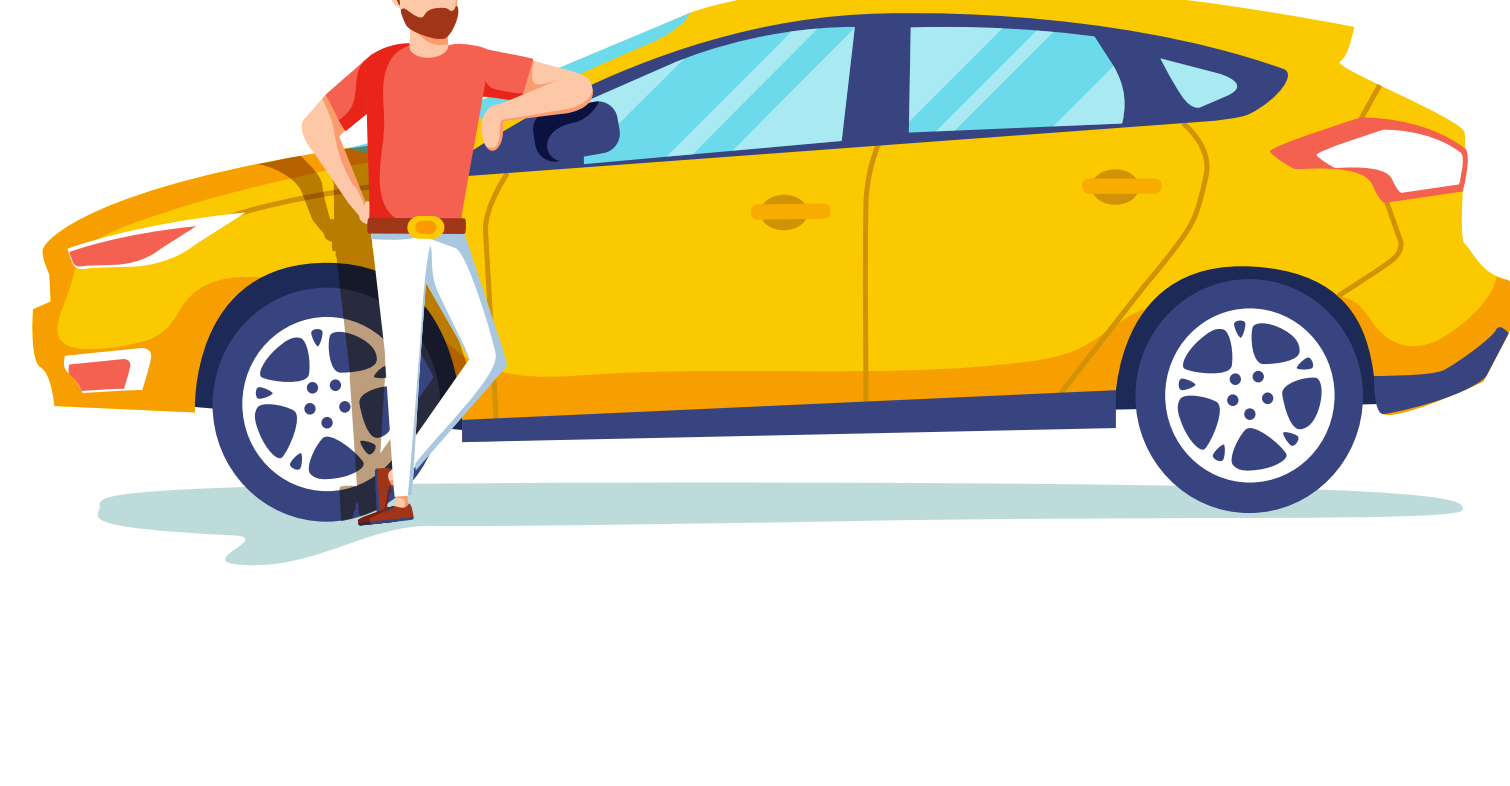
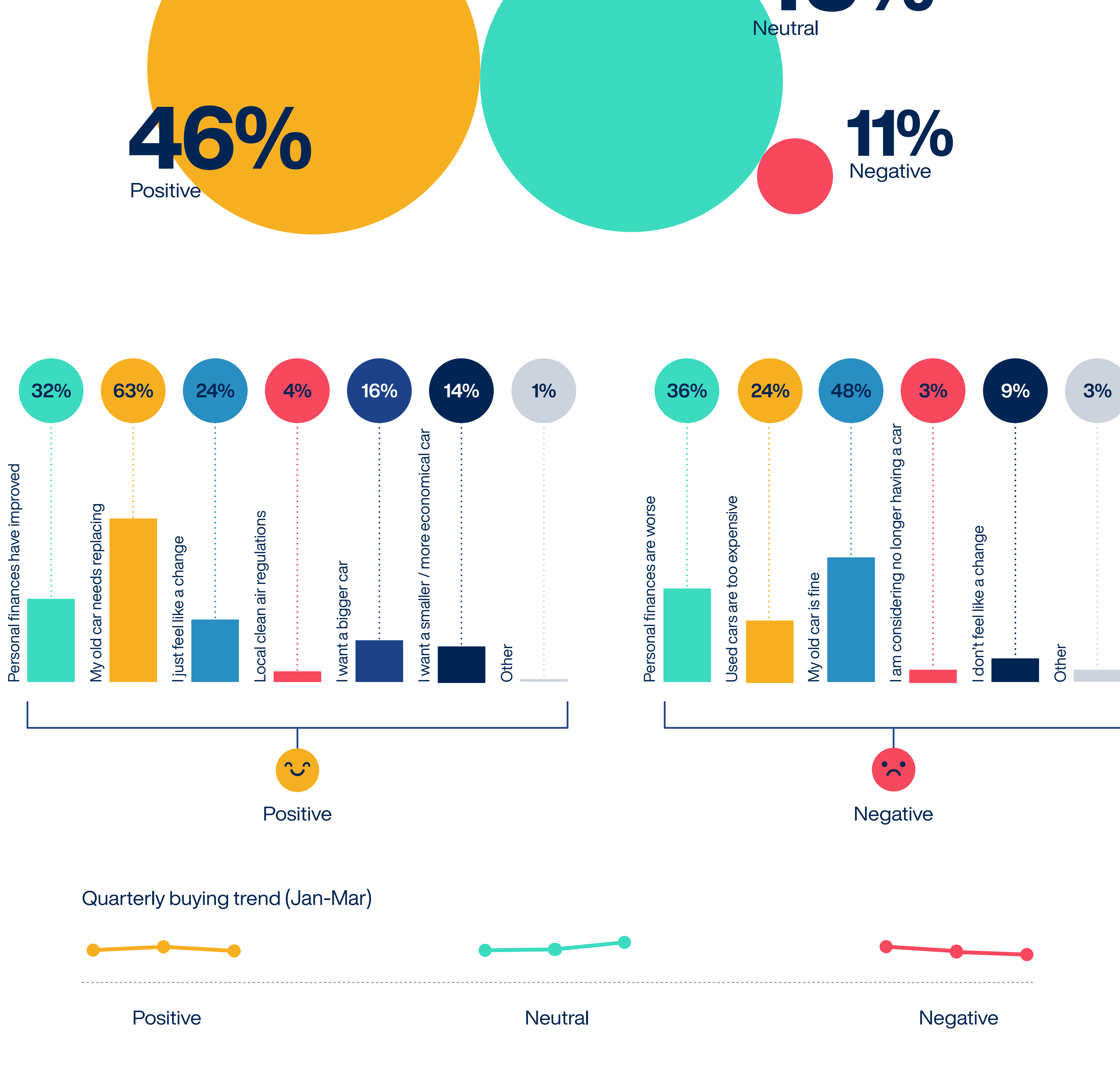


What drives consumers?



