

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 156,655 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

14 September to 20 September 2026

21 September 2026

issued, and archived as issued

7 of 7

days recorded

156,655

cars under observation at close

INSIDE

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build f7ad666

AT A GLANCE

14 September to 20 September 2026

What Spotlot observed of Australian dealers' public advertising, 14 Sept to 20 Sept. Compared with the 7 days before: 7 of 7 days recorded this period against 6 of 7 before, so flows are compared per recorded day.

CARS THAT LEFT THE MARKET

14,333

up 26.5% (+236) per recorded day on the 7 days before

over 7 days, one count per car, no listing of it still live · \$504.57M in final asking prices, a ceiling on the deals, never the deals

Exits ran at 1,124 cars a day over 7 recorded days, up 26.5% on the 7 days before (888 a day over 6 recorded); at least 6,396 of the week's 14,333 carry the seller's own proof of sale.

PROVED SOLD

6,396

up 26.8% (+193) per recorded day on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

22,828

down 11.3% (-297) per recorded day on the 7 days before

against 3,088 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

156,655

up 2.1% (+3,251) on the 7 days before

one per vehicle, on the last recorded day

MEDIAN USED ASK

\$27,990

up 0.1% (+\$40) on the 7 days before

over 98,925 cars at close, bases mixed as advertised

DAYS TO SELL

34d

unchanged on the 7 days before

median days advertised at exit, 5,047 proved cars with a published age

DAYS RECORDED

7 of 7

every day due in the period recorded

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 at 1,124 cars a day over 7 recorded days, up 26.5% on the 7 days before (888 a day over 6 recorded); at least 6,396 of the week's 14,333 carry the seller's own proof of sale.
- 2 Dealers cut 16,243 cars' prices against 2,365 rises: 1.48 cuts a day per 100 cars live, down 13.2% on the 7 days before; the median cut was \$1,000.
- 3 The median used asking price closed at \$27,990 over 98,925 cars, up 0.1% (+\$40) on the 7 days before, bases mixed as advertised.
- 4 WA's median used ask moved most, up 5.0% to \$31,489 over 16,783 cars; QLD, TAS held within half a percent.
- 5 Ford Ranger led the market out with 1,416 proved exits, up 25.0% per recorded day; Hyundai i30 rose fastest among the twelve, up 82.0% per recorded day.
- 6 Electric cars' median used ask closed at \$42,990 over 3,849 cars, unchanged; their proved exits up 71.4% per recorded day.

SECTION 1

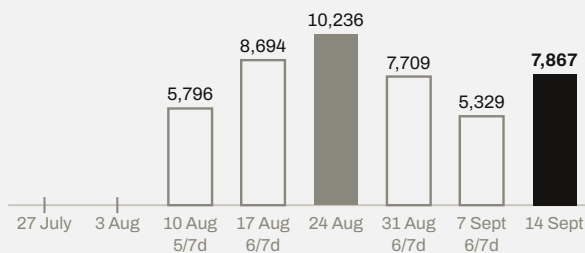
Against the period before

This period against the 7 days before (7 Sept to 13 Sept): 7 of 7 days recorded this period against 6 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	7,867	5,329	up 47.6% (+2,538)	1,124 vs 888, up 26.5%
Of them, proved by the seller's page · cars	6,396	4,325	up 47.9% (+2,071)	914 vs 721, up 26.8%
Cars with a price cut · cars, once per car per day	16,243	15,705	up 3.4% (+538)	2,320 vs 2,618, down 11.3%
Cars with a price rise · cars, once per car per day	2,365	2,670	down 11.4% (−305)	338 vs 445, down 24.1%
Cars live at close · cars on the last recorded day	156,655	153,404	up 2.1% (+3,251)	—
Median used asking price at close · one price per car, bases mixed	\$27,990	\$27,950	up 0.1% (+\$40)	—
Median days advertised at exit · proved exits with a published age, 5,047 and 4,779 cars	34d	34d	unchanged	—

Cars that left, the last eight weeks

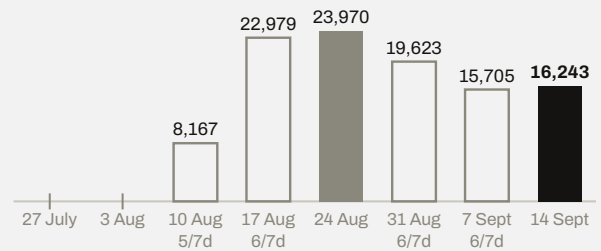
Cars, one per vehicle, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



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

Per recorded day against the 7 days before: exits up 26.5%, proved exits up 26.8%, cuts down 11.3%, rises down 24.1%; cars live at close up 2.1%; the median used ask up 0.1%; median days to sell unchanged.

