

USED CAR SALES REBOUND IN MAY

12 June 2025

The May 2025 edition of the Automotive Insights Report (AIR), produced by the AADA in collaboration with AutoGrab, shows a rebound in used car sales, increasing by 5.4 per cent to 192,692 units, while used car listings also increased by a similar margin, indicating a stable balance between supply and demand.

“The observed increase in listings may be partly attributed to end-of-year discounts being offered in the new car market, prompting more people to upgrade their vehicles and boosting the supply of used cars,” said AADA CEO James Voortman.

“Across the vehicle segments, SUV remains the most popular vehicle of choice, experiencing the highest jump in sales, up 7.9 per cent to 83,442 units compared to April 2025,” he said.

“Average days to sell dropped to 47.6 days, the lowest this year, suggesting improved stock turnover,” said Mr Voortman.

“Used car sales rose across all states but the Northern Territory, which experienced a notable drop in sales, down 12.4 per cent to 648 units,” he said.

“Used EVs, in particular, experienced significant growth, increasing by 37.5 per cent in May 2025 compared to 8.4 per cent in April this year, suggesting a strong shift in consumer preferences toward cleaner vehicles,” said Mr Voortman.

Small vehicles in the passenger segment continue to lead in value retention, with the Audi RS3 replacing the Ford Mustang, at 105.8 per cent in the 2-4 year old age category. Japanese car maker Toyota maintains top position in the 5-7 year age bracket, with the Toyota Vitz at 100.3 per cent. The Suzuki Jimny continues to remain unbeatable in the 2-4 year old SUV category at 111.8 per cent.

Highlights from the AIR for May 2025:

- 192,692 used cars sold nationally – a 5.4 per cent increase from April.
- Total listings were up 5.2 per cent, with the Northern Territory being the only outlier.
- EV sales experienced significant growth, rising by 37.5 per cent to 3,552 units.
- Average days to sell dropped to the lowest point this year – 47.6 days.
- The Suzuki Jimny maintains top retained value position in the 2-4 year old SUV category at 111.8 per cent.
- Ford Ranger and Toyota Hilux continue to top the dealer sales list.
- In EVs, Tesla Model 3 and Tesla Model Y were the top picks once again.

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

ENDS.

For further information please contact:

Ashleigh Sykes

Communications Manager

Australian Automotive Dealer Association Ltd.

E: media@aada.asn.au

M: +61 468 450 563