

AUTOMOTIVE INSIGHTS REPORT (AIR) FEB 2026

Trade Me's AutoGrab platform presents the February 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.



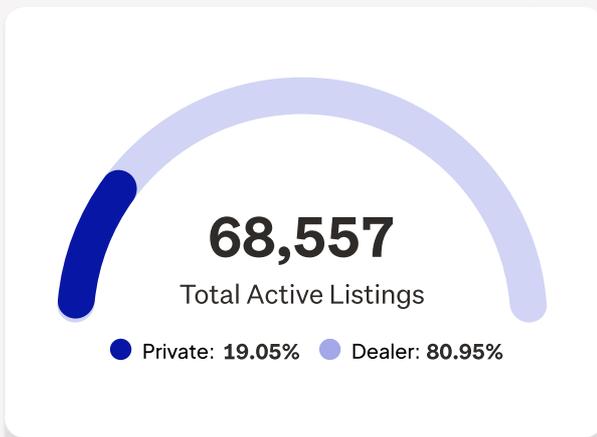
Market Corrects as Aged Stock Pressure Eases.

February's data reveals a market correction. While traditionally not the strongest month due to reduced days, total sales fell by 7.5%.

- Rapid Sales: Desirable stock moved quickly, with 54% of all vehicles that left the market doing so in under 30 days.
- Time to Sell (Sold): The average 'Time to Sell' for successful sales improved from 60.7 to 57.7 days.
- Time Online (Unsold): The average time for unsold stock dropped significantly from 71.3 to 67.2 days.

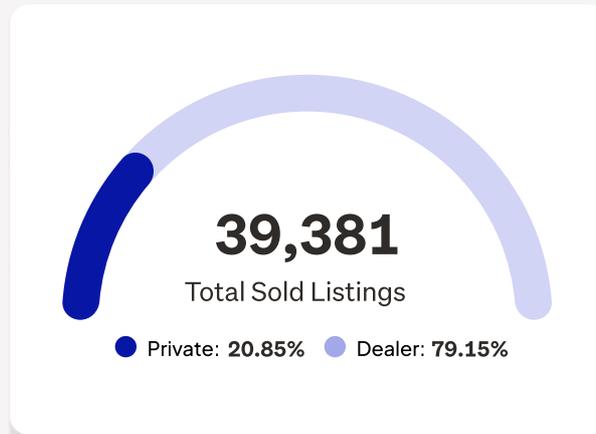
With the increase of imports arriving in NZ the challenge now shifts to getting the stock listed and in front of waiting buyers.

NATIONAL SUMMARY - FOR SALE



	This Month	Last Month	Movement
AUCKLAND	30,655	30,303	1.16%
CANTERBURY	11,150	11,128	0.20%
WAIKATO	5,879	5,894	-0.25%
WELLINGTON	5,316	5,460	-2.64%
BAY OF PLENTY	3,032	2,965	2.26%
UNSPECIFIED	2,857	2,808	1.75%
OTAGO	2,261	2,140	5.65%
HAWKES BAY	1,854	1,810	2.43%
NORTHLAND	1,199	1,136	5.55%
NELSON	1,072	1,154	-7.11%
SOUTHLAND	929	987	-5.88%
TARANAKI	879	886	-0.79%
MANAWATU	487	388	25.52%
MARLBOROUGH	371	327	13.46%
GISBORNE	284	266	6.77%
TASMAN	167	149	12.08%
WEST COAST	165	166	-0.60%
TOTAL	68,557	67,967	

NATIONAL SUMMARY - SOLD



	This Month	Last Month	Movement
OTAGO	1,241	1,158	7.17%
WELLINGTON	2,851	2,953	-3.45%
TARANAKI	458	586	-21.84%
WEST COAST	118	101	16.83%
BAY OF PLENTY	1,944	2,058	-5.54%
NORTHLAND	638	712	-10.39%
MARLBOROUGH	257	286	-10.14%
HAWKES BAY	1,032	1,162	-11.19%
MANAWATU	240	239	0.42%
NELSON	528	626	-15.65%
WAIKATO	3,301	3,477	-5.06%
CANTERBURY	6,369	7,153	-10.96%
TASMAN	75	100	-25.00%
AUCKLAND	17,892	19,119	-6.42%
UNSPECIFIED	1,745	2,113	-17.42%
GISBORNE	139	147	-5.44%
SOUTHLAND	553	594	-6.90%
Total	39,381	42,584	

