

VINCENSUS

2024 **AUGUST**

We are pleased to present you with the August 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

The market showed stabilization in new car pricing but could see more aggressive discounting strategies to manage inventory levels. Aging concerns YoY were still very much present as aged inventory increased by 11% and day supply increased by 25 days YoY. While some recalls and supply chain issues affected specific model sales, the overall market still experienced growth MoM. Meanwhile, the used car market continued to face inventory shortages, reflected by a lower day supply of just 36 days, alongside a rise in demand. With high demand and limited supply, the used car market is expected to remain competitive, keeping prices elevated.

New Vehicles:

- New vehicles saw improvements to sales volume, day supply, and aging MoM. Aging concerns were still very much present as aged inventory increased by 11% and day supply increased by 25 days YoY.
- Pricing strategies held steady with no changes to price or markdowns.

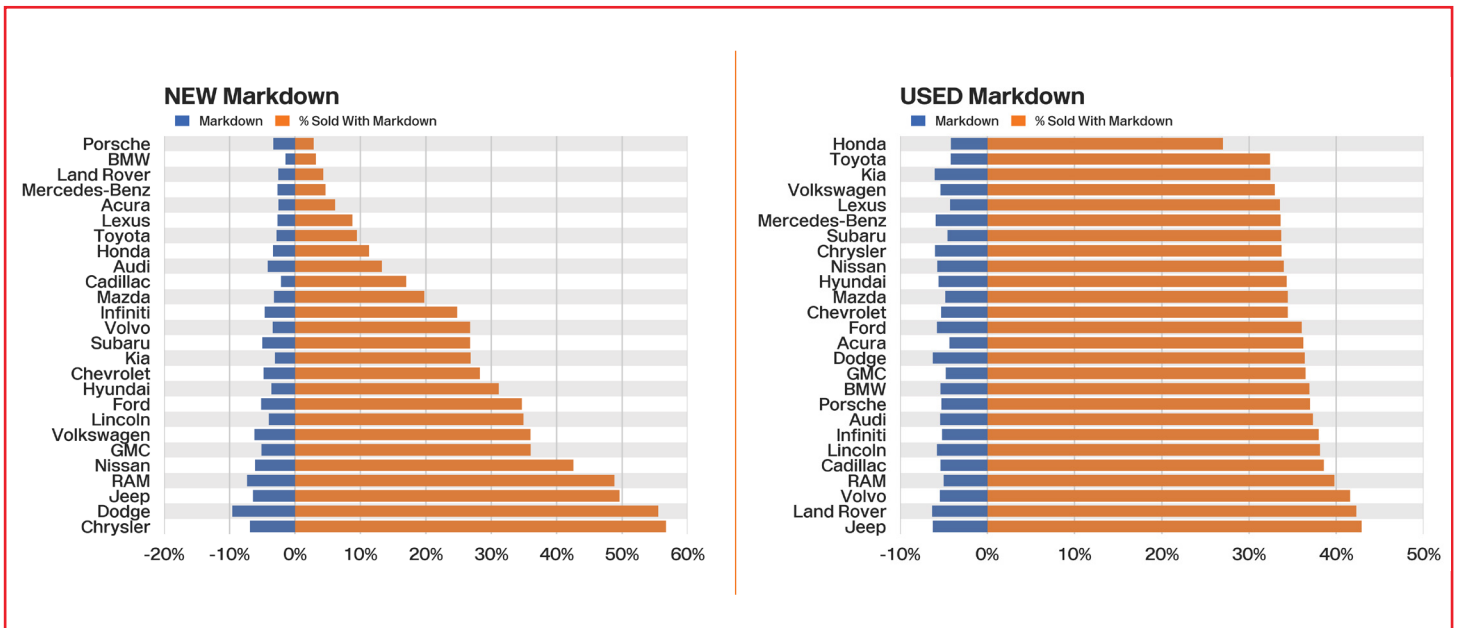
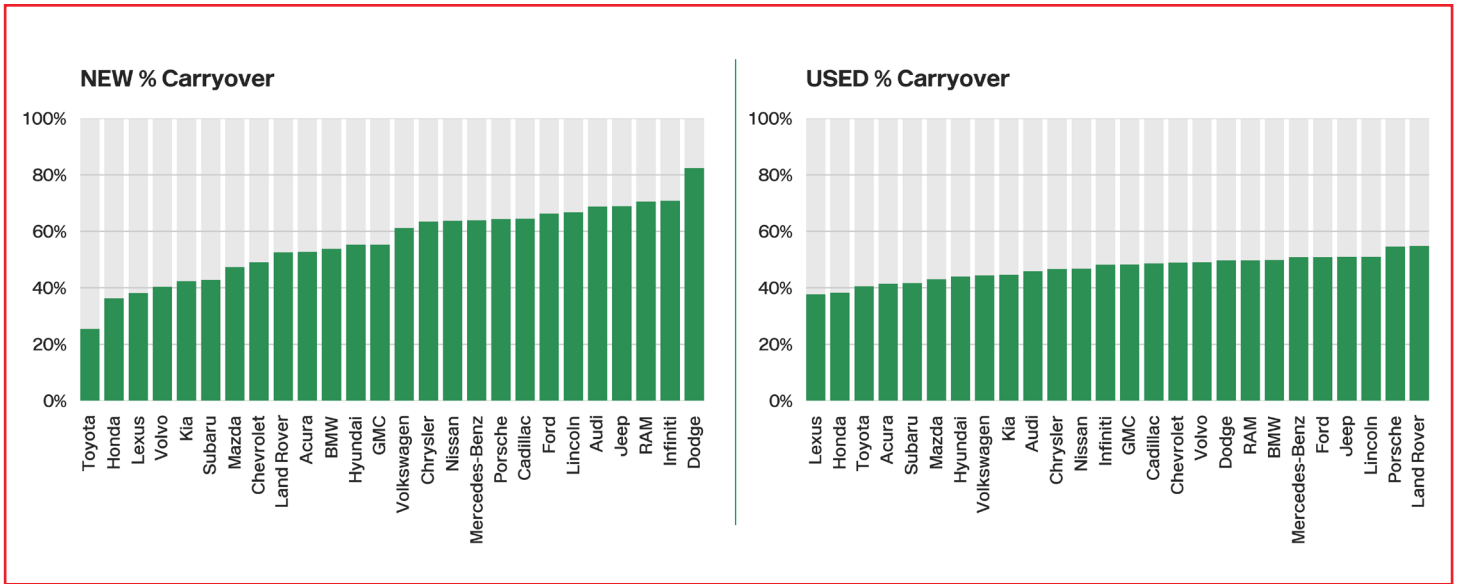
Used Vehicles:

- Used vehicles remained very competitive with sales volumes increasing by 4% as day supply tightened by another 2 days and aged inventory continued to dwindle.

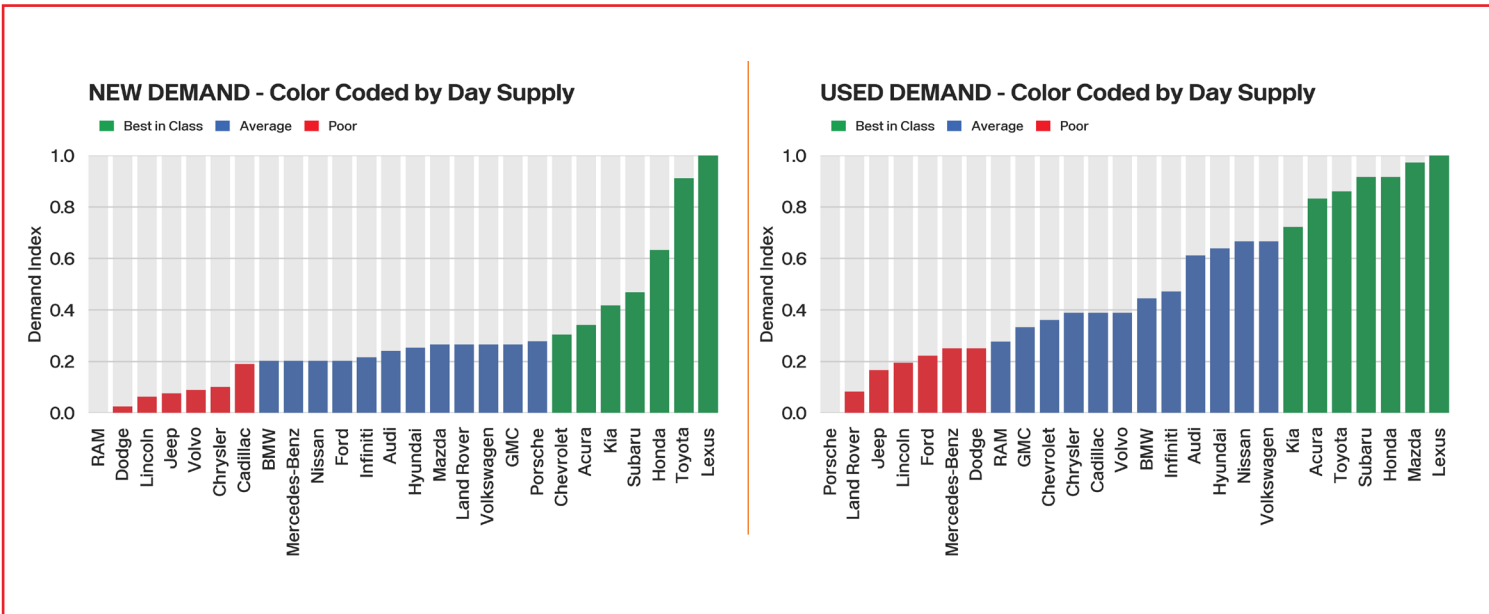
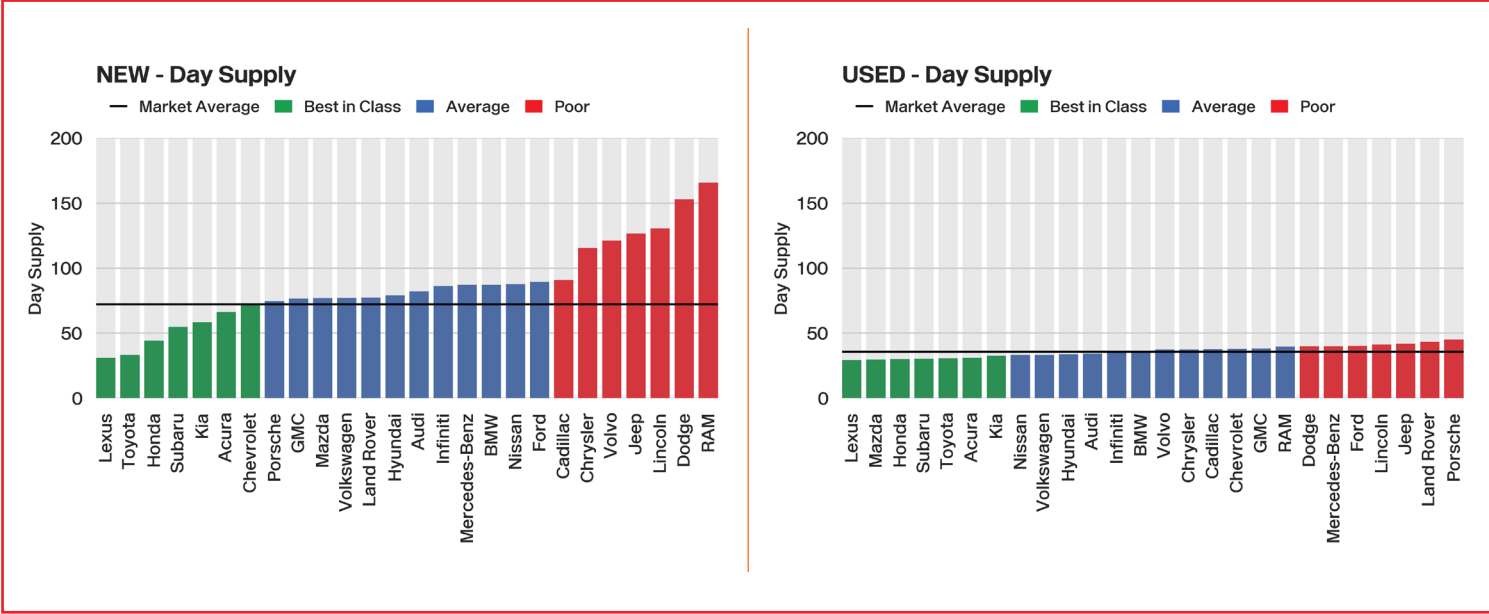
Recommended action steps for upcoming months:

- 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.

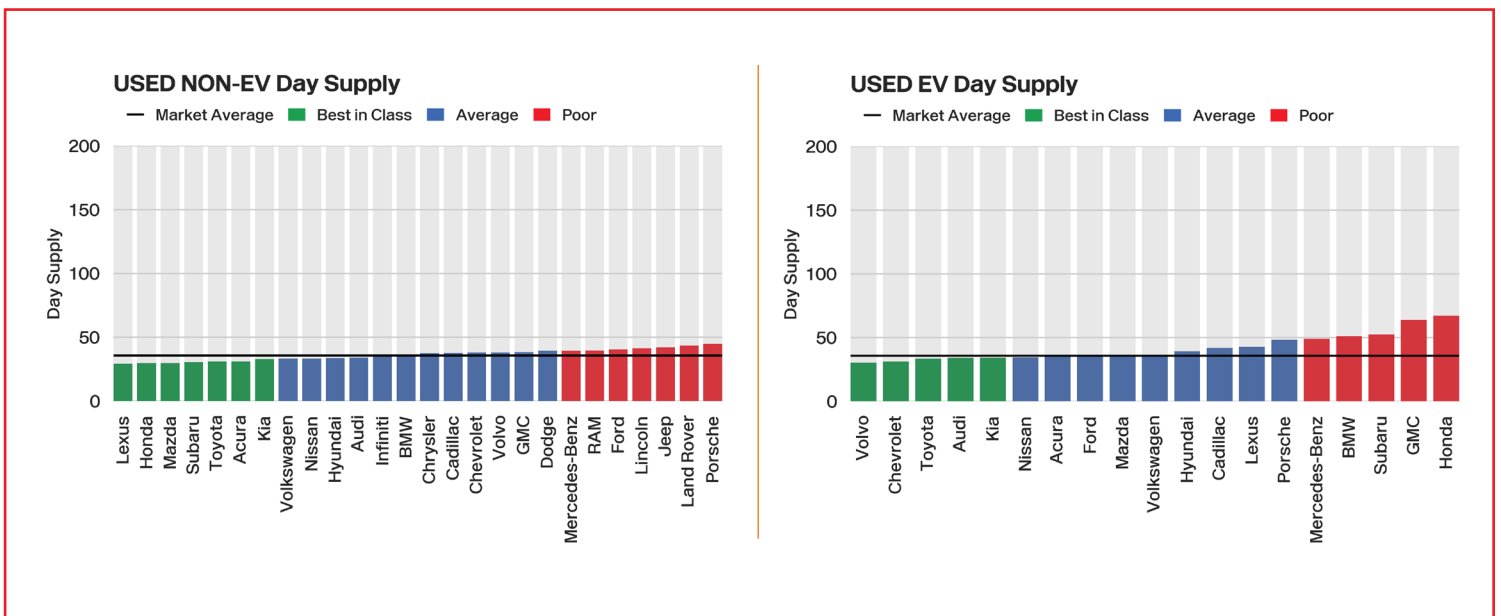
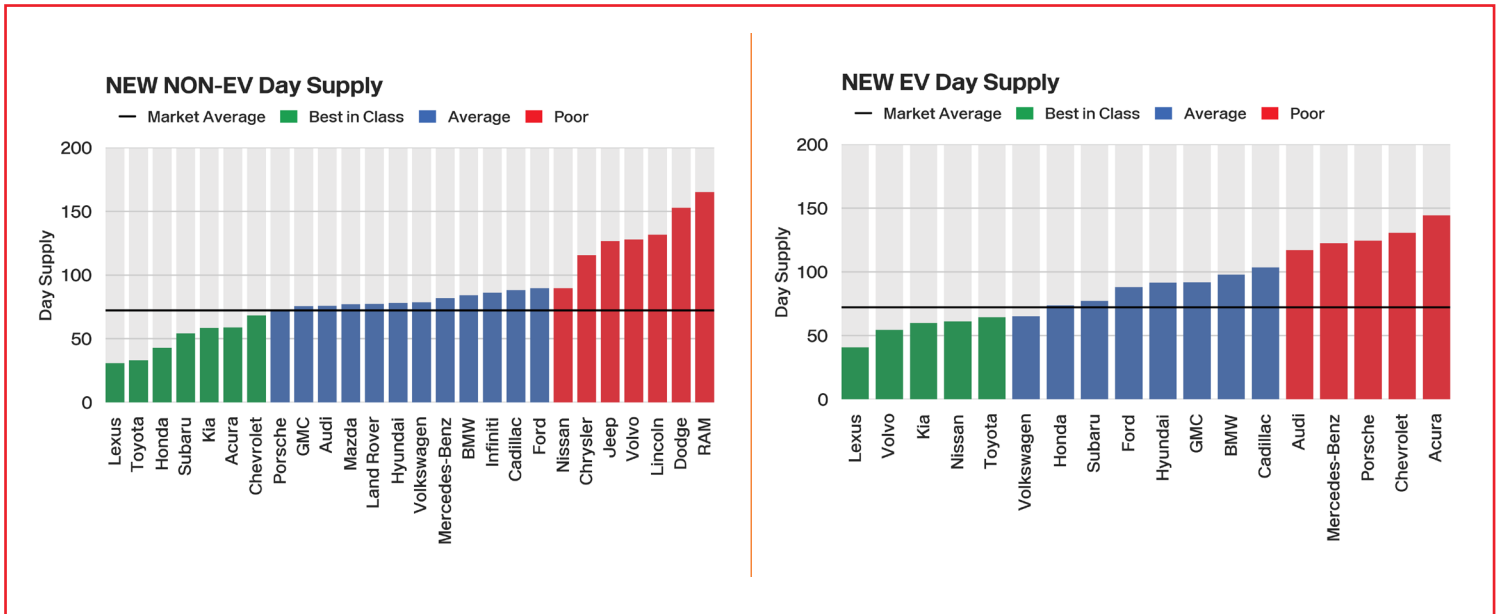
- New inventory continued its increasing carryover trend, rising by 2% MoM while used decreased by 3%.
- While the magnitude and volume of markdowns remained fairly steady overall, Volkswagen reduced the number of units sold with a markdown by 6% to 36% and Jeep increased the units sold by 8% to 50%.



