



T-MARK

Truck Market Data

Truck Market Comment: **Third Quarter, 2025**

3 October, 2025

Truck and van sales remain slow as we pass through the third-quarter mark of 2025

Australian truck market comment pieces are issued quarterly by the Truck Industry Council (TIC)ⁱ, owner and compiler of the official T-Markⁱⁱ truck market sales database.

Quarter three of 2025 has seen truck and heavy van sales remain slow when compared to the record sales of 2024. However, the market is tracking for its third best year on record. Overall, the third quarter result for 2025, which saw 11,145 truck and van sales, was the third strongest quarter three result, falling short of the quarter three results in 2022 and 2024 by 203 and 1,411 trucks respectively. The result saw the quarter down by 11.2 percent over the same period last year. Sales across all truck and van segments were down in September, in line with the trend seen for much of 2025. 3,878 heavy vehicles were sold in September just past, down 14.7 percent on the same month in 2024. Year-to-date the market continues to track down when compared to 2024. 33,727 trucks and vans have been sold thus far in 2025, down 11.8 percent on this time last year, that is 4,527 less heavy vehicle sales to the end of the third quarter 2025.

The Heavy Duty truck segment continued to performed poorly in quarter three remaining the hardest hit in the 2025 sales downturn. Looking at the third quarter sales in isolation, the segment was down by 668 trucks compared to quarter three 2024. That is a 16.3 percent decline over Heavy truck sales for the same three month period last year. For the month of September, the news was worse, with sales down over September 2024 by 20.2 percent (-309 trucks). 1,221 Heavy trucks were delivered for the month of September 2025. Year-to-date the picture is slightly better, with the segment down 17.8 percent when compared to the first nine months of 2024. A total of 10,563 Heavy Duty trucks have been sold in Australia to the end of September this year.

The Medium Duty segment took quite a hit in September, down 28.4 percent when compared with September 2024. That was 201 less Medium trucks for the month. The quarter three result was also poor for Medium Duty truck sales, with just 1,578 Medium trucks delivered from July to September 2025, the fifth best quarter three result and down 20.6 percent (-410 trucks) on the same three month period in 2024. The year-to-date picture looks somewhat better for the Medium Duty segment with sales standing at 5,276. This is down 12.4 percent on the 2024 year-to-date result. A shortfall of 749 Medium trucks when compared to sales for the first nine months of 2024.

Light Duty Truck (those vehicles between 3,500 kg and 8,000 kg GVM) sales have been more resilient than those in the larger truck segments (Medium and Heavy trucks) and that has been reflected again in quarter three 2025 sales. 3,691 Light Duty trucks were sold in the July to September period, the second best third quarter result for the segment, behind the record 2022 quarter sales result of 4,288 Light trucks. This 2025 third quarter result was up 1.0 percent (27 trucks) over the same period last year. The month of September did not fair quite as well, down 3.3 percent (-44 trucks) over September 2024. While year-to-date the Light Duty truck segment is not fairing quite as well, primarily due to slow first half year sales. A total of 9,913 Light Duty trucks have been sold to the end of September, that is down 8.4 percent over the same nine month period in 2024 (-914 trucks).

The Light Duty van segment, (vans with a GVM between 3,500 kg and 8,000 kg) is the least affected by the market downturn that we are witnessing in 2025. However, September was not a strong month for van sales. Van deliveries for the month of September 2025 were down 11.6 percent (-114 vans), in comparison to the September 2024 result. The result in quarter three was similar, with the quarter tracking 12.8 percent down over the months of July to September 2024. That is 360 less vans sold in the third quarter of 2025, when compared to the same three months in 2024. That said, the July to September 2025 van result was the second best on record. The year-to-date van tally at the end of quarter three stands at 7,975 units, this is down on 2024 sales for the same period by 6.7 percent (-570 vans).

The Chief Executive Officer of TIC, the peak industry body for truck manufacturers and importers into Australia, Tony McMullan, commented, "The new heavy vehicle sales market was down 6.9 percent at the end of quarter one, dropping further to be down by 12.1 percent at the end of quarter two. Hence the slight improvement that we saw in the market year-to-date at the end of quarter three, down 11.8 percent, suggests that sales have steadied. Hopefully quarter two was the low point and that we will now witness stabilised, or increasing, sales for the last part of 2025 and into 2026. While 2025 has seen a noticeable downturn in new truck and van sales, with just three months to go until year end, the industry is still on track for its third best sales year here in Australia." Mr McMullan concluded.

ⁱ *Truck Industry Council is the peak body representing all suppliers of on-road heavy vehicles in Australia. TIC members represent 19 truck brands currently on sale in Australia, plus four truck engine and major component suppliers.*

ⁱⁱ *T-Mark is a database that compiles all trucks (that is, non-passenger carrying vehicles with Gross Vehicle Mass above 3,500 kg) sold into the Australian market that comply with Australian Design Rules. All road registered vehicles are captured, plus most of the off-road vehicles. Monthly data reports are made available to TIC members and the media.*

¹ **Heavy Duty Truck Segment** is defined as cab-chassis type vehicles (both rigid and prime mover application) with
a) Three or more axles; or
b) Two axles, a Gross Vehicle Mass greater than 8,000 kg, AND a Gross Combined Mass of more than 39,000 kg.

¹ **Medium Duty Truck Segment** is defined as cab-chassis type vehicles with Gross Vehicle Mass of greater than 8,000 kg, but with a Gross Combined Mass up to and including 39,000 kg.

¹ **Light Duty Truck Segment** is defined as cab-chassis type vehicles with Gross Vehicle Mass of 3,501 kg to 8,000 kg inclusive.

¹ **Light Duty Van Segment** is defined as enclosed van (non passenger carrying) vehicles with Gross Vehicle Mass of 3,501 kg to 8,000 kg inclusive.

Please contact Mark Hammond, Chief Technical Officer & T-Mark Manager on 0408 225 212 or m.hammond@truck-industry-council.org for any questions about T-Mark Truck Market Data.

Truck Industry Council Limited

ABN 37 097 387 954

GPO Box 5350, Kingston ACT 2603

T: (02) 6273 3222 E: admin@truck-industry-council.org W: www.truck-industry-council.org