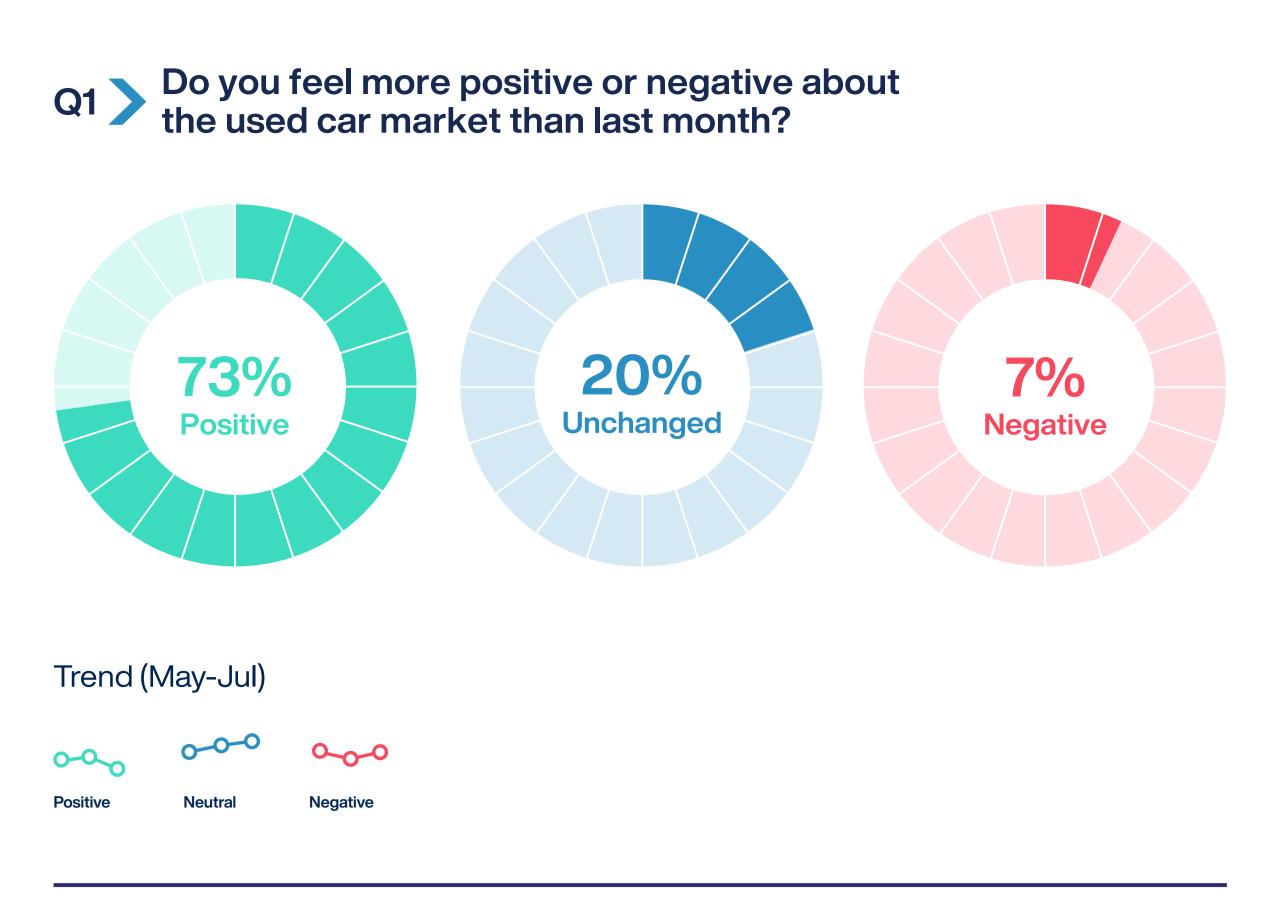
