



Automotive Insights Report (AIR)

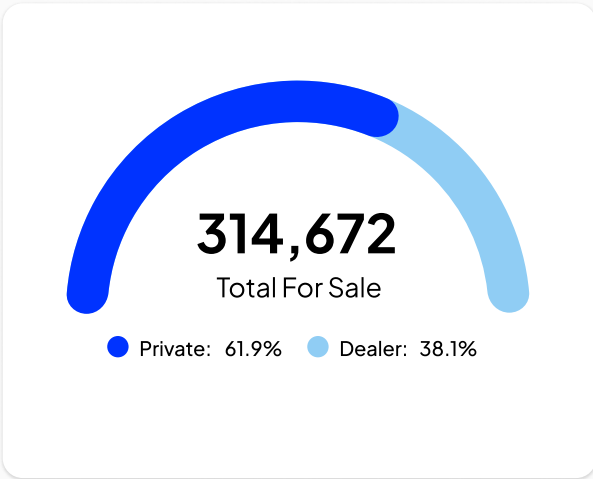
September 2024

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

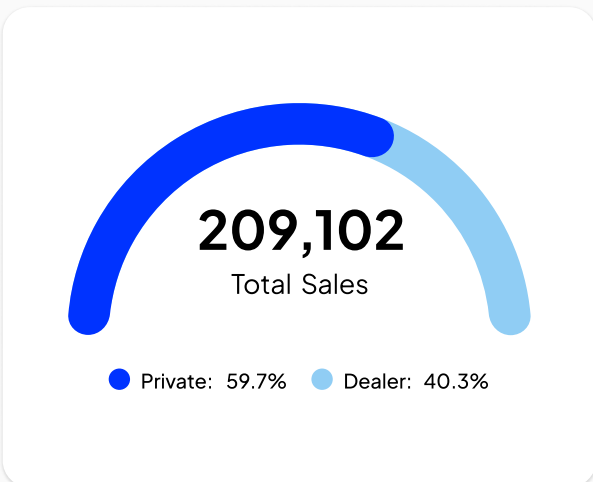


For Sale



	This Month	Last Month	Movement
NSW	92,394	90,000	▲ 2.7%
VIC	83,208	80,201	▲ 3.7%
QLD	73,438	67,551	▲ 8.7%
WA	32,884	31,015	▲ 6.0%
SA	20,788	19,122	▲ 8.7%
TAS	6,282	5,624	▲ 11.7%
ACT	4,120	3,920	▲ 5.1%
NT	1,558	1,714	▼ -9.1%
Total	314,672	299,147	▲ 5.2%

Sales



	This Month	Last Month	Movement
NSW	60,615	58,574	▲ 3.5%
VIC	49,357	49,519	▼ -0.3%
QLD	48,534	47,869	▲ 1.4%
WA	27,767	27,970	▼ -0.7%
SA	14,882	14,721	▲ 1.1%
TAS	4,794	4,653	▲ 3.0%
ACT	2,282	2,571	▼ -11.2%
NT	871	927	▼ -6.0%
Total	209,102	206,804	▲ 1.1%

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

Segment

314,672

Total For Sale

209,102

Total Sales

Passenger


118,138
(3.0%)

SUV


124,678
(8.1%)

LCV - Utes


60,139
(4.4%)

 LCV - Vans
& Buses

11,717
(1.7%)

Passenger


84,101
(-2.7%)

SUV


81,507
(3.6%)

LCV - Utes


36,987
(3.8%)

 LCV - Vans
& Buses

6,507
(7.6%)

Fuel Type

For Sale

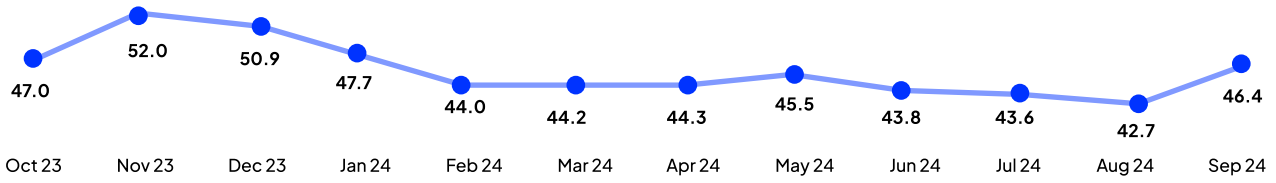
	This Month	Last Month	Movement
Petrol	189,770	179,906	▲ 5.5%
Diesel	105,944	102,966	▲ 2.9%
Hybrid	13,161	11,655	▲ 12.9%
EVs	4,746	3,860	▲ 23.0%
PHEVs	635	386	▲ 64.5%
LPG	416	374	▲ 11.2%

