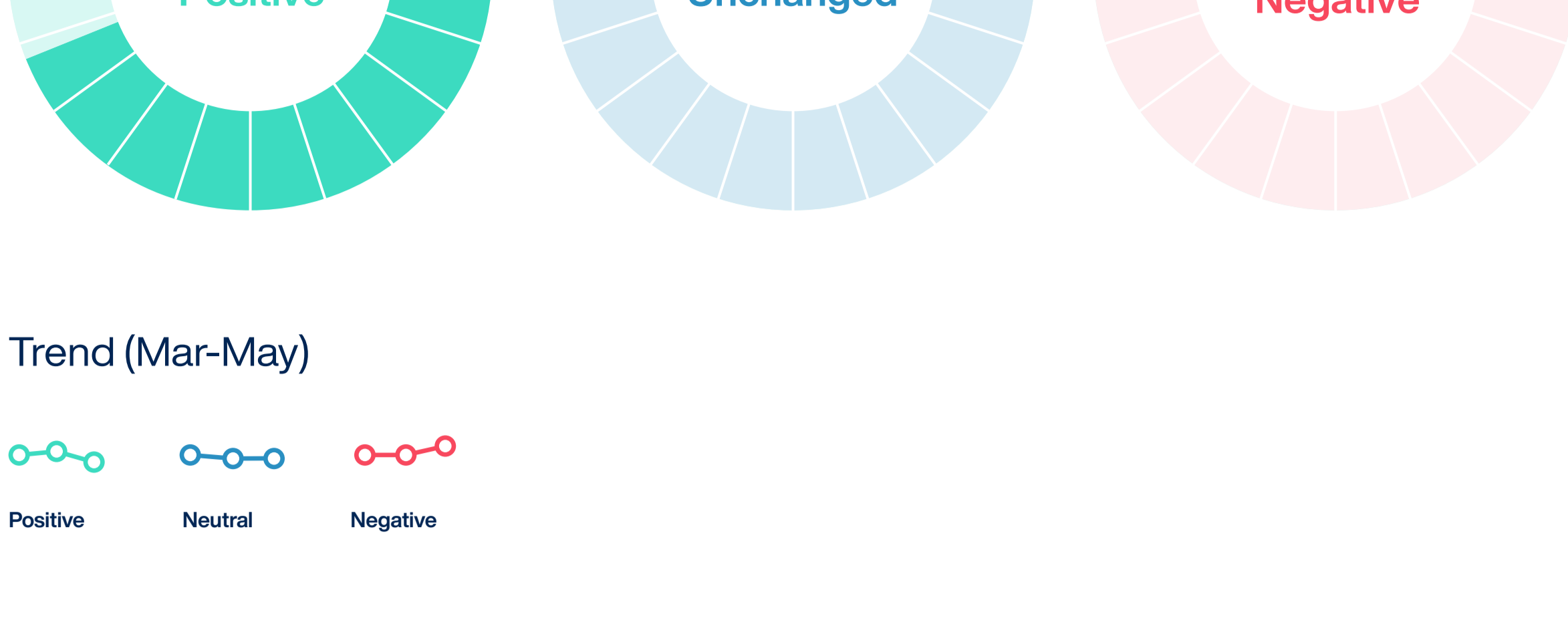


# What drives dealers

May 2026

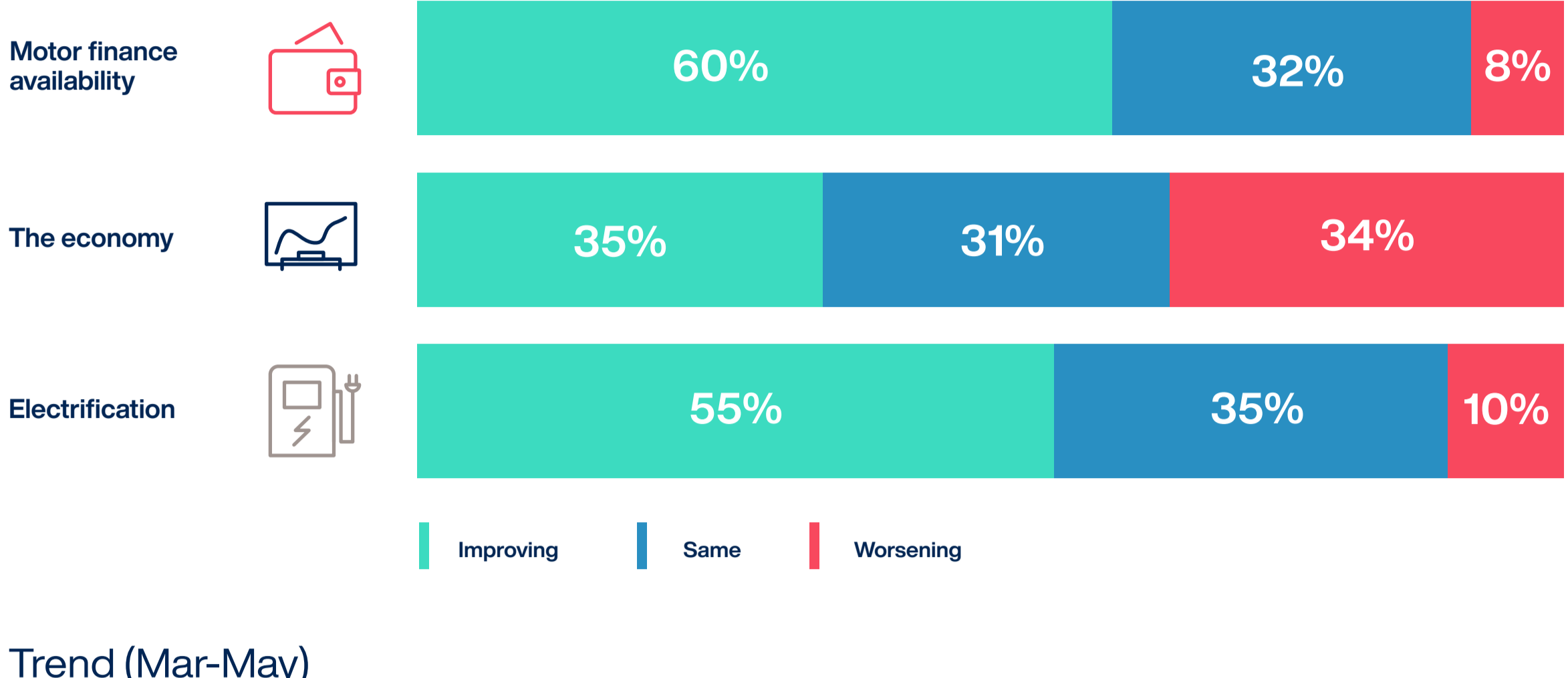
**Q1** Do you feel more positive or negative about the