Selected Countries - Oceanic
Included in This Report: Australia and New Zealand
Compiled by SEMA as a Member Benefit

Australia: Vehicle Sales Analysis
2010 – 2019

Top Selling Vehicles (2019)
(includes all vehicles types)

NO	Model	Units Sold (2019)	Units Sold (2018)	diff (%)
1	Toyota Hilux	47,649	51,705	-7.84%
2	Ford Ranger	40,690	42,144	-3.45%
3	Toyota Corolla	30,468	35,320	-13.74%
4	Hyundai i30	28,378	28,188	0.67%
5	Mitsubishi Triton	25,819	24,896	3.71%
6	Mazda CX-5	25,539	26,173	-2.42%
7	Mazda3	24,939	31,065	-19.72%
8	Toyota RAV4	24,260	22,165	9.45%
9	Kia Cerato	21,757	18,620	16.85%
10	Mitsubishi ASX	20,806	19,034	9.31%
11	Nissan X-Trail	19,726	21,192	-6.92%
12	Toyota Prado	18,335	18,553	-1.18%
13	Hyundai Tucson	18,251	19,261	-5.24%
14	Mitsubishi Outlander	17,514	15,573	12.46%
15	Holden Colorado	17,472	18,301	-4.53%
16	Isuzu D-Max	16,892	18,550	-8.94%
17	Toyota Camry	16,768	15,269	9.82%
18	Subaru Forester	15,096	12,432	21.43%
19	VW Golf	15,045	19,966	-24.65%
20	Mazda CX-3	14,813	16,293	-9.08%
21	Honda CR-V	13,810	16,107	-14.26%
22	Toyota Land Cruiser	13,802	13,677	0.91%
23	Kia Sportage	13,645	14,042	-2.83%
24	Nissan Navara	13,412	16,459	-18.51%
25	Hyundai Kona	13,342	12,352	8.01%

Top Selling Vehicles (2010 - 2019)

(includes all vehicles types)

NO	Model	Units Sold
1	Toyota Hilux	418,435
2	Toyota Corolla	389,305
3	Mazda3	373,400
4	Hyundai i30	304,425
5	Ford Ranger	288,421
6	Holden Commodore	267,335
7	Toyota Camry	228,113
8	Mitsubishi Triton	222,681
9	VW Golf	186,992
10	Nissan Navara	186,134
11	Mazda CX-5	184,804
12	Toyota RAV4	182,979
13	Holden Colorado	167,915
14	Holden Cruze	162,768
15	Toyota Prado	158,174
16	Nissan X-Trail	157,959
17	Toyota Yaris	140,926
18	Mazda2	137,684
19	Subaru Forester	132,076
20	Toyota Kluger	126,607
21	Isuzu D-Max	125,589
22	Mitsubishi ASX	124,790
23	Mazda BT-50	124,110
24	Mitsubishi Outlander	116,250
25	Kia Cerato	116,178

Top SUVs (2019)

NO	Model	Units Sold (2019)	Units Sold (2018)	diff (%)
1	Mazda CX-5	25,539	26,173	-2.42%
2	Toyota RAV4	24,260	22,165	9.45%
3	Mitsubishi ASX	20,806	19,034	9.31%
4	Nissan X-Trail	19,726	21,192	-6.92%
5	Toyota Prado	18,335	18,553	-1.18%
6	Hyundai Tucson	18,251	19,261	-5.24%
7	Mitsubishi Outlander	17,514	15,573	12.46%
8	Subaru Forester	15,096	12,432	21.43%
9	Mazda CX-3	14,813	16,293	-9.08%
10	Honda CR-V	13,810	16,107	-14.26%
11	Toyota Land Cruiser	13,802	13,677	0.91%

12	Kia Sportage	13,645	14,042	-2.83%
13	Hyundai Kona	13,342	12,352	8.01%
14	VW Tiguan	12,412	11,624	6.78%
15	Honda HR-V	11,731	12,148	-3.43%
16	Nissan Qashqai	11,653	13,950	-16.47%
17	Toyota Kluger	11,371	14,743	-22.87%
18	Subaru XV	10,062	12,937	-22.22%
19	Toyota C-HR	9,378	9,716	-3.48%
20	Toyota Land Cruiser Ute	9,222	10,037	-8.12%
21	Isuzu MU-X	8,419	9,090	-7.38%
22	Mazda CX-9	7,168	8,094	-11.44%
23	Mitsubishi Eclipse Cross	6,998	7,521	-6.95%
24	Mercedes GLC	6,847	6,599	3.76%
25	Mitsubishi Pajero Sport	6,477	6,566	-1.36%

Top SUVs (2010-2019)

