Lotlinx

VINCENSUS

Q3 2026 FORD



We are pleased to present the Q3 2026 Vincensus Report, one of the industry's most comprehensive analyses of automotive inventory performance and market trends.

Built on extensive VIN-level market intelligence and shopper behavior data, this report goes beyond reporting what happened - it highlights the trends, risks, and opportunities that matter most to dealers.

Each section is designed to provide actionable insights you can use to make more informed inventory decisions, improve inventory health, identify emerging market shifts, and optimize performance in the quarters ahead.

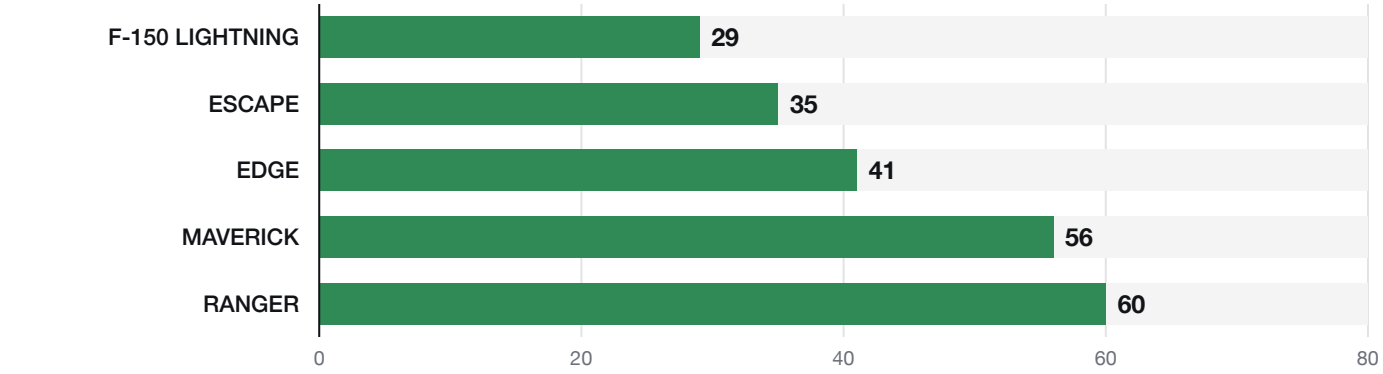
Ford

- Ford hybrids carried the lowest last list price of sold units of any brand's hybrids at $36,412 as the percent of hybrids sold with a markdown fell 13 points to 31%, the largest drop in the market.

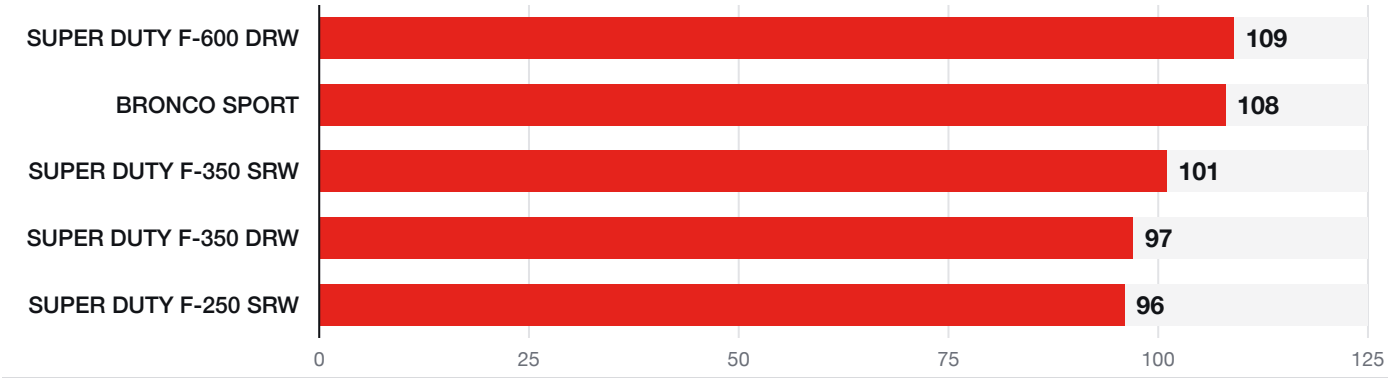
NEW

–1% QOQ **Sales Volume** Change	**+2 Days** QOQ **+1 Days** YOY **78 Day Supply**	**–4%** QOQ **+2%** YOY **53% Aged Inventory** Over 45 Days Ending 09/30/26	**–2%** QOQ **–1%** YOY **55% Aged Sales** Over 45 Days as of 09/30/26	**–5%** QOQ **NC** YOY **58% Carryover** Over 45 Days as of 07/01/26
–1% QOQ **+1%** YOY **$51,818 Price** Avg Last Listed	**NC** QOQ **-5% Markdown** Price Reduction	**–1%** QOQ **44% Sold** With Markdown	**–4%** QOQ **NC** YOY **46% of Listings** Not Viewed	**–2%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



