

VINCENSUS

2024 Q1

Introducing Lotlinx's First Quarterly Vincensus Report

We are excited to bring you our new Vincensus Report for the first quarter of 2024, which is the most comprehensive monthly/quarterly 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://www.lotlinx.com)

Now more than ever, with inventory levels close to pre-pandemic levels, dealers must go back to basics with rigor and discipline on managing their inventory. Profit margins will be a challenge if they are holding onto inventory too long.

- › New vehicle sales and consumer demand are slow as used car sales have increased.
- › New inventory increased across the majority of OEM brands, while used inventory continues to decline.

NEW INVENTORY

-2%
Sales Volume
% Change QOQ

+10
(80 Days QOQ)
Day Supply

NC (QOQ)
48% Aged Inventory
Over 45 days ending
3/31/24

+8%
(QOQ)
40% Aged Sales
Over 45 Days

+10%
(QOQ)
50% Carryover
Over 45 Days

-1%
(QOQ)
\$44,600 Price
Avg Last Listed

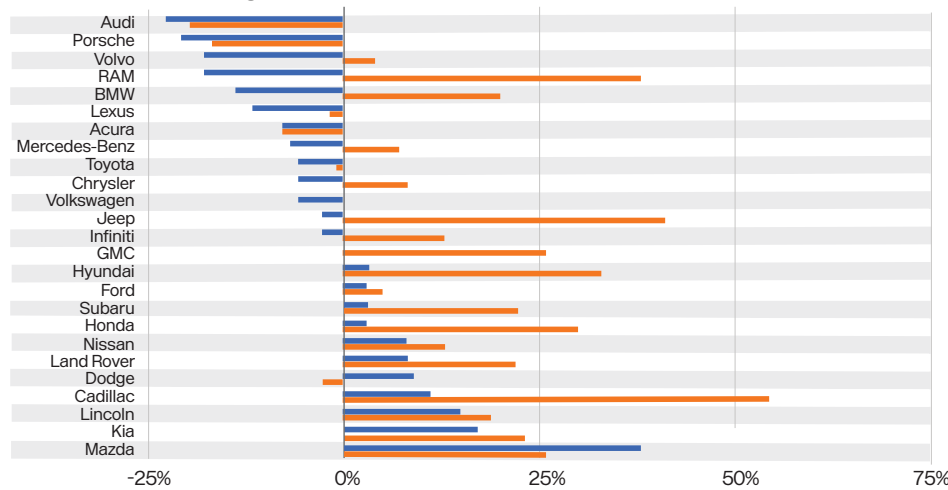
NC (QOQ)
-4% Markdown
% Price Reduction

+2%
(QOQ)
19% Markdown
% Sold With Markdown

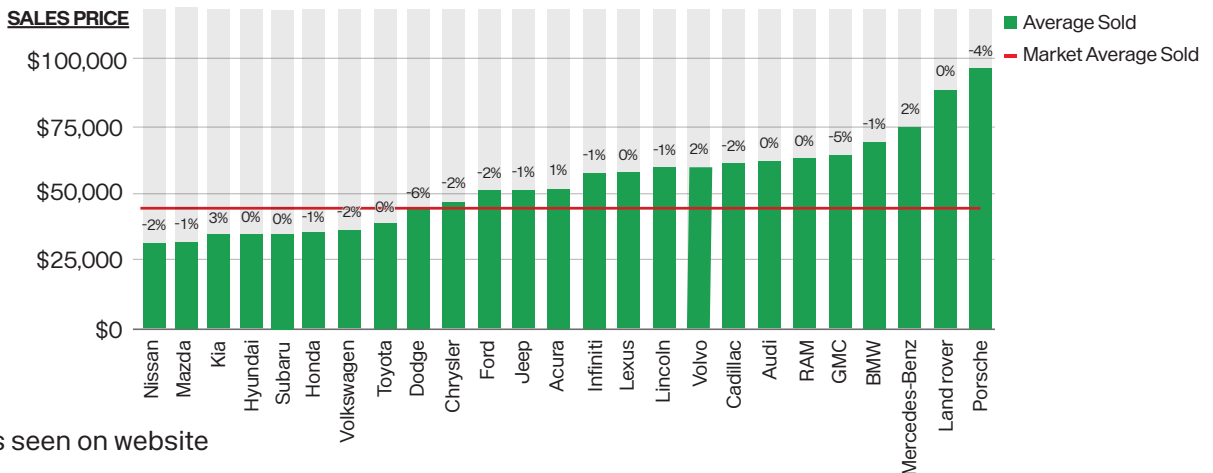
-1%
(QOQ)
63% Not Viewed
% Listing Not Viewed

-9%
Demand
% Change QOQ

NEW % Volume Change 2023 Q4 to 2024 Q1



NEW Sales Price



* Price as seen on website

- › Used carryover inventory is up 6%.
- › 52% of used inventory is not being viewed

USED INVENTORY

+11%

Sales Volume
% Change QOQ

-9

(40 Days QOQ)
Day Supply

-8% (QOQ)

46% Aged Inventory
Over 30 Days Ending
3/31/24

NC

(QOQ)
43% Aged Sales
% Over 45 Days

+6%

(QOQ)
56% Carryover
Over 30 Days

-3%

(QOQ)
\$24,880 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

-1%

(QOQ)
35% Markdown
% Sold With Markdown

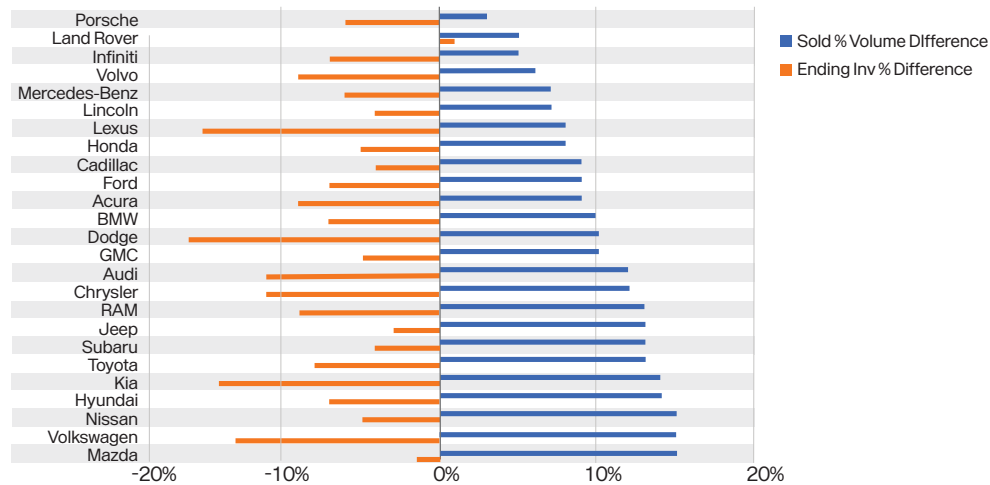
-3%

(QOQ)
52% Not Viewed
% Listing Not Viewed

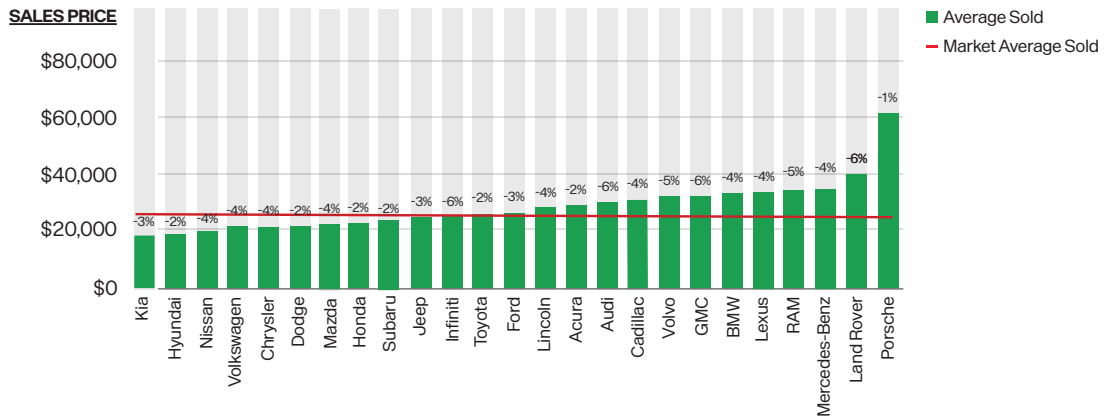
+19%

Demand
% Change QOQ

USED % Volume Change 2023 Q4 to 2024 Q1

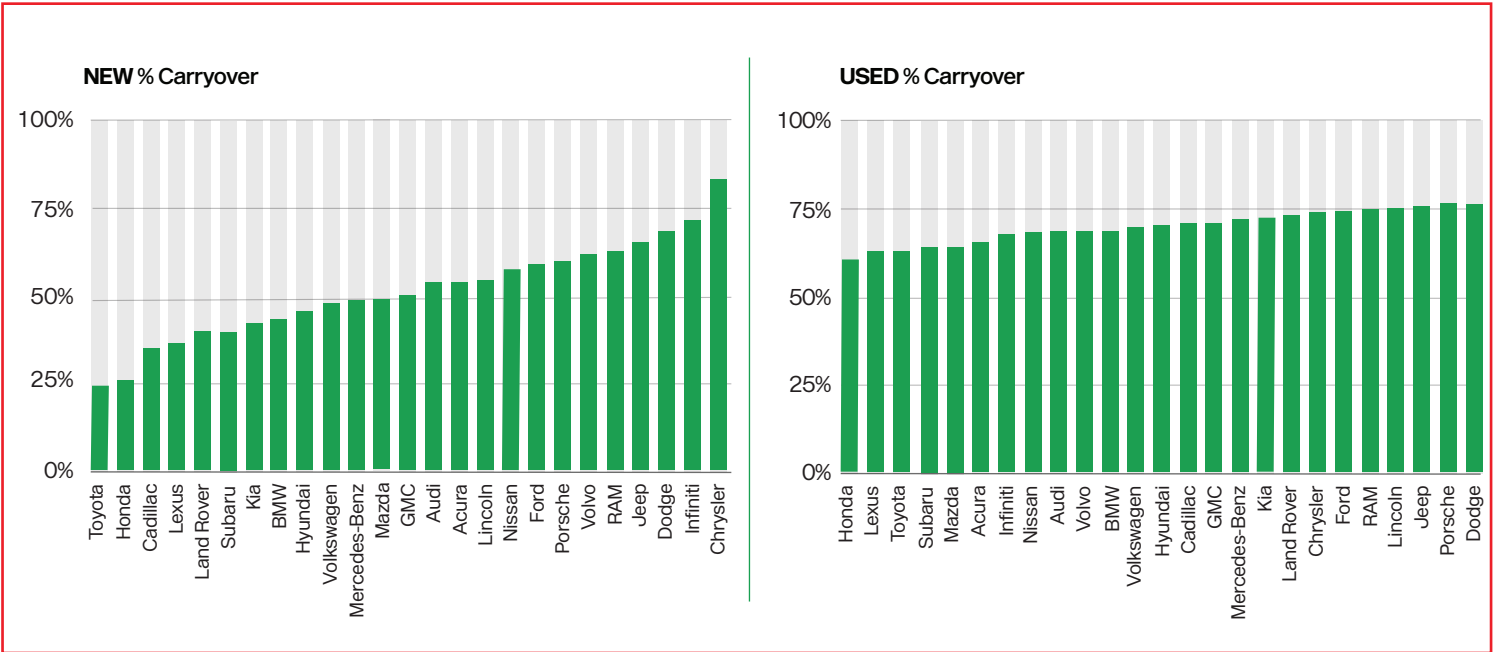


USED Sales Price

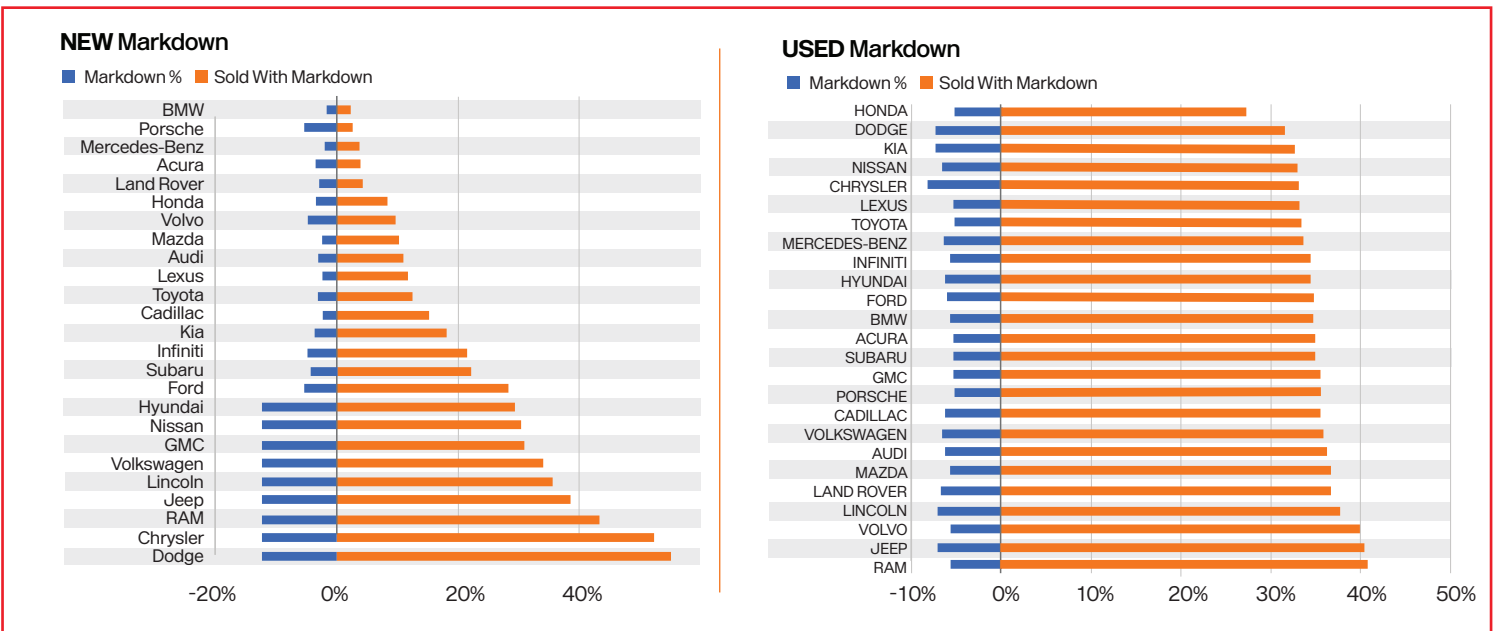


* Price as seen on website

› Carryover on new cars varies significantly from brand to brand. However, carryover on used vehicles was fairly consistent with an average of 56%.

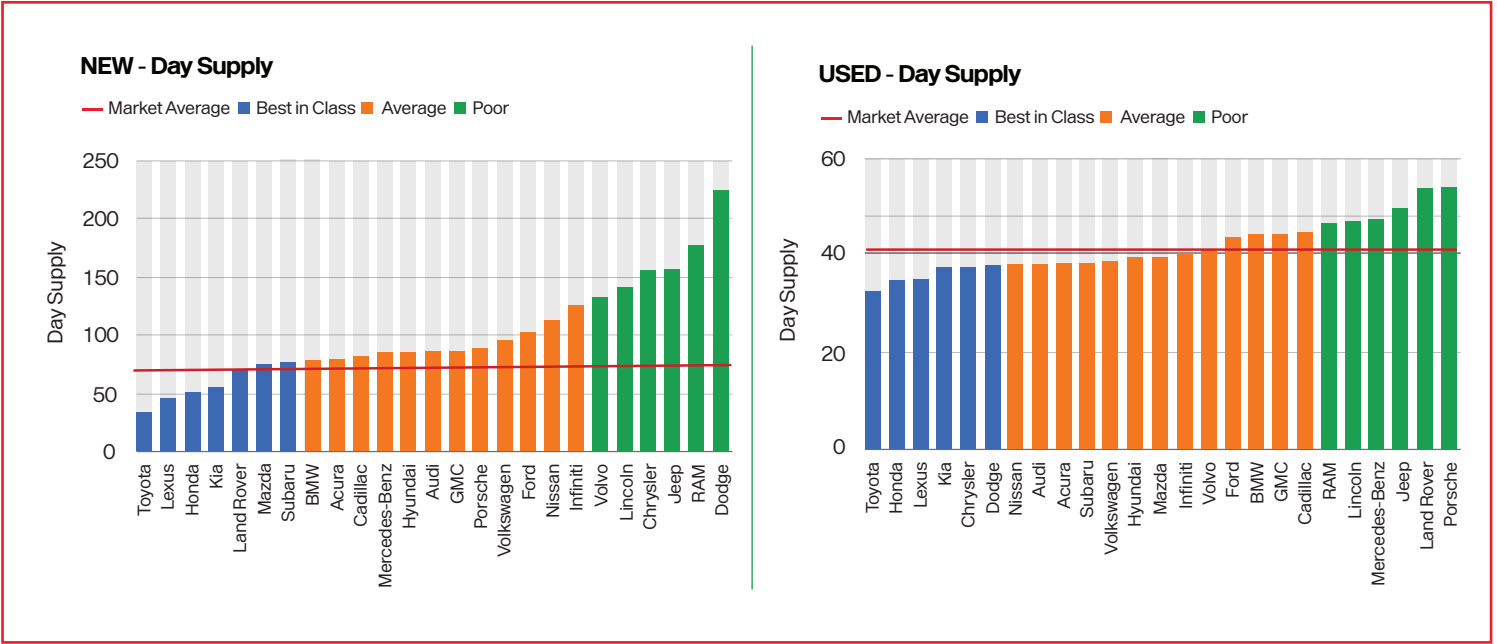


› Used markdowns are uniform across all brands. New CDJR has by far the highest percentage of sold units with markdowns as well as a higher markdown magnitude.

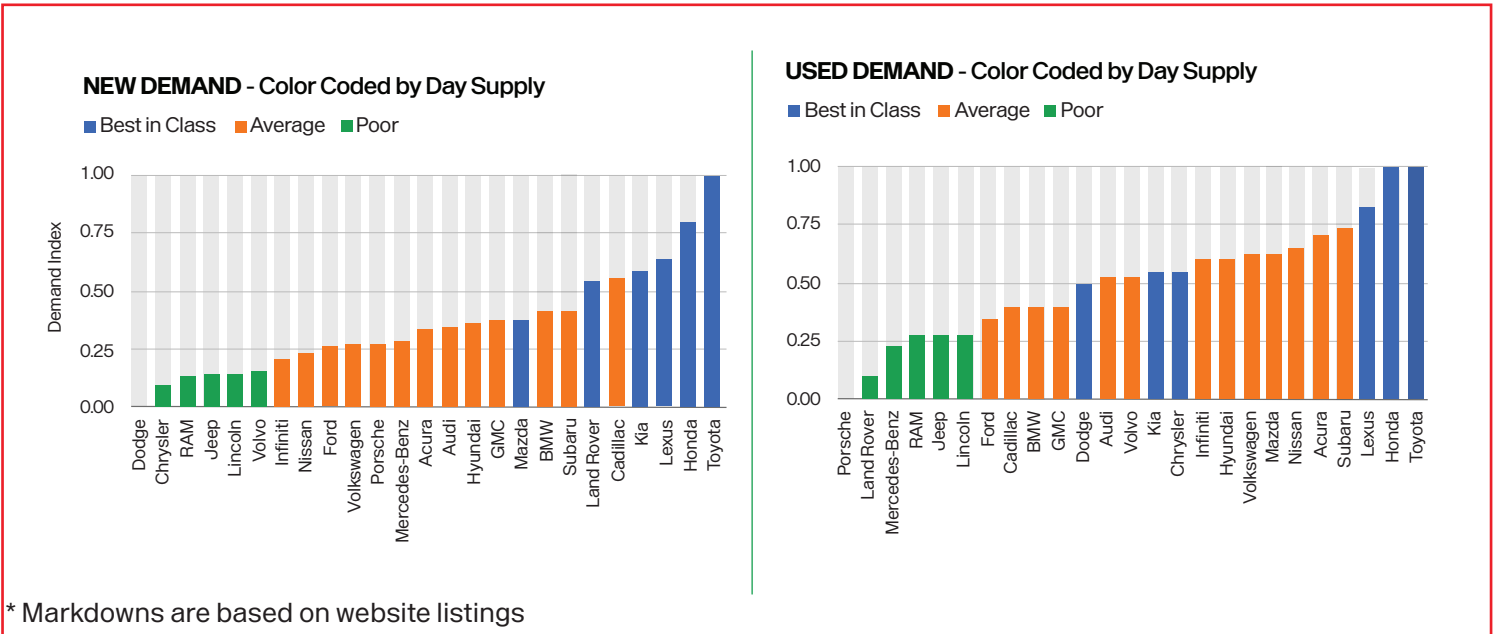


MARKET OVERVIEW

› CDJR continues to struggle with high day supply. New Dodge had a drastic improvement in day supply from the previous quarter but is still the highest in the market.



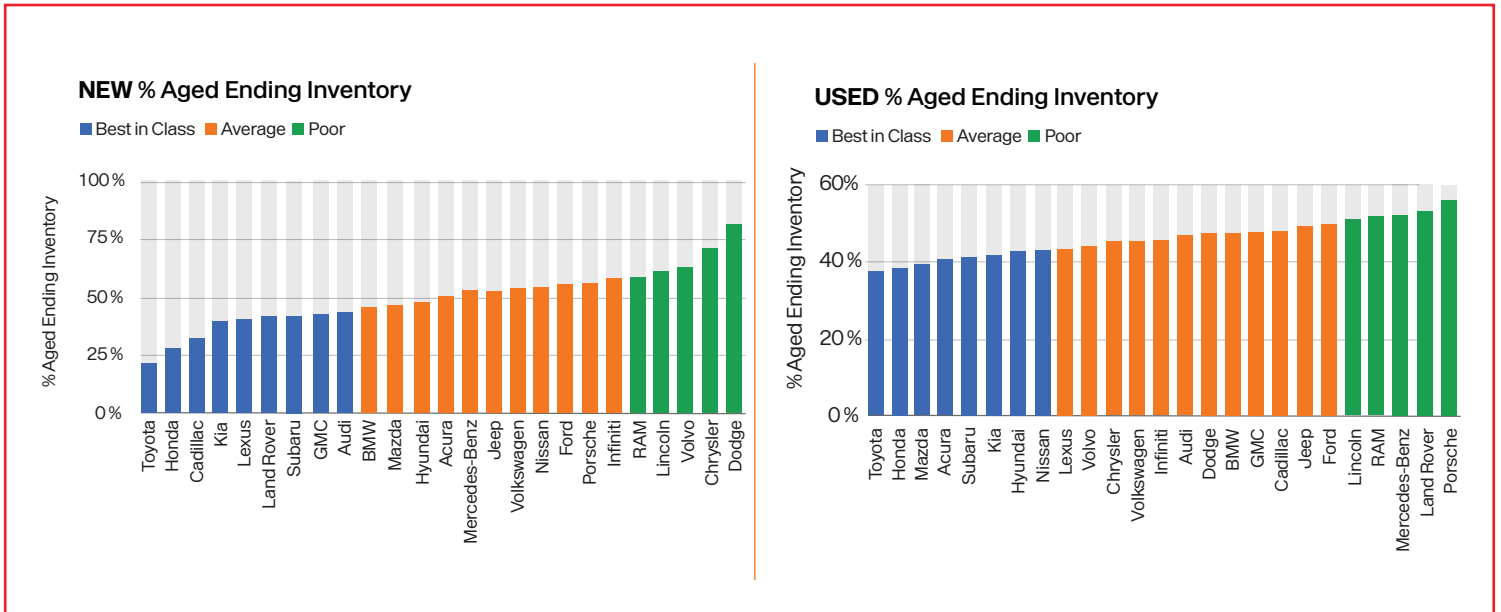
› Cadillac had an influx of new inventory causing day supply to jump but strong demand coming into Q2 will help rebound to a healthier day supply. Used Kia, Dodge, and Chrysler have decreased inventory even with lower demand.



