


VINCENSUS

2025 MAY



We are pleased to present you with the May 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

May served as a pivotal transition month for the U.S. automotive market. While overall sales experienced a year-over-year increase, the pace decelerated significantly as the previous surge in demand, fueled by tariff uncertainties, began to cool. Despite a slight rebound in consumer sentiment, affordability concerns persist, underscored by elevated interest rates and rising average transaction prices, with new vehicle inventory averaging \$44,365 and used at \$28,913. The remainder of 2025 is anticipated to be challenging, as ongoing tariff uncertainty could lead to higher prices and a sustained slowdown in sales. In this dynamic environment, data-driven decisions are more critical than ever for dealers to optimize inventory, precisely identify demand, and implement effective pricing strategies.

New Vehicles:

- New vehicle sales saw a 2% decrease MoM with EVs seeing a 7% increase driven by Ford EV sales, specifically the Mustang Mach-E.
- Hybrid sales saw the most significant MoM decline across all fuel types, notably influenced by an 11% MoM drop in Honda hybrid sales.
- Day supply increased by 6 days MoM to 64 days, up 5 days YoY.

Used Vehicles:

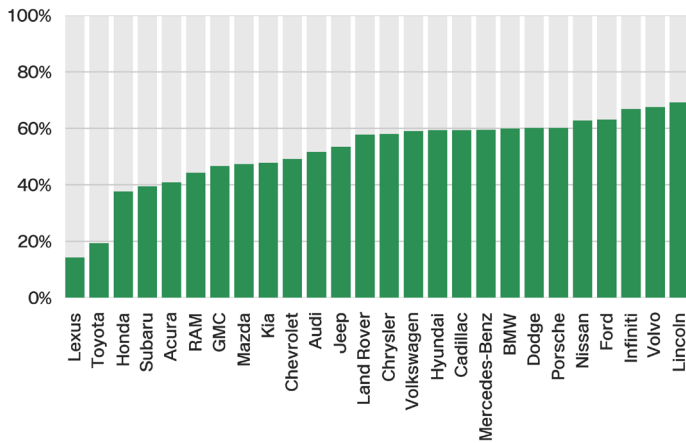
- Used vehicle sales maintained positive momentum, increasing by 2% MoM overall, despite a decline in both EV and hybrid used sales.
- Units sold with a list price markdown saw an increase of 3% MoM up to 41% with an average markdown of 5%.
- Aged ending inventory for used vehicles rose by 3% to 46%.

Recommended action steps for upcoming months:

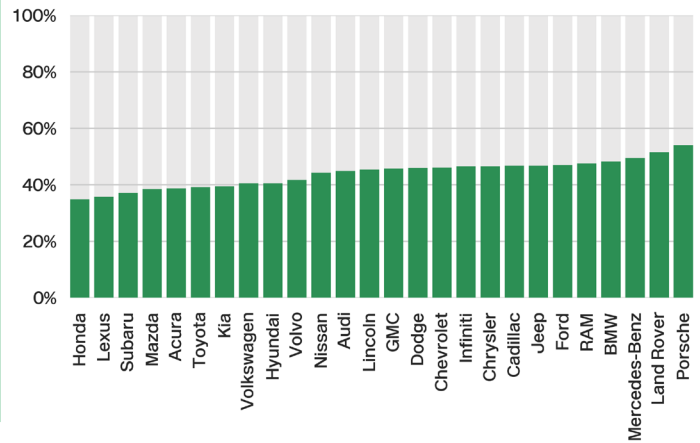
- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating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

- › Carryover for new decreased by 1% MoM to 51%, 3% higher than last year.
- › Carryover for used held steady MoM at 44%, inline with last year.
- › Percent of units sold with a markdown held steady MoM for new and increased by 3% for used.

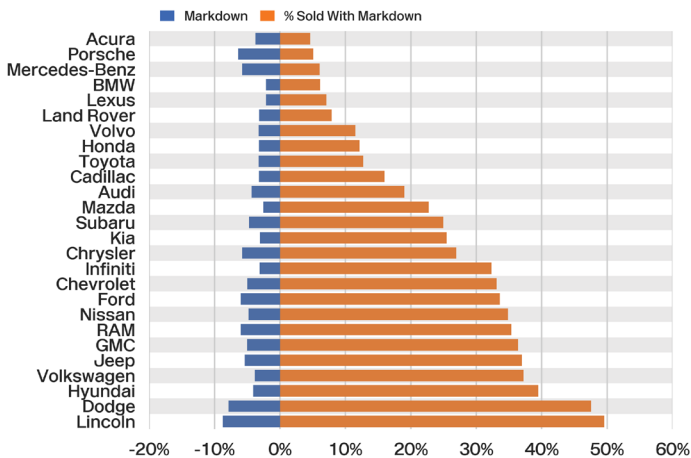
NEW % Carryover



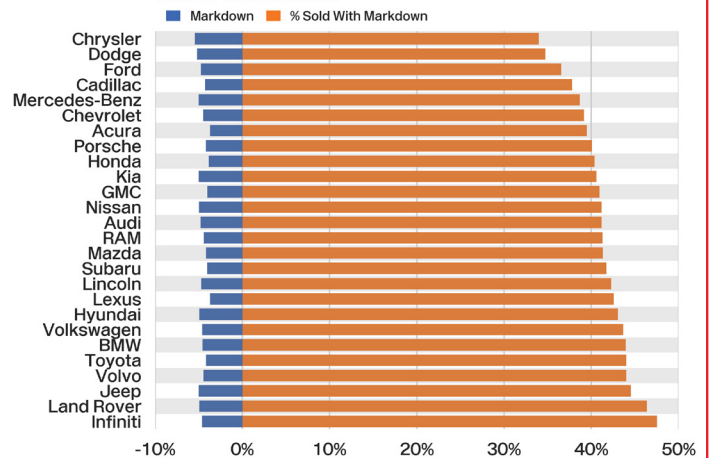
USED % Carryover



NEW Markdown

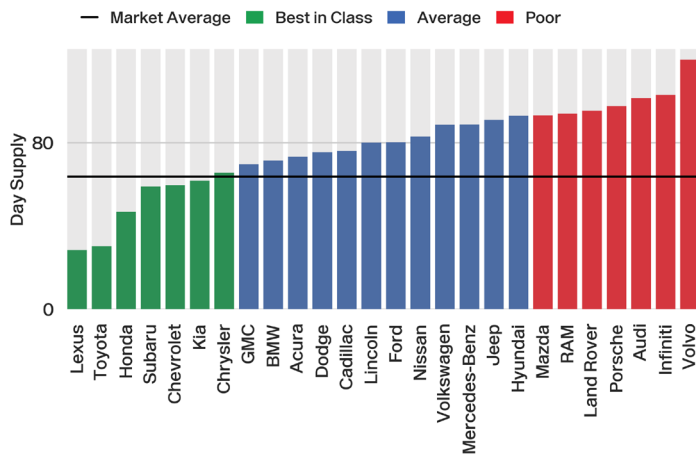


USED Markdown

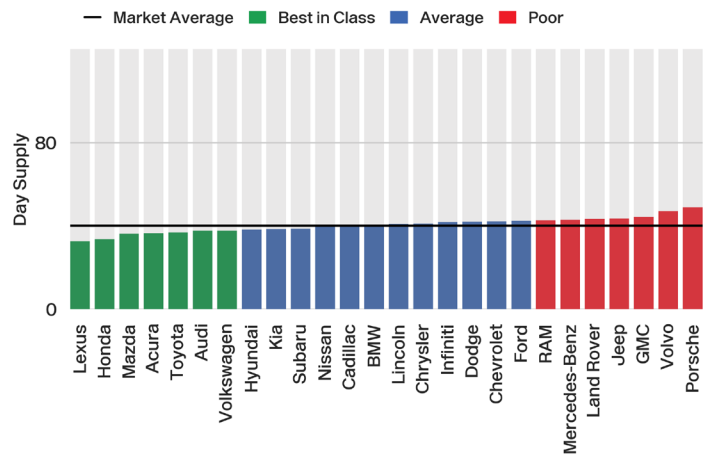


- New day supply increased by 6 days MoM to 64 days, a 5 day increase YoY.
- Used day supply increased by 2 days MoM to 40 days, a 1 day decrease YoY.

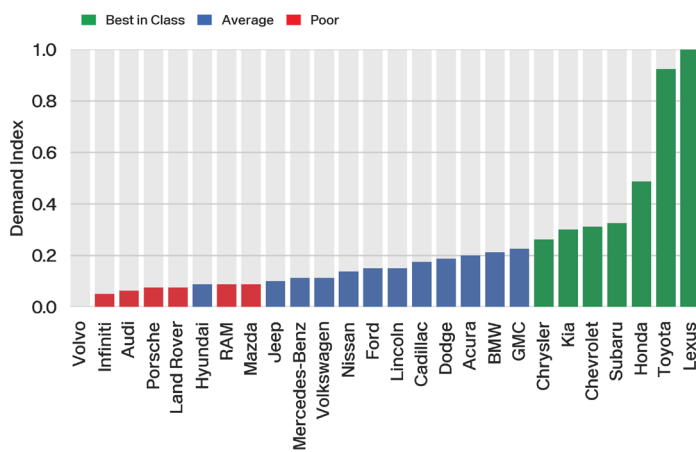
NEW - Day Supply



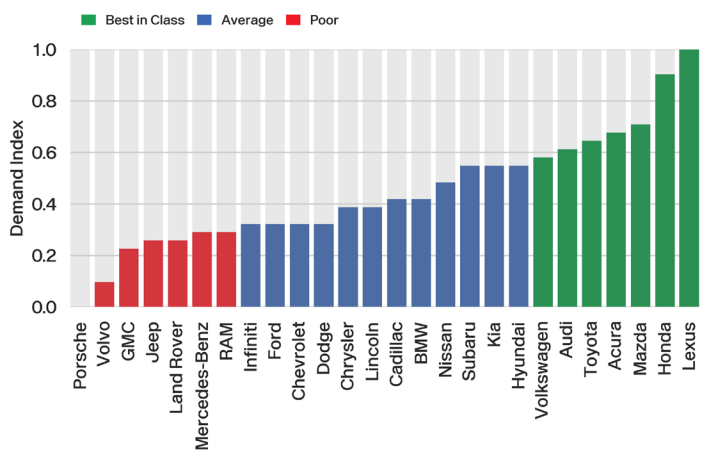
USED - Day Supply



NEW DEMAND - Color Coded by Day Supply

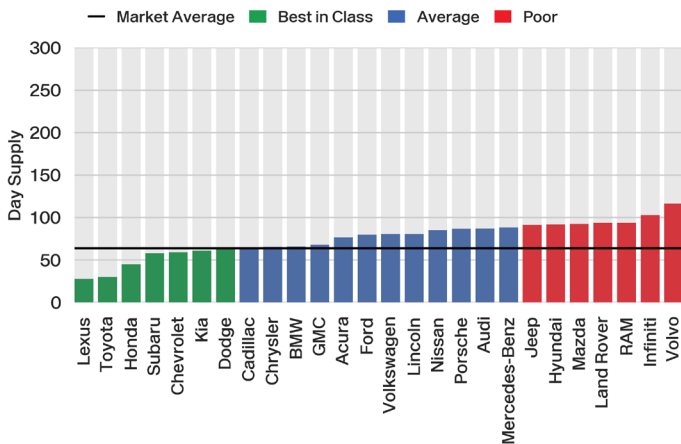


USED DEMAND - Color Coded by Day Supply

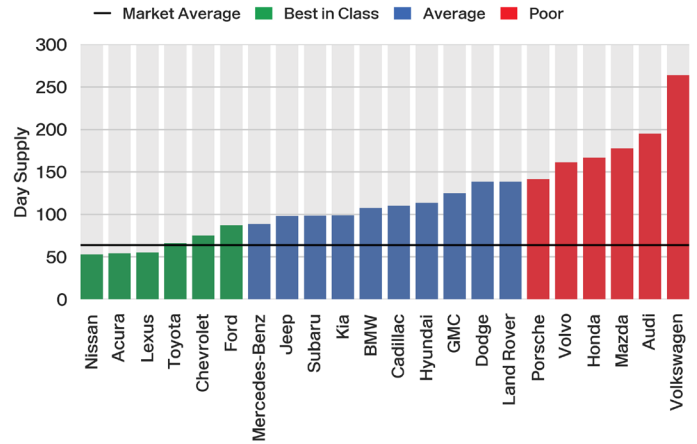


- › ICE and Hybrid sales fell MoM by 6% and 8% respectively while EV sales increased by 7%.
- › Day supply increased by 7 days over all fuel types with hybrids ending with the lowest day supply of 52 days and EVs with the highest at 102 days.
- › The last listed price of sold units for EVs and hybrids decreased by 4% and 2% MoM respectively. Conversely, ICE vehicles saw a 2% increase in list price. Average ending inventory price remained unchanged MoM across all fuel types.
- › EVs experienced a 5% MoM increase in aged inventory, whereas ICE and hybrid aged inventory showed improvement.

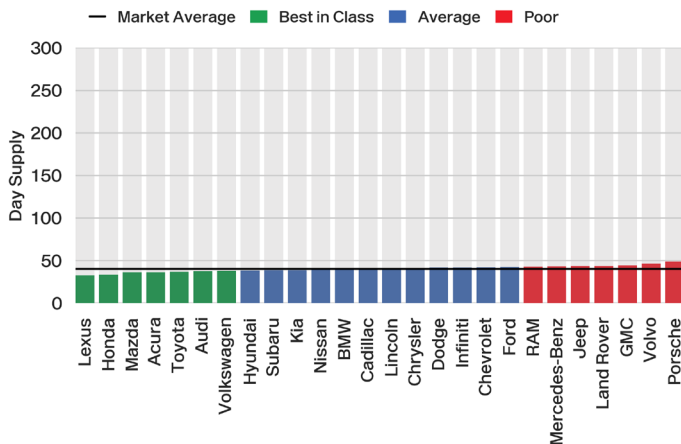
NEW NON-EV Day Supply



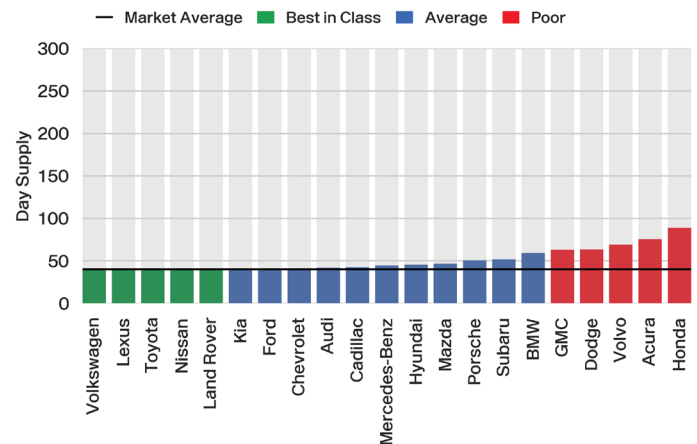
NEW EV Day Supply



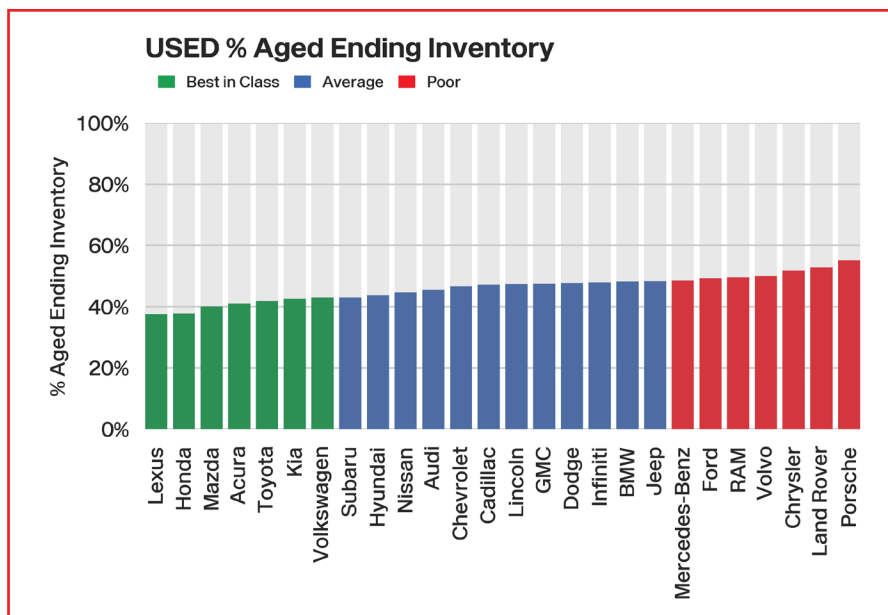
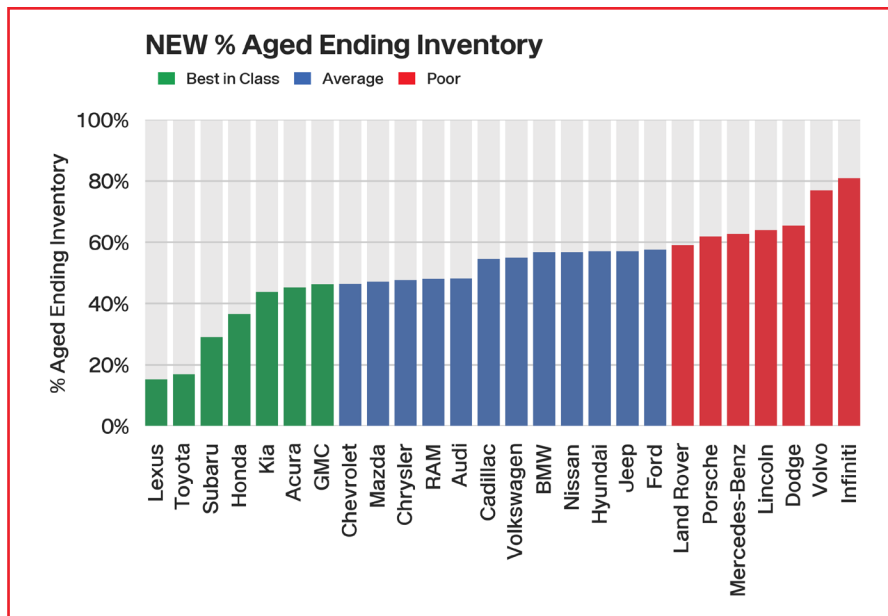
USED NON-EV Day Supply



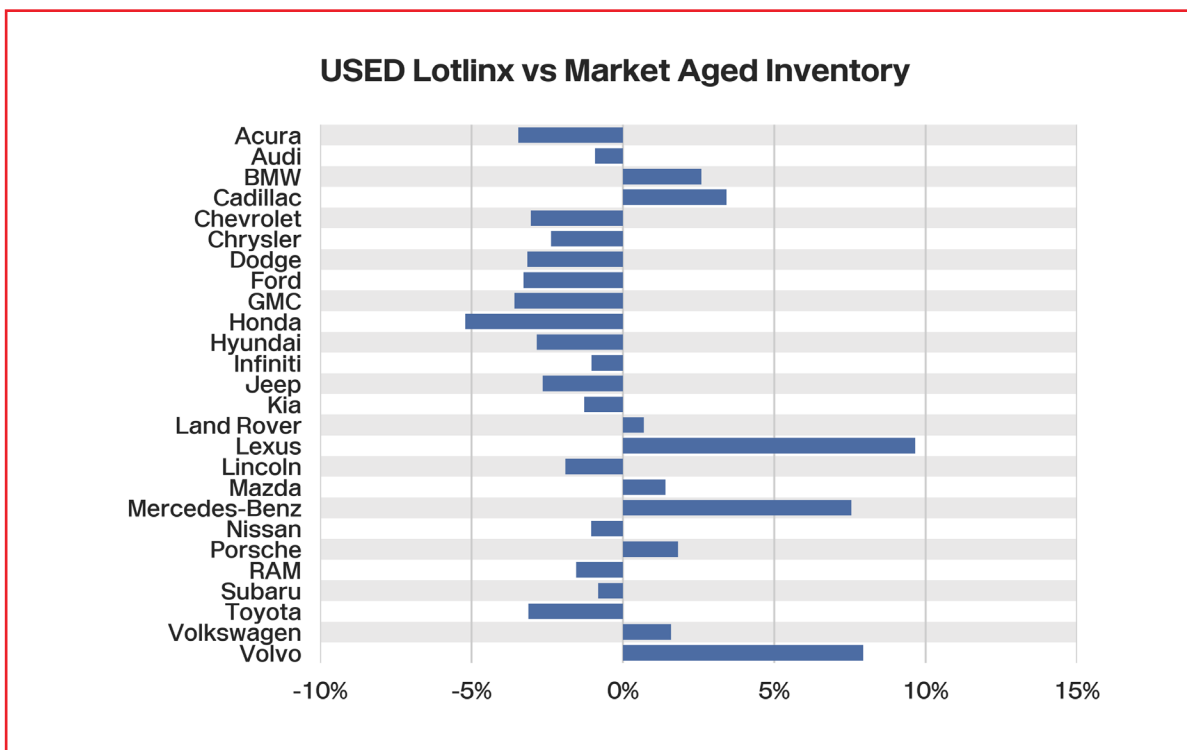
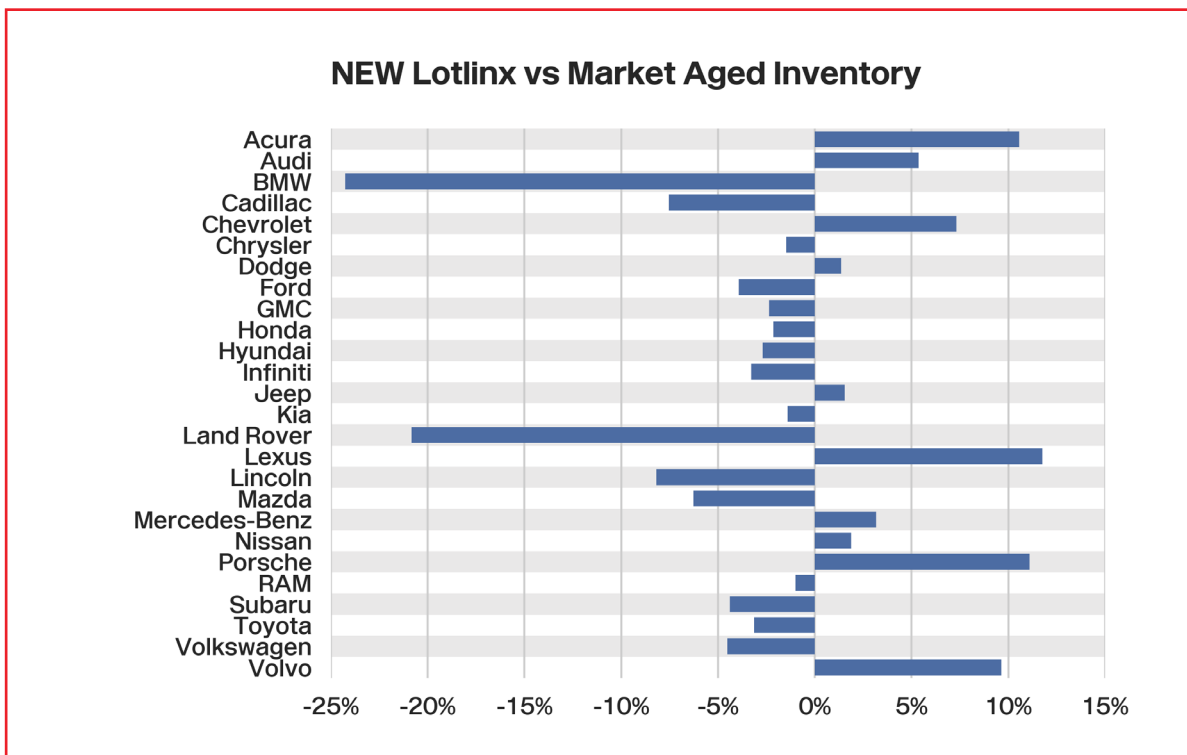
USED EV Day Supply



- › New aged ending inventory decreased by 2% MoM while used increased by 3%.
- › Used aged inventory increased by 1% YoY and new by 2%.



