

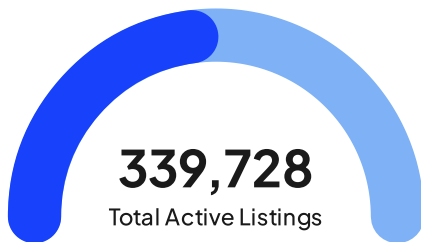
Automotive Insights Report (AIR)

May 2026

AADA and AutoGrab present the Australian **Automotive Insights Report (AIR)** for May 2026. 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.

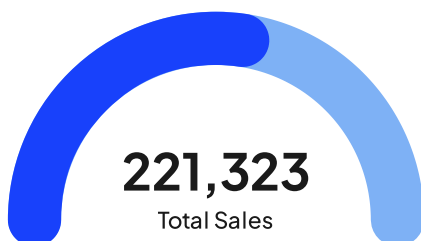
For Sale



● Private: 45.6% ● Dealer: 54.4%

State	This month	Last month	Movement
NSW	99,669	101,280	▼ -1.6%
VIC	90,566	91,576	▼ -1.1%
QLD	72,428	73,213	▼ -1.1%
WA	43,977	43,482	▲ 1.1%
SA	21,645	22,208	▼ -2.5%
TAS	7,113	6,960	▲ 2.2%
ACT	3,355	3,324	▲ 0.9%
NT	975	978	▼ -0.3%
Total	339,728	343,021	▼ -1.0%

Sales



● Private: 54.6% ● Dealer: 45.4%

State	This Month	Last Month	Movement
NSW	65,352	58,863	▲ 11.0%
VIC	53,315	48,183	▲ 10.7%
QLD	49,859	46,893	▲ 6.3%
WA	29,847	28,562	▲ 4.5%
SA	14,938	13,729	▲ 8.8%
TAS	5,458	4,987	▲ 9.4%
ACT	1,955	1,826	▲ 7.1%
NT	599	482	▲ 24.3%
Total	221,323	203,525	▲ +8.7%

① National Private and Dealer Used Car Data excluding vehicles older than 20 years old and write-offs.

