

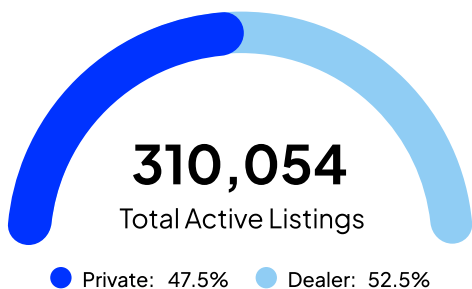
# Automotive Insights Report (AIR)

April 2025

AADA and AutoGrab present the Australian Automotive Insights Report (AIR) for April 2025. These reports aim to provide insightful data about the dynamic Australian retail used car market, which includes dealer and private listing data.

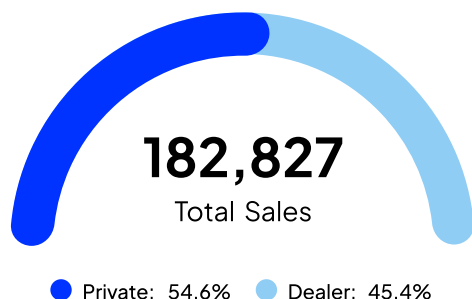
The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.

## For Sale



	This Month	Last Month	Movement
NSW	91,018	91,147	▼ -0.1%
VIC	83,708	83,347	▲ 0.4%
QLD	65,883	67,378	▼ -2.2%
WA	38,009	37,943	▲ 0.2%
SA	20,616	20,976	▼ -1.7%
TAS	6,085	6,201	▼ -1.9%
ACT	3,447	3,550	▼ -2.9%
NT	1,288	1,391	▼ -7.4%
Total	310,054	311,933	▼ -0.6%

## Sales



	This Month	Last Month	Movement
NSW	52,632	60,319	▼ -12.7%
VIC	44,986	50,958	▼ -11.7%
QLD	41,633	42,186	▼ -1.3%
WA	24,437	26,440	▼ -7.6%
SA	12,471	13,615	▼ -8.4%
TAS	4,009	4,009	▲ 0.0%
ACT	1,919	2,350	▼ -18.3%
NT	740	689	▲ 7.4%
Total	182,827	200,566	▼ -8.8%

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

## Segment

310,054

Total For Sale

182,827

Total Sales

Passenger



101,436  
(-2.6%)

Passenger



67,899  
(-9.4%)

SUV



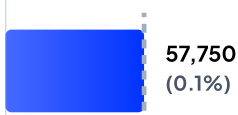
138,954  
(0.7%)

SUV



77,350  
(-9.1%)

LCV - Utes



57,750  
(0.1%)

LCV - Utes



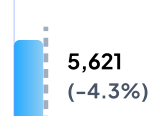
31,957  
(-7.9%)

LCV - Vans  
& Buses



11,914  
(-1.7%)

LCV - Vans  
& Buses



5,621  
(-4.3%)

## Fuel Type

### For Sale

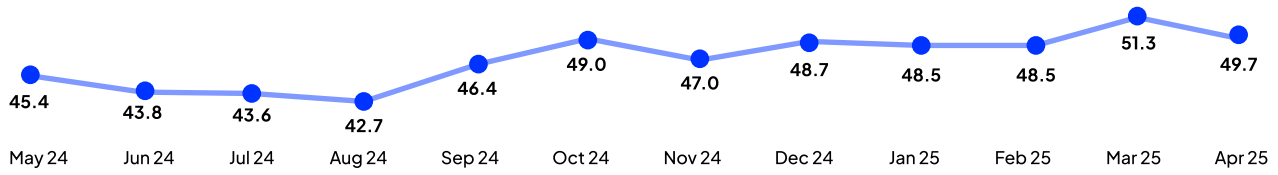
	This Month	Last Month	Movement
Petrol	181,912	184,498	▼ -1.4%
Diesel	103,497	103,390	▲ 0.1%
Hybrid	16,928	16,913	▲ 0.1%
EVs	6,343	5,922	▲ 7.1%
PHEVs	942	777	▲ 21.2%
LPG	432	433	▼ -0.2%

### Sales

	This Month	Last Month	Movement
Petrol	114,049	125,806	▼ -9.3%
Diesel	56,827	61,780	▼ -8.0%
Hybrid	8,896	9,919	▼ -10.3%
EVs	2,584	2,384	▲ 8.4%
PHEVs	261	269	▼ -3.0%
LPG	210	408	▼ -48.5%