* Markdowns are based on website listings

MARKET OVERVIEW (cont.)

› Toyota maintains tight control over aging inventory. Dodge had a large increase of aged inventory even with over 80% of their quarter sales being aged. Increased used sales volume contributed to aged inventory distribution falling among all brands, converging towards the market average of 48%.



› Aging and markdowns hold steady as inventory and sales volumes drop 30% faster than the market. Integra inventory fell by 33% and brought day supply down to 77 from 113 the previous quarter.

NEW

-8%

Sales Volume
% Change QOQ

-1

(80 Days QOQ)
Day Supply

+1% (QOQ)

53% Aged Inventory
Over 45 Days Ending
3/31/24

+13%

(QOQ)
54% Aged Sales
% Over 45 Days

+15%

(QOQ)
54% Carryover
Over 45 Days

+1%

(QOQ)
\$51,950 Price
Avg Last Listed

+1%

(QOQ)
-3% Markdown
% Price Reduction

NC

(QOQ)
3% Markdown
% Sold With Markdown

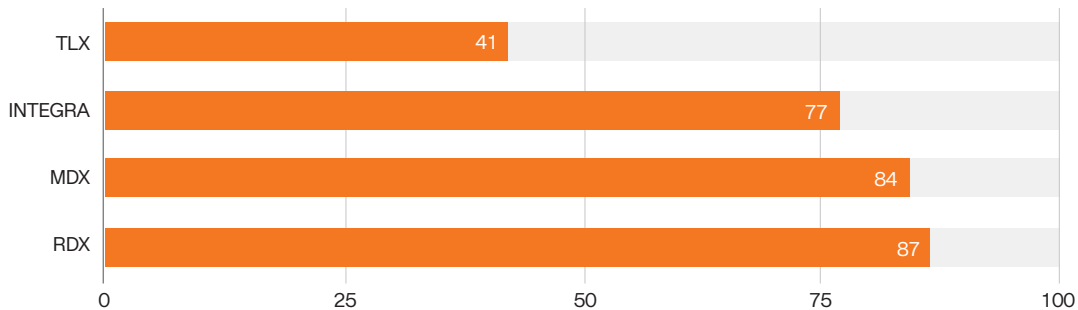
-1%

(QOQ)
64% Not Viewed
% Listing Not Viewed

-5%

Demand
% Change QOQ

Day Supply



› Used metrics are in line with the market.

USED

+9%

Sales Volume
% Change QOQ

-8

(38 Days QOQ)
Day Supply

-9% (QOQ)

41% Aged Inventory
Over 30 Days Ending
3/31/24

+1%

(QOQ)
43% Aged Sales
% Over 45 Days

+7%

(QOQ)
53% Carryover
Over 30 Days

-2%

(QOQ)
\$28,495 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

-2%

(QOQ)
37% Markdown
% Sold With Markdown

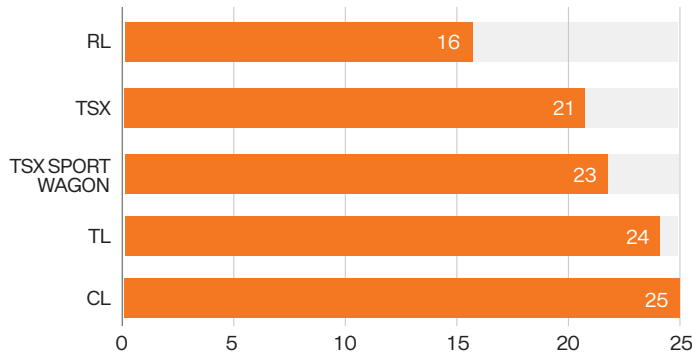
-2%

(QOQ)
51% Not Viewed
% Listing Not Viewed

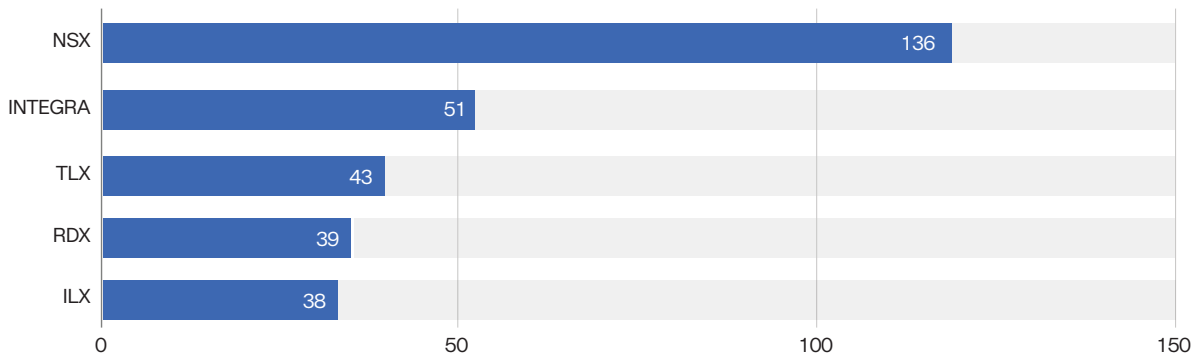
+20%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



> Audi experienced a 16% increase in carryover which is over 50% above the market average.

NEW

-23%
Sales Volume
% Change QOQ

+2
(88 Days QOQ)
Day Supply

-4% (QOQ)
44% Aged Inventory
Over 45 Days Ending
3/31/24

+13%
(QOQ)
64% Aged Sales
% Over 45 Days

+16%
(QOQ)
54% Carryover
Over 45 Days

NC
(QOQ)
\$62,050 Price
Avg Last Listed

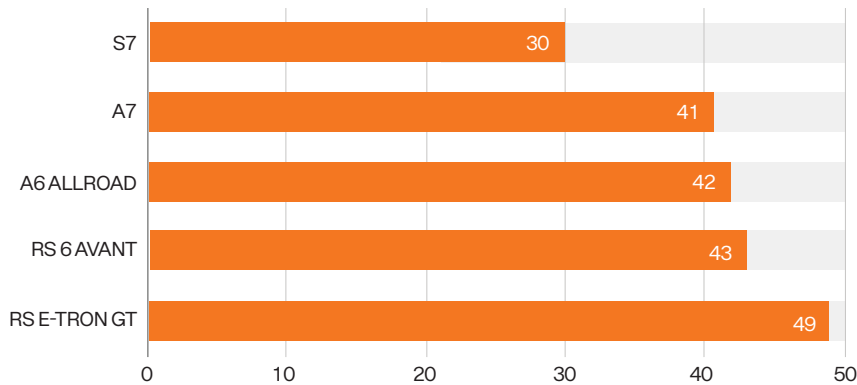
NC
(QOQ)
-3% Markdown
% Price Reduction

+1%
(QOQ)
10% Markdown
% Sold With Markdown

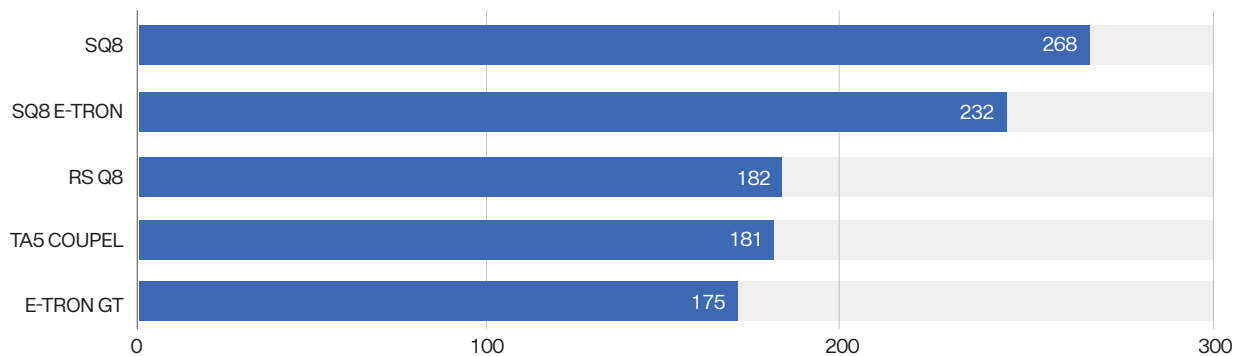
-2%
(QOQ)
49% Not Viewed
% Listing Not Viewed

+11%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



› Price reductions dropped 6% which is double the market average.

USED

+12%

Sales Volume
% Change QOQ

-10

(38 Days QOQ)
Day Supply

-5% (QOQ)

47% Aged Inventory
Over 30 Days Ending
3/31/24

-1%

(QOQ)
43% Aged Sales
% Over 45 Days

+3%

(QOQ)
53% Carryover
Over 30 Days

-6%

(QOQ)
\$29,991 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

-3%

(QOQ)
37% Markdown
% Sold With Markdown

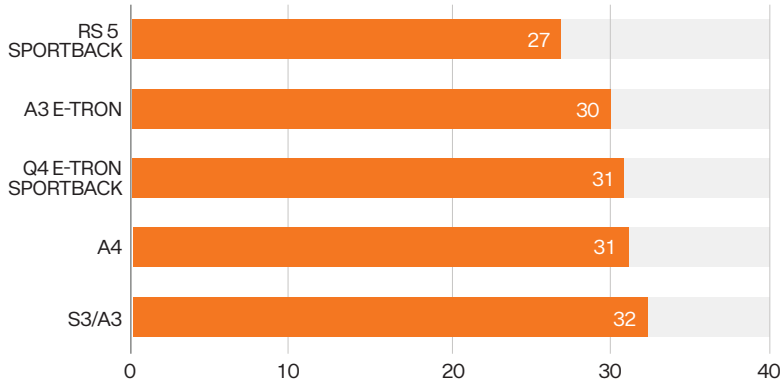
-3%

(QOQ)
45% Not Viewed
% Listing Not Viewed

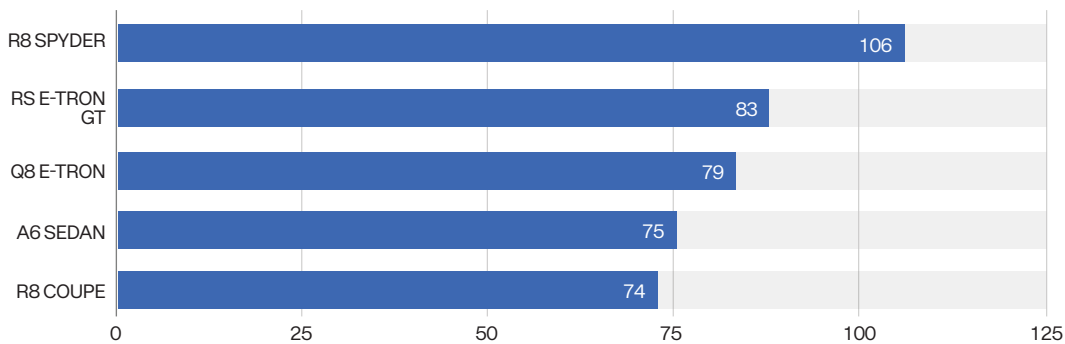
+17%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





› Ending inventory increased with an influx of top sellers X3 and X5s while sales decreased creating one of the biggest jumps in day supply on the new side from 54 to 75. BMW had the lowest percent of sales with markdowns for the quarter.

NEW

-14%
Sales Volume
% Change QOQ

+21
(75 Days QOQ)
Day Supply

+6% (QOQ)
45% Aged Inventory
Ending % Over 45 Days

+12%
(QOQ)
38% Aged Sales
% Over 45 Days

+11%
(11% QOQ)
43% Carryover
Over 45 Days

-1%
(QOQ)
\$69,120 Price
Avg Last Listed

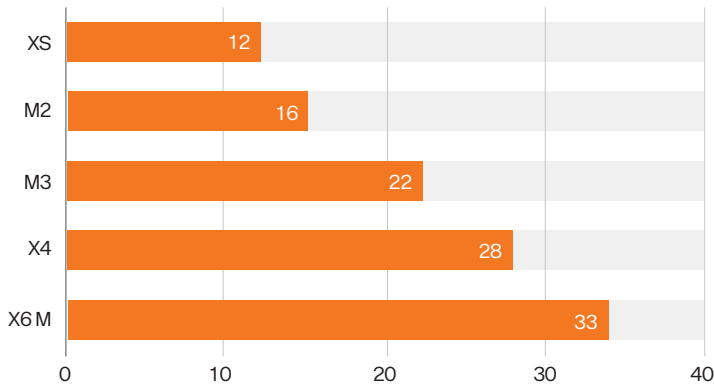
NC
(QOQ)
-1% Markdown
% Price Reduction

NC
(QOQ)
2% Markdown
% Sold With Markdown

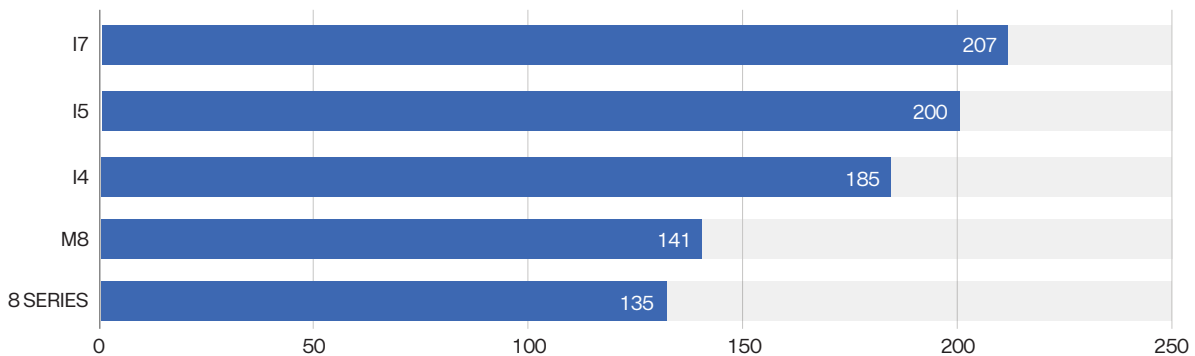
-4%
(QOQ)
40% Not Viewed
% Listing Not Viewed

-15%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





› All used metrics are in line with the market.

USED

+10%

Sales Volume
% Change QOQ

-9

(44 Days QOQ)
Day Supply

-5% (QOQ)

48% Aged Inventory
Over 45 Days Ending
3/31/24

+2%

(QOQ)
45% Aged Sales
% Over 45 Days

+4%

(QOQ)
55% Carryover
Over 45 Days

-4%

(QOQ)
\$32,999 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

-1%

(QOQ)
36% Markdown
% Sold With Markdown

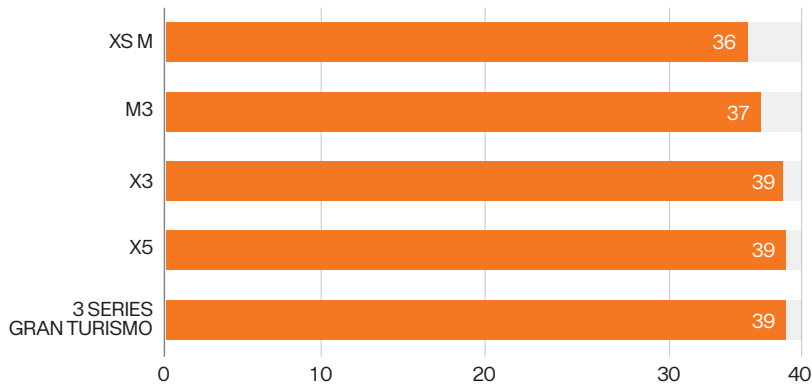
-3%

(QOQ)
41% Not Viewed
% Listing Not Viewed

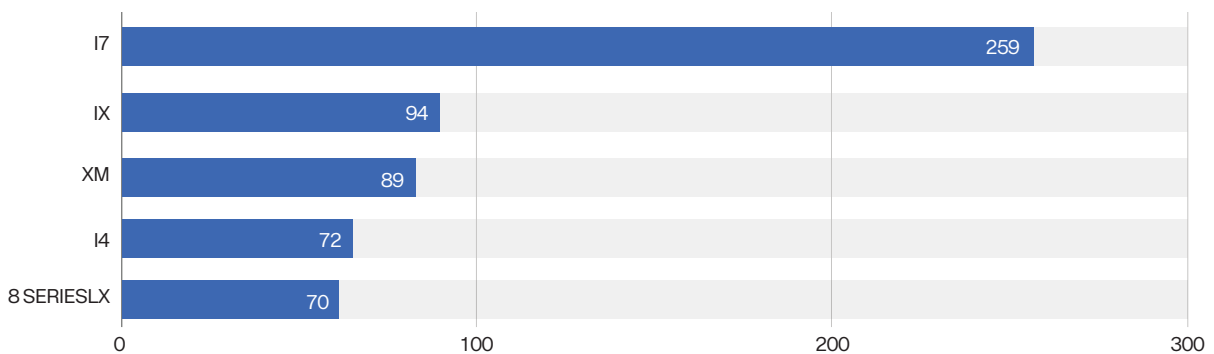
+18%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



› New car sales increased with an ending inventory 50% higher than last quarter accompanied by a much higher day supply at 22 days, which was double the market average. Cadillac maintains one of the best aged inventory profiles right behind Honda and Toyota, but the increased day supply could threaten that status.

NEW

+11%
Sales Volume
% Change QOQ

+22
(80 Days QOQ)
Day Supply

NC (QOQ)
33% Aged Inventory
Over 45 Days Ending
3/31/24

+5%
(QOQ)
29% Aged Sales
% Over 45 Days

+3%
(QOQ)
35% Carryover
Over 45 Days

-2%
(QOQ)
\$61,095 Price
Avg Last Listed

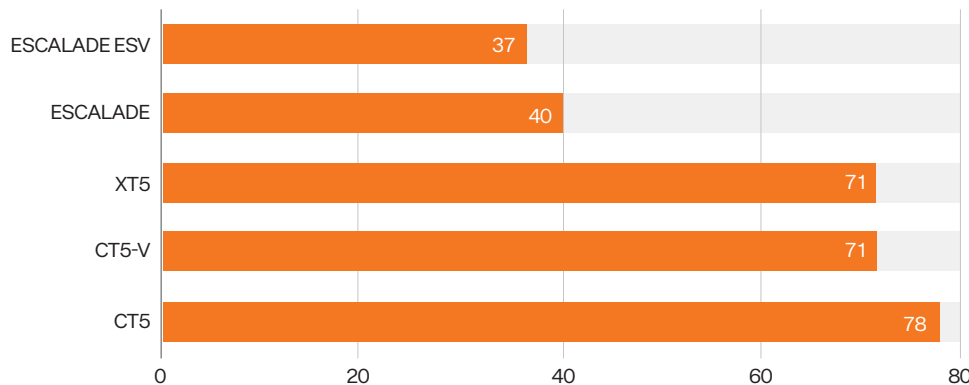
NC (QOQ)
-2% Markdown
% Price Reduction

+3%
(QOQ)
14% Markdown
% Sold With Markdown

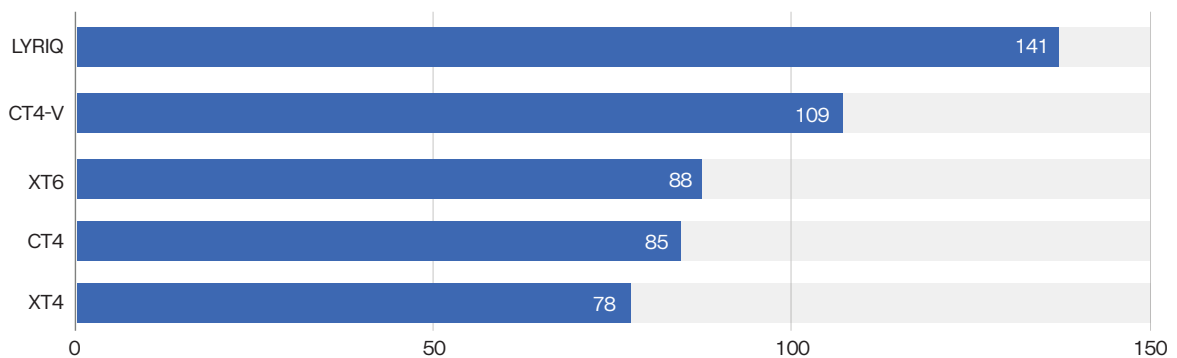
-1%
(QOQ)
49% Not Viewed
% Listing Not Viewed

-4%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



> All used metrics are in line with the market.

