
TRADEBASIS INSIGHTS

Canadian Used Vehicle Market Report

April 2026 Recap and May Outlook

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Executive Summary

Canada's wholesale used vehicle market declined every week of April 2026, with cumulative losses of roughly 1.0% across the month. The national average listing price reached **\$31,907** in March (CARFAX Canada), down 2.3% year-over-year. Inventory rebounded sharply, up 31.6% month-over-month, while SUVs grew to 55.3% of all used listings.

Full-size pickups and minivans were the only consistently appreciating segments. Sub-compact cars, full-size vans, and luxury crossovers led the declines. The spring market arrived but is being moderated by trade uncertainty, normalizing supply, and continued EV depreciation.

April 2026 at a Glance

Metric	April 2026	Source
National average used listing price (March)	\$31,907 (+0.5% MoM, -2.3% YoY)	CARFAX Canada
Wholesale market change, week ending Apr 25	-0.22%	Canadian Black Book
Wholesale change, week ending Apr 18	-0.25%	Canadian Black Book
Inventory growth, March vs. February	+31.6%	CARFAX Canada
SUV share of used inventory	55.3% (up from 51.1% YoY)	CARFAX Canada
Used Vehicle Retention Index (March)	132.5 (+0.3 MoM, -5.3% YoY)	Canadian Black Book
Avg auction sale rate, week ending Apr 25	42.5%	Canadian Black Book

Weekly Wholesale Movement: April 2026

Canadian Black Book's weekly Market Insights reports show a consistent — if slightly softening — downward trend across April. Each week of April posted a modest decline:

Weekly wholesale movement by vehicle category

Week Ending	Overall Market	Cars	Trucks/SUVs
April 4	-0.20%	-0.10%	-0.25%
April 11	-0.21%	-0.20%	-0.22%
April 18	-0.25%	-0.26%	-0.25%
April 25	-0.22%	-0.13%	-0.30%

Source: Canadian Black Book — April 2026 weekly Market Insights reports

Key insight: April 2026's weekly wholesale declines have remained above historical norms for spring, indicating the seasonal lift is being offset by other downward pressures.

Segment Winners and Losers

Segments That Gained Value

Full-size pickups

Up 0.32% week ending April 25, after a 0.47% gain the previous week. The only consistent positive trend across the month. Continued strength in Western Canada is driving demand.

Minivans

Up 0.52% week ending April 25. Family demand and limited new-vehicle supply continue to support this segment.

Sporty cars

Up 0.30% week ending April 25. A small segment but reliably stable as enthusiast demand persists.

Segments That Lost the Most Value

Full-size vans

Down 1.37% week ending April 25, with three consecutive weeks of declines exceeding 1.10%. Cumulative four-week loss of roughly **\$1,326 per unit**.

Sub-compact cars

Down 1.11% week ending April 25, following 0.81% the previous week. The traditional affordability segment continues to lose ground as inventory ages out.

Compact cars

Down 0.86% week ending April 25. Buyer migration toward subcompact crossovers is hollowing out the compact car segment.

Full-size luxury crossovers and SUVs

Down 0.65% week ending April 25. Premium segments continue to face the most pressure as buyers consolidate down-market.

Inventory and Supply: A Major Shift

The biggest market story in April was inventory rebuilding. After two years of constrained supply, used vehicle inventory is rebounding fast.

According to CARFAX Canada's Q1 2026 Used Vehicle Market Insights report, total used vehicle listings in March were up **31.6%** compared to February — and **3.1%** compared to March 2025. This is the highest inventory level since August 2024.

Inventory Composition Shift

The composition of that inventory is shifting toward SUVs:

- SUVs now make up **55.3%** of used inventory (up from 51.1% YoY)
- Passenger cars dropped to **27.0%** of listings (down from 30.6% YoY)
- Trucks remained roughly stable at approximately **17.7%** of listings

Impact on Dealers

For dealers, the inventory rebound has two immediate effects. First, sourcing pressure is easing — auction sale rates averaged 42.5% in late April, well below the elevated rates that defined 2023–2024. Second, retail competition is increasing. With more inventory available, days-on-lot is creeping up, and pricing power is shifting back toward buyers.

