

June 23, 2020

# COVID-19 AUTO MARKET UPDATE

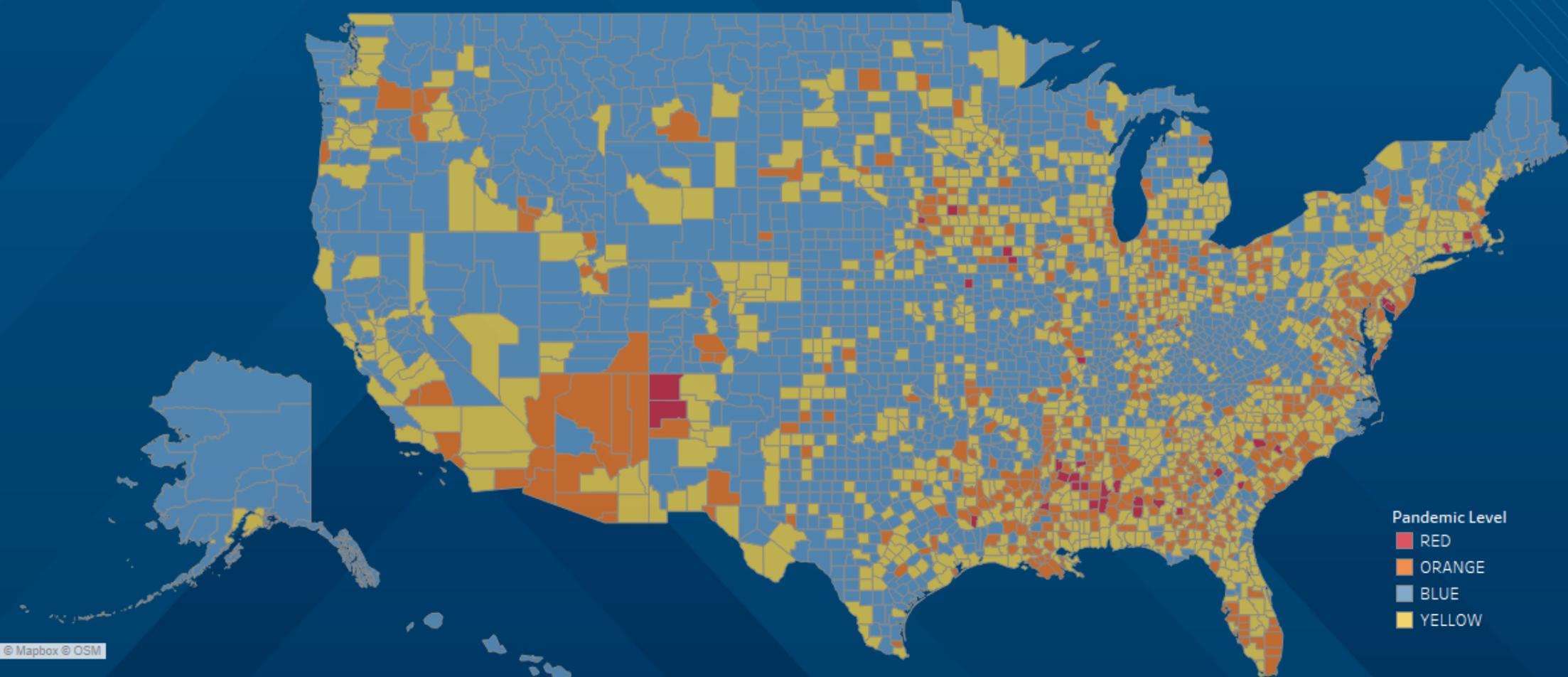
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**Jonathan Smoke**

