

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 158,337 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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**5–11 October 2026****12 October 2026** **7 of 7**

issued, and archived as issued

days recorded

158,337cars under
observation at close**INSIDE**

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build b4450fe

AT A GLANCE

5–11 October 2026

What Spotlot observed of Australian dealers' public advertising, 5 Oct to 11 Oct. Compared with the 7 days before: 7 of 7 days recorded in each window.

CARS THAT LEFT THE MARKET

10,885

down 0.0% (–1) on the 7 days before; used exits down 12.6% on the same 962 sources

over 7 days, one count per car, no listing of it still live · \$397.90M in final asking prices, a ceiling on the deals, never the deals

Exits ran down 0.0% (–1) on the 7 days before: 11,062 cars against 11,063, at least 8,407 of them with the seller's own proof of sale.

PROVED SOLD

8,407

down 1.2% (–100) on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

21,721

up 2.2% (+469) on the 7 days before

against 3,554 rises, once per car per day · median cut \$1,000

ELECTRIC

3.2%

of used exits were electric, week of 5 Oct

from 2.2% in the week of 17 Aug, on the same sources

CHINESE BRANDS

7.6%

of used exits were Chinese brands

+0.1 pts on the 7 days before, on the same sources

DAYS OF STOCK

63 days

of used stock at the week's pace

67,767 used cars standing on dealer sites, against 7,581 that left in the week

ASKING PRICES

–0.4%

a waiting car's ask over the week

the same 92,401 used cars at its start and close, 17.4% of them repriced

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 0.0% (–1) on the 7 days before: 11,062 cars against 11,063, at least 8,407 of them with the seller's own proof of sale.
- 2 Dealer sites held 63 days of used stock at the week's pace, from 49 in WA to 68 in NSW; electric cars 64 days against 54 for petrol.
- 3 Dealers cut 21,722 cars' prices against 3,556 rises: 1.96 cuts a day per 100 cars live, up 2.2% on the 7 days before; the median cut was \$1,000.
- 4 The median used asking price closed at \$28,490 over 105,225 cars; the used rule changed on 8 Oct, so it is not compared with the 7 days before.
- 5 Spotlot same-car ask index: the asking prices of the 92,401 used cars on lots right through the week fell 0.4%, value-weighted, with 17.4% of them repriced. It measures what the week's wait cost those cars, not the market's price level. By powertrain: petrol –0.4%, diesel –0.4%, hybrid –0.4%, plug-in hybrid –0.3%, electric –0.4%.
- 6 Electric cars were 4.4% of the used stock at the close and 3.1% of the used cars that left, +0.3 pts on the 7 days before on the panel. Plug-in hybrids were 0.9% of the stock, median build 2025 and 6,245 km: near-new cars.

SECTION 1

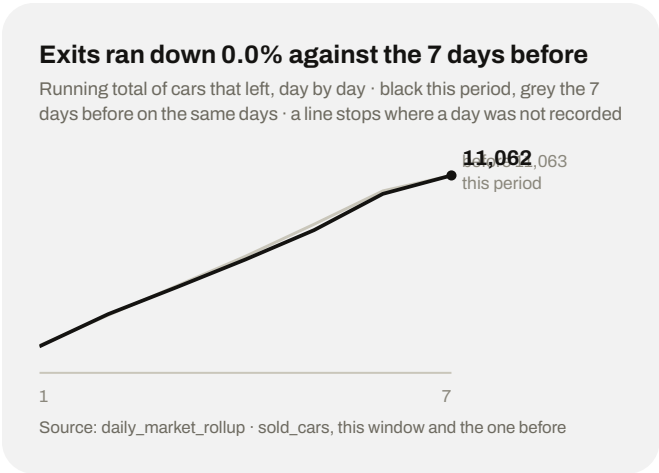
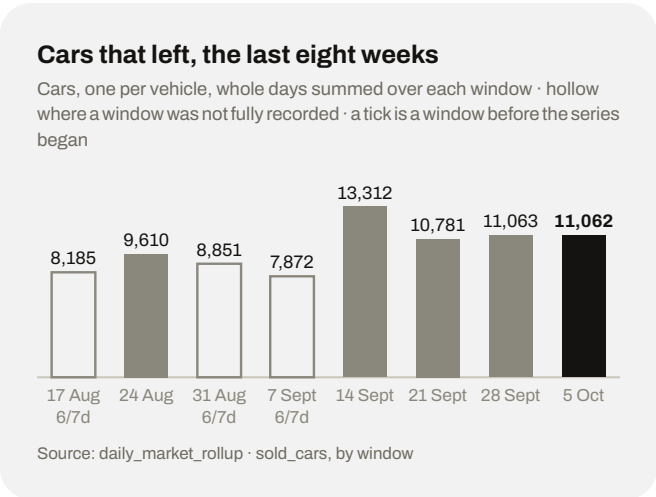
What moved

This period against the 7 days before (28 Sept to 4 Oct): 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. On 9 October 2026 every day from 11 August was recounted over the whole UTC day. Until then each day's cars that left, cars proved sold and cars cut or raised were counted at 12:50 UTC and never finished, so the afternoon crawl was missing: about a third of exits since September. Reports issued before 12 October compared those part-day counts and keep them as issued; from this issue both windows of every comparison are whole days.

