

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 157,592 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

September 2026

1 October 2026

issued, and archived as issued

28 of 30days recorded, 2
absent and named**157,592**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** Prices
- 6** Repricing
- 7** By state
- 8** Electric share by state
- 9** Days to sell
- 10** Coverage and what is withheld
- 11** Method

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build b53907c

AT A GLANCE

September 2026

What Spotlot observed of Australian dealers' public advertising, 1 Sept to 30 Sept. Compared with the previous calendar month: 28 of 30 days recorded this period against 19 of 31 before, so flows are compared per recorded day.

CARS THAT LEFT THE MARKET

48,168

down 24.3% (-339) per recorded day on the previous calendar month
over 30 days, one count per car, no listing of it still live · \$1.82B in final asking prices, a ceiling on the deals, never the deals

Exits ran at 1,053 cars a day over 28 recorded days, down 24.3% on the previous calendar month (1,392 a day over 19 recorded); at least 23,708 of the month's 48,168 carry the seller's own proof of sale.

PROVED SOLD

23,708

down 25.3% (-287) per recorded day on the previous calendar month
carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

101,273

down 19.2% (-586) per recorded day on the previous calendar month
against 13,250 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

157,592

up 5.1% (+7,608) on the previous calendar month
one per vehicle, on the last recorded day

MEDIAN USED ASK

\$27,990

over 99,309 cars at close, bases mixed as advertised

DAYS TO SELL

33d

down 5.7% (-2d) on the previous calendar month
median days advertised at exit, 19,809 proved cars with a published age

DAYS RECORDED

28 of 30

3 Sept, 12 Sept absent, never filled in

IN BRIEF

The month in 6 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 1,053 cars a day over 28 recorded days, down 24.3% on the previous calendar month (1,392 a day over 19 recorded); at least 23,708 of the month's 48,168 carry the seller's own proof of sale.
- 2 Dealers cut 68,897 cars' prices against 10,236 rises: 1.56 cuts a day per 100 cars live, down 23.1% on the previous calendar month; the median cut was \$1,000.
- 3 ACT's median used ask moved most, up 8.5% to \$24,950 over 1,837 cars; QLD, NT held within half a percent.
- 4 Ford Ranger led the market out with 5,212 proved exits, up 15.0% per recorded day; Hyundai i30 rose fastest among the twelve, up 20.9% per recorded day.
- 5 Electric cars' median used ask closed at \$42,990 over 3,870 cars, unchanged; their proved exits down 15.7% per recorded day.
- 6 The cars that sold had been advertised a median 33 days, over 19,809 proved exits with a published age, against 35 in the previous calendar month (11,034 cars).

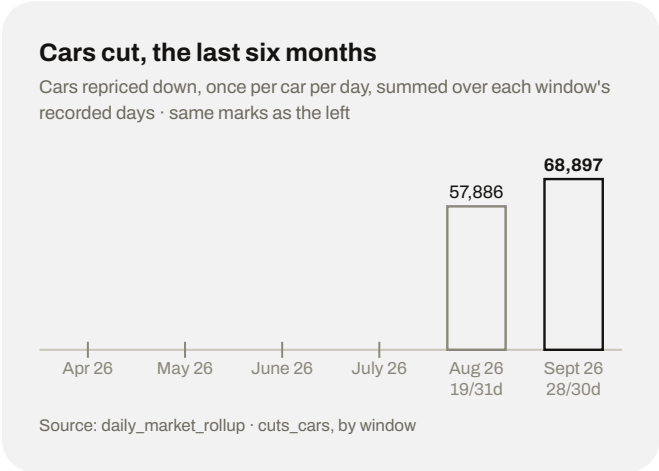
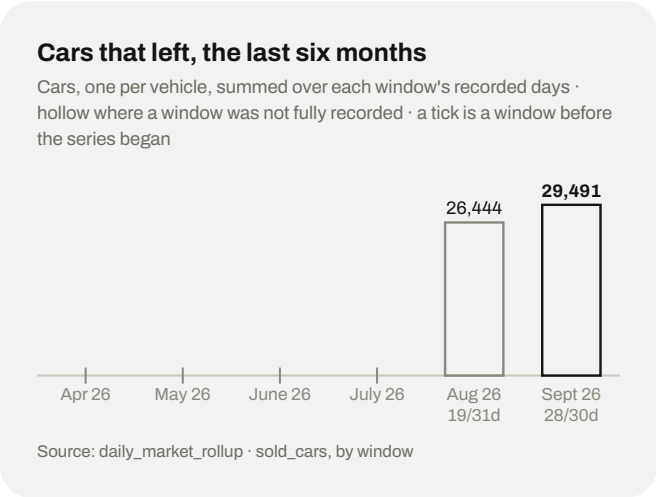
SECTION 1

