

# VINCENSUS

## 2025 Q2

We are pleased to present you with the Q2 2025 Vincensus Report which is the most comprehensive monthly inventory report in the industry. This report was developed using Lotlinx's proprietary data, the largest inventory-specific data set with over 24 billion data points, that leverages machine learning models that have been evolving for the past 10 years.

**Lotlinx**

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

## EXECUTIVE SUMMARY

The second quarter's strong new vehicle sales were initially bolstered by a tariff-related sales rush that later subsided, revealing a market driven by affordability. This trend fueled a 7% sales increase for both new hybrids and traditional gas (ICE) vehicles, while new EV sales fell 2% despite growing inventory. Affordability continues to be a strong factor as new EVs averaged nearly \$55,000, costing over \$7,000 more than hybrids and \$10,000 more than ICE cars.

In the used market, where the EV price was just \$4,000 above ICEs and hybrids, sales told a different story, surging 11%. This highlights strong consumer demand for EVs when the price is right.

Looking ahead, the rest of 2025 is expected to see a cooler sales pace. Expect automakers to rely on incentives to combat consumer price sensitivity, while hybrids continue to dominate the market.

### New Vehicles:

- New vehicle sales saw a 7% increase QoQ with EV sales falling while ICE and hybrids saw a 7% increase.
- Day supply saw a 4 day decrease QoQ to 61 days, up 1 day YoY.
- The average selling price for new vehicles was relatively flat QoQ, with a 2% price increase for gasoline cars as opposed to a 2% price drop for EVs.

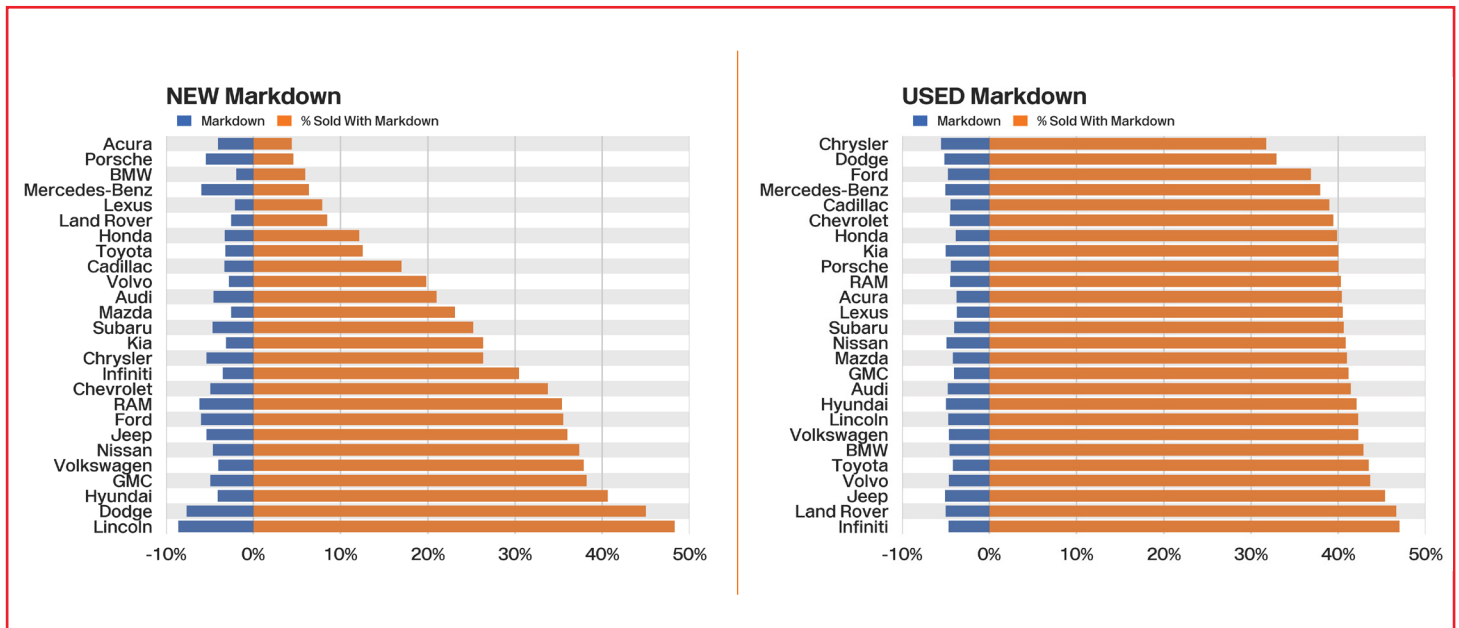
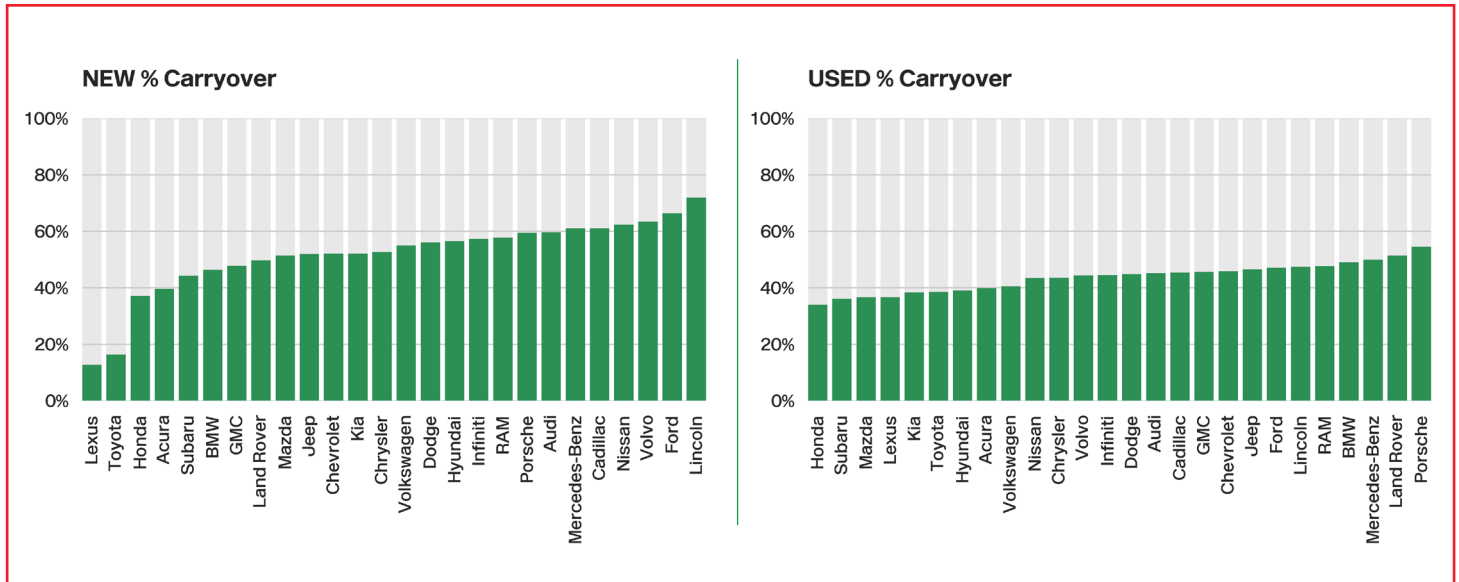
### Used Vehicles:

- Used vehicle saw a minimal 1% increase in sales volume QoQ, accompanied by a 4% rise in the overall list price of sold units.
- Aged ending inventory for used vehicles saw a significant increase of 7% to 49%.
- Ending inventory sits at an average price of \$28,888, nearly \$2,000 above the average list price for sales in Q2.

### Recommended action steps for upcoming months:

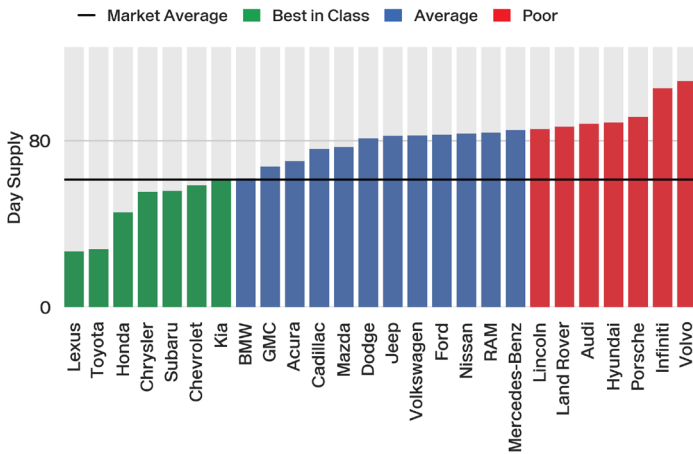
- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating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

- › Carryover for new decreased by 5% QoQ to 51%, 5% higher than last year.
- › Carryover for used decreased by 6% QoQ at 43%, 1% lower than last year.
- › Percent of units sold with a markdown decreased QoQ for both new and used 3% and 2% respectively.

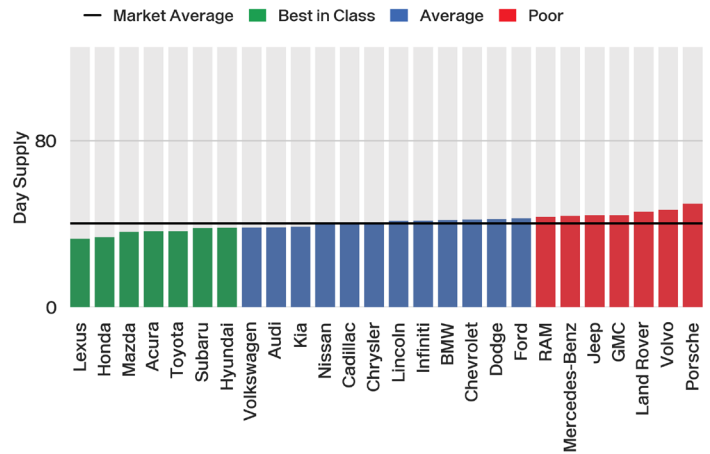


- New day supply decreased by 4 days QoQ to 61 days, a 1 day increase YoY.
- Used day supply increased by 2 days QoQ to 40 days, a 2 day increase YoY.

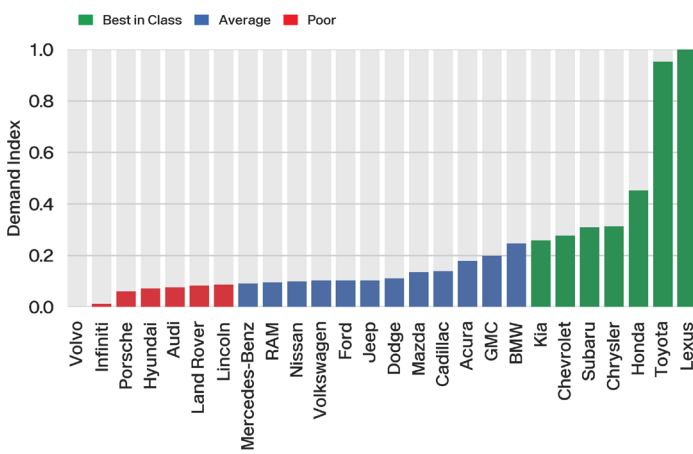
## NEW - Day Supply



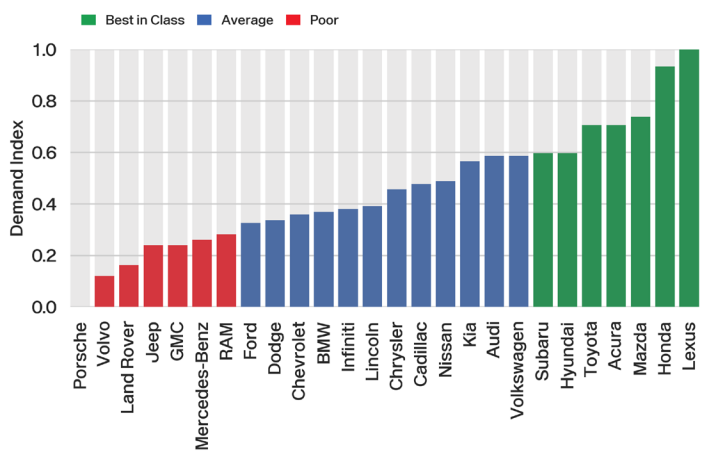
## USED - Day Supply



## NEW DEMAND - Color Coded by Day Supply



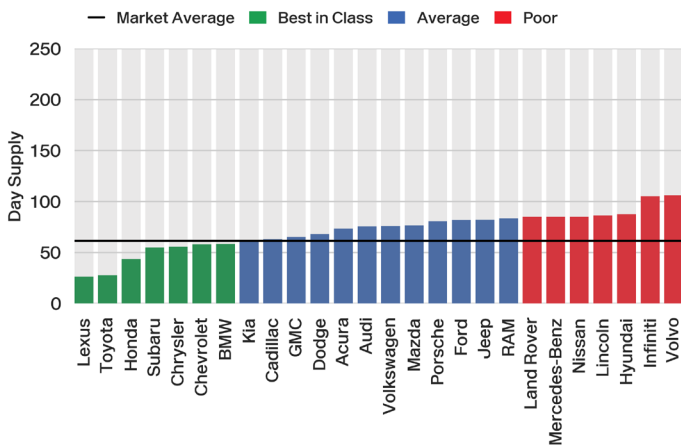
## USED DEMAND - Color Coded by Day Supply



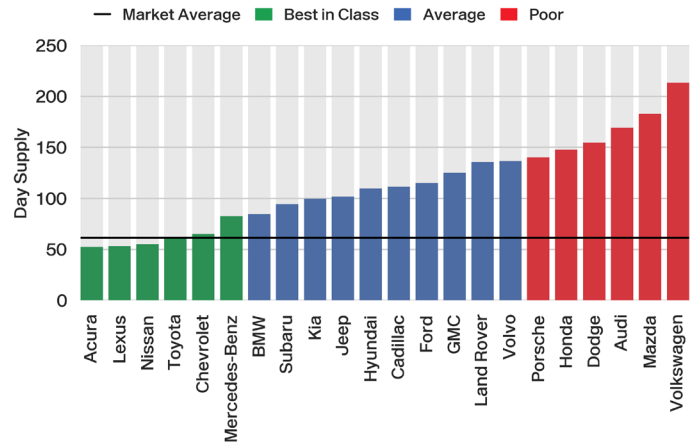


- Both ICEs and hybrids saw sales increase 7% QoQ while EV sales fell by 2% for new vehicles. Conversely ICEs and hybrid sales volumes held steady for used while EV sales increased by 11%.
- New EVs saw a staggering 22 day supply increase to 100 days while ICE and hybrid fell QoQ to 63 and 50 days respectively.
- List price for sold ICEs increased by 2% for both new and used while new EVs fell to an average of %54,943. All other segments held fairly steady.
- New hybrids and EV saw significant increase in aged ending inventory, both up by over 7%. Conversely, used saw ICEs age the most QoQ, increasing by 7%.
- New ICE units sold with a markdown fell by 4% to 28%, hybrids held steady at 15% and EVs increased by 3% to 24%.

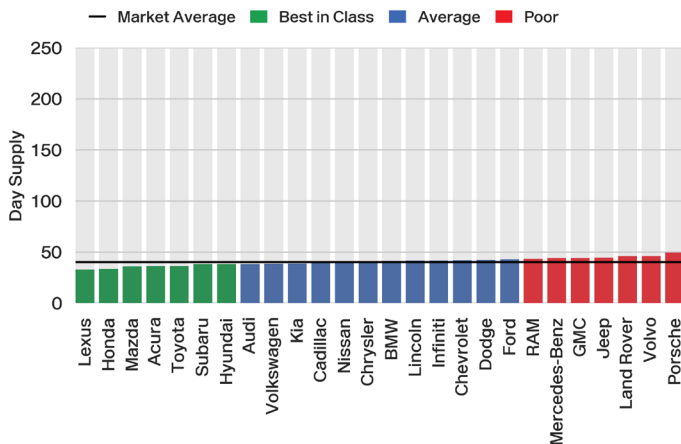
**NEW NON-EV Day Supply**



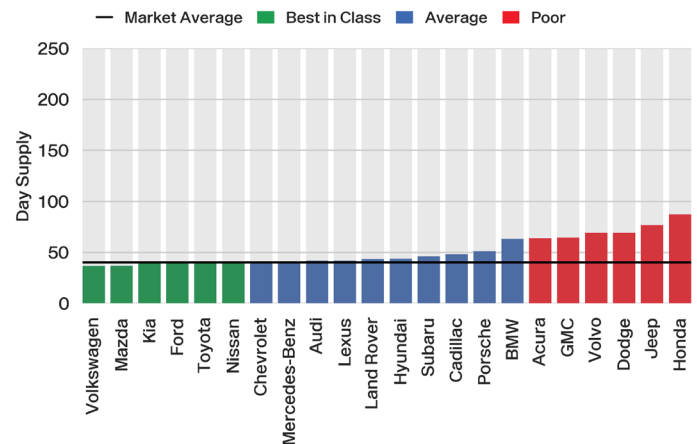
**NEW EV Day Supply**



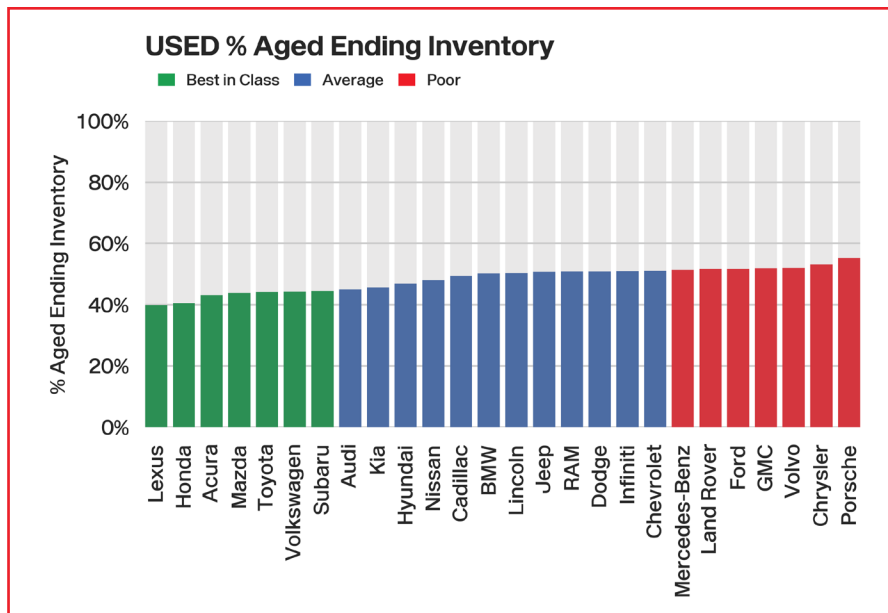
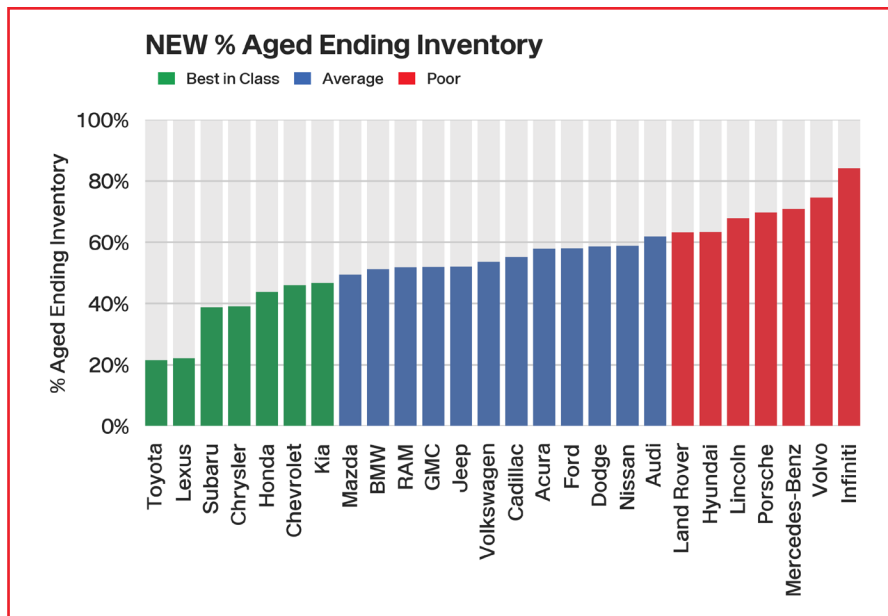
**USED NON-EV Day Supply**



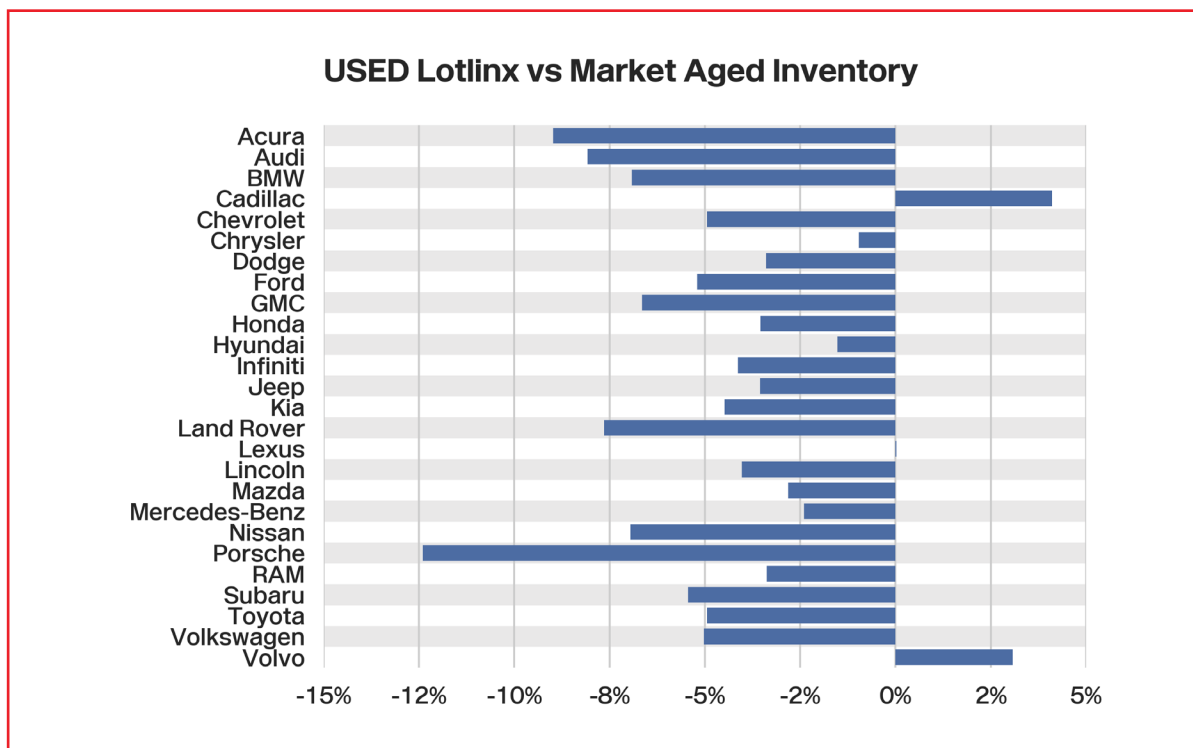
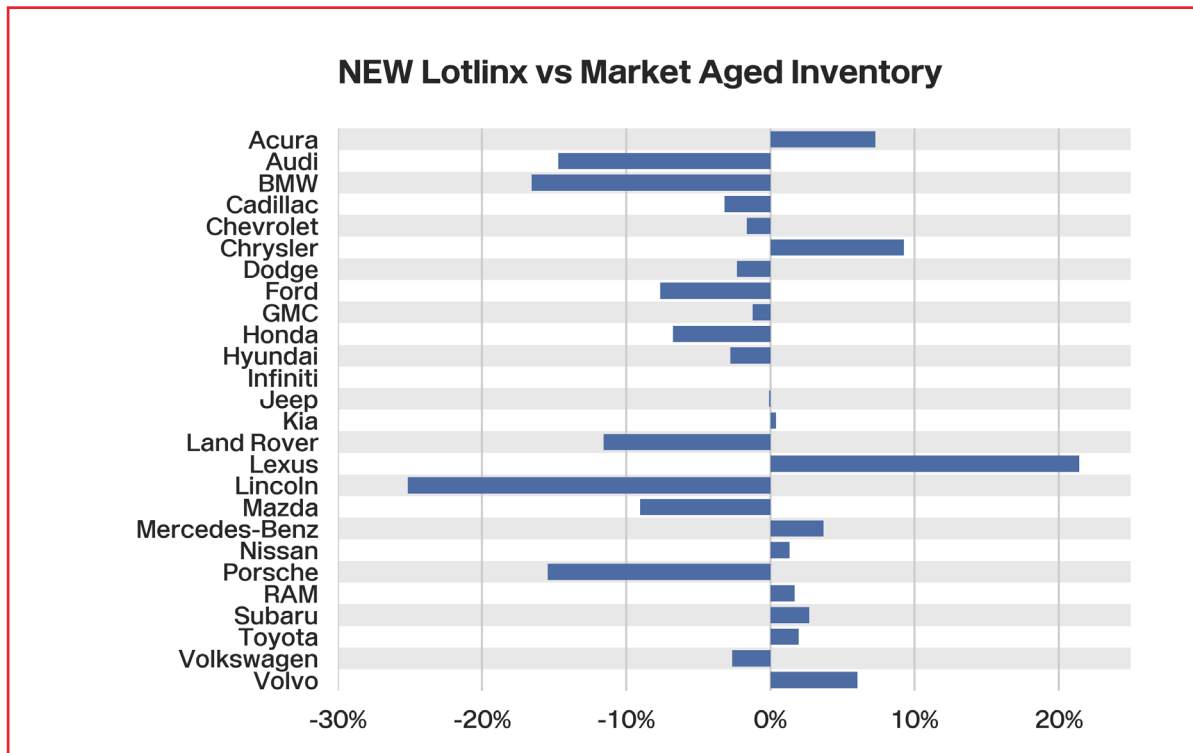
**USED EV Day Supply**



- › New aged ending inventory increased by 1% QoQ while used increased by 7% to 53% and 49% respectively.
- › New aged inventory increased by 3% YoY while used increased by 1%.