- On average, Lotlinx customers had 1% less aged inventory than the rest of the market for new vehicles and 4% less for used.
- 63% of new vehicle brands and 67% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- New vehicle sales saw a 2% decrease MoM with EVs seeing a 7% increase driven by Ford EV sales, specifically the Mustang Mach-E.
- Hybrid sales saw the most significant MoM decline across all fuel types, notably influenced by an 11% MoM drop in Honda hybrid sales.
- Day supply increased by 6 days MoM to 64 days, up 5 days YoY.

NEW

-2% (MoM)
Sales Volume
Change

+6 Days (MoM)
+5 Days (YoY)
64 Day Supply

-2% (MoM)
+1% (YoY)
48% Aged Inventory
Over 45 Days Ending
05/31/25

-1% (MoM)
NC (YoY)
40% Aged Sales
Over 45 Days as of
05/31/25

-1% (MoM)
+3% (YoY)
51% Carryover
Over 45 Days as of
05/01/25

+1% (MoM)
+2% (YoY)
\$44,372 Price
Avg Last Listed

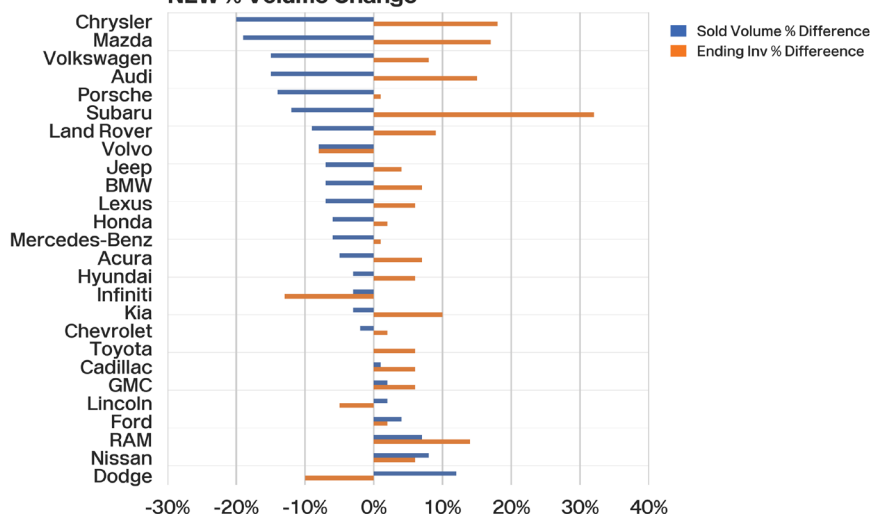
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
25% Sold
With Markdown

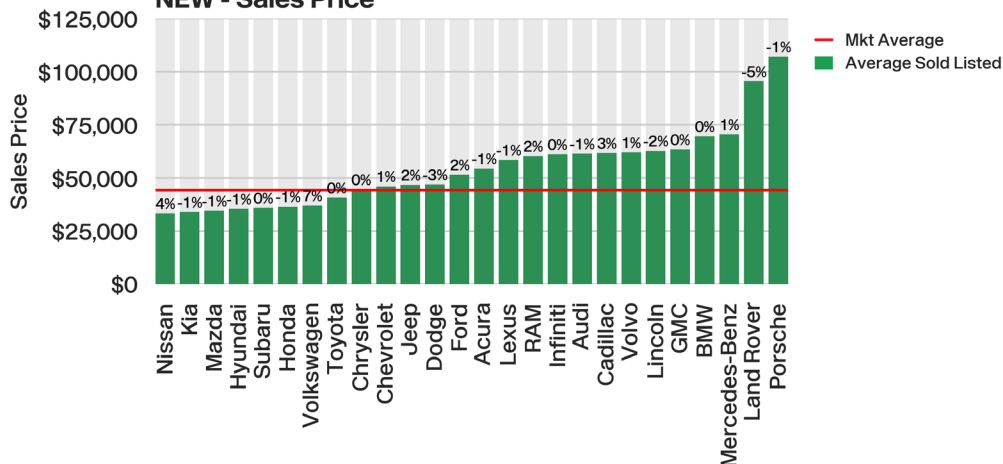
+2% (MoM)
-7% (YoY)
46% of Listings
Not Viewed

-6% (MoM)
Demand
Change

NEW % Volume Change



NEW - Sales Price



- Used vehicle sales maintained positive momentum, increasing by 2% MoM overall, despite a decline in both EV and hybrid used sales.
- Units sold with a list price markdown saw an increase of 3% MoM up to 41% with an average markdown of 5%.
- Aged ending inventory for used vehicles rose by 3% to 46%.

USED INVENTORY

+2% (MoM)
Sales Volume
Change

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

+3% (MoM)
+2% (YoY)
46% Aged Inventory
Over 30 Days Ending
05/31/25

+3% (MoM)
NC (YoY)
43% Aged Sales
Over 30 Days as of
05/31/25

NC (MoM)
-1% (YoY)
44% Carryover
Over 30 Days as of
05/01/25

NC (MoM)
NC (YoY)
\$26,911 Price
Avg Last Listed

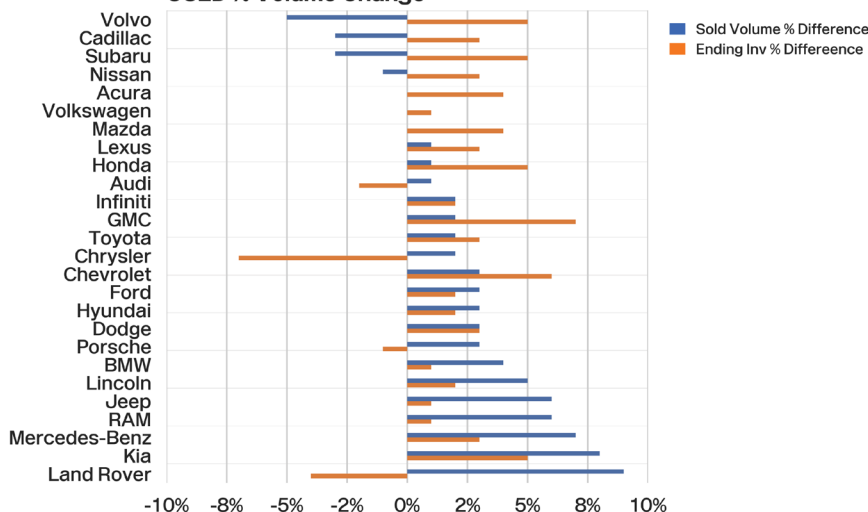
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
41% Sold
With Markdown

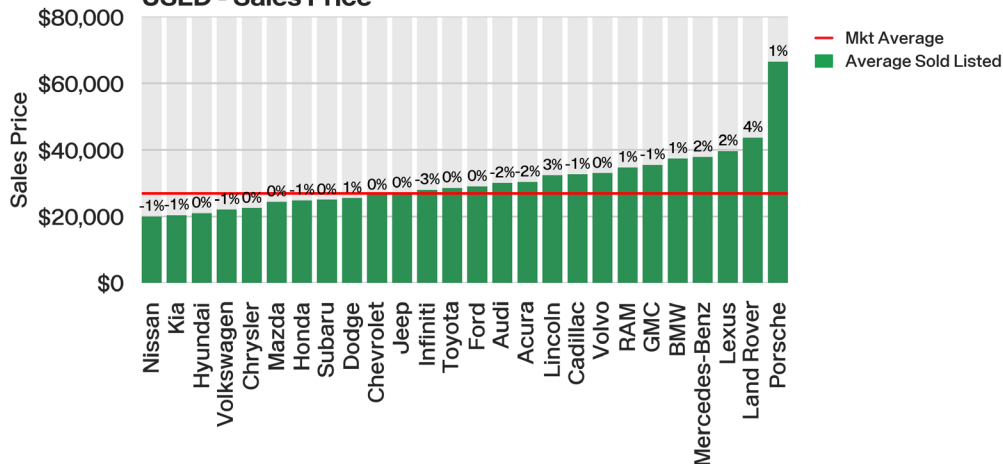
+1% (MoM)
-5% (YoY)
40% of Listings
Not Viewed

-3% (MoM)
Demand
Change

USED % Volume Change



USED - Sales Price

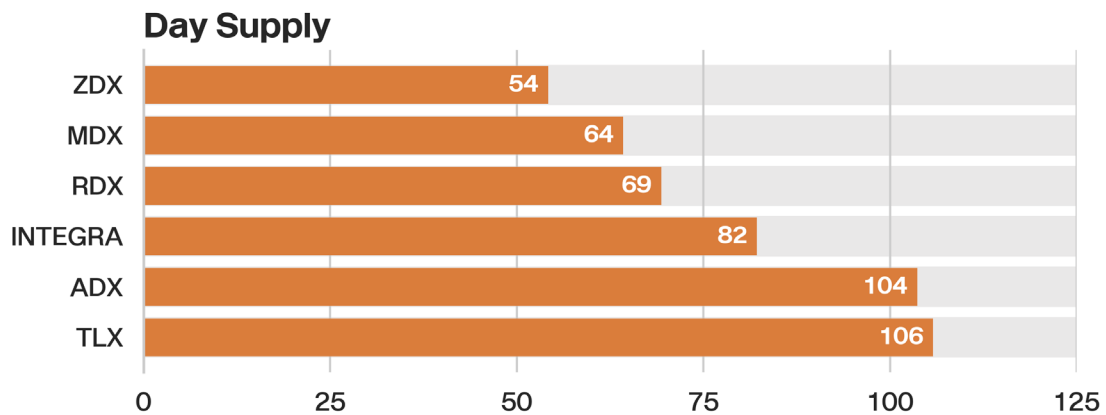




- › The ADX notably increased in daily unseen inventory by 12% MoM to 41%, yet still drove strong sales, contributing over 11% to Acura's May sales.
- › Conversely, the RDX experienced the most significant sales decline within Acura, dropping by 19% MoM.

NEW

-5% (MoM) Sales Volume Change	+11 Days (MoM) +15 Days (YoY) 73 Day Supply	+5% (MoM) NC (YoY) 45% Aged Inventory Over 45 Days Ending 05/31/25	+6% (MoM) -5% (YoY) 43% Aged Sales Over 45 Days as of 05/31/25	+1% (MoM) -10% (YoY) 41% Carryover Over 45 Days as of 05/01/25
-1% (MoM) +1% (YoY) \$54,400 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+1% (MoM) 5% Sold With Markdown	NC (MoM) -6% (YoY) 40% of Listings Not Viewed	-13% (MoM) Demand





› All metrics move in line with the market.

USED

NC (MoM)
Sales Volume
Change

+3 Days (MoM)
-1 Days (YoY)
37 Day Supply

+4% (MoM)
+1% (YoY)
41% Aged Inventory
Over 30 Days Ending
05/31/25

+3% (MoM)
-4% (YoY)
39% Aged Sales
Over 30 Days as of
05/31/25

-1% (MoM)
-4% (YoY)
39% Carryover
Over 30 Days as of
05/01/25

-2% (MoM)
NC (YoY)
\$30,382 Price
Avg Last Listed

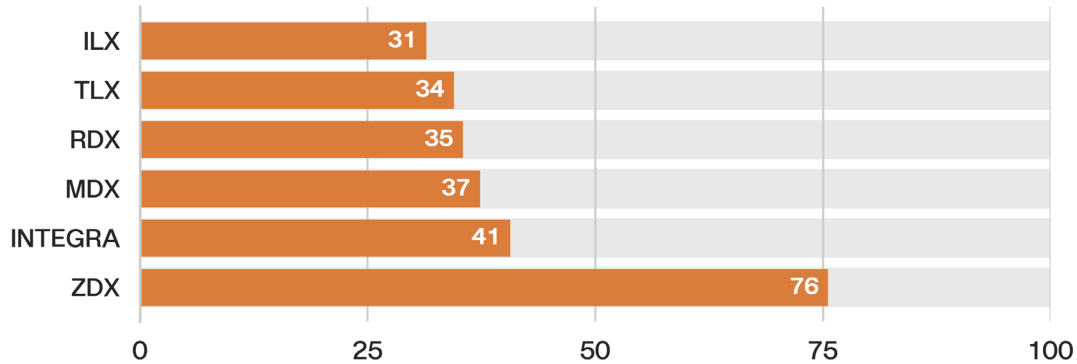
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
39% Sold
With Markdown

+1% (MoM)
-7% (YoY)
36% of Listings
Not Viewed

-6% (MoM)
Demand
Change

Day Supply

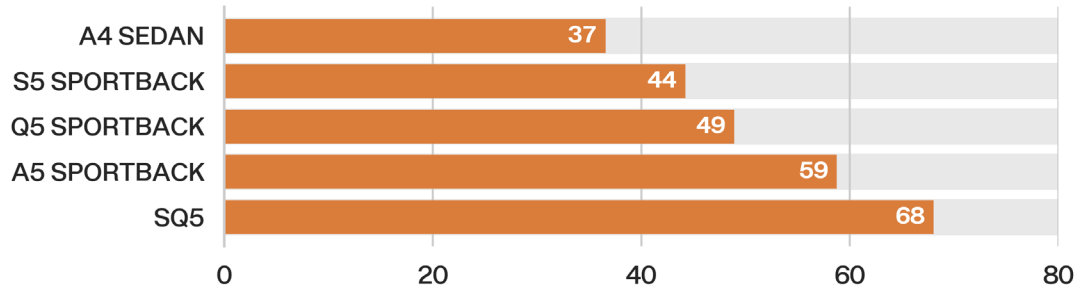


- › Audi saw the most substantial decrease in average ending inventory price, down 5% MoM.
- › The new A5 had a strong May, accounting for nearly 5% of Audi's monthly sales.
- › Audi also observed the largest decrease in average inventory list price among hybrids, down 3% MoM to \$60,975.

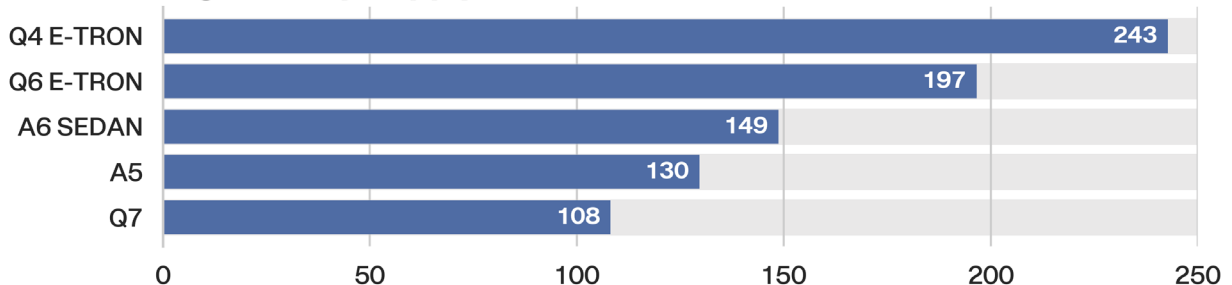
NEW

-15% (MoM) Sales Volume Change	+30 Days (MoM) +25 Days (YoY) 101 Day Supply	-4% (MoM) +5% (YoY) 48% Aged Inventory Over 45 Days Ending 05/31/25	-5% (MoM) +3% (YoY) 54% Aged Sales Over 45 Days as of 05/31/25	-6% (MoM) +9% (YoY) 52% Carryover Over 45 Days as of 05/01/25
-1% (MoM) -2% (YoY) \$61,430 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-4% (MoM) 19% Sold With Markdown	+5% (MoM) -4% (YoY) 39% of Listings Not Viewed	-25% (MoM) Demand

Lowest Day Supply



Highest Day Supply

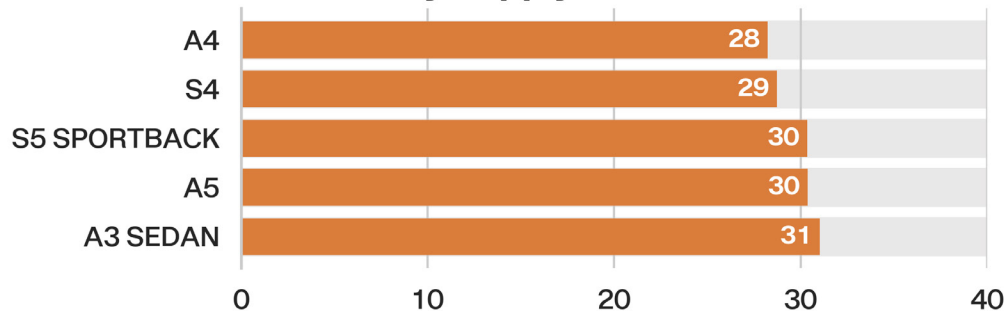


- › Audi had the largest decrease in ending inventory list price, down 5% MoM to \$63,175.
- › Audi saw the largest MoM increase in ending EV inventory at over 40%, accompanied by a market-high 9% drop in the list price of sold EV units.

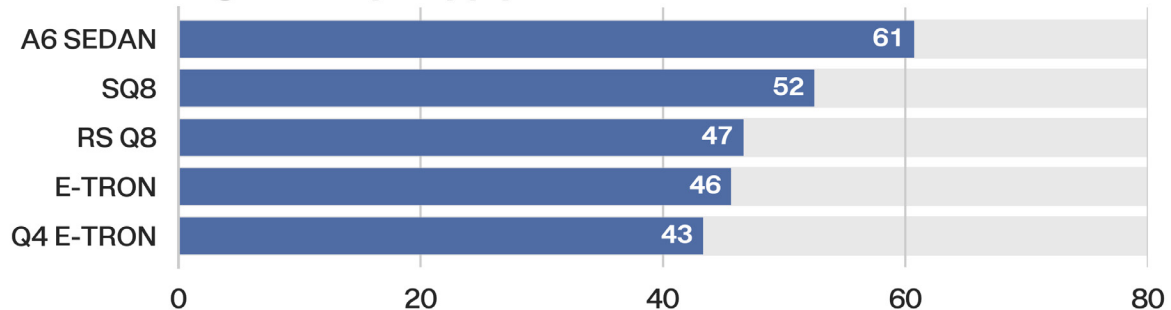
USED

+1% (MoM) Sales Volume Change	+1 Days (MoM) NC Days (YoY) 38 Day Supply	+2% (MoM) +4% (YoY) 46% Aged Inventory Over 30 Days Ending 05/31/25	+2% (MoM) NC (YoY) 44% Aged Sales Over 30 Days as of 05/31/25	-1% (MoM) NC (YoY) 45% Carryover Over 30 Days as of 05/01/25
-2% (MoM) -6% (YoY) \$29,998 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 41% Sold With Markdown	NC (MoM) -2% (YoY) 36% of Listings Not Viewed	+1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



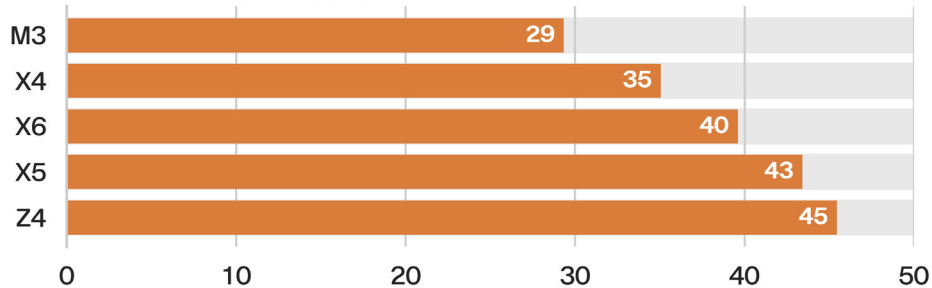


- › The 3 Series had the largest decrease in sales MoM, down by over 30%.
- › BMW had the largest decrease in EV sales MoM at 26% as sales of the I4 fell by 14% more than the I7.

