

VINCENSUS

2024 NOVEMBER

We are pleased to present you with the November 2024 Vincensus Report which is the most comprehensive monthly inventory report in the industry. This report was developed using Lotlinx's proprietary Lexaca data, the largest inventory-specific data set with over 24 billion data points, that leverages machine learning models that have been evolving for the past 10 years.

Lotlinx

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

EXECUTIVE SUMMARY

New inventory grew by 9% causing day supply to increase by 3 days to 79 days as supply constraints were alleviated for some brands. Sales growth slowed slightly, increasing by just 1% MoM as prices continue to rise heading into the end of the year. However, hybrids saw list price fall by 5% YoY, contributing to their continued popularity as they close in on making up a quarter of all new car sales. EV prices remain steady with growing sales but still make up a very small proportion of total sales. Disciplined inventory management has decreased day supply and aging to be more inline with the gas segment.

The used market remains very stable with a tight day supply and unchanged prices MoM and YoY overall. Inventory levels have risen slightly but demand remains very high, contributing to continued supply constraints. While hybrids have gained significant market share on the new side, they still make up less than 10% of used sales. Used EV sales grew by 17% YoY but faced higher markdown activity compared to traditional fuel types.

With rising inventories and steady demand, dealers face mounting pressure to manage aging inventory effectively as they try to move aged inventory off the lot before the end of the year. Looking ahead, EVs and hybrids are poised for further growth as consumer interest in sustainable options continues to rise. However, affordability challenges and inventory management will remain critical factors influencing both new and used vehicle markets.

New Vehicles:

- New vehicle sales increased negligibly MoM as inventory increased by 9% causing day supply to continue its increasing trend. It increased by 3 days to 79 days, an increase of 19 days YoY.
- Aging saw no movement MoM but increased 10% YoY.
- Last listed price rose by 2% MoM as markdowns remained steady.

Used Vehicles:

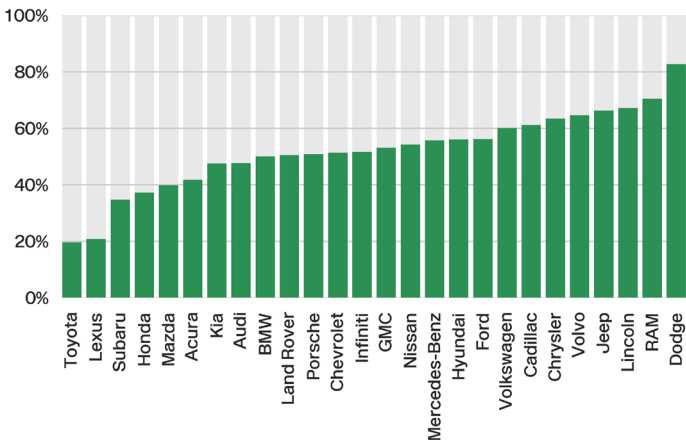
- Used vehicle sales grew by 3% MoM as prices continue to hold steady MoM and YoY.
- Day supply decreased slightly by 1 day MoM but decreased by 5 days YoY to 41 days.
- Aged inventory saw no change MoM but fell by 3% YoY to 47%.

Recommended action steps for upcoming months:

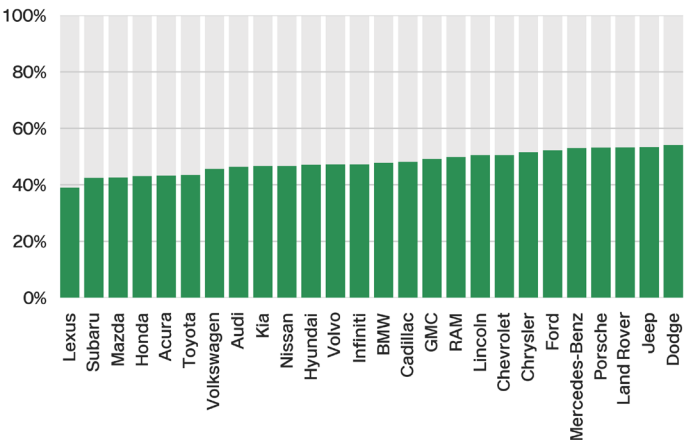
- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating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

- › Carryover for new and used vehicles both increased by 1% MoM. However, carryover was still up 14% from last year.
- › New vehicle carryover increased by 13% YoY while used vehicle carryover decreased by 1%.
- › Percent of units sold with a markdown for both new and used vehicles remained steady MoM.

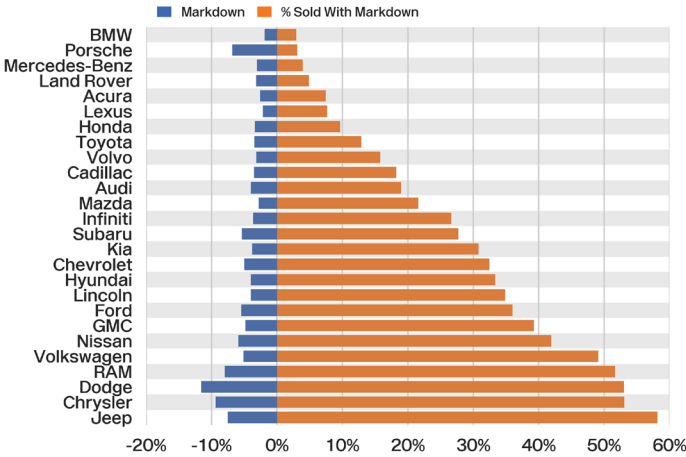
NEW % Carryover



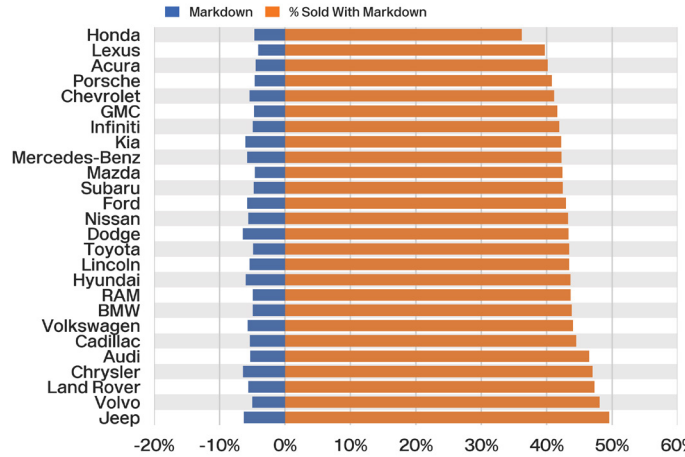
USED % Carryover



NEW Markdown

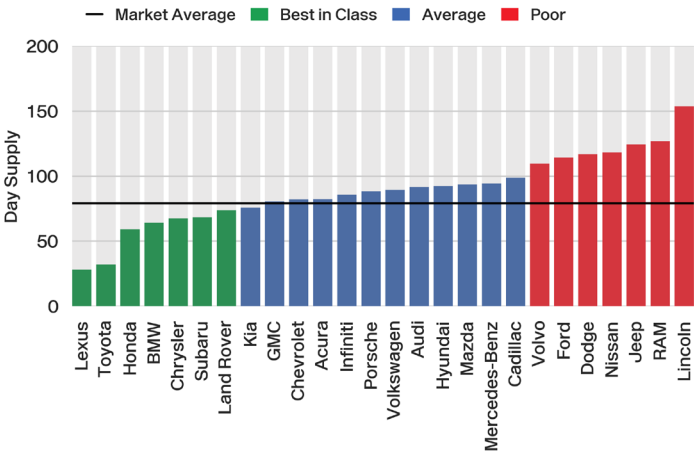


USED Markdown

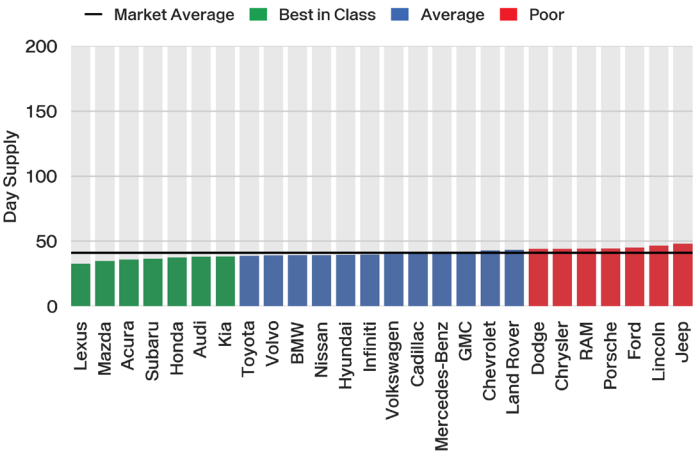


- > New day supply continued its increasing trend, rising another 6 days MoM to 79 days, a 19 day increase YoY.
- > Used day supply decreased by 1 day MoM to 41 days, a 5 day decrease YoY.

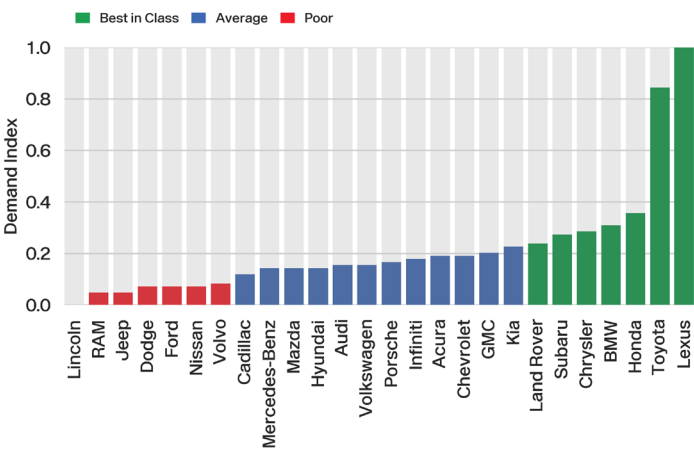
NEW - Day Supply



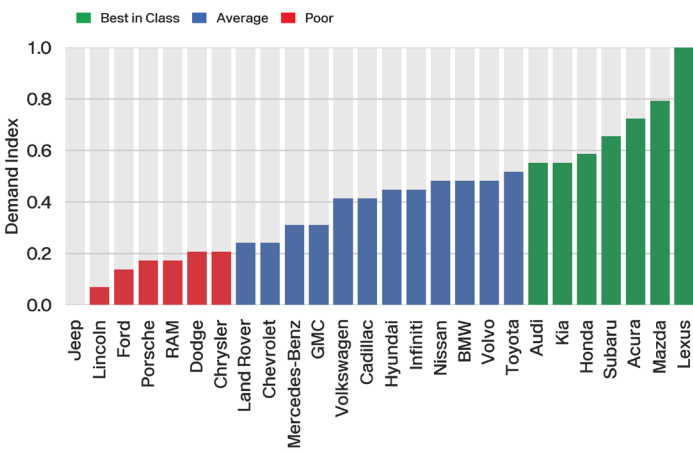
USED - Day Supply



NEW DEMAND - Color Coded by Day Supply

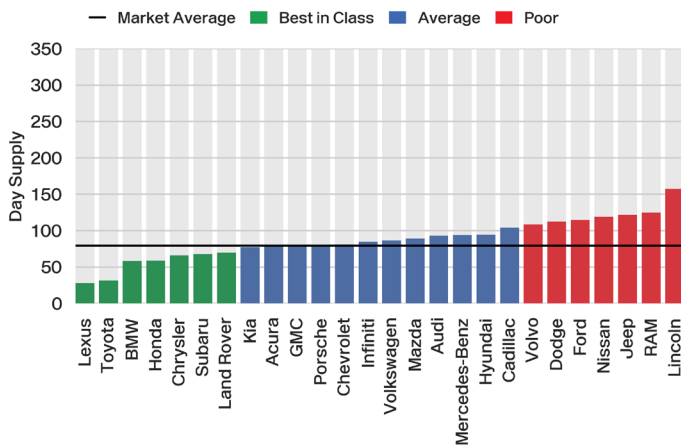


USED DEMAND - Color Coded by Day Supply

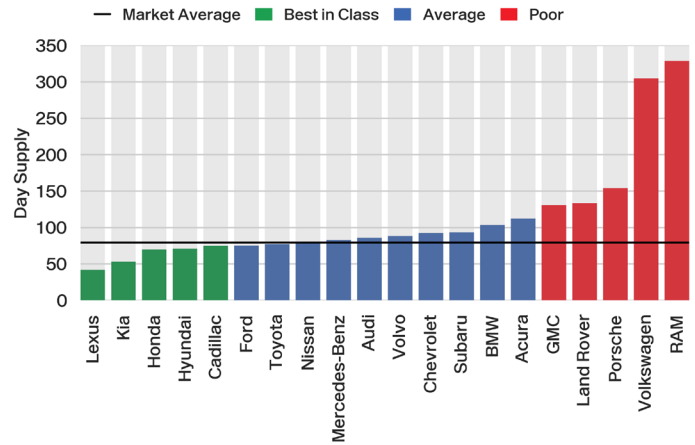


- › EVs saw the biggest increase in sales across all fuel types for both new and used, up 21% and 17% respectively, but still remain a very small proportion of sales and the segment with the highest markdown activity.
- › Day supply of new EVs and gas units are converging as day supply for gas units rises to 84 days and EVs drop to 86 days.
- › New hybrid and gas day supply increased slightly MoM but gas units increased by more than double that of hybrids YoY.
- › EVs continued to have the highest proportion of aged inventory for both new and used.

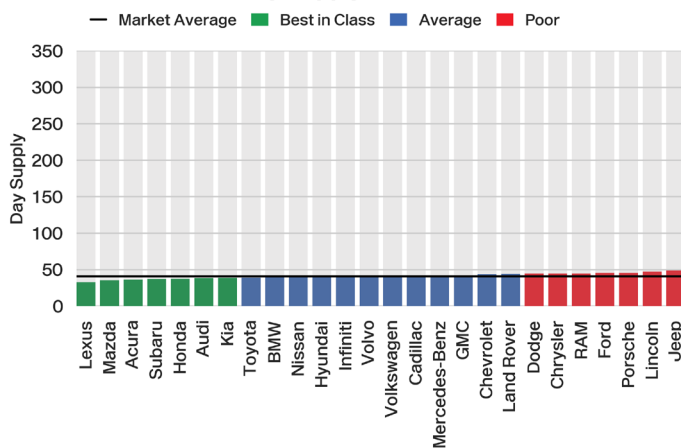
NEW NON-EV Day Supply



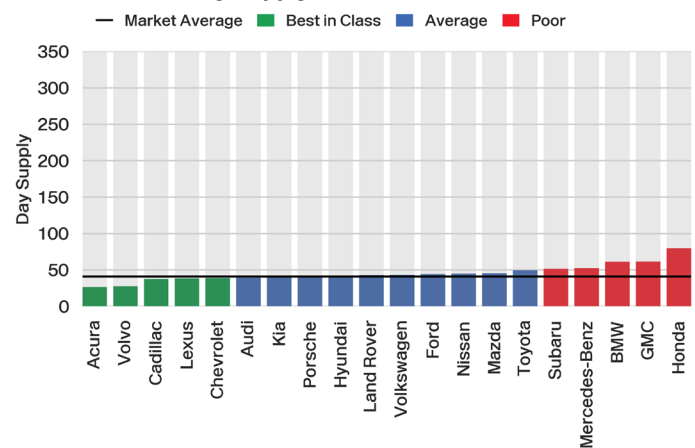
NEW EV Day Supply



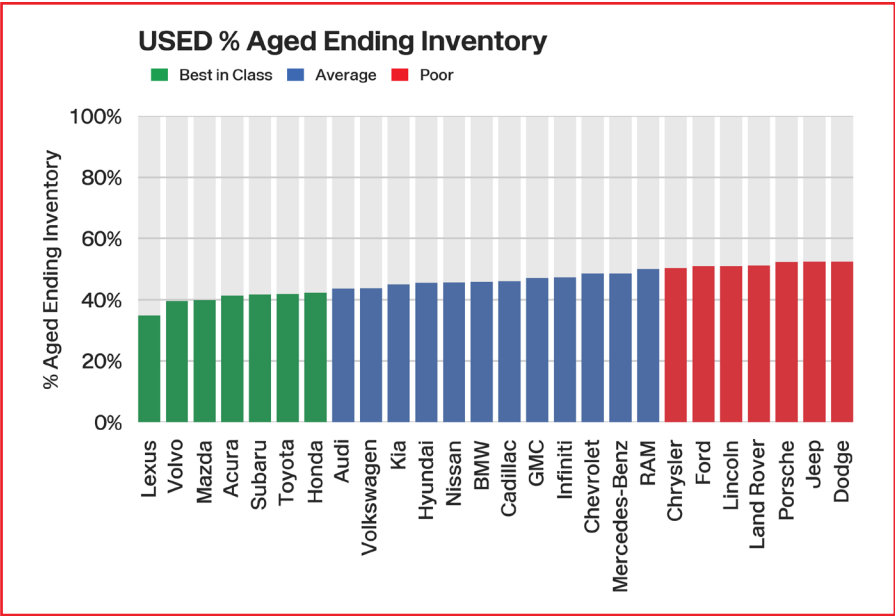
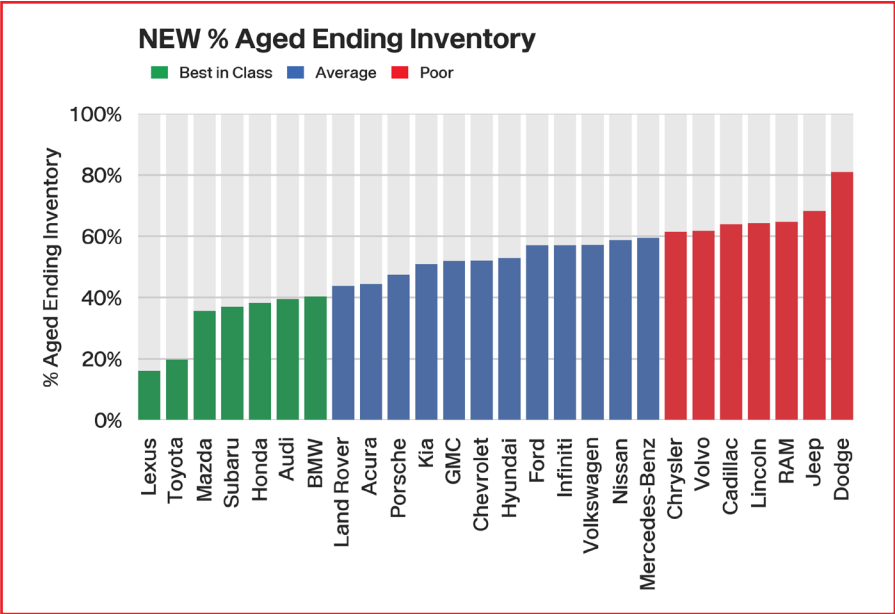
USED NON-EV Day Supply



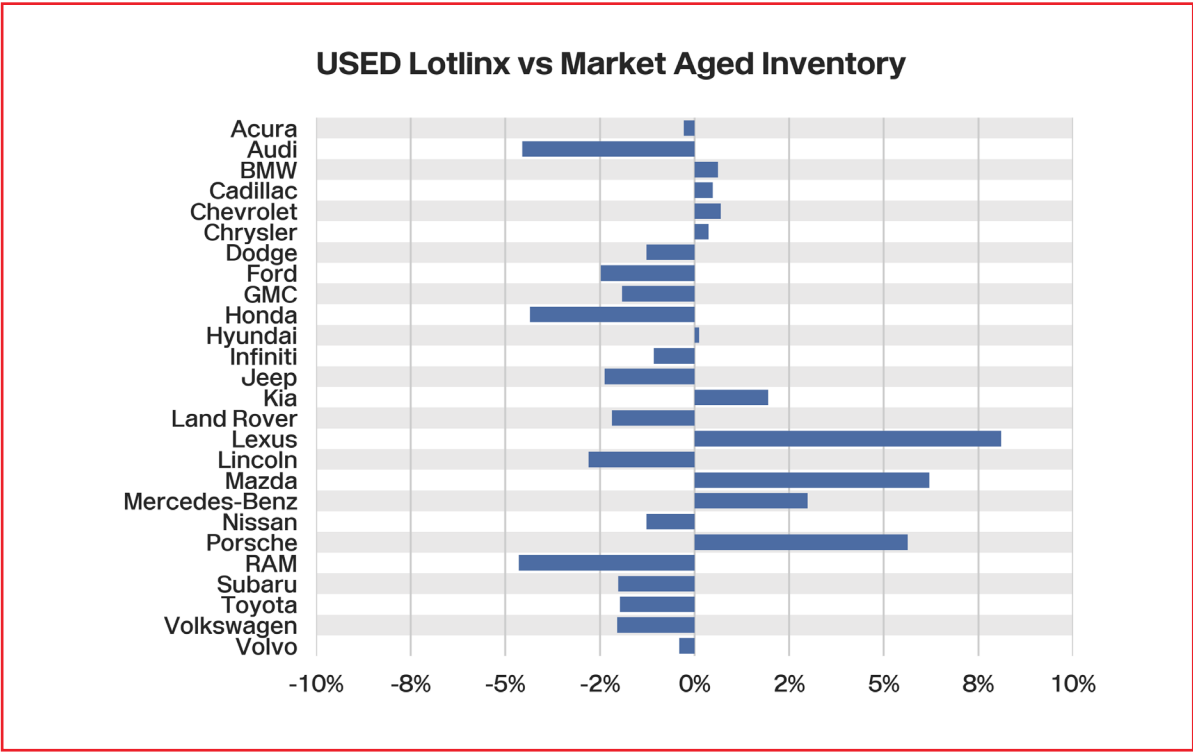
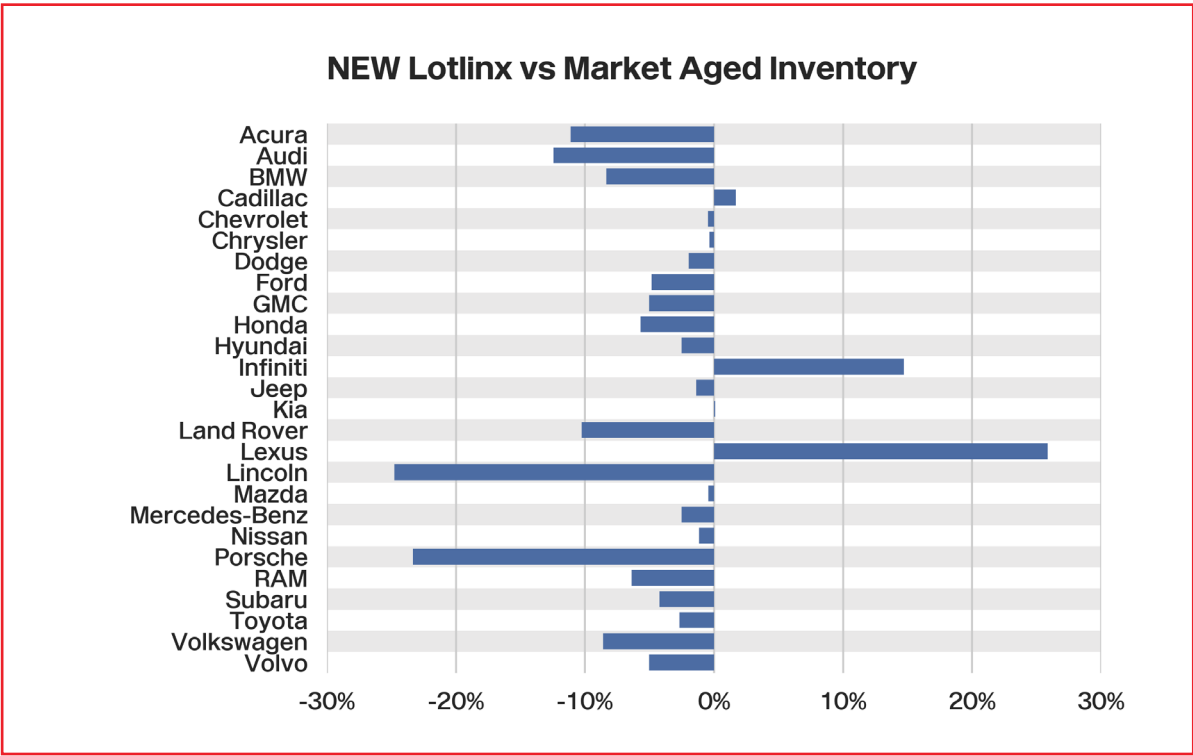
USED EV Day Supply



- › Both new and used aged ending inventory held steady MoM.
- › New aged inventory increased by 10% YoY while used fell by 3%.