- On average, Lotlinx customers had 6% less aged inventory than the rest of the market for new and 5% less for used vehicles.
- 63% of new vehicle brands and 89% of used vehicle brands outperformed the market as Lotlinx customers.



\* Negative values indicate Lotlinx out performing the market

- New vehicle sales saw a 7% increase QoQ with EV sales falling while ICE and hybrids saw a 7% increase.
- Day supply saw a 4 day decrease QoQ to 61 days, up 1 day YoY.
- The average selling price for new vehicles was relatively flat QoQ, with a 2% price increase for gasoline cars as opposed to a 2% price drop for EVs.

## NEW

**+7%** (QoQ)  
Sales Volume  
Change

**-4 Days** (QoQ)  
**+1 Days** (YoY)  
**61 Day Supply**

**+1%** (QoQ)  
**+3%** (YoY)  
**53% Aged Inventory**  
Over 45 Days Ending  
6/30/2025

**-5%** (QoQ)  
**+1%** (YoY)  
**41% Aged Sales**  
Over 45 Days as of  
6/30/2025

**-5%** (QoQ)  
**+5%** (YoY)  
**51% Carryover**  
Over 45 Days as of  
4/1/2025

**+1%** (QoQ)  
**+1%** (YoY)  
**\$43,924 Price**  
Avg Last Listed

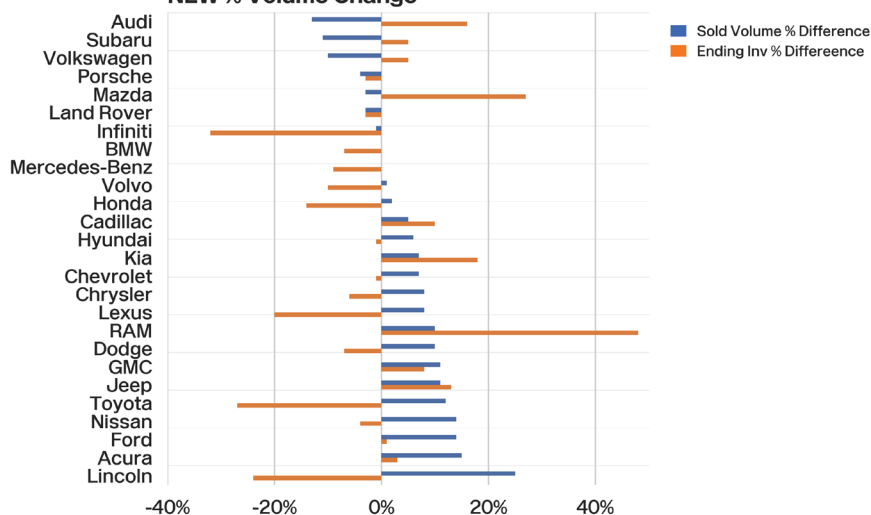
**NC** (QoQ)  
**-5% Markdown**  
Price Reduction

**-3%** (QoQ)  
**25% Sold**  
With Markdown

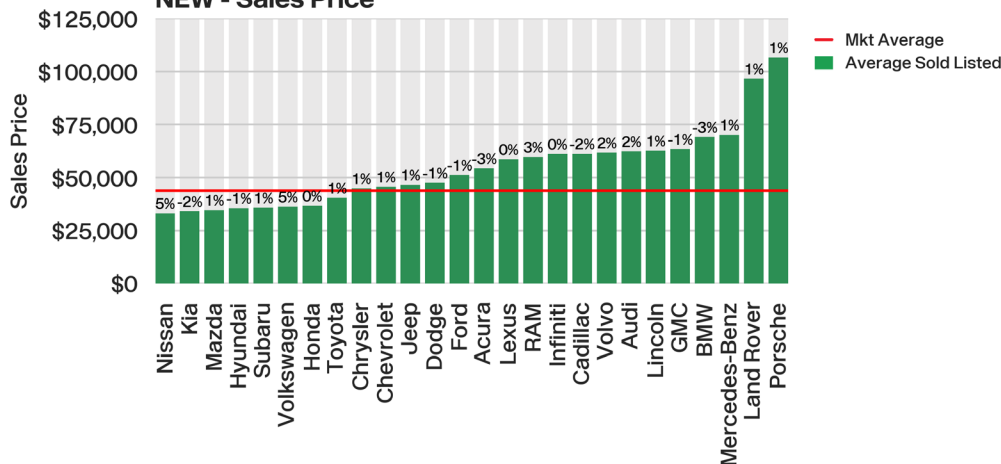
**-2%** (QoQ)  
**-8%** (YoY)  
**47% of Listings**  
Not Viewed

**+8%** (QoQ)  
**Demand**  
Change

NEW % Volume Change



NEW - Sales Price



- › Used vehicle saw a minimal 1% increase in sales volume QoQ, accompanied by a 4% rise in the overall list price of sold units.
- › Aged ending inventory for used vehicles saw a significant increase of 7% to 49%.
- › Ending inventory sits at an average price of \$28,888, nearly \$2,000 above the average list price for sales in Q2.

## USED INVENTORY

**+1%** (QoQ)  
Sales Volume  
Change

**+2 Day**  
(QoQ)  
**+2 Days**  
(YoY)  
40 Day Supply

**+7%** (QoQ)  
**+1%** (YoY)  
**49% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**NC** (YoY)  
**43% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-6%** (QoQ)  
**-1%** (YoY)  
**43% Carryover**  
Over 30 Days as of  
4/1/2025

**+4%** (QoQ)  
**NC** (YoY)  
**\$26,963 Price**  
Avg Last Listed

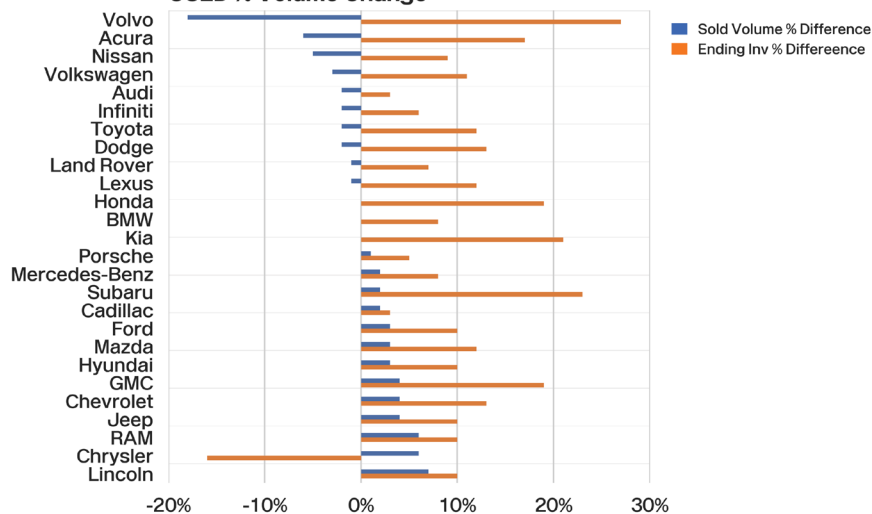
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**-2%** (QoQ)  
**41% Sold**  
With Markdown

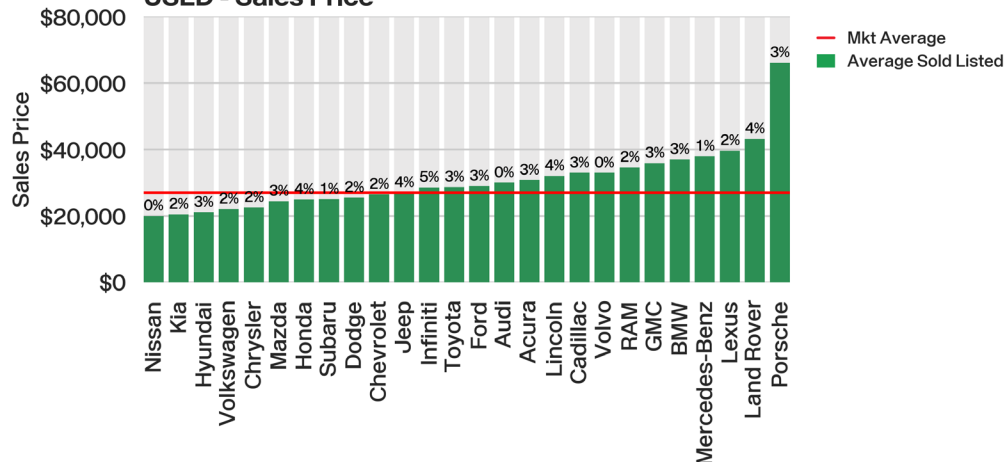
**+1%** (QoQ)  
**-5%** (YoY)  
**42% of Listings**  
Not Viewed

**-5%** (QoQ)  
**Demand**  
Change

USED % Volume Change



USED - Sales Price

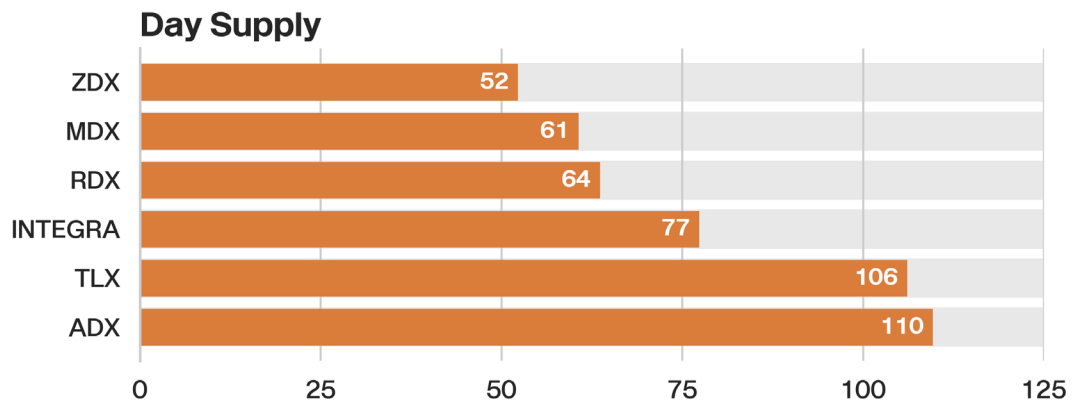




- › Acura started the quarter off with the largest decrease in carryover, down 17% to 40%.
- › The ADX had a strong first full quarter, making up 10% of Acura's quarterly sales.
- › Acura saw the largest decrease in EV inventory QoQ, down 58%.

### NEW

<b>+15%</b> (QoQ) Sales Volume Change	<b>+5 Days</b> (QoQ) <b>+8 Days</b> (YoY) 70 Day Supply	<b>+19%</b> (QoQ) <b>+9%</b> (YoY) 60% Aged Inventory Over 45 Days Ending 6/30/2025	<b>-8%</b> (QoQ) <b>-5%</b> (YoY) 44% Aged Sales Over 45 Days as of 6/30/2025	<b>-17%</b> (QoQ) <b>-11%</b> (YoY) 40% Carryover Over 45 Days as of 4/1/2025
<b>-3%</b> (QoQ) <b>+2%</b> (YoY) \$54,400 Price Avg Last Listed	<b>NC</b> (QoQ) <b>-4% Markdown</b> Price Reduction	<b>+1%</b> (QoQ) 4% Sold With Markdown	<b>-6%</b> (QoQ) <b>-7%</b> (YoY) 42% of Listings Not Viewed	<b>-6%</b> (QoQ) Demand Change







› All metrics move in line with the market.

## USED

**-6%** (QoQ)  
**Sales Volume**  
Change

**+2 Days** (QoQ)  
**NC Days** (YoY)  
**37 Day Supply**

**+5%** (QoQ)  
**-2%** (YoY)  
**43% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-4%** (QoQ)  
**-3%** (YoY)  
**39% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-6%** (QoQ)  
**-3%** (YoY)  
**40% Carryover**  
Over 30 Days as of  
4/1/2025

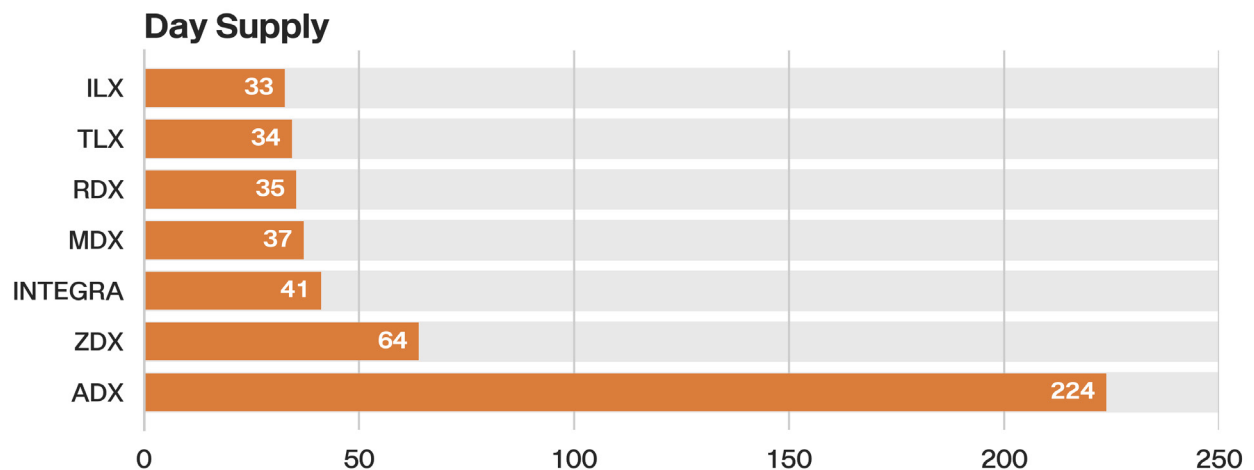
**+3%** (QoQ)  
**+1%** (YoY)  
**\$30,800 Price**  
Avg Last Listed

**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**-3%** (QoQ)  
**40% Sold**  
With Markdown

**-1%** (QoQ)  
**-7%** (YoY)  
**39% of Listings**  
Not Viewed

**-6%** (QoQ)  
**Demand**  
Change

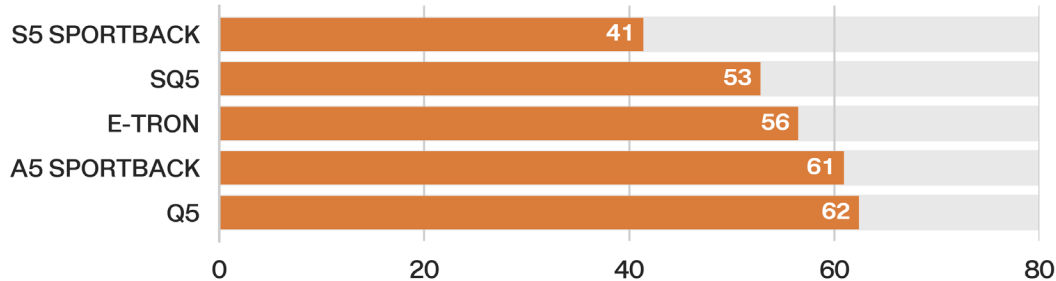


- › Audi saw the largest decrease in sales QoQ, down 13% driven by the Q5 seeing the largest decrease in the market of 32%.
- › Audi started the quarter off with the largest increase in carryover, up 6% to 60%.
- › The RS 3 saw sales rebound with deliveries of the 2025 model year, selling for an average list price of \$71,665.

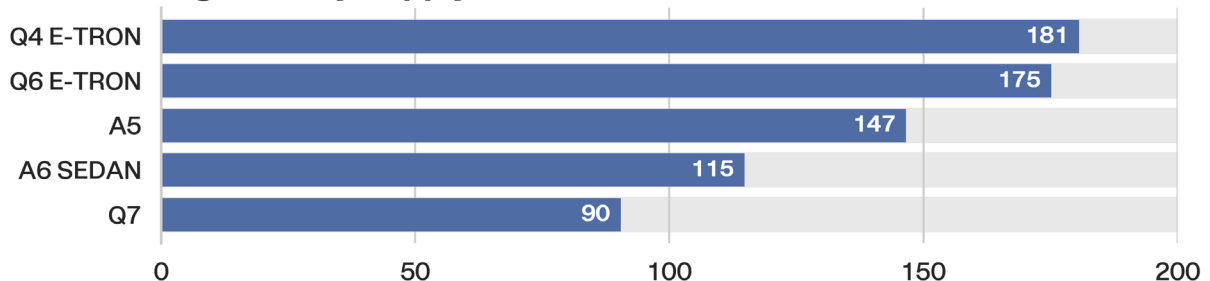
## NEW

<b>-13%</b> (QoQ) <b>Sales Volume</b> Change	<b>+11 Days</b> (QoQ) <b>+12 Days</b> (YoY) <b>88 Day Supply</b>	<b>+3%</b> (QoQ) <b>+12%</b> (YoY) <b>63% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-5%</b> (QoQ) <b>+8%</b> (YoY) <b>58% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>+6%</b> (QoQ) <b>+15%</b> (YoY) <b>60% Carryover</b> Over 45 Days as of 4/1/2025
<b>+2%</b> (QoQ) <b>NC</b> (YoY) <b>\$62,365 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-8%</b> (QoQ) <b>21% Sold</b> With Markdown	<b>+5%</b> (QoQ) <b>-5%</b> (YoY) <b>36% of Listings</b> Not Viewed	<b>-11%</b> (QoQ) <b>Demand</b>

### Lowest Day Supply



### Highest Day Supply

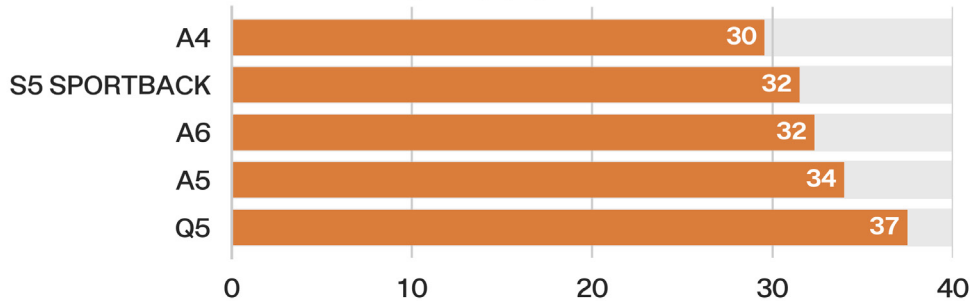


- › The E-Tron had one of the largest increases in sales, up 77% QoQ.
- › Audi saw the largest decrease in list price of EV inventory, down 18% QoQ to \$33,998.

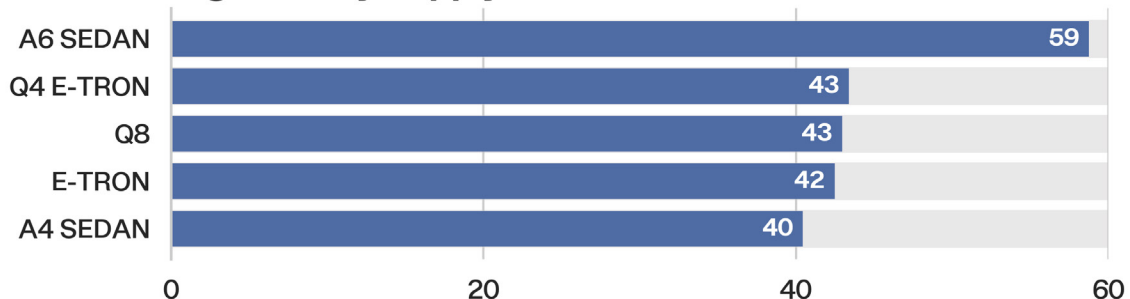
## USED

<b>-2%</b> (QoQ) <b>Sales Volume</b> Change	<b>+1 Days</b> (QoQ) <b>+1 Days</b> (YoY) <b>38 Day Supply</b>	<b>+2%</b> (QoQ) <b>NC</b> (YoY) <b>45% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-1%</b> (QoQ) <b>NC</b> (YoY) <b>43% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-2%</b> (QoQ) <b>NC</b> (YoY) <b>45% Carryover</b> Over 30 Days as of 4/1/2025
<b>NC</b> (QoQ) <b>-6%</b> (YoY) <b>\$30,000 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-3%</b> (QoQ) <b>41% Sold</b> With Markdown	<b>+1%</b> (QoQ) <b>-2%</b> (YoY) <b>39% of Listings</b> Not Viewed	<b>NC</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply



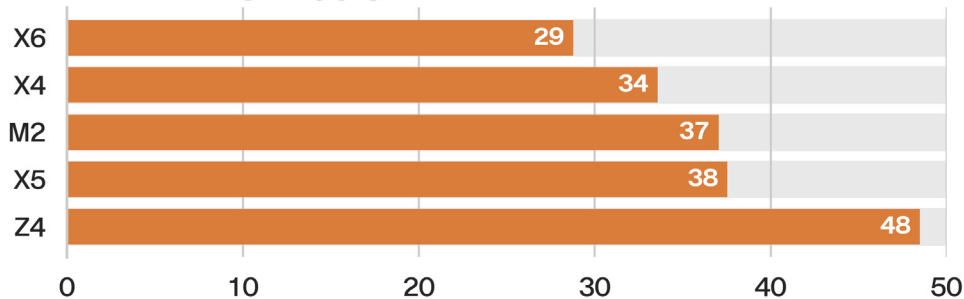


- › The I7 had the largest increase in percent of inventory not seen daily QoQ, up 15% to 53%.
- › X3 sales recovered and resumed as BMW's best selling model after supply constraints in Q1 caused sales to fall.

