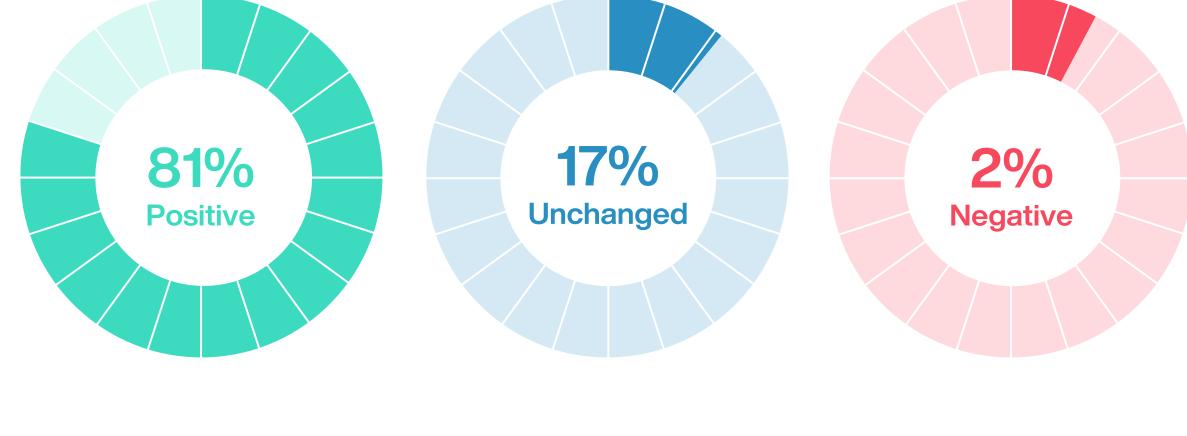


# What drives dealers

June 2025

Trend (Apr-Jun)