Chief Economist, Cox Automotive

# COVID-19 LOCAL IMPACT ASSESSMENT



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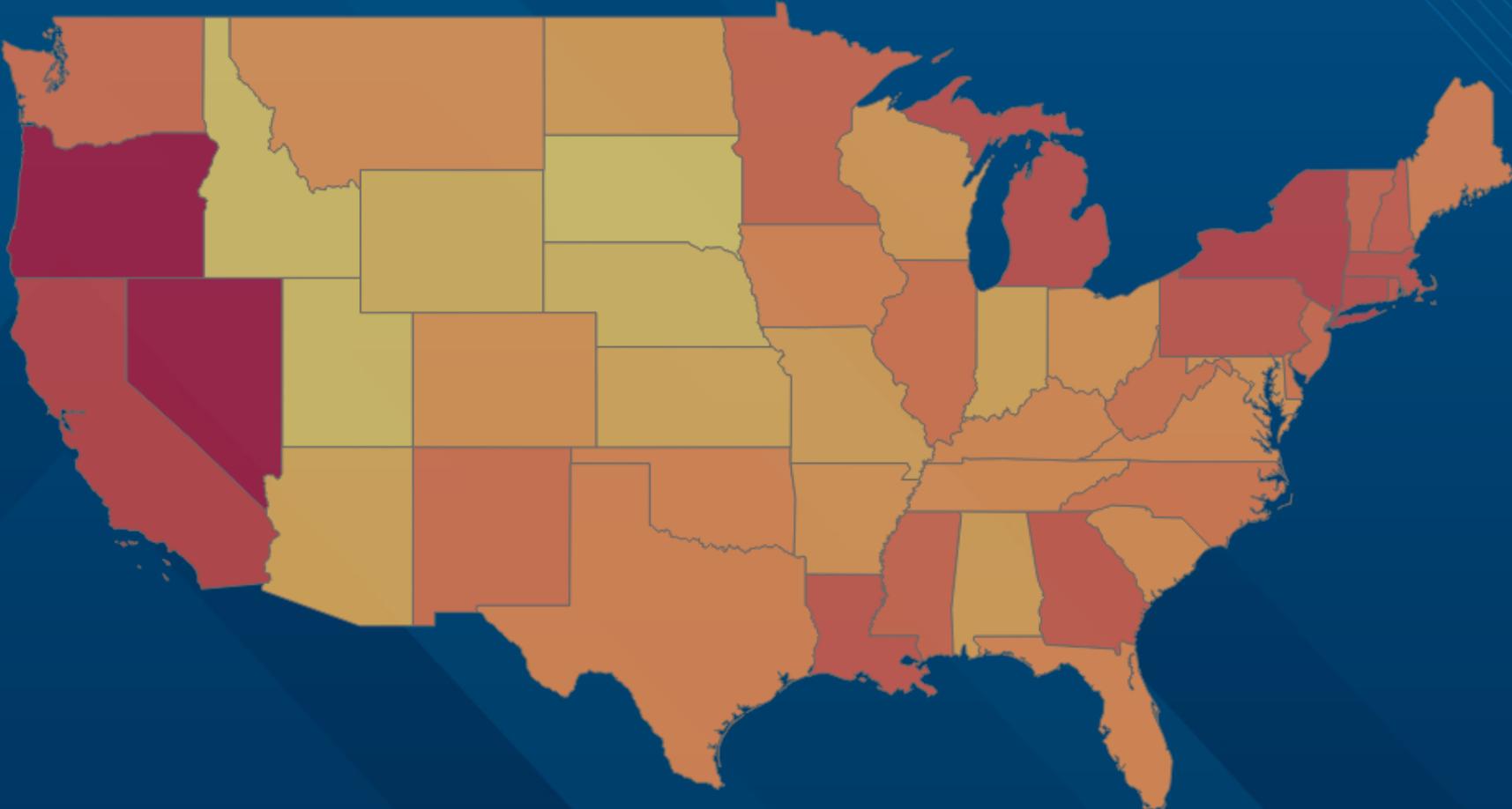
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Source: Cox Automotive

# CONTINUING CLAIMS AT 20.5 MILLION NATIONALLY



Data as of June 18, 2020

