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 158,399 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 A sale is an exit the seller marked sold, or whose page was withdrawn, and the report says which.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

2–8 November 2026

9 November 2026
issued, and archived as issued

7 of 7
days recorded

158,399
cars under observation at close

INSIDE

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build 1f786d6

AT A GLANCE

2–8 November 2026

What Spotlot observed of Australian dealers' public advertising, 2 Nov to 8 Nov. Compared with the 7 days before: 7 of 7 days recorded in each window.

CARS THAT LEFT THE MARKET

11,620

down 4.0% (−508) on the 7 days before; used exits down 19.5% on the same 902 sources

over 7 days, one count per car, no listing of it still live · $452.72M in final asking prices, a ceiling on the deals, never the deals

Exits ran down 4.0% (−508) on the 7 days before: 12,046 cars against 12,554, at least 8,616 of them with the seller's own proof of sale.

PROVED SOLD

8,616

down 7.1% (−655) on the 7 days before

carrying the seller's own proof of sale: a SOLD notice, or the page withdrawn

PRICE CUTS

24,132

up 19.4% (+3,929) on the 7 days before

against 2,673 rises, once per car per day · median cut $1,000

ELECTRIC

3.2%

of used exits were electric, week of 2 Nov

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

CHINESE BRANDS

6.8%

of used exits were Chinese brands

−0.8 pts on the 7 days before, on the same sources

DAYS OF STOCK

65 days

of used stock at the week's pace

69,184 used cars standing on dealer sites, against 7,440 that left in the week

ASKING PRICES

−0.5%

a waiting car's ask over the week

the same 92,282 used cars at its start and close, 17.8% 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 4.0% (−508) on the 7 days before: 12,046 cars against 12,554, at least 8,616 of them with the seller's own proof of sale.
2. Dealer sites held 65 days of used stock at the week's pace, from 56 in SA to 83 in NSW; electric cars 67 days against 56 for petrol.
3. Dealers cut 24,153 cars' prices against 2,673 rises: 2.18 cuts a day per 100 cars live, up 19.2% on the 7 days before; the median cut was $1,000.
4. The median used asking price closed at $28,490 over 105,382 cars, up 0.8% (+$234) on the 7 days before, bases mixed as advertised.
5. Spotlot same-car ask index: the asking prices of the 92,282 used cars on lots right through the week fell 0.5%, value-weighted, with 17.8% 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 −0.4%, plug-in hybrid −0.6%, electric −0.4%.
6. Electric cars were 4.3% of the used stock at the close and 3.2% of the used cars that left, +0.7 pts on the 7 days before on the panel. Plug-in hybrids were 1.0% of the stock, median build 2025 and 6,113 km: near-new cars.

SECTION 1

What moved

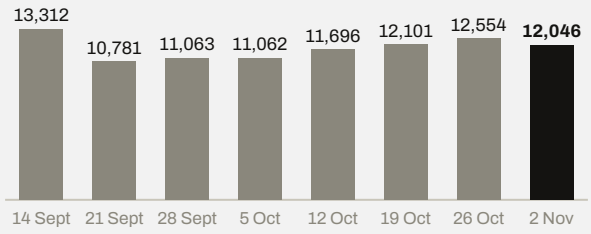
This period against the 7 days before (26 Oct to 1 Nov): 7 of 7 days recorded in each window. Flows are summed over each window's recorded days and levels are read on its last recorded day. A window is never filled in, and a comparison the windows cannot bear is left blank with the reason.

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	12,046	12,554	down 4.0% (−508)	same days recorded	down 19.5%
Of them, proved by the seller's page · cars	8,616	9,271	down 7.1% (−655)	same days recorded	down 1.2%
Cars with a price cut · cars, once per car per day	24,153	20,224	up 19.4% (+3,929)	same days recorded	up 20.1%
Cars with a price rise · cars, once per car per day	2,673	2,364	up 13.1% (+309)	same days recorded	up 14.4%
Cars live at close · cars on the last recorded day	158,399	158,045	up 0.2% (+354)	—	—
Median used asking price at close · one price per car, bases mixed	$28,490	$28,257	up 0.8% (+$234)	—	—
Median days advertised at exit · proved exits with a published age, 4,854 and 4,605 cars	24d	27d	down 11.1% (−3d)	—	—