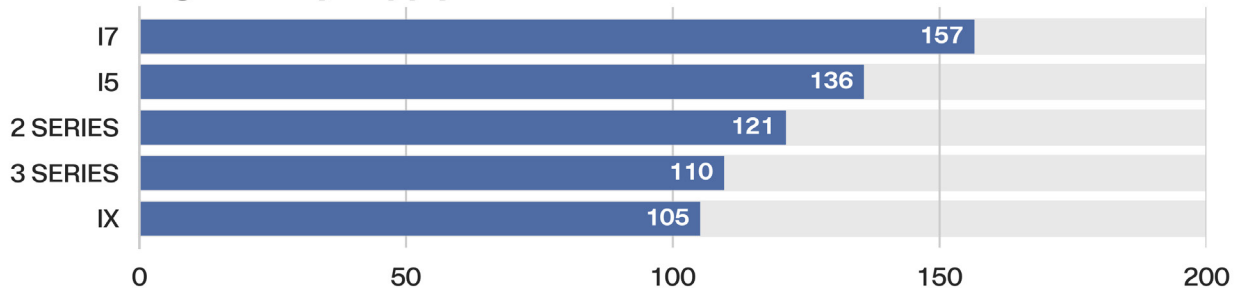
NEW

-7% (MoM) Sales Volume Change	+6 Days (MoM) +11 Days (YoY) 71 Day Supply	-2% (MoM) +9% (YoY) 57% Aged Inventory Over 45 Days Ending 05/31/25	+3% (MoM) +10% (YoY) 47% Aged Sales Over 45 Days as of 05/31/25	+8% (MoM) +14% (YoY) 60% Carryover Over 45 Days as of 05/01/25
NC (MoM) -3% (YoY) \$69,700 Price Avg Last Listed	-1% (MoM) -2% Markdown Price Reduction	NC (MoM) 6% Sold With Markdown	+6% (MoM) -7% (YoY) 42% of Listings Not Viewed	-7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



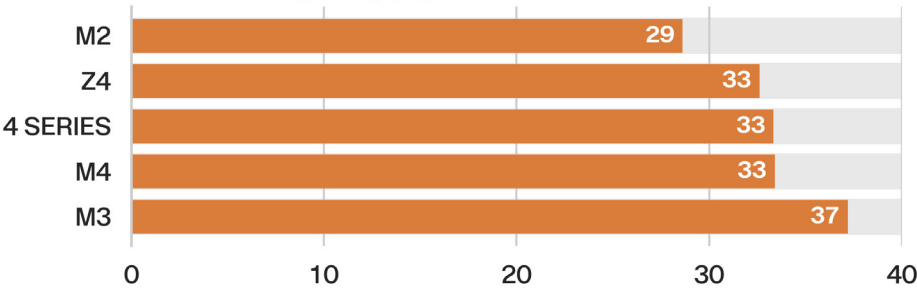


> All metrics move in line with the market.

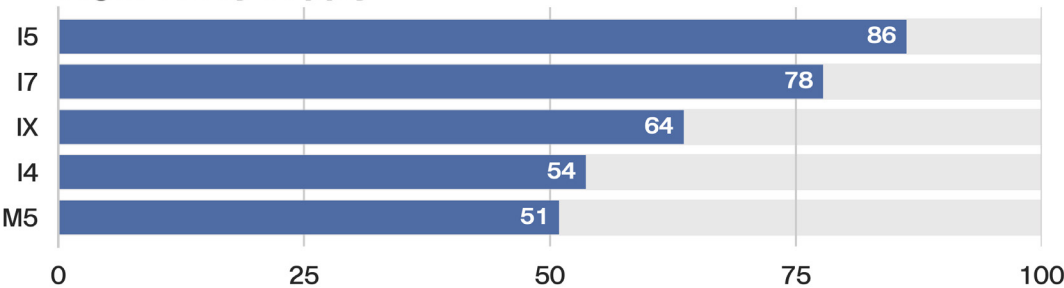
USED

+4% (MoM) Sales Volume Change	+1 Days (MoM) +1 Days (YoY) 41 Day Supply	+1% (MoM) +4% (YoY) 48% Aged Inventory Over 30 Days Ending 05/31/25	+3% (MoM) +1% (YoY) 43% Aged Sales Over 30 Days as of 05/31/25	-1% (MoM) +2% (YoY) 48% Carryover Over 30 Days as of 05/01/25
+1% (MoM) +2% (YoY) \$37,319 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+4% (MoM) 44% Sold With Markdown	+1% (MoM) -2% (YoY) 35% of Listings Not Viewed	+1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

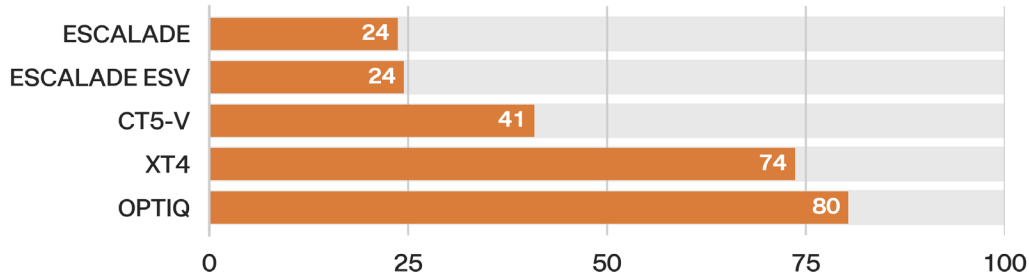


- › The new Vistiq SUV continues to perform well, making up almost 5% of Cadillac's April sales.
- › The Escalade IQ had the largest decrease in list price of sold units, down 7% MoM to \$72,248.

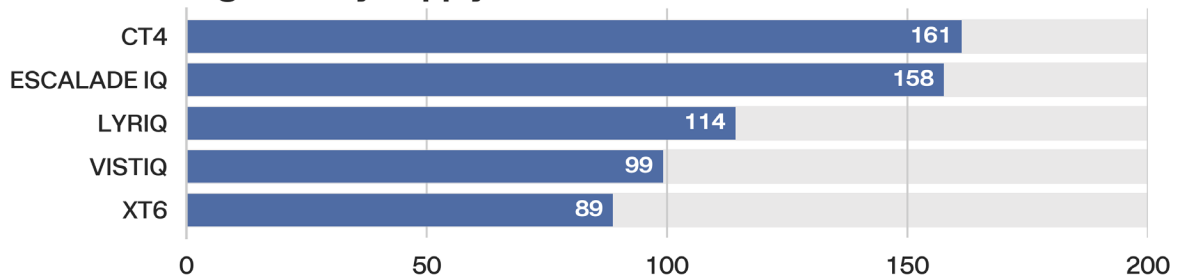
NEW

+1% (MoM) Sales Volume Change	+5 Days (MoM) +6 Days (YoY) 76 Day Supply	-4% (MoM) +13% (YoY) 55% Aged Inventory Over 45 Days Ending 05/31/25	-4% (MoM) +5% (YoY) 44% Aged Sales Over 45 Days as of 05/31/25	-2% (MoM) +20% (YoY) 59% Carryover Over 45 Days as of 05/01/25
+3% (MoM) +3% (YoY) \$61,780 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	-1% (MoM) 16% Sold With Markdown	NC (MoM) -5% (YoY) 48% of Listings Not Viewed	-5% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

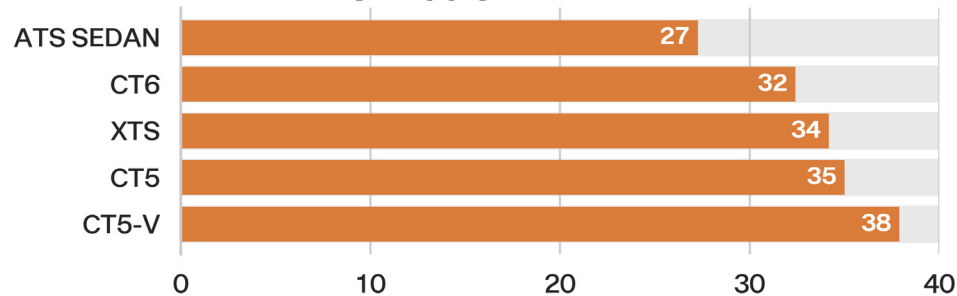


› Cadillac saw the largest MoM increase in EV sales at 31%.

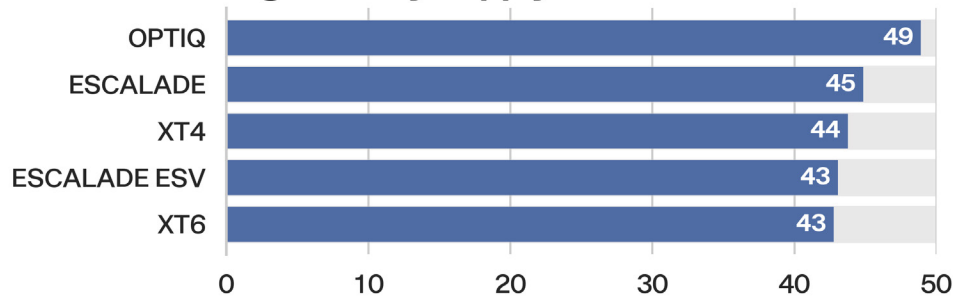
USED

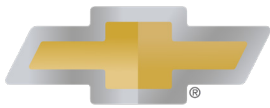
-3% (MoM) Sales Volume Change	+3 Days (MoM) NC Days (YoY) 40 Day Supply	+2% (MoM) NC (YoY) 47% Aged Inventory Over 30 Days Ending 05/31/25	NC (MoM) -3% (YoY) 43% Aged Sales Over 30 Days as of 05/31/25	+1% (MoM) -2% (YoY) 47% Carryover Over 30 Days as of 05/01/25
-1% (MoM) -3% (YoY) \$32,595 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	NC (MoM) 38% Sold With Markdown	+3% (MoM) +1% (YoY) 44% of Listings Not Viewed	-5% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





CHEVROLET

May 2025

- › The Corvette saw the largest increase in inventory list price MoM of 12% as list price of sold units also increased by 8%.
- › The Equinox EV had the largest increase in percent of units sold with a markdown, up 16% MoM to 42%.
- › The Silverado EV has the highest percent of inventory currently with a markdown at 63%.

NEW

-2% (MoM)
Sales Volume
Change

+3 Day
(MoM)
+1 Days
(YoY)
60 Day Supply

-2% (MoM)
+3% (YoY)
46% Aged Inventory
Over 45 Days Ending
05/31/25

-3% (MoM)
+3% (YoY)
43% Aged Sales
Over 45 Days as of
05/31/25

-3% (MoM)
+4% (YoY)
49% Carryover
Over 45 Days as of
05/01/25

+1% (MoM)
+2% (YoY)
\$46,045 Price
Avg Last Listed

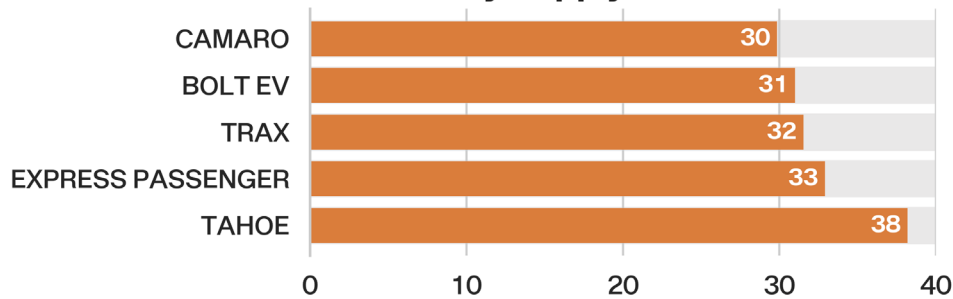
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
33% Sold
With Markdown

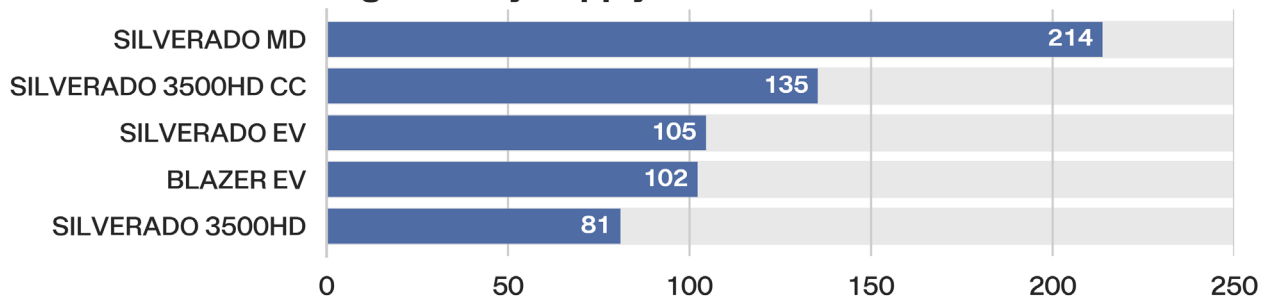
+2% (MoM)
+1% (YoY)
46% of Listings
Not Viewed

-2% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

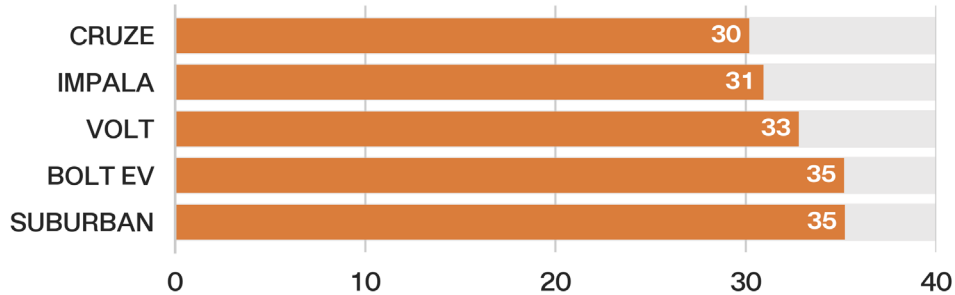


➤ Chevrolet EVs saw the largest increase in ending inventory list price MoM, up 12% to \$20,527

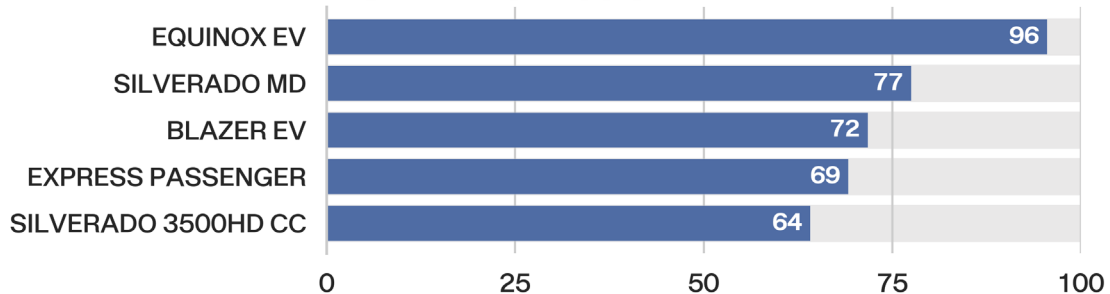
USED

+3% (MoM) Sales Volume Change	+3 Day (MoM) +2 Days (YoY) 42 Day Supply	+2% (MoM) NC (YoY) 47% Aged Inventory Over 30 Days Ending 05/31/25	+2% (MoM) NC (YoY) 44% Aged Sales Over 30 Days as of 05/31/25	NC (MoM) -1% (YoY) 46% Carryover Over 30 Days as of 05/01/25
NC (MoM) -2% (YoY) \$26,450 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 39% Sold With Markdown	+3% (MoM) -4% (YoY) 43% of Listings Not Viewed	-3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

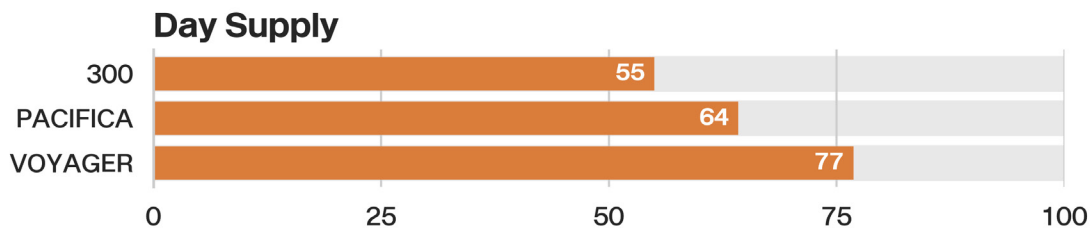




- › Chrysler had the largest decrease in sales MoM of 20% as Pacifica sales fell by 23%.
- › Chrysler saw the largest correction in aged ending inventory YoY of 24%, down to 48%.
- › Chrysler had the largest increase in aged ending inventory among hybrids, up 18% MoM to 65%

NEW

-20% (MoM) Sales Volume Change	+14 Days (MoM) -24 Days (YoY) 66 Day Supply	-9% (MoM) -24% (YoY) 48% Aged Inventory Over 45 Days Ending 05/31/25	+3% (MoM) -15% (YoY) 51% Aged Sales Over 45 Days as of 05/31/25	+5% (MoM) -22% (YoY) 58% Carryover Over 45 Days as of 05/01/25
NC (MoM) -3% (YoY) \$44,668 Price Avg Last Listed	-1% (MoM) -6% Markdown	-3% (MoM) 27% Sold With Markdown	+6% (MoM) -16% (YoY) 41% of Listings Not Viewed	-18% (MoM) Demand





› Chrysler had the largest decrease in ending inventory, down 7% MoM.

USED

+2% (MoM)
Sales Volume
Change

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

+6% (MoM)
+11% (YoY)
52% Aged Inventory
Over 30 Days Ending
05/31/25

+6% (MoM)
+6% (YoY)
50% Aged Sales
Over 30 Days as of
05/31/25

+3% (MoM)
+1% (YoY)
47% Carryover
Over 30 Days as of
05/01/25

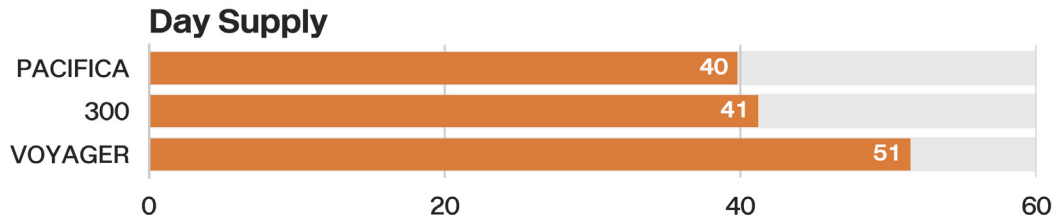
NC (MoM)
-6% (YoY)
\$22,500 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
34% Sold
With Markdown

NC (MoM)
-3% (YoY)
44% of Listings
Not Viewed

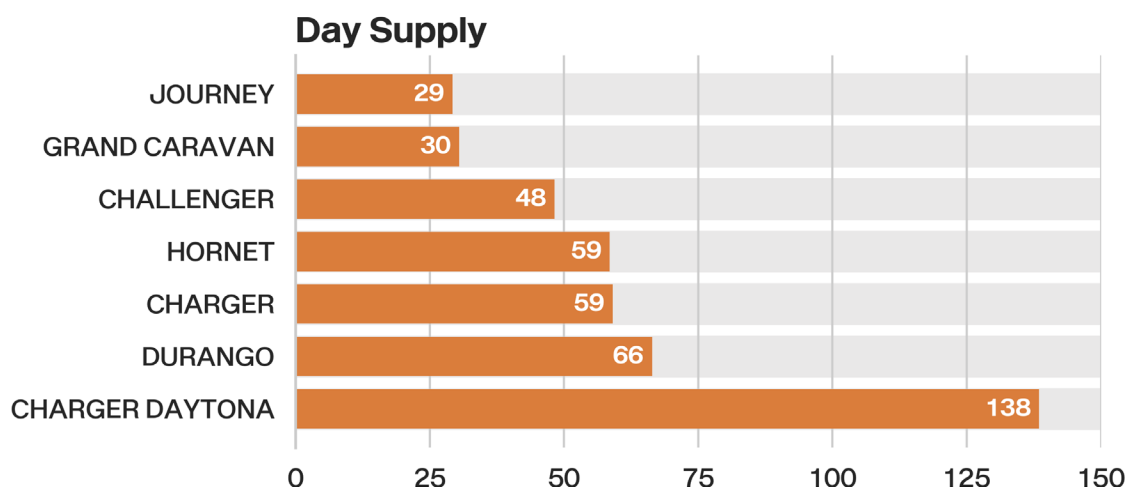
+4% (MoM)
Demand
Change



- › Dodge recorded the largest MoM sales increase at 12%, accompanied by the largest decrease in day supply, down 10 days to 75 days.
- › Dodge also saw the largest YoY increase in the last listed price of sold units, up 13% to \$46,905. Notably, Dodge experienced the largest MoM increase in EV sales, with Hornet sales surging by 189%.

