

VINCENSUS

2024 **JULY**

We are pleased to present you with the July 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.

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> EXECUTIVE SUMMARY

The overall market sentiment remained cautious due to the lasting impact of the CDK hack. While the most severe effects were mitigated, the market has not yet fully normalized. The automotive sector demonstrated resilience, particularly in used car sales that saw an 11% increase, but struggled to fully recover lost sales and demand, especially for new vehicles which saw only a 6% increase in sales. New vehicles continued the trend of increased day supply, rising by 4 days to 83 days while used vehicles maintained their steady day supply. The partial recovery in sales and the slow turnover of new car inventory indicate that the market was still in the process of regaining stability.

New Vehicles:

- Despite a 6% increase in sales MoM, the market still faced challenges, as indicated by the rising day supply that increased by 4 days to 83 days.
- Both day supply and aged inventory continue the increasing trend MoM as day supply increased by 4 days and age inventory increased by 3%.

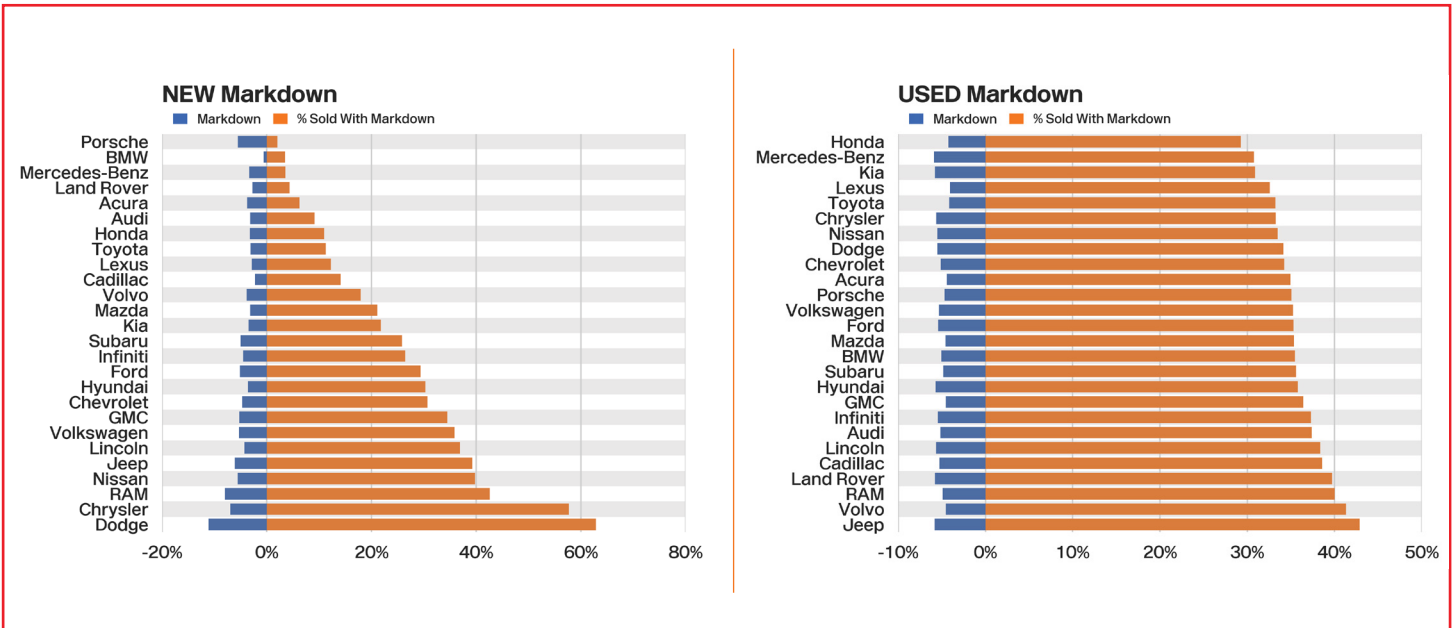
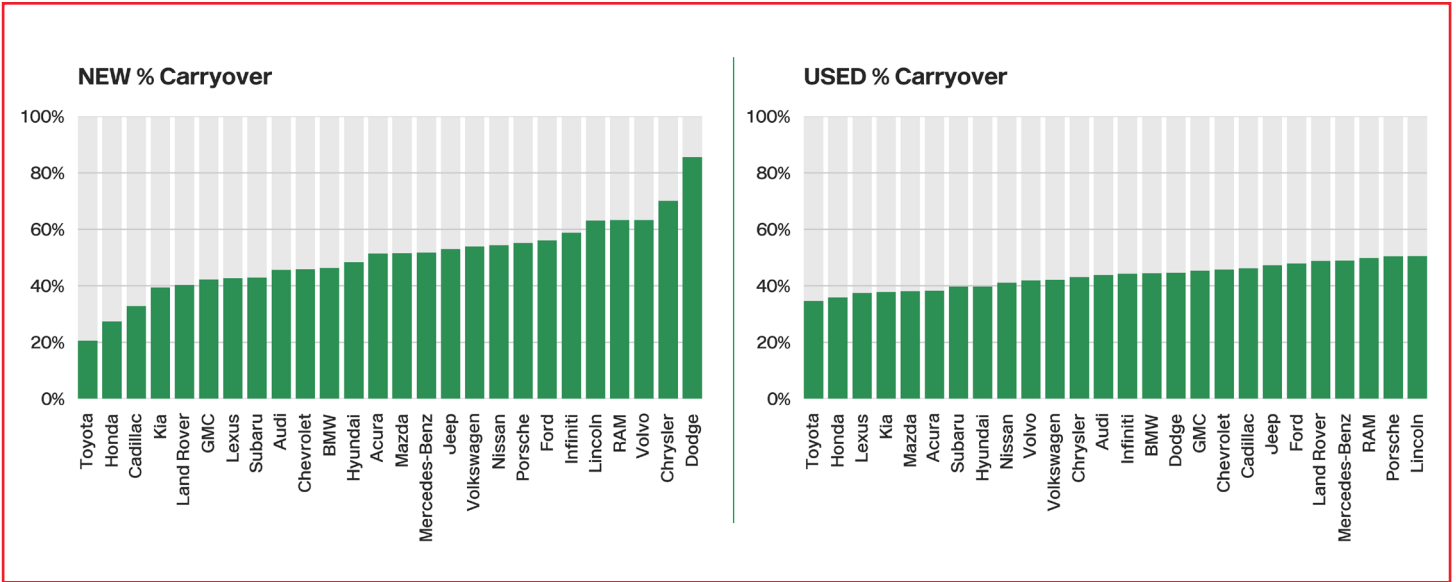
Used Vehicles:

- Day supply held relatively steady even with a 7% sales drop MoM.
- The markdown magnitude and percentage of sales remained consistent; however, the average last listed price declined by 4% YoY.

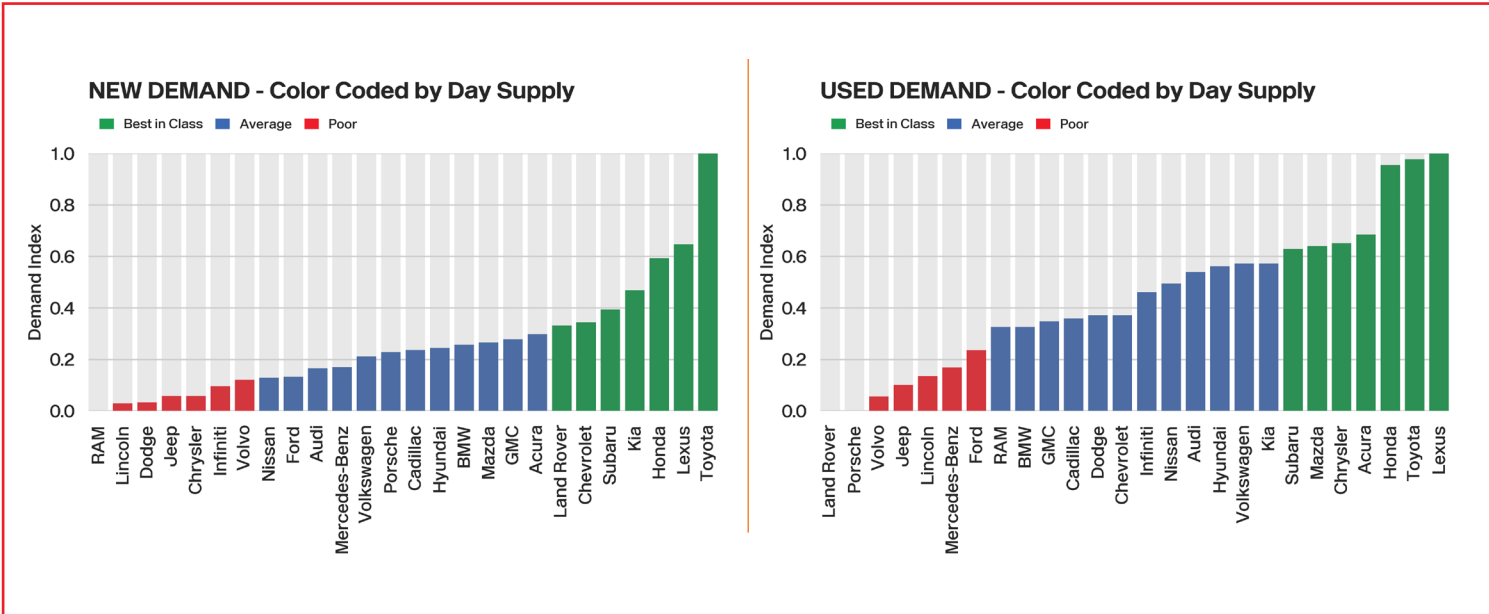
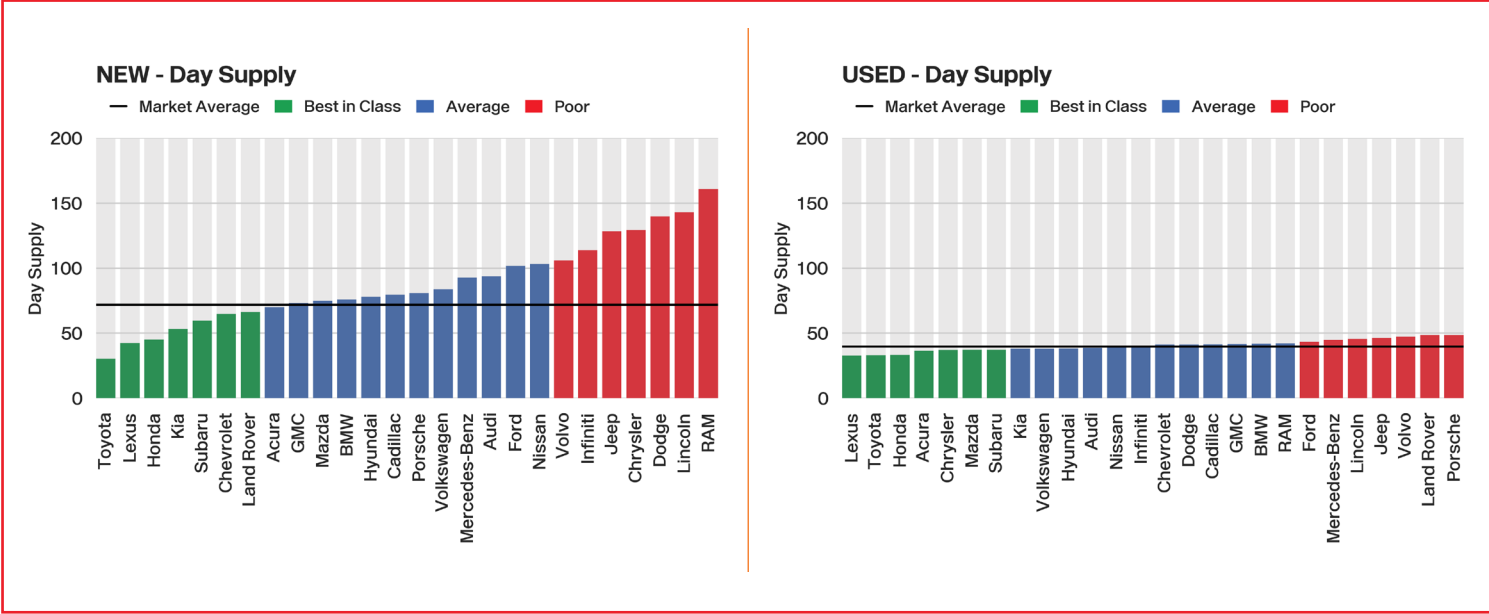
Recommended action steps for upcoming months:

- Used vehicles recovered better than new vehicles from June losses, increasing sales by 11% and experiencing a 10% increase in demand.
- Last listed prices fell by 10% YoY with gas units falling 3% more than hybrid and EV vehicles.

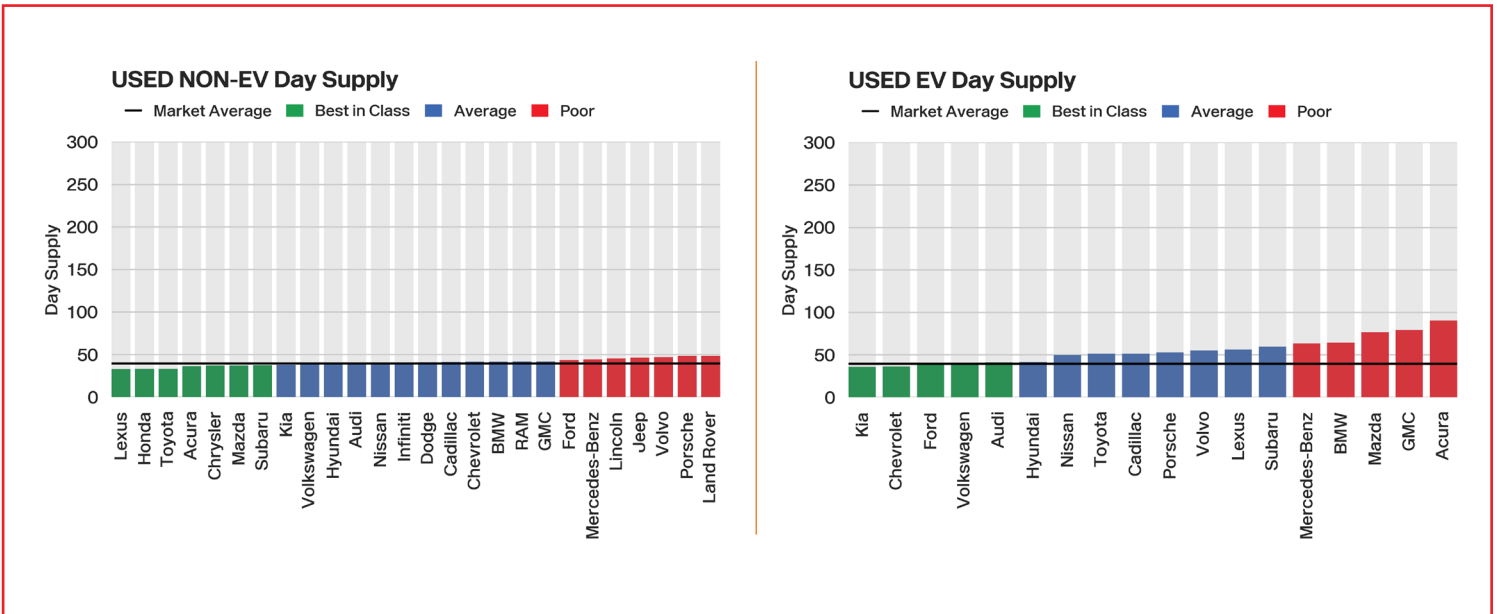
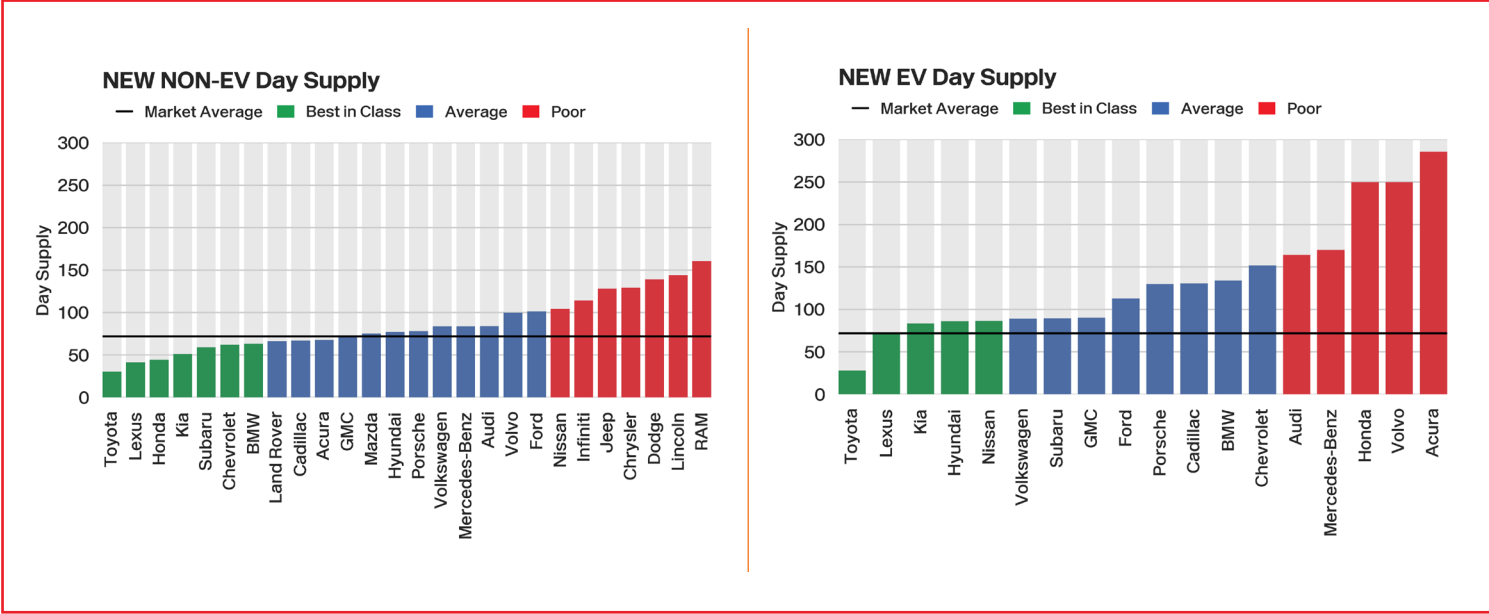
- › Carryover increased for both new and used vehicles, new by 3% to 53% and used by 4% to 51%.
- › While the magnitude and volume of markdowns remained fairly steady overall, Chrysler notably reduced the number of units sold with a markdown for new units by 7% to 45%.