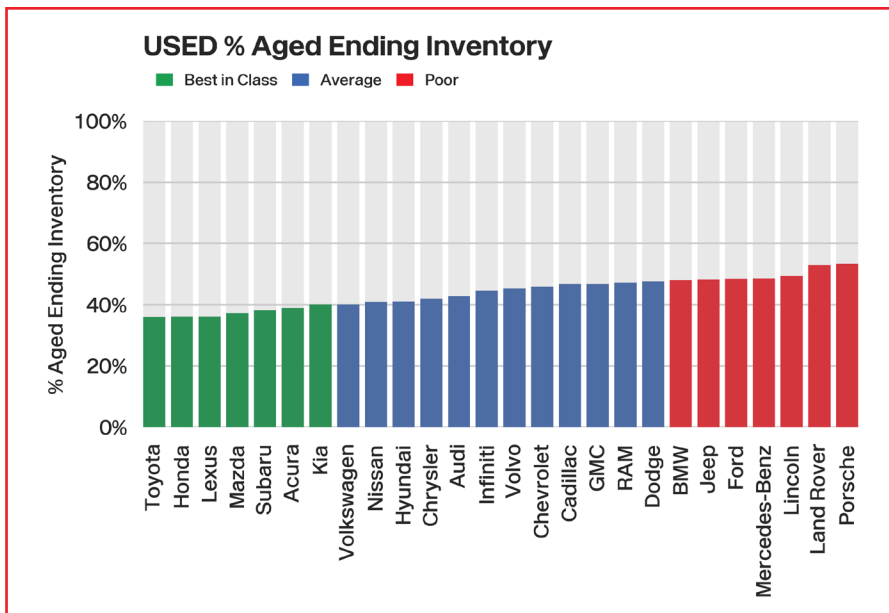
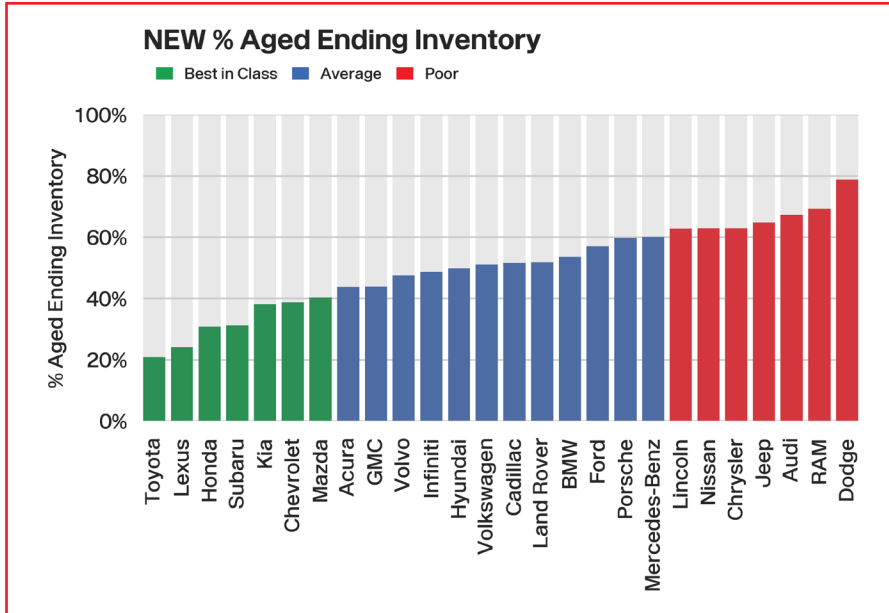
- › While day supply increased by 25 days YoY for new vehicles, it dropped by 4 days MoM.
- › Used vehicles continued to see day supply tighten by 2 days MoM and 3 days YoY.



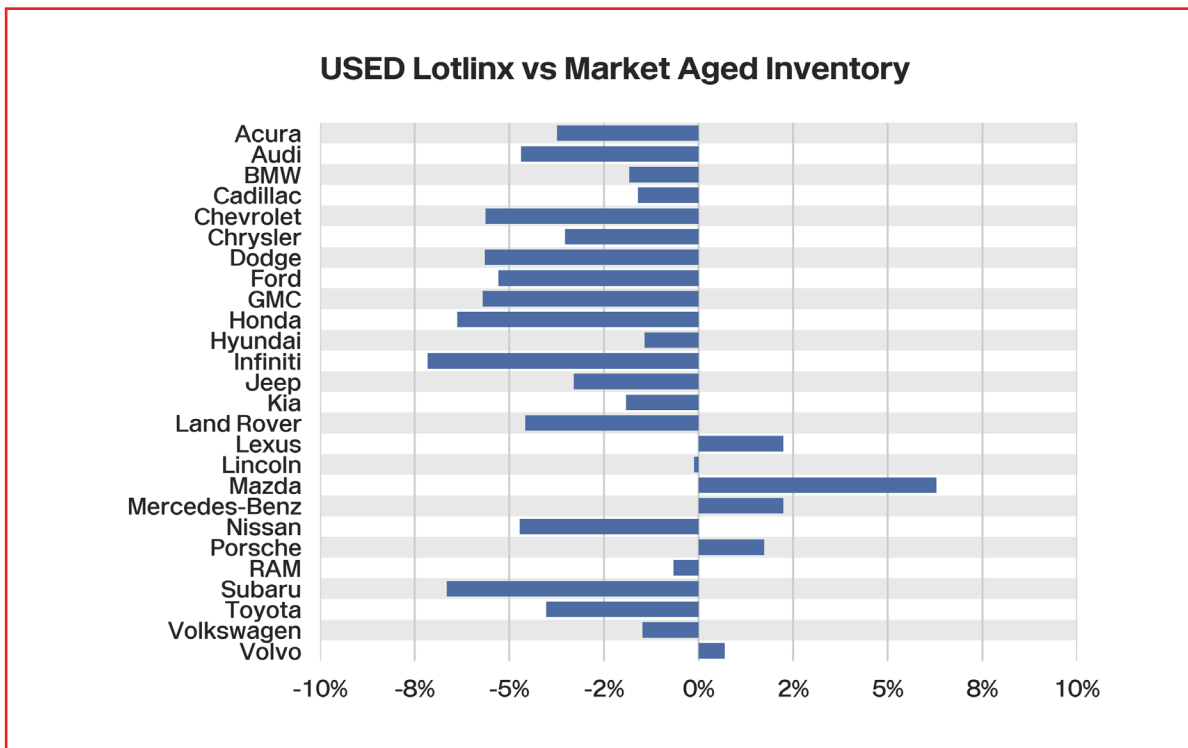
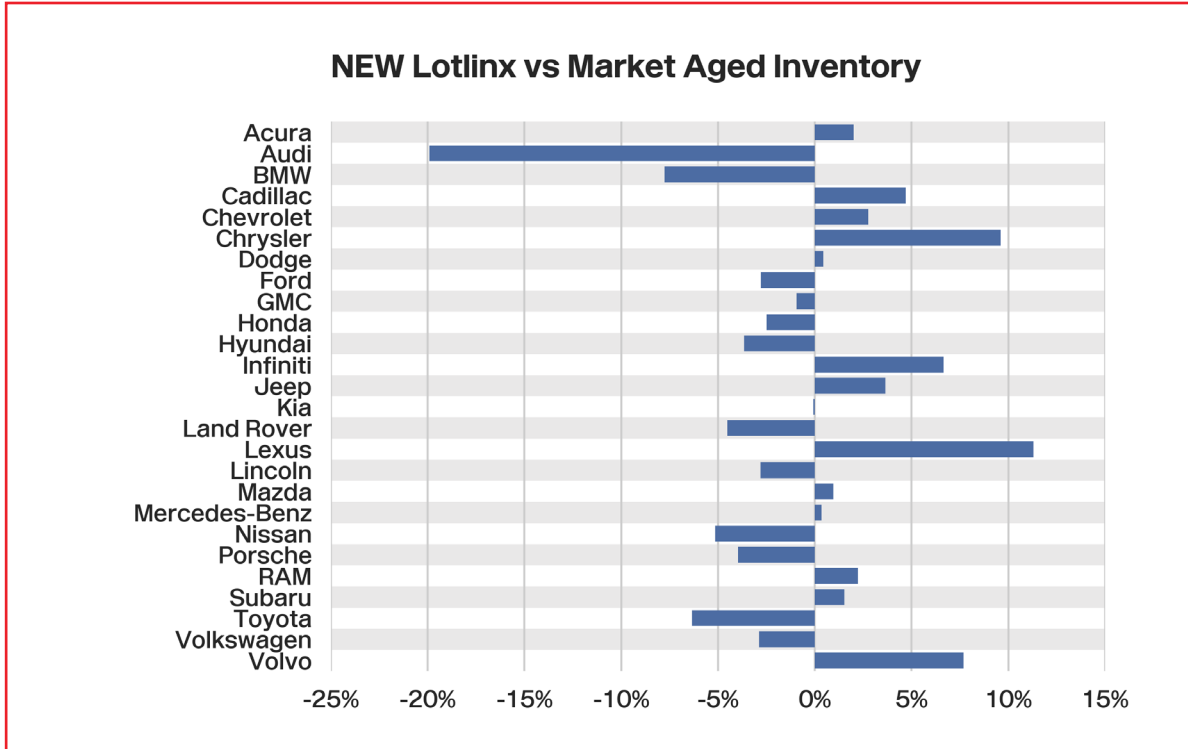
- › While EVs had significantly higher day supply, their low volume had minimal effect on overall day supply.
- › New EVs had the highest increase in sales among gas, hybrid, and EVs of 25%, allowing day supply to drop by 21 days to 89, the lowest it has been all year.
- › Variability in day supply between brands has decreased compared to previous months.
- › Used electric day supply tightened up by 8 days MoM to 38 days, more in line with gas and hybrids at 33 days and 36 days respectively.



- > New aged ending inventory decreased by 6% MoM but increased by 11% YoY.
- > Used aged ending inventory decreased by 2% MoM and 3% YoY.



- › On average, Lotlinx customers had 1% less aged inventory than the rest of the market for new vehicles and 4% less for used.
- › 52% of new vehicle brands and 81% 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, day supply, and aging MoM. Aging concerns were still very much present as aged inventory increased by 11% and day supply increased by 25 days YoY.
- > Pricing strategies held steady with no changes to price or markdowns.

NEW

+13% (MoM)
Sales Volume
Change

-4 Days (MoM)
+25 Days (YoY)
72 Day Supply

-6% (MoM)
+11% (YoY)
49% Aged Inventory
Over 45 Days Ending
08/31/24

-3% (MoM)
+15% (YoY)
44% Aged Sales
Over 45 Days as of
08/31/24

+2% (MoM)
+17% (YoY)
56% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
NC (YoY)
\$43,131 Price
Avg Last Listed

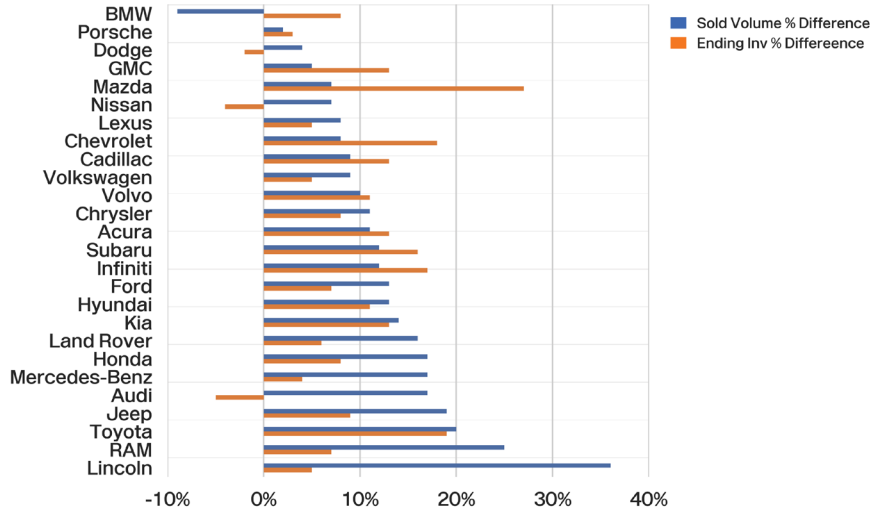
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
25% Sold
With Markdown

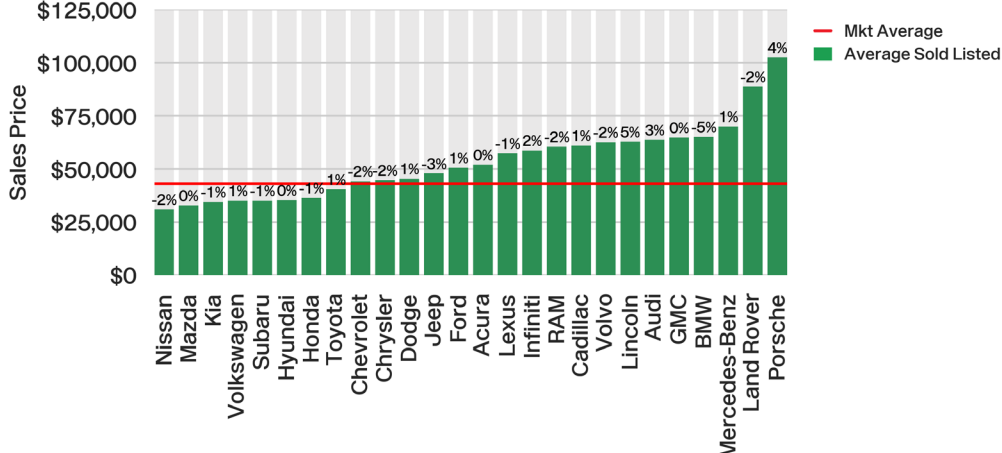
-1% (MoM)
-2% (YoY)
49% of Listings
Not Viewed

+5% (MoM)
Demand
Change

NEW % Volume Change



NEW - Sales Price



> Used vehicles remained very competitive with sales volumes increasing by 4% as day supply tightened by another 2 days and aged inventory continued to dwindle.

USED INVENTORY

+4% (MoM)
Sales Volume
Change

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

-2% (MoM)
-3% (YoY)
44% Aged Inventory
Over 45 Days Ending
08/31/24

-5% (MoM)
-3% (YoY)
41% Aged Sales
Over 45 Days as of
08/31/24

-3% (MoM)
-3% (YoY)
47% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-7% (YoY)
\$25,990 Price
Avg Last Listed

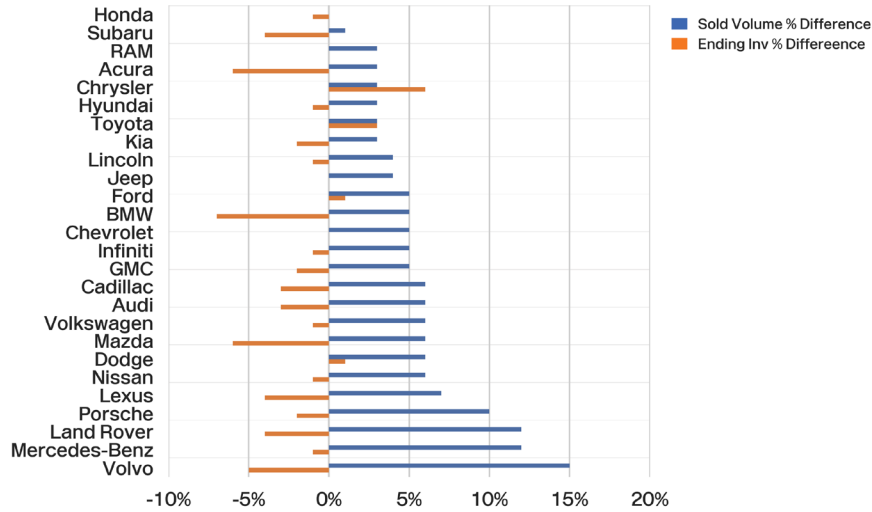
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
35% Sold
With Markdown

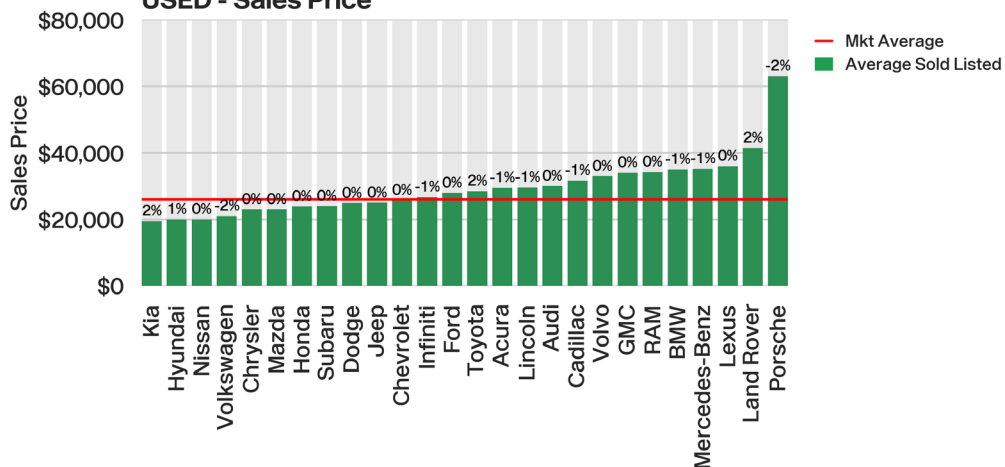
NC (MoM)
-5% (YoY)
38% of Listings
Not Viewed

+6% (MoM)
Demand
Change

USED % Volume Change



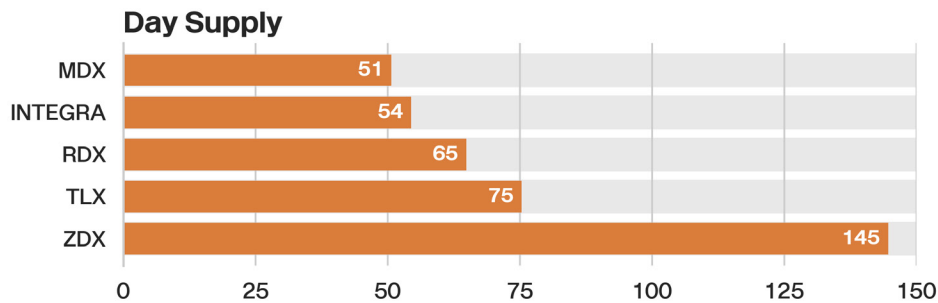
USED - Sales Price



- > Acura's day supply dropped by five days, settling at 66, outpacing the industry average of 72 days.
- > ZDX sales doubled MoM allowing day supply to be cut in half, but aged ending inventory still grew by 13%.
- > The MDX performed exceptionally well, maintaining one of the lowest aged inventories in the market, aided by a 25% increase in fresh inventory, positioning it 24% below the market average.

NEW

<p>+11% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) +17 Days (YoY) 66 Day Supply</p>	<p>-9% (MoM) +7% (YoY) 44% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-12% (MoM) +10% (YoY) 50% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+1% (MoM) +6% (YoY) 53% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) NC (YoY) \$52,000 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-4% (MoM) 6% Sold With Markdown</p>	<p>+2% (MoM) -7% (YoY) 40% of Listings Not Viewed</p>	<p>+7% (MoM) Demand Change</p>



> All metrics move in line with the market.

