



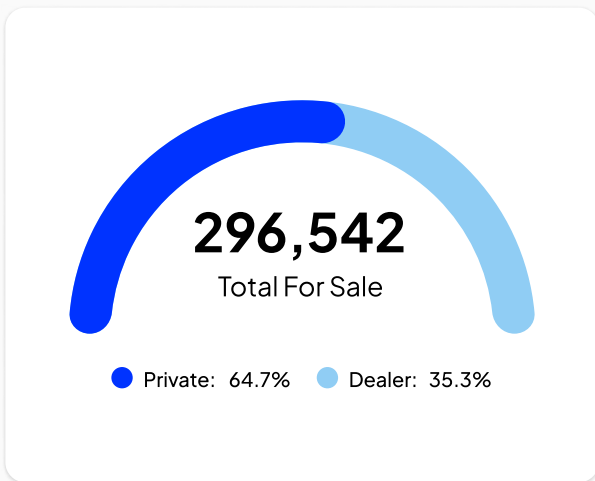
Automotive Insights Report (AIR) May 2024

AADA and AutoGrab present the Australian Automotive Insights Report (AIR) for May 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.

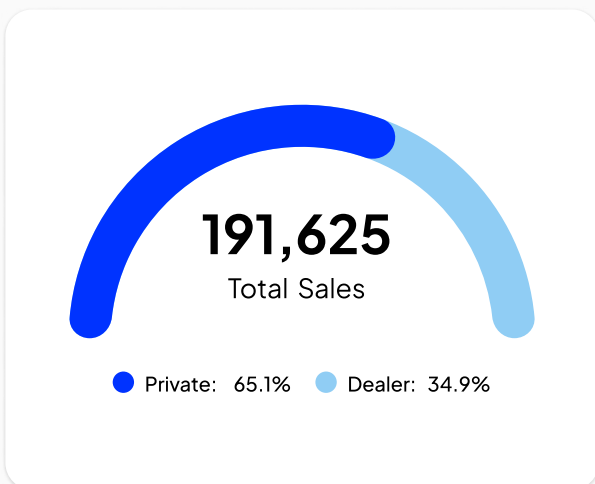


For Sale



| | This Month | Last Month | Movement |
|--------------|----------------|----------------|---------------|
| NSW | 86,761 | 81,667 | ▲ 6.2% |
| VIC | 82,218 | 75,958 | ▲ 8.2% |
| QLD | 62,893 | 58,405 | ▲ 7.7% |
| WA | 31,516 | 29,659 | ▲ 6.3% |
| SA | 20,354 | 18,754 | ▲ 8.5% |
| TAS | 5,325 | 5,221 | ▲ 2.0% |
| ACT | 5,321 | 5,036 | ▲ 5.7% |
| NT | 2,154 | 2,019 | ▲ 6.7% |
| Total | 296,542 | 276,719 | ▲ 7.2% |

Sales



| | This Month | Last Month | Movement |
|--------------|----------------|----------------|---------------|
| NSW | 54,586 | 53,310 | ▲ 2.4% |
| VIC | 46,887 | 44,705 | ▲ 4.9% |
| QLD | 43,205 | 40,252 | ▲ 7.3% |
| WA | 24,386 | 23,567 | ▲ 3.5% |
| SA | 12,906 | 12,716 | ▲ 1.5% |
| TAS | 4,407 | 4,118 | ▲ 7.0% |
| ACT | 3,686 | 3,435 | ▲ 7.3% |
| NT | 1,562 | 1,472 | ▲ 6.1% |
| Total | 191,625 | 183,575 | ▲ 4.4% |

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



Segment

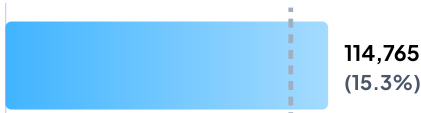
296,542

Total For Sale

191,625

Total Sales

Passenger



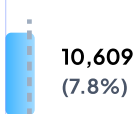
SUV



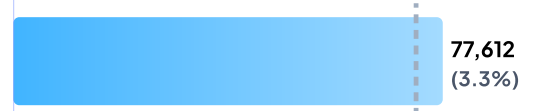
LCV - Utes



LCV - Vans & Buses



Passenger



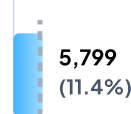
SUV



LCV - Utes



LCV - Vans & Buses



Fuel Type

For Sale

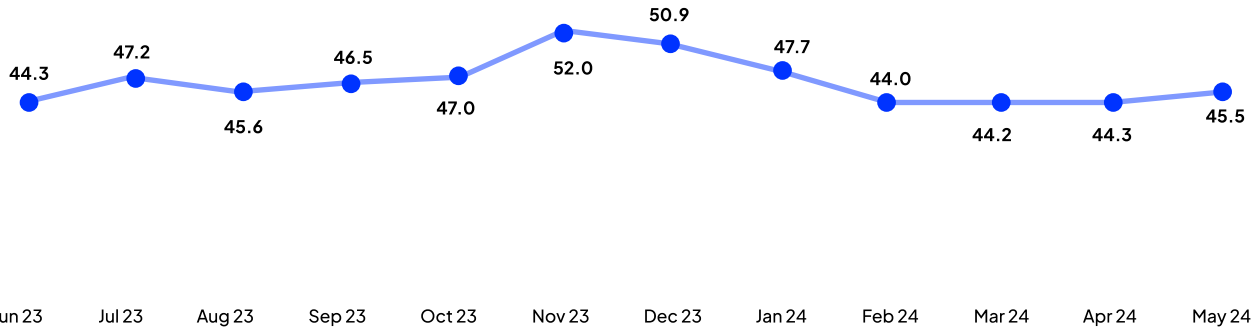
| | This Month | Last Month | Movement |
|--------|------------|------------|----------|
| Petrol | 179,477 | 162,640 | ▲ 10.4% |
| Diesel | 101,398 | 99,004 | ▲ 2.4% |
| Hybrid | 10,928 | 10,120 | ▲ 8.0% |
| EVs | 4,013 | 4,331 | ▼ -7.3% |
| LPG | 411 | 351 | ▲ 17.1% |
| PHEVs | 315 | 273 | ▲ 15.4% |

