

AUTOMOTIVE INSIGHTS REPORT (AIR) MAY 2026

Trade Me's AutoGrab platform presents the May edition of the Automotive Insights Report (AIR). This report provides insightful data on the dynamic New Zealand used car market, focusing specifically on used vehicles up to 15 years old by analysing dealer and private listing data.

The document offers an in-depth look at market trends, pricing fluctuations, and consumer preferences. It serves as a valuable resource for dealers and industry professionals interested in the current state and future prospects of the used vehicle market.



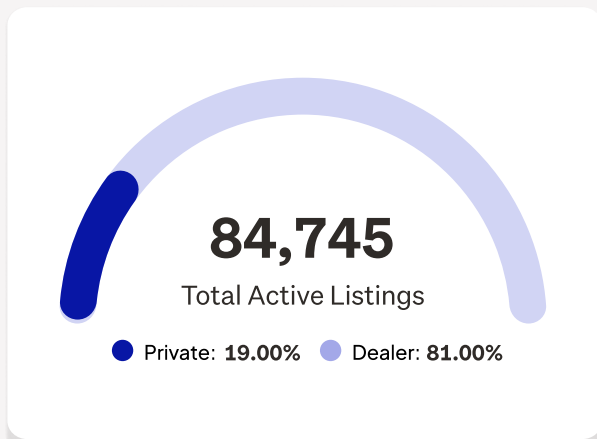
The market has continued to stabilise, proving recent buyer panic was just a temporary blip. With dealer sales up 12.4% month on month and overall volumes rising, predictable trading conditions are coming back.

- **Fuel Trends Normalise:** The EV bubble has burst (enquiries down 66%, sales down 30.5%). Meanwhile, diesel sales surged 23.1%, overtaking hybrids to reclaim its spot as the top alternative to petrol.
- **Healthy Inventory:** Vehicles are moving fast. The average time to sell dropped to 47.6 days, and time online is stable at 58.7 days, proving aged stock is not an industry wide issue.

What does this mean?

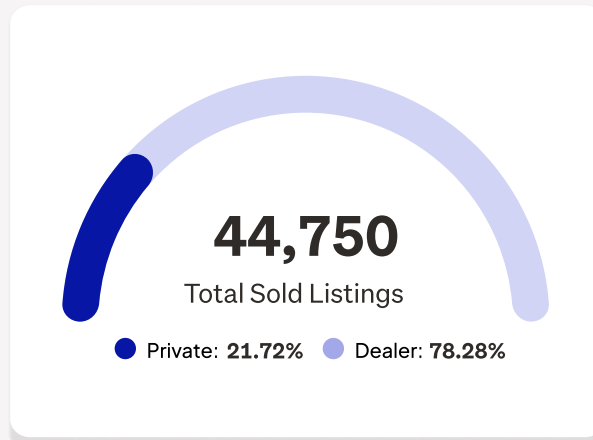
- **Realign Your Mix:** Ensure your focus is on what buyers are looking for. Demand has reverted to historical norms, meaning hybrid, diesel and petrol models are your most consistent movers. Be cautious with heavy EV investments right now.
- **Trust the Baseline:** The frantic shifts of March and April have softened. Base your upcoming strategy on this month's stabilised data rather than reacting to the previous quarter.

NATIONAL SUMMARY - FOR SALE



	This Month	Last Month	Movement
AUCKLAND	36,974	34,860	6.06%
CANTERBURY	14,152	12,368	14.42%
WAIKATO	7,245	7,010	3.35%
WELLINGTON	6,393	5,897	8.41%
BAY OF PLENTY	4,268	4,055	5.25%
UNSPECIFIED	3,257	2,929	11.19%
OTAGO	3,034	2,681	13.16%
HAWKES BAY	2,543	2,267	12.17%
NELSON	1,543	1,369	12.71%
NORTHLAND	1,436	1,397	2.79%
SOUTHLAND	1,259	1,138	10.63%
TARANAKI	1,033	1,001	3.19%
MANAWATU	599	525	12.38%
MARLBOROUGH	312	404	-22.77%
GISBORNE	291	253	15.01%
TASMAN	222	208	6.73%
WEST COAST	193	190	1.57%
TOTAL	84,745	78,552	7.88%

NATIONAL SUMMARY - SOLD



	This Month	Last Month	Movement
CANTERBURY	7,259	6,460	12.37%
WELLINGTON	3,031	2,978	1.78%
WEST COAST	90	78	15.38%
NORTHLAND	782	583	34.13%
SOUTHLAND	618	525	17.71%
MARLBOROUGH	257	241	6.64%
AUCKLAND	20,838	19,880	4.82%
WAIKATO	3,655	3,174	15.15%
NELSON	507	462	9.74%
TARANAKI	536	452	18.58%
GISBORNE	149	154	-3.25%
HAWKES BAY	1,101	1,010	9.01%
UNSPECIFIED	1,872	1,687	10.97%
OTAGO	1,413	1,282	10.22%
TASMAN	84	67	25.37%
MANAWATU	265	274	-3.28%
BAY OF PLENTY	2,293	1,841	24.55%
TOTAL	44,750	41,148	8.75%

