

James Hosking, Managing Director of AA Cars, comments: “EV and hybrid prices continued to soften in Q4, but the slowdown in the rate of decline suggests the market is beginning to stabilise after a year of sharp adjustments. Much of last year’s price reset was driven by a surge in ex-fleet EVs reaching the used market at the same time as manufacturers reduced new EV prices to stimulate demand. That created strong downward pressure across the board. By Q4, those forces were easing, and improved consumer confidence helped support values for many popular models.

We’re also seeing signs that demand for electrified vehicles is becoming more resilient. With more models available at lower price points, buyers who were previously priced out of EV ownership are now actively entering the market. This helped nearly half of the most-searched-for electrified cars rise in value over the quarter, even as the overall average price continued to edge lower. As choice improves and charging anxiety continues to subside, this gradual stabilisation should continue. In contrast, petrol and diesel prices fell more sharply in Q4. Part of this reflects a seasonal surge in supply following the September plate change, which brings a higher volume of part-exchange and fleet returns into the used market. Buyers are also becoming more cost-conscious as running costs, insurance premiums and clean-air zone policies shape decision-making. Combined, these factors put more downward pressure on prices for traditionally fuelled cars than we saw in the electrified market.

The overall trend points to a more affordable second-hand market across all fuel types, which is good news for motorists. For EVs in particular, stabilising prices and greater availability are lowering the barriers to entry and helping more drivers consider a switch. As always, buyers should take the time to research condition, running costs and history - and tools like the AA Cars History Check and AA Vehicle Inspection remain important for giving motorists confidence in their purchase”.

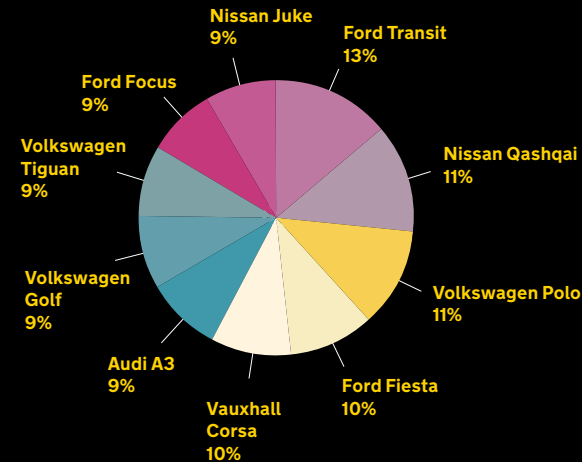
Average price of top 20 vehicles

Ford Fiestas are proving highly sought after, since Ford ceased production in 2023. With second-hand prices falling 8.2% in Q4 compared to Q3, Fiestas were the most searched-for petrol car on the AA Cars platform in the final three months of 2025. Other cars offering good value for money include the Hyundai i10, Land Rover Range Rover Evoque, and Nissan Micra, with average prices down 14.1%, 9.3% and 8.5% in the final three months of the year respectively.

Most searched-for petrol and diesel cars in Q4 2025, with annual and quarterly price changes

