



VINCENSUS

2024 OCTOBER

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

Lotlinx

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

EXECUTIVE SUMMARY

New inventory grew by 9% causing day supply to increase to 76 days, 24 days higher than last year. This rise is partly due to more 2025 models arriving on lots, while unsold 2024 models pose a growing risk for dealers. Prices for gas units continue to rise even as consumer affordability remains a focus. However, list prices fell YoY for hybrids as the space has become more competitive, making up over 20% of new vehicle sales in October. EVs also saw prices fall slightly YoY as aging continues to cause problems for most brands.

Used vehicles saw an 9% increase in sales MoM with hybrids increasing by 12% and gas units increasing by 7% while EVs continue to struggle, falling another 1%. Pricing for gas units and hybrids as a whole remained consistent MoM and YoY while EVs saw significant increases.

These trends highlight the evolving dynamics in the automotive market. Rising inventories and steady used vehicle demand could prompt more pricing adjustments and incentives for new cars. Effective inventory management will be critical to managing aging and mitigating related risks.

New Vehicles:

- New vehicle sales increased by 7% MoM but were outpaced by a 9% increase in inventory causing day supply to continue its increasing trend. It increased by 4 days to 76 days, an increase of 22 days YoY.
- Aging saw no movement MoM but increased 12% YoY.

Used Vehicles:

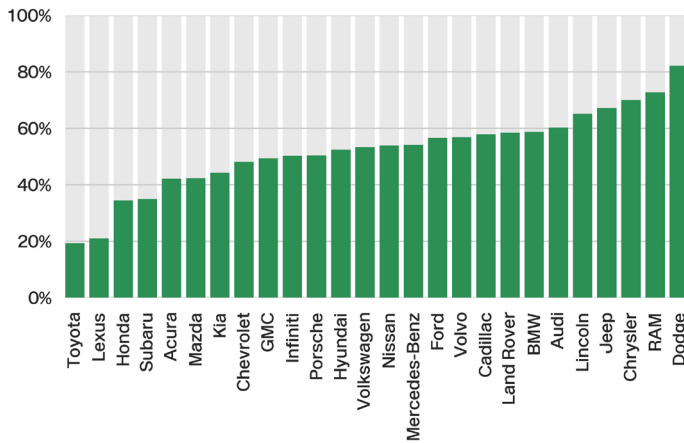
- Used vehicle sales grew by 9% MoM after slowing last month.
- Day supply saw no change MoM but decreased by 3 days YoY to 41 days.
- Aged inventory increased by 2% MoM and fell by 2% YoY to 47%.

Recommended action steps for upcoming months:

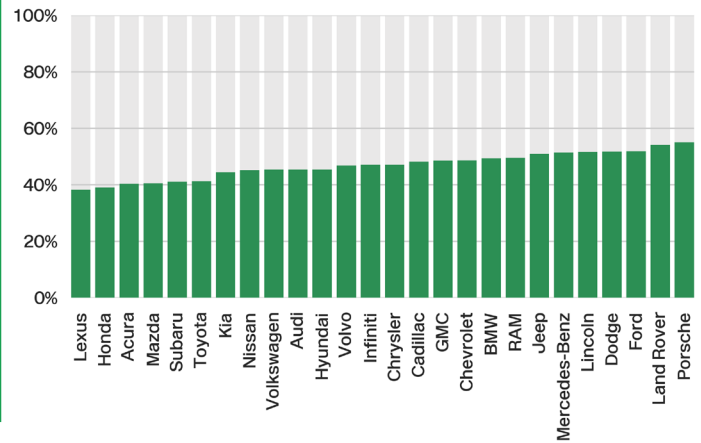
- Dealers will need to manage economic pressures, rising inventories, and shifting market dynamics while adapting to a more digital, consumer-centric business environment. Proactive inventory management, competitive pricing strategies, and a focus on customer engagement will be critical to navigating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

- › Carryover for new vehicles remained unchanged MoM. However, carryover was still up 14% from last year.
- › Used vehicle carryover rose by 3% MoM and remained the same YoY.
- › Percent of units sold with a markdown for both new and used vehicles increased slightly MoM.

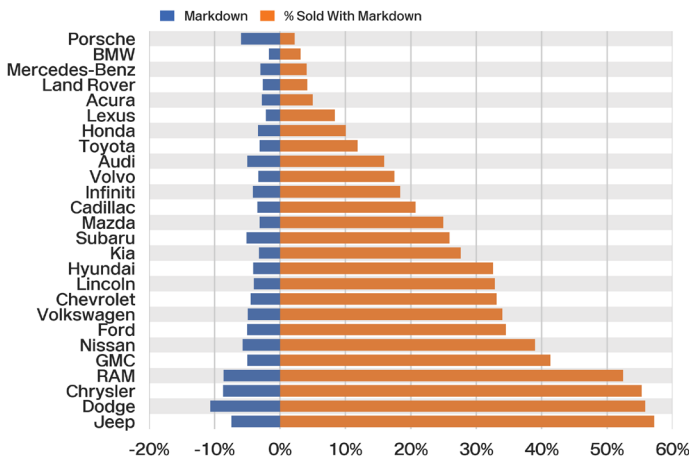
NEW % Carryover



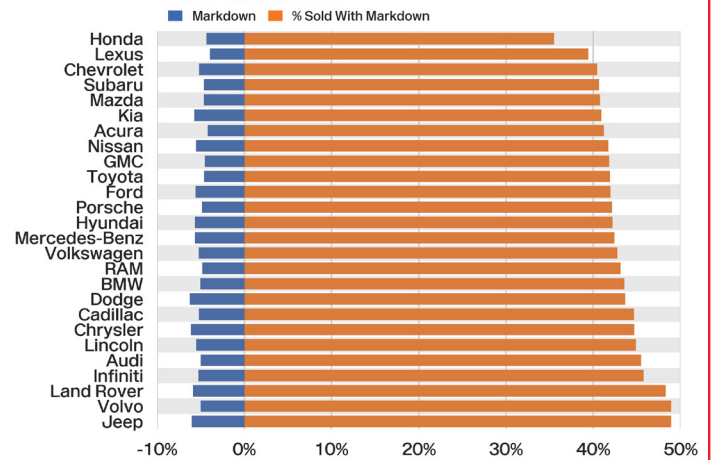
USED % Carryover



NEW Markdown

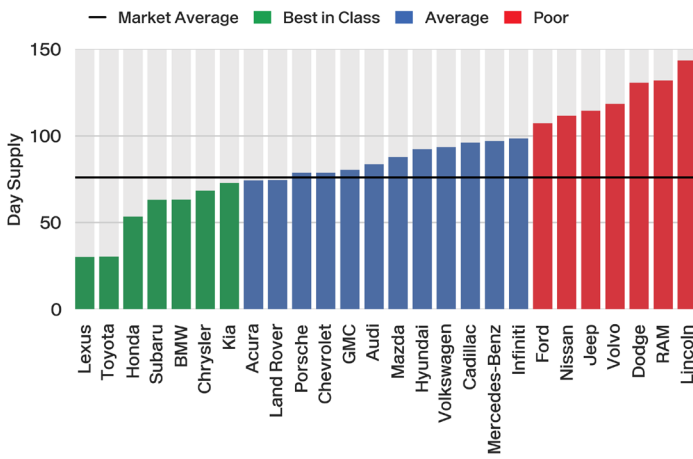


USED Markdown

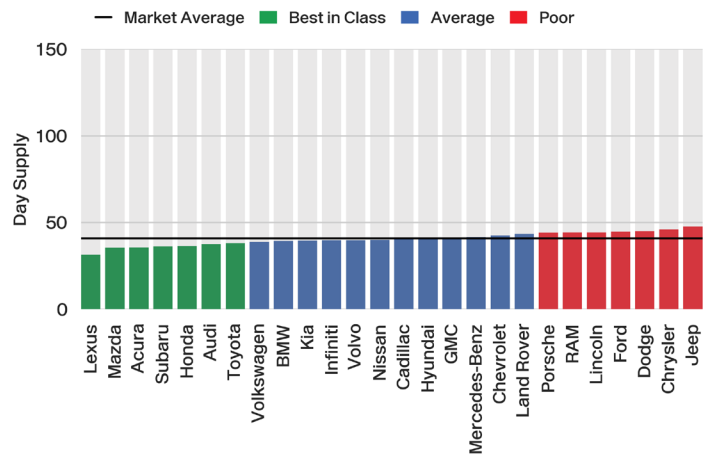


- A surge in inventory levels caused new day supply to increase by 4 days to 76 days, an increase of 22 days YoY.
- Used day supply held steady both MoM at 38 days, down 3 days YoY.

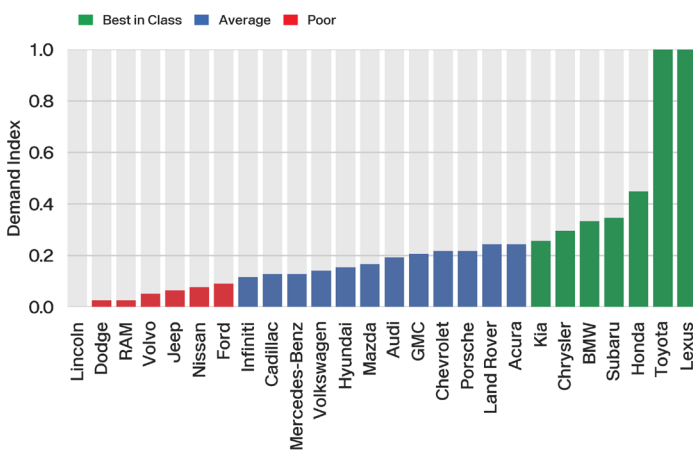
NEW - Day Supply



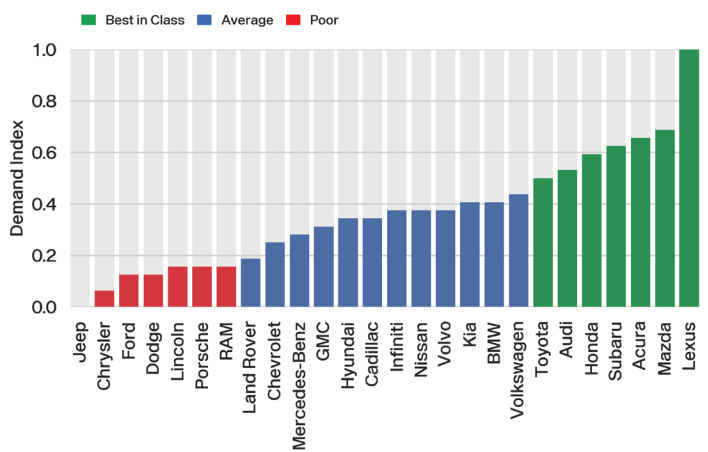
USED - Day Supply



NEW DEMAND - Color Coded by Day Supply

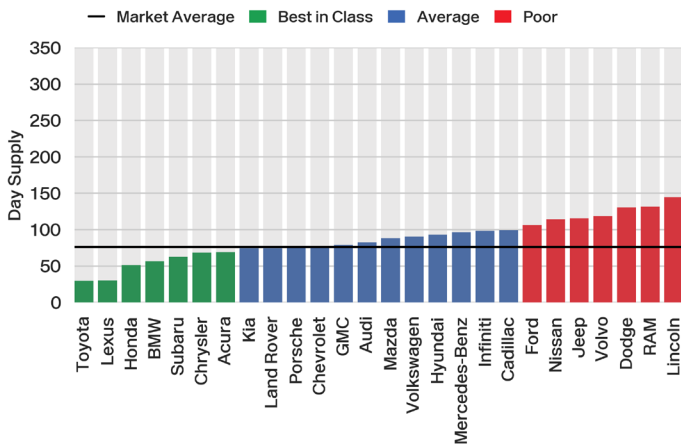


USED DEMAND - Color Coded by Day Supply

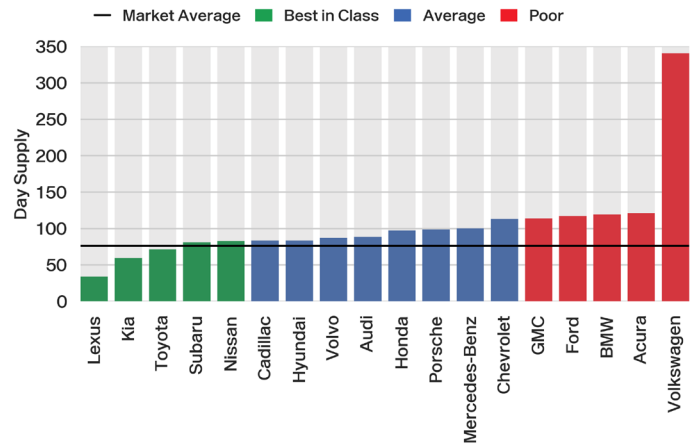


- New and used EV sales held relatively steady MoM.
- Hybrids saw the biggest increase in sales across all fuel types for both new and used, up 14% and 12% respectively.
- New hybrid day supply held steady while both gas and EVs saw over a 5 day increase MoM. Gas units had the highest increase of 27 days YoY, followed by EVs at 18 days and hybrids at 13 days.
- EVs continued to have the highest proportion of aged inventory for both new and used.

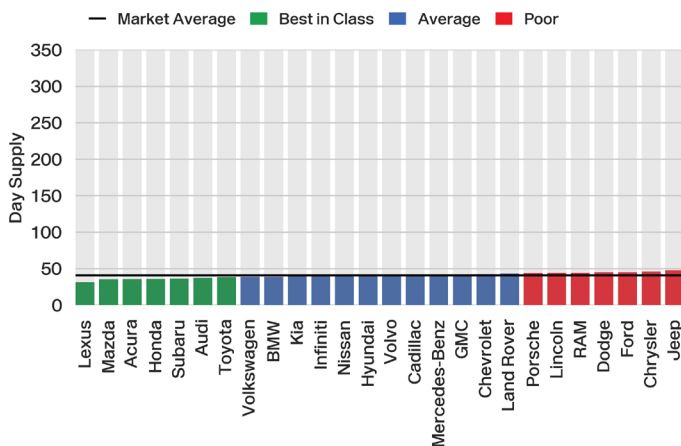
NEW NON-EV Day Supply



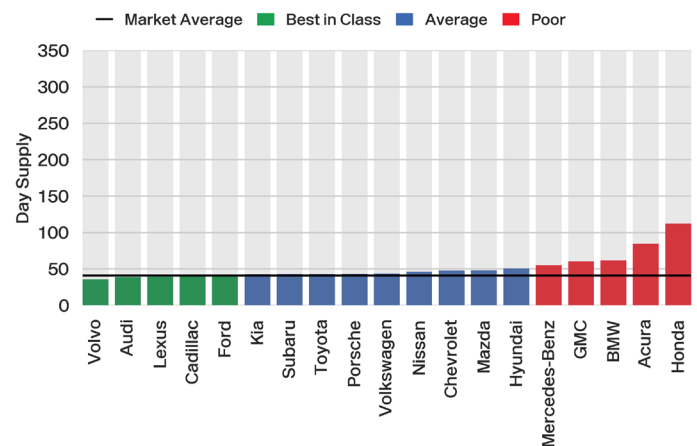
NEW EV Day Supply



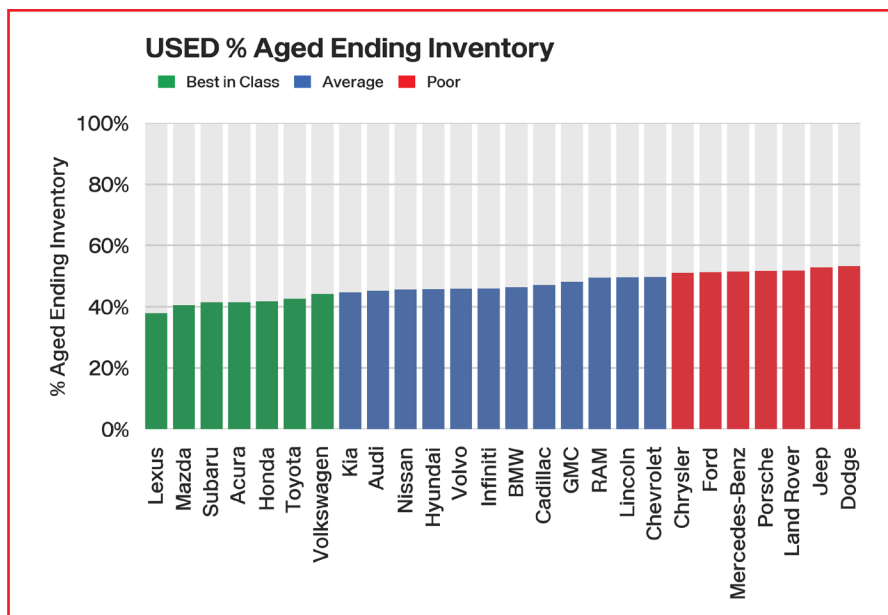
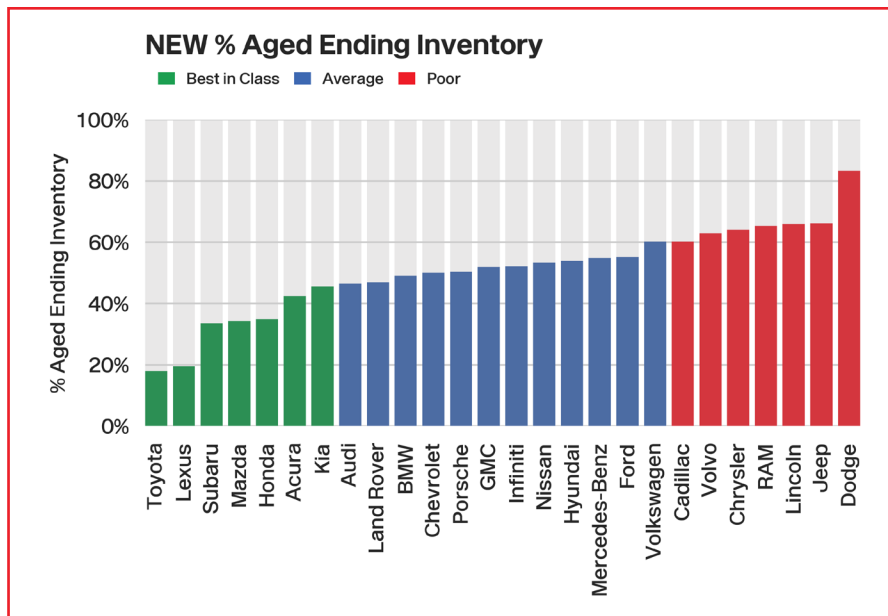
USED NON-EV Day Supply