Continued Claims % of Jobs by State

4.27% 21.68%

Note: Insured Unemployment For Week Ended June 6

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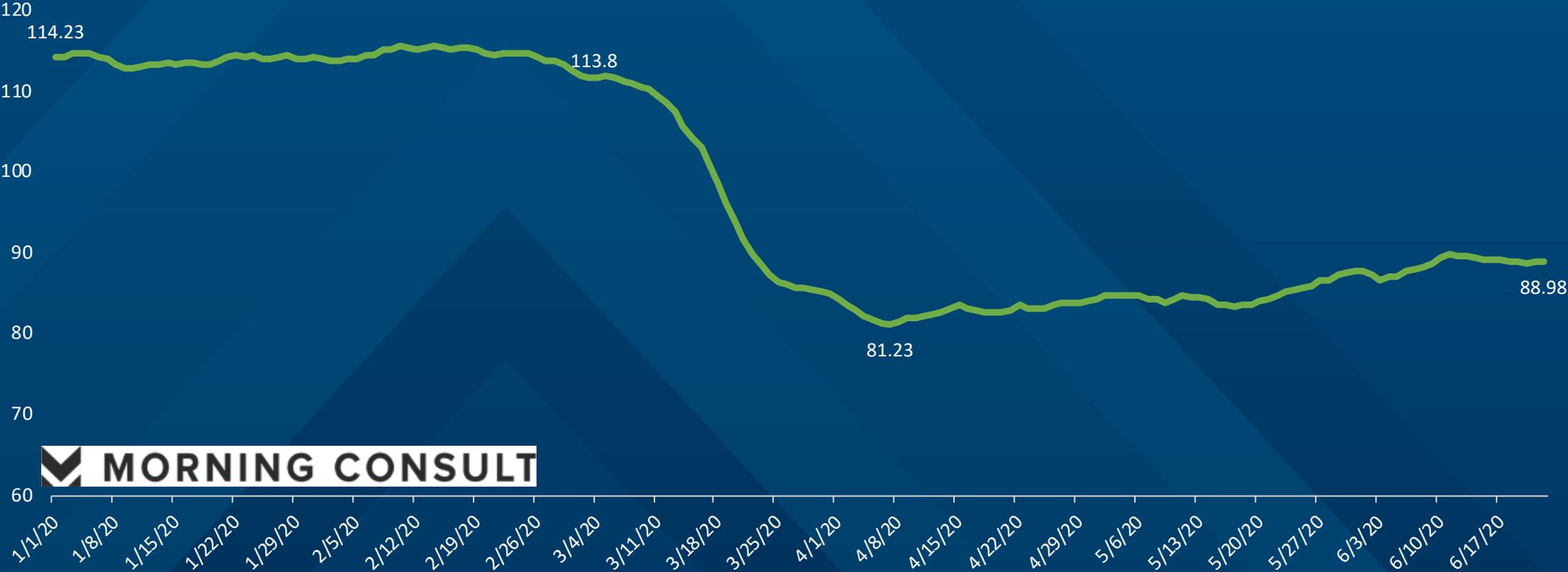
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Source: Department of Labor