NEW

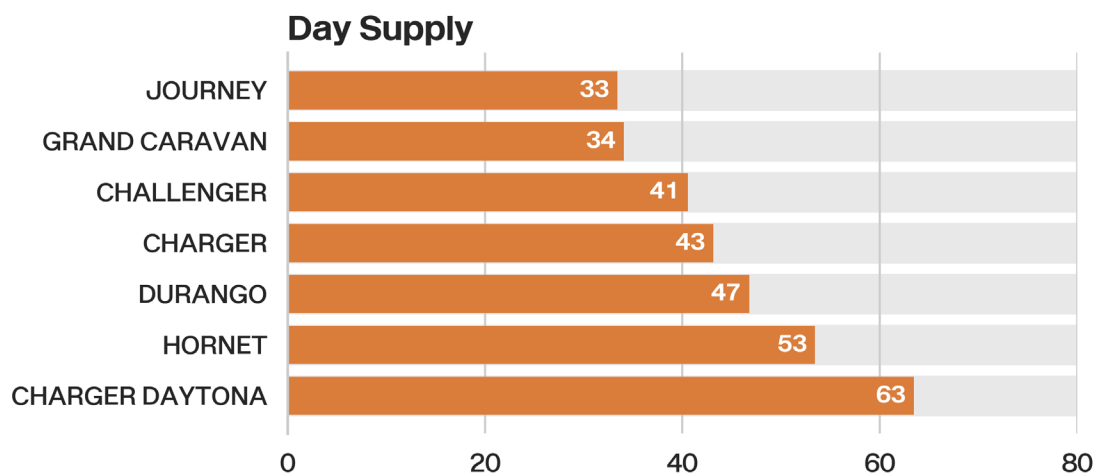
+12% (MoM) Sales Volume Change	-10 Days (MoM) -11 Days (YoY) 75 Day Supply	+6% (MoM) -12% (YoY) 65% Aged Inventory Over 45 Days Ending 05/31/25	+5% (MoM) -21% (YoY) 60% Aged Sales Over 45 Days as of 05/31/25	+5% (MoM) -20% (YoY) 60% Carryover Over 45 Days as of 05/01/25
-3% (MoM) +13% (YoY) \$46,905 Price Avg Last Listed	NC (MoM) -8% Markdown Price Reduction	-1% (MoM) 48% Sold With Markdown	+5% (MoM) -11% (YoY) 37% of Listings Not Viewed	+18% (MoM) Demand



> All metrics move in line with the market.

USED

+3% (MoM) Sales Volume Change	+2 Days (MoM) +1 Days (YoY) 42 Day Supply	+3% (MoM) +4% (YoY) 48% Aged Inventory Over 30 Days Ending 05/31/25	+3% (MoM) +2% (YoY) 44% Aged Sales Over 30 Days as of 05/31/25	+1% (MoM) +1% (YoY) 46% Carryover Over 30 Days as of 05/01/25
+1% (MoM) -1% (YoY) \$25,497 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+3% (MoM) 35% Sold With Markdown	+1% (MoM) -4% (YoY) 35% of Listings Not Viewed	-1% (MoM) Demand Change



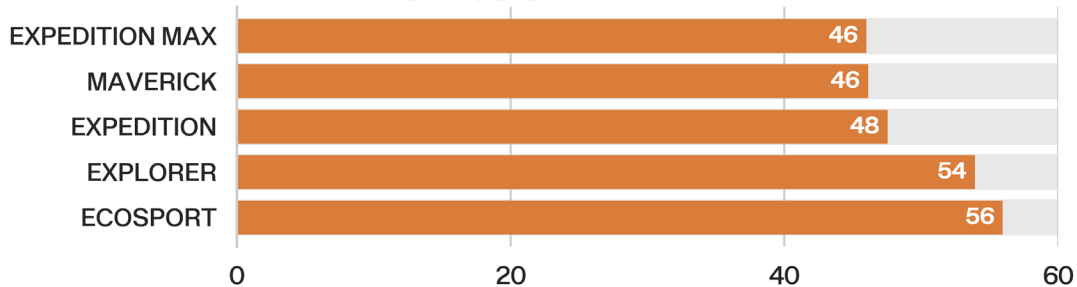


- > The Mustang Mach-E surged, more than doubling April's sales numbers, with its list price falling by 3%. This was accompanied by a market-high 86-day MoM drop in day supply, bringing it to 65 days.
- > Ford also saw the largest increase in the last listed price among sold hybrids, up 11% to \$43,270, as sales of Hybrid F-150s more than doubled MoM.

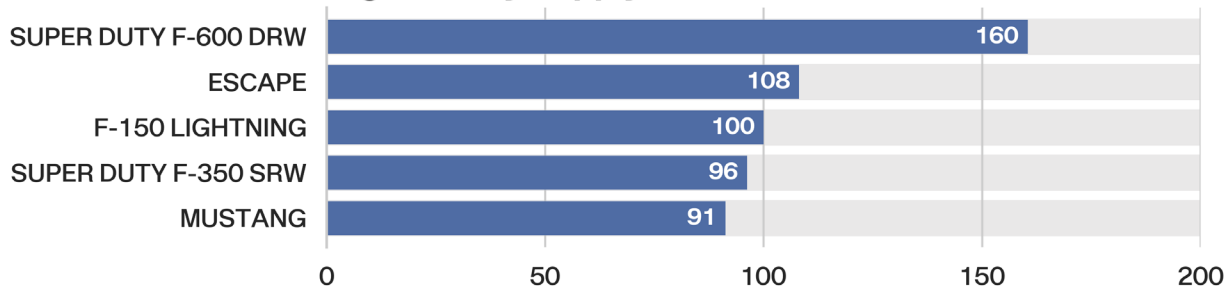
NEW

+4% (MoM) Sales Volume Change	+1 Days (MoM) +1 Days (YoY) 80 Day Supply	-5% (MoM) +4% (YoY) 58% Aged Inventory Over 45 Days Ending 05/31/25	-6% (MoM) +4% (YoY) 54% Aged Sales Over 45 Days as of 05/31/25	-3% (MoM) +10% (YoY) 63% Carryover Over 45 Days as of 05/01/25
+2% (MoM) +1% (YoY) \$51,506 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-3% (MoM) 34% Sold With Markdown	+2% (MoM) -10% (YoY) 45% of Listings Not Viewed	+3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



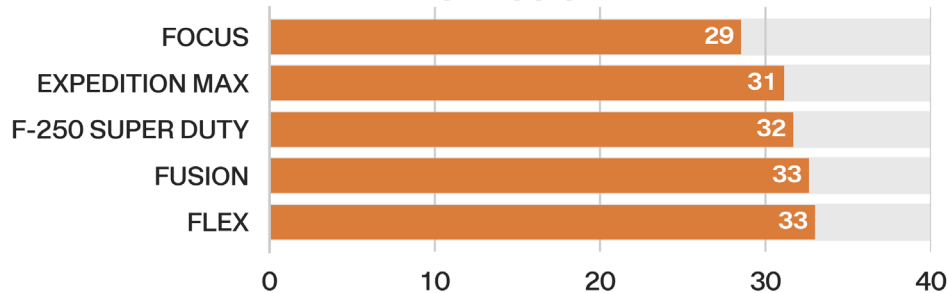


› All metrics move in line with the market.

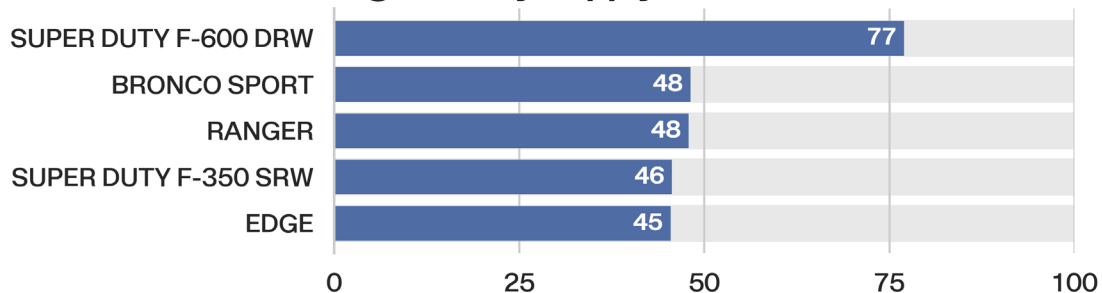
USED

+3% (MoM) Sales Volume Change	+2 Days (MoM) NC Days (YoY) 42 Day Supply	+4% (MoM) +2% (YoY) 49% Aged Inventory Over 30 Days Ending 05/31/25	+2% (MoM) -2% (YoY) 44% Aged Sales Over 30 Days as of 05/31/25	NC (MoM) -2% (YoY) 47% Carryover Over 30 Days as of 05/01/25
NC (MoM) -3% (YoY) \$28,991 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 37% Sold With Markdown	+1% (MoM) -5% (YoY) 42% of Listings Not Viewed	NC (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



- GMC has the highest percentage of ending EV inventory with a markdown at 68%.
- While most GMC models saw a decline or stabilization in aged inventory percentage, the Acadia increased by 8% MoM to 50%.

NEW

+2% (MoM)
Sales Volume
Change

+6 Days (MoM)
+3 Days (YoY)
70 Day Supply

NC (MoM)
+4% (YoY)
46% Aged Inventory
Over 45 Days Ending
05/31/25

NC (MoM)
+1% (YoY)
43% Aged Sales
Over 45 Days as of
05/31/25

-1% (MoM)
+2% (YoY)
47% Carryover
Over 45 Days as of
05/01/25

NC (MoM)
NC (YoY)
\$63,445 Price
Avg Last Listed

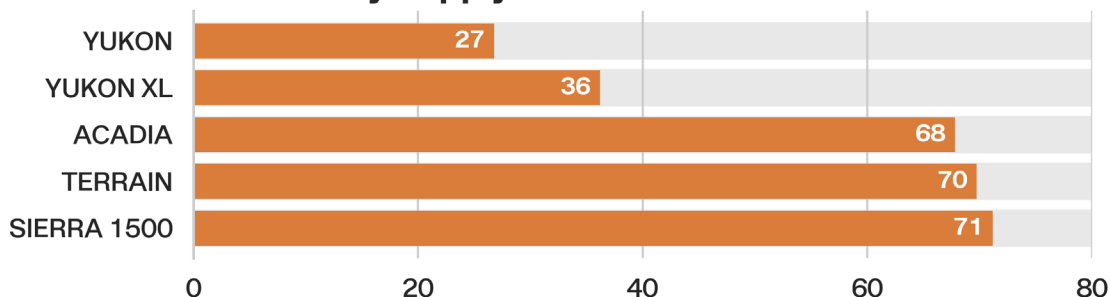
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
36% Sold
With Markdown

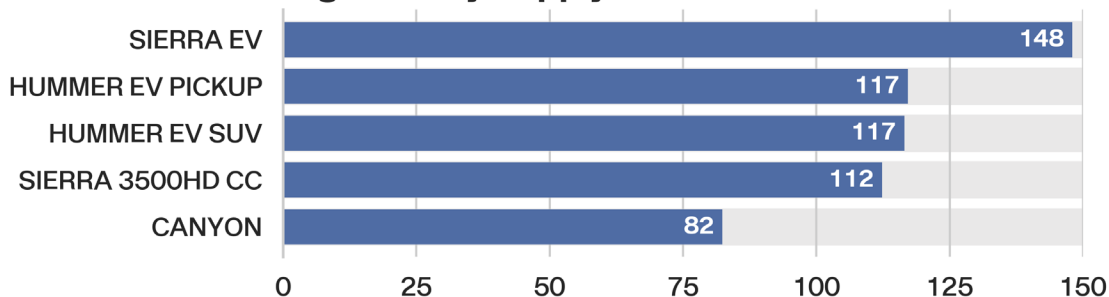
+4% (MoM)
+2% (YoY)
42% of Listings
Not Viewed

-4% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



> GMC had the largest increase in ending inventory MoM, up 7%.

>

USED

+2% (MoM)
Sales Volume
Change

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

+3% (MoM)
+1% (YoY)
47% Aged Inventory
Over 30 Days Ending
05/31/25

+2% (MoM)
NC (YoY)
45% Aged Sales
Over 30 Days as of
05/31/25

NC (MoM)
-2% (YoY)
46% Carryover
Over 30 Days as of
05/01/25

-1% (MoM)
-1% (YoY)
\$35,507 Price
Avg Last Listed

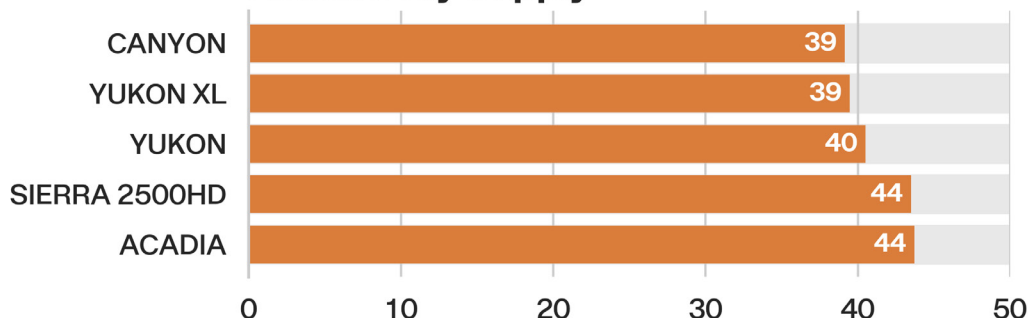
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
41% Sold
With Markdown

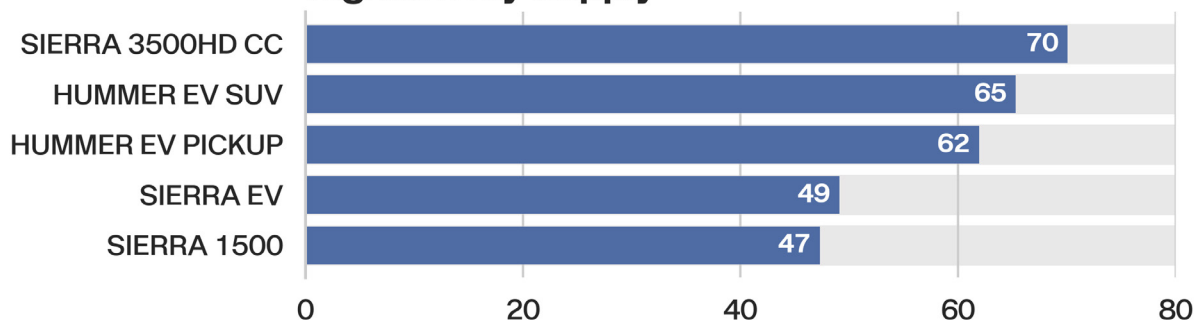
+3% (MoM)
-3% (YoY)
41% of Listings
Not Viewed

-4% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- While most Honda models saw MoM sales declines, the Accord and Passport both saw sales increase by over 40% as inventory continued to build.
- The Prologue continued to exhibit aging issues, with day supply increasing another 4 days MoM to 167 days and aged inventory rising by another 13% to 79%.

NEW

-6% (MoM)
Sales Volume
Change

+6 Days (MoM)
+9 Days (YoY)
47 Day Supply

NC (MoM)
+8% (YoY)
37% Aged Inventory
Over 45 Days Ending
05/31/25

-2% (MoM)
+2% (YoY)
31% Aged Sales
Over 45 Days as of
05/31/25

+1% (MoM)
+5% (YoY)
38% Carryover
Over 45 Days as of
05/01/25

-1% (MoM)
+2% (YoY)
\$36,514 Price
Avg Last Listed

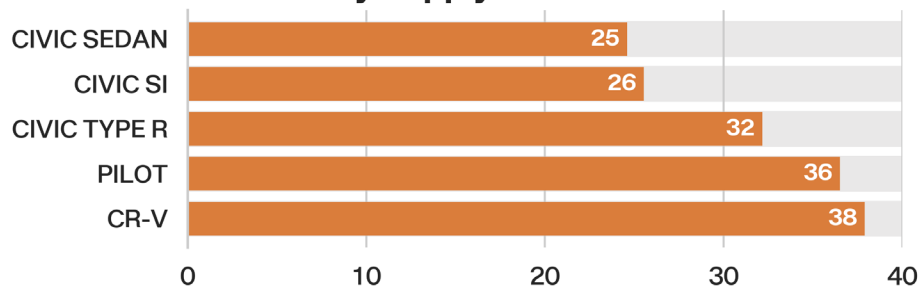
NC (MoM)
-3% Markdown
Price Reduction

+2% (MoM)
12% Sold
With Markdown

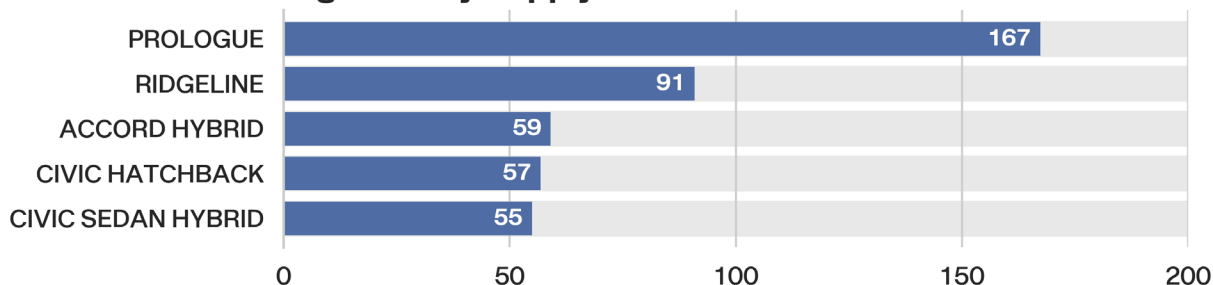
+1% (MoM)
-5% (YoY)
43% of Listings
Not Viewed

-10% (MoM)
Demand

Lowest Day Supply



Highest Day Supply

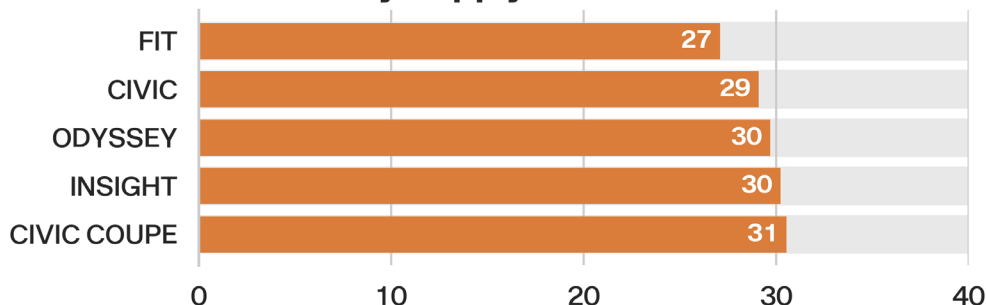


➤ All metrics move in line with the market.

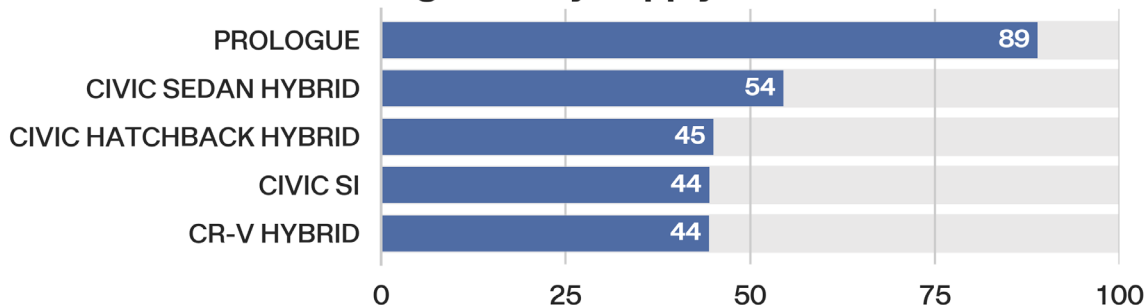
USED

+1% (MoM) Sales Volume Change	+3 Days (MoM) +2 Days (YoY) 34 Day Supply	+5% (MoM) +1% (YoY) 38% Aged Inventory Over 30 Days Ending 05/31/25	+5% (MoM) -1% (YoY) 37% Aged Sales Over 30 Days as of 05/31/25	+1% (MoM) -2% (YoY) 35% Carryover Over 30 Days as of 05/01/25
-1% (MoM) +1% (YoY) \$24,754 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+5% (MoM) 40% Sold With Markdown	+1% (MoM) -6% (YoY) 38% of Listings Not Viewed	-5% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





HYUNDAI

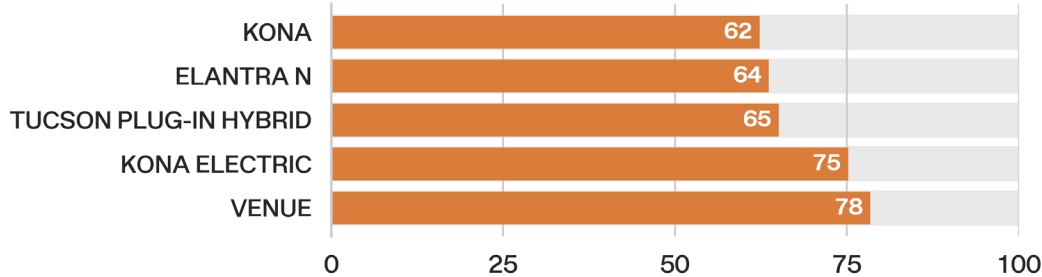
May 2025

- › The Elantra Hybrid saw the largest YoY increase in day supply, up 115 days to 197 days, making it one of the highest day supplies in the market.
- › The IONIQ 5 experienced the largest MoM decrease in markdowns of sold units, down 9% to 5% applied to 17% of sales.

