

December 08, 2020

COVID-19 AUTO MARKET UPDATE

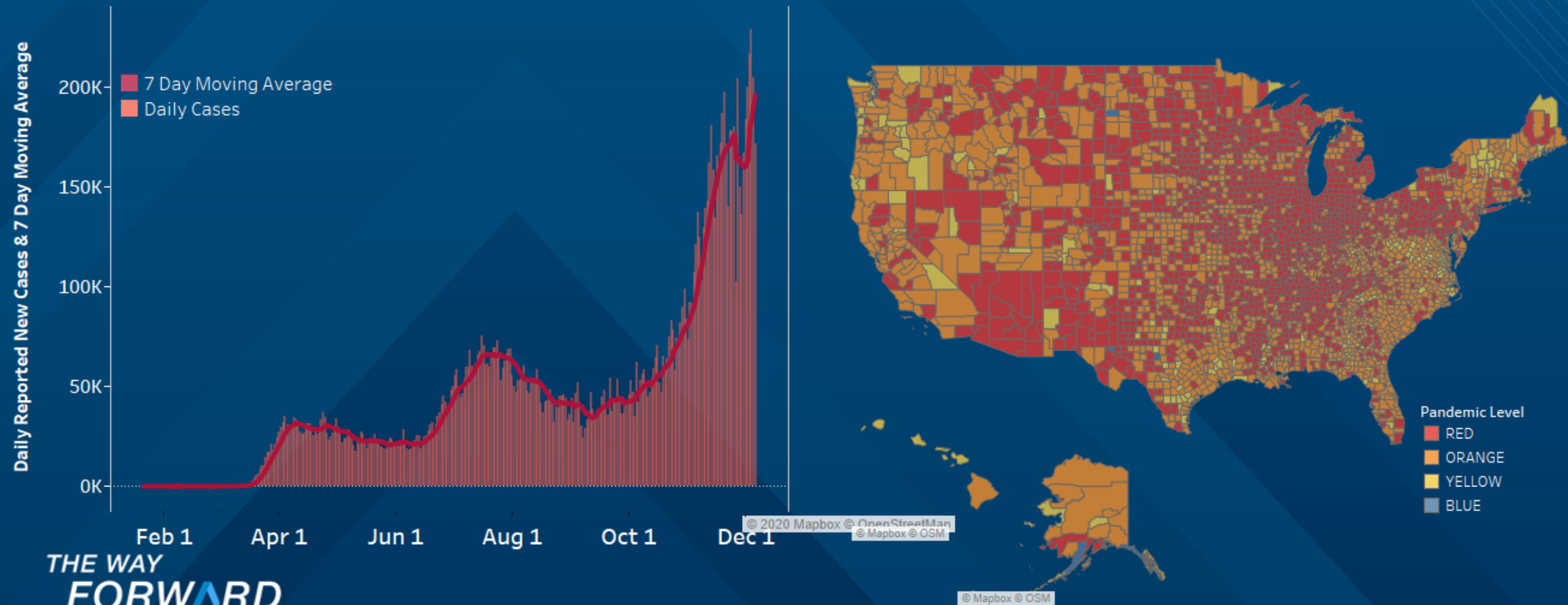
*THE WAY
FORWARD*

Driven by COX AUTOMOTIVE

Jonathan Smoke

Chief Economist, Cox Automotive

COVID-19 LOCAL IMPACT ASSESSMENT

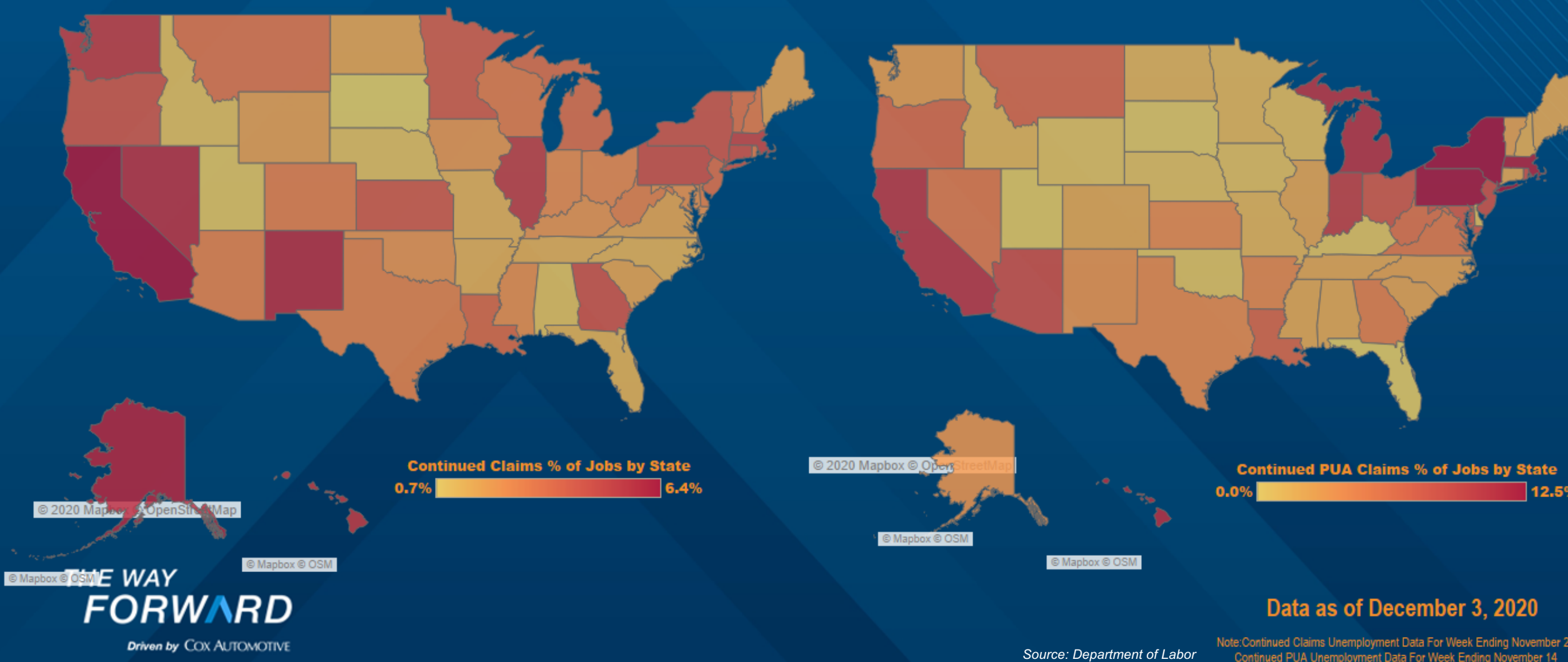


