Spotlot
WEEKLY MARKET REPORT

17 August to 23 August 2026

Issued 5 September 2026 at 10:39 pm AWST, and archived as issued.

> **Exits ran at 1,449 cars a day over 6 recorded days, up 25.0% on the 7 days before (1,159 a day over 5 recorded); at least 7,583 of the week's 10,794 carry the seller's own proof of sale.**

10,794
up 25.0% (+290) per recorded day on the 7 days before
cars left the market over 7 days, one count per car, no listing of it still live

$427.25M
their final asking prices, summed: a ceiling on the deals we cannot see, never the deals

7,583
up 8.0% (+87) per recorded day on the 7 days before
of them proved sold by the seller's own page

25,633
up 134.5% (+2,196) per recorded day on the 7 days before
price cuts, against 2,755 rises, once per car per day

$1,000
the median cut, where a cut was made

34d
down 8.1% (−3d) on the 7 days before
median days advertised at exit, 4,205 proved cars with a published age, read from the daily series

What Spotlot observed of Australian dealers' public advertising, 17 Aug to 23 Aug. Every figure is read from advertisements, never modelled. Asking prices are asking prices; a sale is an exit the seller marked sold or whose page was withdrawn, and the report says which. Compared with the 7 days before: 6 of 7 days recorded this period against 5 of 7 before, so flows are compared per recorded day.

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Contents

1. 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 below is a forecast.

1. Exits ran at 1,449 cars a day over 6 recorded days, up 25.0% on the 7 days before (1,159 a day over 5 recorded); at least 7,583 of the week's 10,794 carry the seller's own proof of sale.
2. Dealers cut 22,979 cars' prices against 2,543 rises: 2.50 cuts a day per 100 cars live, up 84.4% on the 7 days before; the median cut was $1,000.
3. VIC's median used ask moved most, down 9.1% to $29,990 over 17,958 cars; WA, SA held within half a percent.
4. Ford Ranger led the market out with 1,162 proved exits, up 73.8% per recorded day; Hyundai Kona rose fastest among the twelve, up 92.1% per recorded day.
5. Electric cars' median used ask closed at $43,990 over 3,773 cars, down 2.0% (−$898); their proved exits up 79.6% per recorded day.

2. The period in figures

10,794
up 25.0% (+290) per recorded day on the 7 days before
cars left the market · 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

$427.25M
in final asking prices · all bases as advertised · a ceiling, never a deal

7,583
up 8.0% (+87) per recorded day on the 7 days before
of them carrying the seller's own proof of sale

25,633
up 134.5% (+2,196) per recorded day on the 7 days before
price cuts against 2,755 rises · one count per car per day, however many syndicated copies repeat it; grows as coverage finds more cars

$1,000
median cut, where a cut was made

152,954
up 27.2% (+32,692) on the 7 days before
cars live at the period's close, one per vehicle

—
median used ask at close · written daily from 5 September 2026; not yet in this issue

—
days recorded · this issue predates the daily series and carries none

3. Against the period before

This period against the 7 days before (10 Aug to 16 Aug): 6 of 7 days recorded this period against 5 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. Read with care: cars watched at close rose 27% between the windows (120,262 to 152,954), so exits and cuts move with coverage before they move with the market; the cuts-per-100-cars rate in the brief is the reading that survives it.

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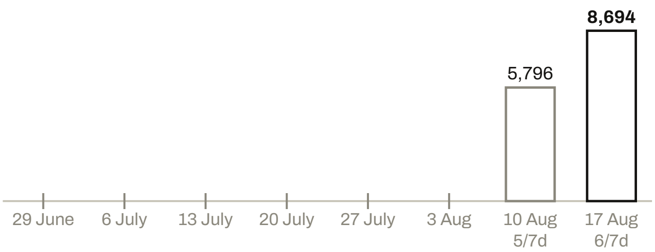
MEASURE	THIS PERIOD	THE 7 DAYS BEFORE	CHANGE	PER RECORDED DAY, NOW VS PRIOR
Cars that left the market · cars, one per vehicle	8,694	5,796	up 50.0% (+2,898)	1,449 vs 1,159, up 25.0%
Of them, proved by the seller's page · cars	7,068	5,455	up 29.6% (+1,613)	1,178 vs 1,091, up 8.0%
Cars with a price cut · cars, once per car per day	22,979	8,167	up 181.4% (+14,812)	3,830 vs 1,633, up 134.5%
Cars with a price rise · cars, once per car per day	2,543	1,145	up 122.1% (+1,398)	424 vs 229, up 85.1%
Cars live at close · cars on the last recorded day	152,954	120,262	up 27.2% (+32,692)	—
Median used asking price at close · one price per car, bases mixed	—	—	—	—
Median days advertised at exit · proved exits with a published age, 4,205 and 2,197 cars	34d	37d	down 8.1% (−3d)	—

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 market, the last eight weeks

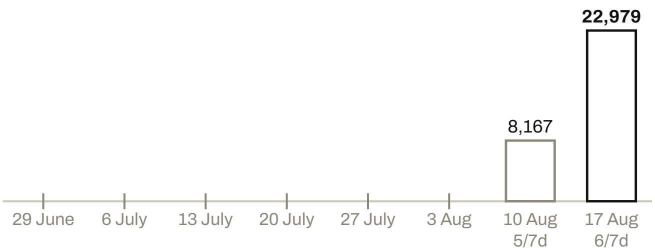
Cars, one per vehicle, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



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 25.0%, proved exits up 8.0%, cuts up 134.5%, rises up 85.1%; cars live at close up 27.2%; median days to sell down 8.1%. Read with care: cars watched at close rose 27% between the windows (120,262 to 152,954), so exits and cuts move with coverage before they move with the market; the cuts-per-100-cars rate in the brief is the reading that survives it.

4. 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.

5. What left the market

10,794 cars left the market over the period, $427.25M in final asking prices, at least 7,583 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

MAKE	MODEL	CARS
Ford	Ranger	499
Mazda	CX-5	310
Toyota	Hilux	268
Hyundai	Tucson	236
Toyota	RAV4	235

Source: sold_car_fact joined to the taxonomy

6. Repricing

25,633 price cuts against 2,755 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 2.50 cuts a day per 100 cars live, against 1.36 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

MAKE	MODEL	CUTS	MEDIAN CUT
Ford	Ranger	1,156	$1,000
Toyota	RAV4	631	$1,000
Mitsubishi	Outlander	630	$1,000
Ford	Everest	582	$1,000
Toyota	Hilux	565	$1,000

Source: listing_event, price changes the dealer made

7. Coverage and what is withheld

Listings monitored by Spotlot, which grows with coverage; not a count of the Australian market. Listings monitored ran from 205,325 to 224,019 over the period, 152,954 vehicles at its close; observed 17 Aug to 22 Aug, 6 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

8. 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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