

VINCENSUS

2024 Q3

We are pleased to present you with the 2024 Q3 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

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EXECUTIVE SUMMARY

The market is navigating a complex landscape characterized by both growth opportunities and persistent challenges related to economic factors, supply chain disruptions, consumer preferences, and inventory management. While certain brands face issues with high day supply and a largely aging inventory, others are struggling with supply constraints. Notably, the demand for EVs and hybrids is on the rise, with new EV sales increasing by nearly 30% and hybrid sales growing by 21%. This trend reflects a growing consumer willingness to invest in electrified vehicles as they continue to increase new vehicle market share. As new inventory is ramped up in anticipation of the holiday season, aged inventory levels have temporarily decreased. However, effective inventory management will be crucial for a successful fourth quarter and for maintaining competitiveness in the market.

New Vehicles:

- New vehicles saw improvements to sales volume and aging QoQ. Aging concerns were still very much present as aged inventory increased by 13% YoY.
- Day supply increased by 6 days QoQ to 74 days, up 28 days YoY, as new model year inventory was released.
- Pricing strategies held steady with very minor changes to price or markdowns

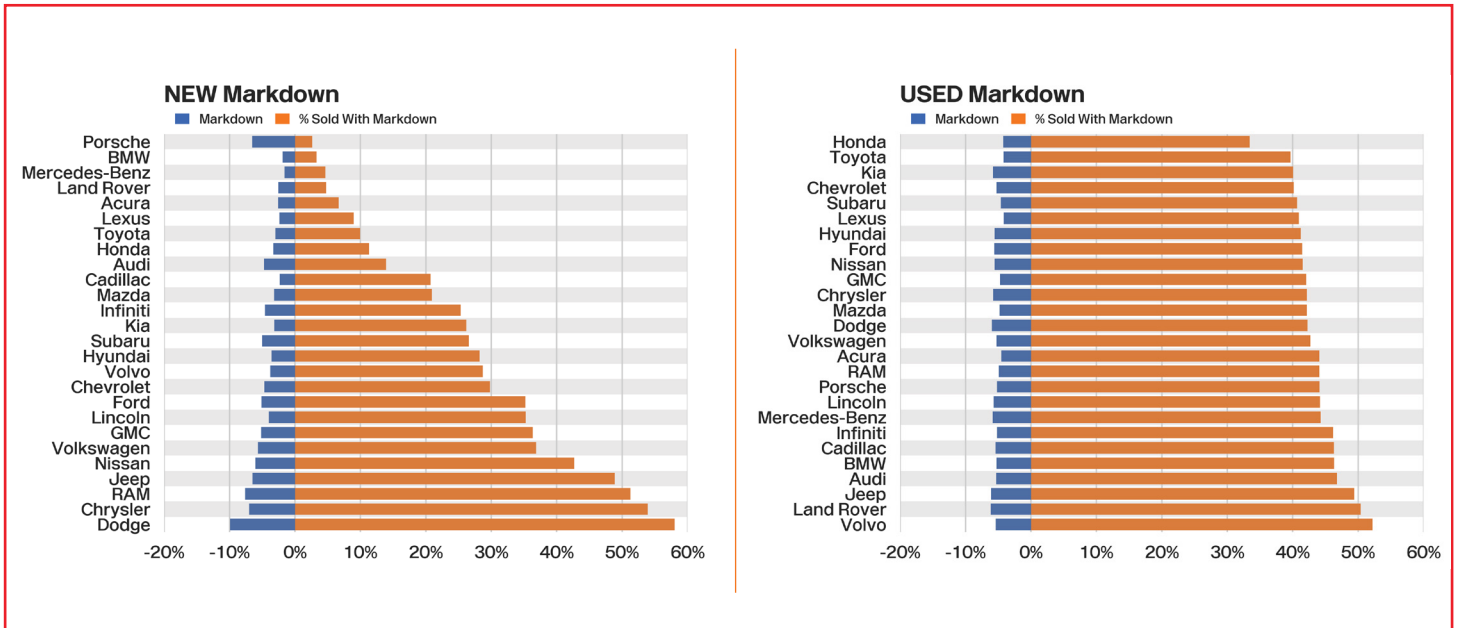
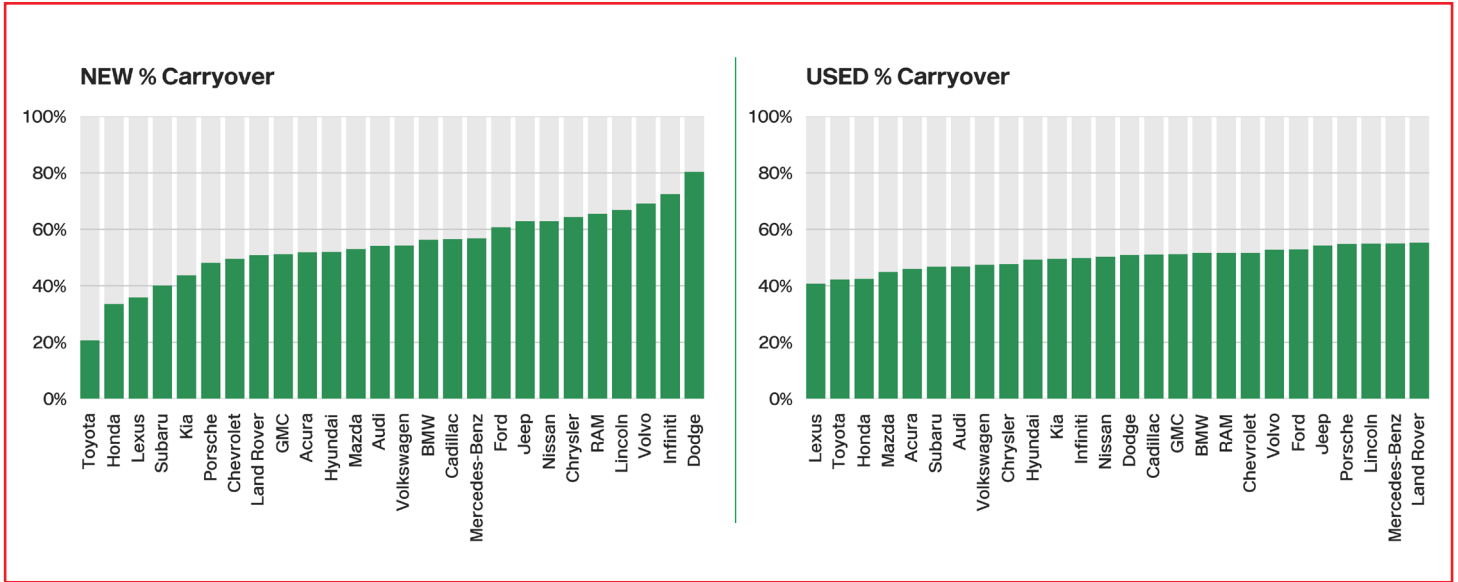
Used Vehicles:

- The used market held very steady QoQ with EVs seeing the most sales growth of 7%, closely followed by hybrids at 6%.
- EV day supply continued to decrease, falling by another 2 days QoQ to 44 days as hybrids and gas day supply remained steady.

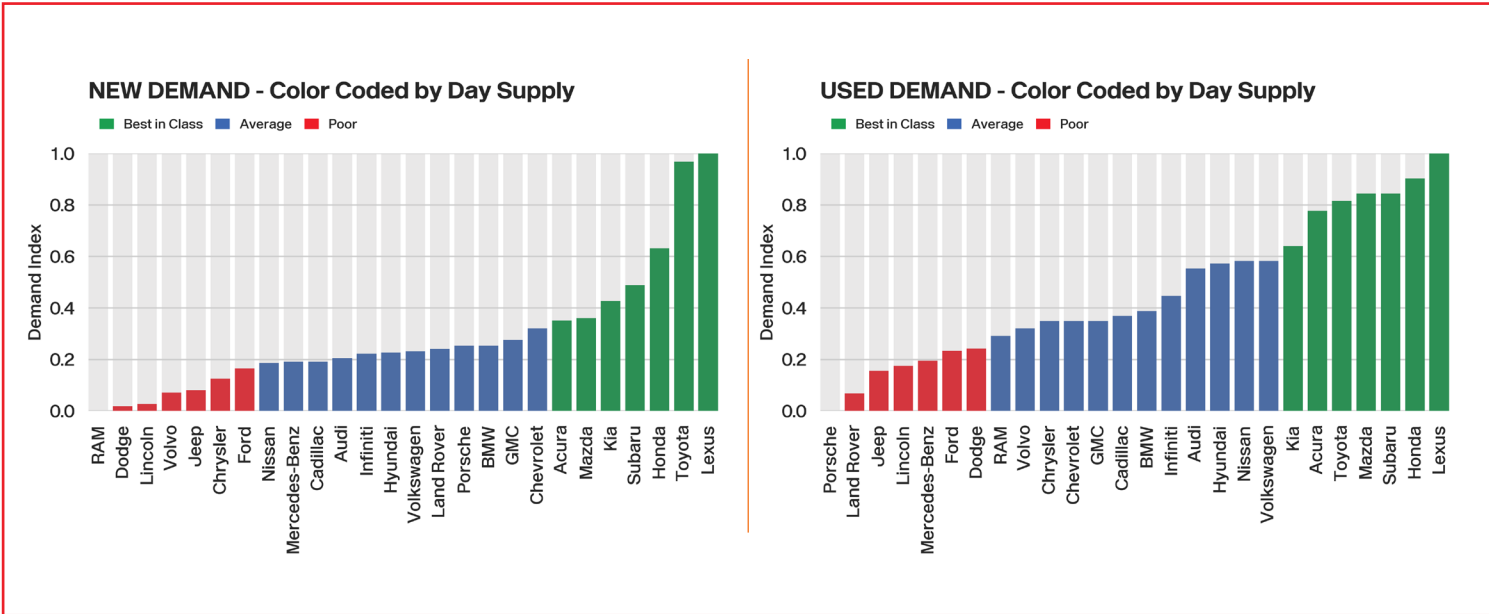
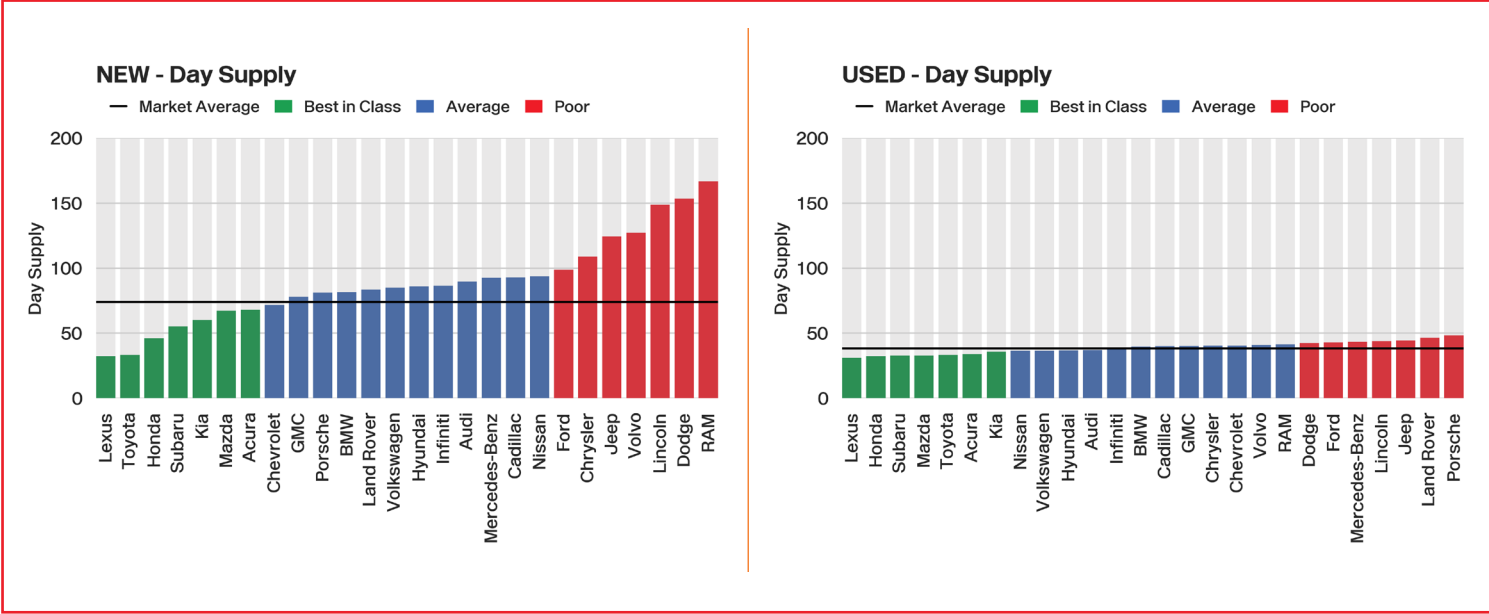
Recommended action steps for upcoming months:

- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating these challenges effectively.

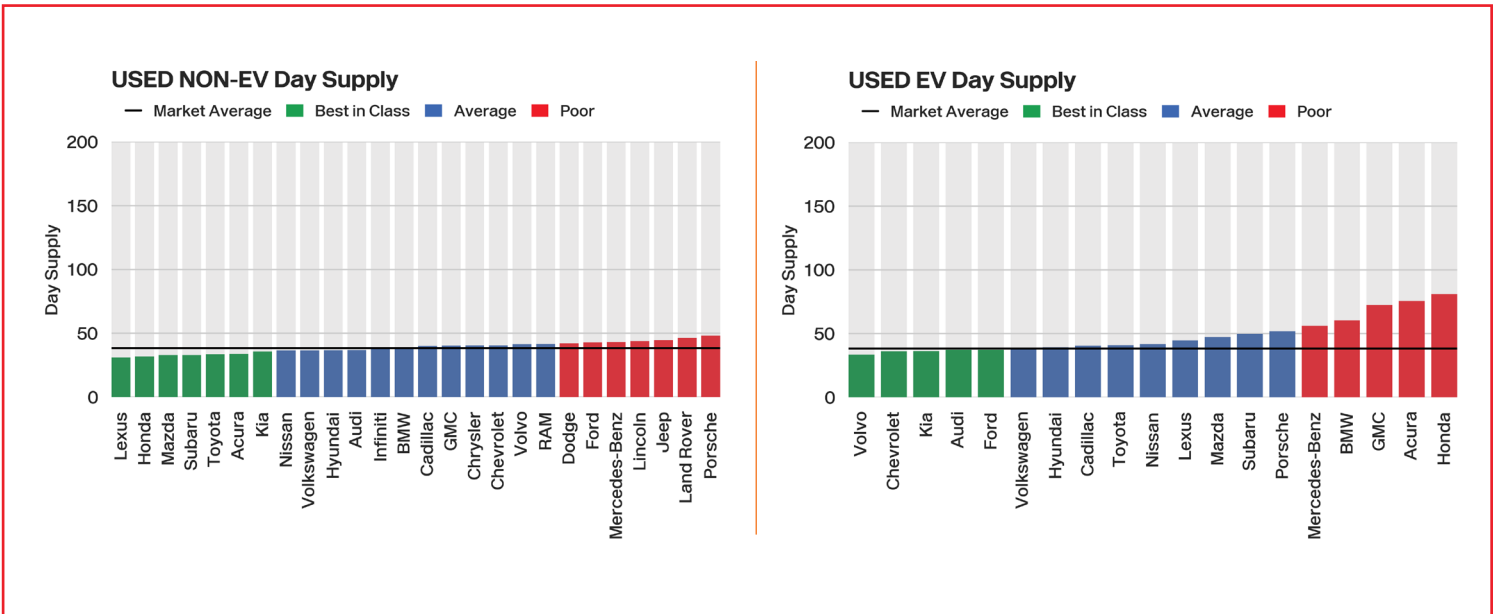
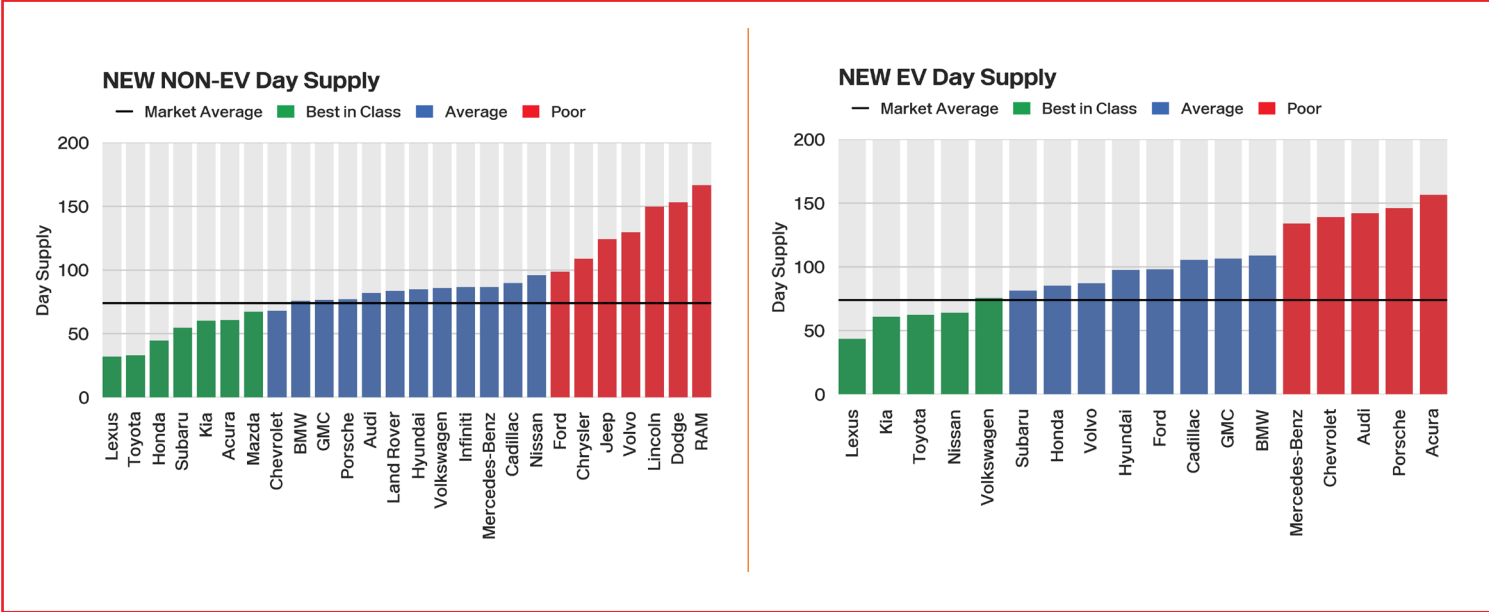
- › Both new and used carryover inventory increased QoQ, new by 6% and used by 7%. New Cadillac carryover increased significantly in the 3rd quarter, increasing by 25%, driven by a 40% LYRIQ increase.
- › While the magnitude and volume of markdowns remained fairly steady overall, Volvo increased the number of units sold with a markdown on new units by a market high of 11% while Chrysler decreased theirs by 4%.



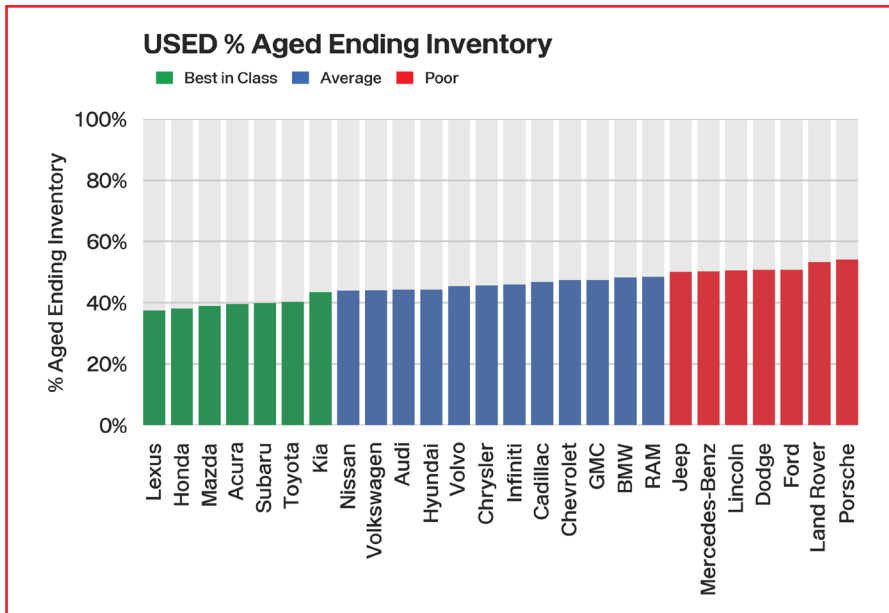
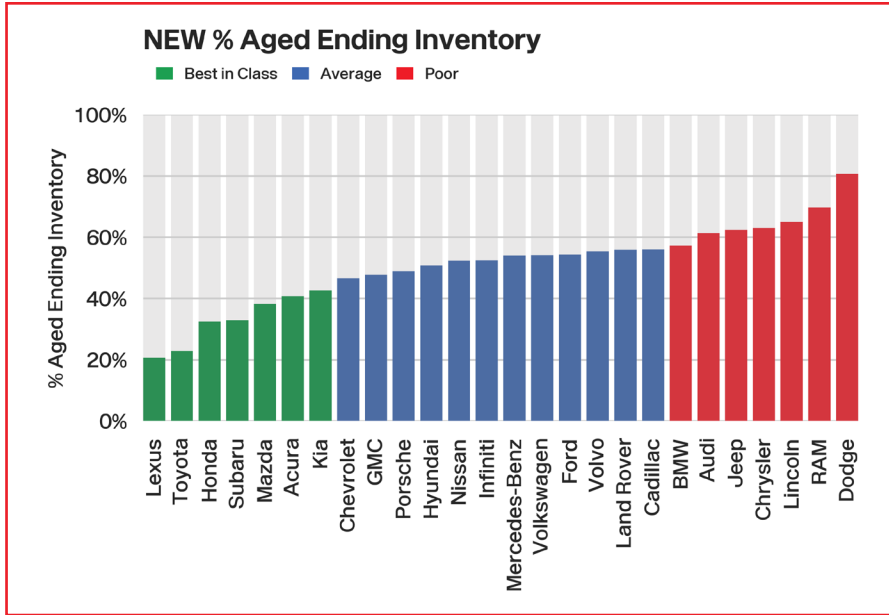
- Day supply increased by 6 days for the quarter to 74 days, up 28 days YoY.
- Used vehicles held fairly steady, decreasing by 1 day QoQ and YoY.



