Lotlinx

VINCENSUS

Q3 2026 VOLVO



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.

VOLVO

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.

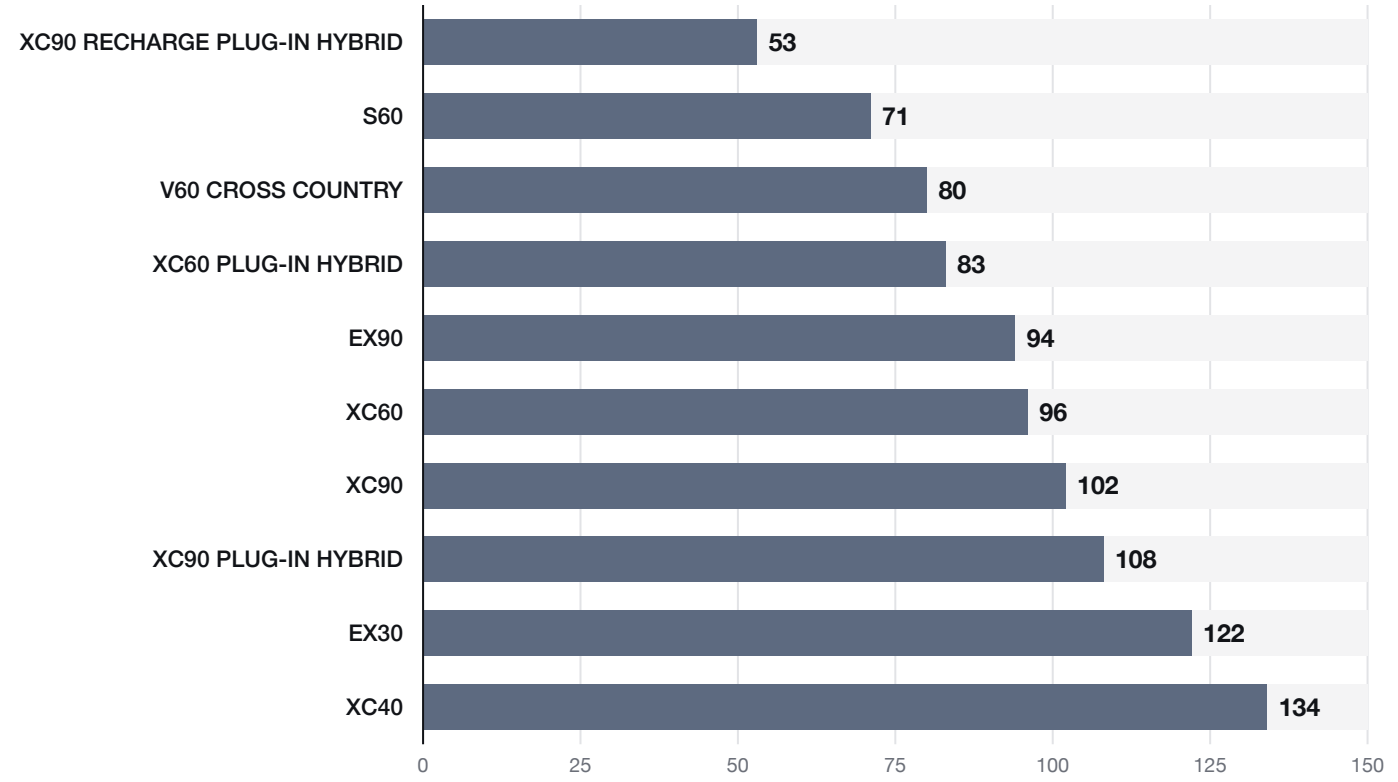
Volvo

- The XC90 overtook the XC60 as Volvo's top seller at 28% of Q3 sales as XC60 sales fell 21% QoQ as the 2027 began to hit dealer sites in August.
- The EX60 made its debut on dealer sites but it is still too soon to comment on its sales performance.

