Lotlinx

VINCENSUS

Q3 2026



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.

Executive Summary

On the surface, Q3 2026 was a quiet quarter, especially since new-vehicle sales were flat quarter-over-quarter after the second quarter's 14% jump, and used sales grew a modest 5%. Underneath, it was a quarter that tested inventory health, the discipline of managing every unit on the lot as a depreciating financial asset with its own risk profile. Dealers enter the fourth quarter carrying more inventory, older inventory and higher sticker prices than buyers have been paying, and each of those is a form of risk sitting on the balance sheet. New inventory grew 9% against flat sales, pushing day supply up 2 days to 62, 5 days higher than a year ago. Carryover rose to 51%, up 3 points year over year. Aged ending inventory eased 3 points to 47% as fresh units arrived, but it remains 3 points above last year's level.

Inventory health comes down to two questions. First, how much inventory risk is a dealer carrying, meaning how many units lack the shopper demand to sell before they age into markdowns? Second, how much marketing waste is the dealer paying for, meaning how much advertising is going to cars that would sell anyway while struggling units go underexposed? The Q3 data shows pressure building on both fronts at once.

Inventory risk is not spread evenly among brands. Stellantis brands carried the four highest new day supplies in the market, with Dodge at 135 days, Jeep at 133, RAM at 114 and Chrysler at 107. Together they held 13% of new inventory against 6% of new sales, with 64% of that inventory aged. At the other end, Honda ran a 36-day supply and Toyota a 29-day supply, with the RAV4 turning in just 21 days, the fastest of any new model. Units that turn that fast are the self sellers, where extra advertising adds little. The Stellantis inventory is where exposure and early intervention matter most.

Price is the second pressure point. The list price of new ending inventory rose 10% year-over-year to $48,490, while the last list price of units sold rose just 2% to $44,542, widening the gap between what is on the lot and what buyers pay to nearly $4,000 from about $2,300 last quarter. Models priced at $45,000 or more made up 51% of new sales but 59% of new inventory, and about half of that inventory was aged, compared with 41% for models under $45,000. Whatever part of that gap has to be closed at year end will come out of gross, which makes price exposure an inventory risk and not only a pricing decision.

Powertrain mix adds a third layer. New EV sales fell 15% quarter over quarter and EV day supply rose 7 days to 67, with 53% of EV inventory aged, the most of any powertrain. Hybrid sales slipped 2% while ICE sales rose 2%. Hybrids still held 27% of new sales, up 5 points year over year, against just 20% of ending inventory, and remained the tightest segment at 48 days compared with 67 days for both ICE and EVs.

Used vehicles show the cost of waiting: Used sales grew 5%, but aged used inventory rose 4 points to 50%, used carryover rose 5 points to 47%, and the share of used units sold with a markdown jumped 6 points to 47%. Markdown is where inventory risk turns into lost gross, and nearly half of used units sold now carry one. Pricing is softening at the same time. The last list price of used units sold held flat quarter over quarter at $28,089 even as the list price of used ending inventory rose 3% to $29,895, and the average markdown deepened a point to 5%. Units acquired at spring prices are now exposed to a softer retail market.

However, demand has not disappeared, and this shows as buyers kept paying steady prices, with the last list price of sold units up less than 1% quarter over quarter in both new and used. But that demand is meeting inventory stocked and priced for a stronger quarter, and financing just got more expensive. The Federal Reserve raised its benchmark rate on September 16 to a range of 3.75% to 4%, its first increase since 2023, and its projections leave room for another before year end. Higher rates raise the carrying cost of every unit, so the price of an unhealthy lot goes up with every week it sits.

Lotlinx dealers enter the fourth quarter with a healthier used position, carrying 6.3 points less aged used inventory than the rest of the market, 43.7% versus 50.1%, and outperforming it in 25 of 26 used brands. That result reflects the approach at the center of inventory health. Lotlinx tracks shopper demand at the VIN level across dealer websites and its digital advertising network, which shows which units are at risk of aging and which already have enough traffic, and its patented waterfall technology redirects advertising dollars from the second group to the first.

New is the harder side. As inventory accumulated across many brands, Lotlinx customers held 1 percentage point more aged new inventory than the market, 52.2% versus 51.2%, and outperformed in 38% of new brands.

The fourth quarter will reward dealers who act early. Clearing aged and carryover units before year end incentives and higher rates compress margins, pricing to what buyers actually pay, and using VIN level demand data to direct both markdowns and advertising to the units that need help will matter more than any single sales push in December. Dealers who treat inventory as an investment to be protected, rather than a product to be pushed, will keep more of their margin.

Key Data Highlights

NEW VEHICLE MARKET

- New vehicle sales were flat quarter over quarter after the second quarter's 14% surge, while new inventory grew 9%.
- New day supply rose 2 days quarter over quarter to 62 days, 5 days higher than a year ago.
- New vehicle carryover rose 2 points quarter over quarter to 51%, up 3 points year over year.

- New aged ending inventory eased 3 points quarter over quarter to 47% as fresh units arrived, but remained 3 points above a year ago.
- Stellantis brands held 13% of new inventory against 6% of new sales, with 64% of that inventory aged.
- Models priced at $45,000 or more made up 51% of new sales but 59% of new inventory, and about half of that inventory was aged.
- The list price of new ending inventory rose 10% year over year to $48,490, while the last list price of new units sold rose 2% to $44,542.
- New EV sales fell 15% quarter over quarter and hybrid sales fell 2%, while ICE sales rose 2%. Hybrids still held 27% of new sales, up 5 points year over year.

USED VEHICLE MARKET

- Used vehicle sales grew 5% quarter over quarter, but used inventory grew 5% as well and day supply rose 3 days to 42.
- Used aged ending inventory rose 4 points quarter over quarter to 50%, up 2 points YoY.
- Used vehicle carryover rose 5 points quarter over quarter to 47%, though it is down 2 points YoY.
- The share of used units sold with a markdown jumped 6 points quarter over quarter to 47%.
- The list price of used ending inventory rose 7% year over year to $29,895, while the last list price of used units sold rose 2% to $28,089.

LOTLINX CUSTOMER PERFORMANCE

- Lotlinx customers carried 6.3 points less aged used inventory than the broader market, at 43.7% versus 50.1%. New was more challenging, with 1 point more aged new inventory, at 52.2% versus 51.2%.
- 96% of used vehicle brands and 38% of new vehicle brands outperformed the broader market among Lotlinx customers.

What This Means for Dealers

Q3 did not break the market, but it changed the math for the fourth quarter. Dealers are heading into year end with more units, older units and higher sticker prices than buyers have been paying. Through the lens of inventory health, that is where risk is building and where marketing dollars are most likely to be wasted.

- **Year-end clearance starts from a heavier position.** New inventory grew 9% on flat sales and carryover rose to 51%, so model year closeout needs to begin well before December to avoid stacking 2026 units against 2027 arrivals.

- **Sticker prices are ahead of the buyer.** New list prices are up 10% year over year against 2% for sold units, a gap of nearly $4,000 that will come out of gross if closed with markdowns. Models priced at $45,000 or more held 59% of new inventory against 51% of sales, and about half of it is aged.
- **Franchise exposure matters more than market averages.** Stellantis brands carry the four highest day supplies while Toyota hybrids turned in 26 days, so the right plan for one rooftop is the wrong one for another.
- **Used inventory is aging into softer pricing.** Aged used inventory rose 4 points to 50% and carryover rose 5 points to 47%, while sold prices held flat and the average markdown deepened to 5%.
- **Higher rates raise the cost of every idle day.** The Federal Reserve's September 16 increase was its first since 2023, and with another possible this year, carrying aged units gets more expensive.
- **EVs carry the most aging risk.** 53% of new EV inventory was aged, the most of any powertrain, and used EV inventory grew 32%.
- **Advertising should follow demand.** Treating every VIN the same spends the most where it is needed least. Dollars spent on units that already have enough shopper traffic are dollars not spent on the units that are starting to age.

Buyers kept paying steady prices, but the units on the ground were stocked and priced for a stronger quarter. Dealers that move first on aged and carryover units will keep more of their margin.

Best Practices for Protecting Inventory Health

Given the year end setup, dealers can apply the following practices before the fourth quarter closeout window narrows.

- **Measure inventory risk at the VIN level.** Review every unit against real shopper demand in its market, not just its age, so units at risk are flagged while margin still exists and not after they have crossed into markdown territory.
- **Start model year closeout now.** With carryover at 51%, identify every 2026 unit past 45 days and set a clearance price path before 2027 inventory arrives in volume.
- **Price to the transaction, not the window sticker.** Use the past 90 days of sold unit prices by model to price new arrivals, since Q3's nearly $4,000 gap between stocked and sold prices shows stickers alone will not hold.
- **Rebalance inventory toward what is turning.** Hybrids at a 48-day supply and models under $45,000 with about 41% of inventory aged are moving, so shift allocation requests and dealer trades away from slow, high-priced trims.

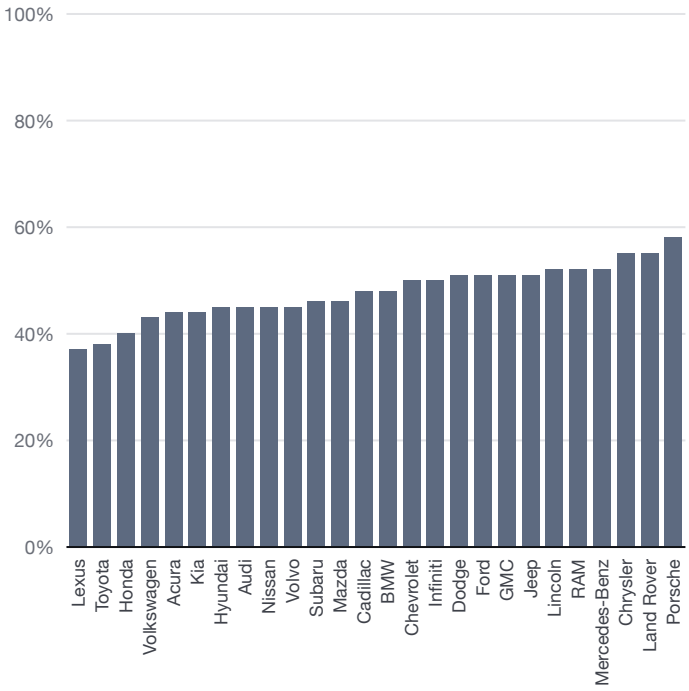
- **Set EV specific aging triggers.** With EV day supply at 67 days and 53% of EV inventory aged, act earlier on EVs and use OEM support where it is available.
- **Redirect advertising from self-sellers to struggling units.** Identify the units that already have more shopper traffic than they need and move that spend to the units that are underexposed, so every advertising dollar works on a car that needs help.
- **Target markdowns where engagement is the weakest.** With 47% of used units selling on a markdown, use VIN level demand signals to direct price cuts to the units shoppers are not viewing and protect margin on the units that sell on their own.
- **Make results observable.** Track, VIN by VIN, where advertising dollars went and how many new shoppers they delivered, so the value of each intervention is measured on what happened to the unit and not on what might have happened.

Conclusion

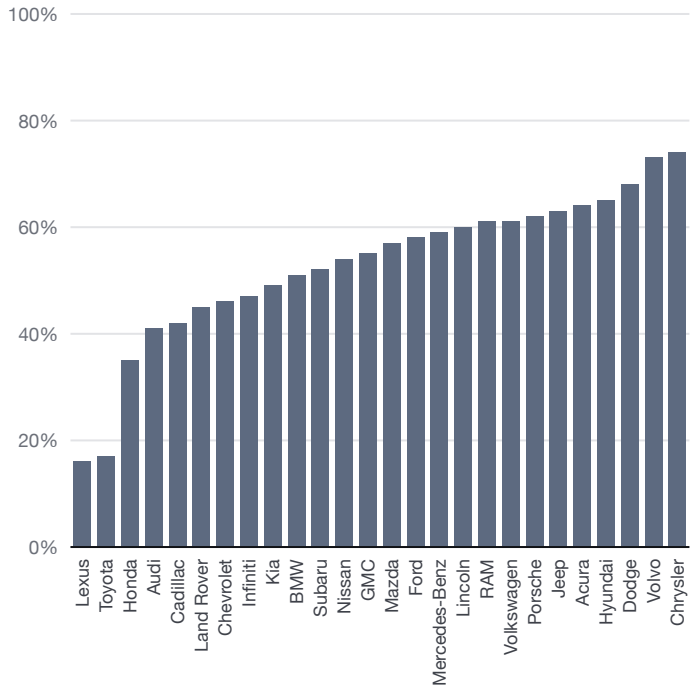
Q3 2026 was quiet on the surface and heavy underneath. Dealers enter the fourth quarter with more inventory, older inventory and higher sticker prices than buyers have been paying, and with rates now rising, every extra week on the lot adds to the cost of clearing it. The dealers who finish the year strongest will be the ones who manage inventory as the depreciating financial asset it is: starting to clear aged and carryover units now, pricing to what buyers actually pay, and using granular VIN level data to decide exactly which units need help and which ones are fine on their own.

- Carryover for new rose 2 points QoQ to 51%, up 3 points YoY.
- Carryover for used rose 5 points QoQ to 47%, down 2 points YoY.
- The share of units sold with a markdown rose 1 point QoQ for new to 29% and 6 points for used to 47%.

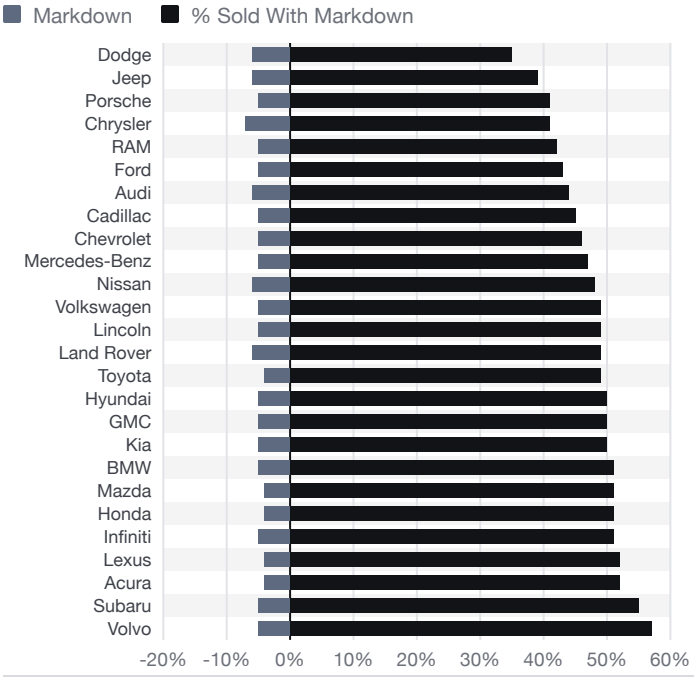
USED % Carryover



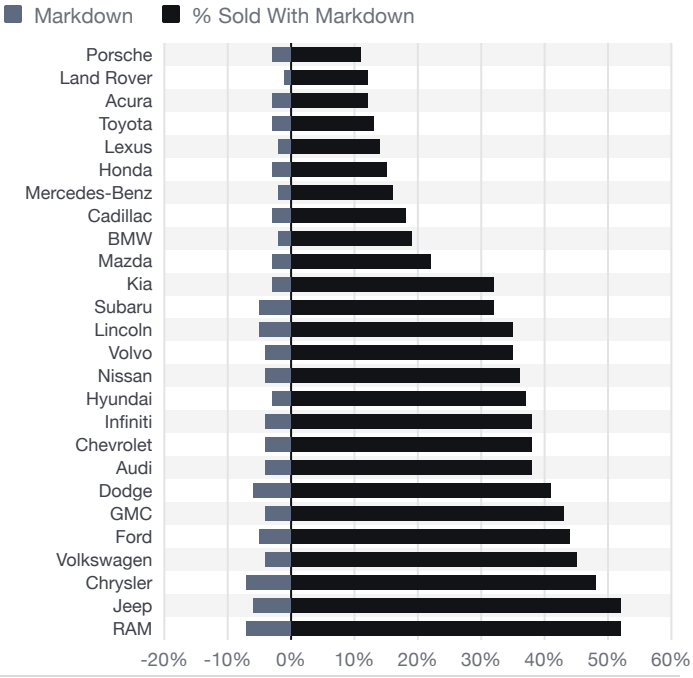
NEW % Carryover



USED Markdown

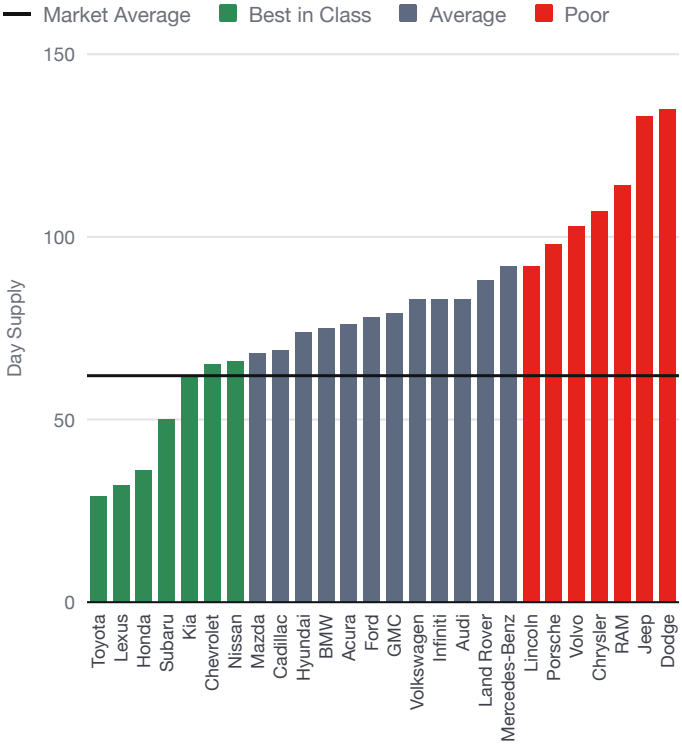


NEW Markdown

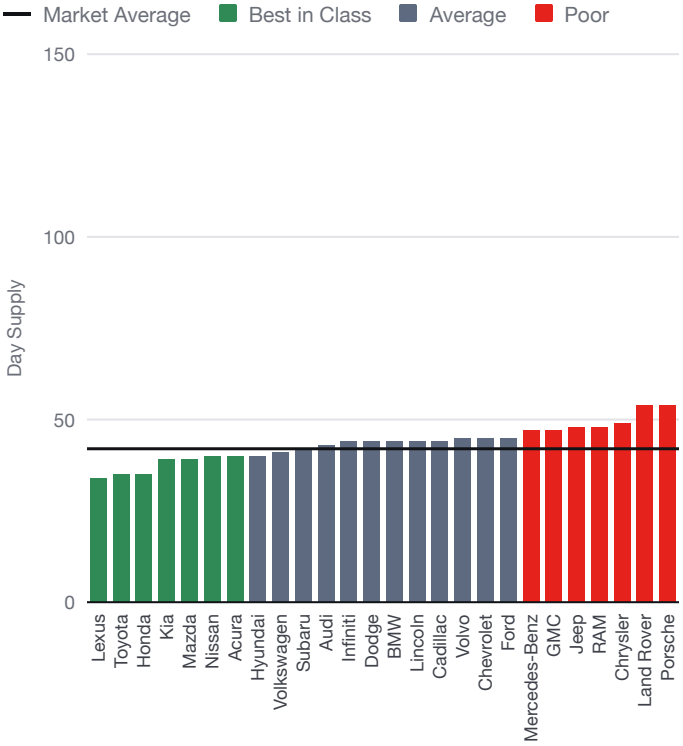


- New day supply rose 2 days QoQ to 62 days, up 5 days YoY.
- Used day supply rose 3 days QoQ to 42 days, up 2 days YoY.

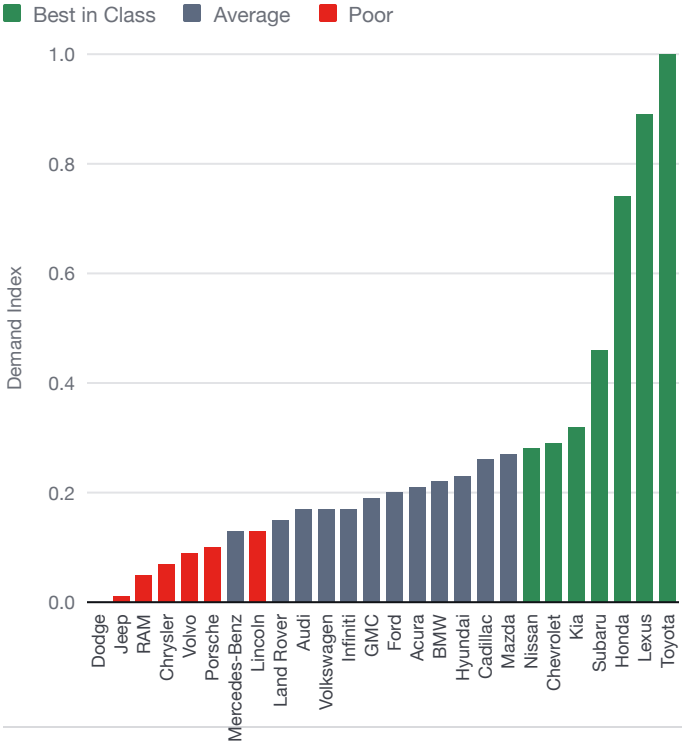
NEW - Day Supply



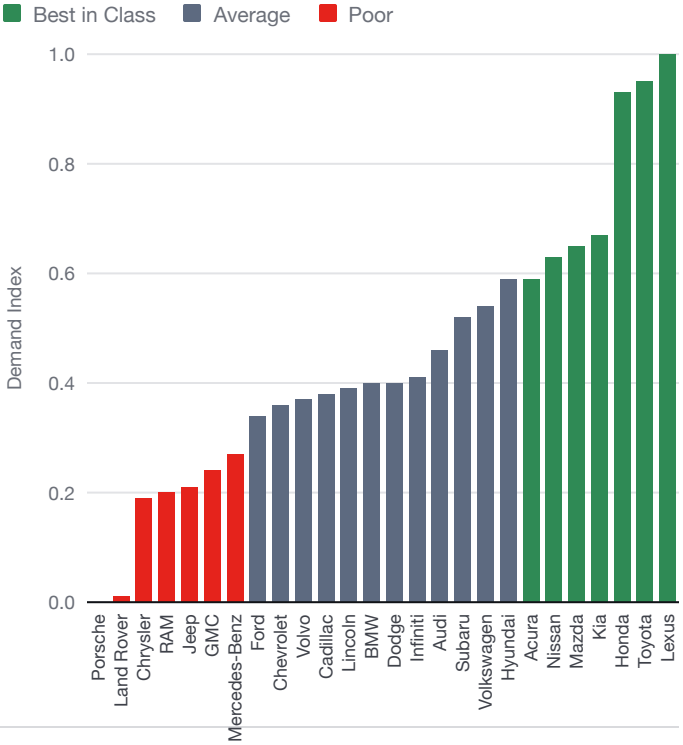
USED - Day Supply



NEW DEMAND - Color Coded by Day Supply

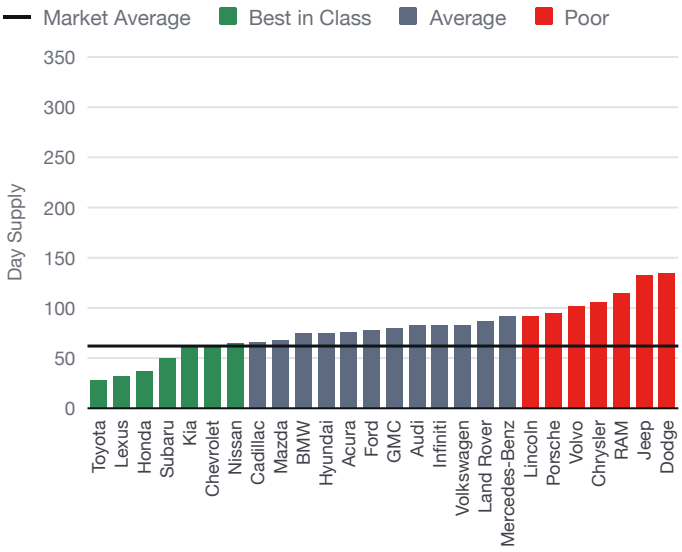


USED DEMAND - Color Coded by Day Supply

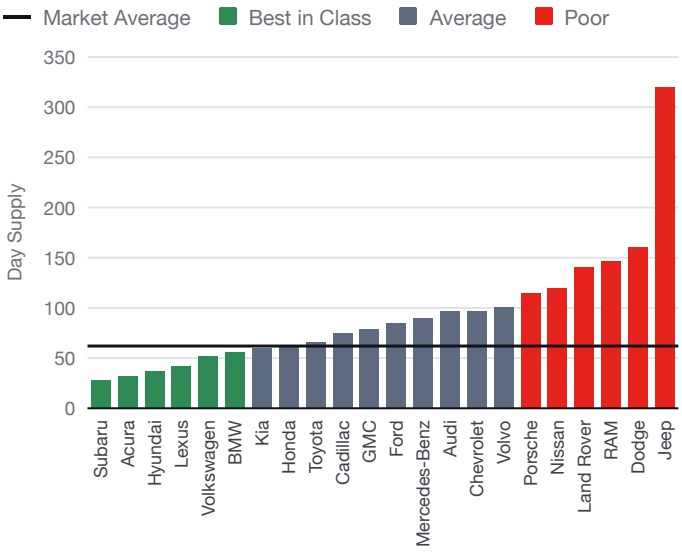


- Gas was the only new powertrain to grow QoQ, up 2%, as hybrid sales slipped 2% and EV sales fell 15%. Hybrids still held 27% of new sales, up 5 points YoY.
- The last list price of new EVs sold fell 11% YoY to $48,936, while hybrids rose 2% to $45,695 and gas rose 3% to $43,866.
- New EV day supply rose 7 days QoQ to 67 days, matching gas, while hybrids remained the tightest segment at 48 days.
- Used EV sales grew 18% QoQ, the fastest of any used segment, but used EV inventory grew 32% and the share of used EVs sold with a markdown rose 8 points to 44%.
- Hybrids carried the least aged new inventory at 42%, compared with 48% for gas and 53% for EVs, while used EVs carried the least aged used inventory at 44%, compared with 50% for hybrids and gas.

