

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 150,480 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

24 August to 30 August 2026**13 September 2026**

issued, and archived as issued

—

no daily series in this issue

150,480

cars under observation at close

INSIDE

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AT A GLANCE

24 August to 30 August 2026

What Spotlot observed of Australian dealers' public advertising, 24 Aug to 30 Aug. Compared with the 7 days before: 7 of 7 days recorded this period against 6 of 7 before, so flows are compared per recorded day.

CARS THAT LEFT THE MARKET

10,723

up 0.9% (+13) per recorded day on the 7 days before

over 7 days, one count per car, no listing of it still live · \$423.15M in final asking prices, a ceiling on the deals, never the deals

Exits ran at 1,462 cars a day over 7 recorded days, up 0.9% on the 7 days before (1,449 a day over 6 recorded); at least 7,683 of the week's 10,723 carry the seller's own proof of sale.

PROVED SOLD

7,683

down 6.6% (-78) per recorded day on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

23,970

down 10.6% (-406) per recorded day on the 7 days before

against 3,095 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

150,480

down 1.6% (-2,474) on the 7 days before

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

up 2.9% (+1d) on the 7 days before

median days advertised at exit, 4,293 proved cars with a published age

DAYS RECORDED

—

this issue predates the daily series

IN BRIEF

The week in 5 sentences, each computed from the figures in the sections that follow and carrying its count or its basis. Nothing here is a forecast.

- 1 Exits ran at 1,462 cars a day over 7 recorded days, up 0.9% on the 7 days before (1,449 a day over 6 recorded); at least 7,683 of the week's 10,723 carry the seller's own proof of sale.
- 2 Dealers cut 23,970 cars' prices against 3,095 rises: 2.28 cuts a day per 100 cars live, down 9.1% on the 7 days before; the median cut was \$1,000.
- 3 ACT's median used ask moved most, down 3.8% to \$22,990 over 1,512 cars; VIC, SA, TAS, NT held within half a percent.
- 4 Ford Ranger led the market out with 1,207 proved exits, down 11.0% per recorded day; GWM Haval Jolion rose fastest among the twelve, up 22.1% per recorded day.
- 5 Electric cars' median used ask closed at \$42,990 over 3,740 cars, down 2.3% (-\$1,000); their proved exits up 1.4% per recorded day.

SECTION 1

Against the period before

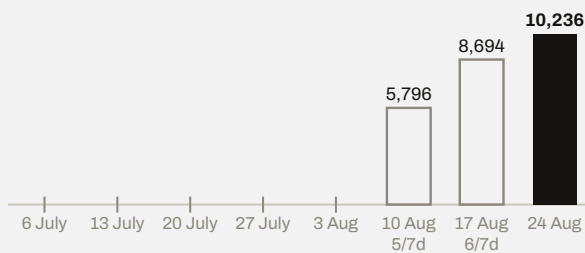
This period against the 7 days before (17 Aug to 23 Aug): 7 of 7 days recorded this period against 6 of 7 before, so flows are compared per recorded day. Flows are summed over each window's recorded days and levels are read on its last recorded day. A window is never filled in, and a comparison the windows 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	10,236	8,694	up 17.7% (+1,542)	1,462 vs 1,449, up 0.9%
Of them, proved by the seller's page · cars	7,700	7,068	up 8.9% (+632)	1,100 vs 1,178, down 6.6%
Cars with a price cut · cars, once per car per day	23,970	22,979	up 4.3% (+991)	3,424 vs 3,830, down 10.6%
Cars with a price rise · cars, once per car per day	3,095	2,543	up 21.7% (+552)	442 vs 424, up 4.3%
Cars live at close · cars on the last recorded day	150,480	152,954	down 1.6% (-2,474)	—
Median used asking price at close · one price per car, bases mixed	—	—	—	—
Median days advertised at exit · proved exits with a published age, 4,293 and 4,146 cars	35d	34d	up 2.9% (+1d)	—

Median used asking price at close: the national median ask has been written daily since 2026-09-05; neither window has one.

Cars that left, the last eight weeks

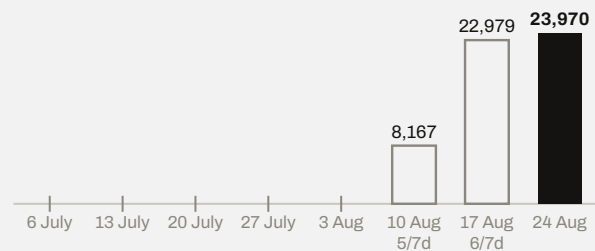
Cars, one per vehicle, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



Source: daily_market_rollup · sold_cars, by window

Cars cut, the last eight weeks

Cars repriced down, once per car per day, summed over each window's recorded days · same marks as the left



Source: daily_market_rollup · cuts_cars, by window

WHAT IT MEANS

Per recorded day against the 7 days before: exits up 0.9%, proved exits down 6.6%, cuts down 10.6%, rises up 4.3%; cars live at close down 1.6%; median days to sell up 2.9%.

