Spotlot

WEEKLY MARKET REPORT

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 158,045 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

26 October – 1 November 2026

2 November 2026
issued, and archived as issued

7 of 7
days recorded

158,045
cars under observation at close

INSIDE

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build 1f786d6

AT A GLANCE

26 October – 1 November 2026

What Spotlot observed of Australian dealers' public advertising, 26 Oct to 1 Nov. Compared with the 7 days before: 7 of 7 days recorded in each window.

CARS THAT LEFT THE MARKET

12,047

up 3.7% (+453) on the 7 days before; used exits down 3.3% on the same 900 sources

over 7 days, one count per car, no listing of it still live · $480.59M in final asking prices, a ceiling on the deals, never the deals

Exits ran up 3.7% (+453) on the 7 days before: 12,554 cars against 12,101, at least 9,271 of them with the seller's own proof of sale.

PROVED SOLD

9,271

down 2.2% (–208) on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

20,208

down 14.0% (–3,283) on the 7 days before

against 2,358 rises, once per car per day · median cut $1,000

ELECTRIC

2.6%

of used exits were electric, week of 26 Oct

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

CHINESE BRANDS

7.6%

of used exits were Chinese brands

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

DAYS OF STOCK

64 days

of used stock at the week's pace

69,239 used cars standing on dealer sites, against 7,590 that left in the week

ASKING PRICES

–0.4%

a waiting car's ask over the week

the same 90,518 used cars at its start and close, 16.3% 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 up 3.7% (+453) on the 7 days before: 12,554 cars against 12,101, at least 9,271 of them with the seller's own proof of sale.
2. Dealer sites held 64 days of used stock at the week's pace, from 49 in WA to 76 in NSW; electric cars 70 days against 57 for petrol.
3. Dealers cut 20,224 cars' prices against 2,364 rises: 1.83 cuts a day per 100 cars live, down 15.2% on the 7 days before; the median cut was $1,000.
4. The median used asking price closed at $28,257 over 104,836 cars, down 0.8% (–$222) on the 7 days before, bases mixed as advertised.
5. Spotlot same-car ask index: the asking prices of the 90,518 used cars on lots right through the week fell 0.4%, value-weighted, with 16.3% 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 –0.3%, plug-in hybrid –0.4%, electric –0.4%.
6. Electric cars were 4.3% of the used stock at the close and 2.7% of the used cars that left, –0.1 pts on the 7 days before on the panel. Plug-in hybrids were 1.0% of the stock, median build 2025 and 6,219 km: near-new cars.

SECTION 1

What moved

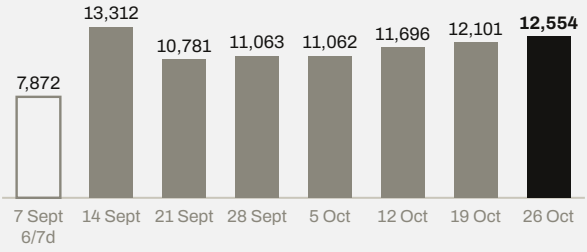
This period against the 7 days before (19 Oct to 25 Oct): 7 of 7 days recorded in each window. Flows are summed over each window's recorded days and levels are read on its last recorded day. A window is never filled in, and a comparison the windows cannot bear is left blank with the reason.

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	12,554	12,101	up 3.7% (+453)	same days recorded	down 3.3%
Of them, proved by the seller's page · cars	9,271	9,479	down 2.2% (−208)	same days recorded	down 1.7%
Cars with a price cut · cars, once per car per day	20,224	23,507	down 14.0% (−3,283)	same days recorded	down 13.3%
Cars with a price rise · cars, once per car per day	2,364	2,340	up 1.0% (+24)	same days recorded	up 0.6%
Cars live at close · cars on the last recorded day	158,045	155,815	up 1.4% (+2,230)	—	—
Median used asking price at close · one price per car, bases mixed	$28,257	$28,479	down 0.8% (−$222)	—	—
Median days advertised at exit · proved exits with a published age, 4,893 and 4,864 cars	27d	28d	down 3.6% (−1d)	—	—

