


VINCENSUS

2025 MARCH



We are pleased to present you with the March 2025 Vincensus Report which is the most comprehensive monthly inventory report in the industry. This report was developed using Lotlinx's proprietary Lexaca data, the largest inventory-specific data set with over 24 billion data points, that leverages machine learning models that have been evolving for the past 10 years.

Lotlinx

[Lotlinx.com](https://lotlinx.com)

EXECUTIVE SUMMARY

The market showed considerable strength in March 2025, with new vehicle sales increasing substantially. This surge was likely fueled by pent-up demand and consumers looking to purchase before anticipated tariffs took effect. The used car market mirrored this trend, posting similar sales growth while prices remained stable MoM but slightly elevated compared to last year. Despite the robust sales figures, underlying economic uncertainties created a sense of caution about future market performance.

Looking ahead to April, while the strong sales momentum from March might persist briefly, the newly implemented tariffs are expected to drive prices higher and consequently slow sales as the month unfolds and pre-tariff inventory dwindles. Dealers must navigate this uncertainty with flexibility and proactive planning. By integrating data into core operations, they can shift from reacting to the market to proactively shaping strategy to gain an advantage in volatile times.

New Vehicles:

- New vehicle sales saw a significant increase in sales MoM of 19%.
- Aging inventory increased slightly by 1% MoM but showed a substantial 13% rise YoY.
- Both ICEs and EVs saw last listed price increase by 2% YoY, while hybrids fell by 8%.

Used Vehicles:

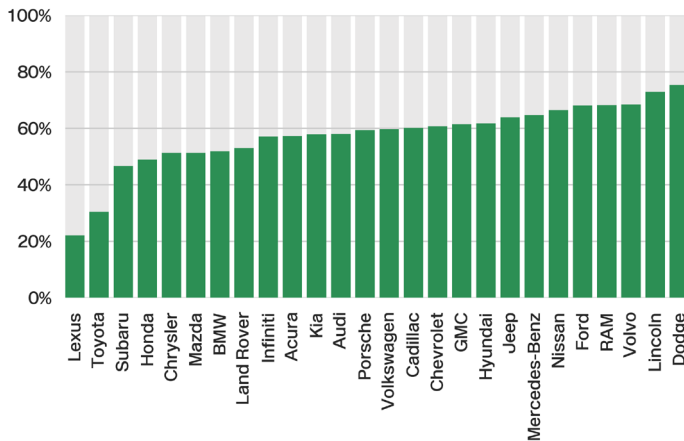
- Overall used vehicle prices decreased by 5% YoY. This included a 5% decrease for hybrids and ICE vehicles, contrasted by a 5% increase for EVs.
- Day supply decreased another 3 days MoM to 41 up 5 days YoY.
- Aged inventory fell 2% MoM, up 4% YoY as units sold with a markdown decreased by 3%.

Recommended action steps for upcoming months:

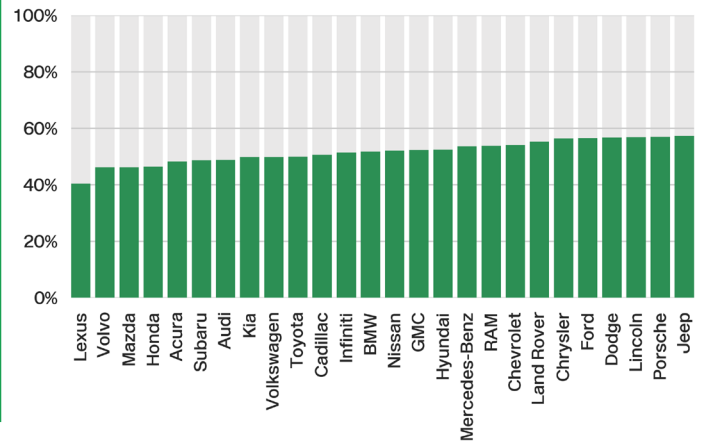
- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating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

- › Carryover for new decreased by 5% MoM to 59%, 12% higher than last year.
- › Carryover for used fell by 2% MoM to 50%, down 3% from last year.
- › Percent of units sold with a markdown held steady MoM for new and decreased by 3% for used.

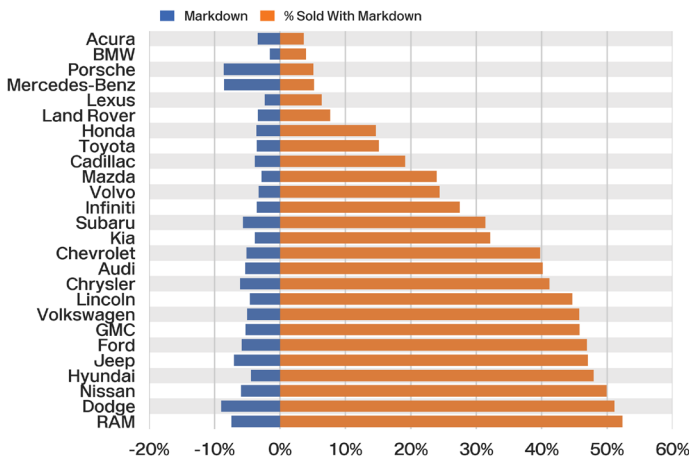
NEW % Carryover



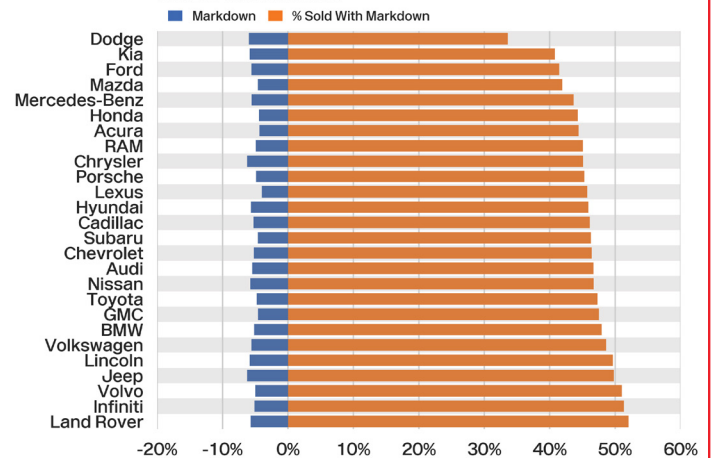
USED % Carryover



NEW Markdown

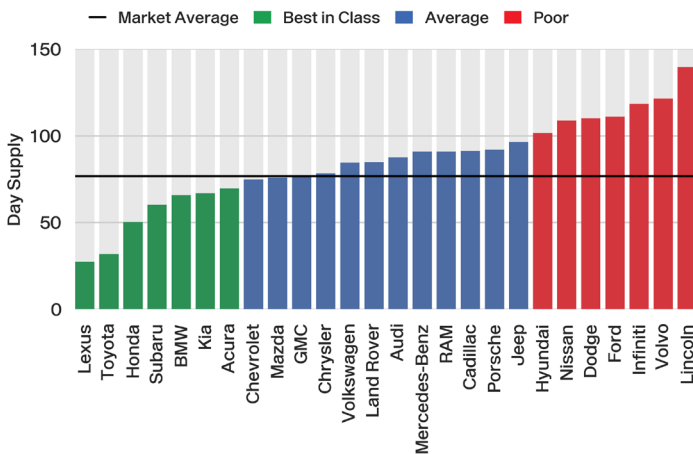


USED Markdown

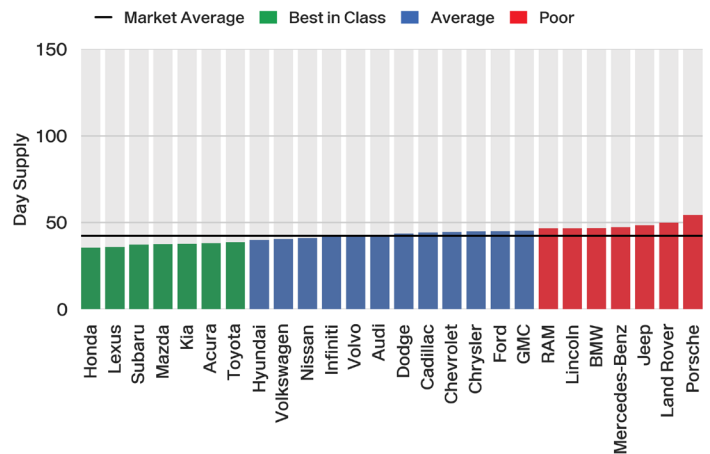


- New day supply dropped by 8 days MoM to 72 days, a 14 day increase YoY.
- Used day supply decreased by 3 days MoM to 41 days, a 5 day increase YoY.

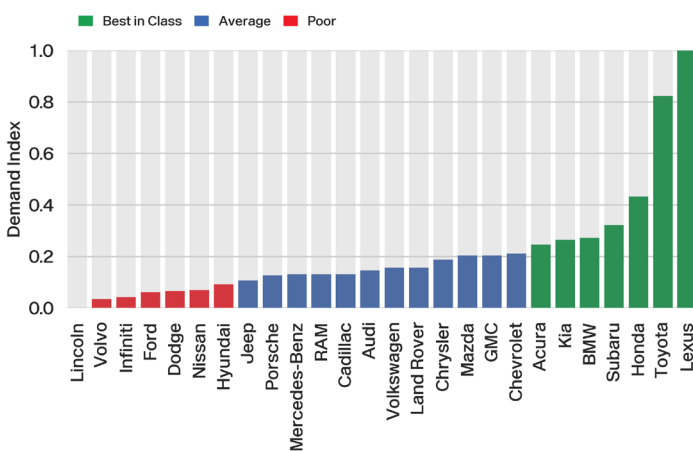
NEW - Day Supply



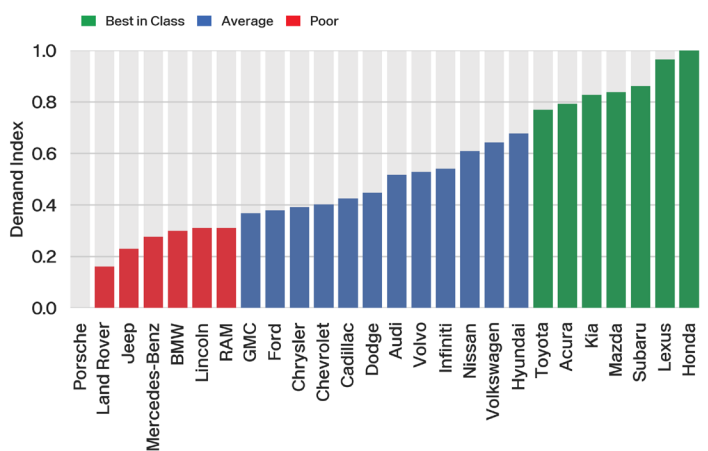
USED - Day Supply



NEW DEMAND - Color Coded by Day Supply

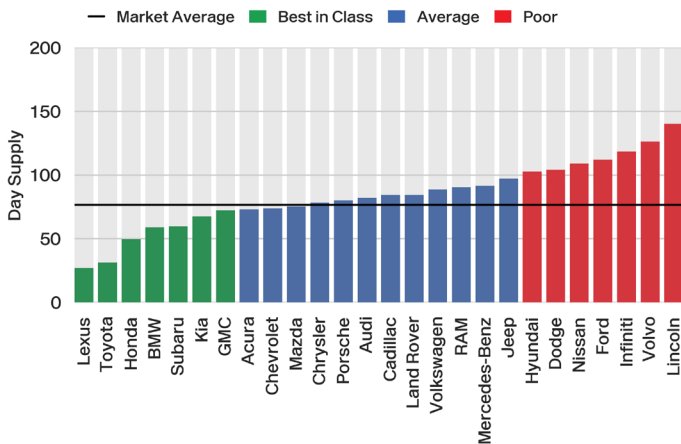


USED DEMAND - Color Coded by Day Supply

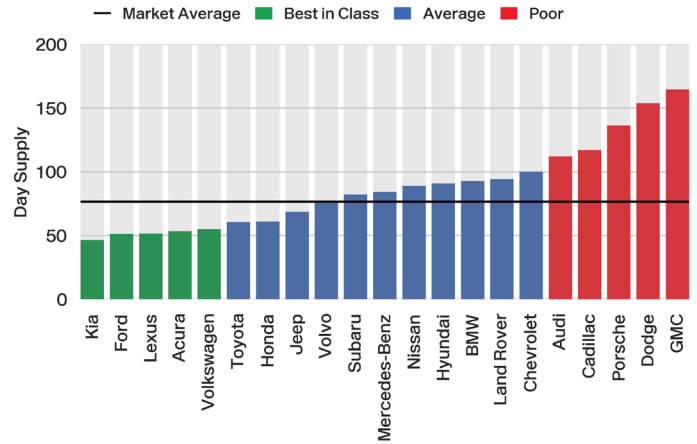


- All engine types saw growth MoM with hybrids seeing the most growth of 22%.
- EV sales penetration continued to fall as hybrids increased.
- ICE and hybrid day supply fell MoM by 8 and 6 days respectively while ICEs held fairly steady.
- Both ICEs and EVs saw last listed price increase by 2% YoY, while hybrids fell by 8%.

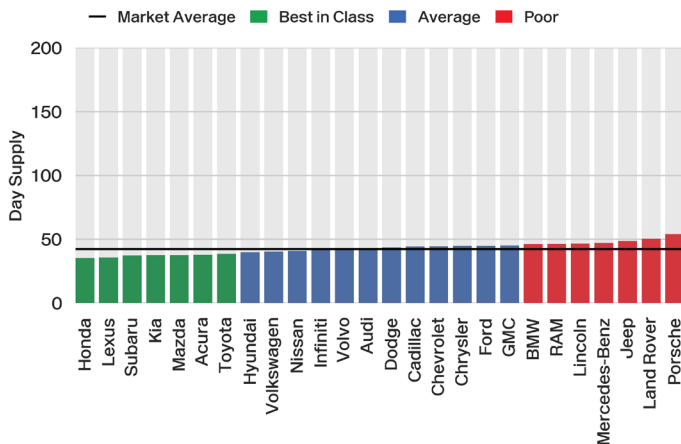
NEW NON-EV Day Supply



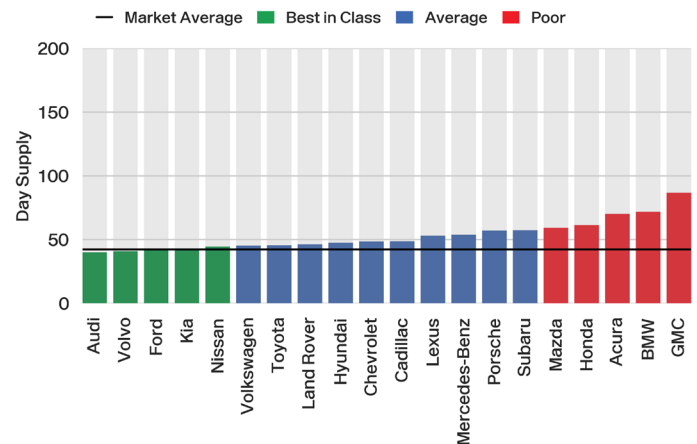
NEW EV Day Supply



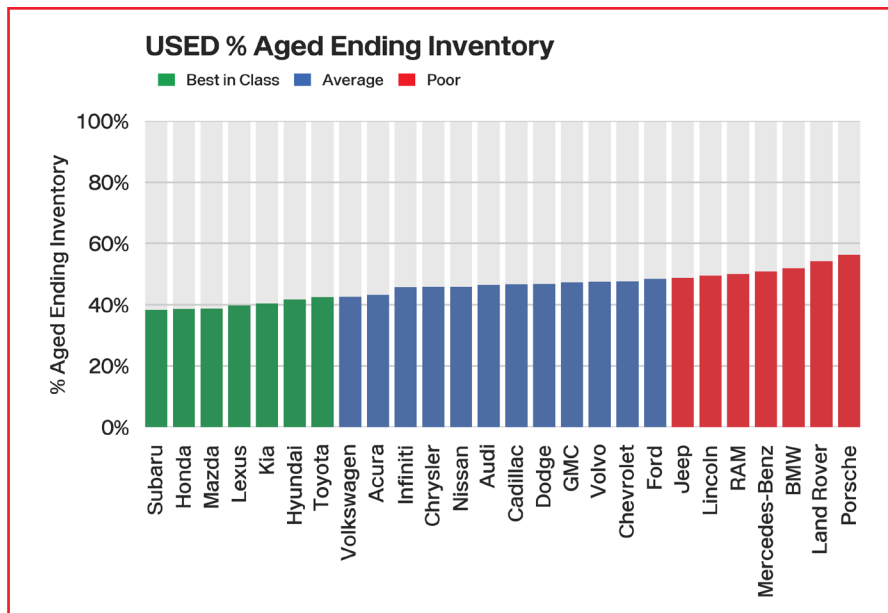
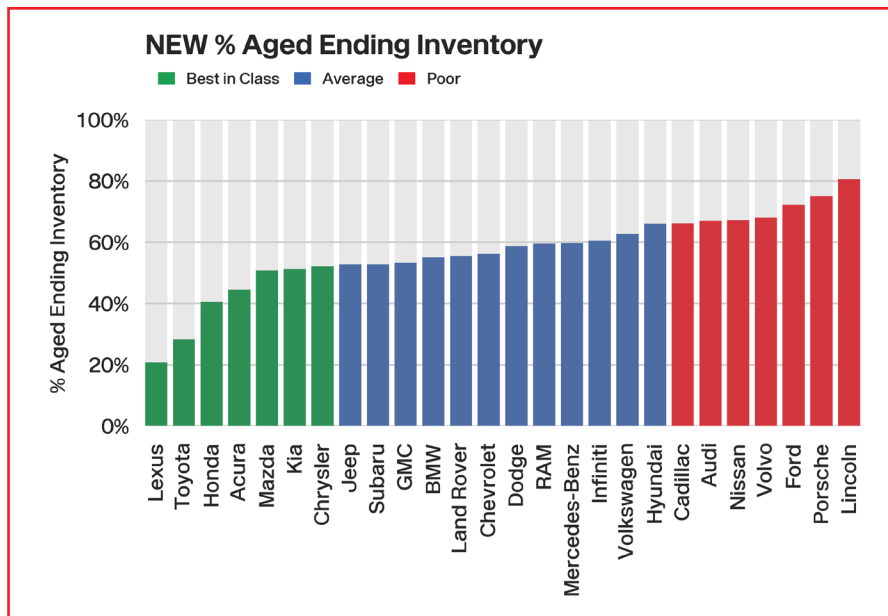
USED NON-EV Day Supply



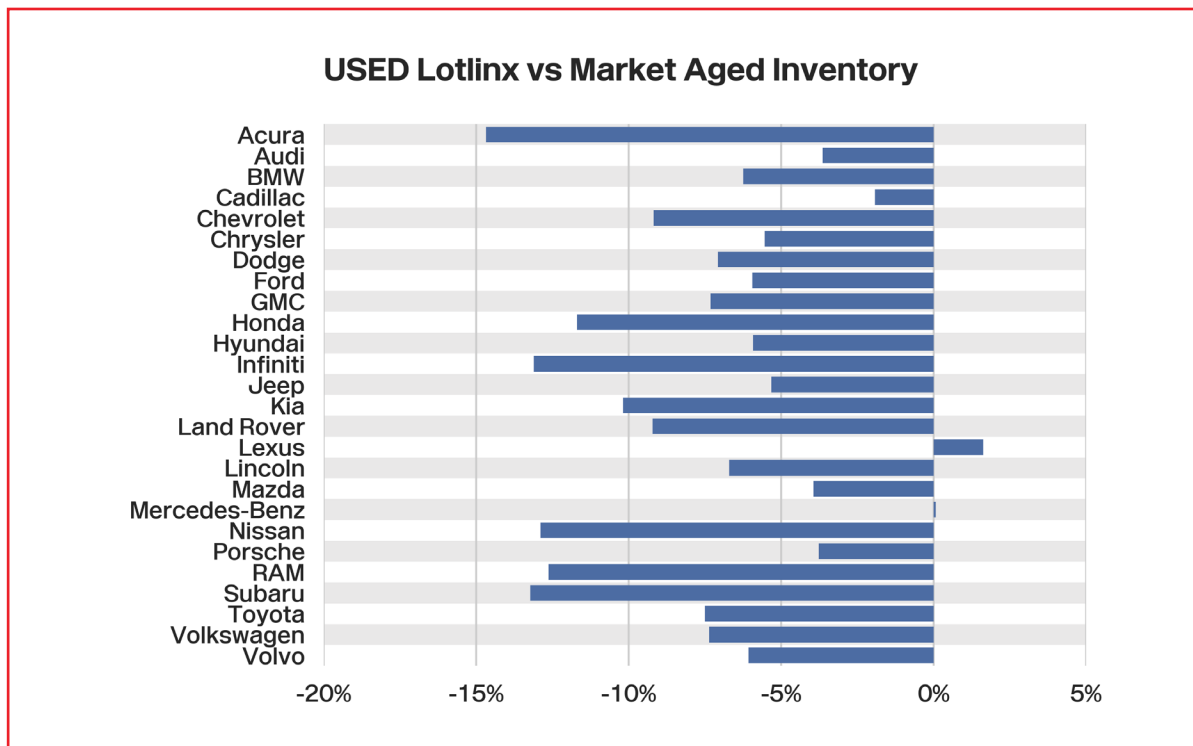
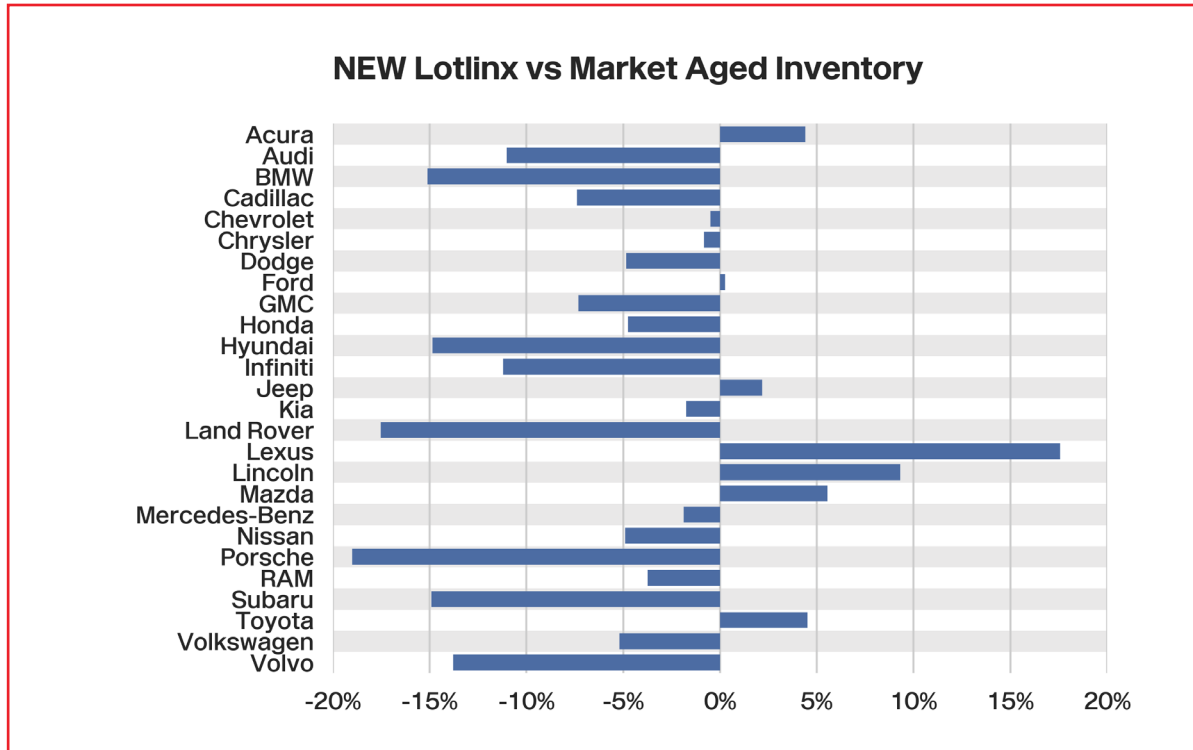
USED EV Day Supply



- › New aged ending inventory rose by 1% MoM while used dropped by 2%.
- › Used aged inventory increased by 4% YoY while new rose by 13%.