Against the period before

This period against the previous calendar month (1 Aug to 31 Aug): 28 of 30 days recorded this period against 19 of 31 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	PRIOR	CHANGE PER RECORDED DAY, NOW VS PRIOR	
Cars that left the market · cars, one per vehicle	29,491	26,444	up 11.5% (+3,047)	1,053 vs 1,392, down 24.3%
Of them, proved by the seller's page · cars	23,708	21,548	up 10.0% (+2,160)	847 vs 1,134, down 25.3%
Cars with a price cut · cars, once per car per day	68,897	57,886	up 19.0% (+11,011)	2,461 vs 3,047, down 19.2%
Cars with a price rise · cars, once per car per day	10,236	7,296	up 40.3% (+2,940)	366 vs 384, down 4.8%
Cars live at close · cars on the last recorded day	157,592	149,984	up 5.1% (+7,608)	—
Median used asking price at close · one price per car, bases mixed	\$27,990	—	—	—
Median days advertised at exit · proved exits with a published age, 19,809 and 11,034 cars	33d	35d	down 5.7% (−2d)	—

Median used asking price at close: written daily since 2026-09-05; only one window has it.



WHAT IT MEANS

Per recorded day against the previous calendar month: exits down 24.3%, proved exits down 25.3%, cuts down 19.2%, rises down 4.8%; cars live at close up 5.1%; median days to sell down 5.7%.

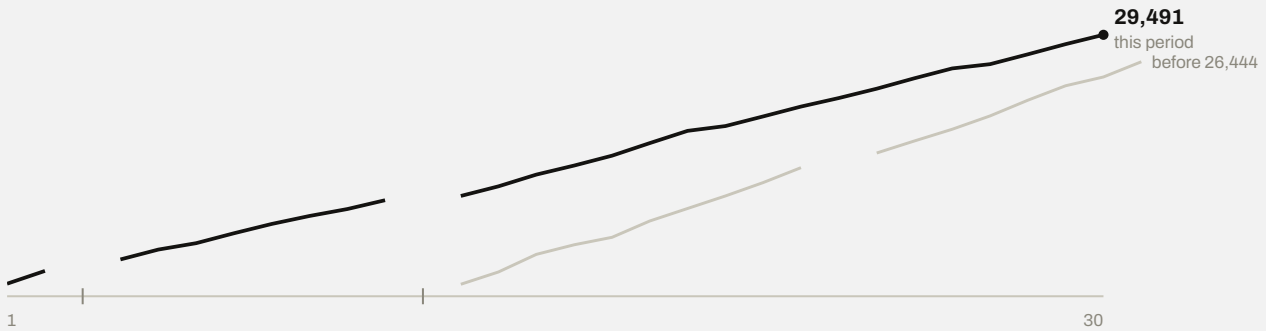
SECTION 2

Day by day

28 of 30 days recorded. 2 days recorded nothing and are absent, never interpolated: 3 Sept, 12 Sept.

Exits ran down 24.3% per recorded day against the previous calendar month

Running total of cars that left the market, day by day · black is this period, grey is the previous calendar month laid on the same days · a line stops where a day was not recorded

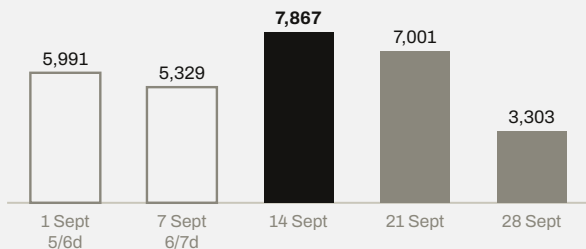


Read the gap between the lines with the recorded-day counts in mind: 28 of 30 days recorded this period against 19 of 31 before, so flows are compared per recorded day.