MEASURE	THIS PERIOD	THE 7 DAYS BEFORE	CHANGE	PER RECORDED DAY, NOW VS PRIOR	ON THE PANEL
Cars that left the market · cars, one per vehicle	11,062	11,063	down 0.0% (-1)	same days recorded	down 12.6%
Of them, proved by the seller's page · cars	8,407	8,507	down 1.2% (-100)	same days recorded	down 0.4%
Cars with a price cut · cars, once per car per day	21,722	21,253	up 2.2% (+469)	same days recorded	up 2.4%
Cars with a price rise · cars, once per car per day	3,556	4,212	down 15.6% (-656)	same days recorded	down 23.1%
Cars live at close · cars on the last recorded day	158,337	158,255	up 0.1% (+82)	—	—
Median used asking price at close · one price per car, bases mixed	\$28,490	\$27,990	—	—	—
Median days advertised at exit · proved exits with a published age, 4,717 and 4,580 cars	27d	30d	down 10.0% (-3d)	—	—

On the panel: the change in used exits, proved exits, cuts and rises measured on the 962 sources watched from 17 Aug and still read at the close, which carried 93.9% of the period's used exits (6,097 of 6,494); a site joining or leaving the watch between the periods cannot move them. They are the constant panel panel-2026-08-17, the same sources for every change in every issue until it is renewed. Levels are the whole watched market. Used exits there are by the one rule, dated by the last day advertised.

Median used asking price at close: the used rule changed on 8 Oct (+6,215 cars counted as used), so the two closes count used cars differently.



WHAT IT MEANS

Against the 7 days before: exits down 0.0%, proved exits down 1.2%, cuts up 2.2%, rises down 15.6%; cars live at close up 0.1%; the median used ask not compared: the used rule changed on 8 Oct; median days to sell down 10.0%.

SECTION 2

Powertrains



Electric cars were 4.4% of the used stock at the close and 3.1% of the used cars that left, +0.3 pts on the 7 days before on the panel. Plug-in hybrids were 0.9% of the stock, median build 2025 and 6,245 km: near-new cars.

Used cars standing on the last recorded day (11 Oct) and the period's used cars that left, by the powertrain the listing stated · shares are of the 100,992 standing and 6,198 leaving cars with one · the standing share's change is against the close of the 7 days before, whole watched corpus; the leaving share's is on the constant panel · medians at the close over the standing used cars

POWERTRAIN	USED AT CLOSE	SHARE	VS PRIOR	USED LEFT	SHARE	VS PRIOR	MEDIAN ASK	BUILD	KM	DAYS ADV.
Petrol	58,249	57.7%	—	3,473	56.0%	−1.4 pts	\$23,590	2021	66k	43d
Diesel	32,502	32.2%	—	1,918	30.9%	+1.5 pts	\$34,990	2021	89k	55d
Hybrid	4,849	4.8%	—	523	8.4%	−0.4 pts	\$39,990	2024	34k	47d
Plug-in hybrid	911	0.9%	—	88	1.4%	0.0 pts	\$50,990	2025	6.2k	59d
Electric	4,430	4.4%	—	194	3.1%	+0.3 pts	\$44,888	2024	19k	58d
LPG	51	0.1%	—	2	0.0%	0.0 pts	\$10,777	2010	167k	18d
Not stated	5,797	—	—	296	—	—	\$29,995	2021	73k	27d

The standing shares are not compared: the used rule changed on 8 Oct, and the two closes count used cars differently. The leaving shares are counted by the one rule on both sides.

Source: daily_fuel_rollup for the standing cars, sold_car_fact for the cars that left · standing is used by the one rule from 8 Oct 2026, the used label before

Electric cars took a median 56 days to sell against 23 for petrol

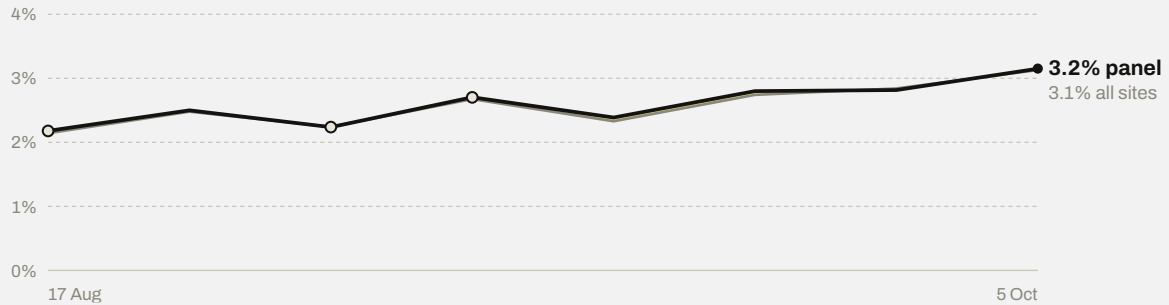
The period's 6,198 used cars that left with a stated powertrain · days to sell over proved exits with a published age, cut share over every exit, the median final ask and build year · the last two columns are each powertrain's share of the 5,806 stated exits on the constant panel, against the 7 days before's 6,685

