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motors

# THE DRIVER'S SEAT

JUNE 2025

Insights to help you take  
control of your stock



# WHAT'S HOT IN THE NZ AUTO MARKET?

Welcome to The Driver's Seat,

We've put significant time and care into crafting this report, and we would like your feedback as it will help us make sure it's as relevant, clear, and as useful as possible.

We want to help you discover the top vehicles in demand right now—models selling fast, holding value, and those with limited stock. Use these insights to fine-tune your inventory and match the demand trends shaping the used vehicle market in NZ.

To ensure this report gives you relevant insights into the used car market in NZ we have included the following:

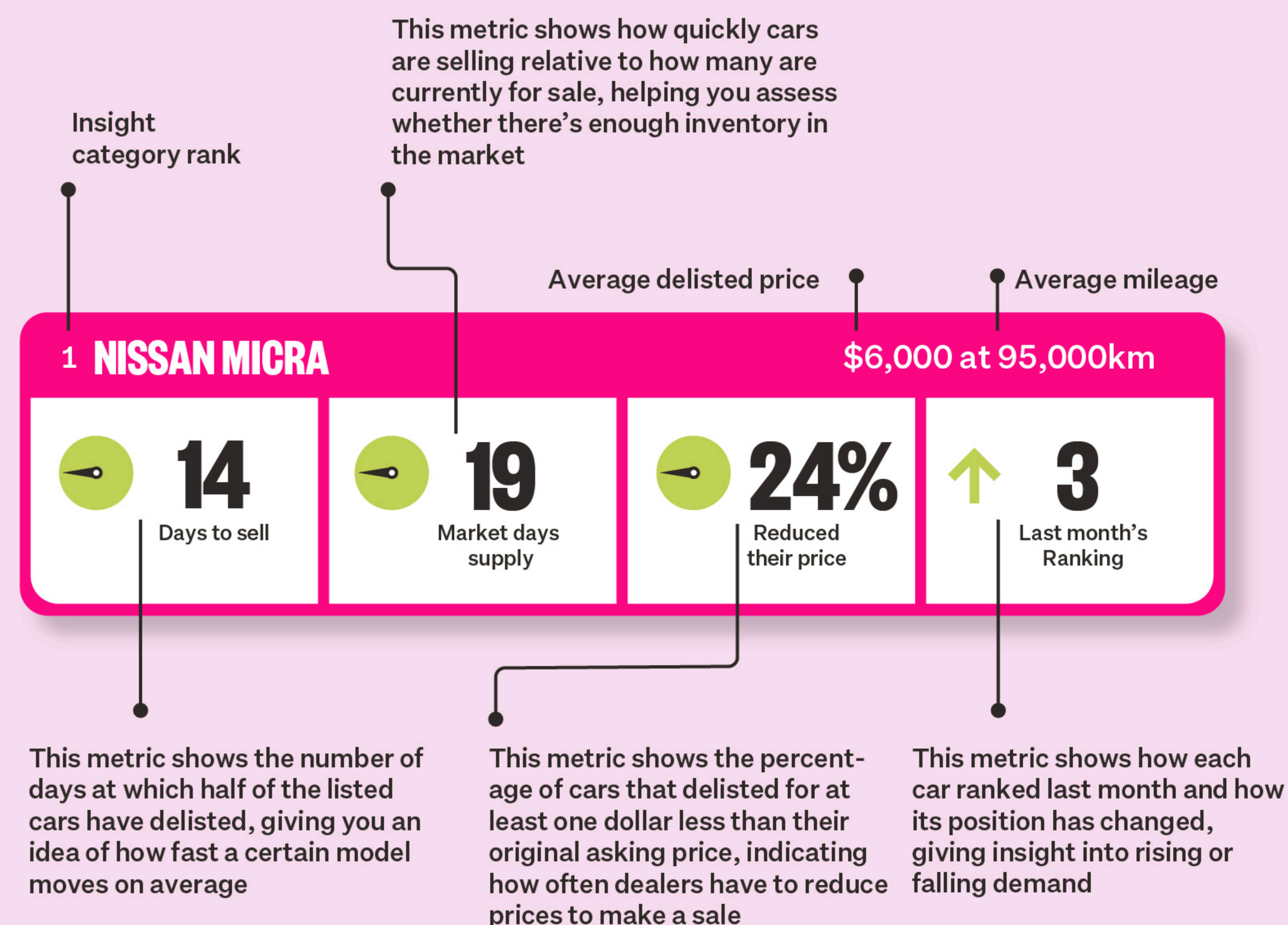
- Used vehicles advertised with greater than 1000kms
- Both Dealer and Private listings for a full market overview  
Excluded commercial vehicles (Trucks, Buses)
- Reports include vehicles newer than 2010