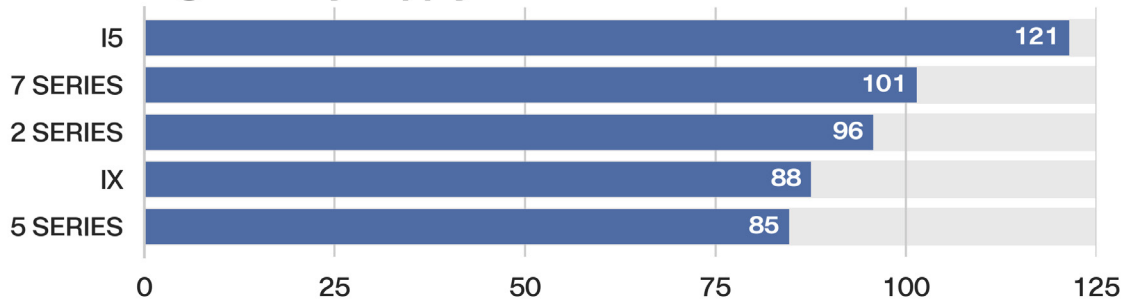
## NEW

<b>NC</b> (QoQ) Sales Volume Change	<b>+1 Days</b> (QoQ) <b>-2 Days</b> (YoY) 62 Day Supply	<b>+6%</b> (QoQ) <b>+3%</b> (YoY) 57% Aged Inventory Over 45 Days Ending 6/30/2025	<b>-2%</b> (QoQ) <b>+5%</b> (YoY) 45% Aged Sales Over 45 Days as of 6/30/2025	<b>-4%</b> (QoQ) <b>+2%</b> (YoY) 46% Carryover Over 45 Days as of 4/1/2025
<b>-3%</b> (QoQ) <b>-2%</b> (YoY) \$69,175 Price Avg Last Listed	<b>+1%</b> (QoQ) -2% Markdown Price Reduction	<b>+1%</b> (QoQ) 6% Sold With Markdown	<b>+4%</b> (QoQ) <b>-6%</b> (YoY) 42% of Listings Not Viewed	<b>NC</b> (QoQ) Demand Change

### Lowest Day Supply



### Highest Day Supply





› The I5 had the largest percent of inventory over the 30 days on lot at 73%.

## USED

**NC** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**+2 Days** (YoY)  
**42 Day Supply**

**+3%** (QoQ)  
**+1%** (YoY)  
**50% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**NC** (YoY)  
**42% Aged Sales**  
Over 30 Days as of  
6/30/2025

**NC** (QoQ)  
**+5%** (YoY)  
**49% Carryover**  
Over 30 Days as of  
4/1/2025

**+3%** (QoQ)  
**+1%** (YoY)  
**\$36,998 Price**  
Avg Last Listed

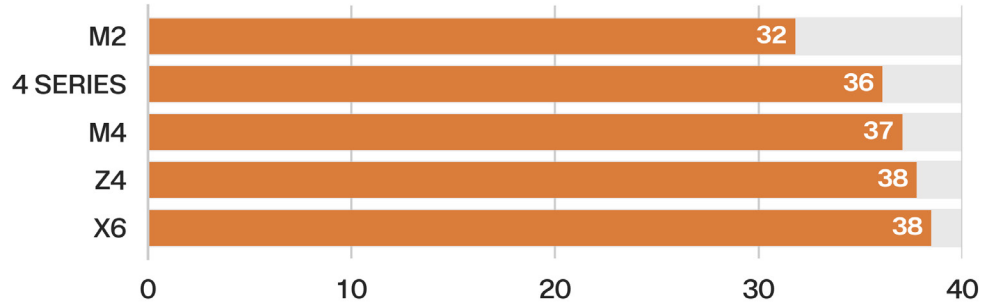
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**-2%** (QoQ)  
**43% Sold**  
With Markdown

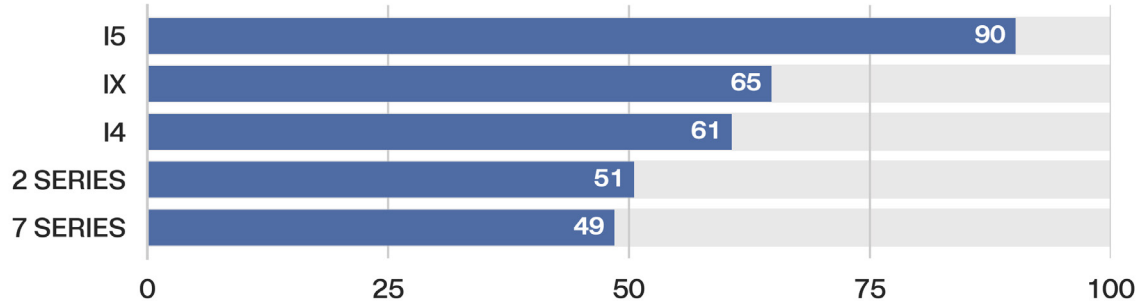
**+1%** (QoQ)  
**-3%** (YoY)  
**38% of Listings**  
Not Viewed

**-2%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply

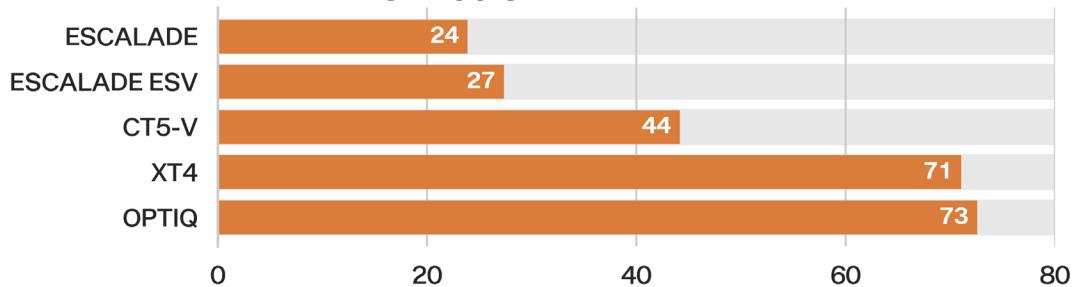


- › The Vistiq debuted, making up 4% of Cadillac's quarterly sales.
- › Cadillac saw the largest increase in carryover YoY, up 29% to 61%.
- › The XT4 saw the largest decrease in inventory not seen daily QoQ, down 18% to 46%.

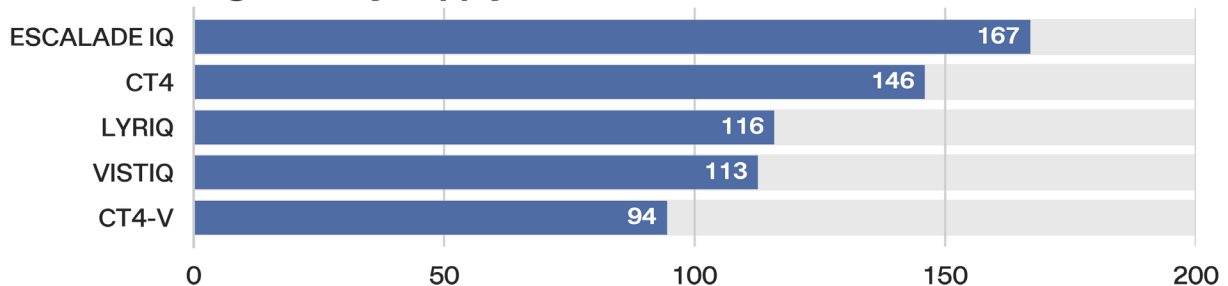
## NEW

<b>+5%</b> (QoQ) <b>Sales Volume</b> Change	<b>-1 Days</b> (QoQ) <b>+4 Days</b> (YoY) <b>76 Day Supply</b>	<b>-5%</b> (QoQ) <b>+2%</b> (YoY) <b>55% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-2%</b> (QoQ) <b>+9%</b> (YoY) <b>47% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>+5%</b> (QoQ) <b>+29%</b> (YoY) <b>61% Carryover</b> Over 45 Days as of 4/1/2025
<b>-2%</b> (QoQ) <b>+2%</b> (YoY) <b>\$61,165 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-3% Markdown</b> Price Reduction	<b>-1%</b> (QoQ) <b>17% Sold</b> With Markdown	<b>-5%</b> (QoQ) <b>-6%</b> (YoY) <b>52% of Listings</b> Not Viewed	<b>+3%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply



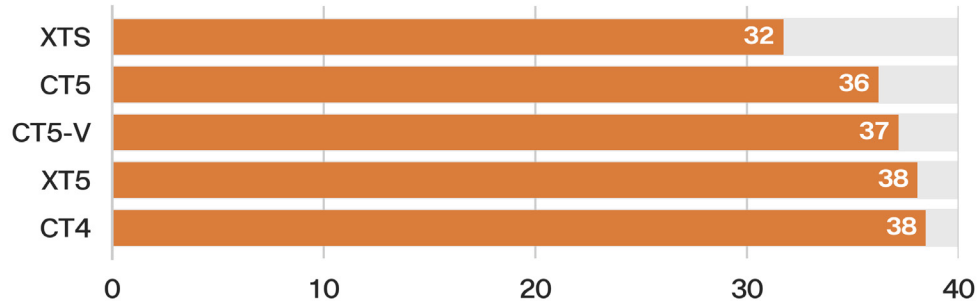


› All metrics move in line with the market.

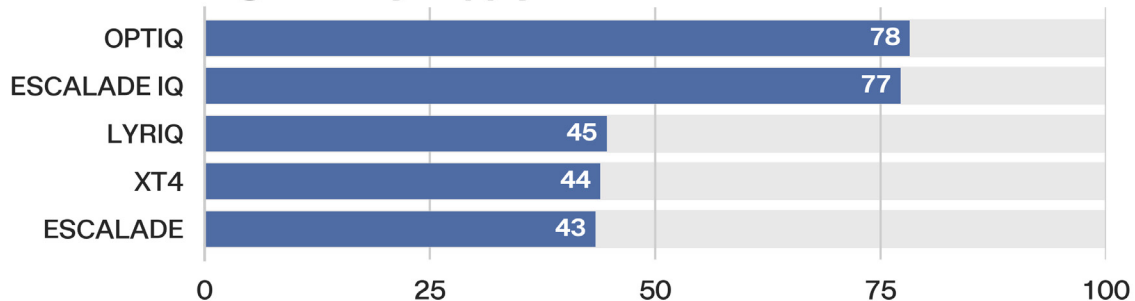
## USED

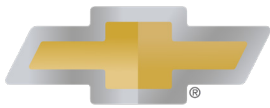
<b>+2%</b> (QoQ) <b>Sales Volume</b> Change	<b>+1 Days</b> (QoQ) <b>NC Days</b> (YoY) <b>40 Day Supply</b>	<b>+6%</b> (QoQ) <b>+1%</b> (YoY) <b>50% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-1%</b> (QoQ) <b>-2%</b> (YoY) <b>44% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-3%</b> (QoQ) <b>-2%</b> (YoY) <b>45% Carryover</b> Over 30 Days as of 4/1/2025
<b>+3%</b> (QoQ) <b>-2%</b> (YoY) <b>\$32,982 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-4% Markdown</b> Price Reduction	<b>-2%</b> (QoQ) <b>39% Sold</b> With Markdown	<b>+1%</b> (QoQ) <b>-1%</b> (YoY) <b>46% of Listings</b> Not Viewed	<b>NC</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply





## CHEVROLET

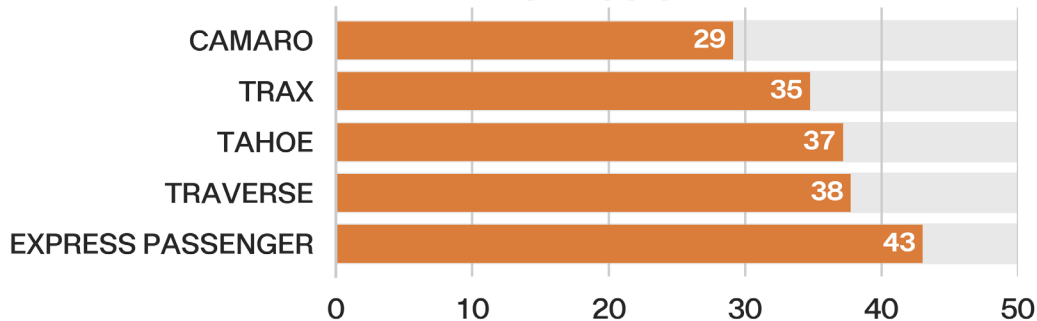
Q2 2025

- › The Silverado EV saw the largest decrease in inventory list price QoQ, down 8%.
- › The 2026 model year Corvette release in July caused a market high increase in inventory list price, up 25% QoQ.
- › The Blazer EV ended the quarter with the highest percent of inventory with a markdown at 71%.
- › Led by a 64% jump in Equinox EV sales and a 27% rise for the Blazer EV, Chevrolet posted a 43% QoQ

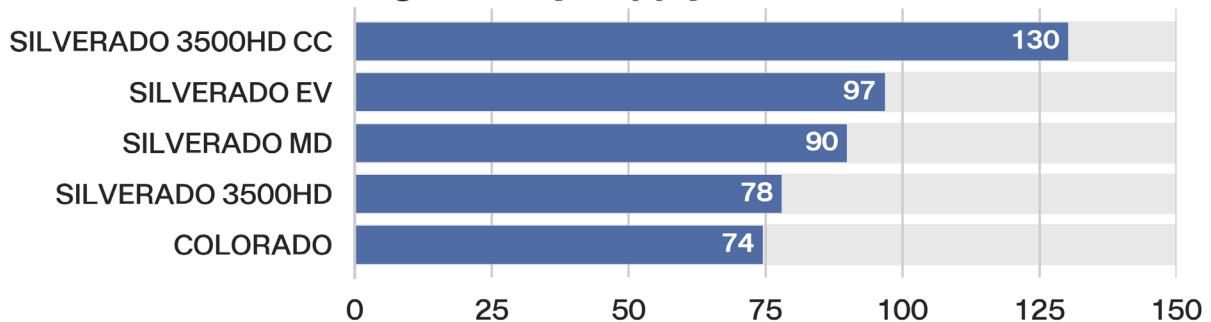
### NEW

<b>+7%</b> (QoQ) <b>Sales Volume</b> Change	<b>-8 Day</b> (QoQ) <b>NC Days</b> (YoY) <b>59 Day Supply</b>	<b>-5%</b> (QoQ) <b>NC</b> (YoY) <b>46% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-6%</b> (QoQ) <b>+4%</b> (YoY) <b>45% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-5%</b> (QoQ) <b>+8%</b> (YoY) <b>52% Carryover</b> Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>+1%</b> (YoY) <b>\$45,695 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-3%</b> (QoQ) <b>34% Sold</b> With Markdown	<b>-2%</b> (QoQ) <b>-1%</b> (YoY) <b>48% of Listings</b> Not Viewed	<b>+14%</b> (QoQ) <b>Demand</b>

#### Lowest Day Supply



#### Highest Day Supply



- › The Silverado EV had one of the largest increases in sales, more than doubling QoQ as it saw a market high decrease in list price of sold units, down 22% to \$55,050.
- › The Equinox EV had the highest day supply in the market of 96 days, up 2 days QoQ.

## USED

**+4%** (QoQ)  
Sales Volume  
Change

**+2 Day** (QoQ)  
**+3 Days** (YoY)  
42 Day Supply

**+7%** (QoQ)  
**+2%** (YoY)  
51% Aged Inventory  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**NC** (YoY)  
44% Aged Sales  
Over 30 Days as of  
6/30/2025

**-6%** (QoQ)  
**NC** (YoY)  
46% Carryover  
Over 30 Days as of  
4/1/2025

**+2%** (QoQ)  
**-2%** (YoY)  
\$26,461 Price  
Avg Last Listed

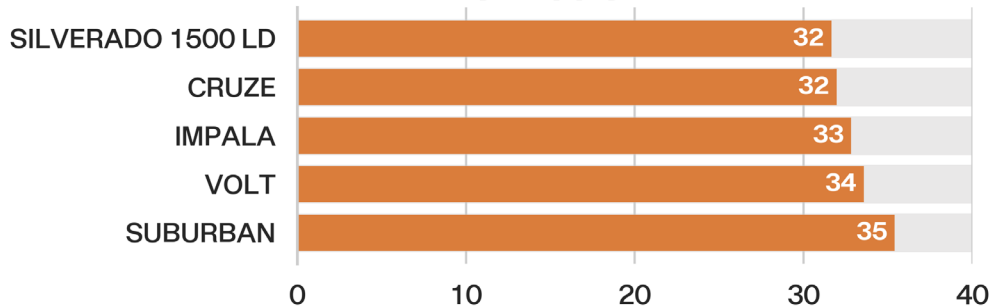
**+1%** (QoQ)  
-5% Markdown  
Price Reduction

**-3%** (QoQ)  
39% Sold  
With Markdown

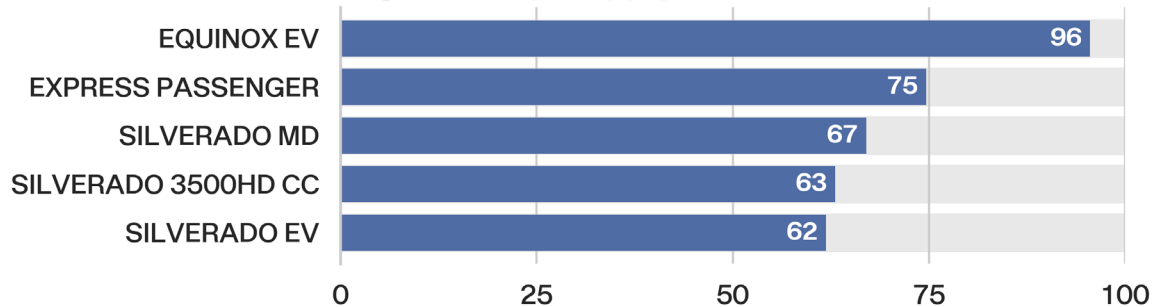
**+2%** (QoQ)  
**-4%** (YoY)  
45% of Listings  
Not Viewed

**-4%** (QoQ)  
Demand  
Change

### Lowest Day Supply



### Highest Day Supply





- › Chrysler had the largest decrease in day supply YoY, down 36 days to 56 days.
- › Chrysler also saw a market high decrease in aged inventory QoQ, down 12% to 39% and 22% decrease YoY.

### NEW

**+8%** (QoQ)  
**Sales Volume**  
Change

**-11 Days** (QoQ)  
**-36 Days** (YoY)  
**56 Day Supply**

**-12%** (QoQ)  
**-22%** (YoY)  
**39% Aged Inventory**  
Over 45 Days Ending  
6/30/2025

**+3%** (QoQ)  
**-18%** (YoY)  
**48% Aged Sales**  
Over 45 Days as of  
6/30/2025

**+4%** (QoQ)  
**-16%** (YoY)  
**53% Carryover**  
Over 45 Days as of  
4/1/2025

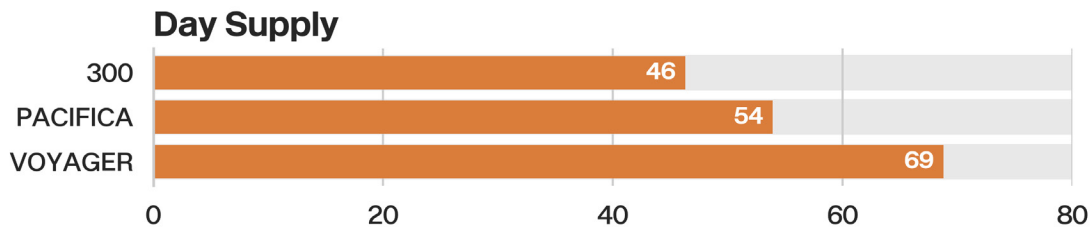
**+1%** (QoQ)  
**-3%** (YoY)  
**\$44,874 Price**  
Avg Last Listed

**+1%** (QoQ)  
**-5% Markdown**

**-10%** (QoQ)  
**26% Sold**  
With Markdown

**-4%** (QoQ)  
**-18%** (YoY)  
**40% of Listings**  
Not Viewed

**+21%** (QoQ)  
**Demand**





- › Chrysler was the only brand to see inventory levels fall QoQ, down 16%.
- › Chrysler was also the only brand to see average list price of inventory fall YoY, down 6% to \$22,500.

### USED

**+6%** (QoQ)  
Sales Volume  
Change

**NC** Days  
(QoQ)  
**+4 Day**  
(YoY)  
**40 Day Supply**

**+11%** (QoQ)  
**+8%** (YoY)  
**54% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**+2%** (QoQ)  
**+5%** (YoY)  
**48% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-11%** (QoQ)  
**NC** (YoY)  
**44% Carryover**  
Over 30 Days as of  
4/1/2025

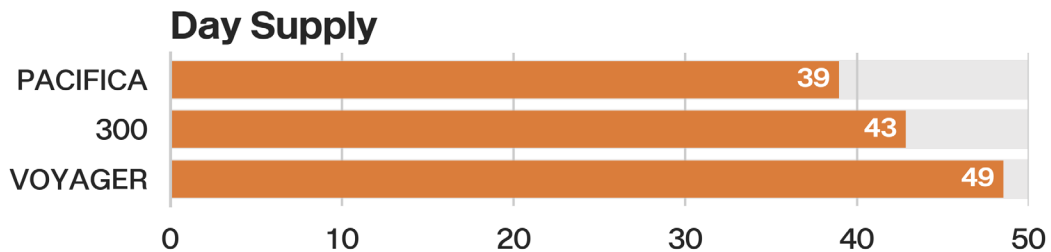
**+2%** (QoQ)  
**-6%** (YoY)  
**\$22,500 Price**  
Avg Last Listed

**+1%** (QoQ)  
**-6% Markdown**  
Price Reduction

**-5%** (QoQ)  
**32% Sold**  
With Markdown

**+1%** (QoQ)  
**-2%** (YoY)  
**46% of Listings**  
Not Viewed

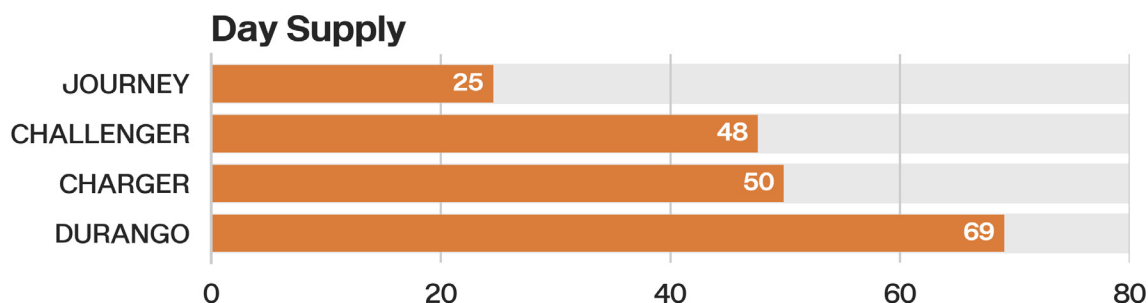
**+1%** (QoQ)  
**Demand**  
Change



- > Dodge saw the largest increase in last list price of sold units YoY, up 12% to \$47,5061 driven by a 13% drop in the Charger Daytona.
- > Dodge had the largest decrease in aged sold units YoY, down 24% to 57%.

## NEW

<b>+10%</b> (QoQ) <b>Sales Volume</b> Change	<b>-7 Days</b> (QoQ) <b>-13 Days</b> (YoY) <b>81 Day Supply</b>	<b>+4%</b> (QoQ) <b>-15%</b> (YoY) <b>62% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-5%</b> (QoQ) <b>-24%</b> (YoY) <b>57% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-15%</b> (QoQ) <b>-27%</b> (YoY) <b>56% Carryover</b> Over 45 Days as of 4/1/2025
<b>-1%</b> (QoQ) <b>+12%</b> (YoY) <b>\$47,506 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-8% Markdown</b> Price Reduction	<b>-1%</b> (QoQ) <b>45% Sold</b> With Markdown	<b>-1%</b> (QoQ) <b>-11%</b> (YoY) <b>39% of Listings</b> Not Viewed	<b>+10%</b> (QoQ) <b>Demand</b>





› While Dodge decreased its hybrid day supply by a market high of 22 days QoQ to 66 days, it remains the highest in the market. However, aged inventory fell by a market high of 14% QoQ to 48%.

