

 NATIONAL AND EVERY STATE

Australian Dealer Market Report

August 2026 | 2,679 rooftops | 71,168 sales observed

What Australian dealers sold, what it sold for and how long it took, measured from daily monitoring of advertised stock. National figures with Western Australia shown alongside, and a section for every state. Reporting month August 2026, compared across June to August 2026.

SALES OBSERVED 71,168 National, August 2026	MEDIAN USED PRICE \$29,990 Excludes demo & near-new	MEDIAN DAYS TO SELL 31 Used stock, national
PRICE DIRECTION -1.3% Like-for-like, month on month	DISCOUNTED BEFORE SALE 41.9% Median cut \$2,200	STOCK ADVERTISED 204,220 Nationally, 27 September 2026

01

National and Western Australia

AUGUST 2026

■ SIDE BY SIDE · NATIONAL AND WA

MEASURE	NATIONAL	WESTERN AUSTRALIA
Sales observed	71,168	11,296
Rooftops reporting	2,679	328
Median used price	\$29,990	\$29,999
Median days to sell, used	31	38
Median days to sell, demo	47	52
Demo share of sales	28.5%	20.2%
Like-for-like price move	-1.3%	-0.9%
Sales discounted	41.9%	48.3%
Median discount	\$2,200	\$2,590
Days to sell, price held	17	18
Days to sell, price reduced	67	67
Stock advertised now	204,220	32,151

DISCOUNTING

Reduced stock is slow stock

Nationally, a car that sold at its original advertised price cleared in a median 17 days. A car that had been repriced took 67 days. The reduction is not what makes a car sell. It is what happens to a car that was not going to sell at the number it was given.

17

 DAYS ·
HELD

67

 DAYS ·
REDUCED

41.9%

SALES REDUCED

DEMO AND NEAR-NEW

Near-new is the slow money

Demonstrator and runout stock took a median 47 days to clear nationally against 31 days for genuine used, at a median \$46,888 a unit. In Western Australia the same gap is 52 days against 38.

47 v 31

 DAYS ·
NATIONAL

52 v 38

DAYS · WA

\$46,888

MEDIAN DEMO

02

By state

AUGUST 2026

SALES AND STOCK · BY STATE

STATE	SALES	SHARE OF SALES	MEDIAN \$	MEDIAN KM	DAYS TO SELL	DEMO	STOCK NOW	STOCK AGE
New South Wales	19,014	26.7%	\$35,846	36,683	33	31.0%	50,859	54
Victoria	17,542	24.7%	\$35,999	36,918	37	29.1%	53,957	60
Queensland	15,303	21.5%	\$35,684	35,802	36	33.1%	45,885	56
Western Australia	11,296	15.9%	\$33,999	56,600	40	20.2%	32,151	43
South Australia	5,247	7.4%	\$32,990	51,850	30	22.7%	13,275	50
Tasmania	1,308	1.8%	\$34,990	47,925	37	24.5%	3,304	54
Australian Capital Territory	1,063	1.5%	\$28,990	58,914	37	21.4%	3,276	45
Northern Territory	391	0.5%	\$39,990	2,006	34	51.2%	1,311	51

Share is of observed national sales, not of registrations. Stock counts every monitored dealer, a wider universe than the sales columns, so the two should not be divided into a days of supply figure. Each state has its own section from page 16.

State by state

State Western Australia

MEDIAN \$

NSW		\$35,846
VIC		\$35,999
QLD		\$35,684
WA		\$33,999
SA		\$32,990
TAS		\$34,990
ACT		\$28,990
NT		\$39,990

DAYS TO SELL

NSW		33
VIC		37
QLD		36
WA		40
SA		30
TAS		37
ACT		37
NT		34

DEMO SHARE OF SALES

NSW		31.0%
VIC		29.1%
QLD		33.1%
WA		20.2%
SA		22.7%
TAS		24.5%
ACT		21.4%
NT		51.2%

STOCK AGE, DAYS

NSW		54
VIC		60
QLD		56
WA		43
SA		50
TAS		54
ACT		45
NT		51

03

Segment mix

JUNE TO AUGUST 2026

NATIONAL · FCAI SEGMENT

■ National, August share ■ WA, August share | June share

SEGMENT	SALES		SHARE, AUG	JUN	MEDIAN \$	DAYS
Medium SUV	16,319		22.9%	23.6%	\$35,880	36
Ute & Cab Chassis 4x4	11,322		15.9%	16.0%	\$44,977	38
Large SUV	10,498		14.8%	14.4%	\$47,990	40
Small SUV	10,009		14.1%	15.7%	\$27,492	35
Small Passenger	5,678		8.0%	7.6%	\$23,990	28
Upper Large SUV	3,168		4.5%	4.4%	\$85,978	46
Light Passenger	2,562		3.6%	3.4%	\$16,990	27
Medium Passenger	2,502		3.5%	3.5%	\$28,992	35
Unsegmented	1,916		2.7%	2.0%	\$34,989	27
Sports	1,319		1.9%	1.6%	\$57,185	42
Large Passenger	1,258		1.8%	1.6%	\$28,990	31
People Movers	1,096		1.5%	1.5%	\$45,990	42
Van & Cab Chassis 2.5-3.5t	905		1.3%	1.3%	\$39,990	39
Passenger, size unknown	830		1.2%	1.0%	\$7,888	22
All other segments	1,786		2.6%	-	-	-

WESTERN AUSTRALIA · FCAI SEGMENT

SEGMENT	SALES		SHARE, AUG	JUN	MEDIAN \$	DAYS
Medium SUV	2,222		19.7%	21.2%	\$32,990	43
Ute & Cab Chassis 4x4	2,141		19.0%	18.7%	\$43,990	42
Large SUV	1,708		15.1%	15.3%	\$44,990	45
Small SUV	1,339		11.9%	14.1%	\$25,991	40
Small Passenger	830		7.3%	6.5%	\$23,999	31
Upper Large SUV	634		5.6%	4.9%	\$84,999	49
Light Passenger	445		3.9%	3.7%	\$16,979	31
Medium Passenger	395		3.5%	3.3%	\$26,990	37
Unsegmented	285		2.5%	1.9%	\$32,881	40
Large Passenger	271		2.4%	2.1%	\$28,999	31
Sports	233		2.1%	1.4%	\$49,492	49
Passenger, size unknown	168		1.5%	1.3%	\$7,990	24
People Movers	137		1.2%	1.3%	\$39,999	46
Van & Cab Chassis 2.5-3.5t	126		1.1%	1.2%	\$40,448	34
All other segments	362		3.3%	-	-	-

Segments follow the FCAI segmentation rules, applied to the catalogue rather than taken from a published table, so individual models can differ from VFACTS. The two share columns are the reporting month against the first month of the window, so the change is of mix and not of coverage. Sports is not split on price and a pre-2010 car carries its segment without a size band. Unsegmented is listings whose model-year is not in the catalogue, kept in so the shares sum to the market.

04

Price direction

LIKE-FOR-LIKE, MONTH ON MONTH

Comparing monthly averages measures the change in what was sold, not the change in what it was worth. These figures compare the same thing to itself: identical make, model, build year and odometer band, with at least 8 sales in each month.

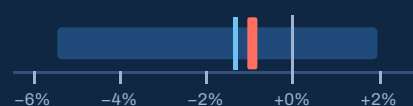
NATIONAL · PRICE MOVE BY SEGMENT

SUV		-1.5%
Passenger		-0.3%
Ute & Cab Chassis		-1.9%
Van & Cab Chassis		-1.3%
People Movers		-1.3%
All segments		-1.3%

National. Bar length is proportional to the size of the move. 1,348 cohorts, 84,901 sales. Segments on fewer than ten cohorts are left out as too thin.

WESTERN AUSTRALIA

The WA market moved **-0.9%** against the national **-1.3%**, on 183 matched cohorts.



Band runs from the lower to the upper quartile. Red mark: WA -0.9%. Blue mark: national -1.3%.

-5.4%

LOWER
QUARTILE

+2.0%

UPPER
QUARTILE

05

Fuel

JUNE TO AUGUST 2026

FUEL	NATIONAL					WESTERN AUSTRALIA				
	SHARE	JUN	MEDIAN \$	DAYS		SHARE	JUN	MEDIAN \$	DAYS	
Petrol	55.7%	57.3%	\$27,990	35		51.5%	53.1%	\$26,883	40	
Diesel	27.9%	27.7%	\$43,990	40		34.8%	33.3%	\$44,888	44	
Hybrid	8.6%	8.9%	\$43,865	33		8.1%	8.5%	\$41,368	33	
Electric	5.0%	3.9%	\$48,795	28		3.6%	2.8%	\$45,990	40	

Sales with no recorded fuel type are excluded from these shares, so the columns do not total one hundred. Jun is the share in June, the first month of the window.

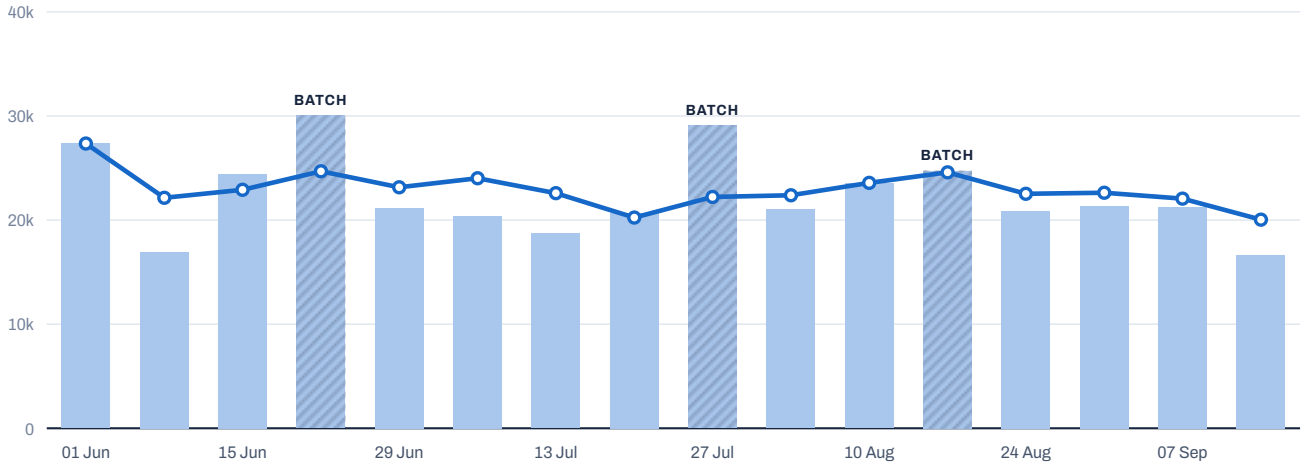
06

New listings each week

NATIONAL

Vehicles appearing in dealer advertising for the first time, by week. This is supply arriving, and it is the earliest read on the market available: stock has to be listed before it can be sold.

