

# VINCENSUS

2024 Q2

We are pleased to present you with the 2024 Q2 Vincensus Report which is the most comprehensive monthly inventory report in the industry. This report was developed using Lotlinx's proprietary Lexaca data, the largest inventory-specific data set with over 24 billion data points, that leverages machine learning models that have been evolving for the past 10 years.

**Lotlinx**

Lotlinx.com

## > EXECUTIVE SUMMARY

While the CDK Global hack significantly impacted June's sales, sales rose by 10% for new vehicles and held steady for used vehicles QoQ. The market for new cars shows signs of potential oversupply and softening demand. Inventory levels and sales are both up, but day supply is increasing and demand is decreasing, which could lead to an increased imbalance if the trends continue. Overall, the market conditions from Q1 to Q2 indicate caution, with potential oversupply issues in the new car market and stable yet slightly softening conditions in the used car market.

### **New Vehicles:**

- Inventory levels continued to climb QoQ and YoY causing day supply to increase by 4 days and 29 days respectively to 72 days.
- Listing prices remained steady QoQ but fell by 10% YoY.

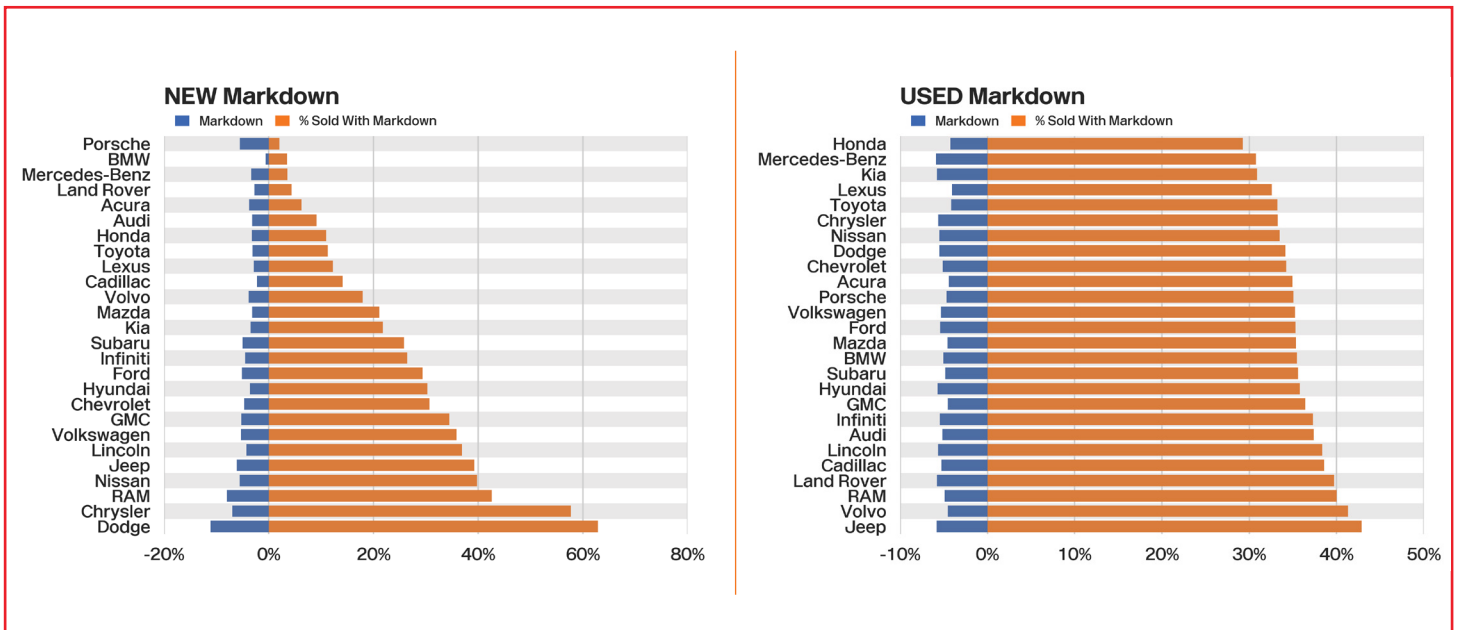
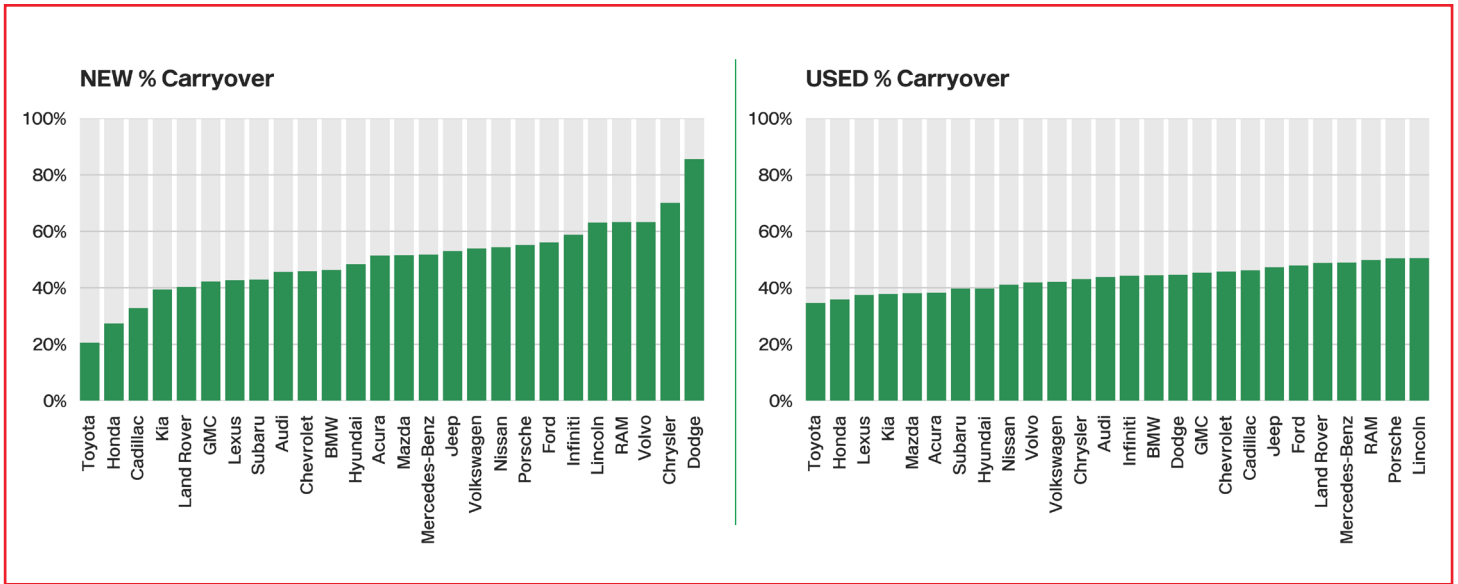
### **Used Vehicles:**

- Used vehicle metrics held fairly steady QoQ with the exception of aged inventory, which increased by 7%, and carryover that dropped by 9% coming into the start of the quarter.

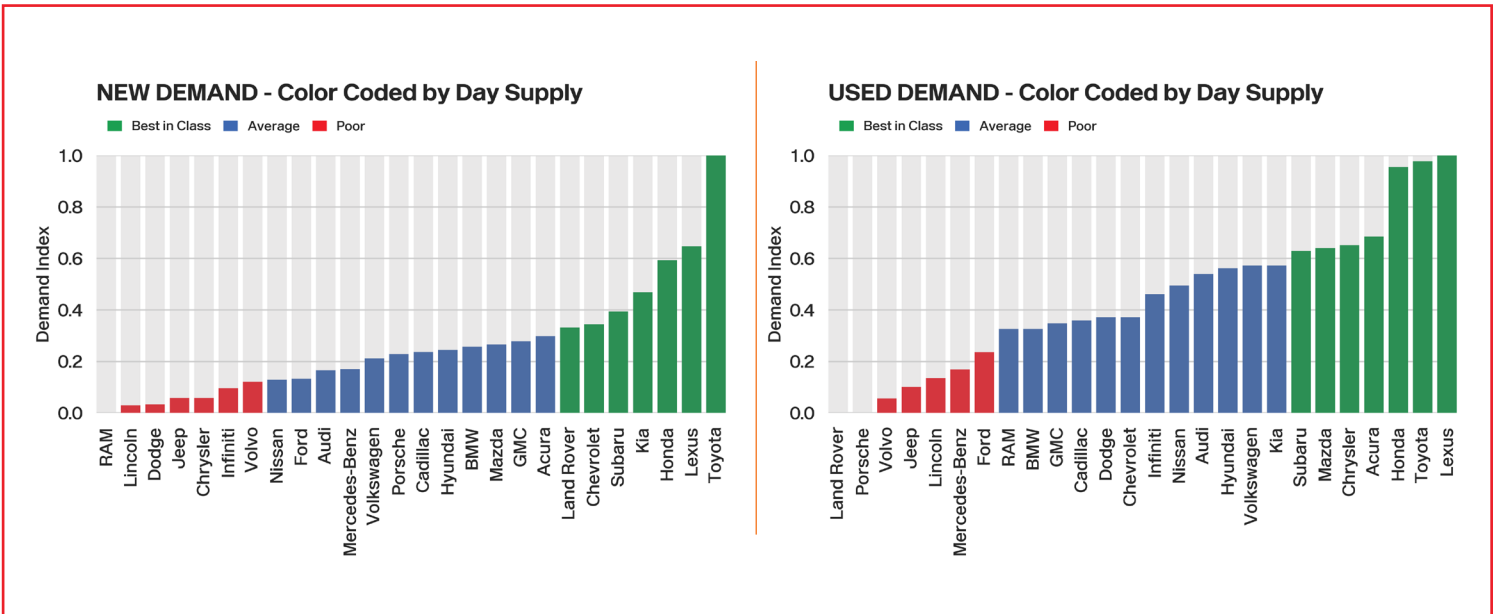
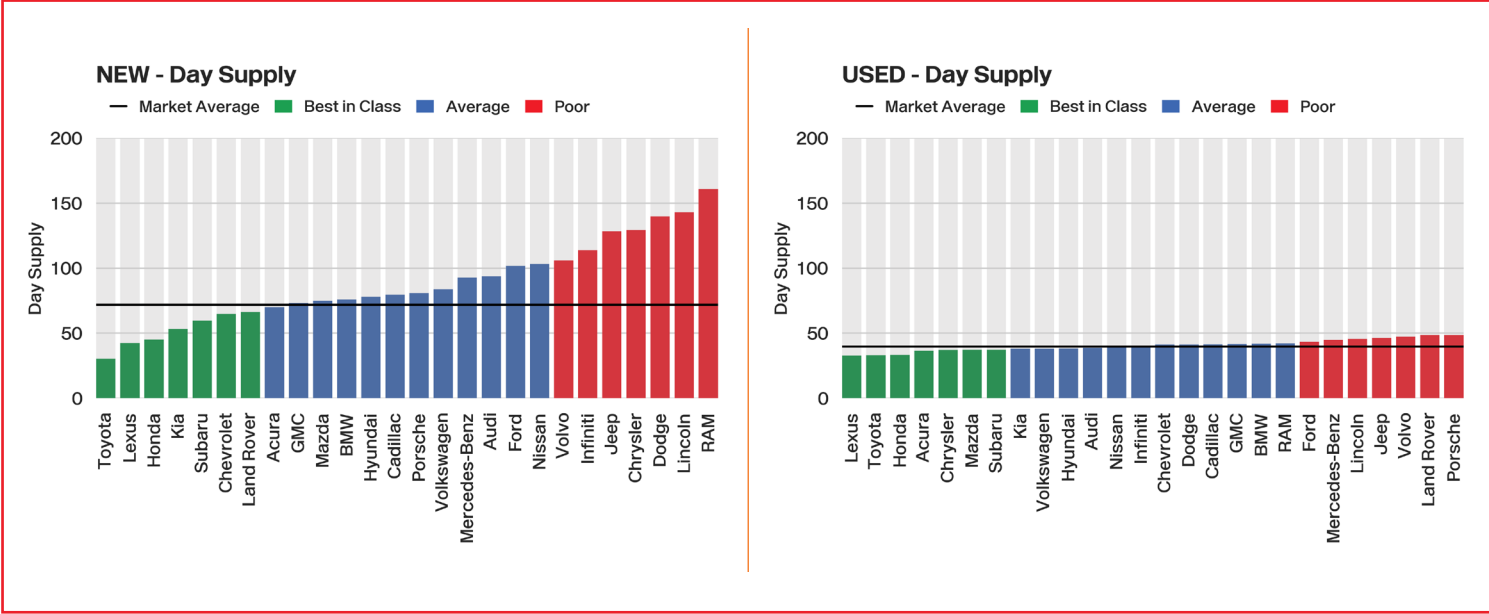
### **Recommended action steps for upcoming months:**

- Scrutinize your inventory daily and recap it weekly.
- Carefully plot out a markdown strategy and make sure you are reviewing other dealers' pricing in the market for markdown guidance.

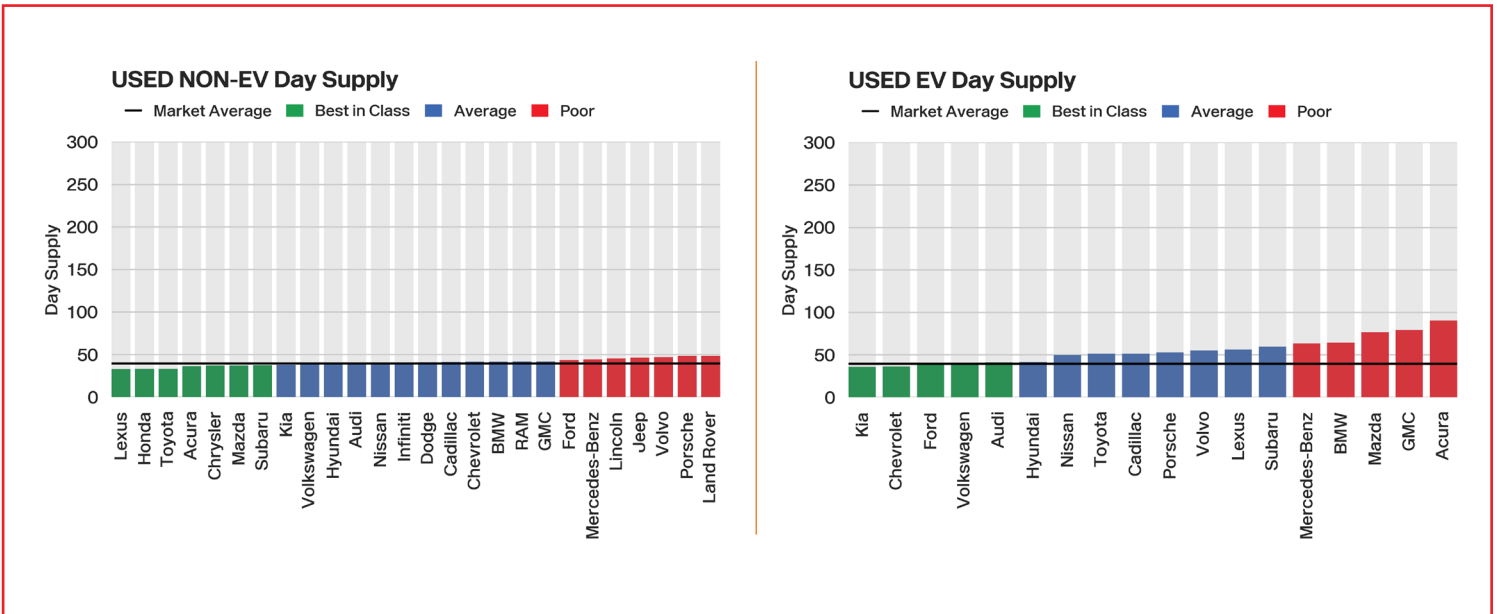
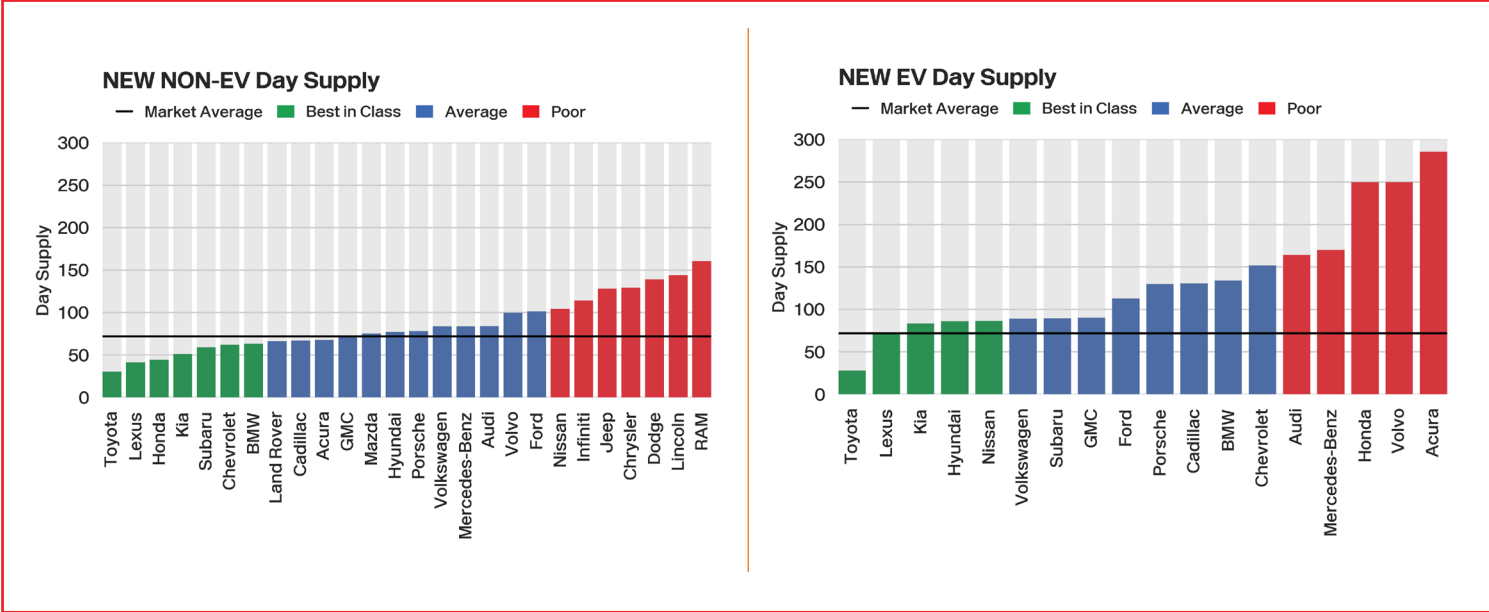
- › Carryover remained unchanged QoQ for new vehicles while used saw a 9% drop with reduced inventories heading into the start of Q2.
- › Markdown magnitude and coverage saw minimal changes QoQ.



