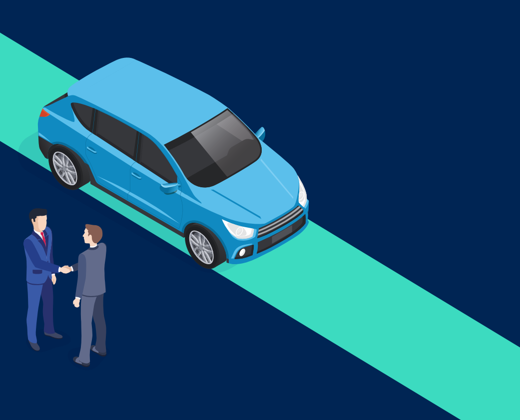
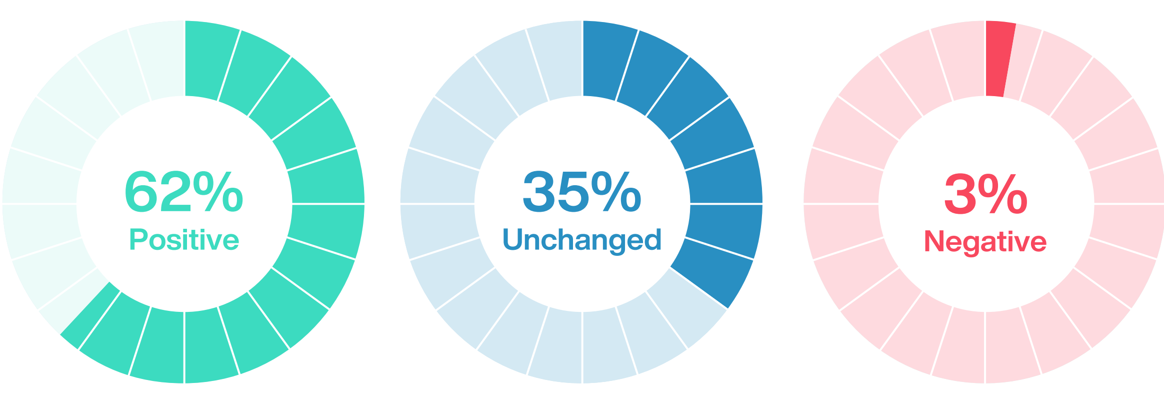
startline
used car tracker

