

# VINCENSUS

2024 **SEPTEMBER**

We are pleased to present you with the September 2024 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

As the summer demand wave receded, September marked a cooling in both the new and used vehicle markets. New vehicle demand saw a slight drop of 2% MoM, while used vehicle sales experienced a steeper decline of 10%. The easing demand, coupled with increased inventory, led to a slight rise in vehicle day supply for both new and used. Fresh inventory of 2025 models, which made up more than half of all newly listed vehicles, also contributed to a 5% MoM increase in the percent of aging 2024 model year units. Hybrids continued to improve performance, faring better than gas vehicles for both new and used. Dealerships, particularly those using platforms like Lotlinx, managed carryover and aged inventory more effectively, setting the stage for a competitive holiday season.

### New Vehicles:

- New vehicle sales fell slightly MoM as day supply continued to creep up, increasing by 4 days to 76 days, an increase of 27 days YoY.
- Aging saw small improvements as fresh 2025 units entered the market, accounting for over half of all newly listed vehicles. However, 2024 model year aged units increased by 5% MoM.

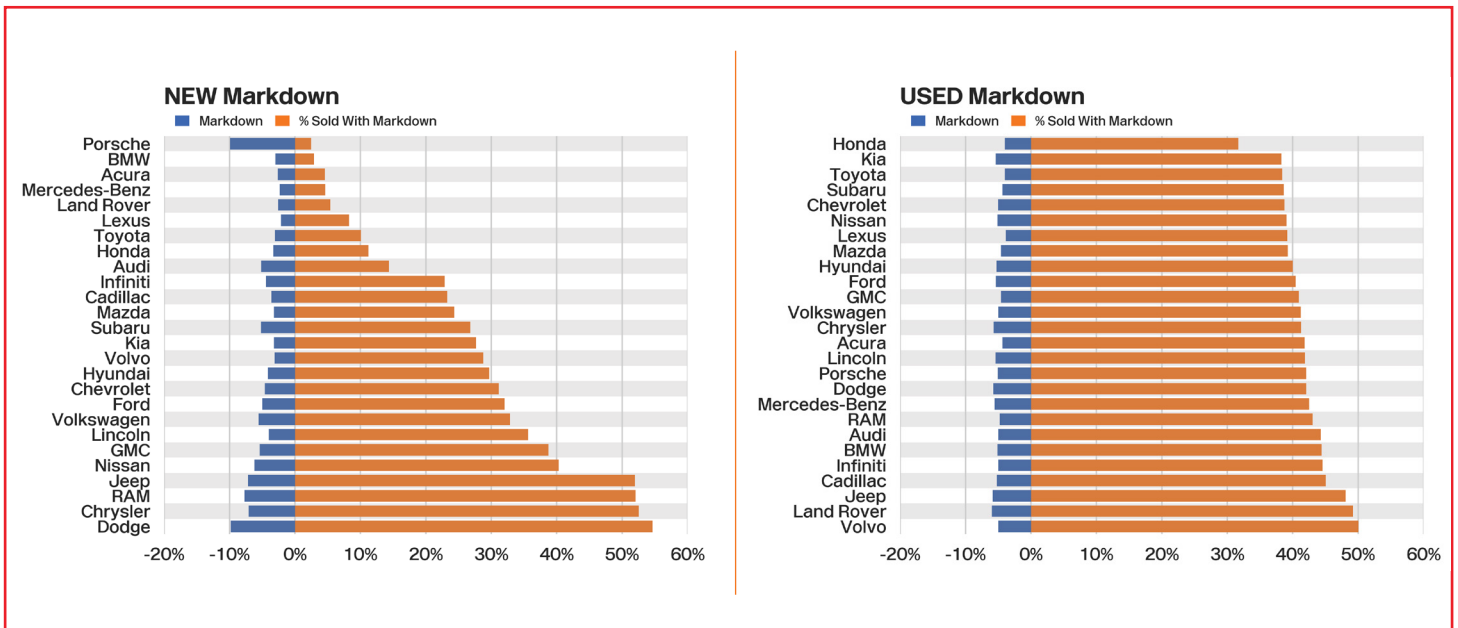
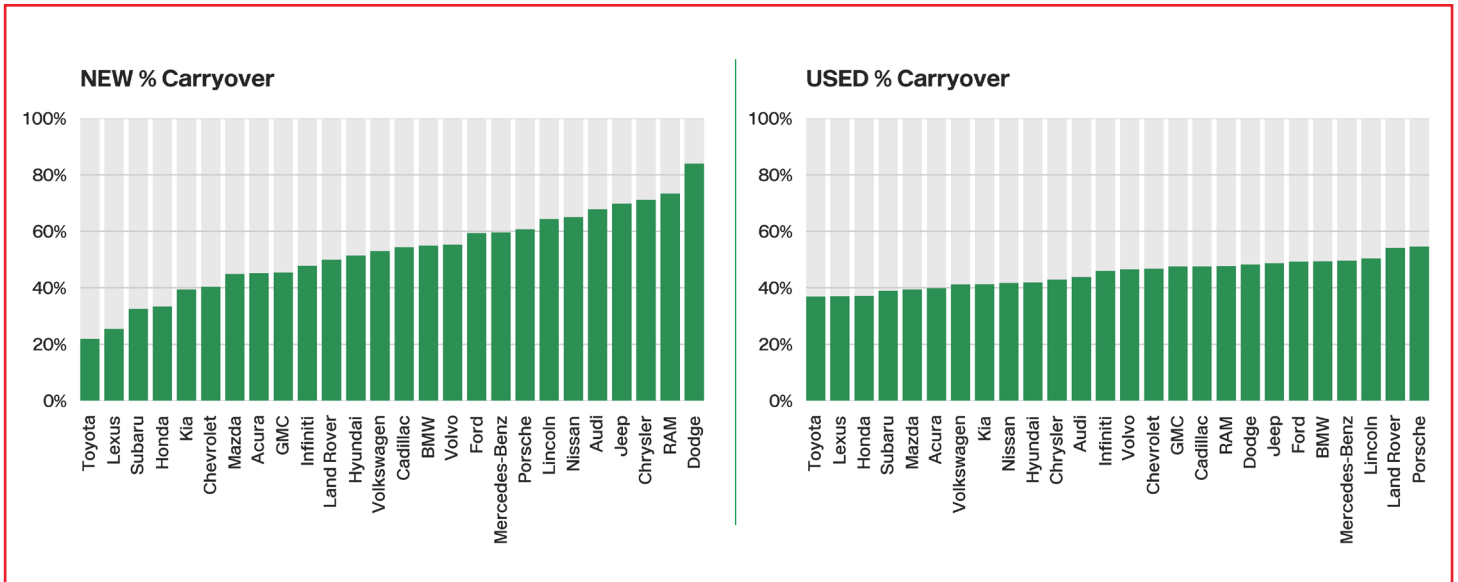
### Used Vehicles:

- Used vehicle sales slowed by 10% MoM allowing inventory and day supply to increase by 4 days to 41 days.
- Demand for used vehicles dropped by 13% coming off increased demand over the summer.

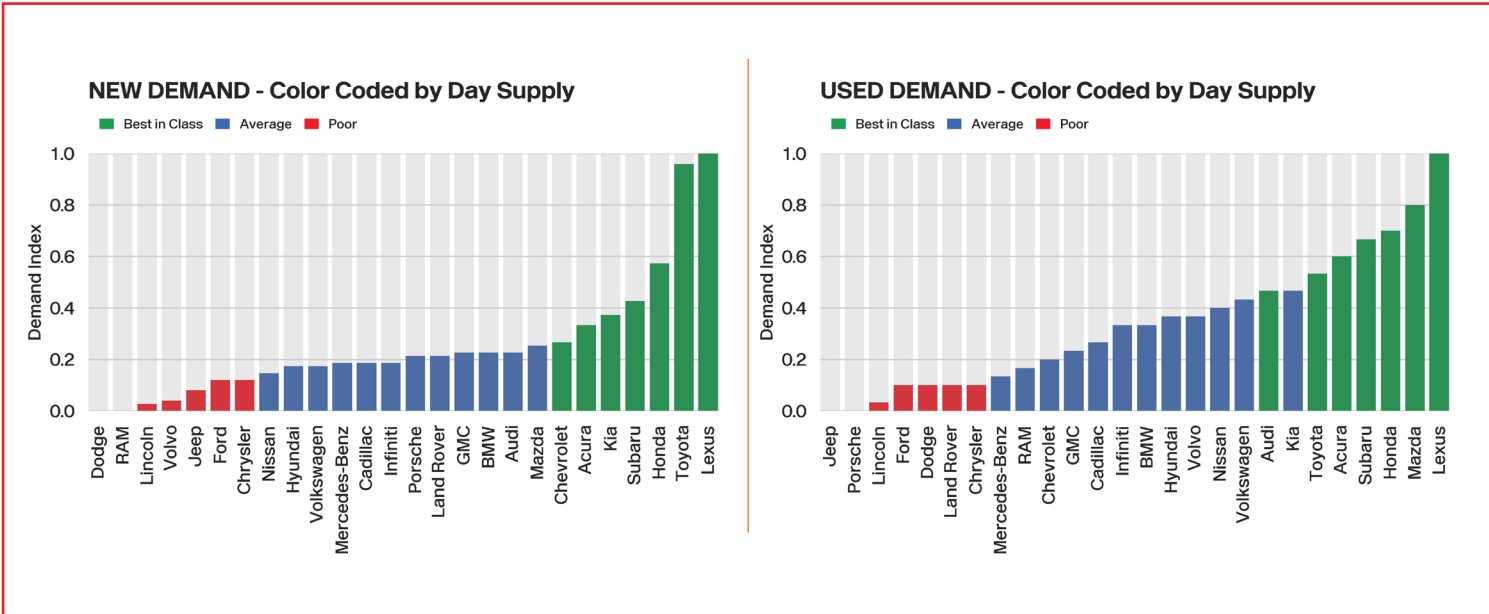
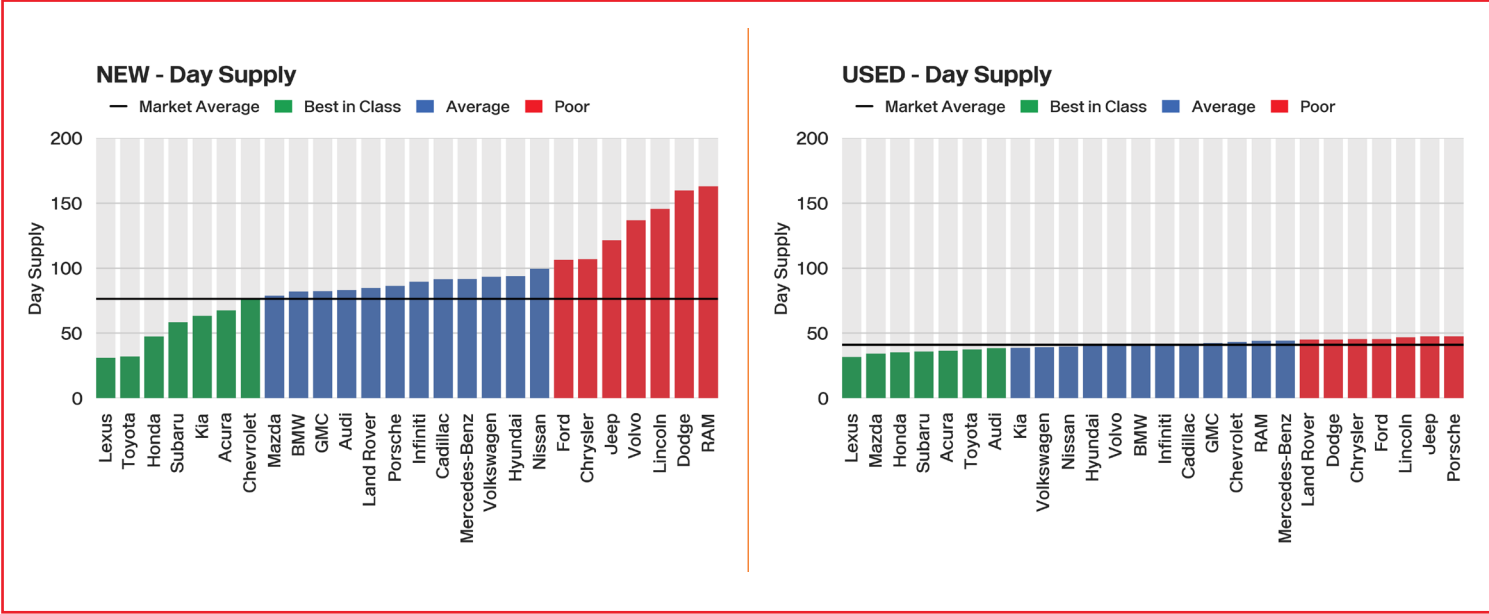
### Recommended action steps for upcoming months:

- 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.

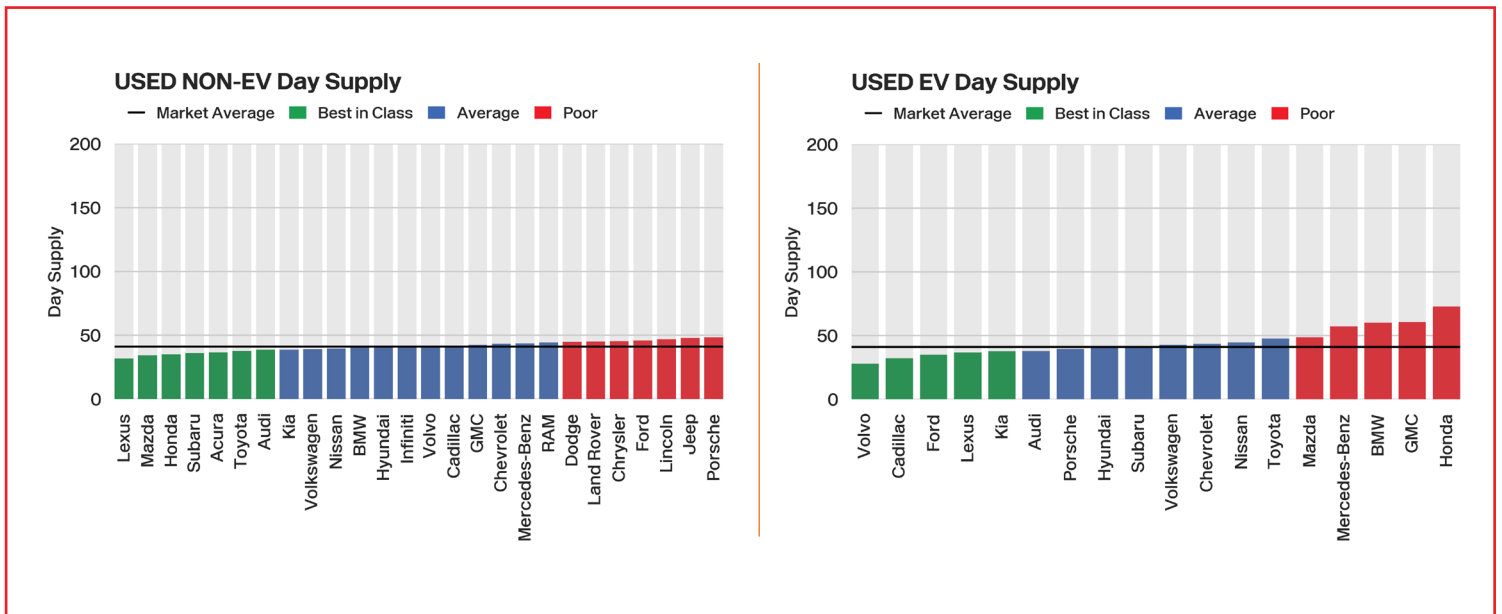
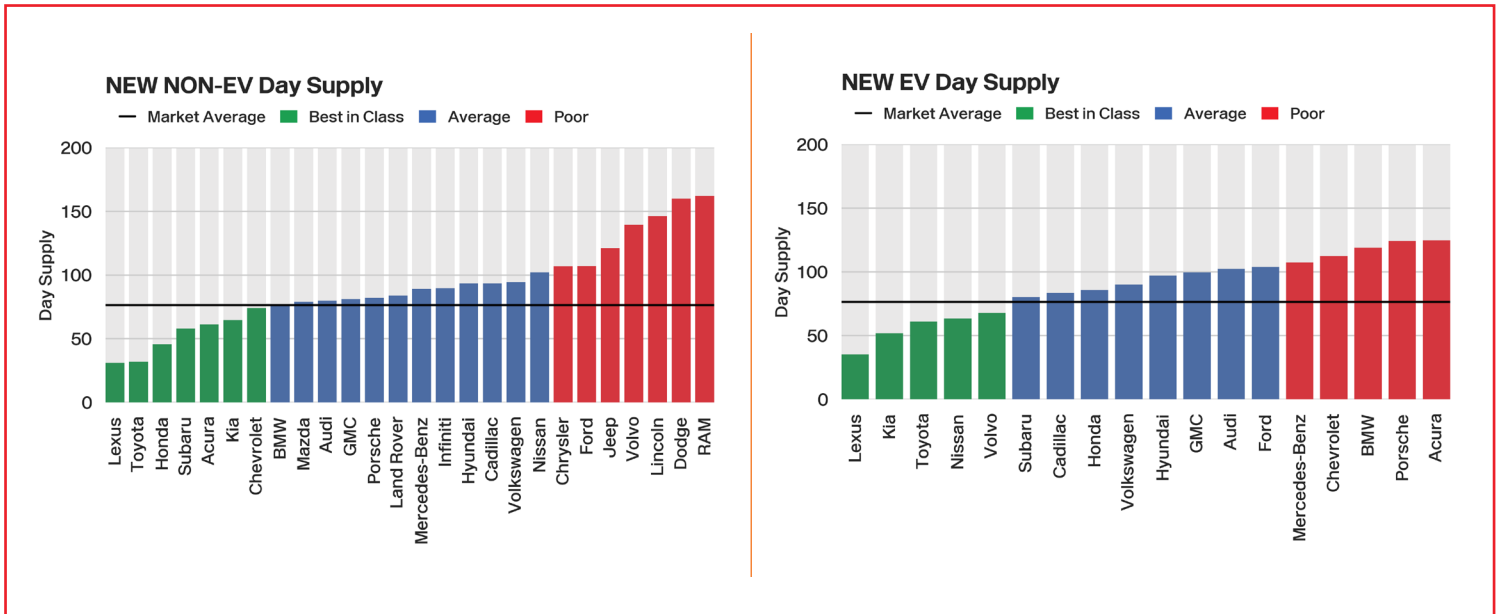
- Fresh inventory caused new vehicle carryover to decrease by 4% MoM breaking the trend of rising carryover. However, carryover was still up 14% from last year.
- Used vehicle carryover also fell by 1% MoM and 2% YoY.
- Markdowns for both new and used vehicles fell slightly MoM.



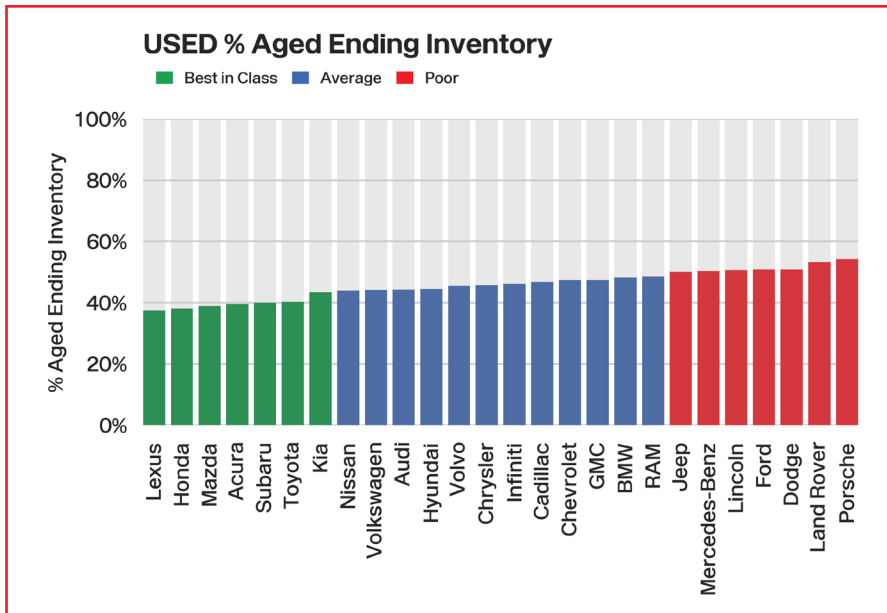
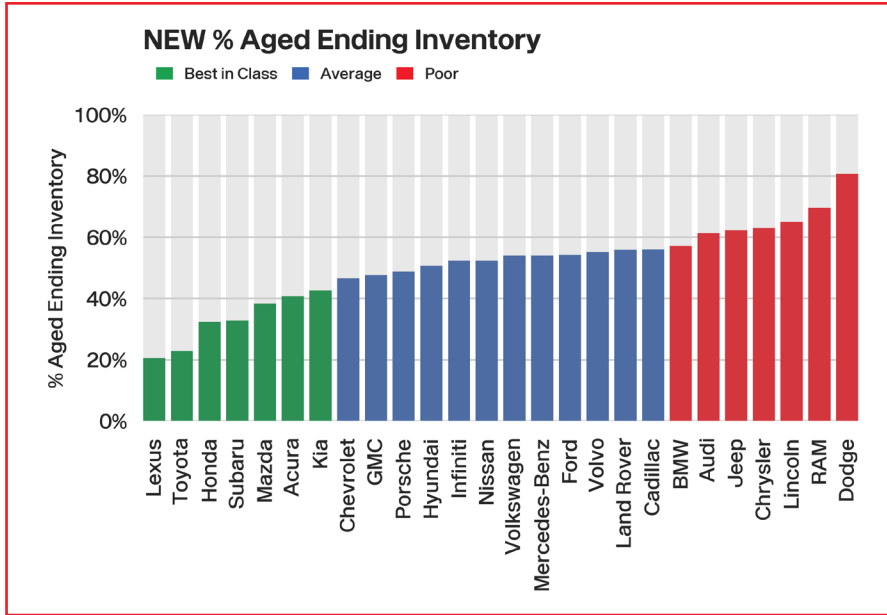
- New and used day supply both experienced small increases of 4 days.
- New day supply was up 27 days YoY while used held steady in comparison.