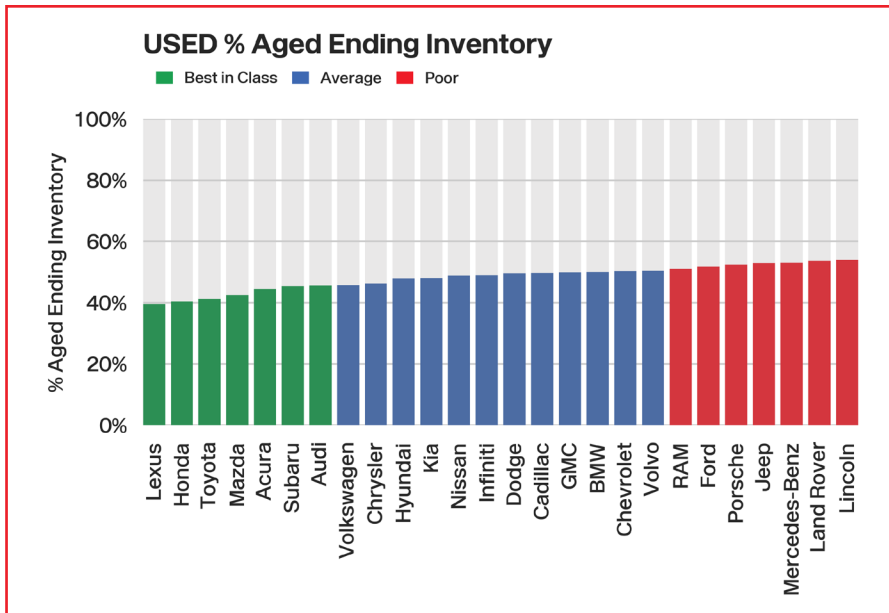
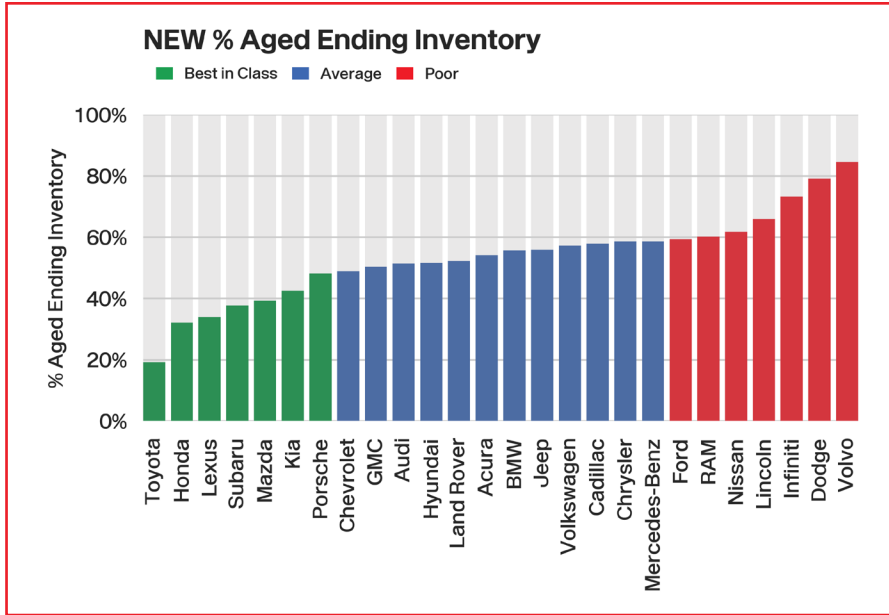
- › Day supply continued its rising trend for new vehicles, increasing by 4 days QoQ and 29 days YoY to 72 days.
- › Day supply for used vehicles increased by just one day QoQ and YoY.
- › Ram had the largest increase in day supply of 39 days QoQ while Dodge had the biggest improvement dropping by 78 days.



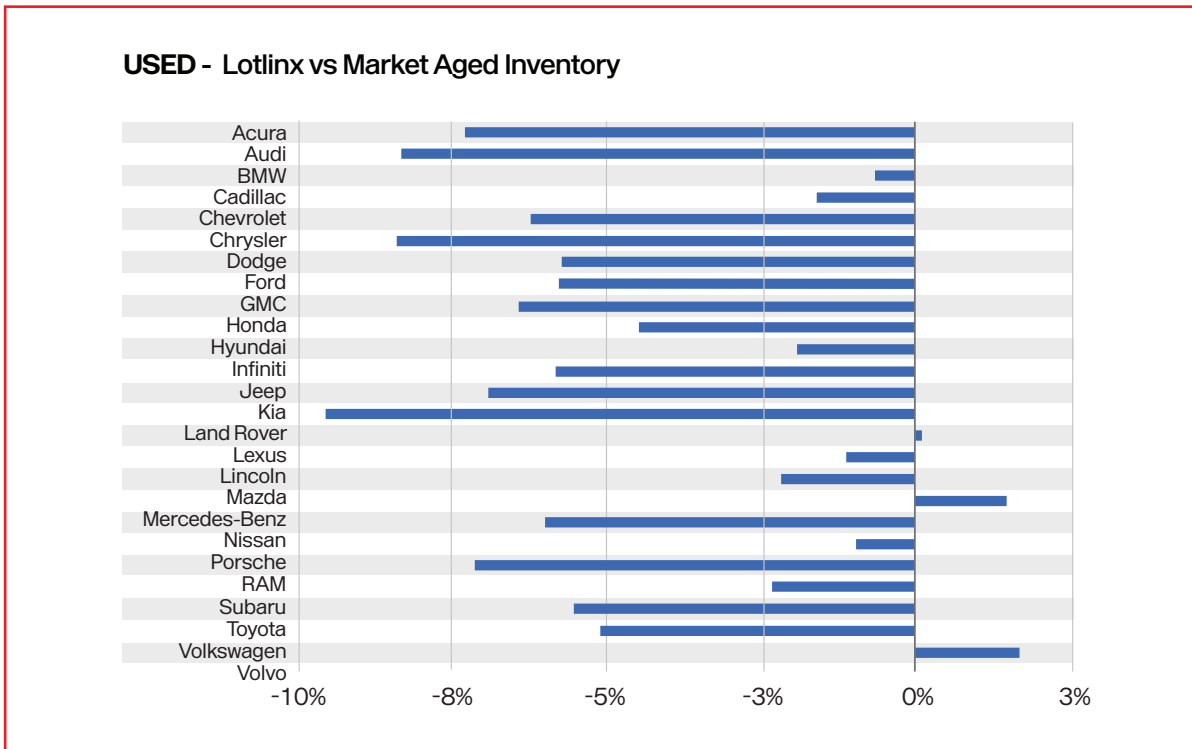
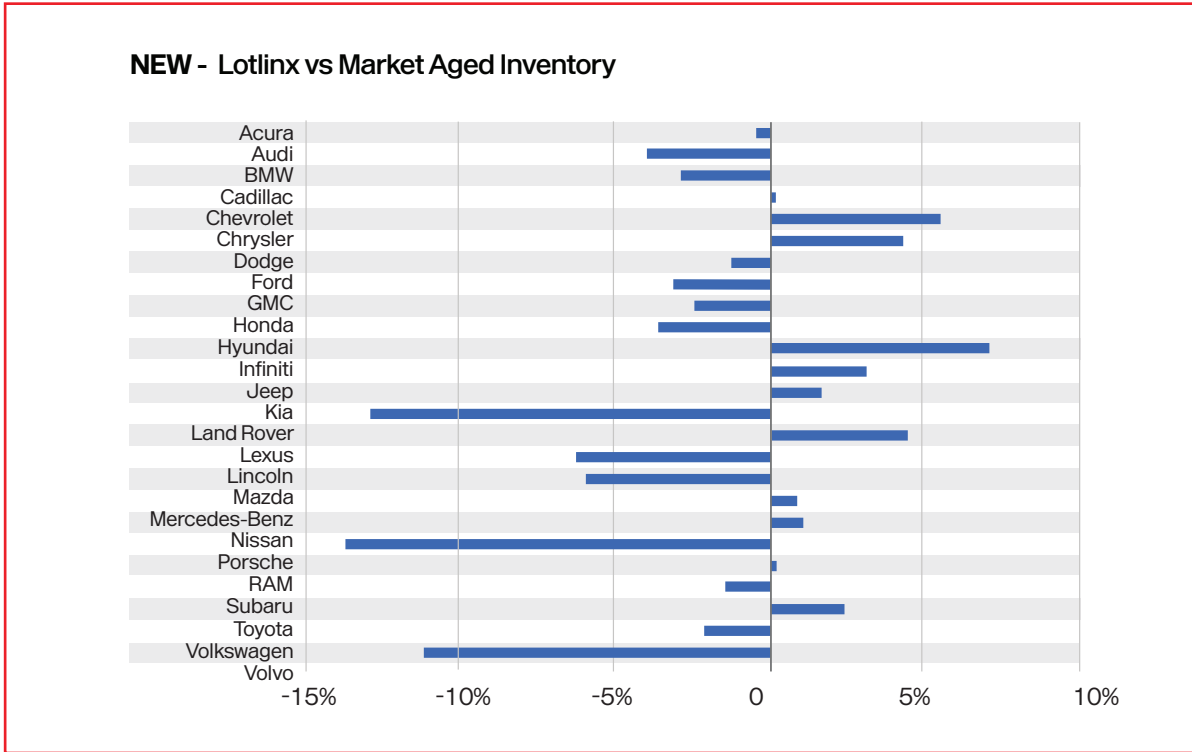
- > While EVs had significantly higher day supply, their low volume had minimal effect on the overall day supply.
- > Both new and used EVs saw a 25% increase in sales volume QoQ.
- > Day supply remained steady at 113 days for new but fell to 47 days for used, down 6 days QoQ.
- > Aged inventory had minor increases for new and used.



- › Aged ending inventory continued its increasing trend, rising by 4% for new and 7% for used QoQ. It increased by 15% YoY for new and 5% for used.



- › On average, Lotlinx customers had 2% less aged inventory than the rest of the market for new vehicles and 1% less for used.
- › 65% of new vehicle brands and 58% of used vehicle brands outperformed the market as Lotlinx customers.



\* Negative values indicate Lotlinx out performing the market

› Inventory levels continued to climb QoQ and YoY causing day supply to increase by 4 days and 29 days respectively to 72 days.

**NEW**

**+11%** (QoQ)  
Sales Volume  
Change

**+4 Days** (QoQ)  
**+29 Days** (YoY)  
72 Day Supply

**+4%** (QoQ)  
**+15%** (YoY)  
51% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-1%** (QoQ)  
**+12%** (YoY)  
41% Aged Sales  
Over 45 Days as of  
06/30/24

**+1%** (QoQ)  
**+10%** (YoY)  
48% Carryover  
Over 45 Days as of  
04/01/24

**+2%** (QoQ)

**NC** (QoQ)  
-5% Markdown  
Price Reduction

**+1%** (QoQ)  
24% Sold  
With Markdown

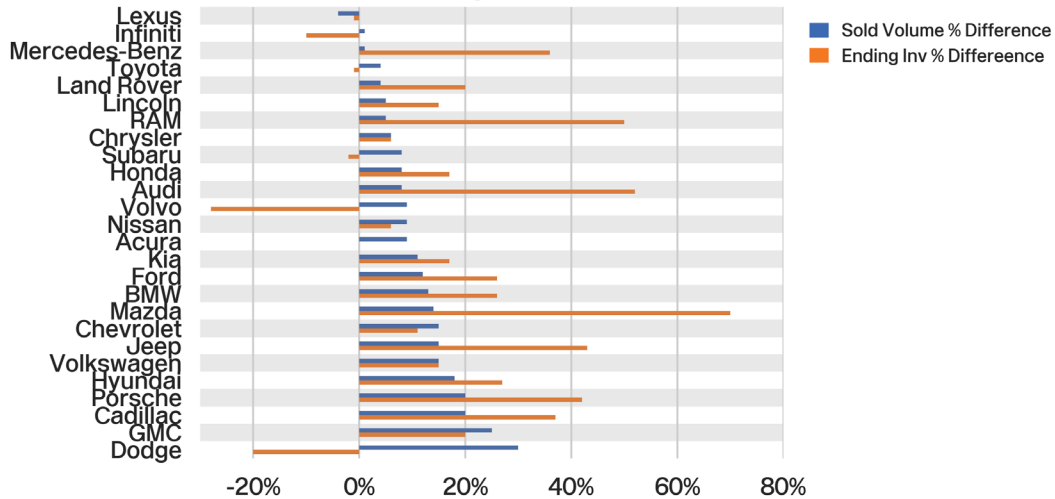
**+1%** (QoQ)

**-7%** (QoQ)  
Demand  
Change

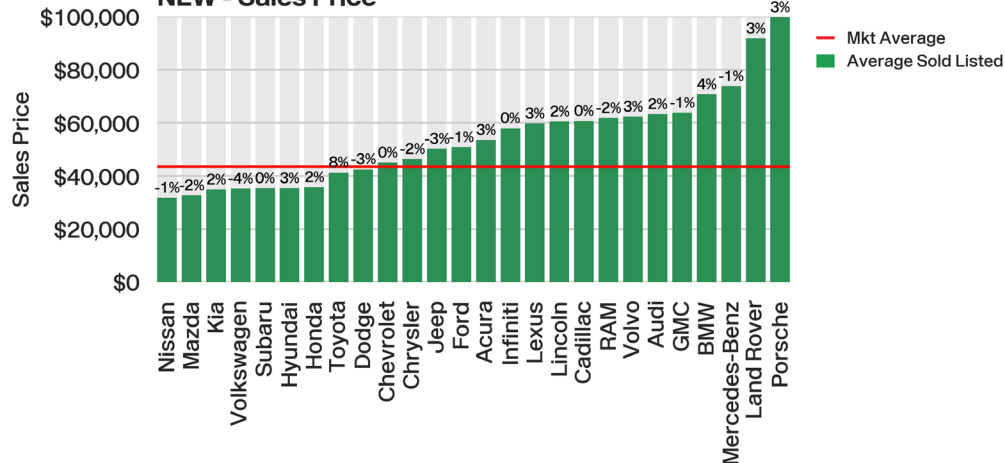
**+1%** (YoY)  
\$43,420 Price  
Avg Last Listed

**+9%** (YoY)  
57% of Listings  
Not Viewed

**NEW % Volume Change**



**NEW - Sales Price**





- > Used vehicle metrics held fairly steady QoQ with the exception of aged inventory which increased by 7% and carryover that dropped by 9% coming into the start of the quarter.
- > Listing prices remained steady QoQ but fell by 10% YoY.

## USED INVENTORY

**NC** (QoQ)  
Sales Volume  
Change

**+1 Day** (QoQ)  
**+1 Days** (YoY)  
40 Day Supply

**+7%** (QoQ)  
**+5%** (YoY)  
48% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-3%** (QoQ)  
**NC** (YoY)  
41% Aged Sales  
Over 45 Days as of  
06/30/24

**-9%** (QoQ)  
**+2%** (YoY)  
43% Carryover  
Over 45 Days as of  
04/01/24

**NC** (QoQ)  
**-10%** (YoY)  
\$25,998 Price  
Avg Last Listed

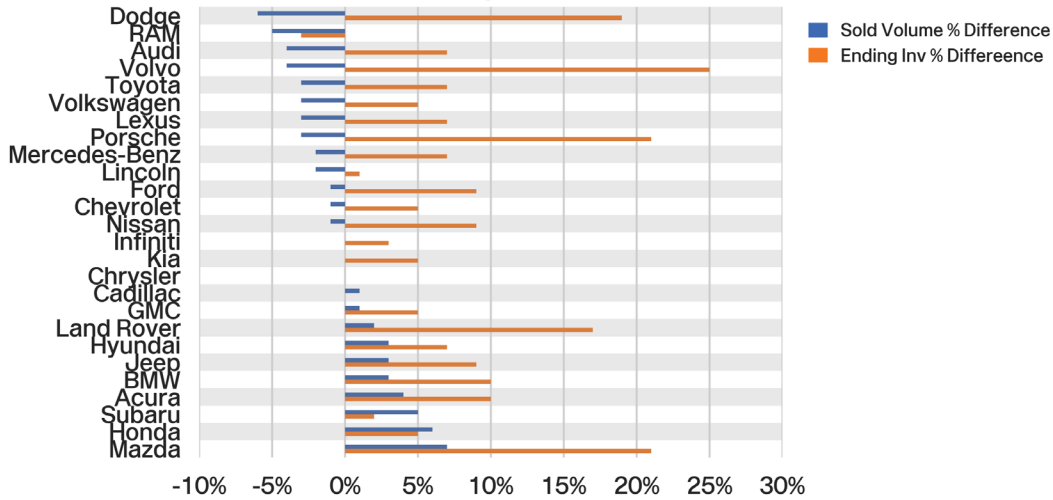
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**+1%** (QoQ)  
35% Sold  
With Markdown

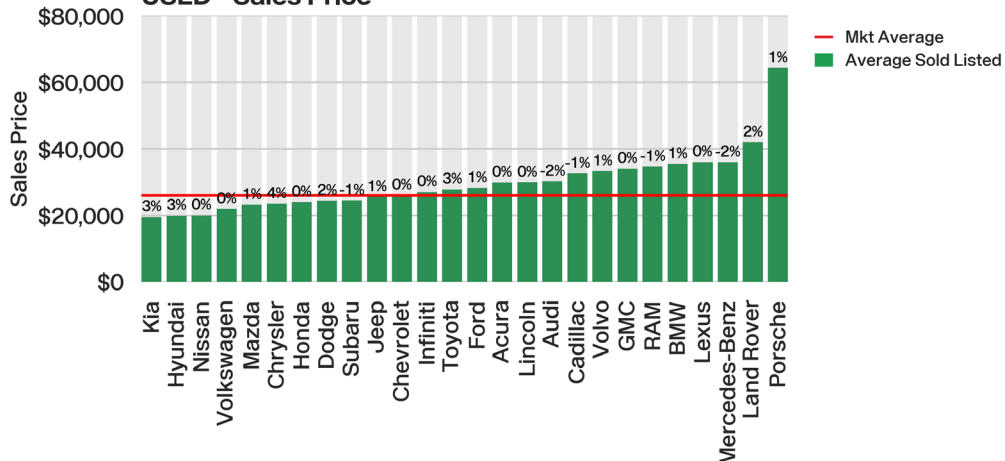
**NC** (QoQ)  
**+4%** (YoY)  
46% of Listings  
Not Viewed

**-4%** (QoQ)  
Demand  
Change

USED % Volume Change



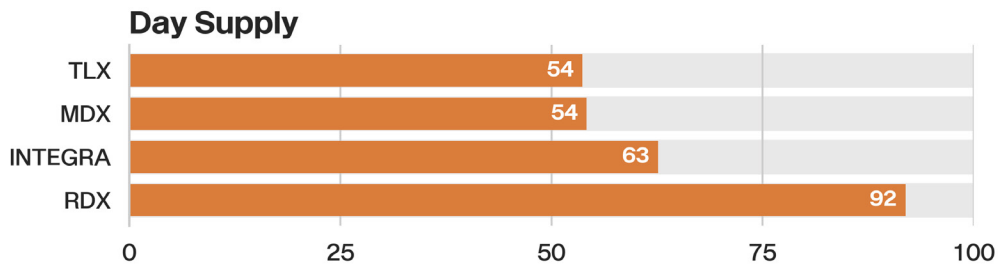
USED - Sales Price



- > While the market has increased day supply by 29 days YoY, Acura has managed to control inventory levels and has only increased day supply by 15 days YoY.
- > Sales of MDX rebounded with a 23% increase QoQ, however aged inventory still became problematic as it increased by 28% to 76%.

## NEW

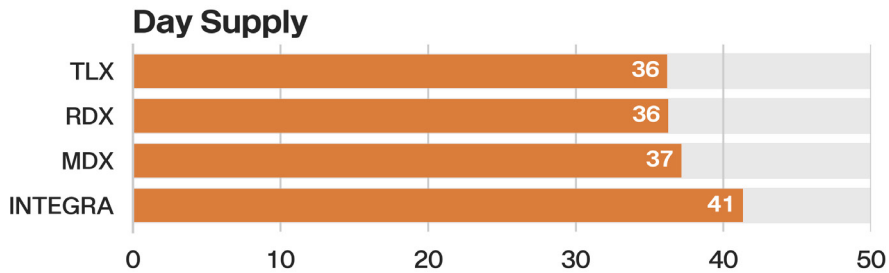
<p><b>+9%</b> (QoQ) Sales Volume Change</p>	<p><b>-5 Days</b> (QoQ) <b>+15 Days</b> (YoY) 70 Day Supply</p>	<p><b>+3%</b> (QoQ) <b>+8%</b> (YoY) 54% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-2%</b> (QoQ) <b>+10%</b> (YoY) 52% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-1%</b> (QoQ) <b>+22%</b> (YoY) 51% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+3%</b> (QoQ) <b>+2%</b> (YoY) \$53,595 Price Avg Last Listed</p>	<p><b>-1%</b> (QoQ) <b>-4% Markdown</b> Price Reduction</p>	<p><b>+2%</b> (QoQ) 6% Sold With Markdown</p>	<p><b>-2%</b> (QoQ) <b>-8%</b> (YoY) 44% of Listings Not Viewed</p>	<p><b>+7%</b> (QoQ) Demand Change</p>



> All metrics move in line with the market.