- › On average, Lotlinx customers had 4% less aged inventory than the rest of the market for new vehicles and 1% less for used.
- › 81% of new vehicle brands and 63% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- › New vehicle sales increased negligibly MoM as inventory increased by 9% causing day supply to continue its increasing trend. It increased by 3 days to 79 days, an increase of 19 days YoY.
- › Aging saw no movement MoM but increased 10% YoY.
- › Last listed price rose by 2% MoM as markdowns remained steady.

NEW

+1% (MoM)
Sales Volume
Change

+3 Days (MoM)
+20 Days (YoY)
79 Day Supply

NC (MoM)
+10% (YoY)
50% Aged Inventory
Over 45 Days Ending
11/30/24

+2% (MoM)
+13% (YoY)
45% Aged Sales
Over 45 Days as of
11/30/24

+1% (MoM)
+13% (YoY)
51% Carryover
Over 45 Days as of
11/01/24

+2% (MoM)
+4% (YoY)
\$44,480 Price
Avg Last Listed

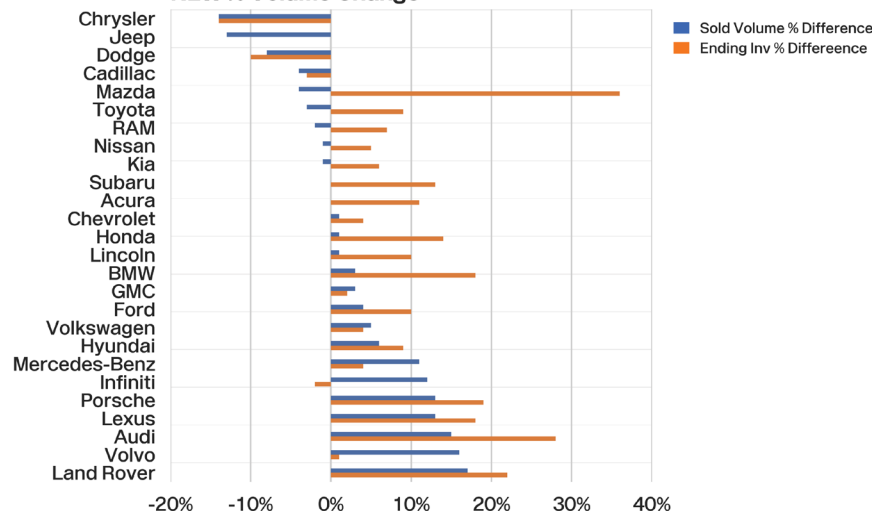
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
26% Sold
With Markdown

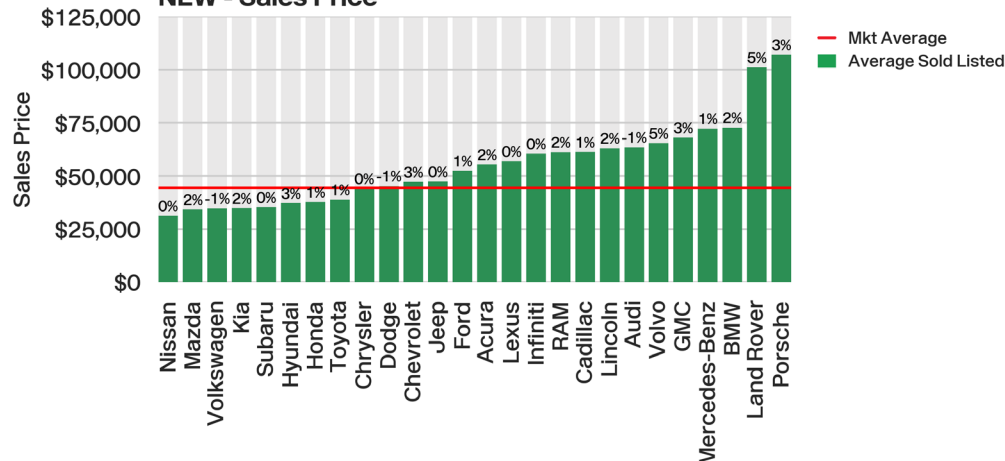
+2% (MoM)
-3% (YoY)
52% of Listings
Not Viewed

-5% (MoM)
Demand
Change

NEW % Volume Change



NEW - Sales Price



- › Used vehicle sales grew by 3% MoM as prices continue to hold steady MoM and YoY.
- › Day supply decreased slightly by 1 day MoM but decreased by 5 days YoY to 41 days.
- › Aged inventory saw no change MoM but fell by 3% YoY to 47%.

USED INVENTORY

+3% (MoM)
Sales Volume
Change

-1 Day (MoM)
-5 Days (YoY)
41 Day Supply

NC (MoM)
-3% (YoY)
47% Aged Inventory
Over 45 Days Ending
11/30/24

NC (MoM)
-3% (YoY)
43% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-1% (YoY)
48% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-4% (YoY)
\$25,995 Price
Avg Last Listed

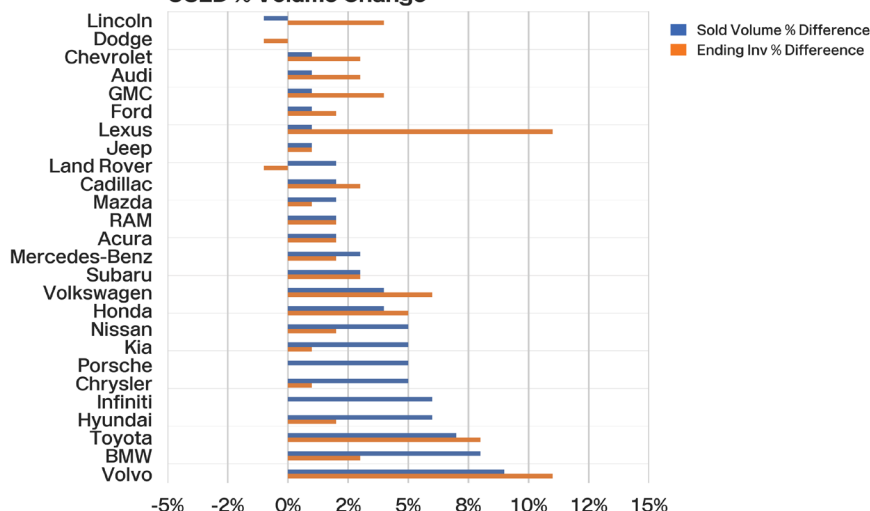
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
43% Sold
With Markdown

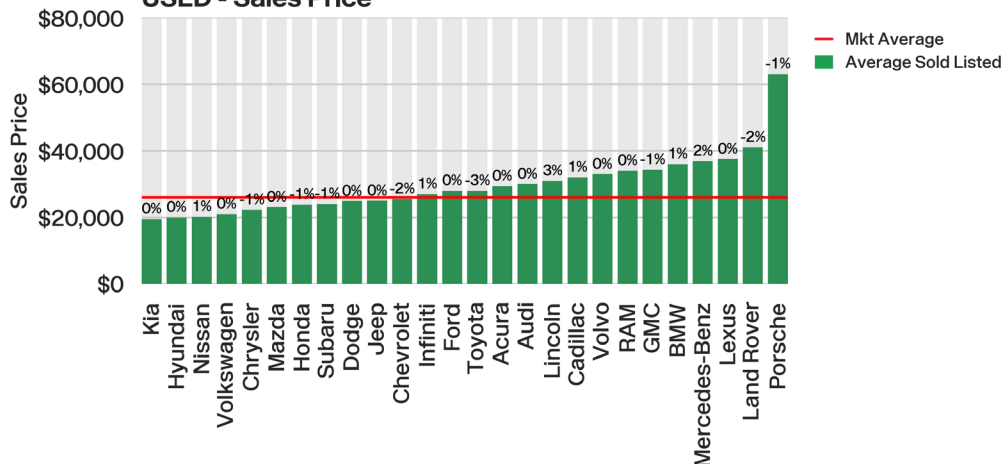
+1% (MoM)
-4% (YoY)
42% of Listings
Not Viewed

NC (MoM)
Demand
Change

USED % Volume Change



USED - Sales Price



- > Acura had one of the biggest increases in ending inventory, primarily driven by strong performances of the MDX and TLX that both increased by 20% MoM.
- > Fresh inventory aided in one of the most notable decreases in aged inventory of 8% MoM.

NEW

NC (MoM)
Sales Volume
Change

+2% (MoM)
+7% (YoY)
\$55,350 Price
Avg Last Listed

+8 Days (MoM)
+14 Days (YoY)
82 Day Supply

NC (MoM)
-3% Markdown
Price Reduction

+3% (MoM)
+4% (YoY)
44% Aged Inventory
Over 45 Days Ending
11/30/24

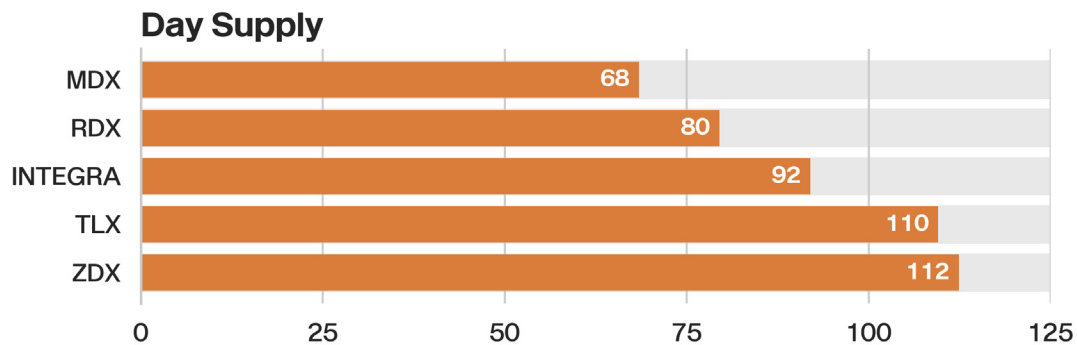
+1% (MoM)
7% Sold
With Markdown

-2% (MoM)
+7% (YoY)
46% Aged Sales
Over 45 Days as of
11/30/24

+6% (MoM)
+9% (YoY)
50% of Listings
Not Viewed

NC (MoM)
+7% (YoY)
42% Carryover
Over 45 Days as of
11/01/24

-13% (MoM)
Demand



> All metrics move in line with the market

USED

+2% (MoM)
Sales Volume
Change

-1 Days (MoM)
-8 Days (YoY)
36 Day Supply

NC (MoM)
-4% (YoY)
41% Aged Inventory
Over 45 Days Ending
11/30/24

-1% (MoM)
-5% (YoY)
40% Aged Sales
Over 45 Days as of
11/30/24

+3% (MoM)
-2% (YoY)
43% Carryover
Over 45 Days as of
11/01/24

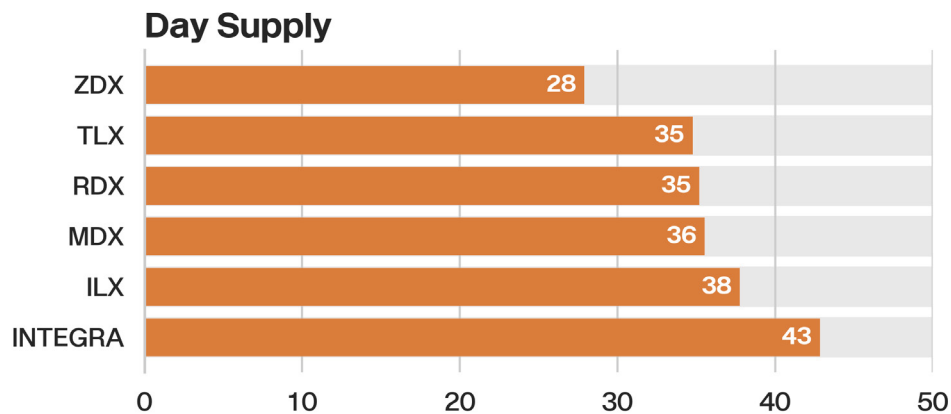
NC (MoM)
-5% (YoY)
\$29,366 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

-1% (MoM)
40% Sold
With Markdown

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

-1% (MoM)
Demand
Change



› Audi saw a 3% decrease in EV sales MoM as the last list price increased by a market high of 16%.

NEW

+15% (MoM)
Sales Volume
Change

+5 Days (MoM)
+9 Days (YoY)
92 Day Supply

-8% (MoM)
-2% (YoY)
39% Aged Inventory
Over 45 Days Ending
11/30/24

-4% (MoM)
+4% (YoY)
53% Aged Sales
Over 45 Days as of
11/30/24

-12% (MoM)
+14% (YoY)
48% Carryover
Over 45 Days as of
11/01/24

-1% (MoM)
NC (YoY)
\$63,485 Price
Avg Last Listed

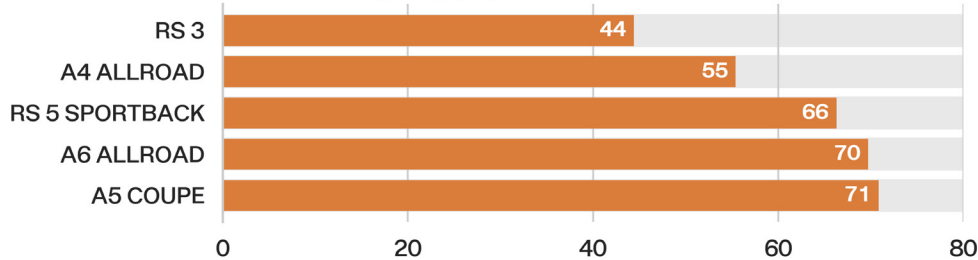
+1% (MoM)
-4% Markdown
Price Reduction

+4% (MoM)
19% Sold
With Markdown

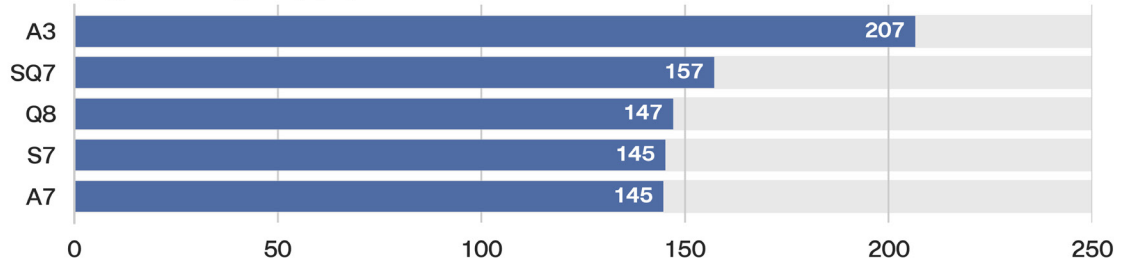
+5% (MoM)
-14% (YoY)
32% of Listings
Not Viewed

-9% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- › Audi had the biggest drop in list price YoY of 9% while the market held steady.
- › Audi also had the largest last listed price drop MoM for EVs of 7%, increasing sales of aged units by 12%.

USED

+1% (MoM)
Sales Volume
Change

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

-2% (MoM)
-5% (YoY)
44% Aged Inventory
Over 45 Days Ending
11/30/24

NC (MoM)
-4% (YoY)
42% Aged Sales
Over 45 Days as of
11/30/24

+1% (MoM)
-3% (YoY)
46% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-9% (YoY)
\$29,991 Price
Avg Last Listed

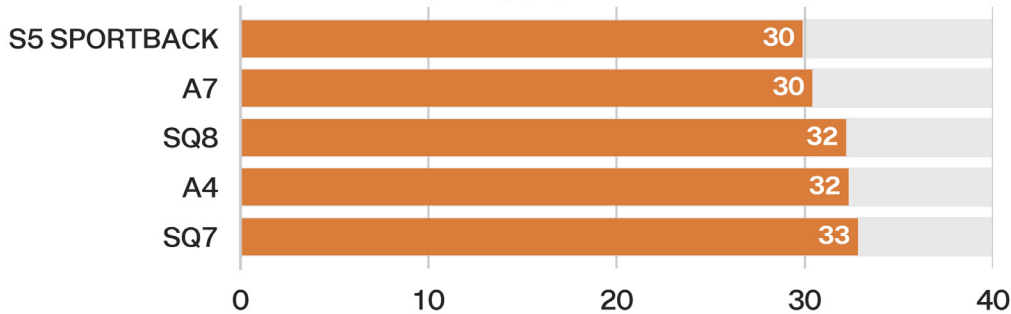
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
46% Sold
With Markdown

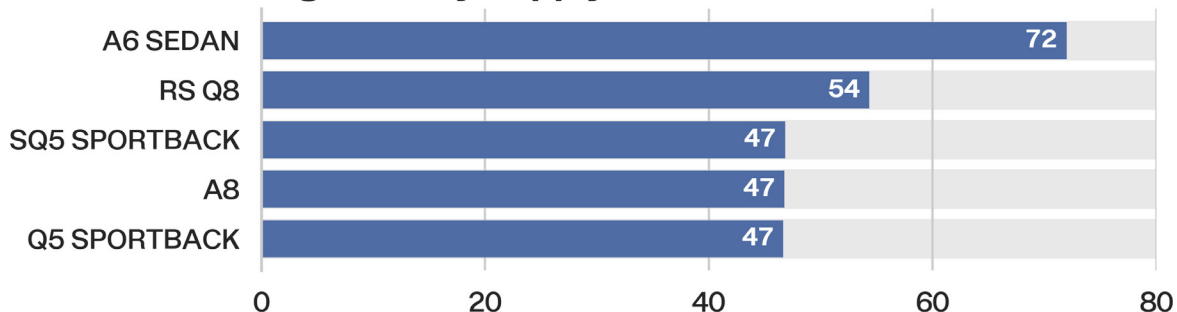
NC (MoM)
-1% (YoY)
36% of Listings
Not Viewed

-1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



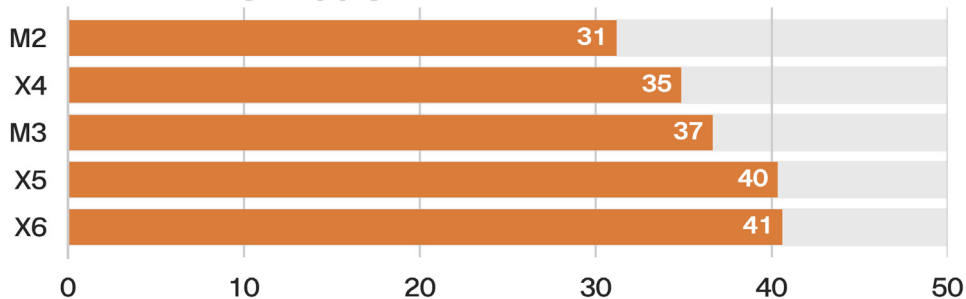


- › X3 sales fell by 18%, making up 5% less of BMW's monthly sales MoM. Just over 30% of newly listed X3 2025s sold in November.
- › The X5 and X6 continued to post strong sales growth, supported by a significant influx of inventory mid-month.

