

VINCENSUS

2024 **MAY**

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

Lotlinx

Lotlinx.com

> EXECUTIVE SUMMARY

In May, a decreasing day supply and stable sales in the used car market suggested strong demand. This requires dealers to have a more disciplined approach to their inventory management. Conversely, the high day supply in the new car market indicates potential oversupply issues or weaker demand.

New Vehicles:

- Aged inventory percentages held steady MoM but increased five times more than used cars YoY at 11%.
- The percentage of markdowns in sold inventory also shows an increasing trend, indicating a continued reliance on markdowns to generate sales.
- The new vehicle trend of increasing day supply continued with a 2 day increase to 74 days this month and a 29 day increase YoY.

Used Vehicles:

- The day supply shows a decreasing trend of 2% for both YoY and MoM, indicating better inventory management and higher consumer demand.

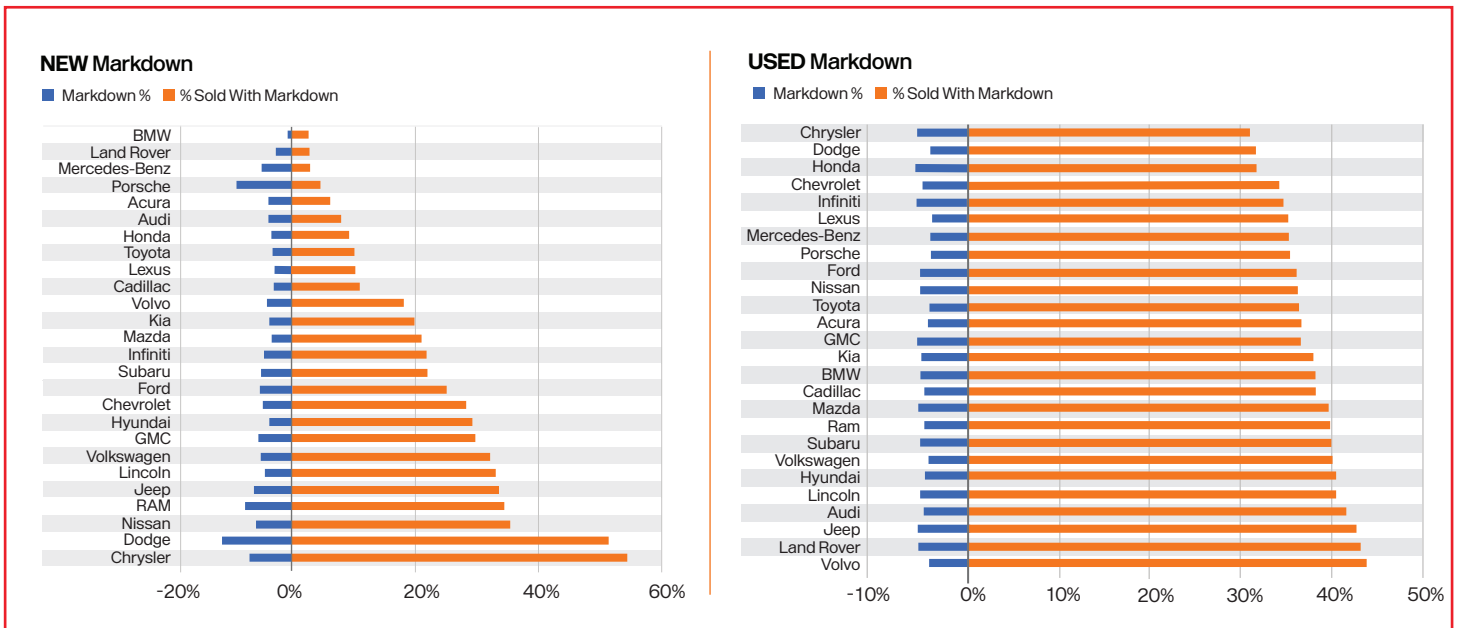
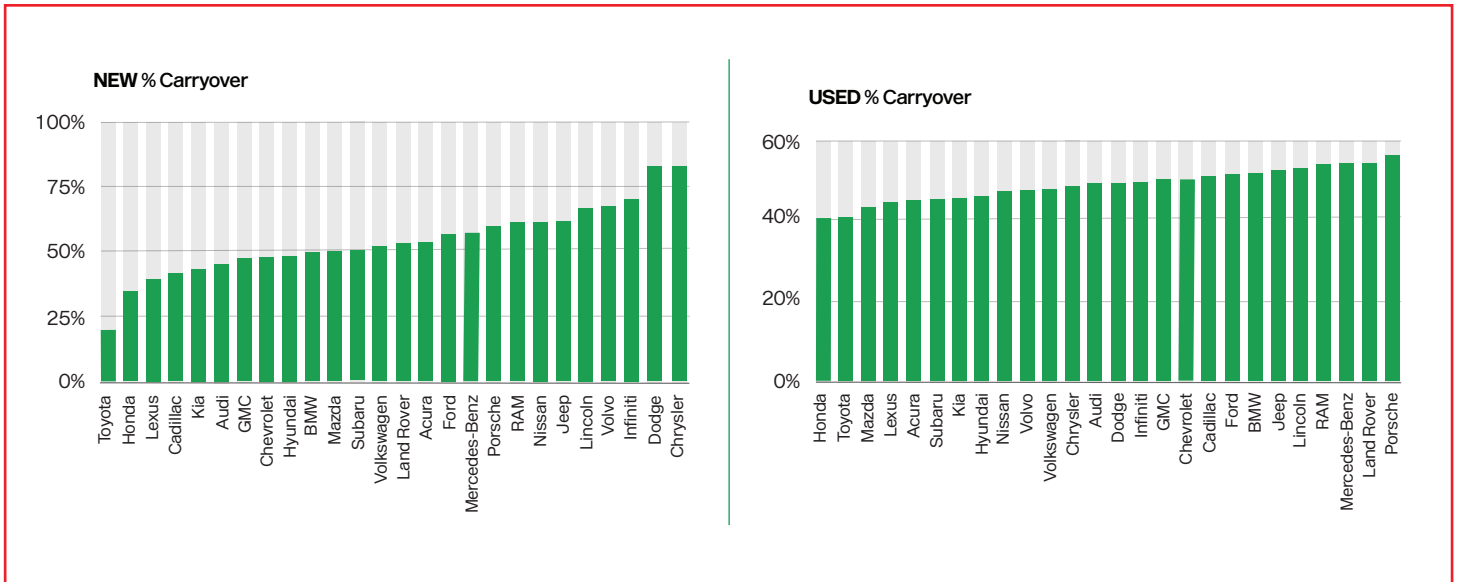
A peek into June:

- There will be continued growth in the new vehicle pickup segment as prices continue to fall.
- New SUVs will hit the highest average list price in a year.

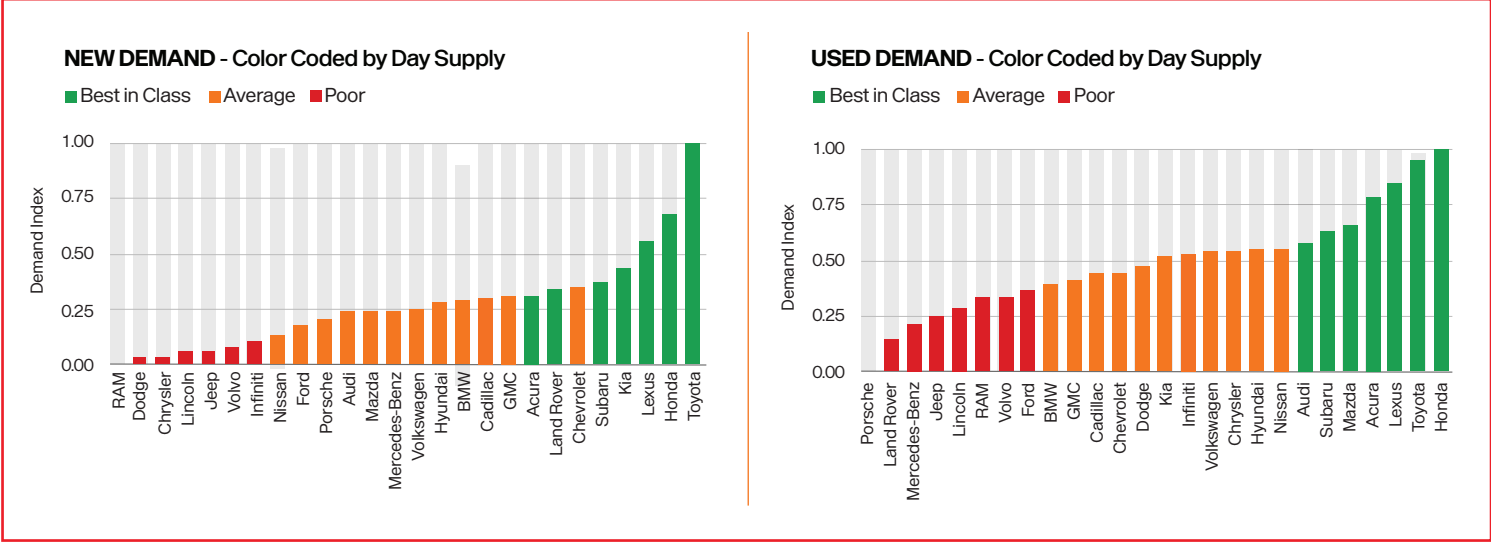
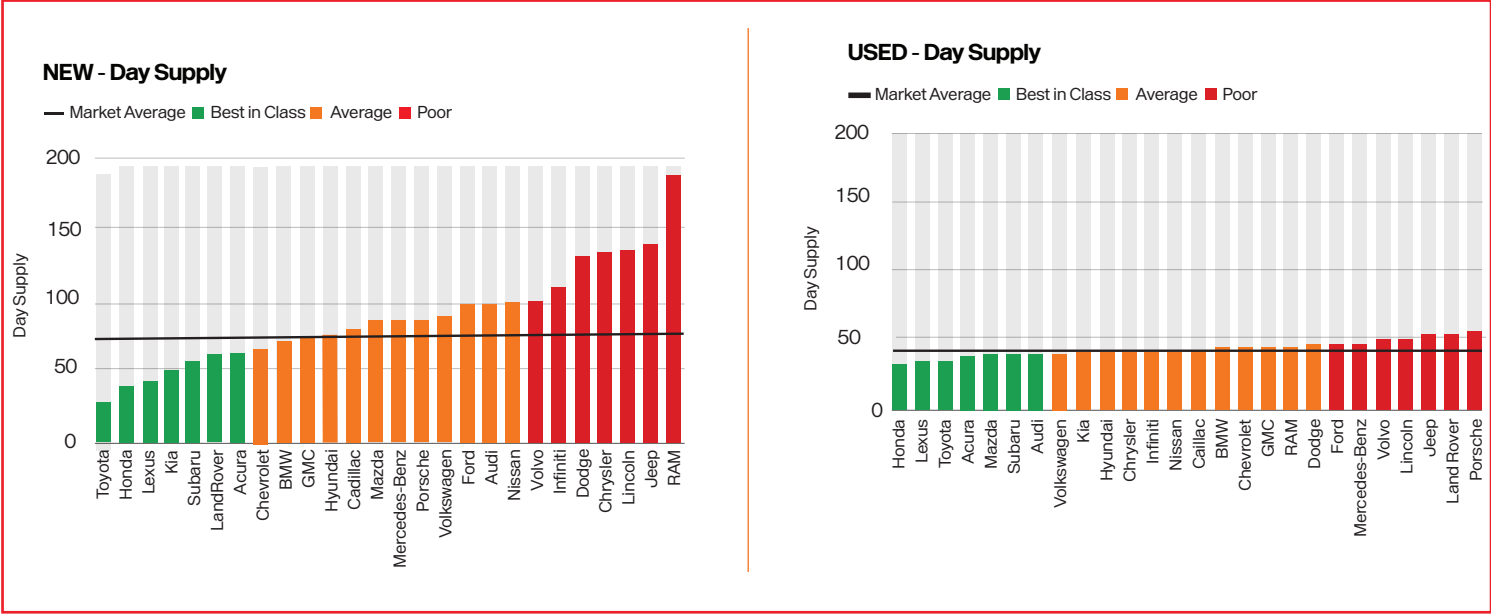
Recommended action steps for upcoming months:

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

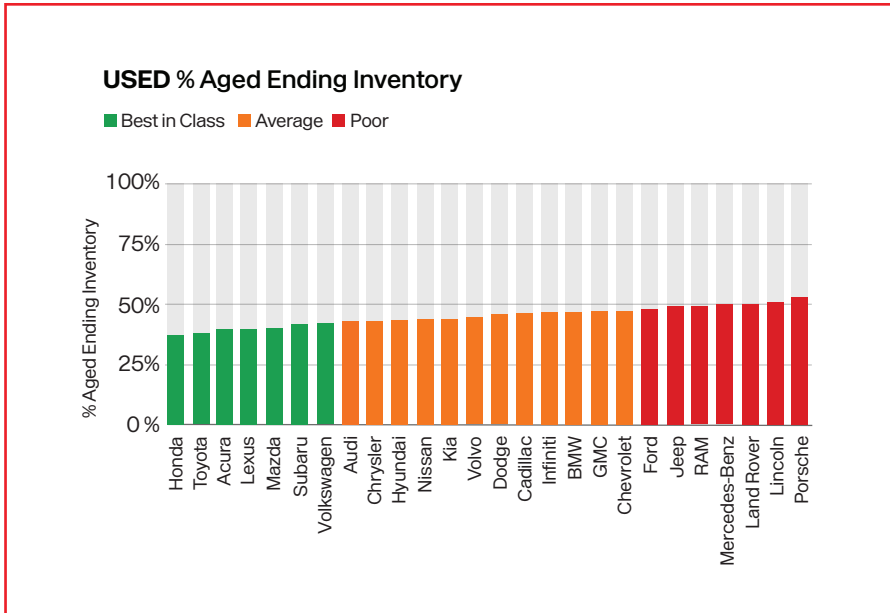
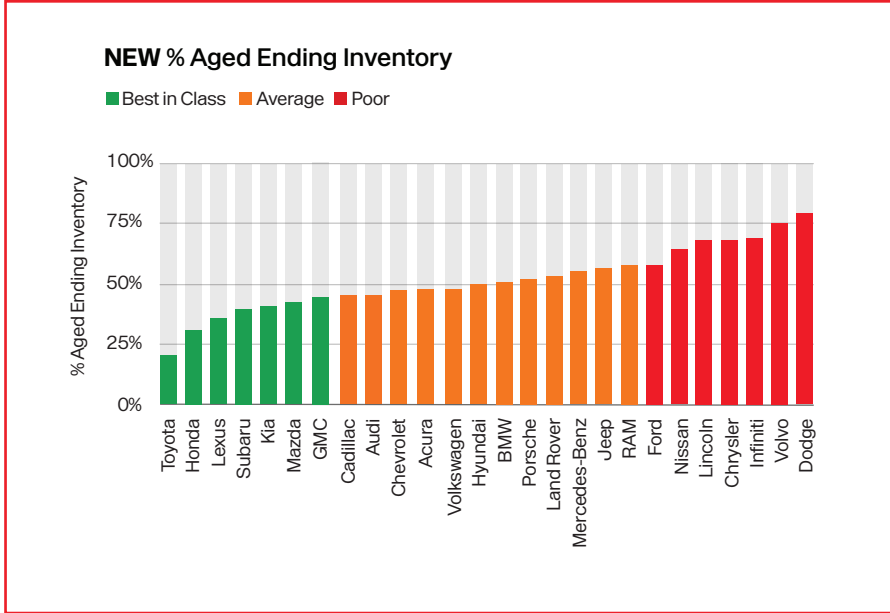
- › Aging issues persisted into May with new carryover and aged ending inventory increasing by around 10% and used increasing by around 5% YoY.
- › Chrysler and Dodge have the highest percentage of new carryover inventory, consequently leading to the highest percentage of units with markdowns.



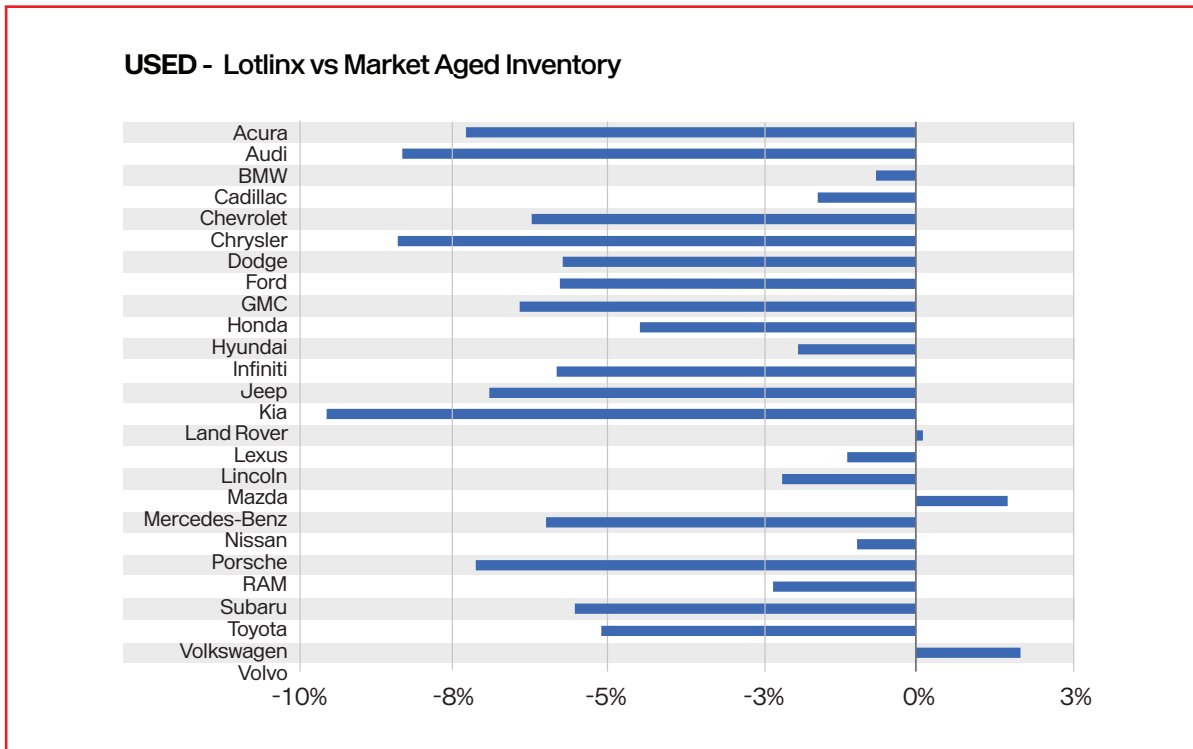
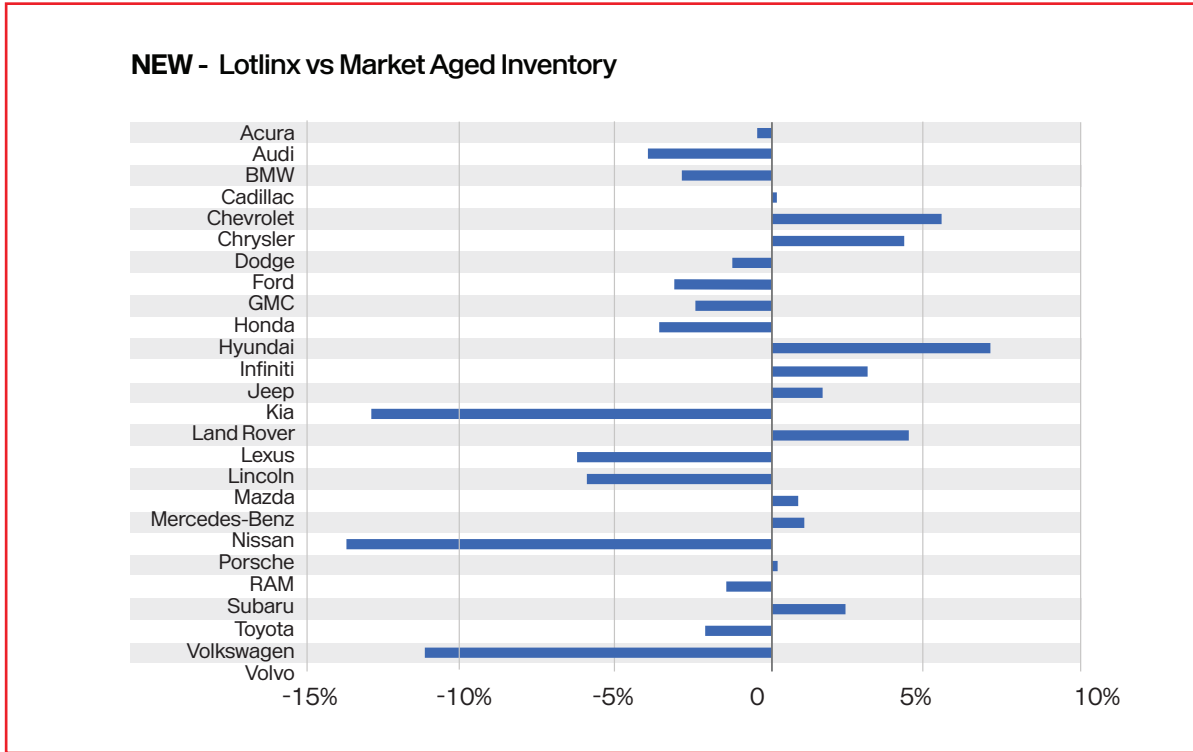
- › Efforts to address aging inventory and carryover percentage had limited success, highlighting the need for strategic adjustments to adapt to changing market conditions.
 - The day supply for both new and used vehicles held relatively steady MoM but new saw a 29 day increase YoY.
 - High variability in new vehicle day supply remained but by a lesser extent compared to early in the year.