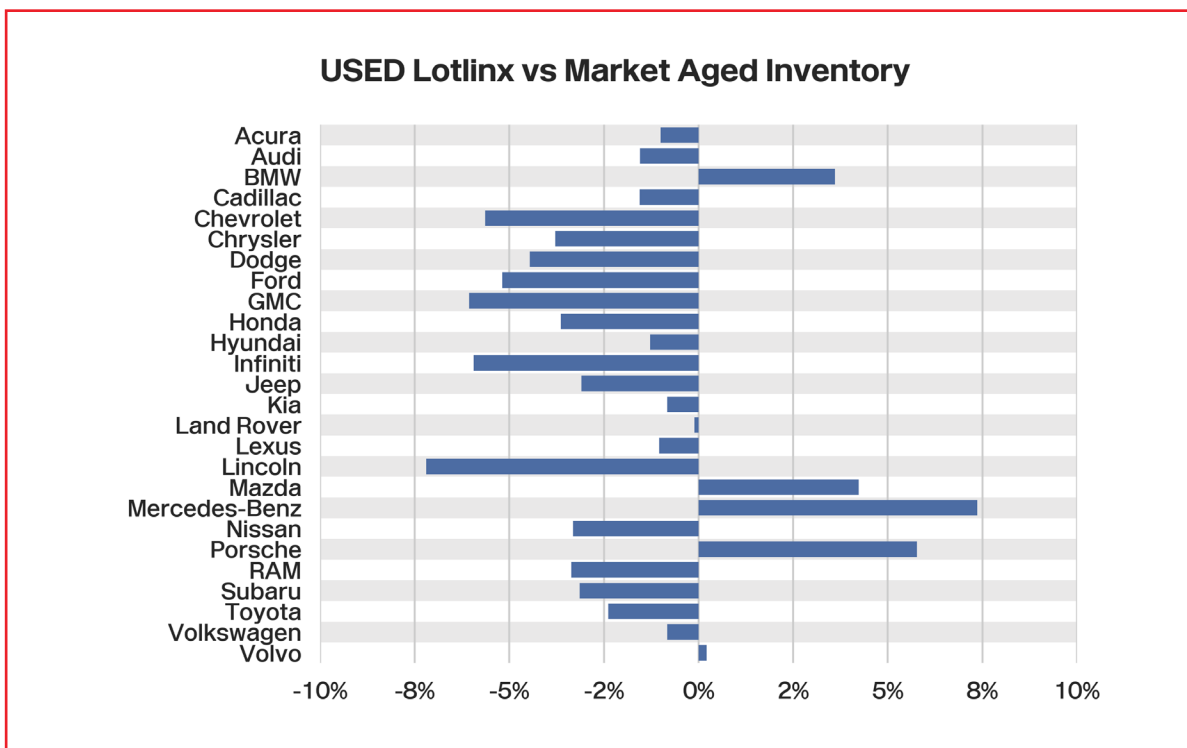
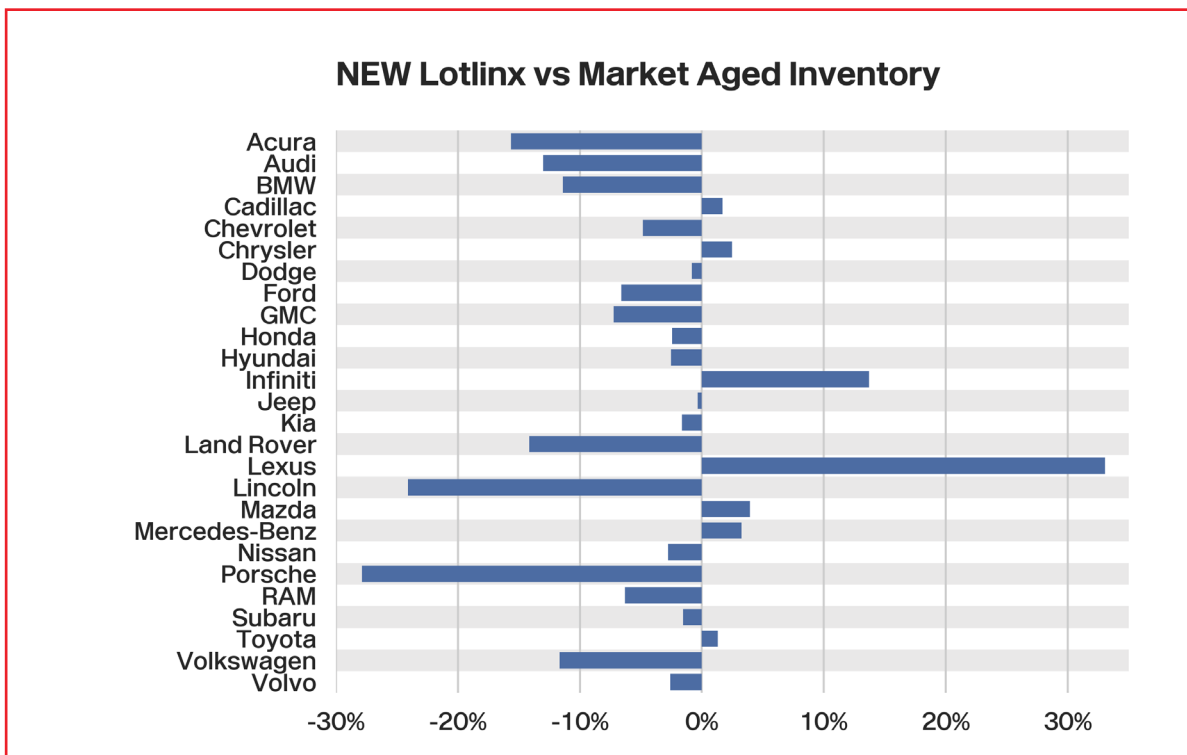
USED EV Day Supply



- › New aged ending inventory held steady MoM but increased by 12% YoY.
- › Used aged ending inventory increased by 2% MoM and fell by 2% YoY.



- On average, Lotlinx customers had 4% less aged inventory than the rest of the market for new vehicles and 2% less for used.
- 74% of new vehicle brands and 81% of used vehicle brands outperformed the market as Lotlinx customers.



* Negative values indicate Lotlinx out performing the market

- › New vehicle sales increased by 7% MoM but were outpaced by a 9% increase in inventory causing day supply to continue its increasing trend. It increased by 4 days to 76 days, an increase of 22 days YoY.
- › Aging saw no movement MoM but increased 12% YoY.

NEW

+7% (MoM)
Sales Volume
Change

+4 Days (MoM)
+22 Days (YoY)
76 Day Supply

NC (MoM)
+12% (YoY)
49% Aged Inventory
Over 45 Days Ending
03/31/24

+1% (MoM)
+14% (YoY)
43% Aged Sales
Over 45 Days as of
03/31/24

NC (MoM)
+14% (YoY)
50% Carryover
Over 45 Days as of
03/01/24

+1% (MoM)
+1% (YoY)
\$43,555 Price
Avg Last Listed

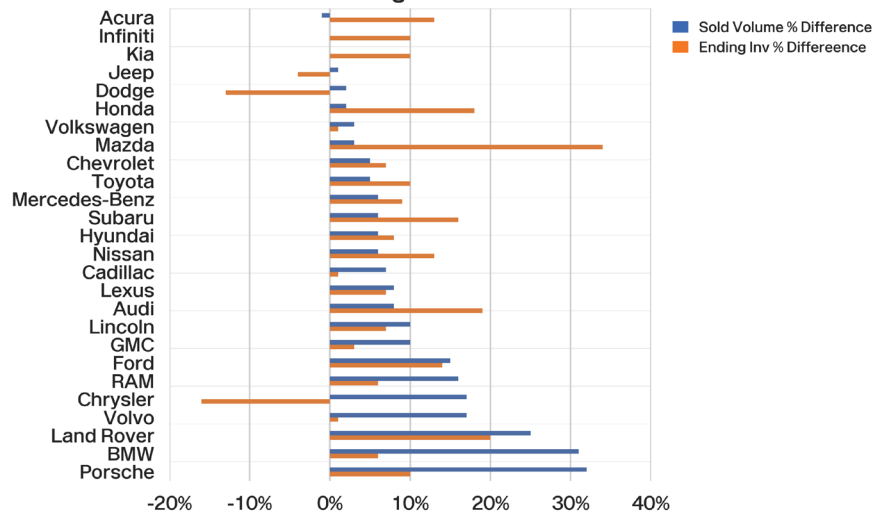
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
26% Sold
With Markdown

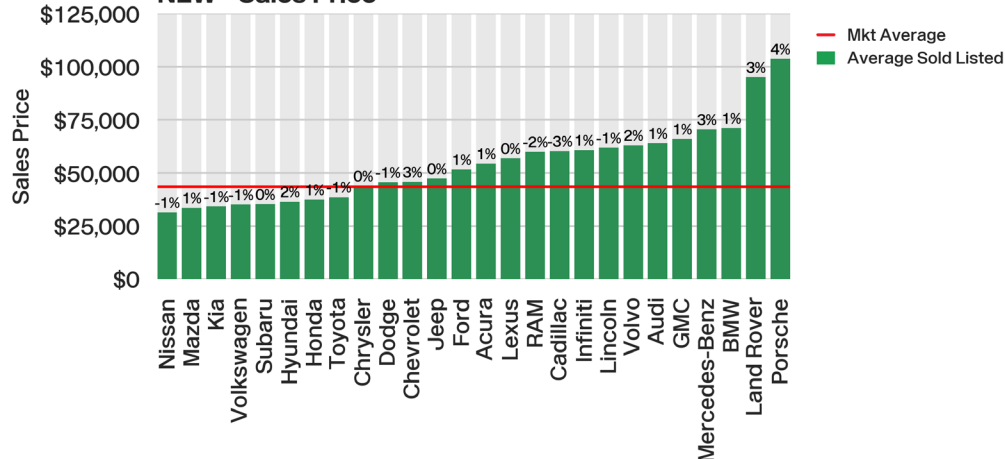
+1% (MoM)
-7% (YoY)
51% of Listings
Not Viewed

-3% (MoM)
Demand
Change

NEW % Volume Change



NEW - Sales Price



- › Used vehicle sales grew by 9% MoM after slowing last month.
- › Day supply saw no change MoM but decreased by 3 days YoY to 41 days.
- › Aged inventory increased by 2% MoM and fell by 2% YoY to 47%

USED INVENTORY

+9% (MoM)
Sales Volume
Change

NC Day
(MoM)
-3 Days
(YoY)
41 Day Supply

+2% (MoM)
-2% (YoY)
47% Aged Inventory
Over 45 Days Ending
03/31/24

+2% (MoM)
-2% (YoY)
43% Aged Sales
Over 45 Days as of
03/31/24

+3% (MoM)
NC (YoY)
47% Carryover
Over 45 Days as of
03/01/24

NC (MoM)
-6% (YoY)
\$25,999 Price
Avg Last Listed

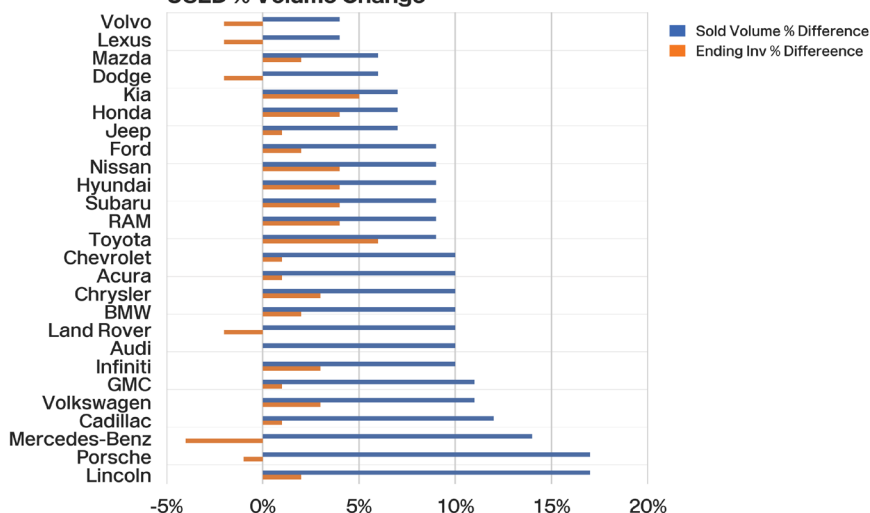
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
42% Sold
With Markdown

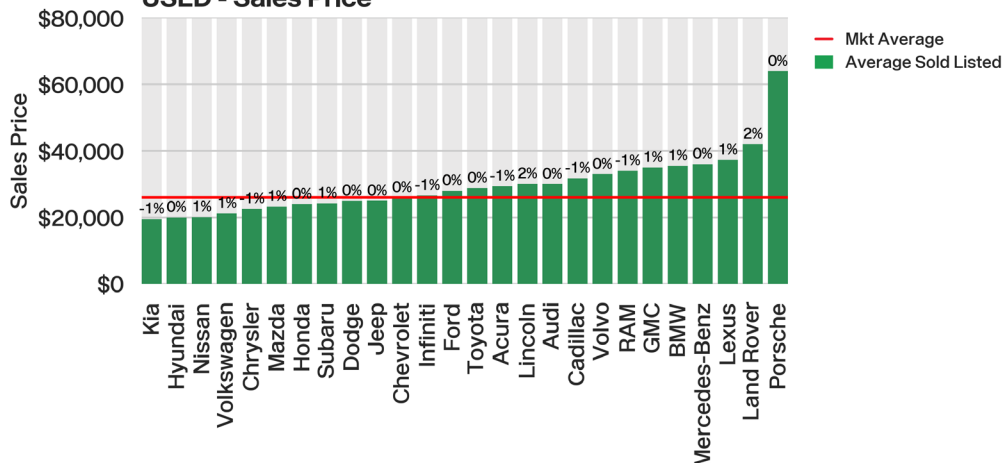
NC (MoM)
-9% (YoY)
41% of Listings
Not Viewed

+4% (MoM)
Demand
Change

USED % Volume Change



USED - Sales Price

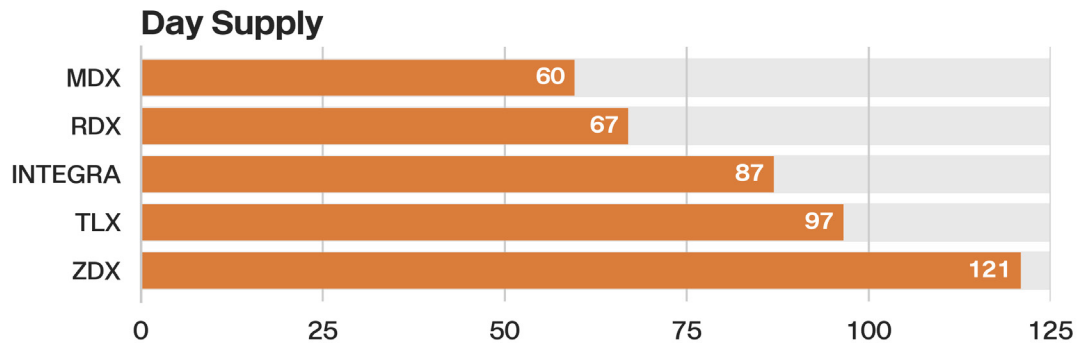




- › Acura was the only brand to see sales fall MoM, falling by 1%.
- › RDX sales fell by 13% even with the release of the 2025 model in September. 2025s accounted for over 55% of listings but only made up 32% of October's sales.

NEW

-1% (MoM) Sales Volume Change	+9 Days (MoM) +11 Days (YoY) 74 Day Supply	+1% (MoM) +9% (YoY) 42% Aged Inventory Over 45 Days Ending 03/31/24	+5% (MoM) +13% (YoY) 48% Aged Sales Over 45 Days as of 03/31/24	-2% (MoM) +6% (YoY) 42% Carryover Over 45 Days as of 03/01/24
+1% (MoM) +6% (YoY) \$54,400 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	NC (MoM) 5% Sold With Markdown	+1% (MoM) -14% (YoY) 44% of Listings Not Viewed	-9% (MoM) Demand Change



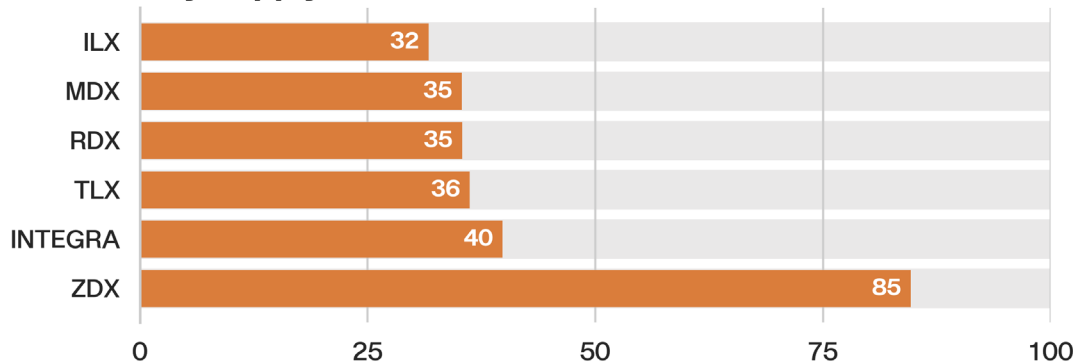


› All metrics move in line with the market.

USED

+10% (MoM) Sales Volume Change	-1 Days (MoM) -5 Days (YoY) 36 Day Supply	+3% (MoM) -3% (YoY) 41% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -3% (YoY) 40% Aged Sales Over 45 Days as of 03/31/24	+1% (MoM) -2% (YoY) 40% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -7% (YoY) \$29,364 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+1% (MoM) 41% Sold With Markdown	-1% (MoM) -9% (YoY) 39% of Listings Not Viewed	+6% (MoM) Demand Change

Day Supply



- › Audi saw a 3% decrease in EV sales MoM as the last list price increased by a market high of 16%.
- › A large influx of Q8s caused inventory to more than double and day supply to increase by a market high of 25 days MoM to 167 days.
- › Hybrids had a strong month, increasing sales by 15% MoM while EV sales fell by 3%.

NEW

+8% (MoM)
Sales Volume
Change

+4 Days (MoM)
+12 Days (YoY)
84 Day Supply

-13% (MoM)
+13% (YoY)
46% Aged Inventory
Over 45 Days Ending
03/31/24

-4% (MoM)
+10% (YoY)
56% Aged Sales
Over 45 Days as of
03/31/24

-6% (MoM)
+21% (YoY)
60% Carryover
Over 45 Days as of
03/01/24

+1% (MoM)
NC (YoY)
\$64,050 Price
Avg Last Listed

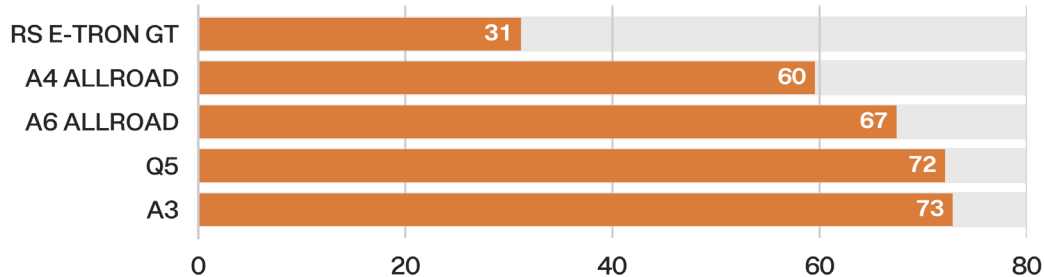
NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
16% Sold
With Markdown

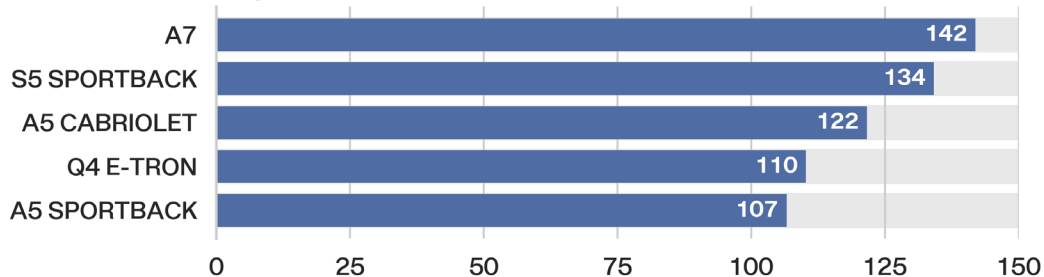
+1% (MoM)
-28% (YoY)
28% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

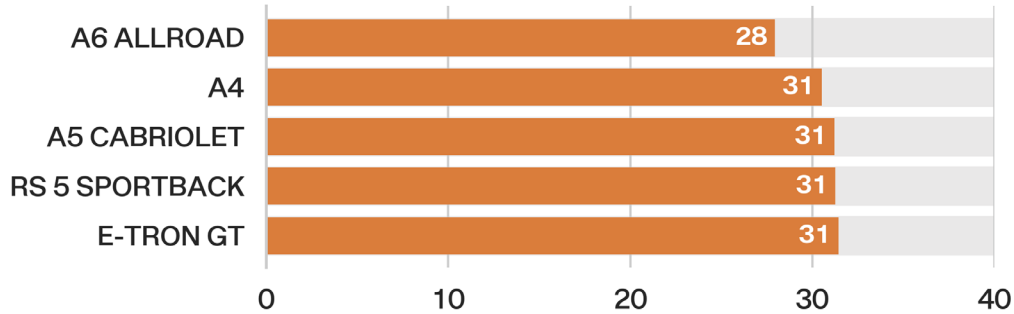


> All metrics move in line with the market.

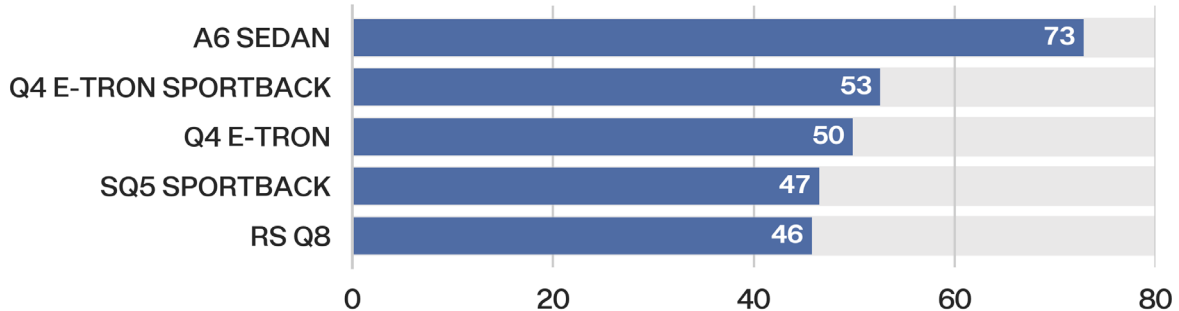
USED

+10% (MoM) Sales Volume Change	-1 Days (MoM) -5 Days (YoY) 38 Day Supply	+1% (MoM) -3% (YoY) 45% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -4% (YoY) 42% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -3% (YoY) 45% Carryover Over 45 Days as of 03/01/24
NC (MoM) -10% (YoY) \$29,998 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 45% Sold With Markdown	NC (MoM) -10% (YoY) 36% of Listings Not Viewed	+7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



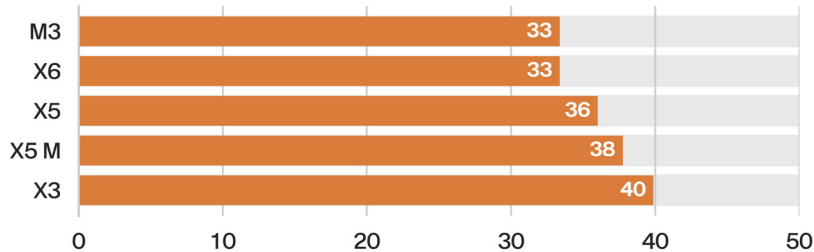


- > 5 Series sales resumed after the stop sale was lifted.
- > Hybrid sales increased by over 60% MoM, allowing BMW's market share to increase by almost 2%.
- > The X3 had a strong month, increasing sales by 48% MoM and now sits on a tight day supply of 36 days.