**USED**

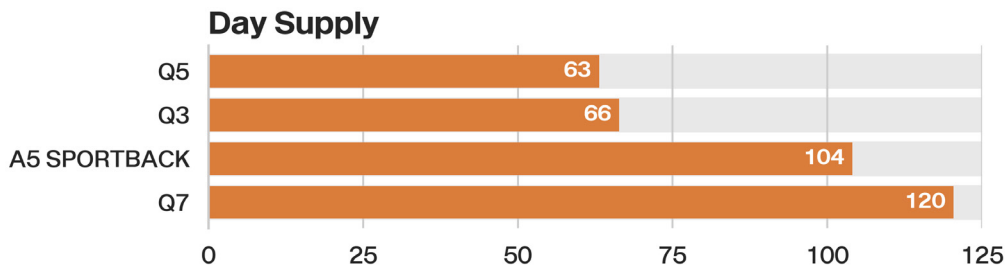
<p><b>+4%</b> (QoQ) Sales Volume Change</p>	<p><b>+1 Days</b> (QoQ) <b>-2 Days</b> (YoY) 37 Day Supply</p>	<p><b>+8%</b> (QoQ) <b>+3%</b> (YoY) 44% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-4%</b> (QoQ) <b>-2%</b> (YoY) 40% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-10%</b> (QoQ) <b>+3%</b> (YoY) 38% Carryover Over 45 Days as of 04/01/24</p>
<p><b>NC</b> (QoQ) <b>-10%</b> (YoY) \$29,885 Price Avg Last Listed</p>	<p><b>+1%</b> (QoQ) -4% Markdown Price Reduction</p>	<p><b>NC</b> (QoQ) 35% Sold With Markdown</p>	<p><b>+2%</b> (QoQ) <b>+7%</b> (YoY) 44% of Listings Not Viewed</p>	<p><b>-2%</b> (QoQ) Demand Change</p>



- > Sales of the Q7 fell by 7% despite a large influx of fresh inventory causing day supply to surge by 61 QoQ to 120 days.
- > While much of the market saw an increase in EV sales, Audi had an 11% decrease QoQ.

**NEW**

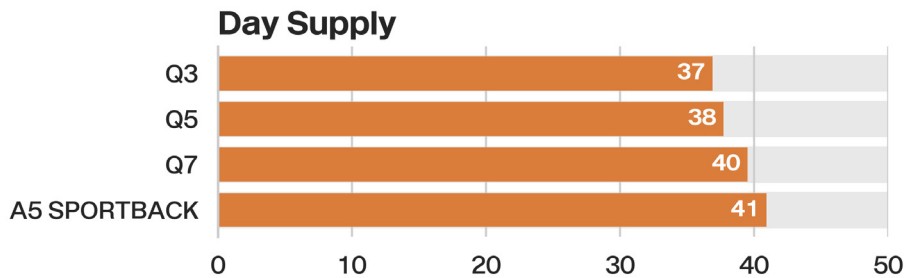
<p><b>+8%</b> (QoQ) Sales Volume Change</p>	<p><b>+14 Days</b> (QoQ) <b>+32 Days</b> (YoY) 94 Day Supply</p>	<p><b>+6%</b> (QoQ) <b>+17%</b> (YoY) 51% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-16%</b> (QoQ) <b>+3%</b> (YoY) 53% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-7%</b> (QoQ) <b>+6%</b> (YoY) 46% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+2%</b> (QoQ) <b>+6%</b> (YoY) \$63,385 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -3% Markdown Price Reduction</p>	<p><b>-4%</b> (QoQ) 9% Sold With Markdown</p>	<p><b>NC</b> (QoQ) <b>+4%</b> (YoY) 40% of Listings Not Viewed</p>	<p><b>-15%</b> (QoQ) Demand</p>



> Audi had the biggest decrease in list price of 15% YoY compared to the market's 10%.

## USED

<p><b>-4%</b> (QoQ) Sales Volume Change</p>	<p><b>+1 Days</b> (QoQ) <b>-1 Days</b> (YoY) 39 Day Supply</p>	<p><b>+3%</b> (QoQ) <b>+2%</b> (YoY) 46% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-3%</b> (QoQ) <b>-3%</b> (YoY) 42% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-6%</b> (QoQ) <b>+1%</b> (YoY) 44% Carryover Over 45 Days as of 04/01/24</p>
<p><b>-2%</b> (QoQ) <b>-15%</b> (YoY) \$30,280 Price Avg Last Listed</p>	<p><b>+1%</b> (QoQ) -5% Markdown Price Reduction</p>	<p><b>+1%</b> (QoQ) 37% Sold With Markdown</p>	<p><b>+1%</b> (QoQ) <b>+7%</b> (YoY) 39% of Listings Not Viewed</p>	<p><b>-3%</b> (QoQ) Demand Change</p>



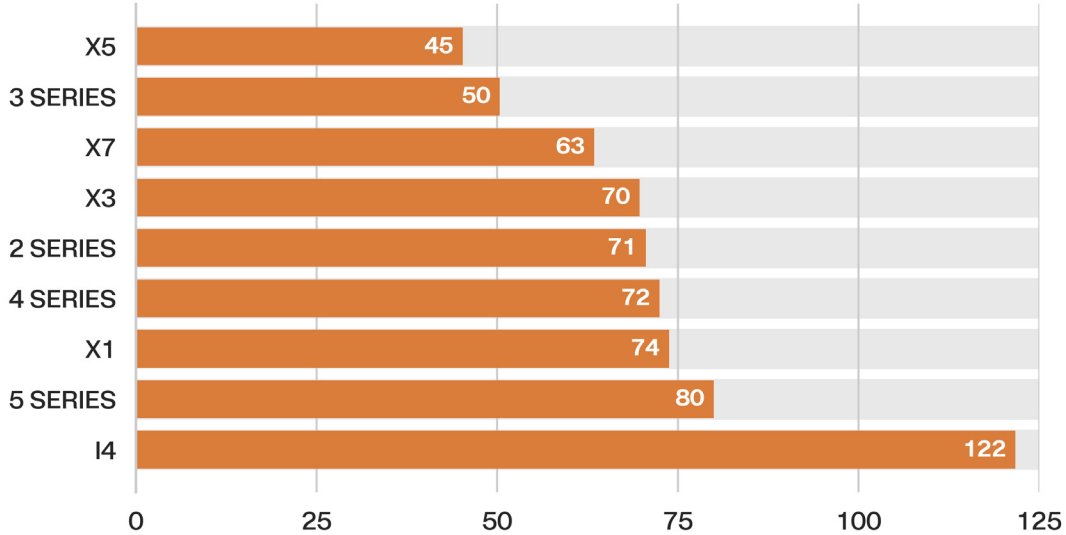


- > Day supply climbed by 10 days QoQ to 76, surpassing the market average this quarter.
- > The X5 had a 47% increase in sales QoQ after an influx of much needed inventory coming off a tight day supply of 35 days in Q1. However, aged inventory has increased by 31% to 51%, the third highest of all BMW's models

### NEW

<b>+13%</b> (QoQ) Sales Volume Change	<b>+10 Days</b> (QoQ) <b>+43 Days</b> (YoY) 76 Day Supply	<b>+10%</b> (QoQ) <b>+27%</b> (YoY) 56% Aged Inventory Over 45 Days Ending 06/30/24	<b>+1%</b> (QoQ) <b>+16%</b> (YoY) 41% Aged Sales Over 45 Days as of 06/30/24	<b>+6%</b> (QoQ) <b>+16%</b> (YoY) 46% Carryover Over 45 Days as of 04/01/24
<b>+4%</b> (QoQ) <b>NC</b> (YoY) \$70,710 Price Avg Last Listed	<b>+1%</b> (QoQ) -1% Markdown Price Reduction	<b>+1%</b> (QoQ) 3% Sold With Markdown	<b>+11%</b> (QoQ) <b>+17%</b> (YoY) 42% of Listings Not Viewed	<b>-14%</b> (QoQ) Demand Change

Day Supply





> All metrics move in line with the market.

### USED

**+3%** (QoQ)  
Sales Volume  
Change

**+2 Days** (QoQ)  
**+4 Days** (YoY)  
42 Day Supply

**+7%** (QoQ)  
**+7%** (YoY)  
50% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-4%** (QoQ)  
**+1%** (YoY)  
41% Aged Sales  
Over 45 Days as of  
06/30/24

**-5%** (QoQ)  
**+3%** (YoY)  
44% Carryover  
Over 45 Days as of  
04/01/24

**+1%** (QoQ)  
**-4%** (YoY)  
\$35,497 Price  
Avg Last Listed

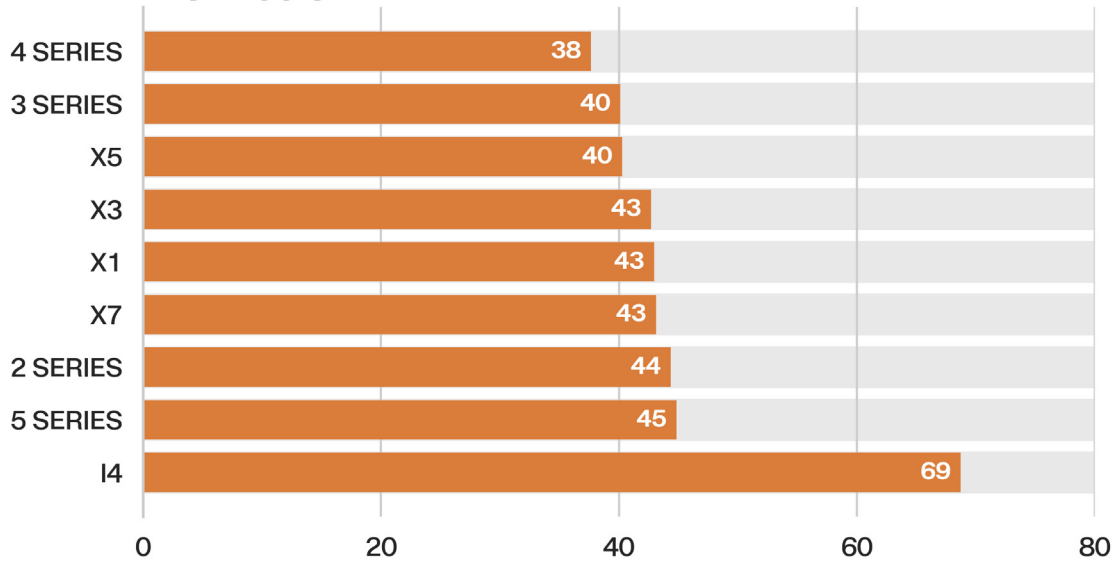
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**NC** (QoQ)  
35% Sold  
With Markdown

**+4%** (QoQ)  
**+9%** (YoY)  
40% of Listings  
Not Viewed

**-4%** (QoQ)  
**Demand**  
Change

Day Supply



- > Sales increased by 20% QoQ compared to the market's 11%.
- > While EV sales increased by 35% QoQ, aged inventory increased by 41% to 78%, driven by a 41% increase in LYRIQs.

### NEW

<p><b>+20%</b> (QoQ) Sales Volume Change</p>	<p><b>+24 Days</b> (QoQ) <b>+39 Days</b> (YoY) 80 Day Supply</p>	<p><b>+26%</b> (QoQ) <b>+21%</b> (YoY) 58% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+8%</b> (QoQ) <b>+4%</b> (YoY) 37% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>NC</b> (QoQ) <b>-9%</b> (YoY) 33% Carryover Over 45 Days as of 04/01/24</p>
<p><b>NC</b> (QoQ) <b>+5%</b> (YoY) \$60,675 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -2% Markdown Price Reduction</p>	<p><b>-1%</b> (QoQ) 14% Sold With Markdown</p>	<p><b>+15%</b> (QoQ) <b>+17%</b> (YoY) 58% of Listings Not Viewed</p>	<p><b>-30%</b> (QoQ) Demand Change</p>

#### Day Supply

Model	Day Supply
ESCALADE ESV	42
ESCALADE	44
XT4	69
XT5	71
XT6	88
LYRIQ	131



› Escalades saw a 15% increase in list price QoQ with minimal effects to sales volumes.

## USED

**+1%** (QoQ)  
Sales Volume  
Change

**NC Days**  
(QoQ)  
**NC Days**  
(YoY)  
**42 Day Supply**

**+5%** (QoQ)  
**+4%** (YoY)  
**50% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**NC** (YoY)  
**45% Aged Sales**  
Over 45 Days as of  
06/30/24

**-7%** (QoQ)  
**+3%** (YoY)  
**46% Carryover**  
Over 45 Days as of  
04/01/24

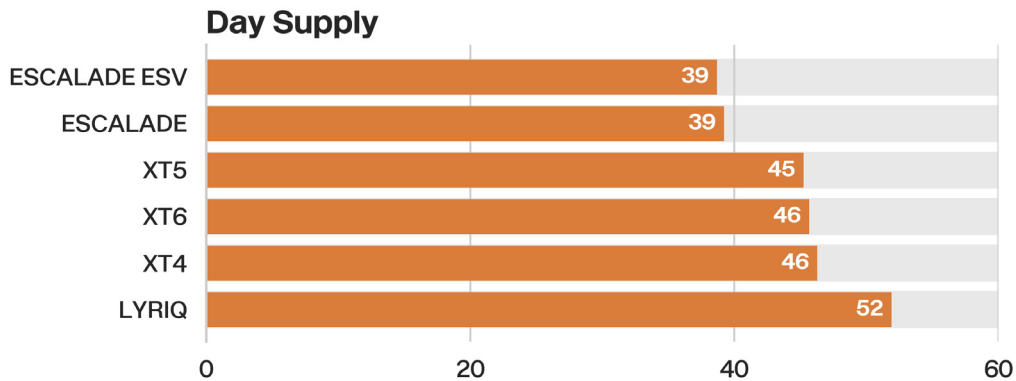
**-1%** (QoQ)  
**-10%** (YoY)  
**\$32,610 Price**  
Avg Last Listed

**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**+1%** (QoQ)  
**39% Sold**  
With Markdown

**+1%** (QoQ)  
**+5%** (YoY)  
**45% of Listings**  
Not Viewed

**NC** (QoQ)  
**Demand**  
Change





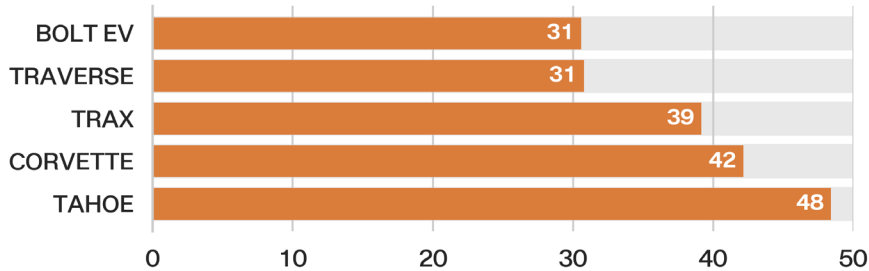
CHEVROLET

- › The Trax and Equinox both had favorable movement in day supply and aging but the Silverado 1500 aged inventory increased by 6% to 62%.
- › EVs saw a slight increase in sales but were overwhelmed by new inventory as day supply more than doubled to 152 days.

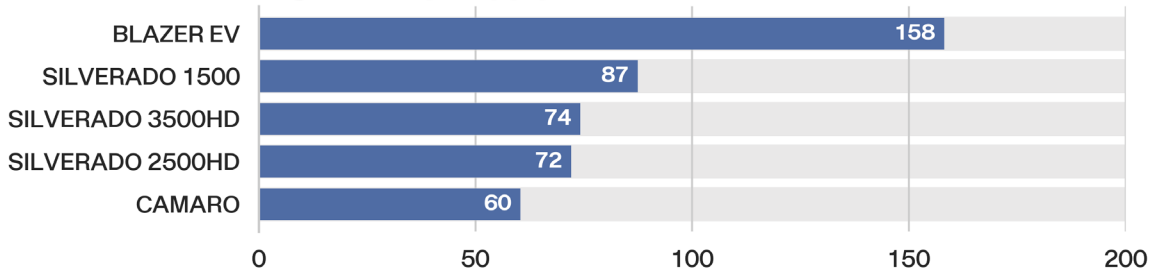
### NEW

<p><b>+15%</b> (QoQ) Sales Volume Change</p> <p><b>-1 Day</b> (QoQ) <b>+19 Days</b> (YoY) 65 Day Supply</p>	<p><b>+3%</b> (QoQ) <b>+15%</b> (YoY) 49% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-5%</b> (QoQ) <b>+7%</b> (YoY) 42% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+2%</b> (QoQ) <b>+5%</b> (YoY) 46% Carryover Over 45 Days as of 04/01/24</p>
<p><b>NC</b> (QoQ) <b>-2%</b> (YoY) \$45,064 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -5% Markdown Price Reduction</p>	<p><b>NC</b> (QoQ) 31% Sold With Markdown</p>	<p><b>-1%</b> (QoQ) <b>+5%</b> (YoY) 49% of Listings Not Viewed</p> <p><b>+2%</b> (QoQ) Demand Change</p>

Lowest Day Supply



Highest Day Supply





CHEVROLET

> All used metrics are in line with the market.

### USED

**-1%** (QoQ)  
Sales Volume  
Change

**+1 Day** (QoQ)  
**+3 Days** (YoY)  
41 Day Supply

**+6%** (QoQ)  
**+6%** (YoY)  
50% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-4%** (QoQ)  
**+1%** (YoY)  
43% Aged Sales  
Over 45 Days as of  
06/30/24

**-10%** (QoQ)  
**+4%** (YoY)  
46% Carryover  
Over 45 Days as of  
04/01/24

**NC** (QoQ)  
**-12%** (YoY)  
\$25,991 Price  
Avg Last Listed

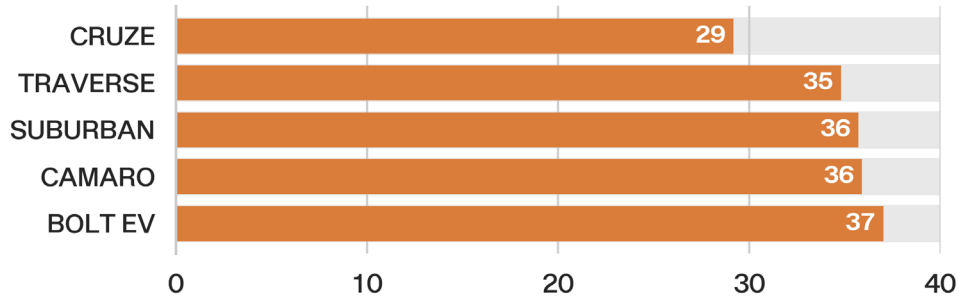
**+1%** (QoQ)  
-5% Markdown  
Price Reduction

**NC** (QoQ)  
34% Sold  
With Markdown

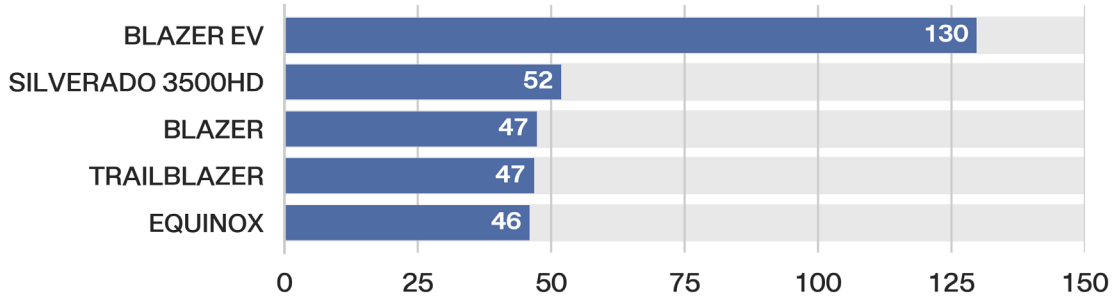
**NC** (QoQ)  
**+5%** (YoY)  
49% of Listings  
Not Viewed

**-2%** (QoQ)  
Demand  
Change

Lowest Day Supply



Highest Day Supply





- > While sales only increased by 6% QoQ, day supply dropped by 8 days to 129 days.
- > Aged inventory fell by 10% to 59% and has been trending down for the past few quarters.