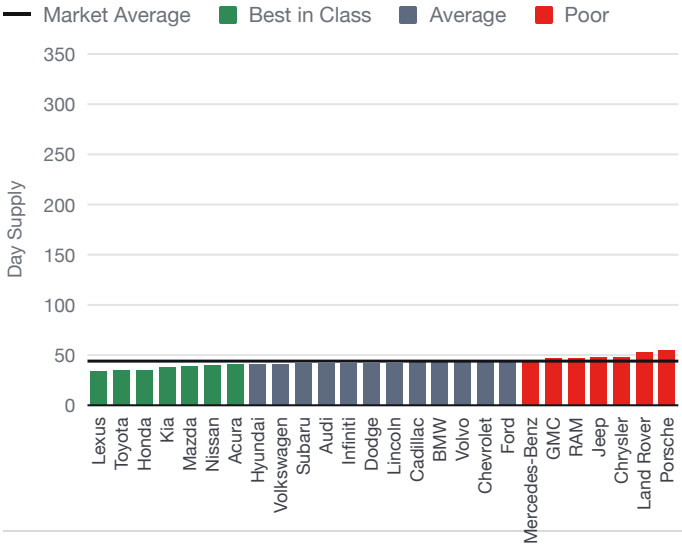
NEW NON-EV Day Supply



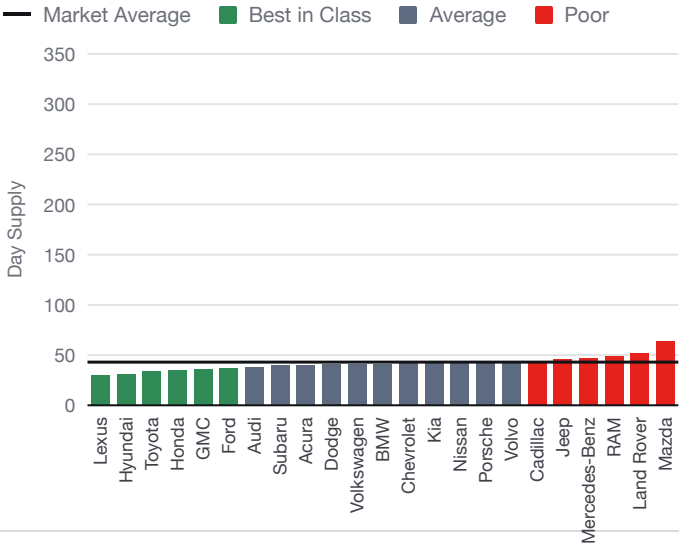
NEW EV Day Supply



USED NON-EV Day Supply

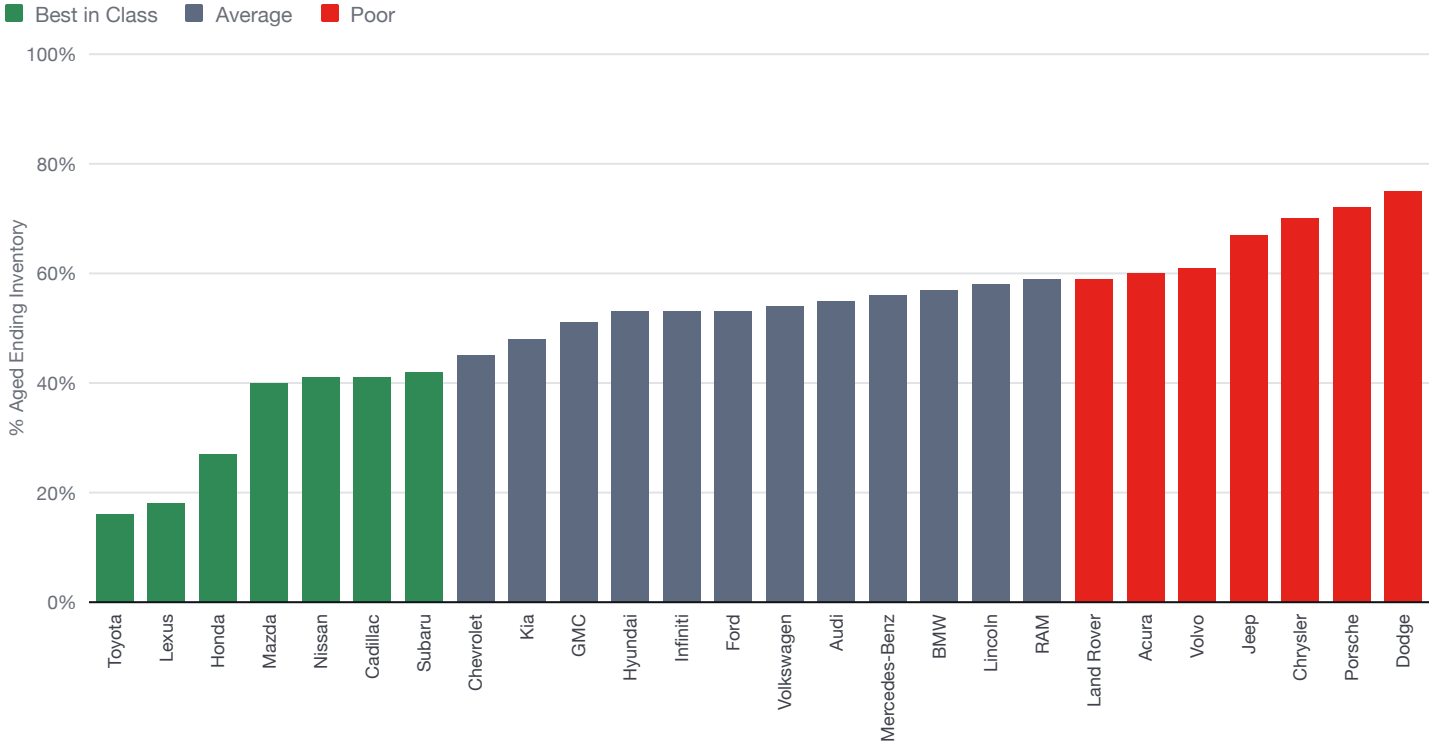


USED EV Day Supply

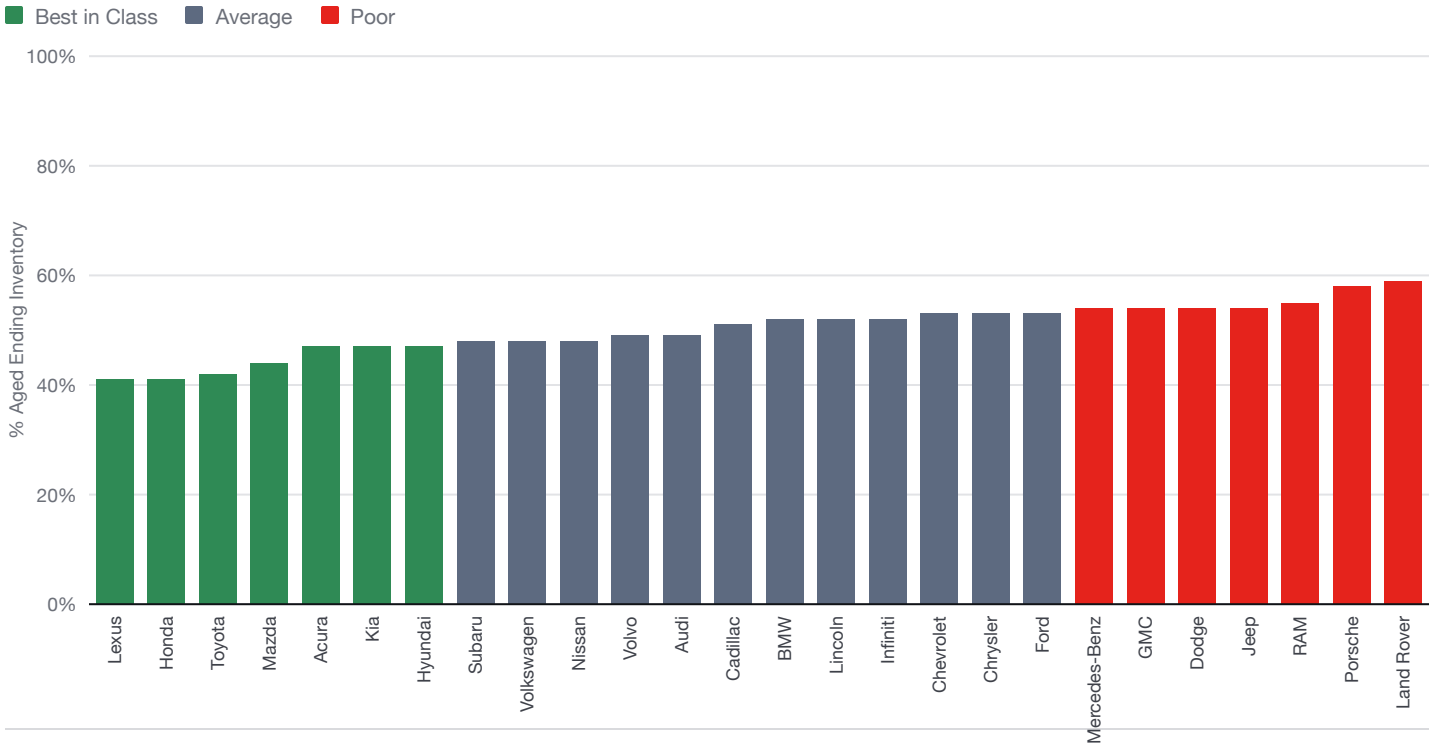


- New aged ending inventory fell 3 points QoQ to 47%, up 3 points YoY.
- Used aged ending inventory rose 4 points QoQ to 50%, up 2 points YoY.

NEW % Aged Ending Inventory

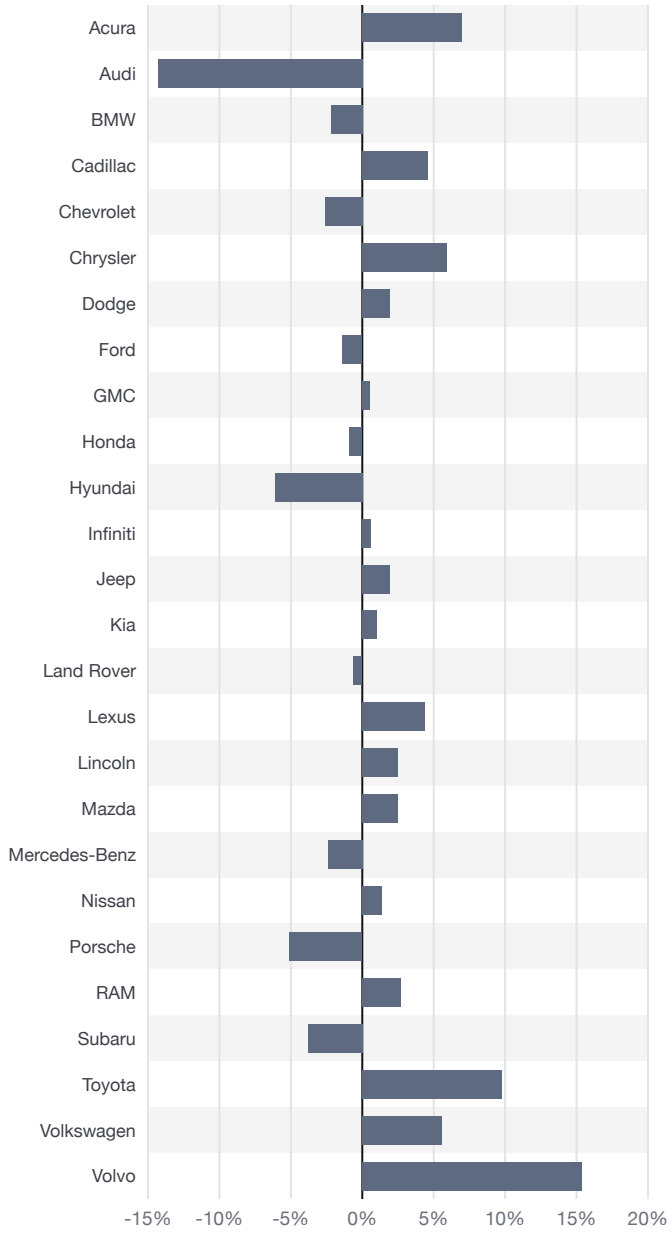


USED % Aged Ending Inventory

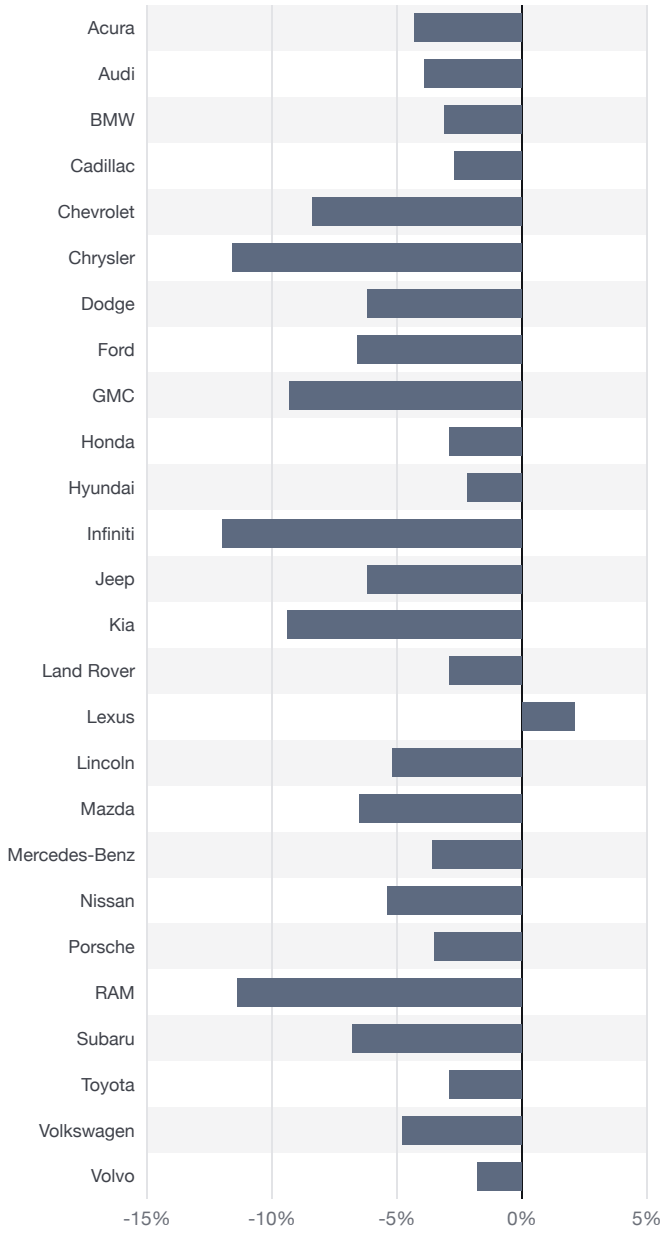


- Lotlinx customers carried 6.3 points less aged used inventory than the broader market, at 43.7% versus 50.1%. New faced challenges at 1 point more aged new inventory, at 52.2% versus 51.2%.
- 96% of used vehicle brands and 38% of new vehicle brands outperformed the broader market among Lotlinx customers.

NEW Lotlinx vs Market Aged Inventory



USED Lotlinx vs Market Aged Inventory



* Negative values indicate Lotlinx out performing the market

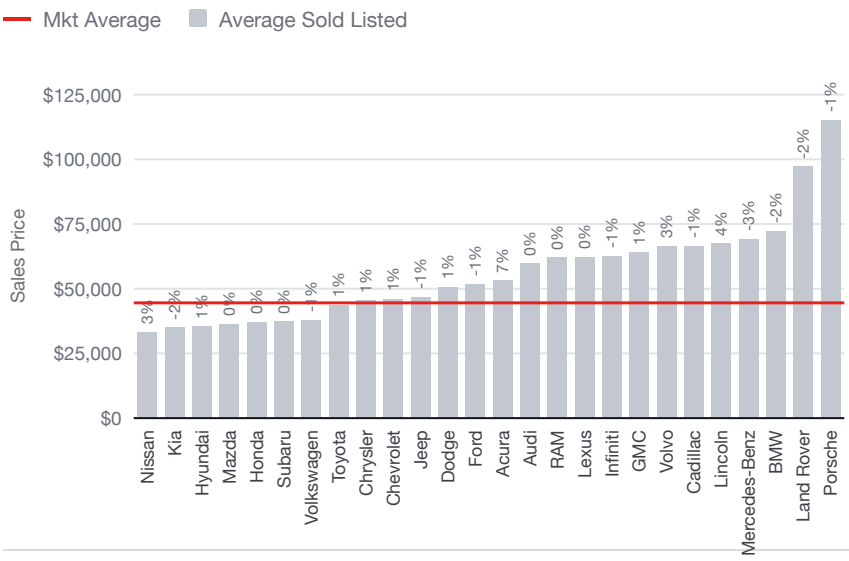
All

- New-vehicle sales held flat QoQ after last quarter's launch-driven surge as 2027 model year deliveries ramp up, increasing inventory by 9%.
- ICEs was the only powertrain to see sales grow QoQ, up 2%, as hybrid sales slipped 2% and EV sales fell 15%.
- Hybrids made up 27% of sales but accounted for 20% of ending inventory while ICEs made up 70% of sales but carry 78% of the ending inventory.
- The list price of ending inventory rose 4% QoQ to $48,490, nearly $4,000 above the price of units sold. Hybrids saw the largest gap at $6,600 while ICEs were about half at $3,613.

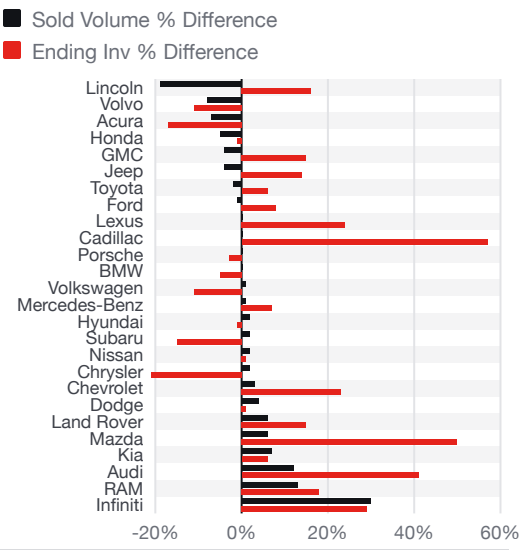
NEW

NC QOQ **Sales Volume** Change	**+2 Days** QOQ **+5 Days** YOY **62 Day Supply**	**–3%** QOQ **+3%** YOY **47% Aged Inventory** Over 45 Days Ending 09/30/26	**+2%** QOQ **NC** YOY **42% Aged Sales** Over 45 Days as of 09/30/26	**+2%** QOQ **+3%** YOY **51% Carryover** Over 45 Days as of 07/01/26
NC QOQ **+2%** YOY **$44,542 Price** Avg Last Listed	**NC** QOQ **-4% Markdown** Price Reduction	**+1%** QOQ **29% Sold** With Markdown	**+1%** QOQ **+6%** YOY **53% of Listings** Not Viewed	**–2%** QOQ **Demand** Change

NEW - Sales Price



NEW % Volume Change



Lotlinx

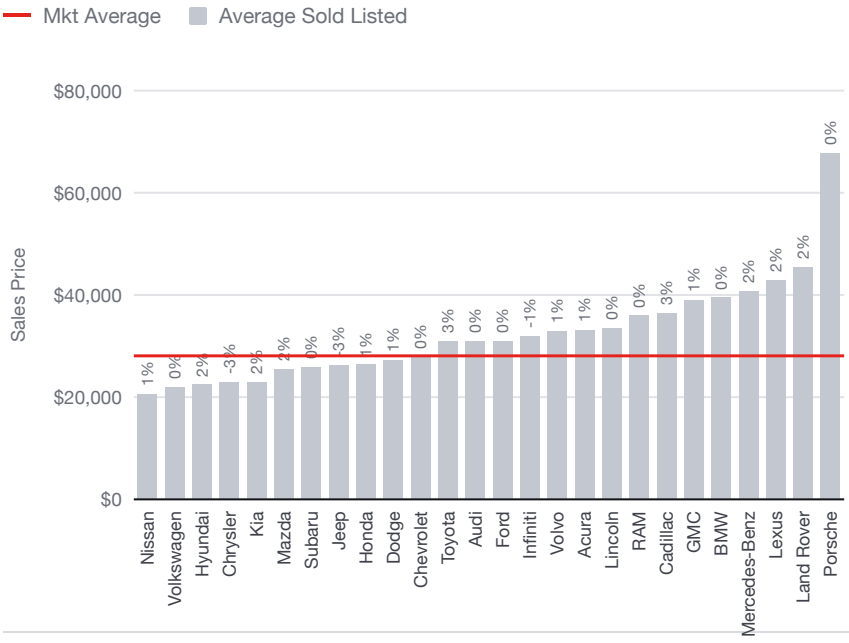
All

- Used sales grew 5% QoQ, with inventory growing at the same pace.
- Used EVs remained the fastest-growing segment with sales up 18% QoQ, though used EV inventory grew 32% and the share of used EVs sold with a markdown rose 8 points to 44%.
- The percent of units sold with a markdown jumped 6 points to 47%.
- The last list price of used sold units held flat QoQ at $28,089, up 2% YoY, with EVs up 8% YoY to $31,911, gas up 2% to $26,894, and hybrids down 2% to $35,372.

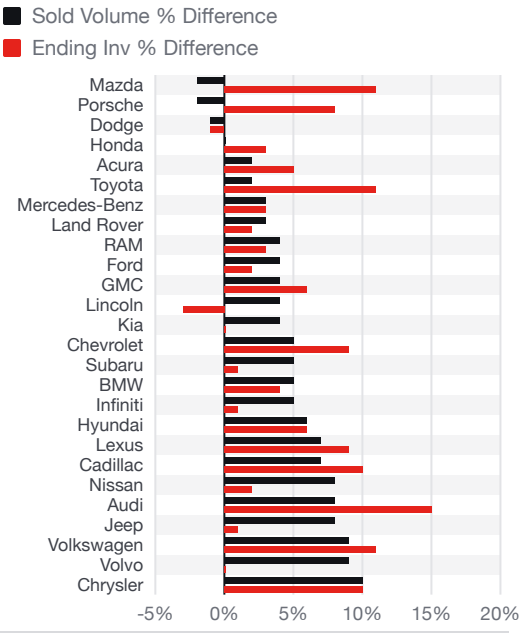
USED

+5% QOQ **Sales Volume** Change	**+3 Day** QOQ **+2 Days** YOY **42 Day Supply**	**+4%** QOQ **+2%** YOY **50% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **NC** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–2%** YOY **47% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+2%** YOY **$28,089 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+6%** QOQ **47% Sold** With Markdown	**+1%** QOQ **+5%** YOY **45% of Listings** Not Viewed	**–5%** QOQ **Demand** Change

USED - Sales Price



USED % Volume Change



Lotlinx

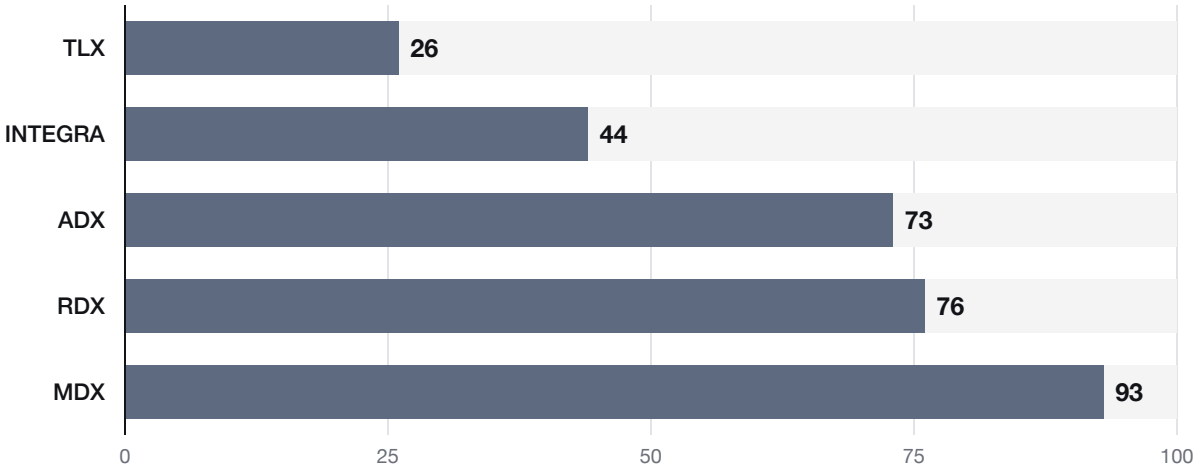
Acura

- Acura posted the largest QoQ increase in last list price of sold units of any brand, up 7% to $53,049, as the $64,450 MDX grew to 44% of Q3 sales, up 8 points.
- Acura carried the lowest share of ending inventory with a markdown of any brand at 11%.

NEW

–7% QOQ **Sales Volume** Change	**–7 Days** QOQ **NC Days** YOY **76 Day Supply**	**–4%** QOQ **+10%** YOY **60% Aged Inventory** Over 45 Days Ending 09/30/26	**+4%** QOQ **+3%** YOY **61% Aged Sales** Over 45 Days as of 09/30/26	**+17%** QOQ **+14%** YOY **64% Carryover** Over 45 Days as of 07/01/26
+7% QOQ **+3%** YOY **$53,049 Price** Avg Last Listed	**NC** QOQ **-3% Markdown** Price Reduction	**+4%** QOQ **12% Sold** With Markdown	**–1%** QOQ **+1%** YOY **46% of Listings** Not Viewed	**+10%** QOQ **Demand** Change

Day Supply



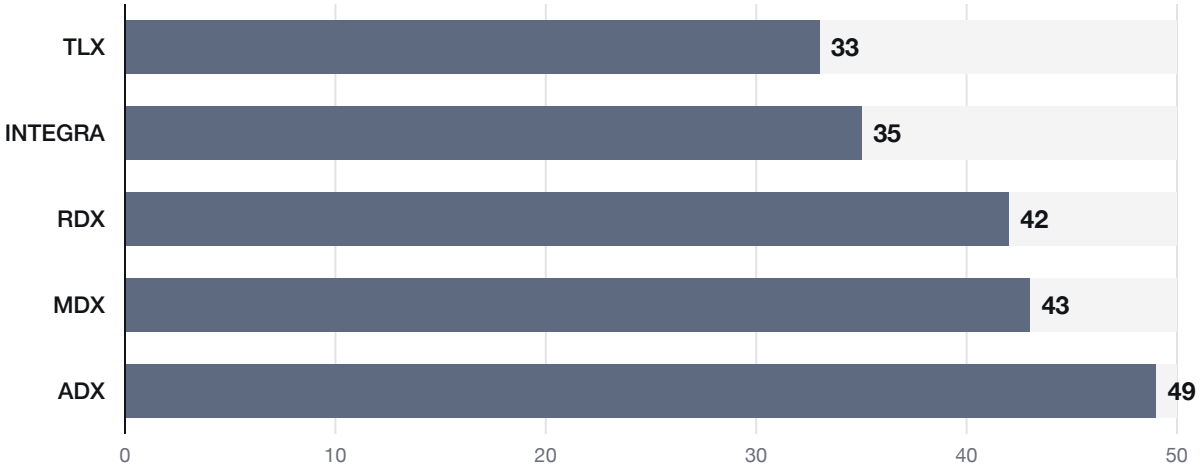
Acura

All metrics move in line with the market.

USED

+2% QOQ **Sales Volume** Change	**+3 Days** QOQ **+1 Days** YOY **40 Day Supply**	**+4%** QOQ **+2%** YOY **47% Aged Inventory** Over 30 Days Ending 09/30/26	**+5%** QOQ **+2%** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**+8%** QOQ **–1%** YOY **44% Carryover** Over 30 Days as of 07/01/26
+1% QOQ **+4%** YOY **$33,175 Price** Avg Last Listed	**–1%** QOQ **-4% Markdown** Price Reduction	**+7%** QOQ **52% Sold** With Markdown	**+3%** QOQ **+5%** YOY **39% of Listings** Not Viewed	**–7%** QOQ **Demand** Change

Day Supply



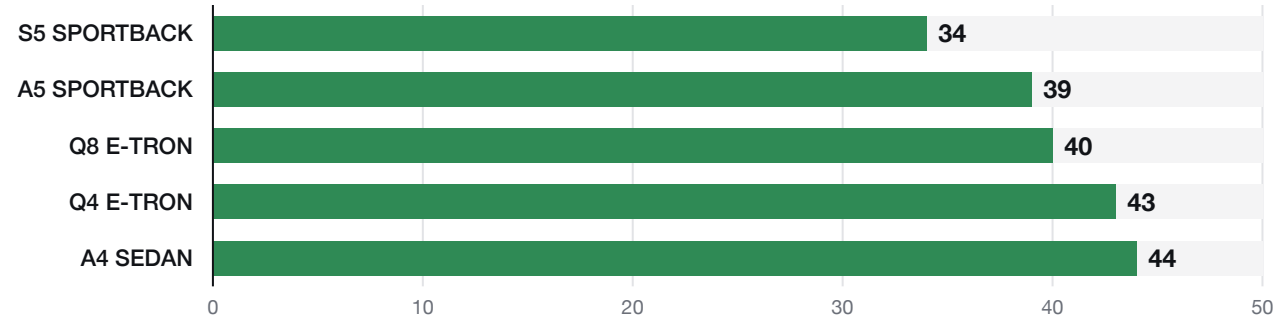
Audi

- Audi saw the largest QoQ increase in units sold with a markdown of any brand, up 16 points to 38%, led by hybrids, up 20 points, and the Q8, up 27 points.
- EVs fell to 3% of Audi's Q3 sales from 36% a year ago, the steepest EV mix decline of any brand, contributing to a 10% YoY drop in last list price of sold units to $59,759, also the largest in the market.