used car market than last month?



Trend (Mar-May)



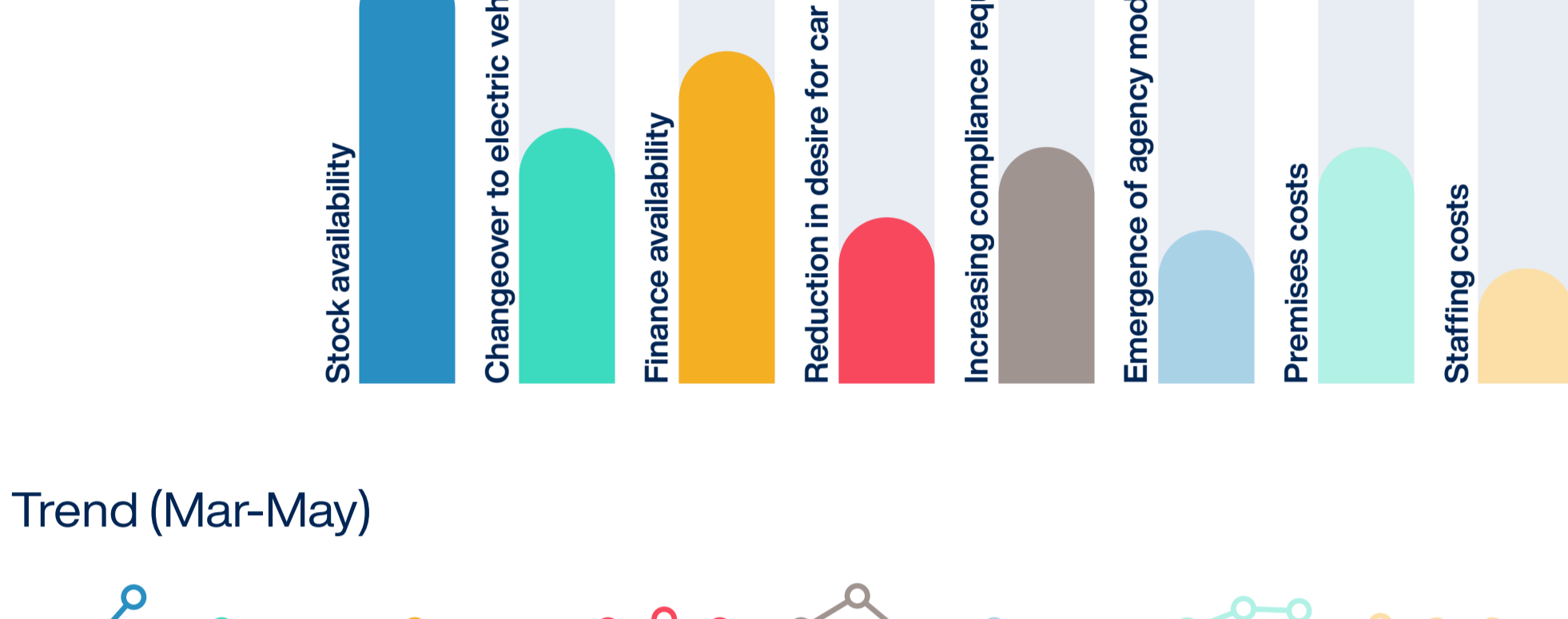
**Q2** How do you feel about the following factors compared to last month?