› The percentage of aged inventory held steady MoM for both new and used but increased YoY by 11% for new and 2% for used.



- › On average, Lotlinx customers had 2% less aged inventory than the rest of the market for new vehicles.
- › Over 50% of new vehicle brands and 85% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- › Aged inventory percentages held steady MoM but increased five times more than used YoY at 11%.
- › The percentage of markdowns in sold inventory also showed an increasing trend, indicating a continued reliance on markdowns to produce sales.
- › The new vehicle trend of increasing day supply continued with a 2 day increase to 74 days this month and a 29 day increase YoY.

NEW

+3% (MoM)
Sales Volume
% Change

+2 Day (MoM)
+29 Days (YoY)
74 Day Supply

NC (MoM)
+11% (YoY)
48% Aged Inventory
Over 45 Days Ending
05/31/24

NC (MoM)
+12% (YoY)
41% Aged Sales
Over 45 Days as of
05/31/24

+2% (MoM)
+12% (YoY)
51% Carryover
Over 45 Days as of
05/01/24

NC (MoM)
NC (YoY)
\$43,599 Price
Avg Last Listed

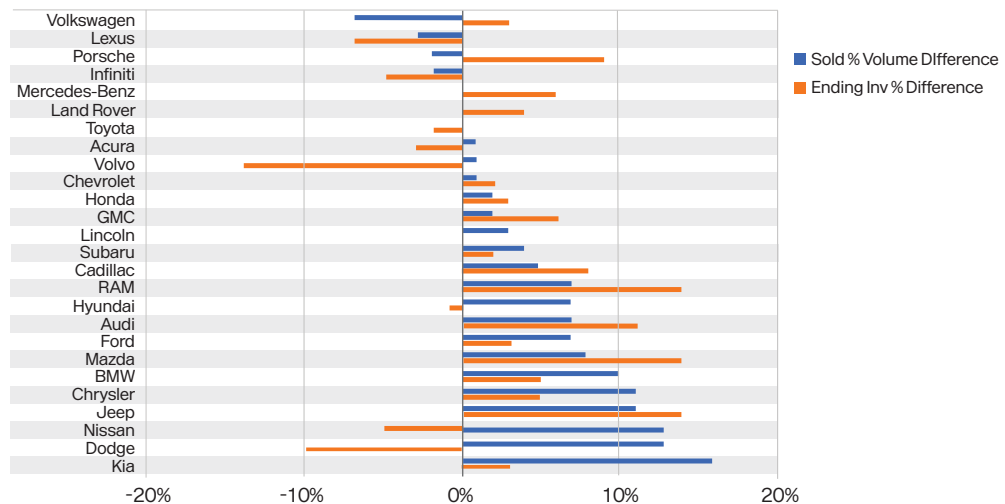
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
21% Sold
With Markdown

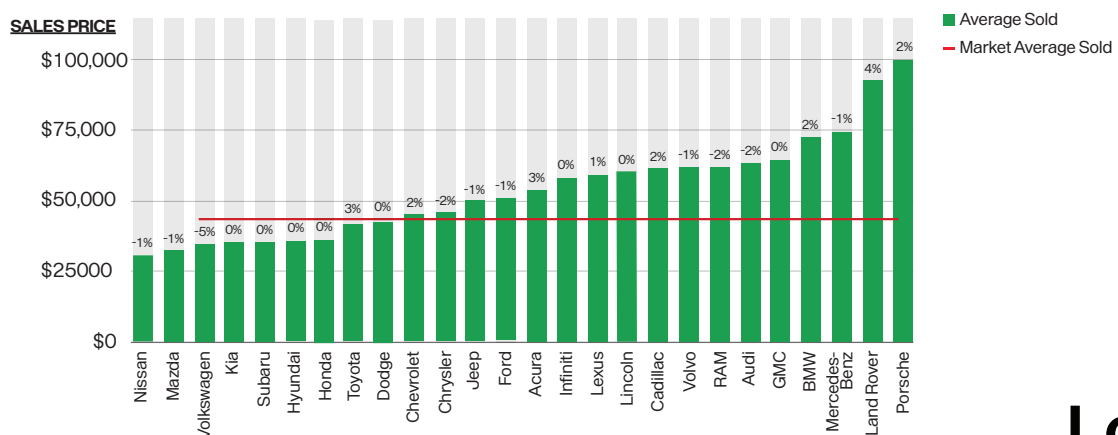
NC (MoM)
+9% (YoY)
55% of Listings
Not Viewed

NC (MoM)
Demand
% Change

New % Volume Change



NEW Sales Price



> Day supply held very steady with better inventory management and higher demand than new vehicles.

USED INVENTORY

+9% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+2% (YoY)
45% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+3% (YoY)
41% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+6% (YoY)
49% Carryover
Over 30 Days

NC (MoM)
-6% (YoY)
\$24,994 Price
Avg Last Listed

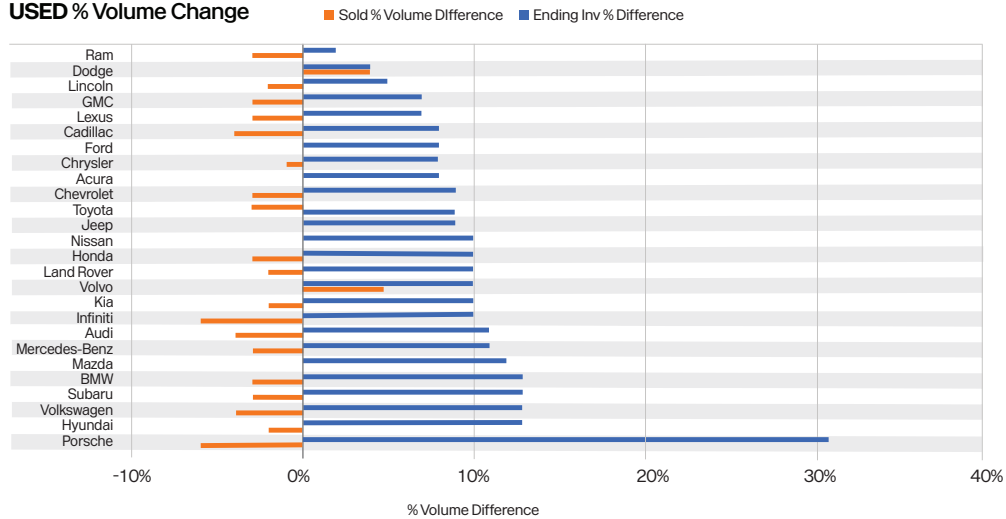
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
37% Sold
With Markdown

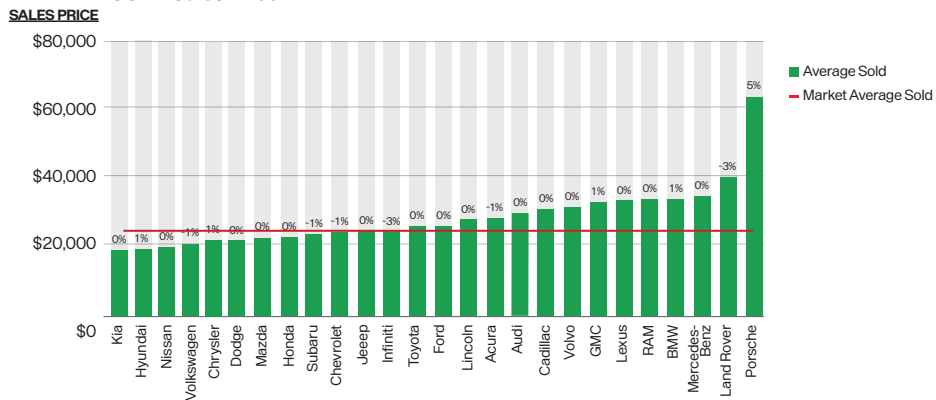
-1% (MoM)
+2% (YoY)
41% of Listings
Not Viewed

+4% (MoM)
Demand
% Change

USED % Volume Change



USED Sales Price



- > Acura maintained a better than average day supply of 66 compared to the market's 74 days and made some improvements to their aged inventory.
- > The MDX accounted for nearly 50% of Acura sales in May, up 10% from last month and 6% from last year.

NEW

+1% (MoM)
Sales Volume
% Change

-6 Days (MoM)
+12 Days (YoY)
66 Day Supply

-5% (MoM)
-1% (YoY)
47% Aged Inventory
Over 45 Days Ending
05/31/24

-2% (MoM)
+7% (YoY)
50% Aged Sales
Over 45 Days as of
05/31/24

NC (MoM)
+11% (YoY)
54% Carryover
Over 45 Days as of
05/01/24

+3% (MoM)
+3% (YoY)
\$53,987 Price
Avg Last Listed

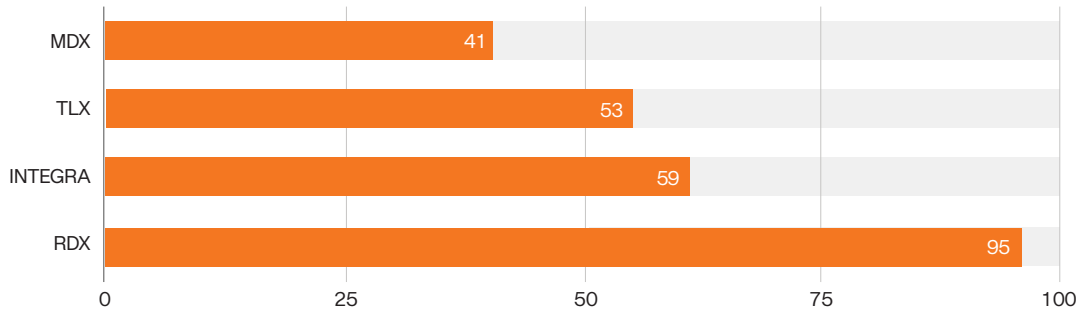
-2% (MoM)
-4% Markdown
Price Reduction

+3% (MoM)
6% Sold
With Markdown

+3% (MoM)
-5% (YoY)
43% of Listings
Not Viewed

+2% (MoM)
Demand
% Change

Day Supply



› Overall, metrics align with the market trends. However, early signs of struggle were evident with the Integra model, as it is the only one to experience an increase in aged inventory and carry a higher day supply.

USED

+8% (MoM)
Sales Volume
% Change

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

-2% (MoM)
NC (YoY)
39% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (MoM)
+2% (YoY)
40% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
+5% (YoY)
45% Carryover
Over 30 Days as of
05/01/24

-1% (MoM)
-5% (YoY)
\$28,595 Price
Avg Last Listed

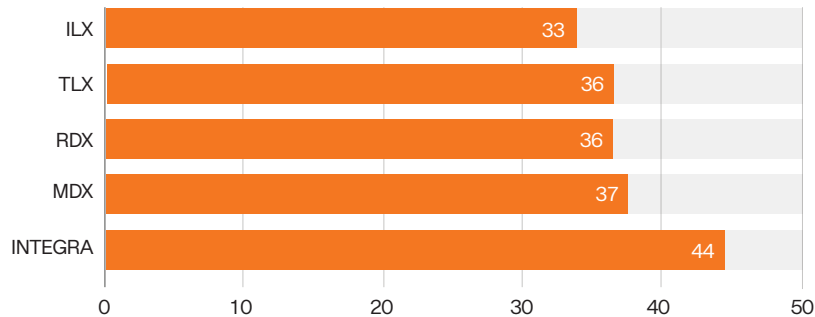
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
37% Sold
With Markdown

-1% (MoM)
+3% (YoY)
32% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply



- › Even with an above average sales volume increase, Audi's day supply remained considerably higher than the market's 74 days at 99 days.
- › The Q3 and Q5 had a strong May moving some aged inventory, but day supply continues to climb by a few days each month.

NEW

+7% (MoM)
Sales Volume
% Change

+18 Days (MoM)
+40 Days
99 Day Supply

+2% (MoM)
+12% (YoY)
45% Aged Inventory
Over 45 Days Ending
05/31/24

+2% (MoM)
+5% (YoY)
53% Aged Sales
Over 45 Days as of
05/31/24

-1% (MoM)
+5% (YoY)
45% Carryover
Over 45 Days as of
05/01/24

NC (MoM)
+8% (YoY)
\$63,360 Price
Avg Last Listed

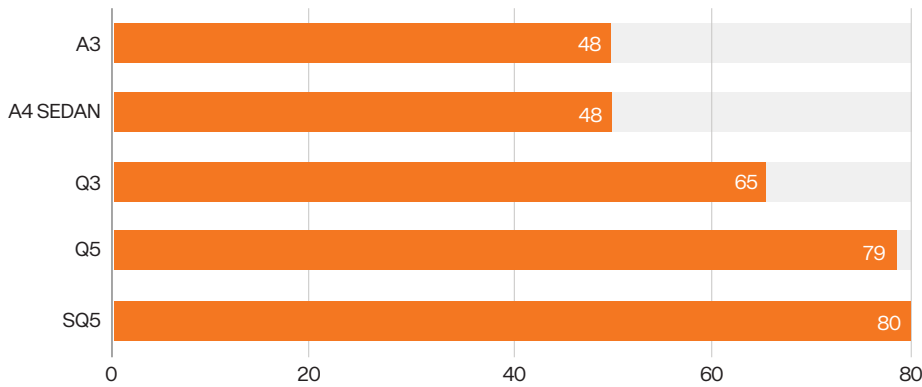
NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
8% Sold
With Markdown

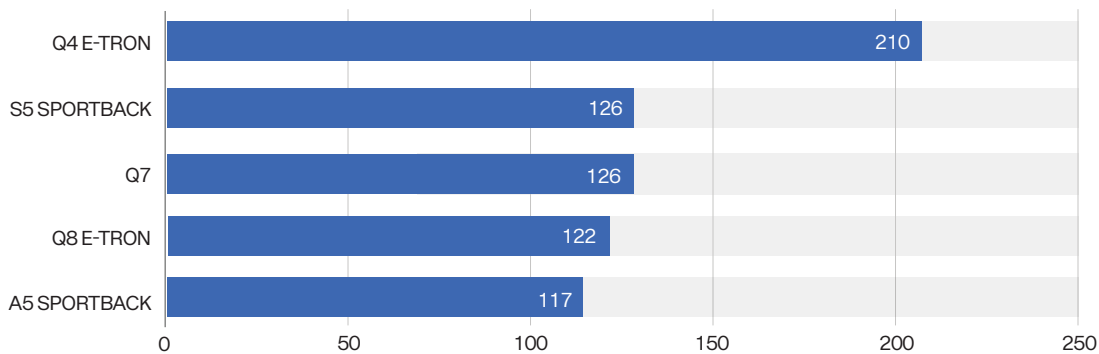
+4% (MoM)
+9% (YoY)
41% of Listings
Not Viewed

-10%
(MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply



› All metrics have shifted slightly more favorably for Audi, resulting in below-average aged inventory.

USED

+11% (MoM)
Sales Volume
% Change

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

-3% (MoM)
-3% (YoY)
43% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
NC (YoY)
43% Aged Sales
Over 30 Days as of
05/31/24

NC (MoM)
+4% (YoY)
49% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-12% (YoY)
\$29,975 Price
Avg Last Listed

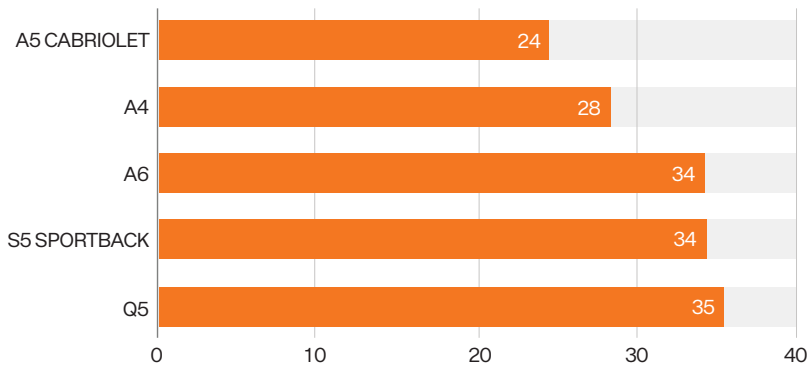
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
42% Sold
With Markdown

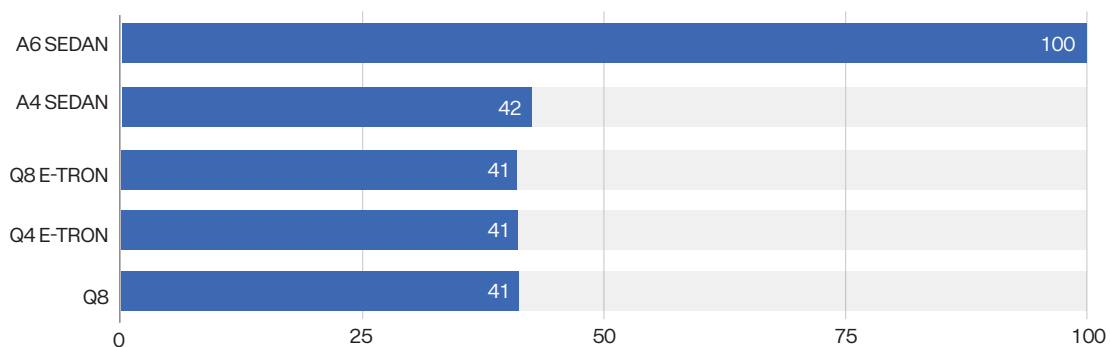
+1% (MoM)
+5% (YoY)
29% of Listings
Not Viewed

-13% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





- › BMW managed above average sales and aging metrics in line with the market despite steep decreasing visibility of listings.
- › The X5 had a very strong month as sales rose over 20% and supply tightened to 38 days.