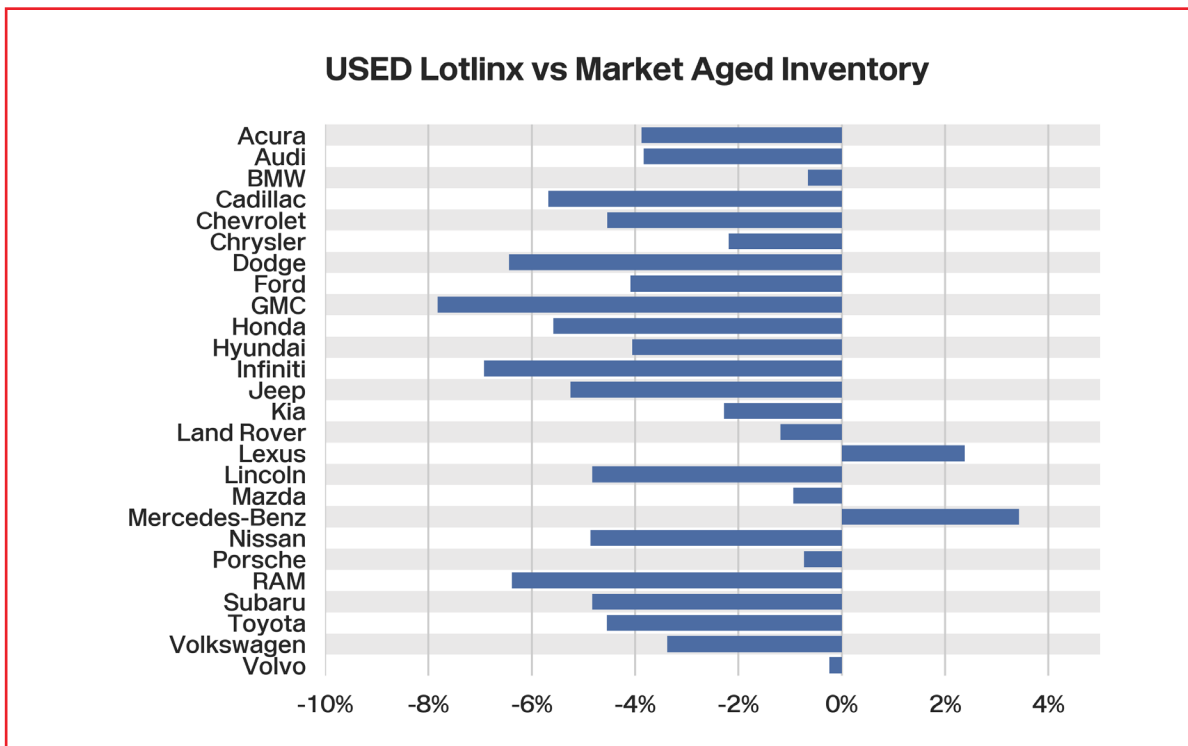
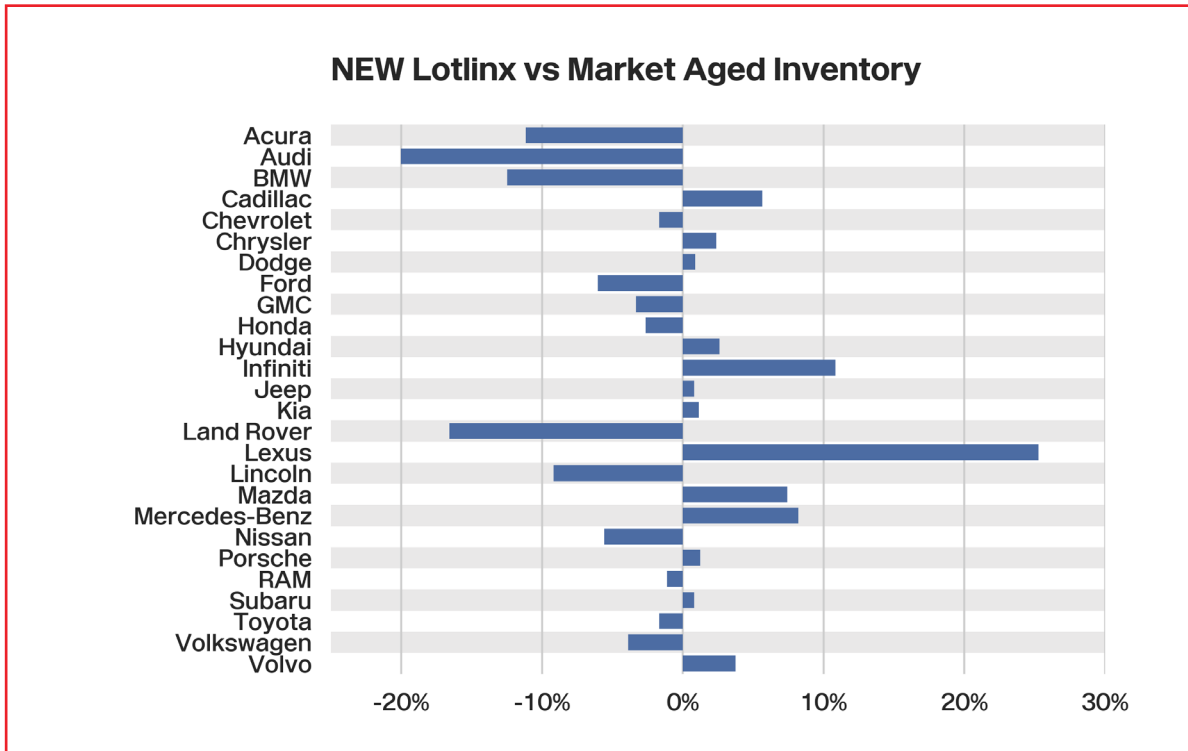
- › While EVs had significantly higher day supply, their low volume had minimal effect on overall day supply.
- › New EV sales decreased by 2% MoM as day supply continued to decrease by 2 days MoM to 92 days.
- › New hybrid sales increased by 6% MoM fueled by a 13% in Toyota sales.
- › While new EVs and hybrids saw increased volume MoM and a decreased day supply, gas units experienced the opposite.
- › Used saw sales drop across all engine types with gas and EVs dropping by 10% while hybrids fared slightly



- › New aged ending inventory decreased by 1% MoM but increased by 13% YoY.
- › Used aged ending inventory increased by 3% 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.

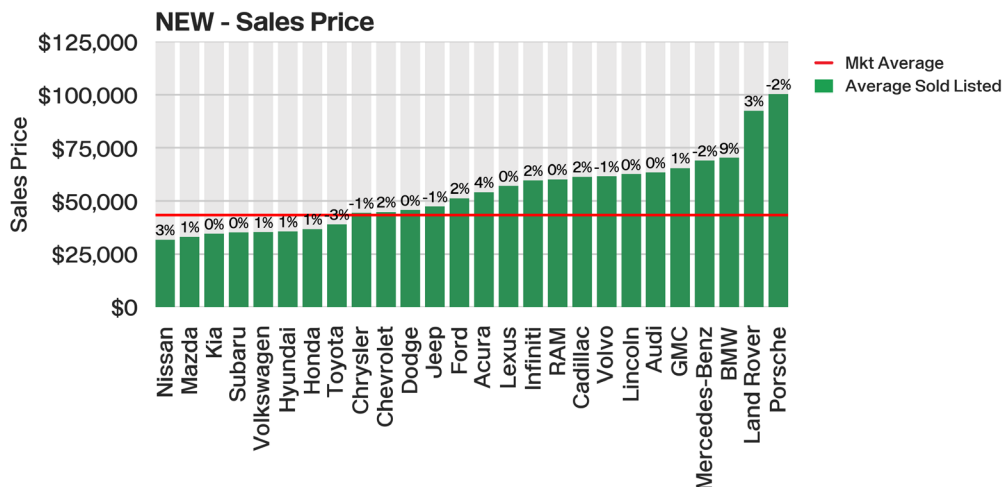
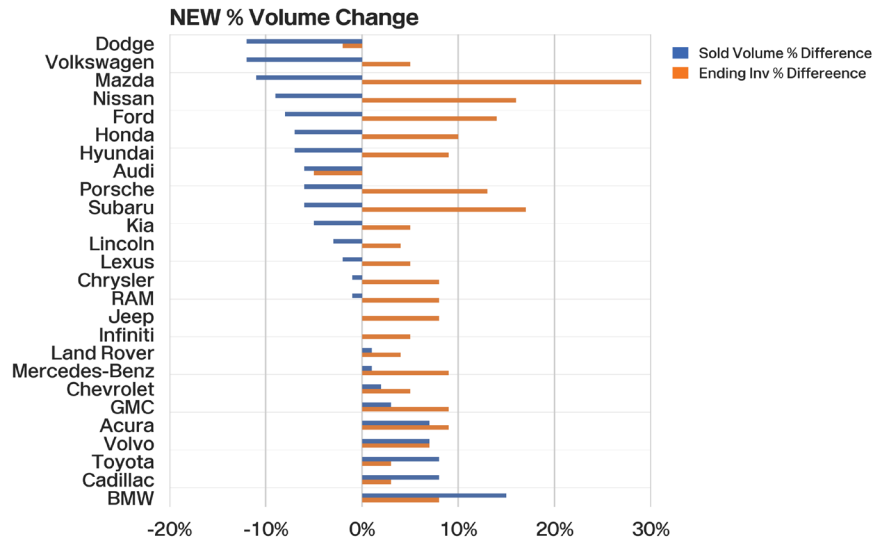


\* Negative values indicate Lotlinx out performing the market

- > New vehicle sales fell slightly MoM as day supply continued to creep up, increasing by 4 days to 76 days, an increase of 27 days YoY.
- > Aging saw small improvements as fresh 2025 units entered the market, accounting for over half of all newly listed vehicles. However, 2024 model year aged units increased by 5% MoM.

**NEW**

<p><b>-2%</b> (MoM) Sales Volume Change</p>	<p><b>+4 Days</b> (MoM) <b>+27 Days</b> (YoY) 76 Day Supply</p>	<p><b>-1%</b> (MoM) <b>+13%</b> (YoY) 49% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-1%</b> (MoM) <b>+13%</b> (YoY) 43% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-5%</b> (MoM) <b>+14%</b> (YoY) 51% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+1%</b> (MoM) <b>-1%</b> (YoY) \$43,315 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -5% Markdown Price Reduction</p>	<p><b>NC</b> (MoM) 25% Sold With Markdown</p>	<p><b>+3%</b> (MoM) <b>NC</b> (YoY) 51% of Listings Not Viewed</p>	<p><b>-10%</b> (MoM) Demand</p>





- › Used vehicle sales slowed by 10% MoM allowing inventory and day supply to increase by 4 days to 41 days.
- › Demand for used vehicles dropped by 13% coming off increased demand over the summer.

## USED INVENTORY

**-10%** (MoM)  
Sales Volume  
Change

**+4 Day**  
(MoM)  
**NC Days**  
(YoY)  
**41 Day Supply**

**+3%** (MoM)  
**NC** (YoY)  
**46% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**-1%** (MoM)  
**-3%** (YoY)  
**40% Aged Sales**  
Over 45 Days as of  
09/30/24

**-2%** (MoM)  
**-3%** (YoY)  
**45% Carryover**  
Over 45 Days as of  
09/01/24

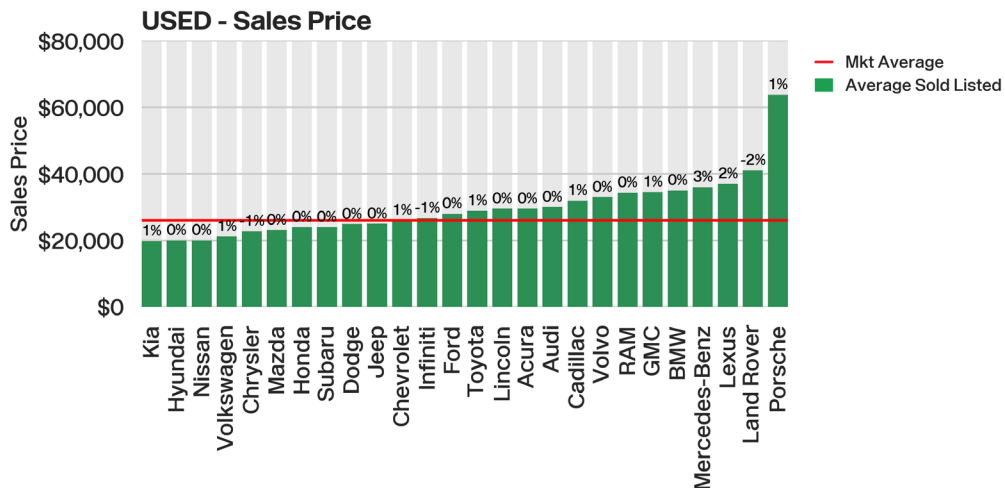
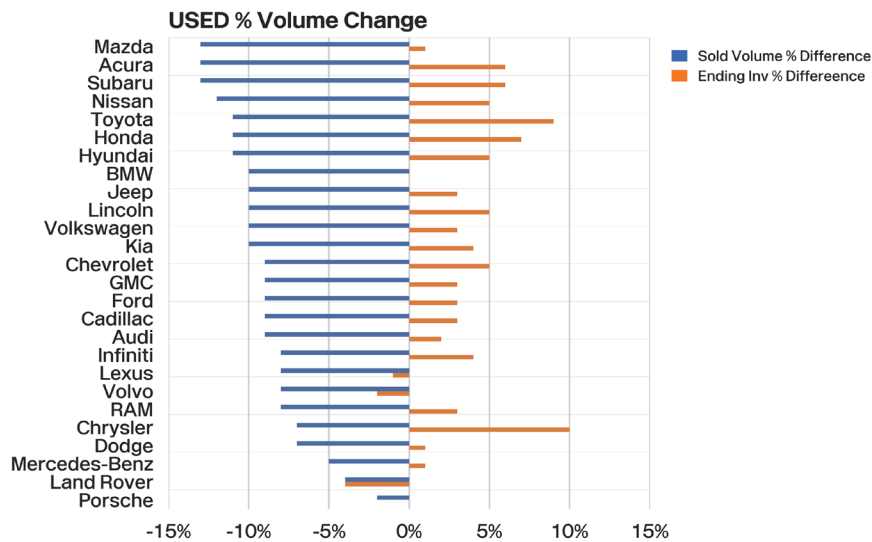
**NC** (MoM)  
**-7%** (YoY)  
**\$25,999 Price**  
Avg Last Listed

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

**-1%** (MoM)  
**40% Sold**  
With Markdown

**+3%** (MoM)  
**NC** (YoY)  
**41% of Listings**  
Not Viewed

**-13%**  
(MoM)  
**Demand**



- > While Acura had one of the largest decreases in EV day supply of 29 days MoM, it remained one of the highest in the market at 112 days.
- > The ZDX continued to gain momentum, representing almost 10% of Acura's September sales.

**NEW**

**+7%** (MoM)  
Sales Volume  
Change

**NC Days**  
(MoM)  
**+16 Days**  
(YoY)  
**68 Day Supply**

**-4%** (MoM)  
**+5%** (YoY)  
**41% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**-6%** (MoM)  
**+8%** (YoY)  
**43% Aged Sales**  
Over 45 Days as of  
09/30/24

**-7%** (MoM)  
**+9%** (YoY)  
**45% Carryover**  
Over 45 Days as of  
09/01/24

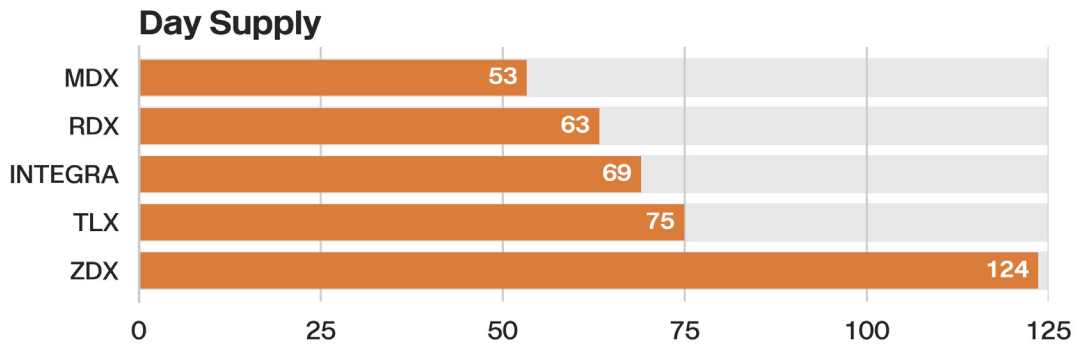
**+4%** (MoM)  
**+5%** (YoY)  
**\$54,100 Price**  
Avg Last Listed

**NC** (MoM)  
**-3% Markdown**  
Price Reduction

**-2%** (MoM)  
**5% Sold**  
With Markdown

**NC** (MoM)  
**-3%** (YoY)  
**43% of Listings**  
Not Viewed

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

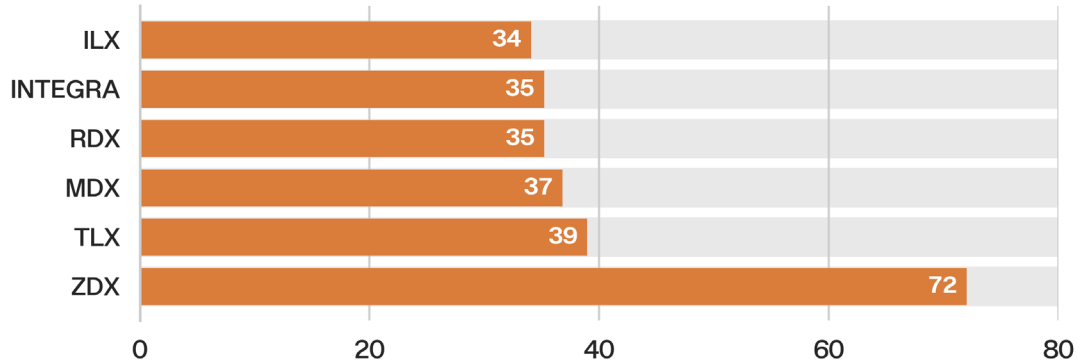


› Acura had one of the largest drops in sales in the market YoY of 13%.

**USED**

<p><b>-13%</b> (MoM) Sales Volume Change</p>	<p><b>+5 Days</b> (MoM) <b>-1 Days</b> (YoY) 37 Day Supply</p>	<p><b>+1%</b> (MoM) <b>-2%</b> (YoY) 39% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-2%</b> (MoM) <b>-4%</b> (YoY) 38% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-2%</b> (MoM) <b>-6%</b> (YoY) 40% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-8%</b> (YoY) \$29,500 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) <b>-4% Markdown</b> Price Reduction</p>	<p><b>-2%</b> (MoM) 42% Sold With Markdown</p>	<p><b>+2%</b> (MoM) <b>+4%</b> (YoY) 40% of Listings Not Viewed</p>	<p><b>-16%</b> (MoM) Demand</p>

**Day Supply**

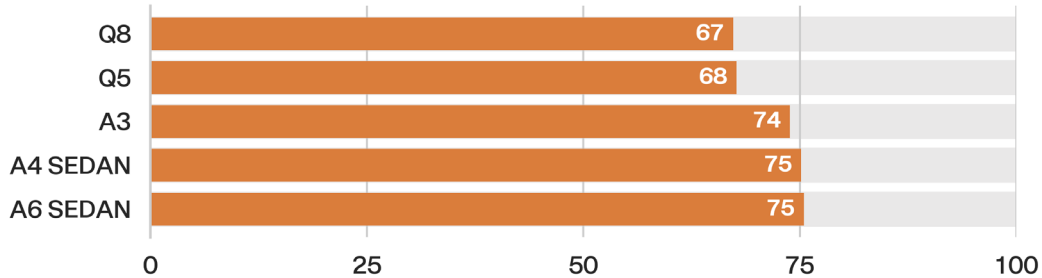


- > Most of the market saw inventory grow but Audi inventory decreased by 5% MoM with large corrections to day supply for the Q4 E-TRON and Q8 E-TRON.
- > Despite reducing aged EV inventory by 17% MoM, Audi continued to have one of the highest aged inventories at 86%.

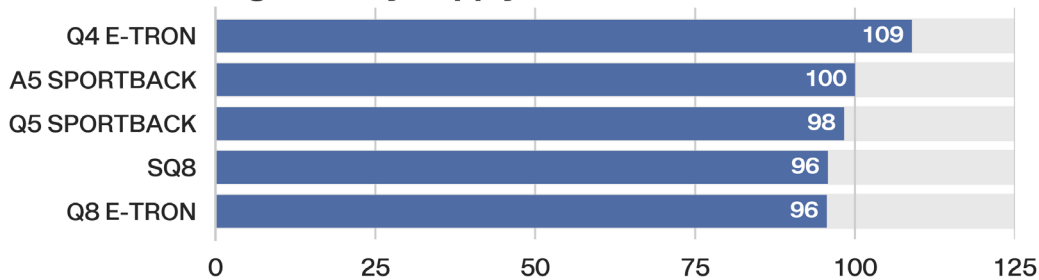
**NEW**

<p><b>-6%</b> (MoM) Sales Volume Change</p>	<p><b>-3 Days</b> (MoM) <b>+25 Days</b> (YoY) 83 Day Supply</p>	<p><b>-6%</b> (MoM) <b>+22%</b> (YoY) 61% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-7%</b> (MoM) <b>+8%</b> (YoY) 62% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-1%</b> (MoM) <b>+11%</b> (YoY) 68% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-1%</b> (YoY) \$63,445 Price Avg Last Listed</p>	<p><b>-1%</b> (MoM) -5% Markdown Price Reduction</p>	<p><b>NC</b> (MoM) 14% Sold With Markdown</p>	<p><b>+3%</b> (MoM) <b>-5%</b> (YoY) 27% of Listings Not Viewed</p>	<p><b>NC</b> (MoM) Demand Change</p>

**Lowest Day Supply**



**Highest Day Supply**

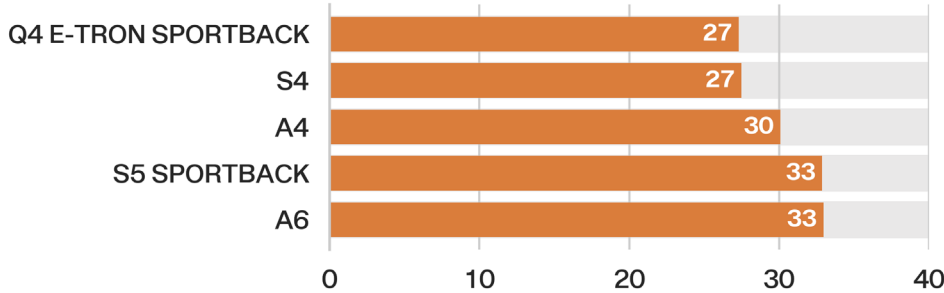


> All metrics move in line with the market.

