

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 157,575 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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**12–18 October 2026****19 October 2026 7 of 7**

issued, and archived as issued

days recorded

157,575cars under
observation at close**INSIDE**

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build 1f786d6

AT A GLANCE

12–18 October 2026

What Spotlot observed of Australian dealers' public advertising, 12 Oct to 18 Oct. Compared with the 7 days before: 7 of 7 days recorded in each window.

CARS THAT LEFT THE MARKET

11,264

up 5.7% (+634) on the 7 days before; used exits down 11.6% on the same 964 sources

over 7 days, one count per car, no listing of it still live · \$413.16M in final asking prices, a ceiling on the deals, never the deals

Exits ran up 5.7% (+634) on the 7 days before: 11,696 cars against 11,062, at least 9,052 of them with the seller's own proof of sale.

PROVED SOLD

9,052

up 7.7% (+645) on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

23,348

up 7.5% (+1,637) on the 7 days before

against 2,597 rises, once per car per day · median cut \$1,000

ELECTRIC

2.9%

of used exits were electric, week of 12 Oct

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

CHINESE BRANDS

7.4%

of used exits were Chinese brands

–0.2 pts on the 7 days before, on the same sources

DAYS OF STOCK

61 days

of used stock at the week's pace

67,641 used cars standing on dealer sites, against 7,764 that left in the week

ASKING PRICES

–0.5%

a waiting car's ask over the week

the same 91,768 used cars at its start and close, 18.0% 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.

- Exits ran up 5.7% (+634) on the 7 days before: 11,696 cars against 11,062, at least 9,052 of them with the seller's own proof of sale.
- Dealer sites held 61 days of used stock at the week's pace, from 52 in SA to 65 in NSW; electric cars 66 days against 53 for petrol.
- Dealers cut 23,359 cars' prices against 2,599 rises: 2.12 cuts a day per 100 cars live, up 8.1% on the 7 days before; the median cut was \$1,000.
- The median used asking price closed at \$28,490 over 104,306 cars, unchanged on the 7 days before, bases mixed as advertised.
- Spotlot same-car ask index: the asking prices of the 91,768 used cars on lots right through the week fell 0.5%, value-weighted, with 18.0% of them repriced. It measures what the week's wait cost those cars, not the market's price level. By powertrain: petrol –0.5%, diesel –0.5%, hybrid –0.5%, plug-in hybrid –0.5%, electric –0.5%.
- Electric cars were 4.4% of the used stock at the close and 2.9% of the used cars that left, –0.2 pts on the 7 days before on the panel. Plug-in hybrids were 0.9% of the stock, median build 2025 and 6,415 km: near-new cars.

SECTION 1

What moved

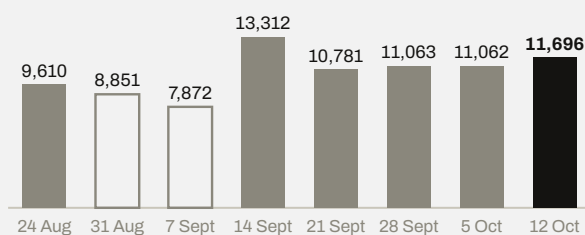
This period against the 7 days before (5 Oct to 11 Oct): 7 of 7 days recorded in each window. Flows are summed over each window's recorded days and levels are read on its last recorded day. A window is never filled in, and a comparison the windows cannot bear is left blank with the reason.

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	11,696	11,062	up 5.7% (+634)	same days recorded	down 11.6%
Of them, proved by the seller's page · cars	9,052	8,407	up 7.7% (+645)	same days recorded	down 2.4%
Cars with a price cut · cars, once per car per day	23,359	21,722	up 7.5% (+1,637)	same days recorded	up 7.1%
Cars with a price rise · cars, once per car per day	2,599	3,556	down 26.9% (–957)	same days recorded	down 19.3%
Cars live at close · cars on the last recorded day	157,575	158,337	down 0.5% (–762)	—	—
Median used asking price at close · one price per car, bases mixed	\$28,490	\$28,490	unchanged	—	—
Median days advertised at exit · proved exits with a published age, 4,938 and 4,417 cars	28d	27d	up 3.7% (+1d)	—	—

On the panel: the change in used exits, proved exits, cuts and rises measured on the 964 sources watched from 17 Aug and still read at the close, which carried 93.4% of the period's used exits (6,095 of 6,524); 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.

