

Automotive Insights Report (AIR)

October 2025

AADA and AutoGrab present the Australian Automotive Insights Report (AIR) for October 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	93,430	98,340	▼ -5.0%
VIC	89,620	91,085	▼ -1.6%
QLD	70,216	73,560	▼ -4.5%
WA	40,088	42,173	▼ -4.9%
SA	20,267	20,925	▼ -3.1%
TAS	6,462	6,681	▼ -3.3%
ACT	3,641	3,917	▼ -7.0%
NT	1,294	1,409	▼ -8.2%
Total	325,018	338,090	▼ -3.9%

Sales



	This Month	Last Month	Movement
NSW	59,624	59,812	▼ -0.3%
VIC	51,716	49,464	▲ 4.6%
QLD	46,607	44,569	▲ 4.6%
WA	28,575	27,189	▲ 5.1%
SA	13,007	12,970	▲ 0.3%
TAS	4,252	4,280	▼ -0.7%
ACT	2,022	1,939	▲ 4.3%
NT	700	693	▲ 1.0%
Total	206,503	200,916	▲ 2.8%

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

Segment

325,018

Total For Sale

206,503

Total Sales

Passenger



SUV



LCV - Utes



LCV - Vans & Buses



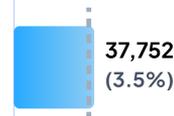
Passenger



SUV



LCV - Utes



LCV - Vans & Buses



Fuel Type

For Sale

	This Month	Last Month	Movement
Petrol	181,816	193,871	▼ -6.2%
Diesel	106,841	113,309	▼ -5.7%
Hybrid	28,123	23,221	▲ 21.1%
EVs	6,839	6,582	▲ 3.9%
PHEVs	981	701	▲ 39.9%
LPG	418	406	▲ 3.0%

Sales

	This Month	Last Month	Movement
Petrol	122,145	122,506	▼ -0.3%
Diesel	65,807	64,259	▲ 2.4%
Hybrid	14,784	10,767	▲ 37.3%
EVs	3,231	2,995	▲ 7.9%
LPG	283	221	▲ 28.1%
PHEVs	253	168	▲ 50.6%

© 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%)

	Year	This Month - RV%		Last Month - RV%		RV% Movement
		2024	2023	2024	2023	
Passenger	2024	95.9%	94.3%	94.3%	92.0%	▲ 1.8%
	2023	85.7%	83.0%	86.2%	82.0%	▼ -0.5%
	2022	83.0%	80.2%	82.0%	80.6%	▲ 1.2%
	2021	80.2%	79.1%	80.6%	78.0%	▼ -0.4%
	2020	79.1%	74.9%	78.0%	75.2%	▲ 1.4%
	2019	74.9%	72.7%	75.2%	72.1%	▼ -0.4%
SUV	2024	94.3%	82.4%	92.0%	82.6%	▲ 2.3%
	2023	82.4%	80.0%	82.6%	80.5%	▼ -0.2%
	2022	80.0%	76.4%	80.5%	76.6%	▼ -0.5%
	2021	76.4%	72.7%	76.6%	72.1%	▼ -0.3%
	2020	72.7%	65.3%	72.1%	64.9%	▲ 0.8%
	2019	65.3%	91.7%	64.9%	92.9%	▲ 0.6%
LCV - Utes	2024	91.7%	87.5%	92.9%	88.1%	▼ -1.0%
	2023	87.5%	83.4%	88.1%	83.6%	▼ -0.7%
	2022	83.4%	77.2%	83.6%	77.6%	▼ -0.3%
	2021	77.2%	72.2%	77.6%	73.1%	▼ -0.5%
	2020	72.2%	69.2%	73.1%	70.1%	▼ -1.2%
	2019	69.2%		70.1%		▼ -1.2%

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	6,062	5,614	▲ 8.0%	53.3
TOYOTA HILUX	4,745	4,200	▲ 13.0%	46.0
TOYOTA COROLLA	2,918	2,753	▲ 6.0%	36.2
MITSUBISHI TRITON	2,452	2,032	▲ 20.7%	46.0
HYUNDAI I30	2,403	2,157	▲ 11.4%	36.1
TOYOTA RAV4	2,230	2,078	▲ 7.3%	41.5
MAZDA CX-5	2,100	1,999	▲ 5.1%	35.3
TOYOTA LANDCRUISER PRADO	1,992	1,975	▲ 0.9%	51.2
TOYOTA CAMRY	1,922	1,844	▲ 4.2%	37.2
HYUNDAI TUCSON	1,871	1,651	▲ 17.7%	43.9

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	FORD MUSTANG	96.1%	59.3	1	SUZUKI JIMNY	110.1%	47.7
2	KIA PICANTO	96.0%	46.3	2	MERCEDES-BENZ G-CLASS	101.9%	46.8
3	TOYOTA COROLLA	95.3%	39.3	3	TOYOTA YARIS CROSS	100.0%	45.5
4	TOYOTA YARIS	94.6%	52.6	4	TOYOTA LANDCRUISER	98.7%	56.9
5	TOYOTA CAMRY	92.6%	37.1	5	TOYOTA YARIS CROSS	98.7%	48.0
6	HYUNDAI I20	92.4%	56.4	6	TOYOTA RAV4	97.8%	38.9
7	KIA RIO	90.9%	41.4	7	LAND ROVER DEFENDER	97.2%	51.2
8	SUZUKI BALENO	90.0%	51.2	8	PORSCHE MACAN	96.4%	47.2
9	HONDA CIVIC	89.9%	39.2	9	NISSAN PATROL	95.2%	46.8
10	SUBARU IMPREZA	89.3%	48.4	10	TOYOTA C-HR	92.3%	48.7