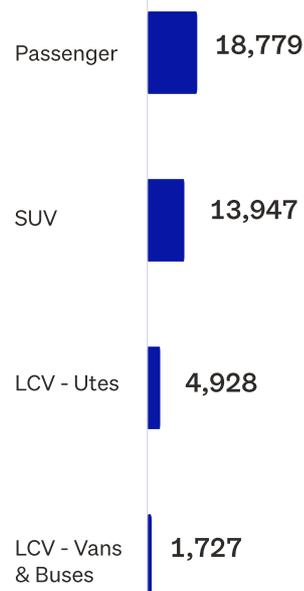
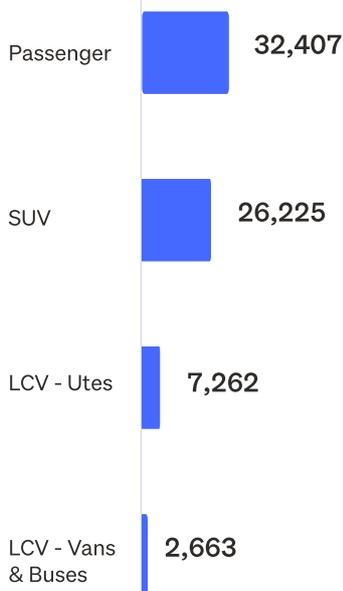
MARKET SEGMENTS

68,557

Total for Sale

39,381

Total Sales



FUEL TYPE

FOR SALE

	This Month	Last Month	Movement
Petrol	35,755	34,594	3.36%
Hybrid	15,013	15,043	-0.20%
Diesel	13,230	13,277	-0.35%
EVs	2,571	2,823	-8.93%
PHEVs	1,041	1,183	-12.00%
LPG	9	8	12.50%

SOLD

	This Month	Last Month	Movement
Petrol	19,970	21,416	-6.75%
Hybrid	8,345	9,124	-8.54%
Diesel	8,723	9,283	-6.03%
EVs	1,354	1,402	-3.42%
PHEVs	524	829	-36.79%
LPG	8	9	-11.11%

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	2,620	1,643	52	-8.82%
Toyota Aqua	2,156	1,439	54	-14.04%
Toyota Corolla	1,722	1,167	48	-10.37%
Suzuki Swift	1,217	806	50	-3.24%
Toyota Prius	1,061	793	58	-2.10%
Mazda CX-5	1,171	778	51	-15.07%
Toyota Hiace	955	769	35	0.52%
Toyota Hilux	804	765	29	-4.26%
Toyota RAV4	698	736	25	-11.33%
Mitsubishi Outlander	1,084	664	48	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	518	389	49	-4.89%
Toyota RAV4	265	295	16	-5.75%
Mitsubishi Outlander	228	191	38	-0.52%
Toyota Hilux	142	146	25	-18.44%
Toyota Corolla	223	132	31	-4.35%
Mitsubishi Eclipse Cross	212	129	53	-21.34%
Suzuki Swift	129	106	44	-4.50%
Mitsubishi ASX	123	101	44	-9.01%
Mazda CX-5	103	93	43	-9.71%
Toyota Yaris Cross	130	84	48	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	667	474	53	-12.22%
Toyota Corolla	579	412	61	-12.90%
Toyota RAV4	212	206	28	-29.45%
Toyota Hilux	194	204	29	3.55%
Toyota Hiace	376	179	46	New!
Nissan Note	255	179	87	-32.45%
Toyota Yaris	270	175	48	-18.22%
Mitsubishi Triton	184	141	42	-22.10%
Nissan Leaf	235	141	76	New!
Mazda CX-5	183	137	60	-18.45%

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.