Trend (Mar-May)



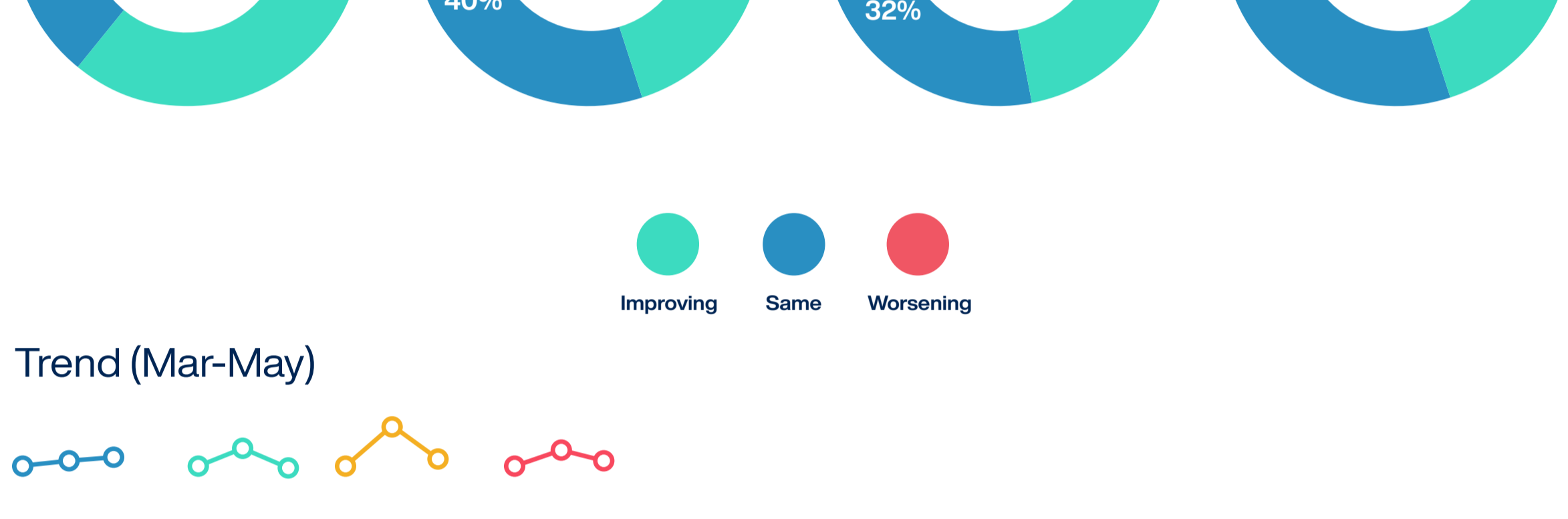
**Q3** What do you see as the biggest challenge(s) for your future retailing of used cars?