Cars that left, the last eight weeks

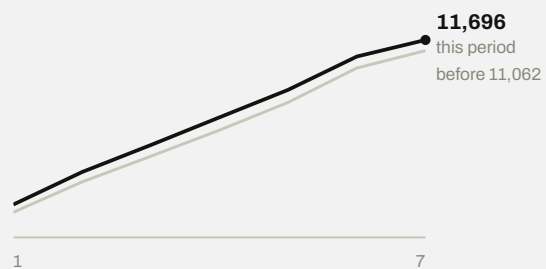
Cars, one per vehicle, whole days summed over each window · hollow where a window was not fully recorded · a tick is a window before the series began



Source: daily_market_rollup · sold_cars, by window

Exits ran up 5.7% against the 7 days before

Running total of cars that left, day by day · black this period, grey the 7 days before 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

WHAT IT MEANS

Against the 7 days before: exits up 5.7%, proved exits up 7.7%, cuts up 7.5%, rises down 26.9%; cars live at close down 0.5%; the median used ask unchanged; median days to sell up 3.7%.

SECTION 2

Powertrains



Electric cars were 4.4% of the used stock at the close and 2.9% of the used cars that left, –0.2 pts on the 7 days before on the panel. Plug-in hybrids were 0.9% of the stock, median build 2025 and 6,415 km: near-new cars.

Used cars standing on the last recorded day (18 Oct) and the period's used cars that left, by the powertrain the listing stated · shares are of the 100,137 standing and 6,238 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	57,728	57.6%	0.0 pts	3,486	55.9%	–2.1 pts	\$23,490	2021	65k	44d
Diesel	32,245	32.2%	0.0 pts	1,980	31.7%	+2.0 pts	\$34,990	2021	89k	54d
Hybrid	4,829	4.8%	0.0 pts	513	8.2%	+0.4 pts	\$39,990	2024	33k	46d
Plug-in hybrid	893	0.9%	0.0 pts	75	1.2%	–0.1 pts	\$51,990	2025	6.4k	61d
Electric	4,384	4.4%	0.0 pts	182	2.9%	–0.2 pts	\$44,890	2024	19k	58d
LPG	58	0.1%	0.0 pts	2	0.0%	0.0 pts	\$10,990	2012	165k	23d
Not stated	5,671	—	—	286	—	—	\$29,999	2021	73k	27d

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 25 for petrol

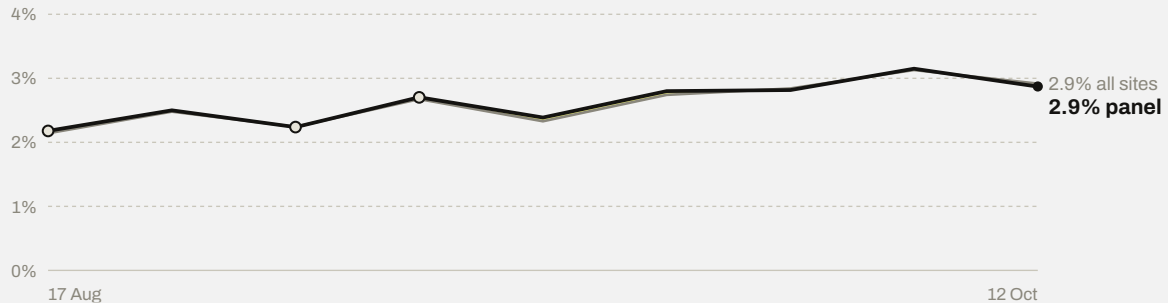
The period's 6,238 used cars that left with a stated powertrain · days to sell over proved exits with a published age, cut share over every exit, the median final ask and build year · the last two columns are each powertrain's share of the 5,814 stated exits on the constant panel, against the 7 days before's 6,577

