

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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

Q3 2026**3 October 2026**

issued, and archived as issued

47 of 92days recorded, 45
absent and named**157,592**cars under
observation at close

INSIDE

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build b53907c

AT A GLANCE

Q3 2026

What Spotlot observed of Australian dealers' public advertising, 1 July to 30 Sept. Compared with the 92 days before: the 92 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

74,867

over 92 days, one count per car, no listing of it still live · \$2.79B in final asking prices, a ceiling on the deals, never the deals

74,867 cars left the market over 92 days, at least 45,256 of them proved by the seller's own page. No comparison is drawn: the 92 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

PROVED SOLD

45,256

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

162,413

against 20,176 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

157,592

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

34d

median days advertised at exit, 30,843 proved cars with a published age

DAYS RECORDED

47 of 92

1 July, 2 July, 3 July, 4 July, 5 July, 6 July, 7 July, 8 July, 9 July, 10 July, 11 July, 12 July, 13 July, 14 July, 15 July, 16 July, 17 July, 18 July, 19 July, 20 July, 21 July, 22 July, 23 July, 24 July, 25 July, 26 July, 27 July, 28 July, 29 July, 30 July, 31 July, 1 Aug, 2 Aug, 3 Aug, 4 Aug, 5 Aug, 6 Aug, 7 Aug, 8 Aug, 9 Aug, 10 Aug, 12 Aug, 23 Aug, 3 Sept, 12 Sept absent, never filled in

IN BRIEF

The quarter in 2 sentences, each computed from the figures in the sections that follow and carrying its count or its basis. Nothing here is a forecast.

- 1** 74,867 cars left the market over 92 days, at least 45,256 of them proved by the seller's own page. No comparison is drawn: the 92 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.
- 2** The cars that sold had been advertised a median 34 days, over 30,843 proved exits with a published age.

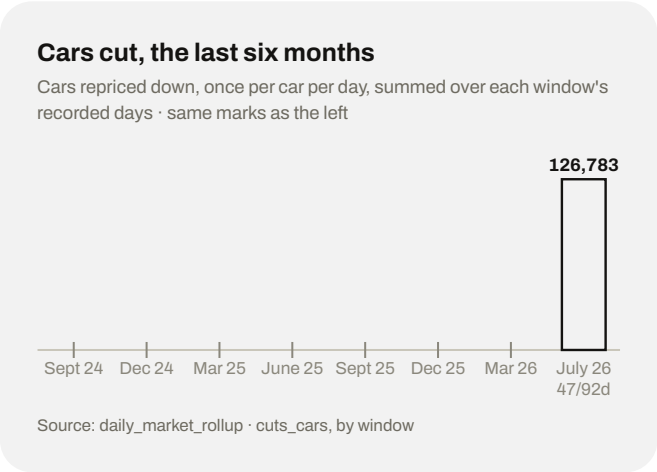
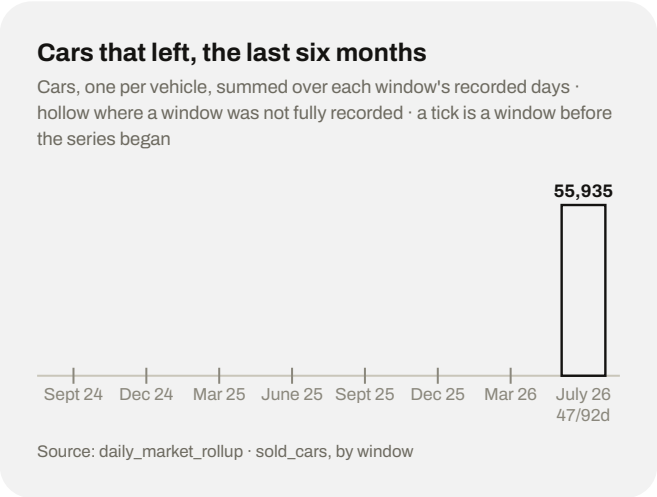
SECTION 1

Against the period before

This period against the 92 days before (31 Mar to 30 June): the 92 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 92 DAYS BEFORE	CHANGE	PER RECORDED DAY, NOW VS PRIOR
Cars that left the market · cars, one per vehicle	55,935	—	—	—
Of them, proved by the seller's page · cars	45,256	—	—	—
Cars with a price cut · cars, once per car per day	126,783	—	—	—
Cars with a price rise · cars, once per car per day	17,532	—	—	—
Cars live at close · cars on the last recorded day	157,592	—	—	—
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, 30,843 and 0 cars	34d	—	—	—

