

# AUTOMOTIVE INSIGHTS REPORT (AIR) APR 2026

Trade Me's AutoGrab platform presents the April 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.

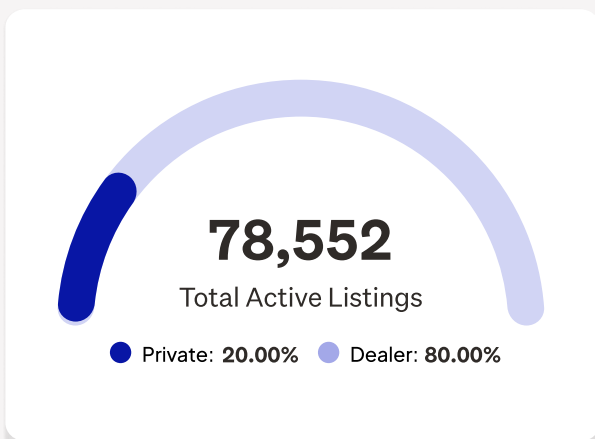


Following a frantic March, the New Zealand used car market saw a significant and necessary cooldown in April. Overall sales dropped by 13.8% month-on-month, and the record-high dealer enquiry levels seen in March returned to more normal volumes, signaling a return to a more predictable market rhythm.

The EV and PHEV sales surge proved to be a short-term bubble, with sales for these vehicles falling by 51.6% and 36.1% respectively. In contrast, demand for fuel-efficient hybrids remained robust. Despite a minor sales dip, hybrids secured the second-highest sales volume for the month, confirming that the underlying consumer demand continues to pivot strongly towards fuel efficiency.

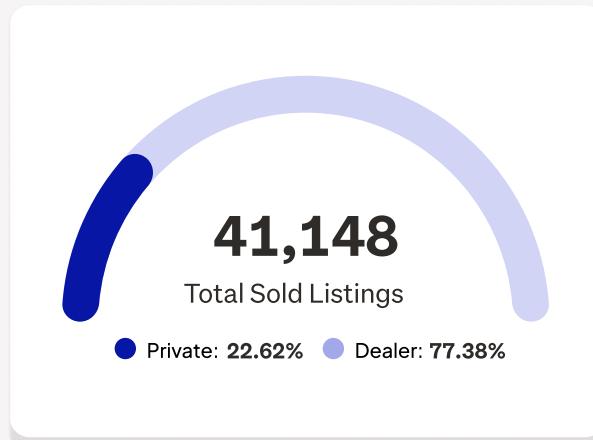
The traditional petrol and diesel markets also experienced modest sales declines, but a more telling metric is the continued growth in stock for both categories. This suggests a potential oversupply risk if demand does not keep pace, warranting close monitoring by dealers. The key message for dealers is to avoid panic and interpret this as a market correction. The data supports making subtle, strategic shifts in stock mix, rather than drastic changes.

## NATIONAL SUMMARY - FOR SALE



	This Month	Last Month	Movement
AUCKLAND	34,860	31,434	10.90%
CANTERBURY	12,368	11,203	10.40%
WAIKATO	7,010	5,847	19.89%
WELLINGTON	5,897	5,219	19.89%
BAY OF PLENTY	4,055	3,266	24.16%
UNSPECIFIED	2,929	2,562	14.32%
OTAGO	2,681	2,444	9.70%
HAWKES BAY	2,267	1,940	16.86%
NORTHLAND	1,397	1,188	17.59%
NELSON	1,369	1,144	19.67%
SOUTHLAND	1,138	970	17.32%
TARANAKI	1,001	886	12.98%
MANAWATU	525	465	12.90%
MARLBOROUGH	404	327	23.55%
GISBORNE	253	285	-11.23%
TASMAN	208	192	8.33%
WEST COAST	190	177	7.34%
<b>TOTAL</b>	<b>78,552</b>	<b>68,549</b>	<b>14.59%</b>

