

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 153,404 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

7 September to 13 September 2026

14 September 2026

issued, and archived as issued

6 of 7

days recorded, 1 absent and named

153,404

cars under observation at close

INSIDE

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AT A GLANCE

7 September to 13 September 2026

What Spotlot observed of Australian dealers' public advertising, 7 Sept to 13 Sept. Compared with the 7 days before: 6 of 7 days recorded in each window.

CARS THAT LEFT THE MARKET

10,922

down 30.9% (–2,380) on the 7 days before

over 7 days, one count per car, no listing of it still live · \$431.18M in final asking prices, a ceiling on the deals, never the deals

Exits ran down 30.9% (–2,380) on the 7 days before: 5,329 cars on the daily series against 7,709; at least 4,325 of the week's 10,922 carry the seller's own proof of sale.

PROVED SOLD

4,325

down 28.7% (–1,738) on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

25,396

down 20.0% (–3,918) on the 7 days before

against 3,755 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

153,404

up 0.3% (+397) on the 7 days before

one per vehicle, on the last recorded day

MEDIAN USED ASK

\$27,950

down 0.1% (–\$40) on the 7 days before

over 99,793 cars at close, bases mixed as advertised

DAYS TO SELL

33d

down 2.9% (–1d) on the 7 days before

median days advertised at exit, 5,063 proved cars with a published age

DAYS RECORDED

6 of 7

12 Sept absent, never filled in

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 here is a forecast.

- 1 Exits ran down 30.9% (–2,380) on the 7 days before: 5,329 cars on the daily series against 7,709; at least 4,325 of the week's 10,922 carry the seller's own proof of sale.
- 2 Dealers cut 15,705 cars' prices against 2,670 rises: 1.71 cuts a day per 100 cars live, down 20.2% on the 7 days before; the median cut was \$1,000.
- 3 The median used asking price closed at \$27,950 over 99,793 cars, down 0.1% (–\$40) on the 7 days before, bases mixed as advertised.
- 4 TAS's median used ask moved most, down 3.2% to \$28,990 over 3,098 cars; ACT, NT, SA, QLD, WA held within half a percent.
- 5 Ford Ranger led the market out with 971 proved exits, up 7.6% (+69).
- 6 Electric cars' median used ask closed at \$42,990 over 3,850 cars, down 1.1% (–\$500); their proved exits down 32.6% (–97).

SECTION 1

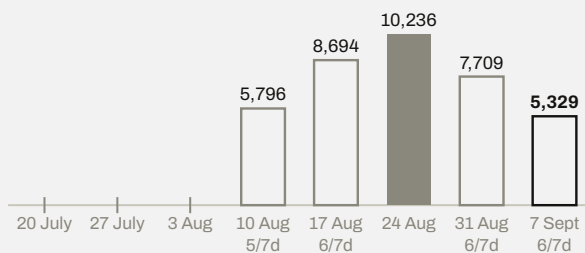
Against the period before

This period against the 7 days before (31 Aug to 6 Sept): 6 of 7 days recorded in each window. 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	5,329	7,709	down 30.9% (–2,380)	same days recorded
Of them, proved by the seller's page · cars	4,325	6,063	down 28.7% (–1,738)	same days recorded
Cars with a price cut · cars, once per car per day	15,705	19,623	down 20.0% (–3,918)	same days recorded
Cars with a price rise · cars, once per car per day	2,670	3,154	down 15.3% (–484)	same days recorded
Cars live at close · cars on the last recorded day	153,404	153,007	up 0.3% (+397)	—
Median used asking price at close · one price per car, bases mixed	\$27,950	\$27,990	down 0.1% (–\$40)	—
Median days advertised at exit · proved exits with a published age, 5,063 and 4,392 cars	33d	34d	down 2.9% (–1d)	—

Cars that left, the last eight weeks

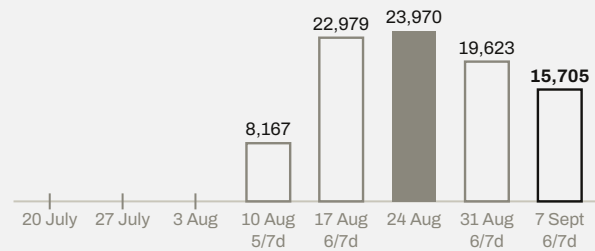
Cars, one per vehicle, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



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

Against the 7 days before: exits down 30.9%, proved exits down 28.7%, cuts down 20.0%, rises down 15.3%; cars live at close up 0.3%; the median used ask down 0.1%; median days to sell down 2.9%.