On the panel: the change in used exits, proved exits, cuts and rises measured on the 900 sources watched from 17 Aug and still read at the close, which carried 93.4% of the period's used exits (6,500 of 6,962); 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

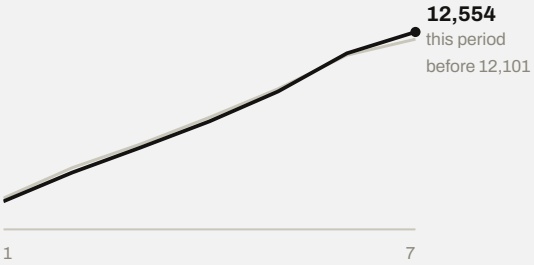
Cars, one per vehicle, whole days summed over each window · hollow where a window was not fully recorded · a tick is a window before the series began



Source: daily_market_rollup · sold_cars, by window

Exits ran up 3.7% 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 3.7%, proved exits down 2.2%, cuts down 14.0%, rises up 1.0%; cars live at close up 1.4%; the median used ask down 0.8%; median days to sell down 3.6%.

SECTION 2

Powertrains

Electric cars were 4.3% of the used stock at the close and 2.7% of the used cars that left, –0.1 pts on the 7 days before on the panel. Plug-in hybrids were 1.0% of the stock, median build 2025 and 6,219 km: near-new cars.

Used cars standing on the last recorded day (1 Nov) and the period's used cars that left, by the powertrain the listing stated · shares are of the 100,939 standing and 6,613 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	58,052	57.5%	0.0 pts	3,698	55.9%	+0.5 pts	$23,090	2021	65k	43d
Diesel	32,635	32.3%	–0.1 pts	2,092	31.6%	+1.1 pts	$34,990	2021	87k	52d
Hybrid	4,898	4.9%	+0.1 pts	554	8.4%	–1.5 pts	$39,990	2024	33k	43d
Plug-in hybrid	961	1.0%	0.0 pts	89	1.3%	0.0 pts	$51,990	2025	6.2k	62d
Electric	4,345	4.3%	0.0 pts	177	2.7%	–0.1 pts	$44,965	2024	19k	57d
LPG	48	0.0%	0.0 pts	3	0.0%	0.0 pts	$10,666	2011	199k	34d
Not stated	5,600	—	—	349	—	—	$29,990	2021	75k	25d

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 42 days to sell against 23 for petrol

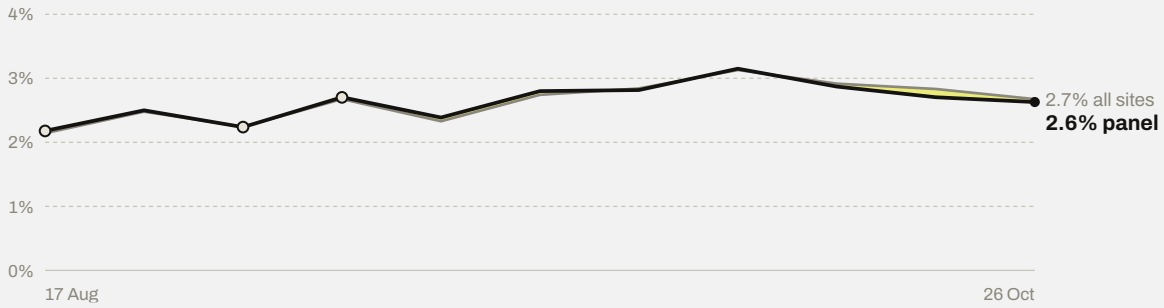
The period's 6,613 used cars that left with a stated powertrain · days to sell over proved exits with a published age, cut share over every exit, the median final ask and build year · the last two columns are each powertrain's share of the 6,161 stated exits on the constant panel, against the 7 days before's 6,391