Source: daily_market_rollup · sold_cars, this window and the one before

The week of 14 Sept saw the most cars leave, 7,867

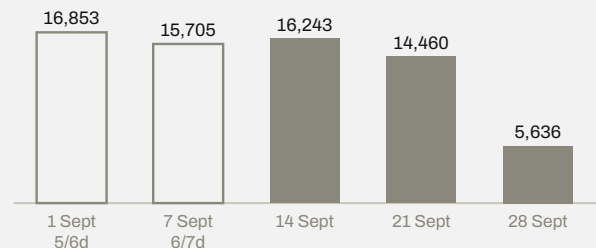
Cars, one per vehicle, summed by UTC week from Monday · the first and last weeks hold only the days inside the period · hollow where a week was not fully recorded



Source: daily_market_rollup · sold_cars, by week

The month week by week: cars cut

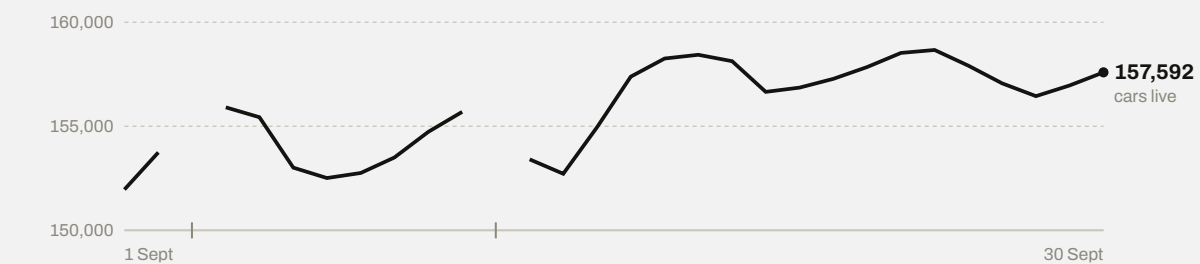
Cars repriced down, once per car per day, summed by UTC week · same marks as the left



Source: daily_market_rollup · cut_cars, by week

Cars live each day, one per vehicle

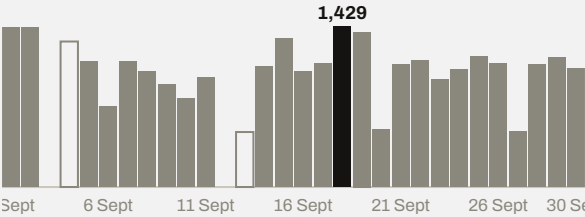
Cars, at each day's recording · 1 Sept to 30 Sept · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

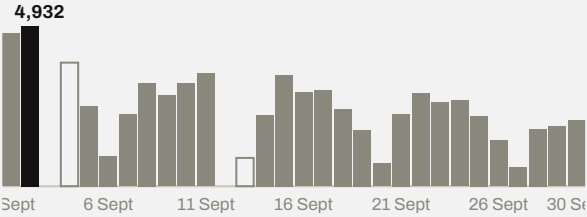
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