Segment

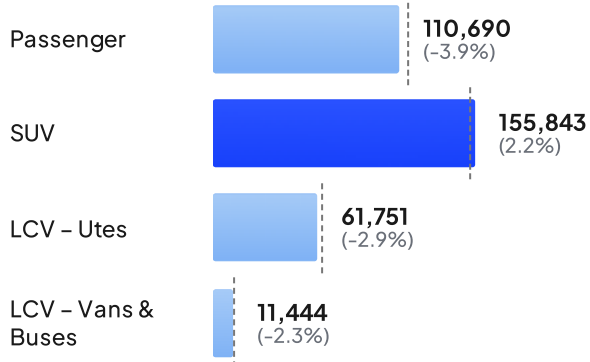
339,728

Total For Sale

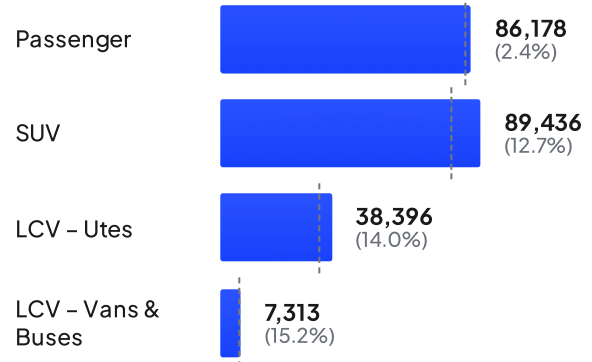
221,323

Total Sales

For Sale by Segment



Sales by Segment



Fuel Type

For Sale

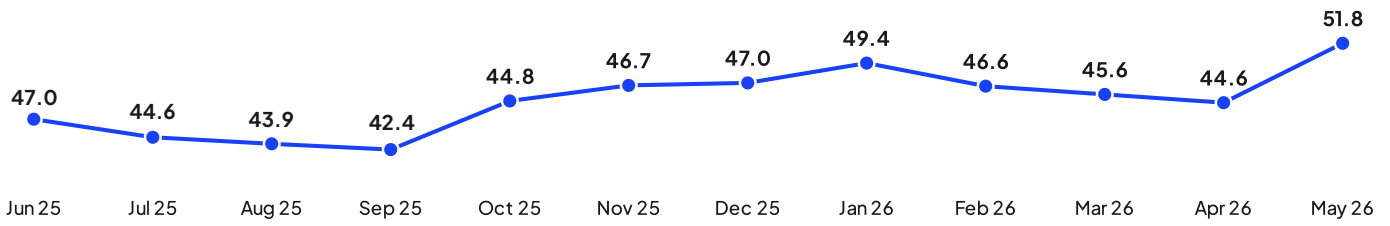
Fuel type	This month	Last month	Movement
Petrol	202,016	205,561	▼ -1.7%
Diesel	115,098	115,381	▼ -0.2%
Hybrid	13,108	13,528	▼ -3.1%
EV	5,769	4,753	▲ 21.4%
PHEV	3,365	3,406	▼ -1.2%
LPG	372	392	▼ -5.1%

Sales

Fuel type	This month	Last month	Movement
Petrol	141,203	130,006	▲ 8.6%
Diesel	66,637	56,870	▲ 17.2%
Hybrid	8,503	9,164	▼ -7.2%
EV	2,998	5,123	▼ -41.5%
PHEV	1,709	2,031	▼ -15.9%
LPG	273	331	▼ -17.5%

① National Private and Dealer Used Car Data excluding vehicles older than 20 years old and write-offs.

Average Days to Sell



① Vehicles sold nationally up to 10 years of age.

Average Retained Value (RV%)

Segment	Year	This month – RV%	Last month – RV%	RV% movement
PAS	2025	98.4%	101.7%	▼ -3.3%
	2024	89.5%	92.3%	▼ -3.0%
	2023	83.2%	83.8%	▼ -0.7%
	2022	79.1%	79.9%	▼ -1.0%
	2021	77.6%	78.0%	▼ -0.6%
	2020	77.7%	78.1%	▼ -0.6%
SUV	2025	97.0%	98.8%	▼ -1.9%
	2024	86.4%	88.3%	▼ -2.1%
	2023	79.0%	80.5%	▼ -1.8%
	2022	75.5%	77.9%	▼ -3.0%
	2021	71.5%	72.9%	▼ -1.8%
	2020	67.8%	69.9%	▼ -2.9%
LCV – Utes	2025	94.6%	94.8%	▼ -0.2%
	2024	88.2%	89.6%	▼ -1.5%
	2023	85.5%	87.4%	▼ -2.1%
	2022	81.5%	82.4%	▼ -1.0%
	2021	74.0%	76.8%	▼ -3.7%
	2020	71.3%	72.0%	▼ -1.0%

Total Sales – Top 10 Makes and Models

Make model	This month – Sales	Last month – Sales	Movement	Avg. days to sell
Ford Ranger	5,710	4,819	▲ 18.5%	63.9
Toyota Hilux	4,029	3,305	▲ 21.9%	49.1
Toyota RAV4	2,459	2,254	▲ 9.1%	42.0
Toyota Corolla	2,371	2,256	▲ 5.1%	44.2
Mazda CX-5	2,334	1,763	▲ 32.4%	58.4
Mitsubishi Triton	2,152	1,816	▲ 18.5%	65.7
Hyundai i30	2,032	1,867	▲ 8.8%	47.8
Mitsubishi Outlander	2,007	1,788	▲ 12.2%	76.7
Hyundai Tucson	1,868	1,523	▲ 22.7%	58.1
Toyota Camry	1,733	1,754	▼ -1.2%	51.9

① Top 10 Vehicles sold nationally by Dealer and Private Sellers (up to 10 years old).

