

September 29, 2020

COVID-19 AUTO MARKET UPDATE

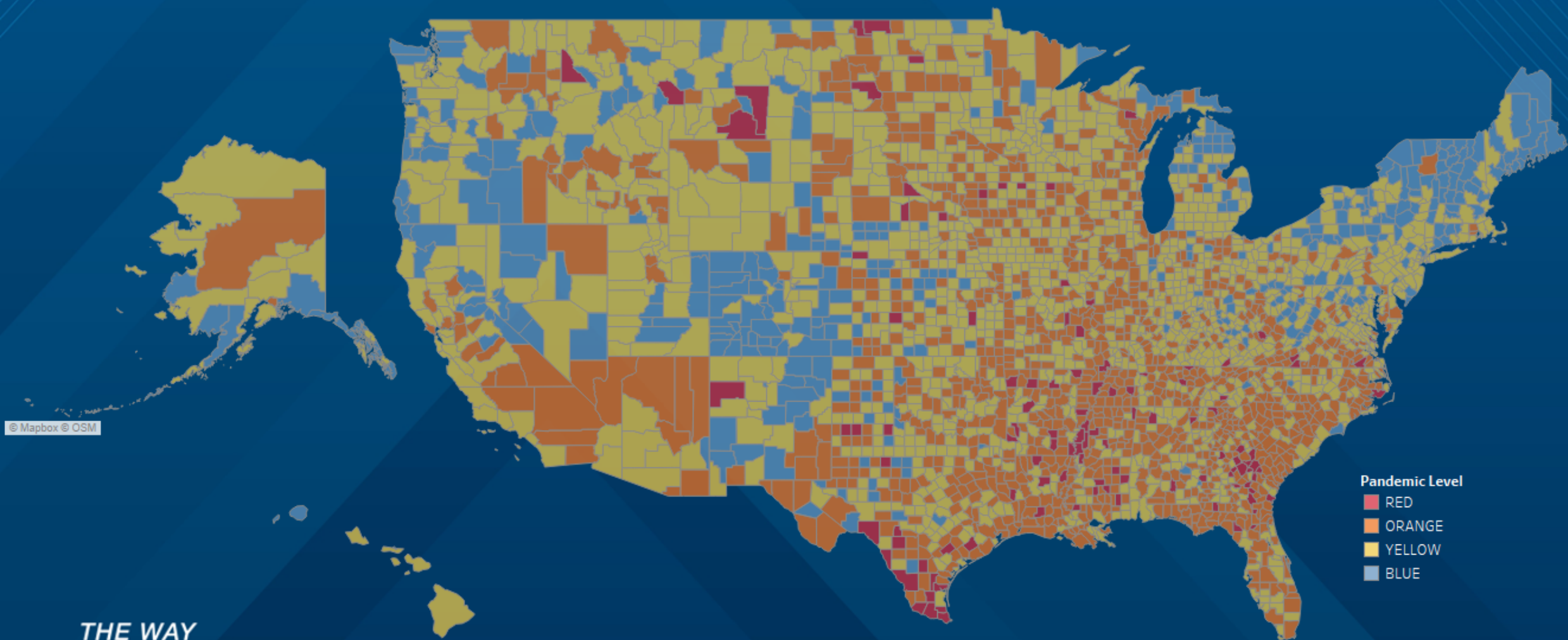
*THE WAY
FORWARD*

Driven by COX AUTOMOTIVE

Jonathan Smoke

Chief Economist, Cox Automotive

COVID-19 LOCAL IMPACT ASSESSMENT



Pandemic Level

- RED
- ORANGE
- YELLOW
- BLUE

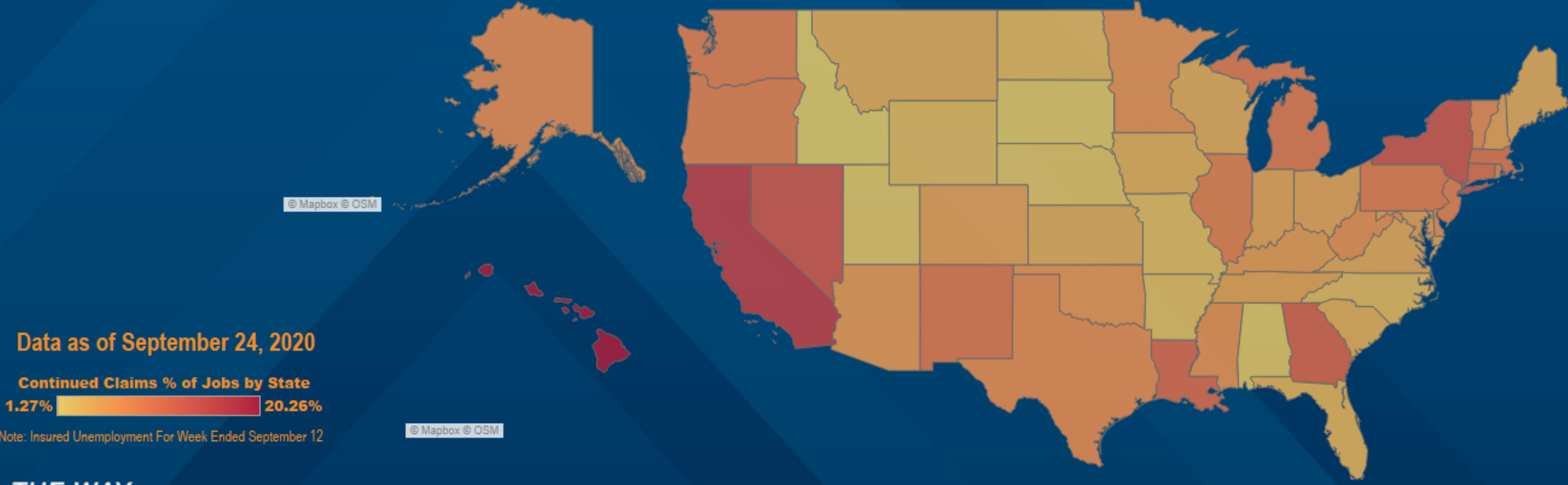
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Source: Cox Automotive

