

## What drives consumers?

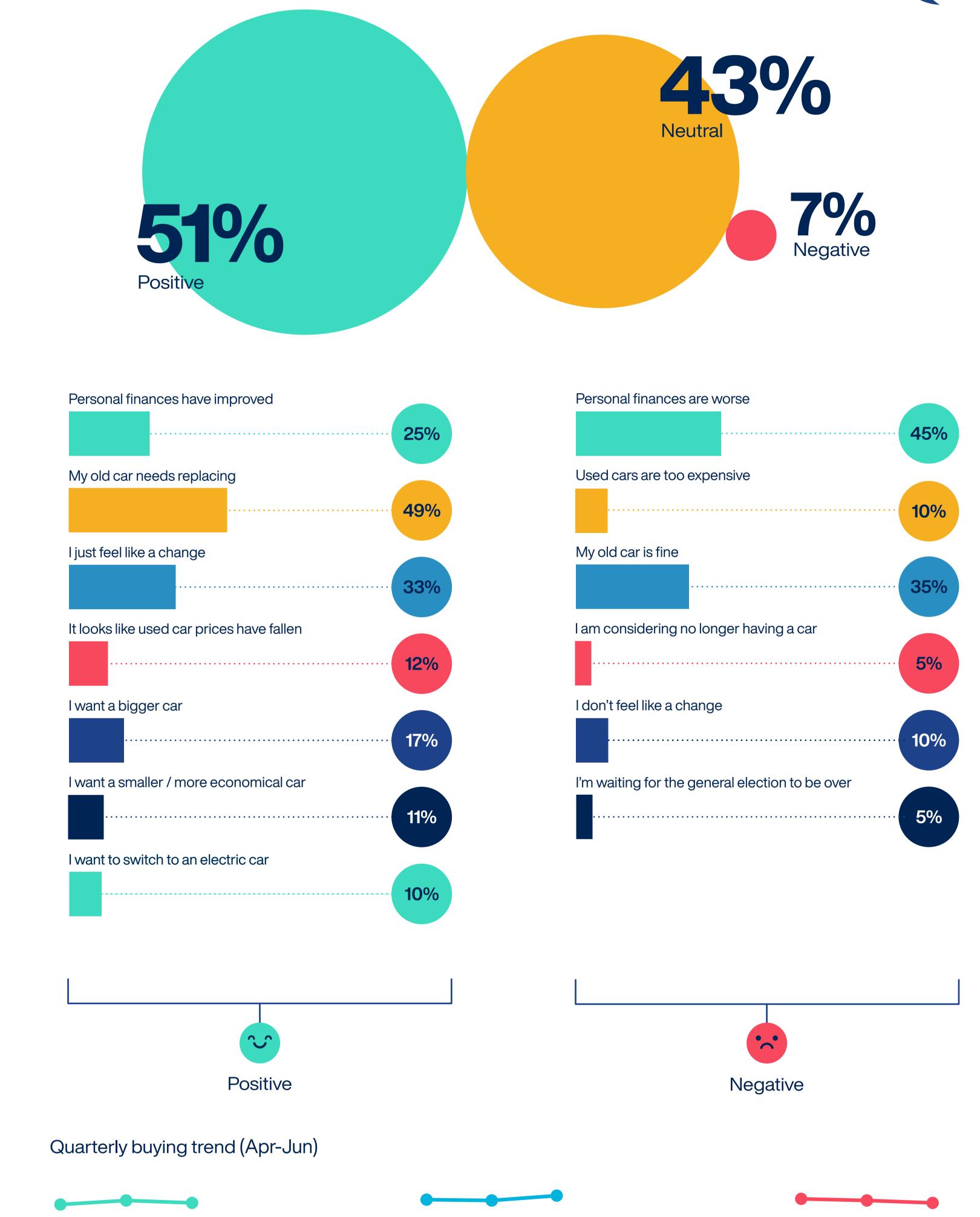
Positive

Petrol



### How do you feel about the idea of buying a used car this month?

Question 1



### Diesel

Neutral

Question 2

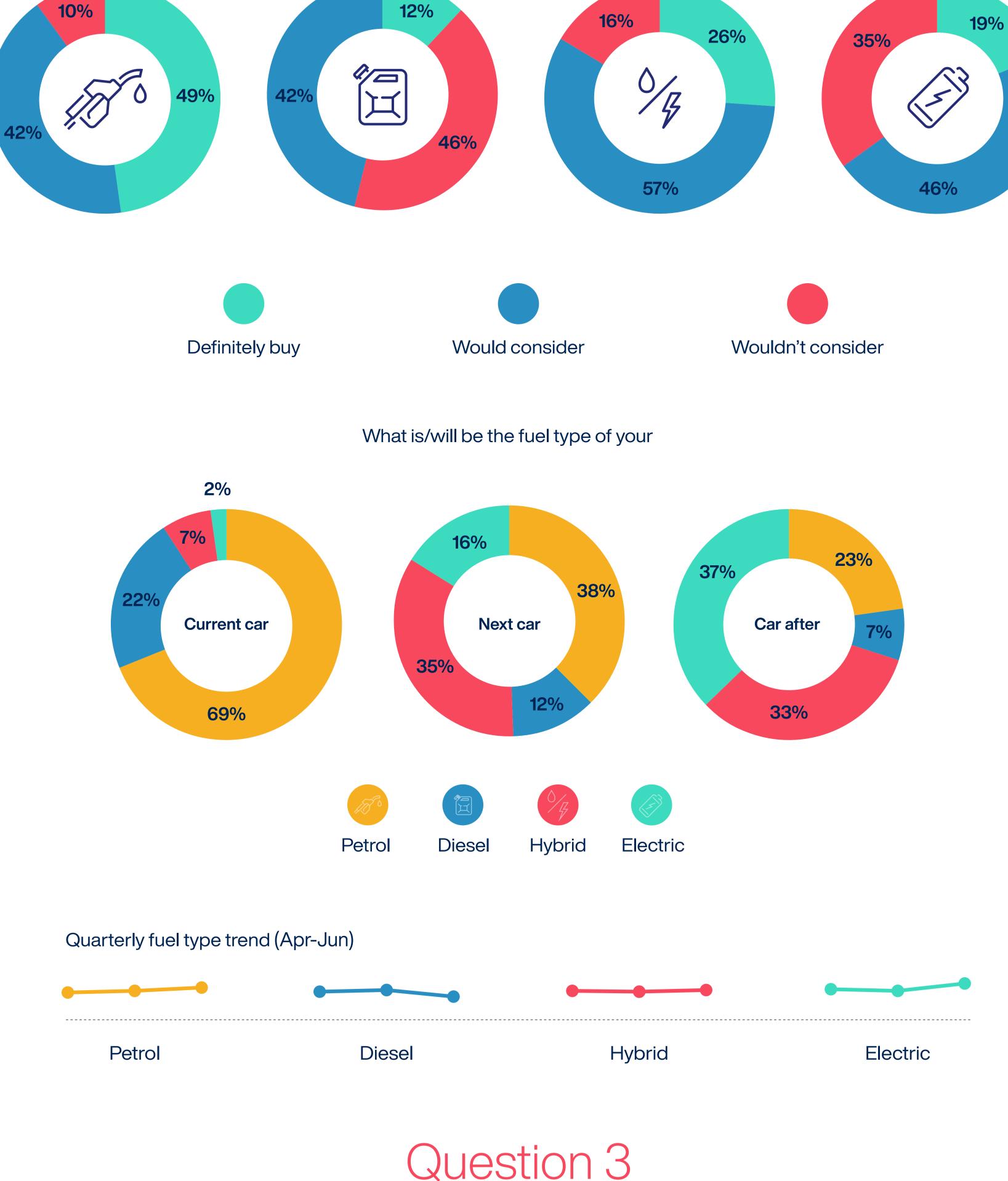
If you were buying a used car now, what fuel type would you choose?

Negative

Electric

### 12% **16**%

Hybrid



**73**%

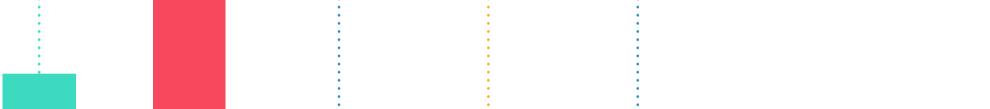
**72**%

I'm doing fewer miles

Running costs

I'm doing more miles

Which of these running costs would influence your choice of car? (choose as many as apply)