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	2024	95.7%	95.5%	▲ 0.2%
	2023	90.1%	90.1%	▲ 0.0%
	2022	86.0%	86.7%	▼ -0.8%
	2021	85.1%	85.1%	▲ 0.0%
	2020	80.3%	80.1%	▲ 0.2%
	2019	77.1%	77.0%	▲ 0.1%
SUV	2024	94.9%	95.2%	▼ -0.3%
	2023	85.9%	86.5%	▼ -0.7%
	2022	81.8%	82.3%	▼ -0.6%
	2021	78.9%	79.2%	▼ -0.4%
	2020	75.2%	75.3%	▼ -0.1%
	2019	68.6%	68.0%	▲ 0.9%
LCV - Utes	2024	93.5%	93.4%	▲ 0.1%
	2023	92.0%	92.5%	▼ -0.5%
	2022	87.9%	87.6%	▲ 0.3%
	2021	82.6%	81.4%	▲ 1.5%
	2020	78.1%	77.7%	▲ 0.5%
	2019	72.5%	71.6%	▲ 1.3%

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	4,823	5,271	▼ -8.5%	46.4
TOYOTA HILUX	3,738	4,130	▼ -9.5%	39.4
TOYOTA COROLLA	2,657	2,931	▼ -9.3%	41.3
TOYOTA RAV4	2,155	2,482	▼ -13.2%	42.9
MITSUBISHI TRITON	1,977	2,132	▼ -7.3%	41.1
TOYOTA CAMRY	1,963	2,139	▼ -8.2%	40.6
HYUNDAI I30	1,886	2,146	▼ -12.1%	43.0
MAZDA CX-5	1,834	2,110	▼ -13.1%	39.4
NISSAN NAVARA	1,608	1,609	▼ -0.1%	46.1
TOYOTA LANDCRUISER PRADO	1,592	1,856	▼ -14.2%	43.1

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

		Avg. RV%	Avg. Days to Sell
1	FORD MUSTANG	100.3%	48.8
2	TOYOTA COROLLA	98.6%	39.3
3	TOYOTA YARIS	97.6%	33.6
4	HYUNDAI I20	96.0%	45.1
5	KIA RIO	95.5%	31.8
6	TOYOTA CAMRY	95.1%	40.6
7	KIA PICANTO	94.9%	33.1
8	TOYOTA GR86	91.9%	34.7
9	MAZDA 2	91.0%	40.8
10	HYUNDAI I30	90.5%	46.9

#### SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	110.9%	52.3
2	TOYOTA YARIS CROSS	103.7%	52.2
3	TOYOTA LANDCRUISER	102.0%	48.4
4	LAND ROVER DEFENDER	100.6%	67.5
5	TOYOTA COROLLA CROSS	100.5%	42.3
6	TOYOTA LANDCRUISER PRADO	98.8%	42.9
7	TOYOTA RAV4	98.1%	37.5
8	PORSCHE MACAN	97.7%	59.8
9	TOYOTA C-HR	97.4%	32.4
10	NISSAN PATROL	95.4%	41.7

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

		Avg. RV%	Avg. Days to Sell
1	TOYOTA VITZ	97.5%	76.7
2	HONDA JAZZ	92.6%	48.6
3	TOYOTA YARIS	91.3%	37.8
4	HONDA CITY	90.4%	34.5
5	KIA PICANTO	90.1%	29.1
6	TOYOTA COROLLA	88.4%	41.6
7	TOYOTA 86	88.0%	31.7
8	FORD MUSTANG	87.9%	43.0
9	MAZDA 2	84.4%	38.0
10	KIA RIO	84.0%	33.2

#### SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	110.7%	28.4
2	LAND ROVER DEFENDER	93.1%	47.1
3	TOYOTA LANDCRUISER	90.9%	50.2
4	TOYOTA YARIS CROSS	90.8%	33.3
5	NISSAN PATROL	87.3%	40.5
6	TOYOTA FORTUNER	83.9%	47.0
7	TOYOTA LANDCRUISER PRADO	83.9%	42.4
8	HYUNDAI VENUE	83.0%	37.6
9	TOYOTA RAV4	82.3%	45.5
10	SUZUKI IGNIS	81.0%	22.1

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	1,878	1,684	▲ 11.5%
NSW	1,720	1,651	▲ 4.2%
QLD	1,371	1,335	▲ 2.7%
WA	632	591	▲ 6.9%
SA	450	411	▲ 9.5%
TAS	145	123	▲ 17.9%
ACT	133	114	▲ 16.7%
NT	14	13	▲ 7.7%
Total	6,343	5,922	▲ 7.1%