CONTINUING CLAIMS AT 12.6 MILLION NATIONALLY



Data as of September 24, 2020

Continued Claims % of Jobs by State

1.27% 20.26%

Note: Insured Unemployment For Week Ended September 12

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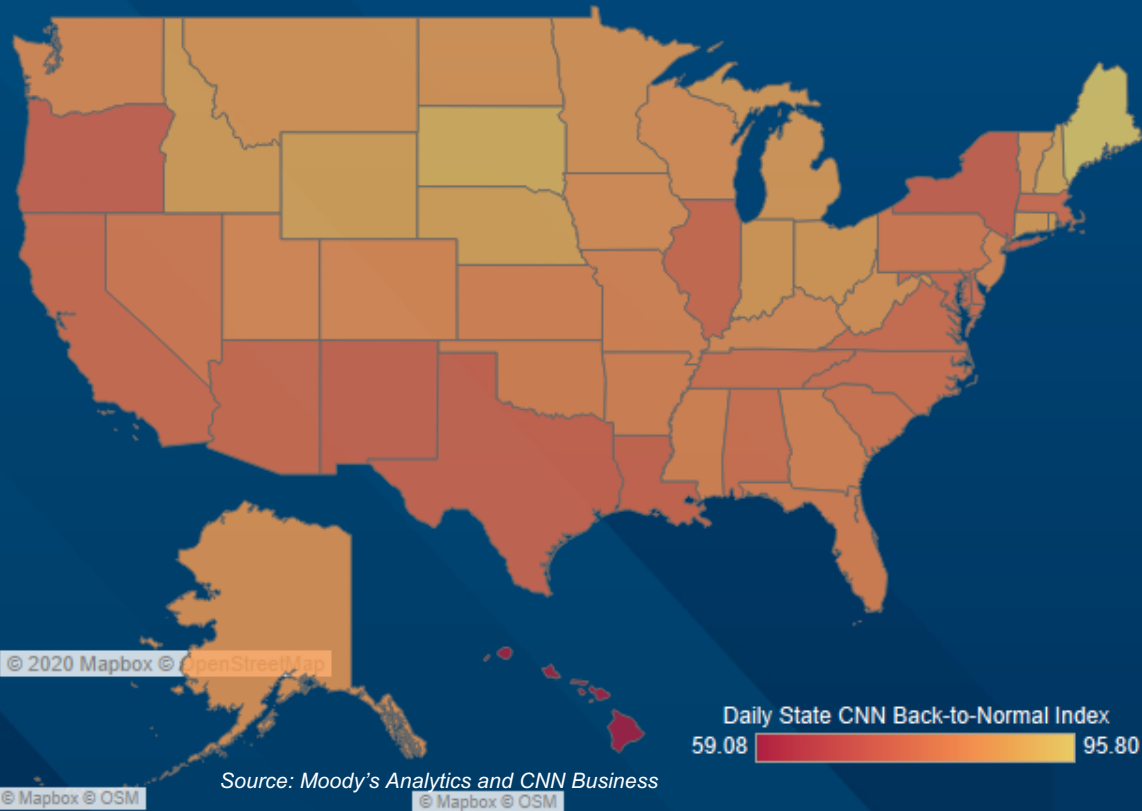
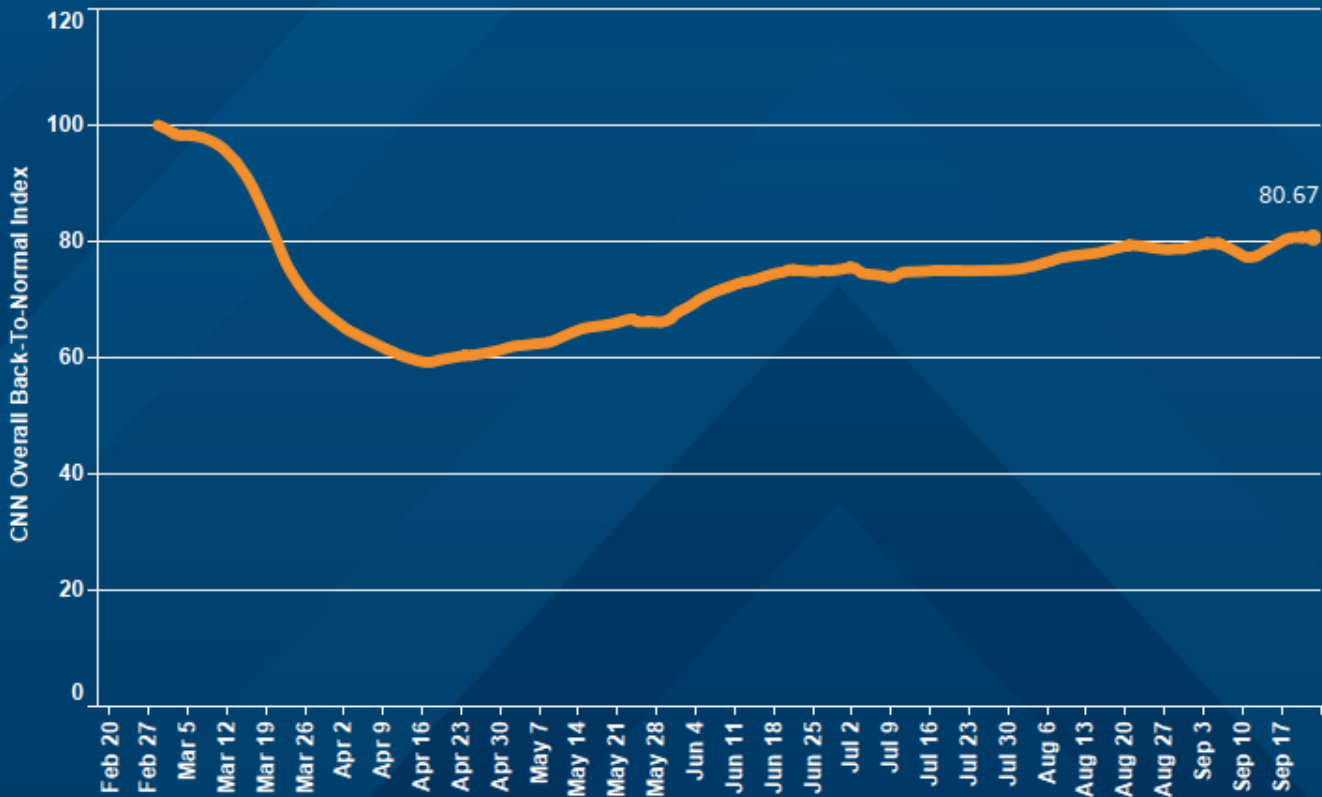
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Source: Department of Labor