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Driven by COX AUTOMOTIVE

Source: Cox Automotive

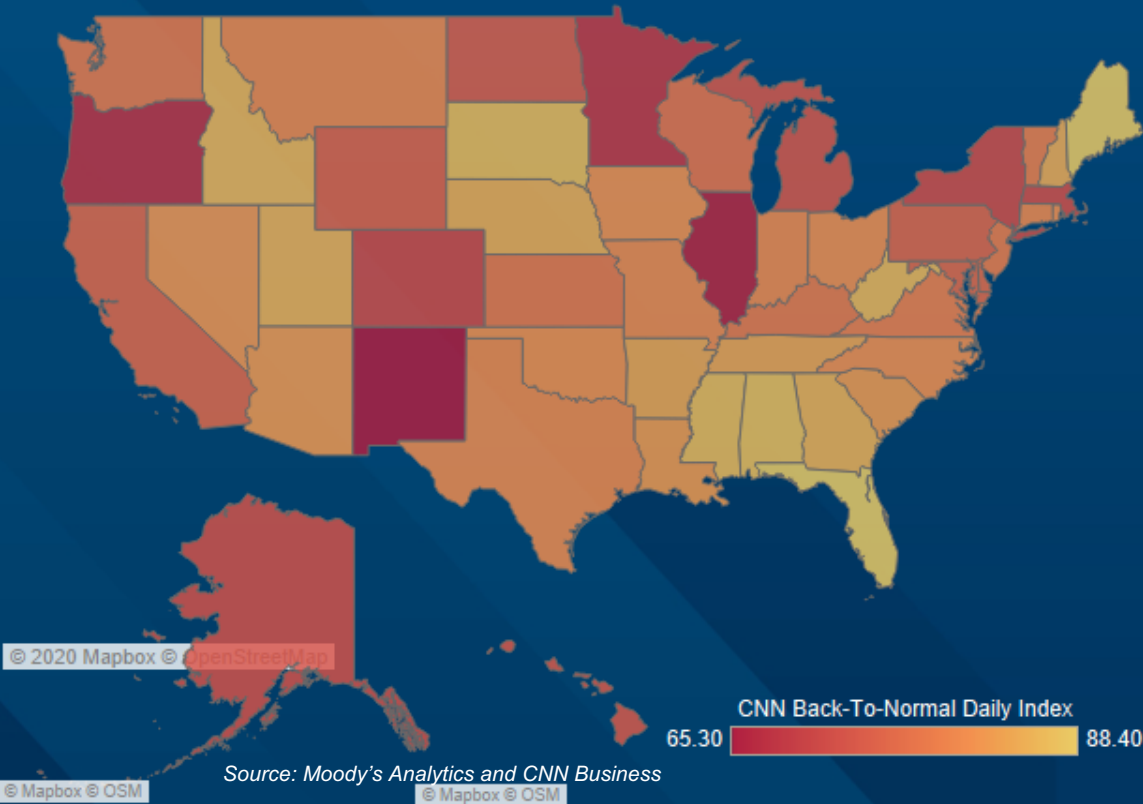
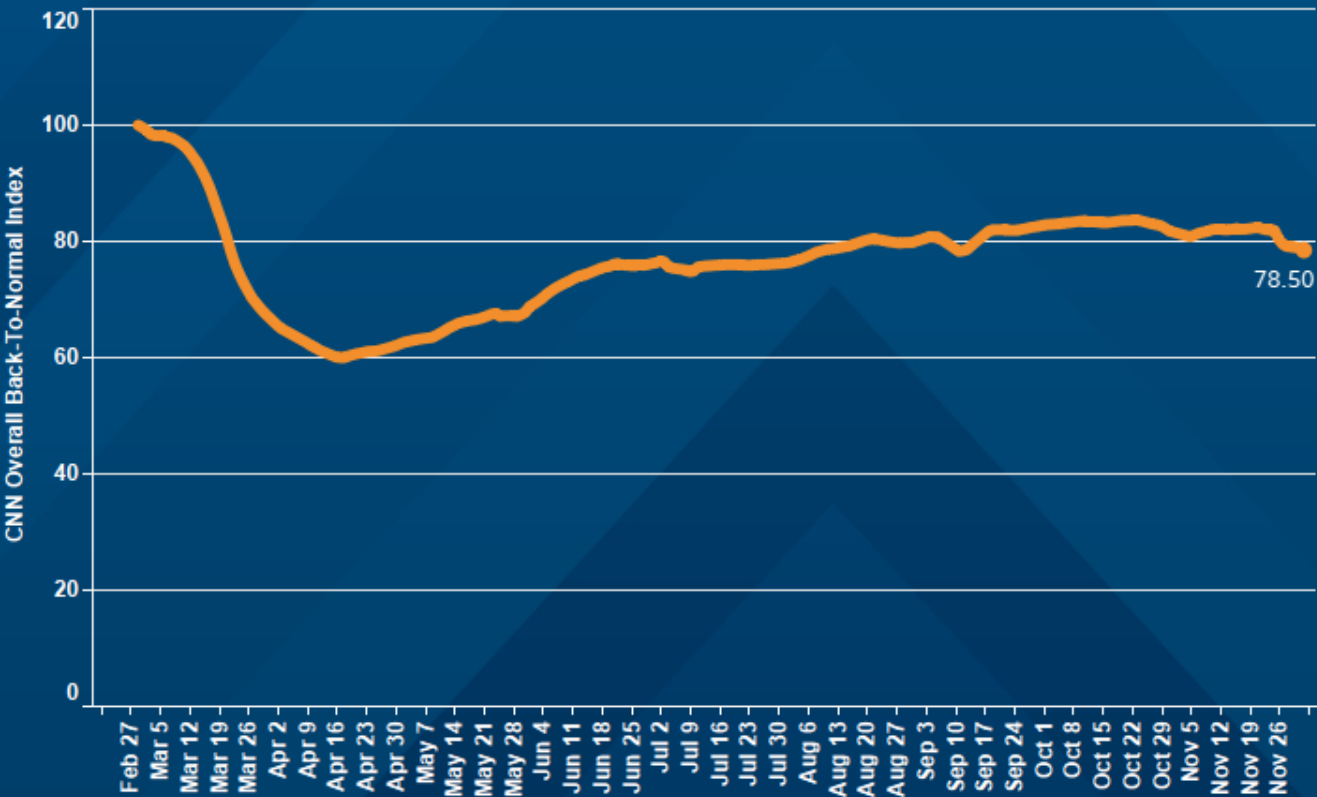
CONTINUING CLAIMS AT 5.5 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES DOWN LAST WEEK