■ New listings, week — 4 week average ▨ Week carries an onboarding batch



LAST EIGHT COMPLETE WEEKS · NATIONAL AND WA

WEEK BEGINNING	NATIONAL		WESTERN AUSTRALIA	
	NEW	4 WEEK AVG	NEW	4 WEEK AVG
27 Jul	29,086	22,226	4,703	3,252
03 Aug	21,008	22,376	2,924	3,282
10 Aug	23,522	23,583	2,983	3,432
17 Aug	24,724	24,585	4,914	3,881
24 Aug	20,853	22,527	3,931	3,688
31 Aug	21,383	22,620	3,200	3,757
07 Sep	21,277	22,059	3,384	3,857
14 Sep	16,672	20,046	2,774	3,322

HOW TO READ IT

Read the average, not the week

Single weeks jump whenever a batch of dealers is added to monitoring, which puts thousands of already-advertised cars into one week as though they arrived together. The four week average absorbs that. Weeks beginning 22 June, 27 July and 17 August each carry an onboarding batch.

07

Makes

AUGUST 2026

NATIONAL · TOP MAKES

MAKE	SALES		SHARE	SHARE CHG, PTS	MEDIAN \$	DAYS
Toyota	8,799		12.4%	+0.1	\$37,991	27
Hyundai	6,153		8.7%	+0.1	\$32,999	35
Mazda	6,123		8.6%	-0.2	\$30,990	30
Ford	5,506		7.8%	+0.1	\$50,933	36
Kia	4,961		7.0%	-0.1	\$34,999	41
Mitsubishi	4,221		6.0%	-0.4	\$30,990	39
Nissan	3,200		4.5%	+0.0	\$34,800	44
GWM	3,126		4.4%	+0.3	\$34,459	41
MG	2,756		3.9%	-0.1	\$23,990	40
BMW	2,613		3.7%	+0.5	\$77,900	54
Volkswagen	2,495		3.5%	-0.1	\$31,894	42
Subaru	2,372		3.3%	-0.4	\$28,990	33

WESTERN AUSTRALIA · TOP MAKES

MAKE	SALES		SHARE	SHARE CHG, PTS	MEDIAN \$	DAYS
Toyota	2,041		18.2%	+0.8	\$41,445	36
Ford	1,064		9.5%	+0.8	\$46,990	42
Hyundai	962		8.6%	+0.4	\$27,999	34
Mitsubishi	739		6.6%	-0.4	\$27,994	42
Kia	702		6.2%	+0.4	\$28,989	46
Mazda	666		5.9%	-0.1	\$28,990	35
Nissan	590		5.3%	+0.8	\$34,388	45
GWM	459		4.1%	+0.7	\$34,585	39
MG	438		3.9%	-2.6	\$24,888	48
Isuzu	410		3.6%	-0.2	\$53,990	45
Volkswagen	347		3.1%	-0.4	\$31,350	39
Subaru	325		2.9%	-0.1	\$26,998	44

Share change is in percentage points against the previous month, which is coverage-invariant. A brand can sell more cars and still lose share.

08

Models

AUGUST 2026

NATIONAL · TOP MODELS

MODEL	SALES	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	2,779	\$47,989	62,198	36
Toyota Hilux	1,666	\$43,600	98,102	25
Mazda CX-5	1,602	\$35,990	33,680	29
Hyundai Tucson	1,569	\$38,990	31,121	34
Toyota RAV4	1,457	\$39,889	57,119	24
Mitsubishi Outlander	1,391	\$36,375	34,633	43
Ford Everest	1,307	\$62,700	12,224	37
Mitsubishi Triton	1,300	\$36,990	64,613	39
Hyundai Kona	1,218	\$39,990	2,001	39
Nissan X-Trail	1,214	\$33,990	22,783	53
Hyundai i30	1,170	\$23,990	58,185	24
GWM Haval Jolion	1,140	\$25,937	14	33

WESTERN AUSTRALIA · TOP MODELS

MODEL	SALES	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	568	\$43,990	77,334	43
Toyota Hilux	433	\$42,500	100,929	37
Toyota LandCruiser	363	\$92,990	95,729	40
Toyota RAV4	287	\$39,990	50,791	35
Mitsubishi Outlander	243	\$29,193	50,191	48
Ford Everest	239	\$63,618	40,872	50
Isuzu D-Max	238	\$52,779	6,591	40
Hyundai Tucson	237	\$32,999	32,157	36
Toyota LandCruiser Prado	237	\$52,999	98,672	38
Mitsubishi Triton	207	\$34,888	88,460	40
Toyota Corolla	180	\$25,990	57,184	24
Hyundai Kona	174	\$38,494	2,055	31

09

Fastest and slowest

25 SALES OR MORE

Median days to sell for models with 25 or more sales. Bars share one scale across all four tables, so short bars are fast stock and long bars are slow.

NATIONAL · FASTEST

MODEL	SALES	DAYS	MEDIAN \$
KGM Torres	65	3	\$37,250
BYD Sealion 5	32	6	\$32,990
LDV Deliver 7	46	8	\$39,990
BYD Shark 6	85	10	\$54,990
Zeekr 7X	119	10	\$73,452
BYD Sealion 8	52	10	\$63,990
Hyundai Getz	40	10	\$4,999
Volvo EX30	55	11	\$55,990

NATIONAL · SLOWEST

MODEL	SALES	DAYS	MEDIAN \$
Denza B5	32	166	\$86,666
LDV Terron 9	71	110	\$43,990
Mahindra XUV700	34	98	\$37,240
MG MGU9	54	95	\$53,790
Volkswagen ID.4	27	94	\$65,440
Kia Tasman	248	94	\$54,990
Volkswagen Tayron	81	90	\$66,140
MG Qs	57	87	\$40,990

WESTERN AUSTRALIA · FASTEST

MODEL	SALES	DAYS	MEDIAN \$
Ford Falcon	32	9	\$19,990
MG MG5	32	17	\$21,990
Toyota Camry	101	20	\$26,990
Holden Commodore	83	21	\$19,990
GWM Tank 300	62	22	\$52,585
Toyota Yaris Cross	30	22	\$31,888
Toyota Yaris	45	23	\$16,490
Holden Colorado	57	24	\$19,990

WESTERN AUSTRALIA · SLOWEST

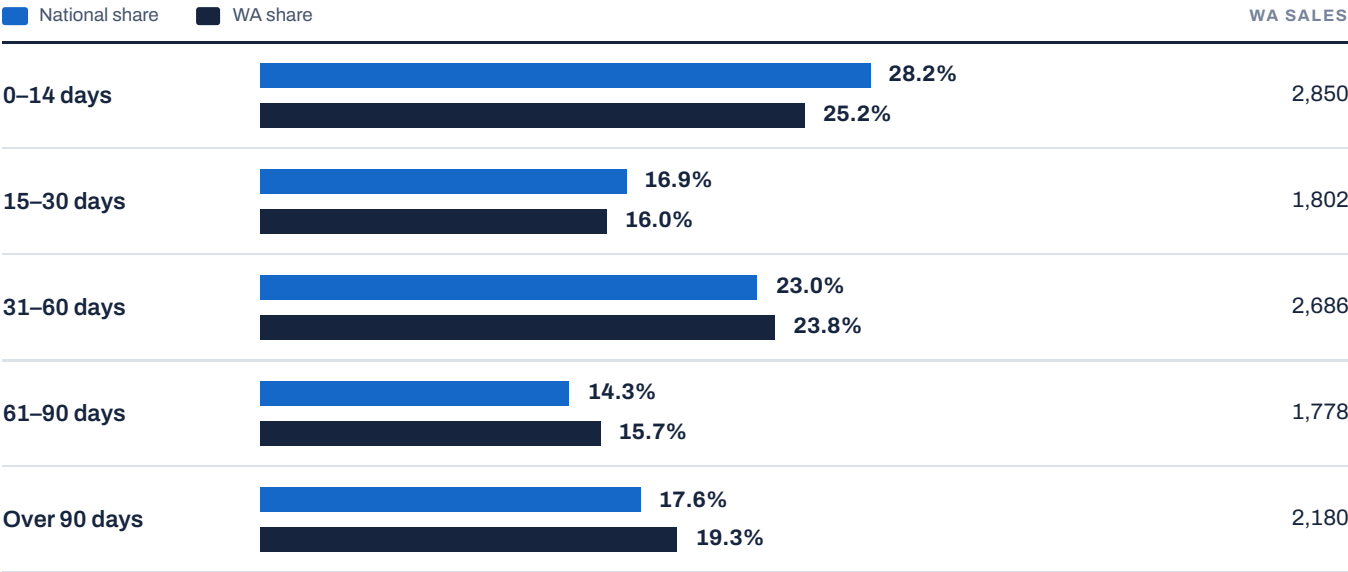
MODEL	SALES	DAYS	MEDIAN \$
Kia Tasman	37	106	\$53,990
MG HS	58	76	\$26,368
Volkswagen T-Roc	34	74	\$35,439
Kia Sorento	52	73	\$48,939
Kia Seltos	38	65	\$29,437
Kia Picanto	74	62	\$13,998
BMW X5	40	61	\$57,489
Toyota HiAce	46	60	\$41,990

Newly launched nameplates dominate the slow end. A long time on market for a model that has just arrived is a pricing question, not a demand verdict.