What drives dealers

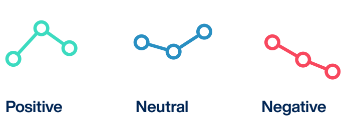


August 2026

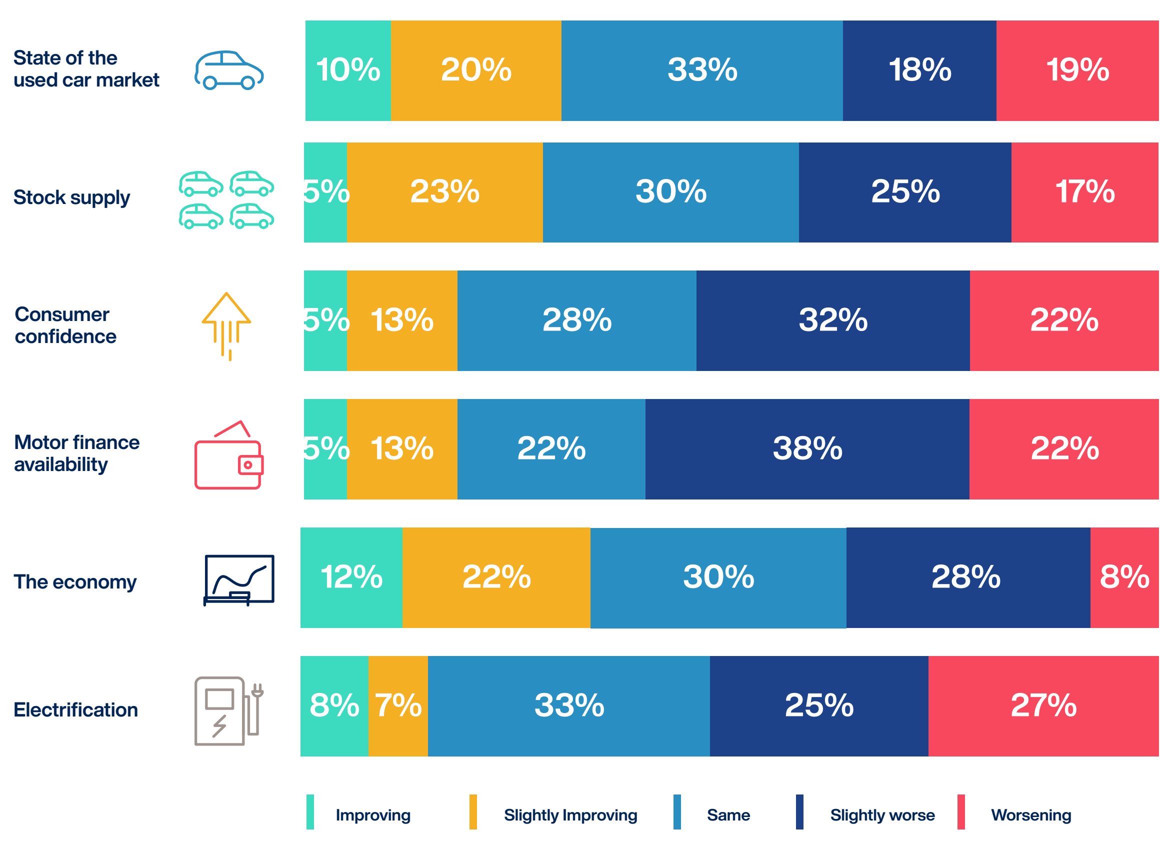
Q1 Do you feel more positive or negative about the used car market than last month?



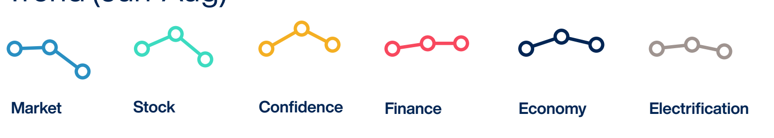
Trend (Jun-Aug)



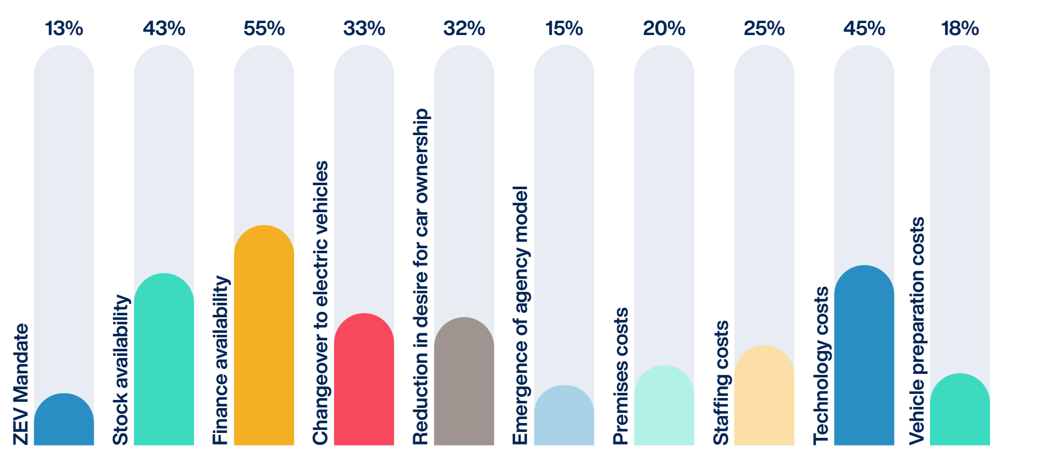
Q2 How do you feel about the following factors compared to last month?