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

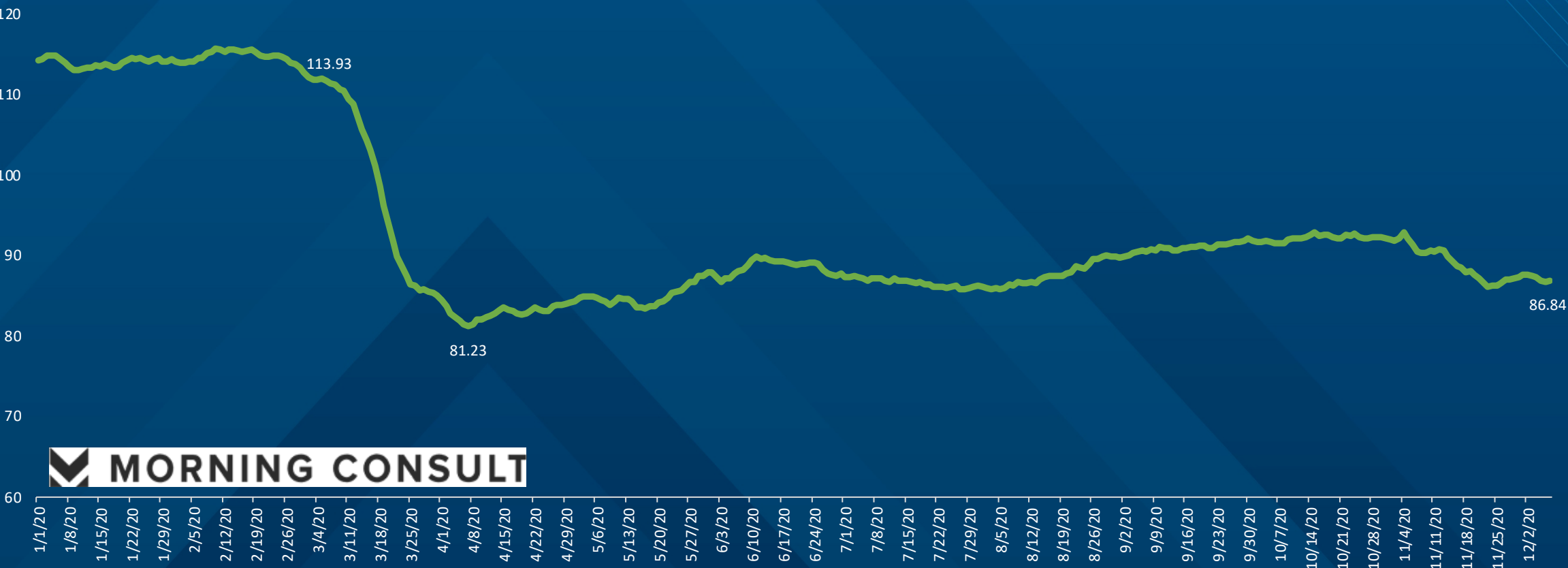
Data as of December 2, 2020



CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 23.4% since February 29

ICS Value (7-Day Average)



