

## USED CAR MARKET SOFTENS AS SALES AND LISTINGS EASE NATIONALLY

9 December 2025

The Australian Automotive Dealer Association (AADA), in partnership with AutoGrab, has released the November 2025 Automotive Insights Report (AIR). The report provides a national snapshot of used car sales and listings, with the figures revealing a broad softening across the used car market as both sales and listings decline.

National used car sales fell to 193,266 vehicles, down 6.4 per cent from October, while total active listings eased 3.5 per cent to 313,781. The slowdown was consistent across all major states and segments, signalling a cooling phase following a long period of heightened activity.

“November saw a clear softening across the board, with fewer buyers active in the market and a gradual reduction in stock levels,” said AADA CEO James Voortman.

“This softer activity is something many dealers will recognise on the ground, fewer leads, longer days to sell, and a shift toward more deliberate consumer purchasing behaviour,” he said.

Key insights from the November 2025 AIR include:

- **Sales soften:** National used car sales declined 6.4 per cent to 193,266 vehicles, with decreases across every state and territory.
- **Market cooling:** Average days to sell increased to 46.7 days, indicating slower turnover.
- **Listings ease:** Total used car listings dropped 3.5 per cent to 313,781, with most states showing reduced supply.
- **Fuel types ease evenly:** Sales across all fuel types declined at a broadly similar rate, reflecting the overall softening in the market.
- **SUVs remain strong:** SUVs accounted for over 43 per cent of all used car sales despite month-on-month declines.

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

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For further information please contact:

**Ashleigh Sykes**

Communications Manager

Australian Automotive Dealer Association Ltd.

E: [media@aada.asn.au](mailto:media@aada.asn.au)

M: +61 468 450 563