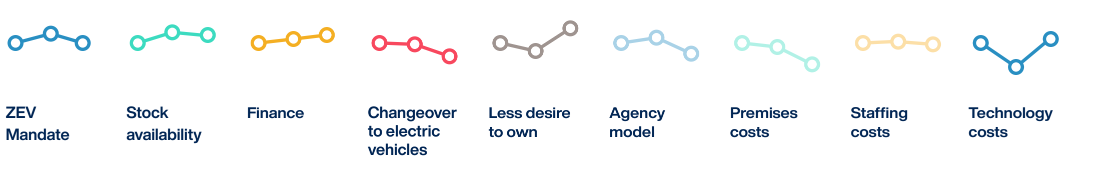
Trend (Jun-Aug)



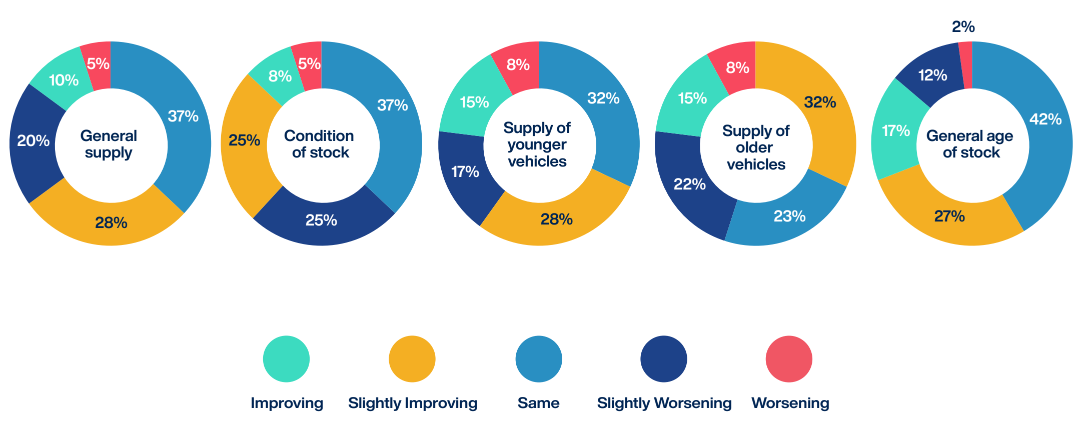
Q3 What do you see as the biggest challenge(s) for your future retailing of used cars?



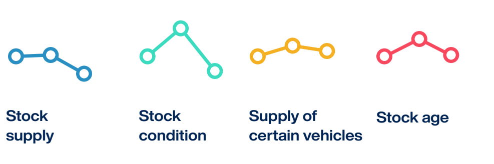
Trend (Jun-Aug)