On the panel: the change in used exits, proved exits, cuts and rises measured on the 902 sources watched from 17 Aug and still read at the close, which carried 93.0% of the period's used exits (5,836 of 6,274); 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

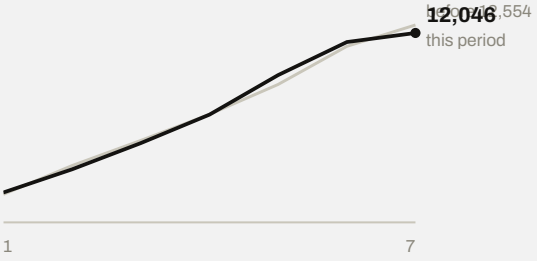
Cars, one per vehicle, whole days summed over each window · hollow where a window was not fully recorded · a tick is a window before the series began



Source: daily_market_rollup · sold_cars, by window

Exits ran down 4.0% 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 down 4.0%, proved exits down 7.1%, cuts up 19.4%, rises up 13.1%; cars live at close up 0.2%; the median used ask up 0.8%; median days to sell down 11.1%.

SECTION 2

Powertrains

Electric cars were 4.3% of the used stock at the close and 3.2% of the used cars that left, +0.7 pts on the 7 days before on the panel. Plug-in hybrids were 1.0% of the stock, median build 2025 and 6,113 km: near-new cars.

Used cars standing on the last recorded day (8 Nov) and the period's used cars that left, by the powertrain the listing stated · shares are of the 101,347 standing and 6,024 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	58,115	57.3%	−0.2 pts	3,331	55.3%	−2.7 pts	$23,090	2021	64k	43d
Diesel	32,952	32.5%	+0.2 pts	1,874	31.1%	+0.8 pts	$34,990	2021	87k	51d
Hybrid	4,897	4.8%	0.0 pts	535	8.9%	+0.9 pts	$39,990	2024	32k	42d
Plug-in hybrid	987	1.0%	0.0 pts	89	1.5%	+0.3 pts	$49,990	2025	6.1k	55d
Electric	4,359	4.3%	0.0 pts	193	3.2%	+0.7 pts	$44,928	2024	18k	55d
LPG	37	0.0%	0.0 pts	2	0.0%	−0.1 pts	$10,990	2010	190k	44d
Not stated	5,658	—	—	250	—	—	$30,490	2021	77k	26d

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 44 days to sell against 20 for petrol

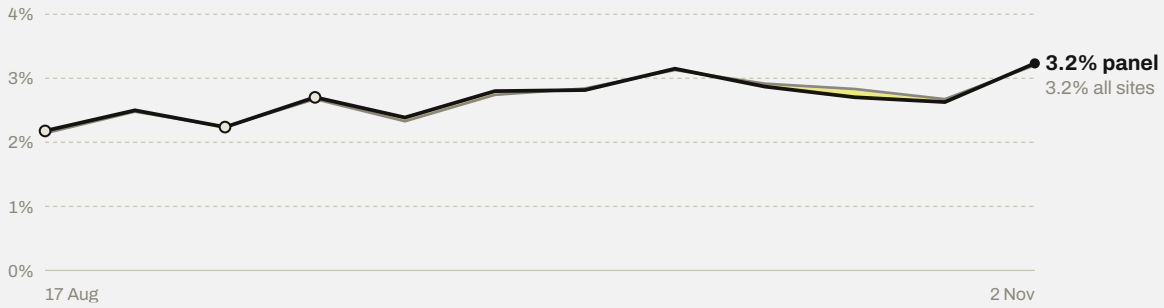
The period's 6,024 used cars that left with a stated powertrain · days to sell over proved exits with a published age, cut share over every exit, the median final ask and build year · the last two columns are each powertrain's share of the 5,598 stated exits on the constant panel, against the 7 days before's 6,875