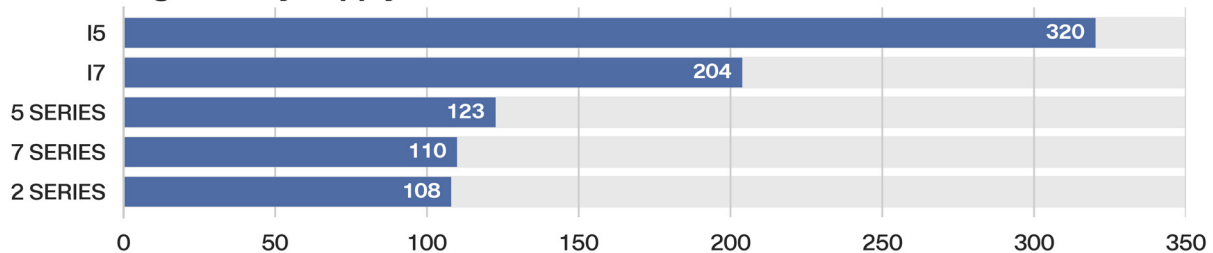
NEW

+31% (MoM) Sales Volume Change	-14 Days (MoM) +18 Days (YoY) 63 Day Supply	-9% (MoM) +23% (YoY) 49% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) +24% (YoY) 47% Aged Sales Over 45 Days as of 03/31/24	+4% (MoM) +30% (YoY) 59% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -1% (YoY) \$71,110 Price Avg Last Listed	NC (MoM) -2% Markdown Price Reduction	NC (MoM) 3% Sold With Markdown	+2% (MoM) -3% (YoY) 41% of Listings Not Viewed	+24% (MoM) Demand

Lowest Day Supply



Highest Day Supply



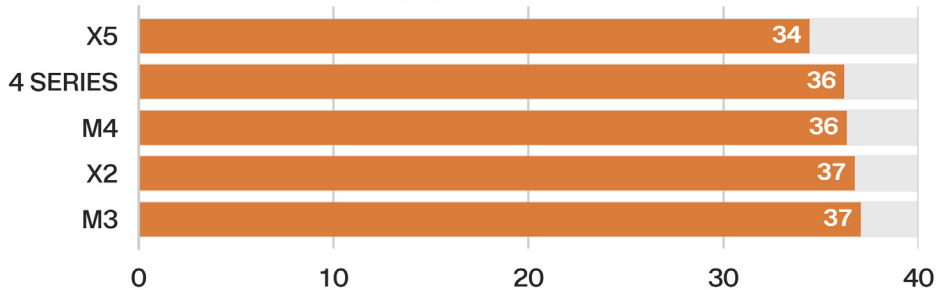


- › The 7 Series had the largest increase in list price MoM of 8%.
- › Hybrid sales increased by a market high of 20% MoM.

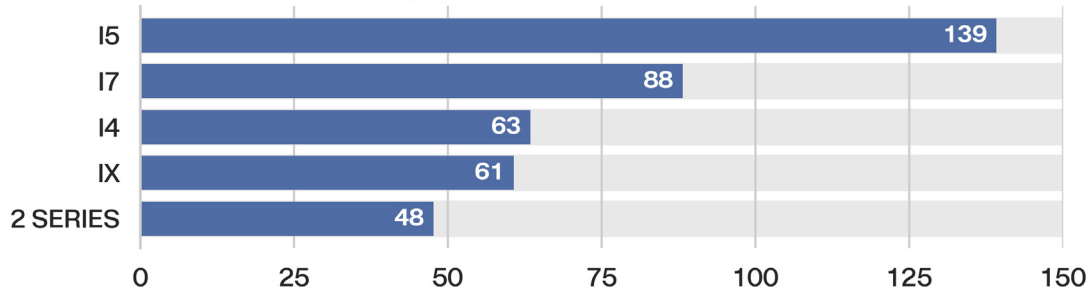
USED

+10% (MoM) Sales Volume Change	-2 Days (MoM) -3 Days (YoY) 39 Day Supply	-1% (MoM) -1% (YoY) 46% Aged Inventory Over 45 Days Ending 03/31/24	-1% (MoM) NC (YoY) 42% Aged Sales Over 45 Days as of 03/31/24	NC (MoM) +3% (YoY) 49% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -1% (YoY) \$35,500 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-1% (MoM) 44% Sold With Markdown	NC (MoM) -6% (YoY) 34% of Listings Not Viewed	+7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

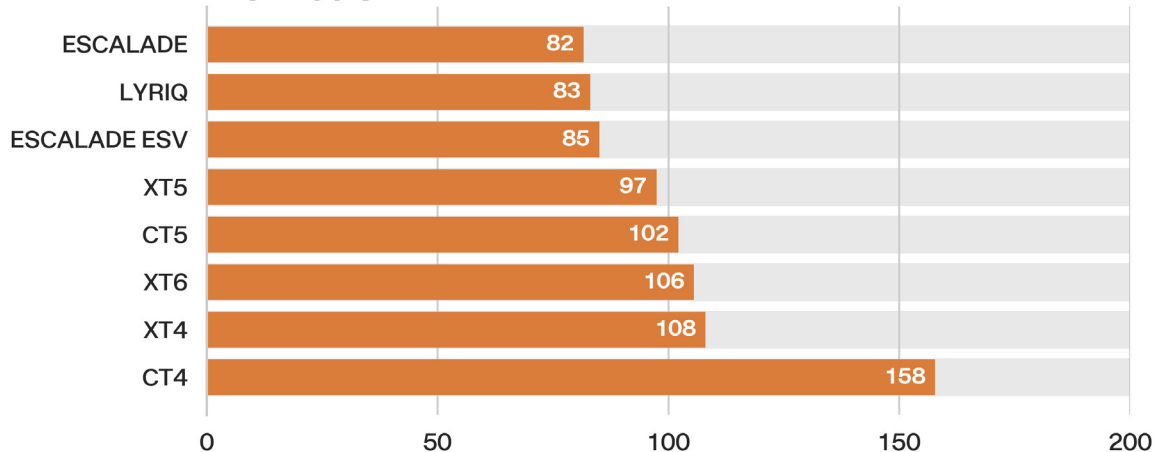


- › Cadillac had the largest drop in last listed price of 3% MoM as Escalades and LYRIQs made up less of October sales compared to September.
- › While LYRIQ sales fell by 2% MoM aged inventory continued to move in the right direction, dropping by another 6%. It remains a key player, with significant YoY growth in EV market share among luxury brands.

NEW

+7% (MoM) Sales Volume Change	-1 Days (MoM) +56 Days (YoY) 96 Day Supply	+4% (MoM) +28% (YoY) 60% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) +32% (YoY) 56% Aged Sales Over 45 Days as of 03/31/24	+3% (MoM) +28% (YoY) 58% Carryover Over 45 Days as of 03/01/24
-3% (MoM) -1% (YoY) \$60,410 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	-2% (MoM) 21% Sold With Markdown	NC (MoM) +9% (YoY) 53% of Listings Not Viewed	+3% (MoM) Demand Change

Day Supply

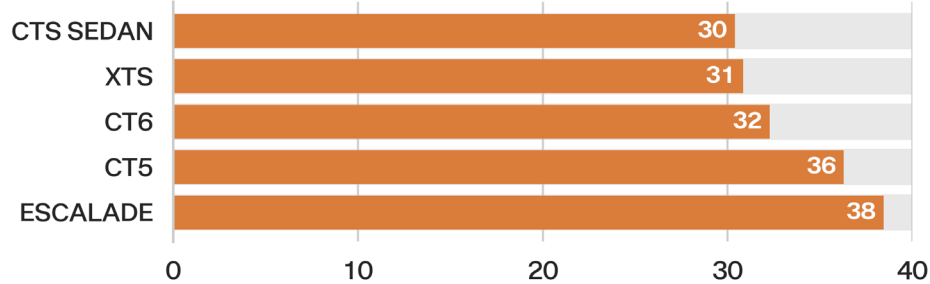


› All metrics move in line with the market.

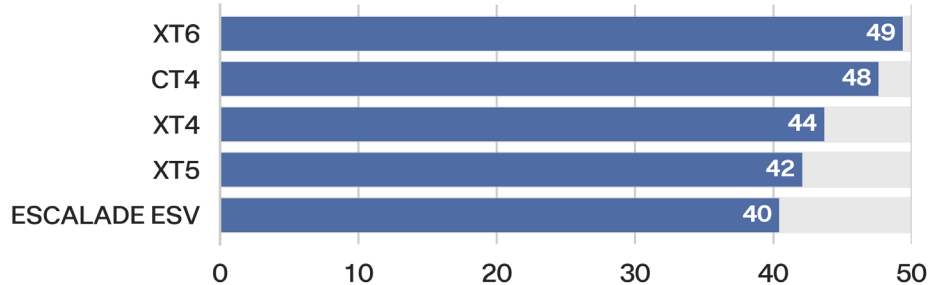
USED

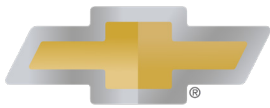
+12% (MoM) Sales Volume Change	-2 Days (MoM) -7 Days (YoY) 40 Day Supply	+1% (MoM) -5% (YoY) 47% Aged Inventory Over 45 Days Ending 03/31/24	NC (MoM) -3% (YoY) 44% Aged Sales Over 45 Days as of 03/31/24	+1% (MoM) -1% (YoY) 48% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -9% (YoY) \$31,750 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-1% (MoM) 45% Sold With Markdown	NC (MoM) -6% (YoY) 41% of Listings Not Viewed	+7% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





CHEVROLET

October 2024

- › While sales increased by over 20% for the Silverado EV and MD, they had the highest day supply in the market of 214 and 315 days respectively.
- › The Traverse continued to run a tight day supply of 31 days as the 2025 model became more available. Inventory remained very fresh with just 15% over 45 days on lot, less than half of any other Chevrolet model.

NEW

+5% (MoM)
Sales Volume
Change

+3 Day (MoM)
+23 Days (YoY)
79 Day Supply

+3% (MoM)
+12% (YoY)
50% Aged Inventory
Over 45 Days Ending
03/31/24

+6% (MoM)
+17% (YoY)
50% Aged Sales
Over 45 Days as of
03/31/24

+7% (MoM)
+13% (YoY)
48% Carryover
Over 45 Days as of
03/01/24

+3% (MoM)
+3% (YoY)
\$45,877 Price
Avg Last Listed

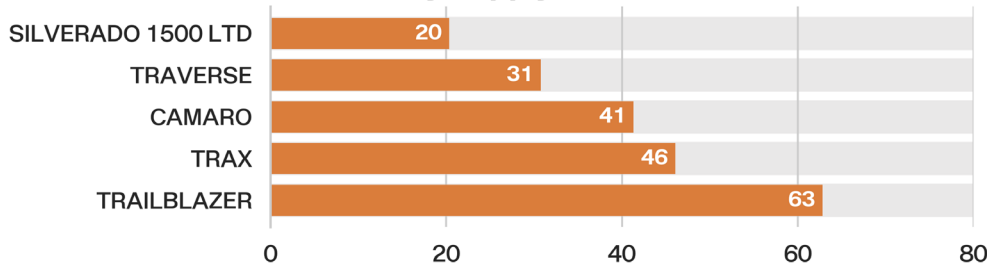
NC (MoM)
-4% Markdown
Price Reduction

+2% (MoM)
33% Sold
With Markdown

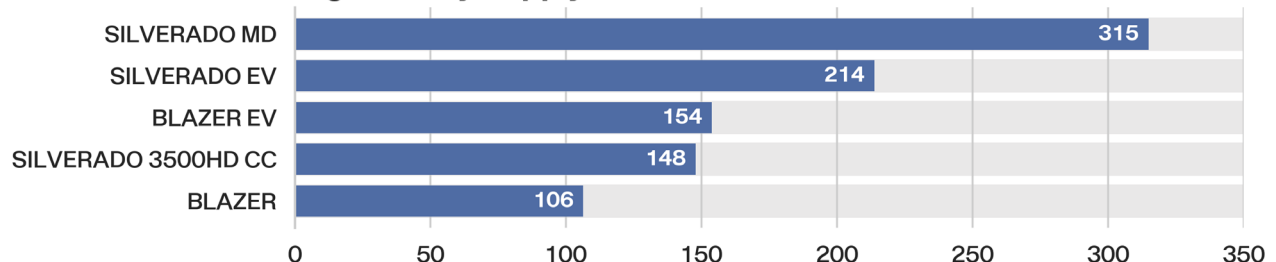
NC (MoM)
-4% (YoY)
51% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

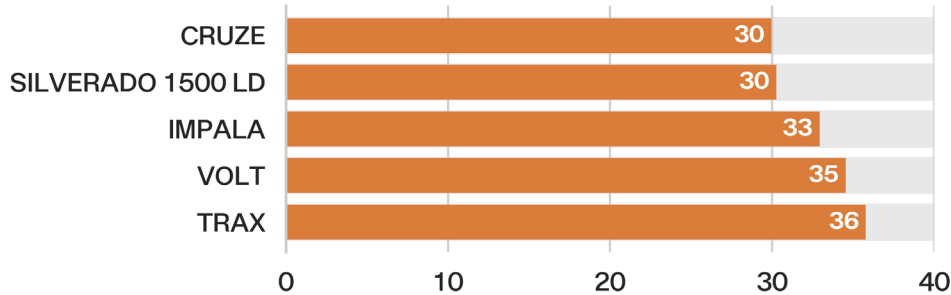


> Chevrolet was the only brand to see a decrease in hybrid sales MoM.

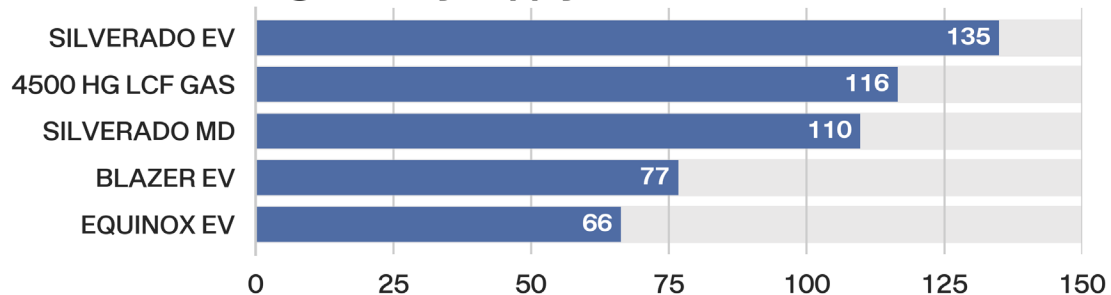
USED

+10% (MoM) Sales Volume Change	-1 Day (MoM) -4 Days (YoY) 42 Day Supply	+3% (MoM) -3% (YoY) 50% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) -2% (YoY) 44% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) NC (YoY) 49% Carryover Over 45 Days as of 03/01/24
NC (MoM) -7% (YoY) \$25,980 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 40% Sold With Markdown	-1% (MoM) -8% (YoY) 43% of Listings Not Viewed	+8% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- Chrysler had the biggest correction of day supply of 18 days MoM as markdowns increased to try and drive sales of aged inventory.

NEW

+17% (MoM)
Sales Volume
Change

-18 Days (MoM)
-51 Days (YoY)
68 Day Supply

-5% (MoM)
-5% (YoY)
64% Aged Inventory
Over 45 Days Ending
03/31/24

+6% (MoM)
+7% (YoY)
67% Aged Sales
Over 45 Days as of
03/31/24

-1% (MoM)
+10% (YoY)
70% Carryover
Over 45 Days as of
03/01/24

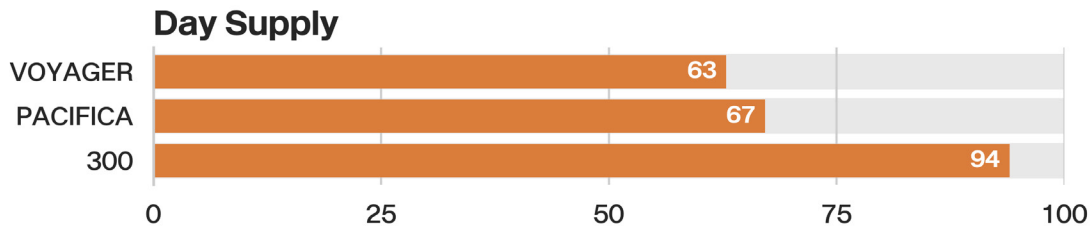
NC (MoM)
-9% (YoY)
\$44,091 Price
Avg Last Listed

-2% (MoM)
-9% Markdown

+4% (MoM)
55% Sold
With Markdown

-3% (MoM)
-18% (YoY)
49% of Listings
Not Viewed

+29% (MoM)
Demand





> All metrics move in line with the market.

USED

+10% (MoM)
Sales Volume
Change

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

+6% (MoM)
NC (YoY)
51% Aged Inventory
Over 45 Days Ending
03/31/24

+4% (MoM)
-1% (YoY)
45% Aged Sales
Over 45 Days as of
03/31/24

+4% (MoM)
+2% (YoY)
47% Carryover
Over 45 Days as of
03/01/24

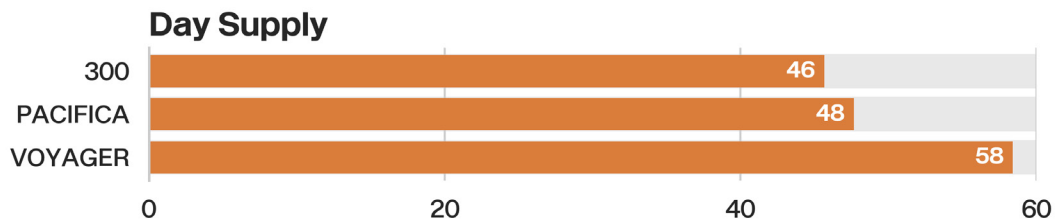
-1% (MoM)
-6% (YoY)
\$22,486 Price
Avg Last Listed

NC (MoM)
-6% Markdown
Price Reduction

+3% (MoM)
45% Sold
With Markdown

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

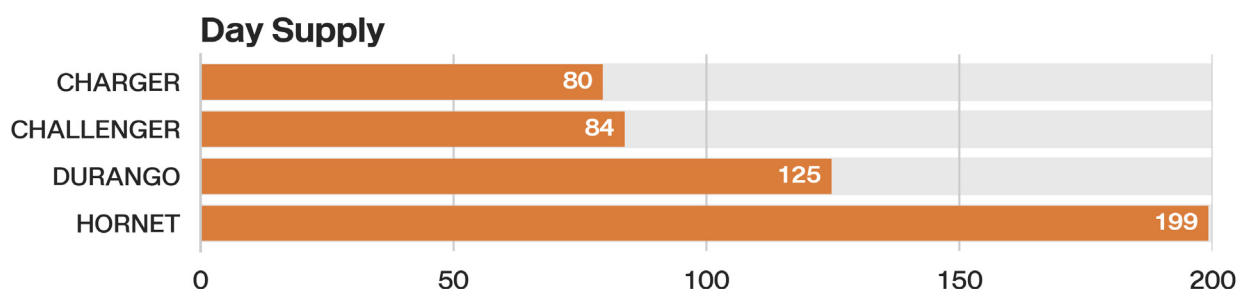
+3% (MoM)
Demand
Change



- > Dodge continued to have the highest proportion of aged inventory in the market.
- > Dodge had the largest increase in hybrid sales MoM of over 80%, fueled by a 5% increase in markdown magnitude up to a market high of 17%.

NEW

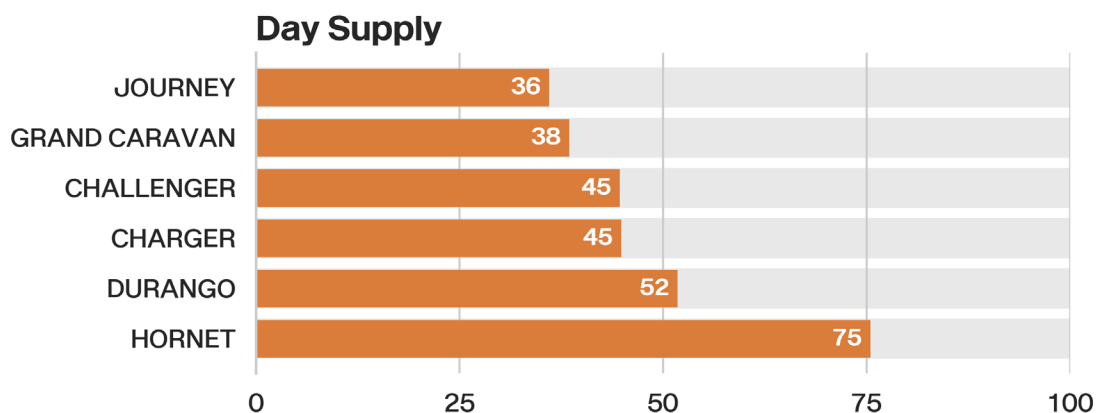
+2% (MoM) Sales Volume Change	-11 Days (MoM) +7 Days (YoY) 131 Day Supply	+1% (MoM) +31% (YoY) 83% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) +34% (YoY) 82% Aged Sales Over 45 Days as of 03/31/24	-1% (MoM) +36% (YoY) 82% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -3% (YoY) \$45,705 Price Avg Last Listed	-1% (MoM) -11% Markdown Price Reduction	-1% (MoM) 56% Sold With Markdown	+4% (MoM) -10% (YoY) 47% of Listings Not Viewed	+15% (MoM) Demand



› Markdown magnitude increased MoM for all models.

