

Pickles

MEDIA RELEASE

Damaged EVs draw strong buyer demand as repairable stock heats up

15 April 2026: Pickles' latest Quarterly Automotive Report has found that near-new damaged EVs are drawing intense buyer demand through the salvage market, with some repairable electric vehicles selling at prices not far off equivalent new-car levels.

The trend suggests repairable EVs are becoming a serious buying category in their own right, as more buyers look for lower-cost ways to access electric vehicle ownership while still benefiting from lower fuel and maintenance costs.

Nick Johnson, General Manager, Pickles Salvage, says the strength of demand reflects a market that is becoming broader, more confident and more commercially driven.

"We are seeing strong demand for repairable EVs, particularly where buyers can see a clear pathway to putting the vehicle back on the road," says Johnson.

"For many buyers, it is a lower-cost entry point into EV ownership and an opportunity to access the fuel and maintenance benefits that continue to drive broader market interest."

A late-March run of more than 30 near-new BYD vehicles listed through Pickles Adelaide provided a strong example. The vehicles, which had suffered external damage following a concrete spray incident, attracted substantial buyer attention ahead of sale, with over 9,000 watchlist adds and more than 41,000 listing views recorded across the campaign period. Buyer activity came from six states, reinforcing the depth of demand for repairable EV stock when the age, condition and price point align.

Final sale prices on the BYD vehicles showed just how competitive this segment has become. Pickles data shows that 30 of the 32 vehicles sold for between 77 and 88 percent of equivalent new-car pricing, with top results reaching \$40,600 against a recommended retail price of around \$46,990.

"The level of attention on the BYD vehicles showed how closely buyers are watching this category. When near-new EV stock comes to market with repair potential, buyers are prepared to move quickly," says Johnson.

Pickles said the growing interest in EVs across the used vehicle market is now flowing clearly into salvage, with repairable stock attracting especially strong competition. The range of EV brands entering the salvage channel is also expanding, with BYD, Polestar, MG, and LDV now appearing regularly, alongside newer entrants such as Geely, Xpeng, and Zeekr.

At the same time, stronger EV interest has not come at the expense of ICE vehicle demand in salvage. Average ICE sale prices remained at around \$4,000 in March, broadly in line with January and February, suggesting petrol and diesel salvage stock continues to perform where repair economics remain favourable.

Johnson says the result points to a salvage market that is becoming more diverse and more nuanced: “EV demand is rising, more brands are entering the channel, and repairable stock is attracting strong competition. At the same time, petrol and diesel demand remains resilient, which shows buyers are still making disciplined decisions based on value and repair economics.”

About the Pickles Quarterly Automotive Report – Issue 9

Issue 9 of the Pickles Quarterly Automotive Report draws on Pickles’ national sales data, buyer behaviour insights, and market observations to provide intelligence for buyers, sellers, fleet operators, and industry stakeholders.

This issue also explores:

- the March fuel shock that triggered a sharp rise in EV buyer activity and renewed focus on running costs
- why used EVs are becoming a stronger value play for private buyers, novated lease customers and fleets
- the repossession insight lenders should not ignore: earlier action is producing stronger outcomes
- why fuel volatility is bringing efficiency, replacement timing and asset suitability back into focus for transport operators
- how repairable EVs have emerged as a hot category in salvage, with strong competition for near-new damaged stock

Pickles’ Quarterly Automotive Report – Issue 9 is available to download at <https://www.pickles.com.au/qar/q1-2026-report>.

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ABOUT PICKLES

Pickles is Australia’s leading marketplace for used motor vehicles, industrial, mining, oil & gas, construction, salvage assets, and general goods, offering thousands of quality items across hundreds of monthly, online auctions. With more than 60 years’ experience selling on behalf of trusted vendors including government departments, major financial institutions, fleet, lease, and insurance companies, and major corporate businesses, Pickles offers customers value, flexibility, and convenience.

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