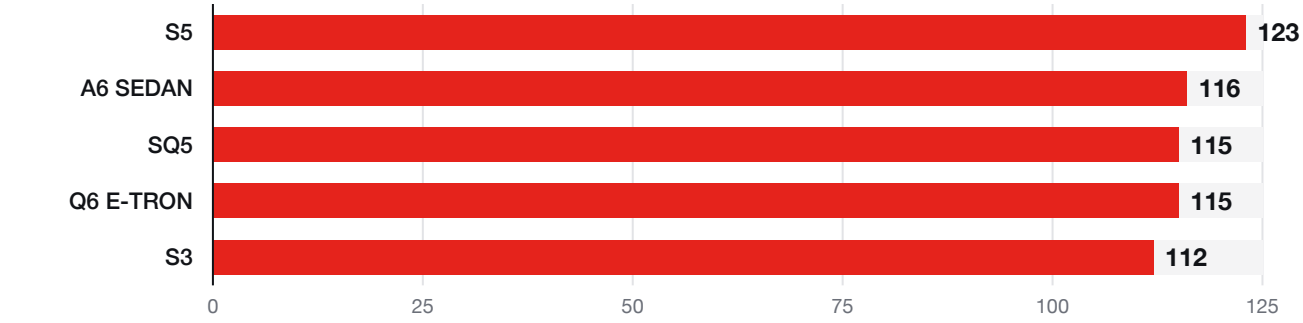
NEW

+12% QOQ **Sales Volume** Change	**+20 Days** QOQ **+17 Days** YOY **83 Day Supply**	**+16%** QOQ **+1%** YOY **55% Aged Inventory** Over 45 Days Ending 09/30/26	**+10%** QOQ **–8%** YOY **48% Aged Sales** Over 45 Days as of 09/30/26	**–8%** QOQ **–13%** YOY **41% Carryover** Over 45 Days as of 07/01/26
NC QOQ **–10%** YOY **$59,759 Price** Avg Last Listed	**NC** QOQ **-4% Markdown** Price Reduction	**+16%** QOQ **38% Sold** With Markdown	**+5%** QOQ **+15%** YOY **59% of Listings** Not Viewed	**–23%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

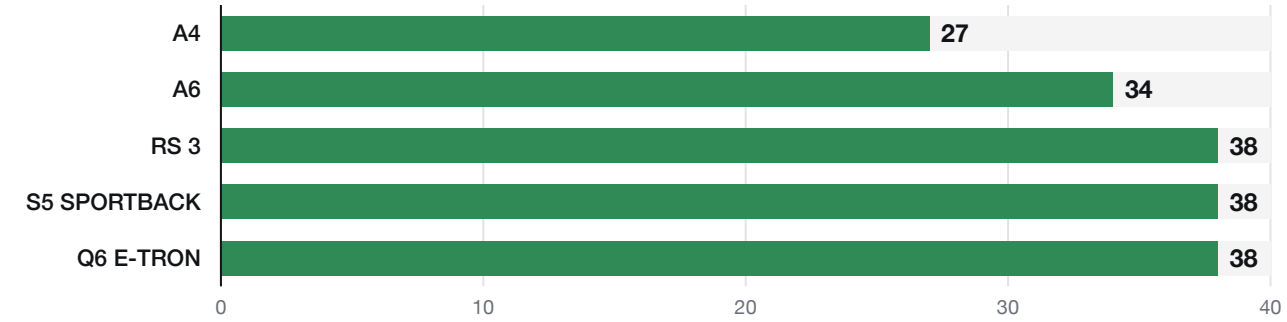
Audi

- For a second straight quarter, Audi saw the largest increase in used ending inventory, up 15% QoQ, while aged inventory rose 7 points to 49%, also a market high.
- The A5 carried the highest day supply of any used model at 78 days, with 74% of units sold with a markdown, also a market high.

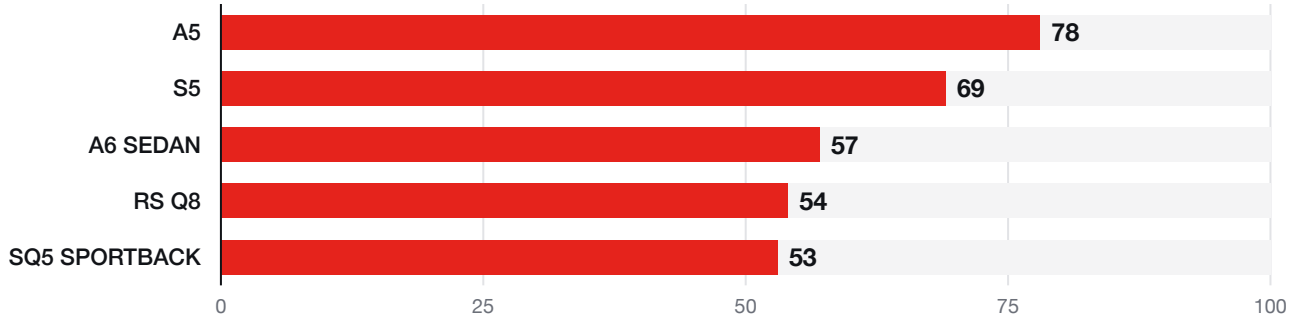
USED

+8% QOQ **Sales Volume** Change	**+4 Days** QOQ **+4 Days** YOY **43 Day Supply**	**+7%** QOQ **+4%** YOY **49% Aged Inventory** Over 30 Days Ending 09/30/26	**+4%** QOQ **+3%** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**NC** QOQ **–1%** YOY **45% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+3%** YOY **$30,989 Price** Avg Last Listed	**–1%** QOQ **-6% Markdown** Price Reduction	**+6%** QOQ **44% Sold** With Markdown	**+4%** QOQ **+7%** YOY **45% of Listings** Not Viewed	**–9%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



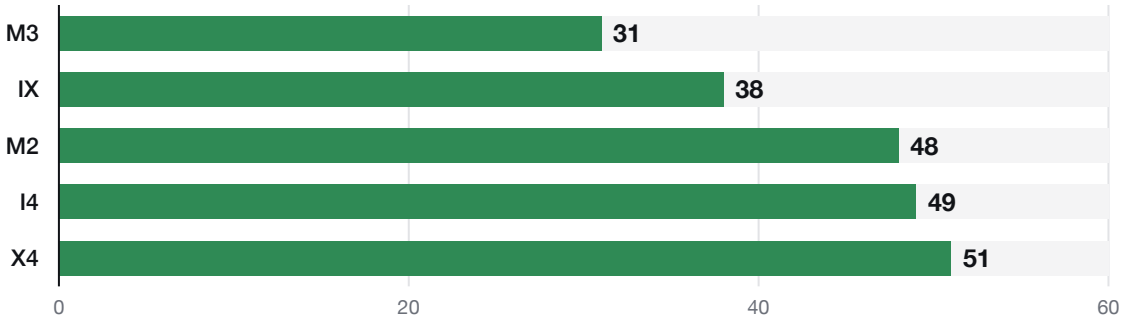
BMW

- BMW cut the list price of ending inventory 9% QoQ to $65,156, the largest reduction of any brand, led by a 7% drop on hybrids, which made up 77% of Q3 sales.
- EVs slipped to 6% of BMW's Q3 sales, down 2 points QoQ, but the all-new iX3 began U.S. deliveries in late September and already made up 1.5% of BMW's new inventory.

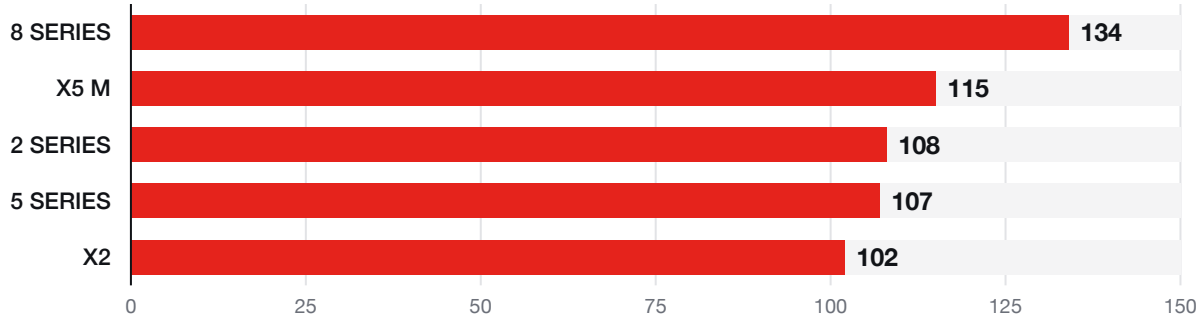
NEW

NC QOQ **Sales Volume** Change	+4 Days QOQ +15 Days YOY **75 Day Supply**	+7% QOQ +13% YOY **57% Aged Inventory** Over 45 Days Ending 09/30/26	+3% QOQ +12% YOY **55% Aged Sales** Over 45 Days as of 09/30/26	–2% QOQ +9% YOY **51% Carryover** Over 45 Days as of 07/01/26
–2% QOQ +2% YOY **$72,185 Price** Avg Last Listed	+1% QOQ **-2% Markdown** Price Reduction	+7% QOQ **19% Sold** With Markdown	+28% QOQ +28% YOY **74% of Listings** Not Viewed	–5% QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



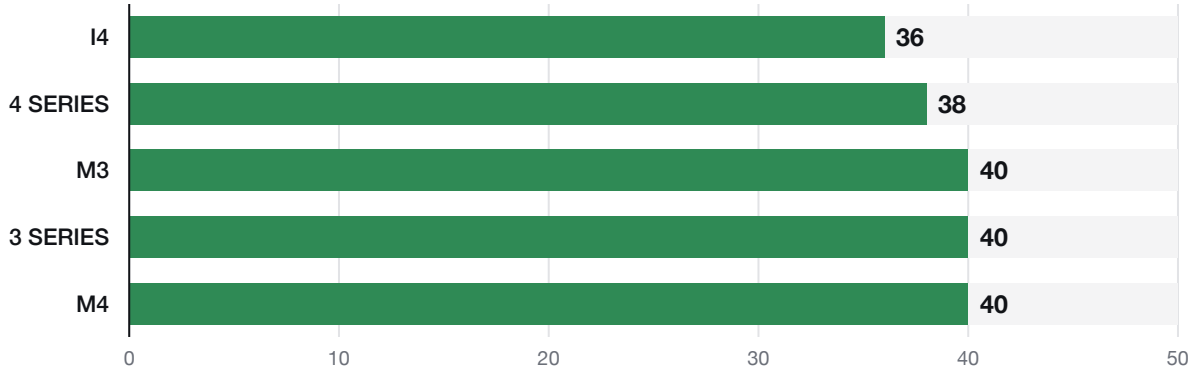
BMW

› The last list price of used EVs sold fell 13% YoY to $44,998, the largest drop of any brand, as the share of iX units sold with a markdown rose 20 points to 45%, the largest increase of any used model.

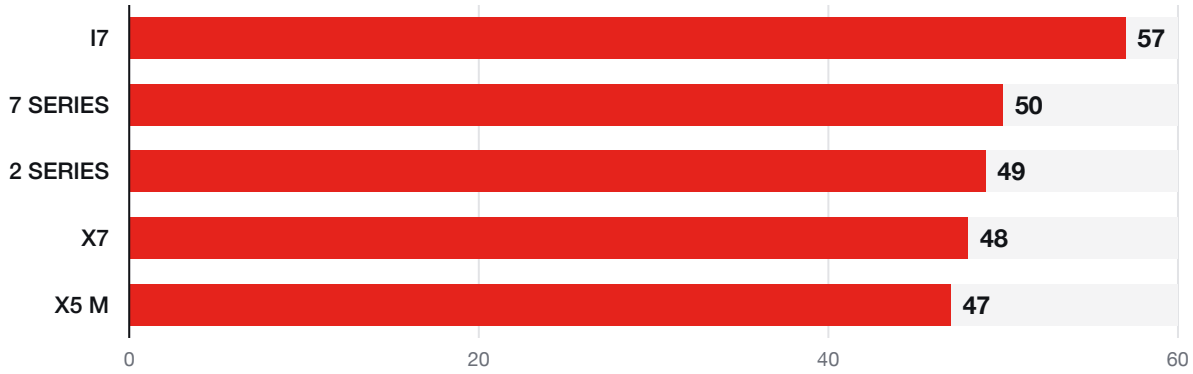
USED

+5% QOQ **Sales Volume** Change	**+3 Days** QOQ **+2 Days** YOY **44 Day Supply**	**+5%** QOQ **+2%** YOY **52% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **+1%** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**+3%** QOQ **–1%** YOY **48% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+2%** YOY **$39,500 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+6%** QOQ **51% Sold** With Markdown	**+16%** QOQ **+17%** YOY **53% of Listings** Not Viewed	**–6%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

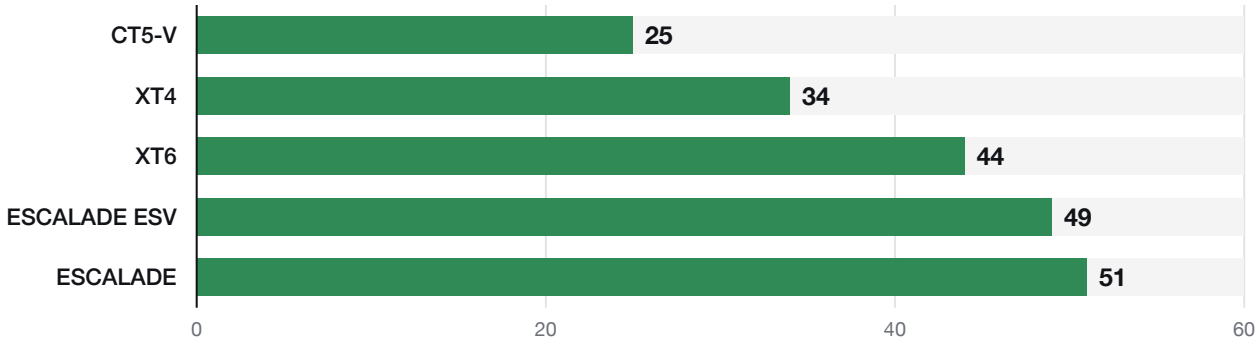
Cadillac

- Cadillac recorded the largest increase in new ending inventory of any brand, up 57% QoQ, led by the Vistiq EV, up 485%, and the Lyriq, up 83%.
- EVs made up 34% of Cadillac's Q3 sales, again the highest EV mix of any brand.

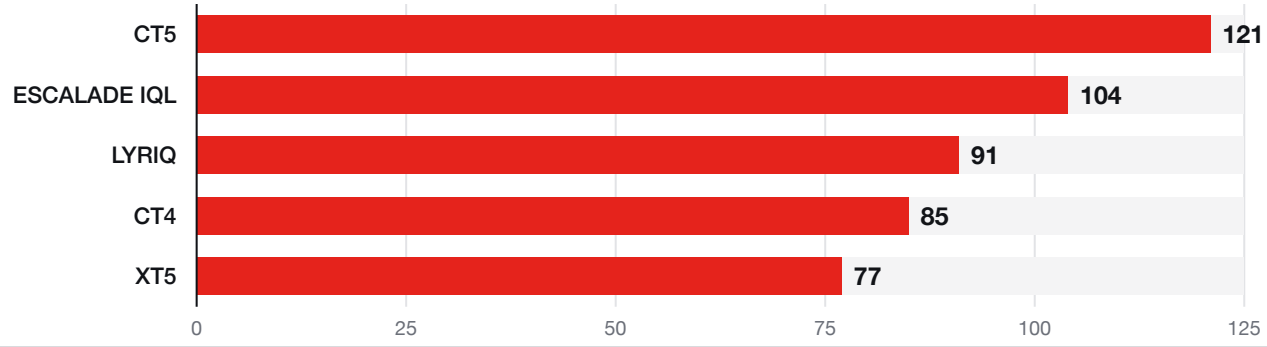
NEW

NC QOQ **Sales Volume** Change	+17 Days QOQ +1 Days YOY **69 Day Supply**	NC QOQ –12% YOY **41% Aged Inventory** Over 45 Days Ending 09/30/26	–2% QOQ –11% YOY **38% Aged Sales** Over 45 Days as of 09/30/26	–6% QOQ –12% YOY **42% Carryover** Over 45 Days as of 07/01/26
–1% QOQ +4% YOY **$66,440 Price** Avg Last Listed	NC QOQ **-3% Markdown** Price Reduction	NC QOQ **18% Sold** With Markdown	+4% QOQ –5% YOY **44% of Listings** Not Viewed	–24% QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

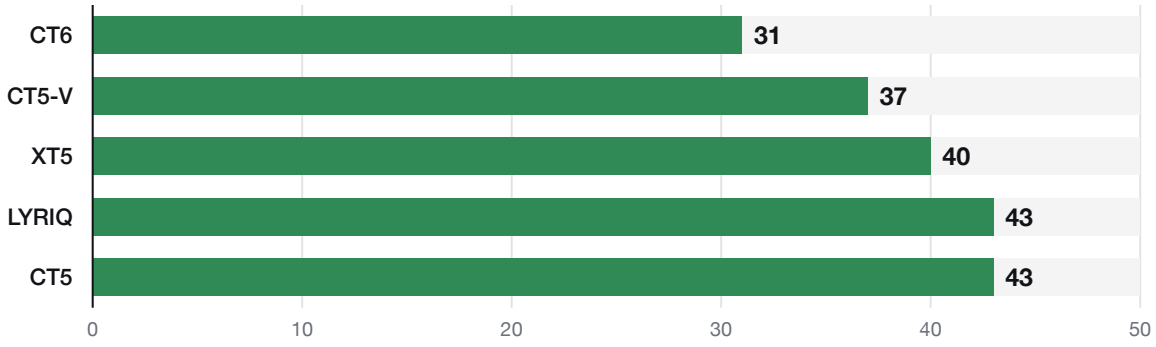
Cadillac

- Used EV sales rose 69% QoQ, the fastest growth of any brand, lifting EVs to 11% of Cadillac's used sales as the Lyriq climbed to 8% of the mix.
- The last list price of sold units rose 3% QoQ to $36,451, tied for the largest increase in the market.

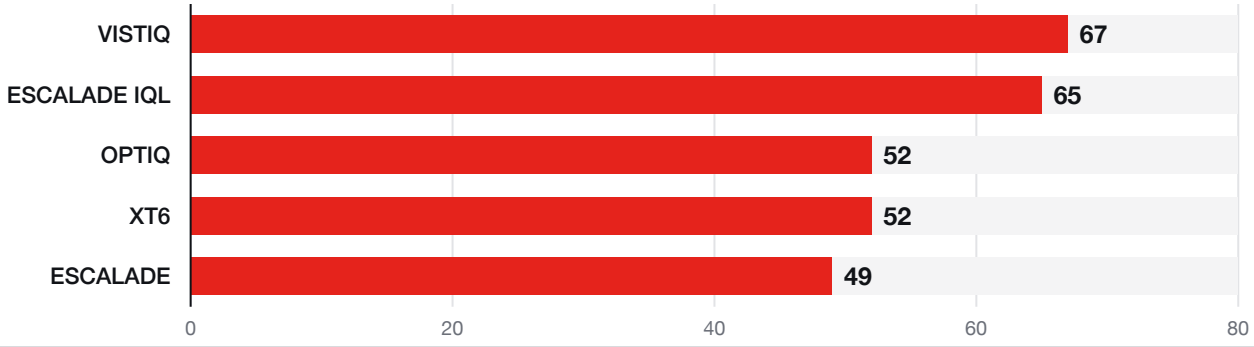
USED

+7% QOQ **Sales Volume** Change	**+4 Days** QOQ **+4 Days** YOY **44 Day Supply**	**+4%** QOQ **+3%** YOY **51% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **+1%** YOY **47% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–3%** YOY **48% Carryover** Over 30 Days as of 07/01/26
+3% QOQ **+4%** YOY **$36,451 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+7%** QOQ **45% Sold** With Markdown	**+1%** QOQ **NC** YOY **41% of Listings** Not Viewed	**–8%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

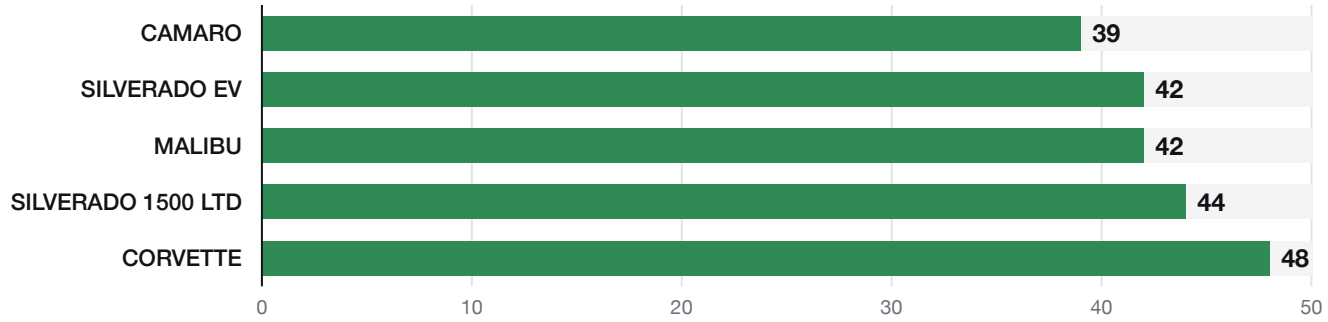
Chevrolet

- Chevrolet EVs carried the lowest last list price of sold units of any brand's EVs at $34,435, down 20% YoY, the steepest drop in the market, as the $29,890 Bolt became Chevrolet's top-selling EV and Equinox EV sales fell 72% QoQ.
- The Silverado 1500 grew to 25% of Chevrolet's Q3 sales, up 3 points QoQ, on a 15% sales increase.

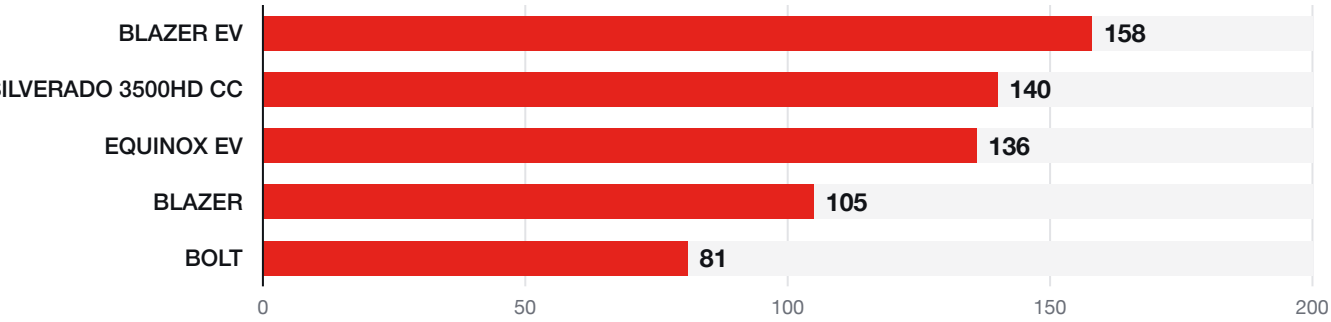
NEW

+3% QOQ **Sales Volume** Change	**+6 Day** QOQ **+7 Days** YOY **65 Day Supply**	**NC** QOQ **+1%** YOY **45% Aged Inventory** Over 45 Days Ending 09/30/26	**+1%** QOQ **–1%** YOY **44% Aged Sales** Over 45 Days as of 09/30/26	**+4%** QOQ **NC** YOY **46% Carryover** Over 45 Days as of 07/01/26
+1% QOQ **+3%** YOY **$45,929 Price** Avg Last Listed	**NC** QOQ **-4% Markdown** Price Reduction	**+1%** QOQ **38% Sold** With Markdown	**–1%** QOQ **+2%** YOY **51% of Listings** Not Viewed	**–8%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

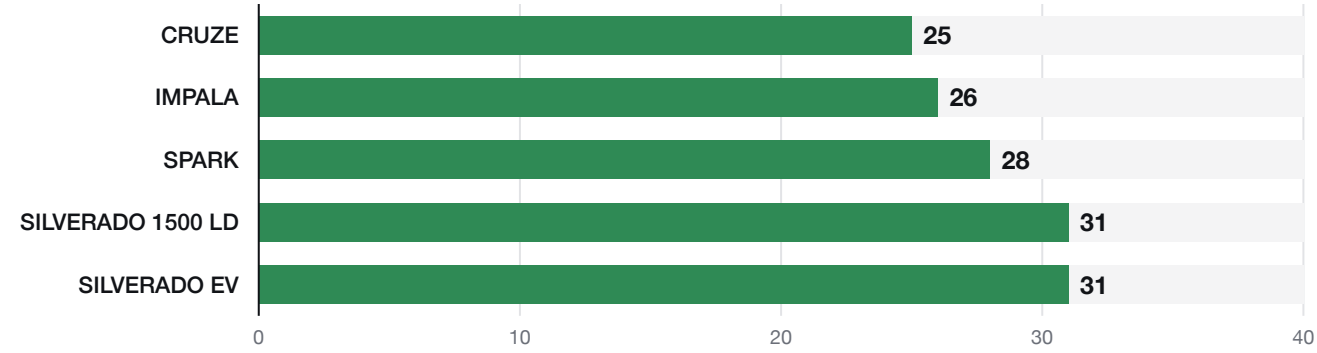
Chevrolet

- Used EV inventory grew 66% QoQ, the largest increase of any brand, while the last list price of used EVs sold rose 37% YoY to $26,685, the largest gain in the market, as the Blazer EV and Equinox EV more than doubled their combined share of Chevrolet's used sales YoY.

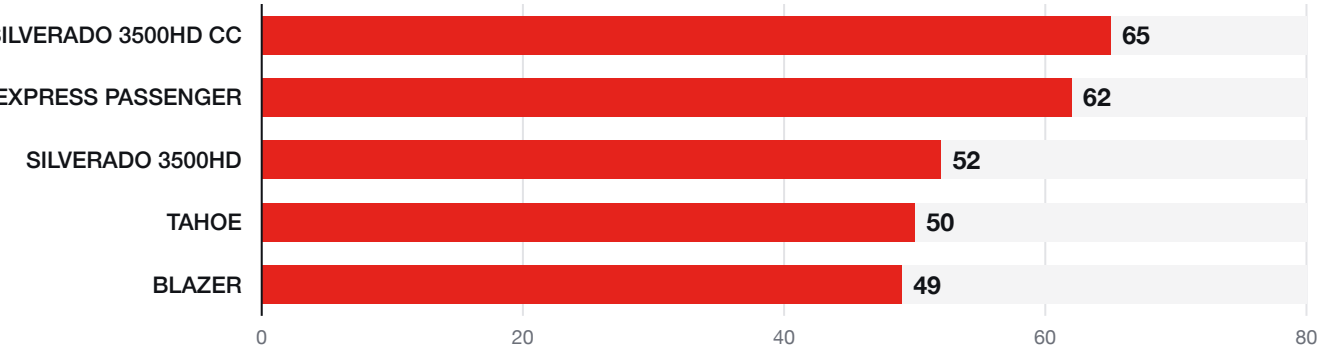
USED

+5% QOQ **Sales Volume** Change	**+3 Day** QOQ **+3 Days** YOY **45 Day Supply**	**+4%** QOQ **+3%** YOY **53% Aged Inventory** Over 30 Days Ending 09/30/26	**+2%** QOQ **–1%** YOY **47% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–2%** YOY **50% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+3%** YOY **$27,900 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+6%** QOQ **46% Sold** With Markdown	**+1%** QOQ **+5%** YOY **47% of Listings** Not Viewed	**–6%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



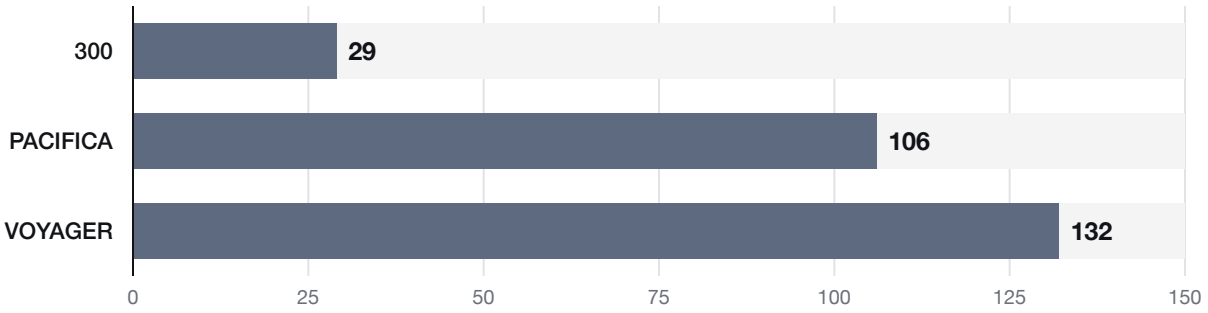
Chrysler

- Chrysler cut new inventory 21% QoQ, the largest reduction of any brand as the 2027 Pacifica continues to build inventory volume.
- Day supply dropped 26 days to 107, the steepest decline in the market.
- Carryover reached 74%, the highest of any brand, up 30 points YoY, the largest annual increase in the market driven by the discontinued Voyager trying to sell through remaining stock.