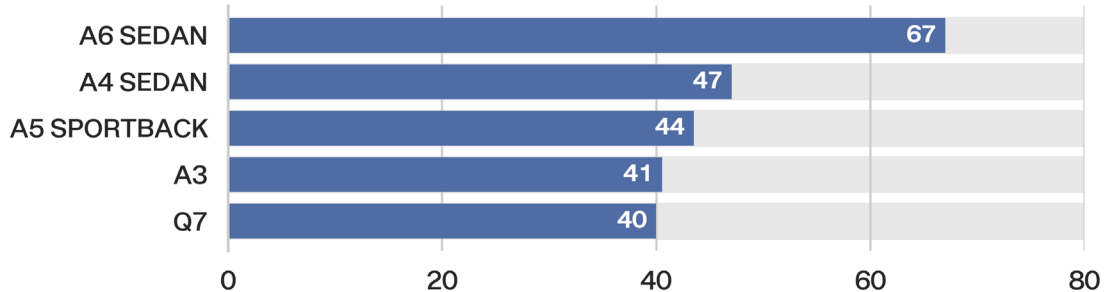
## USED

<p><b>-9%</b> (MoM) Sales Volume Change</p>	<p><b>+3 Days</b> (MoM) <b>-2 Days</b> (YoY) 39 Day Supply</p>	<p><b>+2%</b> (MoM) <b>-3%</b> (YoY) 44% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-2%</b> (MoM) <b>-5%</b> (YoY) 40% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-2%</b> (MoM) <b>-4%</b> (YoY) 44% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-12%</b> (YoY) \$29,990 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -5% Markdown Price Reduction</p>	<p><b>-2%</b> (MoM) 44% Sold With Markdown</p>	<p><b>+3%</b> (MoM) <b>+5%</b> (YoY) 37% of Listings Not Viewed</p>	<p><b>-11%</b> (MoM) Demand</p>

### Lowest Day Supply



### Highest Day Supply



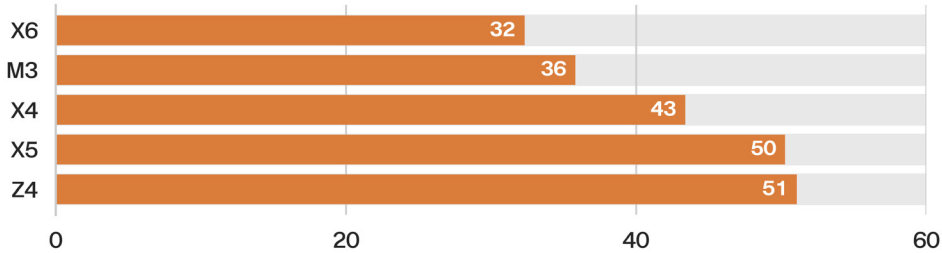


- > While the 5 series was still plagued by the August stop sale, sales of the X series rebounded allowing overall sales to rebound as well.
- > While hybrid sales increased, EV sales continued to decline after briefly gaining traction prior to August.

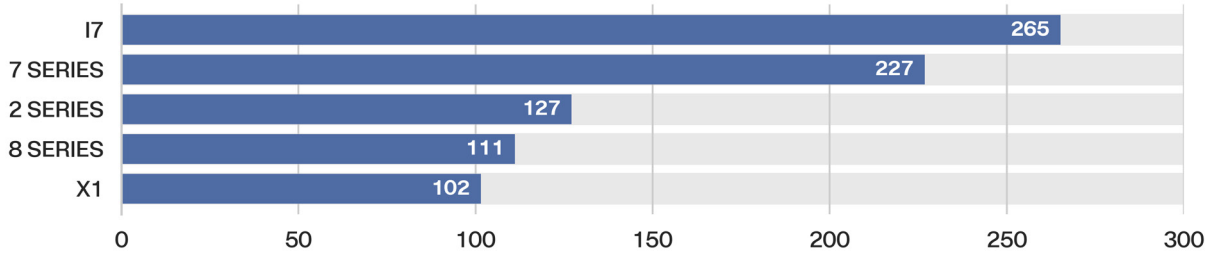
**NEW**

<p><b>+15%</b> (MoM) Sales Volume Change</p>	<p><b>-8 Days</b> (MoM) <b>+43 Days</b> (YoY) 82 Day Supply</p>	<p><b>+3%</b> (MoM) <b>+29%</b> (YoY) 57% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-6%</b> (MoM) <b>+23%</b> (YoY) 46% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>+1%</b> (MoM) <b>+23%</b> (YoY) 55% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+9%</b> (MoM) <b>-3%</b> (YoY) \$70,325 Price Avg Last Listed</p>	<p><b>-1%</b> (MoM) <b>-3% Markdown</b> Price Reduction</p>	<p><b>NC</b> (MoM) 3% Sold With Markdown</p>	<p><b>+3%</b> (MoM) <b>+11%</b> (YoY) 41% of Listings Not Viewed</p>	<p><b>+6%</b> (MoM) Demand Change</p>

**Lowest Day Supply**



**Highest Day Supply**





> All metrics move in line with the market.

### USED

**-10%** (MoM)  
Sales Volume  
Change

**+2 Days** (MoM)  
**+1 Days** (YoY)  
41 Day Supply

**NC** (MoM)  
**+3%** (YoY)  
48% Aged Inventory  
Over 45 Days Ending  
09/30/24

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

**NC** (MoM)  
**+2%** (YoY)  
49% Carryover  
Over 45 Days as of  
09/01/24

**NC** (MoM)  
**-3%** (YoY)  
\$34,990 Price  
Avg Last Listed

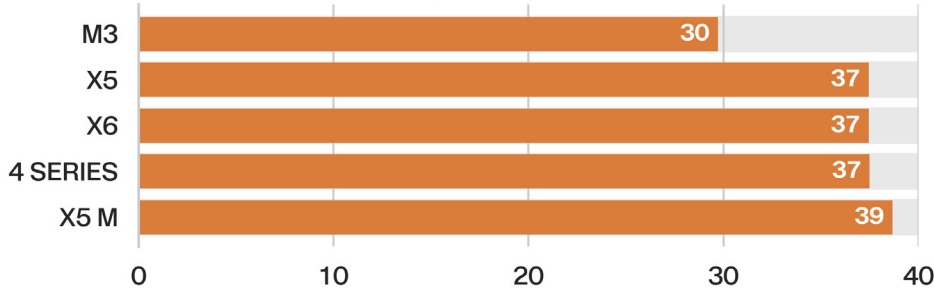
**NC** (MoM)  
-5% Markdown  
Price Reduction

**-2%** (MoM)  
44% Sold  
With Markdown

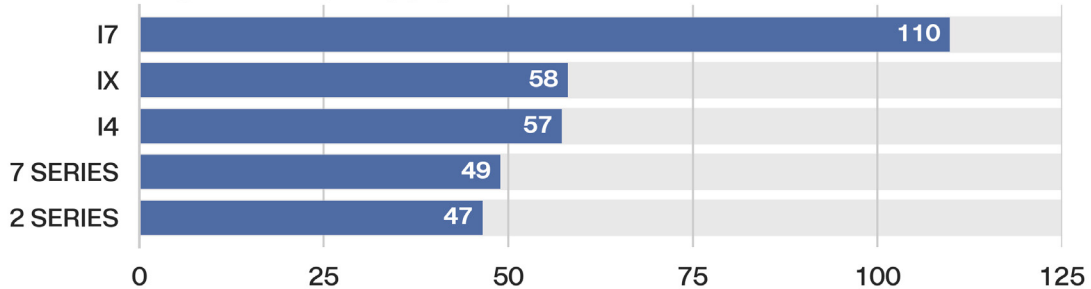
**+1%** (MoM)  
**+3%** (YoY)  
34% of Listings  
Not Viewed

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

#### Lowest Day Supply



#### Highest Day Supply



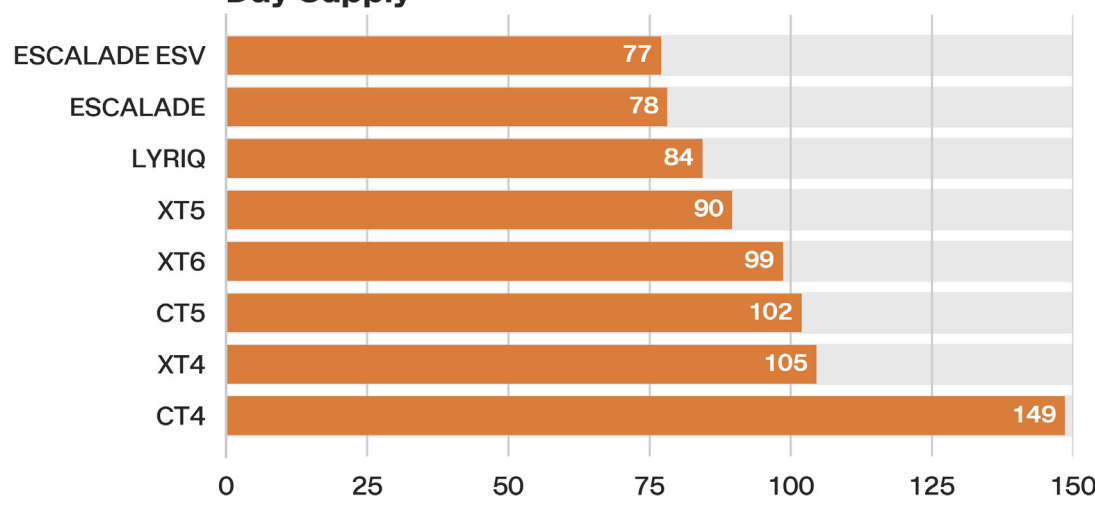
- > EV sales increased by 27%, spurred by sales of units with a markdown more than doubling MoM.
- > The LYRIQ made a notable correction to day supply, decreasing by 33 days MoM, also due to a surge in sales of discounted units.

### NEW

<p><b>+8%</b> (MoM) Sales Volume Change</p>	<p><b>-4 Days</b> (MoM) <b>+51 Days</b> (YoY) 92 Day Supply</p>	<p><b>+2%</b> (MoM) <b>+27%</b> (YoY) 56% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-1%</b> (MoM) <b>+28%</b> (YoY) 53% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-10%</b> (MoM) <b>+25%</b> (YoY) 54% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+2%</b> (MoM) <b>+3%</b> (YoY) \$61,335 Price Avg Last Listed</p>	<p><b>-1%</b> (MoM) <b>-4% Markdown</b> Price Reduction</p>	<p><b>+5%</b> (MoM) 23% Sold With Markdown</p>	<p><b>NC</b> (MoM) <b>+19%</b> (YoY) 52% of Listings Not Viewed</p>	<p><b>+3%</b> (MoM) Demand Change</p>

#### Day Supply



Model	Day Supply
ESCALADE ESV	77
ESCALADE	78
LYRIQ	84
XT5	90
XT6	99
CT5	102
XT4	105
CT4	149



> All metrics move in line with the market.

## USED

**-9%** (MoM)  
Sales Volume  
Change

**+3 Days** (MoM)  
**-2 Days** (YoY)  
42 Day Supply

**+1%** (MoM)  
**-2%** (YoY)  
47% Aged Inventory  
Over 45 Days Ending  
09/30/24

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

**-1%** (MoM)  
**-2%** (YoY)  
48% Carryover  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**-9%** (YoY)  
\$31,959 Price  
Avg Last Listed

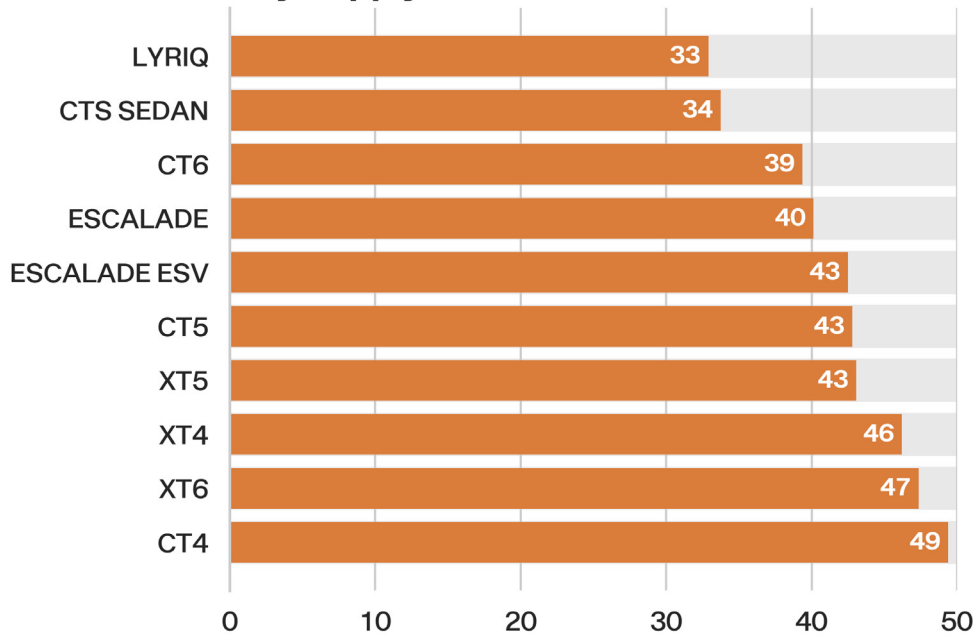
**NC** (MoM)  
-5% Markdown  
Price Reduction

**-1%** (MoM)  
45% Sold  
With Markdown

**+3%** (MoM)  
**+4%** (YoY)  
41% of Listings  
Not Viewed

**-12%**  
(MoM)  
Demand

### Day Supply





CHEVROLET

- > The Equinox and Blazer saw the largest list price increase in the market, up 5%, as 2025 models comprised a greater share of sales.
- > Trax sales fell for the first time this year, decreasing by 12% MoM.

### NEW

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

**+3 Day** (MoM)  
**+25 Days** (YoY)  
76 Day Supply

**+7%** (MoM)  
**+12%** (YoY)  
47% Aged Inventory  
Over 45 Days Ending  
09/30/24

**+2%** (MoM)  
**+12%** (YoY)  
44% Aged Sales  
Over 45 Days as of  
09/30/24

**-9%** (MoM)  
**+9%** (YoY)  
40% Carryover  
Over 45 Days as of  
09/01/24

**+2%** (MoM)  
**-1%** (YoY)  
\$44,820 Price  
Avg Last Listed

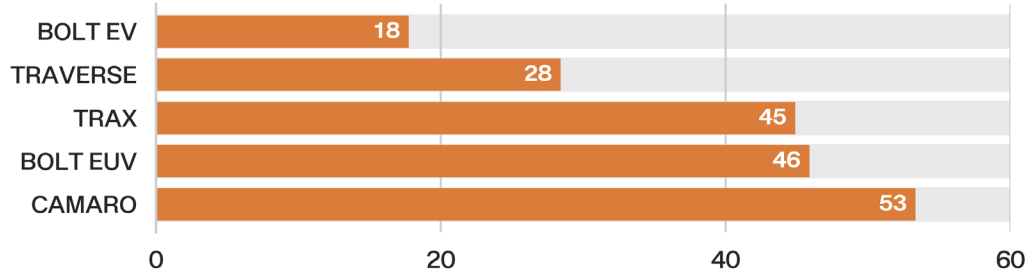
**NC** (MoM)  
-5% Markdown  
Price Reduction

**+3%** (MoM)  
31% Sold  
With Markdown

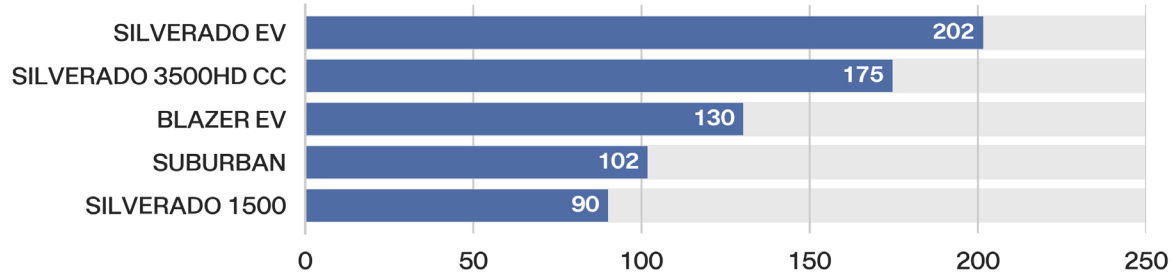
**+3%** (MoM)  
**+2%** (YoY)  
48% of Listings  
Not Viewed

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

#### Lowest Day Supply



#### Highest Day Supply



> Chevy had one of the largest drops in EV sales of 24%, losing 2% of used EV market share, driven by Bolt EV sales.

## USED

**-9%** (MoM)  
Sales Volume  
Change

**+5 Day** (MoM)  
**-1 Days** (YoY)  
**43 Day Supply**

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

**-1%** (MoM)  
**-3%** (YoY)  
**41% Aged Sales**  
Over 45 Days as of  
09/30/24

**-2%** (MoM)  
**-1%** (YoY)  
**47% Carryover**  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**-9%** (YoY)  
**\$25,978 Price**  
Avg Last Listed

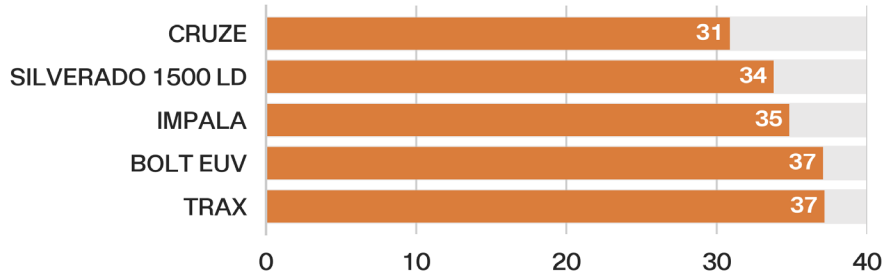
**NC** (MoM)  
**-5% Markdown**  
Price Reduction

**-1%** (MoM)  
**39% Sold**  
With Markdown

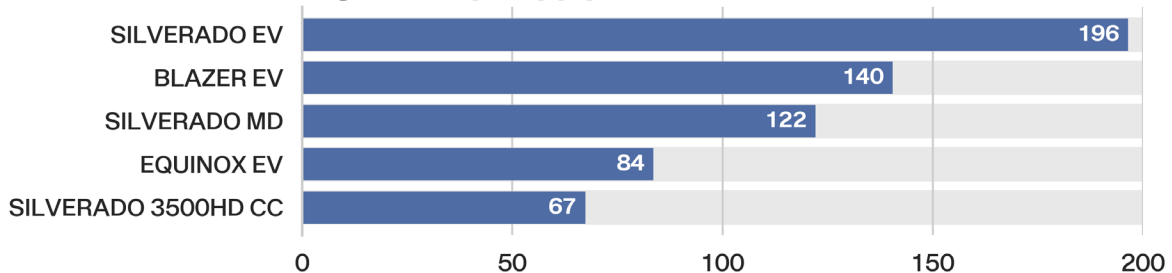
**+3%** (MoM)  
**+1%** (YoY)  
**44% of Listings**  
Not Viewed

**-13%** (MoM)  
**Demand**

### Lowest Day Supply



### Highest Day Supply





> Chrysler had one of the biggest drops in last listed price YoY of 8% driven by a 8% drop in Pacificas.

### NEW

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

**NC Days**  
(MoM)  
**-3 Days**  
(YoY)  
**107 Day Supply**

**-7%** (MoM)  
**+4%** (YoY)  
**63% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**+1%** (MoM)  
**+9%** (YoY)  
**60% Aged Sales**  
Over 45 Days as of  
09/30/24

**+6%** (MoM)  
**+25%** (YoY)  
**71% Carryover**  
Over 45 Days as of  
09/01/24

**-1%** (MoM)  
**-8%** (YoY)  
**\$44,464 Price**  
Avg Last Listed

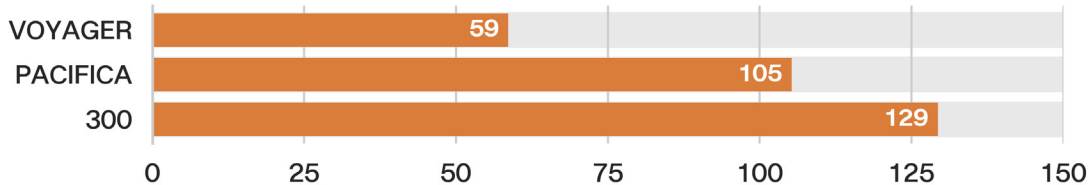
**NC**  
(MoM)  
**-7% Markdown**

**-6%** (MoM)  
**53% Sold**  
With Markdown

**-2%** (MoM)  
**-11%** (YoY)  
**52% of Listings**  
Not Viewed

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

### Day Supply





> All metrics move in line with the market.

