

“The average price of the UK’s most popular used cars continues to fall. Although prices on average are still higher than last year, this is not the case for every model and there are some great deals available for drivers prioritising good value for money. For drivers considering a greener car, this might be a good time to start looking. Ever greater numbers of EVs and hybrids are entering the second-hand market each month, boosting supply and choice and pushing down prices.

Switching to a green vehicle can be a great way to future-proof yourself as more cities roll-out or expand clean air zones, not to mention saving on fuel bills. But whatever type of used car you’re interested in, ensure you get the best value for money by doing plenty of research first to work out what price that model typically sells for at different mileages and ages. It is also well worth booking an independent vehicle inspection before you part with any money, to make sure there is not a problem with the car that could cost you more money to repair.”

Mark Oakley, Director of AA Cars

Average price of top 20 vehicles

The average price of Britain’s most popular used cars fell by 1.4% in the third quarter of 2023 compared to the previous three months.

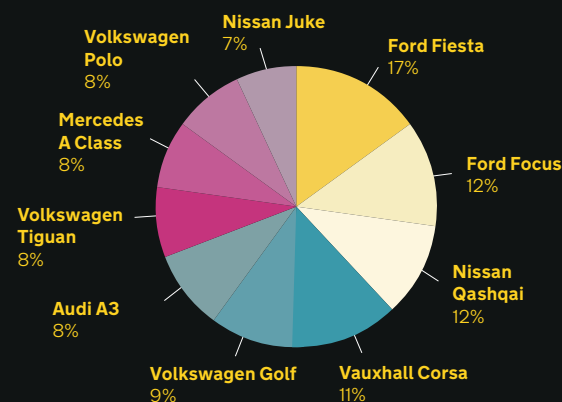
Prices remain 3.4% higher than they were a year ago, but with the Kia Sportage registering the biggest annual increase in prices.

Average used EV and hybrid prices have fallen 7% in Q3 compared to the previous three months.

Most searched for cars in Q3 2023

Ranking	Make and model	Average price in Q3 2023	Average price in Q2 2023	Average price in Q3 2022	Price change Q3 2022 to Q3 2023	Price change Q2 2023 to Q3 2023
1	Ford Fiesta	£11,148	£11,192	£10,851	2.7%	-0.4%
2	Ford Focus	£12,745	£12,726	£12,695	0.4%	0.1%
3	Nissan Qashqai	£15,493	£16,206	£14,606	6.1%	-4.4%
4	Vauxhall Corsa	£9,926	£9,923	£9,223	7.6%	0.0%
5	Volkswagen Golf	£18,970	£20,286	£19,171	-1.0%	-6.5%
6	Audi A3	£19,927	£20,057	£19,179	3.9%	-0.6%
7	Volkswagen Tiguan	£23,373	£24,628	£23,876	-2.1%	-5.1%
8	Mercedes A Class	£19,693	£20,077	£20,817	-5.4%	-1.9%
9	Volkswagen Polo	£13,035	£13,358	£13,397	-2.7%	-2.4%
10	Nissan Juke	£13,646	£14,138	£12,546	8.8%	-3.5%

Top 10 searches per vehicle make and model



Of our top 10 searched for vehicles:

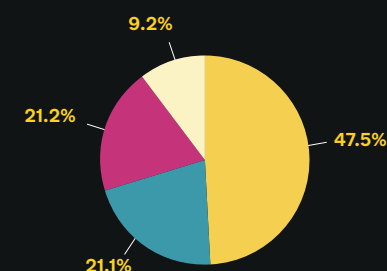
- Ford Fiesta accounts for 17% of all searches, up 2% from Q2, with Ford Focus consistently second with 12%.
- Fiat 500 dropped out of the top 10, replaced by the Nissan Juke.

EV and hybrid price and search data

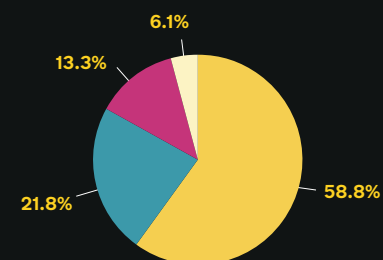
Prices for the top 20 most popular used EVs and hybrids fell by 7% between Q2 and Q3. The average price of the most popular models listed for sale on AA Cars in Q3 was £19,932 in Q3, down from £22,021 in the previous quarter. The hybrid Toyota Yaris is the most popular EV or hybrid on AA Cars, and its price rose slightly by 0.4% between Q2 and Q3. However it was the exception, with the rest of the top 10 all seeing average prices fall over the quarter. Searches for hybrid cars have fallen by 7.9% over the past year, whilst searches for EVs fell by 3.1%.

- Petrol
- Diesel
- Hybrid
- Electric

Q3 2022



Q3 2023



Average age of vehicles advertised on AA Cars

Q3 2022 5.5 years old | Q2 2023 6.9 years old | Q3 2023 6.3 years old

Average age of vehicles advertised on AA Cars from YoY has increased by 8 months.