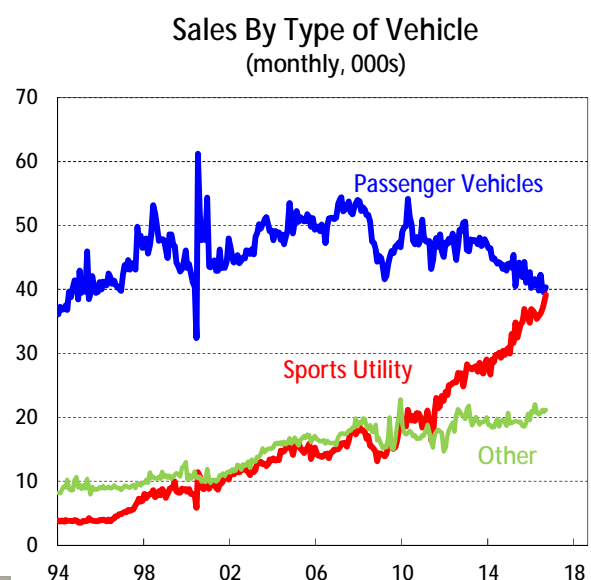
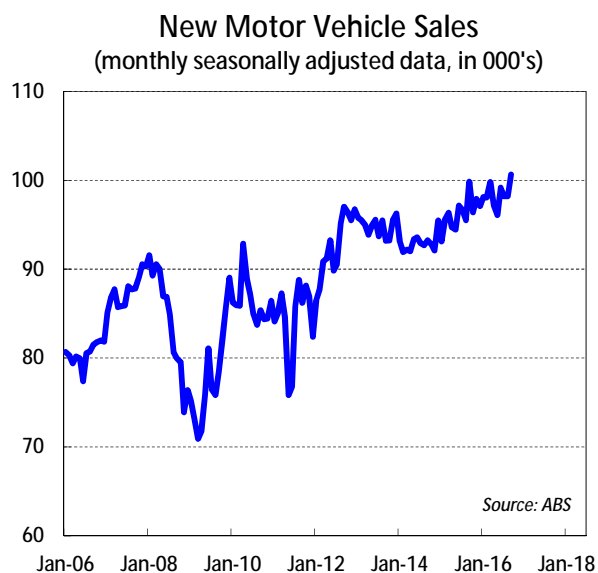


## New Motor Vehicle Sales Record Monthly Sales And We Love SUVs

- New motor vehicle sales rose 2.5% in September to a new monthly record. History was made (and revised) when, according to the ABS, 100,640 sales were made in September. Revisions or not, sales in excess of 100k units in one month is quite an achievement.
- Sales of new motor vehicles were up 0.8% on a year earlier indicating that sales have remained at historically high levels for the past year.
- Sales of SUVs were up 5.9% on a year earlier and are within hairs breadth of overtaking sales of regular passenger vehicles. In September, 39,129 SUVs were sold compared to 40,342 passenger vehicles. Sales of Passenger vehicles were down 8.9% on a year earlier while sales of 'other' vehicles were up 13.8% to 21,169.
- Over the year to September there was significant variation in vehicles sales across the State and Territories. The Northern Territory has recovered from a slump and sales were up 14.0%. South Australia was also in the fast lane with 10.4%. NSW (1.5%), Victoria (2.7%) were in the slow lane while Western Australia (-4.6%), Queensland (-3.4%), Tasmania (-2.2%) and the ACT (-0.4%) were in reverse.
- The pace of growth motor vehicle sales has slowed but sales remain at historically high levels. With ongoing population growth, reasonable business conditions, steady jobs growth and a relatively stable level of unemployment, further modest growth in sales can occur – but growth rates across the States and Territories will vary according to the vagaries of each regional economy.



New motor vehicle sales rose 2.5% in September to a new monthly record. History was made (and revised) when, according to the ABS, 100,640 sales were made in September. Revisions or not, sales in excess of 100k units in one month is quite an achievement.

Sales of new motor vehicles were up 0.8% on a year earlier indicating that sales have remained at historically high levels for the past year.

Sales of SUVs were up 5.9% on a year earlier and are within hairs breadth of overtaking sales of regular passenger vehicles. In September, 39,129 SUVs were sold compared to 40,342 passenger vehicles. Sales of Passenger vehicles were down 8.9% on a year earlier with sales of 'other' vehicles up 13.8% to 21.2k.

The increase in 'other' vehicles, which includes utes, buses and trucks, is an indicator of reasonable business conditions as these are the workhorses of the Australian economy and especially among smaller businesses.

#### By State

Over the year to September there was significant variation in vehicles sales across the States and Territories. The Northern Territory has recovered from a slump and sales were up 14.0%. South Australia was also in the fast lane with 10.4% growth. NSW (1.5%), Victoria (2.7%) were in the slow lane while Western Australia (-4.6%), Queensland (-3.4%), Tasmania (-2.2%) and the ACT (-0.4%) were in reverse.

#### Implications and Outlook

The pace of growth motor vehicle sales has slowed but sales remain at historically high levels. With ongoing population growth, reasonable business conditions, steady jobs growth and a relatively stable level of unemployment, further modest growth in sales can occur – but growth rates across the States and Territories will vary according to the vagaries of each regional economy.

Hans Kunnen, Senior Economist  
Ph: (02) 8254 8322

## Contact Listing

Chief Economist

Besa Deda

[dedab@bankofmelbourne.com.au](mailto:dedab@bankofmelbourne.com.au)

(02) 8254 3251

Senior Economist

Hans Kunnen

[kunnenh@bankofmelbourne.com.au](mailto:kunnenh@bankofmelbourne.com.au)

(02) 8254 8322

Senior Economist

Josephine Horton

[hortonj@bankofmelbourne.com.au](mailto:hortonj@bankofmelbourne.com.au)

(02) 8253 6696

Senior Economist

Janu Chan

[chanj@bankofmelbourne.com.au](mailto:chanj@bankofmelbourne.com.au)

(02) 8253 0898

### The Detail

The information contained in this report ("the Information") is provided for, and is only to be used by, persons in Australia. The information may not comply with the laws of another jurisdiction. The Information is general in nature and does not take into account the particular investment objectives or financial situation of any potential reader. It does not constitute, and should not be relied on as, financial or investment advice or recommendations (expressed or implied) and is not an invitation to take up securities or other financial products or services. No decision should be made on the basis of the Information without first seeking expert financial advice. For persons with whom Bank of Melbourne has a contract to supply Information, the supply of the Information is made under that contract and Bank of Melbourne's agreed terms of supply apply. Bank of Melbourne does not represent or guarantee that the Information is accurate or free from errors or omissions and Bank of Melbourne disclaims any duty of care in relation to the Information and liability for any reliance on investment decisions made using the Information. The Information is subject to change. Terms, conditions and any fees apply to Bank of Melbourne products and details are available. Bank of Melbourne or its officers, agents or employees (including persons involved in preparation of the Information) may have financial interests in the markets discussed in the Information. Bank of Melbourne owns copyright in the information unless otherwise indicated. The Information should not be reproduced, distributed, linked or transmitted without the written consent of Bank of Melbourne.