NEW

–8% QOQ **Sales Volume** Change	**–13 Days** QOQ **+21 Days** YOY **103 Day Supply**	**–12%** QOQ **+8%** YOY **61% Aged Inventory** Over 45 Days Ending 09/30/26	**–1%** QOQ **–3%** YOY **68% Aged Sales** Over 45 Days as of 09/30/26	**+2%** QOQ **+2%** YOY **73% Carryover** Over 45 Days as of 07/01/26
+3% QOQ **+10%** YOY **$66,355 Price** Avg Last Listed	**–1%** QOQ **-4% Markdown** Price Reduction	**+10%** QOQ **35% Sold** With Markdown	**NC** QOQ **+14%** YOY **56% of Listings** Not Viewed	**+14%** QOQ **Demand** Change

Day Supply



Lotlinx

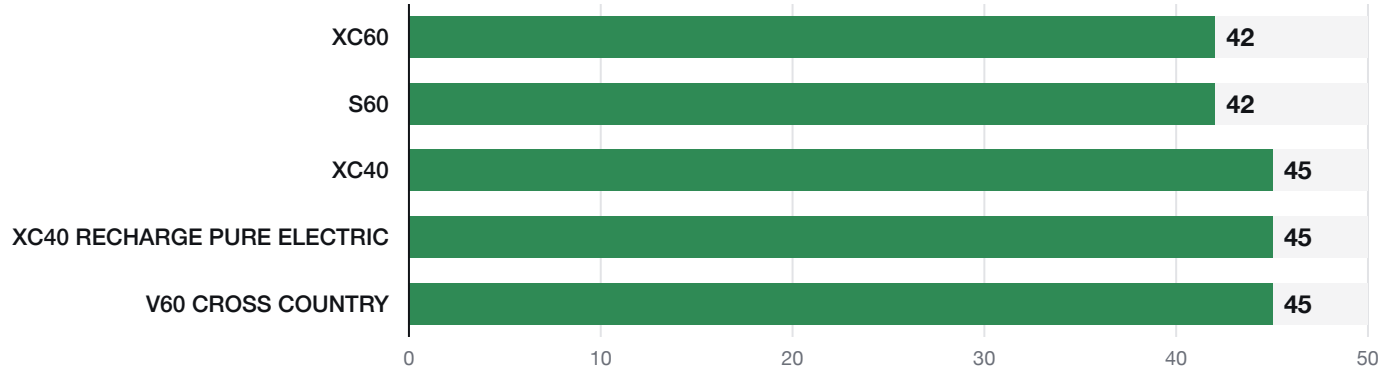
Volvo

- Volvo had the highest share of used units sold with a markdown of any brand at 57%, up 8 points QoQ, pushing sales growth to 10%, the highest in the market.

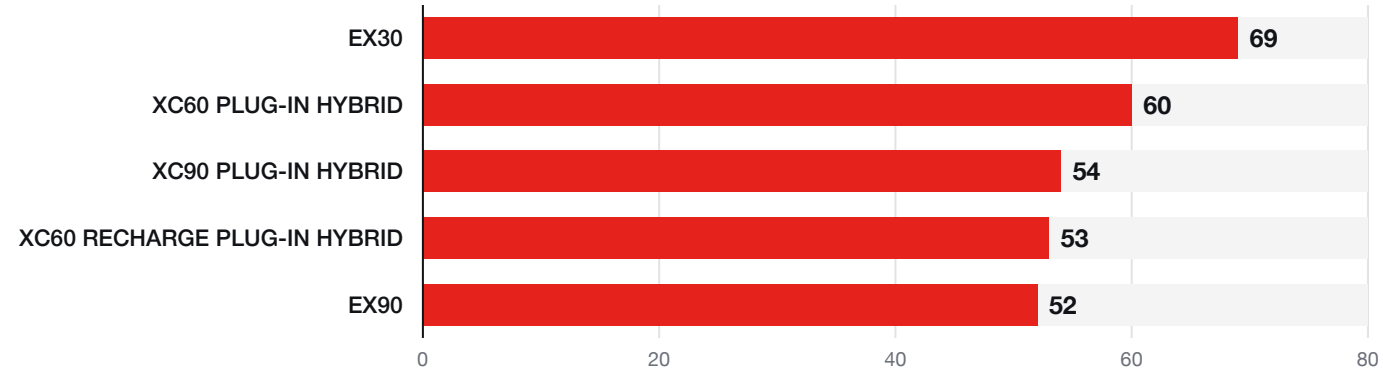
USED

+9% QOQ **Sales Volume** Change	**+2 Day** QOQ **–4 Days** YOY **45 Day Supply**	**+5%** QOQ **–4%** YOY **49% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **+1%** YOY **51% Aged Sales** Over 30 Days as of 09/30/26	**NC** QOQ **–8%** YOY **45% Carryover** Over 30 Days as of 07/01/26
+1% QOQ **–1%** YOY **$32,999 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+8%** QOQ **49% Sold** With Markdown	**+4%** QOQ **+5%** YOY **43% of Listings** Not Viewed	**–3%** 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

Lotlinx