



July 2025 | Edition 01

# Limited Supply Drives Up Prices



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Top selling < 4-years-old by volume

Make	Model	MDS
Chevrolet	Onix	61.4
Hyundai	HB20	43.5
Volkswagen	Polo	46.9

Fastest selling < 4-years-old by Market Days Supply

Make	Model	Stock turn	MDS
Honda	WR-V	18x	20.1
Toyota	Corolla Cross	12x	29.7
Volvo	EX30	11x	33.0

Brazil’s used car market continued to show signs of a delicate rebalancing in July 2025, shaped by fuel type dynamics, age segmentation, and persistent stock constraints. While sales volumes remain subdued compared to 2024, the overall price evolution reveals more nuance than headline inflation might suggest.

Flex-fuel vehicles, which represent over 85% of used car sales and stock, posted a modest year-over-year price increase of just +2.5%. This restrained growth suggests that while demand remains strong, the wide availability of flex-fuel inventory helps limit upward price pressure. It also highlights the maturity and stability of this segment in Brazil’s market structure.

Conversely, diesel-powered vehicles—used almost exclusively in the utility and commercial sectors—saw a price decline of -1.5% YoY. This movement is not indicative of weakening consumer demand, but rather of stock normalization and potentially easing pressure in the light commercial segment. As diesel is effectively restricted to professional use in Brazil, its market behavior differs significantly from other fuel types.

Electric vehicles (BEVs), while attracting strategic attention globally, remain a non-factor in Brazil’s used market. They hold less than 0.5% of both sales and stock share

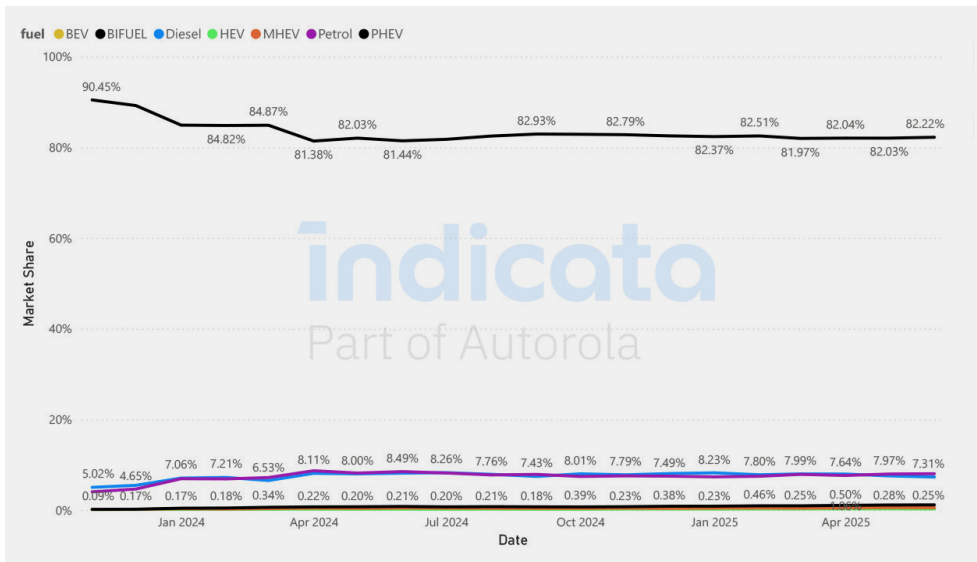
and exhibit the highest Market Days of Supply (MDS), indicating slow turnover linked to infrastructure gaps, high acquisition cost, and a lack of consumer readiness.

From a vehicle age perspective, units under 4 years continue to gain traction in volume terms, representing the majority of actual sales. However, they account for only ~25% of available stock, revealing a supply-demand mismatch that continues to inflate prices in this bracket. Meanwhile, vehicles older than 8 years represent ~40% of inventory but see declining consumer interest—especially due to maintenance costs and diminishing perceived reliability.

