

Used Car Market Picks Up Pace as VIC Edges NSW in State-by-State Growth Race

9 September 2026

Key Headlines

1. National used and demonstrator vehicle sales rose 1.3 per cent in August to 243,514 vehicles, the second consecutive monthly increase.
2. Sales of one-to-five-year-old used vehicles increased 5.4 per cent nationally, with Victoria narrowly beating NSW for the strongest growth among the five largest states.
3. Victoria recorded 14,148 sales, up 6.7 per cent, while NSW remained Australia's biggest market with 16,956 sales, up 6.6 per cent.
4. Used EV sales jumped 19.4 per cent in August.
5. The Ford Ranger was the best-selling one-to-five-year-old used vehicle in seven of eight states and territories, with the Toyota RAV4 taking top spot in the ACT.

1. Market Snapshot

Australia's used vehicle market continued its recovery in August, with sales rising for the second consecutive month and most states recording stronger activity.

New data from the Australian Automotive Dealer Association (AADA) and AutoGrab shows 243,514 used and demonstrator vehicles were sold nationally in August, up 1.3 per cent on July.

The near-new market was even stronger, with sales of one-to-five-year-old used vehicles increasing 5.4 per cent nationally to 58,090.

KEY STATISTICS: AUGUST 2026

Total Sales (Aug)

243,514

+1.3% from July

1-5-year-old sales

+5.4%

National sales 58,090

EV Sales

+19.4%

Jul to Aug

Best-Selling Model

Ford Ranger

#1 in 7 of 8 states; 3,093 sales

Days to Sell

51.5 days

Down from 52.1 in July

Best-Retained Model

102.7%

Suzuki Jimny, 518 sales

2. State versus State

The August data provides a clear snapshot of how Australia's used vehicle markets are performing against each other.

New South Wales remained the largest market, with 16,956 one-to-five-year-old used vehicles sold during the month.

Victoria was the fastest growing of the five largest states, with sales increasing 6.7 per cent compared with July.

TABLE 1: SALES BY STATE, JULY TO AUGUST 2026*1-to 5-year-old used vehicles, dealer and private, excluding demo.*

State	July	August	Jul to Aug
NSW	15,908	16,956	+6.6%
VIC	13,260	14,148	+6.7%
QLD	12,538	13,182	+5.1%
WA	7,513	7,810	+4.0%
SA	3,663	3,831	+4.6%
TAS	1,335	1,282	-4.0%
ACT	691	685	-0.9%
NT	232	196	-15.5%
Australia	55,140	58,090	+5.4%

3. Ford Ranger Dominates State Markets

The Ford Ranger is the best-selling 1- to 5-year-old used vehicle in 7 of 8 states and territories and has held first place in every mainland state since June. The exception is the ACT, where the Toyota RAV4 outsold the Ford Ranger 27 to 19. The Toyota Hilux is second in 5 markets; in the Northern Territory the two utes together account for 20.4% of sales.

TABLE 2: BEST-SELLING MODELS BY STATE, AUGUST 2026*1- to 5-year-old used vehicles, dealer and private, excluding demo. Share of state sales in the age band.*

State	#1 Model	Sales	Share	#2 Model	Sales	Share
NSW	Ford Ranger	865	5.1%	Toyota Hilux	589	3.5%
VIC	Ford Ranger	819	5.8%	Toyota Hilux	366	2.6%
QLD	Ford Ranger	666	5.1%	Toyota Hilux	543	4.1%
WA	Ford Ranger	415	5.3%	Toyota Hilux	325	4.2%
SA	Ford Ranger	194	5.1%	Mitsubishi Outlander	135	3.5%
TAS	Ford Ranger	93	7.3%	Mitsubishi Triton	43	3.4%
ACT	Toyota RAV4	27	3.9%	Ford Ranger	19	2.8%
NT	Ford Ranger	22	11.2%	Toyota Hilux	18	9.2%
Australia	Ford Ranger	3,093	5.3%	Toyota Hilux	2,004	3.4%

4. Chinese-Made Cars Among Australia's Fastest-Selling Used Vehicles

Chinese-made vehicles are making a strong impression in Australia's used car market, accounting for five of the eight fastest-selling models across the states and territories in August.

The BYD Shark 6 was the fastest-selling used vehicle nationally, taking an average of just 27.9 days to sell, while the BYD Atto 3 was Victoria's fastest seller at 27.7 days.

Interestingly, fast-selling vehicles did not always command strong retained values. The MG ZST, for example, took just 23.2 days to sell in Queensland but retained 60.7 per cent of its original value. By contrast, the Suzuki Jimny, the best-retained model nationally, took 58.3 days to sell.

TABLE 3: FASTEST-SELLING MODEL BY STATE, AUGUST 2026

1- to 5-year-old used vehicles. Minimum 30 sales in NSW, VIC, QLD, WA and SA; 10 in TAS, ACT and NT; 100 nationally.

State	Model	Segment	Days to Sell	Sales	RV%
NSW	BYD Shark 6	LCV - Utes	29.0	30	92.2%
VIC	BYD Atto 3	SUV	27.7	34	64.5%
QLD	MG ZST	SUV	23.2	68	60.7%
WA	LDV T60	LCV - Utes	32.8	38	58.5%
SA	Toyota Camry	PAS	24.4	37	86.1%
TAS	MG ZS	SUV	30.8	13	63.9%
ACT	Hyundai i30	PAS	26.7	10	80.2%
NT	Toyota Hilux	LCV - Utes	43.4	16	103.0%
Australia	BYD Shark 6	LCV - Utes	27.9	100	92.1%

5. General Market Statistics

1. 243,514 vehicles sold in August, a 1.3 per cent increase on July.
2. 422,509 vehicles listed for sale in August, a 3.5 per cent decrease month on month.
3. Dealer share fell back to 40.9 per cent of sales.
4. Average days to sell slightly decreased to 51.5 for August, after last month's high-water mark.

6. Reaction

"Australia's used vehicle market continued to build momentum in August, but the state-by-state numbers show there is no single story playing out across the country," said AADA CEO James Voortman.

"Victoria may have taken the title for fastest-growing major market, but NSW is still comfortably the biggest, with almost 17,000 one-to-five-year-old vehicles changing hands in August. Queensland, WA and South Australia also recorded solid growth, while

Tasmania and the territories went backwards.”

“The Ford Ranger’s dominance of the used market is pretty remarkable, it was the top-selling one-to-five-year-old vehicle in seven of the eight states and territories. The ACT was the one market to buck the trend, where the Toyota RAV4 managed to beat the Ranger.”

“Used EV sales rose 19.4 per cent in August outpacing the movements in all other fuel types, albeit that EVs continue to make up a significantly smaller segment of the used market than petrol and diesel vehicles,” said AutoGrab Chief Commercial Officer Saxon Odger.

“Looking at 1-5-year old cars, five of the eight fastest-selling used vehicles across the states and territories in August were Chinese-made. The BYD Shark 6 was the quickest nationally at 27.9 days and retained 92.1 per cent of its original value.”

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For more detailed market analysis beyond the national snapshot, including state-level insights and additional market segmentation, visit [AutoGrab AIR Pro](#) for further information.