### USED

**-7%** (MoM)  
Sales Volume  
Change

**+7 Days**  
(MoM)  
**+1 Day**  
(YoY)  
45 Day Supply

**+4%** (MoM)  
**+2%** (YoY)  
46% Aged Inventory  
Over 45 Days Ending  
09/30/24

**-1%** (MoM)  
**-2%** (YoY)  
41% Aged Sales  
Over 45 Days as of  
09/30/24

**-3%** (MoM)  
**-1%** (YoY)  
43% Carryover  
Over 45 Days as of  
09/01/24

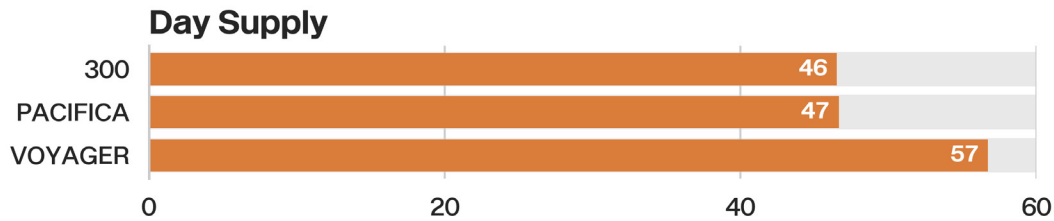
**-1%** (MoM)  
**-7%** (YoY)  
\$22,777 Price  
Avg Last Listed

**NC** (MoM)  
**-6% Markdown**  
Price Reduction

**-1%** (MoM)  
41% Sold  
With Markdown

**+4%** (MoM)  
**-3%** (YoY)  
46% of Listings  
Not Viewed

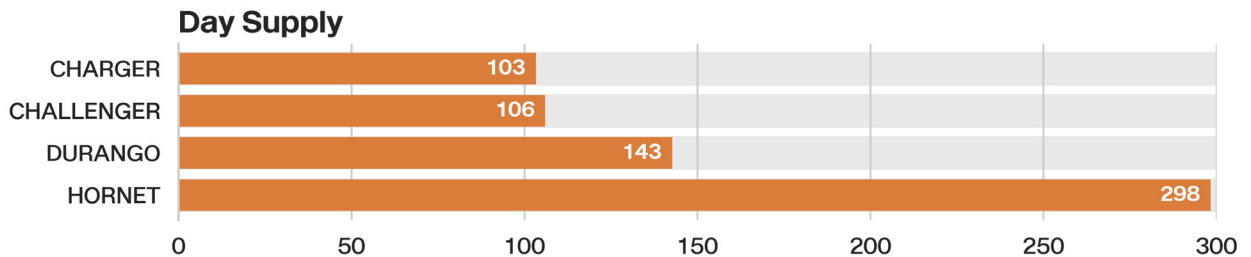
**-18%**  
(MoM)  
Demand



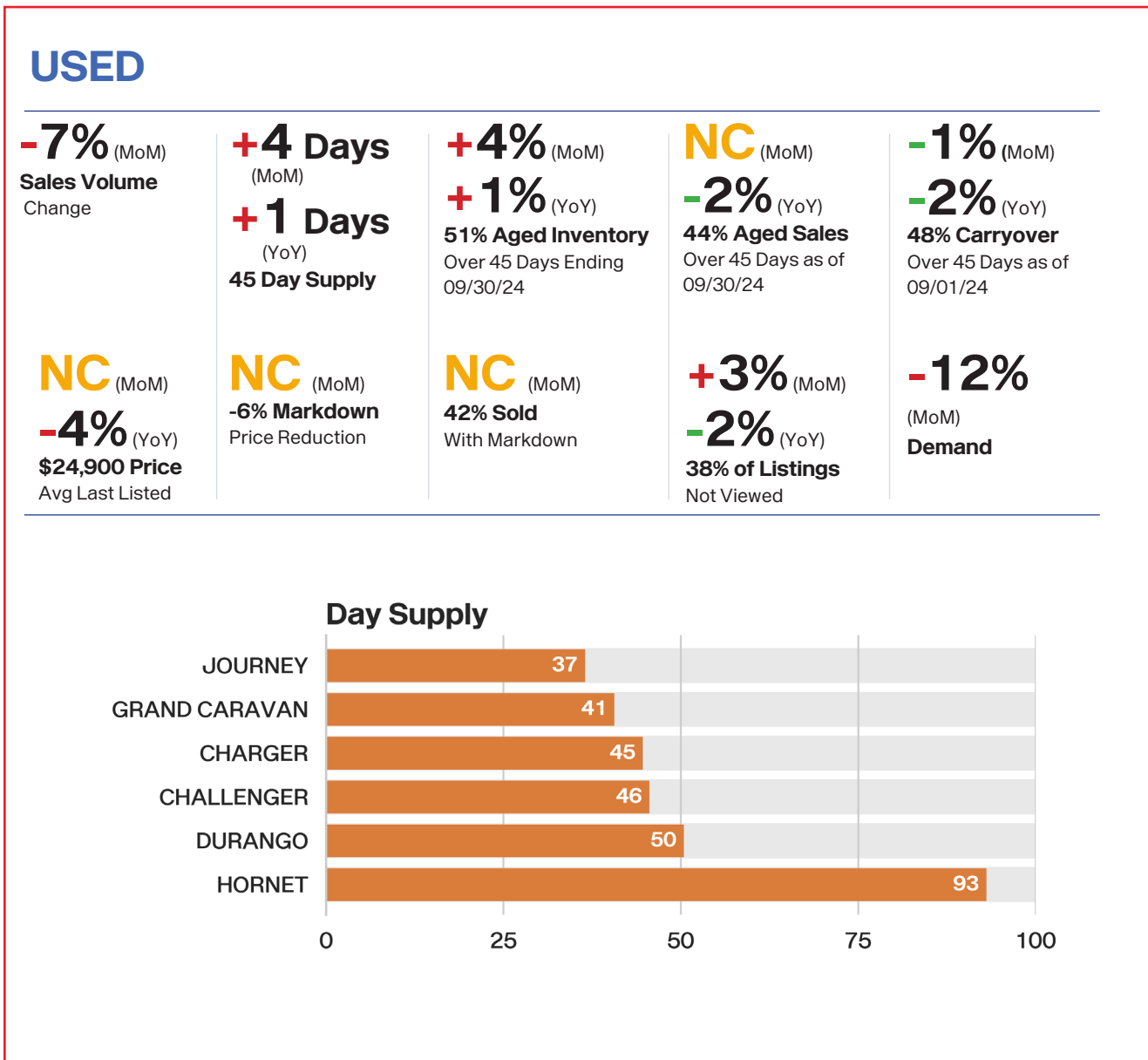
- > While there was little improvement in the aging crisis of the Challenger, Charger and Hornet, the Durango was able to increase sales while reducing markdowns.
- > Even with 2025s becoming more available, over 90% of sales were of 2024s in September.

**NEW**

<p><b>-12%</b> (MoM) Sales Volume Change</p>	<p><b>+6 Days</b> (MoM) <b>+61 Days</b> (YoY) 160 Day Supply</p>	<p><b>-3%</b> (MoM) <b>+35%</b> (YoY) 81% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>NC</b> (MoM) <b>+33%</b> (YoY) 77% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>+1%</b> (MoM) <b>+39%</b> (YoY) 84% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>NC</b> (YoY) \$45,785 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) <b>-10% Markdown</b> Price Reduction</p>	<p><b>-3%</b> (MoM) 55% Sold With Markdown</p>	<p><b>+1%</b> (MoM) <b>-7%</b> (YoY) 43% of Listings Not Viewed</p>	<p><b>-10%</b> (MoM) Demand</p>



> The Grand Caravan had the largest drop in last listed price of sold units of 6% with one of the market's highest markdown magnitudes of 8%.



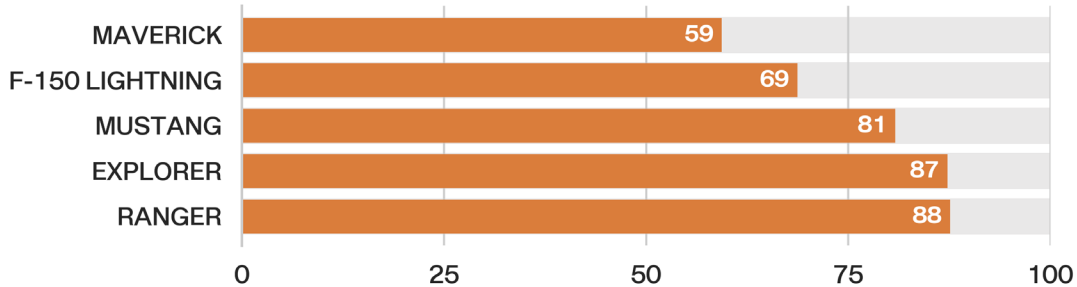


- › The Edge had the highest aged ending inventory in the entire market of 97%, over double the industry average.
- › Ford had the biggest reduction MoM of units sold with a markdown of 6% down to 32%. This reduction was seen across nearly all Ford models.

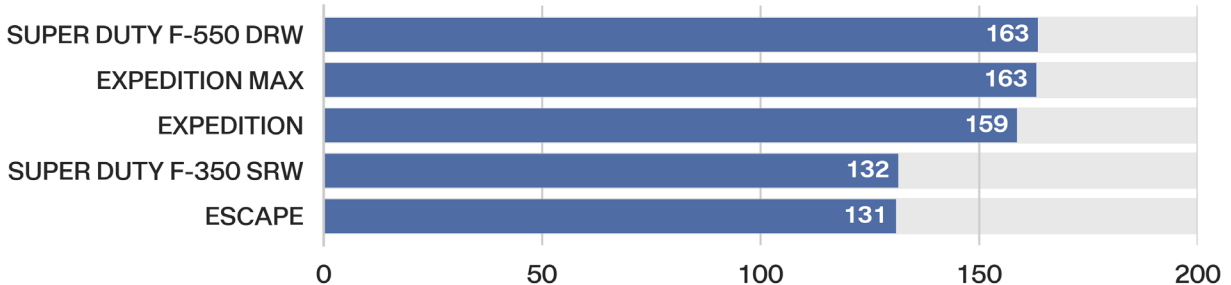
**NEW**

<p><b>-8%</b> (MoM) Sales Volume Change</p>	<p><b>+14 Days</b> (MoM) <b>+32 Days</b> (YoY) 107 Day Supply</p>	<p><b>-4%</b> (MoM) <b>+7%</b> (YoY) 54% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-6%</b> (MoM) <b>+9%</b> (YoY) 54% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-7%</b> (MoM) <b>+8%</b> (YoY) 59% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+2%</b> (MoM) <b>-3%</b> (YoY) \$51,282 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -5% Markdown Price Reduction</p>	<p><b>-5%</b> (MoM) 32% Sold With Markdown</p>	<p><b>+4%</b> (MoM) <b>-6%</b> (YoY) 50% of Listings Not Viewed</p>	<p><b>-16%</b> (MoM) Demand</p>

**Lowest Day Supply**



**Highest Day Supply**







> All used metrics are in line with the market.

### USED

**-9%** (MoM)  
Sales Volume  
Change

**+4 Days** (MoM)  
**+1 Days** (YoY)  
46 Day Supply

**+3%** (MoM)  
**+1%** (YoY)  
51% Aged Inventory  
Over 45 Days Ending  
09/30/24

**NC** (MoM)  
**-3%** (YoY)  
43% Aged Sales  
Over 45 Days as of  
09/30/24

**-1%** (MoM)  
**-2%** (YoY)  
49% Carryover  
Over 45 Days as of  
09/01/24

**NC** (MoM)  
**-9%** (YoY)  
\$27,999 Price  
Avg Last Listed

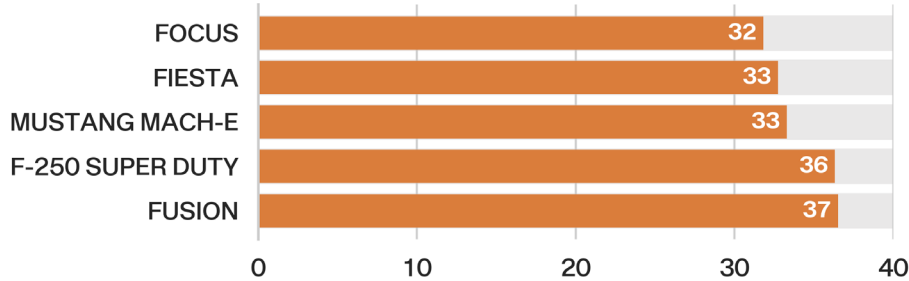
**NC** (MoM)  
**-5% Markdown**  
Price Reduction

**-1%** (MoM)  
40% Sold  
With Markdown

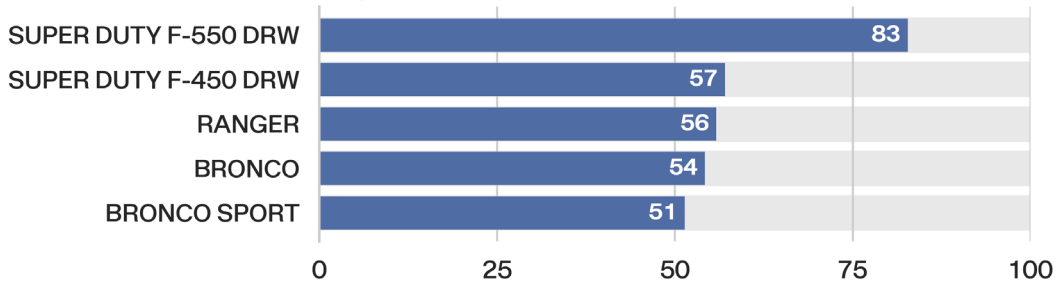
**+2%** (MoM)  
**-1%** (YoY)  
44% of Listings  
Not Viewed

**-12%**  
(MoM)  
Demand

#### Lowest Day Supply



#### Highest Day Supply

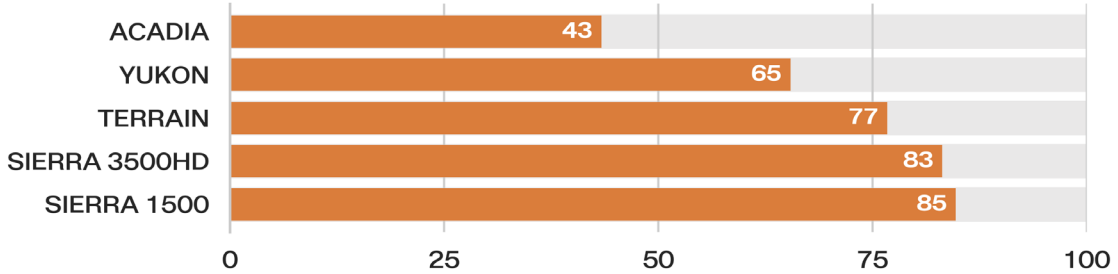


> GMC experienced growth across all EV models, increasing overall EV sales by nearly 35%.

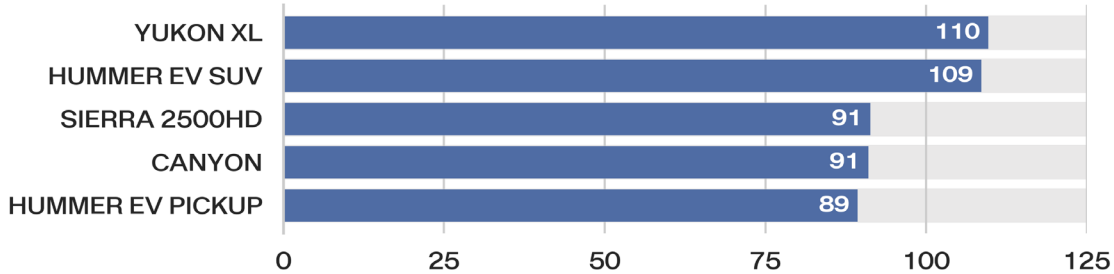
**NEW**

<p><b>+ 3%</b> (MoM) Sales Volume Change</p>	<p><b>+3 Days</b> (MoM) <b>+24 Days</b> (YoY) 82 Day Supply</p>	<p><b>+3%</b> (MoM) <b>+3%</b> (YoY) 48% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-1%</b> (MoM) <b>+8%</b> (YoY) 49% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-10%</b> (MoM) <b>+2%</b> (YoY) 45% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+1%</b> (MoM) <b>-4%</b> (YoY) \$65,533 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -5% Markdown Price Reduction</p>	<p><b>+3%</b> (MoM) 39% Sold With Markdown</p>	<p><b>+4%</b> (MoM) <b>+2%</b> (YoY) 42% of Listings Not Viewed</p>	<p><b>-8%</b> (MoM) Demand Change</p>

**Lowest Day Supply**



**Highest Day Supply**



> All used metrics are in line with the market.

**USED**

**-9%** (MoM)  
Sales Volume  
Change

**+4 Day** (MoM)  
**-1 Days** (YoY)  
42 Day Supply

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

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

**NC** (MoM)  
**-1%** (YoY)  
48% Carryover  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**-7%** (YoY)  
\$34,476 Price  
Avg Last Listed

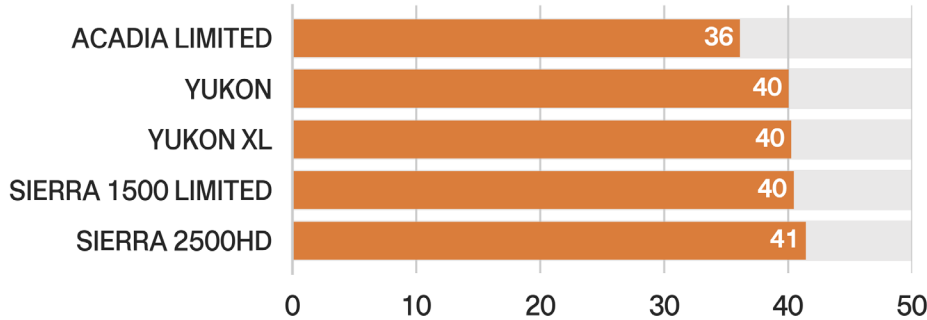
**NC** (MoM)  
-5% Markdown  
Price Reduction

**-1%** (MoM)  
41% Sold  
With Markdown

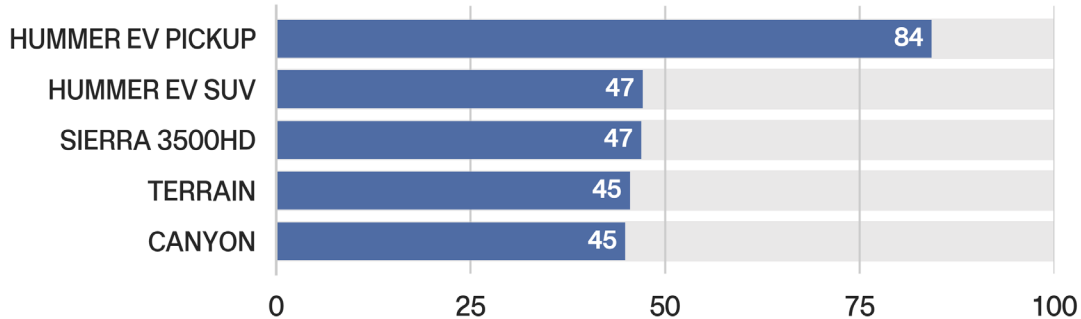
**+3%** (MoM)  
**NC** (YoY)  
41% of Listings  
Not Viewed

**-12%**  
(MoM)  
Demand

**Lowest Day Supply**



**Highest Day Supply**





- › Honda saw sales drop by 7% MoM, 5% below the market average with decreases among most models.
- › Civic hatchbacks and sedans were particularly affected by inventory shortages, with hatchback sales dropping 33% MoM and newly listed units falling by 35%. Sedans fared slightly better, with a 20% sales drop, while new listings remained stable.

### NEW

**-7%** (MoM)  
Sales Volume  
Change

**+4 Days** (MoM)  
**+24 Days** (YoY)  
47 Day Supply

**NC** (MoM)  
**+21%** (YoY)  
32% Aged Inventory  
Over 45 Days Ending  
09/30/24

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

**-3%** (MoM)  
**+20%** (YoY)  
33% Carryover  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**+5%** (YoY)  
\$36,798 Price  
Avg Last Listed

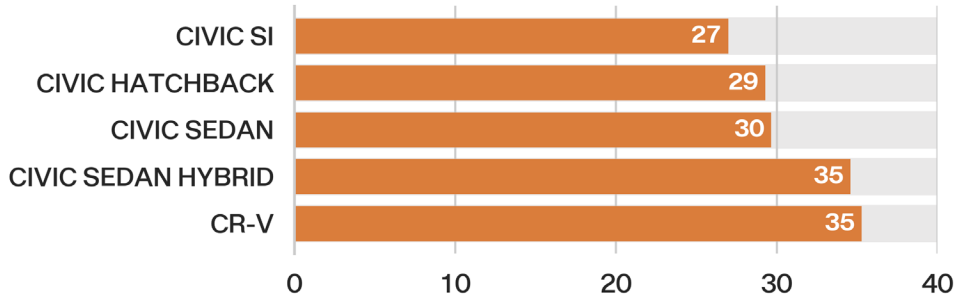
**NC** (MoM)  
-3% Markdown  
Price Reduction

**NC** (MoM)  
11% Sold  
With Markdown

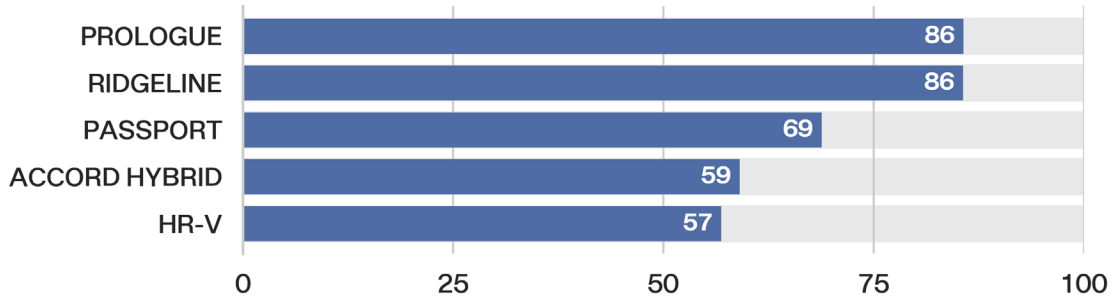
**+3%** (MoM)  
**+11%** (YoY)  
50% of Listings  
Not Viewed

**-12%**  
(MoM)  
Demand

#### Lowest Day Supply



#### Highest Day Supply





**HONDA**

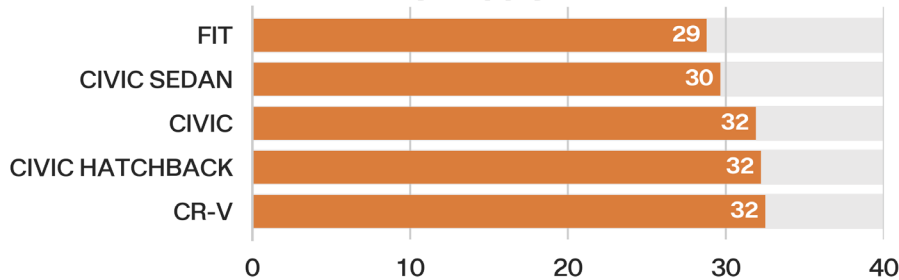
September 2024

- › Honda had the highest EV day supply by far of 73 days.
- › Honda held 5 of the top 10 model rankings with the lowest aged inventory.

