

JANUARY AUTOMOTIVE INSIGHTS: USED CAR SALES UP, LISTINGS TIGHTEN

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The Australian Automotive Dealer Association (AADA), in partnership with AutoGrab, has released the January 2026 Automotive Insights Report (AIR), a national snapshot of used car sales and listings each month.

The new year has begun with stronger activity in the used car market, with sales increasing month on month while listings continued to tighten. At the same time, vehicles are still taking longer to sell compared with a spring low point, pointing to a more balanced market and more cautious buyer behaviour.

January recorded 188,421 used cars sold, up 9.7 per cent from December. On the supply side, vehicle listings declined by 5.4 per cent month on month.

“A solid lift in sales to start the year suggests buyers have returned to the market after the typical December slowdown, but conditions remain more balanced than the highs we saw in previous years,” said AADA CEO James Voortman.

“Even with stronger volumes, days to sell have continued trending higher since the lows recorded in September, which tells us consumers are taking their time and shopping carefully.”

Alternative powertrains again stood out and led the way with increases. Hybrid and electric vehicle sales both increased month on month, with hybrids up 15.3 per cent and EVs up 20.1 per cent, reflecting steady growth in demand for lower-emission options across the used market

The Ford Ranger maintained its long-held position as Australia’s top-selling used vehicle, continuing its consistent run at the head of the models leaderboard.

Key insights from the January 2026 AIR include:

- **Sales rebound:** National used car sales increased to 188,421 vehicles, up 9.7 per cent month on month.
- **Listings ease:** Active listings declined to 291,666, tightening 5.4 per cent from December.
- **Slower turnover:** Average days to sell rose to 49.4 days, continuing the gradual increase since September’s low.
- **Alternative growth:** Hybrid sales lifted 15.3 per cent and EV sales climbed 20.1 per cent month on month.
- **Top model:** Ford Ranger retained its position as the nation’s best-selling used vehicle.

View the full January 2026 AIR [here](#).

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