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	94.4%	52.8	1	SUZUKI JIMNY	113.3%	55.2
2	HONDA JAZZ	93.8%	28.8	2	TOYOTA LANDCRUISER	94.5%	47.5
3	TOYOTA YARIS	89.9%	40.8	3	TOYOTA YARIS CROSS	91.3%	48.8
4	KIA PICANTO	87.0%	46.4	4	MERCEDES-BENZ G-CLASS	91.3%	54.6
5	TOYOTA COROLLA	85.8%	42.8	5	NISSAN PATROL	86.8%	53.0
6	FORD MUSTANG	84.8%	49.9	6	TOYOTA RAV4	84.5%	48.3
7	HONDA CIVIC	84.5%	38.1	7	HYUNDAI VENUE	82.5%	41.2
8	PORSCHE 718	83.8%	72.9	8	TOYOTA C-HR	81.0%	40.5
9	SUBARU WRX	83.7%	66.8	9	TOYOTA FORTUNER	79.1%	47.7
10	SUBARU BRZ	83.6%	64.2	10	TOYOTA LANDCRUISER PRADO	77.6%	55.2

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

EVs – For Sale and Sales

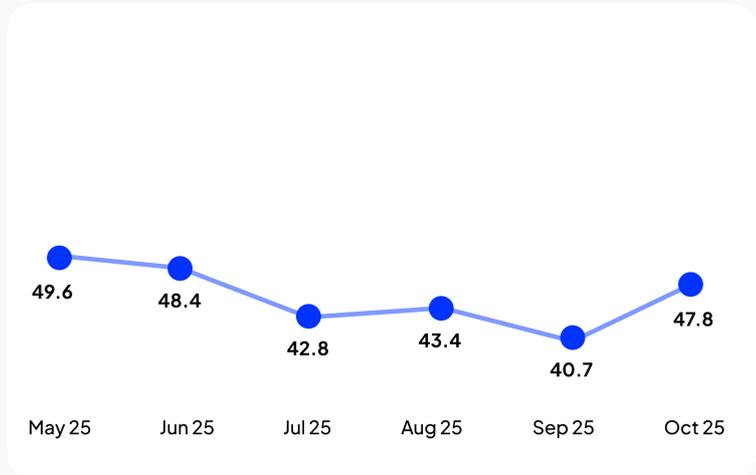
For Sale	This Month	Last Month	Movement
VIC	2,016	1,912	▲ 5.4%
NSW	1,748	1,867	▼ -6.4%
QLD	1,567	1,516	▲ 3.4%
WA	832	637	▲ 30.6%
SA	392	334	▲ 17.4%
TAS	142	161	▼ -11.8%
ACT	131	136	▼ -3.7%
NT	11	19	▼ -42.1%
Total	6,839	6,582	▲ 3.9%

Sales	This Month	Last Month	Movement
VIC	940	834	▲ 12.7%
QLD	758	633	▲ 19.7%
NSW	722	814	▼ -11.3%
WA	359	323	▲ 11.1%
SA	200	166	▲ 20.5%
TAS	132	118	▲ 25.7%
ACT	115	105	▼ -2.5%
NT	5	2	▲ 150.0%
Total	3,231	2,995	▲ 78.9%

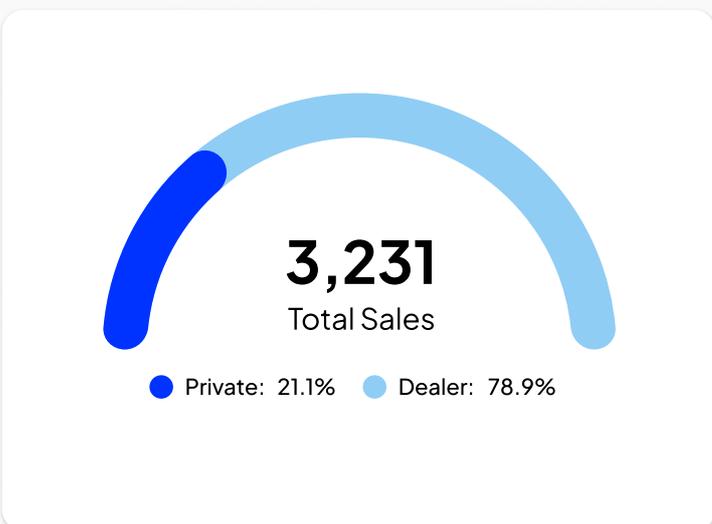
③ Vehicles sold nationally up to 10 years of age

EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2024	80.8%	78.2%	▲ 3.3%
2023	64.6%	65.8%	▼ -1.7%
2022	58.0%	59.0%	▼ -1.7%
2021	52.7%	53.5%	▼ -1.5%
2020	44.8%	42.8%	▲ 4.7%
2019	42.6%	41.9%	▲ 1.6%



EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	511	754	▼ -32.2%
2	TESLA MODEL Y	296	404	▼ -26.7%
3	BYD ATTO 3	80	96	▼ -16.7%
4	MG ZS	76	40	▲ 90.0%
5	POLESTAR 2	71	65	▲ 9.2%
6	MG MG4	69	141	▼ -51.1%
7	HYUNDAI IONIQ 6	63	11	▲ 472.7%
8	HYUNDAI KONA	44	37	▲ 18.9%
9	KIA EV3	40	0	-
10	TESLA MODEL S	38	23	▲ 65.2%

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 holds 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 provides a more stable pricing trend movement.