NEW

+2% QOQ **Sales Volume** Change	–26 Days QOQ +39 Days YOY **107 Day Supply**	–3% QOQ +23% YOY **70% Aged Inventory** Over 45 Days Ending 09/30/26	–2% QOQ +32% YOY **75% Aged Sales** Over 45 Days as of 09/30/26	+6% QOQ +30% YOY **74% Carryover** Over 45 Days as of 07/01/26
+1% QOQ +2% YOY **$45,330 Price** Avg Last Listed	–1% QOQ **-7% Markdown** Price Reduction	–4% QOQ **48% Sold** With Markdown	–2% QOQ +2% YOY **50% of Listings** Not Viewed	+25% QOQ **Demand** Change

Day Supply



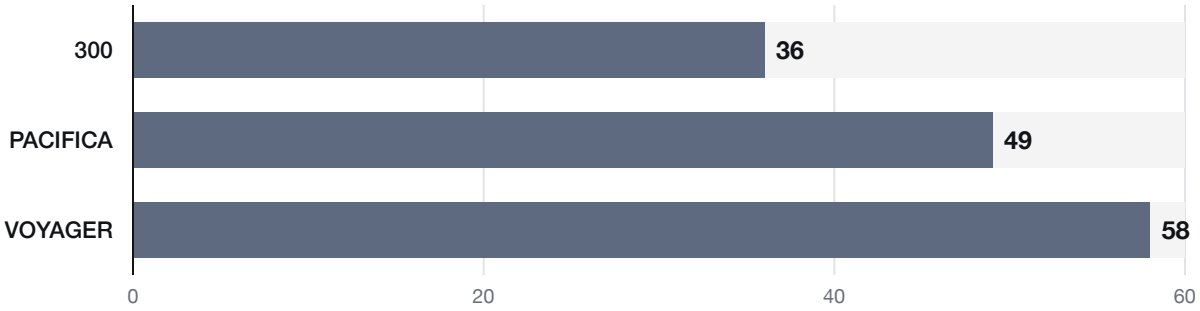
Chrysler

- For a second straight quarter, Chrysler posted the strongest used sales growth in the market, up 10% QoQ, tied with Volvo.
- Day supply rose 13 days YoY to 49, the largest annual increase of any brand.

USED

+10% QOQ **Sales Volume** Change	**–1 Days** QOQ **+13 Day** YOY **49 Day Supply**	**NC** QOQ **+5%** YOY **53% Aged Inventory** Over 30 Days Ending 09/30/26	**+2%** QOQ **NC** YOY **50% Aged Sales** Over 30 Days as of 09/30/26	**+9%** QOQ **NC** YOY **55% Carryover** Over 30 Days as of 07/01/26
–3% QOQ **+3%** YOY **$22,985 Price** Avg Last Listed	**–2%** QOQ **-7% Markdown** Price Reduction	**+4%** QOQ **41% Sold** With Markdown	**–2%** QOQ **+8%** YOY **50% of Listings** Not Viewed	**+2%** QOQ **Demand** Change

Day Supply



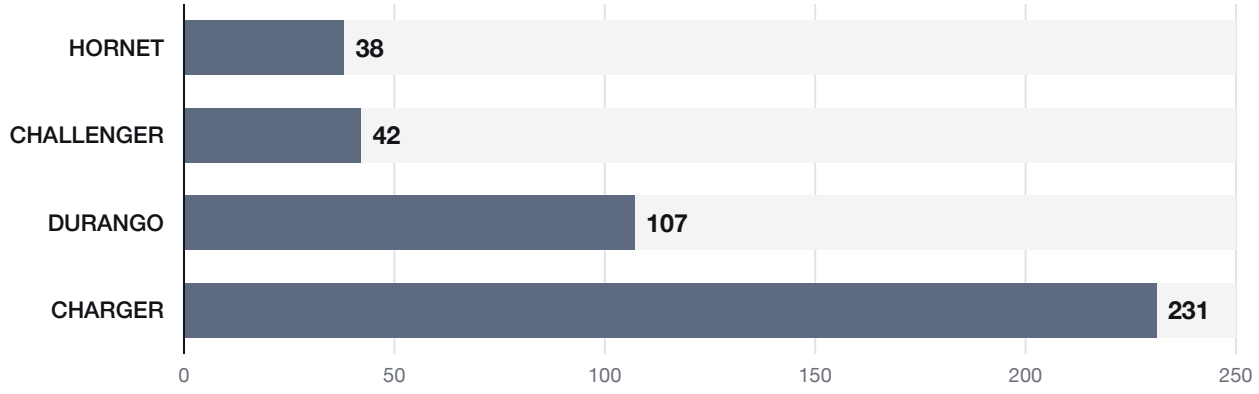
Dodge

- Dodge carried the highest new day supply of any brand at 135 days, up 72 days YoY, with 75% of inventory over 45 days on lot, also a market high.
- The Charger made up 25% of Dodge's Q3 sales but 38% of its inventory, carrying the highest day supply of any new model at 231 days.
- The percent of Chargers sold with a markdown jumped 30 points to 70%, the highest of any model.

NEW

+4% QOQ **Sales Volume** Change	**+15 Days** QOQ **+72 Days** YOY **135 Day Supply**	**+8%** QOQ **+30%** YOY **75% Aged Inventory** Over 45 Days Ending 09/30/26	**+13%** QOQ **+7%** YOY **58% Aged Sales** Over 45 Days as of 09/30/26	**+24%** QOQ **+9%** YOY **68% Carryover** Over 45 Days as of 07/01/26
+1% QOQ **+7%** YOY **$50,580 Price** Avg Last Listed	**–2%** QOQ **-6% Markdown** Price Reduction	**+9%** QOQ **41% Sold** With Markdown	**–1%** QOQ **+3%** YOY **43% of Listings** Not Viewed	**–11%** QOQ **Demand** Change

Day Supply



Lotlinx

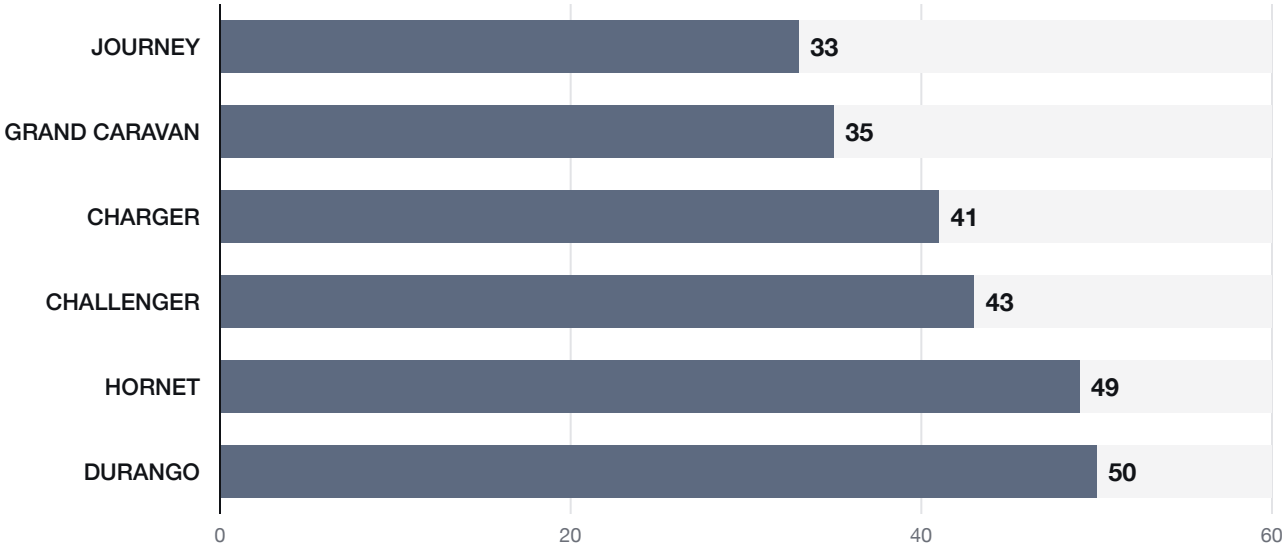
Dodge

Dodge had the lowest share of used units sold with a markdown of any brand at 35%.

USED

–1% QOQ **Sales Volume** Change	**+3 Days** QOQ **+1 Days** YOY **44 Day Supply**	**+5%** QOQ **+3%** YOY **54% Aged Inventory** Over 30 Days Ending 09/30/26	**+5%** QOQ **–1%** YOY **47% Aged Sales** Over 30 Days as of 09/30/26	**+9%** QOQ **–1%** YOY **51% Carryover** Over 30 Days as of 07/01/26
+1% QOQ **+5%** YOY **$27,257 Price** Avg Last Listed	**–1%** QOQ **-6% Markdown** Price Reduction	**+6%** QOQ **35% Sold** With Markdown	**NC** QOQ **+2%** YOY **39% of Listings** Not Viewed	**–7%** QOQ **Demand** Change

Day Supply



Lotlinx

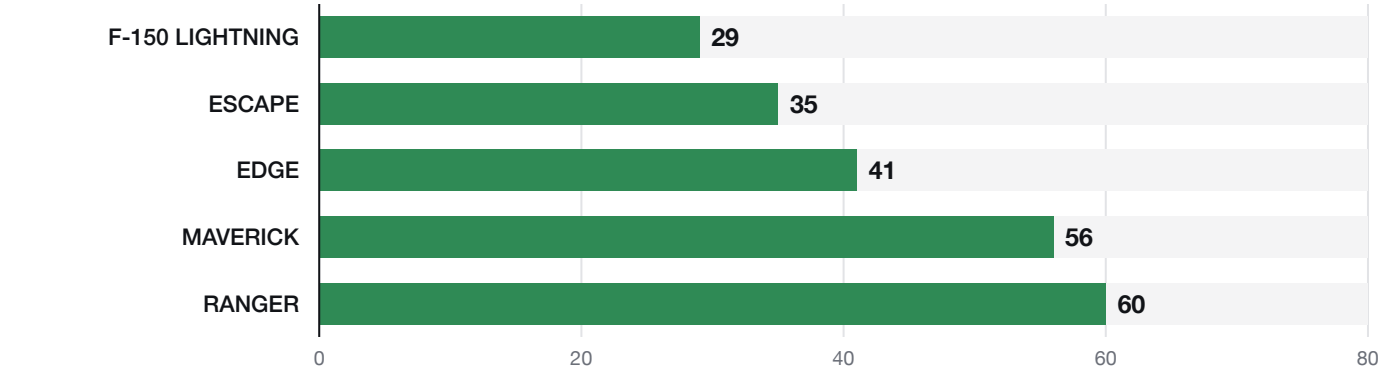
Ford

- 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.

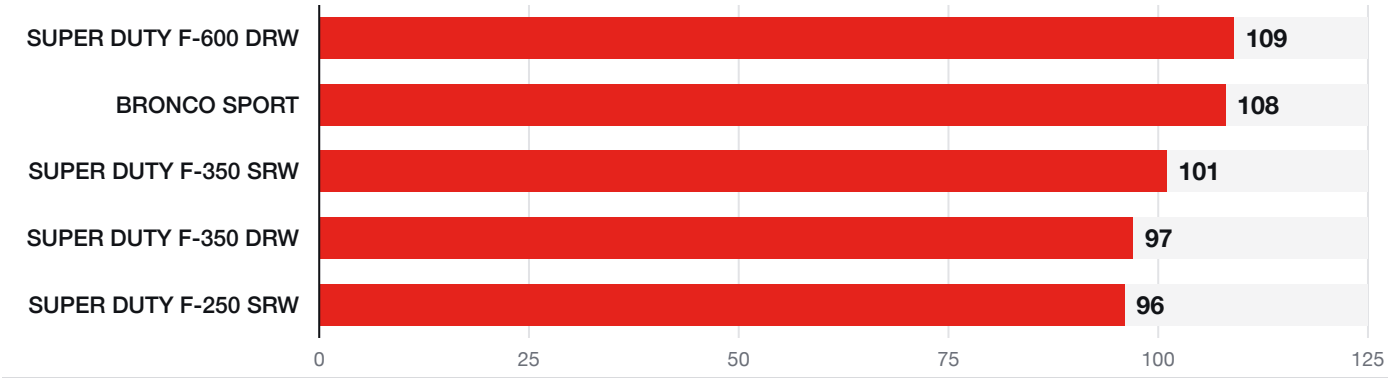
NEW

–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



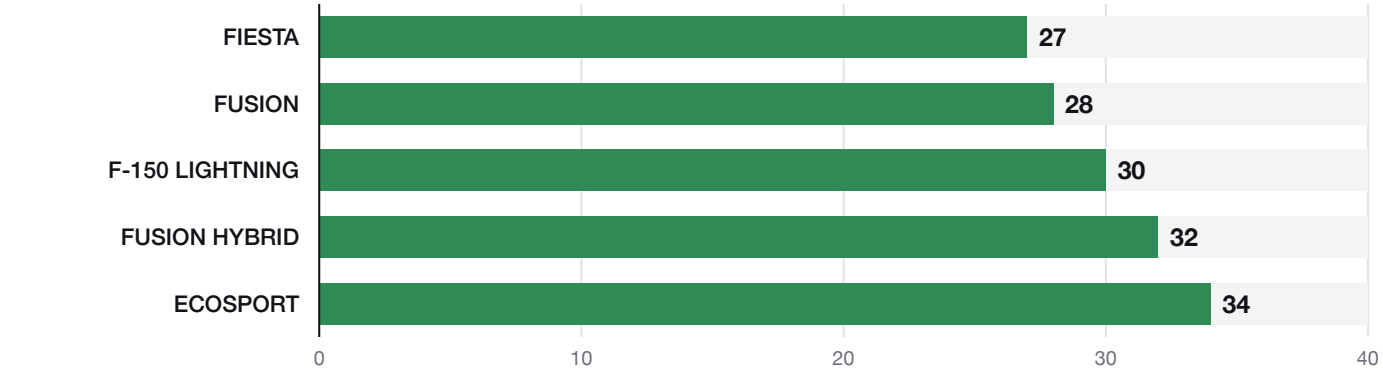
Ford

- 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%.

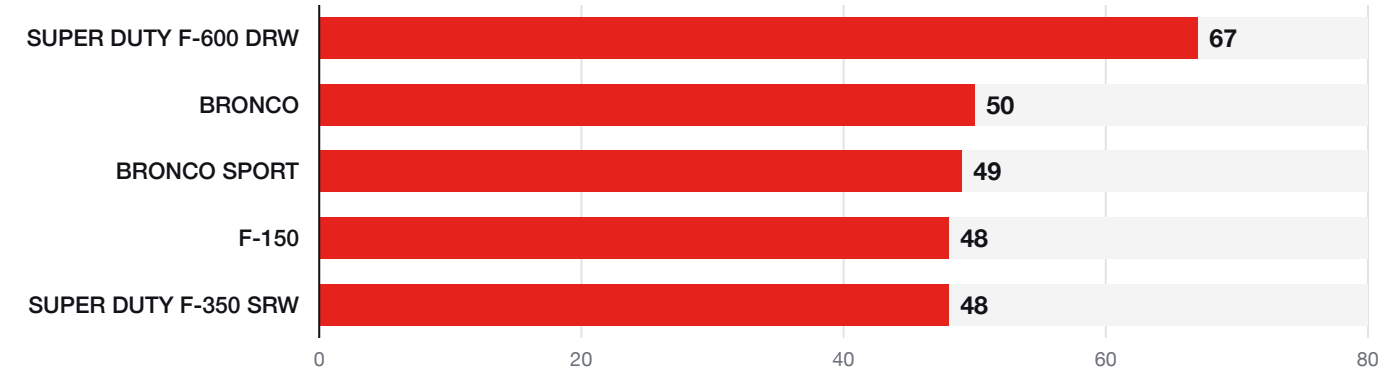
USED

+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



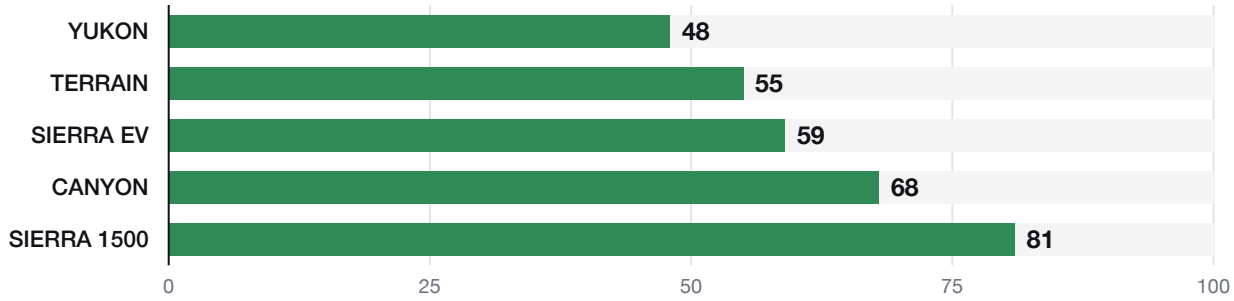
GMC

- GMC built inventory up 15% QoQ as sales slipped 4%, led by the Sierra 1500, where inventory grew 21% while sales fell 6%, pushing its day supply up 5 days to 81.
- The Yukon XL saw the sharpest build in the lineup, with inventory up 37% and day supply up 27 days to 96, as the share of Yukon XL units sold with a markdown rose 10 points to 41% as 2027s begin to hit dealer sites.

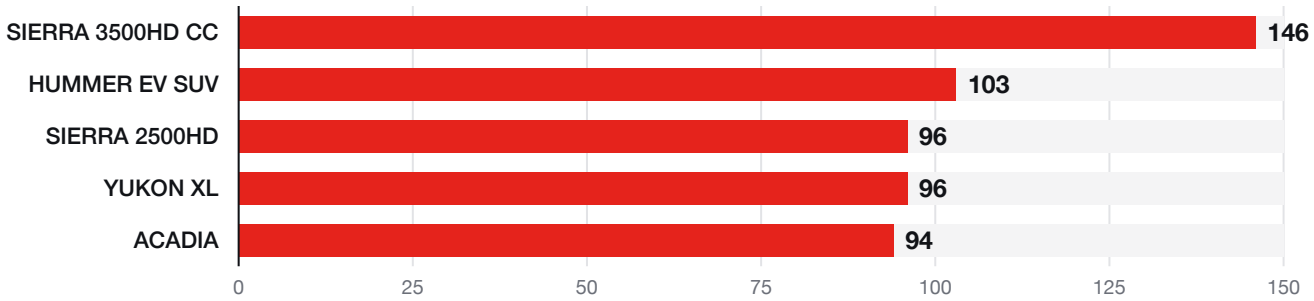
NEW

–4% QOQ **Sales Volume** Change	**+8 Days** QOQ **+14 Days** YOY **79 Day Supply**	**–3%** QOQ **+6%** YOY **51% Aged Inventory** Over 45 Days Ending 09/30/26	**+4%** QOQ **+2%** YOY **52% Aged Sales** Over 45 Days as of 09/30/26	**+10%** QOQ **+3%** YOY **55% Carryover** Over 45 Days as of 07/01/26
+1% QOQ **NC** YOY **$63,965 Price** Avg Last Listed	**NC** QOQ **-4% Markdown** Price Reduction	**NC** QOQ **43% Sold** With Markdown	**–2%** QOQ **+10%** YOY **47% of Listings** Not Viewed	**–9%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



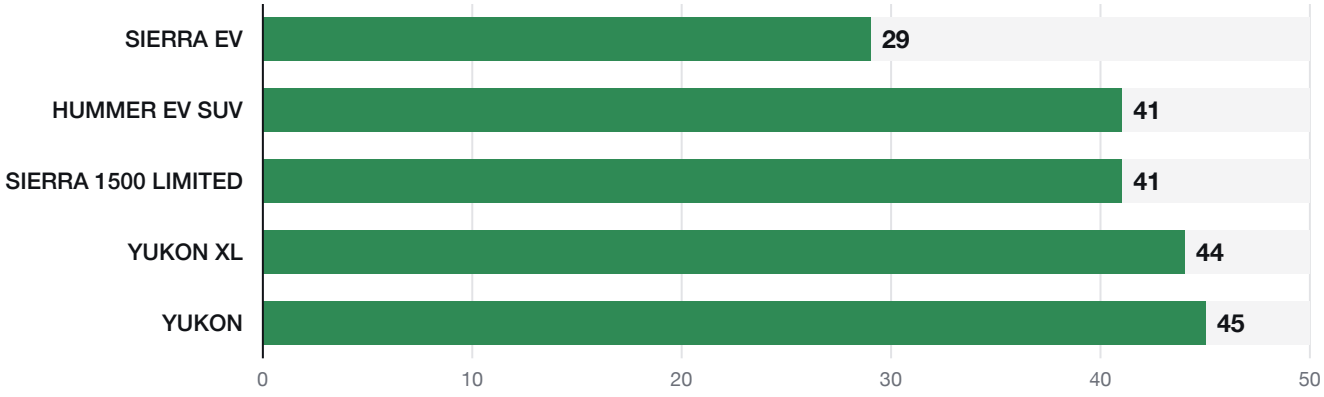
GMC

All metrics move in line with the market.

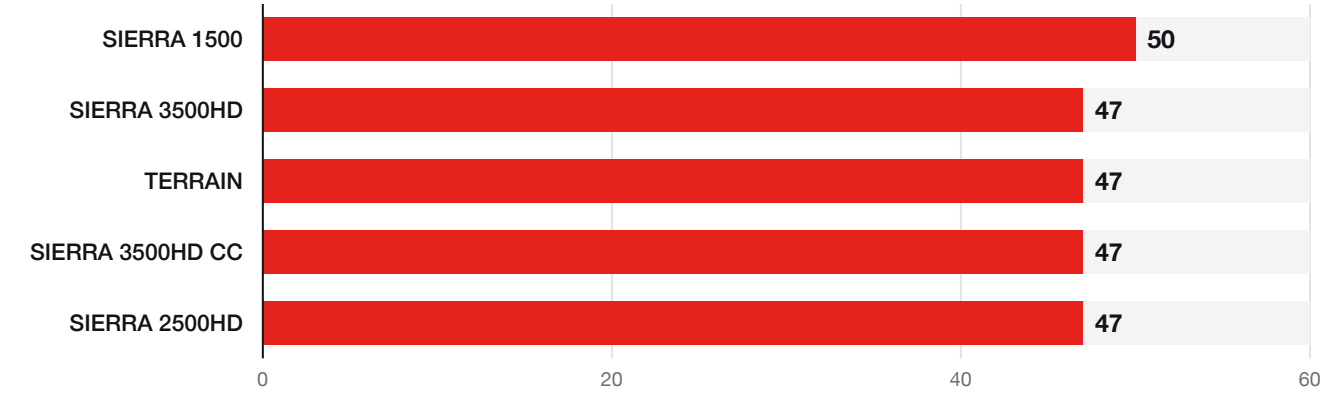
USED

+4% QOQ **Sales Volume** Change	**+3 Day** QOQ **+2 Days** YOY **47 Day Supply**	**+4%** QOQ **+2%** YOY **54% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **NC** YOY **50% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–2%** YOY **51% Carryover** Over 30 Days as of 07/01/26
+1% QOQ **+3%** YOY **$38,995 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+7%** QOQ **50% Sold** With Markdown	**NC** QOQ **+5%** YOY **45% of Listings** Not Viewed	**–6%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



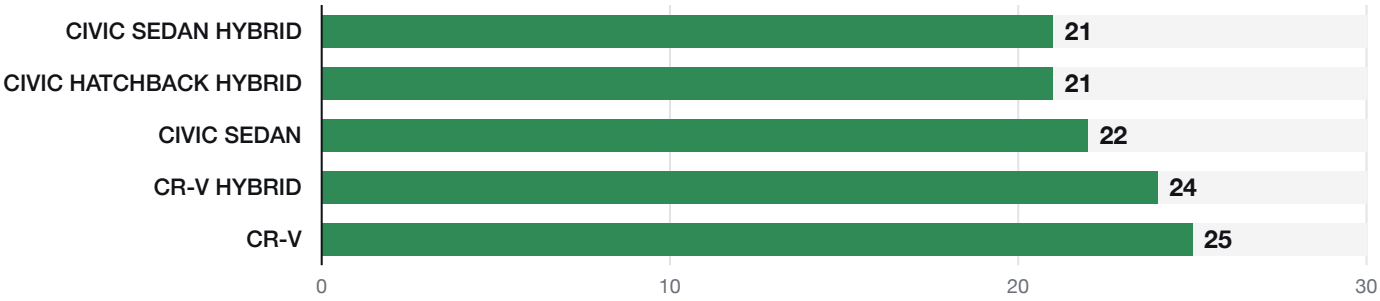
Honda

- Honda ran a very tight day supply of 36 days with ending inventories dropping by over 15% YoY, the second highest in the market.
- Hybrids saw the largest drop in inventory of over 35% YoY driving day supply down 5 days QoQ to 28 days with the Civic Hybrid running one of the lowest days supply in the market at 21 days. Dealers started taking deliveries of the 2027 CR-V Hybrids but still saw inventories fall by nearly 20%.

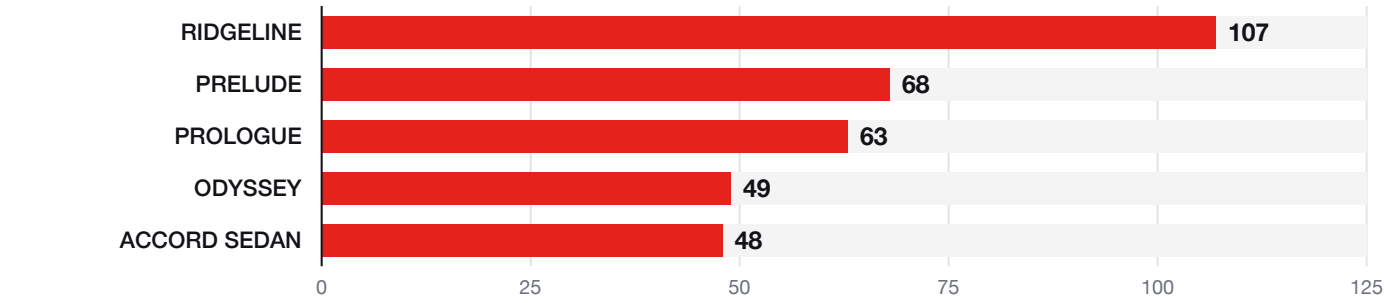
NEW

–5% QOQ **Sales Volume** Change	**–3 Days** QOQ **–10 Days** YOY **36 Day Supply**	**–7%** QOQ **–7%** YOY **27% Aged Inventory** Over 45 Days Ending 09/30/26	**–4%** QOQ **–10%** YOY **27% Aged Sales** Over 45 Days as of 09/30/26	**+4%** QOQ **–1%** YOY **35% Carryover** Over 45 Days as of 07/01/26
NC QOQ **NC** YOY **$37,130 Price** Avg Last Listed	**NC** QOQ **-3% Markdown** Price Reduction	**–1%** QOQ **15% Sold** With Markdown	**–1%** QOQ **NC** YOY **43% of Listings** Not Viewed	**+10%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

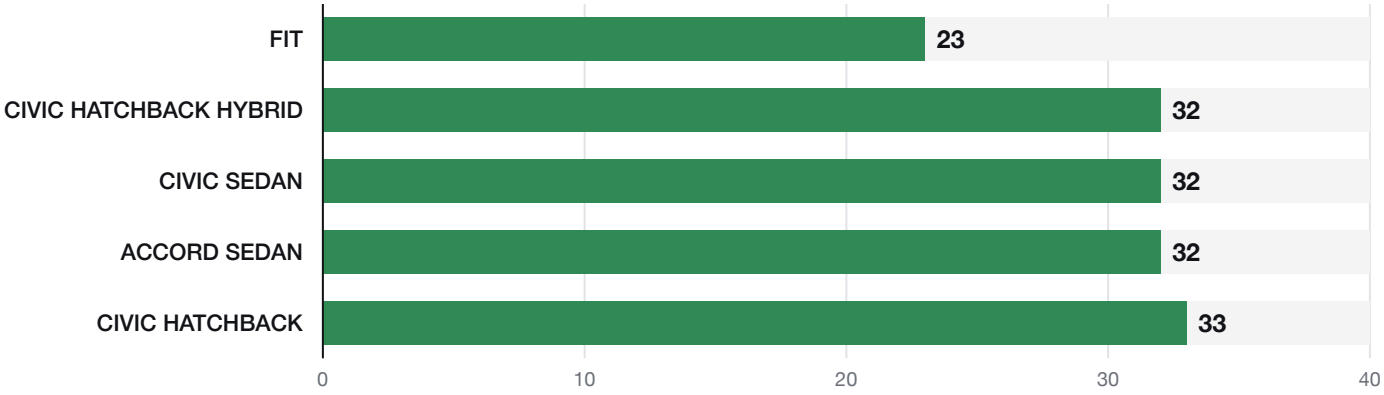
Honda

All metrics move in line with the market.