10

Time on market

AUGUST 2026



Distribution of days from first advertised to withdrawn.

By build year

NATIONAL · BY BUILD YEAR						WESTERN AUSTRALIA · BY BUILD YEAR					
BUILD	SALES	SHARE	MEDIAN \$	MEDIAN KM	DAYS	BUILD	SALES	SHARE	MEDIAN \$	MEDIAN KM	DAYS
2025 and newer	29,207	41.0%	\$47,990	20	43	2025 and newer	3,645	32.3%	\$46,468	35	46
2022–2024	15,105	21.2%	\$36,990	43,743	34	2022–2024	2,720	24.1%	\$37,998	44,564	44
2019–2021	10,955	15.4%	\$28,990	83,140	31	2019–2021	1,959	17.3%	\$29,988	86,532	40
2015–2018	9,709	13.6%	\$19,885	118,530	29	2015–2018	1,697	15.0%	\$20,882	125,700	33
2010–2014	4,529	6.4%	\$12,400	158,633	26	2010–2014	930	8.2%	\$12,990	169,395	25
Pre-2010	1,626	2.3%	\$8,995	188,008	25	Pre-2010	343	3.0%	\$8,999	198,644	31
Unknown	37	0.1%	\$29,990	1,556	32	Unknown	2	0.0%	\$69,999	12,006	1

Days to sell falls steadily as cars get older and cheaper. The bottom of the market is the fastest-moving stock there is.

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Discounting

AUGUST 2026

Of the sales where an original advertised price is on record, **41.9%** nationally and **48.3%** in Western Australia sold below it.

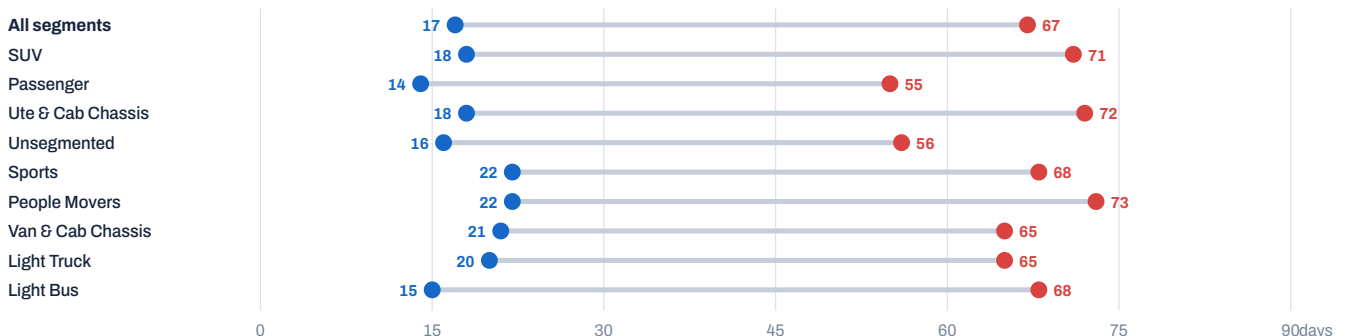
NATIONAL · REDUCTIONS

SEGMENT	SALES	REDUCED	MEDIAN CUT	CUT %	DAYS HELD	DAYS CUT
All segments	71,168	41.9%	\$2,200	7.0%	17	67
SUV	40,384	43.2%	\$2,500	7.0%	18	71
Passenger	13,449	40.1%	\$1,990	7.5%	14	55
Ute & Cab Chassis	11,577	41.4%	\$3,000	6.3%	18	72
Unsegmented	1,916	28.1%	\$2,031	7.0%	16	56
Sports	1,319	42.9%	\$3,008	6.1%	22	68
People Movers	1,096	45.7%	\$3,000	7.1%	22	73
Van & Cab Chassis	1,077	43.0%	\$2,110	6.7%	21	65
Light Truck	289	38.6%	\$2,518	5.5%	20	65
Light Bus	61	51.9%	\$3,000	5.7%	15	68

WESTERN AUSTRALIA · REDUCTIONS

SEGMENT	SALES	REDUCED	MEDIAN CUT	CUT %	DAYS HELD	DAYS CUT
All segments	11,296	48.3%	\$2,590	7.6%	18	67
SUV	6,000	50.6%	\$2,978	7.6%	19	70
Passenger	2,218	43.7%	\$2,000	8.3%	14	52
Ute & Cab Chassis	2,208	46.7%	\$3,000	7.0%	16	71
Unsegmented	285	35.9%	\$3,000	9.6%	18	66
Sports	233	47.5%	\$3,250	6.7%	22	73
Van & Cab Chassis	151	54.2%	\$4,000	9.7%	19	72
People Movers	137	55.5%	\$3,000	6.9%	22	79
Light Truck	40	58.1%	\$3,000	6.9%	12	66
Light Bus	24	65.0%	\$3,000	5.7%	2	87

NATIONAL · DAYS TO SELL, PRICE HELD AGAINST PRICE CUT



12

Stock on hand

AS AT 27 SEPTEMBER 2026

204,220 vehicles are advertised across monitored Australian dealers right now, 32,151 of them in Western Australia.

NATIONAL · STOCK BY SEGMENT

SEGMENT	STOCK	MEDIAN \$	MED. AGE	OVER 90D
SUV	117,434	\$42,989	52	31.3%
Ute & Cab Chassis	31,884	\$49,990	57	35.1%
Passenger	31,023	\$26,999	45	28.8%
Unsegmented	11,806	\$39,990	60	29.7%
Van & Cab Chassis	3,981	\$44,850	60	36.0%
Sports	3,536	\$69,990	56	35.7%
People Movers	3,149	\$55,990	60	36.9%
Light Truck	1,258	\$55,990	60	34.7%
Light Bus	149	\$39,920	85	46.3%

NATIONAL · STOCK BY MAKE

MAKE	STOCK	MEDIAN AGE	OVER 90 DAYS
Toyota	18,129	36	21.2%
Hyundai	16,634	54	29.7%
Kia	14,408	60	36.7%
Mazda	14,209	45	25.5%
Ford	13,275	48	30.3%
Mitsubishi	11,323	60	35.0%
Nissan	10,245	63	38.0%
GWM	9,133	54	31.2%
BMW	9,057	78	44.3%
MG	8,671	56	31.6%

WESTERN AUSTRALIA · STOCK BY SEGMENT

SEGMENT	STOCK	MEDIAN \$	MED. AGE	OVER 90D
SUV	17,522	\$39,990	43	28.5%
Ute & Cab Chassis	5,914	\$47,990	45	30.5%
Passenger	5,177	\$24,490	37	23.5%
Unsegmented	1,822	\$43,090	60	17.9%
Sports	532	\$51,888	45	33.1%
Van & Cab Chassis	512	\$41,950	38	23.8%
People Movers	455	\$47,489	50	35.2%
Light Truck	196	\$55,990	66	36.2%
Light Bus	21	\$34,482	42	19.0%

WESTERN AUSTRALIA · STOCK BY MAKE

MAKE	STOCK	MEDIAN AGE	OVER 90 DAYS
Toyota	4,662	36	21.3%
Ford	2,594	45	31.3%
Hyundai	2,519	35	19.7%
Mazda	1,954	38	25.0%
Kia	1,946	47	29.8%
Mitsubishi	1,891	41	25.5%
MG	1,707	66	28.7%
Nissan	1,635	60	38.0%
Isuzu	1,439	43	34.0%
GWM	1,360	51	35.1%

Stock age is days since the vehicle was first advertised, not days owned. These counts cover every monitored dealer, a wider universe than the sales tables, so the two should not be divided into a days of supply figure.

13

Kilometres, build year and price

NATIONAL

Where in the market cars move fastest: sales by kilometres, and the used models that sold quickest inside each build-year band and each price band.

NATIONAL · BY KILOMETRES

KILOMETRES	SHARE	MEDIAN \$	YEAR	DAYS
Under 30k	41.2%	\$45,990	2025	43
30–60k	13.4%	\$32,978	2022	29
60–100k	15.4%	\$27,990	2020	31
100–150k	11.8%	\$20,999	2018	29
150k+	10.5%	\$14,990	2015	30

WESTERN AUSTRALIA · BY KILOMETRES

KILOMETRES	SHARE	MEDIAN \$	YEAR	DAYS
Under 30k	34.5%	\$44,990	2025	49
30–60k	14.4%	\$34,987	2022	40
60–100k	17.1%	\$29,977	2021	39
100–150k	13.9%	\$22,998	2018	33
150k+	14.3%	\$16,480	2014	30

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD	FOURTH
2025 and newer	BYD Sealion 6 4 d	BYD Sealion 7 4 d	BYD Shark 6 5 d	Jaecoo J5 6 d
2022–2024	BYD Shark 6 2 d	Hyundai Ioniq 5 4 d	Hyundai Ioniq 6 5 d	Volvo EX30 10 d
2019–2021	Honda Jazz 9 d	Ford Transit 11 d	Audi S3 12 d	MG ZST 13 d
2015–2018	Hyundai iMax 9 d	Honda Jazz 10 d	Toyota 86 10 d	Ford Fiesta 10 d
2010–2014	Suzuki Grand Vitara 7 d	Hyundai i40 10 d	Suzuki Swift 11 d	Hyundai Getz 11 d
Pre–2010	Subaru Liberty 6 d	Mazda 2 9 d	Honda Accord Euro 10 d	Honda CR-V 10 d

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD	FOURTH
Under \$15,000	Honda Accord Euro 9 d	Mazda CX-3 10 d	Suzuki Vitara 10 d	Toyota LandCruiser 10 d
\$15,000–\$25,000	Hyundai iMax 9 d	Honda Jazz 11 d	Audi A4 11 d	Suzuki Baleno 12 d
\$25,000–\$40,000	Jaecoo J5 7 d	Toyota 86 10 d	GWM Ora 10 d	Chery E5 10 d
\$40,000–\$60,000	BYD Sealion 7 4 d	BYD Shark 6 5 d	Geely Staray Em-I 7 d	BYD Sealion 6 8 d
\$60,000 and over	BYD Sealion 8 6 d	GWM Cannon Alpha 10 d	Kia EV5 13 d	Chevrolet Silverado Hd 13 d

June to August 2026. Used stock only: demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

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Top models by build year

NATIONAL

The ten best-selling models, each split by build year: what share of the model's sales each age band makes up, and what it sells for.

