

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 158,255 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

28 September–4 October 2026

5 October 2026

issued, and archived as issued

7 of 7

days recorded

158,255

cars under observation at close

INSIDE

- At a glance
- 1** Against the period before
- 2** Day by day
- 3** What left the market
- 4** The yards that moved the most, by state
- 5** Prices
- 6** Repricing
- 7** By state
- 8** Electric share by state
- 9** Days to sell
- 10** Coverage and what is withheld
- 11** Method

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AT A GLANCE

28 September – 4 October 2026

What Spotlot observed of Australian dealers' public advertising, 28 Sept to 4 Oct. Compared with the 7 days before: 7 of 7 days recorded in each window.

CARS THAT LEFT THE MARKET

11,499

up 7.1% (+497) on the 7 days before

over 7 days, one count per car, no listing of it still live · \$442.07M in final asking prices, a ceiling on the deals, never the deals

Exits ran up 7.1% (+497) on the 7 days before: 7,498 cars on the daily series against 7,001; at least 5,906 of the week's 11,499 carry the seller's own proof of sale.

PROVED SOLD

5,906

up 6.4% (+354) on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

21,841

up 5.6% (+805) on the 7 days before

against 4,340 rises, once per car per day · median cut \$1,000

CARS LIVE AT CLOSE

158,255

up 0.8% (+1,188) on the 7 days before

one per vehicle, on the last recorded day

MEDIAN USED ASK

\$27,990

unchanged on the 7 days before

over 99,407 cars at close, bases mixed as advertised

DAYS TO SELL

30d

down 6.3% (-2d) on the 7 days before

median days advertised at exit, 4,890 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 up 7.1% (+497) on the 7 days before: 7,498 cars on the daily series against 7,001; at least 5,906 of the week's 11,499 carry the seller's own proof of sale.
- 2 Dealers cut 15,265 cars' prices against 3,279 rises: 1.38 cuts a day per 100 cars live, up 4.8% on the 7 days before; the median cut was \$1,000.
- 3 The median used asking price closed at \$27,990 over 99,407 cars, unchanged on the 7 days before, bases mixed as advertised.
- 4 ACT's median used ask moved most, down 3.8% to \$23,990 over 1,855 cars; QLD, WA, NT, TAS held within half a percent.
- 5 Ford Ranger led the market out with 1,450 proved exits, up 6.4% (+87); Mazda CX-5 rose fastest among the twelve, up 9.8% (+40).
- 6 Electric cars' median used ask closed at \$42,990 over 3,882 cars, unchanged; their proved exits up 1.1% (+4).

SECTION 1

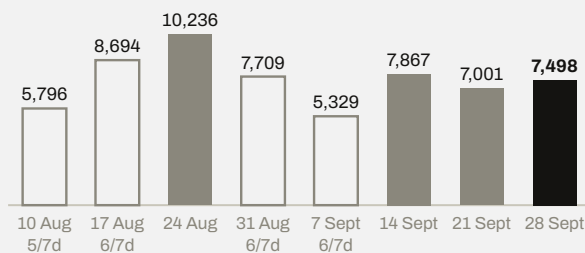
Against the period before

This period against the 7 days before (21 Sept to 27 Sept): 7 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	7,498	7,001	up 7.1% (+497)	same days recorded
Of them, proved by the seller's page · cars	5,906	5,552	up 6.4% (+354)	same days recorded
Cars with a price cut · cars, once per car per day	15,265	14,460	up 5.6% (+805)	same days recorded
Cars with a price rise · cars, once per car per day	3,279	1,646	up 99.2% (+1,633)	same days recorded
Cars live at close · cars on the last recorded day	158,255	157,067	up 0.8% (+1,188)	—
Median used asking price at close · one price per car, bases mixed	\$27,990	\$27,990	unchanged	—
Median days advertised at exit · proved exits with a published age, 4,890 and 4,676 cars	30d	32d	down 6.3% (–2d)	—

