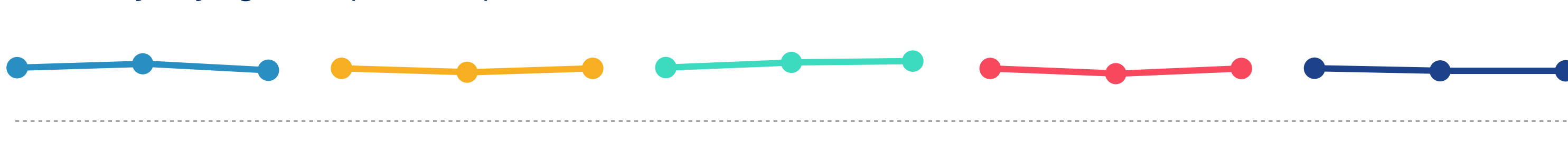
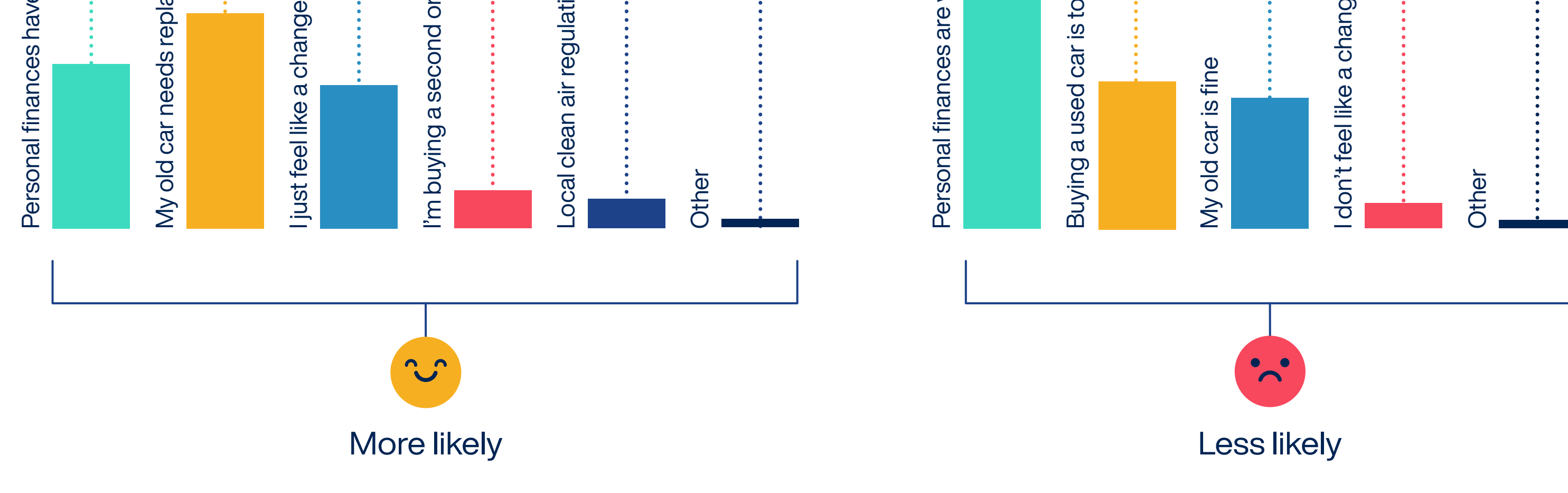
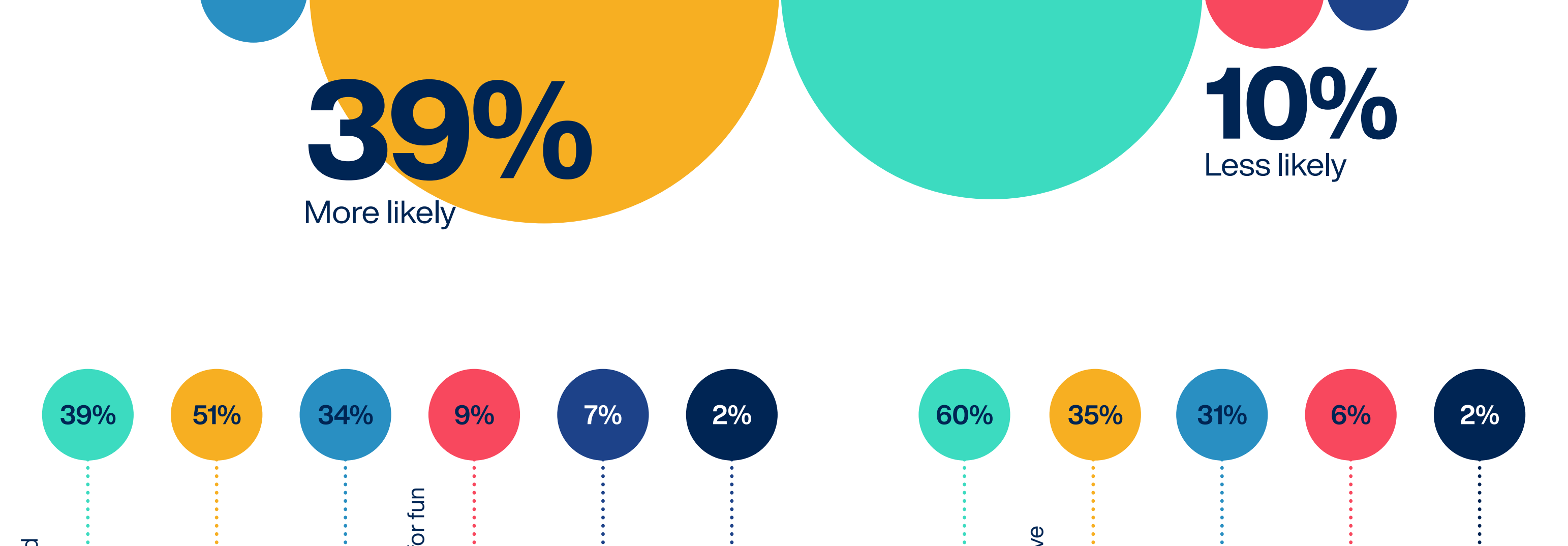


What drives consumers?



