

AUTOMOTIVE INSIGHTS REPORT (AIR) MAR 2026

Trade Me's AutoGrab platform presents the March 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.

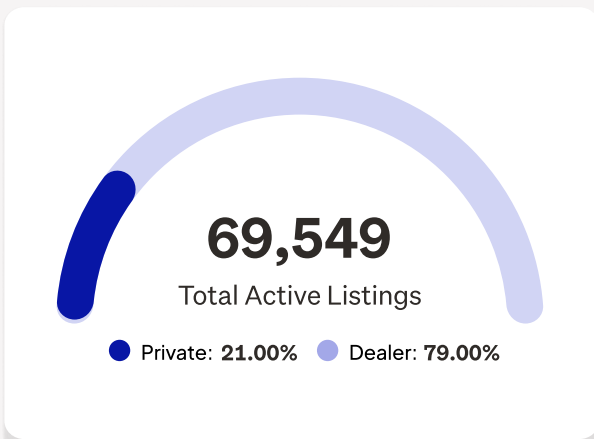


An unprecedented spike in NZ fuel costs, driven by Middle East conflict, has rocked the automotive market. This triggered a record 161% surge in used EV sales, but with EVs representing only 1.7% of stock and a critically low 13.6-day supply, this sales volume is unsustainable.

While electrified vehicle sales are booming, the diesel market is showing signs of strain. While sales were up 4.02%, available stock grew 13.54%, pointing to a potential oversupply.

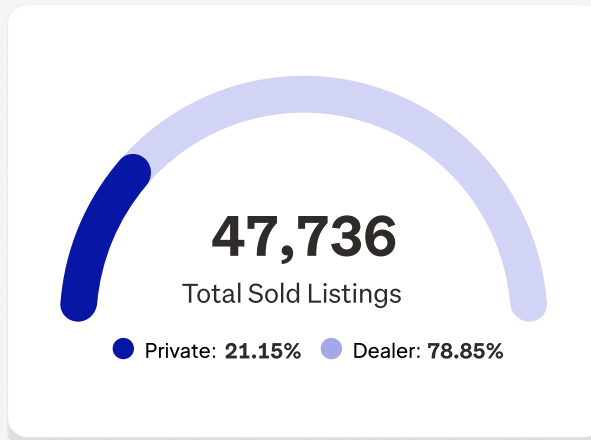
The outlook is one of volatility. The current EV demand cannot be met, forcing consumers to compromise or wait. For dealers, access to live market data is now more critical than ever to navigate the uncertain weeks ahead.

NATIONAL SUMMARY - FOR SALE



	This Month	Last Month	Movement
AUCKLAND	31,434	30,655	2.54%
CANTERBURY	11,203	11,150	0.48%
WAIKATO	5,847	5,879	-0.54%
WELLINGTON	5,219	5,316	-1.82%
BAY OF PLENTY	3,266	3,032	7.72%
UNSPECIFIED	2,562	2,857	-10.33%
OTAGO	2,444	2,261	8.09%
HAWKES BAY	1,940	1,854	4.64%
NORTHLAND	1,188	1,199	-0.92%
NELSON	1,144	1,072	6.72%
SOUTHLAND	970	929	4.41%
TARANAKI	886	879	0.80%
MANAWATU	465	487	-4.52%
MARLBOROUGH	327	371	-11.86%
GISBORNE	285	284	0.35%
TASMAN	192	167	14.97%
WEST COAST	177	165	7.27%
TOTAL	69,549	68,557	

NATIONAL SUMMARY - SOLD



	This Month	Last Month	Movement
CANTERBURY	7,963	6,369	25.03%
WELLINGTON	3,379	2,851	18.52%
WEST COAST	94	118	-20.34%
NORTHLAND	745	638	16.77%
SOUTHLAND	633	553	14.47%
MARLBOROUGH	366	257	42.41%
AUCKLAND	22,169	17,892	23.90%
WAIKATO	3,815	3,301	15.57%
NELSON	577	528	9.28%
TARANAKI	574	458	25.33%
GISBORNE	163	139	17.27%
HAWKES BAY	1,064	1,032	3.10%
UNSPECIFIED	2,193	1,745	25.67%
OTAGO	1,355	1,241	9.19%
TASMAN	94	75	25.33%
MANAWATU	354	240	47.50%
BAY OF PLENTY	2,198	1,944	13.07%
TOTAL	47,736	39,381	