USED

+3% (MoM)
Sales Volume
Change

-3 Days (MoM)
-4 Days (YoY)
31 Day Supply

-2% (MoM)
-6% (YoY)
39% Aged Inventory
Over 45 Days Ending
08/31/24

-5% (MoM)
-6% (YoY)
40% Aged Sales
Over 45 Days as of
08/31/24

-5% (MoM)
-7% (YoY)
41% Carryover
Over 45 Days as of
08/01/24

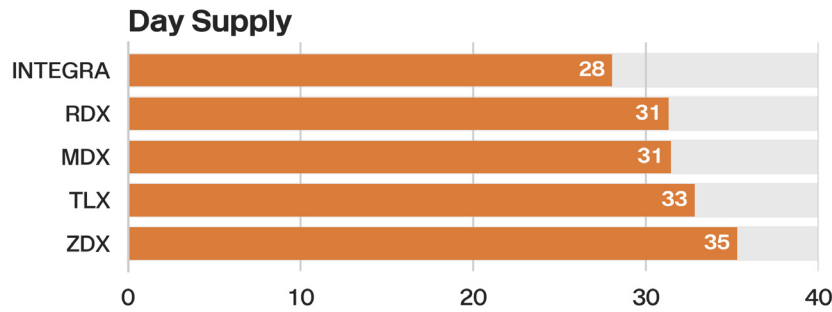
-1% (MoM)
-9% (YoY)
\$29,477 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

-2% (MoM)
36% Sold
With Markdown

+2% (MoM)
-1% (YoY)
37% of Listings
Not Viewed

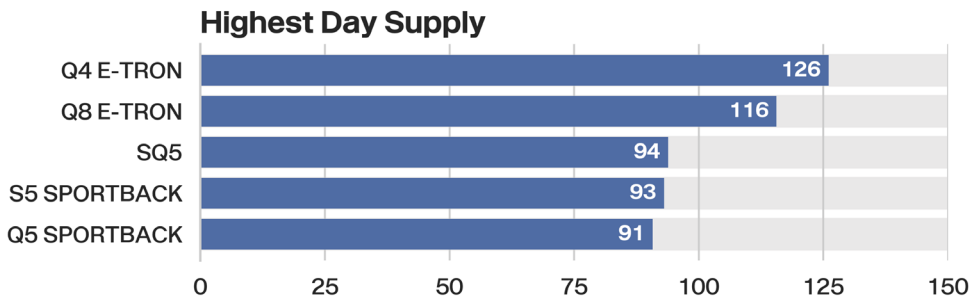
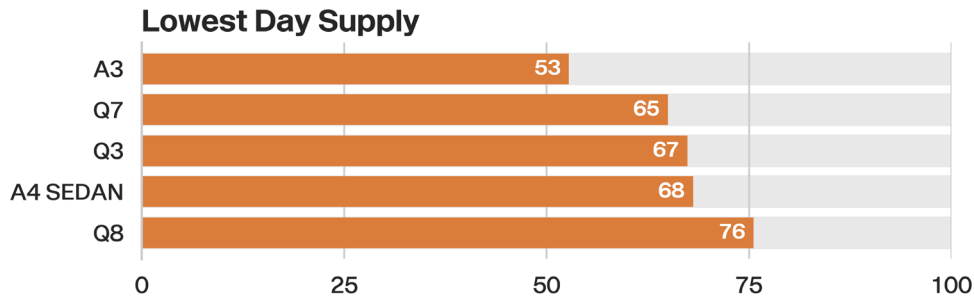
+8% (MoM)
Demand
Change



> A 17% increase in sales MoM accompanied by reduced inventory, mostly within the EV segment, allowed Audi to drop day supply by 23 days to 82 days MoM. Even with this large correction, Audi remained above the market average for day supply.

NEW

<p>+17% (MoM) Sales Volume Change</p>	<p>-23 Days (MoM) +26 Days (YoY) 82 Day Supply</p>	<p>-1% (MoM) +10% (YoY) 67% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>+3% (MoM) +10% (YoY) 68% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+14% (MoM) +21% (YoY) 69% Carryover Over 45 Days as of 08/01/24</p>
<p>+3% (MoM) +3% (YoY) \$63,720 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>NC (MoM) 13% Sold With Markdown</p>	<p>-2% (MoM) -12% (YoY) 25% of Listings Not Viewed</p>	<p>+28% (MoM) Demand</p>

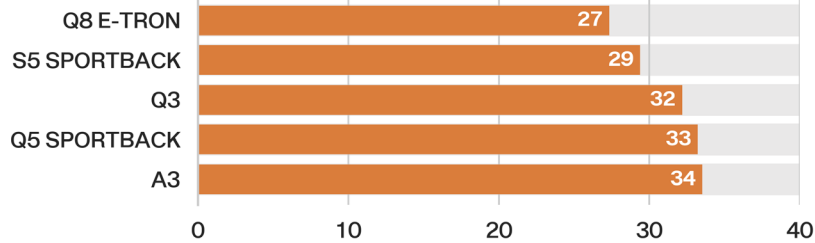


> All metrics move in line with the market.

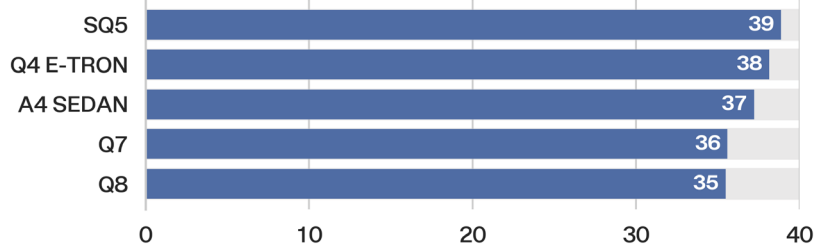
USED

<p>+6% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) -6 Days (YoY) 34 Day Supply</p>	<p>-2% (MoM) -4% (YoY) 43% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) -5% (YoY) 41% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-1% (MoM) -3% (YoY) 46% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -12% (YoY) \$29,990 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-2% (MoM) 37% Sold With Markdown</p>	<p>+1% (MoM) -2% (YoY) 33% of Listings Not Viewed</p>	<p>+10% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



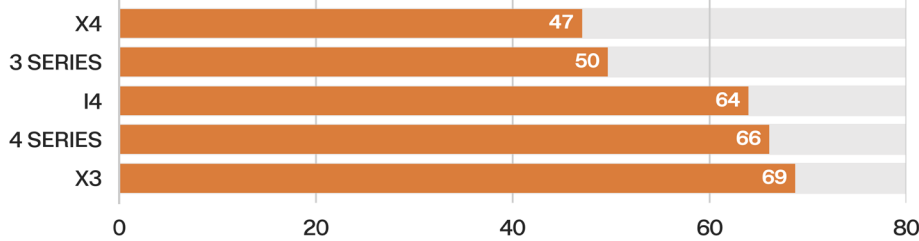


- › BMW had the largest drop in sales of 9% while the rest of the market saw sales increase. The decrease was driven largely by significant drops in sales of the X5 and X7, both of which fell by over 45% due to recalls.
- › BMW experienced a 32% drop in hybrid sales while the market increased by 11%, driving day supply up to 98 days, 13 days higher than BMW's EV segment.

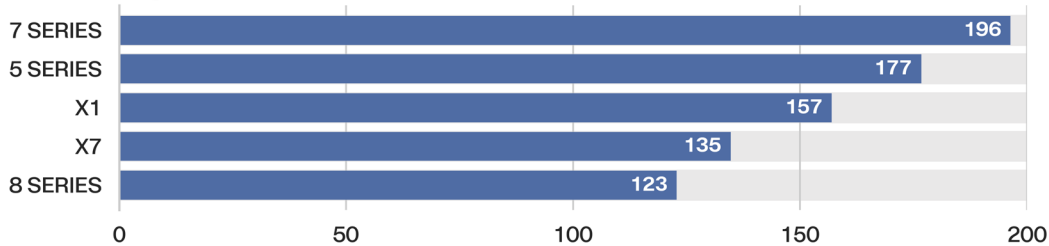
NEW

<p>-9% (MoM) Sales Volume Change</p>	<p>+11 Days (MoM) +52 Days (YoY) 87 Day Supply</p>	<p>NC (MoM) +23% (YoY) 54% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) +26% (YoY) 52% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) +22% (YoY) 54% Carryover Over 45 Days as of 08/01/24</p>
<p>-5% (MoM) -9% (YoY) \$65,115 Price Avg Last Listed</p>	<p>NC (MoM) -1% Markdown Price Reduction</p>	<p>-1% (MoM) 3% Sold With Markdown</p>	<p>+1% (MoM) +6% (YoY) 40% of Listings Not Viewed</p>	<p>-13% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



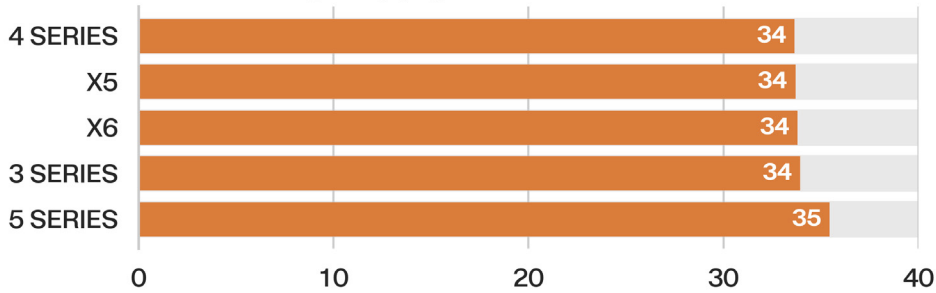


› BMW had the largest decrease in inventory, decreasing by 7%.

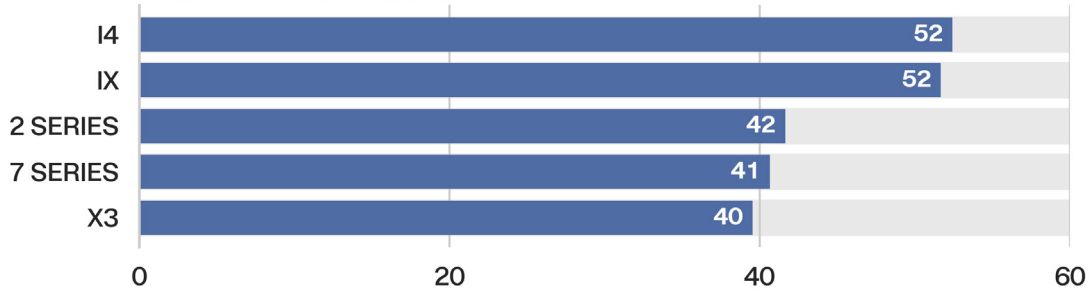
USED

<p>+5% (MoM) Sales Volume Change</p>	<p>-4 Days (MoM) -2 Days (YoY) 37 Day Supply</p>	<p>-1% (MoM) +2% (YoY) 48% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-4% (MoM) NC (YoY) 44% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) -1% (YoY) 50% Carryover Over 45 Days as of 08/01/24</p>
<p>-1% (MoM) -4% (YoY) \$34,969 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>NC (MoM) 37% Sold With Markdown</p>	<p>NC (MoM) -2% (YoY) 33% of Listings Not Viewed</p>	<p>+9% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply

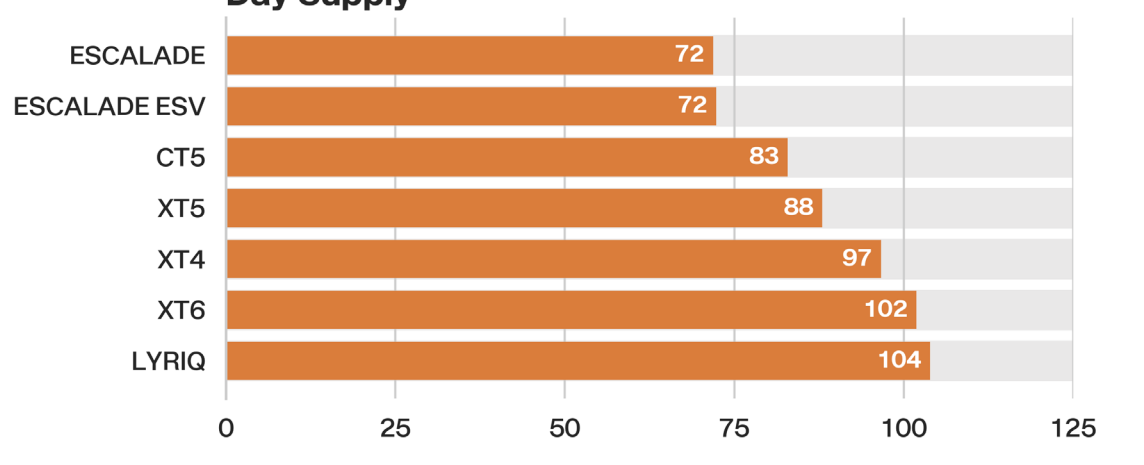


- > EV day supply dropped by 7 days to 98 days while gas unit supply increased by 7 days to 92 days.
- > Despite the relatively balanced day supply between the two segments, 77% of Cadillac's EV inventory was aged, compared to 45% of its gas vehicles.

NEW

<p>+9% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) +54 Days (YoY) 91 Day Supply</p>	<p>-12% (MoM) +23% (YoY) 52% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-1% (MoM) +28% (YoY) 53% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+8% (MoM) +31% (YoY) 64% Carryover Over 45 Days as of 08/01/24</p>
<p>+1% (MoM) NC (YoY) \$61,010 Price Avg Last Listed</p>	<p>NC (MoM) -2% Markdown Price Reduction</p>	<p>-3% (MoM) 17% Sold With Markdown</p>	<p>+1% (MoM) +18% (YoY) 52% of Listings Not Viewed</p>	<p>NC (MoM) Demand Change</p>

Day Supply

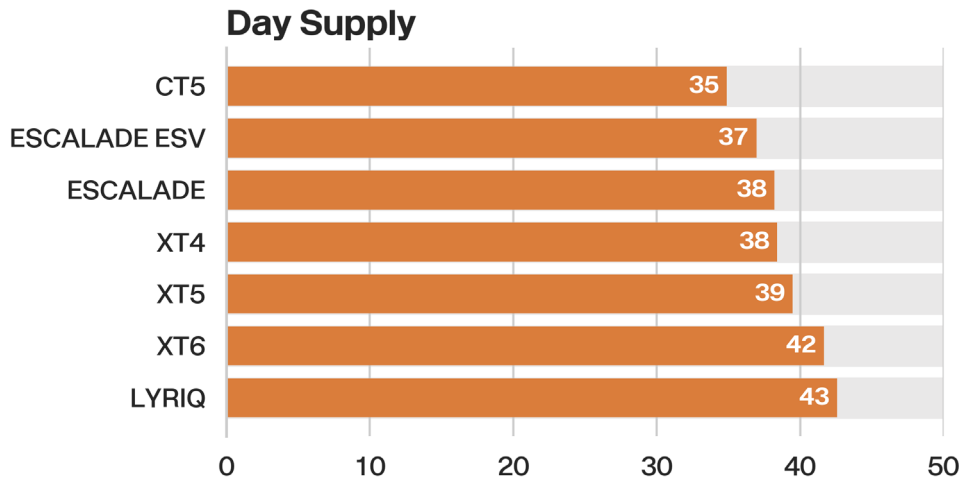


Model	Day Supply
ESCALADE	72
ESCALADE ESV	72
CT5	83
XT5	88
XT4	97
XT6	102
LYRIQ	104

> All metrics move in line with the market.

USED

<p>+6% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) -4 Days (YoY) 38 Day Supply</p>	<p>-1% (MoM) -3% (YoY) 47% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-4% (MoM) -3% (YoY) 44% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-3% (MoM) -4% (YoY) 49% Carryover Over 45 Days as of 08/01/24</p>
<p>-1% (MoM) -12% (YoY) \$31,595 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 39% Sold With Markdown</p>	<p>-1% (MoM) -2% (YoY) 38% of Listings Not Viewed</p>	<p>+8% (MoM) Demand Change</p>





CHEVROLET

- > The Equinox had the largest increase in last listed price of 4% among all models in the market.
- > Silverado sales declined by 9%, decreasing its contribution to Chevrolet's overall sales mix by 3.5%. On the other hand, Equinox EV sales more than doubled MoM, making up 1.5% more of Chevrolet's monthly sales.

NEW

+8% (MoM)
Sales Volume
Change

+5 Day (MoM)
+26 Days (YoY)
72 Day Supply

-9% (MoM)
+8% (YoY)
39% Aged Inventory
Over 45 Days Ending
08/31/24

-5% (MoM)
+10% (YoY)
42% Aged Sales
Over 45 Days as of
08/31/24

-1% (MoM)
+15% (YoY)
49% Carryover
Over 45 Days as of
08/01/24

-2% (MoM)
-2% (YoY)
\$44,190 Price
Avg Last Listed

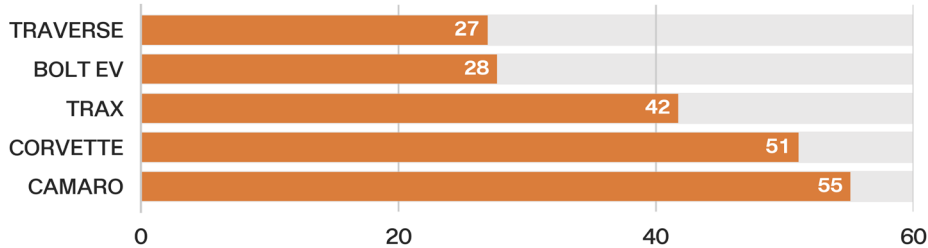
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
28% Sold
With Markdown

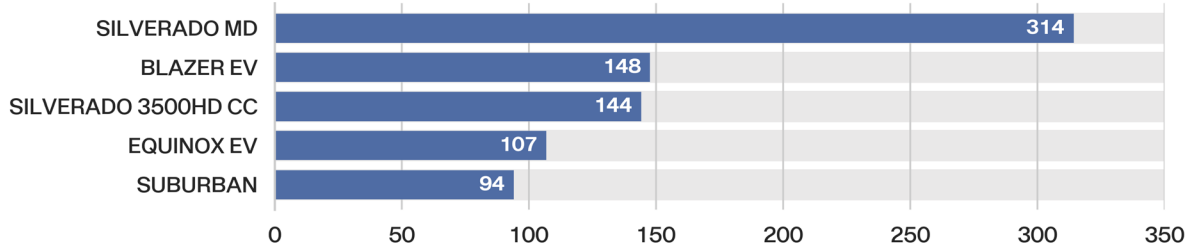
+1% (MoM)
+1% (YoY)
46% of Listings
Not Viewed

-7% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



> All metrics move in line with the market.

USED

+5% (MoM)
Sales Volume
Change

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

-2% (MoM)
-1% (YoY)
46% Aged Inventory
Over 45 Days Ending
08/31/24

-4% (MoM)
-2% (YoY)
42% Aged Sales
Over 45 Days as of
08/31/24

-3% (MoM)
-1% (YoY)
49% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-10% (YoY)
\$25,700 Price
Avg Last Listed

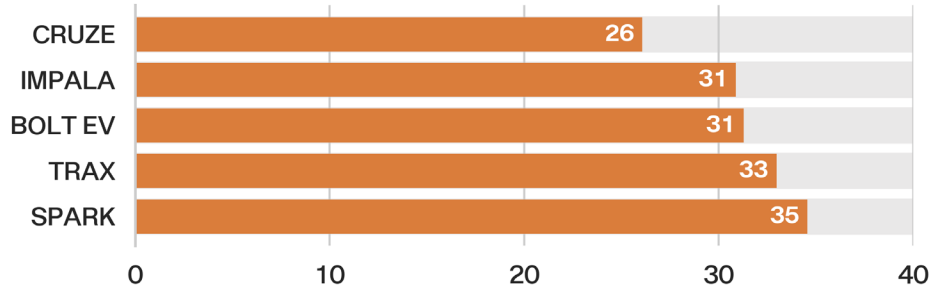
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
34% Sold
With Markdown

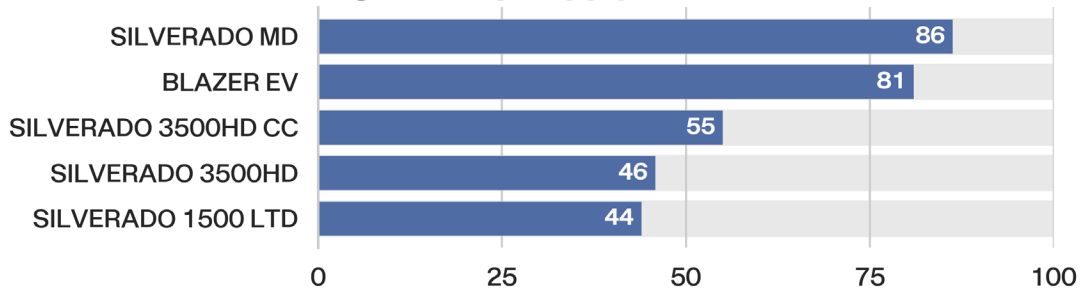
NC (MoM)
-4% (YoY)
41% of Listings
Not Viewed

+5% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- > In August, Chrysler experienced a notable expansion in Pacifica inventory, which grew by 12%, now constituting over 90% of the brand's total available inventory.
- > Pacifica day supply and aging remained steady MoM as prices fell by 2% with 56% of sold listings taking a markdown, 8% more than the previous month.

