

VINCENSUS

2024 **JUNE**

We are pleased to present you with the June 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

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> EXECUTIVE SUMMARY

The CDK Global hack significantly impacted sales in June. The cyberattack disrupted software systems at thousands of dealerships, forcing many to revert to manual processes, such as using pen and paper for transactions. This led to delays and reduced efficiency, contributing to a 5% decrease in new vehicle sales and 7% in used. The market is experiencing fluctuations in inventory and sales, with manufacturers and dealers adjusting prices to manage supply and demand dynamics effectively. The trends in aged inventory and day supply indicate potential areas for strategic focus to optimize inventory turnover and sales performance.

New Vehicles:

- Sales volumes fell by 5% while inventory increased by 7% causing day supply to increase by 6 days to 74 days MoM, a 33 day increase YoY.
- Aged inventory continued to rise, showing a 2% MoM increase to 50% and 14% YoY.

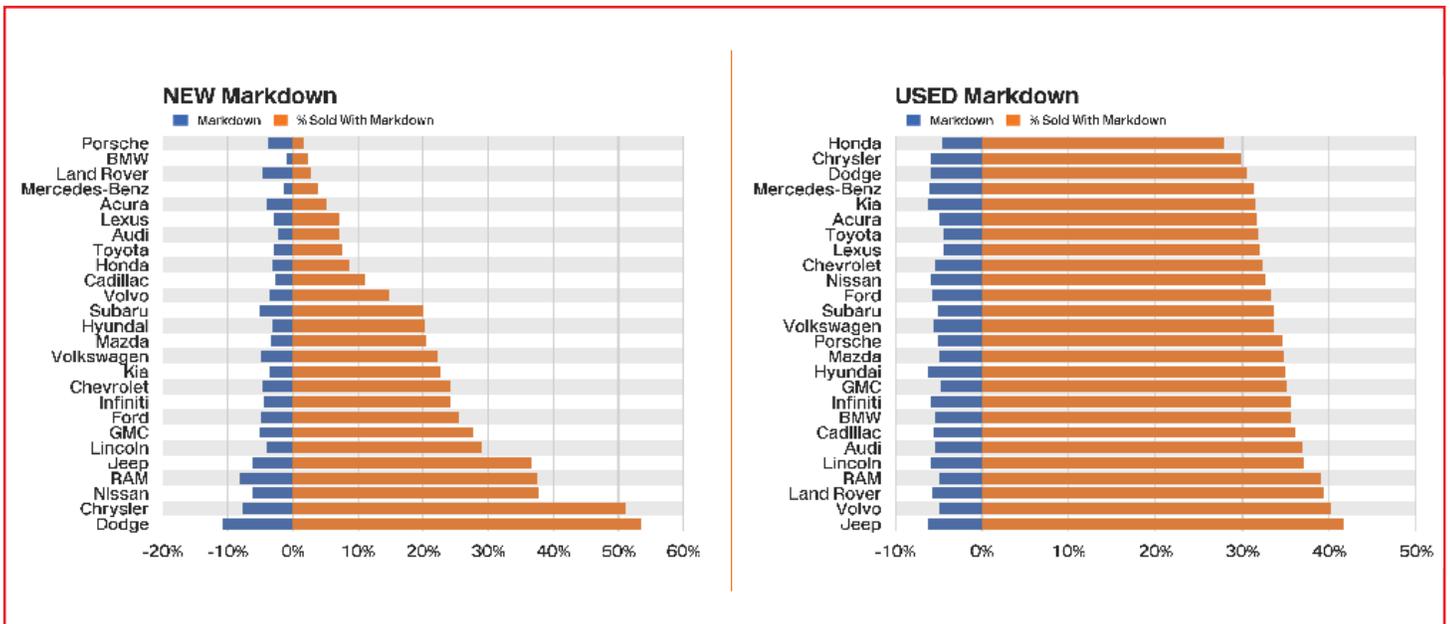
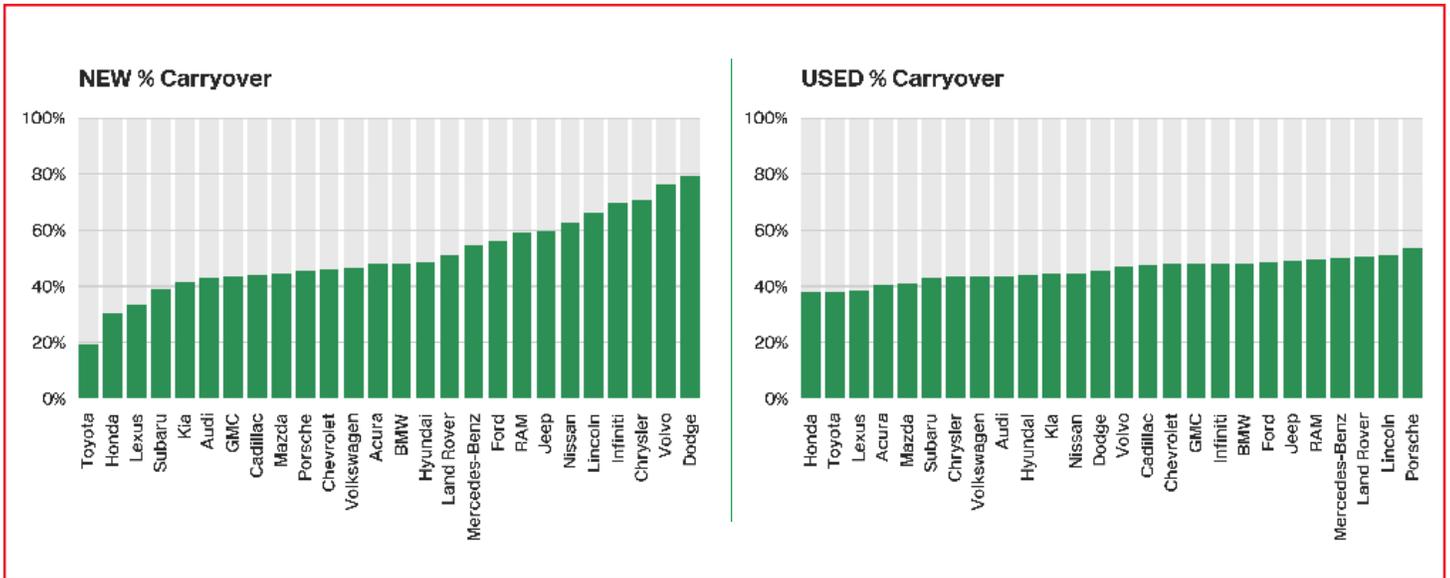
Used Vehicles:

- Day supply held relatively steady even with a 7% sales drop MoM.
- The markdown magnitude and percentage of sales remained consistent; however, the average last listed price declined by 4% YoY.

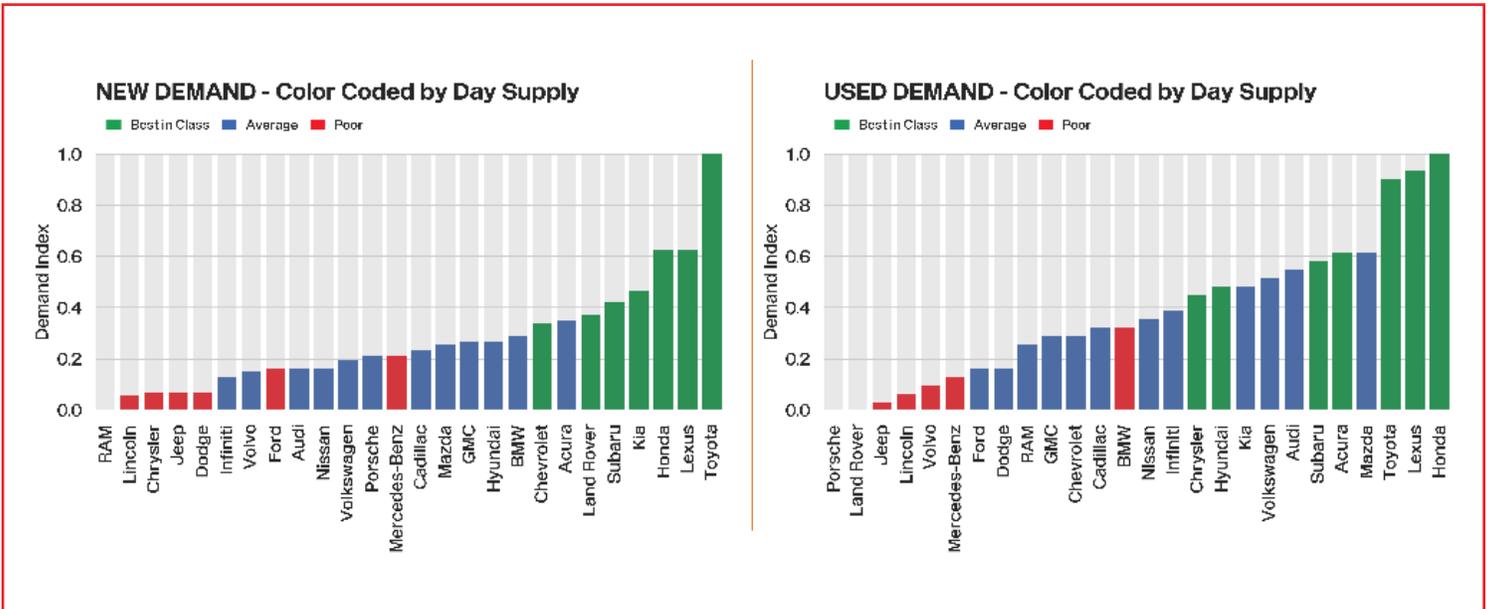
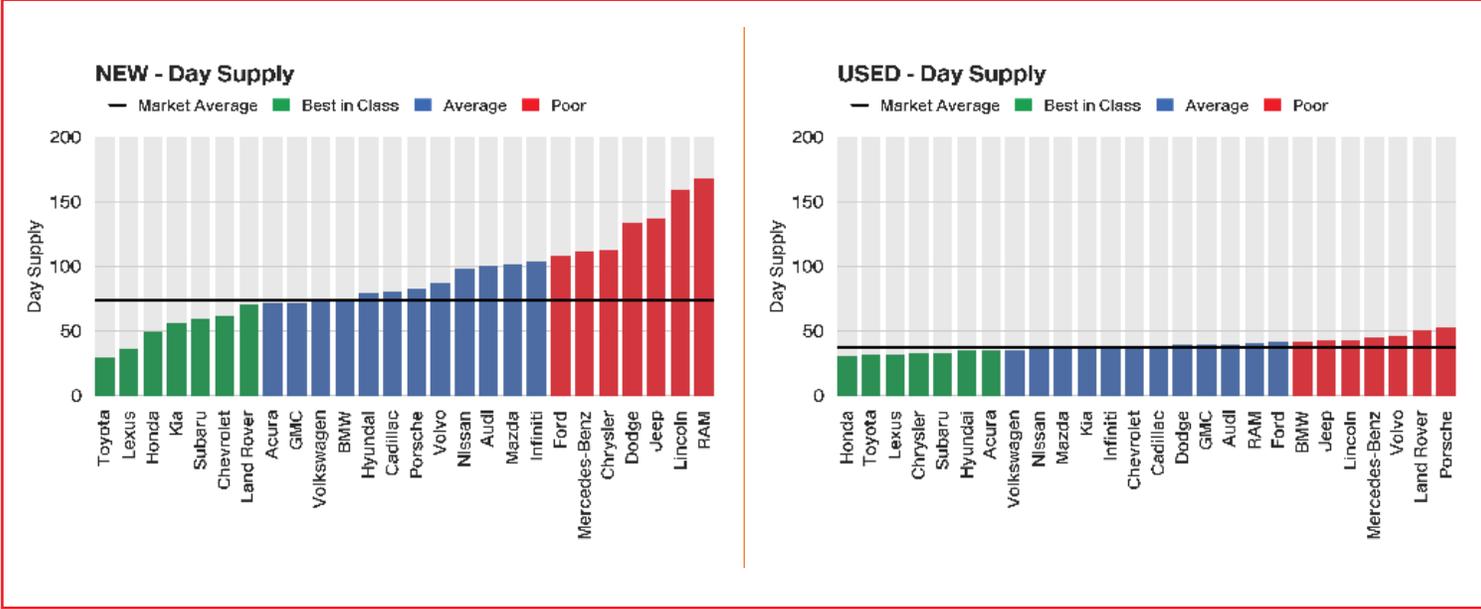
Recommended action steps for upcoming months:

- Scrutinize your inventory daily and recap it weekly.
- Carefully plot out a markdown strategy and make sure you are reviewing other dealers' pricing in the market for markdown guidance.

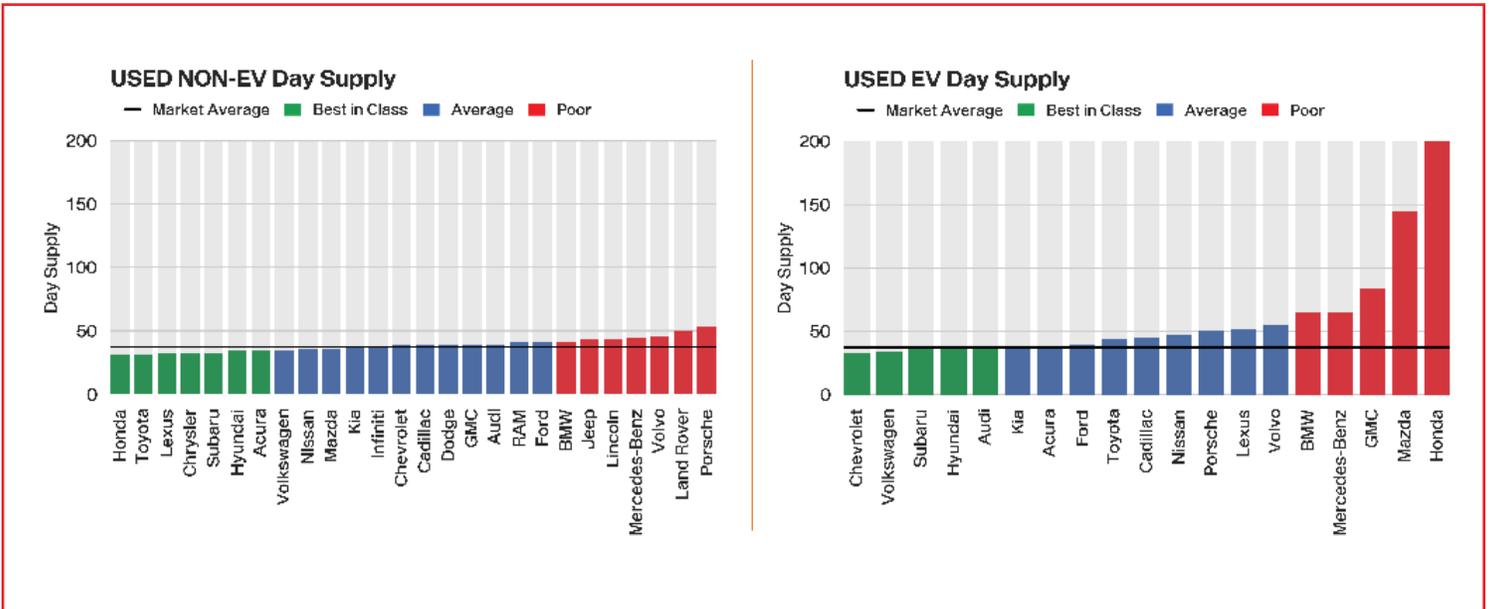
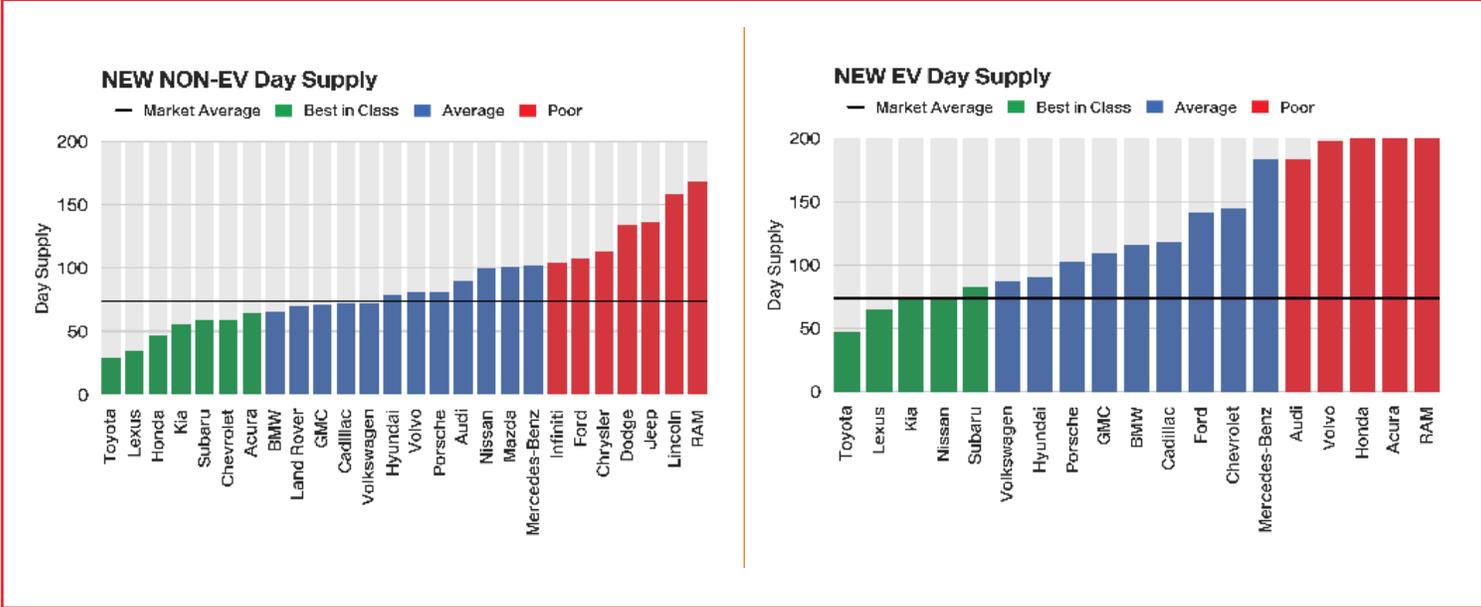
- › Carryover remained unchanged MoM as new vehicle increased by 11% YoY and used vehicle by 3%.
- › Volvo had the highest increase in carryover of 9% MoM but failed to take any corrective action causing aged ending inventory to increase by 8%.
- › Chrysler and Dodge continued to have high markdowns and high carryover.