**NEW**

**+6%** (QoQ)  
Sales Volume  
Change

**-8 Days** (QoQ)  
**+59 Days** (YoY)  
129 Day Supply

**-10%** (QoQ)  
**+7%** (YoY)  
59% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-7%** (QoQ)  
**+12%** (YoY)  
67% Aged Sales  
Over 45 Days as of  
06/30/24

**-11%** (QoQ)  
**+23%** (YoY)  
70% Carryover  
Over 45 Days as of  
04/01/24

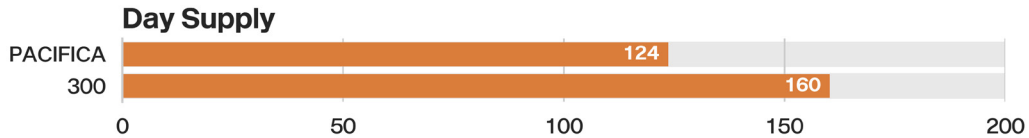
**-2%** (QoQ)  
**+3%** (YoY)  
\$46,499 Price  
Avg Last Listed

**NC** (QoQ)  
-7% Markdown  
Price Reduction

**+2%** (QoQ)  
58% Sold  
With Markdown

**-2%** (QoQ)  
**+6%** (YoY)  
61% of Listings  
Not Viewed

**+8%** (QoQ)  
Demand  
Change





> All metrics move in line with the market

**USED**

**NC** (QoQ)  
Sales Volume  
Change

**-1 Days** (QoQ)  
**-1 Days** (YoY)  
37 Day Supply

**+5%** (QoQ)  
**+2%** (YoY)  
46% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-5%** (QoQ)  
**-3%** (YoY)  
41% Aged Sales  
Over 45 Days as of  
06/30/24

**-13%** (QoQ)  
**-1%** (YoY)  
43% Carryover  
Over 45 Days as of  
04/01/24

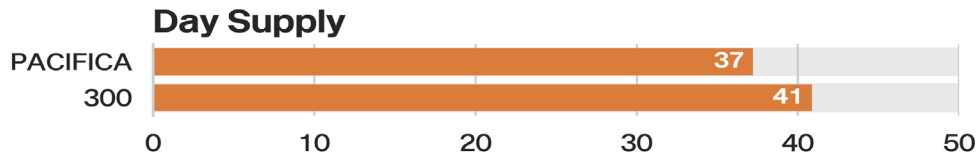
**+4%** (QoQ)  
**-5%** (YoY)  
\$23,484 Price  
Avg Last Listed

**+2%** (QoQ)  
**-6% Markdown**  
Price Reduction

**-2%** (QoQ)  
33% Sold  
With Markdown

**-2%** (QoQ)  
**+1%** (YoY)  
48% of Listings  
Not Viewed

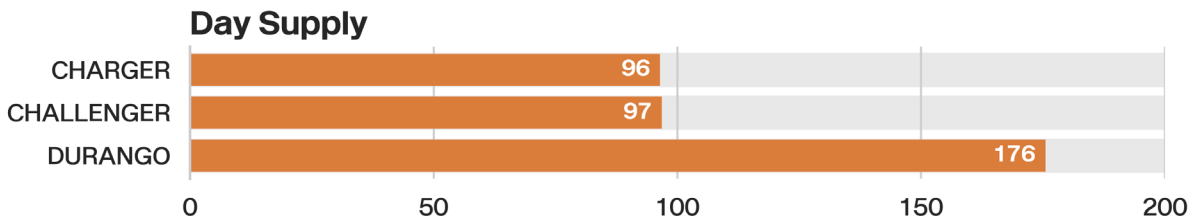
**+3%** (QoQ)  
Demand  
Change



- > Dodge saw the biggest sales growth QoQ of 30%. Accompanied by a 20% reduction in inventory, day supply dropped by 78 days QoQ to a much healthier 140 days.
- > A market high of 11% markdown on 63% of sold units only reduced aged inventory by 6%.

**NEW**

<p><b>+30%</b> (QoQ) Sales Volume Change</p>	<p><b>-78 Days</b> (QoQ) <b>+78 Days</b> (YoY) 140 Day Supply</p>	<p><b>-6%</b> (QoQ) <b>+32%</b> (YoY) 79% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>NC</b> (QoQ) <b>+38%</b> (YoY) 83% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+22%</b> (QoQ) <b>+43%</b> (YoY) 86% Carryover Over 45 Days as of 04/01/24</p>
<p><b>-3%</b> (QoQ) <b>-3%</b> (YoY) \$42,527 Price Avg Last Listed</p>	<p><b>-3%</b> (QoQ) <b>-11% Markdown</b> Price Reduction</p>	<p><b>+8%</b> (QoQ) 63% Sold With Markdown</p>	<p><b>-7%</b> (QoQ) <b>+13%</b> (YoY) 54% of Listings Not Viewed</p>	<p><b>+56%</b> (QoQ) Demand</p>



> All metrics move in line with the market.

## USED

<p><b>-6%</b> (QoQ) Sales Volume Change</p>	<p><b>+3 Days</b> (QoQ) <b>+2 Days</b> (YoY) 41 Day Supply</p>	<p><b>+7%</b> (QoQ) <b>+4%</b> (YoY) 50% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-6%</b> (QoQ) <b>-1%</b> (YoY) 41% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-13%</b> (QoQ) <b>+5%</b> (YoY) 45% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+2%</b> (QoQ) <b>-7%</b> (YoY) \$24,425 Price Avg Last Listed</p>	<p><b>+2%</b> (QoQ) <b>-5% Markdown</b> Price Reduction</p>	<p><b>NC</b> (QoQ) 34% Sold With Markdown</p>	<p><b>-1%</b> (QoQ) <b>+3%</b> (YoY) 41% of Listings Not Viewed</p>	<p><b>-6%</b> (QoQ) Demand Change</p>

### Day Supply

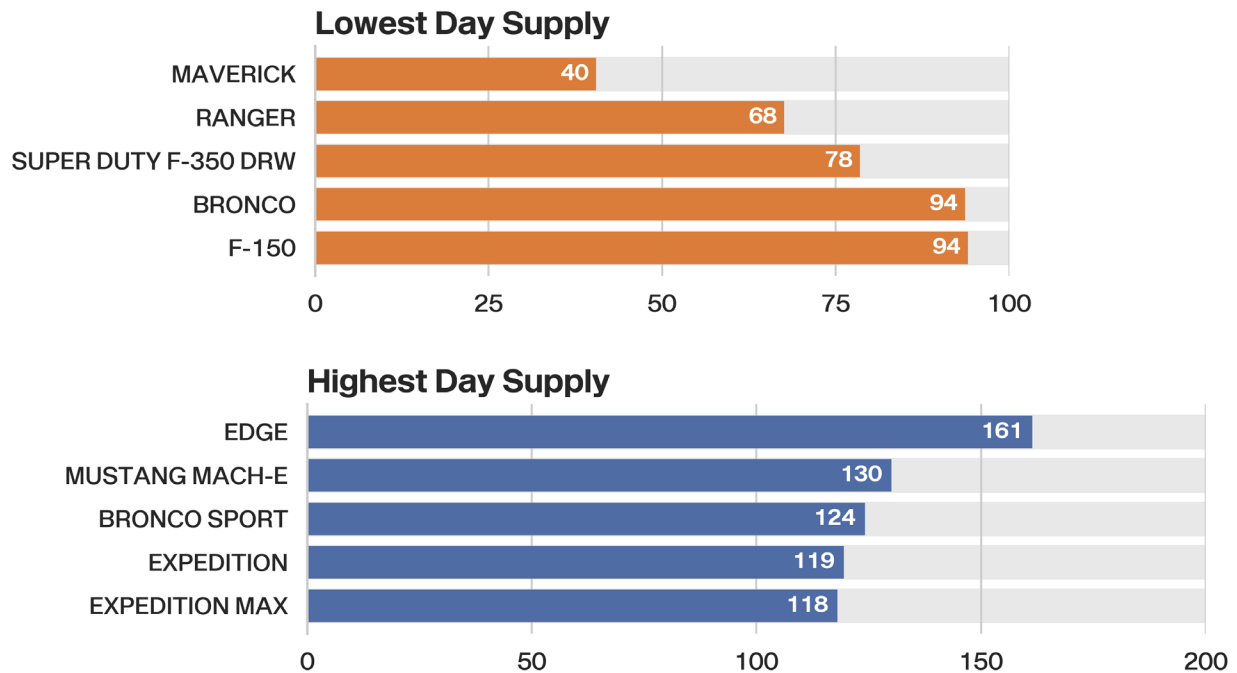
Model	Day Supply
JOURNEY	36
GRAND CARAVAN	36
CHARGER	40
CHALLENGER	42
DURANGO	48
HORNET	95



› While EV sales volumes remained steady, day supply dropped by 56 days QoQ to 113 and aged inventory improved to 54% from 91%.

**NEW**

<p><b>+12%</b> (QoQ) Sales Volume Change</p>	<p><b>+8 Days</b> (QoQ) <b>+39 Days</b> (YoY) 102 Day Supply</p>	<p><b>+4%</b> (QoQ) <b>+12%</b> (YoY) 59% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-7%</b> (QoQ) <b>+6%</b> (YoY) 53% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-1%</b> (QoQ) <b>+5%</b> (YoY) 56% Carryover Over 45 Days as of 04/01/24</p>
<p><b>-1%</b> (QoQ) <b>NC</b> (YoY) \$50,849 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -5% Markdown Price Reduction</p>	<p><b>NC</b> (QoQ) 29% Sold With Markdown</p>	<p><b>-1%</b> (QoQ) <b>NC</b> (YoY) 57% of Listings Not Viewed</p>	<p><b>-8%</b> (QoQ) Demand Change</p>







> All used metrics are in line with the market.

## USED

**-1%** (QoQ)  
Sales Volume  
Change

**+2 Days** (QoQ)  
**+2 Days** (YoY)  
44 Day Supply

**+6%** (QoQ)  
**+4%** (YoY)  
52% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-3%** (QoQ)  
**-1%** (YoY)  
44% Aged Sales  
Over 45 Days as of  
06/30/24

**-9%** (QoQ)  
**+3%** (YoY)  
48% Carryover  
Over 45 Days as of  
04/01/24

**+1%** (QoQ)  
**-12%** (YoY)  
\$28,255 Price  
Avg Last Listed

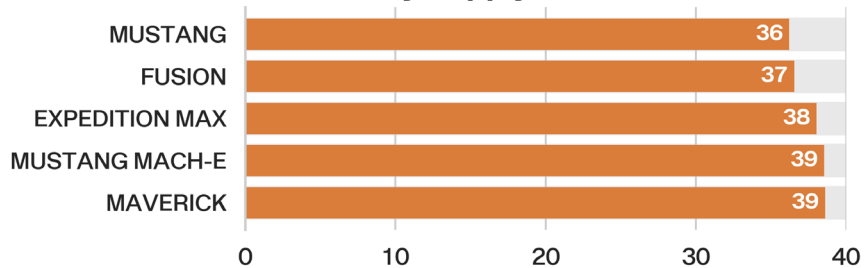
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**+1%** (QoQ)  
35% Sold  
With Markdown

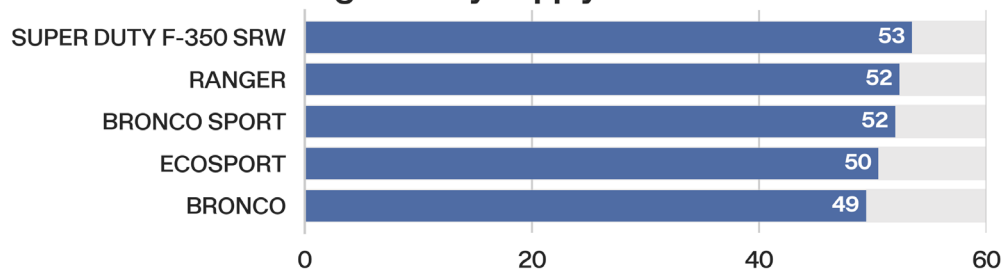
**-1%** (QoQ)  
**+4%** (YoY)  
50% of Listings  
Not Viewed

**-4%** (QoQ)  
Demand  
Change

Lowest Day Supply



Highest Day Supply

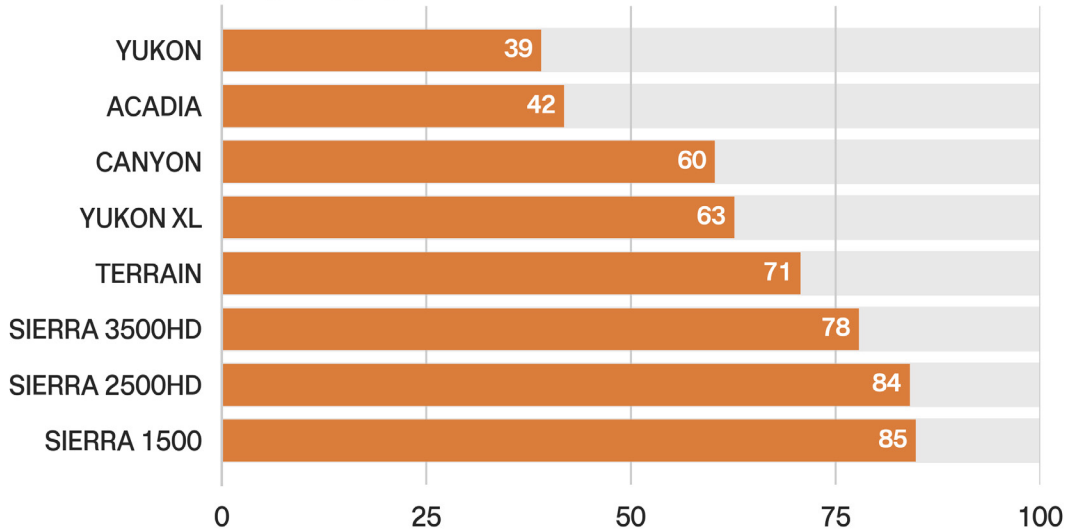


- › GMC saw a 25% increase in sales QoQ compared to the market's 11%, fueled by a 24% increase in sales for Sierra 1500s.
- › While the Sierra 1500 had strong sales volumes, it had the highest day supply of 85 days out of all GMC models and the second highest aged inventory of 56% behind the Terrain.

**NEW**

<p><b>+25%</b> (QoQ) Sales Volume Change</p>	<p><b>+3 Days</b> (QoQ) <b>+20 Days</b> (YoY) 73 Day Supply</p>	<p><b>+9%</b> (QoQ) <b>+9%</b> (YoY) 50% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-1%</b> (QoQ) <b>+2%</b> (YoY) 44% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-6%</b> (QoQ) <b>-4%</b> (YoY) 42% Carryover Over 45 Days as of 04/01/24</p>
<p><b>-1%</b> (QoQ) <b>-1%</b> (YoY) \$63,855 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -5% Markdown Price Reduction</p>	<p><b>+1%</b> (QoQ) 34% Sold With Markdown</p>	<p><b>+2%</b> (QoQ) <b>+2%</b> (YoY) 44% of Listings Not Viewed</p>	<p><b>-4%</b> (QoQ) Demand Change</p>

**Day Supply**



> All used metrics are in line with the market.

**USED**

**+1%** (QoQ)  
Sales Volume  
Change

**+1 Day** (QoQ)  
**+2 Days** (YoY)  
42 Day Supply

**+6%** (QoQ)  
**+5%** (YoY)  
50% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**+2%** (YoY)  
44% Aged Sales  
Over 45 Days as of  
06/30/24

**-8%** (QoQ)  
**+4%** (YoY)  
45% Carryover  
Over 45 Days as of  
04/01/24

**NC** (QoQ)  
**-11%** (YoY)  
\$34,000 Price  
Avg Last Listed

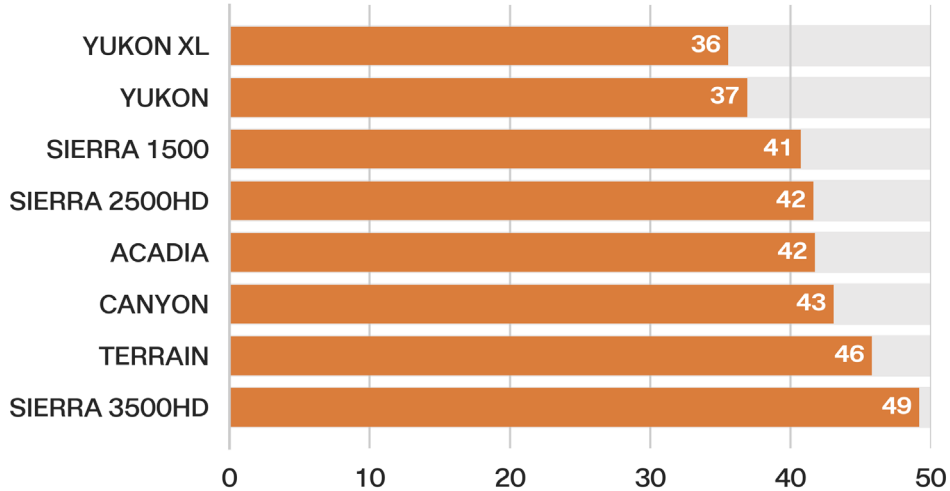
**+1%** (QoQ)  
-5% Markdown  
Price Reduction

**+2%** (QoQ)  
36% Sold  
With Markdown

**-1%** (QoQ)  
**+5%** (YoY)  
46% of Listings  
Not Viewed

**-2%** (QoQ)  
Demand  
Change

**Day Supply**

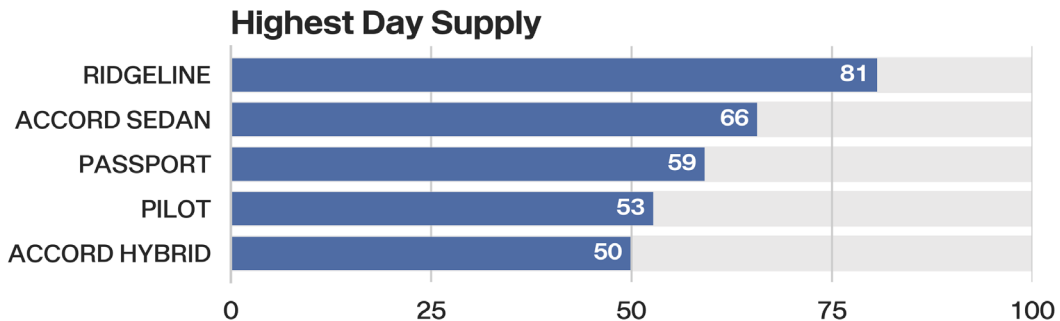
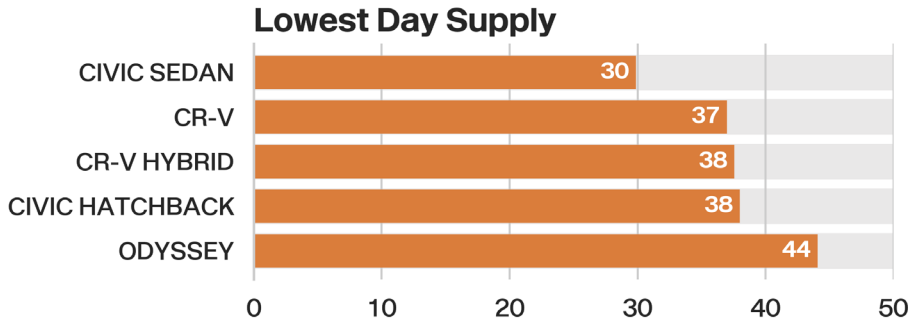




- › While Honda maintains one of the best managed inventories, day supply and aging continued to marginally increase QoQ.
- › Civic sedan inventory fell by 34% leading to a tight day supply of 30 days. It accounted for 14% of Q2 sales but made up just 7% of inventory at the end of the quarter.