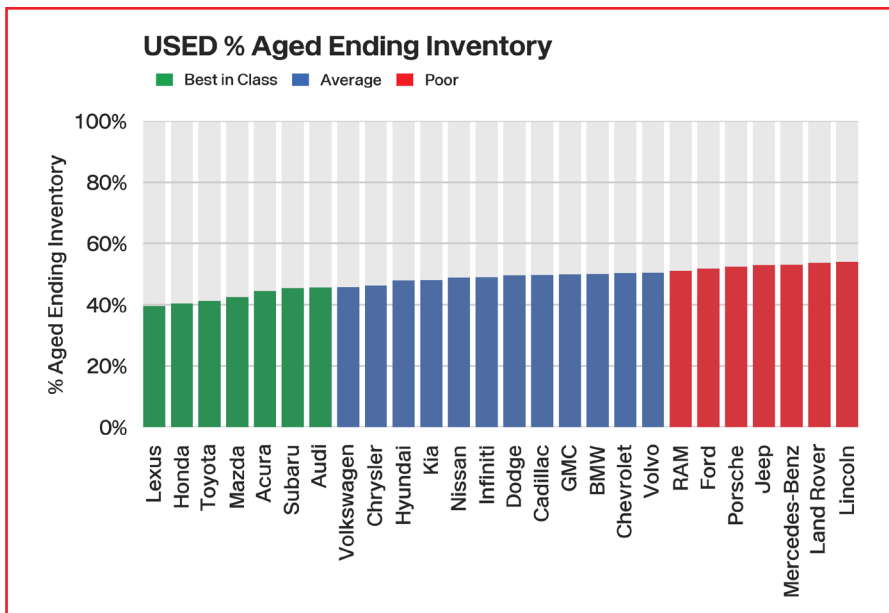
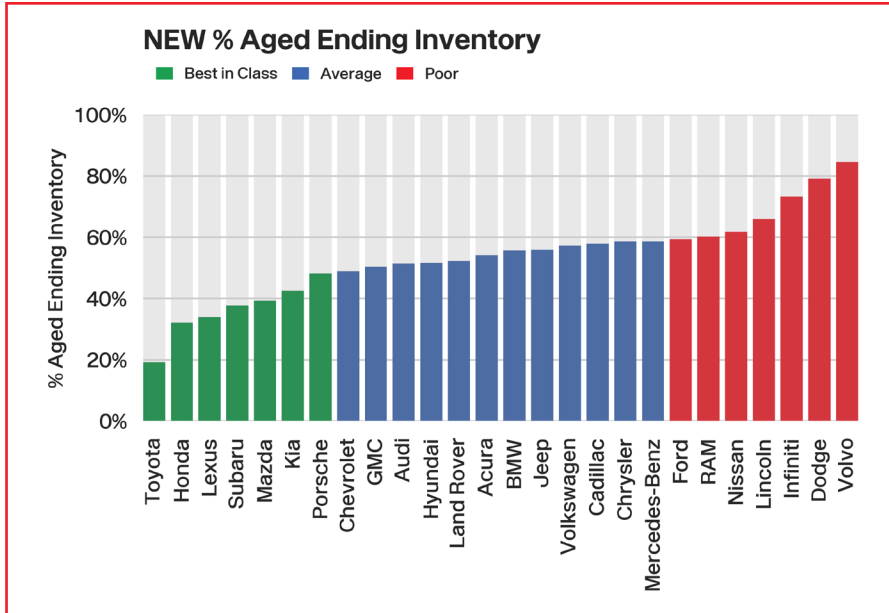
- › Day supply continued its rising trend for new vehicles, increasing by 4 days MoM and 36 days YoY to 83 days.
- › Conversely, the day supply for used vehicles dropped by 3 days MoM, with only slight variations between brands.



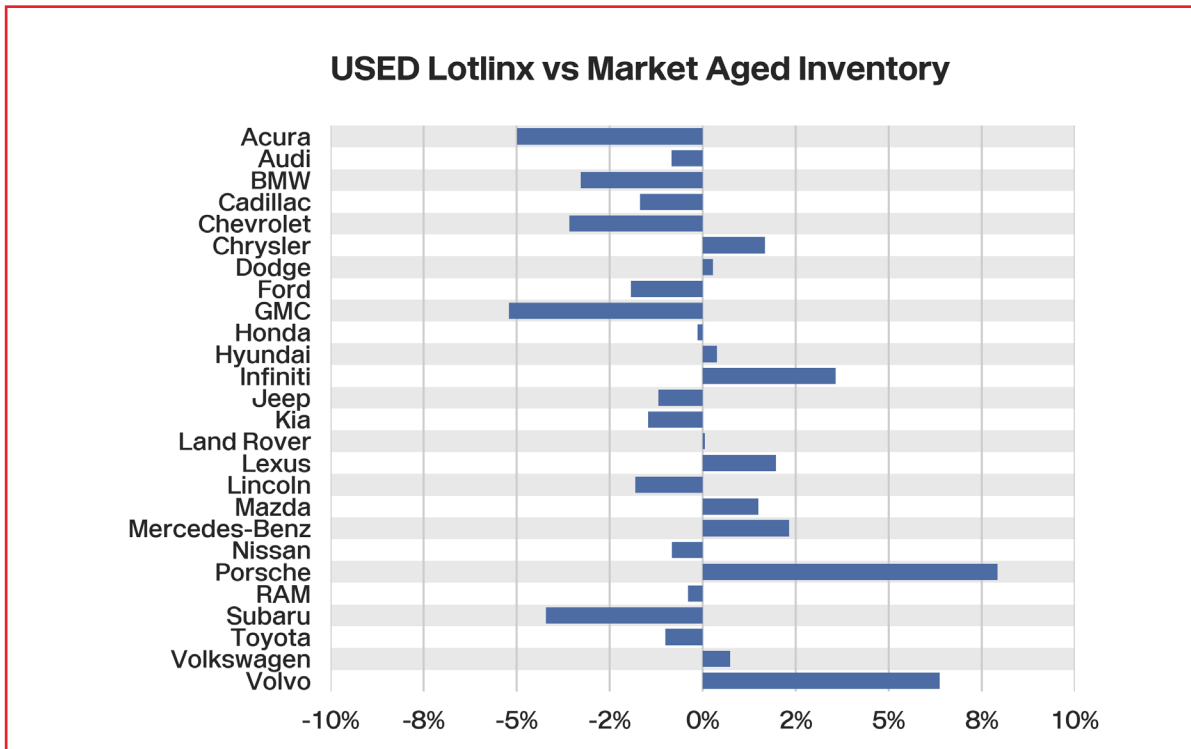
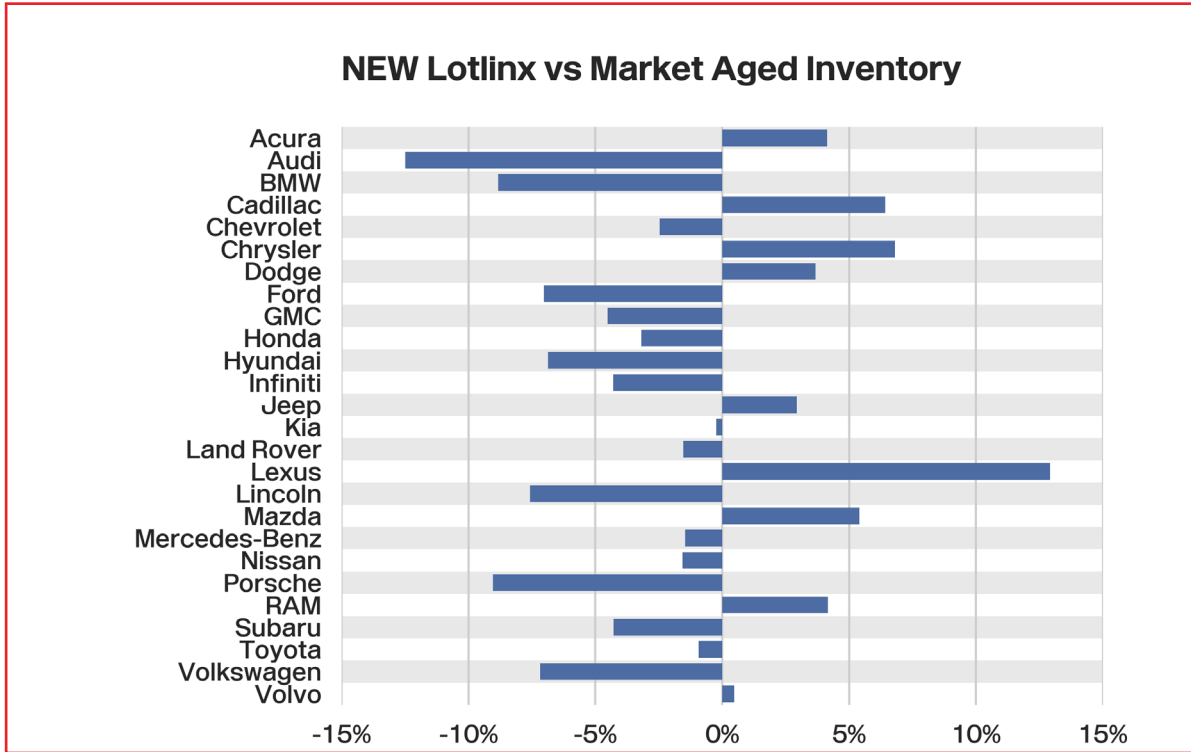
- › While EVs had significantly higher day supply, their low volume had minimal effect on overall day supply.
- › New sales rebounded after slipping in June but not enough to keep up with increasing supply as day supply dropped by 12 days MoM but increased by 20 days from May.
- › Used sales increased but day supply held steady MoM as non-EVs fell by 2 days.



› Aged ending inventory increased by 3% for new and decreased by 1% for used MoM.



- On average, Lotlinx customers had 1% less aged inventory than the rest of the market for new vehicles and 6% less for used.
- 52% of new vehicle brands and 96% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx outperforming the market

- › Despite a 6% increase in sales MoM, the market still faced challenges, as indicated by the rising day supply that increased by 4 days to 83 days.
- › Both day supply and aged inventory continue the increasing trend MoM as day supply increased by 4 days and age inventory increased by 3%.

NEW

+ 6% (MoM)
Sales Volume
Change

+4 Days (MoM)
+36 Days (YoY)
83 Day Supply

+3% (MoM)
+16% (YoY)
54% Aged Inventory
Over 45 Days Ending
07/31/24

+4% (MoM)
+16% (YoY)
46% Aged Sales
Over 45 Days as of
07/31/24

+3% (MoM)
+16% (YoY)
53% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-1% (YoY)
\$43,580 Price
Avg Last Listed

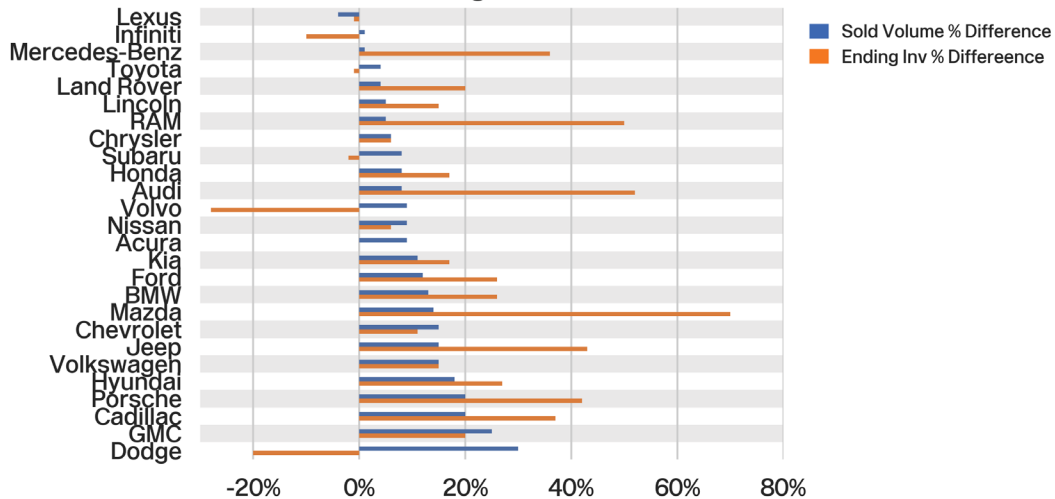
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
22% Sold
With Markdown

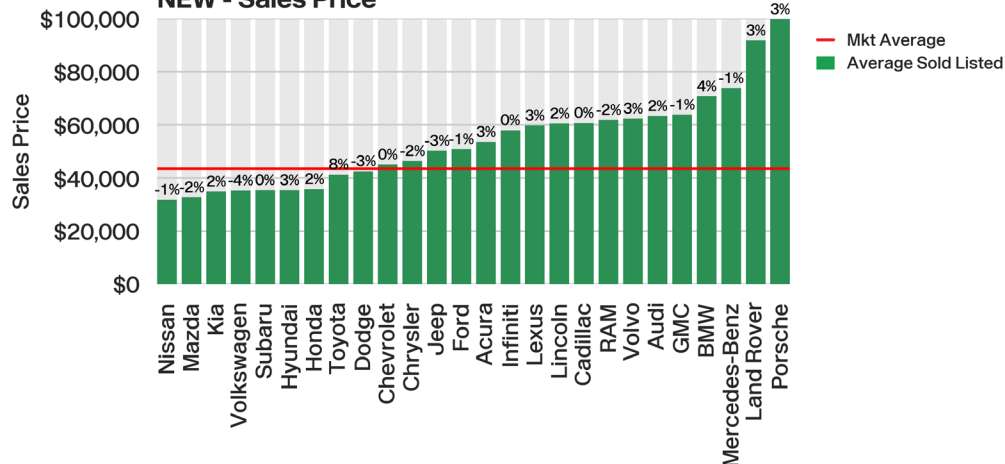
-1% (MoM)
NC (YoY)
50% of Listings
Not Viewed

-3% (MoM)
Demand
Change

NEW % Volume Change



NEW - Sales Price



- > Used vehicles recovered better than new vehicles from June losses, increasing sales by 11% and experiencing a 10% increase in demand.
- > Last listed prices fell by 10% YoY with gas units falling 3% more than hybrid and EV vehicles.

USED INVENTORY

+11% (MoM)
Sales Volume
Change

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

-1% (MoM)
NC (YoY)
48% Aged Inventory
Over 45 Days Ending
07/31/24

+3% (MoM)
+1% (YoY)
46% Aged Sales
Over 45 Days as of
07/31/24

+4% (MoM)
+6% (YoY)
51% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
-10% (YoY)
\$25,999 Price
Avg Last Listed

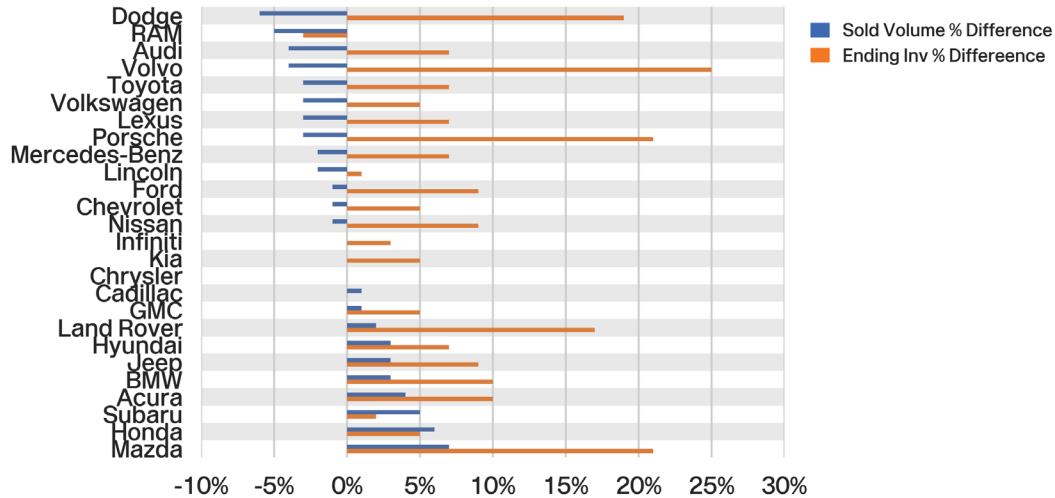
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
38% Sold
With Markdown

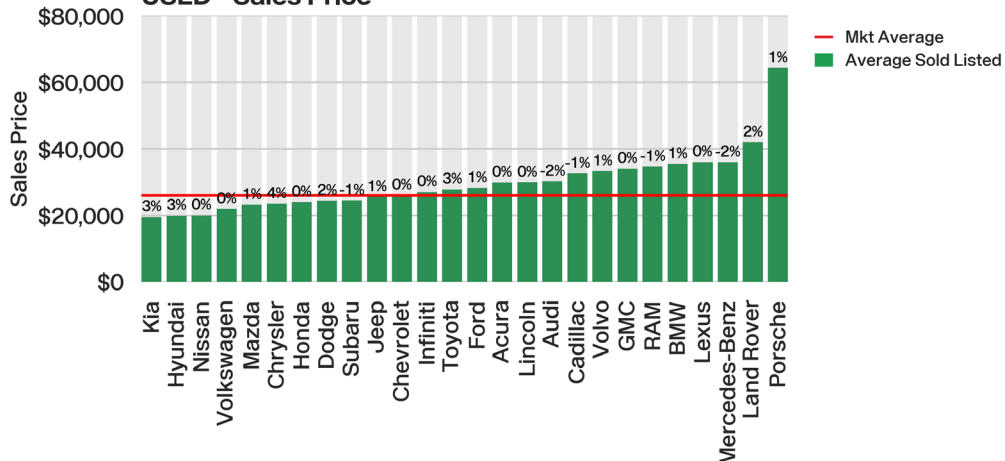
-2% (MoM)
-6% (YoY)
37% of Listings
Not Viewed

+10%
(MoM)
Demand

USED % Volume Change



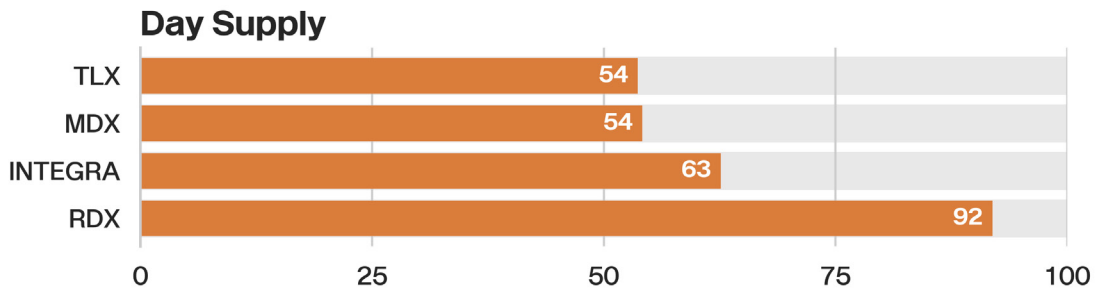
USED - Sales Price



- > While the MDX had a large decrease in sales again last month, aged sales increased by 16% contributing to aged inventory decreasing by 21% to 43%.
- > The RDX had a strong month, increasing sales by over 40% and reducing day supply by 29 days to 79 days.