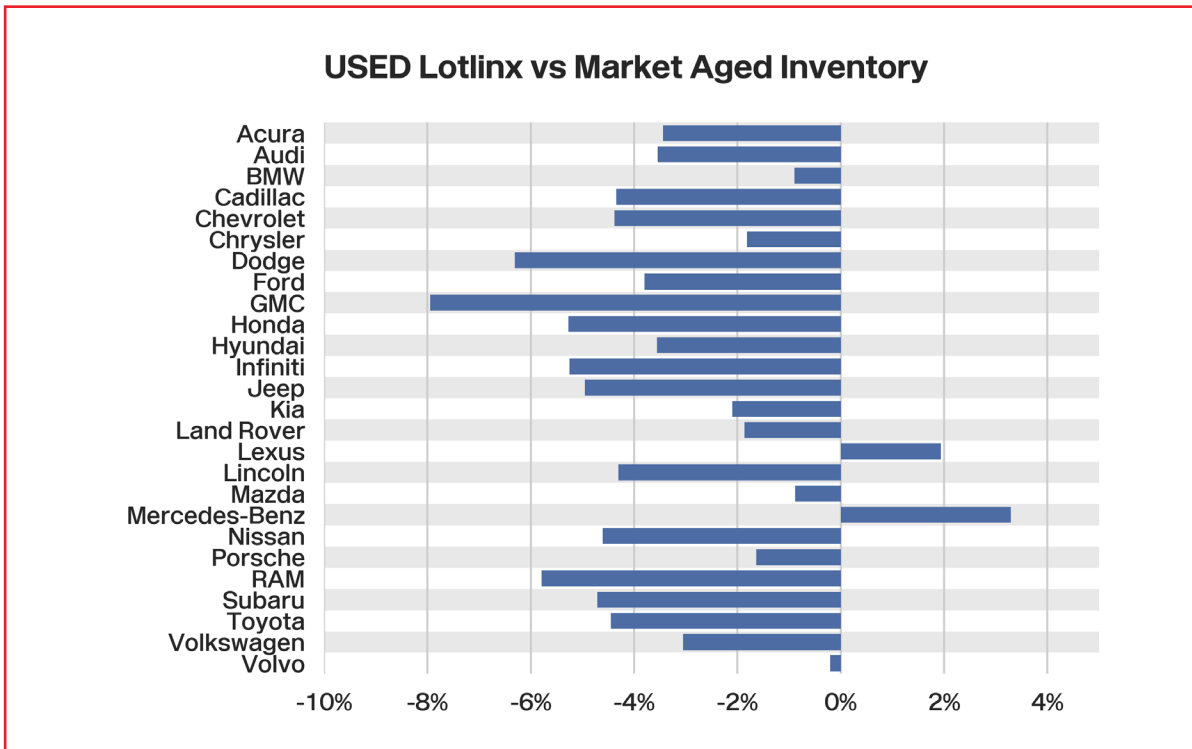
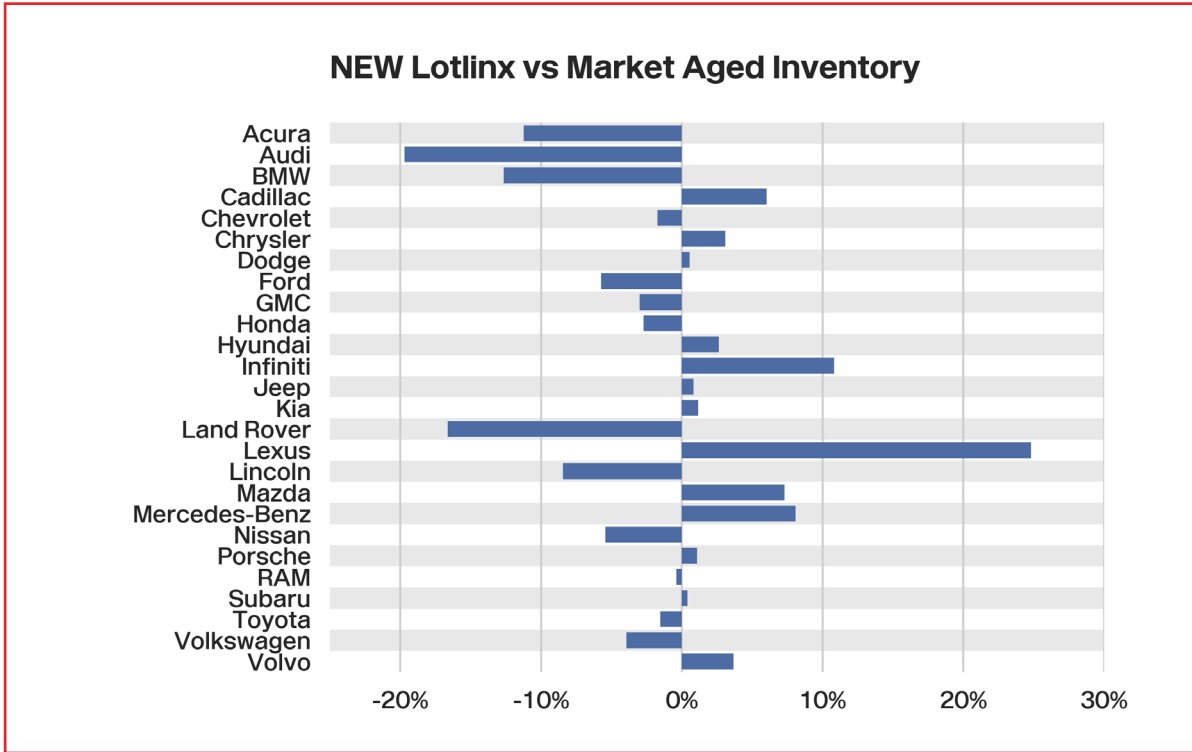
- › While EVs had significantly higher day supply, their low volume had minimal effect on overall day supply.
- › EVs were the only engine type that saw day supply decrease among new vehicles. They saw day supply drop by 11 days but are still 30-40 days higher than the other segments.
- › EVs had the biggest increase in sales volume QoQ followed closely by hybrids for both new and used.



- › New aged ending inventory decreased by 3% QoQ but increased by 13% YoY.
- › Used aged ending inventory decreased by 2% MoM and held steady YoY.



- › On average, Lotlinx customers had 1% less aged inventory than the rest of the market for new vehicles and 3% less for used.
- › 48% of new vehicle brands and 93% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- > New vehicles saw improvements to sales volume and aging QoQ. Aging concerns were still very much present as aged inventory increased by 13% YoY.
- > Day supply increased by 6 days QoQ to 74 days, up 28 days YoY, as new model year inventory was released.
- > Pricing strategies held steady with very minor changes to price or markdowns.

NEW

+4% (MoM)
Sales Volume
Change

+6 Days (MoM)
+28 Days (YoY)
74 Day Supply

-3% (MoM)
+13% (YoY)
49% Aged Inventory
Over 45 Days Ending
09/30/24

+4% (MoM)
+15% (YoY)
45% Aged Sales
Over 45 Days as of
09/30/24

+6% (MoM)
+16% (YoY)
53% Carryover
Over 45 Days as of
07/01/24

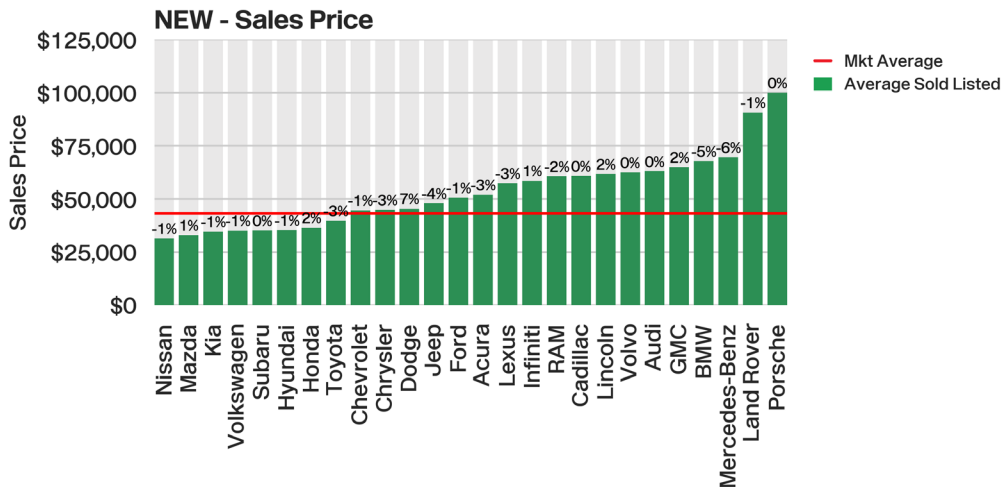
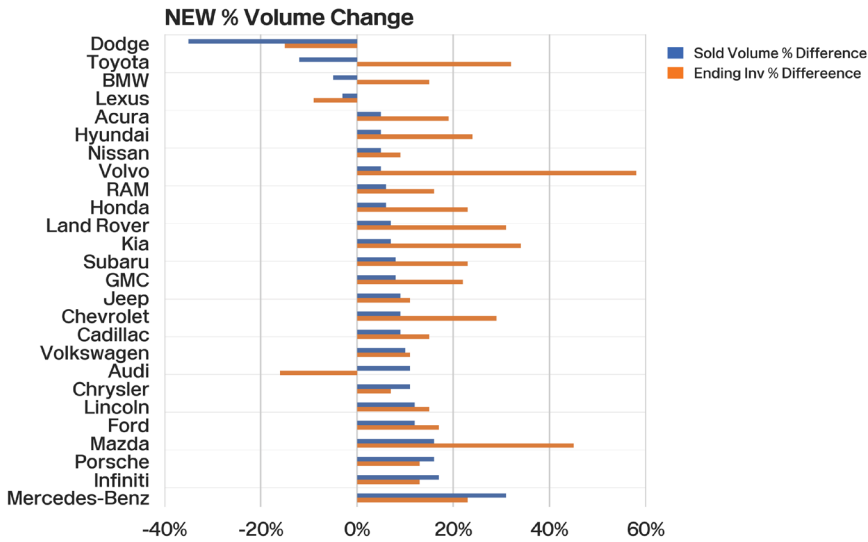
NC (MoM)
NC (YoY)
\$43,187 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
25% Sold
With Markdown

-5% (MoM)
-4% (YoY)
51% of Listings
Not Viewed

-7% (MoM)
Demand
Change



- > The used market held very steady QoQ with EVs seeing the most sales growth of 7%, closely followed by hybrids at 6%.
- > EV day supply continued to decrease, falling by another 2 days QoQ to 44 days as hybrids and gas day supply remained steady.

USED INVENTORY

+1% (MoM)
Sales Volume
Change

-1 Day (MoM)
-1 Days (YoY)
38 Day Supply

-2% (MoM)
NC (YoY)
46% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-2% (YoY)
43% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+4% (YoY)
50% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-8% (YoY)
\$25,994 Price
Avg Last Listed

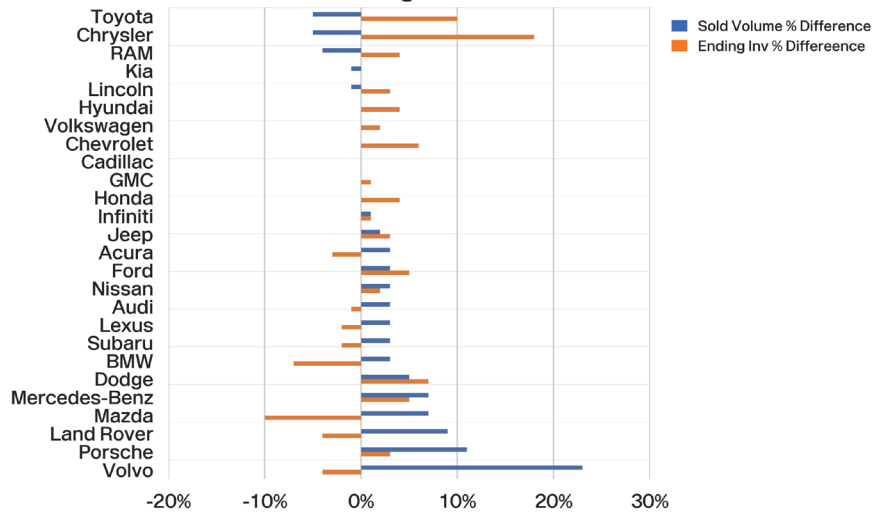
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
42% Sold
With Markdown

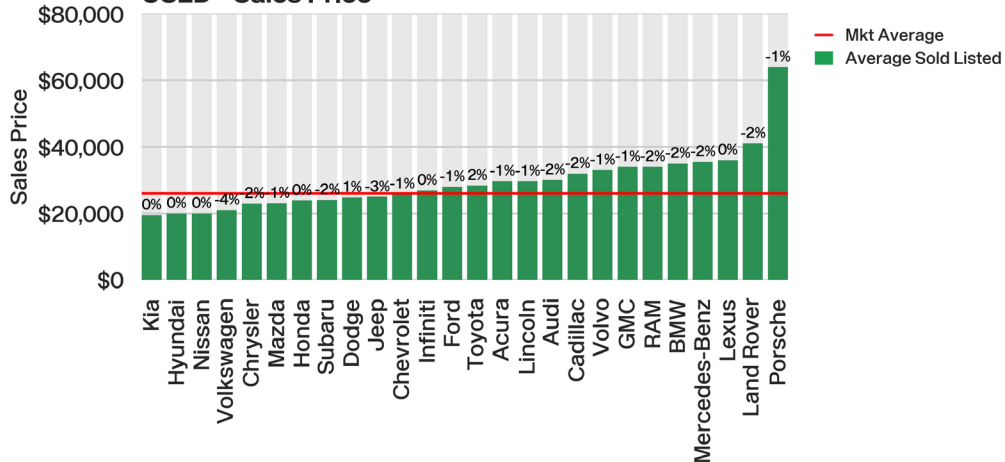
-4% (MoM)
-6% (YoY)
42% of Listings
Not Viewed

+2% (MoM)
Demand
Change

USED % Volume Change



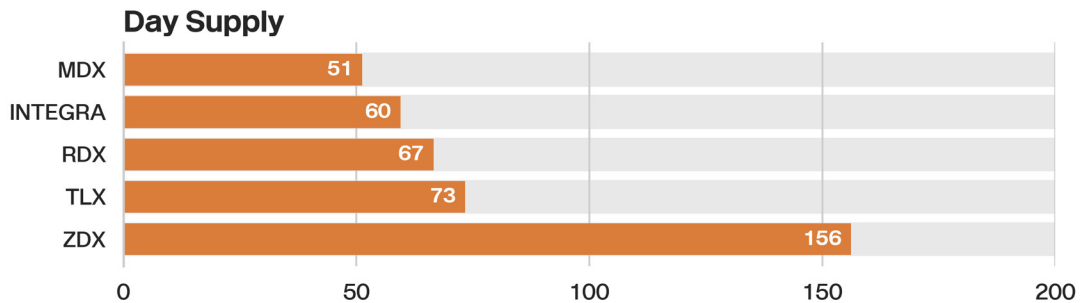
USED - Sales Price



- > Acura's RDX experienced a significant surge in the third quarter, with sales increasing 37% QoQ, overtaking the MDX as the brand's top-selling model.
- > Newly entering the EV space, Acura made up almost 2% of this quarter's EV sales.

NEW

<p>+5% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) +19 Days (YoY) 68 Day Supply</p>	<p>-10% (MoM) +5% (YoY) 41% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) +10% (YoY) 51% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+1% (MoM) +7% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>-3% (MoM) +1% (YoY) \$52,100 Price Avg Last Listed</p>	<p>+1% (MoM) -3% Markdown Price Reduction</p>	<p>+1% (MoM) 7% Sold With Markdown</p>	<p>+2% (MoM) -5% (YoY) 45% of Listings Not Viewed</p>	<p>+1% (MoM) Demand Change</p>

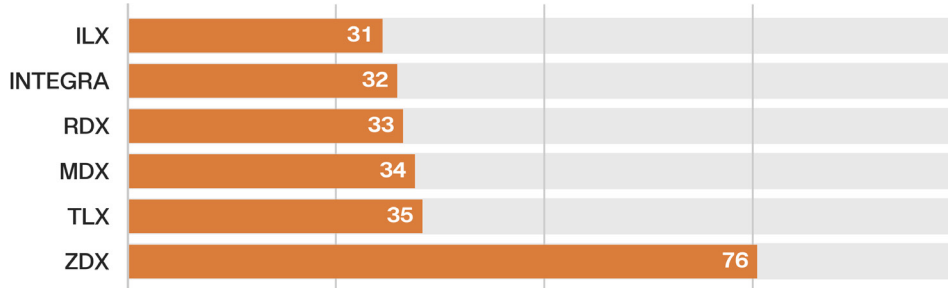


> All metrics move in line with the market.

USED

<p>+3% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -3 Days (YoY) 34 Day Supply</p>	<p>-5% (MoM) -1% (YoY) 39% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+2% (MoM) -4% (YoY) 41% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+8% (MoM) +3% (YoY) 46% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -9% (YoY) \$29,599 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 44% Sold With Markdown</p>	<p>-3% (MoM) NC (YoY) 41% of Listings Not Viewed</p>	<p>+8% (MoM) Demand Change</p>

Day Supply

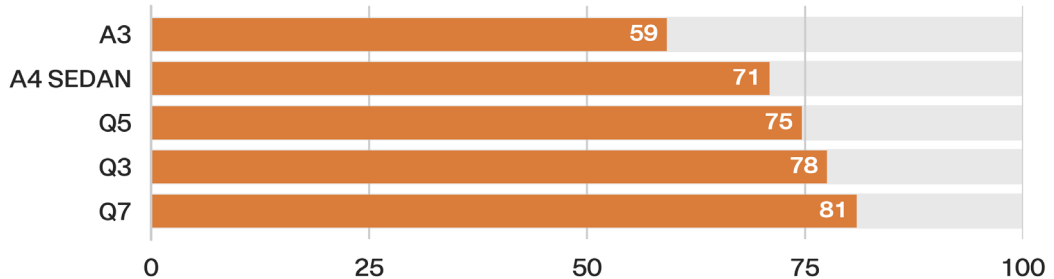


- > The Q3 continued its steady sales momentum, increasing another 7% QoQ.
- > The Q7 had a strong quarter, increasing sales by 80% with fresh 2025 inventory. However volume was still significantly down for the year.
- > After several quarters of shrinking EV sales, a market high decrease in list price of 18% was achieved by doubling markdown magnitude. This spurred a growth of 9% in sales QoQ.

