



Automotive Insights Report (AIR)

December 2023

AADA and AutoGrab present the Australian **Automotive Insights Report (AIR)** for December 2023. These reports aim to provide insightful data about the dynamic Australian retail used car market, which includes dealer and private listing data.

The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.



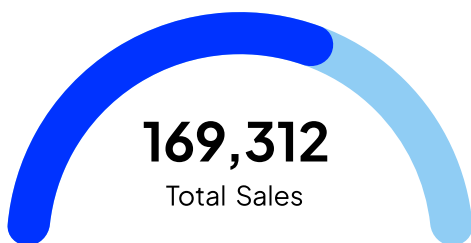
For Sale



● Private: 55.5% ● Dealer: 44.5%

	This Month	Last Month	Movement
ACT & NSW	85,590	95,618	▼ -10.5%
VIC	75,129	82,670	▼ -9.1%
QLD	60,523	67,165	▼ -9.9%
WA	29,891	31,392	▼ -4.8%
SA	17,454	18,491	▼ -5.6%
TAS	5,446	5,994	▼ -9.1%
NT	2,235	2,402	▼ -7.0%
Total	276,268	303,732	▼ -9.0%

Sales



● Private: 61.7% ● Dealer: 38.3%

	This Month	Last Month	Movement
ACT & NSW	53,081	63,435	▼ -16.3%
VIC	42,260	49,884	▼ -15.3%
QLD	36,599	46,980	▼ -22.1%
WA	20,736	25,856	▼ -19.8%
SA	11,152	13,701	▼ -18.6%
TAS	4,004	4,898	▼ -18.3%
NT	1,480	1,663	▼ -11.0%
Total	169,312	206,417	▼ -18.0%

① National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Segment

276,268

Total For Sale

169,312

Total Sales

Passenger

98,538
(-10.7%)

SUV

114,872
(-8.1%)

LCV - Utes

53,595
(-7.2%)LCV - Vans
& Buses9,263
(-9.5%)

Passenger

69,982
(-19.5%)

SUV

65,641
(-15.9%)

LCV - Utes

29,173
(-6.8%)LCV - Vans
& Buses4,516
(-25.9%)

Fuel Type

For Sale

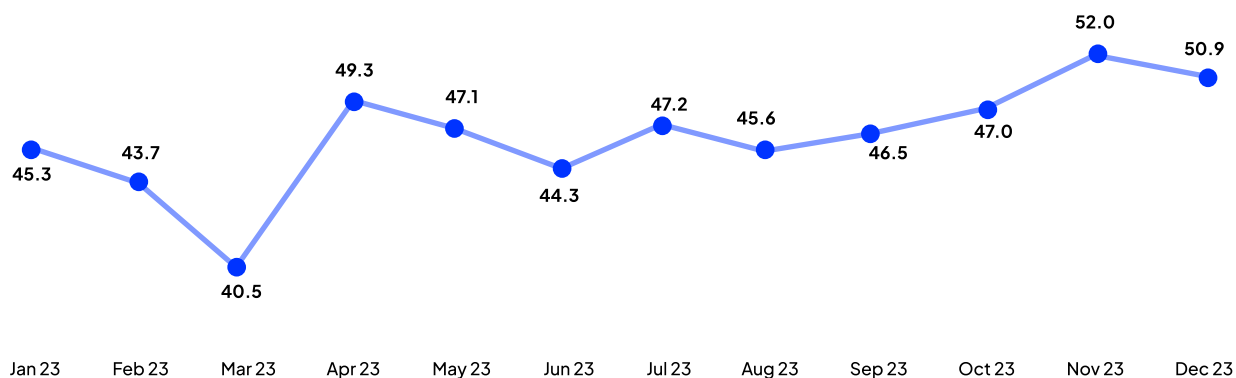
	This Month	Last Month	Movement
Petrol	163,520	182,748	▼ -10.5%
Diesel	98,345	106,666	▼ -7.8%
Hybrid	10,005	10,139	▼ -1.3%
BEV	3,717	3,826	▼ -2.8%
LPG	359	448	▼ -19.9%
PHEV	322	303	▲ 6.3%

Sales

	This Month	Last Month	Movement
Petrol	109,384	135,141	▼ -19.1%
Diesel	52,431	62,813	▼ -16.5%
Hybrid	5,848	6,755	▼ -13.4%
BEV	1,270	1,395	▼ -9.0%
LPG	246	316	▼ -22.2%
PHEV	133	156	▼ -14.7%

③ National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Average Days to Sell



③ Vehicles sold nationally up to 10 years of age.