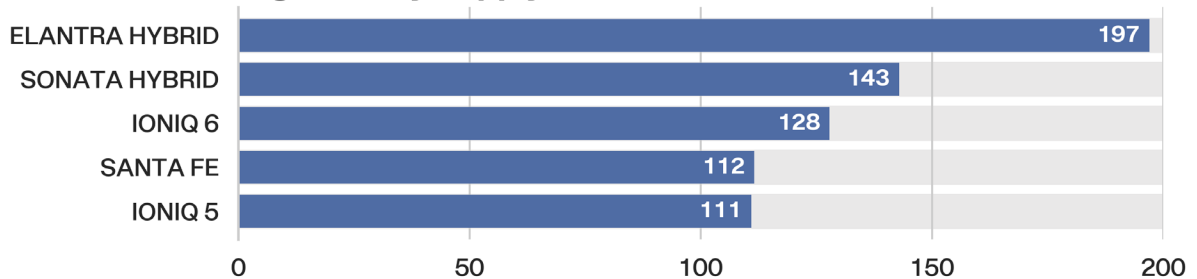
NEW

-3% (MoM) Sales Volume Change	+10 Days (MoM) +29 Days (YoY) 93 Day Supply	-2% (MoM) +10% (YoY) 57% Aged Inventory Over 45 Days Ending 05/31/25	+1% (MoM) +13% (YoY) 57% Aged Sales Over 45 Days as of 05/31/25	+3% (MoM) +15% (YoY) 59% Carryover Over 45 Days as of 05/01/25
-1% (MoM) +1% (YoY) \$35,456 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-1% (MoM) 39% Sold With Markdown	+3% (MoM) -7% (YoY) 46% of Listings Not Viewed	-9% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





HYUNDAI

May 2025

> All metrics move in line with the market.

USED

+3% (MoM)
Sales Volume
Change

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

+5% (MoM)
+1% (YoY)
44% Aged Inventory
Over 30 Days Ending
05/31/25

+5% (MoM)
NC (YoY)
42% Aged Sales
Over 30 Days as of
05/31/25

+1% (MoM)
-2% (YoY)
41% Carryover
Over 30 Days as of
05/01/25

NC (MoM)
+3% (YoY)
\$21,000 Price
Avg Last Listed

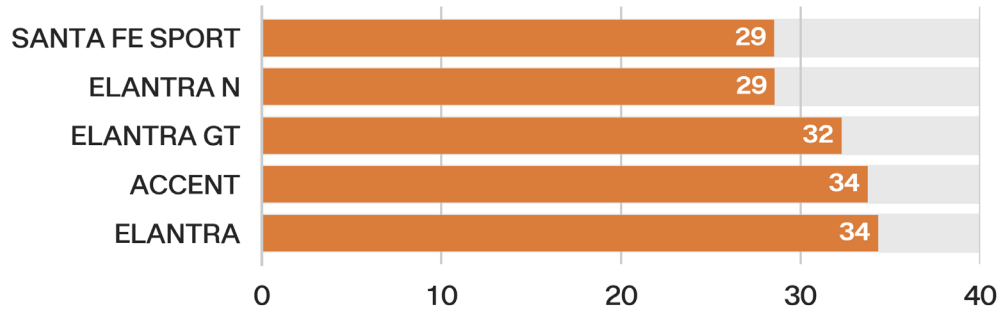
NC (MoM)
-5% Markdown
Price Reduction

+5% (MoM)
43% Sold
With Markdown

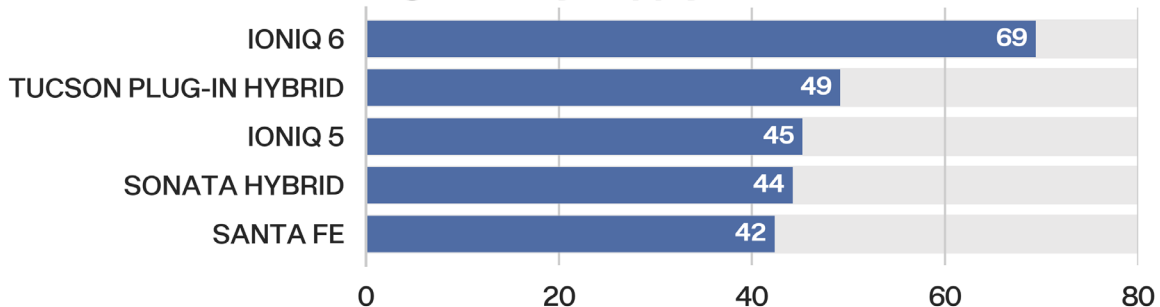
+2% (MoM)
-5% (YoY)
43% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- › Infiniti had the largest decrease in ending inventory MoM of 13%.
- › A lack of fresh inventory contributed to a market-high MoM increase in aged ending inventory of 14% to 81%.
- › Infiniti has the largest increase in last list price of ending inventory YoY, up 17% drive by a 14% increase in the QX60

NEW

-3% (MoM)
Sales Volume
Change

-5 Days (MoM)
+8 Days (YoY)
103 Day Supply

+14% (MoM)
+14% (YoY)
81% Aged Inventory
Over 45 Days Ending
05/31/25

+13% (MoM)
+3% (YoY)
69% Aged Sales

+9% (MoM)
-1% (YoY)
67% Carryover
Over 45 Days as of
05/01/25

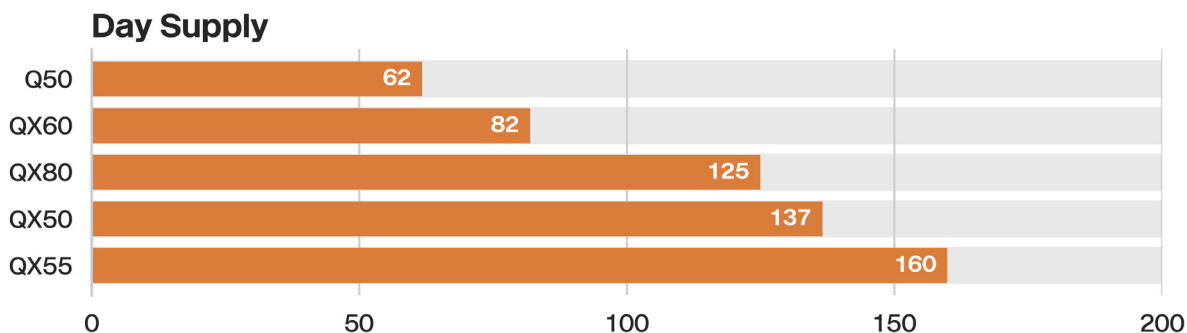
NC (MoM)
+5% (YoY)
\$61,097 Price
Avg Last Listed

NC (MoM)
-3% Markdown
Price Reduction

+4% (MoM)
32% Sold
With Markdown

-4% (MoM)
-12% (YoY)
51% of Listings
Not Viewed

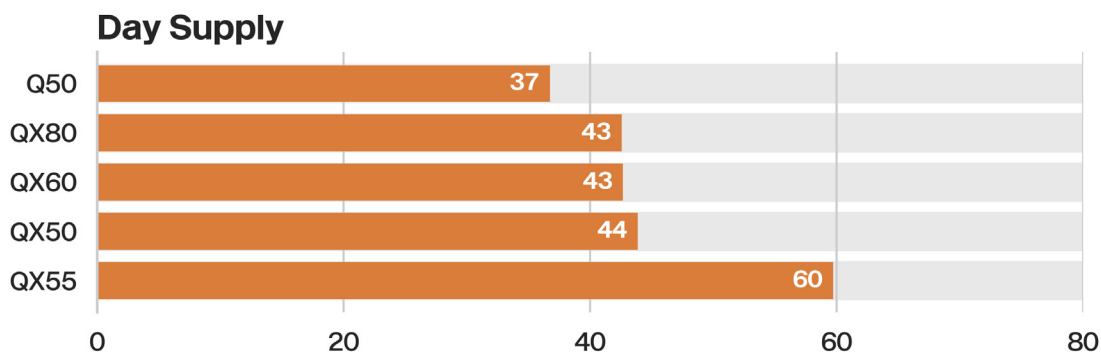
+7% (MoM)
Demand
Change



> Infiniti had the largest increase in ending inventory average price YoY, up 16% to \$33,000.

USED

+2% (MoM) Sales Volume Change	+2 Days (MoM) +4 Days (YoY) 42 Day Supply	+3% (MoM) +2% (YoY) 48% Aged Inventory Over 30 Days Ending 05/31/25	+1% (MoM) -2% (YoY) 43% Aged Sales Over 30 Days as of 05/31/25	+2% (MoM) -2% (YoY) 47% Carryover Over 30 Days as of 05/01/25
-3% (MoM) NC (YoY) \$28,000 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 48% Sold With Markdown	+3% (MoM) -4% (YoY) 33% of Listings Not Viewed	-3% (MoM) Demand Change

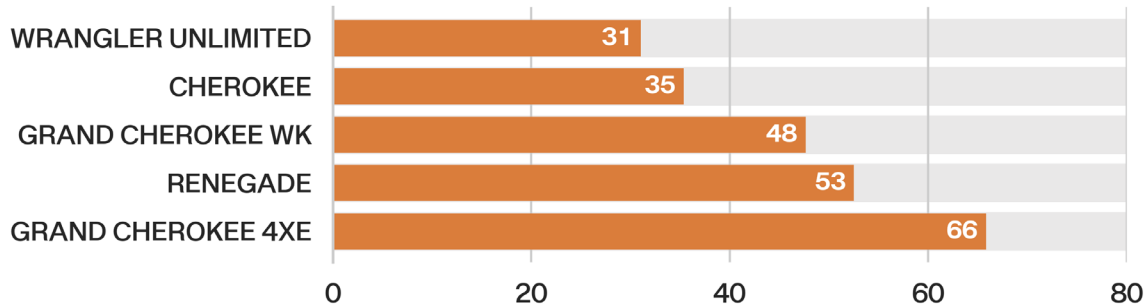


- Jeep had the highest increase in aged EV ending inventory, up 34%MoM to 62%.
- While most Jeep models saw MoM sales fall, the Wrangler 4XE and Wagoneer S both experienced sales growth of over 10%.
- Jeep had the highest decrease in list price of sold units YOY of 6%, down to \$46,730.

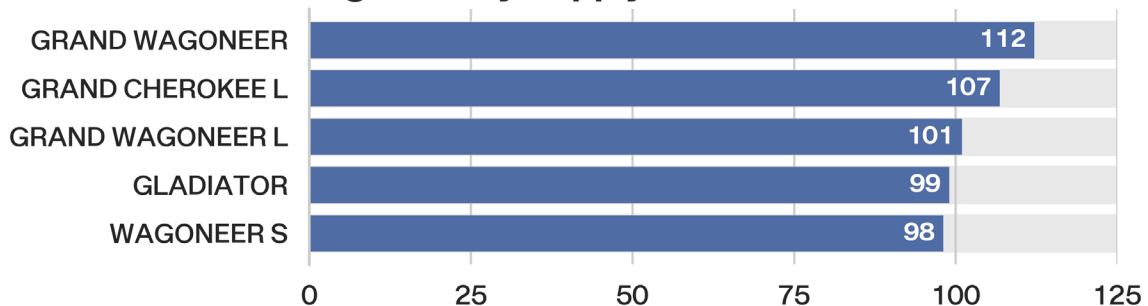
NEW

-7% (MoM) Sales Volume Change	+12 Days (MoM) -2 Days (YoY) 91 Day Supply	+4% (MoM) -1% (YoY) 57% Aged Inventory Over 45 Days Ending	+7% (MoM) +2% (YoY) 57% Aged Sales Over 45 Days as of 05/31/25	+2% (MoM) -4% (YoY) 53% Carryover Over 45 Days as of 05/01/25
+2% (MoM) -6% (YoY) \$46,730 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 37% Sold With Markdown	+5% (MoM) -16% (YoY) 43% of Listings Not Viewed	-8% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

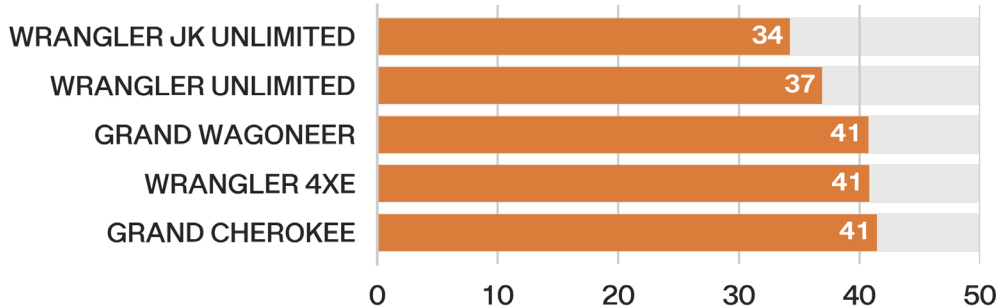


› All metrics move in line with the market

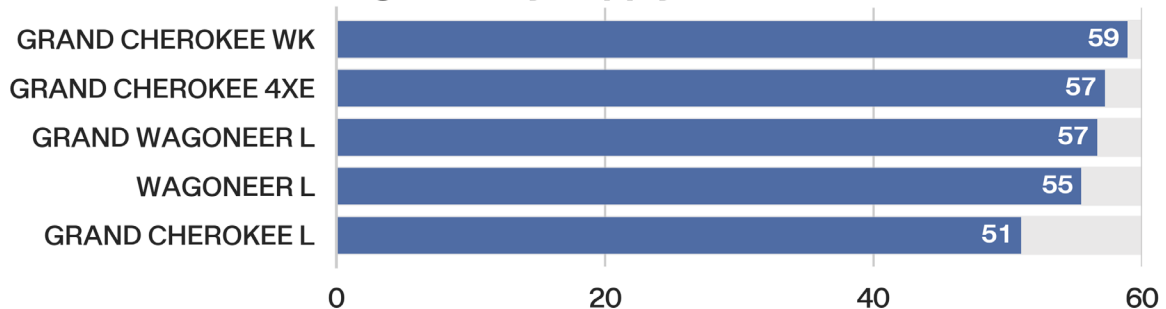
USED

+6% (MoM) Sales Volume Change	+1 Days (MoM) -2 Days (YoY) 44 Day Supply	+3% (MoM) NC (YoY) 48% Aged Inventory Over 30 Days Ending 05/31/25	+3% (MoM) -1% (YoY) 49% Aged Sales Over 30 Days as of 05/31/25	NC (MoM) -3% (YoY) 47% Carryover Over 30 Days as of 05/01/25
NC (MoM) NC (YoY) \$26,990 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+3% (MoM) 45% Sold With Markdown	+1% (MoM) -6% (YoY) 37% of Listings Not Viewed	+1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- › EV6 and EV9 received much needed fresh inventory. Deliveries of the EV6 arrived early enough in the month to see sales increase while the EV9's should see sales impacted next month.
- › Kia saw MoM sales decline, most noticeably in the hybrid segment where sales fell by 10%.

NEW

-3% (MoM)
Sales Volume
Change

+8 Days (MoM)
+16 Days (YoY)
62 Day Supply

-4% (MoM)
+4% (YoY)
44% Aged Inventory
Over 45 Days Ending
05/31/25

-2% (MoM)
+7% (YoY)
40% Aged Sales
Over 45 Days as of
05/31/25

-4% (MoM)
+7% (YoY)
48% Carryover
Over 45 Days as of
05/01/25

-1% (MoM)
-3% (YoY)
\$33,940 Price
Avg Last Listed

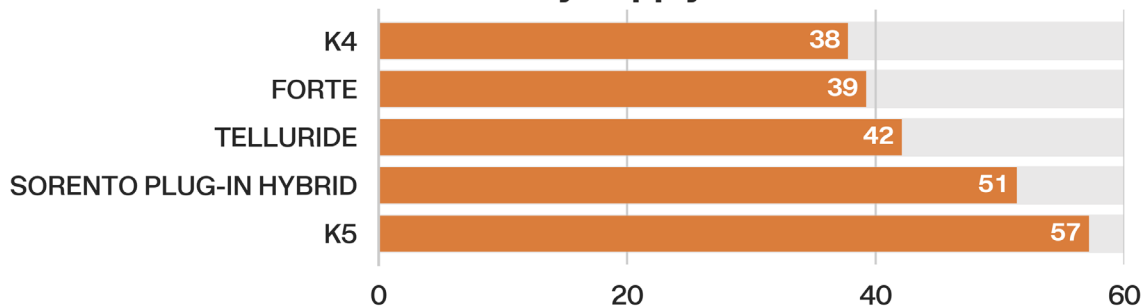
+1% (MoM)
-3% Markdown
Price Reduction

NC (MoM)
25% Sold
With Markdown

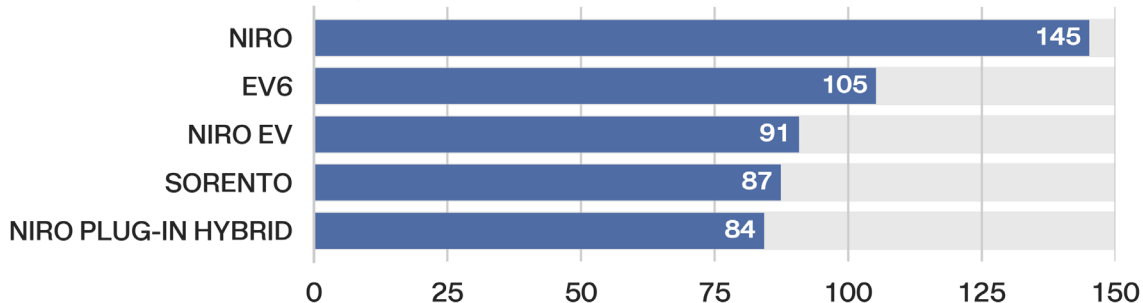
NC (MoM)
-3% (YoY)
47% of Listings
Not Viewed

-9% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





› Kia saw one of the market's highest sales growth MoM at 8%

USED

+8% (MoM)
Sales Volume
Change

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

+5% (MoM)
NC (YoY)
43% Aged Inventory
Over 30 Days Ending
05/31/25

+5% (MoM)
NC (YoY)
42% Aged Sales
Over 30 Days as of
05/31/25

+1% (MoM)
-2% (YoY)
39% Carryover
Over 30 Days as of
05/01/25

-1% (MoM)
+2% (YoY)
\$20,359 Price
Avg Last Listed

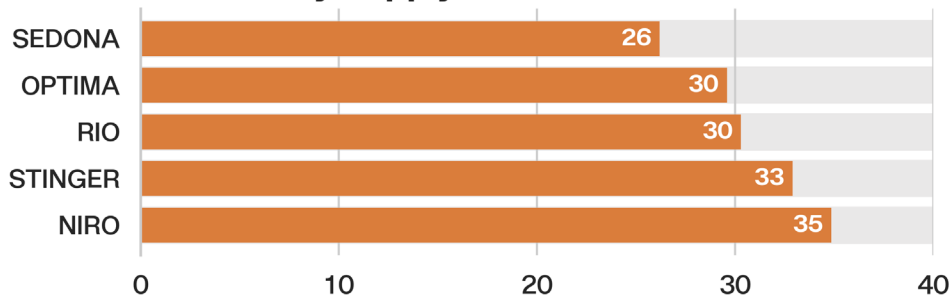
-1% (MoM)
-5% Markdown
Price Reduction

+5% (MoM)
41% Sold
With Markdown

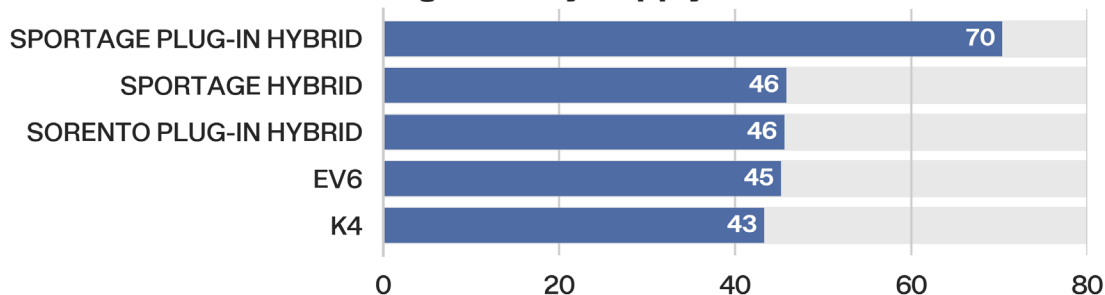
NC (MoM)
-6% (YoY)
39% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

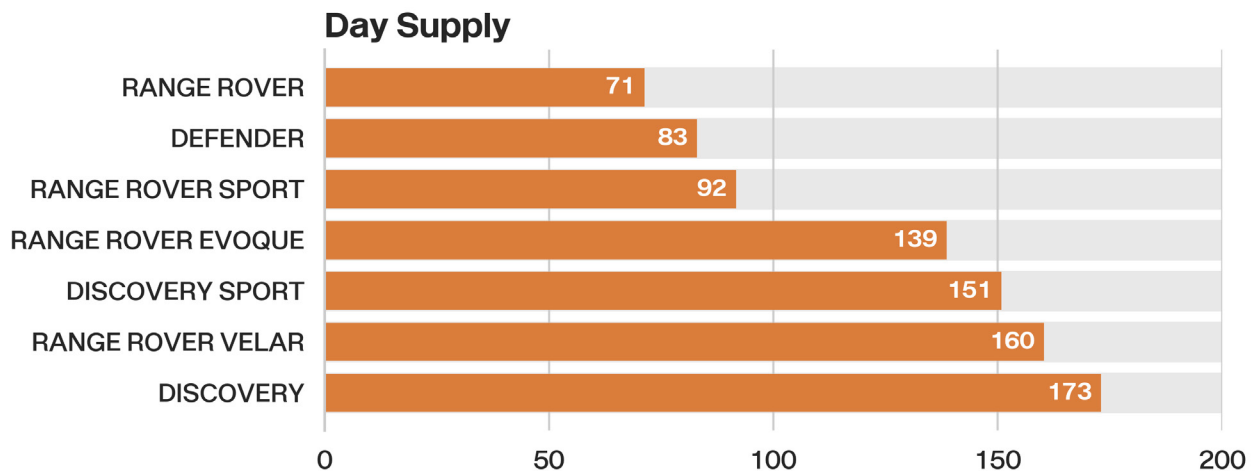




- › Land Rover had the largest decrease in list price MoM of 5% down to \$95,490 as sales of the Range Rover and Range Rover Sport saw significant sales reductions and sales of the Velar and Evoque grew..
- › Land Rover also saw the largest increase in day supply YoY of 43 days to 95 days, up 15 days MoM driven by a 61 day increase MoM in the Range Rover Sport.