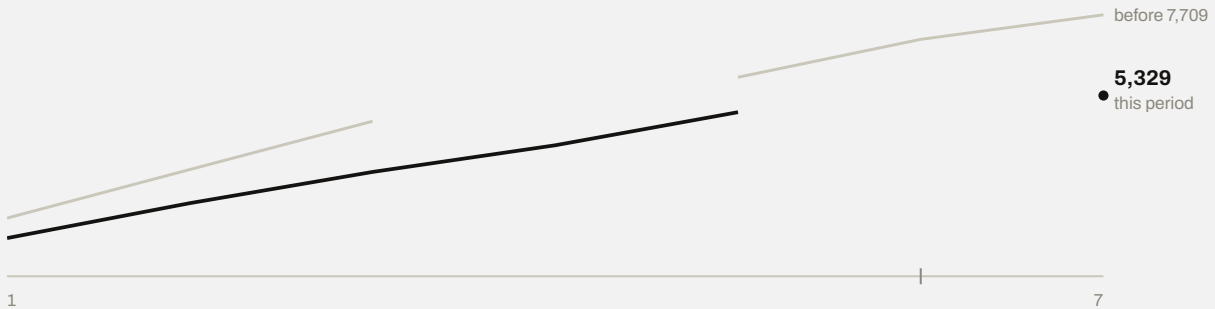
SECTION 2

Day by day

6 of 7 days recorded. 1 day recorded nothing and is absent, never interpolated: 12 Sept.

Exits ran down 30.9% against the 7 days before

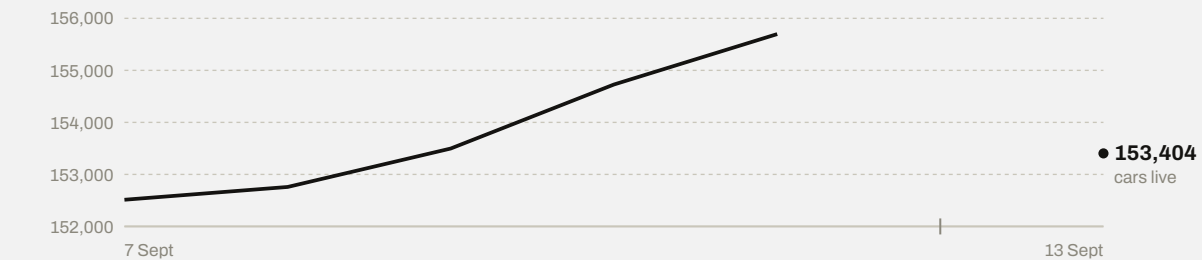
Running total of cars that left the market, day by day · black is this period, grey is the 7 days before laid on the same days · a line stops where a day was not recorded



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

Cars live each day, one per vehicle

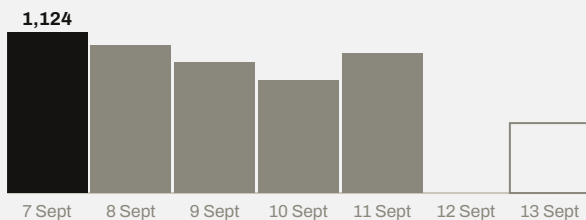
Cars, at each day's recording · 7 Sept to 13 Sept · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

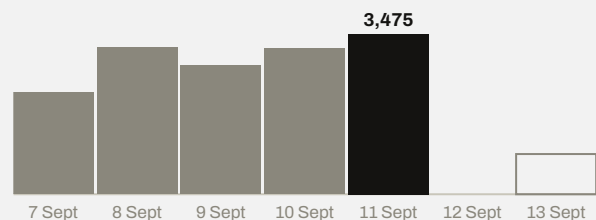
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