NEW

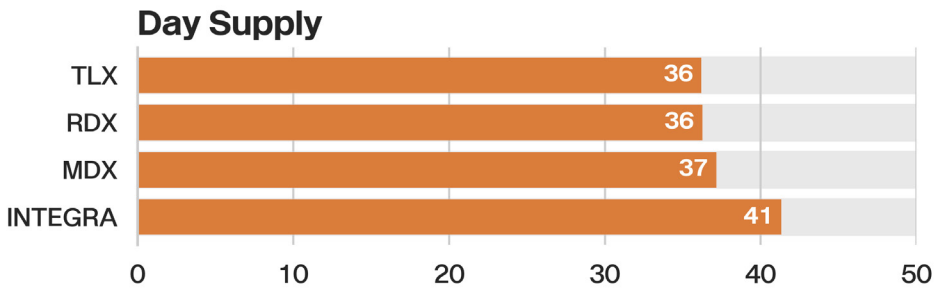
<p>+14% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) +24 Days (YoY) 76 Day Supply</p>	<p>+2% (MoM) +5% (YoY) 53% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+8% (MoM) +11% (YoY) 60% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+5% (MoM) +4% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -1% (YoY) \$51,795 Price Avg Last Listed</p>	<p>+1% (MoM) -3% Markdown Price Reduction</p>	<p>+2% (MoM) 8% Sold With Markdown</p>	<p>-1% (MoM) -5% (YoY) 40% of Listings Not Viewed</p>	<p>+11% (MoM) Demand</p>



> All metrics move in line with the market.

USED

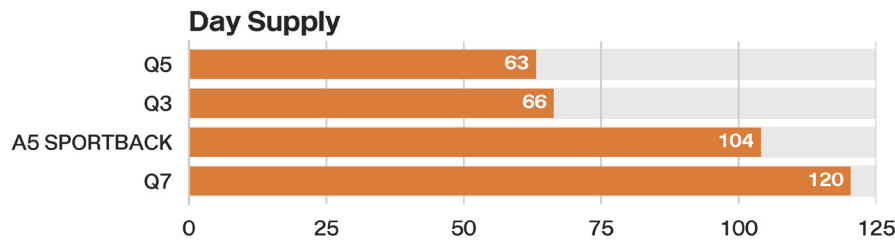
<p>+13% (MoM) Sales Volume Change</p>	<p>-4 Days (MoM) -5 Days (YoY) 37 Day Supply</p>	<p>-2% (MoM) -4% (YoY) 43% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+4% (MoM) NC (YoY) 47% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+6% (MoM) +4% (YoY) 47% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -9% (YoY) \$29,991 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 40% Sold With Markdown</p>	<p>-4% (MoM) -2% (YoY) 33% of Listings Not Viewed</p>	<p>+14% (MoM) Demand</p>



- > Audi saw the biggest increase of 15% in aged ending inventory, primarily driven by a 16% increase in Q5s despite sales volume increases and one of the market's largest decreases in last listed price MoM.
- > While most brands saw an increase in EV sales MoM, Audi had a 10% drop.

NEW

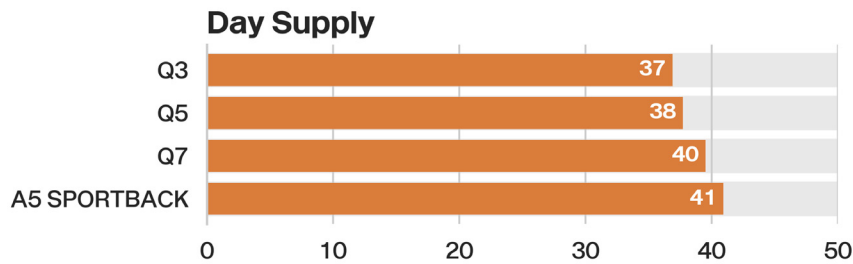
<p>+ 21% (MoM) Sales Volume Change</p>	<p>-6 Days (MoM) +49 Days (YoY) 114 Day Supply</p>	<p>+ 15% (MoM) + 19% (YoY) 66% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+ 9% (MoM) + 8% (YoY) 59% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+ 8% (MoM) + 17% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>- 1% (MoM) + 3% (YoY) \$62,360 Price Avg Last Listed</p>	<p>- 1% (MoM) -4% Markdown Price Reduction</p>	<p>+ 2% (MoM) 10% Sold With Markdown</p>	<p>- 7% (MoM) - 11% (YoY) 27% of Listings Not Viewed</p>	<p>+ 8% (MoM) Demand Change</p>



> All metrics move in line with the market.

USED

<p>+15% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) -4 Days (YoY) 41 Day Supply</p>	<p>+1% (MoM) -1% (YoY) 47% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+4% (MoM) +1% (YoY) 47% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+3% (MoM) +2% (YoY) 48% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -12% (YoY) \$30,531 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>NC (MoM) 42% Sold With Markdown</p>	<p>-2% (MoM) -3% (YoY) 29% of Listings Not Viewed</p>	<p>+12% (MoM) Demand</p>



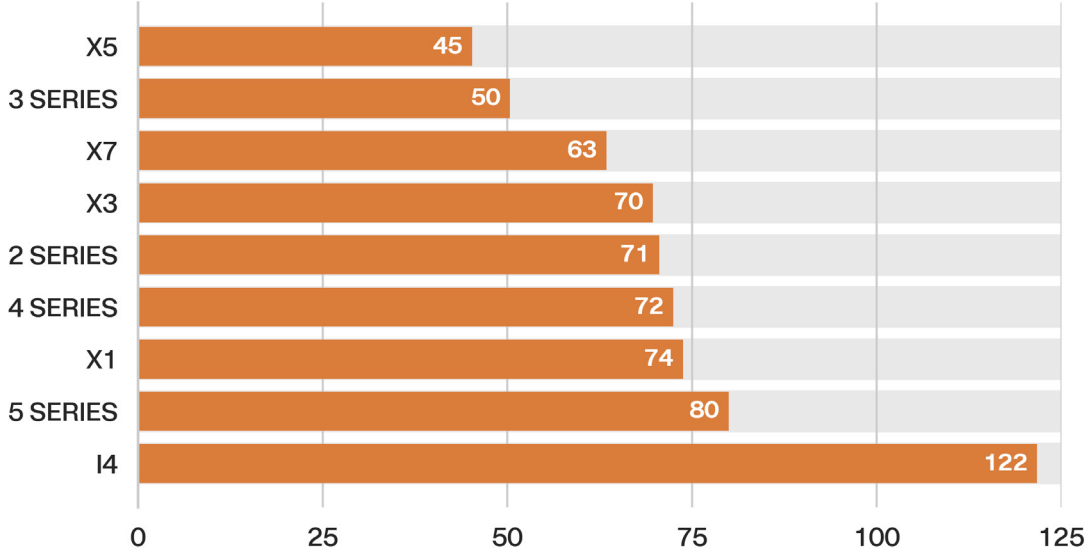


- > Hybrid sales fell slightly, while gas and EV sales rose, though not enough to recover June's losses.
- > Sales of the X5 decreased by 14% amid supply constraints.

NEW

+7% (MoM) Sales Volume Change	NC Days (MoM) +44 Days (YoY) 83 Day Supply	-1% (MoM) +25% (YoY) 56% Aged Inventory Over 45 Days Ending 07/31/24	+14% (MoM) +27% (YoY) 55% Aged Sales Over 45 Days as of 07/31/24	+7% (MoM) +28% (YoY) 58% Carryover Over 45 Days as of 07/01/24
-3% (MoM) -2% (YoY) \$68,545 Price Avg Last Listed	-1% (MoM) -2% Markdown Price Reduction	NC (MoM) 3% Sold With Markdown	-4% (MoM) +8% (YoY) 35% of Listings Not Viewed	+3% (MoM) Demand Change

Day Supply





> All metrics move in line with the market.

USED

+16% (MoM)
Sales Volume
Change

-5 Days (MoM)
NC Days (YoY)
43 Day Supply

NC (MoM)
+1% (YoY)
50% Aged Inventory
Over 45 Days Ending
07/31/24

+4% (MoM)
+2% (YoY)
48% Aged Sales
Over 45 Days as of
07/31/24

+4% (MoM)
+7% (YoY)
52% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-4% (YoY)
\$35,489 Price
Avg Last Listed

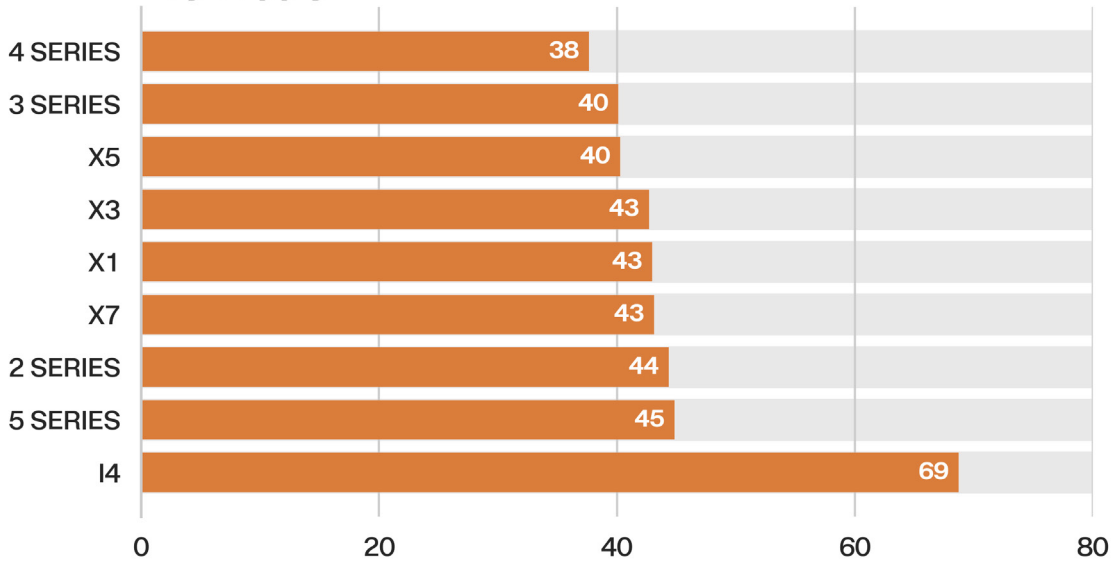
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
39% Sold
With Markdown

-3% (MoM)
-1% (YoY)
30% of Listings
Not Viewed

+15%
(MoM)
Demand

Day Supply



- > Both EVs and gas unit sales volumes rebounded last month after sales fell in June amid the CDK hack.
- > The LYRIQ gained momentum but faced headwinds, with aged inventory climbing by 8% to 84%.

NEW

<p>+15% (MoM) Sales Volume Change</p>	<p>-7 Days (MoM) +57 Days (YoY) 97 Day Supply</p>	<p>+8% (MoM) +30% (YoY) 63% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+12% (MoM) +24% (YoY) 54% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+12% (MoM) +18% (YoY) 56% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -1% (YoY) \$60,765 Price Avg Last Listed</p>	<p>+1% (MoM) -2% Markdown Price Reduction</p>	<p>+6% (MoM) 17% Sold With Markdown</p>	<p>-4% (MoM) +14% (YoY) 50% of Listings Not Viewed</p>	<p>+11% (MoM) Demand</p>

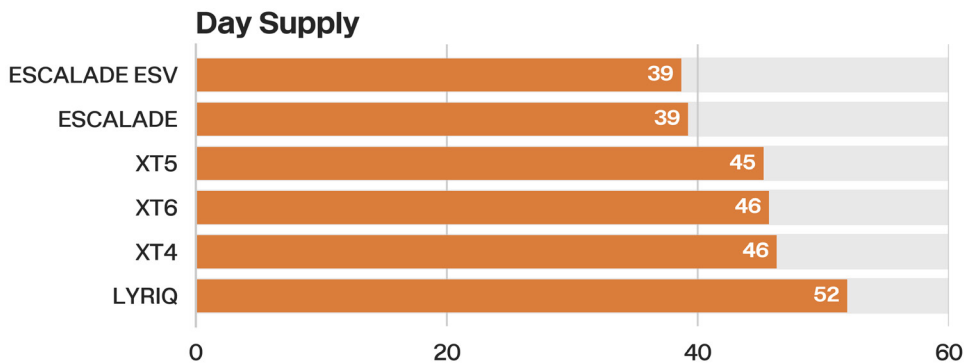
Day Supply

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

› Escalades had one of the largest increases of last listed price YoY of 15%.

USED

<p>+12% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) -3 Days (YoY) 43 Day Supply</p>	<p>-1% (MoM) -2% (YoY) 49% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+2% (MoM) +1% (YoY) 49% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+3% (MoM) +5% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -11% (YoY) \$32,132 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-1% (MoM) 41% Sold With Markdown</p>	<p>-2% (MoM) -4% (YoY) 37% of Listings Not Viewed</p>	<p>+11% (MoM) Demand</p>





CHEVROLET

- > Silverado 1500 sales increased as inventory decreased, tightening day supply by 10 days to 84 days.
- > EVs improved performance last month, increasing sales by over 30% and reducing day supply by 25 days to 180 days, largely driven by the release of the new Equinox EV.

NEW

+9% (MoM)
Sales Volume
Change

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

NC (MoM)
+16% (YoY)
48% Aged Inventory
Over 45 Days Ending
07/31/24

+4% (MoM)
+15% (YoY)
45% Aged Sales
Over 45 Days as of
07/31/24

+4% (MoM)
+16% (YoY)
50% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
+2% (YoY)
\$44,995 Price
Avg Last Listed

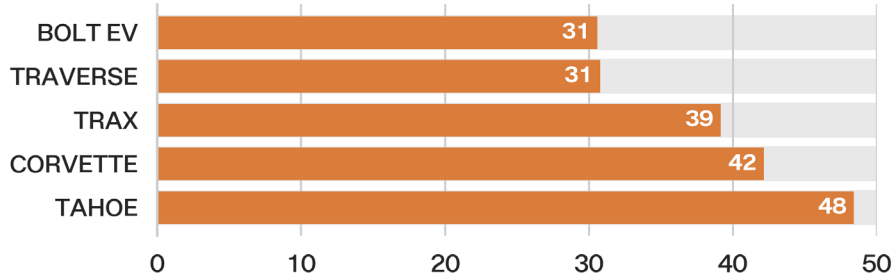
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
25% Sold
With Markdown

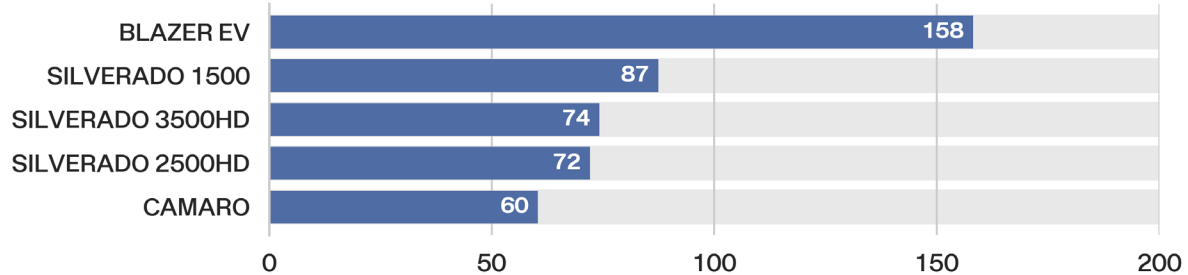
+1% (MoM)
+5% (YoY)
47% of Listings
Not Viewed

+5% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





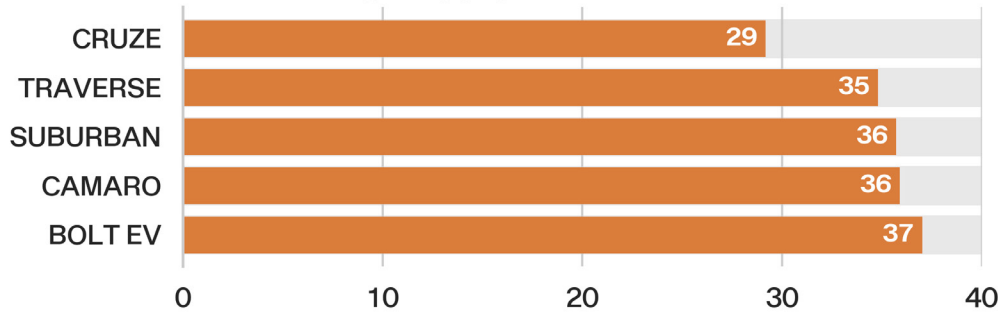
CHEVROLET

- > Chevrolet continued to lose its dominant market share of used EVs as other brands' sales volumes increased.
- > Tahoes saw one of the largest increases in last listed price in the market MoM of 5%.

