

**James Hosking, Director of AA Cars, comments:** “The sharp decline in used EV prices over the past year signals a structural shift in the market. Vehicles that were once out of reach for many motorists are now entering a more affordable price bracket, widening access to electric motoring and accelerating second-hand adoption.”

“We’re seeing a steady flow of early-generation EVs and hybrids coming onto the second-hand market as fleets and leasing firms de-fleet. That increase in supply is giving buyers more choice at more competitive prices.”

“Our latest Used Car Index shows that over the past year, the majority of leading electric and hybrid models have seen double-digit price declines. Part of this reflects the ageing of early EVs, but the scale of the drop is unusually steep. A steady flow of ex-fleet and ex-lease EVs and hybrids is increasing choice and competition, and policy is reinforcing the trend too: the Electric Car Grant launched in July, with additional eligible models named in August, helping reduce upfront costs for new buyers and, in time, feeding future used supply.”

“These sharp falls are opening the door to greener motoring for many households who were previously priced out, turning casual interest in EVs into genuine consideration. The real test now is confidence. While affordability has improved, buyers remain cautious about charging infrastructure, driving range and long-term costs. Unless those concerns are addressed, lower prices alone won’t be enough to sustain momentum.”

## Average price of top 20 vehicles

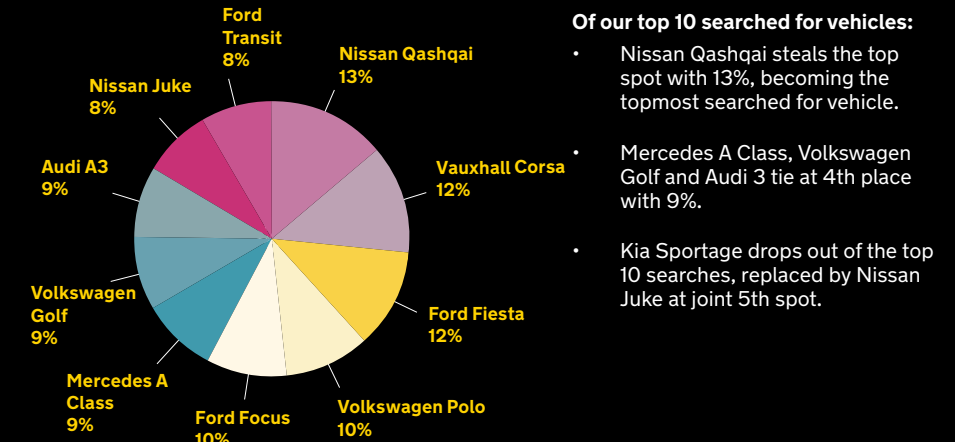
Superminis and ageing family hatchbacks have borne the brunt. The Ford Fiesta, now discontinued for new-car sales, has overtaken the Vauxhall Corsa as the most-popular used petrol/diesel model on AA Cars, yet both have fallen steeply year on year: Fiesta down 19.5% and Corsa down 10.6%.

Family favourites show similar moves with substantial year-on-year decreases, including the Ford Focus slumping 22.0%, Toyota Yaris down 20.6% and Honda Jazz falling 19.7%.

### Most searched-for vehicles in Q3 2025, with annual and quarterly price changes

Ranking	Make and model	Average price this year (Q3 2025)	Average price last year (Q3 2024)	Average price the previous quarter (Q2 2025)	Annual price change (Q3 2024 to Q3 2025)	Quarterly price change (Q2 2025 to Q3 2025)
1	Ford Fiesta (Petrol)	£8,439	£10,480	£8,922	-19.5%	-5.4%
2	Volkswagen Polo (Petrol)	£12,569	£13,380	£12,746	-6.1%	-1.4%
3	Vauxhall Corsa (Petrol)	£9,175	£10,268	£9,325	-10.6%	-1.6%
4	Ford Focus (Petrol)	£9,596	£12,309	£10,664	-22.0%	-10.0%
5	Volkswagen Golf (Petrol)	£15,581	£16,527	£15,574	-5.7%	0.0%
6	Audi A1 (Petrol)	£16,408	£16,417	£16,878	-0.1%	-2.8%
7	Fiat 500 (Petrol)	£7,050	£7,624	£7,472	-7.5%	-5.6%
8	Nissan Qashqai (Petrol)	£12,919	£14,298	£12,900	-9.6%	0.1%
9	Vauxhall Astra (Petrol)	£8,375	£9,669	£8,483	-13.4%	-1.3%
10	Toyota Yaris (Petrol)	£6,813	£8,580	£7,029	-20.6%	-3.1%
11	Audi A3 (Petrol)	£18,689	£18,865	£18,926	-0.9%	-1.3%
12	Nissan Juke (Petrol)	£11,484	£13,008	£11,988	-11.7%	-4.2%
13	Honda Jazz (Petrol)	£8,000	£9,964	£8,769	-19.7%	-8.8%
14	MINI Hatch (Petrol)	£9,313	£10,813	£9,967	-13.9%	-6.6%
15	Toyota AYGO (Petrol)	£6,572	£7,531	£6,741	-12.7%	-2.5%
16	Peugeot 208 (Petrol)	£10,742	£12,993	£11,779	-17.3%	-8.8%
17	Vauxhall Mokka (Petrol)	£12,654	£15,592	£13,837	-18.8%	-8.5%
18	Renault Clio (Petrol)	£7,792	£9,662	£8,514	-19.4%	-8.5%
19	Nissan Micra (Petrol)	£7,626	£9,313	£7,962	-18.1%	-4.2%
20	Volkswagen Golf (Diesel)	£13,159	£15,288	£13,240	-13.9%	-0.6%

## Top 10 searches per vehicle make and model by %

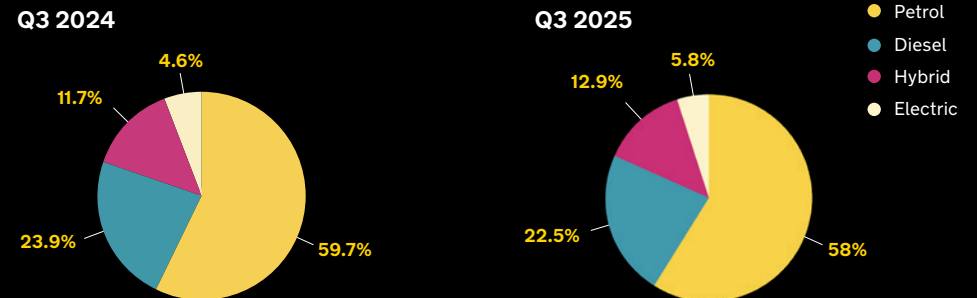


## EV and hybrid price and search data

Overall, the average price of the most searched-for EVs and hybrids on the AA Cars platform fell by 12.8% year-on-year and 3.7% compared to three months ago.

The year-on-year (Q3 2025 vs Q3 2024) comparison marks a further acceleration in price falls compared with the 12.6% year-on-year drop comparing Q2 2025 vs Q2 2024, and reflects a second-hand EV market that has seen an increase in the number of ex-lease and ex-fleet electric and hybrid vehicles reaching the used forecourt.

The downward pressure on prices is giving used car buyers access to electric and hybrid models that were previously out of reach, with average prices falling by almost £2,500 compared to a year ago.



## Site stock by vehicle age

**Q3 2024** Average age of 6.03 years old | **Q2 2025** Average age of 7.02 years old | **Q3 2025** Average age of 6.9 years old

Average age of vehicles advertised on AA Cars from the previous quarter has remained flat.