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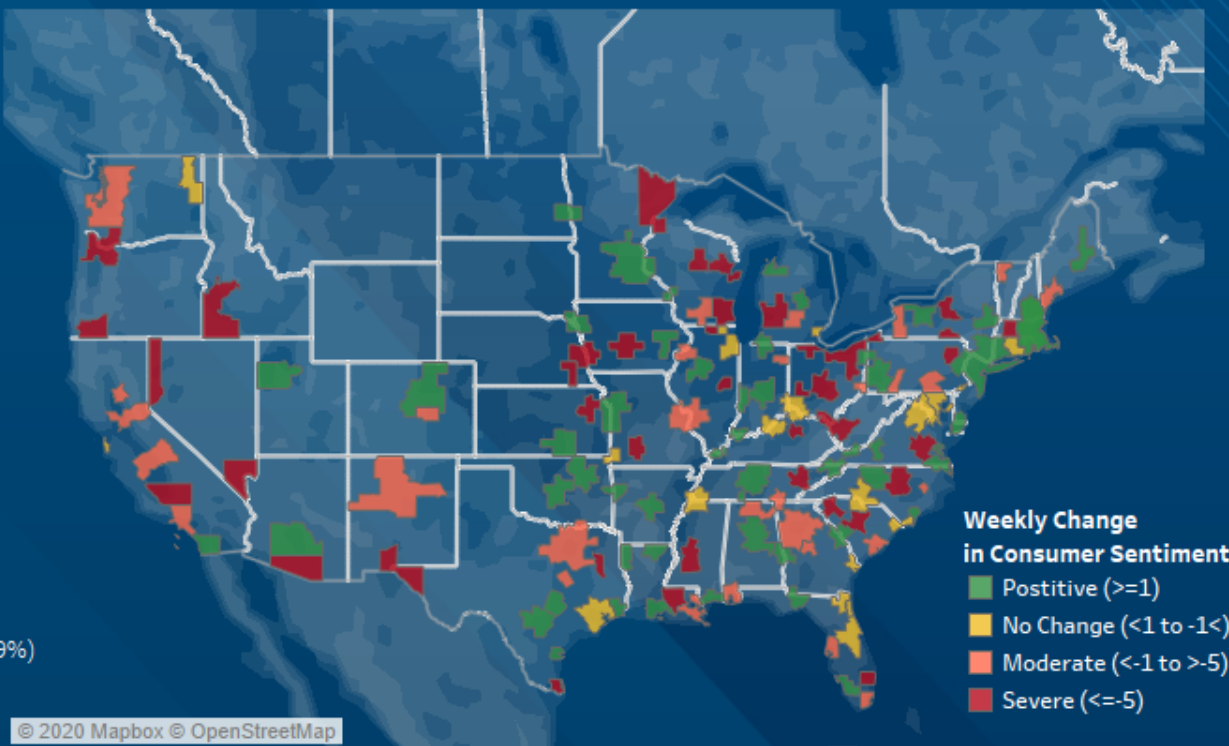
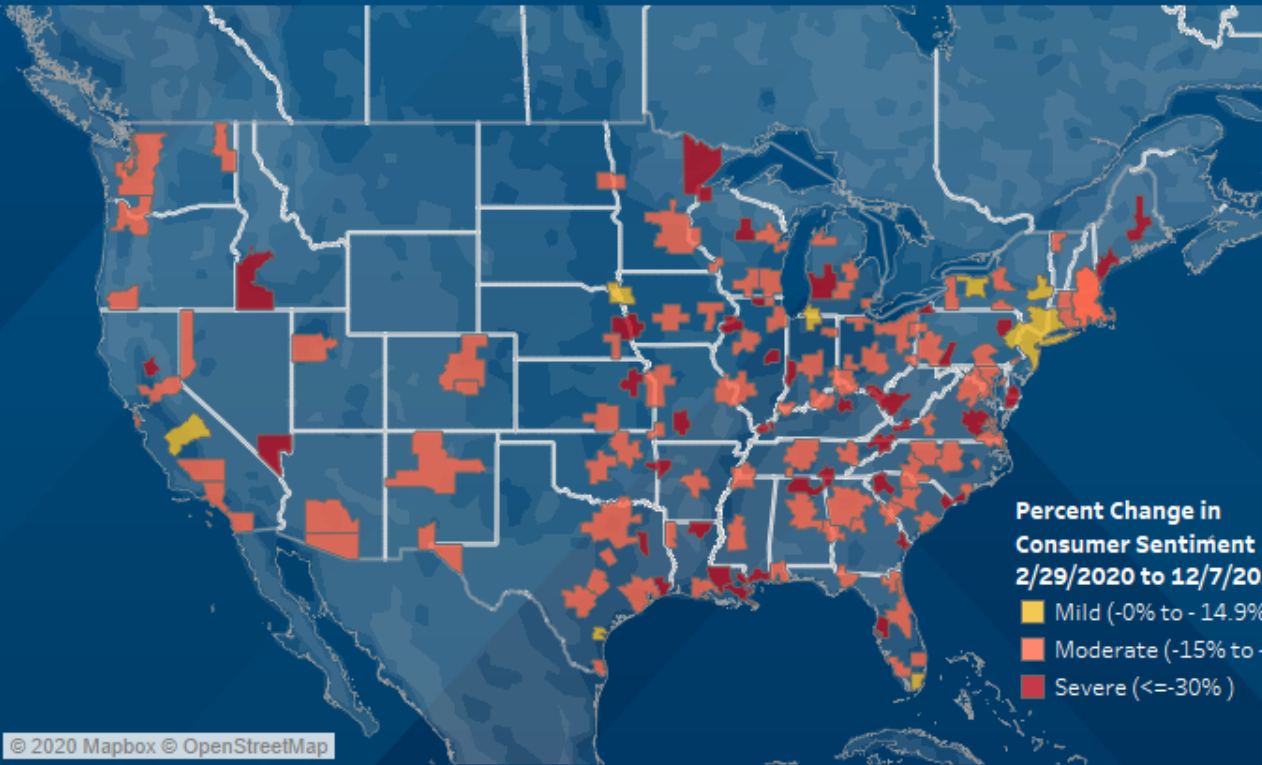
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Source: Morning Consult