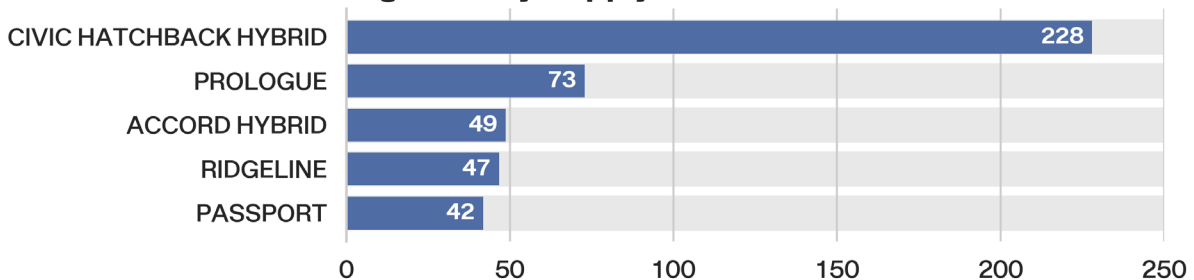
## USED

<p><b>-11%</b> (MoM) Sales Volume Change</p>	<p><b>+4 Days</b> (MoM) <b>+2 Days</b> (YoY) 35 Day Supply</p>	<p><b>+2%</b> (MoM) <b>+1%</b> (YoY) 38% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>NC</b> (MoM) <b>-2%</b> (YoY) 35% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-1%</b> (MoM) <b>-3%</b> (YoY) 37% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-4%</b> (YoY) \$23,992 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) <b>-4% Markdown</b> Price Reduction</p>	<p><b>-1%</b> (MoM) 32% Sold With Markdown</p>	<p><b>+4%</b> (MoM) <b>+2%</b> (YoY) 41% of Listings Not Viewed</p>	<p><b>-15%</b> (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply





- Overall, sales were down 7% MoM, down 10% for gas, 5% for hybrids and 1% for EVs.
- Fueled by fresh 2025 inventory, the Ioniq 5 had the largest increase among Hyundai EVs at 15%, which pushed day supply up by 20 days to 193 days.

NEW

**-7%** (MoM)  
Sales Volume  
Change

**+12 Days** (MoM)  
**+49 Days** (YoY)  
94 Day Supply

**NC** (MoM)  
**+20%** (YoY)  
51% Aged Inventory  
Over 45 Days Ending  
09/30/24

**+1%** (MoM)  
**+26%** (YoY)  
53% Aged Sales  
Over 45 Days as of  
09/30/24

**-4%** (MoM)  
**+24%** (YoY)  
51% Carryover  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**+2%** (YoY)  
\$35,608 Price  
Avg Last Listed

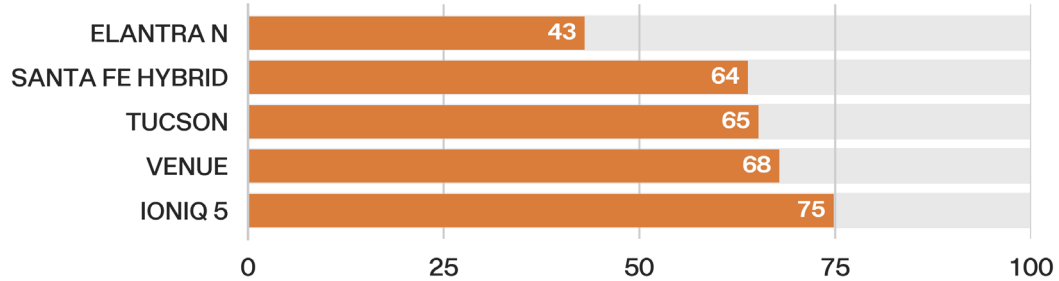
**-1%** (MoM)  
**-4% Markdown**  
Price Reduction

**+2%** (MoM)  
30% Sold  
With Markdown

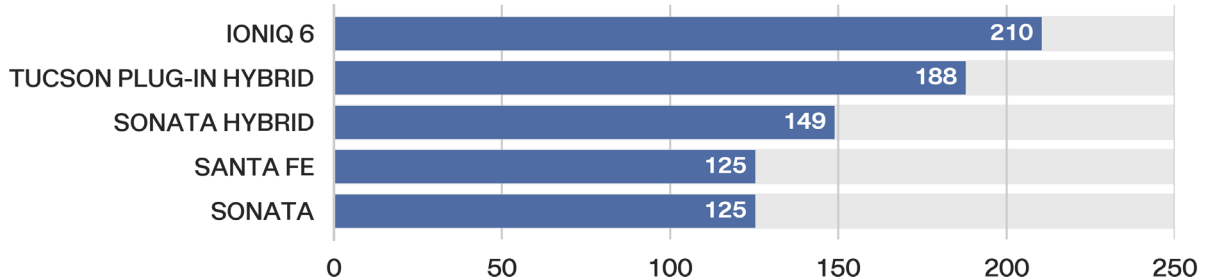
**+3%** (MoM)  
**+1%** (YoY)  
50% of Listings  
Not Viewed

**-16%**  
(MoM)  
Demand

Lowest Day Supply



Highest Day Supply



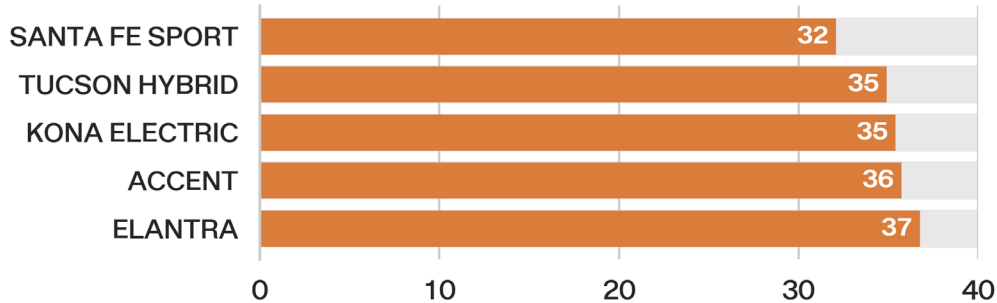


> All metrics move in line with the market.

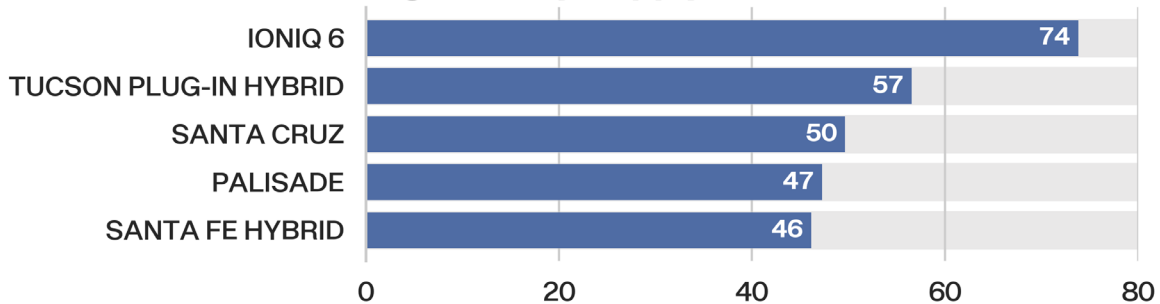
### USED

<b>-11%</b> (MoM) Sales Volume Change	<b>+5 Day</b> (MoM) <b>+1 Days</b> (YoY) 40 Day Supply	<b>+4%</b> (MoM) <b>-1%</b> (YoY) 44% Aged Inventory Over 45 Days Ending 09/30/24	<b>-1%</b> (MoM) <b>-3%</b> (YoY) 39% Aged Sales Over 45 Days as of 09/30/24	<b>-2%</b> (MoM) <b>-5%</b> (YoY) 42% Carryover Over 45 Days as of 09/01/24
<b>NC</b> (MoM) <b>-5%</b> (YoY) \$19,998 Price Avg Last Listed	<b>NC</b> (MoM) -5% Markdown Price Reduction	<b>-1%</b> (MoM) 40% Sold With Markdown	<b>+3%</b> (MoM) <b>+1%</b> (YoY) 47% of Listings Not Viewed	<b>-16%</b> (MoM) Demand

#### Lowest Day Supply



#### Highest Day Supply





- > Infiniti had the largest YoY reduction in day supply of 15 days down to 89 days.
- > Sales and inventory for the QX80 nearly doubled MoM, which contributed to the QX80 increasing its share of Infiniti's total sales by 6%.

### NEW

**NC** (MoM)  
Sales Volume  
Change

**+4 Days** (MoM)  
**-15 Days** (YoY)  
**89 Day Supply**

**+5%** (MoM)  
**+4%** (YoY)  
**52% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**-10%** (MoM)  
**-12%** (YoY)  
**54% Aged Sales**  
Over 45 Days as of  
09/30/24

**-23%** (MoM)  
**-18%** (YoY)  
**48% Carryover**  
Over 45 Days as of  
09/01/24

**+2%** (MoM)  
**+1%** (YoY)  
**\$59,705 Price**  
Avg Last Listed

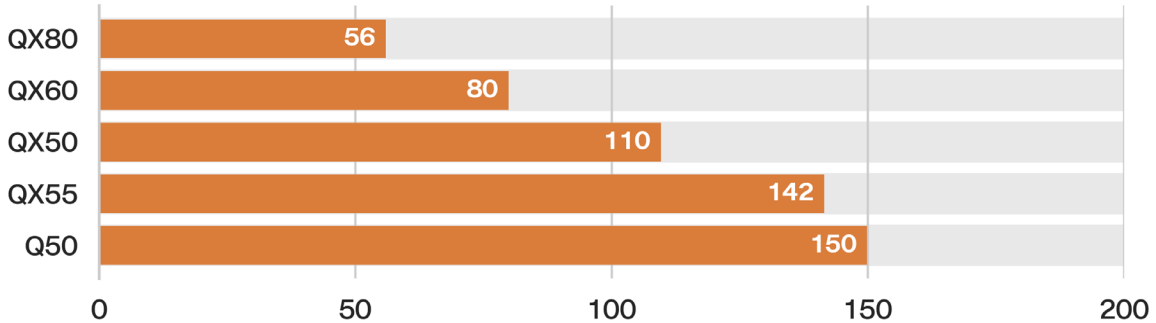
**NC** (MoM)  
**-4% Markdown**  
Price Reduction

**-1%** (MoM)  
**23% Sold**  
With Markdown

**+2%** (MoM)  
**-1%** (YoY)  
**59% of Listings**  
Not Viewed

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

#### Day Supply





> All metrics move in line with the market.

## USED

**-8%** (MoM)  
Sales Volume  
Change

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

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

**-1%** (MoM)  
**-3%** (YoY)  
40% Aged Sales  
Over 45 Days as of  
09/30/24

**-2%** (MoM)  
**-4%** (YoY)  
46% Carryover  
Over 45 Days as of  
09/01/24

**-1%** (MoM)  
**-8%** (YoY)  
\$26,725 Price  
Avg Last Listed

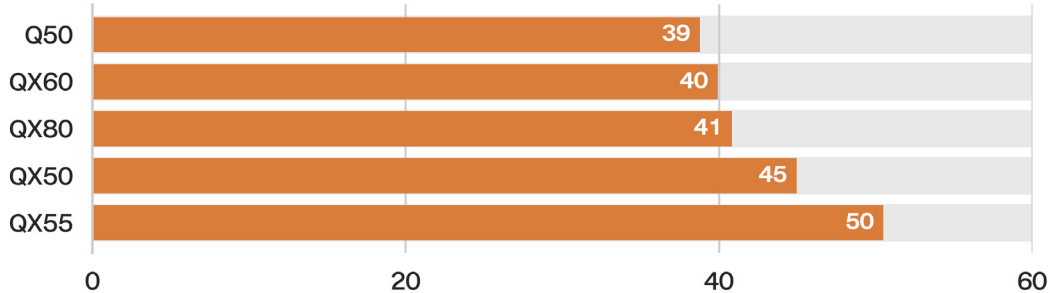
**NC** (MoM)  
-5% Markdown  
Price Reduction

**-2%** (MoM)  
45% Sold  
With Markdown

**+4%** (MoM)  
**-1%** (YoY)  
36% of Listings  
Not Viewed

**-11%**  
(MoM)  
Demand

### Day Supply



Hybrids continued to struggle as sales dropped another 6% MoM despite a market high increase of markdown magnitude list price of 5% to 14%.

## NEW

**NC** (MoM)  
Sales Volume  
Change

**+2 Days** (MoM)  
**+44 Days** (YoY)  
**122 Day Supply**

**-7%** (MoM)  
**+9%** (YoY)  
**62% Aged Inventory**  
Over 45 Days Ending

**+2%** (MoM)  
**+15%** (YoY)  
**64% Aged Sales**  
Over 45 Days as of  
09/30/24

**-1%** (MoM)  
**+19%** (YoY)  
**70% Carryover**  
Over 45 Days as of  
09/01/24

**-1%** (MoM)  
**-8%** (YoY)  
**\$47,340 Price**  
Avg Last Listed

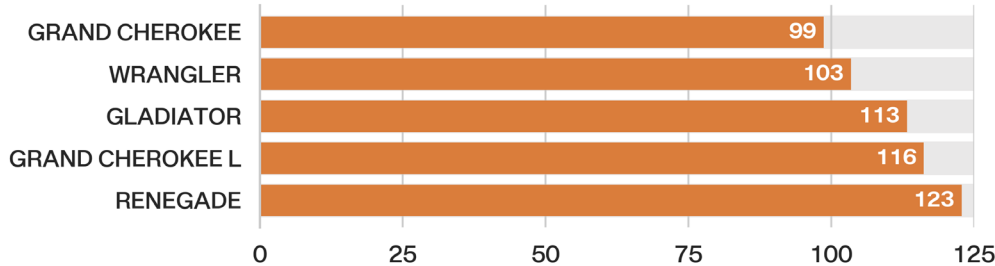
**-1%** (MoM)  
**-7% Markdown**  
Price Reduction

**NC** (MoM)  
**52% Sold**  
With Markdown

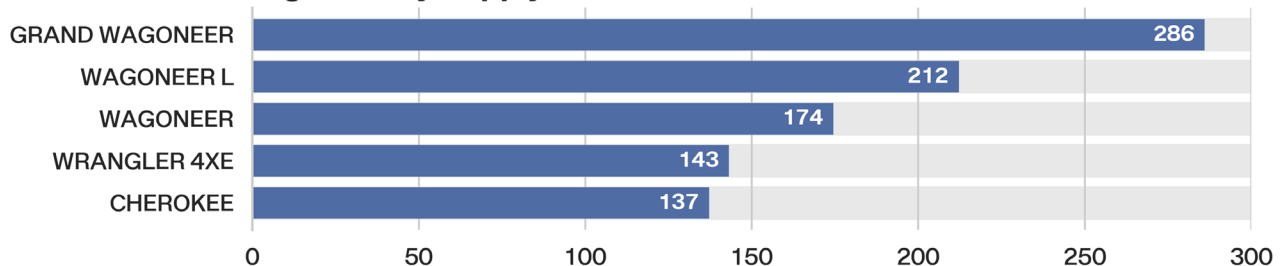
**+2%** (MoM)  
**-7%** (YoY)  
**49% of Listings**  
Not Viewed

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

### Lowest Day Supply



### Highest Day Supply

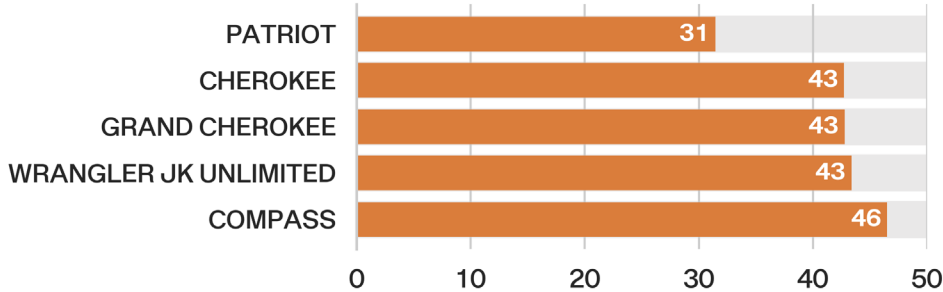


- > The Cherokee had the largest drop in last listed price of sold units YoY of 18%.
- > Jeep makes two of only seven models that sold more units over the age of 30 than under, the Grand Cherokee and Gladiator.

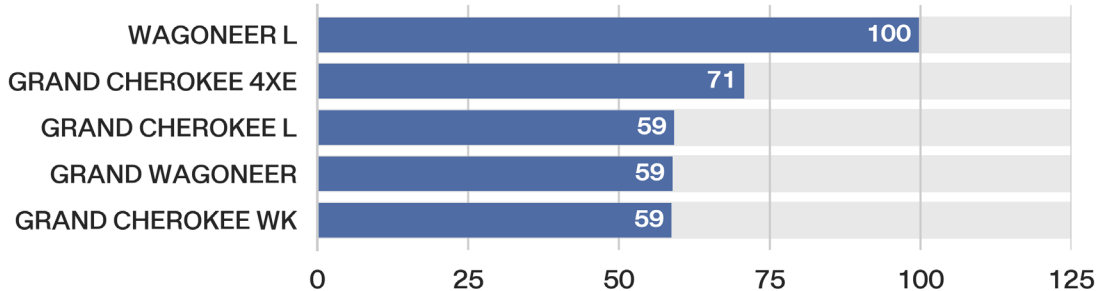
## USED

<p><b>-10%</b> (MoM) Sales Volume Change</p>	<p><b>+5 Days</b> (MoM) <b>+2 Days</b> (YoY) 48 Day Supply</p>	<p><b>+3%</b> (MoM) <b>NC</b> (YoY) 50% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-1%</b> (MoM) <b>-2%</b> (YoY) 47% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-2%</b> (MoM) <b>-2%</b> (YoY) 49% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-10%</b> (YoY) \$24,995 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -6% Markdown Price Reduction</p>	<p><b>-1%</b> (MoM) 48% Sold With Markdown</p>	<p><b>+4%</b> (MoM) <b>-4%</b> (YoY) 40% of Listings Not Viewed</p>	<p><b>-13%</b> (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply





- › Hybrid and gas both fell by 5% while EV sales increased by 6% MoM, driven by a 13% increase in EV6s and a 15% increase in EV9s.
- › EV day supply fell by 8 days to 52, half the day supply of brands with comparable sales volumes.

**NEW**

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

**+5 Days** (MoM)  
**+35 Days** (YoY)  
**64 Day Supply**

**+4%** (MoM)  
**+20%** (YoY)  
**43% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**+3%** (MoM)  
**+25%** (YoY)  
**40% Aged Sales**  
Over 45 Days as of  
09/30/24

**-3%** (MoM)  
**+16%** (YoY)  
**39% Carryover**  
Over 45 Days as of  
09/01/24

**NC** (MoM)  
**+2%** (YoY)  
**\$34,542 Price**  
Avg Last Listed

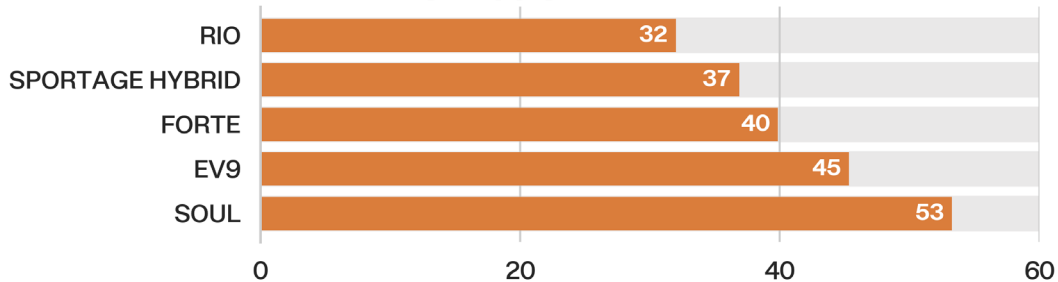
**NC** (MoM)  
**-3% Markdown**  
Price Reduction

**+1%** (MoM)  
**28% Sold**  
With Markdown

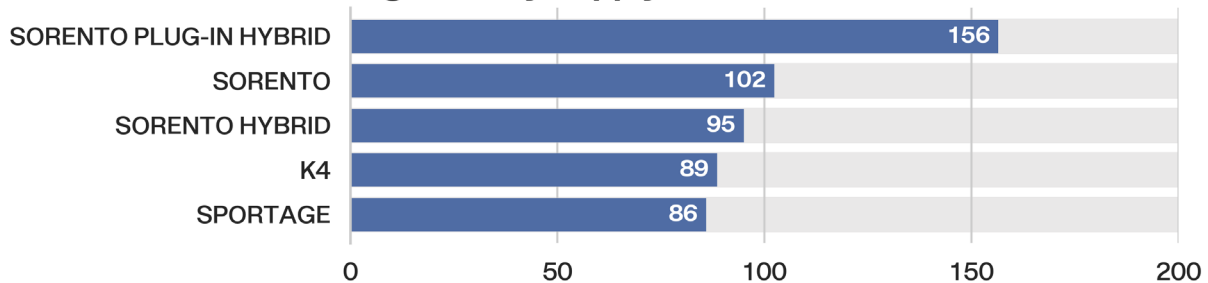
**+3%** (MoM)  
**+12%** (YoY)  
**52% of Listings**  
Not Viewed

**-10%** (MoM)  
**Demand**

**Lowest Day Supply**



**Highest Day Supply**





> All metrics move in line with the market.

