

USED CAR SALES DIP AS RETAINED VALUES CONTINUE TO EASE

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The Australian Automotive Dealer Association (AADA), in partnership with [AutoGrab](#), have released the July 2025 Automotive Insights Report (AIR), offering comprehensive national reporting of used car sales covering both dealer and private transactions. This national, all-channel view helps industry and policy-makers understand real demand, track emerging trends, and make better-informed decisions.

The results from the July AIR shows a slight slowdown in used vehicle sales activity following June's end-of-financial-year peak, alongside continued softening in retained values across most segments.

Key insights from July include:

- **Sales ease after EOFY surge:** National used car sales fell to 206,216 in July, down 2.8 per cent month-on-month. WA, TAS, ACT and NT recorded modest increases, while all other states saw declines.
- **Dealer inventory remains strong:** Dealers accounted for 47.5 per cent of sales and 55.5 per cent of listings. Total active listings rose 2.9 per cent to 339,742 nationally, the highest level so far in 2025.
- **Hybrid and EV sales slow:** Hybrid sales fell 8.5 per cent month-on-month, while EVs dropped 20.3 per cent. However, hybrid listings increased 13.6 per cent and EV listings rose 4.9 per cent, indicating ongoing supply growth in these segments.
- **Days to sell dropped:** Average days to sell across all used vehicles fell to 44.6 days in July, down from 47.0 in June, indicating a quicker turnover for vehicles that matched buyer demand.

"July often sees a cooling in sales activity after EOFY, so these results are in line with seasonal patterns," said AADA CEO James Voortman.

"Stock levels are building, which is positive for consumer choice, but the ongoing softening in retained values is something dealers will be factoring into pricing and margins," he said.

"For consumers, the easing in retained values means there's more opportunity to secure a better deal on a used vehicle than we've seen in recent years. With more stock on the market and prices softening across most segments, buyers have greater bargaining power and more choice to find the right car at the right price," said Mr Voortman.

View the full July 2025 AIR [here](#).

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