## USED

**-2%** (QoQ)  
**Sales Volume**  
Change

**+3 Days** (QoQ)  
**+3 Days** (YoY)  
**42 Day Supply**

**+8%** (QoQ)  
**+3%** (YoY)  
**52% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**+1%** (YoY)  
**44% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-9%** (QoQ)  
**-1%** (YoY)  
**45% Carryover**  
Over 30 Days as of  
4/1/2025

**+2%** (QoQ)  
**-2%** (YoY)  
**\$25,477 Price**  
Avg Last Listed

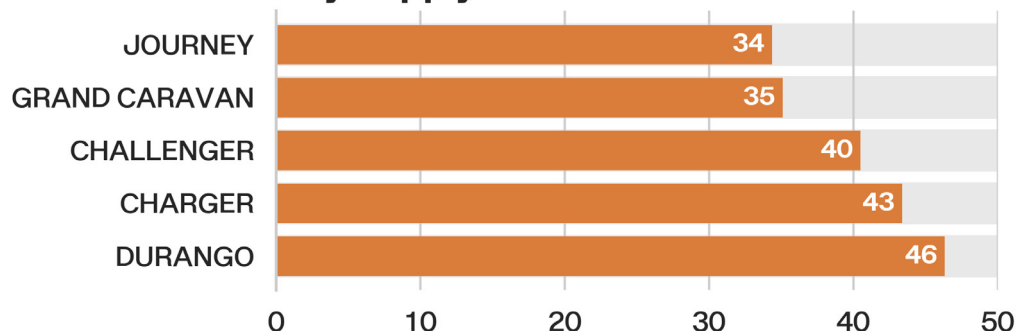
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**NC** (QoQ)  
**33% Sold**  
With Markdown

**+1%** (QoQ)  
**-4%** (YoY)  
**37% of Listings**  
Not Viewed

**-7%** (QoQ)  
**Demand**  
Change

### Day Supply



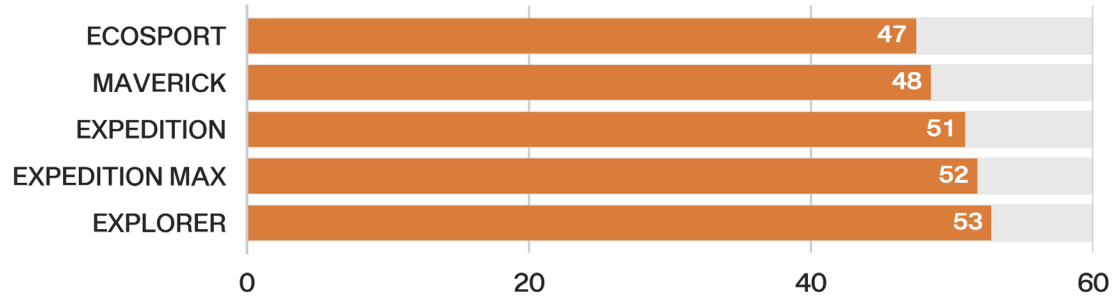


- › The Expedition saw a market high decrease in units sold with a markdown QoQ, down 32% to 31%.
- › Ford saw the largest increase in sold hybrid units QoQ, up 36%, lowering aged inventory by a market high of 15% to 51%.

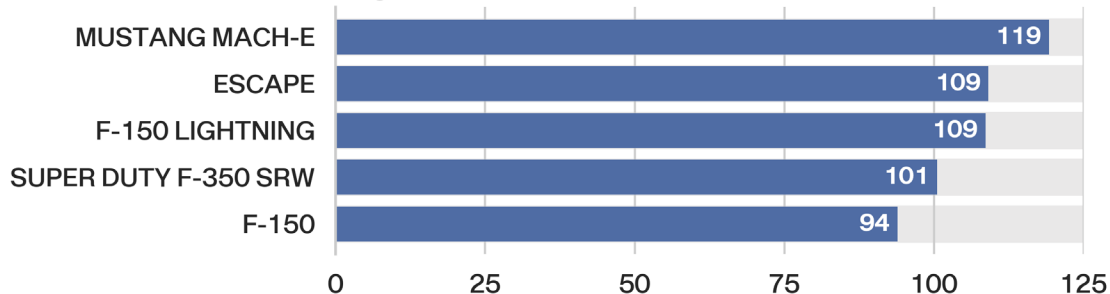
## NEW

<b>+14%</b> (QoQ) Sales Volume Change	<b>-17 Days</b> (QoQ) <b>NC Days</b> (YoY) <b>83 Day Supply</b>	<b>-8%</b> (QoQ) <b>NC</b> (YoY) <b>58% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-9%</b> (QoQ) <b>+6%</b> (YoY) <b>58% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>+2%</b> (QoQ) <b>+12%</b> (YoY) <b>66% Carryover</b> Over 45 Days as of 4/1/2025
<b>-1%</b> (QoQ) <b>NC</b> (YoY) <b>\$51,203 Price</b> Avg Last Listed	<b>-1%</b> (QoQ) <b>-6% Markdown</b> Price Reduction	<b>-6%</b> (QoQ) <b>36% Sold</b> With Markdown	<b>-4%</b> (QoQ) <b>-10%</b> (YoY) <b>48% of Listings</b> Not Viewed	<b>+22%</b> (QoQ) <b>Demand</b>

### Lowest Day Supply



### Highest Day Supply



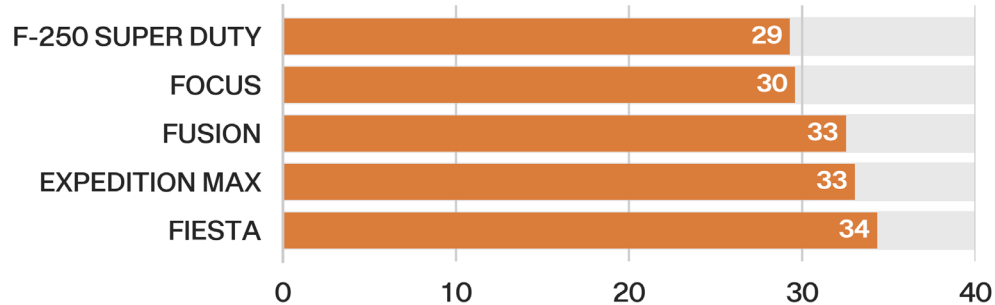


➤ Ford saw the largest increase in Hybrid inventory list price, up 12% to \$32,499.

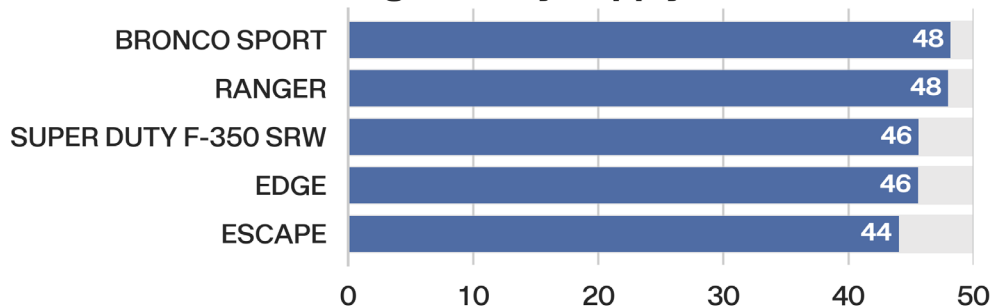
## USED

<b>+3%</b> (QoQ) Sales Volume Change	<b>+2 Days</b> (QoQ) <b>+1 Days</b> (YoY) <b>43 Day Supply</b>	<b>+6%</b> (QoQ) <b>+2%</b> (YoY) <b>52% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-3%</b> (QoQ) <b>-2%</b> (YoY) <b>44% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-8%</b> (QoQ) <b>-3%</b> (YoY) <b>47% Carryover</b> Over 30 Days as of 4/1/2025
<b>+3%</b> (QoQ) <b>-3%</b> (YoY) <b>\$28,992 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-2%</b> (QoQ) <b>37% Sold</b> With Markdown	<b>NC</b> (QoQ) <b>-5%</b> (YoY) <b>45% of Listings</b> Not Viewed	<b>-4%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply

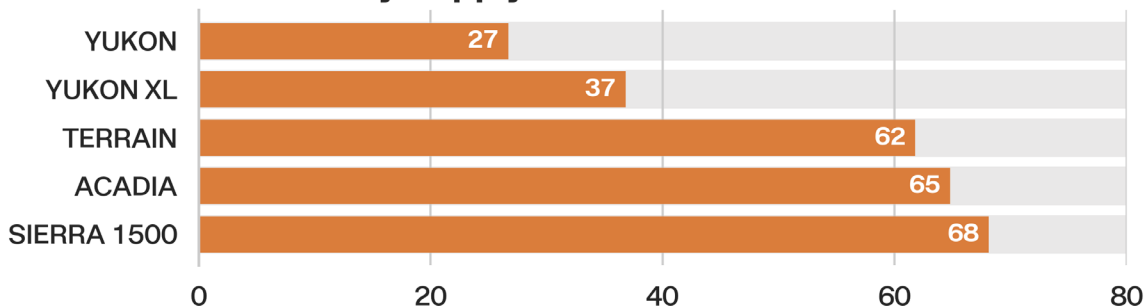


- › The Acadia had a strong performance, increasing sales by 22% QoQ.
- › The 2025 Terrain model year released in Q2, replenishing inventory with a 4% increase in list price to continue small gains in sales volumes.

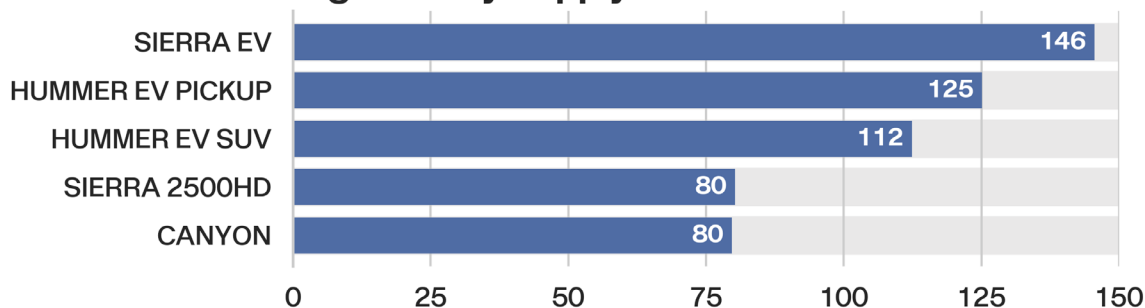
### NEW

<b>+ 11%</b> (QoQ) <b>Sales Volume</b> Change	<b>-1 Days</b> (QoQ) <b>+1 Days</b> (YoY) <b>68 Day Supply</b>	<b>+5%</b> (QoQ) <b>+4%</b> (YoY) <b>53% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-8%</b> (QoQ) <b>+2%</b> (YoY) <b>45% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-10%</b> (QoQ) <b>+7%</b> (YoY) <b>48% Carryover</b> Over 45 Days as of 4/1/2025
<b>-1%</b> (QoQ) <b>NC</b> (YoY) <b>\$63,454 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-5%</b> (QoQ) <b>38% Sold</b> With Markdown	<b>+2%</b> (QoQ) <b>-1%</b> (YoY) <b>43% of Listings</b> Not Viewed	<b>+2%</b> (QoQ) <b>Demand</b> Change

#### Lowest Day Supply



#### Highest Day Supply



➤ GMC saw a market high increase in EV sales QoQ of over 50%.

### USED

**+4%** (QoQ)  
Sales Volume  
Change

**+4 Day** (QoQ)  
**+4 Days** (YoY)  
44 Day Supply

**+8%** (QoQ)  
**+3%** (YoY)  
52% Aged Inventory  
Over 30 Days Ending  
6/30/2025

**NC** (QoQ)  
**NC** (YoY)  
45% Aged Sales  
Over 30 Days as of  
6/30/2025

**-4%** (QoQ)  
**-1%** (YoY)  
46% Carryover  
Over 30 Days as of  
4/1/2025

**+3%** (QoQ)  
**NC** (YoY)  
\$35,900 Price  
Avg Last Listed

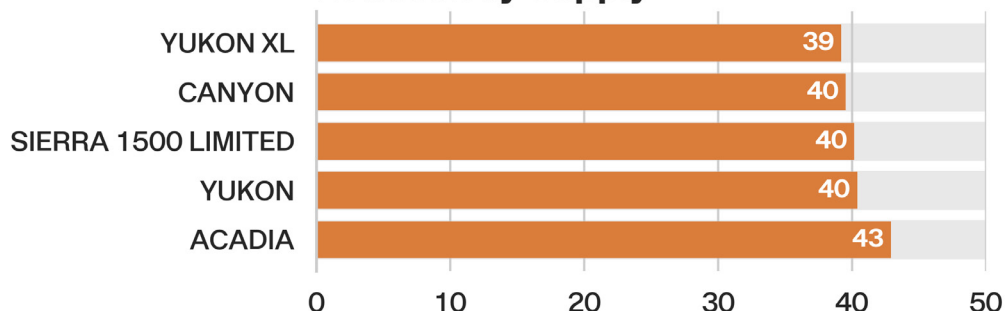
**NC** (QoQ)  
-4% Markdown  
Price Reduction

**-1%** (QoQ)  
41% Sold  
With Markdown

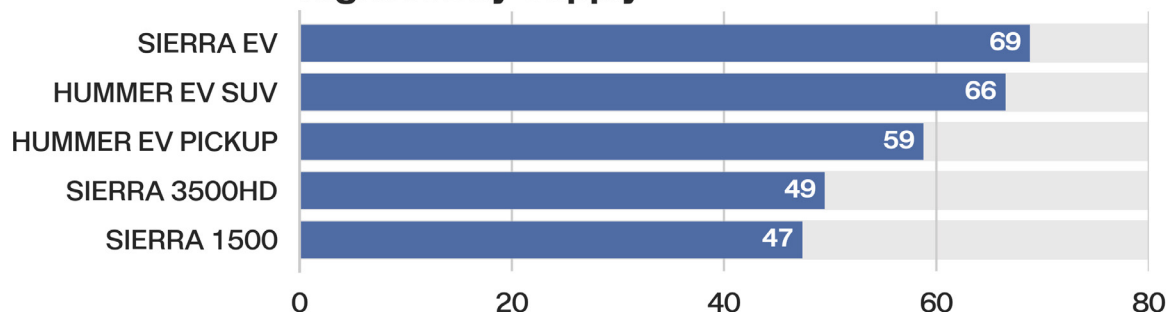
**+4%** (QoQ)  
**-4%** (YoY)  
43% of Listings  
Not Viewed

**-9%** (QoQ)  
Demand  
Change

#### Lowest Day Supply



#### Highest Day Supply



- › The Prologue sales continue to decline by 37% even with a late quarter sales boost. It made up less than 2% of Honda's quarterly sales, causing a 2.5% drop in EV market share QoQ.
- › The Passport saw a 14% increase in list price of sold units as the 2025 model started listing in late February and saw an increase of 27% in sales QoQ.

### NEW

**+2%** (QoQ)  
Sales Volume  
Change

**-3 Days** (QoQ)  
**+6 Days** (YoY)  
46 Day Supply

**+8%** (QoQ)  
**+15%** (YoY)  
46% Aged Inventory  
Over 45 Days Ending  
6/30/2025

**-6%** (QoQ)  
**+5%** (YoY)  
34% Aged Sales  
Over 45 Days as of  
6/30/2025

**-11%** (QoQ)  
**+10%** (YoY)  
37% Carryover  
Over 45 Days as of  
4/1/2025

**NC** (QoQ)  
**+3%** (YoY)  
\$36,775 Price  
Avg Last Listed

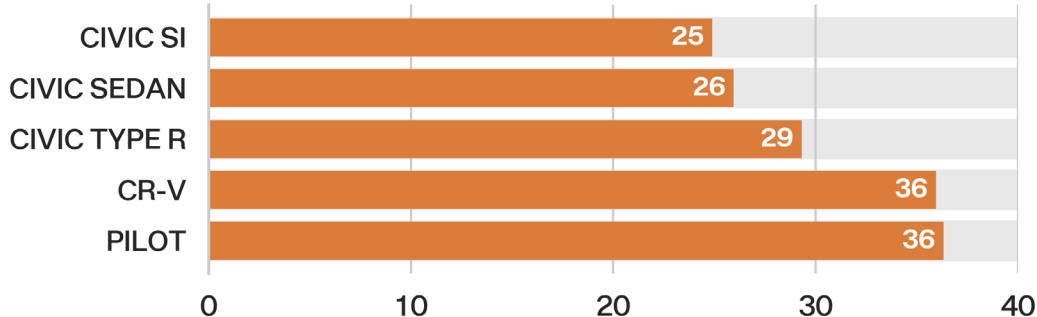
**NC** (QoQ)  
-3% Markdown  
Price Reduction

**NC** (QoQ)  
12% Sold  
With Markdown

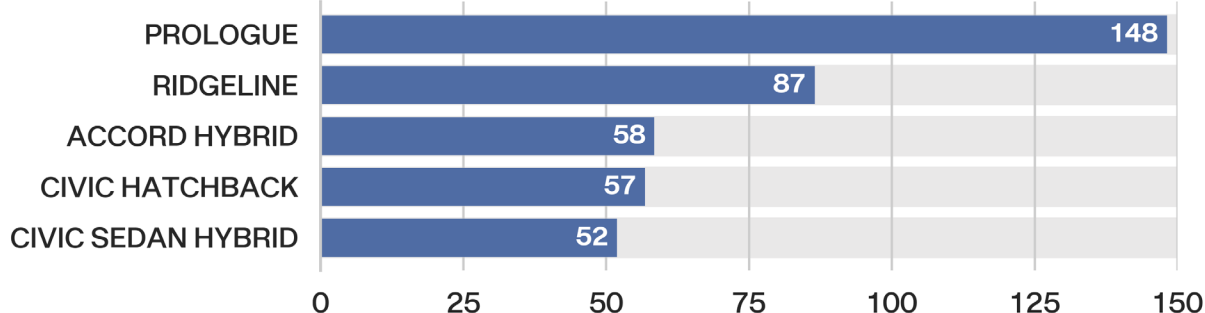
**-2%** (QoQ)  
**-7%** (YoY)  
45% of Listings  
Not Viewed

**+7%** (QoQ)  
Demand  
Change

### Lowest Day Supply



### Highest Day Supply





- The Prologue had the highest increase in units sold with a markdown of 13% QoQ to 48% as day supply increased by a market high of 38 days to 87 days.

## USED

**NC** (QoQ)  
Sales Volume  
Change

**+4%** (QoQ)  
**+2%** (YoY)  
**\$24,950 Price**  
Avg Last Listed

**+3 Days** (QoQ)  
**+2 Days** (YoY)  
**34 Day Supply**

**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**+8%** (QoQ)  
**+1%** (YoY)  
**41% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-3%** (QoQ)  
**40% Sold**  
With Markdown

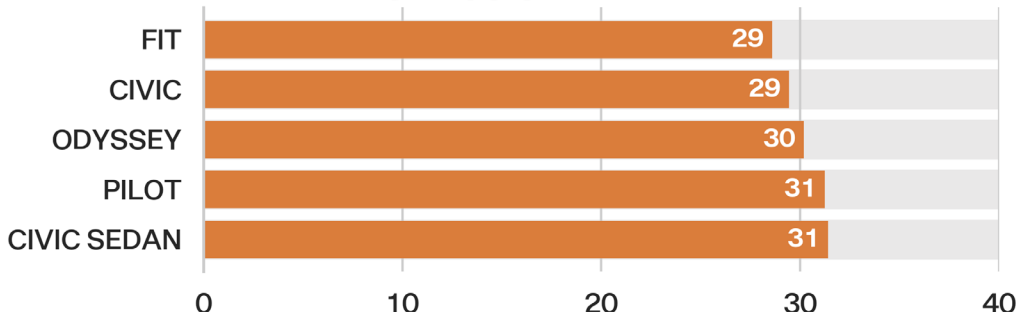
**-3%** (QoQ)  
**-1%** (YoY)  
**36% Aged Sales**  
Over 30 Days as of  
6/30/2025

**+1%** (QoQ)  
**-6%** (YoY)  
**40% of Listings**  
Not Viewed

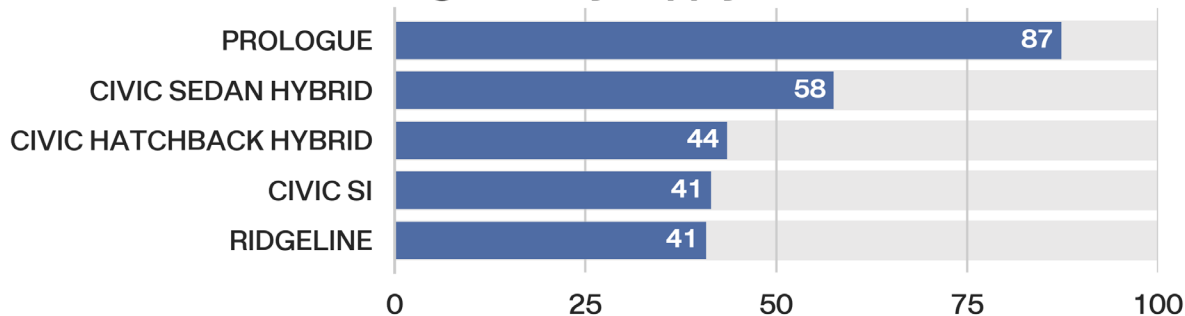
**-8%** (QoQ)  
**-1%** (YoY)  
**34% Carryover**  
Over 30 Days as of  
4/1/2025

**-7%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply

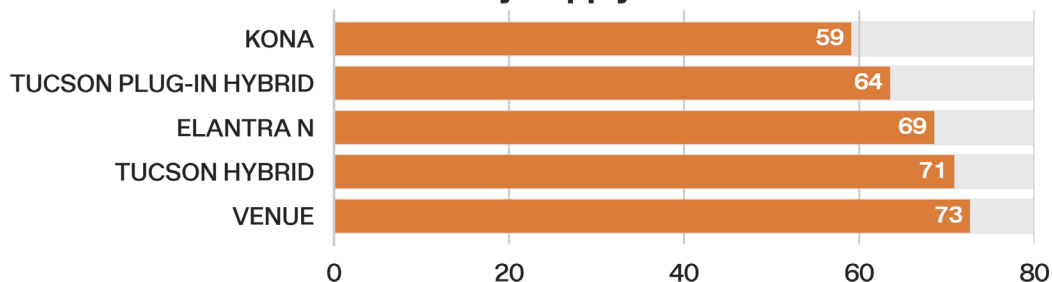


- Hyundai had the largest increase in day supply among hybrids QoQ, up 16 days to 101 days and currently has the highest percentage of hybrid inventory with a markdown at 54%.
- An 18% increase in IONIQ 5 sales drove a 14% QoQ lift in Hyundai's EV sales, with the new IONIQ 9 contributing to the growth after it started listing mid-quarter.

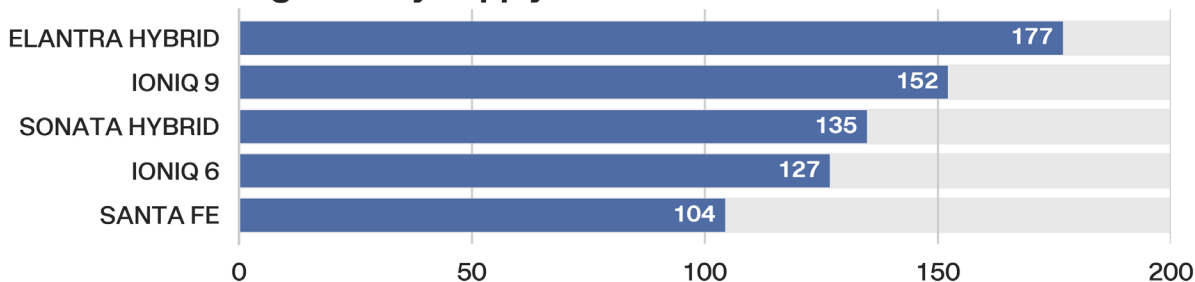
## NEW

<b>+6%</b> (QoQ) <b>Sales Volume</b> Change	<b>-2 Days</b> (QoQ) <b>+22 Days</b> (YoY) <b>89 Day Supply</b>	<b>+8%</b> (QoQ) <b>+14%</b> (YoY) <b>64% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-2%</b> (QoQ) <b>+12%</b> (YoY) <b>58% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-1%</b> (QoQ) <b>+10%</b> (YoY) <b>57% Carryover</b> Over 45 Days as of 4/1/2025
<b>-1%</b> (QoQ) <b>+1%</b> (YoY) <b>\$35,587 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-4% Markdown</b> Price Reduction	<b>-2%</b> (QoQ) <b>41% Sold</b> With Markdown	<b>-1%</b> (QoQ) <b>-6%</b> (YoY) <b>48% of Listings</b> Not Viewed	<b>+3%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply





HYUNDAI

Q2 2025

> All metrics move in line with the market.