NEW

<p><b>+8%</b> (QoQ) Sales Volume Change</p>	<p><b>+4 Days</b> (QoQ) <b>+21 Days</b> (YoY) 45 Day Supply</p>	<p><b>+6%</b> (QoQ) <b>+18%</b> (YoY) 32% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+5%</b> (QoQ) <b>+18%</b> (YoY) 29% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+2%</b> (QoQ) <b>+16%</b> (YoY) 27% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+2%</b> (QoQ) <b>+3%</b> (YoY) \$35,855 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -3% Markdown Price Reduction</p>	<p><b>+1%</b> (QoQ) 11% Sold With Markdown</p>	<p><b>+2%</b> (QoQ) <b>+13%</b> (YoY) 52% of Listings Not Viewed</p>	<p><b>-10%</b> (QoQ) Demand</p>





> Sales increased across all models except the Ridge line which fell by 5% QoQ.

### USED

**+6%** (QoQ)  
Sales Volume  
Change

**NC Days**  
(QoQ)  
**NC Days**  
(YoY)  
**33 Day Supply**

**+6%** (QoQ)  
**+4%** (YoY)  
**40% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**+1%** (YoY)  
**37% Aged Sales**  
Over 45 Days as of  
06/30/24

**-8%** (QoQ)  
**+4%** (YoY)  
**36% Carryover**  
Over 45 Days as of  
04/01/24

**NC** (QoQ)  
**-8%** (YoY)  
**\$23,990 Price**  
Avg Last Listed

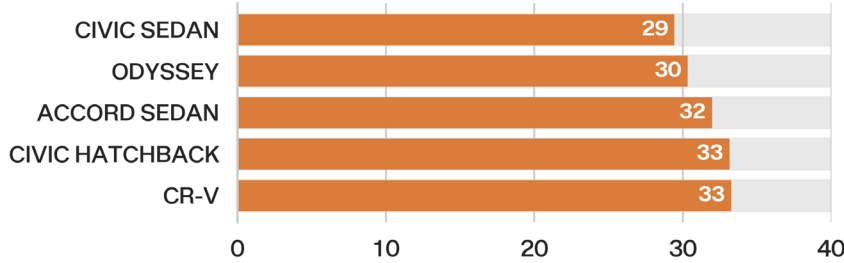
**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**+1%** (QoQ)  
**29% Sold**  
With Markdown

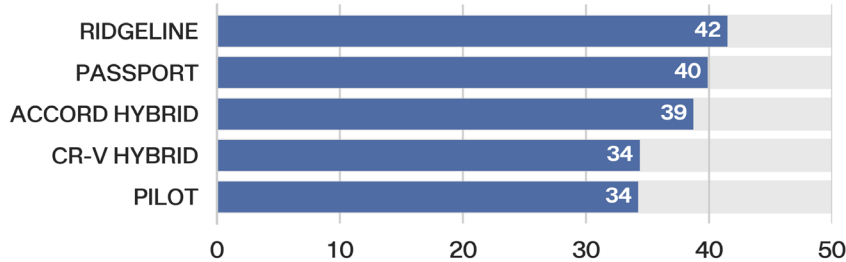
**NC** (QoQ)  
**+4%** (YoY)  
**45% of Listings**  
Not Viewed

**-1%** (QoQ)  
**Demand**  
Change

Lowest Day Supply



Highest Day Supply



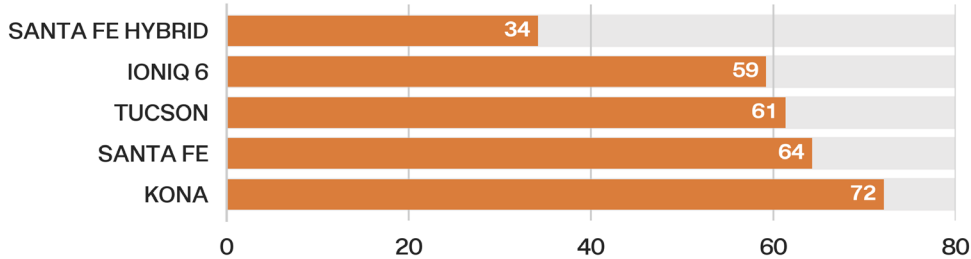


- > Sales increased by 18% compared to the market's 11% QoQ, but increased inventory caused day supply to increase by 6 to 78 days and aged inventory increased by 4% to 52%.
- > Sales for EVs increased as prices fell 10% YoY and day supply fell by 10 to 86 days, just 9 days above non-EVs.

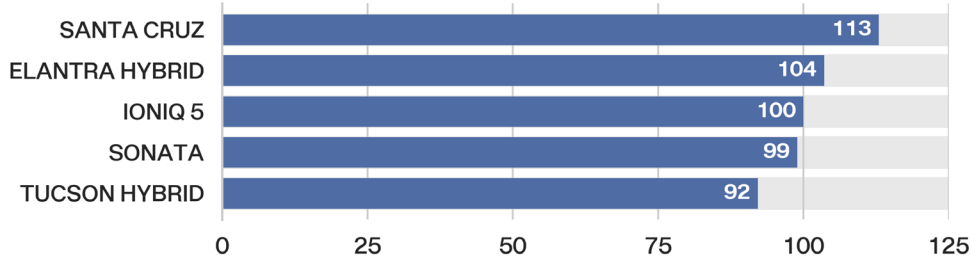
NEW

<p><b>+18%</b> (QoQ) Sales Volume Change</p>	<p><b>+6 Days</b> (QoQ) <b>+39 Days</b> (YoY) 78 Day Supply</p>	<p><b>+4%</b> (QoQ) <b>+25%</b> (YoY) 52% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+3%</b> (QoQ) <b>+21%</b> (YoY) 46% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+5%</b> (QoQ) <b>+18%</b> (YoY) 48% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+3%</b> (QoQ) <b>+6%</b> (YoY) \$35,450 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -4% Markdown Price Reduction</p>	<p><b>-1%</b> (QoQ) 30% Sold With Markdown</p>	<p><b>NC</b> (QoQ) <b>+7%</b> (YoY) 56% of Listings Not Viewed</p>	<p><b>-9%</b> (QoQ) Demand Change</p>

Lowest Day Supply



Highest Day Supply





> Hybrids saw the biggest growth in sales QoQ as EVs also increased sales volumes.

### USED

**+3%** (QoQ)  
Sales Volume  
Change

**+2 Day** (QoQ)  
**+1 Days** (YoY)  
**38 Day Supply**

**+10%** (QoQ)  
**+6%** (YoY)  
**48% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**+1%** (YoY)  
**41% Aged Sales**  
Over 45 Days as of  
06/30/24

**-12%** (QoQ)  
**NC** (YoY)  
**40% Carryover**  
Over 45 Days as of  
04/01/24

**+3%** (QoQ)  
**-7%** (YoY)  
**\$19,900 Price**  
Avg Last Listed

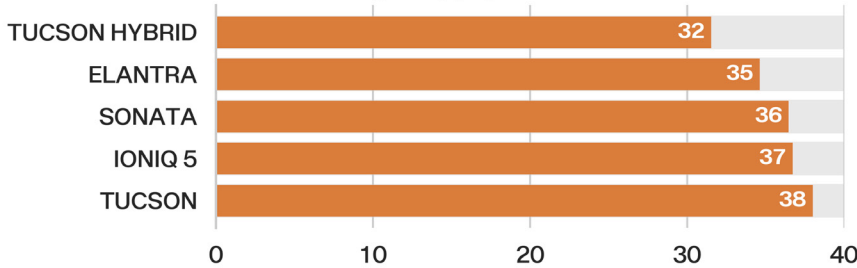
**+1%** (QoQ)  
**-6% Markdown**  
Price Reduction

**+2%** (QoQ)  
**36% Sold**  
With Markdown

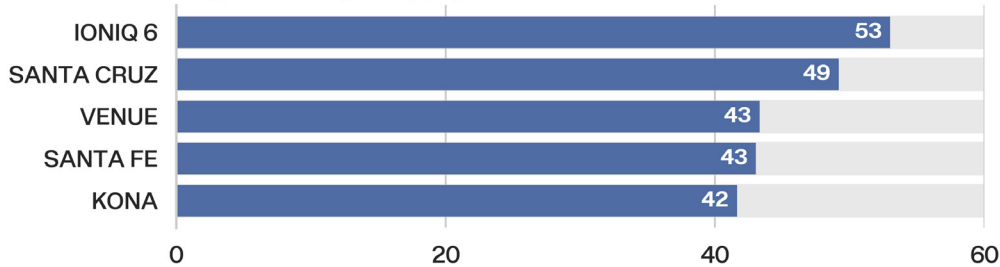
**-1%** (QoQ)  
**+3%** (YoY)  
**50% of Listings**  
Not Viewed

**-5%** (QoQ)  
**Demand**  
Change

Lowest Day Supply



Highest Day Supply





- > Infiniti saw just a 1% increase in sales QoQ compared to the market's 11% and reduced inventory by 10% while the market grew by nearly 20%.
- > The QX80 saw a 4% reduction in list price QoQ with 42% of sales getting an average markdown of 13%.

### NEW

**+1%** (QoQ)  
Sales Volume  
Change

**+5 Days** (QoQ)  
**+24 Days** (YoY)  
114 Day Supply

**+15%** (QoQ)  
**+14%** (YoY)  
73% Aged Inventory  
Over 45 Days Ending  
06/30/24

**+2%** (QoQ)  
**+15%** (YoY)  
68% Aged Sales  
Over 45 Days as of  
06/30/24

**-11%** (QoQ)  
**+4%** (YoY)  
59% Carryover  
Over 45 Days as of  
04/01/24

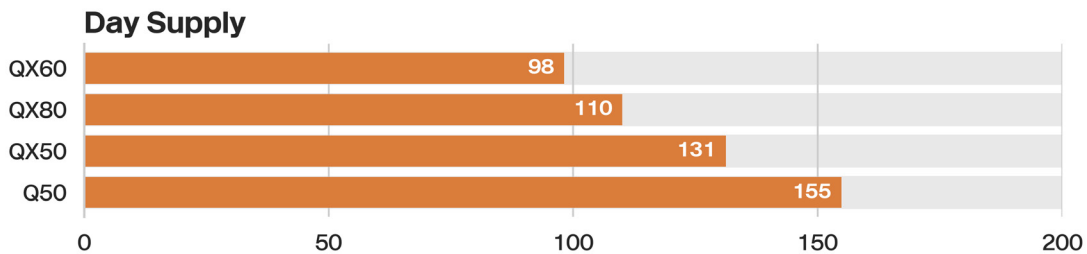
**NC** (QoQ)  
**-3%** (YoY)  
\$57,975 Price  
Avg Last Listed

**NC** (QoQ)  
-5% Markdown  
Price Reduction

**+2%** (QoQ)  
26% Sold  
With Markdown

**-12%** (QoQ)  
**+12%** (YoY)  
67% of Listings  
Not Viewed

**-5%** (QoQ)  
Demand  
Change





> All metrics move in line with the market.

## USED

**NC** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**NC Days** (YoY)  
40 Day Supply

**+6%** (QoQ)  
**+3%** (YoY)  
49% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-3%** (QoQ)  
**-2%** (YoY)  
41% Aged Sales  
Over 45 Days as of  
06/30/24

**-5%** (QoQ)  
**+3%** (YoY)  
44% Carryover  
Over 45 Days as of  
04/01/24

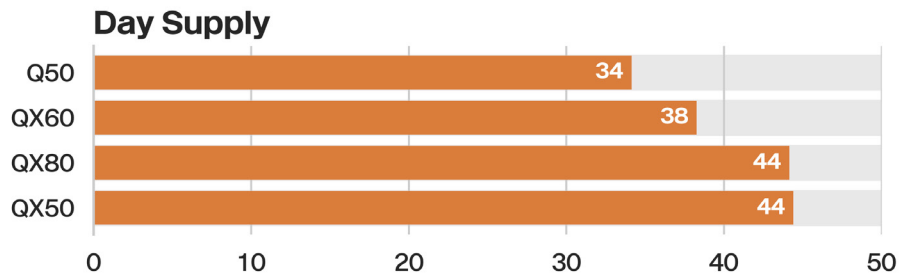
**NC** (QoQ)  
**-13%** (YoY)  
\$26,987 Price  
Avg Last Listed

**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**+1%** (QoQ)  
37% Sold  
With Markdown

**-8%** (QoQ)  
**+1%** (YoY)  
41% of Listings  
Not Viewed

**-2%** (QoQ)  
Demand  
Change

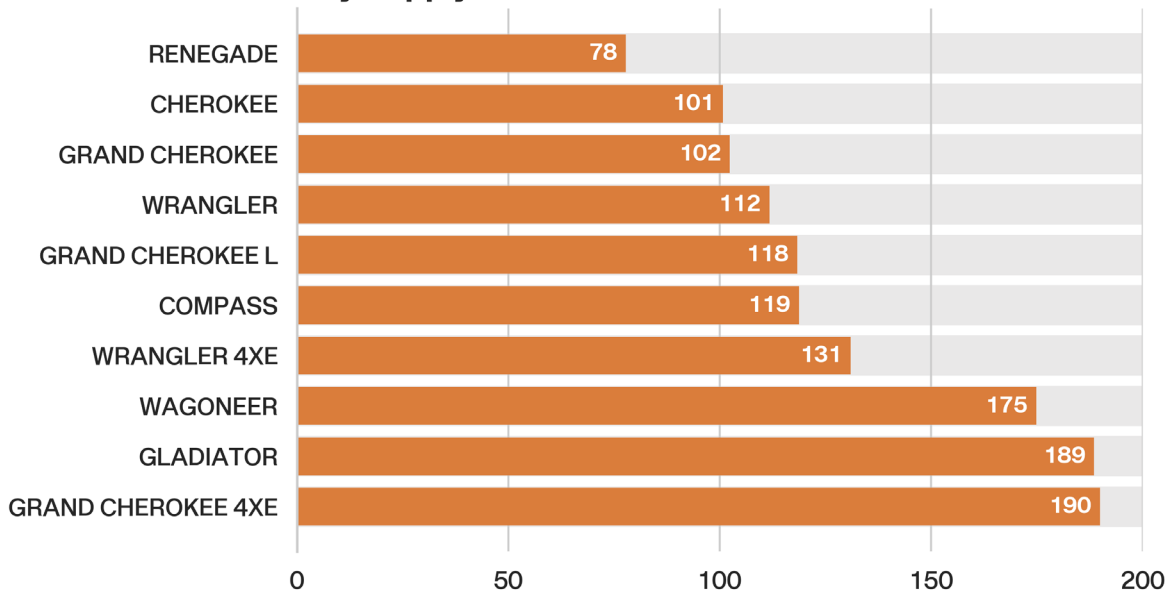


- › While Jeep had a strong sales growth of 15% QoQ, it was not enough to keep up with fresh inventory that caused day supply to jump by 24 days QoQ to 128.
- › The Compass and Grand Cherokee were the only two models with less than 60% of inventory at 45 days on lot. They both ended the quarter with just 45% aged inventory by comparison.

## NEW

<p><b>+15%</b> (QoQ) Sales Volume Change</p>	<p><b>+24 Days</b> (QoQ) <b>+59 Days</b> (YoY) 128 Day Supply</p>	<p><b>+4%</b> (QoQ) <b>-1%</b> (YoY) 56% Aged Inventory Over 45 Days Ending</p>	<p><b>-3%</b> (QoQ) <b>+4%</b> (YoY) 54% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-9%</b> (QoQ) <b>+2%</b> (YoY) 53% Carryover Over 45 Days as of 04/01/24</p>
<p><b>-3%</b> (QoQ) <b>-3%</b> (YoY) \$50,220 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -6% Markdown Price Reduction</p>	<p><b>+1%</b> (QoQ) 39% Sold With Markdown</p>	<p><b>NC</b> (QoQ) <b>+8%</b> (YoY) 61% of Listings Not Viewed</p>	<p><b>-19%</b> (QoQ) Demand</p>

Day Supply



> All used metrics are in line with the market.

## USED

**+3%** (QoQ)  
Sales Volume  
Change

**+2 Days** (QoQ)  
**+4 Days** (YoY)  
46 Day Supply

**+7%** (QoQ)  
**+7%** (YoY)  
53% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**+1%** (YoY)  
48% Aged Sales  
Over 45 Days as of  
06/30/24

**-9%** (QoQ)  
**+4%** (YoY)  
47% Carryover  
Over 45 Days as of  
04/01/24

**+1%** (QoQ)  
**-11%** (YoY)  
\$25,610 Price  
Avg Last Listed

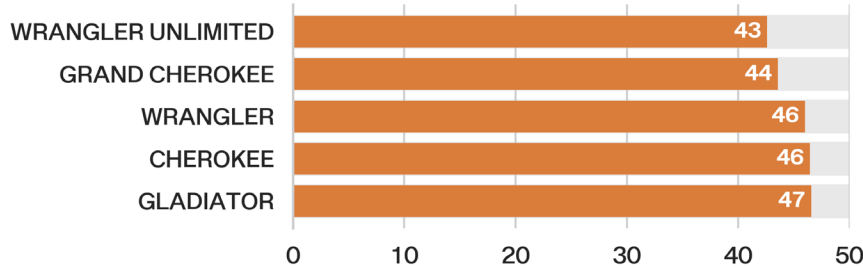
**+1%** (QoQ)  
-6% Markdown  
Price Reduction

**+1%** (QoQ)  
43% Sold  
With Markdown

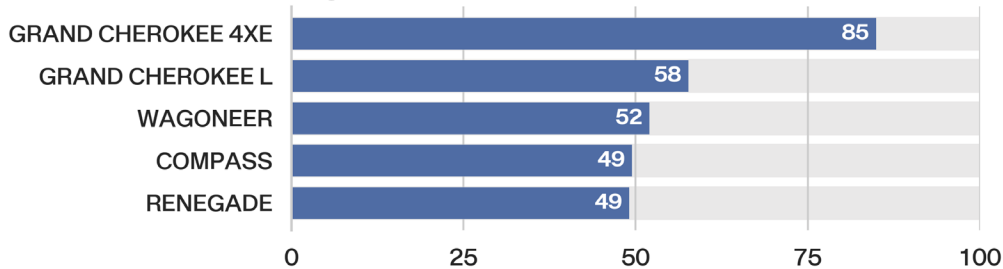
**-2%** (QoQ)  
**+3%** (YoY)  
45% of Listings  
Not Viewed

**-4%** (QoQ)  
Demand  
Change

### Lowest Day Supply



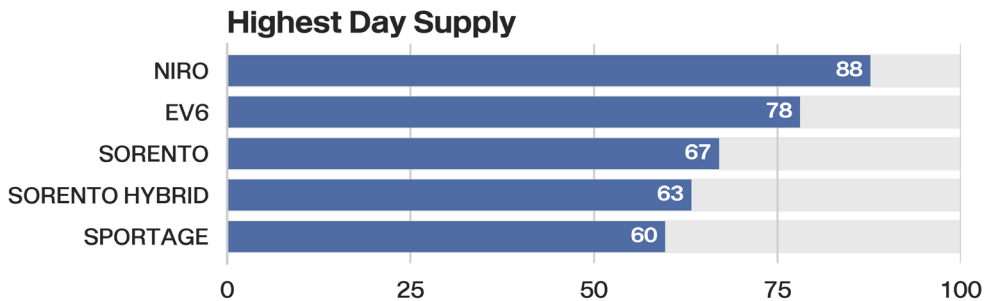
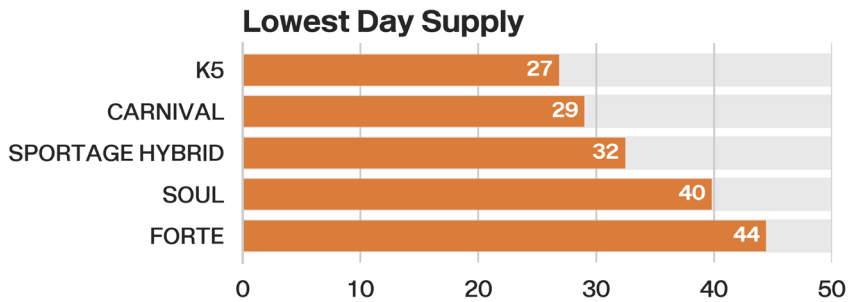
### Highest Day Supply



- › Kia sales increased by 11% while experiencing a slight increase in day supply and aged inventory.
- › Sales of aged inventory increased by 22% YoY but not enough to keep up with aging inventory which increased by 19%, up 4% from last quarter.
- › EV sales increased as the EV6 increased sales by 65% at the cost of a 12% reduction in list price YoY and a 2% increase in markdown to 8%.

