Spotlot

WEEKLY MARKET REPORT

31 August to 6 September 2026

Issued 7 September 2026 at 11:09 am AWST, and archived as issued.

> **Exits ran at 1,285 cars a day over 6 recorded days, down 12.1% on the 7 days before (1,462 a day over 7 recorded); at least 6,063 of the week's 10,836 carry the seller's own proof of sale.**

10,836

down 12.1% (−177) 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

$434.27M

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

6,063

down 8.1% (−89) per recorded day on the 7 days before

of them proved sold by the seller's own page

27,285

down 4.5% (−154) per recorded day on the 7 days before

price cuts, against 4,014 rises, once per car per day

$1,000

the median cut, where a cut was made

34d

down 2.9% (−1d) on the 7 days before

median days advertised at exit, 4,671 proved cars with a published age

What Spotlot observed of Australian dealers' public advertising, 31 Aug to 6 Sept. 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 Asking prices are asking prices; a sale is an exit the seller marked sold or whose page was withdrawn, and the report says which. 6 of 7 days recorded; 1 absent and named inside, never filled in. Compared with the 7 days before: 6 of 7 days recorded this period against 7 of 7 before, so flows are compared per recorded day.

Contents

1. In brief

The week in 6 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 1,285 cars a day over 6 recorded days, down 12.1% on the 7 days before (1,462 a day over 7 recorded); at least 6,063 of the week's 10,836 carry the seller's own proof of sale.

2 Dealers cut 19,623 cars' prices against 3,154 rises: 2.14 cuts a day per 100 cars live, down 6.1% on the 7 days before; the median cut was $1,000.

3 NSW's median used ask moved most, up 3.4% to $26,888 over 25,589 cars; TAS, ACT, SA, VIC, QLD held within half a percent.

4 Ford Ranger led the market out with 902 proved exits, down 12.8% per recorded day; Isuzu D-max rose fastest among the twelve, up 26.3% per recorded day.

5 Electric cars' median used ask closed at $43,490 over 3,792 cars, up 1.2% (+$500); their proved exits down 24.3% per recorded day.

6 The cars that sold had been advertised a median 34 days, over 4,671 proved exits with a published age, against 35 in the 7 days before (4,378 cars).

2. The period in figures

10,836
down 12.1% (−177) 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

$434.27M
in final asking prices · all bases as advertised · a ceiling, never a deal

6,063
down 8.1% (−89) per recorded day on the 7 days before
of them carrying the seller's own proof of sale

27,285
down 4.5% (−154) per recorded day on the 7 days before
price cuts against 4,014 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

153,007
up 1.7% (+2,527) on the 7 days before
cars live at the period's close, one per vehicle

$27,990
median used asking price at close over 99,452 cars, bases mixed

6 of 7
days recorded · the rest are named below, never filled in

3. Against the period before

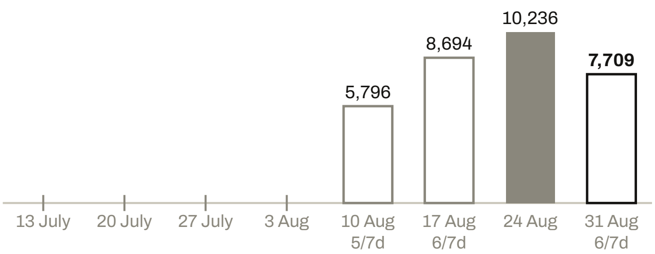
This period against the 7 days before (24 Aug to 30 Aug): 6 of 7 days recorded this period against 7 of 7 before, so flows are compared per recorded day. Flows are summed over each window's recorded days and levels are read on its last recorded day. A window is never filled in, and a comparison the windows 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	7,709	10,236	down 24.7% (−2,527)	1,285 vs 1,462, down 12.1%
Of them, proved by the seller's page · cars	6,063	7,700	down 21.3% (−1,637)	1,011 vs 1,100, down 8.1%
Cars with a price cut · cars, once per car per day	19,623	23,970	down 18.1% (−4,347)	3,271 vs 3,424, down 4.5%
Cars with a price rise · cars, once per car per day	3,154	3,095	up 1.9% (+59)	526 vs 442, up 18.9%
Cars live at close · cars on the last recorded day	153,007	150,480	up 1.7% (+2,527)	—
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, 4,671 and 4,378 cars	34d	35d	down 2.9% (−1d)	—

