

**“The falling prices of many used cars will be welcome news for drivers who are looking to change car and get the best value for their money.** Prices aren’t falling across the board, however, and the third most popular car – the Vauxhall Corsa – saw average used prices rise by 7.5% compared to a year ago. So it remains important to shop around and work out what price the model you’re interested in typically sells for at different mileages and ages.

The increasing supply of second-hand EVs and hybrids continues to improve choice for drivers and push down prices. While EVs and hybrids typically cost more upfront than a conventionally powered car, switching to a greener vehicle will save you money on fuel while also future-proofing you for the further roll-out of clean air zones in cities across the UK.

Whatever type of car you’re keenest on, it’s worth booking an independent vehicle inspection before you buy, to make sure there are no problems with the car that could cost you more money to repair.”

**Mark Oakley, Director of AA Cars**

## Average price of top 10 vehicles

The average price of Britain’s most popular used cars fell by 3.3% in the final months of 2023, compared to the same period in 2022.

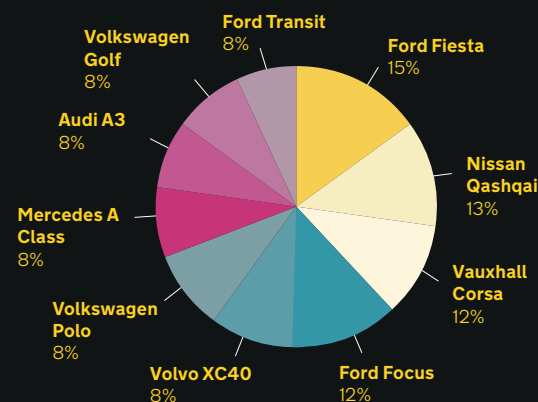
The average price of the most popular second-hand cars was £16,464 during October, November and December, down from £17,021 a year ago. Average prices were £17,218 in the three months prior, during July, August and September.

Prices fell 4.4% on a quarterly basis, with the Range Rover Evoque recording the biggest decrease.

### Most searched for cars in Q4 and their average price in Q4 2023 and 2022

Ranking	Make and model	Average price in Q4 2023	Average price in Q3 2023	Average price in Q4 2022	Price change Q4 2022 to Q4 2023	Price change Q3 2023 to Q3 2023
1	Ford Fiesta	£10,305	£11,148	£10,755	-4.2%	-7.6%
2	Nissan Qashqai	£15,515	£15,493	£14,777	5.0%	0.1%
3	Vauxhall Corsa	£9,848	£9,926	£9,159	7.5%	-0.8%
4	Ford Focus	£12,055	£12,745	£12,503	-3.6%	-5.4%
5	Volvo XC40	£33,925	£34,298	£32,799	3.4%	-1.1%
6	Volkswagen Polo	£12,559	£13,035	£12,810	-2.0%	-3.7%
7	Mercedes A Class	£18,769	£19,693	£20,818	-9.8%	-4.7%
8	Audi A3	£19,281	£19,927	£19,492	-1.1%	-3.2%
9	Volkswagen Golf	£17,558	£18,970	£20,027	-12.3%	-7.4%
10	Ford Transit	£20,998	£21,987	£21,198	-0.9%	-4.5%

## Top 10 searches per vehicle make and model



### Of our top 10 searched for vehicles:

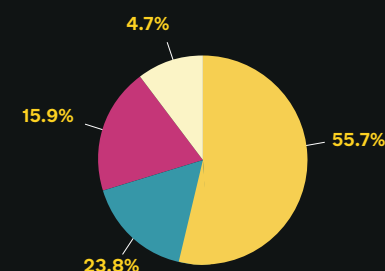
- Ford Fiesta accounts for 15% of all searches down 2% from Q3. Nissan Qashqai is now 2nd with 13%.
- Ford Focus dropped down 2 places with 12%.
- Volkswagen Tiguan and Nissan Juke have both dropped out of the top 10, replaced with Ford Transit and Volvo XC40.

## EV and hybrid price and search data

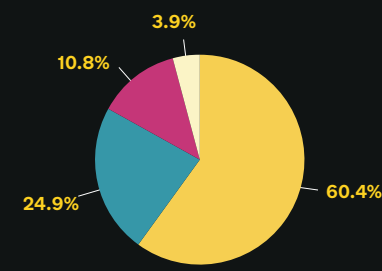
Prices for the top 20 most searched for used EVs and hybrids fell by 5.9% over the year to Q4 2023. The average price of the most popular EV and hybrid models listed for sale on AA Cars in Q4 was £20,392, down from £21,673 over the same period in 2022. The hybrid Toyota Yaris is the most popular EV or hybrid on AA Cars, and its price fell by a modest 0.4% in Q4 2023 compared to Q4 2022. Prices for other EV and hybrid models fell more sharply as more used examples came onto the market and supply increased. Searches for hybrid cars have fallen by 5% over the past year.

- Petrol
- Diesel
- Hybrid
- Electric

### Q4 2022



### Q4 2023



## Average age of vehicles advertised on AA Cars

**Q4 2022** 5.73 years old | **Q3 2023** 6.5 years old | **Q4 2023** 6.3 years old

Average age of vehicles advertised on AA Cars from YoY has increased by 6 months.