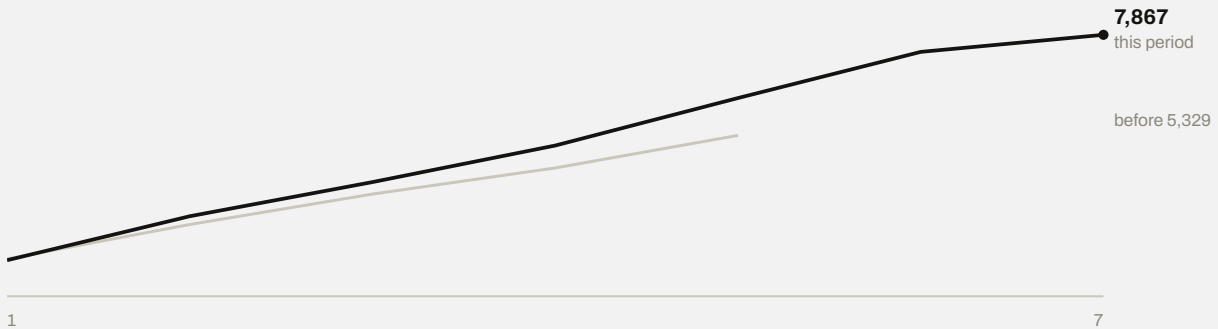
SECTION 2

Day by day

7 of 7 days recorded. Every day due in this period recorded.

Exits ran up 26.5% 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: 7 of 7 days recorded this period against 6 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

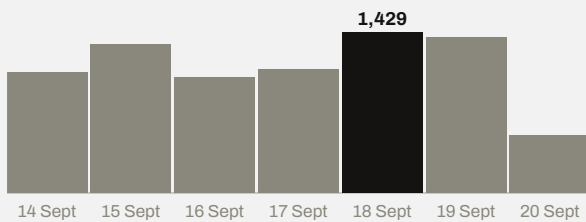
Cars, at each day's recording · 14 Sept to 20 Sept · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

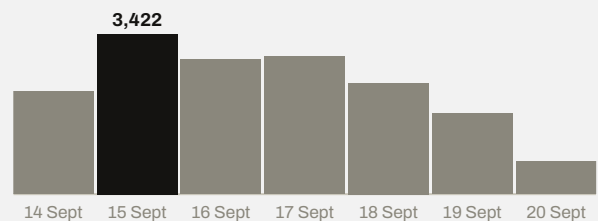
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



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
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

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

14,333 cars left the market over the period, \$504.57M in final asking prices, at least 6,396 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, 1,416 proved exits, up 25.0% 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 +25.0% a day on the 7 days before	1,416
Hyundai Tucson +60.5% a day on the 7 days before	766
Toyota RAV4 +48.5% a day on the 7 days before	674
Toyota Hilux +5.7% a day on the 7 days before	620
Ford Everest +22.9% a day on the 7 days before	615
Hyundai i30 +82.0% a day on the 7 days before	535
Mitsubishi Outlander +13.9% a day on the 7 days before	513
Mazda CX-5 +37.4% a day on the 7 days before	500
Hyundai Kona +24.2% a day on the 7 days before	494
Mitsubishi Triton +9.8% a day on the 7 days before	487
GWM Haval Jolion +10.0% a day on the 7 days before	466
Nissan X-trail +7.6% a day on the 7 days before	453

Among the twelve, Hyundai i30 rose fastest (up 82.0% per recorded day) and Toyota Hilux rose least (up 5.7% per recorded day) 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, 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	1,416	971	+25.0%	9,460	\$42,490	59d	1,922
Hyundai Tucson	766	409	+60.5%	5,041	\$29,990	50d	740
Toyota RAV4	674	389	+48.5%	3,904	\$39,888	26d	846
Toyota Hilux	620	503	+5.7%	4,048	\$44,990	32d	870
Ford Everest	615	429	+22.9%	4,535	\$53,450	66d	1,111
Hyundai i30	535	252	+82.0%	3,048	\$23,950	39d	437
Mitsubishi Outlander	513	386	+13.9%	4,566	\$29,990	74d	626
Mazda CX-5	500	312	+37.4%	3,551	\$26,990	45d	475
Hyundai Kona	494	341	+24.2%	4,062	\$29,990	50d	540
Mitsubishi Triton	487	380	+9.8%	3,632	\$30,788	64d	525
GWM Haval Jolion	466	363	+10.0%	3,213	\$23,880	36d	253
Nissan X-trail	453	361	+7.6%	5,635	\$27,990	74d	652

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.