POWERTRAIN	LEFT	PROVED	MEDIAN DAYS	CUT FIRST	MEDIAN ASK	BUILD	PANEL SHARE	VS PRIOR
Petrol	3,698	2,897	23d	29.9%	$22,988	2020	56.1%	+0.5 pts
Diesel	2,092	1,639	26d	34.1%	$36,990	2021	31.9%	+1.1 pts
Hybrid	554	498	33d	41.2%	$38,990	2024	7.9%	–1.5 pts
Not stated	349	270	7d	2.6%	$17,990	2017	—	—
Electric	177	155	42d	40.7%	$39,500	2024	2.6%	–0.1 pts
Plug-in hybrid	89	81	39d	50.6%	$50,888	2025	1.4%	0.0 pts
LPG	3	1	—	—	$9,990	2007	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 2.6% of the panel's used exits in the week of 26 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 26 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

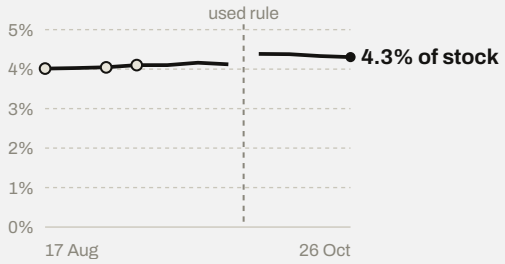


Electric cars were 2.6% of the panel's used exits in the week of 26 Oct (2.7% over every site watched, the difference being coverage), from 2.2% in the week of 17 Aug; hybrids 7.9% from 7.5%: 11 weeks on the same sources.

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

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

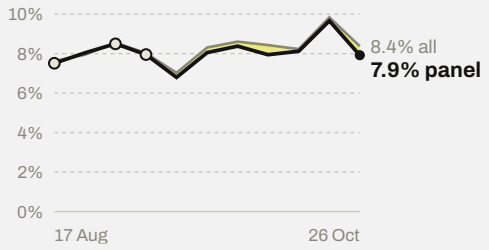
Used cars on the week's last recorded day with a stated powertrain, whole corpus · no panel: the roll-up reads every site · the line breaks where the used rule changed on 8 Oct: the weeks either side count used cars differently



Source: daily_fuel_rollup, last recorded day of each week

Hybrids' share of the week's used exits

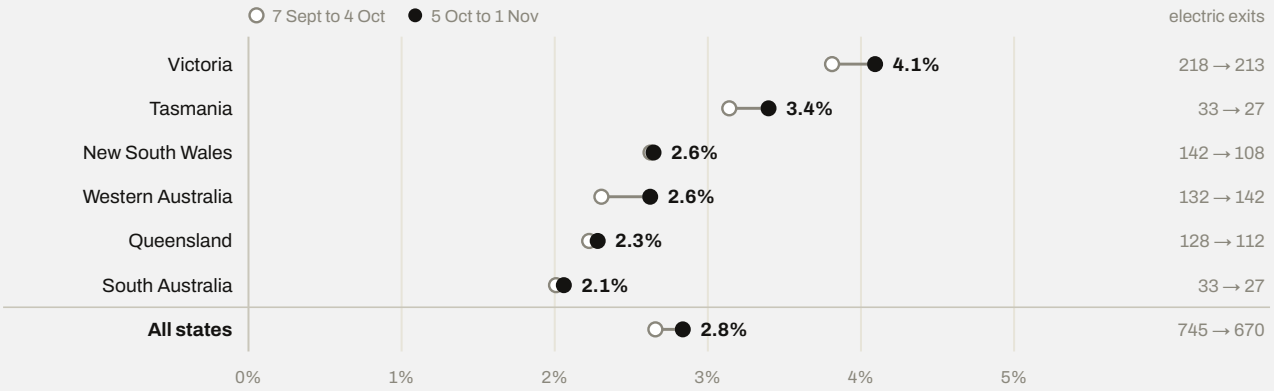
Same marks as the electric line above: ink the panel, grey every site, the band coverage



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 4.1%

Electric cars' share of each state's used exits with a stated powertrain on the constant panel, 7 Sept to 4 Oct (4 weeks, hollow) against 5 Oct to 1 Nov (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 5 to 1, NT 1 to 3 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, −0.2 pts on the 7 days before on the panel