**NEW**

<p><b>+11%</b> (QoQ) Sales Volume Change</p>	<p><b>+5 Days</b> (QoQ) <b>+29 Days</b> (YoY) 53 Day Supply</p>	<p><b>+4%</b> (QoQ) <b>+19%</b> (YoY) 43% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+4%</b> (QoQ) <b>+22%</b> (YoY) 33% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>NC</b> (QoQ) <b>+20%</b> (YoY) 39% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+2%</b> (QoQ) <b>+5%</b> (YoY) \$34,900 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -3% Markdown Price Reduction</p>	<p><b>+3%</b> (QoQ) 22% Sold With Markdown</p>	<p><b>+3%</b> (QoQ) <b>+16%</b> (YoY) 52% of Listings Not Viewed</p>	<p><b>-10%</b> (QoQ) Demand</p>



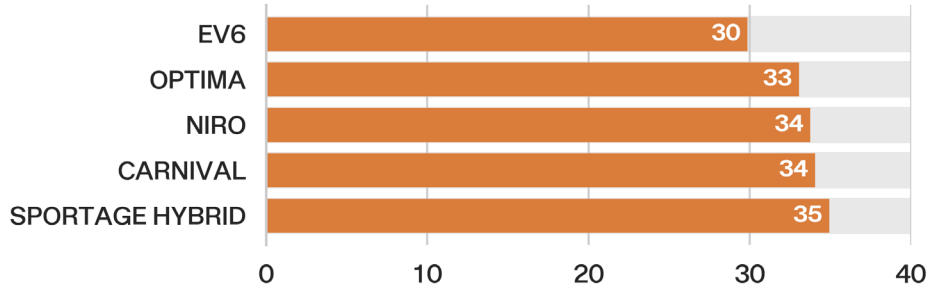


- › Kia had the biggest increase in aged inventory of 12% to 48% QoQ driven by the Sportage increasing 16%.
- › EV sales increase by 25% QoQ with an average 15% reduction in list price, a 22% reduction YoY.

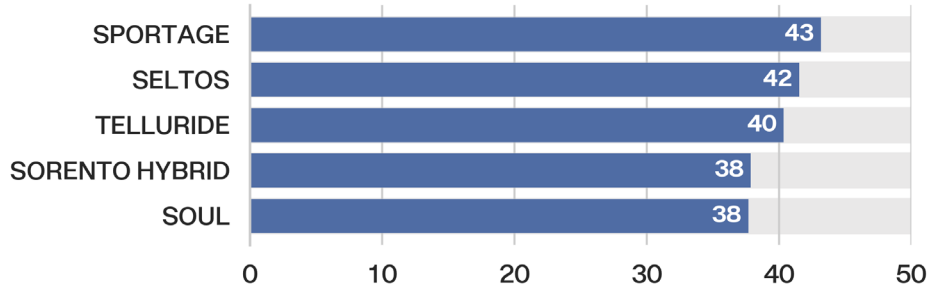
## USED

<p><b>NC</b> (QoQ) Sales Volume Change</p>	<p><b>+3 Days</b> (QoQ) <b>NC Days</b> (YoY) 38 Day Supply</p>	<p><b>+12%</b> (QoQ) <b>+5%</b> (YoY) 48% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-2%</b> (QoQ) <b>-1%</b> (YoY) 40% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-15%</b> (QoQ) <b>-3%</b> (YoY) 38% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+3%</b> (QoQ) <b>-9%</b> (YoY) \$19,477 Price Avg Last Listed</p>	<p><b>+2%</b> (QoQ) <b>-6% Markdown</b> Price Reduction</p>	<p><b>+1%</b> (QoQ) 31% Sold With Markdown</p>	<p><b>NC</b> (QoQ) <b>NC</b> (YoY) 47% of Listings Not Viewed</p>	<p><b>-8%</b> (QoQ) Demand Change</p>

Lowest Day Supply



Highest Day Supply

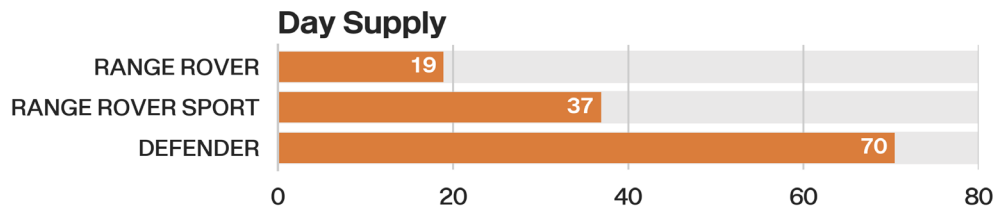




- > Land Rover had a 20% increase in inventory causing the day supply to jump by 12 to 66 days QoQ.
- > Aging and day supply became a concern for the Defender as day supply climbed by 11 to 70 days QoQ and aged inventory increased by 10% to 53%.

**NEW**

<p><b>+ 4%</b> (QoQ) Sales Volume Change</p>	<p><b>+ 12 Days</b> (QoQ) <b>+ 29 Days</b> (YoY) 66 Day Supply</p>	<p><b>+ 13%</b> (QoQ) <b>+ 21%</b> (YoY) 52% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+ 1%</b> (QoQ) <b>+ 9%</b> (YoY) 33% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+ 4%</b> (QoQ) <b>+ 3%</b> (YoY) 40% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+ 3%</b> (QoQ) <b>- 1%</b> (YoY) \$91,735 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -3% Markdown Price Reduction</p>	<p><b>+ 1%</b> (QoQ) 4% Sold With Markdown</p>	<p><b>- 2%</b> (QoQ) <b>+ 3%</b> (YoY) 34% of Listings Not Viewed</p>	<p><b>- 18%</b> (QoQ) Demand</p>





> All metrics move in line with the market.

## USED

**+2%** (QoQ)  
Sales Volume  
Change

**+5 Days** (QoQ)  
**+6 Days** (YoY)  
49 Day Supply

**+6%** (QoQ)  
**+5%** (YoY)  
54% Aged Inventory  
Over 45 Days Ending  
06/30/24

**NC** (QoQ)  
**-1%** (YoY)  
46% Aged Sales  
Over 45 Days as of  
06/30/24

**-4%** (QoQ)  
**NC** (YoY)  
49% Carryover  
Over 45 Days as of  
04/01/24

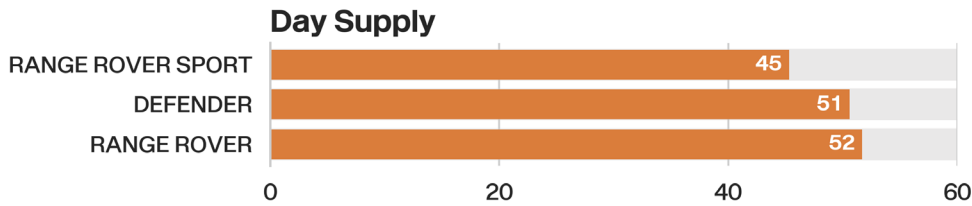
**+2%** (QoQ)  
**-11%** (YoY)  
\$41,995 Price  
Avg Last Listed

**+1%** (QoQ)  
-6% Markdown  
Price Reduction

**+3%** (QoQ)  
40% Sold  
With Markdown

**+4%** (QoQ)  
**+7%** (YoY)  
44% of Listings  
Not Viewed

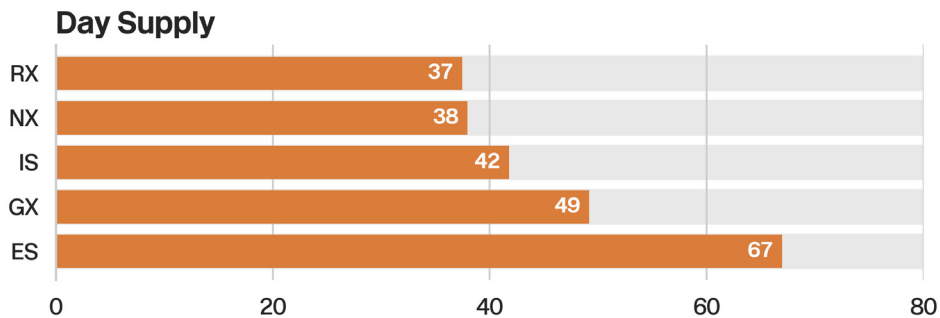
**-9%** (QoQ)  
Demand  
Change



- > Sales for Lexus fell by 4% QoQ while the market saw a 11% increase. Even with decreased sales, Lexus still maintains one of the best day supply and aged inventory management.
- > EVs saw an increase in sales with a 9% decrease in list price QoQ and a 10% decrease YoY.

**NEW**

<p><b>-4%</b> (QoQ) Sales Volume Change</p>	<p><b>-2 Days</b> (QoQ) <b>+15 Days</b> (YoY) 42 Day Supply</p>	<p><b>-8%</b> (QoQ) <b>+20%</b> (YoY) 34% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>NC</b> (QoQ) <b>+17%</b> (YoY) 29% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+9%</b> (QoQ) <b>+32%</b> (YoY) 43% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+3%</b> (QoQ) <b>+6%</b> (YoY) \$59,720 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -3% Markdown Price Reduction</p>	<p><b>-1%</b> (QoQ) 12% Sold With Markdown</p>	<p><b>NC</b> (QoQ) <b>+13%</b> (YoY) 54% of Listings Not Viewed</p>	<p><b>+5%</b> (QoQ) Demand Change</p>





> Lexus had the biggest drop in day supply YoY of 5 down to 33 days.

## USED

**-3%** (QoQ)  
Sales Volume  
Change

**NC Days**  
(QoQ)  
**-5 Days**  
(YoY)  
**33 Day Supply**

**+4%** (QoQ)  
**-2%** (YoY)  
**39% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**-5%** (QoQ)  
**-4%** (YoY)  
**37% Aged Sales**  
Over 45 Days as of  
06/30/24

**-7%** (QoQ)  
**+2%** (YoY)  
**37% Carryover**  
Over 45 Days as of  
04/01/24

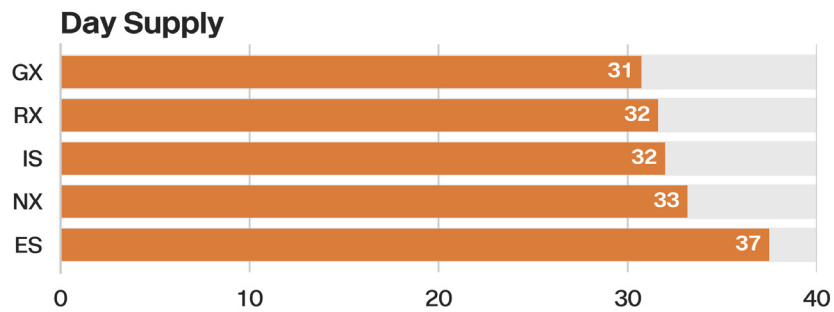
**NC** (QoQ)  
**-6%** (YoY)  
**\$35,990 Price**  
Avg Last Listed

**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**NC** (QoQ)  
**33% Sold**  
With Markdown

**+2%** (QoQ)  
**+4%** (YoY)  
**40% of Listings**  
Not Viewed

**-1%** (QoQ)  
**Demand**  
Change





- > A 9% increase QoQ in carryover coming into Q2 proved to be a large hurdle as a sales increase of 5% and an influx of fresh inventory could not prevent aged ending inventory from increasing 4% QoQ.
- > Sales for the top performing Nautilus dropped by 2% as last listed price rose by 4% with sold units with markdowns dropping by 13%.

### NEW

<p><b>+ 5%</b> (QoQ) Sales Volume Change</p>	<p><b>+ 11 Days</b> (QoQ) <b>+ 68 Days</b> (YoY) 143 Day Supply</p>	<p><b>+ 4%</b> (QoQ) <b>+ 19%</b> (YoY) 66% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+ 1%</b> (QoQ) <b>+ 26%</b> (YoY) 73% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+ 9%</b> (QoQ) <b>+ 16%</b> (YoY) 63% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+ 2%</b> (QoQ) <b>+ 1%</b> (YoY) \$60,495 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -4% Markdown Price Reduction</p>	<p><b>NC</b> (QoQ) 37% Sold With Markdown</p>	<p><b>+ 2%</b> (QoQ) <b>+ 8%</b> (YoY) 65% of Listings Not Viewed</p>	<p><b>- 7%</b> (QoQ) Demand Change</p>

#### Day Supply

Model	Day Supply
NAUTILUS	94
CORSAIR	160
AVIATOR	160
NAVIGATOR	223



> All metrics move in line with the market.

### USED

**-2%** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**+2 Days** (YoY)  
46 Day Supply

**+5%** (QoQ)  
**+7%** (YoY)  
54% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-1%** (QoQ)  
**NC** (YoY)  
48% Aged Sales  
Over 45 Days as of  
06/30/24

**-7%** (QoQ)  
**+2%** (YoY)  
51% Carryover  
Over 45 Days as of  
04/01/24

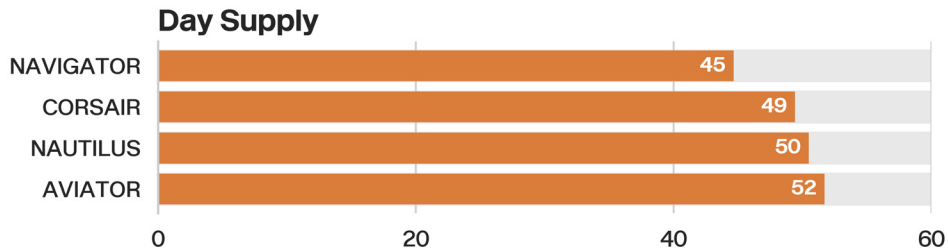
**NC** (QoQ)  
**-10%** (YoY)  
\$29,899 Price  
Avg Last Listed

**+1%** (QoQ)  
-6% Markdown  
Price Reduction

**+1%** (QoQ)  
38% Sold  
With Markdown

**+2%** (QoQ)  
**+4%** (YoY)  
51% of Listings  
Not Viewed

**-1%** (QoQ)  
Demand  
Change



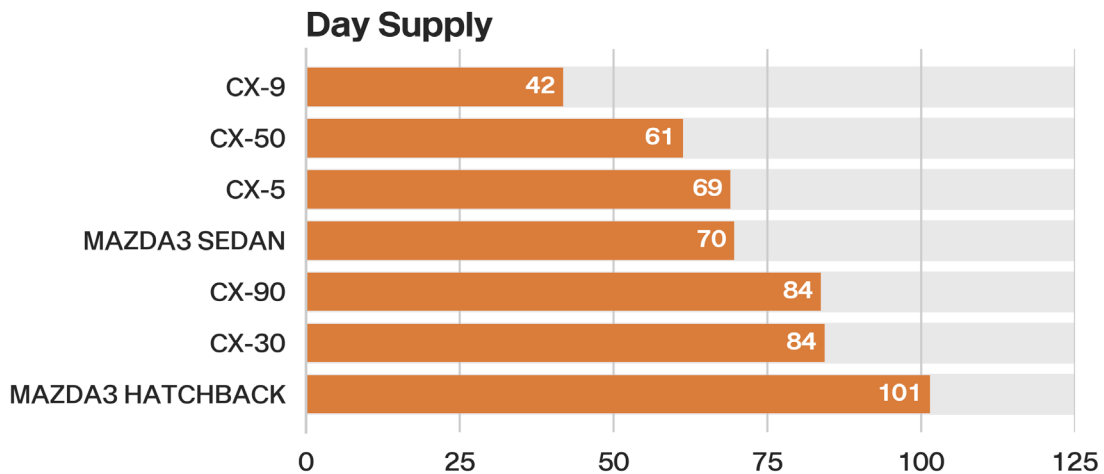


mazda

- › Mazda sales grew 14% QoQ driven by an 18% increase in CX-90 sales QoQ.
- › An increase in inventory levels caused day supply to increase by 13 to 75 days, but aged inventory improved by 11% as aged units accounted for 43% of sales, up 7% QoQ. However, units sold with a markdown were also up 8%.

## NEW

<b>+14%</b> (QoQ) Sales Volume Change	<b>+13 Days</b> (QoQ) <b>+32 Days</b> (YoY) 75 Day Supply	<b>-11%</b> (QoQ) <b>+5%</b> (YoY) 39% Aged Inventory Over 45 Days Ending 06/30/24	<b>+7%</b> (QoQ) <b>+3%</b> (YoY) 43% Aged Sales Over 45 Days as of 06/30/24	<b>+9%</b> (QoQ) <b>+14%</b> (YoY) 52% Carryover Over 45 Days as of 04/01/24
<b>-2%</b> (QoQ) <b>+1%</b> (YoY) \$32,685 Price Avg Last Listed	<b>-1%</b> (QoQ) <b>-3% Markdown</b> Price Reduction	<b>+8%</b> (QoQ) 21% Sold With Markdown	<b>+3%</b> (QoQ) <b>+13%</b> (YoY) 64% of Listings Not Viewed	<b>-17%</b> (QoQ) Demand

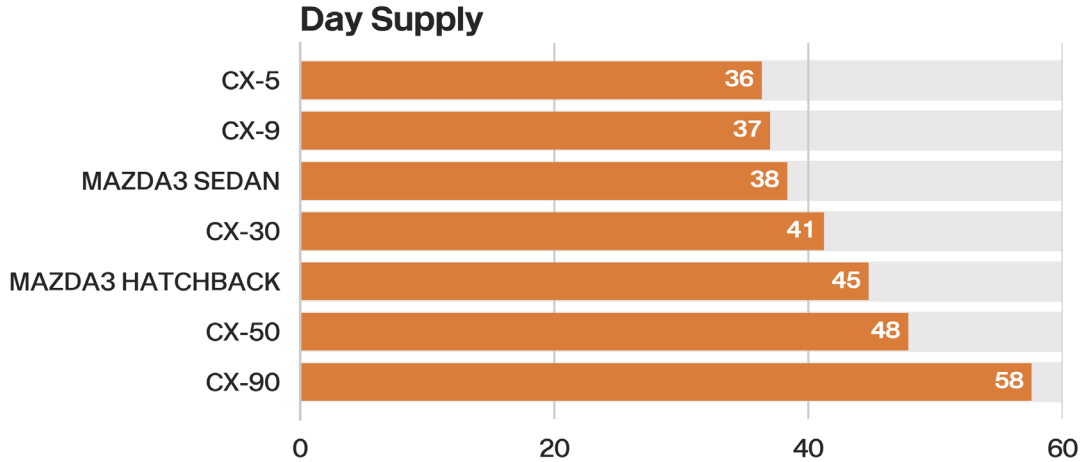




> All metrics move in line with the market.