- On average, Lotlinx customers had 5% less aged inventory than the rest of the market for new vehicles and 4% less for used.
- 74% of new vehicle brands and 81% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- › New vehicle sales saw a significant increase in sales MoM of 19%.
- › Aging inventory increased slightly by 1% MoM but showed a substantial 13% rise YoY.
- › Both ICEs and EVs saw last listed price increase by 2% YoY, while hybrids fell by 8%.

NEW

+19% (MoM)
Sales Volume
Change

-8 Days (MoM)
+14 Days (YoY)
72 Day Supply

NC (MoM)
+13% (YoY)
59% Aged Inventory
Over 45 Days Ending
03/31/25

-4% (MoM)
+9% (YoY)
51% Aged Sales
Over 45 Days as of
03/31/25

-5% (MoM)
+12% (YoY)
59% Carryover
Over 45 Days as of
03/01/25

-1% (MoM)
+1% (YoY)
\$43,115 Price
Avg Last Listed

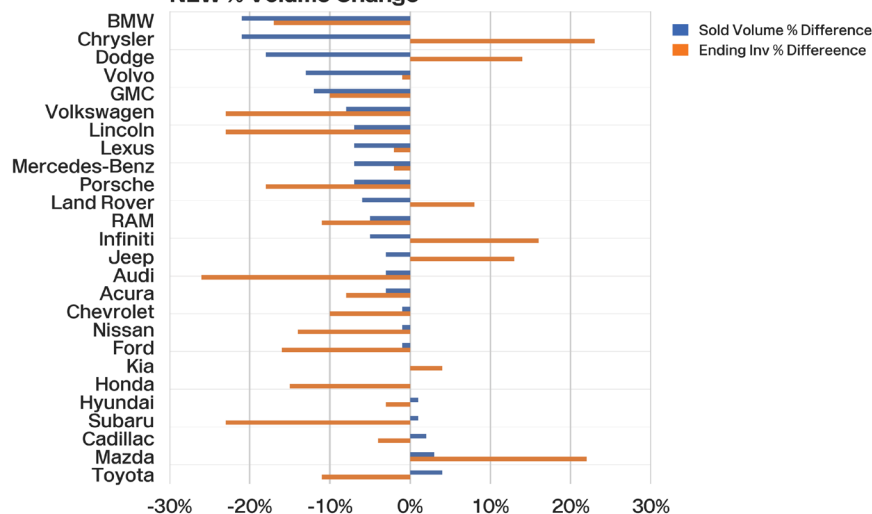
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
33% Sold
With Markdown

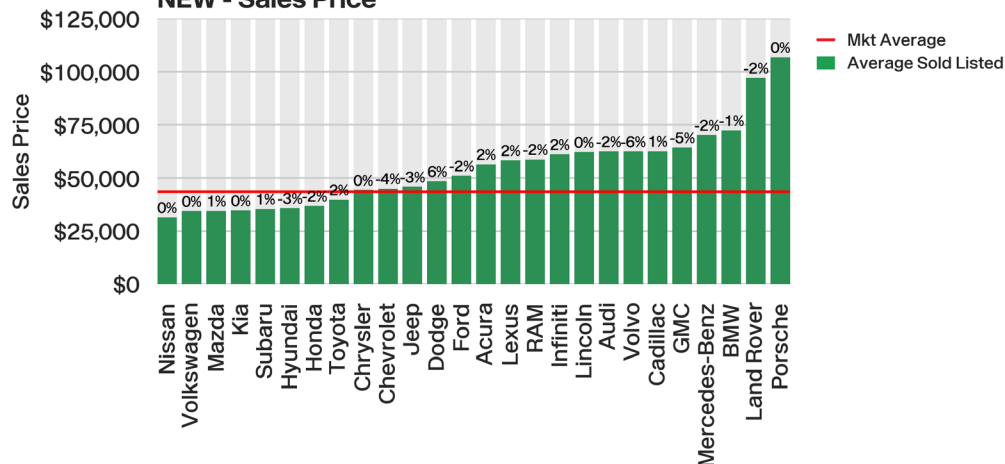
-2% (MoM)
-7% (YoY)
45% of Listings
Not Viewed

+24%
(MoM)
Demand

NEW % Volume Change



NEW - Sales Price



- Overall used vehicle prices decreased by 5% YoY. This included a 5% decrease for hybrids and ICE vehicles, contrasted by a 5% increase for EVs.
- Day supply decreased another 3 days MoM to 41 up 5 days YoY.
- Aged inventory fell 2% MoM, up 4% YoY as units sold with a markdown decreased by 3%.

USED INVENTORY

+17% (MoM)
Sales Volume
Change

-3 Day
(MoM)
+5 Days
(YoY)
41 Day Supply

-2% (MoM)
+4% (YoY)
46% Aged Inventory
Over 30 Days Ending
03/31/25

-3% (MoM)
+1% (YoY)
44% Aged Sales
Over 30 Days as of
03/31/25

-2% (MoM)
+3% (YoY)
50% Carryover
Over 30 Days as of
03/01/25

+1% (MoM)
-3% (YoY)
\$25,981 Price
Avg Last Listed

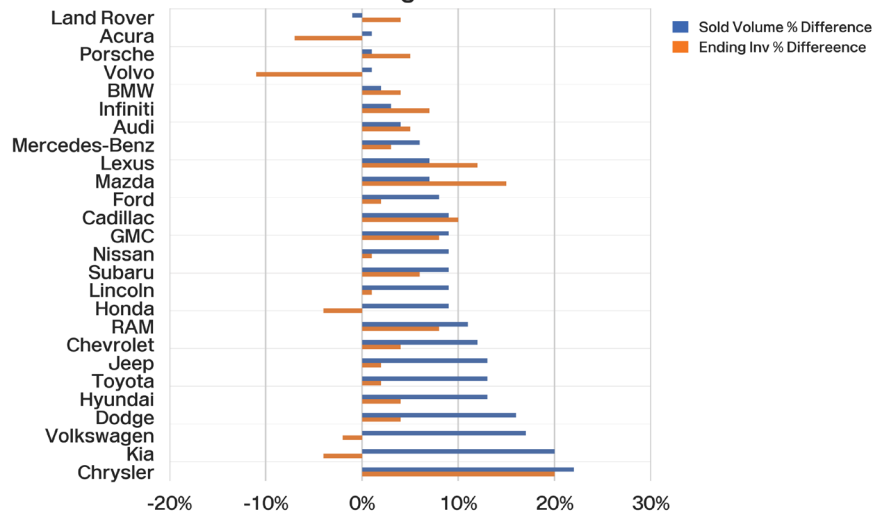
+1% (MoM)
-5% Markdown
Price Reduction

-3% (MoM)
43% Sold
With Markdown

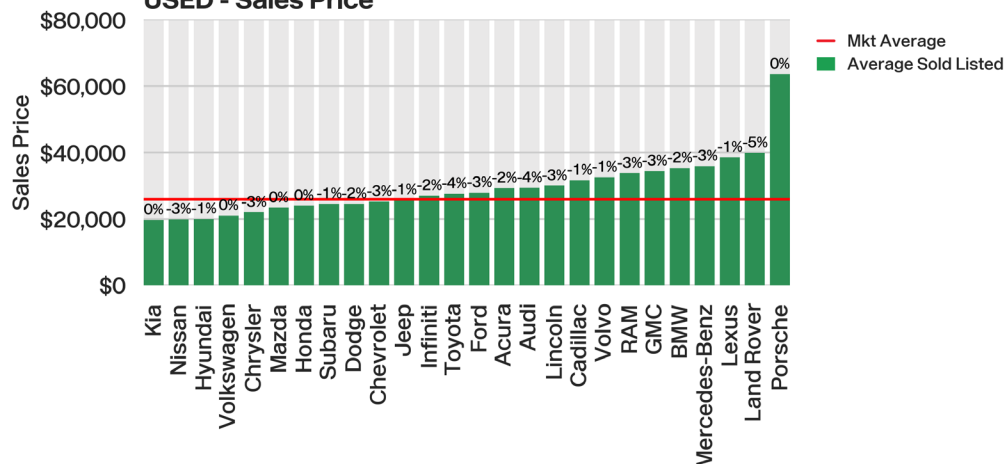
NC (MoM)
-9% (YoY)
34% of Listings
Not Viewed

+19%
(MoM)
Demand

USED % Volume Change



USED - Sales Price





- › Acura saw the largest improvement in aged ending inventory, down 13% MoM to 46%. The RDX model showed the largest improvement within the brand, with aged inventory down 15% to 49%.
- › While sales grew MoM across all models, the popular MDX made up 3% less of this month's sales compared to last month.

NEW

+19% (MoM)
Sales Volume
Change

+1 Days (MoM)
+11 Days (YoY)
73 Day Supply

-13% (MoM)
-5% (YoY)
46% Aged Inventory
Over 45 Days Ending
03/31/25

-18% (MoM)
-4% (YoY)
45% Aged Sales
Over 45 Days as of
03/31/25

-14% (MoM)
+7% (YoY)
59% Carryover
Over 45 Days as of
03/01/25

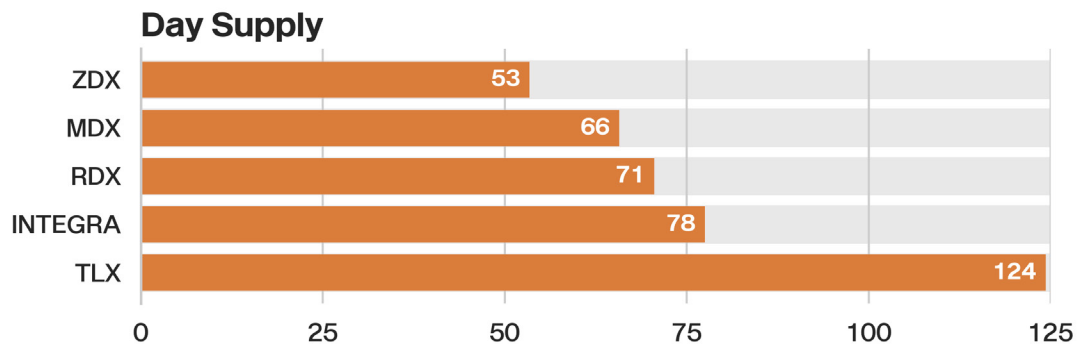
NC (MoM)
+8% (YoY)
\$56,400 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

-1% (MoM)
3% Sold
With Markdown

+6% (MoM)
+1% (YoY)
46% of Listings
Not Viewed

+8% (MoM)
Demand
Change



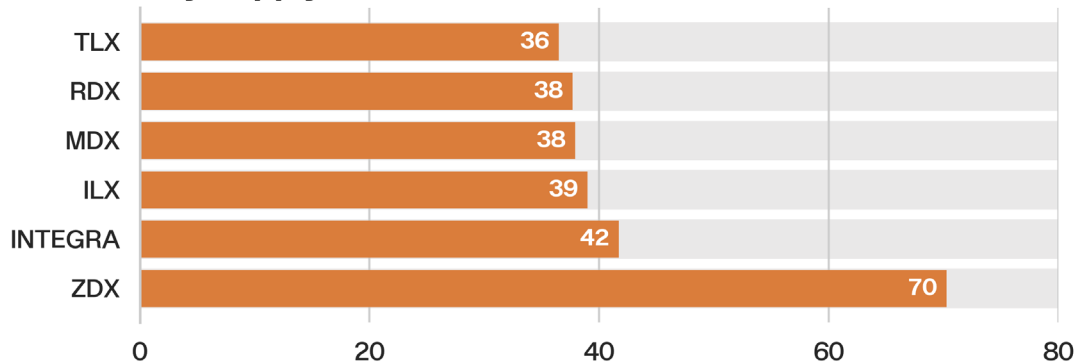


➤ All metrics move in line with the market.

USED

+15% (MoM) Sales Volume Change	-3 Days (MoM) +2 Days (YoY) 36 Day Supply	-3% (MoM) +5% (YoY) 44% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) NC (YoY) 42% Aged Sales Over 30 Days as of 03/31/25	NC (MoM) +3% (YoY) 49% Carryover Over 30 Days as of 03/01/25
+1% (MoM) -3% (YoY) \$29,500 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-2% (MoM) 37% Sold With Markdown	NC (MoM) -11% (YoY) 30% of Listings Not Viewed	+22% (MoM) Demand

Day Supply

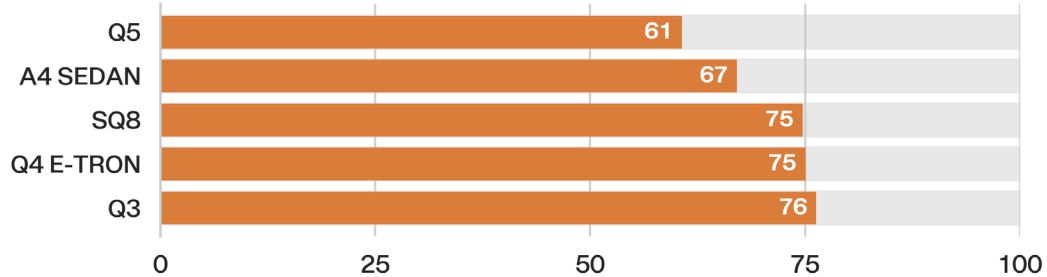


- › Q3 sales grew by 20% MoM despite having the largest decrease in units sold with a markdown of 12% to 32%.
- › The Q5 continues to be the best performer with sales increasing by 30% MoM to made up over 5% more of March 2025 sales compared to 2024.

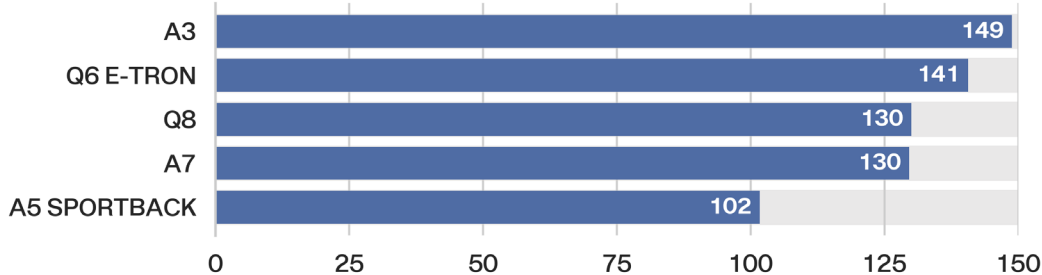
NEW

+24% (MoM) Sales Volume Change	-15 Days (MoM) +17 Days (YoY) 80 Day Supply	+2% (MoM) +23% (YoY) 67% Aged Inventory Over 45 Days Ending 03/31/25	-8% (MoM) +6% (YoY) 66% Aged Sales Over 45 Days as of 03/31/25	-9% (MoM) NC (YoY) 66% Carryover Over 45 Days as of 03/01/25
-1% (MoM) NC (YoY) \$62,575 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-1% (MoM) 38% Sold With Markdown	NC (MoM) -7% (YoY) 30% of Listings Not Viewed	+32% (MoM) Demand

Lowest Day Supply



Highest Day Supply

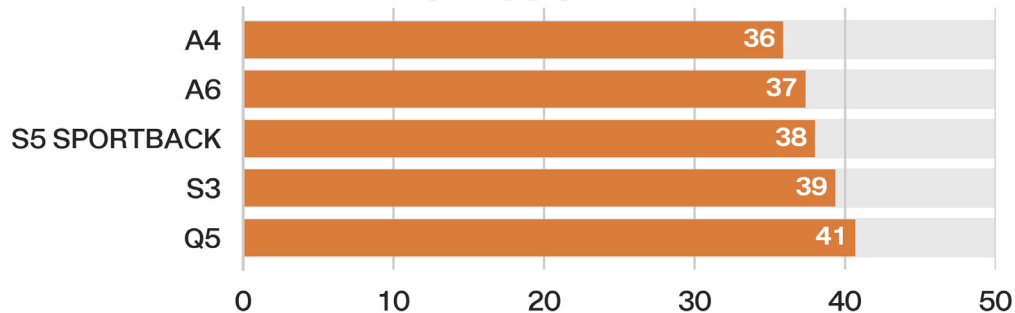


› The SQ5 saw the largest decrease in units sold with a markdown MoM, down 3% to 42%.

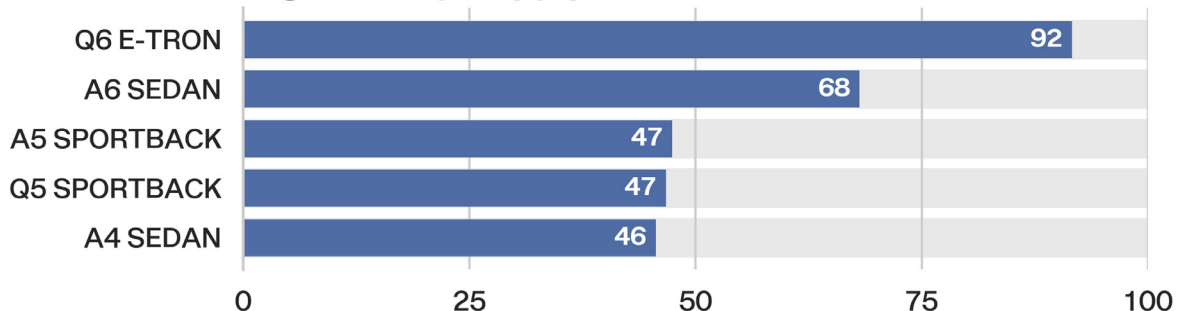
USED

+13% (MoM) Sales Volume Change	-2 Days (MoM) +6 Days (YoY) 42 Day Supply	-2% (MoM) +4% (YoY) 47% Aged Inventory Over 30 Days Ending 03/31/25	-1% (MoM) +2% (YoY) 45% Aged Sales Over 30 Days as of 03/31/25	NC (MoM) +3% (YoY) 50% Carryover Over 30 Days as of 03/01/25
+1% (MoM) -7% (YoY) \$29,433 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-3% (MoM) 45% Sold With Markdown	-1% (MoM) -7% (YoY) 29% of Listings Not Viewed	+16% (MoM) Demand

Lowest Day Supply



Highest Day Supply



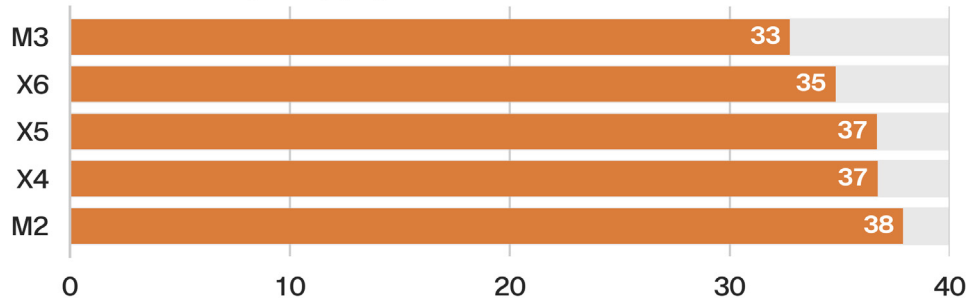


- While the X3 had a strong month with sales increasing by 40% MoM, it made almost 8% less of March sales compared to 2024 as the I4 and X5 both increased by almost 5%.