USED

+6% (MoM) Sales Volume Change	-1 Days (MoM) -2 Days (YoY) 45 Day Supply	+3% (MoM) -1% (YoY) 53% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) NC (YoY) 47% Aged Sales Over 45 Days as of 03/31/24	+4% (MoM) +1% (YoY) 52% Carryover Over 45 Days as of 03/01/24
NC (MoM) -2% (YoY) \$24,950 Price Avg Last Listed	-1% (MoM) -6% Markdown Price Reduction	+1% (MoM) 44% Sold With Markdown	NC (MoM) -7% (YoY) 38% of Listings Not Viewed	+5% (MoM) Demand Change



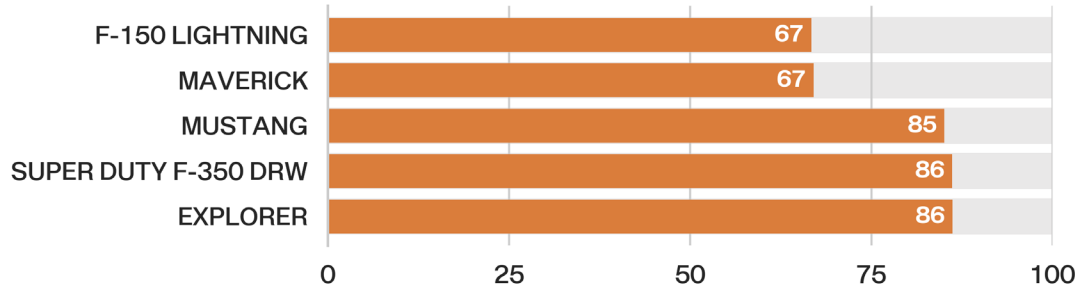


- › The Bronco nearly doubled the proportion of Ford sales from a year ago to over 7% as they had the largest list price drop among Ford models of 11%.
- › Ford saw a 20% increase in hybrid sales MoM fueled by Hybrid Mavericks increasing sales by 23%.

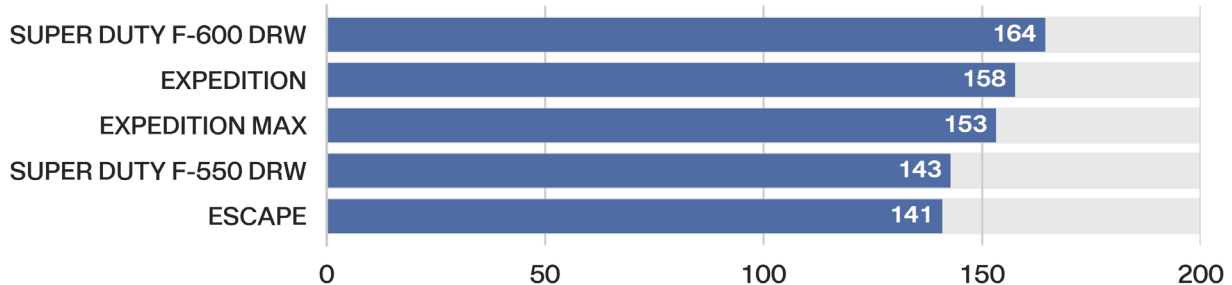
NEW

+15% (MoM) Sales Volume Change	+2 Days (MoM) +24 Days (YoY) 107 Day Supply	-1% (MoM) +4% (YoY) 55% Aged Inventory Over 45 Days Ending 03/31/24	-3% (MoM) +7% (YoY) 52% Aged Sales Over 45 Days as of 03/31/24	-3% (MoM) +9% (YoY) 57% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -2% (YoY) \$51,718 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 35% Sold With Markdown	+2% (MoM) -16% (YoY) 52% of Listings Not Viewed	NC (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



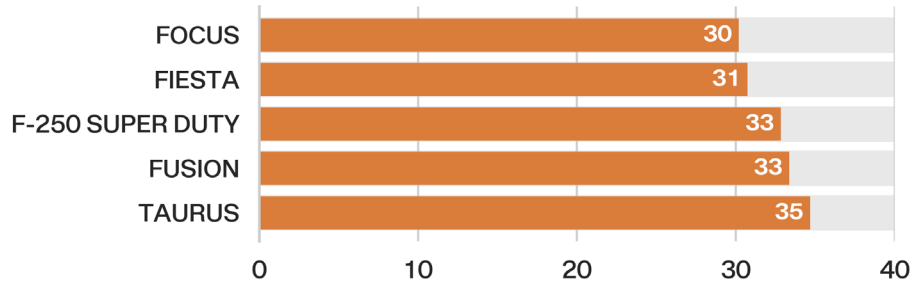


› All used metrics are in line with the market.

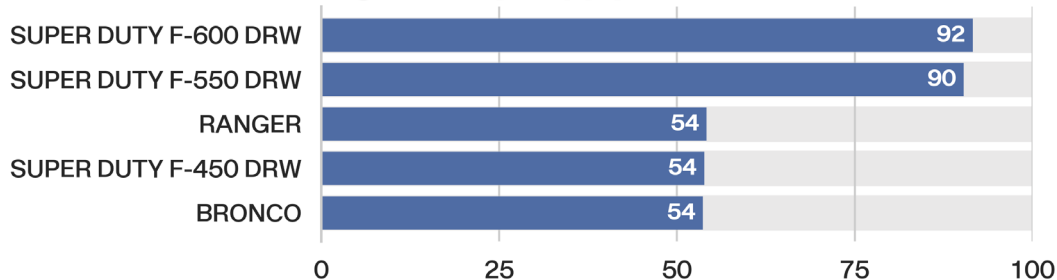
USED

+9% (MoM) Sales Volume Change	-1 Days (MoM) -3 Days (YoY) 45 Day Supply	+1% (MoM) -2% (YoY) 51% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -2% (YoY) 45% Aged Sales Over 45 Days as of 03/31/24	+3% (MoM) +1% (YoY) 52% Carryover Over 45 Days as of 03/01/24
NC (MoM) -7% (YoY) \$27,995 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+1% (MoM) 42% Sold With Markdown	NC (MoM) -10% (YoY) 44% of Listings Not Viewed	+6% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



› Freshly released 2025 Acadia inventory boosted a tight day supply to 47 days, up 5 days MoM.

› Canyon sales rebounded MoM thanks to fresh inventory in the second half of the month.

NEW

+ 10%

(MoM)

-2 Days

(MoM)

+20 Days

(YoY)

80 Day Supply

+4% (MoM)

+9% (YoY)

52% Aged Inventory

Over 45 Days Ending
03/31/24

+5% (MoM)

+13% (YoY)

54% Aged Sales

Over 45 Days as of
03/31/24

+4% (MoM)

+4% (YoY)

49% Carryover

Over 45 Days as of
03/01/24

+1% (MoM)

-3% (YoY)

\$66,038 Price

Avg Last Listed

NC (MoM)

-5% Markdown

Price Reduction

+3% (MoM)

41% Sold

With Markdown

-2% (MoM)

-10% (YoY)

40% of Listings

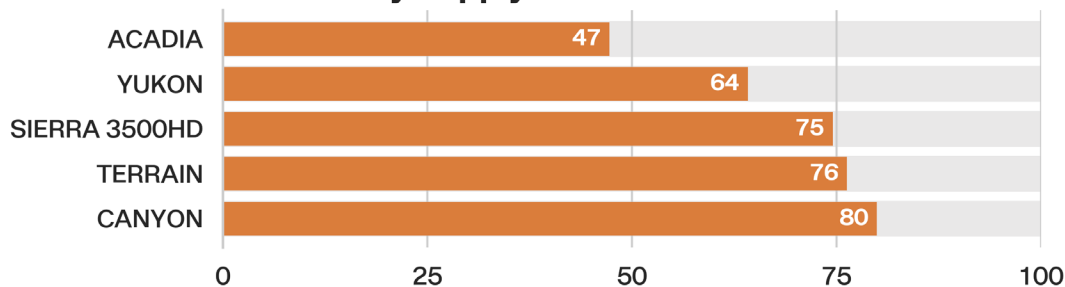
Not Viewed

+6% (MoM)

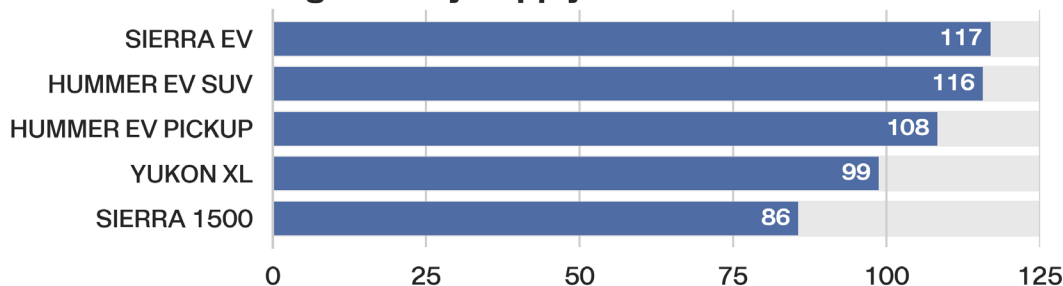
Demand

Change

Lowest Day Supply



Highest Day Supply



› All used metrics are in line with the market.

USED

+11% (MoM)
Sales Volume
Change

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

+1% (MoM)
-3% (YoY)
48% Aged Inventory
Over 45 Days Ending
03/31/24

+1% (MoM)
-1% (YoY)
44% Aged Sales
Over 45 Days as of
03/31/24

+1% (MoM)
NC (YoY)
49% Carryover
Over 45 Days as of
03/01/24

+1% (MoM)
-5% (YoY)
\$34,939 Price
Avg Last Listed

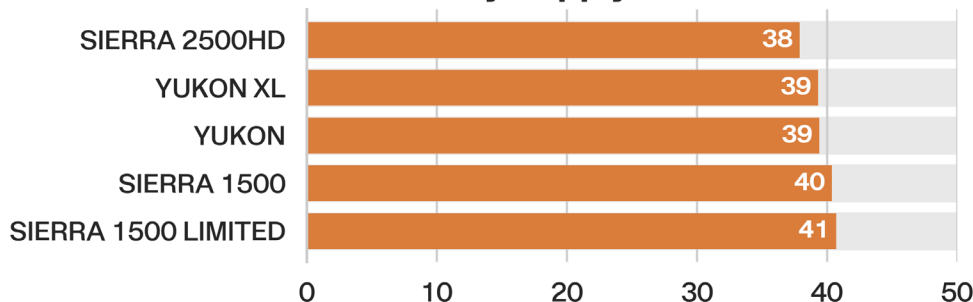
NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
42% Sold
With Markdown

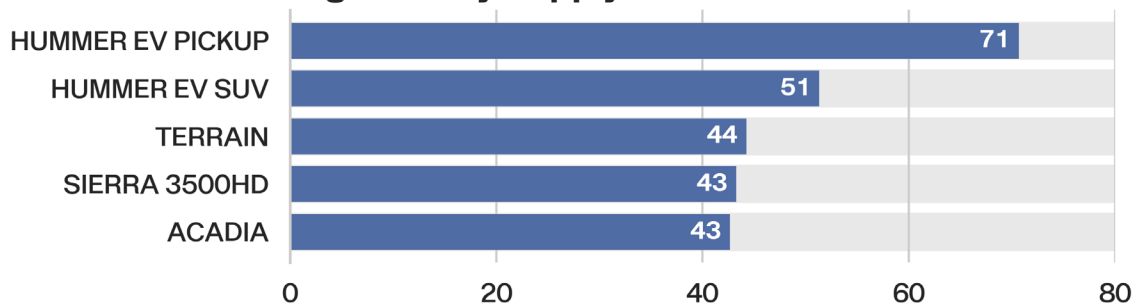
-1% (MoM)
-8% (YoY)
40% of Listings
Not Viewed

+7% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

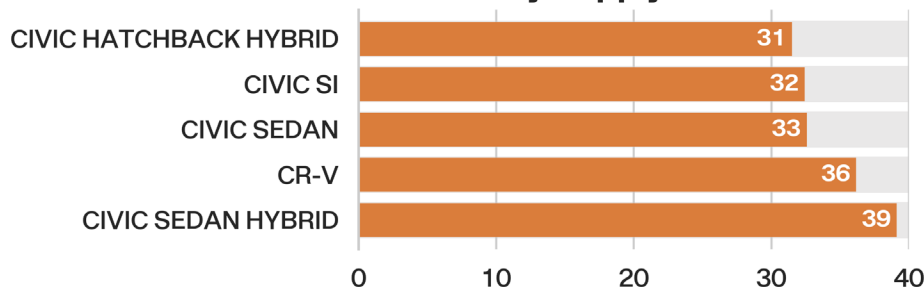


- › Honda had the highest proportion of 2025 sales this month at over 80% with many of their popular models nearing 100%.
- › List price for the Prologue fell by 2% MoM as sales seem to have plateaued.

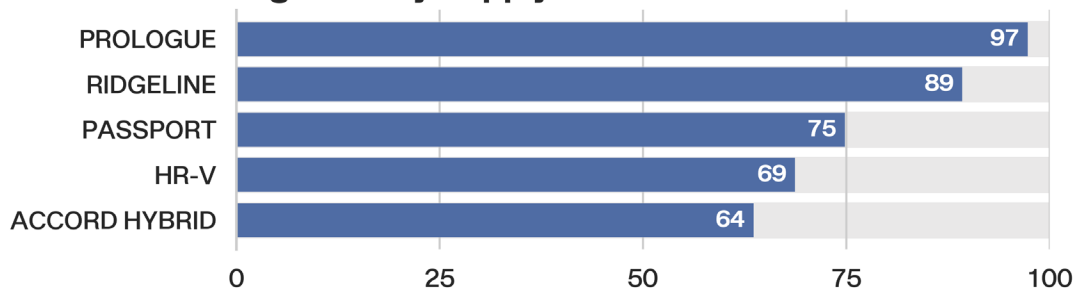
NEW

+2% (MoM) Sales Volume Change	+7 Days (MoM) +24 Days (YoY) 53 Day Supply	+1% (MoM) +22% (YoY) 35% Aged Inventory Over 45 Days Ending 03/31/24	-3% (MoM) +17% (YoY) 27% Aged Sales Over 45 Days as of 03/31/24	+1% (MoM) +22% (YoY) 34% Carryover Over 45 Days as of 03/01/24
+1% (MoM) +6% (YoY) \$37,500 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	-1% (MoM) 10% Sold With Markdown	+2% (MoM) -1% (YoY) 51% of Listings Not Viewed	-10% (MoM) Demand

Lowest Day Supply



Highest Day Supply



- The Accord Hybrid had a market-high increase in aged inventory YoY of 21%.
- With EV sales falling by 20%, Honda had the biggest increase in day supply of 38 days MoM to a market high of 113 days. However, it also had the largest decrease in aged inventory of 12%.

USED

+7% (MoM)
Sales Volume
Change

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

+4% (MoM)
+3% (YoY)
42% Aged Inventory
Over 45 Days Ending
03/31/24

+3% (MoM)
NC (YoY)
38% Aged Sales
Over 45 Days as of
03/31/24

+2% (MoM)
NC (YoY)
39% Carryover
Over 45 Days as of
03/01/24

NC (MoM)
-4% (YoY)
\$23,995 Price
Avg Last Listed

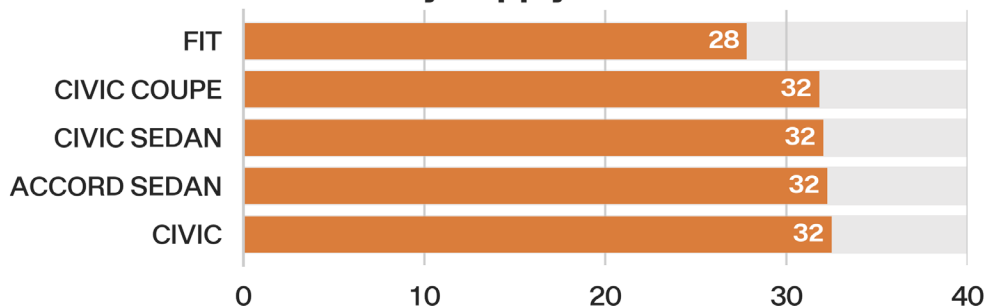
NC (MoM)
-4% Markdown
Price Reduction

+4% (MoM)
35% Sold
With Markdown

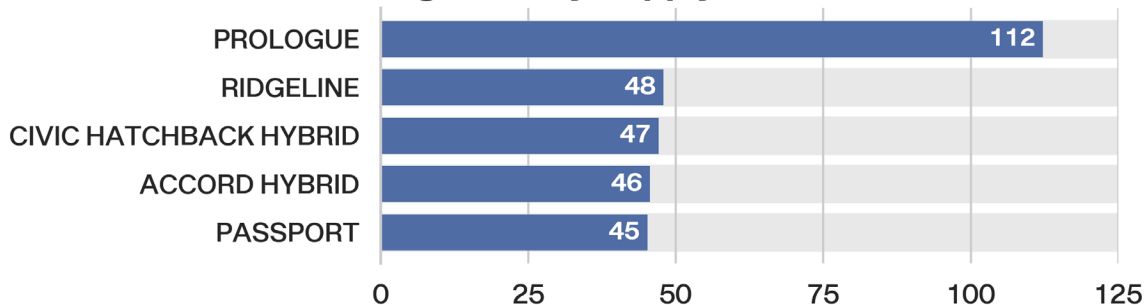
-1% (MoM)
-10% (YoY)
41% of Listings
Not Viewed

NC (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





HYUNDAI

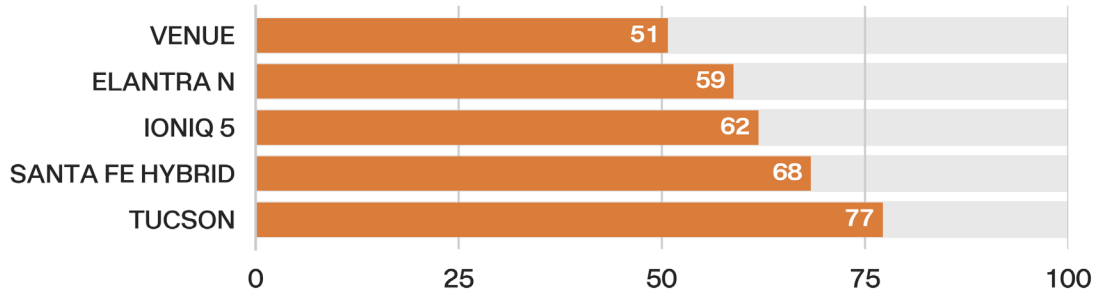
October 2024

- Hyundai had the biggest increase in EV sales of 19% MoM, with the IONIQ 5 increasing by 16% and the IONIQ 6 increasing by 36%.
- The Santa Fe continued to see increasing day supply at 125 days and an aging inventory with over 56% over 45 days on lot. The Santa Fe Hybrid saw nearly half of the day supply and aged inventory by comparison.