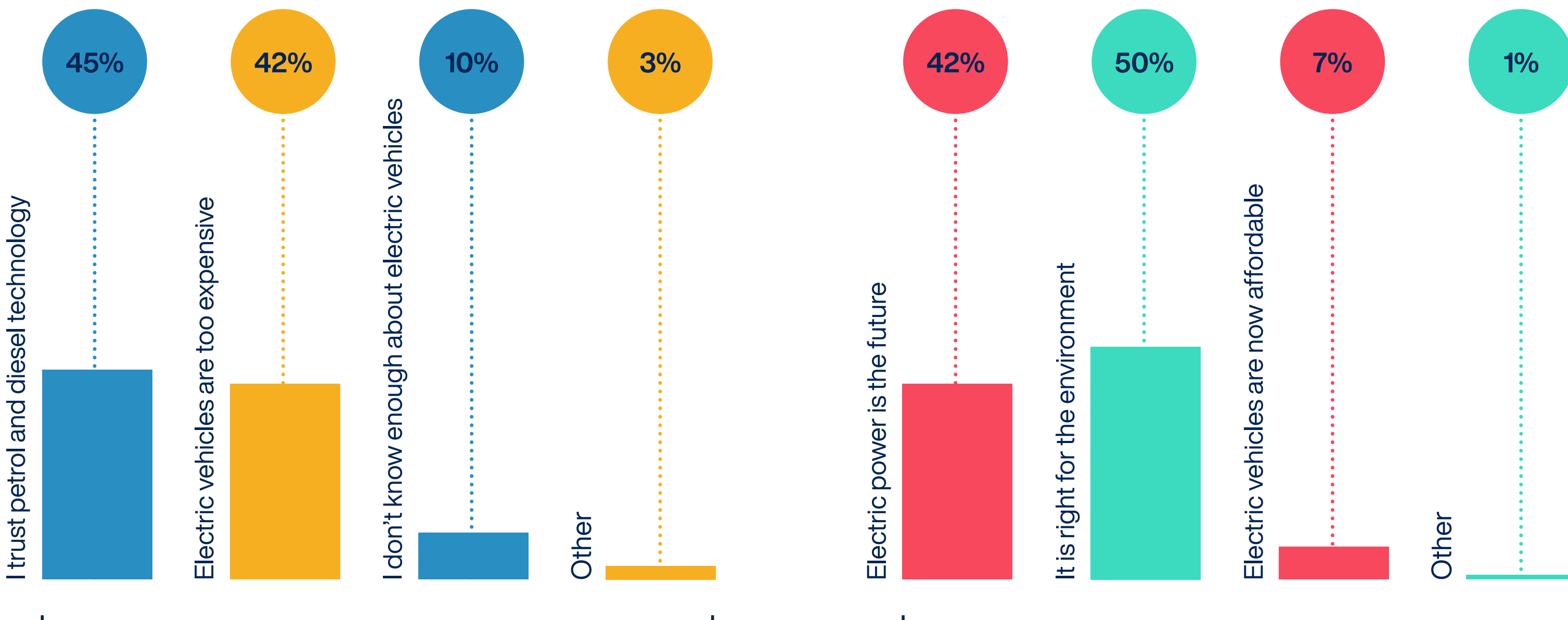
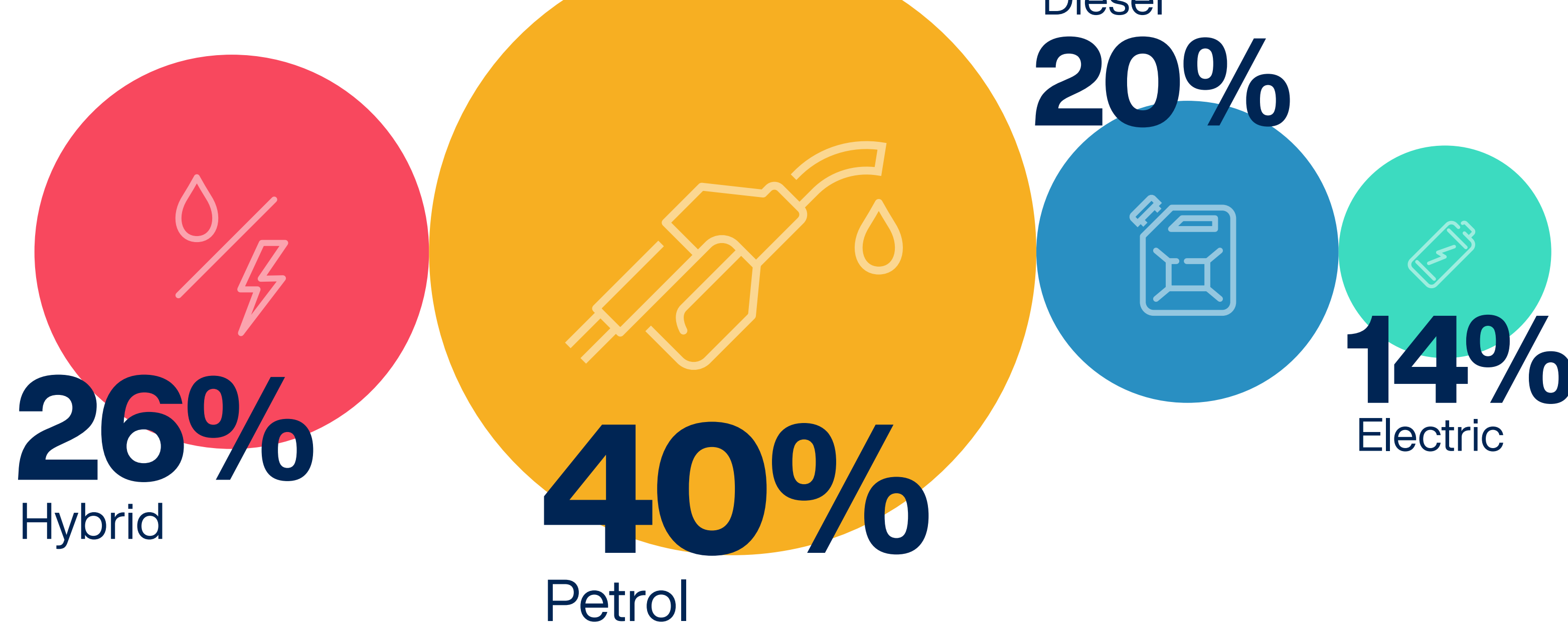
Question 1

Do you feel more likely to buy a used car now than last month?