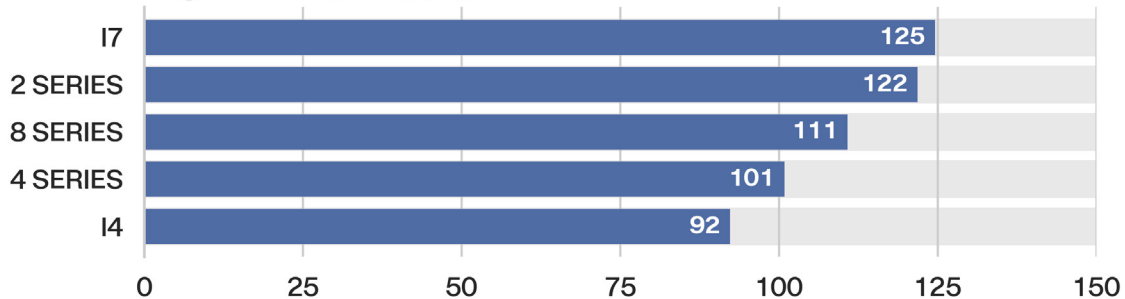
NEW

+24% (MoM) Sales Volume Change	-10 Days (MoM) +13 Days (YoY) 67 Day Supply	+1% (MoM) +19% (YoY) 62% Aged Inventory Over 45 Days Ending 03/31/25	-12% (MoM) +4% (YoY) 45% Aged Sales Over 45 Days as of 03/31/25	-5% (MoM) +17% (YoY) 61% Carryover Over 45 Days as of 03/01/25
+1% (MoM) +6% (YoY) \$72,720 Price Avg Last Listed	+1% (MoM) -1% Markdown Price Reduction	-1% (MoM) 3% Sold With Markdown	-1% (MoM) +3% (YoY) 36% of Listings Not Viewed	+29% (MoM) Demand

Lowest Day Supply



Highest Day Supply



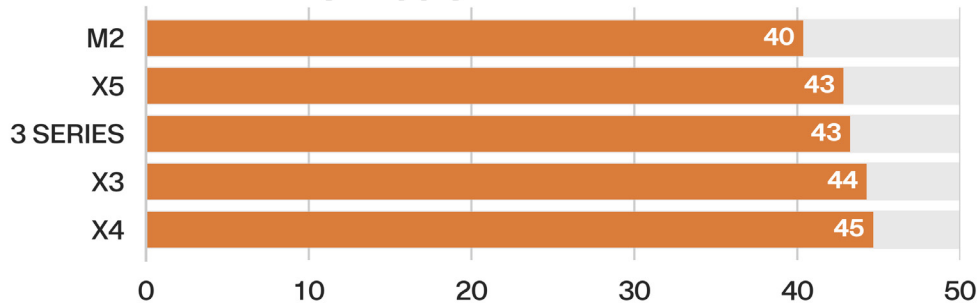


- › The I4 was the only BMW model to see a significant inventory reduction as sales rose by 43% MoM, driving day supply down 18 days to 62 days.

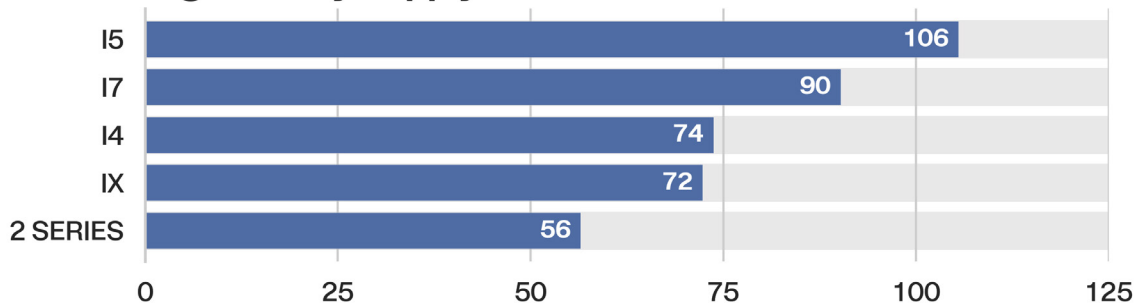
USED

+16% (MoM) Sales Volume Change	-2 Days (MoM) +8 Days (YoY) 46 Day Supply	-2% (MoM) +9% (YoY) 52% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) +1% (YoY) 44% Aged Sales Over 30 Days as of 03/31/25	NC (MoM) +6% (YoY) 55% Carryover Over 30 Days as of 03/01/25
NC (MoM) -2% (YoY) \$35,452 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-2% (MoM) 46% Sold With Markdown	-2% (MoM) -6% (YoY) 28% of Listings Not Viewed	+16% (MoM) Demand

Lowest Day Supply



Highest Day Supply

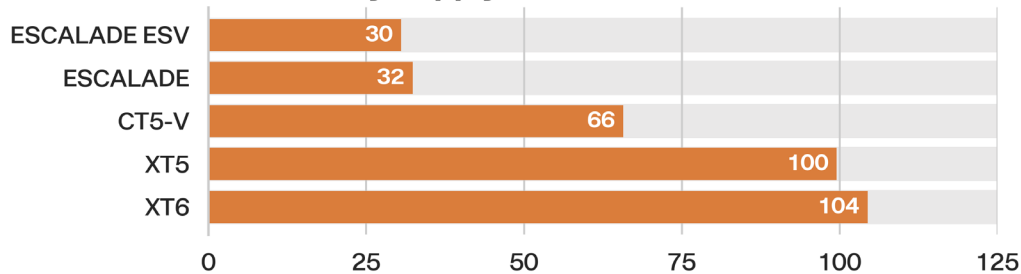


- Cadillac recorded the largest MoM decrease in last listed price of 3%. This was influenced by lower Escalade sales and a more than doubling of Optiq sales, which now represent over 7% of Cadillac's March volume.
- Cadillac saw the most substantial YoY increase in aged inventory, rising 36% to 54%, attributed partly to the discontinuation of the XT4 model.

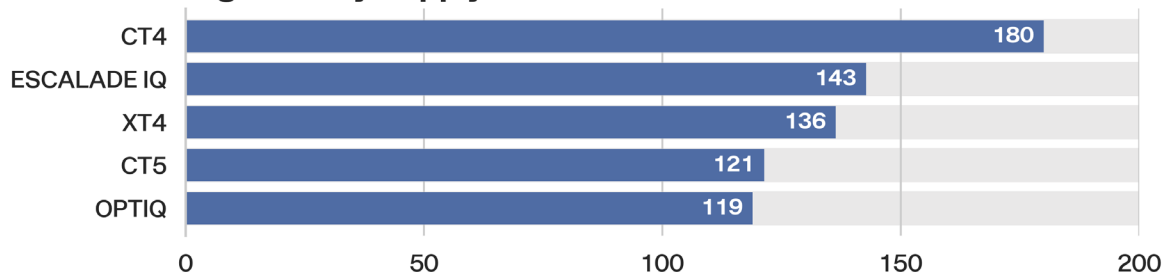
NEW

+13% (MoM) Sales Volume Change	-5 Days (MoM) +31 Days (YoY) 92 Day Supply	+5% (MoM) +36% (YoY) 67% Aged Inventory Over 45 Days Ending 03/31/25	+1% (MoM) +27% (YoY) 54% Aged Sales Over 45 Days as of 03/31/25	+2% (MoM) +33% (YoY) 63% Carryover Over 45 Days as of 03/01/25
-3% (MoM) NC (YoY) \$60,590 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	NC (MoM) 20% Sold With Markdown	-3% (MoM) +2% (YoY) 48% of Listings Not Viewed	+18% (MoM) Demand

Lowest Day Supply



Highest Day Supply

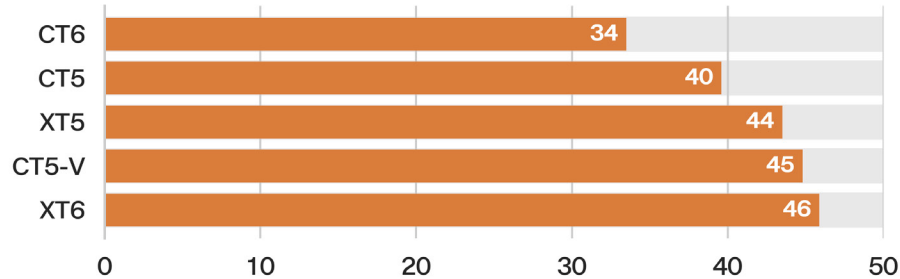


› All metrics move in line with the market.

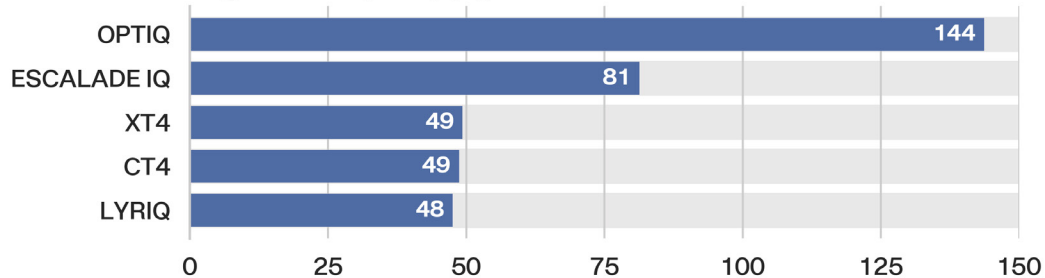
USED

+23% (MoM) Sales Volume Change	-4 Days (MoM) +3 Days (YoY) 42 Day Supply	NC (MoM) +2% (YoY) 47% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) -1% (YoY) 45% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) +1% (YoY) 49% Carryover Over 30 Days as of 03/01/25
+2% (MoM) -4% (YoY) \$31,990 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-3% (MoM) 45% Sold With Markdown	NC (MoM) -4% (YoY) 38% of Listings Not Viewed	+22% (MoM) Demand

Lowest Day Supply



Highest Day Supply

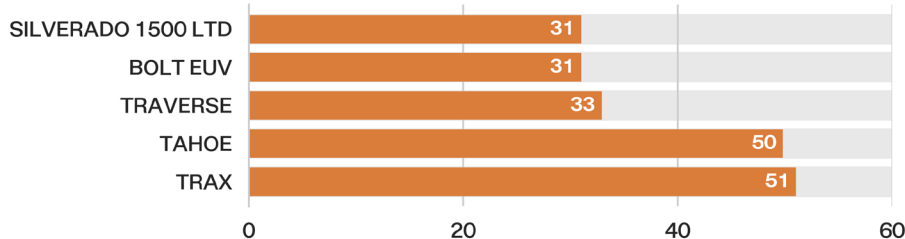


- › Chevrolet had the largest decrease in day supply among EVs MoM of 27 days down to 87 days.
- › The Traverse saw the largest decrease in aged ending inventory YoY of 67% down to 12%, the lowest proportion among all Chevrolet models.

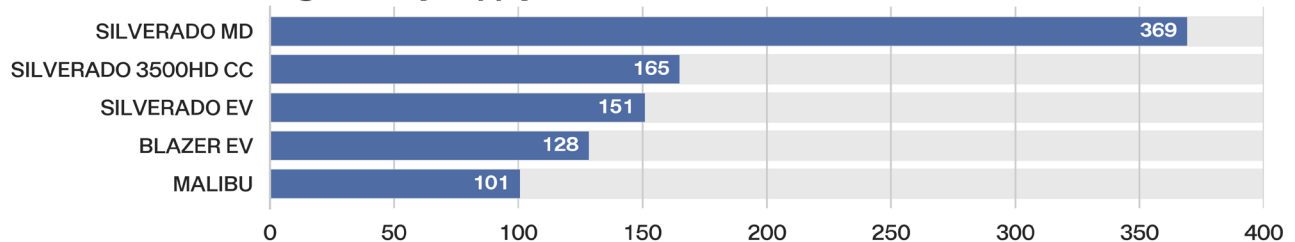
NEW

+19% (MoM) Sales Volume Change	-9 Day (MoM) +9 Days (YoY) 69 Day Supply	+2% (MoM) +13% (YoY) 58% Aged Inventory Over 45 Days Ending 03/31/25	-4% (MoM) +6% (YoY) 52% Aged Sales Over 45 Days as of 03/31/25	-7% (MoM) +10% (YoY) 57% Carryover Over 45 Days as of 03/01/25
NC (MoM) NC (YoY) \$44,845 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-3% (MoM) 39% Sold With Markdown	-2% (MoM) +1% (YoY) 45% of Listings Not Viewed	+26% (MoM) Demand

Lowest Day Supply



Highest Day Supply

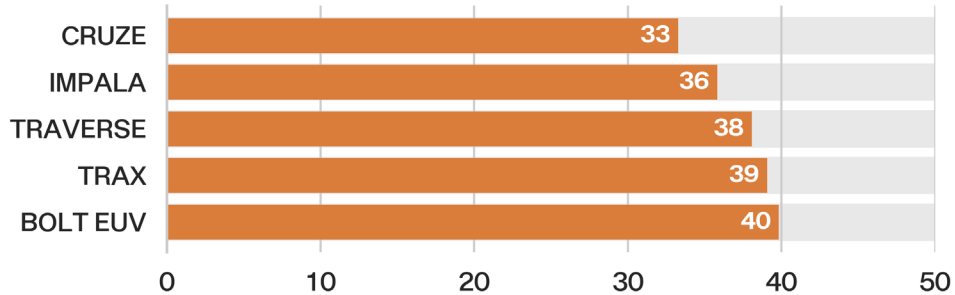


> All metrics move in line with the market.

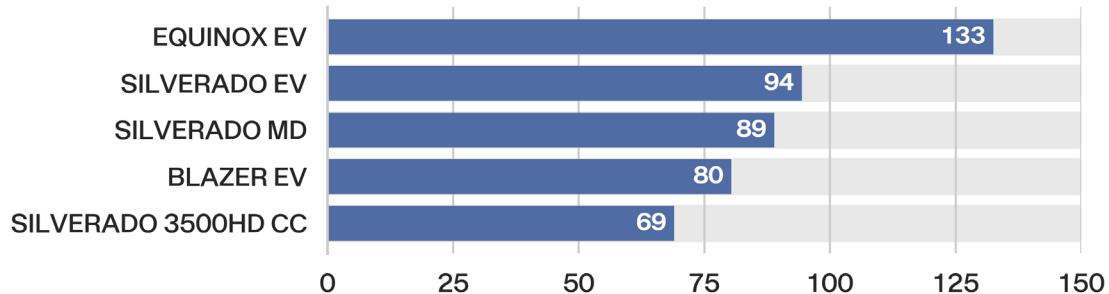
USED

+20% (MoM) Sales Volume Change	-4 Day (MoM) +4 Days (YoY) 42 Day Supply	-2% (MoM) +4% (YoY) 48% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) NC (YoY) 45% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) +2% (YoY) 51% Carryover Over 30 Days as of 03/01/25
+2% (MoM) -6% (YoY) \$25,384 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-3% (MoM) 44% Sold With Markdown	NC (MoM) -9% (YoY) 36% of Listings Not Viewed	+20% (MoM) Demand

Lowest Day Supply



Highest Day Supply

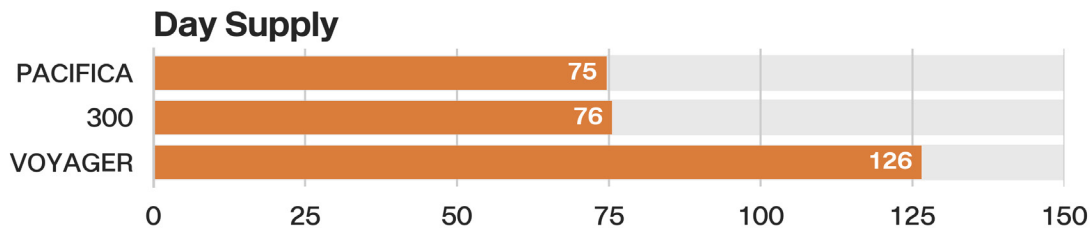




- › Chrysler had the largest decrease in day supply YoY of 26 days down to 77 days while the majority of the market saw day supply increase. This was largely driven by the discontinuation of the 300.

NEW

+35% (MoM) Sales Volume Change	-10 Days (MoM) -26 Days (YoY) 77 Day Supply	+4% (MoM) -16% (YoY) 52% Aged Inventory Over 45 Days Ending 03/31/25	+1% (MoM) -21% (YoY) 50% Aged Sales Over 45 Days as of 03/31/25	+3% (MoM) -10% (YoY) 50% Carryover Over 45 Days as of 03/01/25
-1% (MoM) -5% (YoY) \$44,145 Price Avg Last Listed	NC (MoM) -5% Markdown	-6% (MoM) 37% Sold With Markdown	-6% (MoM) -18% (YoY) 40% of Listings Not Viewed	+26% (MoM) Demand

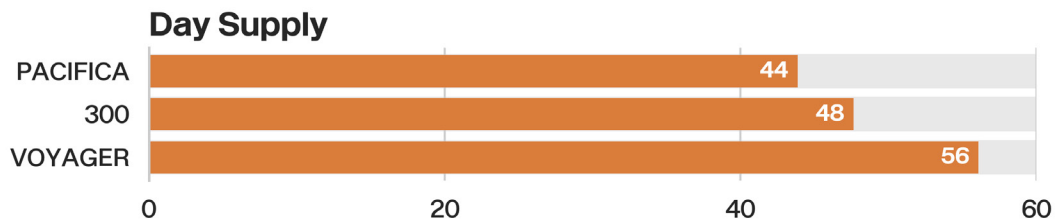




› Chrysler saw the largest increase in sales MoM of 25%, driven by a 27% increase in Pacificas.

USED

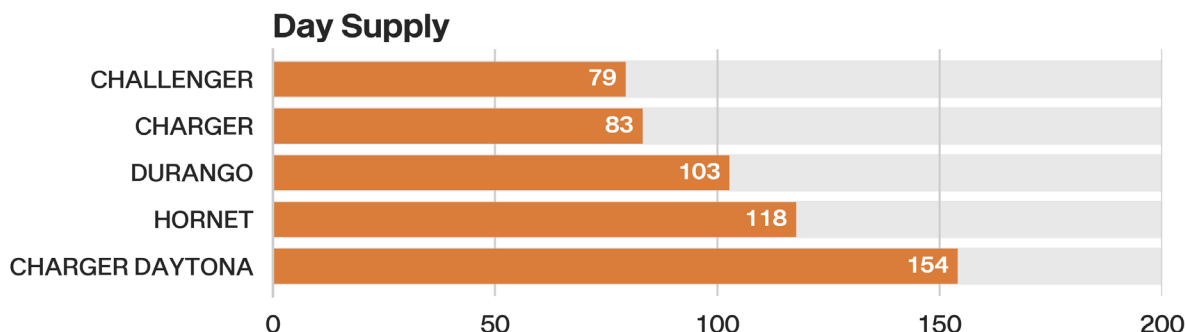
+25% (MoM) Sales Volume Change	-5 Days (MoM) +7 Day (YoY) 42 Day Supply	NC (MoM) +4% (YoY) 46% Aged Inventory Over 30 Days Ending 03/31/25	NC (MoM) +2% (YoY) 46% Aged Sales Over 30 Days as of 03/31/25	-1% (MoM) +1% (YoY) 48% Carryover Over 30 Days as of 03/01/25
NC (MoM) -4% (YoY) \$21,999 Price Avg Last Listed	+1% (MoM) -6% Markdown Price Reduction	-1% (MoM) 40% Sold With Markdown	NC (MoM) -5% (YoY) 41% of Listings Not Viewed	+22% (MoM) Demand



- › Dodge had the biggest increase in last listed price YoY of 15% as the higher valued Charger Daytona now made up over 20% of monthly sales.
- › Dodge had the largest increase in EV sales MoM, more than doubling the Charger Daytona's February number as list price fell by 9%, the largest in the market.
- › Dodge was the only brand to see hybrid sales fall MoM by 3% as day supply increased by a market high of 16 days to 141 days but reduced day supply by more than half YoY.

NEW

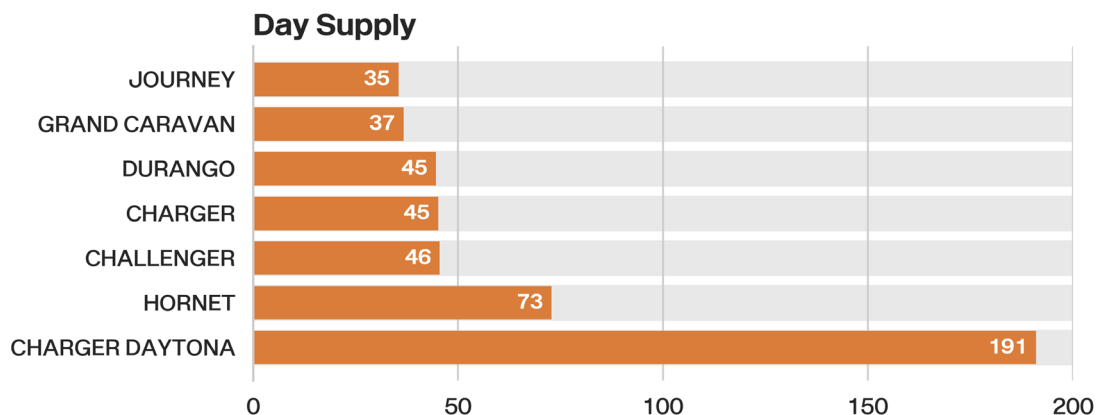
+16% (MoM) Sales Volume Change	+6 Days (MoM) -13 Days (YoY) 117 Day Supply	-1% (MoM) -25% (YoY) 59% Aged Inventory Over 45 Days Ending 03/31/25	-7% (MoM) -26% (YoY) 61% Aged Sales Over 45 Days as of 03/31/25	-8% (MoM) -23% (YoY) 61% Carryover Over 45 Days as of 03/01/25
NC (MoM) +15% (YoY) \$49,080 Price Avg Last Listed	+1% (MoM) -8% Markdown Price Reduction	-2% (MoM) 43% Sold With Markdown	-4% (MoM) -16% (YoY) 35% of Listings Not Viewed	+8% (MoM) Demand Change



› Dodge had the largest decrease in day supply of 5 days MoM, down to 40 days.