Family size has changed

Other

7%

15%

14%

1%

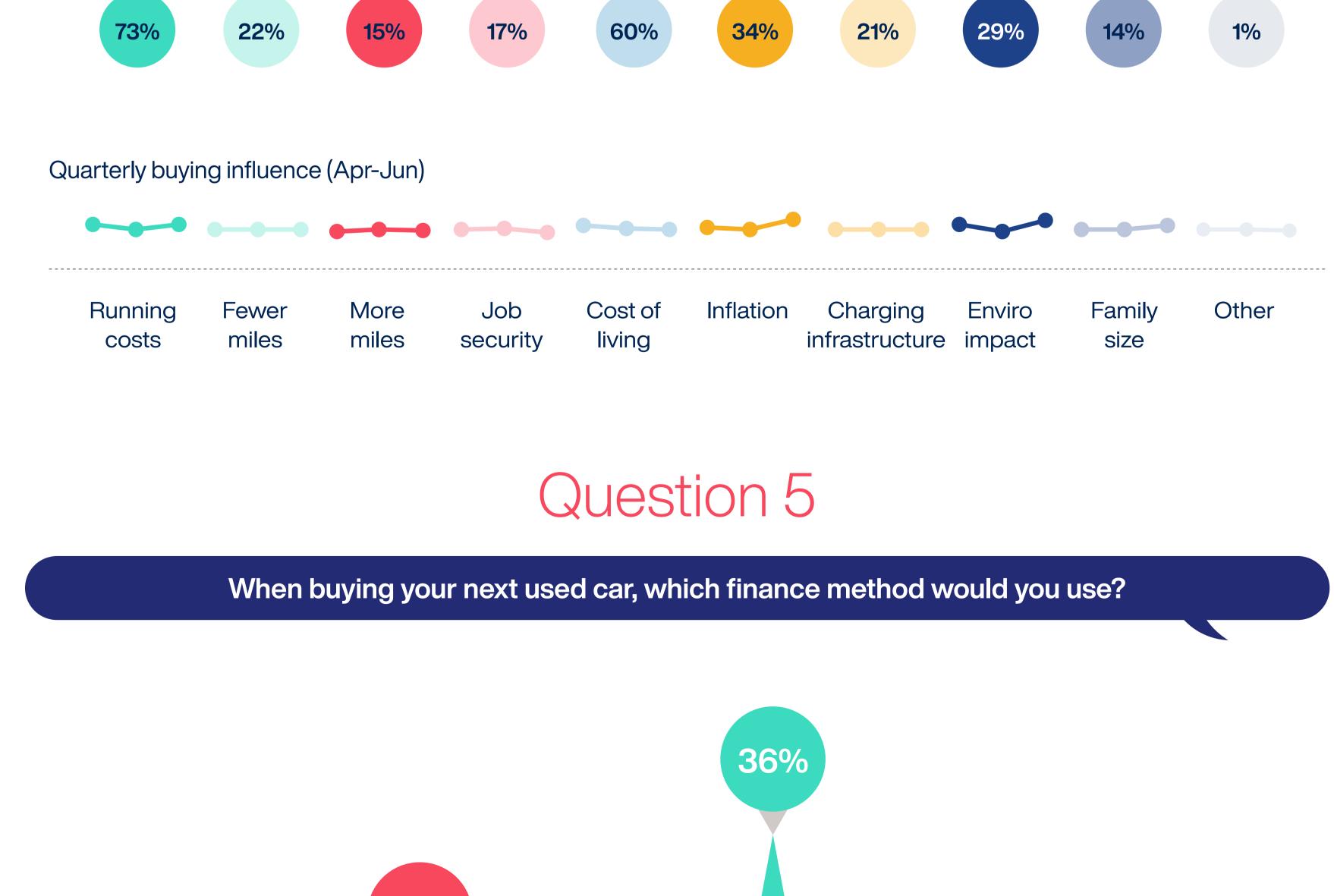
35%

1%

Charging infrastructure

**Environmental impact** 





15%

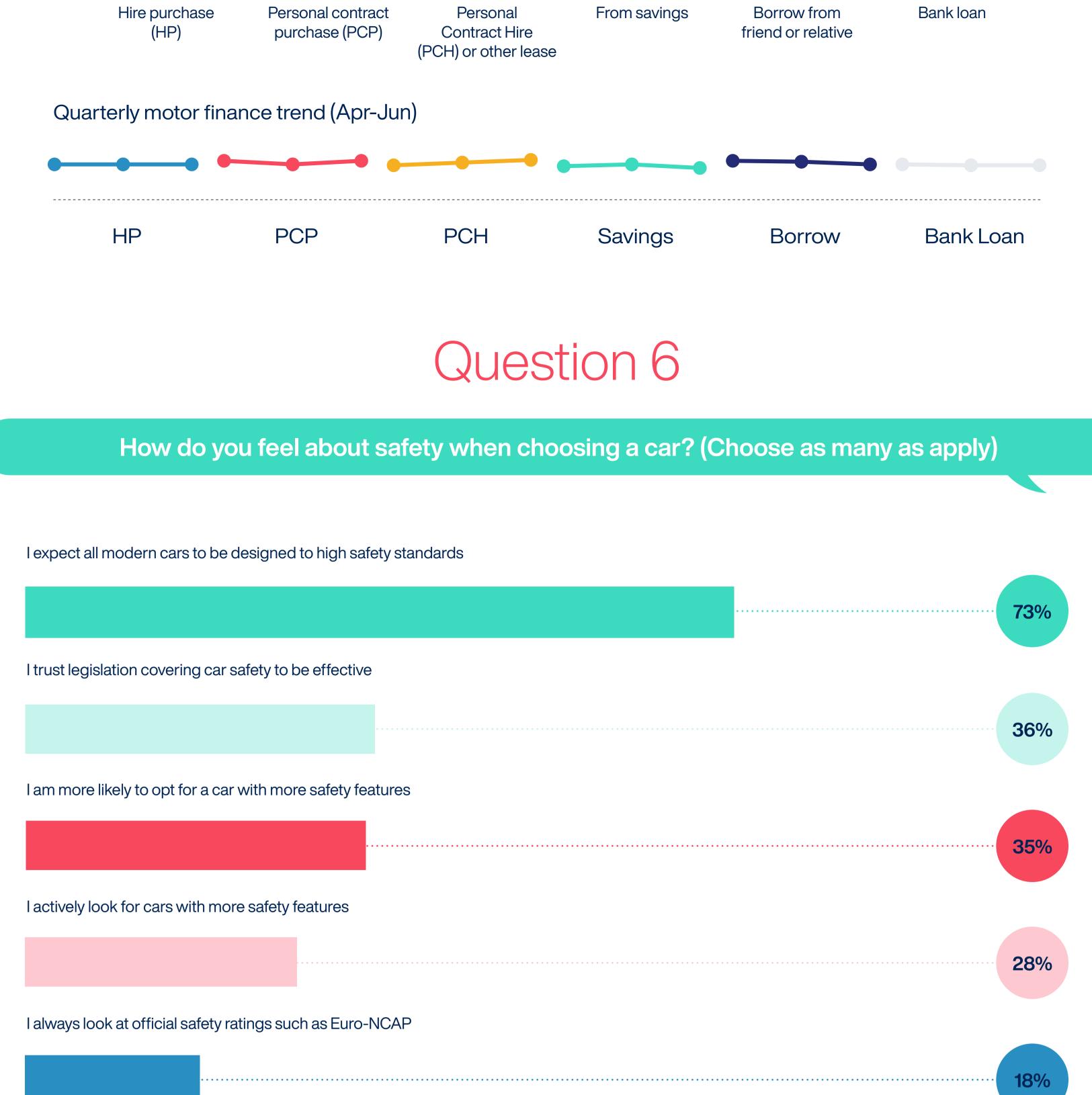
Cost of living

Inflation

Job security

24%

18%



# Question 7

Dealers don't provide enough information about safety in their car descriptions

Other factors such as running costs are more important

Yes, more needs to be done to make electric cars affordable

I don't think about car safety

### 50% Government should make it cheaper to buy an electric car

What do you think the government should do to get customers to consider

a used electric car? (Choose as many as apply)