POWERTRAIN	LEFT	PROVED	MEDIAN DAYS	CUT FIRST	MEDIAN ASK	BUILD	PANEL SHARE	VS PRIOR
Petrol	3,473	2,971	23d	31.2%	\$23,950	2021	56.1%	−1.4 pts
Diesel	1,918	1,652	28d	37.3%	\$39,962	2021	31.2%	+1.5 pts
Hybrid	523	483	26d	38.4%	\$37,944	2023	7.9%	−0.4 pts
Not stated	296	253	0d	2.4%	\$19,242	2017	—	—
Electric	194	157	56d	40.2%	\$42,738	2024	3.2%	+0.3 pts
Plug-in hybrid	88	83	72d	68.2%	\$47,879	2025	1.5%	0.0 pts
LPG	2	1	[1]	—	\$5,448	2004	0.0%	0.0 pts

Source: sold_car_fact and vehicle · used by the one rule · a days figure in brackets is a count under the floor of 30 dated cars

Electric cars were 3.2% of the panel's used exits in the week of 5 Oct, from 2.2% in the week of 17 Aug

Share of each UTC week's used exits with a stated powertrain, 17 Aug to 5 Oct · ink: the constant panel, the sources watched since 17 August and still read at the week's close · grey: every site watched that week · the band between them is coverage, not the market · hollow where fewer than seven days were recorded

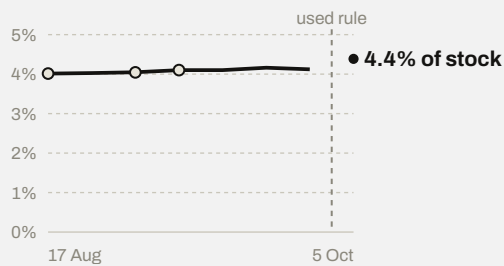


Electric cars were 3.2% of the panel's used exits in the week of 5 Oct (3.1% over every site watched, the difference being coverage), from 2.2% in the week of 17 Aug; hybrids 7.9% from 7.5%: 8 weeks on the same sources.

Source: powertrain_week · sold_car_fact by week, panel and whole corpus

Electric cars' share of the standing used stock, week by week

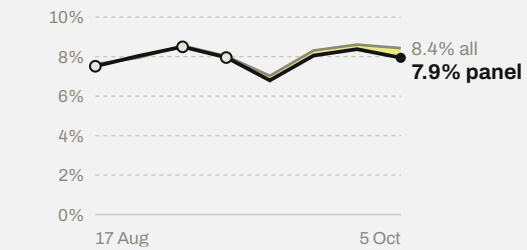
Used cars on the week's last recorded day with a stated powertrain, whole corpus · no panel: the roll-up reads every site · the line breaks where the used rule changed on 8 Oct: the weeks either side count used cars differently



Source: daily_fuel_rollup, last recorded day of each week

Hybrids' share of the week's used exits

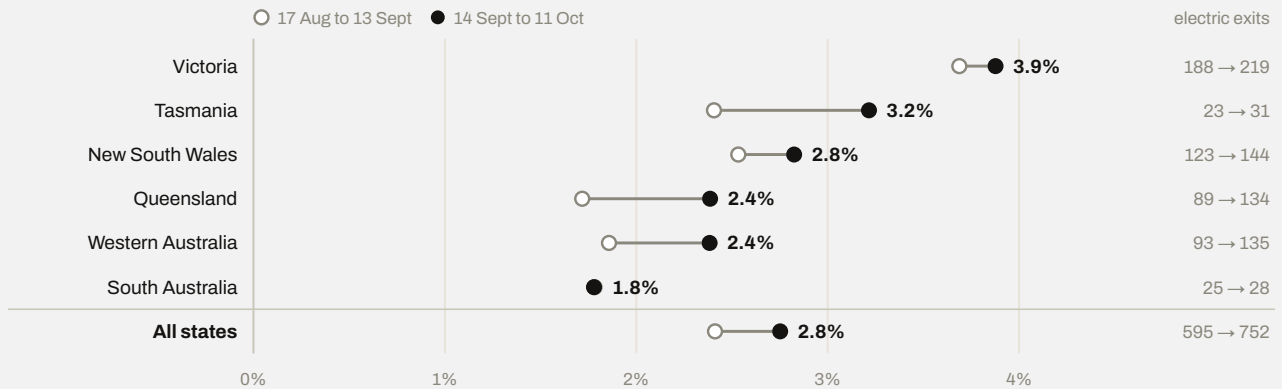
Same marks as the electric line above: ink the panel, grey every site, the band coverage



Source: powertrain_week

Electric cars' share of used exits rose in 5 of the 6 states with enough cars to read; Victoria reads highest, at 3.9%

Electric cars' share of each state's used exits with a stated powertrain on the constant panel, 17 Aug to 13 Sept (4 weeks, hollow) against 14 Sept to 11 Oct (4 weeks, filled) · weeks pooled so a state reads a share rather than a handful of cars · a state needs 500 stated exits and 15 electric on each side · at right, the electric exits behind each reading



ACT 4 to 3, NT 1 to 1 electric exits: too few for a share, so printed as counts.