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	39.4%	\$73,000	1,554	31	Toyota RAV4	2025+	15.6%	\$48,935	17,194	16
	2022–24	23.7%	\$51,990	56,707	29		2022–24	42.2%	\$41,990	50,618	24
	2019–21	21.9%	\$34,480	106,016	31		2019–21	25.7%	\$36,490	81,964	23
	2015–18	12.1%	\$24,990	157,465	25		2015–18	9.8%	\$22,990	114,698	15
	2010–14	2.6%	\$15,989	213,886	21		2010–14	4.7%	\$14,833	171,663	18
	Pre-2010	0.3%	\$8,490	245,650	23		Pre-2010	2.0%	\$9,880	225,742	20
Mazda CX-5	2025+	50.0%	\$48,274	10	39	Mitsubishi Triton	2025+	42.9%	\$49,990	15	39
	2022–24	17.8%	\$31,990	43,468	25		2022–24	16.1%	\$37,994	50,310	25
	2019–21	13.8%	\$26,990	78,840	19		2019–21	18.5%	\$29,990	107,722	28
	2015–18	14.3%	\$19,990	112,130	14		2015–18	16.4%	\$21,990	152,236	24
	2010–14	4.1%	\$13,244	159,488	12		2010–14	4.9%	\$13,990	205,430	17
	Pre-2010	0.3%	\$8,490	245,650	23		Pre-2010	1.1%	\$8,990	234,874	18
Toyota Hilux	2025+	8.0%	\$67,888	9,009	22	Hyundai Kona	2025+	75.1%	\$40,870	13	38
	2022–24	37.1%	\$49,995	62,738	23		2022–24	10.8%	\$31,880	32,000	26
	2019–21	30.3%	\$42,970	108,146	25		2019–21	9.9%	\$21,990	71,970	25
	2015–18	16.4%	\$33,996	156,255	20		2015–18	4.2%	\$18,990	94,974	23
	2010–14	5.6%	\$21,992	231,917	18		Pre-2010	0.0%	\$47,766	–	6
	Pre-2010	2.5%	\$14,990	270,134	18	Ford Everest	2025+	63.6%	\$75,602	2,048	31
Hyundai Tucson	2025+	53.1%	\$51,490	12	29		2022–24	21.4%	\$53,990	49,449	36
	2022–24	20.0%	\$32,990	44,459	35		2019–21	10.0%	\$35,990	96,700	41
	2019–21	11.5%	\$23,990	81,156	27		2015–18	5.0%	\$25,939	143,900	28
	2015–18	14.3%	\$16,990	119,796	24		2010–14	2.5%	\$11,978	154,680	26
	Pre-2010	1.1%	\$5,999	203,616	19		Pre-2010	0.2%	\$7,990	226,049	40
Mitsubishi Outlander	2025+	47.4%	\$46,888	13	43	Kia Sportage	2025+	52.8%	\$54,990	15	31
	2022–24	30.0%	\$30,998	52,496	27		2022–24	24.6%	\$32,950	46,000	26
	2019–21	9.7%	\$22,992	88,325	29		2019–21	9.7%	\$21,995	78,945	33
	2015–18	9.1%	\$16,990	136,743	26		2015–18	10.2%	\$16,990	112,946	27
	2010–14	3.0%	\$10,990	167,548	24		2010–14	2.5%	\$11,978	154,680	26
	Pre-2010	0.7%	\$6,999	222,445	26		Pre-2010	0.2%	\$7,990	226,049	40

June to August 2026, all stock including demo and near-new. Share is of that model's sales.

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Up and down

JULY 2026 TO AUGUST 2026

What moved between July 2026 and August 2026. Price is like-for-like: the same make, model, build year and kilometre band compared with itself, so a change in mix can't pass for a change in value. Blue is up, red is down.

NATIONAL · PRICE BY BUILD YEAR

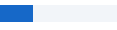
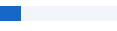
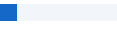
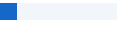
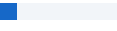
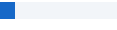
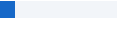
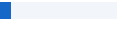
2025+		-0.9%
2022–24		-1.6%
2019–21		-2.0%
2015–18		-0.4%
2010–14		-3.6%

NATIONAL · PRICE BY PRICE BAND

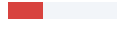
Under \$15k		-0.1%
\$15k–\$25k		-1.0%
\$25k–\$40k		-1.3%
\$40k–\$60k		-1.6%
\$60k and over		-1.7%

Models rising and falling in price

NATIONAL · RISING

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Lexus NX	3	 +5.9%
Holden Commodore	16	 +3.7%
Nissan Qashqai	10	 +3.1%
Mercedes-Benz A-Class	3	 +3.0%
Ford Transit Custom	3	 +3.0%
BMW X1	3	 +2.7%
Volkswagen T-Roc	5	 +2.6%
Kia Seltos	9	 +1.8%

NATIONAL · FALLING

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Ford Focus	3	 -22.3%
Mercedes-Benz GLE-Class	3	 -10.5%
Hyundai ix35	5	 -8.9%
Jeep Grand Cherokee	4	 -8.4%
Mercedes-Benz C-Class	7	 -8.0%
Tesla Model 3	3	 -6.8%
LDV D90	3	 -6.7%
Kia K4	3	 -6.2%

Selling faster and slower than last month

NATIONAL · SELLING FASTER

MODEL	DAYS NOW	JUL	CHANGE
Peugeot 3008	16	54	-38 d
Jaecoo J7	27	54	-26 d
Jeep Wrangler	24	48	-24 d
Skoda Fabia	27	46	-19 d
Hyundai Getz	10	28	-18 d
Renault Koleos	30	44	-14 d
Foton Tunland	47	59	-12 d
Honda ZR-V	31	42	-11 d

NATIONAL · SELLING SLOWER

MODEL	DAYS NOW	JUL	CHANGE
Audi A5	85	32	+53 d
LDV Terron 9	110	63	+47 d
Mahindra XUV700	98	54	+44 d
Volkswagen ID.4	94	52	+42 d
MG MGU9	94	61	+32 d
Kia K4	83	51	+32 d
MG Qs	87	55	+32 d
Renault Kangoo	54	24	+30 d

Models need 3 matched cohorts to rank on price, and 25 sales in both months to rank on days to sell. Bands on fewer than ten cohorts are left out.

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New South Wales

AUGUST 2026 · 19,014 SALES AT 771 ROOFTOPS

NSW · AGAINST NATIONAL

MEASURE	NSW	NATIONAL
Median used price	\$29,880	\$29,990
Median days to sell, used	28	31
Median days to sell, demo	44	47
Demo share of sales	31.0%	28.5%
Like-for-like price move	+0.0%	-1.3%
Sales discounted	38.8%	41.9%
Median discount	\$2,200	\$2,200
Days to sell, price held	17	17
Days to sell, price reduced	64	67
Stock advertised now	50,859	204,220

NSW · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	24.1%	\$36,990	33
Ute & Cab Chassis 4x4	14.2%	\$46,888	35
Small SUV	13.9%	\$27,990	33
Large SUV	13.8%	\$49,990	36
Small Passenger	8.8%	\$23,990	27
Upper Large SUV	4.2%	\$83,223	42
Light Passenger	3.9%	\$17,042	21
Medium Passenger	3.5%	\$29,990	31
Unsegmented	3.4%	\$36,888	31
Sports	1.8%	\$59,977	40
People Movers	1.7%	\$49,990	38
All other segments	6.7%	-	-

Makes and models

NSW · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	10.8%	\$35,488	24
Mazda	9.6%	\$30,990	25
Hyundai	8.6%	\$34,398	37
Kia	7.5%	\$36,990	39
Ford	6.4%	\$50,540	31
Mitsubishi	5.6%	\$33,990	37
Volkswagen	4.4%	\$36,990	42
BMW	4.2%	\$76,888	53
Nissan	4.0%	\$33,225	35
Subaru	3.8%	\$27,690	27

NSW · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$49,899	49,496	29
Mazda CX-5	\$37,990	25,875	28
Hyundai Tucson	\$40,740	34,757	35
Mitsubishi Outlander	\$39,990	9,906	40
Toyota RAV4	\$38,880	63,730	22
Hyundai i30	\$24,995	63,000	25
Toyota Hilux	\$43,995	92,068	22
Toyota Corolla	\$23,997	66,892	21
Kia Sportage	\$44,490	15,725	40
Mitsubishi Triton	\$38,990	43,910	40

Up and down since July

NSW · PRICE, LIKE-FOR-LIKE

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Nissan X-Trail	6	+4.8%
Subaru Crosstrek	3	+3.3%
Mazda CX-30	3	+2.9%
Volkswagen Golf	3	-14.1%
Mitsubishi Triton	4	-6.4%
Mazda 3	5	-5.6%

NSW · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Chery C5	12	42	-30 d
Mitsubishi Pajero Sport	22	48	-26 d
Volkswagen Amarok	36	51	-15 d
Lexus RX	42	12	+30 d
BMW X1	82	54	+28 d
Kia K4	82	54	+28 d