Dealer Sales – Top 30 Makes and Models Based on Last Month's Sales Volumes

Rank	Make	Model	This month	Last month	Movement	Avg. days to sell
1 —	Ford	Ranger	3,319	2,703	▲ 22.8%	70.1
2 —	Toyota	Hilux	2,153	1,674	▲ 28.6%	46.9
3 —	Toyota	RAV4	1,692	1,547	▲ 9.4%	43.2
4 ▲2	Mazda	CX-5	1,616	1,111	▲ 45.5%	67.4
5 ▼1	Toyota	Corolla	1,483	1,397	▲ 6.2%	47.2
6 ▼1	Mitsubishi	Outlander	1,447	1,265	▲ 14.4%	88.3
7 ▲1	Mitsubishi	Triton	1,314	1,070	▲ 22.8%	73.3
8 ▲1	Hyundai	Tucson	1,225	977	▲ 25.4%	65.8
9 ▼2	Hyundai	i30	1,150	1,080	▲ 6.5%	55.7
10 ▲1	Isuzu	D-Max	1,115	903	▲ 23.5%	81.2
11 ▲3	Subaru	Forester	1,109	844	▲ 31.4%	71.5
12 ▼1	Nissan	X-Trail	1,102	903	▲ 22.0%	73.1
13 ▲2	Ford	Everest	1,039	786	▲ 32.2%	77.4
14 ▲5	Toyota	Landcruiser Prado	916	695	▲ 31.8%	46.8
15 ▼5	Toyota	Camry	881	957	▼ -7.9%	59.7
16 ▲2	Mazda	CX-3	864	698	▲ 23.8%	65.7
17 —	Kia	Sportage	845	719	▲ 17.5%	70.8
18 ▼2	Hyundai	Kona	843	747	▲ 12.9%	95.5
19 ▲1	Mazda	3	838	640	▲ 30.9%	54.2
20 ▲7	Toyota	Landcruiser	744	519	▲ 43.4%	58.6
21 —	Kia	Cerato	735	606	▲ 21.3%	48.7
22 ▲3	Mazda	BT-50	718	544	▲ 32.0%	87.8
23 ▲3	Nissan	Navara	708	527	▲ 34.3%	65.1
24 —	Mitsubishi	ASX	683	550	▲ 24.2%	65.1
25 ▼2	Toyota	Kluger	663	583	▲ 13.7%	56.3
26 ▲2	Subaru	Outback	657	512	▲ 28.3%	75.5
27 ▲4	Isuzu	MU-X	583	478	▲ 22.0%	71.6
28 ▲1	MG	MG3	543	480	▲ 13.1%	106.5
29 ▲10	Toyota	Hiace	522	387	▲ 34.9%	62.8
30 ▲2	Kia	Carnival	501	444	▲ 12.8%	56.4

① Top 30 Dealers Used Car Sales nationally (up to 10 years old).

Dealer Velocity – Top 10 Fastest Moving Stock

#	Make model	This month	Last month	Movement	Avg. days to sell
1	BYD Seal	26	30	▼ -13.3%	14.2
2	BYD Shark 6	69	60	▲ 15.0%	18.0
3	Tesla Model Y	152	597	▼ -74.5%	20.4
4	Polestar 2	47	47	▲ 0.0%	21.1
5	BYD Sealion 7	26	33	▼ -21.2%	21.8
6	Tesla Model 3	189	857	▼ -77.9%	24.3
7	BYD Sealion 6	63	86	▼ -26.7%	27.6
8	Toyota Prius	29	42	▼ -31.0%	31.0
9	Hyundai Accent	213	179	▲ 19.0%	32.0
10	BYD Atto 3	44	56	▼ -21.4%	33.8

① Up to 10 years old with minimum 20 total model variants sold.

Dealer Velocity – Top 10 Slowest Moving Stock

#	Make model	This month	Last month	Movement	Avg. days to sell
1	MG S5	87	75	▲ 16.0%	274.9
2	Volkswagen ID.Buzz	41	53	▼ -22.6%	236.6
3	MG QS	50	30	▲ 66.7%	231.7
4	Kia EV5	23	109	▼ -78.9%	222.0
5	Kia Tasman	267	202	▲ 32.2%	202.9
6	Renault Duster	32	28	▲ 14.3%	193.4
7	Chery C5	39	55	▼ -29.1%	183.4
8	Chery Tiggo 8	26	63	▼ -58.7%	174.8
9	Jaecoo J8	34	35	▼ -2.9%	171.4
10	Suzuki Fronx	74	89	▼ -16.9%	163.6

① Up to 10 years old with minimum 20 total model variants sold.

