

VINCENSUS

2025 JUNE

We are pleased to present you with the June 2025 Vincensus Report which is the most comprehensive monthly inventory report in the industry. This report was developed using Lotlinx's proprietary 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](https://lotlinx.com)

EXECUTIVE SUMMARY

June saw an expected and necessary sales correction following a tariff-driven surge in the spring. The Hybrid market showed signs of cooling with new sales falling more than other fuel types MoM with day supply and aged inventory trending towards ICEs. EVs fared better than other fuel types with sales growing slightly while ICE and hybrids fell. However, they continue to face ongoing challenges with inventory, as EVs continue to experience higher-than-average days on the lot and aging stock issues. While tariffs have not yet directly affected consumer prices yet, list prices for inventory remain high amid, with new vehicles holding relatively steady at \$46,092 and used increasing by 3% MoM to \$28,959.

New Vehicles:

- New vehicle sales saw a 7% decrease MoM with hybrids being hit the hardest with a 10% decrease.
- Day supply continues an increasing trend as the pull ahead demand falls off, up 4 days MoM to 66 days.
- Average list price of sold units held fairly steady at \$43,826 with average inventory list price at \$46,092.

Used Vehicles:

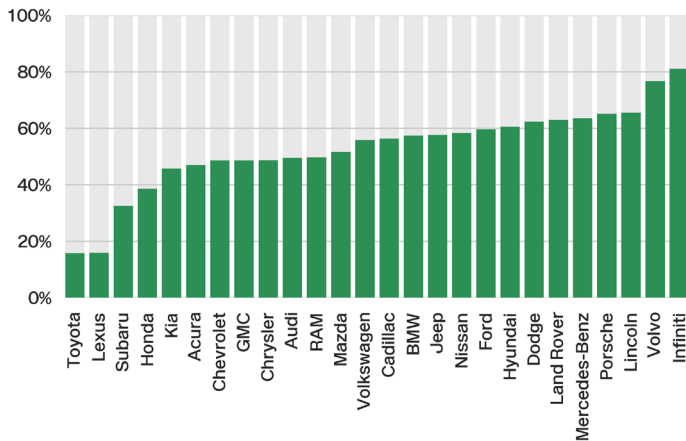
- Units sold with a list price markdown increased by 2% to 43% as sales fell by 4% MoM.
- Aged ending inventory for used vehicles rose by 4% to 49%, the highest of the quarter.
- While list price of sold units held steady MoM, list price of ending inventory increased by 3%.

Recommended action steps for upcoming months:

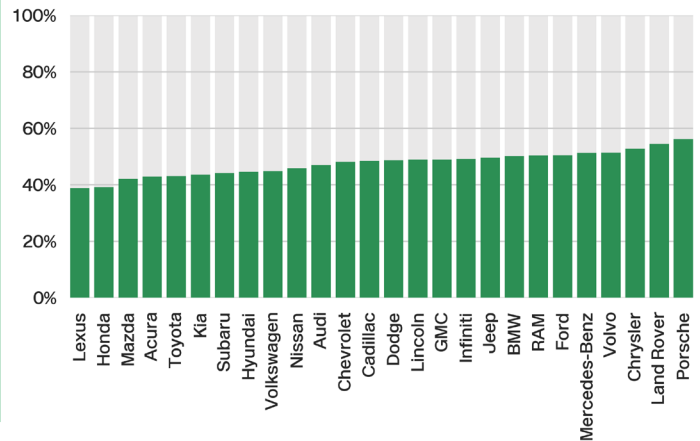
- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating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

- › Carryover for new decreased by 1% MoM to 50%, 2% higher than last year.
- › Carryover for used increased by 4% MoM at 47%, 1% higher than last year.
- › Percent of units sold with a markdown increased MoM for both new and used 1% and 2% respectively.

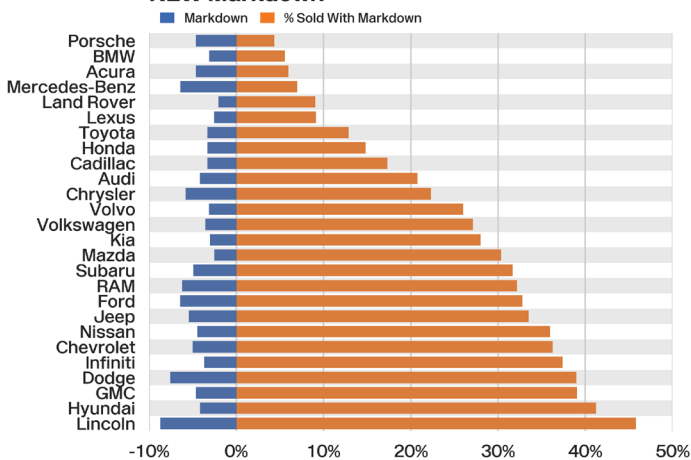
NEW % Carryover



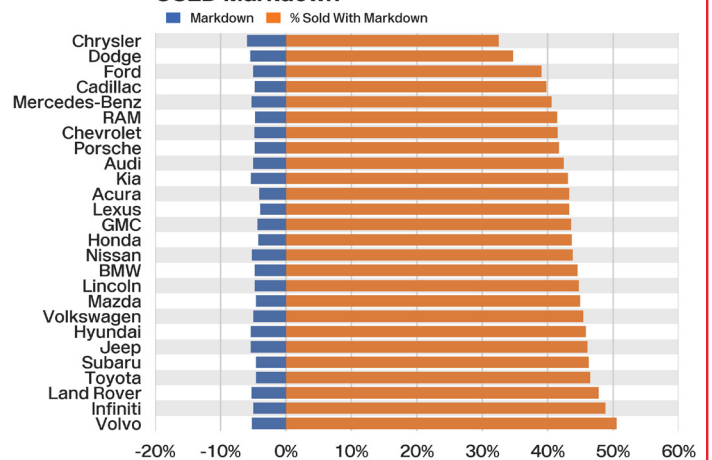
USED % Carryover



NEW Markdown

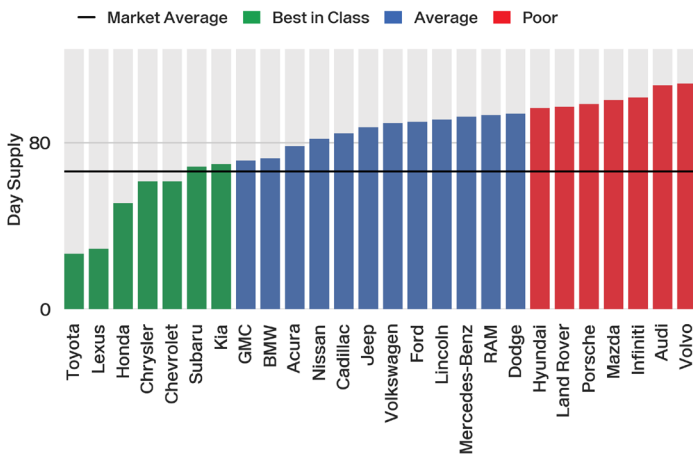


USED Markdown

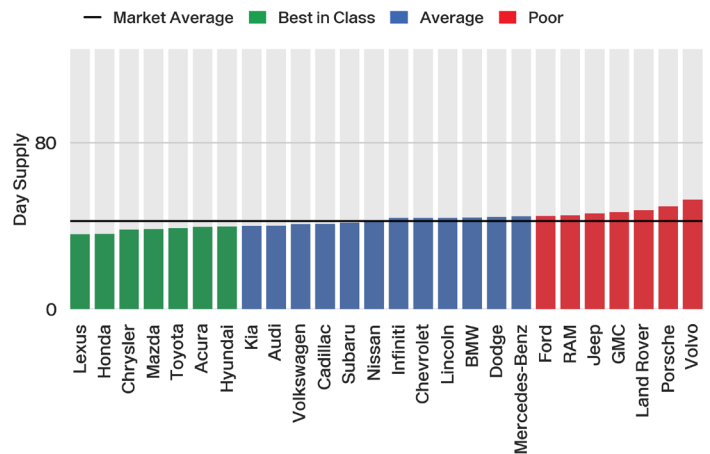


- New day supply increased by 4 days MoM to 66 days, a 3 day decrease YoY.
- Used day supply increased by 2 days MoM to 42 days, a 2 day increase YoY.

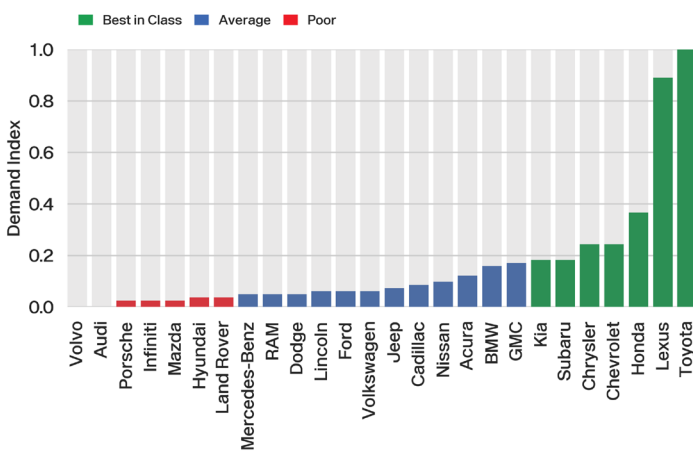
NEW - Day Supply



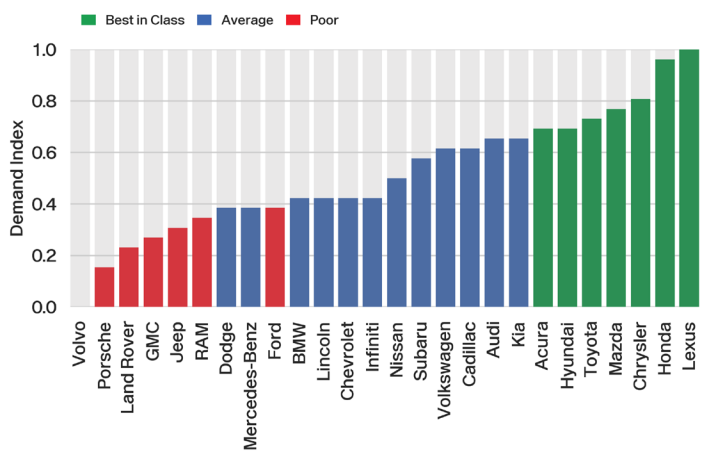
USED - Day Supply



NEW DEMAND - Color Coded by Day Supply

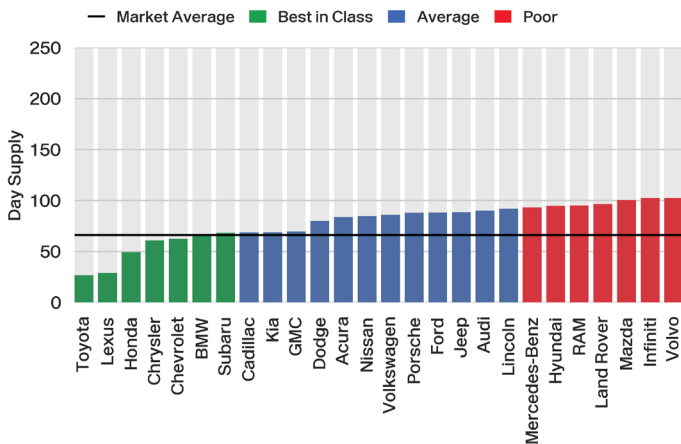


USED DEMAND - Color Coded by Day Supply

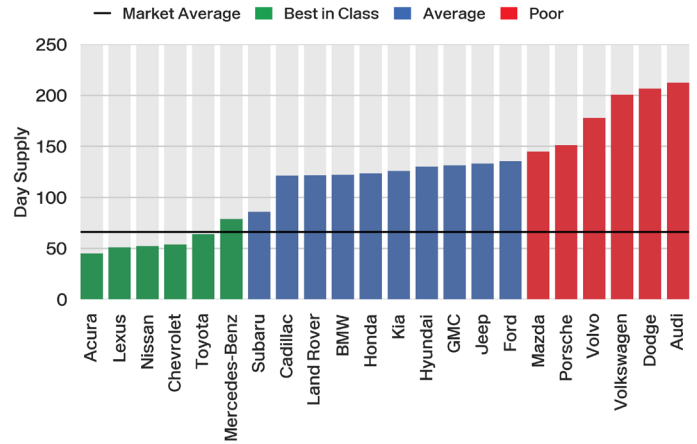


- › ICE and Hybrid sales fell MoM by 10% and 7% respectively while EV sales increased by 1%.
- › Day supply increased for all fuel types with hybrids ending with the lowest day supply of 55 days and EVs with the highest at 106 days.
- › The last listed price of sold units and ending inventory saw little movement MoM across all fuel types. Hybrids saw the highest increase in aged ending inventory MoM, up 8% to 51%. EVs increased by 3% to 59% while ICEs saw minimal changes at 51%.
- › While hybrids were seeing significantly better performance than other fuel types earlier in the year, performance metrics are trending towards their ICE counterparts.

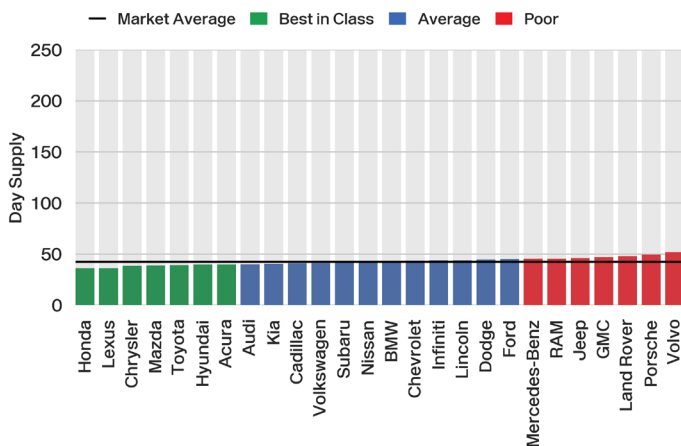
NEW NON-EV Day Supply



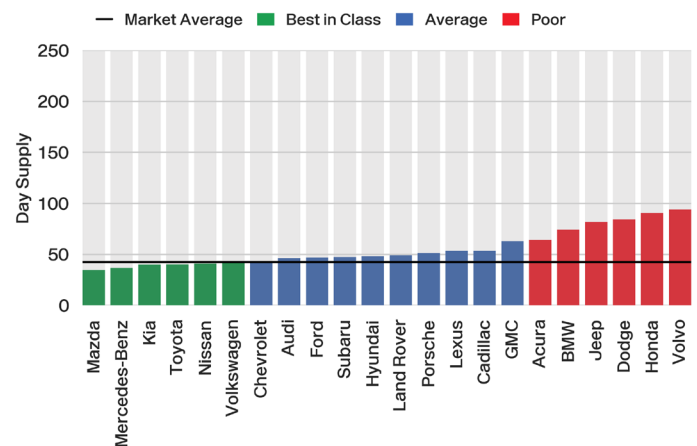
NEW EV Day Supply



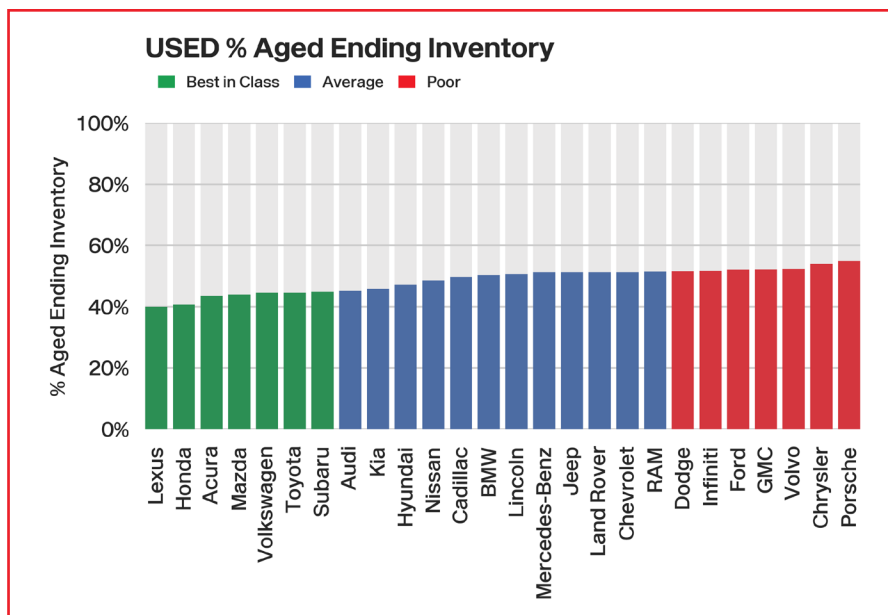
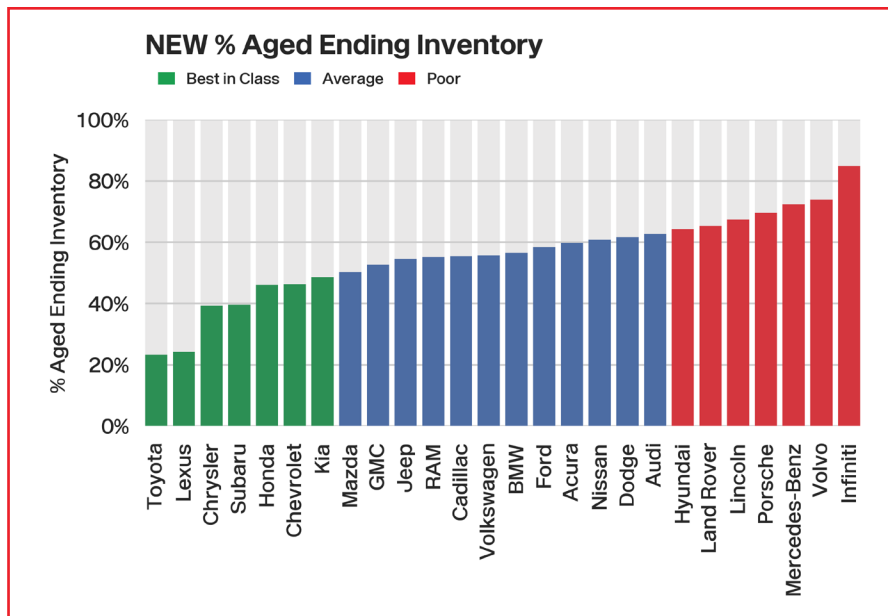
USED NON-EV Day Supply



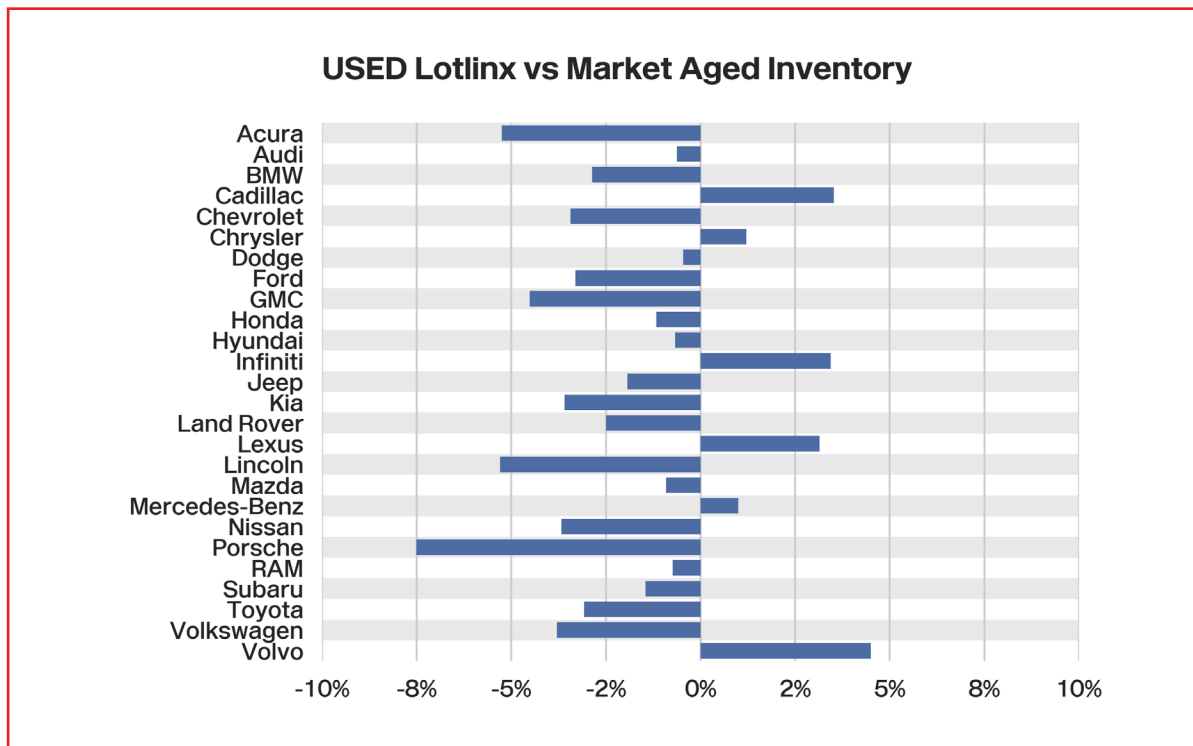
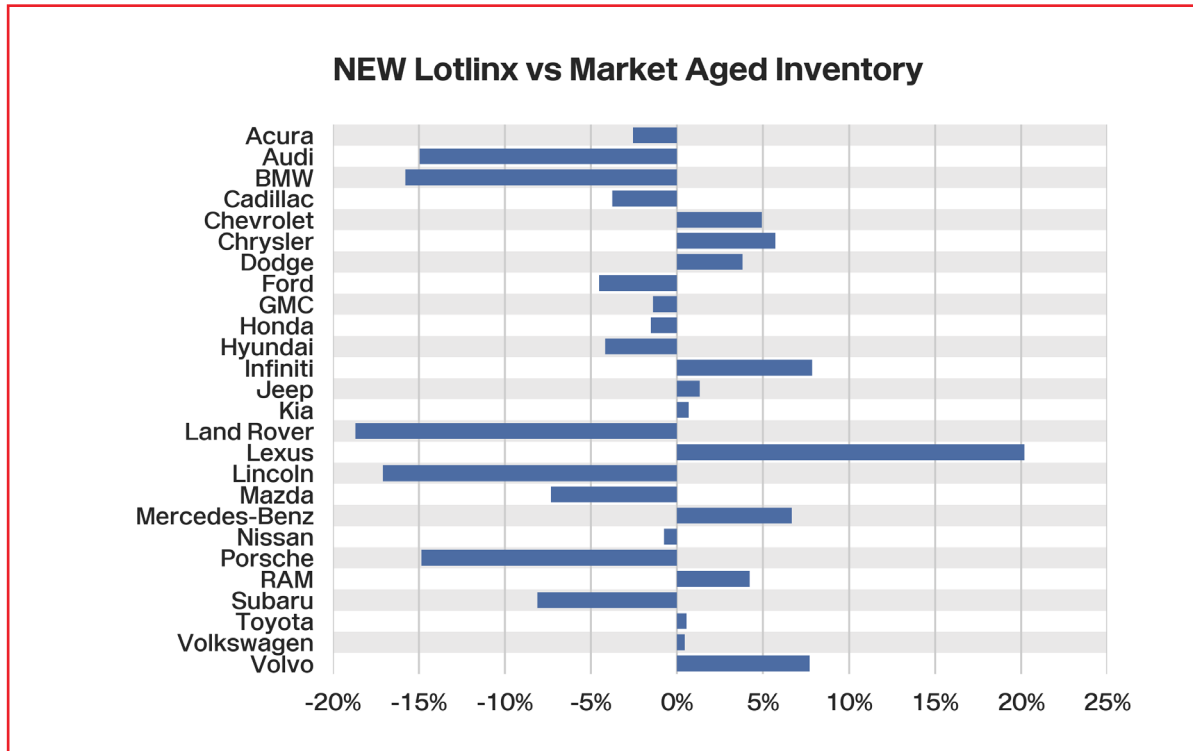
USED EV Day Supply



- › New and used aged ending inventory both increased by 4% MoM to 53% and 49% respectively.
- › New aged inventory increased by 3% YoY and used by 1%.