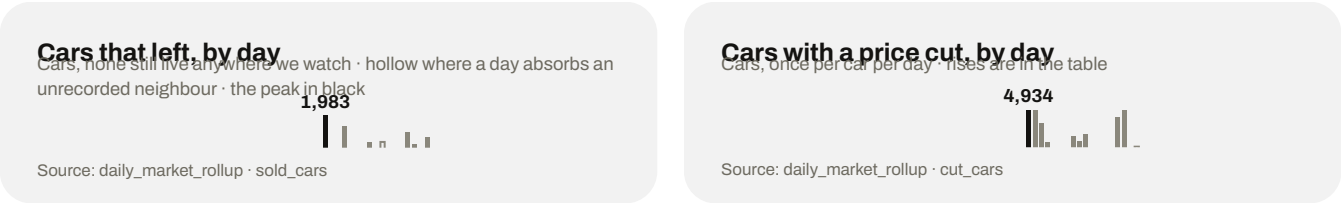
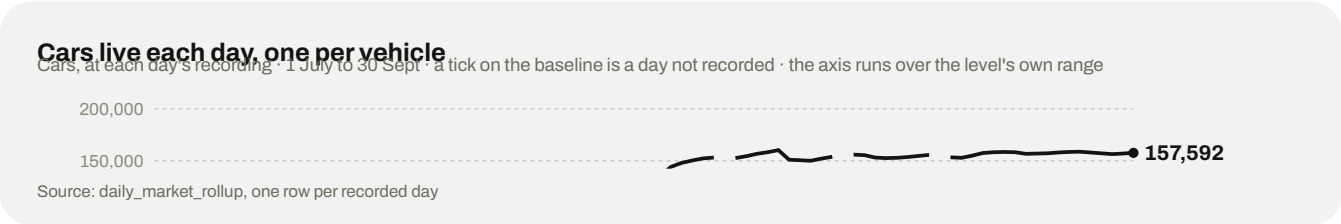
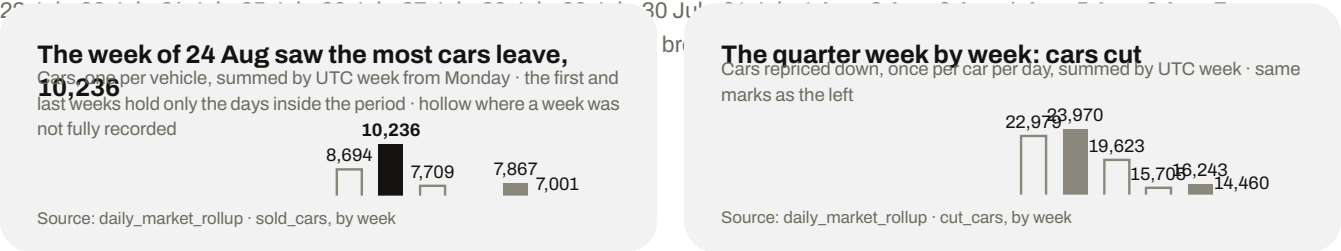
Cars that left the market, Of them, proved by the seller's page, Cars with a price cut, Cars with a price rise, Cars live at close, Median days advertised at exit: the 92 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with. Median used asking price at close: written daily since 2026-09-05; only one window has it.



SECTION 2

Day by day

47 of 92 days recorded. 45 days recorded nothing and are absent, never interpolated: 1 July, 2 July, 3 July, 4 July, 5 July, 6 July, 7 July, 8 July, 9 July, 10 July, 11 July, 12 July, 13 July, 14 July, 15 July, 16 July, 17 July, 18 July, 19 July, 20 July, 21 July, 22 July, 23 July, 24 July, 25 July, 26 July, 27 July, 28 July, 29 July, 30 July, 31 July, 1 Aug, 2 Aug, 3 Aug, 4 Aug, 5 Aug, 6 Aug, 7 Aug, 8 Aug, 9 Aug, 10 Aug, 11 Aug, 12 Aug, 13 Aug, 14 Aug, 15 Aug, 16 Aug, 17 Aug, 18 Aug, 19 Aug, 20 Aug, 21 Aug, 22 Aug, 23 Aug, 24 Aug, 25 Aug, 26 Aug, 27 Aug, 28 Aug, 29 Aug, 30 Aug, 31 Aug, 1 Sept, 2 Sept, 3 Sept, 4 Sept, 5 Sept, 6 Sept, 7 Sept, 8 Sept, 9 Sept, 10 Sept, 11 Sept, 12 Sept, 13 Sept, 14 Sept, 15 Sept, 16 Sept, 17 Sept, 18 Sept, 19 Sept, 20 Sept, 21 Sept, 22 Sept, 23 Sept, 24 Sept, 25 Sept, 26 Sept, 27 Sept, 28 Sept, 29 Sept, 30 Sept



