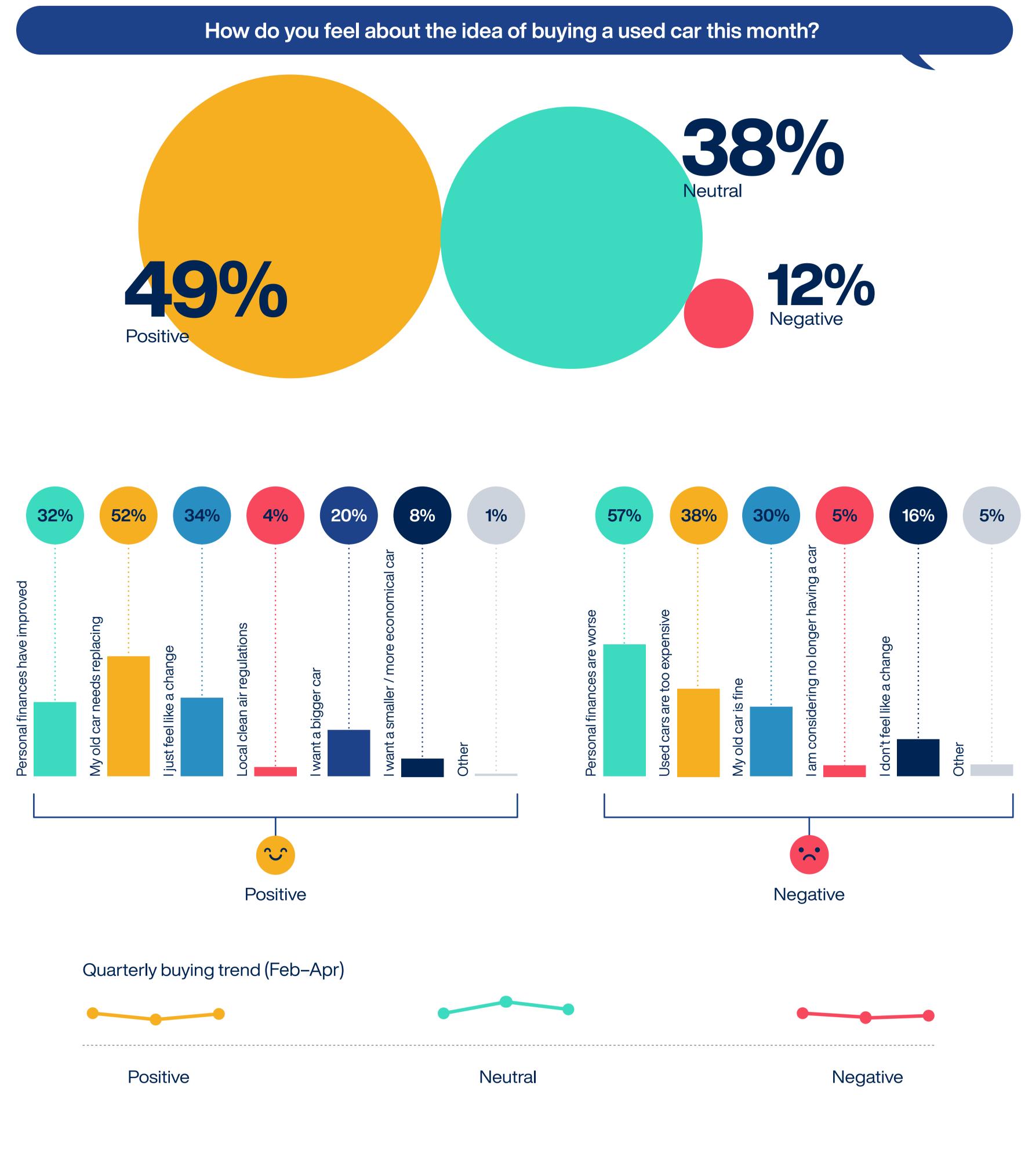


April 2024

What drives consumers?