- On average, Lotlinx customers had 2% less aged inventory than the rest of the market for new and used vehicles.
- 55% of new vehicle brands and 78% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- › New vehicle sales saw a 7% decrease MoM with hybrids being hit the hardest with a 10% decrease.
- › Day supply continues an increasing trend as the pull ahead demand falls off, up 4 days MoM to 66 days.
- › Average list price of sold units held fairly steady at \$43,826 with average inventory list price at \$46,092.

NEW

-7% (MoM)
Sales Volume
Change

+4 Days (MoM)
-3 Days (YoY)
66 Day Supply

+4% (MoM)
+3% (YoY)
53% Aged Inventory
Over 45 Days Ending
06/30/25

+2% (MoM)
+1% (YoY)
42% Aged Sales
Over 45 Days as of
06/30/25

-1% (MoM)
+2% (YoY)
50% Carryover
Over 45 Days as of
06/01/25

-1% (MoM)
NC (YoY)
\$43,826 Price
Avg Last Listed

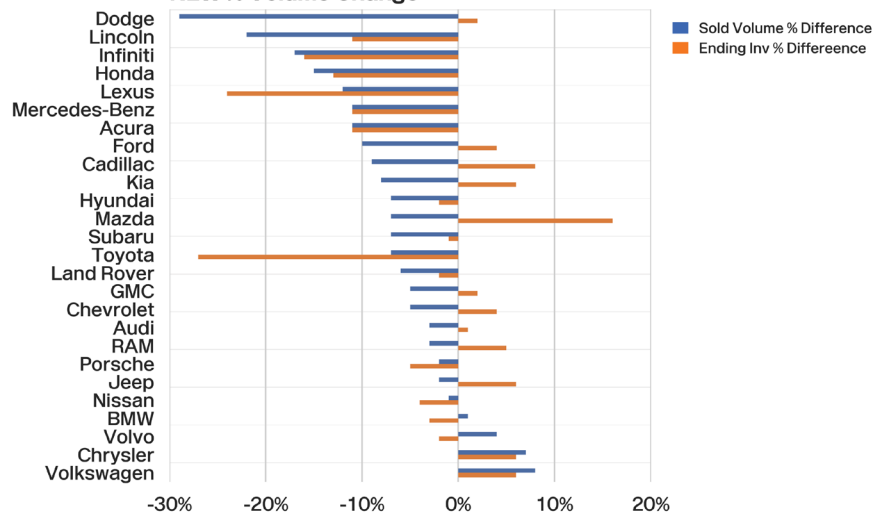
NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
26% Sold
With Markdown

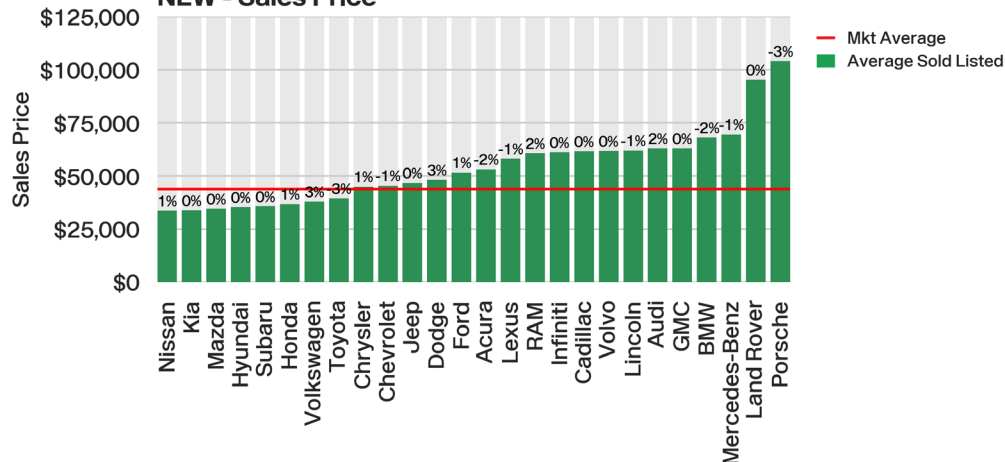
+1% (MoM)
-4% (YoY)
47% of Listings
Not Viewed

-8% (MoM)
Demand
Change

NEW % Volume Change



NEW - Sales Price



- › Units sold with a list price markdown increased by 2% to 43% as sales fell by 4% MoM.
- › Aged ending inventory for used vehicles rose by 4% to 49%, the highest of the quarter.
- › While list price of sold units held steady MoM, list price of ending inventory increased by 3%.

USED INVENTORY

-4% (MoM)
Sales Volume
Change

NC (MoM)
NC (YoY)
\$26,989 Price
Avg Last Listed

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

NC (MoM)
-5% Markdown
Price Reduction

+4% (MoM)
+1% (YoY)
49% Aged Inventory
Over 30 Days Ending
06/30/25

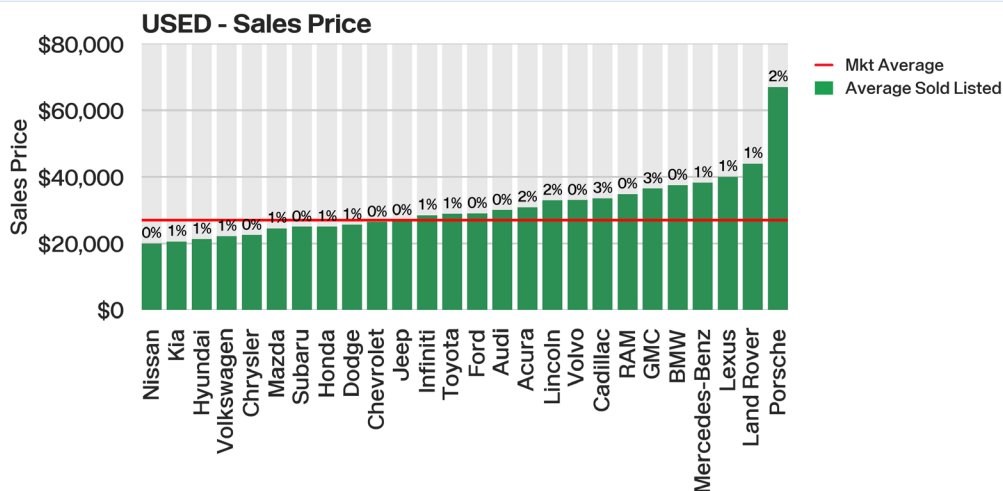
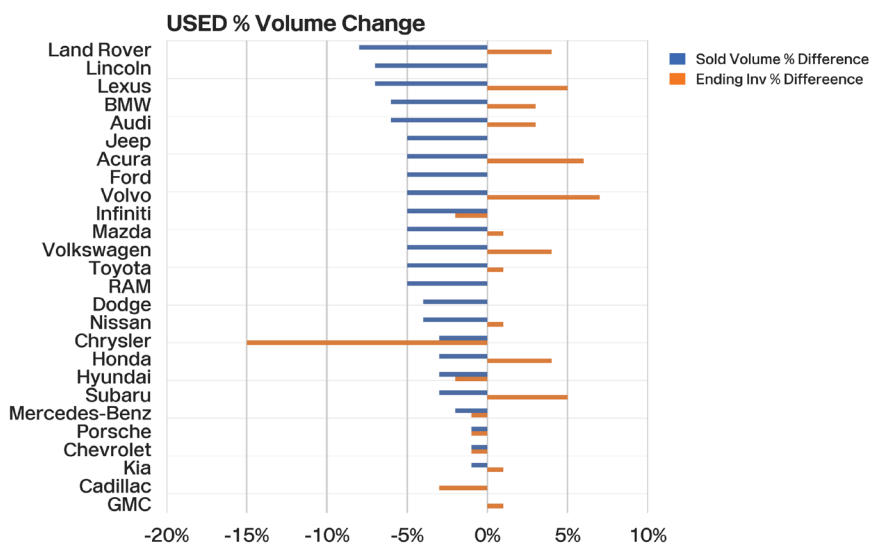
+2% (MoM)
43% Sold
With Markdown

+2% (MoM)
+1% (YoY)
45% Aged Sales
Over 30 Days as of
06/30/25

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

+4% (MoM)
+1% (YoY)
47% Carryover
Over 30 Days as of
06/01/25

-7% (MoM)
Demand
Change

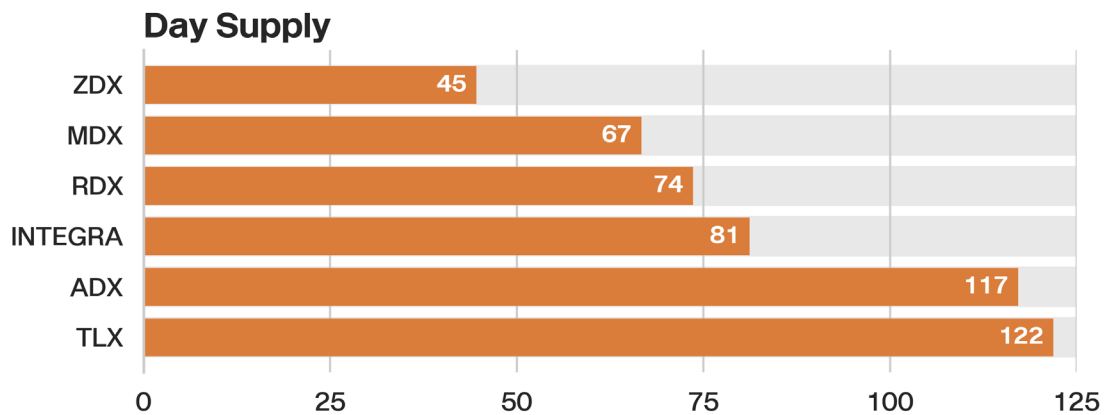




- Acura had the highest increase in aged sales MoM, up 12% to 59%.
- Acura had the largest decrease in EV inventory MoM as the ZDX dropped by over 40% and sits on the lowest aged inventory percentage of 42%.

NEW

-11% (MoM) Sales Volume Change	+5 Days (MoM) +2 Days (YoY) 78 Day Supply	+14% (MoM) +9% (YoY) 60% Aged Inventory Over 45 Days Ending 06/30/25	+12% (MoM) +5% (YoY) 55% Aged Sales	+6% (MoM) +1% (YoY) 47% Carryover Over 45 Days as of 06/01/25
-2% (MoM) +1% (YoY) \$53,150 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+1% (MoM) 6% Sold With Markdown	+2% (MoM) -4% (YoY) 41% of Listings Not Viewed	-10% (MoM) Demand





› All metrics move in line with the market.

USED

-5% (MoM)
Sales Volume
Change

+3 Days (MoM)
NC Days (YoY)
40 Day Supply

+3% (MoM)
-2% (YoY)
43% Aged Inventory
Over 30 Days Ending
06/30/25

+2% (MoM)
-2% (YoY)
41% Aged Sales
Over 30 Days as of
06/30/25

+4% (MoM)
NC (YoY)
43% Carryover
Over 30 Days as of
06/01/25

+2% (MoM)
+1% (YoY)
\$30,864 Price
Avg Last Listed

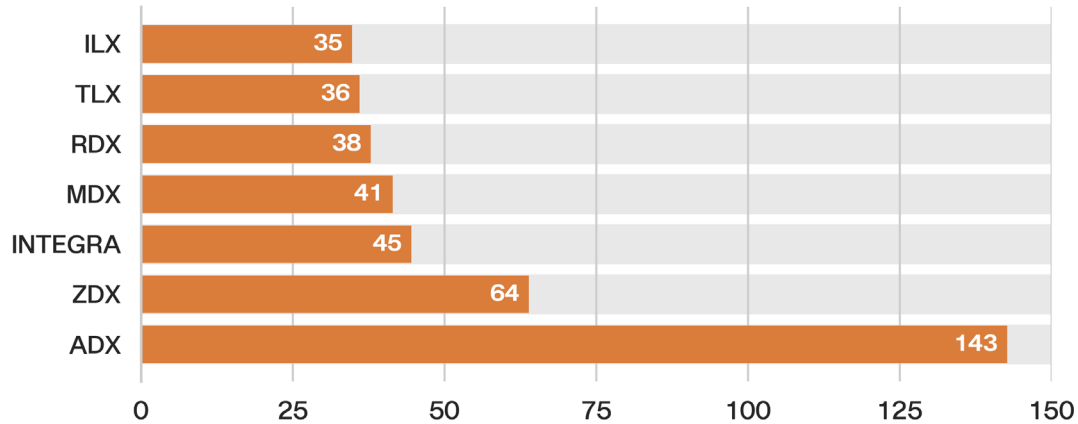
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
43% Sold
With Markdown

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

-10% (MoM)
Demand

Day Supply



- › Audi saw the largest increase in aged inventory MoM, up 15% to 63% with EVs increasing by 14% to 80%.
- › The A5 and Q5 saw the largest increase in aged ending inventory in the market, both up by over 40% MoM.

NEW

-3% (MoM)
Sales Volume
Change

+9 Days (MoM)
+4 Days (YoY)
108 Day Supply

+15% (MoM)
+12% (YoY)
63% Aged Inventory
Over 45 Days Ending
06/30/25

+1% (MoM)
+5% (YoY)
57% Aged Sales
Over 45 Days as of
06/30/25

-4% (MoM)
+6% (YoY)
50% Carryover
Over 45 Days as of
06/01/25

+2% (MoM)
+1% (YoY)
\$62,985 Price
Avg Last Listed

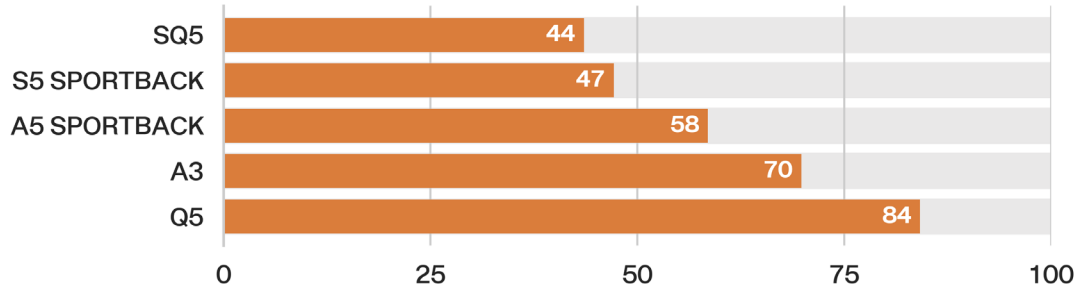
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
21% Sold
With Markdown

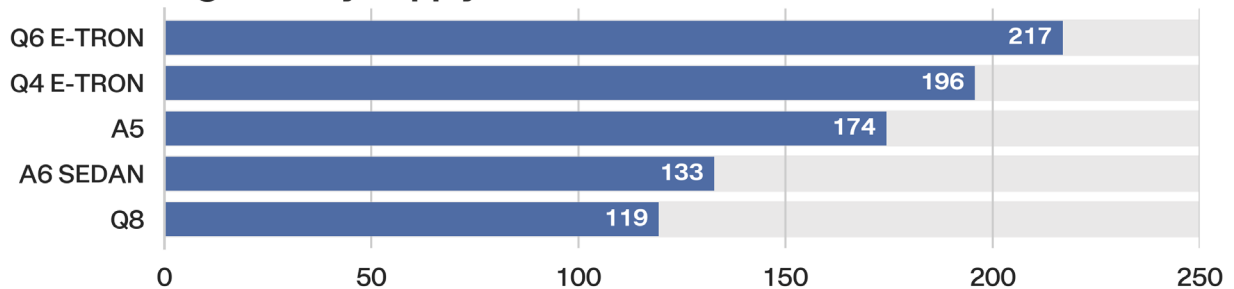
-1% (MoM)
-1% (YoY)
37% of Listings
Not Viewed

-13%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply

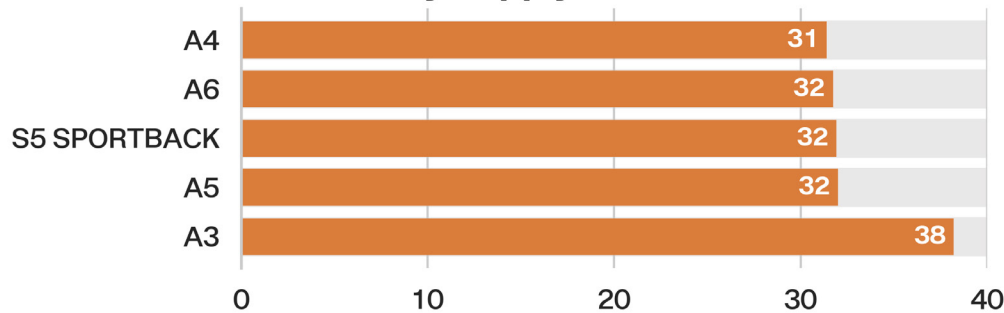


- › The A7 saw the largest decrease in sales MoM, down 27%.
- › Audi had the largest decrease in last listed price of sold EV units, down 12% to \$30,500.

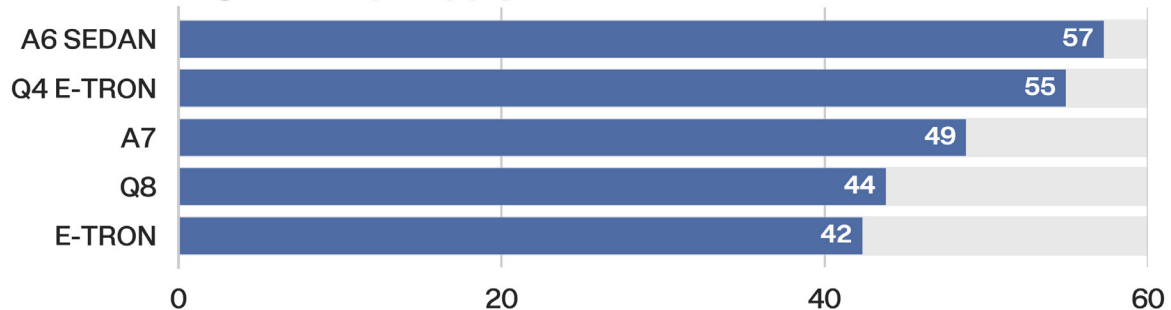
USED

-6% (MoM) Sales Volume Change	+2 Days (MoM) -2 Days (YoY) 40 Day Supply	NC (MoM) NC (YoY) 45% Aged Inventory Over 30 Days Ending 06/30/25	NC (MoM) NC (YoY) 44% Aged Sales Over 30 Days as of 06/30/25	+2% (MoM) +3% (YoY) 47% Carryover Over 30 Days as of 06/01/25
NC (MoM) -4% (YoY) \$29,998 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 42% Sold With Markdown	-1% (MoM) -1% (YoY) 36% of Listings Not Viewed	-8% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- BMW had the largest increase MoM in inventory not seen daily, up 7% to 48%, with EVs increasing by 12% to 61%.
- BMW was one of only 2 brands that saw hybrid sales increase MoM, up 4%.
- BMW continues to see EV market share drop, down nearly 2% MoM.