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

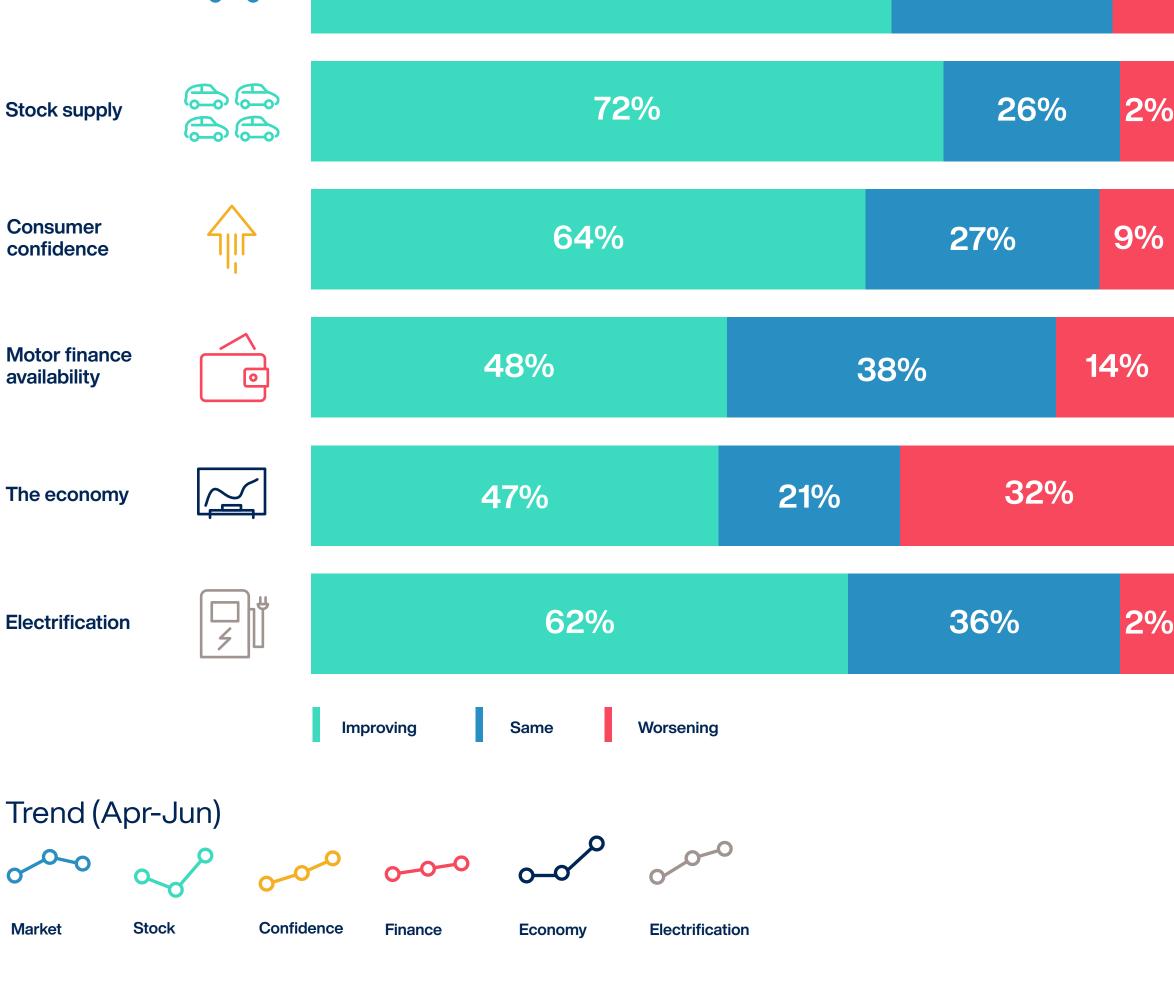




How do you feel about the following factors

### State of the 67% used car market

compared to last month?



30%

3%

47%

future retailing of used cars?

