

James Hosking, Director of AA Cars, comments: Used EV prices have fallen off a cliff in the past year, but for drivers who've been priced out of electric motoring until now, this is a genuine turning point. We're seeing a growing wave of supply coming onto the used market, particularly as fleets and leasing firms de-fleet early-generation EVs and hybrids, and that's giving buyers more choice at more accessible prices. Our data shows that the price of almost every top EV or hybrid has dropped by double digits over the past 12 months, with some premium models down by more than 30%. That kind of price movement is bringing greener vehicles within reach of thousands more households and could help to convert curiosity into action. The challenge is making sure buyers have the confidence to go electric. Concerns around charging access, battery range and long-term running costs haven't gone away, and while falling prices are helping to shift EVs from a niche to a more mainstream choice, greater support is still needed to turn interest into long-term adoption. The Government's Zero Emission Vehicle (ZEV) mandate means nearly a third of all new cars sold next year must be fully electric, but success hinges not just on supply; it depends on building real, lasting consumer demand. The second-hand market is crucial to that journey, especially for private buyers who can't stretch to a brand new model. Petrol and diesel values, meanwhile, remain mixed. We've seen strong demand for newer stock like the VW Polo and Honda Jazz, but prices continue to fall on older models such as the Ford Fiesta. This volatility shows that while headline prices may be stabilising, buyers are still being highly selective and savvy. Ultimately, the used market is a mirror to consumer confidence. The drop in EV prices will help accelerate the shift to zero-emission motoring, but continued investment in infrastructure, clear policy direction and compelling finance options will all be critical to turning this short-term price trend into a long-term behaviour change.

Average price of top 20 vehicles

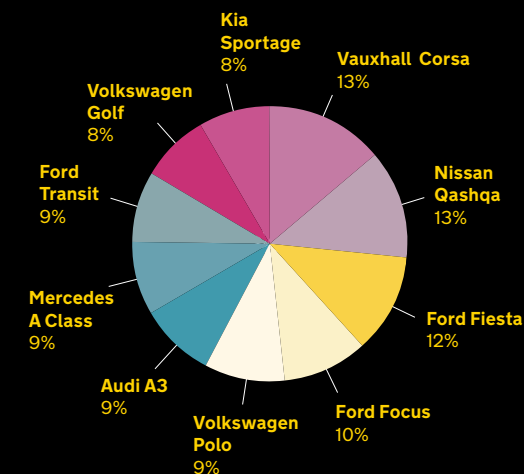
The Honda Jazz saw the biggest quarterly increase of any petrol or diesel model, surging by 51% since Q1 - likely driven by high demand for newer, lower-mileage stock. The Vauxhall Corsa, now the UK's most searched-for used car, also saw prices rise 7% year-on-year.

The market remains highly variable. While the Ford Fiesta dropped 11.7% in value over the past year, the Ford Focus fell by 6.6%, and the Ford Kuga lost nearly 6% in the last three months alone. The average price of the most popular petrol and diesel cars on the AA Cars platform increased slightly by 1.1% year-on-year, masking some of the more dramatic movements seen in individual models.

Most searched-for vehicles in Q2 2025, with annual and quarterly price changes

Ranking	Make and model	Average price Q2 2025	Average price Q2 2024	Average price Q1 2025	Price change Q2 2024 to Q2 2025	Price change Q1 2025 to Q2 2025
1	Vauxhall Corsa	£9,891	£9,247	£9,870	6.96%	0.21%
2	Nissan Qashqai	£14,853	£15,525	£15,631	-4.53%	-4.98%
3	Ford Fiesta	£8,252	£9,217	£8,649	-11.69%	-4.59%
4	Ford Focus	£10,218	£10,895	£10,952	-6.63%	-6.70%
5	Volkswagen Polo	£12,799	£11,597	£12,334	9.39%	3.77%
6	Audi A3	£18,521	£19,974	£18,895	-7.85%	-1.98%
7	Mercedes A Class	£16,650	£17,958	£17,073	-7.86%	-2.47%
8	Ford Transit	£17,364	£20,781	£17,141	-19.68%	1.30%
9	Volkswagen Golf	£16,942	£16,585	£16,507	2.11%	2.63%
10	Kia Sportage	£19,121	£18,181	£19,084	4.91%	0.19%
11	Nissan Juke	£13,049	£13,439	£13,507	-2.99%	-3.39%
12	Volkswagen Tiguan	£22,705	£21,107	£21,961	7.04%	3.39%
13	Vauxhall Mokka	£12,268	£11,993	£12,767	2.24%	-3.92%
14	Ford Kuga	£15,844	£16,349	£16,817	-3.19%	-5.79%
15	Audi A1	£16,341	£16,454	£15,613	-0.69%	4.66%
16	Toyota Yaris	£14,483	£14,412	£14,456	0.48%	0.18%
17	Land Rover Range Rover Evoque	£20,346	£21,569	£21,132	-6.01%	-3.72%
18	MINI Hatch	£12,593	£13,352	£13,845	-6.03%	-9.05%
19	Fiat 500	£7,412	£7,871	£7,569	-6.19%	-2.07%
20	Hyundai Tucson	£19,557	£19,444	£19,395	0.58%	0.84%

Top 10 searches per vehicle make and model by %



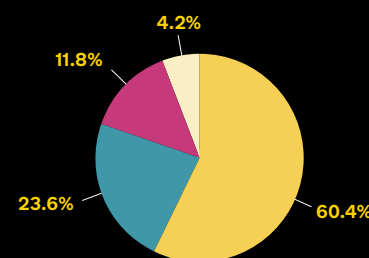
Of our top 10 searched for vehicles:

- Nissan Qashqai and Vauxhall Corsa hit the joint top spot with 13%, becoming the topmost searched for vehicles
- Volkswagen Polo, Audi A3, Mercedes A Class and Ford Transit tie at 5th place with 9%
- Volvo XC40 drops out of the top 10 searches, replaced by Kia Sportage joining in the 10th spot

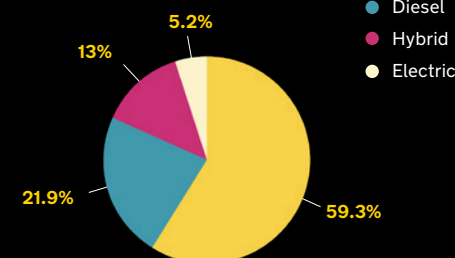
EV and hybrid price and search data

Prices for Britain's most in-demand used electric vehicles have tumbled by as much as 31% over the past year. Almost all of the top electric and hybrid models listed on the platform recorded double-digit price drops in Q2 2025. The Lexus RX saw the steepest annual fall, with prices crashing by 31%, while the Renault Zoe dropped by 21% and the Nissan Leaf by 20%. Overall, the average price of the most searched-for EVs and hybrids on the AA Cars platform fell by 12.8% year-on-year. That marks a further acceleration in price falls compared with Q1, and reflects a second-hand EV market that is rapidly expanding as more ex-lease and ex-fleet electric vehicles reach the used forecourt. The downward pressure on prices is giving used car buyers access to models that were previously out of reach, including the Tesla Model 3, which has lost over £4,400 in value over the past 12 months.

Q2 2024



Q2 2025



Site stock by vehicle age

Q2 2024 Average age of 6.79 years old | **Q1 2025** Average age of 5.7 years old | **Q2 2025** Average age of 7.02 years old

Average age of vehicles advertised on AA Cars from the previous quarter has increased by 23%.