7.6%
of the 6,962 used cars that left the market this week: 532

7.8%
of the 106,539 used cars standing at the close: 8,259

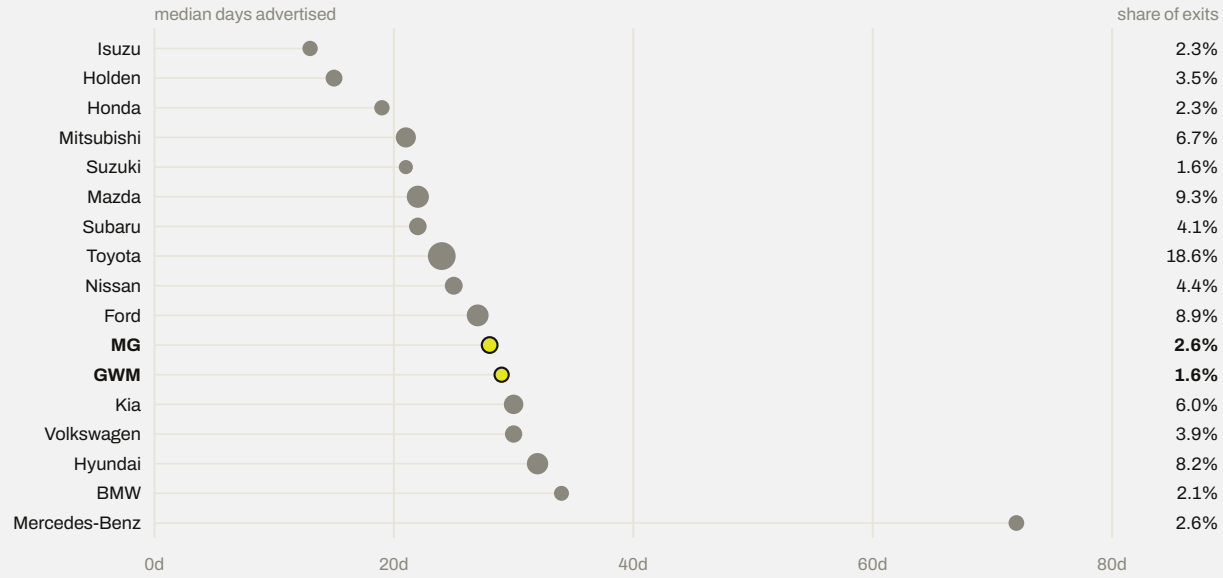
−0.2 pts
share of the panel's used exits, 7.8% in the 7 days before to 7.6%

They took a median 28 days to sell against 25 for every other make, over 386 and 3,784 dated proved exits; 36.7% had a price cut before leaving against 30.7%; median build 2024 against 2021; median final ask $23,490 against $28,490.

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 24 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 6,962 used exits, printed at the right · yellow: Chinese brands by ownership



The Chinese brands on the plot, MG, GWM, took 4.2% between them at medians of 28 to 29 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 90,518 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 · 16.3% were repriced, the median move among them –2.4% · 3 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

–0.4%

over the week, value-weighted, 90,518 cars

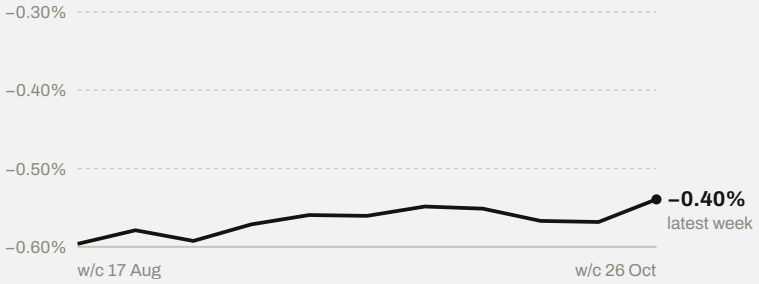
16.3%

repriced: 13,324 down, 1,415 up

–0.5%

the average week's reading, 11 weeks from 17 Aug

EACH WEEK'S READING: WHAT THE WAIT COST



BY POWERTRAIN

POWERTRAIN	CARS	CHANGE	REPRICED
Petrol	49,095	–0.4%	15.3%
Diesel	27,817	–0.4%	17.4%
Hybrid	4,098	–0.3%	18.8%
Plug-in hybrid	852	–0.4%	18.1%
Electric	3,773	–0.4%	16.4%