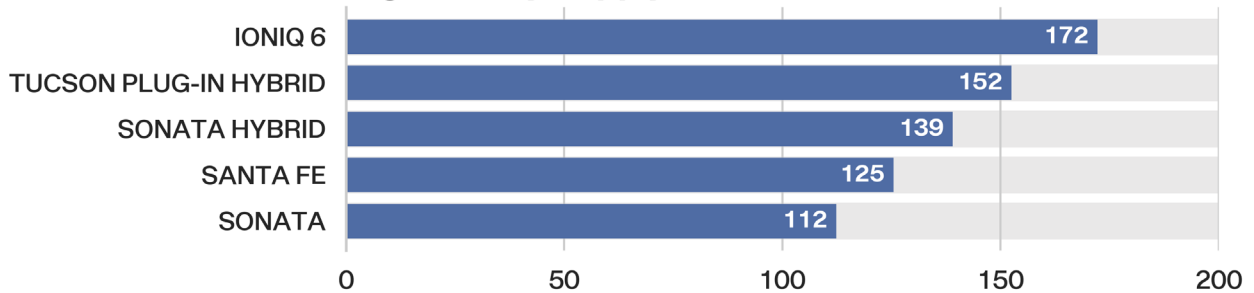
NEW

+6% (MoM) Sales Volume Change	+4 Days (MoM) +40 Days (YoY) 92 Day Supply	+2% (MoM) +26% (YoY) 54% Aged Inventory Over 45 Days Ending 03/31/24	+5% (MoM) +26% (YoY) 56% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) +23% (YoY) 52% Carryover Over 45 Days as of 03/01/24
+2% (MoM) +3% (YoY) \$36,475 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	+1% (MoM) 33% Sold With Markdown	+2% (MoM) -5% (YoY) 53% of Listings Not Viewed	NC (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





HYUNDAI

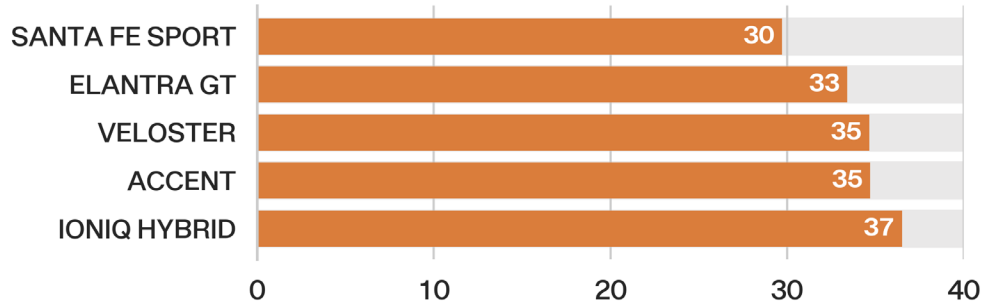
October 2024

- Even with a 3% increase in markdowns, EVs continued to struggle with sales falling another 15% and day supply climbing by 10 days to 51 days.

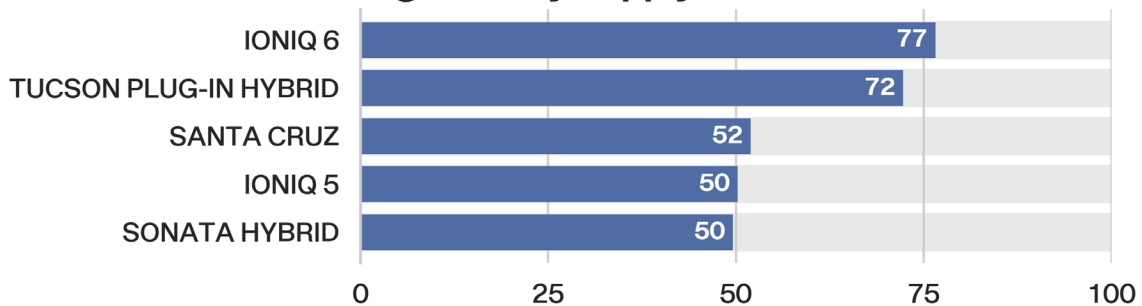
USED

+9% (MoM) Sales Volume Change	NC Day (MoM) -2 Days (YoY) 40 Day Supply	+2% (MoM) -3% (YoY) 46% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) -1% (YoY) 43% Aged Sales Over 45 Days as of 03/31/24	+4% (MoM) -1% (YoY) 45% Carryover Over 45 Days as of 03/01/24
NC (MoM) -2% (YoY) \$19,998 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+2% (MoM) 42% Sold With Markdown	NC (MoM) -6% (YoY) 48% of Listings Not Viewed	+3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



- › The QX80 had the largest increase in list price in the market of 6% MoM with 2025s making up over 90% of sales but starting to plateau in its third month.
- › The release of the 2025 QX50 last month helped to boost sales, up 11% MoM. Increased sales and fresh inventory caused aged ending inventory to drop by 15% to 50%.

NEW

NC (MoM)
Sales Volume
Change

+13 Days (MoM)
-6 Days (YoY)
98 Day Supply

+3% (MoM)
-5% (YoY)
52% Aged Inventory
Over 45 Days Ending
03/31/24

+2% (MoM)
-6% (YoY)
54% Aged Sales
Over 45 Days as of
03/31/24

+5% (MoM)
+3% (YoY)
50% Carryover
Over 45 Days as of
03/01/24

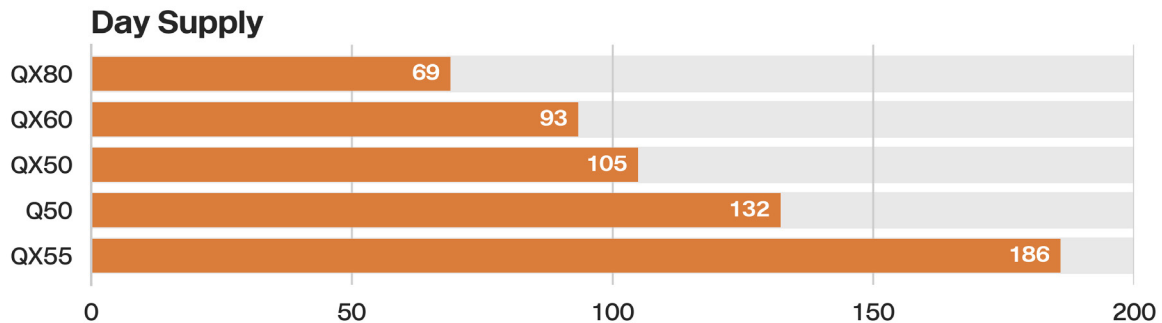
+1% (MoM)
+4% (YoY)
\$60,703 Price
Avg Last Listed

NC (MoM)
-4% Markdown
Price Reduction

-5% (MoM)
18% Sold
With Markdown

+3% (MoM)
-5% (YoY)
61% of Listings
Not Viewed

-12%
(MoM)
Demand

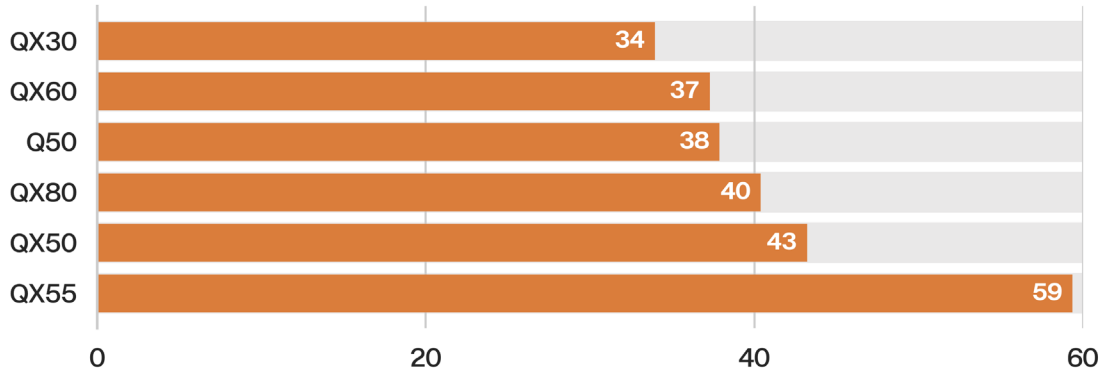


> All metrics move in line with the market.

USED

+10% (MoM) Sales Volume Change	-1 Days (MoM) -2 Days (YoY) 40 Day Supply	+1% (MoM) -3% (YoY) 46% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -2% (YoY) 43% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -2% (YoY) 47% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -8% (YoY) \$26,600 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 46% Sold With Markdown	-1% (MoM) -11% (YoY) 34% of Listings Not Viewed	+6% (MoM) Demand Change

Day Supply

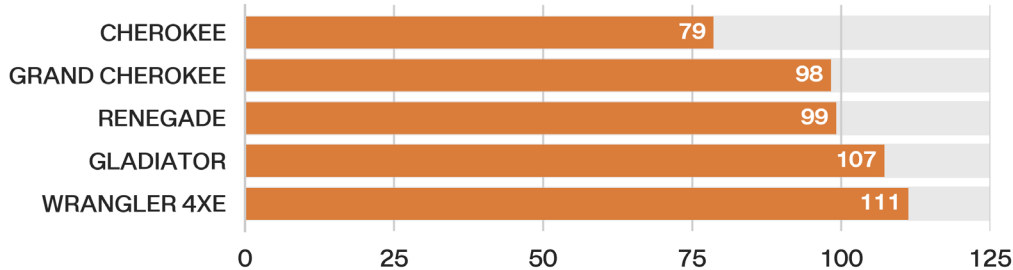


- › Jeep had the highest percent of sold units with a markdown, increasing by 5% MoM to 57% as the highly marked down Grand Cherokee 4XE more than doubled sales MoM.
- › Grand Cherokee 4XE fueled the largest correction in hybrid day supply in the market of 58 days MoM down to 119 days.

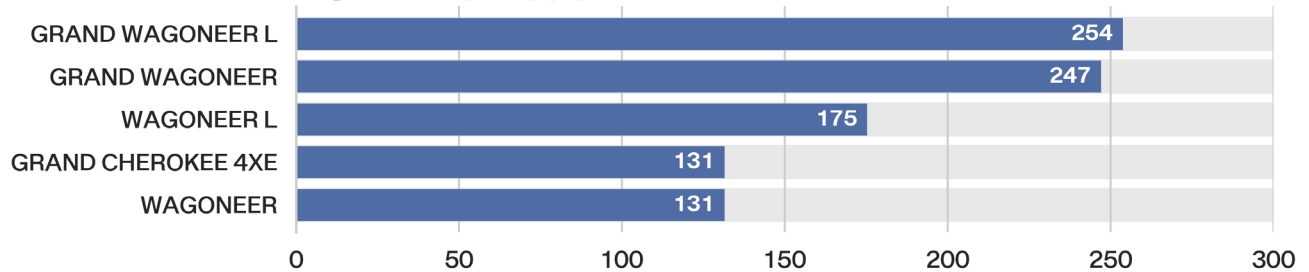
NEW

+1% (MoM) Sales Volume Change	+3 Days (MoM) +33 Days (YoY) 114 Day Supply	NC (MoM) +6% (YoY) 66% Aged Inventory Over 45 Days Ending	+5% (MoM) +12% (YoY) 69% Aged Sales Over 45 Days as of 03/31/24	-4% (MoM) +14% (YoY) 67% Carryover Over 45 Days as of 03/01/24
NC (MoM) -9% (YoY) \$47,454 Price Avg Last Listed	NC (MoM) -7% Markdown Price Reduction	+5% (MoM) 57% Sold With Markdown	NC (MoM) -9% (YoY) 49% of Listings Not Viewed	NC (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

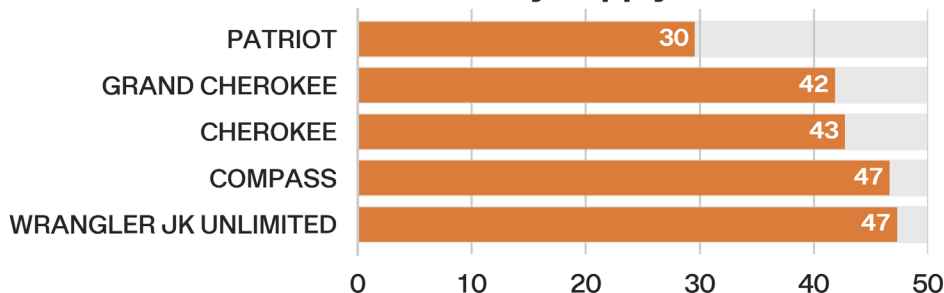


› All metrics move in line with the market.

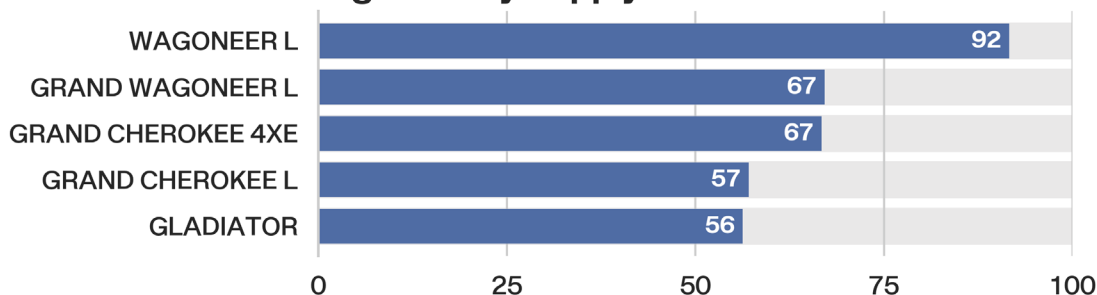
USED

+7% (MoM) Sales Volume Change	NC Days (MoM) -2 Days (YoY) 48 Day Supply	+3% (MoM) -1% (YoY) 53% Aged Inventory Over 45 Days Ending 03/31/24	+1% (MoM) -1% (YoY) 49% Aged Sales Over 45 Days as of 03/31/24	+3% (MoM) NC (YoY) 51% Carryover Over 45 Days as of 03/01/24
NC (MoM) -7% (YoY) \$24,999 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+1% (MoM) 49% Sold With Markdown	NC (MoM) -8% (YoY) 40% of Listings Not Viewed	+3% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- › The new K4 had a strong showing, more than doubling September's number as fresh inventory continues to hit the frontline.
- › Carnivals and Tellurides continue to face some headwinds with declining sales accounting for significantly less of Kia's monthly sales MoM and YoY.
- › Kia had the biggest drops in EV sales MoM for brands with similar inventory volumes of 13%, driven by a 16% drop in EV9s.

NEW

NC (MoM)
Sales Volume
Change

+9 Days (MoM)
+38 Days (YoY)
73 Day Supply

+2% (MoM)
+22% (YoY)
46% Aged Inventory
Over 45 Days Ending
03/31/24

+4% (MoM)
+28% (YoY)
43% Aged Sales
Over 45 Days as of
03/31/24

+4% (MoM)
+20% (YoY)
44% Carryover
Over 45 Days as of
03/01/24

-1% (MoM)
+2% (YoY)
\$34,245 Price
Avg Last Listed

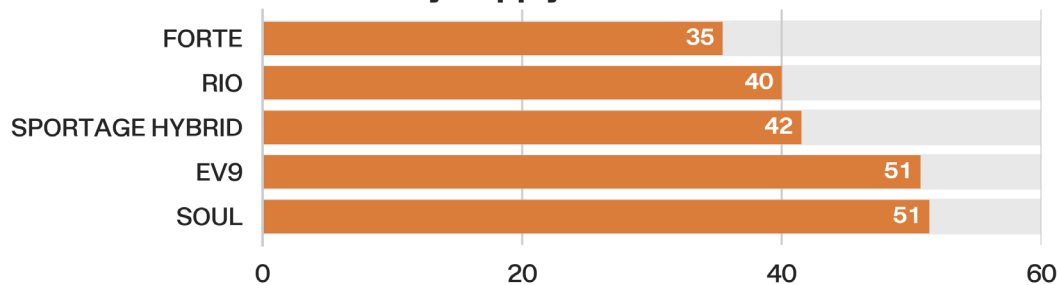
NC (MoM)
-3% Markdown
Price Reduction

NC (MoM)
28% Sold
With Markdown

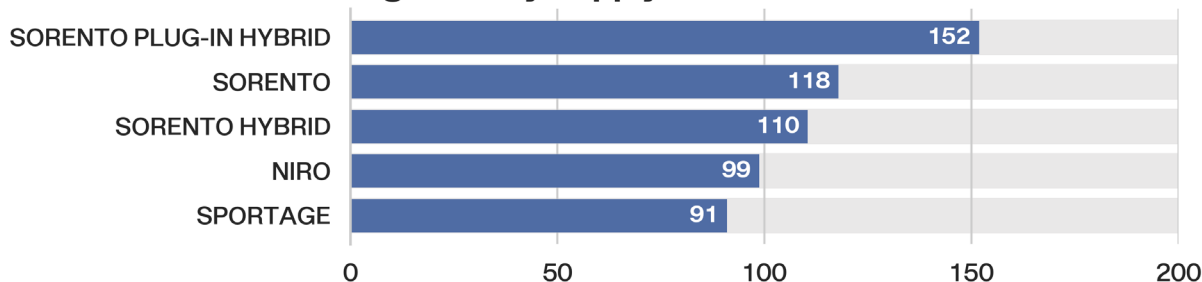
+2% (MoM)
+4% (YoY)
53% of Listings
Not Viewed

-11%
(MoM)
Demand

Lowest Day Supply



Highest Day Supply



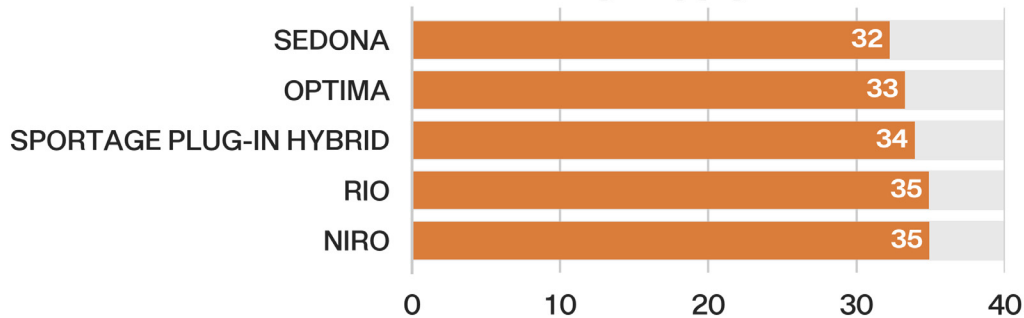


› All metrics move in line with the market.

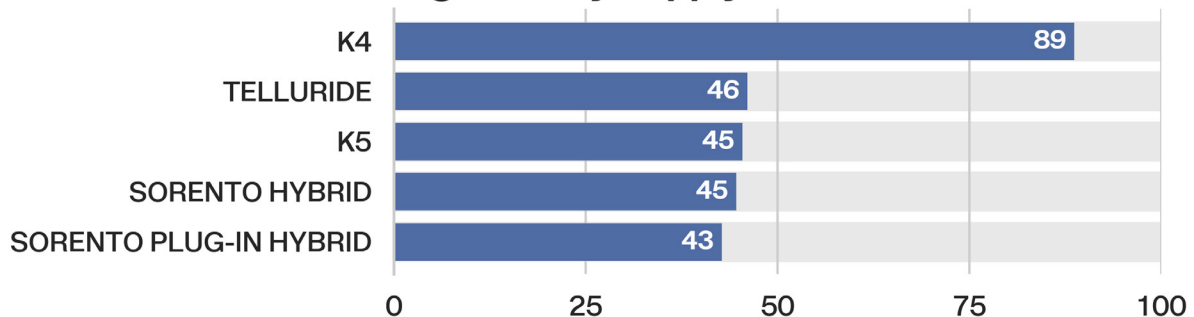
USED

+7% (MoM) Sales Volume Change	+1 Days (MoM) -2 Days (YoY) 40 Day Supply	+2% (MoM) -5% (YoY) 45% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) -3% (YoY) 42% Aged Sales Over 45 Days as of 03/31/24	+4% (MoM) -3% (YoY) 44% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -3% (YoY) \$19,495 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+2% (MoM) 41% Sold With Markdown	NC (MoM) -13% (YoY) 43% of Listings Not Viewed	+1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

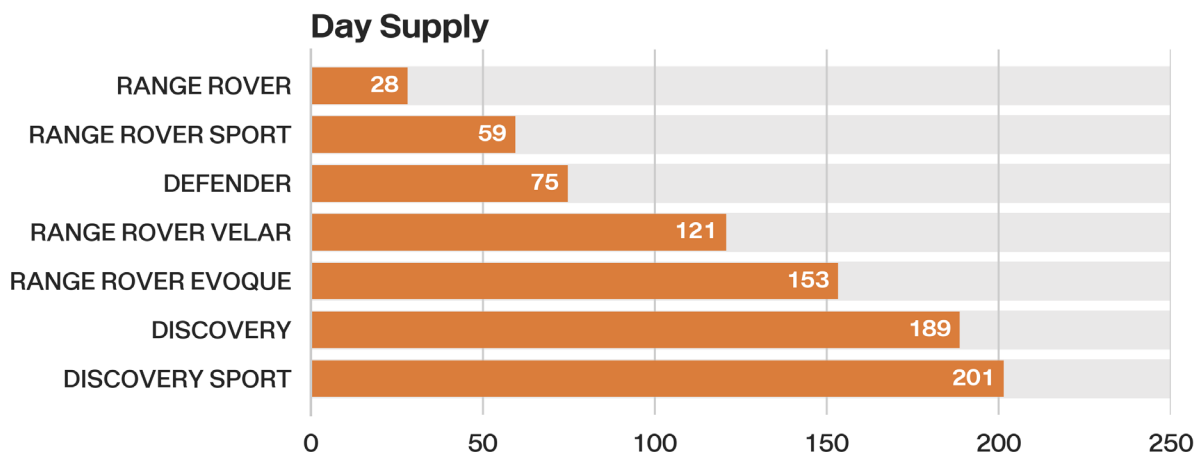




- › The 2025 Range Rover continued its good performance as 2025 sales doubled MoM and total model sales increased by over 60% for the second consecutive month. It made up more than 25% of Land Rover's October sales.
- › The Velar saw some significant aging with nearly 80% of ending inventory over 45 days on lot, 10% more than last month and any other Land Rover model.