POWERTRAIN	LEFT	PROVED	MEDIAN DAYS	CUT FIRST	MEDIAN ASK	BUILD	PANEL SHARE	VS PRIOR
Petrol	3,486	2,972	25d	32.6%	\$23,990	2021	55.7%	–2.1 pts
Diesel	1,980	1,702	27d	37.1%	\$39,990	2021	31.9%	+2.0 pts
Hybrid	513	458	34d	41.3%	\$37,999	2024	8.1%	+0.4 pts
Not stated	286	239	10d	4.2%	\$17,990	2018	—	—
Electric	182	152	56d	39.0%	\$44,790	2024	2.9%	–0.2 pts
Plug-in hybrid	75	67	62d	52.0%	\$42,888	2025	1.3%	–0.1 pts
LPG	2	2	[1]	—	\$11,990	2008	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 2.9% of the panel's used exits in the week of 12 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 12 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

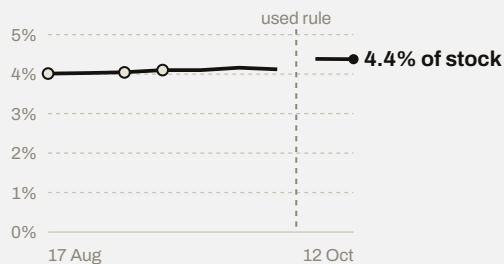


Electric cars were 2.9% of the panel's used exits in the week of 12 Oct (2.9% over every site watched, the difference being coverage), from 2.2% in the week of 17 Aug; hybrids 8.1% from 7.5%: 9 weeks on the same sources.

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

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

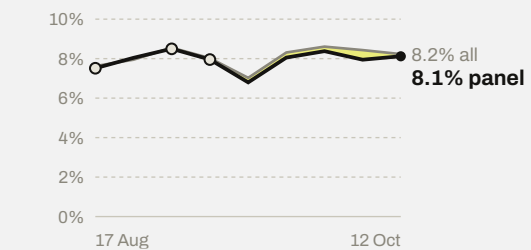
Used cars on the week's last recorded day with a stated powertrain, whole corpus · no panel: the roll-up reads every site · the line breaks where the used rule changed on 8 Oct: the weeks either side count used cars differently



Source: daily_fuel_rollup, last recorded day of each week

Hybrids' share of the week's used exits

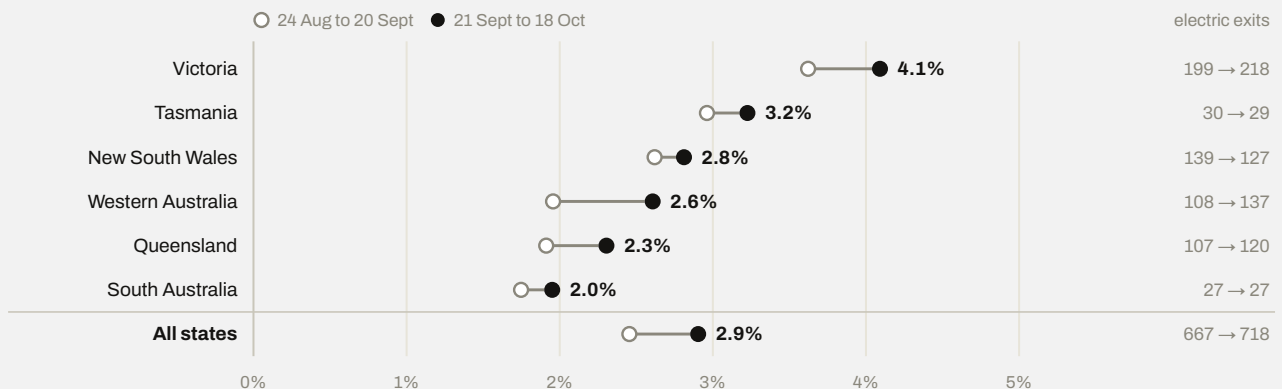
Same marks as the electric line above: ink the panel, grey every site, the band coverage



Source: powertrain_week

Electric cars' share of used exits rose in all 6 states with enough cars to read; Victoria reads highest, at 4.1%

Electric cars' share of each state's used exits with a stated powertrain on the constant panel, 24 Aug to 20 Sept (4 weeks, hollow) against 21 Sept to 18 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 6 to 2, NT 1 to 2 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 7.4% of the used cars that left the market, –0.2 pts on the 7 days before on the panel

