

## USED VEHICLE MARKET REMAINS RESILIENT AMID SEASONAL SLOWDOWN

13 May 2025

The Australian Automotive Dealer Association (AADA), in partnership with [AutoGrab](#), have released the April 2025 Automotive Insights Report, highlighting a seasonal softening in the used car market driven by April's run of public holidays – and a marked rise in dealer market share compared to the same time last year.

Key insights from April include:

- **Used Vehicle Listings Decline:** National listings dipped slightly to 310,054, down 0.6 per cent month-on-month.
- **Sales Volume Drops:** Total transactions fell to 182,827, an 8.8 per cent decline compared to March, with notable drops in the ACT (-18.3 per cent), NSW (-12.7 per cent) and VIC (-11.7 per cent).
- **Dealer Share Surges Year-on-Year:** Dealers accounted for 52.5 per cent of listings and 45.4 per cent of all used vehicle sales in April, a substantial increase of 12.9 and 10.5 per cent respectively compared to April 2024. The figures underscore dealers' growing prominence in the online marketplace, driven by better digital tools, structured inventory management, and consumer trust in dealer-backed transactions.
- **Days to Sell Improved Marginally:** Vehicles took an average of 49.7 days to sell, a slight improvement from 51.3 days the previous month, indicating a modest uptick in turnover efficiency.

"April is always impacted by public holidays, but what stands out is the year-on-year growth in dealer engagement," said AADA CEO James Voortman.

"Dealers are driving a notable uplift in both stock and sales, clear evidence they're actively stepping up to meet market demand," he said.

"Electric vehicles remained a standout segment, defying broader trends with a 7.1 per cent rise in listings and an 8.4 per cent increase in sales compared to March. The EV used vehicle market is showing encouraging signs which, as a result should support a stronger residual valuation price supporting dealerships confidence in retailing and lenders having a better sense of risk," said Saxon Odgers, Chief Commercial Officer, AutoGrab.

The April 2025 Automotive Insights Report offers an in-depth view of market trends, sales activity, and vehicle turnover across the country, providing essential intelligence for dealers, consumers, and policymakers.

View the full April AIR [here](#).

ENDS.

For further information please contact:

**Ashleigh Sykes**

Communications Manager

Australian Automotive Dealer Association Ltd.

E: [media@aada.asn.au](mailto:media@aada.asn.au)

M: +61 468 450 563