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

Cars that left the market, the last eight weeks

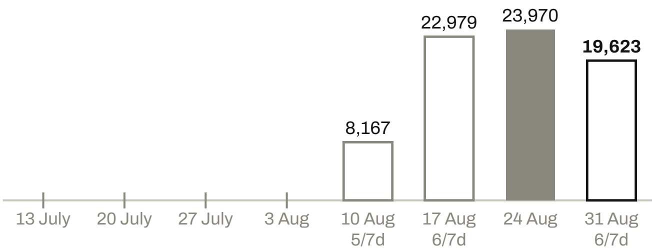
Cars, one per vehicle, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



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 down 12.1%, proved exits down 8.1%, cuts down 4.5%, rises up 18.9%; cars live at close up 1.7%; median days to sell down 2.9%.**

4. Day by day

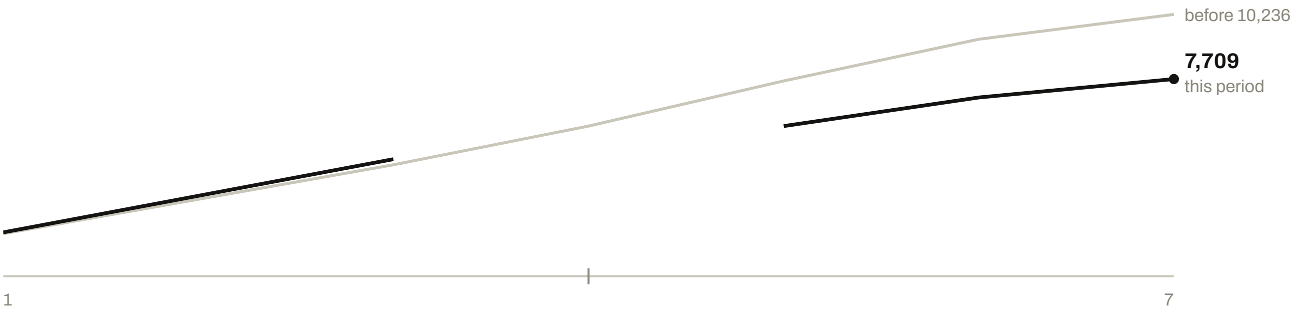
6 of 7 days recorded. 1 day recorded nothing and is absent, never interpolated: 3 Sept.

Spotlot

WEEKLY MARKET REPORT

Exits ran down 12.1% per recorded day against the 7 days before

Running total of cars that left the market, day by day · black is this period, grey is the 7 days before laid on the same days · a line stops where a day was not recorded

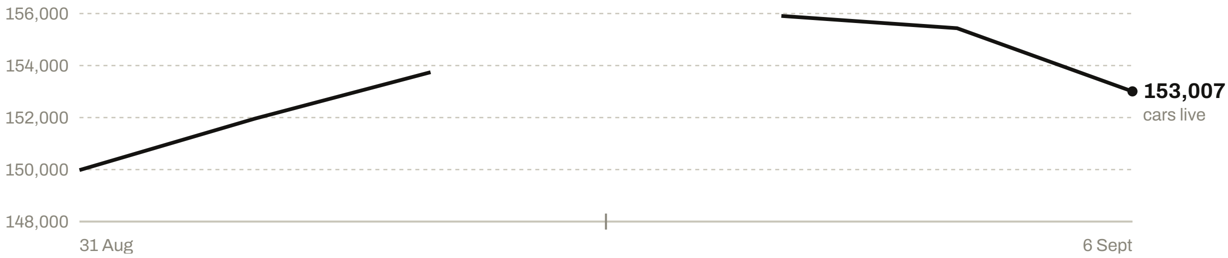


Read the gap between the lines with the recorded-day counts in mind: 6 of 7 days recorded this period against 7 of 7 before, so flows are compared per recorded day.

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

Cars live each day, one per vehicle

Cars, at each day's recording · 31 Aug to 6 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

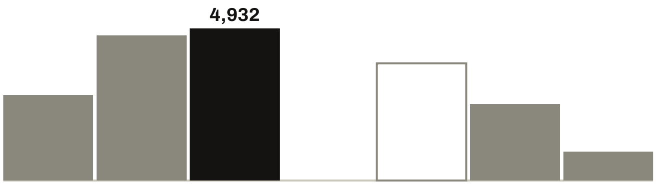
Cars that left, by day

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

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
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