DAY	LISTINGS LIVE	CARS LIVE	EXITS	CARS OUT	PROVED	VALUE AT ASK	CUT	RISE
11 Aug	49,673	41,516	(ADVERTS)	428	428	\$25.25M	855	189
13 Aug	161,812	99,677	2,149	919	919	\$65.10M	2,582	222
14 Aug	183,611	117,369	3,149	1,383	1,383	\$80.71M	2,892	366
15 Aug	184,338	119,575	4,172	1,983	1,936	\$97.87M	1,110	236
16 Aug	189,305	120,262	1,997	1,083	789	\$77.37M	748	132
17 Aug	205,325	134,787	2,146	840	644	\$81.04M	1,578	245
18 Aug	216,174	144,166	4,122	1,858	1,428	\$158.74M	4,934	531
19 Aug	220,201	147,941	3,297	1,418	1,190	\$129.46M	4,925	493
20 Aug	222,822	150,325	3,317	1,401	1,106	\$125.23M	4,537	474
21 Aug	224,719	152,301	3,624	1,520	1,276	\$139.88M	3,951	476
22 Aug	224,019	152,954	4,022	1,657	1,424	\$145.01M	3,054	324
24 Aug	224,545	152,601	3,971	1,661	1,199	\$147.62M	3,635	428
25 Aug	226,590	154,412	3,280	1,350	1,133	\$116.09M	4,133	401
26 Aug	229,471	156,568	3,145	1,342	1,183	\$120.00M	3,990	465
27 Aug	231,525	158,140	3,466	1,512	1,043	\$134.45M	4,193	523
28 Aug	233,882	160,191	4,071	1,772	1,302	\$160.64M	3,675	654
29 Aug	223,258	151,040	4,204	1,629	1,340	\$156.78M	2,767	434
30 Aug	222,185	150,480	1,668	970	500	\$66.57M	1,577	190
31 Aug	221,797	149,984	3,966	1,718	1,325	\$153.83M	2,770	513
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

74,867 cars left the market over the period, \$2.79B in final asking prices, at least 45,256 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, 8,287 proved exits

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	8,287
Ford Everest	3,869
Toyota RAV4	3,805
Toyota Hilux	3,783
Hyundai Tucson	3,655
Mazda CX-5	3,160
Nissan X-trail	3,087
Mitsubishi Outlander	3,080
Hyundai i30	2,941
GWM Haval Jolion	2,876
Hyundai Kona	2,854
Mitsubishi Triton	2,849

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 92 days before, 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	8,287	—	—	9,315	\$41,999	53d	11,529
Ford Everest	3,869	—	—	4,474	\$52,990	59d	6,584
Toyota RAV4	3,805	—	—	3,885	\$39,888	28d	5,990
Toyota Hilux	3,783	—	—	4,207	\$44,990	32d	5,860
Hyundai Tucson	3,655	—	—	4,908	\$29,990	55d	5,405
Mazda CX-5	3,160	—	—	3,695	\$26,990	42d	3,134
Nissan X-trail	3,087	—	—	5,390	\$27,998	79d	5,087
Mitsubishi Outlander	3,080	—	—	4,751	\$29,950	65d	5,234
Hyundai i30	2,941	—	—	3,019	\$22,990	37d	3,044
GWM Haval Jolion	2,876	—	—	3,157	\$23,884	36d	1,837
Hyundai Kona	2,854	—	—	3,961	\$29,490	54d	3,752
Mitsubishi Triton	2,849	—	—	3,719	\$29,990	60d	3,779

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 2,768

16,336 cars left the market in the state over the quarter, across 163 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	2,768 proved · 29d	2,768
Autopact	0 proved	1,758
Tony White Group	652 proved · 23d	652
Frizelle Sunshine Automotive	589 proved · 51d	589
Westpoint Autos	568 proved · 41d	568
Country Cars	505 proved · 29d	505
Keema Cars	449 proved · 50d	449
Pacific Toyota	441 proved · 28d	441
Llewellyn Motors	0 proved	325
Sci-Fleet Toyota	300 proved · 22d	300