# CONSUMER SENTIMENT AGAIN VOLATILE LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 21.5% since February 29

ICS Value (7-Day Average)



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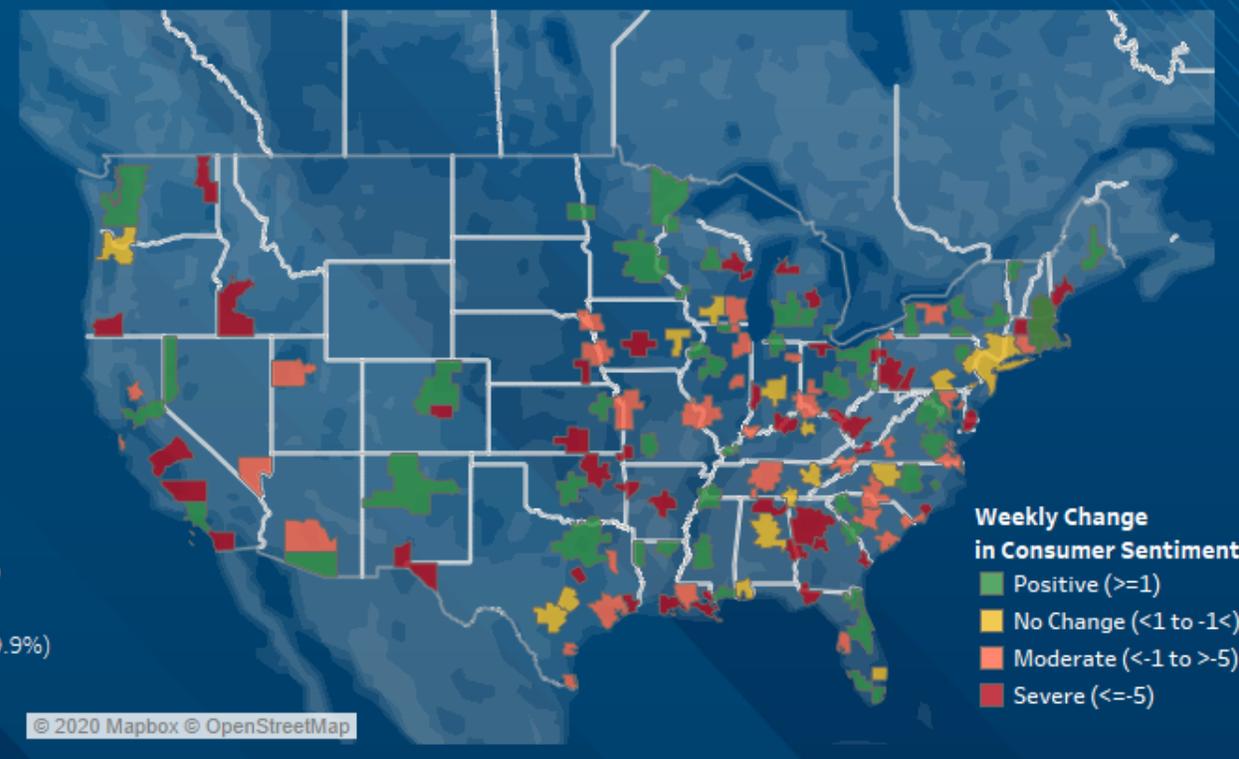
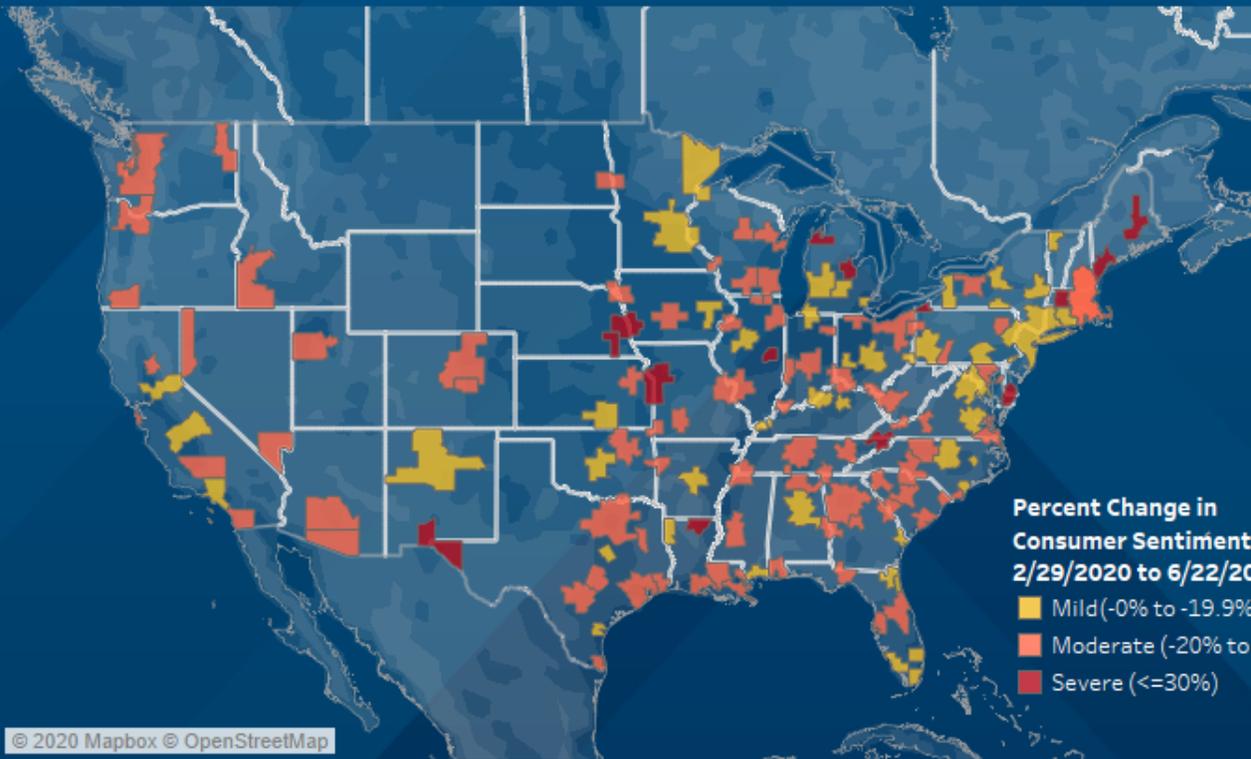
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Source: Morning Consult