NEW

-9% (MoM) Sales Volume Change	+15 Days (MoM) +43 Days (YoY) 95 Day Supply	+2% (MoM) +12% (YoY) 59% Aged Inventory Over 45 Days Ending 05/31/25	+7% (MoM) +22% (YoY) 54% Aged Sales Over 45 Days as of 05/31/25	+8% (MoM) +11% (YoY) 58% Carryover Over 45 Days as of 05/01/25
-5% (MoM) +3% (YoY) \$95,490 Price Avg Last Listed	-1% (MoM) -3% Markdown Price Reduction	NC (MoM) 8% Sold With Markdown	+7% (MoM) +12% (YoY) 47% of Listings Not Viewed	-14% (MoM) Demand





> Land Rover had the largest increase in sales MoM of 9%.

USED

+9% (MoM)
Sales Volume
Change

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

+3% (MoM)
+4% (YoY)
53% Aged Inventory
Over 30 Days Ending
05/31/25

+3% (MoM)
NC (YoY)
48% Aged Sales
Over 30 Days as of
05/31/25

NC (MoM)
+1% (YoY)
52% Carryover
Over 30 Days as of
05/01/25

+4% (MoM)
NC (YoY)
\$43,695 Price
Avg Last Listed

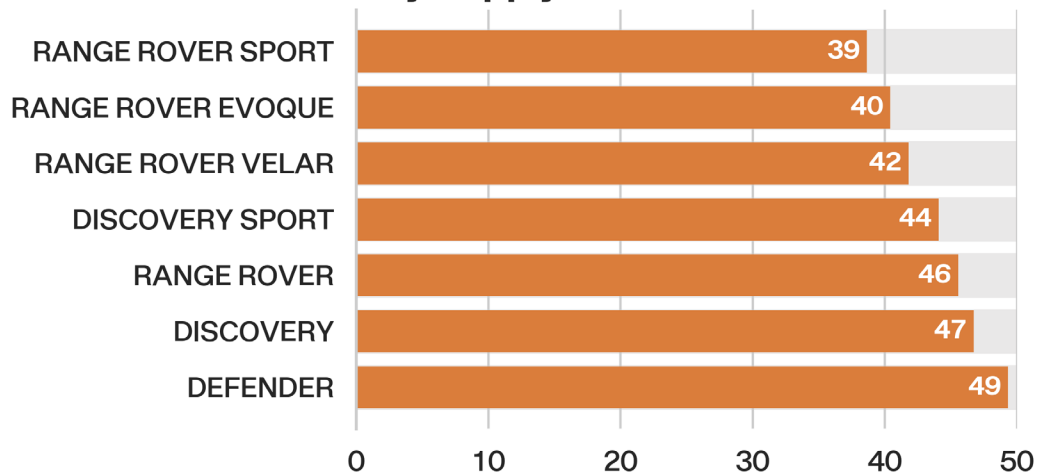
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
46% Sold
With Markdown

+1% (MoM)
+2% (YoY)
41% of Listings
Not Viewed

+10%
(MoM)
Demand

Day Supply



- › RX sales fell by 21% MoM, accounting for 5% less of Lexus' monthly sales in May compared to April.
- › While most Lexus models saw average inventory price remain constant MoM, the RZ increased by 6% to \$53,575.

NEW

-7% (MoM)
Sales Volume
Change

+4 Days (MoM)
-11 Days (YoY)
28 Day Supply

+2% (MoM)
-18% (YoY)
15% Aged Inventory
Over 45 Days Ending
05/31/25

NC (MoM)
-17% (YoY)
11% Aged Sales
Over 45 Days as of
05/31/25

+1% (MoM)
-25% (YoY)
14% Carryover
Over 45 Days as of
05/01/25

-1% (MoM)
-2% (YoY)
\$58,529 Price
Avg Last Listed

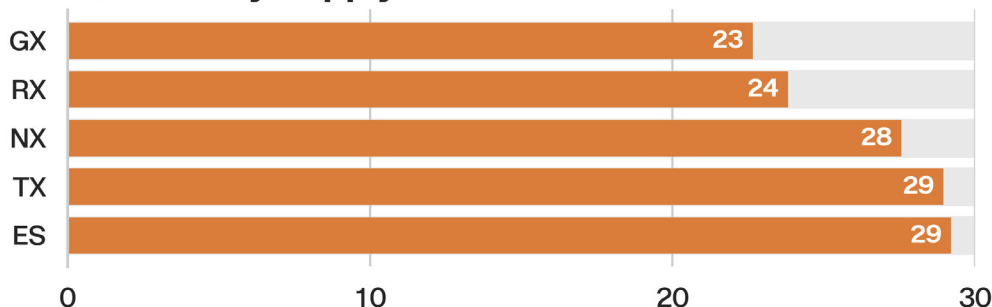
NC (MoM)
-2% Markdown
Price Reduction

NC (MoM)
7% Sold
With Markdown

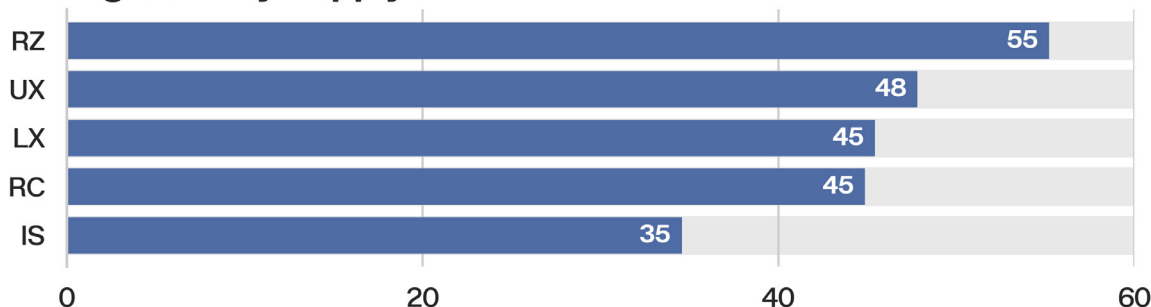
+3% (MoM)
-9% (YoY)
45% of Listings
Not Viewed

-10% (MoM)
Demand

Lowest Day Supply



Highest Day Supply

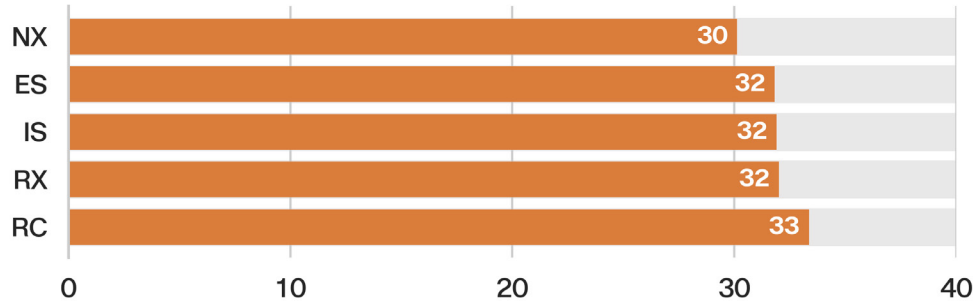


➤ Lexus had one of the largest decreases in sales among hybrids, down 17% MoM.

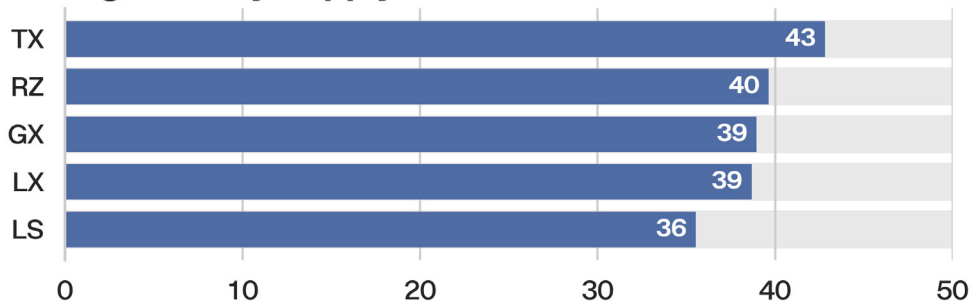
USED

+1% (MoM) Sales Volume Change	+2 Days (MoM) +1 Days (YoY) 33 Day Supply	+3% (MoM) +1% (YoY) 38% Aged Inventory Over 30 Days Ending 05/31/25	+2% (MoM) -1% (YoY) 37% Aged Sales Over 30 Days as of 05/31/25	-1% (MoM) -4% (YoY) 36% Carryover Over 30 Days as of 05/01/25
+2% (MoM) +7% (YoY) \$39,668 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+6% (MoM) 43% Sold With Markdown	+1% (MoM) -3% (YoY) 35% of Listings Not Viewed	-3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

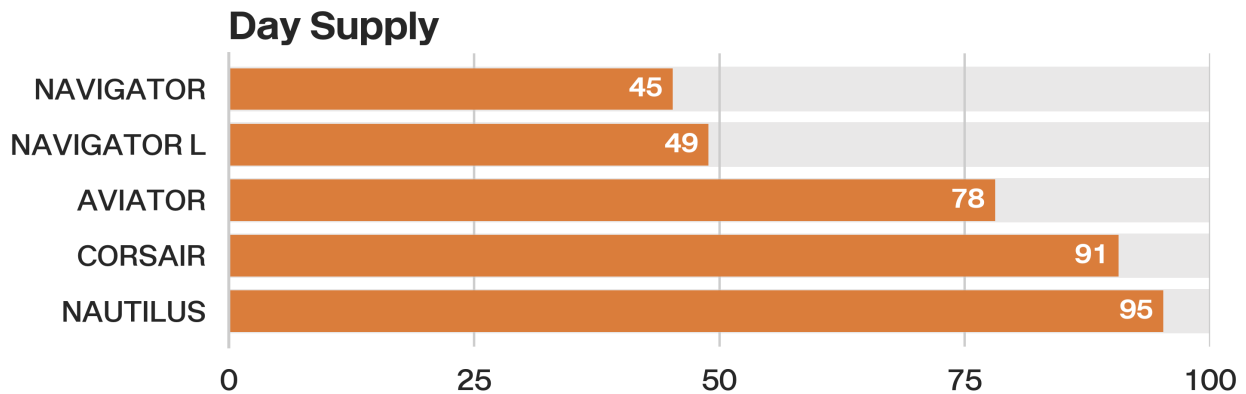




- › Lincoln saw a market high decrease in day supply YoY of 33 days down to 80 days, 6 days lower than April.
- › The Aviator had the highest percent of units sold with a markdown at 58% with an average markdown of 9%.

NEW

+2% (MoM) Sales Volume Change	-6 Days (MoM) -33 Days (YoY) 80 Day Supply	-5% (MoM) -1% (YoY) 64% Aged Inventory Over 45 Days Ending 05/31/25	-3% (MoM) -2% (YoY) 65% Aged Sales Over 45 Days as of 05/31/25	-2% (MoM) +4% (YoY) 69% Carryover Over 45 Days as of 05/01/25
-2% (MoM) +3% (YoY) \$62,740 Price Avg Last Listed	-1% (MoM) -9% Markdown Price Reduction	-2% (MoM) 50% Sold With Markdown	-1% (MoM) -19% (YoY) 45% of Listings Not Viewed	+9% (MoM) Demand Change





> All metrics move in line with the market.

USED

+5% (MoM)
Sales Volume
Change

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

+3% (MoM)
-2% (YoY)
47% Aged Inventory
Over 30 Days Ending
05/31/25

+2% (MoM)
-5% (YoY)
43% Aged Sales
Over 30 Days as of
05/31/25

-2% (MoM)
-6% (YoY)
45% Carryover
Over 30 Days as of
05/01/25

+3% (MoM)
+4% (YoY)
\$32,395 Price
Avg Last Listed

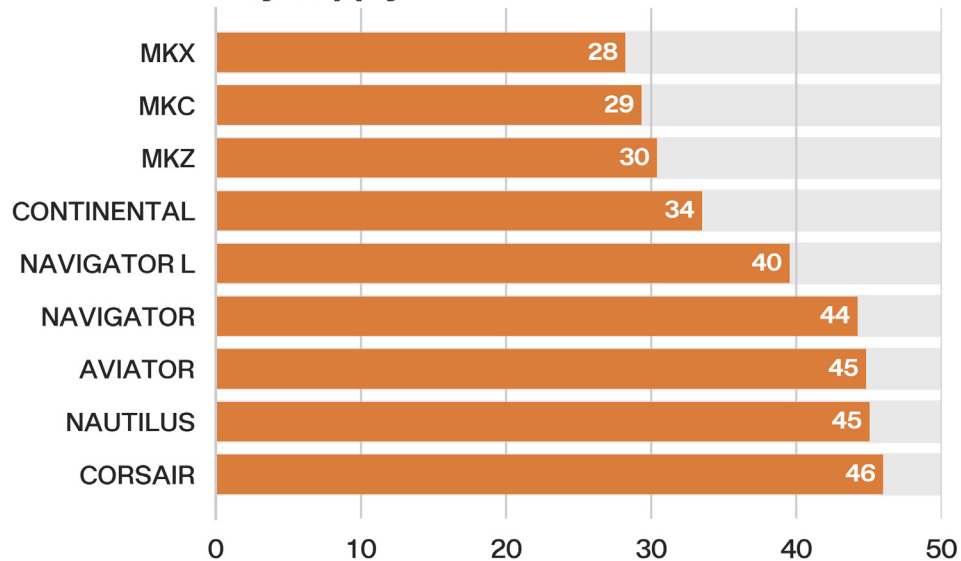
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
42% Sold
With Markdown

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

NC (MoM)
Demand
Change

Day Supply

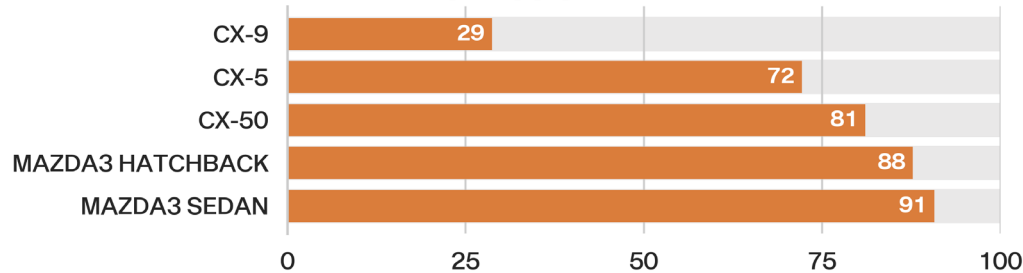


- › The CX-90 saw the largest decrease in inventory price MoM of 6%, down to \$43,620.
- › Mazda had the largest increase in day supply MoM, up 30 days to 93 days, 29 days above last year.
- › Mazda saw the largest increase in day supply among hybrids MoM, up 35 days to 101 days.

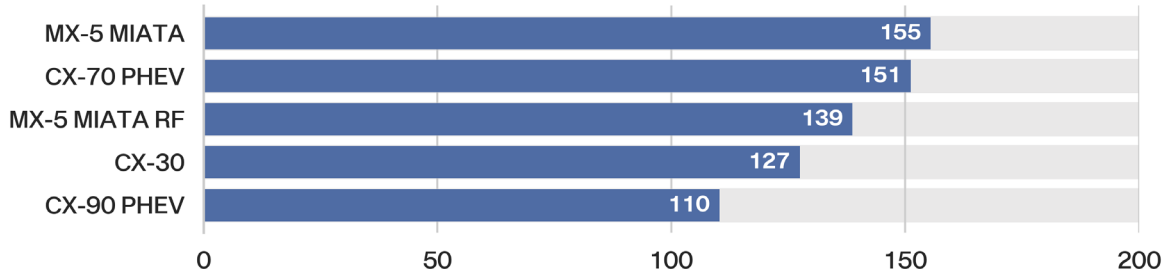
NEW

-19% (MoM) Sales Volume Change	+30 Days (MoM) +29 Days (YoY) 93 Day Supply	NC (MoM) -4% (YoY) 47% Aged Inventory Over 45 Days Ending 05/31/25	+4% (MoM) -1% (YoY) 47% Aged Sales Over 45 Days as of 05/31/25	-3% (MoM) -4% (YoY) 47% Carryover Over 45 Days as of 05/01/25
-1% (MoM) +6% (YoY) \$34,550 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	+5% (MoM) 23% Sold With Markdown	+3% (MoM) -6% (YoY) 55% of Listings Not Viewed	-30% (MoM) Demand

Lowest Day Supply



Highest Day Supply



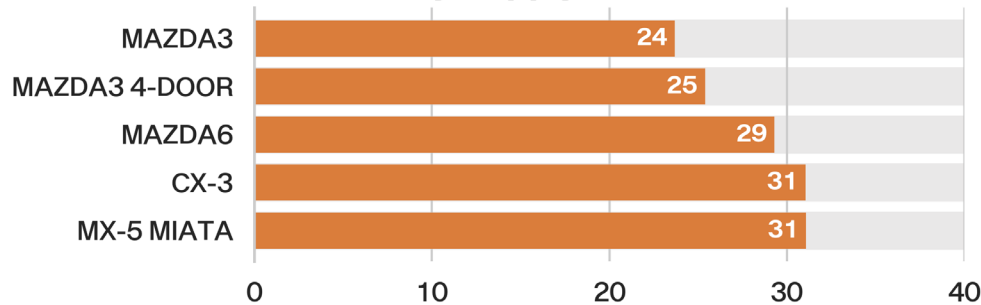


> All metrics move in line with the market.

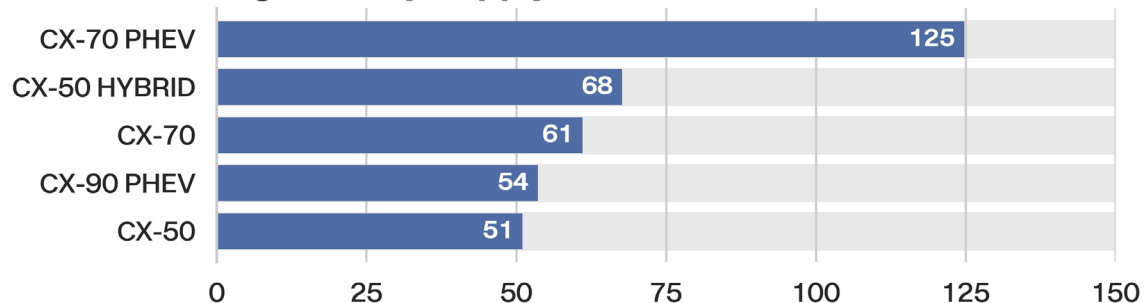
USED

NC (MoM) Sales Volume Change	+3 Days (MoM) -1 Days (YoY) 36 Day Supply	+3% (MoM) +1% (YoY) 40% Aged Inventory Over 30 Days Ending 05/31/25	+5% (MoM) NC (YoY) 41% Aged Sales Over 30 Days as of 05/31/25	+2% (MoM) -1% (YoY) 38% Carryover Over 30 Days as of 05/01/25
NC (MoM) +3% (YoY) \$24,391 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+5% (MoM) 41% Sold With Markdown	+2% (MoM) -5% (YoY) 35% of Listings Not Viewed	-6% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



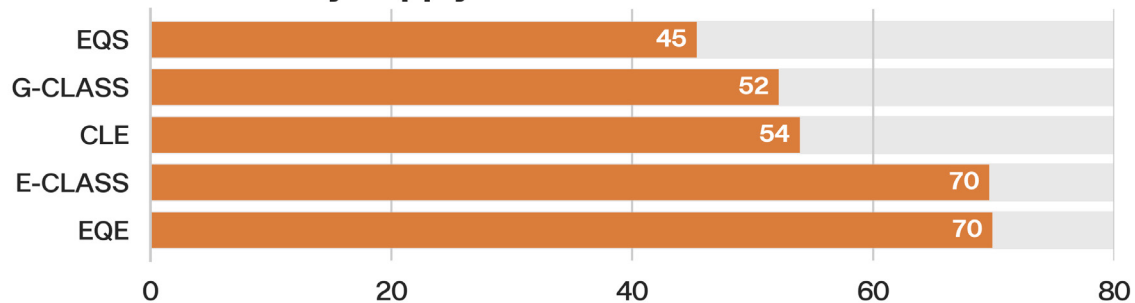


➤ All Mercedes models with the exception of the EQS saw aged inventory increase YoY, ranging from 3% to 32%.

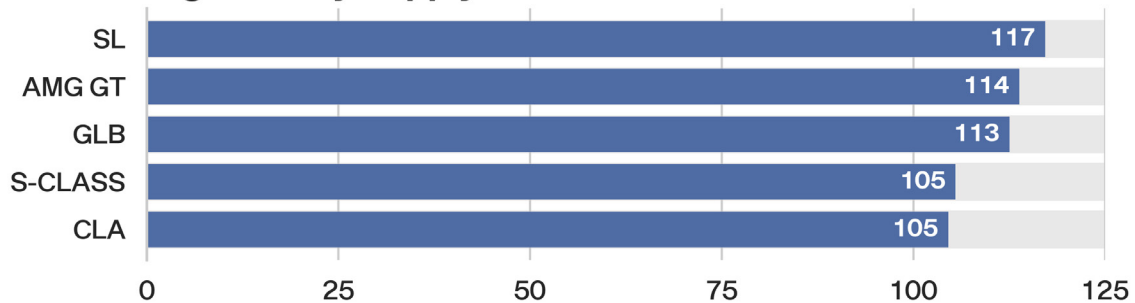
NEW

-6% (MoM) Sales Volume Change	+10 Days (MoM) +15 Days (YoY) 89 Day Supply	+4% (MoM) +12% (YoY) 63% Aged Inventory Over 45 Days Ending 05/31/25	+1% (MoM) +9% (YoY) 49% Aged Sales Over 45 Days as of 05/31/25	-2% (MoM) +7% (YoY) 59% Carryover Over 45 Days as of 05/01/25
+1% (MoM) -3% (YoY) \$70,565 Price Avg Last Listed	-1% (MoM) -6% Markdown Price Reduction	NC (MoM) 6% Sold With Markdown	+8% (MoM) +5% (YoY) 57% of Listings Not Viewed	-8% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





➤ All metrics move in line with the market.