Source: powertrain_week by state, constant panel

SECTION 3

Chinese brands

Chinese brands were 7.6% of the used cars that left the market, +0.1 pts on the 7 days before on the panel

7.6%

of the 6,494 used cars that left the market this week: 496

7.8%

of the 106,789 used cars standing at the close: 8,281

+0.1 pts

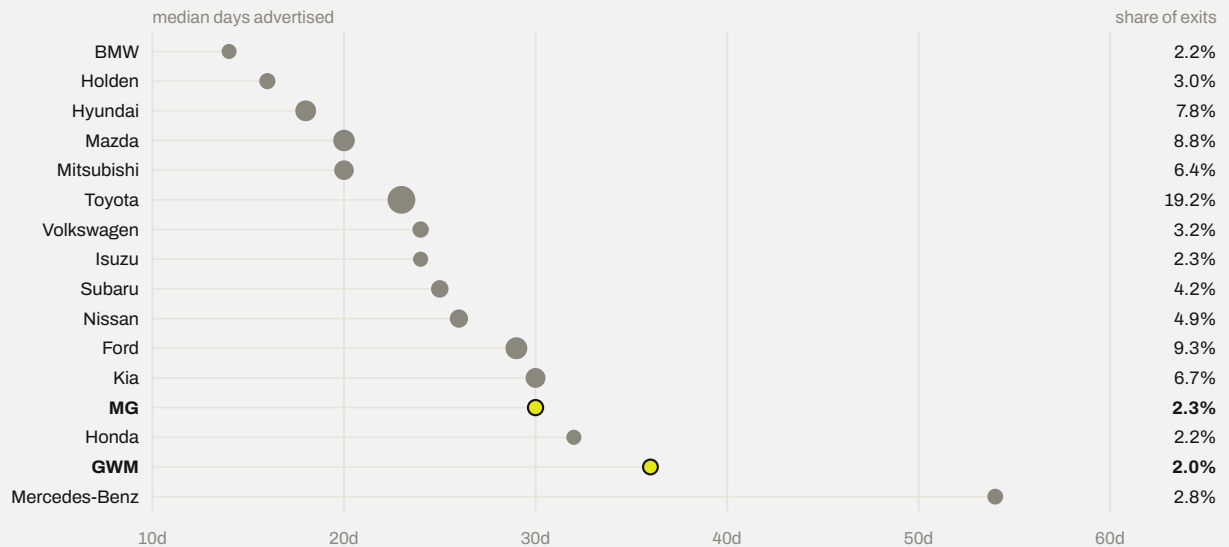
share of the panel's used exits, 7.7% in the 7 days before to 7.8%

They took a median 41 days to sell against 25 for every other make, over 335 and 3,725 dated proved exits; 41.7% had a price cut before leaving against 32.3%; median build 2024 against 2021; median final ask \$25,990 against \$29,888.

Chinese brands by ownership: Aion, BYD, Chery, Deepal, Foton, GAC, Geely, Great Wall, GWM, Haval, JAC, Jaecoo, LDV, Leapmotor, MG, Omoda, Polestar, Smart, XPeng, Zeekr. The states, the models and the VIN reading are in the monthly.

16 makes had 100 or more used exits in the week; Toyota took 19.2% of them at a median 23 days

Each row one make with 100 or more used exits and 30 or more dated, fastest first · the dot sits on the median days its dated used exits had been advertised and grows with its share of the week's 6,494 used exits, printed at the right · yellow: Chinese brands by ownership



The Chinese brands on the plot, MG, GWM, took 4.3% between them at medians of 30 to 36 days; the median make elsewhere sold in 24. Each mark is one make: its share of the week's used exits against the median days its dated exits had been advertised.

Source: sold_car_fact by make · make_origin

SECTION 4

Prices: the market and waiting cars

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. The index that follows is the one price reading that survives coverage growth: it asks the same cars, not the stock.

Spotlot same-car ask index: the same 92,401 cars asked 0.4% less at the close of the week than at its start

Used cars on a watched site at both the start and the close, on the same listing, one car once; value-weighted, so a dearer car weighs more · 17.4% were repriced, the median move among them –2.3% · what waiting cost these cars, which is not the market's price level: cars that sold or arrived are outside it

