

Automotive Insights Report (AIR)

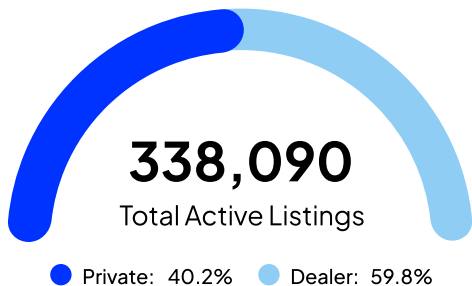
September 2025

AADA and AutoGrab present the Australian Automotive Insights Report (AIR) for September 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.

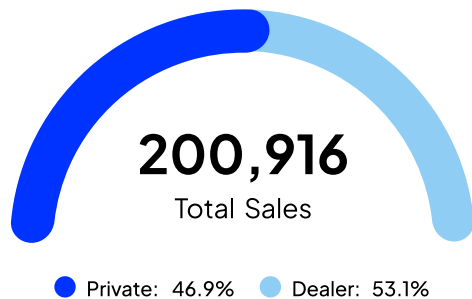


For Sale



	This Month	Last Month	Movement
NSW	98,340	98,720	▼ -0.4%
VIC	91,085	92,435	▼ -1.5%
QLD	73,560	73,068	▲ 0.7%
WA	42,173	42,674	▼ -1.2%
SA	20,925	21,175	▼ -1.2%
TAS	6,681	6,768	▼ -1.3%
ACT	3,917	3,754	▲ 4.3%
NT	1,409	1,338	▲ 5.3%
Total	338,090	339,932	▼ -0.5%

Sales



	This Month	Last Month	Movement
NSW	59,812	58,447	▲ 2.3%
VIC	49,464	50,497	▼ -2.0%
QLD	44,569	45,964	▼ -3.0%
WA	27,189	28,025	▼ -3.0%
SA	12,970	13,188	▼ -1.7%
TAS	4,280	4,494	▼ -4.8%
ACT	1,939	2,250	▼ -13.8%
NT	693	615	▲ 12.7%
Total	200,916	203,480	▼ -1.3%

③ National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Segment

338,090

Total For Sale

200,916

Total Sales

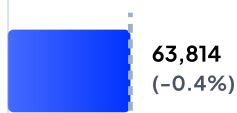
Passenger



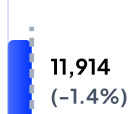
SUV



LCV - Utes



LCV - Vans
& Buses



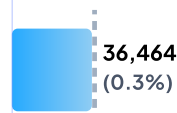
Passenger



SUV



LCV - Utes



LCV - Vans
& Buses



Fuel Type

For Sale

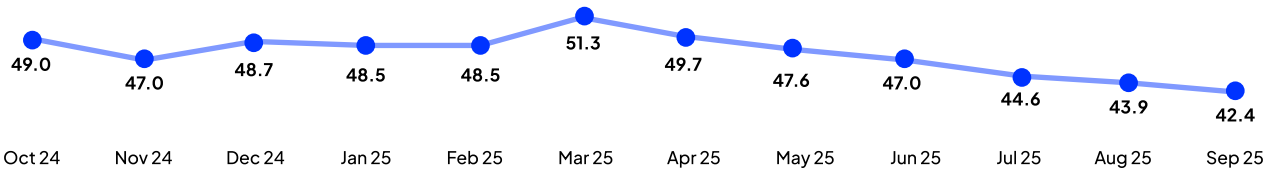
	This Month	Last Month	Movement
Petrol	193,871	196,381	▼ -1.3%
Diesel	113,309	114,719	▼ -1.2%
Hybrid	23,221	21,510	▲ 8.0%
EVs	6,582	6,441	▲ 2.2%
PHEVs	701	472	▲ 48.5%
LPG	406	409	▼ -0.7%

Sales

	This Month	Last Month	Movement
Petrol	122,506	125,064	▼ -2.0%
Diesel	64,259	64,716	▼ -0.7%
Hybrid	10,767	10,562	▲ 1.9%
EVs	2,995	2,750	▲ 8.9%
LPG	221	255	▼ -13.3%
PHEVs	168	133	▲ 26.3%

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	94.3%	95.0%	▼ -0.7%
	2023	86.2%	86.8%	▼ -0.7%
	2022	82.0%	83.6%	▼ -1.9%
	2021	80.6%	80.6%	▲ 0.0%
	2020	78.0%	77.3%	▲ 0.9%
	2019	75.2%	75.1%	▲ 0.1%
SUV	2024	92.0%	93.4%	▼ -1.5%
	2023	82.6%	83.5%	▼ -1.1%
	2022	80.5%	80.8%	▼ -0.4%
	2021	76.6%	77.1%	▼ -0.6%
	2020	72.1%	73.7%	▼ -2.2%
	2019	64.9%	65.9%	▼ -1.5%
LCV - Utes	2024	92.9%	92.4%	▲ 0.5%
	2023	88.1%	89.1%	▼ -1.1%
	2022	83.6%	84.4%	▼ -0.9%
	2021	77.6%	78.8%	▼ -1.5%
	2020	73.1%	74.4%	▼ -1.7%
	2019	70.1%	71.1%	▼ -1.4%

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	5,614	5,642	▼ -0.5%	43.8
TOYOTA HILUX	4,200	4,168	▲ 0.8%	38.3
TOYOTA COROLLA	2,753	2,698	▲ 2.0%	37.2
HYUNDAI I30	2,157	2,221	▼ -2.9%	35.6
TOYOTA RAV4	2,078	2,348	▼ -11.5%	42.0
MITSUBISHI TRITON	2,032	2,084	▼ -2.5%	47.4
MAZDA CX-5	1,999	1,928	▲ 3.7%	37.1
TOYOTA LANDCRUISER PRADO	1,975	1,922	▲ 2.8%	39.8
TOYOTA CAMRY	1,844	1,957	▼ -5.8%	33.8
NISSAN NAVARA	1,651	1,650	▲ 0.1%	43.0

