

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 120,262 cars under observation at the close of this week. 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

10 August to 16 August 2026**13 September 2026**

issued, and archived as issued

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no daily series in this issue

120,262

cars under observation at close

INSIDE

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AT A GLANCE

10 August to 16 August 2026

What Spotlot observed of Australian dealers' public advertising, 10 Aug to 16 Aug. Compared with the 7 days before: the 7 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

CARS THAT LEFT THE MARKET

6,693

over 7 days, one count per car, no listing of it still live · \$180.44M in final asking prices, a ceiling on the deals, never the deals

6,693 cars left the market over 7 days, at least 5,791 of them proved by the seller's own page. No comparison is drawn: the 7 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

PROVED SOLD

5,791

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

9,667

against 1,366 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

120,262

one per vehicle, on the last recorded day

MEDIAN USED ASK

—

written daily from 5 September 2026; not in this issue

DAYS TO SELL

37d

median days advertised at exit, 2,173 proved cars with a published age

DAYS RECORDED

—

this issue predates the daily series

IN BRIEF

The week 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 6,693 cars left the market over 7 days, at least 5,791 of them proved by the seller's own page. No comparison is drawn: the 7 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

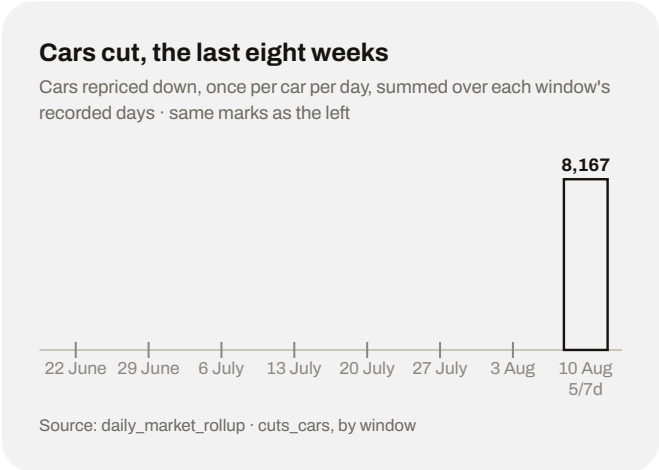
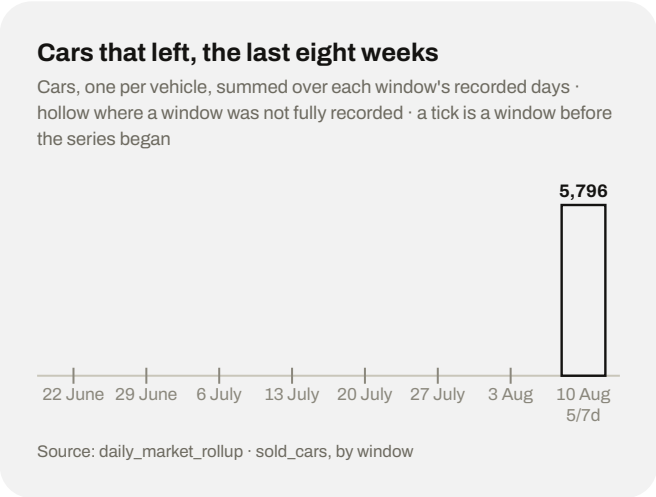
SECTION 1

Against the period before

This period against the 7 days before (3 Aug to 9 Aug): the 7 days before 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	THE 7 DAYS BEFORE	CHANGE	PER RECORDED DAY, NOW VS PRIOR
Cars that left the market · cars, one per vehicle	5,796	—	—	—
Of them, proved by the seller's page · cars	5,455	—	—	—
Cars with a price cut · cars, once per car per day	8,167	—	—	—
Cars with a price rise · cars, once per car per day	1,145	—	—	—
Cars live at close · cars on the last recorded day	120,262	—	—	—
Median used asking price at close · one price per car, bases mixed	—	—	—	—
Median days advertised at exit · proved exits with a published age, 2,173 and 0 cars	37d	—	—	—

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 7 days before 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

6,693 cars left the market over the period, \$180.44M in final asking prices, at least 5,791 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	308 cars
Mazda CX-5	207 cars
Toyota Hilux	165 cars
Toyota RAV4	157 cars
Ford Everest	151 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: Patterson Cheney Group moved 578