BUSINESS RECOVERY ESTIMATES

Moody's-CNN Business Back-To-Normal Index (February 29 = 100)

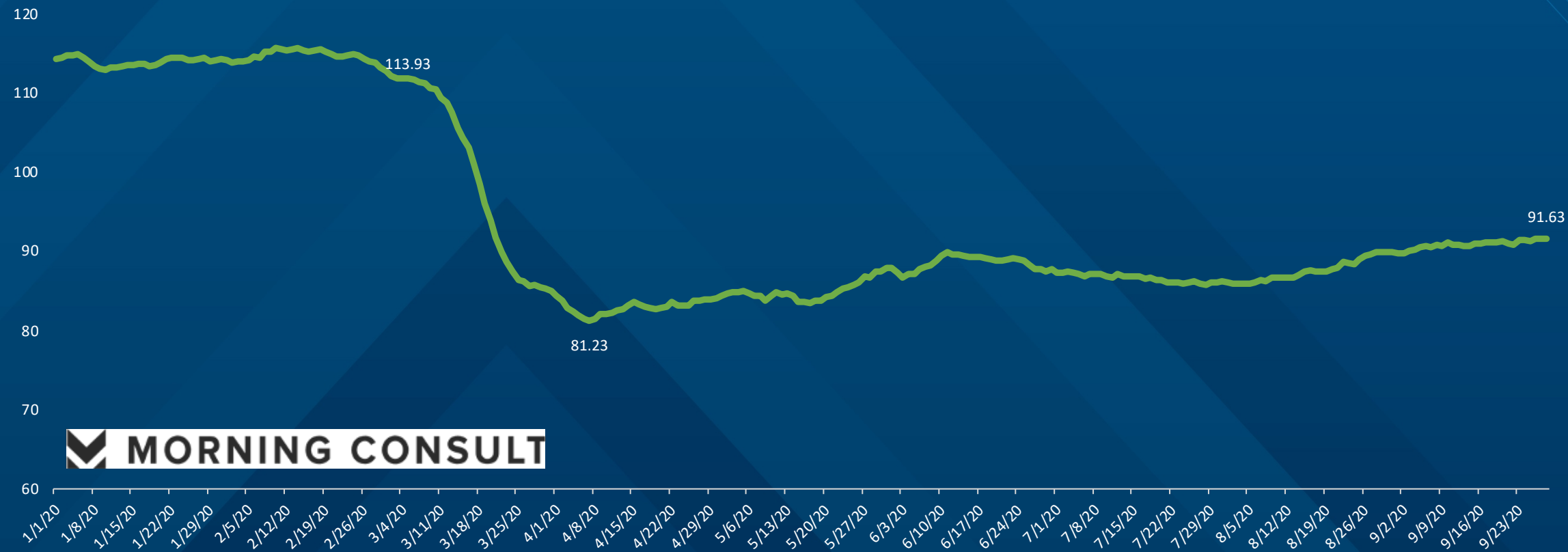
Data as of September 23, 2020



CONSUMER SENTIMENT IMPROVED AGAIN LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 19.1% since February 29

ICS Value (7-Day Average)