NSW: Tony White Group moved 265

2,921 cars left the market in the state over the week, across 202 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	265 proved · 34d	265
Country Cars	240 proved · 42d	240
Australian Car Sales Group	120 proved	120
Trivett	0 proved	114
Blue Chip Auto	107 proved	107
Tweed Cars	94 proved · 26d	94
Peter Warren Automotive	85 proved · 47d	85
Australian Automotive Group	0 proved	76
Rockdale City Chery	0 proved	70
Wholesale Motor Group	62 proved	62

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

VIC: Booran Motors moved 296

2,882 cars left the market in the state over the week, across 196 yards · the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	296 proved · 37d	296
Tony White Group	178 proved · 32d	178
Doncaster GWM, Doncaster VIC	92 proved · 105d	92
Maidstone Cars & Commercials	84 proved	84
MAW Motor Group	84 proved	84
Doncaster Hyundai, Doncaster	77 proved · 53d	77
Country Cars	69 proved · 32d	69
Melbourne City Toyota	51 proved · 41d	51
Pakenham Toyota	50 proved · 23d	50
altousmotors	47 proved	47

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

QLD: Brisbane Cars moved 409

2,822 cars left the market in the state over the week, across 157 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	409 proved · 30d	409
Autopact	0 proved	227
Tony White Group	109 proved · 11d	109
Country Cars	87 proved · 31d	87
Westpoint Autos	84 proved · 39d	84
Frizelle Sunshine Automotive	82 proved · 57d	82
Coastal Cars Select	70 proved	70
Pacific Toyota	61 proved · 27d	61
Keema Cars	58 proved · 50d	58
Cheap Car Co	49 proved · 22d	49

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

WA: John Hughes moved 353

2,407 cars left the market in the state over the week, across 100 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	353 proved · 53d	353
Westside Auto Wholesale	0 proved	229
Regent	181 proved · 20d	181
Wangara Motors	130 proved	130
Osborne Park Kia	0 proved	119
Motormall WA (Wangara)	88 proved · 30d	88
Gardner Autos	83 proved · 30d	83
DNA Car Sales	81 proved	81
Carz Direct	64 proved	64
Maddington Isuzu UTE	0 proved	52

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

SA: Adelaide Vehicle Centre moved 74

886 cars left the market in the state over the week, across 63 yards · the 10 with most · beside each, its proved sales and their median days advertised

Adelaide Vehicle Centre	74 proved · 22d	74
Maughan Thiem	72 proved · 42d	72
Jarvis Ford	0 proved	62
WP Wholesalers	56 proved	56
Mawsonlakes Mazda	47 proved · 51d	47
Motorwell	47 proved	47
peterkittle	40 proved	40
maughanthiemford	39 proved · 13d	39
Wayne Phillis Automotive	35 proved · 47d	35
sccarsalesandrentals	28 proved	28

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

TAS: Jackson Motor Company moved 90

389 cars left the market in the state over the week, across 30 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	90 proved · 53d	90
Tony White Group	67 proved · 29d	67
Jackson Kia	34 proved · 29d	34
Buckby Motors Subaru	0 proved	19
Launceston Mitsubishi	18 proved · 95d	18
Tilford Auto Group	18 proved · 28d	18
A1 Motors	14 proved · 10d	14
Buckby Chery	0 proved	13
Powell Motor Group	0 proved	13
Devonport Burnie Volkswagen	11 proved · 36d	11

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

ACT: Canberra Toyota, Belconnen ACT moved 23

63 cars left the market in the state over the week, across 8 yards · the 6 with most · beside each, its proved sales and their median days advertised

Canberra Toyota, Belconnen ACT	23 proved	23
Braddon Auto Mart	15 proved	15
Canberra BMW	0 proved	6
Goulburn Toyota	0 proved	6
Queanbeyan Toyota	0 proved	6
Goulburn Nissan	0 proved	3

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

NT: Kerry's Automotive Group moved 19

55 cars left the market in the state over the week, across 6 yards · the 5 with most · beside each, its proved sales and their median days advertised

Kerry's Automotive Group	0 proved	19
Kerry Nissan	0 proved	11
Hidden Valley Ford	9 proved · 36d	9
Subaru Darwin	9 proved · 46d	9
Alice Springs Toyota	5 proved	5

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.

WA's median used ask moved most, up 5.0% to \$31,489

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



5 states up and 0 down by half a percent or more; QLD, TAS 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 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	78,188	\$22,999	\$22,990	+0.0%	3,181	+25.8%
Diesel	45,144	\$34,990	\$33,999	+2.9%	1,622	+10.9%
Hybrid	10,819	\$39,950	\$39,982	-0.1%	606	+21.6%
Electric	10,461	\$42,990	\$42,990	0.0%	402	+71.4%
not stated	8,399	\$30,000	—	—	358	—
Plug-in hybrid	3,599	\$49,888	\$49,888	0.0%	225	+80.2%
LPG	45	\$10,886	\$10,777	+1.0%	2	+71.4%

