

AUTOMOTIVE INSIGHTS REPORT (AIR)

JUNE 2026

Trade Me's AutoGrab platform presents the June 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.

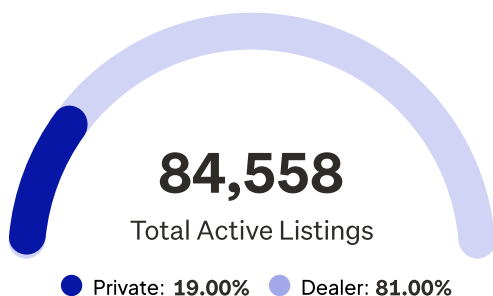
The document offers an in-depth look at market trends, pricing fluctuations, and consumer preferences. It serves as a valuable resource for dealers and industry professionals interested in the current state and future prospects of the used vehicle market.



While overall market sales held steady this month, dealer sales dropped by 6.4%. This drop, paired with more vehicles entering the market, has pushed inventory up to 60 days of supply, the highest level since September 2025. Consequently, the average time to sell a vehicle has crept back over 50 days. While this was partly due to dealers successfully moving older 31–60 day stock, the average time online for unsold vehicles has risen to just over 63 days. This delay increases cashflow pressure and interest costs. Since the market typically adjustment once this number gets past 70+ days, dealers must watch this closely to avoid getting caught out when the market shifts.

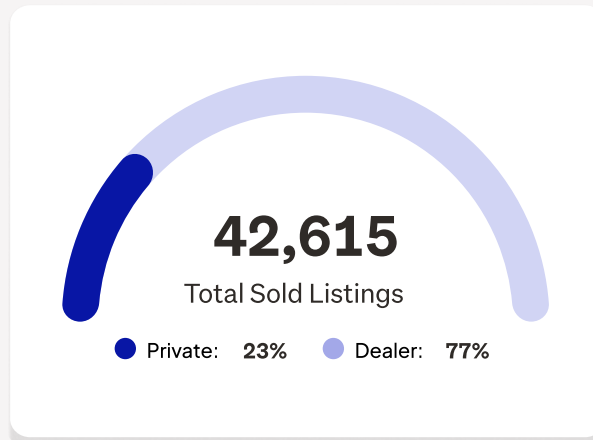
On the buyer side, petrol remains the clear favorite, while diesel enquiries grew again by 4.1% month on month. Hybrid demand stayed stable in third place, dropping just 1.4%. However, the sharp 14.5% drop in EV enquiries is a watchout, bringing buyer interest back down to levels seen before fuel prices spiked. Dealers holding high volumes of EV stock need to be highly conscious of this trend and adjust their strategies accordingly as consumer demand softens.

NATIONAL SUMMARY - FOR SALE



	This Month	Last Month	Movement
AUCKLAND	36,735	36,974	-0.65%
CANTERBURY	14,501	14,152	2.47%
WAIKATO	6,964	7,245	-3.88%
WELLINGTON	6,416	6,393	0.36%
BAY OF PLENTY	4,062	4,268	-4.83%
UNSPECIFIED	3,351	3,257	2.89%
OTAGO	3,239	3,034	6.76%
HAWKES BAY	2,525	2,543	-0.71%
NELSON	1,501	1,543	-2.72%
NORTHLAND	1,388	1,436	-3.34%
SOUTHLAND	1,310	1,259	4.05%
TARANAKI	993	1,033	-3.87%
MANAWATU	543	590	-7.97%
MARLBOROUGH	265	312	-15.06%
GISBORNE	289	291	-0.69%
TASMAN	263	222	18.47%
WEST COAST	213	193	10.36%
TOTAL	84,558	84,745	-0.22%

NATIONAL SUMMARY - SOLD



	This Month	Last Month	Movement
CANTERBURY	6,968	7,259	-4.01%
WELLINGTON	2,849	3,031	-6.00%
WEST COAST	83	90	-7.78%
NORTHLAND	662	782	-15.35%
SOUTHLAND	590	618	-4.53%
MARLBOROUGH	182	257	-29.18%
AUCKLAND	19,596	20,838	-5.96%
WAIKATO	3,300	3,655	-9.71%
NELSON	494	507	-2.56%
TARANAKI	479	536	-10.63%
GISBORNE	127	149	-14.77%
HAWKES BAY	1,219	1,101	10.72%
UNSPECIFIED	2,061	1,872	10.10%
OTAGO	1,489	1,413	5.38%
TASMAN	67	84	-20.24%
MANAWATU	305	265	15.09%
BAY OF PLENTY	2,144	2,293	-6.50%
TOTAL	42,615	44,750	-4.77%