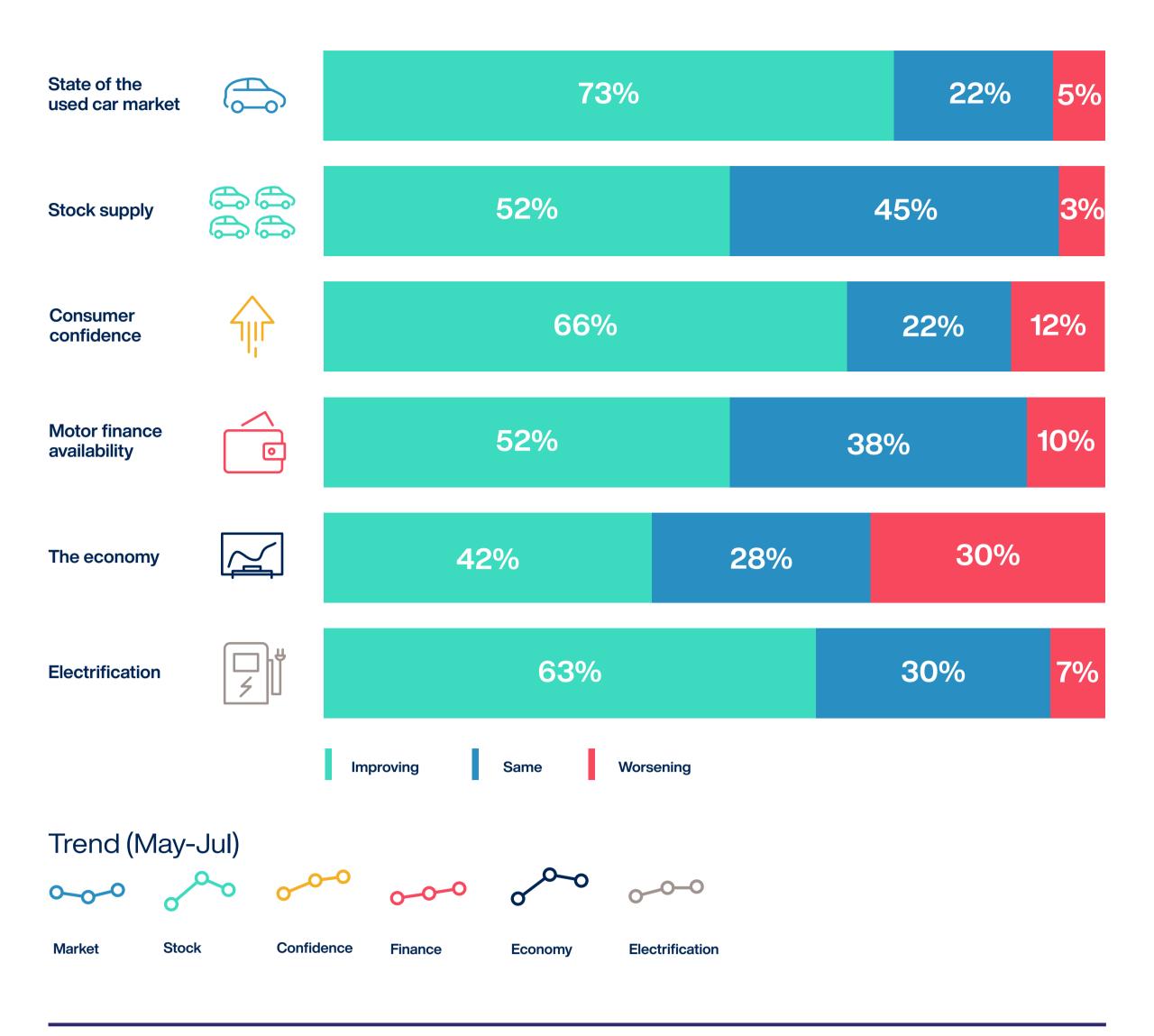