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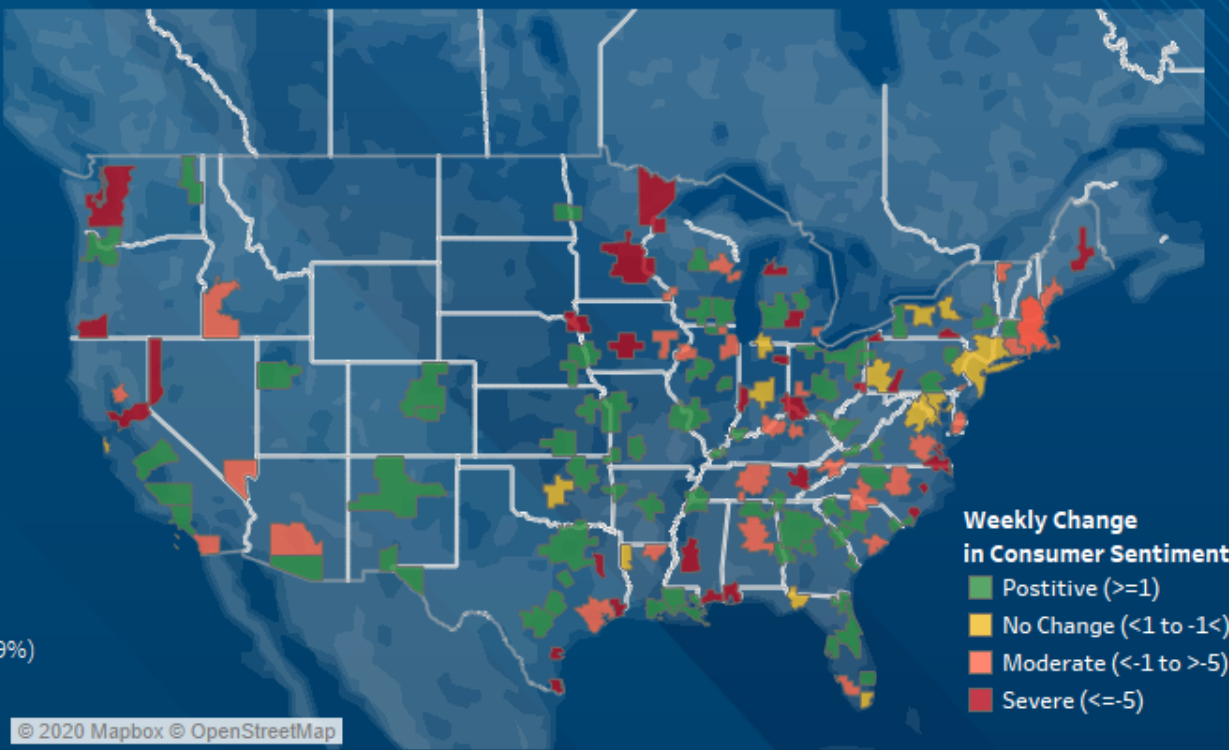
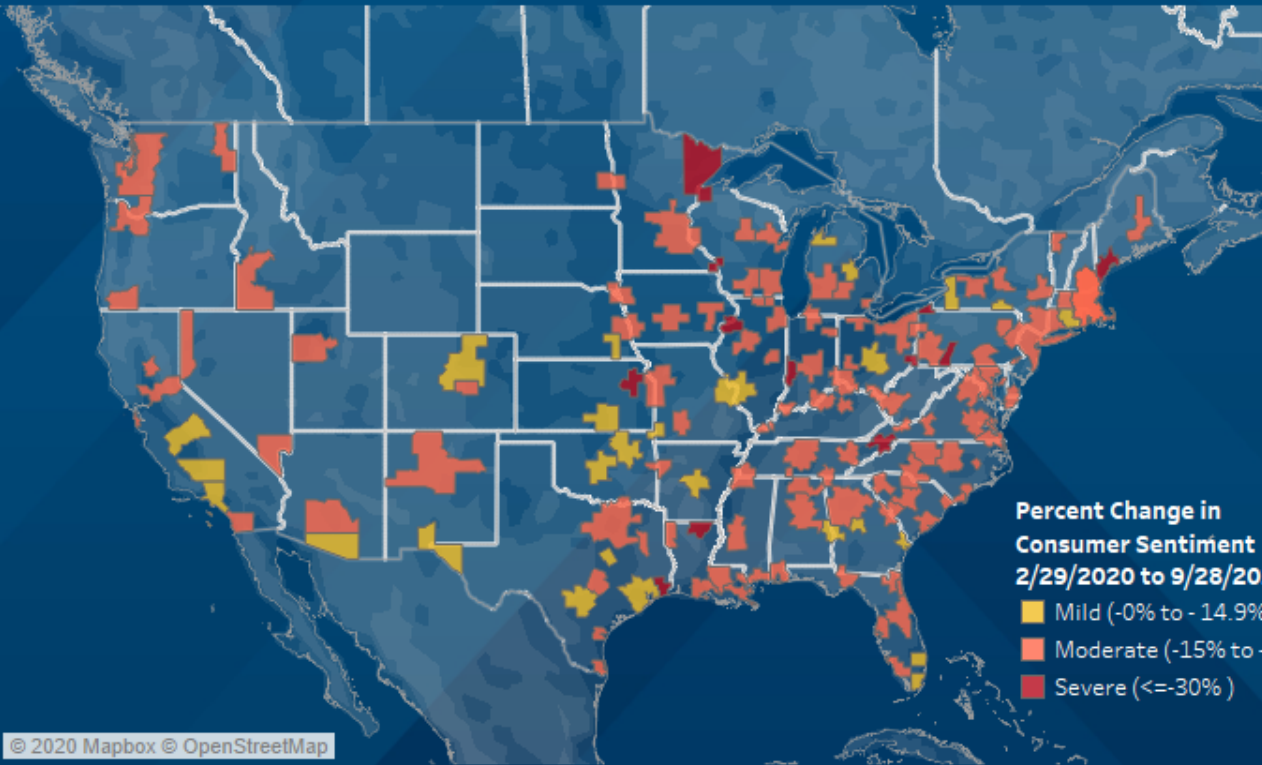
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Source: Morning Consult