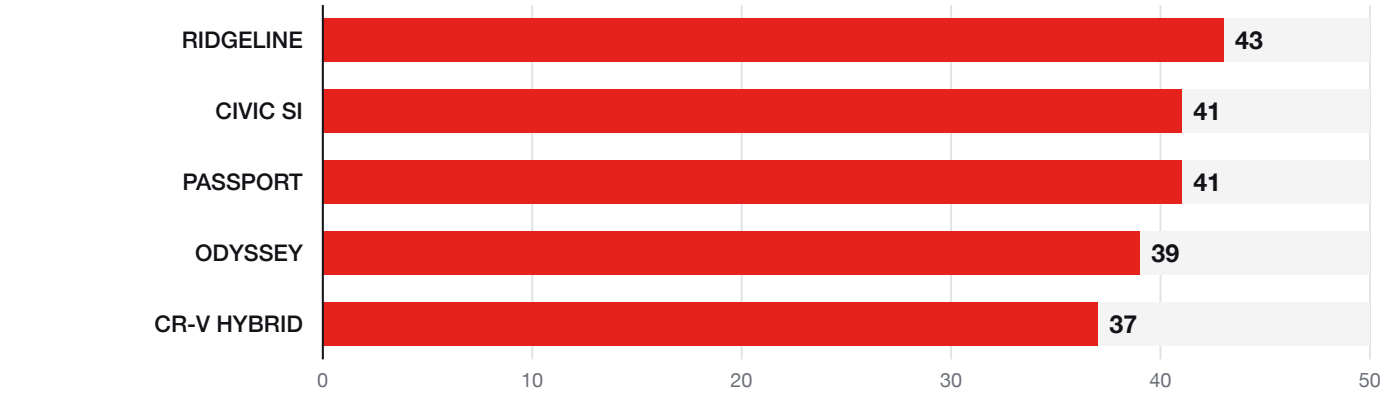
USED

NC QOQ **Sales Volume** Change	+2 Days QOQ +1 Days YOY **35 Day Supply**	+3% QOQ +1% YOY **41% Aged Inventory** Over 30 Days Ending 09/30/26	+5% QOQ +1% YOY **42% Aged Sales** Over 30 Days as of 09/30/26	+7% QOQ –3% YOY **40% Carryover** Over 30 Days as of 07/01/26
+1% QOQ +3% YOY **$26,381 Price** Avg Last Listed	–1% QOQ **-4% Markdown** Price Reduction	+7% QOQ **51% Sold** With Markdown	+1% QOQ +5% YOY **44% of Listings** Not Viewed	–5% QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



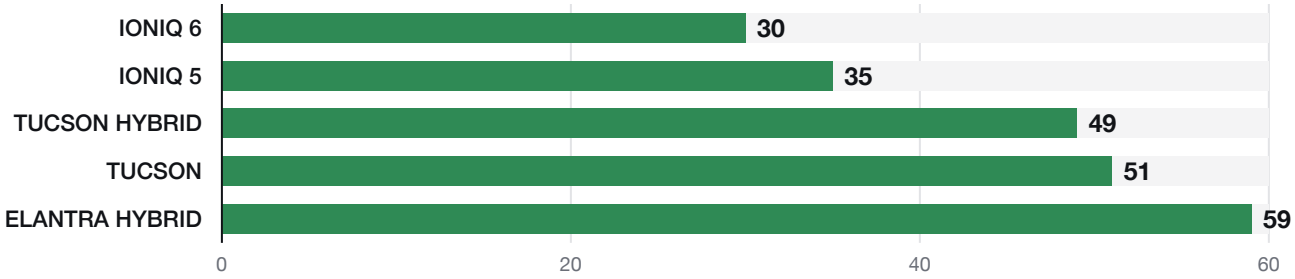
Hyundai

- 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.

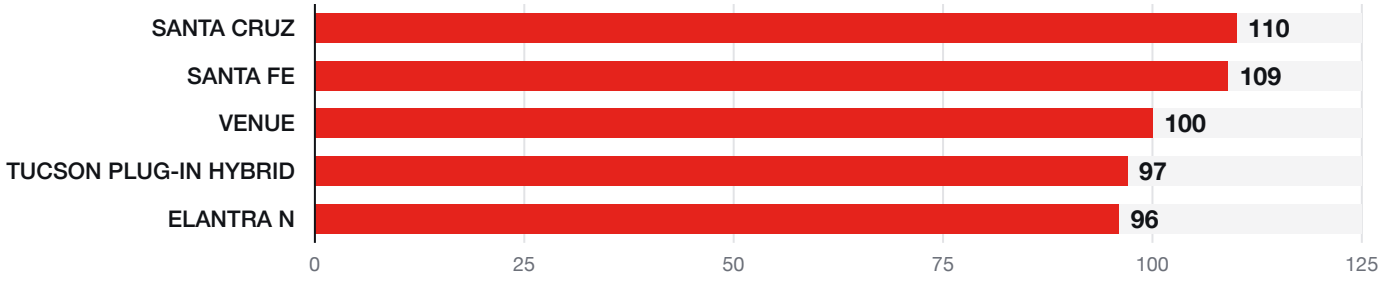
NEW

+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



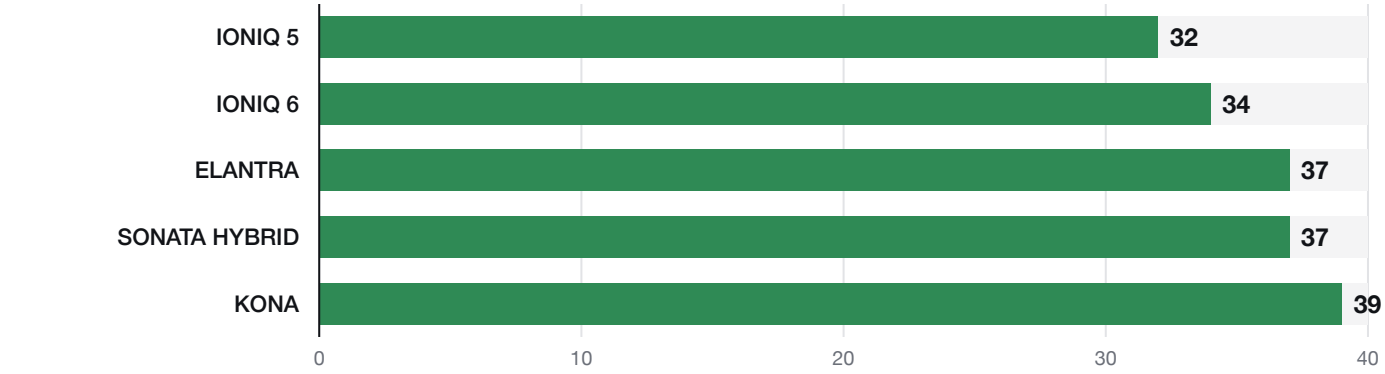
Hyundai

- 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%.

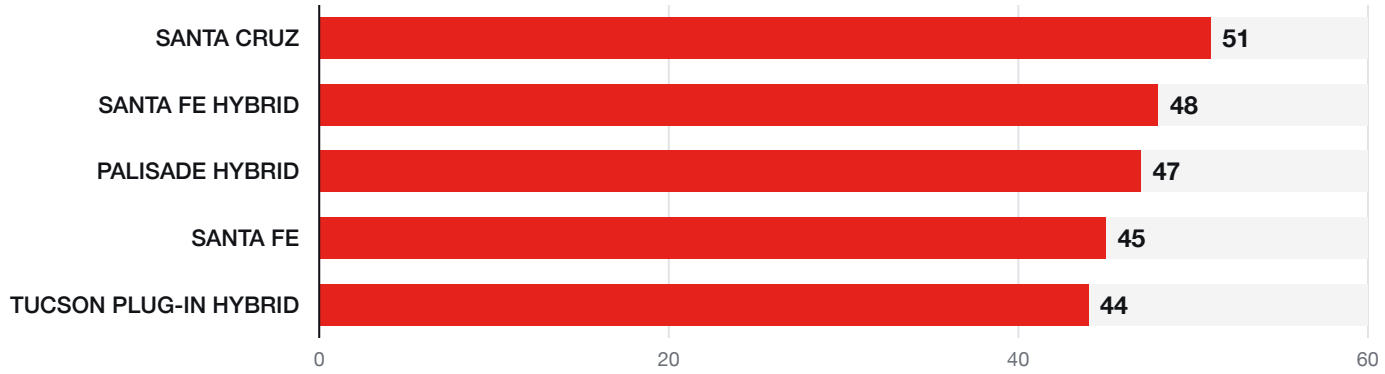
USED

+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



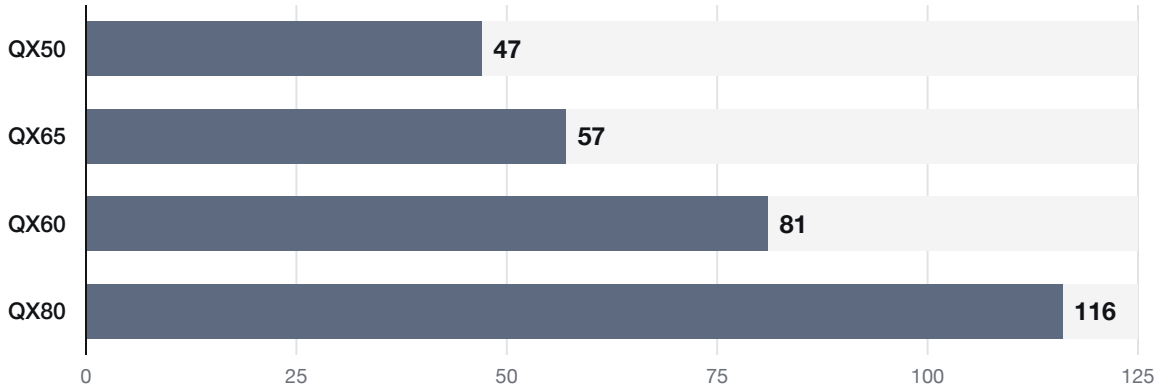
Infiniti

- In its second quarter on sale, the QX65 climbed to 26% of Infiniti's Q3 sales to become the brand's second highest-volume model, powering a 30% QoQ sales increase, the largest of any brand.
- Carryover fell 32 points YoY to 47%, the steepest annual decline of any brand.

NEW

+30% QOQ **Sales Volume** Change	+9 Days QOQ +9 Days YOY **83 Day Supply**	+6% QOQ +15% YOY **53% Aged Inventory** Over 45 Days Ending 09/30/26	+8% QOQ −16% YOY **52% Aged Sales** Over 45 Days as of 09/30/26	+8% QOQ −32% YOY **47% Carryover** Over 45 Days as of 07/01/26
−1% QOQ +2% YOY **$62,660 Price** Avg Last Listed	NC QOQ **-4% Markdown** Price Reduction	+10% QOQ **38% Sold** With Markdown	+3% QOQ +3% YOY **44% of Listings** Not Viewed	−9% QOQ **Demand** Change

Day Supply



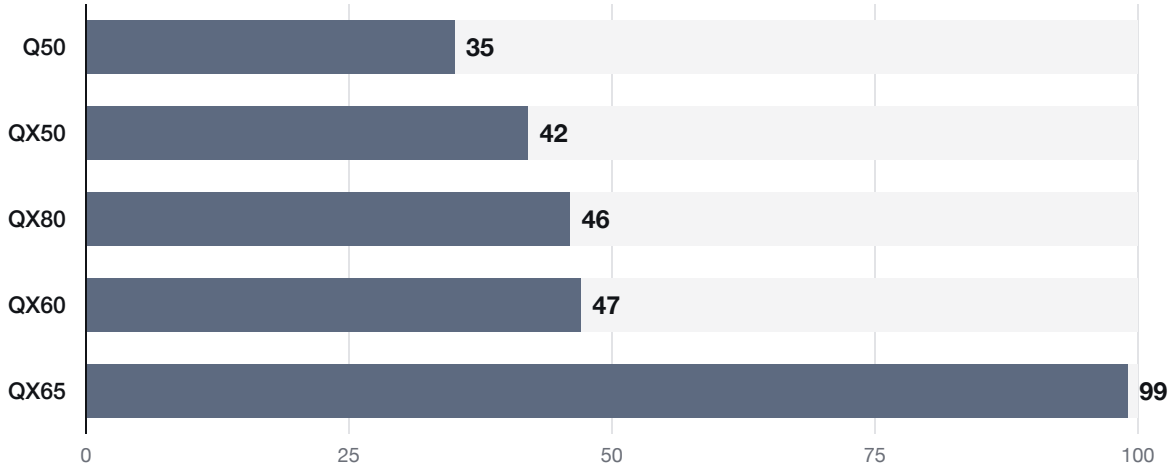
Infiniti

All metrics move in line with the market

USED

+5% QOQ **Sales Volume** Change	+1 Days QOQ +3 Days YOY **44 Day Supply**	+3% QOQ +2% YOY **52% Aged Inventory** Over 30 Days Ending 09/30/26	+3% QOQ NC YOY **47% Aged Sales** Over 30 Days as of 09/30/26	+6% QOQ –3% YOY **50% Carryover** Over 30 Days as of 07/01/26
–1% QOQ +8% YOY **$31,888 Price** Avg Last Listed	–1% QOQ **-5% Markdown** Price Reduction	+5% QOQ **51% Sold** With Markdown	+1% QOQ +2% YOY **36% of Listings** Not Viewed	NC QOQ **Demand** Change

Day Supply



Lotlinx

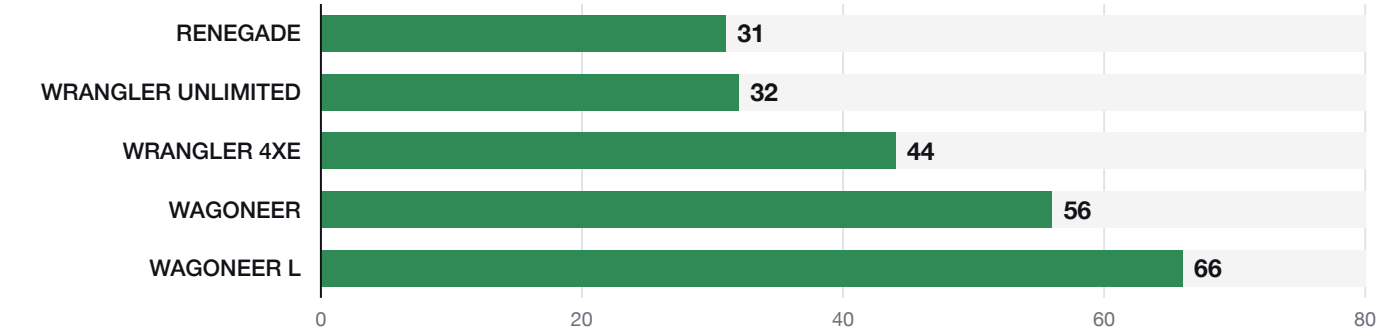
Jeep

- The hybrid Cherokee continues to perform well, making up 10% of Jeep's Q3 sales.
- Jeep hybrids carried the highest day supply of any brand's hybrids at 125 days.
- Jeep posted the largest QoQ increase in day supply of any brand, up 25 days to 133.

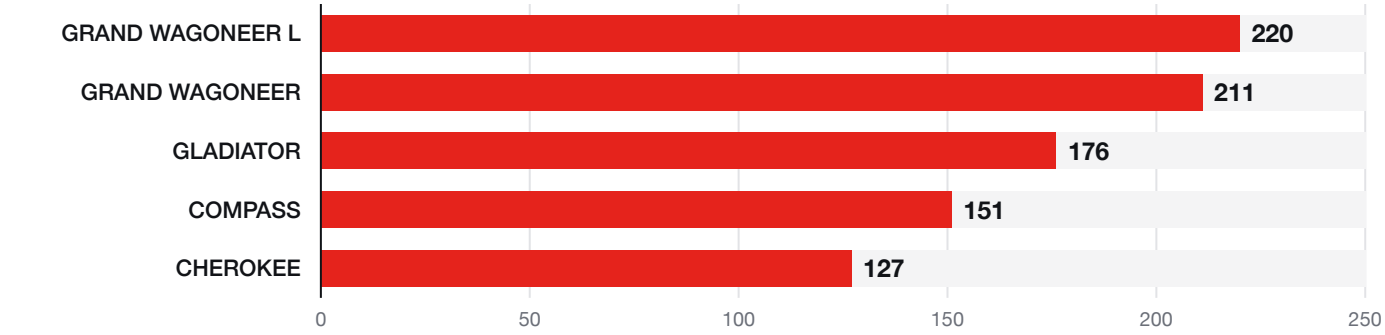
NEW

–4% QOQ **Sales Volume** Change	**+25 Days** QOQ **+63 Days** YOY **133 Day Supply**	**+5%** QOQ **+14%** YOY **67% Aged Inventory** Over 45 Days Ending 09/30/26	**+4%** QOQ **+13%** YOY **65% Aged Sales** Over 45 Days as of 09/30/26	**NC** QOQ **+9%** YOY **63% Carryover** Over 45 Days as of 07/01/26
–1% QOQ **–1%** YOY **$46,756 Price** Avg Last Listed	**NC** QOQ **-6% Markdown** Price Reduction	**+1%** QOQ **52% Sold** With Markdown	**+2%** QOQ **+10%** YOY **55% of Listings** Not Viewed	**–18%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



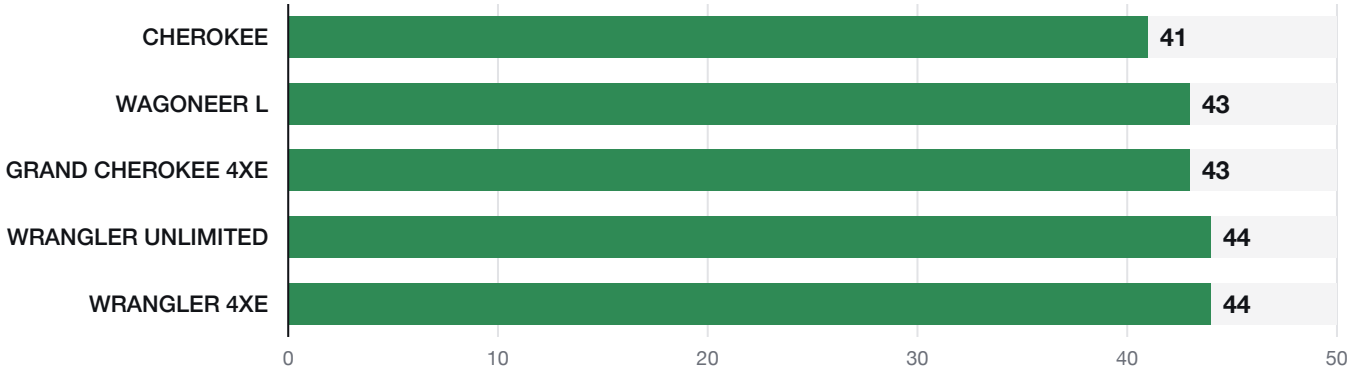
Jeep

Jeep had the largest YoY drop in last list price of used sold units, down 3% to $26,233, as hybrids fell by 9%.

USED

+8% QOQ **Sales Volume** Change	**+2 Days** QOQ **+3 Days** YOY **48 Day Supply**	**+4%** QOQ **+3%** YOY **54% Aged Inventory** Over 30 Days Ending 09/30/26	**+4%** QOQ **+1%** YOY **52% Aged Sales** Over 30 Days as of 09/30/26	**+7%** QOQ **–1%** YOY **51% Carryover** Over 30 Days as of 07/01/26
–3% QOQ **–3%** YOY **$26,233 Price** Avg Last Listed	**–1%** QOQ **-6% Markdown** Price Reduction	**+6%** QOQ **39% Sold** With Markdown	**NC** QOQ **+5%** YOY **45% of Listings** Not Viewed	**–3%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



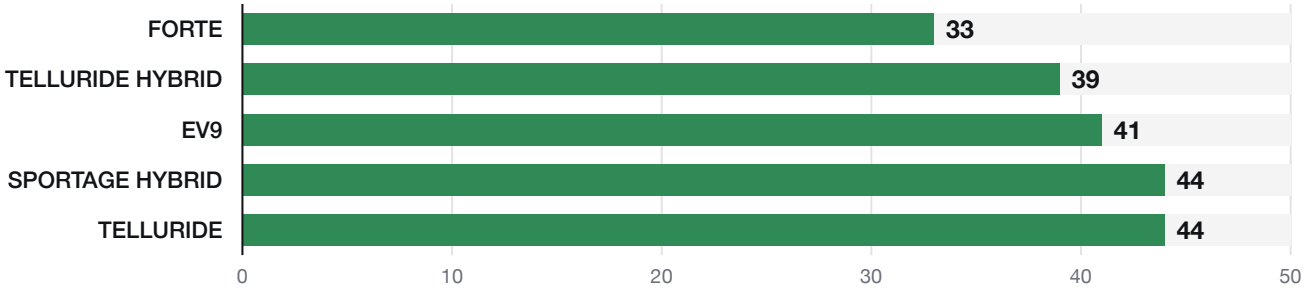
Kia

- The redesigned 2027 Seltos jumped from eighth to second in Kia's lineup at 12% of Q3 sales, with sold units up 53% QoQ, even as its last list price of sold units rose 8% to $30,250.
- Hybrids made up 26% of Kia's Q3 sales, up 3 points QoQ, 6 points YoY, while ICEs fell by 4 points QoQ to 70%.
- Hybrid day supply fell 25 days YoY to 48, the steepest hybrid decline of any brand.

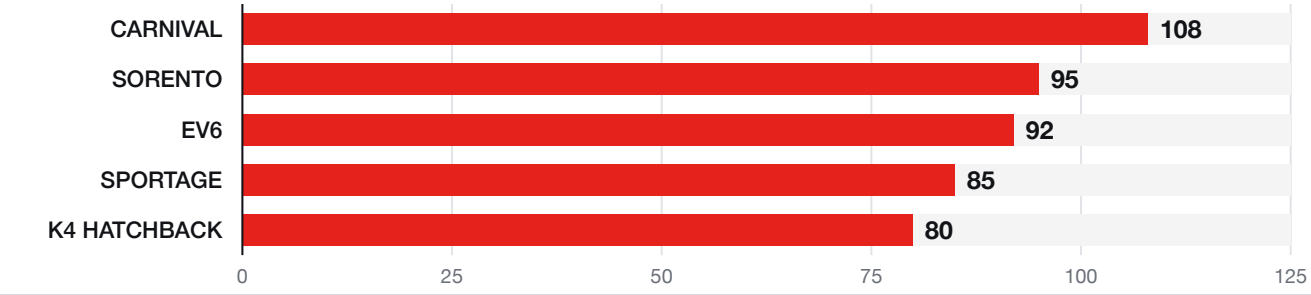
NEW

+7% QOQ **Sales Volume** Change	**–1 Days** QOQ **–3 Days** YOY **62 Day Supply**	**–1%** QOQ **–3%** YOY **48% Aged Inventory** Over 45 Days Ending 09/30/26	**–2%** QOQ **–4%** YOY **44% Aged Sales** Over 45 Days as of 09/30/26	**–5%** QOQ **+3%** YOY **49% Carryover** Over 45 Days as of 07/01/26
–2% QOQ **+2%** YOY **$35,045 Price** Avg Last Listed	**NC** QOQ **-3% Markdown** Price Reduction	**+1%** QOQ **32% Sold** With Markdown	**–1%** QOQ **+5%** YOY **53% of Listings** Not Viewed	**+2%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



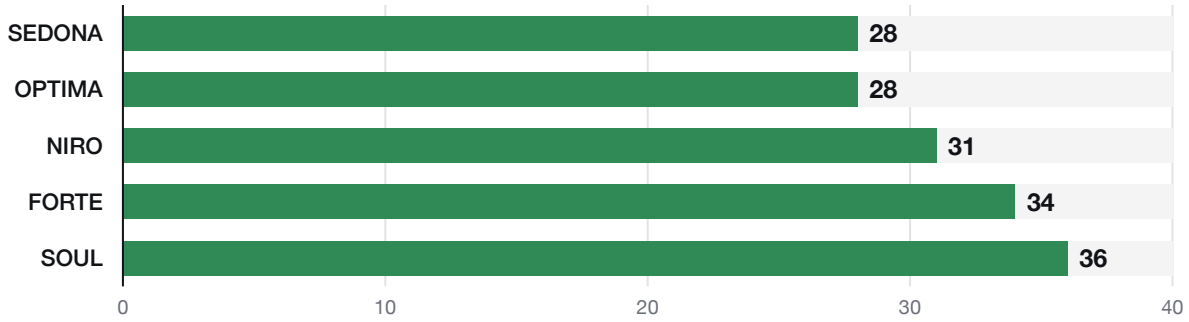
Kia

- Kia saw the largest YoY increase in last list price of used sold units, up 10% to $22,998, and the largest QoQ increase in list price of ending inventory, up 5% to $24,499.
- The share of used units sold with a markdown rose 9 points to 50%, also the largest increase of any brand.