BY STATE, MOST FALLEN FIRST

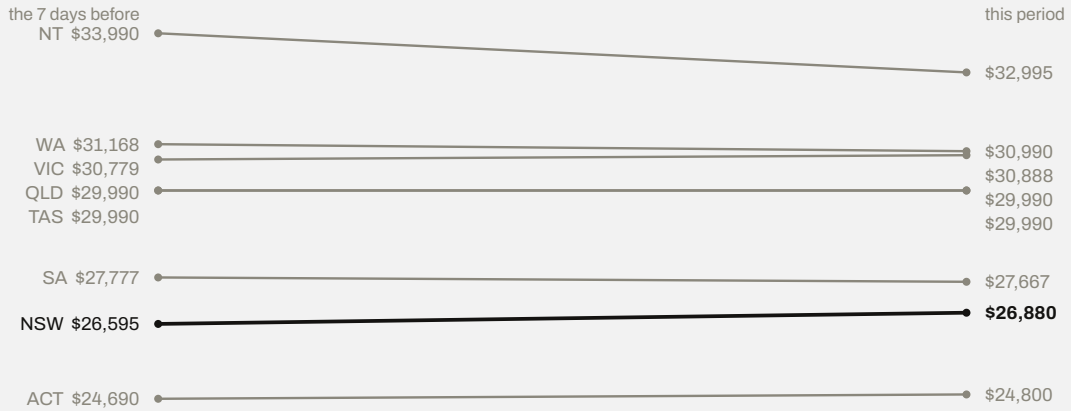
STATE	CARS	CHANGE	REPRICED
WA	14,499	–0.5%	23.3%
SA	5,581	–0.5%	19.4%
TAS	2,607	–0.4%	16.6%
NSW	22,970	–0.4%	14.3%
QLD	15,290	–0.4%	16.0%
ACT	1,498	–0.3%	7.1%
VIC	17,402	–0.3%	16.4%
NT	919	–0.3%	10.1%

By segment: SUV –0.4% (34,598), Wagon –0.4% (15,821), Ute –0.4% (13,164), Hatch –0.5% (10,966), Sedan –0.4% (7,323), Van –0.4% (2,317), Coupe –0.3% (1,984).

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, NSW's median used ask moved most, up 1.1% to $26,880

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 2 down by half a percent or more; VIC, QLD, SA, TAS, ACT 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 $44,965, down 0.1% (–$24)

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	78,138	$23,090	$23,290	–0.9%	4,321	–5.9%
Diesel	45,137	$34,990	$34,990	0.0%	2,469	–1.1%
Hybrid	11,785	$39,990	$39,989	+0.0%	1,007	–5.6%
Electric	11,310	$44,965	$44,989	–0.1%	687	+10.6%
not stated	7,996	$29,990	—	—	416	—
Plug-in hybrid	3,631	$51,990	$51,850	+0.3%	369	+22.6%
LPG	48	$10,666	$10,990	–2.9%	2	2 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	39,295	+1.7%	$26,880	$26,595	+1.1%	81k	1,764	−3.8%
VIC	33,660	+1.2%	$30,888	$30,779	+0.4%	67k	2,519	+5.5%
QLD	33,422	+1.5%	$29,990	$29,990	0.0%	64k	2,077	−5.8%
WA	22,384	−0.1%	$30,990	$31,168	−0.6%	74k	1,509	−12.6%
not stated	14,217	—	$22,990	—	—	114k	414	—
SA	9,168	+0.8%	$27,667	$27,777	−0.4%	76k	605	+12.2%
TAS	4,705	+1.4%	$29,990	$29,990	0.0%	67k	319	+19.5%
ACT	1,980	+3.6%	$24,800	$24,690	+0.4%	83k	26	0.0%
NT	1,474	−3.2%	$32,995	$33,990	−2.9%	86k	38	+90.0%

