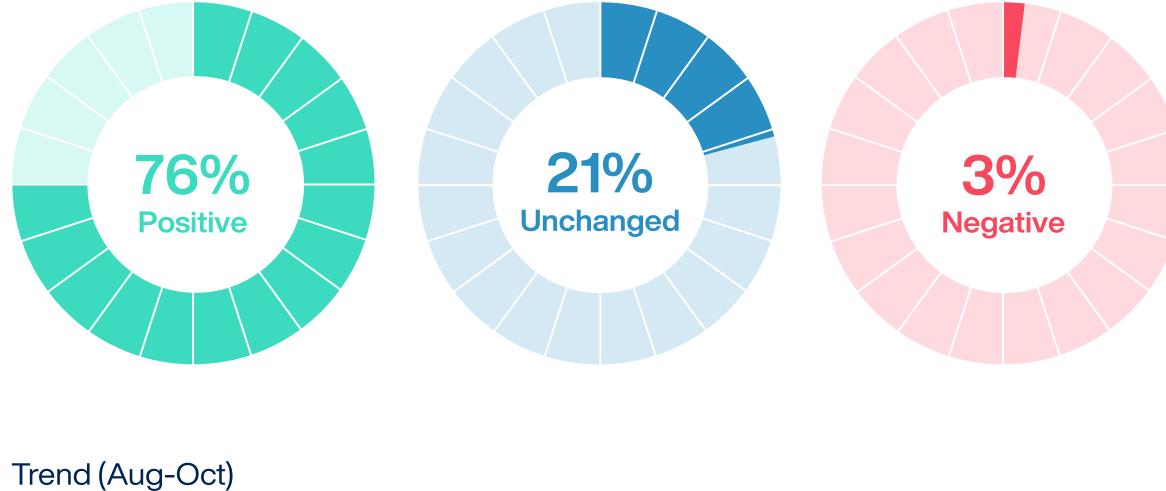


What drives dealers

October 2025



Do you feel more positive or negative about the used car market than last month?