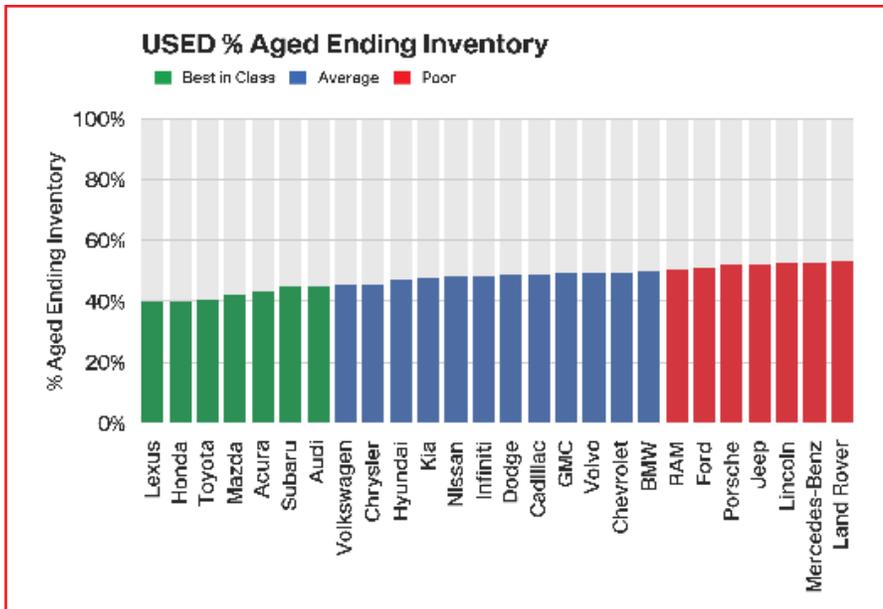
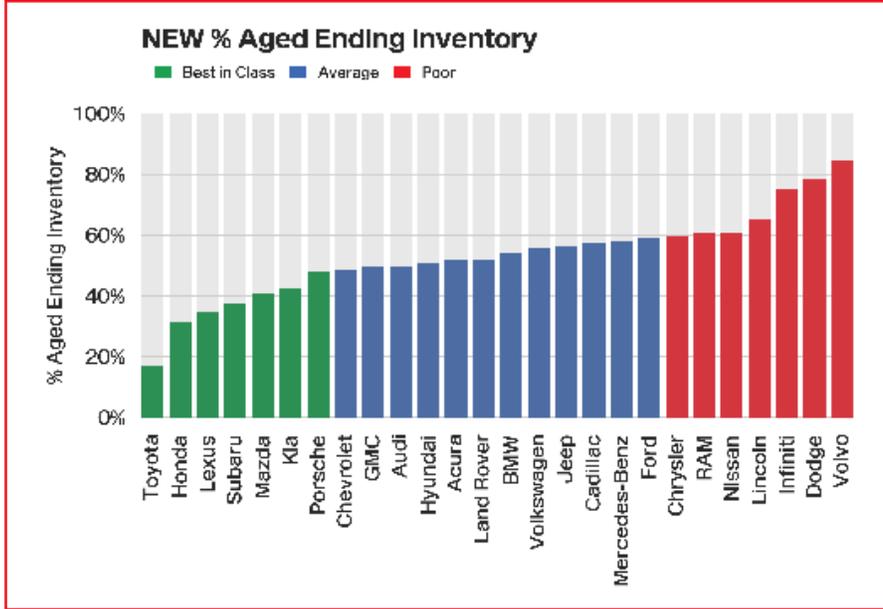
- Day supply continued its rising trend for new vehicles, increasing by 6 days MoM and 33 days YoY to 74 days.
- Day supply for used vehicles remained unchanged MoM and YoY with small variances between brands.
- While new Mercedes-Benz had average demand, inventory levels increased beyond that demand causing a high day supply.



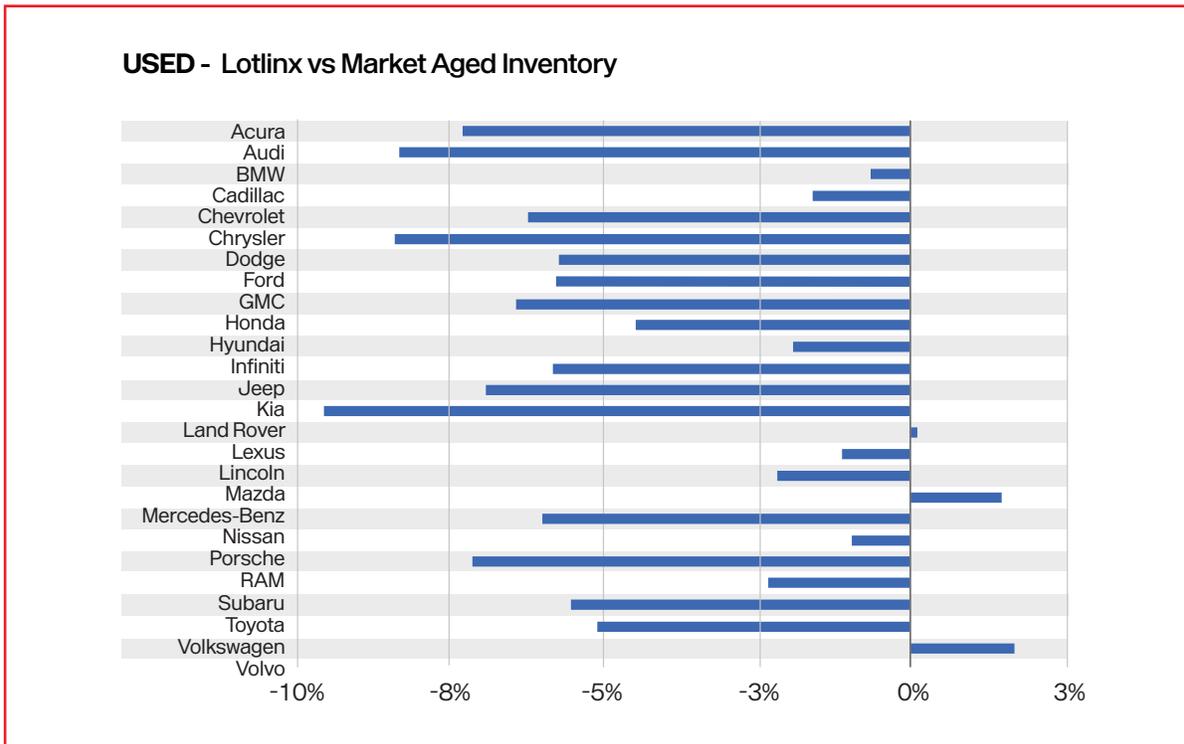
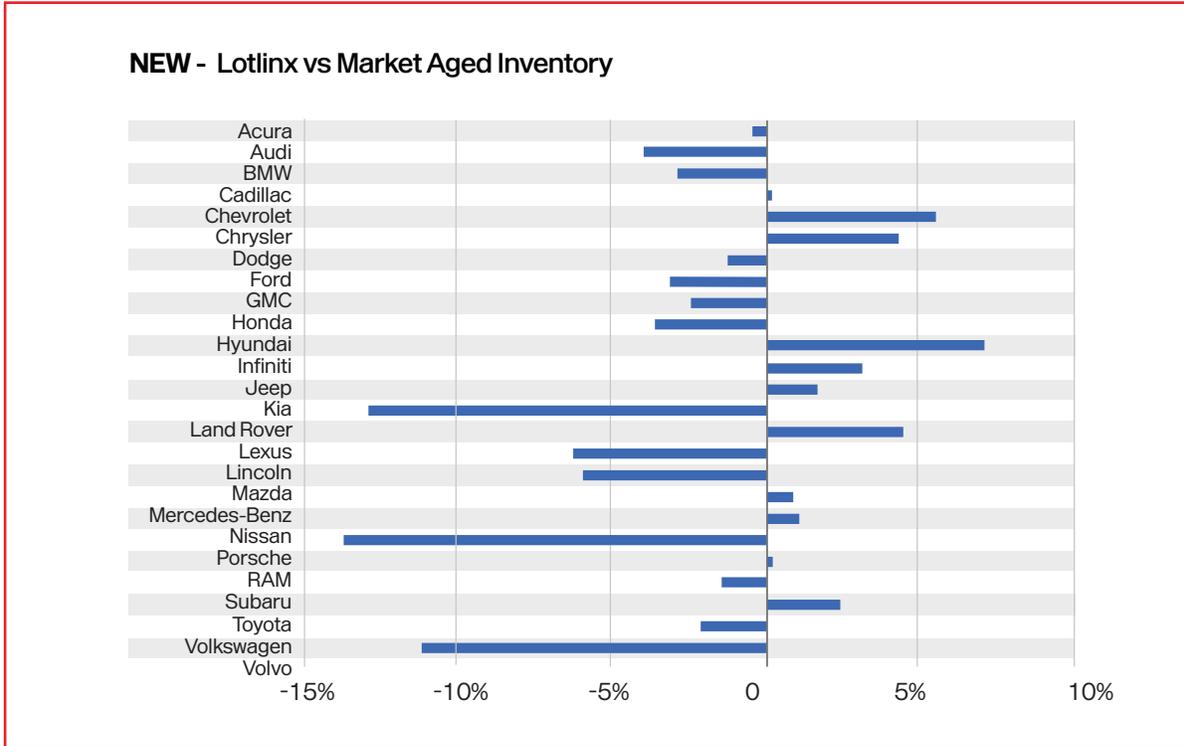
- › While EVs had significantly higher day supply, their low volume had minimal effect on overall day supply.
- › New inventory increased as sales fell MoM.
- › Used inventory held steady but sales fell significantly MoM, double that of non-EVs.
- › Day supply for new units increased while used held somewhat steady.



› Aged ending inventory increased by 2% for new and 5% for used MoM, the highest increase for the quarter.



- On average, Lotlinx customers had 2% less aged inventory than the rest of the market for new vehicles and 3% less for used.
- 58% of new vehicle brands and 73% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- > Sales volumes fell by 5% while inventory increased by 7% causing day supply to increase by 6 days to 74 days MoM, a 33 day increase YoY.
- > Aged inventory continued to rise, showing a 2% MoM increase to 50% and 14% YoY.

NEW

- 5% (MoM)
Sales Volume
Change

+6 Days (MoM)
+34 Days (YoY)
74 Day Supply

+2% (MoM)
+14% (YoY) 50%
Aged Inventory
Over 45 Days Ending
06/30/24

NC (MoM)
+12% (YoY)
40% Aged Sales
Over 45 Days as of
06/30/24

-1% (MoM)
+11% (YoY)
49% Carryover
Over 45 Days as of
06/01/24

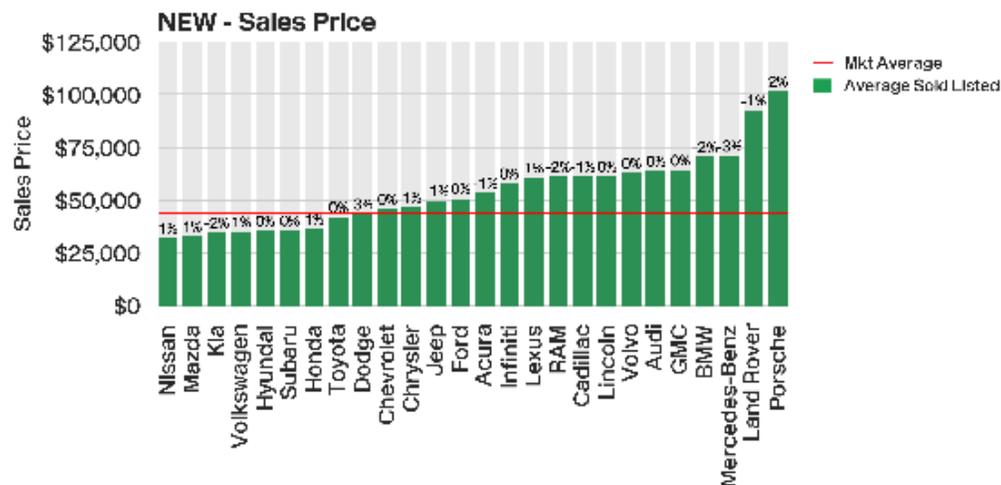
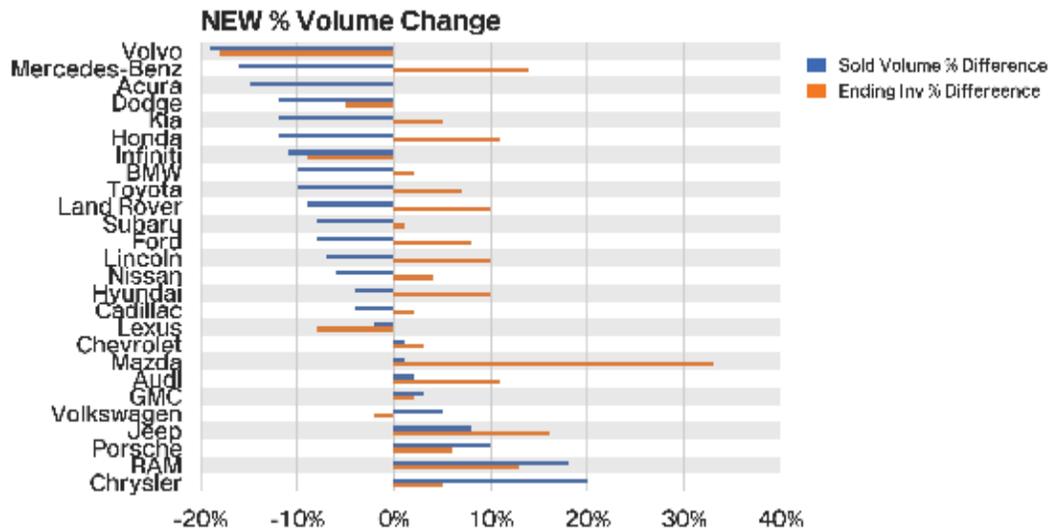
+1% (MoM)
+2% (YoY)
\$43,890 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

-2% (MoM)
22% Sold
With Markdown

-3% (MoM)
+6% (YoY)
52% of Listings
Not Viewed

-2% (MoM)
Demand
Change



- > Day supply held relatively steady even with a 7% sales drop MoM.
- > The markdown magnitude and percentage of sales remained consistent; however, the average last listed price declined by 4% YoY.

USED INVENTORY

-7% (MoM)
Sales Volume
Change

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

+4% (MoM)
+6% (YoY)
48% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+1% (YoY)
40% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+3% (YoY)
45% Carryover
Over 45 Days as of
06/01/24

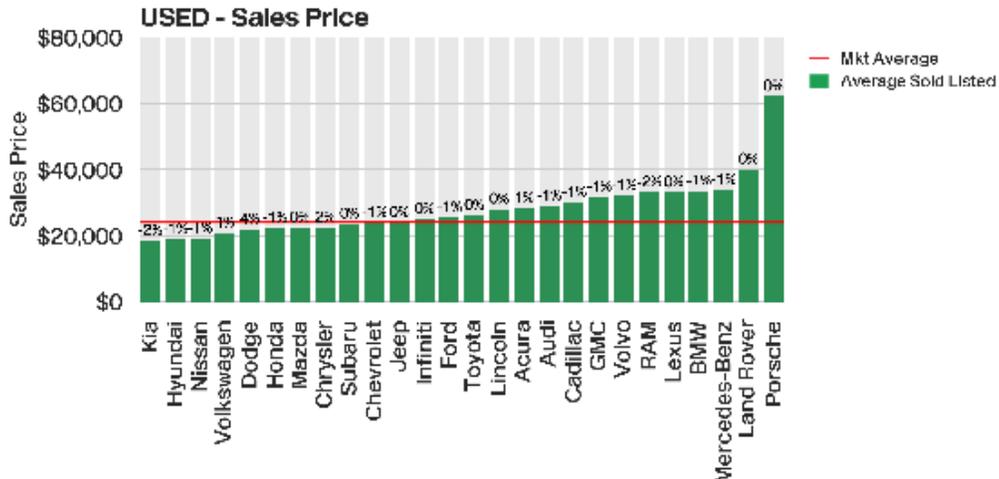
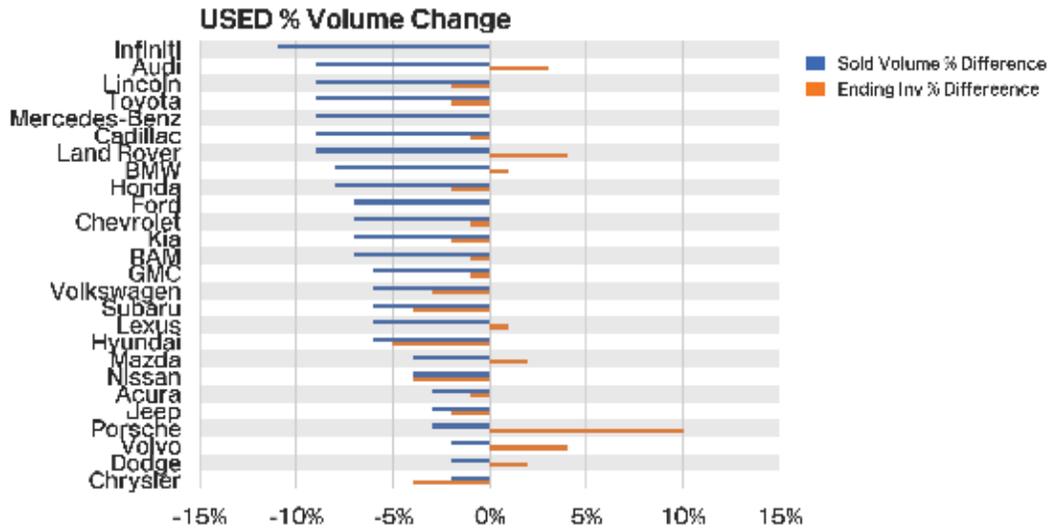
-1% (MoM)
-7% (YoY)
\$24,108 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
40% Sold
With Markdown

-3% (MoM)
+1% (YoY)
41% of Listings
Not Viewed

-3% (MoM)
Demand
Change



- > Acura experienced a significant decline in new vehicle sales, with a 15% drop compared to the overall market average decline of 5%.
- > MDX sales dropped by 33% as inventory was constrained and aging became a concern as 72% of inventory is aged.