USED

+7% (MoM)
Sales Volume
Change

NC Days (MoM)
-1 Days (YoY)
43 Day Supply

NC (MoM)
NC (YoY)
49% Aged Inventory
Over 30 Days Ending
05/31/25

+2% (MoM)
-2% (YoY)
45% Aged Sales
Over 30 Days as of
05/31/25

-1% (MoM)
-1% (YoY)
49% Carryover
Over 30 Days as of
05/01/25

+2% (MoM)
-2% (YoY)
\$37,880 Price
Avg Last Listed

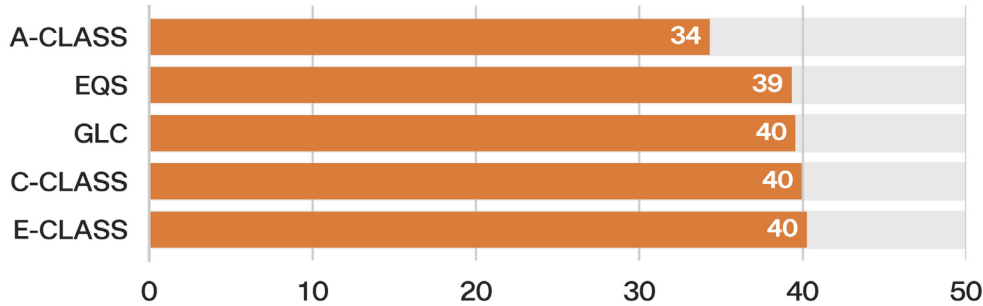
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
39% Sold
With Markdown

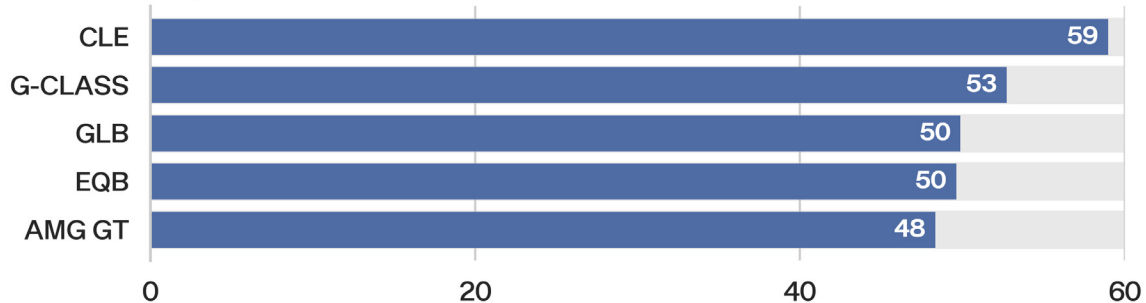
+1% (MoM)
-5% (YoY)
35% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



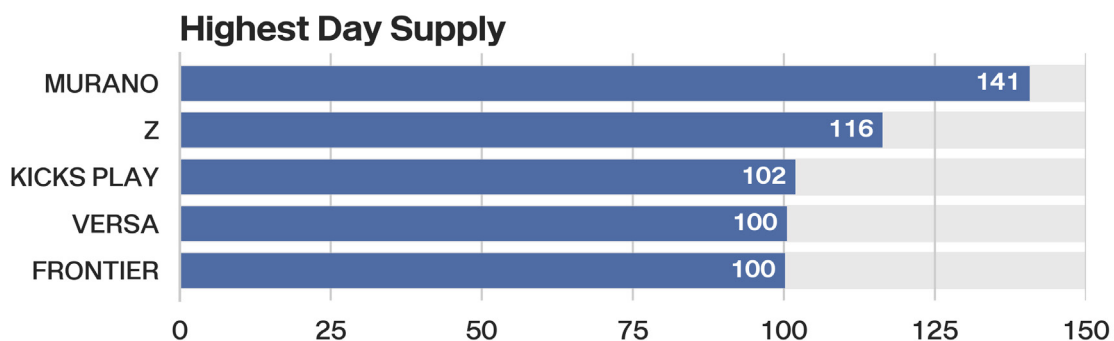
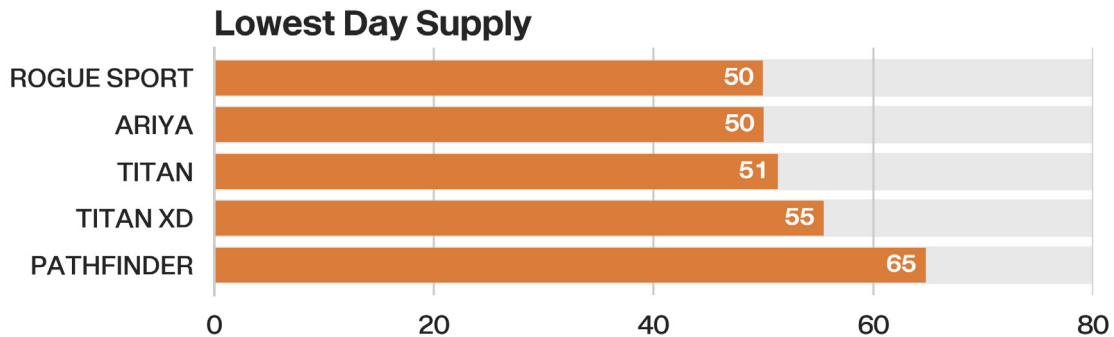
Highest Day Supply



- › The Aryia saw the largest decrease in last listed price of sold units YoY, down 15% to \$39,931 while the Armada had one of the largest increases in the market of 17% to \$72,081.
- › The Kicks play had the highest increase in aged sold units, up 33% MoM to 51%.
- › The Sentra had the largest decrease in units sold with a list price markdown down 19% MoM to 23%.
- › The Navigator L saw the largest increase in markdown magnitude of sold units, up 4% MoM to 14% applied to 28% of units.
- › Pathfinder sales surged by 94% MoM, making it Nissan's second best-seller in May.

NEW

+ 8% (MoM) Sales Volume Change	- 1 Days (MoM) - 6 Days (YoY) 83 Day Supply	- 5% (MoM) - 4% (YoY) 57% Aged Inventory Over 45 Days Ending 05/31/25	- 3% (MoM) - 5% (YoY) 57% Aged Sales Over 45 Days as of 05/31/25	+ 1% (MoM) + 5% (YoY) 63% Carryover Over 45 Days as of 05/01/25
+ 4% (MoM) + 6% (YoY) \$33,374 Price Avg Last Listed	NC (MoM) - 5% Markdown Price Reduction	- 4% (MoM) 35% Sold With Markdown	+ 1% (MoM) - 7% (YoY) 55% of Listings Not Viewed	+ 3% (MoM) Demand Change

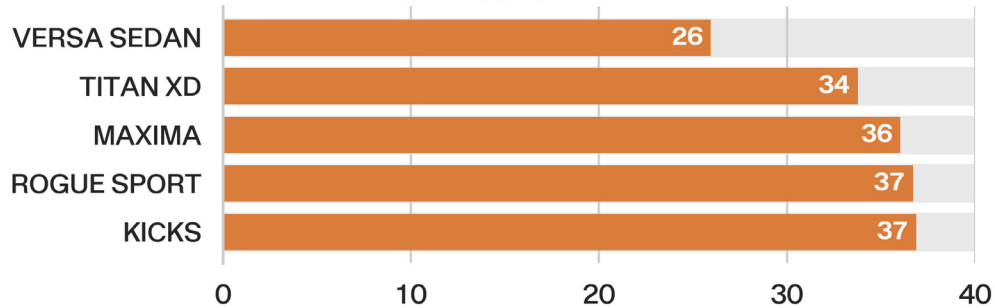


> All metrics move in line with the market.

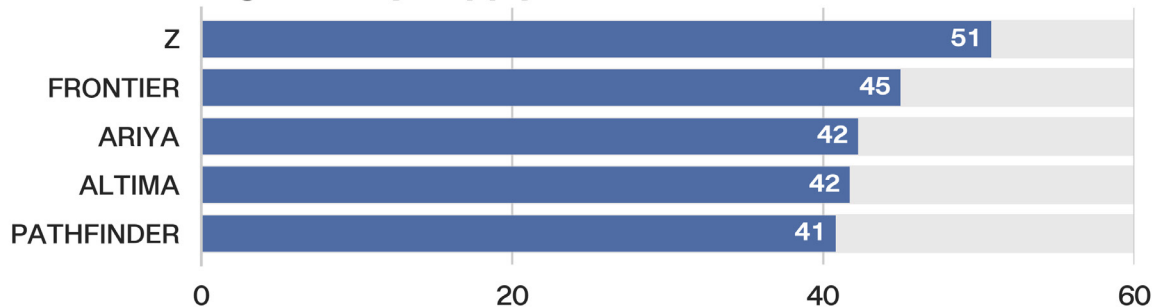
USED

-1% (MoM) Sales Volume Change	+3 Days (MoM) +1 Days (YoY) 40 Day Supply	+2% (MoM) +1% (YoY) 45% Aged Inventory Over 30 Days Ending 05/31/25	+3% (MoM) +1% (YoY) 44% Aged Sales Over 30 Days as of 05/31/25	+1% (MoM) -1% (YoY) 44% Carryover Over 30 Days as of 05/01/25
-1% (MoM) -5% (YoY) \$19,999 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+3% (MoM) 41% Sold With Markdown	+1% (MoM) -5% (YoY) 45% of Listings Not Viewed	-3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





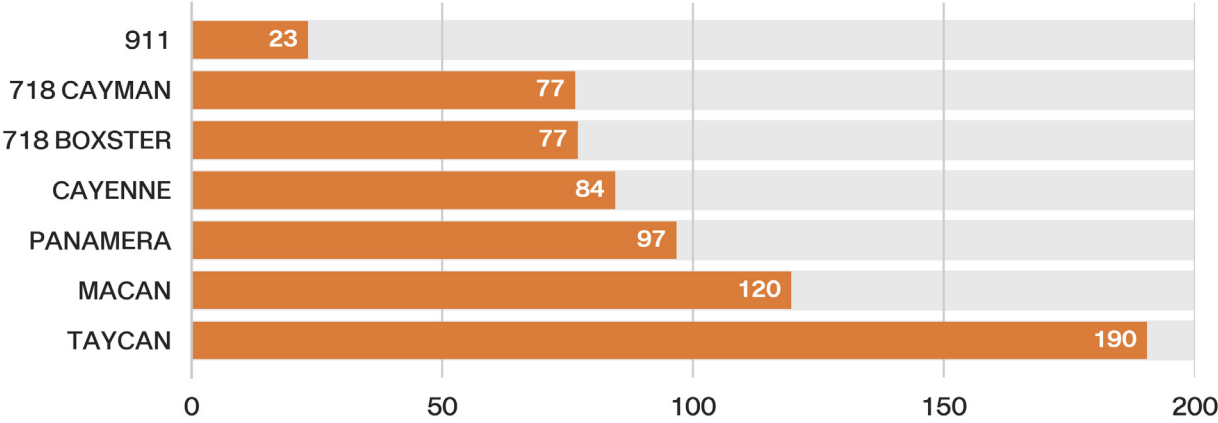
PORSCHE

- > The Cayenne saw sales fall by 25% MoM, making up 5% less of Porsche's May sales compared to April.
- > The Macan made up 39% of Porsche's May sales but represents 48% of current inventory. Similarly, the Taycan made up 6% of sales but comprises 11% of current inventory.

NEW

-14% (MoM) Sales Volume Change	+18 Days (MoM) +26 Days (YoY) 98 Day Supply	+2% (MoM) +18% (YoY) 62% Aged Inventory Over 45 Days Ending 05/31/25	+3% (MoM) +11% (YoY) 57% Aged Sales Over 45 Days as of 05/31/25	NC (MoM) +9% (YoY) 60% Carryover Over 45 Days as of 05/01/25
-1% (MoM) +7% (YoY) \$107,065 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+1% (MoM) 5% Sold With Markdown	+8% (MoM) +10% (YoY) 49% of Listings Not Viewed	-16% (MoM) Demand

Day Supply



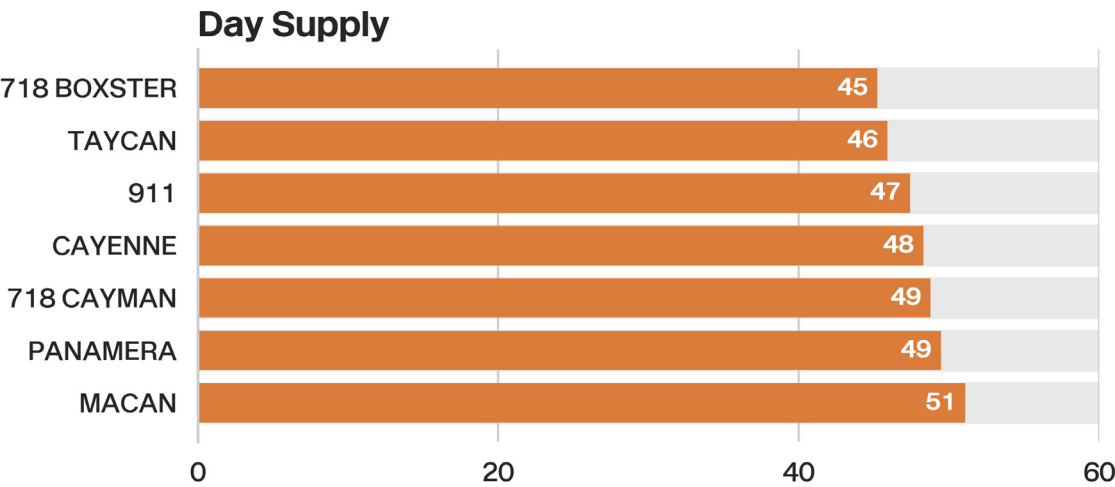


PORSCHE

> All metrics move in line with the market.

USED

+3% (MoM) Sales Volume Change	+1 Days (MoM) +1 Days (YoY) 49 Day Supply	+2% (MoM) +6% (YoY) 55% Aged Inventory Over 30 Days Ending 05/31/25	+3% (MoM) +3% (YoY) 50% Aged Sales Over 30 Days as of 05/31/25	-1% (MoM) +3% (YoY) 54% Carryover Over 30 Days as of 05/01/25
+1% (MoM) +2% (YoY) \$66,490 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+3% (MoM) 40% Sold With Markdown	-1% (MoM) -3% (YoY) 33% of Listings Not Viewed	+2% (MoM) Demand Change





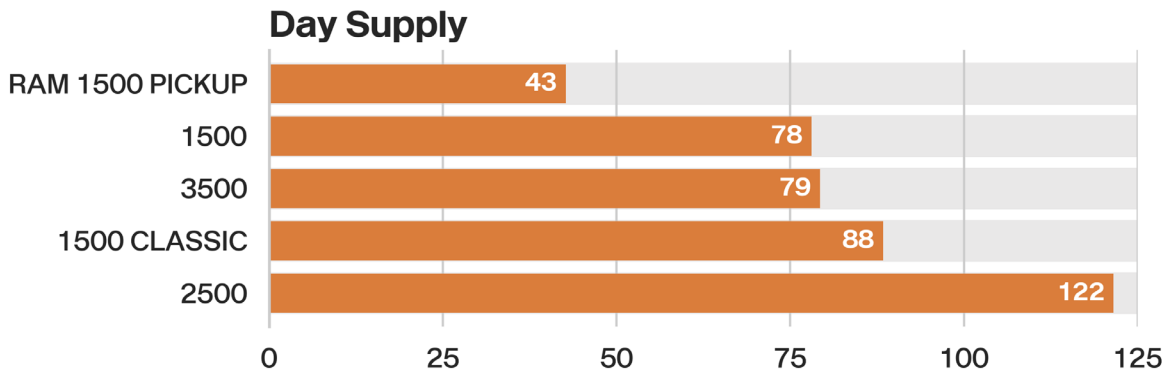
RAM

May 2025

- The 1500 Classic was the only RAM model to see sales fall MoM, down 7%.
- The 2500 saw the largest increase in sales within RAM of 17% MoM, making up over 20% of May sales.

NEW

+7% (MoM) Sales Volume Change	+14 Days (MoM) -20 Days (YoY) 94 Day Supply	+4% (MoM) -10% (YoY) 48% Aged Inventory Over 45 Days Ending 05/31/25	-3% (MoM) -17% (YoY) 43% Aged Sales Over 45 Days as of 05/31/25	-14% (MoM) -16% (YoY) 44% Carryover Over 45 Days as of 05/01/25
+2% (MoM) -2% (YoY) \$60,288 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	NC (MoM) 35% Sold With Markdown	+5% (MoM) -13% (YoY) 43% of Listings Not Viewed	-11% (MoM) Demand





RAM

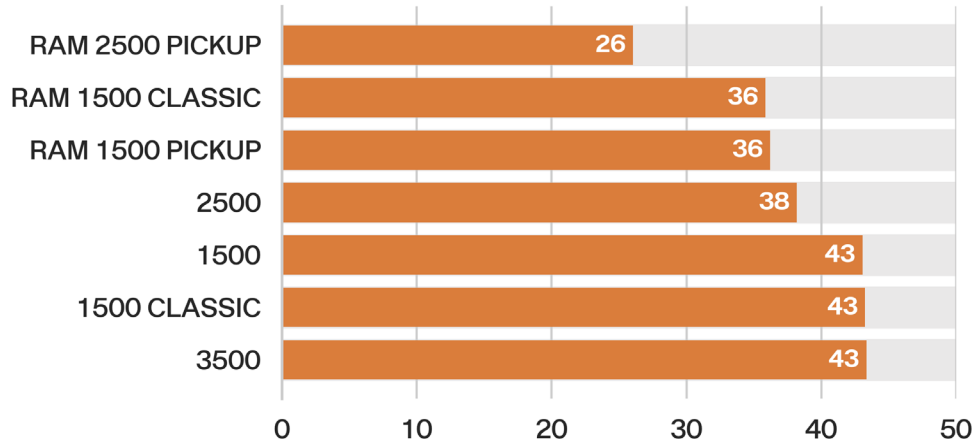
May 2025

› The 3500 saw the largest increase in sales among RAM models of 16% MoM, more than double the increase of the 1500 and 2500.

USED

+6% (MoM) Sales Volume Change	+1 Days (MoM) +2 Days (YoY) 43 Day Supply	+4% (MoM) +3% (YoY) 50% Aged Inventory Over 30 Days Ending 05/31/25	+1% (MoM) NC (YoY) 45% Aged Sales Over 30 Days as of 05/31/25	NC (MoM) -3% (YoY) 48% Carryover Over 30 Days as of 05/01/25
+1% (MoM) -4% (YoY) \$34,695 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+2% (MoM) 41% Sold With Markdown	+1% (MoM) -4% (YoY) 36% of Listings Not Viewed	+1% (MoM) Demand Change

Day Supply





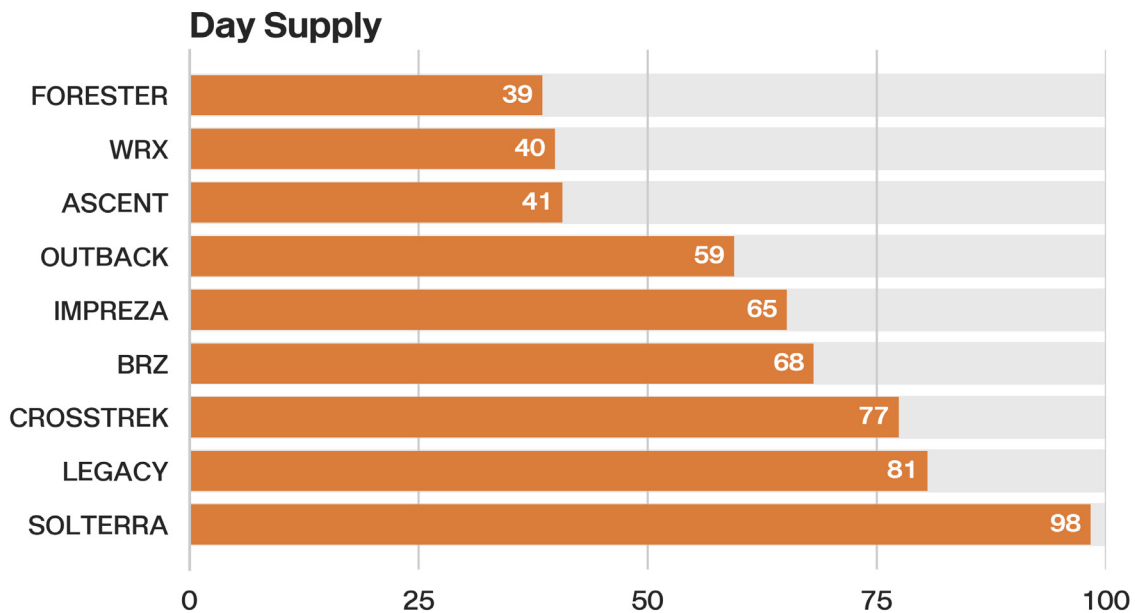
SUBARU

May 2025

- › Subaru had the largest increase in ending inventory MoM of over 30% as well as the largest increase in inventory price of 3%.
- › Fresh inventory caused a market high decrease in aged ending inventory MoM of 10% down to 29%.