NEW

+10% (MoM)
Sales Volume
% Change

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

+2% (MoM)
+15% (YoY)
49% Aged Inventory
Over 45 Days Ending
05/31/24

-2% (MoM)
+12% (YoY)
38% Aged Sales
Over 45 Days as of
05/31/24

+2% (MoM)
+11% (YoY)
50% Carryover
Over 45 Days as of
05/01/24

+2% (MoM)
+1% (YoY)
\$72,095 Price
Avg Last Listed

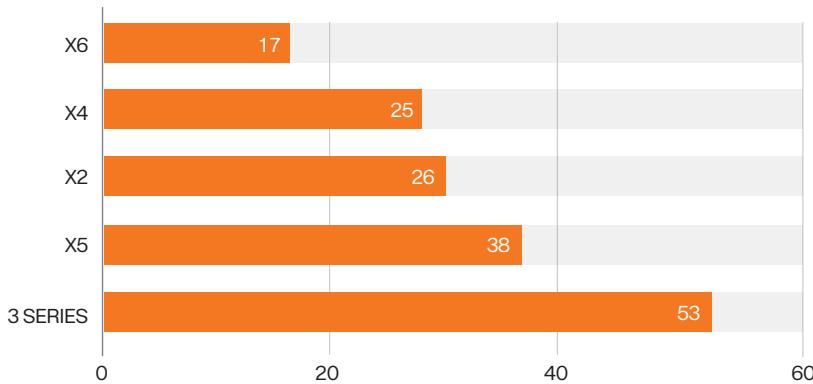
NC (MoM)
-0% Markdown
Price Reduction

NC (MoM)
3% Sold
With Markdown

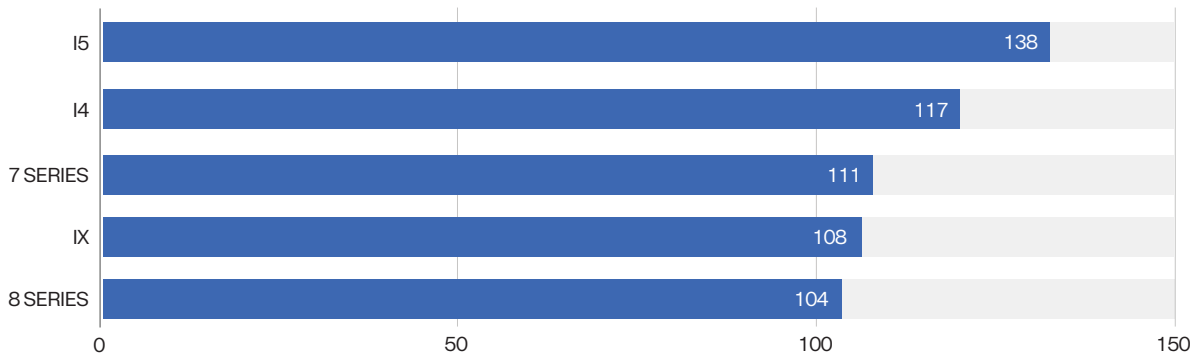
+18% (MoM)
+22% (YoY)
53% of Listings
Not Viewed

-14% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





> All metrics move in line with the market.

USED

+13% (MoM)
Sales Volume
% Change

+1 Days
(MoM)

+3 Days
(YoY)
45 Day Supply

-2% (MoM)

+3% (YoY)
46% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (MoM)

+4% (YoY)
43% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)

+6% (YoY)
52% Carryover
Over 30 Days as of
05/01/24

+1% (MoM)

-2% (YoY)
\$34,188 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)

38% Sold
With Markdown

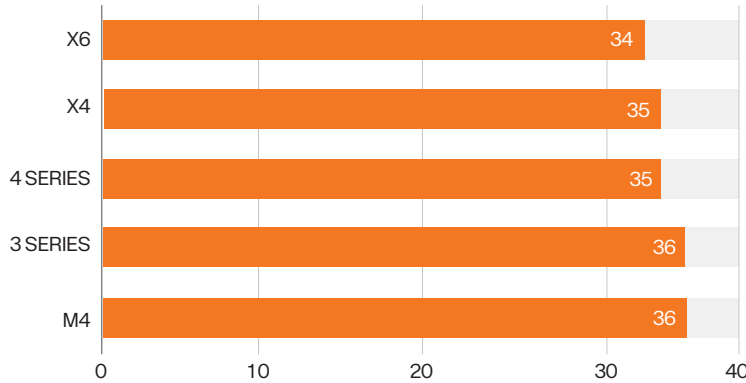
NC (MoM)

+6% (YoY)
28% of Listings
Not Viewed

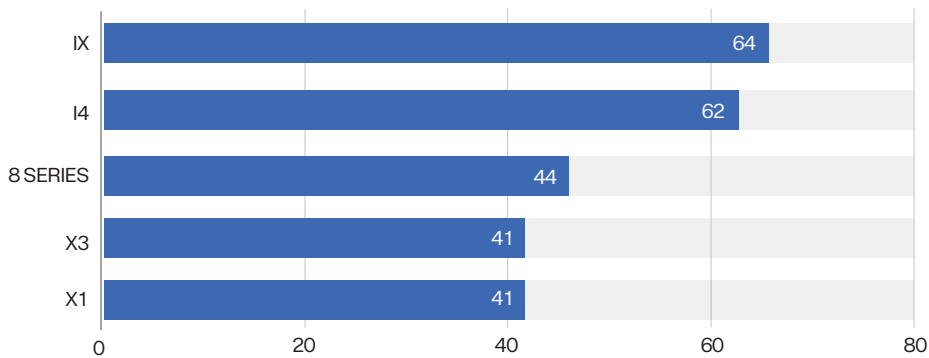
-1% (MoM)

Demand
% Change

Lowest Day Supply



Highest Day Supply



- › Despite a growing proportion of aging inventory, Cadillac consistently outperformed the industry average in managing aged inventory. The year-over-year increase in sales prices, boosted by a higher volume share of Lyriq, reflected a notable 6% surge.
- › The Lyriq had a strong month, accounting for over 20% of May's sales. However, aging is still a large problem as the month ended with 60% of inventory as aged. That is up 15% despite continued aggressive markdowns of over 10%.

NEW

+5% (MoM)
Sales Volume
% Change

+8 Days (MoM)
+41 Days (YoY)
82 Day Supply

+5% (MoM)
+5% (YoY)
45% Aged Inventory
Over 45 Days Ending
05/31/24

+6% (MoM)
+5% (YoY)
40% Aged Sales
Over 45 Days as of
05/31/24

+7% (MoM)
-4% (YoY)
42% Carryover
Over 45 Days as of
05/01/24

+2% (MoM)
+6% (YoY)
\$61,330 Price
Avg Last Listed

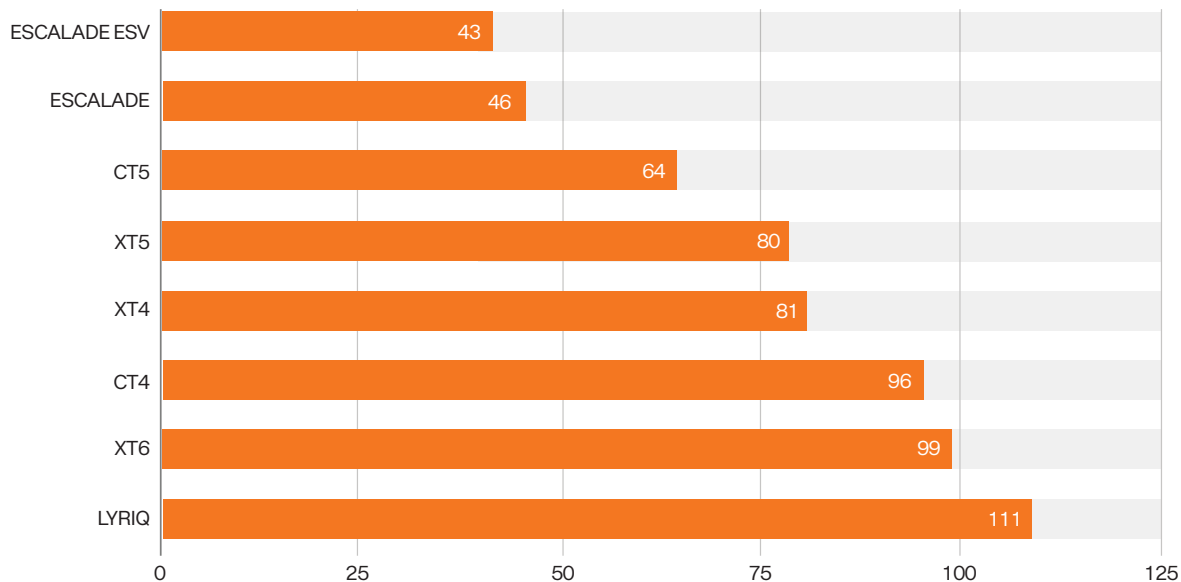
-1% (MoM)
-3% Markdown
Price Reduction

-3% (MoM)
11% Sold
With Markdown

+3% (MoM)
+11% (YoY)
51% of Listings
Not Viewed

-2% (MoM)
Demand
% Change

Day Supply



> All used metrics are in line with the market.

USED

+8% (MoM)
Sales Volume
% Change

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

-2% (MoM)
NC (YoY)
46% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+3% (YoY)
43% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+7% (YoY)
51% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-8% (YoY)
\$30,998 Price
Avg Last Listed

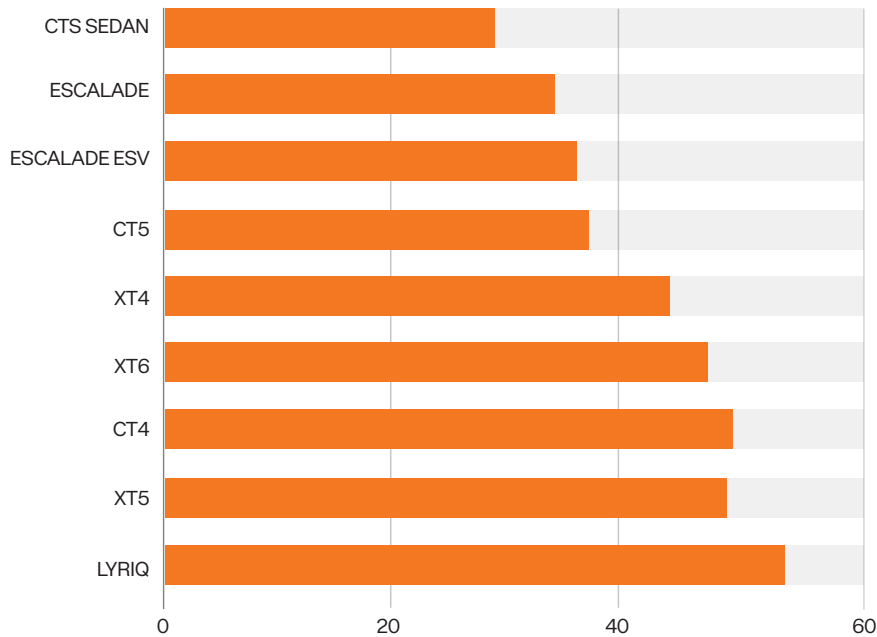
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
38% Sold
With Markdown

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

NC (MoM)
Demand
% Change

Day Supply





CHEVROLET

- > Despite below-average sales growth, Chevrolet managed to achieve slightly better-than-market-average inventory statistics.
- > The Traverse had a strong month with inventory finally becoming available.

NEW

+1% (MoM)
Sales Volume
% Change

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

NC (MoM)
+6% (YoY)
46% Aged Inventory
Over 45 Days Ending
05/31/24

-3% (MoM)
+7% (YoY)
42% Aged Sales
Over 45 Days as of
05/31/24

+1% (MoM)
+9% (YoY)
48% Carryover
Over 45 Days as of
05/01/24

+2% (MoM)
-3% (YoY)
\$45,598 Price
Avg Last Listed

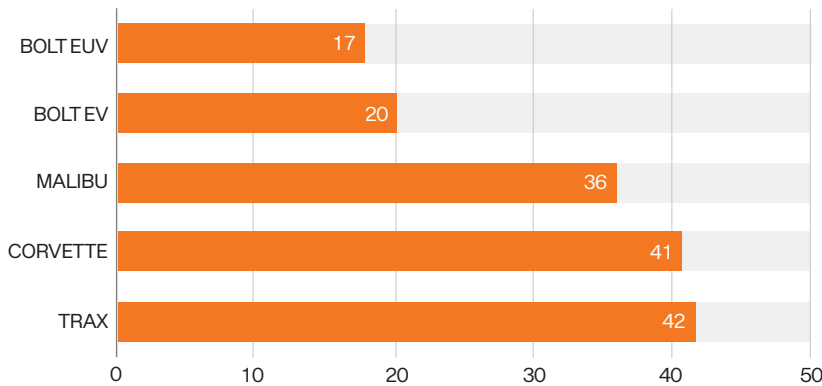
NC (MoM)
-5% Markdown
Price Reduction

+5% (MoM)
28% Sold
With Markdown

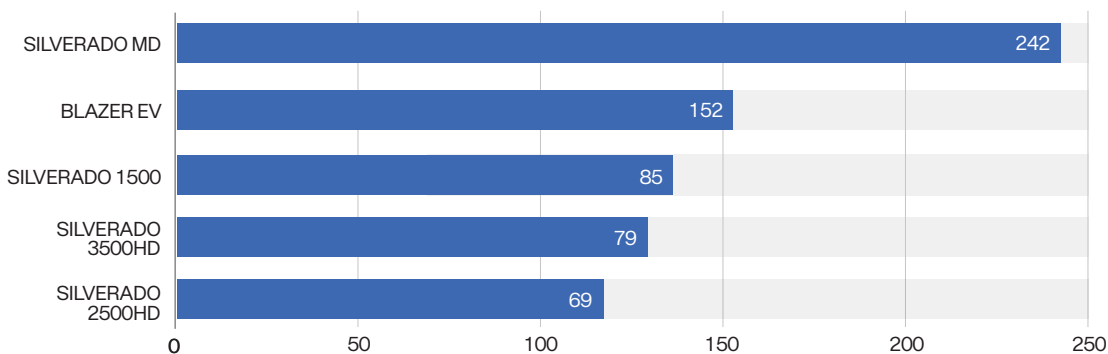
NC (MoM)
+5% (YoY)
42% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply



> All used metrics are in line with the market.

USED

+9% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+4% (YoY)
47% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+4% (YoY)
41% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+8% (YoY)
51% Carryover
Over 30 Days as of
05/01/24

-1% (MoM)
-8% (YoY)
\$24,748 Price
Avg Last Listed

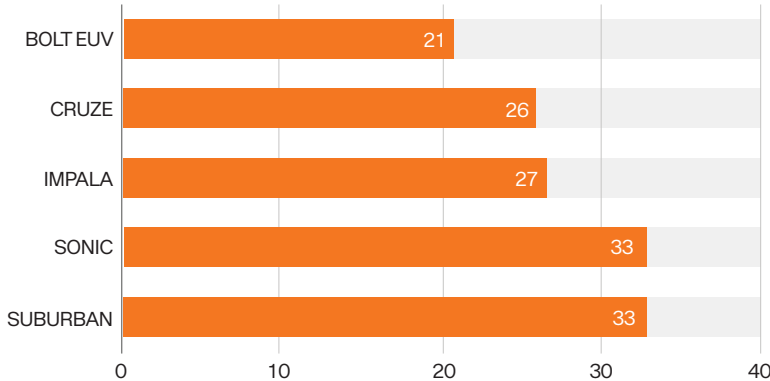
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
34% Sold
With Markdown

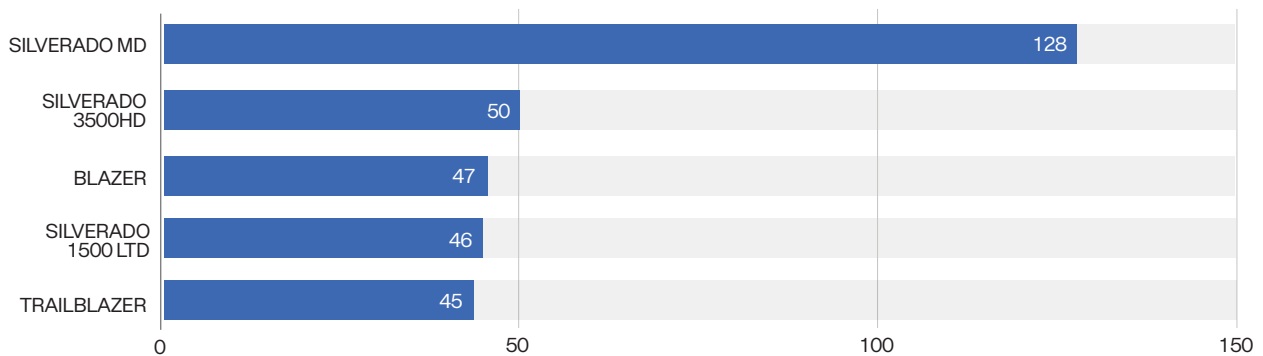
-1% (MoM)
+2% (YoY)
39% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





- > This was the first month of the year that Chrysler successfully lowered their aged inventory by 11%.
- > While day supply is very high compared to competitors, the increasing trend was disrupted with a decrease in day supply by 12 days.

NEW

+11% (MoM)
Sales Volume
% Change

-12 Days (MoM)
+59 Days (YoY)
136 Day Supply

-11% (MoM)
+15% (YoY)
67% Aged Inventory
Over 45 Days Ending
05/31/24

-5% (MoM)
+13% (YoY)
69% Aged Sales
Over 45 Days as of
05/31/24

+8% (MoM)
+24% (YoY)
48% Carryover
Over 45 Days as of
05/01/24

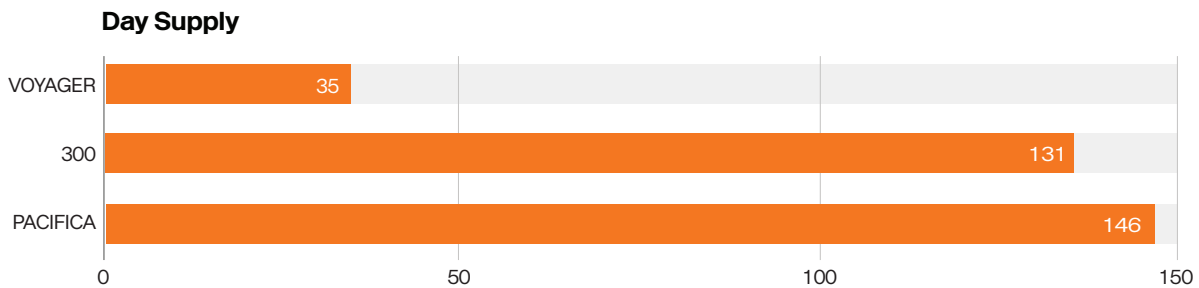
-2% (MoM)
+2% (YoY)
\$46,150 Price
Avg Last Listed

NC (MoM)
-7% Markdown
Price Reduction

+2% (MoM)
55% Sold
With Markdown

+2% (MoM)
+7% (YoY)
57% of Listings
Not Viewed

NC (MoM)
Demand
% Change





> All used metrics are in line with the market.

USED

+8% (MoM)
Sales Volume
% Change

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

-3% (MoM)
NC (YoY)
43% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+1% (YoY)
39% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
+3% (YoY)
49% Carryover
Over 30 Days as of
05/01/24

+1% (MoM)
-2% (YoY)
\$21,980 Price
Avg Last Listed

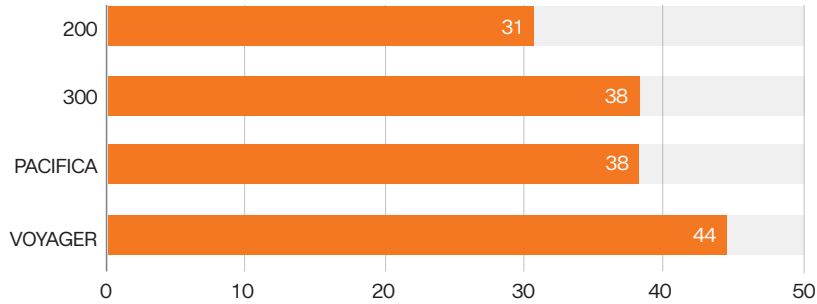
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
31% Sold
With Markdown

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

-5% (MoM)
Demand
% Change

Day Supply



- > Dodge continues to make small strides to correct a massive day supply and aged inventory.
- > Aged ending inventory has slowly but steadily been decreasing since the beginning of the year to 78%.
- > Aggressive markdowns continued with another 1% increase in magnitude but on fewer units.