NEW

<p>-15% (MoM) Sales Volume Change</p>	<p>+9 Days (MoM) +27 Days (YoY) 71 Day Supply</p>	<p>+5% (MoM) +6% (YoY) 52% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+2% (MoM) +2% (YoY) 51% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-4% (MoM) -2% (YoY) 48% Carryover Over 45 Days as of 06/01/24</p>
<p>-1% (MoM) +4% (YoY) \$53,245 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>NC (MoM) 5% Sold With Markdown</p>	<p>+3% (MoM) +4% (YoY) 48% of Listings Not Viewed</p>	<p>+9% (MoM) Demand Change</p>

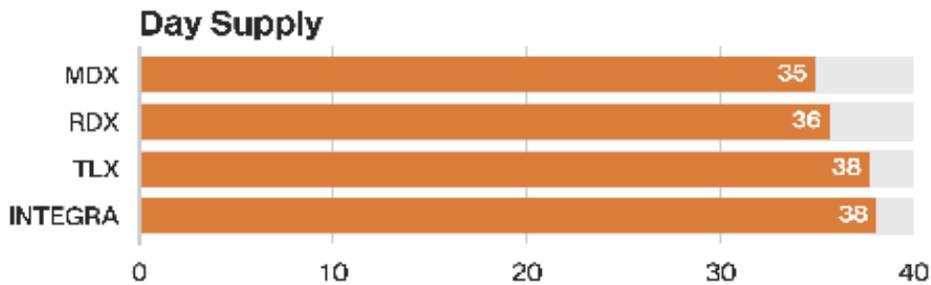
Day Supply

Model	Day Supply
MDX	36
INTEGRA	64
TLX	80
RDX	94

> Overall, metrics align with the market trends with sales falling by 3%, slightly less than the market average of 7%.

USED

<p>-3% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) -2 Days (YoY) 35 Day Supply</p>	<p>+5% (MoM) +3% (YoY) 43% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+2% (MoM) NC (YoY) 39% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+1% (MoM) +1% (YoY) 40% Carryover Over 45 Days as of 06/01/24</p>
<p>+1% (MoM) -5% (YoY) \$28,400 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+1% (MoM) 32% Sold With Markdown</p>	<p>-2% (MoM) +4% (YoY) 40% of Listings Not Viewed</p>	<p>-7% (MoM) Demand Change</p>





Audi

- > Despite a challenging market environment where overall sales fell by 5%, Audi managed to achieve a 2% increase in new vehicle sales.
- > However, this sales growth was accompanied by an 11% increase in inventory, leading to a rise in day supply by 5 days, reaching 100 days. Specifically, the day supply for EVs surged by 22 days to 184 days, while non-EV day supply increased by only 4 days to 90 days.
- > The Q3 model had a particularly strong month, with sales volume increasing by over 30%, supported by a significant influx of inventory in May.

NEW

+ 2% (MoM)
Sales Volume
Change

+5 Days (MoM)
+36 Days (YoY)
100 Day Supply

+7% (MoM)
+16% (YoY) 50%
Aged Inventory
Over 45 Days Ending
06/30/24

-3% (MoM)
+2% (YoY)
48% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
+10% (YoY)
43% Carryover
Over 45 Days as of
06/01/24

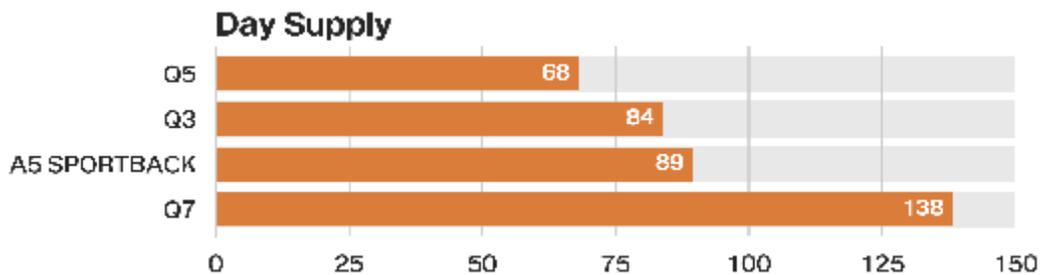
NC (MoM)
+4% (YoY)
\$63,700 Price
Avg Last Listed

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

NC (MoM)
7% Sold
With Markdown

-8% (MoM)
-3% (YoY)
32% of Listings
Not Viewed

-21%
(MoM)
Demand



> All metrics move in line with the market.

USED

-9% (MoM)
Sales Volume
Change

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

+3% (MoM)
+3% (YoY)
45% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
-1% (YoY)
41% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
-1% (YoY)
44% Carryover
Over 45 Days as of
06/01/24

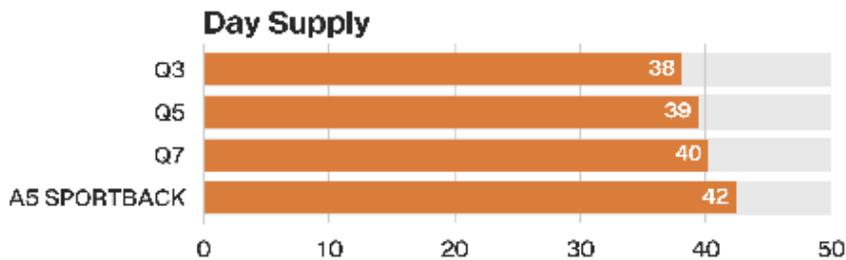
-1% (MoM)
-13% (YoY)
\$28,999 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
37% Sold
With Markdown

-2% (MoM)
+5% (YoY)
35% of Listings
Not Viewed

NC (MoM)
Demand
Change



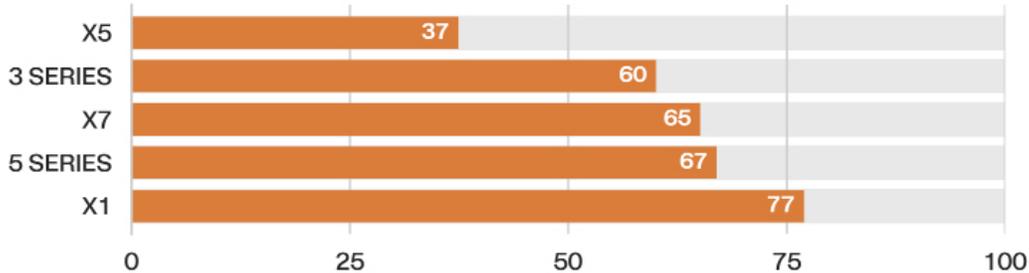


- > Sales dropped by 10% driven by a 9% drop in the X3 and a 19% drop in the X5.
- > The previously very healthy X5 inventory now has half the inventory sitting at over 45 days on lot, up 20% from last month.

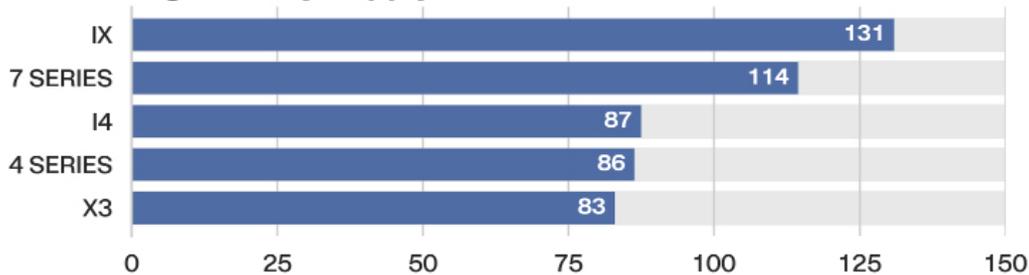
NEW

<p>- 10% (MoM) Sales Volume Change</p>	<p>+ 7 Days (MoM) + 43 Days (YoY) 75 Day Supply</p>	<p>+ 6% (MoM) + 26% (YoY) 54% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+ 5% (MoM) + 20% (YoY) 42% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+ 1% (MoM) + 14% (YoY) 48% Carryover Over 45 Days as of 06/01/24</p>
<p>- 2% (MoM) - 1% (YoY) \$70,395 Price Avg Last Listed</p>	<p>NC (MoM) -1% Markdown Price Reduction</p>	<p>NC (MoM) 2% Sold With Markdown</p>	<p>+ 1% (MoM) + 18% (YoY) 44% of Listings Not Viewed</p>	<p>- 2% (MoM) Demand Change</p>

Lowest Day Supply



Highest Day Supply





> BMW's EV inventory faced challenges, with 66% of used EV inventory aged, compared to the market average of 54%.

USED

-8% (MoM)
Sales Volume
Change

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

+3% (MoM)
+7% (YoY)
50% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+3% (YoY)
41% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+5% (YoY)
48% Carryover
Over 45 Days as of
06/01/24

-1% (MoM)
-4% (YoY)
\$33,496 Price
Avg Last Listed

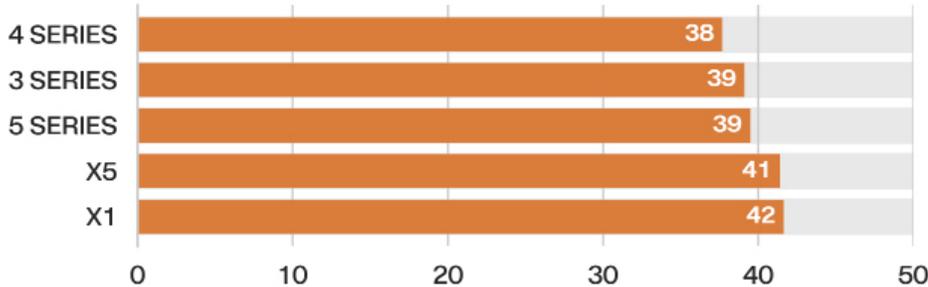
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
36% Sold
With Markdown

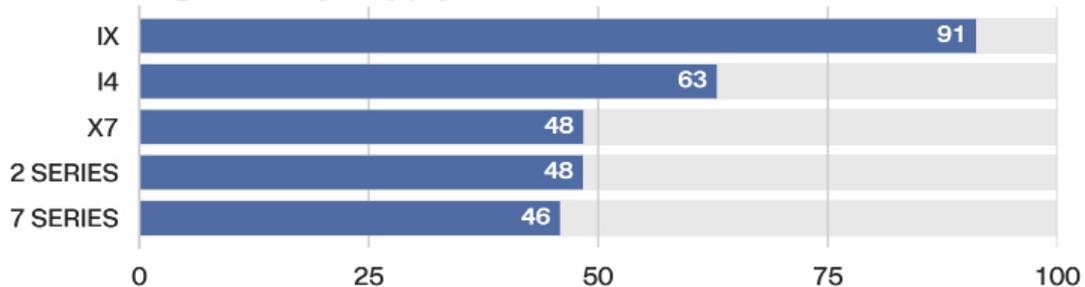
-1% (MoM)
+7% (YoY)
35% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



- > Cadillac managed to keep its sales decline in line with the market, with volume drops primarily in EVs.
- > Aged inventory grew by 14%, significantly outpacing the market average increase of 5%. However, only 49% of non-EV units were aged compared to 77% of EVs.
- > Aging issues for the Lyriq continued from last month as aged inventory increased by 19% to 77%, up 40% from March.

NEW

<p>- 4% (MoM) Sales Volume Change</p>	<p>+2 Days (MoM) +47 Days (YoY) 81 Day Supply</p>	<p>+ 14% (MoM) +20% (YoY) 57% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>-2% (MoM) +7% (YoY) 37% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+4% (MoM) +4% (YoY) 44% Carryover Over 45 Days as of 06/01/24</p>
<p>-1% (MoM) +2% (YoY) \$61,040 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>NC (MoM) 11% Sold With Markdown</p>	<p>+1% (MoM) +19% (YoY) 53% of Listings Not Viewed</p>	<p>-12% (MoM) Demand</p>

Day Supply

Model	Day Supply
ESCALADE	51
ESCALADE ESV	51
XT5	70
XT6	79
XT4	83
LYRIQ	117

> Cadillac experienced very small improvements in EV sales compared to the market which saw sales volumes decrease MoM and aging problems increase.

USED

-9% (MoM)
Sales Volume
Change

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

+3% (MoM)
+5% (YoY)
49% Aged Inventory
Over 45 Days Ending
06/30/24

+2% (MoM)
+2% (YoY)
42% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+3% (YoY)
48% Carryover
Over 45 Days as of
06/01/24

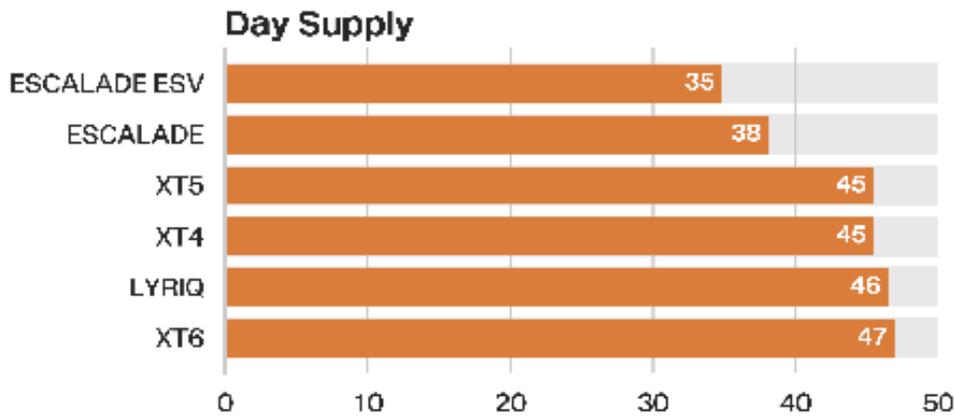
-1% (MoM)
-10% (YoY)
\$29,999 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
36% Sold
With Markdown

-1% (MoM)
+3% (YoY)
41% of Listings
Not Viewed

-1% (MoM)
Demand
Change





CHEVROLET

- > Chevrolet achieved a 1% increase in new vehicle sales, outperforming the market, which fell by 5%.
- > This growth was driven by a surge in Trax sales, which increased by 19%, making the Trax Chevrolet's second most popular model.
- > Equinox sales continued to decline by 11% MoM.

NEW

+ 1% (MoM)
Sales Volume
Change

-1 Day (MoM)
+20 Days (YoY)
62 Day Supply

+3% (MoM)
+15% (YoY)
48% Aged Inventory
Over 45 Days Ending
06/30/24

-3% (MoM)
+8% (YoY)
39% Aged Sales
Over 45 Days as of
06/30/24

-1% (MoM)
+6% (YoY)
46% Carryover
Over 45 Days as of
06/01/24

NC (MoM)
NC (YoY)
\$45,570 Price
Avg Last Listed

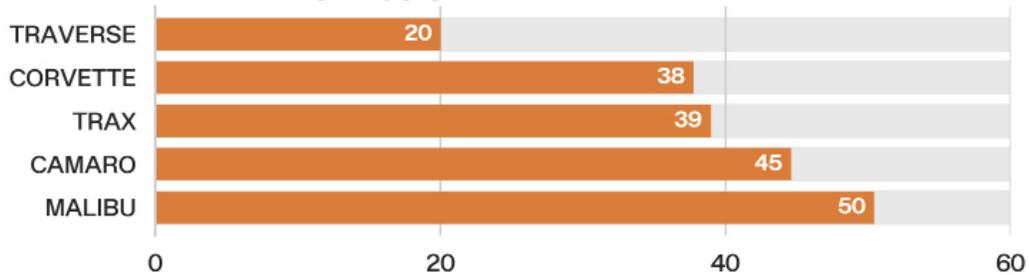
NC (MoM)
-5% Markdown
Price Reduction

-5% (MoM)
24% Sold
With Markdown

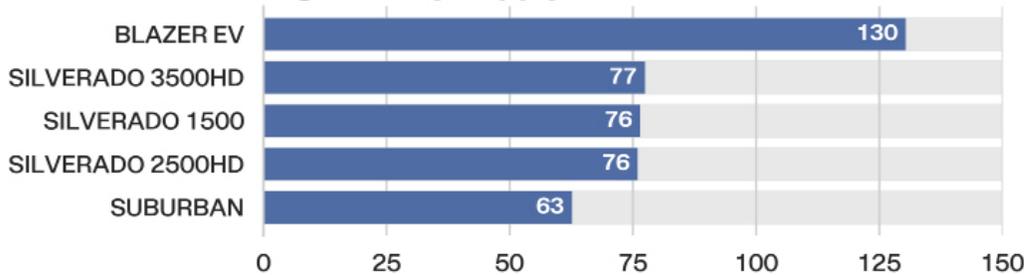
+1% (MoM)
+6% (YoY)
47% of Listings
Not Viewed

-2% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





CHEVROLET

> All used metrics are in line with the market.

