

Automotive Insights Report (AIR)

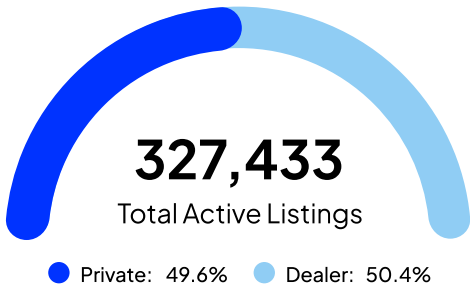
February 2025

AADA and AutoGrab present the Australian Automotive Insights Report (AIR) for February 2025. 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.

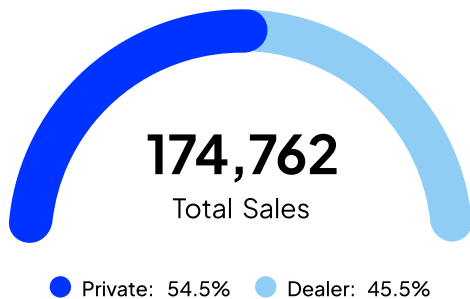


For Sale



	This Month	Last Month	Movement
NSW	96,003	96,224	▼ -0.2%
VIC	88,650	91,223	▼ -2.8%
QLD	71,649	73,516	▼ -2.5%
WA	38,298	38,522	▼ -0.6%
SA	21,560	22,435	▼ -3.9%
TAS	5,980	6,039	▼ -1.0%
ACT	3,931	4,017	▼ -2.1%
NT	1,362	1,410	▼ -3.4%
Total	327,433	333,386	▼ -1.8%

Sales



	This Month	Last Month	Movement
NSW	50,552	48,723	▲ 3.8%
VIC	43,552	40,714	▲ 7.0%
QLD	39,738	39,691	▲ 0.1%
WA	22,699	23,389	▼ -3.0%
SA	12,069	12,114	▼ -0.4%
TAS	3,665	3,992	▼ -8.2%
ACT	1,886	1,858	▲ 1.5%
NT	601	526	▲ 14.3%
Total	174,762	171,007	▲ 2.2%

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

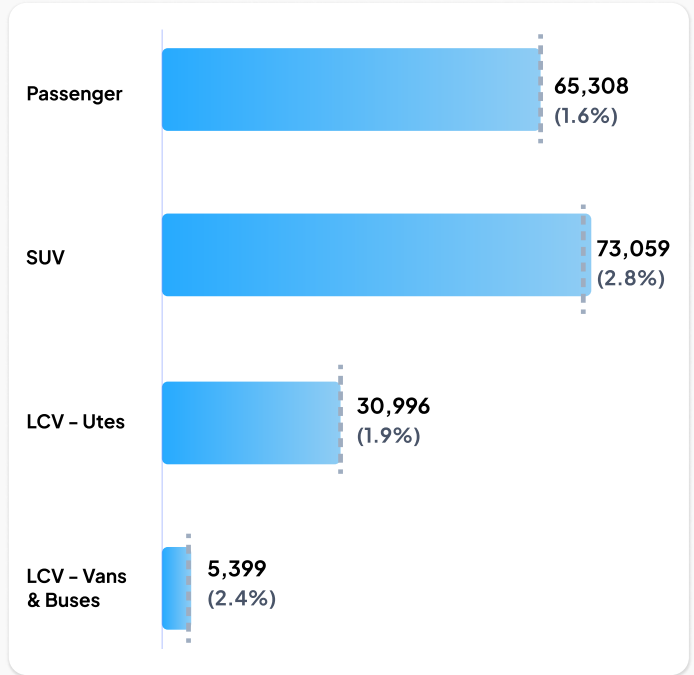
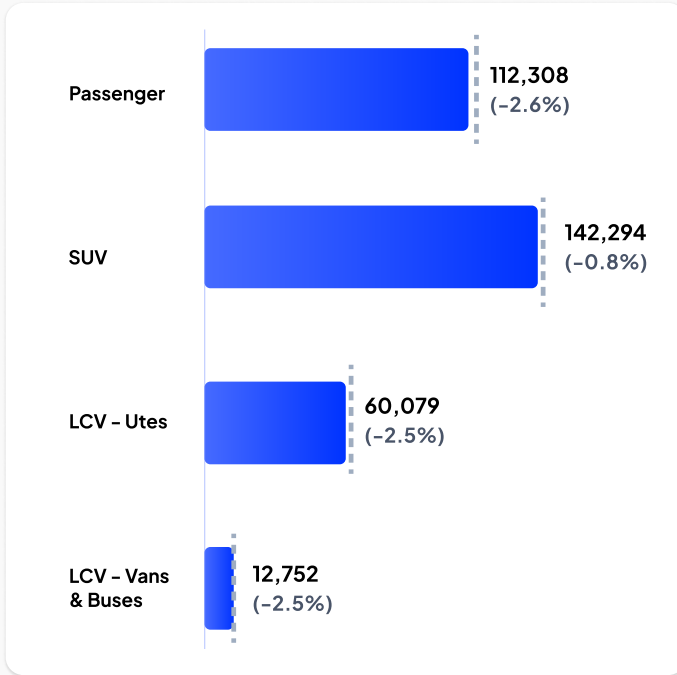
Segment

