

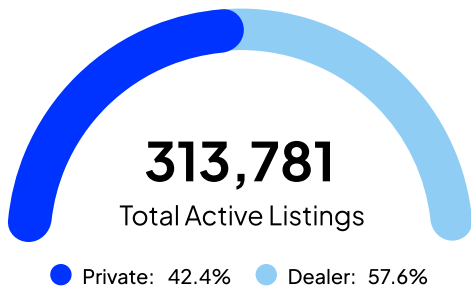
Automotive Insights Report (AIR)

November 2025

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

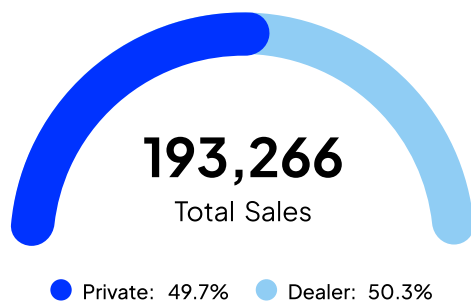
The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.

For Sale



	This Month	Last Month	Movement
NSW	90,364	93,430	▼ -3.3%
VIC	86,694	89,620	▼ -3.3%
QLD	66,852	70,216	▼ -4.8%
WA	39,295	40,088	▼ -2.0%
SA	19,588	20,267	▼ -3.4%
TAS	6,070	6,462	▼ -6.1%
ACT	3,579	3,641	▼ -1.7%
NT	1,339	1,294	▲ 3.5%
Total	313,781	325,018	▼ -3.5%

Sales



	This Month	Last Month	Movement
NSW	56,861	59,624	▼ -4.6%
VIC	46,982	51,716	▼ -9.2%
QLD	44,815	46,607	▼ -3.8%
WA	25,693	28,575	▼ -10.1%
SA	12,507	13,007	▼ -3.8%
TAS	3,921	4,252	▼ -7.8%
ACT	1,927	2,022	▼ -4.7%
NT	560	700	▼ -20.0%
Total	193,266	206,503	▼ -6.4%

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

Segment

313,781

Total For Sale

193,266

Total Sales

Passenger



101,240
(-3.0%)

Passenger



69,680
(-4.7%)

SUV



143,557
(-2.9%)

SUV



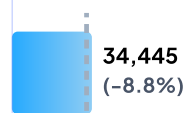
83,746
(-6.2%)

LCV - Utes



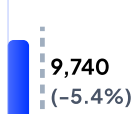
59,244
(-2.6%)

LCV - Utes



34,445
(-8.8%)

LCV - Vans
& Buses



9,740
(-5.4%)

LCV - Vans
& Buses



5,395
(-14.3%)

Fuel Type

For Sale

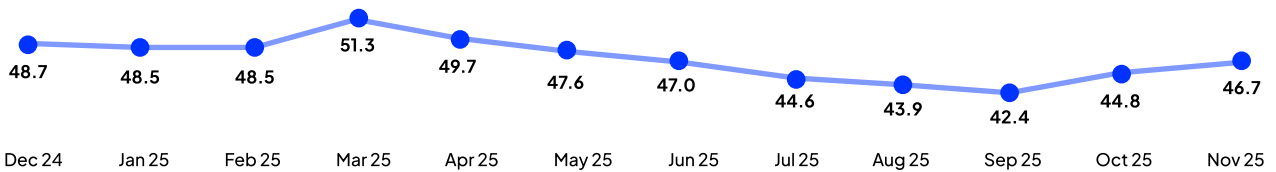
	This Month	Last Month	Movement
Petrol	176,053	181,816	▼ -3.2%
Diesel	103,864	106,841	▼ -2.8%
Hybrid	27,152	28,123	▼ -3.5%
EVs	5,289	6,839	▼ -22.7%
PHEVs	1,025	981	▲ 4.5%
LPG	398	418	▼ -4.8%

Sales

	This Month	Last Month	Movement
Petrol	116,038	122,145	▼ -5.0%
Diesel	60,831	65,807	▼ -7.6%
Hybrid	13,138	14,784	▼ -11.1%
EVs	2,783	3,231	▼ -13.9%
PHEVs	238	253	▼ -5.9%
LPG	238	283	▼ -15.9%

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	95.1%	95.9%	▼ -0.9%
	2023	85.1%	85.7%	▼ -0.8%
	2022	81.4%	83.0%	▼ -1.9%
	2021	78.8%	80.2%	▼ -1.7%
	2020	78.0%	79.1%	▼ -0.7%
	2019	74.3%	74.9%	▼ -0.9%
SUV	2024	92.6%	94.3%	▼ -1.8%
	2023	81.3%	82.4%	▼ -1.3%
	2022	79.3%	80.0%	▼ -1.0%
	2021	75.2%	76.4%	▼ -1.5%
	2020	71.6%	72.7%	▼ -1.5%
	2019	64.3%	65.3%	▼ -1.5%
LCV - Utes	2024	91.0%	91.7%	▼ -0.7%
	2023	88.6%	87.5%	▲ 1.2%
	2022	83.0%	83.4%	▼ -0.4%
	2021	77.0%	77.2%	▲ 0.3%
	2020	73.0%	72.2%	▲ 1.0%
	2019	68.5%	69.2%	▲ 1.0%

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	5,671	6,062	▼ -6.5%	55.9
TOYOTA HILUX	4,143	4,745	▼ -12.7%	46.9
TOYOTA COROLLA	2,677	2,918	▼ -8.3%	37.8
HYUNDAI I30	2,233	2,403	▼ -7.1%	38.0
MITSUBISHI TRITON	2,187	2,452	▼ -10.8%	47.6
MAZDA CX-5	2,045	2,100	▼ -2.6%	34.4
TOYOTA RAV4	1,870	2,230	▼ -16.1%	41.0
HYUNDAI TUCSON	1,827	1,871	▼ -2.4%	45.1
MITSUBISHI OUTLANDER	1,822	1,843	▼ -1.1%	46.2
TOYOTA LANDCRUISER PRADO	1,798	1,992	▼ -9.7%	52.1

