# Automotive Insights Report (AIR) February 2024

AADA and AutoGrab present the Australian **Automotive Insights Report (AIR)** for February 2024. 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.
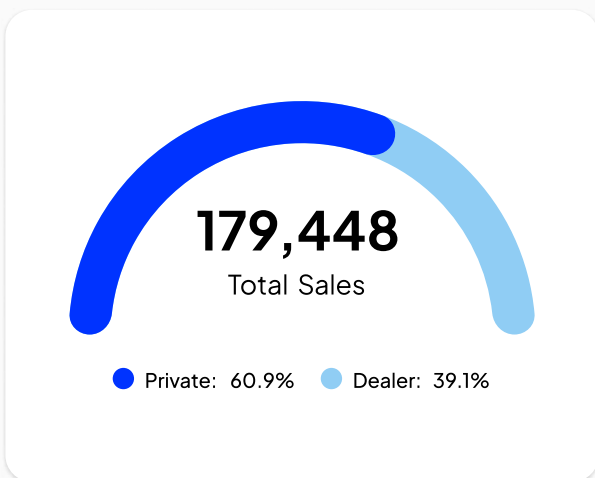
For Sale

286,329
Total For Sale

● Private: 57.6%　● Dealer: 42.4%
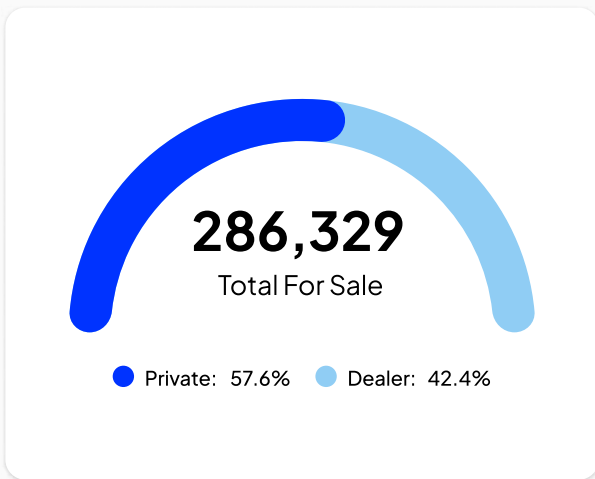
	This Month	Last Month	Movement
NSW	84,248	82,933	▲ 1.6%
VIC	78,956	78,040	▲ 1.2%
QLD	61,735	61,274	▲ 0.8%
WA	30,594	30,002	▲ 2.0%
SA	18,304	18,133	▲ 0.9%
TAS	5,281	5,199	▲ 1.6%
ACT	4,941	4,888	▲ 1.1%
NT	2,270	2,244	▲ 1.2%
Total	286,329	282,713	▲ 1.3%

Sales

179,448
Total Sales

● Private: 60.9%　● Dealer: 39.1%

	This Month	Last Month	Movement
NSW	52,038	52,352	▼ −0.6%
VIC	43,532	43,373	▲ 0.4%
QLD	39,122	39,929	▼ −2.0%
WA	24,082	24,223	▼ −0.6%
SA	11,702	12,200	▼ −4.1%
TAS	4,127	4,548	▼ −9.3%
ACT	3,366	3,460	▼ −2.7%
NT	1,479	1,527	▼ −3.1%
Total	179,448	181,612	▼ −1.2%