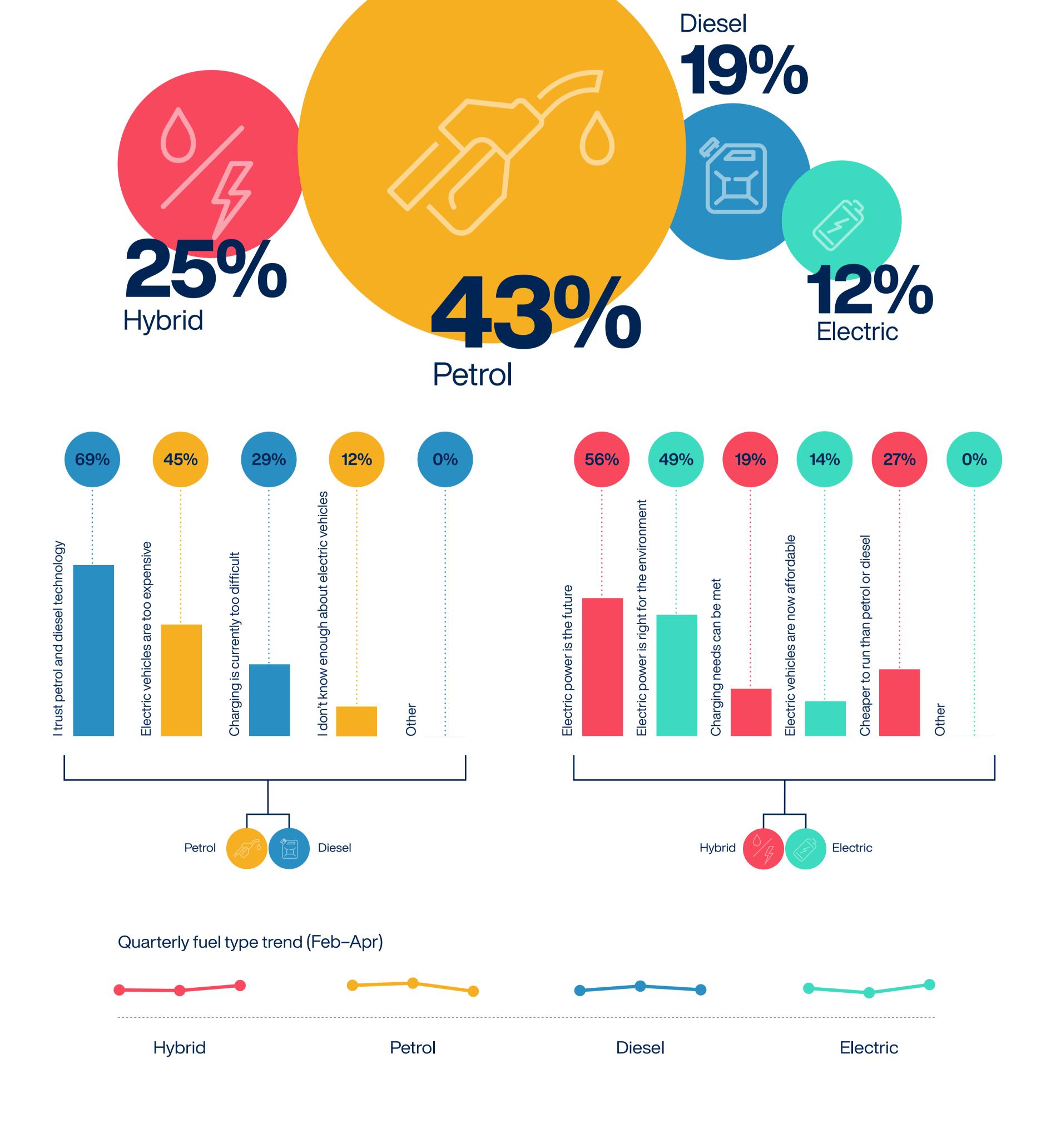


Question 1

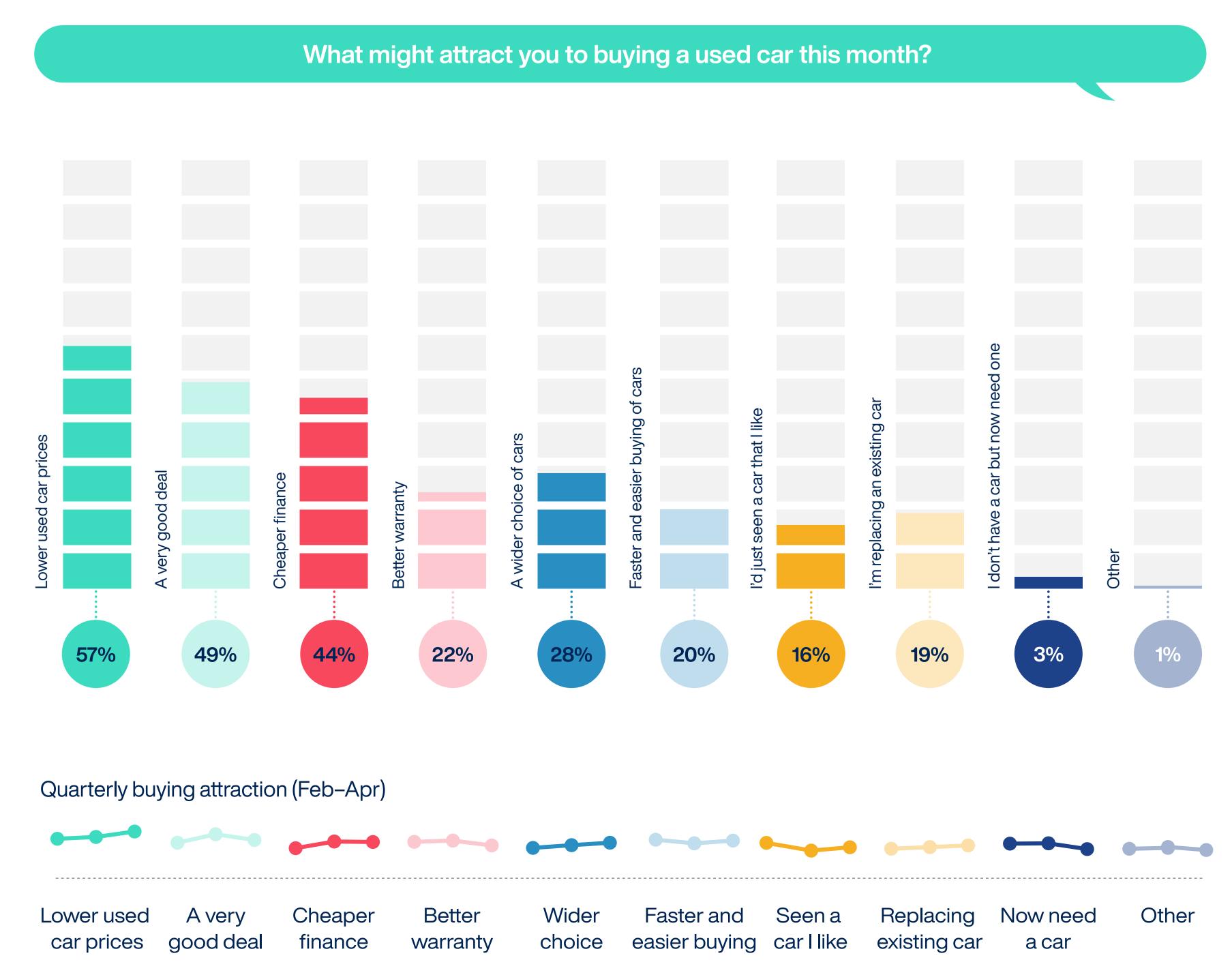


Question 2