# CONSUMER SENTIMENT VARIES ACROSS MAJOR MARKETS

Since February 29<sup>th</sup>

Since June 15<sup>th</sup>

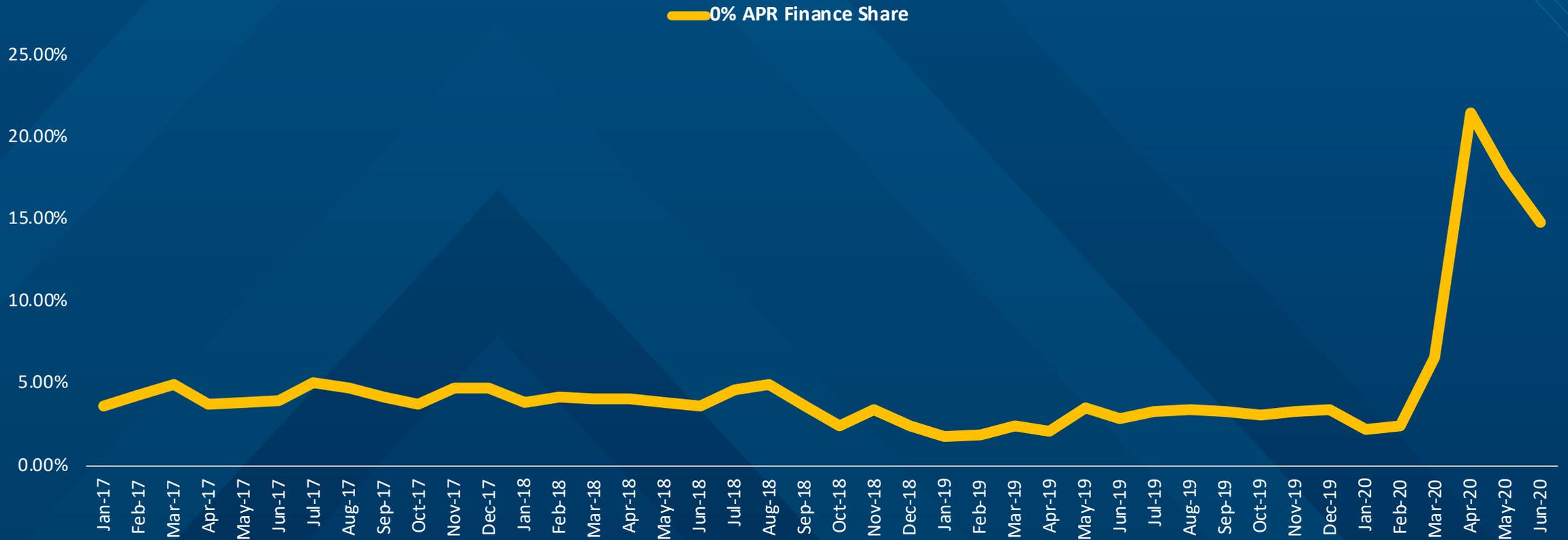


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Source: Morning Consult

# ZERO PERCENT FINANCING CONTINUES DECLINE



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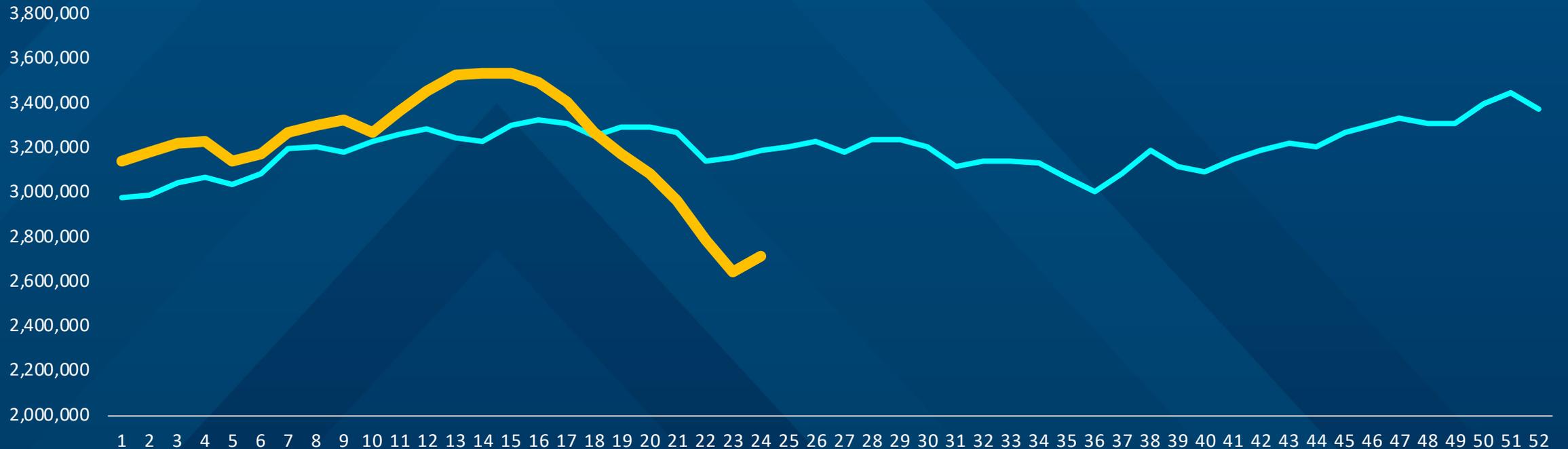
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Source: Cox Automotive