MARKET SEGMENTS

84,558

Total for Sale

42,615

Total Sales

Passenger

36,161

SUV

35,196

LCV - Utes

10,077

LCV - Vans
& Buses

3,124

Passenger

19,342

SUV

15,785

LCV - Utes

5,774

LCV - Vans
& Buses

1,714

FUEL TYPE

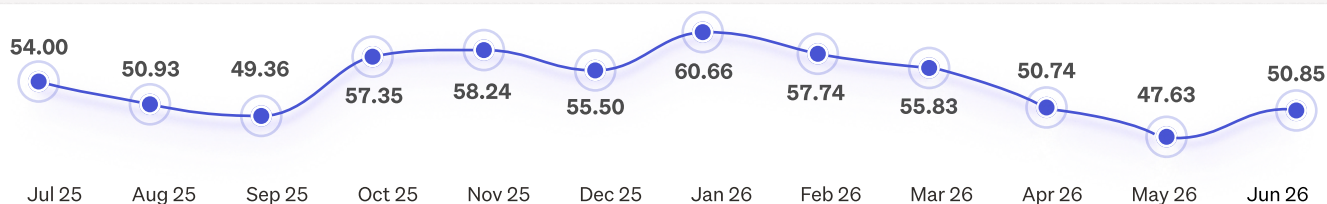
FOR SALE

	This Month	Last Month	Movement
Petrol	44,883	46,486	-3.44%
Hybrid	15,547	14,505	7.18%
Diesel	18,918	19,115	-1.03%
EVs	3,050	2,564	18.95%
PHEVs	1,129	960	17.60%
LPG	1	3	-66.66%

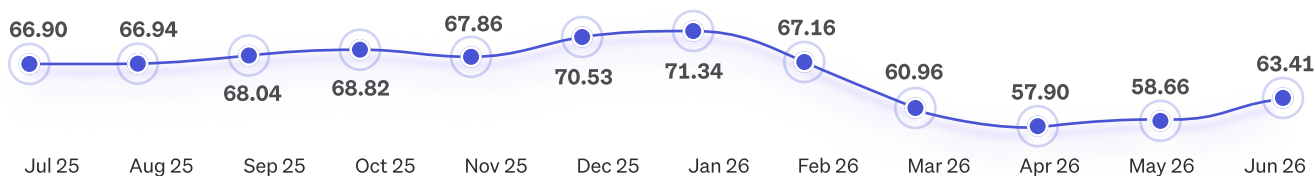
SOLD

	This Month	Last Month	Movement
Petrol	22,312	23,903	-6.66%
Hybrid	8,217	9,130	-10.00%
Diesel	10,057	9,541	5.40%
EVs	1,143	1,191	-4.03%
PHEVs	404	433	-6.69%
LPG	2	2	0%

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	3,476	2,063	48	5.47%
Toyota Aqua	1,777	1,388	34	-13.41%
Toyota Corolla	1,845	1,203	37	-13.39%
Mazda CX-5	1,732	829	42	-12.18%
Toyota RAV4	837	868	25	-6.87%
Toyota Hilux	1,289	940	37	3.87%
Mitsubishi Outlander	1,940	770	44	-0.90%
Nissan X-Trail	1,751	765	59	1.86%
Toyota Prius	1,156	805	40	New!
Mitsubishi Triton	1,429	755	52	New!

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	894	482	49	1.05%
Toyota RAV4	274	348	24	-8.18%
Mitsubishi Outlander	512	240	37	-1.23%
Toyota Corolla	285	172	36	-10.88%
Toyota Hilux	319	225	33	25.70%
Tesla Model Y	209	138	30	2.22%
Mitsubishi ASX	318	163	53	30.40%
Mitsubishi Triton	196	127	35	6.72%
Mitsubishi Eclipse Cross	237	99	42	-1.98%
Ford Everest	202	95	45	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
Ford Ranger	851	495	44	3.56%
Toyota Corolla	591	327	40	-14.62%
Toyota Hilux	351	230	36	1.77%
Toyota Yaris	446	230	35	7.98%
Toyota Hiace	523	215	64	1.42%
Toyota RAV4	329	197	31	-6.64%
Mitsubishi Triton	275	198	37	-1.54%
Nissan Note	341	132	37	-14.84%
Mitsubishi Outlander	220	136	38	New!
Nissan X-Trail	301	128	52	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.