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New South Wales

CONTINUED

■ NSW · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
BYD Shark 6		5	\$58,621
Jaecoo J5		9	\$36,990
Zeekr 7X		11	\$73,418
Chery C5		12	\$31,990
Hyundai ix35		14	\$10,997
Mazda 2		14	\$17,990
Mazda 6		18	\$15,922
Subaru XV		18	\$18,442

■ NSW · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		43.3%	\$47,894	2025	40
30–60k		13.6%	\$31,950	2022	23
60–100k		14.2%	\$26,990	2020	27
100–150k		11.1%	\$19,990	2017	26
150k+		9.9%	\$13,990	2015	31

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	BYD Sealion 6 2 d	BYD Shark 6 3 d	Jaecoo J5 4 d
2022–2024	LDV D90 7 d	Tesla Model 3 10 d	GWM Haval Jolion 12 d
2019–2021	Mazda CX-30 11 d	MG ZS 11 d	Mazda 3 12 d
2015–2018	Honda Jazz 8 d	Hyundai ix35 8 d	Mazda 6 9 d
2010–2014	Mazda CX-5 8 d	Ford Falcon 10 d	Isuzu D-Max 12 d
Pre-2010	Mazda 6 10 d	Hyundai i30 11 d	Mazda 2 12 d

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	Mazda CX-5 7 d	Mazda CX-3 8 d	Hyundai Getz 9 d
\$15,000–\$25,000	Mazda 3 10 d	Honda Jazz 10 d	Mazda 6 12 d
\$25,000–\$40,000	Kia Cerato 8 d	LDV D90 10 d	BYD Atto 3 12 d
\$40,000–\$60,000	BYD Shark 6 2 d	Geely Staray Em-I 5 d	Geely EX5 6 d
\$60,000 and over	Nissan Patrol 15 d	Isuzu MU-X 15 d	Volkswagen Tiguan 15 d

June to August 2026. Used stock only: demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	42.7%	\$72,995	25	26	Mazda CX-5	2025+	50.8%	\$51,989	8	33
	2022–24	23.1%	\$52,890	56,240	22		2022–24	17.1%	\$30,999	42,027	21
	2019–21	18.8%	\$33,990	111,283	26		2019–21	11.8%	\$27,873	74,438	16
	2015–18	12.9%	\$24,990	158,364	18		2015–18	15.9%	\$19,890	110,967	10
	2010–14	2.4%	\$14,400	233,674	22		2010–14	4.4%	\$13,240	157,156	8
	Pre-2010	0.1%	\$8,994	273,250	32						

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Victoria

AUGUST 2026 · 17,542 SALES AT 572 ROOFTOPS

VIC · AGAINST NATIONAL

MEASURE	VIC	NATIONAL
Median used price	\$31,490	\$29,990
Median days to sell, used	35	31
Median days to sell, demo	43	47
Demo share of sales	29.1%	28.5%
Like-for-like price move	-1.5%	-1.3%
Sales discounted	44.4%	41.9%
Median discount	\$2,244	\$2,200
Days to sell, price held	18	17
Days to sell, price reduced	71	67
Stock advertised now	53,957	204,220

VIC · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	23.6%	\$36,990	36
Large SUV	16.5%	\$49,145	40
Small SUV	13.6%	\$27,490	37
Ute & Cab Chassis 4x4	13.1%	\$44,990	40
Small Passenger	7.8%	\$23,990	30
Upper Large SUV	4.5%	\$89,990	45
Medium Passenger	4.2%	\$30,834	36
Light Passenger	3.2%	\$16,990	32
Unsegmented	2.5%	\$34,990	31
Sports	2.3%	\$70,494	40
Large Passenger	2.0%	\$27,990	30
All other segments	6.5%	-	-

Makes and models

VIC · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	11.1%	\$37,990	28
Ford	8.6%	\$55,990	40
Hyundai	8.5%	\$33,990	36
Kia	7.3%	\$37,990	42
Mazda	7.0%	\$29,788	34
Mercedes-Benz	4.7%	\$56,800	33
GWM	4.7%	\$34,888	44
BMW	4.7%	\$82,390	52
Nissan	4.2%	\$34,490	46
Mitsubishi	4.2%	\$29,990	48

VIC · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$53,880	46,987	40
Hyundai Tucson	\$41,740	26,378	32
Ford Everest	\$63,990	7,496	38
Mazda CX-5	\$32,990	42,386	37
Toyota RAV4	\$39,990	56,359	24
Toyota Hilux	\$43,990	100,702	25
GWM Haval Jolion	\$27,485	10	22
Nissan X-Trail	\$34,490	14,723	59
Chery Tiggo 4	\$26,490	14	24
Hyundai i30	\$24,750	51,458	26

Up and down since July

VIC · PRICE, LIKE-FOR-LIKE

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Mitsubishi Triton	4	+2.7%
Toyota Kluger	6	+2.7%
Subaru Outback	3	+1.9%
Volkswagen Tiguan	3	-18.9%
Hyundai i30	5	-7.6%
Mercedes-Benz GLC-Class	3	-6.2%

VIC · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Kia Tasman	94	121	-27 d
LDV T60	30	50	-20 d
Renault Koleos	30	47	-16 d
Tesla Model Y	108	53	+54 d
Tesla Model 3	74	27	+47 d
Volkswagen T-Cross	73	32	+42 d

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Victoria

CONTINUED

VIC · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
KGM Torres		3	\$39,990
Zeekr 7X		8	\$76,688
Geely EX5		12	\$50,686
Jaecoo J5		13	\$36,990
Geely Starray Em-I		13	\$45,180
GWM Ora		14	\$35,488
GWM Ora 5		17	\$36,990
Mercedes-Benz CLA-Class		18	\$46,964

VIC · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		42.4%	\$47,489	2025	42
30–60k		12.6%	\$34,190	2022	34
60–100k		14.7%	\$27,999	2020	34
100–150k		11.2%	\$20,990	2018	33
150k+		9.7%	\$14,990	2015	33

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	Kia EV3 3 d	Kia EV5 6 d	Isuzu D-Max 8 d
2022–2024	MG ZST 13 d	Kia Picanto 14 d	Volkswagen Passat 17 d
2019–2021	Mazda CX-3 14 d	Kia Rio 14 d	Kia Picanto 16 d
2015–2018	Honda Jazz 9 d	Mazda 2 13 d	Subaru Forester 14 d
2010–2014	Toyota Yaris 8 d	Mazda 3 9 d	Nissan Dualis 10 d
Pre-2010	Mazda 3 13 d	Toyota RAV4 13 d	Toyota Camry 15 d

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	Holden Colorado 6 d	Honda Jazz 10 d	Toyota Yaris 10 d
\$15,000–\$25,000	Isuzu D-Max 14 d	MG ZST 15 d	Chery Tiggo 4 16 d
\$25,000–\$40,000	Jaecoo J5 9 d	BMW 3 Series 16 d	Isuzu D-Max 17 d
\$40,000–\$60,000	Toyota LandCruiser 17 d	BMW X3 18 d	BMW X1 20 d
\$60,000 and over	Kia EV5 9 d	BMW IX3 11 d	Isuzu D-Max 13 d

June to August 2026. Used stock only: demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	47.2%	\$73,999	918	31	Hyundai Tucson	2025+	59.4%	\$52,240	12	26
	2022–24	21.4%	\$50,990	61,388	31		2022–24	18.5%	\$33,990	50,678	33
	2019–21	19.1%	\$34,800	110,092	34		2019–21	9.6%	\$23,990	79,042	30
	2015–18	9.6%	\$26,985	156,000	31		2015–18	11.7%	\$16,990	118,802	24
	2010–14	2.5%	\$15,998	216,000	19		Pre-2010	0.8%	\$6,249	212,248	22
	Pre-2010	0.3%	\$8,990	276,747	22						

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Queensland

AUGUST 2026 · 15,303 SALES AT 580 ROOFTOPS

QLD · AGAINST NATIONAL

MEASURE	QLD	NATIONAL
Median used price	\$29,990	\$29,990
Median days to sell, used	30	31
Median days to sell, demo	54	47
Demo share of sales	33.1%	28.5%
Like-for-like price move	-1.0%	-1.3%
Sales discounted	41.4%	41.9%
Median discount	\$2,182	\$2,200
Days to sell, price held	18	17
Days to sell, price reduced	67	67
Stock advertised now	45,885	204,220

QLD · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	22.5%	\$34,888	37
Ute & Cab Chassis 4x4	19.2%	\$44,490	37
Small SUV	15.1%	\$27,990	36
Large SUV	14.0%	\$46,990	40
Small Passenger	7.6%	\$23,990	28
Upper Large SUV	4.4%	\$84,990	50
Light Passenger	3.2%	\$16,999	30
Medium Passenger	3.0%	\$27,990	37
Unsegmented	2.2%	\$37,990	21
Sports	1.7%	\$49,990	43
People Movers	1.7%	\$45,987	47
All other segments	5.4%	-	-

Makes and models

QLD · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	11.2%	\$37,990	24
Mazda	10.3%	\$30,990	33
Hyundai	8.6%	\$33,990	36
Mitsubishi	7.3%	\$33,990	38
Ford	6.9%	\$49,990	31
Kia	6.8%	\$34,054	41
GWM	6.0%	\$35,400	42
Nissan	5.3%	\$35,985	44
MG	3.8%	\$23,690	41
Isuzu	3.6%	\$54,990	37

QLD · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$44,968	63,413	32
Mitsubishi Triton	\$42,488	13,620	40
Mazda CX-5	\$34,740	28,510	28
Toyota Hilux	\$42,980	98,605	19
Mitsubishi Outlander	\$39,990	14,829	44
Hyundai Tucson	\$37,490	18,242	37
Nissan X-Trail	\$34,942	10,034	63
Hyundai Kona	\$39,990	22	37
GWM Haval Jolion	\$24,490	19	35
Isuzu D-Max	\$51,100	23,186	37