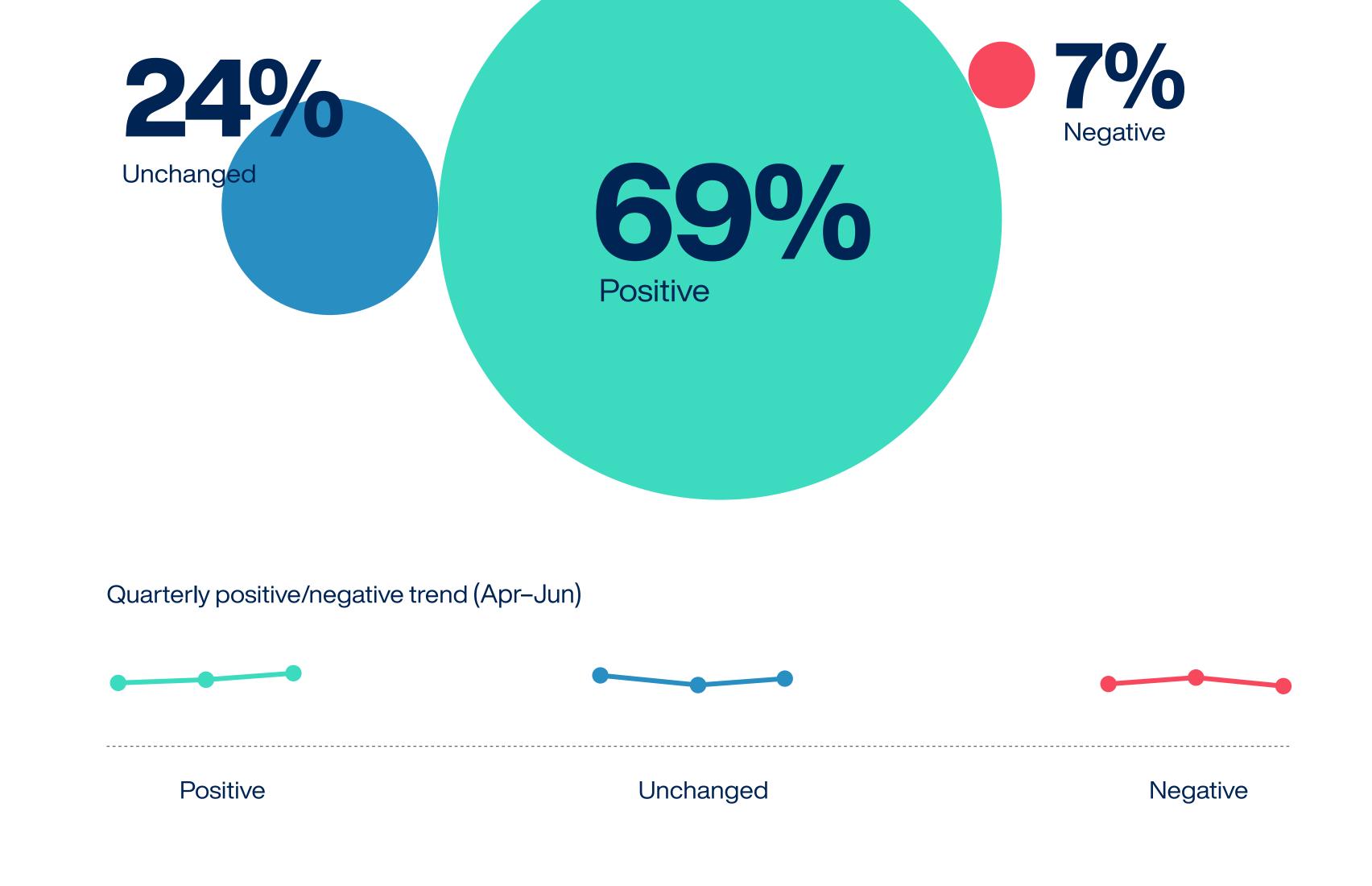




### What drives dealers?



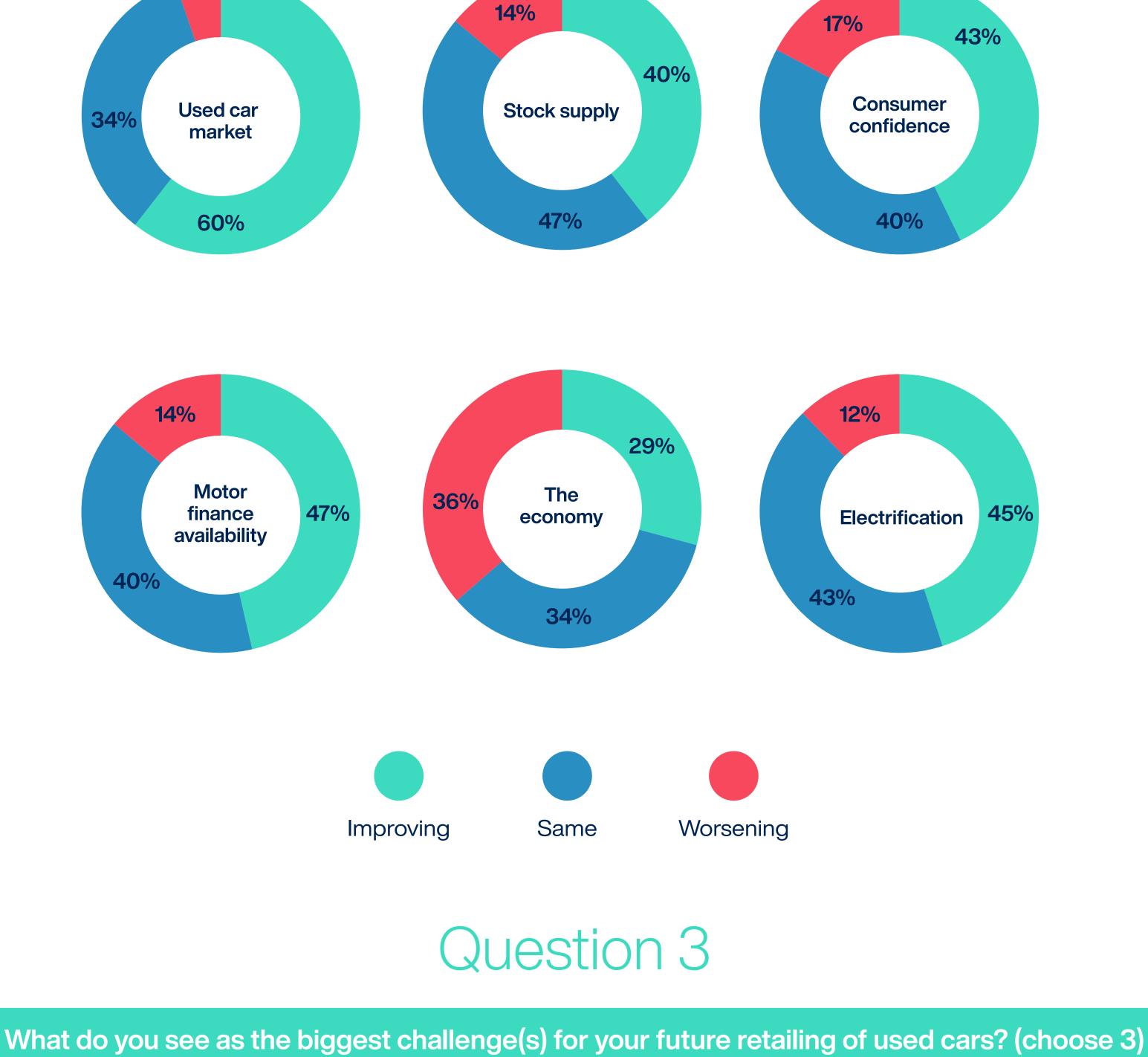
### Question 1 Do you feel more positive or negative about the used car market than last month?