NEW

+11% (MoM)
Sales Volume
Change

-5 Days (MoM)
+14 Days (YoY)
115 Day Supply

NC (MoM)
+17% (YoY)
63% Aged Inventory
Over 45 Days Ending
08/31/24

+1% (MoM)
+13% (YoY)
58% Aged Sales
Over 45 Days as of
08/31/24

-1% (MoM)
+16% (YoY)
63% Carryover
Over 45 Days as of
08/01/24

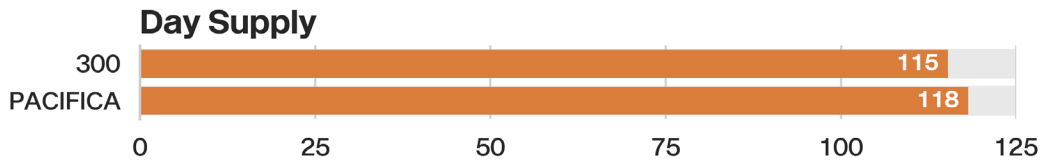
-2% (MoM)
-6% (YoY)
\$44,754 Price
Avg Last Listed

NC (MoM)
-7% Markdown

+7% (MoM)
57% Sold
With Markdown

NC (MoM)
-8% (YoY)
55% of Listings
Not Viewed

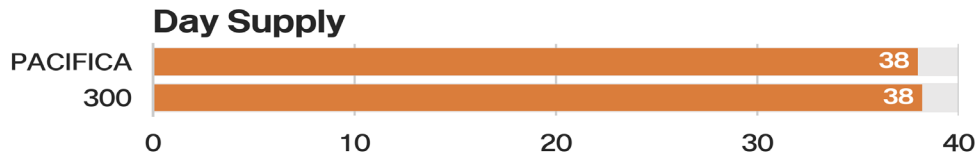
+4% (MoM)
Demand
Change



> Chrysler had the largest increase in inventory, increasing by 6%.

USED

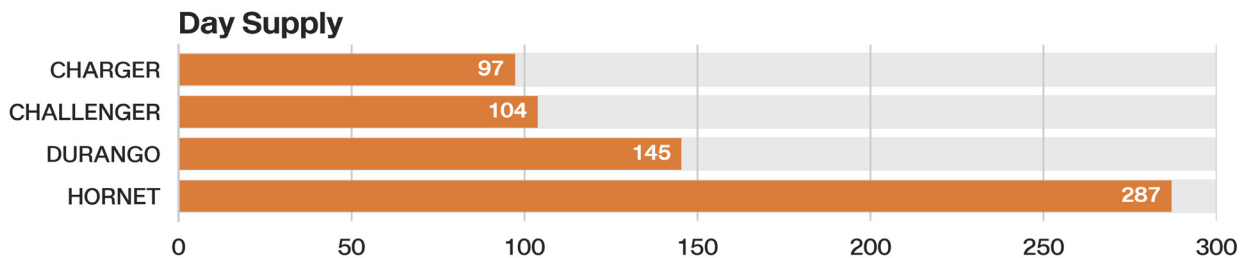
<p>+3% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) -2 Day (YoY) 38 Day Supply</p>	<p>-4% (MoM) -1% (YoY) 42% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-3% (MoM) -1% (YoY) 42% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-1% (MoM) -3% (YoY) 47% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -5% (YoY) \$22,991 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-2% (MoM) 34% Sold With Markdown</p>	<p>NC (MoM) -6% (YoY) 42% of Listings Not Viewed</p>	<p>+3% (MoM) Demand Change</p>



- > Aged inventory slightly declined to 79%, alongside a reduction in units sold with markdowns.
- > Durango sales increased by 16% MoM while Charger sales fell by 11% driven by fresh inventory for the Durango and a predominantly aged Charger inventory.

NEW

<p>+4% (MoM) Sales Volume Change</p>	<p>-11 Days (MoM) +71 Days (YoY) 153 Day Supply</p>	<p>-3% (MoM) +34% (YoY) 79% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>NC (MoM) +29% (YoY) 76% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+1% (MoM) +37% (YoY) 82% Carryover Over 45 Days as of 08/01/24</p>
<p>+1% (MoM) NC (YoY) \$45,460 Price Avg Last Listed</p>	<p>NC (MoM) -10% Markdown Price Reduction</p>	<p>-2% (MoM) 56% Sold With Markdown</p>	<p>-4% (MoM) -5% (YoY) 44% of Listings Not Viewed</p>	<p>+11% (MoM) Demand</p>



> All metrics move in line with the market.

USED

<p>+6% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -1 Days (YoY) 40 Day Supply</p>	<p>-1% (MoM) -2% (YoY) 48% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-2% (MoM) -1% (YoY) 44% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) -2% (YoY) 50% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -4% (YoY) \$24,900 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 36% Sold With Markdown</p>	<p>-1% (MoM) -5% (YoY) 35% of Listings Not Viewed</p>	<p>+6% (MoM) Demand Change</p>

Day Supply

Model	Day Supply
JOURNEY	33
GRAND CARAVAN	35
CHARGER	38
CHALLENGER	40
DURANGO	47
HORNET	66

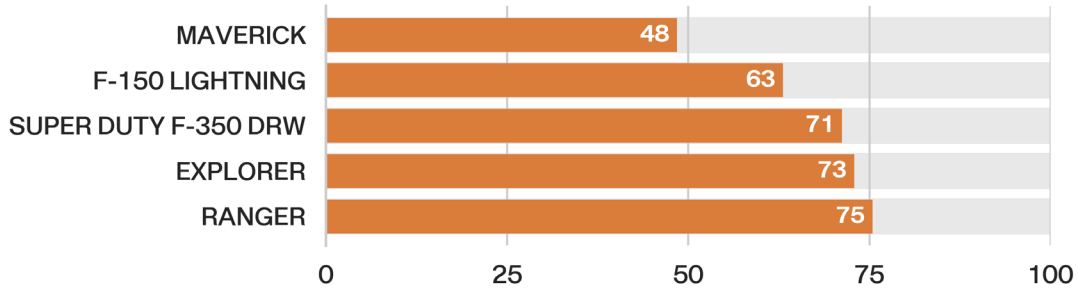


- › Ford saw a strong correction in the day supply of both EV and gas units, reducing the day supply by over 10 days, bringing them below 100 days. Hybrid day supply remained steady at 66 days.
- › F-150 sales increased by 13% MoM as day supply dropped by 12 days to 63 days.
- › The Bronco Sport had one of the biggest decreases in list price of 11% YoY.

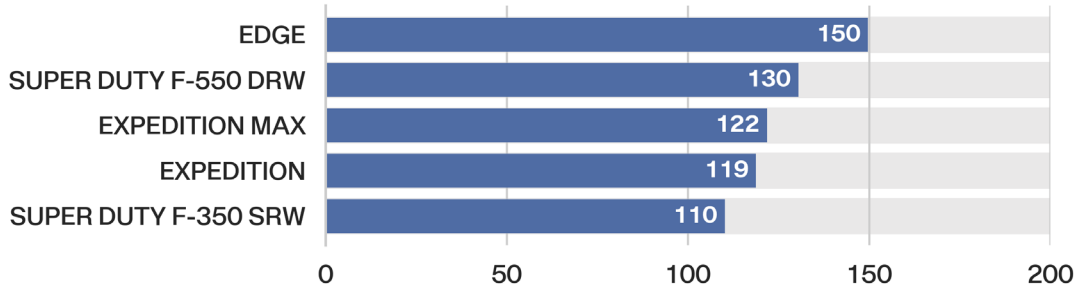
NEW

<p>+13% (MoM) Sales Volume Change</p>	<p>-10 Days (MoM) +18 Days (YoY) 89 Day Supply</p>	<p>-9% (MoM) +6% (YoY) 57% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-1% (MoM) +12% (YoY) 59% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+5% (MoM) +12% (YoY) 66% Carryover Over 45 Days as of 08/01/24</p>
<p>+1% (MoM) -2% (YoY) \$50,640 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>NC (MoM) 35% Sold With Markdown</p>	<p>-1% (MoM) -10% (YoY) 47% of Listings Not Viewed</p>	<p>+13% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



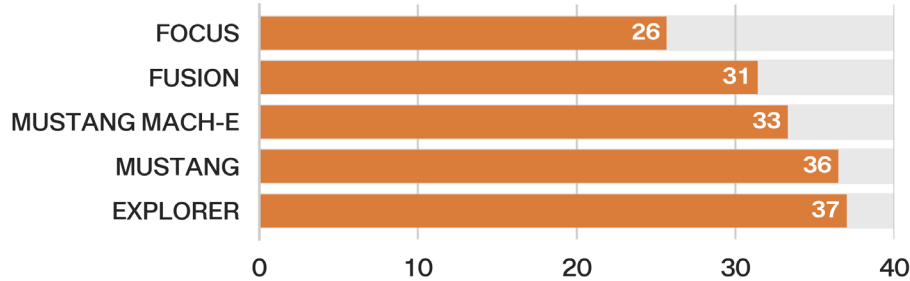


> All used metrics are in line with the market.

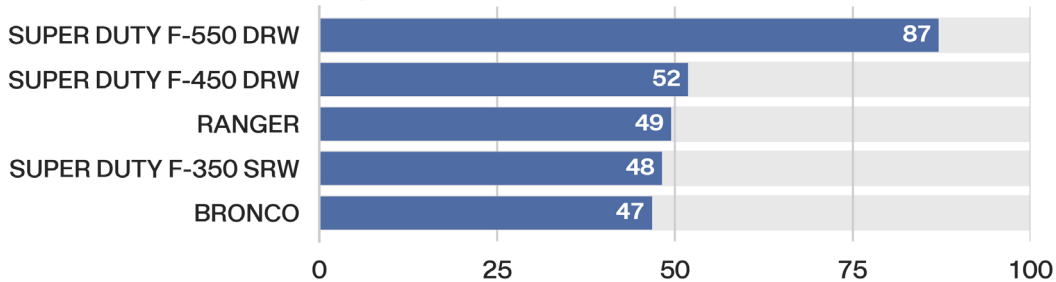
USED

<p>+5% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -2 Days (YoY) 40 Day Supply</p>	<p>-2% (MoM) -2% (YoY) 49% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-4% (MoM) -4% (YoY) 43% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) -2% (YoY) 51% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -10% (YoY) \$27,950 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-1% (MoM) 36% Sold With Markdown</p>	<p>NC (MoM) -5% (YoY) 42% of Listings Not Viewed</p>	<p>+4% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply

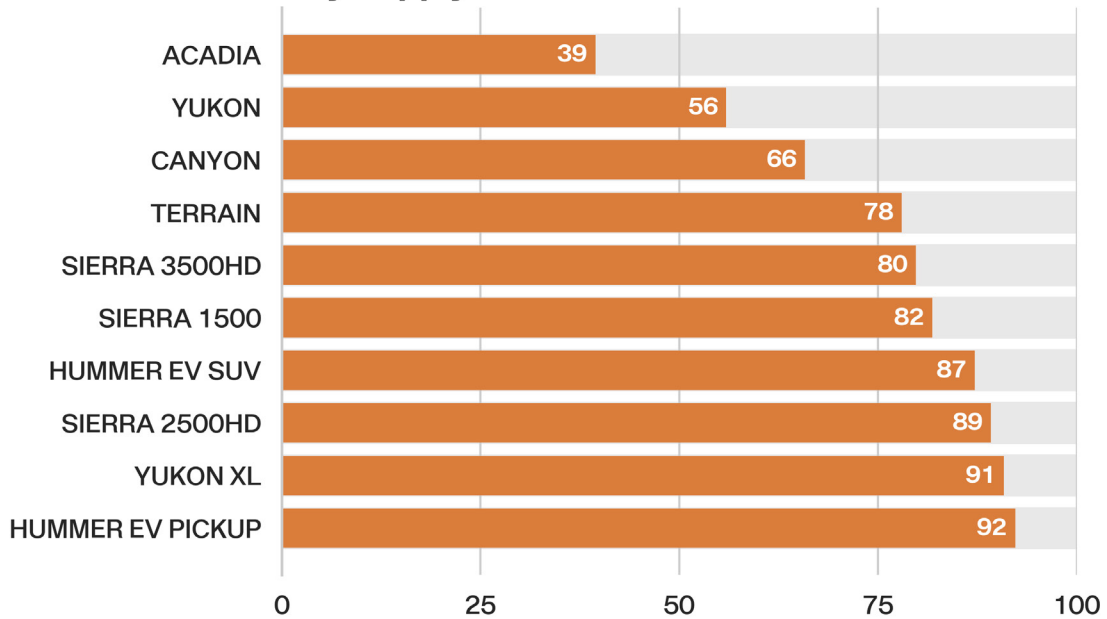


› EV sales grew by 83% armed with fresh inventory that grew by 69%, causing aged EV inventory to fall by almost half to 33%.

NEW

<p>+ 5% (MoM) Sales Volume Change</p>	<p>+4 Days (MoM) +21 Days (YoY) 77 Day Supply</p>	<p>-11% (MoM) +1% (YoY) 44% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-3% (MoM) +10% (YoY) 49% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+4% (MoM) +14% (YoY) 55% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) NC (YoY) \$64,810 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+2% (MoM) 36% Sold With Markdown</p>	<p>-1% (MoM) -3% (YoY) 40% of Listings Not Viewed</p>	<p>-5% (MoM) Demand Change</p>

Day Supply



> All used metrics are in line with the market.

USED

+5% (MoM)
Sales Volume
Change

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

-1% (MoM)
-1% (YoY)
47% Aged Inventory
Over 45 Days Ending
08/31/24

-4% (MoM)
-2% (YoY)
44% Aged Sales
Over 45 Days as of
08/31/24

-3% (MoM)
-2% (YoY)
48% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-8% (YoY)
\$33,998 Price
Avg Last Listed

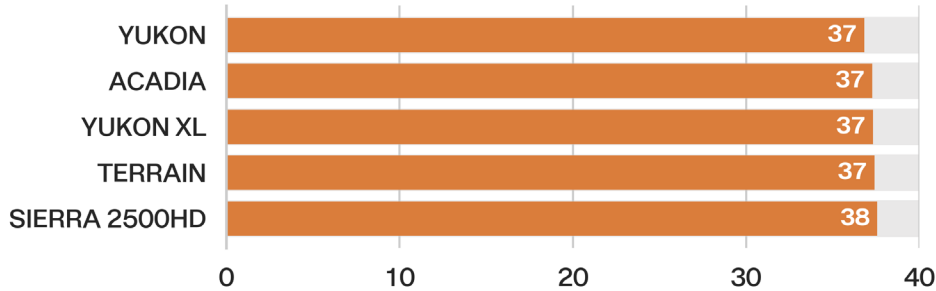
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
36% Sold
With Markdown

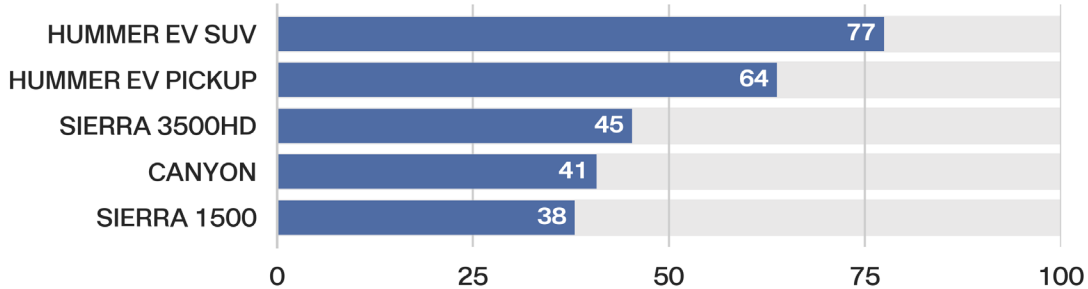
NC (MoM)
-6% (YoY)
37% of Listings
Not Viewed

+5% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





HONDA

August 2024

- › Honda saw the most significant increase in EV sales among competitors, more than doubling MoM, and also recorded the highest increase in hybrid sales, up by 19%.
- › The Pilot model boasted the lowest day supply in the market at 45 days, a full 27 days below the industry average.

NEW

+17% (MoM)
Sales Volume
Change

-4 Days (MoM)
+22 Days (YoY)
44 Day Supply

-5% (MoM)
+17% (YoY)
31% Aged Inventory
Over 45 Days Ending
08/31/24

-2% (MoM)
+21% (YoY)
30% Aged Sales
Over 45 Days as of
08/31/24

+3% (MoM)
+20% (YoY)
36% Carryover
Over 45 Days as of
08/01/24

-1% (MoM)
+4% (YoY)
\$36,385 Price
Avg Last Listed

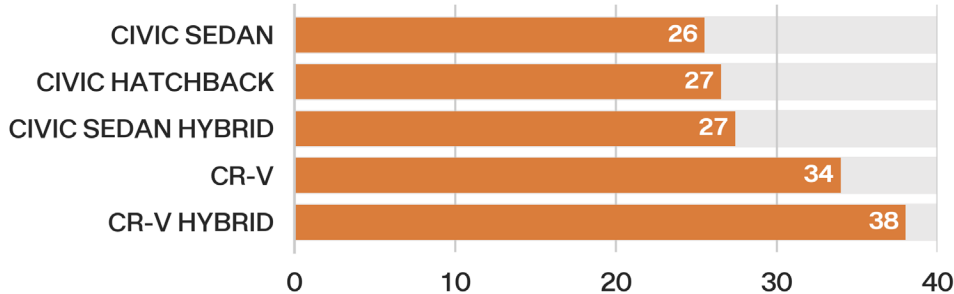
NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
11% Sold
With Markdown

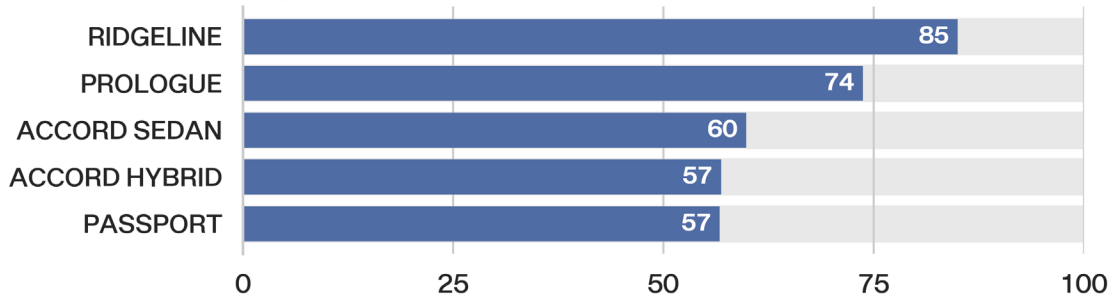
-2% (MoM)
+9% (YoY)
47% of Listings
Not Viewed

+8% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





HONDA

› Honda continued to sell the least amount of units with a markdown at 27% as well as the lowest markdown magnitude.