CONSUMER SENTIMENT IMPROVES IN MORE MARKETS

Since February 29th

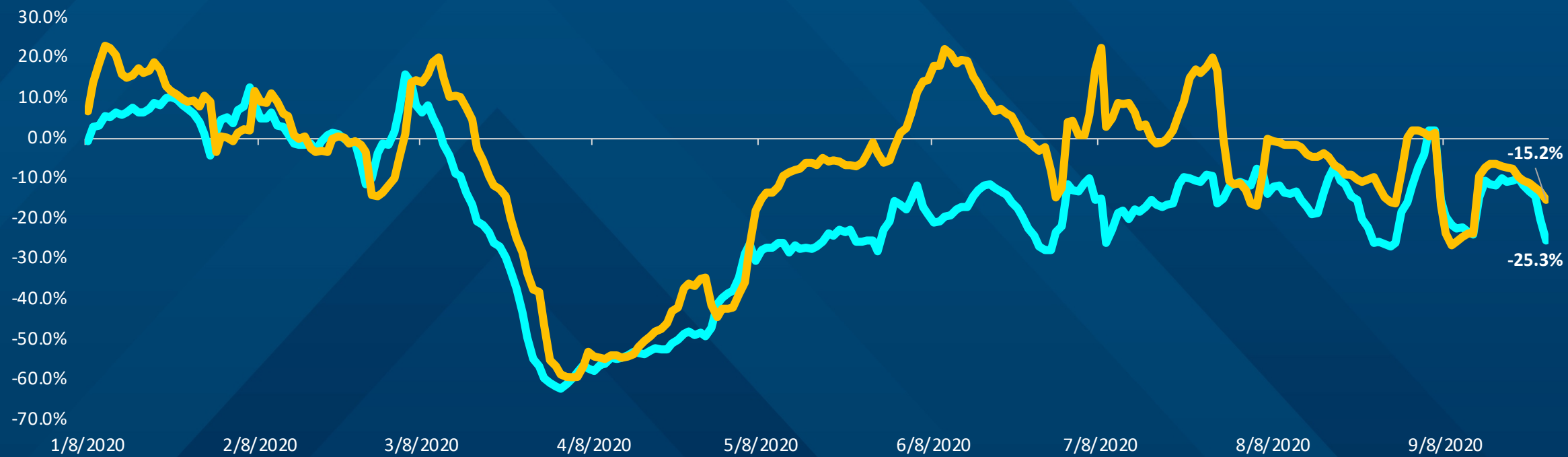
Since September 21st



RETAIL SALES RECOVERY ESTIMATES

Y/Y % Change in 7-Day Moving Average of Retail Sales

New Used



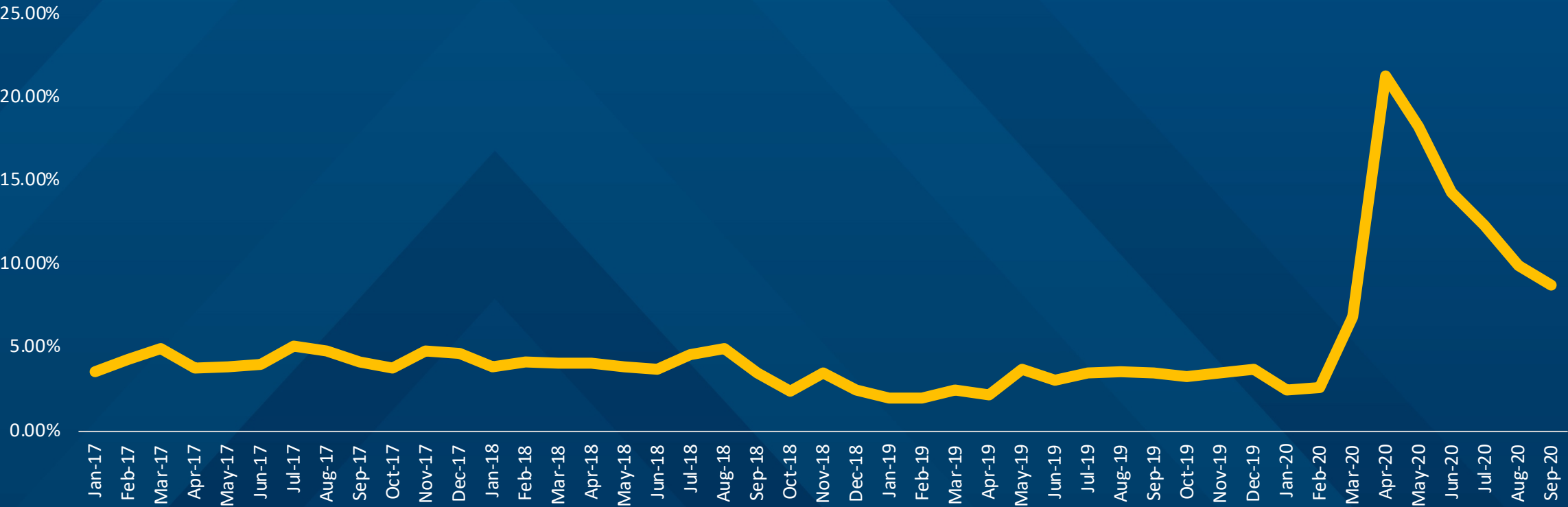
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Source: Cox Automotive