NEW

+1% (MoM)
Sales Volume
Change

NC Days (MoM)
-2 Days (YoY)
73 Day Supply

NC (MoM)
+3% (YoY)
57% Aged Inventory
Over 45 Days Ending
06/30/25

-6% (MoM)
NC (YoY)
43% Aged Sales
Over 45 Days as of
06/30/25

-3% (MoM)
+9% (YoY)
57% Carryover
Over 45 Days as of
06/01/25

-2% (MoM)
-3% (YoY)
\$68,035 Price
Avg Last Listed

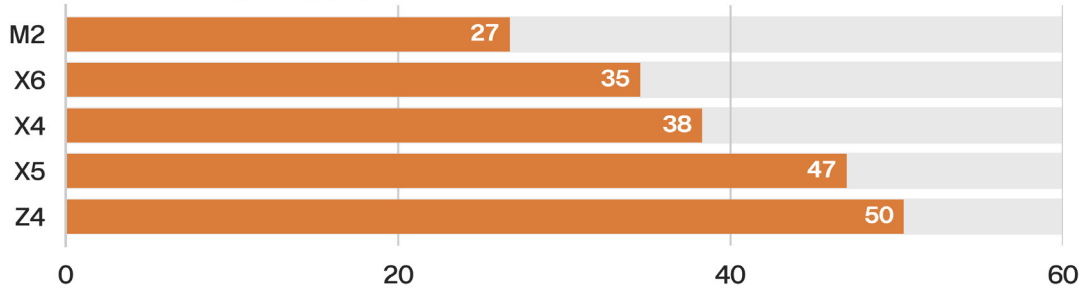
-1% (MoM)
-3% Markdown
Price Reduction

-1% (MoM)
6% Sold
With Markdown

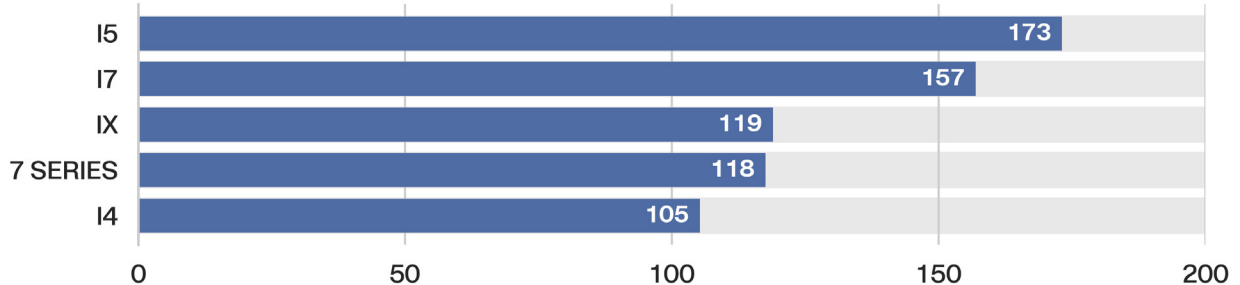
+7% (MoM)
+1% (YoY)
48% of Listings
Not Viewed

-5% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





› The I7 had the largest increase in day supply YoY, up 37 days to 106 days, the highest in the market. This was amid a market high drop of 27% of units sold with a markdown.

USED

-6% (MoM)
Sales Volume
Change

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

+2% (MoM)
+1% (YoY)
50% Aged Inventory
Over 30 Days Ending
06/30/25

NC (MoM)
NC (YoY)
43% Aged Sales
Over 30 Days as of
06/30/25

+2% (MoM)
+3% (YoY)
50% Carryover
Over 30 Days as of
06/01/25

NC (MoM)
+4% (YoY)
\$37,477 Price
Avg Last Listed

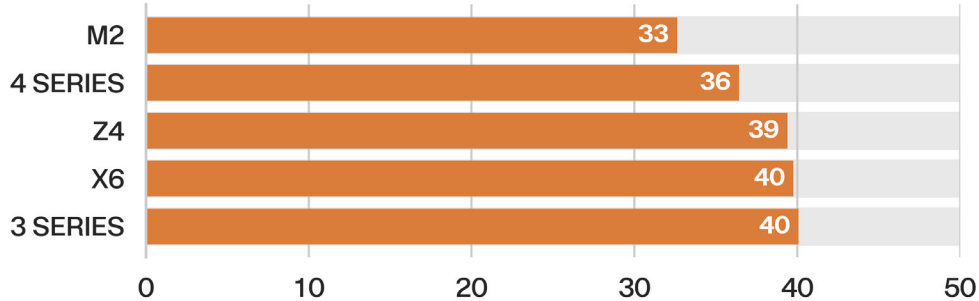
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
45% Sold
With Markdown

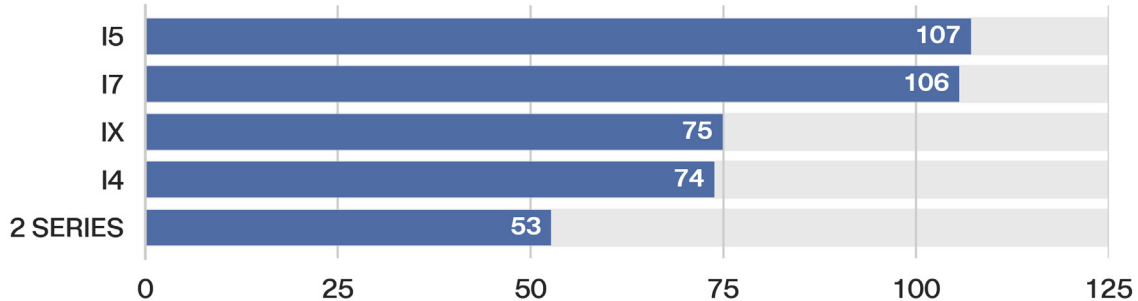
+1% (MoM)
NC (YoY)
37% of Listings
Not Viewed

-8% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- Escalade sales dropped significantly MoM, making up 3% less of Cadillac's total monthly sales compared to the previous 3 months on a very tight day supply amid inventory constraints.
- Lyriq day supply struggled with over supply as it made up 18% of Cadillac's inventory but just 11% of sales.

NEW

-9% (MoM)
Sales Volume
Change

+8 Days (MoM)
-10 Days (YoY)
85 Day Supply

NC (MoM)
+2% (YoY)
55% Aged Inventory
Over 45 Days Ending
06/30/25

+3% (MoM)
+5% (YoY)
47% Aged Sales
Over 45 Days as of
06/30/25

-3% (MoM)
+13% (YoY)
56% Carryover
Over 45 Days as of
06/01/25

NC (MoM)
+3% (YoY)
\$61,585 Price
Avg Last Listed

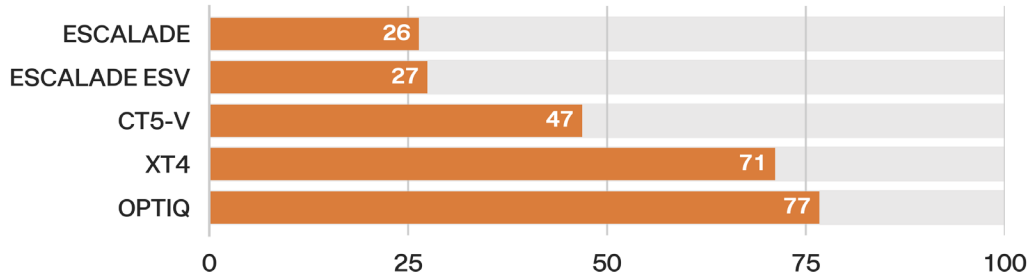
NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
17% Sold
With Markdown

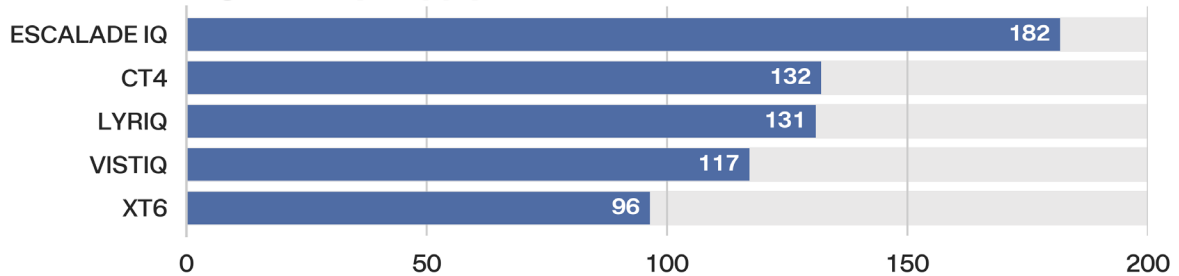
-1% (MoM)
-7% (YoY)
47% of Listings
Not Viewed

-13%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply

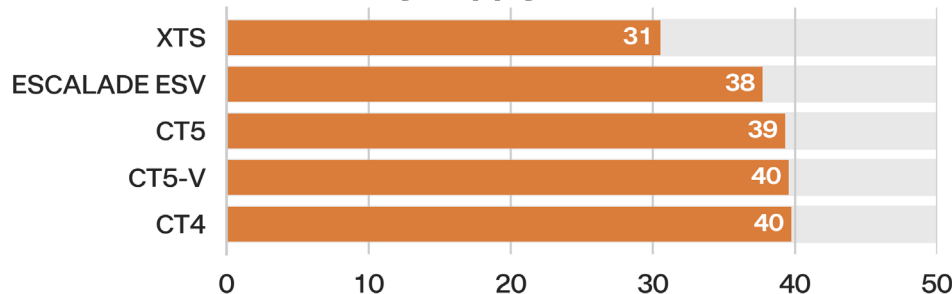


➤ The Lyriq had the largest increase in aged ending inventory, up 25% MoM to 62%.

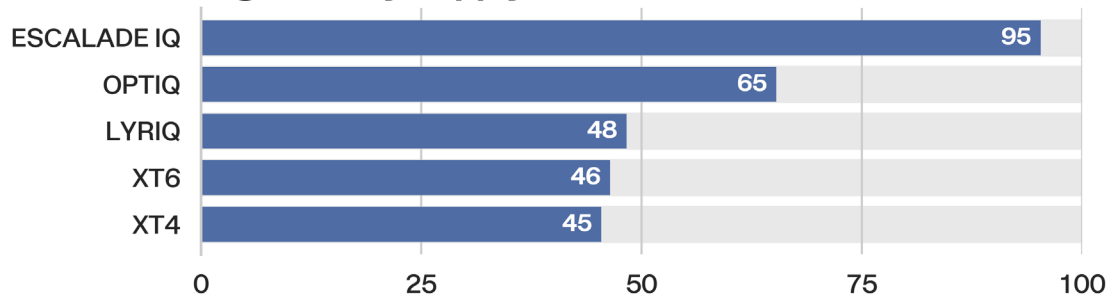
USED

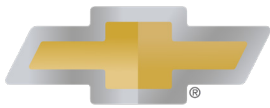
NC (MoM) Sales Volume Change	-1 Days (MoM) -3 Days (YoY) 41 Day Supply	+3% (MoM) +1% (YoY) 50% Aged Inventory Over 30 Days Ending 06/30/25	+2% (MoM) -1% (YoY) 46% Aged Sales Over 30 Days as of 06/30/25	+2% (MoM) NC (YoY) 48% Carryover Over 30 Days as of 06/01/25
+3% (MoM) +1% (YoY) \$33,504 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 40% Sold With Markdown	-1% (MoM) NC (YoY) 42% of Listings Not Viewed	-1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





CHEVROLET

June 2025

- › The Silverado EV saw one of the largest decreases in last list price of sold units, down 7% to \$73,480 while the Corvette saw one of the largest increases, up 8% to \$105,365.
- › Silverado MD sales surged in June, over 3 times as many sales as the previous 2 months. This led to one of the largest corrections in day supply MoM, down 200 days to 33 days.

NEW

-5% (MoM)
Sales Volume
Change

+2 Day (MoM)
-3 Days (YoY)
61 Day Supply

-1% (MoM)
NC (YoY)
46% Aged Inventory
Over 45 Days Ending
06/30/25

+1% (MoM)
+4% (YoY)
45% Aged Sales
Over 45 Days as of
06/30/25

-1% (MoM)
+4% (YoY)
49% Carryover
Over 45 Days as of
06/01/25

-1% (MoM)
+1% (YoY)
\$45,440 Price
Avg Last Listed

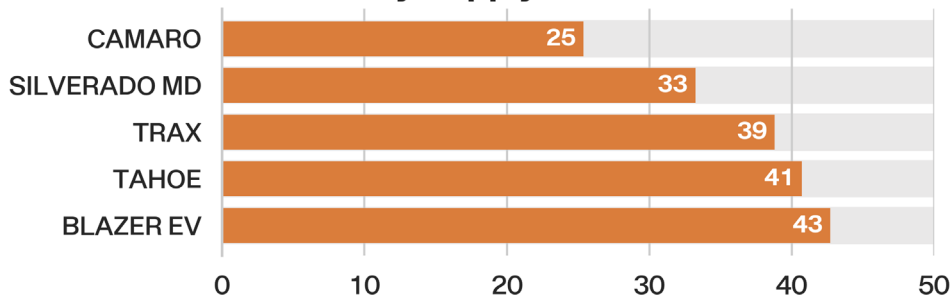
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
36% Sold
With Markdown

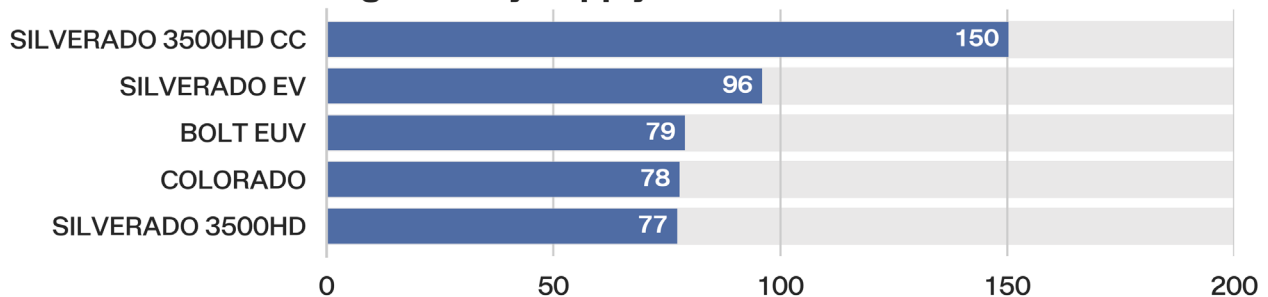
NC (MoM)
-1% (YoY)
46% of Listings
Not Viewed

-6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- › The Equinox EV and Blazer EV saw the largest increase in sales MoM, up 59% and 168% respectively.
- › The Silverado EV saw the largest increase in last listed price of sold units, up 16% to \$62,995.

USED

-1% (MoM)
Sales Volume
Change

+1 Day (MoM)
+2 Days (YoY)
44 Day Supply

+5% (MoM)
+2% (YoY)
51% Aged Inventory
Over 30 Days Ending
06/30/25

+2% (MoM)
+1% (YoY)
46% Aged Sales
Over 30 Days as of
06/30/25

+2% (MoM)
NC (YoY)
48% Carryover
Over 30 Days as of
06/01/25

NC (MoM)
-2% (YoY)
\$26,480 Price
Avg Last Listed

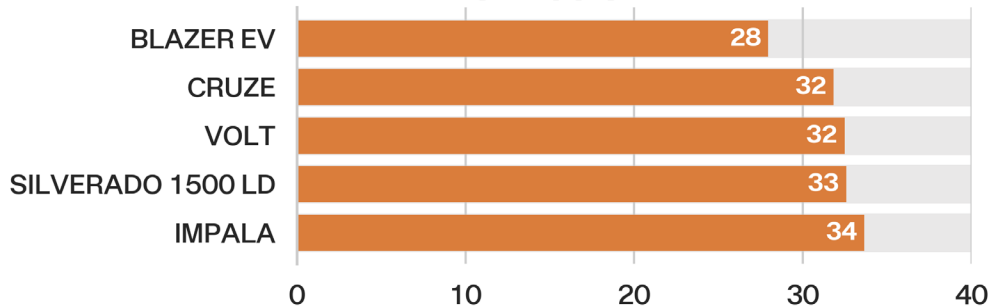
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
42% Sold
With Markdown

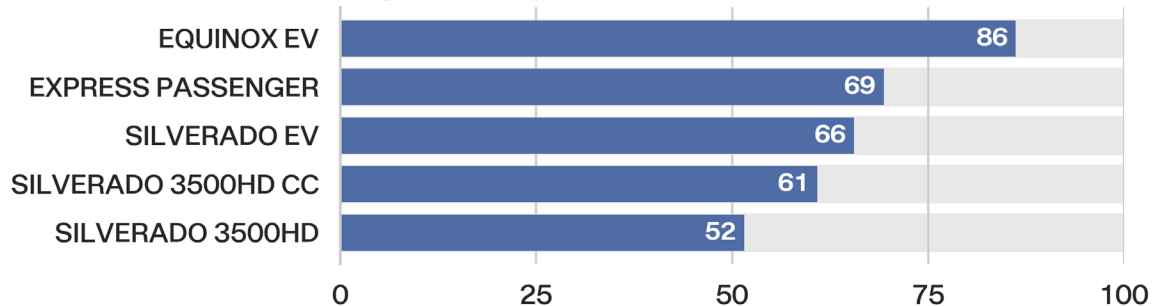
NC (MoM)
NC (YoY)
44% of Listings
Not Viewed

-4% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- › Chrysler had the largest decrease in aged inventory MoM and YoY, down 9% and 22% respectively to 39%.
- › Chrysler started off the month with the largest drop in carryover MoM, down 12% to 49%.

NEW

+7% (MoM)
Sales Volume
Change

+2 Days (MoM)
-29 Days (YoY)
61 Day Supply

-9% (MoM)
-22% (YoY)
39% Aged Inventory
Over 45 Days Ending
06/30/25

-6% (MoM)
-15% (YoY)
45% Aged Sales
Over 45 Days as of
06/30/25

-12% (MoM)
-24% (YoY)
49% Carryover
Over 45 Days as of
06/01/25

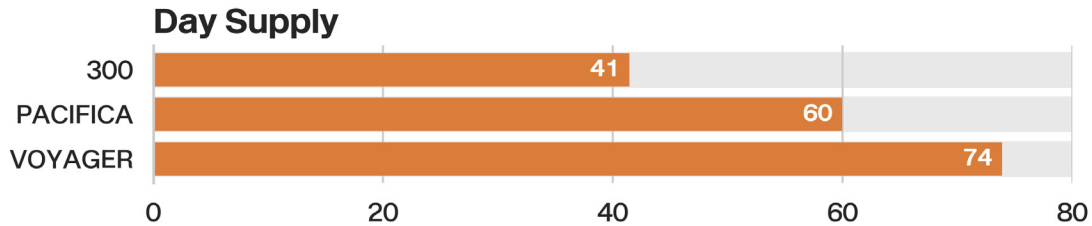
+1% (MoM)
-2% (YoY)
\$45,000 Price
Avg Last Listed

NC (MoM)
-6% Markdown

-5% (MoM)
22% Sold
With Markdown

+6% (MoM)
-8% (YoY)
43% of Listings
Not Viewed

-6% (MoM)
Demand
Change





- › Chrysler saw the largest decrease in ending inventory, down 15% MoM.
- › Chrysler was the only brand to see inventory prices fall YoY, down 4%.

USED

-3% (MoM)
Sales Volume
Change

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

+3% (MoM)
+8% (YoY)
54% Aged Inventory
Over 30 Days Ending
06/30/25

+2% (MoM)
+8% (YoY)
52% Aged Sales
Over 30 Days as of
06/30/25

+6% (MoM)
+10% (YoY)
53% Carryover
Over 30 Days as of
06/01/25

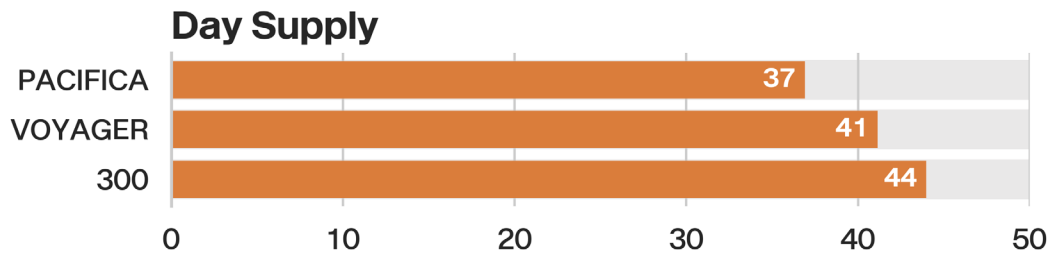
NC (MoM)
-6% (YoY)
\$22,500 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

-2% (MoM)
33% Sold
With Markdown

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

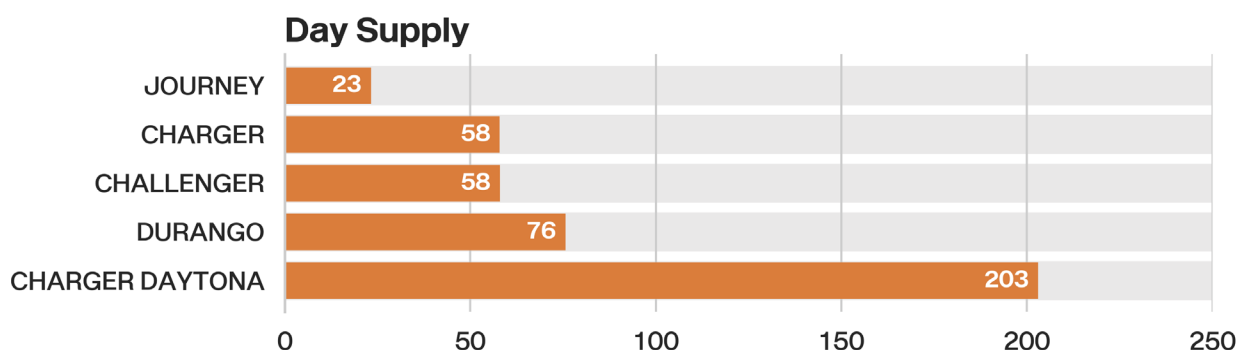
+6% (MoM)
Demand
Change



- › Dodge had the latest drop in sales MoM of nearly 30%.
- › Dodge had the largest increase in last list price of sold vehicles YoY of 12% to \$48,151.
- › Dodge had the largest increase in day supply MoM of 22 days to 94 days.
- › Dodge saw the largest decrease in aged sold units YoY, down 26% to 53%.
- › Dodge saw the largest decrease in EV sales MoM of 41% as Charger Daytona sales plummeted.

