

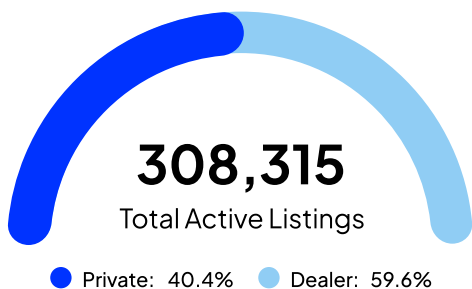
Automotive Insights Report (AIR)

December 2025

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

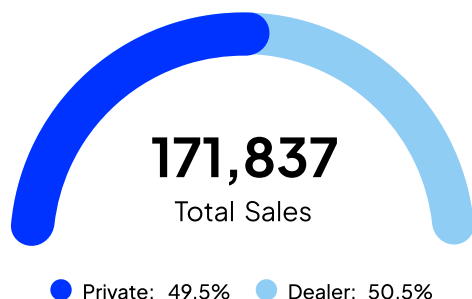
The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.

For Sale



	This Month	Last Month	Movement
NSW	87,653	90,364	▼ -3.0%
VIC	84,364	86,694	▼ -2.7%
QLD	65,653	66,852	▼ -1.8%
WA	40,034	39,295	▲ 1.9%
SA	19,884	19,588	▲ 1.5%
TAS	5,967	6,070	▼ -1.7%
ACT	3,455	3,579	▼ -3.5%
NT	1,305	1,339	▼ -2.5%
Total	308,315	313,781	▼ -1.7%

Sales



	This Month	Last Month	Movement
NSW	49,630	56,861	▼ -12.7%
VIC	43,301	46,982	▼ -7.8%
QLD	38,175	44,815	▼ -14.8%
WA	23,505	25,693	▼ -8.5%
SA	11,307	12,507	▼ -9.6%
TAS	3,655	3,921	▼ -6.8%
ACT	1,786	1,927	▼ -7.3%
NT	478	560	▼ -14.6%
Total	171,837	193,266	▼ -11.1%

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

Segment

308,315

Total For Sale

171,837

Total Sales

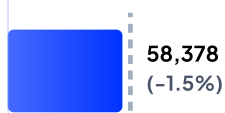
Passenger



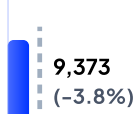
SUV



LCV - Utes



LCV - Vans
& Buses



Passenger



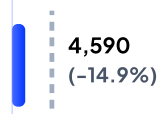
SUV



LCV - Utes



LCV - Vans
& Buses



Fuel Type

For Sale

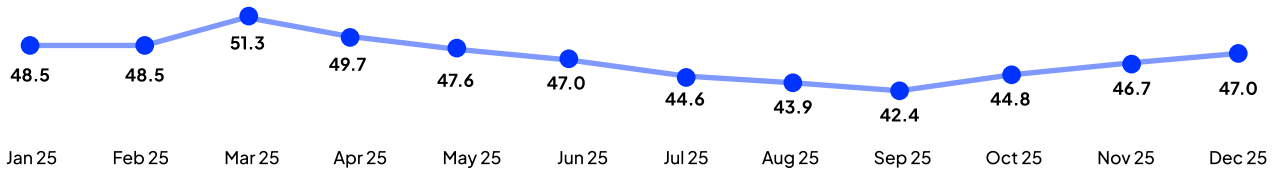
	This Month	Last Month	Movement
Petrol	171,854	176,053	▼ -2.4%
Diesel	101,501	103,864	▼ -2.3%
Hybrid	28,346	27,152	▲ 4.4%
EVs	5,263	5,289	▼ -0.5%
PHEVs	958	1,025	▼ -6.5%
LPG	393	398	▼ -1.3%

Sales

	This Month	Last Month	Movement
Petrol	103,571	116,038	▼ -10.7%
Diesel	53,633	60,831	▼ -11.8%
Hybrid	11,698	13,138	▼ -11.0%
EVs	2,405	2,783	▼ -13.6%
PHEVs	310	238	▲ 30.3%
LPG	220	238	▼ -7.6%

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	94.2%	95.1%	▼ -0.9%
	2023	83.8%	85.1%	▼ -1.5%
	2022	80.6%	81.4%	▼ -1.0%
	2021	77.8%	78.8%	▼ -1.3%
	2020	77.1%	78.6%	▼ -1.9%
	2019	71.5%	74.3%	▼ -3.8%
SUV	2024	91.3%	92.6%	▼ -1.4%
	2023	80.5%	81.3%	▼ -1.0%
	2022	78.0%	79.3%	▼ -1.6%
	2021	73.7%	75.2%	▼ -2.0%
	2020	70.0%	71.6%	▼ -2.2%
	2019	63.5%	64.3%	▼ -1.2%
LCV - Utes	2024	89.6%	91.0%	▼ -1.6%
	2023	86.8%	88.6%	▼ -2.0%
	2022	82.8%	83.0%	▼ -0.3%
	2021	76.3%	77.0%	▼ -0.9%
	2020	72.3%	73.0%	▼ -1.0%
	2019	67.4%	68.5%	▼ -1.6%