–0.4%

over the week, value-weighted, 92,401 cars

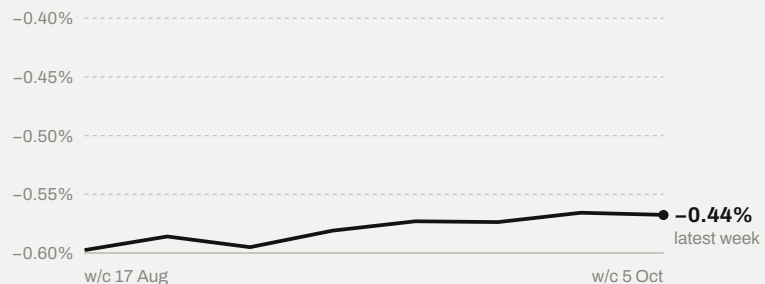
17.4%

repriced: 14,027 down, 2,064 up

–0.5%

the average week's reading, 8 weeks from 17 Aug

EACH WEEK'S READING: WHAT THE WAIT COST



BY POWERTRAIN

POWERTRAIN	CARS	CHANGE	REPRICED
Petrol	50,224	–0.4%	16.8%
Diesel	28,164	–0.4%	17.9%
Hybrid	4,190	–0.4%	20.1%
Plug-in hybrid	837	–0.3%	18.6%
Electric	3,841	–0.4%	18.7%

BY STATE, MOST FALLEN FIRST

STATE	CARS	CHANGE	REPRICED
WA	14,849	–0.6%	24.7%
QLD	15,726	–0.4%	16.9%
VIC	18,088	–0.4%	19.1%
SA	5,864	–0.4%	15.5%
NSW	23,045	–0.4%	14.9%
NT	1,022	–0.3%	10.8%
TAS	2,786	–0.3%	12.7%
ACT	1,480	–0.3%	8.0%

By segment: SUV –0.5% (35,298), Wagon –0.5% (16,137), Ute –0.4% (13,078), Hatch –0.5% (11,313), Sedan –0.5% (7,160), Van –0.3% (2,396), Coupe –0.3% (1,913).

Source: same_car_ask_index over listing, listing_event, live_snapshot and sold_car_fact · scopes under 500 cars are not printed · the series is a download on the web page

Median ask by state, against the period before: withheld. The used rule changed on 8 Oct (+6,215 cars counted as used), so the two closes count used cars differently

Cars by fuel type at the period's close

Cars at close and the median used ask as advertised; the ask is not compared, the used rule changed on 8 Oct; cars proved sold over the period; under 20 cars both sides print as counts

FUEL	CARS AT CLOSE	MEDIAN USED ASK	PRIOR	CHANGE	PROVED SOLD	CHANGE
Petrol	78,930	\$23,590	—	—	4,147	+0.9%
Diesel	45,657	\$34,990	—	—	2,300	–0.8%
Hybrid	11,060	\$39,990	—	—	832	–6.0%
Electric	11,007	\$44,888	—	—	534	+0.6%
not stated	8,042	\$29,995	—	—	340	—
Plug-in hybrid	3,590	\$50,990	—	—	253	–19.2%
LPG	51	\$10,777	—	—	1	1 vs 3

Source: daily_fuel_rollup

SECTION 5

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 · km: the median odometer of the same used cars, read at the close · cars cut are in the state table on the web page

STATE	CARS AT CLOSE	CHANGE	MEDIAN ASK	PRIOR	CHANGE	KM	PROVED SOLD	CHANGE
NSW	38,818	–0.7%	\$26,888	—	—	82k	1,545	–9.8%
VIC	34,322	+1.7%	\$29,990	—	—	70k	2,133	+5.6%
QLD	33,572	+1.3%	\$29,990	—	—	64k	1,827	–8.4%
WA	22,715	–0.6%	\$30,996	—	—	72k	1,438	+13.2%
not stated	13,731	—	\$22,995	—	—	114k	666	—
SA	9,208	–1.6%	\$27,990	—	—	74k	502	+0.6%
TAS	4,895	+0.3%	\$29,990	—	—	68k	253	–14.2%
ACT	1,892	–9.0%	\$23,999	—	—	84k	23	–46.5%
NT	1,595	–4.8%	\$34,990	—	—	82k	20	+25.0%

Source: daily_state_rollup

SECTION 6

What left, by model

10,885 cars left the market over the period, \$397.90M in final asking prices, at least 8,407 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, 1,117 proved exits, down 23.0% (–333)

The twelve models with most proved exits this period, against 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	1,117	1,450	–23.0%	9,425	\$41,990	41d	1,526
Ford Everest	594	577	+2.9%	4,641	\$52,995	52d	904
Nissan X-trail	578	447	+29.3%	5,329	\$28,490	75d	732
Toyota RAV4	568	611	–7.0%	3,722	\$39,000	31d	855
Hyundai Tucson	563	468	+20.3%	4,850	\$29,990	57d	850
Toyota Hilux	557	542	+2.8%	4,171	\$44,990	31d	927
Mitsubishi Outlander	448	456	–1.8%	4,763	\$29,990	58d	716
Hyundai i30	420	426	–1.4%	3,075	\$22,990	39d	480
Hyundai Kona	418	436	–4.1%	4,102	\$29,980	52d	528
Mazda CX-5	387	447	–13.4%	3,710	\$27,690	43d	484
Mitsubishi Triton	386	431	–10.4%	3,819	\$30,467	56d	411
Chery Tiggo 4	363	292	+24.3%	3,060	\$22,990	29d	285

Among the twelve, Nissan X-trail rose fastest (up 29.3% (+131)) and Ford Ranger fell furthest (down 23.0% (–333)) against the 7 days before.

