



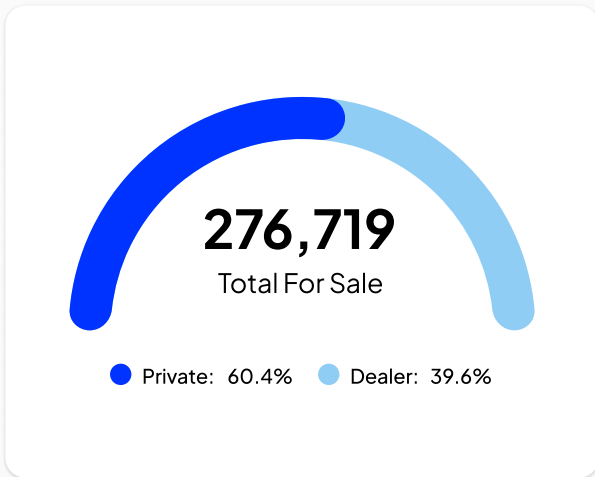
Automotive Insights Report (AIR) April 2024

AADA and AutoGrab present the Australian Automotive Insights Report (AIR) for April 2024. 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.

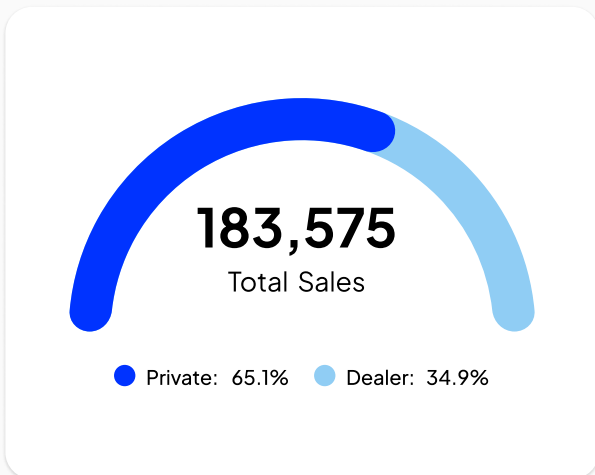


For Sale



	This Month	Last Month	Movement
NSW	81,667	84,147	▼ -2.9 %
VIC	75,958	78,825	▼ -3.6 %
QLD	58,405	61,091	▼ -4.4 %
WA	29,659	32,293	▼ -8.2 %
SA	18,754	18,709	▲ 0.2 %
TAS	5,221	5,433	▼ -3.9 %
ACT	5,036	5,003	▲ 0.7 %
NT	2,019	2,119	▼ -4.7 %
Total	276,719	287,620	▼ -3.8 %

Sales



	This Month	Last Month	Movement
NSW	53,310	55,734	▼ -4.3 %
VIC	44,705	44,810	▼ -0.2 %
QLD	40,252	39,872	▲ 1.0 %
WA	23,567	22,846	▲ 3.2 %
SA	12,716	11,913	▲ 6.7 %
TAS	4,118	4,015	▲ 2.6 %
ACT	3,435	3,477	▼ -1.2 %
NT	1,472	1,387	▲ 6.1 %
Total	183,575	184,054	▼ -0.3 %

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

Segment

276,719

Total For Sale

183,575

Total Sales

Passenger

99,544
(-1.9%)

SUV

112,875
(-5.4%)

LCV - Utes

54,463
(-4.6%)

LCV - Vans
& Buses

9,837
(0.5%)

Passenger

75,140
(-1.3%)

SUV

70,861
(1.0%)

LCV - Utes

32,368
(-0.5%)

LCV - Vans
& Buses

5,206
(0.3%)

Fuel Type

For Sale

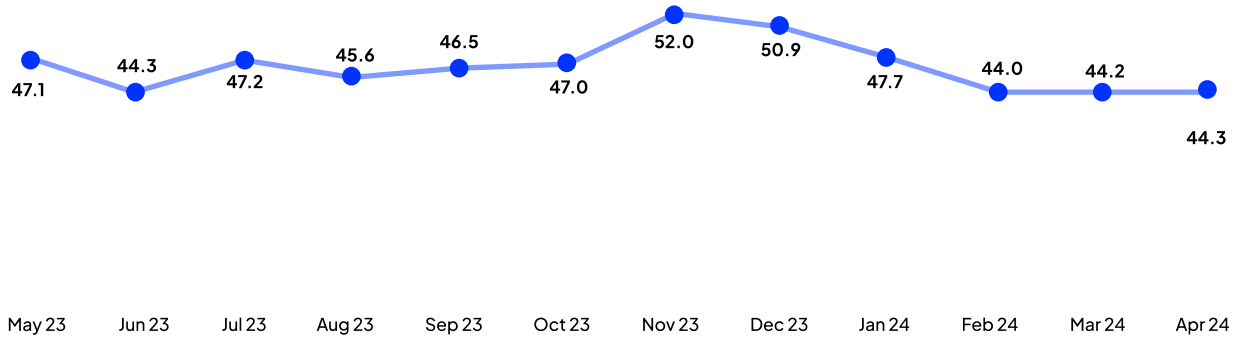
	This Month	Last Month	Movement
Petrol	162,640	168,097	▼ -3.2%
Diesel	99,004	103,648	▼ -4.5%
Hybrid	10,120	10,426	▼ -2.9%
EVs	4,331	4,771	▼ -9.2%
LPG	351	381	▼ -7.9%
PHEVs	273	297	▼ -8.1%