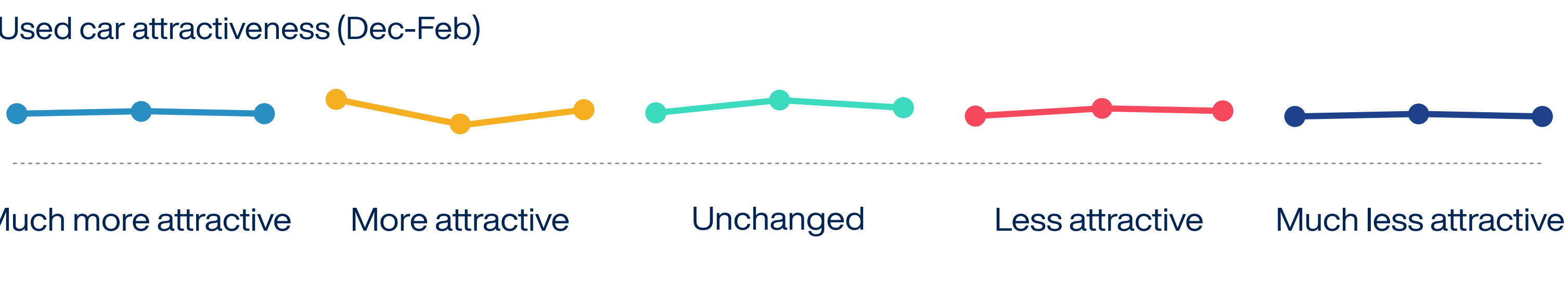
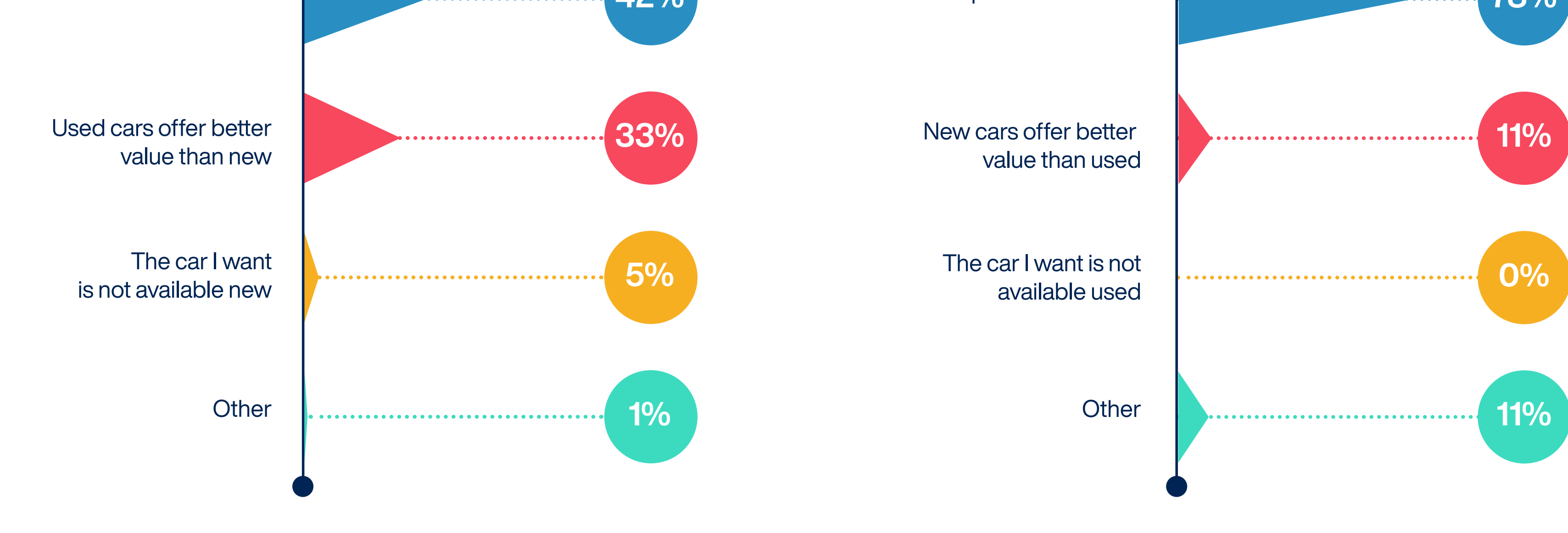
Question 2

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



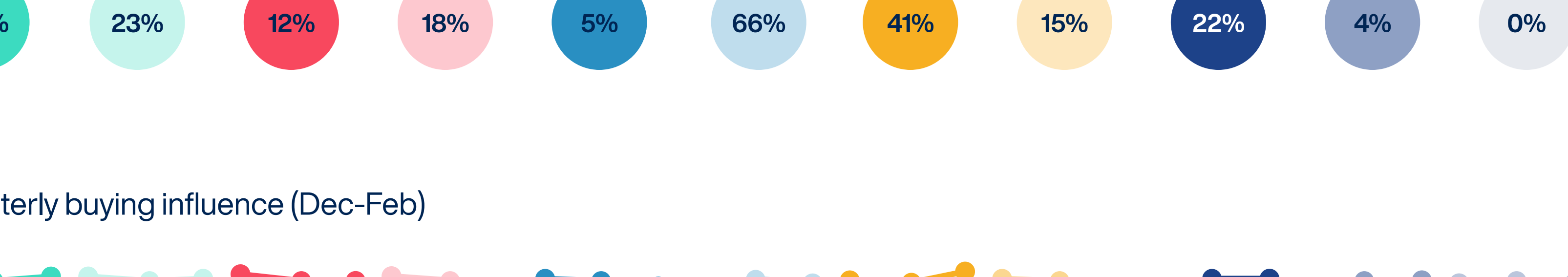
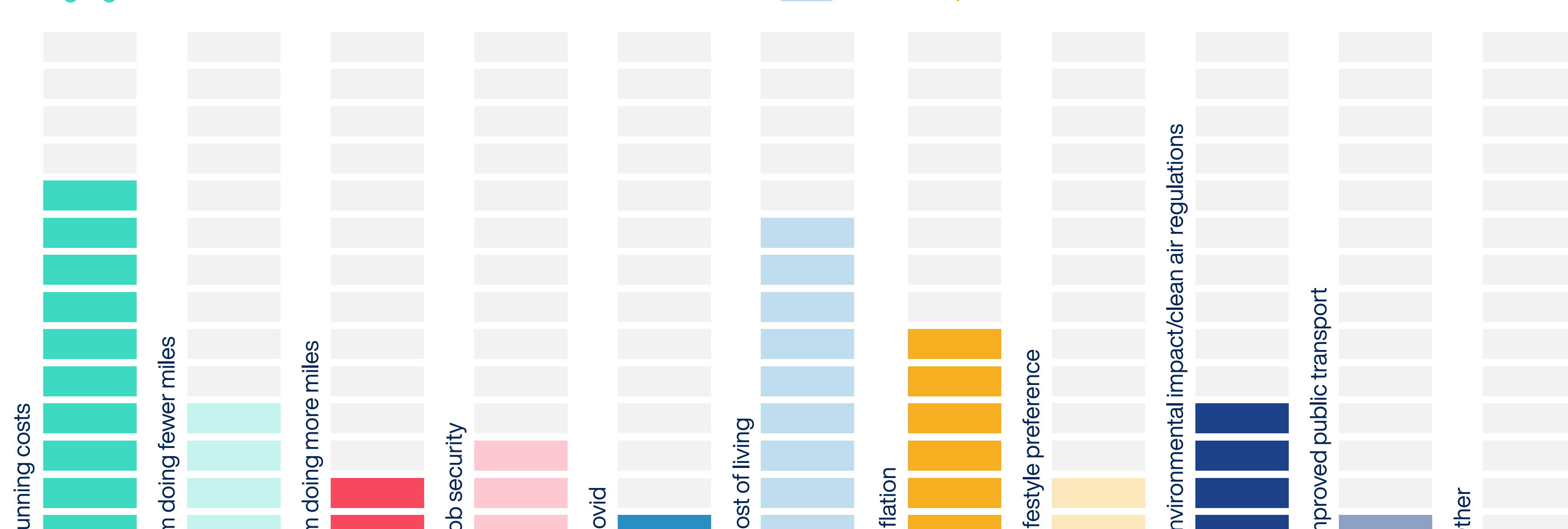
Question 3

Have used cars become more attractive purchases than new cars to you in the last month?