Ranking	Make and model	Average price (Q4 2024)	Average price (Q4 2025)	Average price (Q3 2025)	Annual price change (Q4 25 vs Q4 24)	Quarterly price change (Q4 25 vs Q3 25)
1	Ford Fiesta (Petrol)	£8,970	£7,747	£8,439	-13.6%	-8.2%
2	Volkswagen Polo (Petrol)	£11,802	£11,627	£12,569	-1.5%	-7.5%
3	Vauxhall Corsa (Petrol)	£9,158	£8,727	£9,175	-4.7%	-4.9%
4	Ford Focus (Petrol)	£10,458	£9,703	£9,596	-7.2%	1.1%
5	Volkswagen Golf (Petrol)	£14,791	£14,851	£15,581	0.4%	-4.7%
6	Audi A1 (Petrol)	£15,424	£15,035	£16,408	-2.5%	-8.4%
7	Fiat 500 (Petrol)	£6,857	£6,778	£7,050	-1.2%	-3.9%
8	Nissan Qashqai (Petrol)	£13,105	£12,116	£12,919	-7.5%	-6.2%
9	Mini Hatch (petrol)	£10,022	£9,986	£9,313	-0.4%	7.2%
10	Toyota AYGO (Petrol)	£7,716	£6,810	£6,572	-11.7%	3.6%
11	Nissan Juke (Petrol)	£12,132	£10,852	£11,484	-10.6%	-5.5%
12	Audi A3 (Petrol)	£17,163	£17,443	£18,689	1.6%	-6.7%
13	Hyundai i10 (Petrol)	£9,123	£8,864	£10,322	-2.8%	-14.1%
14	Honda Jazz (Petrol)	£8,453	£7,803	£8,000	-8.0%	-2.0%
15	BMW 1 Series (Petrol)	£15,892	£15,716	£16,110	-1.1%	-2.4%
16	LR Range Rover Evoque (Diesel)	£19,661	£18,527	£20,247	-5.8%	-8.5%
17	Peugeot 208 (Petrol)	£10,996	£10,145	£10,742	-7.7%	-5.6%
18	Volkswagen Golf (Diesel)	£13,077	£12,191	£13,159	-6.8%	-7.4%
19	Renault Clio (Petrol)	£8,628	£7,511	£7,792	-12.9%	-3.6%
20	Nissan Micra (Petrol)	£8,437	£6,918	£7,626	-18.0%	-9.3%

Top 10 searches per vehicle make and model by %



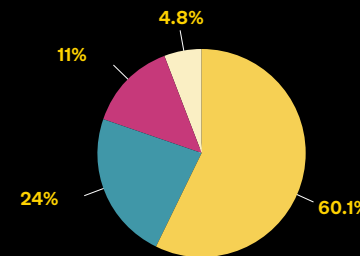
Of our top 10 searched for vehicles:

- The Ford Transit gets the top spot with 13%, becoming the most searched for vehicle.
- Nissan Qashqai and Volkswagen Polo tie at 2nd place with 11%.
- Mercedes A Class drops out of the top 10 searches, replaced by Volkswagen Tiguan in the top 10.

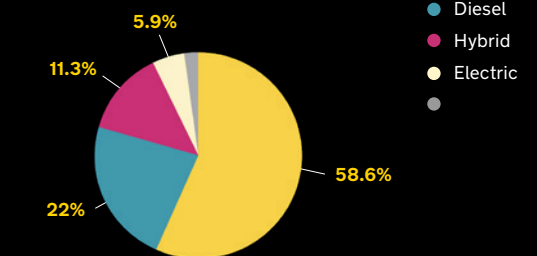
EV and hybrid price and search data

The average cost of the top 20 most searched for EVs and hybrids on AA Cars dropped by 1.5% to £16,826 from £17,085 in Q4 2025. Prices were also down 9.3% year-on-year. The biggest fallers in Q4 include the Hyundai Ioniq (-18.7%), Hyundai Tucson (-6%) Nissan Qashqai (-5.9%) and Nissan Leaf (-5.5%). Although average prices continued to fall, the pace of decline has slowed from the 3.7% drop seen in Q3 - and nearly half of the most-searched cars actually recorded price increases. The Toyota Yaris (hybrid), which remains the most searched-for EV or hybrid on the AA Cars platform, increased in price by 3.7% over the past quarter, while the fully electric Tesla Model 3 and Renault Zoe saw average prices rise 0.5% and 1.4% respectively. The biggest fallers among the top 20 over the past year, include the Nissan Leaf, which has plummeted nearly 40% in value since the final quarter of 2024, with the Ford Puma (hybrid) and Renault Zoe are down 24.3% and 21.4% respectively.

Q4 2024



Q4 2025



Site stock by vehicle age

Q4 2024 Average age of 5.99 years old

Q3 2025 Average age of 6.9 years old

Q4 2025 Average age of 6.5 years old