7.4%

of the 6,524 used cars that left the market this week: 485

7.7%

of the 105,808 used cars standing at the close: 8,120

–0.2 pts

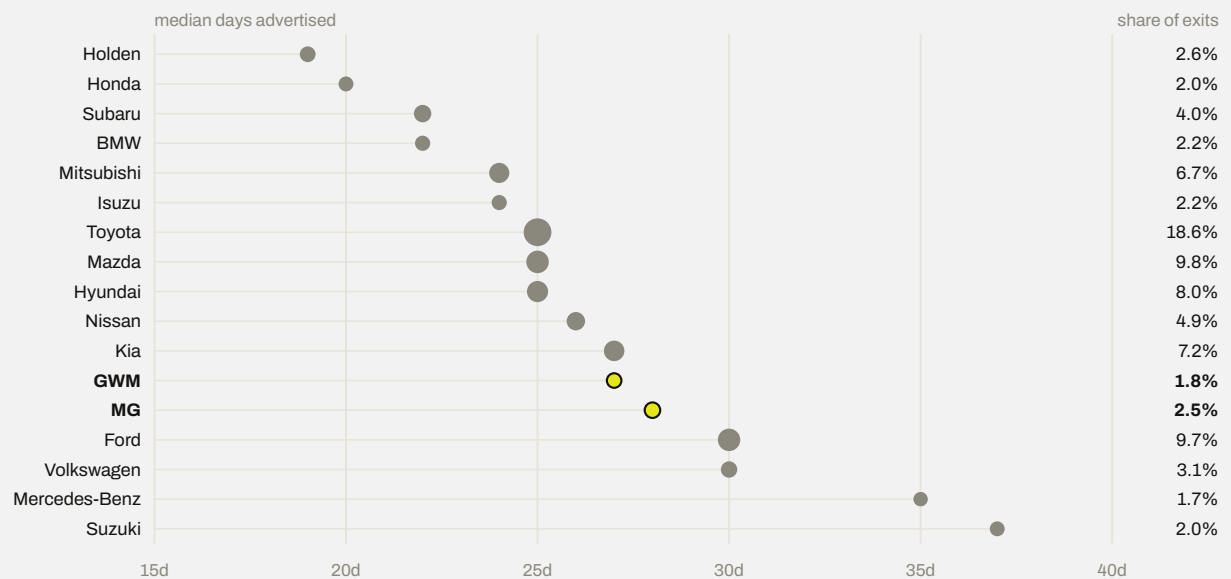
share of the panel's used exits, 7.7% in the 7 days before to 7.4%

They took a median 32 days to sell against 26 for every other make, over 330 and 3,784 dated proved exits; 35.7% had a price cut before leaving against 33.6%; median build 2024 against 2021; median final ask \$24,889 against \$29,990.

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.

17 makes had 100 or more used exits in the week; Toyota took 18.6% of them at a median 25 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 6,524 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 27 to 28 days; the median make elsewhere sold in 25. 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 91,768 cars asked 0.5% 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 · 18.0% were repriced, the median move among them –2.5% · 4 pairs more than halved or doubled set aside · what waiting cost these cars, which is not the market's price level: cars that sold or arrived are outside it

–0.5%

over the week, value-weighted, 91,768 cars

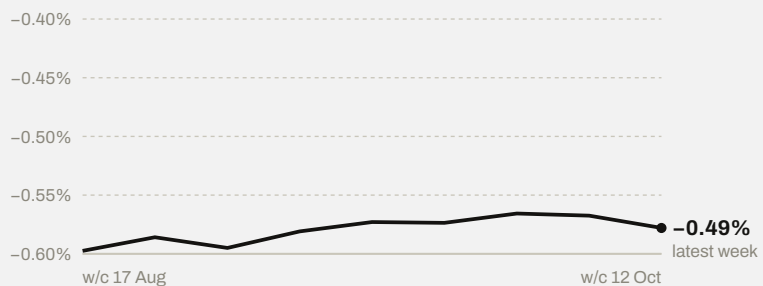
18.0%

repriced: 14,936 down, 1,563 up

–0.5%

the average week's reading, 9 weeks from 17 Aug

EACH WEEK'S READING: WHAT THE WAIT COST



BY POWERTRAIN

POWERTRAIN	CARS	CHANGE	REPRICED
Petrol	49,796	–0.5%	17.7%
Diesel	28,028	–0.5%	18.9%
Hybrid	4,212	–0.5%	21.2%
Plug-in hybrid	820	–0.5%	20.1%
Electric	3,829	–0.5%	19.0%

