

THE AUSTRALIAN CAR MARKET

Watched in real time. Counted from what dealers publish.

Spotlot reads dealers' own websites every day and counts what is there: what arrives, what leaves, what is cut in price, across 149,984 cars under observation at the close of this month. Every figure in this document is read from advertisements, never modelled, and every one says what it counts.

WHAT IT READS

Dealers' own sites, under their robots rules, with an honest user agent. Every advertisement, on every day the site could be read.

HOW IT COUNTS

A car is counted once however many listings carried it. A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.

WHAT IT WITHHOLDS

A day that recorded nothing is a gap, named and never filled in. A figure the period cannot support is withheld, with the reason printed in its place.

THIS ISSUE

August 2026**13 September
2026**

issued, and archived as issued

—

no daily series in this
issue**149,984**cars under
observation at close

INSIDE

- At a glance
- 1** Against the period before
- 2** Day by day
- 3** What left the market
- 4** The yards that moved the most, by state
- 5** Repricing
- 6** Coverage and what is withheld
- 7** Method

Free. Funded by donations.

No advertising, no data sold. Quote anything here with attribution and the qualifier that came with it.

spotlot.io · taj@spotlot.io

build 1985c3d

AT A GLANCE

August 2026

What Spotlot observed of Australian dealers' public advertising, 1 Aug to 31 Aug. Compared with the previous calendar month: the previous calendar month recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

CARS THAT LEFT THE MARKET

28,716

over 31 days, one count per car, no listing of it still live · \$1.05B in final asking prices, a ceiling on the deals, never the deals

28,716 cars left the market over 31 days, at least 22,378 of them proved by the seller's own page. No comparison is drawn: the previous calendar month recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

PROVED SOLD

22,378

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

62,036

against 7,729 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

149,984

one per vehicle, on the last recorded day

MEDIAN USED ASK

—

written daily from 5 September 2026; not in this issue

DAYS TO SELL

35d

median days advertised at exit, 11,258 proved cars with a published age

DAYS RECORDED

—

this issue predates the daily series

IN BRIEF

The month in 1 sentence, each computed from the figures in the sections that follow and carrying its count or its basis. Nothing here is a forecast.

- 1 28,716 cars left the market over 31 days, at least 22,378 of them proved by the seller's own page. No comparison is drawn: the previous calendar month recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

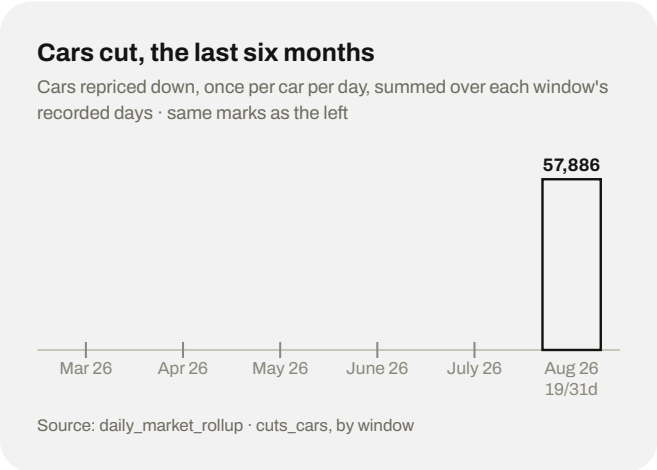
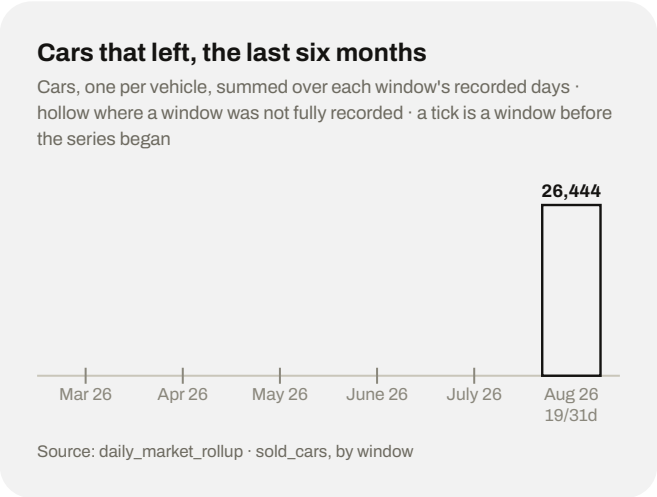
SECTION 1

Against the period before

This period against the previous calendar month (1 July to 31 July): the previous calendar month recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with. Flows are summed over each window's recorded days and levels are read on its last recorded day. A window is never filled in, and a comparison the windows cannot bear is left blank with the reason.