Cars that left, the last eight weeks

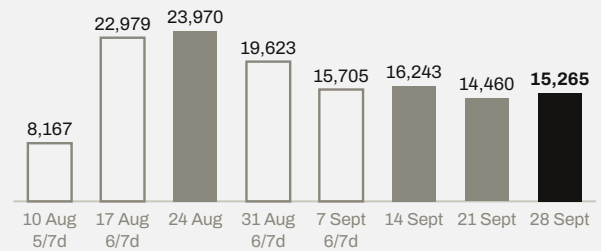
Cars, one per vehicle, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



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 up 7.1%, proved exits up 6.4%, cuts up 5.6%, rises up 99.2%; cars live at close up 0.8%; the median used ask unchanged; median days to sell down 6.3%.

SECTION 2

Day by day

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

Exits ran up 7.1% against the 7 days before

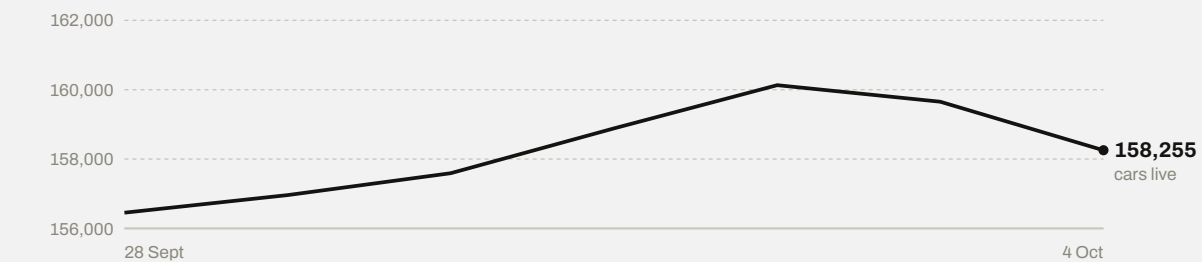
Running total of cars that left the market, day by day · black is this period, grey is the 7 days before laid on the same days · a line stops where a day was not recorded



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

Cars live each day, one per vehicle

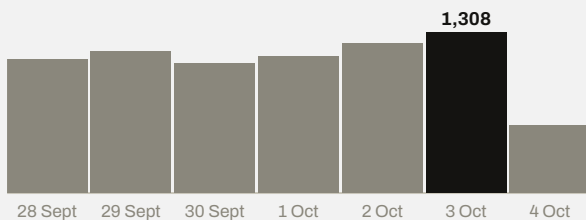
Cars, at each day's recording · 28 Sept to 4 Oct · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

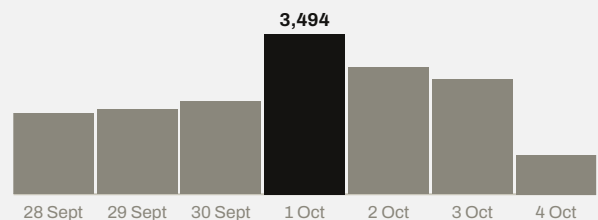
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



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
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
1 Oct	236,557	158,883	3,681	1,112	878	\$131.35M	3,494	1,090
2 Oct	238,503	160,129	3,888	1,220	939	\$141.35M	2,770	583
3 Oct	237,434	159,652	4,319	1,308	1,044	\$159.05M	2,508	556
4 Oct	235,519	158,255	1,303	555	348	\$51.03M	857	136

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

11,499 cars left the market over the period, \$442.07M in final asking prices, at least 5,906 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, 1,450 proved exits, up 6.4% (+87)