BY STATE, MOST FALLEN FIRST

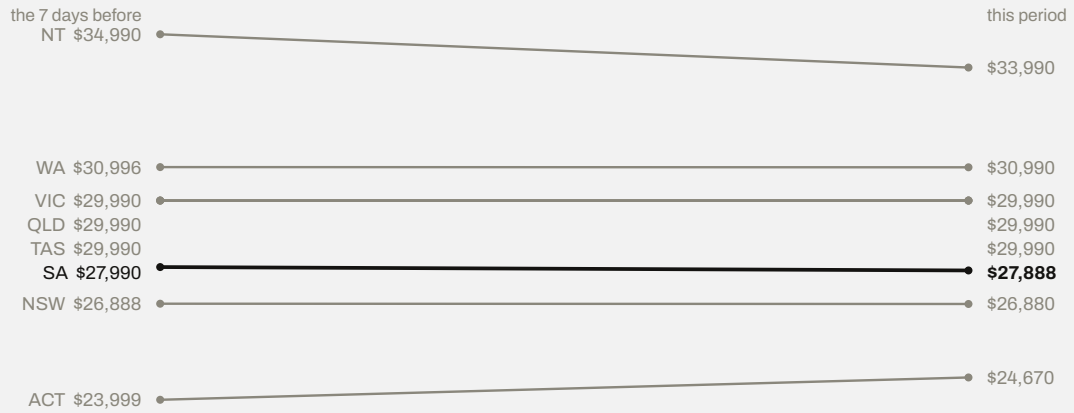
STATE	CARS	CHANGE	REPRICED
NT	954	–0.6%	16.6%
WA	14,808	–0.6%	26.5%
SA	5,655	–0.5%	19.3%
QLD	15,732	–0.5%	18.8%
NSW	22,622	–0.5%	15.5%
ACT	1,446	–0.5%	10.7%
VIC	18,287	–0.5%	17.9%
TAS	2,744	–0.4%	13.8%

By segment: SUV –0.5% (35,119), Wagon –0.5% (16,119), Ute –0.4% (12,994), Hatch –0.6% (11,116), Sedan –0.5% (7,233), Van –0.3% (2,388), Coupe –0.3% (1,933).

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

Of the large states, SA's median used ask moved most, down 0.4% to \$27,888

Median used asking price by state, the 7 days before against this period · states with 1,000 or more priced cars both sides · the headline is the largest move among states with 5,000 or more, in black



1 state up and 1 down by half a percent or more; NSW, VIC, QLD, WA, SA, 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 \$44,890, up 0.0% (+\$2)

Cars at close and the median used ask as advertised, with the 7 days before beside it; 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	78,368	\$23,490	\$23,590	−0.4%	4,450	+7.3%
Diesel	45,110	\$34,990	\$34,990	0.0%	2,462	+7.0%
Hybrid	11,320	\$39,990	\$39,990	0.0%	856	+2.9%
Electric	11,164	\$44,890	\$44,888	+0.0%	638	+19.5%
not stated	8,017	\$29,999	—	—	341	—
Plug-in hybrid	3,538	\$51,990	\$50,990	+2.0%	303	+19.8%
LPG	58	\$10,990	\$10,777	+2.0%	2	2 vs 1

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	38,583	−0.6%	\$26,880	\$26,888	−0.0%	81k	1,692	+9.5%
VIC	34,117	−0.6%	\$29,990	\$29,990	0.0%	68k	2,218	+4.0%
QLD	33,181	−1.2%	\$29,990	\$29,990	0.0%	64k	2,008	+9.9%
WA	22,805	+0.4%	\$30,990	\$30,996	−0.0%	73k	1,469	+2.2%
not stated	13,750	—	\$22,995	—	—	113k	687	—
SA	9,282	+0.8%	\$27,888	\$27,990	−0.4%	76k	598	+19.1%
TAS	4,782	−2.3%	\$29,990	\$29,990	0.0%	67k	331	+30.8%
ACT	1,874	−1.0%	\$24,670	\$23,999	+2.8%	84k	24	+4.3%
NT	1,585	−0.6%	\$33,990	\$34,990	−2.9%	87k	25	+25.0%