CONSUMER SENTIMENT DECLINES IN MORE MARKETS

Since February 29th

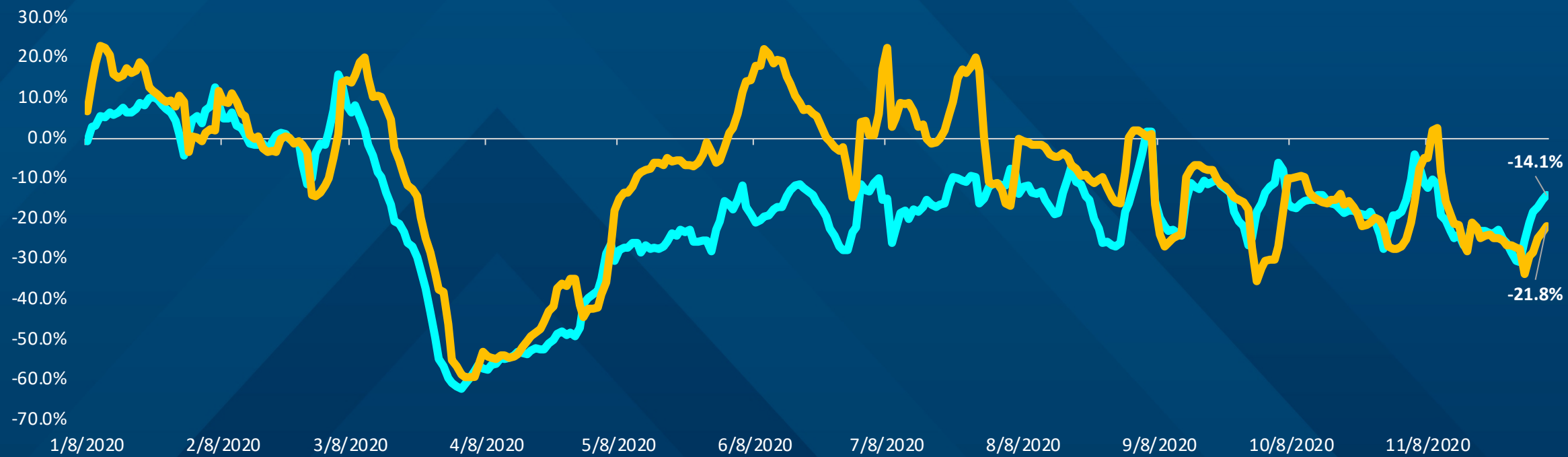
Since November 30th



RETAIL SALES RECOVERY ESTIMATES

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

New Used



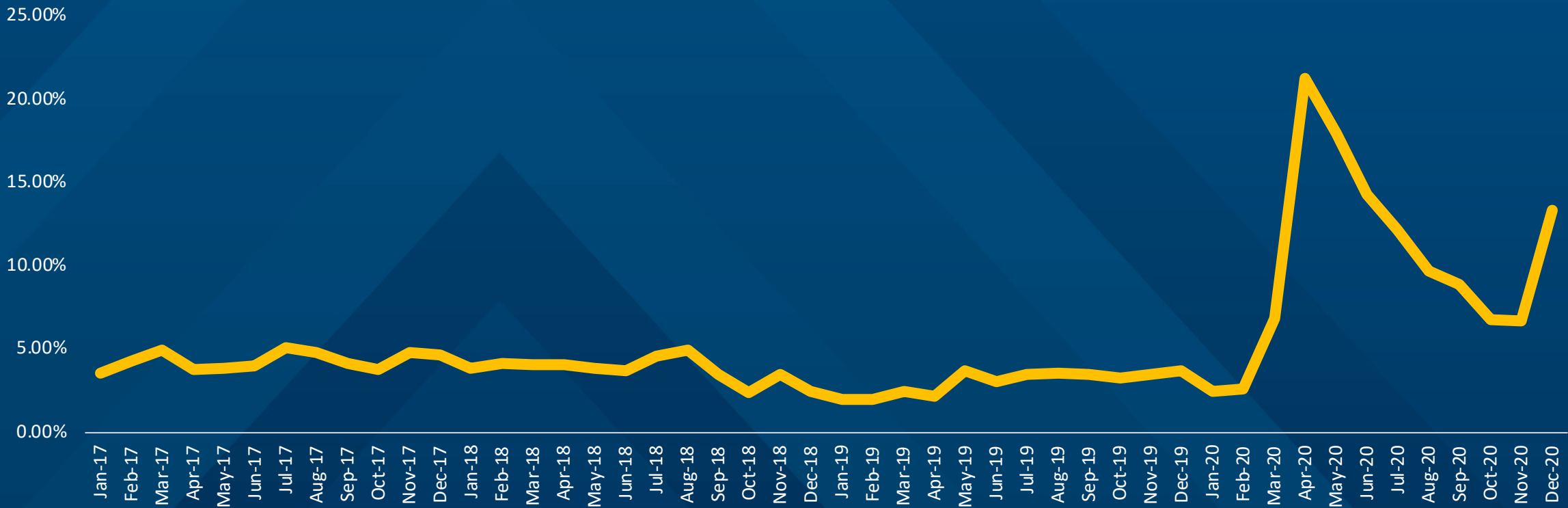
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Source: Cox Automotive

ZERO PERCENT FINANCING UP TO START THE MONTH

0% APR Finance Share



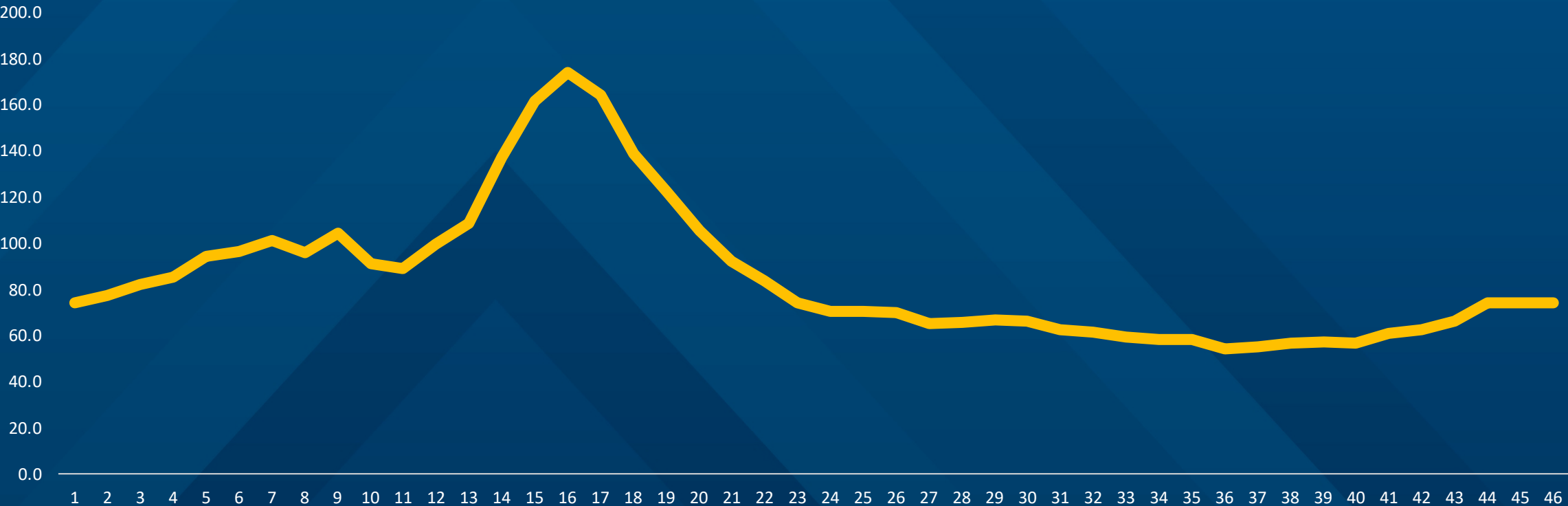
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Source: Cox Automotive