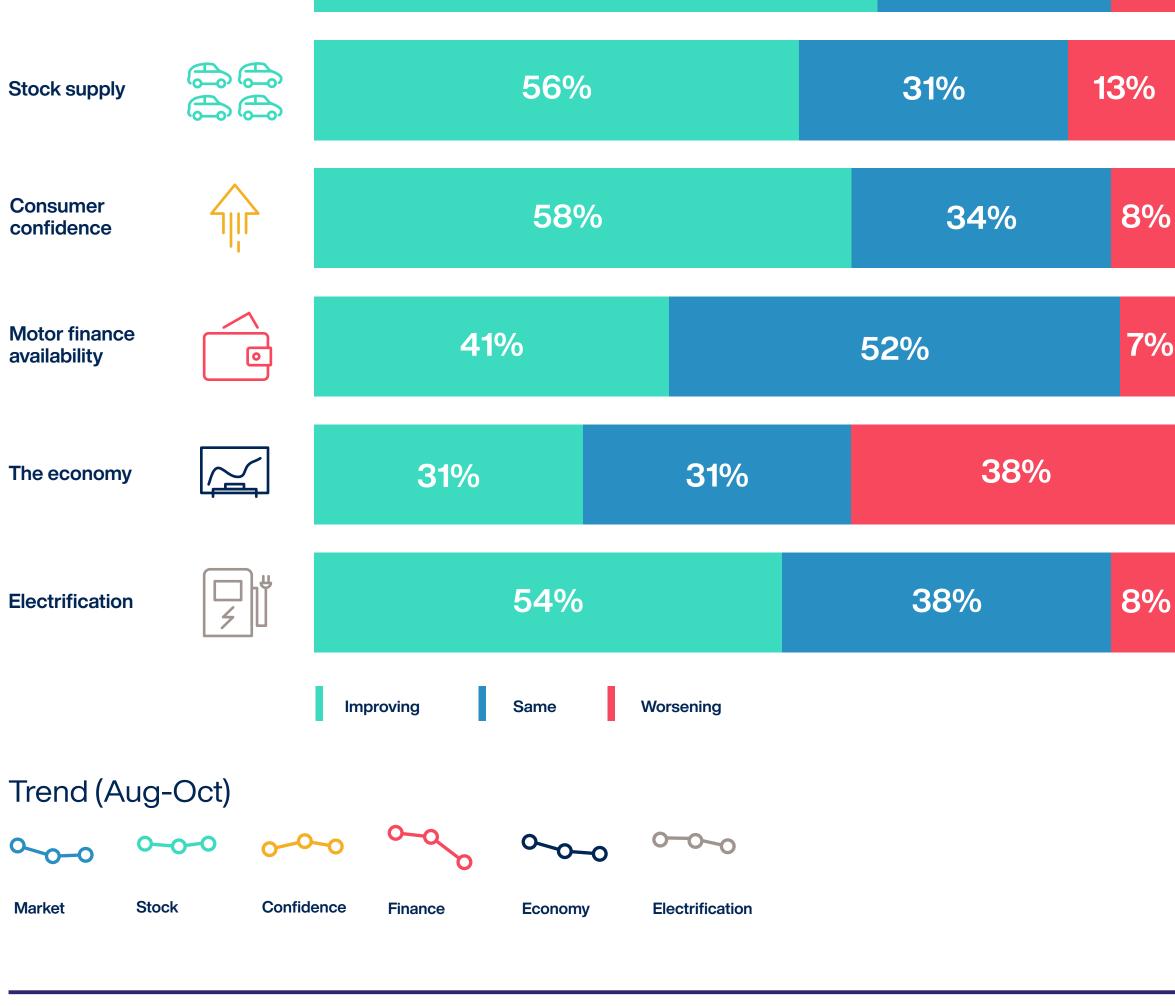


Negative

compared to last month?

State of the 65% used car market

How do you feel about the following factors



What do you see as the biggest challenge(s) for your

39%

41%

28%

21%

21%

13%

38%

39%

28%

11%

8%

61%

61%

43%

38%

36%

33%

30%

28%

Stock age

49%

25%

10%

Reduction in desire for car ownership Increasing compliance requirements Changeover to electric vehicles **Emergence of agency model**

62%

future retailing of used cars?