NEW

+13% (MoM)
Sales Volume
% Change

-24 Days (MoM)
+69 Days (YoY)
133 Day Supply

-2% (MoM)
+36% (YoY)
78% Aged Inventory
Over 45 Days Ending
05/31/24

-4% (MoM)
+39% (YoY)
82% Aged Sales
Over 45 Days as of
05/31/24

-3% (MoM)
+36% (YoY)
83% Carryover
Over 45 Days as of
05/01/24

NC (MoM)
-1% (YoY)
\$42,808 Price
Avg Last Listed

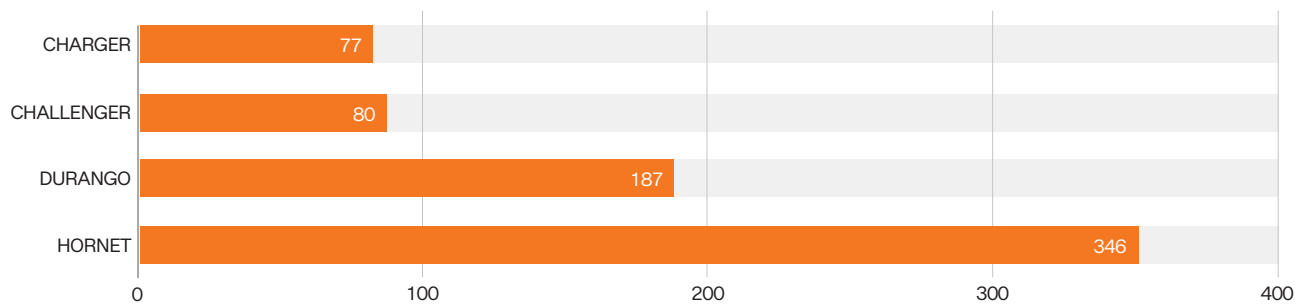
-1% (MoM)
-11% Markdown
Price Reduction

-4% (MoM)
51% Sold
With Markdown

NC (MoM)
+12% (YoY)
47% of Listings
Not Viewed

+12% (MoM)
Demand
% Change

Day Supply



> Dodge sales grew slightly below the market average of 9%.

USED

+4% (MoM)
Sales Volume
% Change

+5 Days (MoM)
+2 Days (YoY)
48 Day Supply

-1% (MoM)
+2% (YoY)
45% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+2% (YoY)
38% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+7% (YoY)
50% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-4% (YoY)
\$22,000 Price
Avg Last Listed

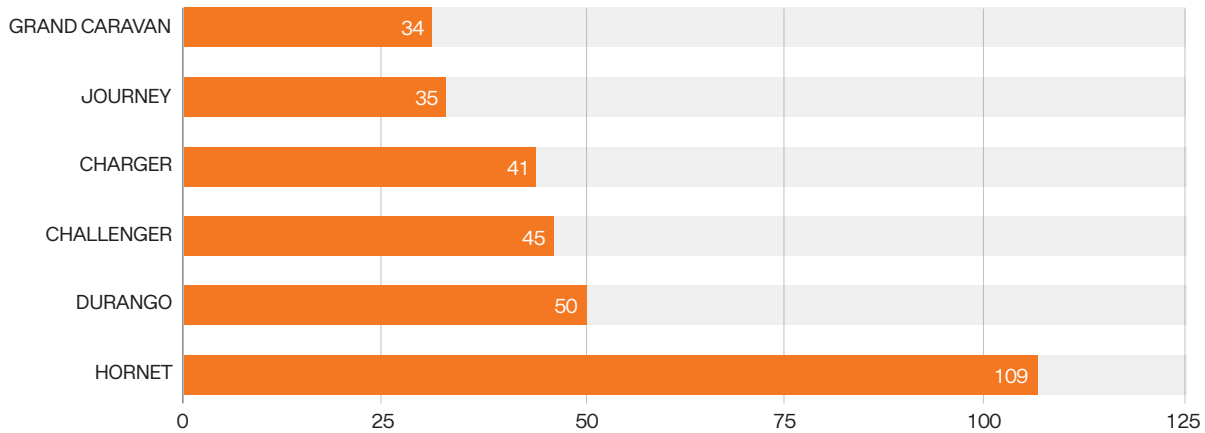
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
31% Sold
With Markdown

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

-5% (MoM)
Demand
% Change

Day Supply





- › Ford continued to run a high day supply with only the Maverick and Ranger sitting on a day supply lower than the market average of 74 days.
- › Explorer day supply is slowly being reined in as aged inventory jumps to 74%.

NEW

+7% (MoM)
Sales Volume
% Change

-1 Days (MoM)
+34 Days (YoY)
99 Day Supply

+2% (MoM)
+9% (YoY)
57% Aged Inventory
Over 45 Days Ending
05/31/24

-2% (MoM)
+4% (YoY)
51% Aged Sales
Over 45 Days as of
05/31/24

NC (MoM)
+7% (YoY)
57% Carryover
Over 45 Days as of
05/01/24

-1% (MoM)
-1% (YoY)
\$50,969 Price
Avg Last Listed

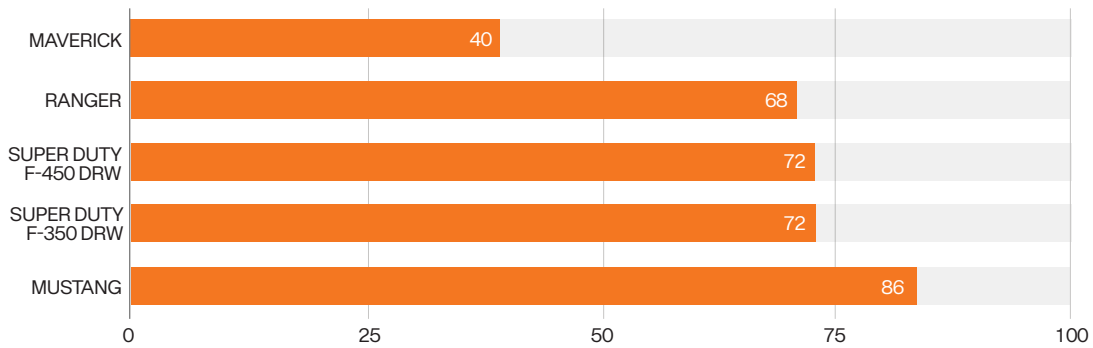
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
25% Sold
With Markdown

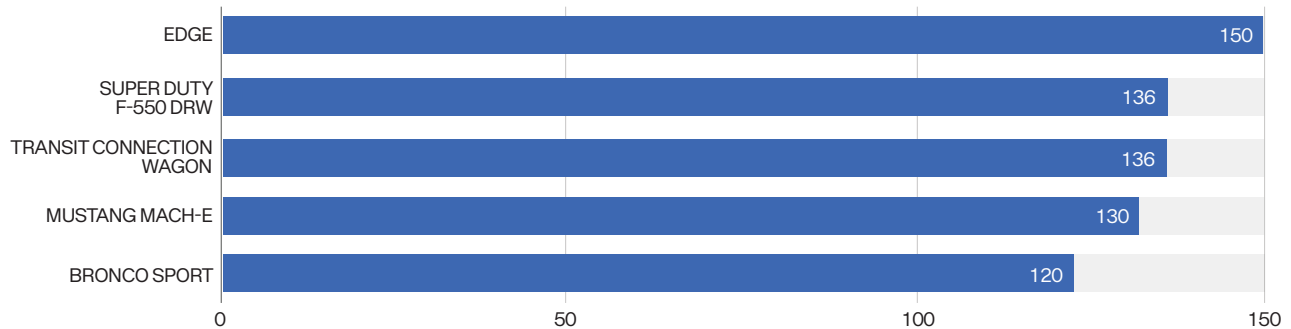
-1% (MoM)
-1% (YoY)
53% of Listings
Not Viewed

+6% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





> All used metrics are in line with the market.

USED

+8% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+1% (YoY)
48% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+2% (YoY)
41% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+5% (YoY)
52% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-7% (YoY)
\$26,180 Price
Avg Last Listed

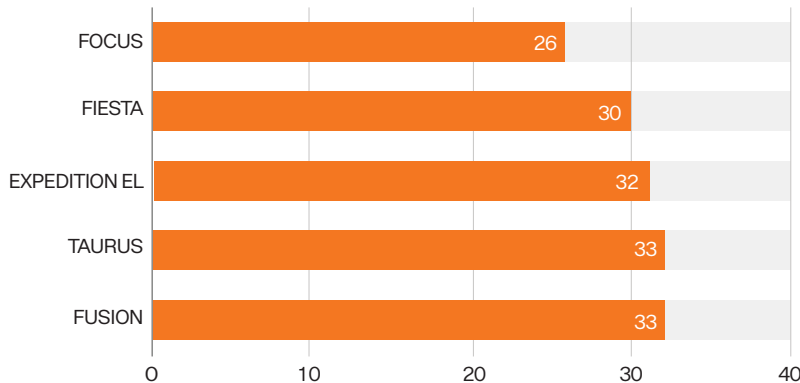
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
36% Sold
With Markdown

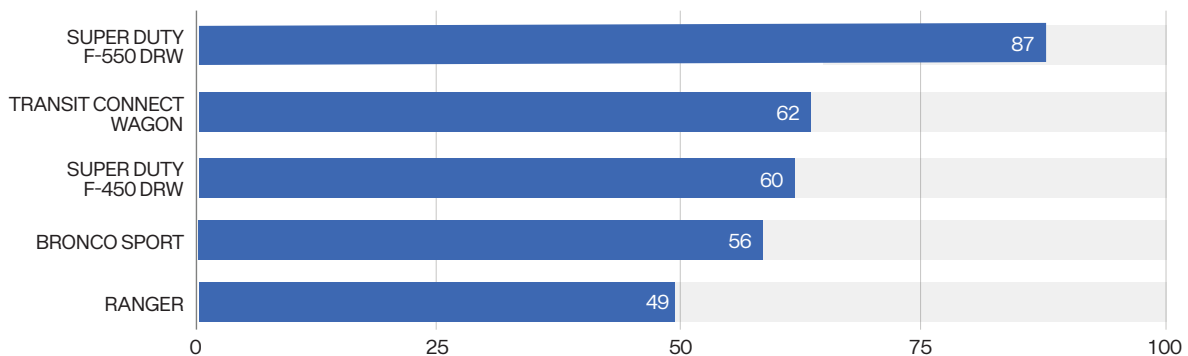
-1% (MoM)
+2% (YoY)
40% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply



- > GMC maintained a well managed inventory with a better than average aging profile and below average day supply.
- > GMC had the highest increase in list price YoY of 11% due to an increase in Sierra 1500 and a decrease in Acadia sales.

NEW

+2% (MoM)
Sales Volume
% Change

+6 Days (MoM)
+22 Days (YoY)
78 Day Supply

-1% (MoM)
+1% (YoY)
44% Aged Inventory
Over 45 Days Ending
05/31/24

NC (MoM)
+3% (YoY)
43% Aged Sales
Over 45 Days as of
05/31/24

+4% (MoM)
+2% (YoY)
48% Carryover
Over 45 Days as of
05/01/24

+2% (MoM)
-1% (YoY)
\$64,055 Price
Avg Last Listed

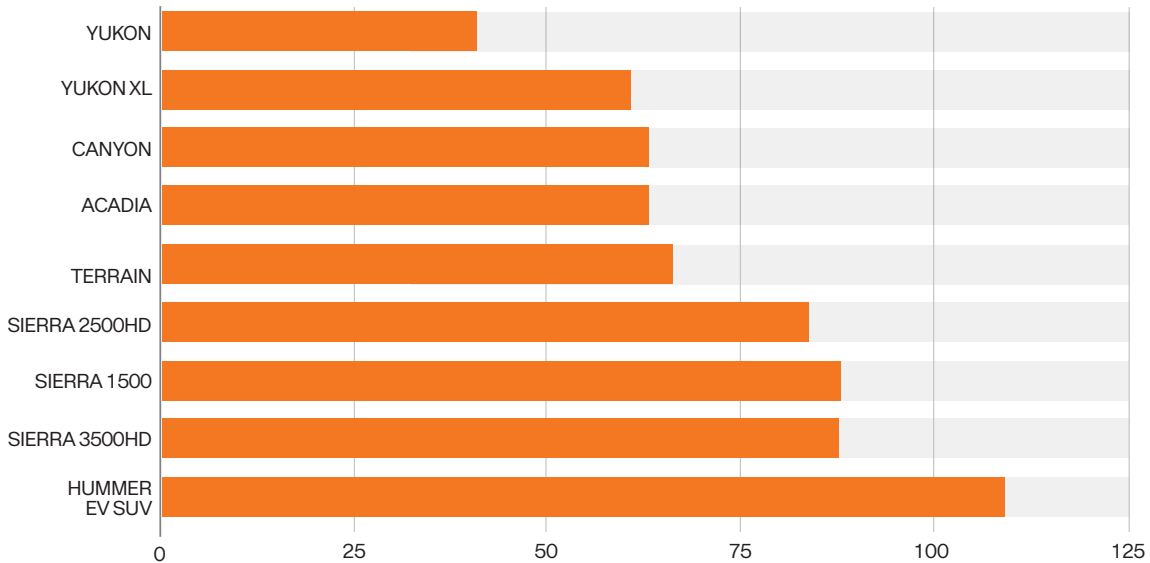
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
30% Sold
With Markdown

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

+2% (MoM)
Demand
% Change

Day Supply



> All used metrics are in line with the market.

USED

+7% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+3% (YoY)
47% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+5% (YoY)
43% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+8% (YoY)
51% Carryover
Over 30 Days as of
05/01/24

+1% (MoM)
-6% (YoY)
\$32,980 Price
Avg Last Listed

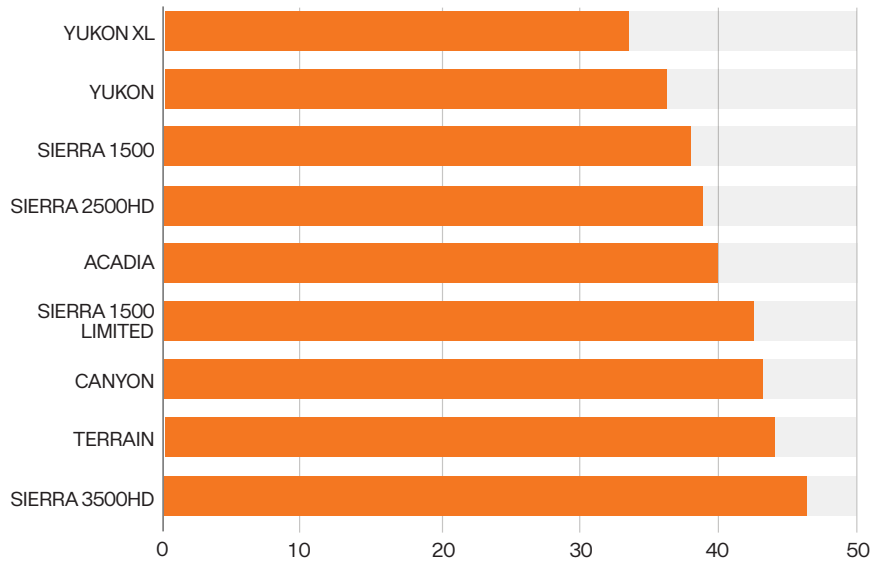
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
37% Sold
With Markdown

-1% (MoM)
+3% (YoY)
37% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Day Supply





HONDA

MAY 2024

› After some moderate aging inventory concerns in April, Honda's tight day supply was able to quickly rebound aged inventory to February's level of 29%.

NEW

+2% (MoM)
Sales Volume
% Change

NC Days
(MoM)
+19 Days
(YoY)
43 Day Supply

-3% (MoM)
+12% (YoY)
30% Aged Inventory
Over 45 Days Ending
05/31/24

-1% (MoM)
+17% (YoY)
31% Aged Sales
Over 45 Days as of
05/31/24

+5% (MoM)
+18% (YoY)
35% Carryover
Over 45 Days as of
05/01/24

NC (MoM)
+3% (YoY)
\$36,010 Price
Avg Last Listed

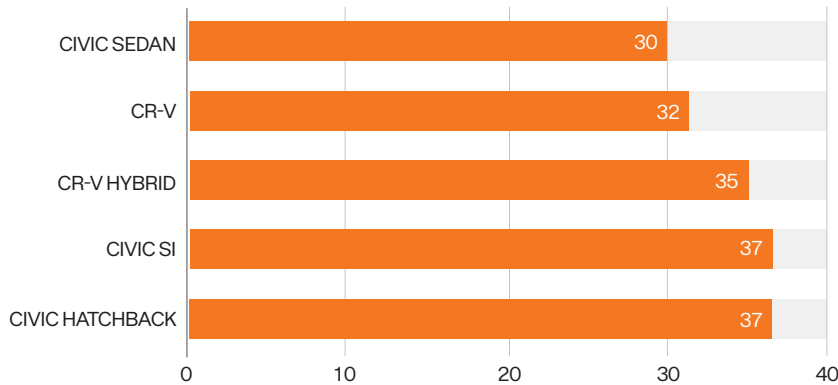
NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
9% Sold
With Markdown

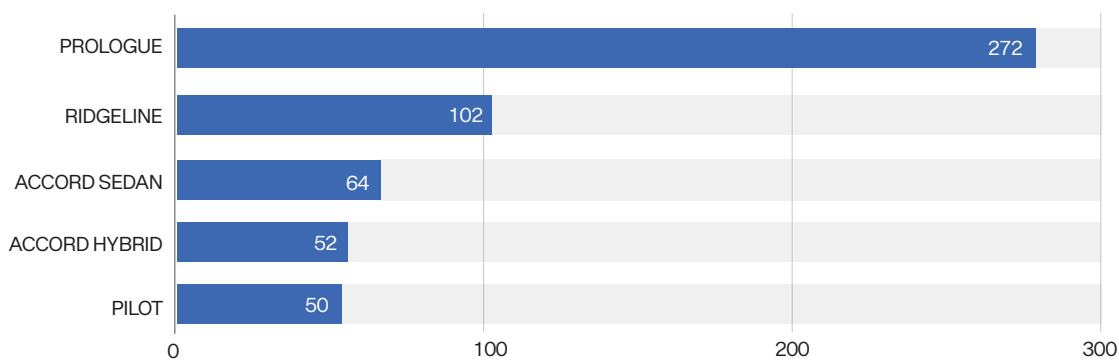
NC (MoM)
+14% (YoY)
46% of Listings
Not Viewed

+7% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





HONDA

MAY 2024

> All metrics move in line with the market.

USED

+10% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+1% (YoY)
37% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+3% (YoY)
36% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+5% (YoY)
41% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-5% (YoY)
\$22,980 Price
Avg Last Listed

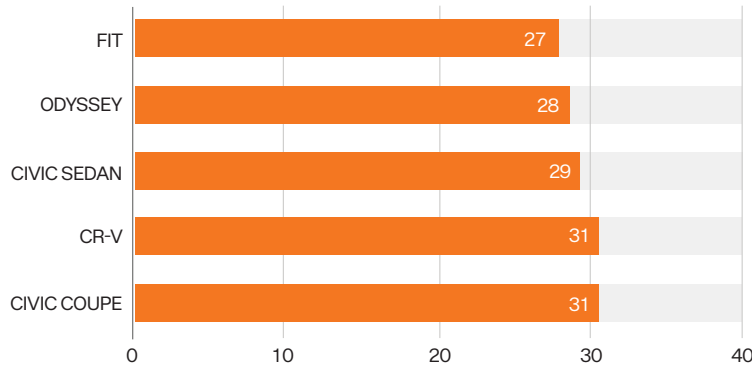
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
32% Sold
With Markdown

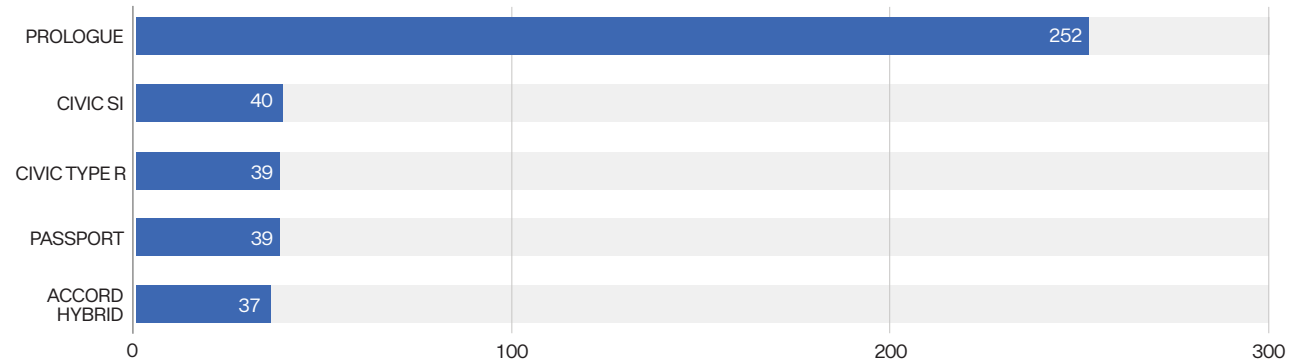
-3% (MoM)
+2% (YoY)
34% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





Hyundai saw a modest 7% increase in sales volume in May, but faces challenges in clearing aged units, with aged inventory now approaching 50%, up 3% from March.