Dealer Market Days Supply (MDS) (2–4 years old)

Top 10 Lowest

#	Make model	This month – for sale	Avg. MDS
1	Ford Puma	27	25.7
2	Toyota Camry	326	29.6
3	Tesla Model 3	188	30.1
4	Suzuki Swift	120	36.4
5	Honda HR-V	59	36.9
6	Toyota Corolla	786	37.4
7	Tesla Model Y	274	37.9
8	Mazda CX-3	335	38.7
9	MG ZST	147	39.9
10	MG MG3	295	40.2

Top 10 Highest

#	Make model	This month – for sale	Avg. MDS
1	Audi Q5	162	115.7
2	Hyundai Staria	112	113.9
3	Hyundai Santa Fe	334	110.7
4	Mercedes-Benz GLB-Class	91	107.1
5	Land Rover Defender	187	101.1
6	Ford Everest	836	99.5
7	Mazda CX-60	134	98.0
8	Nissan Pathfinder	76	97.0
9	Volkswagen Tiguan Allspace	181	97.0
10	Audi Q7	76	95.0

① Minimum 20 total model variants available for sale.

Dealer Market Days Supply (MDS) (5–7 years old)

Top 10 Lowest

#	Make model	This month – for sale	Avg. MDS
1	Honda Jazz	29	24.9
2	Toyota Prius	25	28.3
3	Suzuki Baleno	35	31.8
4	Tesla Model 3	97	32.0
5	Toyota Corolla	521	33.9
6	BMW 3 Series	97	34.6
7	Toyota Camry	382	35.8
8	Toyota Yaris	123	36.4
9	MG MG3	181	37.3
10	Mazda 3	273	38.5

Top 10 Highest

#	Make model	This month – for sale	Avg. MDS
1	Land Rover Defender	97	98.6
2	Renault Koleos	91	95.8
3	Kia Sorento	245	93.6
4	Porsche Macan	136	88.7
5	Audi Q5	170	87.2
6	Mitsubishi Pajero Sport	256	86.3
7	Mazda CX-8	158	86.2
8	Jeep Grand Cherokee	182	85.3
9	Kia Stinger	90	84.4
10	Land Rover Discovery Sport	89	83.4

① Minimum 20 total model variants available for sale.

Retained Value (RV%) – Top 10 Makes and Models (2–4 years old)

Passenger Cars

#	Make model	Avg. RV%	Avg. days to sell
1	Audi RS3	101.2%	81.2
2	Kia Picanto	95.3%	45.2
3	Hyundai i20	94.6%	27.4
4	Honda Civic	94.4%	43.1
5	Toyota Corolla	93.7%	49.5
6	Ford Mustang	93.3%	72.1
7	Toyota GR86	91.5%	63.0
8	Toyota Camry	91.5%	64.7
9	Kia Rio	91.2%	57.8
10	Mazda 2	88.4%	52.6

SUVs

#	Make model	Avg. RV%	Avg. days to sell
1	Suzuki Jimny	104.6%	47.7
2	Toyota RAV4	102.6%	44.6
3	Toyota Yaris Cross	101.1%	40.6
4	Porsche Macan	100.2%	51.9
5	Toyota Corolla Cross	99.9%	53.2
6	Toyota Landcruiser Prado	97.1%	51.2
7	Land Rover Defender	97.0%	57.0
8	Toyota Landcruiser	96.0%	50.7
9	Nissan Patrol	93.4%	47.4
10	Toyota C-HR	92.6%	45.1

① 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

#	Make model	Avg. RV%	Avg. days to sell
1	Honda Jazz	96.7%	35.3
2	Toyota Corolla	90.9%	50.0
3	Kia Picanto	90.2%	52.8
4	Toyota Yaris	89.0%	52.0
5	Subaru WRX	85.7%	71.1
6	Honda Civic	85.2%	39.4
7	Ford Mustang	84.7%	58.3
8	Suzuki Swift	84.2%	53.1
9	Mazda 2	83.5%	45.8
10	Suzuki Baleno	82.6%	52.2