USED

+9%

Sales Volume
% Change QOQ

-7

(45 Days QOQ)
Day Supply

-7% (QOQ)

48% Aged Inventory
Over 45 Days Ending
3/31/24

NC

(QOQ)
44% Aged Sales
% Over 45 Days

+4%

(QOQ)
57% Carryover
Over 45 Days

-4%

(QOQ)
\$30,799 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

+1%

(QOQ)
37% Markdown
% Sold With Markdown

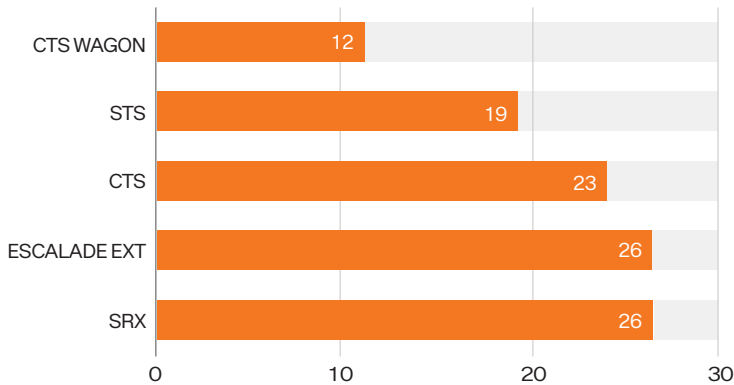
-3%

(QOQ)
47% Not Viewed
% Listing Not Viewed

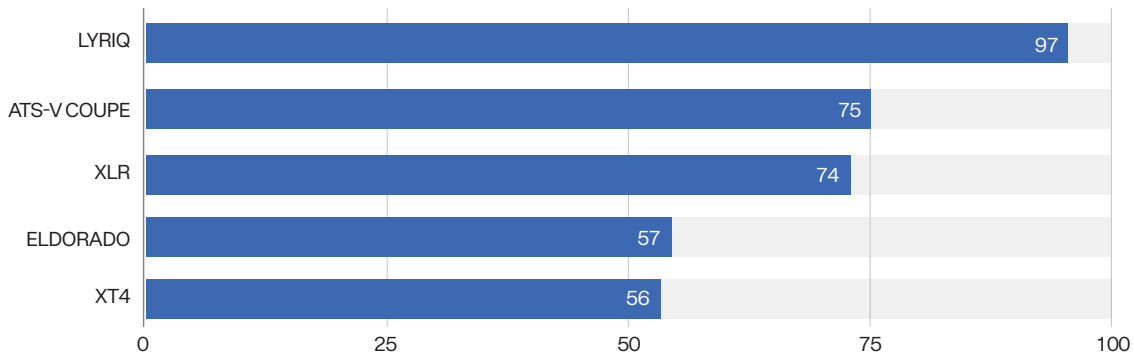
+18%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





- > New inventory carryover increased by 20% which is double the market.
- > New inventory day supply increased 19 days which is over double the market average at 157 days.

NEW

-6%

Sales Volume
% Change QOQ

+19

(157 Days QOQ)
Day Supply

-10% (QOQ)

71% Aged Inventory
Over 45 Days Ending
3/31/24

+2%

(QOQ)
72% Aged Sales
% Over 45 Days

+20%

(QOQ)
83% Carryover
Over 45 Days

-2%

(QOQ)
\$47,523 Price
Avg Last Listed

+2%

(QOQ)
-6% Markdown
% Price Reduction

+7%

(QOQ)
49% Markdown
% Sold With Markdown

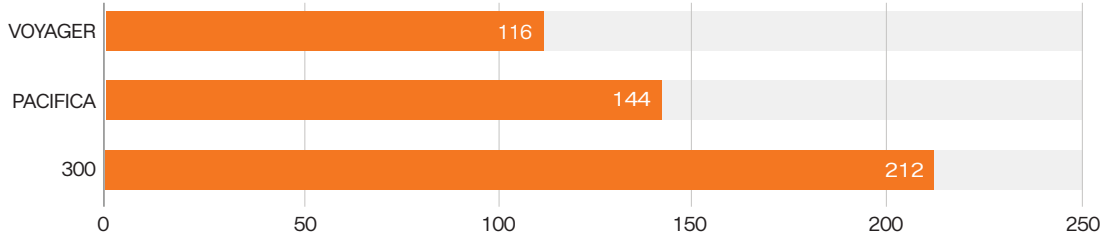
-1%

(QOQ)
71% Not Viewed
% Listing Not Viewed

+12%

Demand
% Change QOQ

Day Supply



› Sales climbed on new inventory at the cost of the highest markdowns which is 30% over market average.

USED

+12%

Sales Volume
% Change QOQ

-11

(38 Days QOQ)
Day Supply

-12% (QOQ)

45% Aged Inventory
Over 45 Days Ending
3/31/24

NC

(QOQ)
43% Aged Sales
% Over 45 Days

+11%

(QOQ)
59% Carryover
Over 45 Days

-4%

(QOQ)
\$20,998 Price
Avg Last Listed

NC

(QOQ)
-8% Markdown
% Price Reduction

-1%

(QOQ)
33% Markdown
% Sold With Markdown

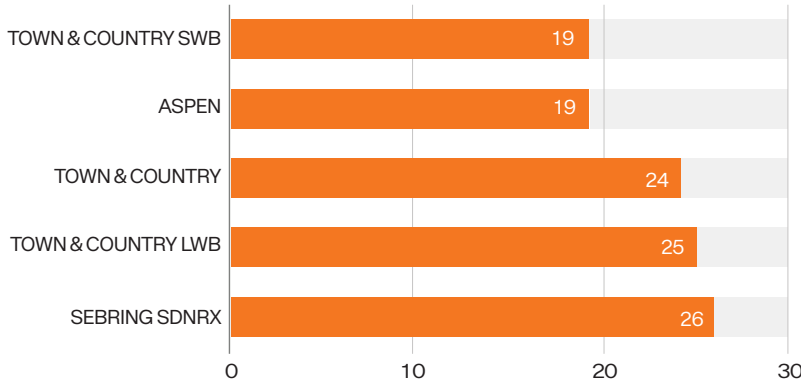
-2%

(QOQ)
57% Not Viewed
% Listing Not Viewed

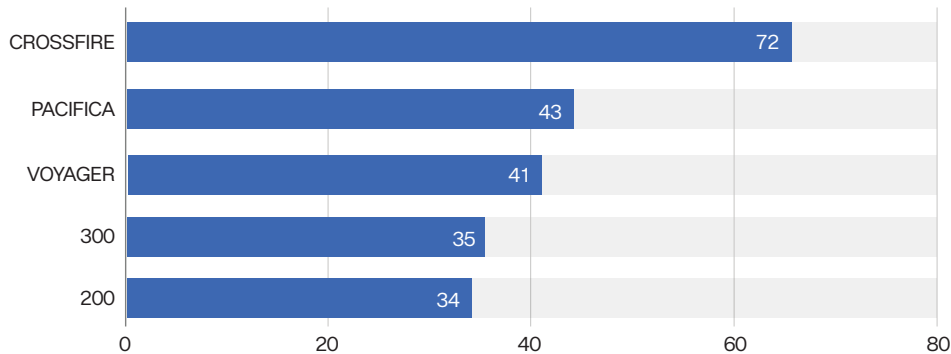
+28%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



- > New inventory sales volume improved by increasing markdowns to the highest in the market with over half of the units sold.
- > Over 80% of the units sold were aged.

NEW

+9%
Sales Volume
% Change QOQ

-32
(227 Days QOQ)
Day Supply

+18% (QOQ)
82% Aged Inventory
Over 45 Days Ending
3/31/24

+28%
(QOQ)
82% Aged Sales
% Over 45 Days

+17%
(QOQ)
68% Carryover
Over 45 Days

-6%
(QOQ)
\$43,969 Price
Avg Last Listed

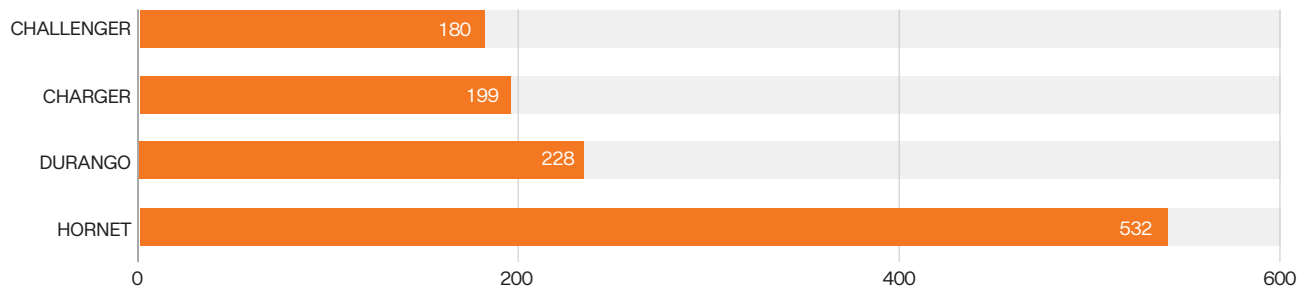
-3%
(QOQ)
-8% Markdown
% Price Reduction

+17%
(QOQ)
51% Markdown
% Sold With Markdown

+2%
(QOQ)
64% Not Viewed
% Listing Not Viewed

-14%
Demand
% Change QOQ

Day Supply



> Dodge saw the largest ending inventory drop.

USED

+10%
Sales Volume
% Change QOQ

-12
(38 Days QOQ)
Day Supply

-12% (QOQ)
48% Aged Inventory
Over 45 Days Ending
3/31/24

NC
(QOQ)
43% Aged Sales
% Over 45 Days

+8%
(QOQ)
61% Carryover
Over 45 Days

-2%
(QOQ)
\$21,488 Price
Avg Last Listed

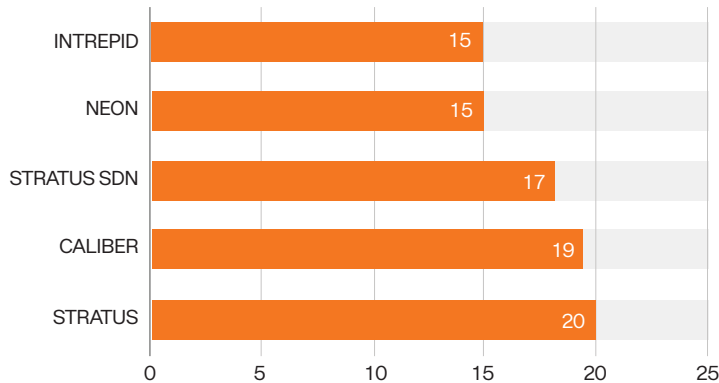
NC
(QOQ)
-7% Markdown
% Price Reduction

-2%
(QOQ)
32% Markdown
% Sold With Markdown

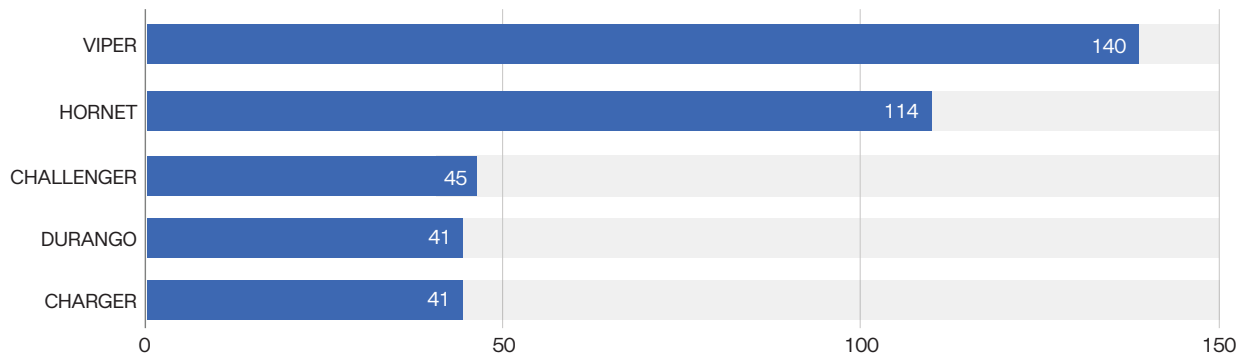
-1%
(QOQ)
51% Not Viewed
% Listing Not Viewed

+27%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





› Continues to perform well and hold steady across all metrics. Maverick inventory increases to try and keep up with rising demand but continues to run a very tight day supply.

NEW

+3%
Sales Volume
% Change QOQ

+1
(106 Days QOQ)
Day Supply

-1% (QOQ)
55% Aged Inventory
Ending % Over 45 Days

+8%
(QOQ)
57% Aged Sales
% Over 45 Days

+10%
(QOQ)
59% Carryover
Over 45 Days

-2%
(QOQ)
\$51,355 Price
Avg Last Listed

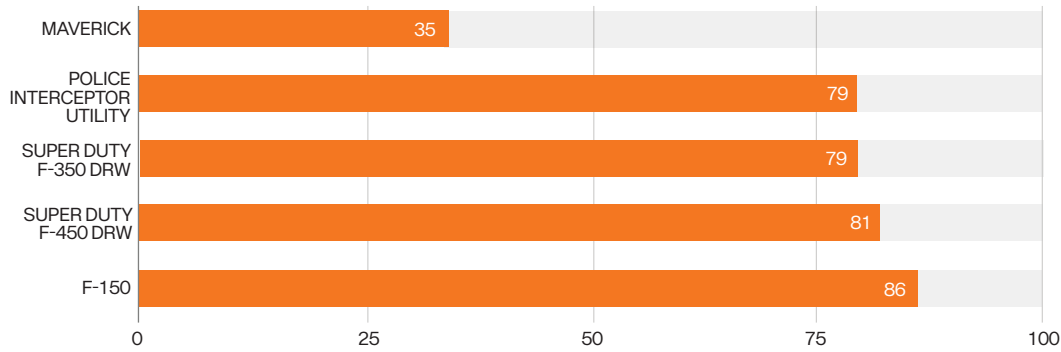
NC
(QOQ)
-5% Markdown
% Price Reduction

+1%
(QOQ)
26% Markdown
% Sold With Markdown

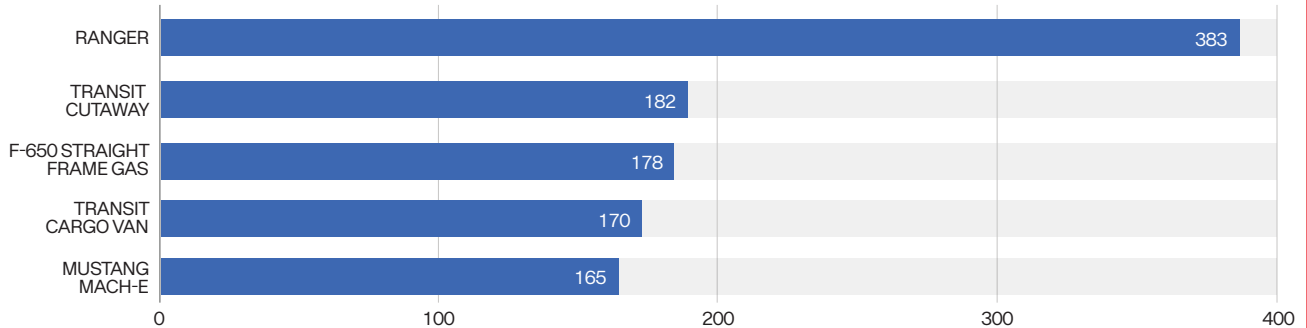
-2%
(QOQ)
71% Not Viewed
% Listing Not Viewed

+10%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> All used metrics are in line with the market.

USED

+9%

Sales Volume
% Change QOQ

-8

(44 Days QOQ)
Day Supply

-8% (QOQ)

50% Aged Inventory
Over 45 Days Ending
3/31/24

NC

(QOQ)
44% Aged Sales
% Over 45 Days

+6%

(QOQ)
59% Carryover
Over 45 Days

-3%

(QOQ)
\$25,975 Price
Avg Last Listed

NC

(QOQ)
-7% Markdown
% Price Reduction

NC

(QOQ)
35% Markdown
% Sold With Markdown

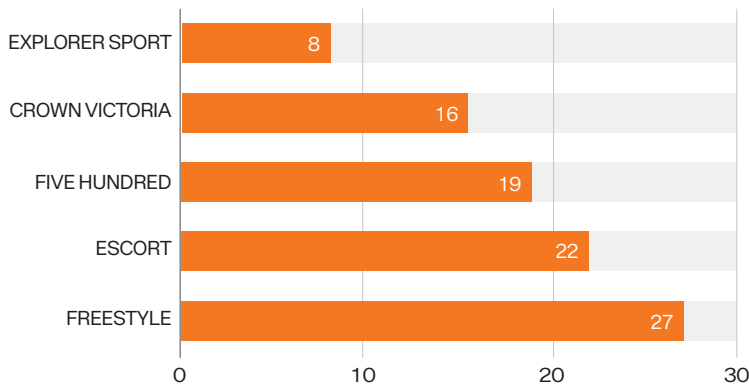
-3%

(QOQ)
56% Not Viewed
% Listing Not Viewed

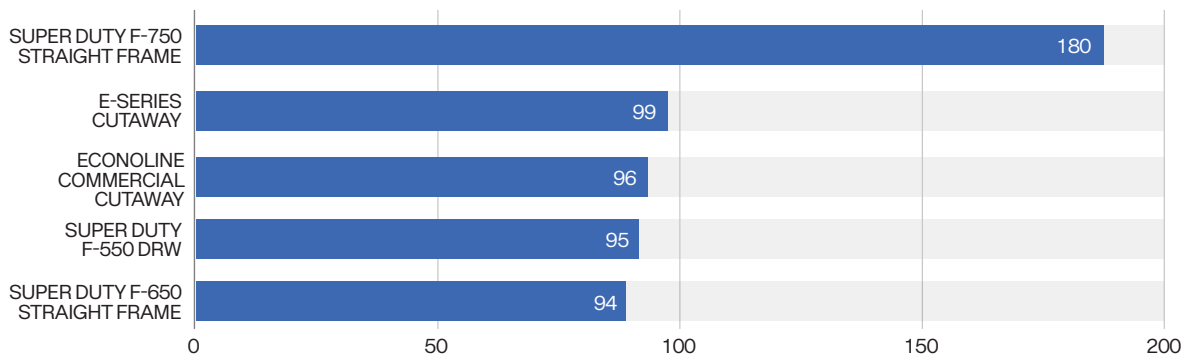
+19%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





Ford New Model Volume Distribution

Model	2023 Q4 % of Sales	2024 Q1 % of Sales	2023 Q4 % of Ending Inv	2024 Q1 % of Ending Inv	Ending Inv Diff	2024 Q1 Sales \$
TRANSIT CONNECT VAN	0.01%	0.00%	0.00%	0.00%	0.00%	\$29,430
MAVERICK	12.07%	14.44%	3.15%	4.61%	1.46%	\$32,830
ESCAPE	18.15%	15.53%	17.76%	15.39%	-2.37%	\$33,170
EDGE	12.34%	11.05%	16.52%	14.21%	-2.32%	\$42,920
RANGER	0.66%	0.59%	0.17%	2.03%	1.87%	\$44,575
MUSTANG	6.02%	5.85%	7.69%	6.86%	-0.84%	\$47,730
UTILITY	0.29%	0.97%	0.33%	0.69%	0.36%	\$47,970
E-TRANSIT CHASSIS	0.01%	0.00%	0.00%	0.00%	0.00%	\$48,760
VEHICLE	0.01%	0.02%	0.01%	0.01%	-0.01%	\$49,010
EXPLORER	21.12%	20.31%	20.35%	23.09%	2.74%	\$49,462
TRANSIT CHASSIS	0.29%	0.06%	0.08%	0.06%	-0.02%	\$50,060
MUSTANG MACH-E	5.11%	5.58%	11.80%	8.29%	-3.51%	\$51,730
RESPONDER	0.13%	0.05%	0.04%	0.04%	0.01%	\$52,080
WAGON	0.17%	0.14%	0.14%	0.16%	0.02%	\$ 57,475
E-SERIES CUTAWAY	1.89%	0.89%	1.65%	1.27%	-0.38%	\$57,980
TRANSIT CARGO VAN	0.19%	0.24%	0.22%	0.37%	0.14%	\$58,370
BRONCO	7.83%	12.19%	10.57%	11.95%	1.38%	\$58,450
E-TRANSIT CUTAWAY	0.01%	0.00%	0.01%	0.01%	0.00%	\$69,598
SUPER DUTY F-350 DRW	3.25%	2.68%	1.98%	1.92%	-0.06%	\$72,490
F-650 PRO LOADER GAS	0.00%	0.00%	0.00%	0.00%	0.00%	\$72,500
SUPER DUTY F-550 DRW	2.40%	2.20%	1.84%	2.03%	0.19%	\$73,370
SUPER DUTY F-600 DRW	0.53%	0.41%	0.41%	0.41%	0.01%	\$73,910
GAS	0.10%	0.14%	0.09%	0.11%	0.02%	\$76,820
SUPER DUTY F-350 SRW	7.16%	6.40%	4.78%	6.11%	1.33%	\$77,395
F-650 STRAIGHT FRAME	0.10%	0.12%	0.18%	0.18%	0.00%	\$93,140
F-750 STRAIGHT FRAME	0.16%	0.15%	0.20%	0.20%	0.00%	\$95,865

› Day supply on lower priced models decreased and higher priced models increased. Both are moving towards the average of 88 days on lot with is nearly double the market average. Acadia saw the biggest increase in sales for used GMC despite having no change in sales price from the previous quarter.

NEW

NC

Sales Volume
% Change QOQ

+17

(88 Days QOQ)
Day Supply

-5% (QOQ)

43% Aged Inventory
Over 45 Days Ending
3/31/24

+4%

(QOQ)
43% Aged Sales
% Over 45 Days

+3%

(QOQ)
50% Carryover
Over 45 Days

-5%

(QOQ)
\$64,240 Price
Avg Last Listed

NC

(QOQ)
-5% Markdown
% Price Reduction

+6%

(QOQ)
29% Markdown
% Sold With Markdown

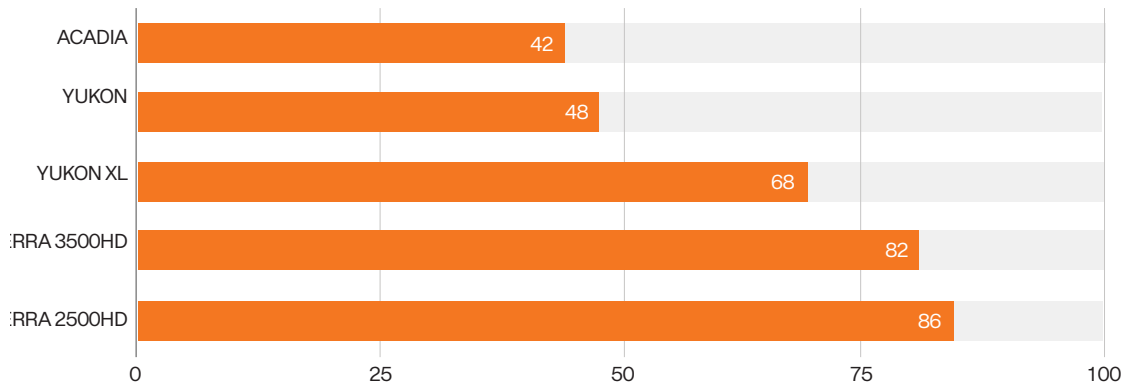
-3%

(QOQ)
50% Not Viewed
% Listing Not Viewed

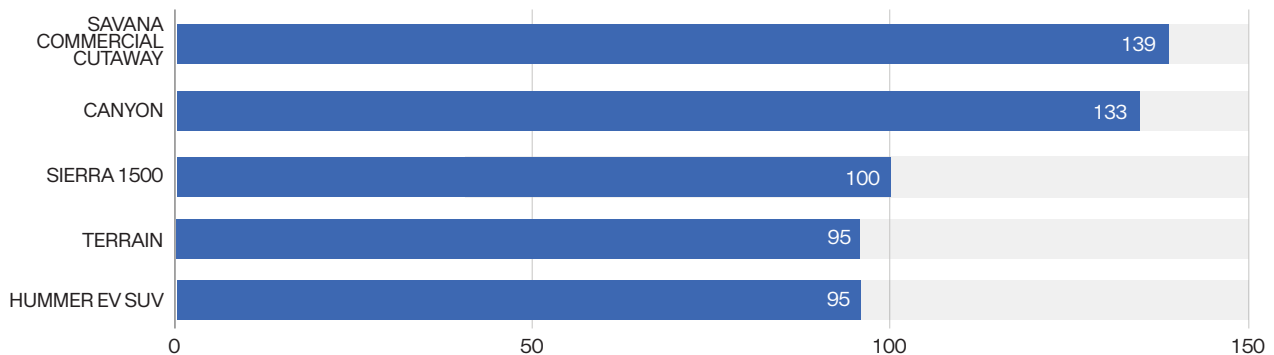
-2%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



> All used metrics are in line with the market.

