

Unsold Inventory Risk Overview
(Identifying Demand & Aging Stock Issues)

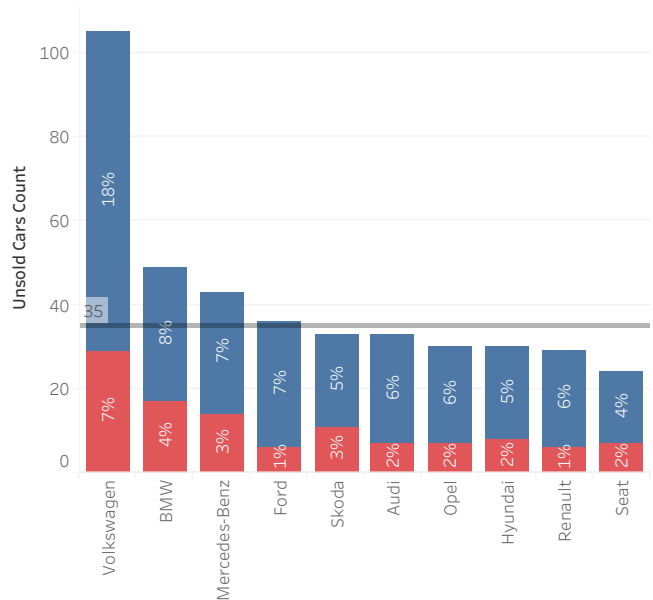
Unsold Cars
543

Unsold Inventory %
54.35% ▼

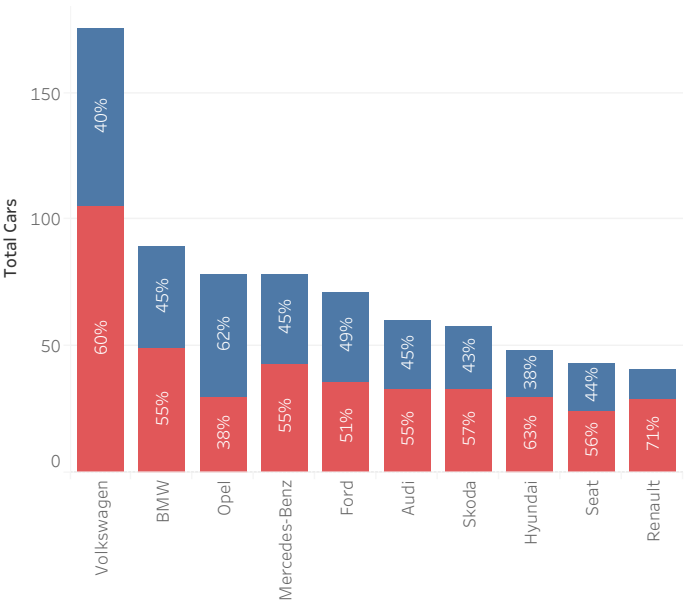
Average Days Online
346 ▼

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