Up and down since July

QLD · PRICE, LIKE-FOR-LIKE

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Nissan X-Trail	3	+16.5%
Hyundai i30	8	+4.7%
Kia Sportage	4	+3.2%
Kia Carnival	3	-20.0%
Toyota Hilux	13	-5.9%
Isuzu D-Max	4	-5.6%

QLD · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Toyota C-HR	27	42	-15 d
Ram 1500	54	63	-9 d
Kia Seltos	46	52	-6 d
LDV D90	75	29	+46 d
Kia K4	90	54	+36 d
Hyundai Santa Fe	68	32	+36 d

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Queensland

CONTINUED

QLD · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
Toyota Yaris		13	\$14,490
Mazda 6		17	\$21,890
Jaecoo J5		18	\$37,585
Mitsubishi Lancer		18	\$12,990
MG ZST		19	\$18,500
Toyota Hilux		19	\$42,980
Hyundai Accent		20	\$13,888
Toyota Camry		20	\$29,488

QLD · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		44.8%	\$44,740	2026	47
30–60k		12.9%	\$31,999	2022	27
60–100k		15.8%	\$27,492	2020	29
100–150k		11.4%	\$21,990	2018	28
150k+		9.3%	\$15,999	2015	29

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	Toyota Corolla Cross 8 d	BYD Shark 6 8 d	Toyota LandCruiser Prado 11 d
2022–2024	Mazda 2 7 d	Ford F-150 12 d	Jac T9 13 d
2019–2021	Mazda 2 7 d	Kia Stonic 11 d	MG ZST 12 d
2015–2018	Toyota Yaris 12 d	Hyundai ix35 12 d	Mazda 3 12 d
2010–2014	Toyota Yaris 6 d	Mazda 2 8 d	Holden Colorado 9 d
Pre–2010	Suzuki Jimny 13 d	Mazda 3 15 d	Toyota Corolla 16 d

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	Mazda 6 8 d	Toyota Yaris 9 d	Mazda 2 10 d
\$15,000–\$25,000	Mazda 2 10 d	Kia Rio 10 d	Mazda 3 13 d
\$25,000–\$40,000	BYD Atto 3 13 d	Hyundai i30 14 d	Honda HR-V 16 d
\$40,000–\$60,000	BYD Shark 6 5 d	Nissan Qashqai 7 d	Toyota Camry 10 d
\$60,000 and over	Ford F-150 12 d	Toyota Hilux 14 d	Toyota LandCruiser Prado 16 d

June to August 2026. Used stock only; demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	33.6%	\$72,990	2,685	28	Mazda CX-5	2025+	54.8%	\$47,812	15	42
	2022–24	25.3%	\$50,990	55,650	27		2022–24	17.0%	\$31,895	45,004	22
	2019–21	24.9%	\$34,990	101,599	26		2019–21	13.6%	\$25,992	81,302	16
	2015–18	12.9%	\$24,990	158,576	20		2015–18	11.2%	\$18,990	121,360	12
	2010–14	3.1%	\$15,990	208,312	16		2010–14	3.3%	\$12,994	160,745	16
	Pre-2010	0.3%	\$10,000	187,079	23						

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Western Australia

AUGUST 2026 · 11,296 SALES AT 328 ROOFTOPS

WA · AGAINST NATIONAL

MEASURE	WA	NATIONAL
Median used price	\$29,999	\$29,990
Median days to sell, used	38	31
Median days to sell, demo	52	47
Demo share of sales	20.2%	28.5%
Like-for-like price move	-0.9%	-1.3%
Sales discounted	48.3%	41.9%
Median discount	\$2,590	\$2,200
Days to sell, price held	18	17
Days to sell, price reduced	67	67
Stock advertised now	32,151	204,220

Perth Metro: 89.3% of sales, median \$33,988, 40 days. Regional WA: 10.7% of sales, median \$37,795, 42 days.

WA · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	19.7%	\$32,990	43
Ute & Cab Chassis 4x4	19.0%	\$43,990	42
Large SUV	15.1%	\$44,990	45
Small SUV	11.9%	\$25,991	40
Small Passenger	7.3%	\$23,999	31
Upper Large SUV	5.6%	\$84,999	49
Light Passenger	3.9%	\$16,979	31
Medium Passenger	3.5%	\$26,990	37
Unsegmented	2.5%	\$32,881	40
Large Passenger	2.4%	\$28,999	31
Sports	2.1%	\$49,492	49
All other segments	7.1%	-	-

Makes and models

WA · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	18.2%	\$41,445	36
Ford	9.5%	\$46,990	42
Hyundai	8.6%	\$27,999	34
Mitsubishi	6.6%	\$27,994	42
Kia	6.2%	\$28,989	46
Mazda	5.9%	\$28,990	35
Nissan	5.3%	\$34,388	45
GWM	4.1%	\$34,585	39
MG	3.9%	\$24,888	48
Isuzu	3.6%	\$53,990	45

WA · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$43,990	77,334	43
Toyota Hilux	\$42,500	100,929	37
Toyota LandCruiser	\$92,990	95,729	40
Toyota RAV4	\$39,990	50,791	35
Mitsubishi Outlander	\$29,193	50,191	48
Ford Everest	\$63,618	40,872	50
Isuzu D-Max	\$52,779	6,591	40
Hyundai Tucson	\$32,999	32,157	36
Toyota LandCruiser Prado	\$52,999	98,672	38
Mitsubishi Triton	\$34,888	88,460	40

Up and down since July

WA · PRICE, LIKE-FOR-LIKE

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Hyundai i30	4	+8.4%
Toyota LandCruiser Prado	4	+7.5%
Ford Ranger	20	-6.8%
Mitsubishi Triton	6	-4.1%

WA · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Kia Tasman	106	137	-31 d
Toyota C-HR	28	44	-16 d
MG HS	76	17	+58 d
MG MG4	60	17	+43 d

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Western Australia

CONTINUED

WA · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
Ford Falcon		9	\$19,990
MG MG5		17	\$21,990
Toyota Camry		20	\$26,990
Holden Commodore		21	\$19,990
GWM Tank 300		22	\$52,585
Toyota Yaris Cross		22	\$31,888
Toyota Yaris		23	\$16,490
Holden Colorado		24	\$19,990

WA · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		34.5%	\$44,990	2025	49
30–60k		14.4%	\$34,987	2022	40
60–100k		17.1%	\$29,977	2021	39
100–150k		13.9%	\$22,998	2018	33
150k+		14.3%	\$16,480	2014	30

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	Volvo EX30 3 d	BYD Shark 6 6 d	Geely EX5 6 d
2022–2024	Suzuki Swift 17 d	Chevrolet Silverado 18 d	Toyota Yaris 20 d
2019–2021	Suzuki Swift 12 d	Mercedes-Benz GLC-Class 14 d	Mazda CX-30 16 d
2015–2018	Honda Civic 10 d	Mazda BT-50 12 d	Hyundai i30 12 d
2010–2014	Ford Fiesta 10 d	Toyota Corolla 11 d	Ford Falcon 11 d
Pre–2010	Ford Falcon 8 d	Toyota Corolla 11 d	Mazda 3 12 d

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	Mazda BT-50 6 d	Mitsubishi Lancer 8 d	Ford Falcon 9 d
\$15,000–\$25,000	Holden Calais 10 d	Honda Civic 11 d	Toyota Corolla 13 d
\$25,000–\$40,000	MG MG3 9 d	Chery Tiggo 7 10 d	MG ZS 17 d
\$40,000–\$60,000	BYD Shark 6 6 d	Geely EX5 6 d	Geely Starray Em-I 9 d
\$60,000 and over	Isuzu D-Max 13 d	Volkswagen Amarok 13 d	Chevrolet Silverado 18 d

June to August 2026. Used stock only; demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	31.9%	\$75,884	3,024	38	Toyota Hilux	2025+	8.2%	\$69,888	5,756	27
	2022–24	26.5%	\$53,980	54,500	32		2022–24	34.3%	\$50,968	63,548	34
	2019–21	24.4%	\$32,998	106,102	43		2019–21	34.4%	\$43,888	102,063	37
	2015–18	13.7%	\$24,990	154,196	35		2015–18	14.7%	\$34,919	155,971	25
	2010–14	3.0%	\$15,982	203,542	26		2010–14	5.8%	\$23,998	209,974	13
	Pre-2010	0.5%	\$7,990	246,936	26		Pre-2010	2.6%	\$14,490	294,442	20

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South Australia

AUGUST 2026 · 5,247 SALES AT 219 ROOFTOPS

SA · AGAINST NATIONAL

MEASURE	SA	NATIONAL
Median used price	\$29,990	\$29,990
Median days to sell, used	27	31
Median days to sell, demo	43	47
Demo share of sales	22.7%	28.5%
Like-for-like price move	-2.6%	-1.3%
Sales discounted	37.2%	41.9%
Median discount	\$2,000	\$2,200
Days to sell, price held	15	17
Days to sell, price reduced	65	67
Stock advertised now	13,275	204,220

SA · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	23.8%	\$34,865	29
Small SUV	16.1%	\$27,490	31
Ute & Cab Chassis 4x4	14.8%	\$41,990	36
Large SUV	14.7%	\$44,716	40
Small Passenger	8.1%	\$22,990	22
Light Passenger	3.8%	\$18,938	25
Upper Large SUV	3.0%	\$82,429	46
Medium Passenger	3.0%	\$30,955	28
Large Passenger	2.4%	\$24,990	22
Unsegmented	2.2%	\$22,395	15
People Movers	1.6%	\$44,939	34
All other segments	6.6%	-	-

Makes and models

SA · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	13.8%	\$37,880	21
Hyundai	10.8%	\$32,990	31
Mazda	10.7%	\$32,990	23
Ford	8.8%	\$44,990	38
Kia	7.3%	\$34,990	31
Mitsubishi	7.2%	\$27,990	28
MG	4.7%	\$24,590	28
Subaru	4.0%	\$27,990	36
Nissan	3.7%	\$25,990	46
Holden	3.2%	\$14,880	22