USED

+11%

Sales Volume
% Change QOQ

-8

(44 Days QOQ)
Day Supply

-7% (QOQ)

48% Aged Inventory
Over 45 Days Ending
3/31/24

NC

(QOQ)
44% Aged Sales
% Over 45 Days

+5%

(QOQ)
57% Carryover
Over 45 Days

-6%

(QOQ)
\$32,000 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

NC

(QOQ)
37% Markdown
% Sold With Markdown

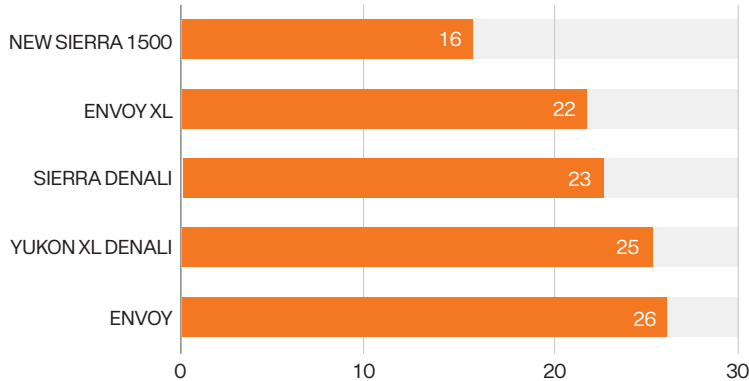
-3%

(QOQ)
50% Not Viewed
% Listing Not Viewed

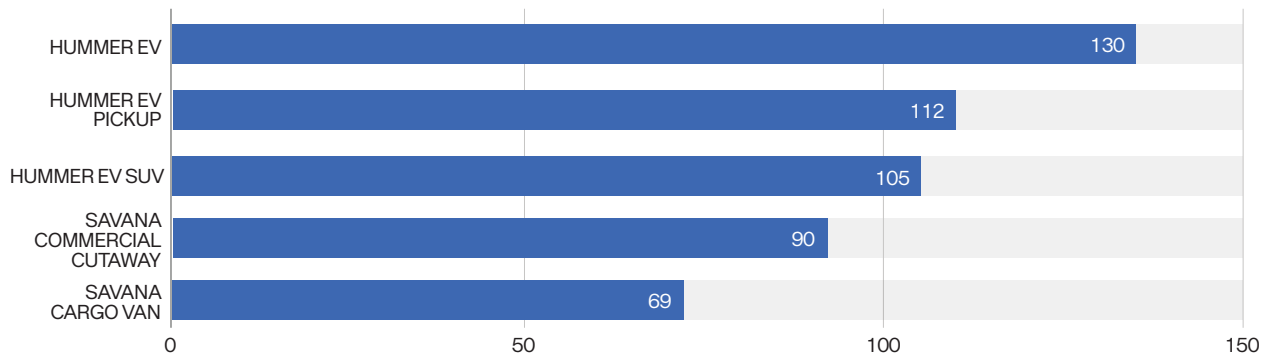
+18%

Demand
% Change QOQ

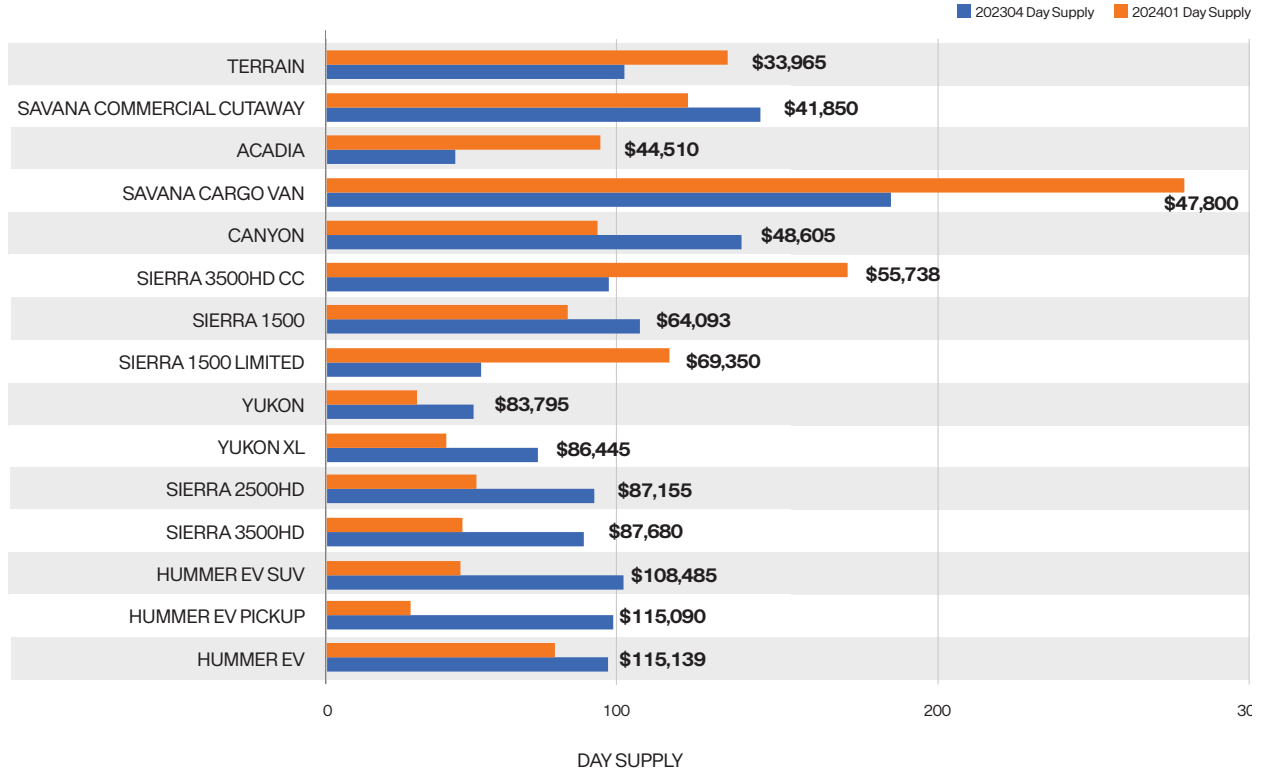
Lowest Day Supply



Highest Day Supply



2023 Q4 vs 2024 Q1 Day Supply





HONDA

Q1 2024

- › New inventory had an increased day supply by 10 days.
- › Aged Inventory, carryover, and day supply are almost half of the market average.

NEW

+3%
Sales Volume
 % Change QOQ

+10
 (51 Days QOQ)
Day Supply

+3% (QOQ)
28% Aged Inventory
 Over 45 Days Ending
 3/31/24

+11%
 (QOQ)
25% Aged Sales
 % Over 45 Days

+12%
 (QOQ)
26% Carryover
 Over 45 Days

-1%
 (QOQ)
\$35,463 Price
 Avg Last Listed

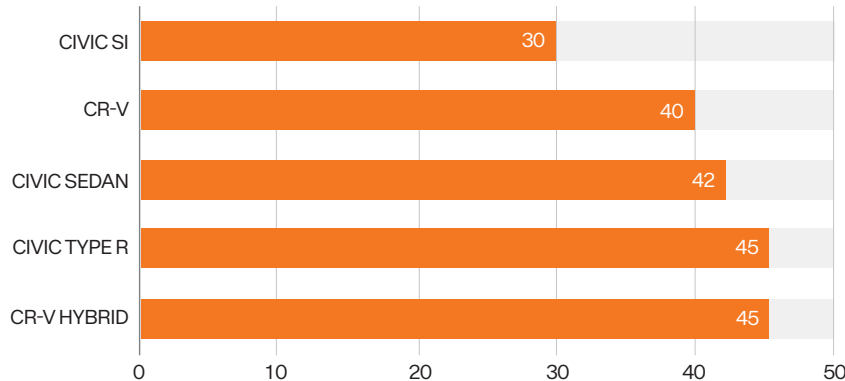
NC
 (QOQ)
-3% Markdown
 % Price Reduction

+3%
 (QOQ)
7% Markdown
 % Sold With Markdown

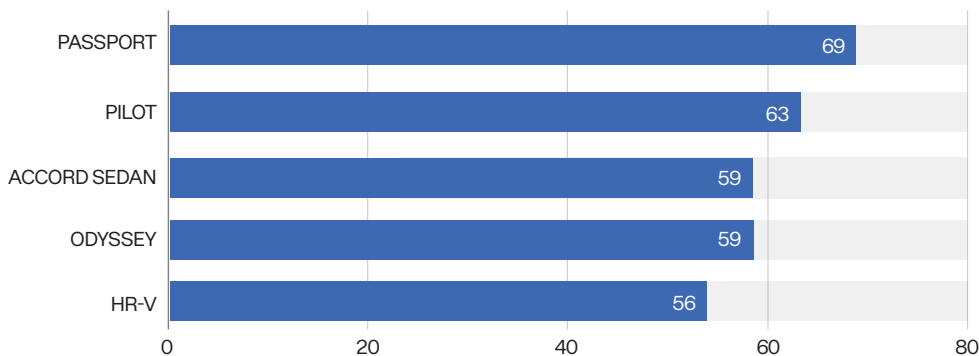
NC
 (QOQ)
49% Not Viewed
 % Listing Not Viewed

-20%
Demand
 % Change QOQ

Lowest Day Supply



Highest Day Supply





HONDA

› Honda had the lowest percent of used sales with markdown at 29%, 4% below the next lowest brand.

USED

+8%

Sales Volume
% Change QOQ

+5

(-35 Days QOQ)
Day Supply

-8% (QOQ)

39% Aged Inventory
Over 30 Days Ending
3/31/24

NC

(QOQ)
38% Aged Sales
% Over 30 Days

+7%

(QOQ)
49% Carryover
Over 30 Days

-2%

(QOQ)
\$22,454 Price
Avg Last Listed

NC

(QOQ)
-5% Markdown
% Price Reduction

-2%

(QOQ)
29% Markdown
% Sold With Markdown

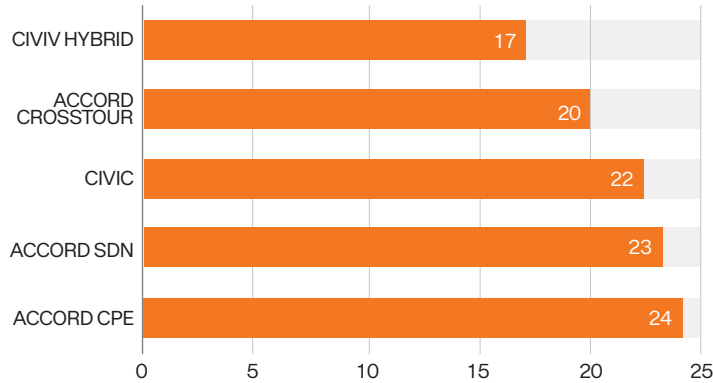
-3%

(QOQ)
49% Not Viewed
% Listing Not Viewed

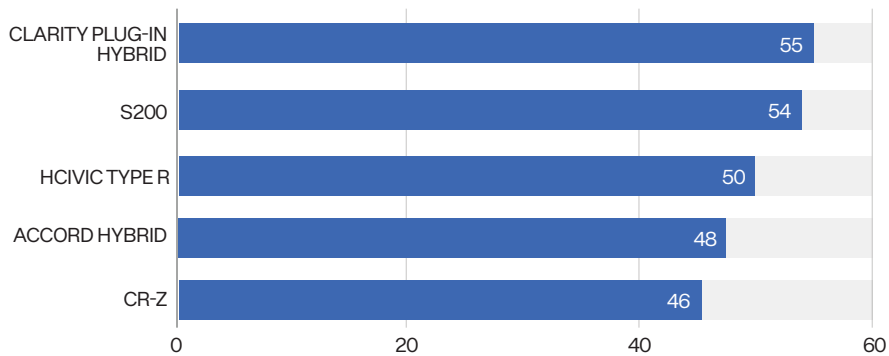
+20%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





› Elantra sales rose by 33% with nearly 50% of starting inventory having a markdown. Elantra aged inventory starting to be problematic as it jumps from 27% to 47%.

NEW

+3%
Sales Volume
% Change QOQ

+19
(86 Days QOQ)
Day Supply

+5% (QOQ)
48% Aged Inventory
Over 45 Days Ending
3/31/24

+9%
(QOQ)
43% Aged Sales
% Over 45 Days

+13%
(QOQ)
46% Carryover
Over 45 Days

NC
(QOQ)
\$34,849 Price
Avg Last Listed

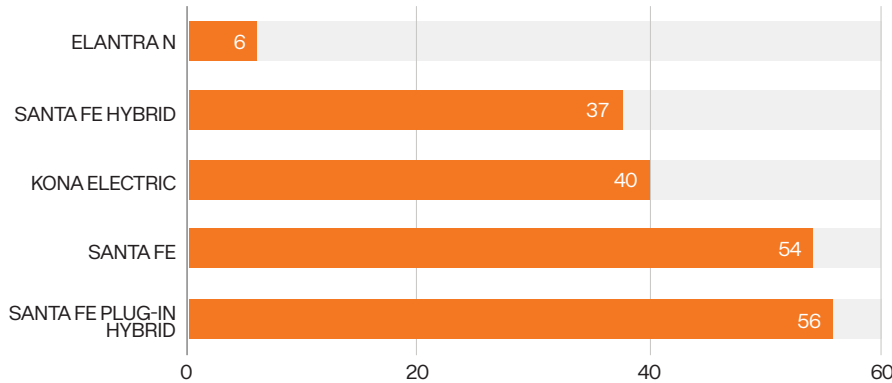
-1%
(QOQ)
-4% Markdown
% Price Reduction

+5%
(QOQ)
28% Markdown
% Sold With Markdown

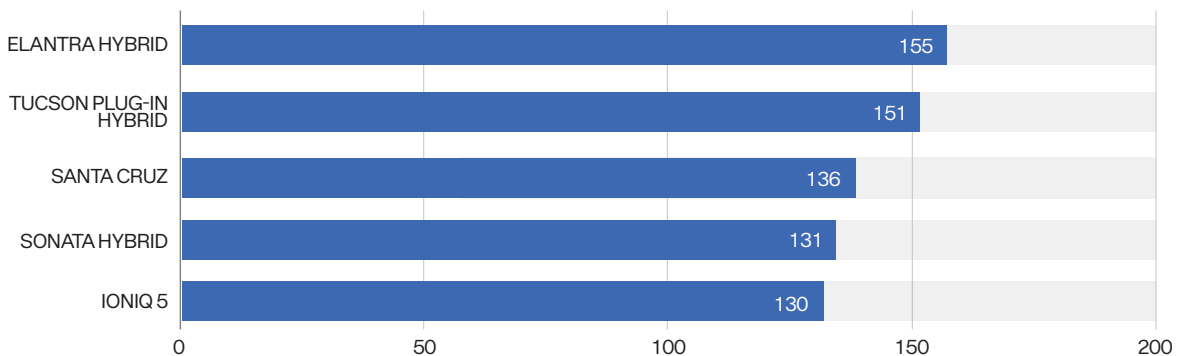
-1%
(QOQ)
59% Not Viewed
% Listing Not Viewed

-21%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> All used metrics are in line with the market.

USED

+14%

Sales Volume
% Change QOQ

-10

(-40 Days QOQ)
Day Supply

-11% (QOQ)

43% Aged Inventory
Over 30 Days Ending
3/31/24

NC

(NC QOQ)
43% Aged Sales
% Over 30 Days

+6%

(QOQ)
56% Carryover
Over 30 Days

-2%

(QOQ)
\$18,755 Price
Avg Last Listed

NC

(QOQ)
-7% Markdown
% Price Reduction

-2%

(QOQ)
35% Markdown
% Sold With Markdown

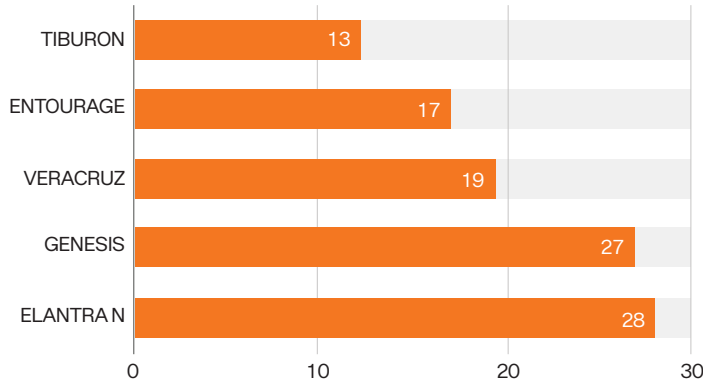
-4%

(-4% QOQ)
54% Not Viewed
% Listing Not Viewed

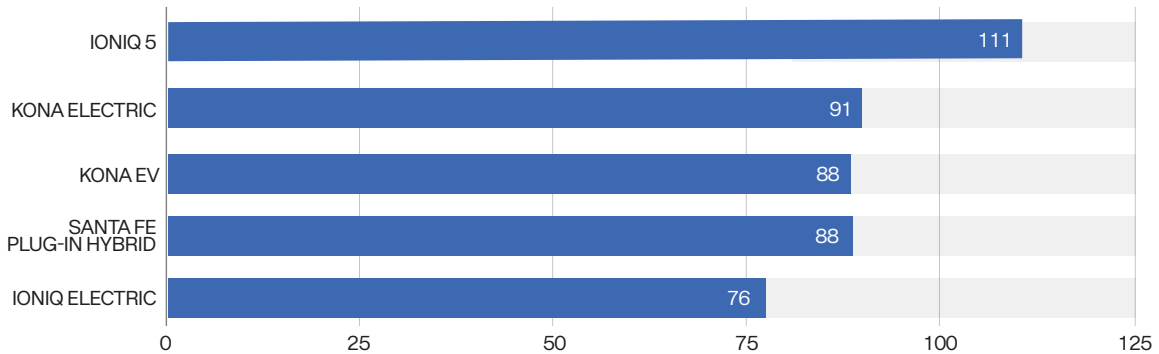
+22%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> Infiniti improved its ending aged inventory by 11%, the best among all brands. This was achieved by influx of fresh inventory and remaining disciplined in selling through aged units.

NEW

-3%
Sales Volume
% Change QOQ

+16
(126 Days QOQ)
Day Supply

-11% (QOQ)
59% Aged Inventory
Over 45 Days Ending
3/31/24

-1%
(QOQ)
65% Aged Sales
% Over 45 Days

+22%
(QOQ)
72% Carryover
Over 45 Days

-1%
(QOQ)
\$57,820 Price
Avg Last Listed

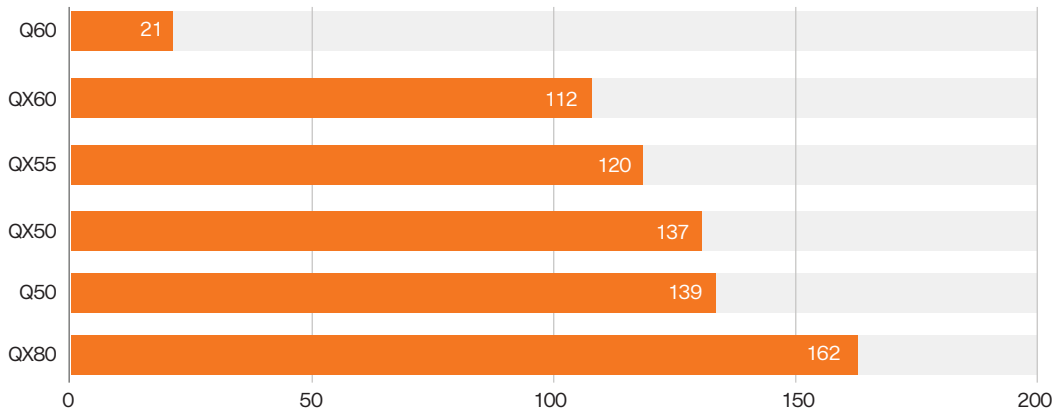
NC
(QOQ)
-4% Markdown
% Price Reduction

-3%
(QOQ)
19% Markdown
% Sold With Markdown

+10%
(QOQ)
83% Not Viewed
% Listing Not Viewed

+17%
Demand
% Change QOQ

Day Supply



› Used sales volume had the slowest growth in the market even with one of the highest reductions in selling price.