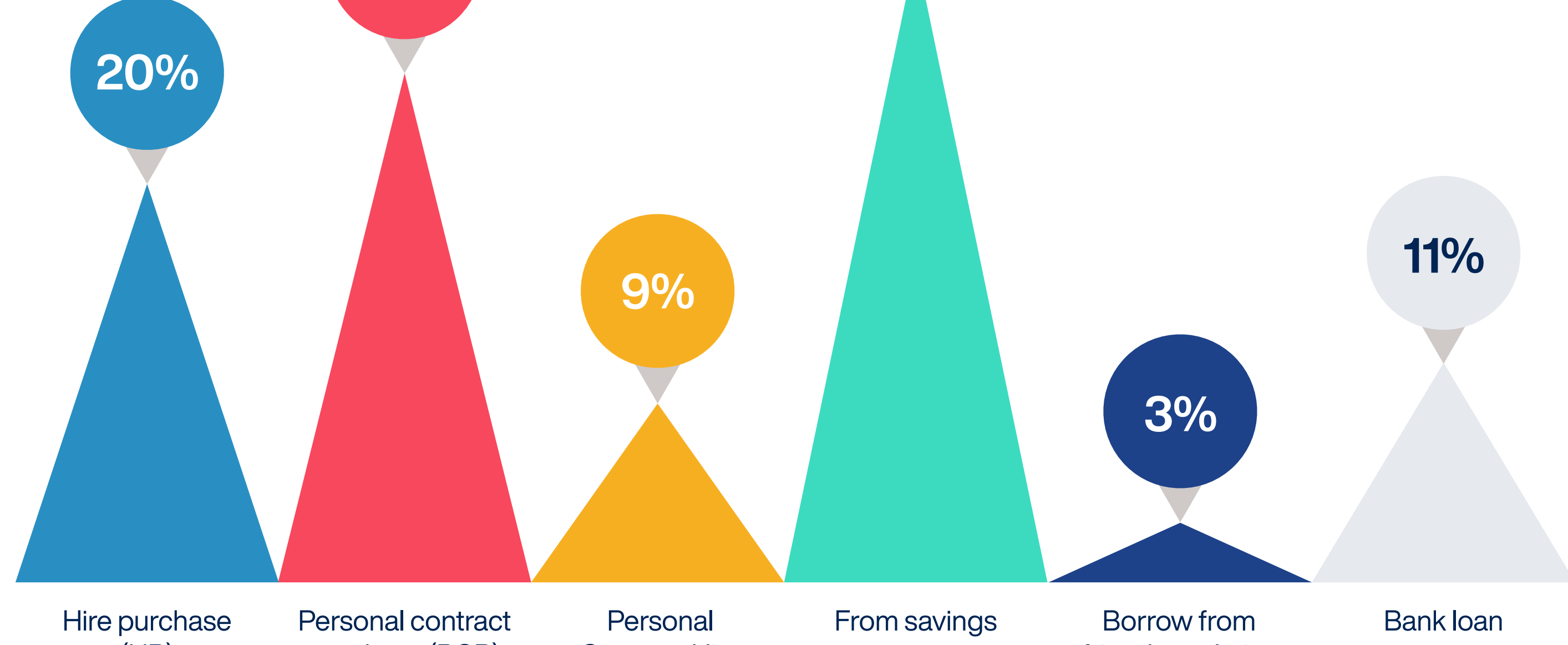
Question 4

If you were buying a used car now, which factors would influence your choice?



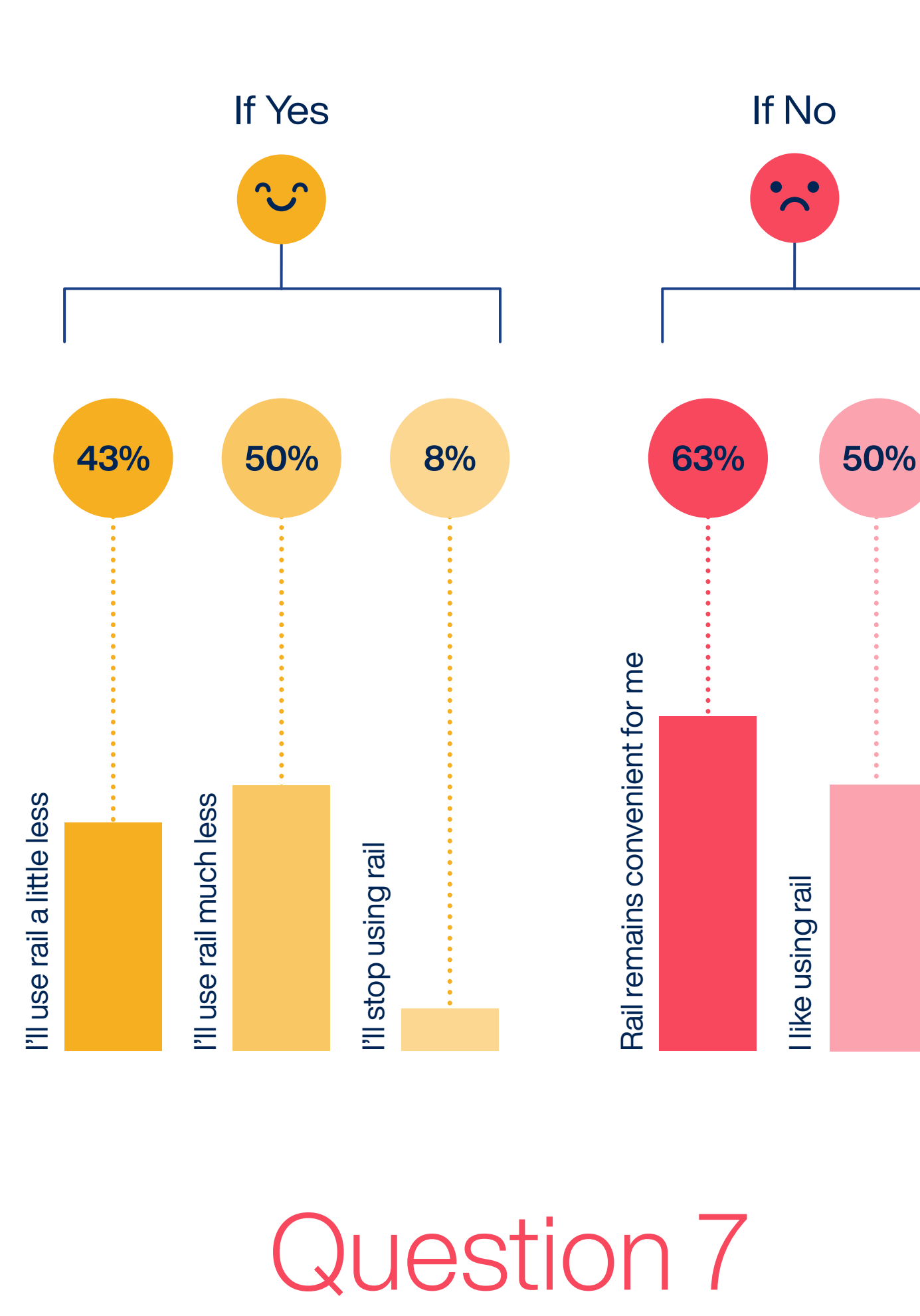
Question 5

When buying your next used car, which finance method would you use?