1,855 cars left the market in the state over the week, across 110 yards · the 10 with most · beside each, its proved sales and their median days advertised

Patterson Cheney Group	578 proved	578
Booran Motors	171 proved · 23d	171
Bendigo Mazda	79 proved	79
Tony White Group	77 proved · 37d	77
Berwick Toyota	69 proved	69
Barry Bourke	56 proved · 37d	56
Melbourne City Toyota	47 proved · 43d	47
Country Cars	44 proved · 44d	44
Trade Prestige	42 proved	42
Werribee Kia	31 proved · 51d	31

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

QLD: Brisbane Cars moved 159

1,249 cars left the market in the state over the week, across 92 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	159 proved · 37d	159
Llewellyn Motors	0 proved	86
Westpoint Autos	72 proved · 21d	72
Pacific Toyota	67 proved · 32d	67
Frizelle Sunshine Automotive	64 proved · 35d	64
Country Cars	56 proved · 37d	56
Motorama	54 proved · 64d	54
Keema Cars	48 proved · 38d	48
Trinity Auto Group	42 proved · 26d	42
Q Automotive	32 proved · 42d	32

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

NSW: Country Cars moved 91

1,133 cars left the market in the state over the week, across 115 yards · the 10 with most · beside each, its proved sales and their median days advertised

Country Cars	91 proved · 42d	91
Tony White Group	81 proved · 38d	81
Klosters Motor Group	65 proved · 34d	65
Xtreme Car Sales	64 proved	64
Macarthur Automotive	61 proved · 23d	61
Australian Automotive Group	0 proved	51
Ryde Kia	44 proved · 11d	44
Tweed Cars	40 proved · 19d	40
Stewart Toyota	36 proved · 22d	36
Tynan Motors	36 proved · 63d	36

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

WA: John Hughes moved 241

1,074 cars left the market in the state over the week, across 49 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	241 proved · 56d	241
Regent	158 proved · 30d	158
Zai Motors	107 proved	107
Cannington Mazda	69 proved	69
Motormall WA (Wangara)	63 proved · 39d	63
Westside Auto Wholesale	0 proved	59
Melvilletoyota	44 proved	44
Carwow WA	42 proved · 42d	42
Gardner Autos	38 proved · 46d	38
Shacks Motor Group	37 proved · 44d	37

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

SA: BDK Automotive moved 91

390 cars left the market in the state over the week, across 30 yards · the 10 with most · beside each, its proved sales and their median days advertised

BDK Automotive	91 proved	91
Maughan Thiem	77 proved · 38d	77
Adelaide Vehicle Centre	50 proved · 24d	50
Select Autos SA	30 proved	30
Wayne Phillis Automotive	24 proved · 39d	24
Duttons	17 proved · 58d	17
Formula Cars	17 proved · 10d	17
Carlin & Gazzard (Cargaz)	0 proved	13
Maughan Thiem Kia	9 proved	9
Southern Mitsubishi	9 proved · 9d	9

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

TAS: Jackson Motor Company moved 75

173 cars left the market in the state over the week, across 19 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	75 proved · 45d	75
Tony White Group	21 proved · 60d	21
Jackson Kia	10 proved · 60d	10
Subaru Hobart	10 proved · 40d	10
Devonport Burnie Volkswagen	9 proved · 20d	9
Launceston Toyota	8 proved · 31d	8
Tilford Auto Group	7 proved · 14d	7
TWG Cars	7 proved · 16d	7
Hobart Skoda	5 proved	5
Launceston Mazda	5 proved · 14d	5

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

NT: Kerry's Automotive Group moved 15

29 cars left the market in the state over the week, across 6 yards · the 4 with most · beside each, its proved sales and their median days advertised

Kerry's Automotive Group	0 proved	15
Hidden Valley Ford	4 proved	4
Subaru Darwin	4 proved · 29d	4
Alice Springs Toyota	3 proved	3

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

SECTION 5

Repricing

9,667 price cuts against 1,366 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	547 cuts
Toyota Hilux	median cut \$1,000	286 cuts
Toyota RAV4	median cut \$998	268 cuts
Nissan X-trail	median cut \$1,000	241 cuts
Ford Everest	median cut \$1,000	238 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 189,305 over the period, 120,262 vehicles at its close; observed 11 Aug to 16 Aug, 5 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.

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