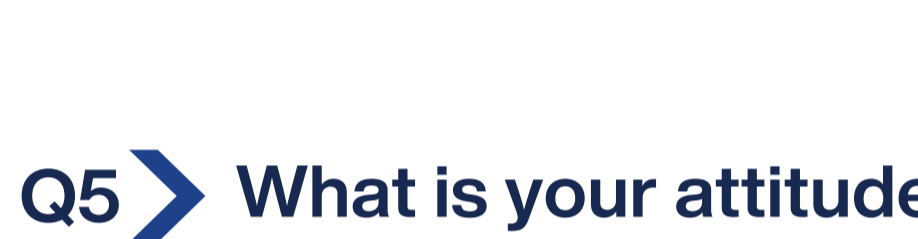
Trend (Mar-May)



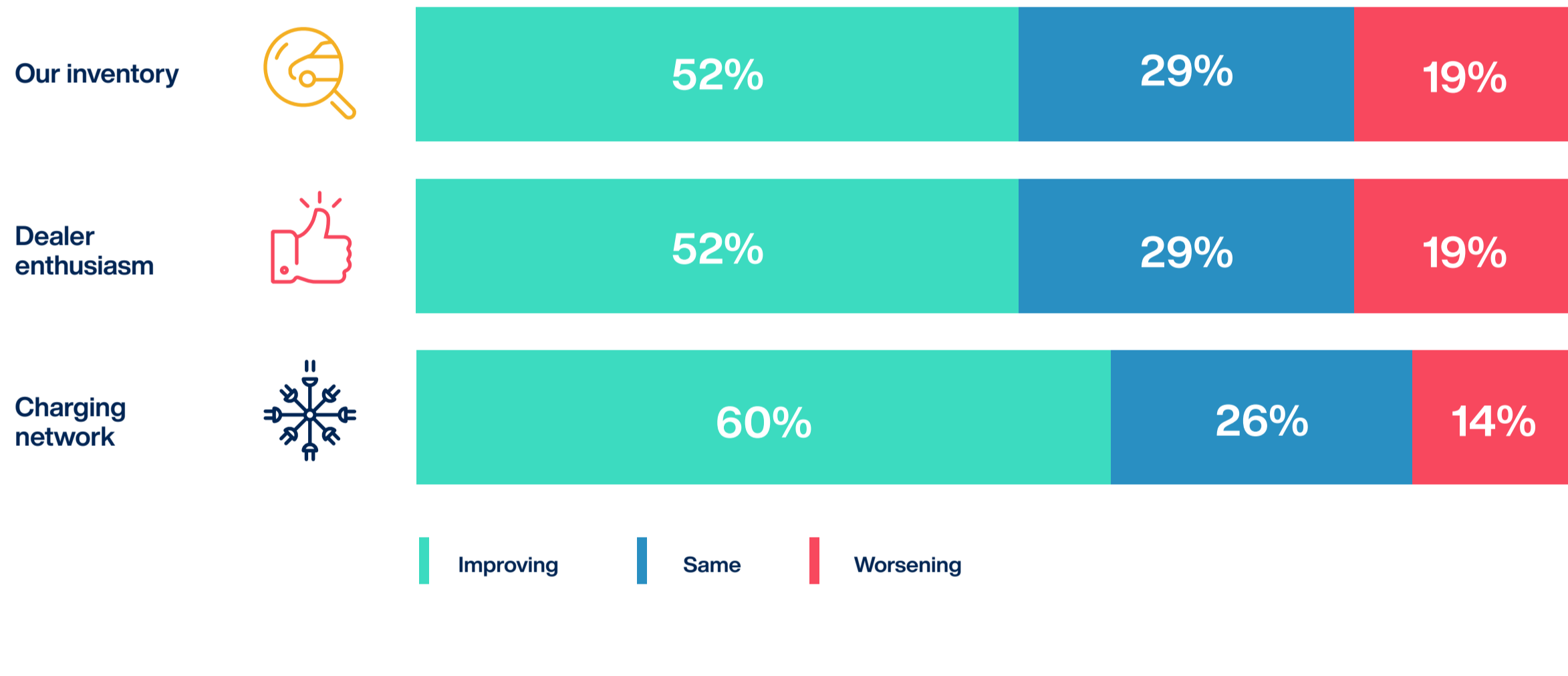
**Q4** What is your current experience of stock supply? (choose any)