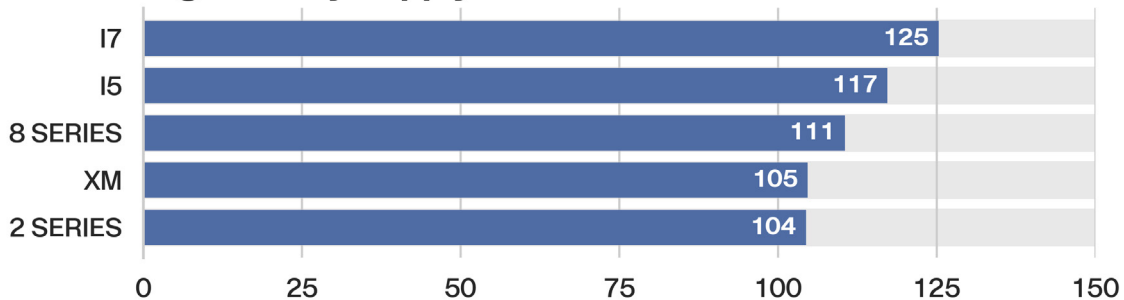
NEW

| | | | | |
|---|--|---|---|--|
| +3% (MoM) Sales Volume Change | +4 Days (MoM) +10 Days (YoY) 64 Day Supply | -9% (MoM) +9% (YoY) 40% Aged Inventory Over 45 Days Ending 11/30/24 | -3% (MoM) +17% (YoY) 42% Aged Sales Over 45 Days as of 11/30/24 | -7% (MoM) +23% (YoY) 50% Carryover Over 45 Days as of 11/01/24 |
| +2% (MoM) +3% (YoY) \$72,765 Price Avg Last Listed | NC (MoM) -2% Markdown Price Reduction | NC (MoM) 3% Sold With Markdown | +5% (MoM) +8% (YoY) 44% of Listings Not Viewed | -8% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply





> X3s had one of the biggest increases in sales of 26% MoM

USED

+8% (MoM)
Sales Volume
Change

-2 Days (MoM)
-7 Days (YoY)
39 Day Supply

-1% (MoM)
-2% (YoY)
46% Aged Inventory
Over 45 Days Ending
11/30/24

-1% (MoM)
-3% (YoY)
41% Aged Sales
Over 45 Days as of
11/30/24

-1% (MoM)
NC (YoY)
48% Carryover
Over 45 Days as of
11/01/24

+1% (MoM)
-2% (YoY)
\$35,944 Price
Avg Last Listed

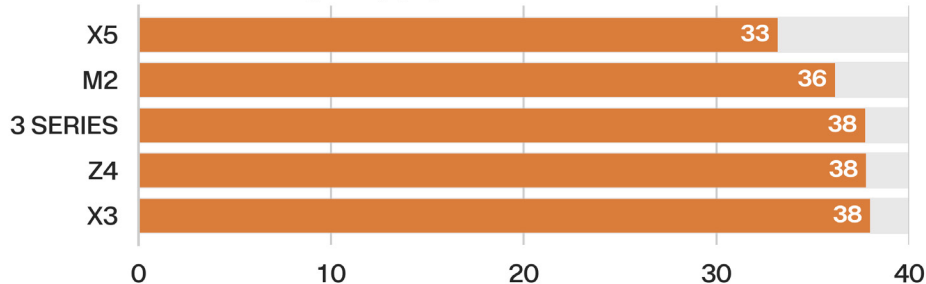
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
44% Sold
With Markdown

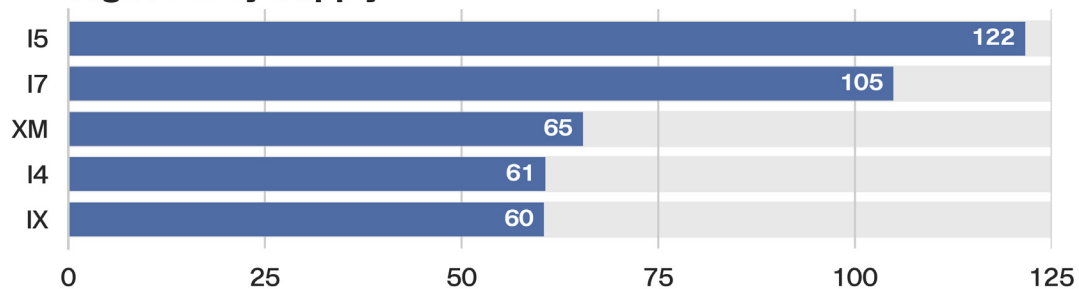
NC (MoM)
-1% (YoY)
34% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

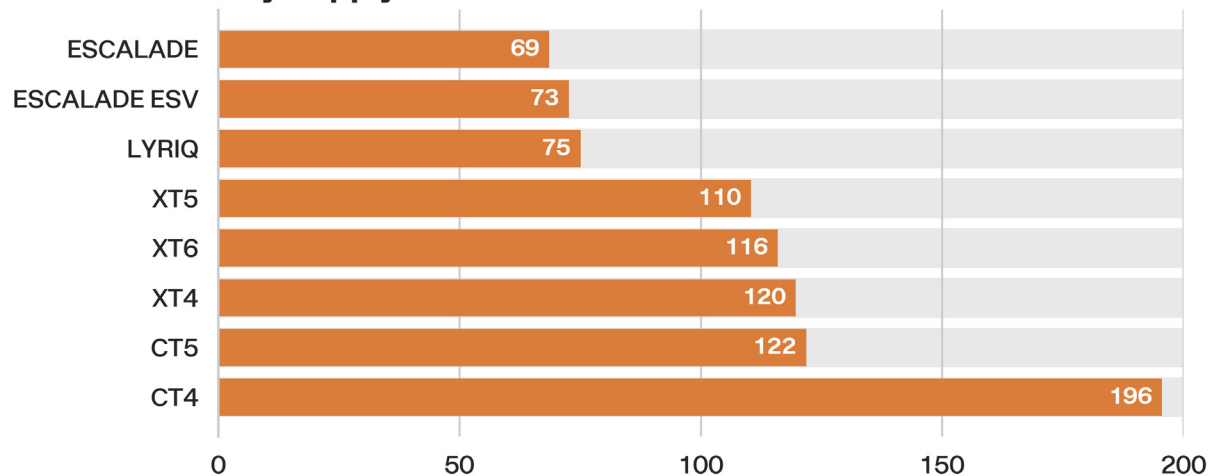


- › The release of the LYRIQ 2025 model helped sales increase by 5% while reducing sold units with a markdown by half MoM, representing the most significant decrease in the market.

NEW

| | | | | |
|--|---|---|--|---|
| -4% (MoM) Sales Volume Change | -1 Days (MoM) +50 Days (YoY) 99 Day Supply | +3% (MoM) +32% (YoY) 64% Aged Inventory Over 45 Days Ending 11/30/24 | +7% (MoM) +36% (YoY) 63% Aged Sales Over 45 Days as of 11/30/24 | +3% (MoM) +27% (YoY) 61% Carryover Over 45 Days as of 11/01/24 |
| +1% (MoM) -2% (YoY) \$61,230 Price Avg Last Listed | NC (MoM) -3% Markdown Price Reduction | -3% (MoM) 18% Sold With Markdown | -3% (MoM) +16% (YoY) 50% of Listings Not Viewed | -3% (MoM) Demand Change |

Day Supply

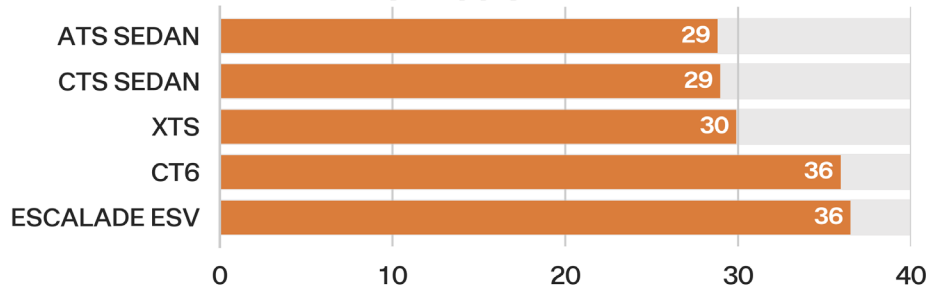


- › Cadillac had the largest drop in day supply YoY of 9 days down to 41 days.
- › The Escalade ESV had one of the largest drops in last listed price MoM of 5%.

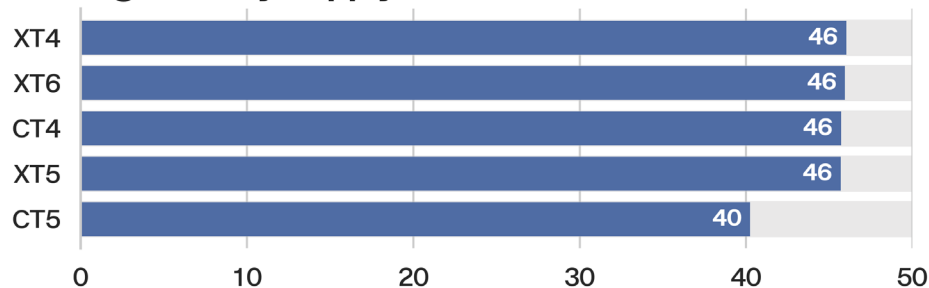
USED

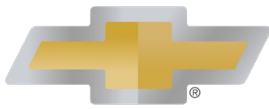
| | | | | |
|--|--|---|--|--|
| +2% (MoM) Sales Volume Change | -1 Days (MoM) -9 Days (YoY) 41 Day Supply | -1% (MoM) -7% (YoY) 46% Aged Inventory Over 45 Days Ending 11/30/24 | -1% (MoM) -4% (YoY) 43% Aged Sales Over 45 Days as of 11/30/24 | NC (MoM) -4% (YoY) 48% Carryover Over 45 Days as of 11/01/24 |
| +1% (MoM) -8% (YoY) \$31,989 Price Avg Last Listed | NC (MoM) -5% Markdown Price Reduction | -1% (MoM) 45% Sold With Markdown | NC (MoM) NC (YoY) 41% of Listings Not Viewed | NC (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply





CHEVROLET

November 2024

- > Chevrolet saw 30% growth in EV sales MoM as list price fell by 2%, supported by a 39% growth in the Equinox EV that overshadowed the higher priced Blazer EV growth of 9%.
- > The Silverado EV had the largest drop in list price of 12% MoM as more 2025s hit the front line at a lower base cost. This helped spur a 31% growth in sales.

NEW

+1% (MoM)
Sales Volume
Change

+2 Day (MoM)
+20 Days (YoY)
82 Day Supply

+1% (MoM)
+14% (YoY)
52% Aged Inventory
Over 45 Days Ending
11/30/24

NC (MoM)
+14% (YoY)
51% Aged Sales
Over 45 Days as of
11/30/24

+4% (MoM)
+12% (YoY)
51% Carryover
Over 45 Days as of
11/01/24

+3% (MoM)
+4% (YoY)
\$47,194 Price
Avg Last Listed

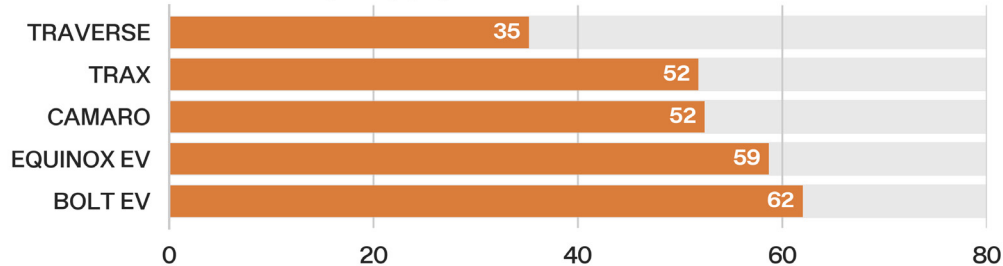
-1% (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
32% Sold
With Markdown

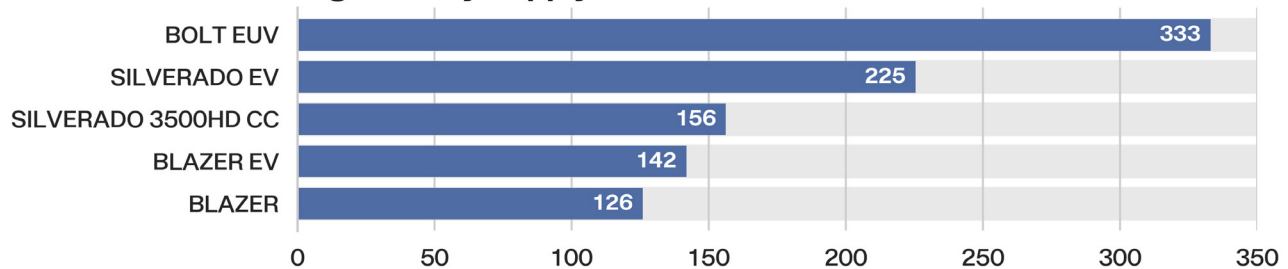
-1% (MoM)
NC (YoY)
50% of Listings
Not Viewed

-8% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



› Chevrolet decreased EV day supply by 11 days MoM to 38 days, selling through 10% more aged units compared to last month and lowering aged inventory by 4%.

USED

+1% (MoM)
Sales Volume
Change

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

-1% (MoM)
-4% (YoY)
49% Aged Inventory
Over 45 Days Ending
11/30/24

NC (MoM)
-3% (YoY)
44% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-2% (YoY)
51% Carryover
Over 45 Days as of
11/01/24

-2% (MoM)
-7% (YoY)
\$25,500 Price
Avg Last Listed

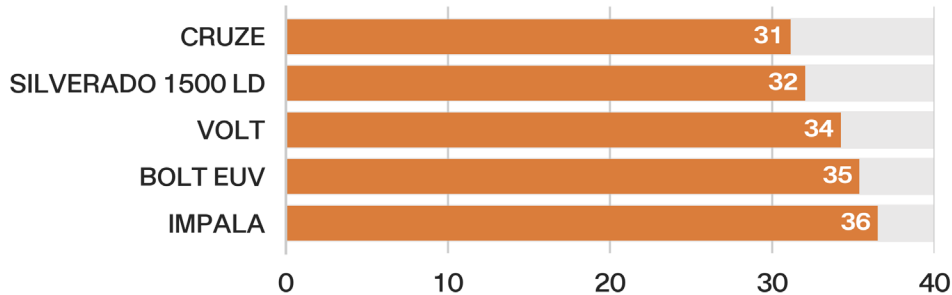
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
41% Sold
With Markdown

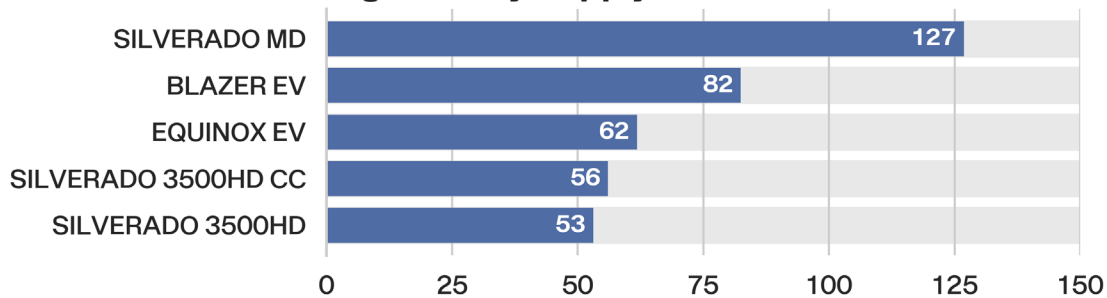
+1% (MoM)
-3% (YoY)
44% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



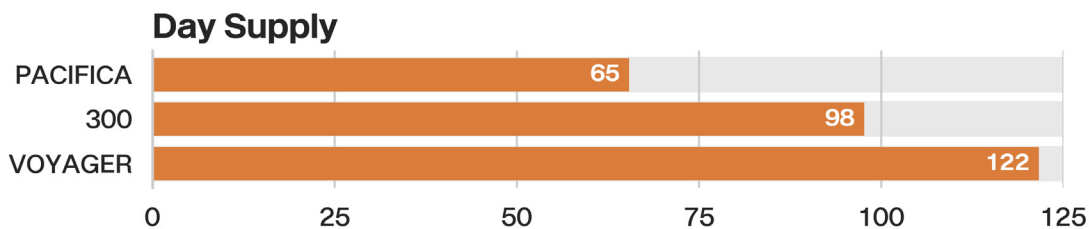
Highest Day Supply



- › Chrysler had the biggest decrease in sales MoM of 14% accompanied by the largest drop in ending inventory of 14% as well.
- › Day supply was cut in half YoY, dropping 65 days to 68 days.
- › While Chrysler was able to reduce the number of old model year Pacifica inventory by 35% from October, 2025s make up less than 45% of current inventory.

NEW

| | | | | |
|---|---|--|--|---|
| -14% (MoM) Sales Volume Change | -2 Days (MoM) -65 Days (YoY) 68 Day Supply | -1% (MoM) -17% (YoY) 61% Aged Inventory Over 45 Days Ending 11/30/24 | +3% (MoM) -2% (YoY) 71% Aged Sales Over 45 Days as of 11/30/24 | -8% (MoM) -7% (YoY) 63% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) -8% (YoY) \$44,113 Price Avg Last Listed | NC (MoM) -9% Markdown | -7% (MoM) 53% Sold With Markdown | +3% (MoM) -12% (YoY) 51% of Listings Not Viewed | NC (MoM) Demand Change |



› Chrysler had the biggest decrease in day supply for hybrids of 7 days MoM down to 46 days.

USED

+5% (MoM)
Sales Volume
Change

-3 Days (MoM)
-5 Day (YoY)
44 Day Supply

NC (MoM)
-3% (YoY)
50% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
-1% (YoY)
47% Aged Sales
Over 45 Days as of
11/30/24

+5% (MoM)
NC (YoY)
52% Carryover
Over 45 Days as of
11/01/24

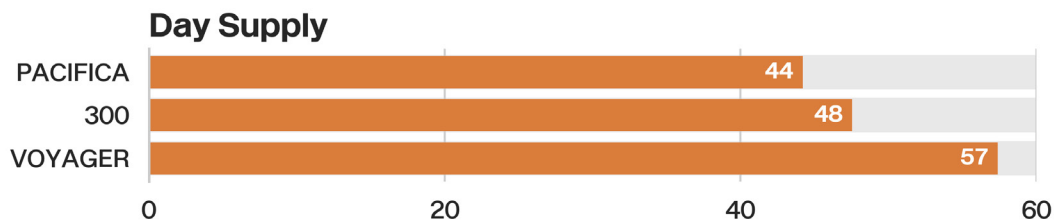
-1% (MoM)
-6% (YoY)
\$22,279 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

+2% (MoM)
47% Sold
With Markdown

+2% (MoM)
-3% (YoY)
48% of Listings
Not Viewed

+3% (MoM)
Demand
Change



- › The Durango and Hornet saw slight increases in sales MoM with a significant healthy correction in day supply.
- › Aging continues to be a sore spot with the Durango and Hornet ending the month with a combined days on lot of over 180 days, down 18 days from October.

NEW

-8% (MoM)
Sales Volume
Change

-8 Days (MoM)
-55 Days (YoY)
117 Day Supply

NC (MoM)
+26% (YoY)
81% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
+31% (YoY)
84% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
+30% (YoY)
83% Carryover
Over 45 Days as of
11/01/24

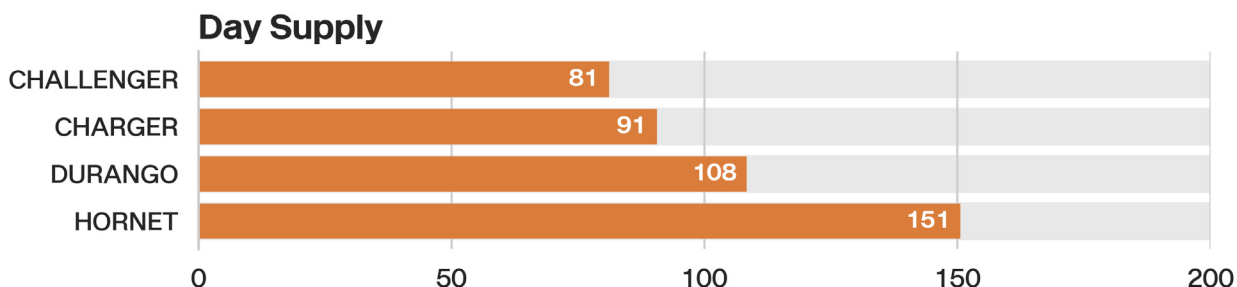
-1% (MoM)
-4% (YoY)
\$45,305 Price
Avg Last Listed

-1% (MoM)
-12% Markdown
Price Reduction

-4% (MoM)
53% Sold
With Markdown

+1% (MoM)
-10% (YoY)
47% of Listings
Not Viewed

+4% (MoM)
Demand
Change



> The Hornet had the highest day supply in the market of 87 days, up 3 days MoM.