POWERTRAIN	LEFT	PROVED	MEDIAN DAYS	CUT FIRST	MEDIAN ASK	BUILD	PANEL SHARE	VS PRIOR
Petrol	3,331	2,888	20d	31.0%	$23,990	2021	54.9%	−2.7 pts
Diesel	1,874	1,610	21d	33.9%	$39,888	2022	31.7%	+0.8 pts
Hybrid	535	479	28d	39.6%	$37,990	2024	8.6%	+0.9 pts
Not stated	250	213	[28]	3.2%	$18,990	2017	—	—
Electric	193	153	44d	38.9%	$47,140	2025	3.2%	+0.7 pts
Plug-in hybrid	89	86	50d	52.8%	$52,990	2025	1.6%	+0.3 pts
LPG	2	2	—	—	$11,490	2014	0.0%	−0.1 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 2 Nov, from 2.2% in the week of 17 Aug

Share of each UTC week's used exits with a stated powertrain, 17 Aug to 2 Nov · 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

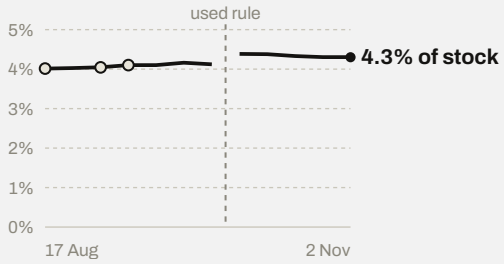


Electric cars were 3.2% of the panel's used exits in the week of 2 Nov (3.2% over every site watched, the difference being coverage), from 2.2% in the week of 17 Aug; hybrids 8.6% from 7.5%: 12 weeks on the same sources.

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

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

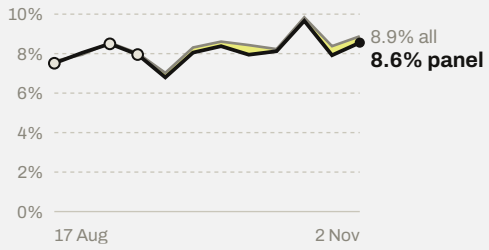
Used cars on the week's last recorded day with a stated powertrain, whole corpus · no panel: the roll-up reads every site · the line breaks where the used rule changed on 8 Oct: the weeks either side count used cars differently



Source: daily_fuel_rollup, last recorded day of each week

Hybrids' share of the week's used exits

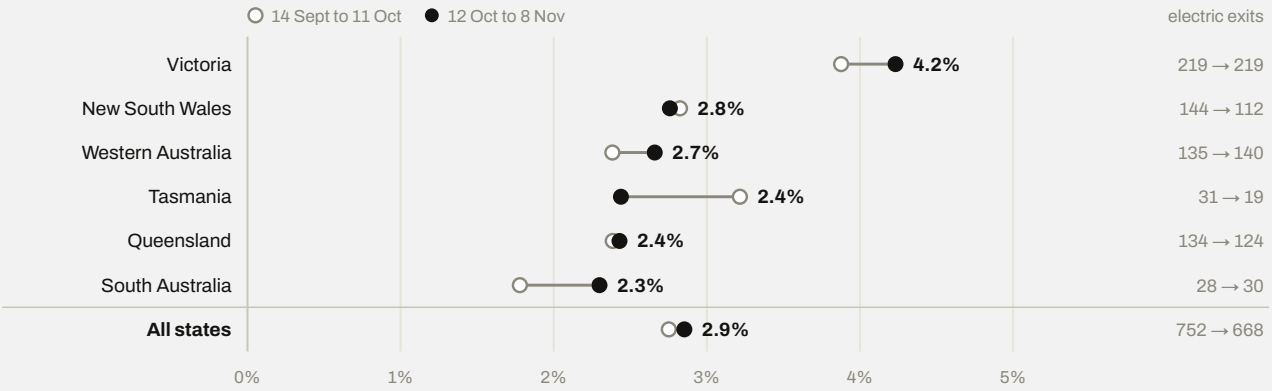
Same marks as the electric line above: ink the panel, grey every site, the band coverage



Source: powertrain_week

Electric cars' share of used exits rose in 3 of the 6 states with enough cars to read, fell in 1; Victoria reads highest, at 4.2%

Electric cars' share of each state's used exits with a stated powertrain on the constant panel, 14 Sept to 11 Oct (4 weeks, hollow) against 12 Oct to 8 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 3 to 1, 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 6.8% of the used cars that left the market, −0.8 pts on the 7 days before on the panel

