

USED CAR PRICES EASE AS EOFY DEALS DRIVE STRONG SALES

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The Australian Automotive Dealer Association (AADA), in partnership with [AutoGrab](#), have released the June 2025 Automotive Insights Report, which saw an end-of-financial-year (EOFY) lift in used vehicle sales activity even as retained values begin to soften across most segments.

Key insights from June include:

- **EOFY drives strong sales growth:** National used car sales surged to 212,136, up 10.1 per cent month-on-month. Significant increases were recorded in NSW (12.5 per cent), QLD (11.7 per cent), and VIC (9.1 per cent).
- **Dealer activity remains strong:** Dealers accounted for 49 per cent of sales and 53.6 per cent of listings. The dealer share of inventory continues to lead, reflecting strategic stock positioning and ongoing consumer confidence in dealer-backed purchases.
- **Hybrid and EV momentum continues:** Hybrid sales climbed 21.7 per cent month-on-month, PHEVs increased 29.3 per cent, and EVs rose 7.6 per cent, despite a 6 per cent drop in EV listings. The shift reflects increasing consumer demand for fuel-efficient vehicles.
- **Days to sell remains stable:** Average days to sell across all used vehicles held steady at 47.0 days, consistent with May, suggesting sustained consumer engagement as stock levels increased slightly by 1.2 per cent to 330,278 listings nationally.

"EOFY always drives sales activity, but it also tends to put downward pressure on retained values. We saw the same pattern in June last year in that buyers are motivated, but so are sellers keen to close deals before the books close." said AADA CEO James Voortman.

"Hybrid and EV sales are continuing to build momentum, showing strong consumer interest in fuel-efficient vehicle despite broader market fluctuations," he said.

"The pressure on retained values is something dealers will need to factor in when setting margins and managing stock. It's encouraging to see hybrid and EV sales continue to build momentum, but pricing volatility remains a key watch-point heading into the second half of the year," Saxon Odgers, Chief Commercial Officer at AutoGrab said.

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

ENDS.

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