Sales

| | This Month | Last Month | Movement |
|--------|------------|------------|----------|
| Petrol | 120,912 | 116,985 | ▲ 3.4% |
| Diesel | 61,518 | 57,953 | ▲ 6.2% |
| Hybrid | 7,168 | 6,725 | ▲ 6.6% |
| EVs | 1,647 | 1,525 | ▲ 8.0% |
| LPG | 204 | 236 | ▼ -13.6% |
| PHEVs | 176 | 151 | ▲ 16.6% |

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

Average Days to Sell



① 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 | 84.1% | 84.9% | ▼ -0.9% |
| | SUV | 78.4% | 79.1% | ▼ -0.9% |
| | LCV - Utes | 80.9% | 82.1% | ▼ -1.5% |
| 5-7 yrs old | Passenger | 69.8% | 70.3% | ▼ -0.7% |
| | SUV | 62.4% | 62.8% | ▼ -0.6% |
| | LCV - Utes | 69.0% | 70.6% | ▼ -2.3% |

① 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 | 5,922 | 5,557 | ▲ 6.6% | 53.2 |
| Toyota Hilux | 4,653 | 4,348 | ▲ 7.0% | 49.0 |
| Toyota Corolla | 3,631 | 3,741 | ▼ -2.9% | 32.3 |
| Mitsubishi Triton | 2,643 | 2,534 | ▲ 4.3% | 46.3 |
| Toyota Camry | 2,631 | 2,659 | ▼ -1.1% | 38.0 |
| Hyundai i30 | 2,518 | 2,429 | ▲ 3.7% | 31.8 |
| Toyota RAV4 | 2,377 | 2,337 | ▲ 1.7% | 39.8 |
| Mazda 3 | 2,336 | 2,317 | ▲ 0.8% | 36.5 |
| Toyota Landcruiser | 2,189 | 2,093 | ▲ 4.6% | 61.9 |
| Nissan Navara | 2,157 | 2,049 | ▲ 5.3% | 52.2 |

① 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 Yaris | 106.9% | 41.6 | 1 | Suzuki Jimny | 118.2% | 41.7 |
| 2 | Honda Jazz | 104.1% | 35.5 | 2 | Toyota Landcruiser | 103.1% | 59.3 |
| 3 | Kia Picanto | 97.2% | 39.3 | 3 | Land Rover Defender | 97.9% | 63.5 |
| 4 | Ford Mustang | 94.4% | 51.6 | 4 | Toyota RAV4 | 96.7% | 43.7 |
| 5 | Suzuki Baleno | 92.5% | 32.0 | 5 | Nissan Patrol | 93.3% | 43.2 |
| 6 | Ford Focus | 92.3% | 61.4 | 6 | Toyota Fortuner | 92.3% | 49.3 |
| 7 | Toyota Corolla | 91.8% | 41.3 | 7 | Toyota C-HR | 92.2% | 48.8 |
| 8 | Suzuki Swift | 91.2% | 34.5 | 8 | Hyundai Venue | 89.0% | 30.3 |
| 9 | Honda Civic | 90.8% | 32.0 | 9 | Toyota Landcruiser Prado | 88.5% | 51.0 |
| 10 | Toyota Camry | 90.5% | 39.7 | 10 | Jeep Wrangler | 88.3% | 80.2 |

③ 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 | 129.9% | 24.7 | 1 | Toyota Landcruiser | 89.4% | 62.4 |
| 2 | HSV Clubsport | 116.3% | 85.8 | 2 | Suzuki Ignis | 84.7% | 33.5 |
| 3 | Holden Spark | 99.0% | 61.6 | 3 | Jeep Wrangler | 82.4% | 71.6 |
| 4 | Toyota Prius C | 98.1% | 31.7 | 4 | Suzuki Grand Vitara | 80.1% | 28.9 |
| 5 | Toyota Yaris | 97.7% | 32.8 | 5 | Nissan Patrol | 76.2% | 56.2 |
| 6 | Kia Picanto | 85.2% | 23.4 | 6 | Toyota Fortuner | 75.1% | 53.9 |
| 7 | Toyota 86 | 84.0% | 36.2 | 7 | Hyundai Kona | 75.0% | 40.3 |
| 8 | Honda Jazz | 82.9% | 29.1 | 8 | Toyota Landcruiser Prado | 72.9% | 58.8 |
| 9 | Ford Mustang | 82.7% | 51.1 | 9 | Honda HR-V | 72.0% | 36.5 |
| 10 | Mazda 2 | 81.6% | 26.5 | 10 | Mazda CX-3 | 72.0% | 37.4 |

③ 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.