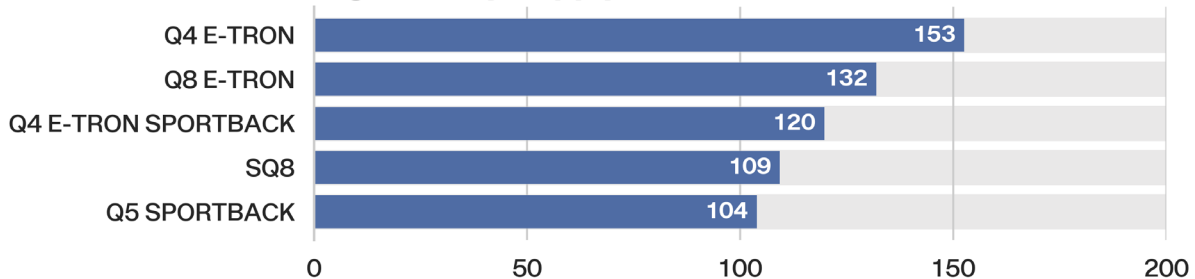
NEW

<p>+11% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) +31 Days (YoY) 90 Day Supply</p>	<p>+9% (MoM) +22% (YoY) 61% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+12% (MoM) +9% (YoY) 65% Aged Sales</p>	<p>+9% (MoM) +20% (YoY) 54% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) +2% (YoY) \$63,085 Price Avg Last Listed</p>	<p>-1% (MoM) -5% Markdown Price Reduction</p>	<p>+5% (MoM) 14% Sold With Markdown</p>	<p>-14% (MoM) -15% (YoY) 26% of Listings Not Viewed</p>	<p>+3% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply

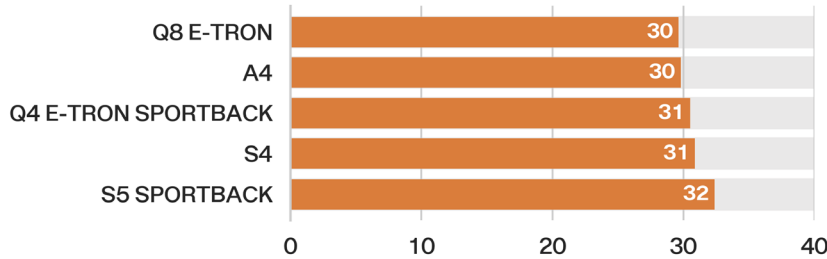


> All metrics move in line with the market.

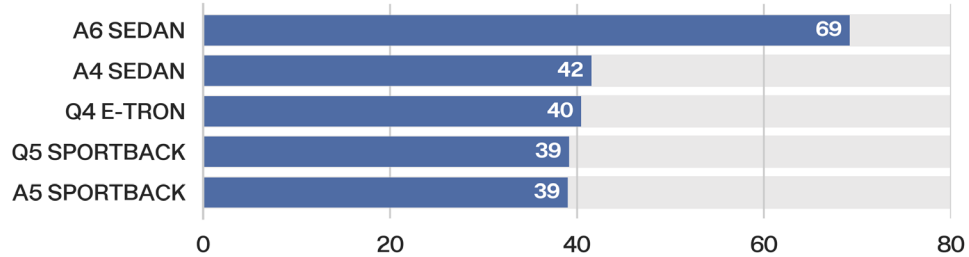
USED

<p>+3% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) -3 Days (YoY) 37 Day Supply</p>	<p>-1% (MoM) -2% (YoY) 44% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) -3% (YoY) 43% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+3% (MoM) +1% (YoY) 47% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -12% (YoY) \$29,995 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+1% (MoM) 47% Sold With Markdown</p>	<p>-2% (MoM) -2% (YoY) 37% of Listings Not Viewed</p>	<p>+3% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



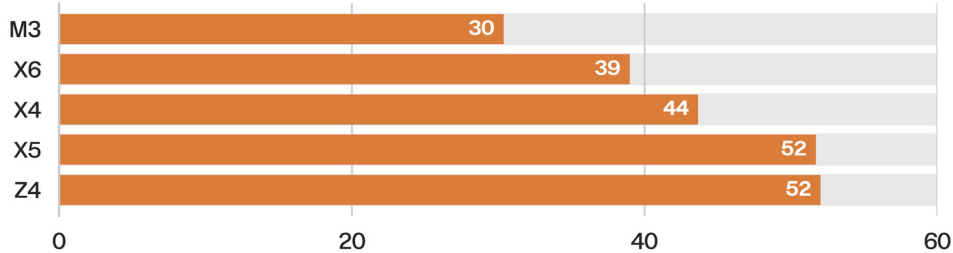


- > Stop sales hindered BMW sales in the third quarter with sales falling by 5% QoQ while most of the market benefited from summer demand.
- > Hybrid sales were hardest hit, dropping 14% and pushing up day supply by 21 days.

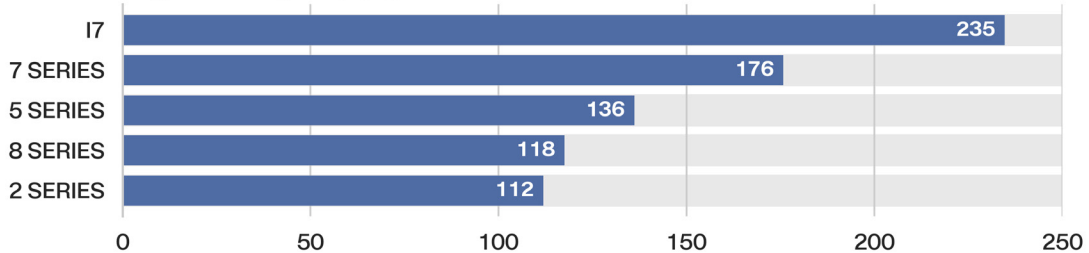
NEW

-5% (MoM) Sales Volume Change	+11 Days (MoM) +45 Days (YoY) 82 Day Supply	+2% (MoM) +29% (YoY) 57% Aged Inventory Over 45 Days Ending 09/30/24	+11% (MoM) +26% (YoY) 52% Aged Sales Over 45 Days as of 09/30/24	+10% (MoM) +27% (YoY) 56% Carryover Over 45 Days as of 07/01/24
-5% (MoM) -5% (YoY) \$67,770 Price Avg Last Listed	-1% (MoM) -2% Markdown Price Reduction	NC (MoM) 3% Sold With Markdown	-1% (MoM) +7% (YoY) 40% of Listings Not Viewed	-13% (MoM) Demand

Lowest Day Supply



Highest Day Supply





> All metrics move in line with the market.

USED

+3% (MoM)
Sales Volume
Change

-2 Days (MoM)
+1 Days (YoY)
40 Day Supply

-2% (MoM)
+4% (YoY)
48% Aged Inventory
Over 45 Days Ending
09/30/24

+3% (MoM)
+1% (YoY)
45% Aged Sales
Over 45 Days as of
09/30/24

+8% (MoM)
+6% (YoY)
52% Carryover
Over 45 Days as of
07/01/24

-2% (MoM)
-5% (YoY)
\$34,995 Price
Avg Last Listed

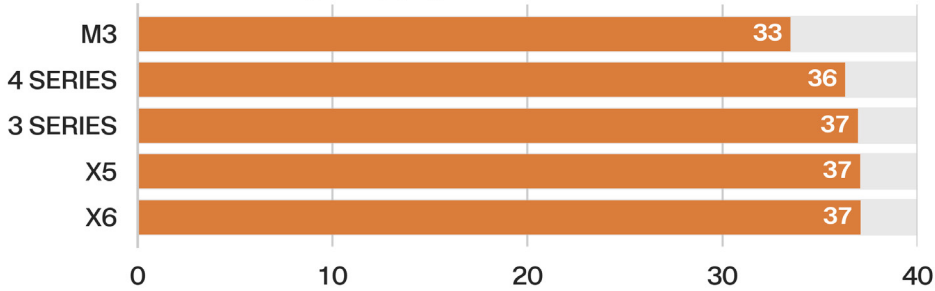
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
46% Sold
With Markdown

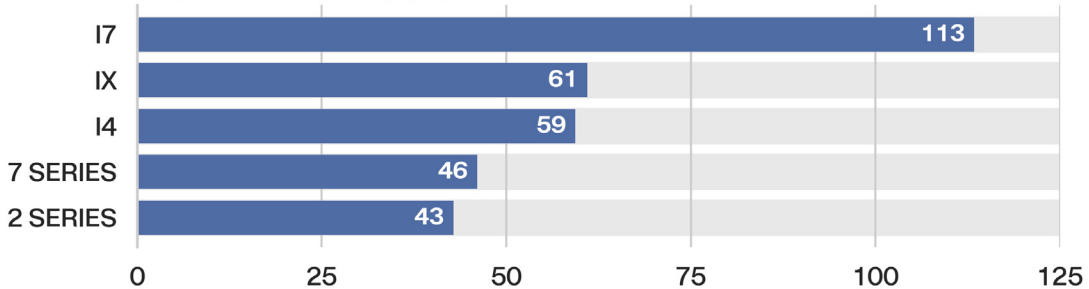
-3% (MoM)
-2% (YoY)
36% of Listings
Not Viewed

+6% (MoM)
Demand
Change

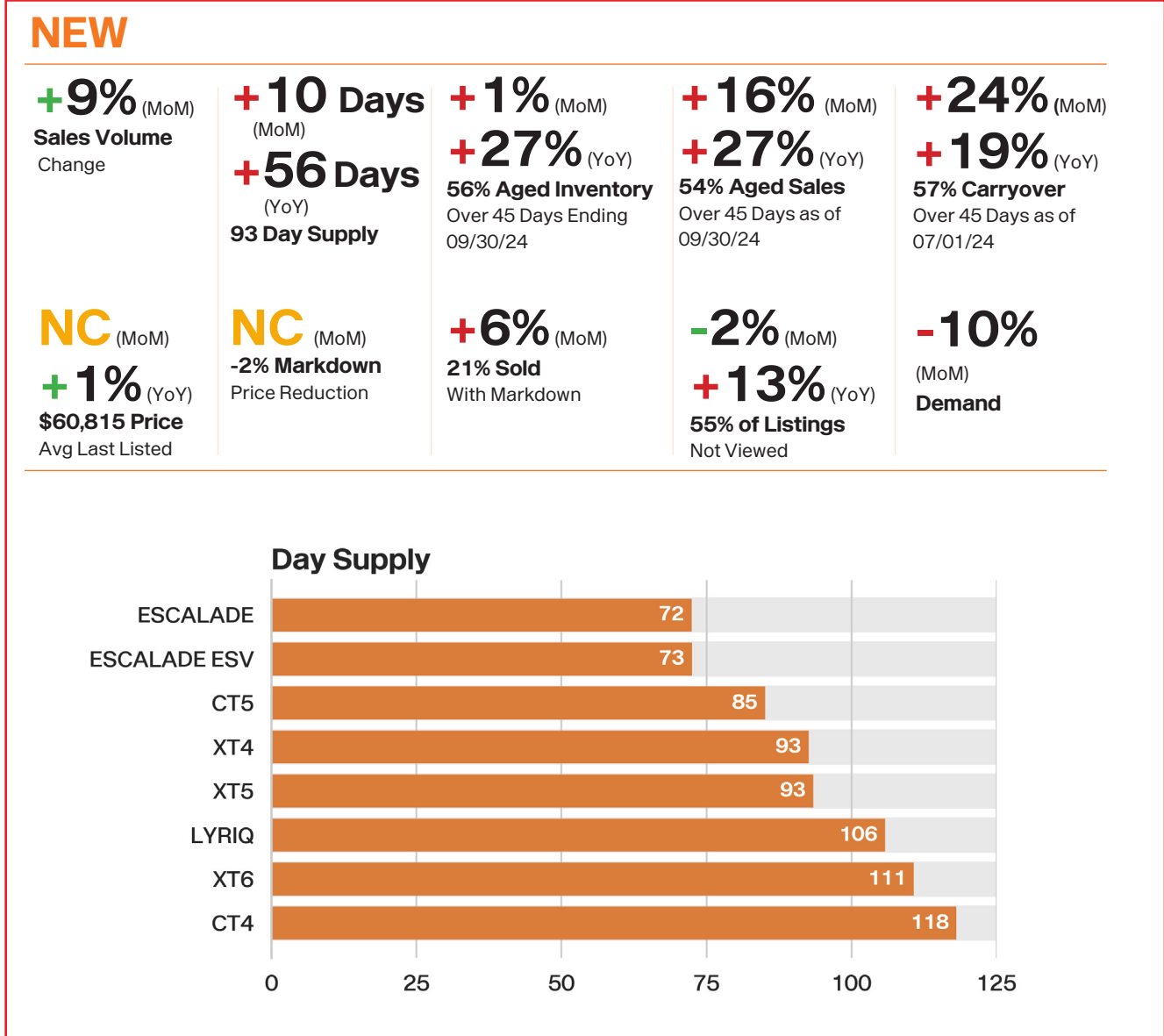
Lowest Day Supply



Highest Day Supply



- > Cadillac's LYRIQ saw its day supply drop by 31 days QoQ to 106 days, while sales rose by 12% and inventory fell by 28%.
- > Cadillac increased carryover significantly more in the 3rd quarter, rising by 19%, driven by the LYRIQ increase of 40%.

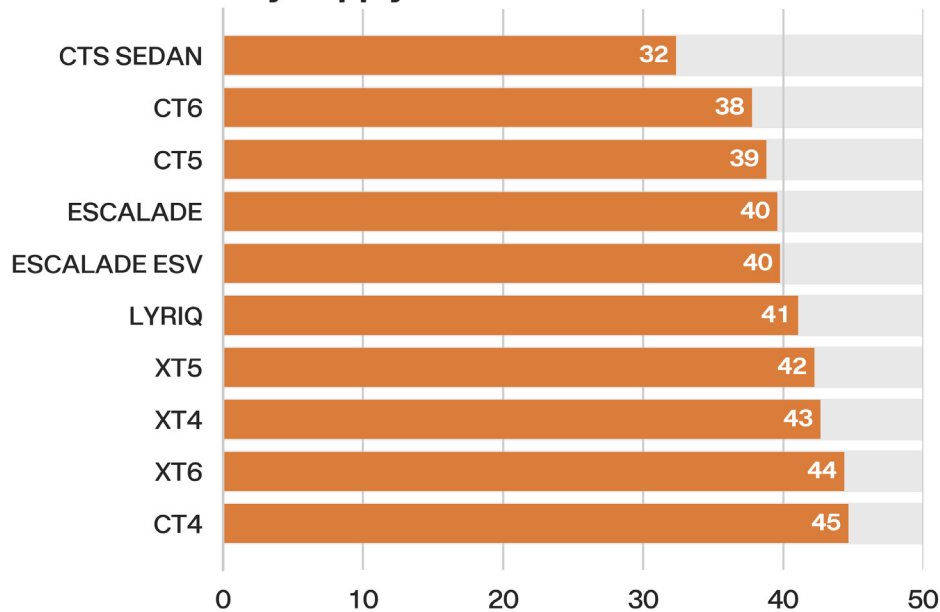


> All metrics move in line with the market.

USED

<p>NC (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) -2 Days (YoY) 40 Day Supply</p>	<p>-3% (MoM) -1% (YoY) 47% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) -1% (YoY) 46% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+5% (MoM) +4% (YoY) 51% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -11% (YoY) \$31,900 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+1% (MoM) 46% Sold With Markdown</p>	<p>-3% (MoM) -2% (YoY) 43% of Listings Not Viewed</p>	<p>+3% (MoM) Demand Change</p>

Day Supply





CHEVROLET

- > Chevrolet doubled EV sales QoQ with an influx of inventory in both Q2 and Q3 with the release of the Equinox EV and the fairly new Silverado EV. However it had the highest increase of aged inventory of 25% up to 70%.
- > The Trax continued with its slow but steady growth, not accounting for over 15% of this quarter's sales while the Silverado 1500 sales dropped and accounted for 3% less of this quarter's sales.

NEW

+9% (MoM)
Sales Volume
Change

+7 Day
(MoM)
+24 Days
(YoY)
72 Day Supply

-1% (MoM)
+12% (YoY)
47% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
+12% (YoY)
44% Aged Sales
Over 45 Days as of
09/30/24

+4% (MoM)
+15% (YoY)
50% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
NC (YoY)
\$44,675 Price
Avg Last Listed

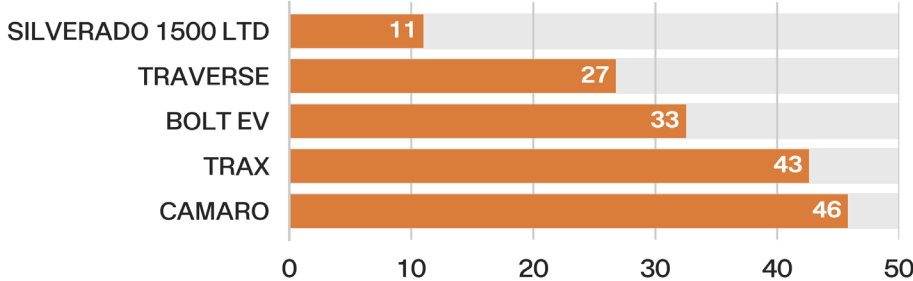
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
30% Sold
With Markdown

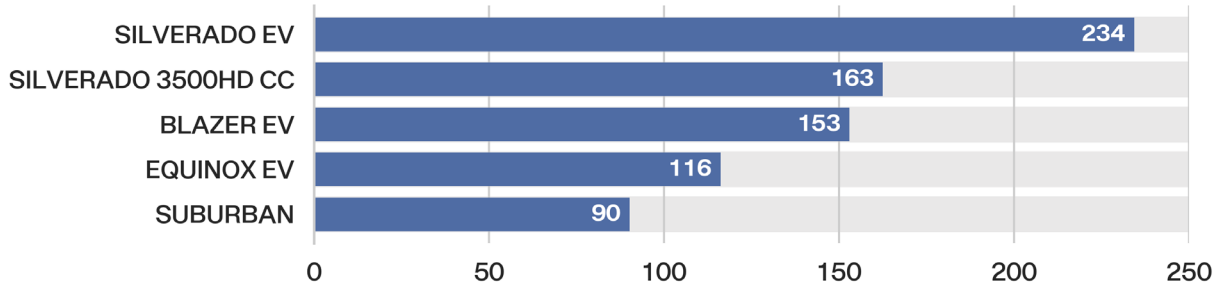
+1% (MoM)
+2% (YoY)
50% of Listings
Not Viewed

-9% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



> All metrics move in line with the market.

USED

NC (MoM)
Sales Volume
Change

NC Day (MoM)
-1 Days (YoY)
40 Day Supply

-2% (MoM)
NC (YoY)
47% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-1% (YoY)
43% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+6% (YoY)
52% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
-11% (YoY)
\$25,772 Price
Avg Last Listed

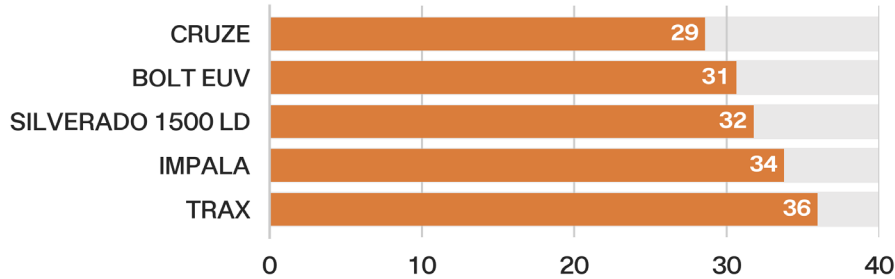
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
40% Sold
With Markdown

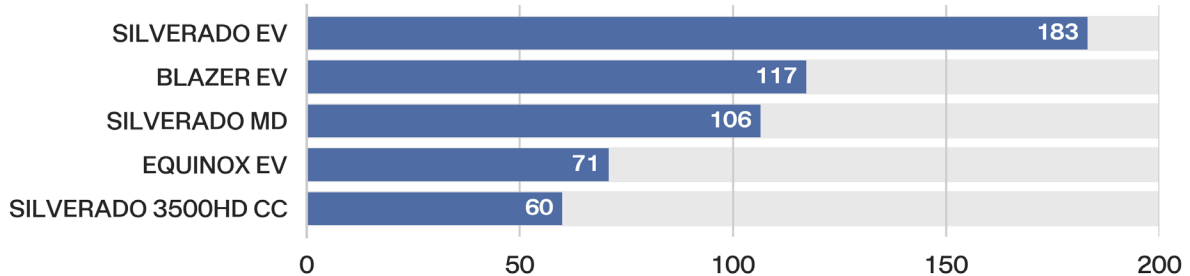
-4% (MoM)
-5% (YoY)
45% of Listings
Not Viewed

+1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

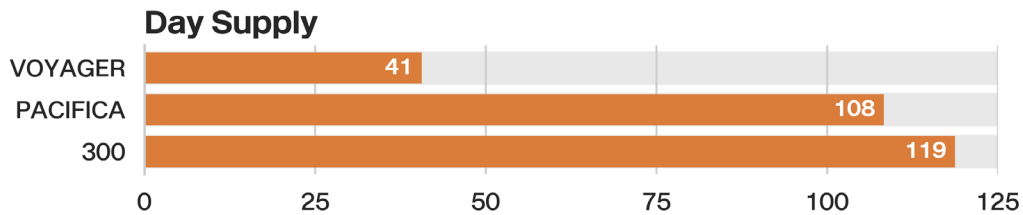




> Pacifica Hybrid sales dropped 20% as list prices decreased by 1% QoQ. In contrast, gas-powered Pacifica sales rose by over 40%, following a 4% drop in list prices.