All data is sourced from the AutoGrab Platform

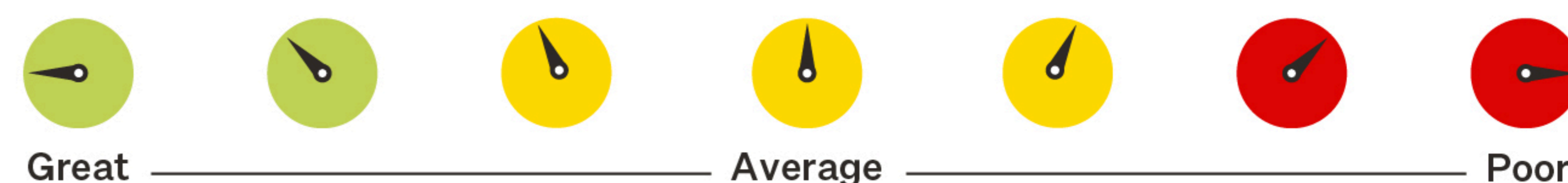
Disclaimer: Please note that any references to "cars sold" indicate listings that have been delisted, and we have assumed these vehicles have sold offline.

## WHAT THE NUMBERS TELL US

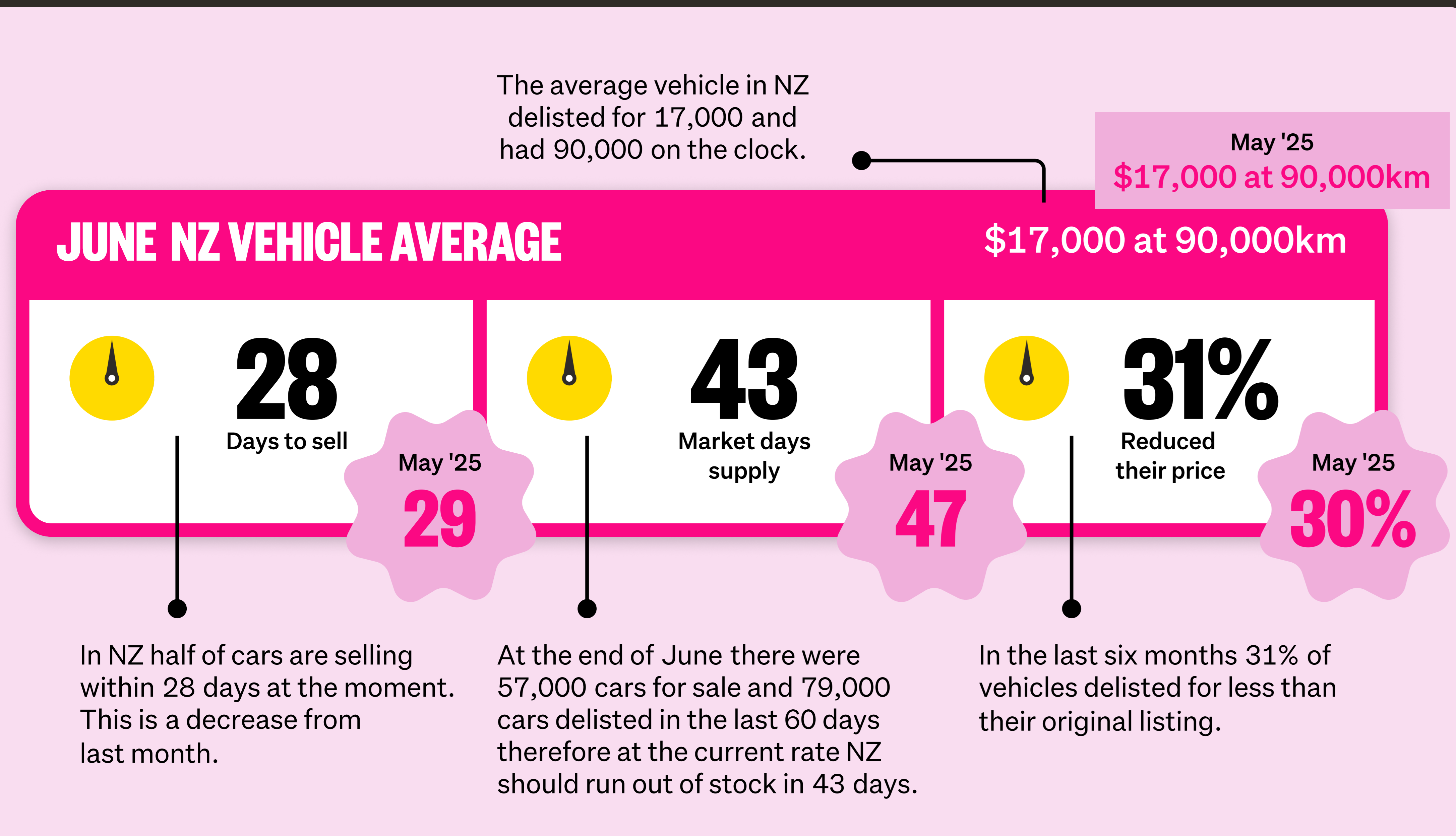
EXAMPLE INSIGHT



## THE INDICATORS



# JUNE SUMMARY



## MAKE AND MODEL

The Kia Seltos topped June's rankings with only 17 days to sell, while the BYD Atto 3 and Mercedes-Benz Sprinter maintained strong positions with fast turnover and minimal discounting. Notably, new entrants like the MG ZS EV and GWM Haval Jolion cracked the top 5, showing that well-priced, feature-packed models are gaining traction.