Trend (Mar-May)



**Q5** What is your attitude to retailing EVs this month? (choose as any)

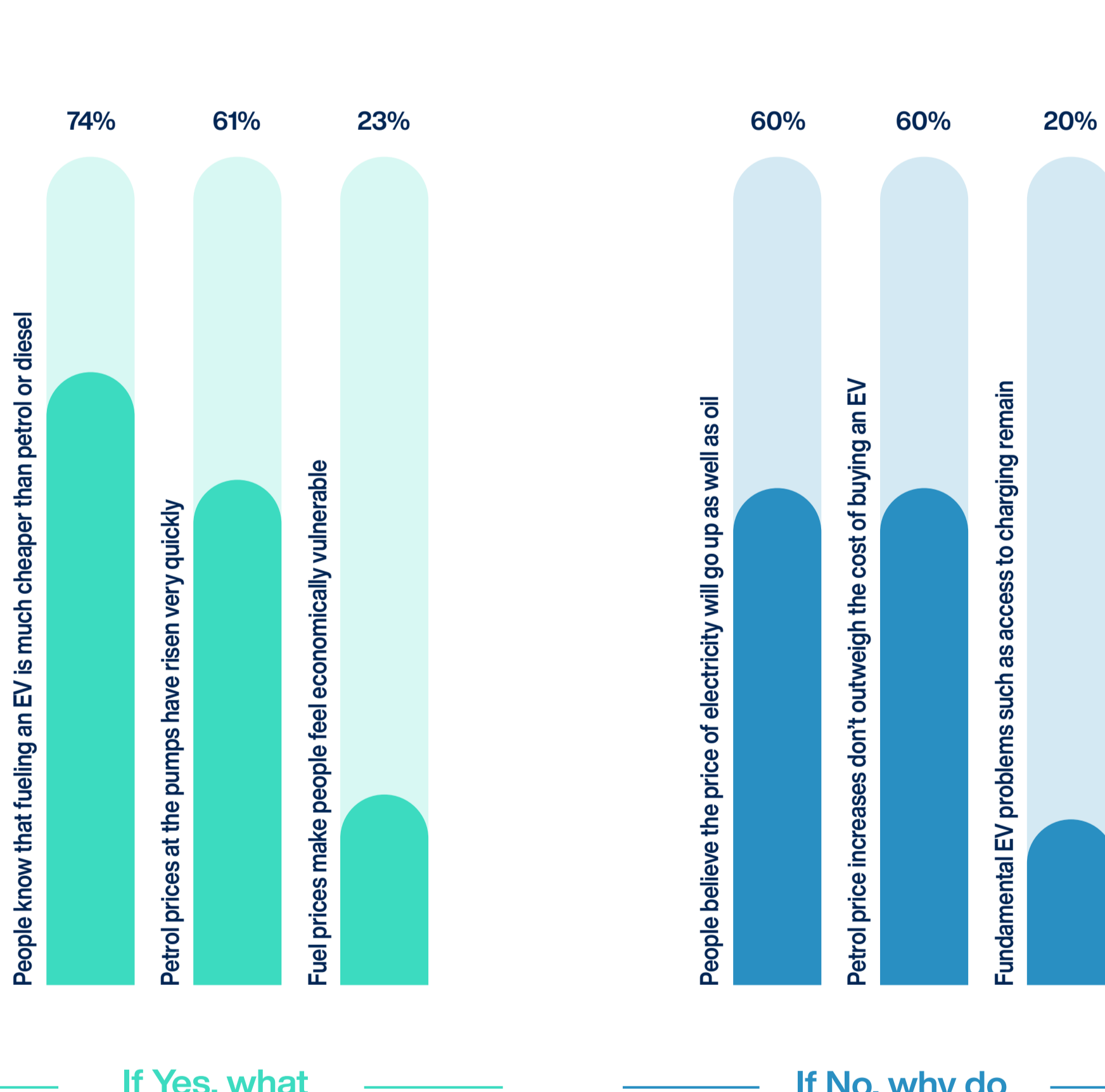


Trend (Mar-May)



