Lotlinx

VINCENSUS

Q3 2026 HYUNDAI



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.

HYUNDAI

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.

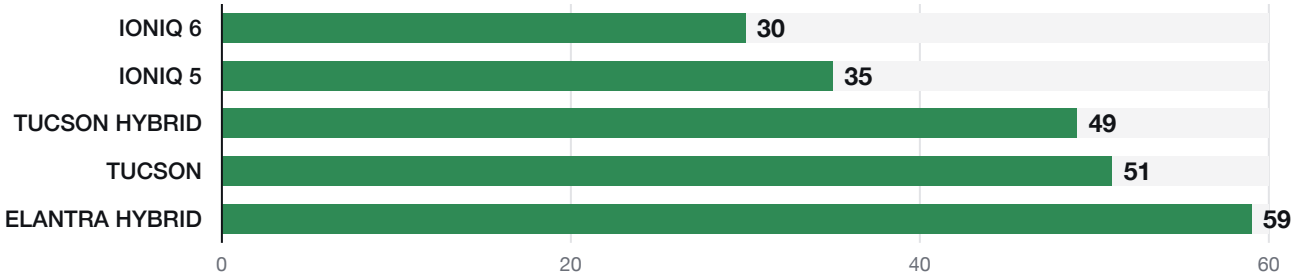
Hyundai

- The Santa Fe Hybrid saw a 37% surge in sales QoQ,driving it from seventh to third in Hyundai's lineup as it made up 10% of Q3 sales. The ICE Santa Fe saw similar gains, with sales up 35%, jumping from eight to fourth.
- Hyundai EVs saw the largest improvement in aged inventory of any brand, down 28 points QoQ to 30%, as EV inventory fell 58% and EV day supply dropped 13 days to 36, also the steepest decline in the market.

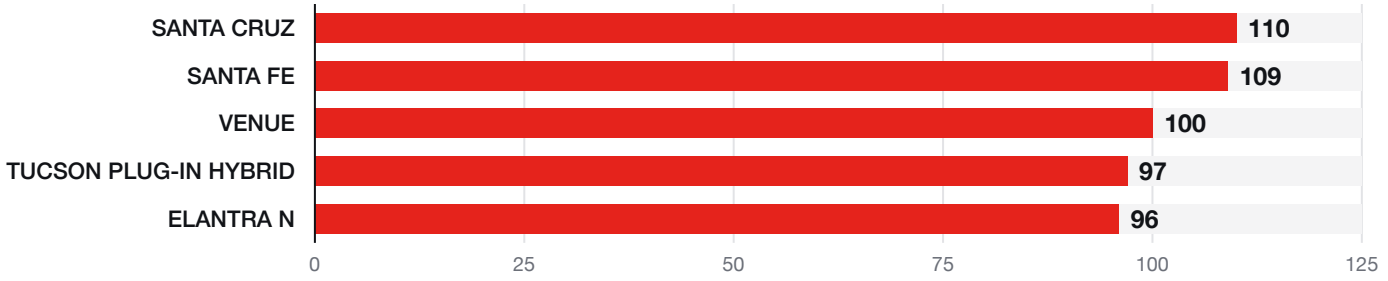
NEW

+2% QOQ **Sales Volume** Change	**–9 Days** QOQ **+3 Days** YOY **74 Day Supply**	**–12%** QOQ **+2%** YOY **53% Aged Inventory** Over 45 Days Ending 09/30/26	**+1%** QOQ **+1%** YOY **58% Aged Sales** Over 45 Days as of 09/30/26	**+7%** QOQ **+5%** YOY **65% Carryover** Over 45 Days as of 07/01/26
+1% QOQ **–5%** YOY **$35,405 Price** Avg Last Listed	**NC** QOQ **-3% Markdown** Price Reduction	**NC** QOQ **37% Sold** With Markdown	**–4%** QOQ **+7%** YOY **55% of Listings** Not Viewed	**+13%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