USED

NC (MoM)
Sales Volume
Change

-1 Days (MoM)
-2 Days (YoY)
30 Day Supply

-1% (MoM)
-3% (YoY)
36% Aged Inventory
Over 45 Days Ending
08/31/24

-6% (MoM)
-3% (YoY)
36% Aged Sales
Over 45 Days as of
08/31/24

-4% (MoM)
-3% (YoY)
38% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-6% (YoY)
\$23,893 Price
Avg Last Listed

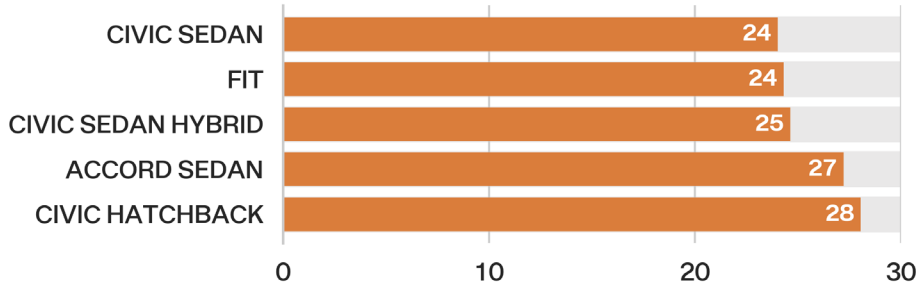
NC (MoM)
-4% Markdown
Price Reduction

-2% (MoM)
27% Sold
With Markdown

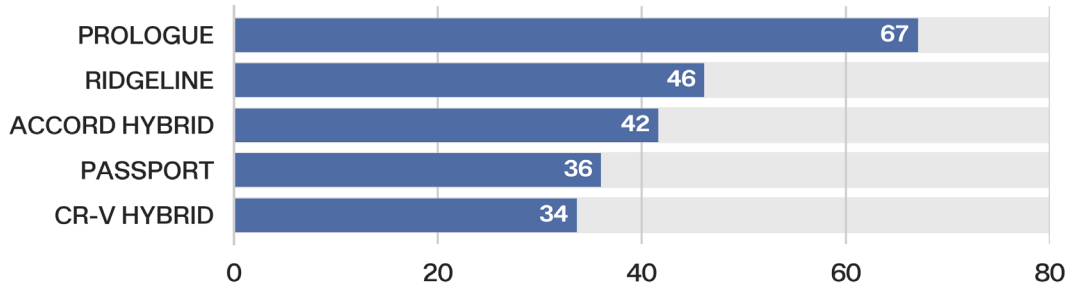
NC (MoM)
-4% (YoY)
38% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

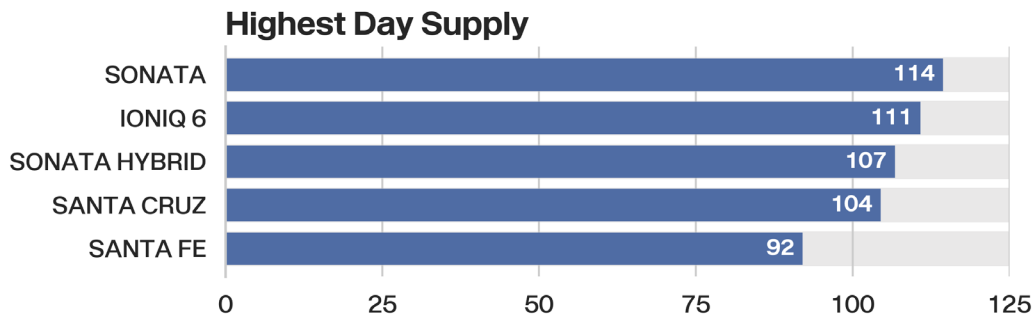
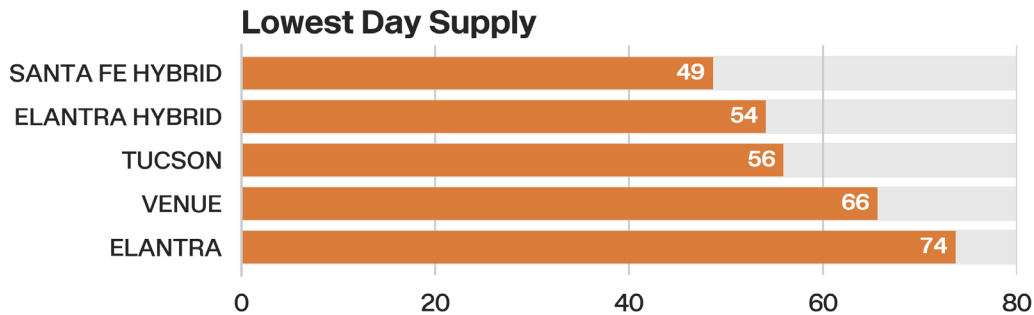




- > Hyundai continued to experience robust growth in its hybrid and electric vehicle segments. However, PHEVs struggled, with aging inventory continuing to increase.
- > The Tucson had an exceptional month, with sales rising by almost 30% MoM, and its share of Hyundai's total sales increasing by 2%.
- > The Sante Fe had one of the largest increases in list price of 16% YoY.

NEW

+13% (MoM) Sales Volume Change	-5 Days (MoM) +35 Days (YoY) 79 Day Supply	-5% (MoM) +22% (YoY) 50% Aged Inventory Over 45 Days Ending 08/31/24	-3% (MoM) +23% (YoY) 51% Aged Sales Over 45 Days as of 08/31/24	+3% (MoM) +25% (YoY) 55% Carryover Over 45 Days as of 08/01/24
NC (MoM) +3% (YoY) \$35,349 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+1% (MoM) 31% Sold With Markdown	-1% (MoM) -4% (YoY) 48% of Listings Not Viewed	+6% (MoM) Demand Change





> All metrics move in line with the market.

USED

+3% (MoM)
Sales Volume
Change

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

-2% (MoM)
-5% (YoY)
41% Aged Inventory
Over 45 Days Ending
08/31/24

-6% (MoM)
-3% (YoY)
40% Aged Sales
Over 45 Days as of
08/31/24

-5% (MoM)
-4% (YoY)
44% Carryover
Over 45 Days as of
08/01/24

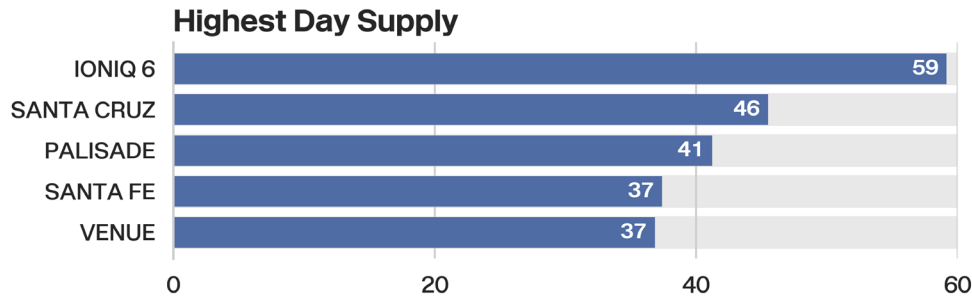
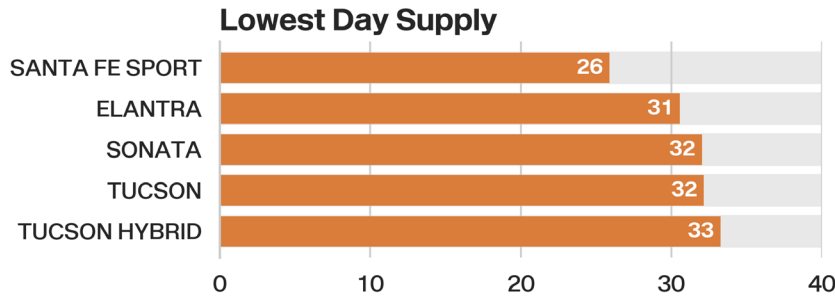
+1% (MoM)
-5% (YoY)
\$19,980 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

-1% (MoM)
34% Sold
With Markdown

+1% (MoM)
-4% (YoY)
43% of Listings
Not Viewed

+6% (MoM)
Demand
Change

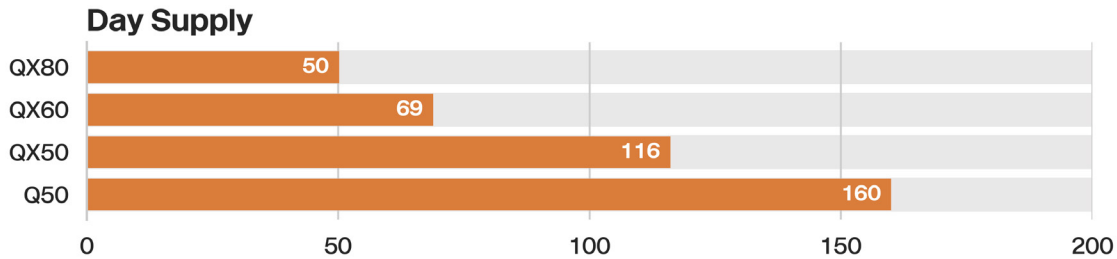




- > An influx of fresh inventory helped Infiniti reduce its aged inventory by more than 20%. Even with fresh inventory, 64% of August sales were of aged vehicles.
- > Sales and inventory for the QX80 nearly doubled MoM, which contributed to the QX80 increasing its share of Infiniti's total sales by 6%.

NEW

<p>+12% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) +1 Days (YoY) 86 Day Supply</p>	<p>-22% (MoM) -17% (YoY) 49% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-12% (MoM) -6% (YoY) 64% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) NC (YoY) 71% Carryover Over 45 Days as of 08/01/24</p>
<p>+2% (MoM) -1% (YoY) \$58,720 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-5% (MoM) 25% Sold With Markdown</p>	<p>-1% (MoM) NC (YoY) 57% of Listings Not Viewed</p>	<p>+3% (MoM) Demand Change</p>

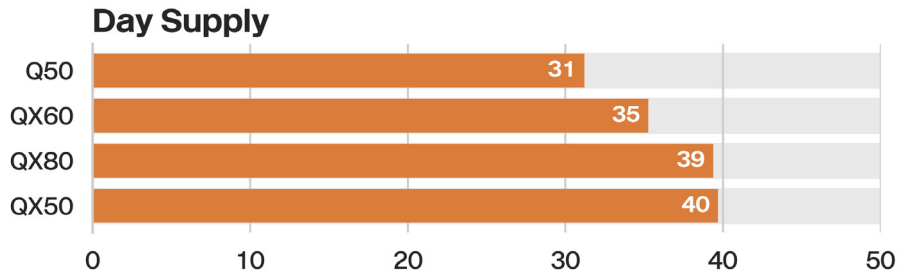




> All metrics move in line with the market.

USED

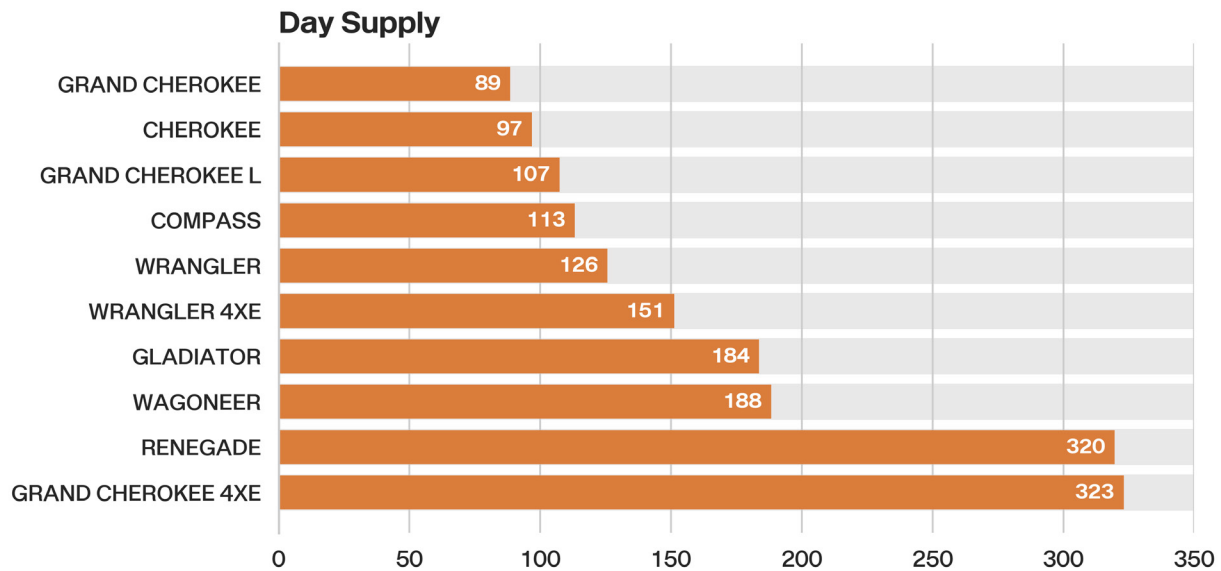
<p>+5% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -2 Days (YoY) 36 Day Supply</p>	<p>-3% (MoM) -4% (YoY) 45% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-6% (MoM) -5% (YoY) 41% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) -3% (YoY) 48% Carryover Over 45 Days as of 08/01/24</p>
<p>-1% (MoM) -10% (YoY) \$26,698 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 38% Sold With Markdown</p>	<p>-1% (MoM) -8% (YoY) 32% of Listings Not Viewed</p>	<p>+6% (MoM) Demand Change</p>



› Jeep experienced a notable increase in discounting activity, with 50% of its listings sold at a markdown, an 8% increase from the previous month.

NEW

<p>+19% (MoM) Sales Volume Change</p>	<p>-15 Days (MoM) +51 Days (YoY) 127 Day Supply</p>	<p>-3% (MoM) +14% (YoY) 65% Aged Inventory Over 45 Days Ending</p>	<p>+3% (MoM) +15% (YoY) 62% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+6% (MoM) +14% (YoY) 69% Carryover Over 45 Days as of 08/01/24</p>
<p>-3% (MoM) -7% (YoY) \$47,940 Price Avg Last Listed</p>	<p>-1% (MoM) -6% Markdown Price Reduction</p>	<p>+8% (MoM) 50% Sold With Markdown</p>	<p>-2% (MoM) -8% (YoY) 49% of Listings Not Viewed</p>	<p>+14% (MoM) Demand</p>

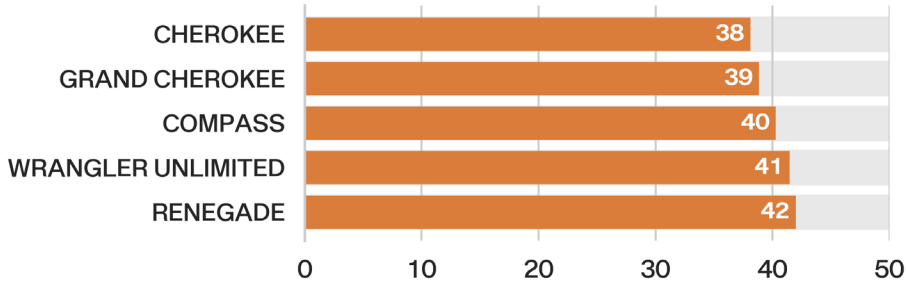


- › Jeep had the highest percent of units sold with a markdown this month at 43% with the Wrangler 4XE and Grand Cherokee L making up the largest percentages in the market.
- › Grand Cherokees had one of the largest list price drops of 3% MoM.

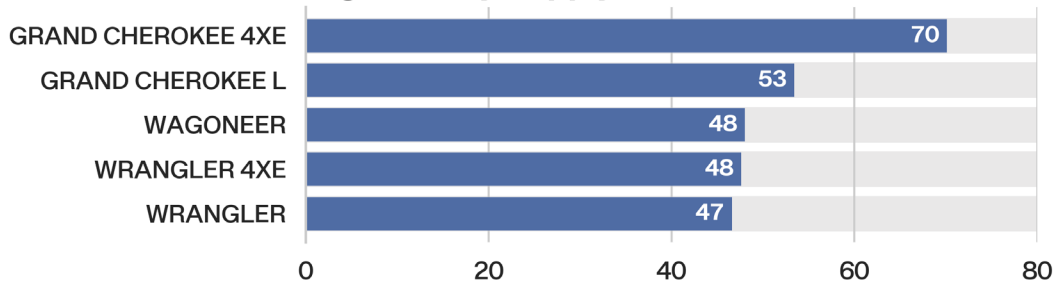
USED

<p>+4% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -2 Days (YoY) 42 Day Supply</p>	<p>-2% (MoM) -2% (YoY) 48% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) -1% (YoY) 47% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-4% (MoM) -1% (YoY) 51% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -11% (YoY) \$24,996 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-2% (MoM) 43% Sold With Markdown</p>	<p>-1% (MoM) -9% (YoY) 37% of Listings Not Viewed</p>	<p>+6% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



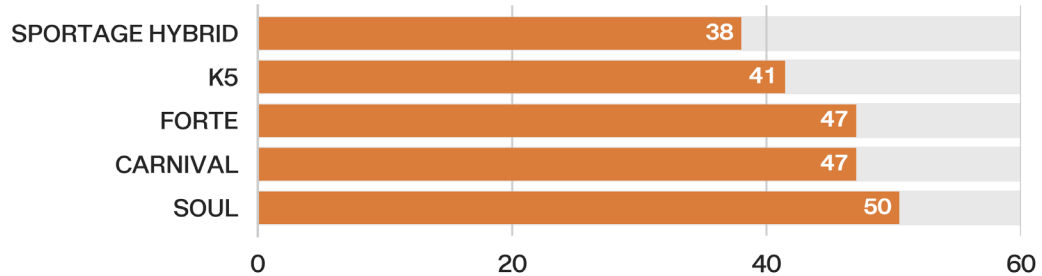


› Kia had one of the lowest EV day supply of 58 days, behind Volvo and Lexus which sell considerably less EV volume than Kia.

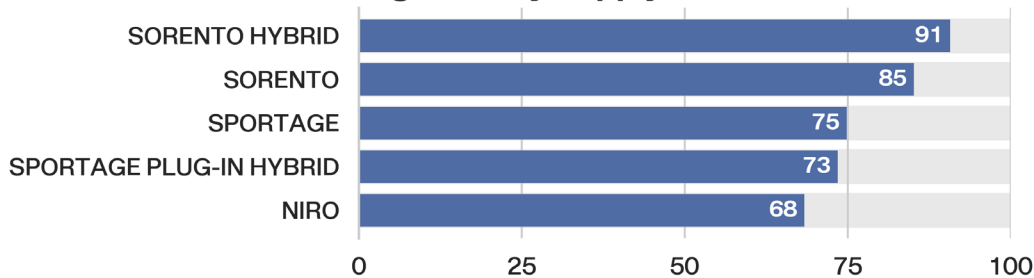
NEW

<p>+14% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) +32 Days (YoY) 58 Day Supply</p>	<p>-4% (MoM) +16% (YoY) 38% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>NC (MoM) +23% (YoY) 37% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-2% (MoM) +16% (YoY) 42% Carryover Over 45 Days as of 08/01/24</p>
<p>-1% (MoM) +4% (YoY) \$34,500 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>+3% (MoM) 27% Sold With Markdown</p>	<p>+1% (MoM) +10% (YoY) 49% of Listings Not Viewed</p>	<p>+2% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply





> The Soul had one of the highest markdown magnitudes in the market of 7% on 28% of sales.