327,433

Total For Sale

174,762

Total Sales



Fuel Type

For Sale

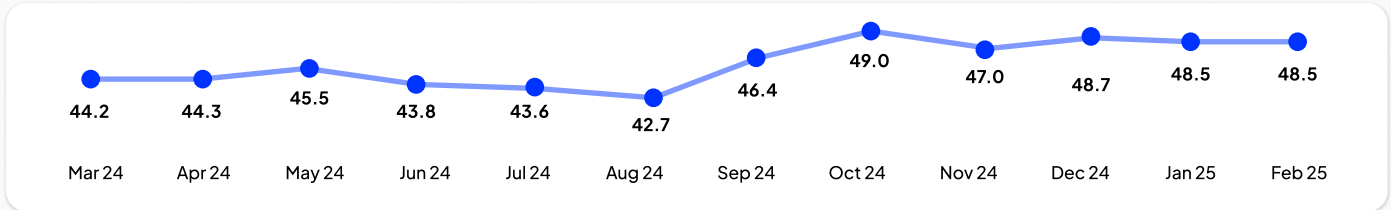
	This Month	Last Month	Movement
Petrol	195,409	200,004	▼ -2.3%
Diesel	107,072	108,355	▼ -1.2%
Hybrid	17,663	17,493	▲ 1.0%
EVs	6,136	6,267	▼ -2.1%
PHEVs	729	813	▼ -10.3%
LPG	424	454	▼ -6.6%

Sales

	This Month	Last Month	Movement
Petrol	109,384	107,348	▲ 1.9%
Diesel	54,069	53,068	▲ 1.9%
Hybrid	8,523	8,159	▲ 4.5%
EVs	2,137	1,918	▲ 11.4%
PHEVs	388	286	▲ 35.7%
LPG	261	228	▲ 14.5%

© 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%)

	Year	This Month - RV%		Last Month - RV%		RV% Movement
		2024	2023	2024	2023	
Passenger	2024	95.4%	95.1%	95.1%	95.1%	▲ 0.3%
	2023	90.6%	89.6%	89.6%	89.6%	▲ 1.1%
	2022	87.5%	87.1%	87.1%	87.1%	▲ 0.5%
	2021	85.0%	85.0%	85.5%	85.5%	▼ -0.6%
	2020	80.8%	80.8%	81.4%	81.4%	▼ -0.7%
	2019	77.6%	77.6%	77.9%	77.9%	▼ -0.4%
SUV	2024	95.1%	95.5%	95.5%	95.5%	▼ -0.4%
	2023	86.8%	86.8%	87.8%	87.8%	▼ -1.1%
	2022	82.3%	82.3%	82.9%	82.9%	▼ -0.7%
	2021	79.0%	79.0%	79.2%	79.2%	▼ -0.3%
	2020	76.0%	76.0%	75.9%	75.9%	▲ 0.1%
	2019	68.8%	68.8%	69.8%	69.8%	▼ -1.4%
LCV - Utes	2024	93.7%	92.2%	94.5%	94.5%	▼ -0.8%
	2023	92.2%	92.2%	92.9%	92.9%	▼ -0.8%
	2022	88.2%	88.2%	87.9%	87.9%	▲ 0.3%
	2021	81.4%	81.4%	81.1%	81.1%	▲ 0.4%
	2020	77.9%	77.9%	78.1%	78.1%	▼ -0.6%
	2019	72.0%	72.0%	73.2%	73.2%	▼ -1.6%