USED

NC (MoM)
Sales Volume
Change

-2 Days (MoM)
-5 Days (YoY)
44 Day Supply

NC (MoM)
-2% (YoY)
53% Aged Inventory
Over 45 Days Ending
11/30/24

NC (MoM)
-2% (YoY)
46% Aged Sales
Over 45 Days as of
11/30/24

+3% (MoM)
-1% (YoY)
54% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
NC (YoY)
\$24,898 Price
Avg Last Listed

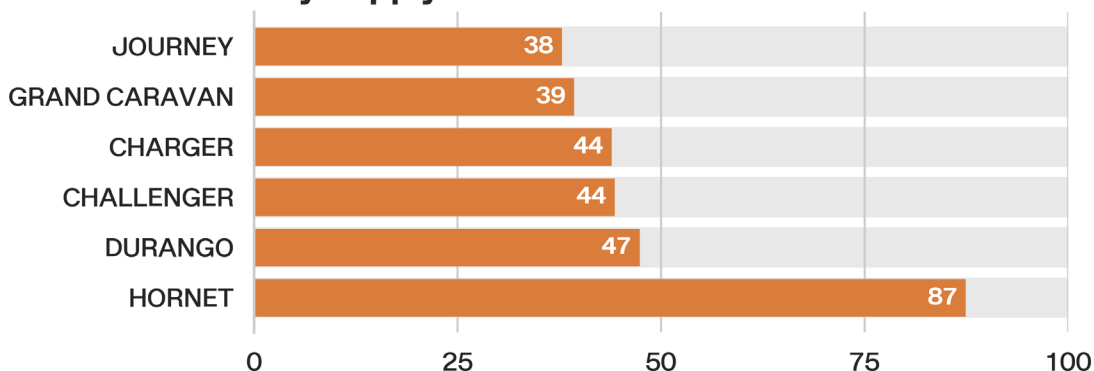
NC (MoM)
-6% Markdown
Price Reduction

-1% (MoM)
43% Sold
With Markdown

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

+2% (MoM)
Demand
Change

Day Supply



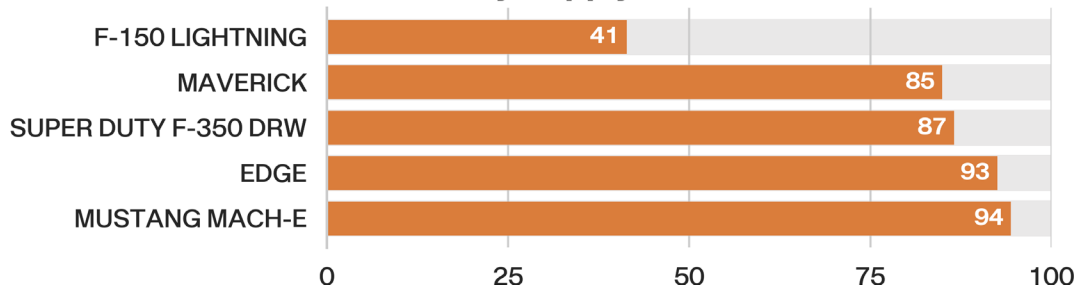


- › EV sales grew by over 60% as Ford increased markdowns on 2024 Mach-Es and F-150 Lightnings, dropping the average last list price by 4% MoM for both models.
- › The Maverick and Mustang both saw day supply increase by 20 days MoM as sales dropped by over 10% and 2024 day supply remaining over 60 days.

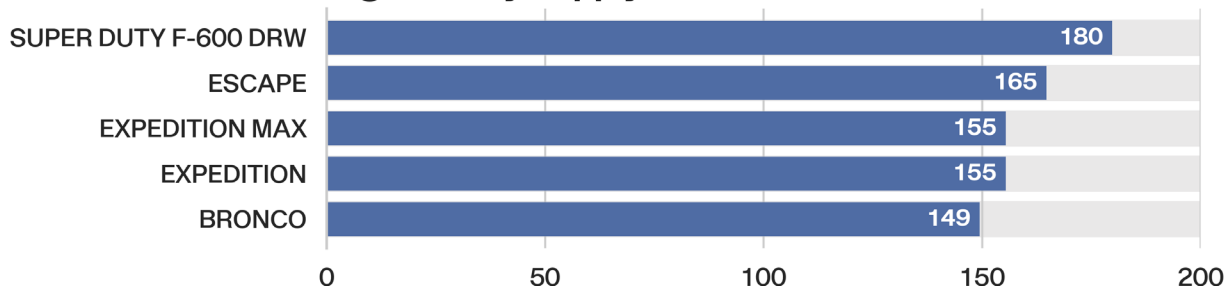
NEW

| | | | | |
|--|--|--|---|---|
| +4% (MoM) Sales Volume Change | +3 Days (MoM) +22 Days (YoY) 114 Day Supply | +1% (MoM) +2% (YoY) 57% Aged Inventory Over 45 Days Ending 11/30/24 | +3% (MoM) +5% (YoY) 55% Aged Sales Over 45 Days as of 11/30/24 | NC (MoM) +5% (YoY) 56% Carryover Over 45 Days as of 11/01/24 |
| +1% (MoM) +1% (YoY) \$52,440 Price Avg Last Listed | NC (MoM) -5% Markdown Price Reduction | +2% (MoM) 36% Sold With Markdown | +1% (MoM) -5% (YoY) 53% of Listings Not Viewed | -7% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply





› The Mach-E had one of the largest increases in day supply of 6 days MoM to 45 days.

USED

+1% (MoM)
Sales Volume
Change

-1 Days (MoM)
-5 Days (YoY)
45 Day Supply

NC (MoM)
-2% (YoY)
51% Aged Inventory
Over 45 Days Ending
11/30/24

-1% (MoM)
-3% (YoY)
44% Aged Sales
Over 45 Days as of
11/30/24

+1% (MoM)
-1% (YoY)
52% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-6% (YoY)
\$27,995 Price
Avg Last Listed

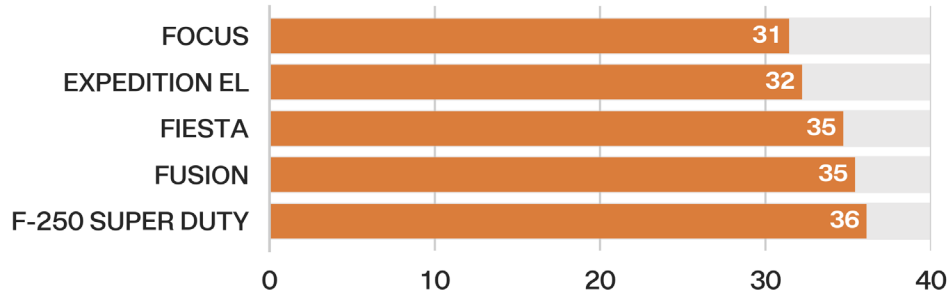
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
43% Sold
With Markdown

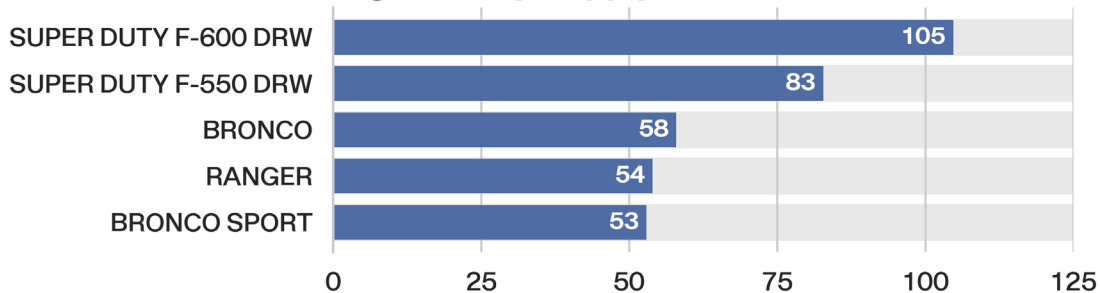
+2% (MoM)
-5% (YoY)
45% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- › The release of the 2025 Yukon and Yukon XL boosted sales by 27% and 17% MoM respectively with day supply dropping by 15 days MoM for both models.

NEW

+3% (MoM)
Sales Volume
Change

-1 Days (MoM)
+15 Days (YoY)
81 Day Supply

NC (MoM)
+7% (YoY)
52% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
+17% (YoY)
55% Aged Sales
Over 45 Days as of
11/30/24

+4% (MoM)
+10% (YoY)
53% Carryover
Over 45 Days as of
11/01/24

+3% (MoM)
+1% (YoY)
\$68,046 Price
Avg Last Listed

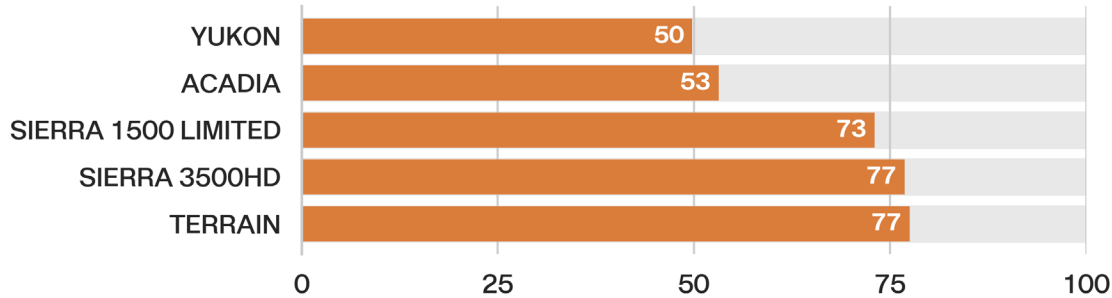
NC (MoM)
-5% Markdown
Price Reduction

-2% (MoM)
39% Sold
With Markdown

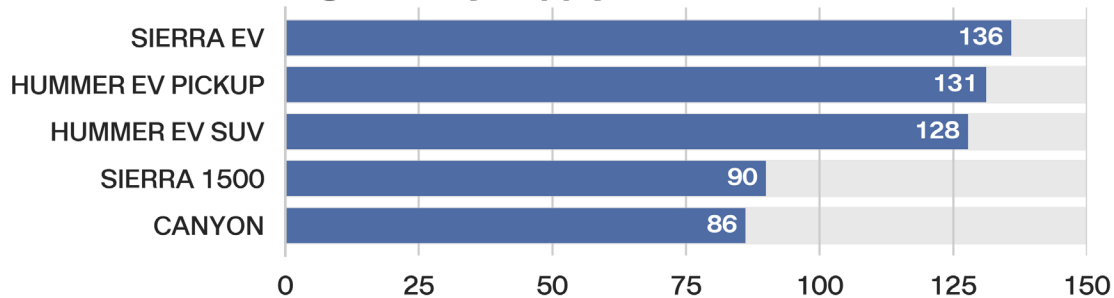
+1% (MoM)
+1% (YoY)
41% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

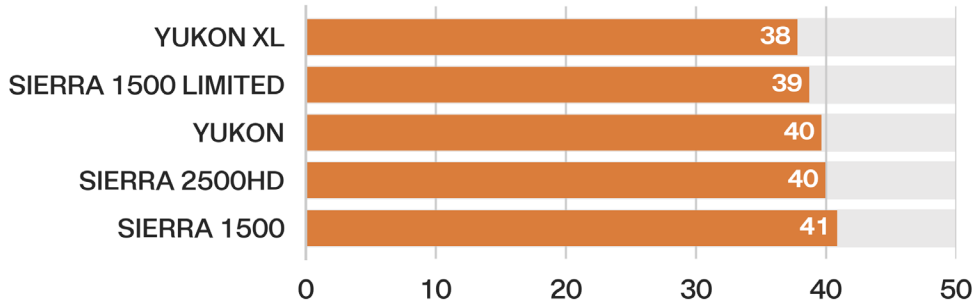


➤ The Yukon XL had one of the biggest last listed price increases MoM of 5%.

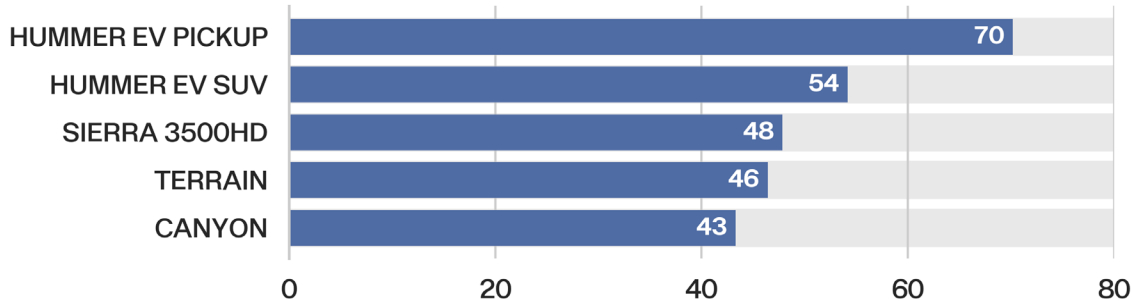
USED

| | | | | |
|--|---|--|---|--|
| +1% (MoM) Sales Volume Change | NC Day (MoM) -6 Days (YoY) 42 Day Supply | -1% (MoM) -4% (YoY) 47% Aged Inventory Over 45 Days Ending 11/30/24 | -1% (MoM) -4% (YoY) 43% Aged Sales Over 45 Days as of 11/30/24 | +1% (MoM) -2% (YoY) 49% Carryover Over 45 Days as of 11/01/24 |
| -1% (MoM) -5% (YoY) \$34,273 Price Avg Last Listed | NC (MoM) -5% Markdown Price Reduction | -1% (MoM) 42% Sold With Markdown | +1% (MoM) -4% (YoY) 40% of Listings Not Viewed | -3% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply



- › Another decrease in Prologue list price along with fresh inventory spurred sales growth of over 40% MoM and made up almost 6% of Honda's November sales.
- › The Accord Hybrid and Sedan saw day supply increase by 17 days for both models as sales struggled to keep up with increased 2025 inventory.

NEW

+1% (MoM)
Sales Volume
Change

+6 Days (MoM)
+26 Days (YoY)
59 Day Supply

+2% (MoM)
+21% (YoY)
38% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
+16% (YoY)
27% Aged Sales
Over 45 Days as of
11/30/24

+3% (MoM)
+24% (YoY)
37% Carryover
Over 45 Days as of
11/01/24

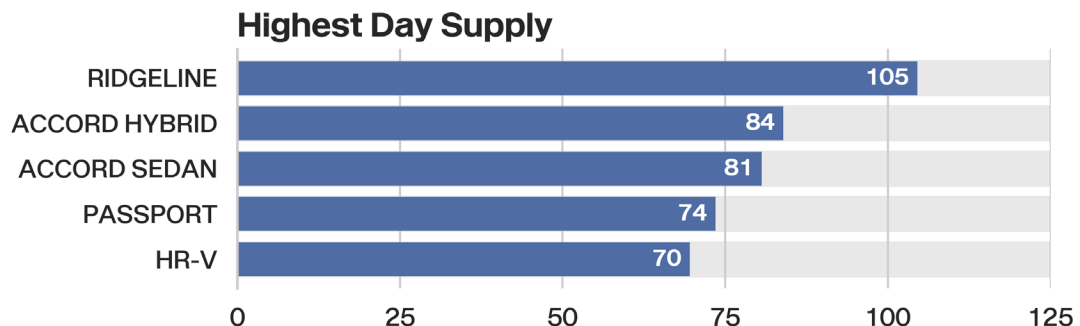
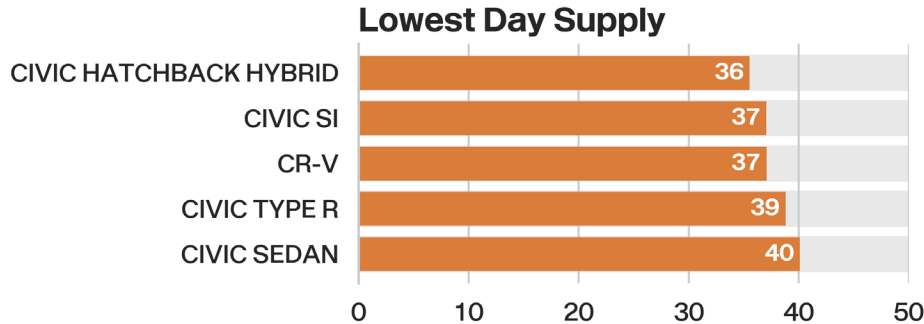
+1% (MoM)
+5% (YoY)
\$37,850 Price
Avg Last Listed

NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
10% Sold
With Markdown

+1% (MoM)
+6% (YoY)
51% of Listings
Not Viewed

-13% (MoM)
Demand

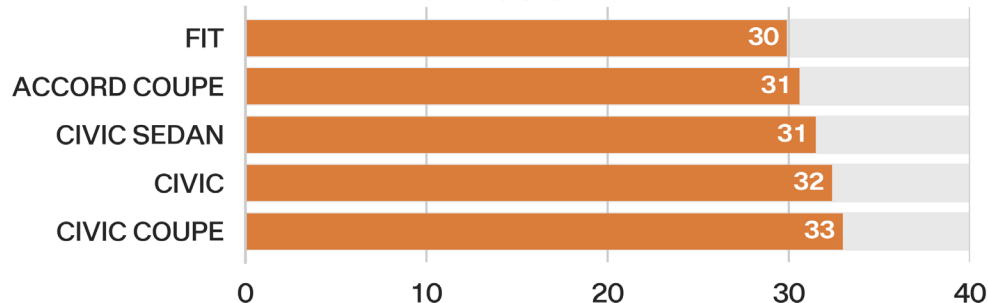


> All metrics move in line with the market.

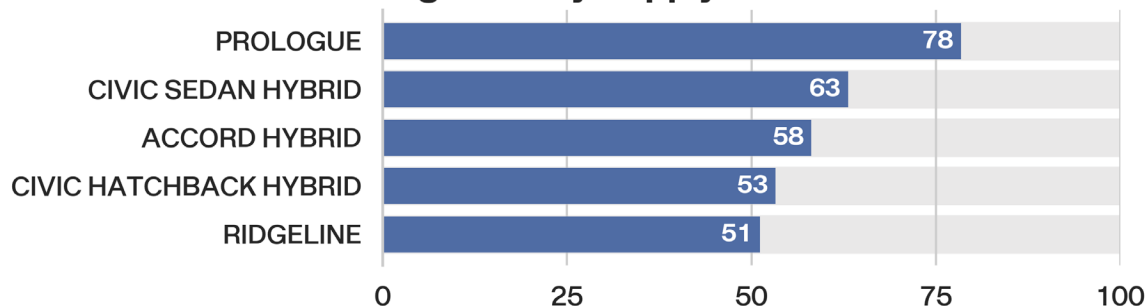
USED

| | | | | |
|---|---|---|--|---|
| +4% (MoM) Sales Volume Change | NC Days (MoM) -1 Days (YoY) 38 Day Supply | +1% (MoM) -1% (YoY) 42% Aged Inventory Over 45 Days Ending 11/30/24 | +1% (MoM) -2% (YoY) 40% Aged Sales Over 45 Days as of 11/30/24 | +4% (MoM) +3% (YoY) 43% Carryover Over 45 Days as of 11/01/24 |
| -1% (MoM) -3% (YoY) \$23,855 Price Avg Last Listed | NC (MoM) -5% Markdown Price Reduction | NC (MoM) 36% Sold With Markdown | NC (MoM) -3% (YoY) 41% of Listings Not Viewed | -3% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply

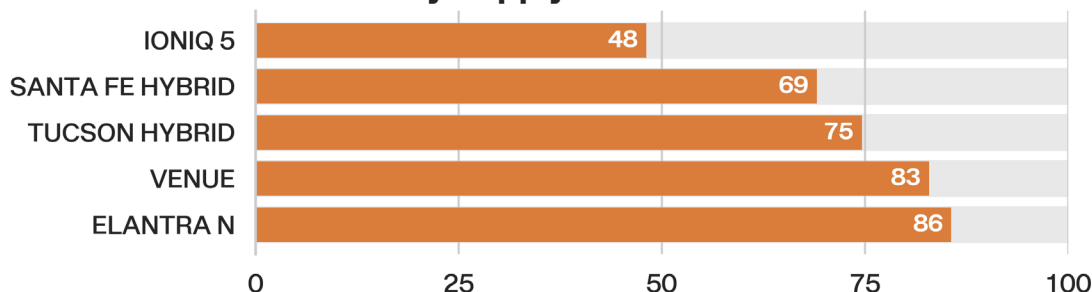


- › Santa Fe sales increased by over 30% MoM as more 2025s hit the frontline while maintaining sales volume of 2024s. This caused day supply to drop by 25 days MoM to 111 days.
- › The IONIQ 6 experienced a similar trend increasing sales by 30% MoM and dropping day supply by 41 days to 151 days. 2024 sales held steady with a 3% price drop while 2025s increased by over 40%.

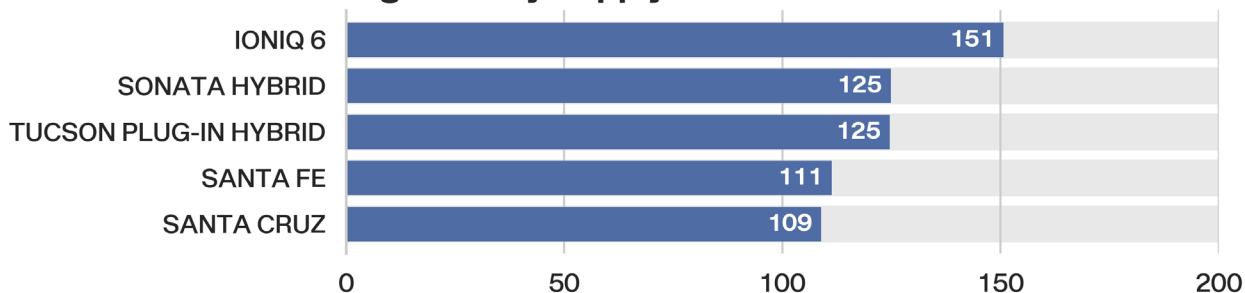
NEW

| | | | | |
|--|---|--|---|--|
| +6% (MoM) Sales Volume Change | -1 Days (MoM) +41 Days (YoY) 92 Day Supply | -2% (MoM) +19% (YoY) 53% Aged Inventory Over 45 Days Ending 11/30/24 | +2% (MoM) +27% (YoY) 58% Aged Sales Over 45 Days as of 11/30/24 | +3% (MoM) +27% (YoY) 56% Carryover Over 45 Days as of 11/01/24 |
| +3% (MoM) +7% (YoY) \$37,307 Price Avg Last Listed | NC (MoM) -4% Markdown Price Reduction | +1% (MoM) 33% Sold With Markdown | -2% (MoM) NC (YoY) 52% of Listings Not Viewed | -3% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply





HYUNDAI

November 2024

> All metrics move in line with the market.