### USED

**-10%** (MoM)  
Sales Volume  
Change

**+5 Days** (MoM)  
**-1 Days** (YoY)  
39 Day Supply

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

**-2%** (MoM)  
**-5%** (YoY)  
38% Aged Sales  
Over 45 Days as of  
09/30/24

**-3%** (MoM)  
**-6%** (YoY)  
41% Carryover  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**-4%** (YoY)  
\$19,751 Price  
Avg Last Listed

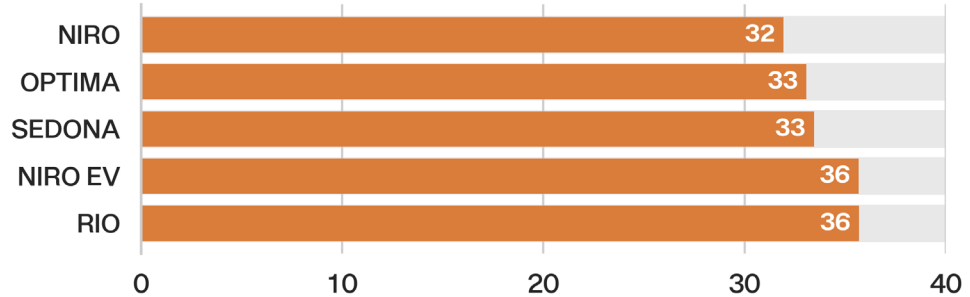
**NC** (MoM)  
-5% Markdown  
Price Reduction

**-2%** (MoM)  
38% Sold  
With Markdown

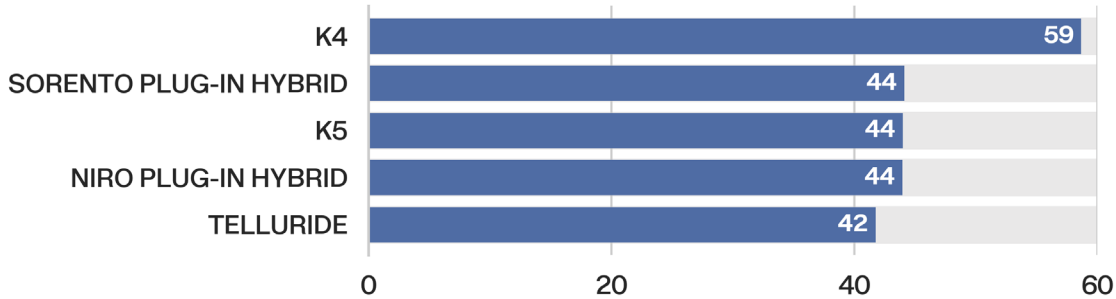
**+4%** (MoM)  
**-4%** (YoY)  
43% of Listings  
Not Viewed

**-16%**  
(MoM)  
Demand

#### Lowest Day Supply



#### Highest Day Supply





- > Fresh 2025 Range Rover inventory drove a 68% increase in sales after several months of supply constraints.
- > Defender sales slowed particularly at the beginning of the month and dropped by 14% MoM. However, 2025s started gaining momentum towards the end of the month.

## NEW

<p><b>+1%</b> (MoM) Sales Volume Change</p>	<p><b>-1 Days</b> (MoM) <b>+36 Days</b> (YoY) 85 Day Supply</p>	<p><b>+7%</b> (MoM) <b>+15%</b> (YoY) 56% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>+8%</b> (MoM) <b>+20%</b> (YoY) 51% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-2%</b> (MoM) <b>+11%</b> (YoY) 50% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+3%</b> (MoM) <b>+6%</b> (YoY) \$92,415 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -3% Markdown Price Reduction</p>	<p><b>+1%</b> (MoM) 5% Sold With Markdown</p>	<p><b>+2%</b> (MoM) <b>+8%</b> (YoY) 42% of Listings Not Viewed</p>	<p><b>-3%</b> (MoM) Demand Change</p>

### Day Supply

Model	Day Supply
RANGE ROVER	30
RANGE ROVER SPORT	65
DEFENDER	88
RANGE ROVER VELAR	121
DISCOVERY	143
RANGE ROVER EVOQUE	157
DISCOVERY SPORT	179



> Land Rover had the biggest drop in ending inventory in the market MoM of 6%.

## USED

**-4%** (MoM)  
Sales Volume  
Change

**-1 Days** (MoM)  
**+1 Days** (YoY)  
45 Day Supply

**+1%** (MoM)  
**+4%** (YoY)  
53% Aged Inventory  
Over 45 Days Ending  
09/30/24

**NC** (MoM)  
**+4%** (YoY)  
49% Aged Sales  
Over 45 Days as of  
09/30/24

**NC** (MoM)  
**+3%** (YoY)  
54% Carryover  
Over 45 Days as of  
09/01/24

**-2%** (MoM)  
**-9%** (YoY)  
\$40,988 Price  
Avg Last Listed

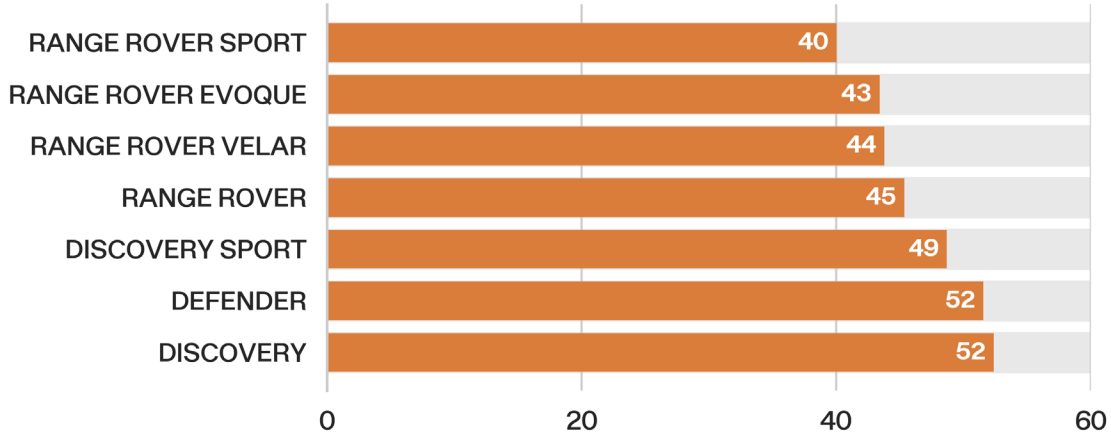
**NC** (MoM)  
-6% Markdown  
Price Reduction

**-2%** (MoM)  
49% Sold  
With Markdown

**+1%** (MoM)  
**+2%** (YoY)  
40% of Listings  
Not Viewed

**-3%** (MoM)  
Demand  
Change

Day Supply



- › Even though sales fell by 2%, aged inventory remained best in class and surpassed Toyota.
- › The GX had the largest last listed price drop MoM of 5%.

**NEW**

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

**NC Days**  
(MoM)  
**-8 Days**  
(YoY)  
**31 Day Supply**

**-4%** (MoM)  
**-1%** (YoY)  
**21% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**-8%** (MoM)  
**NC** (YoY)  
**17% Aged Sales**  
Over 45 Days as of  
09/30/24

**-13%** (MoM)  
**+7%** (YoY)  
**25% Carryover**  
Over 45 Days as of  
09/01/24

**NC** (MoM)  
**+1%** (YoY)  
**\$57,185 Price**  
Avg Last Listed

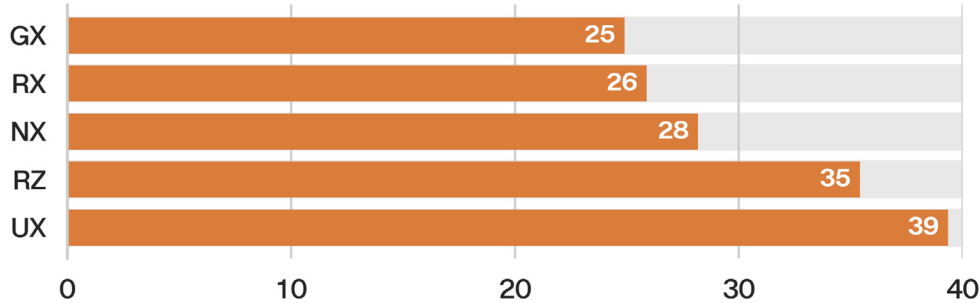
**+1%** (MoM)  
**-2% Markdown**  
Price Reduction

**NC** (MoM)  
**8% Sold**  
With Markdown

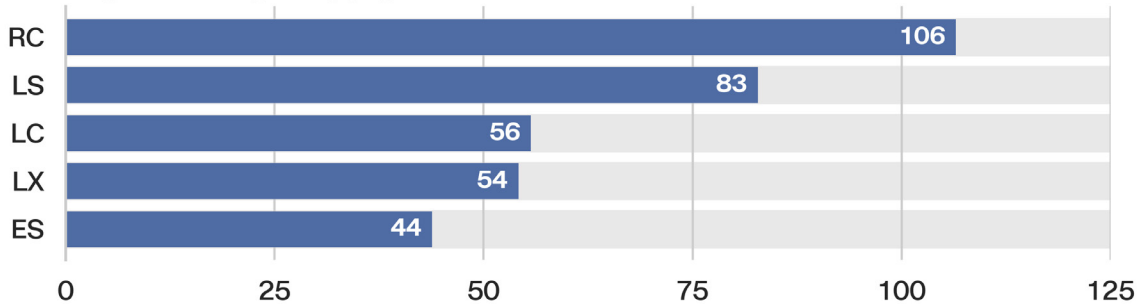
**+1%** (MoM)  
**-8%** (YoY)  
**39% of Listings**  
Not Viewed

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

**Lowest Day Supply**



**Highest Day Supply**



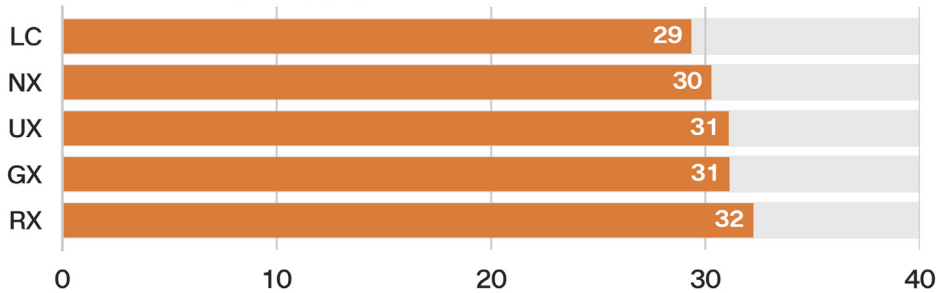


> Lexus saw the largest MoM increase in hybrid prices, up 5%, and remained the only brand with significant volume under a 30-day supply.

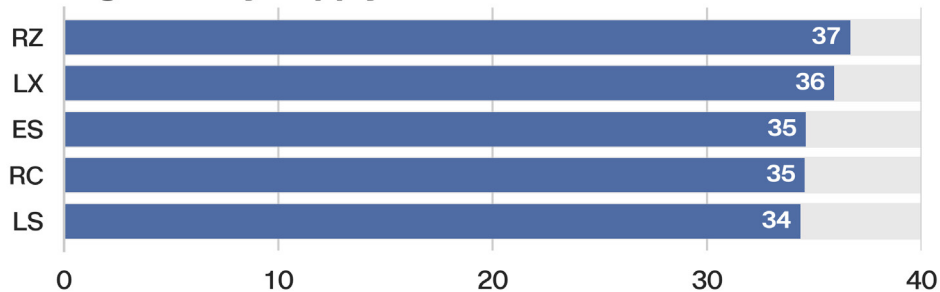
## USED

<p><b>-8%</b> (MoM) Sales Volume Change</p>	<p><b>+2 Days</b> (MoM) <b>-3 Days</b> (YoY) 32 Day Supply</p>	<p><b>+2%</b> (MoM) <b>-7%</b> (YoY) 37% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-1%</b> (MoM) <b>-8%</b> (YoY) 35% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>NC</b> (MoM) <b>-10%</b> (YoY) 37% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+2%</b> (MoM) <b>NC</b> (YoY) \$36,990 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -4% Markdown Price Reduction</p>	<p><b>-2%</b> (MoM) 39% Sold With Markdown</p>	<p><b>+2%</b> (MoM) <b>+2%</b> (YoY) 34% of Listings Not Viewed</p>	<p><b>-8%</b> (MoM) Demand Change</p>

### Lowest Day Supply



### Highest Day Supply





- > Aviator sales decreased by 3%, with momentum building for 2025 models in the latter half of the month.
- > Corsair sales increased by 7% MoM, making room for the newly released 2025s.

### NEW

<p><b>-3%</b> (MoM) Sales Volume Change</p>	<p><b>+7 Days</b> (MoM) <b>+46 Days</b> (YoY) 146 Day Supply</p>	<p><b>+1%</b> (MoM) <b>+19%</b> (YoY) 65% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-2%</b> (MoM) <b>+29%</b> (YoY) 73% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-3%</b> (MoM) <b>+16%</b> (YoY) 64% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>+10%</b> (YoY) \$62,620 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -4% Markdown Price Reduction</p>	<p><b>-1%</b> (MoM) 36% Sold With Markdown</p>	<p><b>NC</b> (MoM) <b>-4%</b> (YoY) 56% of Listings Not Viewed</p>	<p><b>-9%</b> (MoM) Demand Change</p>

#### Day Supply

Model	Day Supply
AVIATOR	96
NAUTILUS	137
NAVIGATOR	183
CORSAIR	185
NAVIGATOR L	198



> All metrics move in line with the market.

### USED

**-10%** (MoM)  
Sales Volume  
Change

**+5 Days** (MoM)  
**NC Days** (YoY)  
47 Day Supply

**+2%** (MoM)  
**-1%** (YoY)  
51% Aged Inventory  
Over 45 Days Ending  
09/30/24

**-1%** (MoM)  
**-4%** (YoY)  
44% Aged Sales  
Over 45 Days as of  
09/30/24

**NC** (MoM)  
**-1%** (YoY)  
50% Carryover  
Over 45 Days as of  
09/01/24

**NC** (MoM)  
**-8%** (YoY)  
\$29,497 Price  
Avg Last Listed

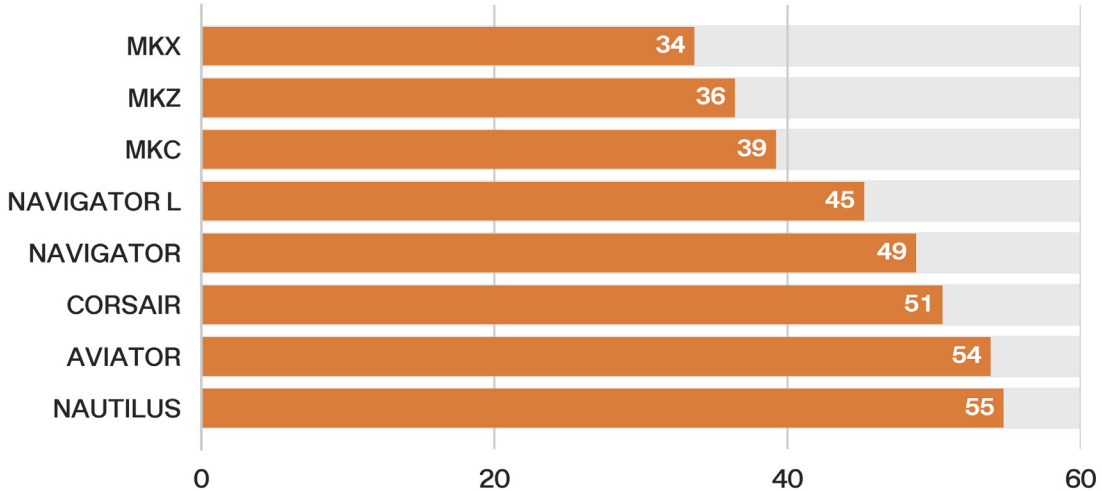
**NC** (MoM)  
**-5% Markdown**  
Price Reduction

**-2%** (MoM)  
42% Sold  
With Markdown

**+3%** (MoM)  
**-1%** (YoY)  
43% of Listings  
Not Viewed

**-13%**  
(MoM)  
Demand

#### Day Supply





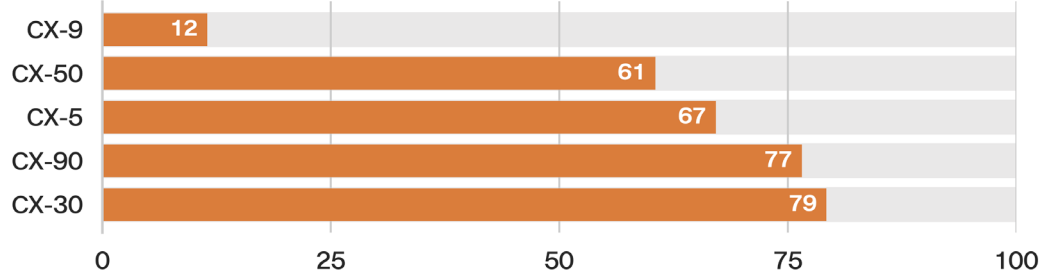
mazda

- > Mazda had one of the largest MoM sales drop, down 11%, along with the biggest increase in day supply, up 16 days.
- > The CX-5 and CX-50 had the biggest impact on sales, both decreasing by over 15% MoM.

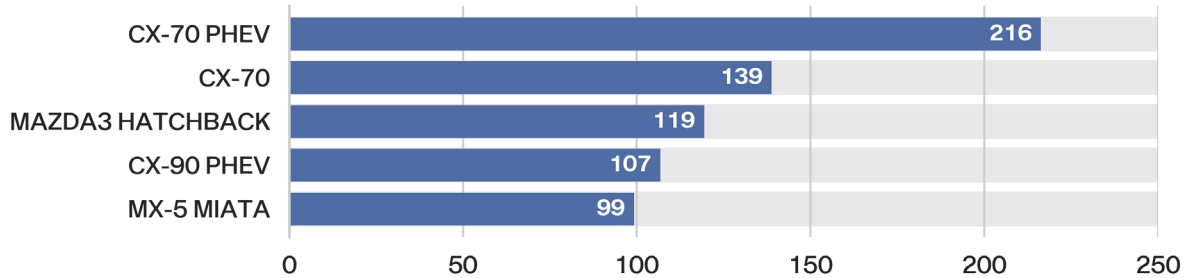
## NEW

<b>-11%</b> (MoM) Sales Volume Change	<b>+16 Days</b> (MoM) <b>+37 Days</b> (YoY) 79 Day Supply	<b>-6%</b> (MoM) <b>+13%</b> (YoY) 38% Aged Inventory Over 45 Days Ending 09/30/24	<b>+4%</b> (MoM) <b>+2%</b> (YoY) 48% Aged Sales Over 45 Days as of 09/30/24	<b>-8%</b> (MoM) <b>+10%</b> (YoY) 45% Carryover Over 45 Days as of 09/01/24
<b>+1%</b> (MoM) <b>+3%</b> (YoY) \$33,178 Price Avg Last Listed	<b>NC</b> (MoM) -3% Markdown Price Reduction	<b>+5%</b> (MoM) 24% Sold With Markdown	<b>+4%</b> (MoM) <b>+9%</b> (YoY) 59% of Listings Not Viewed	<b>-23%</b> (MoM) Demand

### Lowest Day Supply



### Highest Day Supply



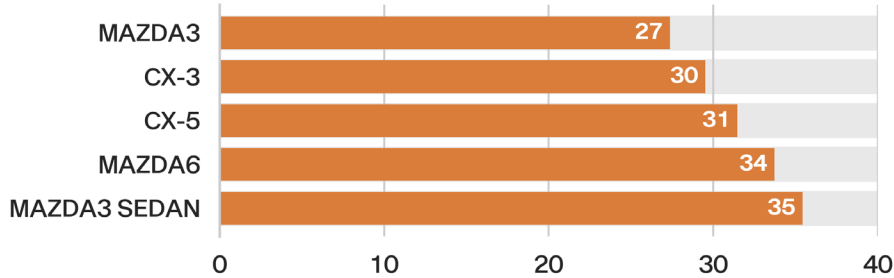


› Mazda had one of the largest drops in sales in the market MoM of 13%.

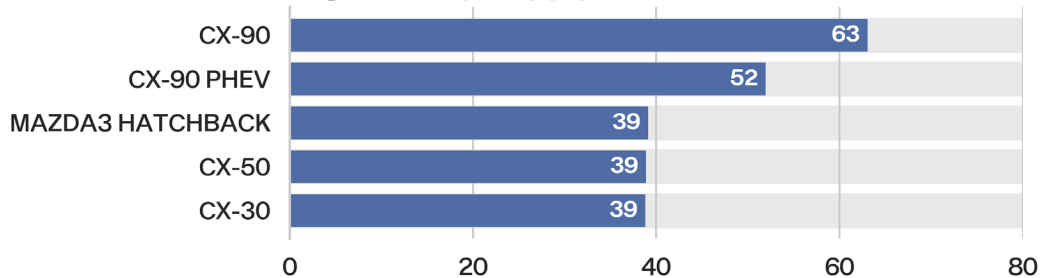
## USED

<p><b>-13%</b> (MoM) Sales Volume Change</p>	<p><b>+3 Days</b> (MoM) <b>NC Days</b> (YoY) <b>34 Day Supply</b></p>	<p><b>+1%</b> (MoM) <b>NC</b> (YoY) <b>39% Aged Inventory</b> Over 45 Days Ending 09/30/24</p>	<p><b>-3%</b> (MoM) <b>-4%</b> (YoY) <b>38% Aged Sales</b> Over 45 Days as of 09/30/24</p>	<p><b>-3%</b> (MoM) <b>-5%</b> (YoY) <b>39% Carryover</b> Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-5%</b> (YoY) <b>\$23,099 Price</b> Avg Last Listed</p>	<p><b>NC</b> (MoM) <b>-5% Markdown</b> Price Reduction</p>	<p><b>-2%</b> (MoM) <b>39% Sold</b> With Markdown</p>	<p><b>+4%</b> (MoM) <b>-1%</b> (YoY) <b>39% of Listings</b> Not Viewed</p>	<p><b>-12%</b> (MoM) <b>Demand</b></p>

Lowest Day Supply



Highest Day Supply





> The last-listed price of sold units dropped 5% YoY, driven by increased sales of the more affordable GLC, which nearly doubled its share of monthly sales.