## USED

<p><b>+7%</b> (QoQ) Sales Volume Change</p>	<p><b>+2 Days</b> (QoQ) <b>+2 Days</b> (YoY) 37 Day Supply</p>	<p><b>+6%</b> (QoQ) <b>+4%</b> (YoY) 42% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-2%</b> (QoQ) <b>+1%</b> (YoY) 40% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-8%</b> (QoQ) <b>+1%</b> (YoY) 38% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+1%</b> (QoQ) <b>-7%</b> (YoY) \$23,200 Price Avg Last Listed</p>	<p><b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction</p>	<p><b>NC</b> (QoQ) 35% Sold With Markdown</p>	<p><b>+2%</b> (QoQ) <b>-5%</b> (YoY) 42% of Listings Not Viewed</p>	<p><b>-7%</b> (QoQ) Demand Change</p>

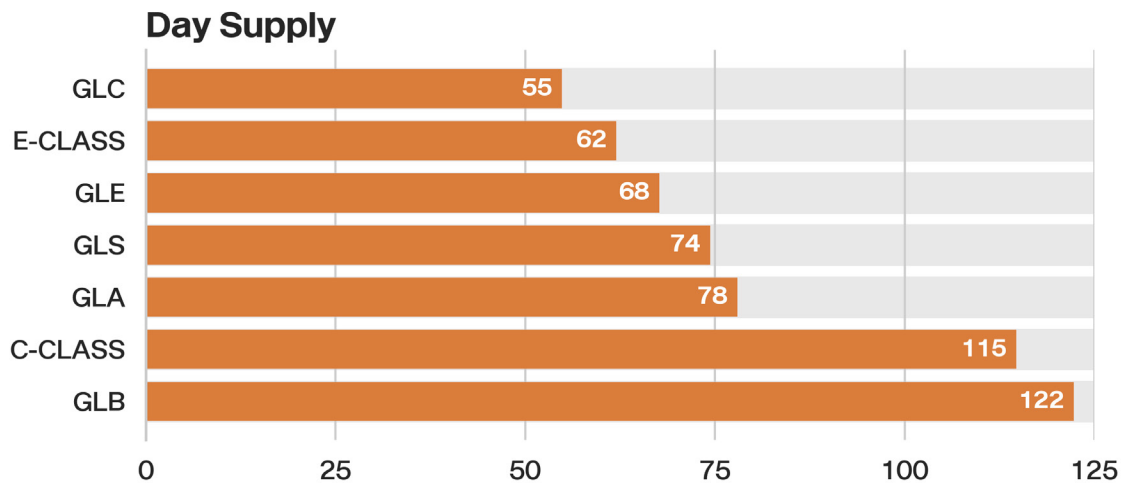




- > A 36% influx of inventory accompanied by flat sales caused day supply to jump by 19 to 93 days.
- > Sales for the GLC rebounded this quarter with a 3% reduction in list price with only 3% of sold units receiving a markdown.
- > EVs had a tough quarter as sales fell by 35% QoQ, inventory built up, and day supply nearly doubled at 170 days.

NEW

<p><b>+ 1%</b> (QoQ) Sales Volume Change</p>	<p><b>+ 19 Days</b> (QoQ) <b>+ 44 Days</b> (YoY) 93 Day Supply</p>	<p><b>+ 8%</b> (QoQ) <b>+ 19%</b> (YoY) 59% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>- 2%</b> (QoQ) <b>+ 11%</b> (YoY) 40% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+ 6%</b> (QoQ) <b>+ 8%</b> (YoY) 52% Carryover Over 45 Days as of 04/01/24</p>
<p><b>- 1%</b> (QoQ) <b>+ 4%</b> (YoY) \$73,885 Price Avg Last Listed</p>	<p><b>- 2%</b> (QoQ) <b>- 3% Markdown</b> Price Reduction</p>	<p><b>NC</b> (QoQ) 4% Sold With Markdown</p>	<p><b>+ 5%</b> (QoQ) <b>+ 10%</b> (YoY) 49% of Listings Not Viewed</p>	<p><b>- 21%</b> (QoQ) Demand</p>





> EV day supply nearly doubled QoQ to 170 days as sales dropped by 35%.

### USED

**-2%** (QoQ)  
Sales Volume  
Change

**+2 Days** (QoQ)  
**+2 Days** (YoY)  
45 Day Supply

**+6%** (QoQ)  
**+6%** (YoY)  
53% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**NC** (YoY)  
45% Aged Sales  
Over 45 Days as of  
06/30/24

**-4%** (QoQ)  
**+2%** (YoY)  
49% Carryover  
Over 45 Days as of  
04/01/24

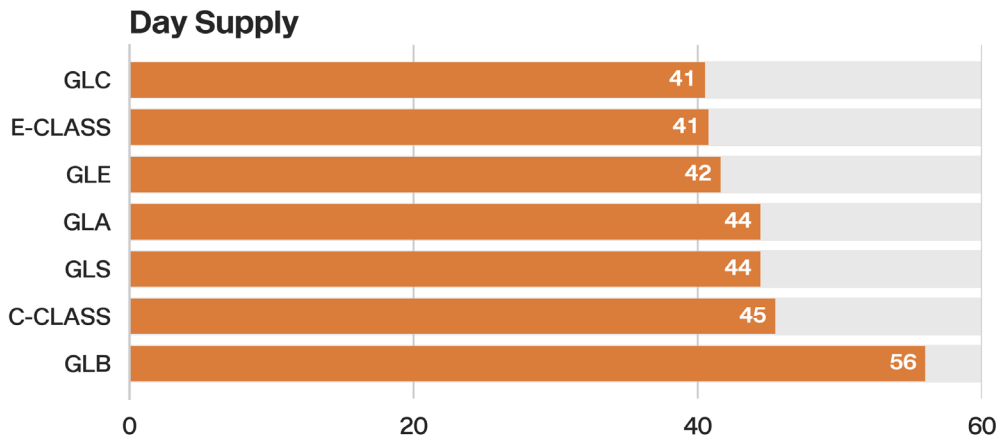
**-2%** (QoQ)  
**-10%** (YoY)  
\$35,998 Price  
Avg Last Listed

**+1%** (QoQ)  
**-6% Markdown**  
Price Reduction

**+1%** (QoQ)  
31% Sold  
With Markdown

**+4%** (QoQ)  
**+7%** (YoY)  
43% of Listings  
Not Viewed

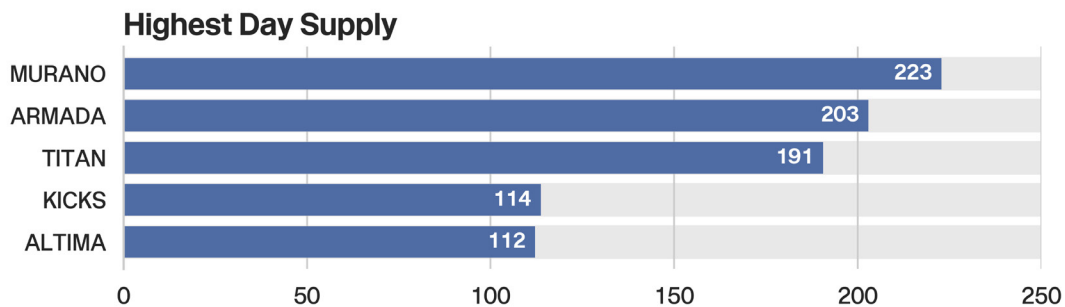
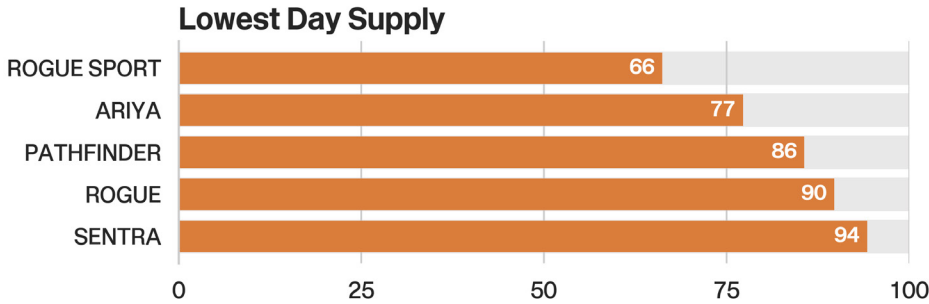
**-4%** (QoQ)  
Demand  
Change



- › Even with a 9% increase in sales QoQ, day supply and aging inventory remained problematic and increased to 103 days and 62%.
- › Sales for Rogues fell by 21% QoQ while Sentra sales increased by 35%, but Sentras have a significantly higher aged inventory on hand.

**NEW**

<p><b>+ 9%</b> (QoQ) Sales Volume Change</p>	<p><b>+4 Days</b> (QoQ) <b>+58 Days</b> (YoY) 103 Day Supply</p>	<p><b>+8%</b> (QoQ) <b>+30%</b> (YoY) 62% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>+1%</b> (QoQ) <b>+29%</b> (YoY) 64% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-1%</b> (QoQ) <b>+16%</b> (YoY) 54% Carryover Over 45 Days as of 04/01/24</p>
<p><b>-1%</b> (QoQ) <b>-4%</b> (YoY) \$31,825 Price Avg Last Listed</p>	<p><b>-1%</b> (QoQ) <b>-6% Markdown</b> Price Reduction</p>	<p><b>+9%</b> (QoQ) 40% Sold With Markdown</p>	<p><b>+1%</b> (QoQ) <b>+16%</b> (YoY) 67% of Listings Not Viewed</p>	<p><b>-3%</b> (QoQ) Demand Change</p>



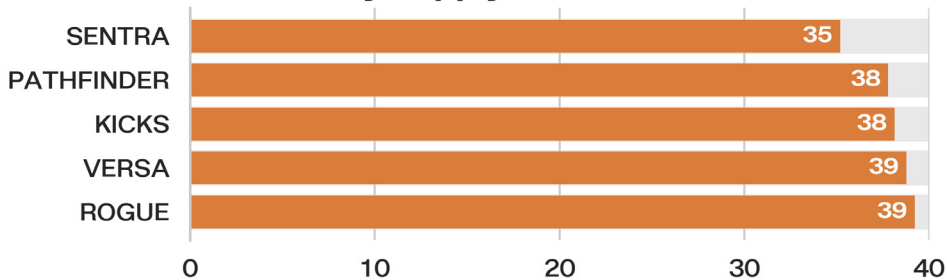


> All metrics move in line with the market.

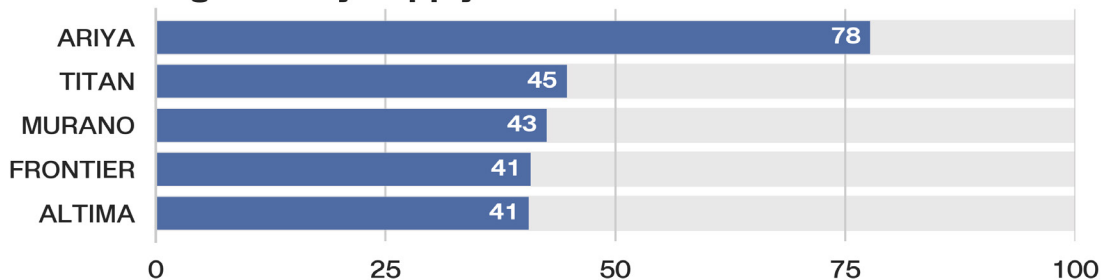
## USED

<p><b>-1%</b> (QoQ) Sales Volume Change</p>	<p><b>+3 Days</b> (QoQ) <b>+3 Days</b> (YoY) 39 Day Supply</p>	<p><b>+9%</b> (QoQ) <b>+7%</b> (YoY) 49% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-2%</b> (QoQ) <b>+2%</b> (YoY) 41% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-9%</b> (QoQ) <b>+2%</b> (YoY) 41% Carryover Over 45 Days as of 04/01/24</p>
<p><b>NC</b> (QoQ) <b>-11%</b> (YoY) \$19,999 Price Avg Last Listed</p>	<p><b>+1%</b> (QoQ) -6% Markdown Price Reduction</p>	<p><b>+2%</b> (QoQ) 33% Sold With Markdown</p>	<p><b>-1%</b> (QoQ) <b>+5%</b> (YoY) 52% of Listings Not Viewed</p>	<p><b>-7%</b> (QoQ) Demand Change</p>

### Lowest Day Supply



### Highest Day Supply





# PORSCHE

- > Fresh inventory fueled a 20% growth in sales YoY, mainly in Cayennes.
- > While day supply exceeded the market average, it only increased 19 days YoY compared to the market average of 29 days.

## NEW

**+20%** (QoQ)  
Sales Volume  
Change

**-1 Days** (QoQ)  
**+19 Days** (YoY)  
81 Day Supply

**-6%** (QoQ)  
**-8%** (YoY)  
48% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-17%** (QoQ)  
**-4%** (YoY)  
44% Aged Sales  
Over 45 Days as of  
06/30/24

**-2%** (QoQ)  
**+6%** (YoY)  
55% Carryover  
Over 45 Days as of  
04/01/24

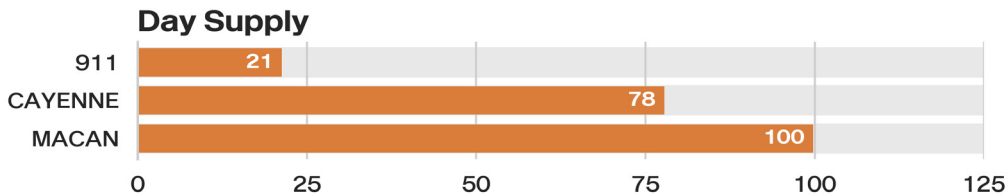
**+3%** (QoQ)  
**+10%** (YoY)  
\$99,760 Price  
Avg Last Listed

**-1%** (QoQ)  
**-6% Markdown**  
Price Reduction

**NC** (QoQ)  
2% Sold  
With Markdown

**+11%** (QoQ)  
**+1%** (YoY)  
45% of Listings  
Not Viewed

**+1%** (QoQ)  
Demand  
Change





# PORSCHE

> All metrics move in line with the market.

## USED

**-3%** (QoQ)  
Sales Volume  
Change

**+4 Days** (QoQ)  
**+3 Days** (YoY)  
49 Day Supply

**+4%** (QoQ)  
**+3%** (YoY)  
52% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-3%** (QoQ)  
**-2%** (YoY)  
46% Aged Sales  
Over 45 Days as of  
06/30/24

**-3%** (QoQ)  
**-1%** (YoY)  
50% Carryover  
Over 45 Days as of  
04/01/24

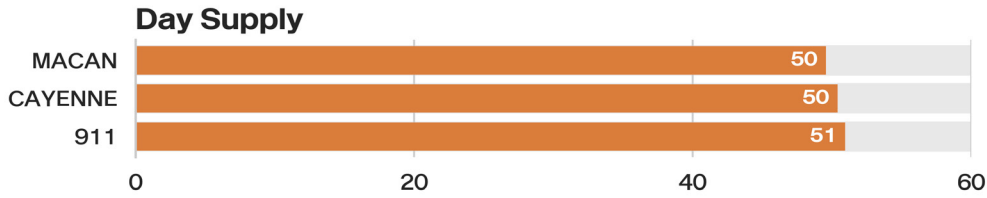
**+1%** (QoQ)  
**-5%** (YoY)  
\$64,344 Price  
Avg Last Listed

**NC** (QoQ)  
-5% Markdown  
Price Reduction

**NC** (QoQ)  
35% Sold  
With Markdown

**+8%** (QoQ)  
**+13%** (YoY)  
42% of Listings  
Not Viewed

**-7%** (QoQ)  
Demand  
Change





**RAM**

- > A large influx of inventory caused a 39 day jump in day supply QoQ to 161 days, nearly double the day supply a year ago.
- > The 1500 saw a 15% decrease in sales QoQ even with over-supplied inventory, while all other model sales were boosted from the fresh inventory. The 1500 accounted for 48% less of total Ram sales, down 15% YoY.

**NEW**

**+5%** (QoQ)  
Sales Volume  
Change

**+39 Days** (QoQ)  
**+89 Days** (YoY)  
**161 Day Supply**

**-2%** (QoQ)  
**+8%** (YoY)  
**60% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**+1%** (QoQ)  
**+14%** (YoY)  
**63% Aged Sales**  
Over 45 Days as of  
06/30/24

**+4%** (QoQ)  
**+21%** (YoY)  
**63% Carryover**  
Over 45 Days as of  
04/01/24

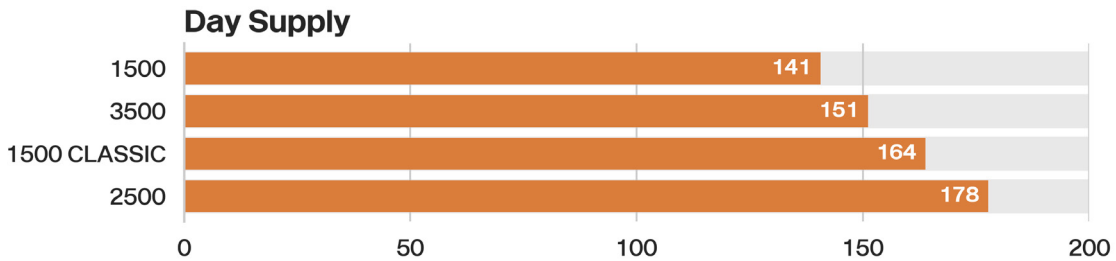
**-2%** (QoQ)  
**NC** (YoY)  
**\$61,924 Price**  
Avg Last Listed

**-1%** (QoQ)  
**-8% Markdown**  
Price Reduction

**-1%** (QoQ)  
**43% Sold**  
With Markdown

**+2%** (QoQ)  
**+13%** (YoY)  
**59% of Listings**  
Not Viewed

**-24%**  
(QoQ)  
**Demand**





**RAM**

> All metrics move in line with the market.

## USED

**-5%** (QoQ)  
Sales Volume  
Change

**-1 Days**  
(QoQ)  
**+1 Days**  
(YoY)  
**42 Day Supply**

**+3%** (QoQ)  
**+4%** (YoY)  
**51% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**-3%** (QoQ)  
**+1%** (YoY)  
**45% Aged Sales**  
Over 45 Days as of  
06/30/24

**-6%** (QoQ)  
**+9%** (YoY)  
**50% Carryover**  
Over 45 Days as of  
04/01/24

**-1%** (QoQ)  
**-13%** (YoY)  
**\$34,716 Price**  
Avg Last Listed

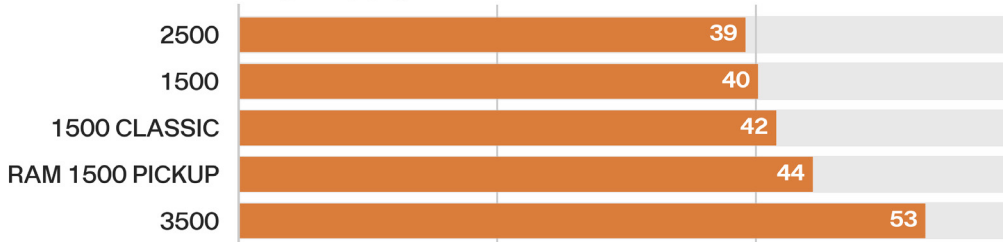
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**NC** (QoQ)  
**40% Sold**  
With Markdown

**-3%** (QoQ)  
**+2%** (YoY)  
**42% of Listings**  
Not Viewed

**+2%** (QoQ)  
**Demand**  
Change

Day Supply



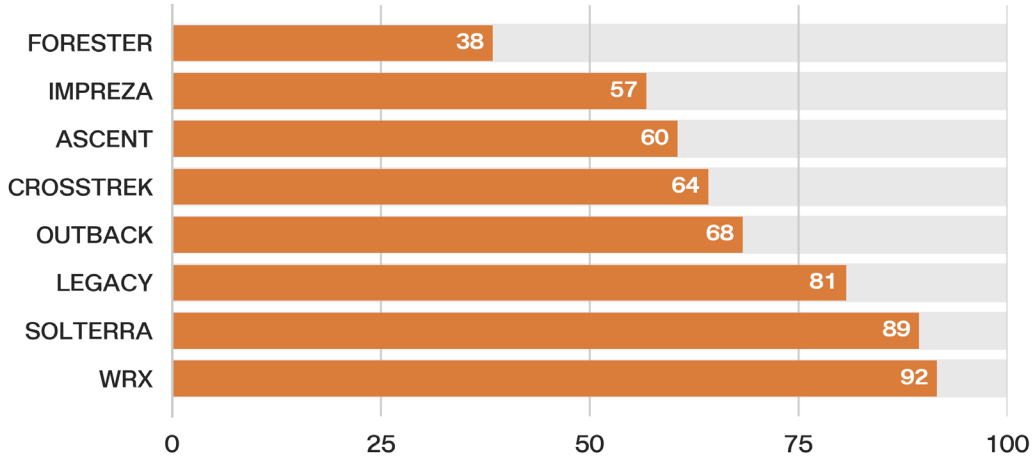


- › Aged inventory dropped by 5% QoQ to 38% largely due to sales of aged Foresters which saw a reduction of 47% in aged inventory.
- › Outback sales surged, increasing by 27% QoQ as the Forester dropped by 12% amid reduced inventory.