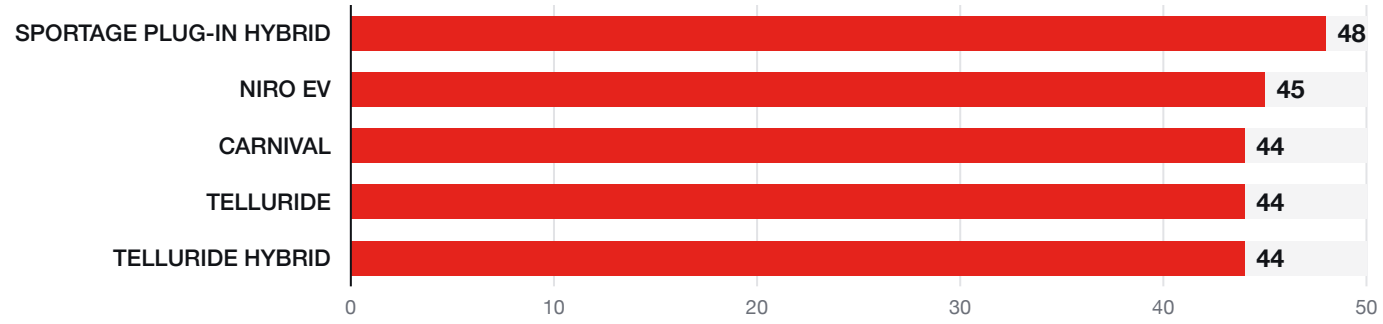
USED

+4% QOQ **Sales Volume** Change	**+2 Days** QOQ **+1 Days** YOY **39 Day Supply**	**+5%** QOQ **+1%** YOY **47% Aged Inventory** Over 30 Days Ending 09/30/26	**+5%** QOQ **+1%** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**+9%** QOQ **–3%** YOY **44% Carryover** Over 30 Days as of 07/01/26
+2% QOQ **+10%** YOY **$22,998 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+9%** QOQ **50% Sold** With Markdown	**+1%** QOQ **+3%** YOY **43% of Listings** Not Viewed	**–4%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



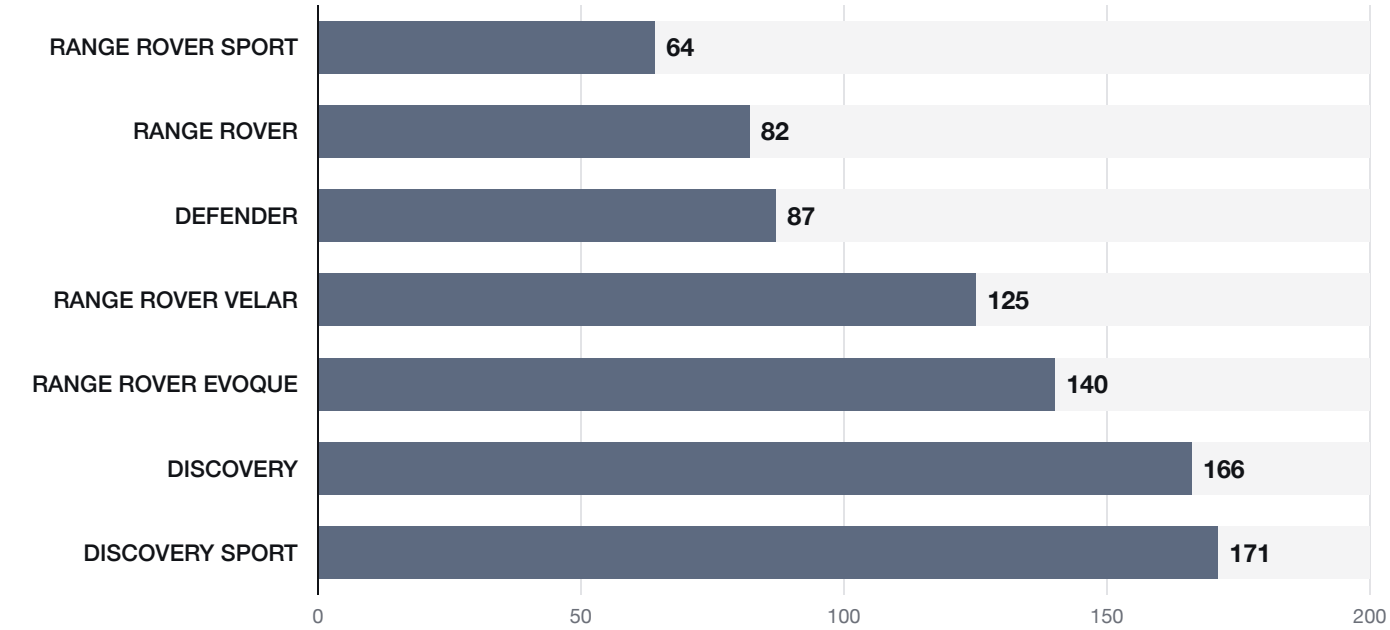
Land Rover

- Land Rover saw the largest QoQ increase in aged inventory of any brand, up 17 points to 59%, as day supply rose 21 days to 88.
- The Defender overtook the Range Rover Sport as Land Rover's top seller at 31% of Q3 sales.

NEW

+6% QOQ **Sales Volume** Change	**+21 Days** QOQ **+8 Days** YOY **88 Day Supply**	**+17%** QOQ **–15%** YOY **59% Aged Inventory** Over 45 Days Ending 09/30/26	**+10%** QOQ **–6%** YOY **53% Aged Sales** Over 45 Days as of 09/30/26	**NC** QOQ **–15%** YOY **45% Carryover** Over 45 Days as of 07/01/26
–2% QOQ **+2%** YOY **$97,115 Price** Avg Last Listed	**+1%** QOQ **-1% Markdown** Price Reduction	**+4%** QOQ **12% Sold** With Markdown	**+6%** QOQ **–2%** YOY **43% of Listings** Not Viewed	**–22%** QOQ **Demand** Change

Day Supply



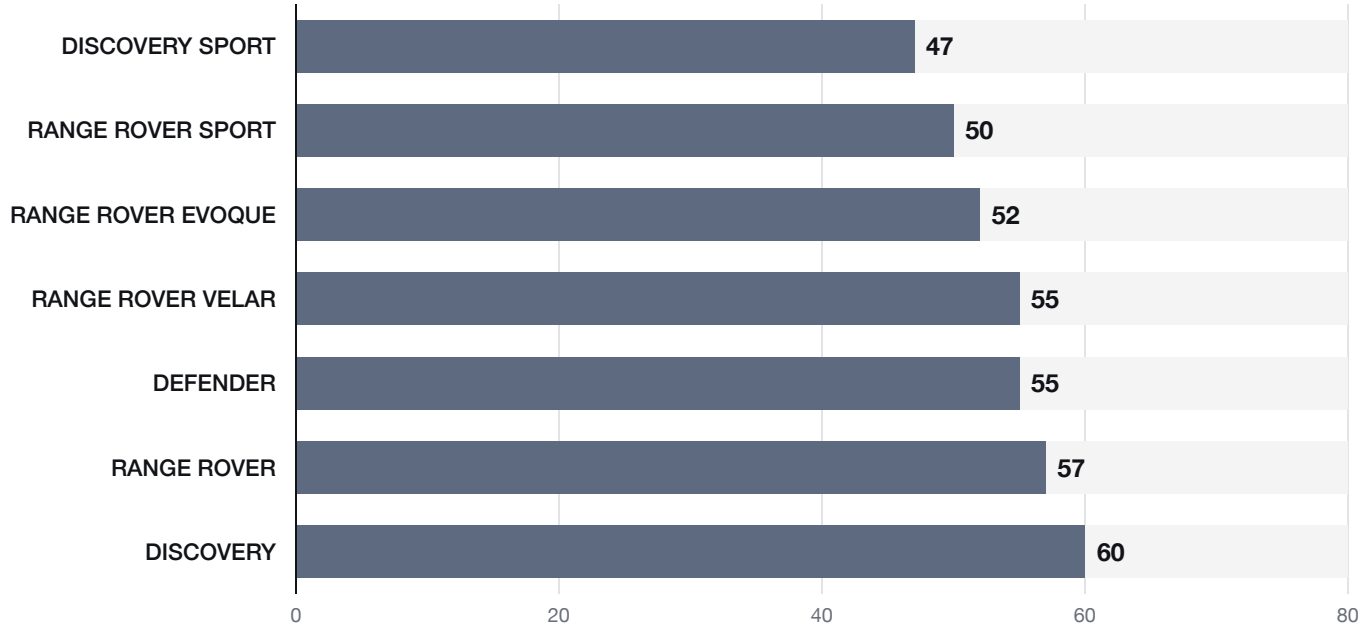
Land Rover

Land Rover carried the most aged used inventory of any brand at 59%, and for a second straight quarter posted the largest annual increase, up 5 points YoY, tied with two other brands.

USED

+3% QOQ **Sales Volume** Change	**+4 Days** QOQ **+9 Days** YOY **54 Day Supply**	**+5%** QOQ **+5%** YOY **59% Aged Inventory** Over 30 Days Ending 09/30/26	**+4%** QOQ **+2%** YOY **52% Aged Sales** Over 30 Days as of 09/30/26	**+7%** QOQ **+3%** YOY **55% Carryover** Over 30 Days as of 07/01/26
+2% QOQ **+2%** YOY **$45,509 Price** Avg Last Listed	**–1%** QOQ **-6% Markdown** Price Reduction	**+6%** QOQ **49% Sold** With Markdown	**+1%** QOQ **–2%** YOY **40% of Listings** Not Viewed	**–6%** QOQ **Demand** Change

Day Supply



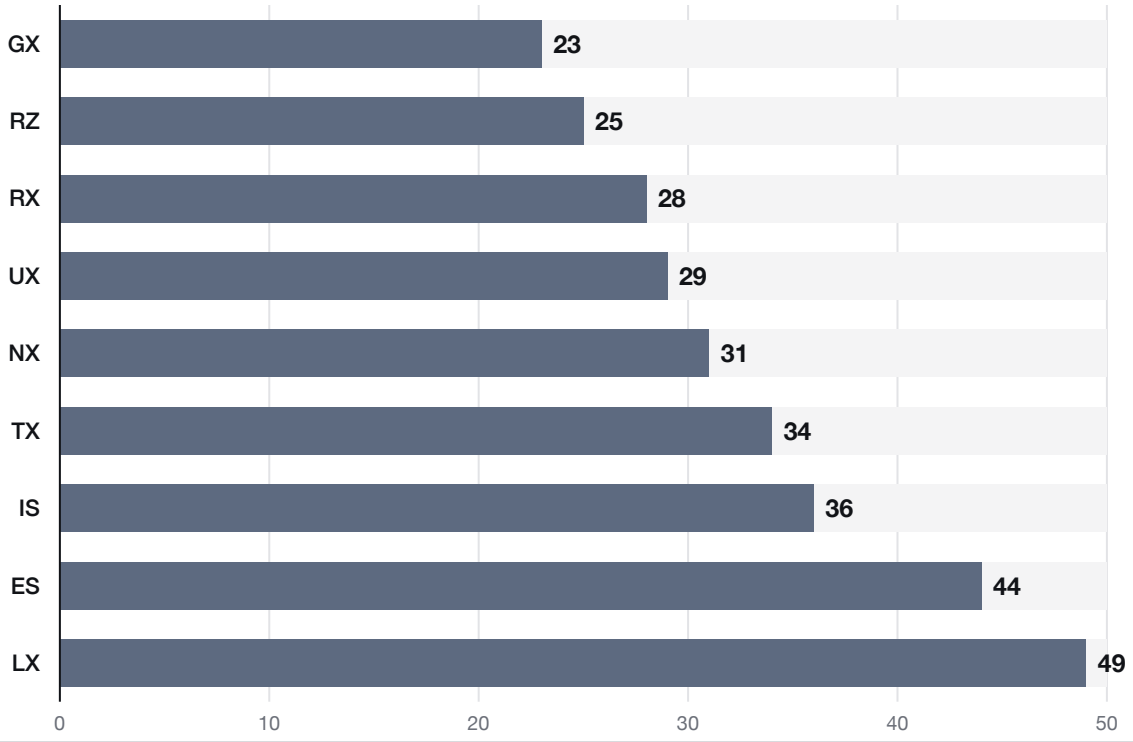
Lexus

- The redesigned ES rebounded from last quarter's inventory constraints, with sales more than quadrupling QoQ to 6% of Lexus Q3 sales as the eighth-generation hybrid and electric ES reached dealers.
- Lexus carried the lowest carryover of any brand at 16%.

NEW

NC QOQ **Sales Volume** Change	+4 Days QOQ +4 Days YOY **32 Day Supply**	+3% QOQ +4% YOY **18% Aged Inventory** Over 45 Days Ending 09/30/26	+4% QOQ +2% YOY **18% Aged Sales** Over 45 Days as of 09/30/26	NC QOQ NC YOY **16% Carryover** Over 45 Days as of 07/01/26
NC QOQ +6% YOY **$62,169 Price** Avg Last Listed	NC QOQ **-2% Markdown** Price Reduction	+2% QOQ **14% Sold** With Markdown	–3% QOQ –8% YOY **43% of Listings** Not Viewed	–12% QOQ **Demand** Change

Day Supply



Lotlinx

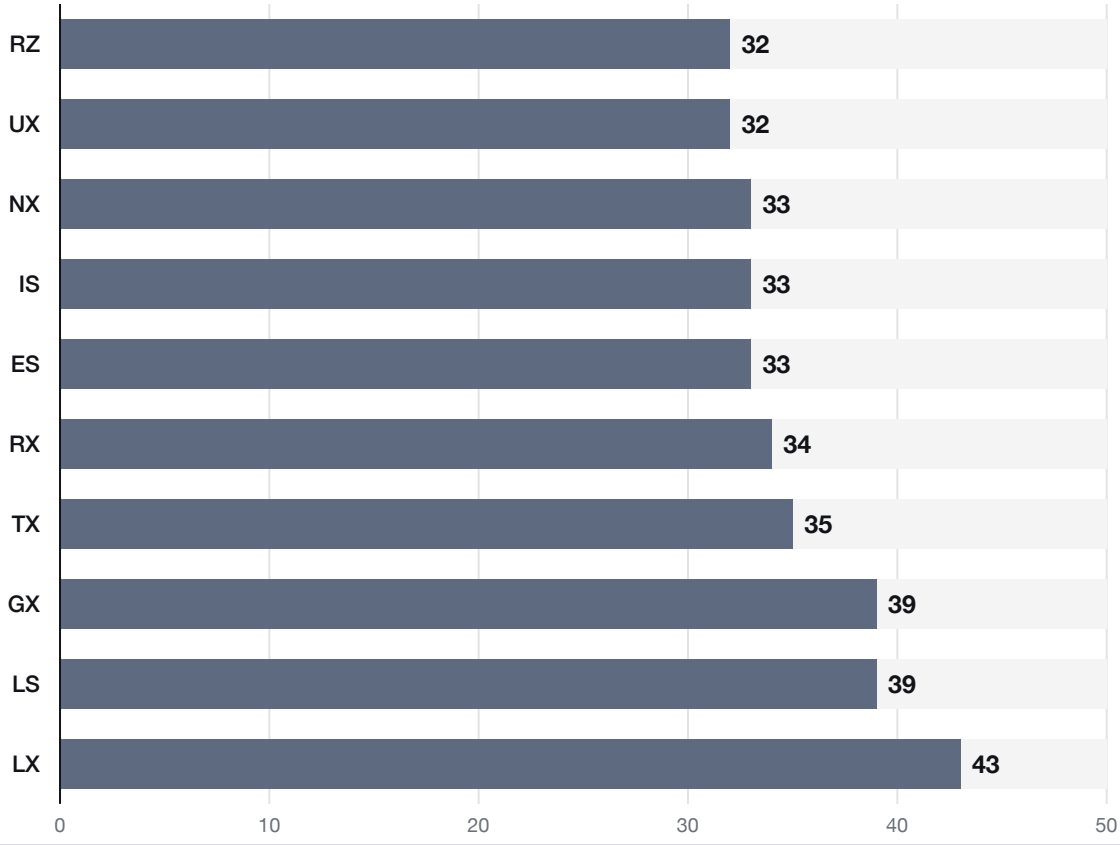
Lexus

- Lexus had the lowest day supply of any brand at 34 days, along with the lowest aged inventory at 41% and carryover at 37% in the market.

USED

+7% QOQ **Sales Volume** Change	**+3 Days** QOQ **+1 Days** YOY **34 Day Supply**	**+6%** QOQ **NC** YOY **41% Aged Inventory** Over 30 Days Ending 09/30/26	**+4%** QOQ **–2%** YOY **38% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–3%** YOY **37% Carryover** Over 30 Days as of 07/01/26
+2% QOQ **+5%** YOY **$42,998 Price** Avg Last Listed	**–1%** QOQ **-4% Markdown** Price Reduction	**+8%** QOQ **52% Sold** With Markdown	**+1%** QOQ **NC** YOY **34% of Listings** Not Viewed	**–7%** QOQ **Demand** Change

Day Supply



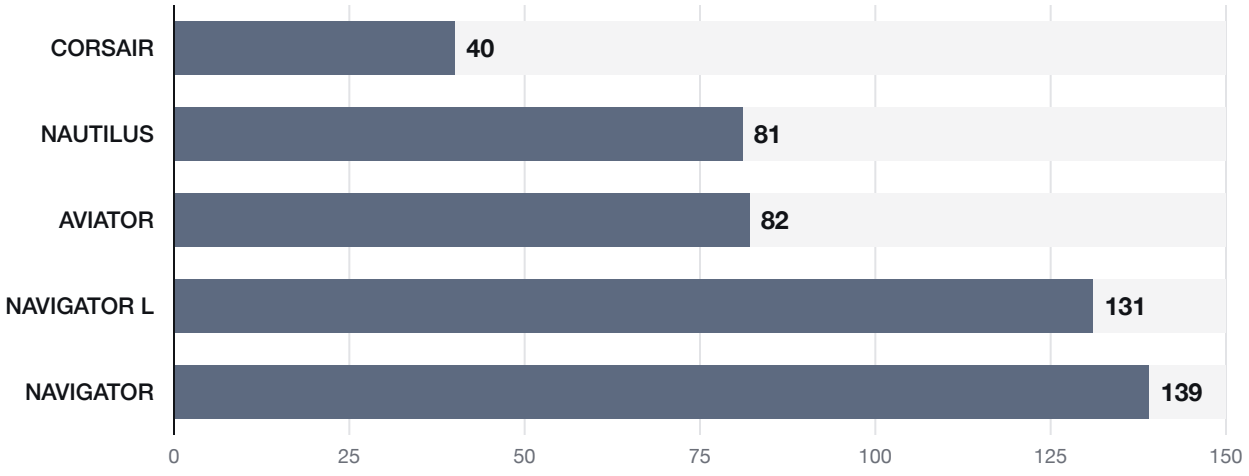
Lincoln

- Lincoln's new sales fell 19% QoQ, the steepest decline of any brand, as the discontinued Corsair sold through most of the remaining inventory.
- While Nautilus sales fell by 1% QoQ, it grew to 46% of Lincoln's Q3 sales, up 8 points QoQ.

NEW

–19% QOQ **Sales Volume** Change	**+17 Days** QOQ **+7 Days** YOY **92 Day Supply**	**NC** QOQ **+2%** YOY **58% Aged Inventory** Over 45 Days Ending 09/30/26	**–6%** QOQ **+1%** YOY **60% Aged Sales** Over 45 Days as of 09/30/26	**–10%** QOQ **NC** YOY **60% Carryover** Over 45 Days as of 07/01/26
+4% QOQ **+7%** YOY **$67,490 Price** Avg Last Listed	**+1%** QOQ **-5% Markdown** Price Reduction	**–12%** QOQ **35% Sold** With Markdown	**+1%** QOQ **+1%** YOY **42% of Listings** Not Viewed	**–17%** QOQ **Demand** Change

Day Supply



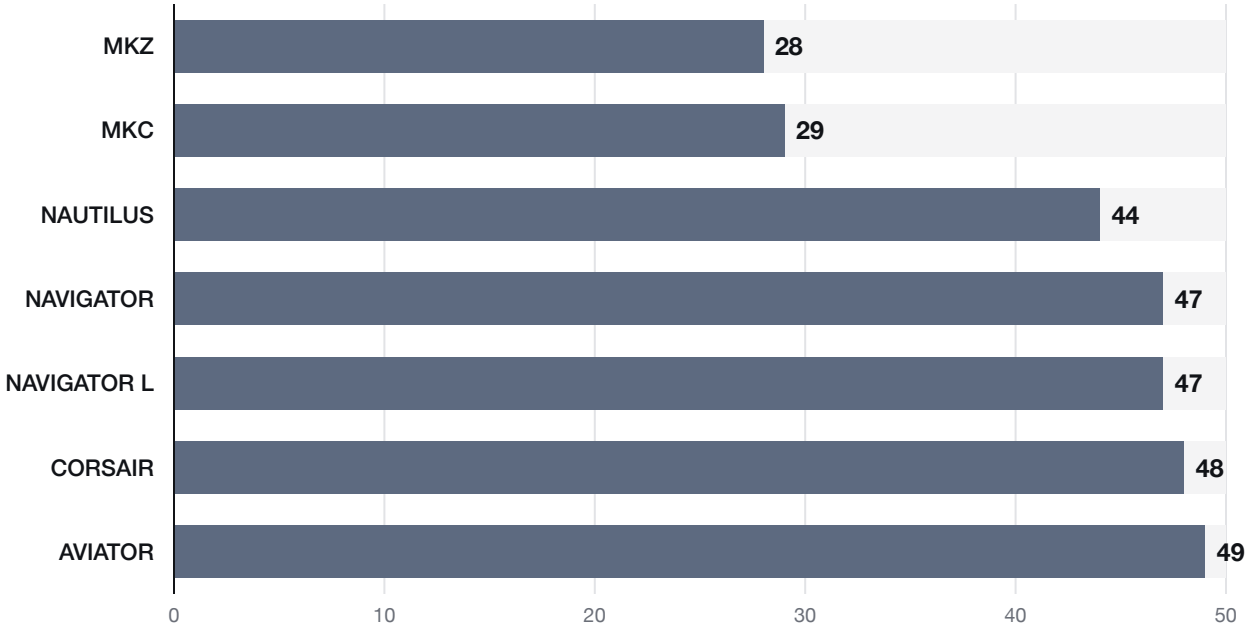
Lincoln

All metrics move in line with the market.

USED

+4% QOQ **Sales Volume** Change	**NC** Days QOQ **+2** Days YOY **44 Day Supply**	**+2%** QOQ **+2%** YOY **52% Aged Inventory** Over 30 Days Ending 09/30/26	**+3%** QOQ **+1%** YOY **48% Aged Sales** Over 30 Days as of 09/30/26	**+3%** QOQ **NC** YOY **52% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+2%** YOY **$33,500 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+4%** QOQ **49% Sold** With Markdown	**NC** QOQ **+5%** YOY **44% of Listings** Not Viewed	**NC** QOQ **Demand** Change

Day Supply



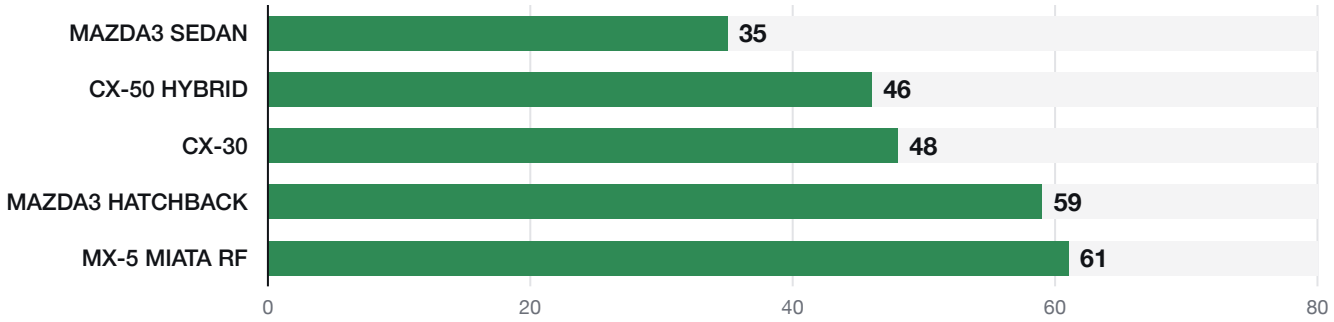
Mazda

- Mazda saw the largest QoQ improvement in aged inventory of any brand, down 16 points to 40%, as new inventory grew 50%, the second-largest build in the market, led by the CX-5, up 65%, and the CX-50, up 84%.
- Sales growth for ICEs were higher than hybrid models for the first time this year.

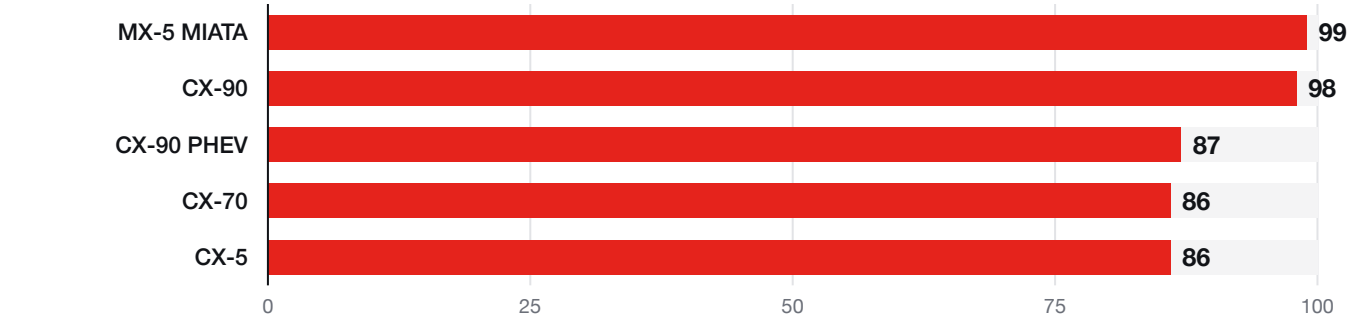
NEW

+6% QOQ **Sales Volume** Change	**+5 Days** QOQ **+10 Days** YOY **68 Day Supply**	**–16%** QOQ **–12%** YOY **40% Aged Inventory** Over 45 Days Ending 09/30/26	**–2%** QOQ **–6%** YOY **41% Aged Sales** Over 45 Days as of 09/30/26	**+14%** QOQ **–2%** YOY **57% Carryover** Over 45 Days as of 07/01/26
NC QOQ **+3%** YOY **$36,365 Price** Avg Last Listed	**NC** QOQ **-3% Markdown** Price Reduction	**–4%** QOQ **22% Sold** With Markdown	**+1%** QOQ **+3%** YOY **52% of Listings** Not Viewed	**–6%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



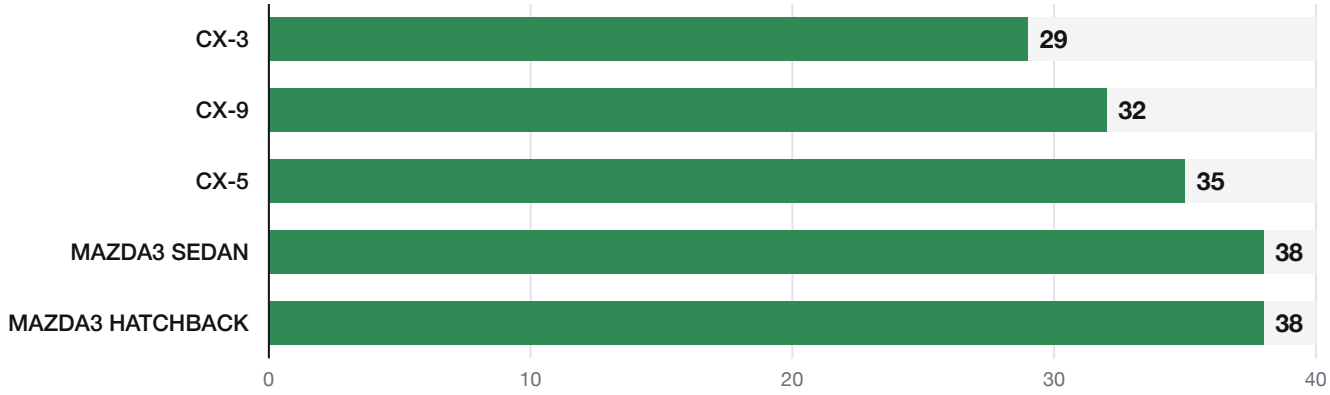
Mazda

Mazda tied for the weakest used sales in the market, down 2% QoQ, as CX-5 sales fell 8%.

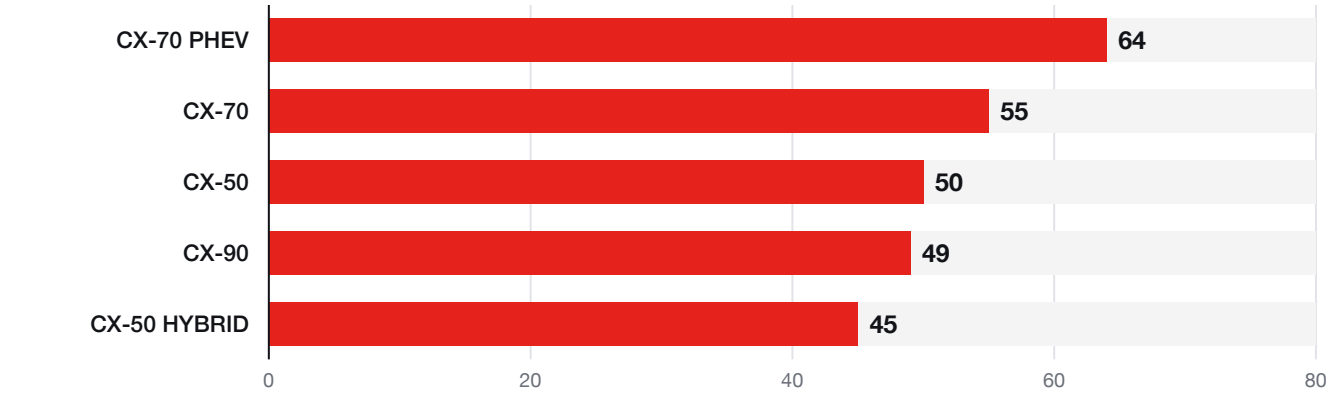
USED

–2% QOQ **Sales Volume** Change	**+2 Days** QOQ **–4 Days** YOY **39 Day Supply**	**NC** QOQ **–4%** YOY **44% Aged Inventory** Over 30 Days Ending 09/30/26	**+2%** QOQ **–1%** YOY **44% Aged Sales** Over 30 Days as of 09/30/26	**+1%** QOQ **–5%** YOY **46% Carryover** Over 30 Days as of 07/01/26
+2% QOQ **+2%** YOY **$25,543 Price** Avg Last Listed	**–1%** QOQ **-4% Markdown** Price Reduction	**+6%** QOQ **51% Sold** With Markdown	**+1%** QOQ **+3%** YOY **44% of Listings** Not Viewed	**–4%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



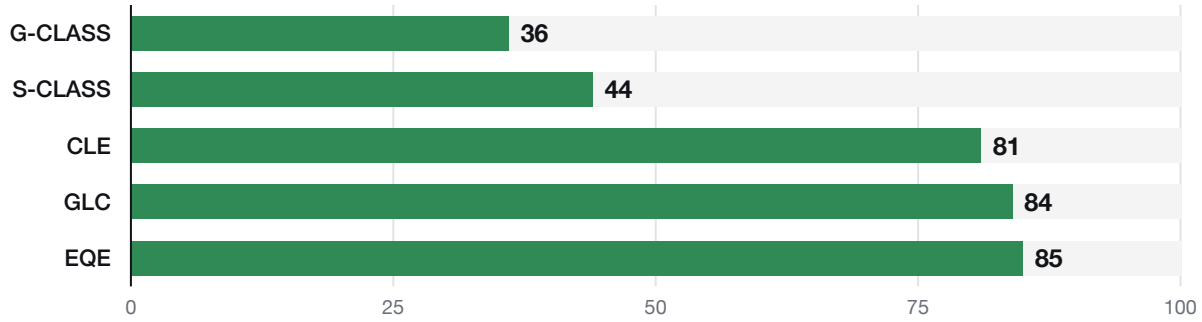
Mercedes-Benz

- Mercedes-Benz EV inventory jumped 162% QoQ, the largest increase of any brand. List price of EV ending inventory fell 14% QoQ to $70,855, the largest drop of any brand as the last list price of sold EVs fell 9% to $67,565.
- The GLE overtook the GLC as Mercedes-Benz's top seller at 27% of Q3 sales.