39%

48%

8%

General

supply

66%

26%

Our inventory

Charging

network



16%

39%

Stock

condition

45%

13%

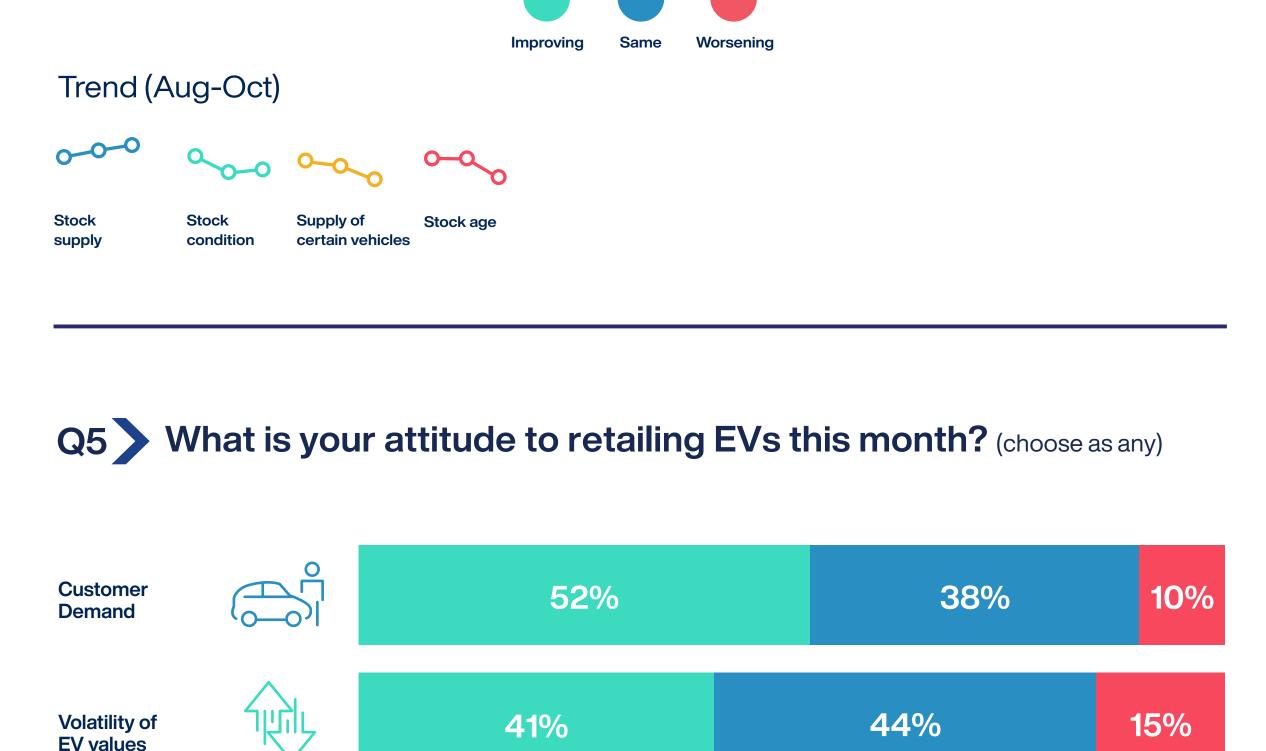
36%

Supply

of certain

vehicles

51%



Dealer 46% 41% 13% enthusiasm

Same

64%

Worsening

50%

Improving

We're more confident than we have been for a while

It feels as though consumer confidence is improving

The market seems to have reached a sweet spot for pricing

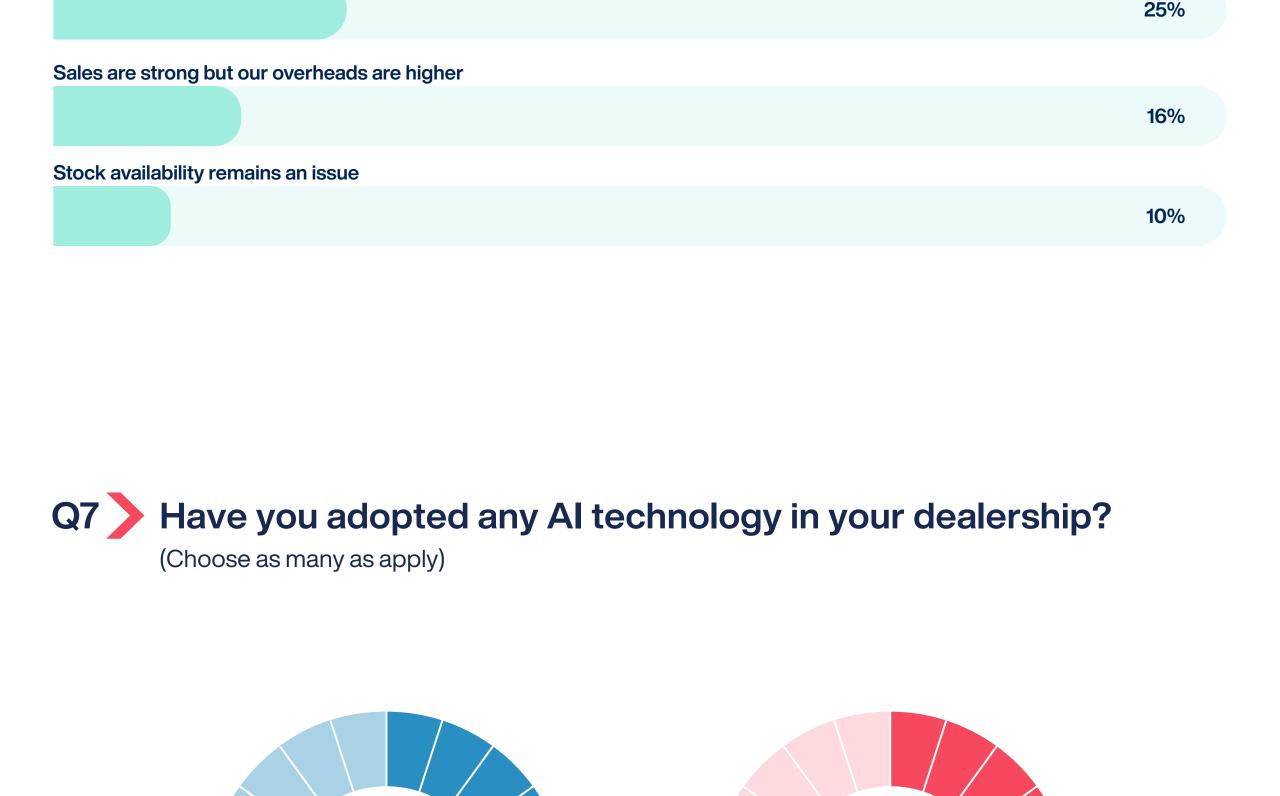
Stock availability is better