NO	Model	Unit Sold
1	Mazda CX-5	184,804
2	Toyota RAV4	182,979
3	Toyota Prado	158,174
4	Nissan X-Trail	157,959
5	Subaru Forester	132,076
6	Toyota Kluger	126,607
7	Mitsubishi ASX	124,790
8	Mitsubishi Outlander	116,250
9	Toyota Land Cruiser	108,684
10	Honda CR-V	95,946
11	Holden Captiva	92,662
12	Hyundai Tucson	88,621
13	Kia Sportage	83,306
14	Hyundai ix35[1]	82,464
15	Ford Territory	81,756
16	Subaru XV	80,829
17	Mazda CX-3	79,586
18	VW Tiguan	78,593
19	Toyota Land Cruiser Ute	77,994
20	Jeep Grand Cherokee	72,325
21	Nissan Qashqai	65,886
22	Hyundai Santa Fe	62,502
23	Honda HR-V	59,024
24	Mazda CX-9	52,849
25	Mitsubishi Pajero	51,659

1. Hyundai ix35 discontinued in 2017

Top Pickups (2019)

NO	Model	Units Sold (2019)	Units Sold (2018)	diff (%)
1	Toyota Hilux	47,649	51,705	-7.84%
2	Ford Ranger	40,690	42,144	-3.45%
3	Mitsubishi Triton	25,819	24,896	3.71%
4	Holden Colorado	17,472	18,301	-4.53%
5	Isuzu D-Max	16,892	18,550	-8.94%
6	Nissan Navara	13,412	16,459	-18.51%
7	Mazda BT-50	11,357	13,163	-13.72%
8	VW Amarok	8,371	9,295	-9.94%
9	LDV T60	3,529	3,210	9.94%
10	Mercedes X-Class	2,126	1,545	37.61%
11	Ram 1500 Laramie	1,589	216	635.65%
12	Great Wall Steed	1,401	784	78.70%
13	Ram 1500 Express	1,020	275	270.91%
14	Ram 2500/3500 Laramie	259	232	11.64%

Top Pickups (2010-2019)

NO	Model	Unit Sold
1	Toyota Hilux	418,435
2	Ford Ranger	288,421
3	Mitsubishi Triton	222,681
4	Nissan Navara	186,134
5	Holden Colorado	167,915
6	Isuzu D-Max	125,589
7	Mazda BT-50	124,110
8	VW Amarok	68,952

Sales of Jeep 2019; 2010-2019

Date	Sales (Unit)
2019	5,519
2010-2019	143,368

Sales of Jeep Cherokee and Grand Cherokee (2019; 2010-2019)

Date	Sales (Unit)
2019	3,478
2010-2019	92,181

Note: *Includes Jeep Cherokee and Grand Cherokee. No sales of Cherokee LCV were reported.*

Sales of Jeep Wrangler and Wrangler LCV (2019; 2010-2019)

Date	Sales (Unit)
2019	1,153
2010-2019	20,485

Note: *Includes Jeep Wrangler. No sales of Jeep Wrangler LCV were reported.*

Sales of Jeep Patriot (2019; 2010-2019)

Date	Sales (Unit)
2019	0
2010-2019	11,740

Note: *Jeep Patriot was discontinued in 2017*

Sales of Hilux (2019; 2010-2019)

Date	Sales (Unit)
2019	47,649
2010-2019	418,435

Note: *Toyota Hilux (PUP) sales only. Sales of Toyota Hilux SW4 (SUV) were not included.*

Data: SEMA calculations from bestsellingcarsblog.com, IHS data, VFACTS, caradvice.com.au, and FCAI.

This data report is made possible by a partnership between SEMA and the US Department of Commerce. For more information on other SEMA international projects designed to grow your business (including trips to promising overseas markets and access to hard-to-obtain vehicles popular outside the US but not sold in this country) contact SEMA's Senior Director, International and Government Affairs, Linda Spencer at lindas@sema.org.

New Zealand: Vehicle Sales Analysis
2010 – 2019

Top Selling Vehicles (2019)
(includes all vehicles types)