**53**%

45%

Stock

availability

9%

58%

**Our inventory** 

**Dealer** 

enthusiasm

**General** 

supply

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

39%

42%

33%

18%

21%

12%

33%

21%

6%

9%

53%

45%

41%

35%

32%

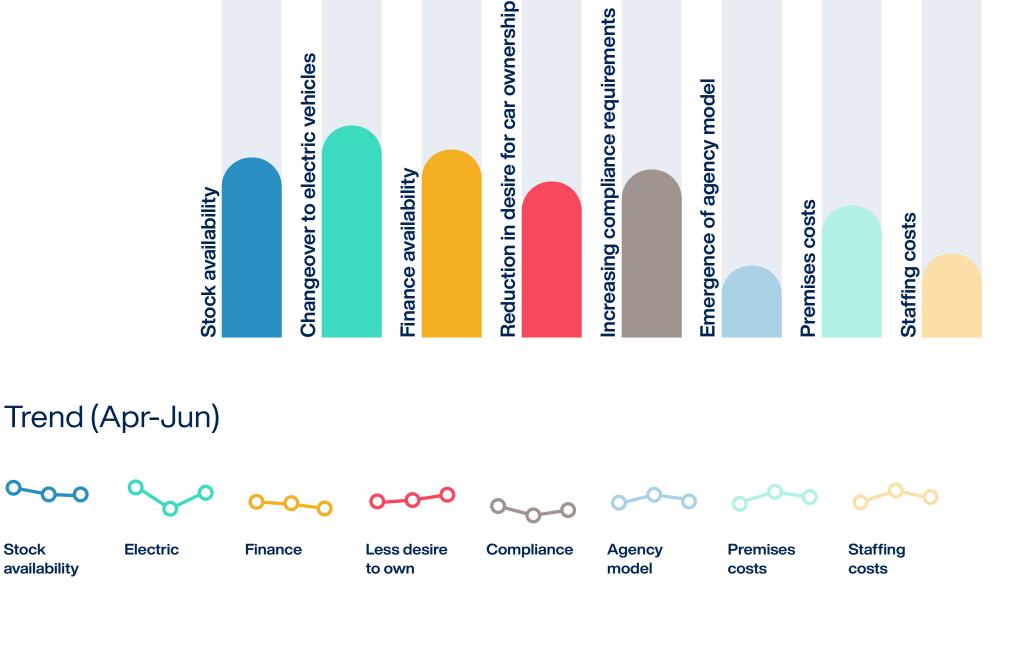
32%

56%

42%

Stock age

44%



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

**17%** 

23%

**Supply** 

of certain

vehicles

60%

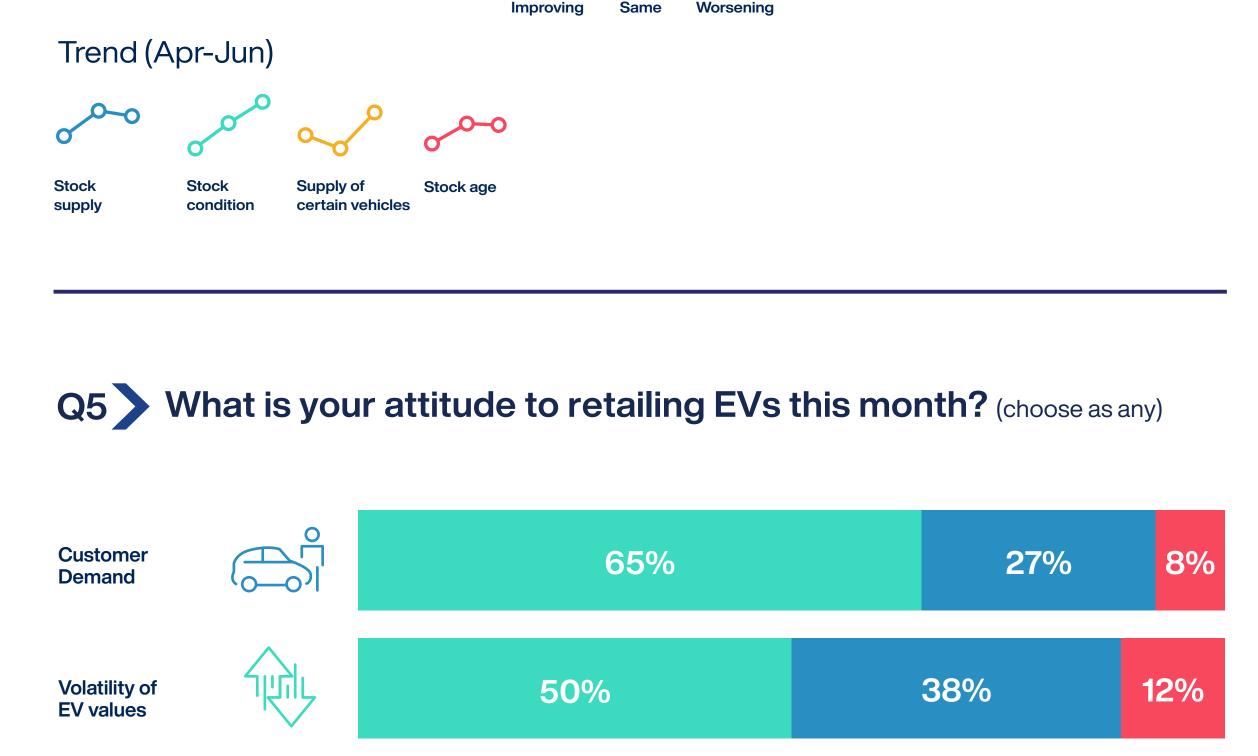
## 33% 44%

61%

33%

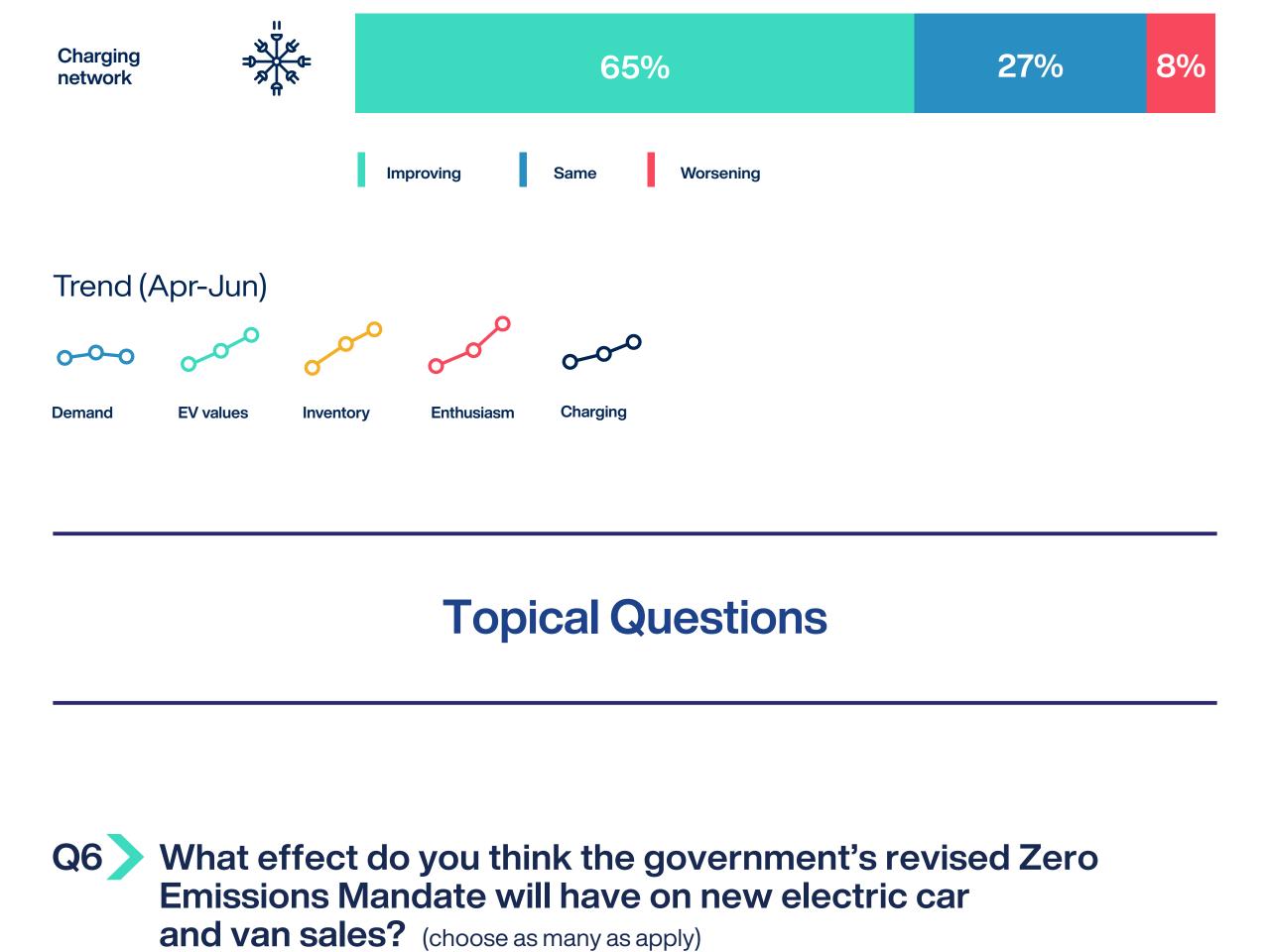
Stock

condition



61%

70%



## It doesn't address core problems that are stopping people buying EVs, such as charging infrastructure

It should create some breathing space for manufacturers and dealers

The government will have to do more to support EVs in the future

I feel as though the government has listened to the motor industry

It doesn't go far enough to have a big impact on EV sales

Government support is also needed in the used EV market

I don't have a charger at home

They are too expensive compared to ICE

Q6 Which objections do you hear most often from buyers who might consider buying an electric car?	
(choose as many as apply)	

	1270
Range is too low for my needs	
	42%
The battery might degrade very quickly	
	39%
I'm worried about the EV losing a lot of value	
	38%
I don't trust the technology	
	35%
Insurance costs are too high	
	35%