

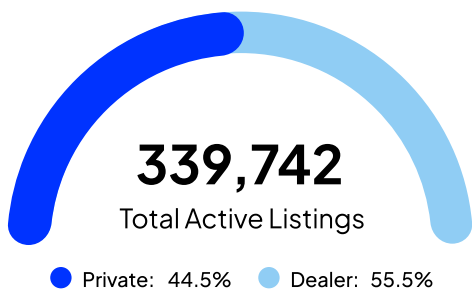
Automotive Insights Report (AIR)

July 2025

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

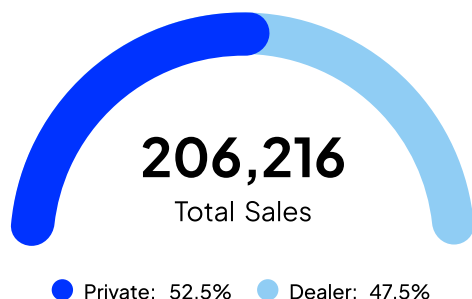
The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.

For Sale



	This Month	Last Month	Movement
NSW	98,750	96,122	▲ 2.7%
VIC	90,742	87,848	▲ 3.3%
QLD	73,143	71,109	▲ 2.9%
WA	43,551	42,554	▲ 2.3%
SA	21,802	21,460	▲ 1.6%
TAS	6,654	6,208	▲ 7.2%
ACT	3,856	3,735	▲ 3.2%
NT	1,244	1,242	▲ 0.2%
Total	339,742	330,278	▲ 2.9%

Sales



	This Month	Last Month	Movement
NSW	59,909	62,668	▼ -4.4%
VIC	50,380	52,840	▼ -4.7%
QLD	46,640	47,831	▼ -2.5%
WA	28,328	27,686	▲ 2.3%
SA	13,711	14,012	▼ -2.1%
TAS	4,366	4,222	▲ 3.4%
ACT	2,190	2,186	▲ 0.2%
NT	692	691	▲ 0.1%
Total	206,216	212,136	▼ -2.8%

① National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Segment

339,742

Total For Sale

206,216

Total Sales

Passenger



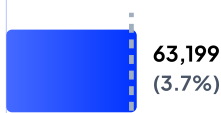
109,394
(1.4%)

SUV



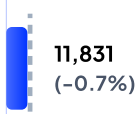
155,318
(3.9%)

LCV - Utes



63,199
(3.7%)

LCV - Vans
& Buses



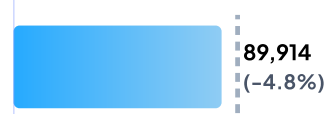
11,831
(-0.7%)

Passenger



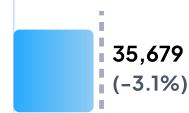
74,510
(0.3%)

SUV



89,914
(-4.8%)

LCV - Utes



35,679
(-3.1%)

LCV - Vans
& Buses



6,113
(-6.4%)

Fuel Type

For Sale

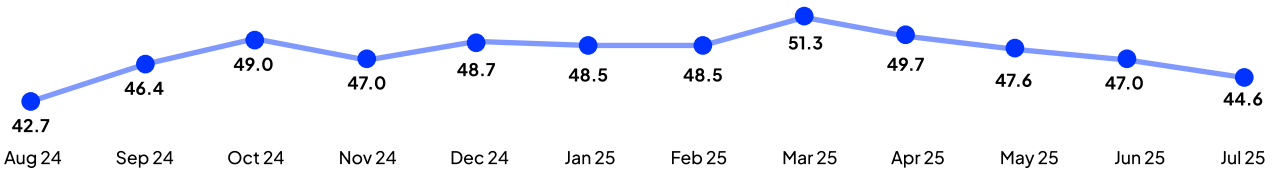
	This Month	Last Month	Movement
Petrol	197,338	192,917	▲ 2.3%
Diesel	113,202	110,326	▲ 2.6%
Hybrid	20,849	18,486	▲ 12.8%
EVs	7,458	7,108	▲ 4.9%
PHEVs	519	1,013	▼ -48.8%
LPG	402	428	▼ -6.1%

