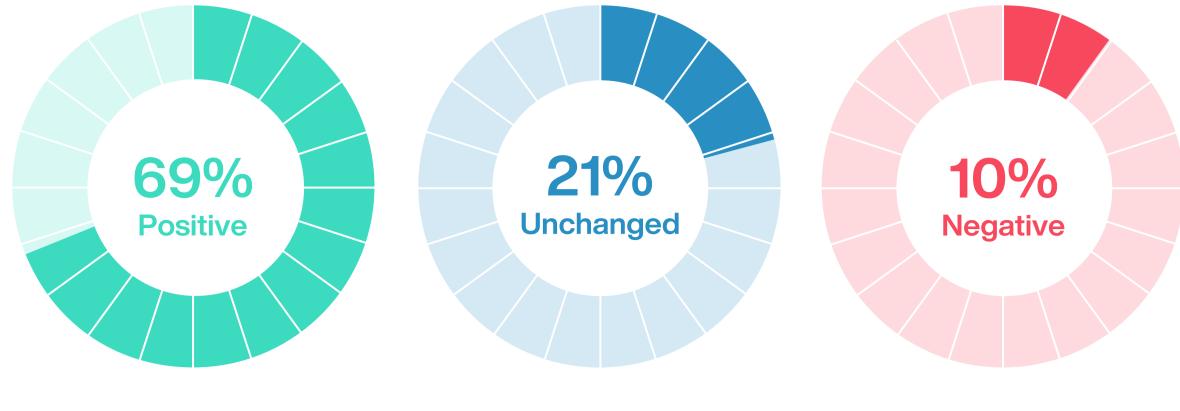


What drives dealers



March 2025

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



Positive Neutral



Market

Stock

availability

16%

43%

Volatility of

EV values

Dealer

Stock

Confidence

60%

Finance

future retailing of used cars?

55%



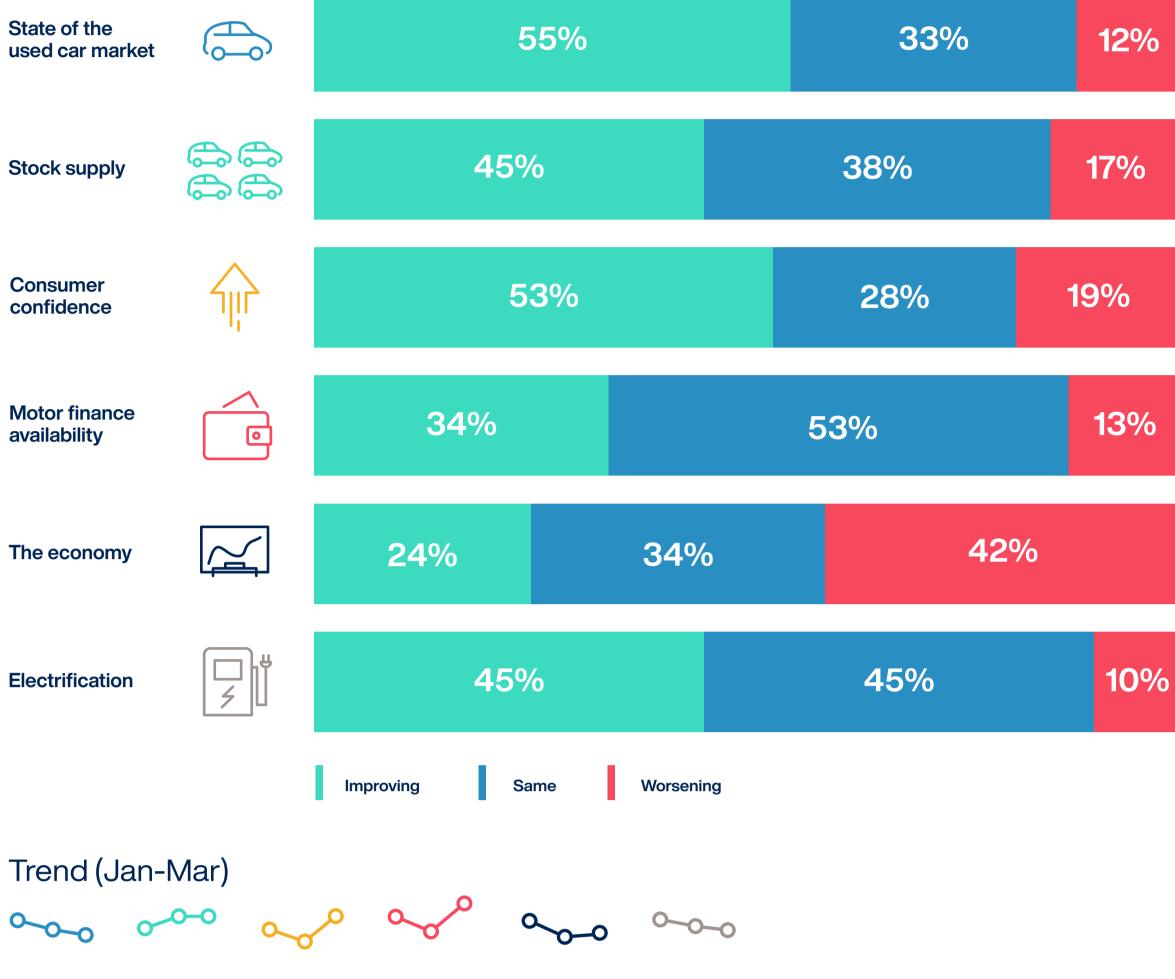
Trend (Jan-Mar)