6.8%
of the 6,274 used cars that left the market this week: 424

7.7%
of the 107,005 used cars standing at the close: 8,271

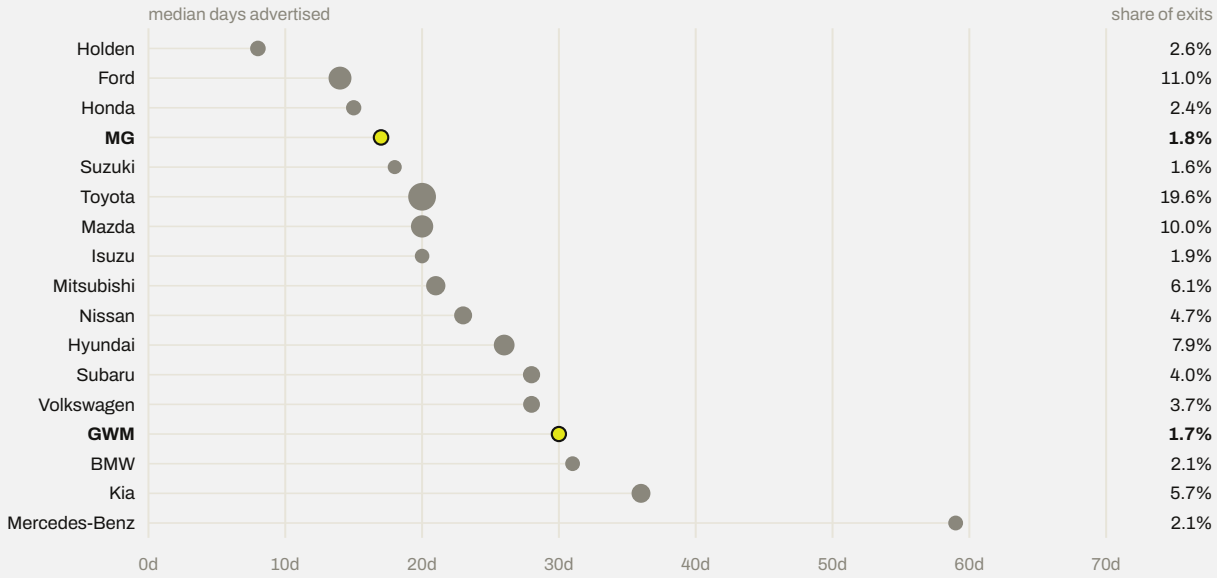
−0.8 pts
share of the panel's used exits, 7.4% in the 7 days before to 6.6%

They took a median 26 days to sell against 21 for every other make, over 318 and 3,803 dated proved exits; 34.9% had a price cut before leaving against 31.8%; median build 2024 against 2021; median final ask $24,992 against $29,950.

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 19.6% of them at a median 20 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 6,274 used exits, printed at the right · yellow: Chinese brands by ownership



The Chinese brands on the plot, MG, GWM, took 3.5% between them at medians of 17 to 30 days; the median make elsewhere sold in 21. 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 92,282 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 · 17.8% were repriced, the median move among them −2.3% · 2 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, 92,282 cars

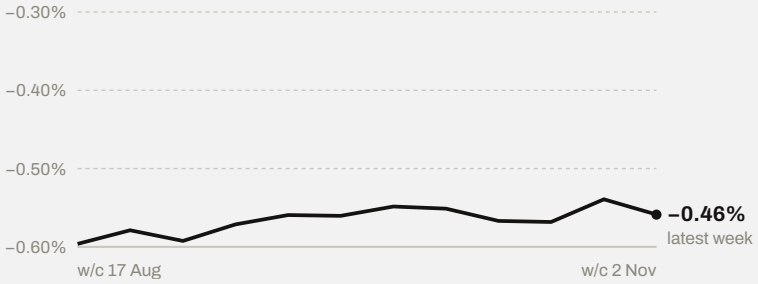
17.8%

repriced: 14,949 down, 1,433 up

−0.5%

the average week's reading, 12 weeks from 17 Aug

EACH WEEK'S READING: WHAT THE WAIT COST



BY POWERTRAIN

POWERTRAIN	CARS	CHANGE	REPRICED
Petrol	50,120	−0.5%	16.7%
Diesel	28,372	−0.5%	19.1%
Hybrid	4,233	−0.4%	20.4%
Plug-in hybrid	877	−0.6%	24.5%
Electric	3,781	−0.4%	18.1%