Source: daily_market_rollup · sold_cars

Cars with a price cut, by day

Cars, once per car per day · rises are in the table



Source: daily_market_rollup · cut_cars

DAY	LISTINGS LIVE	CARS LIVE	EXITS (ADVERTS)	CARS OUT	PROVED	VALUE AT ASK	CUT	RISE
1 Sept	224,506	151,956	3,234	1,427	1,220	\$119.96M	4,707	837
2 Sept	227,302	153,740	3,200	1,426	1,268	\$122.98M	4,932	864
4 Sept	231,109	155,909	4,247	1,299	955	\$161.96M	3,809	477
5 Sept	229,454	155,436	4,768	1,117	885	\$187.35M	2,477	345
6 Sept	226,406	153,007	1,819	722	410	\$71.73M	928	118
7 Sept	225,678	152,511	3,886	1,124	963	\$147.56M	2,214	392
8 Sept	225,956	152,759	3,369	1,034	830	\$128.38M	3,182	496
9 Sept	227,379	153,496	3,179	915	876	\$121.25M	2,795	528
10 Sept	228,768	154,726	3,468	788	556	\$138.07M	3,166	311
11 Sept	230,416	155,695	2,882	977	815	\$106.49M	3,475	837
13 Sept	224,640	153,404	1,542	491	285	\$60.87M	873	106
14 Sept	223,557	152,714	6,342	1,080	839	\$200.12M	2,188	303
15 Sept	231,505	154,956	3,586	1,326	1,055	\$127.63M	3,422	485
16 Sept	236,028	157,388	3,620	1,029	983	\$139.75M	2,882	513
17 Sept	237,450	158,254	3,908	1,103	828	\$143.05M	2,947	444
18 Sept	237,929	158,440	4,113	1,429	1,237	\$151.52M	2,375	401
19 Sept	236,311	158,132	4,858	1,384	1,135	\$178.41M	1,727	153
20 Sept	234,321	156,655	1,394	516	319	\$56.98M	702	66
21 Sept	234,311	156,859	4,043	1,094	864	\$144.56M	2,221	291
22 Sept	235,089	157,288	3,791	1,130	836	\$138.72M	2,857	356
23 Sept	236,082	157,848	3,528	959	890	\$131.03M	2,584	335
24 Sept	236,649	158,523	4,072	1,047	790	\$146.07M	2,638	250
25 Sept	236,818	158,661	4,015	1,169	956	\$151.59M	2,157	227
26 Sept	235,045	157,908	3,866	1,107	923	\$143.70M	1,416	135
27 Sept	233,550	157,067	1,495	495	293	\$61.10M	587	52
28 Sept	232,653	156,453	3,699	1,092	814	\$135.24M	1,763	298
29 Sept	233,071	156,964	3,655	1,156	901	\$132.79M	1,848	201
30 Sept	233,979	157,592	3,718	1,055	982	\$135.78M	2,025	415

Exits are advertisements and cars out are vehicles; they differ by about half again, and a column that picked one silently would be the commonest mistake in this data. Cut and rise are cars where the day recorded them, else events.

SECTION 3

What left the market

48,168 cars left the market over the period, \$1.82B in final asking prices, at least 23,708 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.

Ford Ranger led the market out, 5,212 proved exits, up 15.0% per recorded day

Cars whose exit the seller's own page proved, summed over the period's recorded days · the twelve models with most · the bar is each model's share of the leader

Ford Ranger +15.0% a day on the previous calendar month	5,212
Ford Everest +8.0% a day on the previous calendar month	2,376
Toyota Hilux +13.7% a day on the previous calendar month	2,369
Toyota RAV4 +5.1% a day on the previous calendar month	2,312
Hyundai Tucson +5.0% a day on the previous calendar month	2,220
Mitsubishi Outlander +8.1% a day on the previous calendar month	1,892
Hyundai i30 +20.9% a day on the previous calendar month	1,884
Mitsubishi Triton +19.3% a day on the previous calendar month	1,816
Nissan X-trail -3.6% a day on the previous calendar month	1,812
Hyundai Kona +15.0% a day on the previous calendar month	1,795
GWM Haval Jolion +3.8% a day on the previous calendar month	1,739
Mazda CX-5 -18.1% a day on the previous calendar month	1,728

Among the twelve, Hyundai i30 rose fastest (up 20.9% per recorded day) and Mazda CX-5 rose least (down 18.1% per recorded day) against the previous calendar month.