ZERO PERCENT FINANCING DOWN

0% APR Finance Share



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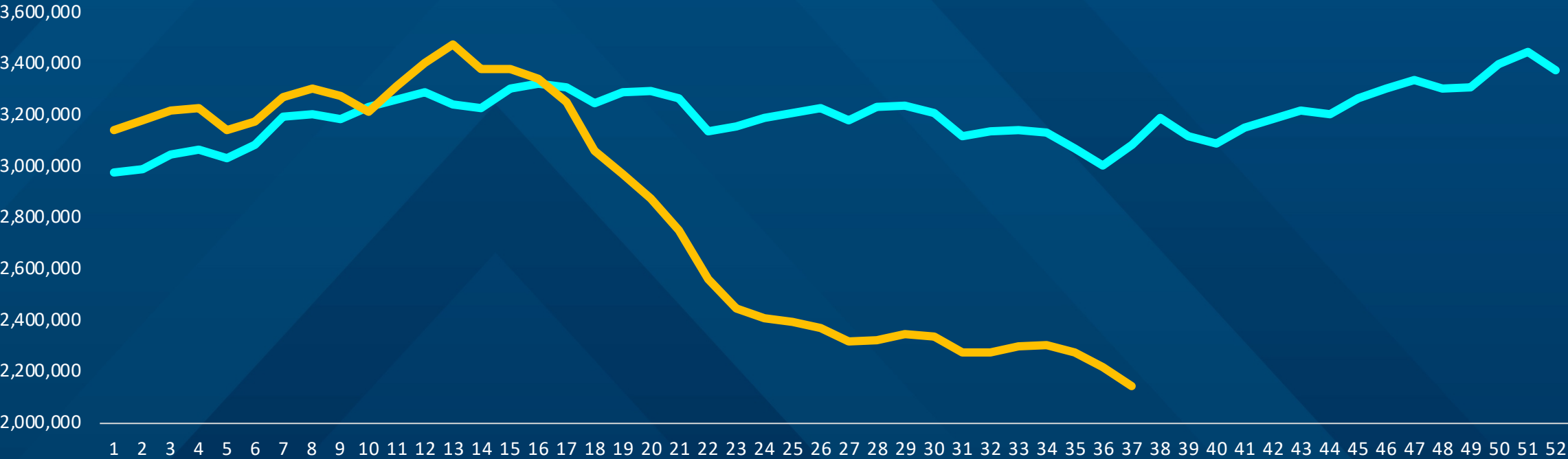
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Source: Cox Automotive