Source: daily_model_rollup

SECTION 7

Days to sell and stock

63 days of used stock at the week's pace; WA turned fastest, at 49

Days of used stock: used cars on dealer sites standing at the close, over the cars that left the market per day of the week · fastest first · states with 60 or more cars leaving

All dealer sites	67,767 standing · 7,581 left	63 days
WA	10,767 standing · 1,549 left	49 days
VIC	11,781 standing · 1,373 left	60 days
TAS	1,525 standing · 176 left	61 days
SA	6,868 standing · 779 left	62 days
QLD	14,869 standing · 1,598 left	65 days
NSW	10,728 standing · 1,098 left	68 days

ACT and NT: under 60 cars left in the week, too few to set a pace.

Source: live_snapshot and sold_car_fact, dealer sites

Used electric cars took 64 days to clear at the week's pace, petrol 54

Days of used stock on dealer sites: cars standing at the close over the week's cars leaving per day, by the powertrain the vehicle states and by its body segment (the six with most stock) · fastest first · 60 or more cars leaving for a row

BY POWERTRAIN

Hybrid	4,500 standing · 605 left	52d
Petrol	31,885 standing · 4,116 left	54d
Diesel	18,911 standing · 2,193 left	60d
Electric	2,097 standing · 228 left	64d
Plug-in hybrid	909 standing · 99 left	64d

BY SEGMENT

Hatch	7,210 standing · 1,063 left	47d
Sedan	4,647 standing · 647 left	50d
Ute	9,890 standing · 1,278 left	54d
Wagon	11,767 standing · 1,399 left	59d
SUV	24,197 standing · 2,786 left	61d
Van	1,473 standing · 153 left	67d

Source: live_snapshot and sold_car_fact, dealer sites; vehicle and vehicle_enrichment

Over the period's proved exits only: 5,970 cars, 4,717 of them with a published listing age, median 27 days advertised. Against the 7 days before: down 10.0% (–3d), over 4,580 dated cars.

52.6% 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	1,702 cars
15 to 29 days	780 cars
30 to 44 days	491 cars
45 to 59 days	295 cars
60 to 74 days	259 cars
75 to 89 days	214 cars
90 to 104 days	191 cars
105 to 119 days	98 cars
120+ days	687 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 4,285 cars · a cell under the floor of 30 prints its count in brackets instead

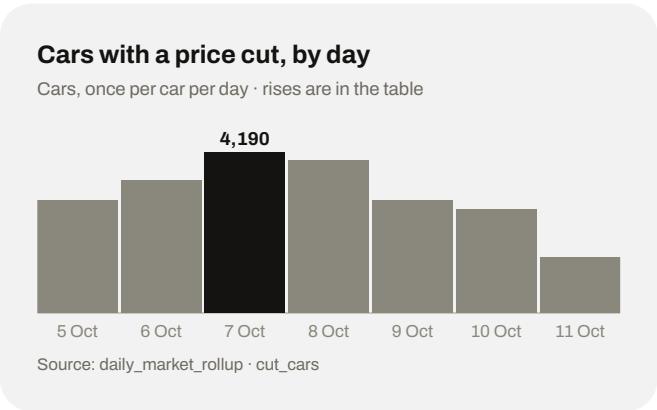
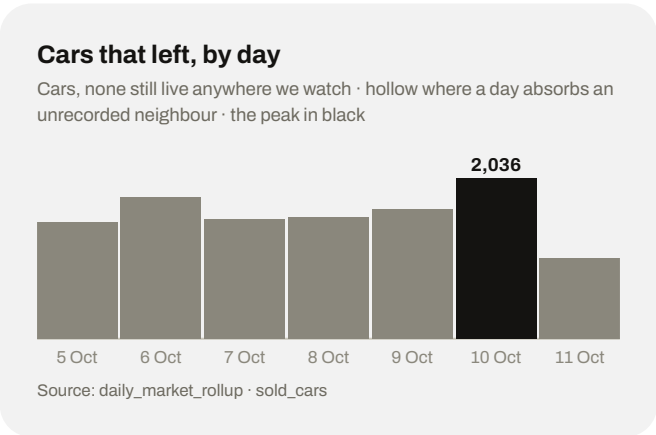
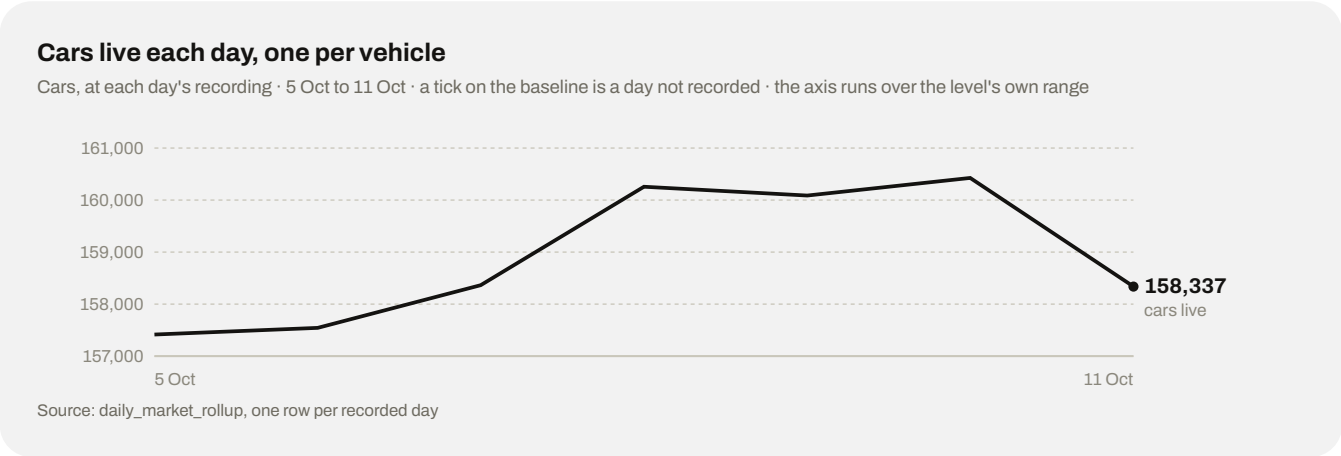
STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
VIC	27d · 430	25d · 206	26d · 177	18d · 162	21d · 87	[20]	[8]
QLD	24d · 379	18d · 194	20d · 218	17d · 137	13d · 101	[18]	[21]
WA	30d · 334	40d · 171	35d · 179	28d · 132	27d · 84	[28]	[21]
NSW	22d · 298	23d · 138	15d · 124	19d · 108	11d · 55	[10]	[10]
SA	22d · 107	31d · 43	[29]	[24]	[21]	[3]	[1]
TAS	22d · 57	32d · 34	32d · 45	[21]	[13]	[1]	[1]
NT	[4]	[1]	[3]	—	[1]	—	—