Source: daily_state_rollup

SECTION 6

What left, by model

11,264 cars left the market over the period, \$413.16M in final asking prices, at least 9,052 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, 1,260 proved exits, up 12.8% (+143)

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	1,260	1,117	+12.8%	9,273	\$41,990	43d	1,763
Ford Everest	574	594	–3.4%	4,552	\$54,985	45d	995
Toyota Hilux	573	557	+2.9%	4,128	\$44,990	31d	857
Toyota RAV4	554	568	–2.5%	3,760	\$38,990	31d	870
Hyundai Tucson	492	563	–12.6%	5,159	\$29,990	54d	863
Mitsubishi Outlander	484	448	+8.0%	4,696	\$29,990	58d	766
Mazda CX-5	484	387	+25.1%	3,623	\$27,888	47d	611
Nissan X-trail	425	578	–26.5%	5,167	\$27,991	77d	668
Hyundai Kona	411	418	–1.7%	4,160	\$29,989	50d	646
Kia Sportage	389	346	+12.4%	3,843	\$28,990	53d	719
Hyundai i30	388	420	–7.6%	3,087	\$22,990	36d	539
Subaru Forester	383	314	+22.0%	3,520	\$30,990	47d	869

Among the twelve, Mazda CX-5 rose fastest (up 25.1% (+97)) and Nissan X-trail fell furthest (down 26.5% (–153)) against the 7 days before.

Source: daily_model_rollup

SECTION 7

Days to sell and stock

61 days of used stock at the week's pace; SA turned fastest, at 52

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	67,641 standing · 7,764 left	61 days
SA	6,796 standing · 915 left	52 days
WA	10,801 standing · 1,459 left	52 days
TAS	1,535 standing · 181 left	59 days
QLD	14,699 standing · 1,700 left	61 days
VIC	11,851 standing · 1,314 left	63 days
NSW	10,692 standing · 1,156 left	65 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 66 days to clear at the week's pace, petrol 53

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 · 596 left	53d
Petrol	31,856 standing · 4,224 left	53d
Diesel	18,941 standing · 2,299 left	58d
Electric	2,073 standing · 220 left	66d
Plug-in hybrid	893 standing · 90 left	69d

BY SEGMENT

Hatch	7,195 standing · 1,034 left	49d
Sedan	4,708 standing · 630 left	52d
Ute	9,859 standing · 1,329 left	52d
Van	1,459 standing · 178 left	57d
SUV	24,139 standing · 2,897 left	58d
Wagon	11,745 standing · 1,413 left	58d

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

Over the period's proved exits only: 6,128 cars, 4,938 of them with a published listing age, median 28 days advertised. Against the 7 days before: up 3.7% (+1d), over 4,417 dated cars.

51.7% 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	1,785 cars
15 to 29 days	770 cars
30 to 44 days	535 cars
45 to 59 days	356 cars
60 to 74 days	277 cars
75 to 89 days	195 cars
90 to 104 days	167 cars
105 to 119 days	117 cars
120+ days	736 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 4,452 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
VIC	25d · 471	29d · 190	27d · 158	17d · 142	19d · 89	[26]	[14]
QLD	28d · 402	17d · 189	17d · 224	16d · 149	21d · 79	[23]	[20]
WA	41d · 327	41d · 179	28d · 174	34d · 113	26d · 78	40d · 30	[27]
NSW	25d · 325	21d · 168	16d · 152	15d · 94	20d · 53	[25]	[8]
SA	33d · 130	18d · 61	26d · 38	15d · 33	[19]	[6]	[1]
TAS	34d · 61	16d · 34	38d · 50	[17]	[5]	[4]	[4]
NT	[3]	[5]	[5]	—	—	—	[2]

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.