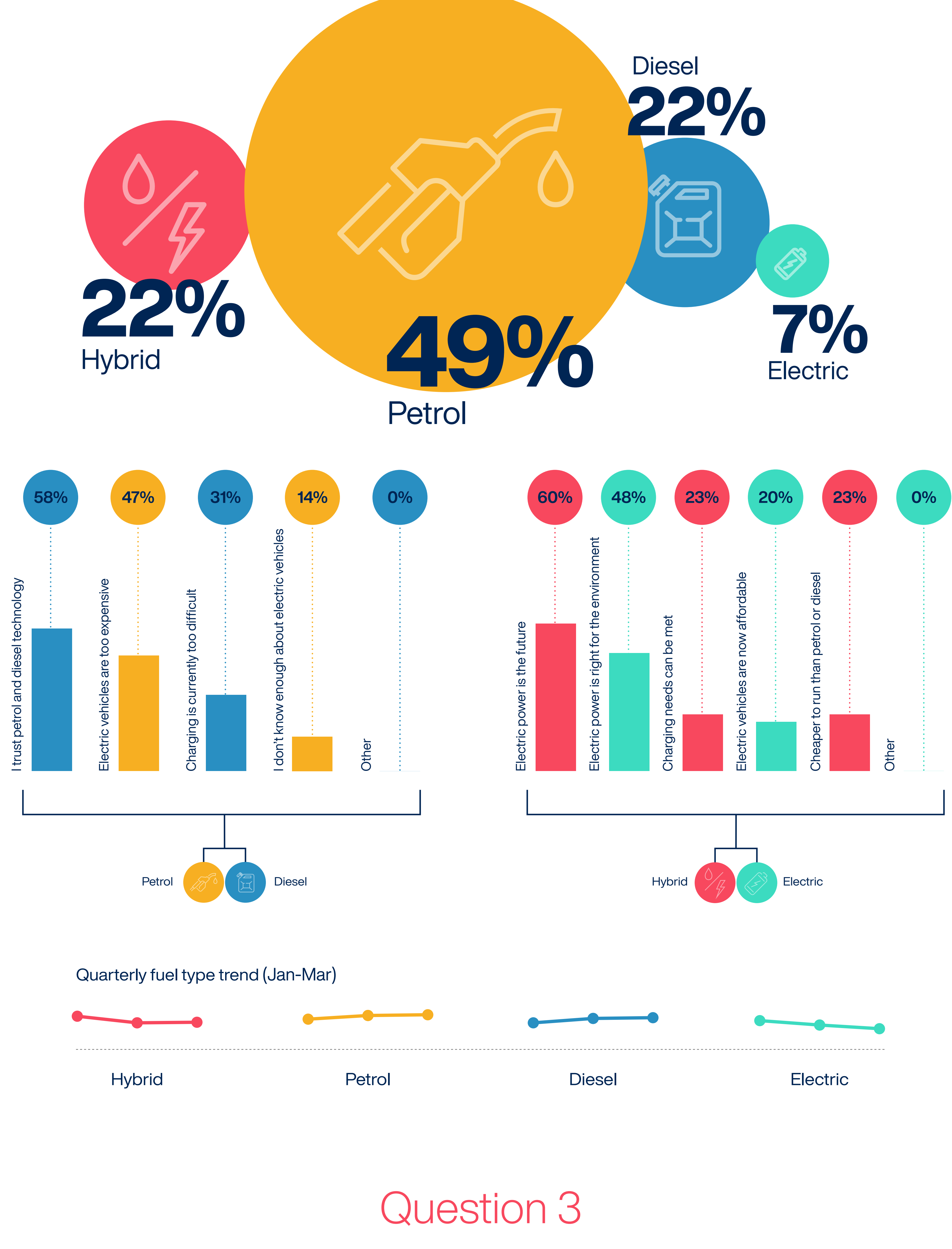
Question 1

How do you feel about the idea of buying a used car this month?