NEW

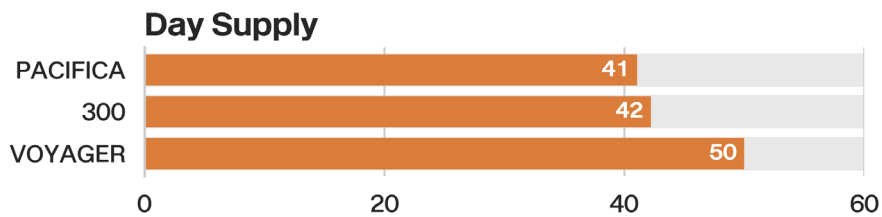
<p>+11% (MoM) Sales Volume Change</p>	<p>-7 Days (MoM) +14 Days (YoY) 109 Day Supply</p>	<p>-1% (MoM) +4% (YoY) 63% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>-9% (MoM) +11% (YoY) 59% Aged Sales Over 45 Days as of 09/30/24</p>	<p>-5% (MoM) +13% (YoY) 64% Carryover Over 45 Days as of 07/01/24</p>
<p>-3% (MoM) -6% (YoY) \$44,987 Price Avg Last Listed</p>	<p>NC (MoM) -7% Markdown</p>	<p>-4% (MoM) 54% Sold With Markdown</p>	<p>-4% (MoM) -11% (YoY) 56% of Listings Not Viewed</p>	<p>+6% (MoM) Demand Change</p>



› Chrysler had the largest decrease in sales, dropping by 5% QoQ as inventory grew by 18%, the highest in the market.

USED

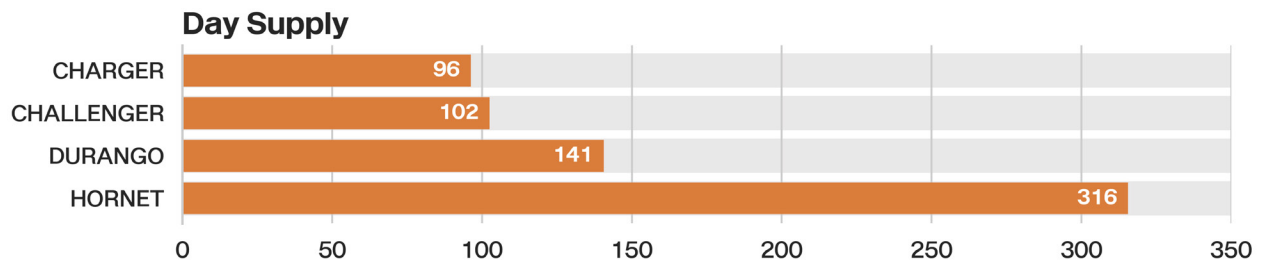
<p>-5% (MoM) Sales Volume Change</p>	<p>+4 Days (MoM) +1 Day (YoY) 40 Day Supply</p>	<p>NC (MoM) +2% (YoY) 46% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) -1% (YoY) 42% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+5% (MoM) +1% (YoY) 48% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -7% (YoY) \$22,963 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>+3% (MoM) 42% Sold With Markdown</p>	<p>-2% (MoM) -8% (YoY) 45% of Listings Not Viewed</p>	<p>-8% (MoM) Demand Change</p>



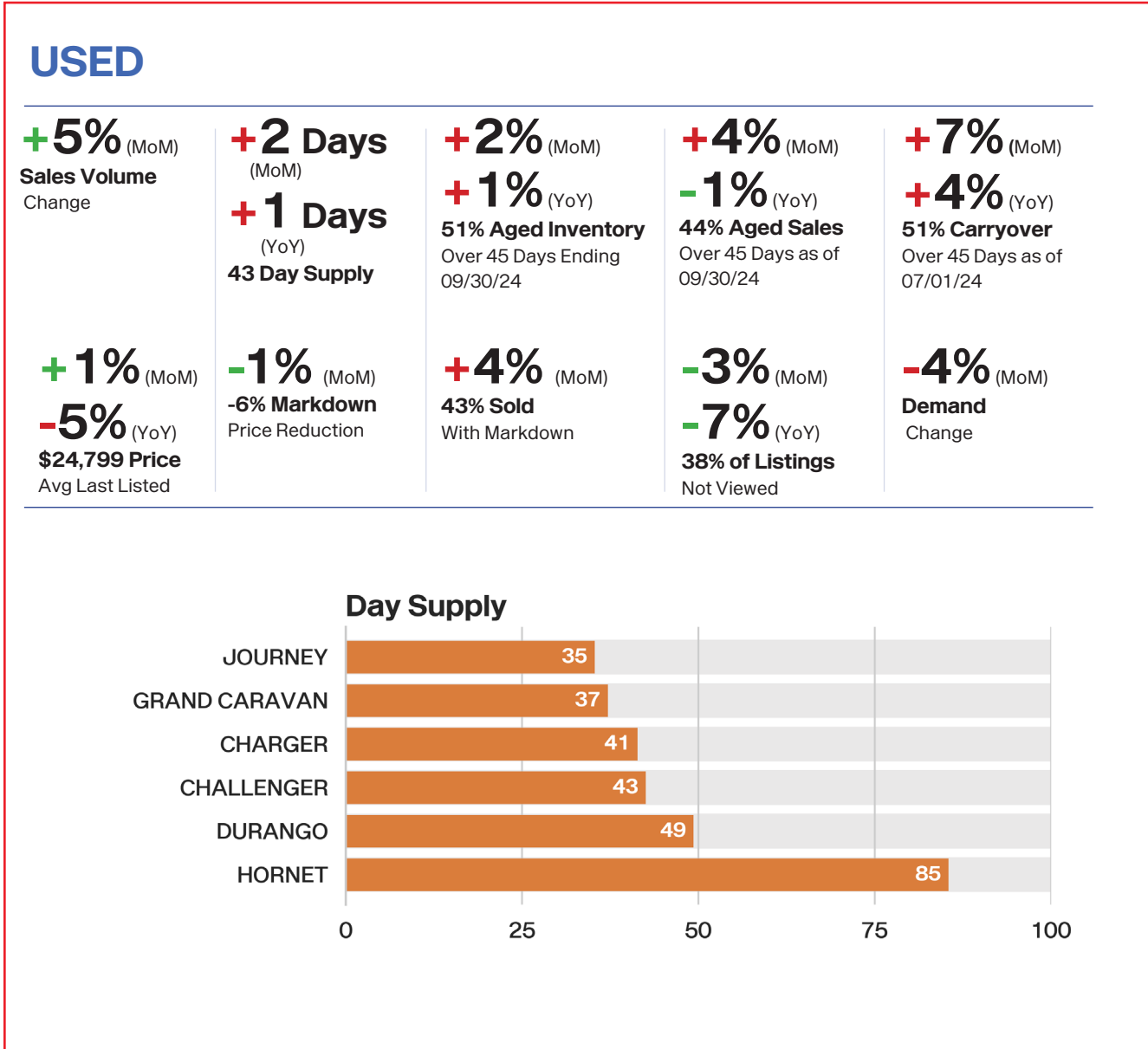
- > Dodge had the largest decrease in sales of 35% QoQ as the strategic decision to reduce inventory decreased ending inventory by a market high of 16%.
- > Dodge also had the largest increase in last listed price of 7% QoQ caused by the Charger increasing price by 5% and sales of the Durango making up 2x more of this quarter's sales compared to last quarter.

NEW

<p>-35% (MoM) Sales Volume Change</p>	<p>+28 Days (MoM) +72 Days (YoY) 153 Day Supply</p>	<p>+1% (MoM) +35% (YoY) 81% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>-6% (MoM) +30% (YoY) 77% Aged Sales Over 45 Days as of 09/30/24</p>	<p>-4% (MoM) +33% (YoY) 80% Carryover Over 45 Days as of 07/01/24</p>
<p>+7% (MoM) +1% (YoY) \$45,430 Price Avg Last Listed</p>	<p>+1% (MoM) -10% Markdown Price Reduction</p>	<p>-6% (MoM) 59% Sold With Markdown</p>	<p>-6% (MoM) -7% (YoY) 47% of Listings Not Viewed</p>	<p>-17% (MoM) Demand</p>



> Dodge was the only brand to see aged inventory increase QoQ besides Porsche even with increased markdowns.



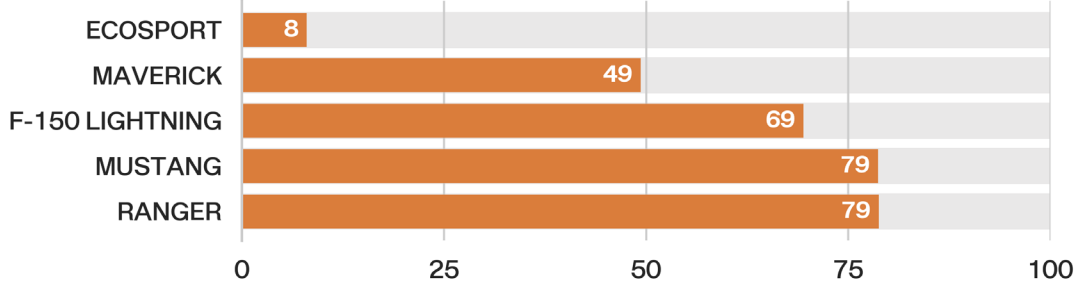


- › Although Ford reduced the percentage of EV units sold with a markdown by 13%, it continued to sell the highest percent of units with a markdown in the market.
- › Ford had one of the largest list price increases of sold hybrid units as F150 hybrid sales increased by more than 50% QoQ.

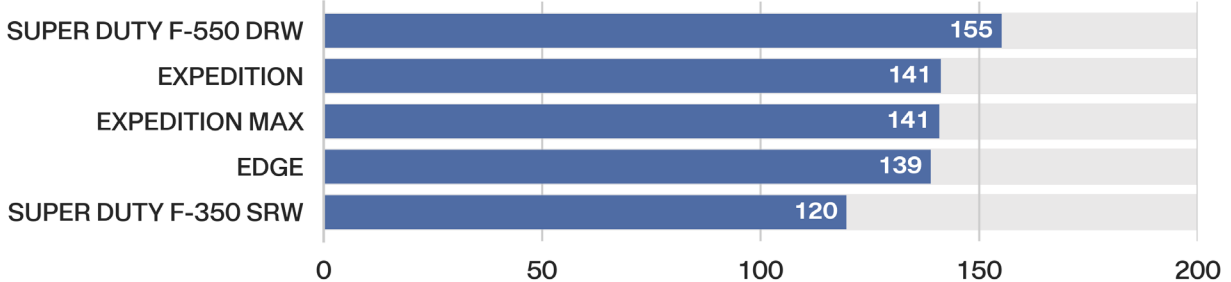
NEW

<p>+12% (MoM) Sales Volume Change</p>	<p>+2 Days (MoM) +29 Days (YoY) 99 Day Supply</p>	<p>-5% (MoM) +8% (YoY) 54% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+6% (MoM) +13% (YoY) 58% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+5% (MoM) +14% (YoY) 61% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -3% (YoY) \$50,582 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+5% (MoM) 35% Sold With Markdown</p>	<p>-6% (MoM) -14% (YoY) 51% of Listings Not Viewed</p>	<p>-1% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



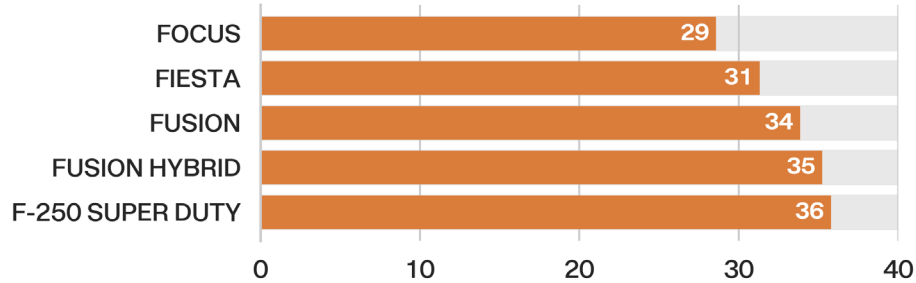


> All used metrics are in line with the market.

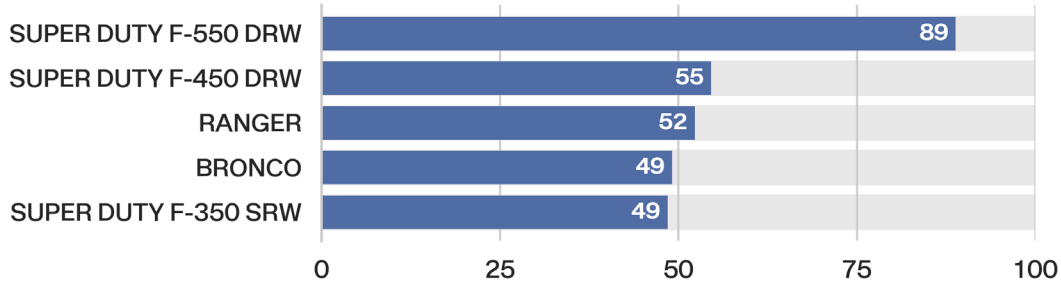
USED

<p>+3% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) NC Days (YoY) 43 Day Supply</p>	<p>NC (MoM) +1% (YoY) 51% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) -2% (YoY) 45% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+6% (MoM) +4% (YoY) 53% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -10% (YoY) \$27,991 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 41% Sold With Markdown</p>	<p>-4% (MoM) -7% (YoY) 45% of Listings Not Viewed</p>	<p>NC (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply

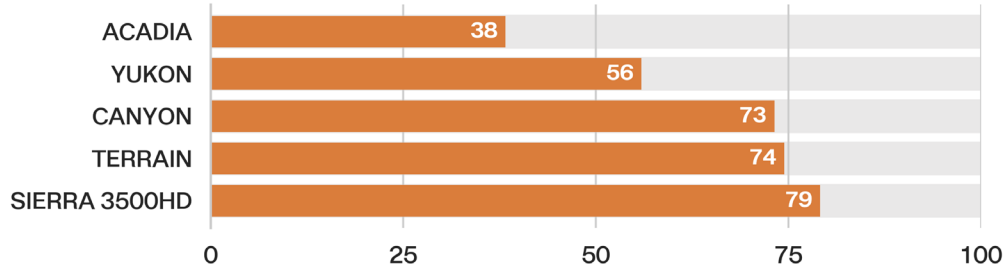


- > With the release of the Sierra EV and healthy performance of the rest of GMC's EV lineup, EV sales made up almost 4% of GMC's quarterly sales, more than double that of last quarter.
- > With a solid EV sales quarter, GMC came close to increasing their EV market share by 50%.

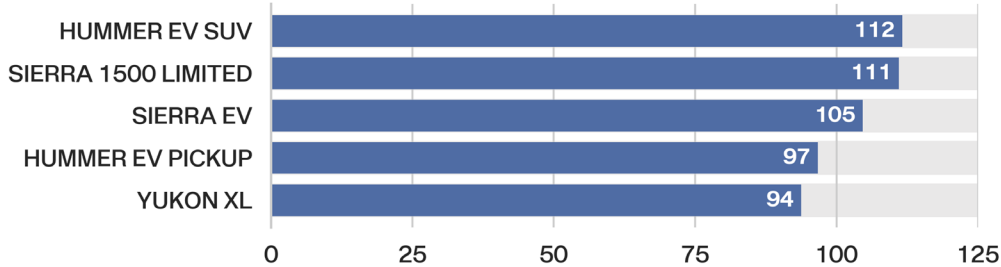
NEW

<p>+ 8% (MoM) Sales Volume Change</p>	<p>+6 Days (MoM) +22 Days (YoY) 78 Day Supply</p>	<p>-2% (MoM) +3% (YoY) 48% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+6% (MoM) +10% (YoY) 50% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+9% (MoM) +10% (YoY) 51% Carryover Over 45 Days as of 07/01/24</p>
<p>+2% (MoM) -2% (YoY) \$64,980 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+2% (MoM) 36% Sold With Markdown</p>	<p>NC (MoM) -3% (YoY) 43% of Listings Not Viewed</p>	<p>-6% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



> All used metrics are in line with the market.

USED

NC (MoM)
Sales Volume
Change

NC Day (MoM)
-1 Days (YoY)
40 Day Supply

-2% (MoM)
NC (YoY)
47% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-1% (YoY)
45% Aged Sales
Over 45 Days as of
09/30/24

+6% (MoM)
+5% (YoY)
51% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
-9% (YoY)
\$33,999 Price
Avg Last Listed

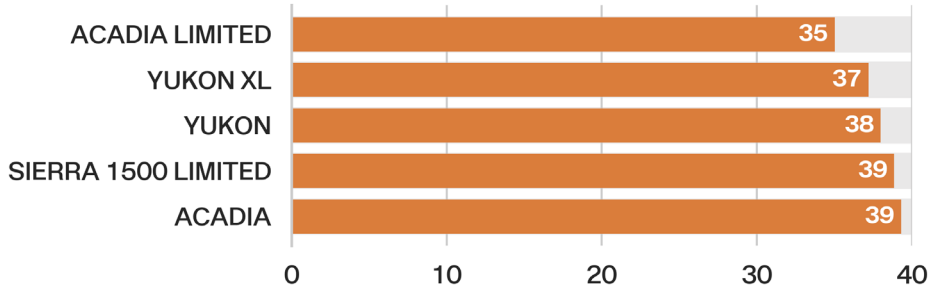
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
42% Sold
With Markdown

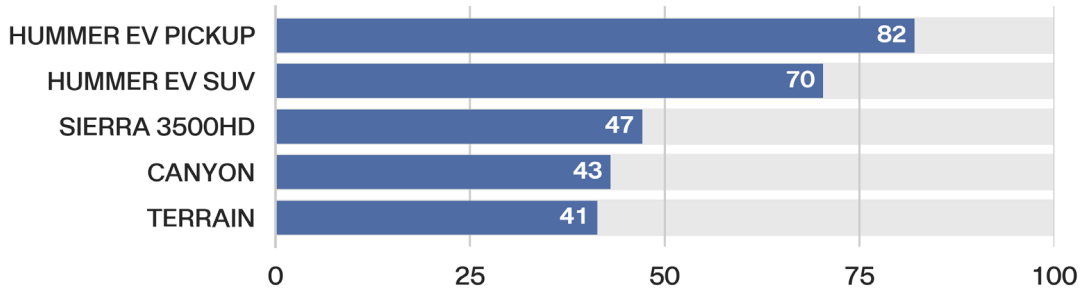
-4% (MoM)
-6% (YoY)
41% of Listings
Not Viewed

+2% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- > The Civic sedan saw sales fall 25% QoQ amid inventory constraints. The hatchback is poised to follow a similar trend with sales dropping by 6% and ending inventory dropping by 37%.
- > The new Prologue continued to gain momentum, making up 4% of Honda's quarterly sales.

NEW

+6% (MoM)
Sales Volume
Change

+4 Days (MoM)
+24 Days (YoY)
46 Day Supply

NC (MoM)
+21% (YoY)
33% Aged Inventory
Over 45 Days Ending
09/30/24

+2% (MoM)
+21% (YoY)
31% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+20% (YoY)
34% Carryover
Over 45 Days as of
07/01/24

+2% (MoM)
+4% (YoY)
\$36,484 Price
Avg Last Listed

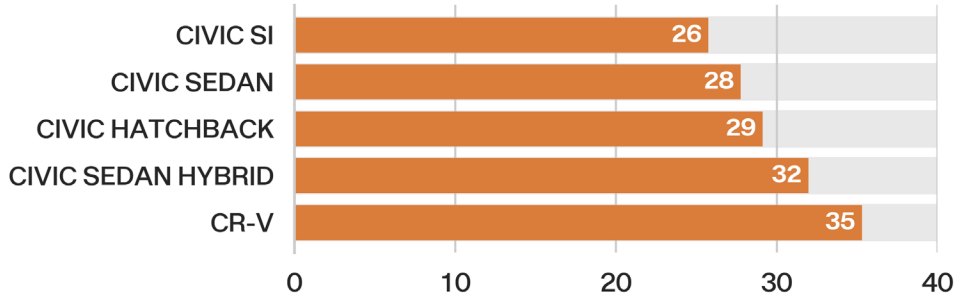
NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
11% Sold
With Markdown

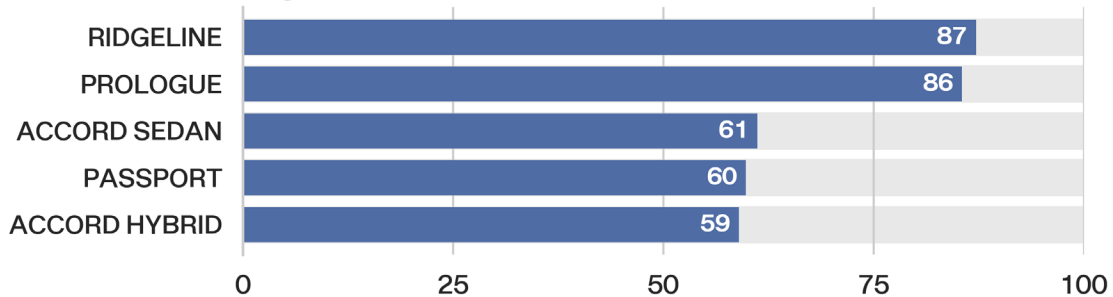
-1% (MoM)
+11% (YoY)
51% of Listings
Not Viewed

-7% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- > The Civic sedan has the lowest day supply in the market of just 27 days.
- > The Accord hybrid saw the largest increase in day supply in the market, up 12 days YoY to 43 days but has the lowest aged inventory in the market.