## USED

**+3%** (QoQ)  
**Sales Volume**  
Change

**+3 Day** (QoQ)  
**+1 Days** (YoY)  
**38 Day Supply**

**+9%** (QoQ)  
**NC** (YoY)  
**47% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**-2%** (YoY)  
**41% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-10%** (QoQ)  
**-3%** (YoY)  
**39% Carryover**  
Over 30 Days as of  
4/1/2025

**+3%** (QoQ)  
**+3%** (YoY)  
**\$21,061 Price**  
Avg Last Listed

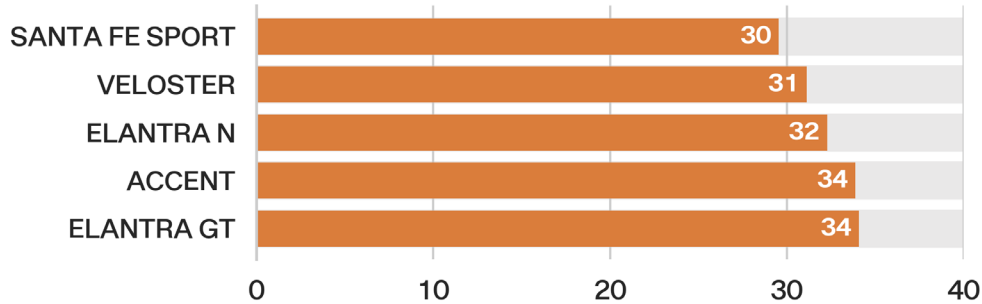
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**-2%** (QoQ)  
**42% Sold**  
With Markdown

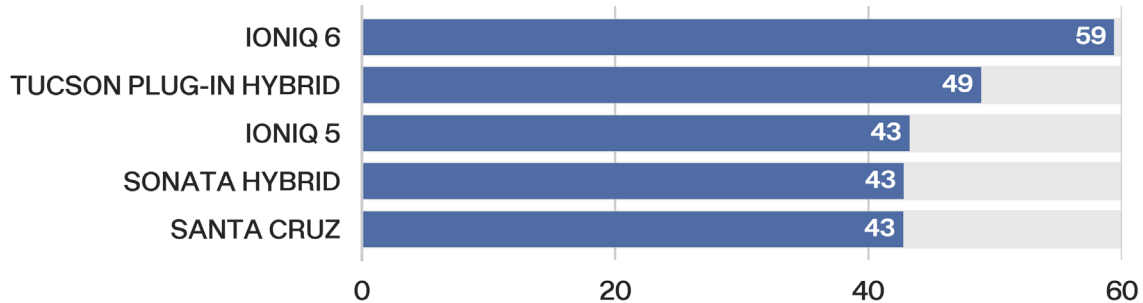
**+1%** (QoQ)  
**-4%** (YoY)  
**46% of Listings**  
Not Viewed

**-6%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply



- › Infiniti saw the largest decrease in ending inventory, down 32%.
- › Infiniti had a market high increase in percent of aged units sold and aged ending inventory QoQ, up 10% to 67% and 27% to 85% respectively.
- › QX60 sales surged by 23% QoQ, making up a record 56% of Infiniti's quarterly sales.

## NEW

**-1%** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**+9 Days** (YoY)  
105 Day Supply

**+27%** (QoQ)  
**+12%** (YoY)  
85% Aged Inventory  
Over 45 Days Ending  
6/30/2025

**+10%** (QoQ)  
**+3%** (YoY)  
67% Aged Sales  
Over 45 Days as of  
6/30/2025

**+3%** (QoQ)  
**+1%** (YoY)  
57% Carryover  
Over 45 Days as of  
4/1/2025

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

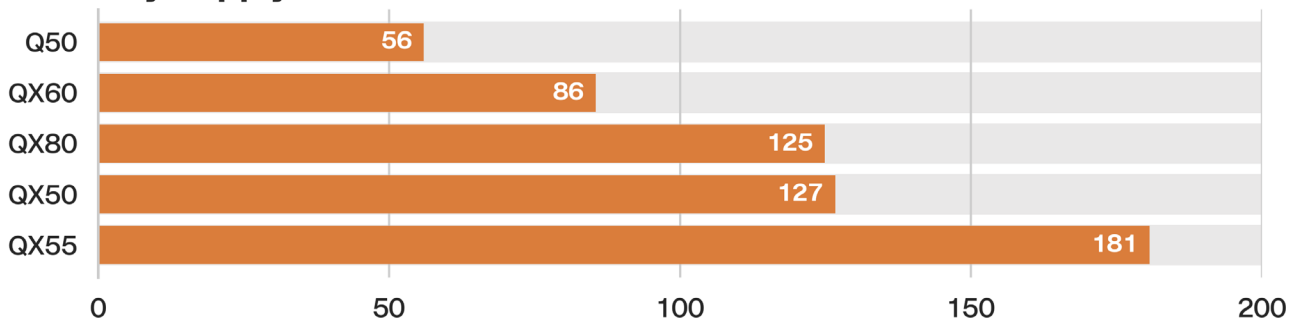
**NC** (QoQ)  
-3% Markdown  
Price Reduction

**+7%** (QoQ)  
30% Sold  
With Markdown

**-5%** (QoQ)  
**-11%** (YoY)  
56% of Listings  
Not Viewed

**+1%** (QoQ)  
Demand  
Change

### Day Supply

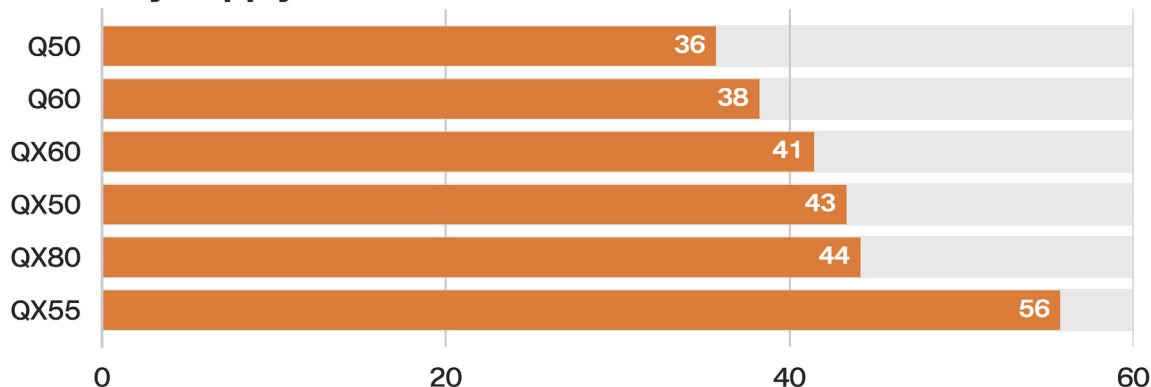


- › Infiniti had the largest increase in list price of sold units, up 5% QoQ to \$28,588.
- › The QX60 saw the largest increase in inventory list price, up 42% YoY to \$39,780.

## USED

<b>-2%</b> (QoQ) <b>Sales Volume</b> Change	<b>+4 Days</b> (QoQ) <b>+3 Days</b> (YoY) <b>42 Day Supply</b>	<b>+8%</b> (QoQ) <b>+4%</b> (YoY) <b>52% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-1%</b> (QoQ) <b>NC</b> (YoY) <b>44% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-5%</b> (QoQ) <b>-3%</b> (YoY) <b>45% Carryover</b> Over 30 Days as of 4/1/2025
<b>+5%</b> (QoQ) <b>+2%</b> (YoY) <b>\$28,588 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-1%</b> (QoQ) <b>47% Sold</b> With Markdown	<b>+2%</b> (QoQ) <b>-6%</b> (YoY) <b>35% of Listings</b> Not Viewed	<b>-8%</b> (QoQ) <b>Demand</b> Change

### Day Supply

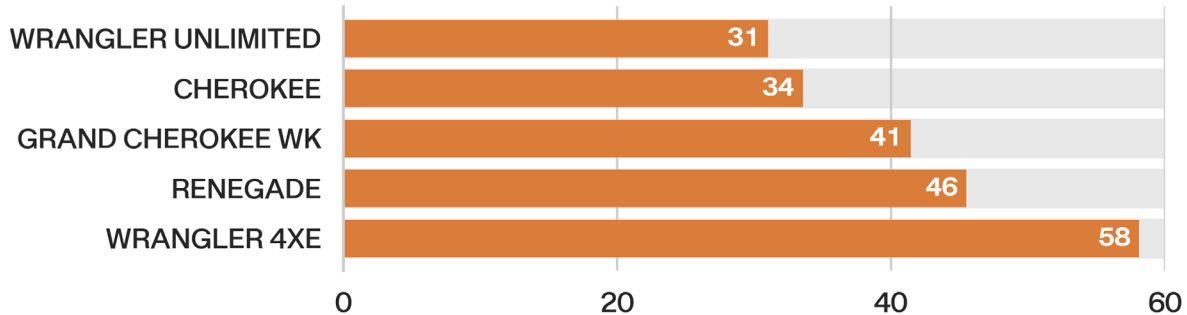


- › Jeep had the largest decrease in list price of sold units YoY, down 7% to \$46,575.
- › Wrangler sales rebound with a 30% growth in sales to make up a year record high of 22% of Jeep's quarterly sales.
- › Wagoneer S sales continue to grow, making up over 2% of Q2 Jeep sales.
- › Compass sales continue to struggle, falling another 8% QoQ.

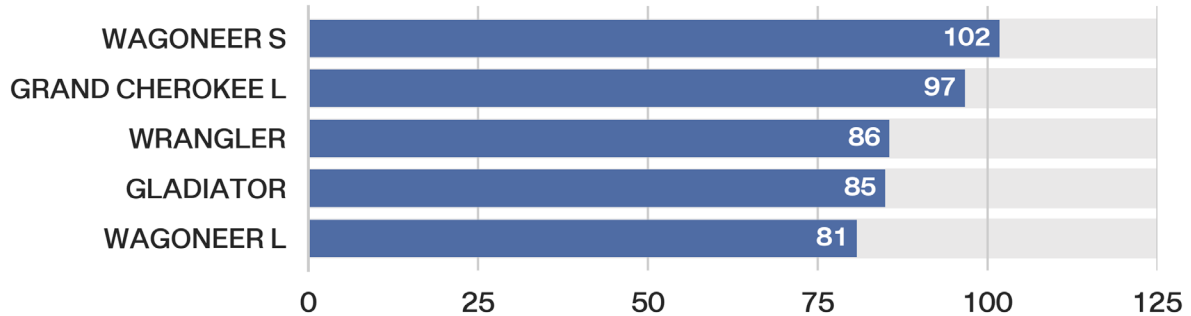
## NEW

<b>+11%</b> (QoQ) <b>Sales Volume</b> Change	<b>+1 Days</b> (QoQ) <b>-11 Days</b> (YoY) <b>82 Day Supply</b>	<b>+1%</b> (QoQ) <b>-4%</b> (YoY) <b>55% Aged Inventory</b> Over 45 Days Ending	<b>-3%</b> (QoQ) <b>+2%</b> (YoY) <b>56% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-9%</b> (QoQ) <b>+1%</b> (YoY) <b>52% Carryover</b> Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>-7%</b> (YoY) <b>\$46,575 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-9%</b> (QoQ) <b>36% Sold</b> With Markdown	<b>-1%</b> (QoQ) <b>-17%</b> (YoY) <b>42% of Listings</b> Not Viewed	<b>-1%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply

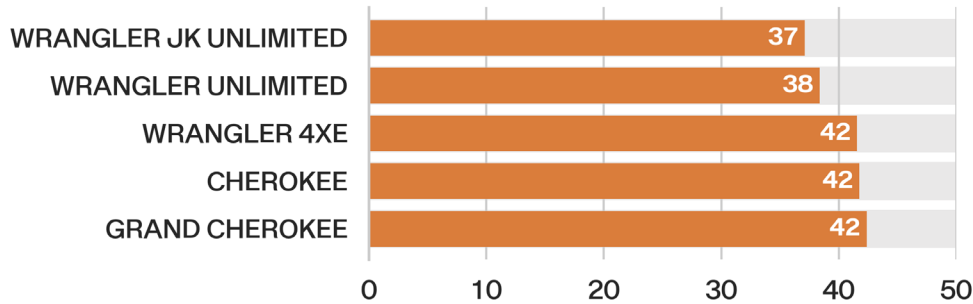


› All metrics move in line with the market.

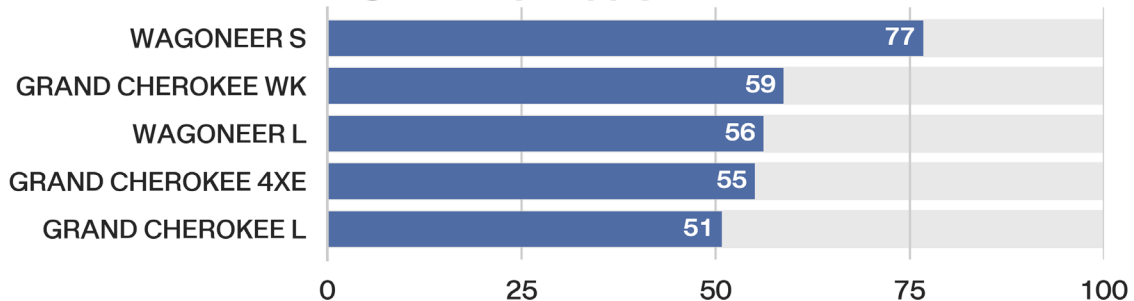
## USED

<b>+4%</b> (QoQ) <b>Sales Volume</b> Change	<b>+1 Days</b> (QoQ) <b>NC Days</b> (YoY) <b>44 Day Supply</b>	<b>+6%</b> (QoQ) <b>-1%</b> (YoY) <b>51% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-3%</b> (QoQ) <b>-2%</b> (YoY) <b>48% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-9%</b> (QoQ) <b>-1%</b> (YoY) <b>47% Carryover</b> Over 30 Days as of 4/1/2025
<b>+4%</b> (QoQ) <b>NC</b> (YoY) <b>\$26,990 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-3%</b> (QoQ) <b>45% Sold</b> With Markdown	<b>+1%</b> (QoQ) <b>-6%</b> (YoY) <b>39% of Listings</b> Not Viewed	<b>-2%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply





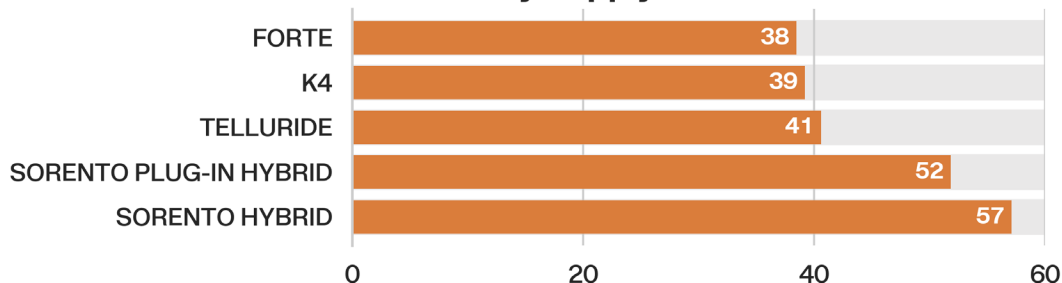
› A severe inventory shortage of the EV6 and EV9 models led to a 52% fall in Kia's overall EV sales QoQ, resulting in a loss of over 3% of EV market share. While the Niro EV captured some displaced demand with a 47% sales increase, it was not nearly enough to offset the decline. A sales rebound is anticipated now that EV6 and EV9 inventory has been replenished.

› Hybrid sales remained strong, increasing by 13% QoQ with both the Sportage Hybrid and Carnival Hybrid.

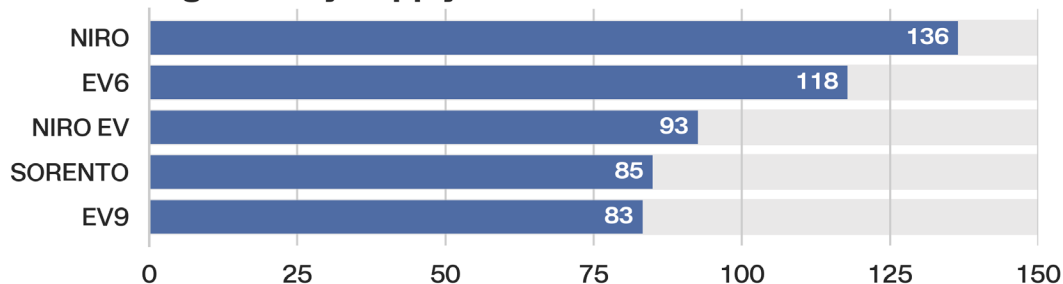
## NEW

<b>+7%</b> (QoQ) <b>Sales Volume</b> Change	<b>-1 Days</b> (QoQ) <b>+13 Days</b> (YoY) <b>61 Day Supply</b>	<b>-5%</b> (QoQ) <b>+7%</b> (YoY) <b>49% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-4%</b> (QoQ) <b>+9%</b> (YoY) <b>42% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-5%</b> (QoQ) <b>+14%</b> (YoY) <b>52% Carryover</b> Over 45 Days as of 4/1/2025
<b>-2%</b> (QoQ) <b>-2%</b> (YoY) <b>\$34,064 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-3% Markdown</b> Price Reduction	<b>-4%</b> (QoQ) <b>26% Sold</b> With Markdown	<b>-2%</b> (QoQ) <b>-3%</b> (YoY) <b>48% of Listings</b> Not Viewed	<b>+3%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply







- › The Niro EV had the largest drop in inventory QoQ, down 34%.
- › Kia had the largest increase in list price of EV inventory, up 13% to \$26,044.

## USED

**NC** (QoQ)  
Sales Volume  
Change

**+2%** (QoQ)  
**+2%** (YoY)  
\$20,490 Price  
Avg Last Listed

**+4 Days** (QoQ)  
**+2 Days** (YoY)  
39 Day Supply

**+1%** (QoQ)  
-5% Markdown  
Price Reduction

**+9%** (QoQ)  
**-1%** (YoY)  
46% Aged Inventory  
Over 30 Days Ending  
6/30/2025

**-1%** (QoQ)  
40% Sold  
With Markdown

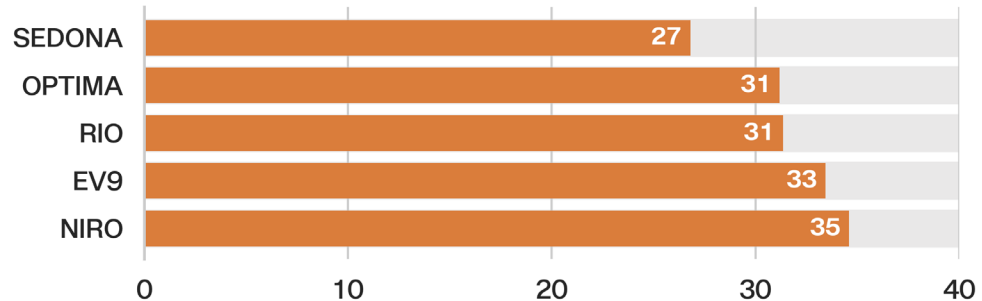
**-2%** (QoQ)  
**NC** (YoY)  
41% Aged Sales  
Over 30 Days as of  
6/30/2025

**+1%** (QoQ)  
**-6%** (YoY)  
41% of Listings  
Not Viewed

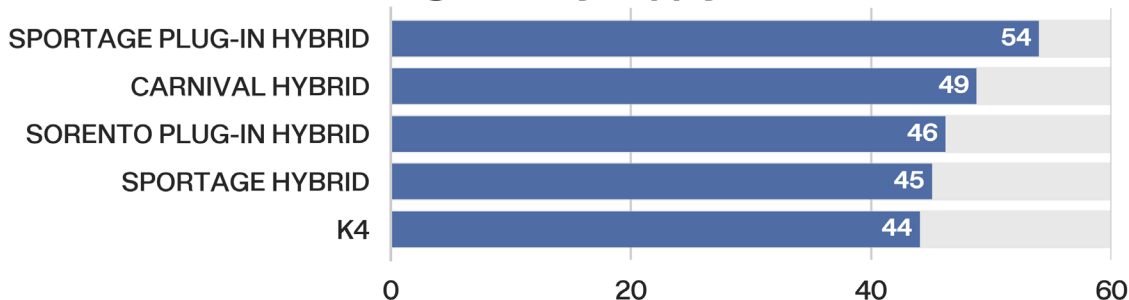
**-9%** (QoQ)  
**NC** (YoY)  
38% Carryover  
Over 30 Days as of  
4/1/2025

**-10%** (QoQ)  
Demand

### Lowest Day Supply



### Highest Day Supply

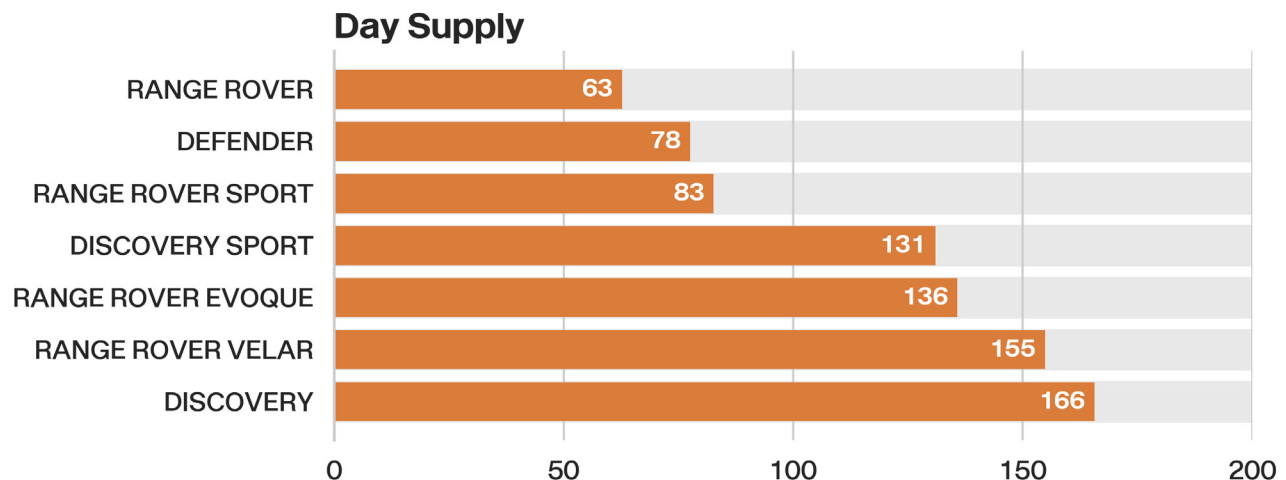




- › Land Rover had the largest increase day supply QoQ and YoY, up 12 days to 89 days, up 31 days YoY.
- › Land Rover saw a market high increase in aged sold units YoY, up 21% to 53%.
- › While most models saw sales fall QoQ, the Range Rover Sport held strong, increasing sales by 6%

## NEW

<b>-3%</b> (QoQ) Sales Volume Change	<b>+12 Days</b> (QoQ) <b>+31 Days</b> (YoY) 87 Day Supply	<b>+14%</b> (QoQ) <b>+17%</b> (YoY) 65% Aged Inventory Over 45 Days Ending 6/30/2025	<b>+4%</b> (QoQ) <b>+21%</b> (YoY) 53% Aged Sales Over 45 Days as of 6/30/2025	<b>-1%</b> (QoQ) <b>+12%</b> (YoY) 50% Carryover Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>+6%</b> (YoY) \$96,575 Price Avg Last Listed	<b>+1%</b> (QoQ) -3% Markdown Price Reduction	<b>+1%</b> (QoQ) 8% Sold With Markdown	<b>+5%</b> (QoQ) <b>+9%</b> (YoY) 46% of Listings Not Viewed	<b>-13%</b> (QoQ) Demand





> All metrics move in line with the market.