BY STATE, MOST FALLEN FIRST

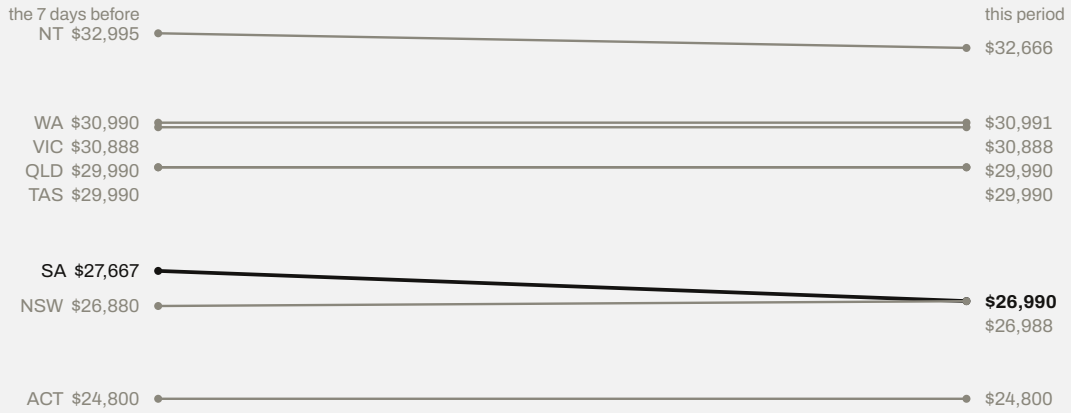
STATE	CARS	CHANGE	REPRICED
ACT	1,559	−0.7%	16.6%
QLD	15,563	−0.6%	19.7%
WA	14,680	−0.6%	25.7%
SA	5,774	−0.6%	20.6%
TAS	2,713	−0.5%	14.0%
NSW	23,549	−0.5%	15.9%
VIC	17,791	−0.3%	16.3%
NT	896	−0.2%	5.6%

By segment: SUV −0.5% (35,391), Wagon −0.5% (16,194), Ute −0.4% (13,452), Hatch −0.5% (11,048), Sedan −0.4% (7,570), Van −0.4% (2,375), Coupe −0.3% (2,013).

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 2.4% to $26,990

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



0 states up and 2 down by half a percent or more; NSW, VIC, QLD, WA, 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 $44,928, down 0.1% (–$38)

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	77,846	$23,090	$23,090	0.0%	4,128	–4.5%
Diesel	45,337	$34,990	$34,990	0.0%	2,387	–3.3%
Hybrid	12,047	$39,990	$39,990	0.0%	937	–7.0%
Electric	11,260	$44,928	$44,965	–0.1%	620	–9.8%
not stated	8,175	$30,490	—	—	294	—
Plug-in hybrid	3,697	$49,990	$51,990	–3.8%	247	–33.1%
LPG	37	$10,990	$10,666	+3.0%	3	3 vs 2

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	40,169	+2.2%	$26,988	$26,880	+0.4%	80k	1,610	−8.7%
VIC	33,210	−1.3%	$30,888	$30,888	0.0%	67k	2,127	−15.6%
QLD	32,843	−1.7%	$29,990	$29,990	0.0%	64k	2,264	+9.0%
WA	23,169	+3.5%	$30,991	$30,990	+0.0%	74k	1,317	−12.7%
not stated	13,268	—	$22,995	—	—	112k	467	—
SA	9,381	+2.3%	$26,990	$27,667	−2.4%	74k	526	−13.1%
TAS	4,735	+0.6%	$29,990	$29,990	0.0%	67k	259	−18.8%
ACT	2,009	+1.5%	$24,800	$24,800	0.0%	83k	32	+23.1%
NT	1,521	+3.2%	$32,666	$32,995	−1.0%	83k	14	−63.2%

Source: daily_state_rollup

SECTION 6

What left, by model

11,620 cars left the market over the period, $452.72M in final asking prices, at least 8,616 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, 1,432 proved exits, up 21.4% (+252)