NEW

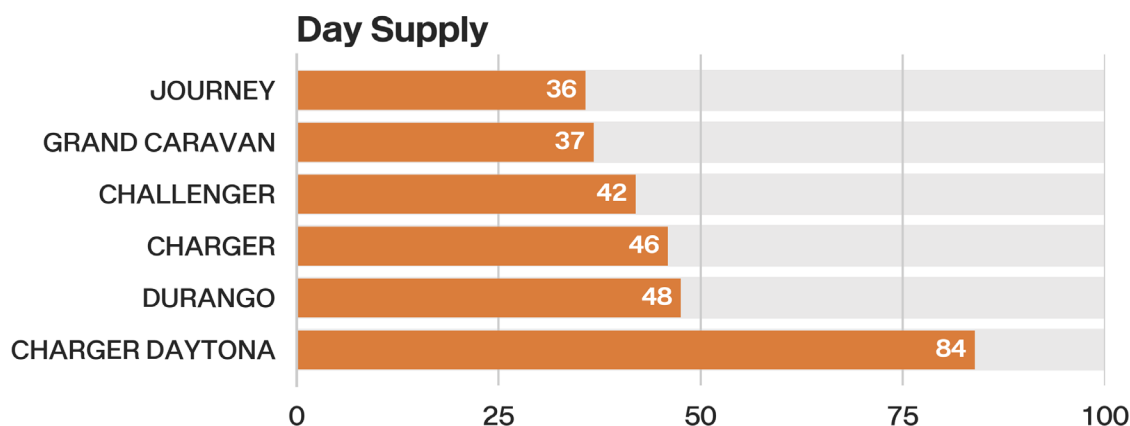
-29% (MoM) Sales Volume Change	+22 Days (MoM) -3 Days (YoY) 94 Day Supply	NC (MoM) -15% (YoY) 62% Aged Inventory Over 45 Days Ending 06/30/25	-8% (MoM) -26% (YoY) 53% Aged Sales Over 45 Days as of 06/30/25	-1% (MoM) -14% (YoY) 62% Carryover Over 45 Days as of 06/01/25
+3% (MoM) +12% (YoY) \$48,151 Price Avg Last Listed	NC (MoM) -8% Markdown Price Reduction	-9% (MoM) 39% Sold With Markdown	+4% (MoM) -6% (YoY) 38% of Listings Not Viewed	-24% (MoM) Demand



> Dodge was the only brand to see inventory list price of hybrids fall, down 4% MoM to \$26,147.

USED

-4% (MoM) Sales Volume Change	+1 Days (MoM) +1 Days (YoY) 44 Day Supply	+5% (MoM) +3% (YoY) 52% Aged Inventory Over 30 Days Ending 06/30/25	+1% (MoM) +2% (YoY) 46% Aged Sales Over 30 Days as of 06/30/25	+3% (MoM) +3% (YoY) 49% Carryover Over 30 Days as of 06/01/25
+1% (MoM) -2% (YoY) \$25,600 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 35% Sold With Markdown	NC (MoM) -2% (YoY) 35% of Listings Not Viewed	-7% (MoM) Demand Change





- › Ford had the largest decrease in aged hybrid inventory MoM, down 8% to 49%.
- › All engine types with the exception of EVs saw sales fall MoM as a 7% drop in last listed price from the start of the quarter spurred F-150 Lightning sales.

NEW

-10% (MoM)
Sales Volume
Change

+8 Days (MoM)
-9 Days (YoY)
90 Day Supply

NC (MoM)
NC (YoY)
58% Aged Inventory
Over 45 Days Ending
06/30/25

NC (MoM)
+2% (YoY)
56% Aged Sales
Over 45 Days as of
06/30/25

-4% (MoM)
+6% (YoY)
60% Carryover
Over 45 Days as of
06/01/25

+1% (MoM)
+2% (YoY)
\$51,633 Price
Avg Last Listed

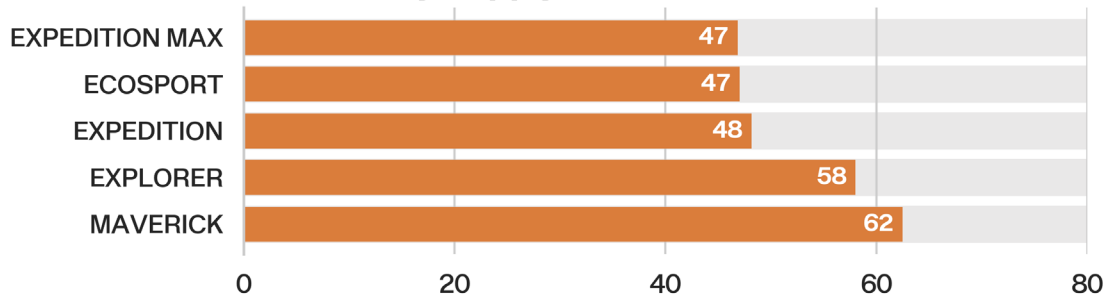
NC (MoM)
-6% Markdown
Price Reduction

-2% (MoM)
33% Sold
With Markdown

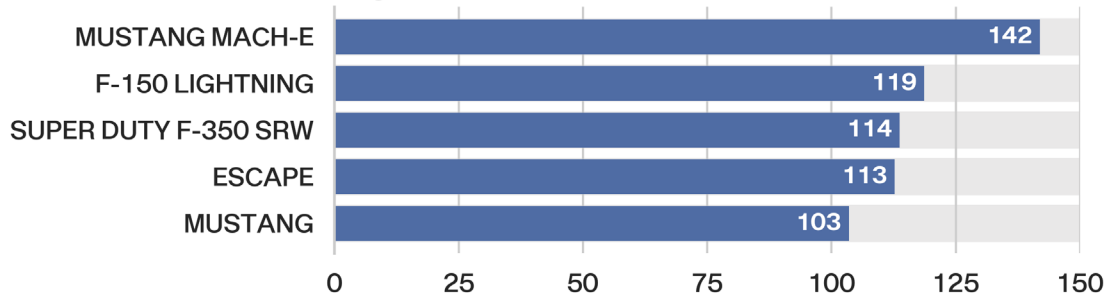
+2% (MoM)
-5% (YoY)
47% of Listings
Not Viewed

-14%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply



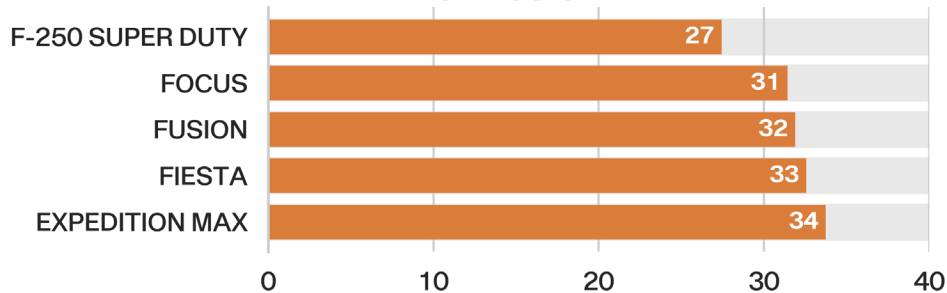


› Ford saw the largest increase in EV inventory list price, up 8% to \$32,906.

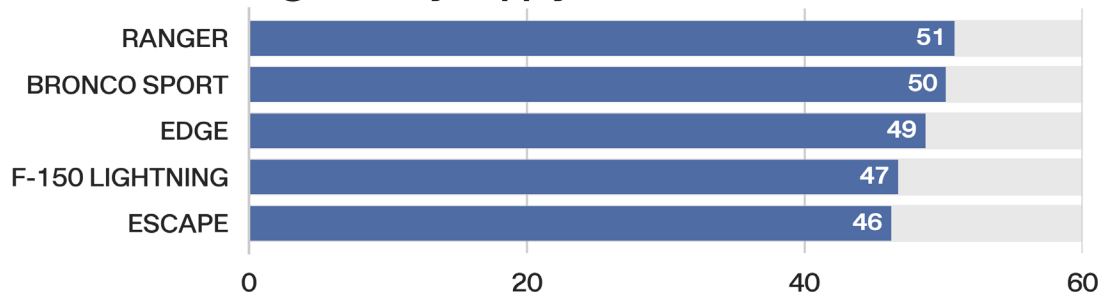
USED

-5% (MoM) Sales Volume Change	+2 Days (MoM) +1 Days (YoY) 45 Day Supply	+4% (MoM) +2% (YoY) 52% Aged Inventory Over 30 Days Ending 06/30/25	+2% (MoM) NC (YoY) 46% Aged Sales Over 30 Days as of 06/30/25	+4% (MoM) +2% (YoY) 50% Carryover Over 30 Days as of 06/01/25
NC (MoM) -1% (YoY) \$29,000 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 39% Sold With Markdown	+1% (MoM) -1% (YoY) 43% of Listings Not Viewed	-7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

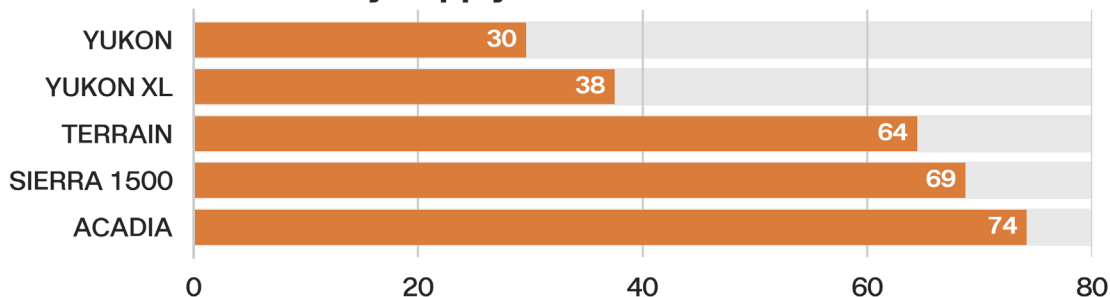


- While most GMC models saw a decline in sales MoM, the Terrain and Sierra EV sales saw growth, up 8% and 13% respectively.
- Most GMC models continue to see aging problems increase with the exception of the Yukon and Yukon XL. The Yukon is running on a tight day supply of 30 days with just 17% of inventory over 45 days on lot. Yukon XL

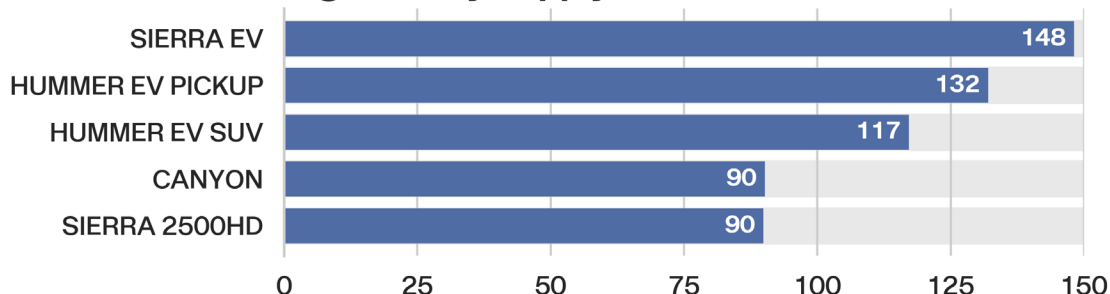
NEW

- 5% (MoM) Sales Volume Change	+2 Days (MoM) -2 Days (YoY) 71 Day Supply	+5% (MoM) +4% (YoY) 53% Aged Inventory Over 45 Days Ending 06/30/25	+2% (MoM) +2% (YoY) 46% Aged Sales Over 45 Days as of 06/30/25	+2% (MoM) +6% (YoY) 49% Carryover Over 45 Days as of 06/01/25
NC (MoM) NC (YoY) \$63,060 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 39% Sold With Markdown	-2% (MoM) -4% (YoY) 38% of Listings Not Viewed	-5% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



> All metrics move in line with the market.

USED

NC (MoM)
Sales Volume
Change

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

+5% (MoM)
+3% (YoY)
52% Aged Inventory
Over 30 Days Ending
06/30/25

+3% (MoM)
+1% (YoY)
48% Aged Sales
Over 30 Days as of
06/30/25

+4% (MoM)
NC (YoY)
49% Carryover
Over 30 Days as of
06/01/25

+3% (MoM)
+2% (YoY)
\$36,444 Price
Avg Last Listed

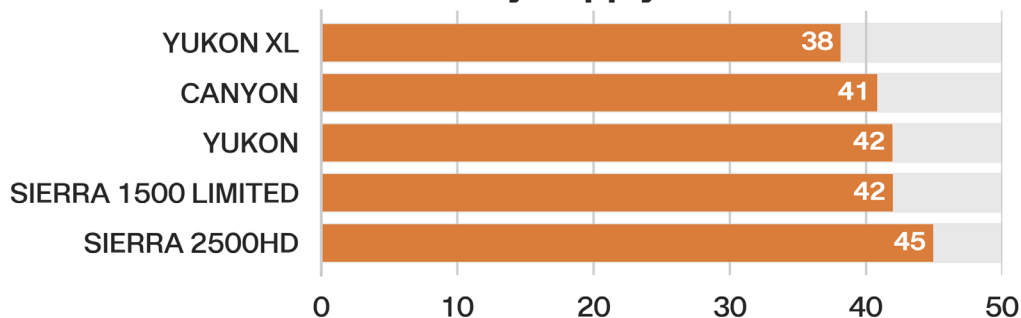
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
44% Sold
With Markdown

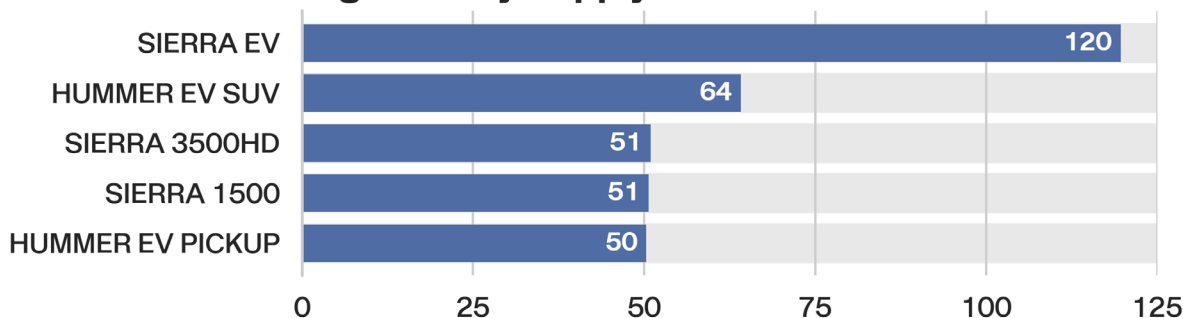
NC (MoM)
NC (YoY)
41% of Listings
Not Viewed

-6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- › The Prologue saw a much needed sales increase of 36% MoM after list price dropped 3% last month.
- › Civic sales continue to fall as consumer preference shift to the hatchback and hybrid models. The Civic made up 5% of Honda's June sales compared to over 13% last quarter.

NEW

-15% (MoM)
Sales Volume
Change

+1% (MoM)
+2% (YoY)
\$36,795 Price
Avg Last Listed

+4 Days (MoM)
+3 Days (YoY)
51 Day Supply

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

+8% (MoM)
+15% (YoY)
46% **Aged Inventory**
Over 45 Days Ending
06/30/25

+3% (MoM)
15% **Sold**
With Markdown

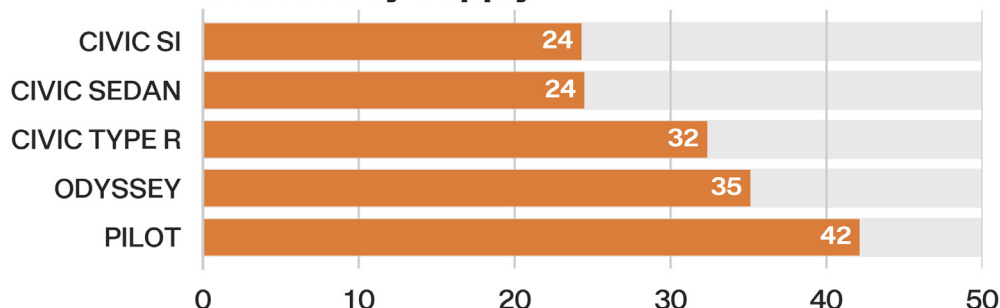
+7% (MoM)
+10% (YoY)
38% **Aged Sales**
Over 45 Days as of
06/30/25

+1% (MoM)
-7% (YoY)
44% of **Listings**
Not Viewed

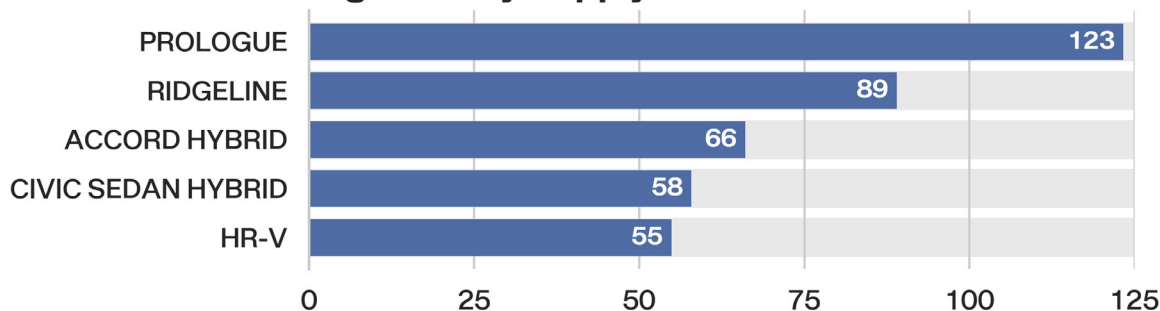
+1% (MoM)
+9% (YoY)
39% **Carryover**
Over 45 Days as of
06/01/25

-11%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply

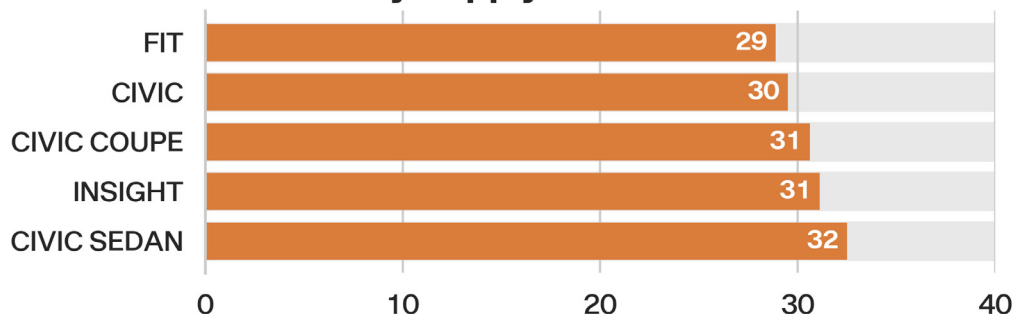


- › Honda saw the largest increase in EV sales, up 22% MoM with a market high decrease in inventory list price of 4%.
- › Honda also saw the largest increase in hybrid sales, up 9% MoM.

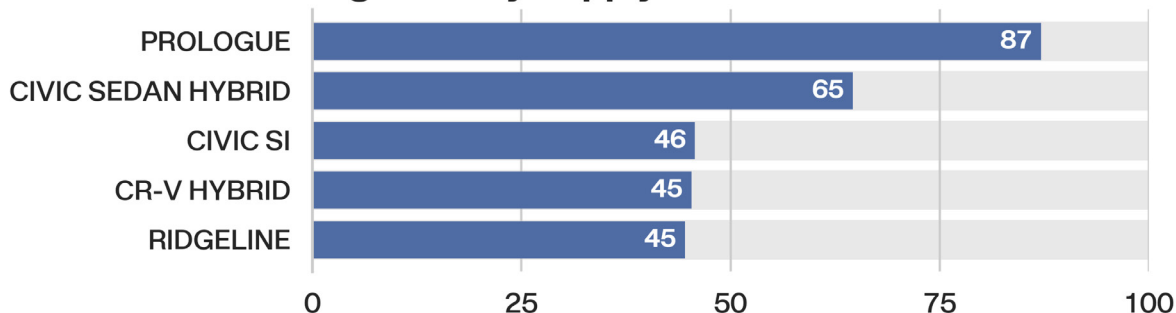
USED

-3% (MoM) Sales Volume Change	+2 Days (MoM) +3 Days (YoY) 36 Day Supply	+3% (MoM) +1% (YoY) 41% Aged Inventory Over 30 Days Ending 06/30/25	+2% (MoM) +1% (YoY) 39% Aged Sales Over 30 Days as of 06/30/25	+5% (MoM) +1% (YoY) 39% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +2% (YoY) \$24,998 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+3% (MoM) 44% Sold With Markdown	+1% (MoM) -3% (YoY) 39% of Listings Not Viewed	-9% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





HYUNDAI

June 2025

- › IONIQ 9 inventory started to ramp up, making up 1.3% of Hyundai's ending inventory with an average list price of \$38,690.
- › While most Hyundai models saw sales fall MoM, the Elantra Hybrid saw a 19% growth.