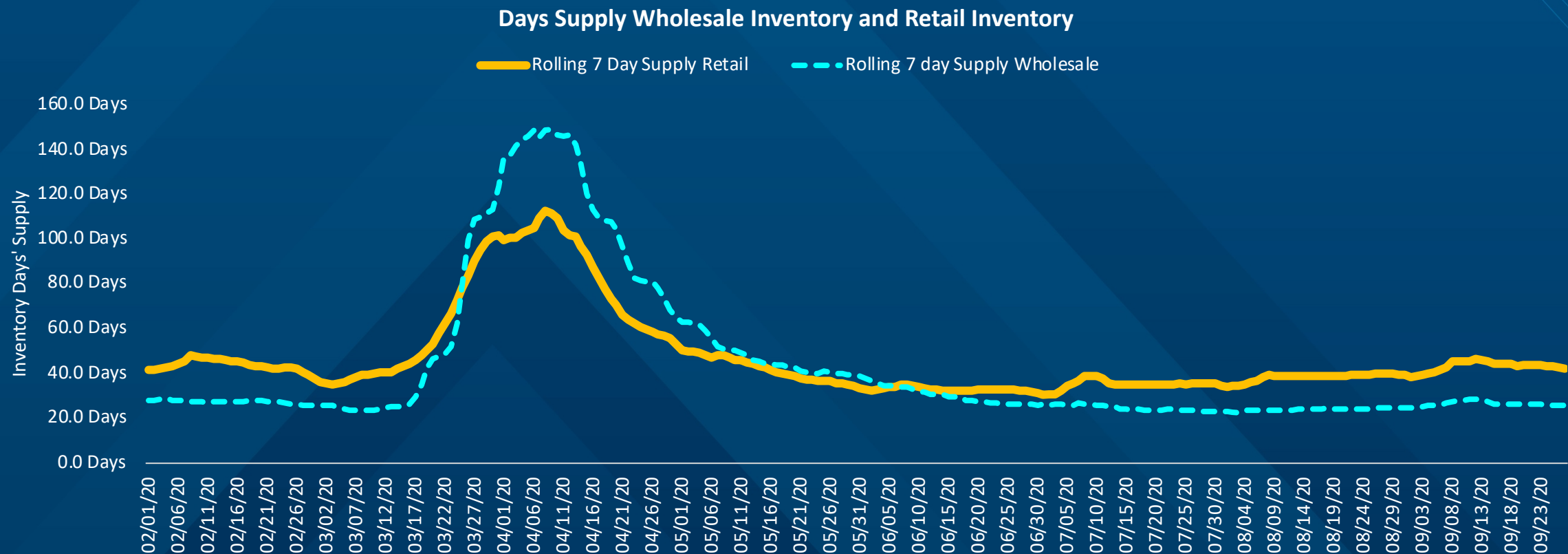
NEW SALES HAMPERED BY SUPPLY

Active New Vehicle Inventory by Week

2019 Active Inventory 2020 Active Inventory



USED SUPPLY CLOSE TO NORMAL BUT STABLE



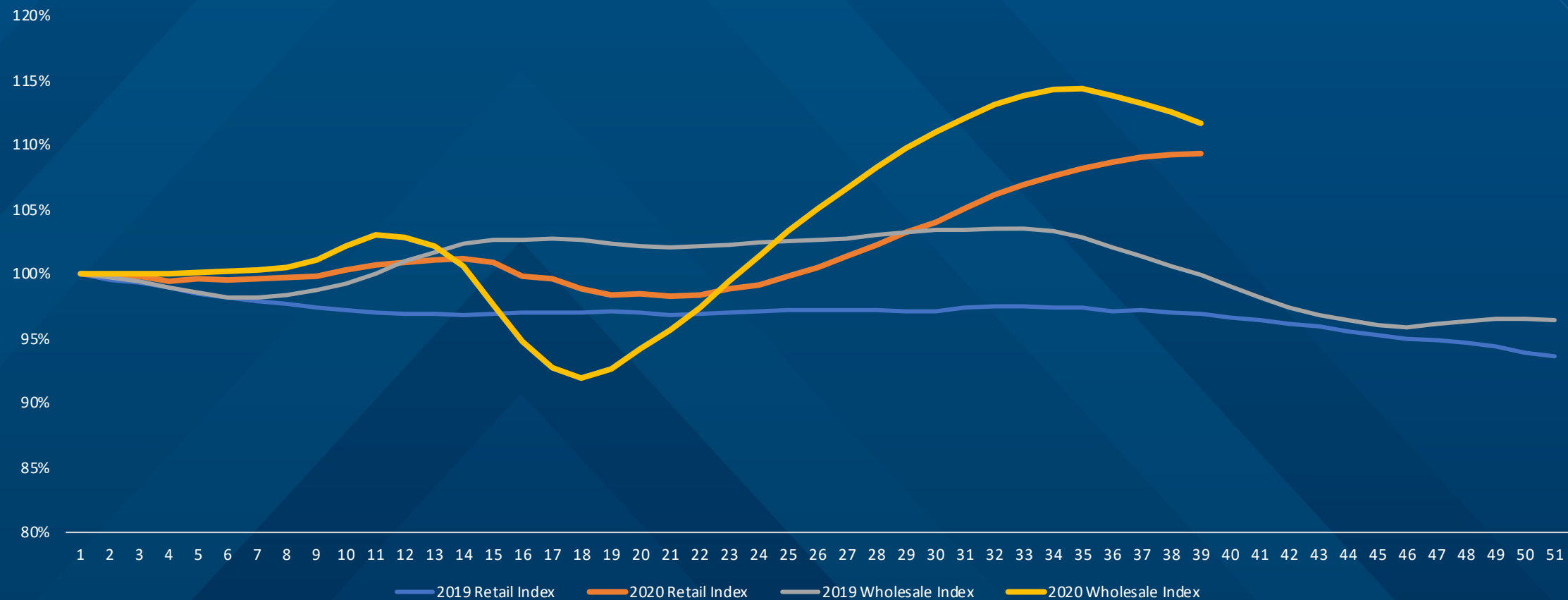
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Source: Cox Automotive