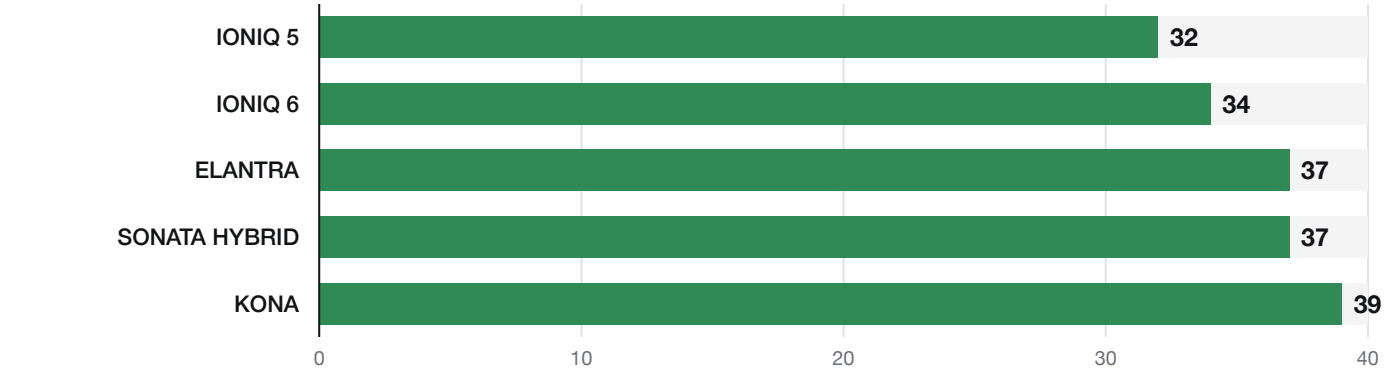
Hyundai

- Used Hyundai EVs had the tightest days supply of all EVs at 33 days, as the IONIQ 5 carried one of the lowest aged inventory levels of any used model at 32%.

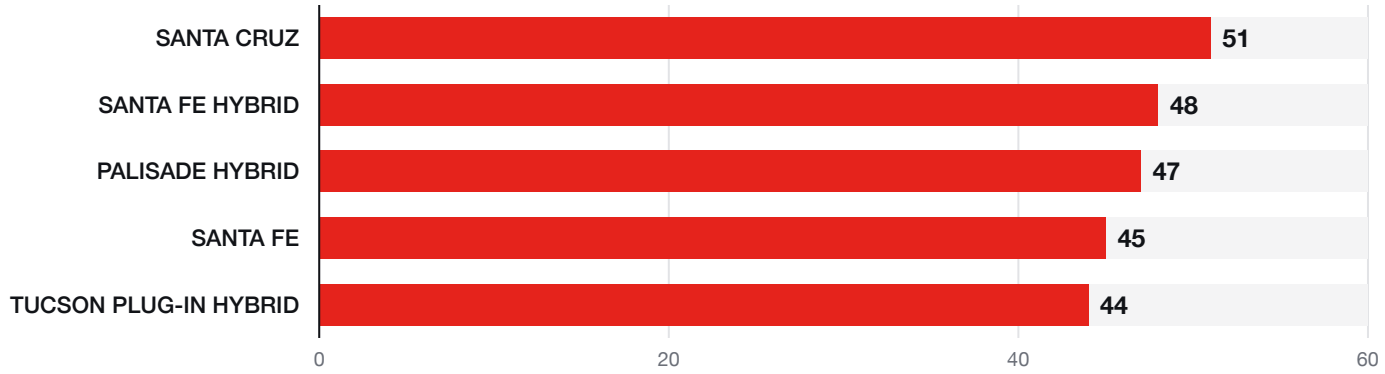
USED

+6% QOQ **Sales Volume** Change	**+2 Day** QOQ **+4 Days** YOY **40 Day Supply**	**+4%** QOQ **+2%** YOY **47% Aged Inventory** Over 30 Days Ending 09/30/26	**+5%** QOQ **+3%** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**+6%** QOQ **–4%** YOY **45% Carryover** Over 30 Days as of 07/01/26
+2% QOQ **+4%** YOY **$22,488 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+7%** QOQ **50% Sold** With Markdown	**NC** QOQ **+7%** YOY **50% of Listings** Not Viewed	**–4%** 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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