USED

+6% (MoM)
Sales Volume
Change

-2 Day (MoM)
-5 Days (YoY)
40 Day Supply

NC (MoM)
-2% (YoY)
45% Aged Inventory
Over 45 Days Ending
11/30/24

-1% (MoM)
-2% (YoY)
42% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-2% (YoY)
47% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
NC (YoY)
\$19,999 Price
Avg Last Listed

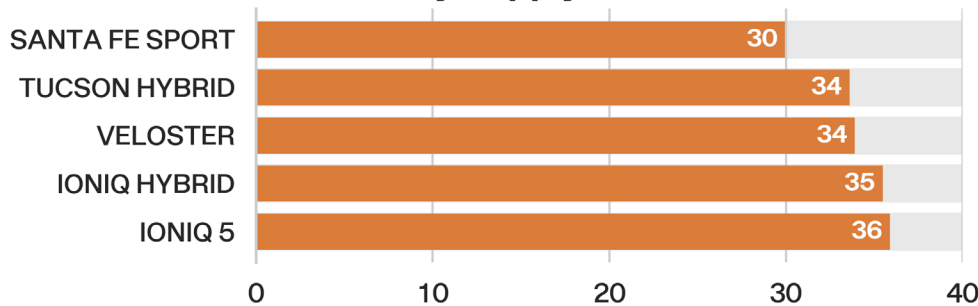
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
44% Sold
With Markdown

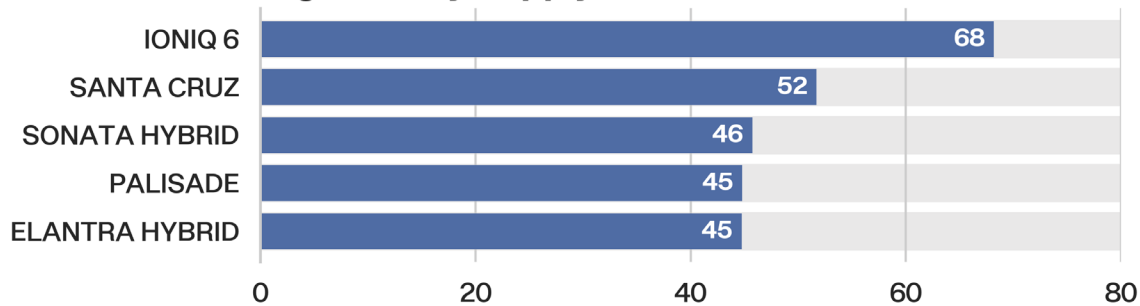
NC (MoM)
-3% (YoY)
48% of Listings
Not Viewed

+1% (MoM)
Demand
Change

Lowest Day Supply



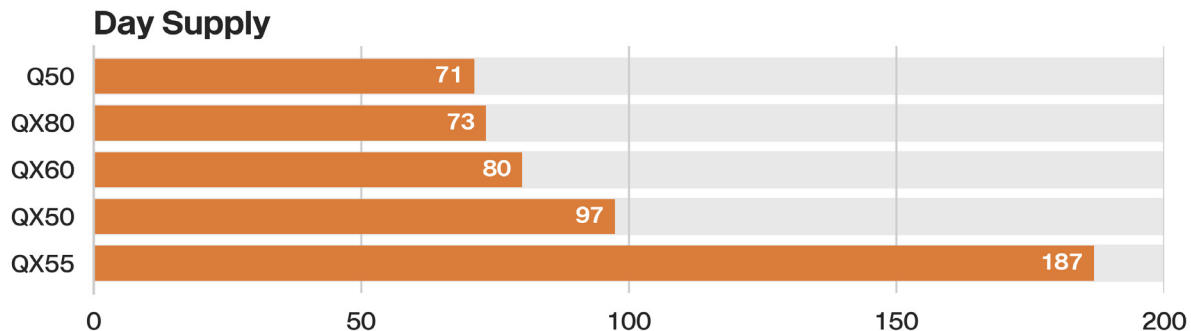
Highest Day Supply



- › Infiniti had the largest increase in aged ending inventory MoM of 6% driven by a 10% increase in the QX60.
- › The Q50 made a significant correction in day supply, decreased by nearly half to 71 days MoM as sales increased by over 30% and inventory decreased by over 30%.

NEW

| | | | | |
|---|--|---|--|---|
| +12% (MoM) Sales Volume Change | -10 Days (MoM) -35 Days (YoY) 86 Day Supply | +6% (MoM) -5% (YoY) 57% Aged Inventory Over 45 Days Ending 11/30/24 | +5% (MoM) -9% (YoY) 59% Aged Sales Over 45 Days as of 11/30/24 | +2% (MoM) -7% (YoY) 52% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) +3% (YoY) \$60,580 Price Avg Last Listed | NC (MoM) -4% Markdown Price Reduction | +2% (MoM) 27% Sold With Markdown | -1% (MoM) -5% (YoY) 59% of Listings Not Viewed | +10% (MoM) Demand |



› All metrics move in line with the market.

USED

+6% (MoM)
Sales Volume
Change

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

+2% (MoM)
-3% (YoY)
47% Aged Inventory
Over 45 Days Ending
11/30/24

-3% (MoM)
-6% (YoY)
40% Aged Sales
Over 45 Days as of
11/30/24

+1% (MoM)
-2% (YoY)
47% Carryover
Over 45 Days as of
11/01/24

+1% (MoM)
-5% (YoY)
\$26,979 Price
Avg Last Listed

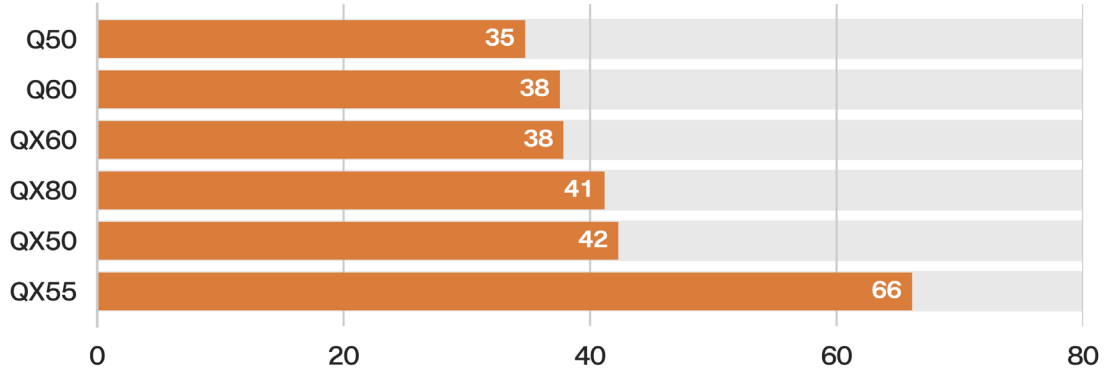
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
42% Sold
With Markdown

-1% (MoM)
-8% (YoY)
33% of Listings
Not Viewed

+1% (MoM)
Demand
Change

Day Supply



- › Jeep had one of the biggest decreases in last listed price of 9% YoY driven by a 10% drop in the Compass, Grand Cherokee, and Grand Cherokee L.
- › The Grand Cherokee and Wrangler saw day supply increase by 15 days MoM as 2025 model years have been slow to gain traction.

NEW

-13% (MoM)
Sales Volume
Change

+11 Days (MoM)
+33 Days (YoY)
124 Day Supply

+4% (MoM)
+7% (YoY)
68% Aged Inventory
Over 45 Days Ending

+7% (MoM)
+12% (YoY)
76% Aged Sales
Over 45 Days as of
11/30/24

-2% (MoM)
+6% (YoY)
66% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-9% (YoY)
\$47,377 Price
Avg Last Listed

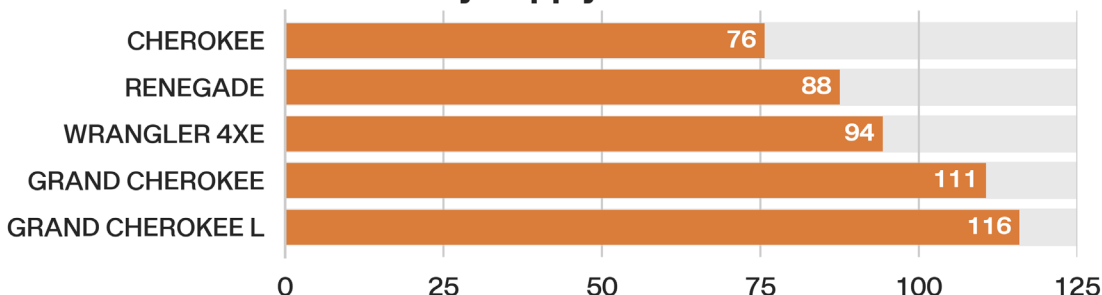
NC (MoM)
-7% Markdown
Price Reduction

NC (MoM)
58% Sold
With Markdown

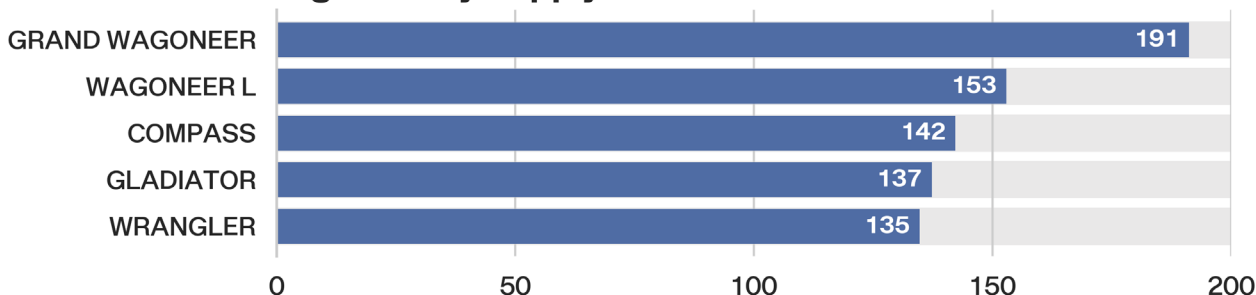
+4% (MoM)
-5% (YoY)
52% of Listings
Not Viewed

-15%
(MoM)
Demand

Lowest Day Supply



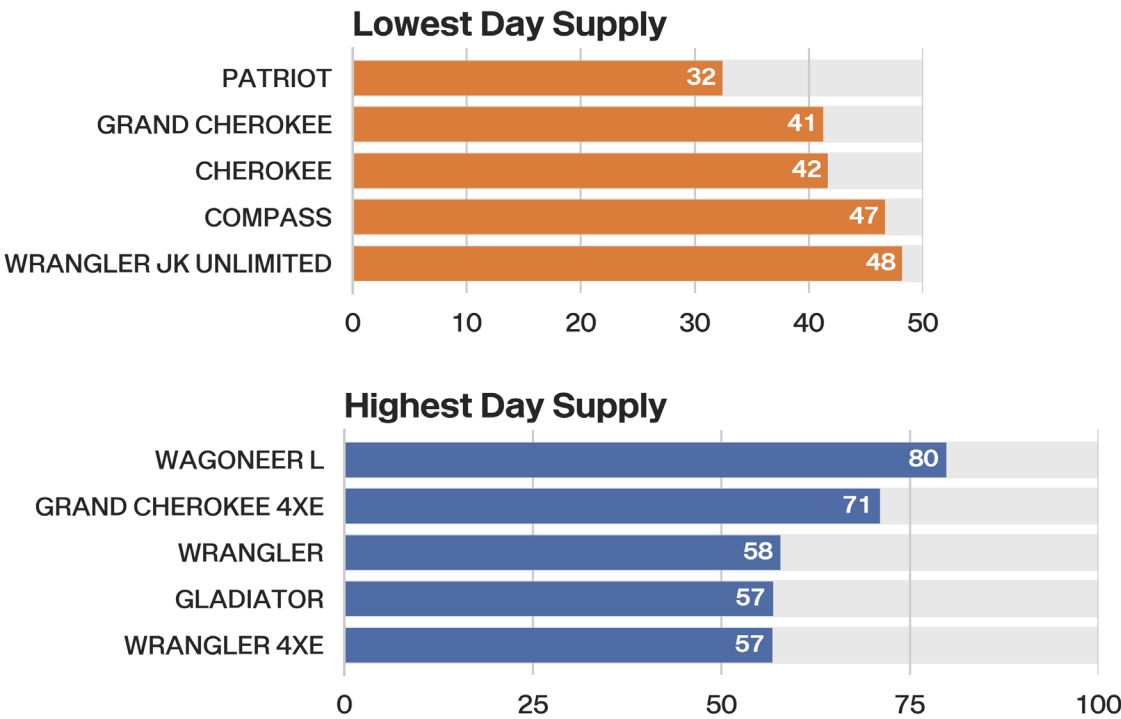
Highest Day Supply



> All metrics move in line with the market.

USED

| | | | | |
|--|---|--|---|--|
| +1% (MoM) Sales Volume Change | -1 Days (MoM) -4 Days (YoY) 48 Day Supply | NC (MoM) -2% (YoY) 52% Aged Inventory Over 45 Days Ending 11/30/24 | NC (MoM) -3% (YoY) 49% Aged Sales Over 45 Days as of 11/30/24 | +3% (MoM) NC (YoY) 53% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) -7% (YoY) \$25,000 Price Avg Last Listed | NC (MoM) -6% Markdown Price Reduction | NC (MoM) 50% Sold With Markdown | +3% (MoM) -4% (YoY) 43% of Listings Not Viewed | -2% (MoM) Demand Change |





- › The new K4 continued to gain traction, increasing sales by 34% MoM and making up over 11% of Kia's November sales. The Sportage and Telluride were the only models to post higher sales volumes.
- › Hybrid sales increased by 13% MoM with the Carnival Hybrid increasing by 68% and the Sorento PHEV increasing by 24%

NEW

-1% (MoM)
Sales Volume
Change

+3 Days (MoM)
+30 Days (YoY)
76 Day Supply

+4% (MoM)
+24% (YoY)
51% Aged Inventory
Over 45 Days Ending
11/30/24

+3% (MoM)
+29% (YoY)
47% Aged Sales
Over 45 Days as of
11/30/24

+3% (MoM)
+23% (YoY)
48% Carryover
Over 45 Days as of
11/01/24

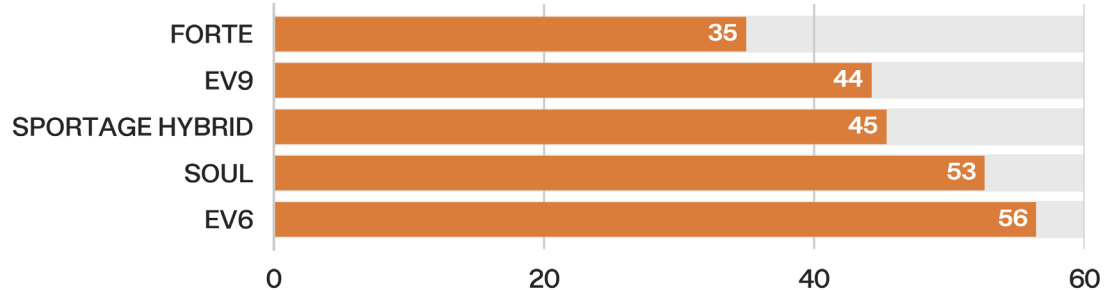
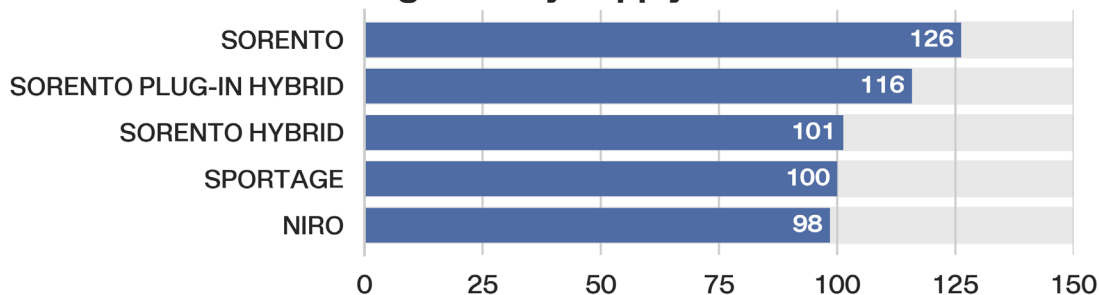
+2% (MoM)
+4% (YoY)
\$34,882 Price
Avg Last Listed

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

+2% (MoM)
31% Sold
With Markdown

+1% (MoM)
-1% (YoY)
54% of Listings
Not Viewed

-7% (MoM)
Demand
Change

Lowest Day Supply**Highest Day Supply**



› All metrics move in line with the market.

USED

+5% (MoM)
Sales Volume
Change

-3 Days (MoM)
-5 Days (YoY)
38 Day Supply

NC (MoM)
-4% (YoY)
45% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
-3% (YoY)
42% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-3% (YoY)
47% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-3% (YoY)
\$19,497 Price
Avg Last Listed

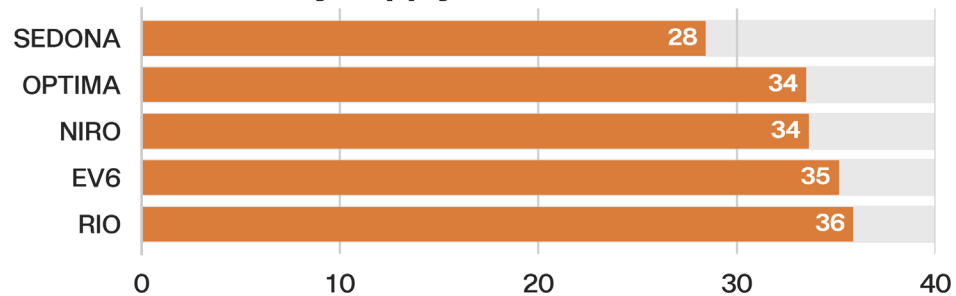
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
42% Sold
With Markdown

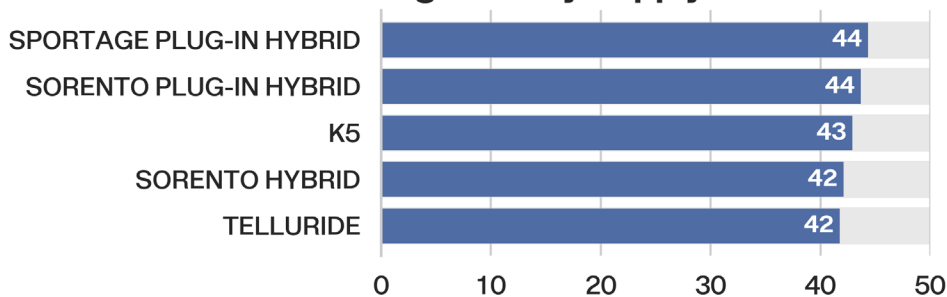
+1% (MoM)
-9% (YoY)
45% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



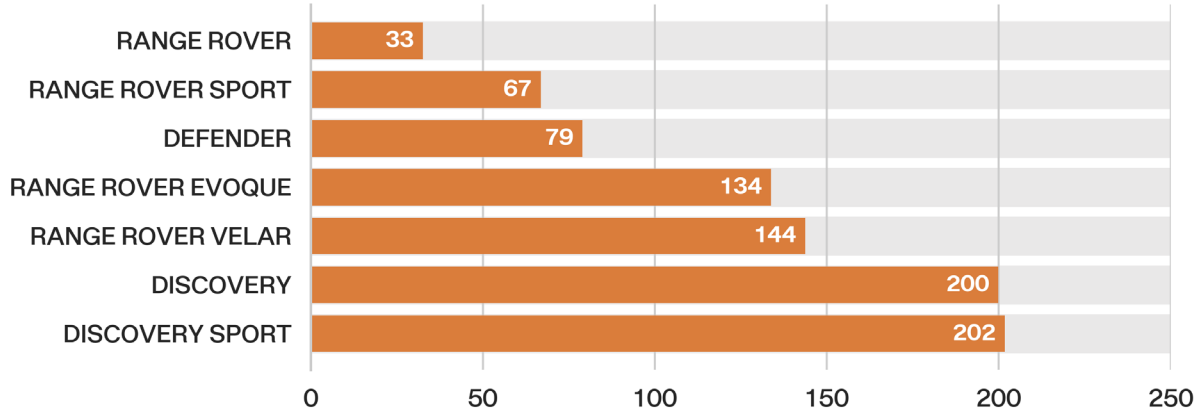


- > Land Rover had the largest increase in sales MoM of 17% with hybrid sales increasing by over 25%.
- > Land Rover also had the largest increase in last listed price of 5% MoM and 17% YoY driven by the Defender increasing 4% MoM and the Range Rover making up a larger percentage of sales YoY.