## USED

**-1%** (QoQ)  
**Sales Volume**  
Change

**+2 Days** (QoQ)  
**NC Days** (YoY)  
**46 Day Supply**

**+2%** (QoQ)  
**-2%** (YoY)  
**51% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**NC** (QoQ)  
**-1%** (YoY)  
**47% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-1%** (QoQ)  
**+2%** (YoY)  
**51% Carryover**  
Over 30 Days as of  
4/1/2025

**+4%** (QoQ)  
**-1%** (YoY)  
**\$43,188 Price**  
Avg Last Listed

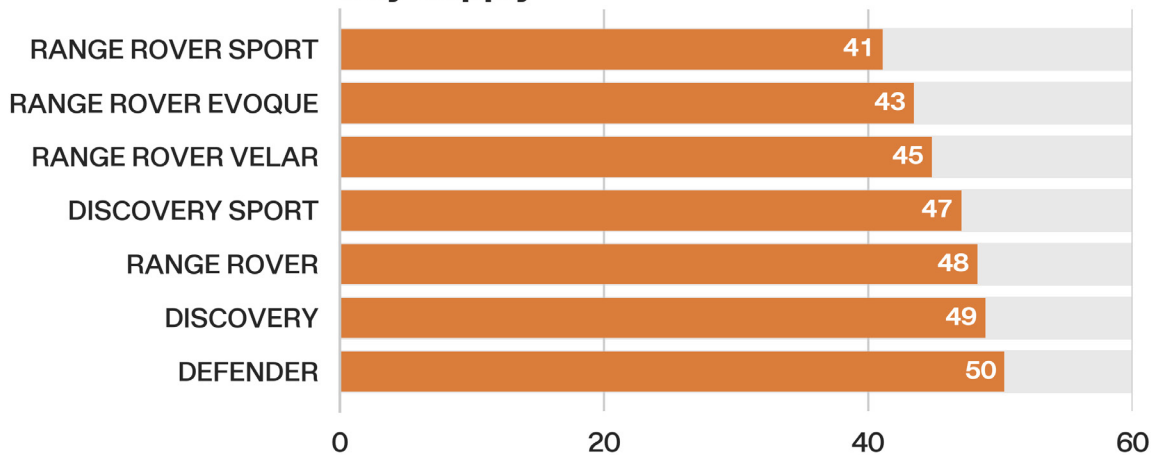
**+1%** (QoQ)  
**-5% Markdown**  
Price Reduction

**-1%** (QoQ)  
**47% Sold**  
With Markdown

**+1%** (QoQ)  
**-1%** (YoY)  
**43% of Listings**  
Not Viewed

**-4%** (QoQ)  
**Demand**  
Change

### Day Supply



- › Lexus continues to run the tightest day supply at 27 days.
- › Lexus saw the largest decrease in carryover YoY, down 30% to 13%, the lowest in the market.
- › Lexus saw the largest increase in EV sales QoQ, more than doubling.

## NEW

**+8%** (QoQ)  
**Sales Volume**  
Change

**NC** Days  
(QoQ)  
**-11 Days**  
(YoY)  
**27 Day Supply**

**+10%** (QoQ)  
**-11%** (YoY)  
**24% Aged Inventory**  
Over 45 Days Ending  
6/30/2025

**-1%** (QoQ)  
**-17%** (YoY)  
**12% Aged Sales**  
Over 45 Days as of  
6/30/2025

**-6%** (QoQ)  
**-30%** (YoY)  
**13% Carryover**  
Over 45 Days as of  
4/1/2025

**NC** (QoQ)  
**-1%** (YoY)  
**\$58,664 Price**  
Avg Last Listed

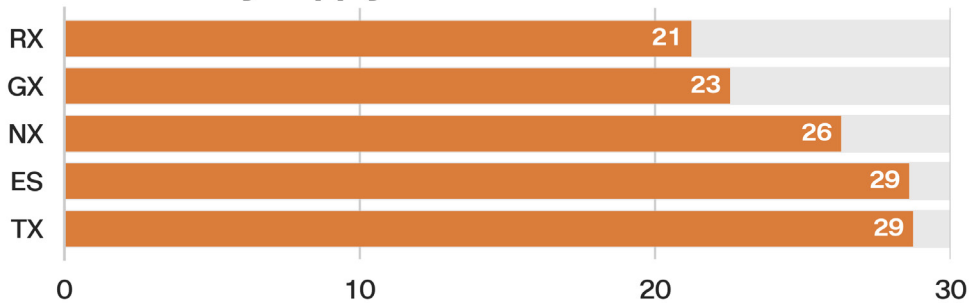
**NC** (QoQ)  
**-2% Markdown**  
Price Reduction

**NC** (QoQ)  
**8% Sold**  
With Markdown

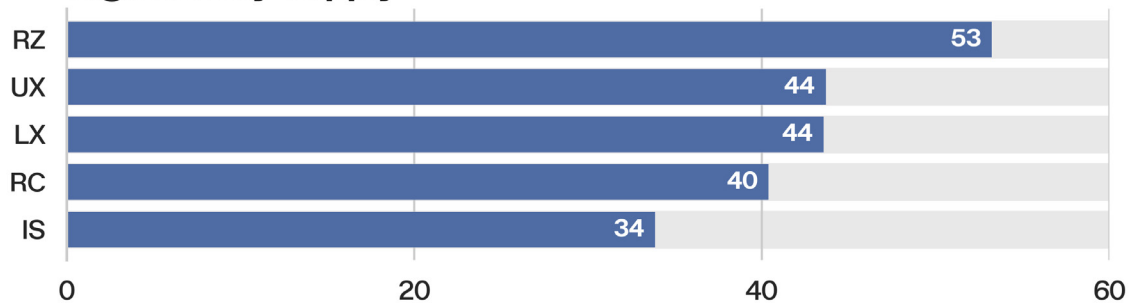
**+5%** (QoQ)  
**-9%** (YoY)  
**46% of Listings**  
Not Viewed

**-1%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply

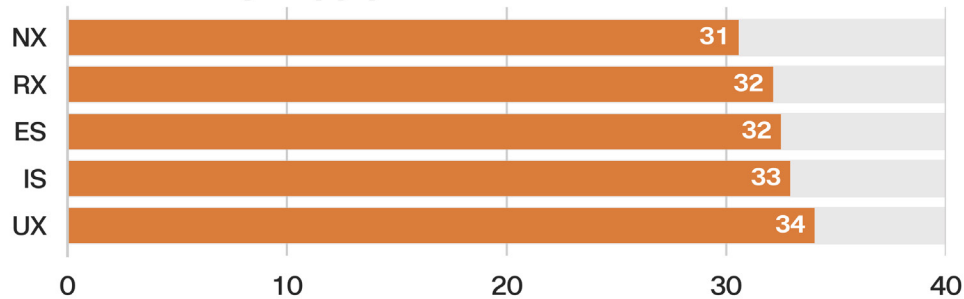


➤ Lexus saw the largest increase in list price of sold units YoY of 7% to \$39,598.

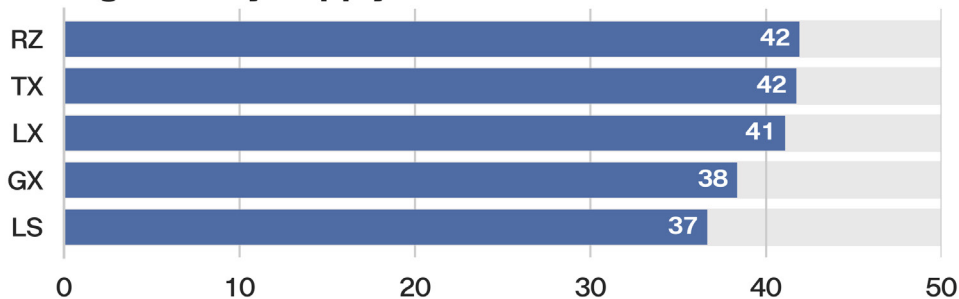
## USED

<b>-1%</b> (QoQ) <b>Sales Volume</b> Change	<b>+2 Days</b> (QoQ) <b>+2 Days</b> (YoY) <b>33 Day Supply</b>	<b>+5%</b> (QoQ) <b>+1%</b> (YoY) <b>40% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-1%</b> (QoQ) <b>-1%</b> (YoY) <b>37% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-1%</b> (QoQ) <b>-4%</b> (YoY) <b>37% Carryover</b> Over 30 Days as of 4/1/2025
<b>+2%</b> (QoQ) <b>+7%</b> (YoY) <b>\$39,598 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-4% Markdown</b> Price Reduction	<b>-2%</b> (QoQ) <b>41% Sold</b> With Markdown	<b>NC</b> (QoQ) <b>-3%</b> (YoY) <b>38% of Listings</b> Not Viewed	<b>-4%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply

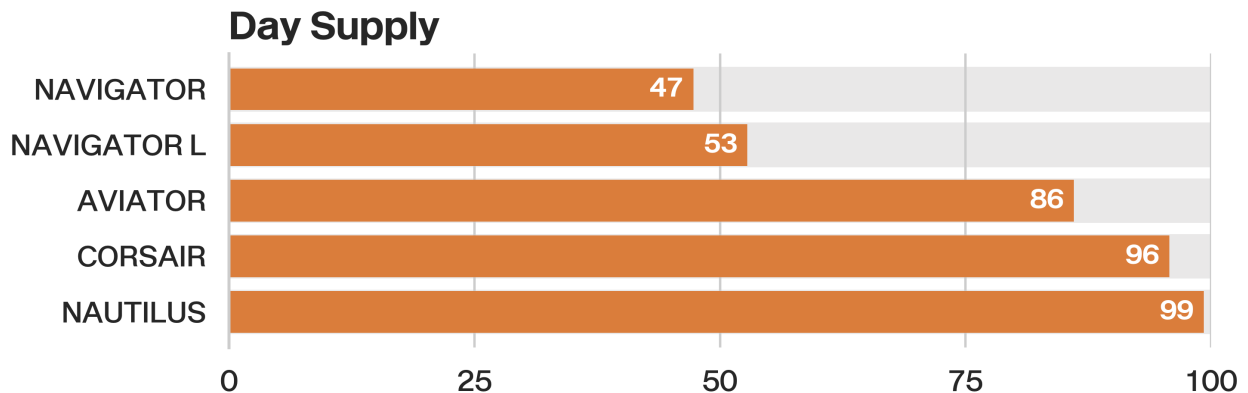




- › Lincoln saw a market high increase in sales, up 25% QoQ.
- › Lincoln had a market high correction in day supply QoQ, down 43 days to 86 days, down 29 days YoY.
- › While Lincoln reduced its percent of aged sold units QoQ by 12%, it remains the highest in the market at 68%.
- › Lincoln had the largest decrease in percent of inventory not seen daily QoQ, down 9% to 40%.

**NEW**

<b>+25%</b> (QoQ) <b>Sales Volume</b> Change	<b>-43 Days</b> (QoQ) <b>-29 Days</b> (YoY) <b>86 Day Supply</b>	<b>-4%</b> (QoQ) <b>+2%</b> (YoY) <b>67% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-12%</b> (QoQ) <b>-1%</b> (YoY) <b>68% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>+3%</b> (QoQ) <b>+11%</b> (YoY) <b>72% Carryover</b> Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>+4%</b> (YoY) <b>\$62,663 Price</b> Avg Last Listed	<b>-4%</b> (QoQ) <b>-9% Markdown</b> Price Reduction	<b>+9%</b> (QoQ) <b>48% Sold</b> With Markdown	<b>-9%</b> (QoQ) <b>-23%</b> (YoY) <b>40% of Listings</b> Not Viewed	<b>+52%</b> (QoQ) <b>Demand</b>

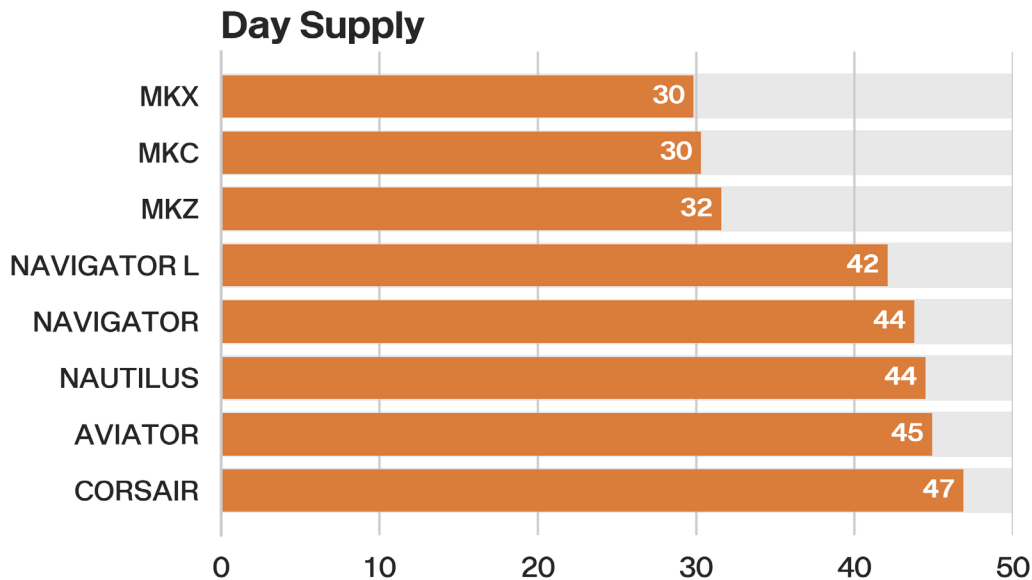




- > Lincoln saw the largest growth in sales QoQ, up 7% and the largest decrease in aged sold units, down 5% to 44%.
- > The Navigator L saw the largest increase in inventory list price, up 19% QoQ to \$61,988.

## USED

<b>+7%</b> (QoQ) Sales Volume Change	<b>NC</b> Days (QoQ) <b>-1</b> Days (YoY) 42 Day Supply	<b>+5%</b> (QoQ) <b>-2%</b> (YoY) 51% Aged Inventory Over 30 Days Ending 6/30/2025	<b>-5%</b> (QoQ) <b>-7%</b> (YoY) 44% Aged Sales Over 30 Days as of 6/30/2025	<b>-7%</b> (QoQ) <b>-5%</b> (YoY) 47% Carryover Over 30 Days as of 4/1/2025
<b>+4%</b> (QoQ) <b>+3%</b> (YoY) \$31,998 Price Avg Last Listed	<b>+1%</b> (QoQ) -5% Markdown Price Reduction	<b>-4%</b> (QoQ) 42% Sold With Markdown	<b>+3%</b> (QoQ) <b>-8%</b> (YoY) 44% of Listings Not Viewed	<b>NC</b> (QoQ) Demand Change

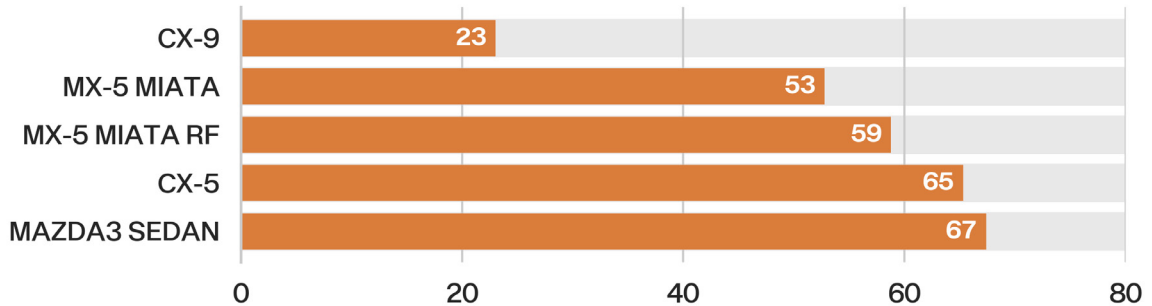


- › Mazda had the largest decrease in list price of sold hybrids QoQ, down 4% to \$42,700.
- › The CX-50 Hybrid continued to build sales momentum with sales increasing 34% QoQ to make up nearly 10% of Mazda's quarterly sales.

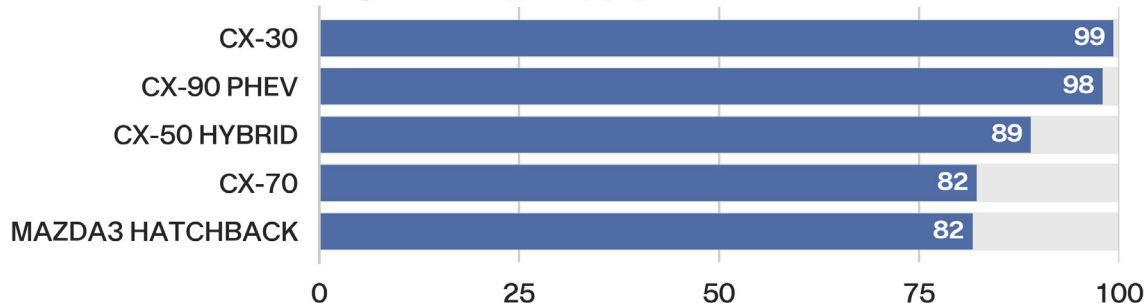
## NEW

<b>-3%</b> (QoQ) <b>Sales Volume</b> Change	<b>+11 Days</b> (QoQ) <b>+12 Days</b> (YoY) <b>77 Day Supply</b>	<b>-1%</b> (QoQ) <b>-4%</b> (YoY) <b>50% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>+2%</b> (QoQ) <b>NC</b> (YoY) <b>47% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>+1%</b> (QoQ) <b>NC</b> (YoY) <b>51% Carryover</b> Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>+6%</b> (YoY) <b>\$34,625 Price</b> Avg Last Listed	<b>NC</b> (QoQ) <b>-3% Markdown</b> Price Reduction	<b>NC</b> (QoQ) <b>23% Sold</b> With Markdown	<b>-1%</b> (QoQ) <b>-8%</b> (YoY) <b>55% of Listings</b> Not Viewed	<b>-13%</b> (QoQ) <b>Demand</b>

### Lowest Day Supply



### Highest Day Supply







› The Mazda3 ran the tightest day supply in the market at 25 days, down 2 days QoQ and 4 days YoY.

## USED

**+3%** (QoQ)  
Sales Volume  
Change

**+2 Days** (QoQ)  
**-1 Days** (YoY)  
**36 Day Supply**

**+9%** (QoQ)  
**NC** (YoY)  
**44% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-1%** (QoQ)  
**-1%** (YoY)  
**40% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-7%** (QoQ)  
**-2%** (YoY)  
**37% Carryover**  
Over 30 Days as of  
4/1/2025

**+3%** (QoQ)  
**+3%** (YoY)  
**\$24,449 Price**  
Avg Last Listed

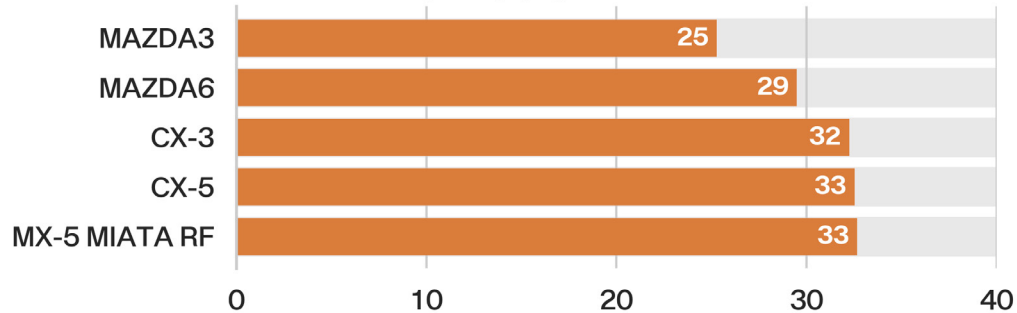
**NC** (QoQ)  
**-4% Markdown**  
Price Reduction

**-2%** (QoQ)  
**41% Sold**  
With Markdown

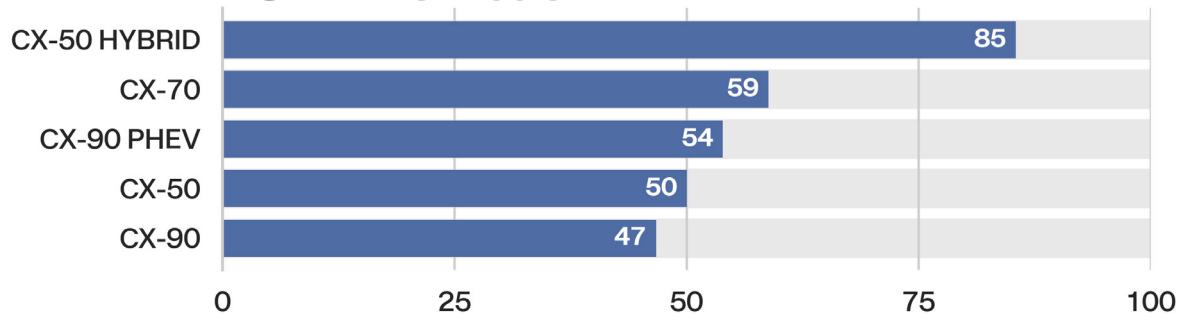
**NC** (QoQ)  
**-7%** (YoY)  
**36% of Listings**  
Not Viewed

**-6%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply





- GLC sales rebound, increasing by 17% QoQ after falling 22% in Q1.
- Conversely, the C-Class faced headwinds, with sales falling by 18% QoQ.

### NEW

**NC** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**+4 Days** (YoY)  
**85 Day Supply**

**+11%** (QoQ)  
**+16%** (YoY)  
**72% Aged Inventory**  
Over 45 Days Ending  
6/30/2025

**-5%** (QoQ)  
**+10%** (YoY)  
**51% Aged Sales**  
Over 45 Days as of  
6/30/2025

**-3%** (QoQ)  
**+11%** (YoY)  
**61% Carryover**  
Over 45 Days as of  
4/1/2025

**+1%** (QoQ)  
**-3%** (YoY)  
**\$70,115 Price**  
Avg Last Listed

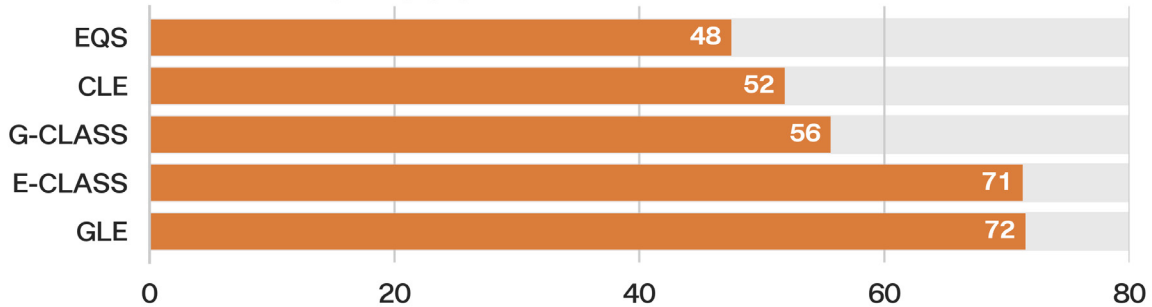
**+1%** (QoQ)  
**-6% Markdown**  
Price Reduction

**NC** (QoQ)  
**6% Sold**  
With Markdown

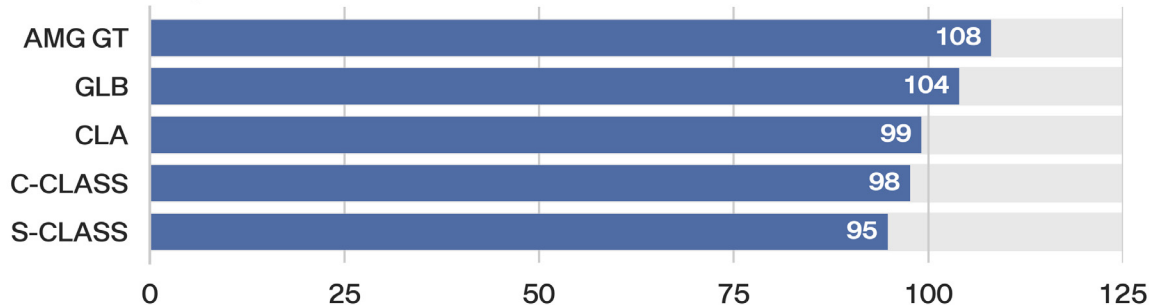
**+1%** (QoQ)  
**-1%** (YoY)  
**53% of Listings**  
Not Viewed

**NC** (QoQ)  
**Demand**  
Change

#### Lowest Day Supply



#### Highest Day Supply





- › The EQE had the largest decrease in inventory list price, down 17% QoQ to \$47,299.
- › The EQS ended the quarter with the lowest percent of inventory with a markdown at 4% but had the largest increase in markdown magnitude, up 5% to 10%.