NEW

-7% (MoM)
Sales Volume
Change

+4 Days (MoM)
+18 Days (YoY)
97 Day Supply

+5% (MoM)
+14% (YoY)
64% Aged Inventory
Over 45 Days Ending
06/30/25

-1% (MoM)
+10% (YoY)
57% Aged Sales
Over 45 Days as of
06/30/25

+1% (MoM)
+13% (YoY)
61% Carryover
Over 45 Days as of
06/01/25

NC (MoM)
NC (YoY)
\$35,410 Price
Avg Last Listed

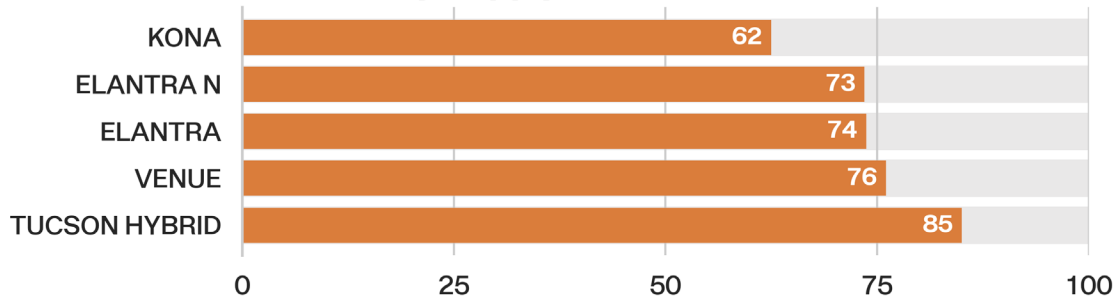
NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
41% Sold
With Markdown

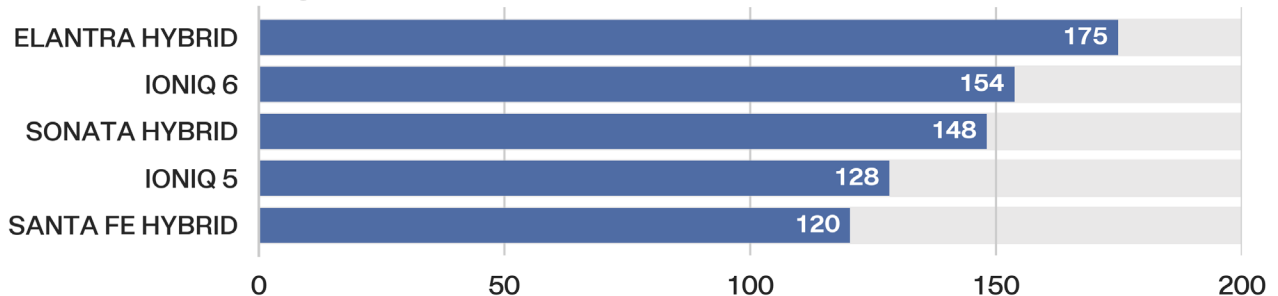
NC (MoM)
-2% (YoY)
47% of Listings
Not Viewed

-6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





HYUNDAI

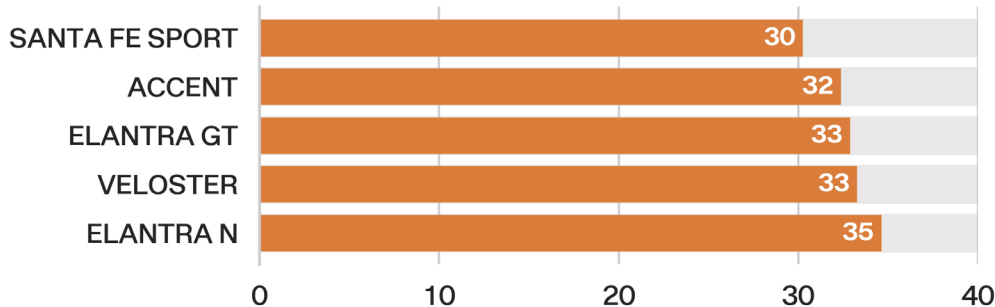
June 2025

> All metrics move in line with the market.

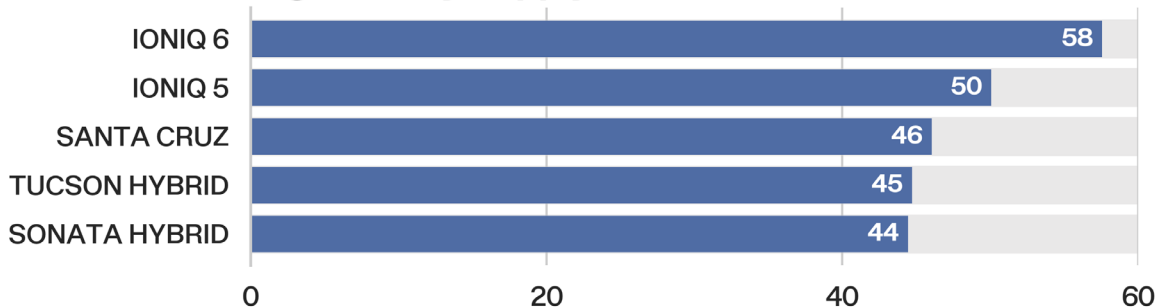
USED

-3% (MoM) Sales Volume Change	+1 Day (MoM) +1 Days (YoY) 40 Day Supply	+4% (MoM) NC (YoY) 47% Aged Inventory Over 30 Days Ending 06/30/25	+1% (MoM) -1% (YoY) 44% Aged Sales Over 30 Days as of 06/30/25	+4% (MoM) NC (YoY) 45% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +6% (YoY) \$21,231 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+3% (MoM) 46% Sold With Markdown	+1% (MoM) NC (YoY) 44% of Listings Not Viewed	-5% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



- › Infiniti continues to have the largest percent of aged inventory at 85%, up 5% MoM, 12% YoY.
- › The QX55 struggled the most with aging with 93% of units over the age of 45 days on lot with a very high 211 day supply, up 51 days from last month.

NEW

-17% (MoM)
Sales Volume
Change

-1 Days (MoM)
-6 Days (YoY)
102 Day Supply

+5% (MoM)
+12% (YoY)
85% Aged Inventory
Over 45 Days Ending
06/30/25

+5% (MoM)
+6% (YoY)
74% Aged Sales
Over 45 Days as of
06/30/25

+13% (MoM)
+13% (YoY)
81% Carryover
Over 45 Days as of
06/01/25

NC (MoM)
+5% (YoY)
\$61,080 Price
Avg Last Listed

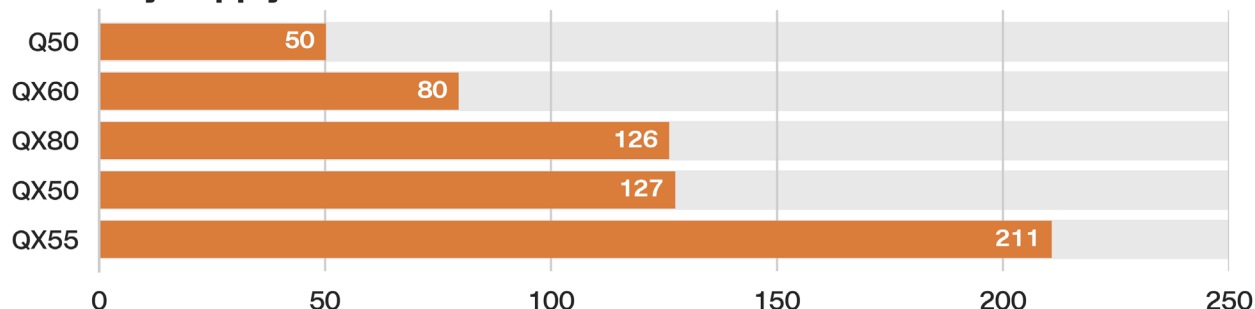
-1% (MoM)
-4% Markdown
Price Reduction

+5% (MoM)
37% Sold
With Markdown

-2% (MoM)
-14% (YoY)
50% of Listings
Not Viewed

NC (MoM)
Demand
Change

Day Supply

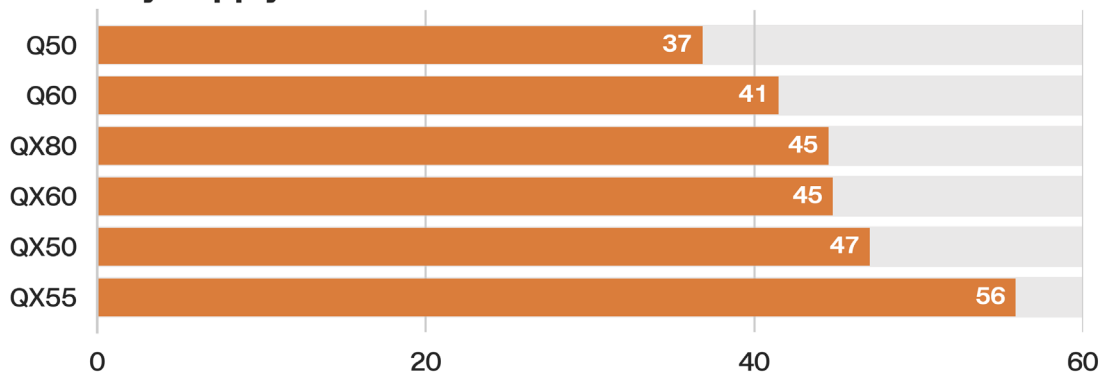


➤ The QX60 saw the largest increase in inventory list price YoY, up over 40% to \$39,974.

USED

-5% (MoM) Sales Volume Change	+1 Days (MoM) +1 Days (YoY) 44 Day Supply	+4% (MoM) +4% (YoY) 52% Aged Inventory Over 30 Days Ending 06/30/25	+3% (MoM) +1% (YoY) 46% Aged Sales Over 30 Days as of 06/30/25	+3% (MoM) NC (YoY) 49% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +2% (YoY) \$28,500 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 49% Sold With Markdown	+4% (MoM) -2% (YoY) 37% of Listings Not Viewed	-6% (MoM) Demand Change

Day Supply



- › The Compass saw a significant decrease in sales for a second month, down 20% MoM.
- › The Wrangler had a solid month, increasing sales by 8% while also reducing aged inventory by 9%.

NEW

-2% (MoM)
Sales Volume
Change

+3 Days (MoM)
-15 Days (YoY)
88 Day Supply

-2% (MoM)
-4% (YoY)
55% Aged Inventory
Over 45 Days Ending

+2% (MoM)
+7% (YoY)
60% Aged Sales
Over 45 Days as of
06/30/25

+1% (MoM)
-1% (YoY)
58% Carryover
Over 45 Days as of
06/01/25

NC (MoM)
-5% (YoY)
\$46,738 Price
Avg Last Listed

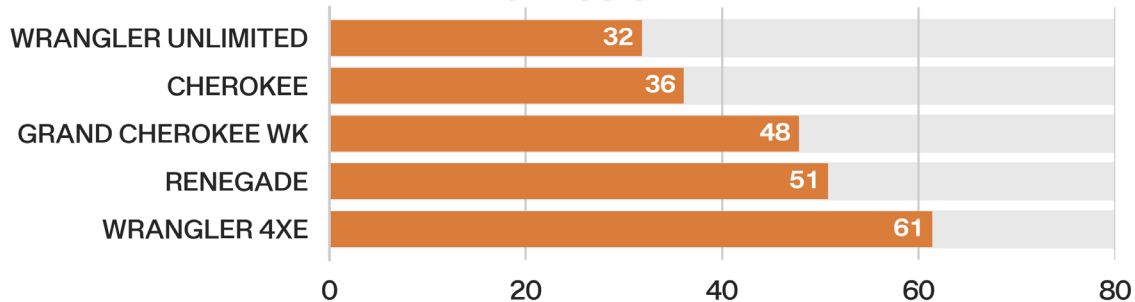
NC (MoM)
-5% Markdown
Price Reduction

-4% (MoM)
34% Sold
With Markdown

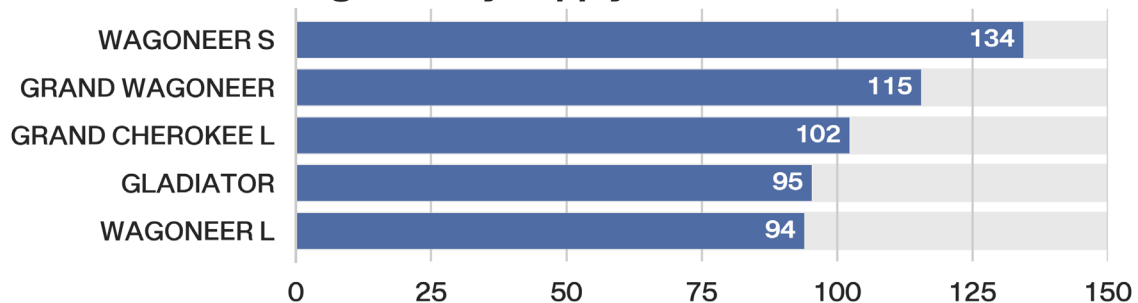
+4% (MoM)
-7% (YoY)
43% of Listings
Not Viewed

-6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

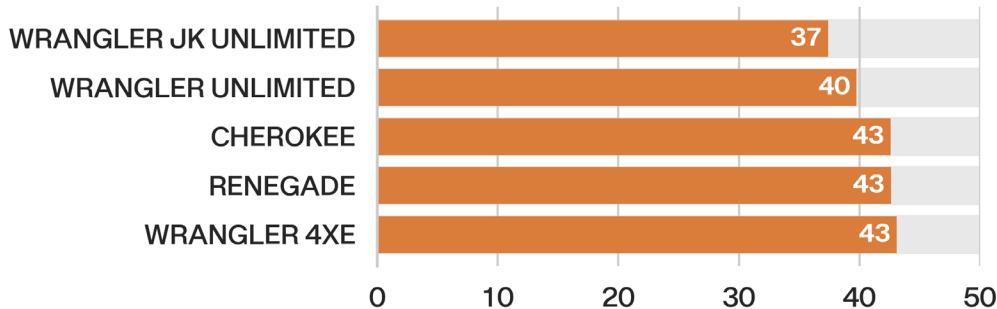


➤ Jeep had the highest increase in aged hybrid inventory, up 8% MoM to 50%.

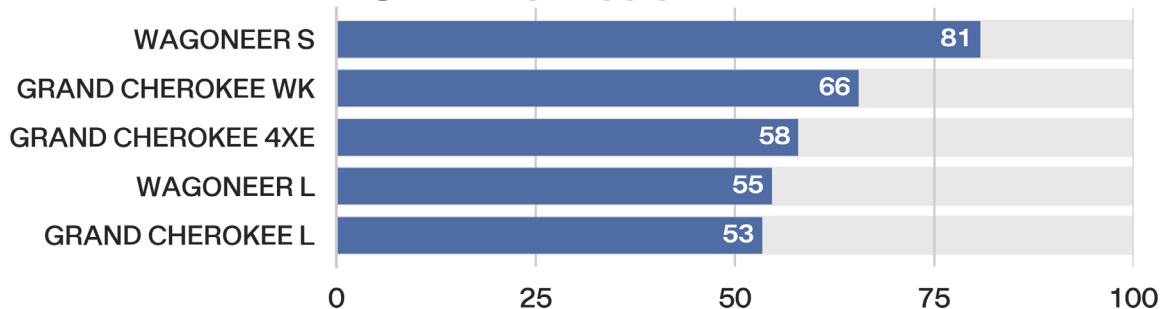
USED

-5% (MoM) Sales Volume Change	+2 Days (MoM) -1 Days (YoY) 46 Day Supply	+4% (MoM) -1% (YoY) 51% Aged Inventory Over 30 Days Ending 06/30/25	+1% (MoM) -1% (YoY) 50% Aged Sales Over 30 Days as of 06/30/25	+3% (MoM) NC (YoY) 50% Carryover Over 30 Days as of 06/01/25
NC (MoM) +1% (YoY) \$26,952 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 46% Sold With Markdown	+1% (MoM) NC (YoY) 38% of Listings Not Viewed	-7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- › Kia saw the largest increase in EV sales, up 58% MoM with EV6 and EV9 inventory replenished, increasing by 64%.
- › The K4 overtook the Telluride and Sportage to become the top selling Kia model in June, making up 16% of sales.

NEW

-8% (MoM)
Sales Volume
Change

+8 Days (MoM)
+15 Days (YoY)
70 Day Supply

+4% (MoM)
+7% (YoY)
49% Aged Inventory
Over 45 Days Ending
06/30/25

+2% (MoM)
+7% (YoY)
42% Aged Sales
Over 45 Days as of
06/30/25

-2% (MoM)
+5% (YoY)
46% Carryover
Over 45 Days as of
06/01/25

NC (MoM)
-2% (YoY)
\$33,890 Price
Avg Last Listed

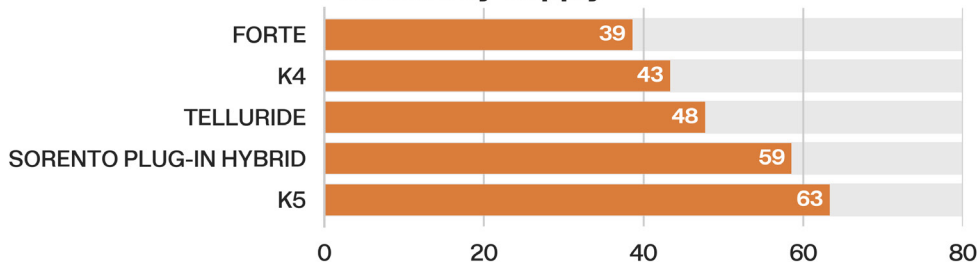
NC (MoM)
-3% Markdown
Price Reduction

+2% (MoM)
28% Sold
With Markdown

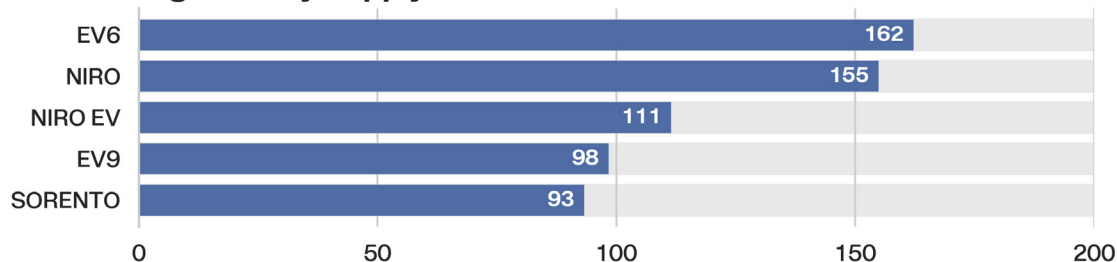
+1% (MoM)
+1% (YoY)
47% of Listings
Not Viewed

-14%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply





➤ Kia had the largest increased EV inventory list price, up 6% MoM to \$26,490.

USED

-1% (MoM)
Sales Volume
Change

+1% (MoM)
+3% (YoY)
\$20,537 Price
Avg Last Listed

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

NC (MoM)
-5% Markdown
Price Reduction

+4% (MoM)
-1% (YoY)
46% Aged Inventory
Over 30 Days Ending
06/30/25

+2% (MoM)
43% Sold
With Markdown

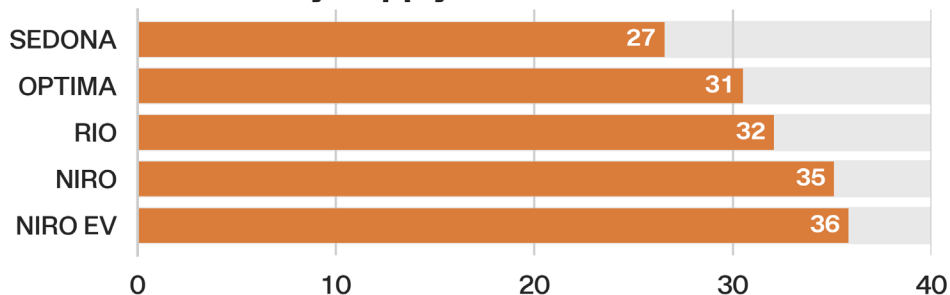
+2% (MoM)
NC (YoY)
45% Aged Sales
Over 30 Days as of
06/30/25

+1% (MoM)
-2% (YoY)
39% of Listings
Not Viewed

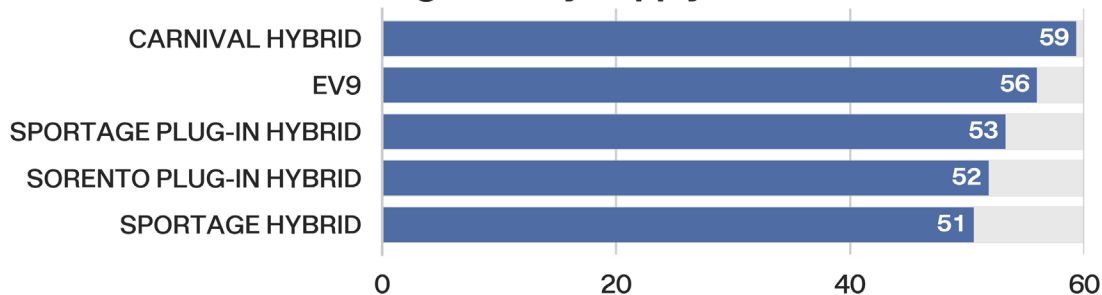
+5% (MoM)
-1% (YoY)
44% Carryover
Over 30 Days as of
06/01/25

-6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- › Land Rover had the largest increase in aged sold unit YoY, up 23% to 56%.
- › Land Rover had the largest increase in last listed price of sold hybrid units, up 7% to \$115,565.