NEW

+25% (MoM) Sales Volume Change	-5 Days (MoM) +24 Days (YoY) 75 Day Supply	-10% (MoM) -2% (YoY) 47% Aged Inventory Over 45 Days Ending 03/31/24	-8% (MoM) +9% (YoY) 42% Aged Sales Over 45 Days as of 03/31/24	+7% (MoM) +17% (YoY) 58% Carryover Over 45 Days as of 03/01/24
+3% (MoM) +10% (YoY) \$95,080 Price	NC (MoM) -3% Markdown Price Reduction	-1% (MoM) 4% Sold With Markdown	+7% (MoM) -4% (YoY) 44% of Listings Not Viewed	+11% (MoM) Demand



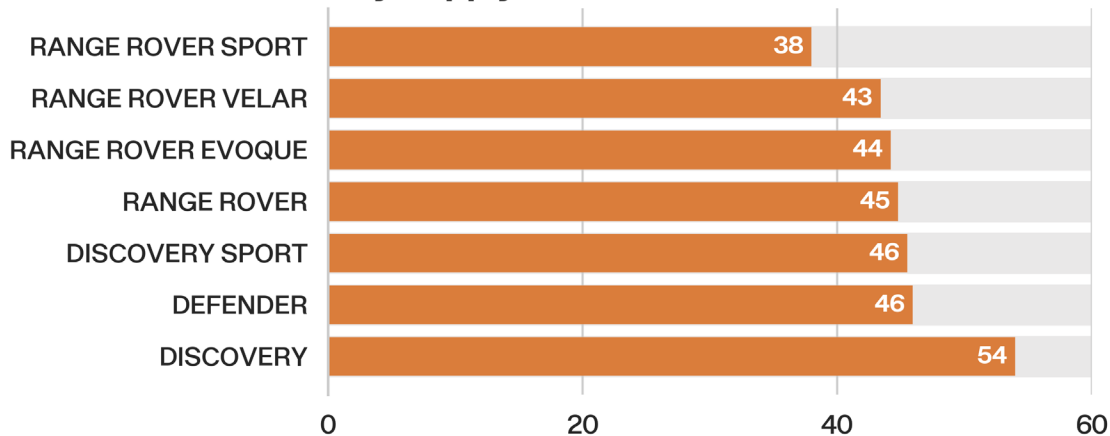


> Land Rover had the highest proportion of units sold over 30 days on lot in October.

USED

+10% (MoM) Sales Volume Change	-3 Days (MoM) -2 Days (YoY) 43 Day Supply	-1% (MoM) -1% (YoY) 52% Aged Inventory Over 45 Days Ending 03/31/24	-1% (MoM) +2% (YoY) 49% Aged Sales Over 45 Days as of 03/31/24	NC (MoM) +4% (YoY) 54% Carryover Over 45 Days as of 03/01/24
+2% (MoM) -6% (YoY) \$41,990 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-2% (MoM) 48% Sold With Markdown	+1% (MoM) -10% (YoY) 41% of Listings Not Viewed	+10% (MoM) Demand

Day Supply



- › The RX had a strong month with sales increasing by 11% MoM but now sits on a very tight day supply of just 22 days.
- › EVs continued to struggle, dropping sales by over 20% MoM but maintaining good inventory management with a 34 day supply and 43% of inventory over 45 days on lot.

NEW

+8% (MoM)
Sales Volume
Change

NC Days
(MoM)
-15 Days
(YoY)
30 Day Supply

NC (MoM)
NC (YoY)
20% Aged Inventory
Over 45 Days Ending
03/31/24

-2% (MoM)
-6% (YoY)
13% Aged Sales
Over 45 Days as of
03/31/24

-4% (MoM)
NC (YoY)
21% Carryover
Over 45 Days as of
03/01/24

NC (MoM)
+1% (YoY)
\$57,010 Price
Avg Last Listed

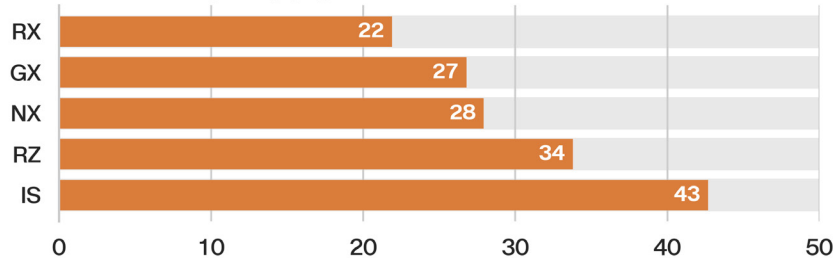
NC (MoM)
-2% Markdown
Price Reduction

NC (MoM)
8% Sold
With Markdown

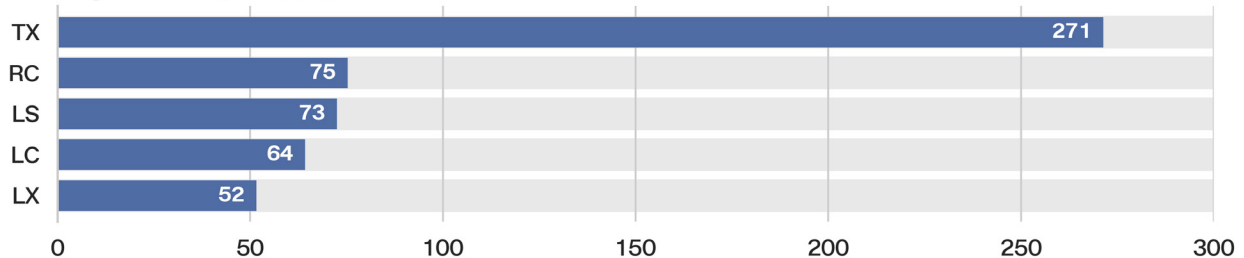
+2% (MoM)
-22% (YoY)
43% of Listings
Not Viewed

+2% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply

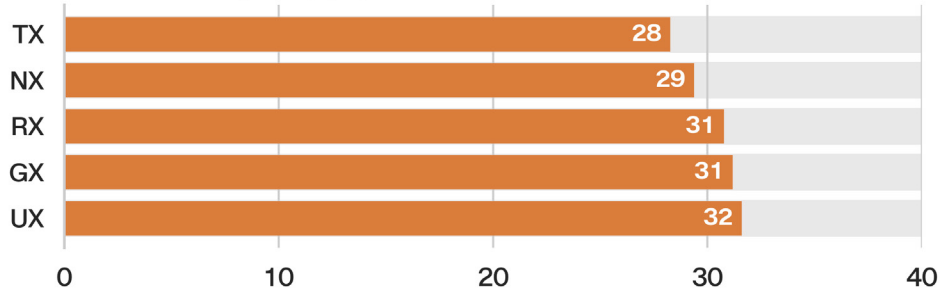


› Lexus saw the largest YoY decrease in day supply of 7 days down to 31 days.

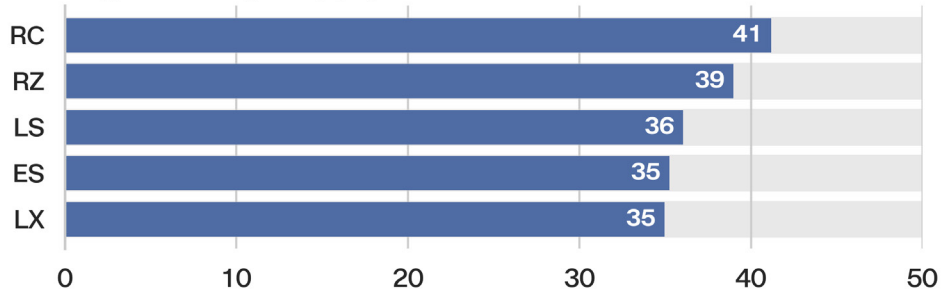
USED

+4% (MoM) Sales Volume Change	NC Days (MoM) -7 Days (YoY) 31 Day Supply	+1% (MoM) -5% (YoY) 38% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -3% (YoY) 37% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -7% (YoY) 38% Carryover Over 45 Days as of 03/01/24
+1% (MoM) +2% (YoY) \$37,288 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	NC (MoM) 39% Sold With Markdown	+1% (MoM) -10% (YoY) 35% of Listings Not Viewed	+4% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply

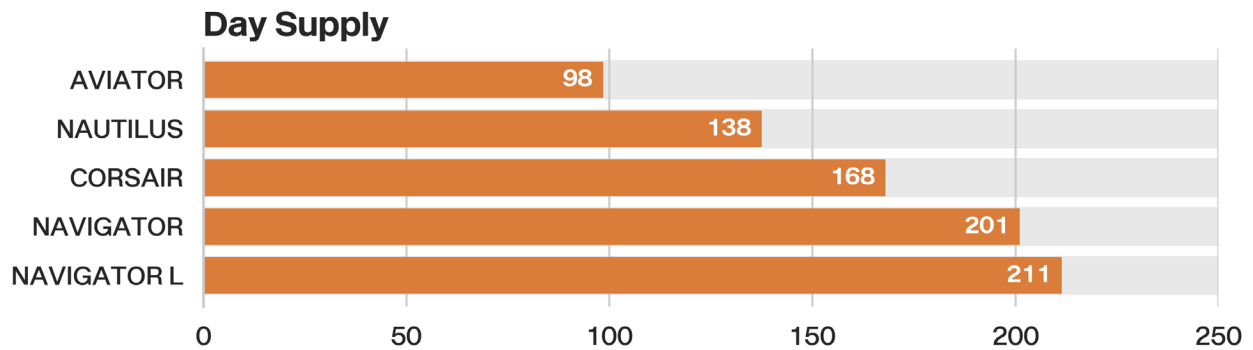




- > The Corsair saw a 19% increase in sales MoM driven by the release of 2025s last month.
- > Hybrids saw an 11% increase MoM in sales but aging and day supply continued to increase.

NEW

+10% (MoM) Sales Volume Change	NC Days (MoM) +46 Days (YoY) 144 Day Supply	+1% (MoM) +14% (YoY) 66% Aged Inventory Over 45 Days Ending 03/31/24	-2% (MoM) +18% (YoY) 69% Aged Sales Over 45 Days as of 03/31/24	+1% (MoM) +19% (YoY) 65% Carryover Over 45 Days as of 03/01/24
-1% (MoM) +1% (YoY) \$61,850 Price Avg Last Listed	NC (MoM) -4% Markdown Price Reduction	-1% (MoM) 33% Sold With Markdown	NC (MoM) -17% (YoY) 58% of Listings Not Viewed	+5% (MoM) Demand Change

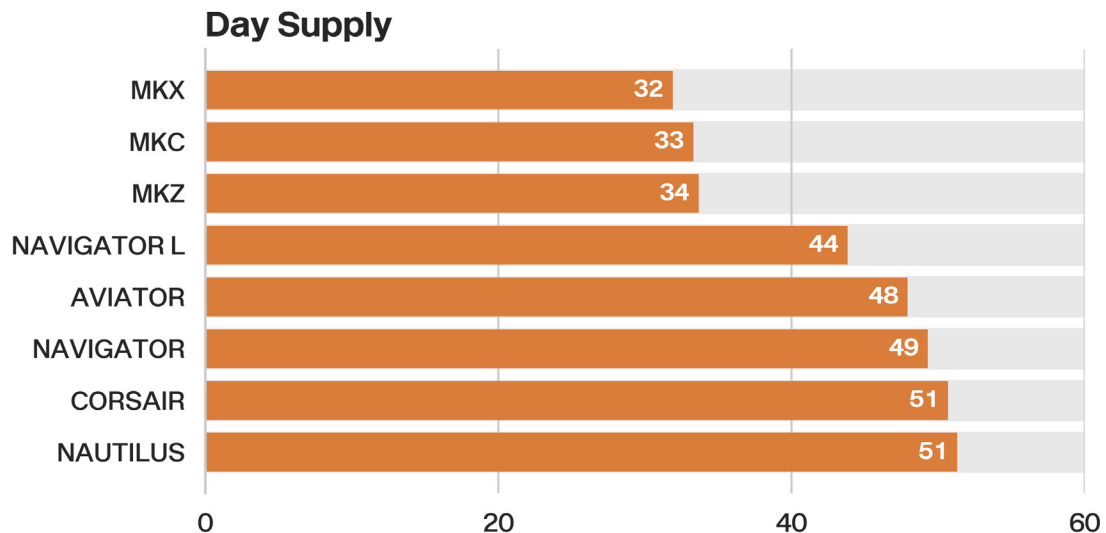




› Lincoln had one of the largest increases in sales MoM of 17% with Aviators rising by 31%.

USED

+17% (MoM) Sales Volume Change	-3 Days (MoM) -5 Days (YoY) 44 Day Supply	-1% (MoM) -5% (YoY) 50% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -2% (YoY) 47% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -1% (YoY) 52% Carryover Over 45 Days as of 03/01/24
+2% (MoM) -5% (YoY) \$29,995 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+2% (MoM) 45% Sold With Markdown	-1% (MoM) -11% (YoY) 42% of Listings Not Viewed	+11% (MoM) Demand



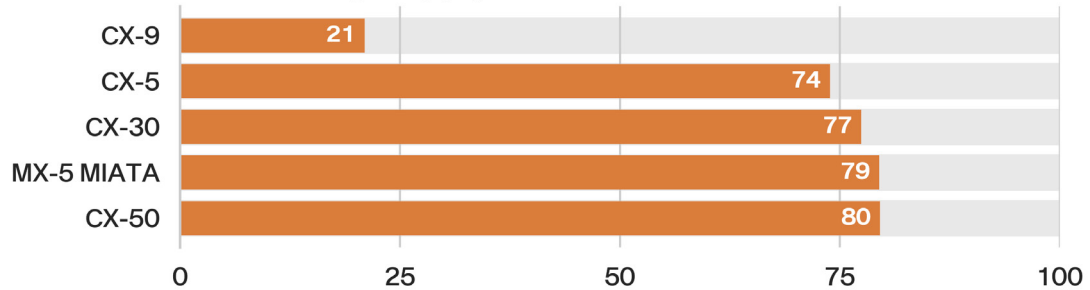


- Mazda had one of the largest MoM increases in inventory of over 30%, causing a market high increase in day supply of 22 days to 88 days.
- Mazda had the largest increase in hybrid day supply MoM of 36 days up to 127 days.
- The release of the 2025 last month spurred a 32% MoM increase in sales of the Mazda 3 Sedan.

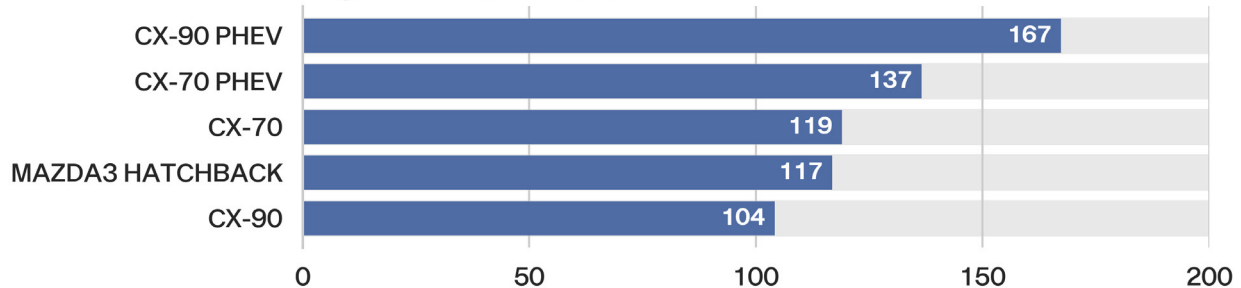
NEW

+3% (MoM) Sales Volume Change	+22 Days (MoM) +44 Days (YoY) 88 Day Supply	-7% (MoM) +9% (YoY) 34% Aged Inventory Over 45 Days Ending 03/31/24	-2% (MoM) +24% (YoY) 46% Aged Sales Over 45 Days as of 03/31/24	-7% (MoM) +16% (YoY) 42% Carryover Over 45 Days as of 03/01/24
+1% (MoM) +1% (YoY) \$33,570 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	NC (MoM) 25% Sold With Markdown	+2% (MoM) NC (YoY) 60% of Listings Not Viewed	-23% (MoM) Demand

Lowest Day Supply



Highest Day Supply



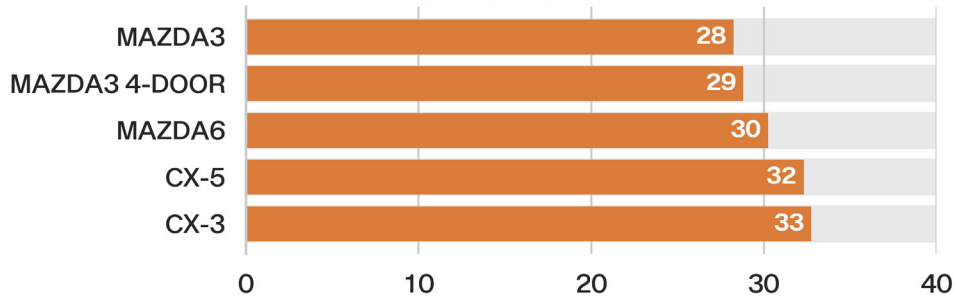


› Mazda had the highest percent of hybrid sales over 30 days at 64% as well as the highest percent of hybrid units sold with a markdown at 65%.

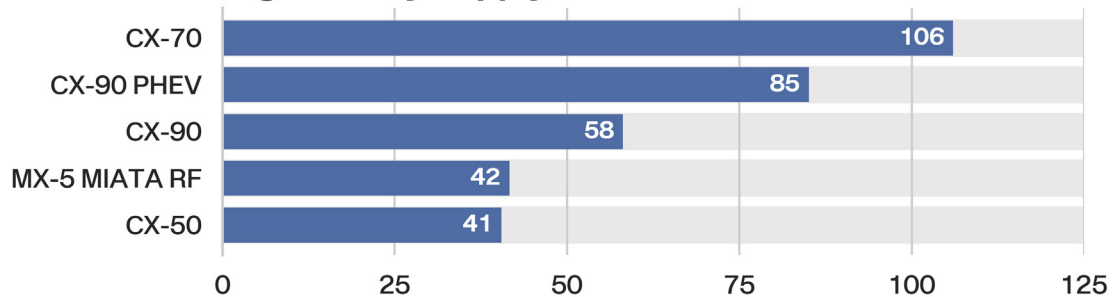
USED

+6% (MoM) Sales Volume Change	+1 Days (MoM) -1 Days (YoY) 35 Day Supply	+2% (MoM) -3% (YoY) 40% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) +3% (YoY) 40% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) +1% (YoY) 41% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -4% (YoY) \$23,199 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 41% Sold With Markdown	-1% (MoM) -6% (YoY) 38% of Listings Not Viewed	+1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- GLS sales rebound by 56% MoM as sales of the 2025s tripled.
- The C-Class continued to struggle with sales falling by 12% MoM and day supply increasing by 41 days to 150 days. It currently makes up 15% of Mercedes' ending inventory but accounted for just 9% of October sales.

NEW

+6% (MoM)
Sales Volume
Change

+7 Days (MoM)
+43 Days (YoY)
97 Day Supply

+2% (MoM)
+8% (YoY)
55% Aged Inventory
Over 45 Days Ending
03/31/24

-1% (MoM)
+9% (YoY)
48% Aged Sales
Over 45 Days as of
03/31/24

-4% (MoM)
+2% (YoY)
54% Carryover
Over 45 Days as of
03/01/24

+3% (MoM)
-4% (YoY)
\$70,585 Price
Avg Last Listed

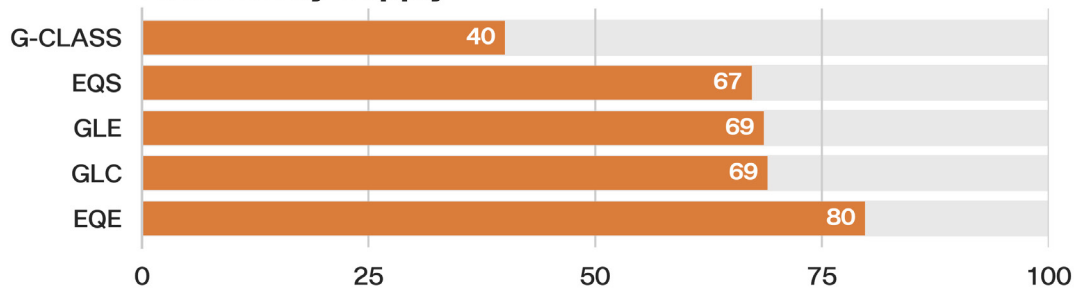
-1% (MoM)
-3% Markdown
Price Reduction

-1% (MoM)
4% Sold
With Markdown

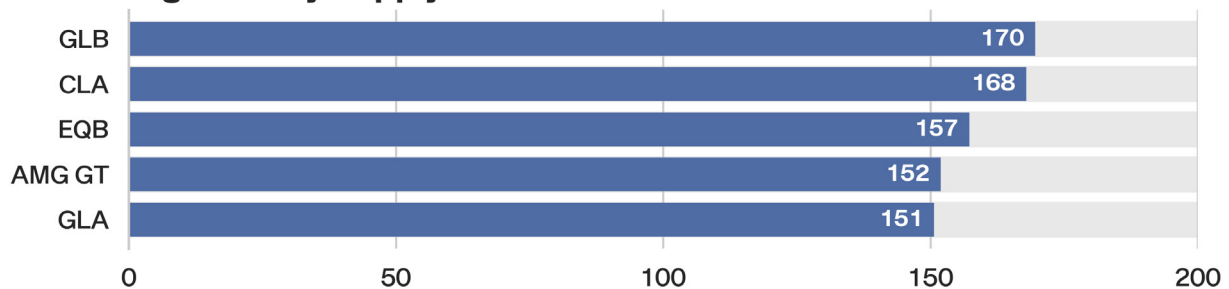
+1% (MoM)
-5% (YoY)
49% of Listings
Not Viewed

-3% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply



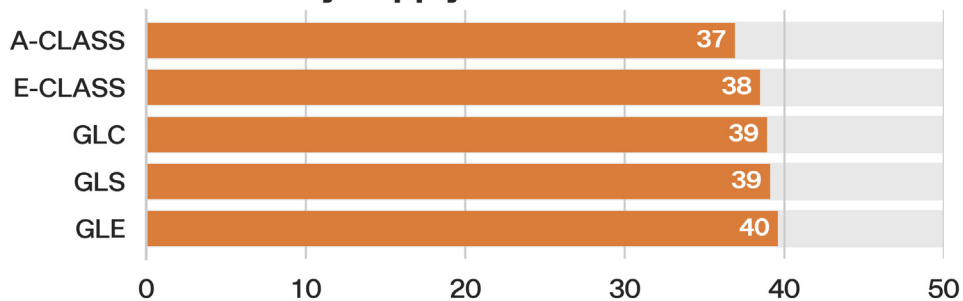


- › Mercedes had the largest drop in day supply from 4 days MoM to 42 days as the G-Class inventory dropped by a market high of 16%.
- › EV day supply made a 11 day correction MoM to 56 days as sales rose by 30%.