USED

+20% (MoM) Sales Volume Change	-5 Days (MoM) +5 Days (YoY) 40 Day Supply	-3% (MoM) +4% (YoY) 47% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) NC (YoY) 44% Aged Sales Over 30 Days as of 03/31/25	-1% (MoM) +1% (YoY) 52% Carryover Over 30 Days as of 03/01/25
+2% (MoM) -1% (YoY) \$24,725 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-2% (MoM) 33% Sold With Markdown	-1% (MoM) -7% (YoY) 32% of Listings Not Viewed	+25% (MoM) Demand



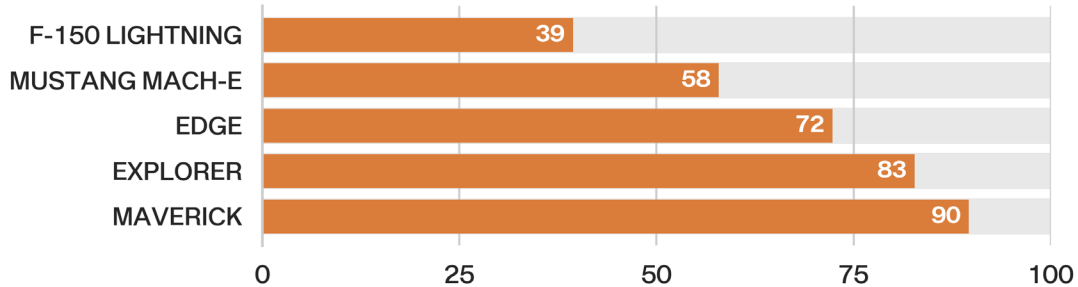


- › The Maverick hybrid demonstrated strong performance, increasing sales by 67% MoM and reducing day supply significantly by 39 days to 67 days.

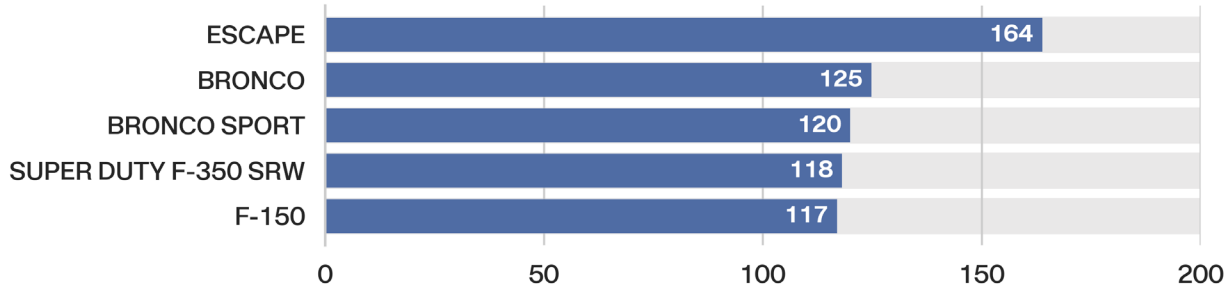
NEW

+19% (MoM) Sales Volume Change	-16 Days (MoM) +22 Days (YoY) 98 Day Supply	+1% (MoM) +18% (YoY) 73% Aged Inventory Over 45 Days Ending 03/31/25	+1% (MoM) +12% (YoY) 72% Aged Sales Over 45 Days as of 03/31/25	-3% (MoM) +10% (YoY) 72% Carryover Over 45 Days as of 03/01/25
-1% (MoM) NC (YoY) \$50,260 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	NC (MoM) 48% Sold With Markdown	-2% (MoM) -7% (YoY) 46% of Listings Not Viewed	+29% (MoM) Demand

Lowest Day Supply



Highest Day Supply



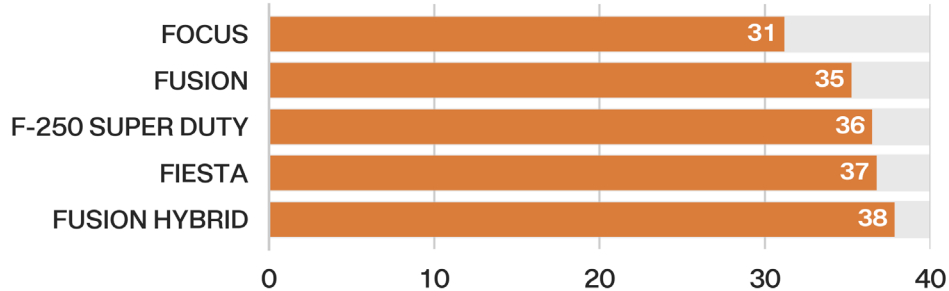


› The Fiesta had the largest decrease in markdown magnitude MoM of 4% but still remains high at 8%.

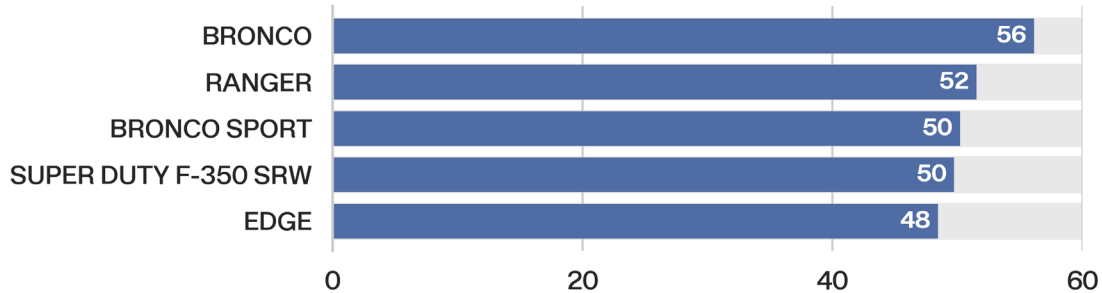
USED

+16% (MoM) Sales Volume Change	-2 Days (MoM) +5 Days (YoY) 44 Day Supply	-2% (MoM) +3% (YoY) 49% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) NC (YoY) 45% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) +3% (YoY) 52% Carryover Over 30 Days as of 03/01/25
NC (MoM) -4% (YoY) \$27,900 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-3% (MoM) 40% Sold With Markdown	NC (MoM) -10% (YoY) 37% of Listings Not Viewed	+15% (MoM) Demand

Lowest Day Supply



Highest Day Supply

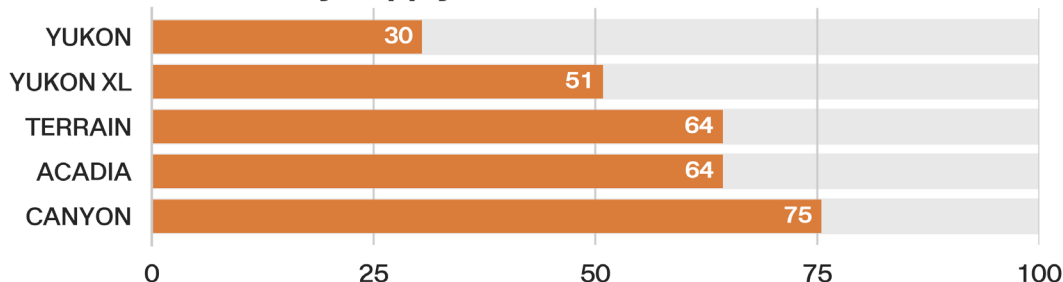


- › The Sierra EV saw the largest increase in units sold with a markdown of 26% up to 71%.
- › While the Terrain has seen somewhat steady sales over the past few months, it made up 6% less of GMC monthly sales compared to last year.

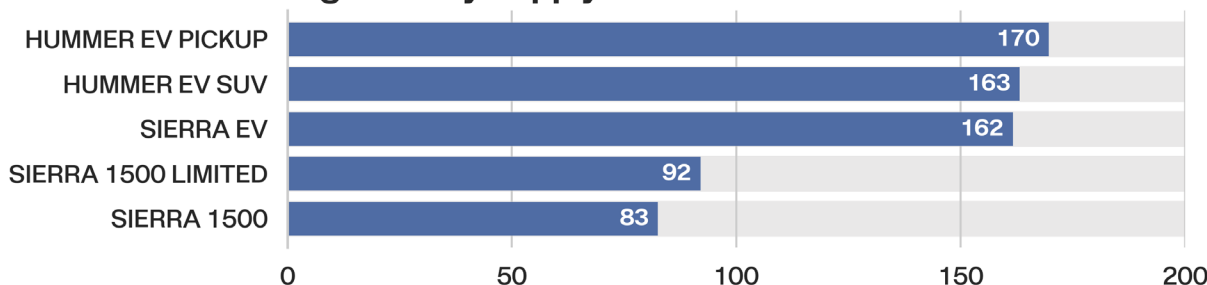
NEW

+14% (MoM) Sales Volume Change	-3 Days (MoM) +11 Days (YoY) 75 Day Supply	-3% (MoM) +14% (YoY) 55% Aged Inventory Over 45 Days Ending 03/31/25	-8% (MoM) +11% (YoY) 52% Aged Sales Over 45 Days as of 03/31/25	-8% (MoM) +17% (YoY) 59% Carryover Over 45 Days as of 03/01/25
-1% (MoM) NC (YoY) \$63,569 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-2% (MoM) 46% Sold With Markdown	-2% (MoM) -4% (YoY) 36% of Listings Not Viewed	+18% (MoM) Demand

Lowest Day Supply



Highest Day Supply



› All metrics move in line with the market.

USED

+17% (MoM)
Sales Volume
Change

-2 Day (MoM)
+6 Days (YoY)
44 Day Supply

-1% (MoM)
+4% (YoY)
48% Aged Inventory
Over 30 Days Ending
03/31/25

-3% (MoM)
+1% (YoY)
45% Aged Sales
Over 30 Days as of
03/31/25

-2% (MoM)
+2% (YoY)
51% Carryover
Over 30 Days as of
03/01/25

+2% (MoM)
-1% (YoY)
\$34,650 Price
Avg Last Listed

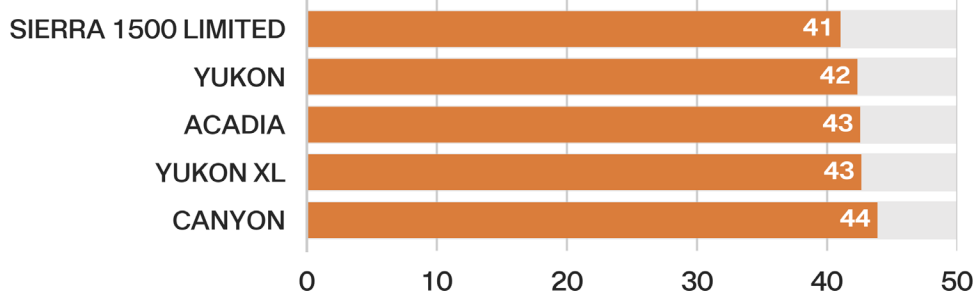
NC (MoM)
-4% Markdown
Price Reduction

-3% (MoM)
44% Sold
With Markdown

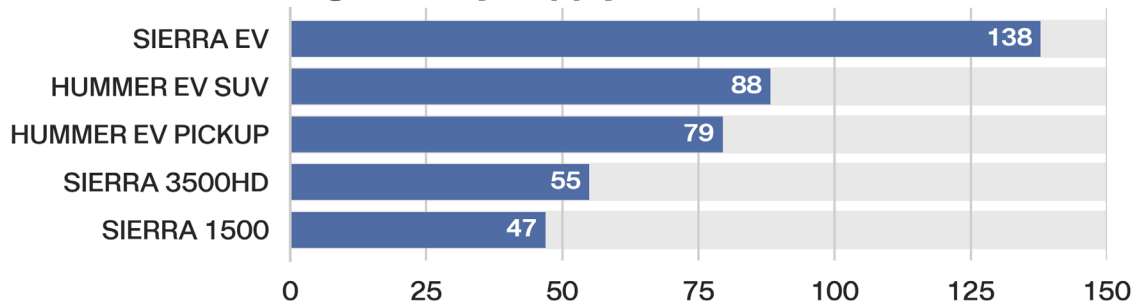
NC (MoM)
-11% (YoY)
33% of Listings
Not Viewed

+14%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply



- › Honda had the largest decrease in aged ending inventory among EVs MoM of 27% to 56% as fresh Prologue inventory entered the market.
- › The CR-V had a strong month. While the ICE version increased sales by 39%, the hybrid variant continues to outperform it, making up 55% of CR-V sales.

NEW

+21% (MoM)
Sales Volume
Change

-6 Days (MoM)
+7 Days (YoY)
47 Day Supply

-1% (MoM)
+15% (YoY)
41% Aged Inventory
Over 45 Days Ending
03/31/25

-6% (MoM)
+15% (YoY)
38% Aged Sales
Over 45 Days as of
03/31/25

-9% (MoM)
+19% (YoY)
43% Carryover
Over 45 Days as of
03/01/25

NC (MoM)
+3% (YoY)
\$36,850 Price
Avg Last Listed

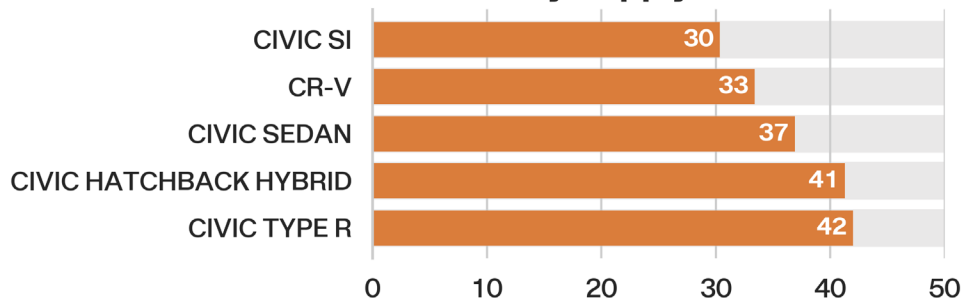
NC (MoM)
-4% Markdown
Price Reduction

NC (MoM)
15% Sold
With Markdown

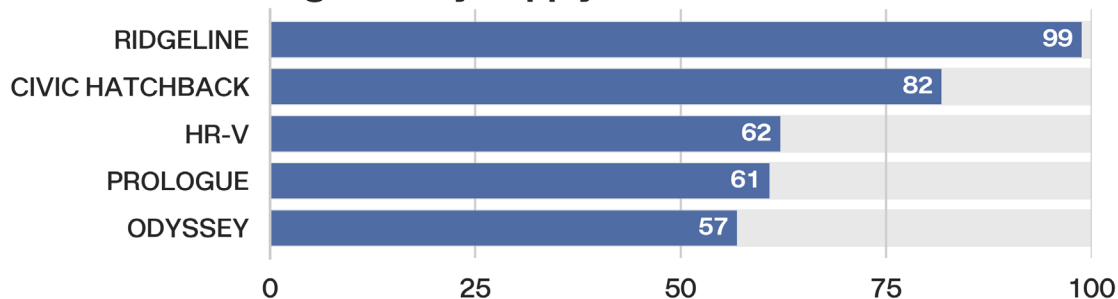
NC (MoM)
-1% (YoY)
47% of Listings
Not Viewed

+24%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply

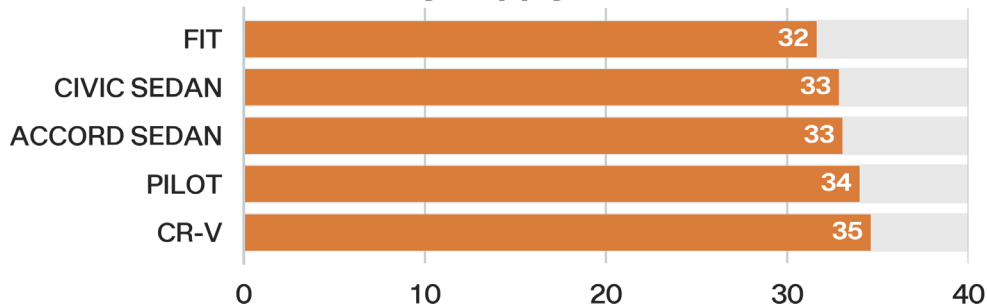


- › Honda saw the largest drop in day supply of 3 days down to 34 days, the lowest in the market.
- › Despite the largest MoM drop in EV list price of 17%, EV sales still declined by 5%.

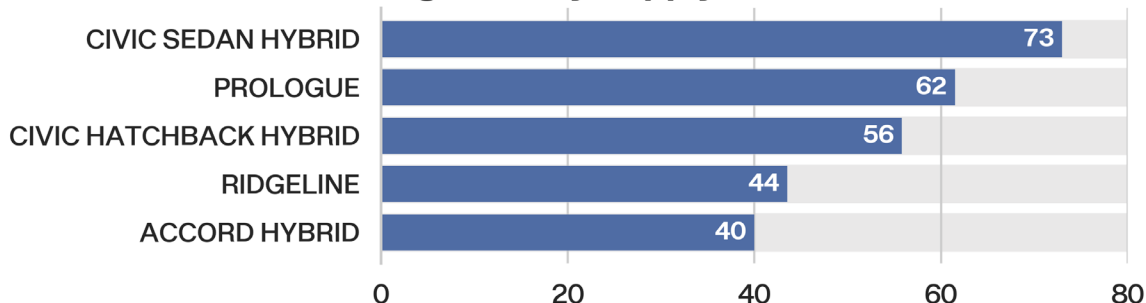
USED

+16% (MoM) Sales Volume Change	-3 Days (MoM) +2 Days (YoY) 34 Day Supply	-4% (MoM) +4% (YoY) 39% Aged Inventory Over 30 Days Ending 03/31/25	-5% (MoM) NC (YoY) 37% Aged Sales Over 30 Days as of 03/31/25	-3% (MoM) +5% (YoY) 44% Carryover Over 30 Days as of 03/01/25
NC (MoM) -1% (YoY) \$23,998 Price Avg Last Listed	+1% (MoM) -4% Markdown Price Reduction	-4% (MoM) 41% Sold With Markdown	NC (MoM) -12% (YoY) 32% of Listings Not Viewed	+19% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

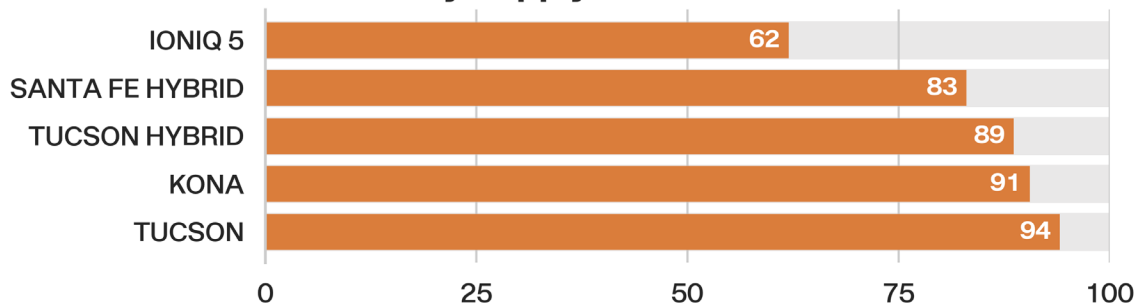


- › Hyundai had the highest percent of units sold with a markdown among hybrids at 53%, up 6% MoM.
- › The Kona Electric last listed price dropped 7% MoM but is in line with the price from a year ago.

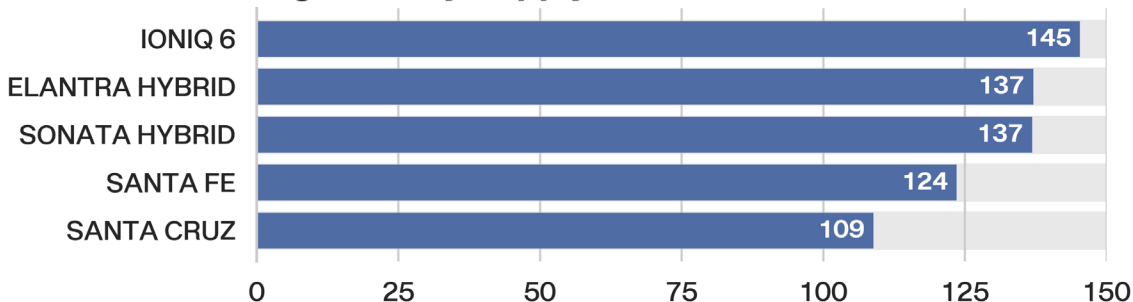
NEW

+30% (MoM) Sales Volume Change	-17 Days (MoM) +31 Days (YoY) 91 Day Supply	+4% (MoM) +20% (YoY) 66% Aged Inventory Over 45 Days Ending 03/31/25	-4% (MoM) +17% (YoY) 60% Aged Sales Over 45 Days as of 03/31/25	-2% (MoM) +21% (YoY) 63% Carryover Over 45 Days as of 03/01/25
-2% (MoM) NC (YoY) \$35,114 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+6% (MoM) 54% Sold With Markdown	-1% (MoM) -7% (YoY) 45% of Listings Not Viewed	+32% (MoM) Demand

Lowest Day Supply



Highest Day Supply





HYUNDAI

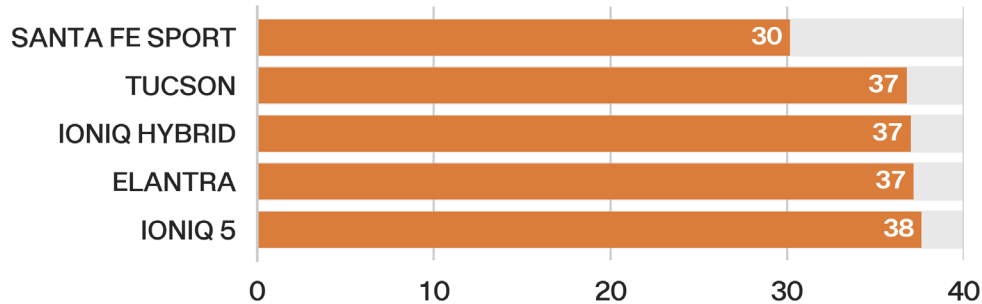
March 2025

- › The Palisade has seen the most growth within the Hyundai brand, making up almost 3% more of sales this year compared to last.