USED

-7% (MoM)
Sales Volume
Change

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

+3% (MoM)
+7% (YoY)
50% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+2% (YoY)
40% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+5% (YoY)
48% Carryover
Over 45 Days as of
06/01/24

-1% (MoM)
-10% (YoY)
\$23,808 Price
Avg Last Listed

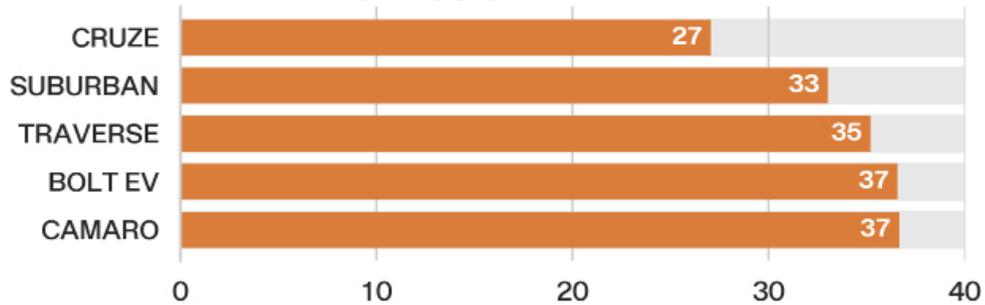
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
32% Sold
With Markdown

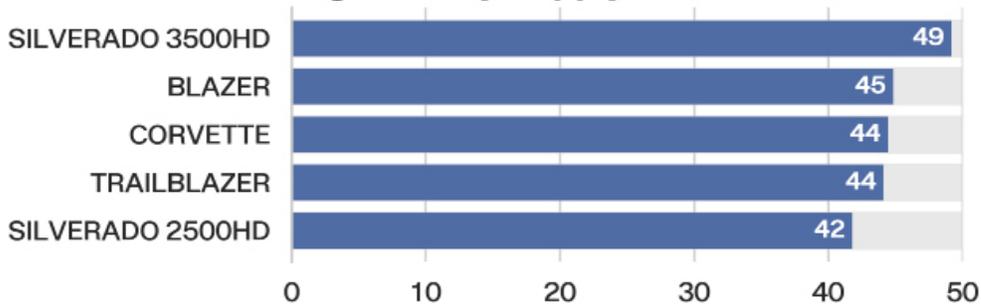
-3% (MoM)
+2% (YoY)
43% of Listings
Not Viewed

-1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

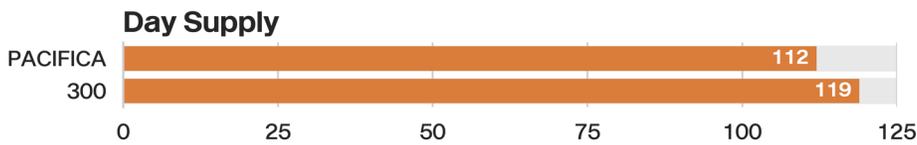




- > Chrysler had the largest increase in sales of 20% and successfully lowered aged inventory for the second consecutive month.
- > Sales for the Pacifica grew by 28% thanks to fresh inventory in May and June. Pacifica sales outpaced inventory allowing day supply to drop to 112, the lowest since March of this year.

NEW

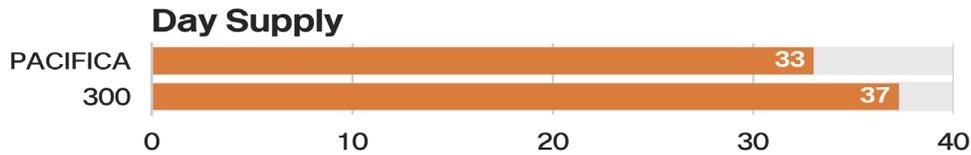
+20% (MoM) Sales Volume Change	-20 Days (MoM) +48 Days (YoY) 112 Day Supply	-11% (MoM) +8% (YoY) 60% Aged Inventory Over 45 Days Ending 06/30/24	-10% (MoM) +8% (YoY) 61% Aged Sales Over 45 Days as of 06/30/24	-12% (MoM) +15% (YoY) 71% Carryover Over 45 Days as of 06/01/24
+1% (MoM) +1% (YoY) \$46,585 Price Avg Last Listed	- (MoM) -8% Markdown	-9% (MoM) 51% Sold With Markdown	-4% (MoM) +4% (YoY) 56% of Listings Not Viewed	+10% (MoM) Demand



> Sales only dropped by 2% compared to the market average of 7%.

USED

<p>-2% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) +1 Day (YoY) 33 Day Supply</p>	<p>+4% (MoM) +3% (YoY) 46% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+1% (MoM) +1% (YoY) 38% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-1% (MoM) +1% (YoY) 43% Carryover Over 45 Days as of 06/01/24</p>
<p>+2% (MoM) +2% (YoY) \$22,410 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>NC (MoM) 30% Sold With Markdown</p>	<p>-4% (MoM) -1% (YoY) 43% of Listings Not Viewed</p>	<p>-1% (MoM) Demand Change</p>



- > While sales fell by 12%, it had little effect on the inventory aging profile as aged inventory held steady at 79%.
- > The Durango surpassed the Challenger to become the second highest-selling model, behind the Charger.

NEW

-12% (MoM)
Sales Volume
Change

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

-1% (MoM)
+32% (YoY)
79% Aged Inventory
Over 45 Days Ending
06/30/24

-4% (MoM)
+31% (YoY)
78% Aged Sales
Over 45 Days as of
06/30/24

-2% (MoM)
+33% (YoY)
79% Carryover
Over 45 Days as of
06/01/24

+3% (MoM)
NC (YoY)
\$43,484 Price
Avg Last Listed

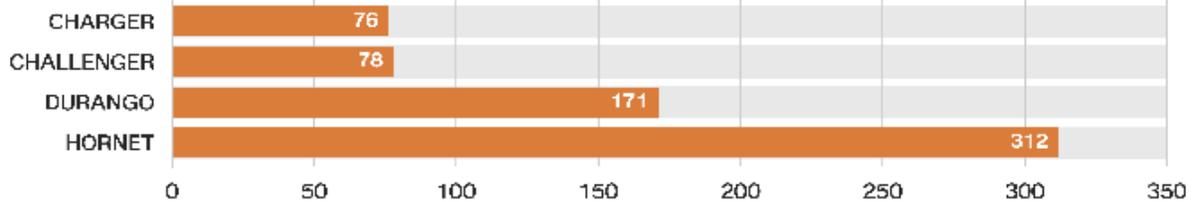
NC (MoM)
-11% Markdown
Price Reduction

-2% (MoM)
53% Sold
With Markdown

-3% (MoM)
+9% (YoY)
49% of Listings
Not Viewed

+15%
(MoM)
Demand

Day Supply



> Average sales price increased by 4% driven by an increase in sales of the higher-valued Durango.

USED

<p>-2% (MoM) Sales Volume Change</p>	<p>NC Days (MoM) +4 Days (YoY) 39 Day Supply</p>	<p>+5% (MoM) +5% (YoY) 49% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+3% (MoM) +1% (YoY) 38% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+1% (MoM) +3% (YoY) 46% Carryover Over 45 Days as of 06/01/24</p>
<p>+4% (MoM) -3% (YoY) \$21,900 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>+1% (MoM) 30% Sold With Markdown</p>	<p>-3% (MoM) NC (YoY) 37% of Listings Not Viewed</p>	<p>-11% (MoM) Demand</p>

Day Supply

Model	Day Supply
JOURNEY	32
GRAND CARAVAN	34
CHARGER	39
CHALLENGER	43
DURANGO	47
HORNET	91



- > Sales fell by 8% causing day supply to increase by 13 days to 109 days.
- > Explorer sales volume fell by over 20% MoM as inventory began to diminish in May.

NEW

-8% (MoM)
Sales Volume
Change

+13 Days (MoM)
+46 Days (YoY)
109 Day Supply

+4% (MoM)
+12% (YoY)
59% Aged Inventory
Over 45 Days Ending
06/30/24

+3% (MoM)
+10% (YoY)
54% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+8% (YoY)
56% Carryover
Over 45 Days as of
06/01/24

NC (MoM)
NC (YoY)
\$50,642 Price
Avg Last Listed

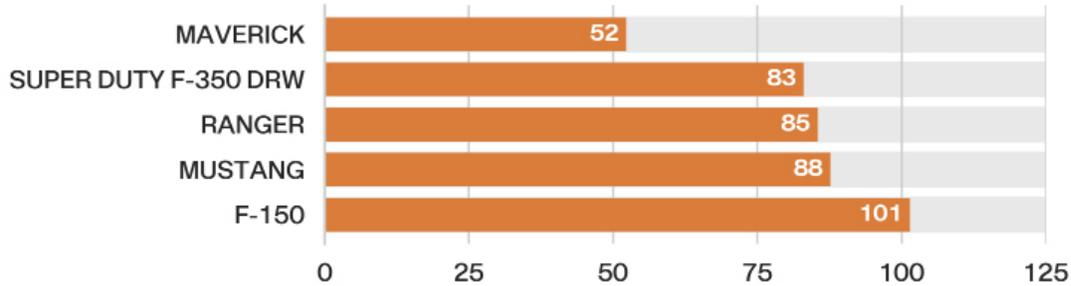
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
26% Sold
With Markdown

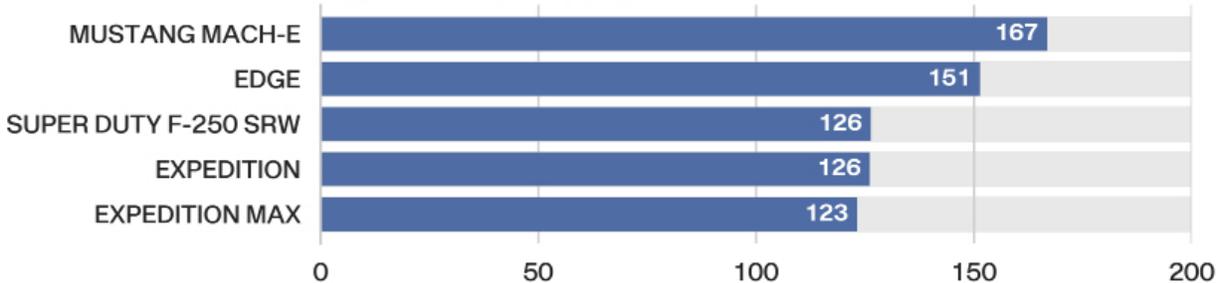
-4% (MoM)
-2% (YoY)
53% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





> All used metrics are in line with the market.

USED

-7% (MoM)
Sales Volume
Change

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

+4% (MoM)
+6% (YoY)
51% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
NC (YoY)
41% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
+3% (YoY)
49% Carryover
Over 45 Days as of
06/01/24

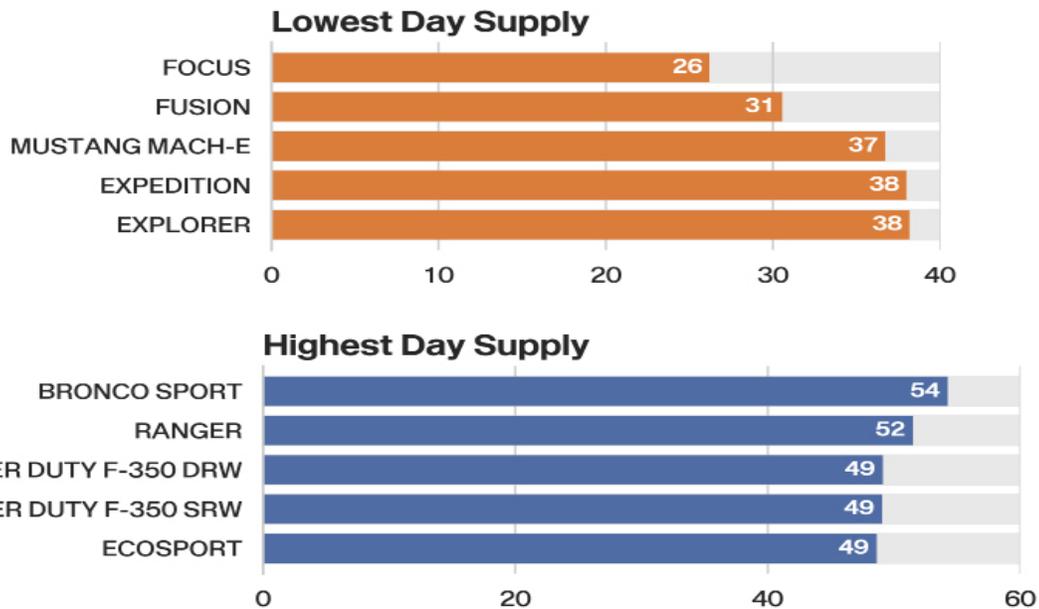
-1% (MoM)
-9% (YoY)
\$25,500 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
33% Sold
With Markdown

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

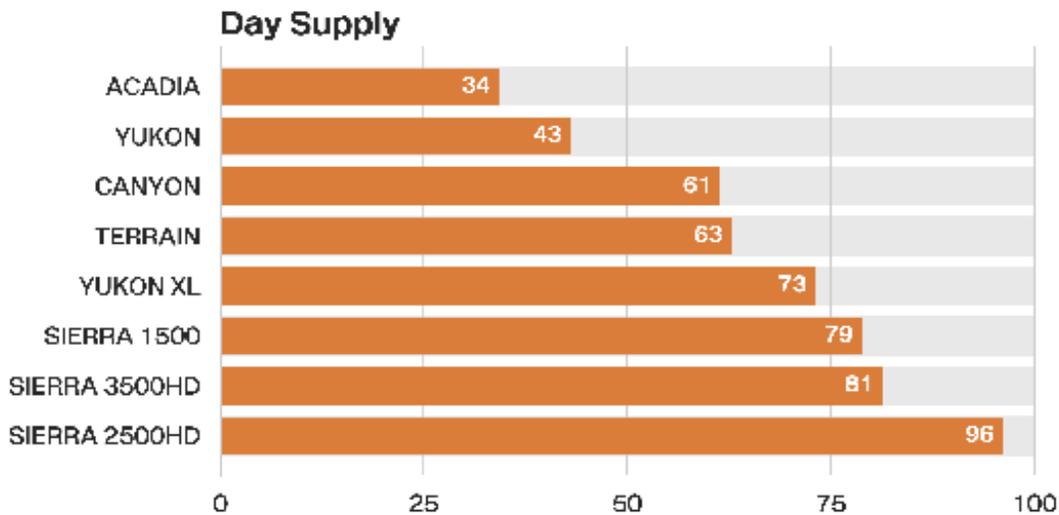
-5% (MoM)
Demand
Change



- > GMC was able to increase sales by 3% compared to the market drop of 5% with the aid of fresh inventory in May.
- > Terrain sales fell by 17% MoM as aging concerns arose with the upward trend of aged inventory hitting a year high of 65%.

NEW

<p>+ 3% (MoM) Sales Volume Change</p>	<p>-3 Days (MoM) +23 Days (YoY) 72 Day Supply</p>	<p>+7% (MoM) +9% (YoY) 50% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>-1% (MoM) +5% (YoY) 43% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-2% (MoM) NC (YoY) 44% Carryover Over 45 Days as of 06/01/24</p>
<p>NC (MoM) -1% (YoY) \$64,140 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>-4% (MoM) 28% Sold With Markdown</p>	<p>+1% (MoM) -1% (YoY) 41% of Listings Not Viewed</p>	<p>-7% (MoM) Demand Change</p>

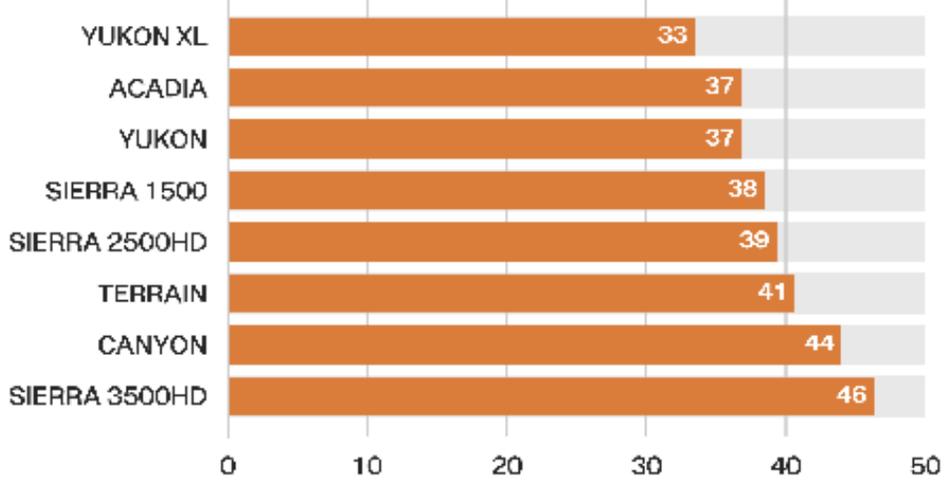


> All used metrics are in line with the market.