NEW

+7% (MoM) Sales Volume % Change

+2 Days (MoM) +39 Days (YoY) 78 Day Supply

+3% (MoM) +20% (YoY) 49% Aged Inventory Over 45 Days Ending 05/31/24

-1% (MoM) +21% (YoY) 47% Aged Sales Over 45 Days as of 05/31/24

-2% (MoM) +20% (YoY) 48% Carryover Over 45 Days as of 05/01/24

NC (MoM) +6% (YoY) \$35,514 Price Avg Last Listed

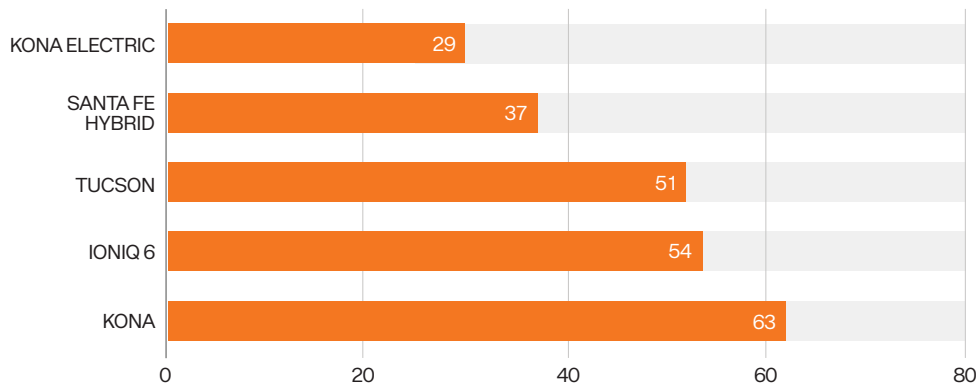
NC (MoM) -4% Markdown Price Reduction

+1% (MoM) 29% Sold With Markdown

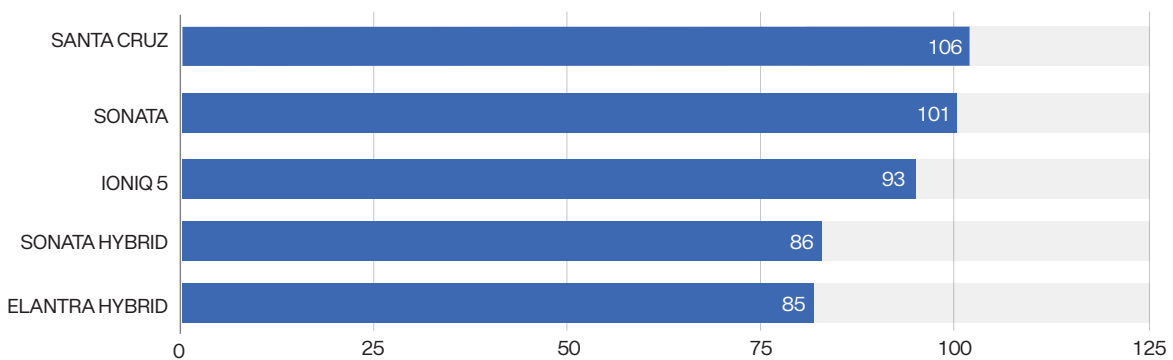
-1% (MoM) +6% (YoY) 49% of Listings Not Viewed

-2% (MoM) -2% Demand % Change

Lowest Day Supply



Highest Day Supply





> Sales volume grew by 13%, 4% more than the market.

USED

+13% (MoM)
Sales Volume
% Change

+1 Day (MoM)
+1 Day (YoY)
42 Day Supply

NC (MoM)
+2% (YoY)
43% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (MoM)
+3% (YoY)
41% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
+4% (YoY)
46% Carryover
Over 30 Days as of
05/01/24

+1% (MoM)
-3% (YoY)
\$19,353 Price
Avg Last Listed

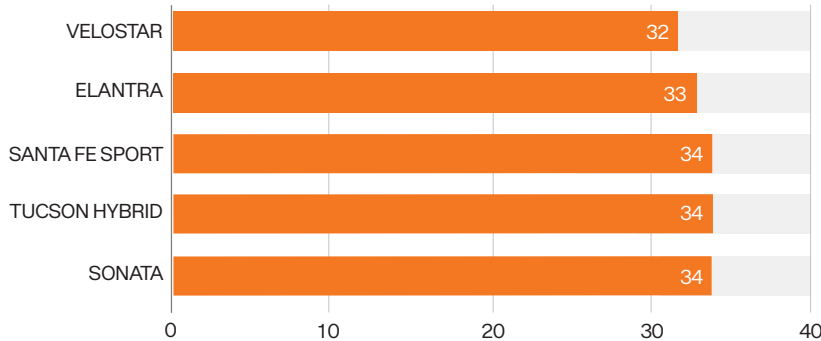
NC (MoM)
-6% Markdown
Price Reduction

+3% (MoM)
40% Sold
With Markdown

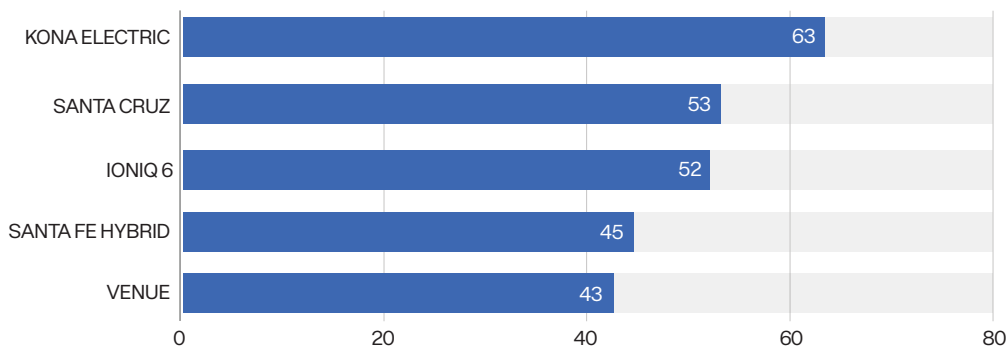
+2% (MoM)
+1% (YoY)
41% of Listings
Not Viewed

-7% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





- > Infiniti hasn't made any progress in reducing its aged inventory and only minor improvement to a high day supply month-over-month.
- > The struggles persisted for the QX50, with 90% of its inventory aged over 45 days on the lot. Additionally, 35% of sold units have been subject to markdowns, averaging over 13%.

NEW

-2% (MoM)
Sales Volume
% Change

-7 Day (MoM)
+16 Days (YoY)
112 Day Supply

NC (MoM)
+11% (YoY)
68% Aged Inventory
Over 45 Days Ending
05/31/24

+4% (MoM)
+19% (YoY)
70% Aged Sales
Over 45 Days as of
05/31/24

+10% (MoM)
+15% (YoY)
70% Carryover
Over 45 Days as of
05/01/24

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

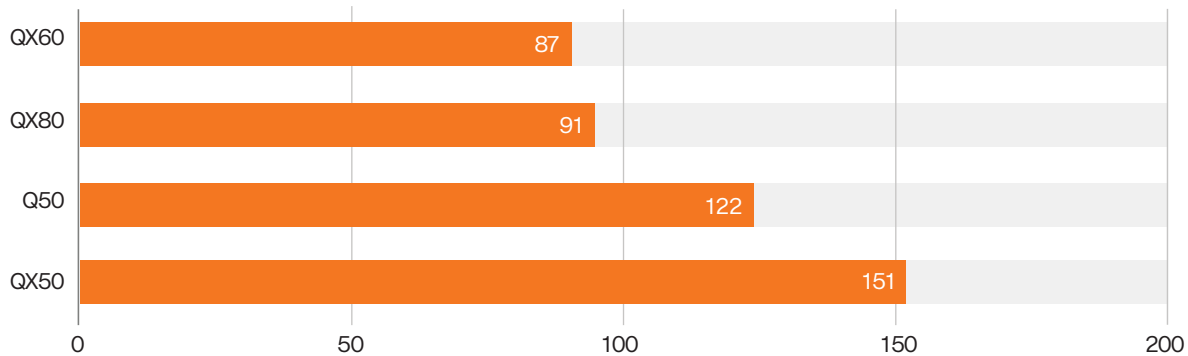
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
22% Sold
With Markdown

-1% (MoM)
+11% (YoY)
61% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply





> Average last list price dropped over double the market YoY driven by a 16% drop in the QX50.

USED

+10% (MoM)
Sales Volume
% Change

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

NC (MoM)
+3% (YoY)
47% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+1% (YoY)
41% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
+5% (YoY)
50% Carryover
Over 30 Days as of
05/01/24

-3% (MoM)
-13% (YoY)
\$25,163 Price
Avg Last Listed

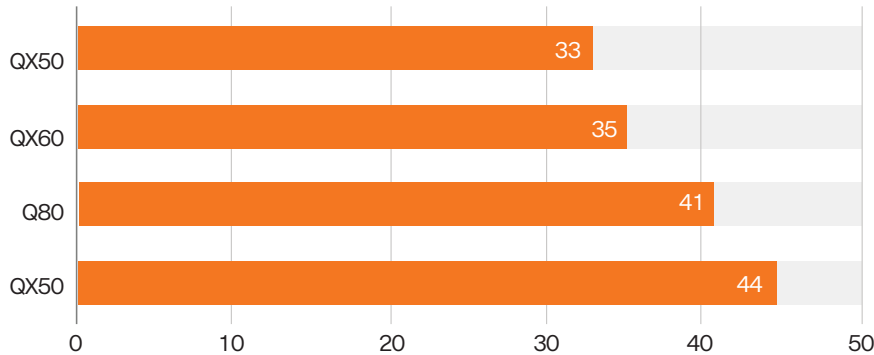
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
34% Sold
With Markdown

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

-4% (MoM)
Demand
% Change

Day Supply



➤ Jeep saw sales volume rebound but the trend of increasing day supply continues to increase by 10 days to 142 days this month.

NEW

+11% (MoM)
Sales Volume
% Change

+10 Days (MoM)
+67 Days (YoY)
142 Day Supply

-1% (MoM)
+3% (YoY)
55% Aged Inventory
Over 45 Days Ending
05/31/24

+3% (MoM)
+7% (YoY)
58% Aged Sales
Over 45 Days as of
05/31/24

+4% (MoM)
+5% (YoY)
62% Carryover
Over 45 Days as of
05/01/24

-1% (MoM)
-3% (YoY)
\$50,175 Price
Avg Last Listed

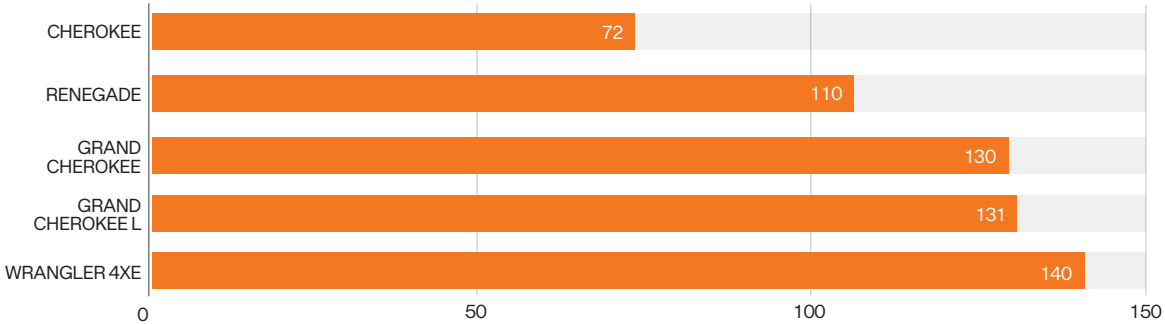
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
34% Sold
With Markdown

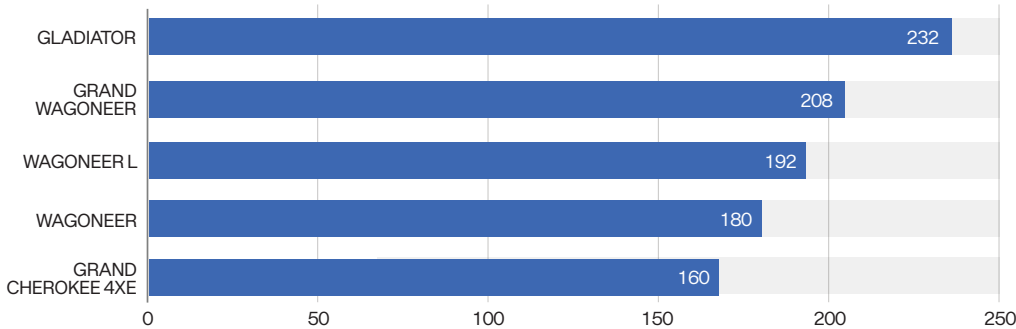
-1% (MoM)
+10% (YoY)
59% of Listings
Not Viewed

-15% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply



> All used metrics are in line with the market.

USED

+9% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+3% (YoY)
49% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+4% (YoY)
46% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+7% (YoY)
53% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-8% (YoY)
\$24,777 Price
Avg Last Listed

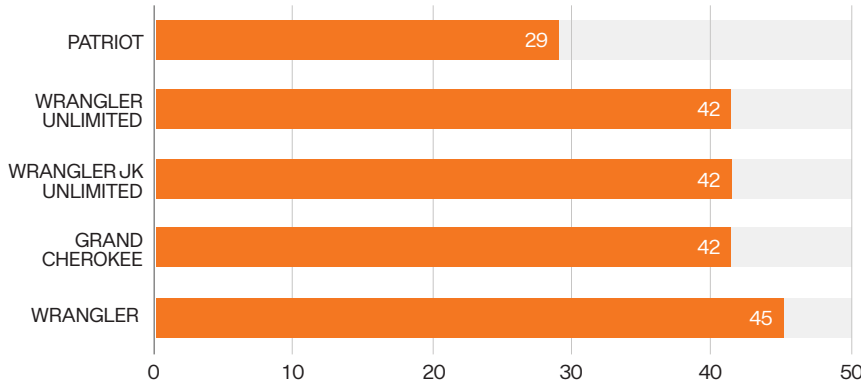
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
43% Sold
With Markdown

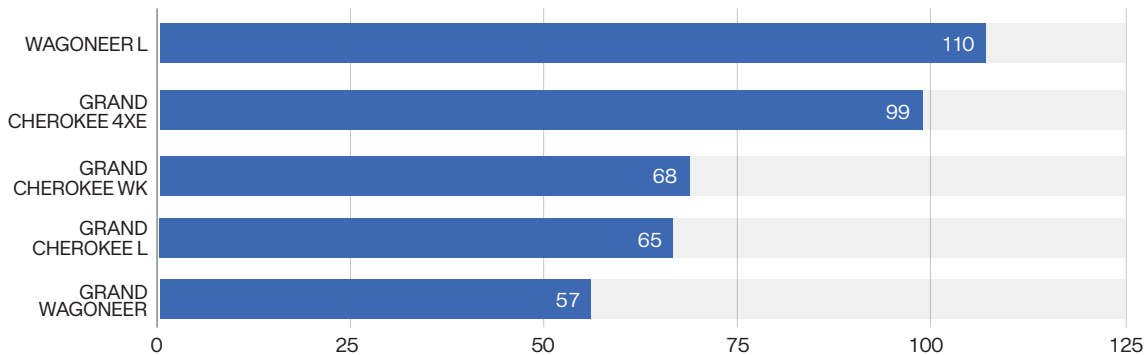
-2% (MoM)
+2% (YoY)
39% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply



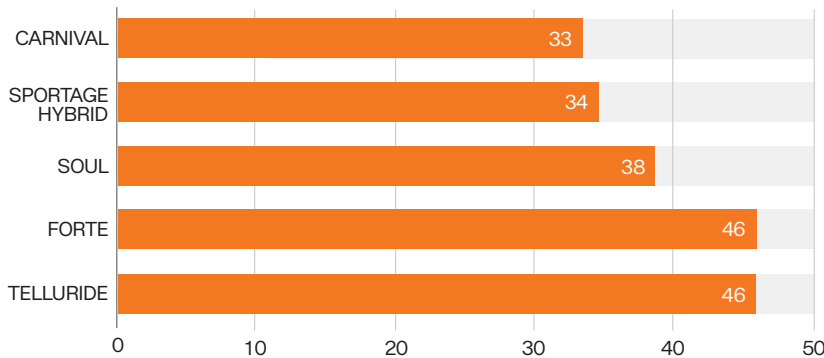


- › Kia was one of a few brands that was able to make a substantial improvement to both day supply and aged inventory.
- › Kia had the highest increase in sales of 16% after losing traction in April.

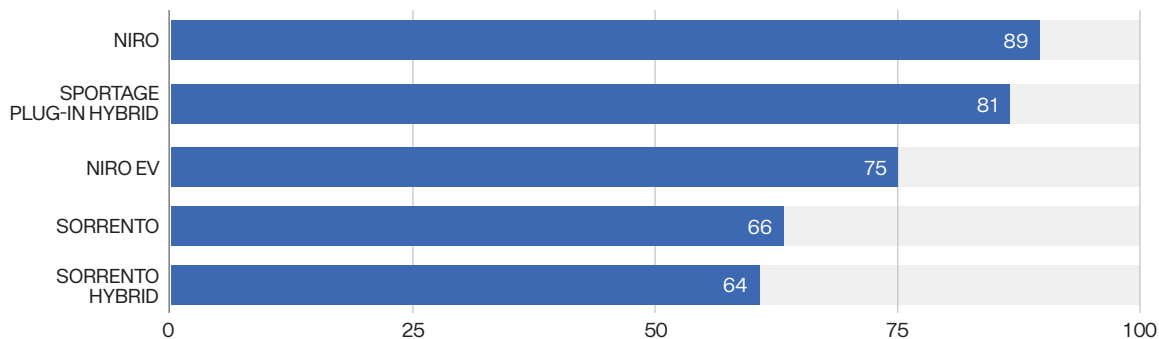
NEW

<p>+16% (MoM) Sales Volume % Change</p>	<p>-5 Days (MoM) +28 Days (YoY) 53 Day Supply</p>	<p>-2% (MoM) +16% (YoY) 40% Aged Inventory Over 45 Days Ending 05/31/24</p>	<p>+2% (MoM) +23% (YoY) 35% Aged Sales Over 45 Days as of 05/31/24</p>	<p>+2% (MoM) +21% (YoY) 44% Carryover Over 45 Days as of 05/01/24</p>
<p>NC (MoM) +6% (YoY) \$35,145 Price Avg Last Listed</p>	<p>NC (MoM) -4% Markdown Price Reduction</p>	<p>+3% (MoM) 20% Sold With Markdown</p>	<p>-2% (MoM) +16% (YoY) 46% of Listings Not Viewed</p>	<p>-5% (MoM) Demand % Change</p>

Lowest Day Supply



Highest Day Supply





> All metrics move in line with the market.

USED

+10% (MoM)
Sales Volume
% Change

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

+1% (MoM)
+1% (YoY)
44% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (MoM)
+1% (YoY)
41% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
+3% (YoY)
46% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-7% (YoY)
\$18,987 Price
Avg Last Listed

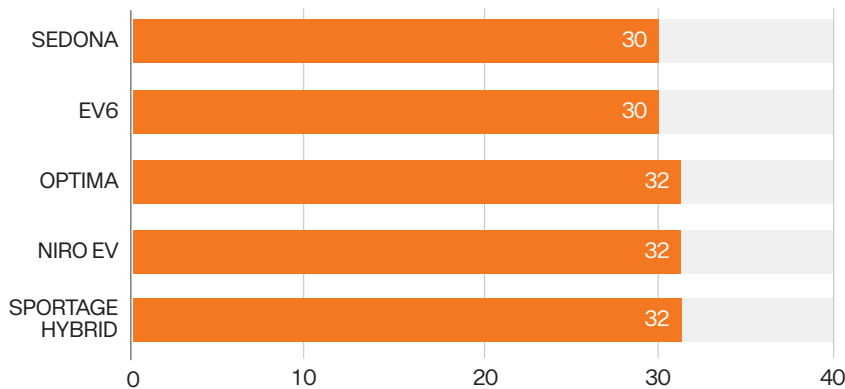
NC (MoM)
-6% Markdown
Price Reduction

+2% (MoM)
37% Sold
With Markdown

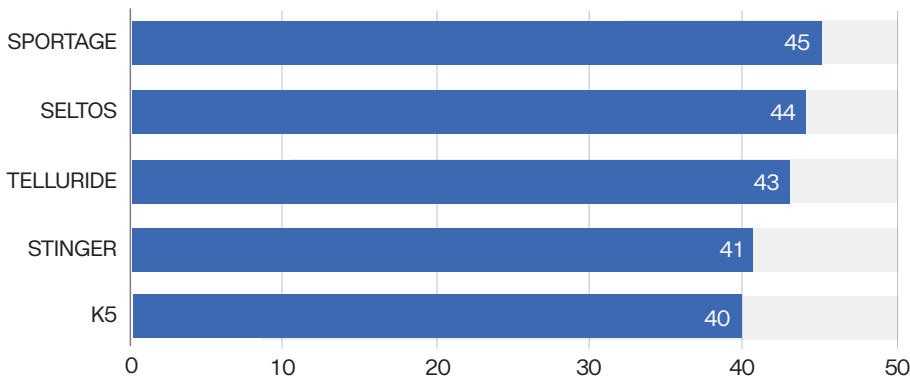
-2% (MoM)
+1% (YoY)
41% of Listings
Not Viewed

-11% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





> Sales for lower value models fell while the higher priced Range Rover and Range Rover Sport increased, causing a 4% increase in average sold list price.