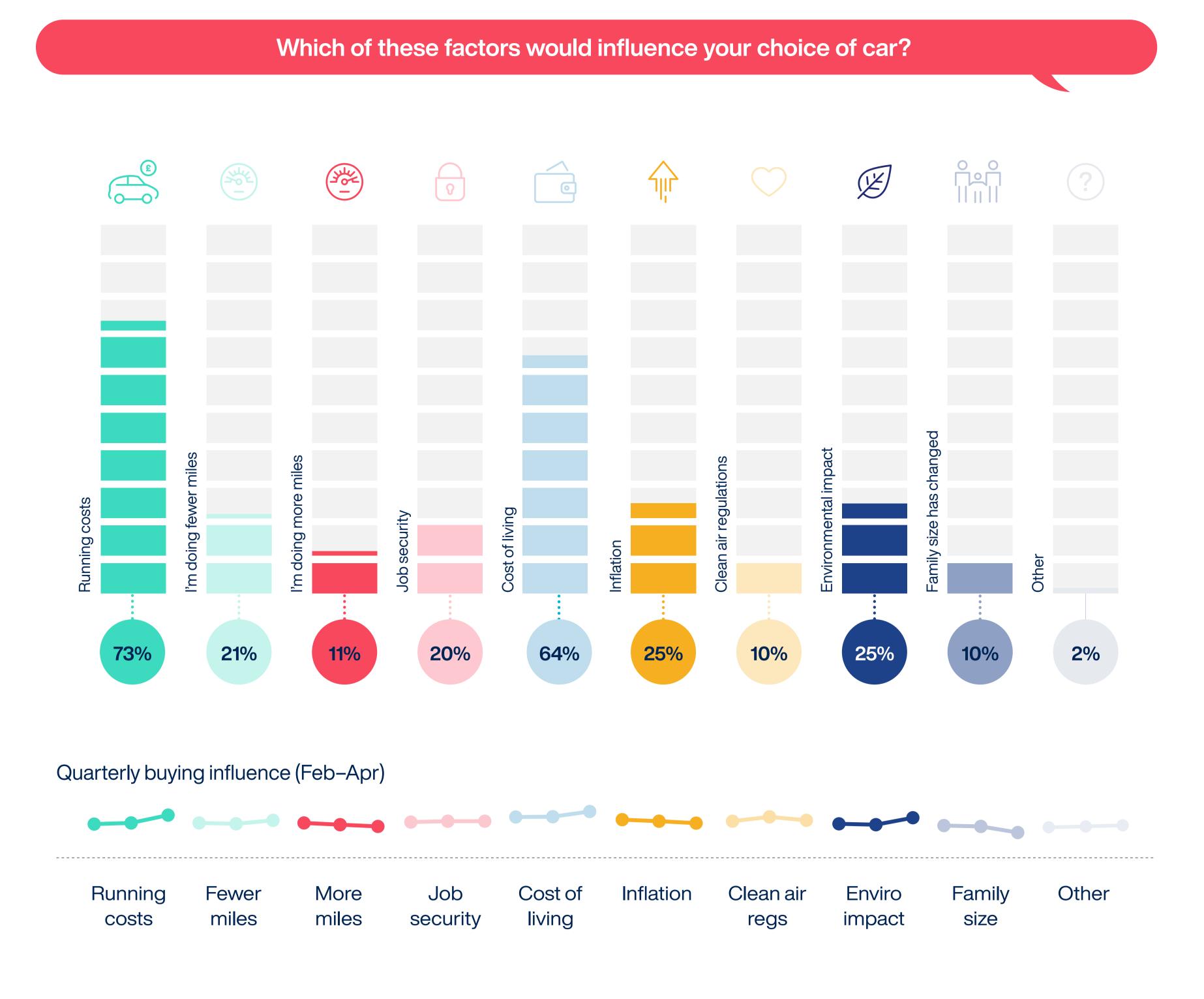
If you were buying a used car now, what fuel type would you choose?