NEW SUPPLY FLAT LAST WEEK

New Vehicle Days' Supply



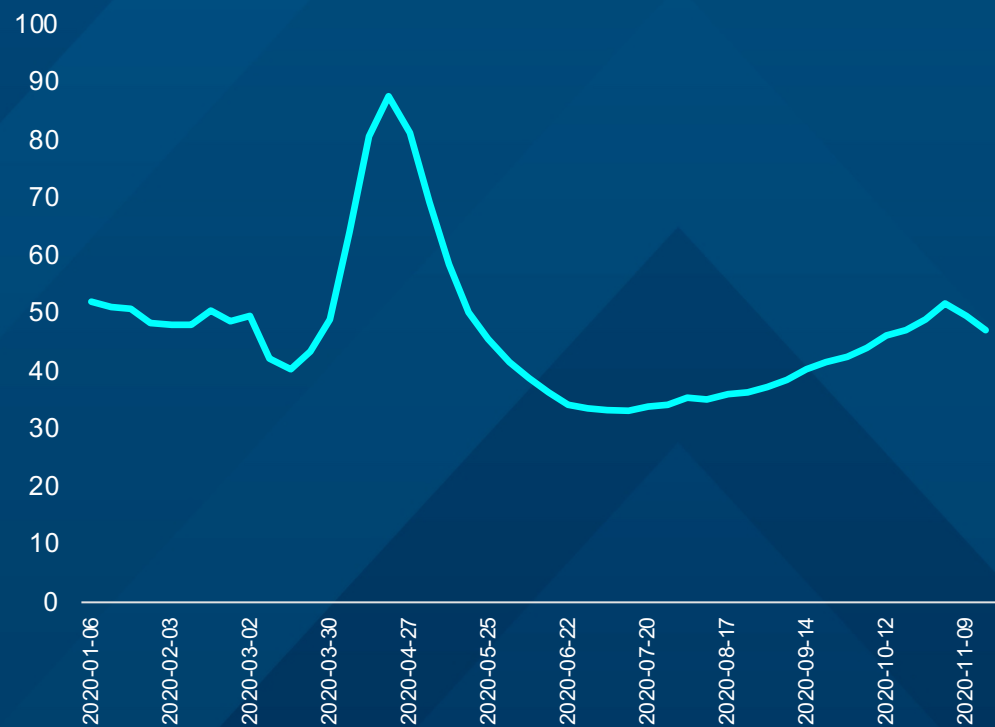
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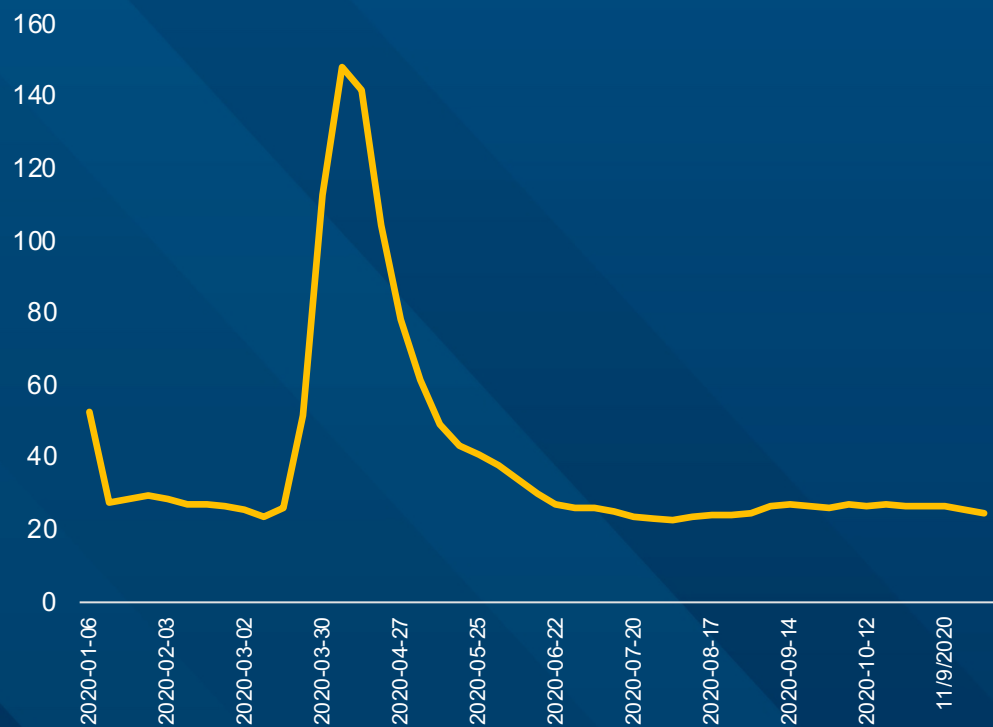
Source: Cox Automotive