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 +6.4% on the 7 days before	1,450
Toyota RAV4 +4.3% on the 7 days before	611
Ford Everest -8.1% on the 7 days before	577
Toyota Hilux -8.3% on the 7 days before	542
Hyundai Tucson -4.9% on the 7 days before	468
Mitsubishi Outlander +3.4% on the 7 days before	456
Mazda CX-5 +9.8% on the 7 days before	447
Nissan X-trail -11.1% on the 7 days before	447
Hyundai Kona -5.2% on the 7 days before	436
Mitsubishi Triton +6.4% on the 7 days before	431
Hyundai i30 -11.6% on the 7 days before	426
GWM Haval Jolion +2.5% on the 7 days before	412

Among the twelve, Mazda CX-5 rose fastest (up 9.8% (+40)) and Hyundai i30 fell furthest (down 11.6% (-56)) 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	1,450	1,363	+6.4%	9,218	\$41,990	48d	1,483
Toyota RAV4	611	586	+4.3%	3,837	\$39,888	30d	808
Ford Everest	577	628	-8.1%	4,514	\$52,888	58d	965
Toyota Hilux	542	591	-8.3%	4,198	\$44,990	31d	855
Hyundai Tucson	468	492	-4.9%	4,983	\$29,990	56d	703
Mitsubishi Outlander	456	441	+3.4%	4,850	\$29,880	64d	705
Mazda CX-5	447	407	+9.8%	3,740	\$26,950	44d	438
Nissan X-trail	447	503	-11.1%	5,395	\$27,997	80d	603
Hyundai Kona	436	460	-5.2%	4,017	\$29,888	52d	534
Mitsubishi Triton	431	405	+6.4%	3,841	\$29,990	58d	447
Hyundai i30	426	482	-11.6%	3,091	\$22,888	35d	378
GWM Haval Jolion	412	402	+2.5%	3,286	\$23,770	35d	274

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 344

2,633 cars left the market in the state over the week, across 149 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	344 proved · 24d	344
Autopact	0 proved	284
Westpoint Autos	101 proved · 56d	101
Tony White Group	95 proved · 9d	95
Frizelle Sunshine Automotive	80 proved · 68d	80
Sci-Fleet Toyota	65 proved · 28d	65
Keema Cars	62 proved · 54d	62
Country Cars	54 proved · 9d	54
Pacific Toyota	48 proved · 36d	48
Motorama Chery	47 proved · 31d	47

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

VIC: Booran Motors moved 266

2,505 cars left the market in the state over the week, across 198 yards · the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	266 proved · 25d	266
Tony White Group	250 proved · 30d	250
Melbourne City Toyota	56 proved · 33d	56
Country Cars	53 proved · 24d	53
Werribee Automotive Group	52 proved · 27d	52
Werribee Hyundai	50 proved · 50d	50
Berwick Toyota	40 proved · 24d	40
Barry Bourke	38 proved · 63d	38
Cranbourne Toyota	38 proved · 30d	38
Essendon Hyundai, Essendon Fields	36 proved · 61d	36

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

NSW: Tony White Group moved 210

2,306 cars left the market in the state over the week, across 221 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	210 proved · 16d	210
Country Cars	193 proved · 20d	193
Australian Automotive Group	0 proved	102
Macarthur Automotive	83 proved · 57d	83
Peter Warren Automotive	72 proved · 62d	72
Tweed Cars	71 proved · 22d	71
Trivett	0 proved	70
Sydney BMW	0 proved	39
Warwickfarm Jeep	38 proved · 21d	38
Tynan Motors	33 proved · 21d	33

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

WA: John Hughes moved 357

1,751 cars left the market in the state over the week, across 97 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	357 proved · 54d	357
Westside Auto Wholesale	0 proved	213
Regent	169 proved · 31d	169
Motormall WA (Wangara)	83 proved · 44d	83
Osborne Park Kia	0 proved	79
Gardner Autos	78 proved · 36d	78
Maddington Isuzu UTE	0 proved	45
Melvilletoyota	43 proved · 22d	43
Range Ford	37 proved · 14d	37
Magic Deals	32 proved · 13d	32