Cars live each day, one per vehicle

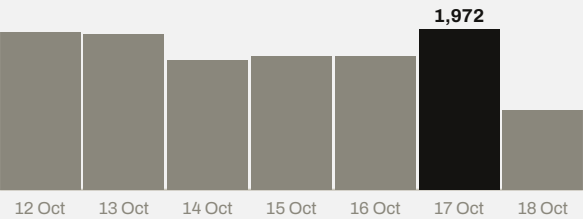
Cars, at each day's recording · 12 Oct to 18 Oct · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

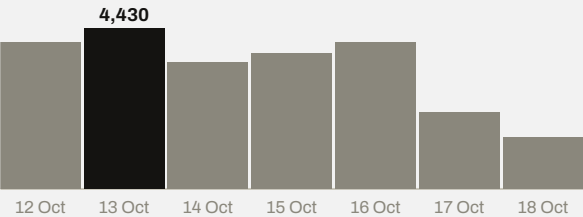
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



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
12 Oct	234,945	157,900	3,894	1,946	1,497	\$142.63M	4,066	498
13 Oct	235,636	157,974	3,702	1,920	1,453	\$133.23M	4,430	475
14 Oct	237,234	159,034	3,122	1,598	1,344	\$107.51M	3,505	392
15 Oct	238,360	159,701	3,347	1,642	1,261	\$117.57M	3,752	450
16 Oct	238,695	160,137	3,419	1,640	1,320	\$124.00M	4,050	471
17 Oct	236,794	159,325	4,297	1,972	1,622	\$151.42M	2,122	220
18 Oct	234,526	157,575	1,429	978	555	\$55.30M	1,434	93

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.

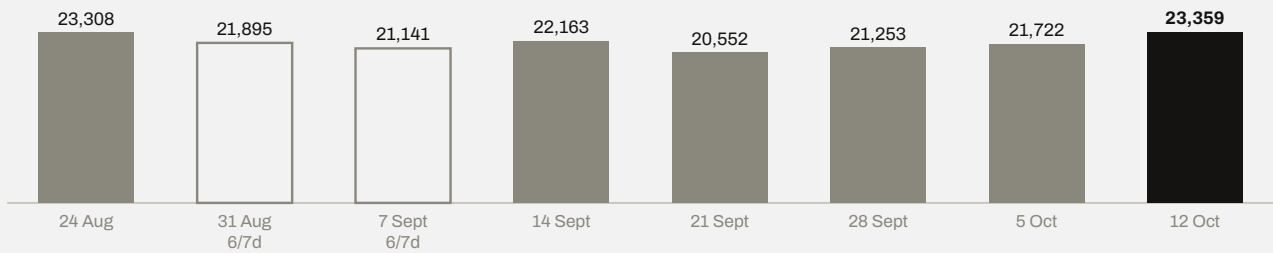
SECTION 9

Appendix: repricing

23,348 price cuts against 2,597 rises, one count per car per day, however many syndicated copies repeat it; grows as coverage finds more cars; the median cut was \$1,000. That is 2.12 cuts a day per 100 cars live, against 1.96 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

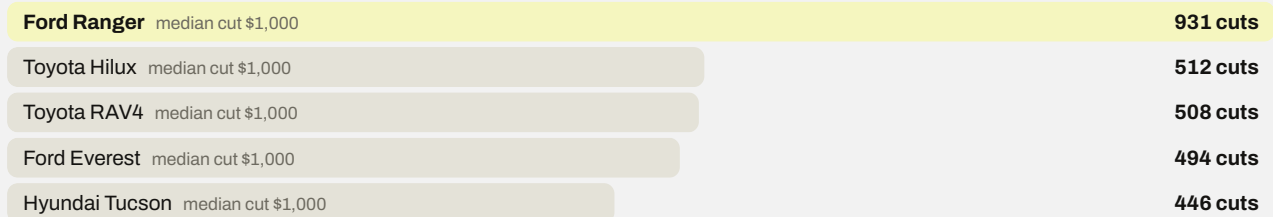
Cars repriced down, once per car per day, summed over each window's recorded days · hollow where a window was not fully recorded · a tick is a window before the series began



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 234,945 to 234,526 over the period, 157,575 vehicles at its close; observed 12 Oct to 18 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 18 Oct: 100,971 listings quoted drive-away, 46,439 excluding government charges, 91,450 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-2026-10-12.