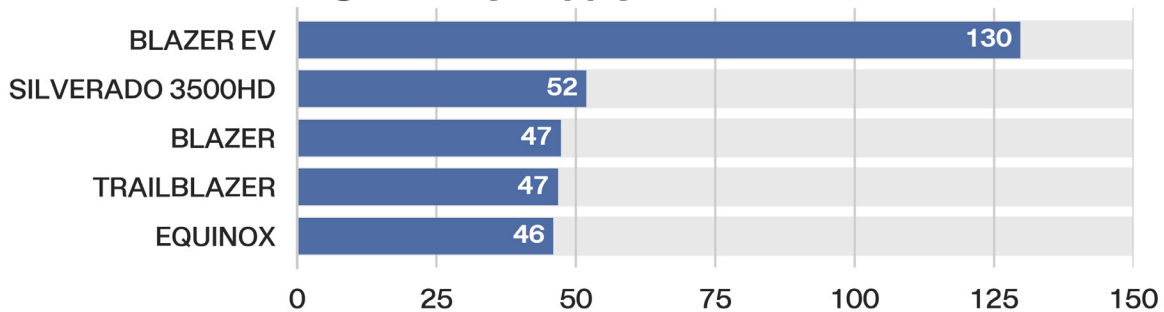
USED

+9% (MoM) Sales Volume Change	-2 Day (MoM) -2 Days (YoY) 42 Day Supply	-1% (MoM) +1% (YoY) 50% Aged Inventory Over 45 Days Ending 07/31/24	+2% (MoM) +2% (YoY) 47% Aged Sales Over 45 Days as of 07/31/24	+4% (MoM) +7% (YoY) 53% Carryover Over 45 Days as of 07/01/24
NC (MoM) -10% (YoY) \$25,972 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 38% Sold With Markdown	-2% (MoM) -6% (YoY) 39% of Listings Not Viewed	+9% (MoM) Demand Change

Lowest Day Supply



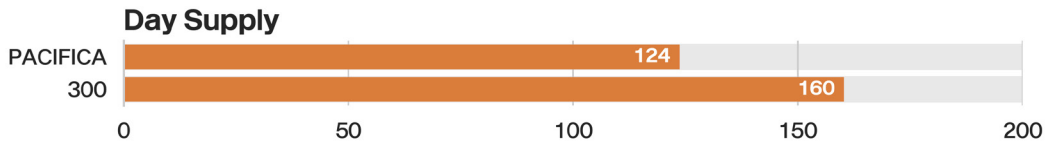
Highest Day Supply



- > Chrysler significantly reduced the number of units sold with a markdown down to 45% with 300s dropping by 15% and Pacificas dropping by 6%.
- > While Chrysler had one of the highest day supplies, it only increased by 7 days YoY compared to the market average of 36.

NEW

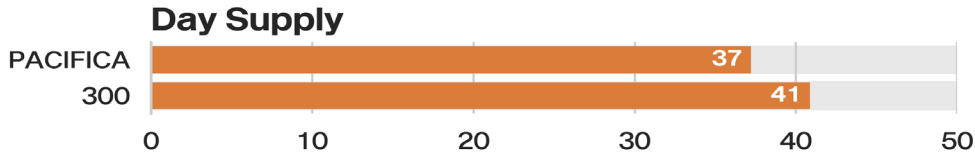
<p>+17% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) +7 Days (YoY) 84 Day Supply</p>	<p>-1% (MoM) +14% (YoY) 55% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>-8% (MoM) +3% (YoY) 51% Aged Sales Over 45 Days as of 07/31/24</p>	<p>-16% (MoM) +6% (YoY) 57% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -4% (YoY) \$45,759 Price Avg Last Listed</p>	<p>-1% (MoM) -9% Markdown</p>	<p>-7% (MoM) 45% Sold With Markdown</p>	<p>+2% (MoM) -7% (YoY) 52% of Listings Not Viewed</p>	<p>+9% (MoM) Demand Change</p>



> All metrics move in line with the market.

USED

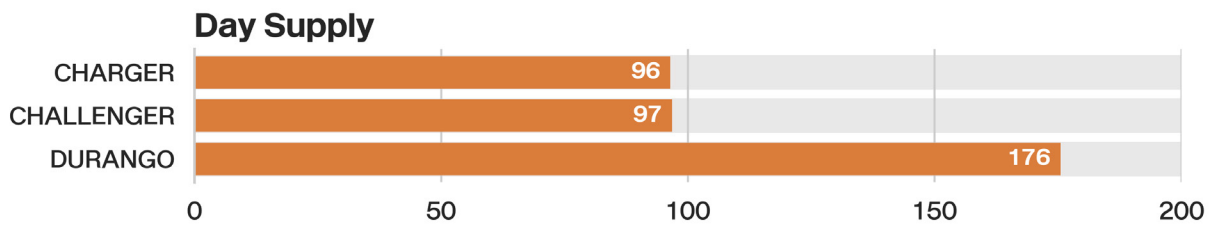
<p>+5% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) -1 Day (YoY) 39 Day Supply</p>	<p>NC (MoM) -1% (YoY) 47% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+2% (MoM) NC (YoY) 45% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+5% (MoM) +2% (YoY) 49% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -8% (YoY) \$22,999 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 37% Sold With Markdown</p>	<p>NC (MoM) -7% (YoY) 42% of Listings Not Viewed</p>	<p>+7% (MoM) Demand Change</p>



- > Dodge was one of the few brands that had sales decreases in both June and July, dropping by another 14% last month.
- > Sales for the Challenger and Charger dropped by over 30% while the Durango rose by 21%, making up over 30% of Dodge's sales last month. However, the Durango still carried a day supply 50 days higher than the Challenger and Charger.

NEW

<p>-14% (MoM) Sales Volume Change</p>	<p>+15 Days (MoM) +67 Days (YoY) 142 Day Supply</p>	<p>-1% (MoM) +39% (YoY) 81% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>-4% (MoM) +31% (YoY) 78% Aged Sales Over 45 Days as of 07/31/24</p>	<p>-1% (MoM) +37% (YoY) 82% Carryover Over 45 Days as of 07/01/24</p>
<p>+3% (MoM) NC (YoY) \$43,970 Price Avg Last Listed</p>	<p>+1% (MoM) -11% Markdown Price Reduction</p>	<p>-2% (MoM) 60% Sold With Markdown</p>	<p>NC (MoM) -1% (YoY) 45% of Listings Not Viewed</p>	<p>-9% (MoM) Demand Change</p>



> All metrics move in line with the market.

USED

<p>+13% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) NC Days (YoY) 44 Day Supply</p>	<p>NC (MoM) NC (YoY) 50% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) +1% (YoY) 47% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+6% (MoM) +5% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -6% (YoY) \$24,999 Price Avg Last Listed</p>	<p>-1% (MoM) -6% Markdown Price Reduction</p>	<p>+1% (MoM) 39% Sold With Markdown</p>	<p>NC (MoM) -6% (YoY) 36% of Listings Not Viewed</p>	<p>+10% (MoM) Demand</p>

Day Supply

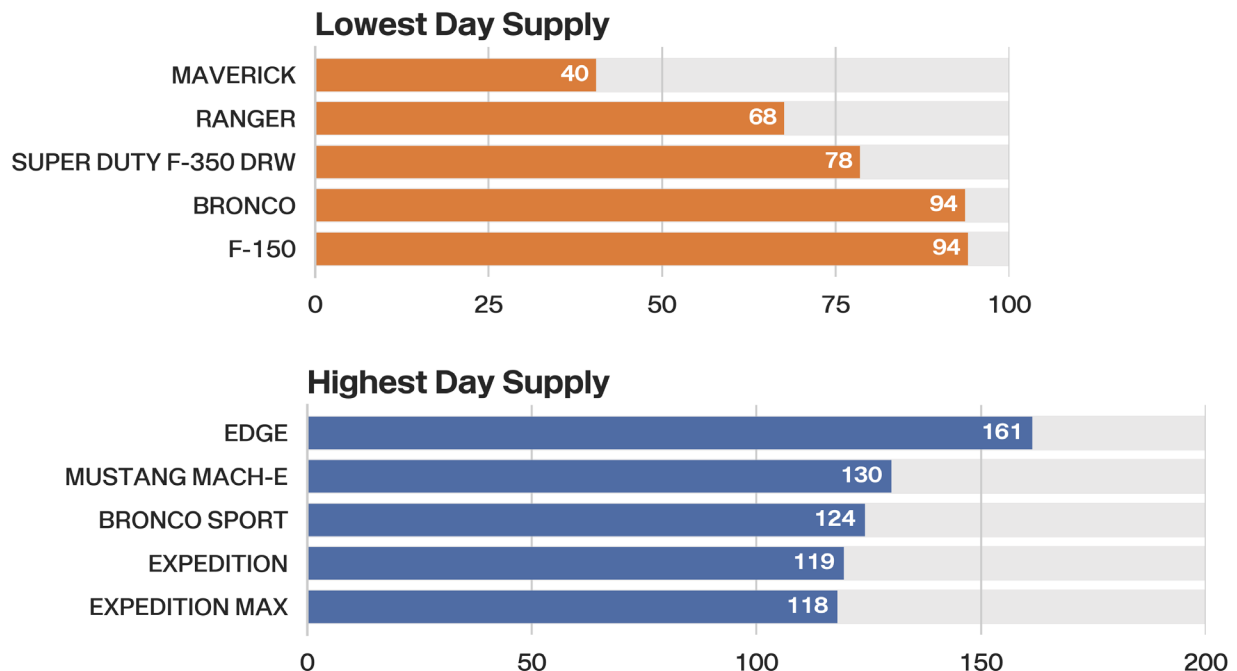
Model	Day Supply
JOURNEY	36
GRAND CARAVAN	36
CHARGER	40
CHALLENGER	42
DURANGO	48
HORNET	95



- Hybrids continued the trend of increased sales with a much healthier day supply of 79 days compared to EV and gas vehicles at over 100 days.
- The Bronco Sport had a strong month, increasing sales by 28% and reducing days supply by 18 days to 113 days.

NEW

<p>+15% (MoM) Sales Volume Change</p>	<p>-6 Days (MoM) +43 Days (YoY) 113 Day Supply</p>	<p>+5% (MoM) +13% (YoY) 66% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+5% (MoM) +15% (YoY) 59% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+5% (MoM) +14% (YoY) 61% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -1% (YoY) \$50,274 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+3% (MoM) 31% Sold With Markdown</p>	<p>-3% (MoM) -11% (YoY) 48% of Listings Not Viewed</p>	<p>+13% (MoM) Demand</p>





› All used metrics are in line with the market.

USED

+12% (MoM)
Sales Volume
Change

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

-1% (MoM)
NC (YoY)
51% Aged Inventory
Over 45 Days Ending
07/31/24

+3% (MoM)
NC (YoY)
48% Aged Sales
Over 45 Days as of
07/31/24

+5% (MoM)
+5% (YoY)
54% Carryover
Over 45 Days as of
07/01/24

-2% (MoM)
-12% (YoY)
\$28,000 Price
Avg Last Listed

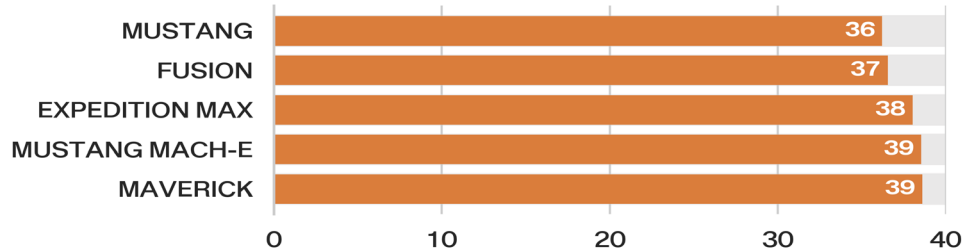
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
39% Sold
With Markdown

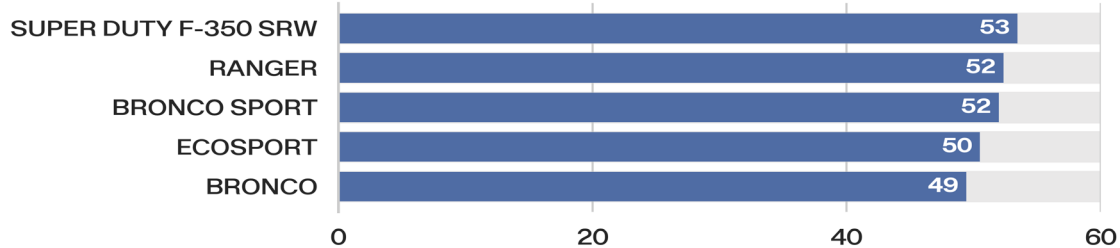
-2% (MoM)
-8% (YoY)
40% of Listings
Not Viewed

+10%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply



- > GMC day supply dropped by 2 days driven by a 7 day drop in Sierra 1500s and Sierra 2500HDs.
- > Sierra 1500 continued its trend of increased aged inventory, rising by 8% MoM to 63% - the highest across all GMC models.

NEW

+ 7% (MoM)
Sales Volume
Change

-2 Days (MoM)
+ 18 Days (YoY)
77 Day Supply

+4% (MoM)
+ 15% (YoY)
54% Aged Inventory
Over 45 Days Ending
07/31/24

+6% (MoM)
+ 11% (YoY)
51% Aged Sales
Over 45 Days as of
07/31/24

+7% (MoM)
+ 10% (YoY)
52% Carryover
Over 45 Days as of
07/01/24

+2% (MoM)
-2% (YoY)
\$64,700 Price
Avg Last Listed

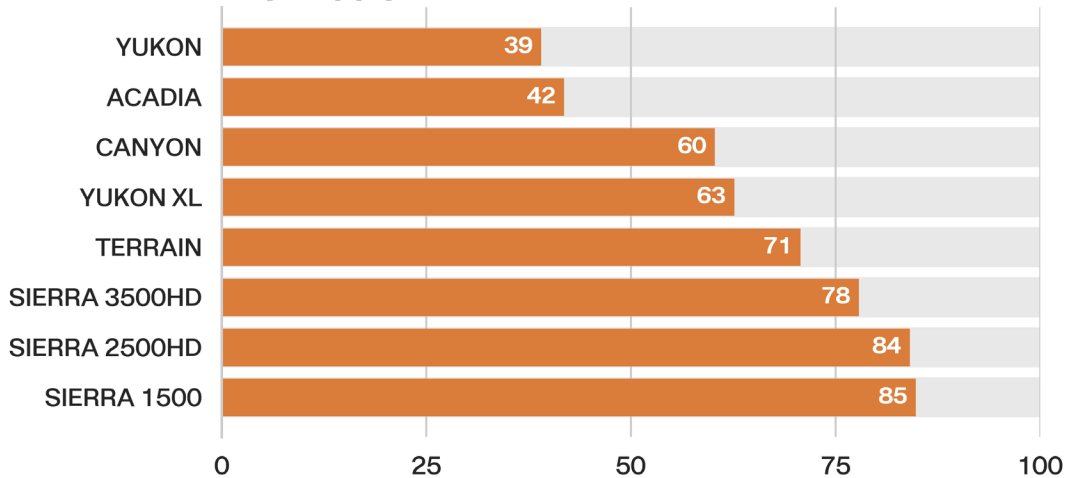
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
29% Sold
With Markdown

-2% (MoM)
-4% (YoY)
39% of Listings
Not Viewed

+8% (MoM)
Demand
Change

Day Supply

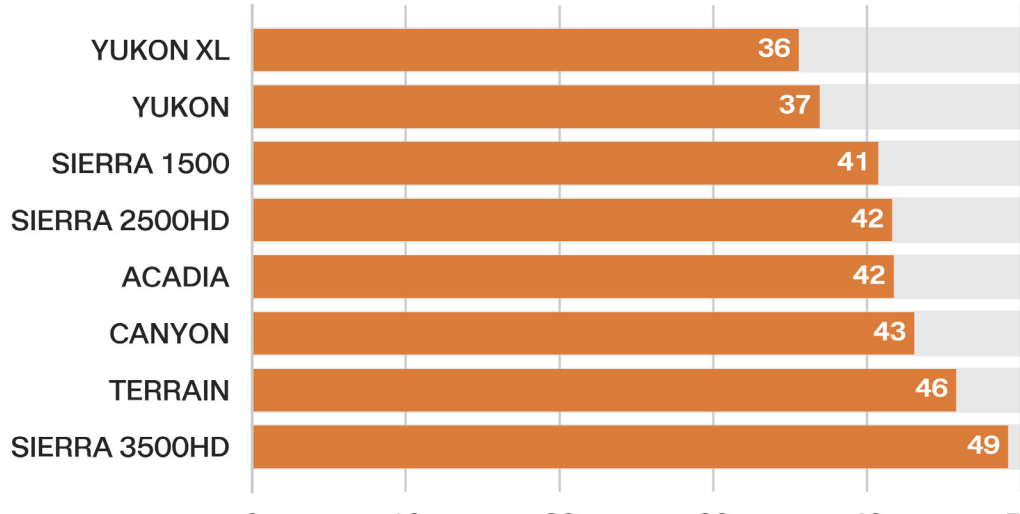


> All used metrics are in line with the market.

USED

<p>+10% (MoM) Sales Volume Change</p>	<p>-2 Day (MoM) -1 Days (YoY) 43 Day Supply</p>	<p>-1% (MoM) +1% (YoY) 49% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+2% (MoM) +1% (YoY) 48% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+3% (MoM) +6% (YoY) 52% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -9% (YoY) \$34,500 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 39% Sold With Markdown</p>	<p>-1% (MoM) -6% (YoY) 37% of Listings Not Viewed</p>	<p>+9% (MoM) Demand Change</p>

Day Supply





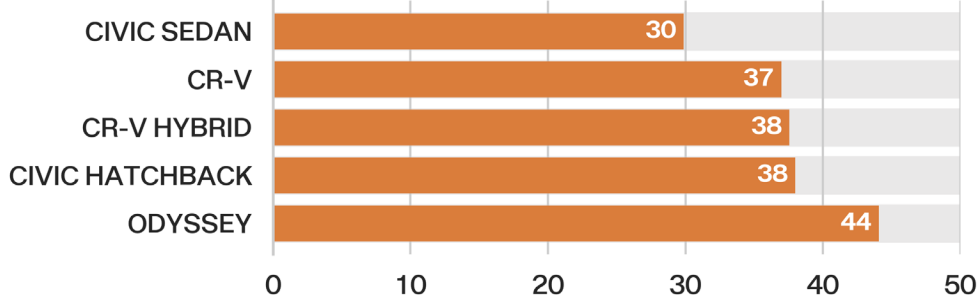
HONDA

- › Honda had the biggest increase in EV sales, more than doubling last month's number.
- › Civic Sedan was the only model to decrease sales MoM within the brand. Even so, it remained the model with the lowest day supply of 31 days and best aged inventory at just 20%.