Source: daily_state_rollup

SECTION 6

What left, by model

12,047 cars left the market over the period, $480.59M in final asking prices, at least 9,271 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, 1,180 proved exits, up 12.5% (+131)

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	1,180	1,049	+12.5%	9,534	$43,990	43d	1,694
Toyota Hilux	612	558	+9.7%	4,308	$44,968	27d	882
Ford Everest	586	646	−9.3%	4,431	$56,987	48d	935
Toyota RAV4	579	634	−8.7%	3,788	$38,794	28d	830
Hyundai i30	551	359	+53.5%	3,024	$22,925	38d	528
Hyundai Tucson	510	569	−10.4%	5,078	$29,990	54d	860
Hyundai Kona	487	492	−1.0%	4,228	$28,990	43d	545
Isuzu D-max	463	340	+36.2%	4,126	$41,990	64d	421
Nissan X-trail	460	500	−8.0%	5,035	$27,990	86d	545
Mitsubishi Triton	460	342	+34.5%	3,760	$31,888	58d	459
Toyota Corolla	453	348	+30.2%	2,428	$25,990	21d	383
Kia Sportage	439	445	−1.3%	3,811	$29,688	48d	318

Among the twelve, Hyundai i30 rose fastest (up 53.5% (+192)) and Hyundai Tucson fell furthest (down 10.4% (−59)) against the 7 days before.

Source: daily_model_rollup

SECTION 7

Days to sell and stock

64 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	69,239 standing · 7,590 left	**64 days**
WA	10,732 standing · 1,530 left	**49 days**
SA	6,888 standing · 862 left	**56 days**
VIC	11,884 standing · 1,450 left	**57 days**
TAS	1,556 standing · 182 left	**60 days**
QLD	15,034 standing · 1,613 left	**65 days**
NSW	11,463 standing · 1,050 left	**76 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 70 days to clear at the week's pace, petrol 57

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	4,596 standing · 625 left	51d
Petrol	32,606 standing · 4,004 left	57d
Diesel	19,553 standing · 2,254 left	61d
Plug-in hybrid	961 standing · 106 left	63d
Electric	2,098 standing · 211 left	70d

BY SEGMENT

Hatch	7,302 standing · 1,068 left	48d
Sedan	4,930 standing · 623 left	55d
Ute	10,314 standing · 1,262 left	57d
SUV	24,620 standing · 2,837 left	61d
Wagon	12,054 standing · 1,350 left	63d
Van	1,477 standing · 148 left	70d

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

Over the period's proved exits only: 5,898 cars, 4,893 of them with a published listing age, median 27 days advertised. Against the 7 days before: down 3.6% (–1d), over 4,864 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	**1,825 cars**
15 to 29 days	**747 cars**
30 to 44 days	**534 cars**
45 to 59 days	**371 cars**
60 to 74 days	**263 cars**
75 to 89 days	**198 cars**
90 to 104 days	**146 cars**
105 to 119 days	**132 cars**
120+ days	**677 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 4,397 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
QLD	17d · 387	17d · 199	10d · 223	18d · 153	20d · 90	[21]	[19]
VIC	33d · 465	22d · 168	32d · 169	20d · 148	11d · 95	[25]	[21]
WA	33d · 343	26d · 167	36d · 170	26d · 109	25d · 84	[25]	[24]
NSW	19d · 298	25d · 158	14d · 115	10d · 109	10d · 70	[17]	[7]
SA	37d · 122	32d · 47	26d · 43	31d · 41	[18]	[1]	[3]
TAS	29d · 76	12d · 43	27d · 39	[16]	[11]	[1]	[1]
NT	[5]	[1]	[8]	[1]	[2]	[3]	—

