



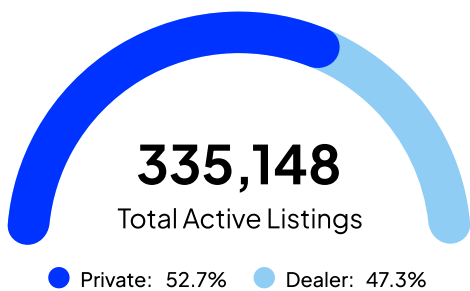
# Automotive Insights Report (AIR)

November 2024

AADA and AutoGrab present the Australian **Automotive Insights Report (AIR)** for November 2024. These reports aim to provide insightful data about the dynamic Australian retail used car market, which includes dealer and private listing data.

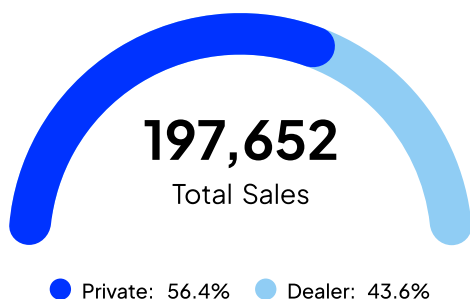
The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.

## For Sale



	This Month	Last Month	Movement
NSW	97,182	92,983	▲ 4.5%
VIC	90,260	85,664	▲ 5.4%
QLD	74,294	72,233	▲ 2.9%
WA	38,441	34,251	▲ 12.2%
SA	22,956	20,970	▲ 9.5%
TAS	6,677	6,224	▲ 7.3%
ACT	4,079	4,101	▼ -0.5%
NT	1,259	1,435	▼ -12.3%
Total	335,148	317,861	▲ 5.4%

## Sales



	This Month	Last Month	Movement
NSW	56,561	57,319	▼ -1.3%
VIC	48,379	49,463	▼ -2.2%
QLD	45,573	47,056	▼ -3.2%
WA	25,810	27,396	▼ -5.8%
SA	13,839	13,897	▼ -0.4%
TAS	4,572	4,482	▲ 2.0%
ACT	2,079	2,099	▼ -1.0%
NT	839	643	▲ 30.5%
Total	197,652	202,355	▼ -2.3%

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

## Segment

335,148

Total For Sale

197,652

Total Sales

Passenger

119,642  
(4.6%)

SUV

139,882  
(6.5%)

LCV - Utes

62,458  
(4.4%)LCV - Vans  
& Buses13,166  
(6.6%)

Passenger

76,191  
(-2.2%)

SUV

80,365  
(-2.6%)

LCV - Utes

34,734  
(-2.7%)LCV - Vans  
& Buses6,362  
(1.5%)

## Fuel Type

## For Sale

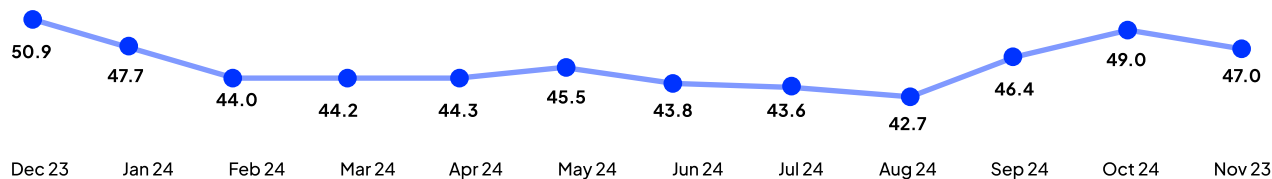
	This Month	Last Month	Movement
Petrol	201,933	191,204	▲ 5.6%
Diesel	110,377	105,620	▲ 4.5%
Hybrid	15,721	14,407	▲ 9.1%
EVs	5,944	5,512	▲ 7.8%
PHEVs	689	637	▲ 8.2%
LPG	484	481	▲ 0.6%