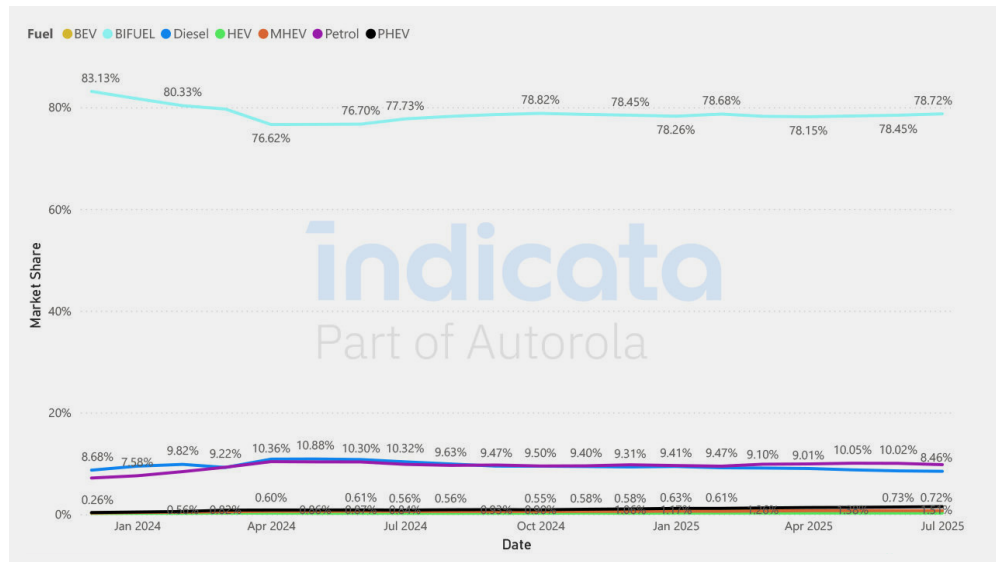
Segment-wise, SUVs and compact hatchbacks remain the top performers in both sales and liquidity. While SUV stock share remains near 24–26%, these vehicles retain strong turnover rates. In contrast, BEVs, despite growing visibility, linger on dealer lots.

Looking ahead, used car professionals in Brazil should expect continued price sensitivity across key segments, with particular attention to the evolution of commercial fleet availability, credit conditions, and any government stimulus related to electrification. The market remains highly functional, but constrained by structural imbalances—particularly in the age and energy mix of available vehicles.

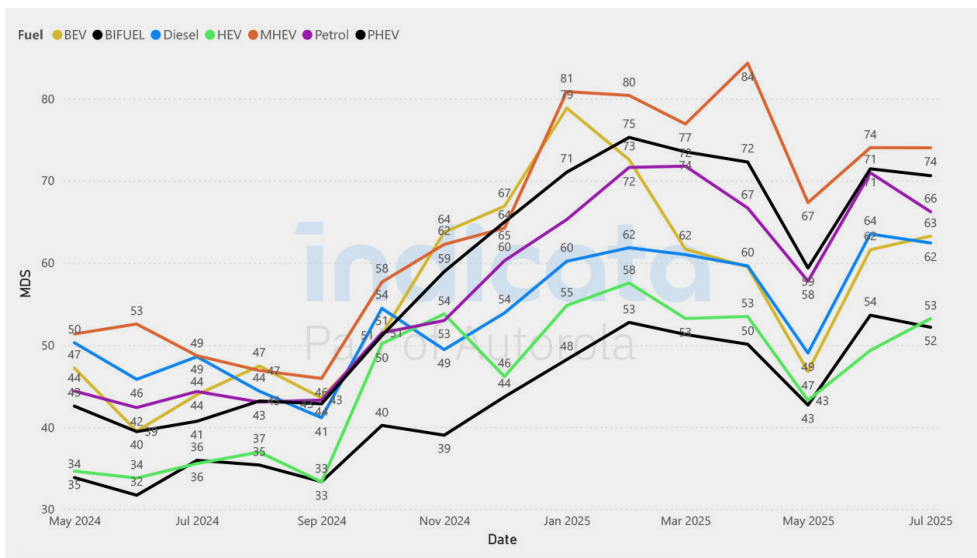
## Sales Market Share by Month and Fuel Type - Brazil