## Topical Questions

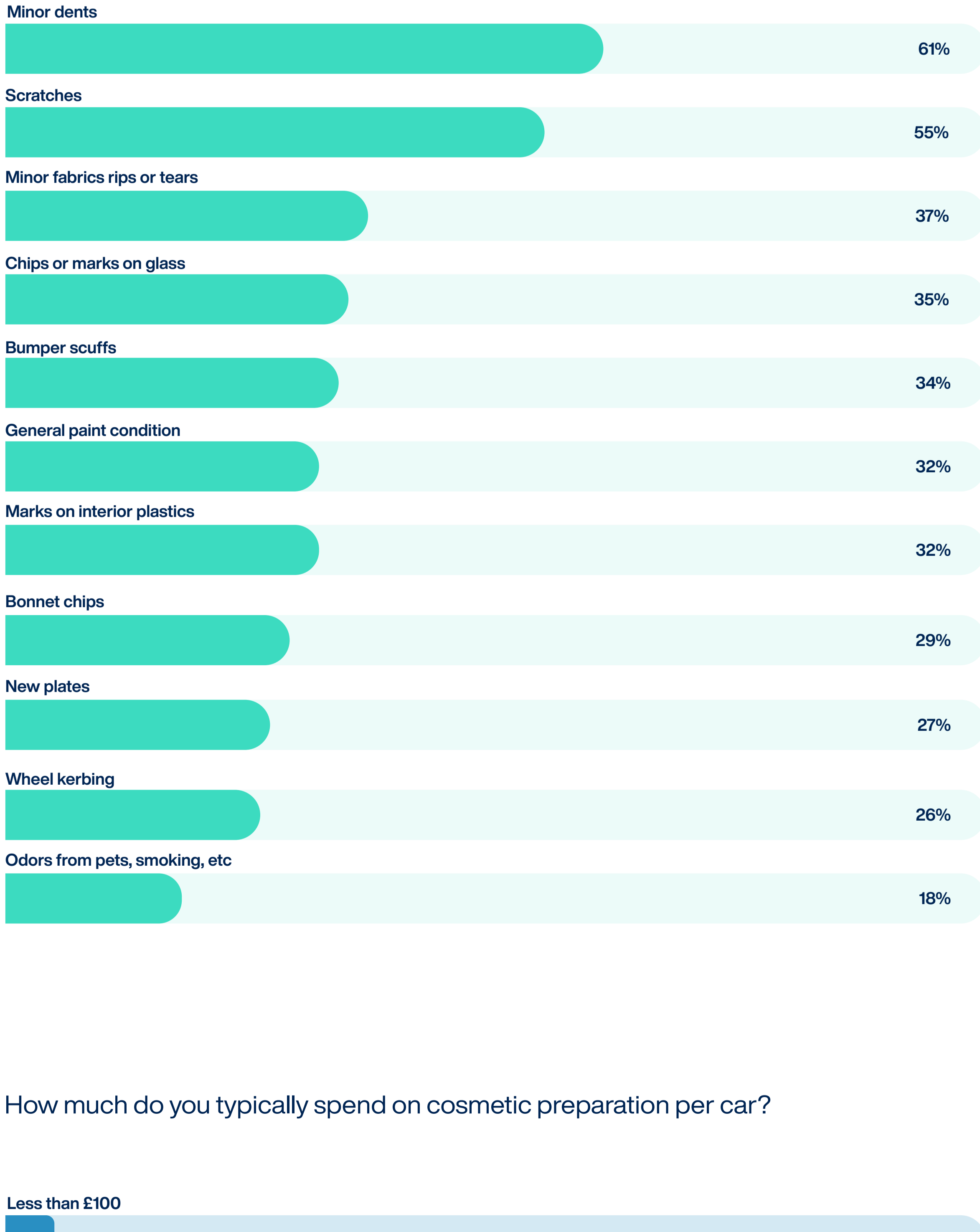
**Q6** Do world events that affect oil prices such as the situation in Iran cause more car buyers to think about switching to an EV? (choose as many as apply)



If Yes, what do you think the causes will be?

If No, why do you think they will survive?

**Q7** Our research shows that 33% of dealers are spending more time on cosmetically preparing cars as a result of car stock ageing. Which are you most likely to fix to increase consumer appeal? (choose as many as apply)



How much do you typically spend on cosmetic preparation per car?