USED

+5%

Sales Volume
% Change QOQ

-6

(41 Days QOQ)
Day Supply

-7% (QOQ)

46% Aged Inventory
Over 30 Days Ending
3/31/24

+1%

(QOQ)
42% Aged Sales
% Over 30 Days

+3%

(QOQ)
54% Carryover
Over 30 Days

-6%

(QOQ)
\$24,998 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

-1%

(QOQ)
36% Markdown
% Sold With Markdown

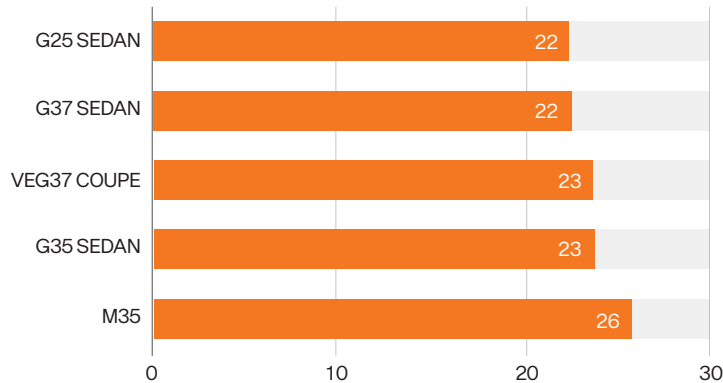
+4%

(QOQ)
54% Not Viewed
% Listing Not Viewed

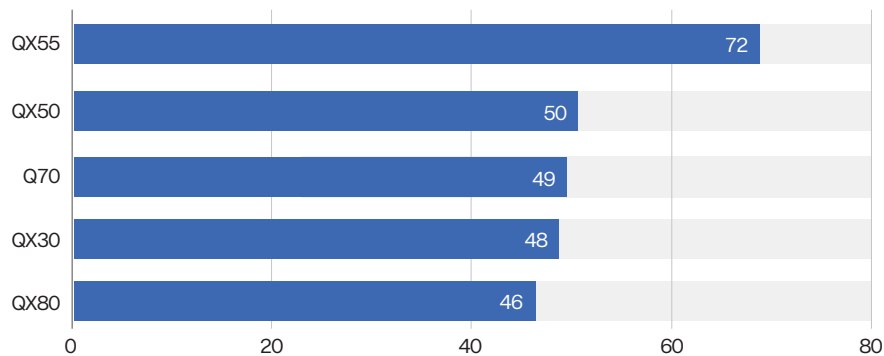
+16%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



- › Jeep continues to run a high day supply at 160 days which increased by 49 days, five times the market average. Started off the quarter with one of the highest carryover percents.
- › Percent of aged inventory looks better but this is due to influx of fresh units, not sales of aged units.

NEW

-3%
Sales Volume
% Change QOQ

+49
(160 Days QOQ)
Day Supply

-10% (QOQ)
51% Aged Inventory
Over 45 Days Ending
3/31/24

-2% (QOQ)
58% Aged Sales
% Over 45 Days

+10% (QOQ)
65% Carryover
Over 45 Days

-1% (QOQ)
\$51,548 Price
Avg Last Listed

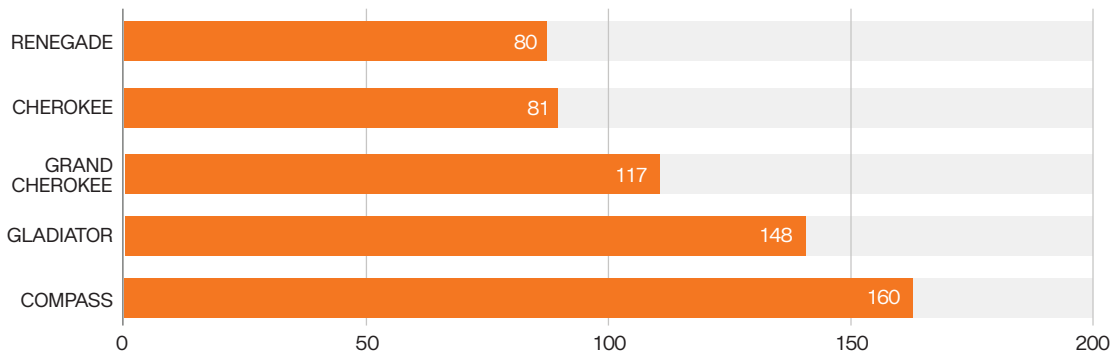
NC (QOQ)
-6% Markdown
% Price Reduction

-3% (QOQ)
36% Markdown
% Sold With Markdown

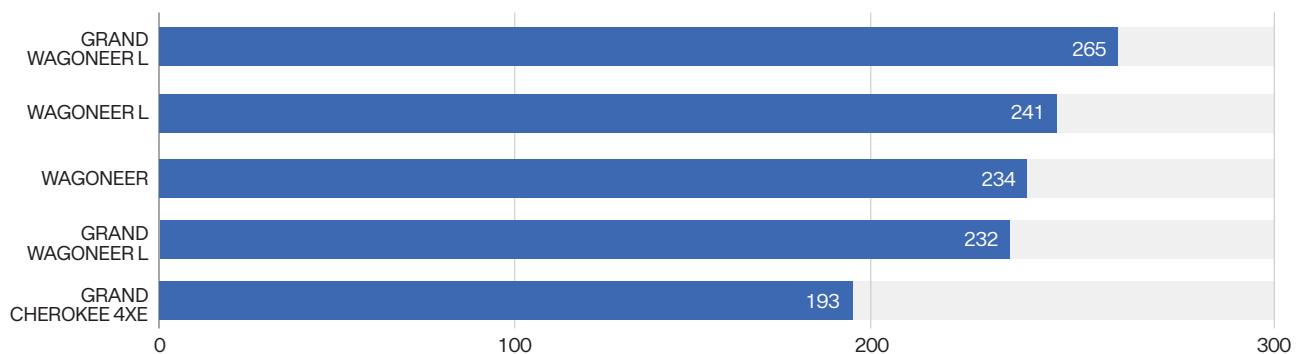
+1% (QOQ)
66% Not Viewed
% Listing Not Viewed

-15%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



› Jeep sold 10% more used units with a markdown than the market average.

USED

+13%

Sales Volume
% Change QOQ

-9

(50 Days QOQ)
Day Supply

-9% (QOQ)

49% Aged Inventory
Over 30 Days Ending
3/31/24

NC

(QOQ)
48% Aged Sales
% Over 30 Days

+6%

(QOQ)
60% Carryover
Over 30 Days

-3%

(QOQ)
\$24,160 Price
Avg Last Listed

NC

(QOQ)
-7% Markdown
% Price Reduction

-1%

(QOQ)
41% Markdown
% Sold With Markdown

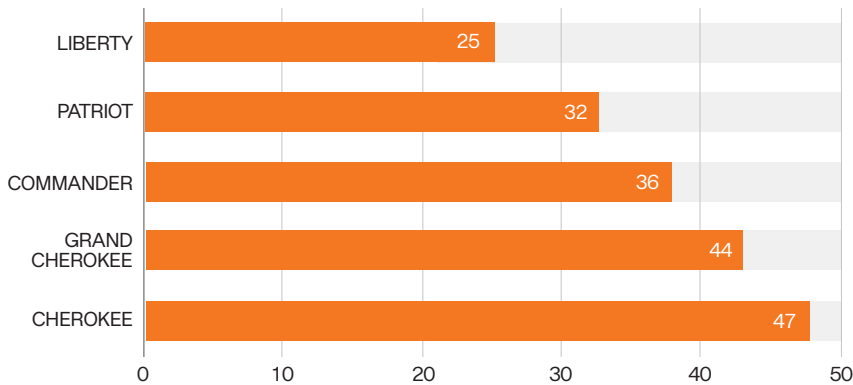
-2%

(QOQ)
54% Not Viewed
% Listing Not Viewed

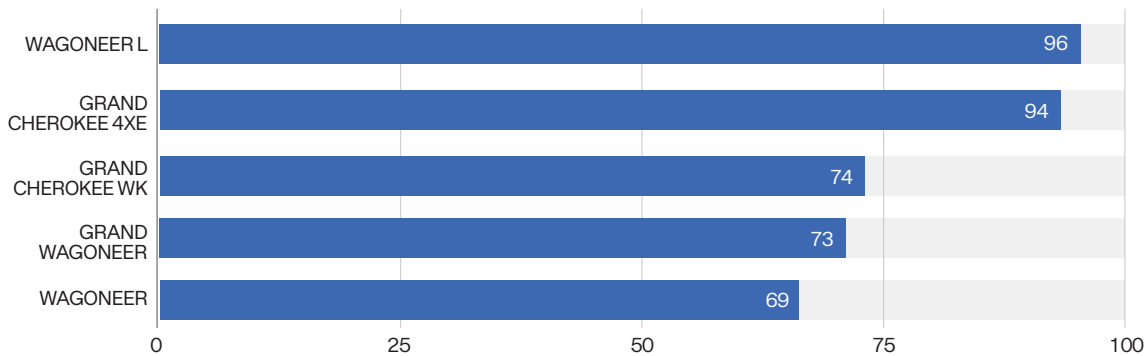
+18%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





- › Kia saw one of the largest sales increases in the market and was able to sell significantly more aged units to maintain a low aged inventory despite EVs having an aging issue.
- › Kia was one of the only brand of new vehicles to have an increase in average selling price due to a 3,000 unit sales jump in the EV9 which is priced over \$20,000 more than all of Kia's other models.

NEW

+17%
Sales Volume
% Change QOQ

+2
(56 Days QOQ)
Day Supply

NC (QOQ)
39% Aged Inventory
Over 45 Days Ending
3/31/24

9%
(QOQ)
30% Aged Sales
% Over 45 Days

+15%
(QOQ)
42% Carryover
Over 45 Days

+3%
(QOQ)
\$34,633 Price
Avg Last Listed

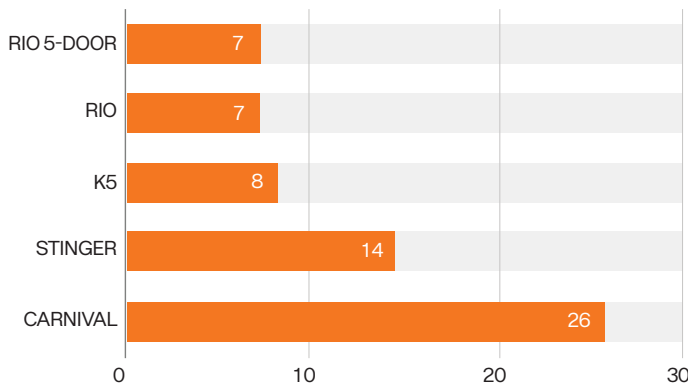
NC
(QOQ)
-3% Markdown
% Price Reduction

+7%
(QOQ)
17% Markdown
% Sold With Markdown

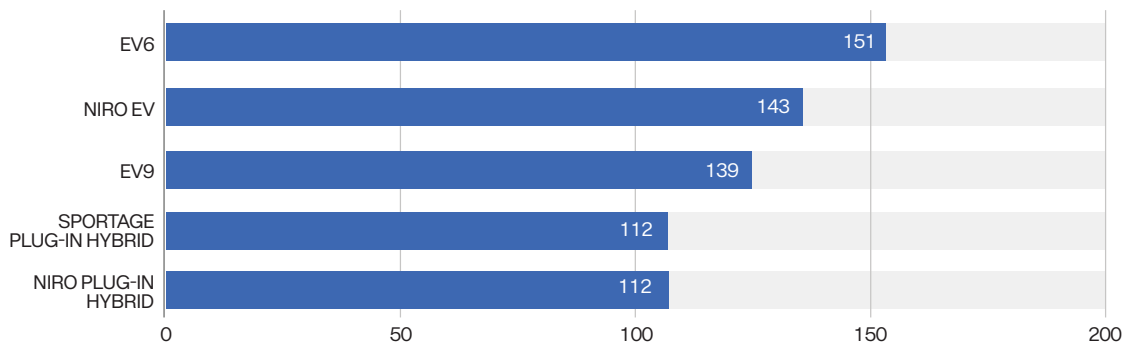
-10%
(QOQ)
52% Not Viewed
% Listing Not Viewed

-7%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





› Kia had one of the highest increase in sales volume among used vehicle at 14% compared to 11% for the market.

USED

+14%

Sales Volume
% Change QOQ

-13

(-37 Days QOQ)
Day Supply

-13% (QOQ)

42% Aged Inventory
Ending % Over 30 Days

NC

(QOQ)
44% Aged Sales
% Over 30 Days

+7%

(QOQ)
58% Carryover
Over 30 Days

-3%

(QOQ)
\$18,638 Price
Avg Last Listed

NC

(QOQ)
-7% Markdown
% Price Reduction

-2%

(QOQ)
33% Markdown
% Sold With Markdown

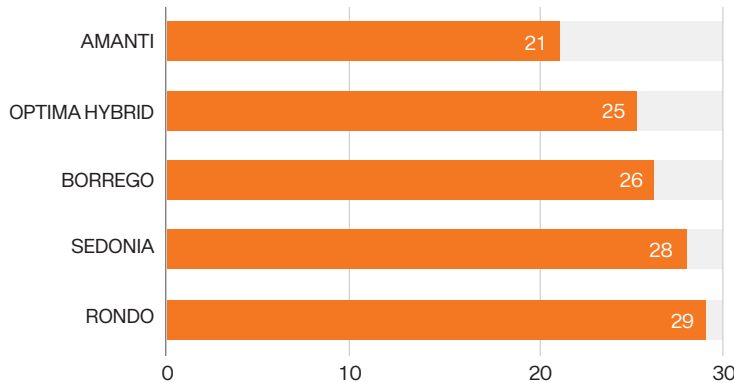
-10%

(QOQ)
53% Not Viewed
% Listing Not Viewed

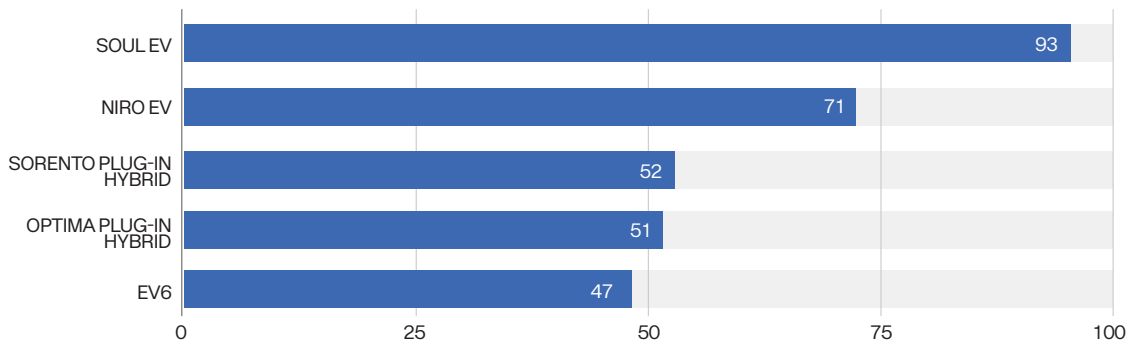
+10%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> Saw one of the largest sales increases in the market and was able to sell significantly more aged units to maintain a low aged inventory despite EVs having an aging issue.

Kia New Model Aged and Ending Inventory Volume Distribution

Model	% Aged	% of Ending Inventory
CARNIVAL	19%	3%
SPORTAGE HYBRID	23%	2%
HYBRID	23%	2%
TELLURIDE	30%	13%
SORENTO	32%	11%
SPORTAGE	32%	17%
SOUL	32%	5%
FORTE	35%	14%
SELTOS	35%	10%
NIRO	53%	4%
EV9	61%	6%
NIRO PLUG-IN HYBRID	64%	1%
EV6	71%	5%
NIRO EV	71%	2%
RIO	75%	0%
RIO 5-DOOR	79%	0%
K5	80%	1%
SORENTO HYBRID	83%	2%
HYBRID	90%	1%
STINGER	100%	0%



> Continued discipline on stocking the higher priced Range Rover and Range Rover Sport even though they accounted for 40% of the quarter's sales.

NEW

+8%
Sales Volume
% Change QOQ

+7
(69 Days QOQ)
Day Supply

+3% (QOQ)
42% Aged Inventory
Over 45 Days Ending
3/31/24

+2%
(QOQ)
32% Aged Sales
% Over 45 Days

-7%
(QOQ)
40% Carryover
Over 45 Days

NC
(QOQ)
\$88,773 Price
Avg Last Listed

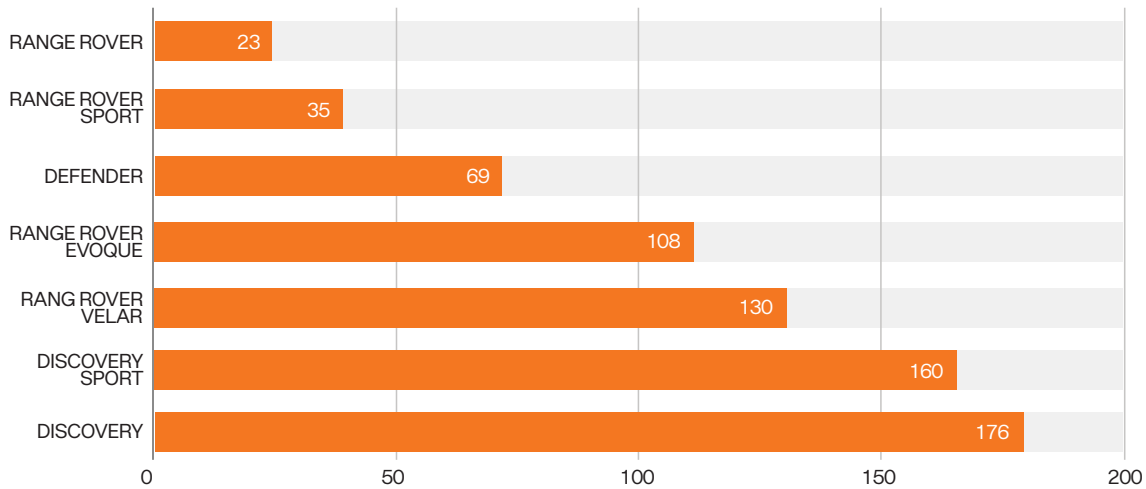
NC
(QOQ)
-3% Markdown
% Price Reduction

+1%
(QOQ)
4% Markdown
% Sold With Markdown

-7%
(QOQ)
52% Not Viewed
% Listing Not Viewed

+2%
Demand
% Change QOQ

Day Supply





› Land Rover was the only brand to have their used inventory increase by 1% where all other brands dropped..

USED

+5%
Sales Volume
% Change QOQ

-3
(54 Days QOQ)
Day Supply

-3% (QOQ)
53% Aged Inventory
Over 30 Days Ending
3/31/24

NC
(QOQ)
47% Aged Sales
% Over 30 Days

+4%
(QOQ)
59% Carryover
Over 30 Days

-6%
(QOQ)
\$39,902 Price
Avg Last Listed

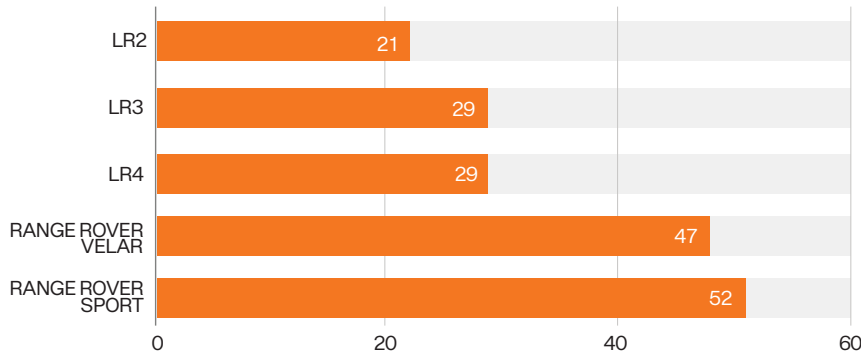
NC
(QOQ)
-7% Markdown
% Price Reduction

+1%
(QOQ)
38% Markdown
% Sold With Markdown

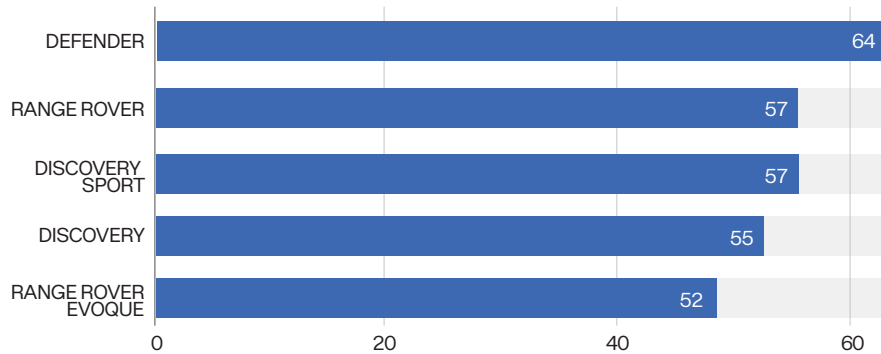
-2%
(QOQ)
52% Not Viewed
% Listing Not Viewed

+9%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> Continued discipline on stocking the higher priced Range Rover and Range Rover Sport even though they accounted for 40% of the quarter's sales.

Land Rover New Model Volume Distribution

Model	2023 Q4 % of Sales	2024 Q1 % of Sales	2023 Q4 % of Ending Inventory	2024 Q1 % of Ending Inventory	2024 Q1 Sales \$
DISCOVERY SPORT	3.15%	3.38%	8.02%	7.77%	\$54,600
RANGE ROVER EVOQUE	5.91%	7.27%	13.19%	11.33%	\$57,665
RANGE ROVER VELAR	8.67%	9.07%	13.97%	16.89%	\$71,536
DISCOVERY	5.37%	4.66%	11.43%	11.80%	\$77,948
DEFENDER	40.66%	35.69%	40.05%	35.59%	\$82,193
RANGE ROVER SPORT	19.20%	19.99%	8.59%	10.13%	\$100,610
RANGE ROVER	17.04%	19.95%	4.74%	6.50%	\$144,140



> Lexus saw a significant drop in sales and an increase in aged inventory, almost half above of the market average, but maintains control over day supply.

NEW

-12%

Sales Volume
% Change QOQ

+4

(48 Days QOQ)
Day Supply

+7% (QOQ)

41% Aged Inventory
Over 45 Days Ending
3/31/24

+9%

(QOQ)
30% Aged Sales
% Over 45 Days

+15%

(QOQ)
36% Carryover
Over 45 Days

NC

(QOQ)
\$57,860 Price
Avg Last Listed

NC

(QOQ)
-2% Markdown
% Price Reduction

NC

(QOQ)
10% Markdown
% Sold With Markdown

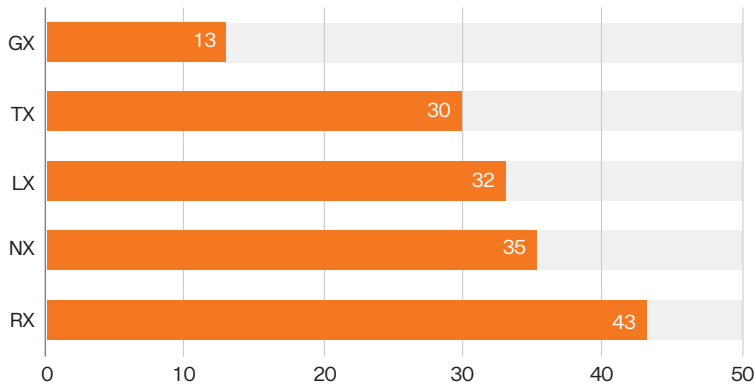
-2%

(QOQ)
58% Not Viewed
% Listing Not Viewed

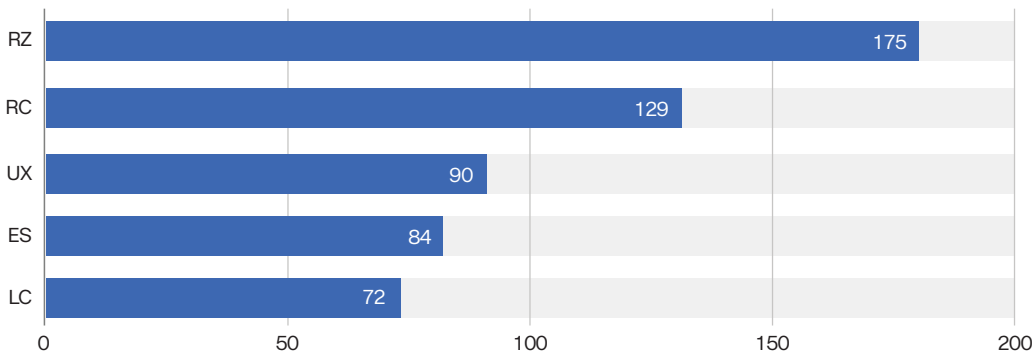
-10%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



› Used inventory had the second largest drop in the market at 15%.