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	4,647	4,533	▲ 2.5%	48.8
TOYOTA HILUX	3,415	3,472	▼ -1.6%	45.4
TOYOTA COROLLA	2,853	2,907	▼ -1.9%	38.1
TOYOTA RAV4	2,059	2,193	▼ -6.1%	37.8
HYUNDAI I30	1,954	2,008	▼ -2.7%	40.9
MITSUBISHI TRITON	1,877	1,842	▲ 1.9%	47.5
MAZDA CX-5	1,832	1,755	▲ 4.4%	39.7
TOYOTA CAMRY	1,828	1,768	▲ 3.4%	46.0
TOYOTA LANDCRUISER PRADO	1,540	1,502	▲ 2.5%	46.9
MAZDA 3	1,481	1,438	▲ 3.0%	37.9

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	FORD MUSTANG	103.3%	48.3	1	SUZUKI JIMNY	108.0%	48.8
2	KIA PICANTO	97.0%	41.6	2	TOYOTA YARIS CROSS	106.6%	52.0
3	TOYOTA COROLLA	96.6%	37.7	3	TOYOTA COROLLA CROSS	102.4%	42.8
4	TOYOTA YARIS	95.8%	50.2	4	LAND ROVER DEFENDER	101.8%	49.4
5	TOYOTA CAMRY	94.1%	43.9	5	TOYOTA LANDCRUISER	101.2%	43.7
6	TOYOTA GR86	93.3%	53.1	6	TOYOTA LANDCRUISER PRADO	100.8%	41.9
7	KIA RIO	93.1%	44.0	7	PORSCHE MACAN	100.3%	46.0
8	SUBARU IMPREZA	93.1%	53.1	8	TOYOTA C-HR	98.1%	50.1
9	HYUNDAI I20	92.9%	46.5	9	TOYOTA RAV4	97.7%	37.6
10	HYUNDAI I30	91.0%	43.6	10	NISSAN PATROL	96.7%	46.0

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 VITZ	102.7%	66.4	1	SUZUKI JIMNY	109.3%	29.9
2	HONDA JAZZ	92.7%	26.5	2	TOYOTA LANDCRUISER	95.9%	44.0
3	TOYOTA YARIS	91.9%	35.3	3	HYUNDAI VENUE	87.1%	49.6
4	KIA PICANTO	87.9%	36.7	4	NISSAN PATROL	86.2%	37.6
5	TOYOTA COROLLA	87.6%	42.4	5	TOYOTA LANDCRUISER PRADO	84.0%	40.9
6	FORD MUSTANG	87.0%	55.7	6	TOYOTA FORTUNER	83.2%	42.2
7	HONDA CIVIC	86.5%	39.2	7	TOYOTA C-HR	82.3%	42.2
8	SUZUKI SWIFT	84.6%	42.9	8	JEEP WRANGLER	79.1%	54.7
9	HYUNDAI ACCENT	82.5%	40.1	9	TOYOTA RAV4	78.4%	40.8
10	SUZUKI BALENO	81.9%	40.1	10	TOYOTA YARIS CROSS	78.2%	24.7

③ Dealer and Private data combined with minimum 20 total model variants sold.