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

10,723 cars left the market over the period, \$423.15M in final asking prices, at least 7,683 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	495 cars
Hyundai Tucson	248 cars
Toyota RAV4	240 cars
Toyota Hilux	239 cars
Ford Everest	237 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.

QLD: Brisbane Cars moved 470

2,261 cars left the market in the state over the week, across 122 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	470 proved · 30d	470
Autopact	0 proved	314
Tony White Group	122 proved · 26d	122
Frizelle Sunshine Automotive	78 proved · 55d	78
Country Cars	76 proved · 31d	76
Keema Cars	73 proved · 55d	73
Westpoint Autos	69 proved · 28d	69
Pacific Toyota	68 proved · 21d	68
Motorama	44 proved · 22d	44
Q Automotive	36 proved · 46d	36

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

VIC: Tony White Group moved 300

2,108 cars left the market in the state over the week, across 165 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	300 proved · 34d	300
Booran Motors	296 proved · 22d	296
Patterson Cheney Group	89 proved	89
Werribee Automotive Group	58 proved · 19d	58
Melbourne City Toyota	54 proved · 34d	54
Country Cars	50 proved · 54d	50
Werribee Kia	36 proved · 27d	36
Gippsland Motor Group	33 proved · 112d	33
Barry Bourke	32 proved · 63d	32
Berwick Toyota	32 proved · 32d	32

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

NSW: Tony White Group moved 325

1,884 cars left the market in the state over the week, across 152 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	325 proved · 28d	325
Country Cars	172 proved · 32d	172
Macarthur Automotive	146 proved · 39d	146
Trivett	0 proved	114
Australian Automotive Group	0 proved	89
Tweed Cars	74 proved · 15d	74
Tynan Motors	72 proved · 47d	72
Ryde Mazda	32 proved · 67d	32
Ryde Nissan	32 proved · 23d	32
Ryde Kia	31 proved · 44d	31

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

WA: John Hughes moved 371

1,610 cars left the market in the state over the week, across 67 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	371 proved · 52d	371
Westside Auto Wholesale	0 proved	238
Regent	213 proved · 25d	213
Osborne Park Kia	0 proved	106
Motormall WA (Wangara)	83 proved · 34d	83
Gardner Autos	70 proved · 40d	70
Car Giant WA	54 proved	54
Melvilletoyota	48 proved · 32d	48
Perth City Auto Group	33 proved · 38d	33
Cannington Mazda	26 proved · 16d	26

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

SA: Maughan Thiem moved 68

426 cars left the market in the state over the week, across 42 yards · the 10 with most · beside each, its proved sales and their median days advertised

Maughan Thiem	68 proved · 40d	68
Adelaide Vehicle Centre	64 proved · 24d	64
Jarvis Ford	0 proved	51
Wayne Phillis Automotive	23 proved · 23d	23
Duttons	21 proved · 76d	21
Carlin & Gazzard (Cargaz)	0 proved	21
Formula Cars	18 proved · 18d	18
Adelaide City Kia	0 proved	15
Adelaide Chery	0 proved	12
Murraylands Mazda	11 proved · 16d	11

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

TAS: Jackson Motor Company moved 103

312 cars left the market in the state over the week, across 25 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	103 proved · 34d	103
Tony White Group	87 proved · 26d	87
Buckby Motors	0 proved	24
Cheapcarstas	0 proved	16
Buckbyram	0 proved	10
Launceston Mitsubishi	9 proved · 32d	9
Jackson Kia	7 proved · 72d	7
Tilford Auto Group	7 proved · 83d	7
Cheryhobart	5 proved · 33d	5
Hobart Skoda	5 proved · 108d	5

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

NT: Hidden Valley Ford moved 12

32 cars left the market in the state over the week, across 6 yards · the 2 with most · beside each, its proved sales and their median days advertised

Hidden Valley Ford	12 proved · 26d	12
Kerry's Automotive Group	0 proved	12

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

ACT: Canberra BMW moved 5

7 cars left the market in the state over the week, across 2 yards · the 1 with most · beside each, its proved sales and their median days advertised

Canberra BMW	0 proved	5
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Source: sold_car_fact, by source · proof is exit_basis marker or gone

SECTION 5

Repricing

23,970 price cuts against 3,095 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. That is 2.28 cuts a day per 100 cars live, against 2.50 in the 7 days before: the rate at which dealers are moving prices down, independent of how many cars we watch.

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	1,080 cuts
Toyota RAV4	median cut \$802	551 cuts
Ford Everest	median cut \$1,000	549 cuts
Toyota Hilux	median cut \$1,000	542 cuts
Mitsubishi Outlander	median cut \$1,000	528 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 224,545 to 222,185 over the period, 150,480 vehicles at its close; observed 24 Aug to 30 Aug, 7 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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