USED RETAIL SUPPLY

Days of **Retail** Supply Available



Days of **Wholesale** Supply Available

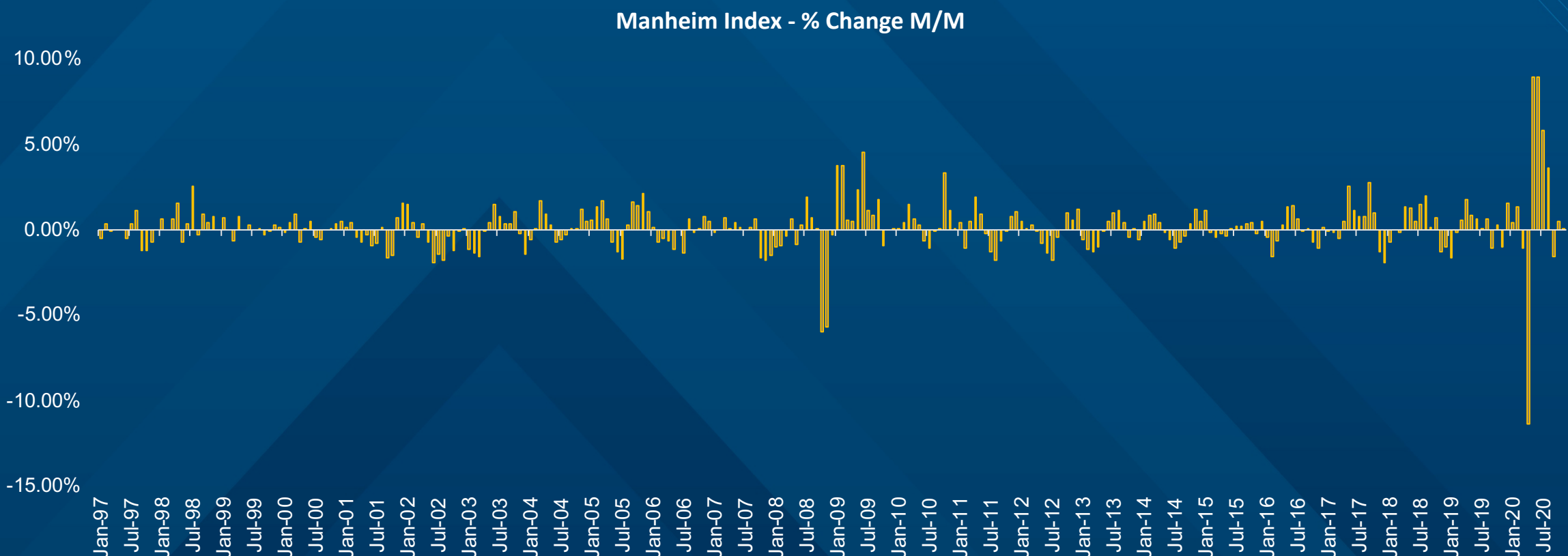


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Source: Cox Automotive

WHOLESALE PRICES DECLINE ON A TYPICAL SEASONAL PATTERN



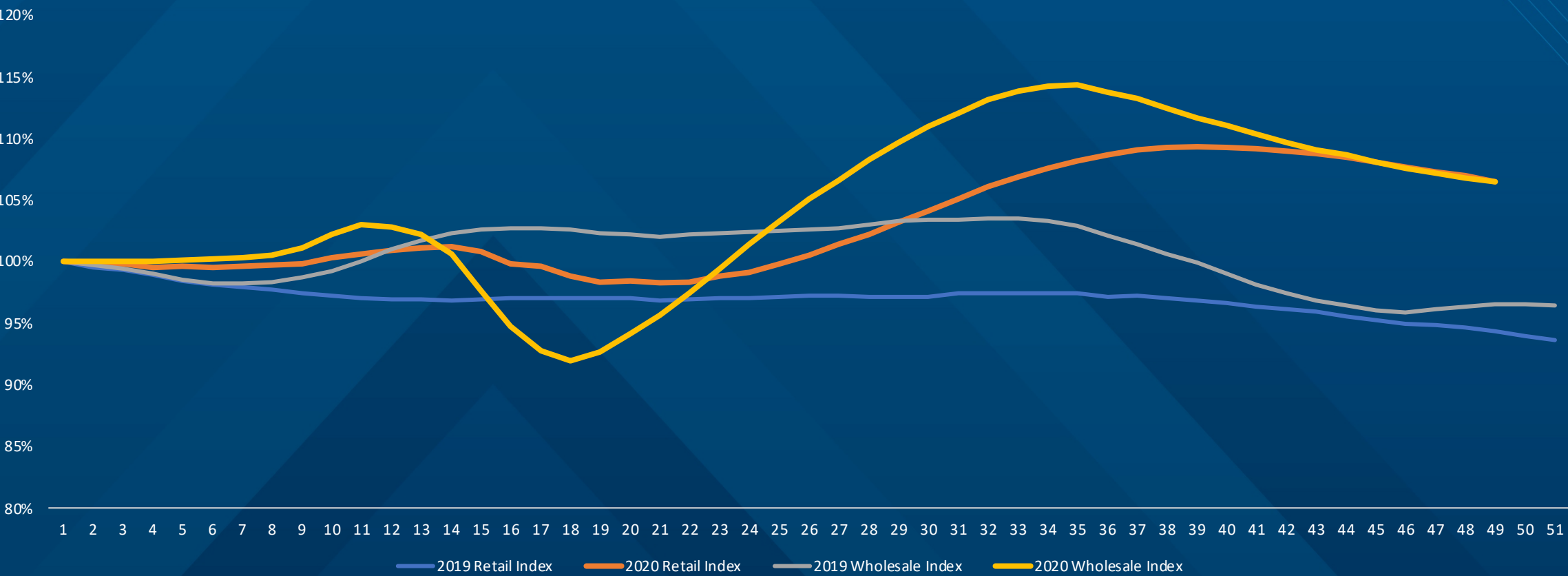
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Source: Cox Automotive