compared to last month? State of the

How do you feel about the following factors



Economy

What do you see as the biggest challenge(s) for your

31%

36%

29%

22%

28%

9%

28%

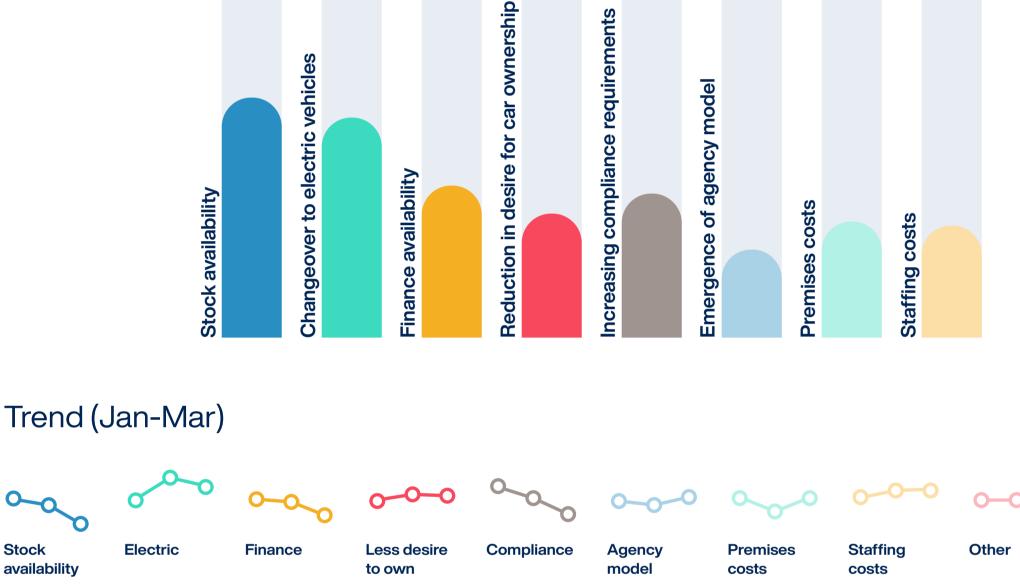
22%

10%

48%

Electrification

38%

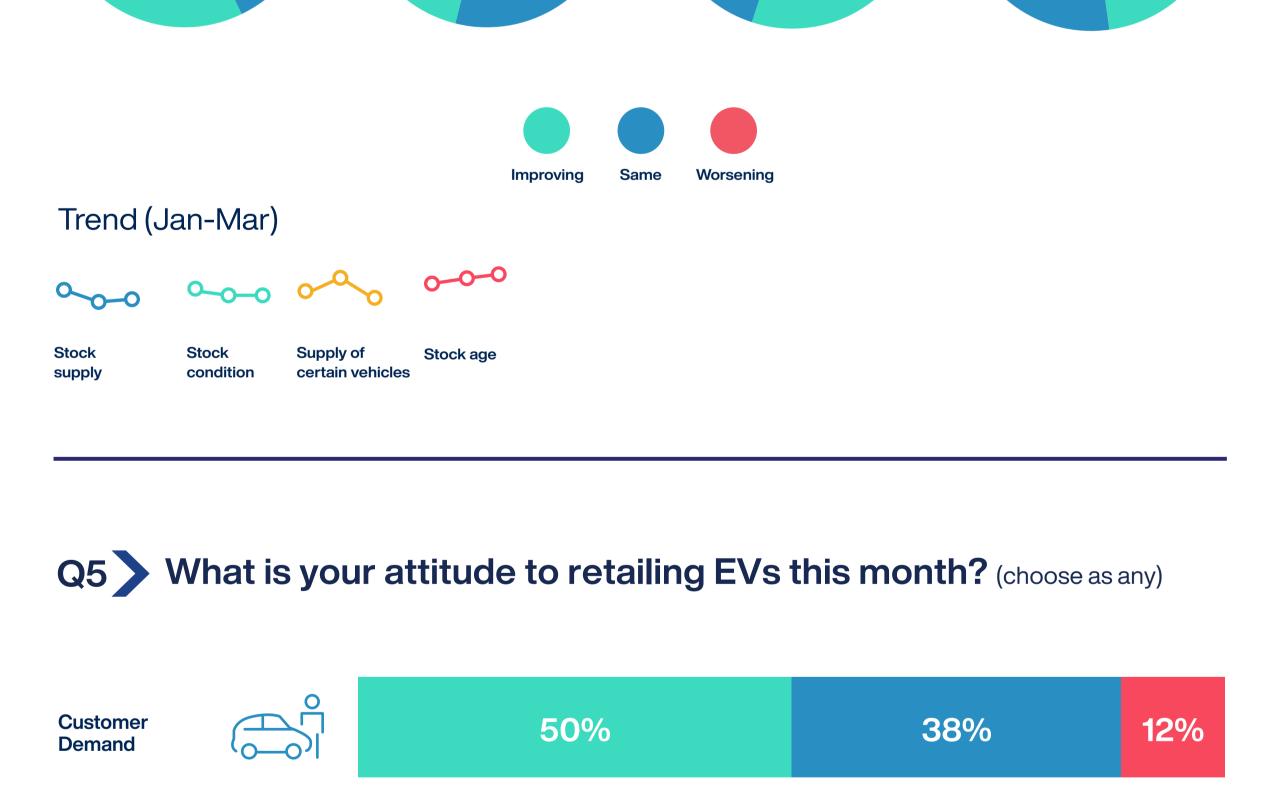


What is your current experience of stock supply? (choose any)

17%

Supply 28% **General Stock** 41% of certain Stock age **54%** supply condition vehicles 36% 55% 43%

10%



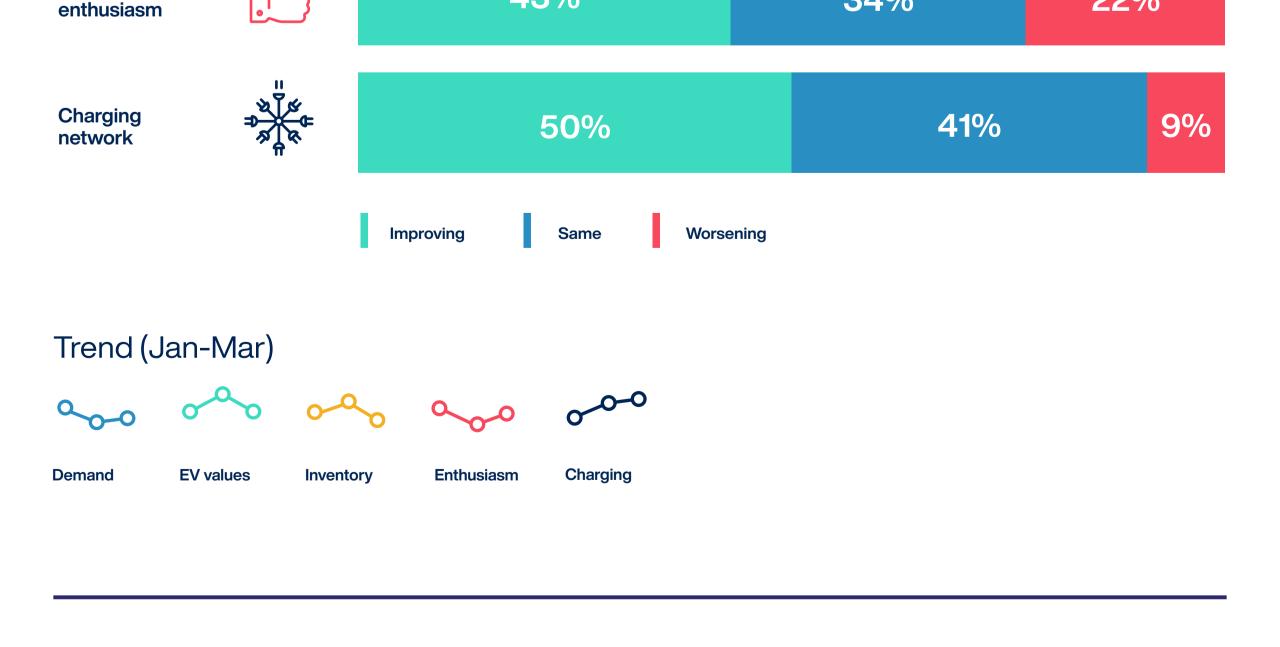
52% 38% **Our inventory**

43%

29%

43%

34%



Q7 > Are retro electric cars like the Renault 5, Volkswagen

Topical Questions

Combi and Fiat 500 an easier sell to customers because of their familiarity? (choose as many as apply)

	43%
Some buyers like retro but others want their electric car to look modern	
	43%
Yes, a familiar looking retro car helps convince buyers to go electric	
	38%
t depends how well the retro styling has been carried out	
	17%
don't think it has any real effect	
	5%

Reintroducing an older, familiar model creates interest in electric cars