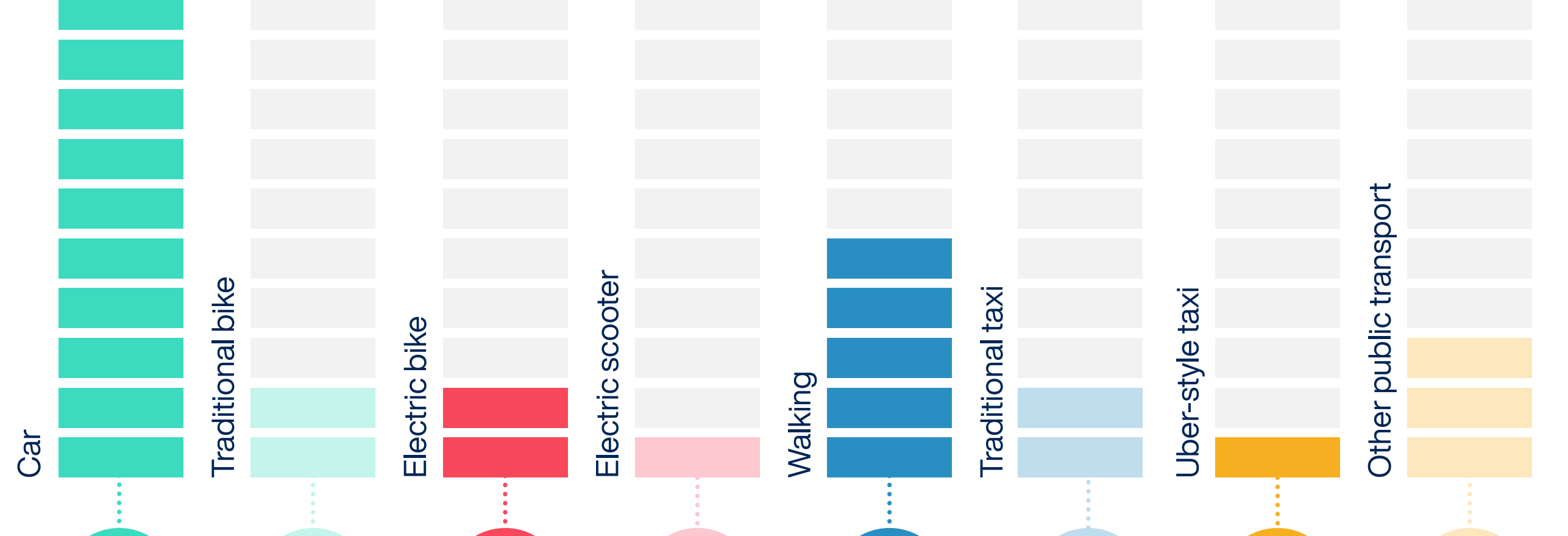
Question 6

Have the recent public transport strikes affected your view of using rail for personal travel?



Question 7

As a consequence of the strikes, what alternatives to rail would you consider using more often?