NEW

-6% (MoM)
Sales Volume
Change

+5 Days (MoM)
+27 Days (YoY)
97 Day Supply

+3% (MoM)
+17% (YoY)
65% Aged Inventory
Over 45 Days Ending
06/30/25

+1% (MoM)
+23% (YoY)
56% Aged Sales
Over 45 Days as of
06/30/25

+3% (MoM)
+15% (YoY)
63% Carryover
Over 45 Days as of
06/01/25

NC (MoM)
+4% (YoY)
\$95,220 Price
Avg Last Listed

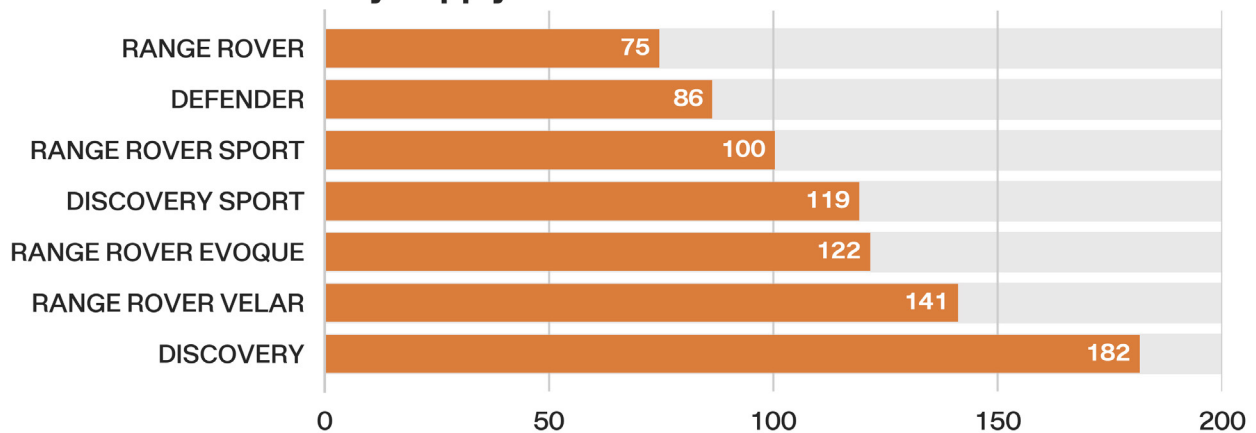
+1% (MoM)
-2% Markdown
Price Reduction

+1% (MoM)
9% Sold
With Markdown

+5% (MoM)
+2% (YoY)
45% of Listings
Not Viewed

-6% (MoM)
Demand
Change

Day Supply



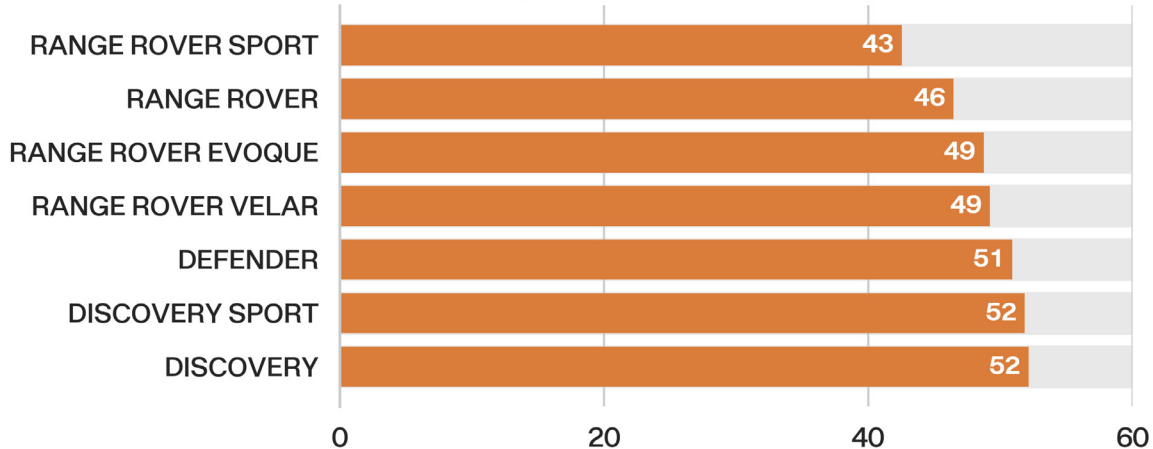


- › Land Rover had the largest decrease in sales MoM of 8% coming off the largest increase in May.
- › Land Rover was the only brand to see aged inventory decrease MoM, down 1%.

USED

-8% (MoM) Sales Volume Change	+3 Days (MoM) -5 Days (YoY) 48 Day Supply	-1% (MoM) -2% (YoY) 51% Aged Inventory Over 30 Days Ending 06/30/25	NC (MoM) -2% (YoY) 47% Aged Sales Over 30 Days as of 06/30/25	+4% (MoM) +4% (YoY) 54% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +2% (YoY) \$43,999 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 48% Sold With Markdown	NC (MoM) -1% (YoY) 41% of Listings Not Viewed	-10% (MoM) Demand

Day Supply

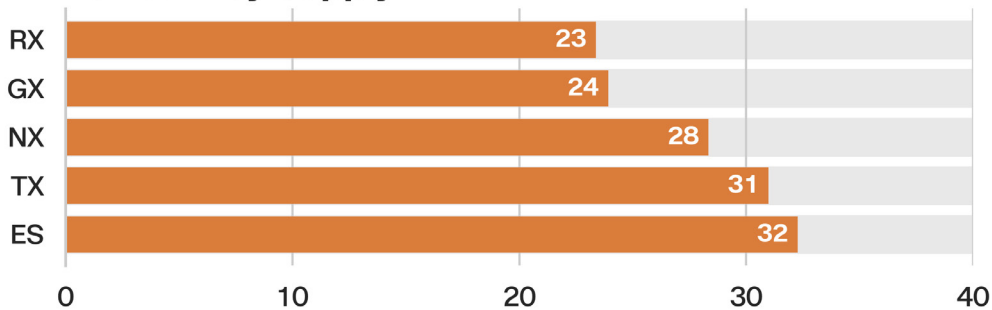


› The RZ saw the largest drop in inventory list price MoM, down 3% to \$51,613 and was the only Lexus model to see sales growth in June MoM.

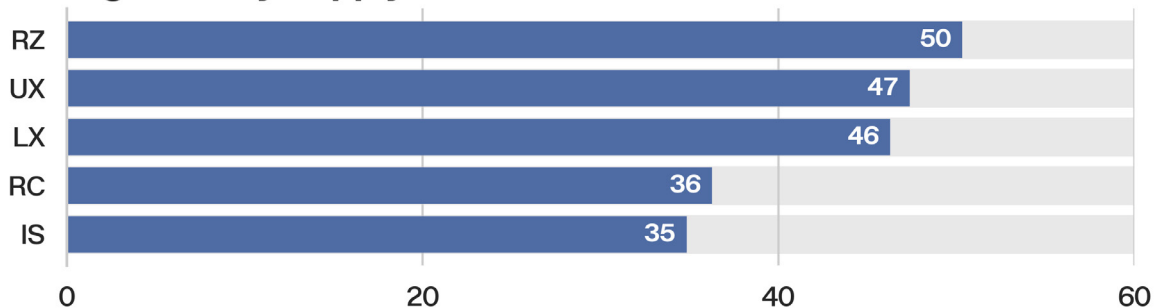
NEW

-12% (MoM) Sales Volume Change	+1 Days (MoM) -7 Days (YoY) 29 Day Supply	+9% (MoM) -11% (YoY) 24% Aged Inventory Over 45 Days Ending 06/30/25	+3% (MoM) -13% (YoY) 14% Aged Sales Over 45 Days as of 06/30/25	+2% (MoM) -18% (YoY) 16% Carryover Over 45 Days as of 06/01/25
-1% (MoM) -3% (YoY) \$58,135 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	+2% (MoM) 9% Sold With Markdown	+6% (MoM) NC (YoY) 50% of Listings Not Viewed	-7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

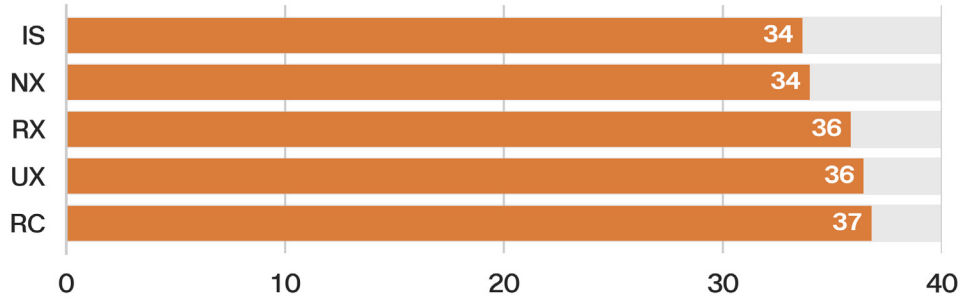


- › Lexus had the largest increase in EV and hybrid inventory, up 27% and 15% MoM respectively.
- › Lexus continues to have the lowest aged hybrid inventory at 34%, up 2% MoM.

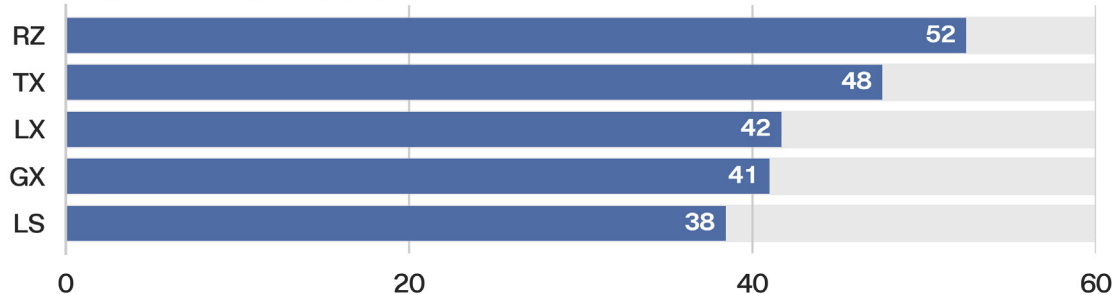
USED

-7% (MoM) Sales Volume Change	+3 Days (MoM) +2 Days (YoY) 36 Day Supply	+3% (MoM) +1% (YoY) 40% Aged Inventory Over 30 Days Ending 06/30/25	+1% (MoM) NC (YoY) 39% Aged Sales Over 30 Days as of 06/30/25	+3% (MoM) NC (YoY) 39% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +7% (YoY) \$39,990 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+1% (MoM) 43% Sold With Markdown	NC (MoM) NC (YoY) 36% of Listings Not Viewed	-11% (MoM) Demand

Lowest Day Supply



Highest Day Supply

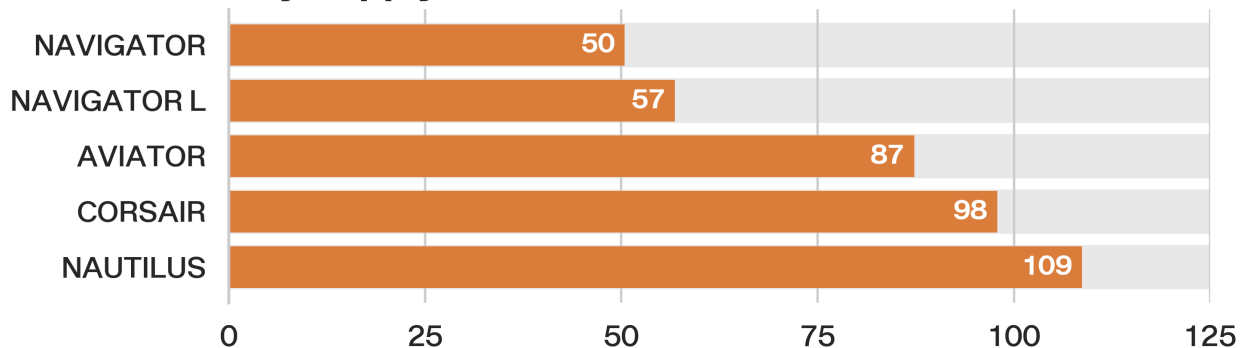




- > Lincoln saw a market high decrease in day supply YoY of 46 days down to 91 days, up 12 days from the prior month.
- > Lincoln ended the month with the highest percent of inventory with a markdown at 46%.

NEW

-22% (MoM) Sales Volume Change	+12 Days (MoM) -46 Days (YoY) 91 Day Supply	+3% (MoM) +2% (YoY) 67% Aged Inventory Over 45 Days Ending 06/30/25	+2% (MoM) -4% (YoY) 68% Aged Sales Over 45 Days as of 06/30/25	-3% (MoM) NC (YoY) 66% Carryover Over 45 Days as of 06/01/25
-1% (MoM) +2% (YoY) \$61,945 Price Avg Last Listed	NC (MoM) -9% Markdown Price Reduction	-4% (MoM) 46% Sold With Markdown	-3% (MoM) -17% (YoY) 41% of Listings Not Viewed	-16% (MoM) Demand

Day Supply



> Lincoln had the largest decrease in hybrid sales, down 18% MoM.

USED

-7% (MoM)
Sales Volume
Change

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

+4% (MoM)
-2% (YoY)
51% Aged Inventory
Over 30 Days Ending
06/30/25

+2% (MoM)
-5% (YoY)
46% Aged Sales
Over 30 Days as of
06/30/25

+4% (MoM)
-2% (YoY)
49% Carryover
Over 30 Days as of
06/01/25

+2% (MoM)
+7% (YoY)
\$32,900 Price
Avg Last Listed

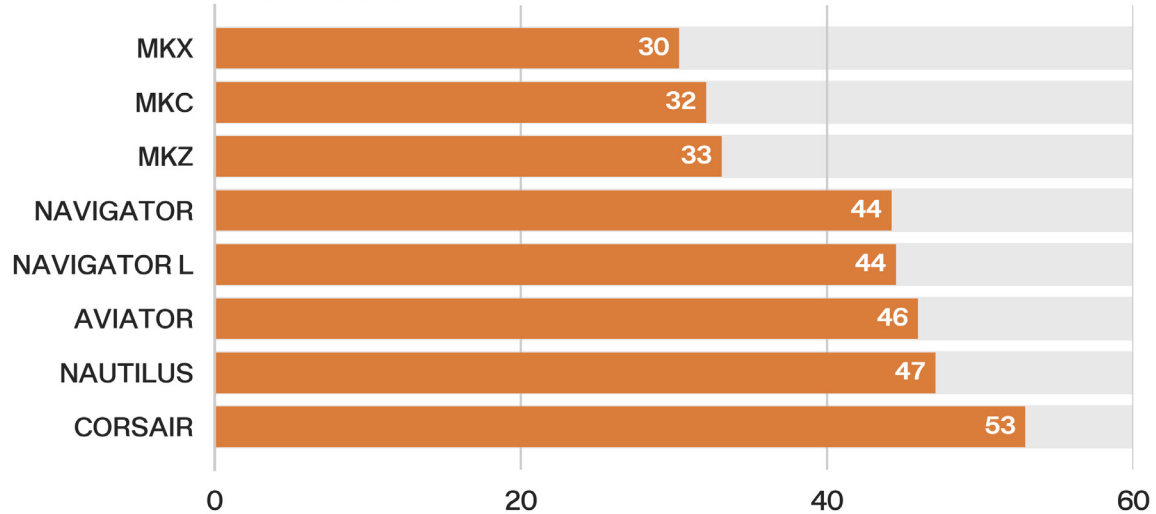
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
45% Sold
With Markdown

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

-8% (MoM)
Demand
Change

Day Supply

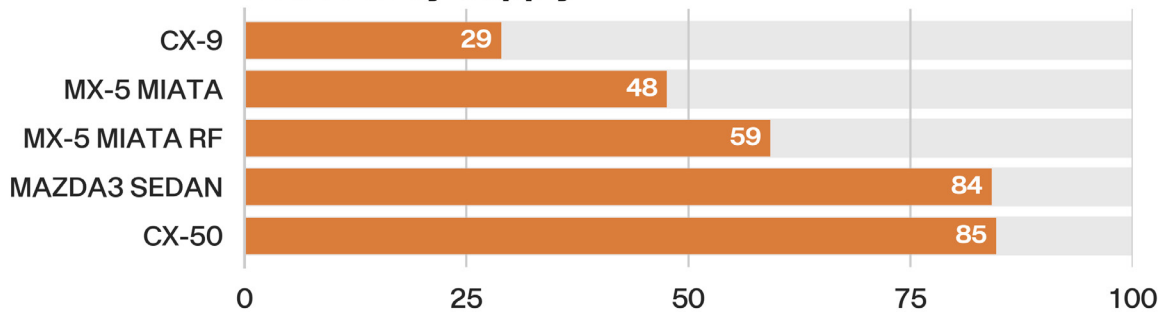


- Mazda had the largest increase in ending inventory MoM, up 17%, more than double of the next closest brand.
- Mazda saw the largest increase in day supply YoY of 32 days to 101 days, up 17 days MoM.

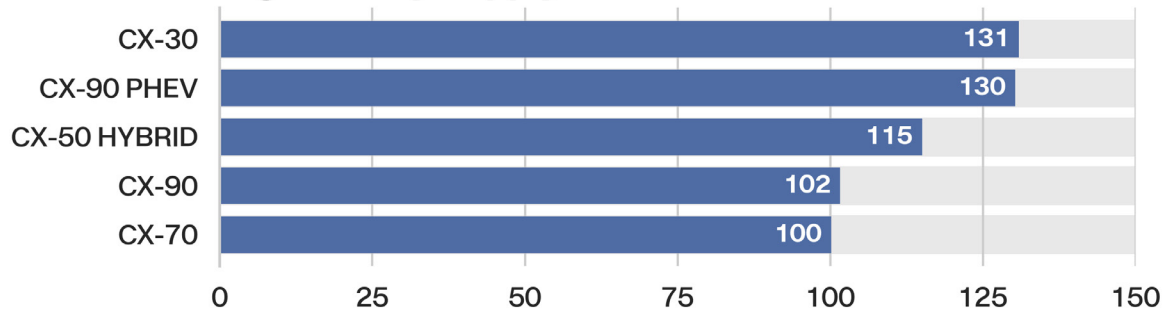
NEW

-7% (MoM) Sales Volume Change	+17 Days (MoM) +32 Days (YoY) 101 Day Supply	-1% (MoM) -4% (YoY) 50% Aged Inventory Over 45 Days Ending 06/30/25	+4% (MoM) +5% (YoY) 51% Aged Sales Over 45 Days as of 06/30/25	+1% (MoM) NC (YoY) 52% Carryover Over 45 Days as of 06/01/25
NC (MoM) +6% (YoY) \$34,600 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	+8% (MoM) 30% Sold With Markdown	+1% (MoM) -3% (YoY) 55% of Listings Not Viewed	-19% (MoM) Demand

Lowest Day Supply



Highest Day Supply





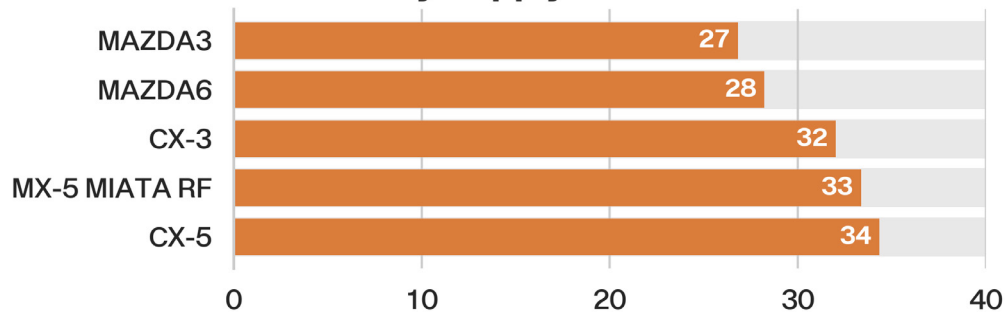
➤ The CX-90 PHEV saw the largest increase in days supply, up 20 days MoM to 74 days, a 5 day increase YoY.

The CX-70 saw the largest increase in aged sold units, up 26% to 70%.

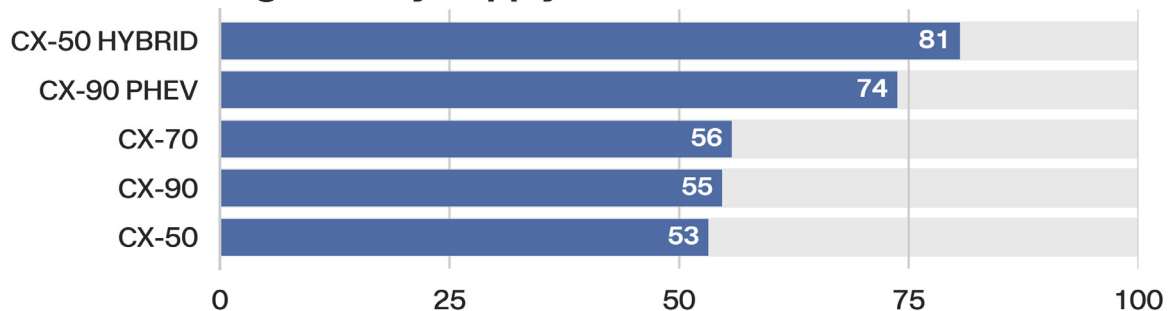
USED

-5% (MoM) Sales Volume Change	+2 Days (MoM) -1 Days (YoY) 39 Day Supply	+4% (MoM) NC (YoY) 44% Aged Inventory Over 30 Days Ending 06/30/25	+2% (MoM) NC (YoY) 44% Aged Sales Over 30 Days as of 06/30/25	+4% (MoM) NC (YoY) 42% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +4% (YoY) \$24,530 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+3% (MoM) 45% Sold With Markdown	NC (MoM) -6% (YoY) 35% of Listings Not Viewed	-7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



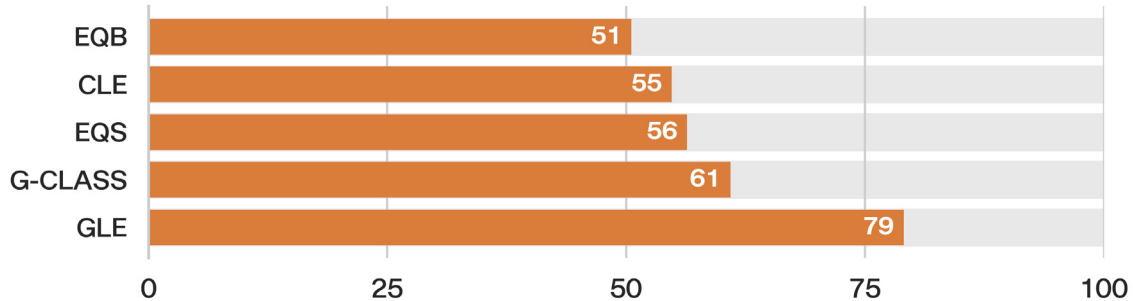


- Mercedes had the largest decrease in sold EV units last listed price of 18% MoM.
- The EQS had the largest decrease in inventory not seen daily MoM, down 17% to 21%.