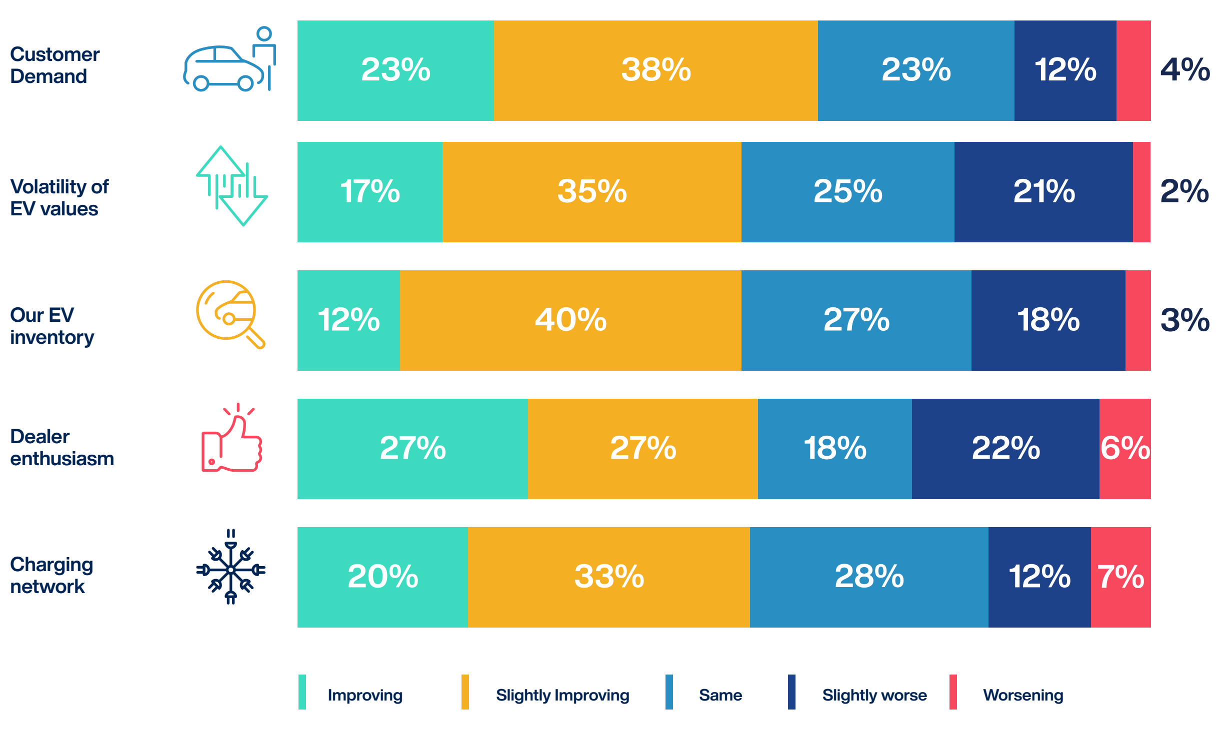
Q4 What is your current experience of stock supply? (choose any)



Trend (Jun-Aug)



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



Trend (Jun-Aug)

Topical Questions

Q6 Recent research in the Startline Used Car Tracker showed dealers believe the rising cost of the technology they use is one of the biggest challenges facing them. Which of these are you finding the biggest financial burden? (Please rank)

Dealer management system
Rank 1

Cost of advertising platform
Rank 2

Finance management platform
Rank 3

Workshop management system
Rank 4

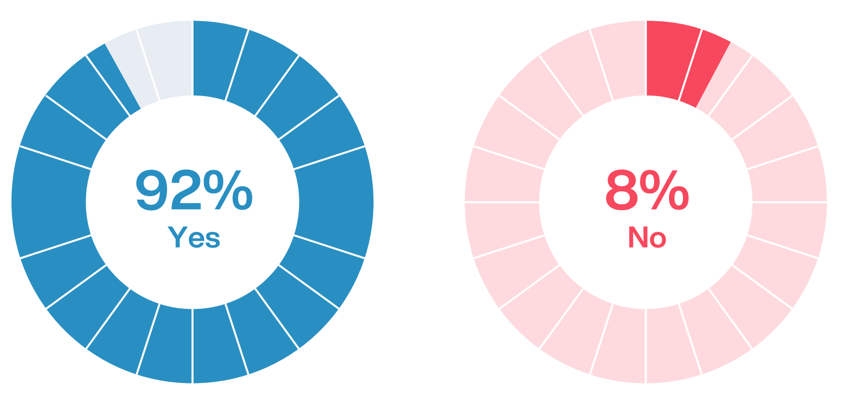
Lead management system
Rank 5

Dealer web site design and hosting
Rank 6

Aftersales platform
Rank 7

Investment in new AI tools
Rank 8

Has the cost of dealer technology risen above inflation in the last year? (Choose as many as apply)



Q7 AutoTrader and other sources show demand for used EVs is starting to rise, with prices increasing and speed of sale falling, especially in the 3-5 year old sector. What do you think is driving this trend? (Please rank)

Recent fuel price increases caused by the Iran War
Rank 1

Volume of used EV stock is providing more choice
Rank 2

Used EV pricing is now very attractive
Rank 3

EVs are becoming more commonplace
Rank 4

The charging infrastructure is now visibly better
Rank 5

There is less fear of battery failure
Rank 6

Battery health checks are having a positive effect
Rank 7

Do you expect this trend for increased EV demand to continue over the rest of the year? (Choose as many as apply)