USED

<p>-6% (MoM) Sales Volume Change</p>	<p>+1 Day (MoM) +4 Days (YoY) 39 Day Supply</p>	<p>+3% (MoM) +6% (YoY) 49% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+1% (MoM) +2% (YoY) 42% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+1% (MoM) +5% (YoY) 48% Carryover Over 45 Days as of 06/01/24</p>
<p>-1% (MoM) -9% (YoY) \$31,669 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>+1% (MoM) 35% Sold With Markdown</p>	<p>-4% (MoM) +1% (YoY) 40% of Listings Not Viewed</p>	<p>-1% (MoM) Demand Change</p>

Day Supply





HONDA

June 2024

> Honda's new vehicle sales dropped by 12%, but the brand continued to maintain one of the best day supplies and aged inventory management in the market.

NEW

-12% (MoM)
Sales Volume
Change

+9 Days (MoM)
+26 Days (YoY)
49 Day Supply

+2% (MoM)
+18% (YoY)
32% Aged Inventory
Over 45 Days Ending
06/30/24

-1% (MoM)
+16% (YoY)
29% Aged Sales
Over 45 Days as of
06/30/24

-3% (MoM)
+12% (YoY)
31% Carryover
Over 45 Days as of
06/01/24

+1% (MoM)
+4% (YoY)
\$36,425 Price
Avg Last Listed

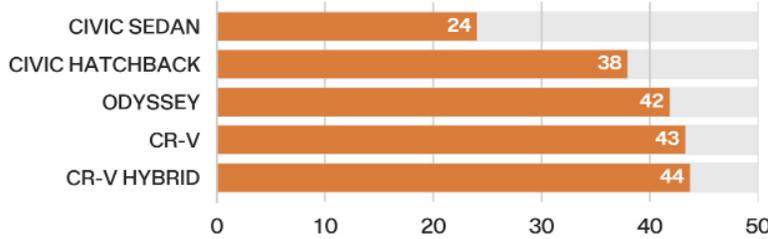
NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
9% Sold
With Markdown

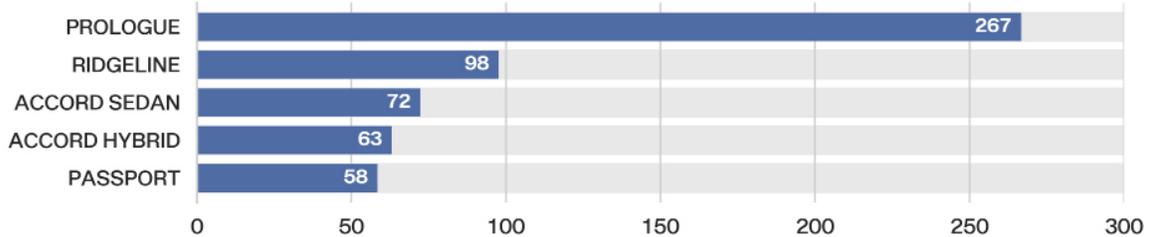
+1% (MoM)
+13% (YoY)
50% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





HONDA

June 2024

- > Honda led the market with the lowest aged inventory at 40%.
- > EV sales are increasing but not nearly as fast as the used inventory becoming available.

USED

-8% (MoM)
Sales Volume
Change

+1 Days (MoM)
NC Days (YoY)
31 Day Supply

+4% (MoM)
+5% (YoY)
40% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+1% (YoY)
35% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+2% (YoY)
38% Carryover
Over 45 Days as of
06/01/24

-1% (MoM)
-7% (YoY)
\$22,333 Price
Avg Last Listed

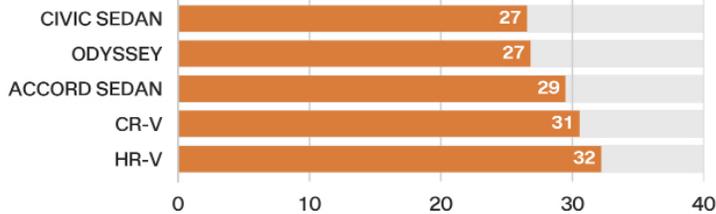
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
28% Sold
With Markdown

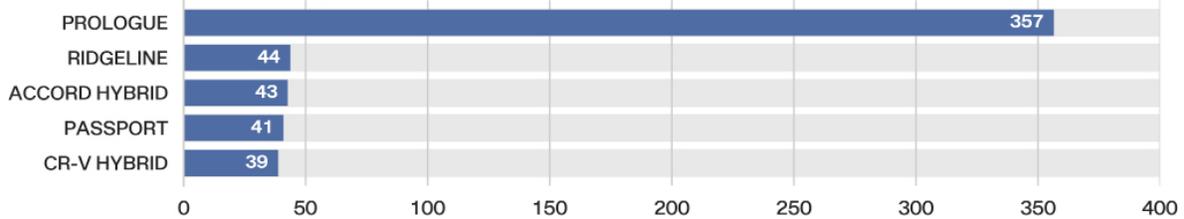
-2% (MoM)
+2% (YoY)
41% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- > Hyundai aged inventory and carryover continued to marginally increase MoM.
- > The Elantra bypassed the Tucson and Palisade to make up the largest proportion of sales this month.
- > The Tucson saw sales drop by 14% coming out of May with decreased inventory and over 50% of units being aged.

NEW

-4% (MoM)
Sales Volume
Change

+8 Days (MoM)
+42 Days (YoY)
80 Day Supply

+3% (MoM)
+24% (YoY)
51% Aged Inventory
Over 45 Days Ending
06/30/24

-1% (MoM)
+18% (YoY)
44% Aged Sales
Over 45 Days as of
06/30/24

+3% (MoM)
+19% (YoY)
48% Carryover
Over 45 Days as of
06/01/24

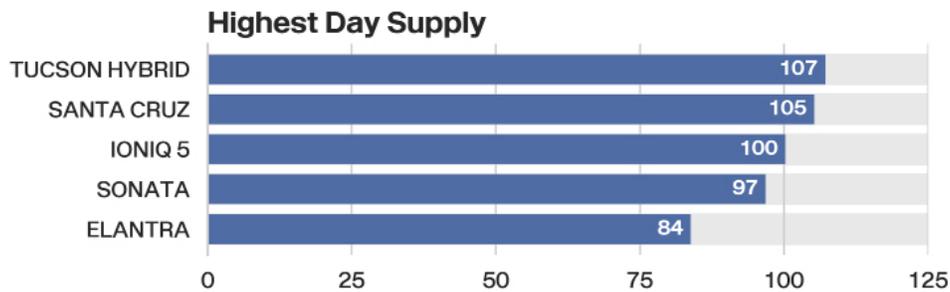
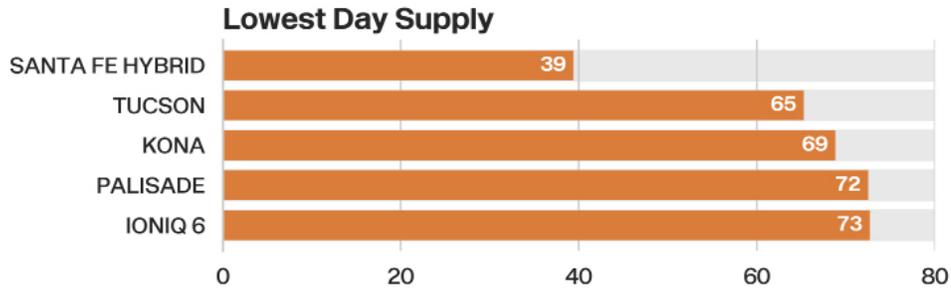
NC (MoM)
+5% (YoY)
\$35,369 Price
Avg Last Listed

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

-8% (MoM)
20% Sold
With Markdown

-2% (MoM)
+6% (YoY)
50% of Listings
Not Viewed

-5% (MoM)
Demand
Change





> All metrics move in line with the market.

USED

-6% (MoM)
Sales Volume
Change

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

+5% (MoM)
+6% (YoY)
47% Aged Inventory
Over 45 Days Ending
06/30/24

+3% (MoM)
+3% (YoY)
41% Aged Sales
Over 45 Days as of
06/30/24

+3% (MoM)
+4% (YoY)
44% Carryover
Over 45 Days as of
06/01/24

-1% (MoM)
-6% (YoY)
\$18,852 Price
Avg Last Listed

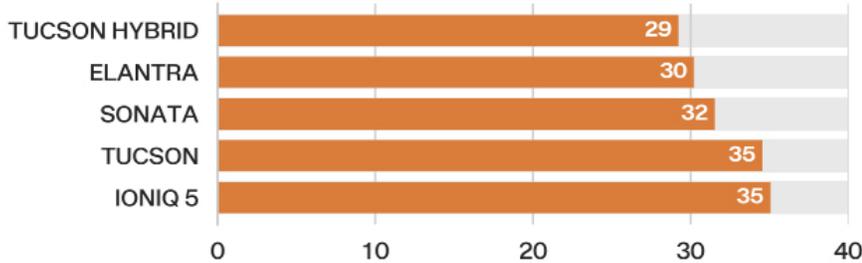
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
35% Sold
With Markdown

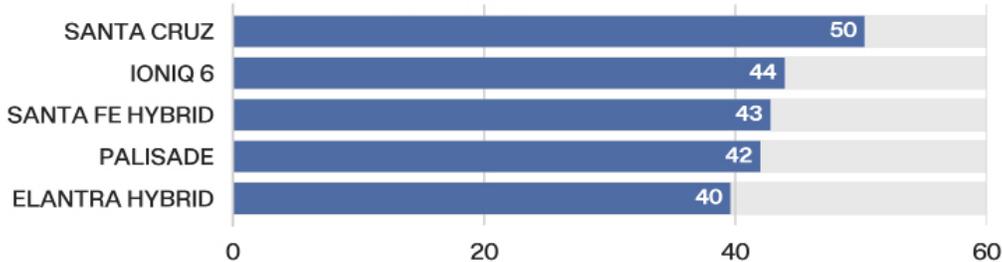
-3% (MoM)
NC (YoY)
44% of Listings
Not Viewed

-1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- › Infiniti's new vehicle sales fell by 11%, and while inventory levels remained under control, aging continued to be a significant issue. Currently, 75% of inventory is over 45 days old, an increase of 6% MoM and 25% above the market average.
- › The QX80 model faced considerable challenges, with nearly every unit on lot for over 45 days.

NEW

-11% (MoM)
Sales Volume
Change

-1 Days (MoM)
+16 Days (YoY)
104 Day Supply

+6% (MoM)
+16% (YoY)
75% Aged Inventory
Over 45 Days Ending
06/30/24

+2% (MoM)
+17% (YoY)
72% Aged Sales
Over 45 Days as of
06/30/24

-1% (MoM)
+12% (YoY)
70% Carryover
Over 45 Days as of
06/01/24

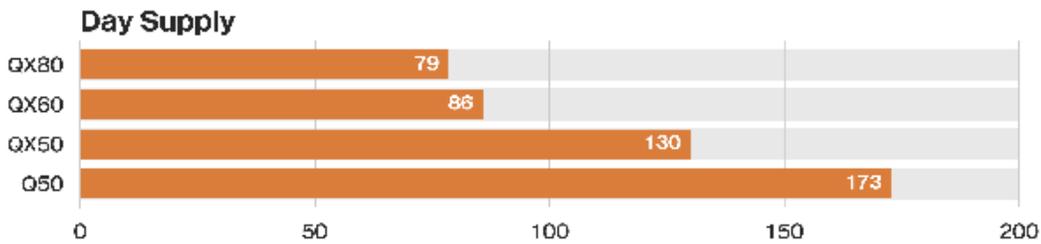
NC (MoM)
-3% (YoY)
\$57,975 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
24% Sold
With Markdown

+3% (MoM)
+12% (YoY)
66% of Listings
Not Viewed

+4% (MoM)
Demand
Change





> Inventory levels held steady as most of the market dropped.

USED

-11% (MoM)
Sales Volume
Change

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

+2% (MoM)
+4% (YoY)
48% Aged Inventory
Over 45 Days Ending
06/30/24

+2% (MoM)
NC (YoY)
40% Aged Sales
Over 45 Days as of
06/30/24

+2% (MoM)
+4% (YoY)
48% Carryover
Over 45 Days as of
06/01/24

NC (MoM)
-13% (YoY)
\$24,991 Price
Avg Last Listed

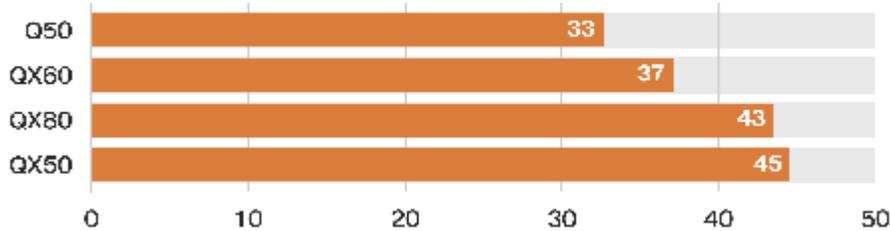
NC (MoM)
-6% Markdown
Price Reduction

+2% (MoM)
36% Sold
With Markdown

+2% (MoM)
NC (YoY)
38% of Listings
Not Viewed

-1% (MoM)
Demand
Change

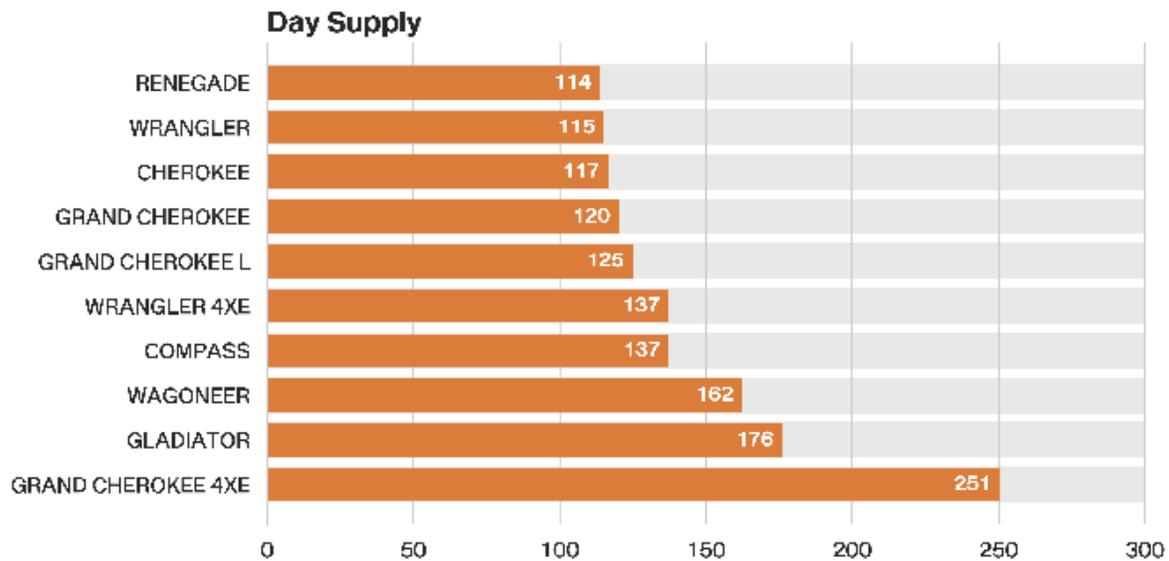
Day Supply



- > Jeep achieved an 8% increase in new vehicle sales despite a declining market. However, this sales growth did not keep pace with the influx of fresh inventory, leading to a day supply increase by 4 days, reaching 137 days.
- > The Wrangler had a particularly strong month, with sales increasing by over 25% due to additional inventory in June, accounting for over 20% of the month's sales

NEW

<p>+8% (MoM) Sales Volume Change</p>	<p>+4 Days (MoM) +72 Days (YoY) 137 Day Supply</p>	<p>-3% (MoM) -1% (YoY) 56% Aged Inventory Over 45 Days Ending</p>	<p>-4% (MoM) +2% (YoY) 52% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-1% (MoM) +5% (YoY) 59% Carryover Over 45 Days as of 06/01/24</p>
<p>-1% (MoM) -3% (YoY) \$49,670 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>-4% (MoM) 37% Sold With Markdown</p>	<p>-7% (MoM) +3% (YoY) 53% of Listings Not Viewed</p>	<p>-4% (MoM) Demand Change</p>



> All used metrics are in line with the market.