USED

NC (MoM)
Sales Volume
Change

-1 Days (MoM)
NC Days (YoY)
32 Day Supply

-2% (MoM)
+1% (YoY)
38% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-1% (YoY)
38% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+4% (YoY)
42% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-6% (YoY)
\$23,899 Price
Avg Last Listed

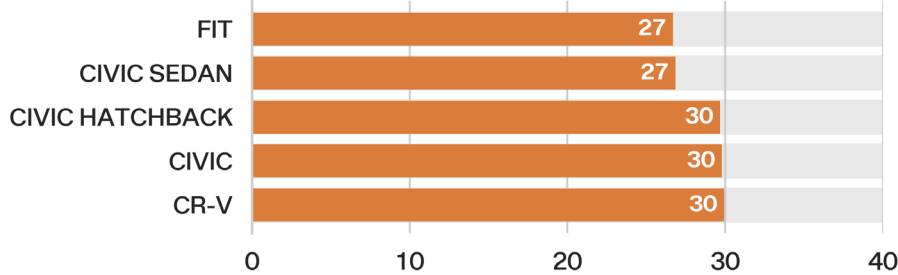
NC (MoM)
-4% Markdown
Price Reduction

-2% (MoM)
33% Sold
With Markdown

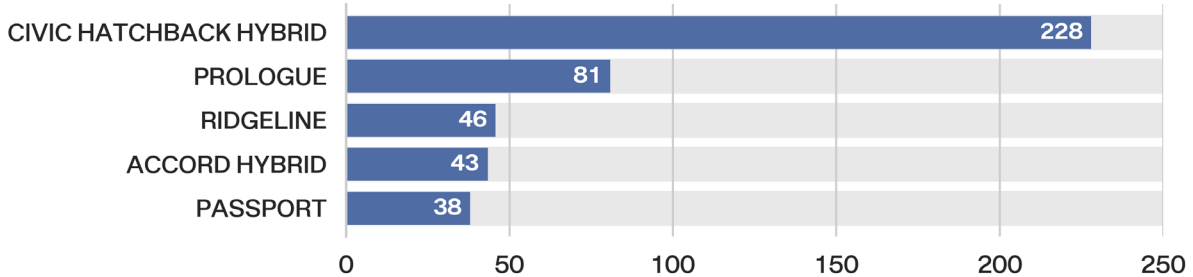
-4% (MoM)
-4% (YoY)
42% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



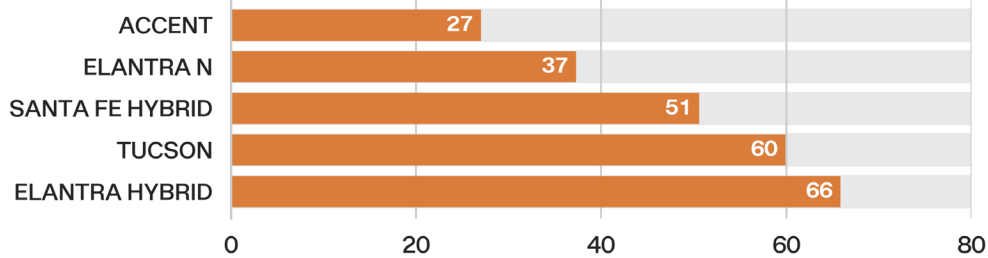


- > Hyundai saw strong sales growth across hybrid models, increasing sales by 15% QoQ.
- > While EV sales fell by 9% QoQ, Hyundai had the largest increase in list price of sold units in the market of 3% with significant sales decreases within the Kona Electric and Ioniq 6.

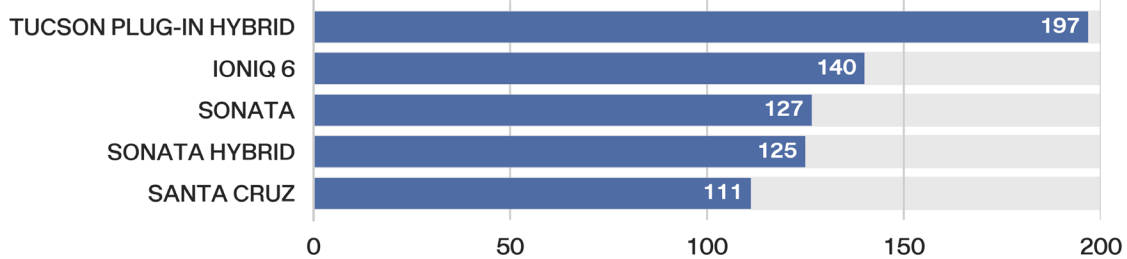
NEW

<p>+5% (MoM) Sales Volume Change</p>	<p>+11 Days (MoM) +44 Days (YoY) 86 Day Supply</p>	<p>-1% (MoM) +20% (YoY) 51% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+6% (MoM) +25% (YoY) 53% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+5% (MoM) +26% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) +3% (YoY) \$35,385 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>-1% (MoM) 28% Sold With Markdown</p>	<p>-5% (MoM) -4% (YoY) 50% of Listings Not Viewed</p>	<p>-12% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply





> All metrics move in line with the market.

USED

NC (MoM)
Sales Volume
Change

-1 Day (MoM)
-1 Days (YoY)
37 Day Supply

-3% (MoM)
-1% (YoY)
44% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-1% (YoY)
42% Aged Sales
Over 45 Days as of
09/30/24

+10% (MoM)
+5% (YoY)
49% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-5% (YoY)
\$19,963 Price
Avg Last Listed

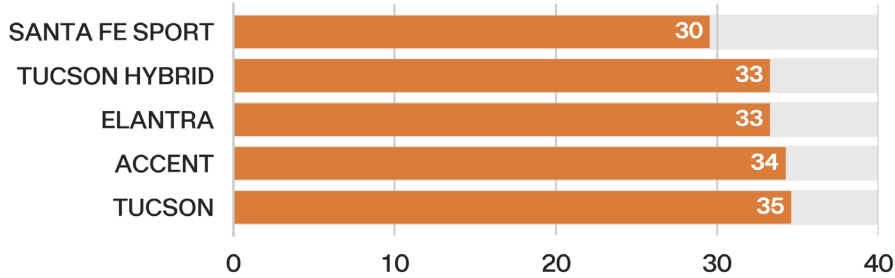
NC (MoM)
-6% Markdown
Price Reduction

-1% (MoM)
41% Sold
With Markdown

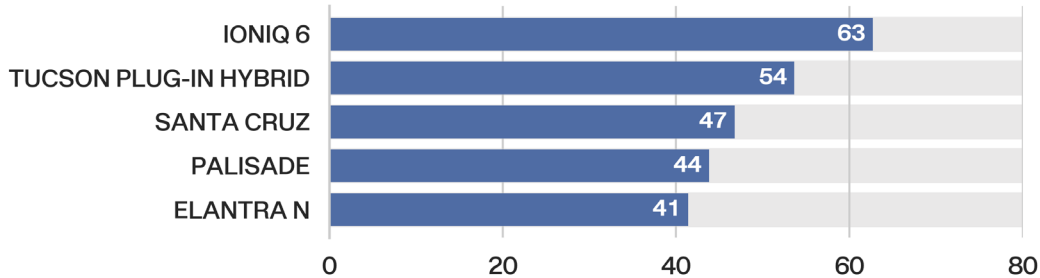
-2% (MoM)
-4% (YoY)
48% of Listings
Not Viewed

+4% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



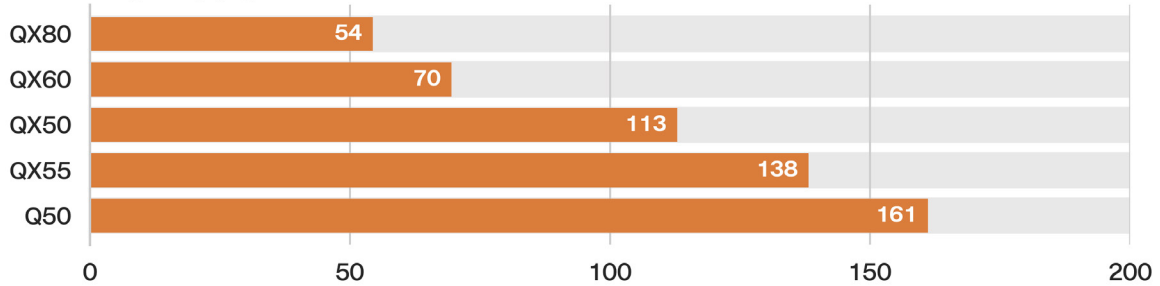


- > Infiniti had a market high correction of day supply both QoQ and YoY, down 20 days for the quarter and 5 days for the year to 86 days as sales rose by 17%.
- > The QX80 saw the largest increase in list price QoQ as the 2025s are priced significantly higher than the 2024s. It also saw the largest decrease in aged inventory QoQ of 72% down to 27% thanks to the fresh inventory.

NEW

<p>+17% (MoM) Sales Volume Change</p>	<p>-20 Days (MoM) -5 Days (YoY) 86 Day Supply</p>	<p>-19% (MoM) +4% (YoY) 52% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>-2% (MoM) -2% (YoY) 64% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+14% (MoM) +13% (YoY) 72% Carryover Over 45 Days as of 07/01/24</p>
<p>+1% (MoM) -1% (YoY) \$58,565 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+1% (MoM) 26% Sold With Markdown</p>	<p>-8% (MoM) -3% (YoY) 60% of Listings Not Viewed</p>	<p>+24% (MoM) Demand</p>

Day Supply





> All metrics move in line with the market.

USED

+1% (MoM)
Sales Volume
Change

-1 Days (MoM)
NC Days (YoY)
39 Day Supply

-2% (MoM)
-1% (YoY)
46% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-3% (YoY)
42% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+2% (YoY)
50% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-10% (YoY)
\$26,870 Price
Avg Last Listed

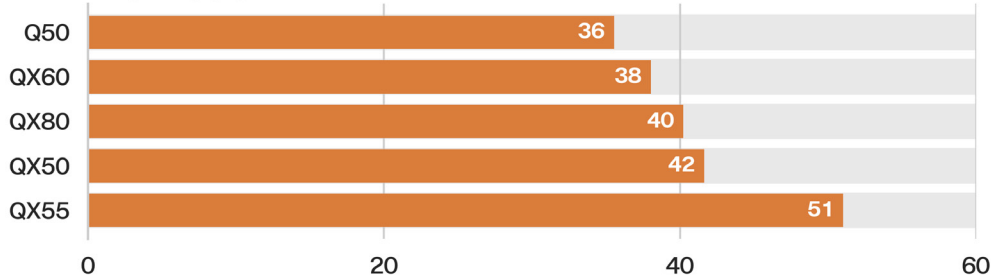
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
46% Sold
With Markdown

-5% (MoM)
-9% (YoY)
36% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Day Supply

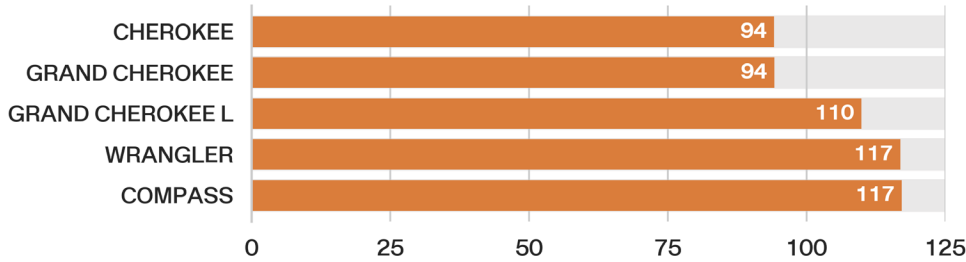


- › Jeep recorded the largest YoY price drop of 6%, with significant markdowns across all models except the Wagoneer and Wrangler.
- › The Gladiator saw one of the steepest price reductions in the market, down 7% YoY.

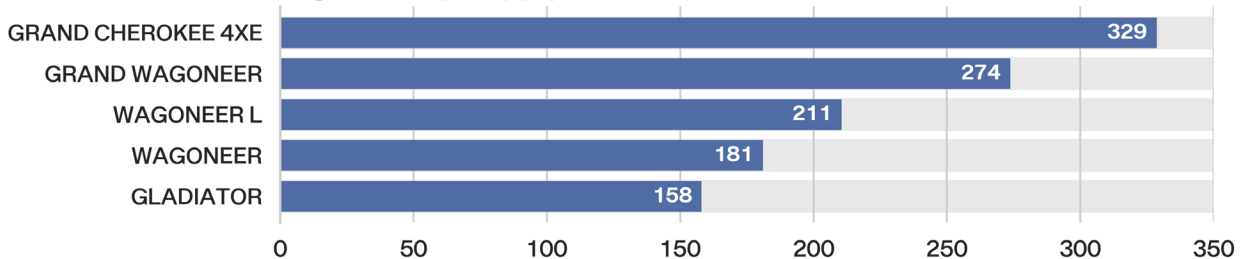
NEW

<p>+9% (MoM) Sales Volume Change</p>	<p>+6 Days (MoM) +52 Days (YoY) 125 Day Supply</p>	<p>+1% (MoM) +9% (YoY) 62% Aged Inventory Over 45 Days Ending</p>	<p>+7% (MoM) +12% (YoY) 62% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+11% (MoM) +6% (YoY) 63% Carryover Over 45 Days as of 07/01/24</p>
<p>-4% (MoM) -6% (YoY) \$48,023 Price Avg Last Listed</p>	<p>NC (MoM) -7% Markdown Price Reduction</p>	<p>+7% (MoM) 49% Sold With Markdown</p>	<p>-9% (MoM) -10% (YoY) 51% of Listings Not Viewed</p>	<p>-4% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply

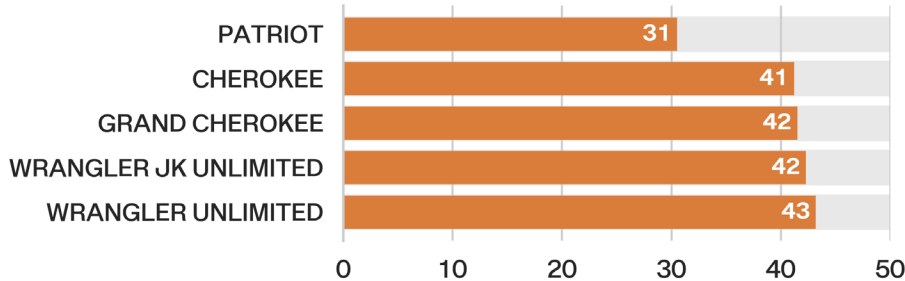


› The Grand Cherokee L had the largest decrease in list price of sold units in the market of 6% QoQ as it sat on a market high day supply of 57 days. However, sales did increase by over 30% QoQ.

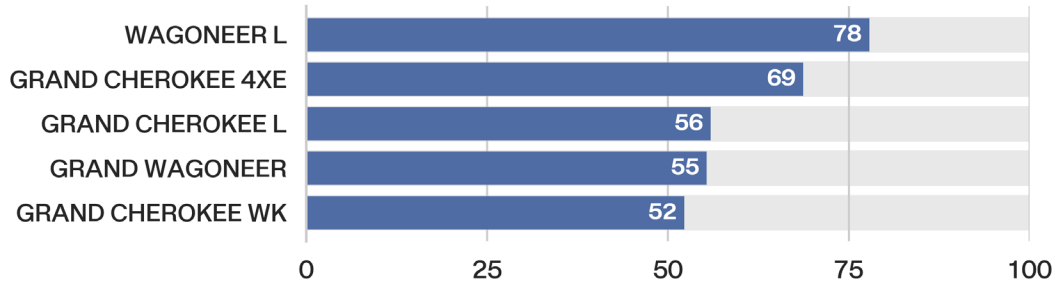
USED

<p>+2% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) NC Days (YoY) 44 Day Supply</p>	<p>-2% (MoM) NC (YoY) 50% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) NC (YoY) 49% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+8% (MoM) +6% (YoY) 54% Carryover Over 45 Days as of 07/01/24</p>
<p>-3% (MoM) -11% (YoY) \$24,998 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>+1% (MoM) 49% Sold With Markdown</p>	<p>-5% (MoM) -9% (YoY) 40% of Listings Not Viewed</p>	<p>+3% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



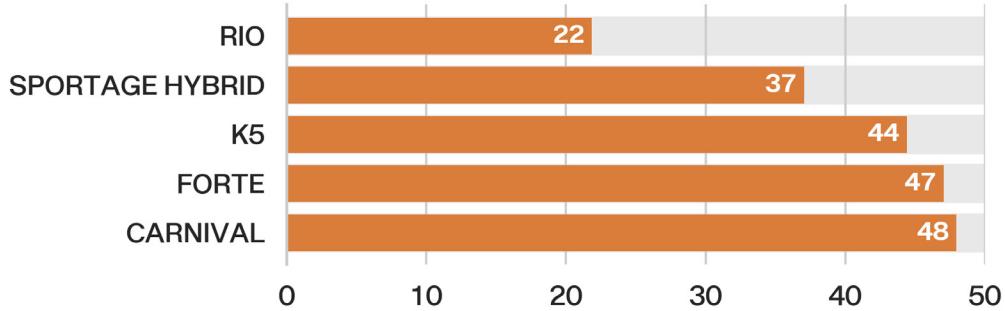


- › EV sales increased by 14% QoQ allowing day supply to drop by 21 days to a much healthier 61 days.
- › Hybrids outshone EVs as they increased sales by 27% but ended the quarter with significantly higher day supply and inventory that could cause future aging challenges.
- › Much needed fresh inventory allowed the K5 to more than double sales QoQ.

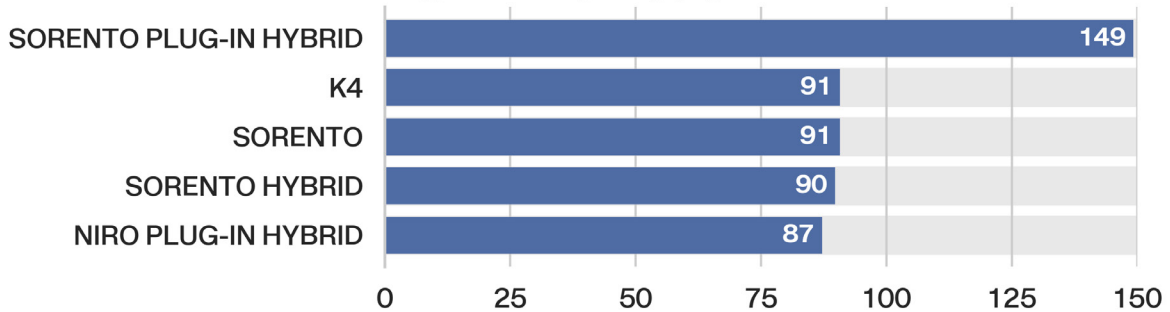
NEW

<p>+7% (MoM) Sales Volume Change</p>	<p>+8 Days (MoM) +34 Days (YoY) 60 Day Supply</p>	<p>NC (MoM) +20% (YoY) 43% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+5% (MoM) +24% (YoY) 38% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+5% (MoM) +19% (YoY) 44% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) +4% (YoY) \$34,640 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>+4% (MoM) 26% Sold With Markdown</p>	<p>-1% (MoM) +8% (YoY) 51% of Listings Not Viewed</p>	<p>-13% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply





› Kia EVs had the largest drop in list price for sold units QoQ of 10%.