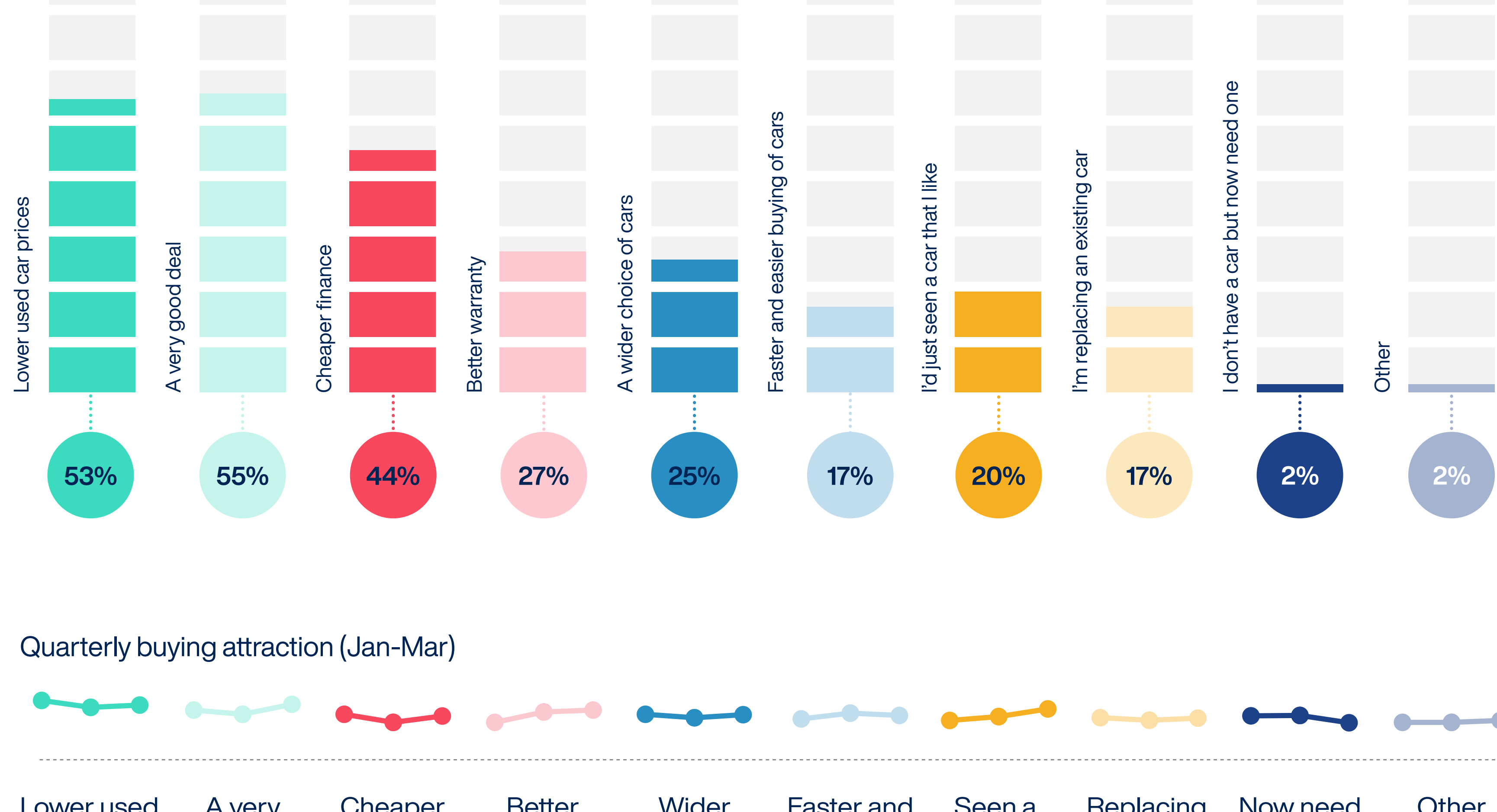
Question 2

If you were buying a used car now, what fuel type would you choose?



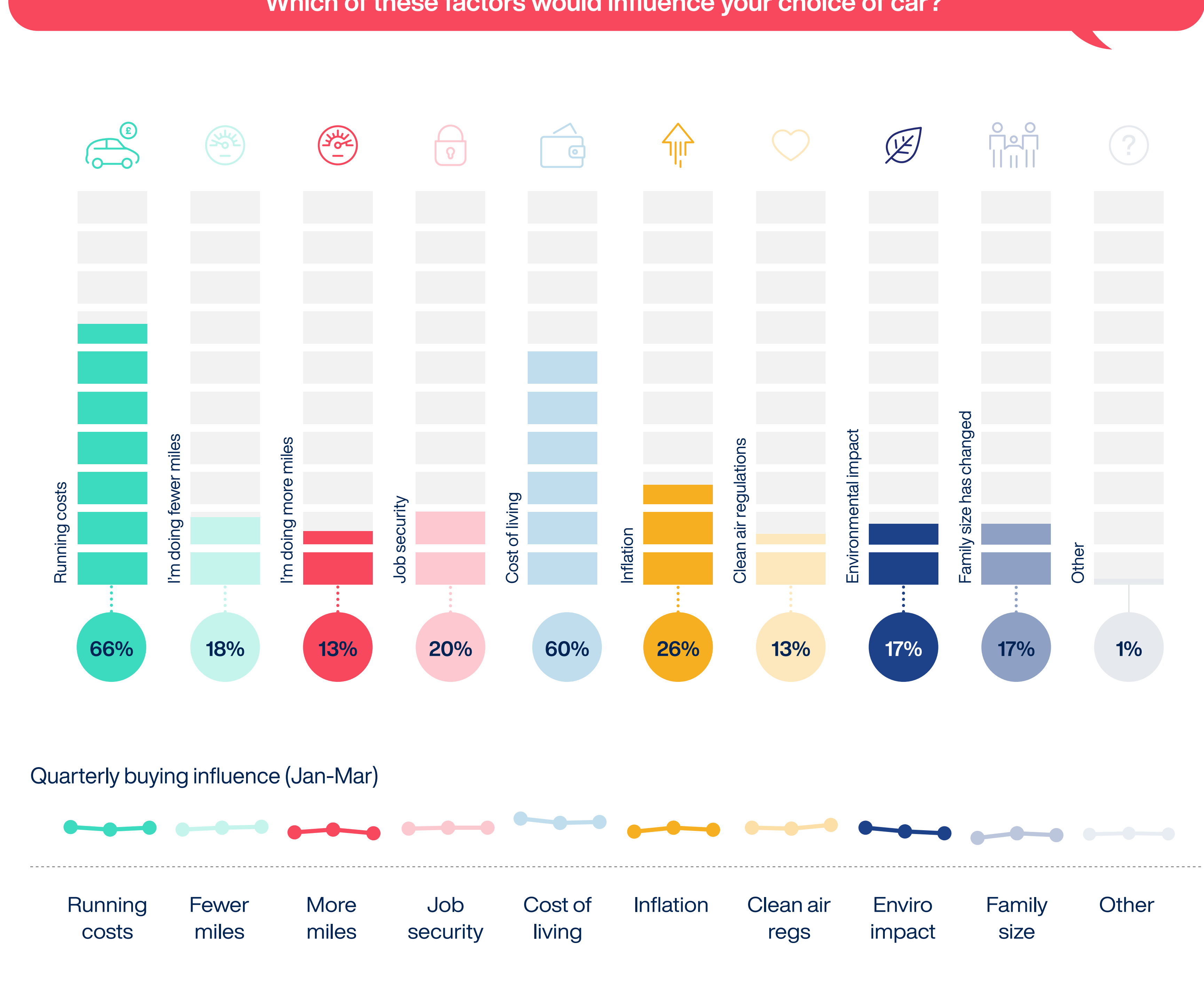
Question 3

What might attract you to buying a used car this month?