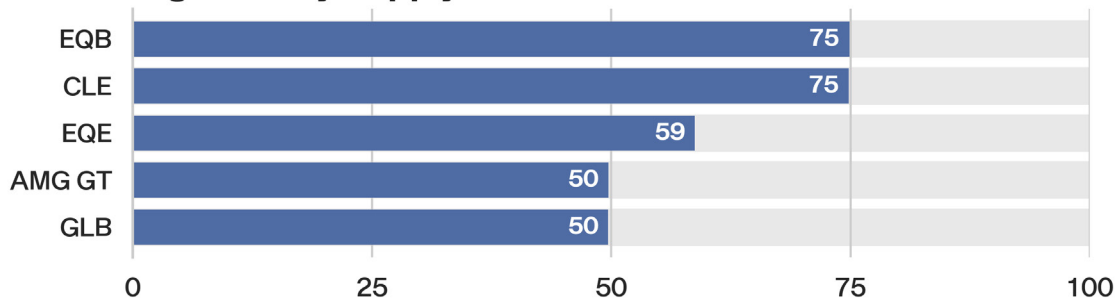
USED

+14% (MoM) Sales Volume Change	-4 Days (MoM) -4 Days (YoY) 42 Day Supply	+2% (MoM) -1% (YoY) 51% Aged Inventory Over 45 Days Ending 03/31/24	+1% (MoM) -1% (YoY) 46% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -1% (YoY) 51% Carryover Over 45 Days as of 03/01/24
NC (MoM) -7% (YoY) \$35,995 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	NC (MoM) 42% Sold With Markdown	-1% (MoM) -8% (YoY) 36% of Listings Not Viewed	+13% (MoM) Demand

Lowest Day Supply



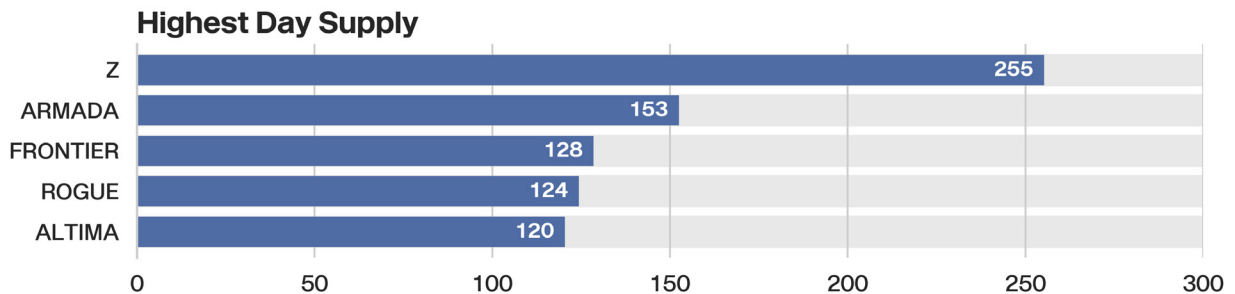
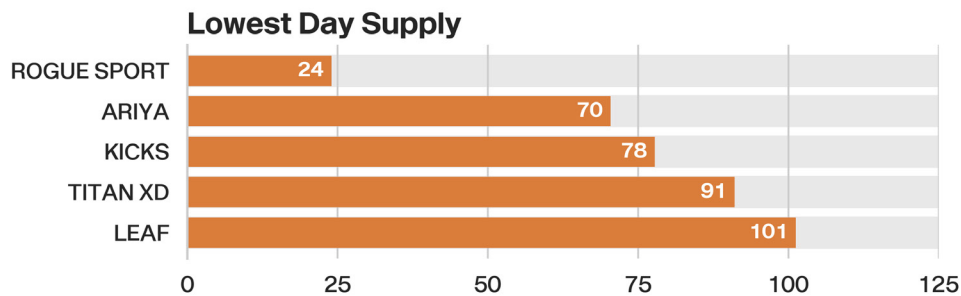
Highest Day Supply



- › Kicks continued its strong performance, increasing sales by 39% MoM to make up over 16% of Nissan's October sales, 4% more than any other month this year.
- › Nissan had one of the biggest drops in EV sales MoM for brands with similar inventory volumes of 8% driven by a 13% drop in Ariyas.

NEW

+6% (MoM) Sales Volume Change	+13 Days (MoM) +38 Days (YoY) 112 Day Supply	NC (MoM) +14% (YoY) 53% Aged Inventory Over 45 Days Ending 03/31/24	-7% (MoM) +17% (YoY) 59% Aged Sales Over 45 Days as of 03/31/24	-11% (MoM) +18% (YoY) 54% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -5% (YoY) \$31,460 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	-1% (MoM) 39% Sold With Markdown	+1% (MoM) -6% (YoY) 61% of Listings Not Viewed	-7% (MoM) Demand Change

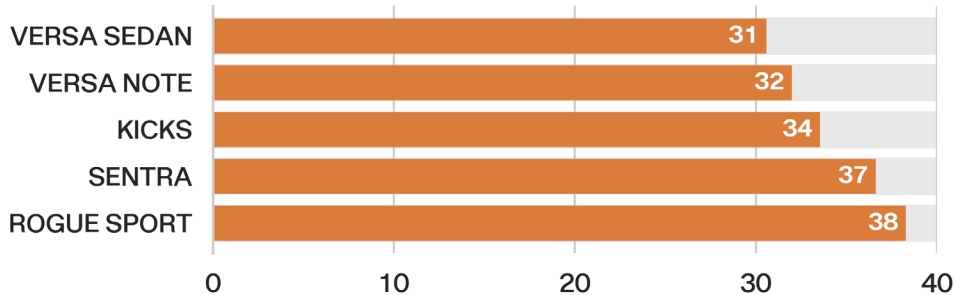


› The Pathfinder had the largest increase in list price in the market YoY of 18%.

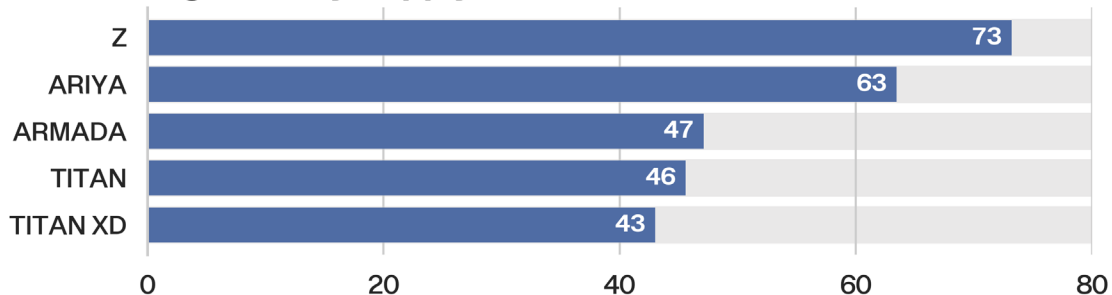
USED

+9% (MoM) Sales Volume Change	NC Days (MoM) NC Days (YoY) 40 Day Supply	+2% (MoM) -1% (YoY) 46% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) -1% (YoY) 42% Aged Sales Over 45 Days as of 03/31/24	+4% (MoM) NC (YoY) 45% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -4% (YoY) \$20,100 Price Avg Last Listed	NC (MoM) -6% Markdown Price Reduction	+2% (MoM) 42% Sold With Markdown	NC (MoM) -10% (YoY) 46% of Listings Not Viewed	+4% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





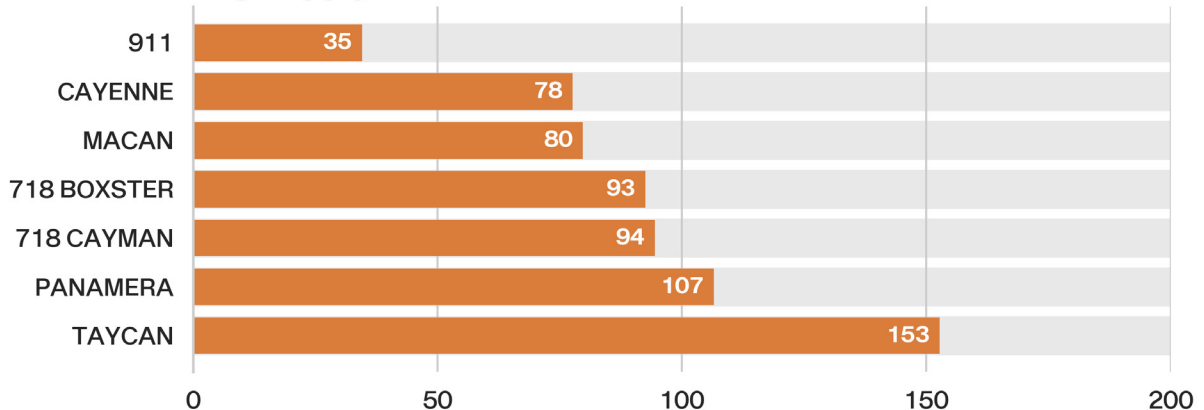
PORSCHE

- › Porsche had the largest increase in sales MoM of 32% as 2025s became more available across all models.
- › 2025 also drove the largest list price increase in the market of 4% MoM, driven by the Macan.

NEW

+32% (MoM) Sales Volume Change	-9 Days (MoM) -8 Days (YoY) 79 Day Supply	+1% (MoM) +3% (YoY) 50% Aged Inventory Over 45 Days Ending 03/31/24	-10% (MoM) +2% (YoY) 46% Aged Sales Over 45 Days as of 03/31/24	-11% (MoM) +1% (YoY) 50% Carryover Over 45 Days as of 03/01/24
+4% (MoM) +3% (YoY) \$103,685 Price Avg Last Listed	+4% (MoM) -6% Markdown Price Reduction	NC (MoM) 2% Sold With Markdown	+4% (MoM) -13% (YoY) 43% of Listings Not Viewed	+15% (MoM) Demand

Day Supply





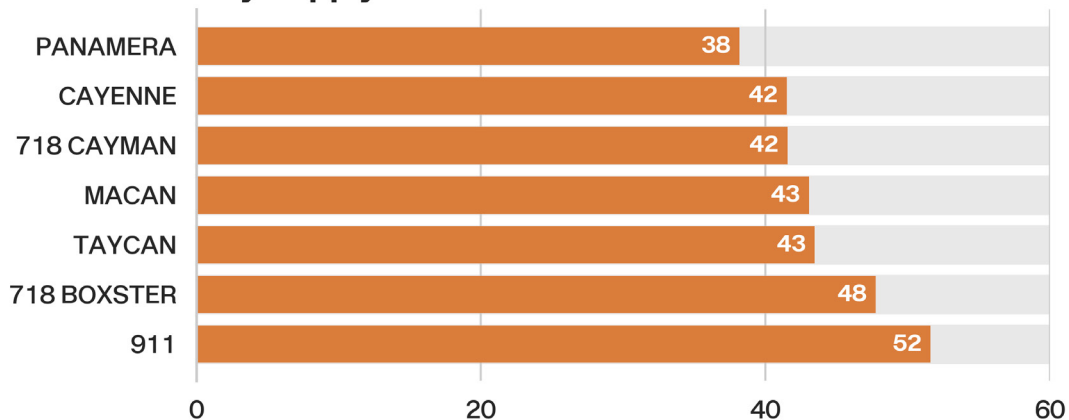
PORSCHE

➤ Porsche saw the largest increase in sales in the market of 17% MoM.

USED

+17% (MoM) Sales Volume Change	-5 Days (MoM) -5 Days (YoY) 44 Day Supply	-2% (MoM) -1% (YoY) 52% Aged Inventory Over 45 Days Ending 03/31/24	NC (MoM) +1% (YoY) 48% Aged Sales Over 45 Days as of 03/31/24	+1% (MoM) +4% (YoY) 55% Carryover Over 45 Days as of 03/01/24
NC (MoM) NC (YoY) \$63,897 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	-1% (MoM) 42% Sold With Markdown	-1% (MoM) -13% (YoY) 31% of Listings Not Viewed	+15% (MoM) Demand

Day Supply





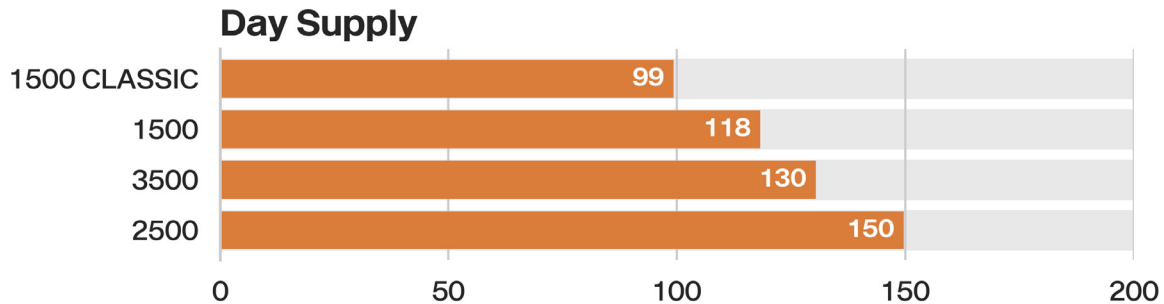
RAM

October 2024

- RAM continued to take measures to reduce aging and day supply, increasing the average markdown to 9%.
- Aged inventory fell by 7% MoM with improvement across all models, especially the 1500 that dropped by 10%.

NEW

+16% (MoM) Sales Volume Change	-9 Days (MoM) +36 Days (YoY) 132 Day Supply	-7% (MoM) +11% (YoY) 65% Aged Inventory Over 45 Days Ending 03/31/24	-1% (MoM) +8% (YoY) 68% Aged Sales Over 45 Days as of 03/31/24	-2% (MoM) +23% (YoY) 73% Carryover Over 45 Days as of 03/01/24
-2% (MoM) -2% (YoY) \$60,015 Price Avg Last Listed	-1% (MoM) -9% Markdown Price Reduction	-2% (MoM) 52% Sold With Markdown	-3% (MoM) -11% (YoY) 44% of Listings Not Viewed	+10% (MoM) Demand





RAM

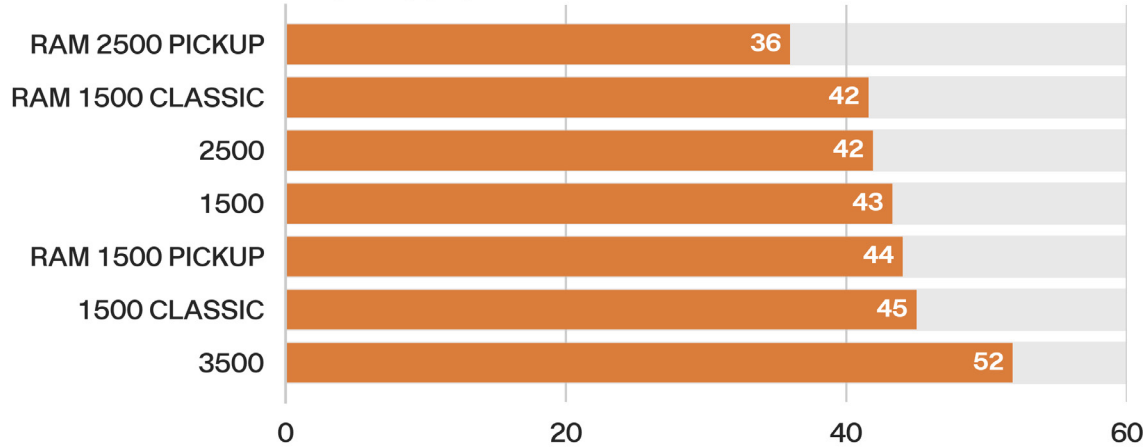
October 2024

➤ RAM had the largest decrease in list price YoY of 10%.

USED

+9% (MoM) Sales Volume Change	NC Days (MoM) -4 Days (YoY) 44 Day Supply	+1% (MoM) -3% (YoY) 49% Aged Inventory Over 45 Days Ending 03/31/24	+1% (MoM) -4% (YoY) 44% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -1% (YoY) 50% Carryover Over 45 Days as of 03/01/24
-1% (MoM) -10% (YoY) \$33,999 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	NC (MoM) 43% Sold With Markdown	-1% (MoM) -10% (YoY) 36% of Listings Not Viewed	+5% (MoM) Demand Change

Day Supply





SUBARU

October 2024

- › The Forester gained traction as the Crosstrek lost momentum, following several months of maintaining a day supply below 50 days. However fresh inventory has boosted day supply up by 10 days for both the Forester and Crosstrek.
- › The Solterra continued to struggle, dropping sales by another 2% MoM as prices remained unchanged without markdowns.

NEW

+6% (MoM)
Sales Volume
Change

+7 Days (MoM)
+18 Days (YoY)
63 Day Supply

-1% (MoM)
+12% (YoY)
33% Aged Inventory
Over 45 Days Ending
03/31/24

+1% (MoM)
+18% (YoY)
41% Aged Sales
Over 45 Days as of
03/31/24

+2% (MoM)
+19% (YoY)
35% Carryover
Over 45 Days as of
03/01/24

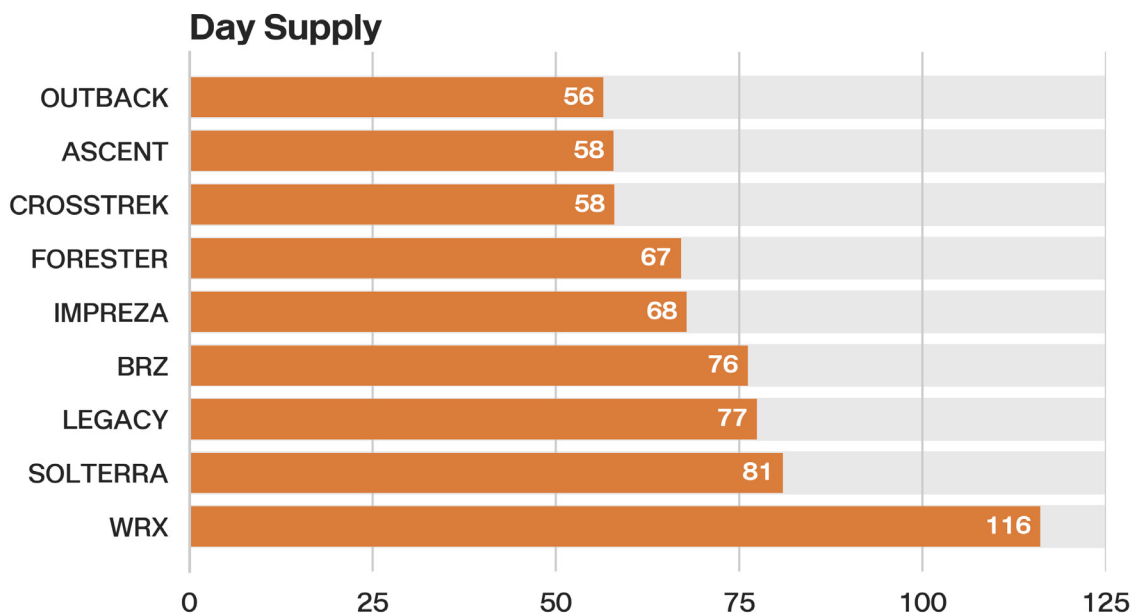
NC (MoM)
NC (YoY)
\$35,347 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+1% (MoM)
26% Sold
With Markdown

-1% (MoM)
-16% (YoY)
41% of Listings
Not Viewed

-8% (MoM)
Demand
Change





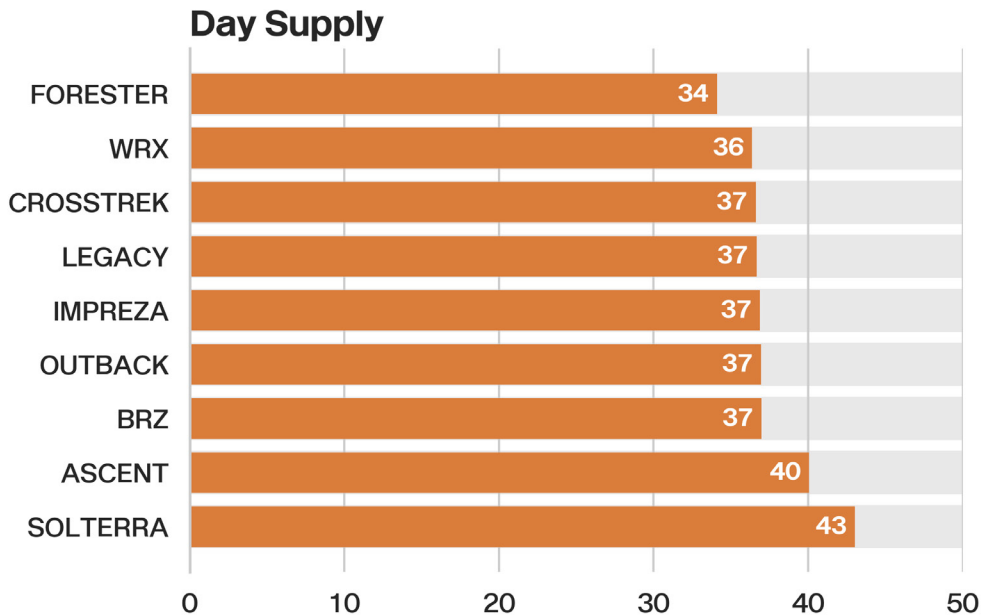
SUBARU

October 2024

› All metrics move in line with the market.