NEW

-12% (MoM) Sales Volume Change	+15 Days (MoM) +9 Days (YoY) 59 Day Supply	-10% (MoM) -10% (YoY) 29% Aged Inventory Over 45 Days Ending 05/31/25	-6% (MoM) -8% (YoY) 40% Aged Sales Over 45 Days as of 05/31/25	-4% (MoM) -9% (YoY) 39% Carryover Over 45 Days as of 05/01/25
NC (MoM) +2% (YoY) \$35,962 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+5% (MoM) 25% Sold With Markdown	+2% (MoM) -9% (YoY) 41% of Listings Not Viewed	-24% (MoM) Demand





SUBARU

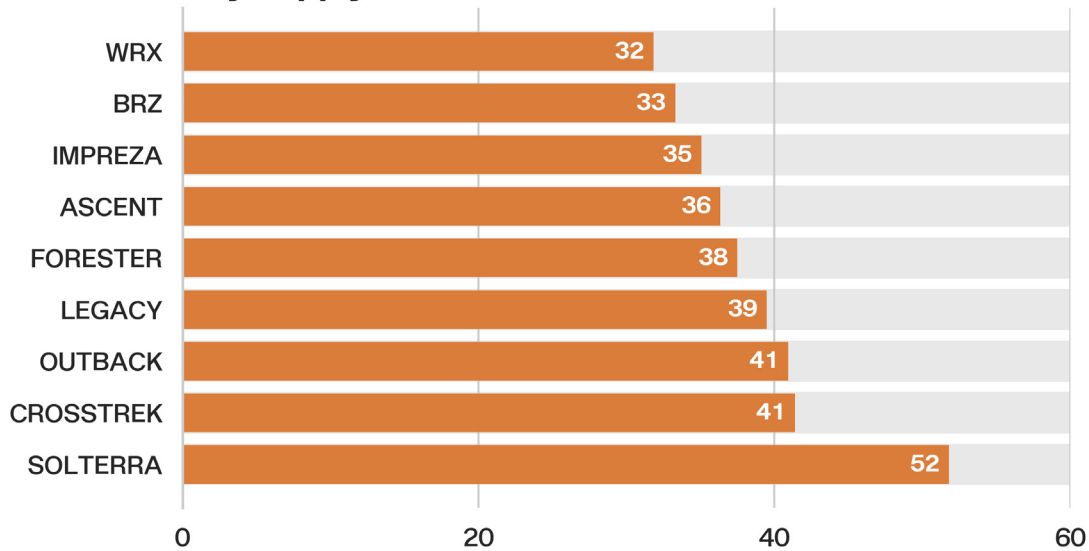
May 2025

› Subuaru had the largest increase in ending inventory, up 32% MoM along with the largest increase in inventory list price of 3%.

USED

-3% (MoM) Sales Volume Change	+5 Days (MoM) +1 Days (YoY) 39 Day Supply	+7% (MoM) +1% (YoY) 43% Aged Inventory Over 30 Days Ending 05/31/25	+7% (MoM) -3% (YoY) 40% Aged Sales Over 30 Days as of 05/31/25	+1% (MoM) -7% (YoY) 37% Carryover Over 30 Days as of 05/01/25
NC (MoM) NC (YoY) \$24,995 Price Avg Last Listed	-1% (MoM) -4% Markdown Price Reduction	+7% (MoM) 42% Sold With Markdown	+1% (MoM) -6% (YoY) 42% of Listings Not Viewed	-9% (MoM) Demand Change

Day Supply





TOYOTA

May 2025

- › The RAV4 Plug-In Hybrid saw a sharp decline in sales due to limited inventory. It ended the month with an 18-day supply, with inventories falling by more than 60%.
- › Toyota held the top 4 spots for models with the lowest day supply, ranging from 18 to 22 days. It also held the top 4 spots for models with the lowest percentage of aged inventory, ranging from 5-8%.

NEW

NC (MoM)
Sales Volume
Change

+2 Days (MoM)
+4 Days (YoY)
30 Day Supply

-2% (MoM)
-1% (YoY)
17% Aged Inventory
Over 45 Days Ending
05/31/25

NC (MoM)
-2% (YoY)
14% Aged Sales
Over 45 Days as of
05/31/25

+1% (MoM)
+1% (YoY)
19% Carryover
Over 45 Days as of
05/01/25

NC (MoM)
-1% (YoY)
\$40,796 Price
Avg Last Listed

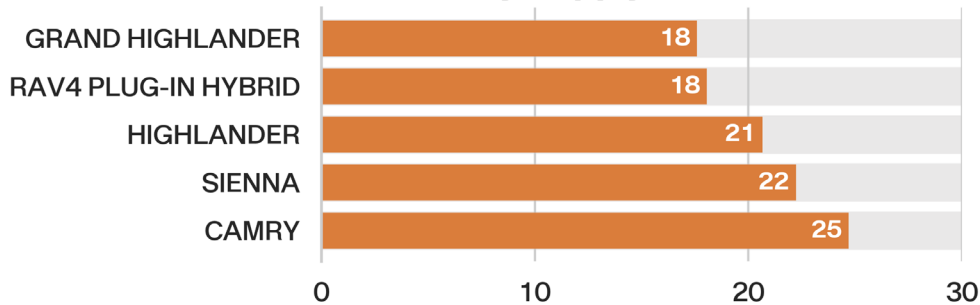
NC (MoM)
-3% Markdown
Price Reduction

+2% (MoM)
13% Sold
With Markdown

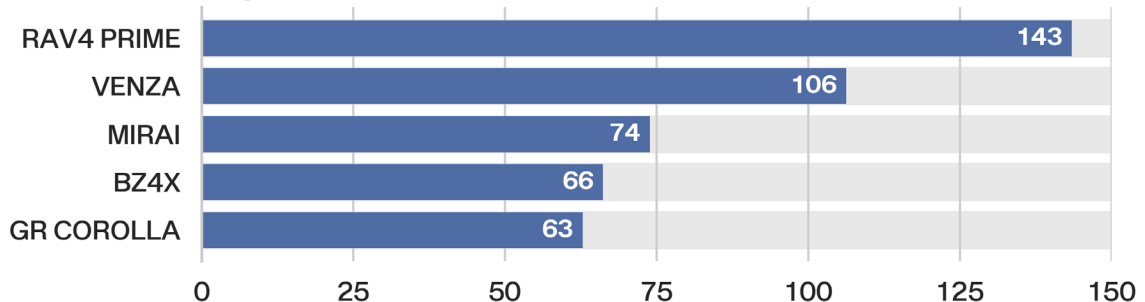
-1% (MoM)
-3% (YoY)
44% of Listings
Not Viewed

-4% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





TOYOTA

May 2025

› Toyota had the largest increase in day supply YoY, up 5 days to 37 days.

USED

+2% (MoM)
Sales Volume
Change

+3 Day (MoM)
+5 Days (YoY)
37 Day Supply

+4% (MoM)
+5% (YoY)
42% Aged Inventory
Over 30 Days Ending
05/31/25

+3% (MoM)
+3% (YoY)
40% Aged Sales
Over 30 Days as of
05/31/25

NC (MoM)
+2% (YoY)
39% Carryover
Over 30 Days as of
05/01/25

NC (MoM)
+1% (YoY)
\$28,591 Price
Avg Last Listed

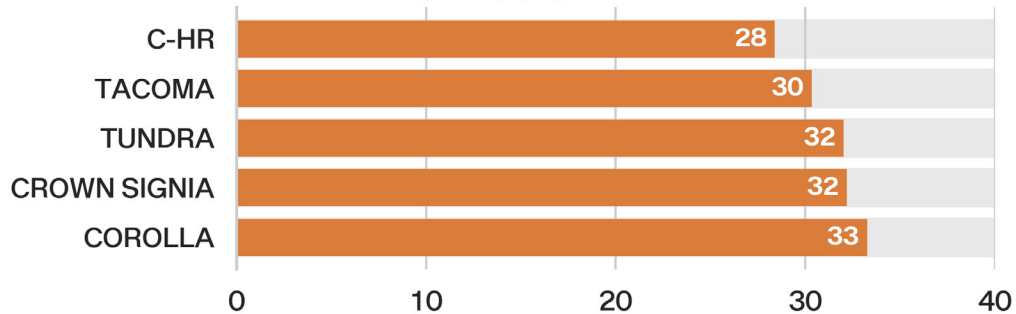
NC (MoM)
-4% Markdown
Price Reduction

+4% (MoM)
44% Sold
With Markdown

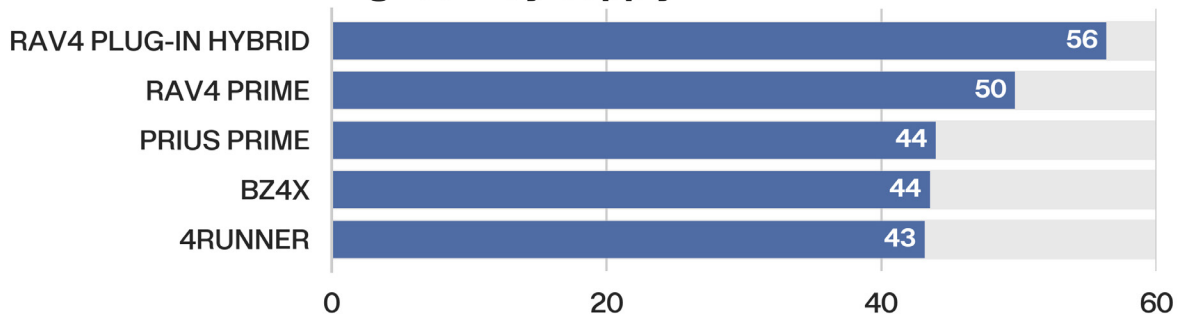
+1% (MoM)
-5% (YoY)
37% of Listings
Not Viewed

-5% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

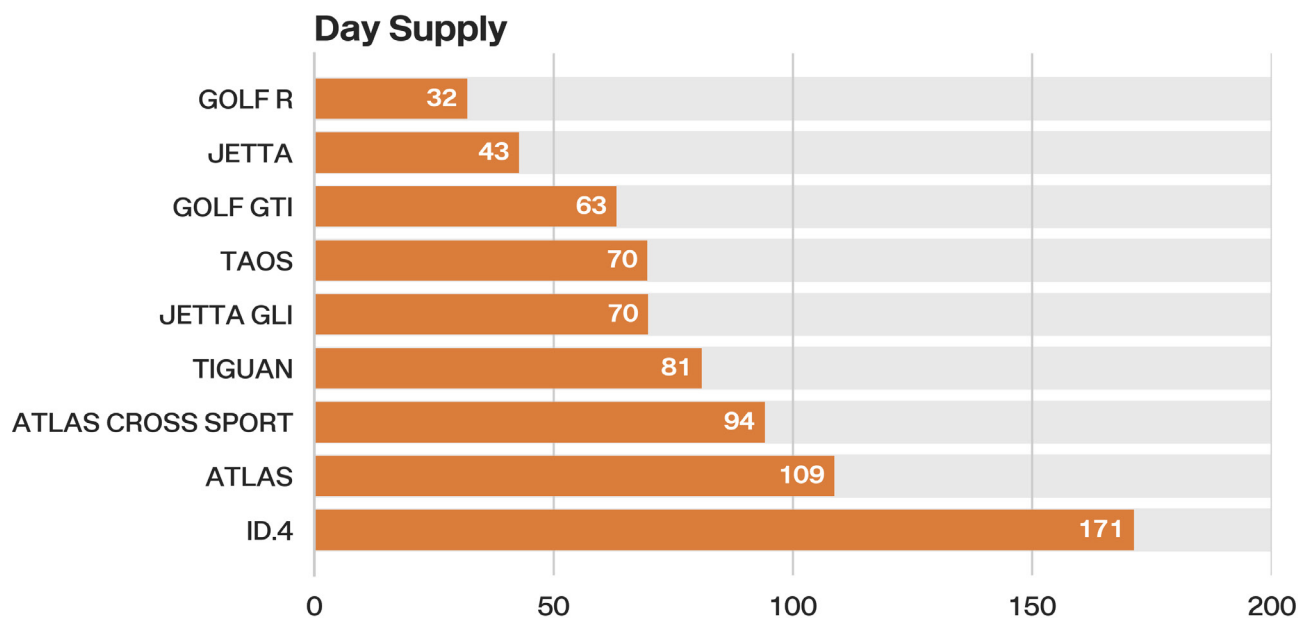




- › Volkswagen experienced the largest MoM increase in EV day supply of 83 days to 264 days.
- › Volkswagen saw the largest increase of last listed price of sold units, up 7% to \$36,987. However, EVs saw the largest decrease in the market at 16% as the ID.BUZZ made up less than 20% of Volkswagen's May EV sales.

NEW

-15% (MoM) Sales Volume Change	+17 Days (MoM) +17 Days (YoY) 89 Day Supply	-3% (MoM) +10% (YoY) 55% Aged Inventory Over 45 Days Ending 05/31/25	-1% (MoM) +10% (YoY) 58% Aged Sales Over 45 Days as of 05/31/25	+4% (MoM) +11% (YoY) 59% Carryover Over 45 Days as of 05/01/25
+7% (MoM) +7% (YoY) \$36,987 Price Avg Last Listed	+1% (MoM) -4% Markdown Price Reduction	-6% (MoM) 37% Sold With Markdown	+4% (MoM) -16% (YoY) 40% of Listings Not Viewed	-15% (MoM) Demand





> All metrics move in line with the market

USED

NC (MoM)
Sales Volume
Change

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

+4% (MoM)
+1% (YoY)
43% Aged Inventory
Over 30 Days Ending
05/31/25

+4% (MoM)
NC (YoY)
44% Aged Sales
Over 30 Days as of
05/31/25

NC (MoM)
-4% (YoY)
41% Carryover
Over 30 Days as of
05/01/25

-1% (MoM)
-1% (YoY)
\$21,998 Price
Avg Last Listed

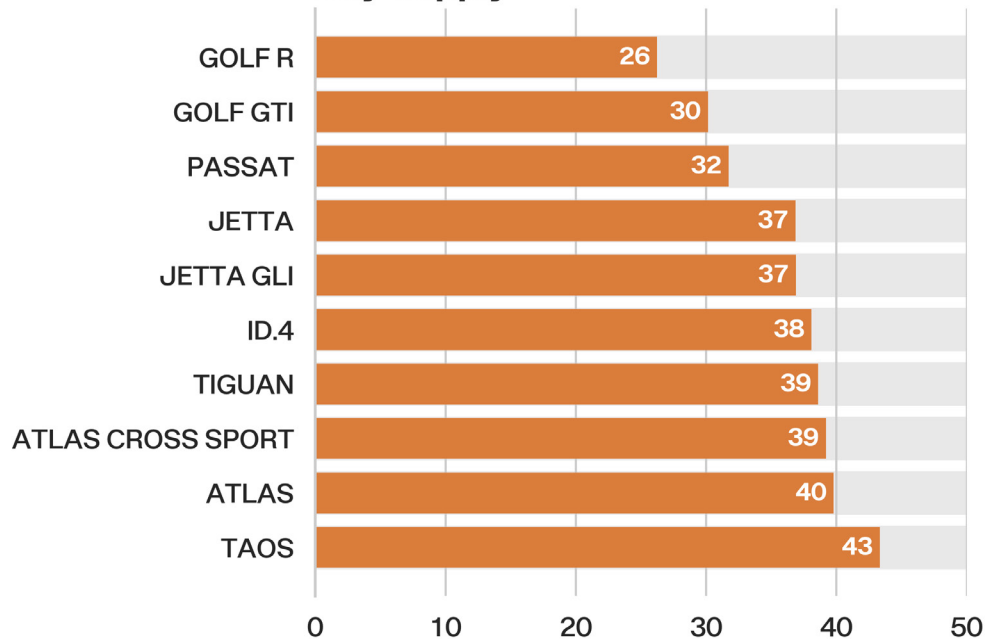
NC (MoM)
-5% Markdown
Price Reduction

+6% (MoM)
44% Sold
With Markdown

+1% (MoM)
-5% (YoY)
42% of Listings
Not Viewed

-2% (MoM)
Demand
Change

Day Supply





- › Volvo had the highest percent of aged ending inventory among hybrids in the market at 80%.
- › The XC90 overtook the XC60 as Volvo's number one selling model for the month of May.

NEW

-8% (MoM)
Sales Volume
Change

+12 Days (MoM)
+41 Days (YoY)
120 Day Supply

+11% (MoM)
+6% (YoY)
77% Aged Inventory
Over 45 Days Ending
05/31/25

+1% (MoM)
-1% (YoY)
61% Aged Sales
Over 45 Days as of
05/31/25

+4% (MoM)
+6% (YoY)
68% Carryover
Over 45 Days as of
05/01/25

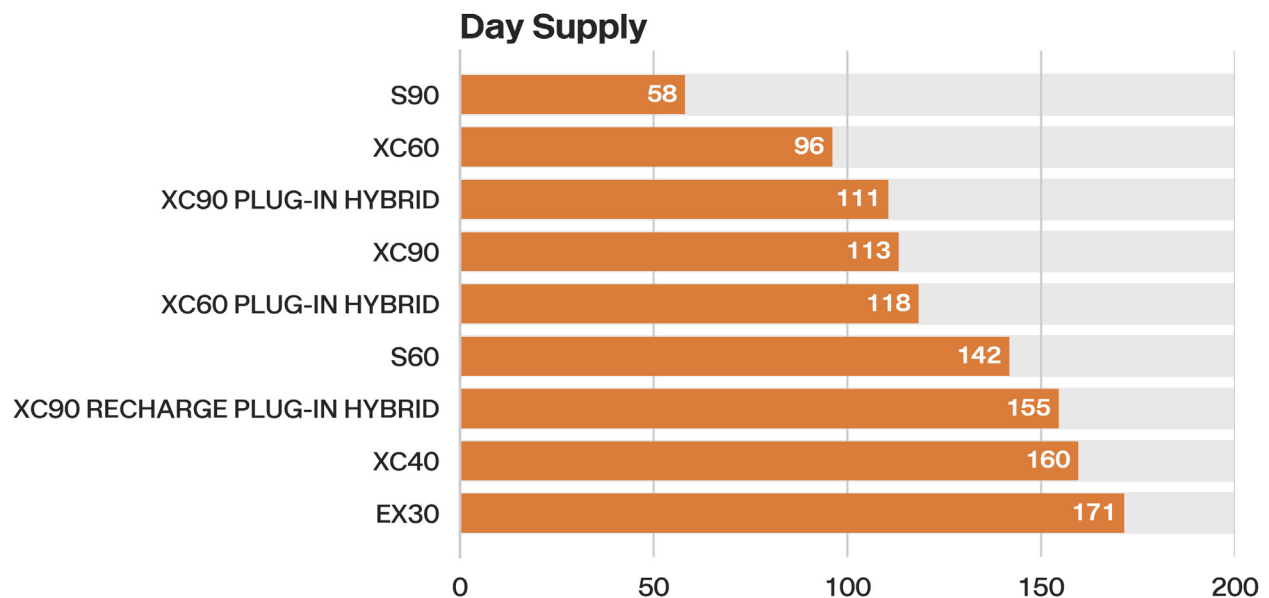
+1% (MoM)
NC (YoY)
\$62,045 Price
Avg Last Listed

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

-6% (MoM)
12% Sold
With Markdown

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

-7% (MoM)
Demand
Change

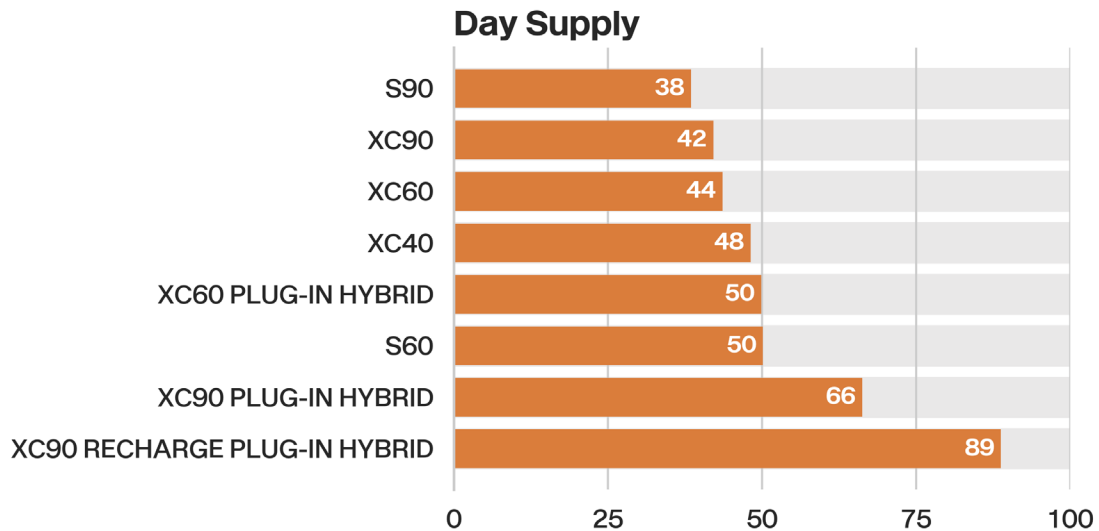




- > Volvo had the largest increase in aged ending inventory MoM, up 10% to 50%.
- > Volvo had a market high increase in day supply among hybrids MoM, up 22 days to 42 days.

USED

-5% (MoM) Sales Volume Change	+7 Day (MoM) NC Days (YoY) 47 Day Supply	+10% (MoM) +5% (YoY) 50% Aged Inventory Over 30 Days Ending 05/31/25	+3% (MoM) -1% (YoY) 47% Aged Sales Over 30 Days as of 05/31/25	-3% (MoM) -4% (YoY) 42% Carryover Over 30 Days as of 05/01/25
NC (MoM) -3% (YoY) \$32,998 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+7% (MoM) 44% Sold With Markdown	+3% (MoM) -2% (YoY) 39% of Listings Not Viewed	-11% (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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