Average Retained Value (RV%)

		This Month - RV%	Last Month - RV%	RV% Movement
2-4 yrs old	Passenger	86.3%	87.3%	▼ -1.1 %
	SUV	81.2%	83.1%	▼ -2.3 %
	LCV - Utes	85.2%	86.5%	▼ -1.5 %
5-7 yrs old	Passenger	71.1%	71.4%	▼ -0.4 %
	SUV	64.4%	65.6%	▼ -1.8 %
	LCV - Utes	72.3%	74.3%	▼ -2.7 %

③ Dealer sale data using weighted average calculation method

Total Sales - Top 10 Makes and Models

	This Month - Sales	Last Month - Sales	Movement	Avg. Days to Sell
Ford Ranger	4,159	4,683	▼ -11.2%	51.3
Toyota Hilux	3,379	4,066	▼ -16.9%	50.4
Toyota Corolla	2,874	3,371	▼ -14.7%	34.5
Hyundai i30	2,166	2,624	▼ -17.5%	37.5
Toyota Camry	2,142	2,324	▼ -7.8%	38.9
Mitsubishi Triton	1,973	2,324	▼ -15.1%	50.1
Mazda 3	1,954	2,354	▼ -17.0%	35.2
Toyota RAV4	1,850	2,159	▼ -14.3%	43.2
Mazda CX-5	1,729	2,023	▼ -14.5%	43.2
Volkswagen Golf	1,717	1,822	▼ -5.8%	44.2

③ Top 10 Vehicles sold nationally by Dealer and Private Sellers (up to 10 years old)

Dealer Sales – Top 30 Makes and Models Based on Last Month's Sales Volumes

		This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
1	Ford Ranger	1,507	1,893	▼ -20.4%	46.1
2	Toyota Hilux	1,229	1,554	▼ -20.9%	49.1
3	Toyota Corolla	1,174	1,392	▼ -15.7%	43.7
4	Hyundai i30	962	1,188	▼ -19.0%	43.2
5	Toyota RAV4	953	1,164	▼ -18.1%	51.2
6	Mazda CX-5	766	940	▼ -18.5%	45.3
7 ▲2	Kia Cerato	723	830	▼ -12.9%	44.7
8 ▼1	Mitsubishi Triton	709	869	▼ -18.4%	52.9
9 ▲1	Toyota Landcruiser Prado	701	800	▼ -12.4%	52.7
10 ▼2	Nissan X-Trail	691	844	▼ -18.1%	50.9
11 ▲2	Toyota Camry	658	721	▼ -8.7%	50.8
12 ▼1	Mitsubishi Outlander	608	769	▼ -20.9%	49.2
13 ▼1	Mazda 3	591	736	▼ -19.7%	42.4
14 ▲1	Hyundai Tucson	567	637	▼ -11.0%	63.6
15 ▲9	Toyota Kluger	529	528	▲ 0.2%	53.2
16 ▲6	Volkswagen Golf	514	546	▼ -5.9%	44.5
17 ▼3	Mitsubishi ASX	502	698	▼ -28.1%	44.5
18 ▼1	Toyota Landcruiser	498	609	▼ -18.2%	60.7
19 ▼1	Holden Colorado	494	604	▼ -18.2%	51.6
20 ▼1	Nissan Navara	486	590	▼ -17.6%	47.6
21	Kia Sportage	468	554	▼ -15.5%	52.5
22 ▲1	Isuzu D-Max	448	539	▼ -16.9%	53.5
23 ▲2	MG HS	420	498	▼ -15.7%	63.0
24 ▼8	Subaru Forester	403	616	▼ -34.6%	42.1
25 ▲1	Mazda BT-50	394	468	▼ -15.8%	58.9
26 ▲5	Mercedes-Benz C-Class	389	413	▼ -5.8%	59.0
27	Holden Commodore	385	465	▼ -17.2%	48.6
28 ▲1	Volkswagen Tiguan	371	448	▼ -17.2%	72.9
29 ▲3	Hyundai Santa Fe	358	400	▼ -10.5%	67.6
30 ▼2	Mazda CX-3	346	451	▼ -23.3%	37.6