## NATIONAL SUMMARY - SOLD



	This Month	Last Month	Movement
CANTERBURY	6,460	7,963	-18.87%
WELLINGTON	2,978	3,379	-11.87%
WEST COAST	78	94	-17.02%
NORTHLAND	583	745	-21.74%
SOUTHLAND	525	633	-17.06%
MARLBOROUGH	241	366	-34.15%
AUCKLAND	19,880	22,169	-10.33%
WAIKATO	3,174	3,815	-16.80%
NELSON	462	577	-19.93%
TARANAKI	452	574	-21.25%
GISBORNE	154	163	-5.52%
HAWKES BAY	1,010	1,064	-5.08%
UNSPECIFIED	1,687	2,193	-23.07%
OTAGO	1,282	1,355	-5.39%
TASMAN	67	94	-28.72%
MANAWATU	274	354	-22.60%
BAY OF PLENTY	1,841	2,198	-16.24%
<b>TOTAL</b>	<b>41,148</b>	<b>47,736</b>	<b>-13.80%</b>

## MARKET SEGMENTS

**78,552**

Total for Sale

**41,148**

Total Sales

Passenger **33,761**

SUV **32,023**

LCV - Utes **9,536**

LCV - Vans & Buses **3,232**

Passenger **20,572**

SUV **14,590**

LCV - Utes **4,375**

LCV - Vans & Buses **1,611**

## FUEL TYPE

### FOR SALE

	This Month	Last Month	Movement
Petrol	44,134	39,209	12.56%
Hybrid	13,003	12,537	3.72%
Diesel	17,783	15,022	18.38%
EVs	2,049	1,189	72.33%
PHEVs	611	593	3.04%
LPG	7	10	-30.00%

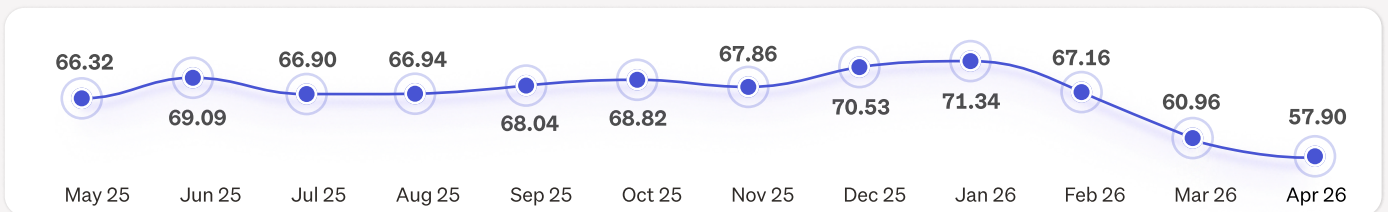
### SOLD

	This Month	Last Month	Movement
Petrol	20,694	22,330	-7.33%
Hybrid	9,938	11,270	-11.82%
Diesel	7,751	9,074	-14.58%
EVs	1,713	3,539	-51.60%
PHEVs	493	772	-36.14%
LPG	8	6	33.33%

### 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
Toyota Aqua	1,463	1,656	45	-21.96%
Ford Ranger	3,431	1,542	44	-13.61%
Toyota Corolla	1,554	1,383	38	-16.13%
Nissan Note	775	659	49	New!
Suzuki Swift	1,143	843	52	-15.87%
Toyota Prius	713	766	41	-23.25%
Toyota RAV4	799	787	26	-11.87%
Nissan X-Trail	1,593	778	64	-11.39%
Toyota Hilux	1,276	716	31	-15.17%
Mazda CX-5	1,482	758	42	-9.65%

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

	Total For Sale	This Month - Sales	Avg. Days to Sell	Movement
Toyota RAV4	269	331	20	-13.12%
Ford Ranger	875	343	40	-8.53%
Mitsubishi Outlander	386	157	34	-19.49%
Toyota Hilux	264	141	33	-15.57%
Suzuki Swift	162	105	47	2.94%
Tesla Model Y	168	133	14	-20.36%
Mitsubishi Eclipse Cross	181	112	29	-45.10%
Toyota Corolla	204	173	36	-29.39%
Mitsubishi ASX	244	108	33	New!
Ford Escape	128	94	44	New!

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

	Total For Sale	This Month - Sales	Avg. Days to Sell	Movement
Toyota Corolla	507	409	43	-22.54%
Ford Ranger	809	388	42	-22.71%
Nissan Leaf	136	181	24	-59.96%
Mazda CX-5	229	136	43	New!
Toyota Hilux	325	185	31	-7.50%
Toyota Hiace	489	230	47	3.60%
Toyota RAV4	223	185	41	-15.53%
Toyota Yaris	266	154	45	-27.70%
Toyota C-HR	211	156	59	-25.00%
Mitsubishi Triton	268	132	38	New!

## 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.