# NEW SALES NOW HAMPERED BY SUPPLY

Active New Vehicle Inventory by Week

2019 Active Inventory    2020 Active Inventory



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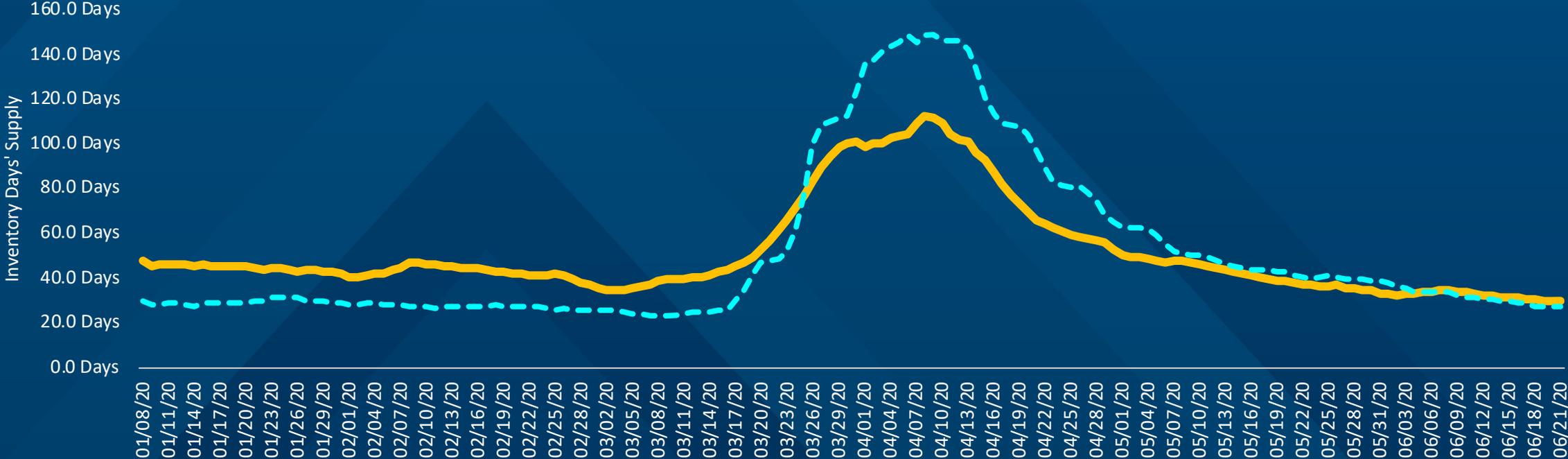
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Source: Cox Automotive

# USED INVENTORY DOWN

### Days Supply Wholesale Inventory and Retail Inventory

Rolling 7 Day Supply Retail      Rolling 7 day Supply Wholesale



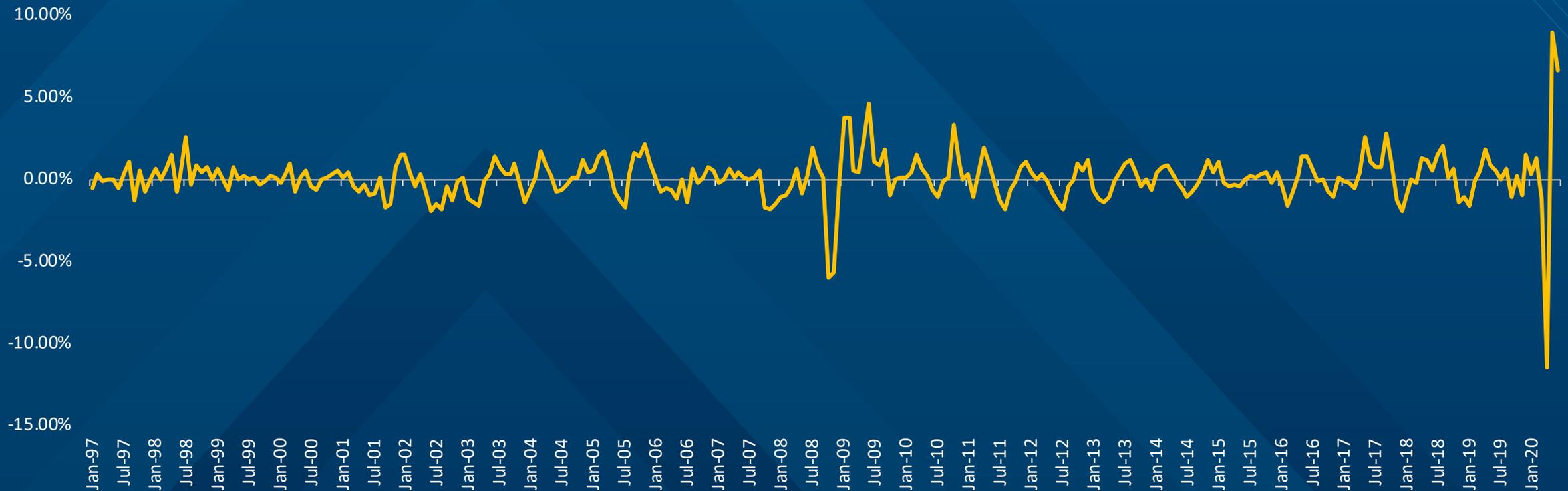
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# MID-JUNE MANHEIM INDEX SEES STRONG INCREASE