NEW

| | | | | |
|--|---|--|---|--|
| +17% (MoM) Sales Volume Change | NC Days (MoM) +22 Days (YoY) 74 Day Supply | -6% (MoM) +2% (YoY) 44% Aged Inventory Over 45 Days Ending 11/30/24 | -9% (MoM) +1% (YoY) 36% Aged Sales Over 45 Days as of 11/30/24 | -9% (MoM) +1% (YoY) 51% Carryover Over 45 Days as of 11/01/24 |
| +5% (MoM) +17% (YoY) \$101,185 Price | -1% (MoM) -3% Markdown Price Reduction | NC (MoM) 5% Sold With Markdown | +8% (MoM) +13% (YoY) 48% of Listings Not Viewed | -3% (MoM) Demand Change |

Day Supply



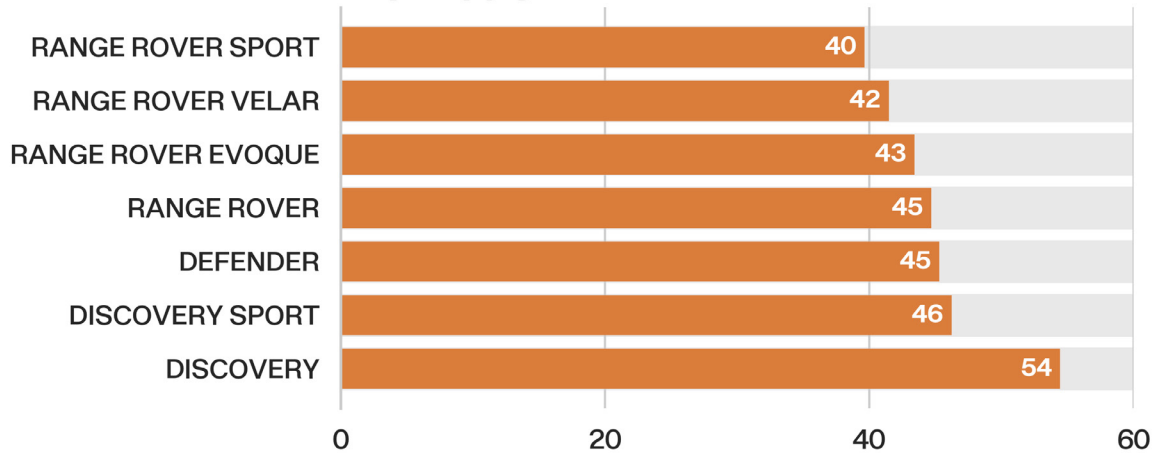


> All metrics move in line with the market.

USED

| | | | | |
|--|--|--|--|--|
| +2% (MoM) Sales Volume Change | -2 Days (MoM) -4 Days (YoY) 44 Day Supply | -1% (MoM) -1% (YoY) 51% Aged Inventory Over 45 Days Ending 11/30/24 | -1% (MoM) NC (YoY) 48% Aged Sales Over 45 Days as of 11/30/24 | NC (MoM) NC (YoY) 53% Carryover Over 45 Days as of 11/01/24 |
| -2% (MoM) -7% (YoY) \$40,999 Price Avg Last Listed | NC (MoM) -6% Markdown Price Reduction | -2% (MoM) 47% Sold With Markdown | -1% (MoM) +3% (YoY) 41% of Listings Not Viewed | +3% (MoM) Demand Change |

Day Supply



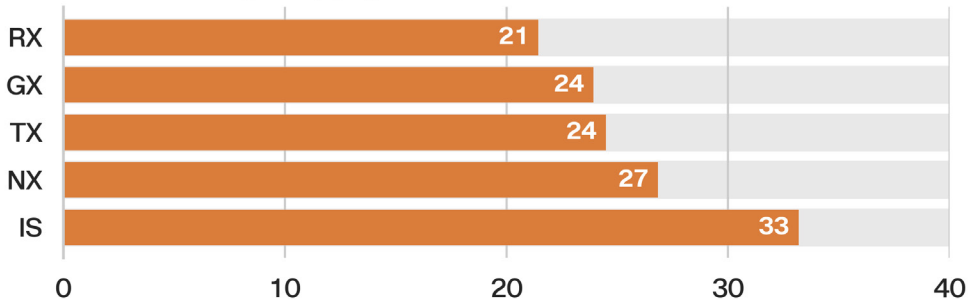


- › Sales of the TX resumed after the stop sale.
- › RX sales fell by 11% MoM but should rebound as 2025s replenish inventory as day supply currently sits on a tight 21 days.

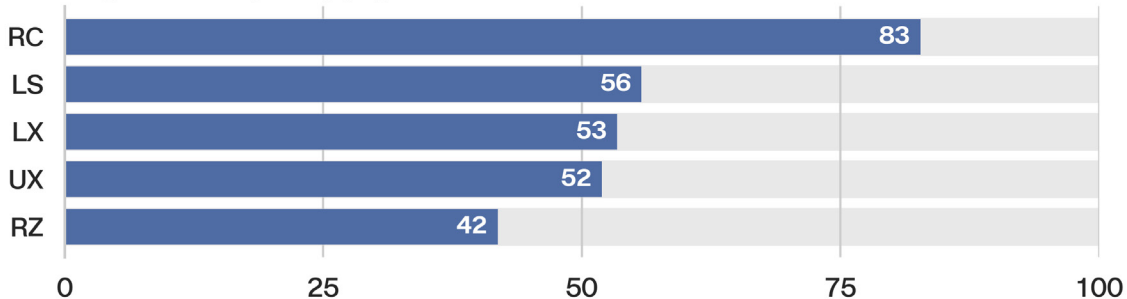
NEW

| | | | | |
|---|---|--|---|---|
| +13% (MoM) Sales Volume Change | -2 Days (MoM) -15 Days (YoY) 28 Day Supply | -4% (MoM) -7% (YoY) 16% Aged Inventory Over 45 Days Ending 11/30/24 | +2% (MoM) -4% (YoY) 15% Aged Sales Over 45 Days as of 11/30/24 | NC (MoM) +1% (YoY) 21% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) -2% (YoY) \$57,010 Price Avg Last Listed | NC (MoM) -2% Markdown Price Reduction | -1% (MoM) 8% Sold With Markdown | -2% (MoM) -12% (YoY) 40% of Listings Not Viewed | +3% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply



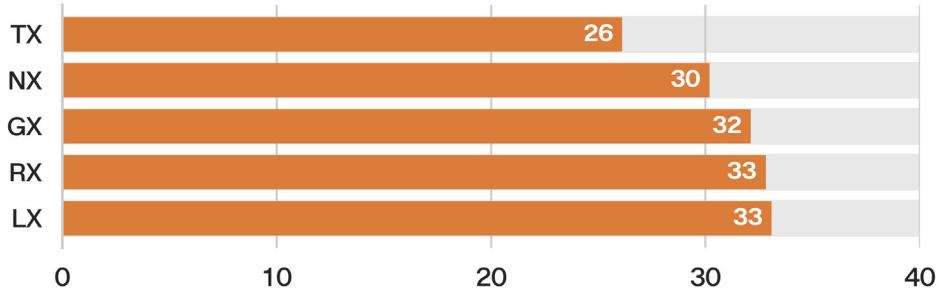


- › Lexus saw the largest decrease in hybrid sales MoM of 8% while the market increased by 9%.
- › The NX had the lowest percentage of inventory under 30 days on lot of 31% in the market.

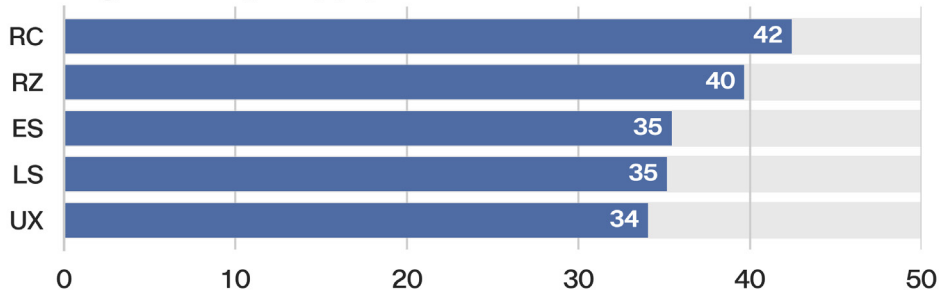
USED

| | | | | |
|--|---|---|--|---|
| +1% (MoM) Sales Volume Change | +1 Days (MoM) -8 Days (YoY) 33 Day Supply | -3% (MoM) -7% (YoY) 35% Aged Inventory Over 45 Days Ending 11/30/24 | -2% (MoM) -4% (YoY) 35% Aged Sales Over 45 Days as of 11/30/24 | +1% (MoM) -5% (YoY) 39% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) +1% (YoY) \$37,500 Price Avg Last Listed | NC (MoM) -4% Markdown Price Reduction | -1% (MoM) 40% Sold With Markdown | +1% (MoM) -1% (YoY) 35% of Listings Not Viewed | -4% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply





- › Navigator and Navigator L sales increase by 23% and 12% respectively as markdowns increase MoM.
- › The Navigator sales increase aided in a significant day supply correction of 28 days MoM as markdowns decreased last listed price by 2%.

NEW

+1% (MoM)
Sales Volume
Change

+7 Days (MoM)
+28 Days (YoY)
154 Day Supply

-3% (MoM)
+4% (YoY)
64% Aged Inventory
Over 45 Days Ending
11/30/24

+3% (MoM)
+14% (YoY)
72% Aged Sales
Over 45 Days as of
11/30/24

+3% (MoM)
+15% (YoY)
67% Carryover
Over 45 Days as of
11/01/24

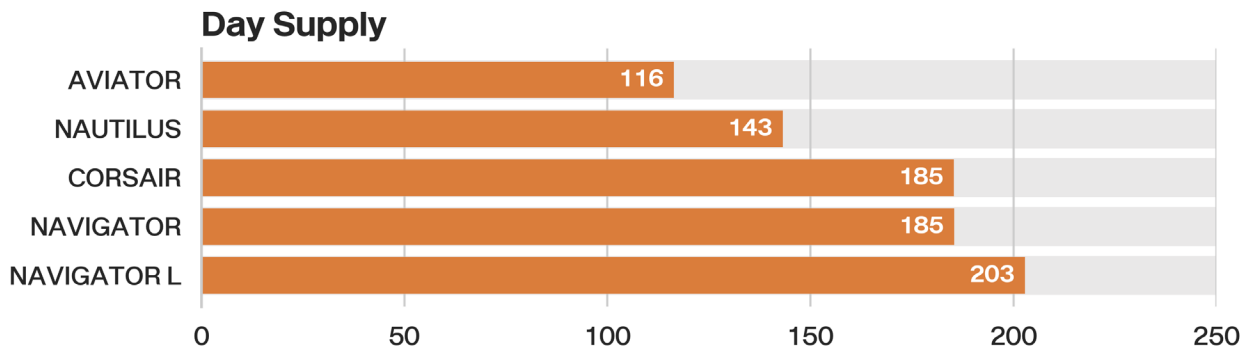
+2% (MoM)
+8% (YoY)
\$63,035 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
35% Sold
With Markdown

NC (MoM)
-6% (YoY)
56% of Listings
Not Viewed

-5% (MoM)
Demand
Change





› Lincoln had the largest increase in last listed price among hybrids in the market of 8%.

USED

-1% (MoM)
Sales Volume
Change

+1 Days (MoM)
-6 Days (YoY)
47 Day Supply

+2% (MoM)
-4% (YoY)
51% Aged Inventory
Over 45 Days Ending
11/30/24

-3% (MoM)
-7% (YoY)
44% Aged Sales
Over 45 Days as of
11/30/24

-1% (MoM)
-5% (YoY)
50% Carryover
Over 45 Days as of
11/01/24

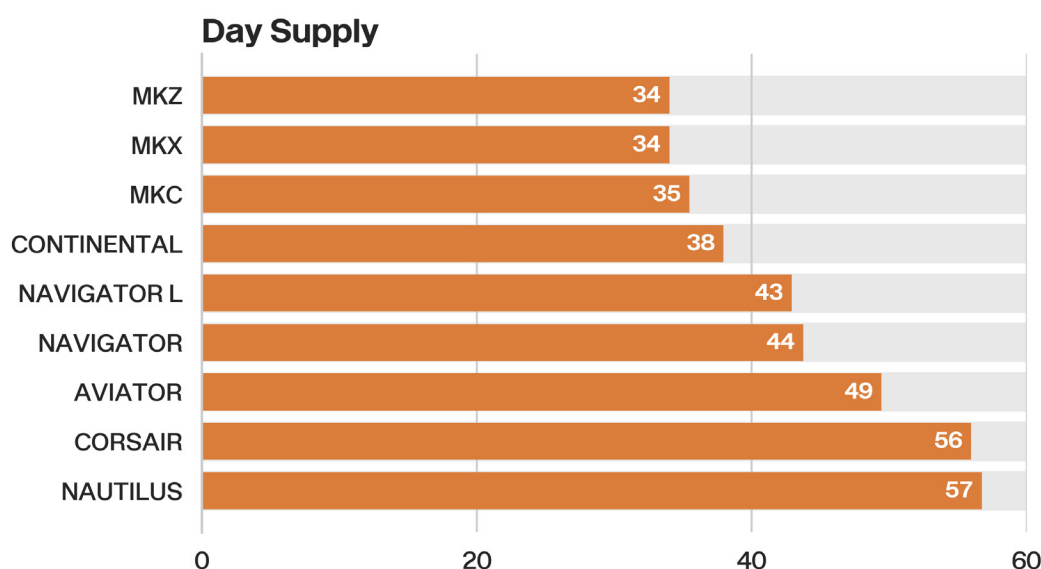
+3% (MoM)
-2% (YoY)
\$30,945 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

-2% (MoM)
43% Sold
With Markdown

+2% (MoM)
-4% (YoY)
44% of Listings
Not Viewed

-6% (MoM)
Demand
Change



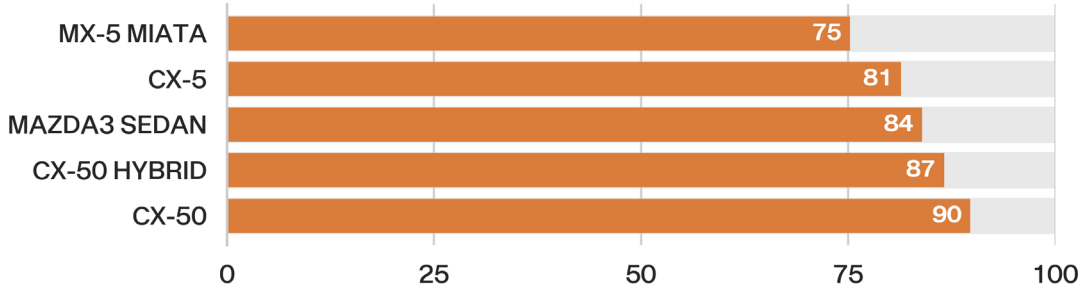


- Mazda had the largest MoM increases of over 30% for the second month in a row, causing a market high increase in day supply of 22 days to 94 days.
- Mazda hybrid sales increased by 18% with the release of the CX-50 Hybrid which made up over 3% of Mazda's November sales.

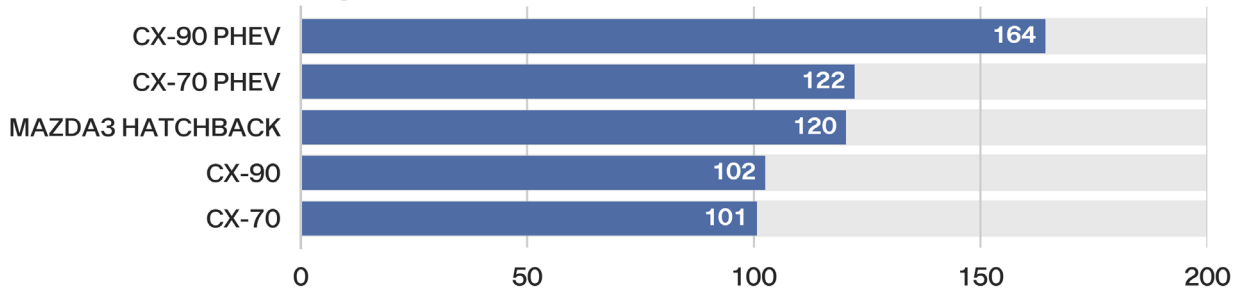
NEW

| | | | | |
|--|--|--|--|---|
| -4% (MoM) Sales Volume Change | +22 Days (MoM) +24 Days (YoY) 94 Day Supply | -4% (MoM) +3% (YoY) 36% Aged Inventory Over 45 Days Ending 11/30/24 | -1% (MoM) +16% (YoY) 45% Aged Sales Over 45 Days as of 11/30/24 | -7% (MoM) +12% (YoY) 40% Carryover Over 45 Days as of 11/01/24 |
| +2% (MoM) +1% (YoY) \$34,281 Price Avg Last Listed | NC (MoM) -3% Markdown Price Reduction | -4% (MoM) 22% Sold With Markdown | +4% (MoM) -1% (YoY) 62% of Listings Not Viewed | -26% (MoM) Demand |

Lowest Day Supply



Highest Day Supply





› All metrics move in line with the market.

USED

+2% (MoM)
Sales Volume
Change

-2 Days (MoM)
-6 Days (YoY)
35 Day Supply

-1% (MoM)
-4% (YoY)
40% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
-3% (YoY)
41% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-2% (YoY)
43% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-4% (YoY)
\$23,096 Price
Avg Last Listed

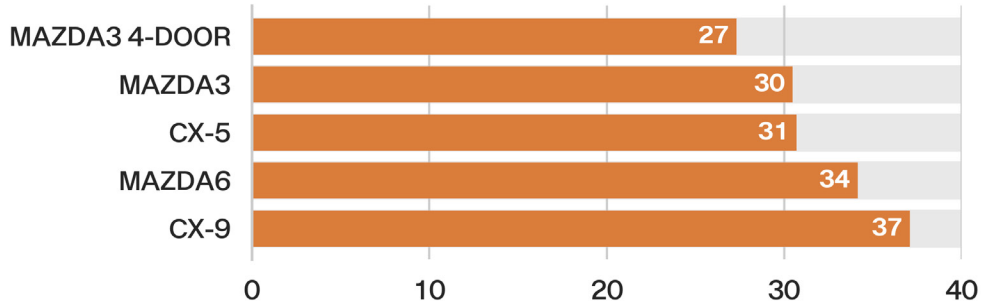
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
42% Sold
With Markdown

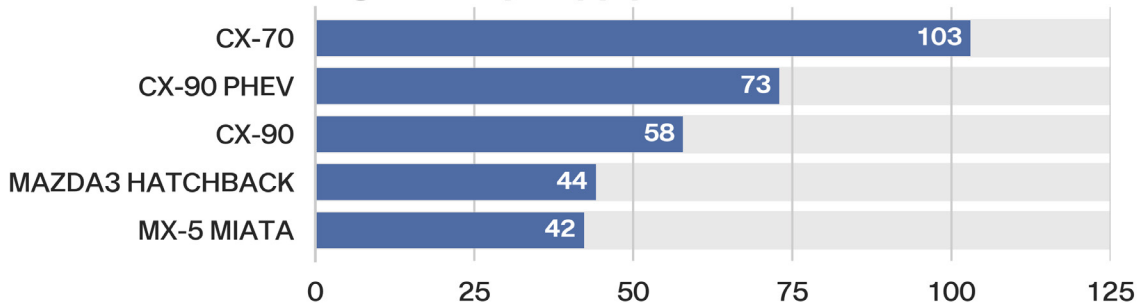
NC (MoM)
-4% (YoY)
39% of Listings
Not Viewed

+1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- Mercedes had the largest decrease of EV inventory MoM in the market of 20%.
- The EQB managed to increase sales with a reduced inventory and reduced day supply by over 50 days MoM to 111 days while the EQE and EQS saw sales slow significantly.

NEW

+11% (MoM)
Sales Volume
Change

-7 Days (MoM)
+36 Days (YoY)
94 Day Supply

+4% (MoM)
+19% (YoY)
59% Aged Inventory
Over 45 Days Ending
11/30/24

+3% (MoM)
+19% (YoY)
50% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
+8% (YoY)
56% Carryover
Over 45 Days as of
11/01/24

+1% (MoM)
-3% (YoY)
\$72,275 Price
Avg Last Listed

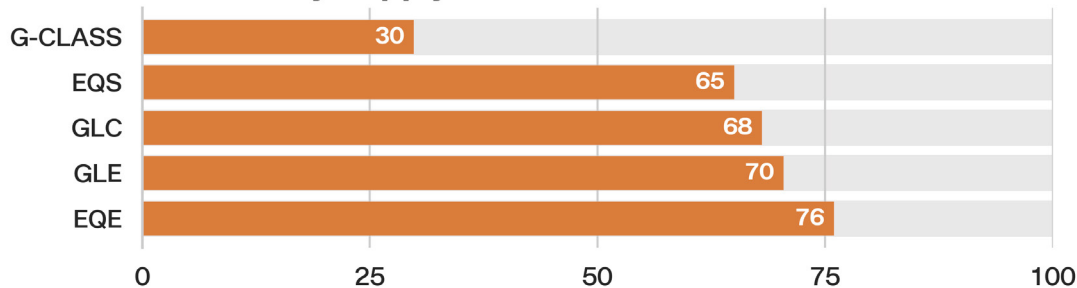
NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
4% Sold
With Markdown

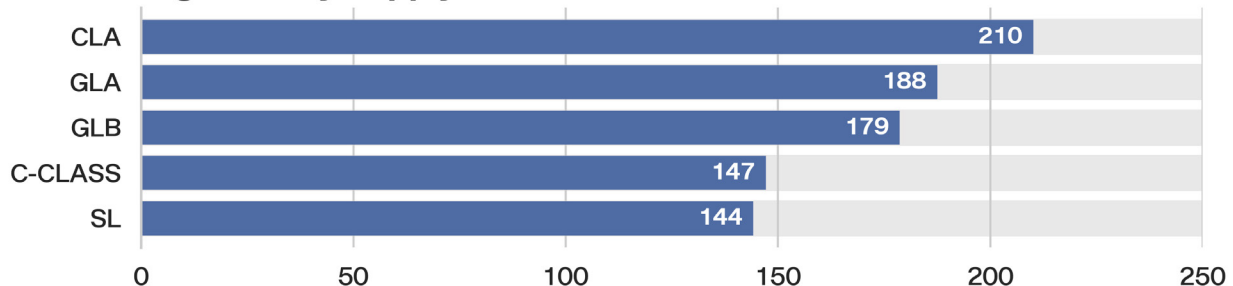
+1% (MoM)
+10% (YoY)
51% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





› The S-Class had the biggest increase in last listed price of 15% YoY.