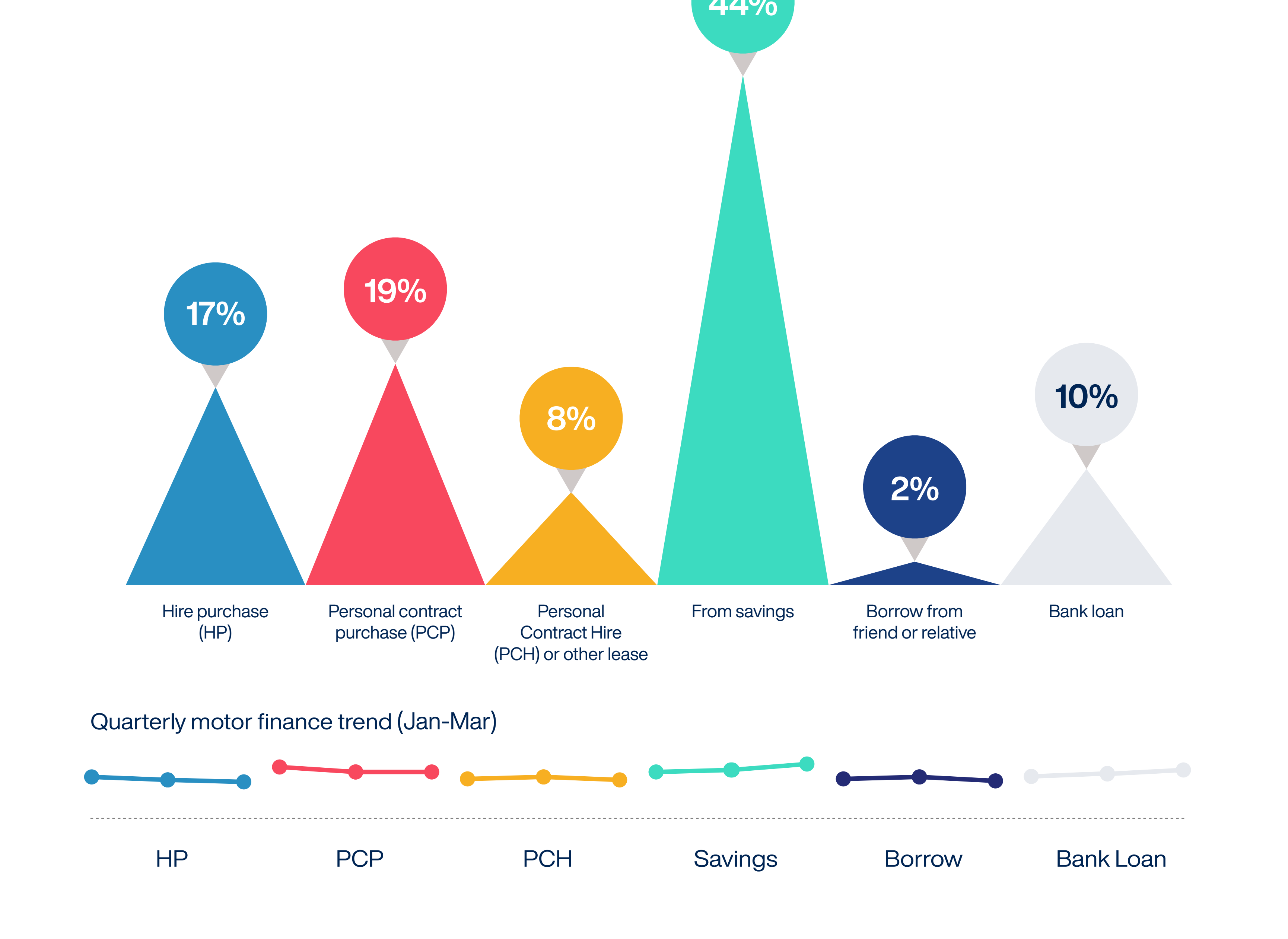
Question 4

Which of these factors would influence your choice of car?



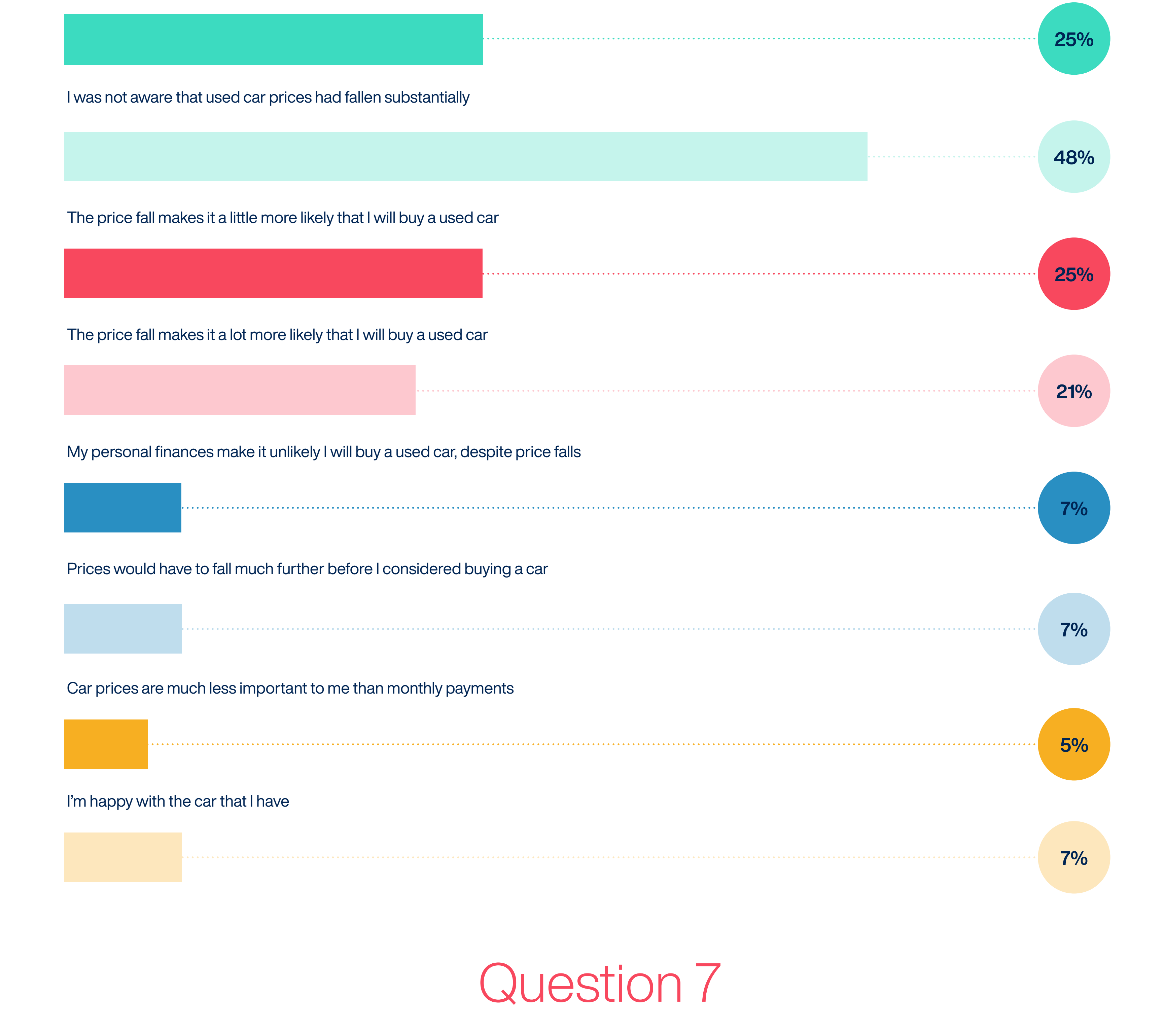
Question 5

When buying your next used car, which finance method would you use?