Sales

	This Month	Last Month	Movement
Petrol	116,985	117,977	▼ -0.8%
Diesel	57,953	57,904	▲ 0.1%
Hybrid	6,725	6,365	▲ 5.7%
EVs	1,525	1,393	▲ 9.5%
LPG	236	268	▼ -11.9%
PHEVs	151	147	▲ 2.7%

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

Average Days to Sell



③ Vehicles sold nationally up to 10 years of age.

Average Retained Value (RV%)

		This Month - RV%	Last Month - RV%	RV% Movement
2-4 yrs old	Passenger	84.9%	85.1%	▼ -0.2 %
	SUV	79.1%	79.5%	▼ -0.5 %
	LCV - Utes	82.1%	83.5%	▼ -1.7 %
5-7 yrs old	Passenger	70.3%	69.7%	▲ 0.9 %
	SUV	62.8%	63.1%	▼ -0.5 %
	LCV - Utes	70.6%	71.3%	▼ -1.0 %

③ 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	5,557	5,175	▲ 7.4 %	47.4
Toyota Hilux	4,348	4,265	▲ 1.9 %	43.9
Toyota Corolla	3,741	3,712	▲ 0.8 %	31.2
Toyota Camry	2,659	2,621	▲ 1.4 %	37.2
Mitsubishi Triton	2,534	2,545	▼ -0.4 %	42.0
Hyundai i30	2,429	2,400	▲ 1.2 %	30.5
Toyota RAV4	2,337	2,121	▲ 10.2 %	39.0
Mazda 3	2,317	2,277	▲ 1.8 %	34.0
Mazda CX-5	2,206	2,085	▲ 5.8 %	39.5
Volkswagen Golf	2,177	1,937	▲ 12.4 %	42.8

③ 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				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	Toyota 86	106.2%	40.0	1	Suzuki Jimny	127.5%	44.5
2	Toyota Yaris	102.6%	30.7	2	Toyota Landcruiser	105.9%	49.7
3	Ford Mustang	97.7%	41.7	3	Toyota Yaris Cross	104.5%	44.6
4	Kia Picanto	95.6%	31.0	4	Toyota RAV4	97.5%	43.5
5	Honda Civic	94.3%	29.8	5	Nissan Patrol	96.6%	48.8
6	Hyundai Accent	94.2%	30.1	6	Toyota Fortuner	92.8%	46.3
7	Honda Jazz	93.9%	21.4	7	Toyota C-HR	92.5%	53.0
8	Suzuki Baleno	93.9%	24.9	8	Toyota Landcruiser Prado	88.8%	48.2
9	Toyota Corolla	93.8%	36.4	9	Jeep Wrangler	88.4%	64.4
10	Toyota Camry	92.5%	37.8	10	Volkswagen T-Cross	86.7%	49.3

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				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	HSV Clubsport	107.5%	83.0	1	Toyota Landcruiser	88.2%	53.4
2	Fiat 500	101.4%	44.7	2	Suzuki Ignis	86.4%	27.0
3	Toyota Yaris	94.8%	28.1	3	Nissan Patrol	83.5%	48.2
4	Mitsubishi Mirage	91.8%	28.7	4	MG ZS	79.4%	23.5
5	Kia Picanto	91.6%	31.2	5	Jeep Wrangler	78.2%	52.2
6	Toyota Prius C	87.7%	44.1	6	Hyundai Kona	77.3%	36.7
7	Mazda 2	87.0%	21.6	7	Toyota Fortuner	76.2%	49.1
8	Honda Jazz	86.0%	31.9	8	Mazda CX-3	74.8%	33.2
9	Ford Mustang	82.5%	44.4	9	Toyota Landcruiser Prado	73.7%	49.8
10	Toyota 86	82.0%	38.8	10	Suzuki Grand Vitara	73.2%	24.8

③ Dealer and Private data combined with minimum 20 total model variants sold.

Glossary

For Sale

Level of available used and demo cars 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. A higher MDS indicates that there is more supply than demand for that particular model variants.

Retained Value (RV%)

Measures how well a vehicle holds its value against the original Recommended Retail Price (RRP) when the vehicle was purchased brand new. Retained value of 30% represents that the vehicle was sold at 30% of its original RRP. This figure is reported as a weighted average by vehicle segment and age group at each reporting period and provides a stable pricing trend movement.