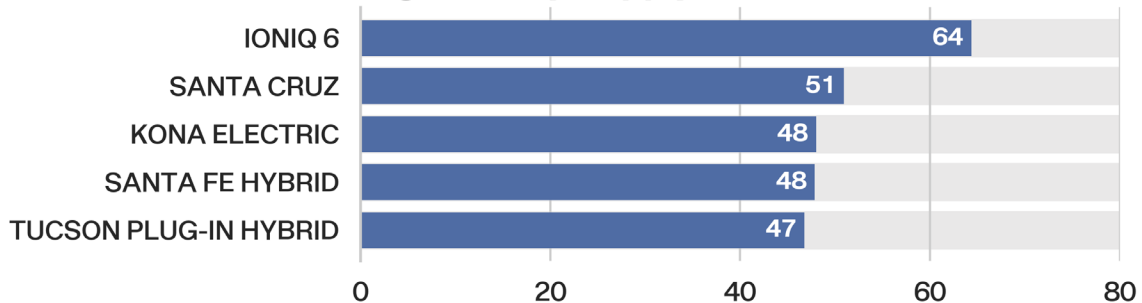
USED

+19% (MoM) Sales Volume Change	-4 Day (MoM) +4 Days (YoY) 38 Day Supply	-4% (MoM) +4% (YoY) 43% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) +1% (YoY) 42% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) +4% (YoY) 48% Carryover Over 30 Days as of 03/01/25
+2% (MoM) +2% (YoY) \$20,395 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-3% (MoM) 44% Sold With Markdown	NC (MoM) -10% (YoY) 39% of Listings Not Viewed	+22% (MoM) Demand

Lowest Day Supply



Highest Day Supply



- › Infiniti had the largest increase in ending inventory MoM of 13% as sales saw the smallest increase MoM in the market of 5%. This caused a market-high increase of day supply MoM of 20 days up to 136 days.
- › The QX80 continued to increase its share of Infiniti's monthly sales, rising 17% YoY despite its higher price point relative to other Infiniti models.

NEW

+5% (MoM)
Sales Volume
Change

+20 Days (MoM)
+43 Days (YoY)
136 Day Supply

-5% (MoM)
+3% (YoY)
60% Aged Inventory
Over 45 Days Ending
03/31/25

-7% (MoM)
NC (YoY)
58% Aged Sales
Over 45 Days as of
03/31/25

+6% (MoM)
+9% (YoY)
65% Carryover
Over 45 Days as of
03/01/25

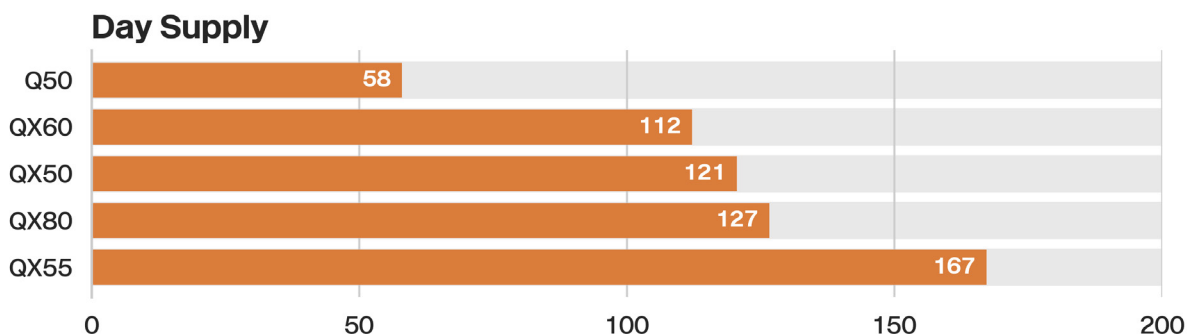
+1% (MoM)
+6% (YoY)
\$61,545 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

NC (MoM)
30% Sold
With Markdown

-2% (MoM)
-22% (YoY)
57% of Listings
Not Viewed

-4% (MoM)
Demand
Change

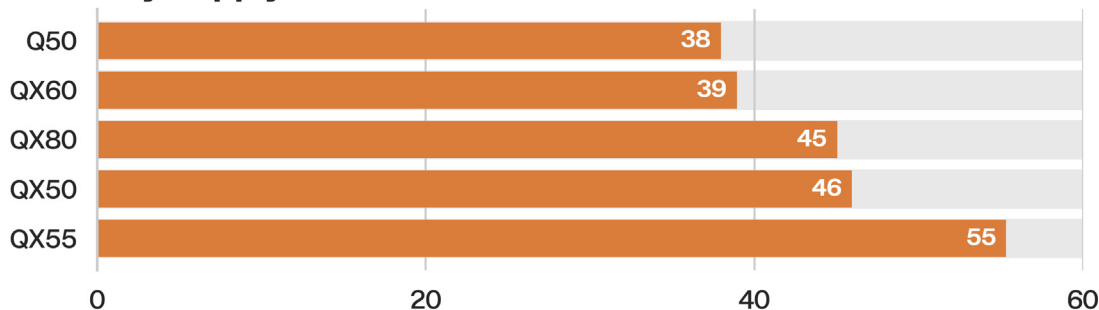


> Infiniti had the largest increase in list price of ending inventory MoM of 8%.

USED

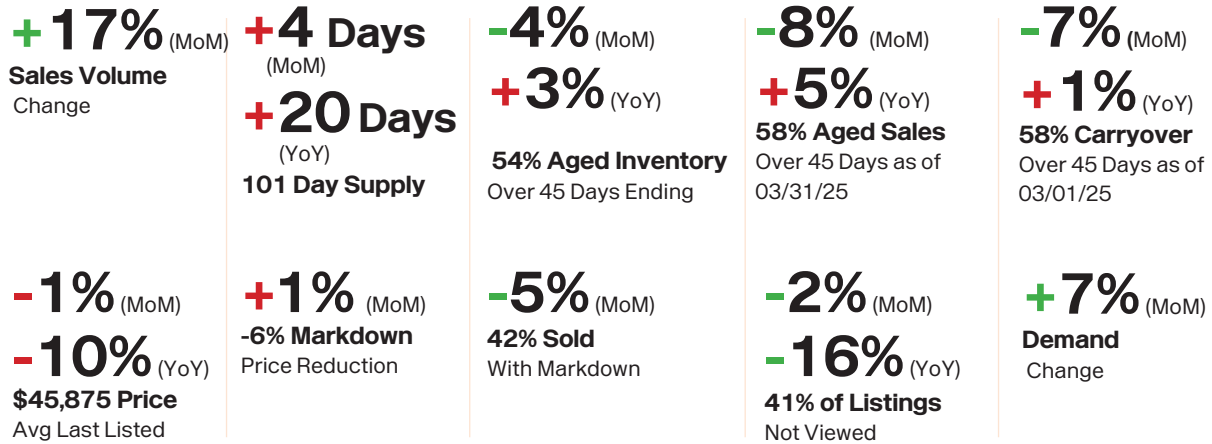
+14% (MoM) Sales Volume Change	NC Days (MoM) +6 Days (YoY) 43 Day Supply	+1% (MoM) +4% (YoY) 47% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) +1% (YoY) 43% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) NC (YoY) 47% Carryover Over 30 Days as of 03/01/25
+2% (MoM) -4% (YoY) \$26,992 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-3% (MoM) 49% Sold With Markdown	-3% (MoM) -25% (YoY) 28% of Listings Not Viewed	+13% (MoM) Demand

Day Supply

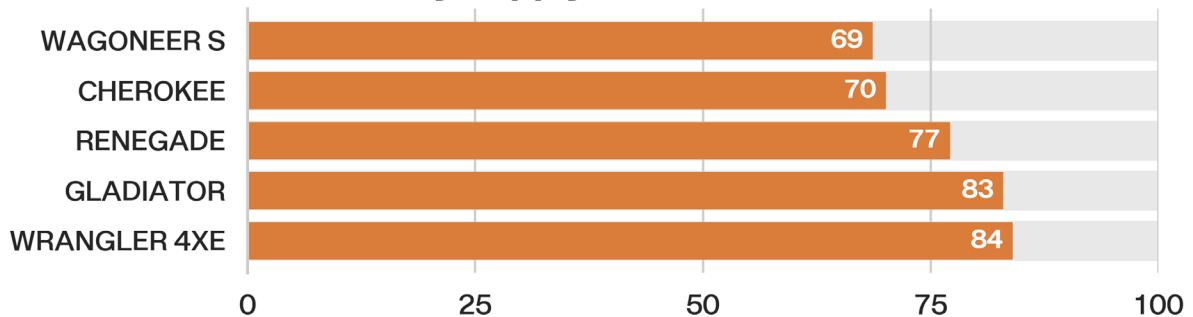


- Jeep continues to see the largest YoY decline in last listed prices, down 10% and affecting all models. The distribution of sales shifting from higher priced hybrid models to their ICE counterparts also influenced the average price.
- Jeep saw the largest correction in hybrid aged ending inventory, falling by 15% MoM to 57%.
- The Wagoneer S continues to gain momentum, making up nearly 3% of Jeep's March sales.

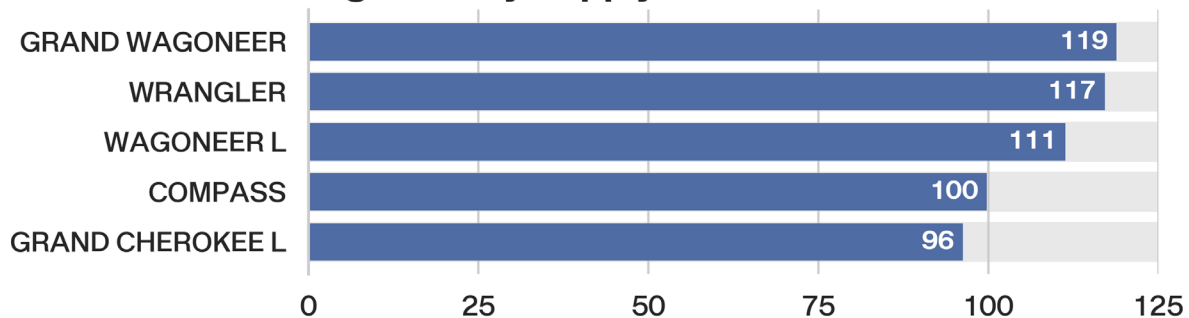
NEW



Lowest Day Supply



Highest Day Supply

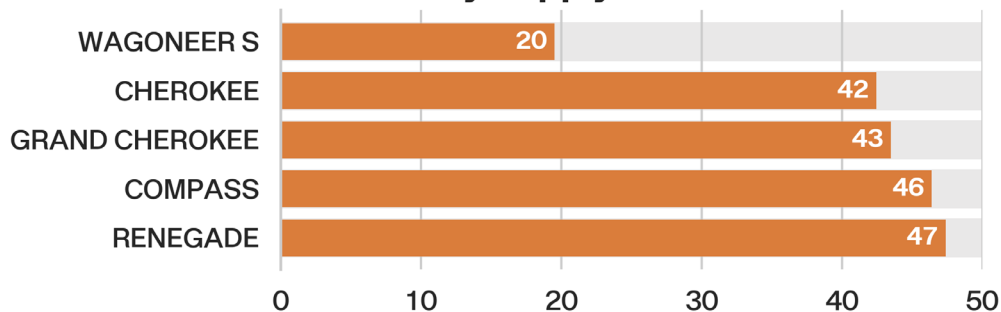


- The Grand Cherokee L has seen the most growth within the Jeep brand over the year, making up nearly 6% more of this month's sales compared to last year.

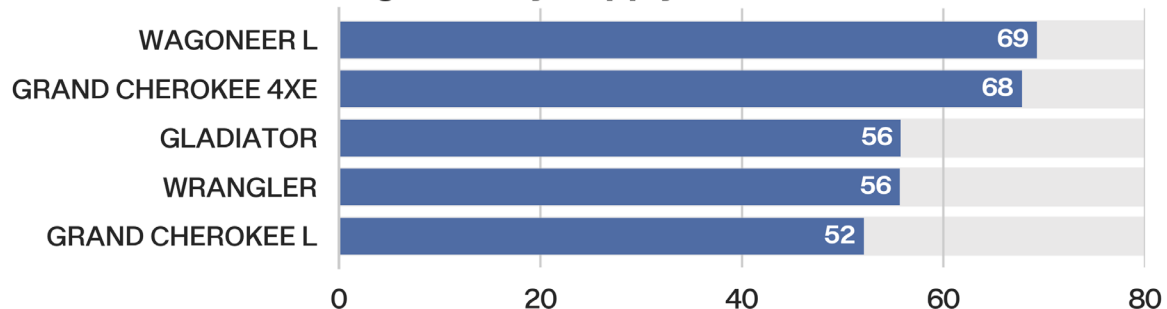
USED

+19% (MoM) Sales Volume Change	-4 Days (MoM) +4 Days (YoY) 46 Day Supply	-3% (MoM) +3% (YoY) 50% Aged Inventory Over 30 Days Ending 03/31/25	-4% (MoM) NC (YoY) 49% Aged Sales Over 30 Days as of 03/31/25	-3% (MoM) +3% (YoY) 54% Carryover Over 30 Days as of 03/01/25
+2% (MoM) -2% (YoY) \$25,997 Price Avg Last Listed	+1% (MoM) -6% Markdown Price Reduction	-2% (MoM) 48% Sold With Markdown	NC (MoM) -10% (YoY) 34% of Listings Not Viewed	+20% (MoM) Demand

Lowest Day Supply



Highest Day Supply

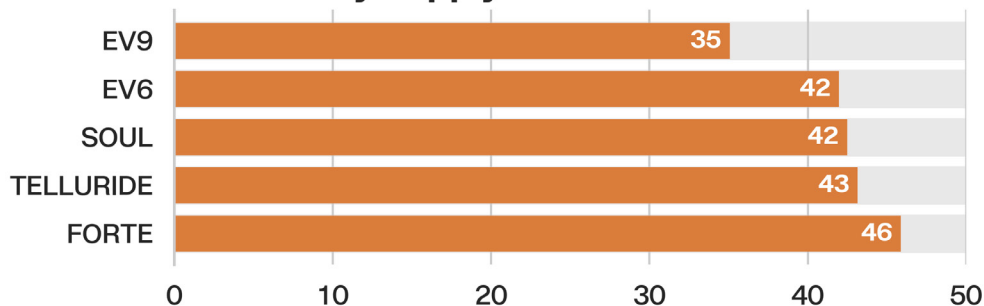
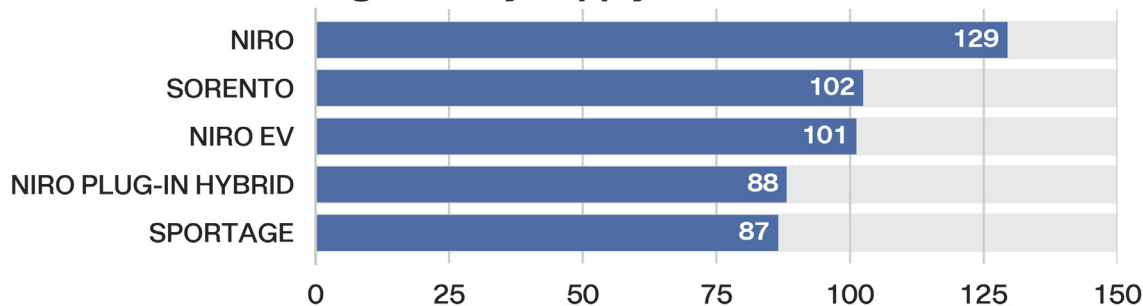




- › Kia saw the largest decrease in EV sales MoM of 25% as the EV6 and EV9 ending inventory fell by 10 days to 21 and 29 days respectively. This caused Kia to lose almost 3% of EV market share MoM.
- › Kia had the highest increase in hybrid list price of 13% YoY as markdown magnitude fell by 8% MoM, the largest in the market.

NEW

+18% (MoM) Sales Volume Change	-3 Days (MoM) +20 Days (YoY) 66 Day Supply	+1% (MoM) +15% (YoY) 52% Aged Inventory Over 45 Days Ending 03/31/25	-1% (MoM) +16% (YoY) 45% Aged Sales Over 45 Days as of 03/31/25	-6% (MoM) +17% (YoY) 52% Carryover Over 45 Days as of 03/01/25
-1% (MoM) NC (YoY) \$34,436 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+4% (MoM) 35% Sold With Markdown	-2% (MoM) -1% (YoY) 47% of Listings Not Viewed	+18% (MoM) Demand

Lowest Day Supply**Highest Day Supply**



➤ All metrics move in line with the market.

USED

+9% (MoM)
Sales Volume
Change

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

-4% (MoM)
+5% (YoY)
41% Aged Inventory
Over 30 Days Ending
03/31/25

-4% (MoM)
+1% (YoY)
41% Aged Sales
Over 30 Days as of
03/31/25

-2% (MoM)
+2% (YoY)
47% Carryover
Over 30 Days as of
03/01/25

+1% (MoM)
NC (YoY)
\$19,912 Price
Avg Last Listed

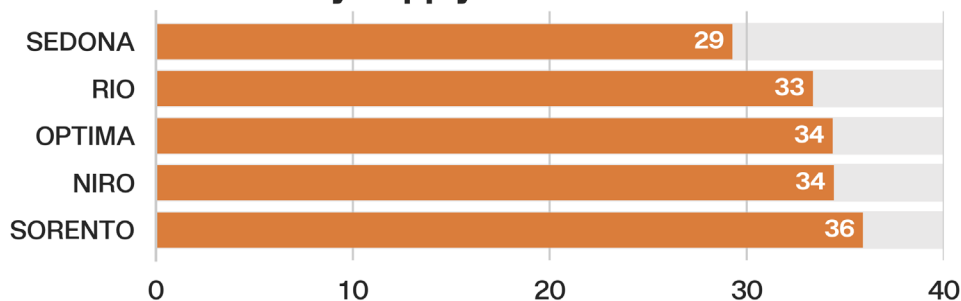
+1% (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
39% Sold
With Markdown

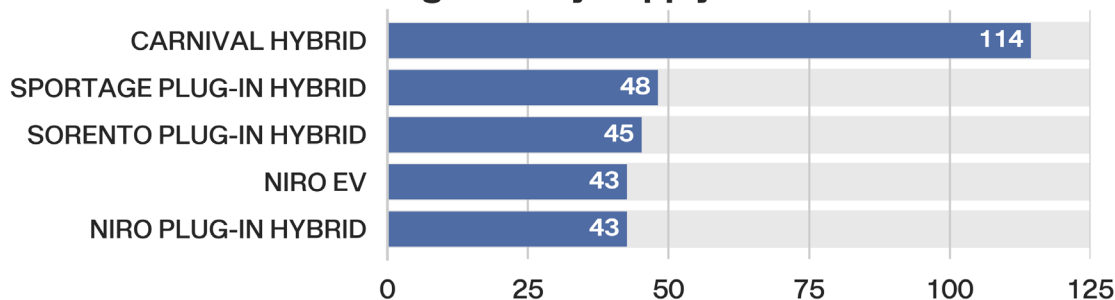
+1% (MoM)
-8% (YoY)
36% of Listings
Not Viewed

+18%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply

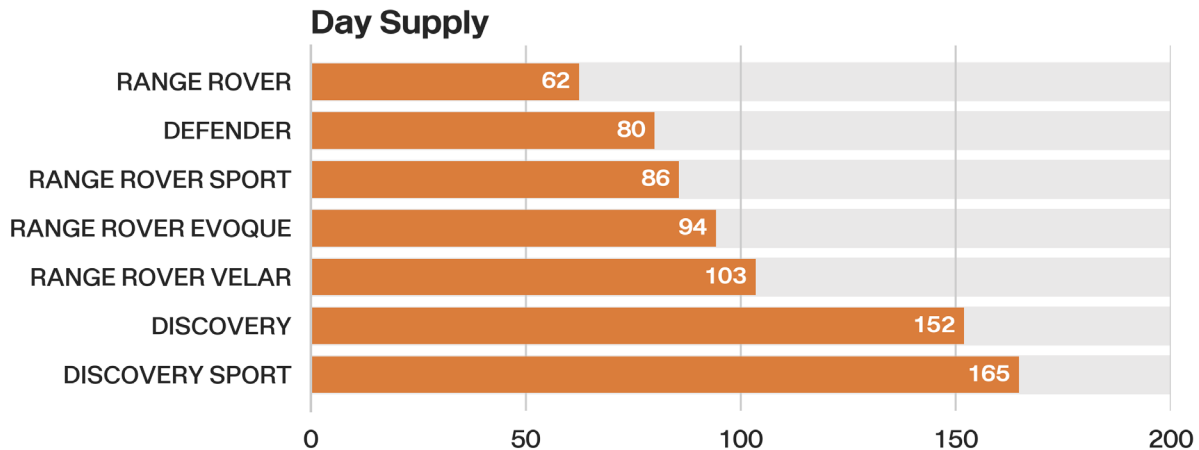




- › Land Rover had the largest increase in day supply YoY of 46 days up to 92 days driven by the Range Rover and Range Rover Sport increasing by 58 and 73 days respectively.
- › Range Rover sales made up 7% more of March's monthly sales while Defender made up 7% less.

NEW

+11% (MoM) Sales Volume Change	+4 Days (MoM) +46 Days (YoY) 92 Day Supply	NC (MoM) +20% (YoY) 55% Aged Inventory Over 45 Days Ending 03/31/25	-4% (MoM) +24% (YoY) 54% Aged Sales Over 45 Days as of 03/31/25	-6% (MoM) +11% (YoY) 55% Carryover Over 45 Days as of 03/01/25
+2% (MoM) +7% (YoY) \$98,485 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	NC (MoM) 7% Sold With Markdown	+4% (MoM) +3% (YoY) 38% of Listings Not Viewed	+6% (MoM) Demand Change





> All metrics move in line with the market.