## USED

**+2%** (QoQ)  
Sales Volume  
Change

**+1 Days** (QoQ)  
**NC Days** (YoY)  
**44 Day Supply**

**+3%** (QoQ)  
**-2%** (YoY)  
**51% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**-2%** (YoY)  
**45% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-3%** (QoQ)  
**-1%** (YoY)  
**50% Carryover**  
Over 30 Days as of  
4/1/2025

**+1%** (QoQ)  
**-2%** (YoY)  
**\$37,900 Price**  
Avg Last Listed

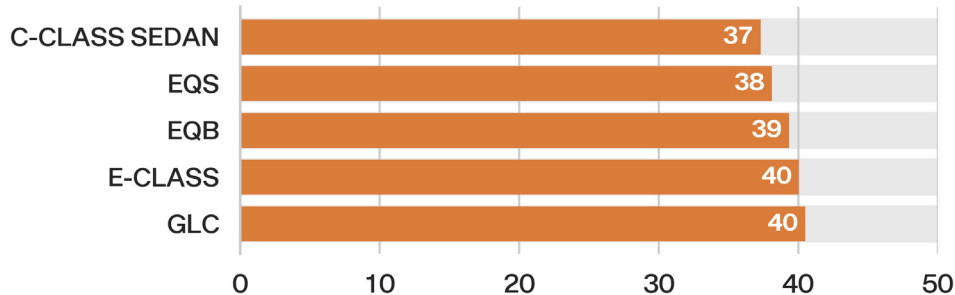
**NC** (QoQ)  
**-5% Markdown**  
Price Reduction

**-2%** (QoQ)  
**38% Sold**  
With Markdown

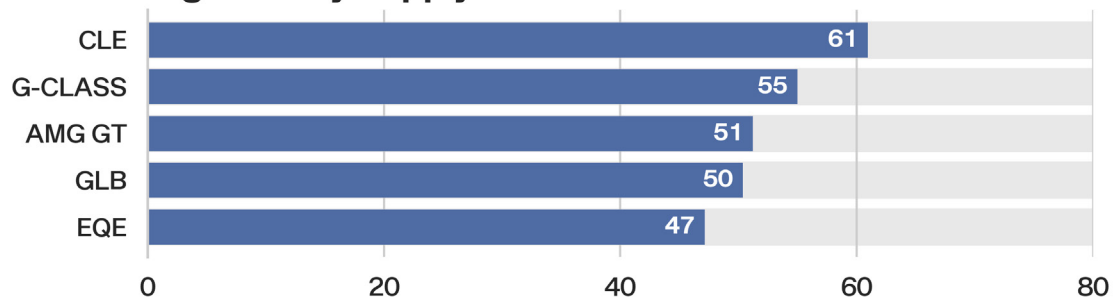
**NC** (QoQ)  
**-8%** (YoY)  
**37% of Listings**  
Not Viewed

**-2%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply

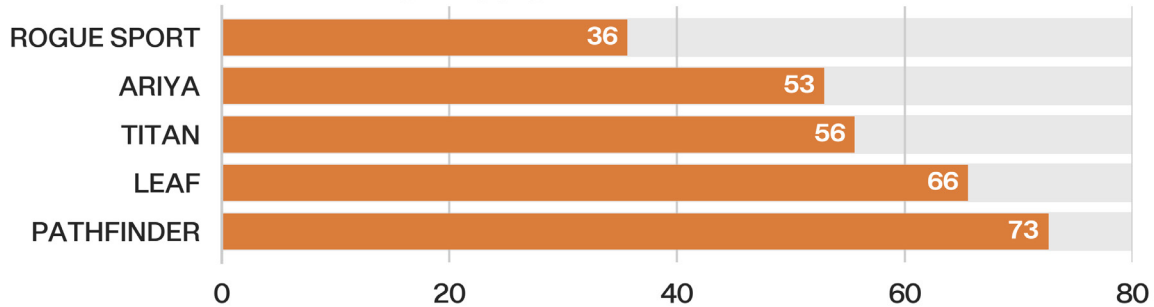


- › The Aryia and Pathfinder had a very strong quarter, increasing sales by 90% and 56% respectively.
- › Aryia sales spurred a 45% growth in EV sales QoQ and a 2% increase in EV market share.
- › The Z had the largest percentage of aged sold units at 72%.

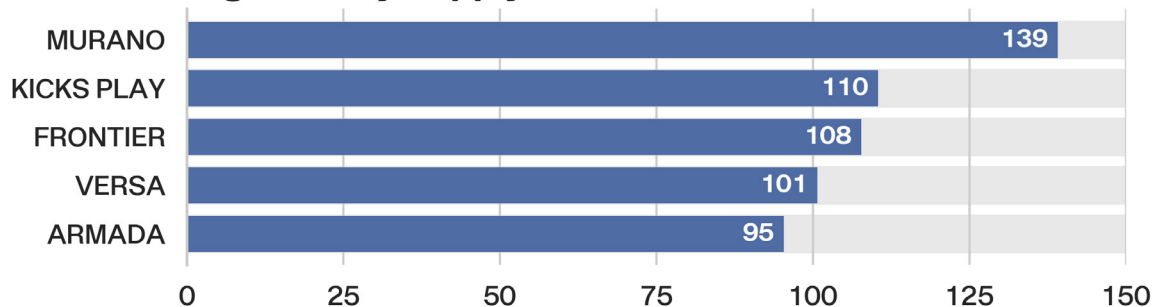
## NEW

<b>+14%</b> (QoQ) <b>Sales Volume</b> Change	<b>-17 Days</b> (QoQ) <b>-9 Days</b> (YoY) <b>83 Day Supply</b>	<b>-3%</b> (QoQ) <b>NC</b> (YoY) <b>61% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-11%</b> (QoQ) <b>-4%</b> (YoY) <b>58% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-2%</b> (QoQ) <b>+10%</b> (YoY) <b>62% Carryover</b> Over 45 Days as of 4/1/2025
<b>+5%</b> (QoQ) <b>+5%</b> (YoY) <b>\$33,176 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-8%</b> (QoQ) <b>37% Sold</b> With Markdown	<b>-5%</b> (QoQ) <b>-10%</b> (YoY) <b>57% of Listings</b> Not Viewed	<b>+21%</b> (QoQ) <b>Demand</b>

### Lowest Day Supply



### Highest Day Supply

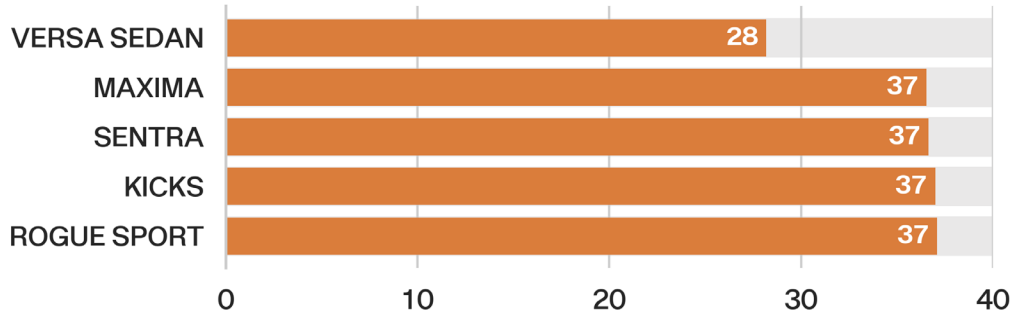


› All metrics move in line with the market.

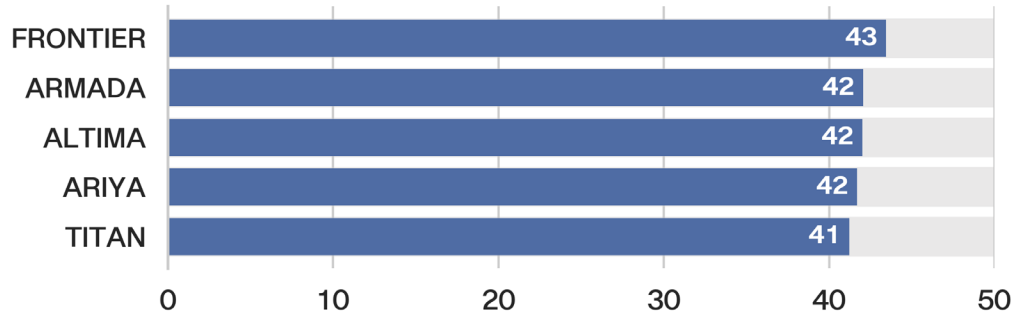
## USED

<b>-5%</b> (QoQ) <b>Sales Volume</b> Change	<b>+3 Days</b> (QoQ) <b>+2 Days</b> (YoY) <b>40 Day Supply</b>	<b>+6%</b> (QoQ) <b>+1%</b> (YoY) <b>49% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-2%</b> (QoQ) <b>NC</b> (YoY) <b>43% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-6%</b> (QoQ) <b>NC</b> (YoY) <b>43% Carryover</b> Over 30 Days as of 4/1/2025
<b>NC</b> (QoQ) <b>-5%</b> (YoY) <b>\$19,999 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-3%</b> (QoQ) <b>41% Sold</b> With Markdown	<b>+1%</b> (QoQ) <b>-4%</b> (YoY) <b>48% of Listings</b> Not Viewed	<b>-6%</b> (QoQ) <b>Demand</b> Change

### Lowest Day Supply



### Highest Day Supply



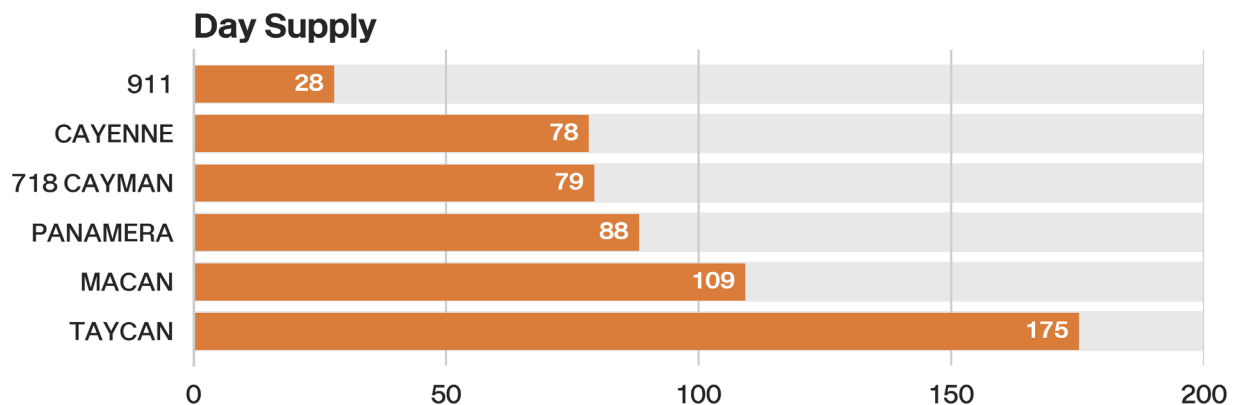


## PORSCHE

- › Porsche had the largest increase in aged inventory YoY, up 23% to 70%.
- › The new 911 hybrid accounted for over 2% of Porsche's Q2 sales, pushing total hybrid sales to 9% of the quarterly volume.

## NEW

<b>-4%</b> (QoQ) <b>Sales Volume</b> Change	<b>+8 Days</b> (QoQ) <b>+21 Days</b> (YoY) <b>92 Day Supply</b>	<b>+11%</b> (QoQ) <b>+23%</b> (YoY) <b>70% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>+4%</b> (QoQ) <b>+12%</b> (YoY) <b>58% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>+3%</b> (QoQ) <b>+6%</b> (YoY) <b>59% Carryover</b> Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>+7%</b> (YoY) <b>\$106,615 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>NC</b> (QoQ) <b>5% Sold</b> With Markdown	<b>+5%</b> (QoQ) <b>+5%</b> (YoY) <b>49% of Listings</b> Not Viewed	<b>-8%</b> (QoQ) <b>Demand</b> Change



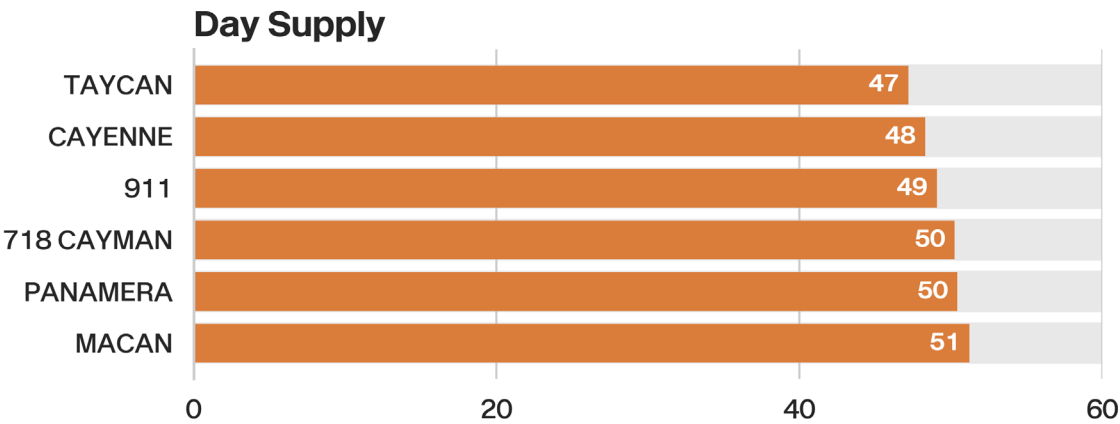


PORSCHE

➤ Porsche had the largest increase in list price of sold hybrid vehicles, up 10% QoQ to \$74,592.

USED

<b>+1%</b> (QoQ) Sales Volume Change	<b>+2 Days</b> (QoQ) <b>+2 Days</b> (YoY) 50 Day Supply	<b>+2%</b> (QoQ) <b>+1%</b> (YoY) 55% Aged Inventory Over 30 Days Ending 6/30/2025	<b>NC</b> (QoQ) <b>+2%</b> (YoY) 50% Aged Sales Over 30 Days as of 6/30/2025	<b>-1%</b> (QoQ) <b>+3%</b> (YoY) 55% Carryover Over 30 Days as of 4/1/2025
<b>+3%</b> (QoQ) <b>+1%</b> (YoY) \$66,140 Price Avg Last Listed	<b>NC</b> (QoQ) -4% Markdown Price Reduction	<b>-2%</b> (QoQ) 40% Sold With Markdown	<b>NC</b> (QoQ) <b>-9%</b> (YoY) 38% of Listings Not Viewed	<b>-3%</b> (QoQ) Demand Change





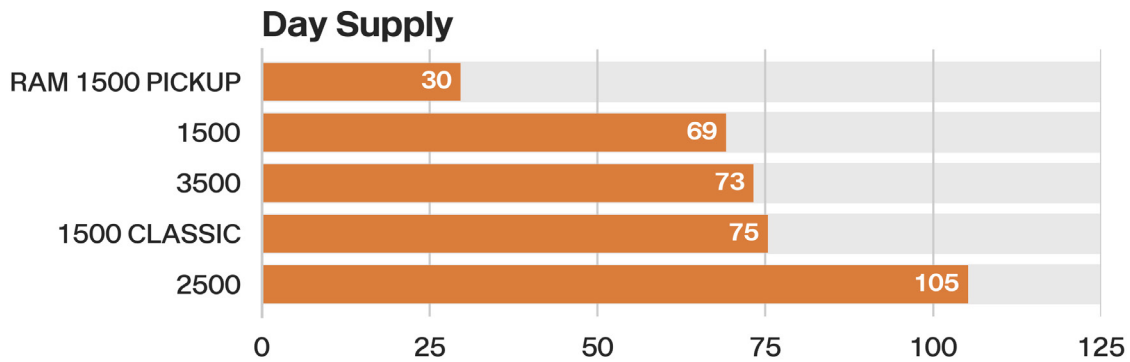
RAM

Q2 2025

- RAM saw inventory levels grow the most in the market, up more than 40% accompanied by a market high increase in list price of ending inventory, up 8% to \$62,605.
- RAM saw the largest decrease in units sold with a markdown QoQ, down 13% to 35%.

## NEW

<b>+10%</b> (QoQ) <b>Sales Volume</b> Change	<b>+7 Days</b> (QoQ) <b>-26 Days</b> (YoY) <b>84 Day Supply</b>	<b>-5%</b> (QoQ) <b>-8%</b> (YoY) <b>55% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-16%</b> (QoQ) <b>-16%</b> (YoY) <b>47% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-9%</b> (QoQ) <b>-4%</b> (YoY) <b>58% Carryover</b> Over 45 Days as of 4/1/2025
<b>+3%</b> (QoQ) <b>-3%</b> (YoY) <b>\$59,700 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-6% Markdown</b> Price Reduction	<b>-13%</b> (QoQ) <b>35% Sold</b> With Markdown	<b>+1%</b> (QoQ) <b>-13%</b> (YoY) <b>42% of Listings</b> Not Viewed	<b>-8%</b> (QoQ) <b>Demand</b> Change







RAM

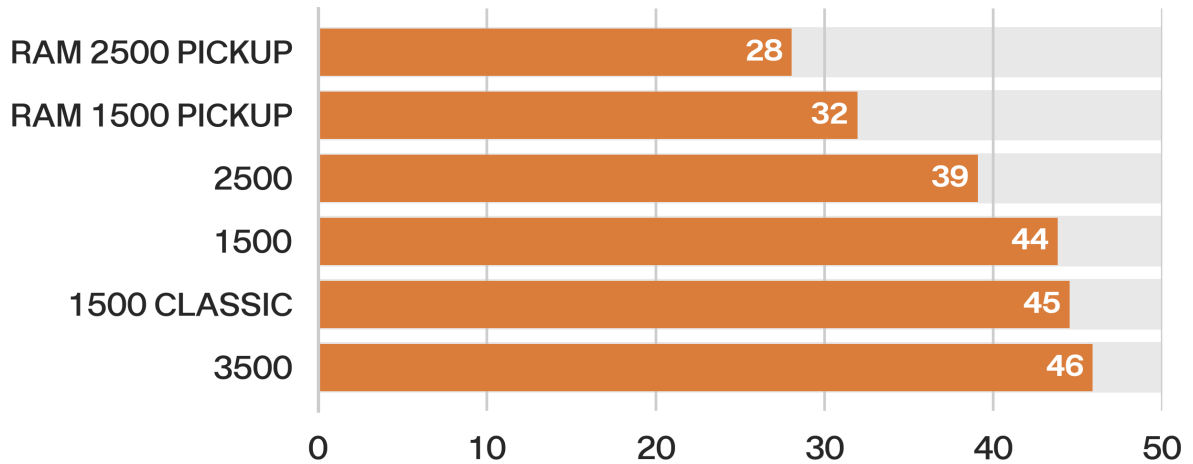
Q2 2025

> All metrics move in line with the market.

## USED

<b>+6%</b> (QoQ) Sales Volume Change	<b>+2 Days</b> (QoQ) <b>+4 Days</b> (YoY) 43 Day Supply	<b>+5%</b> (QoQ) <b>+3%</b> (YoY) 51% Aged Inventory Over 30 Days Ending 6/30/2025	<b>-1%</b> (QoQ) <b>NC</b> (YoY) 46% Aged Sales Over 30 Days as of 6/30/2025	<b>-4%</b> (QoQ) <b>-2%</b> (YoY) 48% Carryover Over 30 Days as of 4/1/2025
<b>+2%</b> (QoQ) <b>-4%</b> (YoY) \$34,622 Price Avg Last Listed	<b>NC</b> (QoQ) -5% Markdown Price Reduction	<b>-1%</b> (QoQ) 40% Sold With Markdown	<b>+2%</b> (QoQ) <b>-3%</b> (YoY) 38% of Listings Not Viewed	<b>-3%</b> (QoQ) Demand Change

### Day Supply





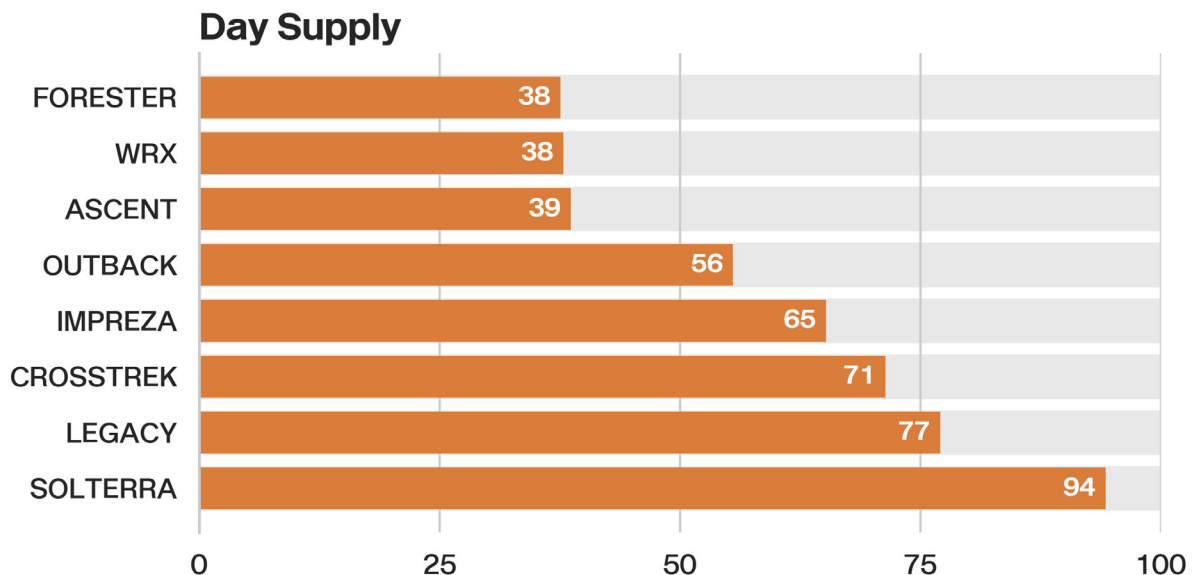
SUBARU

Q2 2025

- › The Crosstrek narrowly overtook the Forester as Subaru's top seller this quarter, as declining Forester sales amid inventory constraints dropped to a 38 day supply.
- › The Forester hybrid continued to gain momentum, making up almost 8% of Subaru Q2 sales, over 25% of Forester sales.

## NEW

<b>-11%</b> (QoQ) Sales Volume Change	<b>-2 Days</b> (QoQ) <b>+3 Days</b> (YoY) <b>56 Day Supply</b>	<b>-4%</b> (QoQ) <b>+1%</b> (YoY) <b>40% Aged Inventory</b> Over 45 Days Ending 6/30/2025	<b>-9%</b> (QoQ) <b>-4%</b> (YoY) <b>45% Aged Sales</b> Over 45 Days as of 6/30/2025	<b>-1%</b> (QoQ) <b>+3%</b> (YoY) <b>44% Carryover</b> Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>+1%</b> (YoY) <b>\$35,839 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-6%</b> (QoQ) <b>25% Sold</b> With Markdown	<b>+2%</b> (QoQ) <b>-7%</b> (YoY) <b>43% of Listings</b> Not Viewed	<b>+4%</b> (QoQ) <b>Demand</b> Change





SUBARU

Q2 2025

› Subaru had the highest percent of EV units sold with a markdown at 58%.