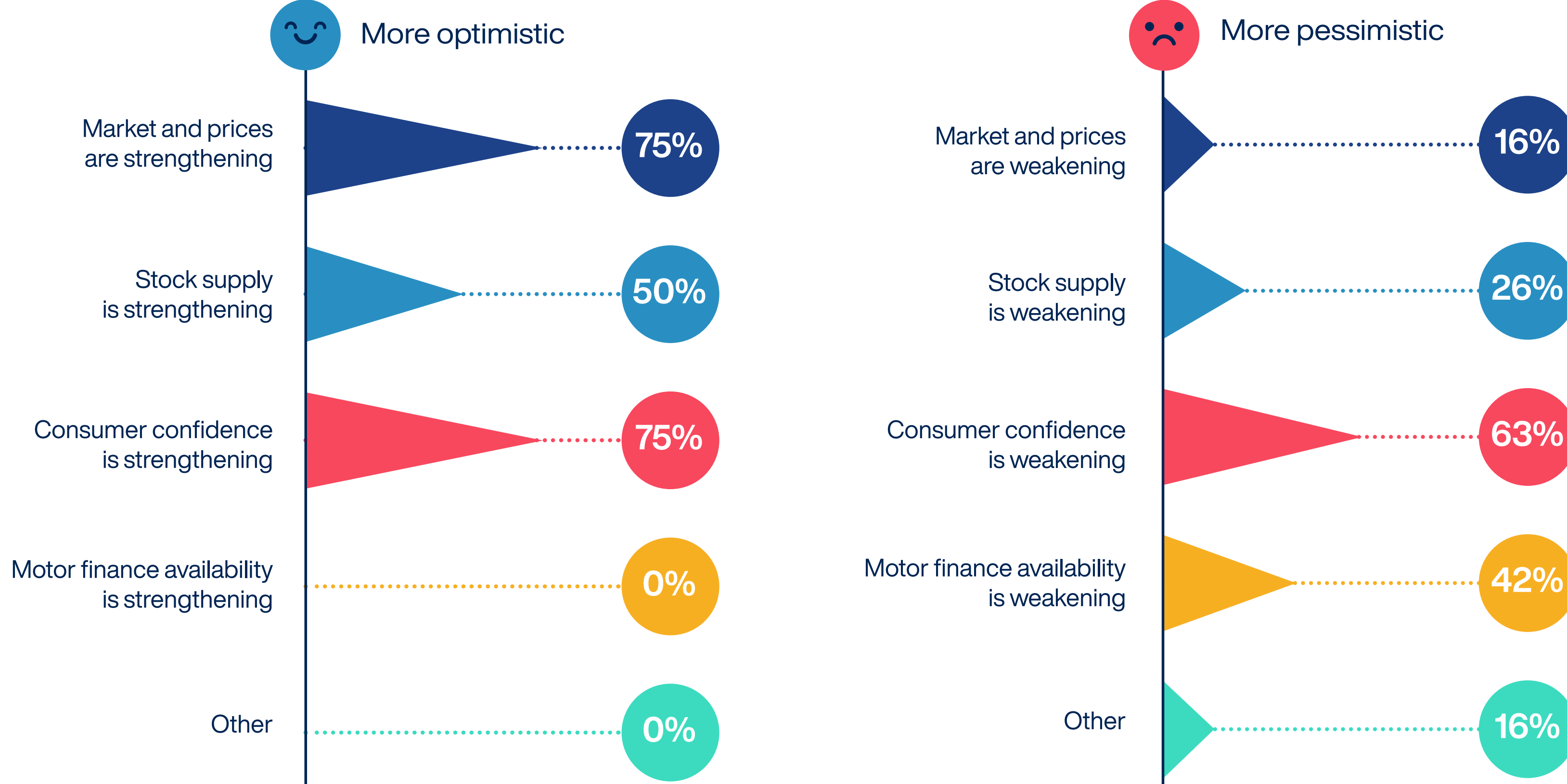
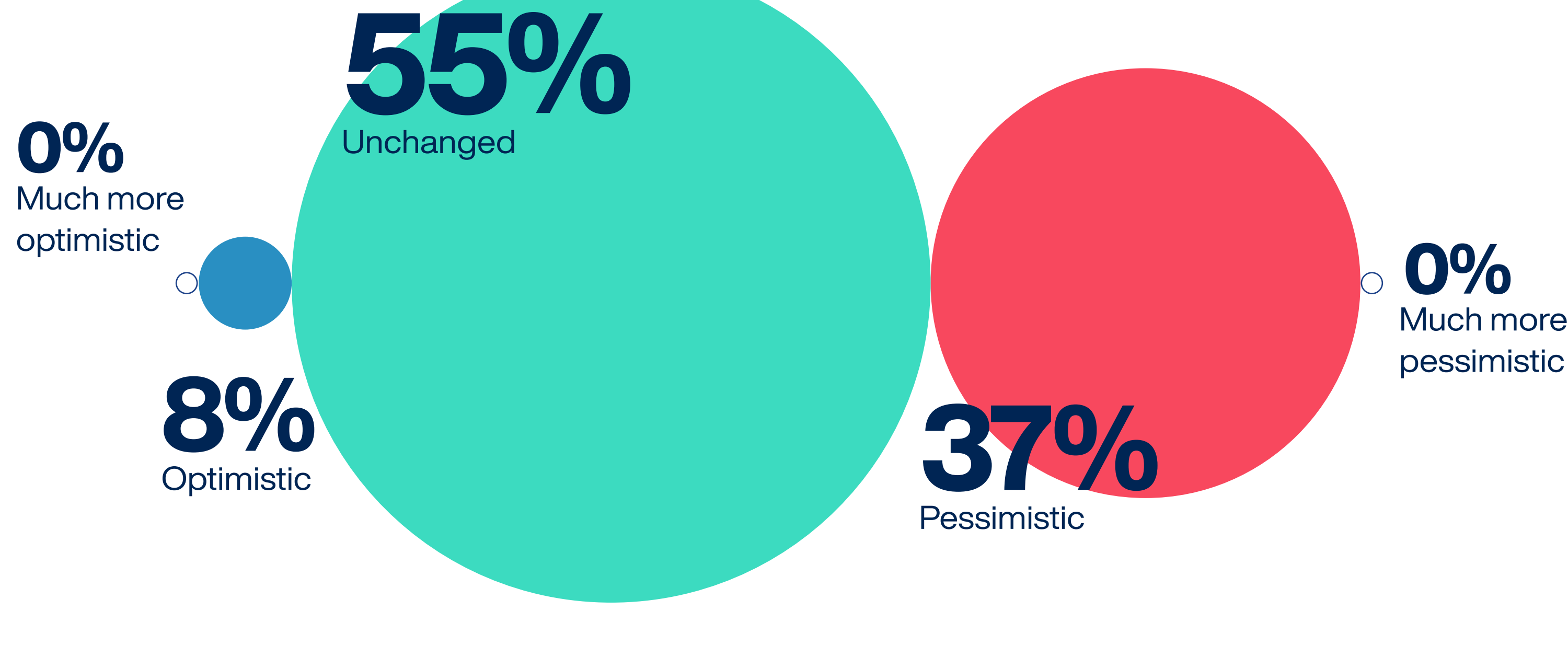


What drives dealers?

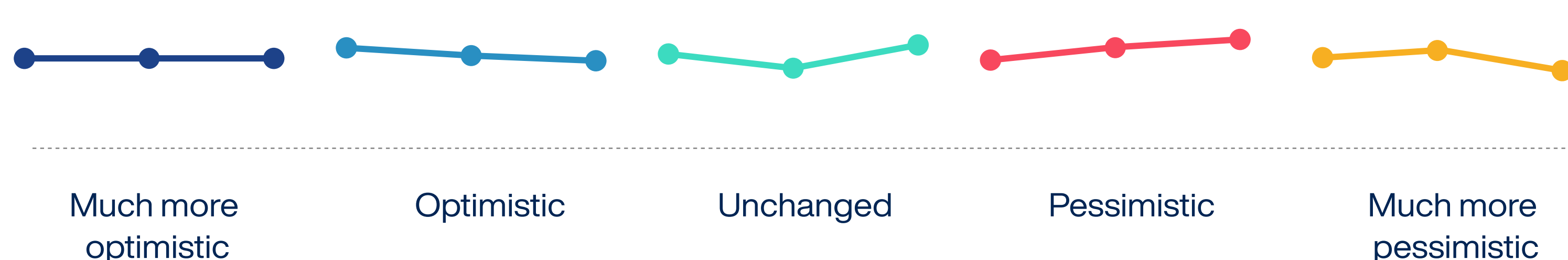


Question 1

Do you feel more optimistic or pessimistic about the used car market than last month?