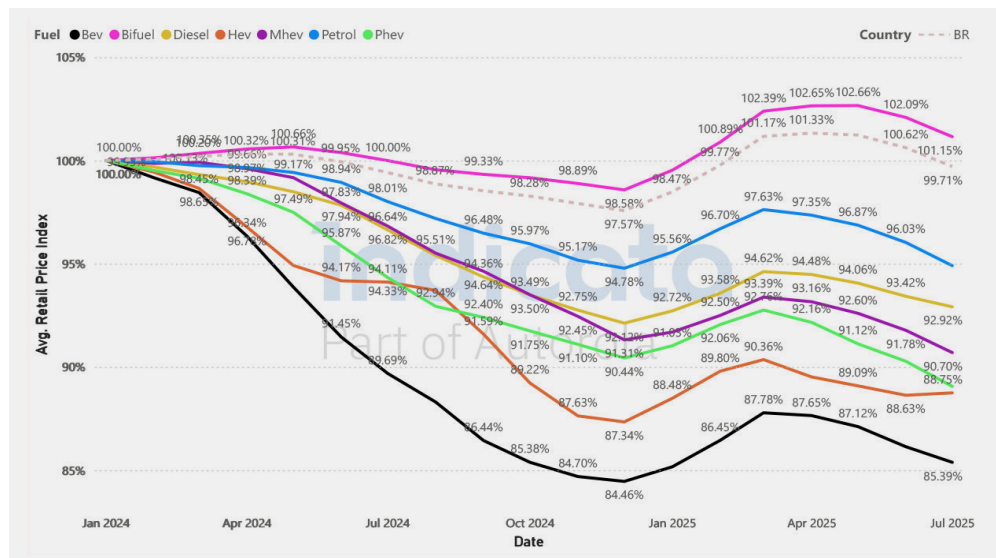
## Stock Market Share by Month and Fuel Type - Brazil