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
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

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

10,922 cars left the market over the period, \$431.18M in final asking prices, at least 4,325 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, 971 proved exits, up 7.6% (+69)

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 +7.6% on the 7 days before	971
Toyota Hilux -6.2% on the 7 days before	503
Ford Everest -17.8% on the 7 days before	429
Hyundai Tucson -3.5% on the 7 days before	409
Toyota RAV4 -27.4% on the 7 days before	389
Mitsubishi Outlander -11.3% on the 7 days before	386
Mitsubishi Triton -1.8% on the 7 days before	380
GWM Haval Jolion -10.6% on the 7 days before	363
Nissan X-trail -12.8% on the 7 days before	361
Hyundai Kona -0.3% on the 7 days before	341
Isuzu D-max -10.8% on the 7 days before	338
Mazda CX-5 -20.2% on the 7 days before	312

Among the twelve, Ford Ranger rose fastest (up 7.6% (+69)) and Toyota RAV4 fell furthest (down 27.4% (-147)) against the 7 days before.

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 7 days before; 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	LIVE	MEDIAN ASK	DAYS ADV.	CUTS
Ford Ranger	971	902	+7.6%	8,496	\$42,888	62d	1,386
Toyota Hilux	503	536	-6.2%	3,855	\$44,967	33d	714
Ford Everest	429	522	-17.8%	4,002	\$53,990	65d	762
Hyundai Tucson	409	424	-3.5%	5,033	\$29,999	47d	851
Toyota RAV4	389	536	-27.4%	3,714	\$39,429	27d	749
Mitsubishi Outlander	386	435	-11.3%	4,377	\$29,990	77d	710
Mitsubishi Triton	380	387	-1.8%	3,616	\$29,990	63d	446
GWM Haval Jolion	363	406	-10.6%	3,058	\$23,888	37d	354
Nissan X-trail	361	414	-12.8%	5,321	\$27,967	70d	739
Hyundai Kona	341	342	-0.3%	3,811	\$29,900	50d	477
Isuzu D-max	338	379	-10.8%	4,197	\$42,999	54d	388
Mazda CX-5	312	391	-20.2%	3,333	\$26,990	42d	425

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 396

2,558 cars left the market in the state over the week, across 144 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	396 proved · 27d	396
Autopact	0 proved	272
Frizelle Sunshine Automotive	114 proved · 41d	114
Tony White Group	93 proved · 24d	93
Westpoint Autos	77 proved · 37d	77
Pacific Toyota	68 proved · 25d	68
Country Cars	65 proved · 29d	65
Keema Cars	64 proved · 50d	64
Sci-Fleet Toyota	56 proved · 17d	56
Q Automotive	54 proved · 97d	54

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

VIC: Booran Motors moved 285

2,427 cars left the market in the state over the week, across 186 yards · the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	285 proved · 33d	285
Tony White Group	223 proved · 34d	223
Frankston KGM	0 proved	57
Country Cars	53 proved · 53d	53
Melbourne City Toyota	53 proved · 39d	53
Werribee Hyundai	51 proved · 36d	51
Werribee Automotive Group	41 proved · 24d	41
Werribee Kia	33 proved · 40d	33
Barry Bourke	32 proved · 66d	32
Pakenham Toyota	31 proved · 33d	31

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

NSW: Tony White Group moved 266

2,119 cars left the market in the state over the week, across 184 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	266 proved · 29d	266
Country Cars	208 proved · 31d	208
Tweed Cars	82 proved · 13d	82
Trivett	0 proved	81
Peter Warren Automotive	76 proved · 44d	76
Macarthur Automotive	73 proved · 57d	73
Australian Automotive Group	0 proved	72
Illawarra Toyota	37 proved · 12d	37
Ryde Nissan	36 proved · 26d	36
Stewart Toyota	36 proved · 26d	36

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

WA: John Hughes moved 392

1,884 cars left the market in the state over the week, across 80 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	392 proved · 58d	392
Westside Auto Wholesale	0 proved	254
Regent	187 proved · 25d	187
Osborne Park Kia	0 proved	97
Motormall WA (Wangara)	90 proved · 34d	90
Gardner Autos	80 proved · 25d	80
Car Giant WA	68 proved	68
Maddington Isuzu UTE	0 proved	61
Rockingham Toyota	52 proved · 24d	52
Scarboro Toyota	35 proved · 25d	35