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

		Avg. RV%	Avg. Days to Sell
1	FORD MUSTANG	98.3%	56.5
2	KIA PICANTO	96.9%	35.7
3	TOYOTA YARIS	94.8%	31.9
4	TOYOTA COROLLA	94.7%	33.6
5	TOYOTA CAMRY	92.7%	37.2
6	SUZUKI BALENO	90.5%	35.8
7	SUBARU IMPREZA	89.7%	40.7
8	TOYOTA GR86	89.2%	49.9
9	KIA RIO	89.0%	42.4
10	VOLKSWAGEN MULTIVAN	88.8%	70.9

SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	109.9%	47.3
2	TOYOTA LANDCRUISER	100.9%	46.0
3	TOYOTA YARIS CROSS	100.6%	37.3
4	PORSCHE MACAN	99.6%	54.4
5	TOYOTA COROLLA CROSS	98.4%	40.7
6	LAND ROVER DEFENDER	97.9%	52.8
7	TOYOTA RAV4	97.6%	35.5
8	TOYOTA C-HR	94.4%	39.4
9	TOYOTA FORTUNER	93.3%	42.1
10	NISSAN PATROL	93.1%	43.7

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

		Avg. RV%	Avg. Days to Sell
1	TOYOTA VITZ	100.7%	40.0
2	HONDA JAZZ	97.1%	48.9
3	HONDA CITY	96.6%	26.5
4	KIA PICANTO	87.2%	29.9
5	FORD MUSTANG	87.2%	47.4
6	TOYOTA COROLLA	87.1%	36.3
7	HONDA CIVIC	86.9%	34.7
8	TOYOTA YARIS	86.2%	31.0
9	TOYOTA SUPRA	84.1%	51.2
10	AUDI RS3	84.1%	51.2

SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	108.5%	19.4
2	TOYOTA LANDCRUISER	97.1%	41.0
3	LAND ROVER DEFENDER	87.9%	57.0
4	TOYOTA YARIS CROSS	86.4%	36.6
5	NISSAN PATROL	86.0%	45.2
6	TOYOTA RAV4	80.2%	36.0
7	TOYOTA FORTUNER	79.4%	45.0
8	TOYOTA C-HR	79.3%	34.2
9	TOYOTA LANDCRUISER PRADO	78.9%	47.9
10	HYUNDAI VENUE	77.7%	34.4

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
VIC	1,912	1,884	▲ 1.5%
NSW	1,867	1,833	▲ 1.9%
QLD	1,516	1,439	▲ 5.4%
WA	637	622	▲ 2.4%
SA	334	316	▲ 5.7%
TAS	161	167	▼ -3.6%
ACT	136	162	▼ -16.0%
NT	19	18	▲ 5.6%
Total	6,582	6,441	▲ 2.2%

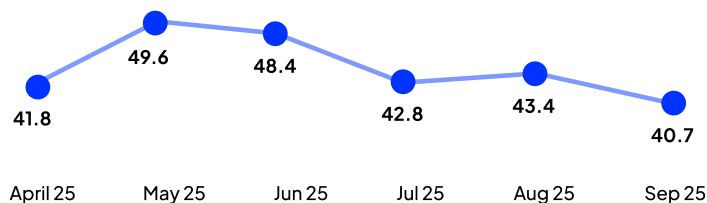
Sales

	This Month	Last Month	Movement
VIC	834	766	▲ 8.9%
NSW	814	713	▲ 14.2%
QLD	633	612	▲ 3.4%
WA	323	297	▲ 8.8%
SA	166	136	▲ 22.1%
TAS	118	129	▲ 24.2%
ACT	105	95	▼ -18.6%
NT	2	2	▲ 0.0%
Total	2,995	2,750	▲ 8.9%

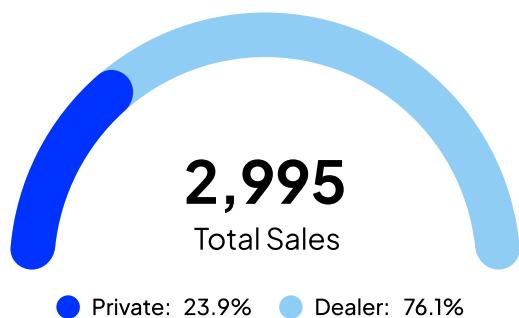
③ Vehicles sold nationally up to 10 years of age

EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2024	78.2%	79.7%	▼ -1.9%
2023	65.8%	65.9%	▼ -0.2%
2022	59.0%	59.4%	▼ -0.7%
2021	53.5%	53.5%	▲ 0.0%
2020	42.8%	46.0%	▼ -7.0%
2019	41.9%	44.6%	▼ -6.1%



EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	754	620	▲ 21.6%
2	TESLA MODEL Y	404	528	▼ -23.5%
3	MG MG4	141	108	▲ 30.6%
4	KIA EV5	109	116	▼ -6.0%
5	BYD ATTO 3	96	86	▲ 11.6%
6	BMW IX1	69	52	▲ 32.7%
7	POLESTAR 2	65	47	▲ 38.3%
8	BYD SEAL	64	43	▲ 48.8%
9	BMW IX	60	29	▲ 106.9%
10	BMW I4	54	45	▲ 20.0%

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.