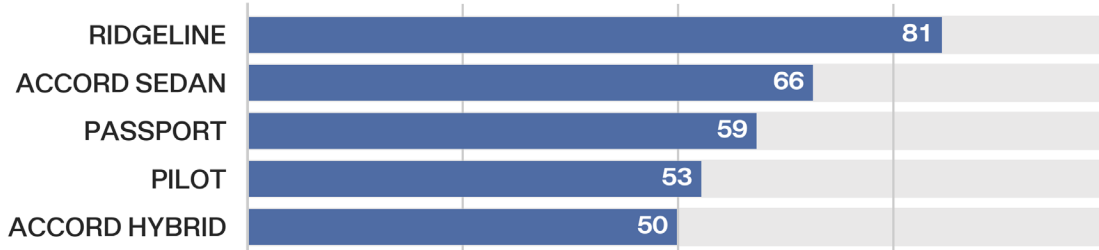
NEW

<p>+10% (MoM) Sales Volume Change</p>	<p>+2 Days (MoM) +28 Days (YoY) 51 Day Supply</p>	<p>+2% (MoM) +20% (YoY) 35% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+5% (MoM) +20% (YoY) 33% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+3% (MoM) +19% (YoY) 34% Carryover Over 45 Days as of 07/01/24</p>
<p>+3% (MoM) +6% (YoY) \$37,283 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 8% Sold With Markdown</p>	<p>NC (MoM) +12% (YoY) 49% of Listings Not Viewed</p>	<p>-2% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



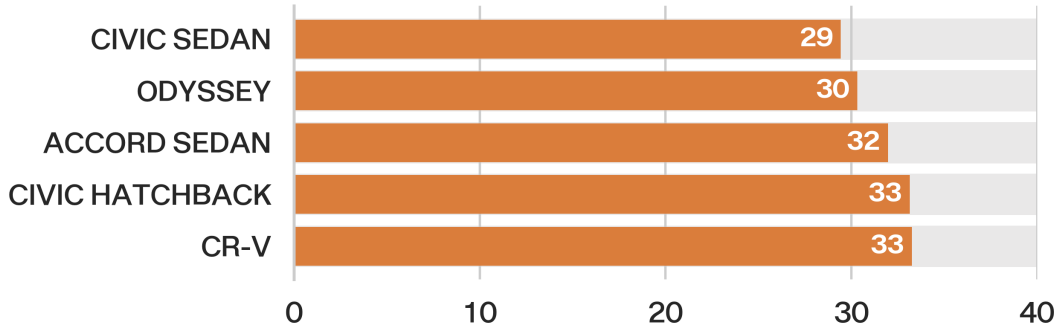


> Civic Sedans had the lowest day supply across all models of 28 days, while the CR-V Hybrid had the lowest number of sales with a markdown.

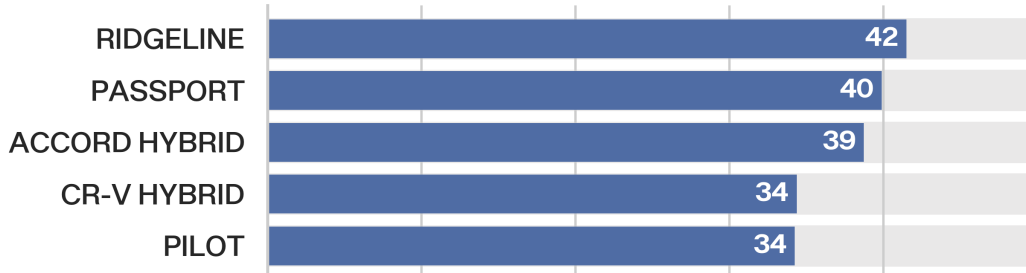
USED

+11% (MoM) Sales Volume Change	-3 Days (MoM) -3 Days (YoY) 33 Day Supply	-2% (MoM) -1% (YoY) 39% Aged Inventory Over 45 Days Ending 07/31/24	+3% (MoM) +2% (YoY) 42% Aged Sales Over 45 Days as of 07/31/24	+4% (MoM) +5% (YoY) 43% Carryover Over 45 Days as of 07/01/24
NC (MoM) -8% (YoY) \$23,987 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-1% (MoM) 31% Sold With Markdown	NC (MoM) -1% (YoY) 40% of Listings Not Viewed	+12% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





> Hybrid vehicle sales rebounded while EVs continued to fall and gas units struggled to make up losses in June.

NEW

+8% (MoM)
Sales Volume
Change

+6 Days (MoM)
+56 Days (YoY)
96 Day Supply

+3% (MoM)
+24% (YoY)
55% Aged Inventory
Over 45 Days Ending
07/31/24

+3% (MoM)
+24% (YoY)
52% Aged Sales
Over 45 Days as of
07/31/24

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

-1% (MoM)
+5% (YoY)
\$35,382 Price
Avg Last Listed

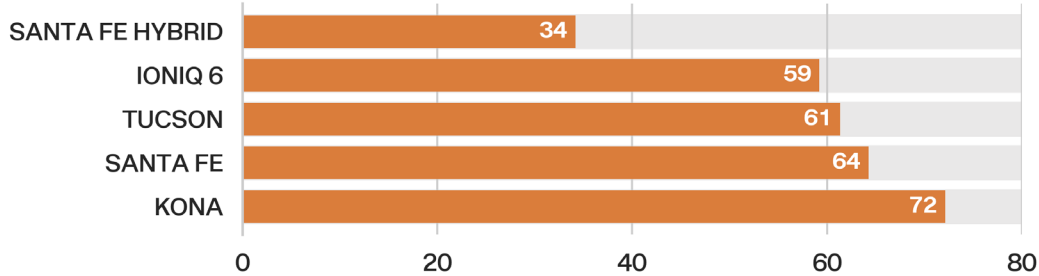
NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
25% Sold
With Markdown

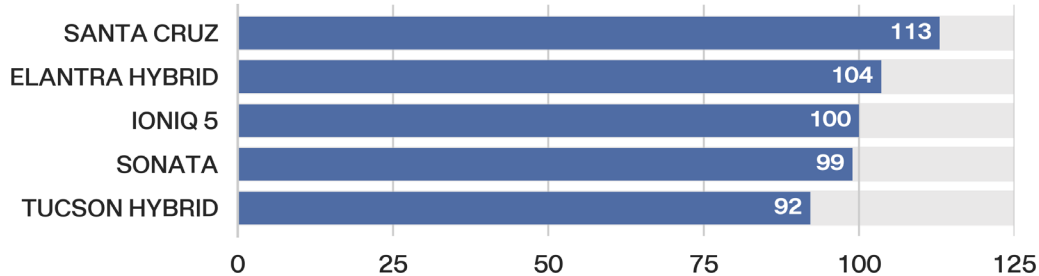
NC (MoM)
NC (YoY)
49% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





> Hyundai had the biggest decrease of aged inventory of 4% down to 45%.

USED

+10% (MoM)
Sales Volume
Change

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

-4% (MoM)
-1% (YoY)
45% Aged Inventory
Over 45 Days Ending
07/31/24

+2% (MoM)
+2% (YoY)
46% Aged Sales
Over 45 Days as of
07/31/24

+5% (MoM)
+6% (YoY)
50% Carryover
Over 45 Days as of
07/01/24

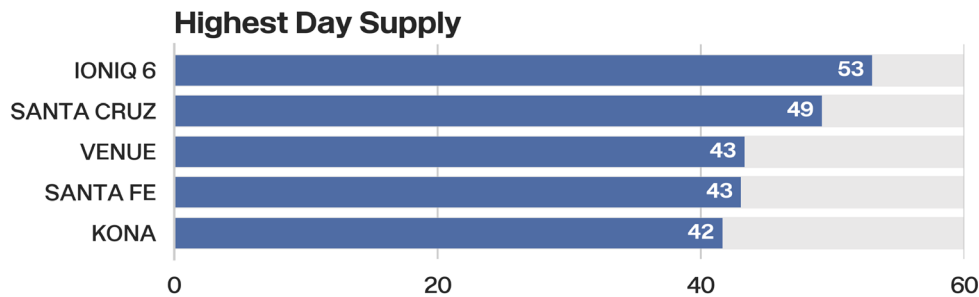
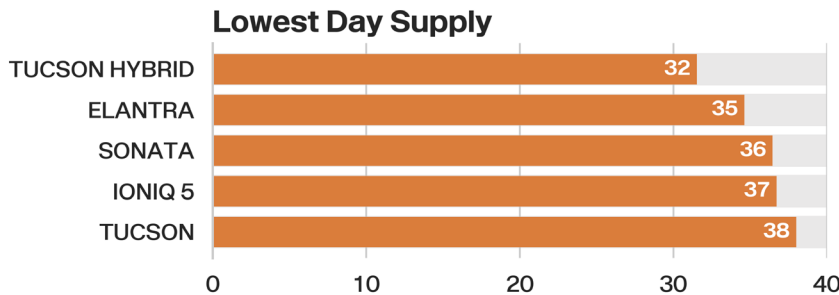
NC (MoM)
-6% (YoY)
\$19,978 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

-2% (MoM)
38% Sold
With Markdown

-1% (MoM)
-6% (YoY)
41% of Listings
Not Viewed

+13%
(MoM)
Demand

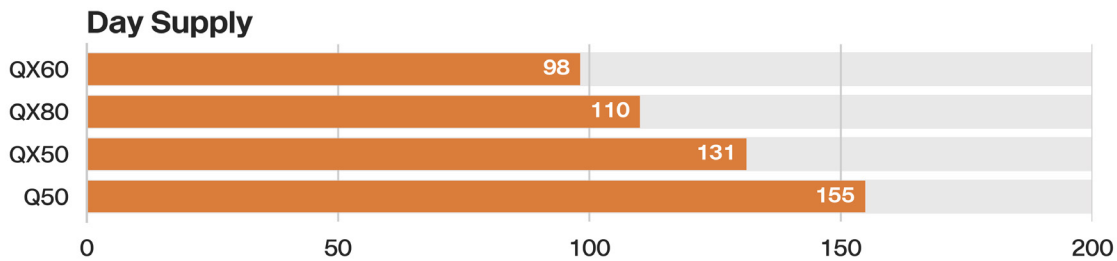




- > Sales increased by 11% allowing day supply to drop by 16 days to 100 days, just 1 day above last year's day supply.
- > Infiniti continued to try and sell through heavily aged QX80s with 50% of units selling with a markdown of 13%.

NEW

<p>+11% (MoM) Sales Volume Change</p>	<p>-16 Days (MoM) +1 Days (YoY) 100 Day Supply</p>	<p>NC (MoM) +4% (YoY) 74% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+7% (MoM) +16% (YoY) 76% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+6% (MoM) +13% (YoY) 74% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -2% (YoY) \$57,860 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+3% (MoM) 27% Sold With Markdown</p>	<p>-7% (MoM) +3% (YoY) 58% of Listings Not Viewed</p>	<p>+20% (MoM) Demand</p>



> All metrics move in line with the market.

USED

+14% (MoM)
Sales Volume
Change

-4 Days (MoM)
-1 Days (YoY)
41 Day Supply

-1% (MoM)
-2% (YoY)
48% Aged Inventory
Over 45 Days Ending
07/31/24

+3% (MoM)
NC (YoY)
47% Aged Sales
Over 45 Days as of
07/31/24

+3% (MoM)
+4% (YoY)
51% Carryover
Over 45 Days as of
07/01/24

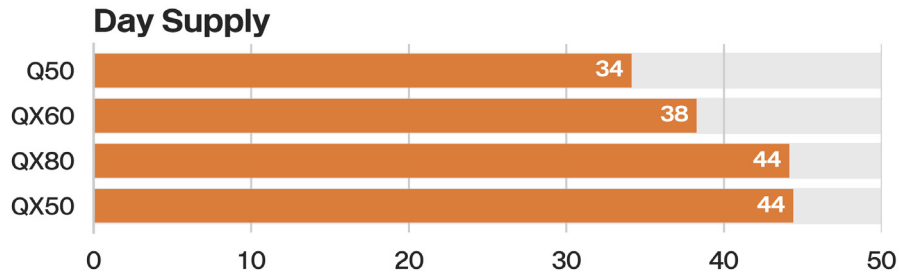
NC (MoM)
-10% (YoY)
\$26,992 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
41% Sold
With Markdown

-5% (MoM)
-6% (YoY)
32% of Listings
Not Viewed

+14%
(MoM)
Demand



- > Jeep sales stayed flat but aged inventory increased by 6% and day supply increased by 23 days.
- > Wrangler sales decreased by 17% as list price increased by 3%.

NEW

NC (MoM)
Sales Volume
Change

+23 Days (MoM)
+86 Days (YoY)
160 Day Supply

+6% (MoM)
+10% (YoY)
65% Aged Inventory
Over 45 Days Ending

+5% (MoM)
+9% (YoY)
59% Aged Sales
Over 45 Days as of
07/31/24

-2% (MoM)
+3% (YoY)
61% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
-4% (YoY)
\$48,935 Price
Avg Last Listed

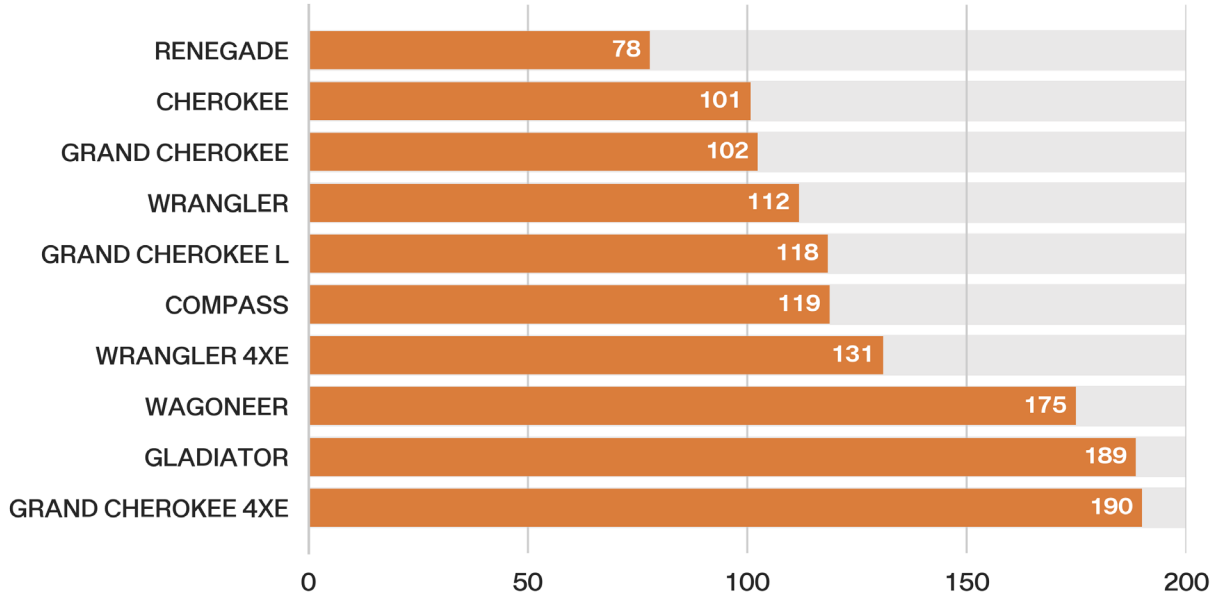
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
42% Sold
With Markdown

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

-10% (MoM)
Demand

Day Supply

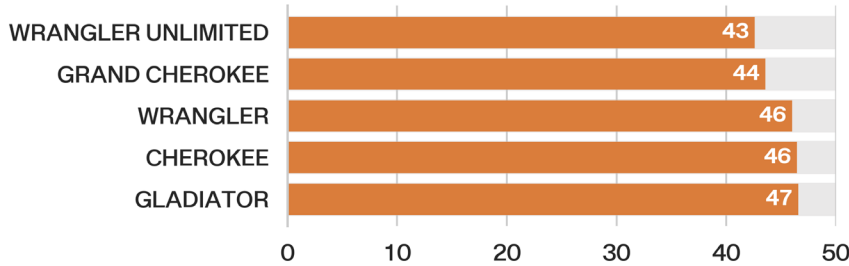


Renegades had one of the largest decreases in last listed price in the market at 4%, while Grand Cherokee Ls had the highest percent of sales with a markdown.

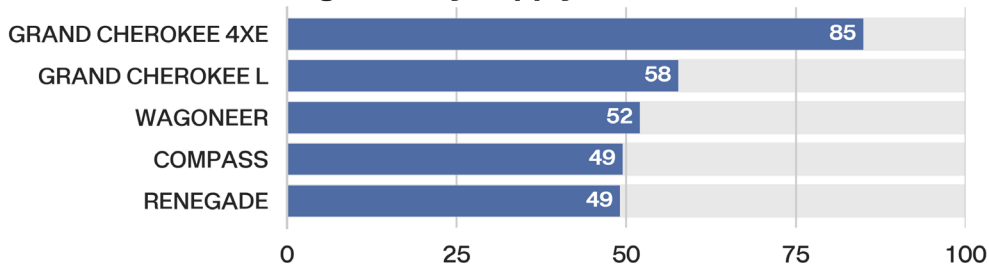
USED

<p>+11% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) NC Days (YoY) 47 Day Supply</p>	<p>-2% (MoM) +1% (YoY) 51% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) +3% (YoY) 53% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+5% (MoM) +7% (YoY) 55% Carryover Over 45 Days as of 07/01/24</p>
<p>-1% (MoM) -11% (YoY) \$25,500 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 46% Sold With Markdown</p>	<p>NC (MoM) -9% (YoY) 37% of Listings Not Viewed</p>	<p>+10% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



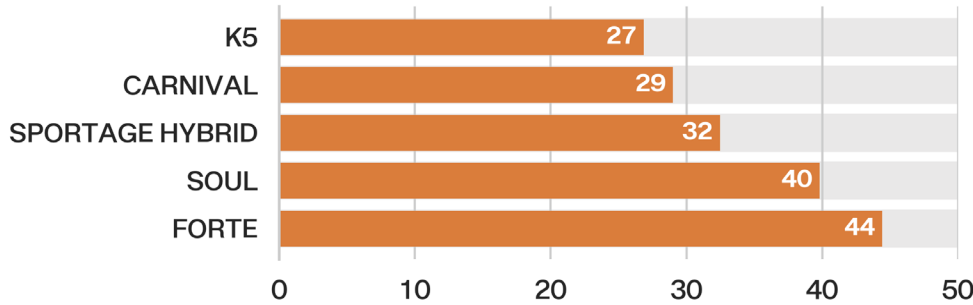


- › Kia sales increased by 3% overall, 12% among hybrids, 8% among gas, and 3% among EVs.
- › Kia had one of the healthiest day supplies for EVs at 79 days and was one of the few brands that was able to decrease day supply YoY.
- › K5 sales continued to surge as ending inventory more than doubled MoM with the release of fresh inventory.