USED

-3% (MoM)
Sales Volume
Change

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

+5% (MoM)
+8% (YoY)
52% Aged Inventory
Over 45 Days Ending
06/30/24

+2% (MoM)
+3% (YoY)
46% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+4% (YoY)
49% Carryover
Over 45 Days as of
06/01/24

NC (MoM)
-10% (YoY)
\$23,888 Price
Avg Last Listed

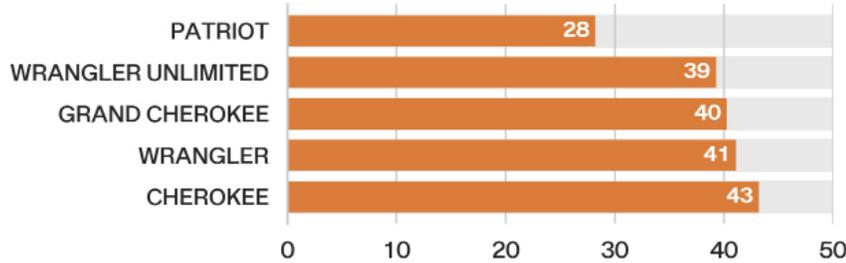
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
42% Sold
With Markdown

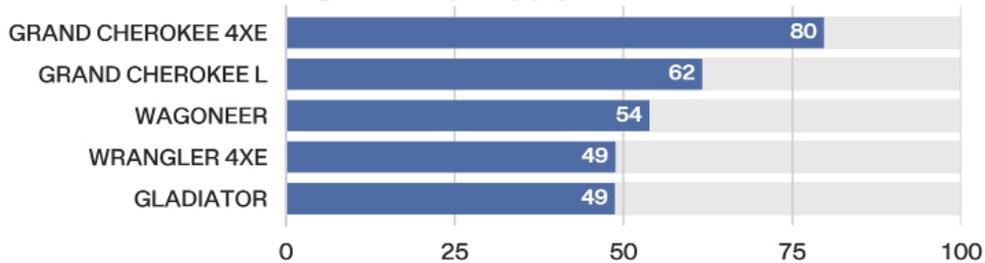
-5% (MoM)
-3% (YoY)
38% of Listings
Not Viewed

-5% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





- › Kia sales fell by 12%, 7% more than the market.
- › The K5 performed very well, bolstered by fresh inventory in May and June, resulting in a very tight day supply of 30 days.

NEW

-12% (MoM)
Sales Volume
Change

+7 Days (MoM)
+32 Days (YoY)
56 Day Supply

+2% (MoM)
+20% (YoY)
42% Aged Inventory
Over 45 Days Ending

+1% (MoM)
+23% (YoY)
35% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
+18% (YoY)
42% Carryover
Over 45 Days as of
06/01/24

-2% (MoM)
+3% (YoY)
\$34,515 Price
Avg Last Listed

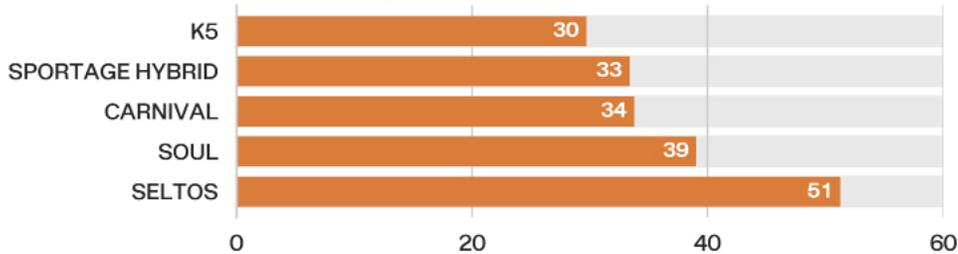
NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
23% Sold
With Markdown

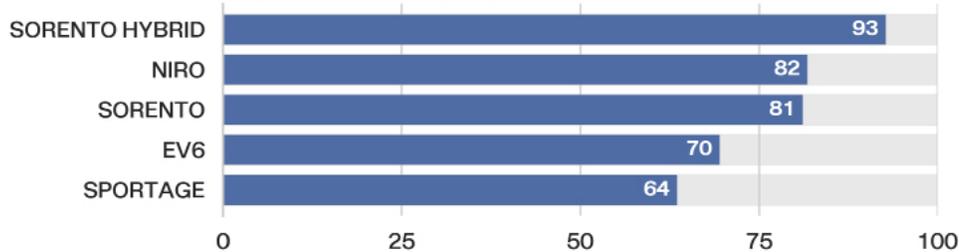
-3% (MoM)
+10% (YoY)
47% of Listings
Not Viewed

+6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



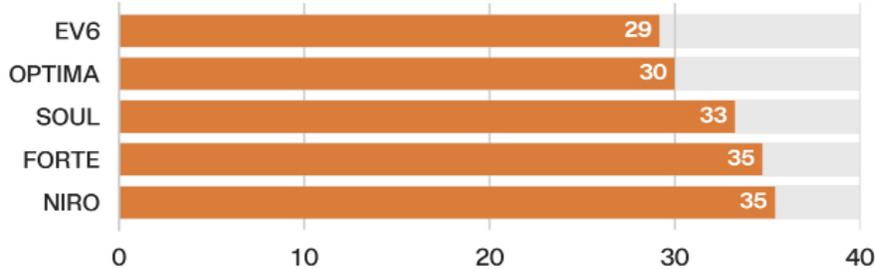


> All metrics move in line with the market.

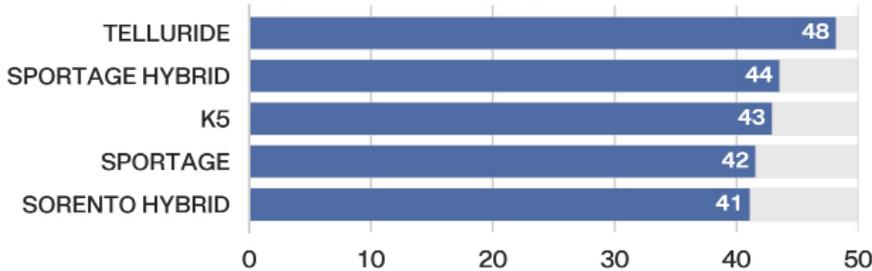
USED

-7% (MoM) Sales Volume Change	+1 Days (MoM) +1 Days (YoY) 38 Day Supply	+5% (MoM) +6% (YoY) 48% Aged Inventory Over 45 Days Ending 06/30/24	+2% (MoM) +2% (YoY) 41% Aged Sales Over 45 Days as of 06/30/24	+3% (MoM) +3% (YoY) 44% Carryover Over 45 Days as of 06/01/24
-2% (MoM) -7% (YoY) \$18,503 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+1% (MoM) 31% Sold With Markdown	-5% (MoM) -4% (YoY) 41% of Listings Not Viewed	-3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





> Sales for the Range Rover Sport fell by significantly less than the Range Rover and Defender.

NEW

<p>- 9% (MoM) Sales Volume Change</p>	<p>+ 10 Days (MoM) + 30 Days (YoY) 70 Day Supply</p>	<p>+ 2% (MoM) + 20% (YoY) 52% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+ 2% (MoM) + 10% (YoY) 33% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+ 1% (MoM) + 11% (YoY) 51% Carryover Over 45 Days as of 06/01/24</p>
<p>- 1% (MoM) - 1% (YoY) \$92,355 Price Avg Last Listed</p>	<p>- 2% (MoM) -5% Markdown Price Reduction</p>	<p>- 1% (MoM) 3% Sold With Markdown</p>	<p>+ 2% (MoM) + 8% (YoY) 39% of Listings Not Viewed</p>	<p>+ 2% (MoM) Demand Change</p>

Day Supply

Model	Day Supply
RANGE ROVER	18
RANGE ROVER SPORT	50
DEFENDER	77



> All metrics move in line with the market.

USED

-9% (MoM)
Sales Volume
Change

+5 Days (MoM)
+10 Days (YoY)
50 Day Supply

+4% (MoM)
+6% (YoY)
53% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+1% (YoY)
46% Aged Sales
Over 45 Days as of
06/30/24

+2% (MoM)
+1% (YoY)
50% Carryover
Over 45 Days as of
06/01/24

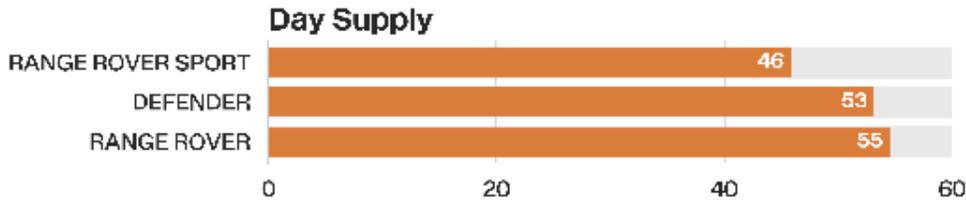
NC (MoM)
-10% (YoY)
\$39,997 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
39% Sold
With Markdown

+2% (MoM)
+6% (YoY)
41% of Listings
Not Viewed

-5% (MoM)
Demand
Change





- > Lexus experienced a modest 2% decline in new vehicle sales, supported by a 31% increase in NX sales and stable volume for the RX.
- > Inventory volumes fell by 8% causing day supply to fall to a very tight 35 days.

NEW

-2% (MoM)
Sales Volume
Change

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

+2% (MoM)
+20% (YoY)
34% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+16% (YoY)
28% Aged Sales
Over 45 Days as of
06/30/24

-6% (MoM)
+20% (YoY)
33% Carryover
Over 45 Days as of
06/01/24

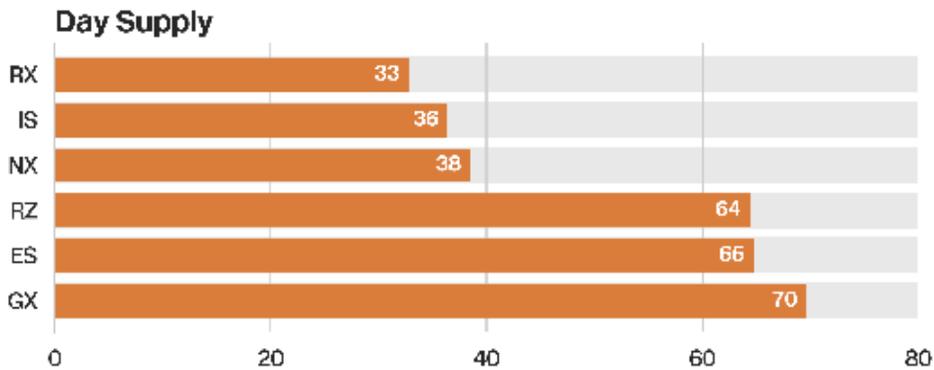
+1% (MoM)
+8% (YoY)
\$60,565 Price
Avg Last Listed

NC (MoM)
-3% Markdown
Price Reduction

-2% (MoM)
7% Sold
With Markdown

-2% (MoM)
+11% (YoY)
48% of Listings
Not Viewed

+3% (MoM)
Demand
Change



> Lexus had the largest drop in day supply of 4 days YoY.

USED

-6% (MoM)
Sales Volume
Change

+1 Days (MoM)
-4 Days (YoY)
32 Day Supply

+3% (MoM)
-1% (YoY)
40% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
-3% (YoY)
36% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
-2% (YoY)
39% Carryover
Over 45 Days as of
06/01/24

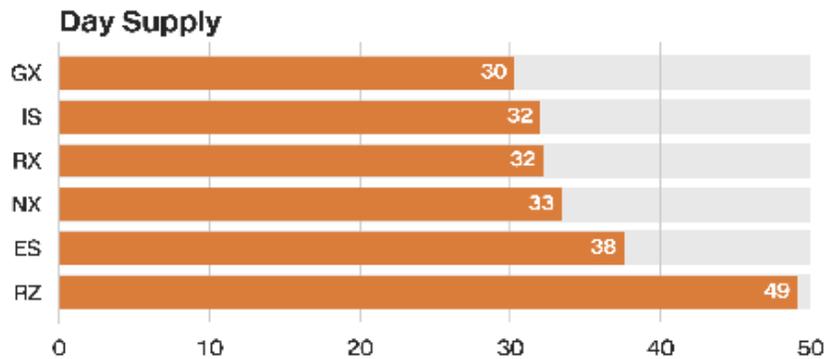
NC (MoM)
-7% (YoY)
\$32,999 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
32% Sold
With Markdown

-2% (MoM)
+2% (YoY)
36% of Listings
Not Viewed

-2% (MoM)
Demand
Change





- > Sales fell by 7% as inventory rose by 10%, causing day supply to surge by 20 days to 159 days.
- > Day supply for the Nautilus increased by 24 days to 120 days amid a 12% decrease in sales and a 14% increase in inventory. However, it remains the best managed aged model at 48% aged inventory, over 20% below all other Lincoln models.

NEW

<p>- 7% (MoM) Sales Volume Change</p>	<p>+20 Days (MoM) +81 Days (YoY) 159 Day Supply</p>	<p>-1% (MoM) +19% (YoY) 65% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+3% (MoM) +32% (YoY) 73% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+1% (MoM) +16% (YoY) 66% Carryover Over 45 Days as of 06/01/24</p>
<p>NC (MoM) +6% (YoY) \$61,149 Price Avg Last Listed</p>	<p>+1% (MoM) -4% Markdown Price Reduction</p>	<p>NC (MoM) 29% Sold With Markdown</p>	<p>-2% (MoM) +5% (YoY) 59% of Listings Not Viewed</p>	<p>-4% (MoM) Demand Change</p>

Day Supply

Model	Day Supply
NAUTILUS	120
AVIATOR	145
CORSAIR	174
NAVIGATOR	253



> Sales volume increased by 4% less than the market.

USED

-9% (MoM)
Sales Volume
Change

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

+4% (MoM)
+8% (YoY)
53% Aged Inventory
Over 45 Days Ending
06/30/24

+2% (MoM)
+2% (YoY)
46% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+3% (YoY)
51% Carryover
Over 45 Days as of
06/01/24

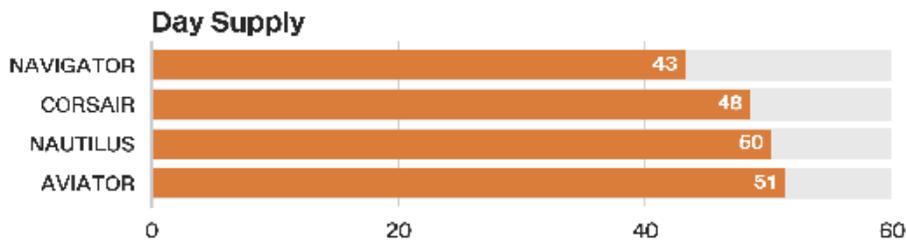
NC (MoM)
-8% (YoY)
\$27,900 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

+2% (MoM)
37% Sold
With Markdown

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

-5% (MoM)
Demand
Change

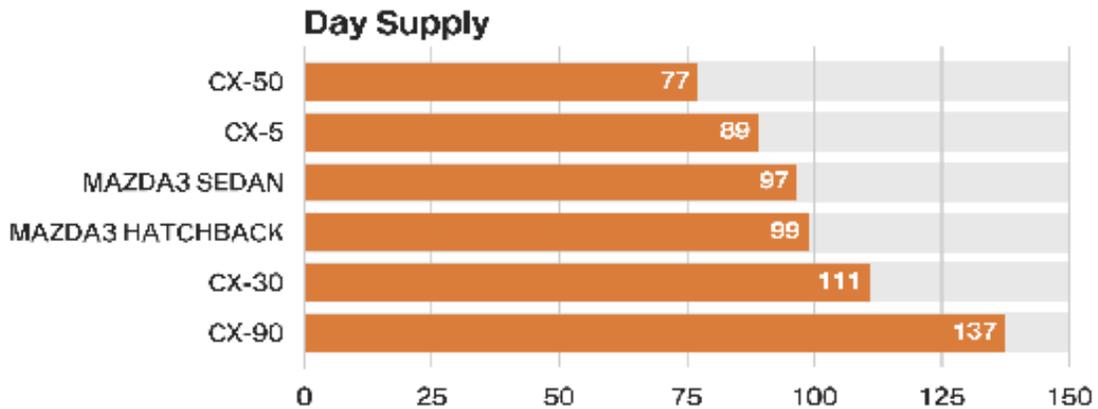




- > Mazda was one of the few brands that increased sales but at the cost of increased inventory that caused day supply to reach 101 days, up 22 days MoM.
- > Sales of the CX-50 surged to make up over 25% of June sales.

NEW

<p>+1% (MoM) Sales Volume Change</p>	<p>+22 Days (MoM) +63 Days (YoY) 101 Day Supply</p>	<p>-3% (MoM) +6% (YoY) 41% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>-5% (MoM) -1% (YoY) 42% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-5% (MoM) +7% (YoY) 45% Carryover Over 45 Days as of 06/01/24</p>
<p>+1% (MoM) +2% (YoY) \$32,770 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-3% (MoM) 20% Sold With Markdown</p>	<p>-1% (MoM) +3% (YoY) 60% of Listings Not Viewed</p>	<p>-5% (MoM) Demand Change</p>





> Sales fell by just 3% compared to the market's 7%, driven by an 8% increase in CX-9 sales and steady sales for the CX-30.