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

VIC: Booran Motors moved 1,841

16,118 cars left the market in the state over the quarter, across 221 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	1,841 proved · 26d	1,841
Tony White Group	1,593 proved · 37d	1,593
Patterson Cheney Group	826 proved	826
Country Cars	423 proved · 49d	423
Melbourne City Toyota	388 proved · 39d	388
Werribee Hyundai	287 proved · 44d	287
Werribee Automotive Group	278 proved · 28d	278
Werribee Kia	251 proved · 43d	251
Barry Bourke	246 proved · 71d	246
Berwick Toyota	229 proved · 30d	229

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

NSW: Tony White Group moved 1,774

14,421 cars left the market in the state over the quarter, across 250 yards
· the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	1,774 proved · 30d	1,774
Country Cars	1,296 proved · 34d	1,296
Macarthur Automotive	647 proved · 42d	647
Trivett	0 proved	637
Australian Automotive Group	0 proved	557
Tweed Cars	477 proved · 15d	477
Peter Warren Automotive	376 proved · 42d	376
Tynan Motors	283 proved · 56d	283
Stewart Toyota	235 proved · 26d	235
Ryde Nissan	231 proved · 22d	231

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

WA: John Hughes moved 2,441

12,271 cars left the market in the state over the quarter, across 109 yards
· the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	2,441 proved · 52d	2,441
Westside Auto Wholesale	0 proved	1,488
Regent	1,253 proved · 25d	1,253
Osborne Park Kia	0 proved	582
Motormall WA (Wangara)	560 proved · 34d	560
Gardner Autos	492 proved · 39d	492
Maddington Isuzu UTE	0 proved	313
Car Giant WA	306 proved	306
Cannington Mazda	239 proved · 25d	239
Melville Toyota	234 proved · 27d	234

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

SA: Maughan Thiem moved 552

4,053 cars left the market in the state over the quarter, across 77 yards · the 10 with most · beside each, its proved sales and their median days advertised

Maughan Thiem	552 proved · 43d	552
Adelaide Vehicle Centre	526 proved · 22d	526
Jarvis Ford	0 proved	372
Wayne Phillis Automotive	211 proved · 44d	211
Mawsonlakes Mazda	150 proved · 39d	150
Formula Cars	126 proved · 34d	126
BDK Automotive	122 proved	122
peterkittle	105 proved	105
Carlin & Gazzard (Cargaz)	4 proved · 24d	103
Southern Mitsubishi	96 proved · 19d	96

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

TAS: Jackson Motor Company moved 668

2,324 cars left the market in the state over the quarter, across 31 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	668 proved · 44d	668
Tony White Group	504 proved · 28d	504
Jackson Kia	140 proved · 41d	140
Buckby Motors	0 proved	98
Tilford Auto Group	90 proved · 51d	90
Buckbyram	0 proved	84
Launceston Mitsubishi	81 proved · 67d	81
Devonport Burnie Volkswagen	71 proved · 37d	71
A1 Motors	58 proved · 16d	58
Buckby Motors Subaru	0 proved	54

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

NT: Kerry's Automotive Group moved 114

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

Kerry's Automotive Group	0 proved	114
Hidden Valley Ford	52 proved · 30d	52
Kerry Nissan	0 proved	40
Subaru Darwin	30 proved · 42d	30
Alice Springs Toyota	15 proved	15
Regent	10 proved · 14d	10
Kerry's Used Cars (Darwin)	0 proved	9

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

ACT: Canberra Toyota, Belconnen ACT moved 72

193 cars left the market in the state over the quarter, 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
Canberra BMW	0 proved	23
Queanbeyan Toyota	0 proved	19
Goulburn Suzuki	0 proved	14
National Capital Toyota	0 proved	13
Goulburn Toyota	0 proved	11
Goulburn Nissan	0 proved	10
Goulburn Country Motors	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.