USED

+3% (MoM)
Sales Volume
Change

-3 Days (MoM)
-6 Days (YoY)
33 Day Supply

-4% (MoM)
-7% (YoY)
40% Aged Inventory
Over 45 Days Ending
08/31/24

-6% (MoM)
-5% (YoY)
40% Aged Sales
Over 45 Days as of
08/31/24

-5% (MoM)
-5% (YoY)
45% Carryover
Over 45 Days as of
08/01/24

+2% (MoM)
-6% (YoY)
\$19,500 Price
Avg Last Listed

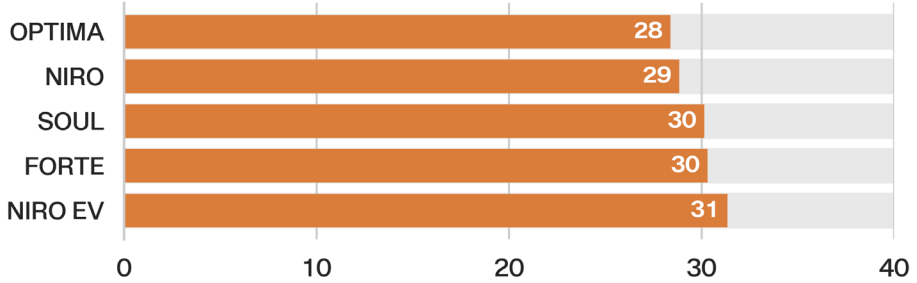
NC (MoM)
-6% Markdown
Price Reduction

-1% (MoM)
32% Sold
With Markdown

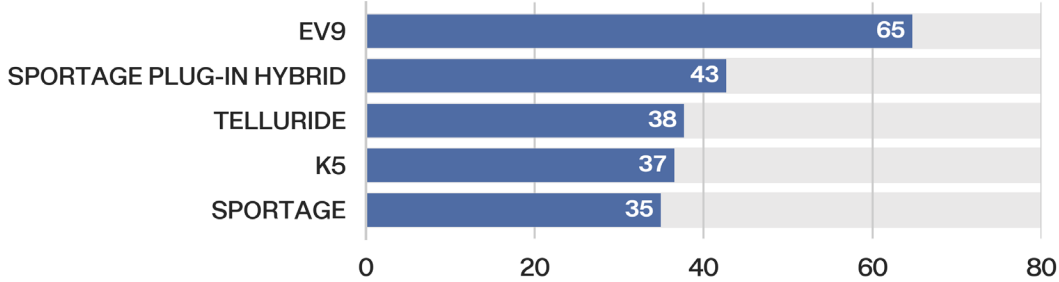
-1% (MoM)
-9% (YoY)
39% of Listings
Not Viewed

+8% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





> Sales for the Range Rover continued to fall due to inventory constraints, making up just 10% of Land Rover sales in August compared to 20% in June.

NEW

<p>+16% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) +30 Days (YoY) 77 Day Supply</p>	<p>NC (MoM) +14% (YoY) 52% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>+4% (MoM) +17% (YoY) 44% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+1% (MoM) +19% (YoY) 53% Carryover Over 45 Days as of 08/01/24</p>
<p>-2% (MoM) +2% (YoY) \$88,768 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 4% Sold With Markdown</p>	<p>+1% (MoM) -5% (YoY) 38% of Listings Not Viewed</p>	<p>+5% (MoM) Demand Change</p>

Day Supply

Model	Day Supply
RANGE ROVER	23
RANGE ROVER SPORT	69
DEFENDER	70
RANGE ROVER EVOQUE	100
RANGE ROVER VELAR	111
DISCOVERY	125
DISCOVERY SPORT	140

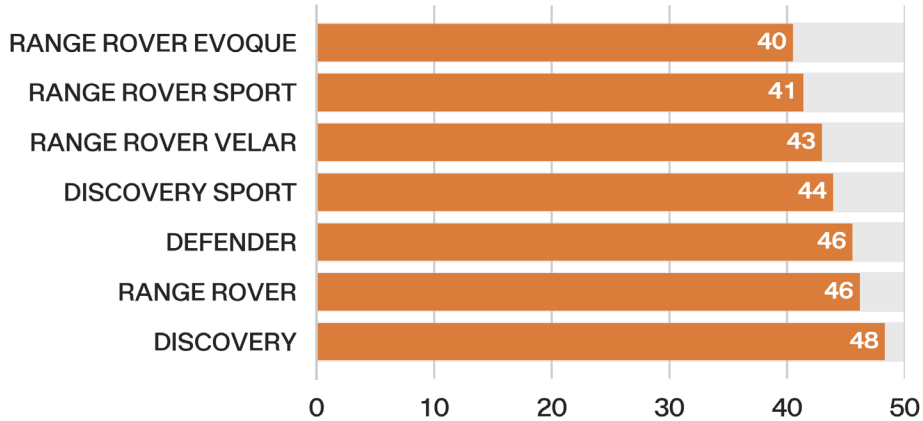


> All metrics move in line with the market.

USED

<p>+12% (MoM) Sales Volume Change</p>	<p>-6 Days (MoM) +1 Days (YoY) 44 Day Supply</p>	<p>-1% (MoM) +3% (YoY) 53% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-4% (MoM) NC (YoY) 49% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-1% (MoM) NC (YoY) 55% Carryover Over 45 Days as of 08/01/24</p>
<p>+2% (MoM) -8% (YoY) \$41,420 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 42% Sold With Markdown</p>	<p>NC (MoM) NC (YoY) 40% of Listings Not Viewed</p>	<p>+13% (MoM) Demand</p>

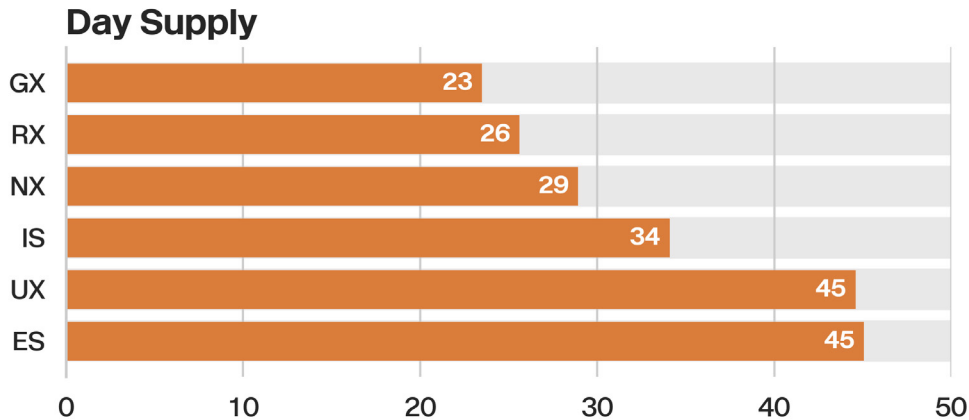
Day Supply



- > Even with the TX recall still impacting volume, Lexus continued to see sales growth of 8%.
- > The NX model was particularly successful, with its sales surging by 36%, now representing 23% of Lexus's total sales, an increase of 5% MoM.

NEW

<p>+8% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) -5 Days (YoY) 31 Day Supply</p>	<p>-13% (MoM) +6% (YoY) 24% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) +10% (YoY) 25% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+2% (MoM) +21% (YoY) 38% Carryover Over 45 Days as of 08/01/24</p>
<p>-1% (MoM) +1% (YoY) \$57,420 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-2% (MoM) 9% Sold With Markdown</p>	<p>-4% (MoM) -6% (YoY) 37% of Listings Not Viewed</p>	<p>+15% (MoM) Demand</p>



> All metrics move in line with the market.

USED

+7% (MoM)
Sales Volume
Change

-3 Days (MoM)
-6 Days (YoY)
29 Day Supply

-1% (MoM)
-10% (YoY)
36% Aged Inventory
Over 45 Days Ending
08/31/24

-4% (MoM)
-8% (YoY)
37% Aged Sales
Over 45 Days as of
08/31/24

-3% (MoM)
-10% (YoY)
38% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-3% (YoY)
\$35,999 Price
Avg Last Listed

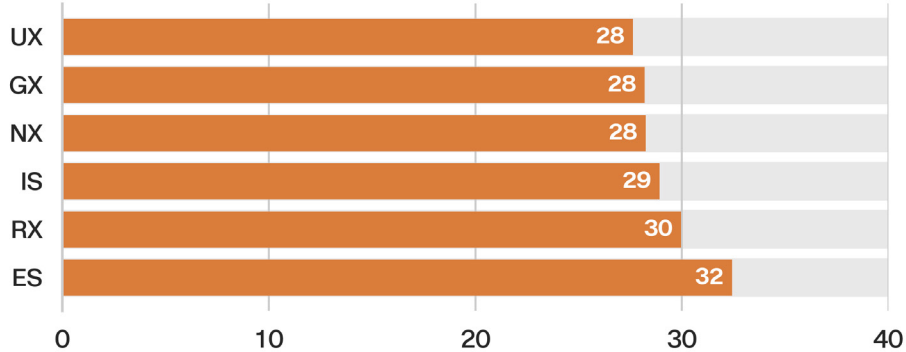
NC (MoM)
-4% Markdown
Price Reduction

NC (MoM)
34% Sold
With Markdown

NC (MoM)
-5% (YoY)
32% of Listings
Not Viewed

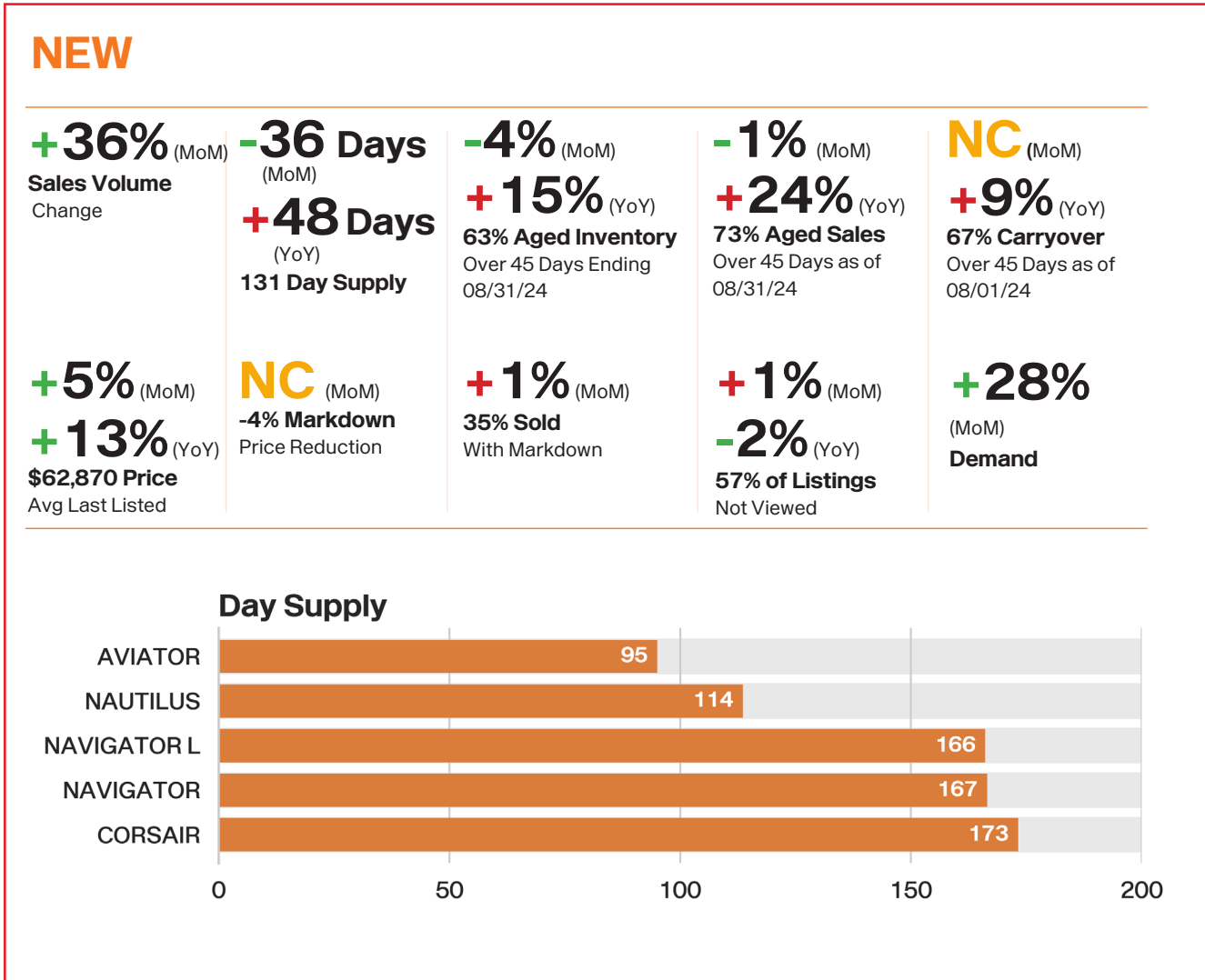
+9% (MoM)
Demand
Change

Day Supply





- > Lincoln saw a remarkable 36% MoM sales increase in August, largely driven by the recovery of the Aviator model, which had been impacted by a recall in late May. The resurgence of Aviator sales also pushed up the average sold list price for Lincoln vehicles by 5%.
- > While day supply dropped by a market-high 36 days to 131 days, it remained one of the highest in the market.
- > Hybrid vehicle inventory saw improvement, with aged stock dropping to 47%, while gas-powered vehicles continue to face higher levels of aging inventory at 71%.

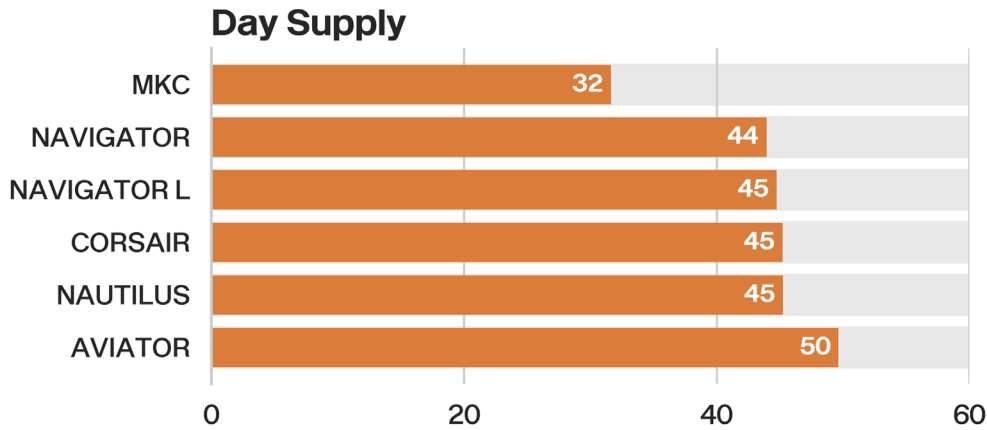




> The Aviator had one of the markets largest day supply of 50 days, 14 days above the market average.

USED

+4% (MoM) Sales Volume Change	-2 Days (MoM) -3 Days (YoY) 41 Day Supply	-1% (MoM) -1% (YoY) 49% Aged Inventory Over 45 Days Ending 08/31/24	-6% (MoM) -3% (YoY) 45% Aged Sales Over 45 Days as of 08/31/24	-4% (MoM) -2% (YoY) 51% Carryover Over 45 Days as of 08/01/24
-1% (MoM) -10% (YoY) \$29,547 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-2% (MoM) 38% Sold With Markdown	NC (MoM) -6% (YoY) 40% of Listings Not Viewed	+6% (MoM) Demand Change





mazda

> Mazda had the largest increase in inventory of 27%, causing day supply to increase by 9 days and aged inventory to decrease by 7%.

NEW

+7% (MoM)
Sales Volume
Change

+9 Days (MoM)
+40 Days (YoY)
77 Day Supply

-7% (MoM)
+5% (YoY)
40% Aged Inventory
Over 45 Days Ending
08/31/24

-2% (MoM)
NC (YoY)
43% Aged Sales
Over 45 Days as of
08/31/24

-5% (MoM)
+11% (YoY)
47% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
+4% (YoY)
\$32,954 Price
Avg Last Listed

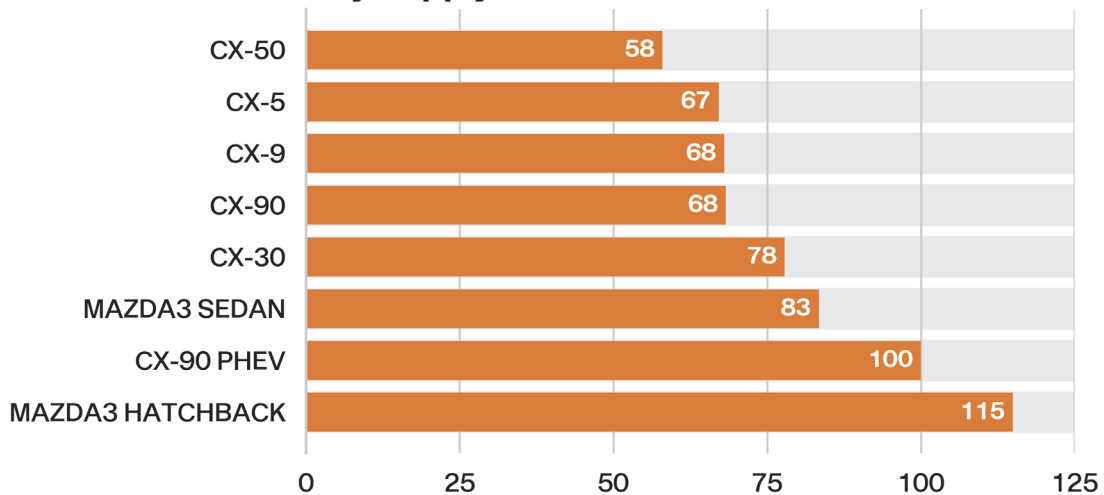
NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
20% Sold
With Markdown

NC (MoM)
+5% (YoY)
57% of Listings
Not Viewed

-11% (MoM)
Demand

Day Supply





mazda

> The CX-30 had the largest improvement in aged inventory of 9% MoM.