USED

-1% (MoM)
Sales Volume
Change

NC (MoM)
-7% (YoY)
\$19,488 Price
Avg Last Listed

-2 Days
(MoM)
-3 Days
(YoY)
36 Day Supply

NC (MoM)
-6% Markdown
Price Reduction

-4% (MoM)
-2% (YoY)
43% Aged Inventory
Over 45 Days Ending
09/30/24

+2% (MoM)
40% Sold
With Markdown

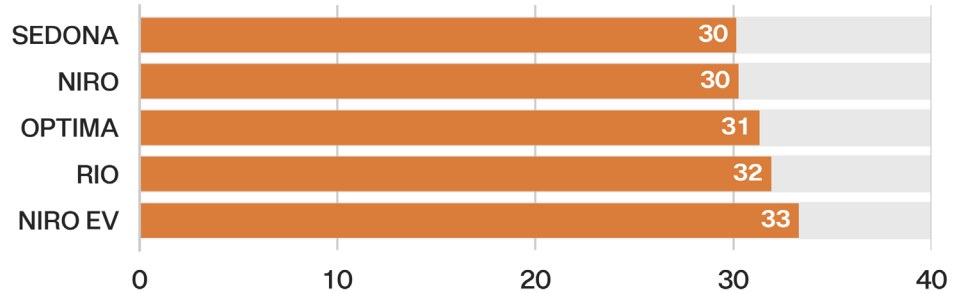
+1% (MoM)
-3% (YoY)
42% Aged Sales
Over 45 Days as of
09/30/24

-4% (MoM)
-10% (YoY)
43% of Listings
Not Viewed

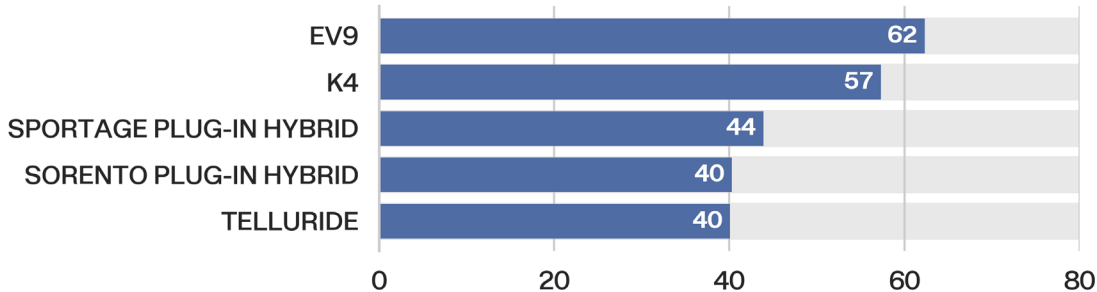
+12% (MoM)
+5% (YoY)
50% Carryover
Over 45 Days as of
07/01/24

+7% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

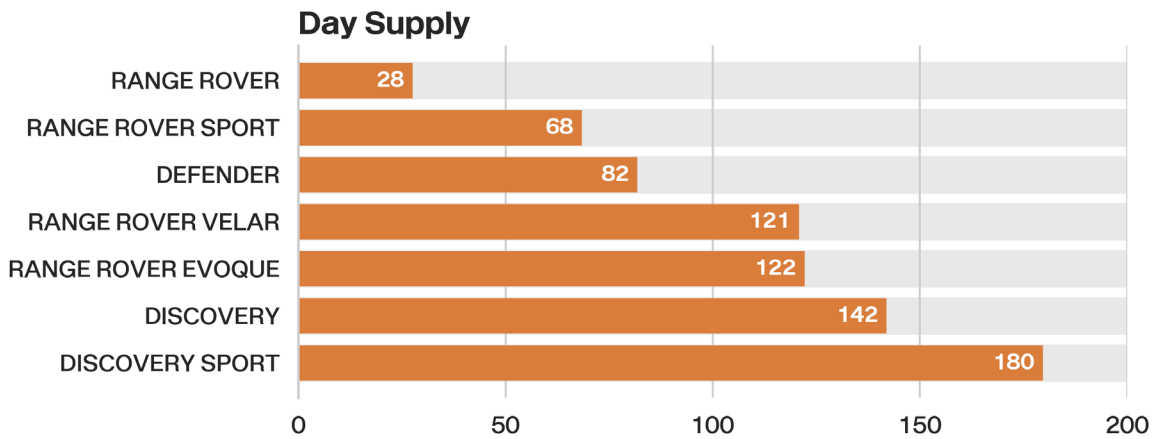




> Range Rover Sport sales increased by 27% QoQ as the Range Rover fell by 24%. However, an influx of fresh inventory at the end of the quarter should allow Range Rover sales to rebound as day supply increased by 8 days to 27 days.

NEW

<p>+7% (MoM) Sales Volume Change</p>	<p>+20 Days (MoM) +39 Days (YoY) 84 Day Supply</p>	<p>+6% (MoM) +15% (YoY) 56% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+12% (MoM) +20% (YoY) 45% Aged Sales</p>	<p>+12% (MoM) +18% (YoY) 51% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) +2% (YoY) \$90,638 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 5% Sold With Markdown</p>	<p>+4% (MoM) -2% (YoY) 42% of Listings Not Viewed</p>	<p>-23% (MoM) Demand</p>





> Land Rover was the only brand to sell more units over 30 days on lot than under.

USED

+9% (MoM)
Sales Volume
Change

-1 Days (MoM)
+4 Days (YoY)
47 Day Supply

NC (MoM)
+5% (YoY)
53% Aged Inventory
Over 45 Days Ending
09/30/24

+4% (MoM)
+3% (YoY)
51% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+6% (YoY)
55% Carryover
Over 45 Days as of
07/01/24

-2% (MoM)
-9% (YoY)
\$40,997 Price
Avg Last Listed

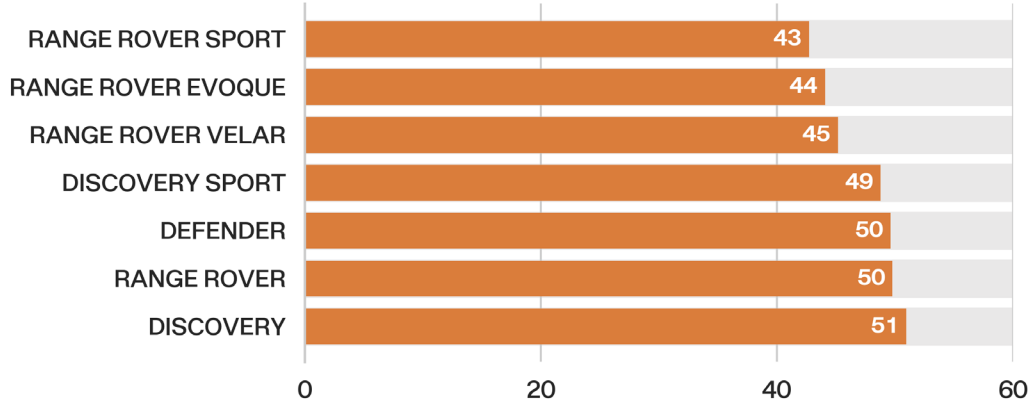
NC (MoM)
-6% Markdown
Price Reduction

+3% (MoM)
50% Sold
With Markdown

+1% (MoM)
NC (YoY)
44% of Listings
Not Viewed

+4% (MoM)
Demand
Change

Day Supply

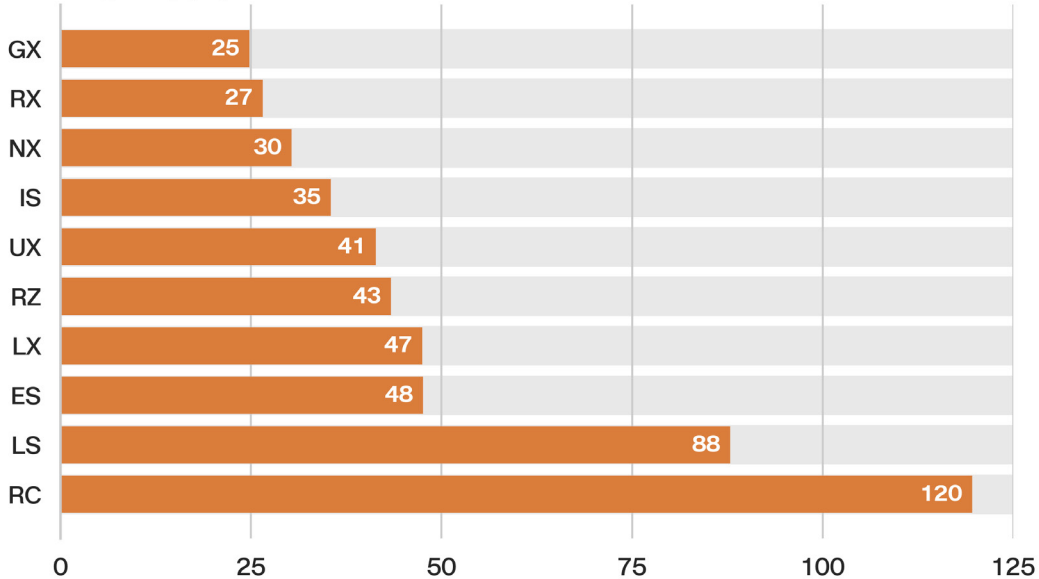


- > Lexus had the biggest decrease in EV sales QoQ, dropping by 15%, but has the tightest day supply at 43 days, over 15 days lower than the next competitor.
- > The NX started to see sales rebounds after the recalls caused sales to plummet.

NEW

<p>-3% (MoM) Sales Volume Change</p>	<p>-7 Days (MoM) -3 Days (YoY) 32 Day Supply</p>	<p>-14% (MoM) -1% (YoY) 21% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>-6% (MoM) +9% (YoY) 24% Aged Sales Over 45 Days as of 09/30/24</p>	<p>-9% (MoM) +22% (YoY) 36% Carryover Over 45 Days as of 07/01/24</p>
<p>-3% (MoM) +1% (YoY) \$57,440 Price Avg Last Listed</p>	<p>NC (MoM) -2% Markdown Price Reduction</p>	<p>-3% (MoM) 9% Sold With Markdown</p>	<p>-11% (MoM) -3% (YoY) 42% of Listings Not Viewed</p>	<p>+24% (MoM) Demand</p>

Day Supply

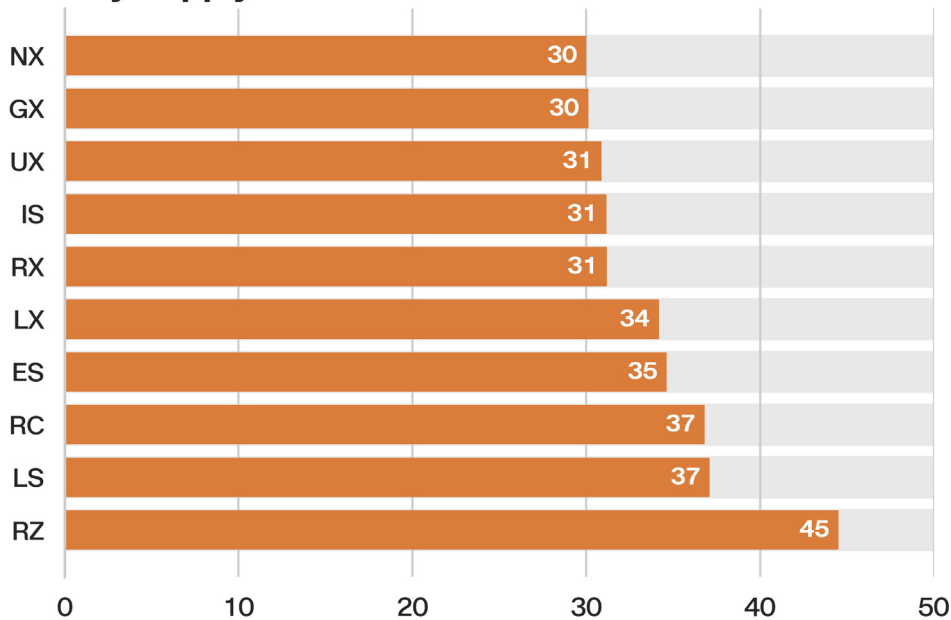


- › Lexus had the biggest drop in day supply YoY of 5 days down to 31 days, the lowest in the market.
- › The GX had the highest drop across all models YoY of 13 days down to 30 days.

USED

<p>+3% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) -5 Days (YoY) 31 Day Supply</p>	<p>-2% (MoM) -6% (YoY) 37% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) -7% (YoY) 38% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+4% (MoM) -3% (YoY) 41% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -3% (YoY) \$36,000 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>NC (MoM) 41% Sold With Markdown</p>	<p>-5% (MoM) -5% (YoY) 35% of Listings Not Viewed</p>	<p>+4% (MoM) Demand Change</p>

Day Supply





- > The Corsair and Navigator had the highest day supply in the market at 187 and 183 days respectively.
- > The Aviator made drastic changes over the year with the highest correction to day supply of over 150 days YoY.

NEW

<p>+12% (MoM) Sales Volume Change</p>	<p>+8 Days (MoM) +61 Days (YoY) 149 Day Supply</p>	<p>-1% (MoM) +20% (YoY) 65% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>NC (MoM) +28% (YoY) 74% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+5% (MoM) +19% (YoY) 67% Carryover Over 45 Days as of 07/01/24</p>
<p>+2% (MoM) +10% (YoY) \$61,750 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>-2% (MoM) 35% Sold With Markdown</p>	<p>-6% (MoM) -9% (YoY) 59% of Listings Not Viewed</p>	<p>-5% (MoM) Demand Change</p>

Day Supply

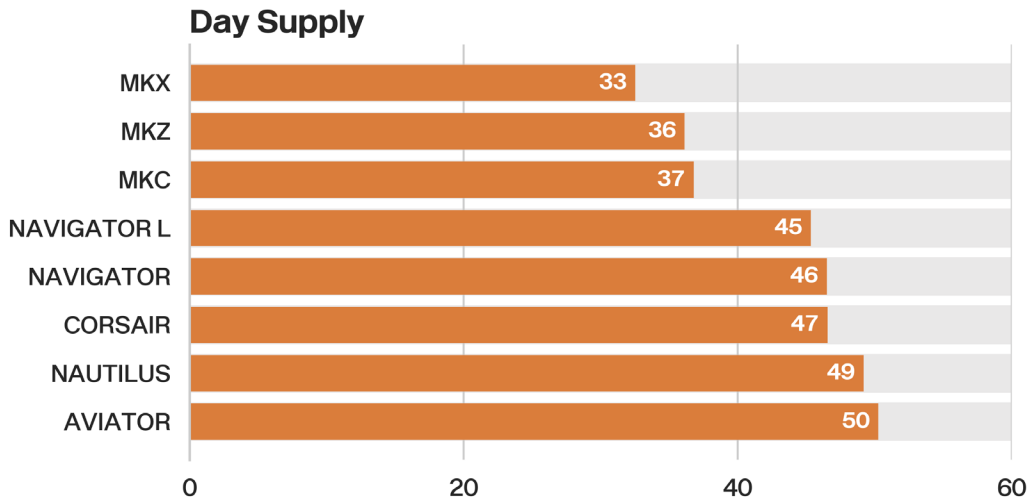
Model	Day Supply
NAUTILUS	118
AVIATOR	128
NAVIGATOR	182
CORSAIR	186
NAVIGATOR L	192



> All metrics move in line with the market.

USED

-1% (MoM) Sales Volume Change	-1 Days (MoM) -2 Days (YoY) 44 Day Supply	-3% (MoM) -1% (YoY) 51% Aged Inventory Over 45 Days Ending 09/30/24	-1% (MoM) -1% (YoY) 47% Aged Sales Over 45 Days as of 09/30/24	+5% (MoM) +6% (YoY) 55% Carryover Over 45 Days as of 07/01/24
-1% (MoM) -10% (YoY) \$29,698 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-1% (MoM) 44% Sold With Markdown	-7% (MoM) -9% (YoY) 44% of Listings Not Viewed	+2% (MoM) Demand Change



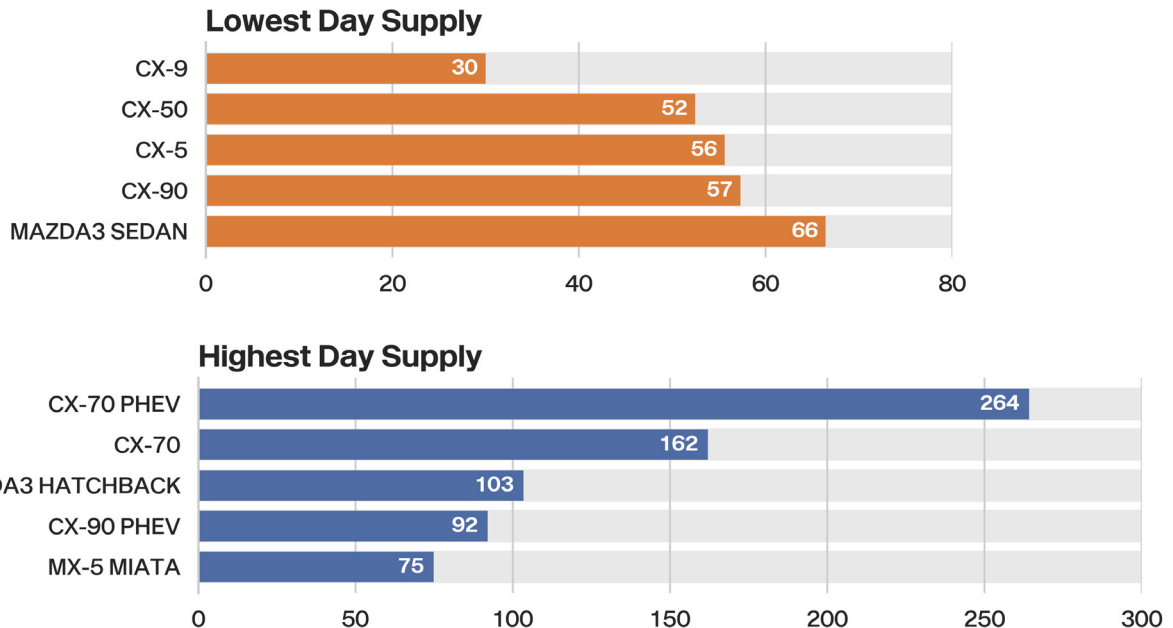


mazda

- > The CX-90 performed very well, more than doubling sales QoQ, making up 12% of Mazda's sales for the quarter.
- > The newly released CX-70 made up just 2% of the quarter's sales and currently sits on a day supply over 150 days.

NEW

<p>+16% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) +28 Days (YoY) 67 Day Supply</p>	<p>-14% (MoM) +13% (YoY) 38% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) +2% (YoY) 46% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+2% (MoM) +17% (YoY) 53% Carryover Over 45 Days as of 07/01/24</p>
<p>+1% (MoM) +4% (YoY) \$33,025 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-1% (MoM) 21% Sold With Markdown</p>	<p>-4% (MoM) +6% (YoY) 59% of Listings Not Viewed</p>	<p>+1% (MoM) Demand Change</p>





mazda

- › The CX-90 had the highest percent of units sold with a markdown for the quarter at 62%.
- › Mazda had the largest decrease in day supply for hybrids YoY of 20 days down to 60 days. Inventory also saw a market high decrease of 10% MoM.

USED

+7% (MoM)
Sales Volume
Change

-4 Days (MoM)
-2 Days (YoY)
33 Day Supply

-4% (MoM)
+1% (YoY)
39% Aged Inventory
Over 45 Days Ending
09/30/24

+2% (MoM)
-1% (YoY)
42% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+5% (YoY)
45% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
-7% (YoY)
\$22,998 Price
Avg Last Listed

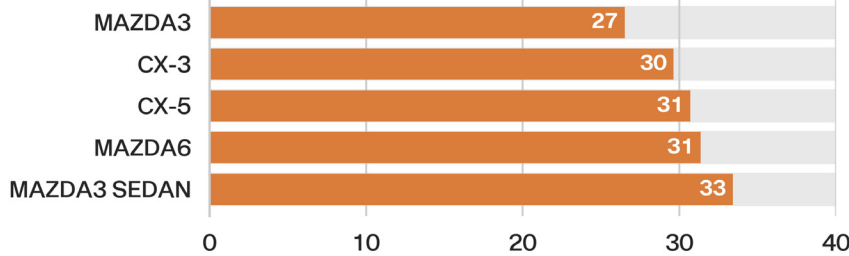
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
42% Sold
With Markdown

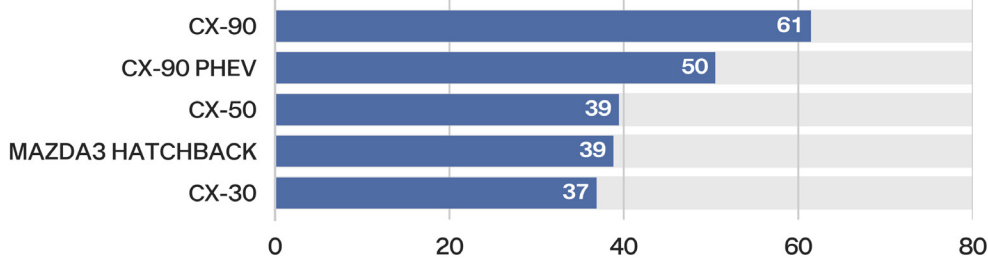
-4% (MoM)
-8% (YoY)
38% of Listings
Not Viewed

+13%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply



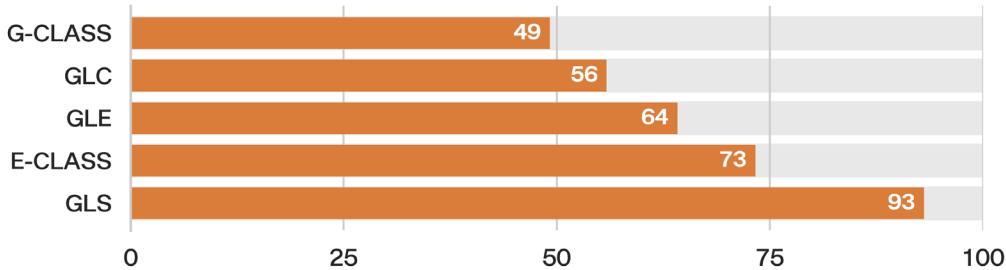


- › Mercedes-Benz saw the largest decrease in last listed price as the lower valued GLC made up a higher percentage of quarter sales to surpass the GLE.
- › An influx of EV inventory at the end of last quarter allowed EV sales to increase by over 50% QoQ after a tough Q2.