USED

+8%

Sales Volume
% Change QOQ

-10

(35 Days QOQ)
Day Supply

-5% (QOQ)

43% Aged Inventory
Over 30 Days Ending
3/31/24

+1%

(1% QOQ)
40% Aged Sales
% Over 30 Days

+2%

(QOQ)
51% Carryover
Over 30 Days

-4%

(QOQ)
\$33,500 Price
Avg Last Listed

NC

(QOQ)
-5% Markdown
% Price Reduction

-2%

(QOQ)
34% Markdown
% Sold With Markdown

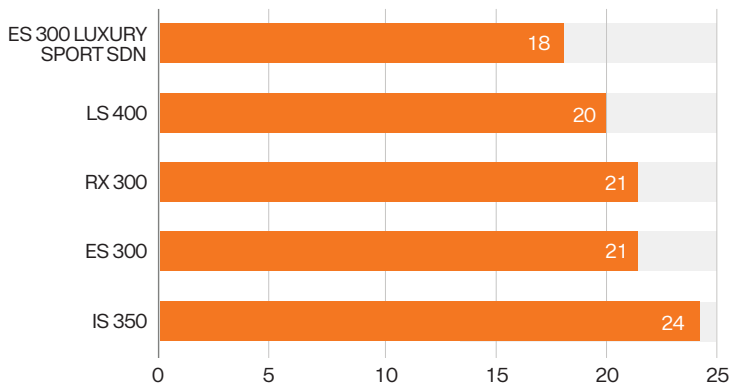
-4%

(QOQ)
42% Not Viewed
% Listing Not Viewed

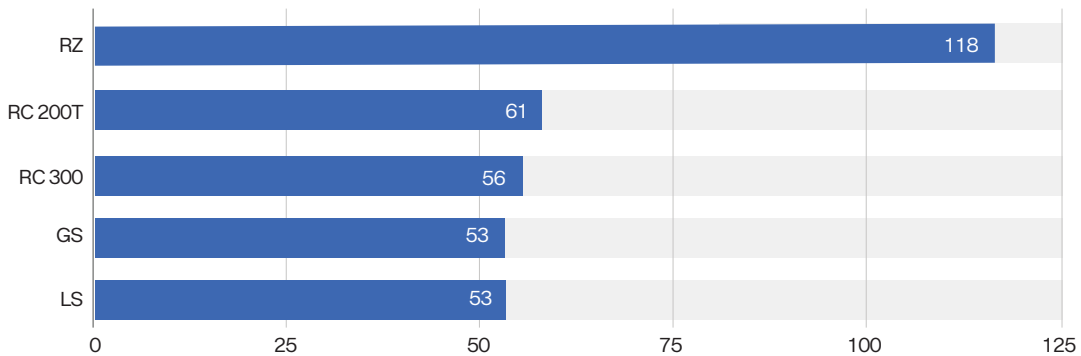
+24%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> Lincoln saw the largest jump in sales for the quarter but maintains a high day supply and aged inventory over 70% versus the market.

NEW

+15%
Sales Volume
% Change QOQ

+4
(145 Days QOQ)
Day Supply

+8% (QOQ)
61% Aged Inventory
Over 45 Days Ending
3/31/24

+11%
(QOQ)
69% Aged Sales
% Over 45 Days

+7%
(QOQ)
55% Carryover
Over 45 Days

-1%
(QOQ)
\$59,625 Price
Avg Last Listed

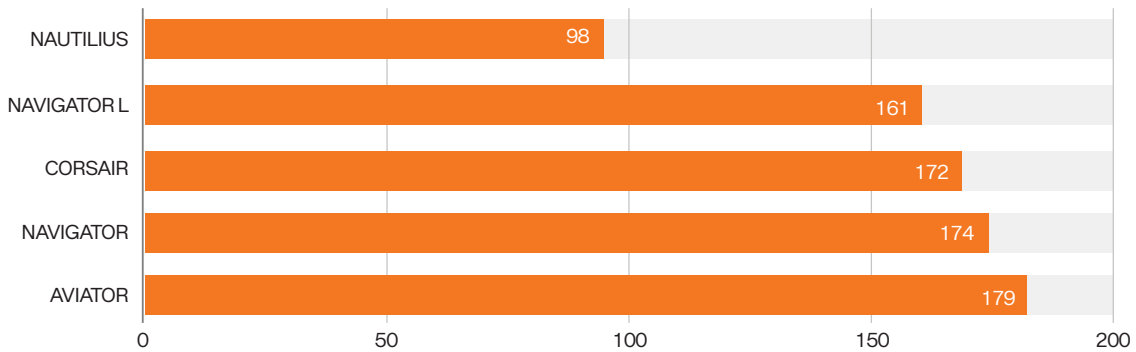
-1%
(QOQ)
-5% Markdown
% Price Reduction

+8%
(QOQ)
33% Markdown
% Sold With Markdown

-5%
(QOQ)
73% Not Viewed
% Listing Not Viewed

+5%
Demand
% Change QOQ

Day Supply





> Used Nautilus saw an impressive 21% increase in sales overtaking the MKZ for highest model volume.

USED

+7%
Sales Volume
% Change QOQ

-6
(47 Days QOQ)
Day Supply

-7% (QOQ)
51% Aged Inventory
Over 30 Days Ending
3/31/24

-1%
(QOQ)
46% Aged Sales
% Over 30 Days

+6%
(QOQ)
60% Carryover
Over 30 Days

-4%
(QOQ)
\$27,950 Price
Avg Last Listed

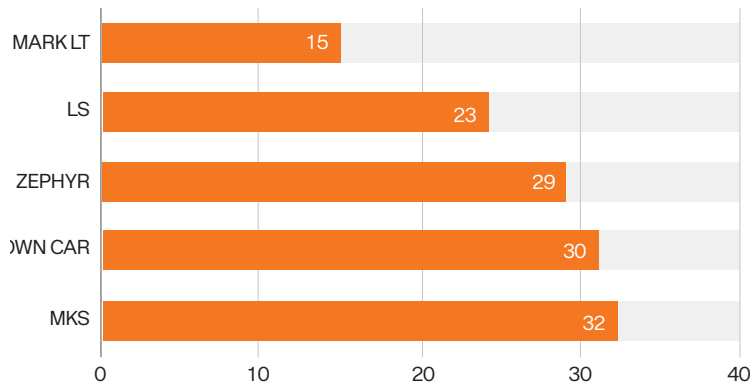
NC
(QOQ)
-7% Markdown
% Price Reduction

NC
(QOQ)
38% Markdown
% Sold With Markdown

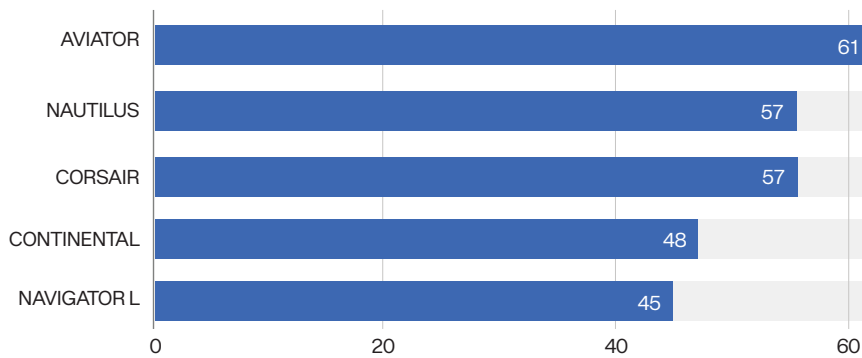
-3%
(QOQ)
54% Not Viewed
% Listing Not Viewed

+18%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





Lincoln Used Sales Volumes

Model	Sold Volume % Change	2024 Q1 % of Sales	2024 Q4 % of Sales
NAUTILUS	21%	14%	16%
MKZ	2%	14%	14%
CORSAIR	10%	13%	13%
MKX	9%	11%	11%
AVIATOR	10%	11%	11%
NAVIGATOR	2%	11%	10%
MKC	2%	10%	9%
NAVIGATOR L	2%	6%	6%
CONTINENTAL	6%	3%	3%
MKS	-10%	2%	2%
TOWN CAR	1%	2%	2%
MKT	1%	1%	1%
LS	-3%	0%	0%
MARK LT	34%	0%	0%
ZEPHYR	0%	0%	0%
MARK III	-33%	0%	0%
BLACKWOOD	25%	0%	0%
MARK VII	0%	0%	0%
MARK VI	-100%	0%	0%



mazda

› Mazda was able to improve its day supply while the market struggled. However, the CX-90 PHEV continues to be a problem area as day supply currently sits at 125 days, up 25 days from the prior quarter.

NEW

-7%

Sales Volume
% Change QOQ

-7

(70 Days QOQ)
Day Supply

+6% (QOQ)

48% Aged Inventory
Over 45 Days Ending
3/31/24

NC

(QOQ)
30% Aged Sales
% Over 45 Days

+16%

(QOQ)
49% Carryover
Over 45 Days

-1%

(QOQ)
\$32,990 Price
Avg Last Listed

NC

(QOQ)
-2% Markdown
% Price Reduction

-3%

(QOQ)
9% Markdown
% Sold With Markdown

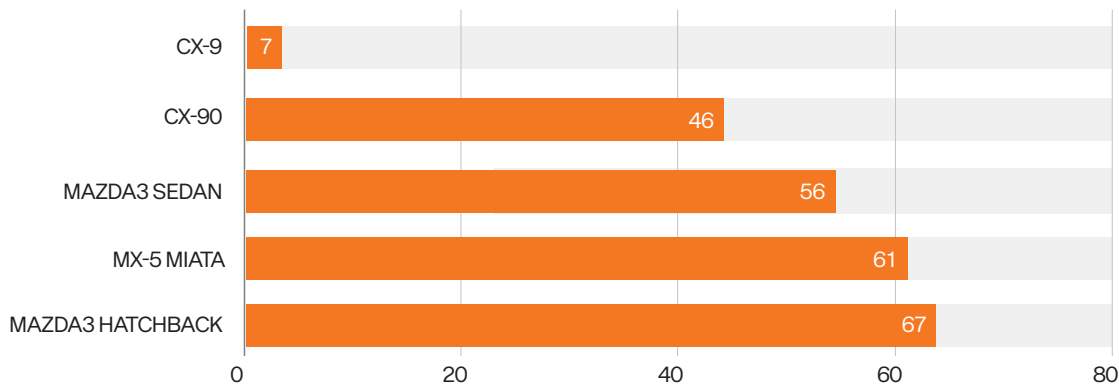
-2%

(QOQ)
63% Not Viewed
% Listing Not Viewed

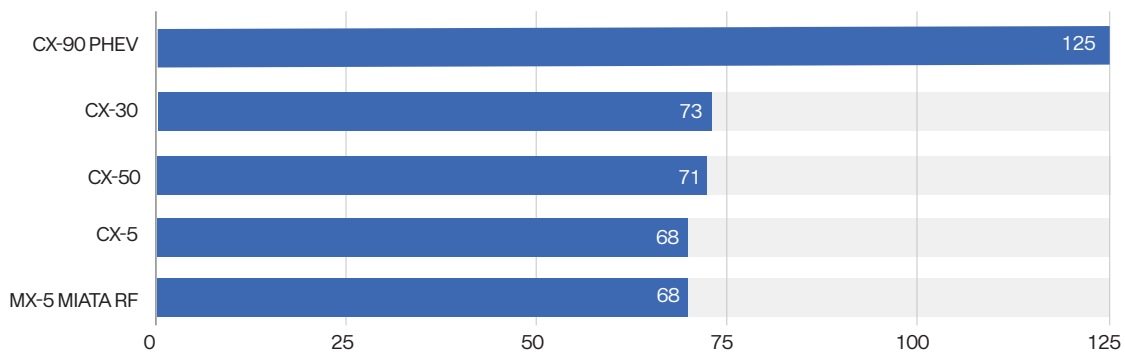
NC

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





mazda

> The CX-90 had a strong performance this quarter, increasing sales by 13% and reducing the aging profile by 6%.

USED

+15%

Sales Volume
% Change QOQ

-7

(40 Days QOQ)
Day Supply

-7% (QOQ)

41% Aged Inventory
Over 30 Days Ending
3/31/24

+3%

(QOQ)
42% Aged Sales
% Over 30 Days

+7%

(QOQ)
51% Carryover
Over 30 Days

-4%

(QOQ)
\$22,000 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

+2%

(QOQ)
37% Markdown
% Sold With Markdown

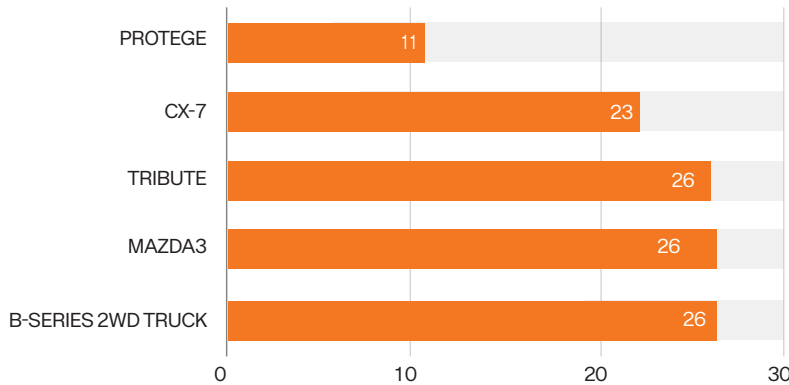
-6%

(QOQ)
44% Not Viewed
% Listing Not Viewed

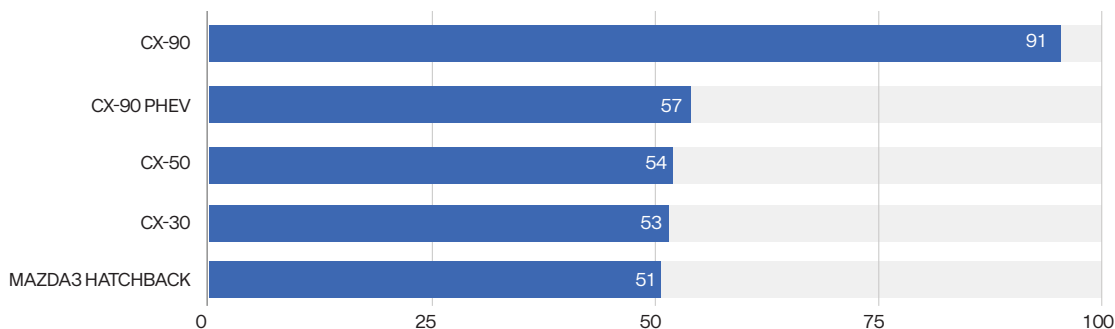
NC

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





While GLEs increased in volume, and held a steady day supply, there are signs of aging issues as the aged inventory more than doubled quarter over quarter.

NEW

-7%
Sales Volume
% Change QOQ

+11
(85 Days QOQ)
Day Supply

+6% (QOQ)
53% Aged Inventory
Over 45 Days Ending
3/31/24

+8%
(QOQ)
40% Aged Sales
% Over 45 Days

+7%
(QOQ)
49% Carryover
Over 45 Days

+2%
(QOQ)
\$74,495 Price
Avg Last Listed

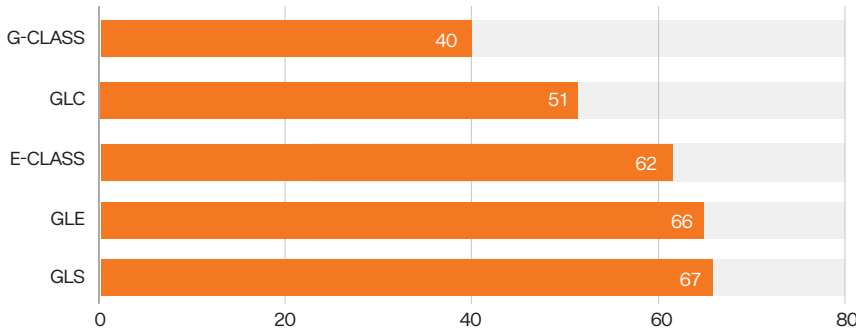
-1%
(QOQ)
-2% Markdown
% Price Reduction

NC
(QOQ)
3% Markdown
% Sold With Markdown

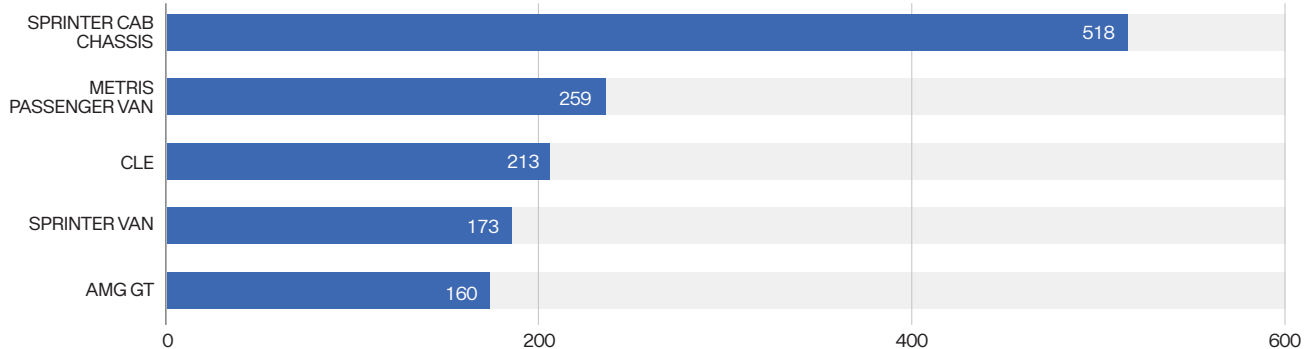
+1%
(QOQ)
55% Not Viewed
% Listing Not Viewed

-14%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> All used metrics are in line with the market.

USED

+7%
Sales Volume
% Change QOQ

-7
(47 Days QOQ)
Day Supply

-3% (QOQ)
52% Aged Inventory
Over 30 Days Ending
3/31/24

+2%
(QOQ)
47% Aged Sales
% Over 30 Days

+2%
(QOQ)
58% Carryover
Over 30 Days

-4%
(QOQ)
\$34,595 Price
Avg Last Listed

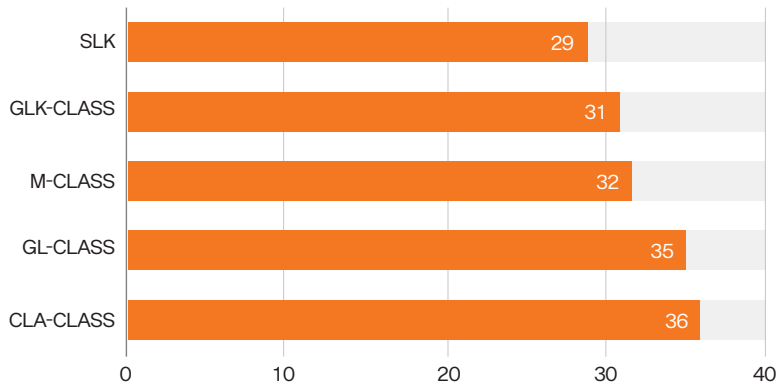
NC
(QOQ)
-7% Markdown
% Price Reduction

NC
(QOQ)
35% Markdown
% Sold With Markdown

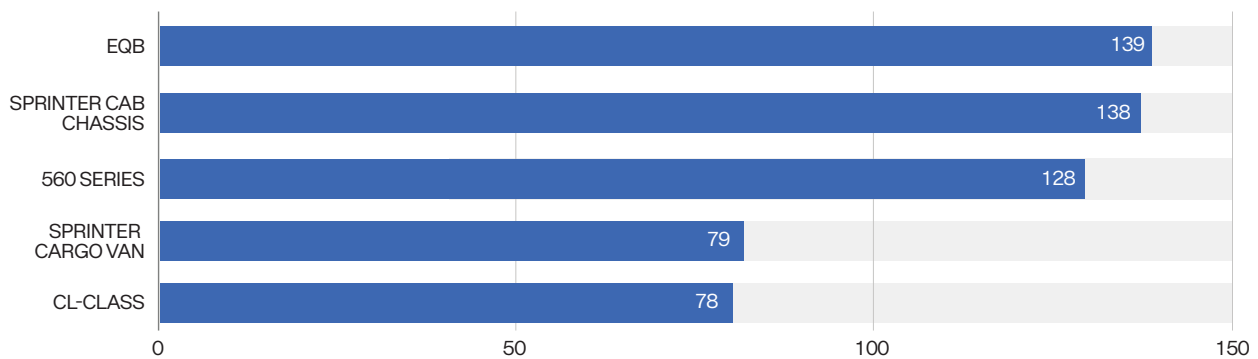
-2%
(QOQ)
46% Not Viewed
% Listing Not Viewed

+14%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



› Rouges had a healthy sales increase that was able to drive aged ending inventory down by 7%. Sentra also had over 50% sales growth fueled by fresh inventory but aged inventory continues to grow.