USED

+3% (MoM)
Sales Volume
Change

-2 Days (MoM)
-7 Days (YoY)
42 Day Supply

-3% (MoM)
-3% (YoY)
49% Aged Inventory
Over 45 Days Ending
11/30/24

-1% (MoM)
-2% (YoY)
45% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
NC (YoY)
53% Carryover
Over 45 Days as of
11/01/24

+2% (MoM)
-3% (YoY)
\$36,869 Price
Avg Last Listed

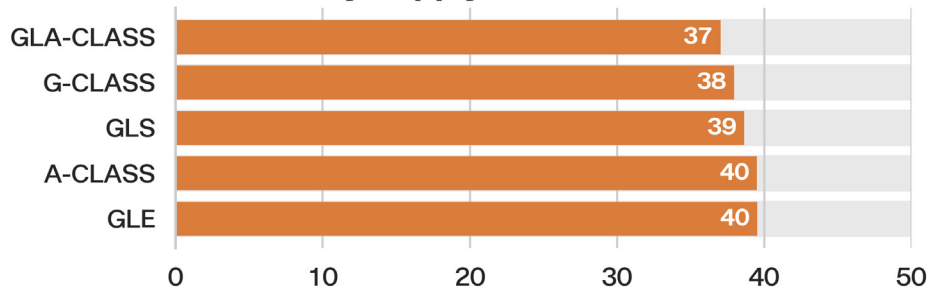
NC (MoM)
-6% Markdown
Price Reduction

-1% (MoM)
42% Sold
With Markdown

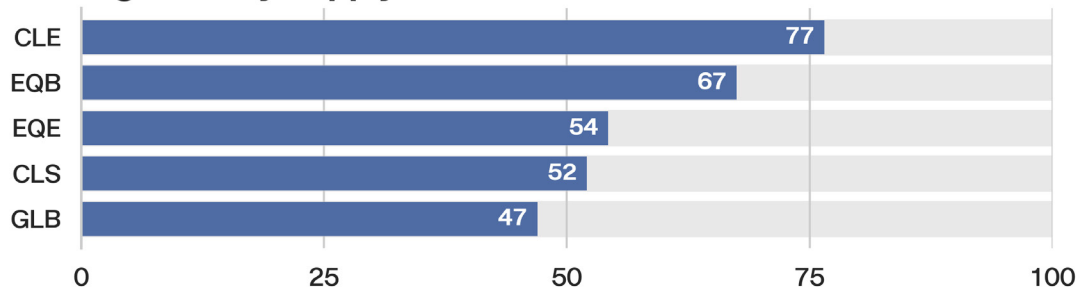
NC (MoM)
+1% (YoY)
36% of Listings
Not Viewed

+1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

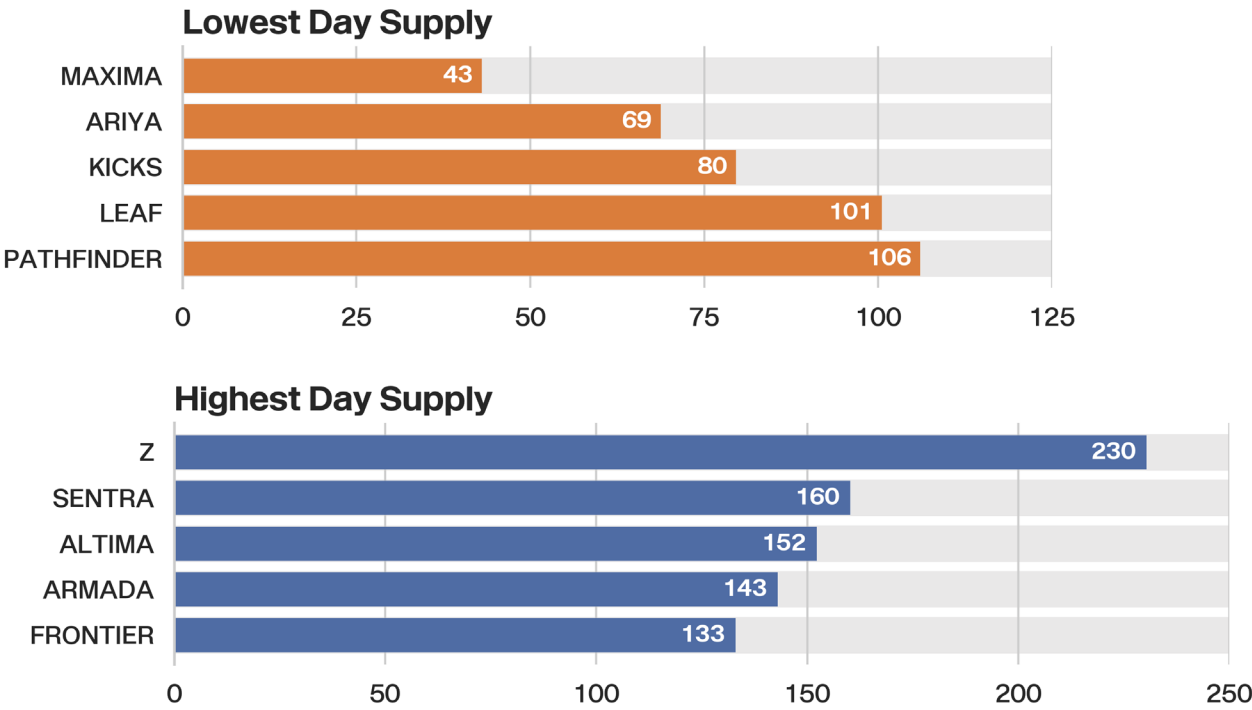




- › Nissan had one of the biggest drops in EV sales MoM for the second month in a row of 8% driven by another 14% drop in Ariyas.
- › Sentra day supply increased by 33 days MoM as 2025 models have been slow to gain traction.

NEW

| | | | | |
|---|---|--|---|--|
| - 1% (MoM) Sales Volume Change | + 6 Days (MoM) + 29 Days (YoY) 118 Day Supply | + 5% (MoM) + 12% (YoY) 59% Aged Inventory Over 45 Days Ending 11/30/24 | + 6% (MoM) + 23% (YoY) 67% Aged Sales Over 45 Days as of 11/30/24 | + 1% (MoM) + 13% (YoY) 54% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) - 6% (YoY) \$31,327 Price Avg Last Listed | NC (MoM) - 6% Markdown Price Reduction | + 2% (MoM) 42% Sold With Markdown | + 2% (MoM) - 3% (YoY) 62% of Listings Not Viewed | - 7% (MoM) Demand Change |



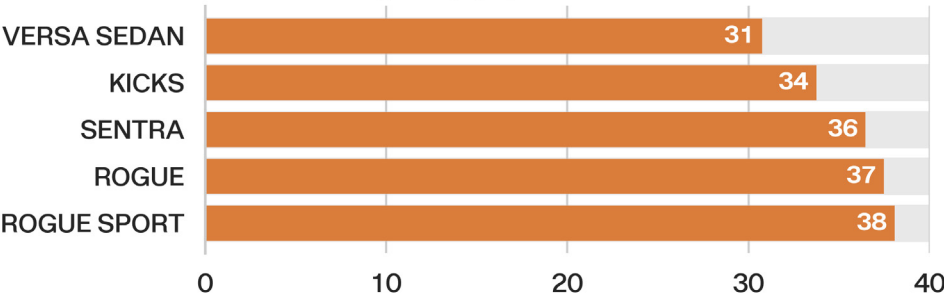


- > The Ariya had the biggest increase in sales MoM, almost doubling.
- > Nissan had the largest increase in list price MoM for EVs of 13%.

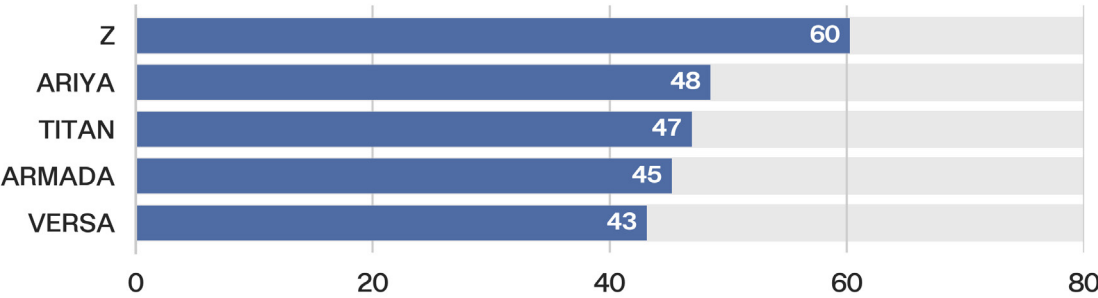
USED

| | | | | |
|---|---|--|--|---|
| +5% (MoM) Sales Volume Change | -2 Days (MoM) -4 Days (YoY) 39 Day Supply | NC (MoM) -2% (YoY) 46% Aged Inventory Over 45 Days Ending 11/30/24 | -1% (MoM) -2% (YoY) 41% Aged Sales Over 45 Days as of 11/30/24 | +2% (MoM) -1% (YoY) 47% Carryover Over 45 Days as of 11/01/24 |
| +1% (MoM) -4% (YoY) \$20,168 Price Avg Last Listed | NC (MoM) -6% Markdown Price Reduction | +1% (MoM) 43% Sold With Markdown | +2% (MoM) -6% (YoY) 48% of Listings Not Viewed | +1% (MoM) Demand Change |

Lowest Day Supply



Highest Day Supply



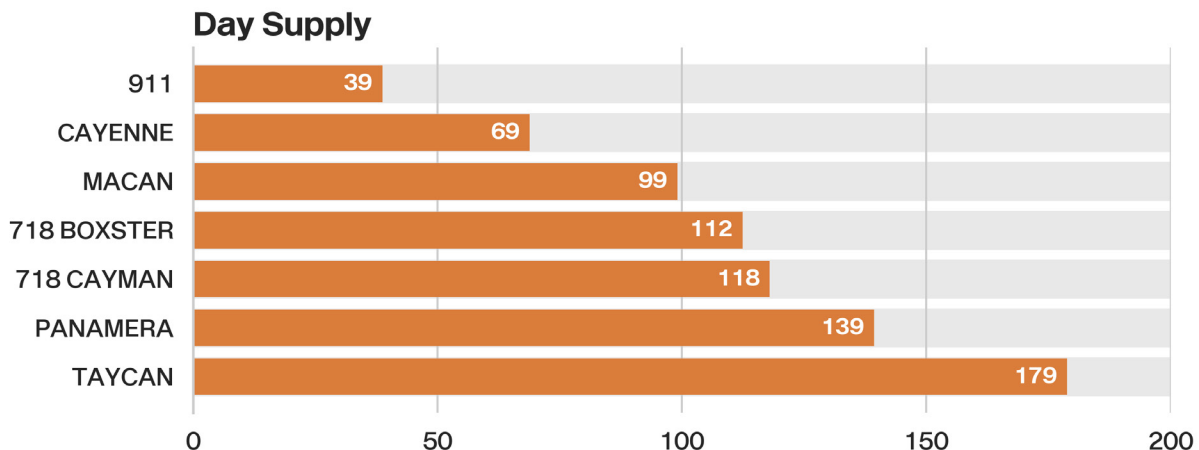


PORSCHE

- > The Cayenne had one of largest increases in last listed price of 8% MoM in the market while the 911 had the biggest decrease in list price YoY of nearly 20%.
- > Cayenne sales increased by 40% MoM with sales of the 2025 model more than doubling.

NEW

| | | | | |
|--|---|---|--|---|
| +13% (MoM) Sales Volume Change | NC Days (MoM) +7 Days (YoY) 88 Day Supply | -3% (MoM) -2% (YoY) 47% Aged Inventory Over 45 Days Ending 11/30/24 | -1% (MoM) +2% (YoY) 47% Aged Sales Over 45 Days as of 11/30/24 | +1% (MoM) +2% (YoY) 51% Carryover Over 45 Days as of 11/01/24 |
| +3% (MoM) +2% (YoY) \$107,180 Price Avg Last Listed | +2% (MoM) -7% Markdown Price Reduction | +1% (MoM) 3% Sold With Markdown | +5% (MoM) +12% (YoY) 48% of Listings Not Viewed | -3% (MoM) Demand Change |





PORSCHE

> All metrics move in line with the market.

USED

+5% (MoM)
Sales Volume
Change

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

+1% (MoM)
+1% (YoY)
52% Aged Inventory
Over 45 Days Ending
11/30/24

-2% (MoM)
-2% (YoY)
47% Aged Sales
Over 45 Days as of
11/30/24

-1% (MoM)
+1% (YoY)
53% Carryover
Over 45 Days as of
11/01/24

-1% (MoM)
NC (YoY)
\$63,000 Price
Avg Last Listed

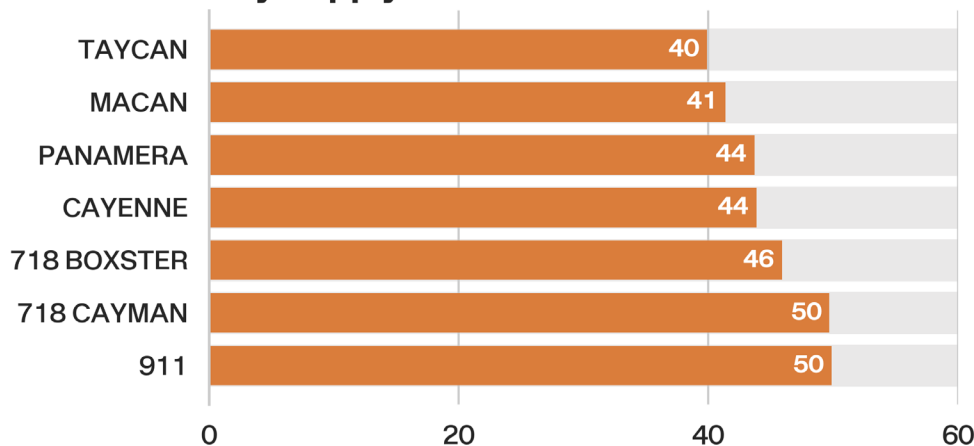
NC (MoM)
-5% Markdown
Price Reduction

-2% (MoM)
41% Sold
With Markdown

+1% (MoM)
+1% (YoY)
32% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Day Supply



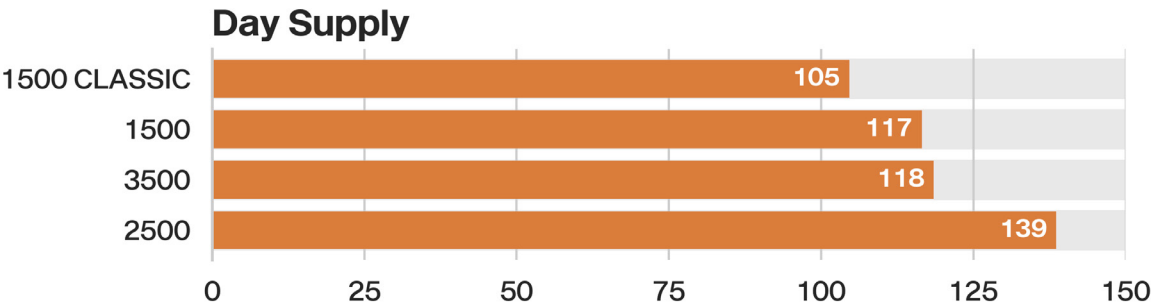


RAM

While sales of the 1500 were down 3% MoM, the remaining 2024 model year inventory was reduced by almost half.

NEW

| | | | | |
|---|---|---|--|--|
| -2% (MoM) Sales Volume Change | +5 Days (MoM) +43 Days (YoY) 127 Day Supply | -3% (MoM) +6% (YoY) 65% Aged Inventory Over 45 Days Ending 11/30/24 | -3% (MoM) +1% (YoY) 65% Aged Sales Over 45 Days as of 11/30/24 | -3% (MoM) +15% (YoY) 70% Carryover Over 45 Days as of 11/01/24 |
| +2% (MoM) -3% (YoY) \$61,184 Price Avg Last Listed | +1% (MoM) -8% Markdown Price Reduction | -5% (MoM) 52% Sold With Markdown | +3% (MoM) -4% (YoY) 45% of Listings Not Viewed | -8% (MoM) Demand Change |





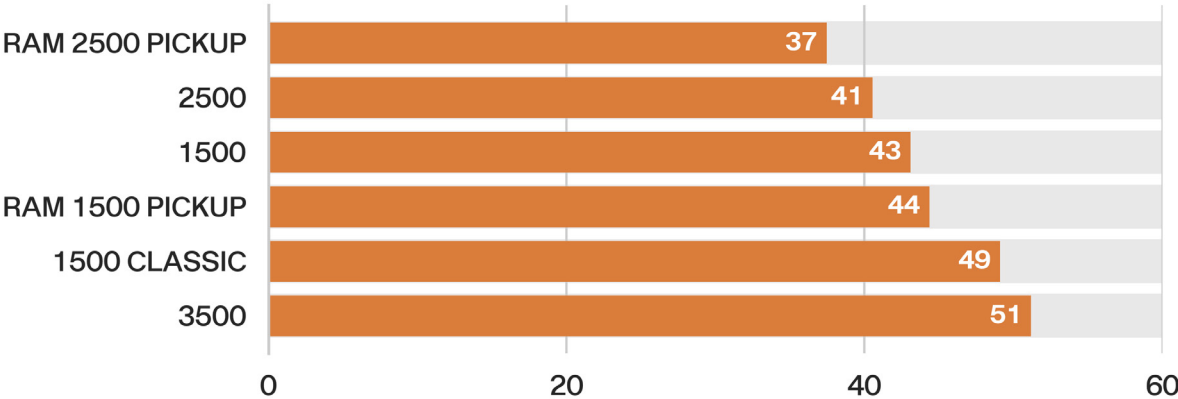
RAM

> All metrics move in line with the market.

USED

| | | | | |
|--|---|---|---|---|
| +2% (MoM) Sales Volume Change | -1 Days (MoM) -8 Days (YoY) 44 Day Supply | +2% (MoM) -3% (YoY) 50% Aged Inventory Over 45 Days Ending 11/30/24 | NC (MoM) -4% (YoY) 44% Aged Sales Over 45 Days as of 11/30/24 | +1% (MoM) -3% (YoY) 50% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) -7% (YoY) \$34,000 Price Avg Last Listed | NC (MoM) -5% Markdown Price Reduction | NC (MoM) 44% Sold With Markdown | +2% (MoM) -6% (YoY) 38% of Listings Not Viewed | -2% (MoM) Demand Change |

Day Supply





SUBARU

November 2024

- › The Crosstrek 2025 model became available last month but there is still a large volume of 2024s in inventory.
- › Legacy day supply increased by 19 days MoM to 96 days as 2025 sales plateaued.

NEW

NC (MoM)
Sales Volume
Change

+7 Days (MoM)
+14 Days (YoY)
68 Day Supply

+3% (MoM)
+10% (YoY)
37% Aged Inventory
Over 45 Days Ending
11/30/24

+4% (MoM)
+14% (YoY)
45% Aged Sales
Over 45 Days as of
11/30/24

NC (MoM)
+13% (YoY)
35% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
+1% (YoY)
\$35,431 Price
Avg Last Listed

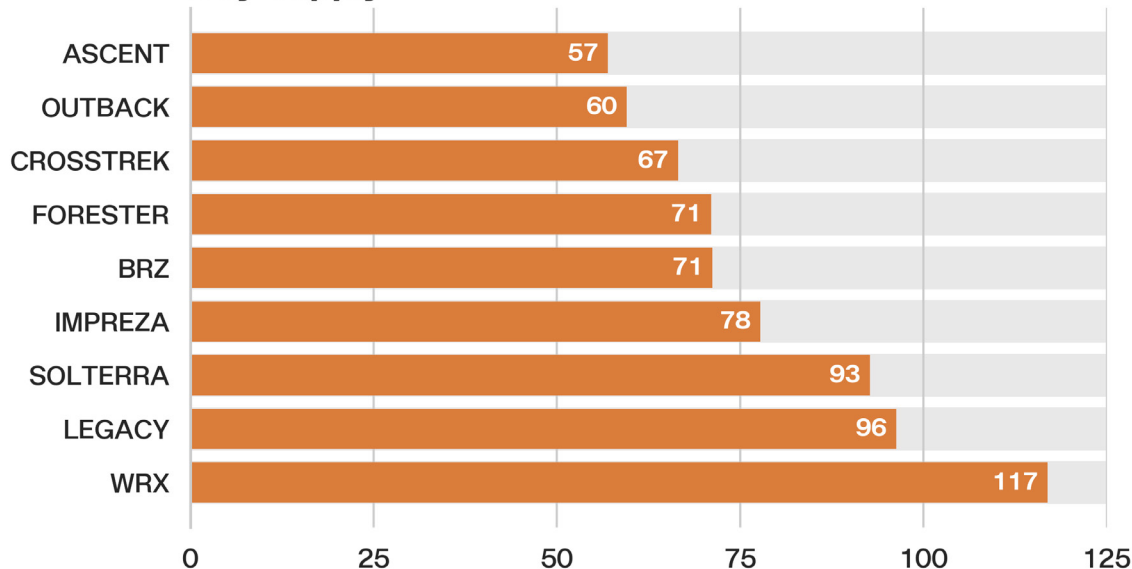
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
28% Sold
With Markdown

+1% (MoM)
-11% (YoY)
43% of Listings
Not Viewed

-14% (MoM)
Demand

Day Supply





SUBARU

November 2024

› All metrics move in line with the market.