Source: turn_matrix over sold_car_fact

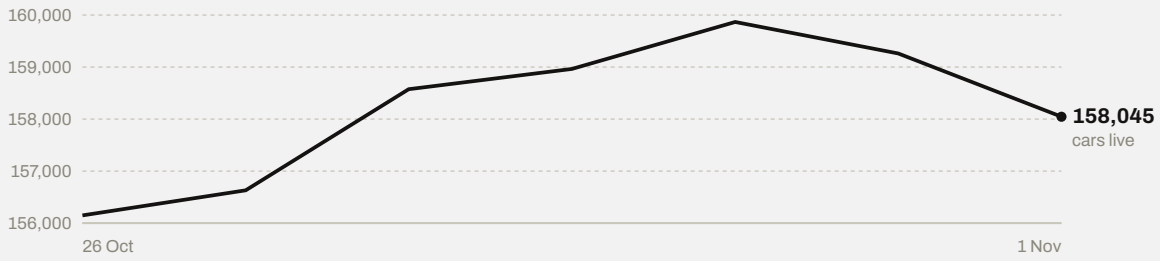
SECTION 8

Appendix: day by day

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

Cars live each day, one per vehicle

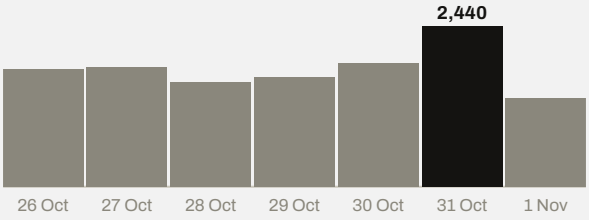
Cars, at each day's recording · 26 Oct to 1 Nov · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

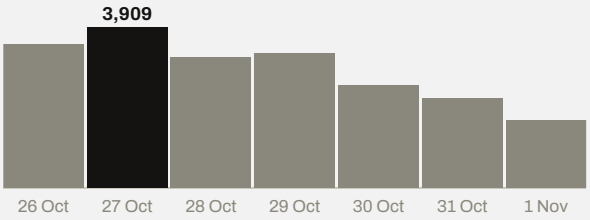
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



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
26 Oct	232,575	156,149	3,752	1,787	1,360	$135.29M	3,504	405
27 Oct	233,759	156,630	3,488	1,819	1,431	$121.66M	3,909	500
28 Oct	236,648	158,572	3,175	1,599	1,459	$105.80M	3,187	359
29 Oct	236,836	158,966	3,741	1,672	1,357	$129.53M	3,286	398
30 Oct	237,691	159,868	3,956	1,886	1,547	$141.57M	2,495	319
31 Oct	236,424	159,264	4,703	2,440	1,631	$196.13M	2,194	245
1 Nov	234,781	158,045	2,009	1,351	486	$96.95M	1,649	138

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.

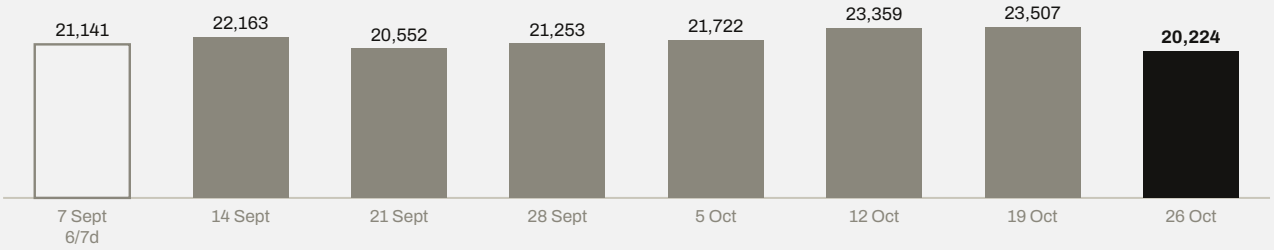
SECTION 9

Appendix: repricing

20,208 price cuts against 2,358 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 1.83 cuts a day per 100 cars live, against 2.16 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

Ford Ranger median cut $1,000	**882 cuts**
Toyota Hilux median cut $1,000	**495 cuts**
Toyota RAV4 median cut $916	**452 cuts**
Ford Everest median cut $1,000	**430 cuts**
Hyundai Tucson median cut $1,000	**395 cuts**

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 232,575 to 234,781 over the period, 158,045 vehicles at its close; observed 26 Oct to 1 Nov, 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 1 Nov: 100,039 listings quoted drive-away, 46,227 excluding government charges, 91,425 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-2026-10-26.