## BODY TYPE

Utility vehicles (Utes) continued their dominance, averaging 23 days to sell and maintaining lowest supply (36 days). Coupes and convertibles, by contrast, sit at the bottom with 42-36 days to sell and the highest discounting (up to 34%). Sedans and SUVs both crept upward in days to sell. Keep an eye on your stock mix.

## FUEL TYPE

Diesel and electric vehicles are the top performers in June, selling in 26 and 25 days respectively, with average price reductions around 31-32%. Hybrid diesels continue to be a drag on performance, with 46 days to sell and 39% of listings discounted, the highest of any fuel category. Overall a positive shift for Electric vehicles overtaking Petrol in the rankings.

## DOES AGE MATTER?

2021–2023 models are selling in just 26 days with only 29% discounted, holding firm since April, but supply has dropped to just 39 days. 2025 vehicles, by contrast, are stuck at 72 days to sell, with 83 days — supply and 39% discounting, highlighting ongoing mismatch between seller price expectations and buyer interest.

## HOT PICKS




The Toyota RAV4 appears four times in the top 10, covering 2017-2023. Standouts include the 2018 RAV4 (15 days to sell) and 2023 variant (14 days to sell). Surprises this month include the Nissan Leaf 2013 and Ford Everest 2022, suggesting used EVs and well-priced utes are gaining traction.

## STANDARD ISSUE

Toyota Aqua models still dominate the most-listed section, with 2012–2015 variants occupying 4 of the top 5 spots. However, they require 30%+ discounts to move. Ford Ranger 2021 and 2019 Diesel models continue to perform well, averaging 26 days to sell with mid-30% discounting. This section has barely changed month to month. Toyota Aqua remains a supply-heavy, slow-turnover vehicle.





















# MAKE & MODEL

BEST & WORST PERFORMING CAR MODELS

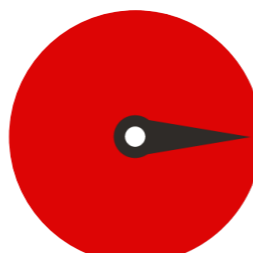
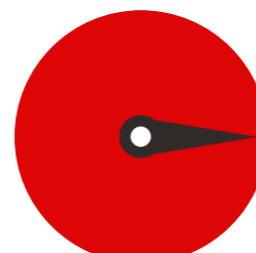
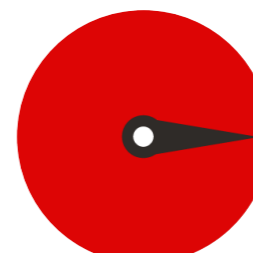

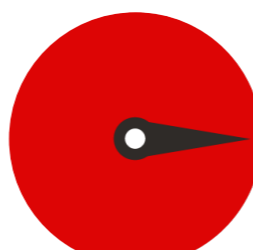
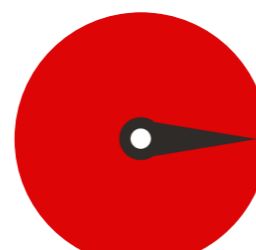
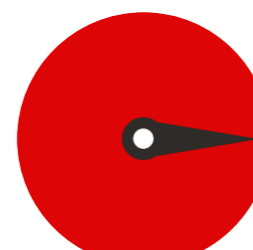

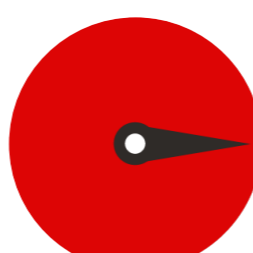
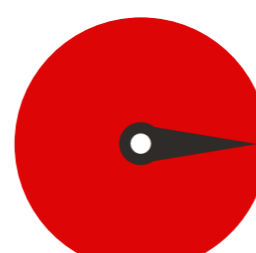
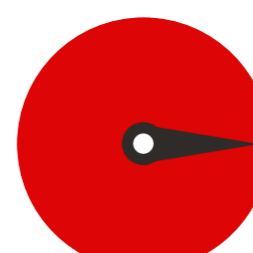

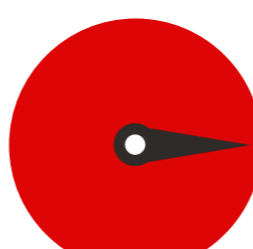
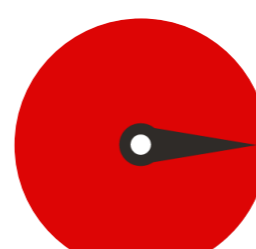
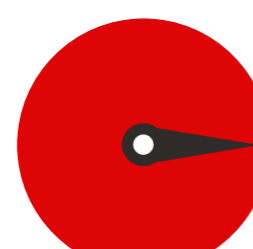