New Vehicle Pricing: First Decline in Five Years

One of the most significant data points of the month came from DesRosiers Automotive Consultants: average transaction prices for new light vehicles in Canada declined **0.6%** in

2025 to \$53,400. This is the first pullback after a run that saw new vehicle prices rise more than 30% between 2019 and 2024.

New Light Vehicle Transaction Prices

2025 average: \$53,400 (-0.6% YoY)

2019–2024 increase: >30%

Source: DesRosiers Automotive Consultants (DAC)

Andrew King, Managing Partner at DAC, attributed the decline partly to consumers pulling back from the BEV market in 2025, alongside fuller inventory levels and Canadian counter-tariffs that affected luxury segments.

The implications for the used market are direct. New vehicle price moderation reduces the upward pull on used vehicle prices that drove valuations between 2021 and 2024. As new vehicle pricing softens, used vehicle ceilings come down with them. This is consistent with the year-over-year used decline of 2.3% reported by CARFAX Canada.

Regional Highlights

British Columbia

Continues to be the only province with negative YoY pricing (-0.3%), and the first province where the average used truck price exceeded **\$50,000**. BC dealers face a unique market characterized by accelerated EV depreciation, the loss of provincial rebates, and ZEV mandate recalibration.

Alberta

Up 0.6% YoY at **\$37,591**. Strong truck demand from oil-driven economic activity continues to support pickup pricing. Insurance costs remain a major buyer concern, with Alberta seeing a 17% YoY increase in auto insurance — the highest in Canada.

Quebec

Recorded a 1.7% decrease in new vehicle transaction prices in 2025, partly driven by softer BEV sales. Used vehicle market remains relatively stable, but EV depreciation pressure is similar to BC.

Ontario

Highest concentration of franchised dealer activity. Auto theft remains a major concern, with insurance surcharges of \$500–\$1,500 on high-theft vehicles like the Honda CR-V impacting buyer affordability.

Key Macro Drivers in April 2026

Trade uncertainty

65% of British Columbia residents are concerned about the impact of US tariffs on used vehicle prices, according to a survey from Vancouver-based Autozen. Cross-border travel to the United States was down 35% this spring, per Clutch — Canadians are staying domestic, which is shifting demand toward Canadian inventory.

BEV demand recovery

Zero-emission vehicle sales rose 47.2% YoY in February 2026, reaching 10.2% of total sales following the launch of the federal EV Affordability Program. However, the program excludes Chinese-made vehicles and caps at \$50,000.

Spring lift, but moderated

The Used Vehicle Retention Index increased 0.3 points in March to 132.5 — a typical spring seasonal pattern. But Daniel Ross, Senior Manager of Industry Insights at Canadian Black Book, characterized the lift as limited and noted "distinct inflection points" between segments, with mid- and full-size crossovers and pickups being the only categories with positive trends.

CUSMA review approaching

The CUSMA review begins in July. Three months from now, the trade framework underpinning Canadian auto economics will be under formal renegotiation. Three of four likely scenarios — extended negotiation, US withdrawal, or bilateral replacement — would create wholesale price volatility of 5–10% within a single quarter. The fourth scenario (full renewal) would maintain the status quo.

Electric Vehicle Market

Used EV prices continue to depreciate faster than other powertrain types. Key data points include:

- **Porsche Taycan:** Down 23% YoY
- **Ford F-150 Lightning:** Down 19% YoY

- **Used EV national average:** \$40,251 (below used hybrids at \$42,393)

The 2022–2023 leasing wave is producing an increasing supply of used EVs, with depreciation expected to continue through 2026. Dealers should factor accelerated EV depreciation into acquisition pricing, particularly for premium BEV models.

Frequently Asked Questions

What is the average used car price in Canada in May 2026?