③ Top 30 Dealers Used Car Sales nationally (up to 10 years old).

Dealer Velocity – Top 10 Fastest Moving Stock

		This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
1	MG ZS	171	203	▼ -15.8%	25.8
2	Kia Stonic	85	132	▼ -35.6%	26.6
3	MG MG3	233	273	▼ -14.7%	27.8
4	MG ZST	40	81	▼ -50.6%	29.1
5	Mitsubishi Lancer	116	130	▼ -10.8%	29.7
6	Suzuki Baleno	137	117	▲ 17.1%	32.1
7	Renault Clio	28	40	▼ -30.0%	33.4
8	Kia Picanto	110	114	▼ -3.5%	33.5
9	Ford Kuga	72	81	▼ -11.1%	33.8
10	Toyota Yaris	259	294	▼ -11.9%	33.8

③ Up to 10 years old with minimum 20 total model variants sold.

Dealer Velocity – Top 10 Slowest Moving Stock

		This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
1	Renault Arkana	20	24	▼ -16.7%	213.5
2	Alfa Romeo Giulia	23	18	▲ 27.8%	126.4
3	Suzuki S-Cross	20	26	▼ -23.1%	118.8
4	Nissan Leaf	25	45	▼ -44.4%	113.1
5	Jaguar E-Pace	25	21	▲ 19.0%	112.2
6	Honda Fit	27	44	▼ -38.6%	109.9
7	Volkswagen Touareg	63	75	▼ -16.0%	108.8
8	Renault Captur	32	42	▼ -23.8%	103.2
9	Lexus ES	23	23	▲ 0.0%	96.5
10	Jeep Compass	81	97	▼ -16.5%	96.5

③ Up to 10 years old with minimum 20 total model variants sold.

Dealer Market Days Supply (MDS) (2–4 years old)

Top 10 Lowest

		This Month – For Sale	Avg. MDS
1	Kia Rio	57	28
2	Subaru Forester	161	28
3	Hyundai Sonata	25	28
4	Subaru Liberty	35	30
5	Hyundai i30	325	30
6	Mazda 6	28	32
7	Hyundai Tucson	175	33
8	MG MG3	55	33
9	Hyundai Kona	171	34
10	Subaru Outback	119	34

Top 10 Highest

		This Month – For Sale	Avg. MDS
1	Jaguar E-Pace	31	233
2	Land Rover Range Rover Evoque	67	118
3	Volkswagen Multivan	20	109
4	Porsche Cayenne	41	107
5	Peugeot 3008	22	102
6	Skoda Karoq	27	101
7	Volkswagen Transporter	20	100
8	Ford Puma	27	95
9	Jeep Wrangler	38	95
10	Land Rover Range Rover Sport	81	93

③ Minimum 20 total model variants available for sale.

Dealer Market Days Supply (MDS) (5–7 years old)

Top 10 Lowest

		This Month – For Sale	Avg. MDS
1	Volkswagen Polo	66	31
2	Ford Focus	71	32
3	LDV T60	24	33
4	Kia Picanto	35	34
5	Honda HR-V	103	35
6	Audi Q7	56	35
7	Mazda 2	85	35
8	Toyota 86	28	36
9	Mitsubishi Lancer	71	36
10	Subaru Outback	155	36

Top 10 Highest

		This Month – For Sale	Avg. MDS
1	Mercedes-Benz S-Class	34	185
2	Jaguar E-Pace	22	165
3	Jaguar XE	29	145
4	BMW X6	24	144
5	Lexus RC	20	133
6	Ford Endura	26	120
7	Mercedes-Benz Vito	37	117
8	Nissan Leaf	64	113
9	Peugeot 3008	26	111
10	Mini Countryman	34	107

③ Minimum 20 total model variants available for sale.