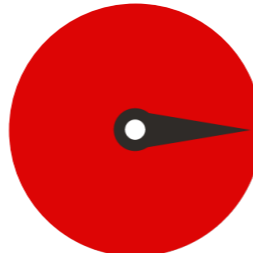
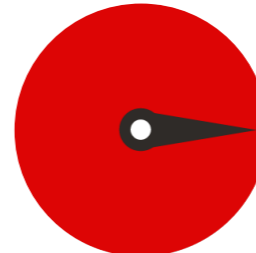
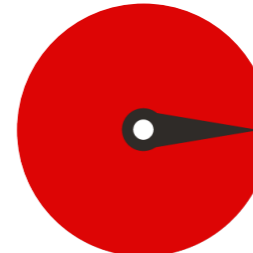

JUNE NZ VEHICLE AVERAGE			\$17,000 at 90,000km
 <b>28</b>	Days to sell	 <b>43</b>	Market days
 <b>31%</b>	Reduced their price		

BUDGET SUVs AND PRACTICAL WORKHORSES CONTINUE TO FLY OFF LOTS—LUXURY MODELS LINGER WITH HEAVY DISCOUNTS.

Top five




1 KIA SELTOS				\$26,000 at 35,000km			
 <b>17</b>	Days to sell	 <b>22</b>	Market days supply	 <b>21%</b>	Reduced their price	 <b>4</b>	Last month's ranking
2 MERCEDES-BENZ SPRINTER				\$60,000 at 110,000km			
 <b>12</b>	Days to sell	 <b>26</b>	Market days supply	 <b>17%</b>	Reduced their price	 <b>2</b>	Last month's ranking
3 BYD ATTO 3				\$37,000 at 25,000km			
 <b>10</b>	Days to sell	 <b>28</b>	Market days supply	 <b>14%</b>	Reduced their price	 <b>1</b>	Last month's ranking
4 M.G. ZSEV				\$26,000 at 35,000km			
 <b>20</b>	Days to sell	 <b>24</b>	Market days supply	 <b>21%</b>	Reduced their price	 <b>9</b>	Last month's ranking
5 GWM HAVAL JOLION				\$26,000 at 35,000km			
 <b>20</b>	Days to sell	 <b>21</b>	Market days supply	 <b>24%</b>	Reduced their price	 <b>13</b>	Last month's ranking

Bottom five

331 MERCEDES-BENZ E-CLASS				\$25,000 at 90,000km			
 <b>45</b>	Days to sell	 <b>73</b>	Market days supply	 <b>38%</b>	Reduced their price	 <b>322</b>	Last month's ranking
332 JEEP WRANGLER				\$39,000 at 85,000km			
 <b>52</b>	Days to sell	 <b>68</b>	Market days supply	 <b>38%</b>	Reduced their price	 <b>327</b>	Last month's ranking
333 AUDI SQ5				\$32,000 at 90,000km			
 <b>50</b>	Days to sell	 <b>64</b>	Market days supply	 <b>43%</b>	Reduced their price	 <b>334</b>	Last month's ranking
334 MERCEDES-BENZ GLE-CLASS				\$74,500 at 60,000km			
 <b>51</b>	Days to sell	 <b>80</b>	Market days supply	 <b>43%</b>	Reduced their price	 <b>331</b>	Last month's ranking
335 JAGUAR XE				\$22,000 at 75,000km			
 <b>58</b>	Days to sell	 <b>83</b>	Market days supply	 <b>41%</b>	Reduced their price	 <b>333</b>	Last month's ranking

# BODY TYPE

DEMAND BY SHAPE AND SIZE

JUNE NZ VEHICLE AVERAGE			\$17,000 at 90,000km
 <b>28</b> Days to sell	 <b>43</b> Market days	 <b>31%</b> Reduced their price	

UTES REMAIN KING—SUVS AND COUPES ARE SEEING GROWING SUPPLY PRESSURE AND SLOWER SALES.

1

UTILITY

\$32,000 at 115,000km

23

Days to sell

36

Market days supply

29%

Reduced their price

=

1

Last month's ranking

2

HATCHBACK

\$11,000 at 85,000km

26

Days to sell

42

Market days supply

31%

Reduced their price

=

2

Last month's ranking

3

WAGON

\$21,000 at 90,000km

28

Days to sell

42

Market days supply

31%

Reduced their price

=

3

Last month's ranking

4

VAN

\$19,000 at 110,000km

30

Days to sell

45

Market days supply

31%

Reduced their price

=

4

Last month's ranking

5

SUV

\$23,000 at 80,000km

32

Days to sell

47

Market days supply

30%

Reduced their price

6

Last month's ranking

6

SEDAN

\$14,000 at 100,000km

31

Days to sell

46

Market days supply

31%

Reduced their price

5

Last month's ranking

7

CONVERTIBLE

\$19,000 at 85,000km

36

Days to sell

54

Market days supply

32%

Reduced their price

7

Last month's ranking

8

COUPE

\$23,000 at 85,000km

42

Days to sell

60

Market days supply

34%

Reduced their price

8


Last month's ranking


# FUEL TYPE


DEMAND BY FUEL TYPE

JUNE NZ VEHICLE AVERAGE

\$17,000 at 90,000km

 **28** Days to sell

 **43** Market days

 **31%** Reduced their price

DIESEL AND EVS LEAD THE CHARGE, WHILE HYBRID DIESELS CONTINUE TO LAG WITH SLOW SALES AND DEEP DISCOUNTS.