SUVs

#	Make model	Avg. RV%	Avg. days to sell
1	Suzuki Jimny	110.4%	44.6
2	Mercedes-Benz G-Class	98.8%	65.2
3	Toyota Landcruiser	96.0%	56.4
4	Toyota Yaris Cross	92.3%	63.5
5	Nissan Patrol	91.2%	57.3
6	Toyota RAV4	89.5%	45.6
7	Toyota Landcruiser Prado	83.2%	54.2
8	Suzuki Ignis	81.6%	53.8
9	Toyota Fortuner	81.0%	52.8
10	Land Rover Defender	80.6%	51.9

① Dealer and Private data combined with minimum 20 total model variants sold.

EVs – For Sale and Sales

For Sale

State	This month	Last month	Movement
VIC	1,847	1,535	▲ 20.3%
NSW	1,549	1,287	▲ 20.4%
QLD	1,113	933	▲ 19.3%
WA	696	545	▲ 27.7%
SA	353	307	▲ 15.0%
TAS	103	57	▲ 80.7%
ACT	98	82	▲ 19.5%
NT	10	7	▲ 42.9%
Total	5,769	4,753	▲ +21.4%

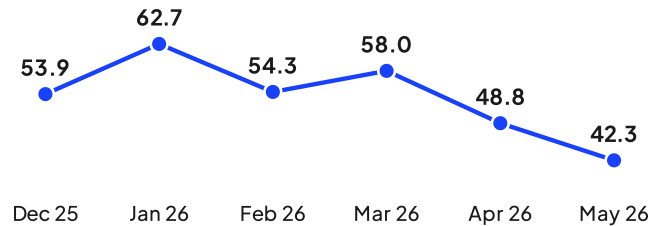
Sales

State	This month	Last month	Movement
NSW	837	1,308	▼ -36.0%
VIC	819	1,408	▼ -41.8%
QLD	595	1,017	▼ -41.5%
WA	470	722	▼ -34.9%
SA	167	280	▼ -40.4%
ACT	62	230	▼ -73.0%
TAS	47	155	▼ -69.7%
NT	1	3	▼ -66.7%
Total	2,998	5,123	▼ -41.5%

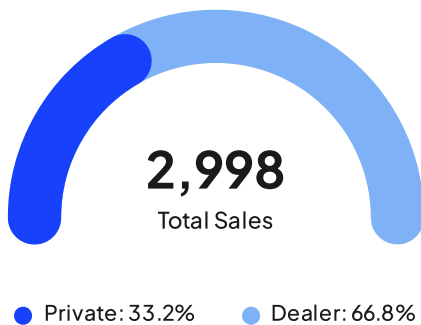
① Vehicles sold nationally up to 10 years of age.

EVs – RV% and Days To Sell

Year	This month – RV%	Last month – RV%	RV% movement
2025	96.6%	102.3%	▼ -5.6%
2024	81.0%	82.7%	▼ -2.0%
2023	66.2%	68.4%	▼ -3.1%
2022	59.2%	62.5%	▼ -5.3%
2021	53.8%	56.5%	▼ -4.8%
2020	44.0%	47.8%	▼ -8.1%



EVs – Seller Type and Top 10 Make Models



#	Make model	This month – Sales	Last month – Sales	Movement
1	Tesla Model 3	511	1,367	▼ -62.6%
2	Tesla Model Y	424	938	▼ -54.8%
3	BMW iX2	99	78	▲ 26.9%
4	BYD Atto 3	93	100	▼ -7.0%
5	MG S5	91	91	▲ 0.0%
6	MG MG4	75	123	▼ -39.0%
7	Polestar 2	73	71	▲ 2.8%
8	Volkswagen ID.Buzz	65	95	▼ -31.6%
9	BMW iX1	65	109	▼ -40.4%
10	MG ZS	62	56	▲ 10.7%

① 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.

Days to Sell

Measures the duration (in days) between when a vehicle was first listed online to when it was delisted.

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.

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.

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.