## MDS by Fuel Type - Brazil

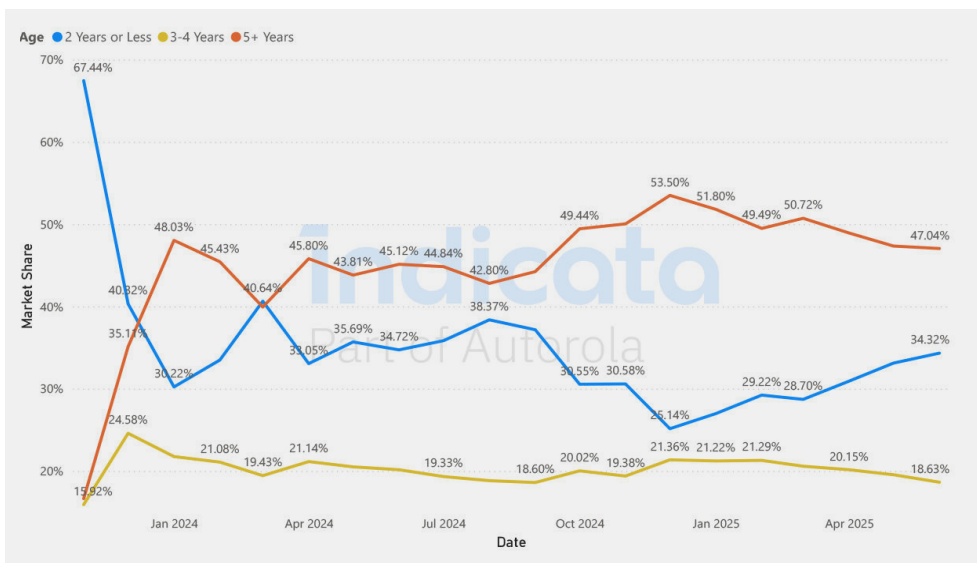


## Retail Price (Weighted Avg.) Index 100 = Jan - Brazil

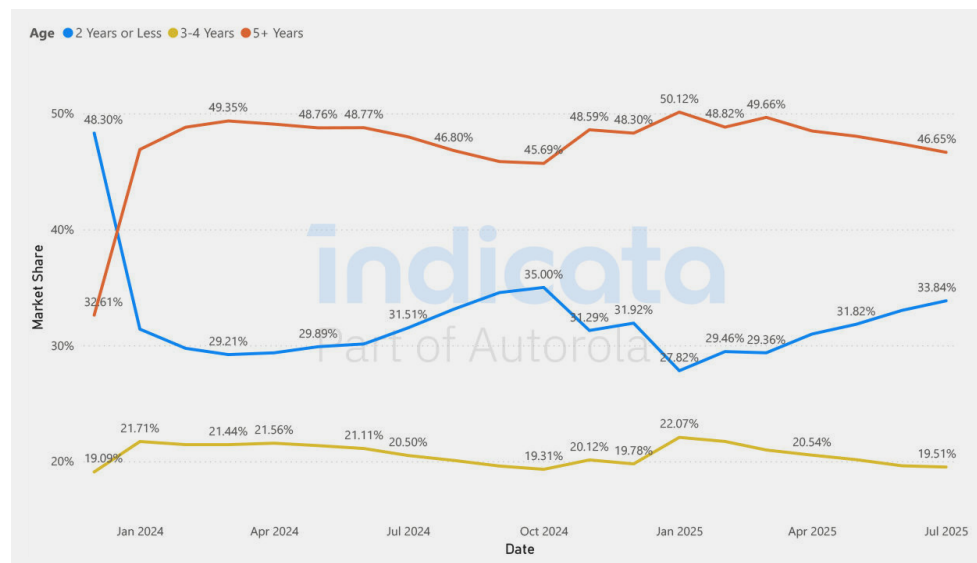




## Sales Market Share by Month and Age Group - Brazil



## Stock Market Share by Month and Age Group - Brazil



## Top selling car models up to 4-years-old by volume

All powertrains	MDS	Bifuel	MDS	ICE	MDS	BEV	MDS
Chevrolet Onix	61.4	Chevrolet Onix	61.4	Jeep Compass	55.1	Jeep Compass	56.9
Hyundai HB20	43.5	Hyundai HB20	43.5	Chery/CAOA Chery Tiggo 8	52.8	Volvo XC60	49.2
Volkswagen Polo	46.9	Volkswagen Polo	46.9	Jeep Commander	54.7	GWM Haval H6	52.5

## Fastest selling car models up to 4-years-old by Market Days Supply

All powertrains	MDS	Bifuel	MDS	ICE	MDS	BEV	MDS
Honda WR-V	20.1	Honda WR-V	20.1	Chery/CAOA Chery Tiggo 8	42.7	Volvo EX30	33.0
Toyota Corolla Cross	29.7	Toyota Corolla Cross	29.7	Ford Territory	43.2	BYD Dolphin Mini	36.1
Volvo EX30	33.0	Honda Fit	33.8	Mitsubishi Eclipse Cross	44.2	BYD Dolphin	36.4

On the 24th of March 2020 Indicata published its White Paper *“COVID-19 To what extent will the used car market be affected (and how to survive)?”*

This document explored:

**Early market trends**

**Initial impact of the virus and the social distancing measures implemented.**

**Market scenarios**

**A range of impacts based on infection rate development and historical market data.**

**Mitigation**

**Risk assessment by sector coupled with potential corrective actions.**

We committed to keeping the market Indicata Market Watch is a regular PDF published on or around the 20th of the month which includes stocking, sales and Market Day's Supply trends split by fuel type.

We are committed to updating the market with live data and providing information on sales, stock, and pricing to keep you abreast of the fast-moving environment.

We are pleased to present our latest **“Indicata Market Watch”** iteration which covers 16 European countries and Brazil. We are providing a comprehensive used market analysis with commentary for each country for Q1, Q2, Q3 and Q4 in January, April, July and October

Meanwhile, Lite versions of the report will be published for the other eight months of the year which include an overall European summary and country graphs and tables.

## How do we produce our data?

Indicata analyses 9m Used Vehicle adverts across Europe daily, and our system goes through extensive data cleansing processes to ensure data integrity.

This report's sales (deinstall data) are based on advertisements from recognised automotive retailers for actual used vehicles. As such, it does not include data related to private (P2P) advertisements.

When an advert is removed from the internet, it is classified as a “Sale.”



Indicata  
**Market Watch™**  
Used Car Insights Report



For more insights  
on B2B market  
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