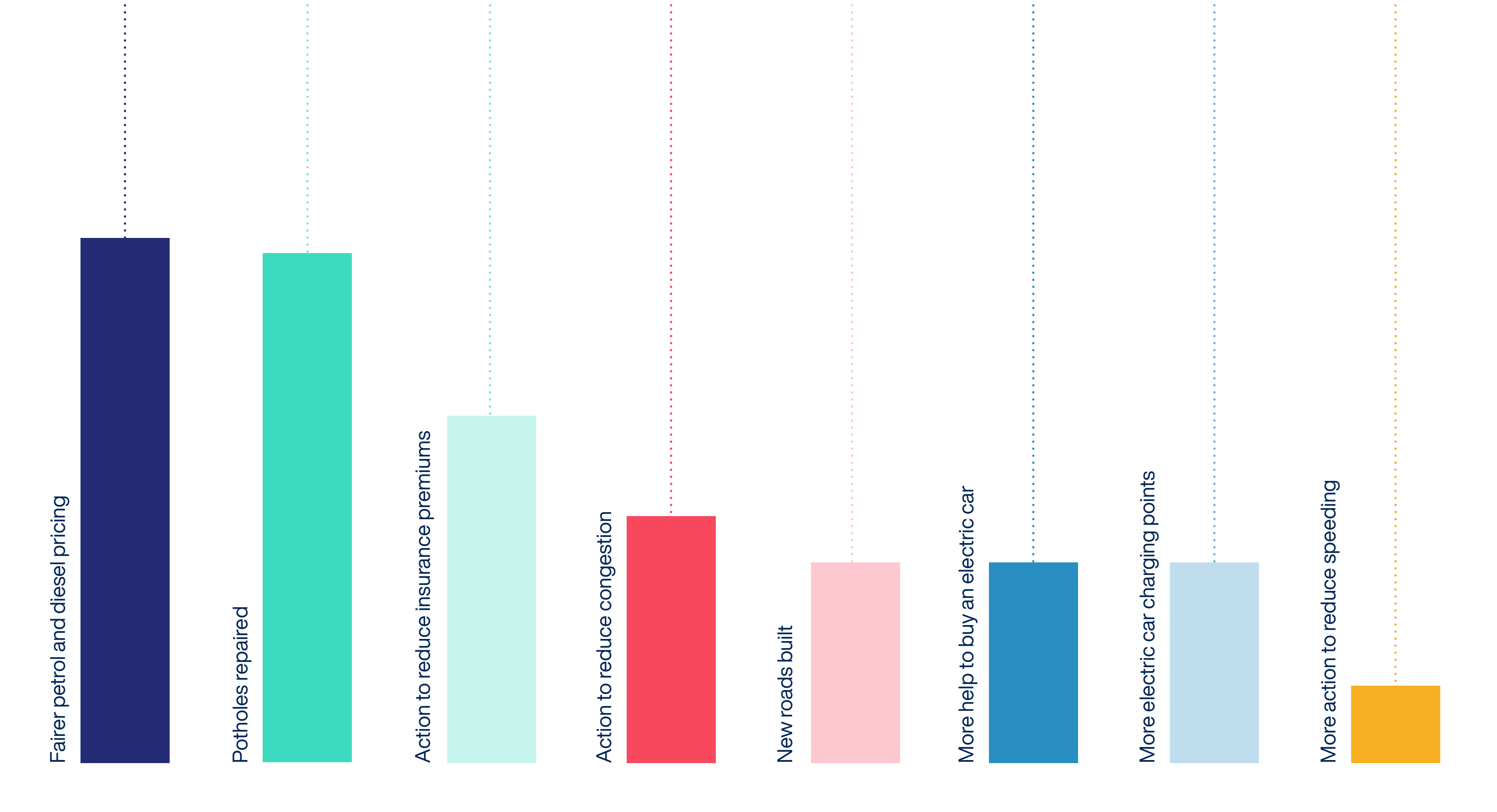
Question 6

Used car prices have fallen by almost 20% in the last 12 months. Please choose any statements that apply to you.



Question 7

There will be a general election in 2024 or early 2025. Whoever wins, as a motorist, what do you think the next government should prioritise? (choose any three)

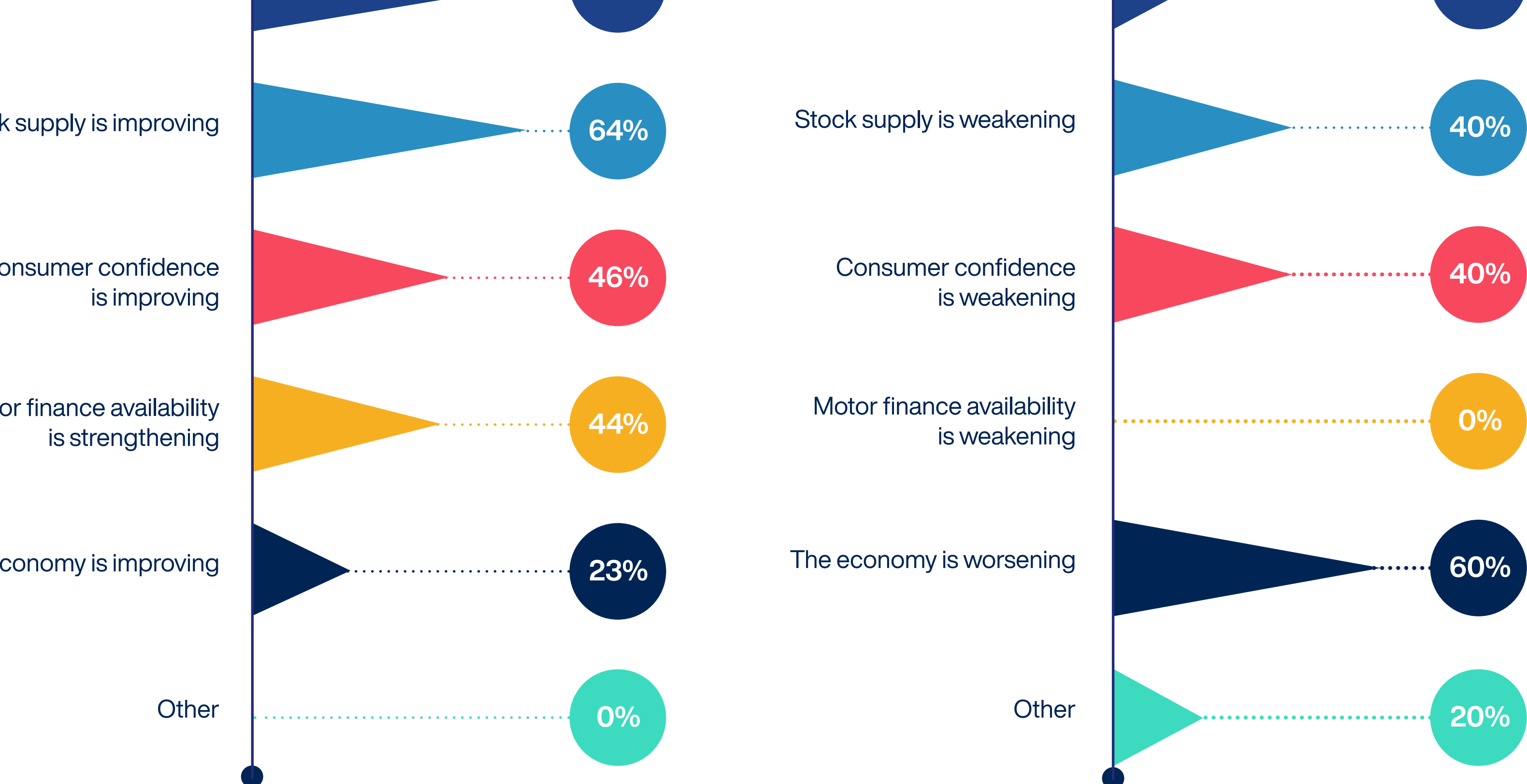
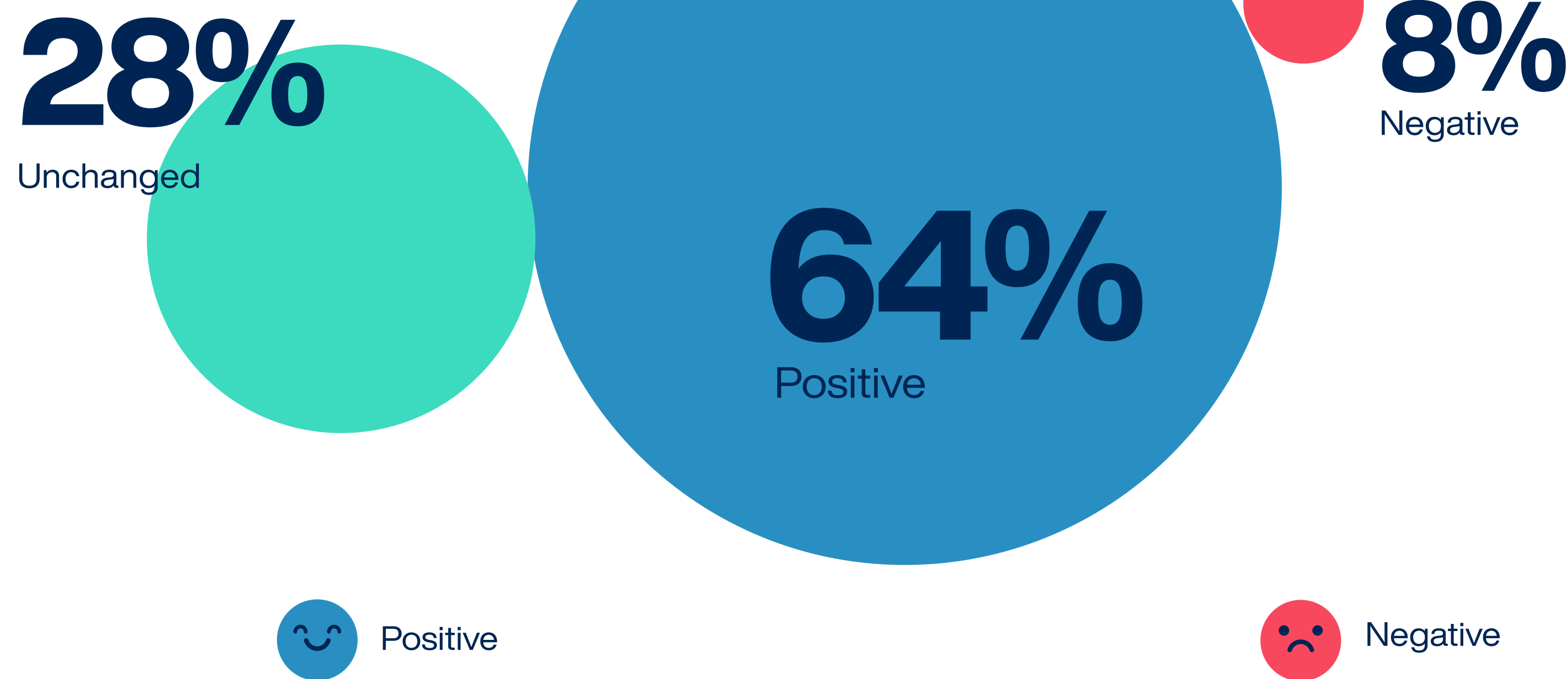