1

DIESEL

\$30,000 at 115,000km

26

Days to sell

38

Market days supply

31%

Reduced their price

=

1

Last month's ranking

2

ELECTRIC

\$26,000 at 45,000km

25

Days to sell

39

Market days supply

32%

Reduced their price

↑

3

Last month's ranking

3

PETROL

\$15,000 at 90,000km

28

Days to sell

43

Market days supply

31%

Reduced their price

↓

2

Last month's ranking

4

HYBRID-PETROL

\$15,000 at 85,000km

31

Days to sell

48

Market days supply

31%

Reduced their price

=

4

Last month's ranking

5

HYBRID-DIESEL

\$70,500 at 15,000km

46

Days to sell

49

Market days supply

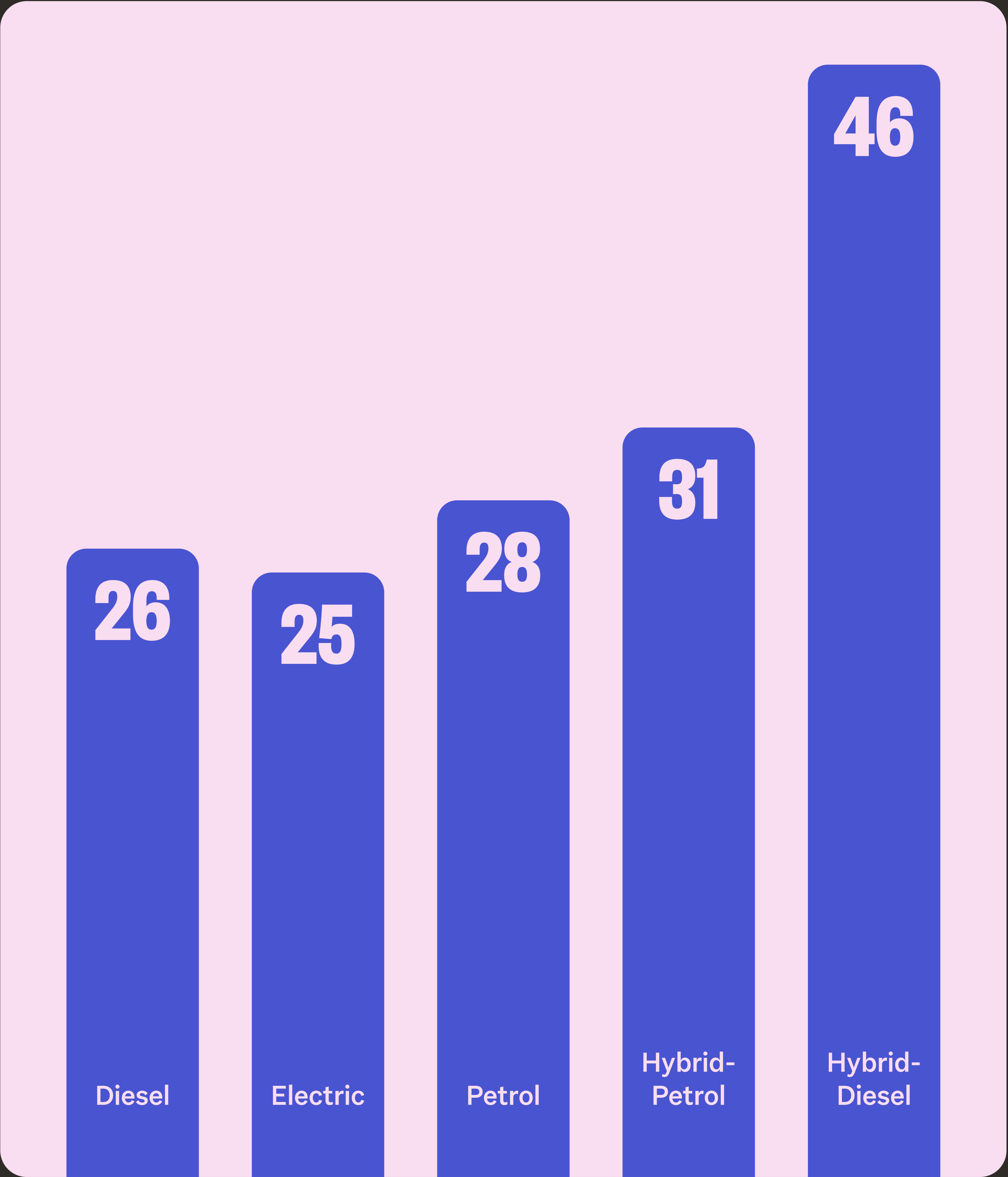
39%

Reduced their price

=

5

Last month's ranking





# DOES AGE MATTER?


DEMAND BY YEAR OF VEHICLE

JUNE NZ VEHICLE AVERAGE













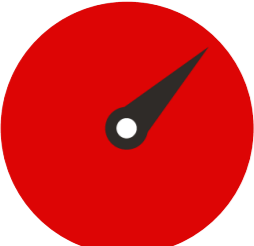



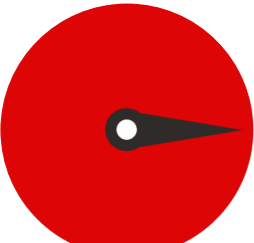
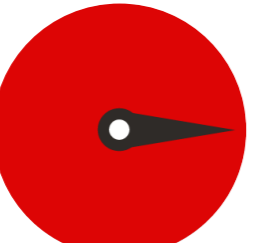
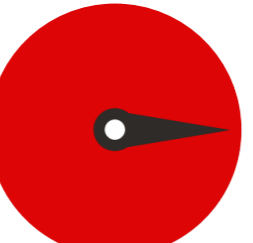

\$17,000 at 90,000km

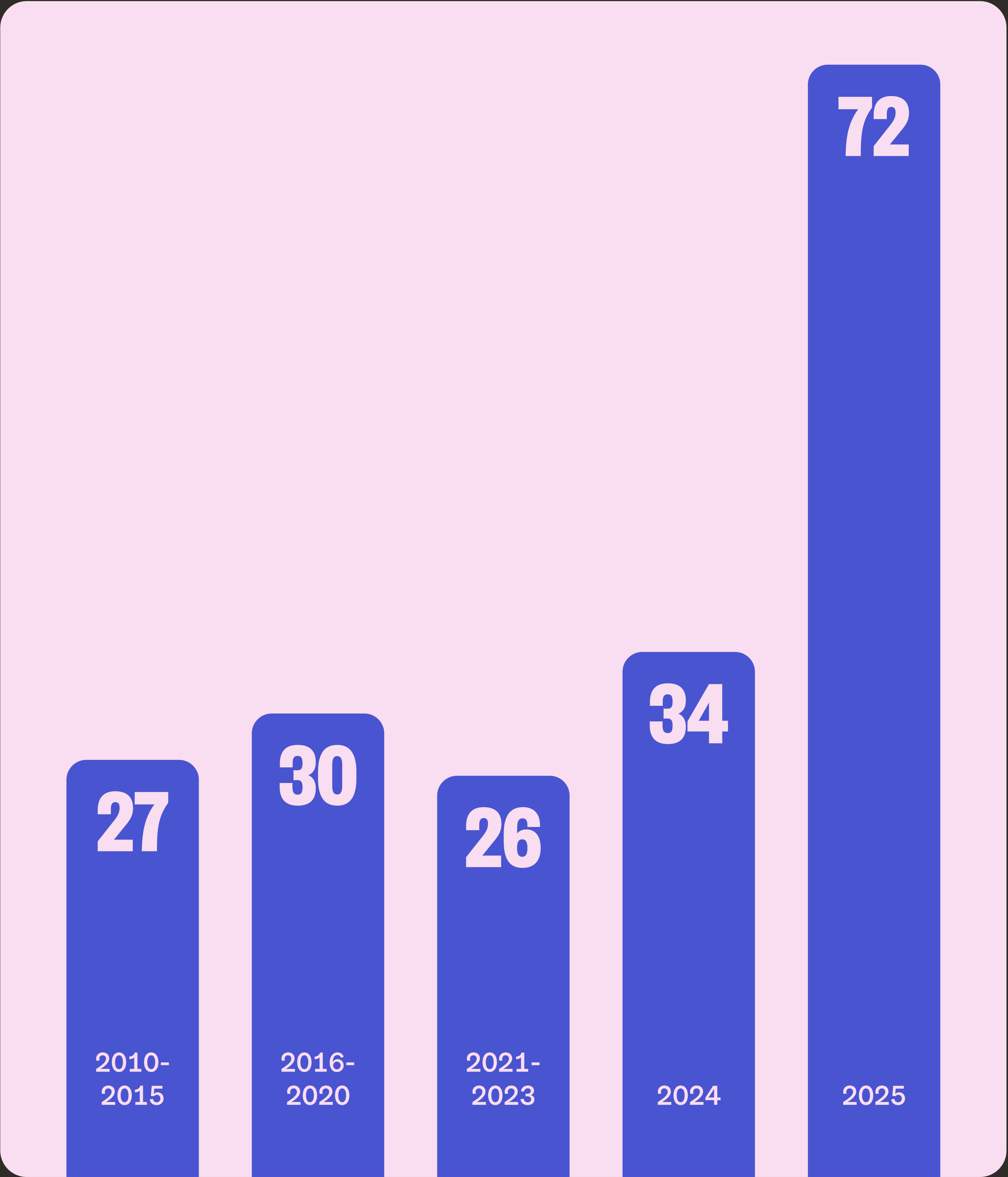
 28 Days to sell

 43 Market days

 31% Reduced their price




NEAR-NEW (2021-2023) VEHICLES ARE STILL THE SWEET SPOT-2025 STOCK IS SITTING IDLE AND NEEDING STEEP DISCOUNTS.