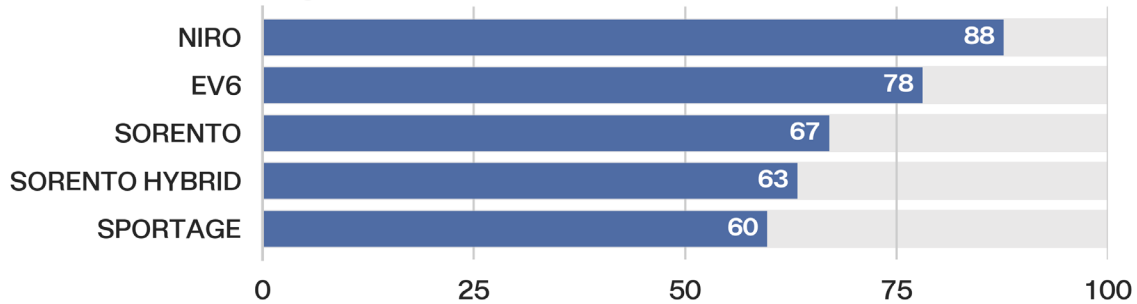
NEW

<p>+3% (MoM) Sales Volume Change</p>	<p>+7 Days (MoM) +36 Days (YoY) 64 Day Supply</p>	<p>-1% (MoM) +15% (YoY) 43% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+1% (MoM) +23% (YoY) 36% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+2% (MoM) +19% (YoY) 44% Carryover Over 45 Days as of 07/01/24</p>
<p>+1% (MoM) +5% (YoY) \$34,966 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-1% (MoM) 23% Sold With Markdown</p>	<p>NC (MoM) +6% (YoY) 48% of Listings Not Viewed</p>	<p>-8% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply



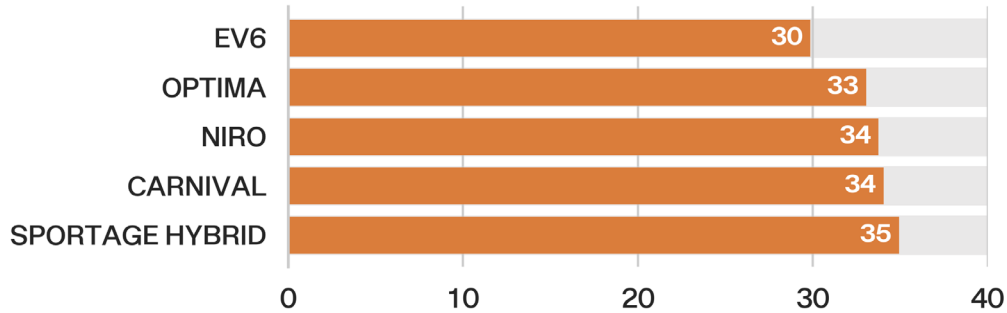


> All metrics move in line with the market.

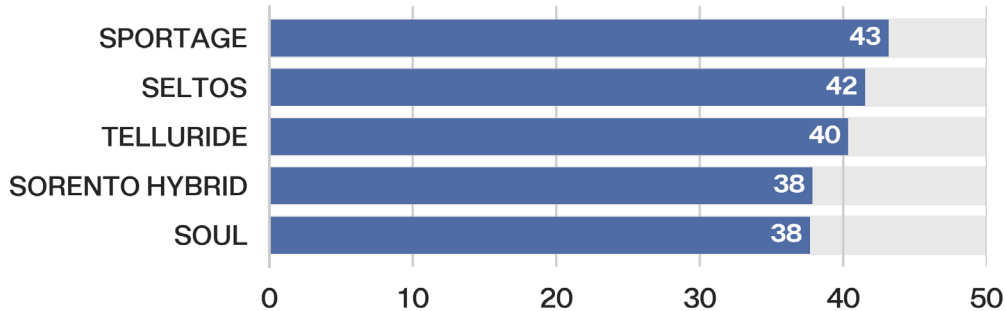
USED

+11% (MoM) Sales Volume Change	-3 Days (MoM) -4 Days (YoY) 38 Day Supply	-3% (MoM) -3% (YoY) 46% Aged Inventory Over 45 Days Ending 07/31/24	+2% (MoM) +2% (YoY) 47% Aged Sales Over 45 Days as of 07/31/24	+5% (MoM) +6% (YoY) 51% Carryover Over 45 Days as of 07/01/24
NC (MoM) -9% (YoY) \$19,105 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	NC (MoM) 38% Sold With Markdown	-2% (MoM) -10% (YoY) 40% of Listings Not Viewed	+11% (MoM) Demand

Lowest Day Supply



Highest Day Supply





> Sales for the Range Rover fell drastically due to inventory constraints and a tight 25 day supply. Defender and Range Rover Sport increased sales but had a day supply triple that of the Range Rover.

NEW

<p>+ 7% (MoM) Sales Volume Change</p>	<p>+ 10 Days (MoM) + 45 Days (YoY) 88 Day Supply</p>	<p>NC (MoM) + 21% (YoY) 53% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+ 6% (MoM) + 18% (YoY) 38% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+ 2% (MoM) + 20% (YoY) 53% Carryover Over 45 Days as of 07/01/24</p>
<p>- 2% (MoM) + 2% (YoY) \$90,898 Price Avg Last Listed</p>	<p>+ 1% (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 4% Sold With Markdown</p>	<p>NC (MoM) - 1% (YoY) 36% of Listings Not Viewed</p>	<p>- 8% (MoM) Demand Change</p>

Day Supply

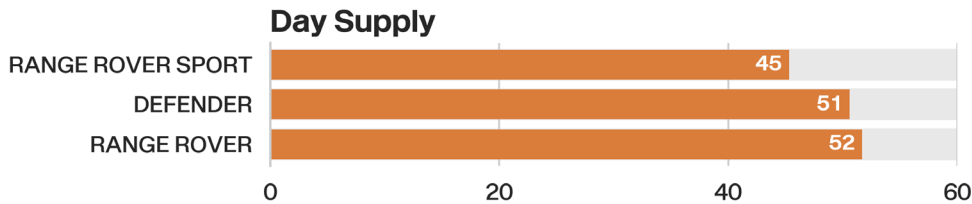
Model	Day Supply
RANGE ROVER	19
RANGE ROVER SPORT	37
DEFENDER	70



> Land Rover saw the largest drop in list price MoM driven by a 4% in Range Rovers and a 3% in Range Rover Sports.

USED

<p>+18% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) +6 Days (YoY) 53 Day Supply</p>	<p>+1% (MoM) +2% (YoY) 56% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+5% (MoM) +4% (YoY) 54% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+4% (MoM) +6% (YoY) 56% Carryover Over 45 Days as of 07/01/24</p>
<p>-5% (MoM) -9% (YoY) \$40,888 Price Avg Last Listed</p>	<p>-1% (MoM) -6% Markdown Price Reduction</p>	<p>+2% (MoM) 44% Sold With Markdown</p>	<p>-2% (MoM) NC (YoY) 37% of Listings Not Viewed</p>	<p>+14% (MoM) Demand</p>



- > Lexus was one of the few brands to see sales drop MoM but still maintained one of the healthiest inventories in the market.
- > The GX had a very strong month, almost doubling sales and had the lowest day supply and aged inventory among Lexus models.
- > Aviator sales decreased dramatically after posting strong sales the first half of the year.

NEW

-6% (MoM)
Sales Volume
Change

+2 Days (MoM)
+9 Days (YoY)
42 Day Supply

+4% (MoM)
+24% (YoY)
41% Aged Inventory
Over 45 Days Ending
07/31/24

+3% (MoM)
+16% (YoY)
30% Aged Sales
Over 45 Days as of
07/31/24

+3% (MoM)
+25% (YoY)
39% Carryover
Over 45 Days as of
07/01/24

-3% (MoM)
+3% (YoY)
\$58,035 Price
Avg Last Listed

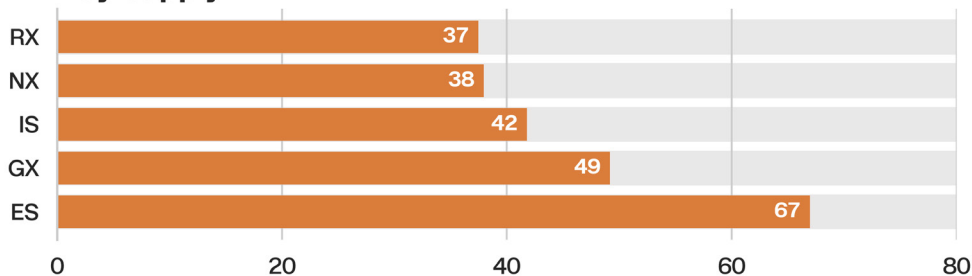
NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
9% Sold
With Markdown

-7% (MoM)
+5% (YoY)
45% of Listings
Not Viewed

NC (MoM)
Demand
Change

Day Supply

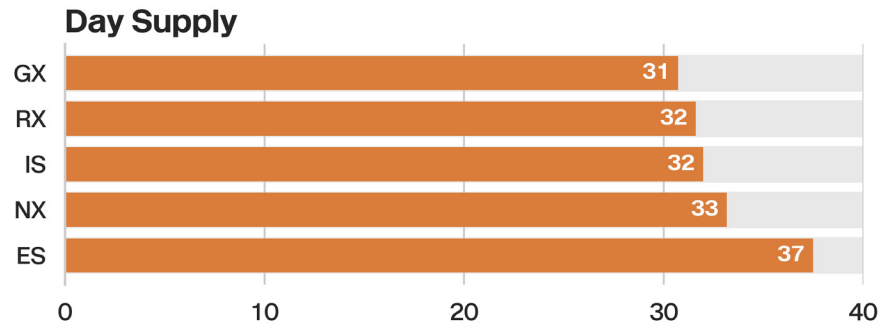




> Lexus had the largest drop in day supply of 6 days YoY.

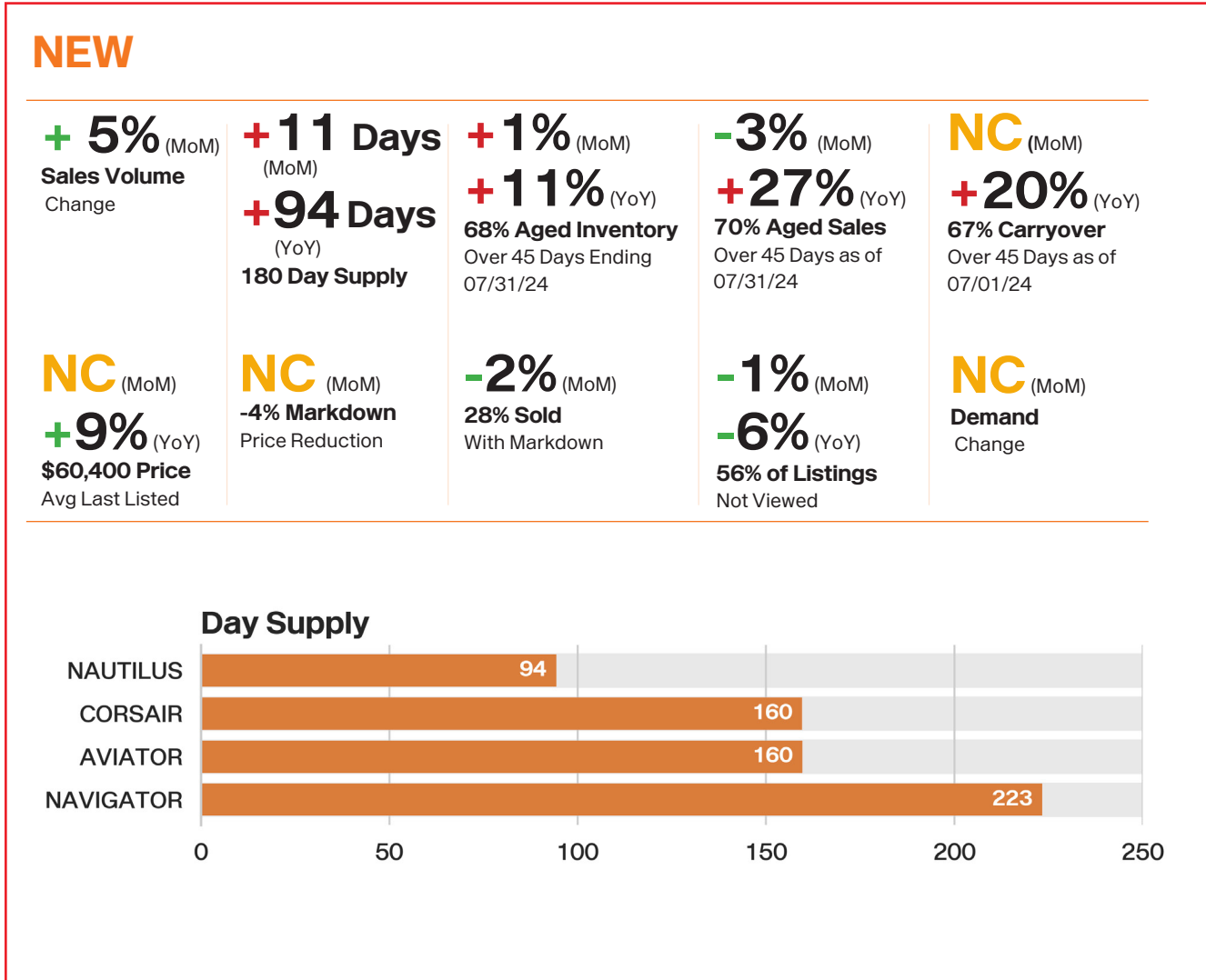
USED

<p>+11% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -6 Days (YoY) 35 Day Supply</p>	<p>-1% (MoM) -7% (YoY) 39% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) -4% (YoY) 41% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+4% (MoM) -1% (YoY) 42% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) -5% (YoY) \$35,995 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>-1% (MoM) 35% Sold With Markdown</p>	<p>-3% (MoM) -7% (YoY) 30% of Listings Not Viewed</p>	<p>+9% (MoM) Demand Change</p>





- > Lincoln saw a 5% increase in sales driven by hybrids that rebounded after June while gas units struggled.
- > The Nautilus continued to significantly outperform other Lincoln models, accounting for 40% of last month's sales and a day supply nearly 100 days less than all other models.

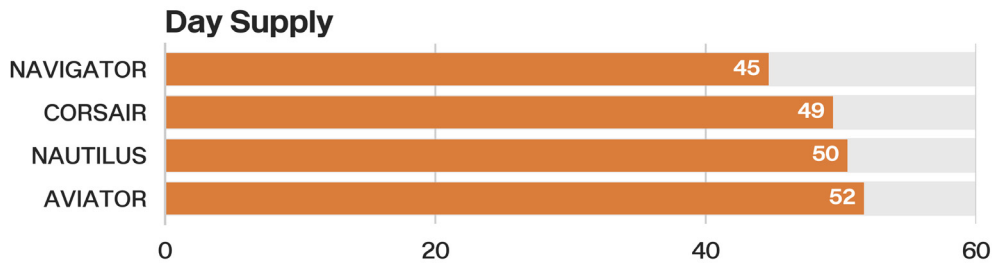




> All metrics move in line with the market.

USED

+12% (MoM) Sales Volume Change	-4 Days (MoM) -4 Days (YoY) 45 Day Supply	-3% (MoM) +1% (YoY) 52% Aged Inventory Over 45 Days Ending 07/31/24	+1% (MoM) +2% (YoY) 51% Aged Sales Over 45 Days as of 07/31/24	+4% (MoM) +7% (YoY) 56% Carryover Over 45 Days as of 07/01/24
NC (MoM) -11% (YoY) \$29,995 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-1% (MoM) 42% Sold With Markdown	-4% (MoM) -10% (YoY) 39% of Listings Not Viewed	+12% (MoM) Demand



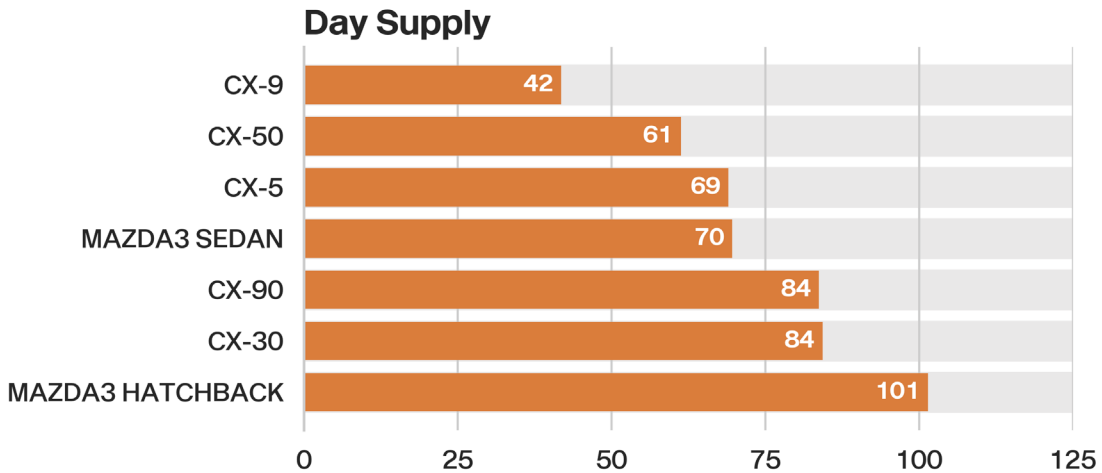


mazda

- > Sales grew slightly MoM but day supply increased by 20 days MoM to 97 days with an increase in fresh inventory.
- > Hybrid sales continued to increase MoM, but so did the trend of increased day supply with an increase of 30 days to 130 days - one of the largest increases this year.