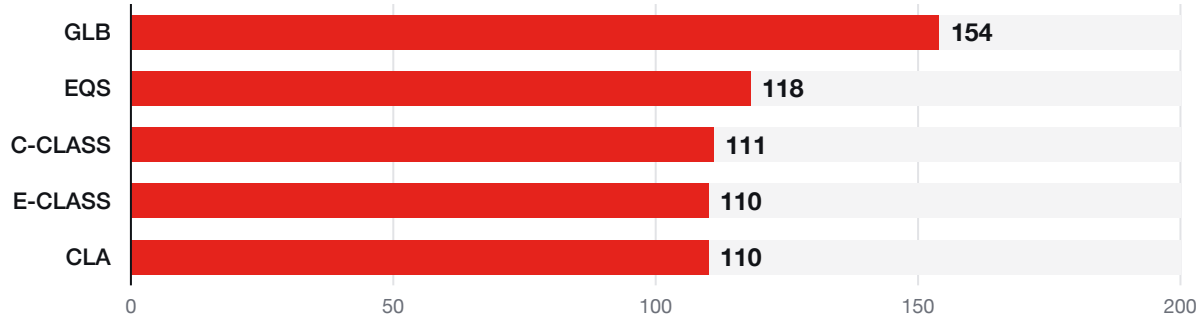
NEW

+1% QOQ **Sales Volume** Change	**+5 Days** QOQ **+27 Days** YOY **92 Day Supply**	**–2%** QOQ **+10%** YOY **56% Aged Inventory** Over 45 Days Ending 09/30/26	**+6%** QOQ **+6%** YOY **57% Aged Sales** Over 45 Days as of 09/30/26	**+5%** QOQ **–3%** YOY **59% Carryover** Over 45 Days as of 07/01/26
–3% QOQ **–2%** YOY **$69,130 Price** Avg Last Listed	**+3%** QOQ **-2% Markdown** Price Reduction	**+5%** QOQ **16% Sold** With Markdown	**+1%** QOQ **+6%** YOY **55% of Listings** Not Viewed	**–4%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Mercedes-Benz

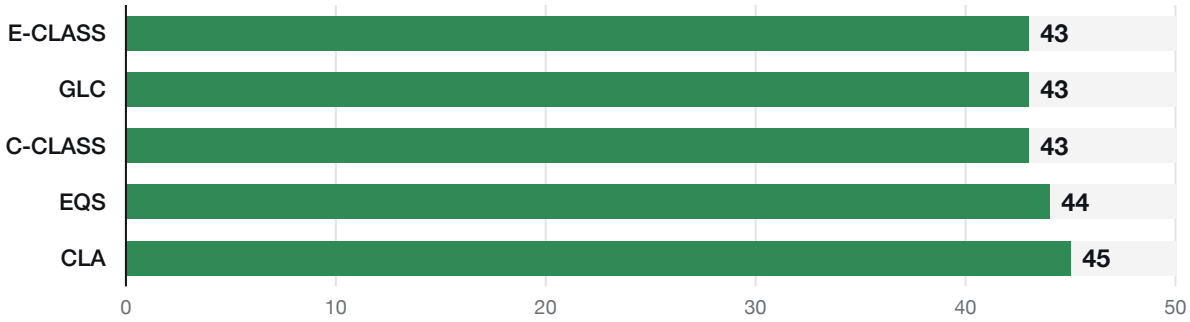
Q3 2026

- Hybrids rose to 51% of Mercedes-Benz used sales, up 8 points YoY, with used hybrid sales up 17% QoQ, tied for the fastest growth of any brand.
- The GLC saw one of the largest QoQ increases in last list price of sold units of any used model, up 11% to $39,899.

USED

+3% QOQ **Sales Volume** Change	**+2 Days** QOQ **+4 Days** YOY **47 Day Supply**	**+3%** QOQ **+3%** YOY **54% Aged Inventory** Over 30 Days Ending 09/30/26	**+2%** QOQ **+2%** YOY **48% Aged Sales** Over 30 Days as of 09/30/26	**+3%** QOQ **NC** YOY **52% Carryover** Over 30 Days as of 07/01/26
+2% QOQ **+4%** YOY **$40,713 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+4%** QOQ **47% Sold** With Markdown	**+4%** QOQ **+7%** YOY **42% of Listings** Not Viewed	**–3%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

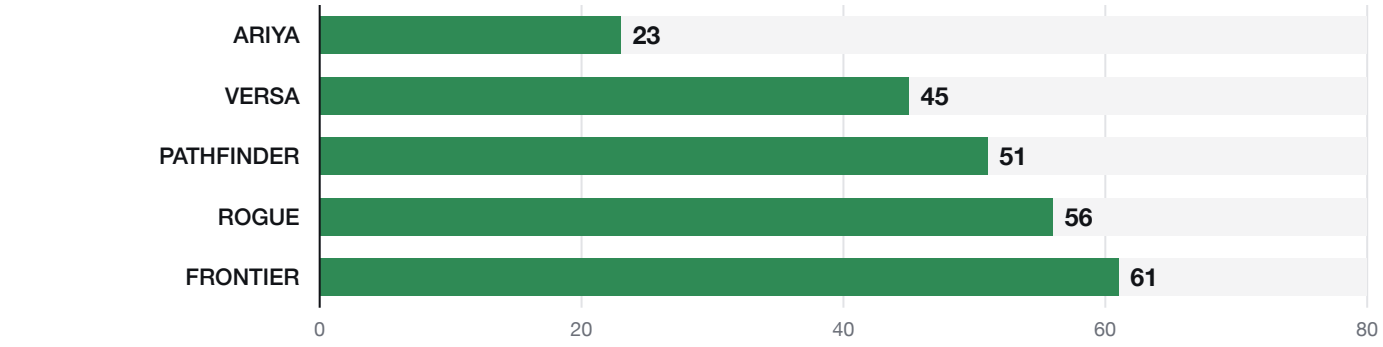
Nissan

- Nissan carried the lowest last list price of sold units of any brand at $33,270.
- The Kicks climbed to third in Nissan's lineup at 14% of Q3 sales, with sales volume up 15% QoQ to over-take the Pathfinder.

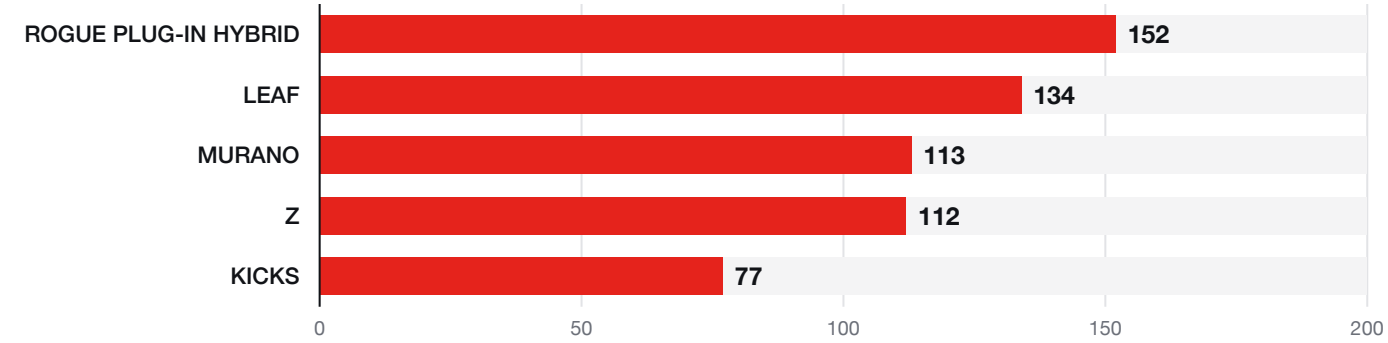
NEW

+2% QOQ **Sales Volume** Change	**–7 Days** QOQ **–11 Days** YOY **66 Day Supply**	**–12%** QOQ **–3%** YOY **41% Aged Inventory** Over 45 Days Ending 09/30/26	**NC** QOQ **–4%** YOY **54% Aged Sales** Over 45 Days as of 09/30/26	**–4%** QOQ **+3%** YOY **54% Carryover** Over 45 Days as of 07/01/26
+3% QOQ **+1%** YOY **$33,270 Price** Avg Last Listed	**+1%** QOQ **-4% Markdown** Price Reduction	**–4%** QOQ **36% Sold** With Markdown	**–3%** QOQ **+7%** YOY **60% of Listings** Not Viewed	**+11%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

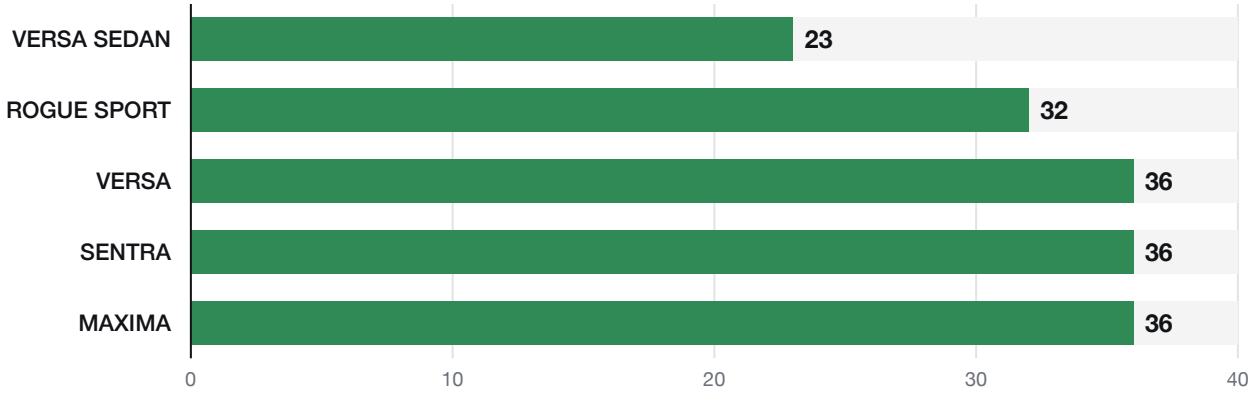
Nissan

Nissan again had the lowest last list price of used sold units of any brand at $20,658.

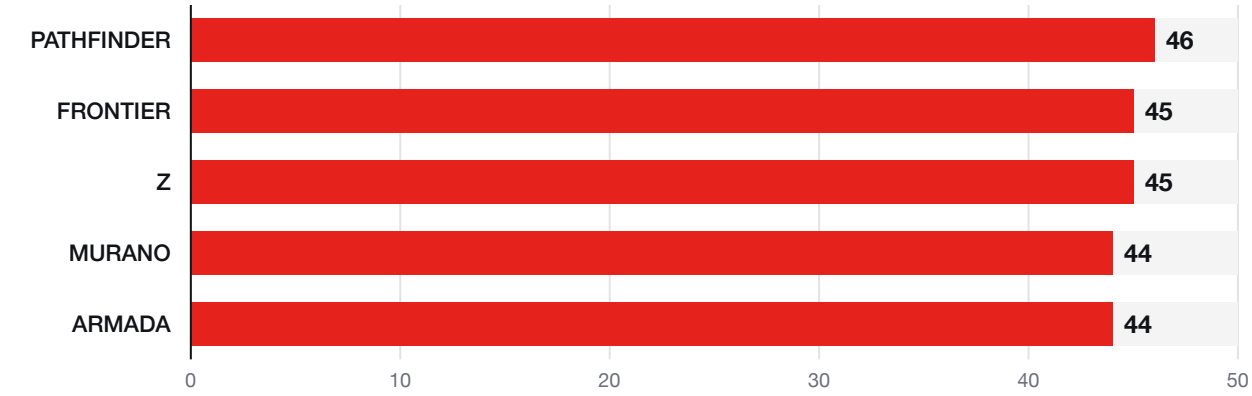
USED

+8% QOQ **Sales Volume** Change	+1 Days QOQ NC Days YOY **40 Day Supply**	+4% QOQ NC YOY **48% Aged Inventory** Over 30 Days Ending 09/30/26	+3% QOQ –1% YOY **44% Aged Sales** Over 30 Days as of 09/30/26	+4% QOQ –4% YOY **45% Carryover** Over 30 Days as of 07/01/26
+1% QOQ +3% YOY **$20,658 Price** Avg Last Listed	–1% QOQ **-6% Markdown** Price Reduction	+6% QOQ **48% Sold** With Markdown	NC QOQ +7% YOY **51% of Listings** Not Viewed	–2% QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

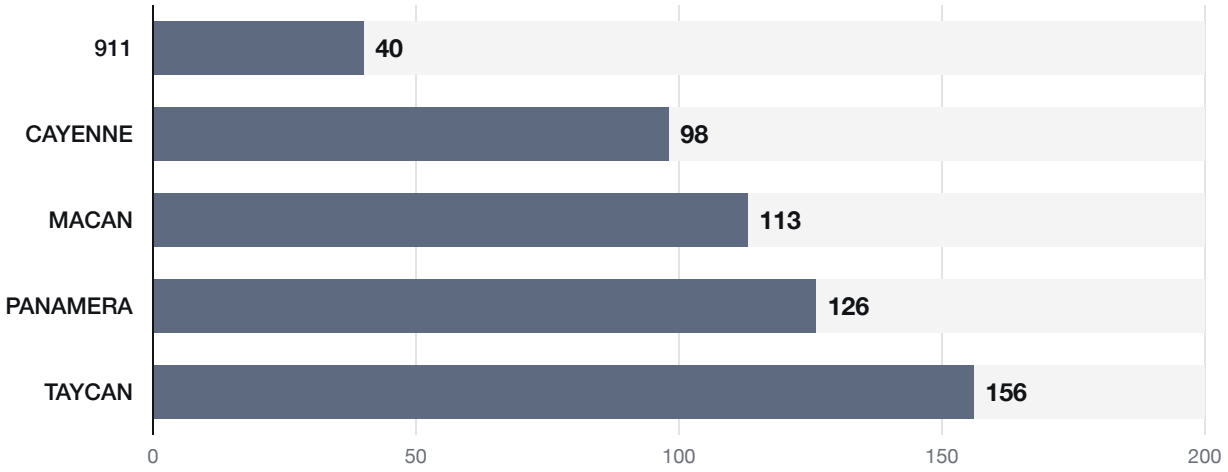
Porsche

- Porsche EV sales rose 47% QoQ, the fastest of any brand, lifting EVs to 18% of Q3 sales, up 4 points, as the Cayenne Electric reached U.S. dealers in late summer.
- Strong sales pushed the Cayenne to make up 36% of Q3 Porsche sales, up 6 points while the 911 slipped 6 points to 16%.

NEW

NC QOQ **Sales Volume** Change	**+10 Days** QOQ **+36 Days** YOY **98 Day Supply**	**+12%** QOQ **+18%** YOY **72% Aged Inventory** Over 45 Days Ending 09/30/26	**+3%** QOQ **–2%** YOY **55% Aged Sales** Over 45 Days as of 09/30/26	**+4%** QOQ **+3%** YOY **62% Carryover** Over 45 Days as of 07/01/26
–1% QOQ **+5%** YOY **$115,110 Price** Avg Last Listed	**+2%** QOQ **-3% Markdown** Price Reduction	**+3%** QOQ **11% Sold** With Markdown	**–8%** QOQ **+4%** YOY **39% of Listings** Not Viewed	**–10%** QOQ **Demand** Change

Day Supply



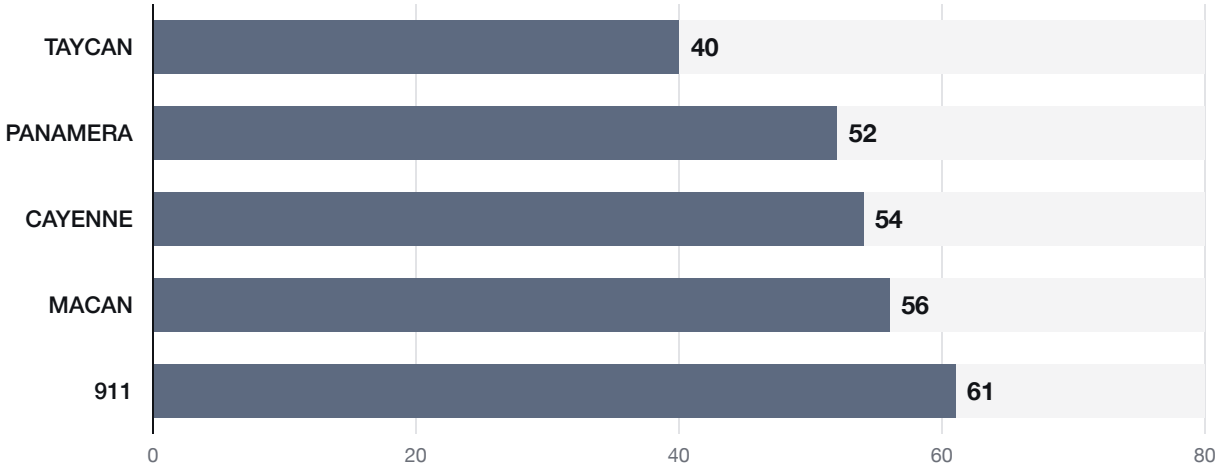
Porsche

- Porsche continues to see the highest used day supply of any brand at 54 days, up 5 days QoQ, a market high increase.

USED

–2% QOQ **Sales Volume** Change	**+5 Days** QOQ **+6 Days** YOY **54 Day Supply**	**+3%** QOQ **+3%** YOY **58% Aged Inventory** Over 30 Days Ending 09/30/26	**+1%** QOQ **+1%** YOY **52% Aged Sales** Over 30 Days as of 09/30/26	**+3%** QOQ **+2%** YOY **58% Carryover** Over 30 Days as of 07/01/26
NC QOQ **–1%** YOY **$67,777 Price** Avg Last Listed	**NC** QOQ **-5% Markdown** Price Reduction	**+2%** QOQ **41% Sold** With Markdown	**+6%** QOQ **+6%** YOY **41% of Listings** Not Viewed	**–8%** QOQ **Demand** Change

Day Supply



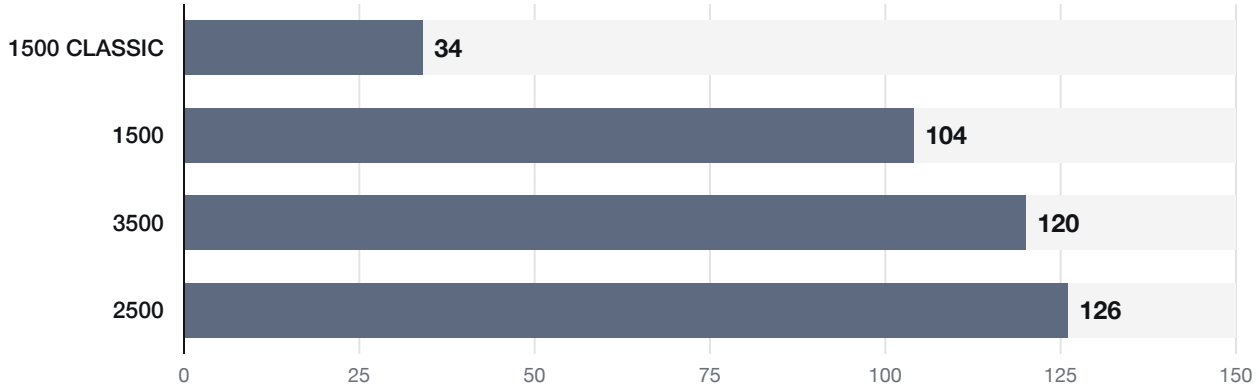
RAM

- RAM had the highest share of new units sold with a markdown of any brand at 52%.
- Hybrids made up 26% of RAM's Q3 sales, up 11 points YoY, the largest hybrid mix gain of any brand, but hybrid aged inventory rose 42 points YoY to 69%, also the largest increase in the market.
- The 1500 continues to dominate sales, up 18% QoQ to make up 65% of Q3 sales, up 5 points.

NEW

+13% QOQ **Sales Volume** Change	**+8 Days** QOQ **+37 Days** YOY **114 Day Supply**	**–1%** QOQ **+8%** YOY **59% Aged Inventory** Over 45 Days Ending 09/30/26	**+8%** QOQ **+10%** YOY **64% Aged Sales** Over 45 Days as of 09/30/26	**+2%** QOQ **+6%** YOY **61% Carryover** Over 45 Days as of 07/01/26
NC QOQ **+2%** YOY **$62,090 Price** Avg Last Listed	**–1%** QOQ **-7% Markdown** Price Reduction	**+9%** QOQ **52% Sold** With Markdown	**NC** QOQ **+5%** YOY **50% of Listings** Not Viewed	**–7%** QOQ **Demand** Change

Day Supply



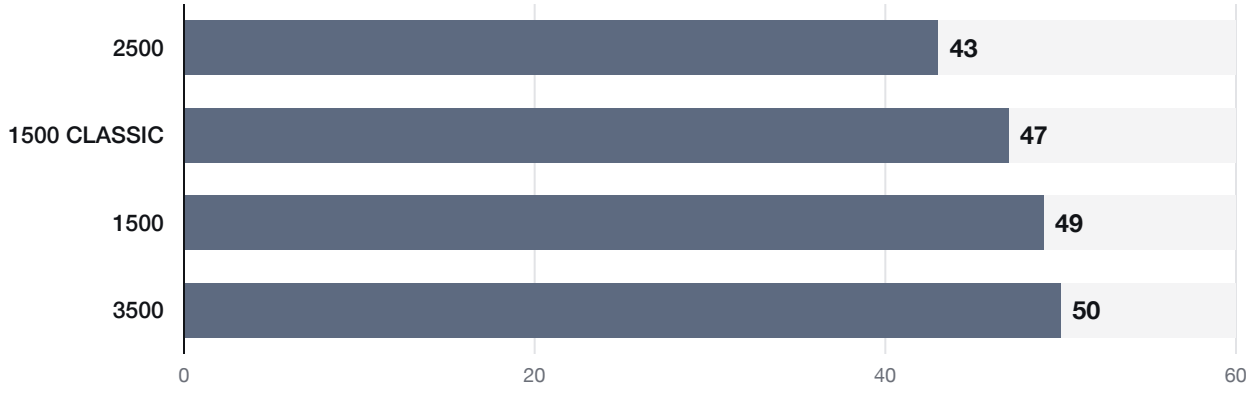
RAM

All metrics move in line with the market.

USED

+4% QOQ **Sales Volume** Change	+3 Days QOQ +3 Days YOY **48 Day Supply**	+5% QOQ +5% YOY **55% Aged Inventory** Over 30 Days Ending 09/30/26	+2% QOQ +1% YOY **50% Aged Sales** Over 30 Days as of 09/30/26	+5% QOQ NC YOY **52% Carryover** Over 30 Days as of 07/01/26
NC QOQ +1% YOY **$35,977 Price** Avg Last Listed	–1% QOQ **-5% Markdown** Price Reduction	+5% QOQ **42% Sold** With Markdown	–1% QOQ +4% YOY **43% of Listings** Not Viewed	–5% QOQ **Demand** Change

Day Supply



Lotlinx

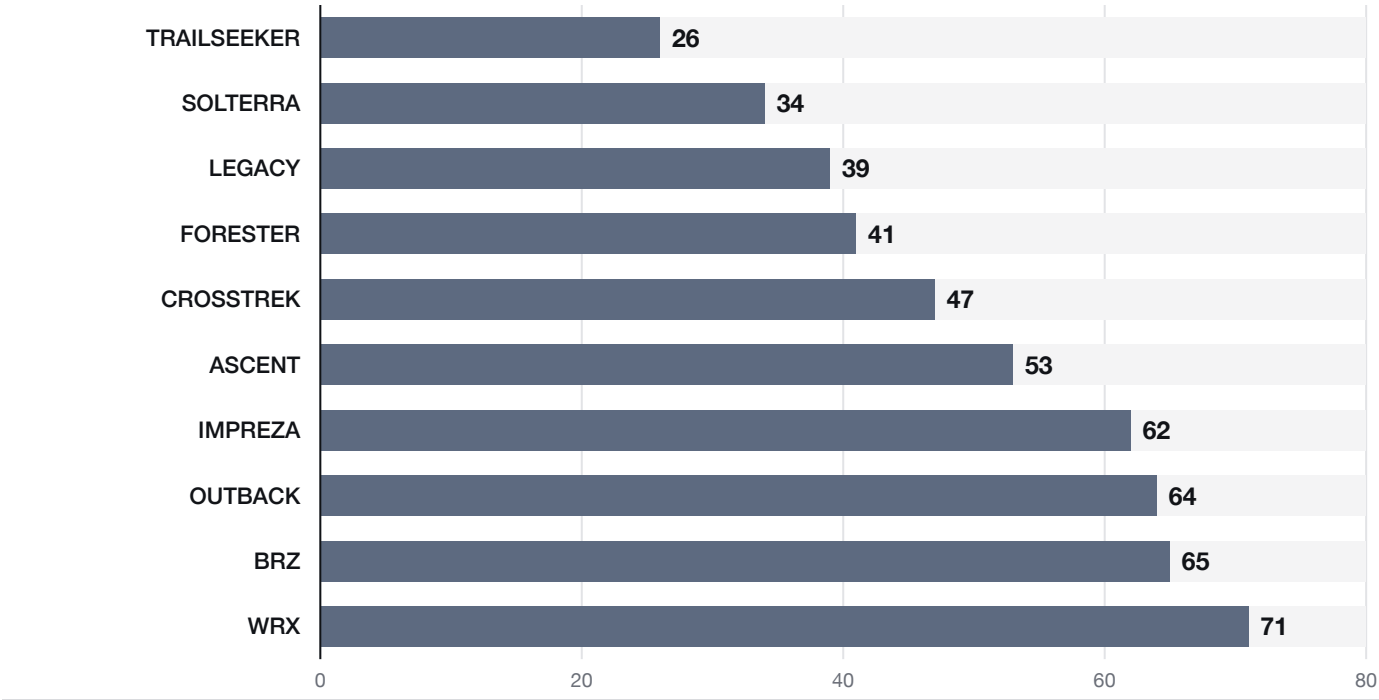
Subaru

- The redesigned Outback grew to 25% of Subaru's Q3 sales, up 4 points QoQ, on a 21% sales increase.
- Subaru EV inventory fell 67% QoQ, the steepest cut of any brand, leaving the tightest EV day supply in the market at 27 days as EV sales fell 40%. Small volumes of 2027 model year EVs have started to hit dealer sites.