## Sales

	This Month	Last Month	Movement
Petrol	124,614	126,622	▼ -1.6%
Diesel	61,552	63,866	▼ -3.6%
Hybrid	8,763	8,913	▼ -1.7%
EVs	2,154	2,349	▼ -8.3%
PHEVs	300	324	▼ -7.4%
LPG	269	281	▼ -4.3%

③ 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
Passenger	2022	88.2%	88.5%	▼ -0.3%
	2021	86.2%	85.9%	▲ 0.3%
	2020	81.6%	81.3%	▲ 0.4%
	2019	77.6%	78.1%	▼ -0.6%
	2018	71.6%	72.2%	▼ -0.8%
	2017	65.9%	66.9%	▼ -1.5%
SUV	2022	84.1%	84.3%	▼ -0.2%
	2021	80.2%	81.1%	▼ -1.1%
	2020	76.5%	77.6%	▼ -1.4%
	2019	69.5%	70.1%	▼ -0.9%
	2018	63.3%	63.4%	▼ -0.2%
	2017	57.0%	57.8%	▼ -1.4%
LCV - Utes	2022	89.8%	89.9%	▼ -0.1%
	2021	80.9%	81.5%	▼ -0.7%
	2020	78.1%	78.3%	▼ -0.3%
	2019	72.7%	72.8%	▼ -0.1%
	2018	67.6%	68.4%	▼ -1.2%
	2017	62.7%	63.7%	▼ -1.6%

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	5,431	5,737	▼ -5.3%	50.0
TOYOTA HILUX	4,131	4,192	▼ -1.5%	39.5
TOYOTA COROLLA	3,380	3,450	▼ -2.0%	37.2
TOYOTA RAV4	2,552	2,793	▼ -8.6%	43.9
HYUNDAI I30	2,433	2,539	▼ -4.2%	39.8
MITSUBISHI TRITON	2,407	2,534	▼ -5.0%	49.1
TOYOTA CAMRY	2,274	2,354	▼ -3.4%	48.9
MAZDA CX-5	2,151	2,163	▼ -0.6%	48.3
MAZDA 3	2,024	2,119	▼ -4.5%	35.0
VOLKSWAGEN GOLF	1,675	1,655	▲ 1.2%	54.1

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	97.4%	59.4	1	SUZUKI JIMNY	111.3%	51.5
2	FORD MUSTANG	97.2%	46.4	2	TOYOTA COROLLA CROSS	103.5%	41.0
3	TOYOTA COROLLA	94.6%	39.4	3	TOYOTA YARIS CROSS	102.3%	50.8
4	KIA PICANTO	94.3%	37.7	4	TOYOTA LANDCRUISER	99.8%	48.5
5	TOYOTA YARIS	91.8%	55.0	5	LAND ROVER DEFENDER	98.4%	46.9
6	TOYOTA CAMRY	89.4%	45.4	6	TOYOTA LANDCRUISER PRADO	97.0%	28.6
7	MITSUBISHI MIRAGE	88.6%	68.7	7	PORSCHE MACAN	94.9%	57.2
8	KIA RIO	87.8%	42.3	8	NISSAN PATROL	94.7%	38.1
9	VOLKSWAGEN POLO	87.6%	53.1	9	TOYOTA RAV4	94.0%	44.7
10	HONDA ODYSSEY	86.6%	70.3	10	TOYOTA FORTUNER	92.4%	46.2

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	TOYOTA YARIS	95.3%	39.5	1	SUZUKI JIMNY	110.1%	56.7
2	HONDA CITY	91.9%	52.3	2	TOYOTA LANDCRUISER	88.2%	66.5
3	HONDA JAZZ	88.3%	24.6	3	SUZUKI IGNIS	84.2%	42.9
4	KIA PICANTO	84.6%	40.0	4	HYUNDAI VENUE	83.6%	27.2
5	FORD MUSTANG	83.8%	44.4	5	NISSAN PATROL	79.2%	36.0
6	MAZDA 2	83.7%	36.9	6	TOYOTA C-HR	78.7%	49.3
7	ABARTH 595	81.8%	27.5	7	TOYOTA FORTUNER	78.7%	53.5
8	HYUNDAI ACCENT	81.7%	37.9	8	TOYOTA LANDCRUISER PRADO	77.7%	42.0
9	TOYOTA 86	81.5%	60.7	9	JEEP WRANGLER	76.2%	53.2
10	HONDA CIVIC	81.3%	37.5	10	KIA SELTOS	75.6%	50.9

① Dealer and Private data combined with minimum 20 total model variants sold.