SA · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$40,990	74,786	40
Hyundai Tucson	\$35,990	46,100	30
Mazda CX-5	\$44,291	28,665	19
Toyota Hilux	\$44,960	90,584	22
Hyundai Kona	\$39,465	13,818	30
Toyota RAV4	\$39,990	55,534	22
Ford Everest	\$69,914	19,892	48
Mitsubishi Outlander	\$29,690	57,088	33
Mitsubishi Triton	\$31,999	89,167	27
Toyota Corolla	\$23,990	75,121	13

Up and down since July

SA · PRICE, LIKE-FOR-LIKE

MODEL	COHORTS	PRICE, LIKE-FOR-LIKE
Toyota Hilux	3	-11.7%
Ford Ranger	4	-7.6%
Mitsubishi Outlander	4	-6.3%

SA · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Mitsubishi Asx	22	40	-18 d
Toyota LandCruiser Prado	13	28	-16 d
Mitsubishi Triton	27	37	-10 d
Hyundai Venue	54	29	+25 d
Mazda CX-30	50	26	+24 d
Ford Everest	48	28	+20 d

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South Australia

CONTINUED

SA · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
Toyota LandCruiser Prado		13	\$58,990
Toyota Corolla		13	\$23,990
MG ZS		18	\$24,690
Toyota Camry		18	\$24,990
Mazda CX-5		19	\$44,291
Mazda 3		20	\$23,990
Toyota HiAce		21	\$41,990
Hyundai i30		21	\$22,888

SA · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		34.7%	\$44,990	2025	38
30–60k		14.3%	\$31,950	2022	27
60–100k		17.0%	\$27,990	2021	28
100–150k		13.2%	\$22,112	2018	23
150k+		10.7%	\$13,889	2014	25

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	MG MG4 EV Urban 2 d	MG ZS 3 d	Toyota RAV4 12 d
2022–2024	MG ZST 9 d	MG ZS 11 d	MG MG3 11 d
2019–2021	MG MG3 6 d	Toyota Corolla 12 d	Mazda CX-3 13 d
2015–2018	Subaru Forester 8 d	Kia Sportage 9 d	Honda CR-V 10 d
2010–2014	Mazda 3 8 d	Toyota Corolla 10 d	Hyundai i30 15 d
Pre-2010	–	–	–

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	Suzuki Swift 5 d	Mazda 3 11 d	Hyundai i30 11 d
\$15,000–\$25,000	MG ZST 9 d	Honda Civic 10 d	Toyota Corolla 12 d
\$25,000–\$40,000	Toyota Yaris Cross 9 d	Isuzu MU-X 12 d	Toyota LandCruiser Prado 12 d
\$40,000–\$60,000	Toyota RAV4 17 d	Isuzu MU-X 18 d	Toyota Hilux 21 d
\$60,000 and over	Toyota Hilux 20 d	Hyundai Tucson 22 d	Ford Everest 23 d

June to August 2026. Used stock only: demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	37.8%	\$70,990	4,448	34	Hyundai Tucson	2025+	50.1%	\$52,240	25	27
	2022–24	21.1%	\$49,990	58,018	28		2022–24	23.4%	\$32,990	48,384	36
	2019–21	27.9%	\$34,334	102,461	24		2019–21	12.7%	\$24,990	83,040	25
	2015–18	11.6%	\$25,000	150,741	21		2015–18	12.7%	\$17,952	119,300	29
	2010–14	1.5%	\$16,990	250,468	34		Pre-2010	1.0%	\$5,495	202,815	32
	Pre-2010	0.2%	\$6,999	380,000	27						

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Tasmania

AUGUST 2026 · 1,308 SALES AT 47 ROOFTOPS

TAS · AGAINST NATIONAL

MEASURE	TAS	NATIONAL
Median used price	\$31,990	\$29,990
Median days to sell, used	34	31
Median days to sell, demo	48	47
Demo share of sales	24.5%	28.5%
Like-for-like price move	too thin	-1.3%
Sales discounted	34.8%	41.9%
Median discount	\$2,000	\$2,200
Days to sell, price held	19	17
Days to sell, price reduced	81	67
Stock advertised now	3,304	204,220

TAS · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	25.8%	\$36,880	31
Ute & Cab Chassis 4x4	18.8%	\$42,990	38
Small SUV	17.8%	\$28,736	34
Large SUV	14.2%	\$45,390	66
Small Passenger	6.4%	\$31,480	24
Light Passenger	3.7%	\$15,990	35
Upper Large SUV	3.5%	\$83,888	56
Unsegmented	2.4%	\$46,290	5
Medium Passenger	2.2%	\$25,990	40
Van & Cab Chassis 2.5-3.5t	1.3%	\$38,990	61
People Movers	1.0%	\$29,439	95
All other segments	3.1%	-	-

Makes and models

TAS · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	10.5%	\$37,490	28
Mitsubishi	9.0%	\$30,990	26
Subaru	8.0%	\$30,490	37
Mazda	8.0%	\$34,990	34
Ford	7.4%	\$48,990	51
Hyundai	7.0%	\$33,538	30
Kia	6.3%	\$38,345	46
MG	5.2%	\$32,590	43
Nissan	4.7%	\$39,990	45
Volkswagen	4.4%	\$40,490	34

TAS · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$48,990	63,158	43
Subaru Forester	\$29,990	55,440	31
Mitsubishi Triton	\$34,990	112,995	33
Mitsubishi Outlander	\$43,280	53,410	19
Toyota Hilux	\$42,990	99,670	34
Toyota RAV4	\$39,390	58,676	20
Hyundai Tucson	\$35,435	38,220	30
Volkswagen Amarok	\$49,990	61,950	31
Ford Everest	\$48,995	55,167	79
Subaru Outback	\$37,990	46,035	43

Up and down since July

TAS · PRICE, LIKE-FOR-LIKE

Too few matched cohorts to call.

TAS · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Mitsubishi Outlander	19	62	-44 d
Mitsubishi Triton	33	35	-2 d
Ford Everest	79	35	+44 d
Toyota Hilux	34	26	+8 d
Subaru Forester	31	24	+7 d

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Tasmania

CONTINUED

TAS · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
Mitsubishi Outlander		19	\$43,280
Toyota RAV4		20	\$39,390
Hyundai Tucson		30	\$35,435
Subaru Forester		31	\$29,990
Volkswagen Amarok		31	\$49,990
Mitsubishi Triton		33	\$34,990
Toyota Hilux		34	\$42,990
Ford Ranger		43	\$48,990

TAS · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		38.5%	\$44,290	2025	48
30–60k		14.9%	\$32,990	2023	31
60–100k		18.1%	\$29,950	2022	34
100–150k		11.3%	\$19,990	2018	29
150k+		9.0%	\$16,990	2015	20

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	Ford Ranger 38 d	Subaru Crosstrek 52 d	Nissan X-Trail 63 d
2022–2024	Suzuki Baleno 0 d	Toyota RAV4 20 d	Toyota Hilux 21 d
2019–2021	Toyota RAV4 21 d	Mitsubishi Triton 33 d	Ford Ranger 38 d
2015–2018	Toyota Hilux 26 d	Mitsubishi Triton 28 d	Ford Ranger 30 d
2010–2014	–	–	–
Pre–2010	–	–	–

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	–	–	–
\$15,000–\$25,000	Suzuki Baleno 0 d	Mitsubishi Asx 18 d	–
\$25,000–\$40,000	Toyota RAV4 17 d	Toyota Hilux 21 d	Subaru Crosstrek 33 d
\$40,000–\$60,000	Toyota RAV4 19 d	Isuzu D-Max 39 d	Toyota Hilux 44 d
\$60,000 and over	Ford Ranger 36 d	–	–

June to August 2026. Used stock only; demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	34.8%	\$67,990	3,524	32	Mitsubishi Triton	2025+	32.2%	\$50,490	10	50
	2022–24	28.7%	\$50,990	54,286	78		2022–24	21.7%	\$36,990	53,521	21
	2019–21	23.0%	\$34,990	102,868	38		2019–21	23.5%	\$33,990	97,725	33
	2015–18	10.9%	\$22,240	176,000	30		2015–18	17.4%	\$24,490	137,501	28
	2010–14	2.2%	\$15,470	180,657	6		2010–14	3.5%	\$18,790	153,000	12
	Pre-2010	0.4%	–	199,217	3		Pre-2010	1.7%	\$7,990	217,270	4

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Australian Capital Territory

AUGUST 2026 · 1,063 SALES AT 51 ROOFTOPS

ACT · AGAINST NATIONAL

MEASURE	ACT	NATIONAL
Median used price	\$24,980	\$29,990
Median days to sell, used	31	31
Median days to sell, demo	59	47
Demo share of sales	21.4%	28.5%
Like-for-like price move	too thin	-1.3%
Sales discounted	36.2%	41.9%
Median discount	\$2,000	\$2,200
Days to sell, price held	18	17
Days to sell, price reduced	58	67
Stock advertised now	3,276	204,220

ACT · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	23.2%	\$29,980	40
Small SUV	15.9%	\$27,980	43
Large SUV	12.6%	\$39,980	42
Ute & Cab Chassis 4x4	12.1%	\$35,850	39
Small Passenger	9.1%	\$21,888	24
Light Passenger	5.3%	\$15,844	19
Medium Passenger	5.1%	\$22,439	28
Unsegmented	4.2%	\$19,888	34
Upper Large SUV	3.7%	\$69,390	42
Large Passenger	1.9%	\$14,825	18
Sports	1.9%	\$54,990	76
All other segments	5.1%	-	-

Makes and models

ACT · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	13.4%	\$34,980	23
Mazda	12.5%	\$25,999	33
Ford	7.6%	\$57,414	40
Hyundai	6.6%	\$28,000	37
Volkswagen	6.3%	\$24,670	42
Subaru	4.7%	\$23,310	36
Kia	4.6%	\$26,470	44
Mitsubishi	4.5%	\$24,780	27
Mercedes-Benz	3.7%	\$35,990	44
Nissan	3.5%	\$25,830	59

ACT · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
Ford Ranger	\$57,839	43,187	36
Toyota RAV4	\$39,980	61,834	16
Mazda CX-5	\$29,990	55,858	29
Toyota Corolla	\$26,950	60,877	13
Hyundai Tucson	\$31,235	59,486	44
Mazda CX-3	\$29,238	16,914	42
Toyota Hilux	\$41,974	92,944	39
Subaru Forester	\$23,170	79,697	34
Nissan X-Trail	\$26,939	49,548	72
Mazda 3	\$18,979	87,401	34

Up and down since July

ACT · PRICE, LIKE-FOR-LIKE

Too few matched cohorts to call.

