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Hybrids Surge, EV Prices Soften, Loan Rates Stay Elevated: Indy Auto Man Shares Used-Car Buying Guide

Indy Auto Man dealership advises Indiana buyers on which vehicles offer the most benefit in today's shifting market and why acting now matters.

INDIANAPOLIS, IN, UNITED STATES, August 12, 2026 /EINPresswire.com/ -- As the U.S. used-car market enters the second half of 2026, buyers face a landscape shaped by three converging forces: surging hybrid demand, a shifting electric-vehicle market, and auto loan rates that remain near multi-year highs. Indy Auto Man, a multi-brand used car dealership serving Indianapolis and central Indiana since 2008, released a market overview and buying guide to help shoppers navigate these conditions and identify which vehicles offer the strongest value on the secondary market.

> “Hybrids are the sweet spot for a lot of buyers right now. Hybrid car owners get meaningful fuel savings, especially in city driving, without worrying about access to a plug-in.”
>
> *Victor Figlin, GM for Indy Auto Man*

Used EVs: A Softening Market Creates Opportunity
After the federal EV tax credit expired at the end of Q3 2025, electric vehicle sales fell sharply from a record 10.6% market share to roughly 5.8% in both Q1 and Q2 2026. However, the decline is slowing - Q2 EV sales rose 14.7% from Q1, suggesting the market is finding a floor.
For used-car shoppers, that recalibration has opened up room to compare. Cox's EV Market Monitor showed used EV days' supply at 31 days, down 31.8% from year-ago levels, indicating tighter supply as value-focused customers move in. Indiana's current market presents a prime opportunity to negotiate favorable prices on used electric

vehicles.

Indy Auto Man car dealership, Indianapolis and Westfield

"Used EVs are one of the most overlooked autos in today's market," said Victor Figlin, GM at Indy Auto Man. "Prices have come down to an attractive level, and if a buyer has access to home charging or a predictable daily commute, a used Tesla, Hyundai Kona EV, or Nissan Leaf can deliver substantial fuel savings with a lower total cost of ownership than many people expect."

Hybrid Sales Surge - The Only Powertrain Category Growing
Used hybrid sales are up 34% year-to-date, according to Cox Automotive data, as buyers seek fuel savings without the charging infrastructure that EVs require. Unlike full electric vehicles, hybrids recharge their batteries through regenerative braking and the gas engine, meaning drivers get improved fuel economy with zero change to their daily routine - no home charger, no range anxiety, no new habits.

"Hybrids are the sweet spot for a lot of buyers right now," said Victor Figlin. "You get meaningful fuel savings, especially in city driving, without worrying about plug-in access. We are seeing strong interest in used Toyota RAV4 Hybrid, Ford Maverick Hybrid, and Honda CR-V Hybrid models - vehicles that combine proven reliability with lower ownership costs."

Auto Loan Rates Stay High - Lender Choice Matters
As of May 2026, the typical interest rate for a prime auto loan on a new car was 9.85%, while used-vehicle rates averaged 12.33% on the Dealertrack network. With rates holding high, the monthly payment on any vehicle is highly sensitive to both the interest rate and the amount financed.
That makes two things especially important: shopping the loan across multiple lenders, and using a trade-in to reduce the principal.

To keep monthly payments manageable, a growing share of buyers are stretching their loan terms to record short lengths. While longer terms can lower the monthly payment, they also mean more total interest paid over the life of the loan and a longer period before the buyer builds equity in the vehicle. That trade-off makes the interest rate itself even more consequential - a difference of even one percent compounds significantly over 72 or 84 months of credit.

What to Buy Now: Indy Auto Man's Recommendations
Based on current market conditions, Indy Auto Man highlights the following vehicle categories as offering the most benefit to used-car shoppers in Indiana:

-Used electric vehicles for commuters with home charging. With prices softened post-credit and supply tightening, buyers who can charge at home and have a predictable daily range stand to gain the most. Models like the Tesla Model Y and Model 3, Hyundai Kona EV, and Nissan Leaf offer strong fuel-cost savings.

- Used hybrids for fuel savings without charging requirements. Pre-owned hybrids from Toyota, Ford, Honda, and Hyundai offer strong fuel economy without the need for home charging or lifestyle changes. Models like the Toyota RAV4 Hybrid, Ford Maverick Hybrid, and Honda CR-V Hybrid offer proven long-term reliability and lower ownership costs.

- Well-maintained 5- to 8-year-old gas SUVs and sedans. With shortages or high prices for 2- to 4-year-old favorite models, well-maintained older cars with documented service histories may offer superior value. SUVs from Toyota, Honda, Ford, and Chevrolet are popular long-term ownership choices when mileage, service history, and condition are strong. These vehicles avoid the premium pricing of the scarce late-model segment while still delivering dependable performance.

Wholesale used-vehicle values are up 2.1% year-over-year, meaning car trade-in equity may be at a favorable point for many sellers.

About Indy Auto Man
Indy Auto Man is a multi-brand used car dealership with car lots in Indianapolis and Westfield. Serving central Indiana since 2008, the dealership offers hundreds of vehicles from 30+ brands, ranging from budget-friendly sedans to luxury SUVs, trucks, and electric vehicles. Every vehicle comes with a free CARFAX Vehicle History Report, a 7-day exchange guarantee, and a 30-day price match promise.

The dealer works with 25+ banks and credit unions to provide competitive financing for all credit profiles. A company goal is to supply Indiana’s residents with reliable used cars, genuine market statistics, actionable DIY guidance, and essential car safety tips. Indy Auto Man Blog has been named the number one auto industry blog in Indiana by Feedspot.com. The dealership has earned thousands of positive customer reviews across Indiana and is recognized as a leader in the Indiana secondary car market.

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