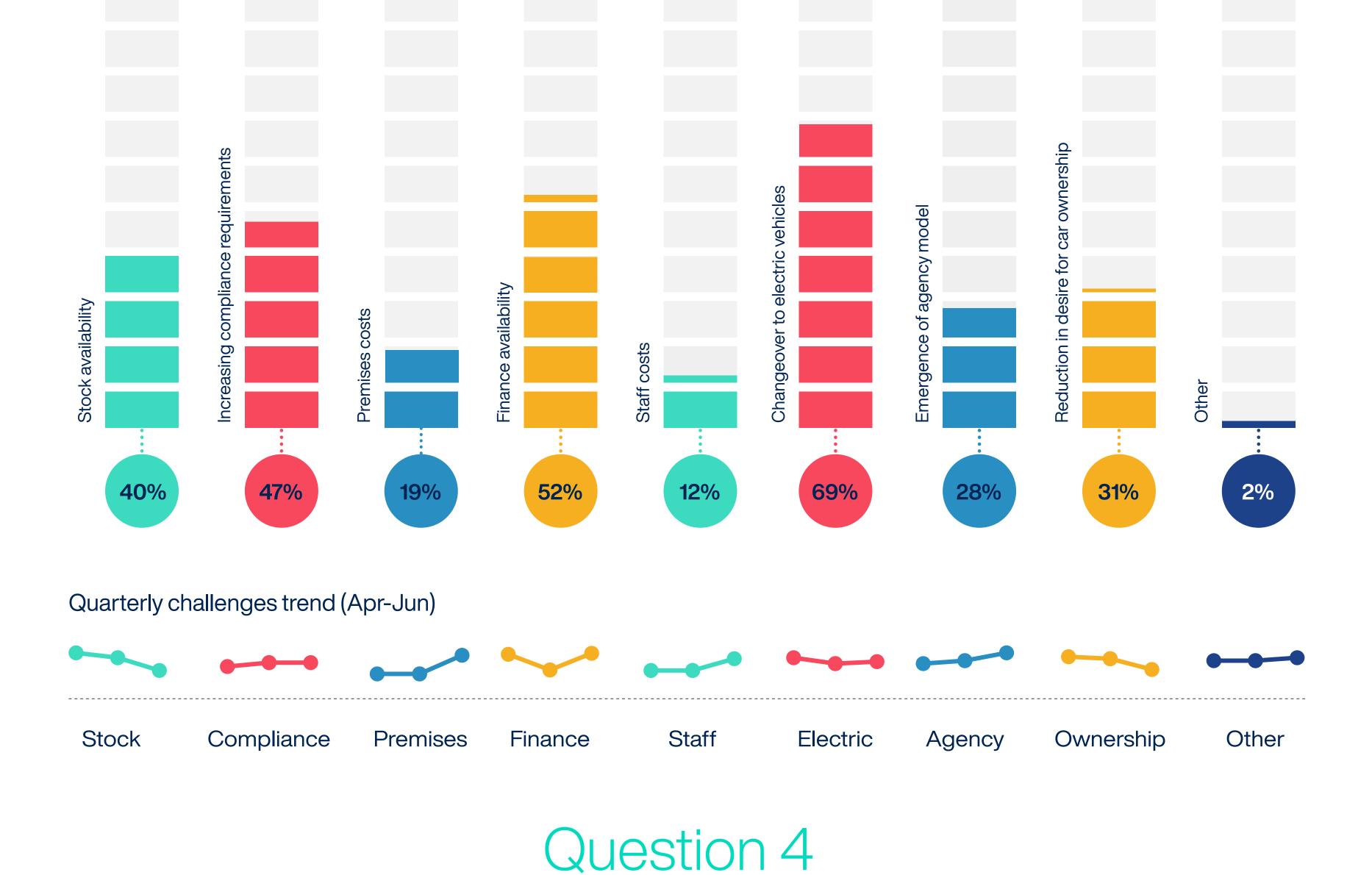


**5**%

Question 2

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





10%

**14**%

**Dealer EV** 

**Condition** is

19%

Stock is

40%

41%

vehicles is **57**% 38%

33%

**22**%

Supply

of certain

40%

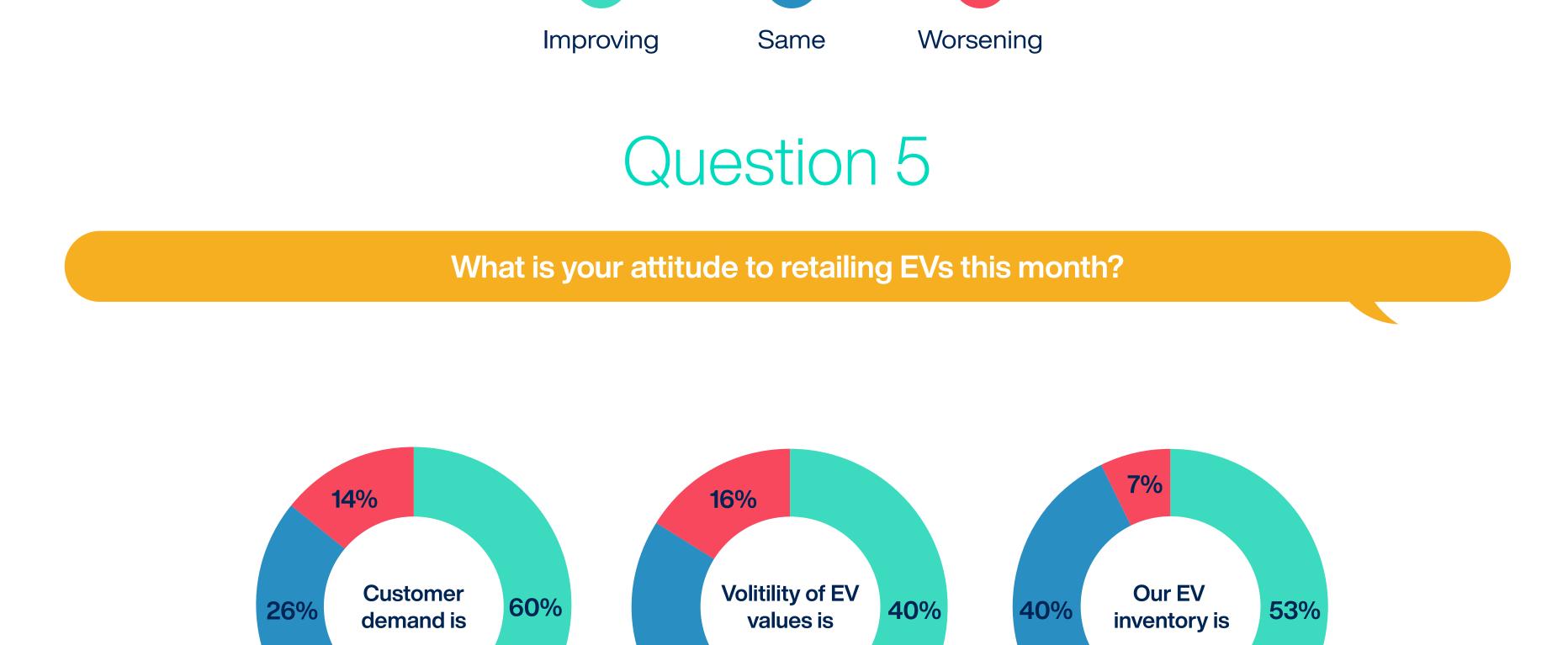
**14**%

41%

Age is

45%

What is your current experience of stock supply?