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 322

3,041 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	322 proved · 8d	**322**
Tony White Group	251 proved · 9d	**251**
Doncaster BMW	0 proved	**198**
Berwick Toyota	71 proved · 30d	**71**
Werribee Automotive Group	69 proved · 41d	**69**
LSH Auto (Mercedes-Benz)	0 proved	**66**
Country Cars	58 proved · 23d	**58**
sunburyford	58 proved · 87d	**58**
Melbourne City Toyota	54 proved · 32d	**54**
altousmotors	52 proved	**52**

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

QLD: Brisbane Cars moved 345

2,463 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	345 proved · 6d	**345**
Autopact	0 proved	**287**
Tony White Group	106 proved · 0d	**106**
Westpoint Autos	82 proved · 49d	**82**
Frizelle Sunshine Automotive	75 proved · 62d	**75**
Country Cars	74 proved · 0d	**74**
Von Bibra	44 proved	**62**
Aspley Mazda, Aspley	59 proved · 5d	**59**
Cheap Car Co	51 proved · 29d	**51**
Pacific Toyota	51 proved · 40d	**51**

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

NSW: Tony White Group moved 231

2,255 cars left the market in the state over the week, across 207 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	231 proved · 6d	**231**
Country Cars	206 proved · 21d	**206**
Castle Hill BMW	0 proved	**160**
Australian Automotive Group	0 proved	**89**
Tynan Motors	77 proved · 104d	**77**
Tweed Cars	70 proved · 14d	**70**
Peter Warren Automotive	61 proved · 42d	**61**
Trivett	0 proved	**58**
Macarthur Automotive	57 proved · 29d	**57**
harrigan	37 proved · 15d	**37**

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

WA: John Hughes moved 374

2,004 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	374 proved · 43d	**374**
Westside Auto Wholesale	0 proved	**241**
Regent	201 proved · 32d	**201**
Maddington Isuzu UTE	0 proved	**125**
Motormall WA (Wangara)	96 proved · 39d	**96**
Osborne Park Kia	0 proved	**81**
Gardner Autos	72 proved · 53d	**72**
Melvilletoyota	41 proved · 25d	**41**
Range Ford	32 proved · 49d	**32**
Wanneroo Mazda	30 proved · 42d	**30**

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

SA: Medindie BMW moved 155

853 cars left the market in the state over the week, across 62 yards · the 10 with most · beside each, its proved sales and their median days advertised

Medindie BMW	0 proved	**155**
Adelaide Vehicle Centre	92 proved · 25d	**92**
Maughan Thiem	71 proved · 54d	**71**
Jarvis Ford	0 proved	**66**
peterkittle	54 proved	**54**
Mawsonlakes Mazda	34 proved · 90d	**34**
Wayne Phillis Automotive	26 proved · 56d	**26**
Hamilton Automotive Group	0 proved	**26**
Formula Cars	25 proved · 35d	**25**
northeastmitsubishi	18 proved · 14d	**18**

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

TAS: Jackson Motor Company moved 99

364 cars left the market in the state over the week, across 26 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	99 proved · 54d	**99**
Tony White Group	69 proved · 0d	**69**
Jackson Kia	29 proved · 23d	**29**
Til Ford	20 proved · 16d	**20**
Tilford Auto Group	17 proved · 12d	**17**
Buckby Motors Subaru	0 proved	**15**
Hobart Skoda	12 proved · 20d	**12**
Launceston Mitsubishi	12 proved · 26d	**12**
Buckby Motors	0 proved	**12**
Powell Motor Group	0 proved	**12**

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

NT: Hidden Valley Ford moved 26

51 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

Hidden Valley Ford	26 proved · 44d	**26**
Kerry's Automotive Group	0 proved	**12**
Subaru Darwin	4 proved · 34d	**4**
Kerry Nissan	0 proved	**4**
Alice Springs Toyota	3 proved	**3**

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

ACT: Canberra Toyota, Belconnen ACT moved 22

27 cars left the market in the state over the week, across 3 yards · the 2 with most · beside each, its proved sales and their median days advertised

Canberra Toyota, Belconnen ACT	22 proved	**22**
Braddon Auto Mart	4 proved	**4**

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