Source: daily_model_rollup · confirmed_exits

The same models: what stood, what it asked, how long it had been advertised

Proved exits this period and in the previous calendar month, change per recorded day; listings live and the median used ask on the last recorded day; median days advertised of the live stock; cuts over the period, once per car per day

MODEL	EXITS	PRIOR	CHANGE /DAY	LIVE	MEDIAN ASK	DAYS ADV.	CUTS
Ford Ranger	5,212	3,075	+15.0%	9,315	\$41,999	53d	6,883
Ford Everest	2,376	1,493	+8.0%	4,474	\$52,990	59d	3,983
Toyota Hilux	2,369	1,414	+13.7%	4,207	\$44,990	32d	3,621
Toyota RAV4	2,312	1,493	+5.1%	3,885	\$39,888	28d	3,489
Hyundai Tucson	2,220	1,435	+5.0%	4,908	\$29,990	55d	3,365
Mitsubishi Outlander	1,892	1,188	+8.1%	4,751	\$29,950	65d	3,004
Hyundai i30	1,884	1,057	+20.9%	3,019	\$22,990	37d	1,886
Mitsubishi Triton	1,816	1,033	+19.3%	3,719	\$29,990	60d	2,133
Nissan X-trail	1,812	1,275	-3.6%	5,390	\$27,998	79d	3,236
Hyundai Kona	1,795	1,059	+15.0%	3,961	\$29,490	54d	2,261
GWM Haval Jolion	1,739	1,137	+3.8%	3,157	\$23,884	36d	1,067
Mazda CX-5	1,728	1,432	-18.1%	3,695	\$26,990	42d	1,911

Source: daily_model_rollup

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 1,636

10,610 cars left the market in the state over the month, across 163 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	1,636 proved · 28d	1,636
Autopact	0 proved	1,129
Tony White Group	375 proved · 21d	375
Frizelle Sunshine Automotive	373 proved · 54d	373
Westpoint Autos	347 proved · 43d	347
Country Cars	278 proved · 29d	278
Keema Cars	258 proved · 53d	258
Pacific Toyota	254 proved · 28d	254
Sci-Fleet Toyota	209 proved · 22d	209
Motorama Chery	185 proved · 30d	185

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

VIC: Booran Motors moved 1,072

10,098 cars left the market in the state over the month, across 216 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	1,072 proved · 31d	1,072
Tony White Group	844 proved · 35d	844
Country Cars	299 proved · 59d	299
Melbourne City Toyota	216 proved · 40d	216
Werribee Hyundai	166 proved · 44d	166
Werribee Automotive Group	157 proved · 31d	157
Werribee Kia	143 proved · 41d	143
Ringwood Mazda	0 proved	136
Barry Bourke	130 proved · 95d	130
Pakenham Toyota	122 proved · 26d	122

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

NSW: Tony White Group moved 955

9,429 cars left the market in the state over the month, across 245 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	955 proved · 29d	955
Country Cars	845 proved · 32d	845
Trivett	0 proved	375
Peter Warren Automotive	322 proved · 45d	322
Australian Automotive Group	0 proved	318
Tweed Cars	287 proved · 16d	287
Macarthur Automotive	284 proved · 50d	284
Sydney BMW	0 proved	168
Tynan RAM	0 proved	159
Australian Car Sales Group	143 proved	143

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

WA: John Hughes moved 1,432

7,854 cars left the market in the state over the month, across 108 yards
· the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	1,432 proved · 53d	1,432
Westside Auto Wholesale	0 proved	899
Regent	666 proved · 25d	666
Osborne Park Kia	0 proved	367
Motormall WA (Wangara)	341 proved · 34d	341
Gardner Autos	329 proved · 36d	329
Maddington Isuzu UTE	0 proved	314
Wangara Motors	158 proved	158
Car Giant WA	149 proved	149
Rockingham Toyota	134 proved · 22d	134

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

SA: Adelaide Vehicle Centre moved 327

2,709 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

Adelaide Vehicle Centre	327 proved · 22d	327
Jarvis Ford	0 proved	253
Maughan Thiem	249 proved · 49d	249
Mawsonlakes Mazda	136 proved · 43d	136
Wayne Phillis Automotive	123 proved · 48d	123
peterkittle	106 proved	106
Formula Cars	77 proved · 45d	77
WP Wholesalers	67 proved	67
Steinborner Holden - Barossa	0 proved	66
Hamilton Automotive Group	0 proved	63