ACT · DAYS TO SELL

MODEL	DAYS NOW	JUL	CHANGE
Mazda CX-5	29	10	+19 d
Ford Ranger	36	30	+6 d

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Australian Capital Territory

CONTINUED

ACT · FASTEST SELLERS, 25+ SALES

MODEL		DAYS	MEDIAN \$
Toyota Corolla		13	\$26,950
Toyota RAV4		16	\$39,980
Mazda CX-5		29	\$29,990
Ford Ranger		36	\$57,839

ACT · BY KILOMETRES

KILOMETRES		SHARE	MEDIAN \$	YEAR	DAYS
Under 30k		33.7%	\$45,980	2025	50
30–60k		16.3%	\$30,888	2023	36
60–100k		17.5%	\$24,950	2020	32
100–150k		16.7%	\$19,888	2018	33
150k+		14.4%	\$11,250	2014	18

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	–	–	–
2022–2024	Toyota Corolla 11 d	Toyota RAV4 14 d	–
2019–2021	–	–	–
2015–2018	–	–	–
2010–2014	–	–	–
Pre-2010	–	–	–

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	–	–	–
\$15,000–\$25,000	–	–	–
\$25,000–\$40,000	Toyota Corolla 12 d	Mazda CX-5 14 d	Toyota RAV4 23 d
\$40,000–\$60,000	Toyota RAV4 14 d	Toyota Hilux 22 d	–
\$60,000 and over	–	–	–

June to August 2026. Used stock only: demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	48.6%	\$77,888	30	44
	2022–24	15.2%	\$57,830	61,455	24
	2019–21	18.1%	\$36,950	92,058	13
	2015–18	15.2%	\$21,494	156,404	19
	2010–14	1.0%	\$11,800	247,813	0
	Pre-2010	1.9%	\$6,300	176,191	3

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Mazda CX-5	2025+	48.2%	\$53,557	20	32
	2022–24	22.9%	\$34,990	45,369	14
	2019–21	12.0%	\$26,994	82,240	14
	2015–18	13.3%	\$19,670	113,122	8
	2010–14	3.6%	\$9,999	193,000	25

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Northern Territory

AUGUST 2026 · 391 SALES AT 37 ROOFTOPS

NT · AGAINST NATIONAL

MEASURE	NT	NATIONAL
Median used price	\$33,490	\$29,990
Median days to sell, used	27	31
Median days to sell, demo	40	47
Demo share of sales	51.2%	28.5%
Like-for-like price move	too thin	-1.3%
Sales discounted	31.6%	41.9%
Median discount	\$2,875	\$2,200
Days to sell, price held	20	17
Days to sell, price reduced	76	67
Stock advertised now	1,311	204,220

NT · SEGMENT MIX

SEGMENT	SHARE	MEDIAN \$	DAYS
Medium SUV	22.5%	\$42,636	40
Small SUV	21.5%	\$28,990	36
Ute & Cab Chassis 4x4	19.4%	\$49,990	38
Large SUV	10.5%	\$46,590	33
Unsegmented	5.6%	\$47,499	37
Light Passenger	5.4%	\$20,690	18
Small Passenger	5.1%	\$26,990	32
Upper Large SUV	4.6%	\$92,494	46
Van & Cab Chassis 2.5-3.5t	1.5%	\$31,490	32
Medium Passenger	1.5%	\$24,485	28
All other segments	2.5%	-	-

Makes and models

NT · TOP MAKES

MAKE	SHARE	MEDIAN \$	DAYS
Toyota	15.3%	\$44,999	16
Mazda	13.6%	\$37,980	33
Hyundai	10.2%	\$42,545	26
MG	9.0%	\$25,990	29
Ford	8.4%	\$57,744	47
Nissan	7.4%	\$42,988	58
Mitsubishi	7.2%	\$43,240	56
Chery	5.1%	\$27,490	44
Suzuki	4.9%	\$30,735	22
Kia	3.3%	\$35,990	83

NT · TOP MODELS

MODEL	MEDIAN \$	MEDIAN KM	DAYS
MG ZS	\$25,990	20	6
Ford Ranger	\$56,490	17,572	46
Mazda BT-50	\$44,990	0	24
Toyota Hilux	\$48,990	82,749	15
Nissan X-Trail	\$40,488	18	62
Chery Tiggo 4	\$24,490	16	52
Mazda CX-5	\$42,783	0	43
Mitsubishi Outlander	\$46,945	20	80
Hyundai Tucson	\$44,990	16	22
Hyundai Kona	\$42,550	16	58

Up and down since July

NT · PRICE, LIKE-FOR-LIKE

Too few matched cohorts to call.

NT · DAYS TO SELL

Too few models with 25 sales in both months.

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Northern Territory

CONTINUED

NT · FASTEST SELLERS, 25+ SALES

No model reached 25 sales in Northern Territory this month.

NT · BY KILOMETRES

KILOMETRES	SHARE	MEDIAN \$	YEAR	DAYS
Under 30k	62.7%	\$42,783	2026	40
30–60k	11.3%	\$29,990	2022	11
60–100k	11.0%	\$31,990	2020	24
100–150k	7.4%	\$28,994	2018	18
150k+	5.6%	\$29,166	2018	44

Fastest-selling used models by build year

BUILD YEAR	FASTEST	SECOND	THIRD
2025 and newer	Ford Everest 21 d	Ford Ranger 32 d	–
2022–2024	–	–	–
2019–2021	–	–	–
2015–2018	–	–	–
2010–2014	–	–	–
Pre–2010	–	–	–

Fastest-selling used models by price

PRICE	FASTEST	SECOND	THIRD
Under \$15,000	–	–	–
\$15,000–\$25,000	–	–	–
\$25,000–\$40,000	–	–	–
\$40,000–\$60,000	Toyota Hilux 29 d	–	–
\$60,000 and over	Ford Everest 22 d	Ford Ranger 26 d	–

June to August 2026. Used stock only: demo and near-new clear in days and would fill every list. A model needs 20 sales inside the band to rank; d is median days to sell. Price is the car's own advertised price at sale.

Top models by build year

MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS	MODEL	BUILD	SHARE	MEDIAN \$	MED. KM	DAYS
Ford Ranger	2025+	41.4%	\$71,990	5,900	32	Mazda CX-5	2025+	71.7%	\$42,783	0	64
	2022–24	22.9%	\$57,744	27,693	62		2022–24	6.5%	\$34,480	50,267	85
	2019–21	15.7%	\$36,990	95,000	69		2019–21	13.0%	\$29,485	66,584	27
	2015–18	18.6%	\$27,999	164,886	25		2015–18	8.7%	\$18,490	42,464	11
	2010–14	1.4%	\$19,990	218,000	14						

How this is measured

READ BEFORE QUOTING

- 01 Source.** Advertised stock at Australian dealers, monitored daily. A sale is recorded when a vehicle is withdrawn from advertising after a period on market. This is the same delisting method the established market reports use, and it slightly overstates sales wherever a car is withdrawn without selling. Dealer retail only: no private, auction or wholesale.
- 02 Reporting universe.** 2,679 rooftops, at 1,606 dealers whose sold reporting is continuous across June to August 2026, 328 of the rooftops in Western Australia. A dealer group reporting through one website is counted once per rooftop. Dealers monitored for only part of the window are excluded. Holding the universe fixed is what makes the shares and medians comparable month to month.
- 03 Sample, not census.** These are observed sales at monitored dealers, not registrations. Shares are of observed sales.
- 04 Segments follow the FCAI segmentation rules,** applied to our own catalogue from vehicle dimensions and body type. They are not a feed of VFACTS data and individual models can differ from the published table, because the FCAI's own sheet calls its rules indicative. Three limits worth knowing: Sports is one segment rather than split on price, because that split needs price when new and we do not hold it; size bands need dimensions, which we hold from 2010, so an older car carries its segment without a size; and listings whose model-year is not in the catalogue are shown as Unsegmented rather than dropped, so the shares still sum to the market. 97.3% of sales this month resolved to a segment.
- 05 Price movement is like-for-like.** Cohorts match on make, model, build year and odometer band and need at least 8 sales in each month. Figures built on fewer than ten cohorts are marked too thin rather than printed.
- 06 Discounting** compares the original advertised price with the price the listing carried when it was withdrawn. Sales with no recorded original price are excluded.
- 07 Demo and near-new** means 2025 build or later under 5,000 km, advertised alongside used stock, and is split out wherever it changes the answer.
- 08 Days to sell** is first advertised to withdrawn, per vehicle. Medians throughout: the distribution has a long tail and averages mislead.
- 09 Fastest by build year and price** uses the whole three-month window, used stock only, and needs 20 sales of a model inside the band. Top models by build year cover the window and all stock.
- 10 States** are the dealer's state. Each state section uses the same tables and thresholds as the national figures, so thin states show more gaps; a gap means too few sales, not zero.
- 11 Prices are advertised prices** at the point the listing was withdrawn, not settled transaction prices, and are not adjusted for on-road costs.
- 12 Retained value is not in this edition.** Expressing sale price against price when new needs a full recommended retail history, which is in build. It is the one measure in the established reports that this report does not yet carry.



MotorMetrics

Australian Dealer Market Report

August 2026