**SMMT USED CAR SALES** (data for Q3 2025)

**Hi-res charts available via Dropbox:** <https://www.dropbox.com/scl/fo/5b2k2mxuwlohhqbkdwbcb/AMk4wqfDLPVqAMs-nwl4qR4?rlkey=tf8p7ule59caa5tqf7pt7nasf&st=sktwlux6&dl=0>

**Used EV market enjoys record uptake as one in 25 buyers switch over summer**

* Used car sales rise 2.8% to surpass two million units in Q3, the best performance for the quarter since 2021.
* Battery electric vehicle (BEV) uptake soars by 44.4% to take record 4.0% market share.
* Almost 100,000 buyers snap up cars less than a year old as under-threat Employee Car Owner Schemes continue to supply healthy used demand.

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| **Monday 10 November, 2025**The UK’s used car market grew by 2.8% in the third quarter to reach more than two million (2,021,265) transactions, according to the latest figures published today by the Society of Motor Manufacturers and Traders (SMMT). It was the best third quarter since 2021, and marks an 11-quarter growth streak, driven by recovery in the new car market enabling a healthy supply of stock.1    Petrol remained the best-selling fuel type in the quarter, with transactions rising 1.9% to 1,145,148 units, while diesel fell -2.8% to 658,664 units. Internal combustion engine vehicles accounted for 89.2% of all cars changing hands, a slight year-on-year fall.2    Hybrid electric vehicle (HEV) transactions rose by 30.0% to 107,727 units, increasing market share to 5.3%, while plug-in hybrid (PHEV) sales also grew, by 2.0% to 23,480 units, comprising 1.2% of the market. Ongoing efforts by manufacturers to increase supply into the new car market, and rising consumer interest, saw battery electric vehicle (BEV) uptake grow faster than any other powertrain – up 44.4% to 80,614 units, as one in 25 buyers make the switch for a record market share of 4.0%.3    Once again, superminis were the most popular used buy, up 1.8% to 649,859 units and accounting for nearly a third (32%) of transactions. They were followed by lower medium cars, with 543,094 units changing hands, representing an increase of 2.0%. Dual purpose vehicles also grew in popularity, with sales up 9.3% to 339,628 units – the highest growth of any segment. Specialist sports cars experienced the greatest decline of -8.6% to 55,088 units, followed by upper medium and executive, which fell by -2.8% and -0.9% respectively.    Black and grey remained the best-selling used car colours, up 3.1% and 6.3%, with white (up 6.3%) overtaking blue to reach the top three. Cream recorded the strongest growth of 10.1%, although volumes were small at 1,379 transactions. This was followed by green which recorded 9.0% growth and 35,762 transactions. Despite a 3.2% uplift, maroon cars were the least popular with just 1,250 changing hands. Pink cars, meanwhile, recorded the steepest decline, of -7.0% to 1,314 units.    The average age of the UK vehicle parc continues to increase, and currently stands at 9.5 years 4– up from eight years in 2019. However, 99,313 cars under a year old – a third of them electrified –changed hands in Q3.5    Many of these will have entered the used car market via employee car ownership schemes (ECOS), which provide essential mobility for workers in the automotive sector. However, this supply of these latest, low and increasingly zero emission vehicles will be severely impacted by government plans to levy company car tax on ECOS vehicles, which would see new car registrations fall by around 80,000 units a year. Scrapping the proposals would preserve this essential pipeline of high-quality, cost-effective nearly-new vehicles, giving consumers maximum choice, affordability and access to more sustainable motoring.    Cancelling ECOS exemptions will cast wider ripples across an industry crucial for the UK’s economic growth, social mobility and decarbonisation goals. Around 60,000 workers would be deprived of personal transport, and more than £1 billion in revenue would be lost to industry, putting 5,000 manufacturing jobs at risk. On top of that direct impact on the sector, the Treasury would incur a half-billion pound hit from lost VAT and Vehicle Excise Duty receipts, wiping out any income derived by taxing workers for driving the very cars they help to build.6 Proposals to introduce pay-per-mile taxation at this point in the transition also risks deterring drivers of new and used cars alike from switching to EVs.    **SMMT Chief Executive, Mike Hawes,**said, “With used EV uptake at a record high, a robust used car market is essential for fleet renewal, and helps make electrified mobility more accessible for more motorists. However, overall consumer choice and affordability are at risk if the government scraps Employee Car Ownership Schemes, a move that would stifle supply of the very latest vehicles into the used market and which would cut Exchequer revenue. Britain needs fiscal policy that promotes rather than prevents economic growth, social mobility and decarbonisation.” |  |  |
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**Notes to editors:**