MEASURE	THIS PERIOD	PRIOR	CHANGE	PER RECORDED DAY, NOW VS PRIOR
Cars that left the market · cars, one per vehicle	26,444	—	—	—
Of them, proved by the seller's page · cars	21,548	—	—	—
Cars with a price cut · cars, once per car per day	57,886	—	—	—
Cars with a price rise · cars, once per car per day	7,296	—	—	—
Cars live at close · cars on the last recorded day	149,984	—	—	—
Median used asking price at close · one price per car, bases mixed	—	—	—	—
Median days advertised at exit · proved exits with a published age, 11,258 and 0 cars	35d	—	—	—

Cars that left the market, Of them, proved by the seller's page, Cars with a price cut, Cars with a price rise, Cars live at close, Median days advertised at exit: the previous calendar month recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with. Median used asking price at close: the national median ask has been written daily since 2026-09-05; neither window has one.



SECTION 2

Day by day

The day-by-day series: withheld. This report was issued before the daily series existed, and an issued report is never rewritten.

SECTION 3

What left the market

28,716 cars left the market over the period, \$1.05B in final asking prices, at least 22,378 of them carrying the seller's own proof of sale — one count per physical car in the week of its final exit, no listing of it still live; value is each car's final ask, once.

The models that left the market most

Cars, one per vehicle, over the period · the bar is each model's share of the leader

Ford Ranger	1,276 cars
Mazda CX-5	748 cars
Toyota Hilux	685 cars
Toyota RAV4	657 cars
Hyundai Tucson	637 cars

Source: sold_car_fact joined to the taxonomy

SECTION 4

The yards that moved the most, by state

The ten yards in each state with the most cars that left the market over the period: one per vehicle, no listing of it still live; the yard is the site the car was advertised on. A yard needs 3 to be listed, because one car is not a rank. Beside each yard: how many of its cars carried the seller's own proof of sale, a SOLD notice or the page withdrawn, and the median days those had been advertised. A yard whose site never marks a car sold shows its exits with no proof, which is a fact about the site, not the yard. States are ordered by their total; the bar is each yard's share of the state's leader.

VIC: Booran Motors moved 795

6,345 cars left the market in the state over the month, across 182 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	795 proved · 23d	795
Patterson Cheney Group	783 proved	783
Tony White Group	767 proved · 39d	767
Melbourne City Toyota	173 proved · 38d	173
Country Cars	169 proved · 44d	169
Werribee Automotive Group	131 proved · 25d	131
Berwick Toyota	125 proved · 34d	125
Werribee Hyundai	123 proved · 48d	123
Barry Bourke	122 proved · 47d	122
Werribee Kia	109 proved · 43d	109

Source: sold_car_fact, by source · proof is exit_basis marker or gone

QLD: Brisbane Cars moved 1,186

5,995 cars left the market in the state over the month, across 133 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	1,186 proved · 30d	1,186
Autopact	0 proved	642
Tony White Group	278 proved · 27d	278
Country Cars	234 proved · 30d	234
Westpoint Autos	234 proved · 28d	234
Frizelle Sunshine Automotive	229 proved · 44d	229
Llewellyn Motors	0 proved	209
Keema Cars	197 proved · 46d	197
Pacific Toyota	195 proved · 28d	195
Motorama	159 proved · 55d	159

Source: sold_car_fact, by source · proof is exit_basis marker or gone

NSW: Tony White Group moved 851

5,214 cars left the market in the state over the month, across 177 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	851 proved · 30d	851
Country Cars	476 proved · 35d	476
Macarthur Automotive	373 proved · 36d	373
Trivett	0 proved	281
Australian Automotive Group	0 proved	254
Tweed Cars	196 proved · 15d	196
Tynan Motors	162 proved · 60d	162
Stewart Toyota	104 proved · 22d	104
Ryde Kia	103 proved · 26d	103
Ryde Nissan	95 proved · 20d	95

Source: sold_car_fact, by source · proof is exit_basis marker or gone

WA: John Hughes moved 1,046

4,574 cars left the market in the state over the month, across 76 yards
· the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	1,046 proved · 51d	1,046
Westside Auto Wholesale	0 proved	606
Regent	597 proved · 26d	597
Motormall WA (Wangara)	230 proved · 35d	230
Osborne Park Kia	0 proved	224
Gardner Autos	172 proved · 44d	172
Car Giant WA	157 proved	157
Cannington Mazda	134 proved · 14d	134
Melvilletoyota	133 proved · 32d	133
Zai Motors	125 proved	125

