



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

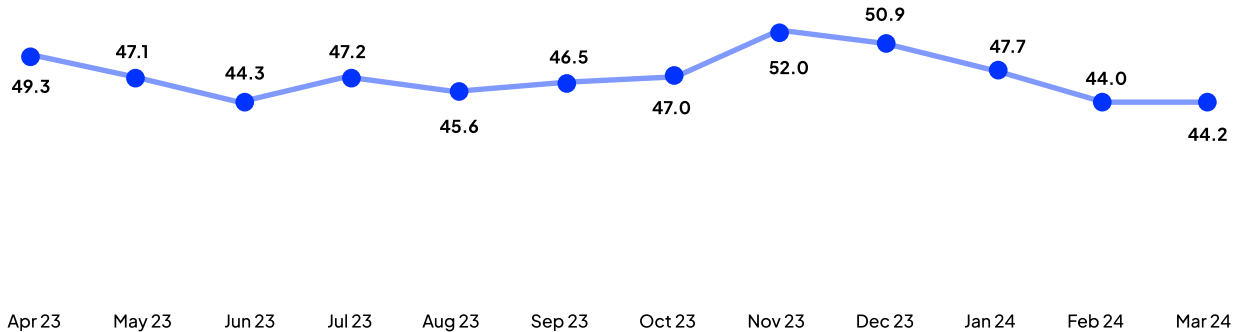
	This Month	Last Month	Movement
Petrol	168,097	167,896	▲ 0.1%
Diesel	103,648	103,123	▲ 0.5%
Hybrid	10,426	10,187	▲ 2.3%
EVs	4,771	4,451	▲ 7.2%
LPG	381	401	▼ -5.0%
PHEVs	297	271	▲ 9.6%

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)

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	2,113	2,046	▲ 3.3 %	46.8
2	Toyota Hilux	1,575	1,486	▲ 6.0 %	41.9
3	Toyota Corolla	1,462	1,396	▲ 4.7 %	38.4
4	Toyota RAV4	1,089	1,128	▼ -3.5 %	40.6
5	Hyundai i30	1,040	1,093	▼ -4.8 %	37.7
6	Mazda CX-5	948	956	▲ -0.8 %	45.0
7	Mitsubishi Triton	928	852	▼ 8.9 %	50.1
8	Nissan X-Trail	880	827	▲ 6.4 %	43.8
9 ▲1	Toyota Camry	824	747	▲ 10.3 %	51.3
10 ▼-1	Toyota Landcruiser Prado	753	748	▲ 0.7 %	47.8
11 ▲1	Mazda 3	720	697	▲ 3.3 %	38.5
12 ▼-1	Kia Cerato	717	719	▼ -0.3 %	44.3
13 ▲1	Mitsubishi Outlander	713	687	▲ 3.8 %	47.3
14 ▼-1	Hyundai Tucson	663	693	▼ -4.3 %	45.2
15	Nissan Navara	634	646	▼ -1.9 %	55.1
16 ▲1	Toyota Landcruiser	626	616	▲ 1.6 %	54.4
17 ▲1	Isuzu D-Max	613	615	▼ -0.3 %	48.6
18 ▲1	Holden Colorado	599	591	▲ 1.4 %	46.9
19 ▲2	Toyota Kluger	578	547	▲ 5.7 %	50.3
20 ▼-4	Mitsubishi ASX	577	629	▼ -8.3 %	36.6
21 ▲1	Subaru Forester	570	536	▲ 6.3 %	38.3
22 ▼-2	Kia Sportage	551	555	▼ -0.7 %	48.2
23 ▲1	Volkswagen Golf	540	517	▲ 4.4 %	58.8
24 ▼-1	Mazda BT-50	520	522	▼ -0.4 %	59.1
25 ▲5	Mazda CX-3	473	428	▲ 10.5 %	42.6
26	Holden Commodore	462	437	▲ 5.7 %	50.2
27 ▼-2	Ford Everest	461	444	▲ 3.8 %	52.4
28 ▲3	Mercedes-Benz C-Class	406	418	▼ -2.9 %	56.6
29	MG HS	403	429	▼ -6.1 %	65.9
30 ▼-2	Subaru Outback	402	431	▼ -6.7 %	39.9

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	BYD ATTO 3	26	21	▲ 23.8 %	16.2
2	Tesla Model 3	48	52	▼ -7.7 %	20.1
3	Renault Trafic	35	46	▼ -23.9 %	20.5
4	Nissan Dualis	27	29	▼ -6.9 %	23.4
5	Renault Clio	29	33	▼ -12.1 %	29.3
6	Suzuki Jimny	70	94	▼ -25.5 %	30.5
7	Kia Picanto	84	109	▼ -22.9 %	31.0
8	Mitsubishi Lancer	105	124	▼ -15.3 %	32.2
9	Kia Stonic	135	120	▲ 12.5 %	32.6
10	Mitsubishi Mirage	97	92	▲ 6.6 %	32.6