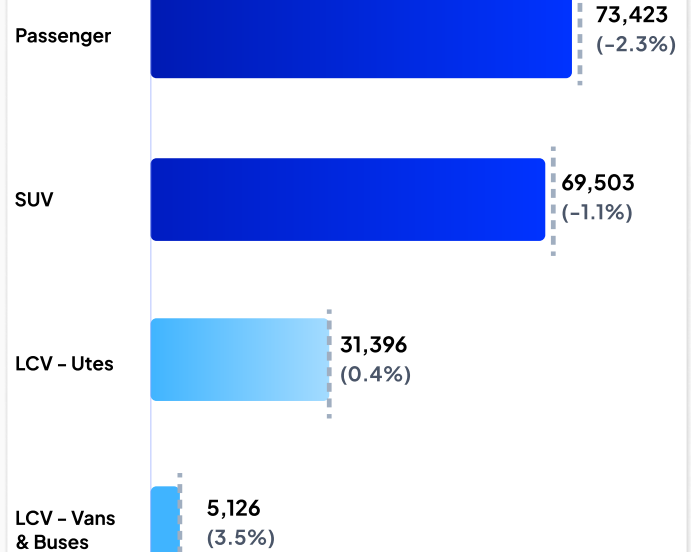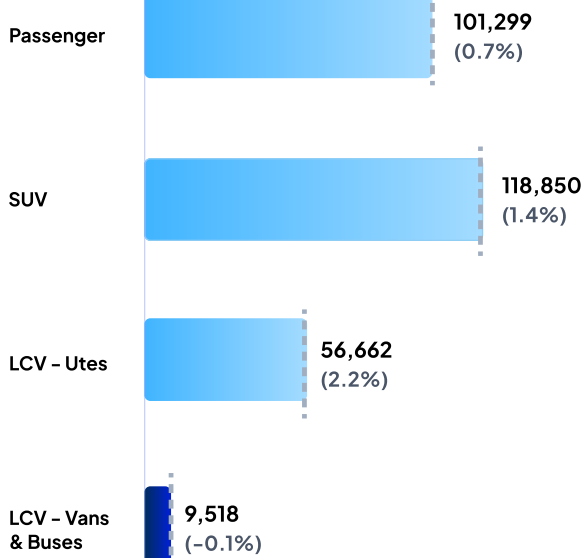ⓘ National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Segment

286,329	179,448
Total For Sale	Total Sales

For Sale

- Passenger — 101,299 (0.7%)
- SUV — 118,850 (1.4%)
- LCV – Utes — 56,662 (2.2%)
- LCV – Vans & Buses — 9,518 (−0.1%)

Sales

- Passenger — 73,423 (−2.3%)
- SUV — 69,503 (−1.1%)
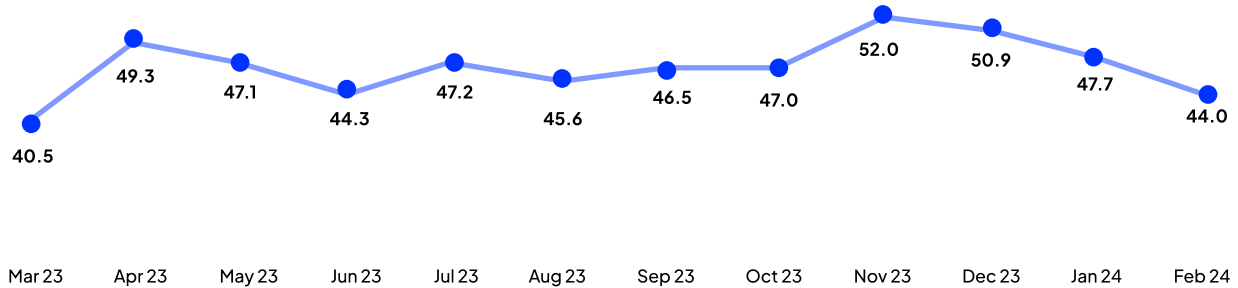- LCV – Utes — 31,396 (0.4%)
- LCV – Vans & Buses — 5,126 (3.5%)

Fuel Type

For Sale

	This Month	Last Month	Movement
Petrol	167,896	167,022	▲ 0.5%
Diesel	103,123	101,249	▲ 1.9%
Hybrid	10,187	9,802	▲ 3.9%
EVs	4,451	3,990	▲ 11.6%
LPG	401	400	▲ 0.2%
PHEVs	271	250	▲ 8.4%

Sales

	This Month	Last Month	Movement
Petrol	115,468	118,031	▼ -2.2%
Diesel	56,114	56,059	▲ 0.1%
Hybrid	6,280	6,006	▲ 4.6%
EVs	1,232	1,150	▲ 7.1%
LPG	219	239	▼ -8.4%
PHEVs	135	127	▲ 6.3%