Sales

	This Month	Last Month	Movement
Petrol	127,618	130,281	▼ -2.0%
Diesel	64,355	65,640	▼ -2.0%
Hybrid	10,834	11,876	▼ -8.8%
EVs	3,048	3,823	▼ -20.3%
LPG	259	260	▼ -0.4%
PHEVs	102	256	▼ -60.2%

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	94.1%	94.8%	▼ -0.7%
	2023	87.1%	88.5%	▼ -1.6%
	2022	83.8%	86.3%	▼ -2.9%
	2021	81.0%	82.7%	▼ -2.1%
	2020	78.4%	78.9%	▲ -0.6%
	2019	74.3%	76.2%	▼ -2.5%
SUV	2024	93.3%	93.5%	▼ -0.2%
	2023	83.7%	84.3%	▼ -0.7%
	2022	80.4%	81.1%	▼ -0.9%
	2021	77.4%	77.8%	▼ -0.5%
	2020	73.6%	74.2%	▼ -0.8%
	2019	66.3%	67.5%	▼ -1.8%
LCV - Utes	2024	92.1%	92.6%	▼ -0.5%
	2023	89.4%	90.3%	▼ -1.0%
	2022	85.4%	85.2%	▲ 0.2%
	2021	79.2%	80.9%	▼ -2.1%
	2020	75.6%	76.5%	▼ -1.2%
	2019	70.8%	72.1%	▼ -1.8%

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	5,468	5,363	▲ 2.0%	46.3
TOYOTA HILUX	4,146	4,263	▼ -2.7%	39.2
TOYOTA COROLLA	2,877	3,152	▼ -8.7%	40.1
TOYOTA RAV4	2,323	2,429	▼ -4.4%	38.5
HYUNDAI I30	2,245	2,166	▲ 3.6%	39.9
MITSUBISHI TRITON	2,130	2,039	▲ 4.5%	41.8
MAZDA CX-5	2,119	1,995	▲ 6.2%	40.3
TOYOTA CAMRY	1,963	1,936	▲ 1.4%	35.1
TOYOTA LANDCRUISER PRADO	1,890	1,917	▼ -1.4%	43.2
MAZDA 3	1,686	1,581	▲ 6.6%	38.7

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				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	AUDI RS3	105.1%	61.6	1	SUZUKI JIMNY	110.1%	44.8
2	FORD MUSTANG	97.7%	50.6	2	TOYOTA YARIS CROSS	101.5%	37.6
3	TOYOTA COROLLA	96.8%	33.3	3	TOYOTA LANDCRUISER	100.9%	45.5
4	KIA PICANTO	95.5%	35.1	4	TOYOTA COROLLA CROSS	98.6%	36.2
5	TOYOTA YARIS	94.4%	47.0	5	TOYOTA RAV4	98.2%	37.0
6	HYUNDAI I20	94.1%	37.4	6	LAND ROVER DEFENDER	96.7%	54.0
7	KIA RIO	93.7%	33.9	7	TOYOTA C-HR	95.9%	49.0
8	TOYOTA CAMRY	92.6%	35.0	8	PORSCHE MACAN	95.1%	31.0
9	SUZUKI BALENO	90.0%	29.7	9	TOYOTA LANDCRUISER PRADO	94.9%	48.7
10	TOYOTA GR86	89.4%	58.5	10	TOYOTA FORTUNER	94.3%	52.7