## EVs – For Sale and Sales

## For Sale

	This Month	Last Month	Movement
VIC	1,644	1,566	▲ 5.0%
NSW	1,576	1,412	▲ 11.6%
QLD	1,428	1,397	▲ 2.2%
WA	629	514	▲ 22.4%
SA	363	324	▼ 12.0%
TAS	160	140	▲ 15.9%
ACT	142	138	▲ 1.4%
NT	2	21	▼ -90.5%
Total	5,944	5,512	▲ 7.8%

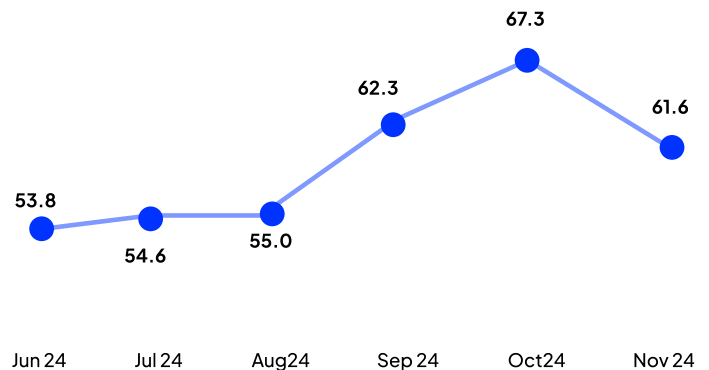
## Sales

	This Month	Last Month	Movement
VIC	607	658	▼ -7.8%
NSW	556	632	▼ -12.0%
QLD	525	558	▼ -5.9%
WA	222	250	▼ -11.2%
SA	121	150	▼ -19.3%
TAS	53	54	▼ -1.9%
ACT	51	43	▲ 18.6%
NT	19	4	▲ 375.0%
Total	2,154	2,349	▼ -8.3%

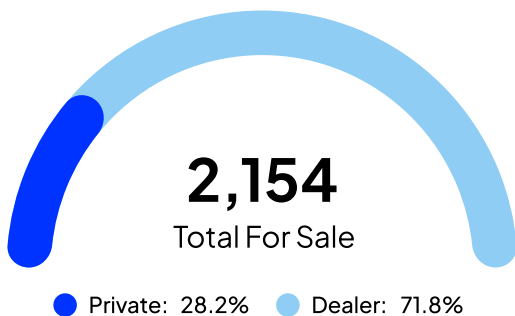
③ Vehicles sold nationally up to 10 years of age

## EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2023	75.5%	75.8%	▼ -0.4%
2022	67.2%	67.2%	▲ 0.0%
2021	62.6%	62.5%	▲ 0.2%
2020	50.9%	50.0%	▲ 1.8%
2019	48.5%	50.9%	▼ -4.7%



## EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	275	288	▼ -4.5%
2	MG MG4	251	578	▼ -56.6%
3	HYUNDAI KONA	97	76	▲ 27.6%
4	NISSAN LEAF	97	106	▼ -8.5%
5	TESLA MODEL Y	95	95	▲ 0.0%
6	GWM ORA	87	63	▲ 38.1%
7	BMW I4	86	52	▲ 65.4%
8	MG ZS EV	72	86	▼ -16.3%
9	BMW IX1	54	51	▲ 5.9%
10	KIA EV6	50	91	▼ -45.1%

③ Top 10 Vehicles sold (Private &amp; Dealer) nationally up to 10 years of age

## 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.