USED SUBARU

+9% (MoM) Sales Volume Change	NC Days (MoM) -3 Days (YoY) 36 Day Supply	+2% (MoM) -2% (YoY) 41% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) -2% (YoY) 39% Aged Sales Over 45 Days as of 03/31/24	+3% (MoM) -1% (YoY) 41% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -7% (YoY) \$24,241 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+2% (MoM) 41% Sold With Markdown	NC (MoM) -11% (YoY) 43% of Listings Not Viewed	+2% (MoM) Demand Change





TOYOTA

- › Toyota held the top 4 lowest day supplies in the market across all new models, all below 20 days.
- › The 4Runner had the largest drop in sales in the market as the release of the 2025 model continues to be delayed.

NEW

+5% (MoM)
Sales Volume
Change

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

NC (MoM)
+5% (YoY)
18% Aged Inventory
Over 45 Days Ending
03/31/24

+1% (MoM)
+2% (YoY)
14% Aged Sales
Over 45 Days as of
03/31/24

+3% (MoM)
+6% (YoY)
19% Carryover
Over 45 Days as of
03/01/24

-1% (MoM)
-2% (YoY)
\$38,669 Price
Avg Last Listed

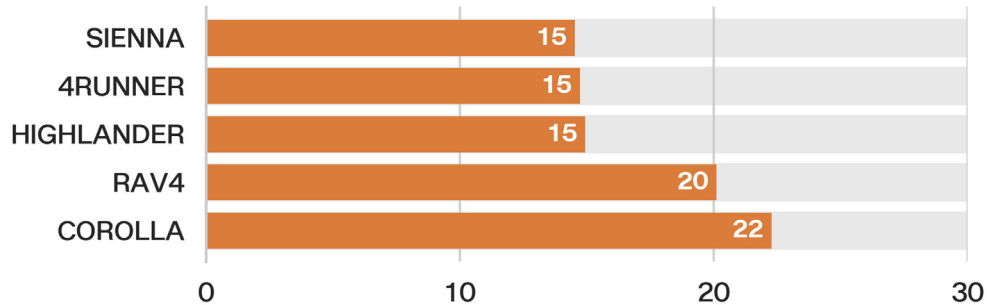
NC (MoM)
-3% Markdown
Price Reduction

+2% (MoM)
12% Sold
With Markdown

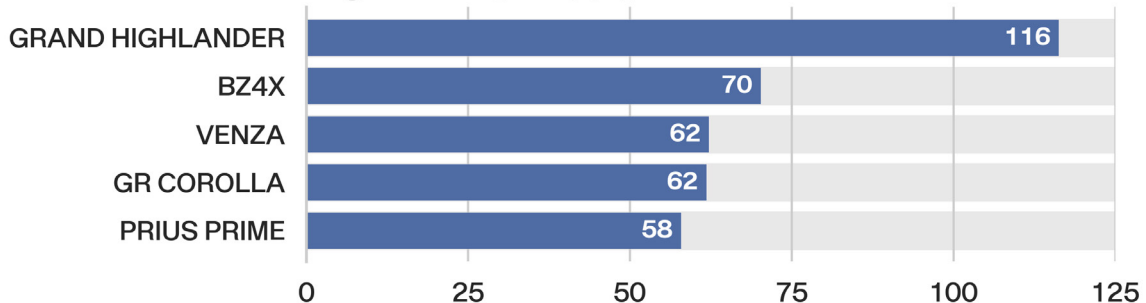
+1% (MoM)
-10% (YoY)
51% of Listings
Not Viewed

-1% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





TOYOTA

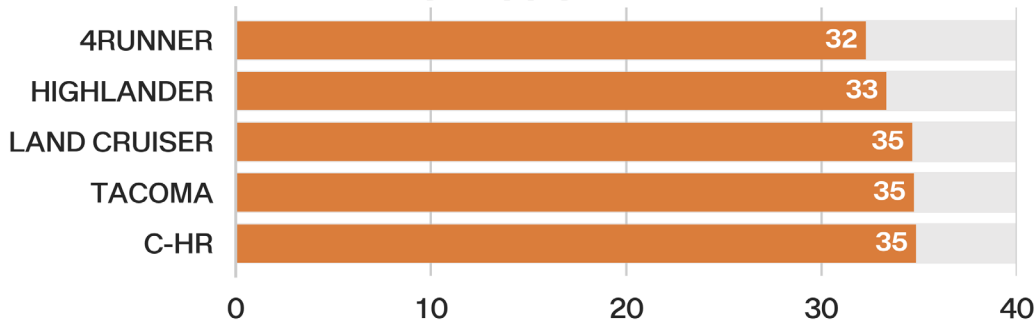
October 2024

- › Toyota had the largest increase in inventory MoM of 5%.
- › The CH-R had the largest decrease in sales of 4% MoM in the market while the Avalon had the largest decrease in list price of 7%.
- › The Grand Highlander resumed sales after the stop sale was lifted late last month.

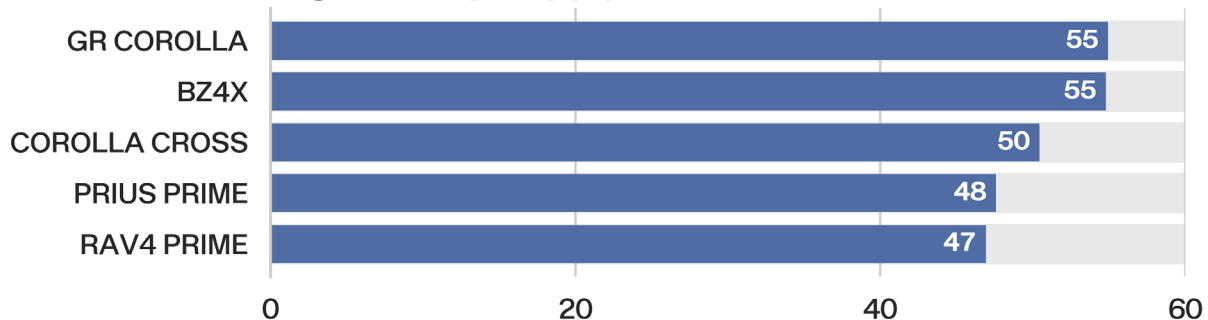
USED

+9% (MoM) Sales Volume Change	+1 Day (MoM) -1 Days (YoY) 38 Day Supply	+3% (MoM) -2% (YoY) 43% Aged Inventory Over 45 Days Ending 03/31/24	+5% (MoM) -1% (YoY) 40% Aged Sales Over 45 Days as of 03/31/24	+5% (MoM) -1% (YoY) 41% Carryover Over 45 Days as of 03/01/24
NC (MoM) NC (YoY) \$28,764 Price Avg Last Listed	-1% (MoM) -5% Markdown Price Reduction	+3% (MoM) 42% Sold With Markdown	NC (MoM) -10% (YoY) 39% of Listings Not Viewed	+1% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- › The ID.4 stop sale caused EV sales to plummet in October and day supply to surge to over 300 days.
- › The Tiguan continued to increase sales, up 15% MoM, making up well over 30% of Volkswagen's October sales.

NEW

+3% (MoM)
Sales Volume
Change

+4 Days (MoM)
+31 Days (YoY)
94 Day Supply

+8% (MoM)
+22% (YoY)
60% Aged Inventory
Over 45 Days Ending
03/31/24

+4% (MoM)
+21% (YoY)
58% Aged Sales
Over 45 Days as of
03/31/24

+2% (MoM)
+17% (YoY)
53% Carryover
Over 45 Days as of
03/01/24

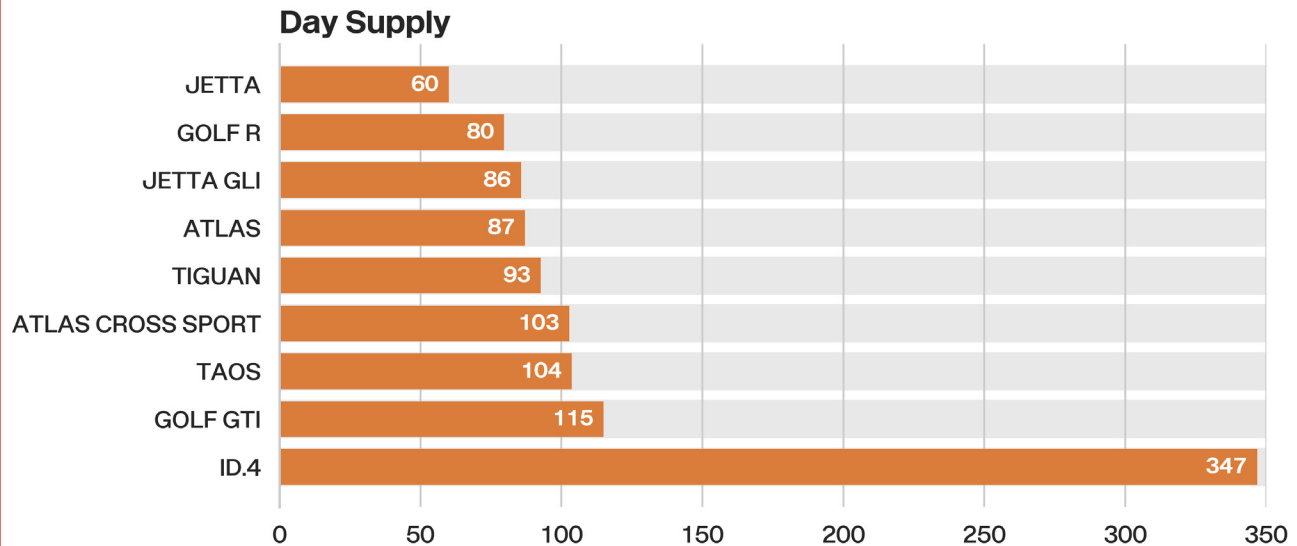
-1% (MoM)
-4% (YoY)
\$35,215 Price
Avg Last Listed

NC (MoM)
-5% Markdown
Price Reduction

+2% (MoM)
34% Sold
With Markdown

-1% (MoM)
-19% (YoY)
43% of Listings
Not Viewed

NC (MoM)
Demand
Change



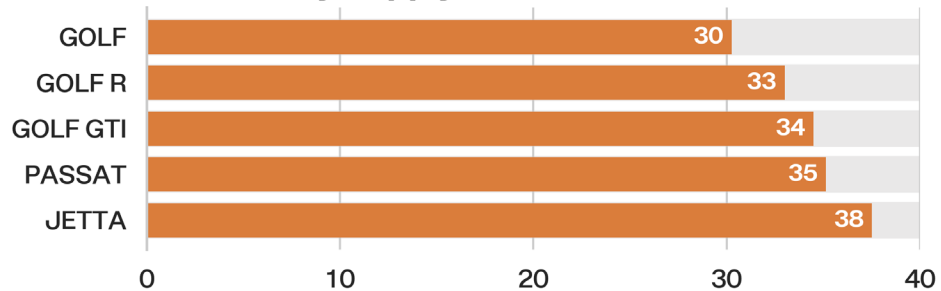


> All metrics move in line with the market.

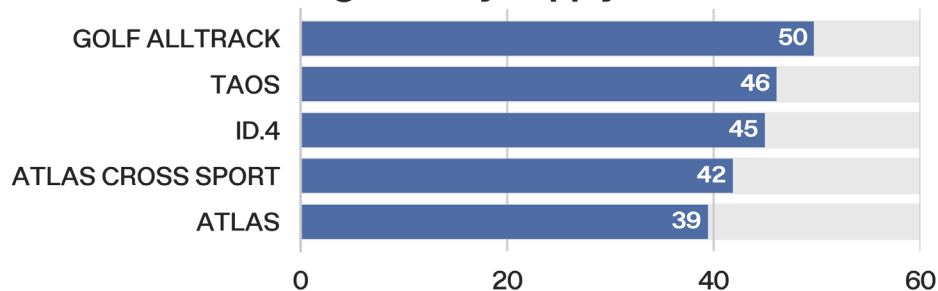
USED

+11% (MoM) Sales Volume Change	-1 Days (MoM) -6 Days (YoY) 39 Day Supply	NC (MoM) -5% (YoY) 44% Aged Inventory Over 45 Days Ending 03/31/24	+3% (MoM) -4% (YoY) 43% Aged Sales Over 45 Days as of 03/31/24	+5% (MoM) -1% (YoY) 45% Carryover Over 45 Days as of 03/01/24
+1% (MoM) -8% (YoY) \$21,195 Price Avg Last Listed	NC (MoM) -5% Markdown Price Reduction	+1% (MoM) 43% Sold With Markdown	NC (MoM) -9% (YoY) 44% of Listings Not Viewed	+5% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply



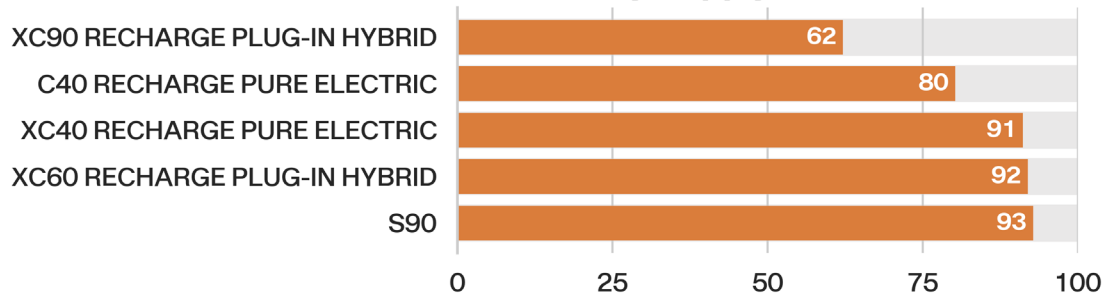


- › Volvo had one of the biggest increases in EV units sold with a markdown of 6% MoM to 34%.
- › The XC90 Plug-In Hybrid continued to gain momentum, increasing sales by 84% MoM, making up over 18% of Volvo's sales for October.

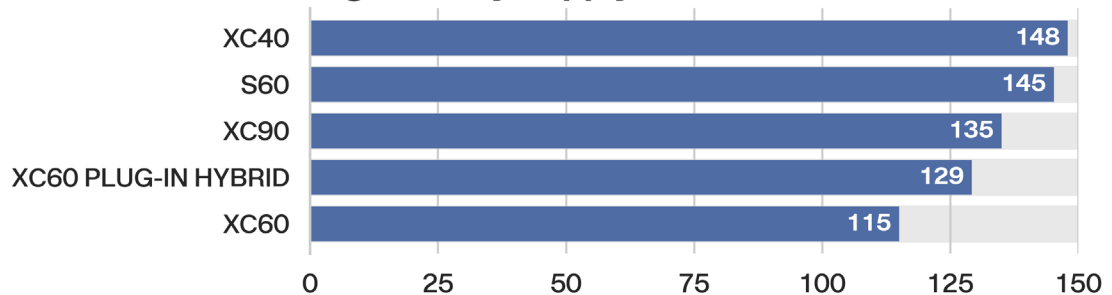
NEW

+17% (MoM) Sales Volume Change	-10 Days (MoM) +36 Days (YoY) 119 Day Supply	+7% (MoM) +11% (YoY) 63% Aged Inventory Over 45 Days Ending 03/31/24	+2% (MoM) +3% (YoY) 67% Aged Sales Over 45 Days as of 03/31/24	+2% (MoM) -4% (YoY) 57% Carryover Over 45 Days as of 03/01/24
+2% (MoM) +7% (YoY) \$63,045 Price Avg Last Listed	NC (MoM) -3% Markdown Price Reduction	-5% (MoM) 17% Sold With Markdown	+4% (MoM) -5% (YoY) 47% of Listings Not Viewed	+9% (MoM) Demand Change

Lowest Day Supply



Highest Day Supply





- › The XC40 had one of the biggest increases in day supply MoM of 8 days to 44 days.
- › While Volvo had the largest decrease in EV sales MoM of 25%, it had the lowest day supply of 36 days.

USED

+4% (MoM)
Sales Volume
Change

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

+1% (MoM)
-3% (YoY)
46% Aged Inventory
Over 45 Days Ending
03/31/24

NC (MoM)
-1% (YoY)
48% Aged Sales
Over 45 Days as of
03/31/24

NC (MoM)
-2% (YoY)
47% Carryover
Over 45 Days as of
03/01/24

NC (MoM)
-6% (YoY)
\$32,975 Price
Avg Last Listed

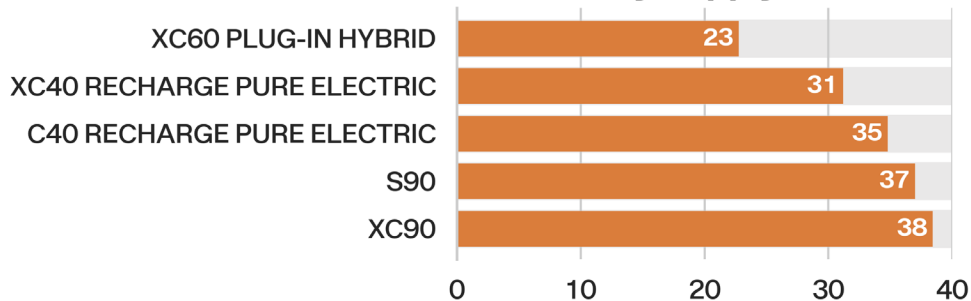
NC (MoM)
-5% Markdown
Price Reduction

-2% (MoM)
49% Sold
With Markdown

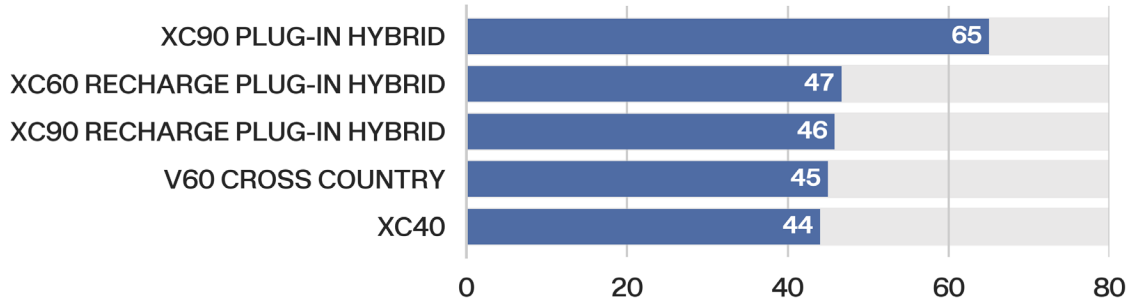
NC (MoM)
-3% (YoY)
37% of Listings
Not Viewed

+6% (MoM)
Demand
Change

Lowest Day Supply



Highest Day Supply





GLOSSARY

Carryover

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

Day Supply

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

Demand

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

Last Listed Price

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

Markdown Price Reduction

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

NC

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

Percent Aged Inventory

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

Percent Aged Sales

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

Percent Of Listings Not Viewed

The average daily percent of inventory without a single VDP

Percent Sold With Markdown

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

Sales Volume Change

Total previous period sold unit count compared to current period sales



VINCENSUS

» THE LOTLINX VINCENSUS REPORT

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

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

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

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

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

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

**Sign up for your free report at
lotlinx.com/freeinventoryreport**

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