2	2010-2015	\$11,000 at 110,000km	<div> 27 Days to sell</div>	<div> 41 Market days supply</div>	<div> 32% Reduced their price</div>	<div> 2 Last month's ranking</div>
3	2016-2020	\$22,000 at 85,000km	<div> 30 Days to sell</div>	<div> 47 Market days supply</div>	<div> 30% Reduced their price</div>	<div> 3 Last month's ranking</div>
1	2021-2023	\$36,000 at 40,000km	<div> 26 Days to sell</div>	<div> 39 Market days supply</div>	<div> 29% Reduced their price</div>	<div> 1 Last month's ranking</div>
4	2024	\$52,000 at 10,000km	<div> 34 Days to sell</div>	<div> 47 Market days supply</div>	<div> 31% Reduced their price</div>	<div> 4 Last month's ranking</div>
5	2025	\$60,000 at 5,000km	<div> 72 Days to sell</div>	<div> 83 Market days supply</div>	<div> 39% Reduced their price</div>	<div> 5 Last month's ranking</div>


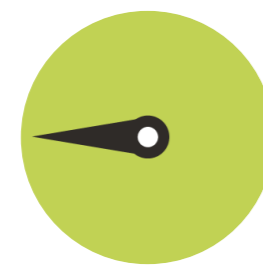






































# HOT PICKS

TOP 10 BEST SELLING CARS OVERALL




JUNE NZ VEHICLE AVERAGE			\$17,000 at 90,000km
 <b>28</b> Days to sell	 <b>43</b> Market days	 <b>31%</b> Reduced their price	

TOYOTA DOMINATES ONCE MORE—AFFORDABLE, TRUSTED MODELS SELL FAST WITH LIMITED DISCOUNTING.



















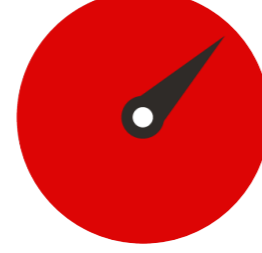










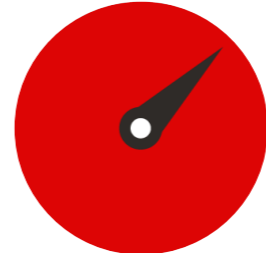




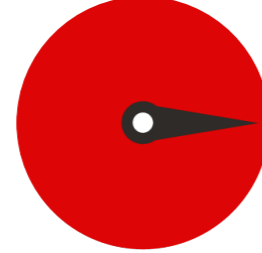

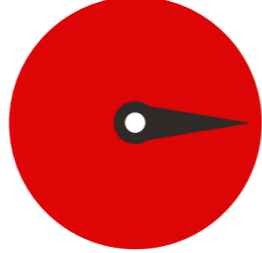
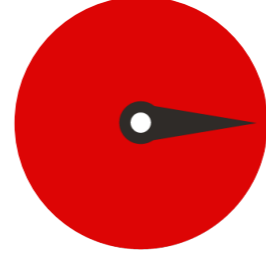


<div><div>1</div><div>TOYOTA RAV4 2018 PETROL</div><div>\$22,000 at 125,000km</div></div> <div><div> <b>15</b> Days to sell</div><div> <b>16</b> Market days supply</div><div> <b>22%</b> Reduced their price</div><div> <b>6</b> Last month's ranking</div></div>	<div><div>6</div><div>TOYOTA COROLLA 2017 PETROL</div><div>\$14,500 at 100,000km</div></div> <div><div> <b>17</b> Days to sell</div><div> <b>20</b> Market days supply</div><div> <b>23%</b> Reduced their price</div><div> <b>56</b> Last month's ranking</div></div>
<div><div>2</div><div>TOYOTA RAV4 2023 PETROL</div><div>\$36,000 at 30,000km</div></div> <div><div> <b>14</b> Days to sell</div><div> <b>20</b> Market days supply</div><div> <b>23%</b> Reduced their price</div><div> <b>7</b> Last month's ranking</div></div>	<div><div>7</div><div>TOYOTA RAV4 2021 PETROL</div><div>\$32,000 at 65,000km</div></div> <div><div> <b>15</b> Days to sell</div><div> <b>27</b> Market days supply</div><div> <b>21%</b> Reduced their price</div><div> <b>14</b> Last month's ranking</div></div>
<div><div>3</div><div>NISSAN LEAF 2013 ELECTRIC</div><div>\$4,000 at 90,000km</div></div> <div><div> <b>16</b> Days to sell</div><div> <b>24</b> Market days supply</div><div> <b>21%</b> Reduced their price</div><div> <b>30</b> Last month's ranking</div></div>	<div><div>8</div><div>ISUZU D-MAX 2018 DIESEL</div><div>\$29,500 at 145,000km</div></div> <div><div> <b>19</b> Days to sell</div><div> <b>18</b> Market days supply</div><div> <b>23%</b> Reduced their price</div><div> <b>101</b> Last month's ranking</div></div>
<div><div>4</div><div>TOYOTA HILUX 2020 DIESEL</div><div>\$43,000 at 90,000km</div></div> <div><div> <b>17</b> Days to sell</div><div> <b>22</b> Market days supply</div><div> <b>21%</b> Reduced their price</div><div> <b>8</b> Last month's ranking</div></div>	<div><div>9</div><div>TOYOTA RAV4 2017 PETROL</div><div>\$21,500 at 115,000km</div></div> <div><div> <b>14</b> Days to sell</div><div> <b>13</b> Market days supply</div><div> <b>27%</b> Reduced their price</div><div> <b>27</b> Last month's ranking</div></div>
<div><div>5</div><div>TOYOTA HILUX 2018 DIESEL</div><div>\$36,000 at 130,000km</div></div> <div><div> <b>17</b> Days to sell</div><div> <b>23</b> Market days supply</div><div> <b>21%</b> Reduced their price</div><div> <b>28</b> Last month's ranking</div></div>	<div><div>10</div><div>FORD EVEREST 2022 DIESEL</div><div>\$58,500 at 50,000km</div></div> <div><div> <b>15</b> Days to sell</div><div> <b>31</b> Market days supply</div><div> <b>17%</b> Reduced their price</div><div> <b>11</b> Last month's ranking</div></div>