Source: daily_fuel_rollup

SECTION 6

Repricing

22,828 price cuts against 3,088 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 1.48 cuts a day per 100 cars live, against 1.71 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	940 cuts
Ford Everest	median cut \$1,000	523 cuts
Toyota RAV4	median cut \$898	513 cuts
Toyota Hilux	median cut \$1,000	504 cuts
Mitsubishi Outlander	median cut \$1,000	406 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, 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	39,065	+0.7%	\$26,888	\$26,490	+1.5%	1,140	+18.4%
VIC	32,972	+3.8%	\$29,888	\$28,990	+3.1%	1,466	+23.9%
QLD	32,962	+2.6%	\$29,990	\$29,990	0.0%	1,365	+13.4%
WA	23,007	+6.0%	\$31,489	\$29,999	+5.0%	1,277	+70.8%
not stated	13,596	—	\$20,990	—	—	552	—
SA	9,144	+4.8%	\$27,990	\$26,990	+3.7%	358	+36.4%
TAS	4,695	−0.8%	\$28,990	\$28,990	0.0%	200	+2.0%
ACT	1,970	+4.7%	\$23,999	\$22,990	+4.4%	22	from 0
NT	1,592	−3.4%	\$34,980	\$34,990	−0.0%	16	+71.4%

Source: daily_state_rollup

SECTION 8

Electric share by state



VIC carried the largest electric share of stated stock, 8.4%

Electric cars as a share of cars with a stated powertrain, on 14 Sept and 20 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	37,518	2,569	6.8%	6.8%	+0.0
VIC	32,046	2,690	8.5%	8.4%	-0.1
QLD	31,963	2,484	7.9%	7.8%	-0.2
WA	21,548	1,106	5.0%	5.1%	+0.1
SA	8,982	621	6.8%	6.9%	+0.2
TAS	4,446	359	7.8%	8.1%	+0.3
ACT	1,854	149	7.9%	8.0%	+0.1
NT	1,488	118	8.1%	7.9%	-0.2

Source: daily_state_fuel_rollup

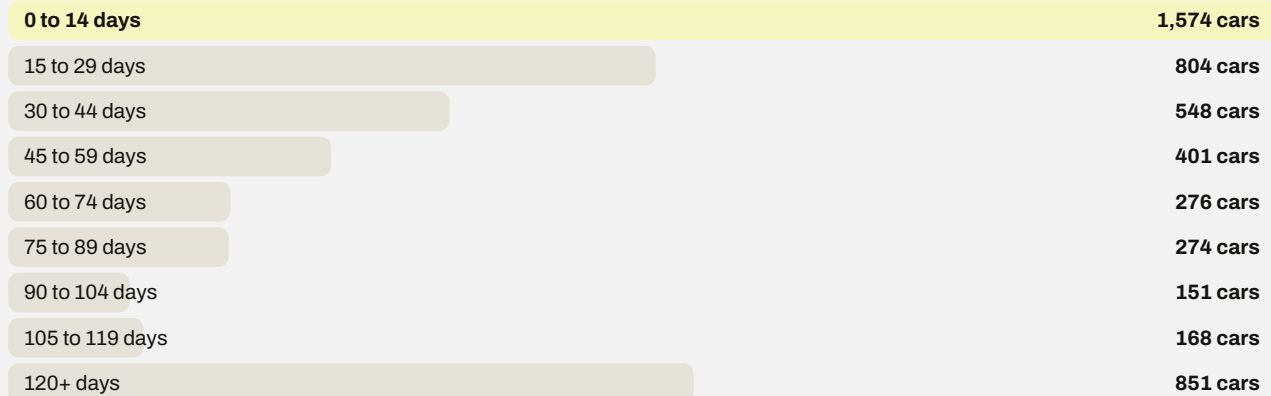
SECTION 9

Days to sell

Over the period's proved exits only: 8,669 cars, 5,047 of them with a published listing age, median 34 days advertised. Against the 7 days before: unchanged, over 4,779 dated cars.

47.1% 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 4,449 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
QLD	26d · 434	28d · 246	31d · 250	16d · 146	21d · 116	[13]	[18]
VIC	33d · 372	26d · 165	27d · 138	27d · 154	19d · 71	[20]	[16]
NSW	31d · 346	25d · 189	23d · 132	16d · 117	21d · 58	[21]	[10]
WA	40d · 329	30d · 164	41d · 166	36d · 94	32d · 69	[14]	[26]
SA	28d · 131	22d · 56	25d · 49	24d · 35	[17]	[3]	[1]
TAS	50d · 73	23d · 39	40d · 54	17d · 33	[11]	[1]	—
NT	[3]	[2]	[6]	—	[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 223,557 to 234,321 over the period, 156,655 vehicles at its close; observed 14 Sept to 20 Sept, 7 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 20 Sept: 99,126 listings quoted drive-away, 47,270 excluding government charges, 91,544 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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