NEW

+1% (MoM)  
Sales Volume  
Change

+3 Days (MoM)  
+36 Days (YoY)  
92 Day Supply

-5% (MoM)  
+2% (YoY)  
54% Aged Inventory  
Over 45 Days Ending  
09/30/24

+1% (MoM)  
+11% (YoY)  
50% Aged Sales  
Over 45 Days as of  
09/30/24

-4% (MoM)  
+9% (YoY)  
60% Carryover  
Over 45 Days as of  
09/01/24

-2% (MoM)  
-5% (YoY)  
\$68,940 Price  
Avg Last Listed

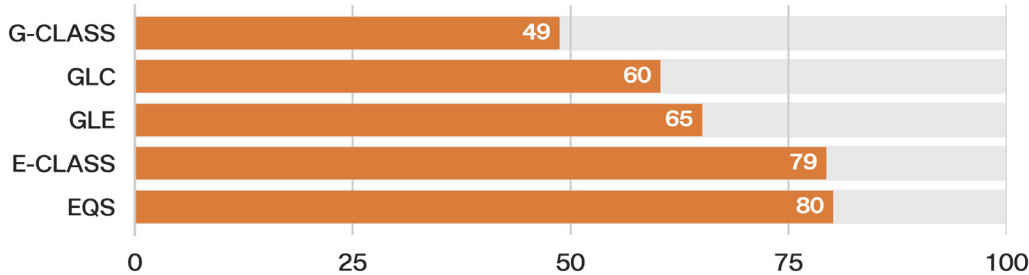
NC (MoM)  
-2% Markdown  
Price Reduction

NC (MoM)  
5% Sold  
With Markdown

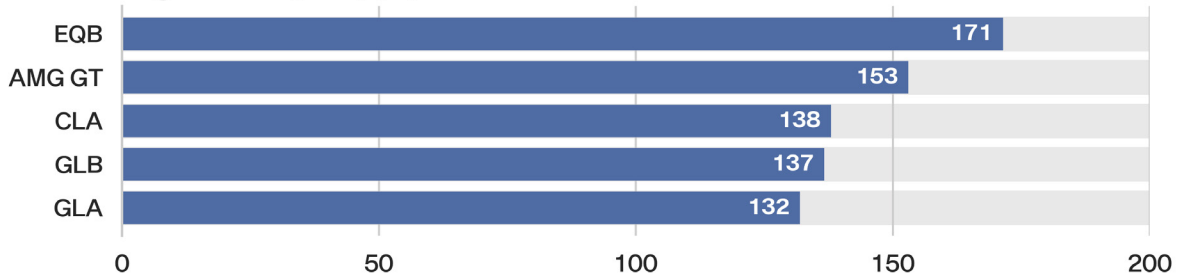
+6% (MoM)  
+5% (YoY)  
49% of Listings  
Not Viewed

-6% (MoM)  
Demand  
Change

Lowest Day Supply



Highest Day Supply





› Mercedes had one of the largest increases in hybrid sales in the market MoM of 8% with the biggest increases in the C-Class and GLS.

### USED

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

**+2 Days** (MoM)  
**NC Days** (YoY)  
44 Day Supply

**+2%** (MoM)  
**NC** (YoY)  
50% Aged Inventory  
Over 45 Days Ending  
09/30/24

**NC** (MoM)  
**-3%** (YoY)  
45% Aged Sales  
Over 45 Days as of  
09/30/24

**-1%** (MoM)  
**-3%** (YoY)  
50% Carryover  
Over 45 Days as of  
09/01/24

**+3%** (MoM)  
**-6%** (YoY)  
\$35,995 Price  
Avg Last Listed

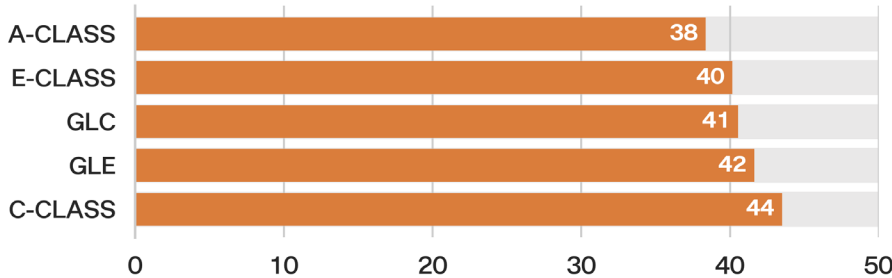
**NC** (MoM)  
**-6% Markdown**  
Price Reduction

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

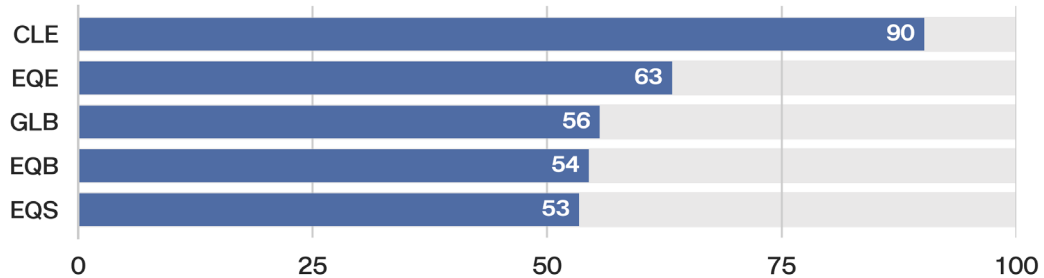
**+3%** (MoM)  
**NC** (YoY)  
36% of Listings  
Not Viewed

**-8%** (MoM)  
Demand  
Change

#### Lowest Day Supply



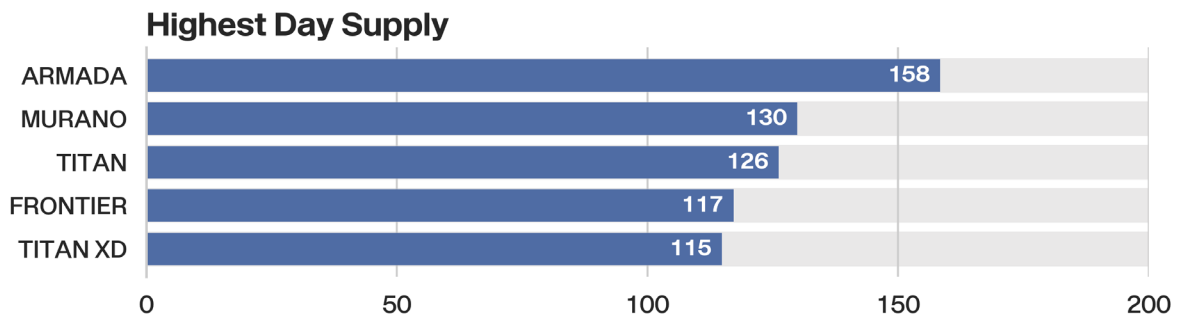
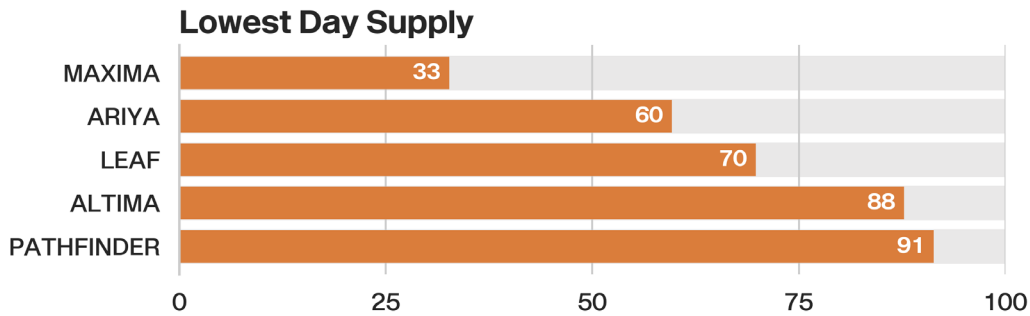
#### Highest Day Supply



- > Sentras had the largest increase in day supply of 29 days due to an influx of fresh 2025 inventory in the middle of the month and a 29% decrease in sales.
- > Kicks performed strongly, with sales up 18% MoM, bolstered by 2025 models arriving mid-month.

**NEW**

<p><b>- 9%</b> (MoM) Sales Volume Change</p>	<p><b>+ 11 Days</b> (MoM) <b>+ 39 Days</b> (YoY) 100 Day Supply</p>	<p><b>- 12%</b> (MoM) <b>+ 17%</b> (YoY) 52% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>+ 1%</b> (MoM) <b>+ 27%</b> (YoY) 65% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>+ 1%</b> (MoM) <b>+ 28%</b> (YoY) 65% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+ 3%</b> (MoM) <b>- 3%</b> (YoY) \$31,770 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -6% Markdown Price Reduction</p>	<p><b>- 2%</b> (MoM) 40% Sold With Markdown</p>	<p><b>+ 2%</b> (MoM) <b>+ 5%</b> (YoY) 61% of Listings Not Viewed</p>	<p><b>- 15%</b> (MoM) Demand</p>



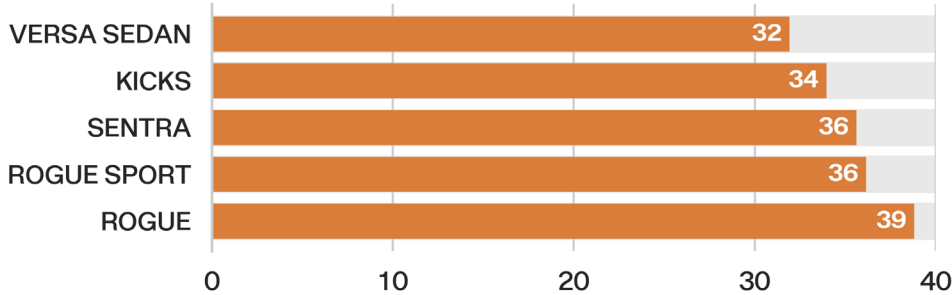


> All metrics move in line with the market.

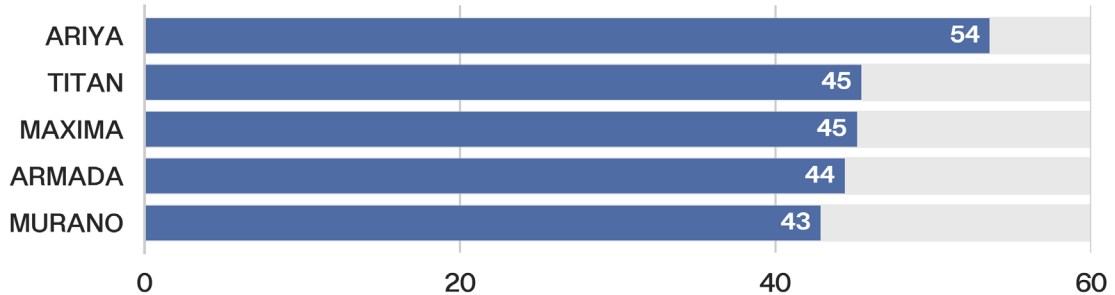
## USED

<p><b>-12%</b> (MoM) Sales Volume Change</p>	<p><b>+6 Days</b> (MoM) <b>+2 Days</b> (YoY) 40 Day Supply</p>	<p><b>+4%</b> (MoM) <b>NC</b> (YoY) 44% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>-2%</b> (MoM) <b>-2%</b> (YoY) 39% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-5%</b> (MoM) <b>-5%</b> (YoY) 42% Carryover Over 45 Days as of 09/01/24</p>
<p><b>NC</b> (MoM) <b>-8%</b> (YoY) \$20,000 Price Avg Last Listed</p>	<p><b>NC</b> (MoM) -5% Markdown Price Reduction</p>	<p><b>-3%</b> (MoM) 39% Sold With Markdown</p>	<p><b>+4%</b> (MoM) <b>-1%</b> (YoY) 46% of Listings Not Viewed</p>	<p><b>-17%</b> (MoM) Demand</p>

### Lowest Day Supply



### Highest Day Supply





# PORSCHE

- › Porsche had the best correction in aged ending inventory, decreasing by 12% MoM.
- › EV sales surged by almost 50% following the release of the Macan EV.

## NEW

**-6%** (MoM)  
Sales Volume  
Change

**+9 Days** (MoM)  
**+9 Days** (YoY)  
86 Day Supply

**-12%** (MoM)  
**NC** (YoY)  
49% Aged Inventory  
Over 45 Days Ending  
09/30/24

**+2%** (MoM)  
**+10%** (YoY)  
56% Aged Sales  
Over 45 Days as of  
09/30/24

**-3%** (MoM)  
**+4%** (YoY)  
61% Carryover  
Over 45 Days as of  
09/01/24

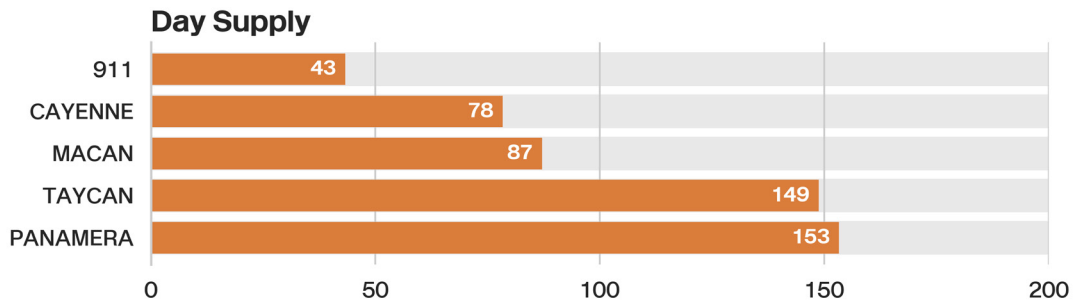
**-2%** (MoM)  
**NC** (YoY)  
\$100,350 Price  
Avg Last Listed

**-7%** (MoM)  
-10% Markdown  
Price Reduction

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

**+1%** (MoM)  
**NC** (YoY)  
40% of Listings  
Not Viewed

**-13%** (MoM)  
Demand





# PORSCHE

> Porsche saw the smallest decline in sales in September.

## USED

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

**NC Days** (MoM)  
**+1 Days** (YoY)  
48 Day Supply

**+1%** (MoM)  
**+4%** (YoY)  
54% Aged Inventory  
Over 45 Days Ending  
09/30/24

**-1%** (MoM)  
**-1%** (YoY)  
48% Aged Sales  
Over 45 Days as of  
09/30/24

**NC** (MoM)  
**+3%** (YoY)  
55% Carryover  
Over 45 Days as of  
09/01/24

**+1%** (MoM)  
**-2%** (YoY)  
\$63,695 Price  
Avg Last Listed

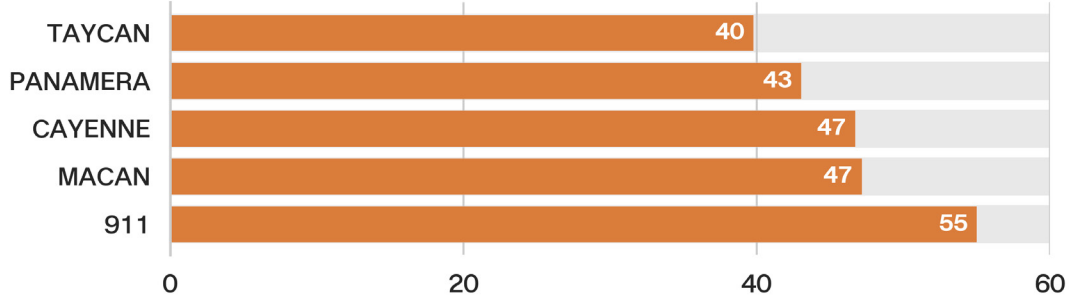
**NC** (MoM)  
-5% Markdown  
Price Reduction

**-2%** (MoM)  
42% Sold  
With Markdown

**+2%** (MoM)  
**+1%** (YoY)  
31% of Listings  
Not Viewed

**-3%** (MoM)  
Demand  
Change

Day Supply





**RAM**

> The 1500 continued last month's momentum, increasing sales by another 5% MoM and decreasing aged inventory by 6%.

**NEW**

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

**+4 Days** (MoM)  
**+76 Days** (YoY)  
163 Day Supply

**-3%** (MoM)  
**+19%** (YoY)  
70% Aged Inventory  
Over 45 Days Ending  
09/30/24

**NC** (MoM)  
**+11%** (YoY)  
69% Aged Sales  
Over 45 Days as of  
09/30/24

**+1%** (MoM)  
**+21%** (YoY)  
73% Carryover  
Over 45 Days as of  
09/01/24

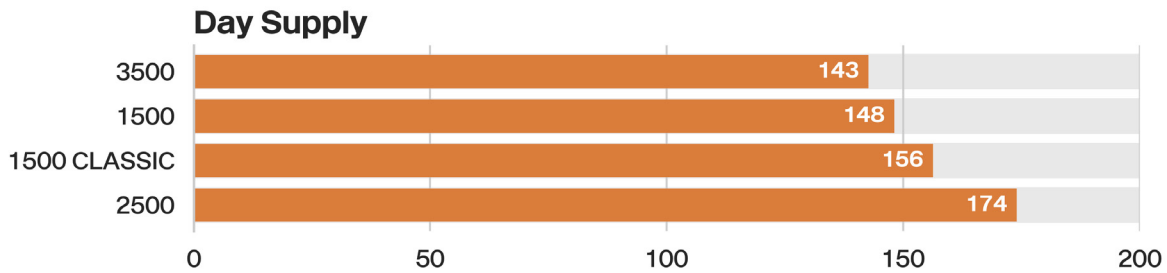
**NC** (MoM)  
**-1%** (YoY)  
\$60,160 Price  
Avg Last Listed

**NC** (MoM)  
**-8% Markdown**  
Price Reduction

**-1%** (MoM)  
52% Sold  
With Markdown

**+3%** (MoM)  
**-3%** (YoY)  
49% of Listings  
Not Viewed

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





RAM

> All metrics move in line with the market

### USED

**-8%** (MoM)  
Sales Volume  
Change

**+4 Days** (MoM)  
**-2 Days** (YoY)  
44 Day Supply

**+2%** (MoM)  
**-1%** (YoY)  
49% Aged Inventory  
Over 45 Days Ending  
09/30/24

**-1%** (MoM)  
**-4%** (YoY)  
43% Aged Sales  
Over 45 Days as of  
09/30/24

**-2%** (MoM)  
**-1%** (YoY)  
48% Carryover  
Over 45 Days as of  
09/01/24

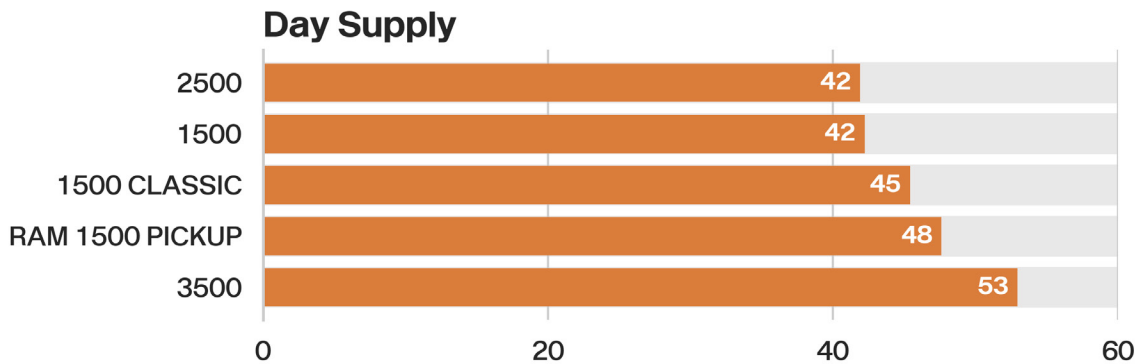
**NC** (MoM)  
**-10%** (YoY)  
\$34,295 Price  
Avg Last Listed

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

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

**+4%** (MoM)  
**-5%** (YoY)  
37% of Listings  
Not Viewed

**-11%**  
(MoM)  
Demand





SUBARU

> Sales of the Crosstrek, Outback, and Solterra all fell by double digits, while other models saw slight growth.

### NEW

**-6%** (MoM)  
Sales Volume  
Change

**+5 Days** (MoM)  
**+18 Days** (YoY)  
**59 Day Supply**

**NC** (MoM)  
**+17%** (YoY)  
**33% Aged Inventory**  
Over 45 Days Ending  
09/30/24

**-3%** (MoM)  
**+21%** (YoY)  
**42% Aged Sales**  
Over 45 Days as of  
09/30/24

**-10%** (MoM)  
**+19%** (YoY)  
**33% Carryover**  
Over 45 Days as of  
09/01/24

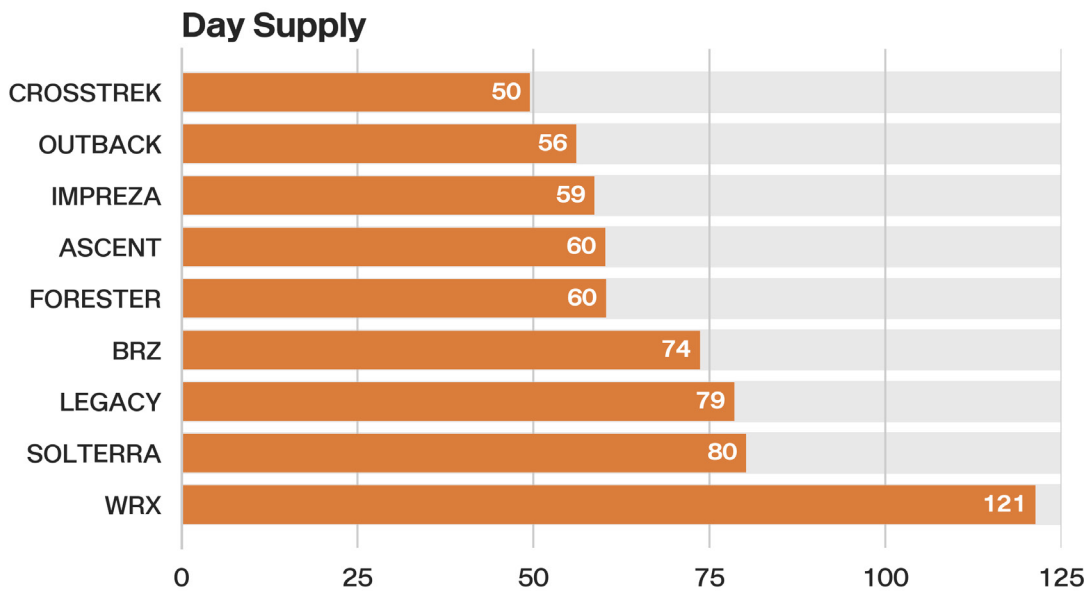
**NC** (MoM)  
**-1%** (YoY)  
**\$35,235 Price**  
Avg Last Listed

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

**NC** (MoM)  
**27% Sold**  
With Markdown

**+5%** (MoM)  
**-2%** (YoY)  
**43% of Listings**  
Not Viewed

**-11%**  
(MoM)  
**Demand**



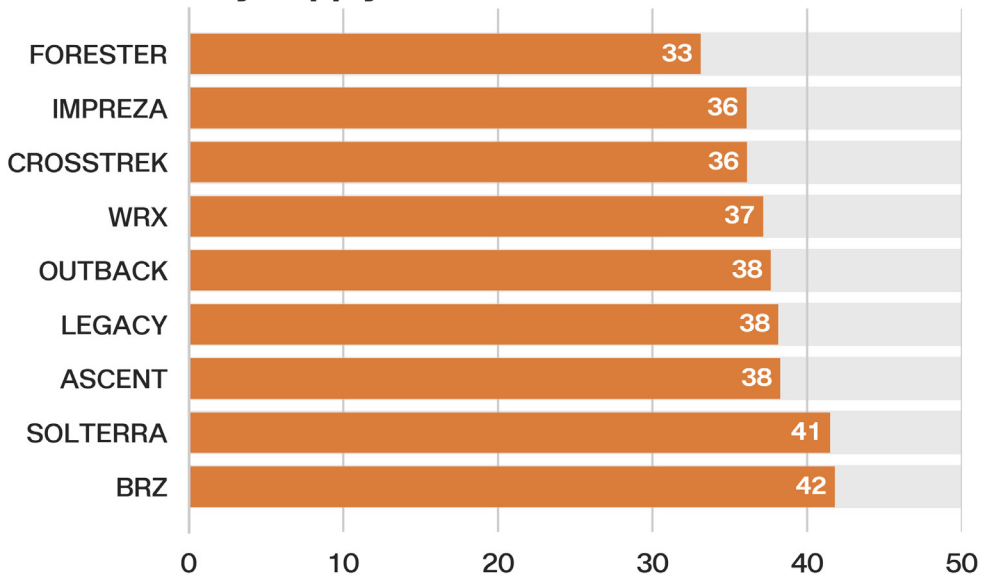


› Subaru had the largest drop in volume of 13% with the Legacy dropping by 16%, the largest in the market.