## USED

**+2%** (QoQ)  
Sales Volume  
Change

**+5 Days** (QoQ)  
**+1 Days** (YoY)  
38 Day Supply

**+10%** (QoQ)  
**NC** (YoY)  
45% Aged Inventory  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**-4%** (YoY)  
39% Aged Sales  
Over 30 Days as of  
6/30/2025

**-10%** (QoQ)  
**-5%** (YoY)  
36% Carryover  
Over 30 Days as of  
4/1/2025

**+1%** (QoQ)  
**NC** (YoY)  
\$24,998 Price  
Avg Last Listed

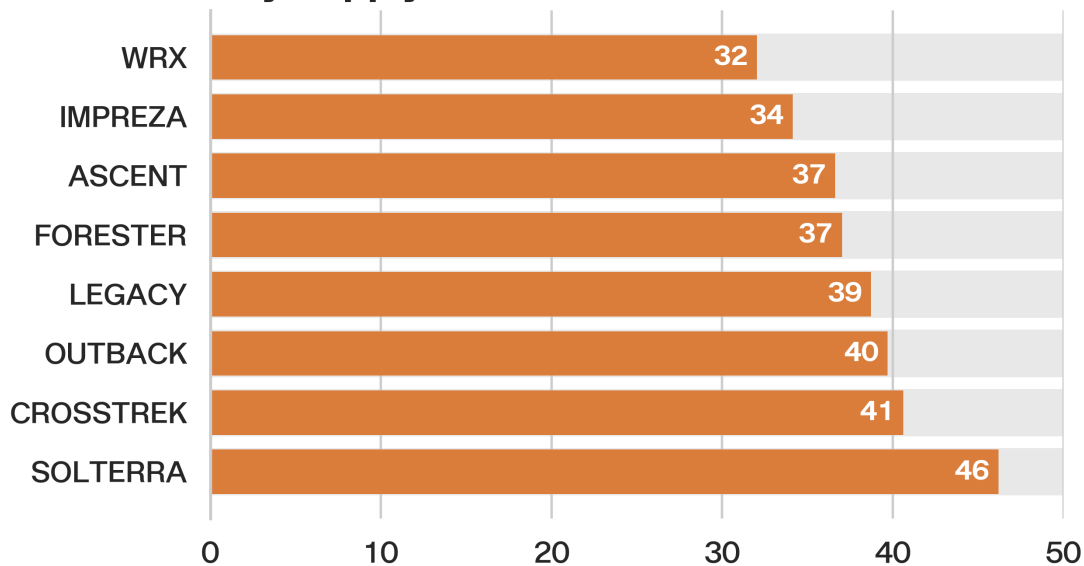
**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**-2%** (QoQ)  
41% Sold  
With Markdown

**+1%** (QoQ)  
**-5%** (YoY)  
45% of Listings  
Not Viewed

**-11%**  
(QoQ)  
Demand

### Day Supply





TOYOTA

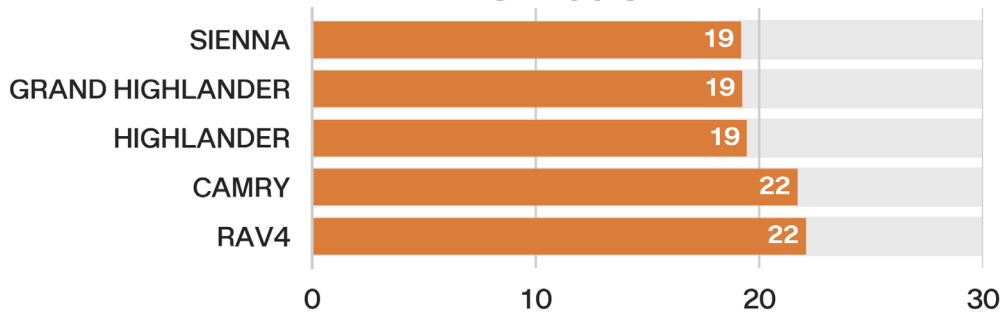
Q2 2025

- › While aged inventory increased by 6% QoQ, Toyota now has the freshest inventory with 23% over 45 days on lot.
- › 4Runner sales continued to recover as inventory levels increased.
- › The Sienna, Highlander and Grand Highlander had the lowest day supply in the market for the quarter, all at 19 days.
- › Toyota saw the largest increase in list price of sold hybrids QoQ, up 4% to \$41,162.

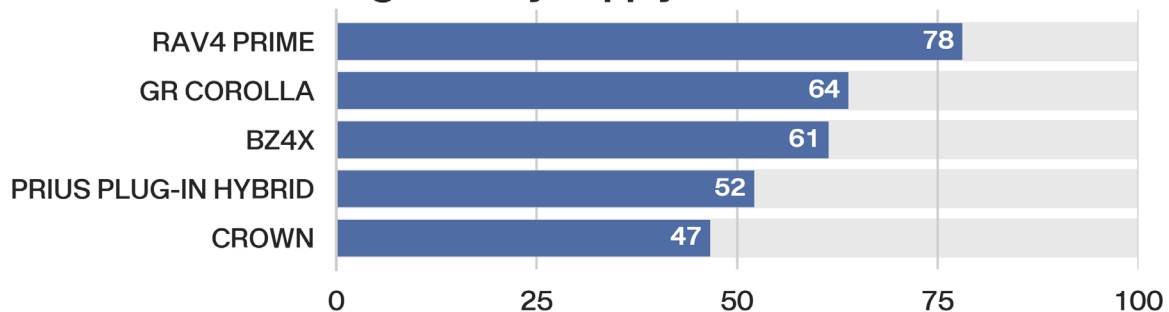
## NEW

<b>+12%</b> (QoQ) Sales Volume Change	<b>-3 Days</b> (QoQ) <b>+1 Days</b> (YoY) 28 Day Supply	<b>+6%</b> (QoQ) <b>+5%</b> (YoY) 23% Aged Inventory Over 45 Days Ending 6/30/2025	<b>-2%</b> (QoQ) <b>-2%</b> (YoY) 14% Aged Sales Over 45 Days as of 6/30/2025	<b>-8%</b> (QoQ) <b>-4%</b> (YoY) 16% Carryover Over 45 Days as of 4/1/2025
<b>+1%</b> (QoQ) <b>-2%</b> (YoY) \$40,394 Price Avg Last Listed	<b>NC</b> (QoQ) -3% Markdown Price Reduction	<b>NC</b> (QoQ) 13% Sold With Markdown	<b>-1%</b> (QoQ) <b>-5%</b> (YoY) 46% of Listings Not Viewed	<b>+11%</b> (QoQ) Demand

### Lowest Day Supply



### Highest Day Supply





TOYOTA

Q2 2025

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

## USED

**-2%** (QoQ)  
Sales Volume  
Change

**+3 Day** (QoQ)  
**+5 Days** (YoY)  
**37 Day Supply**

**+7%** (QoQ)  
**+5%** (YoY)  
**45% Aged Inventory**  
Over 30 Days Ending  
6/30/2025

**-2%** (QoQ)  
**+3%** (YoY)  
**40% Aged Sales**  
Over 30 Days as of  
6/30/2025

**-8%** (QoQ)  
**+3%** (YoY)  
**39% Carryover**  
Over 30 Days as of  
4/1/2025

**+3%** (QoQ)  
**+1%** (YoY)  
**\$28,695 Price**  
Avg Last Listed

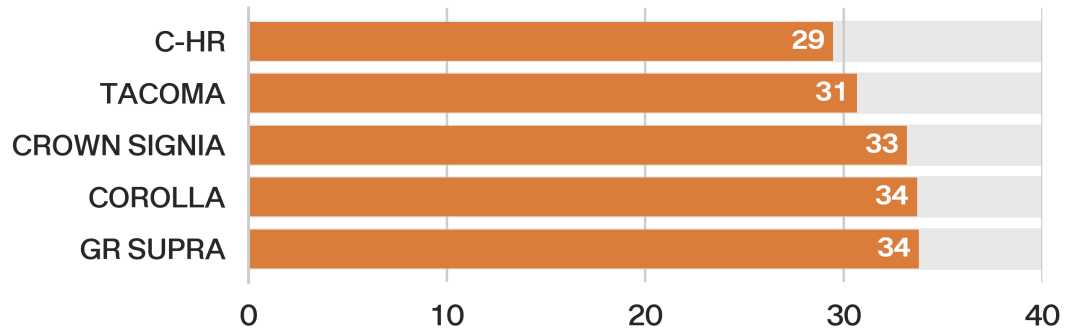
**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**-2%** (QoQ)  
**43% Sold**  
With Markdown

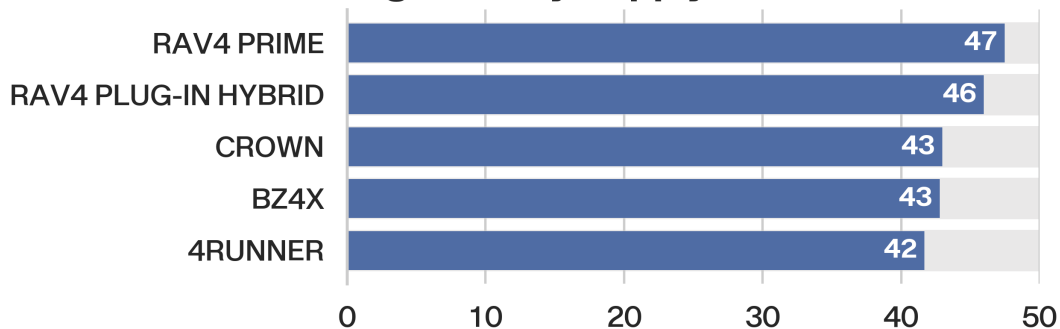
**+1%** (QoQ)  
**-6%** (YoY)  
**39% of Listings**  
Not Viewed

**-6%** (QoQ)  
**Demand**  
Change

### Lowest Day Supply



### Highest Day Supply





- › Volkswagen had the largest increase in inventory list price YoY, up 19% to \$40,720.
- › The ID.BUZZ had the highest day supply for the quarter at 238 days.
- › The ID.4 saw the largest increase in day supply QoQ, up 168 days to 196 days as sales slowed significantly. This also caused a market high increase in aged inventory, up 56% to 62%.

## NEW

**-10%** (QoQ)  
**Sales Volume**  
Change

**+5 Days** (QoQ)  
**+11 Days** (YoY)  
**82 Day Supply**

**NC** (QoQ)  
**+4%** (YoY)  
**56% Aged Inventory**  
Over 45 Days Ending  
6/30/2025

**-9%** (QoQ)  
**+5%** (YoY)  
**56% Aged Sales**  
Over 45 Days as of  
6/30/2025

**-3%** (QoQ)  
**+3%** (YoY)  
**55% Carryover**  
Over 45 Days as of  
4/1/2025

**+5%** (QoQ)  
**+3%** (YoY)  
**\$36,311 Price**  
Avg Last Listed

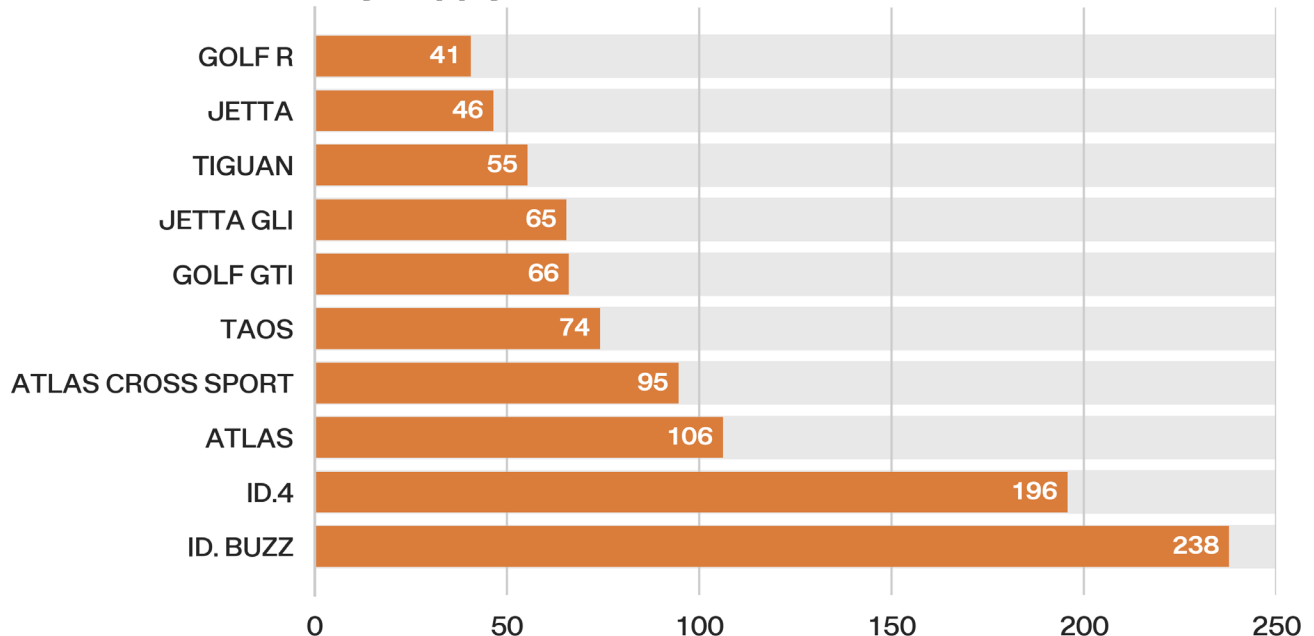
**+1%** (QoQ)  
**-4% Markdown**  
Price Reduction

**-6%** (QoQ)  
**38% Sold**  
With Markdown

**-6%** (QoQ)  
**-16%** (YoY)  
**36% of Listings**  
Not Viewed

**-4%** (QoQ)  
**Demand**  
Change

### Day Supply



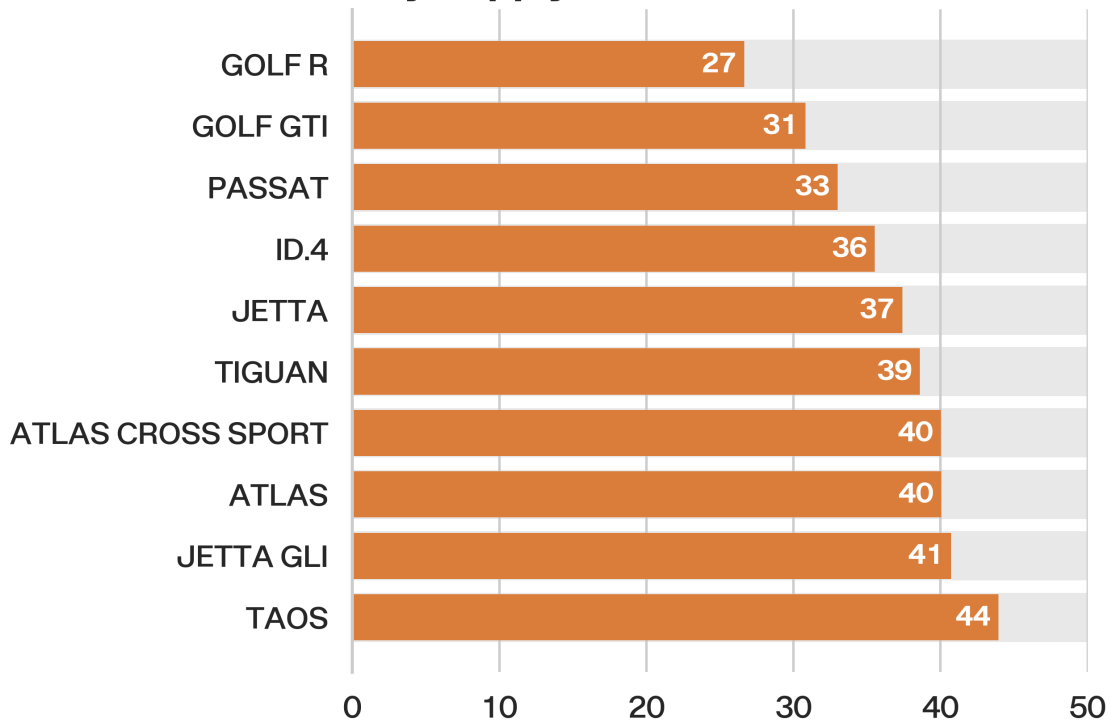


› Volkswagen EV day supply fell 2 days QoQ to a market low of 37 days.

## USED

<b>-3%</b> (QoQ) <b>Sales Volume</b> Change	<b>+2 Days</b> (QoQ) <b>+2 Days</b> (YoY) <b>38 Day Supply</b>	<b>+6%</b> (QoQ) <b>-1%</b> (YoY) <b>45% Aged Inventory</b> Over 30 Days Ending 6/30/2025	<b>-3%</b> (QoQ) <b>-1%</b> (YoY) <b>43% Aged Sales</b> Over 30 Days as of 6/30/2025	<b>-7%</b> (QoQ) <b>-5%</b> (YoY) <b>41% Carryover</b> Over 30 Days as of 4/1/2025
<b>+2%</b> (QoQ) <b>-2%</b> (YoY) <b>\$22,000 Price</b> Avg Last Listed	<b>+1%</b> (QoQ) <b>-5% Markdown</b> Price Reduction	<b>-3%</b> (QoQ) <b>42% Sold</b> With Markdown	<b>NC</b> (QoQ) <b>-3%</b> (YoY) <b>45% of Listings</b> Not Viewed	<b>-4%</b> (QoQ) <b>Demand</b> Change

### Day Supply





- › While day supply fell by 4 days QoQ, Volvo now has the highest day supply in the market at 109 days.
- › The S60 has the highest percent of aged inventory at 99%.
- › The Golf R had the largest decrease in aged sales QoQ, down 55% to 25%.

## NEW

**+1%** (QoQ)  
**Sales Volume**  
Change

**-4 Days** (QoQ)  
**+18 Days** (YoY)  
**109 Day Supply**

**+11%** (QoQ)  
**+7%** (YoY)  
**74% Aged Inventory**  
Over 45 Days Ending  
6/30/2025

**NC** (QoQ)  
**-1%** (YoY)  
**65% Aged Sales**  
Over 45 Days as of  
6/30/2025

**-3%** (QoQ)  
**+4%** (YoY)  
**63% Carryover**  
Over 45 Days as of  
4/1/2025

**+2%** (QoQ)  
**-1%** (YoY)  
**\$61,740 Price**  
Avg Last Listed

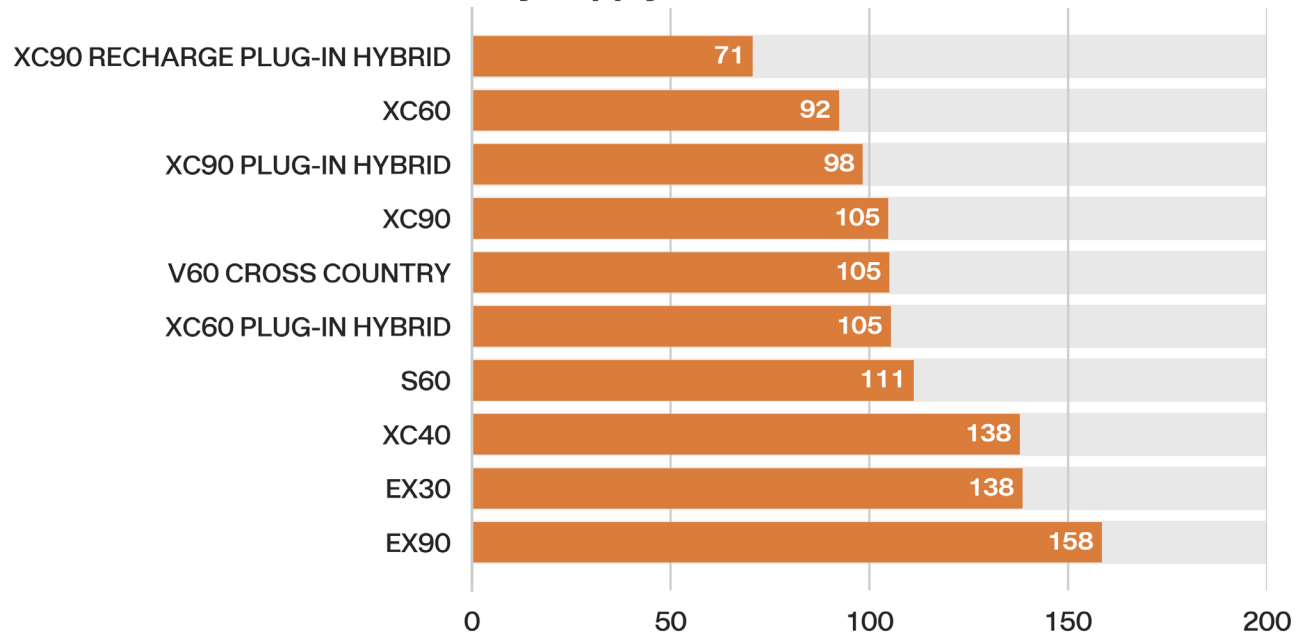
**NC** (QoQ)  
**-3% Markdown**  
Price Reduction

**-7%** (QoQ)  
**20% Sold**  
With Markdown

**+2%** (QoQ)  
**-2%** (YoY)  
**37% of Listings**  
Not Viewed

**+5%** (QoQ)  
**Demand**  
Change

### Day Supply





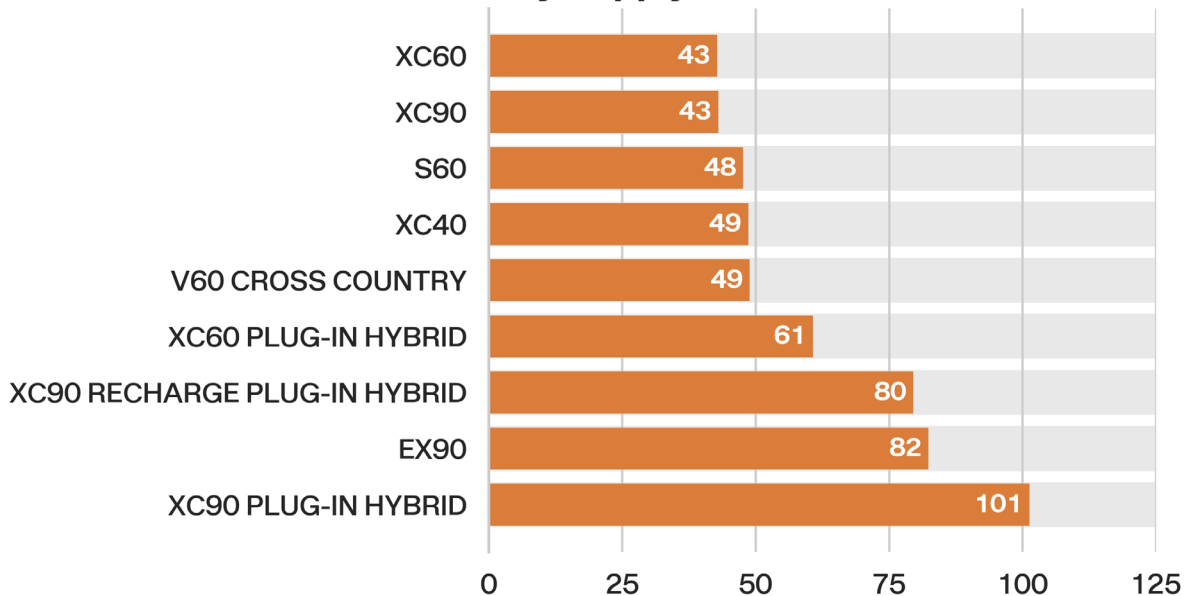


- › Volvo saw the largest decrease in sales QoQ, down 18% accompanied by a market high increase in inventory list price of 9% to \$36,897.
- › Falling sales caused a market high increase in day supply QoQ of 9 days to 47 days.

## USED

<b>-18%</b> (QoQ) Sales Volume Change	<b>+9 Day</b> (QoQ) <b>+1 Days</b> (YoY) 47 Day Supply	<b>+9%</b> (QoQ) <b>+2%</b> (YoY) 52% Aged Inventory Over 30 Days Ending 6/30/2025	<b>-3%</b> (QoQ) <b>-2%</b> (YoY) 47% Aged Sales Over 30 Days as of 6/30/2025	<b>NC</b> (QoQ) <b>-1%</b> (YoY) 44% Carryover Over 30 Days as of 4/1/2025
<b>NC</b> (QoQ) <b>-3%</b> (YoY) \$32,994 Price Avg Last Listed	<b>NC</b> (QoQ) -5% Markdown Price Reduction	<b>-5%</b> (QoQ) 44% Sold With Markdown	<b>+4%</b> (QoQ) <b>NC</b> (YoY) 43% of Listings Not Viewed	<b>-19%</b> (QoQ) Demand

### Day Supply





## GLOSSARY

### Carryover

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

### Day Supply

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

### Demand

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

### Last Listed Price

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

### Markdown Price Reduction

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

### NC

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

### Percent Aged Inventory

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

### Percent Aged Sales

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

### Percent Of Listings Not Viewed

The average daily percent of inventory without a single VDP

### Percent Sold With Markdown

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

### Sales Volume Change

Total previous period sold unit count compared to current period sales



# VINCENSUS

## » THE LOTLINX VINCENSUS REPORT

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

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

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

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

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

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

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