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

Average Days to Sell

Mar 23 — 40.5
Apr 23 — 49.3
May 23 — 47.1
Jun 23 — 44.3
Jul 23 — 47.2
Aug 23 — 45.6
Sep 23 — 46.5
Oct 23 — 47.0
Nov 23 — 52.0
Dec 23 — 50.9
Jan 24 — 47.7
Feb 24 — 44.0

ⓘ 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	85.5%	87.0%	▼ –1.7 %
	SUV	80.3%	80.9%	▼ –0.7 %
	LCV – Utes	83.5%	83.8%	▼ –0.4 %
5–7 yrs old	Passenger	71.5%	71.2%	▲ 0.4 %
	SUV	64.4%	64.8%	▼ –1.1 %
	LCV – Utes	72.0%	72.5%	▼ –0.7 %

ⓘ 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	4.933	4,739	▲ 4.1 %	44.1
Toyota Hilux	3.922	3,789	▲ 3.5 %	44.1
Toyota Corolla	3,459	3,377	▲ 2.4 %	30.4
Hyundai i30	2,463	2,567	▼ –4.1 %	31.0
Toyota Camry	2,304	2,267	▲ 1.6 %	35.0
Mitsubishi Triton	2,290	2,230	▲ 2.7 %	43.3
Toyota RAV4	2,168	2,238	▼ –3.1 %	35.4
Mazda 3	2,146	2,199	▼ –2.4 %	32.1
Mazda CX-5	2,070	2,092	▼ –1.1 %	41.7
Toyota Landcruiser	1,937	1,831	▲ 5.8 %	50.9

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

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

Passenger Cars

		Avg. RV%	Avg. Days to Sell
1	Toyota 86	106.9%	64.4
2	Honda Jazz	105.1%	35.6
3	Toyota Yaris	104.6%	31.2
4	Kia Picanto	99.4%	31.2
5	Ford Mustang	97.8%	45.4
6	Honda Civic	96.0%	39.2
7	Toyota Corolla	96.0%	36.0
8	Mini Hatch	94.9%	58.5
9	Suzuki Swift	94.8%	20.3
10	Toyota Camry	94.7%	40.5

SUVs

		Avg. RV%	Avg. Days to Sell
1	Suzuki Jimny	128.9%	33.5
2	Toyota Landcruiser	107.4%	50.3
3	Toyota Yaris Cross	103.3%	56.7
4	Land Rover Defender	100.7%	65.4
5	Toyota RAV4	100.7%	42.9
6	Nissan Patrol	100.1%	46.0
7	Toyota Fortuner	94.7%	49.1
8	Toyota C-HR	93.9%	43.5
9	Jeep Wrangler	92.2%	55.8
10	Toyota Landcruiser Prado	91.2%	48.0

ⓘ 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	106.5%	18.2
2	Toyota Yaris	94.8%	25.8
3	Toyota Prus C	93.5%	33.2
4	Honda Jazz	88.0%	28.4
5	Kia Picanto	86.7%	32.7
6	Mazda 2	85.9%	24.7
7	Toyota 86	85.4%	33.8
8	Ford Mustang	84.5%	45.9
9	Honda Civic	81.4%	32.3
10	Suzuki Swift	80.5%	31.4

SUVs

		Avg. RV%	Avg. Days to Sell
1	Toyota Landcruiser	91.5%	44.0
2	MG ZS	86.3%	25.9
3	Suzuki Ignis	86.0%	20.4
4	Jeep Wrangler	84.1%	57.0
5	Nissan Patrol	82.1%	41.2
6	Hyundai Kona	79.9%	53.7
7	Toyota Fortuner	79.7%	35.1
8	Mazda CX-3	77.5%	32.7
9	Suzuki Grand Vitara	77.4%	28.1
10	Toyota Landcruiser Prado	75.8%	51.7

ⓘ 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.