EVs – For Sale and Sales

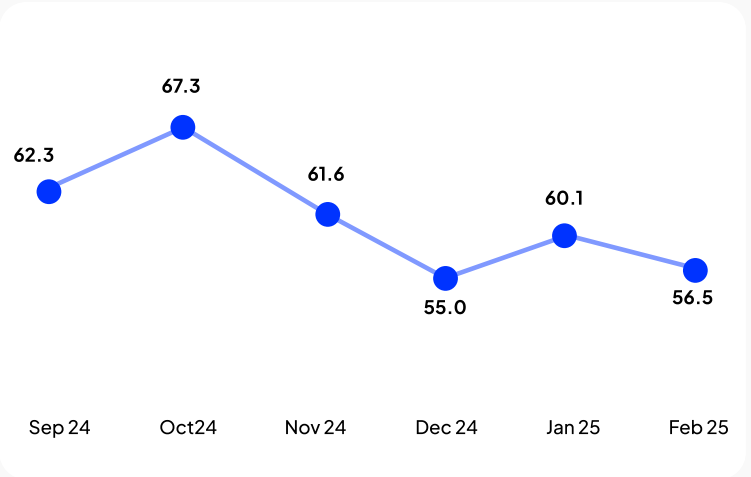
For Sale	This Month	Last Month	Movement
NSW	1,704	1,699	▲ 0.3%
VIC	1,696	1,760	▼ -3.6%
QLD	1,440	1,502	▼ -4.1%
WA	569	612	▼ -7.0%
SA	441	408	▲ 8.1%
TAS	156	160	▼ -2.5%
ACT	116	116	▲ 0.0%
NT	14	10	▲ 40.0%
Total	6,136	6,267	▼ -2.1%

Sales	This Month	Last Month	Movement
VIC	589	525	▲ 12.2%
NSW	545	461	▲ 18.2%
QLD	514	489	▲ 5.1%
WA	263	249	▲ 5.6%
SA	140	113	▲ 23.9%
TAS	50	45	▲ 11.1%
ACT	34	32	▲ 6.3%
NT	2	4	▼ -50.0%
Total	2,137	1,918	▲ 11.4%

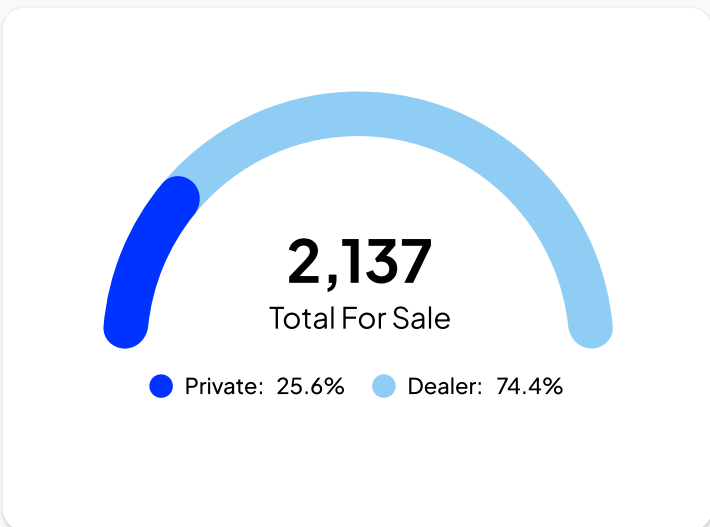
③ Vehicles sold nationally up to 10 years of age

EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2024	84.3%	84.5%	▼ -0.2%
2023	72.4%	73.4%	▼ -1.4%
2022	66.8%	68.6%	▼ -2.6%
2021	59.5%	60.1%	▼ -1.0%
2020	47.8%	48.7%	▼ -1.8%
2019	48.4%	60.1%	▲ 9.8%



EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	266	203	▲ 31.0%
2	MG MG4	219	215	▲ 1.9%
3	TESLA MODEL Y	114	90	▲ 26.7%
4	BMW IX1	84	56	▲ 50.0%
5	BYD ATTO 3	76	68	▲ 11.8%
6	MERCEDES-BENZ EQE	75	55	▲ 36.4%
7	NISSAN LEAF	65	118	▼ -44.9%
8	KIA EV5	61	45	▲ 35.6%
9	MERCEDES-BENZ EQA	58	51	▲ 13.7%
10	MG ZSEV	58	68	▼ -14.7%

③ Top 10 Vehicles sold (Private & 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.