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	1,432	1,180	+21.4%	9,525	$44,977	42d	1,794
Ford Everest	663	586	+13.1%	4,453	$56,990	45d	1,012
Toyota Hilux	648	612	+5.9%	4,237	$43,990	27d	1,024
Toyota RAV4	561	579	−3.1%	3,608	$37,990	30d	904
Hyundai Tucson	476	510	−6.7%	5,176	$29,980	51d	835
Mitsubishi Outlander	463	418	+10.8%	4,733	$29,990	52d	754
Mitsubishi Triton	462	460	+0.4%	3,682	$31,490	54d	512
Toyota Corolla	449	453	−0.9%	2,396	$25,999	18d	509
Nissan X-trail	446	460	−3.0%	5,161	$27,990	81d	648
Hyundai Kona	442	487	−9.2%	4,530	$28,990	36d	759
Mazda CX-5	433	429	+0.9%	3,729	$27,990	39d	649
Hyundai i30	409	551	−25.8%	3,101	$22,990	39d	578

Among the twelve, Ford Ranger rose fastest (up 21.4% (+252)) and Hyundai i30 fell furthest (down 25.8% (−142)) against the 7 days before.

Source: daily_model_rollup

SECTION 7

Days to sell and stock

65 days of used stock at the week's pace; SA turned fastest, at 56

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



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 67 days to clear at the week's pace, petrol 56

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	4,581 standing · 623 left	51d
Petrol	32,504 standing · 4,032 left	56d
Diesel	19,594 standing · 2,178 left	63d
Electric	2,086 standing · 218 left	67d
Plug-in hybrid	987 standing · 97 left	71d

BY SEGMENT

Hatch	7,291 standing · 1,050 left	49d
Sedan	4,927 standing · 620 left	56d
Ute	10,298 standing · 1,289 left	56d
SUV	24,724 standing · 2,731 left	63d
Wagon	12,083 standing · 1,346 left	63d
Van	1,446 standing · 157 left	64d

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

Over the period's proved exits only: 5,842 cars, 4,854 of them with a published listing age, median 24 days advertised. Against the 7 days before: down 11.1% (−3d), over 4,605 dated cars.

54.5% 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	**2,032 cars**
15 to 29 days	**613 cars**
30 to 44 days	**510 cars**
45 to 59 days	**297 cars**
60 to 74 days	**229 cars**
75 to 89 days	**163 cars**
90 to 104 days	**139 cars**
105 to 119 days	**121 cars**
120+ days	**750 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 4,316 cars · a cell under the floor of 30 prints its count in brackets instead

STATE	SUV	WAGON	UTE	HATCH	SEDAN	VAN	COUPE
QLD	20d · 462	15d · 209	9d · 244	12d · 154	10d · 91	1d · 33	[11]
VIC	18d · 437	10d · 217	13d · 190	14d · 127	7d · 84	[28]	[19]
WA	33d · 283	33d · 171	41d · 149	32d · 138	28d · 67	[18]	[22]
NSW	18d · 267	14d · 152	6d · 125	18d · 97	12d · 68	[17]	[9]
SA	35d · 103	11d · 33	19d · 47	[29]	[22]	[1]	[1]
TAS	15d · 56	[27]	46d · 37	[22]	[5]	[3]	[1]
NT	—	—	[4]	[2]	—	—	—