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

TAS: Jackson Motor Company moved 386

1,516 cars left the market in the state over the month, across 31 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	386 proved · 48d	386
Tony White Group	301 proved · 28d	301
Jackson Kia	115 proved · 36d	115
Tilford Auto Group	61 proved · 43d	61
Launceston Mitsubishi	59 proved · 85d	59
Buckby Motors	0 proved	58
A1 Motors	55 proved · 22d	55
Buckby Motors Subaru	0 proved	53
Devonport Burnie Volkswagen	48 proved · 39d	48
Buckbyram	0 proved	42

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

ACT: Canberra Toyota, Belconnen ACT moved 72

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

Canberra Toyota, Belconnen ACT	72 proved	72
Braddon Auto Mart	25 proved	25
Queanbeyan Toyota	0 proved	19
Canberra BMW	0 proved	18
National Capital Toyota	0 proved	13
Goulburn Suzuki	0 proved	11
Goulburn Toyota	0 proved	11
Goulburn Nissan	0 proved	9
Goulburn Country Motors	0 proved	6

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

NT: Kerry's Automotive Group moved 73

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

Kerry's Automotive Group	0 proved	73
Hidden Valley Ford	32 proved · 40d	32
Kerry Nissan	0 proved	29
Subaru Darwin	18 proved · 64d	18
Alice Springs Toyota	10 proved	10
Regent	9 proved · 16d	9
Kerry's Used Cars (Darwin)	0 proved	6

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

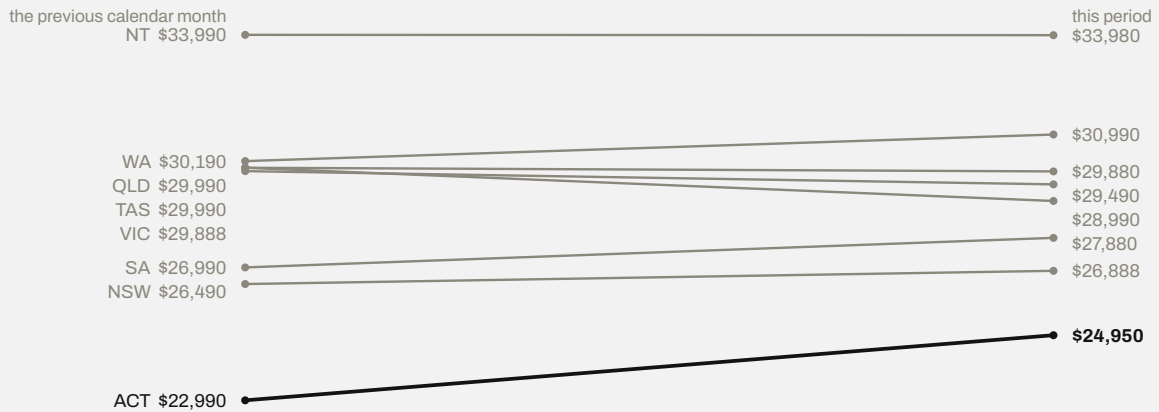
SECTION 5

Prices

Asking prices as advertised, bases mixed and never converted; each median is over one price per car, the lowest across its listings, on the last recorded day of the window. A median moves when the stock changes as much as when prices do, and the count beside it is the reading's weight.

ACT's median used ask moved most, up 8.5% to \$24,950

Median used asking price by state, the previous calendar month against this period · states with 1,000 or more priced cars both sides · the heaviest mover in black



4 states up and 2 down by half a percent or more; QLD, NT held within it. A state's median can move because the yards it watches changed, not only because sellers repriced: read it with the cars-at-close change in the state table.