Sales

	This Month	Last Month	Movement
Petrol	132,609	133,247	▼ -0.5%
Diesel	65,372	63,008	▲ 3.8%
Hybrid	8,719	8,435	▲ 3.4%
EVs	1,920	1,637	▲ 17.3%
PHEVs	255	196	▲ 30.1%
LPG	227	281	▼ -19.2%

© 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%)

	Year	This Month - RV%		Last Month - RV%		RV% Movement
		2022	2021	2022	2021	
Passenger	2022	89.4%	87.0%	90.6%	88.0%	▼ -1.3%
	2021	82.8%	82.8%	83.3%	83.3%	▼ -0.6%
	2020	79.3%	79.3%	79.6%	79.6%	▼ -0.4%
	2019	73.0%	73.0%	73.1%	73.1%	▼ -0.1%
	2018	67.1%	67.1%	66.9%	66.9%	▲ 0.3%
	2017	86.1%	86.1%	86.9%	86.9%	▼ -0.9%
SUV	2022	81.9%	81.9%	82.3%	82.3%	▼ -0.5%
	2021	78.6%	78.6%	79.0%	79.0%	▼ -0.5%
	2020	71.2%	71.2%	71.5%	71.5%	▼ -0.4%
	2019	64.6%	64.6%	65.7%	65.7%	▼ -1.7%
	2018	58.0%	58.0%	58.4%	58.4%	▼ -0.7%
	2017	90.1%	90.1%	90.6%	90.6%	▼ -0.6%
LCV - Utes	2022	82.9%	82.9%	83.5%	83.5%	▼ -0.7%
	2021	79.2%	79.2%	81.1%	81.1%	▼ -2.3%
	2020	72.8%	72.8%	73.5%	73.5%	▼ -1.0%
	2019	69.4%	69.4%	70.0%	70.0%	▼ -0.9%
	2018	63.9%	63.9%	65.6%	65.6%	▼ -2.6%
	2017					

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	5,704	5,410	▲ 5.4%	53.4
TOYOTA HILUX	4,322	4,242	▲ 1.9%	49.4
TOYOTA COROLLA	3,533	3,452	▲ 2.3%	38.9
TOYOTA RAV4	2,576	2,496	▲ 3.2%	48.0
MITSUBISHI TRITON	2,569	2,414	▲ 6.4%	50.4
TOYOTA CAMRY	2,462	2,558	▼ -3.8%	44.7
HYUNDAI I30	2,438	2,475	▼ -1.5%	37.5
MAZDA 3	2,188	2,216	▼ -1.3%	45.3
MAZDA CX-5	2,076	2,057	▲ 0.9%	47.1
VOLKSWAGEN GOLF	1,846	1,818	▲ 1.5%	50.2

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	AUDI RS3	101.9%	58.9	1	SUZUKI JIMNY	113.0%	60.4
2	KIA PICANTO	96.9%	39.6	2	TOYOTA YARIS CROSS	104.0%	49.0
3	TOYOTA COROLLA	95.8%	42.4	3	TOYOTA COROLLA CROSS	102.0%	65.5
4	FORD MUSTANG	95.7%	55.1	4	LAND ROVER DEFENDER	101.8%	50.7
5	TOYOTA CAMRY	93.2%	46.2	5	TOYOTA LANDCRUISER	98.7%	59.2
6	MITSUBISHI MIRAGE	92.5%	48.6	6	TOYOTA RAV4	96.5%	52.6
7	MAZDA 2	90.0%	33.8	7	PORSCHE MACAN	95.6%	51.0
8	KIA RIO	89.5%	43.2	8	NISSAN PATROL	95.5%	43.4
9	VOLKSWAGEN POLO	88.9%	47.6	9	TOYOTA LANDCRUISER P RADO	95.2%	43.0
10	HYUNDAI I30	88.8%	42.9	10	TOYOTA FORTUNER	94.4%	50.2

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	TOYOTA YARIS	94.7%	36.0	1	TOYOTA LANDCRUISER	88.3%	62.4
2	SUZUKI SWIFT	85.4%	40.1	2	JEEP WRANGLER	83.1%	64.2
3	KIA PICANTO	85.0%	37.4	3	NISSAN PATROL	82.6%	48.9
4	MAZDA 2	82.1%	37.3	4	SUZUKI IGNIS	81.4%	30.2
5	FORD MUSTANG	81.3%	55.2	5	TOYOTA C-HR	81.3%	52.5
6	TOYOTA COROLLA	80.2%	42.1	6	KIA SELTOS	78.6%	43.0
7	TOYOTA PRIUS C	80.1%	60.0	7	TOYOTA FORTUNER	78.3%	52.9
8	HONDA JAZZ	79.9%	31.8	8	TOYOTA RAV4	77.6%	48.0
9	KIA RIO	79.6%	36.7	9	TOYOTA LANDCRUISER PRADO	76.4%	54.3
10	HYUNDAI ACCENT	79.2%	34.3	10	HYUNDAI KONA	73.6%	45.9

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.