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

SA: Adelaide Vehicle Centre moved 83

481 cars left the market in the state over the week, across 55 yards · the 10 with most · beside each, its proved sales and their median days advertised

Adelaide Vehicle Centre	83 proved · 21d	83
Maughan Thiem	58 proved · 47d	58
Jarvis Ford	0 proved	53
Mawsonlakes Mazda	29 proved · 42d	29
Formula Cars	25 proved · 71d	25
Southern Mitsubishi	17 proved · 7d	17
Wayne Phillis Automotive	15 proved · 35d	15
Hamilton Automotive Group	0 proved	15
Steinborner Holden - Barossa	0 proved	15
Maughan Thiem Kia	10 proved · 78d	10

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

TAS: Jackson Motor Company moved 99

397 cars left the market in the state over the week, across 28 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	99 proved · 47d	99
Tony White Group	76 proved · 28d	76
Jackson Kia	39 proved · 28d	39
A1 Motors	17 proved · 22d	17
Tilford Auto Group	16 proved · 55d	16
Launceston Mitsubishi	15 proved · 121d	15
Buckby Chery	0 proved	13
Devonport Burnie Volkswagen	12 proved · 27d	12
Buckby Motors	0 proved	11
Buckby Motors Subaru	0 proved	11

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

NT: Kerry's Automotive Group moved 23

41 cars left the market in the state over the week, across 7 yards · the 4 with most · beside each, its proved sales and their median days advertised

Kerry's Automotive Group	0 proved	23
Subaru Darwin	6 proved · 118d	6
Kerry Nissan	0 proved	4
Regent	3 proved · 102d	3

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

ACT: Canberra BMW moved 6

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

Canberra BMW	0 proved	6
Goulburn Nissan	0 proved	4
Goulburn Toyota	0 proved	3
National Capital Toyota	0 proved	3

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

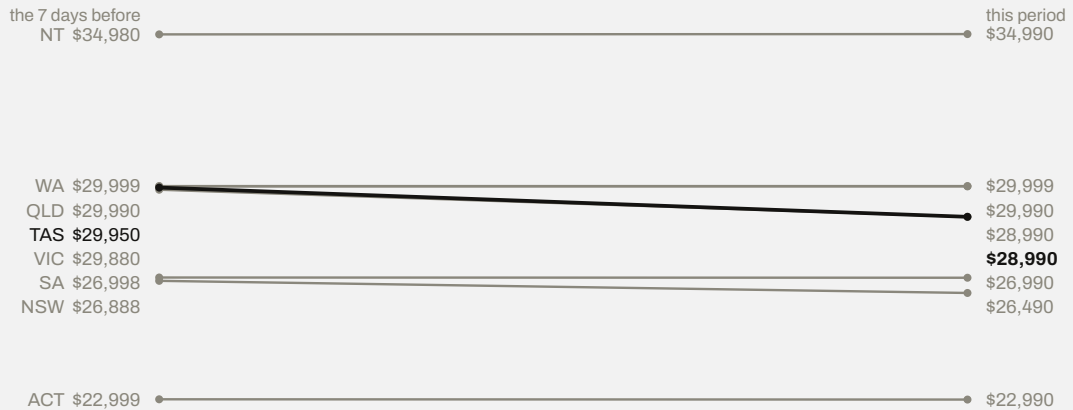
SECTION 5

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.