Source: turn_matrix over sold_car_fact

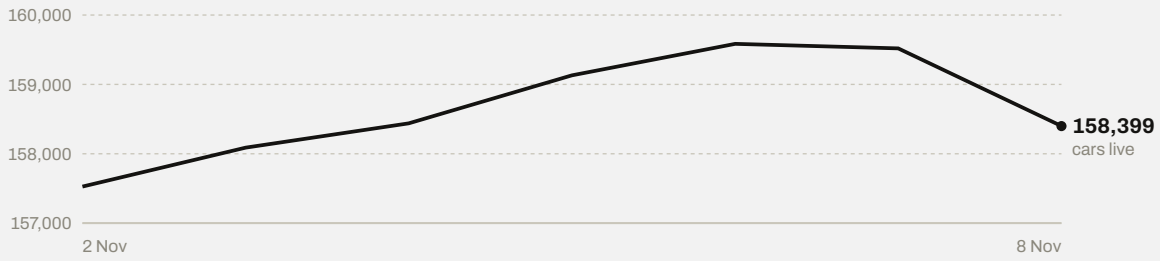
SECTION 8

Appendix: day by day

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

Cars live each day, one per vehicle

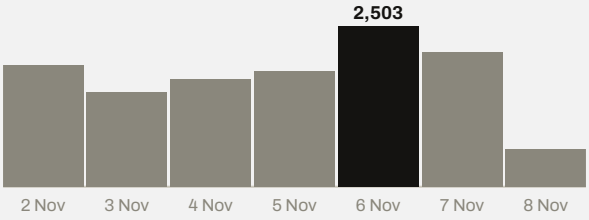
Cars, at each day's recording · 2 Nov to 8 Nov · a tick on the baseline is a day not recorded · the axis runs over the level's own range



Source: daily_market_rollup, one row per recorded day

Cars that left, by day

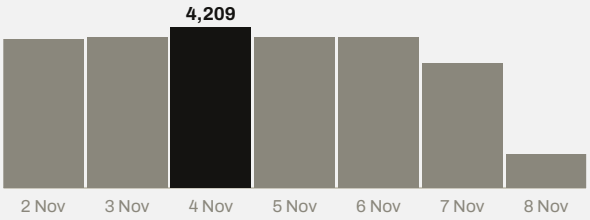
Cars, none still live anywhere we watch · hollow where a day absorbs an unrecorded neighbour · the peak in black



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
2 Nov	233,778	157,528	4,024	1,894	1,265	$156.25M	3,908	617
3 Nov	234,681	158,090	3,125	1,476	1,250	$111.40M	3,961	484
4 Nov	235,250	158,438	3,626	1,677	1,301	$130.70M	4,209	490
5 Nov	235,754	159,131	3,591	1,811	1,332	$132.45M	3,959	432
6 Nov	236,395	159,585	4,606	2,503	1,621	$182.86M	3,959	317
7 Nov	236,422	159,520	4,297	2,101	1,526	$160.66M	3,263	254
8 Nov	234,824	158,399	1,106	584	321	$42.18M	894	79

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.

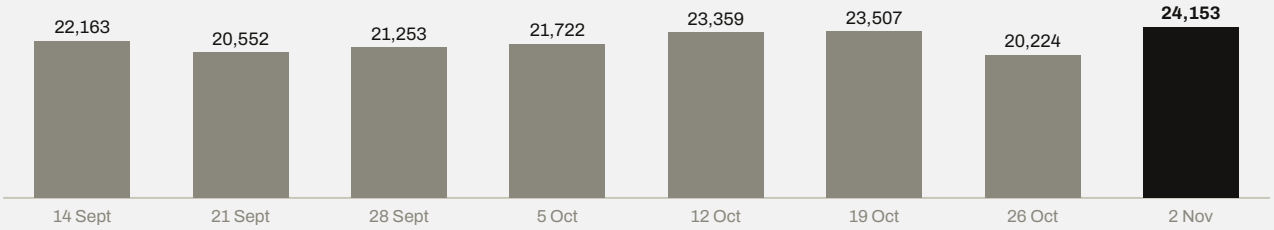
SECTION 9

Appendix: repricing

24,132 price cuts against 2,673 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 2.18 cuts a day per 100 cars live, against 1.83 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	**999 cuts**
Toyota Hilux median cut $1,000	**612 cuts**
Ford Everest median cut $1,000	**537 cuts**
Toyota RAV4 median cut $900	**506 cuts**
Mitsubishi Outlander median cut $1,000	**495 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 233,778 to 234,824 over the period, 158,399 vehicles at its close; observed 2 Nov to 8 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 8 Nov: 100,824 listings quoted drive-away, 47,047 excluding government charges, 88,738 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-2026-11-02.

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.