USED

+6% (MoM)
Sales Volume
Change

-4 Days (MoM)
-5 Days (YoY)
30 Day Supply

-5% (MoM)
-6% (YoY)
37% Aged Inventory
Over 45 Days Ending
08/31/24

-6% (MoM)
-3% (YoY)
40% Aged Sales
Over 45 Days as of
08/31/24

-2% (MoM)
-2% (YoY)
43% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-6% (YoY)
\$22,998 Price
Avg Last Listed

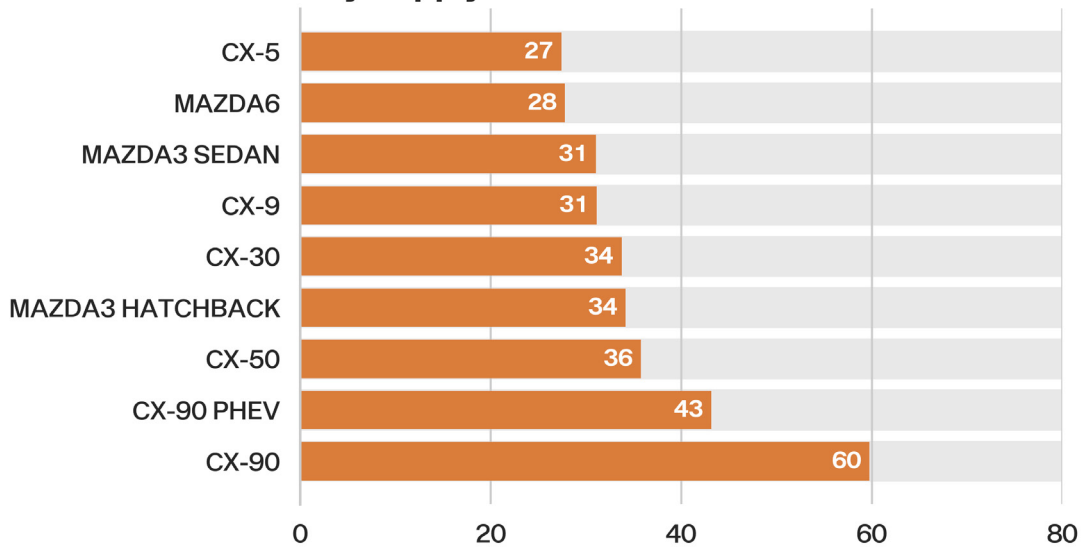
NC (MoM)
-5% Markdown
Price Reduction

-3% (MoM)
34% Sold
With Markdown

-1% (MoM)
-8% (YoY)
34% of Listings
Not Viewed

+15%
(MoM)
Demand

Day Supply



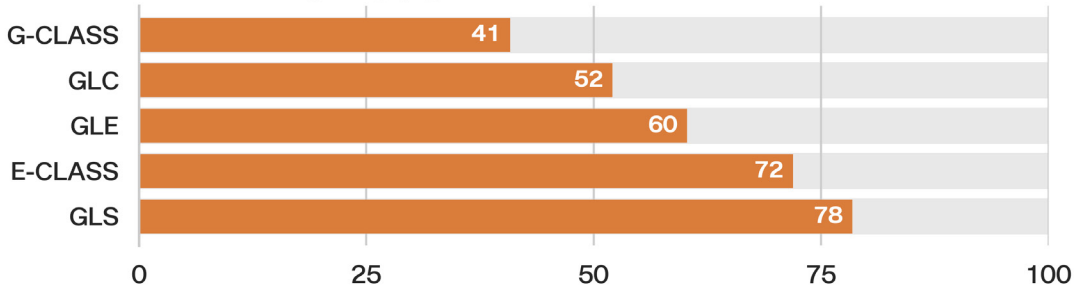


- > Sales increased by 17%, allowing day supply to decrease by 11 days to 87 days MoM and aged inventory to fall by 3%.
- > Hybrid and EVs had a strong month, increasing sales by 14% and 18% respectively and decreasing day supply and aged inventory.

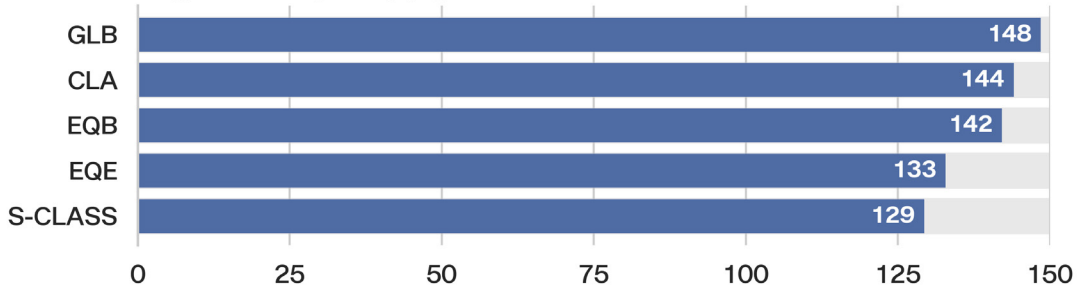
NEW

<p>+17% (MoM) Sales Volume Change</p>	<p>-11 Days (MoM) +31 Days (YoY) 87 Day Supply</p>	<p>-3% (MoM) +9% (YoY) 60% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>NC (MoM) +11% (YoY) 50% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+6% (MoM) +15% (YoY) 64% Carryover Over 45 Days as of 08/01/24</p>
<p>+1% (MoM) +1% (YoY) \$70,005 Price Avg Last Listed</p>	<p>-2% (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 5% Sold With Markdown</p>	<p>-6% (MoM) NC (YoY) 43% of Listings Not Viewed</p>	<p>+13% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



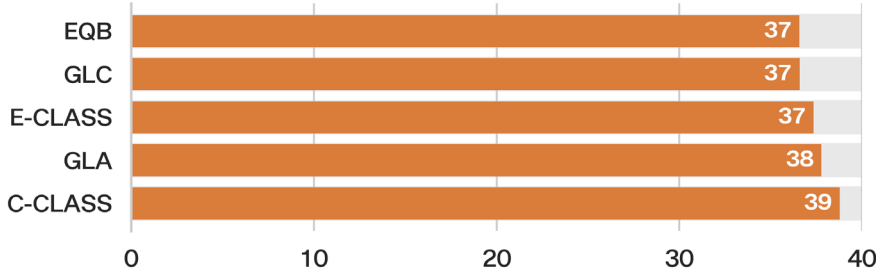


> All metrics move in line with the market.

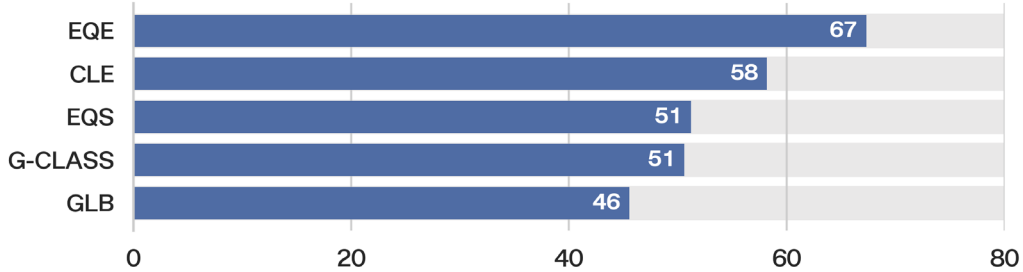
USED

+12% (MoM) Sales Volume Change	-4 Days (MoM) -4 Days (YoY) 40 Day Supply	-1% (MoM) -3% (YoY) 49% Aged Inventory Over 45 Days Ending 08/31/24	-7% (MoM) -5% (YoY) 44% Aged Sales Over 45 Days as of 08/31/24	-5% (MoM) -4% (YoY) 51% Carryover Over 45 Days as of 08/01/24
-1% (MoM) -9% (YoY) \$35,156 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-2% (MoM) 34% Sold With Markdown	-1% (MoM) -4% (YoY) 32% of Listings Not Viewed	+10% (MoM) Demand

Lowest Day Supply



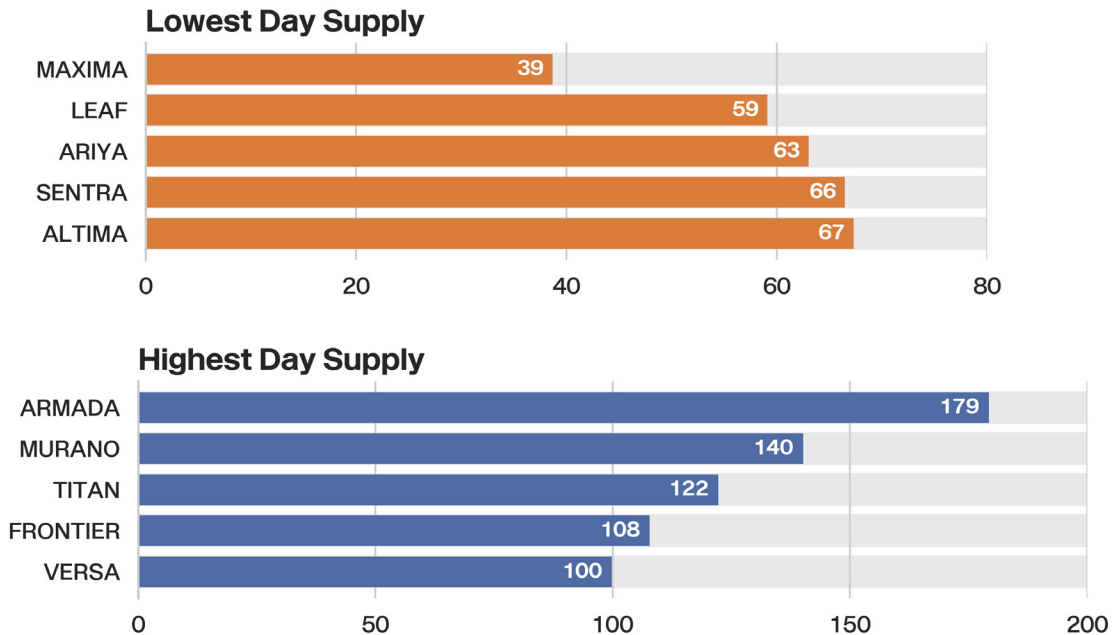
Highest Day Supply



> The Rouge had one of the market's highest aged inventories at 66%, 17% above the market average.

NEW

<p>+ 7% (MoM) Sales Volume Change</p>	<p>-9 Days (MoM) +34 Days (YoY) 88 Day Supply</p>	<p>-1% (MoM) +26% (YoY) 63% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-4% (MoM) +27% (YoY) 64% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+1% (MoM) +22% (YoY) 64% Carryover Over 45 Days as of 08/01/24</p>
<p>-2% (MoM) -4% (YoY) \$30,970 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-3% (MoM) 43% Sold With Markdown</p>	<p>NC (MoM) +3% (YoY) 59% of Listings Not Viewed</p>	<p>+10% (MoM) Demand</p>

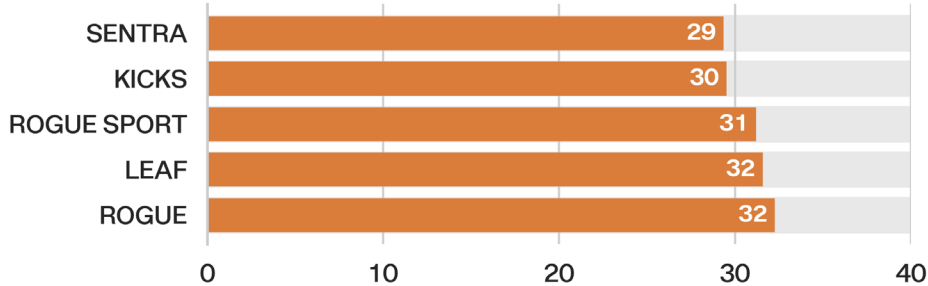


> The Pathfinder had the biggest increase in list price YoY of nearly 15% while having markdown magnitude

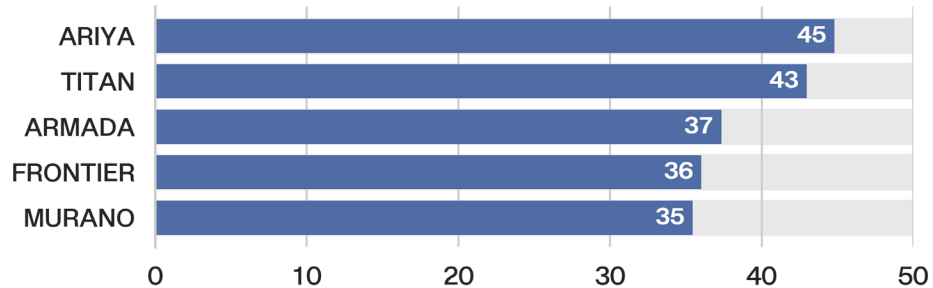
USED

<p>+6% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) -2 Days (YoY) 33 Day Supply</p>	<p>-5% (MoM) -5% (YoY) 41% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) -2% (YoY) 41% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-4% (MoM) -2% (YoY) 47% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -8% (YoY) \$19,999 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-2% (MoM) 34% Sold With Markdown</p>	<p>-1% (MoM) -6% (YoY) 42% of Listings Not Viewed</p>	<p>+10% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



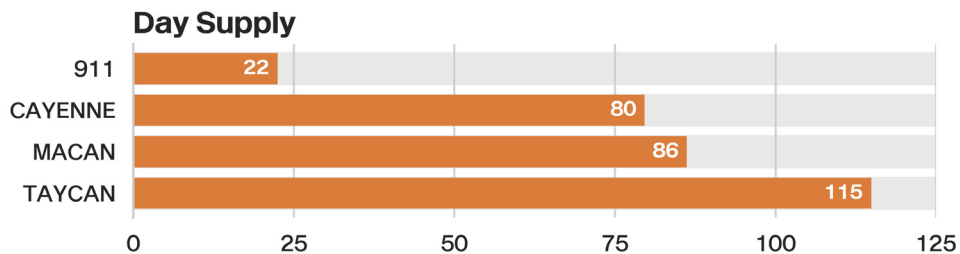


PORSCHE

- > Sales rose by 2% while inventory fell by 4% MoM causing day supply to drop by 4 days to 75 days.
- > Macan sales dropped by 13% MoM while Taycan sales almost doubled, causing Macan to make up 6% less of Porsche's monthly sales compared to July.

NEW

<p>+2% (MoM) Sales Volume Change</p>	<p>-4 Days (MoM) +10 Days (YoY) 75 Day Supply</p>	<p>-4% (MoM) +4% (YoY) 60% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>+2% (MoM) +9% (YoY) 54% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+16% (MoM) +13% (YoY) 64% Carryover Over 45 Days as of 08/01/24</p>
<p>+4% (MoM) +3% (YoY) \$102,444 Price Avg Last Listed</p>	<p>+4% (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 3% Sold With Markdown</p>	<p>NC (MoM) -5% (YoY) 41% of Listings Not Viewed</p>	<p>+5% (MoM) Demand Change</p>



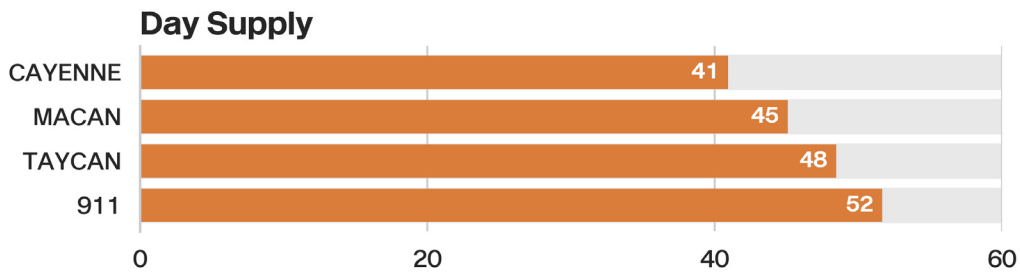


PORSCHE

> All metrics move in line with the market.

USED

<p>+10% (MoM) Sales Volume Change</p>	<p>-4 Days (MoM) NC Days (YoY) 45 Day Supply</p>	<p>NC (MoM) +2% (YoY) 53% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-4% (MoM) -2% (YoY) 48% Aged Sales Over 45 Days as of 08/31/24</p>	<p>NC (MoM) +1% (YoY) 55% Carryover Over 45 Days as of 08/01/24</p>
<p>-2% (MoM) -2% (YoY) \$63,060 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 37% Sold With Markdown</p>	<p>-1% (MoM) -3% (YoY) 28% of Listings Not Viewed</p>	<p>+8% (MoM) Demand Change</p>



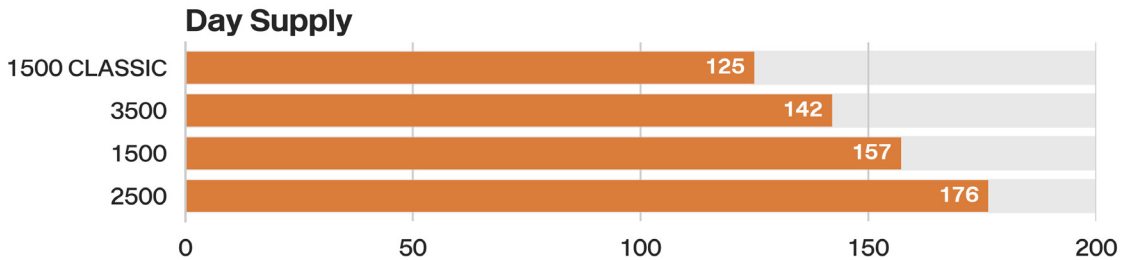


RAM

- › Ram day supply decreased by 25 days to 166 days but had the largest increase in day supply of 83 YoY.
- › Sales of the 1500 increased by 23% but aged inventory continued to rise by 2% to 68%.

NEW

<p>+25% (MoM) Sales Volume Change</p>	<p>-25 Days (MoM) +82 Days (YoY) 166 Day Supply</p>	<p>-1% (MoM) +17% (YoY) 69% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-1% (MoM) +13% (YoY) 68% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+5% (MoM) +17% (YoY) 71% Carryover Over 45 Days as of 08/01/24</p>
<p>-2% (MoM) -1% (YoY) \$60,490 Price Avg Last Listed</p>	<p>NC (MoM) -7% Markdown Price Reduction</p>	<p>+4% (MoM) 49% Sold With Markdown</p>	<p>-1% (MoM) -3% (YoY) 47% of Listings Not Viewed</p>	<p>+13% (MoM) Demand</p>





RAM

> All metrics move in line with the market

USED

+3% (MoM)
Sales Volume
Change

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

-2% (MoM)
-1% (YoY)
47% Aged Inventory
Over 45 Days Ending
08/31/24

-3% (MoM)
-3% (YoY)
43% Aged Sales
Over 45 Days as of
08/31/24

-2% (MoM)
-2% (YoY)
50% Carryover
Over 45 Days as of
08/01/24

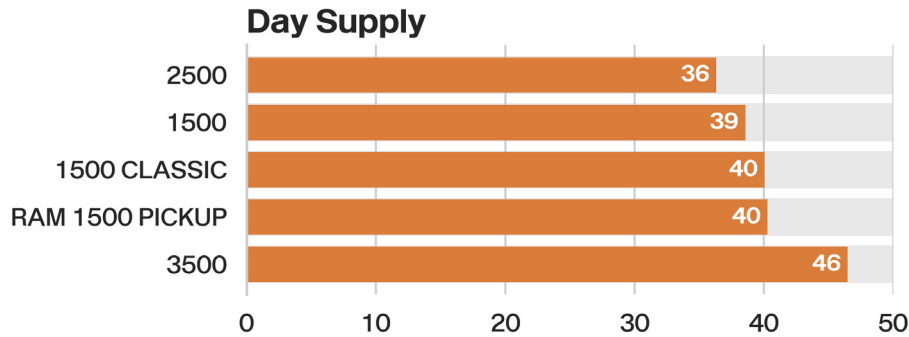
NC (MoM)
-12% (YoY)
\$34,200 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
40% Sold
With Markdown

-2% (MoM)
-9% (YoY)
33% of Listings
Not Viewed

+4% (MoM)
Demand
Change

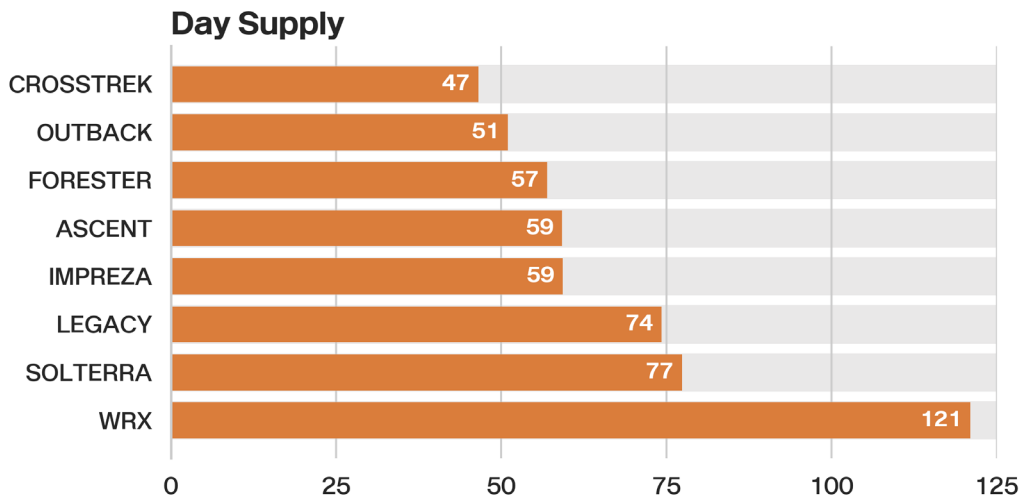




- > Inventory and sales both increased by over 10% while maintaining a steady day supply and decreasing aged inventory by 12%.
- > The Crosstrek continued its good performance, increasing sales by 20% to make up 2% more of Subaru's monthly sales.

