



Holding steady

OVER ONE MILLION NEW CAR SALES EXPECTED

Geoff Gwilym VACC CEO



The new vehicle market witnessed a decline of 15.3 per cent in November 2021, with 80,639 sales — 14,566 fewer than in November 2020.

All states recorded a sales drop in November, the largest being Western Australia, Queensland and Victoria (falls of 19.8, 19.5 and 19.4 per cent).

In the year to date, 971,429 new vehicles have sold — 150,133 more than this time last year. With ongoing supply constraints and fewer trading days in December, it's expected about 80,000 new vehicles will sell this month, bringing the annual total to about 1.05 million sales for 2021.

Only three car segments recorded growth in November — micro, people movers and light SUVs.

In the micro segment, the Mitsubishi Mirage saw the strongest growth, up from 37 sold during November 2020, to 649 sold in November 2021.

The biggest selling people movers were the Kia Carnival, Hyundai Staria and LDV G10 wagon.

In the light SUV segment, the Hyundai Venue, Suzuki Ignis and the Volkswagen T-Cross exhibited the largest sales growth.

Many luxury/sports vehicles saw growth during the month. The most notable included Aston Martin, which sold 15 vehicles this month compared to 10 in November last year — the new James Bond movie may be a factor.

THE WINNERS

Alpine up from one sale last November to nine sold in November 2021

Ferrari nine to 26

Maserati 33 to 57

Genesis 48 to 100

THE LOSERS

Land Rover only 253 sold in November 2021 compared with 560 in November 2020 (-54.8 per cent)

Rolls-Royce eight to four (-50 per cent)

Honda 2511 to 1362 (-45.8 per cent)

Prepared by Victorian Automotive Chamber of Commerce

Presented by **Bendix**
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PANDEMIC HANGOVER

IAIN CURRY GETS ANSWERS

WRITE TO MOTURING AT CARS@NEWS.COM.AU OR PO BOX 2808, GPO SYDNEY, 2001

I'm shopping for a new dual-cab ute. Twelve months ago a new Toyota HiLux SR5 was \$55,000 drive-away, now it's \$70,000 without any more kit. Are we getting price gouged due to shortage of stock or are we paying a Covid tax? Should I wait six months for stock levels to increase and dealers to start doing discounts?

Peter Lion, email

The supply shortfall isn't stopping anytime soon. Ongoing semiconductor shortages and production cuts means demand is outstripping supply, so car makers and dealers are making hay while the sun shines. There's really no need for car companies or dealers to offer deals while waiting lists are so long. A 4WD dual-cab HiLux with auto gearbox is about \$65,000 drive-away depending on your location, but you'll have a long wait. I note some dealers are selling ex-demo HiLux SR5s for about \$75,000 before charges: the premium to jump the queue. I'd be having a very close look at alternatives.

NO SALE

Re: Audi's lack of speed-sign recognition technology. I bought a Hyundai Tucson Highlander over an Audi Q5 because of this. I tested both and the Tucson's technology was more advanced, while its speed recognition hasn't let me down once. The Audi representative's excuse about limitations to the technology is very poor for a top-line European car brand.

Warren Cato, email

While your Hyundai speed-sign recognition

experience is encouraging, I've had many test cars fitted with this tech displaying the wrong speed limit and then incessantly flashing what it thinks is the correct speed limit.

DIVIDING THE NATION

Re: convex mirrors, I'm 78 years old and fall into that age group appearing to have lots of difficulty accepting change. Our 2002 Toyota Camry has the old flat glass on the driver's side, while our 2011 Toyota Aurion has convex mirrors both sides. The convex one took a day or two to get used to, but now there's no problem. They're great when reversing as you get a wider view of what's beside or behind in a confined space.

Graeme Wilson, email

Re: convex mirrors, I've been a cabbie for 24 years and used them since I bought a 2009 Toyota Camry Hybrid. Best mirrors I've ever had. It takes a little time to adjust but the result is a safer view. I notice many drivers don't set their mirrors correctly. You need to adjust them to see more of your blind spot and less of the side of your own car.

Rob Polley, email

My Peugeot 206 has convex mirrors and my Peugeot 306 doesn't. Convex ones give a much wider view. The key is to check your rear-view mirror before changing lanes.

David Floyd, email

Re: convex mirrors, I'm a former truck driver and found them very dangerous. I got rid of them on my Toyota, and they'll be the first thing that's going on my new car.

Sally Ally, email

Re: convex mirrors, I can't believe you support them. When a knowledgeable person like you supports these safety hazards what chance



MONEY FOR NOTHING

In 2019 I bought a Toyota RAV4 Cruiser AWD Hybrid for just under \$50,000 drive-away. I really wanted a Tesla Model 3, but it wasn't yet available. On the used market, the way prices are, it looks like I'd almost get my money back on the RAV4. Should I sell it and buy the Tesla? In Queensland I can drive a Model 3 away for about \$63,000.

Finn Garside, email

If the Tesla was what you originally wanted, it looks a no-brainer. You're right about your RAV4 Hybrid. Chances are you'll get your money back, depending on its kilometres. You can view it like a free vehicle while you waited the two years for your Tesla. And lucky you, Tesla Model 3 prices have dropped in those two years. Just make sure you have a proper test drive of one to see if an electric car suits you. The entry-level Model 3 with 491km range is all you need really, and at the moment there's only a two to three month wait for delivery — far better than many other conventionally powered cars.

have we got? My 2013 Honda CR-V has given me eight years of very scary driving.

Lawrie Hamilton, email

Come on, everyone. It takes about 20 minutes to get used to any variation in a convex side mirror.

Doug Creasey, email

Who knew convex side mirrors could divide a nation?

POCKET ROCKET

Have you tested an Abarth 595? I've seen an increasing number of these eye-candy cars on the road and they look to have the performance to match the image. Abarth's website's brochure gives information on its performance but not key things such as fuel economy and fuel needed. Can you help?

Trish Young, email

My last test of an Abarth 595 saw me smitten by its Fiat 500-on-steroids style, go-kart handling and proper hot-hatch engine note. The 595 Competition is about \$38,000 drive-away: not cheap, but you get leather, Brembo brakes and adaptive suspension to go with its punchy 134kW, 1.4-litre turbo engine. It takes 95 premium and uses 6.0L/100km. The only other 595 is a limited edition 123kW Scorpioneoro for about \$36,000 drive-away, which looks stunning in black and gold. These 595s have very stiff suspension; cabin and boot space are terrible, safety kit's lacking and warranty's a poor three years. Consider a Hyundai i20N or Ford Fiesta ST for similar money — arguably not as cool looking, but better value.

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