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	KIA PICANTO	96.7%	41.8
2	FORD MUSTANG	96.1%	57.0
3	TOYOTA COROLLA	94.4%	41.9
4	TOYOTA YARIS	94.0%	42.3
5	TOYOTA CAMRY	91.4%	42.5
6	KIA RIO	89.8%	48.2
7	SUBARU IMPREZA	88.6%	52.0
8	MAZDA 2	88.5%	29.6
9	MAZDA MX-5	88.1%	58.0
10	HONDA CIVIC	88.0%	33.5

SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	109.3%	44.2
2	MERCEDES-BENZ G-CLASS	102.8%	78.0
3	TOYOTA LANDCRUISER	99.9%	60.2
4	TOYOTA COROLLA CROSS	98.6%	51.6
5	TOYOTA RAV4	97.5%	42.1
6	TOYOTA YARIS CROSS	96.6%	44.9
7	LAND ROVER DEFENDER	96.4%	71.8
8	NISSAN PATROL	95.0%	37.4
9	PORSCHE MACAN	95.0%	54.0
10	TOYOTA FORTUNER	91.3%	59.1

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	HONDA CITY	95.1%	30.1
2	TOYOTA VITZ	94.6%	88.1
3	HONDA JAZZ	94.1%	36.3
4	TOYOTA YARIS	89.4%	40.3
5	KIA PICANTO	87.5%	34.9
6	FORD MUSTANG	87.0%	70.3
7	TOYOTA COROLLA	86.4%	40.9
8	HONDA CIVIC	84.6%	40.6
9	MAZDA 2	82.9%	39.4
10	SUZUKI SWIFT	81.4%	34.7

SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	112.9%	52.5
2	TOYOTA LANDCRUISER	94.6%	48.6
3	NISSAN PATROL	86.8%	50.7
4	LAND ROVER DEFENDER	85.3%	52.7
5	TOYOTA RAV4	84.6%	45.2
6	HYUNDAI VENUE	80.7%	58.2
7	TOYOTA FORTUNER	80.6%	45.9
8	TOYOTA C-HR	79.5%	41.8
9	TOYOTA LANDCRUISER PRADO	78.0%	56.4
10	JEEP WRANGLER	76.0%	79.8

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	1,575	2,016	▼ -21.9%
NSW	1,400	1,748	▼ -19.9%
QLD	1,168	1,567	▼ -25.5%
WA	605	832	▼ -27.3%
SA	288	392	▼ -26.5%
TAS	144	142	▲ 1.4%
ACT	99	131	▼ -24.4%
NT	10	11	▼ -9.1%
Total	5,289	6,839	▼ -22.7%

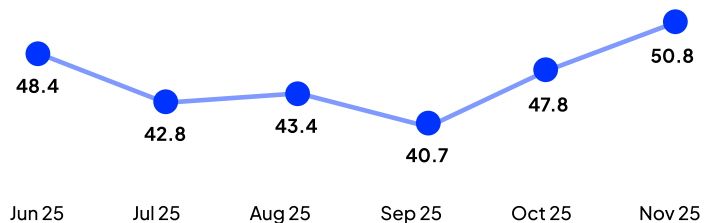
Sales

	This Month	Last Month	Movement
VIC	824	940	▼ -12.3%
QLD	677	758	▼ -10.7%
NSW	673	722	▼ -6.8%
WA	316	359	▼ -12.0%
SA	146	200	▼ -27.0%
TAS	84	132	▼ -36.4%
ACT	61	115	▼ -47.0%
NT	2	5	▼ -60.0%
Total	2,783	3,231	▼ -13.9%

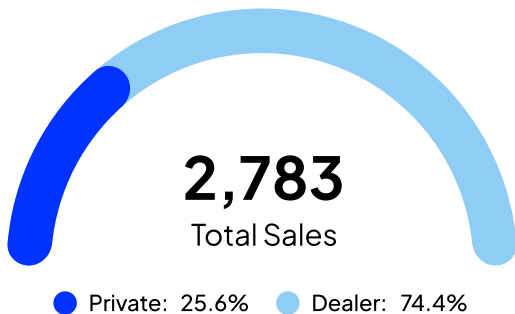
③ Vehicles sold nationally up to 10 years of age

EVs – RV% and Days To Sell

	This Month – RV%	Last Month – RV%	RV% Movement
2024	80.8%	80.8%	▲ 0.1%
2023	64.3%	64.6%	▼ -0.6%
2022	57.8%	58.0%	▼ -0.5%
2021	51.9%	52.7%	▼ -1.5%
2020	43.0%	44.8%	▼ -4.0%
2019	41.8%	42.6%	▼ -1.8%



EVs – Seller Type and Top 10 Make Models



		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	520	511	▲ 1.8%
2	TESLA MODEL Y	296	296	▲ 0.0%
3	MG ZS	101	76	▲ 32.9%
4	BYD ATTO 3	78	80	▼ -2.5%
5	POLESTAR 2	73	71	▲ 2.8%
6	KIA EV6	51	33	▲ 54.5%
7	MG MG4	48	69	▼ -30.4%
8	HYUNDAI IONIQ 6	46	63	▼ -27.0%
9	NISSAN LEAF	37	36	▲ 2.8%
10	BYD SEAL	35	24	▲ 45.8%

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.