Question 3



Question 4

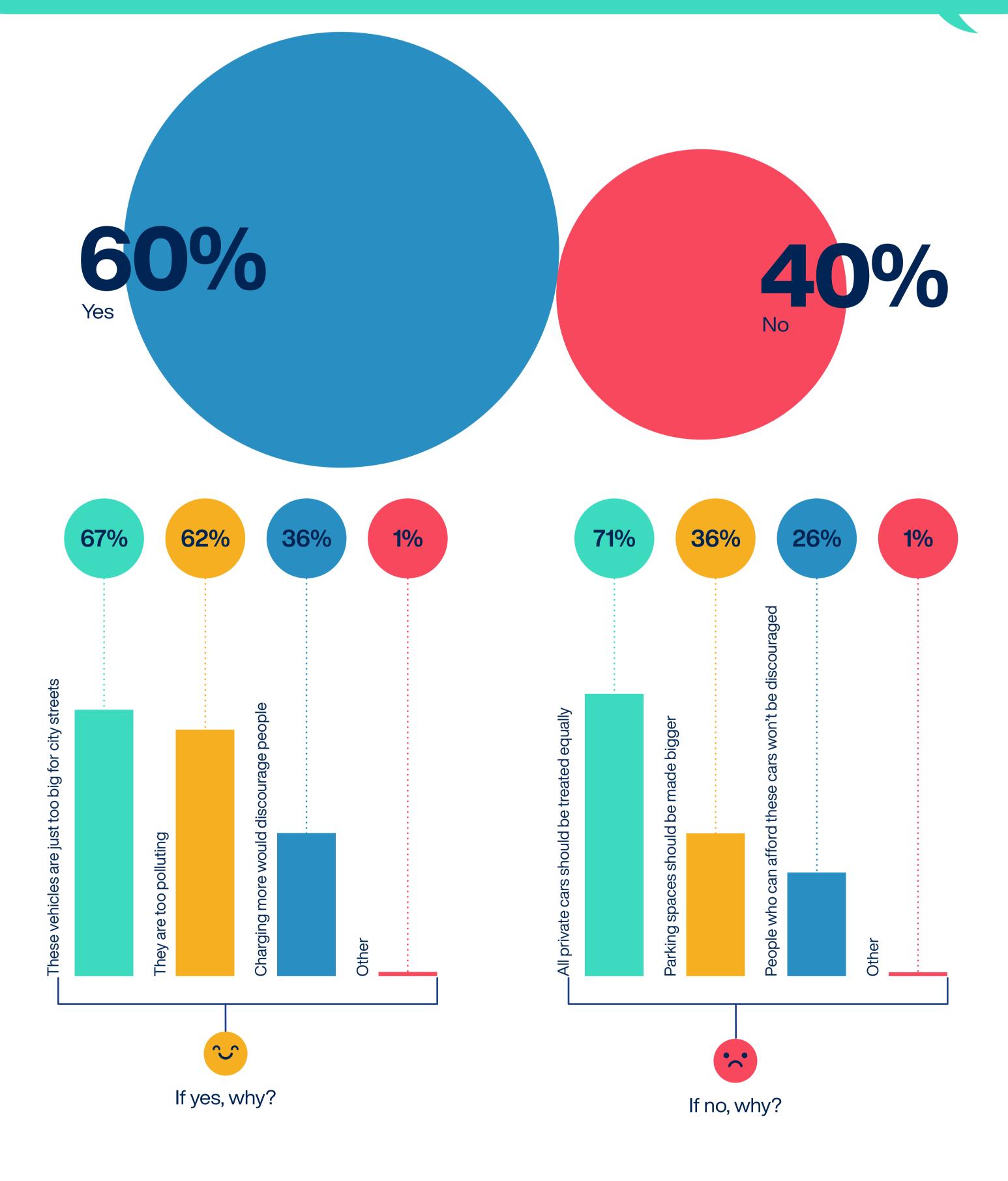


Question 5



Question 6

Following a public vote in Paris, parking charges for 4x4s and other large petrol and diesel cars weighing more than 1.6 tonnes have been tripled. Would you like to see similar measures in UK cities?