NEW

NC (MoM)
Sales Volume
% Change

-2 Days (MoM)
+20 Days (YoY)
63 Day Supply

+1% (MoM)
+10% (YoY)
52% Aged Inventory
Over 45 Days Ending
05/31/24

NC (MoM)
+6% (YoY)
33% Aged Sales
Over 45 Days as of
05/31/24

+10% (MoM)
+7% (YoY)
53% Carryover
Over 45 Days as of
05/01/24

+4% (MoM)
+1% (YoY)
\$92,578 Price
Avg Last Listed

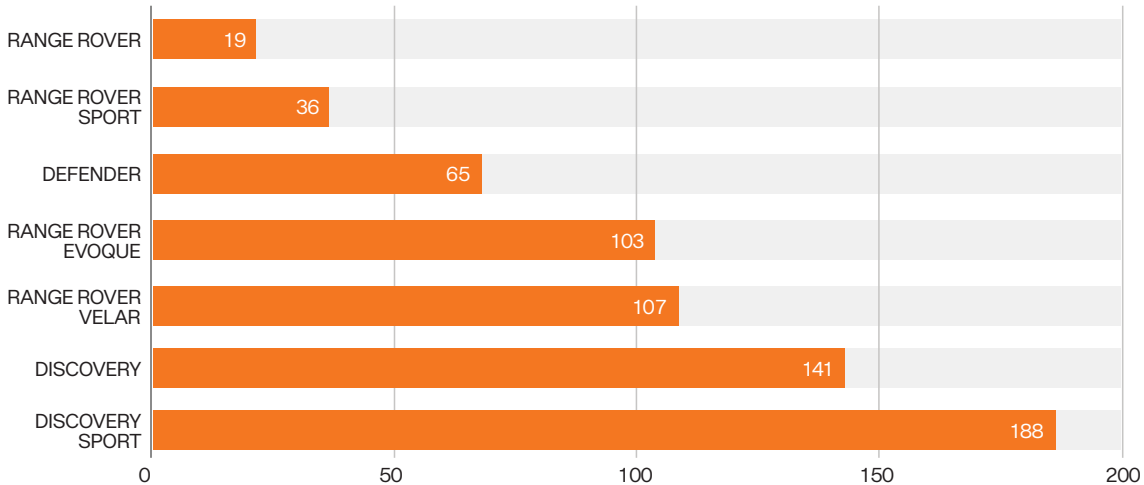
NC (MoM)
-2% Markdown
Price Reduction

-1% (MoM)
3% Sold
With Markdown

+2% (MoM)
+3% (YoY)
28% of Listings
Not Viewed

-8% (MoM)
Demand
% Change

Day Supply





> All metrics move in line with the market.

USED

+10% (MoM)
Sales Volume
% Change

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

-2% (MoM)
-1% (YoY)
50% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+4% (YoY)
49% Aged Sales
Over 30 Days as of
05/31/24

NC (MoM)
+2% (YoY)
55% Carryover
Over 30 Days as of
05/01/24

-3% (MoM)
-10% (YoY)
\$40,650 Price
Avg Last Listed

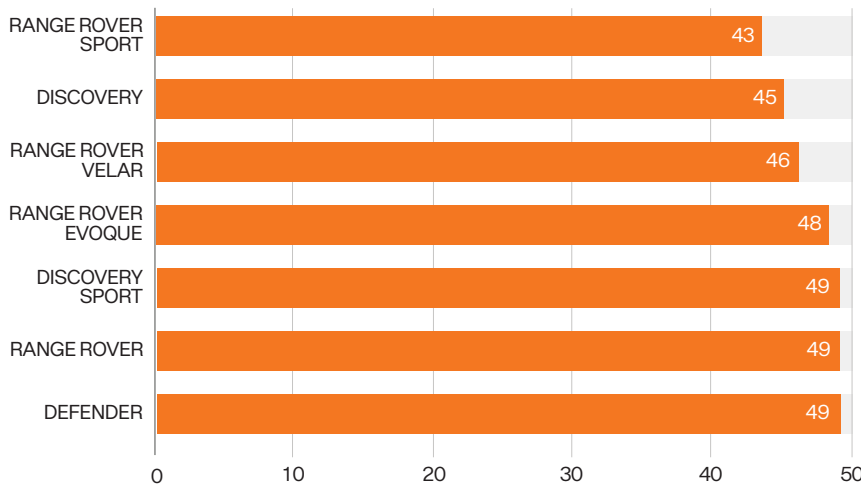
NC (MoM)
-6% Markdown
Price Reduction

+1% (MoM)
44% Sold
With Markdown

+1% (MoM)
+2% (YoY)
31% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply





- > Sales dropped while most of the market increased, but Lexus maintained solid control over aging inventory and day supply.
- > The GX and TX gained some momentum in April but continued to run a very tight, sub-30 day supply.

NEW

-3% (MoM)
Sales Volume
% Change

NC Days
(MoM)
+16 Days
(YoY)
44 Day Supply

-5% (MoM)
+20% (YoY)
35% Aged Inventory
Over 45 Days Ending
05/31/24

-3% (MoM)
+14% (YoY)
27% Aged Sales
Over 45 Days as of
05/31/24

-3% (MoM)
+27% (YoY)
40% Carryover
Over 45 Days as of
05/01/24

+1% (MoM)
+5% (YoY)
\$58,721 Price
Avg Last Listed

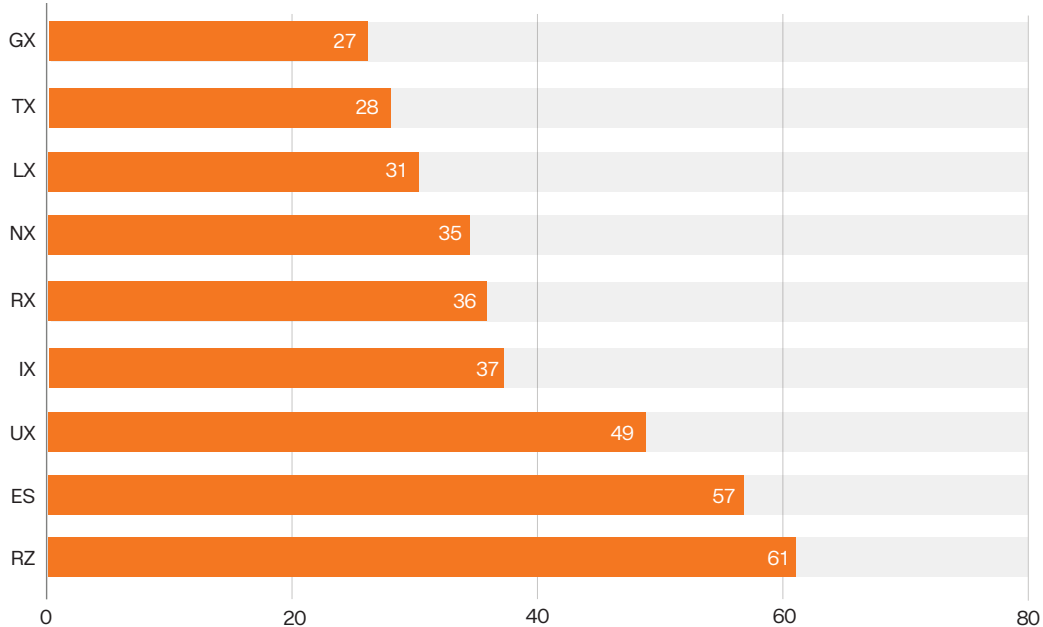
NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
10% Sold
With Markdown

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

-6% (MoM)
Demand
% Change

Day Supply



> All metrics move in line with the market.

USED

+7% (MoM)
Sales Volume
% Change

NC Days (MoM)
-5 Days (YoY)
35 Day Supply

-2% (MoM)
-1% (YoY)
40% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (MoM)
-1% (YoY)
37% Aged Sales
Over 30 Days as of
05/31/24

NC (MoM)
+5% (YoY)
45% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-6% (YoY)
\$33,861 Price
Avg Last Listed

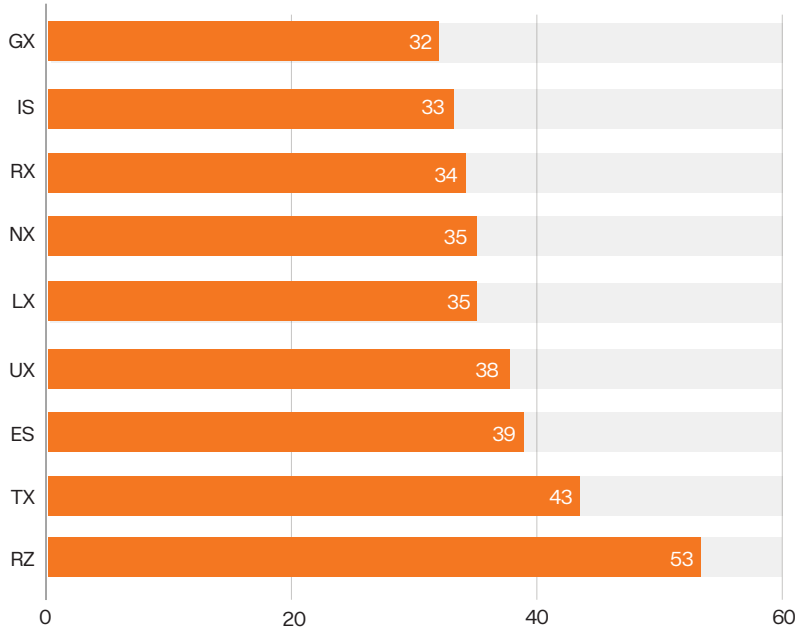
NC (MoM)
-4% Markdown
Price Reduction

+1% (MoM)
35% Sold
With Markdown

-1% (MoM)
+2% (YoY)
29% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Day Supply





- > Aging continues to be a problem as now 66% of inventory is over 45 days on lot compared to the market's 48%.
- > The Aviator aged inventory climbed by nearly 20% to an astonishing 87%, but a day supply drop of 23 days was a step in the right direction.

NEW

+3% (MoM)
Sales Volume
% Change

NC Days (MoM)
+52 Days (YoY)
138 Day Supply

+1% (MoM)
+17% (YoY)
66% Aged Inventory
Over 45 Days Ending
05/31/24

-2% (MoM)
+18% (YoY)
68% Aged Sales
Over 45 Days as of
05/31/24

+4% (MoM)
+19% (YoY)
67% Carryover
Over 45 Days as of
05/01/24

NC (MoM)
+1% (YoY)
\$60,620 Price
Avg Last Listed

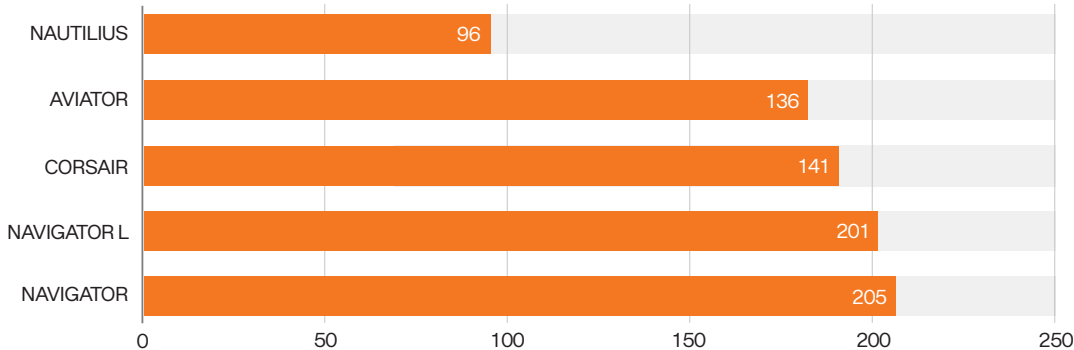
NC (MoM)
-4% Markdown
Price Reduction

-3% (MoM)
31% Sold
With Markdown

+2% (MoM)
+6% (YoY)
58% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply





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

USED

+5% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+2% (YoY)
50% Aged Inventory
Over 30 Days Ending
05/31/24

NC (MoM)
+1% (YoY)
45% Aged Sales
Over 30 Days as of
05/31/24

NC (MoM)
+4% (YoY)
53% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-7% (YoY)
\$27,998 Price
Avg Last Listed

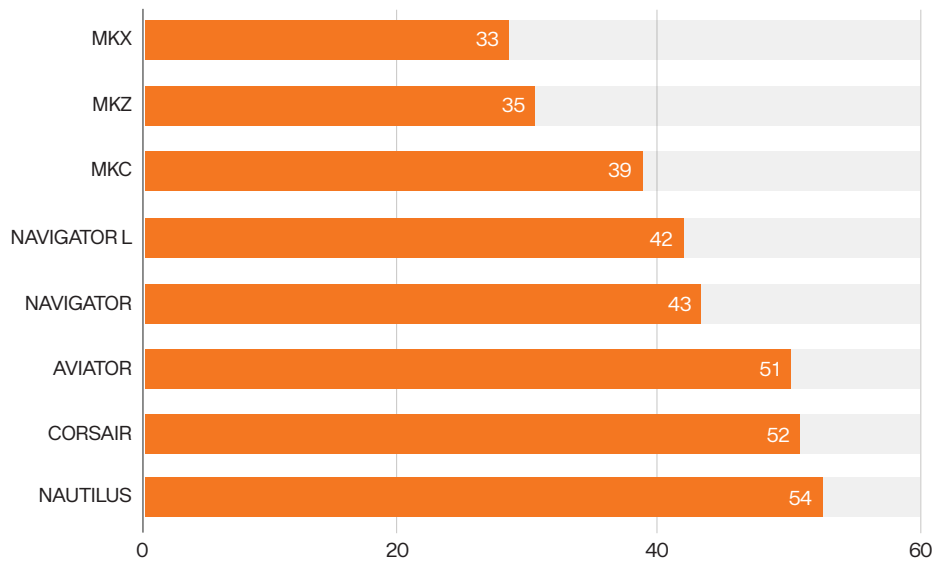
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
41% Sold
With Markdown

-3% (MoM)
+1% (YoY)
40% of Listings
Not Viewed

-3% (MoM)
Demand
% Change

Day Supply





- › Mazda made improvements to aged inventory and carryover to beat the market in both metrics.
- › The newly released CX-70 and CX-70 PHEV made up a combined 6% of Mazda's new vehicle inventory.

NEW

+8% (MoM)
Sales Volume
% Change

+8 Days (MoM)
+45 Days (YoY)
87 Day Supply

-3% (MoM)
+7% (YoY)
41% Aged Inventory
Over 45 Days Ending
05/31/24

-1% (MoM)
+15% (YoY)
48% Aged Sales
Over 45 Days as of
05/31/24

-5% (MoM)
+18% (YoY)
50% Carryover
Over 45 Days as of
05/01/24

-1% (MoM)
NC (YoY)
\$32,606 Price
Avg Last Listed

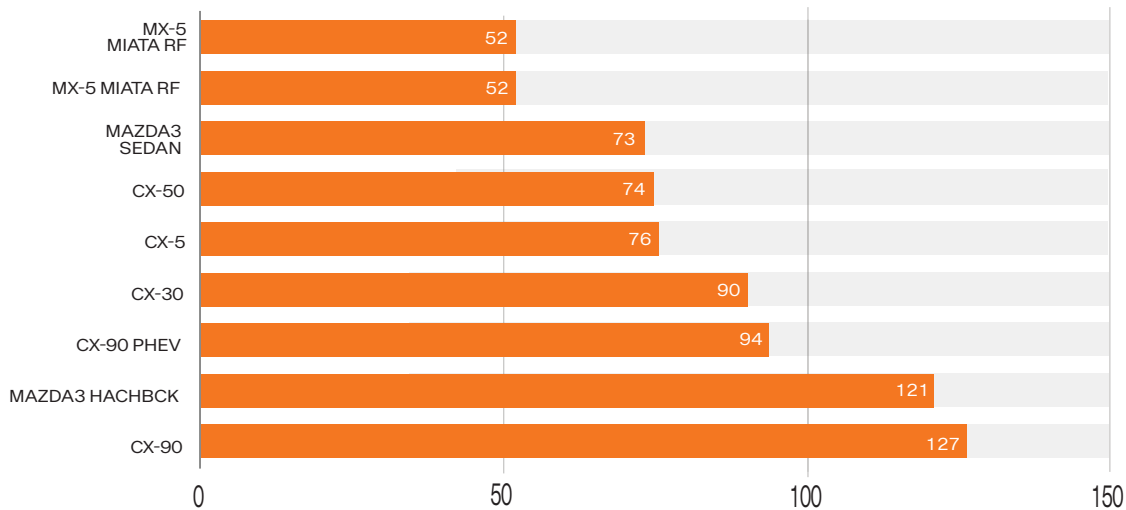
-1% (MoM)
-3% Markdown
Price Reduction

+5% (MoM)
21% Sold
With Markdown

+1% (MoM)
+15% (YoY)
62% of Listings
Not Viewed

-5% (MoM)
Demand
% Change

Day Supply





> All metrics move in line with the market.

USED

+12% (MoM)
Sales Volume
% Change

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

+1% (MoM)
+1% (YoY)
40% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+3% (YoY)
40% Aged Sales
Over 30 Days as of
05/31/24

NC (MoM)
+5% (YoY)
44% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-4% (YoY)
\$22,980 Price
Avg Last Listed

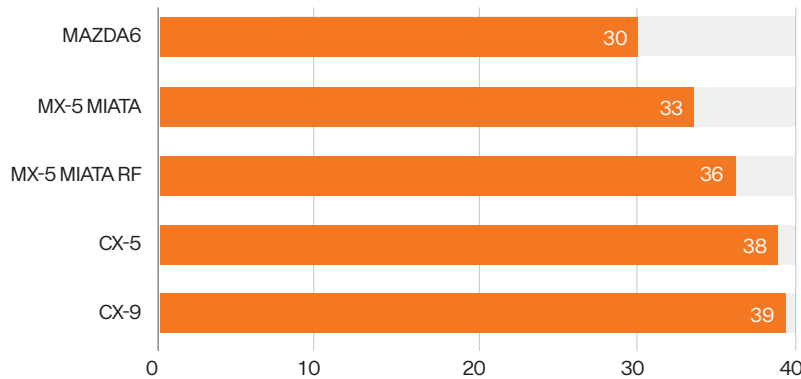
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
40% Sold
With Markdown

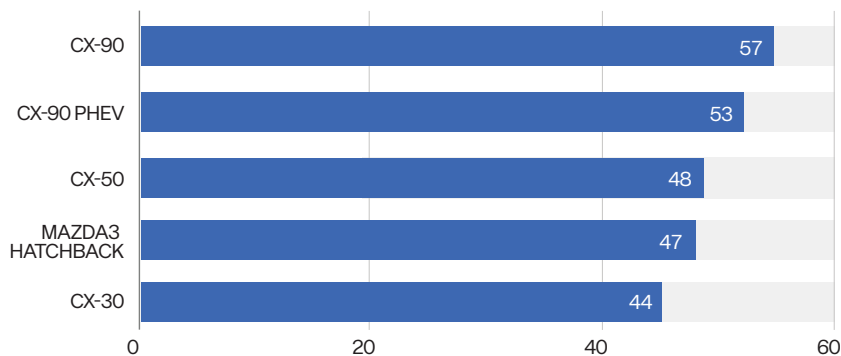
NC (MoM)
-3% (YoY)
35% of Listings
Not Viewed

-5% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





- › Mercedes made no progress in reducing their above-market-average aged inventory.
- › The GLC stands out as the one high performing model as less than 30% of currently listed inventory is over 45 days on lot compared to the brand average of 54%.