NEW

+8%
Sales Volume
% Change QOQ

+3
(115 Days QOQ)
Day Supply

NC (QOQ)
54% Aged Inventory
Over 45 Days Ending
3/31/24

+16%
(QOQ)
61% Aged Sales
% Over 45 Days

+21%
(QOQ)
58% Carryover
Over 45 Days

-2%
(QOQ)
\$32,149 Price
Avg Last Listed

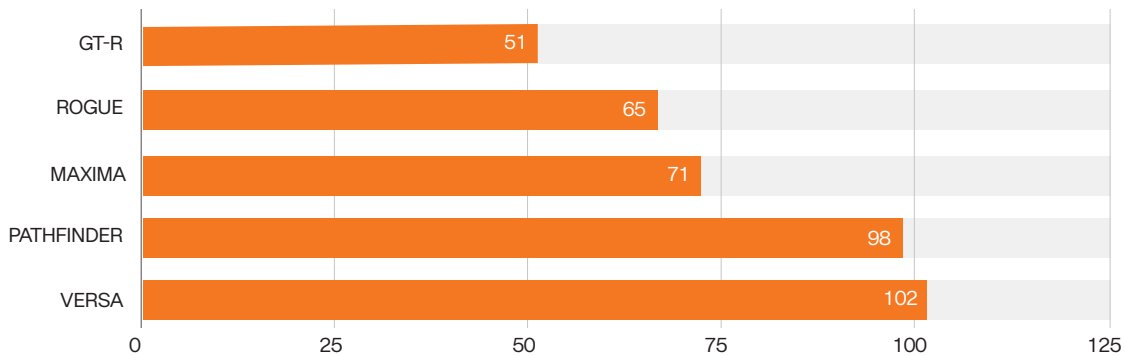
NC
(QOQ)
-5% Markdown
% Price Reduction

+5%
(QOQ)
28% Markdown
% Sold With Markdown

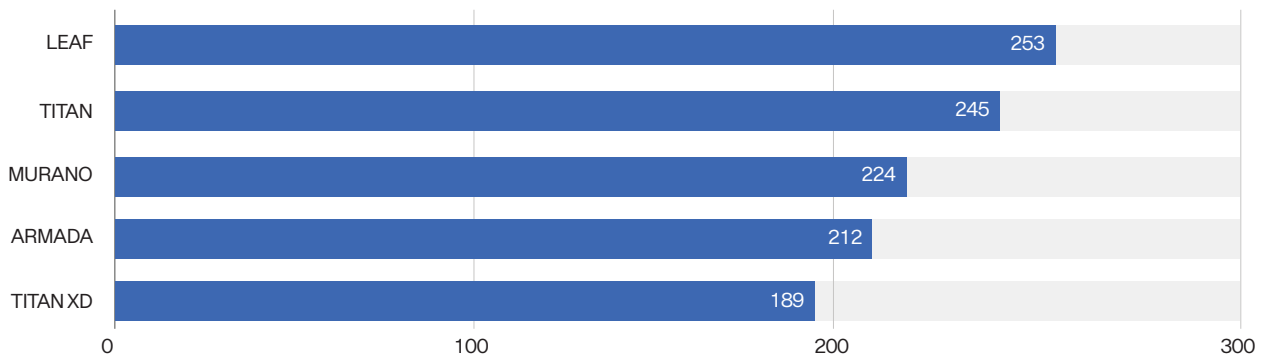
+1%
(QOQ)
72% Not Viewed
% Listing Not Viewed

-6%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



> All used metrics are in line with the market.

USED

+15%

Sales Volume
% Change QOQ

-9

(38 Days QOQ)
Day Supply

-9% (QOQ)

43% Aged Inventory
Over 30 Days Ending
3/31/24

+1%

(QOQ)
41% Aged Sales
% Over 30 Days

+6%

(QOQ)
55% Carryover
Over 30 Days

-4%

(QOQ)
\$19,179 Price
Avg Last Listed

NC

(QOQ)
-7% Markdown
% Price Reduction

-1%

(QOQ)
33% Markdown
% Sold With Markdown

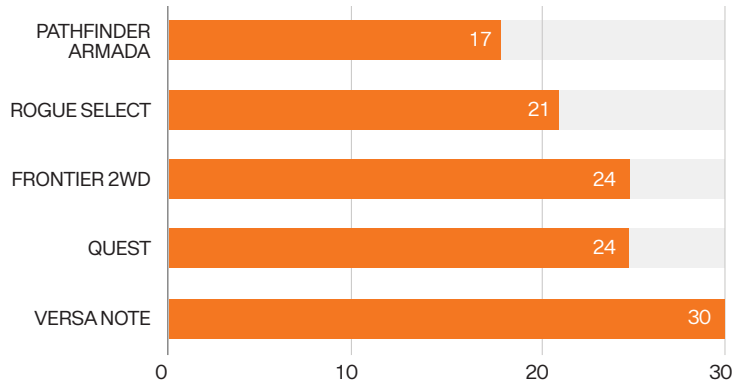
-4%

(QOQ)
56% Not Viewed
% Listing Not Viewed

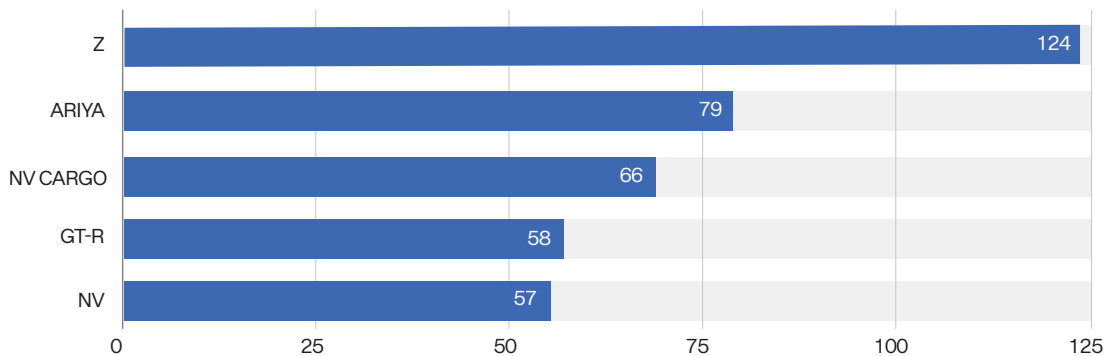
+21%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply



Nissan New Volume Changes

Model	Sold Volume % Change	2024 Q1 % of Sales	% of Ending Inv Aged Change	% of Ending Inventory Change
Z	58%	0%	15%	0%
SENTRA	52%	16%	8%	8%
VERSA	34%	5%	6%	2%
FRONTIER	23%	9%	3%	-1%
ROGUE	12%	35%	-7%	-10%
PATHFINDER	9%	10%	-3%	0%
ARIYA	3%	3%	-23%	-1%
ARMADA	-7%	1%	23%	0%
TITAN XD	-12%	0%	9%	0%
MURANO	-16%	2%	-7%	1%
GT-R	-17%	0%	-23%	0%
KICKS	-18%	8%	8%	2%
ALTIMA	-23%	9%	-3%	0%
LEAF	-27%	1%	-1%	0%
MAXIMA	-48%	0%	2%	0%
ROGUE SPORT	-77%	0%	-6%	0%



PORSCHE

➤ Sales for Porsche's lowest priced model Macan climbed to account for nearly half of the quarter's sales, driving a 4% decrease in average list price.

NEW

-21%
Sales Volume
% Change QOQ

+3
(89 Days QOQ)
Day Supply

NC (QOQ)
58% Aged Inventory
Over 45 Days Ending
3/31/24

+12%
(QOQ)
61% Aged Sales
% Over 45 Days

+3%
(QOQ)
60% Carryover
Over 45 Days

-4%
(QOQ)
\$96,620 Price
Avg Last Listed

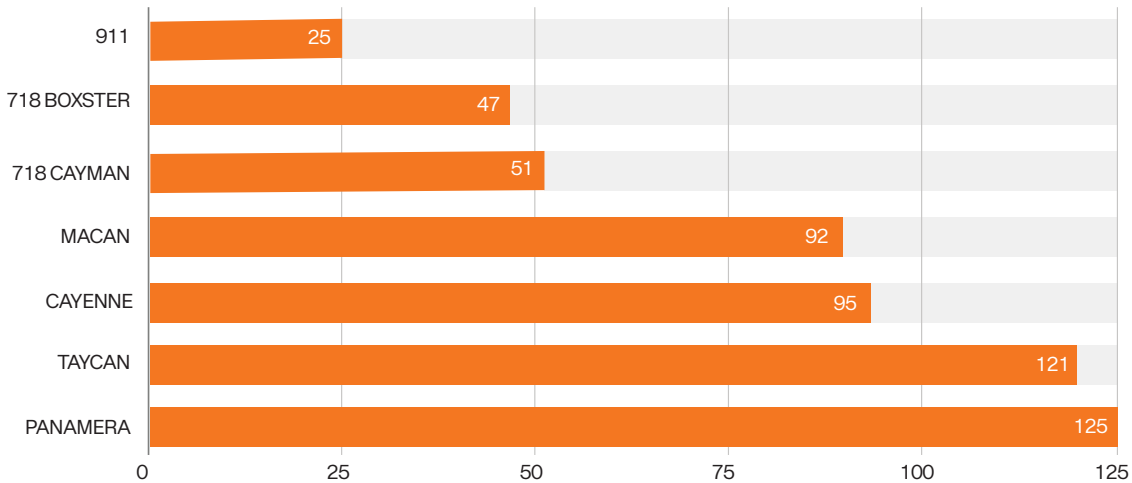
-2%
(QOQ)
-5% Markdown
% Price Reduction

NC (QOQ)
2% Markdown
% Sold With Markdown

-1%
(QOQ)
51% Not Viewed
% Listing Not Viewed

-8%
Demand
% Change QOQ

Day Supply





PORSCHE

› While the total average price for used sales has not changed much, their higher volume models have dropped in price more in line with the market average.

USED

+3%
Sales Volume
% Change QOQ

-6
(54 Days QOQ)
Day Supply

-2% (QOQ)
56% Aged Inventory
Over 30 Days Ending
3/31/24

+2%
(QOQ)
51% Aged Sales
% Over 30 Days

+5%
(QOQ)
61% Carryover
Over 30 Days

-1%
(QOQ)
\$61,490 Price
Avg Last Listed

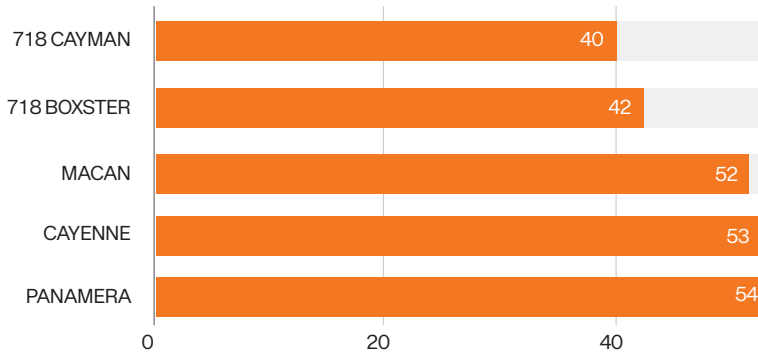
NC
(QOQ)
-5% Markdown
% Price Reduction

-1%
(QOQ)
36% Markdown
% Sold With Markdown

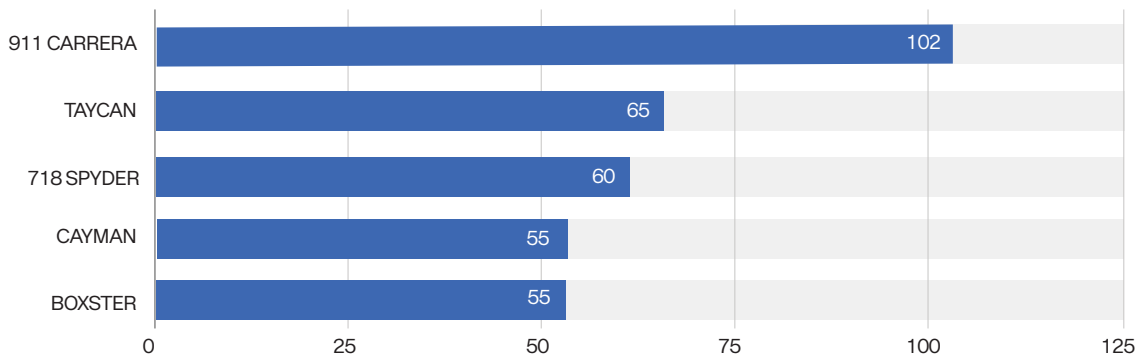
-2%
(QOQ)
42% Not Viewed
% Listing Not Viewed

+12%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





PORSCHE

Porsche New Volume Changes

Model	2023 Q4 % of Sales	2024 Q1 % of Sales	2023 Q4 Ending %	2024 Q1 % of Ending Inv	2024 Q1 Sales \$
MACAN	36.04%	44.46%	46.55%	46.55%	\$76,980
718 BOXSTER	1.97%	2.44%	1.86%	1.28%	\$97,290
718 CAYMAN	1.71%	2.34%	1.69%	1.34%	\$98,470
CAYENNE	31.89%	25.83%	24.77%	27.47%	\$102,700
PANAMERA	6.39%	4.44%	3.90%	6.22%	\$121,710
TAYCAN	12.78%	11.23%	18.47%	15.29%	\$124,870
911	9.19%	9.14%	2.73%	2.51%	\$182,360
718 SPYDER	0.04%	0.11%	0.03%	0.03%	\$220,310



RAM

> Ram sales dropped even while maintaining the previous quarter's highest percent markdown in the market. Nearly half of all sold units took a markdown. Aging continues to worsen despite markdowns 3% higher than the market.

NEW

+18%
Sales Volume
% Change QOQ

+73
(182 Days QOQ)
Day Supply

-3% (QOQ)
56% Aged Inventory
Over 45 Days Ending
3/31/24

+1%
(QOQ)
63% Aged Sales
% Over 45 Days

+10%
(QOQ)
63% Carryover
Over 45 Days

NC
(QOQ)
\$63,110 Price
Avg Last Listed

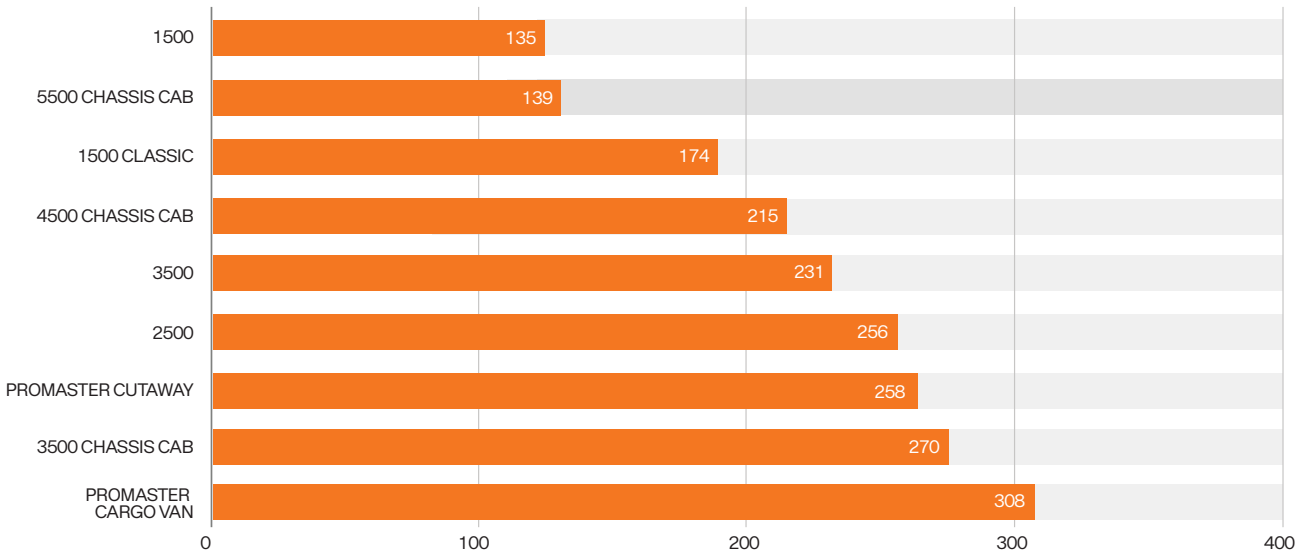
NC
(QOQ)
-7% Markdown
% Price Reduction

-4%
(QOQ)
40% Markdown
% Sold With Markdown

+1%
(QOQ)
62% Not Viewed
% Listing Not Viewed

-31%
Demand
% Change QOQ

Day Supply





RAM

› Sales volumes increased by 13%, driven by 1500s.

USED

+13%

Sales Volume
% Change QOQ

-12

(47 Days QOQ)
Day Supply

-6% (QOQ)

52% Aged Inventory
Over 30 Days Ending
3/31/24

NC

(QOQ)
47% Aged Sales
% Over 30 Days

+6%

(QOQ)
60% Carryover
Over 30 Days

-5%

(QOQ)
\$33,990 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

NC

(NC QOQ)
42% Markdown
% Sold With Markdown

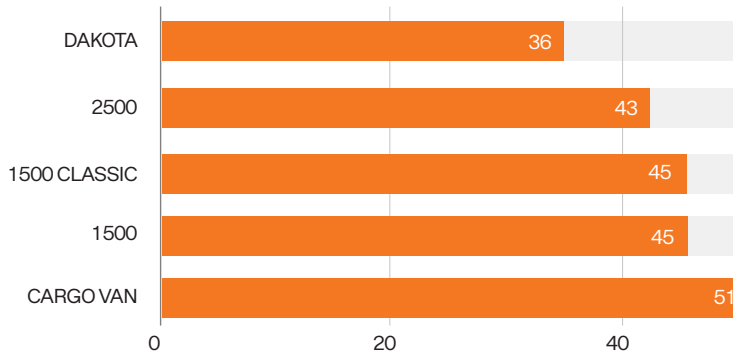
-1%

(-1% QOQ)
53% Not Viewed
% Listing Not Viewed

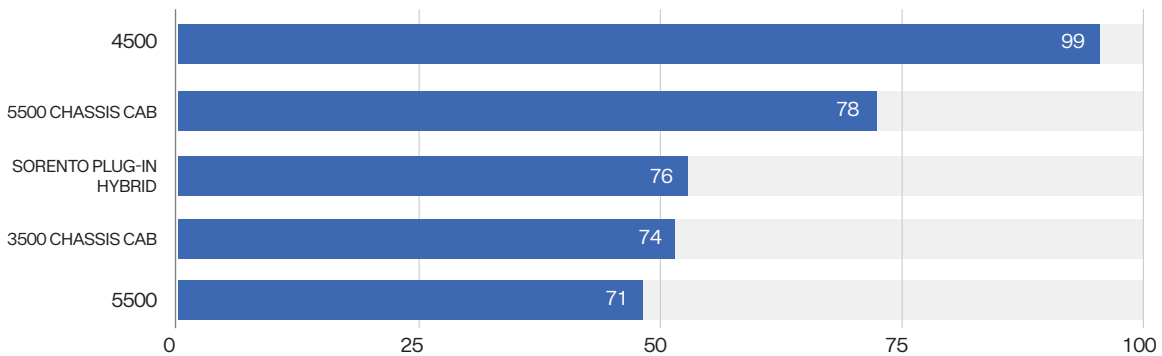
+22%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





SUBARU

> While Subaru was one of the few brands that saw an increase in sales, the Solterra faced sales headwinds as day supply soared to 497.

NEW

+2%
Sales Volume
% Change QOQ

+11
(72 Days QOQ)
Day Supply

+5% (QOQ)
43% Aged Inventory
Over 45 Days Ending
3/31/24

+17%
(QOQ)
49% Aged Sales
% Over 45 Days

+24%
(QOQ)
40% Carryover
Over 45 Days

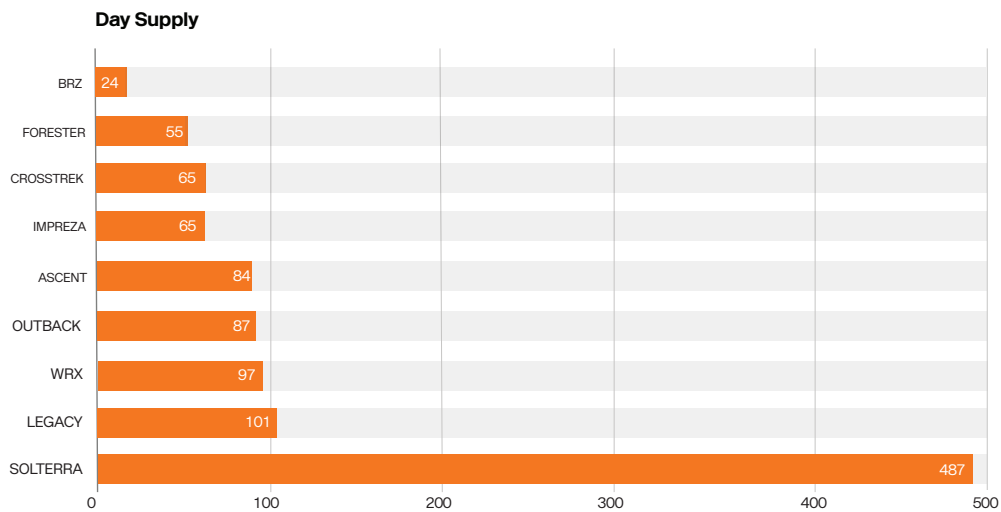
NC
(QOQ)
\$35,335 Price
Avg Last Listed

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

+3%
(QOQ)
21% Markdown
% Sold With Markdown

-1%
(QOQ)
58% Not Viewed
% Listing Not Viewed

NC
Demand
% Change QOQ





SUBARU

› All used metrics are in line with the market.

USED SUBARU

+12%

Sales Volume
% Change QOQ

-6

(39 Days QOQ)
Day Supply

-9% (QOQ)

42% Aged Inventory
Over 30 Days Ending
3/31/24

+1%

(QOQ)
41% Aged Sales
% Over 30 Days

+6%

(QOQ)
51% Carryover
Over 30 Days

-2%

(QOQ)
\$23,990 Price
Avg Last Listed

NC

(QOQ)
-4% Markdown
% Price Reduction

NC

(QOQ)
35% Markdown
% Sold With Markdown

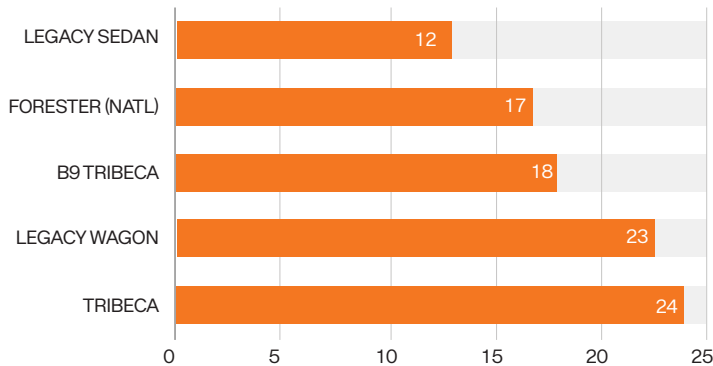
-2%

(QOQ)
53% Not Viewed
% Listing Not Viewed

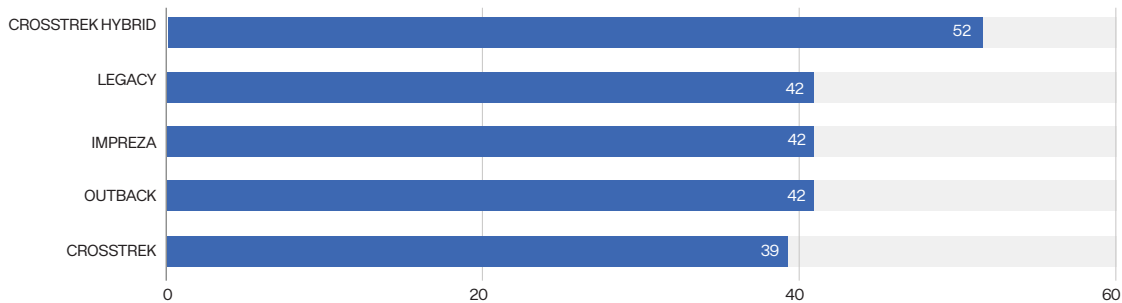
NC

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





TOYOTA

› New RAV4 ending inventory fell as the high priced Tacoma 4WD and Grand Highlander increased in percent of total ending inventory. RAV4 has had the highest proportion of Toyota sales for the past 2 quarters but currently is running a very tight day supply that may not keep up with demand.