# What drives dealers

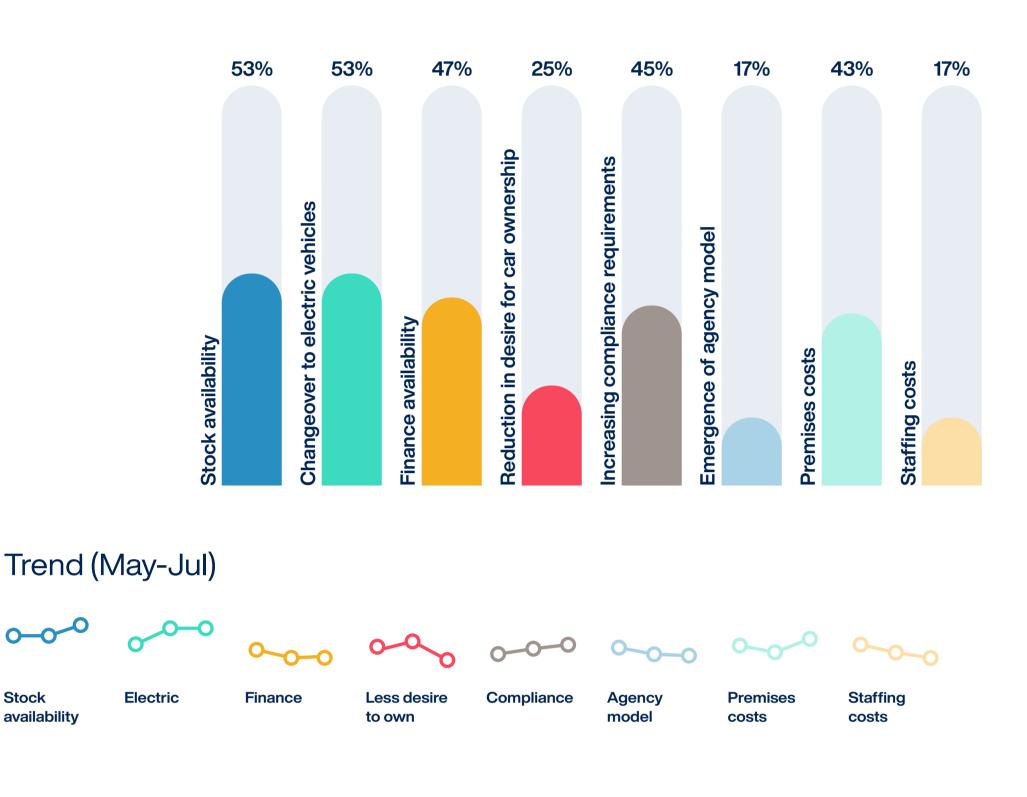
### July 2025



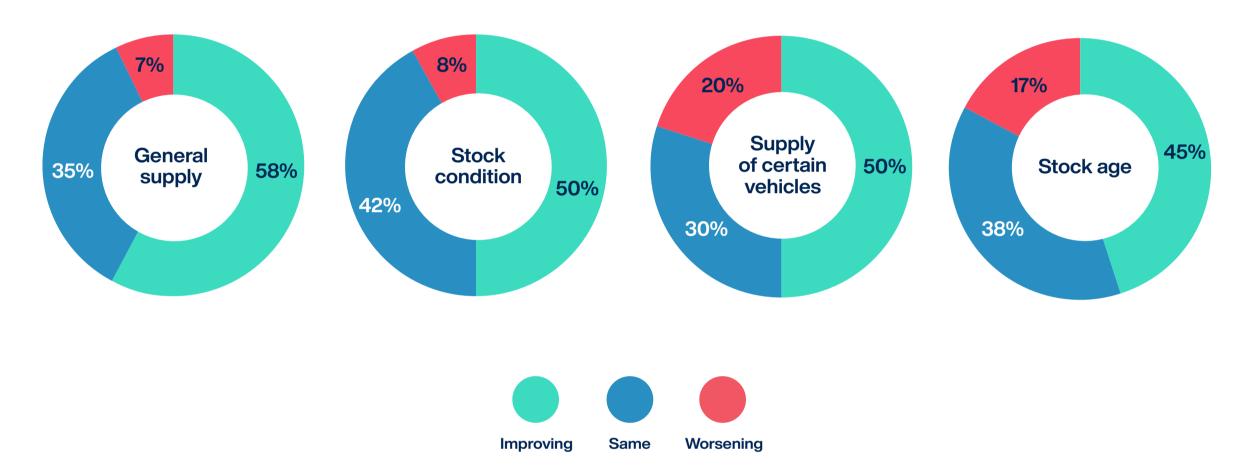
#### How do you feel about the following factors Q2 compared to last month?