③ 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				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	TOYOTA VITZ	101.1%	47.2	1	SUZUKI JIMNY	111.8%	37.5
2	HONDA JAZZ	94.8%	31.3	2	TOYOTA LANDCRUISER	96.9%	73.8
3	HONDA CITY	93.8%	26.7	3	NISSAN PATROL	86.3%	39.7
4	KIA PICANTO	89.8%	36.9	4	TOYOTA FORTUNER	82.4%	47.4
5	TOYOTA COROLLA	87.5%	39.1	5	HYUNDAI VENUE	81.2%	34.5
6	TOYOTA YARIS	86.7%	37.4	6	TOYOTA C-HR	80.5%	38.6
7	FORD MUSTANG	86.0%	56.8	7	TOYOTA RAV4	80.2%	42.7
8	MAZDA 2	85.3%	29.1	8	TOYOTA LANDCRUISER PRADO	79.2%	50.7
9	SUZUKI SWIFT	84.0%	30.1	9	KIA SELTOS	76.9%	34.5
10	HONDA CIVIC	83.8%	32.8	10	HONDA HR-V	76.3%	36.5

③ Dealer and Private data combined with minimum 20 total model variants sold.

EVs – For Sale and Sales

For Sale

	This Month	Last Month	Movement
NSW	2,145	2,116	▲ 1.4%
VIC	2,077	1,961	▲ 5.9%
QLD	1,661	1,575	▲ 5.5%
WA	744	679	▼ 9.6%
SA	384	416	▼ -7.7%
TAS	225	182	▲ 23.6%
ACT	204	162	▲ 25.9%
NT	18	17	▲ 5.9%
Total	7,458	7,108	▲ 4.9%

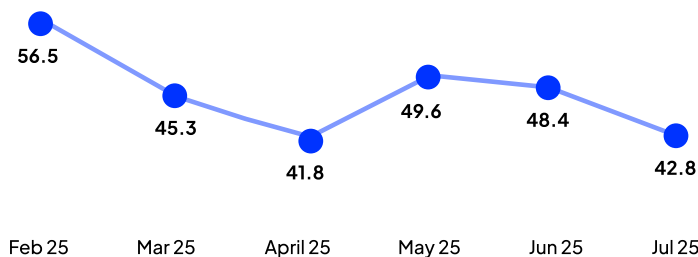
Sales

	This Month	Last Month	Movement
VIC	806	1,081	▼ -25.4%
NSW	803	970	▼ -17.2%
QLD	721	886	▼ -18.6%
WA	333	400	▼ -16.8%
SA	193	236	▼ -18.2%
TAS	97	134	▼ -14.9%
ACT	90	114	▼ -32.8%
NT	5	2	▲ 150.0%
Total	3,048	3,823	▼ -20.3%

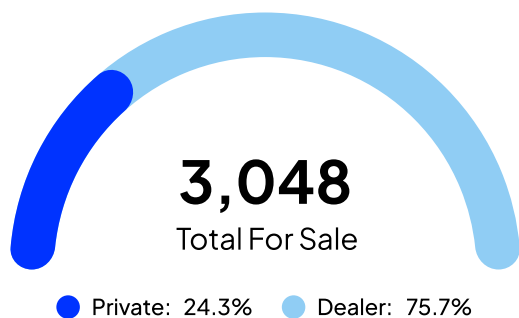
③ Vehicles sold nationally up to 10 years of age

EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2024	81.4%	82.0%	▼ -0.7%
2023	67.2%	68.0%	▼ -1.2%
2022	60.2%	61.8%	▼ -2.6%
2021	54.7%	56.9%	▼ -3.9%
2020	44.1%	45.9%	▼ -3.9%
2019	44.9%	42.4%	▲ 5.9%



EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	625	638	▼ -2.0%
2	TESLA MODEL Y	441	617	▼ -28.5%
3	MG MG4	154	189	▼ -18.5%
4	KIA EV5	143	161	▼ -11.2%
5	BMW IX1	91	190	▼ -52.1%
6	BYD ATTO 3	78	86	▼ -9.3%
7	BMW I4	75	101	▼ -25.7%
8	MG ZS	67	102	▼ -34.3%
9	BMW IX	65	37	▲ 75.7%
10	MERCEDES-BENZ EQE	65	63	▲ 3.2%

③ Top 10 Vehicles sold (Private & 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.