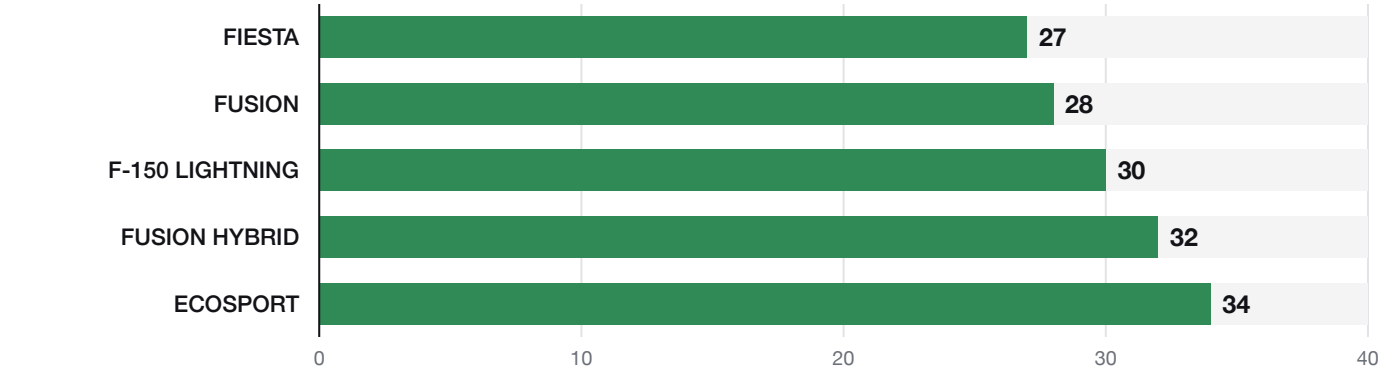
Ford

- The Mustang Mach-E and Expedition tied for the largest QoQ drop in list price of used ending inventory of any model, each down 9%.

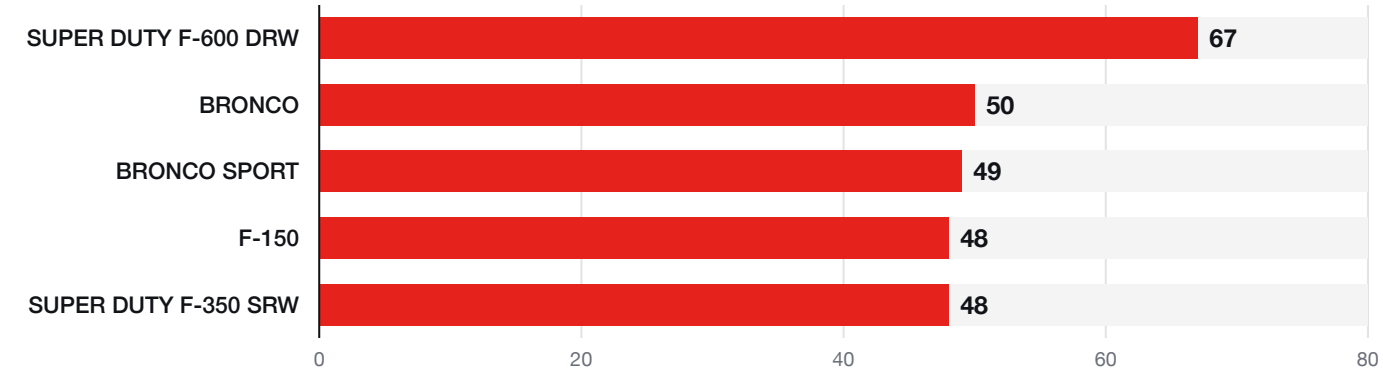
USED

+4% QOQ **Sales Volume** Change	**+2 Days** QOQ **+2 Days** YOY **45 Day Supply**	**+4%** QOQ **+2%** YOY **53% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **NC** YOY **47% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–1%** YOY **51% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+4%** YOY **$30,990 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+5%** QOQ **43% Sold** With Markdown	**NC** QOQ **+6%** YOY **47% of Listings** Not Viewed	**–5%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



VINCENSUS

The Vincensus Report is powered by Lotlinx's exclusive VIN-level market intelligence, delivering insights unavailable from any other source. By combining inventory performance with real-time shopper demand, it provides dealers with a clearer understanding of market dynamics and where opportunities exist to improve results.

The report delivers exclusive metrics, including inventory aging trends, demand indexes, shopper engagement, inventory visibility, pricing behavior, and discount performance - all benchmarked against the broader market so you can see how your dealership compares and identify opportunities to improve inventory health and profitability.

Thousands of dealers use Lotlinx to reduce days-to-sale, improve gross profit, and make more informed inventory decisions with greater confidence.

If you'd like to see how these insights apply to your dealership, we're happy to provide a complimentary, personalized inventory assessment.

REQUEST YOUR FREE REPORT AT:

Lotlinx.com/freeinventoryreport

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