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	Mazda CX-60	22	39	▼ -43.6 %	130.6
2	Honda Fit	25	26	▼ -3.8 %	119.6
3	Volkswagen T-Cross	83	96	▼ -13.5 %	106.5
4	Mercedes-Benz M-Class	23	38	▼ -39.5 %	98.6
5	Lexus ES	22	37	▼ -40.5 %	96.5
6	Skoda Kamiq	27	42	▼ -35.7 %	94.0
7	Volkswagen Multivan	30	30	▲ 0.0 %	92.2
8	BMW X6	30	28	▲ 7.1 %	89.4
9	Skoda Kodiaq	57	68	▼ -16.2 %	88.9
10	Suzuki S-Cross	26	27	▼ -3.7 %	87.4

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	Subaru Liberty	23	25.1
2	Lexus NX	35	30.9
3	Mazda CX-3	99	31.1
4	Hyundai i30	260	31.6
5	Suzuki Baleno	29	33.5
6	Hyundai Kona	133	33.7
7	Skoda Octavia	30	34.0
8	Honda Civic	55	34.0
9	Skoda Kodiak	22	34.7
10	MG MG3	55	35.1

Top 10 Highest

		This Month – For Sale	Avg. MDS
1	Audi A5	20	171.4
2	Land Rover Discovery	28	152.7
3	Jaguar E-Pace	22	132.0
4	Volkswagen Touareg	37	123.3
5	BMW 5 Series	32	106.7
6	Toyota Hiace	229	98.1
7	Mitsubishi Pejero	47	97.2
8	Mercedes-Benz E-Class	40	96.0
9	Jeep Grand Cherokee	120	91.1
10	LDV G10	47	88.1

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	Hyundai i30	256	33.5
2	Holden Cruze	51	33.6
3	Mitsubishi Lancer	64	33.7
4	Toyota Yaris	98	35.0
5	Subaru XV	112	35.4
6	Subaru Forester	140	36.5
7	Hyundai Kona	88	38.3
8	Hyundai Elantra	55	38.8
9	Subaru Outback	136	38.9
10	Honda Jazz	46	38.9

Top 10 Highest

		This Month – For Sale	Avg. MDS
1	Jaguar E-Pace	25	250.0
2	Nissan Leaf	41	246.0
3	Mercedes-Benz S-Class	29	217.5
4	Nissan Note	21	210.0
5	Jeep Cherokee	24	205.7
6	Land Rover Range Rover Vogue	20	150.0
7	BMW 5 Series	37	148.0
8	Renault Master	31	143.1
9	Volvo XC90	39	137.6
10	Volkswagen Transporter	40	133.3

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 86	109.5%	31.6
2	Toyota Yaris	103.4%	35.9
3	Honda Jazz	99.8%	17.7
4	Suzuki Swift	97.1%	34.7
5	Ford Mustang	95.4%	56.0
6	Honda Civic	95.4%	24.9
7	Kia Picanto	94.6%	25.0
8	Kia Rio	94.3%	30.4
9	Toyota Corolla	93.8%	34.7
10	Mazda 2	93.5%	22.5

SUVs

		Avg. RV%	Avg. Days to Sell
1	Suzuki Jimny	126.3%	50.0
2	Toyota Landcruiser	109.9%	42.8
3	Toyota Yaris Cross	105.7%	47.1
4	Land Rover Defender	97.8%	41.7
5	Toyota RAV4	96.2%	40.2
6	Nissan Patrol	94.1%	57.7
7	Toyota Fortuner	93.2%	37.7
8	Toyota C-HR	90.7%	49.2
9	Jeep Wrangler	90.3%	28.7
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

		Avg. RV%	Avg. Days to Sell
1	Mitsubishi Mirage	123.3%	26.5
2	Fiat 500	113.5%	21.8
3	Toyota Yarris	93.5%	27.2
4	Toyota Prius C	92.3%	34.0
5	Kia Picanto	87.9%	21.7
6	Honda Jazz	87.6%	29.6
7	Honda City	84.3%	31.1
8	Honda Civic	83.9%	33.9
9	Mazda 2	83.5%	23.1
10	Toyota 86	83.2%	36.4

SUVs

		Avg. RV%	Avg. Days to Sell
1	Toyota Landcruiser	89.6%	50.8
2	Suzuki Ignis	87.4%	28.0
3	Nissan Patrol	83.0%	58.1
4	Jeep Wrangler	82.3%	57.8
5	Toyota Fortuner	78.8%	57.2
6	Huyn dai Konda	77.3%	38.2
7	Suzuki Grand Vitara	76.2%	34.3
8	Toyota Landcruiser Prado	75.4%	54.3
9	Mazda CX-3	74.2%	28.1
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.