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

SA: Adelaide Vehicle Centre moved 79

722 cars left the market in the state over the week, across 65 yards · the 10 with most · beside each, its proved sales and their median days advertised

Adelaide Vehicle Centre	79 proved · 23d	79
Jarvis Ford	0 proved	65
Maughan Thiem	62 proved · 37d	62
peterkittle	45 proved	45
Mawsonlakes Mazda	38 proved · 59d	38
Hamilton Automotive Group	0 proved	33
Northpoint Toyota, Hillcrest SA	26 proved	26
Wayne Phillis Automotive	24 proved · 73d	24
CMG Adelaide	0 proved	20
Southern Mitsubishi	19 proved · 35d	19

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

TAS: Jackson Motor Company moved 104

403 cars left the market in the state over the week, across 27 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	104 proved · 40d	104
Tony White Group	68 proved · 13d	68
Powell Motor Group	0 proved	28
Buckby Motors	0 proved	26
Devonport Burnie Volkswagen	20 proved · 33d	20
Jackson Kia	20 proved · 38d	20
Launceston Mitsubishi	17 proved · 45d	17
Buckbyram	0 proved	13
Subaru Hobart	12 proved · 10d	12
A1 Motors	11 proved · 31d	11

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

ACT: Canberra Toyota, Belconnen ACT moved 37

64 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	37 proved	37
Braddon Auto Mart	8 proved	8
Goulburn Suzuki	0 proved	5
Canberra BMW	0 proved	4
Queanbeyan Toyota	0 proved	4
Goulburn Country Motors	0 proved	3

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

NT: Kerry's Automotive Group moved 17

44 cars left the market in the state over the week, across 6 yards · the 4 with most · beside each, its proved sales and their median days advertised

Kerry's Automotive Group	0 proved	17
Kerry Nissan	0 proved	11
Hidden Valley Ford	8 proved · 55d	8
Regent	4 proved · 17d	4

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

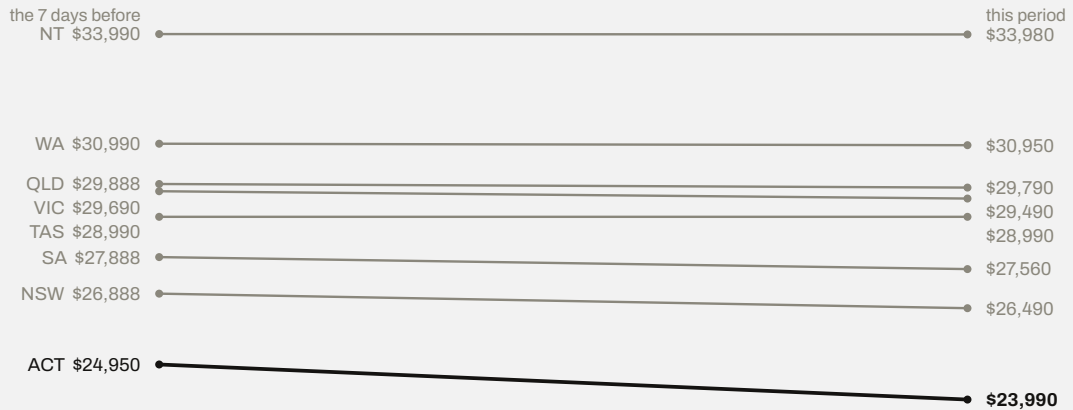
SECTION 5

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.