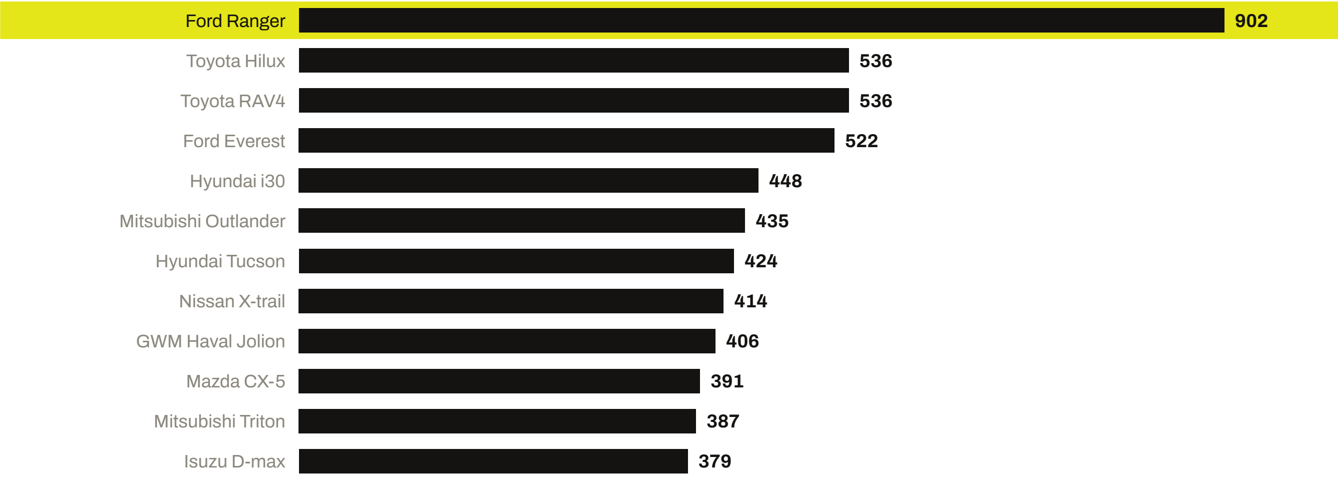
Exits are advertisements and cars out are vehicles; they differ by about half again, and a column that picked one silently would be the commonest mistake in this data. Cut and rise are cars where the day recorded them, else events.

5. What left the market

10,836 cars left the market over the period, $434.27M in final asking prices, at least 6,063 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, 902 proved exits, down 12.8% per recorded day

Cars whose exit the seller's own page proved, summed over the period's recorded days · the twelve models with most



Among the twelve, Isuzu D-max rose fastest (up 26.3% per recorded day) and Ford Ranger fell furthest (down 12.8% per recorded day) against the 7 days before.

Source: daily_model_rollup · confirmed_exits

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

Proved exits this period and in the 7 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	902	1,207	−12.8%	8,509	$44,490	64d	1,563
Toyota Hilux	536	534	+17.1%	3,896	$44,988	33d	845
Toyota RAV4	536	551	+13.5%	3,610	$38,990	28d	843
Ford Everest	522	551	+10.5%	4,085	$53,960	64d	888
Hyundai i30	448	433	+20.7%	2,952	$23,970	37d	444
Mitsubishi Outlander	435	480	+5.7%	4,496	$29,990	74d	687
Hyundai Tucson	424	559	−11.5%	5,151	$30,880	43d	767
Nissan X-trail	414	490	−1.4%	5,331	$27,990	66d	1,118
GWM Haval Jolion	406	490	−3.3%	3,092	$23,750	34d	234
Mazda CX-5	391	511	−10.7%	3,301	$27,990	40d	461
Mitsubishi Triton	387	448	+0.8%	3,734	$29,990	62d	508
Isuzu D-max	379	350	+26.3%	4,217	$42,980	58d	348

Source: daily_model_rollup

6. 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.

NSW's median used ask moved most, up 3.4% to $26,888

Median used asking price by state, the 7 days before against this period · states with 1,000 or more priced cars both sides · the heaviest mover in black

2 states up and 1 down by half a percent or more; QLD, VIC, SA, TAS, ACT 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 $43,490, up 1.2% (+$500)

Cars at close and the median used ask as advertised, with the 7 days before 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	76,811	$22,990	$22,999	−0.0%	3,062	−7.2%
Diesel	43,754	$34,490	$34,887	−1.1%	1,757	−3.4%
Hybrid	10,379	$39,888	$39,990	−0.3%	635	−5.7%
Electric	9,822	$43,490	$42,990	+1.2%	298	−24.3%
not stated	8,873	$29,190	—	—	146	—
Plug-in hybrid	3,323	$49,990	$50,990	−2.0%	164	−17.9%
LPG	45	$10,777	$10,811	−0.3%	1	−41.7%

Source: daily_fuel_rollup

7. Repricing

27,285 price cuts against 4,014 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 2.14 cuts a day per 100 cars live, against 2.28 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	1,091	$1,000
Nissan	X-trail	921	$2,000
Mitsubishi	Outlander	615	$1,000
Toyota	RAV4	579	$900
Toyota	Hilux	574	$1,000