NEW

+2% QOQ **Sales Volume** Change	**–10 Days** QOQ **–14 Days** YOY **50 Day Supply**	**–9%** QOQ **–8%** YOY **42% Aged Inventory** Over 45 Days Ending 09/30/26	**–4%** QOQ **–7%** YOY **45% Aged Sales** Over 45 Days as of 09/30/26	**+9%** QOQ **+15%** YOY **52% Carryover** Over 45 Days as of 07/01/26
NC QOQ **+3%** YOY **$37,358 Price** Avg Last Listed	**NC** QOQ **-5% Markdown** Price Reduction	**–2%** QOQ **32% Sold** With Markdown	**–6%** QOQ **+3%** YOY **46% of Listings** Not Viewed	**+22%** QOQ **Demand** Change

Day Supply



Lotlinx

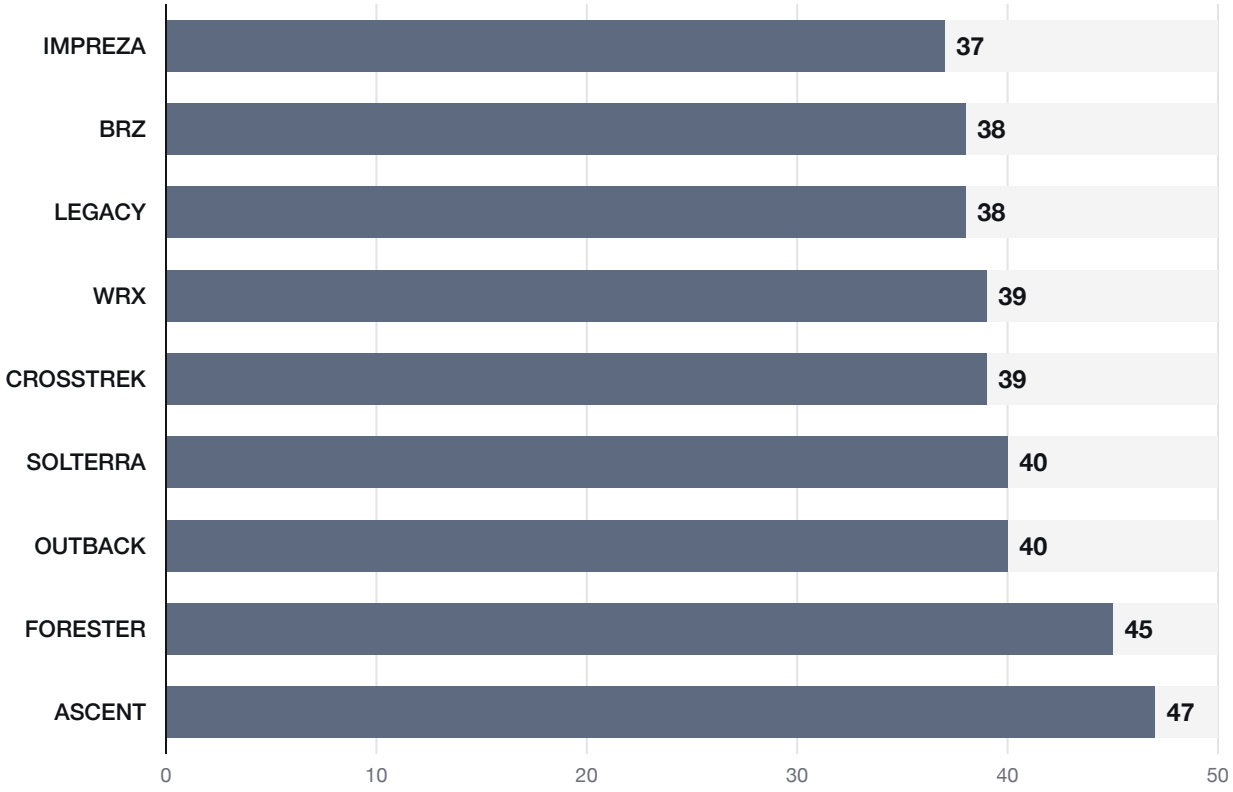
Subaru

All metrics move in line with the market.

USED

+5% QOQ **Sales Volume** Change	**+2 Days** QOQ **+1 Days** YOY **42 Day Supply**	**+4%** QOQ **NC** YOY **48% Aged Inventory** Over 30 Days Ending 09/30/26	**+6%** QOQ **+2%** YOY **48% Aged Sales** Over 30 Days as of 09/30/26	**+9%** QOQ **–1%** YOY **46% Carryover** Over 30 Days as of 07/01/26
NC QOQ **+1%** YOY **$25,838 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+8%** QOQ **55% Sold** With Markdown	**NC** QOQ **+7%** YOY **48% of Listings** Not Viewed	**–4%** QOQ **Demand** Change

Day Supply



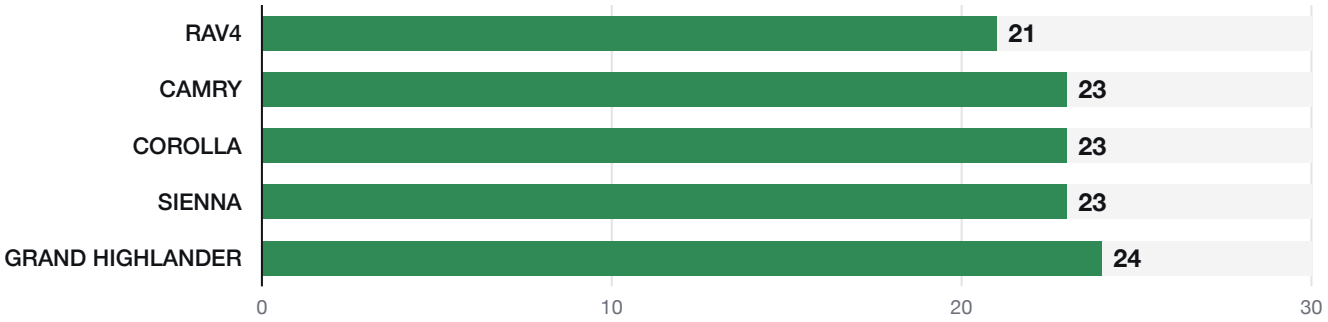
Toyota

- Toyota again held the leanest new inventory in the market at a 29-day supply, with just 16% of inventory over 45 days on lot.
- The Rav4 Plug-In Hybrid continues to gain momentum with sales increasing by 40% QoQ to increase its share of Toyota Q3 sales to 3%.

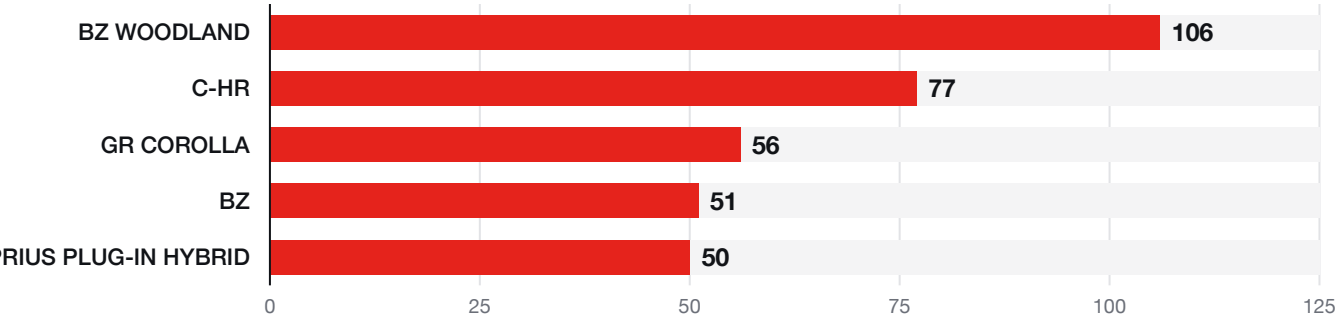
NEW

–2% QOQ **Sales Volume** Change	**+2 Days** QOQ **+1 Days** YOY **29 Day Supply**	**NC** QOQ **+4%** YOY **16% Aged Inventory** Over 45 Days Ending 09/30/26	**+5%** QOQ **+4%** YOY **16% Aged Sales** Over 45 Days as of 09/30/26	**+1%** QOQ **NC** YOY **17% Carryover** Over 45 Days as of 07/01/26
+1% QOQ **+10%** YOY **$43,723 Price** Avg Last Listed	**NC** QOQ **-3% Markdown** Price Reduction	**NC** QOQ **13% Sold** With Markdown	**+3%** QOQ **+11%** YOY **55% of Listings** Not Viewed	**–6%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

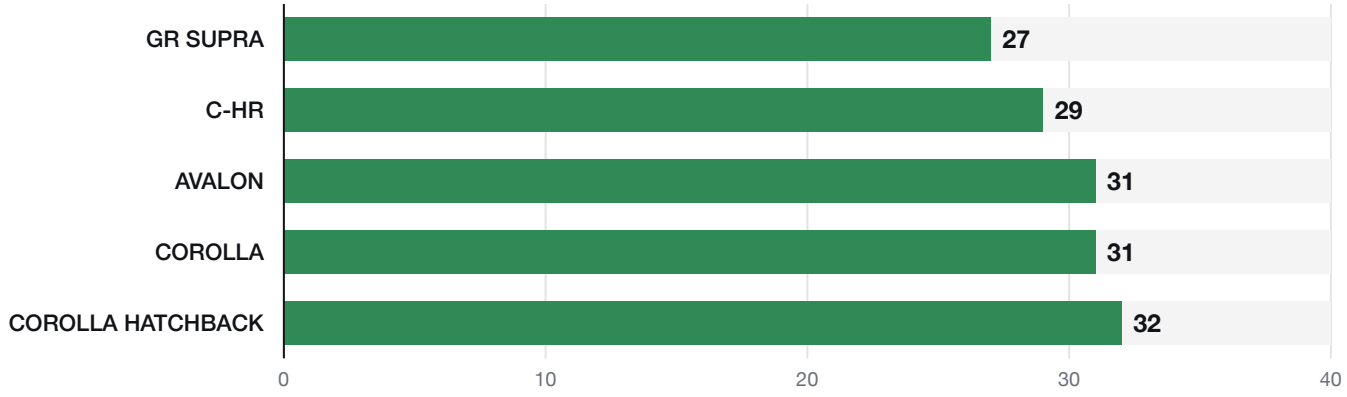
Toyota

› Toyota tied for the largest QoQ increase in last list price of used sold units, up 3% to $30,977.

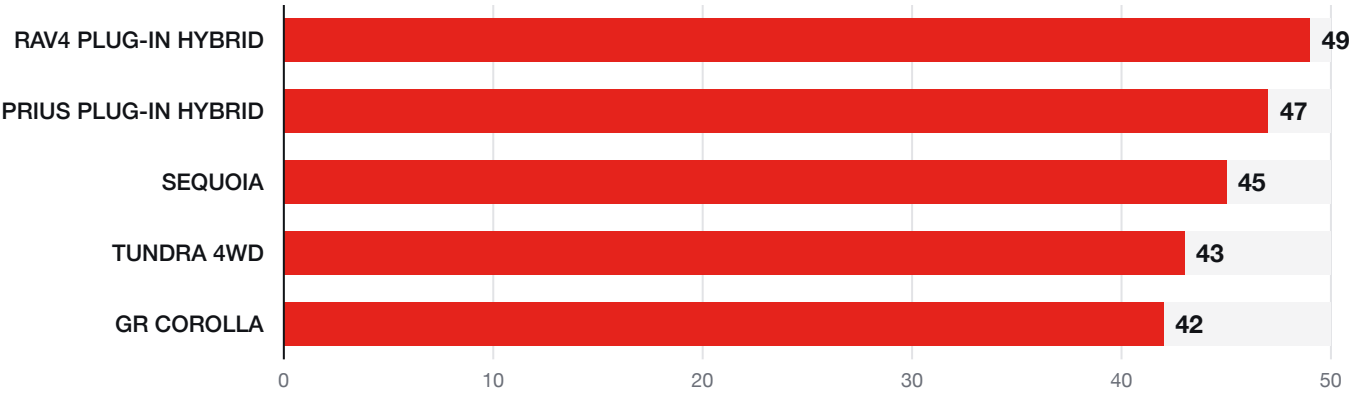
USED

+2% QOQ **Sales Volume** Change	**+3 Day** QOQ **–2 Days** YOY **35 Day Supply**	**+5%** QOQ **–2%** YOY **42% Aged Inventory** Over 30 Days Ending 09/30/26	**+4%** QOQ **–3%** YOY **39% Aged Sales** Over 30 Days as of 09/30/26	**+5%** QOQ **–7%** YOY **38% Carryover** Over 30 Days as of 07/01/26
+3% QOQ **+7%** YOY **$30,977 Price** Avg Last Listed	**–1%** QOQ **-4% Markdown** Price Reduction	**+7%** QOQ **49% Sold** With Markdown	**+1%** QOQ **+4%** YOY **39% of Listings** Not Viewed	**–8%** QOQ **Demand** Change

Lowest Day Supply



Highest Day Supply



Lotlinx

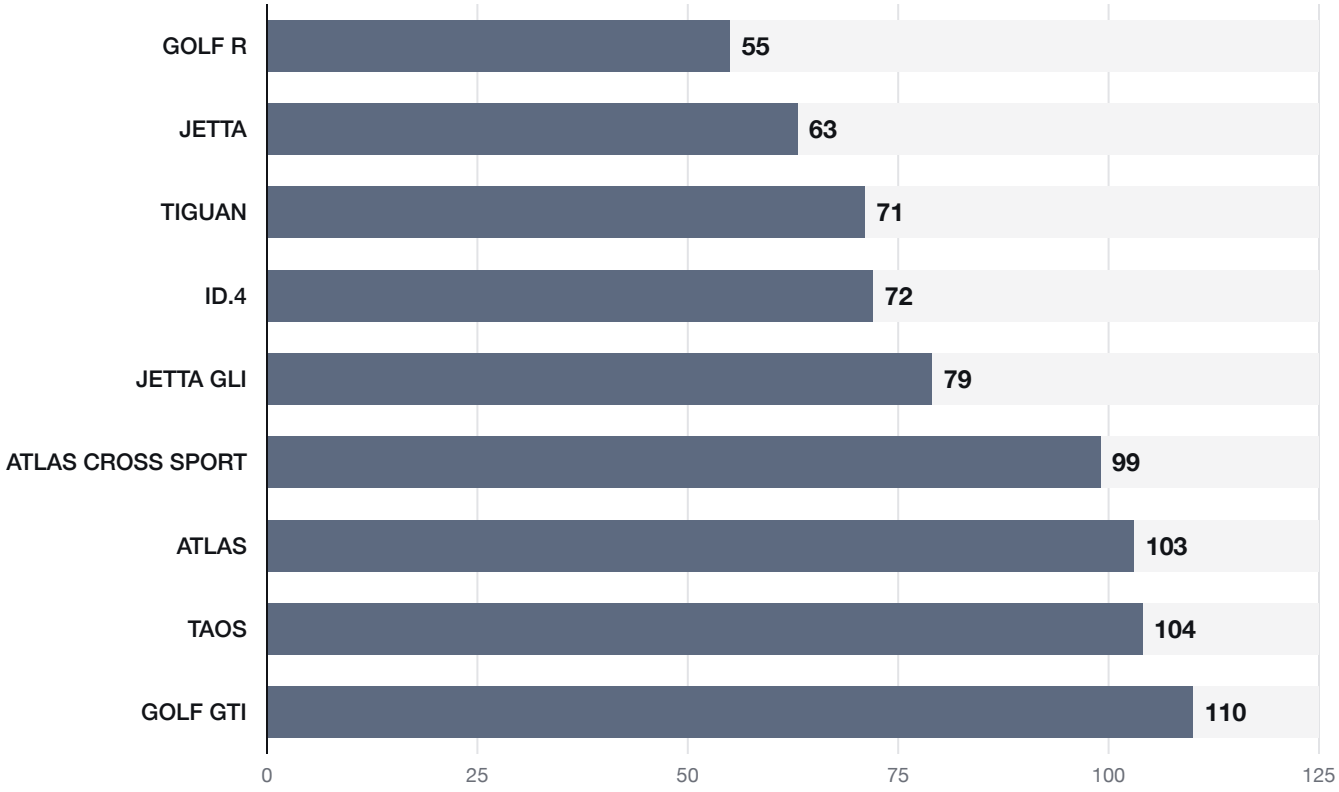
Volkswagen

› The Tiguan reached 42% of Volkswagen's Q3 sales, up 5 points QoQ and 13 points YoY.

NEW

+1% QOQ **Sales Volume** Change	**–6 Days** QOQ **+1 Days** YOY **83 Day Supply**	**–6%** QOQ **–4%** YOY **54% Aged Inventory** Over 45 Days Ending 09/30/26	**+4%** QOQ **+10%** YOY **62% Aged Sales** Over 45 Days as of 09/30/26	**–1%** QOQ **+13%** YOY **61% Carryover** Over 45 Days as of 07/01/26
–1% QOQ **–4%** YOY **$37,786 Price** Avg Last Listed	**NC** QOQ **-4% Markdown** Price Reduction	**–3%** QOQ **45% Sold** With Markdown	**–5%** QOQ **+5%** YOY **47% of Listings** Not Viewed	**+9%** QOQ **Demand** Change

Day Supply



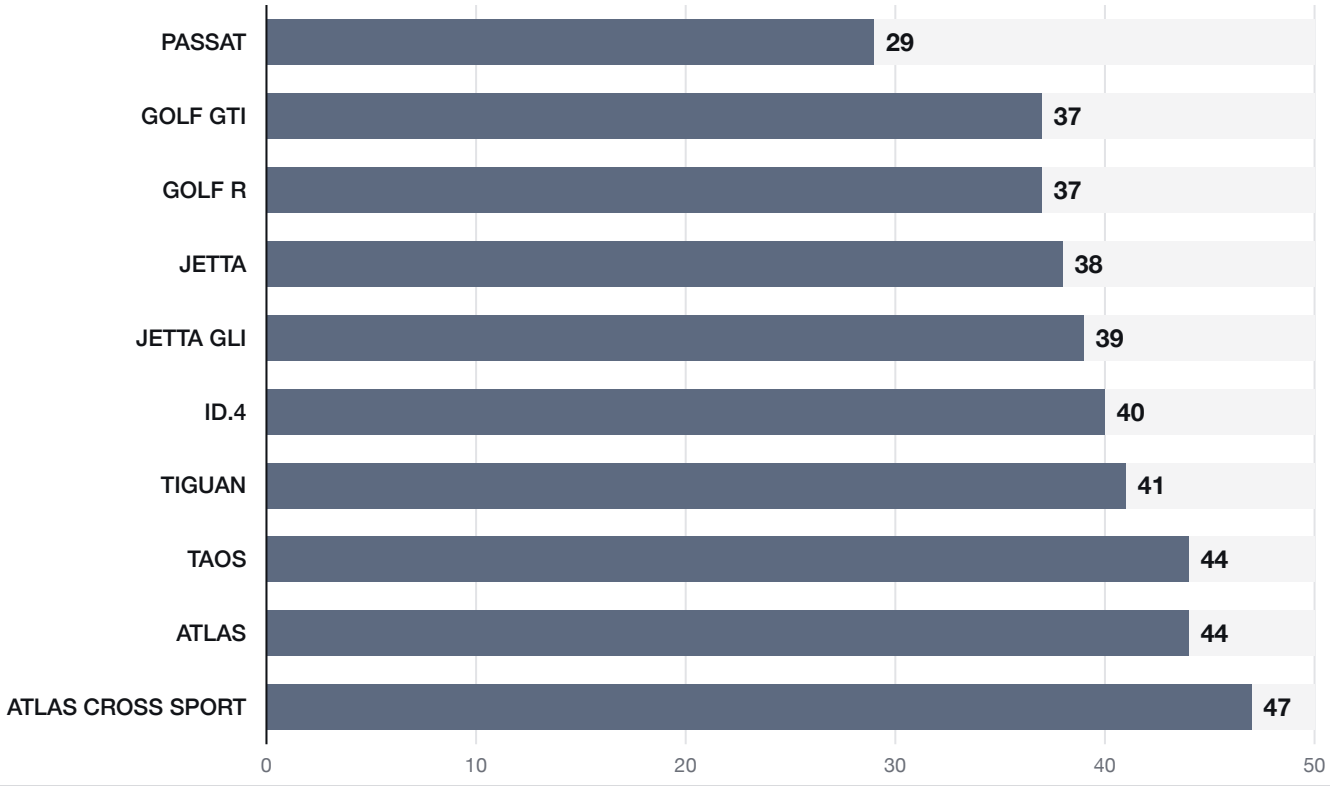
Volkswagen

- Volkswagen had the lowest-priced used EVs of any brand at $23,790.
- For a second quarter, the ID.4 had the lowest markdown activity of any used model, with just 9% of units sold with a markdown.

USED

+9% QOQ **Sales Volume** Change	**+3 Days** QOQ **+2 Days** YOY **41 Day Supply**	**+6%** QOQ **+1%** YOY **48% Aged Inventory** Over 30 Days Ending 09/30/26	**+4%** QOQ **+1%** YOY **46% Aged Sales** Over 30 Days as of 09/30/26	**+4%** QOQ **–3%** YOY **43% Carryover** Over 30 Days as of 07/01/26
NC QOQ **NC** YOY **$22,000 Price** Avg Last Listed	**–1%** QOQ **-5% Markdown** Price Reduction	**+8%** QOQ **49% Sold** With Markdown	**+3%** QOQ **+8%** YOY **50% of Listings** Not Viewed	**–7%** QOQ **Demand** Change

Day Supply



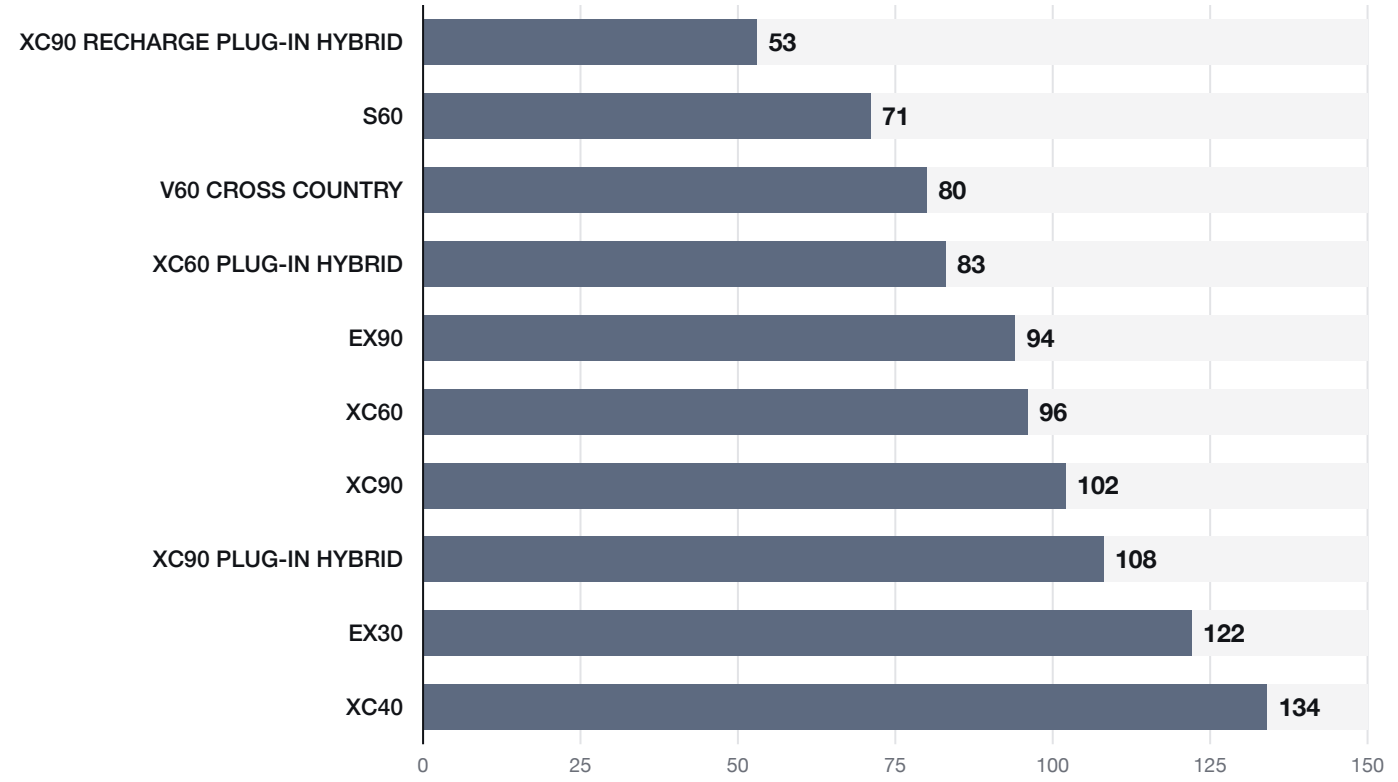
Volvo

- 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

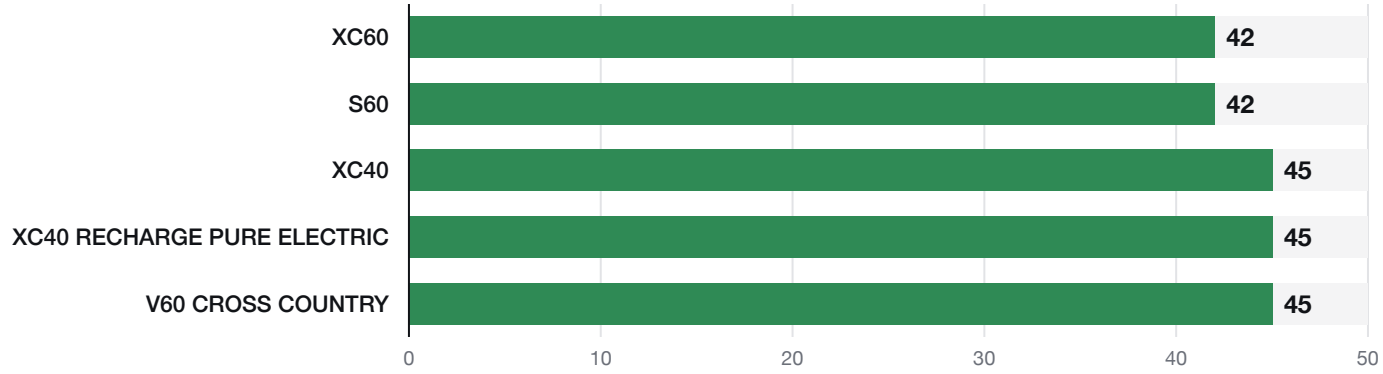
Volvo

- 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.

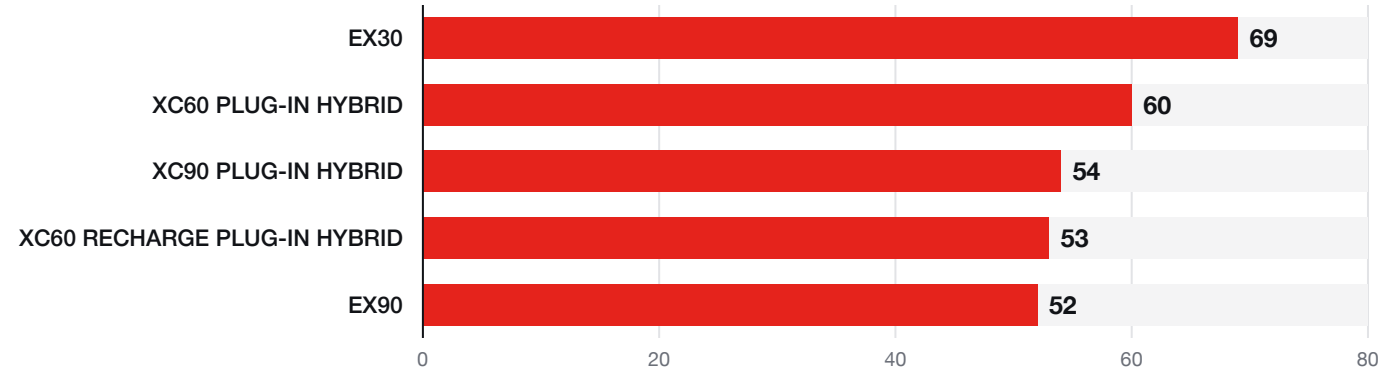
USED

+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.

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