USED

+9% (MoM)
Sales Volume
Change

NC Days
(MoM)
+8 Days
(YoY)
50 Day Supply

-1% (MoM)
+7% (YoY)
54% Aged Inventory
Over 30 Days Ending
03/31/25

-1% (MoM)
+2% (YoY)
49% Aged Sales
Over 30 Days as of
03/31/25

NC (MoM)
+6% (YoY)
56% Carryover
Over 30 Days as of
03/01/25

-1% (MoM)
-6% (YoY)
\$39,497 Price
Avg Last Listed

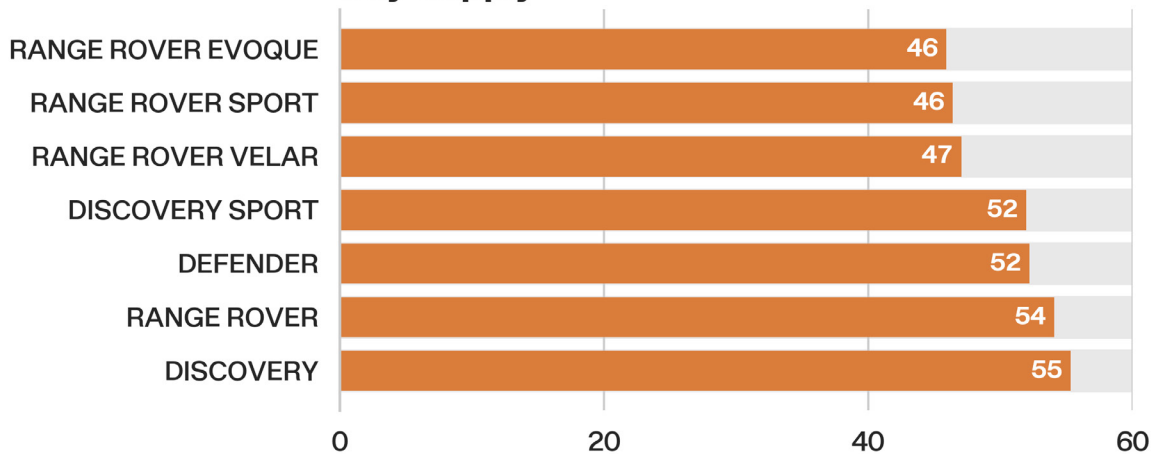
NC (MoM)
-6% Markdown
Price Reduction

-1% (MoM)
52% Sold
With Markdown

+1% (MoM)
-1% (YoY)
35% of Listings
Not Viewed

+9% (MoM)
Demand
Change

Day Supply

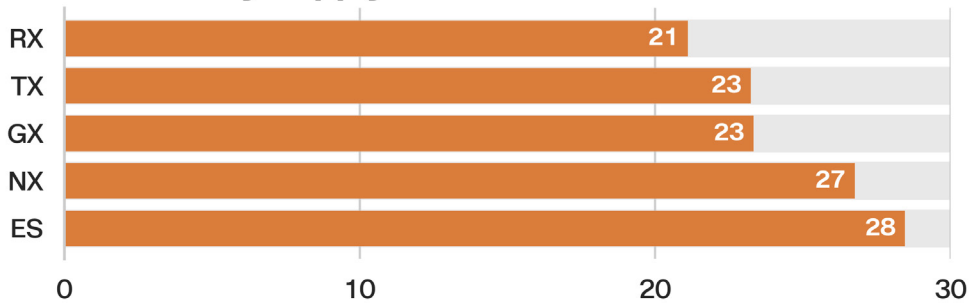


- › Lexus ran the most constrained day supply of 27 days, down 13 days from February with the ES, GX and NX all running sub-30 day supplies.
- › Lexus had the largest decrease in hybrid ending inventory MoM of 22%.
- › The GX had the largest increase in list price YoY of 25% but still increased its proportion of Lexus' monthly sales by 6% as the lower priced RX fell by 7% YoY.

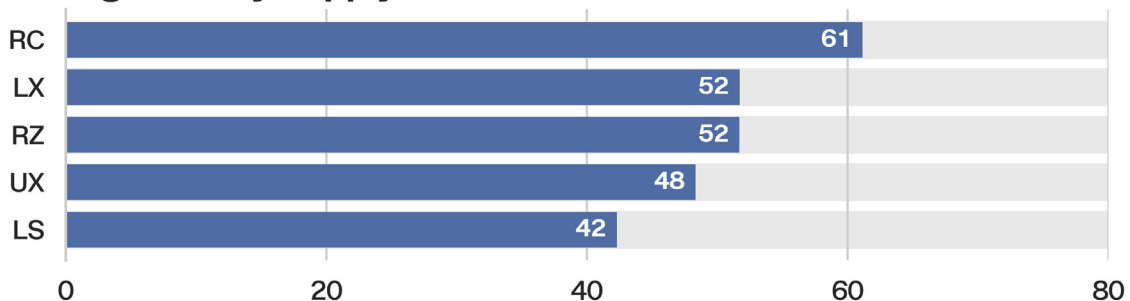
NEW

+22% (MoM) Sales Volume Change	-2 Days (MoM) -13 Days (YoY) 27 Day Supply	+4% (MoM) -21% (YoY) 20% Aged Inventory Over 45 Days Ending 03/31/25	-1% (MoM) -18% (YoY) 14% Aged Sales Over 45 Days as of 03/31/25	-3% (MoM) -23% (YoY) 16% Carryover Over 45 Days as of 03/01/25
NC (MoM) +2% (YoY) \$58,514 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	+1% (MoM) 7% Sold With Markdown	-4% (MoM) -13% (YoY) 39% of Listings Not Viewed	+19% (MoM) Demand

Lowest Day Supply



Highest Day Supply

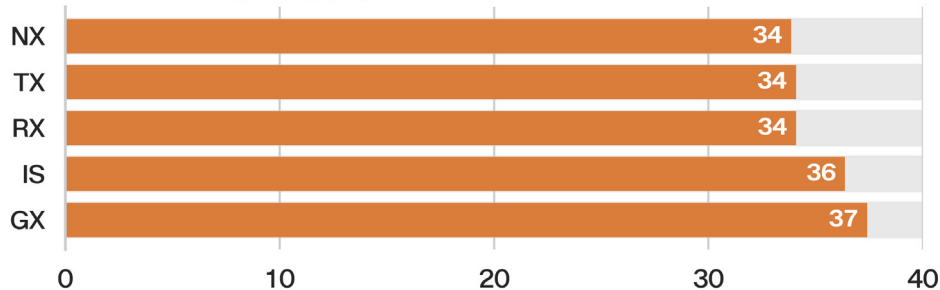


- › Lexus had the largest increase in list price YoY of 5%.
- › Lexus day supply fell by 1 day MoM to 36 days but lost its long standing position as the brand with the lowest day supply as other brands saw significant decreases.

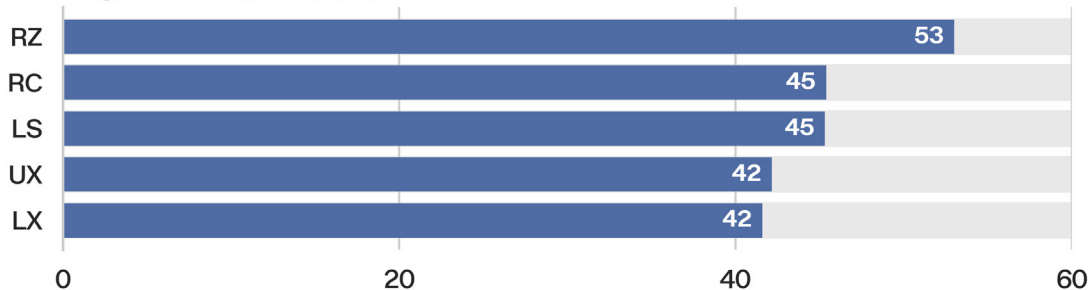
USED

+19% (MoM) Sales Volume Change	-1 Days (MoM) +6 Days (YoY) 36 Day Supply	NC (MoM) +3% (YoY) 40% Aged Inventory Over 30 Days Ending 03/31/25	-1% (MoM) NC (YoY) 38% Aged Sales Over 30 Days as of 03/31/25	-1% (MoM) -1% (YoY) 41% Carryover Over 30 Days as of 03/01/25
+1% (MoM) +5% (YoY) \$38,662 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-1% (MoM) 45% Sold With Markdown	NC (MoM) -8% (YoY) 29% of Listings Not Viewed	+15% (MoM) Demand

Lowest Day Supply



Highest Day Supply

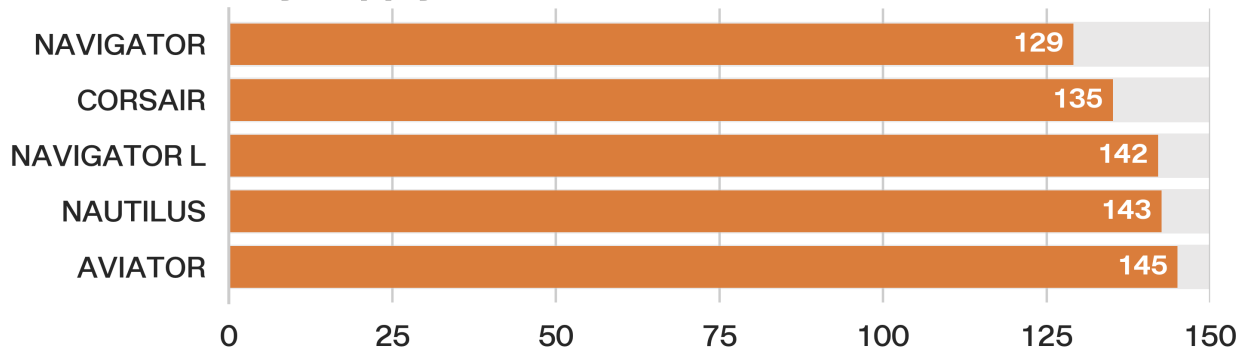




- › Lincoln saw a market high day supply decrease of 31 days MoM down to 121 days as hybrids saw the largest correction of 42 days down to 132 days. All models saw over a 25 day correction.

NEW

+26% (MoM) Sales Volume Change	-31 Days (MoM) +22 Days (YoY) 121 Day Supply	-3% (MoM) +19% (YoY) 81% Aged Inventory Over 45 Days Ending 03/31/25	+1% (MoM) +12% (YoY) 85% Aged Sales Over 45 Days as of 03/31/25	+2% (MoM) +21% (YoY) 84% Carryover Over 45 Days as of 03/01/25
NC (MoM) +4% (YoY) \$62,139 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 46% Sold With Markdown	-3% (MoM) -15% (YoY) 47% of Listings Not Viewed	+39% (MoM) Demand

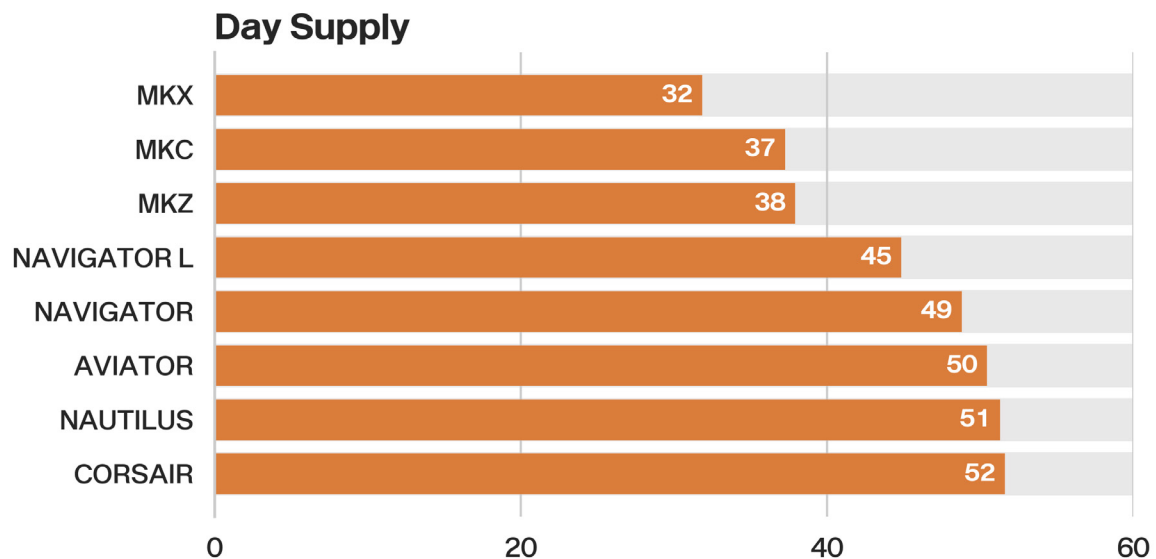
Day Supply



> The MKZ saw the largest decrease in last listed price YoY within the Lincoln brand, down 19%.

USED

+20% (MoM) Sales Volume Change	-5 Days (MoM) +3 Days (YoY) 45 Day Supply	-3% (MoM) +1% (YoY) 50% Aged Inventory Over 30 Days Ending 03/31/25	-2% (MoM) -1% (YoY) 48% Aged Sales Over 30 Days as of 03/31/25	-1% (MoM) +4% (YoY) 54% Carryover Over 30 Days as of 03/01/25
NC (MoM) NC (YoY) \$29,999 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-3% (MoM) 47% Sold With Markdown	NC (MoM) -12% (YoY) 34% of Listings Not Viewed	+22% (MoM) Demand

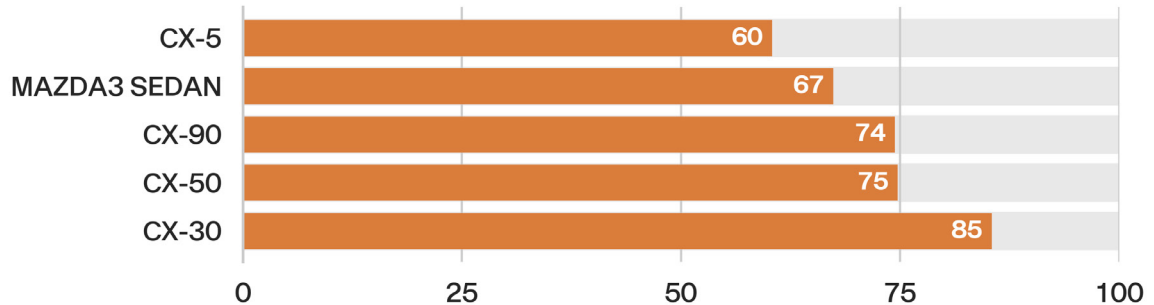


- Mazda saw the largest decrease in hybrid list price MoM of 8% as sales of the CX-50 Hybrid increased by over 5 times more than the higher priced CX-90 PHEV.

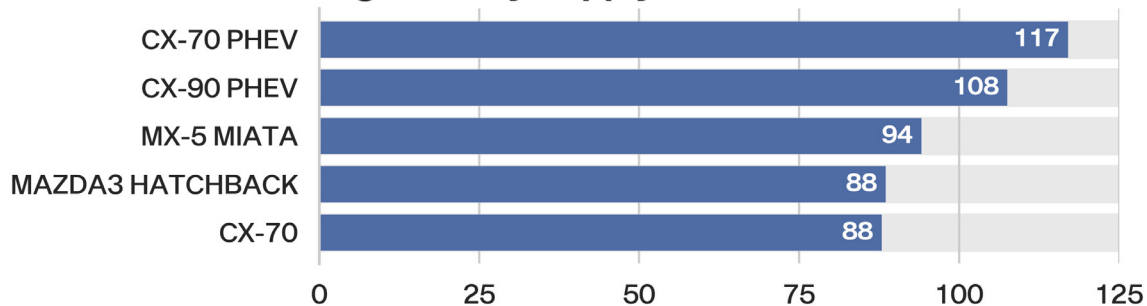
NEW

+35% (MoM) Sales Volume Change	-9 Days (MoM) +10 Days (YoY) 77 Day Supply	+1% (MoM) +1% (YoY) 51% Aged Inventory Over 45 Days Ending 03/31/25	-2% (MoM) +1% (YoY) 47% Aged Sales Over 45 Days as of 03/31/25	-3% (MoM) +8% (YoY) 52% Carryover Over 45 Days as of 03/01/25
NC (MoM) +5% (YoY) \$34,445 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	-1% (MoM) 25% Sold With Markdown	-2% (MoM) -7% (YoY) 53% of Listings Not Viewed	+26% (MoM) Demand

Lowest Day Supply



Highest Day Supply



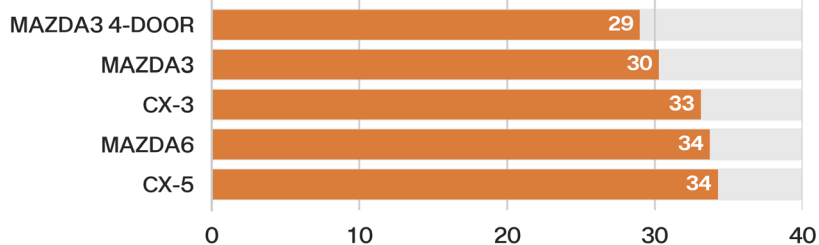


- › Mazda had the largest increase in list price of 3% MoM.
- › Mazda had the largest increase in hybrid sales MoM of 45%.

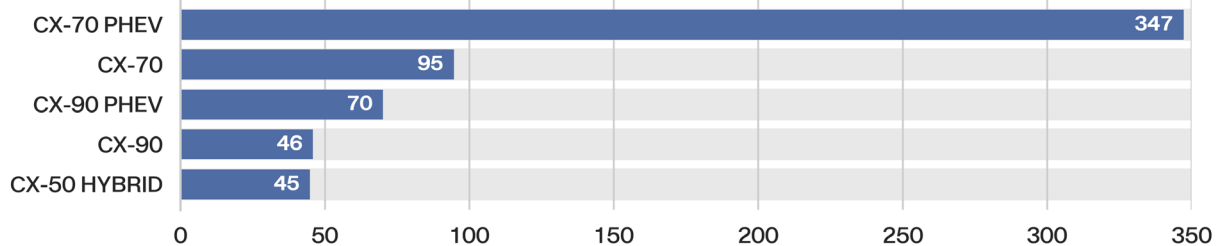
USED

+20% (MoM) Sales Volume Change	-2 Days (MoM) +4 Days (YoY) 38 Day Supply	-2% (MoM) +2% (YoY) 39% Aged Inventory Over 30 Days Ending 03/31/25	-1% (MoM) NC (YoY) 41% Aged Sales Over 30 Days as of 03/31/25	-1% (MoM) +2% (YoY) 43% Carryover Over 30 Days as of 03/01/25
+3% (MoM) +2% (YoY) \$23,890 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-1% (MoM) 41% Sold With Markdown	-1% (MoM) -7% (YoY) 30% of Listings Not Viewed	+18% (MoM) Demand

Lowest Day Supply



Highest Day Supply



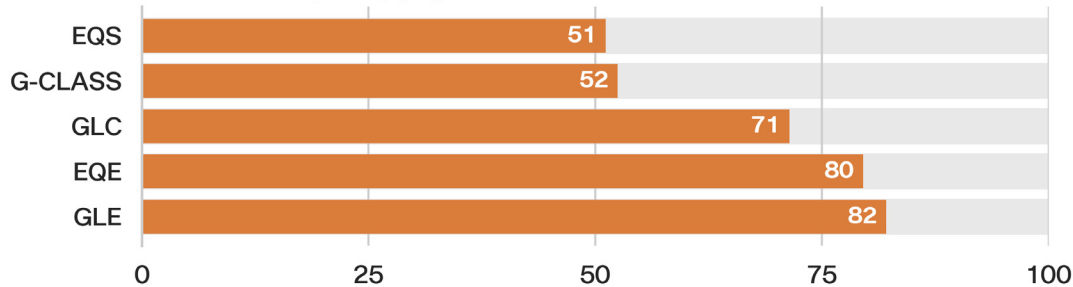


- EQB saw the largest increase in markdown magnitude of 9% MoM up to 22%.
- The GLC had a strong month, increasing sales by 50% MoM with the aid of fresh inventory. It made up over 3% more of Mercedes' monthly sales compared to February.

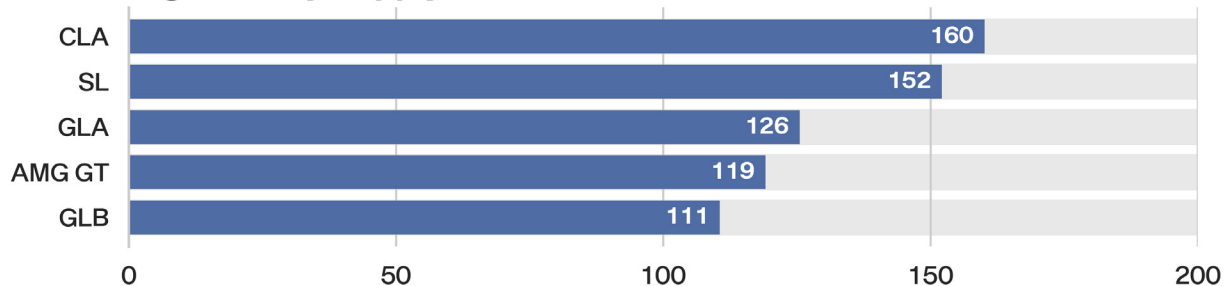
NEW

+26% (MoM) Sales Volume Change	-9 Days (MoM) +29 Days (YoY) 90 Day Supply	-3% (MoM) +13% (YoY) 60% Aged Inventory Over 45 Days Ending 03/31/25	-8% (MoM) +10% (YoY) 53% Aged Sales Over 45 Days as of 03/31/25	-6% (MoM) +13% (YoY) 64% Carryover Over 45 Days as of 03/01/25
-1% (MoM) -9% (YoY) \$70,015 Price Avg Last Listed	+3% (MoM) -7% Markdown Price Reduction	NC (MoM) 6% Sold With Markdown	-1% (MoM) NC (YoY) 47% of Listings Not Viewed	+22% (MoM) Demand

Lowest Day Supply



Highest Day Supply



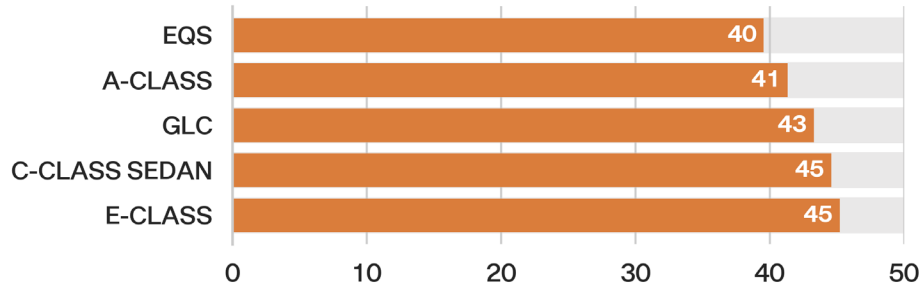


➤ The EQS and EQE saw the largest decrease in list price YoY, both over 30%.