USED PRICES CONTINUE DECLINE

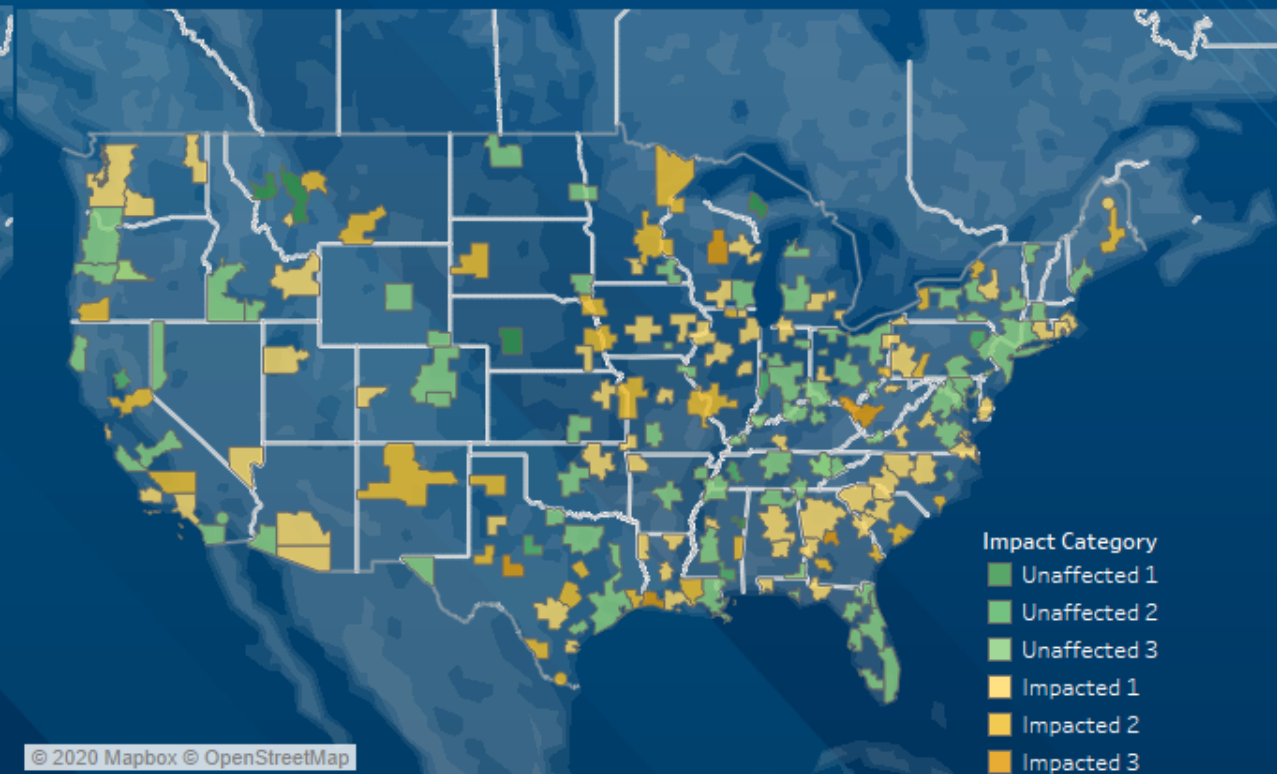
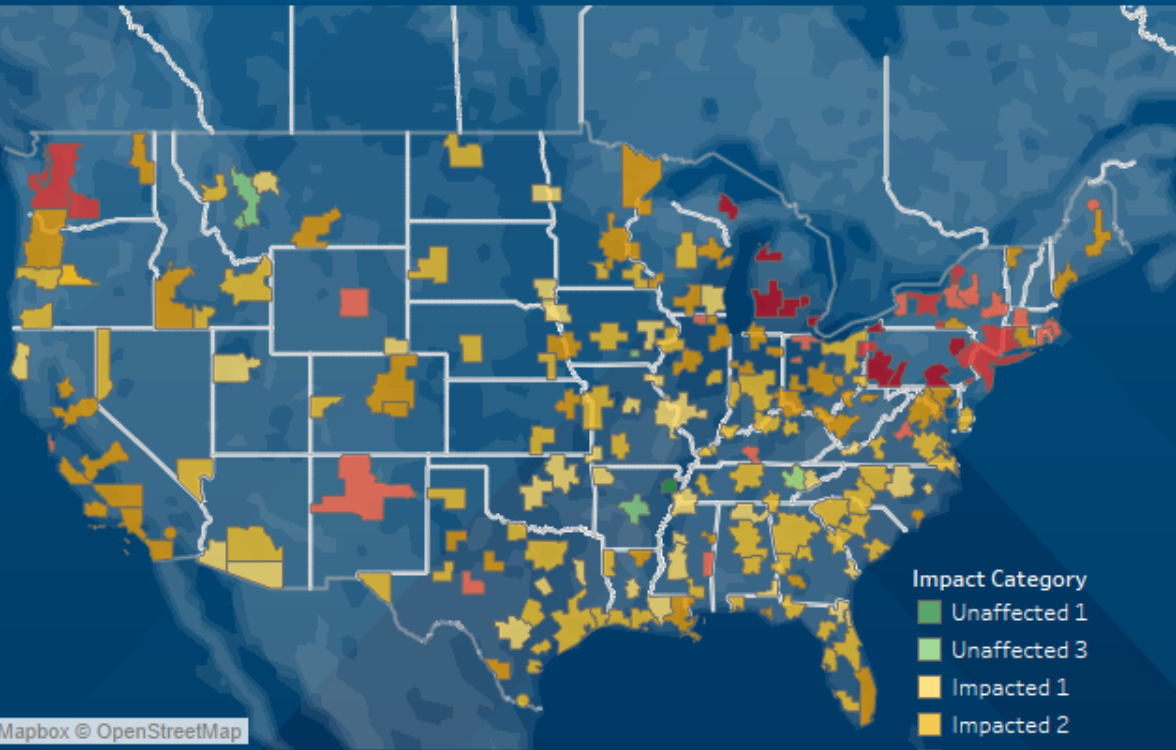
MY 2017 Retail and Wholesale Price Indices (wk1=100)



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5th

December 6th



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Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads on **Autotrader** were up 12% y/y through December 5 and on **Kelley Blue Book** up 26%; both gained momentum last week
- **Dealertrack** unique credit applications on same-store basis were down 16% y/y last week, which was an increase from the prior week
- **Xtime** saw a 10% decline y/y last week in consumers having their cars serviced, which was an improvement 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