



Automotive Insights Report (AIR)

March 2024

AADA and AutoGrab present the Australian **Automotive Insights Report (AIR)** for March 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

287,620

Total For Sale

Private: 57.3% Dealer: 42.7%

	This Month	Last Month	Movement
NSW	84,147	84,248	▼ -0.1 %
VIC	78,825	78,956	▼ -0.2 %
QLD	61,091	61,735	▼ -1.0 %
WA	32,293	30,594	▲ 5.6 %
SA	18,709	18,304	▲ 2.2 %
TAS	5,433	5,281	▲ 2.9 %
ACT	5,003	4,941	▲ 1.3 %
NT	2,119	2,270	▼ -6.7 %
Total	287,620	286,329	▲ 0.5 %

Sales

184,054

Total Sales

Private: 60.5% Dealer: 39.5%

	This Month	Last Month	Movement
NSW	55,734	52,038	▲ 7.1 %
VIC	44,810	43,532	▲ 2.9 %
QLD	39,872	39,122	▲ 1.9 %
WA	22,846	24,082	▼ -5.1 %
SA	11,913	11,702	▲ 1.8 %
TAS	4,015	4,127	▼ -2.7 %
ACT	3,477	3,366	▲ 3.3 %
NT	1,387	1,479	▼ -6.2 %
Total	184,054	179,448	▲ 2.6 %

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

Segment

287,620

Total For Sale

184,054

Total Sales

Passenger

101,436
(0.1%)

SUV

119,288
(0.4%)

LCV – Utes

57,109
(0.8%)LCV – Vans
& Buses9,787
(2.8%)

Passenger

76,149
(3.7%)

SUV

70,183
(1.0%)

LCV – Utes

32,530
(3.6%)LCV – Vans
& Buses5,192
(1.3%)

Fuel Type

For Sale

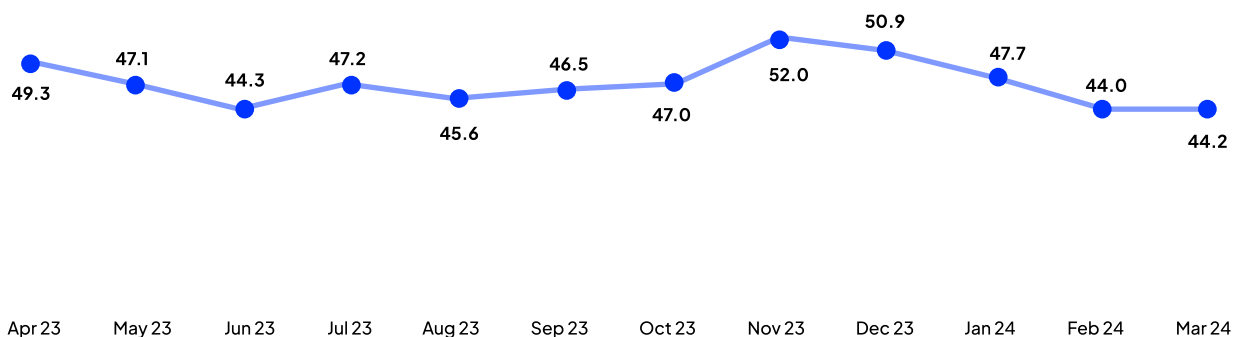
	This Month	Last Month	Movement
Petrol	168,097	167,896	▲ 0.1%
Diesel	103,648	103,123	▲ 0.5%
Hybrid	10,426	10,187	▲ 2.3%
EVs	4,771	4,451	▲ 7.2%
LPG	381	401	▼ -5.0%
PHEVs	297	271	▲ 9.6%

Sales

	This Month	Last Month	Movement
Petrol	117,977	115,468	▲ 2.2 %
Diesel	57,904	56,114	▲ 3.2 %
Hybrid	6,365	6,280	▲ 1.4 %
EVs	1,393	1,232	▲ 13.1 %
LPG	268	219	▲ 22.4 %
PHEVs	147	135	▲ 8.9 %

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	85.1%	85.5%	▼ -0.6 %
	SUV	79.5%	80.3%	▼ -0.9 %
	LCV - Utes	83.5%	83.5%	▲ 0.0 %
5-7 yrs old	Passenger	69.7%	71.5%	▼ -2.5 %
	SUV	63.1%	64.4%	▼ -1.4 %
	LCV - Utes	71.3%	72.0%	▼ -0.8 %

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	5,175	4,933	▲ 4.9 %	45.9
Toyota Hilux	4,265	3,922	▲ 8.7 %	41.8
Toyota Corolla	3,712	3,459	▲ 7.3 %	29.7
Toyota Camry	2,621	2,304	▲ 13.8 %	38.6
Mitsubishi Triton	2,545	2,290	▲ 11.1 %	44.5
Hyundai i30	2,400	2,463	▼ -2.6 %	31.8
Mazda 3	2,277	2,146	▲ 6.1 %	33.2
Toyota RAV4	2,121	2,168	▼ -2.2 %	34.9
Mazda CX-5	2,085	2,070	▲ 0.7 %	40.8
Toyota Landcruiser	1,994	1,937	▲ 2.9 %	52.9

③ 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				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	Toyota 86	109.5%	31.6	1	Suzuki Jimny	126.3%	50.0
2	Toyota Yaris	103.4%	35.9	2	Toyota Landcruiser	109.9%	42.8
3	Honda Jazz	99.8%	17.7	3	Toyota Yaris Cross	105.7%	47.1
4	Suzuki Swift	97.1%	34.7	4	Land Rover Defender	97.8%	41.7
5	Ford Mustang	95.4%	56.0	5	Toyota RAV4	96.2%	40.2
6	Honda Civic	95.4%	24.9	6	Nissan Patrol	94.1%	57.7
7	Kia Picanto	94.6%	25.0	7	Toyota Fortuner	93.2%	37.7
8	Kia Rio	94.3%	30.4	8	Toyota C-HR	90.7%	49.2
9	Toyota Corolla	93.8%	34.7	9	Jeep Wrangler	90.3%	28.7
10	Mazda 2	93.5%	22.5	10	Toyota Landcruiser Prado	89.3%	31.4

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				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	Mitsubishi Mirage	123.3%	26.5	1	Toyota Landcruiser	89.6%	50.8
2	Fiat 500	113.5%	21.8	2	Suzuki Ignis	87.4%	28.0
3	Toyota Yarris	93.5%	27.2	3	Nissan Patrol	83.0%	58.1
4	Toyota Prius C	92.3%	34.0	4	Jeep Wrangler	82.3%	57.8
5	Kia Picanto	87.9%	21.7	5	Toyota Fortuner	78.8%	57.2
6	Honda Jazz	87.6%	29.6	6	Huyn dai Konda	77.3%	38.2
7	Honda City	84.3%	31.1	7	Suzuki Grand Vitara	76.2%	34.3
8	Honda Civic	83.9%	33.9	8	Toyota Landcruiser Prado	75.4%	54.3
9	Mazda 2	83.5%	23.1	9	Mazda CX-3	74.2%	28.1
10	Toyota 86	83.2%	36.4	10	Honda HR-V	72.3%	33.6

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.