NEW

<p>+3% (MoM) Sales Volume Change</p>	<p>+20 Days (MoM) +59 Days (YoY) 97 Day Supply</p>	<p>+1% (MoM) +17% (YoY) 47% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+1% (MoM) +16% (YoY) 44% Aged Sales Over 45 Days as of 07/31/24</p>	<p>-3% (MoM) +9% (YoY) 46% Carryover Over 45 Days as of 07/01/24</p>
<p>+1% (MoM) +3% (YoY) \$33,018 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-3% (MoM) 19% Sold With Markdown</p>	<p>-1% (MoM) +8% (YoY) 58% of Listings Not Viewed</p>	<p>-18% (MoM) Demand</p>

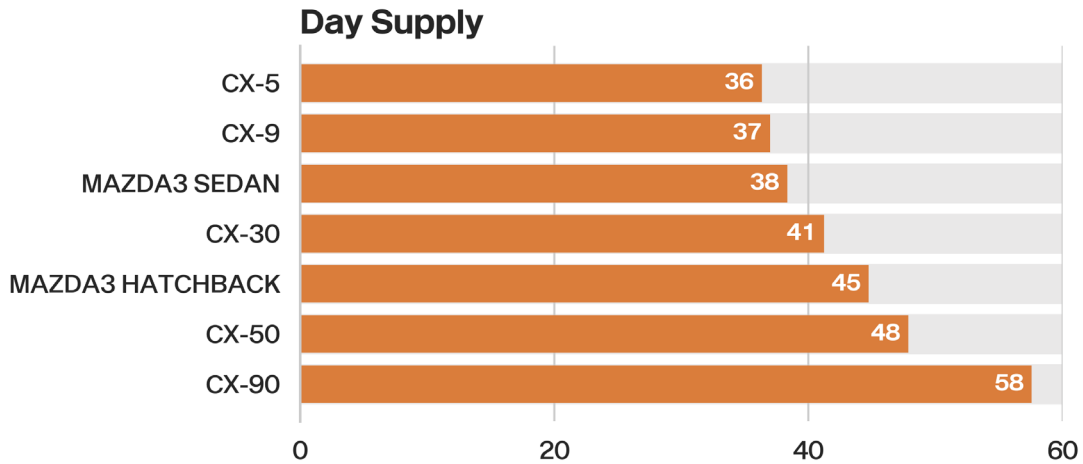




› Mazda had the largest drop in ending inventory volume of 5%.

USED

<p>+17% (MoM) Sales Volume Change</p>	<p>-6 Days (MoM) -4 Days (YoY) 36 Day Supply</p>	<p>-1% (MoM) +1% (YoY) 44% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) +3% (YoY) 47% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+4% (MoM) +7% (YoY) 47% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -6% (YoY) \$23,379 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-1% (MoM) 42% Sold With Markdown</p>	<p>-4% (MoM) -9% (YoY) 35% of Listings Not Viewed</p>	<p>+19% (MoM) Demand</p>



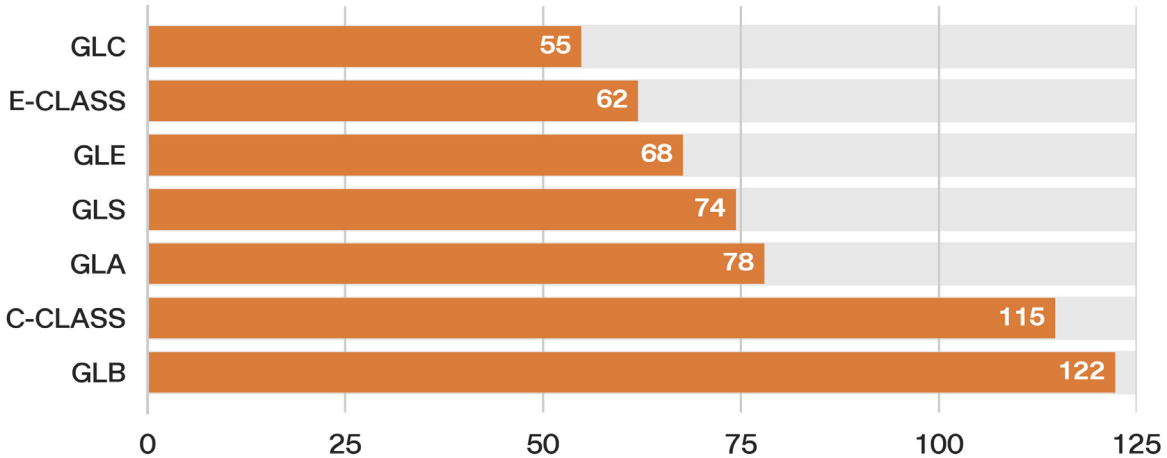


- › Mercedes saw the largest increase in sales of 41% after having one of the biggest declines in June sales amid the CDK hack.
- › The GLC saw the biggest increase in sales after an increase in inventory in June and July, making up almost 30% of Mercedes' July sales.
- › While day supply fell by 24 days to 113 days, it was still significantly higher than it was earlier in the year.

NEW

<p>+ 41% (MoM) Sales Volume Change</p>	<p>-24 Days (MoM) +56 Days (YoY) 113 Day Supply</p>	<p>+ 7% (MoM) + 16% (YoY) 64% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+ 12% (MoM) + 15% (YoY) 50% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+ 5% (MoM) + 17% (YoY) 59% Carryover Over 45 Days as of 07/01/24</p>
<p>-5% (MoM) + 1% (YoY) \$69,115 Price Avg Last Listed</p>	<p>+2% (MoM) -4% Markdown Price Reduction</p>	<p>NC (MoM) 5% Sold With Markdown</p>	<p>-1% (MoM) +5% (YoY) 47% of Listings Not Viewed</p>	<p>+29% (MoM) Demand</p>

Day Supply



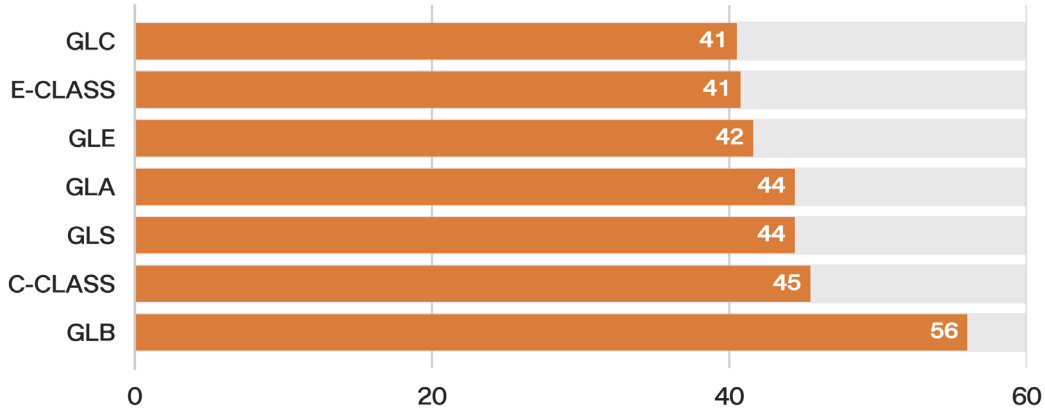


> GLCs had one of the biggest increases in inventory in the market of 11%.

USED

+14% (MoM) Sales Volume Change	-4 Days (MoM) -1 Days (YoY) 48 Day Supply	-2% (MoM) -1% (YoY) 52% Aged Inventory Over 45 Days Ending 07/31/24	+4% (MoM) +2% (YoY) 51% Aged Sales Over 45 Days as of 07/31/24	+5% (MoM) +7% (YoY) 56% Carryover Over 45 Days as of 07/01/24
-1% (MoM) -8% (YoY) \$36,000 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	NC (MoM) 35% Sold With Markdown	-4% (MoM) -4% (YoY) 31% of Listings Not Viewed	+13% (MoM) Demand

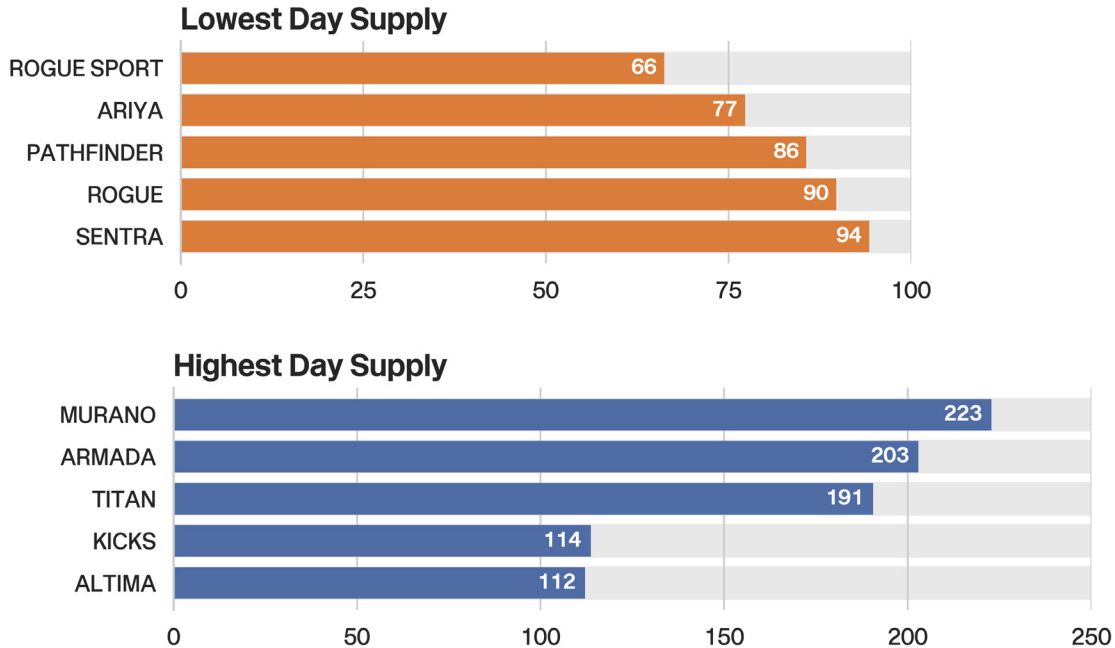
Day Supply



- > Nissan had an above market average increase in sales of 10% MoM causing day supply to drop by 2 days to 108 days.
- > Day supply remained above the market average by 25 days and 10% above the market average for aged inventory.

NEW

<p>+ 10% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) +57 Days (YoY) 108 Day Supply</p>	<p>+ 1% (MoM) +21% (YoY) 64% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>-2% (MoM) +29% (YoY) 66% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+ 1% (MoM) +29% (YoY) 63% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -4% (YoY) \$31,787 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-1% (MoM) 40% Sold With Markdown</p>	<p>-2% (MoM) +6% (YoY) 59% of Listings Not Viewed</p>	<p>+8% (MoM) Demand Change</p>

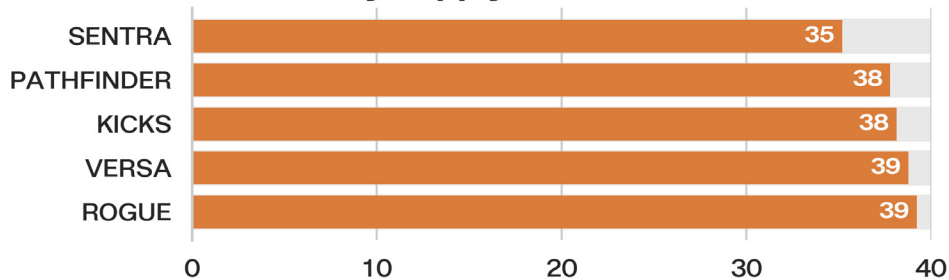


> All metrics move in line with the market.

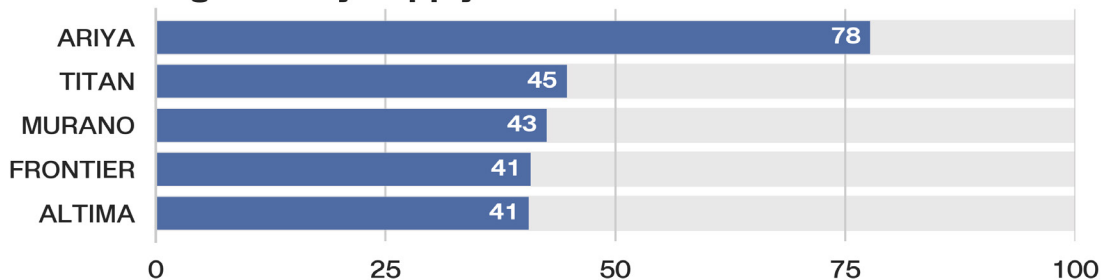
USED

<p>+11% (MoM) Sales Volume Change</p>	<p>-4 Days (MoM) -2 Days (YoY) 38 Day Supply</p>	<p>-2% (MoM) NC (YoY) 47% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) +4% (YoY) 46% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+6% (MoM) +8% (YoY) 51% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -9% (YoY) \$19,999 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 38% Sold With Markdown</p>	<p>-2% (MoM) -7% (YoY) 42% of Listings Not Viewed</p>	<p>+13% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply



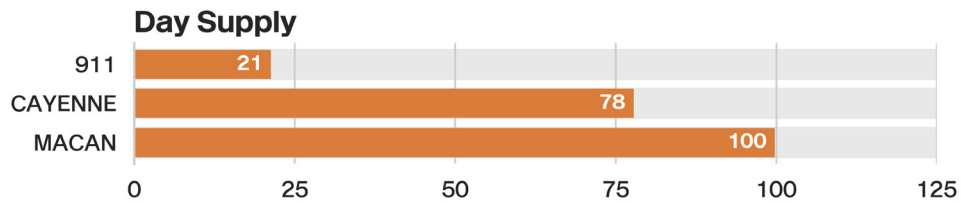


PORSCHE

> Porsche saw a healthy increase of 13% in sales but a 17% increase in aged inventory to 66% MoM driven by the Macan.

NEW

<p>+13% (MoM) Sales Volume Change</p>	<p>-5 Days (MoM) +12 Days (YoY) 80 Day Supply</p>	<p>+17% (MoM) +16% (YoY) 66% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+10% (MoM) +1% (YoY) 50% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+3% (MoM) -6% (YoY) 50% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) +7% (YoY) \$99,770 Price Avg Last Listed</p>	<p>-2% (MoM) -9% Markdown Price Reduction</p>	<p>+1% (MoM) 4% Sold With Markdown</p>	<p>-4% (MoM) +7% (YoY) 44% of Listings Not Viewed</p>	<p>+9% (MoM) Demand Change</p>



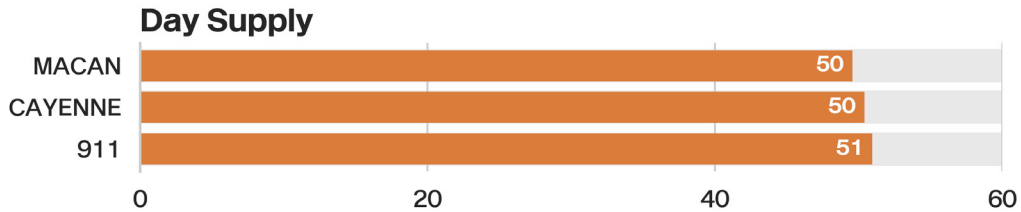


PORSCHE

> All metrics move in line with the market.

USED

<p>+13% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) +4 Days (YoY) 55 Day Supply</p>	<p>+4% (MoM) +4% (YoY) 56% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+4% (MoM) +2% (YoY) 53% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+2% (MoM) +4% (YoY) 54% Carryover Over 45 Days as of 07/01/24</p>
<p>-2% (MoM) NC (YoY) \$64,495 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+1% (MoM) 39% Sold With Markdown</p>	<p>-10% (MoM) +3% (YoY) 28% of Listings Not Viewed</p>	<p>+6% (MoM) Demand Change</p>



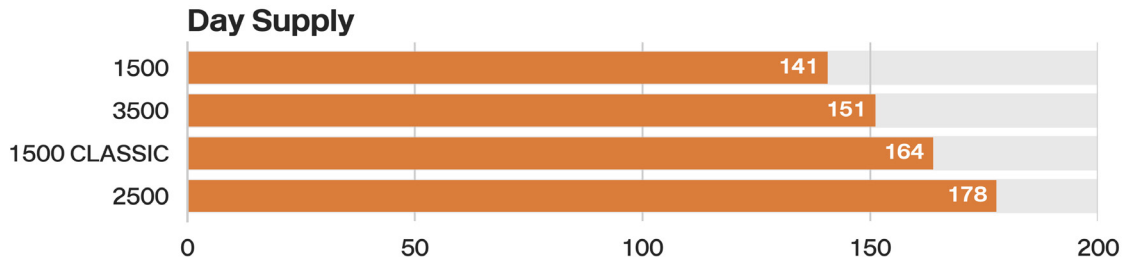


RAM

- > Ram sales fell by 10% MoM after gaining some momentum over the previous months, causing day supply to soar by 38 days MoM to 195 days, a 110 day increase YoY.
- > The 1500 had maintained a more healthy aging profile than other models, but aged inventory increased by 13% to 69% to break that trend.