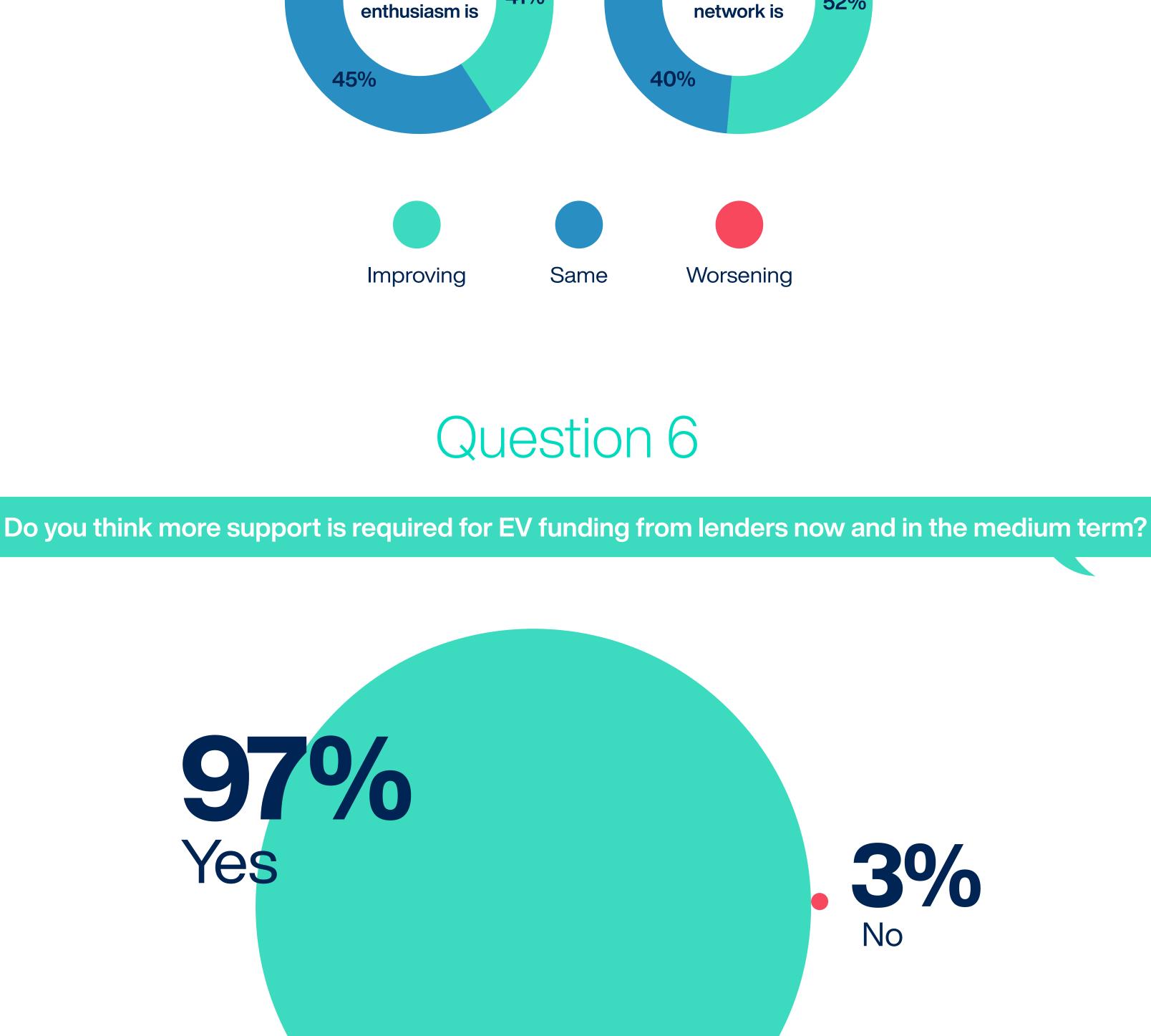
45%

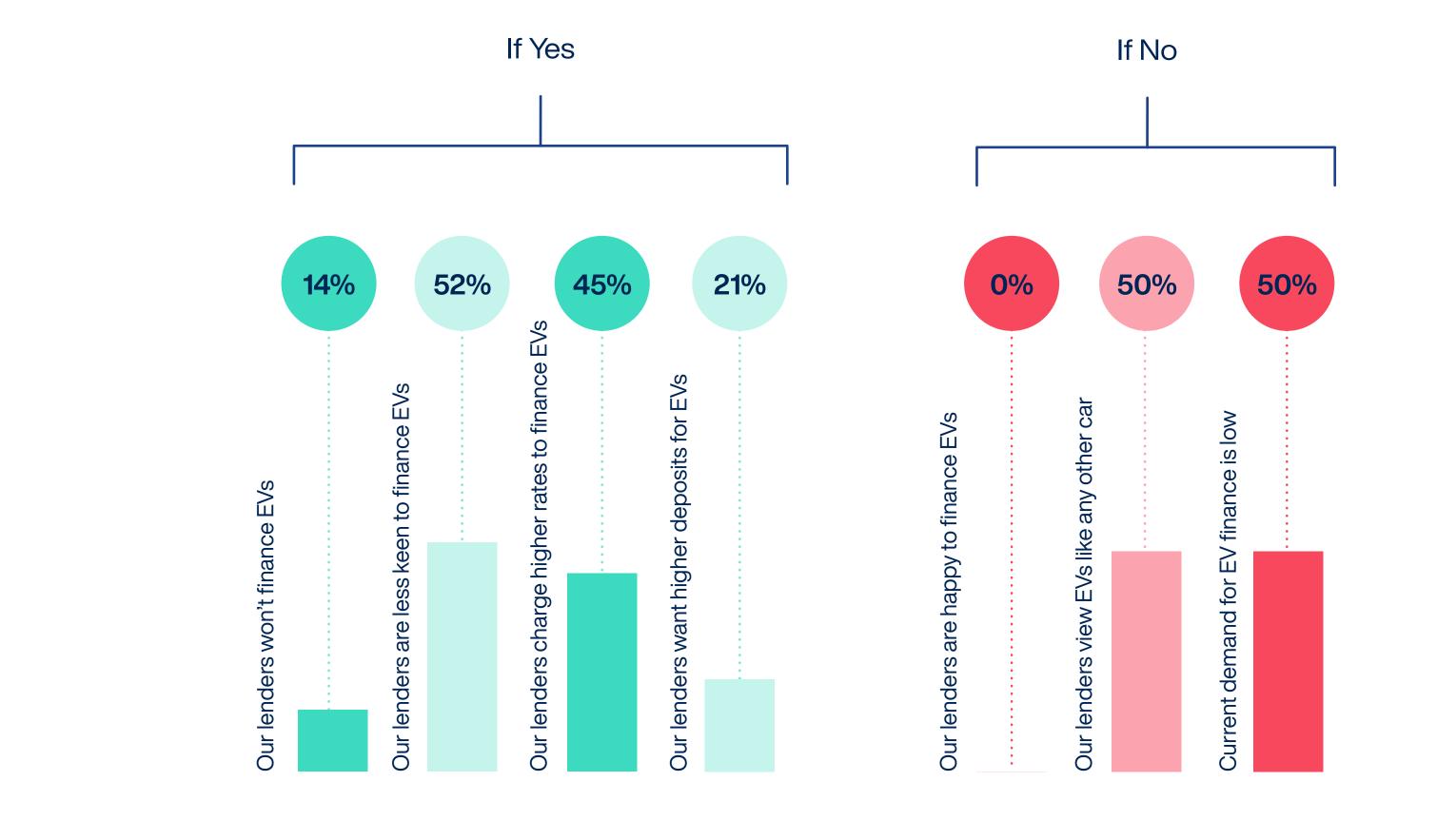
41%

9%

Charging

**52**%





Question 7

From what you have seen, which of the new Chinese brands do you expect to make

an impact in the UK? (Choose any three)