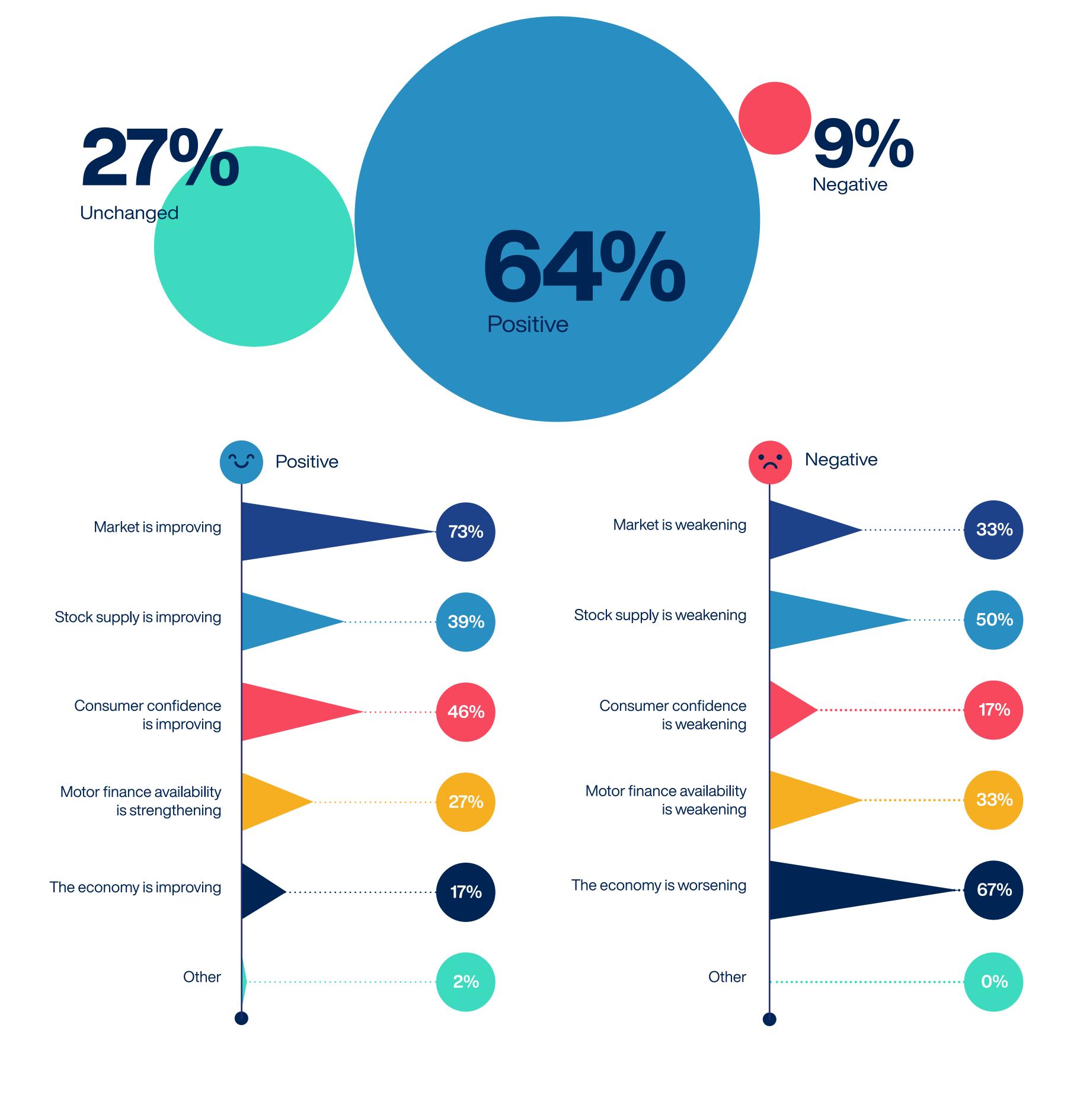




Some new cars are now almost entirely removing physical buttons from the dashboard in favour of a big central touchscreen, even for heating controls. How do you feel about this?

Is this safe?		
	51%	
Do you think it means you have to take your eyes off the road more?		
	64%	, D
Is this convenient?		
	56%	5
Would you rather have buttons, at least for essential controls?		
	79%	b
Do you think car makers are doing this just to save money?		
	66%	D





Question 1

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

What drives dealers?