Source: turn_matrix over sold_car_fact

SECTION 8

Appendix: day by day

7 of 7 days recorded. Every day due in this period recorded. Series breaks inside the period: 8 Oct — used rule changed; 9 Oct — daily car counts recounted whole.



DAY	LISTINGS LIVE	CARS LIVE	EXITS (ADVERTS)	CARS OUT	PROVED	VALUE AT ASK	CUT	RISE
5 Oct	234,336	157,413	2,908	1,485	942	\$104.62M	2,954	433
6 Oct	234,702	157,546	3,646	1,799	1,372	\$129.98M	3,465	1,121
7 Oct	236,313	158,364	3,124	1,516	1,344	\$104.21M	4,190	510
8 Oct	238,689	160,256	3,199	1,548	1,251	\$120.51M	3,984	487
9 Oct	238,657	160,086	3,469	1,651	1,249	\$132.23M	2,951	347
10 Oct	238,334	160,426	4,664	2,036	1,600	\$164.36M	2,714	452
11 Oct	235,733	158,337	1,479	1,027	649	\$56.71M	1,464	206

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.

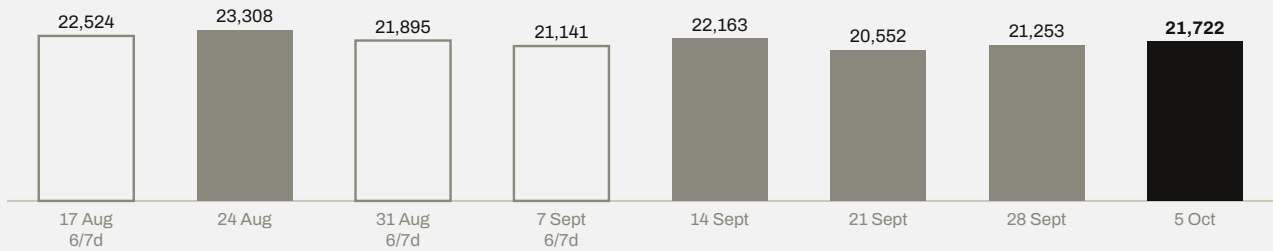
SECTION 9

Appendix: repricing

21,721 price cuts against 3,554 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 1.96 cuts a day per 100 cars live, against 1.92 in the 7 days before: the rate at which dealers are moving prices down, independent of how many cars we watch.

Cars cut, the last eight weeks

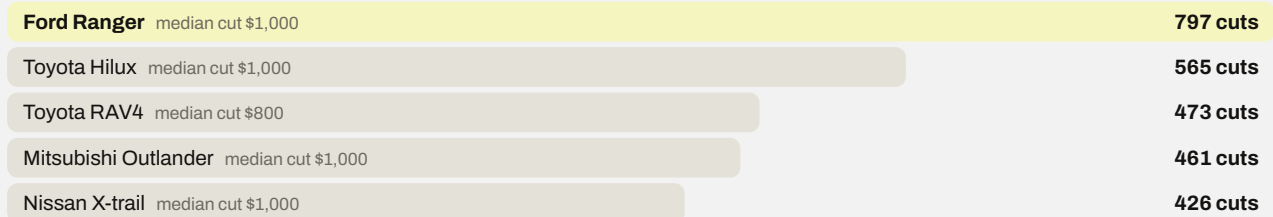
Cars repriced down, once per car per day, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



Source: daily_market_rollup · cuts_cars, by window

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



Source: listing_event, price changes the dealer made

SECTION 10

Coverage and method

Listings monitored by Spotlot, which grows with coverage; not a count of the Australian market. Listings monitored ran from 234,336 to 235,733 over the period, 158,337 vehicles at its close; observed 5 Oct to 11 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 11 Oct: 99,890 listings quoted drive-away, 46,915 excluding government charges, 92,321 unlabelled. Medians in this report mix the bases as advertised and do not convert between them.