What drives dealers?

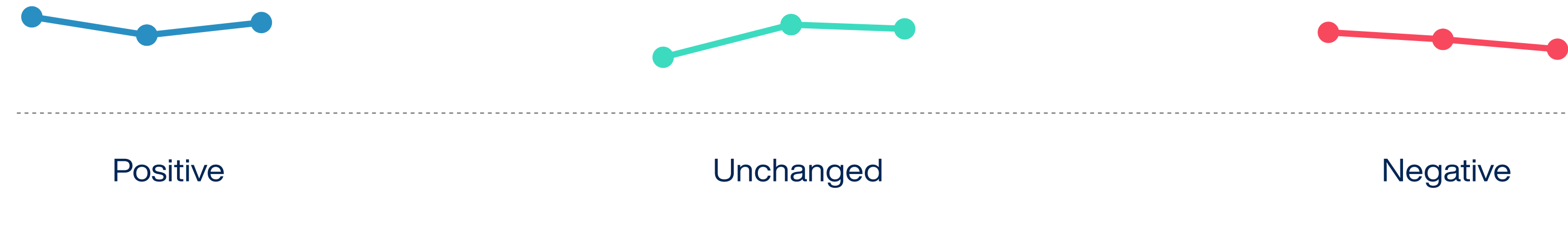


Question 1

Do you feel more positive or negative about the used car market than last month?