### USED SUBARU

<b>-13%</b> (MoM) Sales Volume Change	<b>+5 Days</b> (MoM) <b>-1 Days</b> (YoY) 36 Day Supply	<b>+2%</b> (MoM) <b>-1%</b> (YoY) 40% Aged Inventory Over 45 Days Ending 09/30/24	<b>-1%</b> (MoM) <b>-3%</b> (YoY) 36% Aged Sales Over 45 Days as of 09/30/24	<b>-2%</b> (MoM) <b>-3%</b> (YoY) 39% Carryover Over 45 Days as of 09/01/24
<b>NC</b> (MoM) <b>-8%</b> (YoY) \$23,999 Price Avg Last Listed	<b>NC</b> (MoM) <b>-4% Markdown</b> Price Reduction	<b>-2%</b> (MoM) 39% Sold With Markdown	<b>+5%</b> (MoM) <b>NC</b> (YoY) 43% of Listings Not Viewed	<b>-16%</b> (MoM) Demand

Day Supply





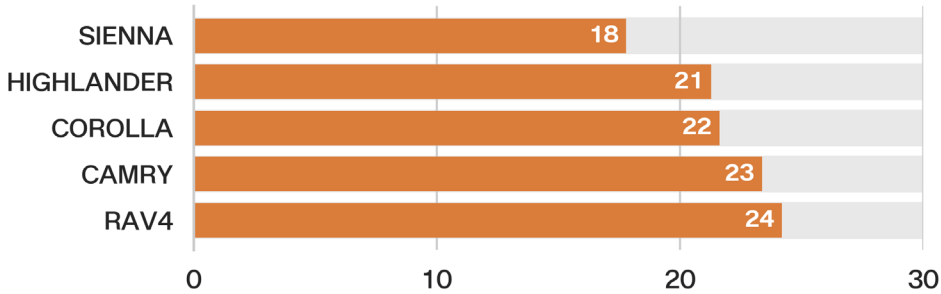
**TOYOTA**

- > A depleted 4Runner inventory caused sales to fall by 25% and days supply to drop below 20 days.
- > Even with a day supply of under 35 days, the Camry, Corolla and Rav4 saw sales increase by 29%, 8% and 14% respectively.

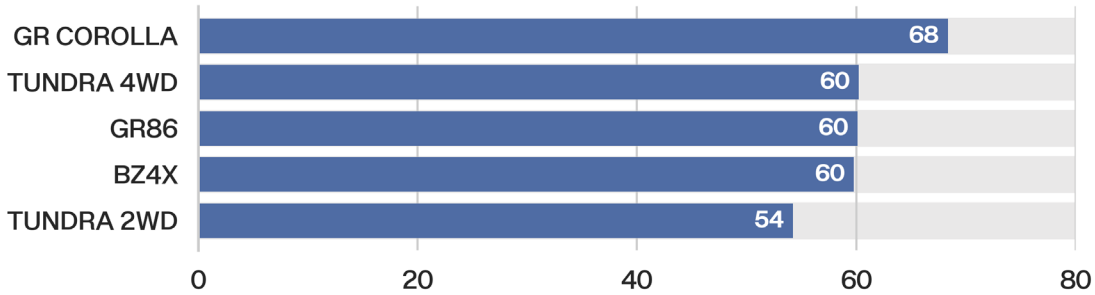
**NEW**

<p><b>+8%</b> (MoM) Sales Volume Change</p>	<p><b>-1 Days</b> (MoM) <b>+4 Days</b> (YoY) <b>32 Day Supply</b></p>	<p><b>+1%</b> (MoM) <b>+10%</b> (YoY) <b>23% Aged Inventory</b> Over 45 Days Ending 09/30/24</p>	<p><b>-2%</b> (MoM) <b>+1%</b> (YoY) <b>13% Aged Sales</b> Over 45 Days as of 09/30/24</p>	<p><b>-4%</b> (MoM) <b>+11%</b> (YoY) <b>22% Carryover</b> Over 45 Days as of 09/01/24</p>
<p><b>-3%</b> (MoM) <b>-1%</b> (YoY) <b>\$39,069 Price</b> Avg Last Listed</p>	<p><b>NC</b> (MoM) <b>-3% Markdown</b> Price Reduction</p>	<p><b>NC</b> (MoM) <b>10% Sold</b> With Markdown</p>	<p><b>+2%</b> (MoM) <b>NC</b> (YoY) <b>50% of Listings</b> Not Viewed</p>	<p><b>-1%</b> (MoM) <b>Demand</b> Change</p>

**Lowest Day Supply**



**Highest Day Supply**







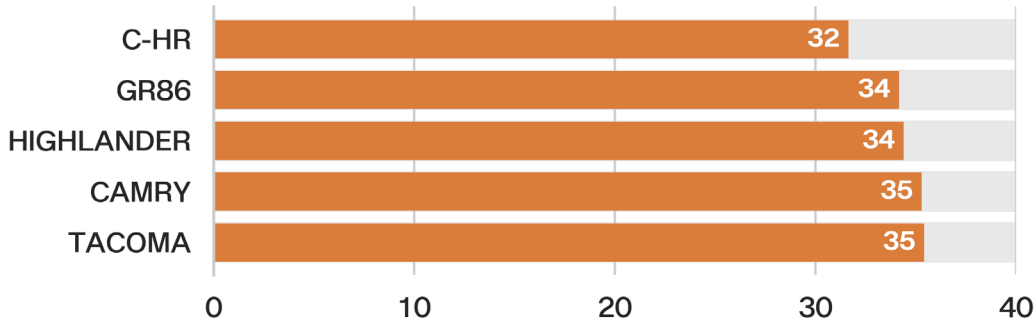
**TOYOTA**

› Toyota's day supply increased by 6 days, with a 9% rise in inventory, some of the highest increases in the market.

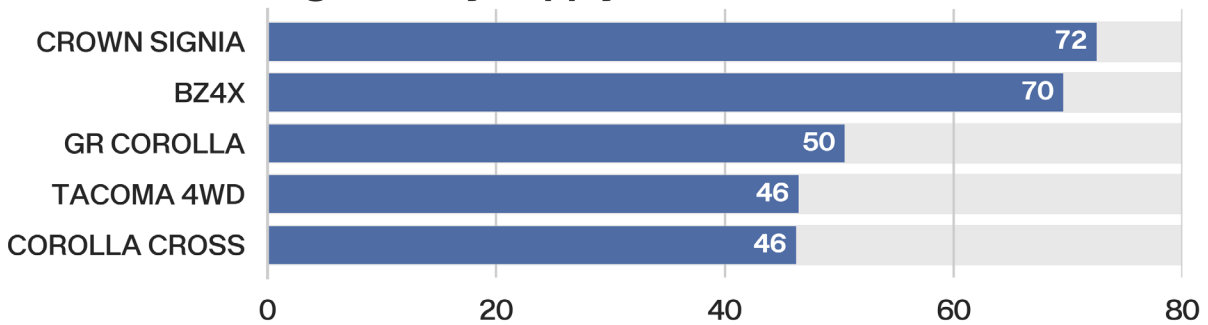
### USED

<b>-11%</b> (MoM) Sales Volume Change	<b>+6 Day</b> (MoM) <b>+1 Days</b> (YoY) 37 Day Supply	<b>+5%</b> (MoM) <b>NC</b> (YoY) 40% Aged Inventory Over 45 Days Ending 09/30/24	<b>-1%</b> (MoM) <b>-4%</b> (YoY) 35% Aged Sales Over 45 Days as of 09/30/24	<b>-3%</b> (MoM) <b>-5%</b> (YoY) 37% Carryover Over 45 Days as of 09/01/24
<b>+1%</b> (MoM) <b>-1%</b> (YoY) \$28,840 Price Avg Last Listed	<b>NC</b> (MoM) -4% Markdown Price Reduction	<b>NC</b> (MoM) 38% Sold With Markdown	<b>+3%</b> (MoM) <b>+2%</b> (YoY) 39% of Listings Not Viewed	<b>-20%</b> (MoM) Demand

#### Lowest Day Supply



#### Highest Day Supply



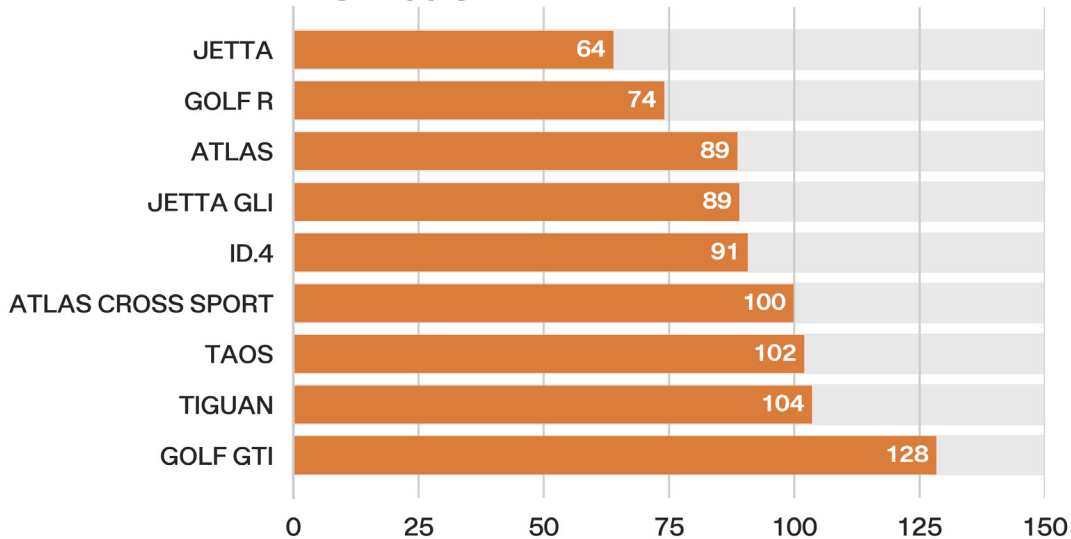


- > The Tiguan maintained strong performance, with sales up 18% MoM, while other Volkswagen models, except the Golf GTI, saw sales declines.
- > Volkswagen had the biggest decrease in sales of 12% driven by one of the biggest decreases in EV sales MoM at 34%.

**NEW**

<p><b>-12%</b> (MoM) Sales Volume Change</p>	<p><b>+12 Days</b> (MoM) <b>+40 Days</b> (YoY) 93 Day Supply</p>	<p><b>+2%</b> (MoM) <b>+18%</b> (YoY) 54% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>+3%</b> (MoM) <b>+18%</b> (YoY) 54% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>-8%</b> (MoM) <b>+20%</b> (YoY) 53% Carryover Over 45 Days as of 09/01/24</p>
<p><b>+1%</b> (MoM) <b>-2%</b> (YoY) \$35,304 Price Avg Last Listed</p>	<p><b>+1%</b> (MoM) -6% Markdown Price Reduction</p>	<p><b>-3%</b> (MoM) 33% Sold With Markdown</p>	<p><b>NC</b> (MoM) <b>-4%</b> (YoY) 44% of Listings Not Viewed</p>	<p><b>-16%</b> (MoM) Demand</p>

**Day Supply**



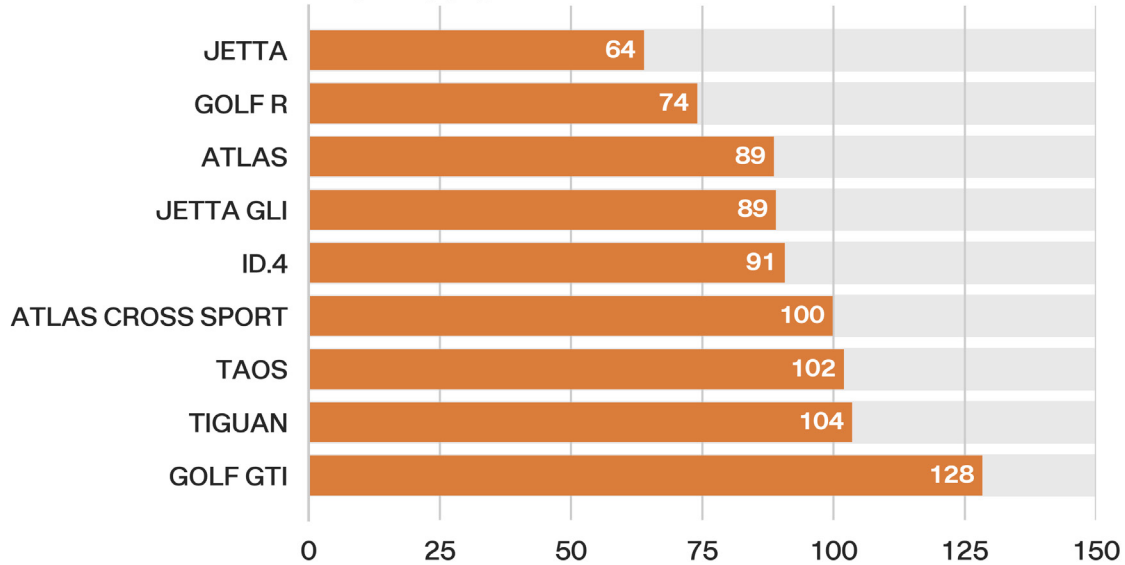


> All metrics move in line with the market.

### USED

<b>-10%</b> (MoM) Sales Volume Change	<b>+4 Days</b> (MoM) <b>-3 Days</b> (YoY) 39 Day Supply	<b>+4%</b> (MoM) <b>-1%</b> (YoY) 44% Aged Inventory Over 45 Days Ending 09/30/24	<b>-2%</b> (MoM) <b>-5%</b> (YoY) 40% Aged Sales Over 45 Days as of 09/30/24	<b>-3%</b> (MoM) <b>-5%</b> (YoY) 41% Carryover Over 45 Days as of 09/01/24
<b>+1%</b> (MoM) <b>-11%</b> (YoY) \$21,175 Price Avg Last Listed	<b>NC</b> (MoM) -5% Markdown Price Reduction	<b>-1%</b> (MoM) 41% Sold With Markdown	<b>+3%</b> (MoM) <b>-1%</b> (YoY) 44% of Listings Not Viewed	<b>-14%</b> (MoM) Demand

#### Day Supply



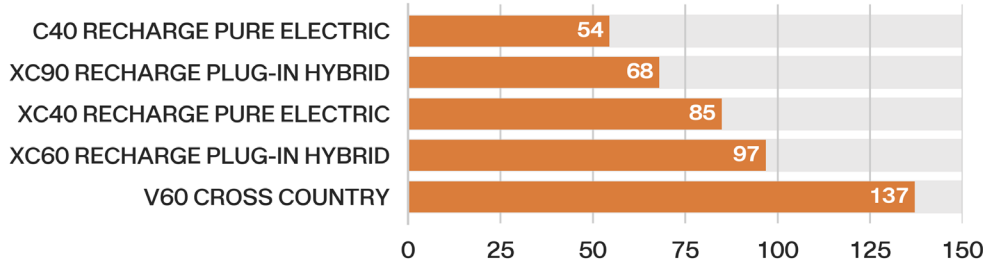


- > The XC60 had one the biggest increase in sales MoM in the market of 72% as fresh inventory continues to arrive frontline, pushing day supply up 15 days MoM to 140 days.
- > While Volvo had one of the healthiest EV day supplies, it had the highest percent of aged inventory of 90%.

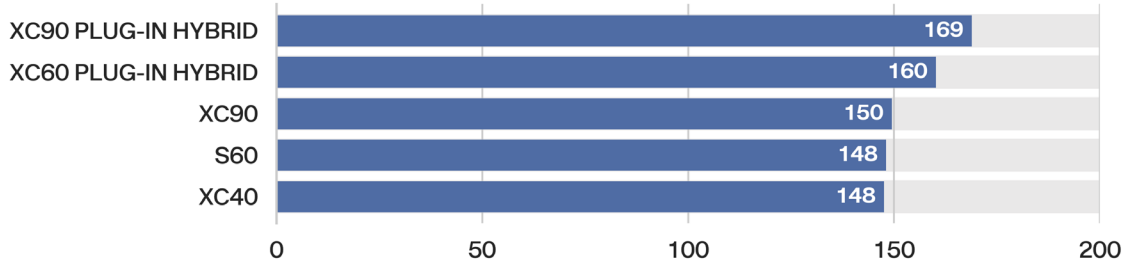
## NEW

<p><b>+7%</b> (MoM) Sales Volume Change</p>	<p><b>+2 Days</b> (MoM) <b>+47 Days</b> (YoY) 137 Day Supply</p>	<p><b>+7%</b> (MoM) <b>-7%</b> (YoY) 55% Aged Inventory Over 45 Days Ending 09/30/24</p>	<p><b>+2%</b> (MoM) <b>-8%</b> (YoY) 67% Aged Sales Over 45 Days as of 09/30/24</p>	<p><b>+16%</b> (MoM) <b>-17%</b> (YoY) 55% Carryover Over 45 Days as of 09/01/24</p>
<p><b>-1%</b> (MoM) <b>+4%</b> (YoY) \$61,525 Price Avg Last Listed</p>	<p><b>+1%</b> (MoM) <b>-3% Markdown</b> Price Reduction</p>	<p><b>+1%</b> (MoM) 29% Sold With Markdown</p>	<p><b>+7%</b> (MoM) <b>+3%</b> (YoY) 41% of Listings Not Viewed</p>	<p><b>-5%</b> (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply





> EV day supply dropped another 5 days MoM to become the only brand with a sub-30 day supply.

## USED

**-8%** (MoM)  
Sales Volume  
Change

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

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

**-1%** (MoM)  
**-3%** (YoY)  
**47% Aged Sales**  
Over 45 Days as of  
09/30/24

**-2%** (MoM)  
**-2%** (YoY)  
**47% Carryover**  
Over 45 Days as of  
09/01/24

**NC** (MoM)  
**-8%** (YoY)  
**\$32,994 Price**  
Avg Last Listed

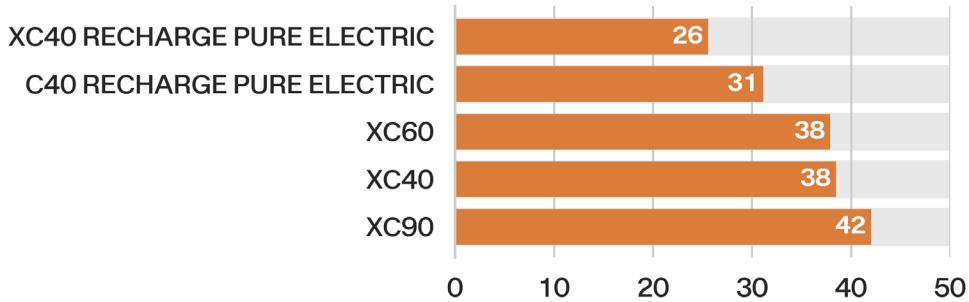
**+1%** (MoM)  
**-5% Markdown**  
Price Reduction

**-2%** (MoM)  
**50% Sold**  
With Markdown

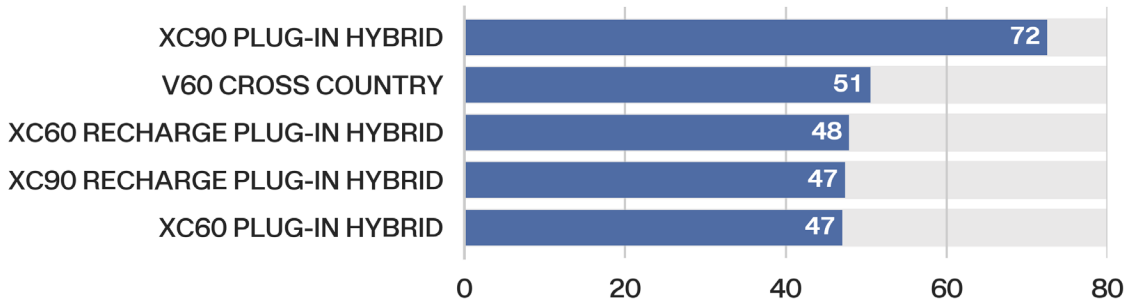
**+2%** (MoM)  
**+6%** (YoY)  
**37% of Listings**  
Not Viewed

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

### 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](https://lotlinx.com/freeinventoryreport)**

**SIGN UP**

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