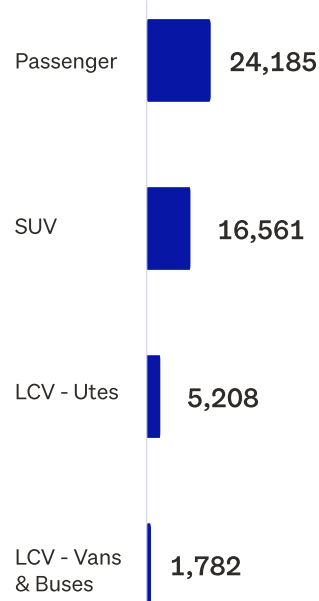
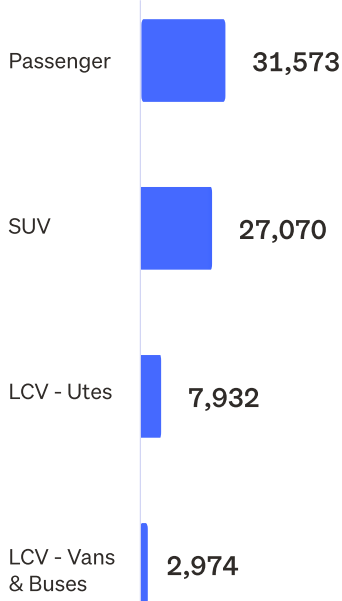
MARKET SEGMENTS

69,549

Total for Sale

47,736

Total Sales



FUEL TYPE

FOR SALE

SOLD

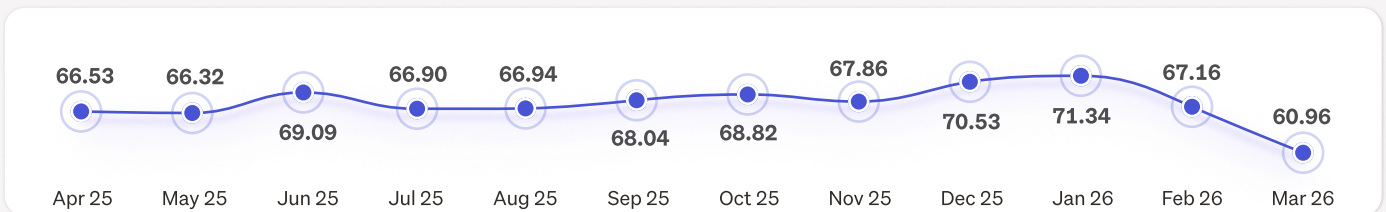
	This Month	Last Month	Movement
Petrol	39,209	35,755	9.66%
Hybrid	12,537	15,013	-16.49%
Diesel	15,022	13,230	13.54%
EVs	1,189	2,571	-53.75%
PHEVs	593	1,041	-43.04%
LPG	10	9	11.11%

	This Month	Last Month	Movement
Petrol	22,330	19,970	11.82%
Hybrid	11,270	8,345	35.05%
Diesel	9,074	8,723	4.02%
EVs	3,539	1,354	161.37%
PHEVs	772	524	47.33%
LPG	6	8	-25.00%

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	1,650	2,122	49	47.46%
Ford Ranger	2,789	1,785	44	8.64%
Toyota Corolla	1,537	1,649	45	41.30%
Nissan Leaf	248	1,382	74	New!
Suzuki Swift	1,070	1,002	51	24.32%
Toyota Prius	821	998	46	25.85%
Toyota RAV4	651	893	25	21.33%
Nissan X-Trail	1,389	878	76	13.73%
Toyota Hilux	1,022	844	29	10.33%
Mazda CX-5	1,287	839	55	7.84%

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	217	381	18	29.15%
Ford Ranger	640	375	39	-3.60%
Toyota Corolla	178	245	42	85.61%
Mitsubishi Eclipse Cross	127	204	45	58.14%
Mitsubishi Outlander	291	195	31	2.09%
Tesla Model Y	72	167	39	New!
Toyota Hilux	202	167	20	14.38%
Toyota Yaris	124	130	50	54.76%
Toyota Corolla Cross	96	106	74	New!
Suzuki Swift	121	102	41	-3.77%

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	515	528	55	28.16%
Ford Ranger	700	502	40	5.91%
Nissan Leaf	78	452	60	220.57%
Tesla Model 3	55	274	53	New!
Nissan Note	188	226	84	26.26%
Toyota Hiace	482	222	51	24.02%
Toyota RAV4	182	219	35	6.31%
Toyota Yaris	227	213	53	21.71%
Toyota C-HR	211	208	77	New!
Toyota Hilux	258	200	24	-1.96%

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.