NEW

<p>+12% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) +20 Days (YoY) 55 Day Supply</p>	<p>-12% (MoM) +16% (YoY) 31% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-8% (MoM) +26% (YoY) 44% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+3% (MoM) +24% (YoY) 43% Carryover Over 45 Days as of 08/01/24</p>
<p>-1% (MoM) -1% (YoY) \$35,114 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>NC (MoM) 27% Sold With Markdown</p>	<p>+1% (MoM) -6% (YoY) 39% of Listings Not Viewed</p>	<p>NC (MoM) Demand Change</p>





SUBARU

> All metrics move in line with the market.

USED

+1% (MoM)
Sales Volume
Change

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

-3% (MoM)
-3% (YoY)
38% Aged Inventory
Over 45 Days Ending
08/31/24

-7% (MoM)
-3% (YoY)
37% Aged Sales
Over 45 Days as of
08/31/24

-5% (MoM)
-3% (YoY)
42% Carryover
Over 45 Days as of
08/01/24

NC (MoM)
-9% (YoY)
\$23,999 Price
Avg Last Listed

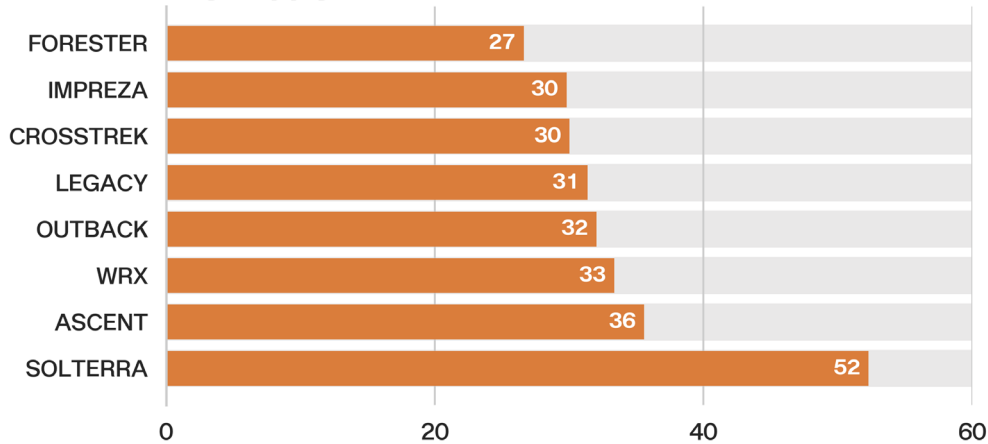
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
34% Sold
With Markdown

NC (MoM)
-7% (YoY)
38% of Listings
Not Viewed

+6% (MoM)
Demand
Change

Day Supply





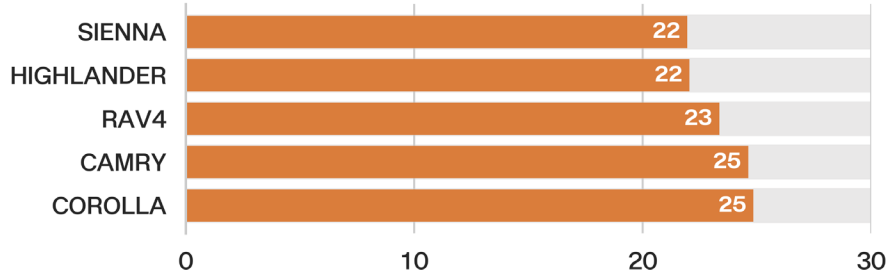
TOYOTA

> The Tacoma 4WD had the lowest aged inventory at 24%, 24% below the market average as both sales and inventory increased by over 20% MoM.

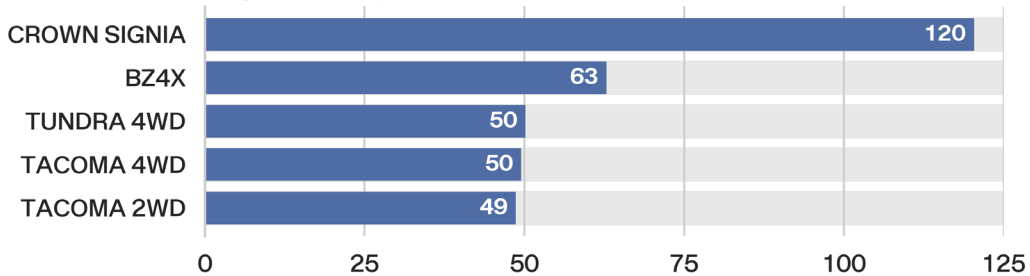
NEW

<p>+20% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) +5 Days (YoY) 33 Day Supply</p>	<p>-4% (MoM) +10% (YoY) 21% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-2% (MoM) +6% (YoY) 15% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+5% (MoM) +14% (YoY) 25% Carryover Over 45 Days as of 08/01/24</p>
<p>+1% (MoM) +2% (YoY) \$40,418 Price Avg Last Listed</p>	<p>+1% (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 9% Sold With Markdown</p>	<p>+2% (MoM) -5% (YoY) 49% of Listings Not Viewed</p>	<p>+5% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply





TOYOTA

- > The Tundra 4WD had one of the biggest increases in sales MoM of 16%.
- > The Corolla had one of the biggest increases in list price MoM of 3%.

USED

+3% (MoM)
Sales Volume
Change

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

-4% (MoM)
-5% (YoY)
36% Aged Inventory
Over 45 Days Ending
08/31/24

-5% (MoM)
-5% (YoY)
36% Aged Sales
Over 45 Days as of
08/31/24

-2% (MoM)
-5% (YoY)
41% Carryover
Over 45 Days as of
08/01/24

+2% (MoM)
-2% (YoY)
\$28,469 Price
Avg Last Listed

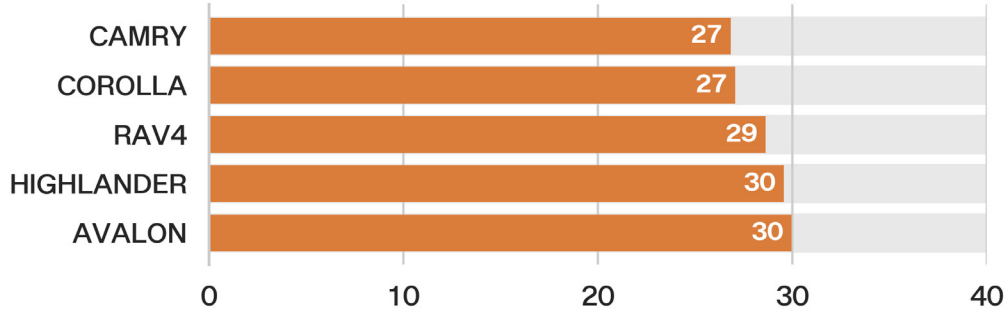
NC (MoM)
-4% Markdown
Price Reduction

-2% (MoM)
32% Sold
With Markdown

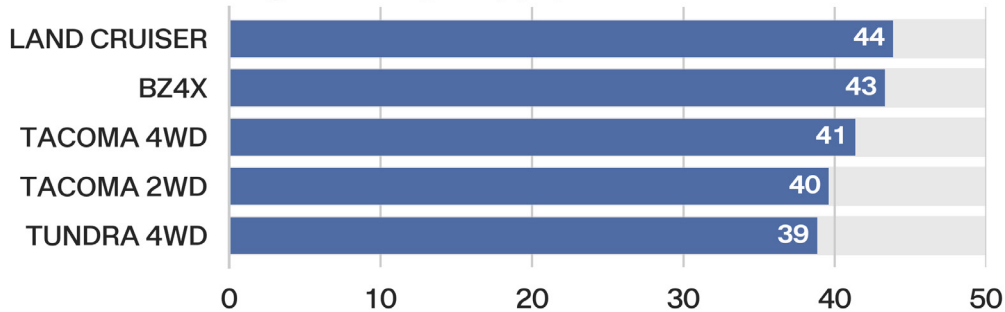
NC (MoM)
-3% (YoY)
37% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

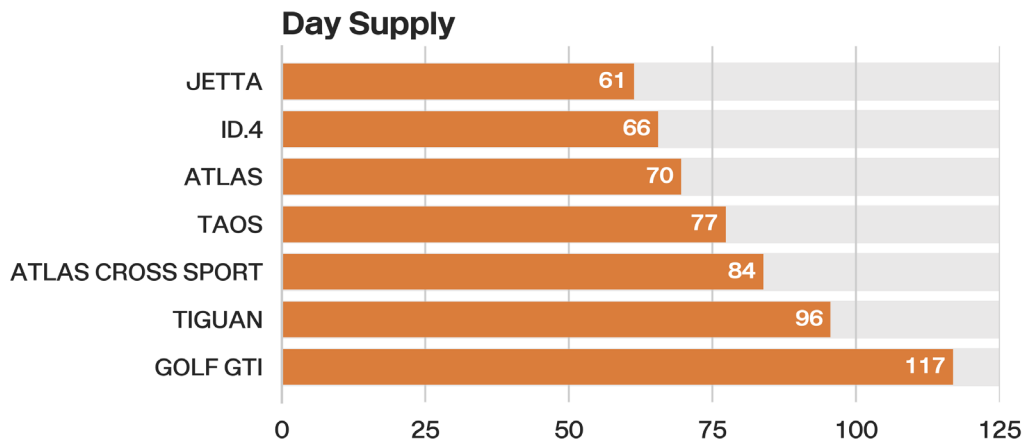




- > Jetta saw one of the biggest drops in inventory of 37%, causing aged inventory to increase by 17% to 91%.
- > The Taos had one of the highest markdown magnitudes in the market of 6% on 37% of sales.

NEW

<p>+9% (MoM) Sales Volume Change</p>	<p>-4 Days (MoM) +22 Days (YoY) 77 Day Supply</p>	<p>-9% (MoM) +18% (YoY) 51% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) +24% (YoY) 51% Aged Sales Over 45 Days as of 08/31/24</p>	<p>+7% (MoM) +32% (YoY) 61% Carryover Over 45 Days as of 08/01/24</p>
<p>+1% (MoM) -4% (YoY) \$35,080 Price Avg Last Listed</p>	<p>-1% (MoM) -6% Markdown Price Reduction</p>	<p>-6% (MoM) 36% Sold With Markdown</p>	<p>NC (MoM) -2% (YoY) 44% of Listings Not Viewed</p>	<p>+5% (MoM) Demand Change</p>



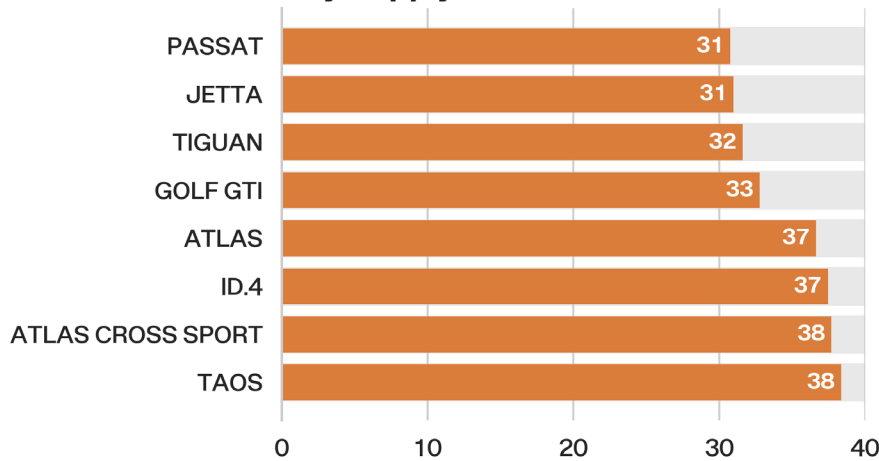


> All metrics move in line with the market.

USED

+6% (MoM) Sales Volume Change	-3 Days (MoM) -6 Days (YoY) 33 Day Supply	-4% (MoM) -5% (YoY) 40% Aged Inventory Over 45 Days Ending 08/31/24	-6% (MoM) -4% (YoY) 41% Aged Sales Over 45 Days as of 08/31/24	-3% (MoM) -3% (YoY) 44% Carryover Over 45 Days as of 08/01/24
-2% (MoM) -12% (YoY) \$20,998 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-2% (MoM) 33% Sold With Markdown	NC (MoM) -5% (YoY) 41% of Listings Not Viewed	+8% (MoM) Demand Change

Day Supply

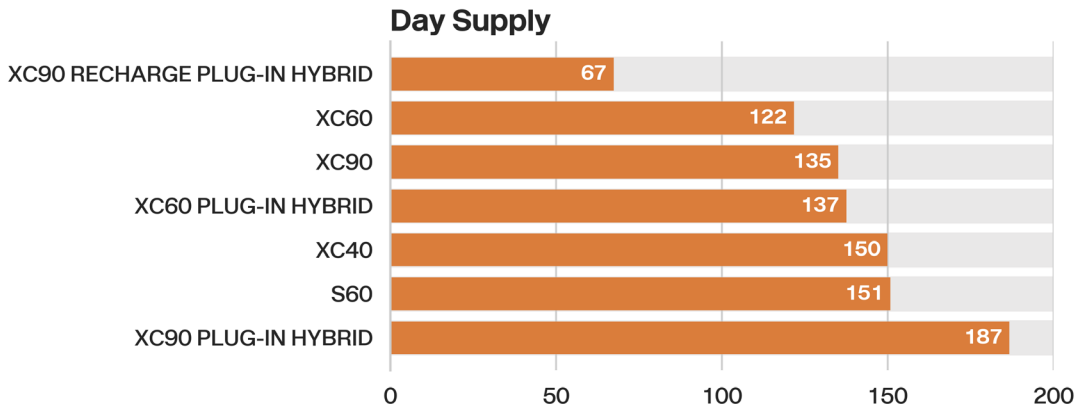




- > Sales increased by 10% as sales of fresh inventory increased by 10%. Aged inventory increased by 7% as older inventory sales slowed.
- > EVs had a strong month, increasing sales by 63% and dropping day supply by 20 days to 27 days.

NEW

+10% (MoM) Sales Volume Change	+2 Days (MoM) +35 Days (YoY) 121 Day Supply	+7% (MoM) -26% (YoY) 48% Aged Inventory Over 45 Days Ending 08/31/24	-10% (MoM) -8% (YoY) 62% Aged Sales Over 45 Days as of 08/31/24	-29% (MoM) +3% (YoY) 40% Carryover Over 45 Days as of 08/01/24
-2% (MoM) +5% (YoY) \$62,588 Price Avg Last Listed	+1% (MoM) -3% Markdown Price Reduction	-2% (MoM) 27% Sold With Markdown	+2% (MoM) -12% (YoY) 34% of Listings Not Viewed	NC (MoM) Demand Change

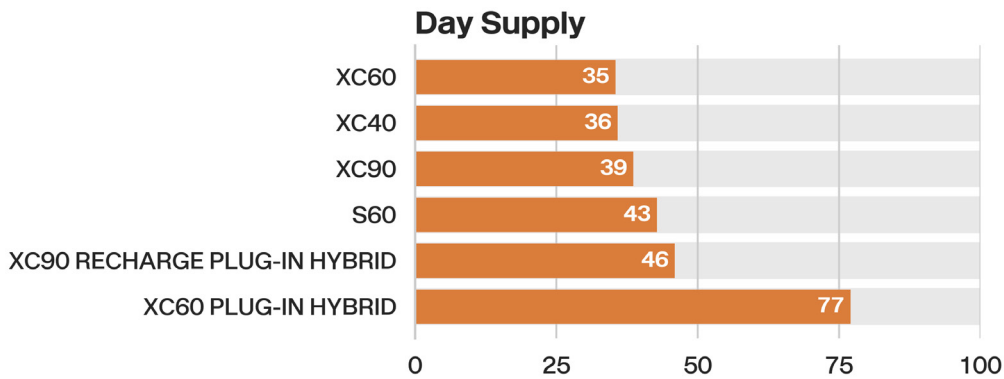




- > Volvo had the biggest increase in sales of 15% MoM as well as the biggest increase in hybrid sales, increasing by 24% MoM.
- > The XC40, XC60, and XC90 were among the top models with the largest drop in day supply of 7 days as sales

USED

<p>+15% (MoM) Sales Volume Change</p>	<p>-6 Day (MoM) -6 Days (YoY) 37 Day Supply</p>	<p>-3% (MoM) -3% (YoY) 45% Aged Inventory Over 45 Days Ending 08/31/24</p>	<p>-5% (MoM) -2% (YoY) 48% Aged Sales Over 45 Days as of 08/31/24</p>	<p>-4% (MoM) -3% (YoY) 49% Carryover Over 45 Days as of 08/01/24</p>
<p>NC (MoM) -8% (YoY) \$32,988 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-2% (MoM) 42% Sold With Markdown</p>	<p>+1% (MoM) +1% (YoY) 35% of Listings Not Viewed</p>	<p>+16% (MoM) Demand</p>





GLOSSARY

Carryover

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

Day Supply

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

Demand

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

Last Listed Price

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

Markdown Price Reduction

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

NC

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

Percent Aged Inventory

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

Percent Aged Sales

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

Percent Of Listings Not Viewed

The average daily percent of inventory without a single VDP

Percent Sold With Markdown

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

Sales Volume Change

Total previous period sold unit count compared to current period sales

VINCENSUS

2024 AUGUST

› 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.**

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