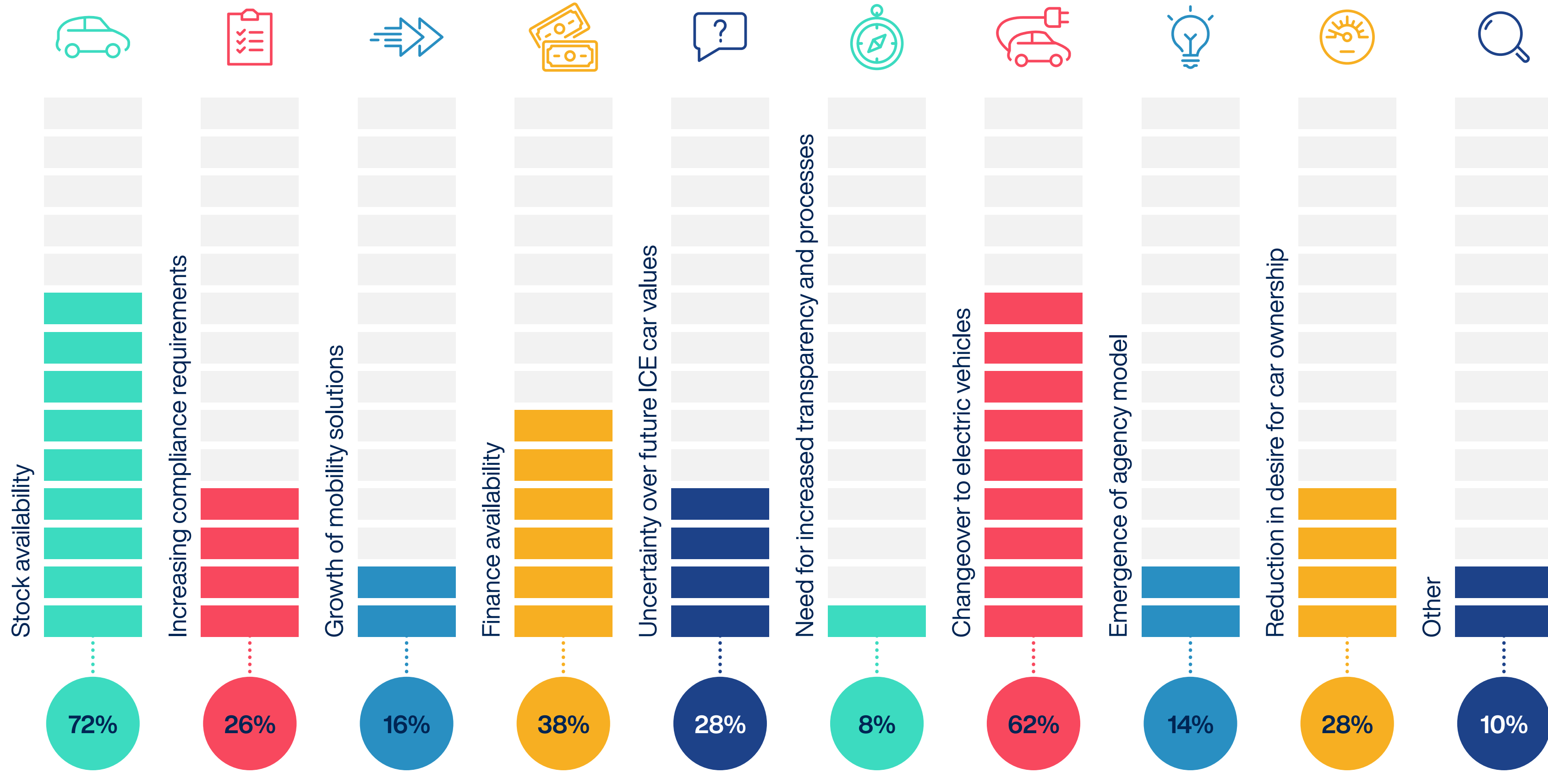


Quarterly optimism/pessimism trend (Dec-Feb)



Question 2

What do you see as the biggest challenge(s) for your future retailing of used cars (choose any 3)?

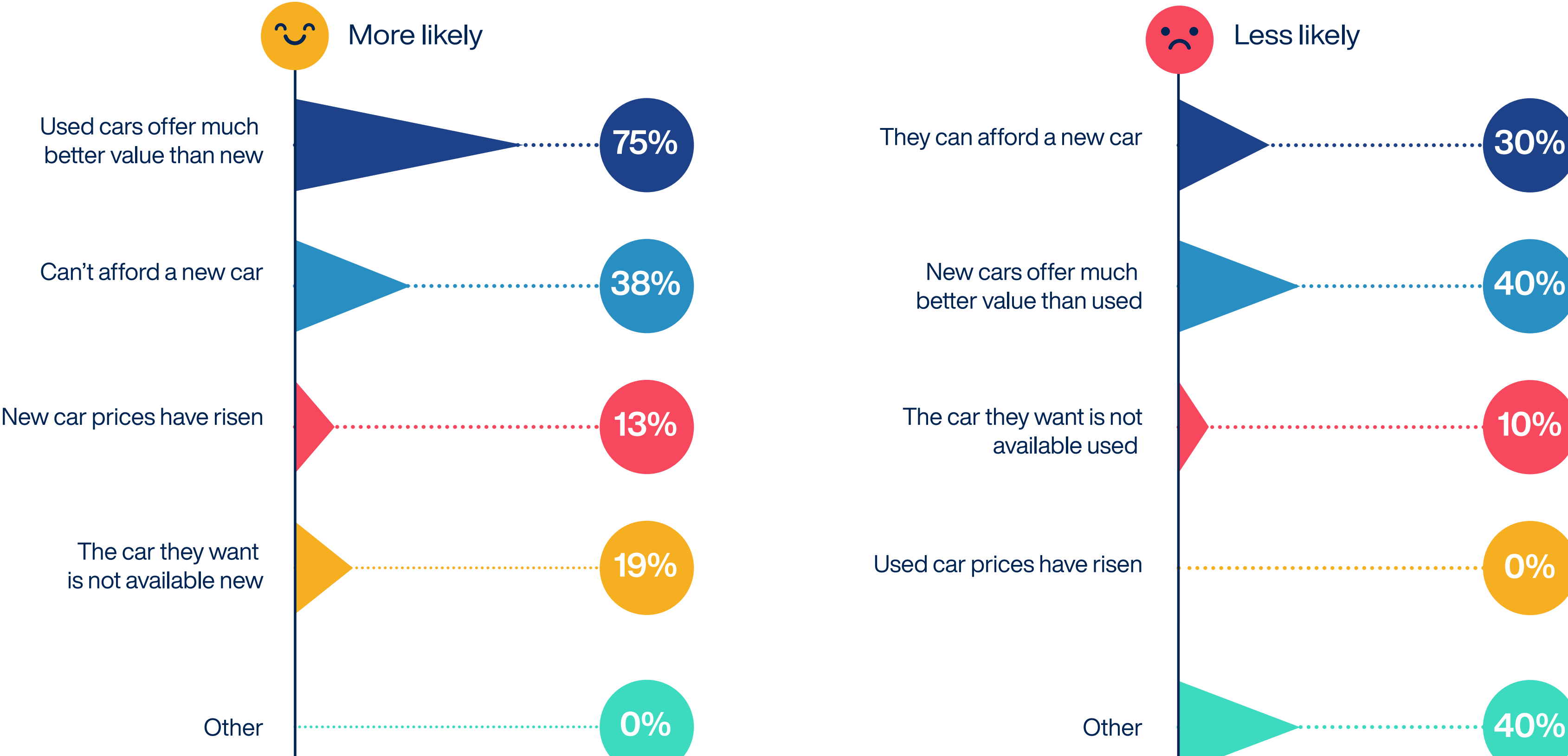
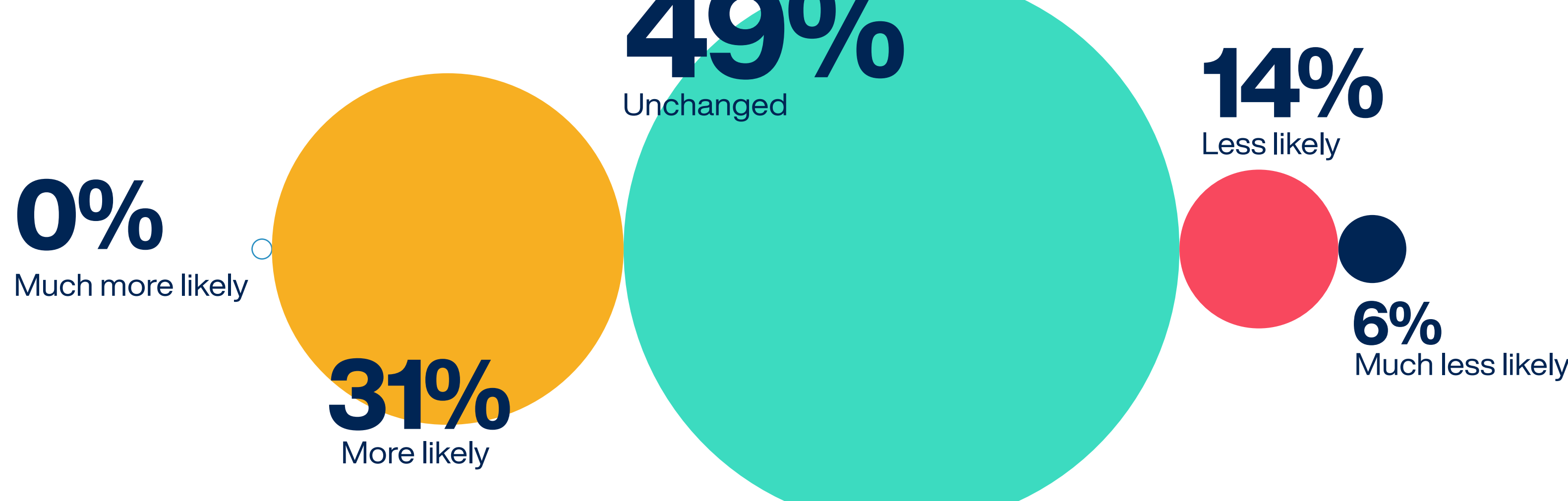