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	5,059	5,671	▼ -10.8%	55.2
TOYOTA HILUX	3,164	4,143	▼ -23.6%	45.4
TOYOTA COROLLA	2,197	2,677	▼ -17.9%	36.9
HYUNDAI I30	1,994	2,233	▼ -10.7%	41.0
MAZDA CX-5	1,963	2,045	▼ -4.0%	38.5
MITSUBISHI TRITON	1,945	2,187	▼ -11.1%	50.5
MITSUBISHI OUTLANDER	1,609	1,822	▼ -11.7%	45.3
HYUNDAI TUCSON	1,562	1,827	▼ -14.5%	44.8
TOYOTA RAV4	1,544	1,870	▼ -17.4%	38.3
TOYOTA CAMRY	1,491	1,718t	▼ -13.2%	42.1

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	94.0%	36.5
2	TOYOTA COROLLA	94.0%	45.4
3	FORD MUSTANG	93.8%	58.6
4	TOYOTA GR86	91.0%	42.6
5	TOYOTA CAMRY	91.0%	46.6
6	TOYOTA YARIS	89.5%	42.9
7	KIA RIO	88.9%	34.5
8	SUZUKI BALENO	88.8%	58.3
9	SUBARU IMPREZA	88.5%	73.4
10	VOLKSWAGEN MULTIVAN	87.7%	45.9

SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	111.2%	42.9
2	MERCEDES-BENZ G-CLASS	101.0%	85.5
3	TOYOTA COROLLA CROSS	99.2%	63.3
4	TOYOTA YARIS CROSS	97.7%	55.9
5	TOYOTA LANDCRUISER	97.3%	53.1
6	TOYOTA RAV4	96.4%	36.8
7	NISSAN PATROL	96.1%	38.3
8	LAND ROVER DEFENDER	95.3%	67.7
9	PORSCHE MACAN	94.3%	61.6
10	TOYOTA LANDCRUISER PRADO	91.4%	50.2

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 JAZZ	96.1%	29.0
2	TOYOTA VITZ	93.0%	86.8
3	TOYOTA YARIS	87.2%	35.8
4	FORD MUSTANG	85.1%	50.5
5	TOYOTA COROLLA	85.0%	39.9
6	SUBARU WRX	84.3%	61.1
7	KIA PICANTO	83.6%	32.7
8	MAZDA 2	83.3%	35.3
9	HONDA CIVIC	82.2%	50.2
10	SUZUKI SWIFT	80.0%	39.5

SUVs

		Avg. RV%	Avg. Days to Sell
1	SUZUKI JIMNY	110.0%	40.2
2	TOYOTA LANDCRUISER	95.2%	50.1
3	NISSAN PATROL	90.0%	56.6
4	TOYOTA RAV4	81.2%	42.4
5	HYUNDAI VENUE	79.6%	55.5
6	TOYOTA C-HR	78.7%	50.0
7	TOYOTA FORTUNER	77.7%	48.6
8	TOYOTA LANDCRUISER PRADO	77.0%	55.2
9	JEEP WRANGLER	75.3%	81.7
10	LEXUS UX	75.0%	71.0

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	1,477	1,575	▼ -6.2%
NSW	1,381	1,400	▼ -1.4%
QLD	1,071	1,168	▼ -8.3%
WA	736	605	▲ 21.7%
SA	325	288	▲ 12.8%
ACT	159	144	▲ 10.4%
TAS	104	99	▲ 5.1%
NT	10	10	0.0%
Total	5,263	5,289	▼ -0.5%

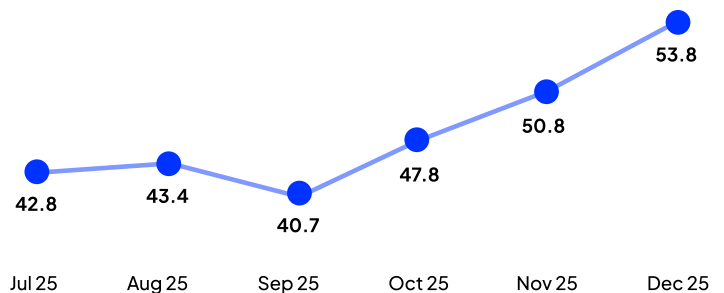
Sales

	This Month	Last Month	Movement
VIC	794	824	▼ -3.6%
NSW	618	677	▼ -8.2%
QLD	490	673	▼ -27.6%
WA	254	316	▼ -19.6%
SA	128	146	▼ -12.3%
ACT	76	84	▼ -9.5%
TAS	44	61	▼ -27.9%
NT	1	2	▼ -50.0%
Total	2,405	2,783	▼ -13.6%

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	82.9%	80.8%	▲ 2.6%
2023	61.9%	64.3%	▼ -3.7%
2022	55.7%	57.8%	▼ -3.5%
2021	51.1%	51.9%	▼ -1.5%
2020	40.7%	43.0%	▼ -5.4%
2019	40.6%	41.8%	▼ -2.8%



EVs – Seller Type and Top 10 Make Models

2,405
Total Sales

● Private: 25.0% ● Dealer: 75.0%

		This Month – Sold	Last Month – Sold	Movement
1	TESLA MODEL 3	425	520	▼ -18.3%
2	TESLA MODEL Y	223	296	▼ -24.7%
3	BYD ATTO 3	86	78	▲ 10.3%
4	MG ZS	73	101	▼ -27.7%
5	BMW IX1	64	13	▲ 392.3%
6	POLESTAR 2	62	73	▼ -15.1%
7	KIA EV6	60	51	▲ 17.6%
8	NISSAN LEAF	44	37	▲ 18.9%
9	GEELY EX5	41	8	▲ 412.5%
10	HYUNDAI IONIQ 6	40	46	▼ -13.0%

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.