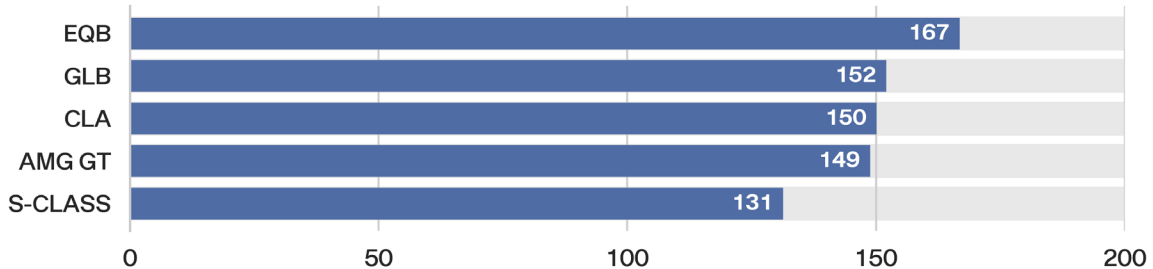
NEW

+31% (MoM) Sales Volume Change	+3 Days (MoM) +39 Days (YoY) 93 Day Supply	-2% (MoM) +3% (YoY) 54% Aged Inventory Over 45 Days Ending 09/30/24	+12% (MoM) +12% (YoY) 50% Aged Sales Over 45 Days as of 09/30/24	+7% (MoM) +16% (YoY) 57% Carryover Over 45 Days as of 07/01/24
-6% (MoM) -1% (YoY) \$69,635 Price Avg Last Listed	+1% (MoM) -2% Markdown Price Reduction	+1% (MoM) 5% Sold With Markdown	-2% (MoM) +3% (YoY) 49% of Listings Not Viewed	-2% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





> All metrics move in line with the market.

USED

+7% (MoM)
Sales Volume
Change

-1 Days (MoM)
NC Days (YoY)
44 Day Supply

-3% (MoM)
NC (YoY)
50% Aged Inventory
Over 45 Days Ending
09/30/24

+1% (MoM)
-2% (YoY)
47% Aged Sales
Over 45 Days as of
09/30/24

+6% (MoM)
+6% (YoY)
55% Carryover
Over 45 Days as of
07/01/24

-2% (MoM)
-9% (YoY)
\$35,499 Price
Avg Last Listed

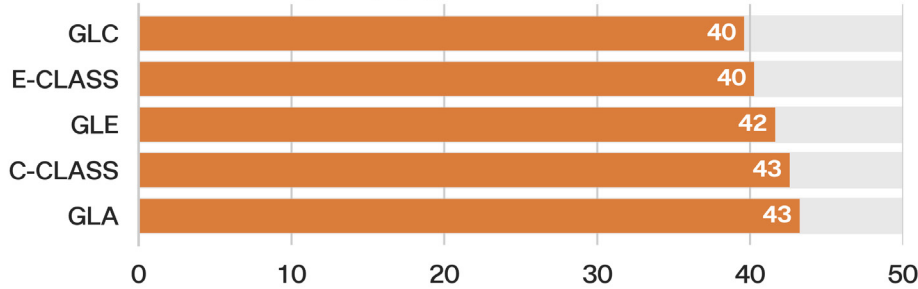
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
44% Sold
With Markdown

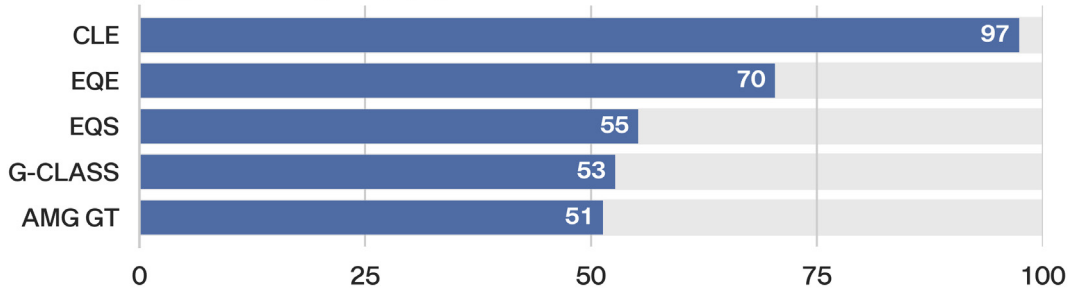
-6% (MoM)
-4% (YoY)
37% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



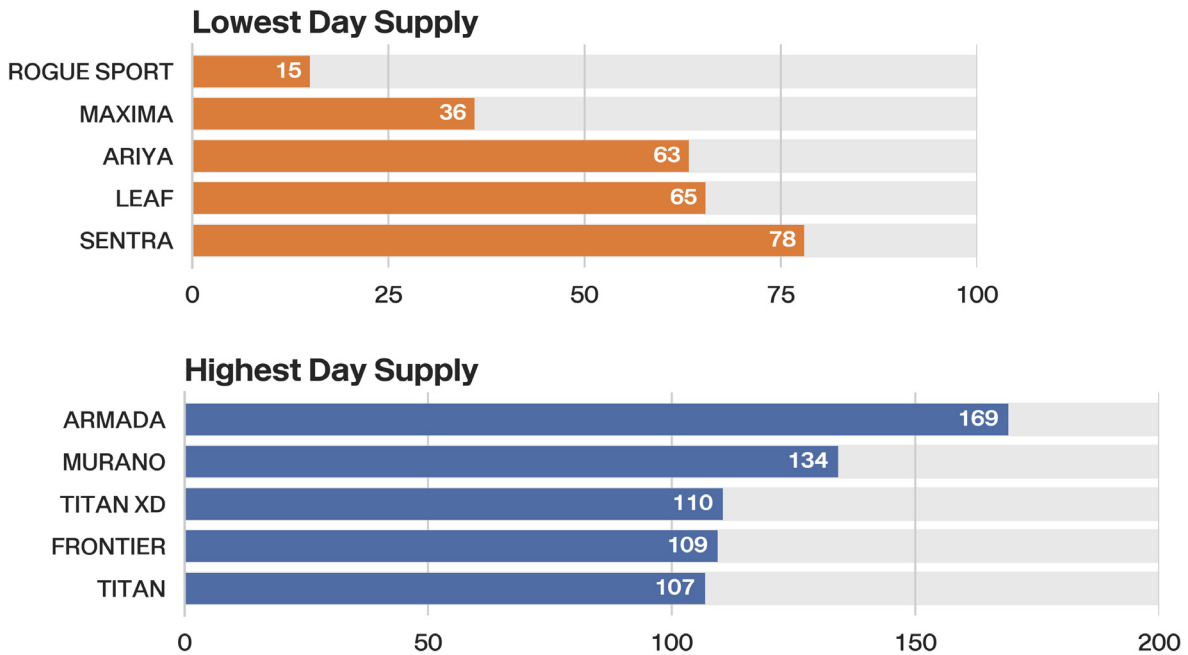
Highest Day Supply



- > Nissan was able to reduce aged inventory by 12% QoQ to 52%, selling through slightly more aged vehicles and introducing fresh inventory. The Altima and Sentra both reduced aged inventory by over 20%.
- > The Murano had the largest correction in day supply QoQ of 77 days down to 134 days.

NEW

<p>+ 5% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) +40 Days (YoY) 94 Day Supply</p>	<p>-10% (MoM) +17% (YoY) 52% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+2% (MoM) +28% (YoY) 65% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+9% (MoM) +31% (YoY) 63% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -4% (YoY) \$31,424 Price Avg Last Listed</p>	<p>-1% (MoM) -6% Markdown Price Reduction</p>	<p>+3% (MoM) 43% Sold With Markdown</p>	<p>-5% (MoM) +3% (YoY) 62% of Listings Not Viewed</p>	<p>+7% (MoM) Demand Change</p>

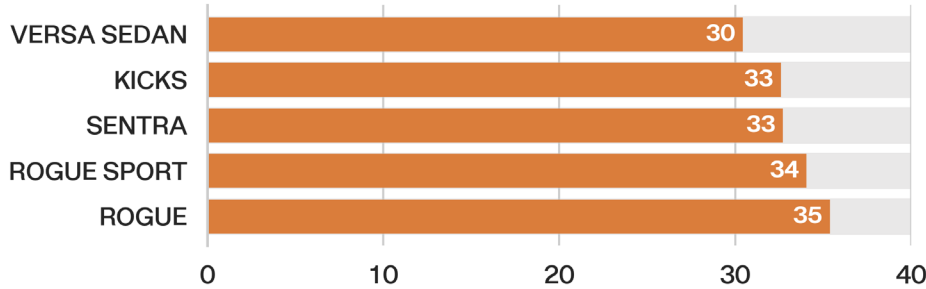


> The Pathfinder had the biggest increase in list price QoQ of nearly 14% but sales increased regardless, up 16% QoQ.

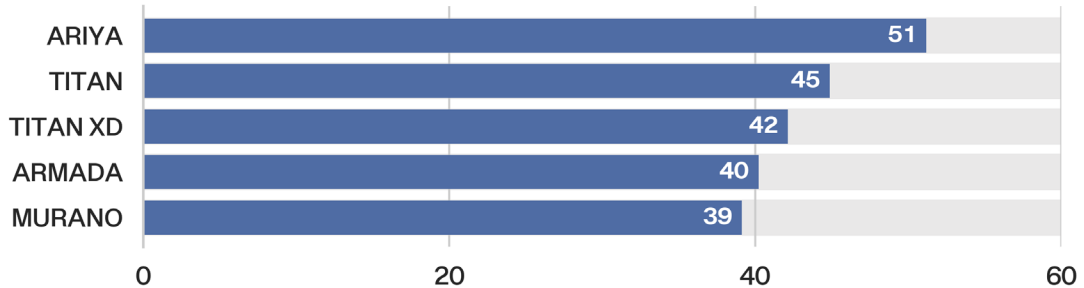
USED

<p>+3% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) NC Days (YoY) 37 Day Supply</p>	<p>-4% (MoM) NC (YoY) 44% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) NC (YoY) 42% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+10% (MoM) +7% (YoY) 50% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -9% (YoY) \$19,999 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 42% Sold With Markdown</p>	<p>-5% (MoM) -7% (YoY) 46% of Listings Not Viewed</p>	<p>+7% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



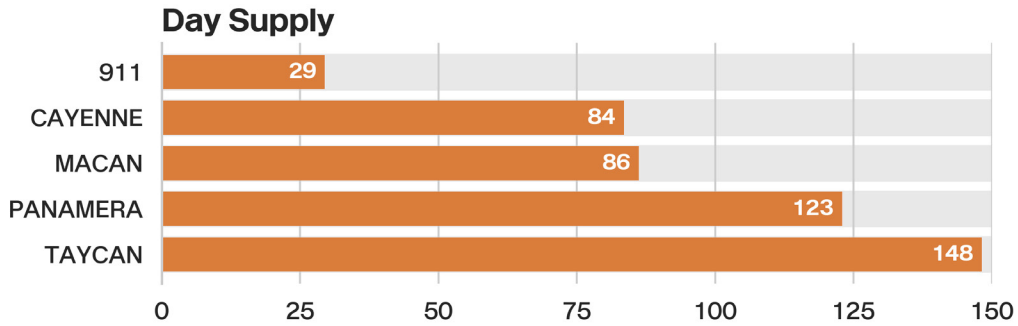


PORSCHE

> The Macan bypassed the Cayenne and was the top seller for Q3 with sales rising by 20% QoQ.

NEW

<p>+16% (MoM) Sales Volume Change</p>	<p>+4 Days (MoM) +15 Days (YoY) 81 Day Supply</p>	<p>+2% (MoM) NC (YoY) 49% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+11% (MoM) +8% (YoY) 54% Aged Sales Over 45 Days as of 09/30/24</p>	<p>-5% (MoM) -9% (YoY) 48% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) +2% (YoY) \$100,010 Price Avg Last Listed</p>	<p>-1% (MoM) -7% Markdown Price Reduction</p>	<p>NC (MoM) 3% Sold With Markdown</p>	<p>+1% (MoM) -7% (YoY) 41% of Listings Not Viewed</p>	<p>-3% (MoM) Demand Change</p>



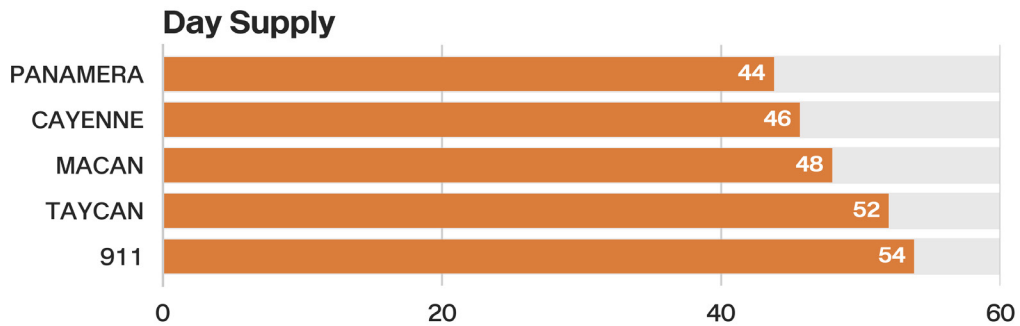


PORSCHE

> All metrics move in line with the market.

USED

+11% (MoM) Sales Volume Change	NC Days (MoM) +2 Days (YoY) 48 Day Supply	+1% (MoM) +4% (YoY) 54% Aged Inventory Over 45 Days Ending 09/30/24	+3% (MoM) NC (YoY) 50% Aged Sales Over 45 Days as of 09/30/24	+4% (MoM) +4% (YoY) 55% Carryover Over 45 Days as of 07/01/24
-1% (MoM) -2% (YoY) \$63,900 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+2% (MoM) 44% Sold With Markdown	-9% (MoM) -1% (YoY) 34% of Listings Not Viewed	+2% (MoM) Demand Change





RAM

- > Ram had the highest YoY increase in day supply, doubling to 164 days.
- > Even with one of the largest reductions in list price QoQ for hybrids of 7%, 1500 hybrid sales continued to fall.

NEW

+6% (MoM)
Sales Volume
Change

+21 Days (MoM)
+85 Days (YoY)
167 Day Supply

+5% (MoM)
+19% (YoY)
70% Aged Inventory
Over 45 Days Ending
09/30/24

+4% (MoM)
+14% (YoY)
69% Aged Sales
Over 45 Days as of
09/30/24

+3% (MoM)
+14% (YoY)
65% Carryover
Over 45 Days as of
07/01/24

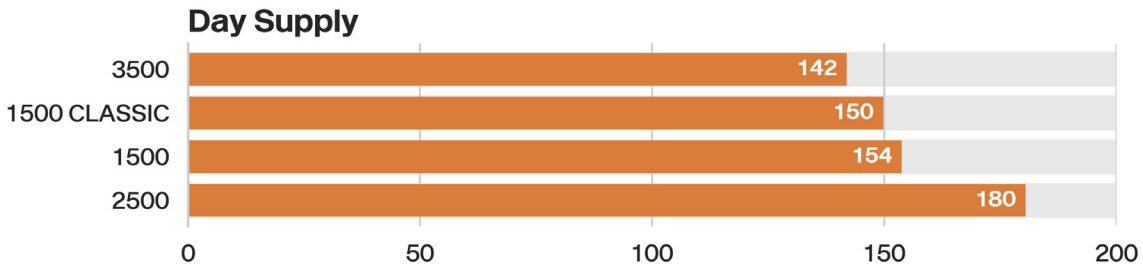
-2% (MoM)
-1% (YoY)
\$60,662 Price
Avg Last Listed

NC (MoM)
-8% Markdown
Price Reduction

+1% (MoM)
51% Sold
With Markdown

-7% (MoM)
-6% (YoY)
50% of Listings
Not Viewed

-11% (MoM)
Demand





RAM

> All metrics move in line with the market.

USED

-4% (MoM)
Sales Volume
Change

+1 Days (MoM)
-2 Days (YoY)
42 Day Supply

-1% (MoM)
-1% (YoY)
48% Aged Inventory
Over 45 Days Ending
09/30/24

-1% (MoM)
-2% (YoY)
44% Aged Sales
Over 45 Days as of
09/30/24

+2% (MoM)
+3% (YoY)
52% Carryover
Over 45 Days as of
07/01/24

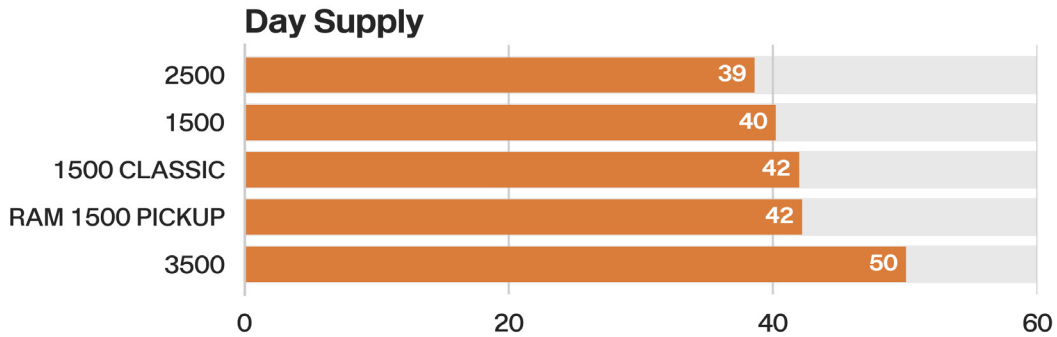
-2% (MoM)
-13% (YoY)
\$34,017 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
44% Sold
With Markdown

-5% (MoM)
-11% (YoY)
37% of Listings
Not Viewed

-1% (MoM)
Demand
Change





- > The Crosstrek gained momentum, increasing sales by 33% QoQ as day supply fell by 13 days to 49 days, the lowest of all Subaru models.
- > Forester sales dropped another 14% QoQ as it dealt with supply constraints most of the quarter. Larger volumes of the 2025 model year became available late in September and should allow sales to rebound in October.