NEW

<p>-10% (MoM) Sales Volume Change</p>	<p>+38 Days (MoM) +110 Days (YoY) 195 Day Supply</p>	<p>+6% (MoM) +17% (YoY) 69% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+4% (MoM) +17% (YoY) 68% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+4% (MoM) +13% (YoY) 65% Carryover Over 45 Days as of 07/01/24</p>
<p>+1% (MoM) NC (YoY) \$61,525 Price Avg Last Listed</p>	<p>NC (MoM) -8% Markdown Price Reduction</p>	<p>-5% (MoM) 44% Sold With Markdown</p>	<p>NC (MoM) -2% (YoY) 48% of Listings Not Viewed</p>	<p>-21% (MoM) Demand</p>





RAM

> All metrics move in line with the market

USED

+10% (MoM)
Sales Volume
Change

-2 Days (MoM)
-2 Days (YoY)
43 Day Supply

-1% (MoM)
NC (YoY)
50% Aged Inventory
Over 45 Days Ending
07/31/24

+2% (MoM)
NC (YoY)
47% Aged Sales
Over 45 Days as of
07/31/24

+3% (MoM)
+5% (YoY)
53% Carryover
Over 45 Days as of
07/01/24

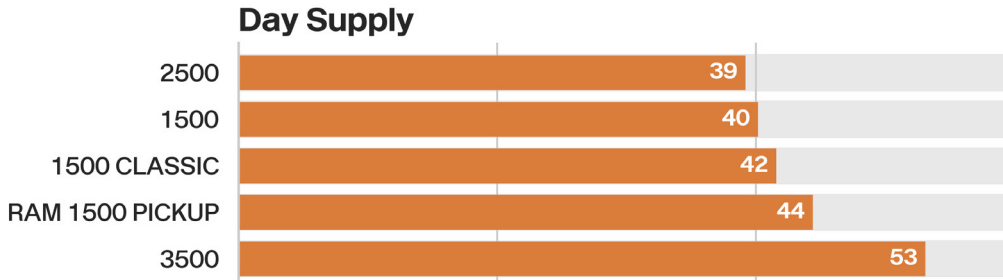
NC (MoM)
-13% (YoY)
\$34,700 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
42% Sold
With Markdown

NC (MoM)
-9% (YoY)
35% of Listings
Not Viewed

+8% (MoM)
Demand
Change



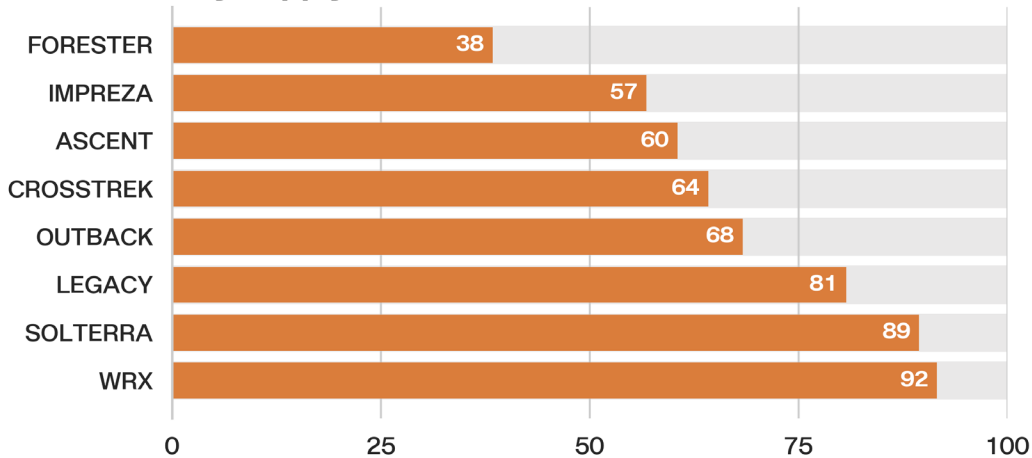


- › Subaru held fairly steady across all metrics MoM while much of the market was more volatile.
- › Sales of the slightly more affordable Crosstrek increased to 30% of Subaru July sales, overtaking the Forester and Outback.

NEW

<p>+7% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) +30 Days (YoY) 61 Day Supply</p>	<p>+4% (MoM) +23% (YoY) 42% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) +29% (YoY) 50% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+1% (MoM) +22% (YoY) 40% Carryover Over 45 Days as of 07/01/24</p>
<p>NC (MoM) -1% (YoY) \$35,400 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>NC (MoM) 20% Sold With Markdown</p>	<p>-1% (MoM) -4% (YoY) 38% of Listings Not Viewed</p>	<p>+2% (MoM) Demand Change</p>

Day Supply

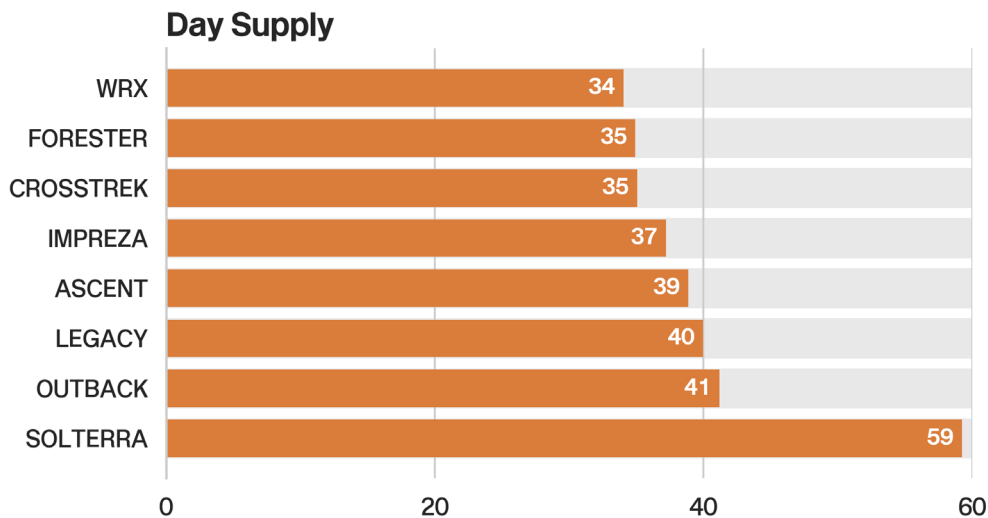




› Inventory constraints drove a Forester day supply decrease of 4 days to 30, one of the lowest in the market.

USED SUBARU

+12% (MoM) Sales Volume Change	-4 Days (MoM) -3 Days (YoY) 34 Day Supply	-3% (MoM) NC (YoY) 43% Aged Inventory Over 45 Days Ending 07/31/24	+1% (MoM) +3% (YoY) 44% Aged Sales Over 45 Days as of 07/31/24	+4% (MoM) +8% (YoY) 48% Carryover Over 45 Days as of 07/01/24
-1% (MoM) -9% (YoY) \$24,420 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-2% (MoM) 38% Sold With Markdown	-1% (MoM) -8% (YoY) 37% of Listings Not Viewed	+16% (MoM) Demand





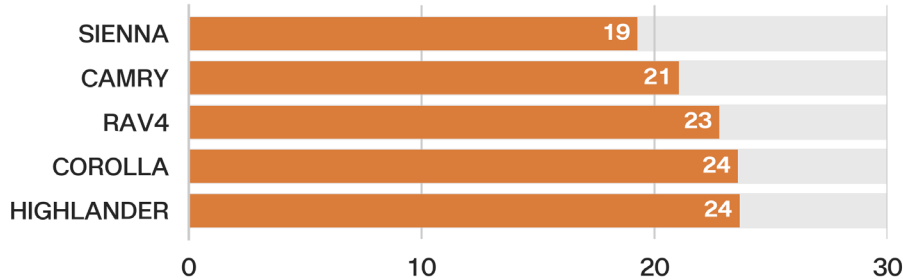
TOYOTA

- > Day supply increased for the first time in several months by 5 days to 34 days as sales fell by 7%. Gas vehicle sales dropped but EV and Hybrid sales increased slightly.
- > While most models ran a tight day supply, trucks had over a 50 day supply.
- > Land Cruiser sales surged, tripling MoM with fresh inventory becoming available while the Grand Highlander faced significant inventory constraints with the recent recall and stop-sale.

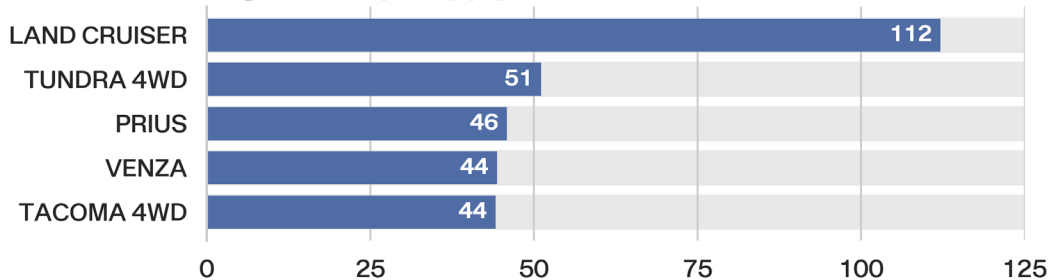
NEW

<p>-7% (MoM) Sales Volume Change</p>	<p>+5 Days (MoM) +8 Days (YoY) 34 Day Supply</p>	<p>+3% (MoM) +13% (YoY) 23% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+2% (MoM) +8% (YoY) 17% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+1% (MoM) +12% (YoY) 21% Carryover Over 45 Days as of 07/01/24</p>
<p>-3% (MoM) +3% (YoY) \$40,658 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 8% Sold With Markdown</p>	<p>-1% (MoM) +3% (YoY) 46% of Listings Not Viewed</p>	<p>-12% (MoM) Demand</p>

Lowest Day Supply



Highest Day Supply





TOYOTA

> All metrics move in line with the market.

USED

+6% (MoM)
Sales Volume
Change

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

+1% (MoM)
-1% (YoY)
43% Aged Inventory
Over 45 Days Ending
07/31/24

+2% (MoM)
-1% (YoY)
40% Aged Sales
Over 45 Days as of
07/31/24

+5% (MoM)
+3% (YoY)
44% Carryover
Over 45 Days as of
07/01/24

NC (MoM)
-6% (YoY)
\$28,071 Price
Avg Last Listed

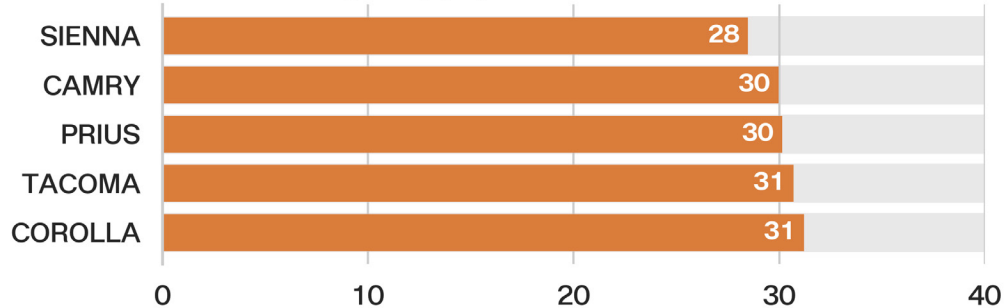
NC (MoM)
-4% Markdown
Price Reduction

-1% (MoM)
36% Sold
With Markdown

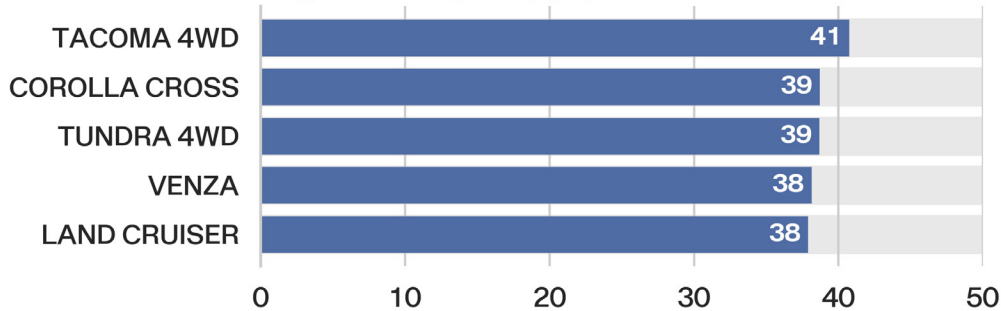
-2% (MoM)
-4% (YoY)
34% of Listings
Not Viewed

+6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

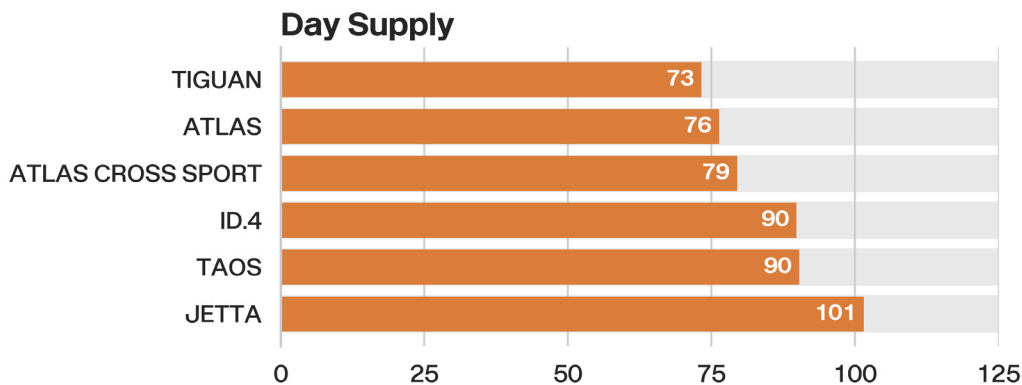




- > Volkswagen was able to increase sales and reduce day supply but aged inventory persisted, increasing by 5% MoM.
- > Sales and day supply across EVs remained steady but list price continued to fall.
- > Units sold with a markdown increased for the first time in several months by 5% MoM to 33%.

NEW

<p>+12% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) +44 Days (YoY) 94 Day Supply</p>	<p>+5% (MoM) +29% (YoY) 59% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+3% (MoM) +19% (YoY) 56% Aged Sales Over 45 Days as of 07/31/24</p>	<p>+7% (MoM) +18% (YoY) 55% Carryover Over 45 Days as of 07/01/24</p>
<p>+2% (MoM) -3% (YoY) \$35,056 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+5% (MoM) 33% Sold With Markdown</p>	<p>-4% (MoM) -2% (YoY) 44% of Listings Not Viewed</p>	<p>+7% (MoM) Demand Change</p>

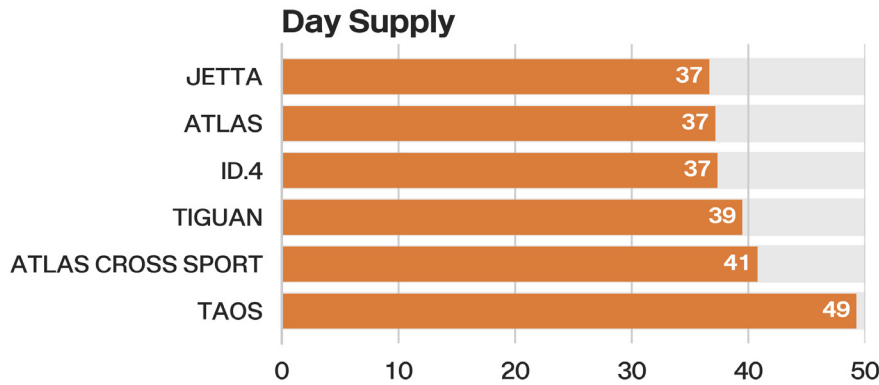




> All metrics move in line with the market.

USED

+10% (MoM) Sales Volume Change	-3 Days (MoM) -5 Days (YoY) 38 Day Supply	-2% (MoM) -1% (YoY) 45% Aged Inventory Over 45 Days Ending 07/31/24	+3% (MoM) +2% (YoY) 48% Aged Sales Over 45 Days as of 07/31/24	+4% (MoM) +5% (YoY) 49% Carryover Over 45 Days as of 07/01/24
-2% (MoM) -11% (YoY) \$21,495 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-2% (MoM) 37% Sold With Markdown	-2% (MoM) -9% (YoY) 38% of Listings Not Viewed	+11% (MoM) Demand

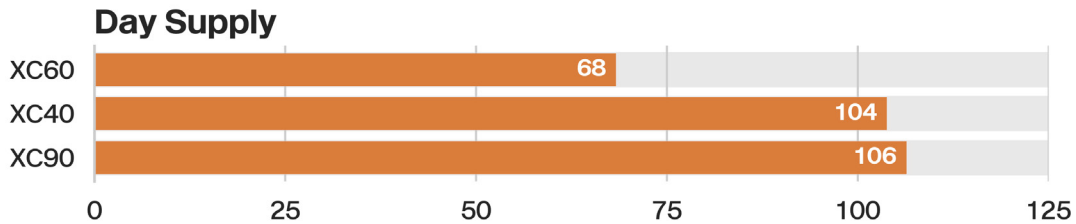




- > Sales rebounded by 26% after a slow June amid the CDK hack. This was at the expense of 7% more units selling with a markdown, the largest increase in the market.
- > Additional fresh inventory caused aged inventory to drop by 27% to 42% but day supply to increase by 7 days to 126 days.

NEW

<p>+26% (MoM) Sales Volume Change</p>	<p>+7 Days (MoM) +24 Days (YoY) 126 Day Supply</p>	<p>-27% (MoM) +3% (YoY) 42% Aged Inventory Over 45 Days Ending 07/31/24</p>	<p>+1% (MoM) +13% (YoY) 70% Aged Sales Over 45 Days as of 07/31/24</p>	<p>-4% (MoM) +20% (YoY) 69% Carryover Over 45 Days as of 07/01/24</p>
<p>+2% (MoM) +7% (YoY) \$63,870 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>+7% (MoM) 25% Sold With Markdown</p>	<p>-2% (MoM) -11% (YoY) 31% of Listings Not Viewed</p>	<p>NC (MoM) Demand Change</p>





> Volvo had the largest drop in day supply of 7 days to 46 to be more in line with the market average of 40 days.

USED

+21% (MoM)
Sales Volume
Change

-7 Day (MoM)
-3 Days (YoY)
46 Day Supply

-2% (MoM)
-1% (YoY)
50% Aged Inventory
Over 45 Days Ending
07/31/24

+2% (MoM)
NC (YoY)
53% Aged Sales
Over 45 Days as of
07/31/24

+6% (MoM)
+4% (YoY)
54% Carryover
Over 45 Days as of
07/01/24

-1% (MoM)
-10% (YoY)
\$32,998 Price
Avg Last Listed

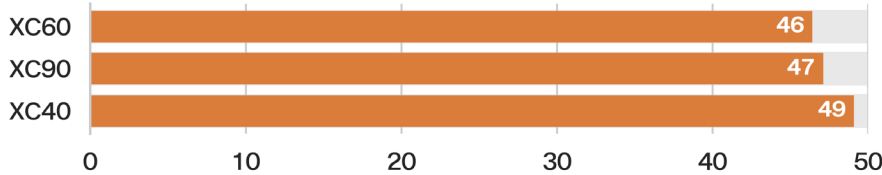
-1% (MoM)
-5% Markdown
Price Reduction

NC (MoM)
46% Sold
With Markdown

NC (MoM)
-1% (YoY)
31% of Listings
Not Viewed

+18%
(MoM)
Demand

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

2024 MAY

> 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.

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