Retained Value (RV%) – Top 10 Makes and Models (2–4 years old)

Passenger Cars

		Avg. RV%	Avg. Days to Sell
1	Toyota Yaris	107.7%	33.4
2	Honda Jazz	103.7%	32.4
3	Toyota Camry	97.6%	39.1
4	Toyota Corolla	96.8%	41.8
5	Ford Mustang	96.0%	64.1
6	Suzuki Swift	95.8%	47.4
7	Kia Picanto	95.8%	27.5
8	Hyundai Accent	95.4%	24.1
9	Honda Civic	94.2%	38.4
10	Suzuki Baleno	93.7%	32.8

SUVs

		Avg. RV%	Avg. Days to Sell
1	Suzuki Jimny	135.2%	56.2
2	Toyota Yaris Cross	108.5%	55.3
3	Toyota Landcruiser	104.3%	65.4
4	Toyota RAV4	102.2%	52.8
5	Nissan Patrol	101.1%	44.6
6	Toyota C-HR	96.8%	42.0
7	Hyundai Venue	93.9%	41.3
8	Jeep Wrangler	92.4%	64.1
9	Toyota Landcruiser Prado	92.3%	55.2
10	Suzuki Vitara	92.1%	55.2

① Dealer and Private data combined with minimum 20 total model variants sold.

Retained Value (RV%) – Top 10 Makes and Models (5–7 years old)

Passenger Cars

		Avg. RV%	Avg. Days to Sell
1	Mitsubishi Mirage	109.1%	47.0
2	Toyota Yaris	96.3%	33.6
3	Honda Jazz	88.2%	34.1
4	Toyota 86	87.9%	60.1
5	Kia Picanto	87.5%	23.9
6	Honda City	86.1%	21.6
7	Mazda 2	85.6%	42.7
8	Ford Mustang	84.9%	49.9
9	Honda Civic	83.7%	38.2
10	Ford Falcon	81.5%	86.2

SUVs

		Avg. RV%	Avg. Days to Sell
1	Suzuki Ignis	93.3%	32.8
2	Toyota Landcruiser	92.1%	57.8
3	Jeep Wrangler	89.4%	97.8
4	Hyundai Kona	80.6%	29.9
5	Nissan Patrol	80.1%	55.8
6	Toyota Fortuner	76.9%	50.2
7	Mazda CX-3	76.3%	37.8
8	Toyota Landcruiser Prado	76.2%	51.9
9	Honda HR-V	75.7%	34.1
10	Suzuki Grand Vitara	75.1%	56.8

① Dealer and Private data combined with minimum 20 total model variants sold.

Glossary

For Sale

Level of available used and demo cars listed online by dealers and private sellers nationally at the time of reporting. AutoGrab processes and deduplicates listings to identify and eliminate repetitions, ensuring that vehicles listed across multiple platforms are counted only once.

Sales

Total vehicles delisted from online marketplaces, serving as a close proxy to actual sales and recorded monthly. The delisting count also reflects unique vehicles, as AutoGrab processes and deduplicates listings to identify and eliminate repetitions, ensuring that vehicles listed across multiple platforms are counted only once.

Days to Sell

Measures the duration (in days) between when a vehicle was first listed online to when it was delisted.

Market Days Supply (MDS)

Measures the supply and demand of a particular Make, Model Variant and Model Year by dividing the total number of vehicles for sale against the number of same vehicle variants sold within the last 60 days. A higher MDS indicates that there is more supply than demand for that particular model variants.

Retained Value (RV%)

Measures how well a vehicle holds its value against the original Recommended Retail Price (RRP) when the vehicle was purchased brand new. Retained value of 30% represents that the vehicle was sold at 30% of its original RRP. This figure is reported as a weighted average by vehicle segment and age group at each reporting period and provides a stable pricing trend movement.