QLD: Autopact moved 948

3,244 cars left the market in the state over the week, across 140 yards · the 10 with most · beside each, its proved sales and their median days advertised

Autopact	0 proved	**948**
Brisbane Cars	421 proved · 1d	**421**
Frizelle Sunshine Automotive	115 proved · 74d	**115**
Country Cars	97 proved · 0d	**97**
Tony White Group	82 proved · 0d	**82**
Westpoint Autos	76 proved · 64d	**76**
Keema Cars	67 proved · 68d	**67**
Von Bibra Subaru	62 proved · 101d	**62**
Aspley Mazda, Aspley	57 proved · 5d	**57**
Pacific Toyota	55 proved · 36d	**55**

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

VIC: Tony White Group moved 275

2,555 cars left the market in the state over the week, across 193 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	275 proved · 1d	**275**
Booran Motors	273 proved · 11d	**273**
Doncaster BMW	0 proved	**118**
LSH Auto (Mercedes-Benz)	0 proved	**111**
Western GWM	101 proved · 6d	**101**
Western Ford	70 proved · 5d	**70**
Melbourne City Toyota	59 proved · 32d	**59**
Werribee Kia	49 proved · 25d	**49**
Berwick Toyota	47 proved · 30d	**47**
Country Cars	46 proved · 18d	**46**

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

NSW: Tony White Group moved 237

2,029 cars left the market in the state over the week, across 198 yards · the 10 with most · beside each, its proved sales and their median days advertised

Tony White Group	237 proved · 3d	**237**
Country Cars	167 proved · 7d	**167**
Australian Automotive Group	0 proved	**94**
Peter Warren Automotive	69 proved · 71d	**69**
Tweed Cars	67 proved · 14d	**67**
Trivett	0 proved	**62**
Macarthur Automotive	54 proved · 79d	**54**
Rockdale Mazda, Arncliffe NSW	35 proved	**35**
Sydney BMW	0 proved	**34**
midcoastautomotive	33 proved · 19d	**33**

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

WA: John Hughes moved 320

1,691 cars left the market in the state over the week, across 98 yards · the 10 with most · beside each, its proved sales and their median days advertised

John Hughes	320 proved · 45d	**320**
Westside Auto Wholesale	0 proved	**223**
Regent	189 proved · 30d	**189**
Motormall WA (Wangara)	90 proved · 39d	**90**
Osborne Park Kia	0 proved	**82**
Maddington Isuzu UTE	0 proved	**59**
Shacks Motor Group	48 proved · 116d	**48**
Melvilletoyota	40 proved · 16d	**40**
Gardner Autos	35 proved · 55d	**35**
Range Ford	26 proved · 21d	**26**

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

SA: Adelaide Vehicle Centre moved 67

640 cars left the market in the state over the week, across 64 yards · the 10 with most · beside each, its proved sales and their median days advertised

Adelaide Vehicle Centre	67 proved · 19d	**67**
Maughan Thiem	57 proved · 63d	**57**
Jarvis Ford	0 proved	**48**
peterkittle	47 proved	**47**
Northpoint Toyota, Hillcrest SA	26 proved	**26**
Mawsonlakes Mazda	25 proved · 67d	**25**
Wayne Phillis Automotive	21 proved · 81d	**21**
Hamilton Automotive Group	0 proved	**21**
Formula Cars	16 proved · 38d	**16**
Steinborner Holden - Barossa	0 proved	**16**

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

TAS: Jackson Motor Company moved 87

306 cars left the market in the state over the week, across 28 yards · the 10 with most · beside each, its proved sales and their median days advertised

Jackson Motor Company	87 proved · 77d	**87**
Tony White Group	67 proved · 11d	**67**
Powell Motor Group	0 proved	**15**
Jackson Kia	14 proved · 28d	**14**
Buckbyram	0 proved	**14**
A1 Motors	13 proved · 36d	**13**
Tilford Auto Group	12 proved · 70d	**12**
Buckby Motors	0 proved	**10**
Hobart Mazda	9 proved · 34d	**9**
Buckby Renault	0 proved	**8**

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

ACT: Canberra Toyota, Belconnen ACT moved 30

36 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	30 proved	**30**
Canberra BMW	0 proved	**5**

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

NT: Hidden Valley Ford moved 12

29 cars left the market in the state over the week, across 5 yards · the 3 with most · beside each, its proved sales and their median days advertised

Hidden Valley Ford	12 proved · 27d	**12**
Kerry's Automotive Group	0 proved	**11**
Kerry's Used Cars (Darwin)	0 proved	**3**

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