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 238

2,489 cars left the market in the state over the week, across 194 yards · the 10 with most · beside each, its proved sales and their median days advertised

Booran Motors	238 proved · 12d	238
Tony White Group	235 proved · 4d	235
Country Cars	73 proved · 55d	73
Melbourne City Toyota	61 proved · 43d	61
Werribee Automotive Group	61 proved · 21d	61
Werribee Hyundai	47 proved · 50d	47
Trivett	0 proved	42
Berwick Toyota	39 proved · 28d	39
Mornington Mazda	31 proved · 21d	31
Peter Stevens Motorworld	30 proved · 53d	30

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

QLD: Brisbane Cars moved 355

2,467 cars left the market in the state over the week, across 145 yards · the 10 with most · beside each, its proved sales and their median days advertised

Brisbane Cars	355 proved · 9d	355
Autopact	0 proved	278
Country Cars	91 proved · 16d	91
Keema Cars	84 proved · 66d	84
Tony White Group	82 proved · 14d	82
Frizelle Sunshine Automotive	75 proved · 58d	75
Westpoint Autos	74 proved · 49d	74
Pacific Toyota	66 proved · 37d	66
Von Bibra Subaru	0 proved	60
Aspley Mazda, Aspley	45 proved · 9d	45

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

NSW: Tony White Group moved 211

2,103 cars left the market in the state over the week, across 215 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group 211 proved · 11d	211
Country Cars 166 proved · 16d	166
Macarthur Automotive 112 proved · 47d	112
Australian Automotive Group 0 proved	99
Trivett 0 proved	74
Peter Warren Automotive 56 proved · 45d	56
Tweed Cars 56 proved · 27d	56
Ryde Nissan 37 proved · 18d	37
Ryde Mazda 35 proved · 23d	35
harrigan 34 proved · 47d	34

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

WA: John Hughes moved 340

1,816 cars left the market in the state over the week, across 104 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes 340 proved · 47d	340
Westside Auto Wholesale 0 proved	212
Regent 151 proved · 26d	151
Motormall WA (Wangara) 95 proved · 34d	95
Osborne Park Kia 0 proved	91
Gardner Autos 76 proved · 39d	76
Maddington Isuzu UTE 0 proved	45
Melvilletoyota 40 proved · 26d	40
Cannington Mazda 27 proved · 38d	27
Carwow WA 27 proved · 27d	27

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

SA: Adelaide Vehicle Centre moved 76

726 cars left the market in the state over the week, across 67 yards · the 10 with most · beside each, its proved sales and their median days advertised

Adelaide Vehicle Centre 76 proved · 25d	76
Jarvis Ford 0 proved	68
Maughan Thiem 59 proved · 49d	59
maughanthiemford 45 proved · 18d	45
peterkittle 40 proved	40
Wayne Phillis Automotive 31 proved · 50d	31
Mawsonlakes Mazda 27 proved · 38d	27
Northpoint Toyota, Hillcrest SA 24 proved	24
Hamilton Automotive Group 0 proved	19
CMG Adelaide 0 proved	18

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

TAS: Jackson Motor Company moved 92

374 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 92 proved · 42d	92
Tony White Group 86 proved · 32d	86
Tilford Auto Group 36 proved · 3d	36
Jackson Kia 19 proved · 47d	19
Buckby Motors 0 proved	14
Powell Motor Group 0 proved	13
Hobart Skoda 12 proved · 19d	12
Launceston Toyota 11 proved · 30d	11
Cheryhobart 10 proved · 23d	10
Devonport Burnie Volkswagen 9 proved · 10d	9

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

ACT: Canberra Toyota, Belconnen ACT moved 21

59 cars left the market in the state over the week, across 9 yards · the 6 with most · beside each, its proved sales and their median days advertised

Canberra Toyota, Belconnen ACT 21 proved	21
Canberra BMW 0 proved	16
Goulburn Country Motors 0 proved	6
Goulburn Toyota 0 proved	6
Goulburn Nissan 0 proved	4
National Capital Toyota 0 proved	3

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

NT: Hidden Valley Ford moved 13

38 cars left the market in the state over the week, across 7 yards · the 6 with most · beside each, its proved sales and their median days advertised

Hidden Valley Ford 13 proved · 42d	13
Kerry's Automotive Group 0 proved	10
Subaru Darwin 4 proved · 0d	4
Kerry's Used Cars (Darwin) 0 proved	4
Alice Springs Toyota 3 proved	3
Regent 3 proved · 3d	3

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