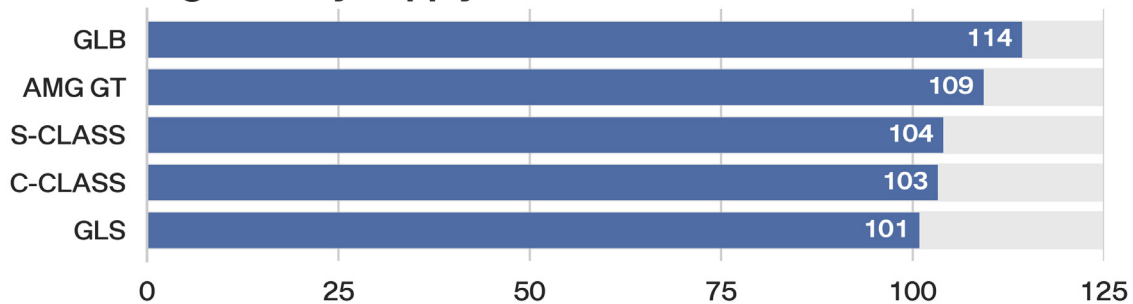
NEW

-11% (MoM) Sales Volume Change	+4 Days (MoM) -30 Days (YoY) 92 Day Supply	+10% (MoM) +16% (YoY) 72% Aged Inventory Over 45 Days Ending 06/30/25	+5% (MoM) +14% (YoY) 54% Aged Sales Over 45 Days as of 06/30/25	+4% (MoM) +12% (YoY) 63% Carryover Over 45 Days as of 06/01/25
-1% (MoM) -2% (YoY) \$69,510 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+1% (MoM) 7% Sold With Markdown	-4% (MoM) NC (YoY) 50% of Listings Not Viewed	-9% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



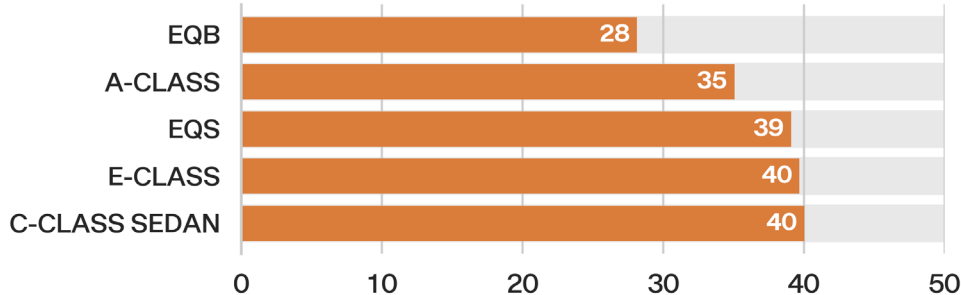


- › The EQB had the largest decrease in inventory list price MoM, down 7% to \$38,998.
- › The EQE had the largest decrease in last listed price of sold units, down 11% MoM to \$47,995.

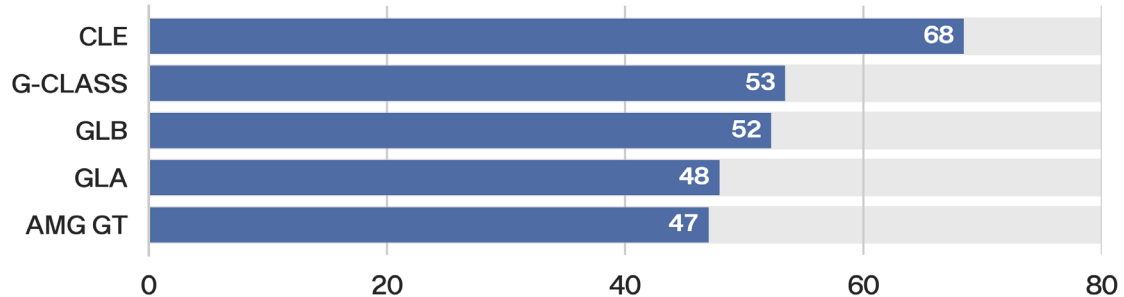
USED

-2% (MoM) Sales Volume Change	NC Days (MoM) -5 Days (YoY) 45 Day Supply	+3% (MoM) -2% (YoY) 51% Aged Inventory Over 30 Days Ending 06/30/25	+2% (MoM) -1% (YoY) 47% Aged Sales Over 30 Days as of 06/30/25	+2% (MoM) +1% (YoY) 51% Carryover Over 30 Days as of 06/01/25
+1% (MoM) +2% (YoY) \$38,188 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 41% Sold With Markdown	NC (MoM) -4% (YoY) 34% of Listings Not Viewed	-4% (MoM) Demand Change

Lowest Day Supply



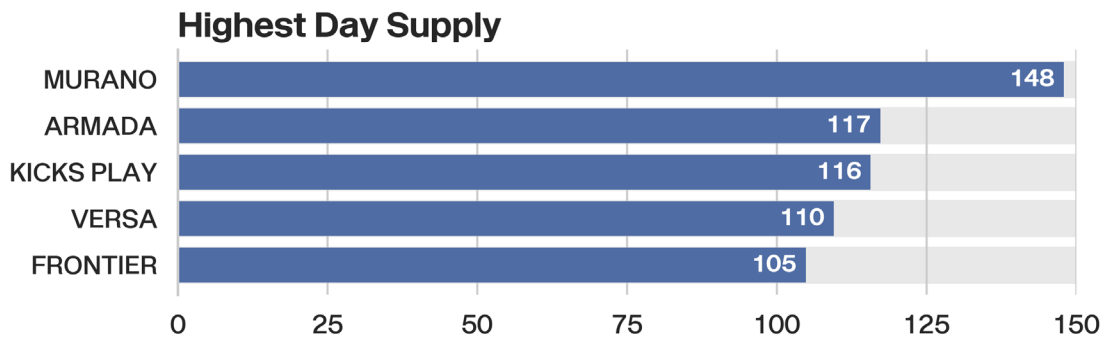
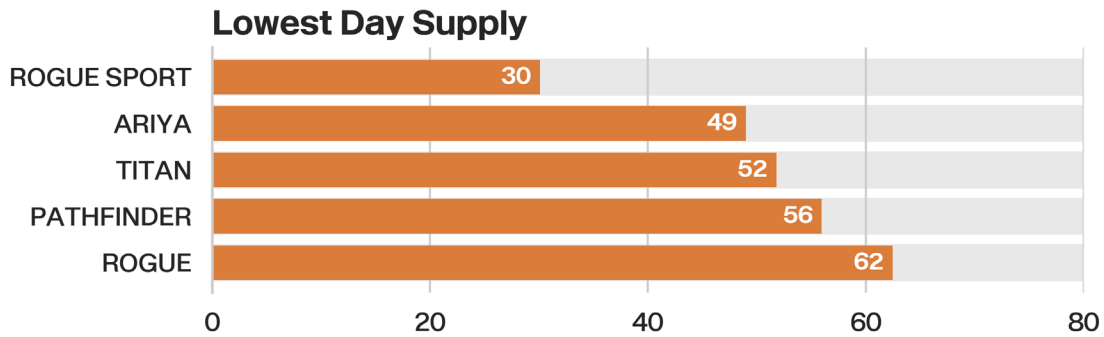
Highest Day Supply



- › Nissan had the largest drop in EV markdown magnitude MoM of 8% down to 7%.
- › The Rogue had a strong month, making up 30% of Nissan's June sales, up 5% from the previous month.

NEW

- 1% (MoM) Sales Volume Change	- 1 Days (MoM) - 21 Days (YoY) 82 Day Supply	+ 3% (MoM) NC (YoY) 61% Aged Inventory Over 45 Days Ending 06/30/25	- 4% (MoM) - 11% (YoY) 55% Aged Sales Over 45 Days as of 06/30/25	- 4% (MoM) - 2% (YoY) 58% Carryover Over 45 Days as of 06/01/25
+ 1% (MoM) + 6% (YoY) \$33,650 Price Avg Last Listed	NC (MoM) - 4% Markdown Price Reduction	NC (MoM) 36% Sold With Markdown	+ 2% (MoM) - 5% (YoY) 57% of Listings Not Viewed	- 3% (MoM) Demand Change

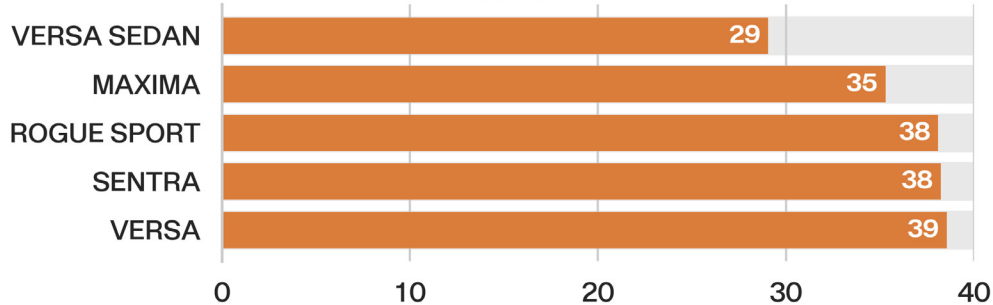


> All metrics move in line with the market.

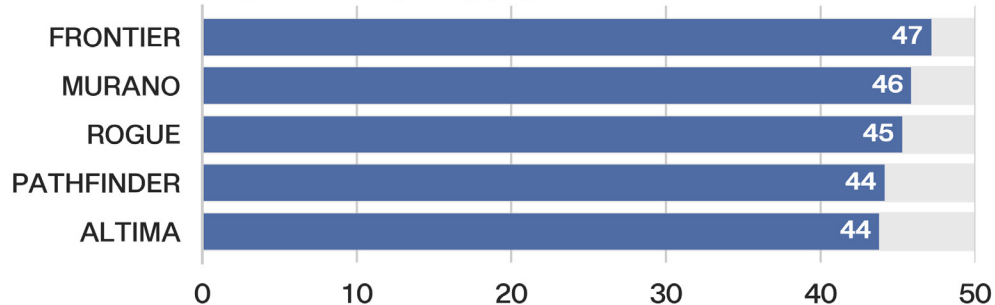
USED

-4% (MoM) Sales Volume Change	+2 Days (MoM) +3 Days (YoY) 43 Day Supply	+5% (MoM) +1% (YoY) 49% Aged Inventory Over 30 Days Ending 06/30/25	NC (MoM) +1% (YoY) 45% Aged Sales Over 30 Days as of 06/30/25	+2% (MoM) NC (YoY) 46% Carryover Over 30 Days as of 06/01/25
NC (MoM) -4% (YoY) \$19,999 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 44% Sold With Markdown	+3% (MoM) +2% (YoY) 47% of Listings Not Viewed	-8% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



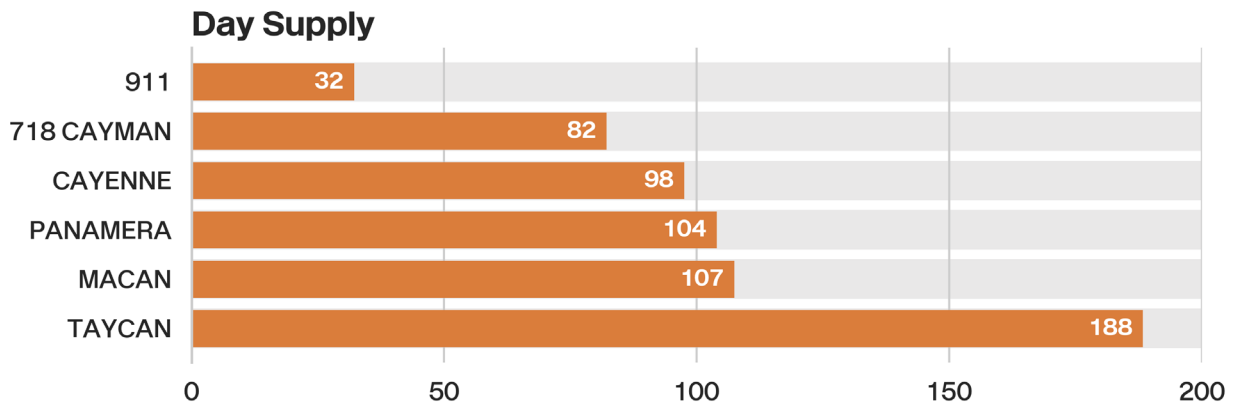


PORSCHE

- › Porsche had the largest increase in aged inventory YoY, up 23% to 70%.
- › Porsche saw the largest decrease in MoM in percent of inventory not seen daily, down 5% to 43%

NEW

-2% (MoM) Sales Volume Change	-1 Days (MoM) +17 Days (YoY) 99 Day Supply	+9% (MoM) +23% (YoY) 70% Aged Inventory Over 45 Days Ending 06/30/25	+5% (MoM) +21% (YoY) 62% Aged Sales Over 45 Days as of 06/30/25	+5% (MoM) +21% (YoY) 65% Carryover Over 45 Days as of 06/01/25
-3% (MoM) +3% (YoY) \$103,995 Price Avg Last Listed	+2% (MoM) -5% Markdown Price Reduction	-1% (MoM) 4% Sold With Markdown	-5% (MoM) NC (YoY) 43% of Listings Not Viewed	-3% (MoM) Demand Change



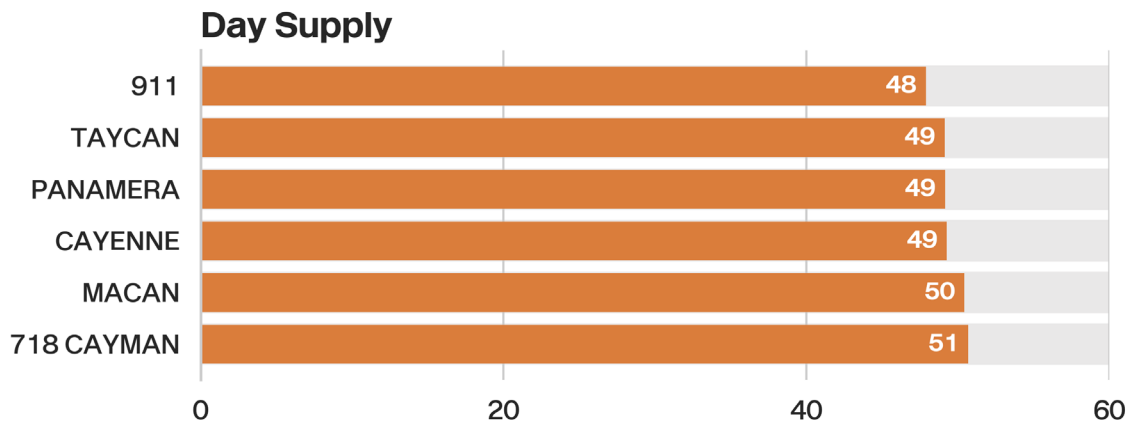


PORSCHE

- Porsche had the largest decrease in aged EV inventory, down 3% to 54%.
- Porsche had the largest increase in hybrid units sold with a markdown, up 12% to 51%.

USED

-1% (MoM) Sales Volume Change	-1 Days (MoM) -3 Days (YoY) 49 Day Supply	+1% (MoM) +1% (YoY) 55% Aged Inventory Over 30 Days Ending 06/30/25	+1% (MoM) +3% (YoY) 51% Aged Sales Over 30 Days as of 06/30/25	+3% (MoM) +5% (YoY) 56% Carryover Over 30 Days as of 06/01/25
+2% (MoM) +2% (YoY) \$66,990 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+1% (MoM) 42% Sold With Markdown	+1% (MoM) -11% (YoY) 35% of Listings Not Viewed	NC (MoM) Demand Change





RAM

June 2025

- › Sales of the 1500 fell by 9% while the 2500 grew by 15%.
- › Sales growth of the 2500 resulted in it making up 27% of RAM's June sales, 4% compared to the prior month and the highest for the quarter.

NEW

-3% (MoM)
Sales Volume
Change

+7 Days (MoM)
-24 Days (YoY)
93 Day Supply

+7% (MoM)
-8% (YoY)
55% Aged Inventory
Over 45 Days Ending
06/30/25

+9% (MoM)
-10% (YoY)
53% Aged Sales
Over 45 Days as of
06/30/25

+4% (MoM)
-10% (YoY)
50% Carryover
Over 45 Days as of
06/01/25

+2% (MoM)
NC (YoY)
\$60,633 Price
Avg Last Listed

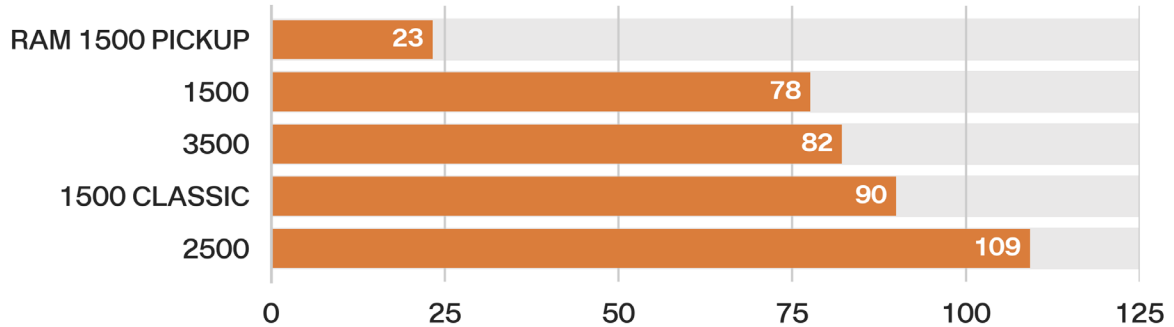
NC (MoM)
-6% Markdown
Price Reduction

-5% (MoM)
32% Sold
With Markdown

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

-11%
(MoM)
Demand

Day Supply





RAM

June 2025

> The 2500 saw the largest increase in ending inventory, up 63% MoM.

USED

-5% (MoM)
Sales Volume
Change

+2 Days (MoM)
+3 Days (YoY)
45 Day Supply

+3% (MoM)
+3% (YoY)
51% Aged Inventory
Over 30 Days Ending
06/30/25

+1% (MoM)
+1% (YoY)
47% Aged Sales
Over 30 Days as of
06/30/25

+3% (MoM)
+2% (YoY)
50% Carryover
Over 30 Days as of
06/01/25

NC (MoM)
-1% (YoY)
\$34,824 Price
Avg Last Listed

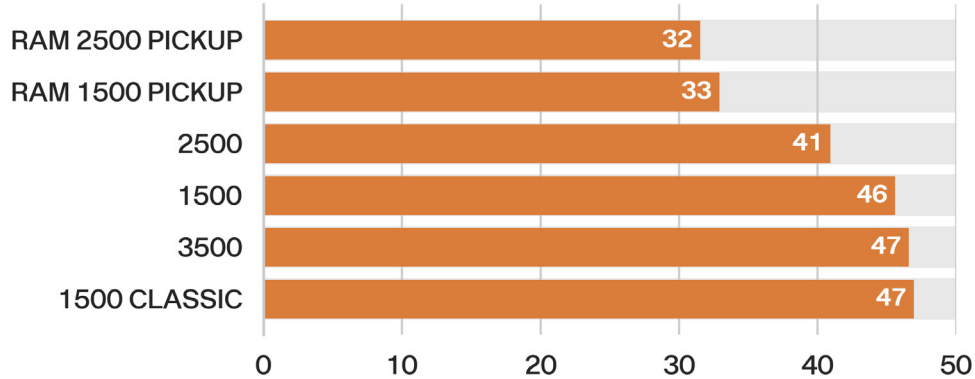
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
41% Sold
With Markdown

NC (MoM)
+1% (YoY)
36% of Listings
Not Viewed

-7% (MoM)
Demand
Change

Day Supply





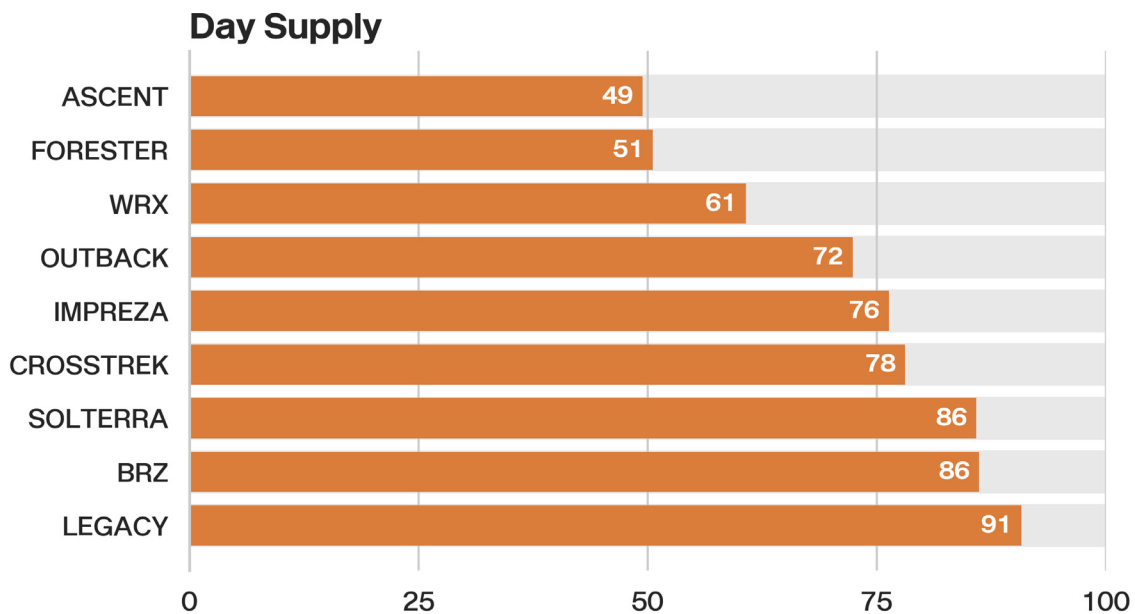
SUBARU

June 2025

- > The WRX saw the largest increase in inventory list price, up 4% to \$40,921.
- > The Crosstrek took over the Forester as the number one seller for the month making up 34% of sales.