WHOLESALE USED PRICES CONTINUE DECLINING

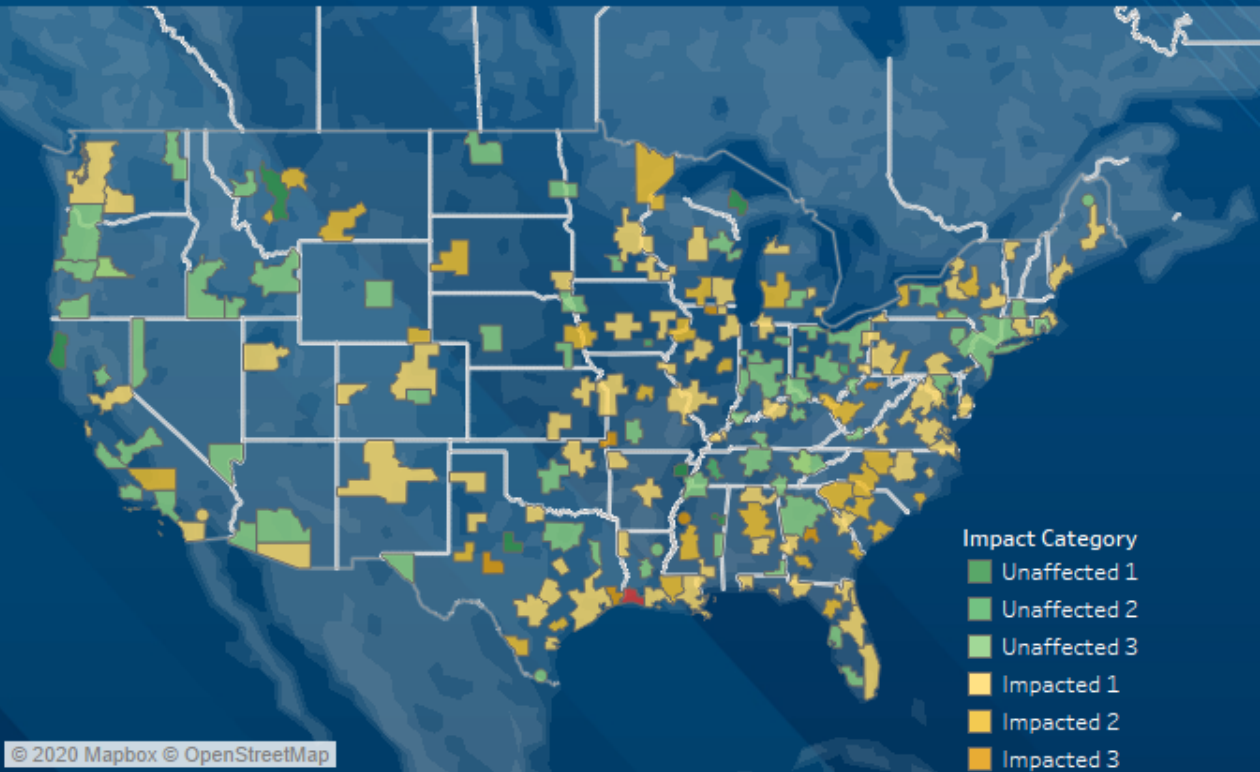
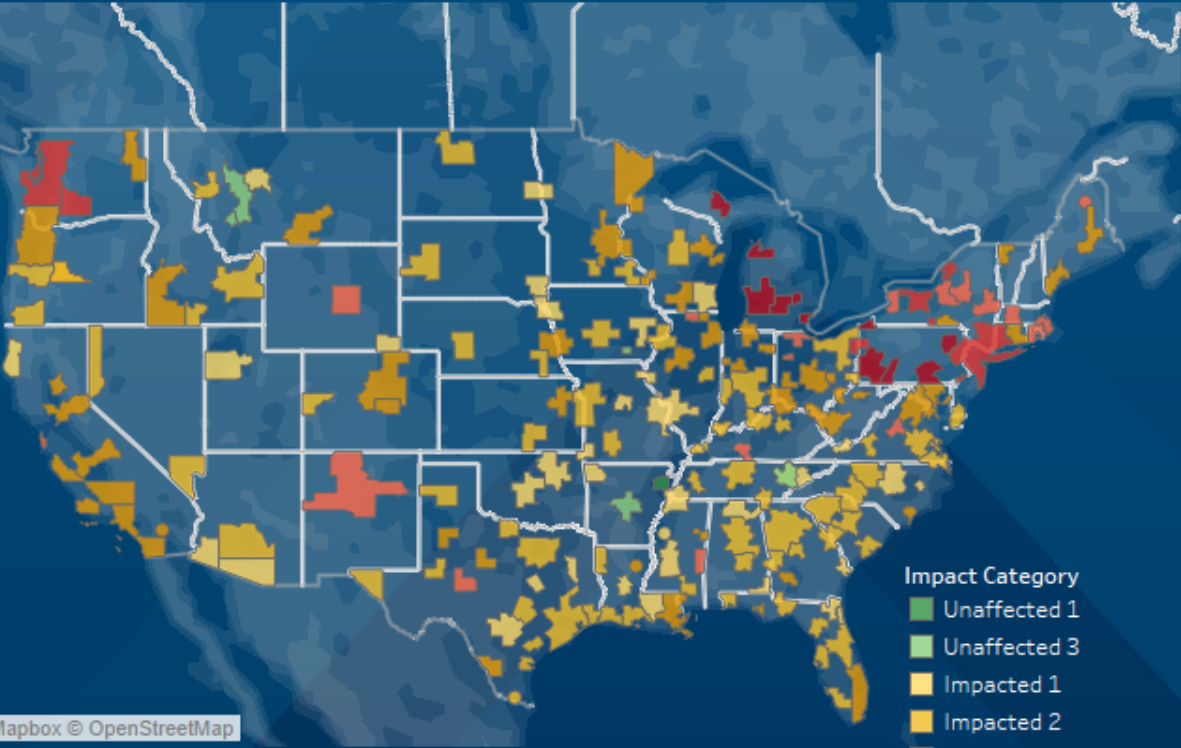
MY 2017 Retail and Wholesale Price Indices (wk1=100)



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5th

September 27th



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Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads on **Autotrader** were up 19% y/y in September through the 26th and on **Kelley Blue Book** up 39%; Autotrader has lost momentum, but Kelley Blue Book has gained
- **Dealer.com** continues to see both New and Used Vehicle Form Submissions up from last year, but used improved slightly over the weekend
- **Dealertrack** unique credit applications on same-store basis were down 18% y/y last week, which was down from the prior week
- **Xtime** saw a 11% decrease y/y last week in consumers having their cars serviced, which was a slight decline from the prior week

COX AUTOMOTIVE

Autotrader 

 CLUTCH

DEALER.COM

Dealertrack 

 F&I Express

 HOMENET
AUTOMOTIVE

 Kelley Blue Book

 Manheim

NEXTGEAR
CAPITAL

PIVET

 RideKleen

vAuto
LIVE MARKET VIEW

VinSolutions

 xtime