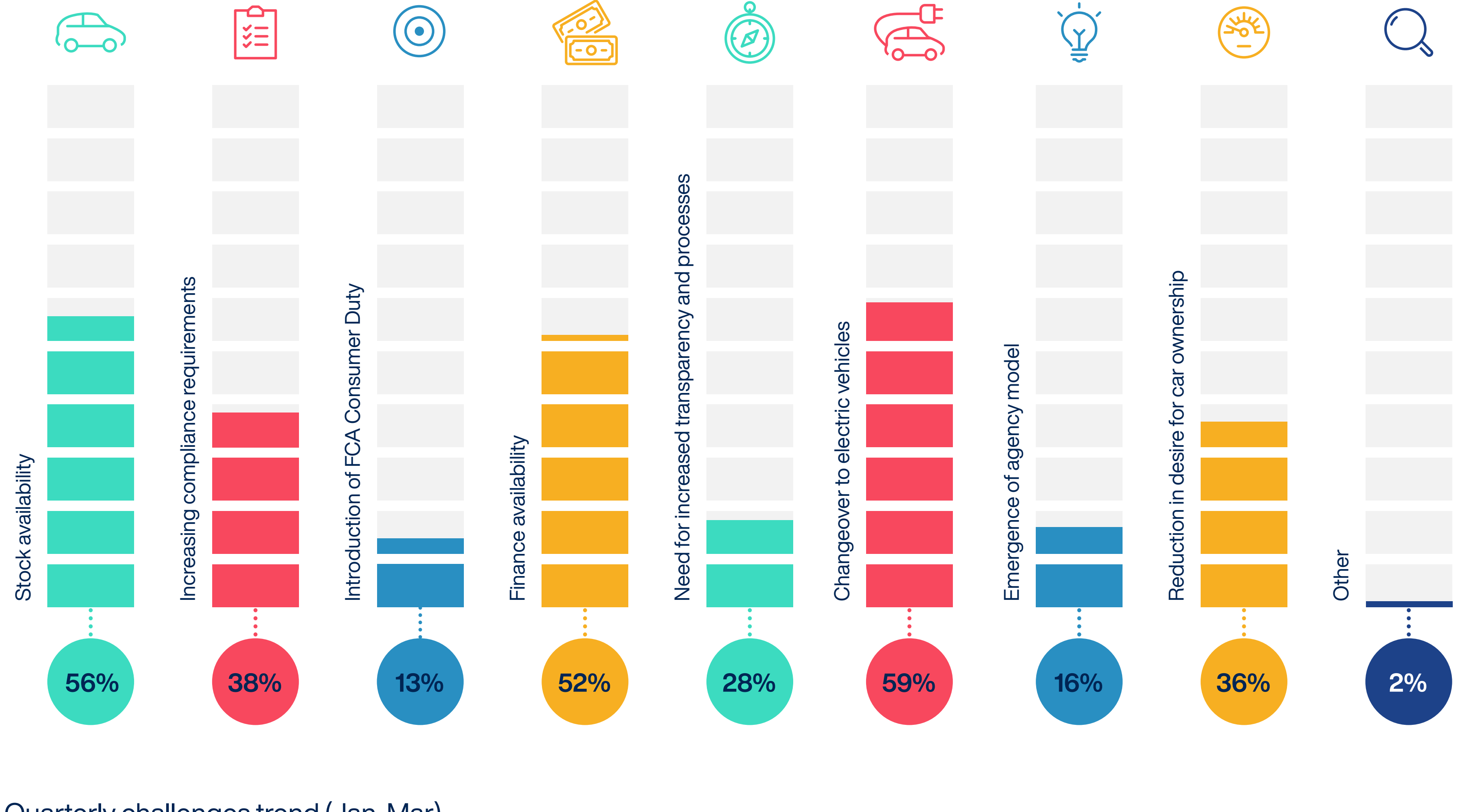


Quarterly positive/negative trend (Jan-Mar)

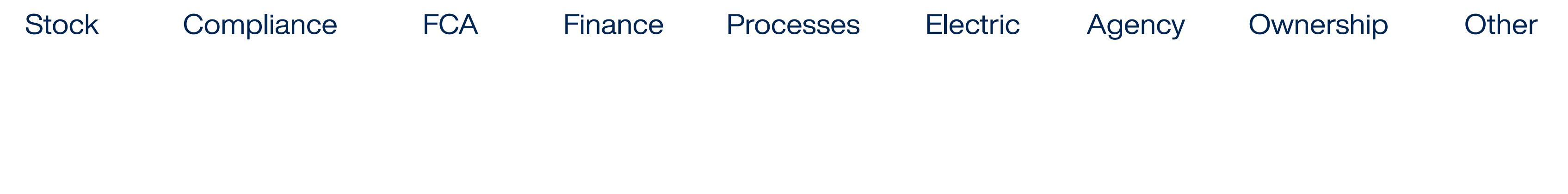


Question 2

What do you see as the biggest challenge(s) for your future retailing of used cars (choose any three)?

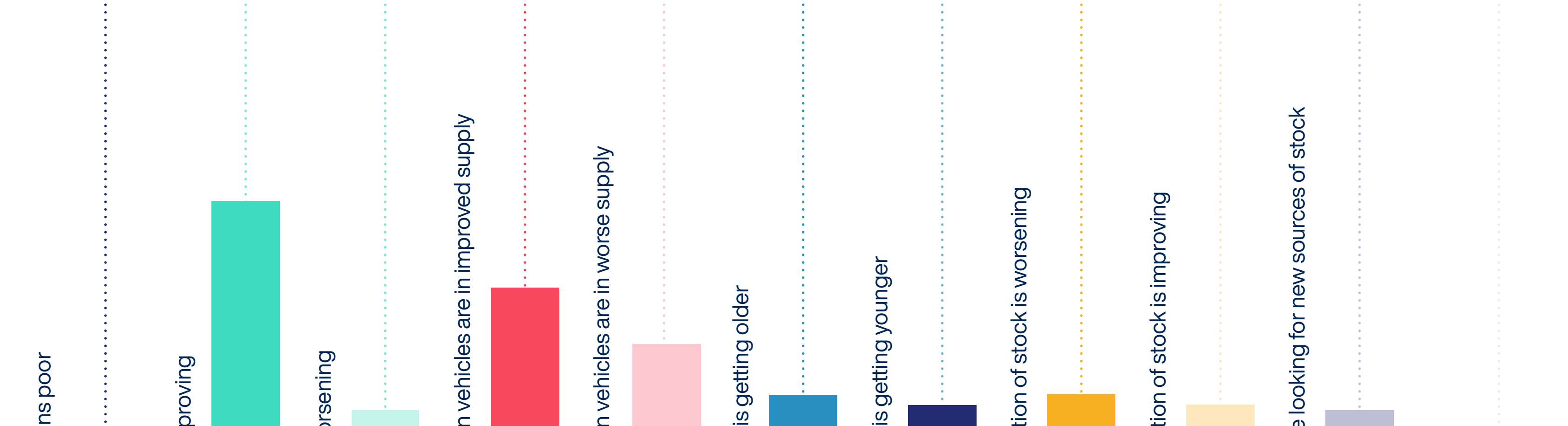


Quarterly challenges trend (Jan-Mar)

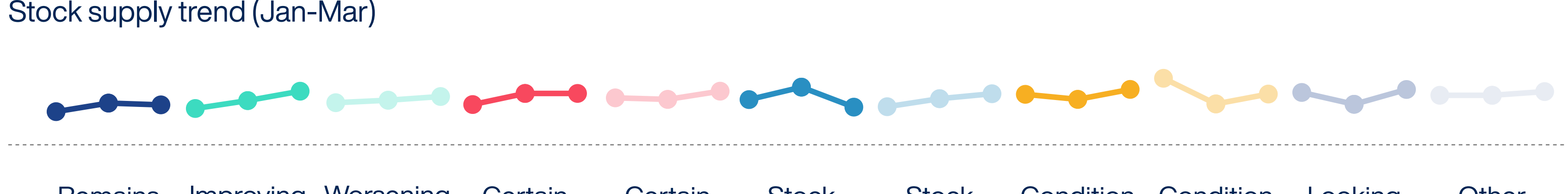


Question 3

What is your current experience of stock supply (choose any of the following)?