The national average used vehicle listing price in Canada was \$31,907 in March 2026, according to CARFAX Canada — up 0.5% month-over-month but down 2.3% year-over-year. April 2026 wholesale data from Canadian Black Book showed continued modest declines, suggesting the May average will likely sit slightly below the March figure on a wholesale basis but possibly stable on retail listings as spring demand absorbs inventory.

Are used car prices going up or down in Canada in 2026?

Used car prices in Canada are gradually declining in 2026. Wholesale prices fell every week of April 2026, with cumulative monthly losses of approximately 1.0%. Year-over-year, listing prices are down 2.3% (CARFAX Canada). The Canadian Black Book Used Vehicle Retention Index is down 5.3% YoY. Prices remain elevated compared to pre-pandemic levels but are trending downward as inventory rebuilds.

Which used vehicle segments are appreciating in Canada right now?

Three segments showed consistent positive movement in April 2026: full-size pickups (up 0.32% week ending April 25, with multiple weeks of gains), minivans (up 0.52%), and sporty cars (up 0.30%). All other major segments declined. Pickups remain the strongest performer due to limited new-vehicle supply, sustained Western Canadian demand, and structural utility-driven buying patterns.

What is happening with used EV prices in Canada?

Used EV prices continue to depreciate faster than other powertrain types. Premium models like the Porsche Taycan are down 23% YoY and the Ford F-150 Lightning is down 19% YoY. Used EVs nationally now average less than used hybrids (\$40,251 vs. \$42,393). The 2022–2023 leasing wave is producing an increasing supply of used EVs, with depreciation expected to continue through 2026.

How is inventory affecting the Canadian used vehicle market?

Used vehicle inventory in Canada rebuilt sharply in March 2026, climbing 31.6% month-over-month and 3.1% year-over-year — the highest level since August 2024. SUVs make up

55.3% of inventory (up from 51.1%). The increased supply is easing sourcing pressure for dealers but increasing retail competition, with auction sale rates averaging 42.5% in late April.

What does CUSMA mean for Canadian used vehicle dealers?

The CUSMA (Canada-United States-Mexico Agreement) review begins in July 2026. Three of four likely scenarios — extended negotiation, US withdrawal, or bilateral replacement — would create wholesale price volatility of 5–10% within a single quarter. The fourth scenario (full renewal) would maintain the status quo. Dealers preparing for July should tighten days-on-lot, maintain cash reserves, and track country-of-origin on inventory.

May 2026 Outlook

Three things to watch in May:

1. **Whether the spring lift firms up or fades.** March showed a modest seasonal positive in the Retention Index. April's weekly wholesale data suggests that lift is being offset by broader downward pressure. May will tell us whether the spring market is genuinely strong or whether 2026's seasonal pattern will be muted.
2. **Inventory absorption.** With supply up 31.6% from February, May's question is whether retail demand can absorb the rebound without further price compression. If days-on-lot extends across May, expect further wholesale weakness in June.
3. **Pre-CUSMA positioning.** Sophisticated dealers will start adjusting inventory mix, cash reserves, and pricing logic in May ahead of the July review. The wholesale market typically moves in anticipation of macro events — watch for early indicators in late May segment data.

Sources

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- **Canadian Black Book** — Used Vehicle Retention Index, March 2026
- **CARFAX Canada** — Q1 2026 Used Vehicle Market Insights Report (April 2026)
- **DesRosiers Automotive Consultants** — 2025 Average Transaction Price Report (April 2026)
- **Canadian Auto Dealer** — "Canadian used car prices dip as market softens" (April 30, 2026)

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- **Canadian Auto Dealer** — "Used vehicle prices stabilize as inventory rebounds: CARFAX" (April 2026)
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- **Canadian Auto Dealer** — "Vehicle prices dip after years of growth" (May 2026)
- **Auto Remarketing Canada** — "Full-size van values continue to tumble" (April 30, 2026)
- **Clutch** — Used Car Pricing Report, February 2026 (regional pricing data)
- **Autozen** — BC Tariff Concern Survey (April 2026)
- **TradeBasis** — Canadian Market Intelligence for Independent Dealers (tradebasis.ca)

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