NEW

NC (MoM)
Sales Volume
% Change

+4 Days (MoM)
+34 Days (YoY)
88 Day Supply

NC (MoM)
+13% (YoY)
54% Aged Inventory
Over 45 Days Ending
05/31/24

-1% (MoM)
+10% (YoY)
41% Aged Sales
Over 45 Days as of
05/31/24

+3% (MoM)
+13% (YoY)
57% Carryover
Over 45 Days as of
05/01/24

-1% (MoM)
+9% (YoY)
\$74,335 Price
Avg Last Listed

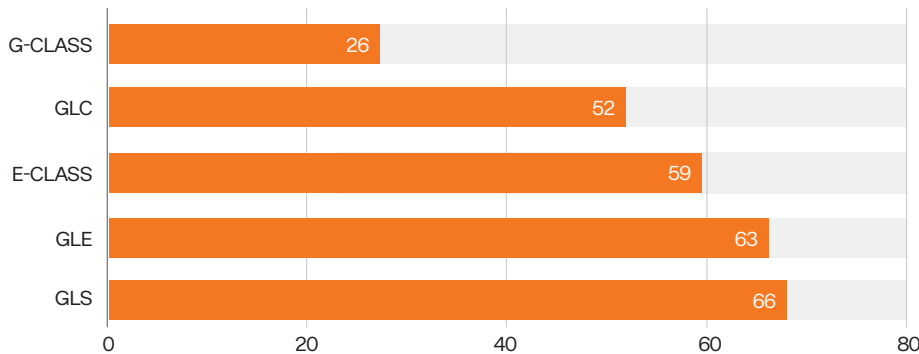
-1% (MoM)
-5% Markdown
Price Reduction

NC (MoM)
3% Sold
With Markdown

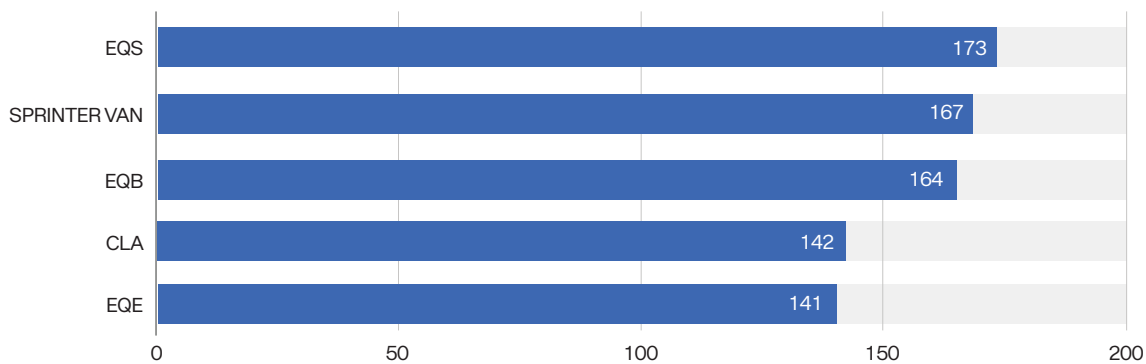
+3% (MoM)
+13% (YoY)
50% of Listings
Not Viewed

-5% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





> All metrics move in line with the market.

USED

+11% (MoM)
Sales Volume
% Change

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

-2 (MoM)
+1% (YoY)
49% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+4% (YoY)
46% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+5% (YoY)
55% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-5% (YoY)
\$34,997 Price
Avg Last Listed

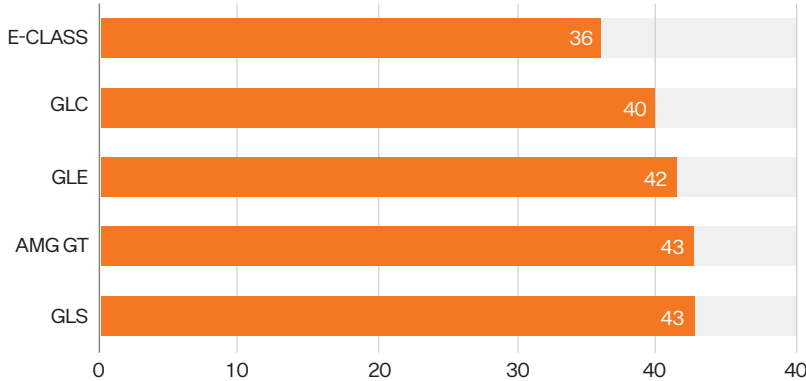
NC (MoM)
-6% Markdown
Price Reduction

NC (MoM)
35% Sold
With Markdown

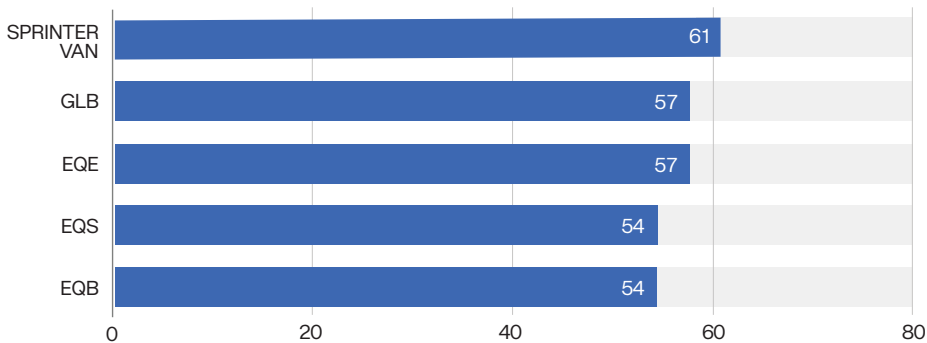
NC (MoM)
+3% (YoY)
32% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply

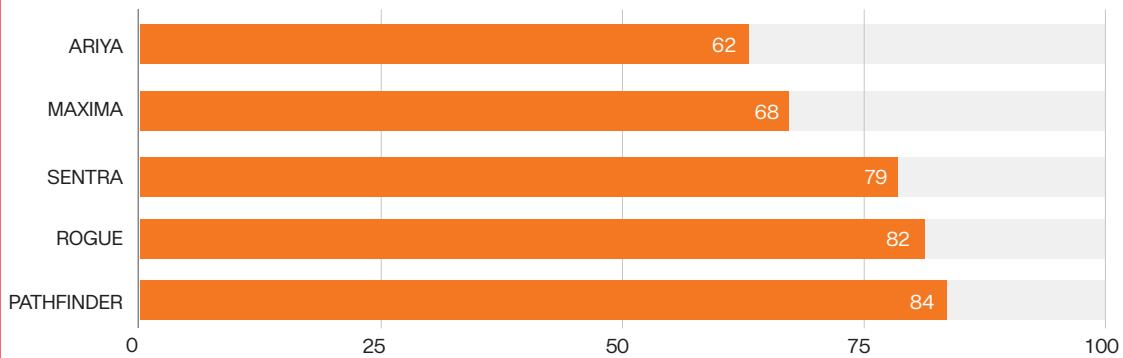


- › Nissan had the highest increase in units sold with a markdown of almost 10% coupled with an additional 2% markdown magnitude.
- › Sales for the popular Rogue fell below 25% of Nissan May sales as more affordable models increased.

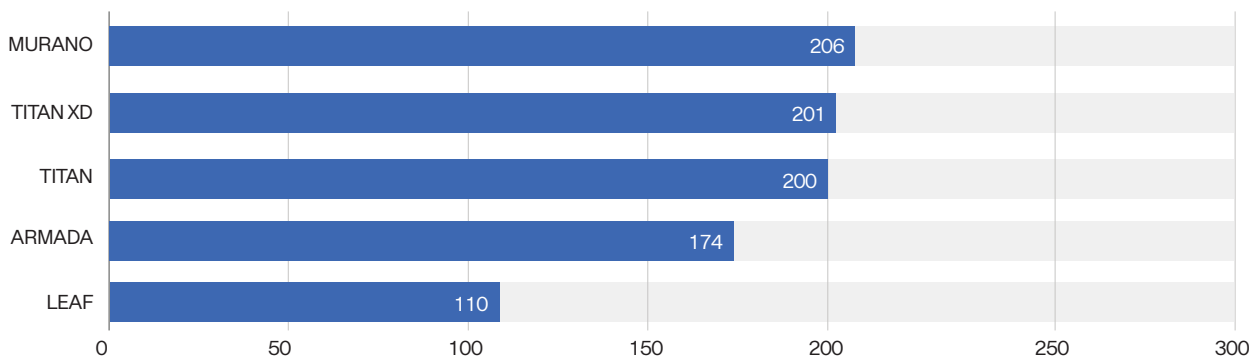
NEW

<p>+12% (MoM) Sales Volume % Change</p>	<p>-8 Days (MoM) +55 Days (YoY) 101 Day Supply</p>	<p>+4% (MoM) +26% (YoY) 63% Aged Inventory Over 45 Days Ending 05/31/24</p>	<p>+3% (MoM) +27% (YoY) 64% Aged Sales Over 45 Days as of 05/31/24</p>	<p>+5% (MoM) +19% (YoY) 62% Carryover Over 45 Days as of 05/01/24</p>
<p>-1% (MoM) -5% (YoY) \$31,635 Price Avg Last Listed</p>	<p>-1% (MoM) -6% Markdown Price Reduction</p>	<p>-7% (MoM) 35% Sold With Markdown</p>	<p>-2% (MoM) +14% (YoY) 61% of Listings Not Viewed</p>	<p>-3% (MoM) Demand % Change</p>

Lowest Day Supply



Highest Day Supply



> All metrics move in line with the market.

USED

+10% (MoM)
Sales Volume
% Change

+1 Days
(MoM)

-1% (MoM)

+2% (MoM)

+3% (MoM)

+3 Days
(YoY)
44 Day Supply

+3% (YoY)
44% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (YoY)
40% Aged Sales
Over 30 Days as of
05/31/24

+6% (YoY)
48% Carryover
Over 30 Days as of
05/01/24

NC (MoM)

NC (MoM)

+2% (MoM)

-2% (MoM)

-7% (MoM)

-6% (YoY)
\$19,900 Price
Avg Last Listed

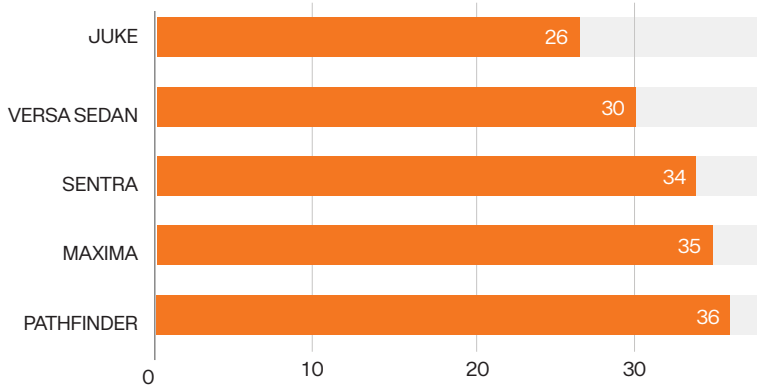
-6% Markdown
Price Reduction

36% Sold
With Markdown

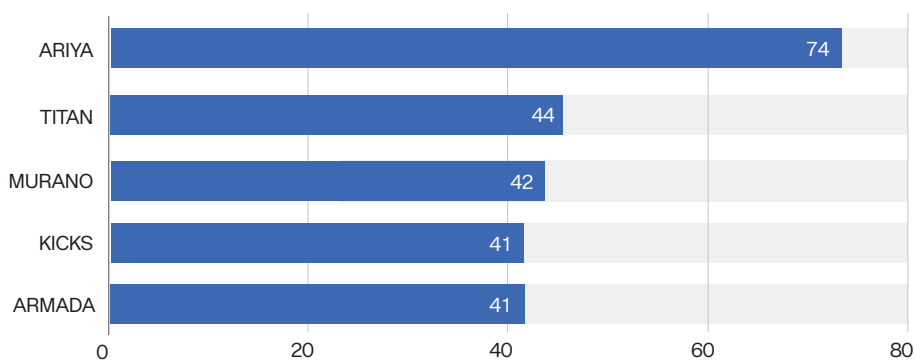
+4% (YoY)
43% of Listings
Not Viewed

Demand
% Change

Lowest Day Supply



Highest Day Supply





PORSCHE

› Sales for the popular Macan fell by 1 1% MoM sending day supply soaring to over 100 days, now the highest out of all Porsche's models.

NEW

-2% (MoM)
Sales Volume
% Change

+3 Days (MoM)
+22 Days (YoY)
88 Day Supply

-5% (MoM)
-7% (YoY)
51% Aged Inventory
Over 45 Days Ending
05/31/24

NC (MoM)
NC (YoY)
49% Aged Sales
Over 45 Days as of
05/31/24

+1% (MoM)
+4% (YoY)
60% Carryover
Over 45 Days as of
05/01/24

+2% (MoM)
+17% (YoY)
\$99,620 Price
Avg Last Listed

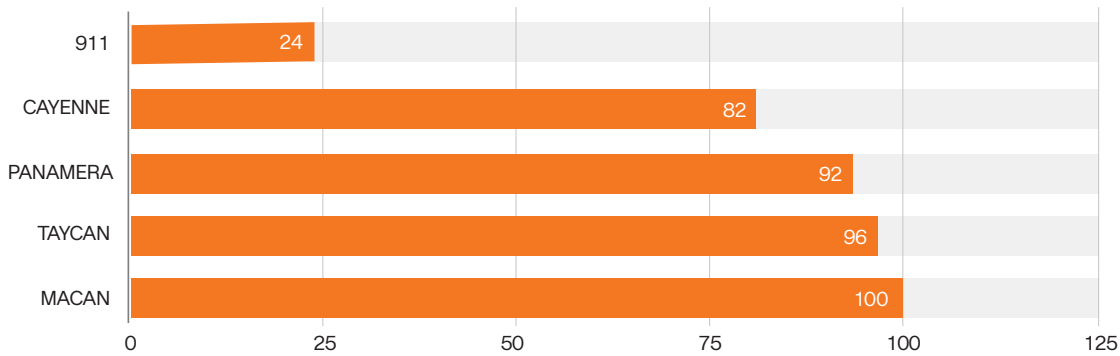
+2% (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
4% Sold
With Markdown

+3% (MoM)
+6% (YoY)
34% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply





PORSCHE

> Used sales volume skyrocketed across all models as new volume fell. Even with high sales, Porsche inventory is the most aged in the market.

USED

+31% (MoM)
Sales Volume
% Change

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

-3 (MoM)
+2% (YoY)
52% Aged Inventory
Over 30 Days Ending
05/31/24

+6% (MoM)
+6% (YoY)
52% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+5% (YoY)
58% Carryover
Over 30 Days as of
05/01/24

+5% (MoM)
-2% (YoY)
\$63,900 Price
Avg Last Listed

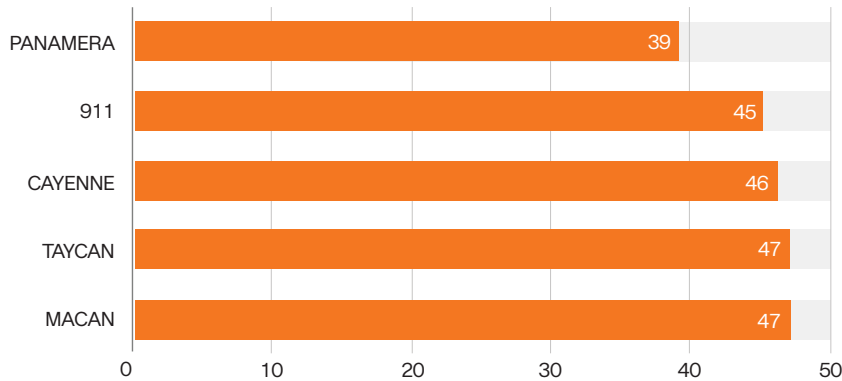
NC (MoM)
-5% Markdown
Price Reduction

-3% (MoM)
35% Sold
With Markdown

+4% (MoM)
+12% (YoY)
29% of Listings
Not Viewed

-10% (MoM)
Demand
% Change

Day Supply





RAM

- > Ram continued to have the highest day supply in the market of 190 days with the next closest competitor trailing by almost 50 days.
- > Ram saw improvement in their 1500 aging metrics as aged inventory fell to a year low of 48% with less than 30% of listings taking a markdown. This positive shift may be short lived as day supply jumped by 24 days MoM to 188 days.

NEW

+7% (MoM)
Sales Volume
 % Change

+27 Days (MoM)
+114 Days (YoY)
190 Day Supply

-1% (MoM)
+9% (YoY)
56% Aged Inventory
 Over 45 Days Ending
 05/31/24

-3% (MoM)
+14% (YoY)
62% Aged Sales
 Over 45 Days as of
 05/31/24

-3% (MoM)
+11% (YoY)
61% Carryover
 Over 45 Days as of
 05/01/24

-2% (MoM)
NC (YoY)
\$61,997 Price
 Avg Last Listed

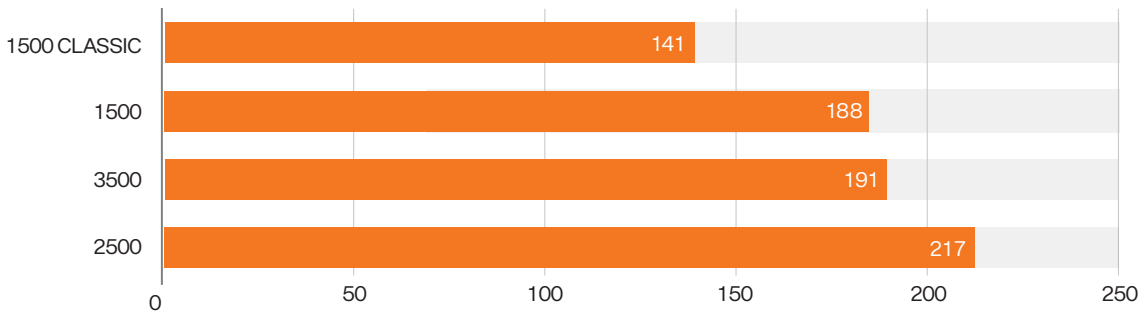
NC (MoM)
-8% Markdown
 Price Reduction

-4% (MoM)
34% Sold
 With Markdown

+1% (MoM)
+17% (YoY)
56% of Listings
 Not Viewed

-22% (MoM)
Demand
 % Change

Day Supply





RAM

> The 3500 dropped day supply by 6 days to 51, moving more in line with the market.

USED

+2% (MoM)
Sales Volume
% Change

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

-3 (MoM)
+2% (YoY)
49% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
+4% (YoY)
45% Aged Sales
Over 30 Days as of
05/31/24

+1% (MoM)
+9% (YoY)
54% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-11% (YoY)
\$34,096 Price
Avg Last Listed

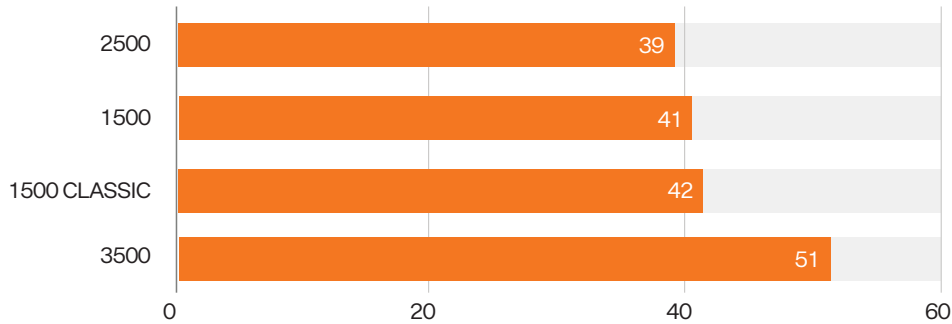
NC (MoM)
-5% Markdown
Price Reduction

-1% (MoM)
40% Sold
With Markdown

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

NC (MoM)
Demand
% Change

Day Supply





- › Subaru improved its already well managed aged inventory by 4% to 39%, the fourth best in the market.
- › Sales for the Forester dropped below 30% of Subaru sales with tight inventory levels, while the Outback increased sales volume in May by over 20% compared to April.