USED

-4% (MoM)
Sales Volume
Change

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

+3% (MoM)
+5% (YoY)
42% Aged Inventory
Over 45 Days Ending
06/30/24

+3% (MoM)
+2% (YoY)
40% Aged Sales
Over 45 Days as of
06/30/24

+3% (MoM)
+3% (YoY)
41% Carryover
Over 45 Days as of
06/01/24

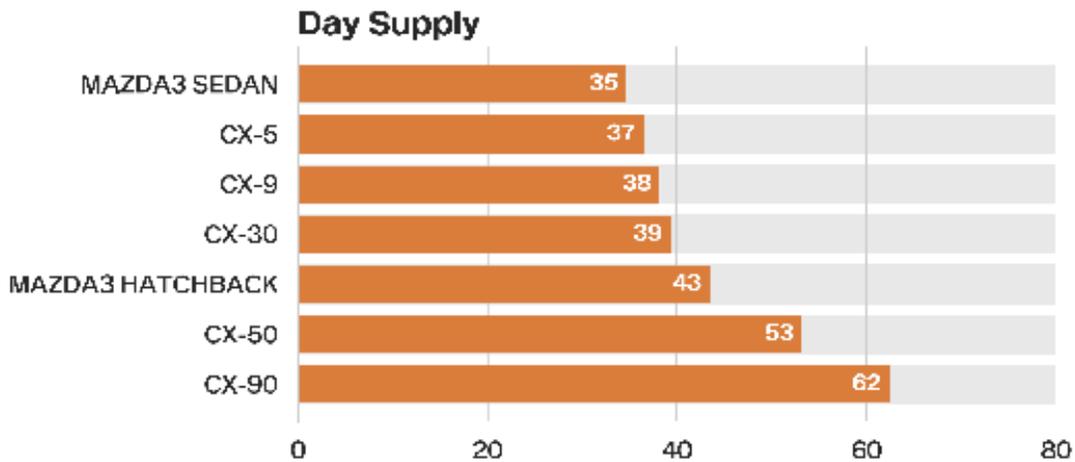
NC (MoM)
-6% (YoY)
\$22,400 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
35% Sold
With Markdown

-1% (MoM)
-8% (YoY)
39% of Listings
Not Viewed

-6% (MoM)
Demand
Change



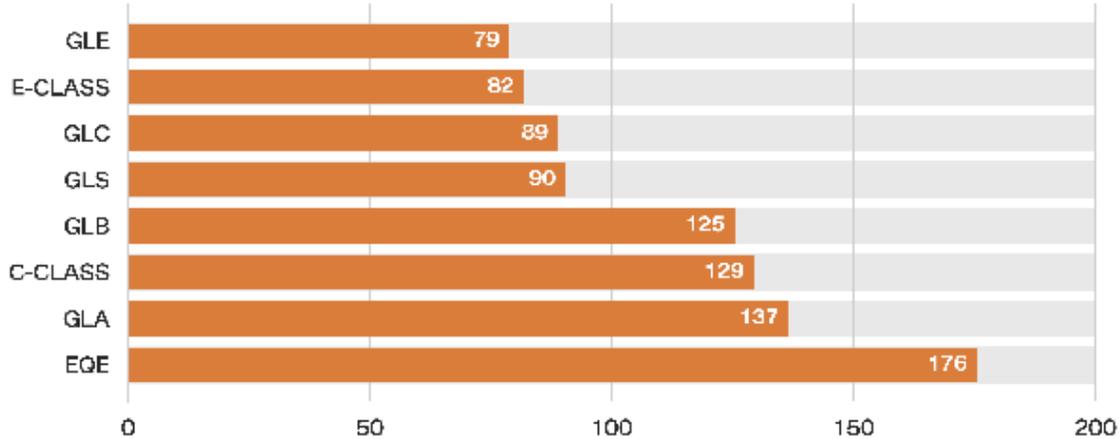


- › Mercedes had the largest increase in day supply of 26 days to 111 days due to a 16% decrease in sales and a 14% increase in inventory.
- › Markdowns dropped down to 1% from 4% last month.

NEW

<p>- 16% (MoM) Sales Volume Change</p>	<p>+26 Days (MoM) +59 Days (YoY) 111 Day Supply</p>	<p>+4% (MoM) +17% (YoY) 58% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>-1% (MoM) +10% (YoY) 41% Aged Sales Over 45 Days as of 06/30/24</p>	<p>NC (MoM) +14% (YoY) 55% Carryover Over 45 Days as of 06/01/24</p>
<p>-3% (MoM) +1% (YoY) \$70,930 Price Avg Last Listed</p>	<p>+2% (MoM) -1% Markdown Price Reduction</p>	<p>+1% (MoM) 4% Sold With Markdown</p>	<p>NC (MoM) +12% (YoY) 50% of Listings Not Viewed</p>	<p>-5% (MoM) Demand Change</p>

Day Supply





> Sales dropped by 9%, 2% more than the market.

USED

-9% (MoM)
Sales Volume
Change

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

+5% (MoM)
+7% (YoY)
53% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+1% (YoY)
44% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
+3% (YoY)
50% Carryover
Over 45 Days as of
06/01/24

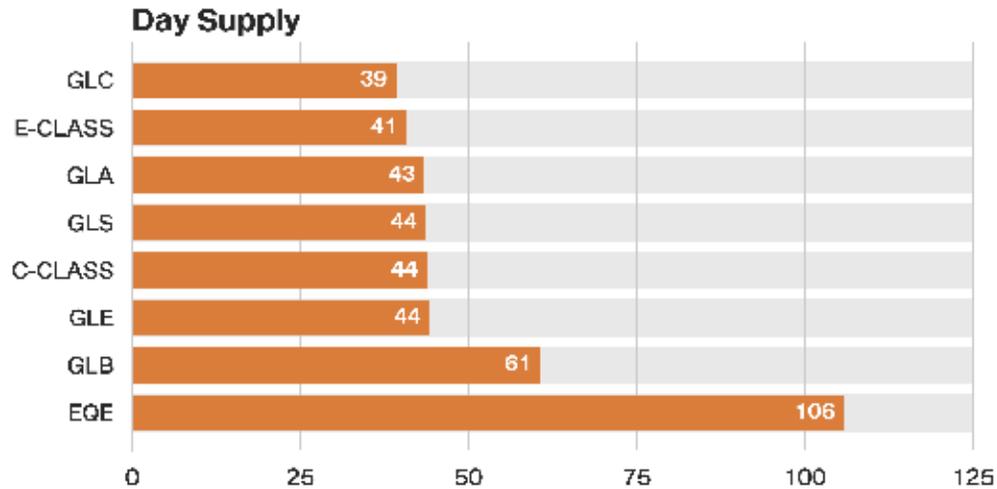
-1% (MoM)
-7% (YoY)
\$33,749 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
31% Sold
With Markdown

-3% (MoM)
+3% (YoY)
36% of Listings
Not Viewed

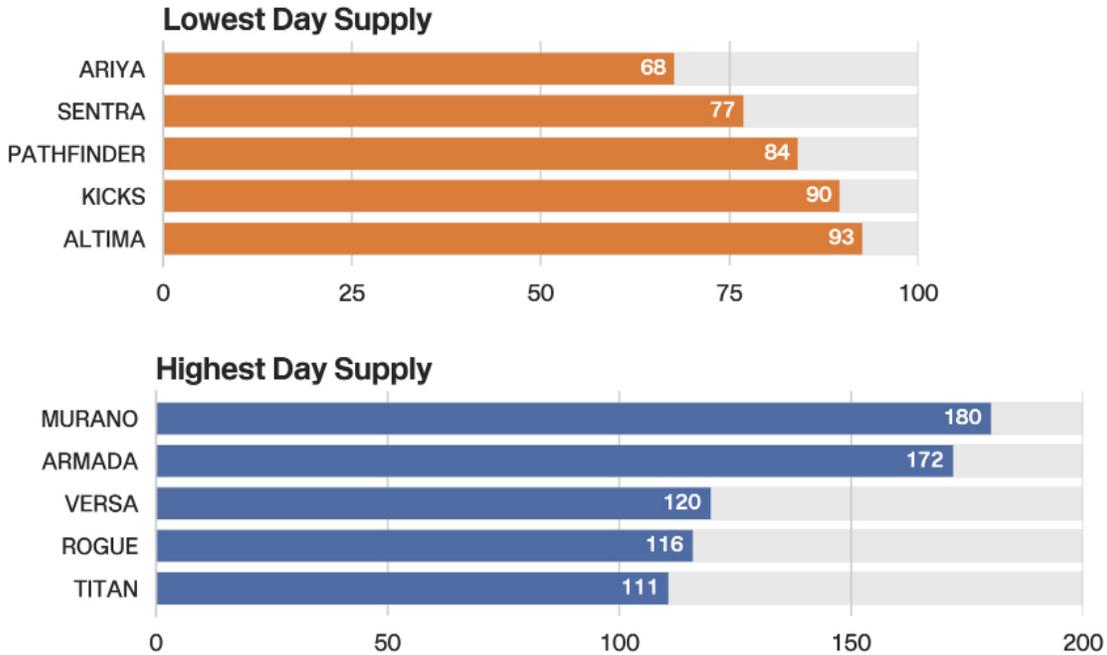
-2% (MoM)
Demand
Change



- > Nissan continued its increasing trend of number of units with markdowns. Markdown units accounted for 39% of sales, up 2% from last month and 18% from April.
- > Half of Nissan's models now carry over a 100 day supply.

NEW

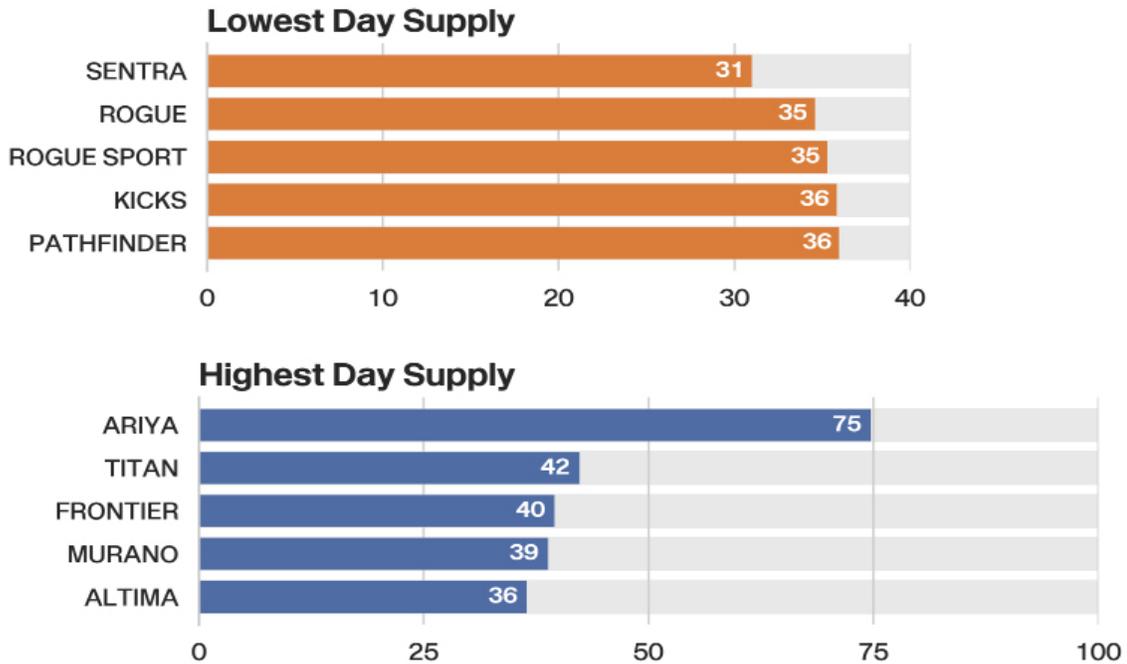
<p>- 6% (MoM) Sales Volume Change</p>	<p>+ 6 Days (MoM) + 56 Days (YoY) 99 Day Supply</p>	<p>- 1% (MoM) + 29% (YoY) 61% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+ 3% (MoM) + 35% (YoY) 65% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+ 4% (MoM) + 25% (YoY) 63% Carryover Over 45 Days as of 06/01/24</p>
<p>+ 1% (MoM) - 3% (YoY) \$32,046 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>+ 3% (MoM) 38% Sold With Markdown</p>	<p>NC (MoM) + 14% (YoY) 63% of Listings Not Viewed</p>	<p>+ 7% (MoM) Demand Change</p>



> All metrics move in line with the market.

USED

<p>-4% (MoM) Sales Volume Change</p>	<p>-1 Days (MoM) +1 Days (YoY) 36 Day Supply</p>	<p>+5% (MoM) +8% (YoY) 48% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+1% (MoM) +4% (YoY) 40% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+1% (MoM) +5% (YoY) 45% Carryover Over 45 Days as of 06/01/24</p>
<p>-1% (MoM) -9% (YoY) \$19,188 Price Avg Last Listed</p>	<p>NC (MoM) -6% Markdown Price Reduction</p>	<p>+1% (MoM) 33% Sold With Markdown</p>	<p>-4% (MoM) NC (YoY) 45% of Listings Not Viewed</p>	<p>-4% (MoM) Demand Change</p>





PORSCHE

- > Sales increased by 10% while markdowns dropped to 4% from 7% last month. A majority of these markdowns were applied to EV units with an average of an 18% markdown on list price.
- > Sales for the 911 and Cayenne saw significant growth while the Macan fell slightly.

NEW

+10% (MoM)
Sales Volume
Change

-5 Days (MoM)
+25 Days (YoY)
82 Day Supply

+3% (MoM)
-8% (YoY)
48% Aged Inventory
Over 45 Days Ending
06/30/24

-5% (MoM)
-13% (YoY)
40% Aged Sales
Over 45 Days as of
06/30/24

-8% (MoM)
-12% (YoY)
46% Carryover
Over 45 Days as of
06/01/24

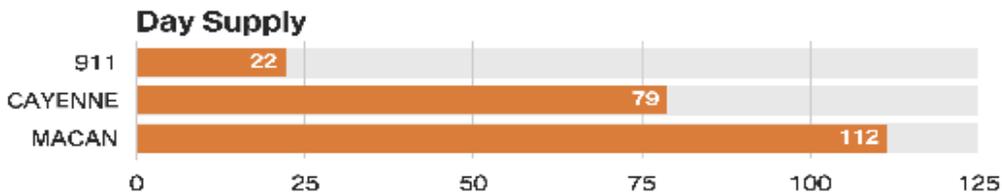
+2% (MoM)
+12% (YoY)
\$101,530 Price
Avg Last Listed

+3% (MoM)
-4% Markdown
Price Reduction

-1% (MoM)
2% Sold
With Markdown

+5% (MoM)
+6% (YoY)
46% of Listings
Not Viewed

-3% (MoM)
Demand
Change





PORSCHE

> Porsche was one of the few brands to see an increase in used inventory, which grew by 10% this month.

USED

-3% (MoM)
Sales Volume
Change

+5 Days (MoM)
+10 Days (YoY)
53 Day Supply

NC (MoM)
+3% (YoY)
52% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
-1% (YoY)
46% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
+3% (YoY)
54% Carryover
Over 45 Days as of
06/01/24

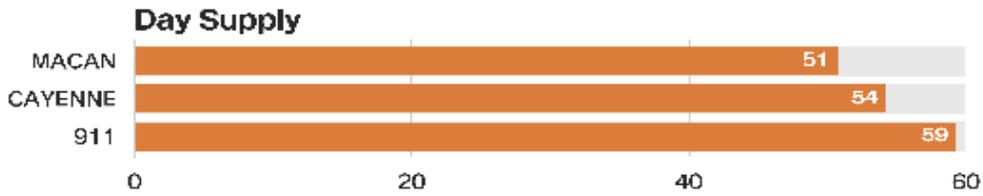
NC (MoM)
NC (YoY)
\$61,998 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
35% Sold
With Markdown

+3% (MoM)
+11% (YoY)
38% of Listings
Not Viewed

NC (MoM)
Demand
Change



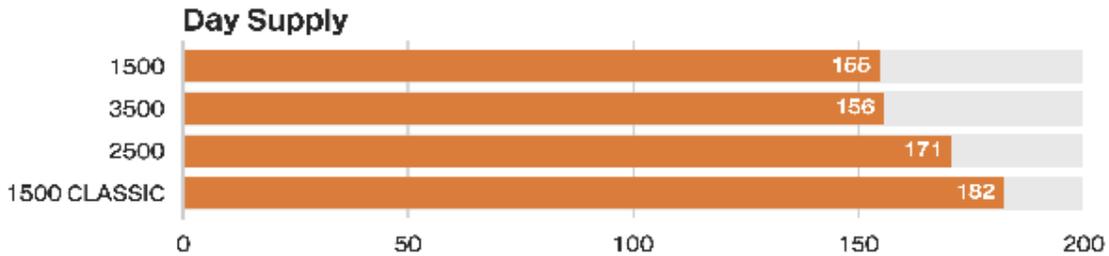


RAM

- > Even with an 18% increase in sales, Ram was not able to keep aging inventory from increasing. However, day supply did fall by 13 days to 168 days.
- > Ram saw growth in sales and drops in day supply across all models.

NEW

<p>+18% (MoM) Sales Volume Change</p>	<p>-13 Days (MoM) +92 Days (YoY) 168 Day Supply</p>	<p>+2% (MoM) +9% (YoY) 61% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>-2% (MoM) +10% (YoY) 62% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-2% (MoM) +8% (YoY) 59% Carryover Over 45 Days as of 06/01/24</p>
<p>-2% (MoM) -1% (YoY) \$61,025 Price Avg Last Listed</p>	<p>NC (MoM) -8% Markdown Price Reduction</p>	<p>-2% (MoM) 38% Sold With Markdown</p>	<p>-7% (MoM) +7% (YoY) 51% of Listings Not Viewed</p>	<p>-11% (MoM) Demand</p>





RAM

> All metrics move in line with the market.