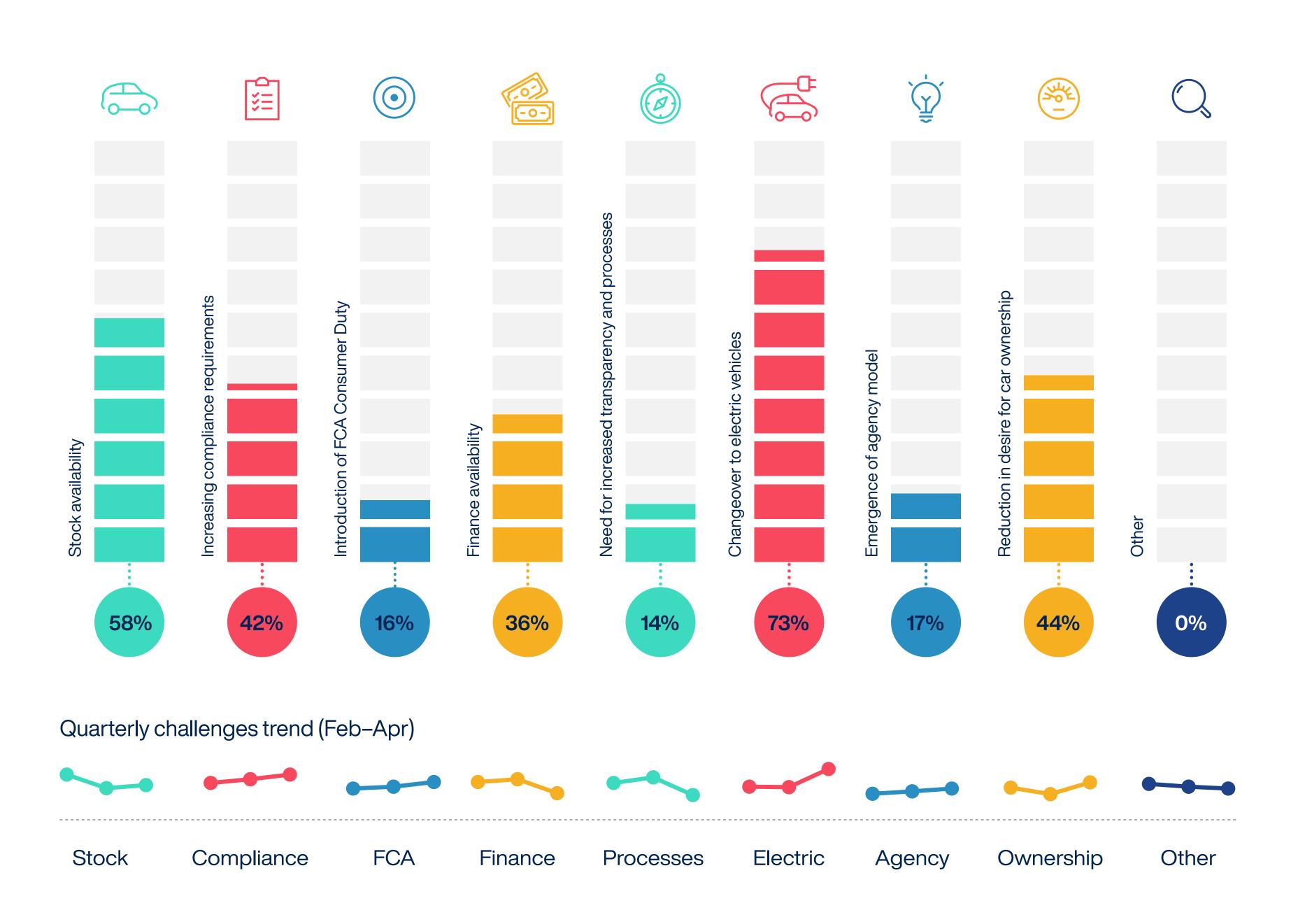






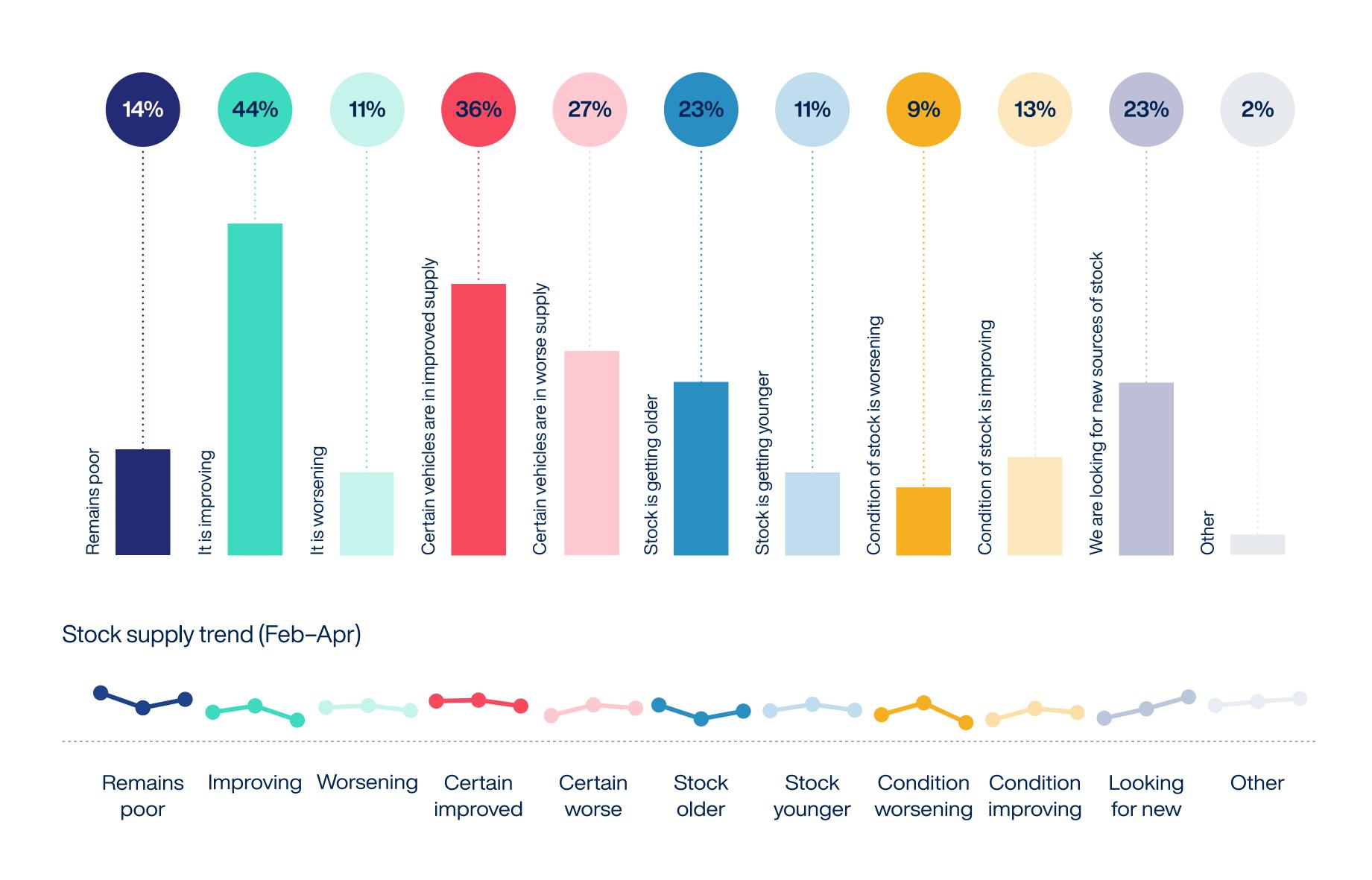
Question 2

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



Question 3

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



Question 4

What is your attitude to retailing EVs this month?