NEW

+8% (MoM)
Sales Volume
Change

-3 Days (MoM)
+20 Days (YoY)
55 Day Supply

-6% (MoM)
+18% (YoY)
33% Aged Inventory
Over 45 Days Ending
09/30/24

-5% (MoM)
+26% (YoY)
46% Aged Sales
Over 45 Days as of
09/30/24

-2% (MoM)
+23% (YoY)
40% Carryover
Over 45 Days as of
07/01/24

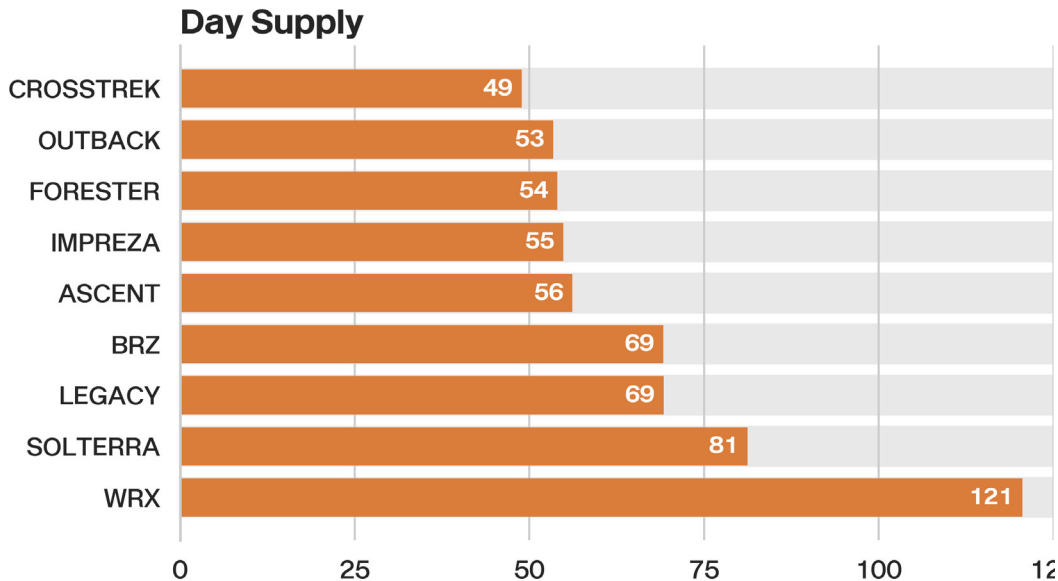
NC (MoM)
-1% (YoY)
\$35,235 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
27% Sold
With Markdown

-6% (MoM)
-4% (YoY)
42% of Listings
Not Viewed

+6% (MoM)
Demand
Change



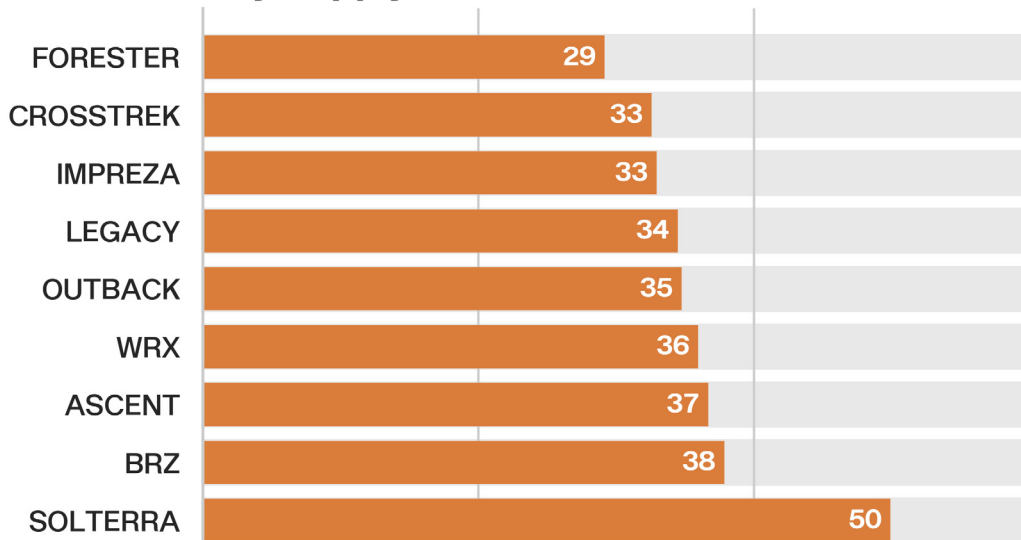


› Supply of Foresters continue to be problematic as day supply fell below 30 days.

USED SUBARU

+3% (MoM) Sales Volume Change	-4 Days (MoM) -2 Days (YoY) 33 Day Supply	-5% (MoM) -1% (YoY) 40% Aged Inventory Over 45 Days Ending 09/30/24	-2% (MoM) -1% (YoY) 39% Aged Sales Over 45 Days as of 09/30/24	+7% (MoM) +7% (YoY) 47% Carryover Over 45 Days as of 07/01/24
-2% (MoM) -10% (YoY) \$23,999 Price	NC (MoM) -5% Markdown Price Reduction	-3% (MoM) 41% Sold With Markdown	-6% (MoM) -6% (YoY) 43% of Listings Not Viewed	+14% (MoM) Demand

Day Supply





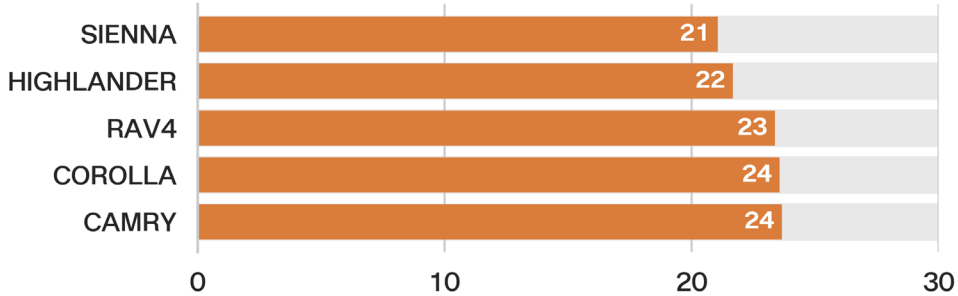
TOYOTA

- › Toyota claimed the top 5 rankings of models with the lowest day supply, the lowest being the Highlander at 19 days. The popular Rav4 grabbed the third spot at 22 days.
- › Toyota continued to dominate the hybrid market but shows sign of struggle in the EV space as sales fall by over 20% QoQ.

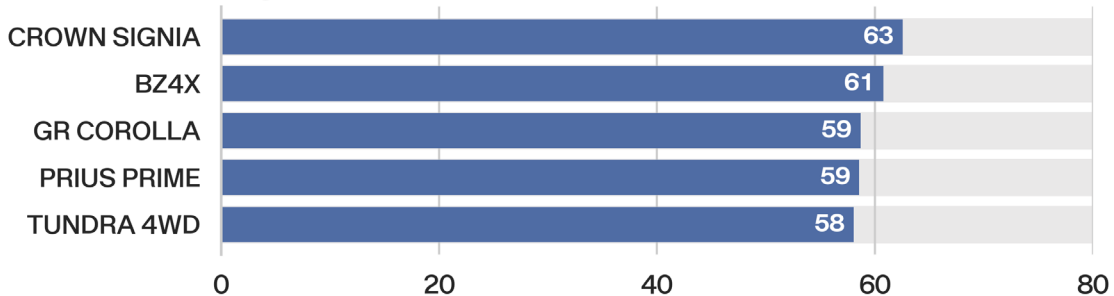
NEW

<p>-12% (MoM) Sales Volume Change</p>	<p>+5 Days (MoM) +6 Days (YoY) 33 Day Supply</p>	<p>+4% (MoM) +10% (YoY) 23% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>-1% (MoM) +5% (YoY) 15% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+1% (MoM) +11% (YoY) 21% Carryover Over 45 Days as of 07/01/24</p>
<p>-3% (MoM) NC (YoY) \$39,782 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-1% (MoM) 10% Sold With Markdown</p>	<p>+1% (MoM) -1% (YoY) 53% of Listings Not Viewed</p>	<p>-14% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply





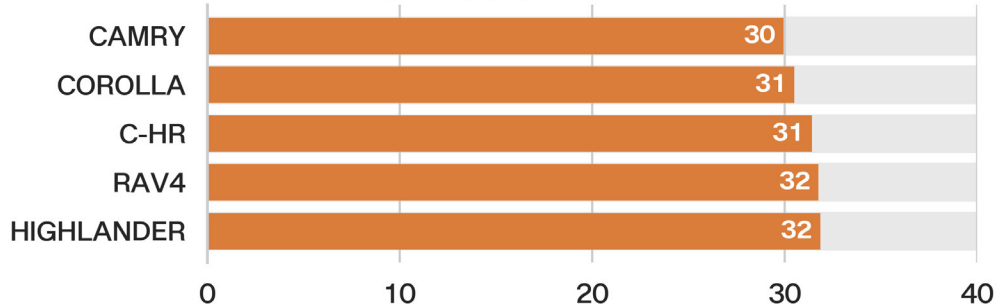
TOYOTA

- > Toyota saw a much-needed 10% increase in inventory, one of the largest in the industry.
- > The Tacoma 2WD saw the largest increase in day supply in the market, up 6 days QoQ to 42 days as both the 2WD and 4WD increased units sold over 30 days on lot by over 10% QoQ.
- > The Corolla saw one of the biggest decreases in sales, 13% QoQ as supply remains low.

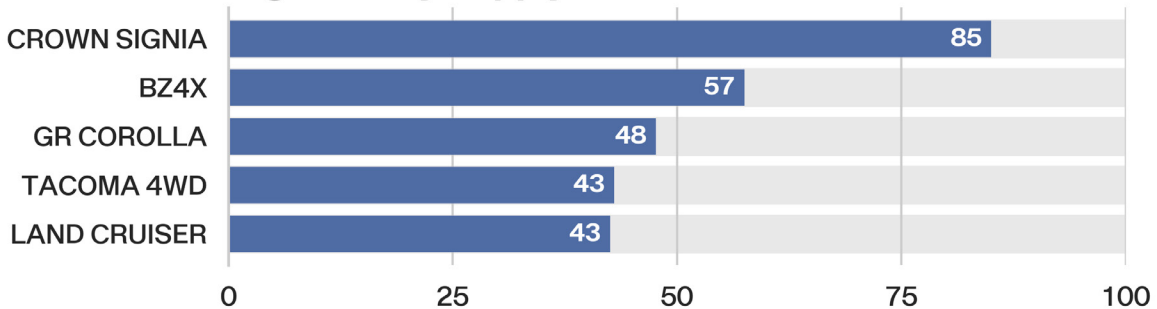
USED

-5% (MoM) Sales Volume Change	+1 Day (MoM) -1 Days (YoY) 33 Day Supply	NC (MoM) NC (YoY) 40% Aged Inventory Over 45 Days Ending 09/30/24	+1% (MoM) -3% (YoY) 37% Aged Sales Over 45 Days as of 09/30/24	+8% (MoM) +1% (YoY) 42% Carryover Over 45 Days as of 07/01/24
+2% (MoM) -3% (YoY) \$28,400 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-1% (MoM) 40% Sold With Markdown	-3% (MoM) -3% (YoY) 40% of Listings Not Viewed	-2% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

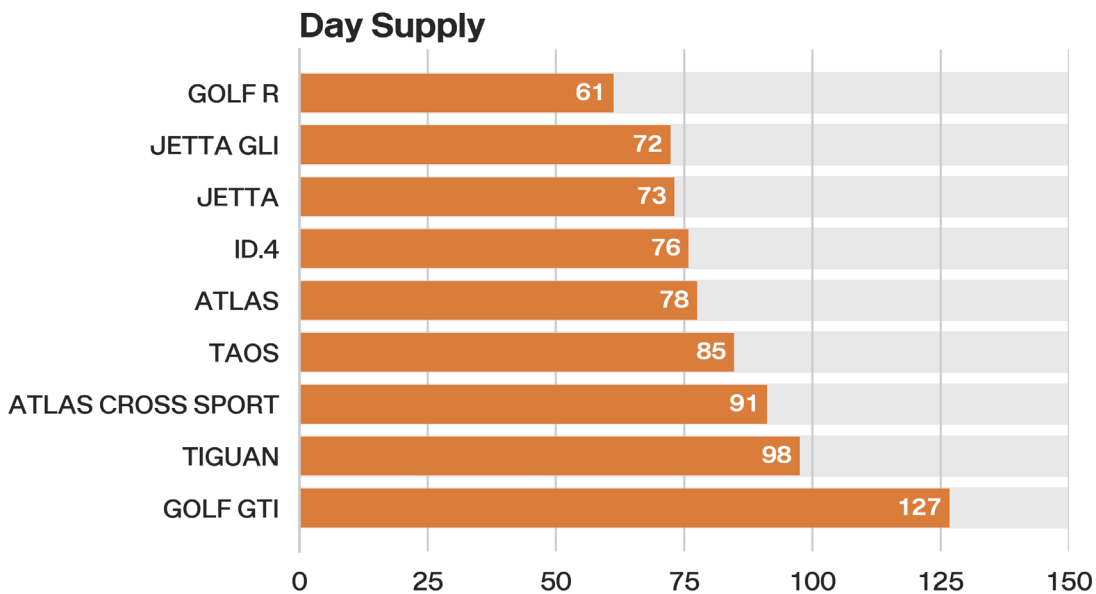




- > Jetta had a strong quarter, increasing sales by 37% QoQ armed with increased inventory to start the quarter. That volume came at a price as sold unit list prices fell by 4% and almost 50% of units sold had a markdown, up 12% QoQ, and markdown magnitude doubled to 6%.
- > A late in quarter stop sale on the ID.4 hindered sales slightly as volume grew by 6% QoQ while the market saw an almost 30% increase.

NEW

<p>+10% (MoM) Sales Volume Change</p>	<p>+3 Days (MoM) +34 Days (YoY) 85 Day Supply</p>	<p>+1% (MoM) +19% (YoY) 54% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+2% (MoM) +21% (YoY) 53% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+1% (MoM) +18% (YoY) 54% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -3% (YoY) \$35,097 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>+1% (MoM) 37% Sold With Markdown</p>	<p>-5% (MoM) -2% (YoY) 46% of Listings Not Viewed</p>	<p>-2% (MoM) Demand Change</p>





- > Volkswagen had the largest decrease in list price of sold units QoQ of 4%.
- > The Taos saw the largest increase of sales among all models of over 40% QoQ as last listed price of sold units fell by 3%.

USED

NC (MoM)
Sales Volume
Change

-1 Days (MoM)
-3 Days (YoY)
37 Day Supply

-2% (MoM)
-1% (YoY)
44% Aged Inventory
Over 45 Days Ending
09/30/24

NC (MoM)
-2% (YoY)
43% Aged Sales
Over 45 Days as of
09/30/24

+6% (MoM)
+4% (YoY)
47% Carryover
Over 45 Days as of
07/01/24

-4% (MoM)
-12% (YoY)
\$21,000 Price
Avg Last Listed

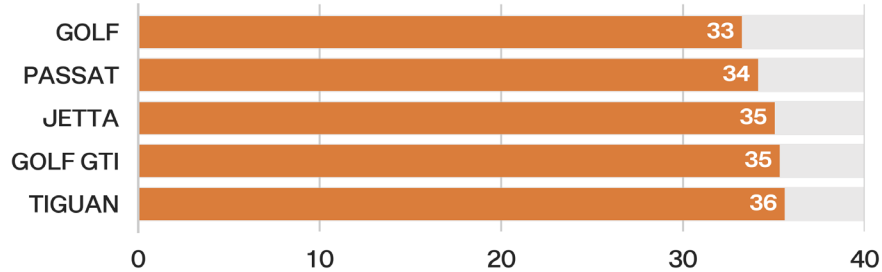
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
43% Sold
With Markdown

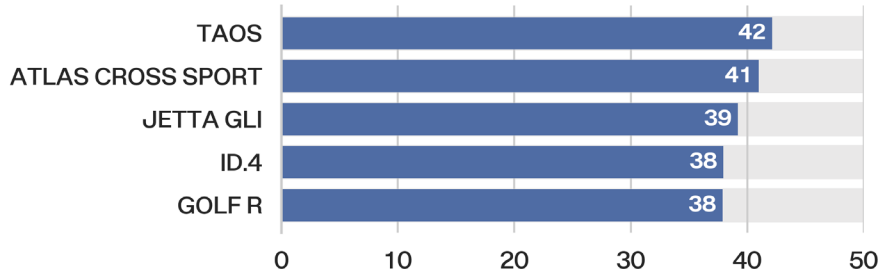
-3% (MoM)
-6% (YoY)
45% of Listings
Not Viewed

+4% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





> Volvo saw the largest increase in ending inventory of 57% QoQ as production ramped up and the XC60 and XC90 PHEVs were released. Newly listed new vehicles increased by over 80% QoQ. This increase in production caused a market high increase of day supply of 24 days QoQ to 129 days as well as an 11% increase on units sold with a markdown.

NEW

+5% (MoM)
Sales Volume
Change

+24 Days (MoM)
+38 Days (YoY)
127 Day Supply

-14% (MoM)
-7% (YoY)
55% Aged Inventory
Over 45 Days Ending
09/30/24

NC (MoM)
+1% (YoY)
69% Aged Sales
Over 45 Days as of
09/30/24

+7% (MoM)
+22% (YoY)
69% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
+5% (YoY)
\$62,570 Price
Avg Last Listed

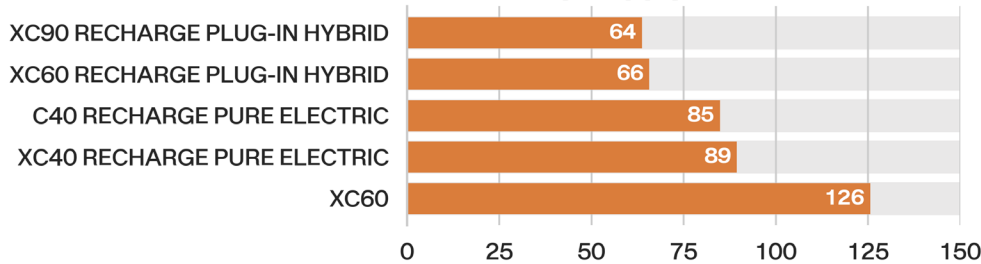
NC (MoM)
-4% Markdown
Price Reduction

+11% (MoM)
29% Sold
With Markdown

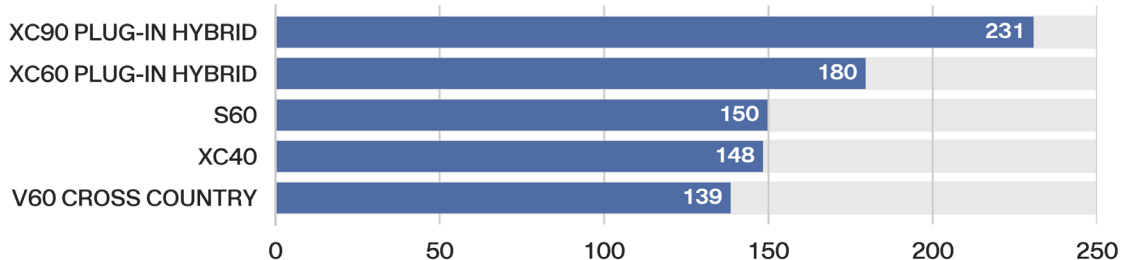
-3% (MoM)
-8% (YoY)
40% of Listings
Not Viewed

-18%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply



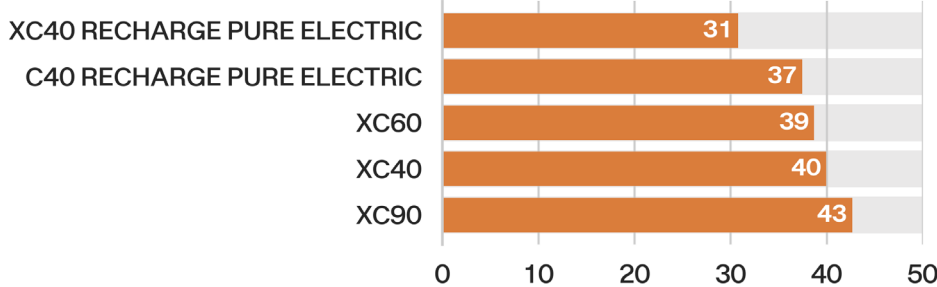


- > Volvo had the biggest increase in sales of 23% QoQ as inventory grew by 12%.
- > Increased sales dropped day supply by a market high of 6 days QoQ to 41 days driven by a 9 day drop in the XC40.

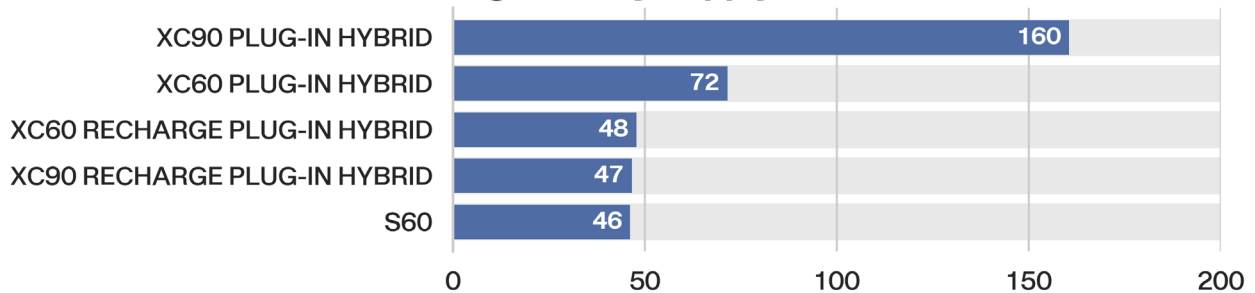
USED

<p>+23% (MoM) Sales Volume Change</p>	<p>-6 Day (MoM) -2 Days (YoY) 41 Day Supply</p>	<p>-6% (MoM) -2% (YoY) 45% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p>+1% (MoM) -1% (YoY) 49% Aged Sales Over 45 Days as of 09/30/24</p>	<p>+11% (MoM) +4% (YoY) 53% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -8% (YoY) \$32,995 Price Avg Last Listed</p>	<p>-1% (MoM) -5% Markdown Price Reduction</p>	<p>+2% (MoM) 52% Sold With Markdown</p>	<p>-3% (MoM) +1% (YoY) 39% of Listings Not Viewed</p>	<p>+16% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply





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

> 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**

SIGN UP

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