Manheim Index - % Change M/M



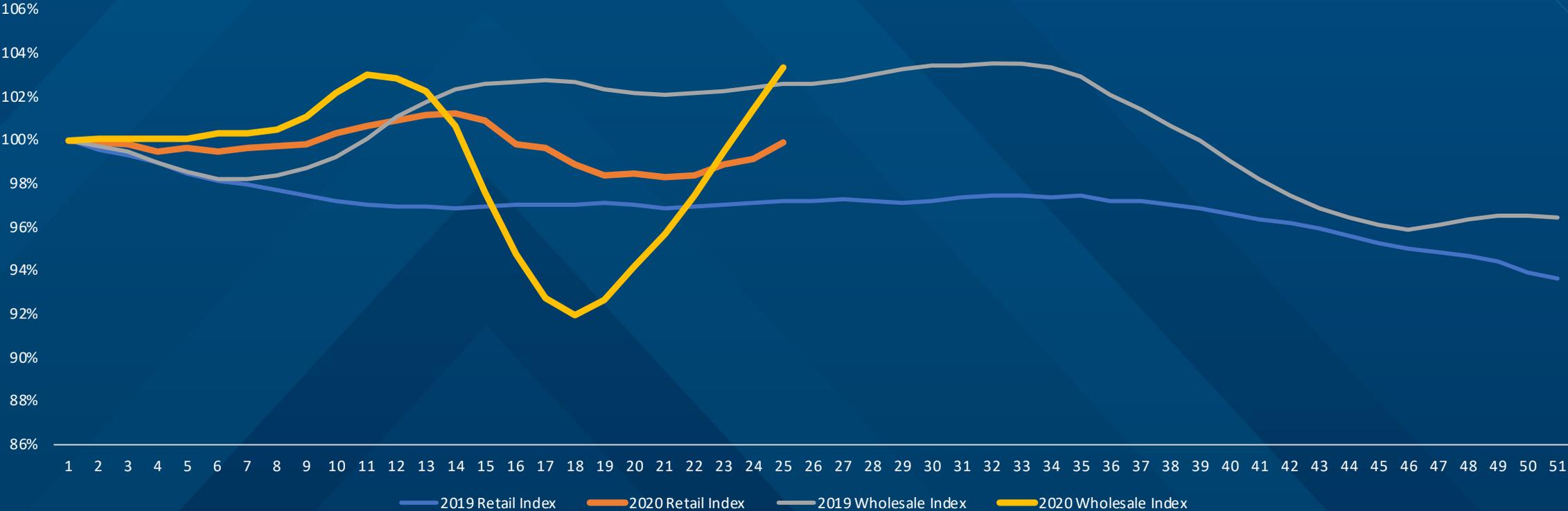
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# WHOLESALE PRICES ARE NOW AT HIGHEST POINT

MY 2017 Retail and Wholesale Price Indices (wk1=100)