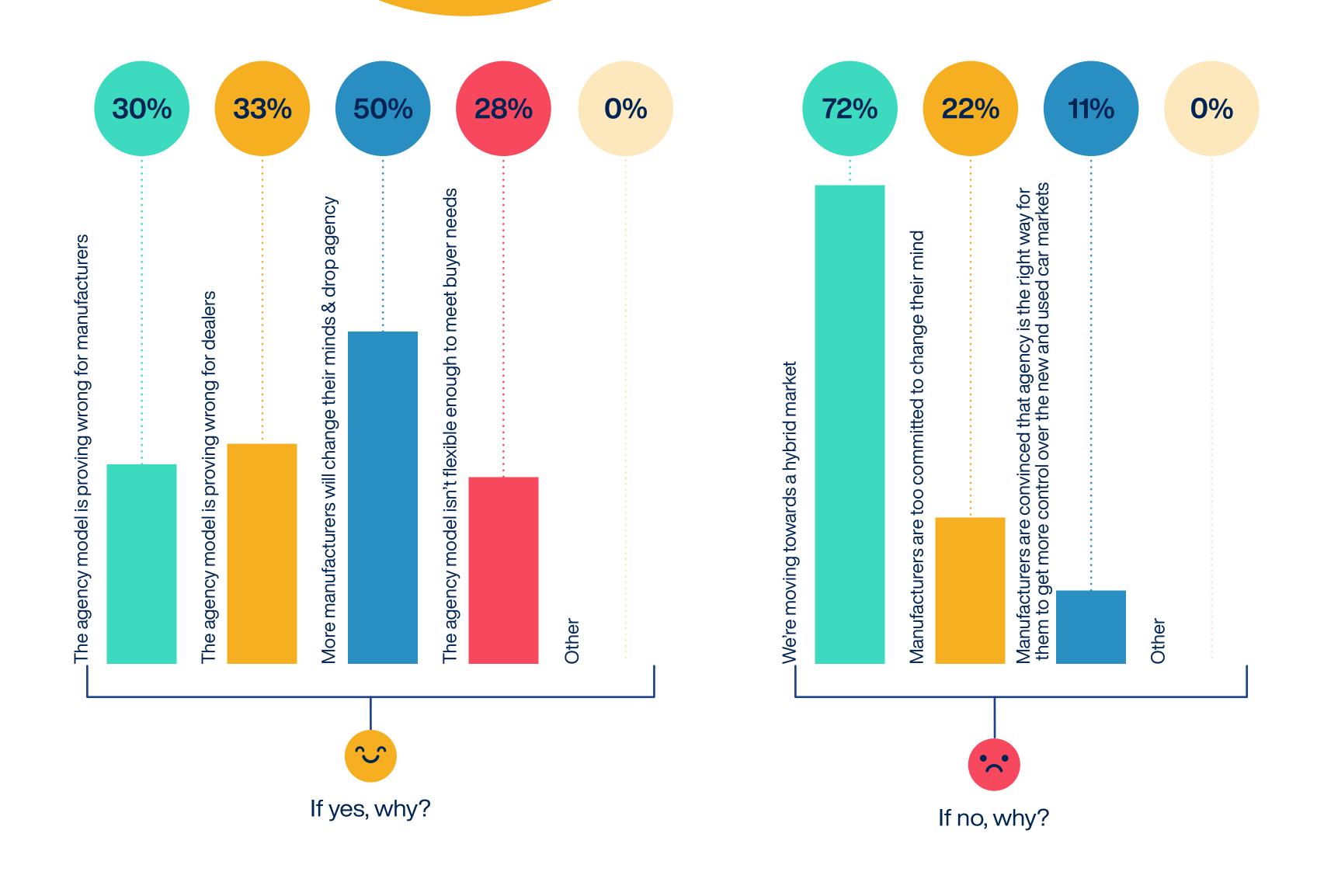
We don't stock EVs		
		 8%
Our EV inventory is steady		
		 33%
We are stocking more EVs		
•		 33%
EV values are too volatile		
		13%
EV pricing is too volatile		
		19%
Customer demand is too low		
		23%
Customer demand is steady		
		19%
Customer demand is increasing		
		14%
EVs are the future		
•		19%
We don't see EVs taking over from petrol and diesel		
		 6%
\frown	upotion 6	

Question 5

At least one major manufacturer has reversed their decision to switch to an agency model for franchised dealers. Do you think that this is the start of a trend among OEMS to drop the agency model?







Question 6