NO	Model	Units Sold (2019)	Units Sold (2018)	diff (%)
1	Ford Ranger	9,485	9,904	-4.23%
2	Toyota Hilux	7,126	8,087	-11.88%
3	Toyota Corolla	6,804	7,303	-6.83%
4	Toyota RAV4	5,611	4,966	12.99%
5	Mitsubishi Triton	5,319	4,720	12.69%
6	Holden Colorado	4,747	4,584	3.56%
7	Mazda CX-5	3,312	3,698	-10.44%
8	Nissan Navara	3,305	3,659	-9.67%
9	Kia Sportage	3,273	3,295	-0.67%
10	Suzuki Swift	2,877	3,036	-5.24%
11	Mitsubishi Outlander	2,840	2,407	17.99%
12	Mitsubishi ASX	2,669	2,436	9.56%
13	Nissan Qashqai	2,592	2,165	19.72%
14	Hyundai Tucson	2,407	1,820	32.25%
15	Mazda BT-50	2,325	2,074	12.10%
16	Toyota Hiace	2,216	2,485	-10.82%
17	Nissan X-Trail	2,101	1,860	12.96%
18	Hyundai Kona	1,838	1,707	7.67%
19	Isuzu D-Max	1,802	2,272	-20.69%
20	Toyota Yaris	1,802	2,009	-10.30%
21	Holden Commodore	1,647	1,850	-10.97%
22	Hyundai Santa Fe[1]	1,478	N/A	N/A
23	Honda HR-V[1]	1,474	N/A	N/A
24	Ford Transit	1,177	1,155	1.90%
25	Hyundai iLoad	916	733	24.97%

Notes:

1. 2018 data not available from source

Top Selling Vehicles (2010 - 2019)
(includes all vehicles types)

NO	Model	Units Sold
1	Ford Ranger	61,993
2	Toyota Corolla	61,537

3	Toyota Hilux	56,709
4	Toyota RAV4	32,300
5	Holden Colorado	31,150
6	Nissan Navara	28,528
7	Suzuki Swift	27,822
8	Mitsubishi Triton	26,074
9	Holden Commodore	23,975
10	Toyota Hiace	23,129
11	Mazda CX-5	21,524
12	Toyota Yaris	21,234
13	Mazda3[1]	18,936
14	Holden Captiva[2]	18,716
15	Mitsubishi Outlander	18,055
16	Kia Sportage	18,009
17	Toyota Highlander	17,398
18	Mazda BT-50	15,499
19	Nissan Qashqai	15,287
20	Hyundai Santa Fe[3]	14,814

Notes:

1. missing 2019 data
2. Holden Captiva stopped production in Sept 2018
3. missing 2018 data

Top SUVs (2019)

NO	Model	Units Sold (2019)	Units Sold (2018)	diff (%)
1	Toyota RAV4	5,611	4,966	12.99%
2	Mazda CX-5	3,312	3,698	-10.44%
3	Kia Sportage	3,273	3,295	-0.67%
4	Mitsubishi Outlander	2,840	2,407	17.99%
5	Mitsubishi ASX	2,669	2,436	9.56%
6	Nissan Qashqai	2,592	2,165	19.72%
7	Hyundai Tucson	2,407	1,820	32.25%
8	Nissan X-Trail	2,101	1,860	12.96%
9	Hyundai Kona	1,838	1,707	7.67%

Top SUVs (2010-2019)

NO	Model	Unit Sold
1	Toyota RAV4	32,300

2	Mazda CX-5	21,524
3	Holden Captiva[1]	18,716
4	Mitsubishi Outlander	18,055
5	Kia Sportage	18,009
6	Toyota Highlander	17,398
7	Nissan Qashqai	15,287
8	Hyundai Santa Fe[2]	14,814
9	Mitsubishi ASX	13,659
10	Nissan X-Trail	13,412

Notes:

1. Holden Captiva stopped production in Sept 2018
2. missing 2018 data

Top Pickups (2019)

NO	Model	Units Sold (2019)	Units Sold (2018)	diff (%)
1	Ford Ranger	9,485	9,904	-4.23%
2	Toyota Hilux	7,126	8,087	-11.88%
3	Mitsubishi Triton	5,319	4,720	12.69%
4	Holden Colorado	4,747	4,584	3.56%
5	Nissan Navara	3,305	3,659	-9.67%
6	Mazda BT-50	2,325	2,074	12.10%
7	Isuzu D-Max	1,802	2,272	-20.69%
8	VW Amarok	653	937	-30.31%

Top Pickups (2010-2019)

NO	Model	Unit Sold
1	Ford Ranger	61,993
2	Toyota Hilux	56,709
3	Holden Colorado	31,150
4	Nissan Navara	28,528
5	Mitsubishi Triton	26,074
6	Mazda BT-50	15,499
7	Isuzu D-Max	13,332
8	VW Amarok	6,491

Sales of Hilux (2019; 2010-2019)

Date	Sales (Unit)
2019	7,126
2010-2019	56,709

Note: Toyota Hilux (PUP) sales only. Sales of Toyota Hilux SW4 (SUV) were not included.

Data: SEMA calculations from bestsellingcarsblog.com, IHS data, www.autotalk.co.nz and www.mia.org.nz.

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