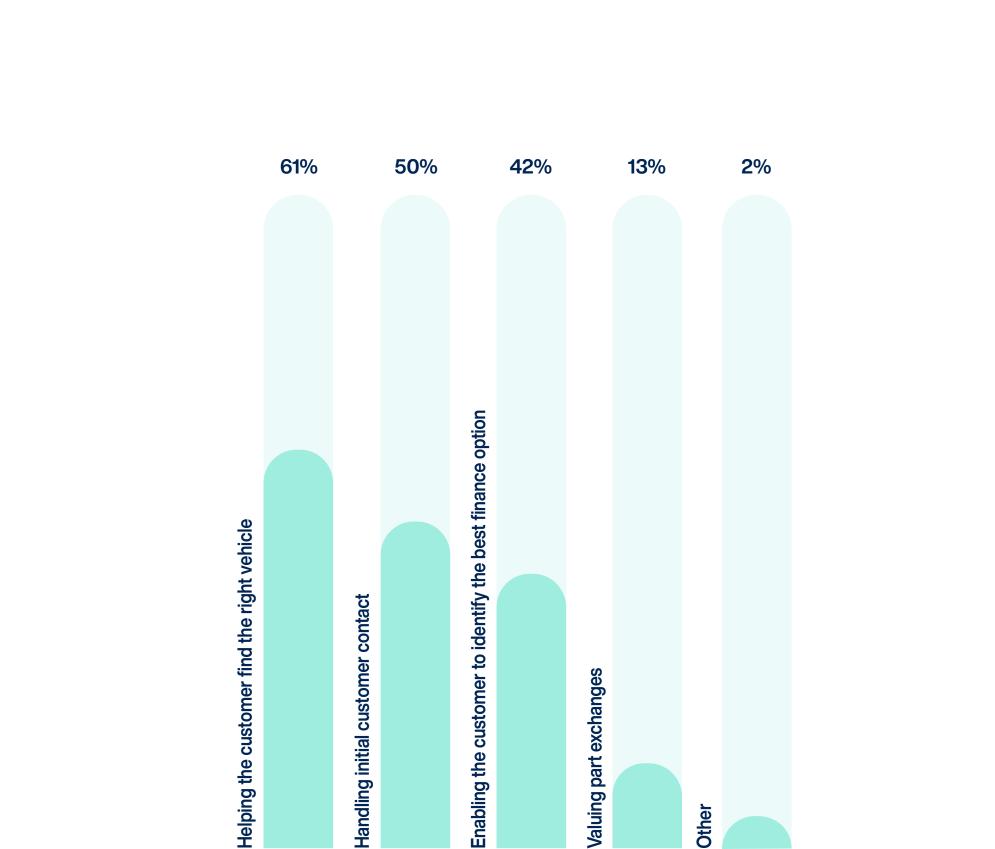
EV sales are steadily improving

The economy still feels unsteady



More people are buying used because new cars are so expensive The market for used EVs remains difficult





If Yes, Which process have been adopted

Consumer data source is pre-qualified as being a used car user/owner but there will also be a qualifying question

in case this has changed. We will also have source profile data which includes gender, age, and location.