

“For anyone considering buying a used car, this might be a good time to start looking. Prices are levelling off, or starting to fall, for many of the UK’s most popular used models.

However the pattern isn’t uniform, with small cars like the Toyota Yaris and Fiat 500 still seeing double-digit rates of annual price growth. Hatchbacks and city cars are particularly attractive in the current market thanks to their lower purchase prices compared to SUVs, and their superior fuel economy.

Buyers’ appetite for cars that are affordable to buy and cheap to run may also be behind the declining interest in EVs.

There is an enormous range of petrol and diesel cars available on the second-hand market, but less so for EVs, even though they are appearing on forecourts at an ever-greater rate. The more limited supply of used EVs means their prices tend to hold up better, and so the lower upfront cost of petrol and diesel vehicles will be more attractive at the moment.”

**Mark Oakley, Director of AA Cars**

## Average price of top 10 vehicles

The average price of the most popular used cars rose by just 0.2% on an annual basis in the final 3 months of 2022<sup>1</sup>, down from 9.2% growth in Q3.

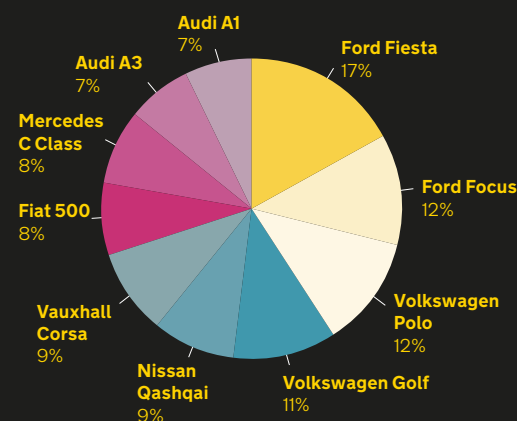
The Ford Fiesta was the most popular model in Q4, but prices fell by 2% year-on-year.

Strong demand for small, fuel-efficient hatchbacks and city cars saw prices for the Toyota Yaris and Fiat 500 accelerate fastest, up by 15% and 14% respectively.

### Most searched for cars in Q4

Ranking	Make and model	Average price in Q4 2021	Average price in Q4 2022	Average price in Q3 2022	Growth rate Q4 2021 to 2022	Growth rate Q3 2022 to Q4 2022
1	Ford Fiesta	£11,377	£11,095	£10,851	-2%	2%
2	Ford Focus	£14,163	£12,816	£12,695	-10%	1%
3	Volkswagen Polo	£12,494	£12,755	£13,397	2%	-5%
4	Volkswagen Golf	£19,623	£19,875	£19,171	1%	4%
5	Nissan Qashqai	£16,445	£15,464	£14,606	-6%	6%
6	Vauxhall Corsa	£9,525	£9,753	£9,223	2%	6%
7	Fiat 500	£8,993	£10,240	£9,700	14%	6%
8	Audi A3	£18,814	£20,767	£19,179	10%	8%
9	Mercedes C Class	£23,469	£21,491	£21,424	-8%	0%
10	Toyota Yaris	£13,678	£15,722	£14,388	15%	9%

## Top 10 searches per vehicle make and model



### Of our top 10 searched for vehicles:

Ford Fiesta accounts for almost 20% of all searches, with Ford Focus placed at number 2 with 12%.

Volkswagen Polo dropped from 4<sup>th</sup> place to joint 2<sup>nd</sup>.

The Toyota Yaris is no longer in the top 10, dropping 3 places.

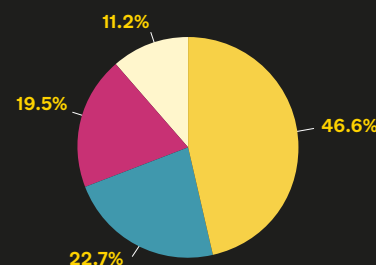
New entry of Audi A1 ranked 10.

## Search by fuel type Q4

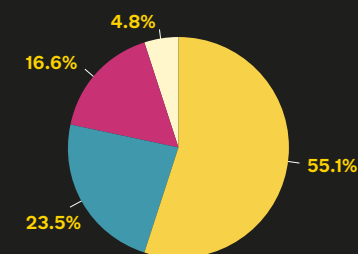
EVs fell in Q4 2022 compared to the same period in 2021<sup>[3]</sup>. EVs accounted for **11.2%** of all used car searches in Q4 2021, but this dropped to **4.8%** in 2022. Over **half (55.1%)** of searches in Q4 were for petrol cars, rising from **46.6%** in 2021. **23.5%** of searches were for diesels, and **16.6%** for hybrids.

- Fuel type = petrol
- Fuel type = diesel
- Fuel type = hybrid
- Fuel type = electric

### Q4 2021



### Q4 2022



## Average age of vehicles advertised on AA Cars

**Q3 2022** 5.51 years old | **Q4 2021** 5.57 years old | **Q4 2022** 6 years old