*All used car data published by SMMT is correct based on information available at the time of publication. SMMT used car data is derived from information supplied by DVLA, which periodically revises historic data, which can therefore result in variations in data previously reported.*

**1** Q3 2021: 2,034,463

**2** Q3 2025 ICE market share: 91.6% (1,801,756 units)

**3** Q3 2024 BEV share: 2.8%

**4** SMMT 2024 motor parc data

**5** 33,639 used cars were electrified in Q3 2025

**6** SMMT calculations based on member survey results, including an 80,000-unit decline in ECOS volumes and corresponding VAT and VED losses, and a 3% decline in manufacturing jobs (equivalent to more than 5,000 of the UK’s 183,000 auto manufacturing jobs), to deliver £0.5bn decline in revenue

**About SMMT and the UK automotive industry**

The Society of Motor Manufacturers and Traders (SMMT) is one of the largest and most influential trade associations, representing the automotive industry in the UK.

The automotive industry is a vital part of the UK economy, integral to growth, the delivery of net zero and the UK as a global trade hub. It contributes £93 billion turnover and £22 billion value added to the UK economy, and invests around £4 billion each year in R&D. With 198,000 people employed directly in manufacturing and some 813,000 across the wider automotive industry. Many of these automotive manufacturing jobs are outside London and the South-East, with wages that are around 13% higher than the UK average. The sector accounts for 13.9% of total UK exports of goods, with UK-produced vehicles traded globally, generating £115 billion of trade in total automotive imports and exports.

The UK manufactures almost every type of vehicle, from cars, to vans, taxis, trucks, buses and coaches, as well as specialist and off-highway vehicles, supported by more than 2,500 component providers and some of the world's most skilled engineers. In addition, the sector has vibrant aftermarket and remanufacturing industries. The automotive industry also supports jobs in other key sectors – including advertising, chemicals, finance, logistics and steel.

More detail on UK Automotive available in SMMT's Motor Industry Facts publication at [www.smmt.co.uk/reports/smmt-motor-industry-facts/](https://linkprotect.cudasvc.com/url?a=http%3a%2f%2fclick.agilitypr.delivery%2fls%2fclick%3fupn%3dq-2FLDa0hDiW76FMqhIH6mp5-2FMTGpUEJbaCvc6DuDo36VcR8RSJY3Bb5j6PbOH1m-2BGBroLVjN0i37n2XGzfuZqWeJIleDttsiCosv-2FDCrC6xU-3DNJg9_FQC2LT8GxayrM161hhHVAu067ZxSQQmW4GgEbtFUHlnhSWpWCBkdzj4Kj3fTDj3UcGAZVk99-2Bu1tfX9z9RQO-2B9fp1S7-2Fexh6yUV9D8RBopPF9ftQfnPc7Oo8dF-2F33tfJjdydmYFo-2B3-2FZ4S3f9yiwFBWbAH2cHJTjoEr5feTUeIMrD8UWKTM1I1WBxqo-2BXD3fbqrVstjQgJpCVUtkuS44mATwZi-2FbDS0RLy4Kc-2Fak9mJlNrH2Nah4rxWcpFJUTjG3RiewRLsY-2FAZI6U0gEwzyg9f9kMfDtIVBFWqvytbp6QcWQj2PeXkpCxvRodUjf3F1bU-2FxLse2gxEG9OKOYYxtS1tA2LYKxhRnFj9q53jyGZweydKCFcHXXvlm-2BEtwQKouRDkalUMxcmwIMiSFD018yHvLjhh-2FC8go6WJBD0qJAAoMxe6pRcHATJUuLQLxwba6pecZLrra-2Fg4iylWC-2FWgmiA-3D-3D&c=E,1,shIdwDxv4DuE5O9ruDV8SOnjRMbYMUMBvtuJxpEKqrl46ScL8uWK0I3vTeCBbKaz6ApDgOsYVpzNo1oLsNWSiqoAg1rNS4OJq8sxq_-Rh3TtLukLbc6Kt-UlbkI,&typo=1)

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