Median ask by state, against the period before: withheld. the 92 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with

Cars by fuel type at the period's close

Cars at close and the median used ask as advertised; 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	—	—	21,909	—
Diesel	45,511	\$34,970	—	—	11,971	—
Hybrid	10,807	\$39,960	—	—	4,310	—
Electric	10,753	\$42,990	—	—	2,468	—
not stated	8,149	\$29,990	—	—	1,912	—
Plug-in hybrid	3,605	\$49,990	—	—	1,329	—
LPG	48	\$10,533	—	—	10	—

Source: daily_fuel_rollup

SECTION 6

Repricing

162,413 price cuts against 20,176 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	6,868 cuts
Toyota Hilux	median cut \$1,000	3,684 cuts
Toyota RAV4	median cut \$898	3,669 cuts
Nissan X-trail	median cut \$1,000	3,546 cuts
Ford Everest	median cut \$1,000	3,469 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 · 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	—	\$26,888	—	—	8,268
VIC	33,537	—	\$29,490	—	—	10,919
QLD	32,729	—	\$29,880	—	—	9,788
WA	22,880	—	\$30,990	—	—	7,037
not stated	13,655	—	\$20,995	—	—	3,727
SA	9,270	—	\$27,880	—	—	2,511
TAS	4,884	—	\$28,990	—	—	1,497
ACT	2,060	—	\$24,950	—	—	75
NT	1,674	—	\$33,980	—	—	87

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 11 Aug 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	—	7.0%	—
VIC	32,584	2,777	—	8.5%	—
QLD	31,693	2,446	—	7.7%	—
WA	21,947	1,144	—	5.2%	—
SA	9,099	669	—	7.4%	—
TAS	4,577	359	—	7.8%	—
ACT	1,887	153	—	8.1%	—
NT	1,562	132	—	8.5%	—

Source: daily_state_fuel_rollup

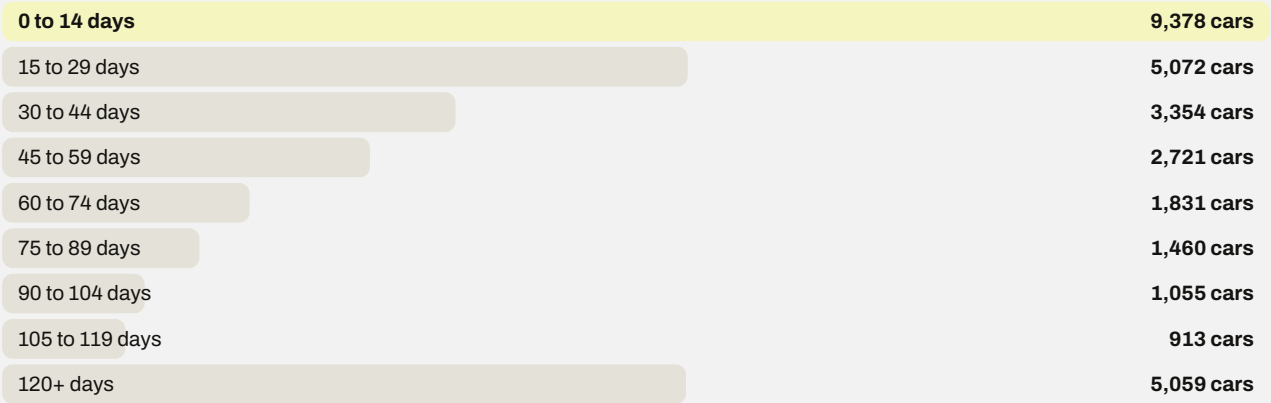
SECTION 9

Days to sell

Over the period's proved exits only: 41,980 cars, 30,843 of them with a published listing age, median 34 days advertised. No comparison: the 92 days before recorded no day: the daily series began 2026-08-11, so there is nothing to compare this period with.

46.9% 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 27,614 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	UTE	WAGON	HATCH	SEDAN	VAN	COUPE
QLD	26d · 2507	27d · 1485	29d · 1306	20d · 919	21d · 544	26d · 138	27d · 109
VIC	37d · 2446	32d · 904	32d · 1078	22d · 790	22d · 515	49d · 194	22d · 84
NSW	27d · 2182	27d · 987	25d · 1117	20d · 794	22d · 398	24d · 97	24d · 75
WA	41d · 1999	40d · 1043	36d · 1030	31d · 758	30d · 449	33d · 107	35d · 152
SA	27d · 707	28d · 272	24d · 264	18d · 163	16d · 109	[15]	[13]
TAS	35d · 453	37d · 319	27d · 245	18d · 163	26d · 60	[27]	[14]
not stated	42d · 120	53d · 73	60d · 46	36d · 43	[13]	[8]	[5]
NT	[15]	[23]	[9]	[2]	[4]	—	[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 49,673 to 233,979 over the period, 157,592 vehicles at its close; observed 11 Aug to 30 Sept, 47 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.

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.



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