USED SUBARU

+3% (MoM)
Sales Volume
Change

-1 Days (MoM)
-5 Days (YoY)
36 Day Supply

+1% (MoM)
-3% (YoY)
42% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
-2% (YoY)
40% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-1% (YoY)
42% Carryover
Over 45 Days as of
11/01/24

-1% (MoM)
-7% (YoY)
\$24,033 Price
Avg Last Listed

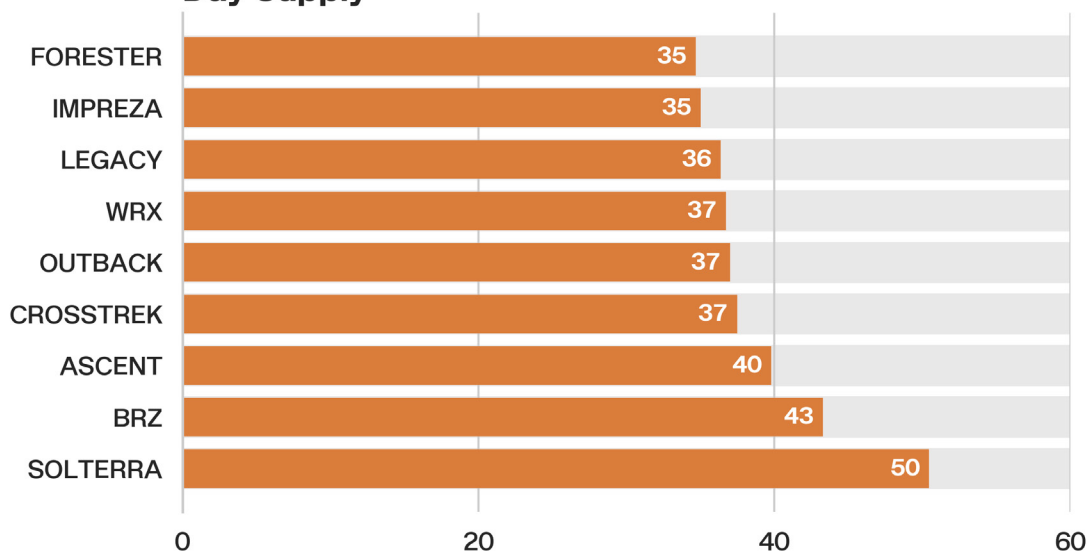
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
42% Sold
With Markdown

+1% (MoM)
-6% (YoY)
44% of Listings
Not Viewed

-2% (MoM)
Demand
Change

Day Supply





TOYOTA

November 2024

- › RAV4 sales dropped by over 30% with constrained inventory as the 2025 finally became available in November. Sales should rebound in December with more inventory becoming available. More than 70% of 2025s that were listed by the 10th of November have already been sold.

NEW

-3% (MoM)
Sales Volume
Change

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

+1% (MoM)
+2% (YoY)
20% Aged Inventory
Over 45 Days Ending
11/30/24

+1% (MoM)
NC (YoY)
14% Aged Sales
Over 45 Days as of
11/30/24

+1% (MoM)
+6% (YoY)
20% Carryover
Over 45 Days as of
11/01/24

+1% (MoM)
+1% (YoY)
\$38,899 Price
Avg Last Listed

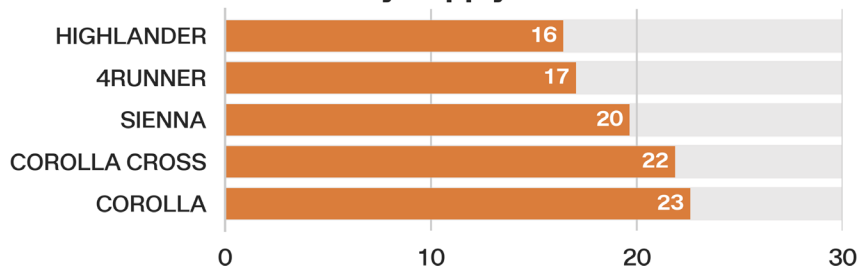
NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
13% Sold
With Markdown

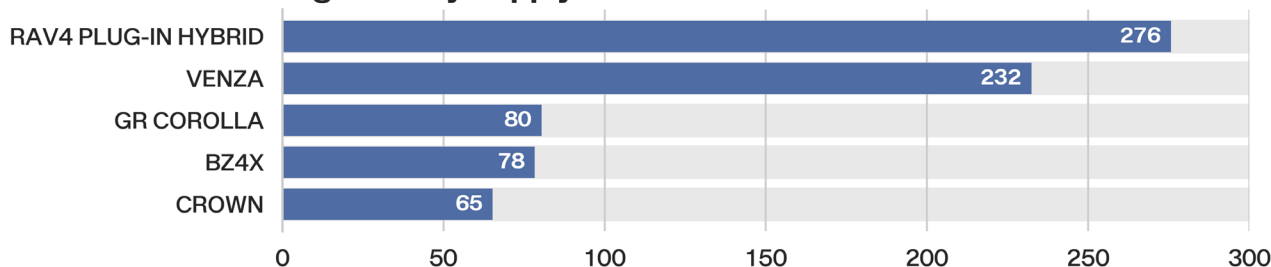
-3% (MoM)
-7% (YoY)
48% of Listings
Not Viewed

-10%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply





TOYOTA

November 2024

> All metrics move in line with the market.

USED

+7% (MoM)
Sales Volume
Change

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

NC (MoM)
-3% (YoY)
42% Aged Inventory
Over 45 Days Ending
11/30/24

-1% (MoM)
-4% (YoY)
39% Aged Sales
Over 45 Days as of
11/30/24

+2% (MoM)
-2% (YoY)
43% Carryover
Over 45 Days as of
11/01/24

-3% (MoM)
NC (YoY)
\$27,999 Price
Avg Last Listed

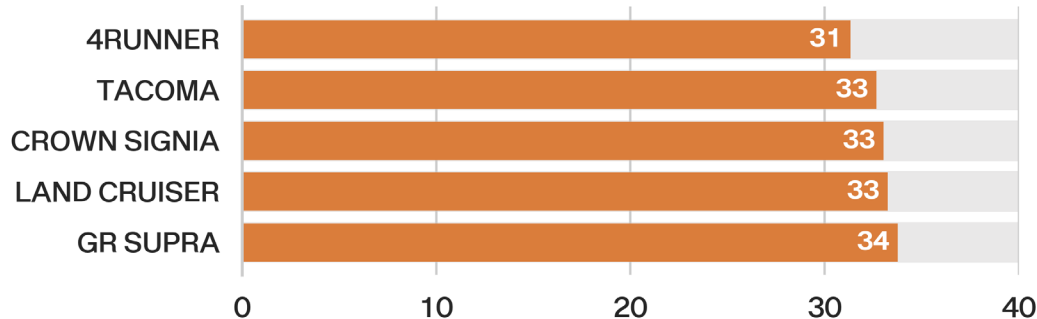
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
43% Sold
With Markdown

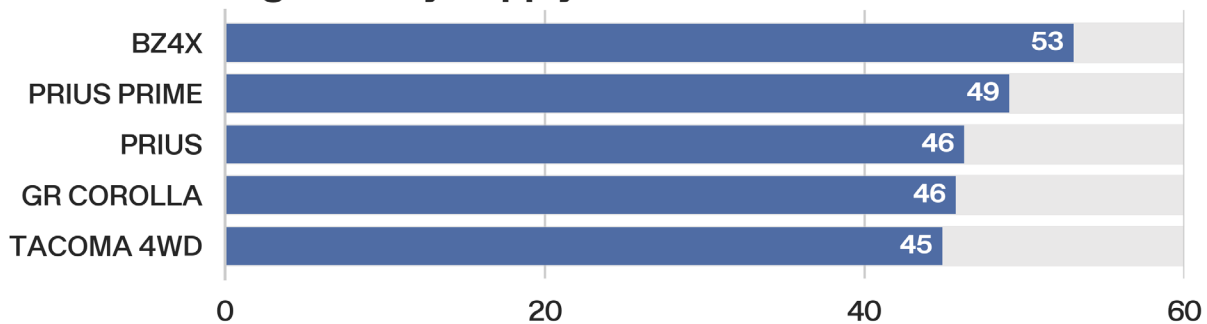
NC (MoM)
-2% (YoY)
40% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- › Volkswagen had one of the biggest decreases in last listed price of 9% YoY as the number of units sold with a markdown increased by a market high of 14% MoM.
- › The ID.BUZZ debuted with an average price tag of over \$70,000, over 50% more than any other Volkswagen model.

NEW

+5% (MoM)
Sales Volume
Change

-6 Days (MoM)
+21 Days (YoY)
89 Day Supply

-2% (MoM)
+16% (YoY)
57% Aged Inventory
Over 45 Days Ending
11/30/24

+5% (MoM)
+22% (YoY)
63% Aged Sales
Over 45 Days as of
11/30/24

+8% (MoM)
+21% (YoY)
60% Carryover
Over 45 Days as of
11/01/24

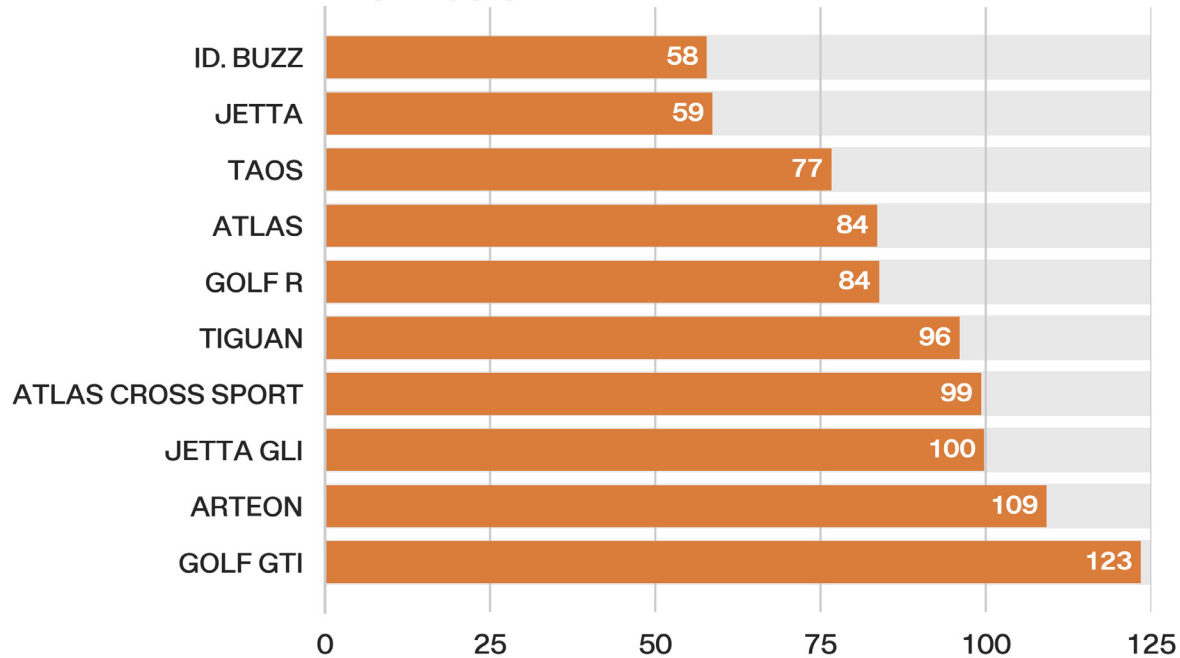
-1% (MoM)
-9% (YoY)
\$34,783 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+14% (MoM)
49% Sold
With Markdown

+4% (MoM)
-6% (YoY)
46% of Listings
Not Viewed

NC (MoM)
Demand
Change

Day Supply



> All metrics move in line with the market.

USED

+4% (MoM)
Sales Volume
Change

NC Days
(MoM)
-6 Days
(YoY)
40 Day Supply

-1% (MoM)
-5% (YoY)
44% Aged Inventory
Over 45 Days Ending
11/30/24

NC (MoM)
-5% (YoY)
42% Aged Sales
Over 45 Days as of
11/30/24

NC (MoM)
-4% (YoY)
46% Carryover
Over 45 Days as of
11/01/24

NC (MoM)
-9% (YoY)
\$20,998 Price
Avg Last Listed

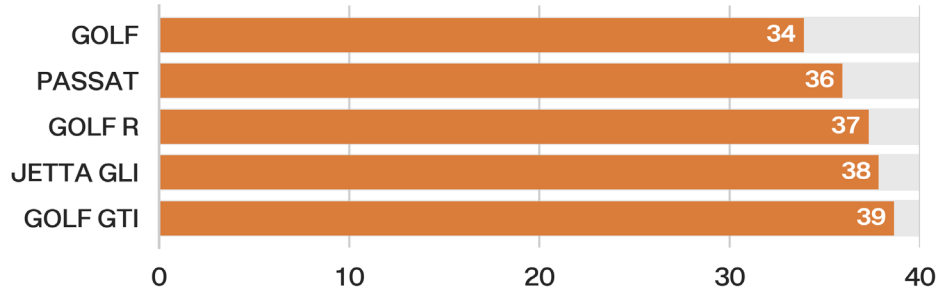
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
44% Sold
With Markdown

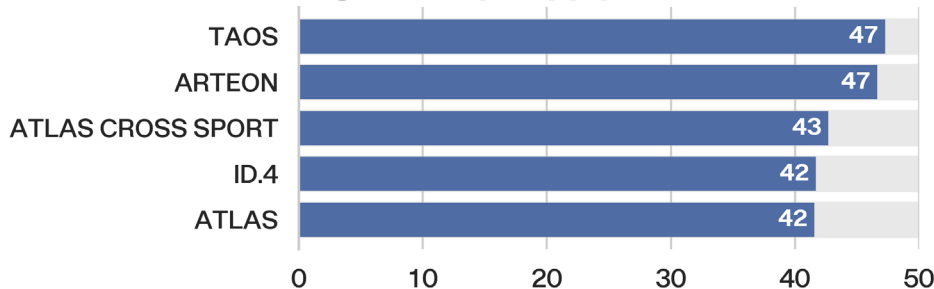
+2% (MoM)
-2% (YoY)
46% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

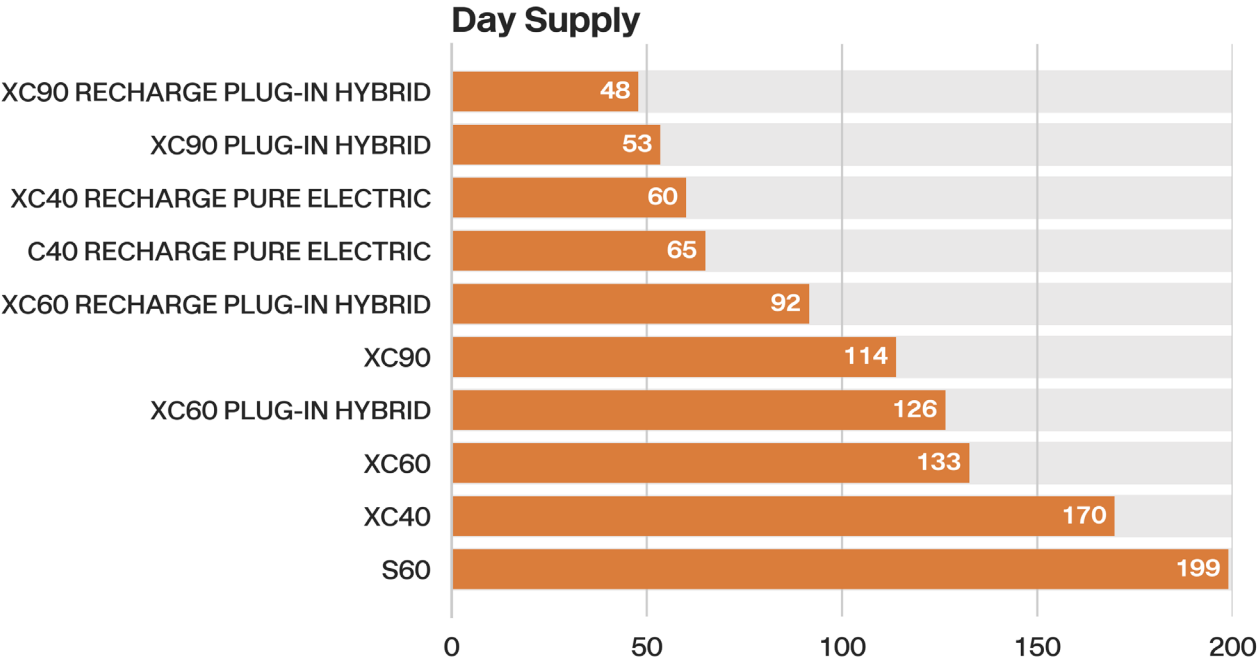




- > Volvo had the biggest decrease in day supply of 18 days MoM to 110 days driven by a 55 day drop in XC90 PHEV.
- > XC90 PHEV sales continue to gain momentum, increasing another 77% MoM.

NEW

| | | | | |
|---|--|---|--|--|
| +16% (MoM) Sales Volume Change | -18 Days (MoM) +23 Days (YoY) 110 Day Supply | -3% (MoM) +9% (YoY) 62% Aged Inventory Over 45 Days Ending 11/30/24 | -2% (MoM) +6% (YoY) 67% Aged Sales Over 45 Days as of 11/30/24 | +7% (MoM) +11% (YoY) 65% Carryover Over 45 Days as of 11/01/24 |
| +5% (MoM) +12% (YoY) \$65,485 Price | NC (MoM) -3% Markdown Price Reduction | -4% (MoM) 16% Sold With Markdown | -5% (MoM) -5% (YoY) 40% of Listings Not Viewed | +8% (MoM) Demand Change |



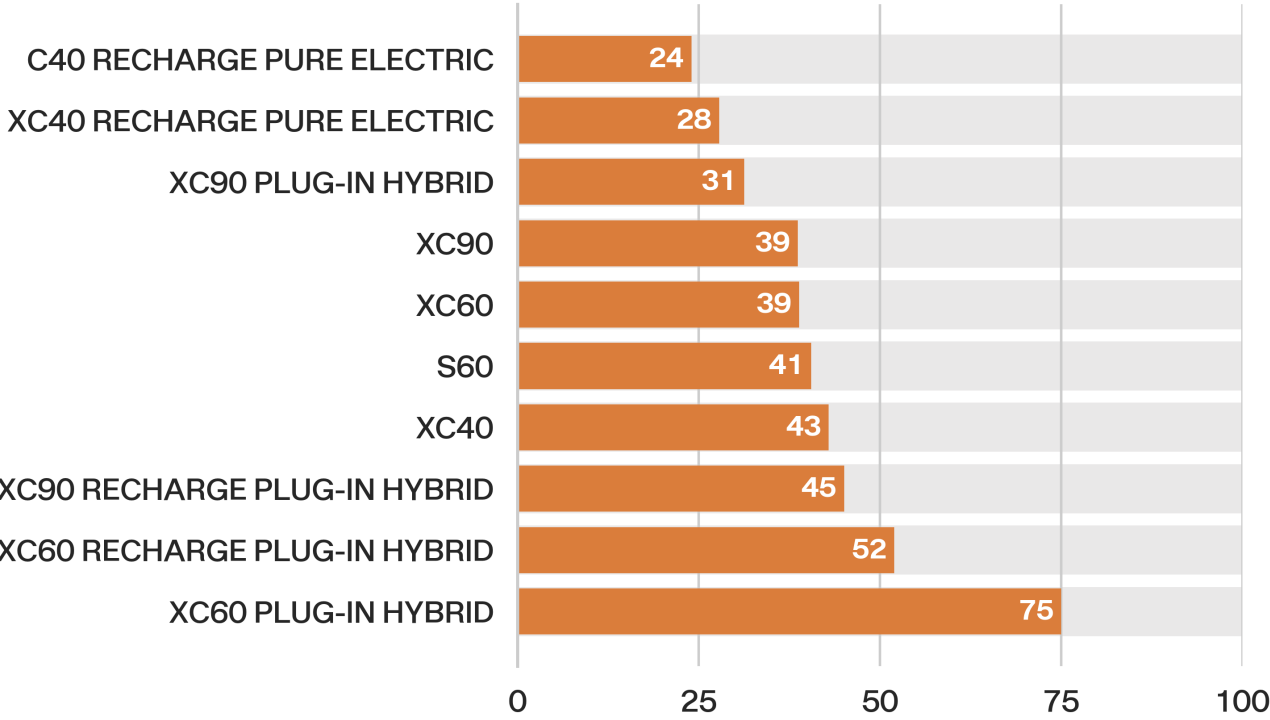


- > Volvo saw the largest increase in sales MoM of 9% compared to the market's 3%, driven by a 36% increase in hybrids.
- > Volvo also had the largest increase in inventory MoM of 11% driven by S60 increasing by over 30%.

USED

| | | | | |
|--|--|--|--|---|
| +9% (MoM) Sales Volume Change | -2 Day (MoM) -9 Days (YoY) 39 Day Supply | -7% (MoM) -11% (YoY) 39% Aged Inventory Over 45 Days Ending 11/30/24 | -4% (MoM) -7% (YoY) 44% Aged Sales Over 45 Days as of 11/30/24 | +1% (MoM) -2% (YoY) 47% Carryover Over 45 Days as of 11/01/24 |
| NC (MoM) -6% (YoY) \$32,998 Price Avg Last Listed | NC (MoM) -5% Markdown Price Reduction | -1% (MoM) 48% Sold With Markdown | +2% (MoM) +6% (YoY) 40% of Listings Not Viewed | +1% (MoM) Demand Change |

Day Supply





GLOSSARY

Carryover

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

Day Supply

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

Demand

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

Last Listed Price

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

Markdown Price Reduction

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

NC

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

Percent Aged Inventory

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

Percent Aged Sales

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

Percent Of Listings Not Viewed

The average daily percent of inventory without a single VDP

Percent Sold With Markdown

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

Sales Volume Change

Total previous period sold unit count compared to current period sales



VINCENSUS

» THE LOTLINX VINCENSUS REPORT

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

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

This report was developed using Lotlinx's proprietary 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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