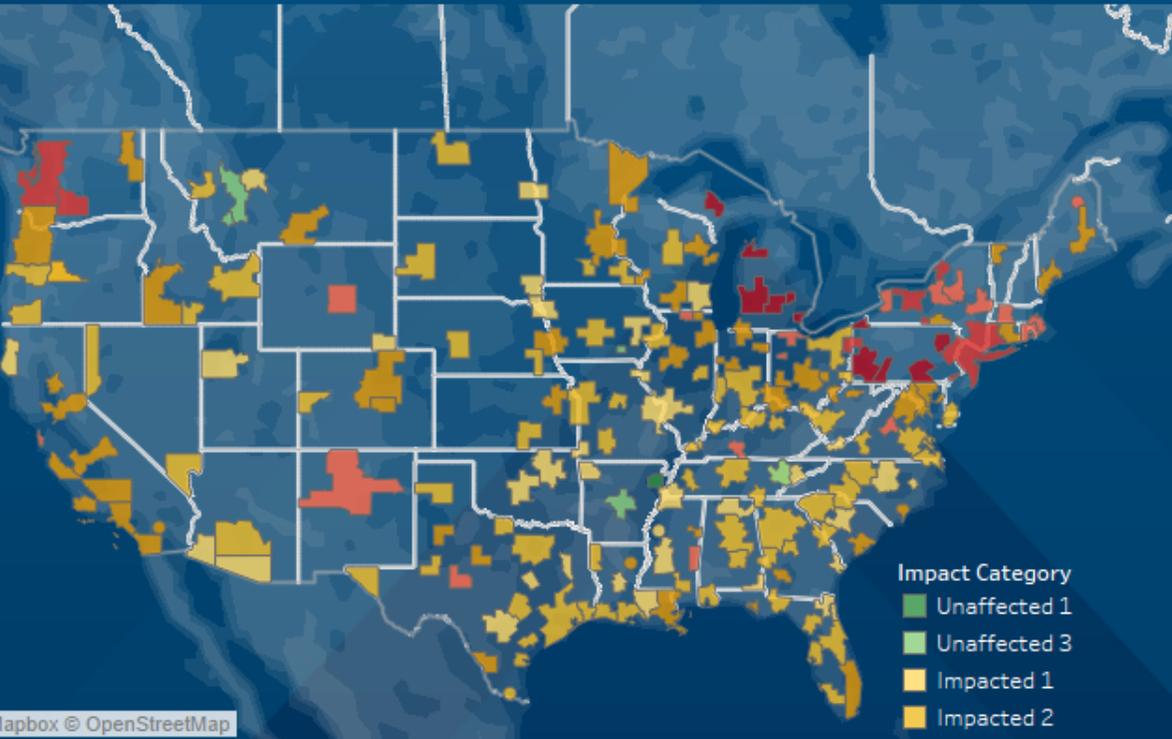
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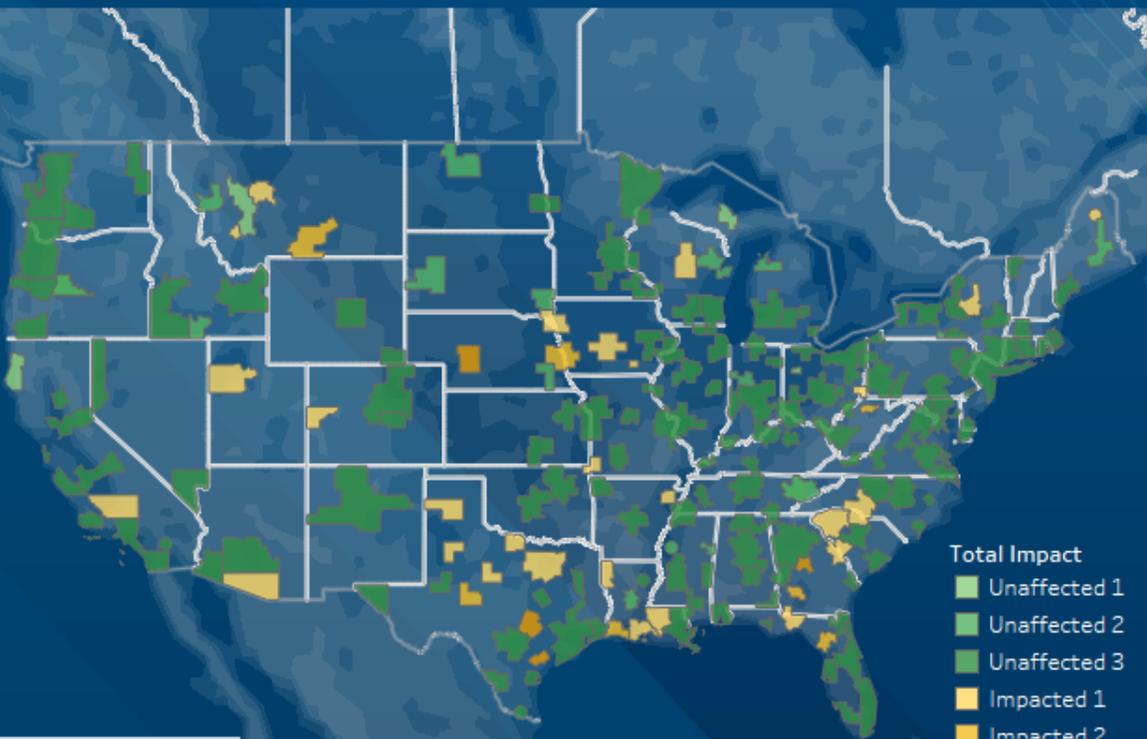
# SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5<sup>th</sup>



- Impact Category
- Unaffected 1
  - Unaffected 3
  - Impacted 1
  - Impacted 2
  - Impacted 3
  - Severely Impacted 1
  - Severely Impacted 2
  - Severely Impacted 3

June 15<sup>th</sup>



- Total Impact
- Unaffected 1
  - Unaffected 2
  - Unaffected 3
  - Impacted 1
  - Impacted 2
  - Impacted 3

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# COX AUTOMOTIVE LEADING INDICATORS

- Leads on **Autotrader** were up 50% y/y in June through Saturday and on **Kelley Blue Book** up 47%
- **Dealer.com** continues to see both New and Used Vehicle Form Submissions outperform, but used lost some momentum over the last 7 days while new was flat
- **Dealertrack** unique credit applications on same-store basis were down 2% y/y last week, which was a declining trend
- **Xtime** saw a 13% decrease y/y last week in consumers having their cars serviced, which was flat with the prior week

# COX AUTOMOTIVE