NEW

-6%

Sales Volume
% Change QOQ

+1

(34 Days QOQ)
Day Supply

-1% (QOQ)

22% Aged Inventory
Over 45 Days Ending
3/31/24

+5%

(QOQ)
20% Aged Sales
% Over 45 Days

+9%

(QOQ)
25% Carryover
Over 45 Days

NC

(QOQ)
\$38,850 Price
Avg Last Listed

NC

(QOQ)
-3% Markdown
% Price Reduction

+1%

(QOQ)
11% Markdown
% Sold With Markdown

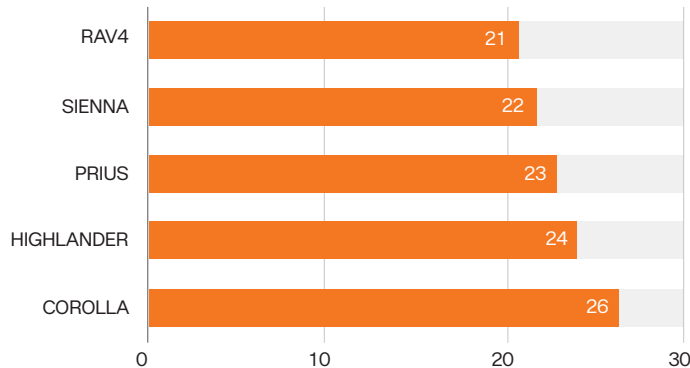
-3%

(QOQ)
55% Not Viewed
% Listing Not Viewed

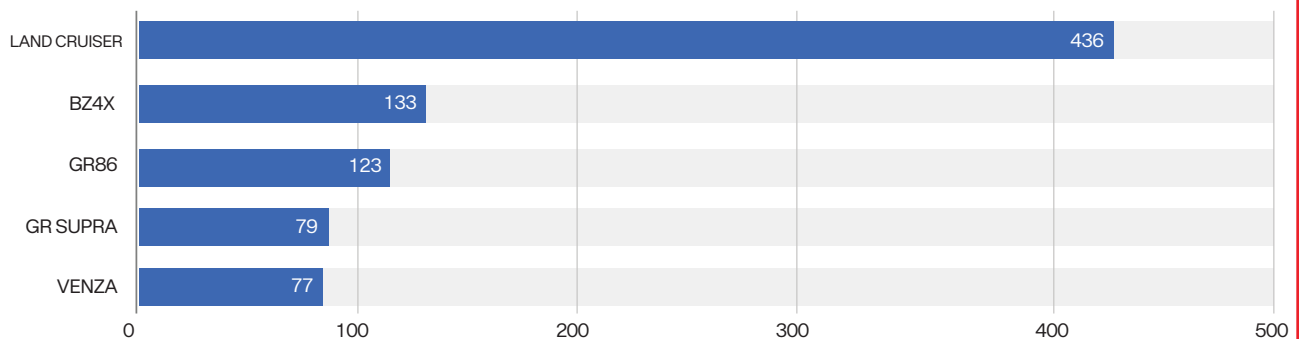
-2%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





TOYOTA

> All used metrics are in line with the market.

USED

+13%

Sales Volume
% Change QOQ

-8

(33 Days QOQ)
Day Supply

-11% (QOQ)

38% Aged Inventory
Over 30 Days Ending
3/31/24

-2%

(QOQ)
37% Aged Sales
% Over 30 Days

+6%

(QOQ)
51% Carryover
Over 30 Days

-2%

(QOQ)
\$25,491 Price
Avg Last Listed

+1%

(QOQ)
-5% Markdown
% Price Reduction

-3%

(QOQ)
34% Markdown
% Sold With Markdown

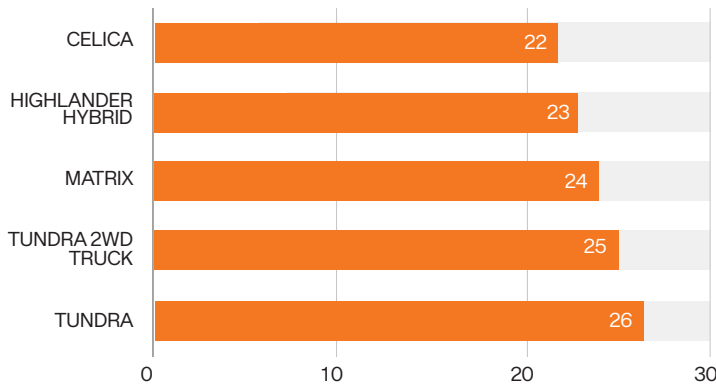
-4%

(QOQ)
46% Not Viewed
% Listing Not Viewed

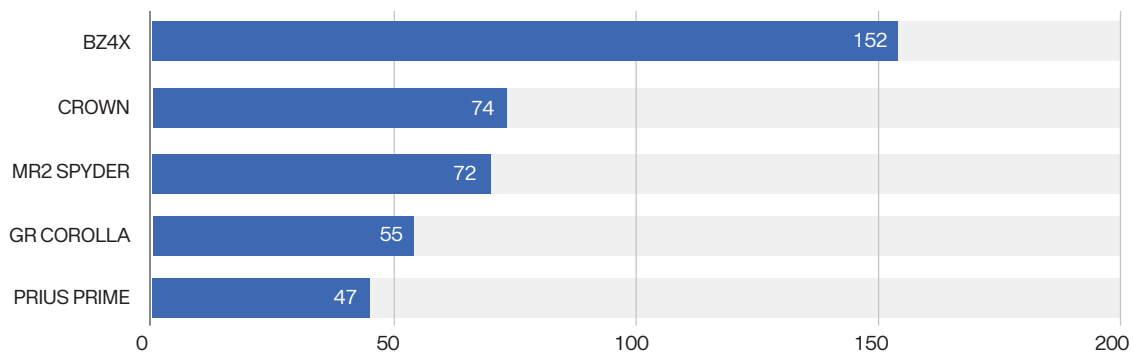
+27%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





TOYOTA

Q1 2024

Toyota New Model Volume Distribution

Model	2023 Q4 % of Sales	2024 Q1 % of Sales	2023 Q4 % of Ending Inv	2024 Q1 % of Ending Inv	Ending Inv Diff	2024 Q1 Sales \$
COROLLA	10.62%	10.10%	8.39%	7.58%	-0.81%	\$25,271
COROLLA HATCHBACK	0.75%	0.71%	0.92%	0.92%	0.00%	\$26,170
CAMRY	14.78%	16.75%	14.11%	13.00%	-1.11%	\$31,390
COROLLA CROSS	4.44%	4.42%	3.27%	4.41%	1.14%	\$32,309
GR86	0.40%	0.37%	0.33%	1.34%	1.01%	\$34,078
PRIUS	1.26%	1.28%	1.55%	0.85%	-0.70%	\$35,899
RAV4	23.59%	23.60%	20.25%	14.56%	-5.69%	\$36,819
PRIUS PRIME	0.30%	0.70%	0.72%	0.84%	0.12%	\$40,009
TACOMA 2WD	2.10%	1.34%	1.67%	2.61%	0.94%	\$40,138
GR COROLLA	0.29%	0.31%	0.40%	0.41%	0.01%	\$42,193
VENZA	1.46%	1.58%	1.85%	3.59%	1.74%	\$44,005
TACOMA 4WD	8.00%	4.20%	5.06%	8.37%	3.31%	\$46,309
HIGHLANDER	6.31%	6.62%	6.02%	4.69%	-1.33%	\$47,542
CROWN	1.19%	1.42%	3.55%	2.59%	-0.96%	\$47,579
BZ4X	0.94%	0.59%	1.61%	2.29%	0.68%	\$48,299
SIENNA	3.11%	2.53%	1.63%	1.64%	0.01%	\$50,095
RAV4 PRIME	1.43%	1.53%	2.61%	2.31%	-0.30%	\$50,354
4RUNNER	5.54%	5.65%	8.53%	6.60%	-1.93%	\$50,694
MIRAI	0.03%	0.03%	0.05%	0.05%	0.00%	\$53,569
GRAND HIGHLANDER	4.89%	5.73%	3.08%	5.11%	2.03%	\$54,392
TUNDRA 2WD	0.50%	0.65%	0.74%	1.30%	0.56%	\$56,864
TUNDRA 4WD	6.70%	8.34%	12.33%	12.90%	0.57%	\$65,008
GR SUPRA	0.08%	0.09%	0.10%	0.21%	0.11%	\$65,948
LAND CRUISER	0.00%	0.03%	0.00%	0.39%	0.39%	\$77,770
SEQUOIA	1.30%	1.30%	1.24%	1.42%	0.18%	\$81,190



> Sales for Tiguan rose by 20% as did the percent of aged sales. That wasn't enough to keep up with the aging profile as ending aged inventory rose by 23%.

NEW

-6%

Sales Volume
% Change QOQ

+5

(96 Days QOQ)
Day Supply

+9% (QOQ)

54% Aged Inventory
Over 45 Days Ending
3/31/24

+15%

(QOQ)
57% Aged Sales
% Over 45 Days

+10%

(QOQ)
48% Carryover
Over 45 Days

-2%

(-2% QOQ)
\$36,844 Price
Avg Last Listed

NC

(QOQ)
-4% Markdown
% Price Reduction

+9%

(QOQ)
32% Markdown
% Sold With Markdown

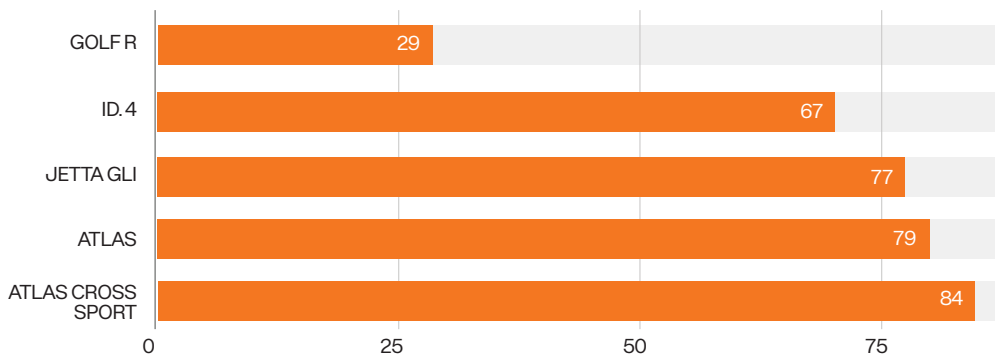
NC

(QOQ)
63% Not Viewed
% Listing Not Viewed

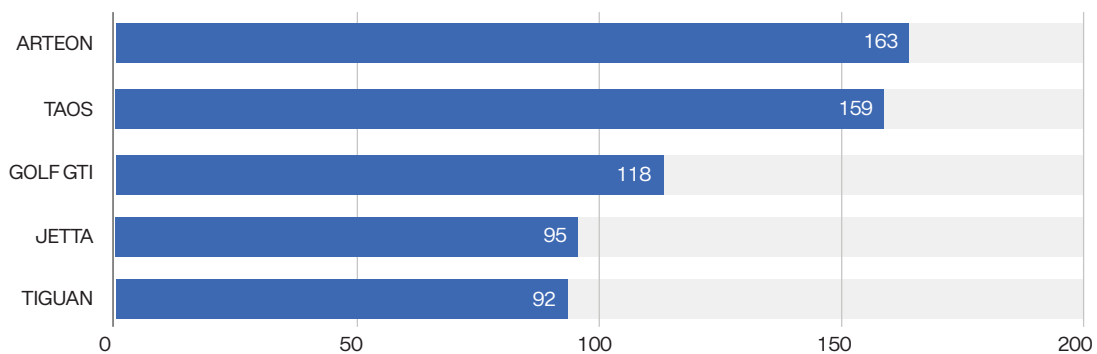
-17%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> Volkswagen had the highest sales volume increase of 15% and a day supply improvement of 13 days among used vehicles.

USED

+15%
Sales Volume
% Change QOQ

-13
(39 Days QOQ)
Day Supply

-8% (QOQ)
45% Aged Inventory
Over 30 Days Ending
3/31/24

+1%
(QOQ)
45% Aged Sales
% Over 30 Days

+6%
(QOQ)
56% Carryover
Over 30 Days

-4%
(QOQ)
\$20,977 Price
Avg Last Listed

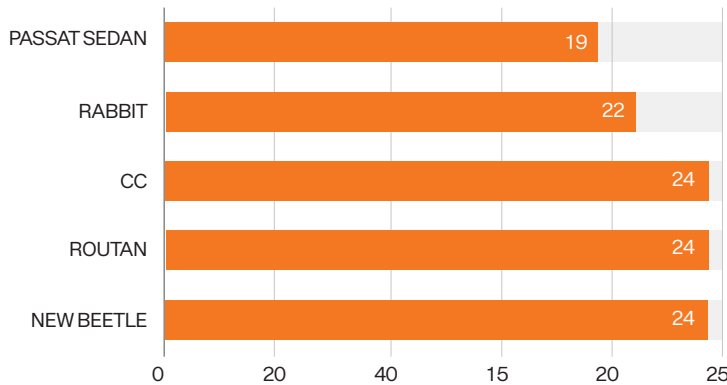
NC
(QOQ)
-7% Markdown
% Price Reduction

-1%
(QOQ)
37% Markdown
% Sold With Markdown

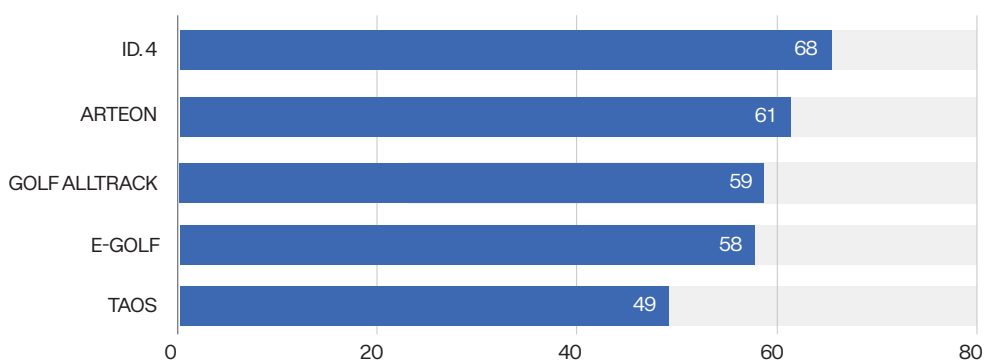
-4%
(QOQ)
52% Not Viewed
% Listing Not Viewed

+27%
Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





Volkswagen New Model Volume Distribution

Model	Sold Volume % Change	2024 Q1 % of Sales	% Aged Sales Change	% of Ending Inv Aged Change	2024 Q1 % Aged Ending Inventory
TIGUAN	21%	27%	20%	23%	63%
ATLAS	-6%	20%	13%	6%	47%
TAOS	-5%	14%	6%	8%	52%
JETTA	-23%	12%	11%	-5%	39%
ATLAS CROSS SPORT	-12%	11%	13%	6%	45%
ID. 4	-38%	9%	31%	-8%	68%
GOLF GTI	46%	3%	21%	52%	77%
JETTA GLI	-8%	1%	17%	-14%	22%
GOLF R	59%	2%	20%	39%	59%
ARTEO	-4%	1%	10%	24%	95%



> Volvo new cars sales declined as aging continues to be a problem and day supply climbed 27 days, to 134, three times higher than the market.

NEW

-18%

Sales Volume
% Change QOQ

+27

(134 Days QOQ)
Day Supply

+5% (QOQ)

63% Aged Inventory
Over 45 Days Ending
3/31/24

+4%

(QOQ)
66% Aged Sales
% Over 45 Days

-2%

(QOQ)
62% Carryover
Over 45 Days

+2%

(QOQ)
\$59,999 Price
Avg Last Listed

NC

(QOQ)
-4% Markdown
% Price Reduction

-8%

(QOQ)
9% Markdown
% Sold With Markdown

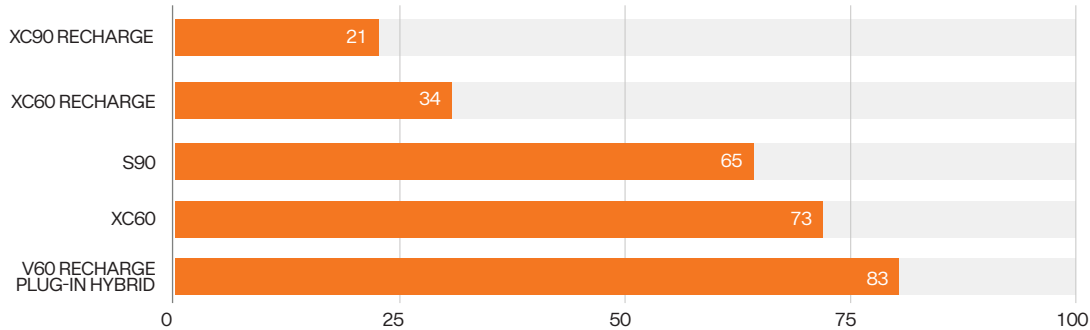
NC

(QOQ)
57% Not Viewed
% Listing Not Viewed

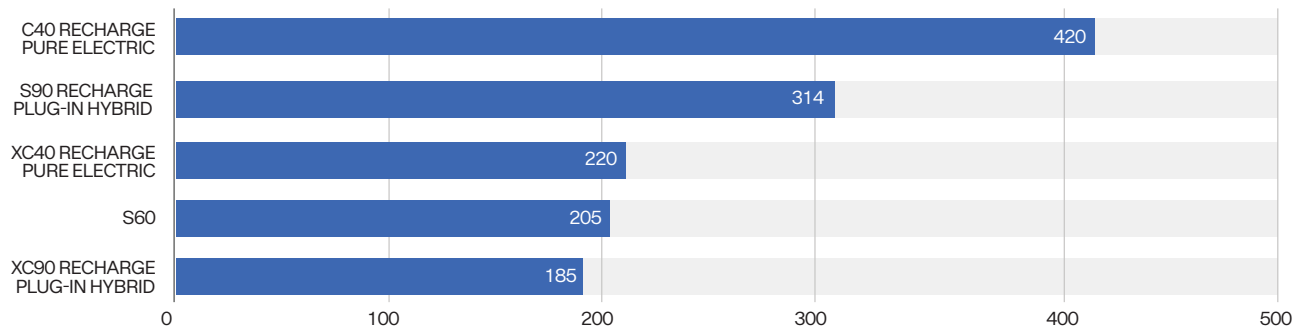
-17%

Demand
% Change QOQ

Lowest Day Supply



Highest Day Supply





> All used metrics are in line with the market.

USED

+6%

Sales Volume
% Change QOQ

-7

(41 Days QOQ)
Day Supply

-9% (QOQ)

44% Aged Inventory
Over 30 Days Ending
3/31/24

NC

(QOQ)
48% Aged Sales
% Over 30 Days

+4%

(QOQ)
55% Carryover
Over 30 Days

-5%

(QOQ)
\$31,991 Price
Avg Last Listed

NC

(QOQ)
-6% Markdown
% Price Reduction

-2%

(QOQ)
40% Markdown
% Sold With Markdown

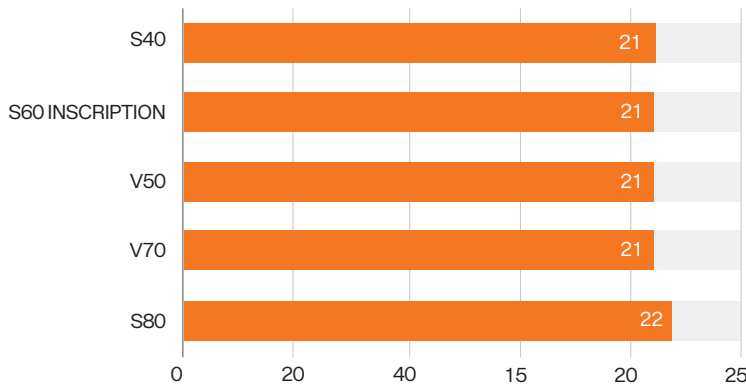
-3%

(QOQ)
40% Not Viewed
% Listing Not Viewed

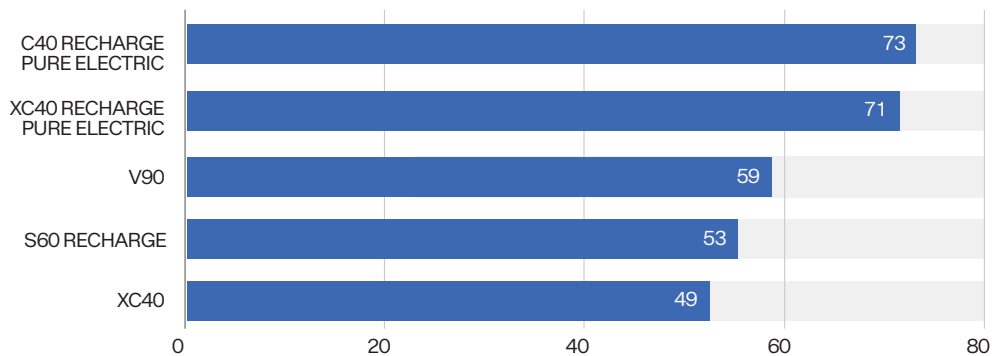
+19%

Demand
% Change QOQ

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

VINCENSUS

2024 Q1

› 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**

SIGN UP

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