ACT's median used ask moved most, down 3.8% to \$23,990

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 4 down by half a percent or more; QLD, WA, TAS, 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, unchanged

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	79,183	\$22,990	\$22,999	-0.0%	2,813	+4.0%
Diesel	45,432	\$34,888	\$34,970	-0.2%	1,607	+11.4%
Hybrid	10,938	\$39,888	\$39,888	0.0%	612	+10.7%
Electric	10,935	\$42,990	\$42,990	0.0%	357	+1.1%
not stated	8,131	\$29,990	—	—	286	—
Plug-in hybrid	3,589	\$49,983	\$49,990	-0.0%	229	+23.8%
LPG	47	\$9,999	\$10,777	-7.2%	2	+100.0%

Source: daily_fuel_rollup

SECTION 6

Repricing

21,841 price cuts against 4,340 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 1.38 cuts a day per 100 cars live, against 1.32 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	849 cuts
Ford Everest	median cut \$1,000	479 cuts
Mitsubishi Outlander	median cut \$1,000	475 cuts
Toyota Hilux	median cut \$999	474 cuts
Toyota RAV4	median cut \$899	438 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	39,081	+0.2%	\$26,490	\$26,888	−1.5%	1,229	+11.0%
VIC	33,750	+2.4%	\$29,490	\$29,690	−0.7%	1,405	+11.3%
QLD	33,129	+1.8%	\$29,790	\$29,888	−0.3%	1,354	−1.2%
WA	22,851	−2.5%	\$30,950	\$30,990	−0.1%	769	+2.0%
not stated	13,942	—	\$20,999	—	—	511	—
SA	9,359	+2.4%	\$27,560	\$27,888	−1.2%	386	+6.6%
TAS	4,880	+1.3%	\$28,990	\$28,990	0.0%	199	+11.2%
ACT	2,079	+0.1%	\$23,990	\$24,950	−3.8%	43	+16.2%
NT	1,675	+1.9%	\$33,980	\$33,990	−0.0%	10	−16.7%

Source: daily_state_rollup

SECTION 8

Electric share by state



NT carried the largest electric share of stated stock, 8.7%

Electric cars as a share of cars with a stated powertrain, on 28 Sept and 4 Oct · states with 200 or more stated cars

STATE	STATED CARS AT CLOSE	ELECTRIC AT CLOSE	SHARE AT START	SHARE AT CLOSE	CHANGE, PTS
NSW	37,517	2,723	7.0%	7.3%	+0.3
VIC	32,779	2,749	8.6%	8.4%	-0.2
QLD	32,047	2,493	7.7%	7.8%	+0.0
WA	21,956	1,162	5.3%	5.3%	+0.0
SA	9,179	657	7.2%	7.2%	-0.0
TAS	4,583	372	8.1%	8.1%	+0.1
ACT	1,918	155	8.3%	8.1%	-0.2
NT	1,558	135	8.4%	8.7%	+0.2

Source: daily_state_fuel_rollup

SECTION 9

Days to sell

Over the period's proved exits only: 6,193 cars, 4,890 of them with a published listing age, median 30 days advertised. Against the 7 days before: down 6.3% (–2d), over 4,676 dated cars.

49.9% 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

0 to 14 days	1,664 cars
15 to 29 days	774 cars
30 to 44 days	498 cars
45 to 59 days	393 cars
60 to 74 days	257 cars
75 to 89 days	220 cars
90 to 104 days	186 cars
105 to 119 days	118 cars
120+ days	780 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 4,388 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	UTE	WAGON	HATCH	SEDAN	VAN	COUPE
QLD	27d · 413	22d · 223	21d · 213	23d · 164	11d · 83	[19]	[11]
VIC	33d · 410	29d · 178	20d · 184	23d · 141	20d · 76	[27]	[17]
NSW	23d · 327	18d · 161	19d · 172	16d · 127	15d · 59	[18]	[11]
WA	36d · 302	48d · 177	36d · 165	31d · 108	37d · 83	[13]	[15]
SA	37d · 111	27d · 36	24d · 43	[26]	[25]	[5]	[3]
TAS	27d · 78	46d · 48	33d · 40	[25]	[13]	[3]	[3]
NT	[1]	[4]	[1]	[1]	—	[1]	[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 232,653 to 235,519 over the period, 158,255 vehicles at its close; observed 28 Sept to 4 Oct, 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 4 Oct: 98,904 listings quoted drive-away, 47,435 excluding government charges, 92,164 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.

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

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