TAS's median used ask moved most, down 3.2% to \$28,990

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



0 states up and 3 down by half a percent or more; QLD, WA, SA, ACT, 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, down 1.1% (–\$500)

Cars at close and the median used ask as advertised, with the 7 days before beside it; cars proved sold over the period

FUEL	CARS AT CLOSE	MEDIAN USED ASK	PRIOR	CHANGE	PROVED SOLD	CHANGE
Petrol	76,822	\$22,990	\$22,990	0.0%	2,167	–29.2%
Diesel	43,801	\$33,999	\$34,490	–1.4%	1,254	–28.6%
Hybrid	10,239	\$39,982	\$39,888	+0.2%	427	–32.8%
Electric	10,139	\$42,990	\$43,490	–1.1%	201	–32.6%
not stated	9,070	\$28,900	—	—	168	—
Plug-in hybrid	3,283	\$49,888	\$49,990	–0.2%	107	–34.8%
LPG	50	\$10,777	\$10,777	0.0%	1	0.0%

Source: daily_fuel_rollup

SECTION 6

Repricing

25,396 price cuts against 3,755 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 1.71 cuts a day per 100 cars live, against 2.14 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	944 cuts
Nissan X-trail	median cut \$1,000	582 cuts
Toyota Hilux	median cut \$1,000	522 cuts
Hyundai Tucson	median cut \$898	507 cuts
Toyota RAV4	median cut \$893	495 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 7 days before · cars cut are in the state table on the web page

STATE	CARS AT CLOSE	CHANGE	MEDIAN ASK	PRIOR	CHANGE PROVED SOLD	CHANGE	
NSW	38,789	+0.5%	\$26,490	\$26,888	-1.5%	825	-25.1%
QLD	32,135	+0.3%	\$29,990	\$29,990	0.0%	1,032	-29.7%
VIC	31,750	-0.5%	\$28,990	\$29,880	-3.0%	1,014	-31.3%
WA	21,703	-0.5%	\$29,999	\$29,999	0.0%	641	-27.7%
not stated	14,101	—	\$19,999	—	—	412	—
SA	8,727	+1.8%	\$26,990	\$26,998	-0.0%	225	-13.8%
TAS	4,735	-0.6%	\$28,990	\$29,950	-3.2%	168	-30.3%
ACT	1,882	+2.7%	\$22,990	\$22,999	-0.0%	0	0.0%
NT	1,648	-1.4%	\$34,990	\$34,980	+0.0%	8	-27.3%

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 7 Sept and 13 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	37,197	2,532	6.5%	6.8%	+0.3
QLD	30,957	2,457	7.6%	7.9%	+0.3
VIC	30,736	2,601	8.3%	8.5%	+0.2
WA	20,310	1,026	5.1%	5.1%	-0.1
SA	8,557	593	6.7%	6.9%	+0.2
TAS	4,522	349	7.7%	7.7%	+0.0
ACT	1,757	137	7.9%	7.8%	-0.1
NT	1,512	120	8.0%	7.9%	-0.1

Source: daily_state_fuel_rollup

SECTION 9

Days to sell

Over the period's proved exits only: 5,890 cars, 5,063 of them with a published listing age, median 33 days advertised. Against the 7 days before: down 2.9% (–1d), over 4,392 dated cars.

47.4% 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

0 to 14 days	1,589 cars
15 to 29 days	813 cars
30 to 44 days	553 cars
45 to 59 days	400 cars
60 to 74 days	351 cars
75 to 89 days	199 cars
90 to 104 days	181 cars
105 to 119 days	125 cars
120+ days	852 cars

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 4,590 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	UTE	WAGON	HATCH	SEDAN	VAN	COUPE
QLD	26d · 400	25d · 255	32d · 205	20d · 161	20d · 76	[23]	[25]
NSW	28d · 387	28d · 179	29d · 194	22d · 137	21d · 73	[16]	[11]
VIC	38d · 416	31d · 154	32d · 187	15d · 109	24d · 92	[27]	[13]
WA	47d · 358	36d · 182	42d · 170	29d · 117	28d · 70	[13]	29d · 37
TAS	33d · 90	49d · 51	28d · 47	[29]	[11]	[7]	[2]
SA	24d · 104	39d · 52	17d · 33	[17]	[17]	[4]	[1]
NT	[4]	[2]	—	—	[1]	—	—
not stated	[2]	—	—	—	—	—	—

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 225,678 to 224,640 over the period, 153,404 vehicles at its close; observed 7 Sept to 13 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 13 Sept: 95,408 listings quoted drive-away, 43,788 excluding government charges, 91,220 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.



Spotlot is free, carries no advertising and sells no data.

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