### NEW

<p><b>+8%</b> (QoQ) Sales Volume Change</p>	<p><b>-5 Days</b> (QoQ) <b>+26 Days</b> (YoY) 60 Day Supply</p>	<p><b>-5%</b> (QoQ) <b>+20%</b> (YoY) 38% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>NC</b> (QoQ) <b>+29%</b> (YoY) 51% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+4%</b> (QoQ) <b>+27%</b> (YoY) 43% Carryover Over 45 Days as of 04/01/24</p>
<p><b>NC</b> (QoQ) <b>NC</b> (YoY) \$35,413 Price Avg Last Listed</p>	<p><b>-1%</b> (QoQ) -5% Markdown Price Reduction</p>	<p><b>-1%</b> (QoQ) 26% Sold With Markdown</p>	<p><b>-4%</b> (QoQ) <b>+6%</b> (YoY) 48% of Listings Not Viewed</p>	<p><b>+9%</b> (QoQ) Demand Change</p>

Day Supply





> All metrics move in line with the market.

### USED SUBARU

**+5%** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**+3 Days** (YoY)  
37 Day Supply

**+7%** (QoQ)  
**+8%** (YoY)  
45% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-1%** (QoQ)  
**+3%** (YoY)  
40% Aged Sales  
Over 45 Days as of  
06/30/24

**-8%** (QoQ)  
**+2%** (YoY)  
40% Carryover  
Over 45 Days as of  
04/01/24

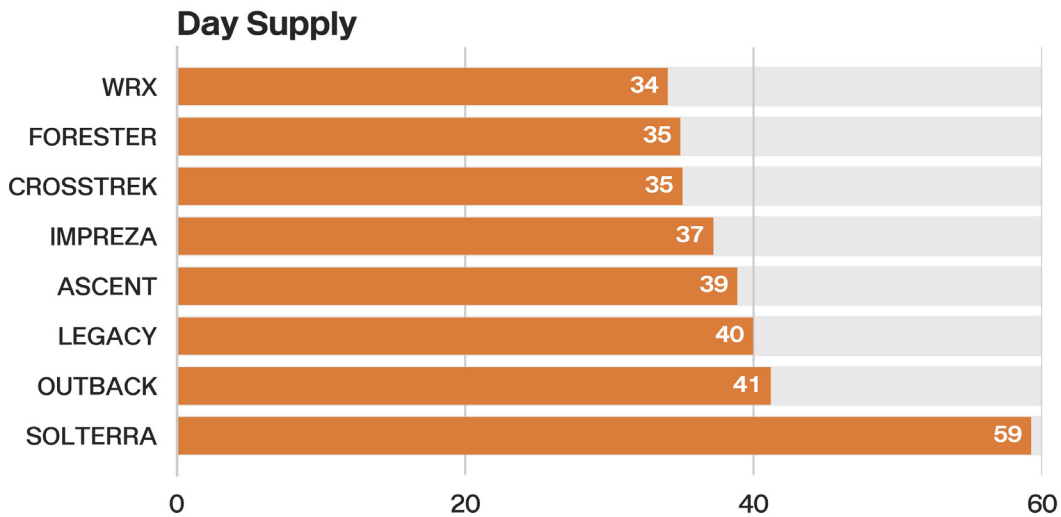
**-1%** (QoQ)  
**-9%** (YoY)  
\$24,555 Price  
Avg Last Listed

**+1%** (QoQ)  
-5% Markdown  
Price Reduction

**+1%** (QoQ)  
36% Sold  
With Markdown

**-1%** (QoQ)  
**+4%** (YoY)  
49% of Listings  
Not Viewed

**-4%** (QoQ)  
Demand  
Change





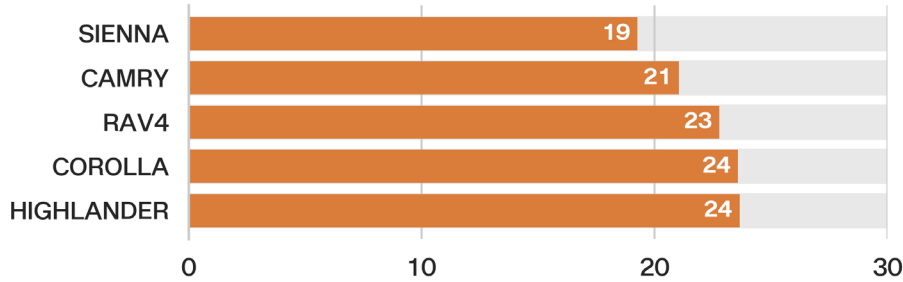
# TOYOTA

- › Toyota remained dominant across all metrics as they held steady QoQ.
- › The Camry and RAV4 both experienced a drop of 15% in sales QoQ with a constrained inventory running on a 20 day supply.
- › EVs performed well this quarter with day supply falling to just 28 days, 85 days below the market average.

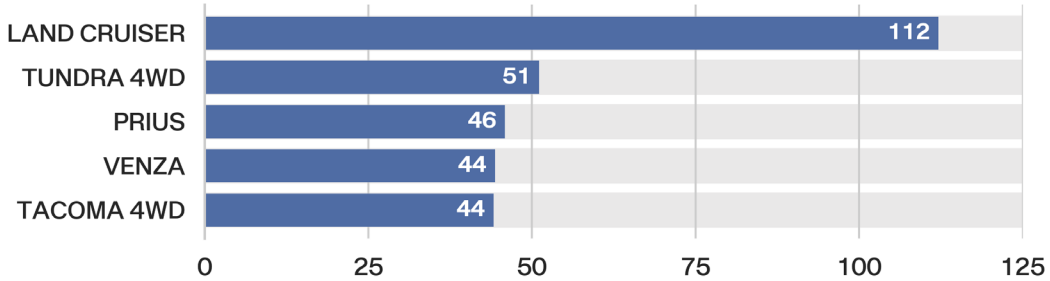
## NEW

<p><b>+4%</b> (QoQ) Sales Volume Change</p>	<p><b>-2 Days</b> (QoQ) <b>+7 Days</b> (YoY) 30 Day Supply</p>	<p><b>NC</b> (QoQ) <b>+10%</b> (YoY) 19% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-3%</b> (QoQ) <b>+9%</b> (YoY) 17% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>-1%</b> (QoQ) <b>+10%</b> (YoY) 21% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+8%</b> (QoQ) <b>+5%</b> (YoY) \$41,304 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -3% Markdown Price Reduction</p>	<p><b>NC</b> (QoQ) 11% Sold With Markdown</p>	<p><b>-1%</b> (QoQ) <b>+3%</b> (YoY) 51% of Listings Not Viewed</p>	<p><b>+6%</b> (QoQ) Demand Change</p>

### Lowest Day Supply



### Highest Day Supply







TOYOTA

› Toyota saw one of the largest list price increases of 3%, distributed among multiple models.

### USED

**-3%** (QoQ)  
Sales Volume  
Change

**+2 Day** (QoQ)  
**-2 Days** (YoY)  
33 Day Supply

**+8%** (QoQ)  
**+2%** (YoY)  
41% Aged Inventory  
Over 45 Days Ending  
06/30/24

**-2%** (QoQ)  
**-1%** (YoY)  
36% Aged Sales  
Over 45 Days as of  
06/30/24

**-12%** (QoQ)  
**NC** (YoY)  
35% Carryover  
Over 45 Days as of  
04/01/24

**+3%** (QoQ)  
**-7%** (YoY)  
\$27,800 Price  
Avg Last Listed

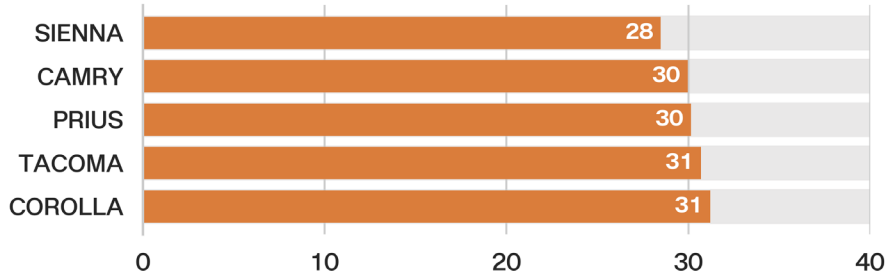
**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**+1%** (QoQ)  
33% Sold  
With Markdown

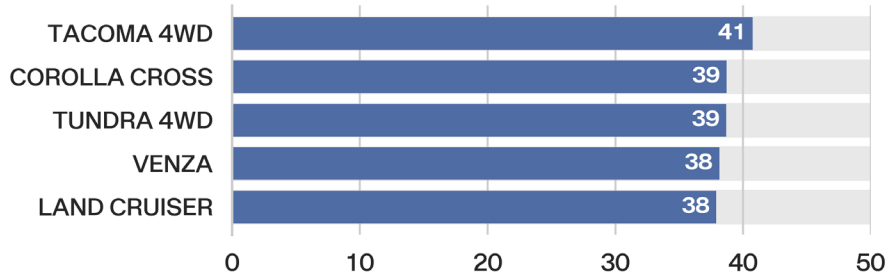
**+2%** (QoQ)  
**+6%** (YoY)  
44% of Listings  
Not Viewed

**-6%** (QoQ)  
Demand  
Change

#### Lowest Day Supply



#### Highest Day Supply

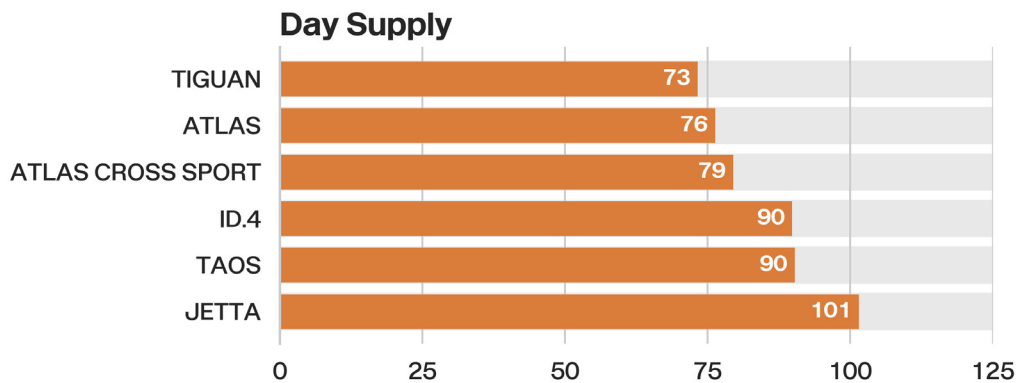




- > Volkswagen had a strong quarter, increasing sales by 15% QoQ driven by an increase in Taos sales with a 5% list price reduction YoY.
- > EV sales fell by 15% while most of the market saw increases in volume.

### NEW

<b>+15%</b> (QoQ) Sales Volume Change	<b>-1 Days</b> (QoQ) <b>+39 Days</b> (YoY) 84 Day Supply	<b>+4%</b> (QoQ) <b>+21%</b> (YoY) 57% Aged Inventory Over 45 Days Ending 06/30/24	<b>-8%</b> (QoQ) <b>+18%</b> (YoY) 51% Aged Sales Over 45 Days as of 06/30/24	<b>+7%</b> (QoQ) <b>+24%</b> (YoY) 54% Carryover Over 45 Days as of 04/01/24
<b>-4%</b> (QoQ) <b>NC</b> (YoY) \$35,301 Price Avg Last Listed	<b>-1%</b> (QoQ) -5% Markdown Price Reduction	<b>-3%</b> (QoQ) 36% Sold With Markdown	<b>-3%</b> (QoQ) <b>+9%</b> (YoY) 52% of Listings Not Viewed	<b>+1%</b> (QoQ) Demand Change





> All metrics move in line with the market.

### USED

**-3%** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**NC Days** (YoY)  
**38 Day Supply**

**+5%** (QoQ)  
**+4%** (YoY)  
**46% Aged Inventory**  
Over 45 Days Ending  
06/30/24

**-4%** (QoQ)  
**-1%** (YoY)  
**42% Aged Sales**  
Over 45 Days as of  
06/30/24

**-9%** (QoQ)  
**+2%** (YoY)  
**42% Carryover**  
Over 45 Days as of  
04/01/24

**NC** (QoQ)  
**-9%** (YoY)  
**\$21,920 Price**  
Avg Last Listed

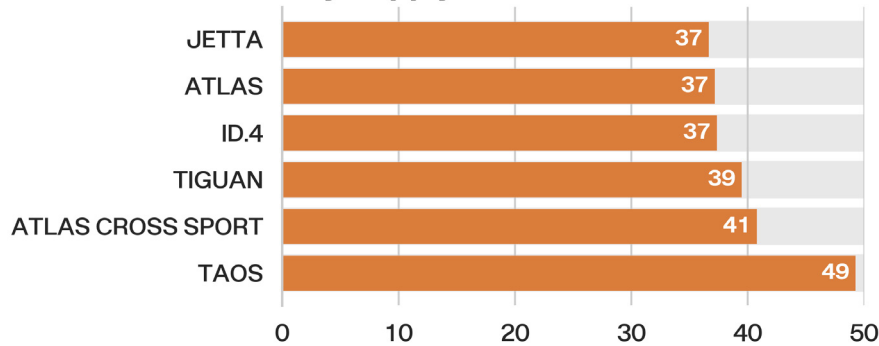
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**NC** (QoQ)  
**35% Sold**  
With Markdown

**NC** (QoQ)  
**+4%** (YoY)  
**48% of Listings**  
Not Viewed

**-2%** (QoQ)  
**Demand**  
Change

Day Supply

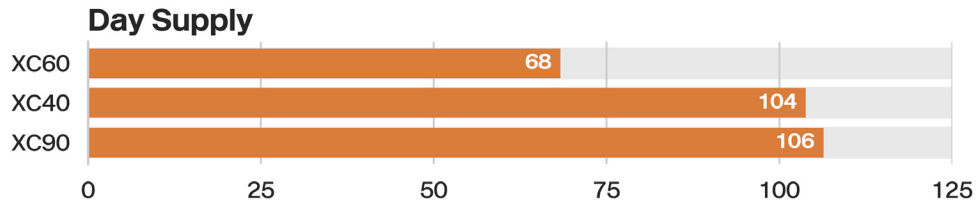




- > Volvo greatly reduced its inventory in Q2 by 28% compared to the end of Q1.
- > Day supply improved by 11 days QoQ to a healthier 106 days, but aging is still a major concern as aged inventory increased by 22% QoQ to 85%, up 37% YoY.

### NEW

<p><b>+9%</b> (QoQ) Sales Volume Change</p>	<p><b>-11 Days</b> (QoQ) <b>+17 Days</b> (YoY) 106 Day Supply</p>	<p><b>+22%</b> (QoQ) <b>+37%</b> (YoY) 85% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p><b>-1%</b> (QoQ) <b>NC</b> (YoY) 69% Aged Sales Over 45 Days as of 06/30/24</p>	<p><b>+4%</b> (QoQ) <b>+11%</b> (YoY) 63% Carryover Over 45 Days as of 04/01/24</p>
<p><b>+3%</b> (QoQ) <b>+5%</b> (YoY) \$62,340 Price Avg Last Listed</p>	<p><b>NC</b> (QoQ) -4% Markdown Price Reduction</p>	<p><b>+8%</b> (QoQ) 18% Sold With Markdown</p>	<p><b>-7%</b> (QoQ) <b>NC</b> (YoY) 43% of Listings Not Viewed</p>	<p><b>+10%</b> (QoQ) Demand</p>

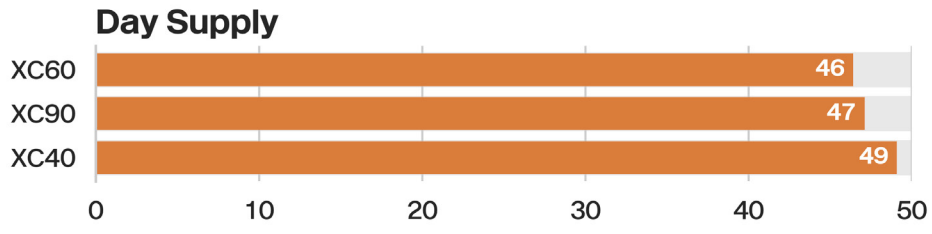




> Volvo had the biggest shift in day supply, increasing by 7 days QoQ to 47 days.

### USED

<b>-4%</b> (QoQ) Sales Volume Change	<b>+7 Day</b> (QoQ) <b>+1 Days</b> (YoY) 47 Day Supply	<b>+10%</b> (QoQ) <b>+4%</b> (YoY) 50% Aged Inventory Over 45 Days Ending 06/30/24	<b>-2%</b> (QoQ) <b>-2%</b> (YoY) 48% Aged Sales Over 45 Days as of 06/30/24	<b>-9%</b> (QoQ) <b>-3%</b> (YoY) 42% Carryover Over 45 Days as of 04/01/24
<b>+1%</b> (QoQ) <b>-8%</b> (YoY) \$33,291 Price Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>+2%</b> (QoQ) 41% Sold With Markdown	<b>+3%</b> (QoQ) <b>+5%</b> (YoY) 41% of Listings Not Viewed	<b>-14%</b> (QoQ) Demand





## GLOSSARY

### **Carryover**

Units with days on lot over 30 for used and 45 for new at the beginning of the period

### **Day Supply**

Period ending inventory divided by the avg daily retail sales rate over the period (ending inventory/total sales/number of days in period)

### **Demand**

Index based on sold units versus live listings at the time of sale for the segment

### **Last Listed Price**

The last price a unit was seen listed with before it sold

### **Markdown Price Reduction**

The percent difference between the first listed price and last listed price before being sold

### **NC**

No change was observed between prior and current period for the metric

### **Percent Aged Inventory**

Percent of ending inventory units that had days on lot over 30 for used and 45 for new

### **Percent Aged Sales**

Percent of sales over the period that had days on lot over 30 for used and 45 for new

### **Percent Of Listings Not Viewed**

The average daily percent of inventory without a single VDP

### **Percent Sold With Markdown**

Percent of units sold in the period that had a last listed price less than first listed price

### **Sales Volume Change**

Total previous period sold unit count compared to current period sales

# VINCENSUS

## 2024 Q2

### > THE LOTLINX VINCENSUS REPORT

The Lotlinx Vincensus is a monthly/quarterly syndicated report crafted to demonstrate the state of automotive inventory across major OEMs. It serves as a detailed comparative analysis that shows how each OEM is performing against industry benchmarks, so dealers can see where they rank amongst their competition. This approach not only highlights relative performance metrics but will also demonstrate where buyer demand is. It will also show how their data has changed each month, month over month, and quarter over quarter.

The report covers a range of indicators, including month-to-date sales volumes, inventory duration, unviewed online vehicle listings, and pricing adjustments, among others. Lotlinx is the only company that provides this data.

This report was developed using Lotlinx's proprietary Lexaca data, the largest inventory specific data set in the United States that leverages machine learning models that have been evolving for the past 10 years.

We are the only company that is sharing data such as the percent of aged sales, calculating a demand index, identifying the percent of inventory VDPs that are not seen daily, and the percent of sales that are discounted and how they compare to the average discounts.

Thousands of dealers are successfully leveraging Lotlinx to significantly reduce inventory days on lot by 7-10 days, are increasing their profit per car sold by \$350, and implementing more effective and efficient advertising plans that are generating more conversions.

If you are interested in receiving this information specific to your dealership, we would be happy to provide it to you at no charge.

Sign up for your free report at  
[lotlinx.com/freeinventoryreport](https://lotlinx.com/freeinventoryreport)

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