

Unsold Inventory Risk Overview

(Identifying Demand & Aging Stock Issues)

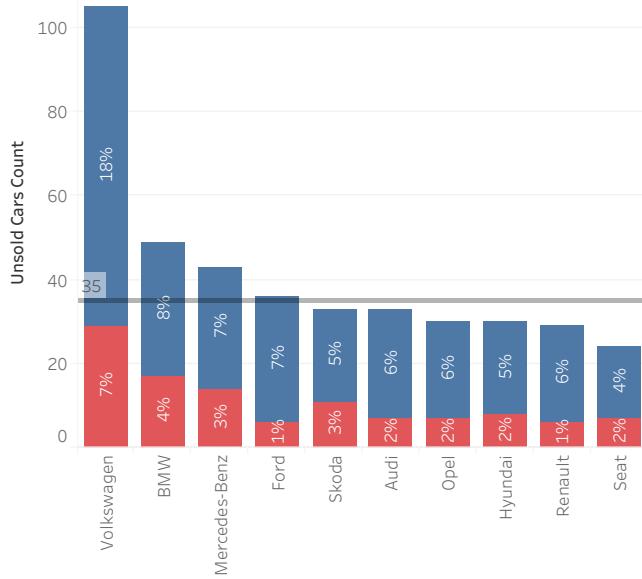
Unsold Cars
543

Unsold Inventory %
54.35% ▼

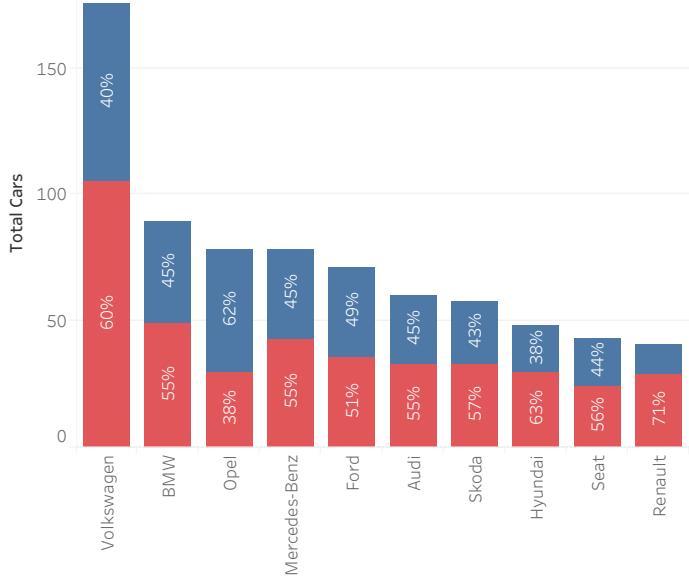
Average Days Online
346▼

Below Market Pricing
57.27% ▲

Aging Unsold Inventory by Manufacturer



Unsold vs Sold by Manufacturer



Key Insights – Aging Stock & Demand Challenges

- 54% of inventory is unsold → slow turnover & high risk
- Cars remain listed 346+ days → severe aging issue
- Pricing strategy is competitive → not a price barrier
- Brands like Volkswagen, BMW, Opel drive most aging stock
- Demand-side actions needed → targeted promotions & faster clearance