MARKET SEGMENTS

84,745

Total for Sale

44,750

Total Sales

Passenger **35,883**

SUV **35,297**

LCV - Utes **10,219**

LCV - Vans & Buses **3,346**

Passenger **21,046**

SUV **16,595**

LCV - Utes **5,502**

LCV - Vans & Buses **1,607**

FUEL TYPE

FOR SALE

	This Month	Last Month	Movement
Petrol	46,486	44,134	5.32%
Hybrid	14,505	13,003	11.55%
Diesel	19,115	17,783	7.49%
EVs	2,564	2,049	25.13%
PHEVs	960	611	57.11%
LPG	3	7	-57.14%

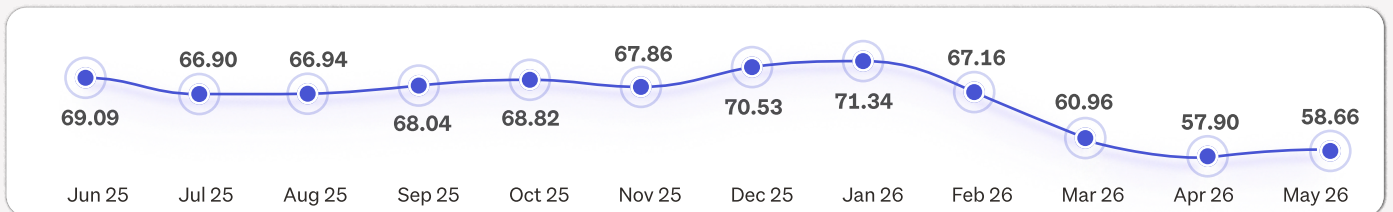
SOLD

	This Month	Last Month	Movement
Petrol	23,903	20,694	15.50%
Hybrid	9,130	9,938	-8.13%
Diesel	9,541	7,751	23.09%
EVs	1,191	1,713	-30.47%
PHEVs	433	493	-12.17%
LPG	2	8	-75%

MARKET TRENDS - AVERAGE TIME TO SELL



MARKET TRENDS - AVERAGE TIME ONLINE



TOP PERFORMERS - TOTAL SALES TOP 10 MAKES AND MODELS

	Total For Sale	This Month - Sales	Avg. Days to Sell	Movement
Ford Ranger	3,763	1,956	45	26.85%
Toyota Aqua	1,602	1,603	33	-3.20%
Toyota Corolla	1,698	1,389	33	0.43%
Mazda CX-5	1,708	944	42	24.54%
Toyota RAV4	903	932	23	18.42%
Toyota Hilux	1,305	905	32	26.40%
Suzuki Swift	1,100	812	45	-3.68%
Mitsubishi Outlander	1,931	777	40	New!
Nissan X-Trail	1,796	751	51	-3.47%
Nissan Note	961	688	46	4.40%

TOP PERFORMERS 2-4 YEARS OLD - TOTAL SALES TOP 10 MAKES AND MODELS

	Total For Sale	This Month - Sales	Avg. Days to Sell	Movement
Ford Ranger	975	477	39	39.07%
Toyota RAV4	332	379	18	14.50%
Mitsubishi Outlander	519	243	30	54.78%
Toyota Corolla	251	193	29	11.56%
Toyota Hilux	326	179	30	26.95%
Tesla Model Y	190	135	23	1.50%
Mitsubishi ASX	337	125	34	15.74%
Mitsubishi Triton	187	119	32	New!
Suzuki Swift	163	118	40	12.38%
Mitsubishi Eclipse Cross	234	101	41	-9.82%

TOP PERFORMERS 5-7 YEARS OLD - TOTAL SALES TOP 10 MAKES AND MODELS

	Total For Sale	This Month - Sales	Avg. Days to Sell	Movement
Ford Ranger	879	478	42	23.20%
Toyota Corolla	495	383	36	-6.36%
Toyota Hilux	348	226	30	22.16%
Toyota Yaris	326	213	42	38.31%
Toyota Hiace	539	212	49	-7.83%
Toyota RAV4	282	211	32	14.05%
Mitsubishi Triton	303	195	41	47.73%
Nissan Note	235	155	49	New!
Toyota C-HR	207	137	69	-12.18%
Mazda CX-5	283	133	55	-2.21%

GLOSSARY

FOR SALE

Level of available used and demo cars listed online by dealers and private sellers nationally at the time of reporting. AutoGrab processes and deduplicates listings to identify and eliminate repetitions, ensuring that vehicles listed across multiple platforms are counted once.

MARKET DAYS SUPPLY (MDS)

Measures the supply and demand of a specific make, model variant, and model year by dividing the total number of vehicles for sale by the number of same-vehicle variants sold in the past 60 days. A higher MDS indicates more supply than demand for that vehicle variant.

SALES

Total vehicles delisted from online marketplaces, serving as a proxy to actual sales and recorded monthly. The delisting count reflects unique vehicles, as AutoGrab processes and deduplicates listings to identify and eliminate repetitions, ensuring that vehicles listed across multiple platforms are counted once.

DAYS TO SELL

Measures the duration in days between when a vehicle was first listed online and when it was delisted.