Source: daily_state_rollup · median_ask_used on each window's last recorded day

Electric cars' median used ask closed at \$42,990, unchanged

Cars at close and the median used ask as advertised, with the previous calendar month beside it; cars proved sold over the period, their change per recorded day

FUEL	CARS AT CLOSE	MEDIAN USED ASK	PRIOR	CHANGE	PROVED SOLD	CHANGE /DAY
Petrol	78,719	\$22,998	\$22,999	-0.0%	11,689	-22.4%
Diesel	45,511	\$34,970	\$34,888	+0.2%	6,440	-21.0%
Hybrid	10,807	\$39,960	\$39,990	-0.1%	2,341	-19.3%
Electric	10,753	\$42,990	\$42,990	0.0%	1,367	-15.7%
not stated	8,149	\$29,990	—	—	1,101	—
Plug-in hybrid	3,605	\$49,990	\$50,888	-1.8%	764	-8.2%
LPG	48	\$10,533	\$10,811	-2.6%	6	+1.8%

Source: daily_fuel_rollup

SECTION 6

Repricing

101,273 price cuts against 13,250 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 1.56 cuts a day per 100 cars live, against 2.03 in the previous calendar month: 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	4,021 cuts
Nissan X-trail	median cut \$1,000	2,348 cuts
Toyota Hilux	median cut \$1,000	2,236 cuts
Toyota RAV4	median cut \$890	2,176 cuts
Mitsubishi Outlander	median cut \$1,000	2,071 cuts

Source: listing_event, price changes the dealer made

SECTION 7

By state

Levels are the last recorded day of the period; flows are the period's total. They are different quantities and must not be added. A state gaining or losing watched cars is not necessarily a state gaining or losing stock: yards onboard weekly and a yard's site can go dark for a week, so the cars-at-close change is a change in what Spotlot watches before it is a change in the market.

Where the cars were, and what moved

Cars at close and the median used ask on the last recorded day, and cars proved sold over the period; each against the previous calendar month, proved per recorded day · cars cut are in the state table on the web page

STATE	CARS AT CLOSE	CHANGE	MEDIAN ASK	PRIOR	CHANGE PROVED SOLD	CHANGE /DAY	
NSW	39,134	+6.2%	\$26,888	\$26,490	+1.5%	4,474	−20.0%
VIC	33,537	+9.8%	\$29,490	\$29,888	−1.3%	5,587	−28.9%
QLD	32,729	+7.3%	\$29,880	\$29,990	−0.4%	5,566	−10.5%
WA	22,880	+8.1%	\$30,990	\$30,190	+2.6%	3,665	−26.2%
not stated	13,655	—	\$20,995	—	—	2,112	—
SA	9,270	+17.3%	\$27,880	\$26,990	+3.3%	1,365	−19.2%
TAS	4,884	+3.3%	\$28,990	\$29,990	−3.3%	811	−19.8%
ACT	2,060	+26.3%	\$24,950	\$22,990	+8.5%	75	from 0
NT	1,674	+3.0%	\$33,980	\$33,990	−0.0%	53	+5.8%

Source: daily_state_rollup

SECTION 8

Electric share by state



VIC carried the largest electric share of stated stock, 8.5%

Electric cars as a share of cars with a stated powertrain, on 1 Sept and 30 Sept · states with 200 or more stated cars

STATE	STATED CARS AT CLOSE	ELECTRIC AT CLOSE	SHARE AT START	SHARE AT CLOSE	CHANGE, PTS
NSW	37,533	2,642	6.5%	7.0%	+0.5
VIC	32,584	2,777	8.1%	8.5%	+0.4
QLD	31,693	2,446	7.2%	7.7%	+0.5
WA	21,947	1,144	5.2%	5.2%	-0.0
SA	9,099	669	6.8%	7.4%	+0.6
TAS	4,577	359	7.4%	7.8%	+0.4
ACT	1,887	153	7.9%	8.1%	+0.3
NT	1,562	132	7.7%	8.5%	+0.7