# STANDARD ISSUE

MOST-LISTED VEHICLES: LAST 6 MONTHS

JUNE NZ VEHICLE AVERAGE			\$17,000 at 90,000km
 <b>28</b> Days to sell	 <b>43</b> Market days	 <b>31%</b> Reduced their price	

AQUA OVERSUPPLY PERSISTS—FORD RANGERS DELIVER VOLUME WITH SOLID SPEED AND DISCOUNTS.

<div>1 <b>TOYOTA AQUA 2013 HYBRID-PETROL</b> \$8,500 at 105,000km</div> <div><div> <b>21</b> Days to sell</div><div> <b>35</b> Market days supply</div><div> <b>31%</b> Reduced their price</div><div> <b>1</b> Last month's ranking</div></div>	<div>6 <b>FORD RANGER 2021 DIESEL</b> \$40,000 at 80,000km</div> <div><div> <b>26</b> Days to sell</div><div> <b>48</b> Market days supply</div><div> <b>31%</b> Reduced their price</div><div> <b>4</b> Last month's ranking</div></div>
<div>2 <b>TOYOTA AQUA 2014 HYBRID-PETROL</b> \$9,500 at 100,000km</div> <div><div> <b>26</b> Days to sell</div><div> <b>39</b> Market days supply</div><div> <b>30%</b> Reduced their price</div><div> <b>3</b> Last month's ranking</div></div>	<div>7 <b>TOYOTA AQUA 2016 HYBRID-PETROL</b> \$11,500 at 95,000km</div> <div><div> <b>28</b> Days to sell</div><div> <b>51</b> Market days supply</div><div> <b>31%</b> Reduced their price</div><div> <b>6</b> Last month's ranking</div></div>
<div>3 <b>TOYOTA AQUA 2012 HYBRID-PETROL</b> \$8,000 at 105,000km</div> <div><div> <b>22</b> Days to sell</div><div> <b>39</b> Market days supply</div><div> <b>34%</b> Reduced their price</div><div> <b>2</b> Last month's ranking</div></div>	<div>8 <b>FORD RANGER 2019 DIESEL</b> \$36,000 at 115,000km</div> <div><div> <b>26</b> Days to sell</div><div> <b>48</b> Market days supply</div><div> <b>33%</b> Reduced their price</div><div> <b>NA</b> Last month's ranking</div></div>
<div>4 <b>TOYOTA AQUA 2015 HYBRID-PETROL</b> \$11,000 at 100,000km</div> <div><div> <b>28</b> Days to sell</div><div> <b>47</b> Market days supply</div><div> <b>29%</b> Reduced their price</div><div> <b>5</b> Last month's ranking</div></div>	<div>9 <b>MAZDA AXELA 2014 PETROL</b> \$15,000 at 85,000km</div> <div><div> <b>35</b> Days to sell</div><div> <b>57</b> Market days supply</div><div> <b>27%</b> Reduced their price</div><div> <b>7</b> Last month's ranking</div></div>
<div>5 <b>TOYOTA PRIUS 2012 HYBRID-PETROL</b> \$9,500 at 110,000km</div> <div><div> <b>24</b> Days to sell</div><div> <b>33</b> Market days supply</div><div> <b>39%</b> Reduced their price</div><div> <b>8</b> Last month's ranking</div></div>	<div>10 <b>TOYOTA C-HR 2017 HYBRID-PETROL</b> \$24,000 at 75,000km</div> <div><div> <b>50</b> Days to sell</div><div> <b>65</b> Market days supply</div><div> <b>33%</b> Reduced their price</div><div> <b>10</b> Last month's ranking</div></div>

Your feedback is invaluable in helping us deliver a more effective and insightful tool for your needs.

Thank you for being part of this process, you can leave us [feedback here](#).

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