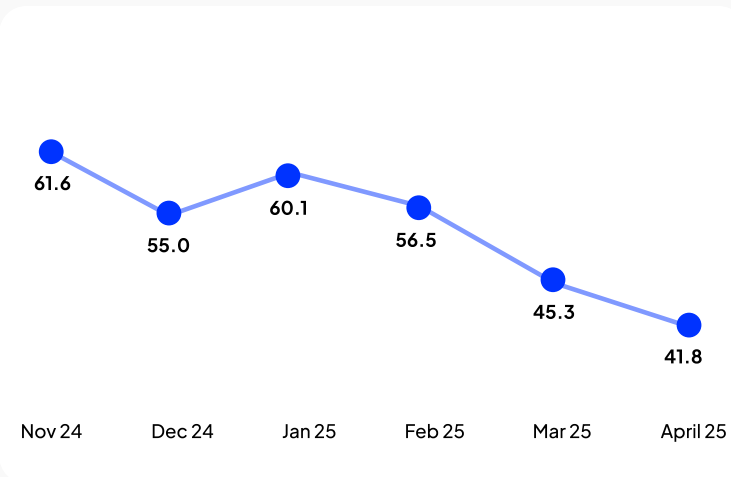
## Sales

	This Month	Last Month	Movement
VIC	710	675	▲ 5.2%
NSW	624	624	▲ 0.0%
QLD	612	520	▲ 17.7%
WA	296	273	▲ 8.4%
SA	190	174	▲ 9.2%
TAS	86	62	▲ 38.7%
ACT	62	51	▲ 21.6%
NT	4	5	▼ -20.0%
Total	2,584	2,384	▲ 8.4%

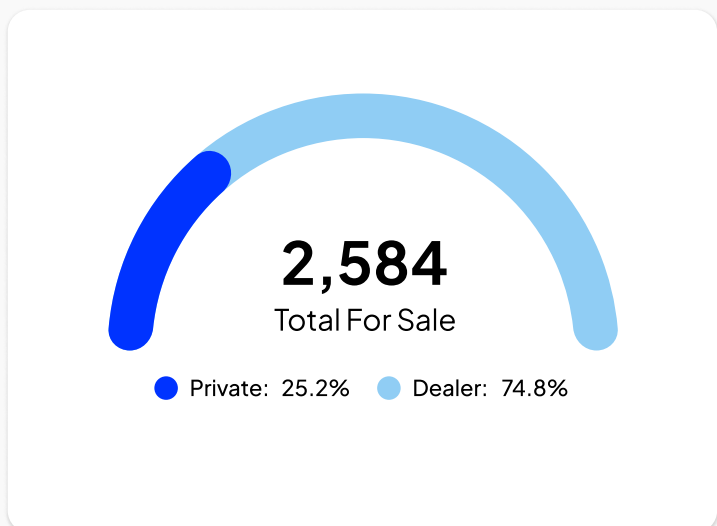
③ Vehicles sold nationally up to 10 years of age

## EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2024	82.7%	84.0%	▼ -1.5%
2023	70.2%	71.5%	▼ -1.8%
2022	64.5%	64.7%	▼ -0.3%
2021	58.8%	58.1%	▲ 1.2%
2020	46.8%	47.0%	▼ -0.4%
2019	45.4%	45.7%	▼ -0.7%



## EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	609	329	▲ 85.1%
2	TESLA MODEL Y	311	164	▲ 89.6%
3	MG MG4	145	261	▼ -44.4%
4	BMW IX1	85	77	▲ 10.4%
5	BYD ATTO 3	74	78	▼ -5.1%
6	KIA EV5	72	84	▼ -14.3%
7	NISSAN LEAF	70	80	▼ -12.5%
8	MERCEDES-BENZ EQE	63	49	▲ 28.6%
9	BMW IX2	60	51	▲ 17.6%
10	HYUNDAI KONA	57	69	▼ -17.4%

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

## Glossary

### For Sale

Level of available used and demo car 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. The higher the MDS, it indicates that there are more supply than demand for that particular model variants and vice versa.

### Retained Value (RV%)

Measures how well a vehicle hold its value against the original Recommended Retail Price (RRP) when the vehicle was purchased brand new. Resale value of 30% represents that the vehicle was sold at 30% of its original RRP. This figure is reported as average by segment and age groups at each reporting period and provide a more stable pricing trend movement.