Every exhibit says what it counts beside it; the full list of units, column by column, is the Read-me of this issue's workbook, at spotlot.io/reports/w-2026-10-05.

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 are at spotlot.io/how-it-works. How to cite it, and contact: spotlot.io/how-it-works.

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SECTION 11

Appendix: the yards that moved the most

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.

VIC: Booran Motors moved 234

2,535 cars left the market in the state over the week, across 201 yards · the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	234 proved · 24d	234
Tony White Group	217 proved · 21d	217
Melbourne City Toyota	64 proved · 41d	64
Werribee Automotive Group	62 proved · 21d	62
Country Cars	60 proved · 35d	60
Ringwood Mazda	0 proved	58
Essendon GWM	0 proved	50
Barry Bourke	42 proved · 79d	42
Frankston Toyota	40 proved · 27d	40
Pakenham Toyota	40 proved · 28d	40

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

QLD: Brisbane Cars moved 333

2,255 cars left the market in the state over the week, across 152 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	333 proved · 15d	333
Autopact	0 proved	205
Tony White Group	106 proved · 4d	106
Country Cars	66 proved · 18d	66
Westpoint Autos	63 proved · 52d	63
Frizelle Sunshine Automotive	57 proved · 87d	57
Pacific Toyota	52 proved · 28d	52
Llewellyn Motors	0 proved	47
Von Bibra Subaru	0 proved	43
Brisbane BMW	0 proved	41

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

NSW: Country Cars moved 185

2,001 cars left the market in the state over the week, across 212 yards · the 10 with most · beside each, its proved sales and their median days advertised

Country Cars 185 proved · 18d	185
Tony White Group 183 proved · 23d	183
Macarthur Automotive 97 proved · 41d	97
Trivett 0 proved	82
Australian Automotive Group 0 proved	77
Tweed Cars 75 proved · 22d	75
Castle Hill Hyundai 0 proved	58
Peter Warren Automotive 54 proved · 59d	54
Warwickfarm Jeep 38 proved · 46d	38
Illawarra Toyota 37 proved · 12d	37

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

WA: John Hughes moved 385

1,904 cars left the market in the state over the week, across 102 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes 385 proved · 44d	385
Westside Auto Wholesale 0 proved	238
Regent 177 proved · 28d	177
Osborne Park Kia 0 proved	124
Motormall WA (Wangara) 84 proved · 36d	84
Gardner Autos 65 proved · 52d	65
MelvilleToyota 57 proved · 32d	57
Maddington Isuzu UTE 0 proved	45
Carwow WA 39 proved · 26d	39
Cannington Mazda 30 proved · 52d	30

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

SA: Adelaide Vehicle Centre moved 73

624 cars left the market in the state over the week, across 60 yards · the 10 with most · beside each, its proved sales and their median days advertised

Adelaide Vehicle Centre 73 proved · 29d	73
peterkittle 51 proved	51
Jarvis Ford 0 proved	51
Maughan Thiem 49 proved · 73d	49
Southern Mitsubishi 42 proved · 1d	42
Mawsonlakes Mazda 30 proved · 55d	30
Hamilton Automotive Group 0 proved	24
Wayne Phillis Automotive 22 proved · 43d	22
Formula Cars 19 proved · 42d	19
Wayne Phillis Kia 18 proved · 67d	18

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

TAS: Jackson Motor Company moved 76

315 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 76 proved · 33d	76
Tony White Group 52 proved · 29d	52
Jackson Kia 21 proved · 29d	21
Cheryhobart 19 proved · 23d	19
Buckby Motors 0 proved	19
Powell Motor Group 0 proved	19
Devonport Burnie Volkswagen 13 proved · 12d	13
Launceston Toyota 11 proved · 21d	11
A1 Motors 10 proved · 40d	10
Tilford Auto Group 9 proved · 62d	9

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

ACT: Canberra Toyota, Belconnen ACT moved 22

47 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 22 proved	22
Goulburn Toyota 0 proved	6
Goulburn Country Motors 0 proved	5
Canberra BMW 0 proved	4
Goulburn Nissan 0 proved	4
Queanbeyan Toyota 0 proved	3

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

NT: Kerry's Automotive Group moved 24

46 cars left the market in the state over the week, across 7 yards · the 5 with most · beside each, its proved sales and their median days advertised

Kerry's Automotive Group 0 proved	24
Hidden Valley Ford 8 proved · 91d	8
Alice Springs Toyota 4 proved	4
Regent 4 proved · 0d	4
Subaru Darwin 3 proved · 6d	3

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