Source: sold_car_fact, by source · proof is exit_basis marker or gone

SA: Maughan Thiem moved 314

1,388 cars left the market in the state over the month, across 45 yards · the 10 with most · beside each, its proved sales and their median days advertised

Maughan Thiem	314 proved · 40d	314
Adelaide Vehicle Centre	203 proved · 22d	203
Jarvis Ford	0 proved	111
BDK Automotive	103 proved	103
Wayne Phillis Automotive	88 proved · 32d	88
Duttons	50 proved · 55d	50
Formula Cars	49 proved · 15d	49
Carlin & Gazzard (Cargaz)	0 proved	45
Southern Mitsubishi	39 proved · 12d	39
Select Autos SA	32 proved	32

Source: sold_car_fact, by source · proof is exit_basis marker or gone

TAS: Jackson Motor Company moved 304

860 cars left the market in the state over the month, across 29 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	304 proved · 35d	304
Tony White Group	214 proved · 28d	214
Buckby Motors	0 proved	42
Buckbyram	0 proved	42
Tilford Auto Group	30 proved · 69d	30
Jackson Kia	29 proved · 60d	29
Devonport Burnie Volkswagen	24 proved · 30d	24
Launceston Mitsubishi	22 proved · 41d	22
Launceston Toyota	19 proved · 35d	19
Subaru Hobart	18 proved · 19d	18

Source: sold_car_fact, by source · proof is exit_basis marker or gone

NT: Kerry's Automotive Group moved 44

99 cars left the market in the state over the month, across 7 yards · the 6 with most · beside each, its proved sales and their median days advertised

Kerry's Automotive Group	0 proved	44
Hidden Valley Ford	21 proved · 15d	21
Subaru Darwin	12 proved · 42d	12
Kerry Nissan	0 proved	12
Alice Springs Toyota	6 proved	6
Kerry's Used Cars (Darwin)	0 proved	3

Source: sold_car_fact, by source · proof is exit_basis marker or gone

ACT: Canberra BMW moved 5

9 cars left the market in the state over the month, across 3 yards · the 2 with most · beside each, its proved sales and their median days advertised

Canberra BMW	0 proved	5
Goulburn Suzuki	0 proved	3

Source: sold_car_fact, by source · proof is exit_basis marker or gone

SECTION 5

Repricing

62,036 price cuts against 7,729 rises, one count per car per day, however many syndicated copies repeat it; grows as coverage finds more cars; the median cut was \$1,000.

The models repriced most often

Cuts counted once per car per day · the median cut in dollars where one is stated · the bar is each model's share of the most-cut

Ford Ranger median cut \$1,000	2,886 cuts
Toyota RAV4 median cut \$900	1,497 cuts
Toyota Hilux median cut \$1,000	1,453 cuts
Ford Everest median cut \$1,000	1,430 cuts
Mitsubishi Outlander median cut \$1,000	1,427 cuts

Source: listing_event, price changes the dealer made

SECTION 6

Coverage and what is withheld

Listings monitored by Spotlot, which grows with coverage; not a count of the Australian market. Listings monitored ran from 49,673 to 221,797 over the period, 149,984 vehicles at its close; observed 11 Aug to 31 Aug, 19 days.

new_to_market: withheld. first seen during a coverage ramp is discovery, not listing; withheld until coverage stabilises

median_ask_movement: withheld. a median over a sample whose size moves with coverage measures composition; withheld until a week's n holds still

SECTION 7

Method

Spotlot crawls dealers' own websites under their robots rules, with an honest user agent, and records what it sees. An observation is one read of one advertisement; a listing is one advertisement; a car is one vehicle however many listings carried it. An exit is a listing that stopped appearing on a page we could still read; a sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which. Nothing is inferred from absence alone. Prices are asking prices as advertised, in the basis the dealer chose. A day the daily roll-up did not run is a gap: it is named, and no line is drawn across it. A comparison with the period before is made over each window's recorded days, per recorded day when the counts differ, and never across a window that recorded nothing.

Issued once and archived as issued. A correction, should one be needed, is appended as a dated note in the next issue; this document does not change. Definitions, the open-defects list and the data-quality register are at spotlot.io/method. Licence and contact: spotlot.io/method.



Spotlot is free, carries no advertising and sells no data.

spotlot.io · taj@spotlot.io