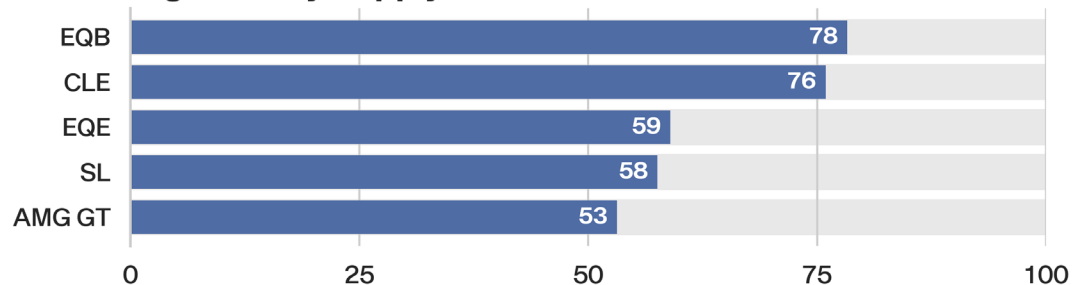
USED

+15% (MoM) Sales Volume Change	-2 Days (MoM) +4 Days (YoY) 46 Day Supply	-2% (MoM) +3% (YoY) 51% Aged Inventory Over 30 Days Ending 03/31/25	-2% (MoM) -1% (YoY) 47% Aged Sales Over 30 Days as of 03/31/25	NC (MoM) +3% (YoY) 55% Carryover Over 30 Days as of 03/01/25
-2% (MoM) -7% (YoY) \$35,368 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-1% (MoM) 46% Sold With Markdown	-1% (MoM) -9% (YoY) 29% of Listings Not Viewed	+18% (MoM) Demand

Lowest Day Supply



Highest Day Supply

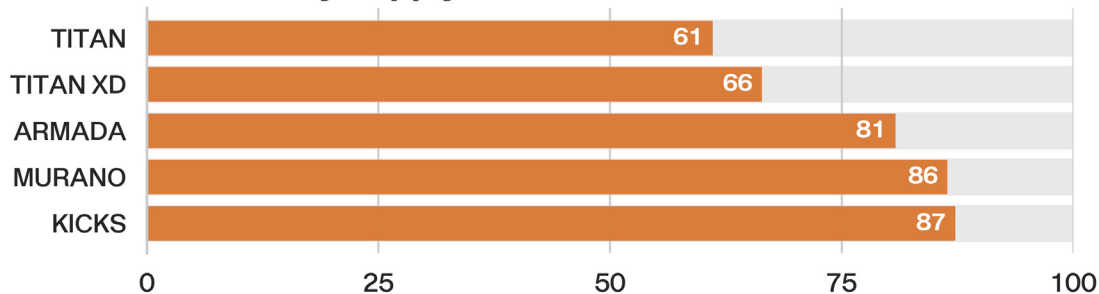


- › Ariya had the largest decrease in list price YoY of 25%, an 8% decrease MoM.
- › Although Rogue sales increased 25% MoM, its share of Nissan's March sales was 11% lower compared to March 2024, as the Kicks model outperformed it.

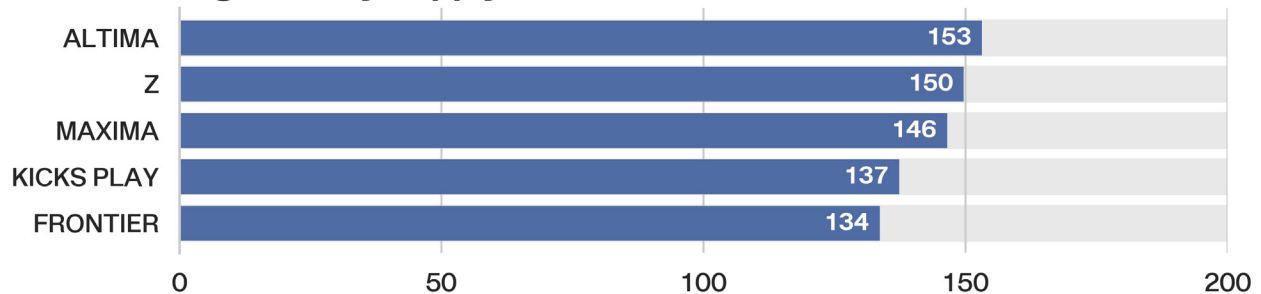
NEW

+19% (MoM) Sales Volume Change	-13 Days (MoM) +14 Days (YoY) 99 Day Supply	-4% (MoM) +15% (YoY) 68% Aged Inventory Over 45 Days Ending 03/31/25	-1% (MoM) +9% (YoY) 72% Aged Sales Over 45 Days as of 03/31/25	+1% (MoM) +16% (YoY) 73% Carryover Over 45 Days as of 03/01/25
-2% (MoM) -4% (YoY) \$30,711 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+1% (MoM) 50% Sold With Markdown	-3% (MoM) -8% (YoY) 56% of Listings Not Viewed	+25% (MoM) Demand

Lowest Day Supply



Highest Day Supply

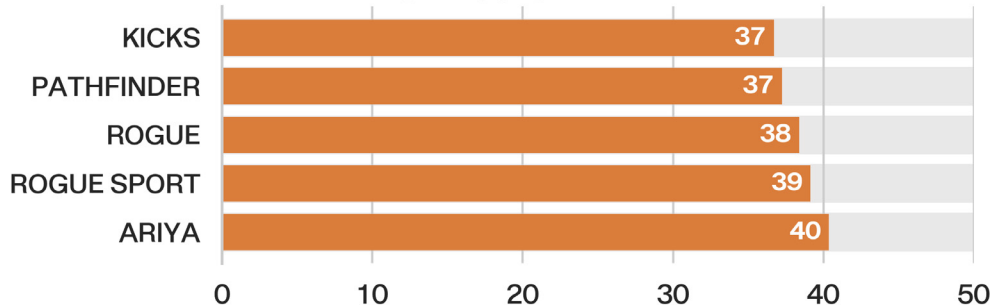


› While most Nissan models have decreased list price YoY, the Pathfinder increased by 15%.

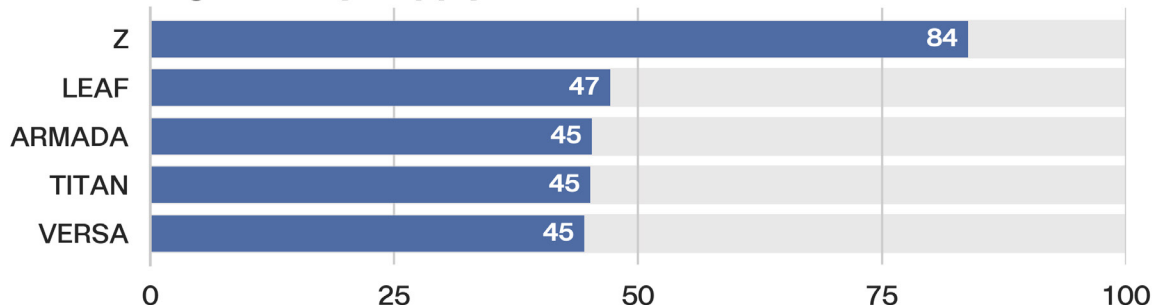
USED

+17% (MoM) Sales Volume Change	-4 Days (MoM) +5 Days (YoY) 39 Day Supply	-1% (MoM) +7% (YoY) 46% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) +2% (YoY) 44% Aged Sales Over 30 Days as of 03/31/25	NC (MoM) +4% (YoY) 49% Carryover Over 30 Days as of 03/01/25
+1% (MoM) -2% (YoY) \$19,899 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-3% (MoM) 45% Sold With Markdown	-1% (MoM) -11% (YoY) 40% of Listings Not Viewed	+20% (MoM) Demand

Lowest Day Supply



Highest Day Supply



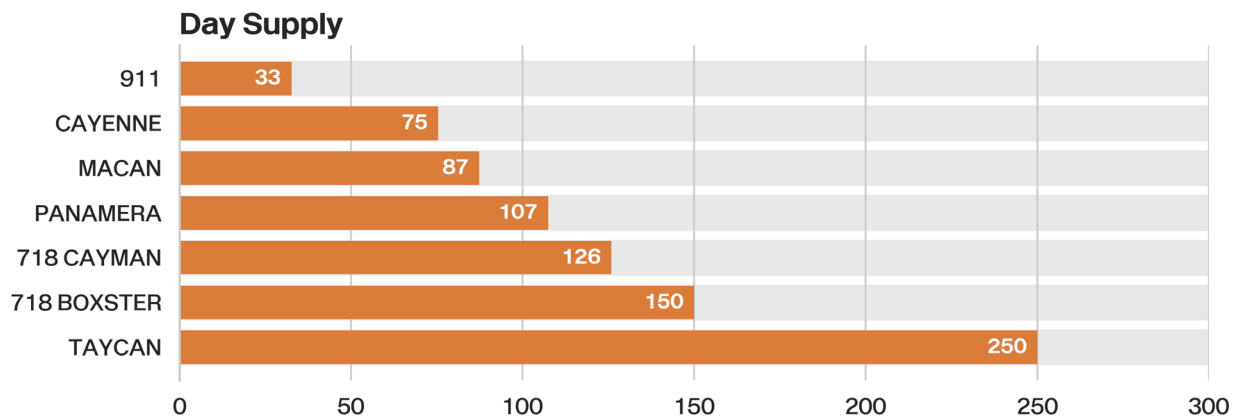


PORSCHE

- › Porsche saw the largest increase in aged ending inventory of 8% MoM, up to 75%, driven by a 13% increase in Macans.
- › The 711 and 718 Boxster sales grew significantly MoM, both increasing their proportion of sales by over 2%.

NEW

+12% (MoM) Sales Volume Change	-9 Days (MoM) +25 Days (YoY) 86 Day Supply	+8% (MoM) +23% (YoY) 75% Aged Inventory Over 45 Days Ending 03/31/25	-7% (MoM) -1% (YoY) 55% Aged Sales Over 45 Days as of 03/31/25	NC (MoM) -3% (YoY) 67% Carryover Over 45 Days as of 03/01/25
+2% (MoM) +5% (YoY) \$107,065 Price Avg Last Listed	-3% (MoM) -10% Markdown Price Reduction	NC (MoM) 6% Sold With Markdown	-8% (MoM) +4% (YoY) 38% of Listings Not Viewed	+25% (MoM) Demand





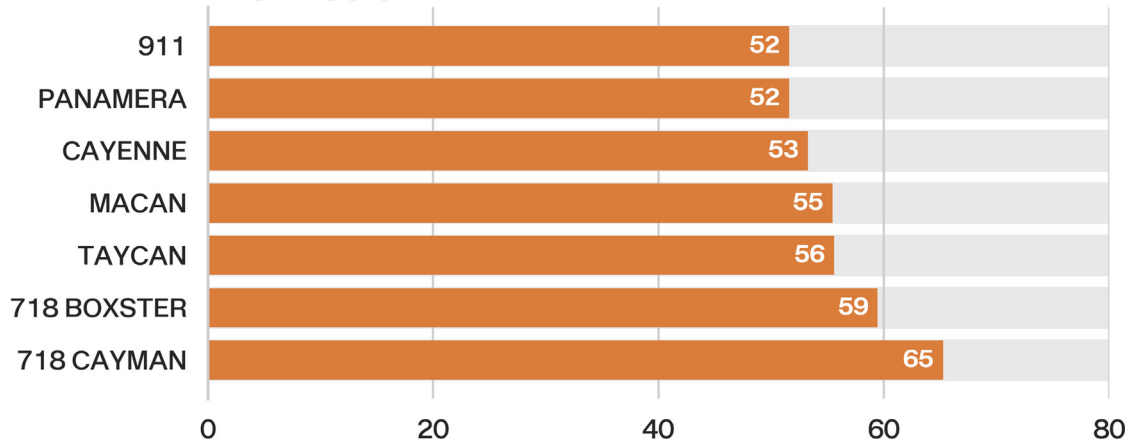
PORSCHE

- › Porsche had the largest increase in day supply YoY of 12 days to 54 days.
- › Macans made up 4% less of March 2025 sales compared to 2024 as sales shifted towards the higher priced 911 and Taycan.

USED

+12% (MoM) Sales Volume Change	-1 Days (MoM) +12 Days (YoY) 54 Day Supply	-1% (MoM) +6% (YoY) 56% Aged Inventory Over 30 Days Ending 03/31/25	NC (MoM) +3% (YoY) 53% Aged Sales Over 30 Days as of 03/31/25	NC (MoM) +5% (YoY) 58% Carryover Over 30 Days as of 03/01/25
-1% (MoM) -1% (YoY) \$63,443 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 46% Sold With Markdown	-3% (MoM) -14% (YoY) 26% of Listings Not Viewed	+12% (MoM) Demand

Day Supply





RAM

March 2025

- RAM had the largest decrease in hybrid list price YoY of 21% as markdowns increased by a market high of 6% MoM.
- The 1500 was the only model to see sales increase MoM while all other models fell in a market that widely saw sales increase.

NEW

+6% (MoM)
Sales Volume
Change

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

-7% (MoM)
-2% (YoY)
61% Aged Inventory
Over 45 Days Ending
03/31/25

-4% (MoM)
+2% (YoY)
65% Aged Sales
Over 45 Days as of
03/31/25

-3% (MoM)
+6% (YoY)
68% Carryover
Over 45 Days as of
03/01/25

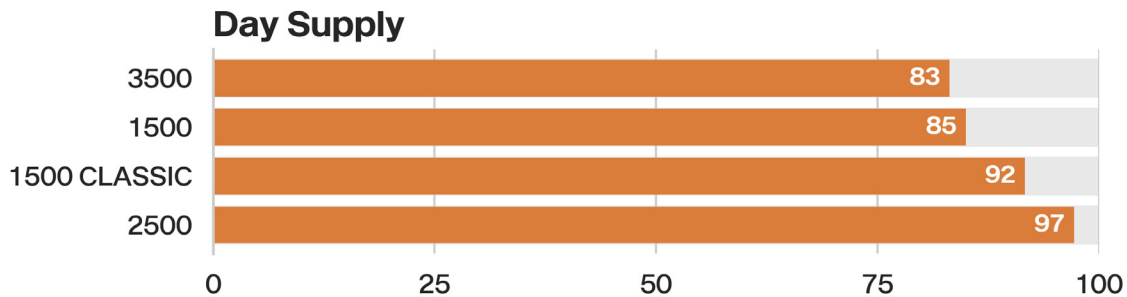
-1% (MoM)
-8% (YoY)
\$58,245 Price
Avg Last Listed

NC (MoM)
-7% Markdown
Price Reduction

-6% (MoM)
50% Sold
With Markdown

-2% (MoM)
-13% (YoY)
37% of Listings
Not Viewed

+10%
(MoM)
Demand





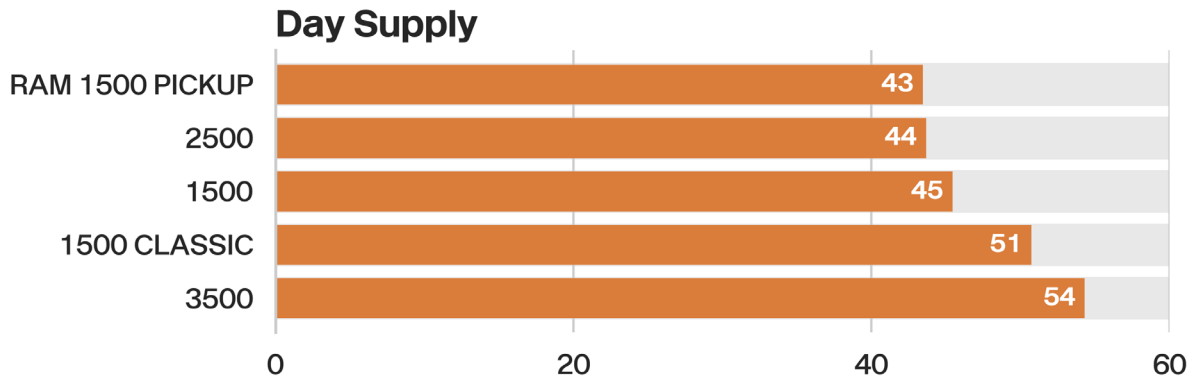
RAM

March 2025

➤ RAM had the largest increase in aged ending inventory of 2% to 51%.

USED

+18% (MoM) Sales Volume Change	-2 Days (MoM) +6 Days (YoY) 46 Day Supply	+2% (MoM) +3% (YoY) 51% Aged Inventory Over 30 Days Ending 03/31/25	-2% (MoM) NC (YoY) 46% Aged Sales Over 30 Days as of 03/31/25	-3% (MoM) NC (YoY) 51% Carryover Over 30 Days as of 03/01/25
NC (MoM) -3% (YoY) \$33,799 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-2% (MoM) 44% Sold With Markdown	NC (MoM) -9% (YoY) 32% of Listings Not Viewed	+16% (MoM) Demand





SUBARU

March 2025

- › Subaru achieved the largest market decrease in ending inventory of 22% MoM as sales increased by 21%. Day supply consequently fell by 13 days to 53 days.

NEW

+21% (MoM)
Sales Volume
Change

-13 Days (MoM)
-3 Days (YoY)
53 Day Supply

+7% (MoM)
+12% (YoY)
54% Aged Inventory
Over 45 Days Ending
03/31/25

-2% (MoM)
+7% (YoY)
55% Aged Sales
Over 45 Days as of
03/31/25

-4% (MoM)
+9% (YoY)
48% Carryover
Over 45 Days as of
03/01/25

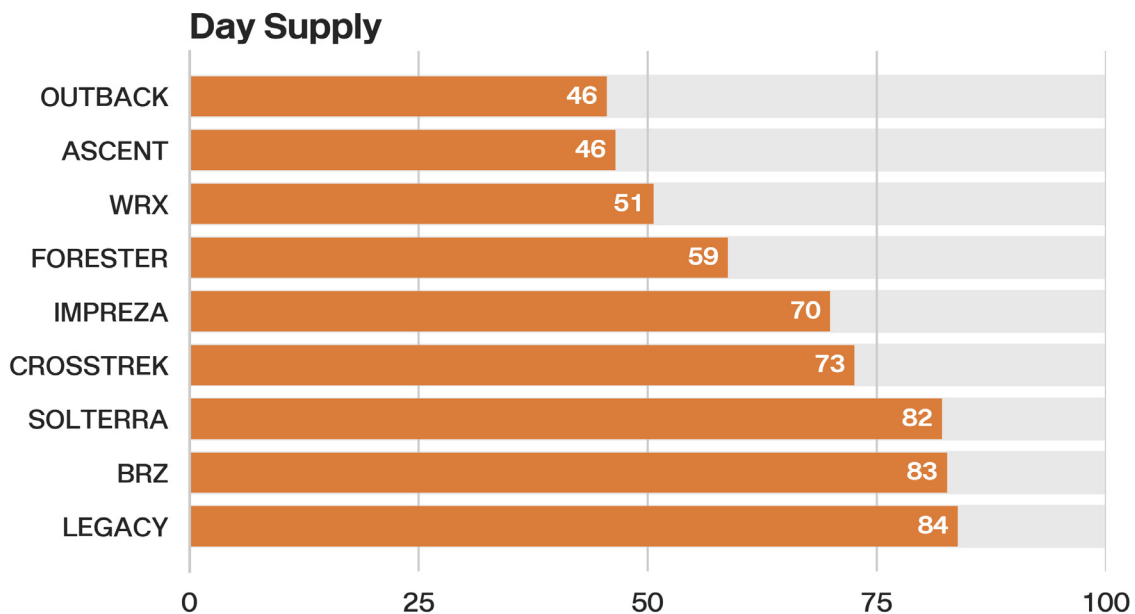
NC (MoM) **+**
1% (YoY)
\$35,464 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

-2% (MoM)
30% Sold
With Markdown

-1% (MoM)
-9% (YoY)
41% of Listings
Not Viewed

+37%
(MoM)
Demand





SUBARU

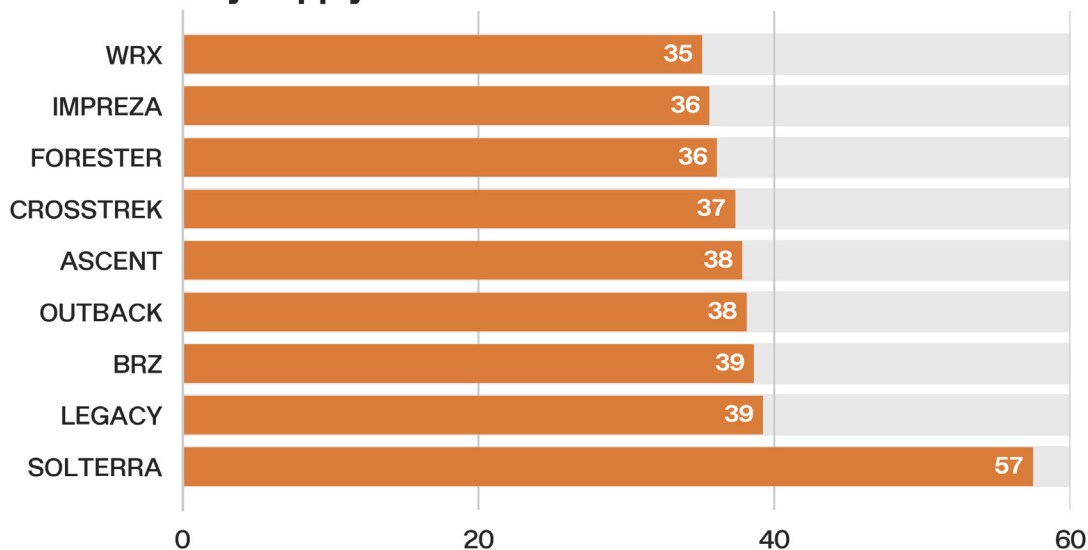
March 2025

- › Subaru had the largest increase in ending inventory MoM of 9% driven by a 14% increase in Outbacks.
- › Subaru had the largest decrease in units sold with a markdown of 5% down to 43% with both the Forester and Outback falling by 5%.