USED

-7% (MoM)
Sales Volume
Change

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

+3% (MoM)
+5% (YoY)
50% Aged Inventory
Over 45 Days Ending
06/30/24

-1% (MoM)
-1% (YoY)
43% Aged Sales
Over 45 Days as of
06/30/24

-1% (MoM)
+3% (YoY)
49% Carryover
Over 45 Days as of
06/01/24

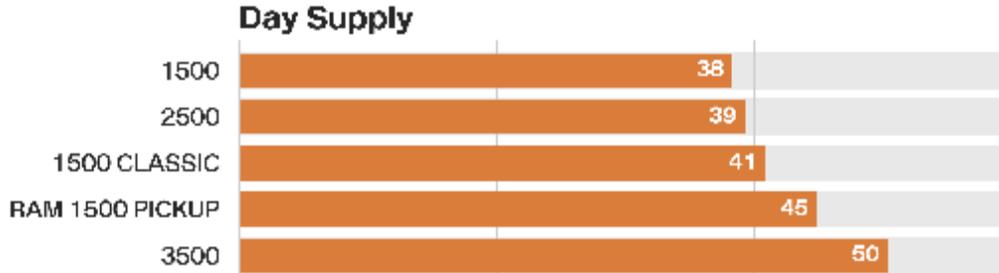
-2% (MoM)
-13% (YoY)
\$32,995 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
39% Sold
With Markdown

-6% (MoM)
-3% (YoY)
35% of Listings
Not Viewed

-3% (MoM)
Demand
Change

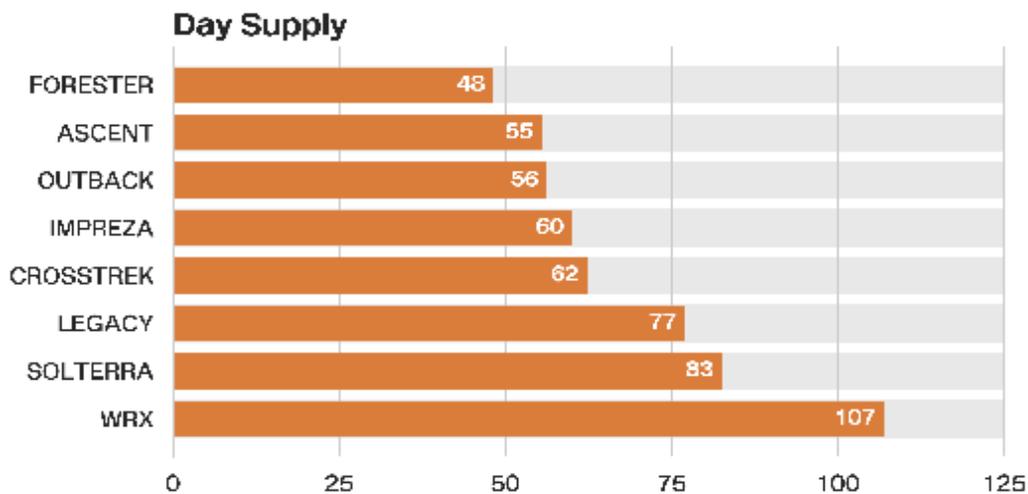




- > Despite an 8% decrease in new vehicle sales, Subaru demonstrated effective inventory management, with aged inventory dropping by 2% to 37%, which is 13% below the market average.
- > The Forester had the biggest drop in sales at over 30% following very tight inventory levels in April and May. Fresh inventory has made it to the front line and should improve volume for July.

NEW

<p>-8% (MoM) Sales Volume Change</p>	<p>+4 Days (MoM) +31 Days (YoY) 59 Day Supply</p>	<p>-2% (MoM) +19% (YoY) 37% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>-3% (MoM) +27% (YoY) 48% Aged Sales Over 45 Days as of 06/30/24</p>	<p>-11% (MoM) +20% (YoY) 39% Carryover Over 45 Days as of 06/01/24</p>
<p>NC (MoM) -1% (YoY) \$35,472 Price Avg Last Listed</p>	<p>NC (MoM) -5% Markdown Price Reduction</p>	<p>NC (MoM) 20% Sold With Markdown</p>	<p>-10% (MoM) -2% (YoY) 38% of Listings Not Viewed</p>	<p>+8% (MoM) Demand Change</p>





> All metrics move in line with the market.

USED SUBARU

-6% (MoM)
Sales Volume
Change

-1 Days (MoM)
+1 Days (YoY)
33 Day Supply

+3% (MoM)
+8% (YoY)
45% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+4% (YoY)
39% Aged Sales
Over 45 Days as of
06/30/24

+1% (MoM)
+5% (YoY)
43% Carryover
Over 45 Days as of
06/01/24

NC (MoM)
-7% (YoY)
\$23,425 Price
Avg Last Listed

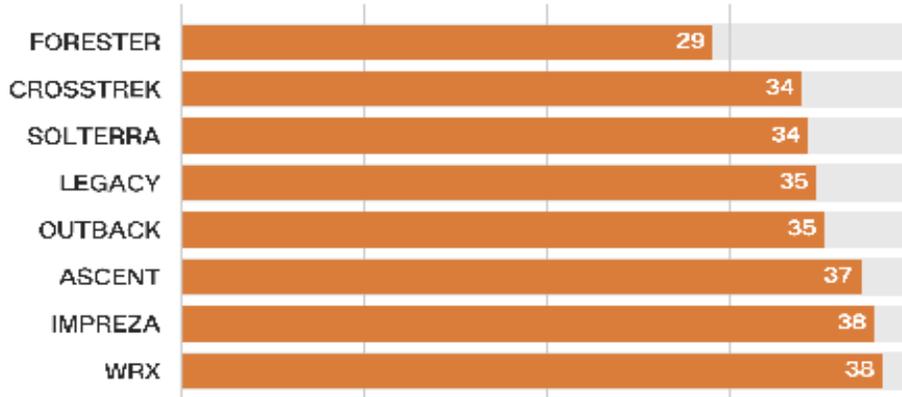
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
34% Sold
With Markdown

-7% (MoM)
-2% (YoY)
40% of Listings
Not Viewed

+3% (MoM)
Demand
Change

Day Supply



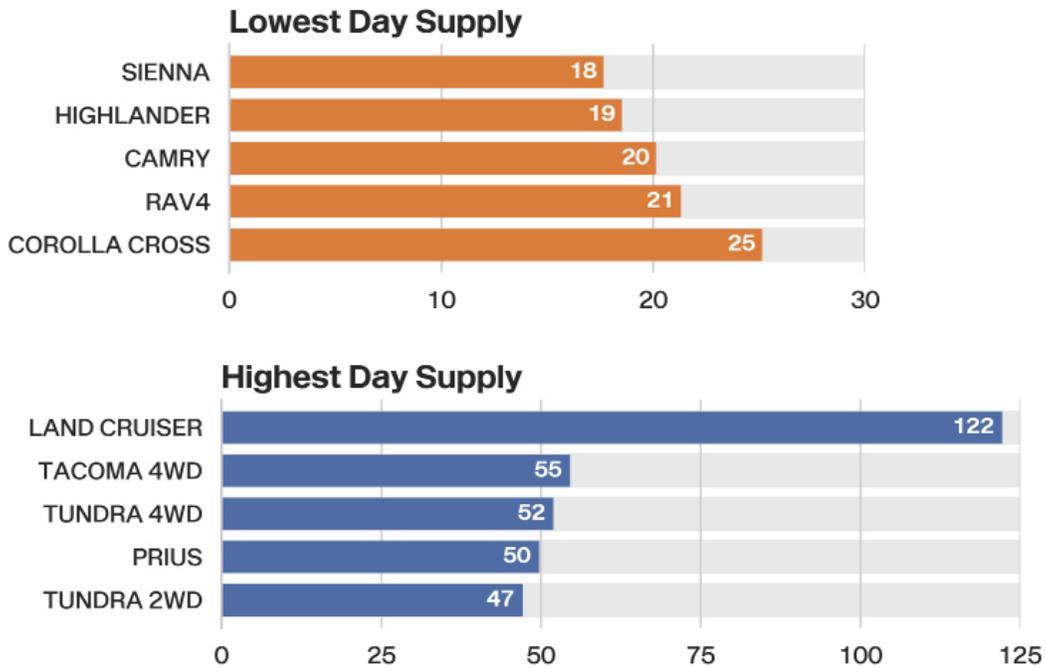


TOYOTA

- > Toyota maintained its dominance in inventory management, reducing aged inventory to just 17%, with the next closest competitor nearly doubling that figure.
- > While sales dropped by 10% MoM, inventory increased allowing the tightly constrained Camry and RAV4 to increase day supply to over 20 days.

NEW

<p>-10% (MoM) Sales Volume Change</p>	<p>+4 Days (MoM) +9 Days (YoY) 29 Day Supply</p>	<p>-1% (MoM) +8% (YoY) 17% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>NC (MoM) +8% (YoY) 15% Aged Sales Over 45 Days as of 06/30/24</p>	<p>NC (MoM) +11% (YoY) 19% Carryover Over 45 Days as of 06/01/24</p>
<p>NC (MoM) +8% (YoY) \$41,791 Price Avg Last Listed</p>	<p>NC (MoM) -3% Markdown Price Reduction</p>	<p>-1% (MoM) 8% Sold With Markdown</p>	<p>+2% (MoM) +3% (YoY) 50% of Listings Not Viewed</p>	<p>+1% (MoM) Demand Change</p>





TOYOTA

> All metrics move in line with the market.

USED

-9% (MoM)
Sales Volume
Change

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

+4% (MoM)
+2% (YoY)
41% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
-1% (YoY)
35% Aged Sales
Over 45 Days as of
06/30/24

+2% (MoM)
+1% (YoY)
38% Carryover
Over 45 Days as of
06/01/24

NC (MoM)
-4% (YoY)
\$25,990 Price
Avg Last Listed

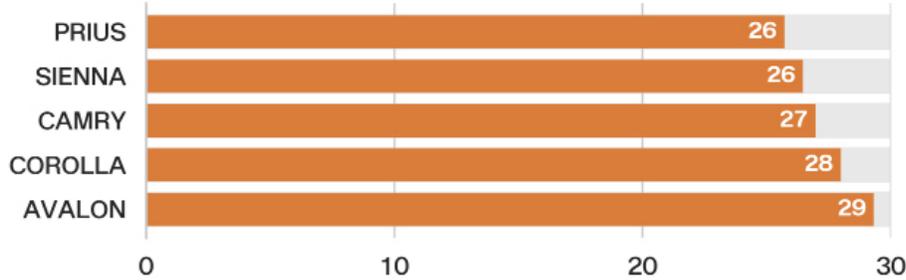
NC (MoM)
-4% Markdown
Price Reduction

NC (MoM)
32% Sold
With Markdown

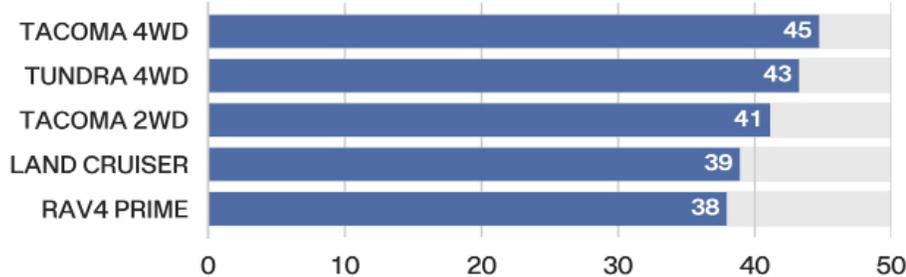
-1% (MoM)
+4% (YoY)
39% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





> Volkswagen was able to increase sales and reduce day supply but aged inventory persisted, increasing by 10% MoM.

NEW

+5% (MoM)
Sales Volume
Change

-8 Days (MoM)
+32 Days (YoY)
74 Day Supply

+10% (MoM)
+19% (YoY)
56% Aged Inventory
Over 45 Days Ending
06/30/24

-5% (MoM)
+11% (YoY)
46% Aged Sales
Over 45 Days as of
06/30/24

-3% (MoM)
+15% (YoY)
47% Carryover
Over 45 Days as of
06/01/24

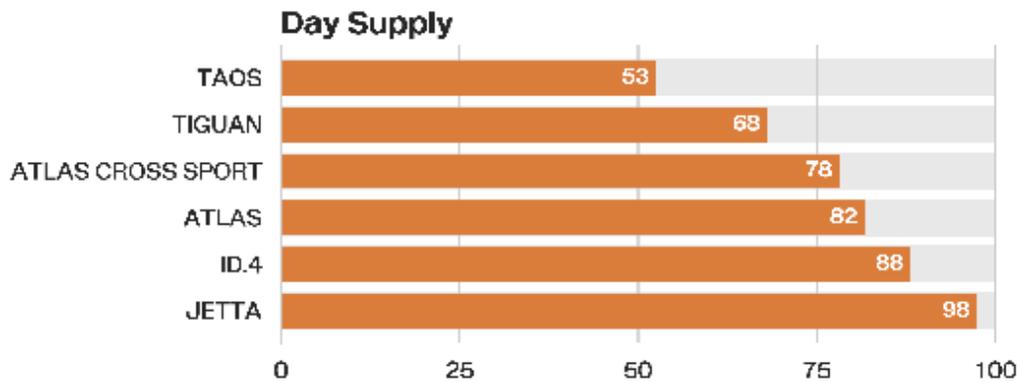
+1% (MoM)
-1% (YoY)
\$35,016 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

-5% (MoM)
22% Sold
With Markdown

-2% (MoM)
+9% (YoY)
49% of Listings
Not Viewed

-13% (MoM)
Demand





> All metrics move in line with the market.

USED

-6% (MoM)
Sales Volume
Change

NC Days (MoM)
NC Days (YoY)
35 Day Supply

+4% (MoM)
+4% (YoY)
45% Aged Inventory
Over 45 Days Ending
06/30/24

+1% (MoM)
+1% (YoY)
41% Aged Sales
Over 45 Days as of
06/30/24

NC (MoM)
+2% (YoY)
44% Carryover
Over 45 Days as of
06/01/24

+1% (MoM)
-8% (YoY)
\$20,899 Price
Avg Last Listed

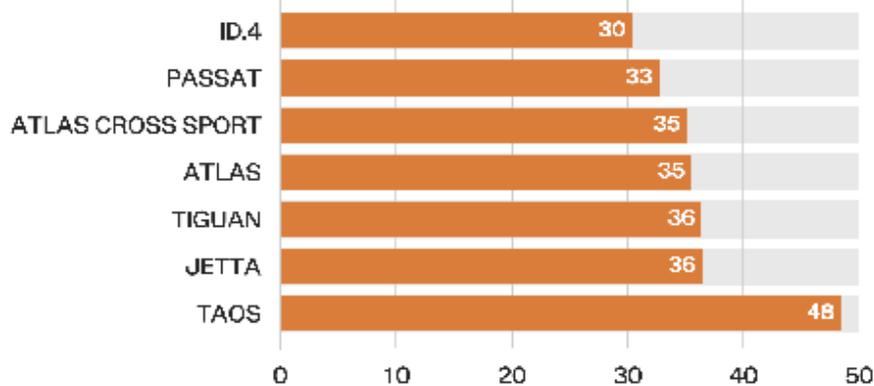
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
34% Sold
With Markdown

-4% (MoM)
+1% (YoY)
43% of Listings
Not Viewed

-1% (MoM)
Demand
Change

Day Supply

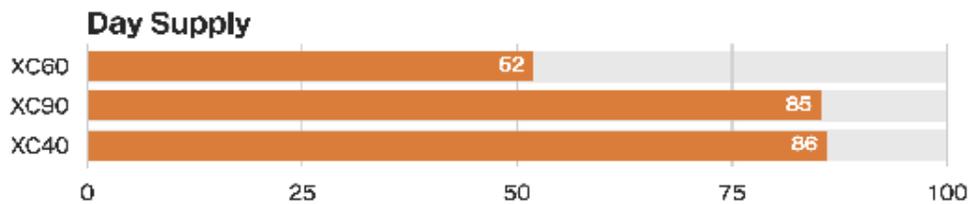




- > Volvo had the largest decrease in sales of 19% compared to the market decrease of just 5% along with the largest decrease in inventory of 18%.
- > Volvo's aged inventory jumped up by 8% to 84%, surpassing Dodge.
- > Lower inventory levels enabled Volvo to be the only brand where day supply fell YoY.

NEW

<p>-19% (MoM) Sales Volume Change</p>	<p>-2 Days (MoM) -15 Days (YoY) 87 Day Supply</p>	<p>+9% (MoM) +35% (YoY) 84% Aged Inventory Over 45 Days Ending 06/30/24</p>	<p>+7% (MoM) -1% (YoY) 72% Aged Sales Over 45 Days as of 06/30/24</p>	<p>+9% (MoM) +6% (YoY) 76% Carryover Over 45 Days as of 06/01/24</p>
<p>NC (MoM) +5% (YoY) \$62,775 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>-2% (MoM) 15% Sold With Markdown</p>	<p>-13% (MoM) -4% (YoY) 35% of Listings Not Viewed</p>	<p>+20% (MoM) Demand</p>





- > Volvo sales only dropped by 2%. Non-EV sales dropped 3%, but EV sales increased by 24%.
- > Inventory rose by 4% while most of the market saw larger sales and inventory decreases.

USED

-2% (MoM)
Sales Volume
Change

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

+5% (MoM)
+4% (YoY)
50% Aged Inventory
Over 45 Days Ending
06/30/24

+3% (MoM)
+1% (YoY)
47% Aged Sales
Over 45 Days as of
06/30/24

+3% (MoM)
+1% (YoY)
47% Carryover
Over 45 Days as of
06/01/24

-1% (MoM)
-8% (YoY)
\$32,000 Price
Avg Last Listed

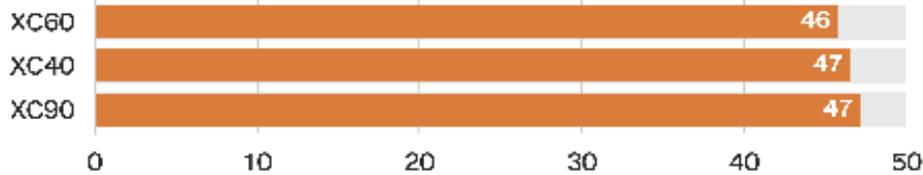
-1% (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
40% Sold
With Markdown

-6% (MoM)
+2% (YoY)
35% of Listings
Not Viewed

-6% (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

2024 MAY

> 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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