#### What do you see as the biggest challenge(s) for your Q3 future retailing of used cars?







#### Trend (May-Jul) Stock Stock Supply of Stock age

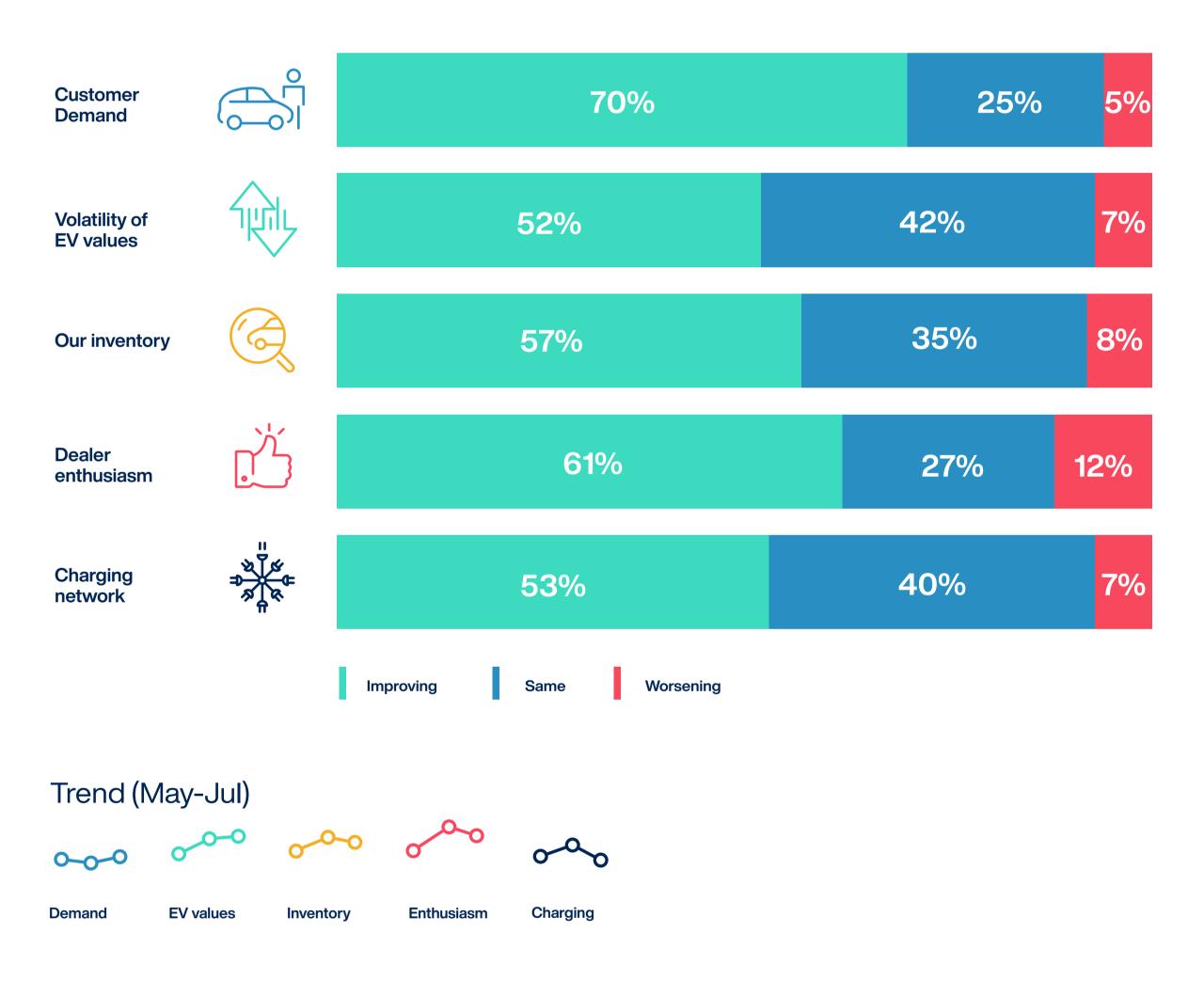
certain vehicles

condition

supply

Stock

### Q5 What is your attitude to retailing EVs this month? (choose as any)



## **Topical Questions**

Q6 > PHEVs have increased in value more than any other used car fuel type so far in 2025. Which of these statements do you agree with? (choose as many as apply)

Used car buyers are becoming comfortable with PHEVs as a stepping stone to an EV

**68%** 

Values for PHEVs are likely to rise

we expect to see more demand for PHEVS	
	48%
PHEVs will have a long-term market presence	
	37%
Buyers will start to reject PHEVs in favour of EVs in the medium term	
	37%
PHEVs are likely to become in short supply	
	18%
The changes to the ZEV Mandate have improved the market for PHEVs	
	13%

Q6 > A new survey shows that 48% of women feel the car retail experience is biased toward men, with only a quarter comfortable asking for help in a showroom. Which of these statements do you agree with? (choose as many as apply)

We've tried to make our showroom more female-friendly	
	48%
Training all staff on inclusive communication is an important step	
	45%
We employ women in our sales team	
	42%
More women are now working in showrooms	
	42%
Showrooms are still a male-dominated environment	
	40%
We believe some women are buying online to avoid the showroom	
	35%
More feedback from female customers is needed to understand their views	
	33%
We need to recruit and empower more female sales staff	
	33%
We employ as many or more women than men in our sales team	
	22%
We'd gain sales if women were more comfortable in our showroom	
	18%
We don't know how to make our showroom more female-friendly	
	12%