Source: daily_state_fuel_rollup

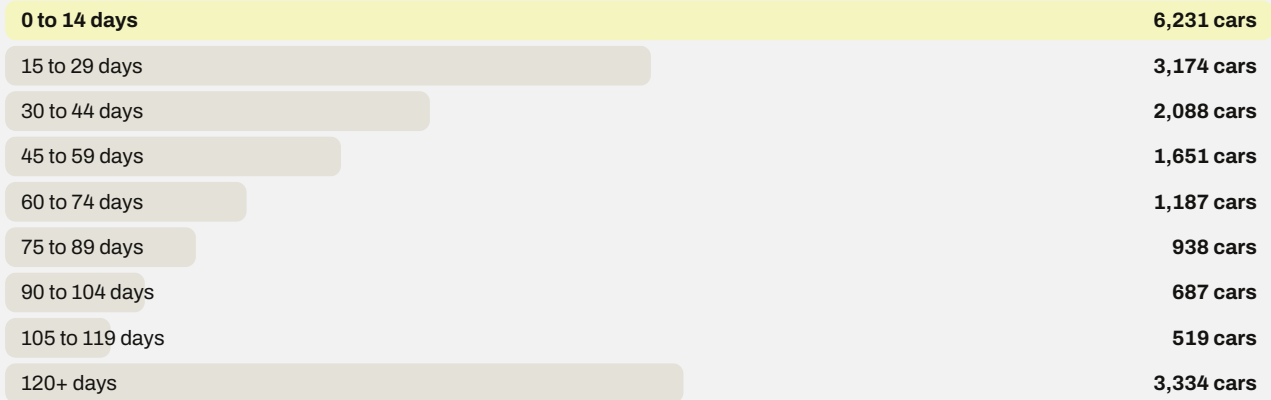
SECTION 9

Days to sell

Over the period's proved exits only: 26,794 cars, 19,809 of them with a published listing age, median 33 days advertised.
Against the previous calendar month: down 5.7% (-2d), over 11,034 dated cars.

47.5% of the cars that sold had been advertised under 30 days

Cars, by days advertised, proved exits with a published age only · the bar is each band's share of the fullest



Source: sold_car_fact · exit_basis marker or gone

Days to sell by state and segment, as printed numbers

Median days advertised at exit, used and proved only, over 17,742 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
QLD	26d · 1660	26d · 870	26d · 961	18d · 592	21d · 354	21d · 83	25d · 70
VIC	36d · 1637	28d · 744	29d · 582	22d · 540	21d · 330	32d · 122	23d · 57
NSW	27d · 1359	25d · 719	25d · 628	19d · 507	21d · 263	28d · 63	28d · 44
WA	41d · 1269	37d · 633	40d · 650	31d · 449	31d · 270	31d · 61	32d · 93
SA	28d · 463	23d · 168	30d · 184	23d · 115	16d · 73	[10]	[7]
TAS	38d · 308	26d · 169	41d · 202	20d · 109	31d · 44	[19]	[9]
not stated	53d · 33	[11]	[17]	[8]	[6]	[1]	—
NT	[10]	[4]	[16]	—	[3]	—	[1]

Source: turn_matrix over sold_car_fact

SECTION 10

Coverage and what is withheld

Listings monitored by Spotlot, which grows with coverage; not a count of the Australian market. Listings monitored ran from 224,506 to 233,979 over the period, 157,592 vehicles at its close; observed 1 Sept to 30 Sept, 28 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

Price basis as at 30 Sept: 99,682 listings quoted drive-away, 47,357 excluding government charges, 91,962 unlabelled. Medians in this report mix the bases as advertised and do not convert between them.

Units: cut_cars — cars repriced down, one per car per day; sold_cars — cars that left, recounted on 2026-09-03 against the live listings of that day; cut_events — price-cut events, one per advertisement; sold_proved — cars whose exit the seller's own page proved: its SOLD text, or a 404/410; sold_adverts — delisted advertisements, undeduped, including cars still live elsewhere; state_cut_cars — cars repriced down IN THAT STATE. A car advertised in two states is in both, so this column does not sum to the market total; ev.share — electric cars as a share of cars with a stated powertrain, on the first and last recorded day; turn_matrix — median days advertised at exit, used and proved only, cells under the floor printed as a count; models.exits — cars whose exit the seller's own page proved, summed over the period's recorded days; models.live_at_end — listings live on the last recorded day; comparison window — the prior window is the previous calendar month for a monthly report and the same number of days immediately before for a weekly; each window carries its own recorded-day count; median ask — median asking price over used cars on the window's last recorded day with one written, one price per car, bases mixed as advertised; written from 2026-09-05; trend — the last eight windows of the period's length (six months for a monthly), oldest first, each with its recorded-day count; a window with none recorded carries nulls.

SECTION 11

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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