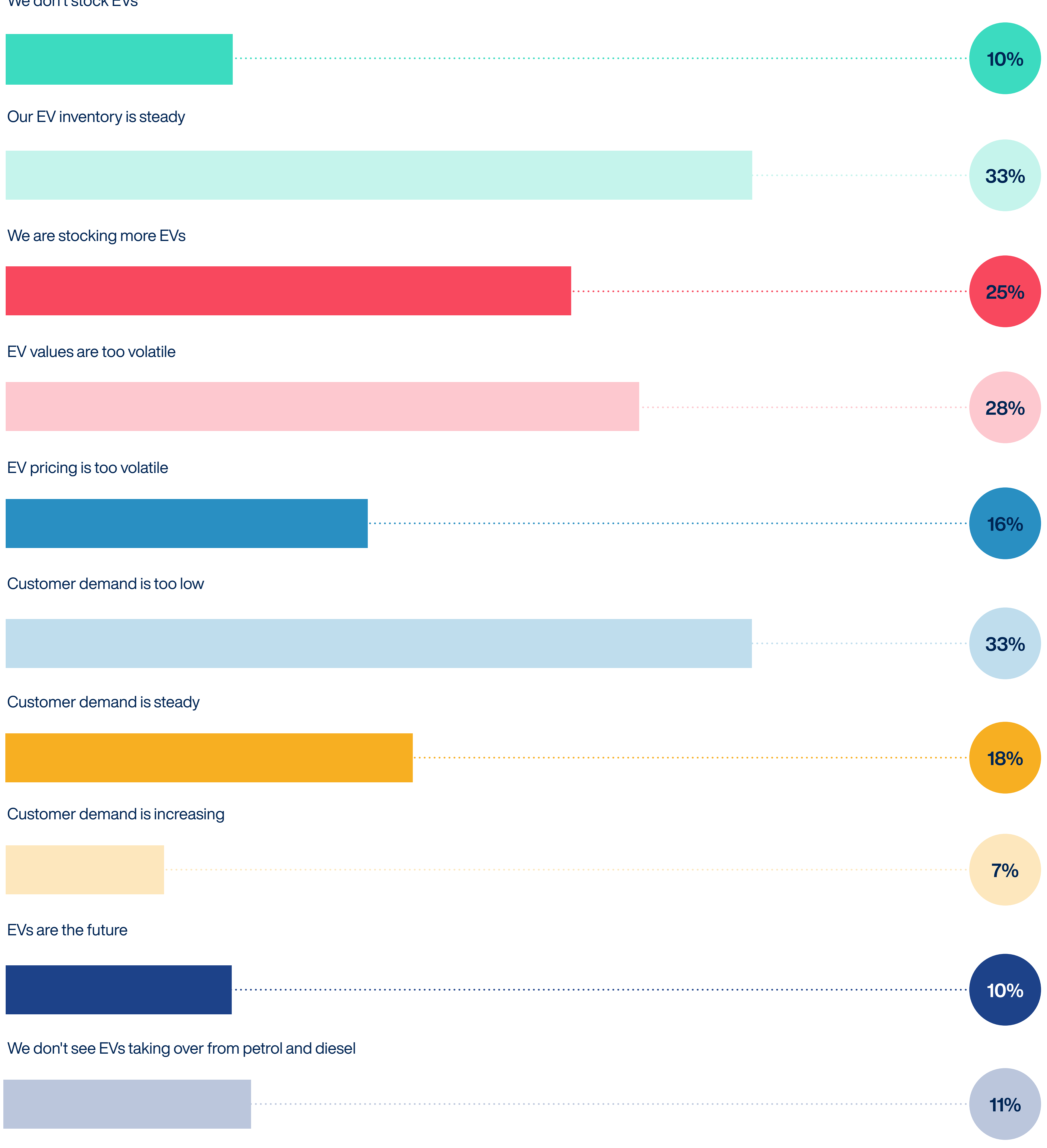


Stock supply trend (Jan-Mar)



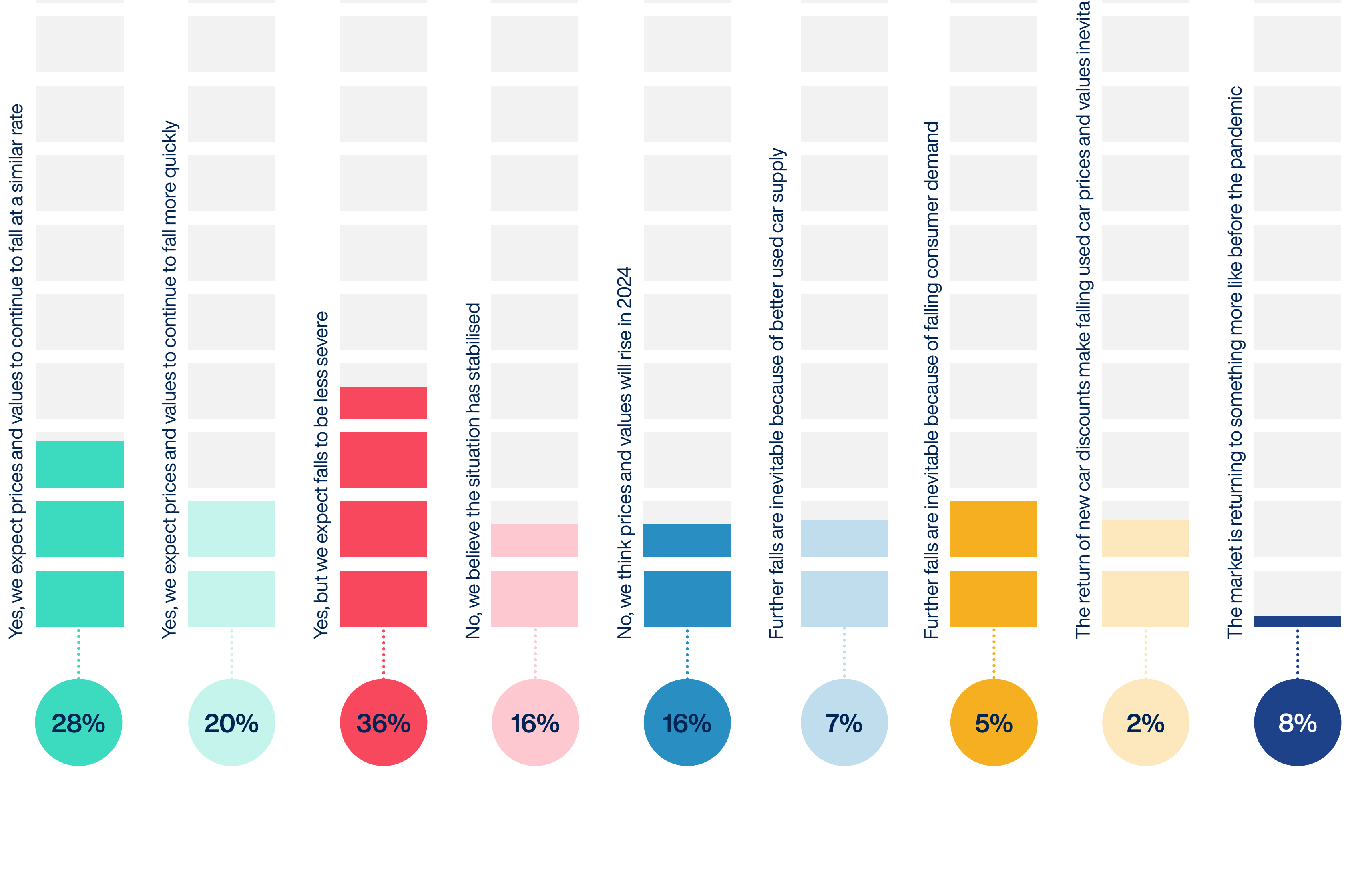
Question 4

What is your attitude to retailing EVs this month?



Question 5

Car values and prices fell quite substantially in the second half of 2023. Do you think this trend will continue into 2024?



Question 6

Do you believe your staff are knowledgeable about selling EVs?