NEW

-7% (MoM) Sales Volume Change	+9 Days (MoM) +9 Days (YoY) 69 Day Supply	+8% (MoM) +1% (YoY) 40% Aged Inventory Over 45 Days Ending 06/30/25	+3% (MoM) -2% (YoY) 44% Aged Sales Over 45 Days as of 06/30/25	-8% (MoM) -6% (YoY) 33% Carryover Over 45 Days as of 06/01/25
NC (MoM) +1% (YoY) \$35,752 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+7% (MoM) 32% Sold With Markdown	+2% (MoM) +3% (YoY) 43% of Listings Not Viewed	-18% (MoM) Demand





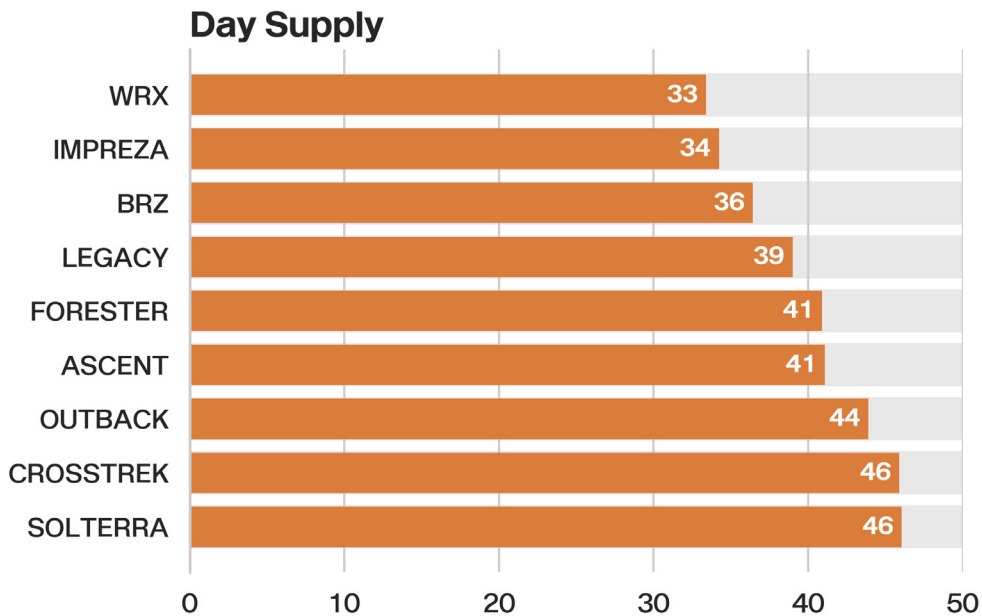
SUBARU

June 2025

> All metrics move in line with the market.

USED

-3% (MoM) Sales Volume Change	+3 Days (MoM) +4 Days (YoY) 42 Day Supply	+3% (MoM) NC (YoY) 45% Aged Inventory Over 30 Days Ending 06/30/25	+3% (MoM) NC (YoY) 43% Aged Sales Over 30 Days as of 06/30/25	+7% (MoM) NC (YoY) 44% Carryover Over 30 Days as of 06/01/25
NC (MoM) NC (YoY) \$24,998 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+4% (MoM) 46% Sold With Markdown	+1% (MoM) +2% (YoY) 43% of Listings Not Viewed	-9% (MoM) Demand Change





TOYOTA

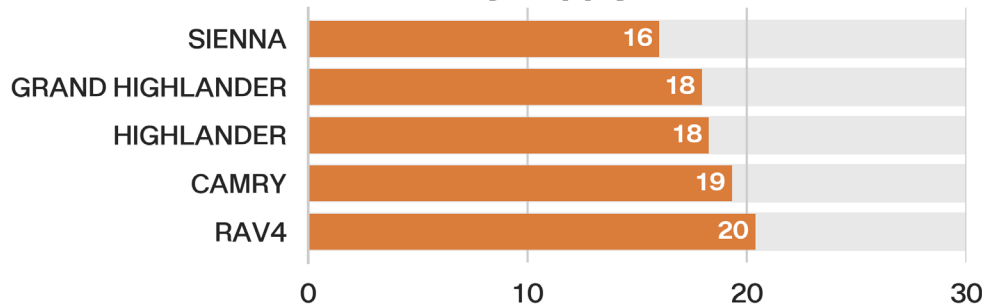
June 2025

- › Toyota had the largest decrease in ending inventory MoM, down 26%, down by a market high of 30% for hybrids.
- › Day supply dropped another 3 days MoM to a very constrained 27 days.

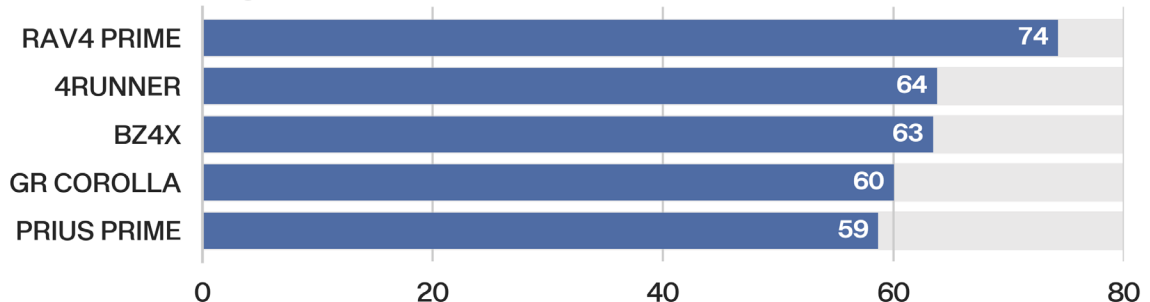
NEW

-7% (MoM) Sales Volume Change	-3 Days (MoM) -1 Days (YoY) 27 Day Supply	+8% (MoM) +5% (YoY) 23% Aged Inventory Over 45 Days Ending 06/30/25	NC (MoM) -1% (YoY) 14% Aged Sales Over 45 Days as of 06/30/25	-2% (MoM) -3% (YoY) 16% Carryover Over 45 Days as of 06/01/25
-3% (MoM) -5% (YoY) \$39,509 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	NC (MoM) 13% Sold With Markdown	-3% (MoM) -7% (YoY) 41% of Listings Not Viewed	+7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





TOYOTA

June 2025

› Toyota had the largest increase in day supply YoY, up 6 days to 39 days.

USED

-5% (MoM)
Sales Volume
Change

+2 Day (MoM)
+6 Days (YoY)
39 Day Supply

+4% (MoM)
+5% (YoY)
45% Aged Inventory
Over 30 Days Ending
06/30/25

+2% (MoM)
+5% (YoY)
43% Aged Sales
Over 30 Days as of
06/30/25

+4% (MoM)
+4% (YoY)
43% Carryover
Over 30 Days as of
06/01/25

+1% (MoM)
NC (YoY)
\$28,900 Price
Avg Last Listed

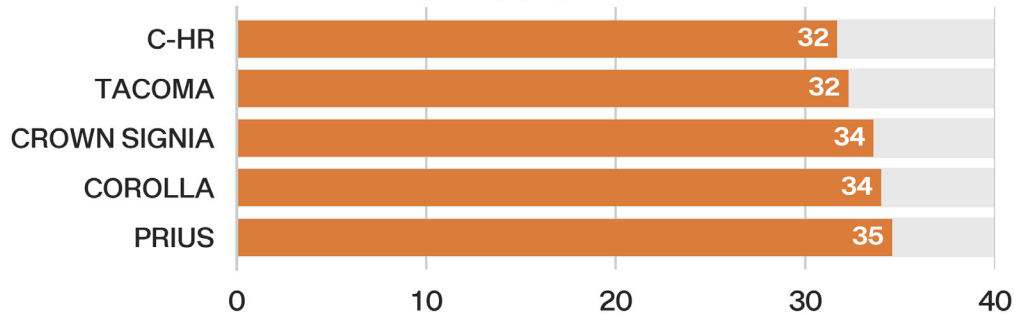
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
47% Sold
With Markdown

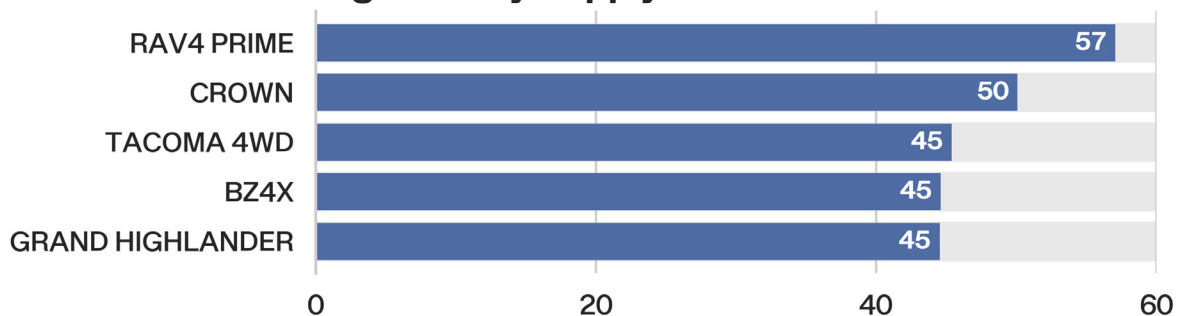
+1% (MoM)
-3% (YoY)
37% of Listings
Not Viewed

-9% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- › Volkswagen had the largest drop in inventory list price MoM, down 4% to \$40,827. However, they saw the largest increase YoY of 20%.
- › Volkswagen saw the largest drop in aged sold units, down 13% to 45%.
- › Volkswagen had the largest drop in units sold with a markdown, down 11% MoM to 27%.
- › Volkswagen had the largest correction to EV day supply MoM, down 70 days to 201 days as sales for the ID.

NEW

+8% (MoM)
Sales Volume
Change

NC Days (MoM)
+4 Days (YoY)
90 Day Supply

NC (MoM)
+4% (YoY)
56% Aged Inventory
Over 45 Days Ending
06/30/25

-13% (MoM)
-7% (YoY)
45% Aged Sales
Over 45 Days as of
06/30/25

-3% (MoM)
+10% (YoY)
56% Carryover
Over 45 Days as of
06/01/25

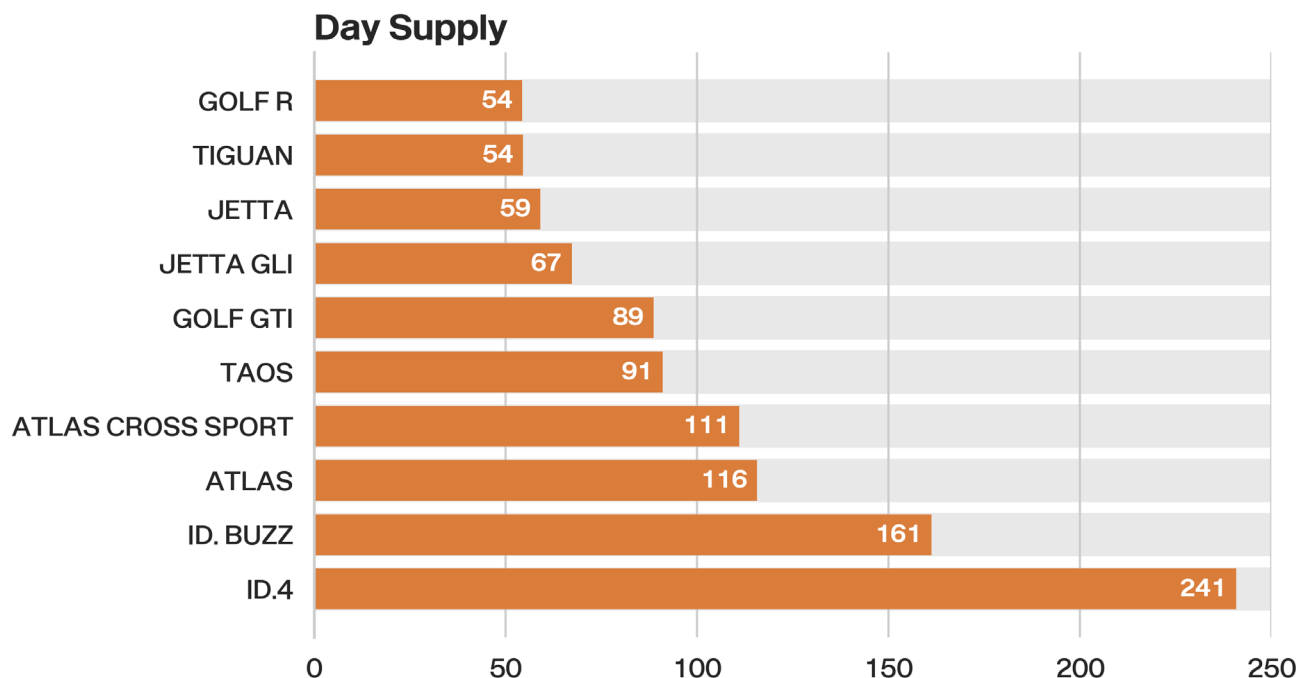
+3% (MoM)
+10% (YoY)
\$38,000 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

-11% (MoM)
27% Sold
With Markdown

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

-6% (MoM)
Demand
Change





> All metrics move in line with the market

USED

-5% (MoM)
Sales Volume
Change

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

+2% (MoM)
-1% (YoY)
45% Aged Inventory
Over 30 Days Ending
06/30/25

+1% (MoM)
NC (YoY)
45% Aged Sales
Over 30 Days as of
06/30/25

+4% (MoM)
NC (YoY)
45% Carryover
Over 30 Days as of
06/01/25

+1% (MoM)
+1% (YoY)
\$22,146 Price
Avg Last Listed

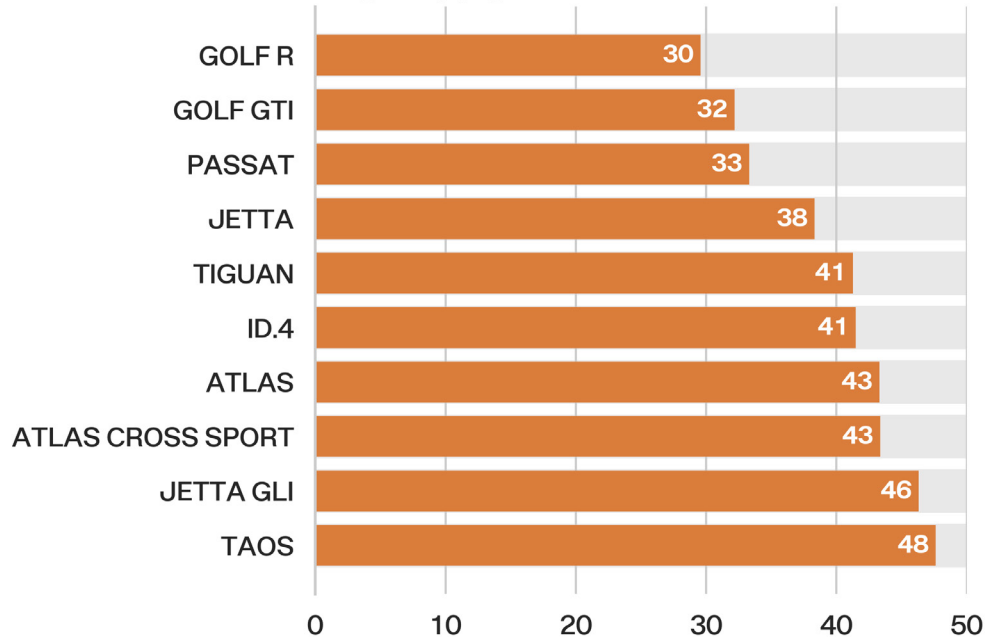
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
45% Sold
With Markdown

NC (MoM)
NC (YoY)
43% of Listings
Not Viewed

-9% (MoM)
Demand
Change

Day Supply

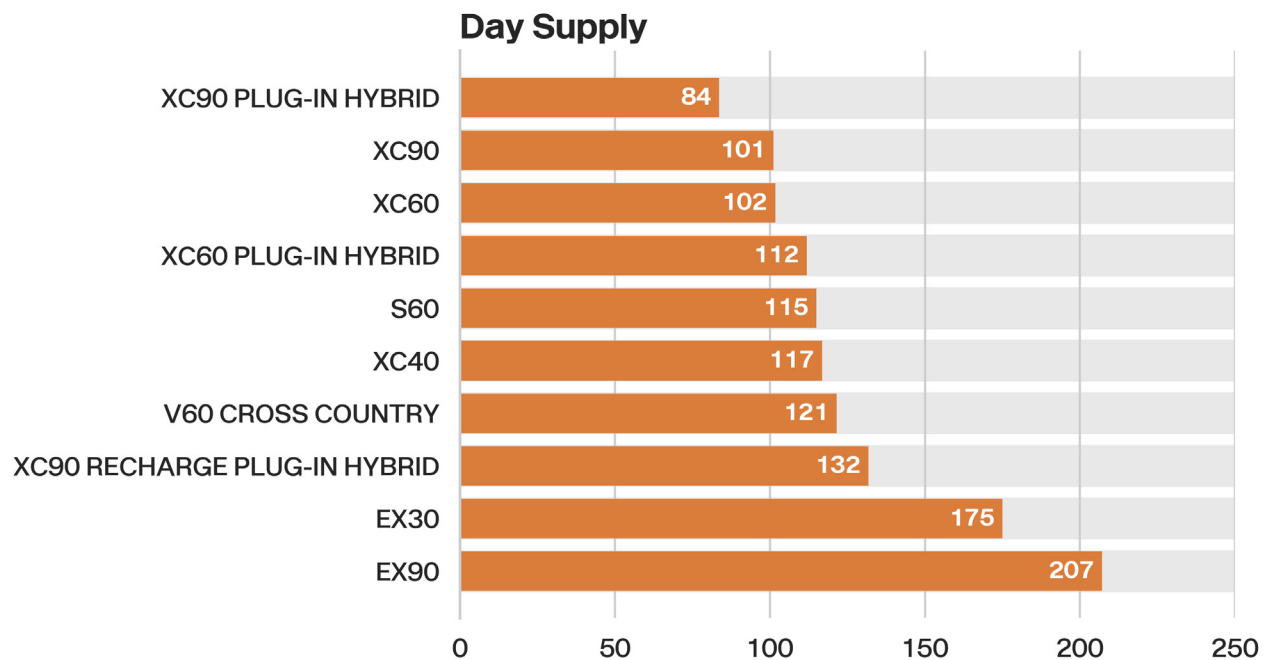




- › Volvo saw the largest decrease in day supply, down 14 days to 108 days MoM, one of the only brands to see day supply drop. However, they still had the highest day supply among all brands.
- › Volvo had the largest increase in units sold with a markdown, up 13% MoM to 26%.

NEW

+4% (MoM) Sales Volume Change	-14 Days (MoM) +11 Days (YoY) 108 Day Supply	-2% (MoM) +7% (YoY) 74% Aged Inventory Over 45 Days Ending 06/30/25	+9% (MoM) NC (YoY) 69% Aged Sales Over 45 Days as of 06/30/25	+10% (MoM) +5% (YoY) 77% Carryover Over 45 Days as of 06/01/25
NC (MoM) -2% (YoY) \$61,795 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	+13% (MoM) 26% Sold With Markdown	-1% (MoM) +3% (YoY) 35% of Listings Not Viewed	+8% (MoM) Demand Change



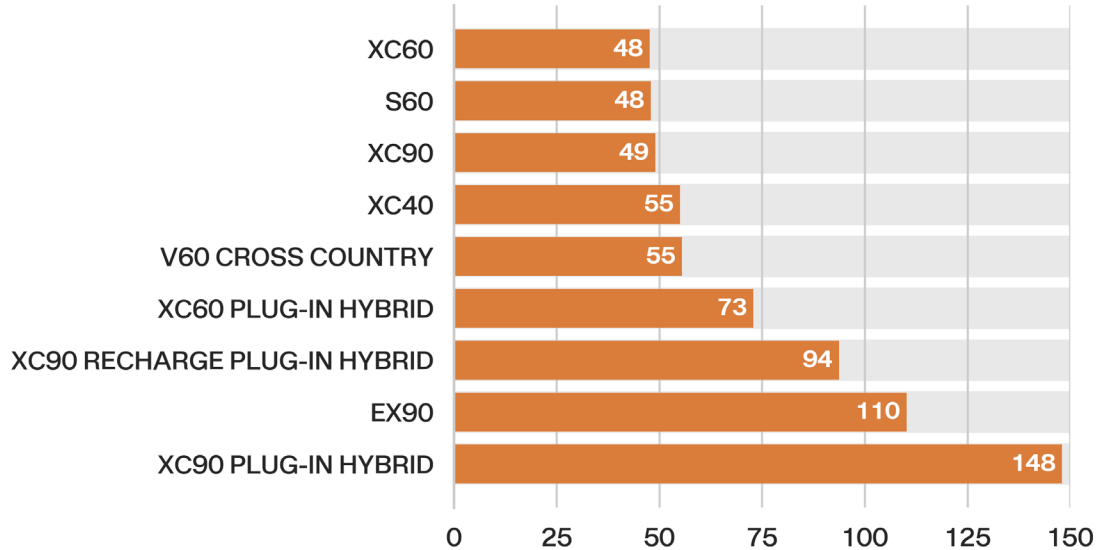


- › Volvo had the largest increase in aged ending inventory MoM, up 10% to 50%.
- › Volvo had a market high increase in day supply among hybrids MoM, up 22 days to 42 days.

USED

-5% (MoM) Sales Volume Change	+5 Day (MoM) +3 Days (YoY) 53 Day Supply	+3% (MoM) +2% (YoY) 52% Aged Inventory Over 30 Days Ending 06/30/25	+3% (MoM) NC (YoY) 51% Aged Sales Over 30 Days as of 06/30/25	+10% (MoM) +3% (YoY) 51% Carryover Over 30 Days as of 06/01/25
NC (MoM) -2% (YoY) \$32,985 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+6% (MoM) 51% Sold With Markdown	+4% (MoM) +8% (YoY) 44% of Listings Not Viewed	-11% (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

› 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 data, the largest inventory specific data set in the United States that leverages machine learning models that have been evolving for the past 10 years.

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

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

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

**Sign up for your free report at
lotlinx.com/freeinventoryreport**

SIGN UP

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