NEW

+4% (MoM)
Sales Volume
% Change

-5 Days (MoM)
+26 Days (YoY)
58 Day Supply

-4% (MoM)
+18 (YoY)
39% Aged Inventory
Over 45 Days Ending
05/31/24

-2% (MoM)
+26% (YoY)
49% Aged Sales
Over 45 Days as of
05/31/24

+7% (MoM)
+34% (YoY)
51% Carryover
Over 45 Days as of
05/01/24

NC (MoM)
NC (YoY)
\$35,373 Price
Avg Last Listed

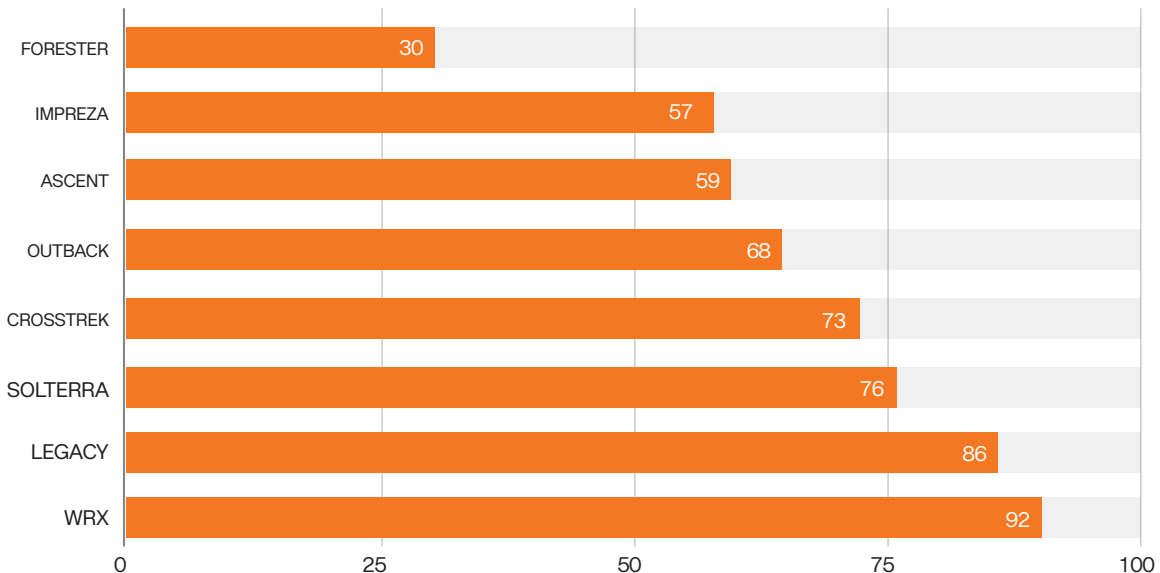
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
22% Sold
With Markdown

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

+2% (MoM)
Demand
% Change

Day Supply





SUBARU

> Subaru increased sales volume by 13%, 4% more than the market.

USED SUBARU

+13% (MoM)
Sales Volume
% Change

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

-1% (MoM)
+3% (YoY)
42% Aged Inventory
Over 30 Days Ending
05/31/24

+3% (MoM)
+5% (YoY)
40% Aged Sales
Over 30 Days as of
05/31/24

+3% (MoM)
+7% (YoY)
46% Carryover
Over 30 Days as of
04/01/024

-1% (MoM)
-6% (YoY)
\$23,801 Price
Avg Last Listed

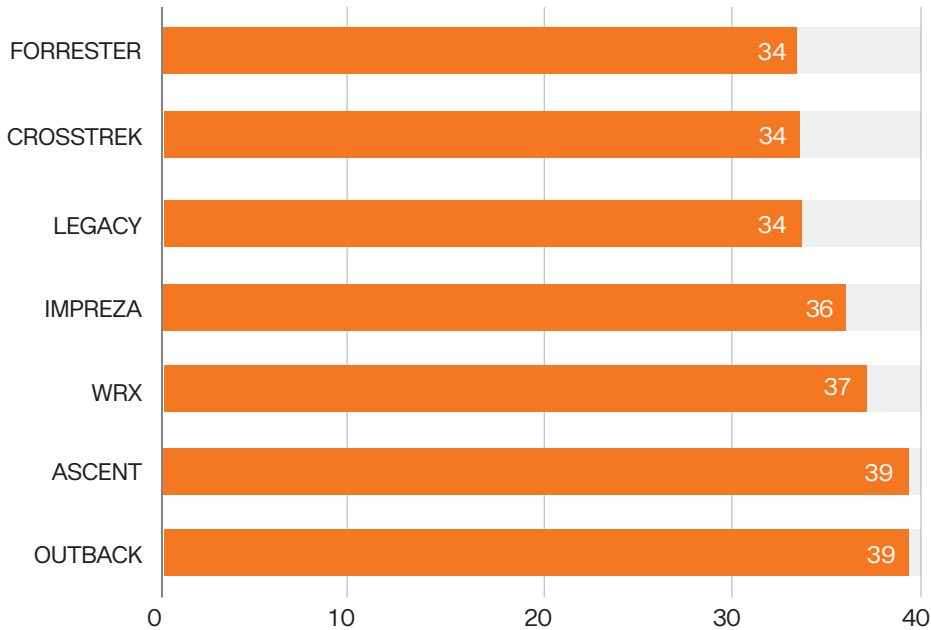
NC (MoM)
-5% Markdown
Price Reduction

NC (MoM)
40% Sold
With Markdown

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

-4% (MoM)
Demand
% Change

Day Supply





TOYOTA

› Toyota differentiated itself even further in inventory management as it continued to pull away from the rest of the market. The next closest competitor now lags by 10% when comparing aged inventory.

NEW

NC (MoM)
Sales Volume
% Change

+3% (MoM)
+6% (YoY)
41,823 Price
Avg Last Listed

NC Days (MoM)
+7 Days (YoY)
30 Day Supply

NC (MoM)
-3% Markdown
Price Reduction

+1% (MoM)
+10% (YoY)
20% Aged Inventory
Over 45 Days Ending
05/31/24

NC (MoM)
10% Sold
With Markdown

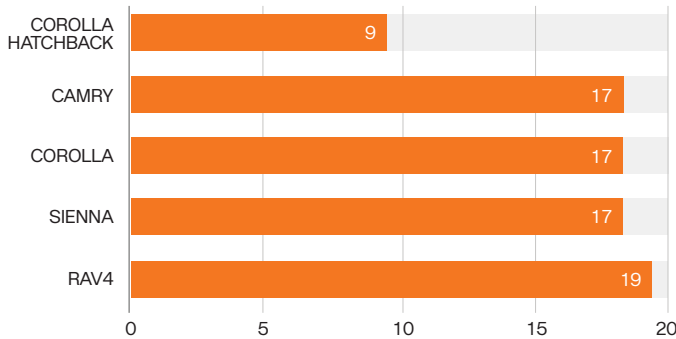
-3% (MoM)
+8% (YoY)
16% Aged Sales
Over 45 Days as of
05/31/24

-3% (MoM)
+1% (YoY)
40% of Listings
Not Viewed

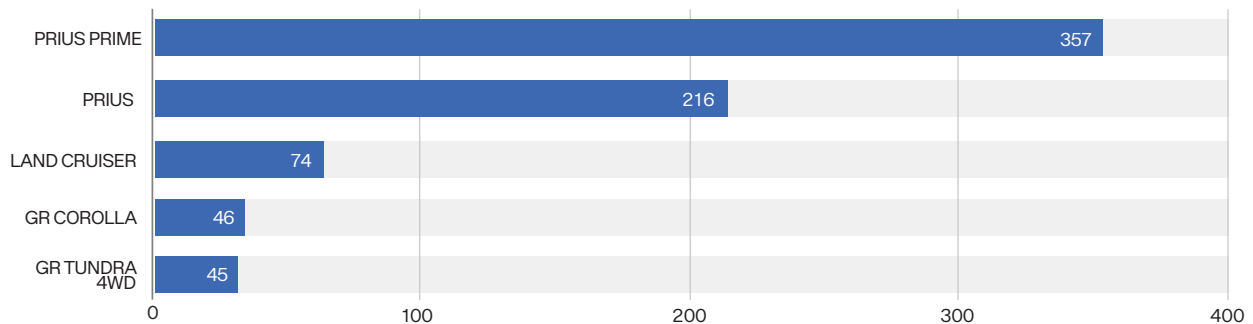
-3% (MoM)
+10% (YoY)
20% Carryover
Over 45 Days as of
05/01/24

+5% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





TOYOTA

> All metrics move in line with the market.

USED

+9% (MoM)
Sales Volume
% Change

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

-1% (MoM)
NC (YoY)
37% Aged Inventory
Over 30 Days Ending
05/31/24

+2% (MoM)
+2% (YoY)
36% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
+4% (YoY)
41% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-5% (YoY)
\$26,070 Price
Avg Last Listed

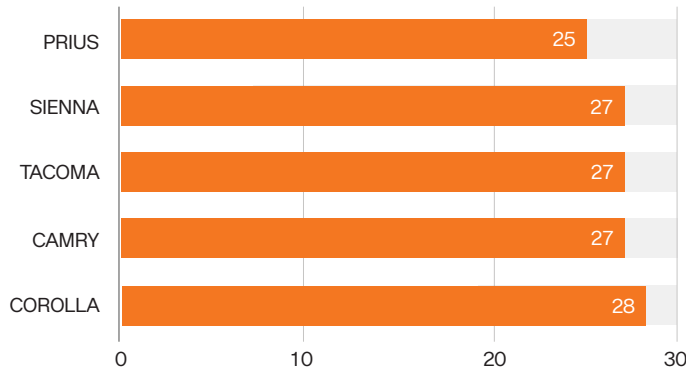
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
36% Sold
With Markdown

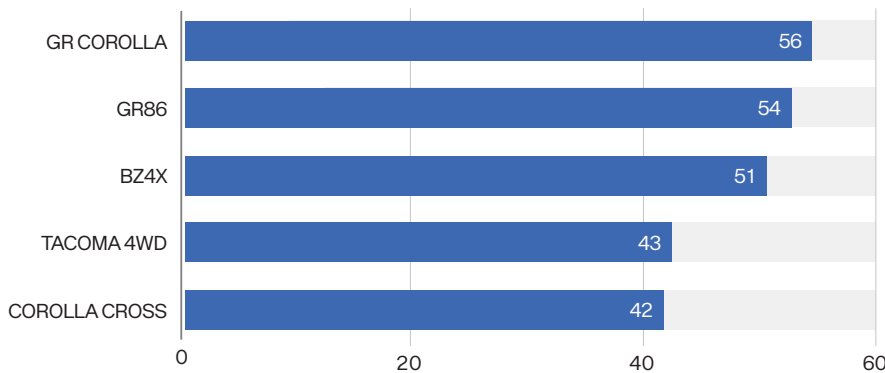
-2% (MoM)
+2% (YoY)
33% of Listings
Not Viewed

-6% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





- > Volkswagen saw sales fall by 7% while much of the market held steady or increased.
- > The brand experienced one of the biggest increases of day supply of 11 days.
- > Sales of the Tiguan fell as the slightly more affordable Taos surged.

NEW

-7% (MoM)
Sales Volume
% Change

+11 Days (MoM)
+42 Days (YoY)
91 Day Supply

-2% (MoM)
+15% (YoY)
48% Aged Inventory
Over 45 Days Ending
05/31/24

-1% (MoM)
+19% (YoY)
52% Aged Sales
Over 45 Days as of
05/31/24

-3% (MoM)
+21% (YoY)
52% Carryover
Over 45 Days as of
05/01/24

-5% (MoM)
-2% (YoY)
\$34,761 Price
Avg Last Listed

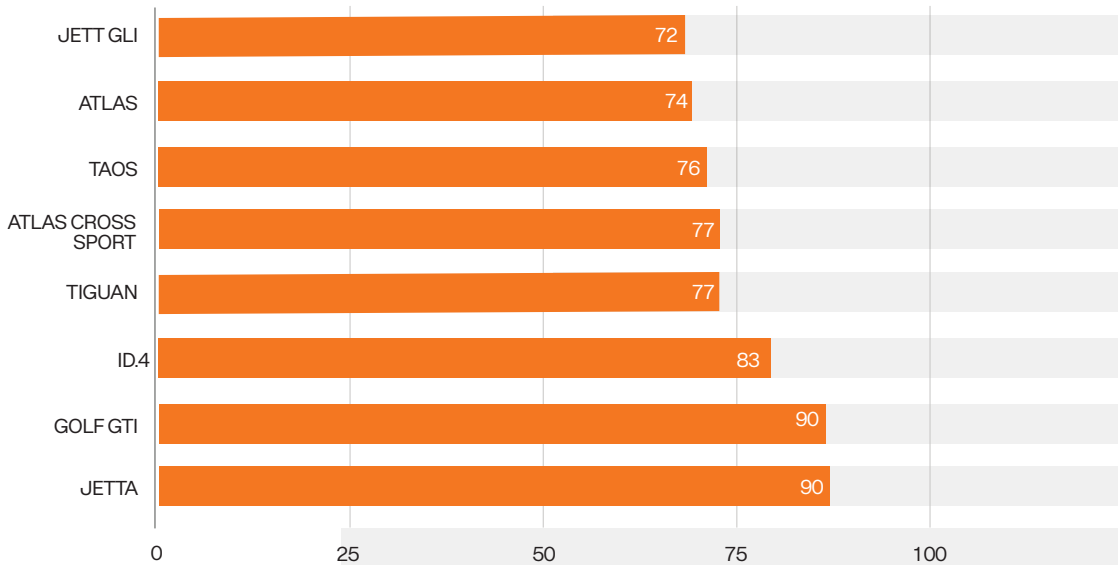
NC (MoM)
-5% Markdown
Price Reduction

+4% (MoM)
32% Sold
With Markdown

+4% (MoM)
+12% (YoY)
52% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply





> All metrics move in line with the market.

USED

+13% (MoM)
Sales Volume
% Change

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

-3% (MoM)
NC (YoY)
42% Aged Inventory
Over 30 Days Ending 05/31/24

+3% (MoM)
+4% (YoY)
43% Aged Sales
Over 30 Days as of 05/31/24

+1% (MoM)
+6% (YoY)
48% Carryover
Over 30 Days as of 05/01/24

-1% (MoM)
-8% (YoY)
\$20,998 Price
Avg Last Listed

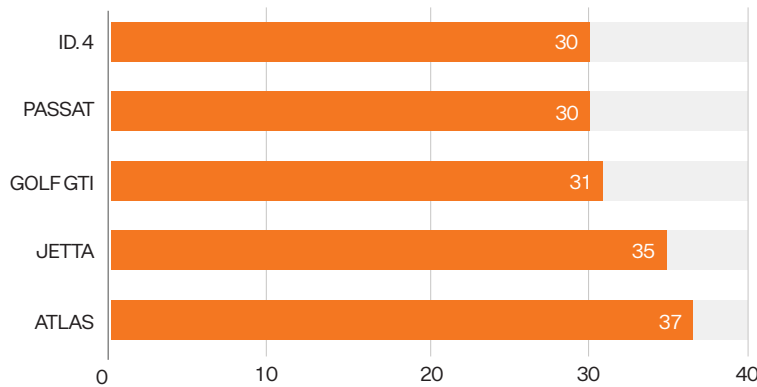
NC (MoM)
-5% Markdown
Price Reduction

+3% (MoM)
40% Sold
With Markdown

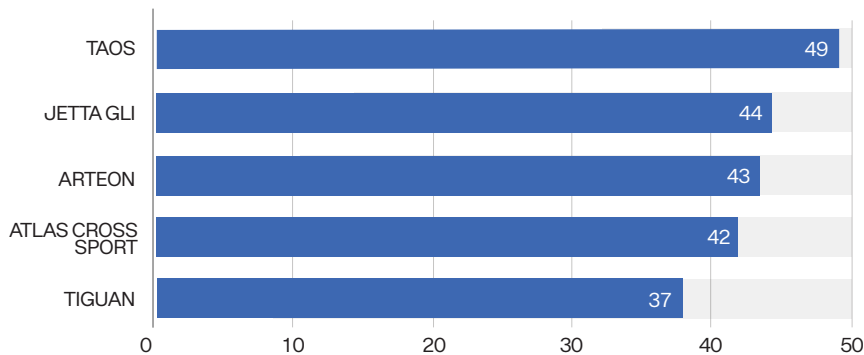
NC (MoM)
+1% (YoY)
38% of Listings
Not Viewed

-5% (MoM)
Demand
% Change

Lowest Day Supply



Highest Day Supply





- > Aged inventory increased to a year high of 75% but tightened up day supply thanks to a reduction of fresh inventory.
- > Volvo had a significant increase of 11% to 19% of listings with a markdown but retained the same markdown magnitude.

NEW

+1% (MoM)
Sales Volume
% Change

-15 Days (MoM)
+13 Days (YoY)
102 Day Supply

+10% (MoM)
+5% (YoY)
74% Aged Inventory
Over 45 Days Ending
05/31/24

-1% (MoM)
-3% (YoY)
64% Aged Sales
Over 45 Days as of
05/31/24

+2% (MoM)
+7% (YoY)
67% Carryover
Over 45 Days as of
05/01/24

-1% (MoM)
+4% (YoY)
\$61,830 Price
Avg Last Listed

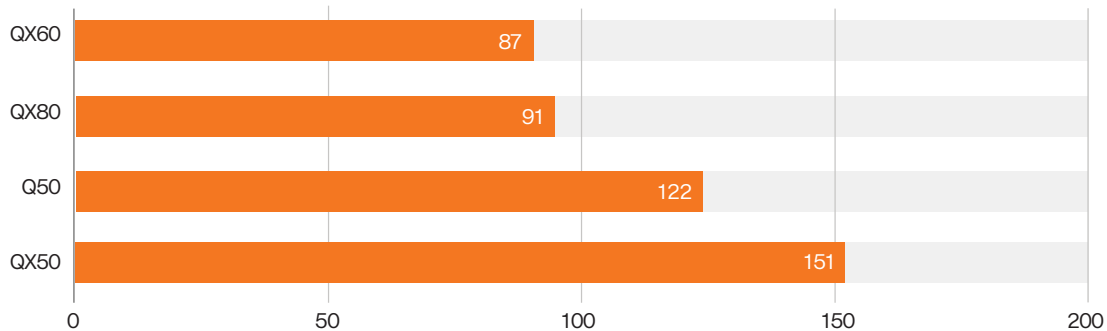
NC (MoM)
-4% Markdown
Price Reduction

+7% (MoM)
17% Sold
With Markdown

-4% (MoM)
-5% (YoY)
32% of Listings
Not Viewed

NC (MoM)
Demand
% Change

Day Supply





> Volvo was one of only 2 brands that saw inventory grow in May.

USED

+10% (MoM)
Sales Volume
% Change

NC (MoM) **Days**
-1 Day (YoY)
50 Day Supply

NC (MoM)
-1% (YoY)
45% Aged Inventory
Over 30 Days Ending
05/31/24

+1% (MoM)
NC (YoY)
45% Aged Sales
Over 30 Days as of
05/31/24

+2% (MoM)
-1% (YoY)
48% Carryover
Over 30 Days as of
05/01/24

NC (MoM)
-6% (YoY)
\$32,000 Price
Avg Last Listed

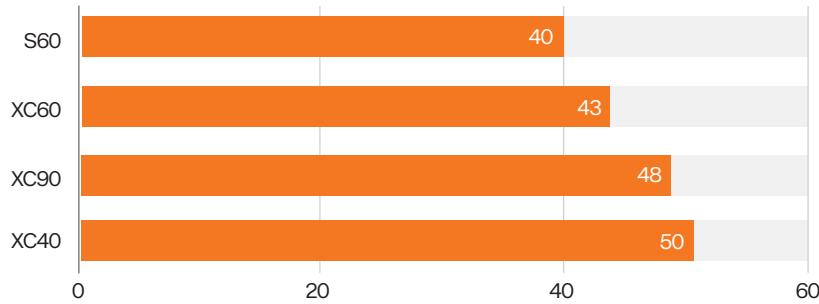
NC (MoM)
-4% Markdown
Price Reduction

+3% (MoM)
44% Sold
With Markdown

+3% (MoM)
+3% (YoY)
33% of Listings
Not Viewed

-9% (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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