Quarterly challenges trend (Dec-Feb)

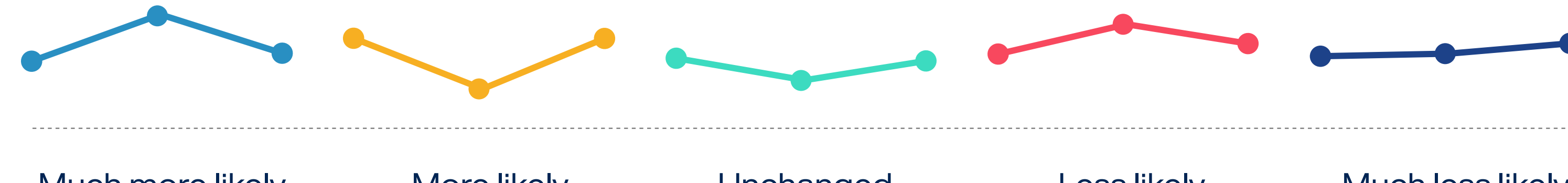


Question 3

Do you feel customers have become more likely to buy a used car rather than new in the last month?

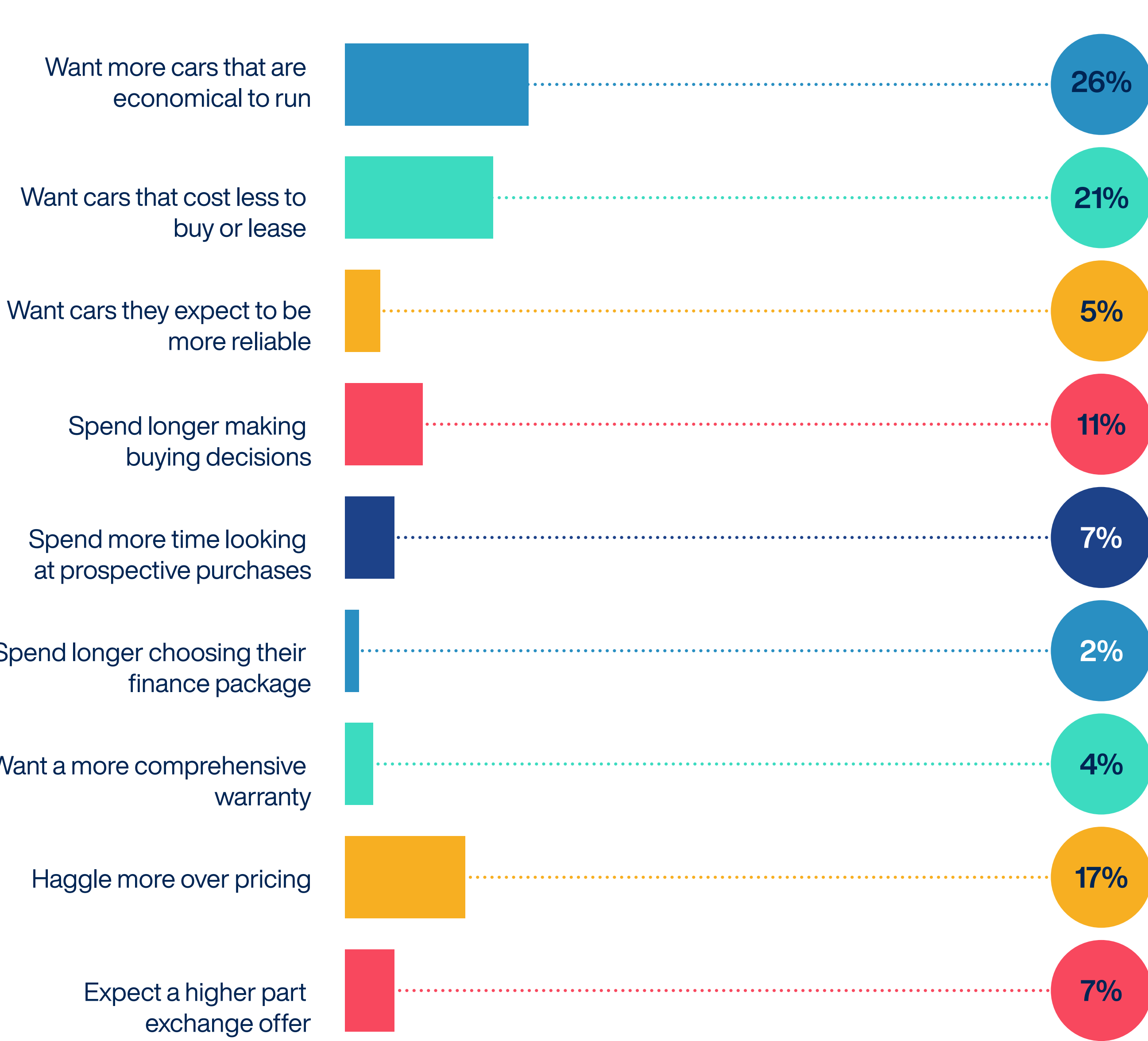


Quarterly buying likeliness trend (Dec-Feb)



Question 4

How is consumer behaviour changing as a result of the cost of living crisis?



Question 5

What actions will you take in 2023 in response to the cost of living crisis?

