

USED CARS SELLING FASTER AS AVERAGE DAYS TO SELL HITS YEAR LOW

9 September 2025

The Australian Automotive Dealer Association (AADA), in partnership with [AutoGrab](#), have released the August 2025 Automotive Insights Report (AIR), offering a national snapshot of used car sales and listings across both dealer and private transactions.

This month's results show the market cooling slightly after July, with total sales dipping lower, however dealer inventory remaining firm, and average days to sell continuing a steady decline. The EV segment remains volatile, with sales falling in August, coinciding with a sharp drop in listings.

Key insights from August include:

- **Sales ease further:** National used car sales fell to 203,480 in August, down 1.3 per cent month-on-month. VIC, TAS and ACT were the states holding strong recording slight increases in sales.
- **Days to sell continue downward trend:** Average days to sell improved again, falling to 43.9 days in August from 44.6 in July. This marks the fifth consecutive monthly decline since March's peak of 51.3 days.
- **Dealer inventory remains strong:** Dealers accounted for 46.1 per cent of sales and 58.9 per cent of listings. Total active listings rose slightly to 339,932, the second-highest level of 2025.
- **EVs remain a small, volatile market:** EV sales fell 9.8 per cent in August to 2,750, representing just 1.35 per cent of all used car sales. Listings of used EVs dropped sharply, showing fluctuating consumer demand even as more models enter the market.

"Used car activity has softened in line with seasonal patterns, but what's notable is the continued reduction in average days to sell," said AADA CEO James Voortman.

"This reflects strong consumer demand when vehicles are priced competitively. At the same time, the EV market is proving unpredictable, sales remain a very small share overall and continue to move up and down month-to-month," he said.

"For consumers, the combination of softening values and more choice in the market means better buying opportunities. Dealers, meanwhile, will be focused on managing turnover and stock levels in a more competitive environment," said Mr Voortman.

View the full August 2025 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