Source: listing_event, price changes the dealer made

8. 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 7 days before, 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	38,577	+3.4%	$26,888	$25,999	+3.4%	1,101	−16.4%
QLD	32,038	+4.9%	$29,990	$29,990	0.0%	1,468	−5.3%
VIC	31,910	+4.8%	$29,880	$29,888	−0.0%	1,476	−6.2%
WA	21,808	+2.9%	$29,999	$30,488	−1.6%	886	−15.4%
not stated	14,133	—	$20,988	—	—	619	—
SA	8,572	+8.6%	$26,998	$26,990	+0.0%	261	−1.5%
TAS	4,763	+0.8%	$29,950	$29,990	−0.1%	241	+3.8%
ACT	1,833	+11.3%	$22,999	$22,990	+0.0%	0	0.0%
NT	1,672	+1.8%	$34,980	$33,980	+2.9%	11	−19.8%

Source: daily_state_rollup

9. Electric share by state

VIC carried the largest electric share of stated stock, 8.3%

Electric cars as a share of cars with a stated powertrain, on 31 Aug and 6 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	37,010	2,410	6.5%	6.5%	+0.0
VIC	30,912	2,567	8.2%	8.3%	+0.2
QLD	30,817	2,338	7.3%	7.6%	+0.3
WA	20,467	1,054	5.2%	5.1%	-0.0
SA	8,403	557	6.8%	6.6%	-0.2
TAS	4,555	353	7.3%	7.7%	+0.4
ACT	1,722	130	7.8%	7.5%	-0.3
NT	1,541	118	7.8%	7.7%	-0.1

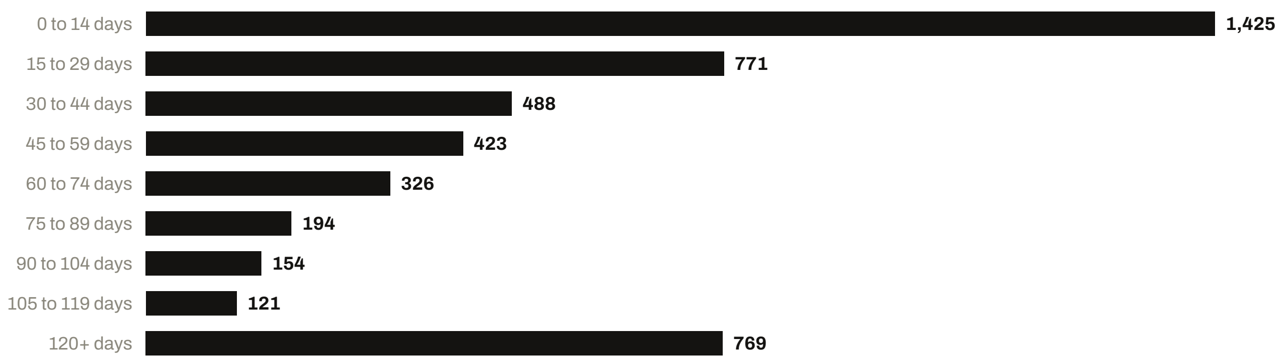
Source: daily_state_fuel_rollup

10. Days to sell

Over the period's proved exits only: 5,604 cars, 4,671 of them with a published listing age, median 34 days advertised. Against the 7 days before: down 2.9% (−1d), over 4,378 dated cars.

47.0% of the cars that sold had been advertised under 30 days

Cars, by days advertised, proved exits with a published age only



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 4,225 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
QLD	28d · 383	28d · 210	26d · 191	23d · 143	25d · 84	[20]	[17]
VIC	36d · 420	28d · 179	28d · 137	26d · 131	15d · 77	33d · 36	[11]
NSW	27d · 325	21d · 168	31d · 156	21d · 124	21d · 67	[14]	[17]
WA	39d · 303	41d · 137	38d · 153	23d · 80	27d · 59	[27]	[19]
TAS	41d · 88	15d · 38	37d · 52	[20]	[6]	[3]	[4]
SA	21d · 70	31d · 31	32d · 39	[26]	[15]	[2]	—
not stated	53d · 37	[17]	[24]	[9]	[8]	[1]	—
NT	[2]	[1]	[4]	—	[1]	—	—

Source: turn_matrix over sold_car_fact

11. Coverage and what is withheld

Listings monitored by Spotlot, which grows with coverage; not a count of the Australian market. Listings monitored ran from 221,797 to 226,406 over the period, 153,007 vehicles at its close; observed 31 Aug to 6 Sept, 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

Price basis as at 6 Sept: 95,083 listings quoted drive-away, 44,064 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.

12. 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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