USED

+18% (MoM) Sales Volume Change	-2 Days (MoM) NC Days (YoY) 36 Day Supply	-4% (MoM) NC (YoY) 39% Aged Inventory Over 30 Days Ending 03/31/25	-4% (MoM) -2% (YoY) 39% Aged Sales Over 30 Days as of 03/31/25	-3% (MoM) +1% (YoY) 45% Carryover Over 30 Days as of 03/01/25
+1% (MoM) -2% (YoY) \$24,618 Price Avg Last Listed	+1% (MoM) -4% Markdown Price Reduction	-5% (MoM) 43% Sold With Markdown	NC (MoM) -12% (YoY) 36% of Listings Not Viewed	+17% (MoM) Demand

Day Supply





TOYOTA

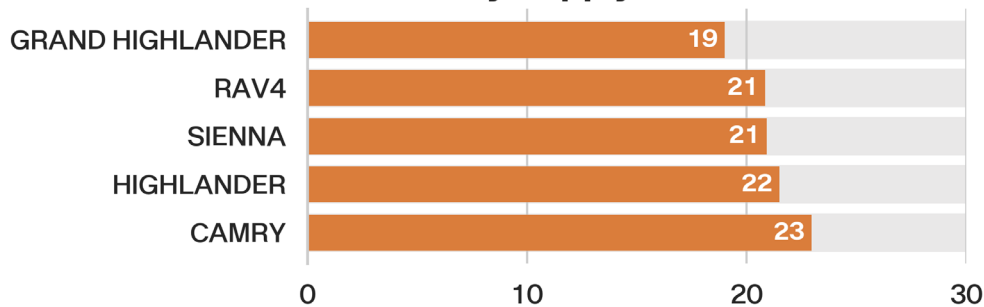
March 2025

- › Toyota had the largest decrease in EV ending inventory MoM of 33% while simultaneously experiencing a market-high increase in aged EV ending inventory of 23% to 65%.
- › The 4Runner saw the largest increase in sales MoM, more than quadrupling with pent up demand from supply constraints.
- › Grand Highlander day supply fell by another 3 days MoM to a market low day supply of 18 days.

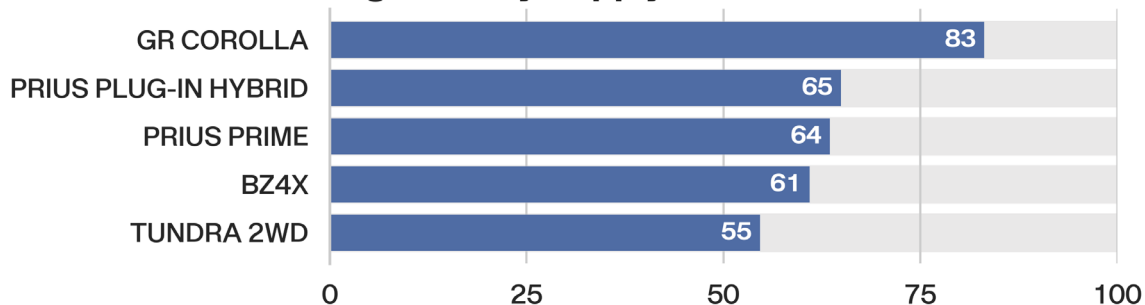
NEW

+15% (MoM) Sales Volume Change	-3 Days (MoM) +1 Days (YoY) 31 Day Supply	+6% (MoM) +10% (YoY) 29% Aged Inventory Over 45 Days Ending 03/31/25	-3% (MoM) +1% (YoY) 18% Aged Sales Over 45 Days as of 03/31/25	-6% (MoM) +5% (YoY) 24% Carryover Over 45 Days as of 03/01/25
NC (MoM) +2% (YoY) \$39,899 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+1% (MoM) 15% Sold With Markdown	-2% (MoM) -9% (YoY) 40% of Listings Not Viewed	+22% (MoM) Demand

Lowest Day Supply



Highest Day Supply





TOYOTA

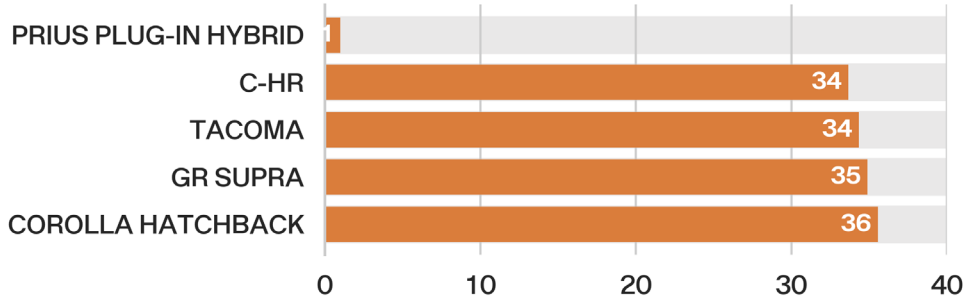
March 2025

➤ All metrics move in line with the market.

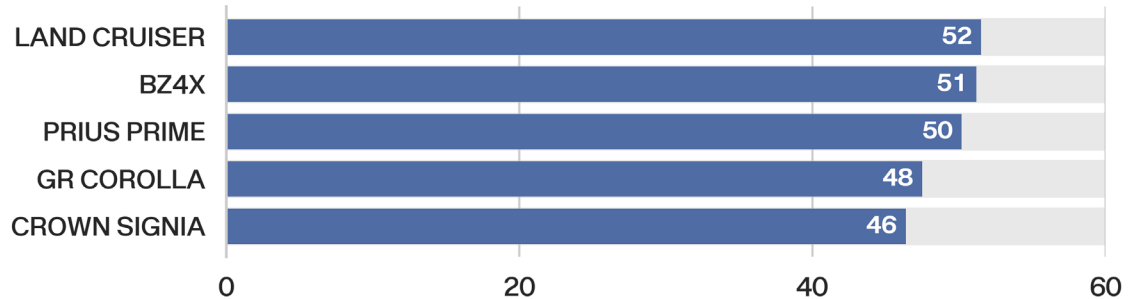
USED

+19% (MoM) Sales Volume Change	-2 Day (MoM) +8 Days (YoY) 38 Day Supply	-1% (MoM) +9% (YoY) 43% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) +4% (YoY) 40% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) +7% (YoY) 46% Carryover Over 30 Days as of 03/01/25
+1% (MoM) NC (YoY) \$27,750 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-3% (MoM) 45% Sold With Markdown	-1% (MoM) -9% (YoY) 31% of Listings Not Viewed	+19% (MoM) Demand

Lowest Day Supply



Highest Day Supply





- › Volkswagen saw the largest increase of units sold with a markdown MoM, up 11% to 53% with the newly released ID.BUZZ, increasing by over 20%.
- › EV day supply increased by 49 days to 113 days corresponding with a market-leading 36% MoM increase in list price.
- › The ID.4 saw the largest decrease in sales MoM of 57% as well as the highest increase in ending inventory, nearly doubling as list price rose by a market high of 11%.
- › The ID.BUZZ had the largest decrease in day supply MoM of 82 days to 122 days.

NEW

+13% (MoM)
Sales Volume
Change

-7 Days (MoM)
+19 Days (YoY)
84 Day Supply

-1% (MoM)
+11% (YoY)
63% Aged Inventory
Over 45 Days Ending
03/31/25

-5% (MoM)
+10% (YoY)
66% Aged Sales
Over 45 Days as of
03/31/25

-5% (MoM)
+7% (YoY)
65% Carryover
Over 45 Days as of
03/01/25

NC (MoM)
-8% (YoY)
\$34,111 Price
Avg Last Listed

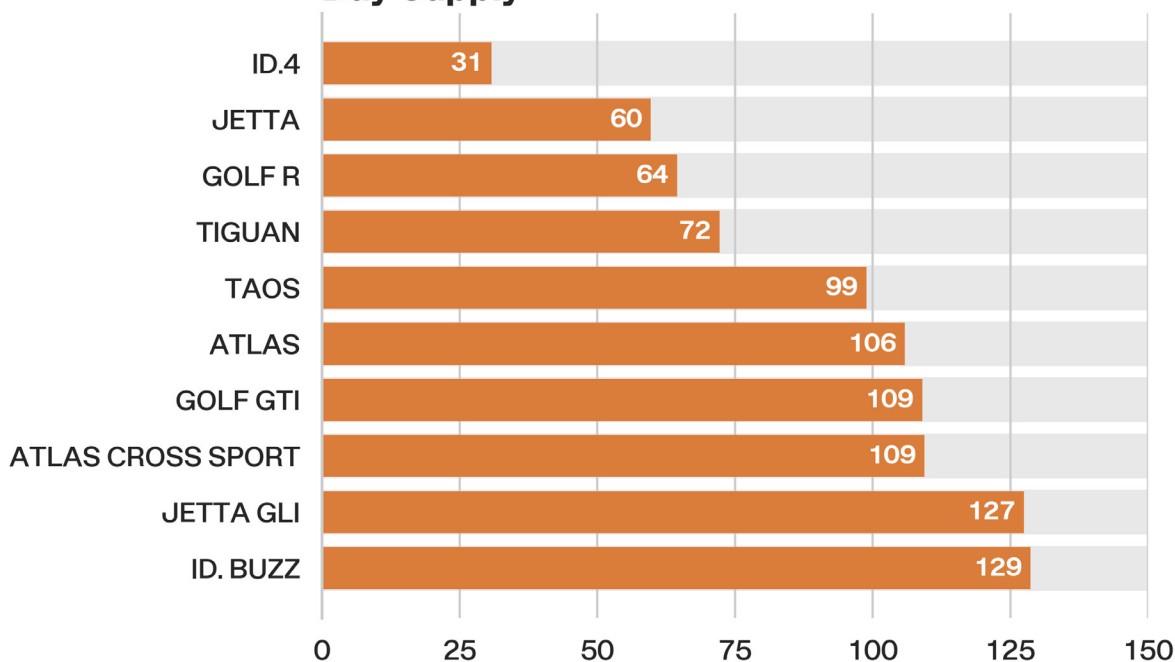
NC (MoM)
-5% Markdown
Price Reduction

+11% (MoM)
53% Sold
With Markdown

-3% (MoM)
-13% (YoY)
39% of Listings
Not Viewed

+20% (MoM)
Demand

Day Supply



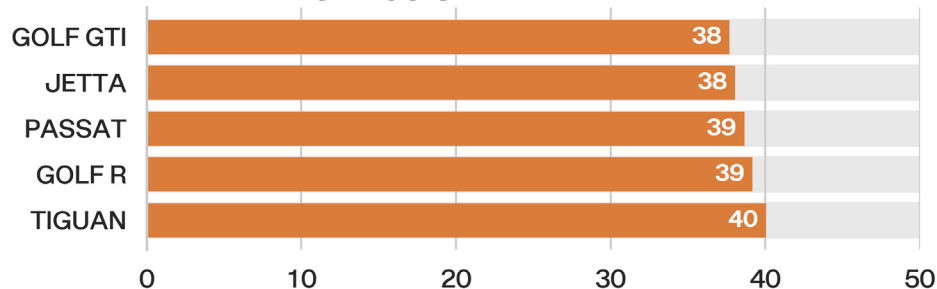


- › The Passat saw the largest decrease in ending inventory MoM of 15% as sales rose by 27% causing day supply to drop by 11 days to 33 days.

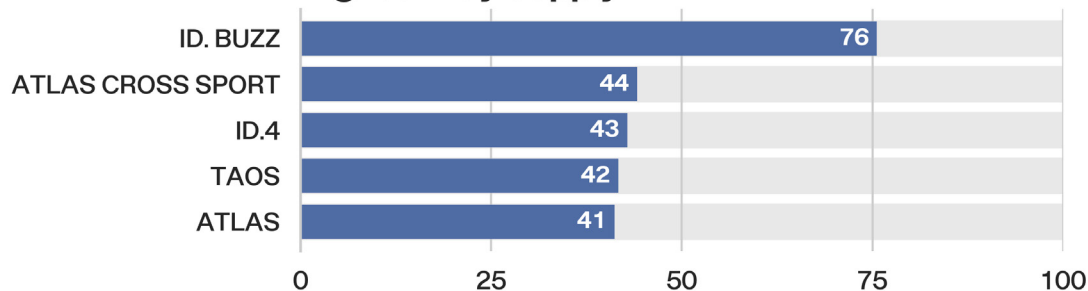
USED

+14% (MoM) Sales Volume Change	-3 Days (MoM) +3 Days (YoY) 38 Day Supply	-3% (MoM) +2% (YoY) 43% Aged Inventory Over 30 Days Ending 03/31/25	-3% (MoM) NC (YoY) 45% Aged Sales Over 30 Days as of 03/31/25	-2% (MoM) NC (YoY) 48% Carryover Over 30 Days as of 03/01/25
+2% (MoM) -4% (YoY) \$21,400 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-4% (MoM) 46% Sold With Markdown	-1% (MoM) -10% (YoY) 37% of Listings Not Viewed	+22% (MoM) Demand

Lowest Day Supply



Highest Day Supply

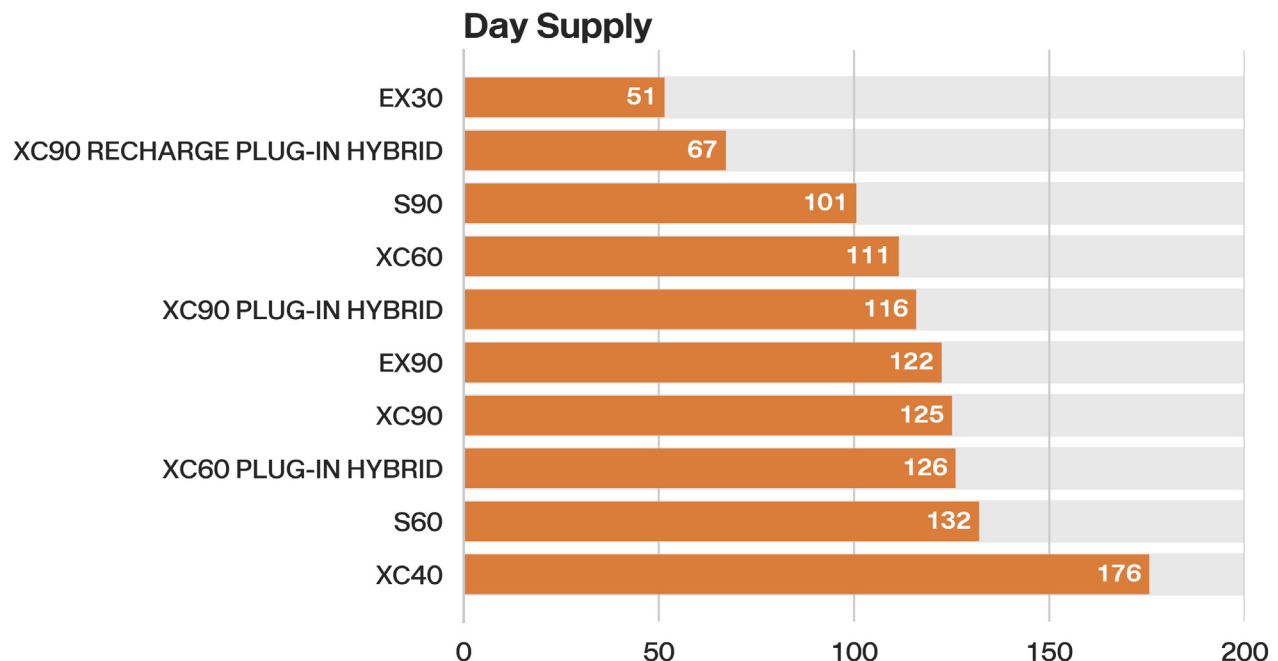




- › Volvo had the largest decrease in aged EV ending inventory YoY of 48% down to 34%.
- › The XC40 had a strong month, increasing sales by 42% MoM and substantially reduced a very high day supply down by 58 days down to 153 days.

NEW

+25% (MoM) Sales Volume Change	-16 Days (MoM) +31 Days (YoY) 125 Day Supply	NC (MoM) +9% (YoY) 69% Aged Inventory Over 45 Days Ending 03/31/25	+1% (MoM) NC (YoY) 67% Aged Sales Over 45 Days as of 03/31/25	NC (MoM) +9% (YoY) 70% Carryover Over 45 Days as of 03/01/25
-1% (MoM) -1% (YoY) \$61,715 Price Avg Last Listed	-1% (MoM) -3% Markdown Price Reduction	+6% (MoM) 29% Sold With Markdown	+4% (MoM) -8% (YoY) 40% of Listings Not Viewed	+26% (MoM) Demand

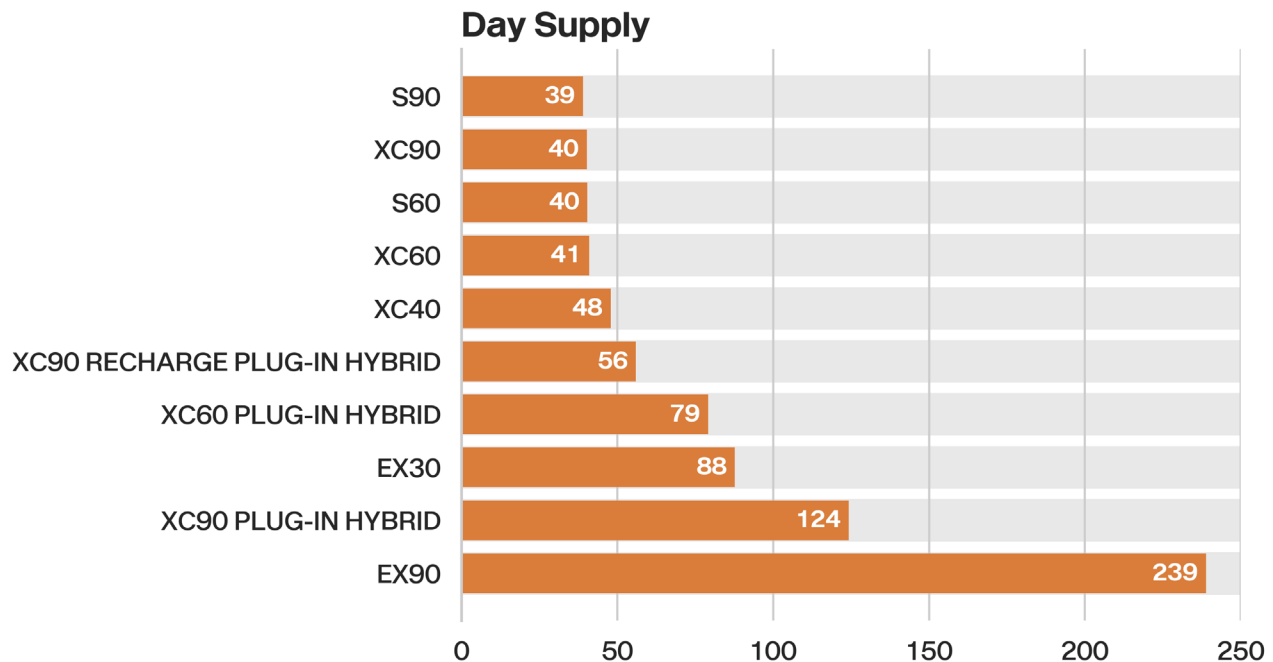




› Volvo saw the smallest increase in sales MoM of 7% and the largest decrease in ending inventory of 4%.

USED

+7% (MoM) Sales Volume Change	-2 Day (MoM) +3 Days (YoY) 42 Day Supply	-1% (MoM) +7% (YoY) 48% Aged Inventory Over 30 Days Ending 03/31/25	NC (MoM) +2% (YoY) 51% Aged Sales Over 30 Days as of 03/31/25	+2% (MoM) +5% (YoY) 51% Carryover Over 30 Days as of 03/01/25
-2% (MoM) -3% (YoY) \$32,089 Price Avg Last Listed	+1% (MoM) -5% Markdown Price Reduction	-3% (MoM) 49% Sold With Markdown	-1% (MoM) -5% (YoY) 30% of Listings Not Viewed	+16% (MoM) Demand





GLOSSARY

Carryover

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

Day Supply

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

Demand

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

Last Listed Price

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

Markdown Price Reduction

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

NC

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

Percent Aged Inventory

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

Percent Aged Sales

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

Percent Of Listings Not Viewed

The average daily percent of inventory without a single VDP

Percent Sold With Markdown

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

Sales Volume Change

Total previous period sold unit count compared to current period sales



VINCENSUS

» THE LOTLINX VINCENSUS REPORT

The Lotlinx Vincensus is a monthly/quarterly syndicated report crafted to demonstrate the state of automotive inventory across major OEMs. It serves as a detailed comparative analysis that shows how each OEM is performing against industry benchmarks, so dealers can see where they rank amongst their competition. This approach not only highlights relative performance metrics but will also demonstrate where buyer demand is. It will also show how their data has changed each month, month over month, and quarter over quarter.

The report covers a range of indicators, including month-to-date sales volumes, inventory duration, unviewed online vehicle listings, and pricing adjustments, among others. Lotlinx is the only company that provides this data.

This report was developed using Lotlinx's proprietary Lexaca data, the largest inventory specific data set in the United States that leverages machine learning models that have been evolving for the past 10 years.

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

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

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

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

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