

January 26, 2021

COVID-19 AUTO MARKET UPDATE

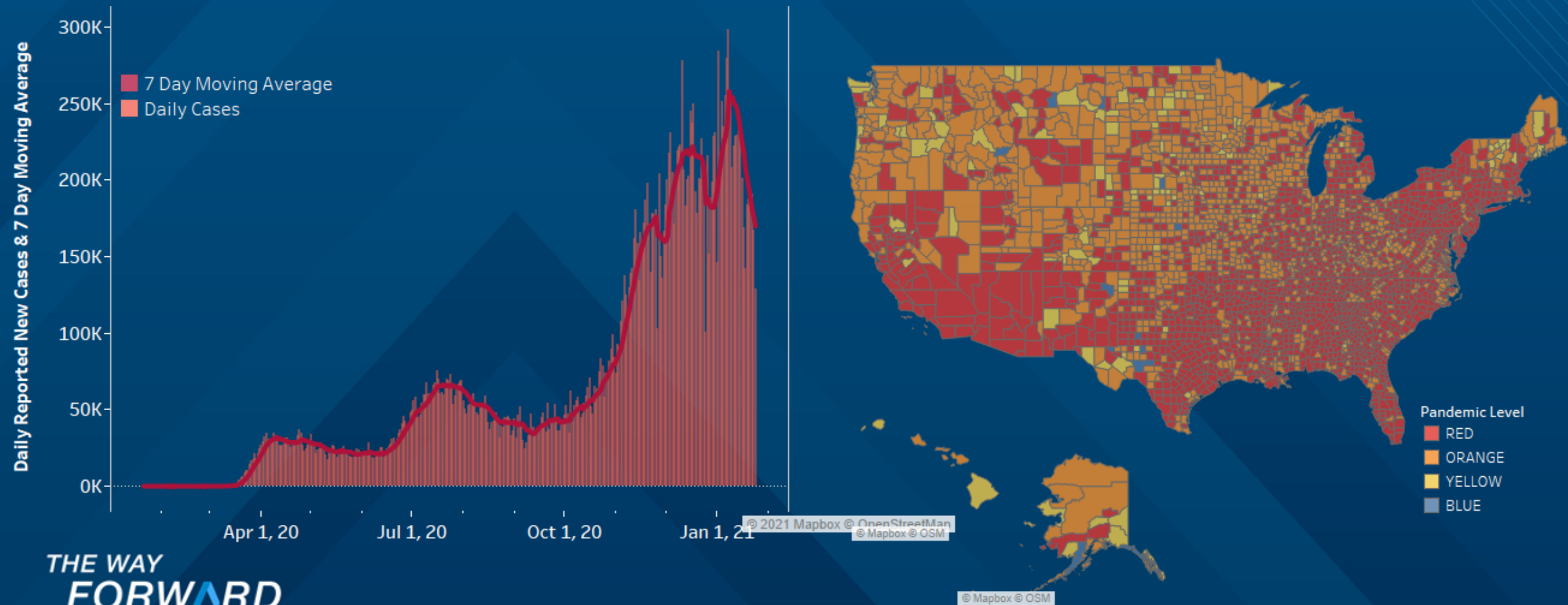
*THE WAY
FORWARD*

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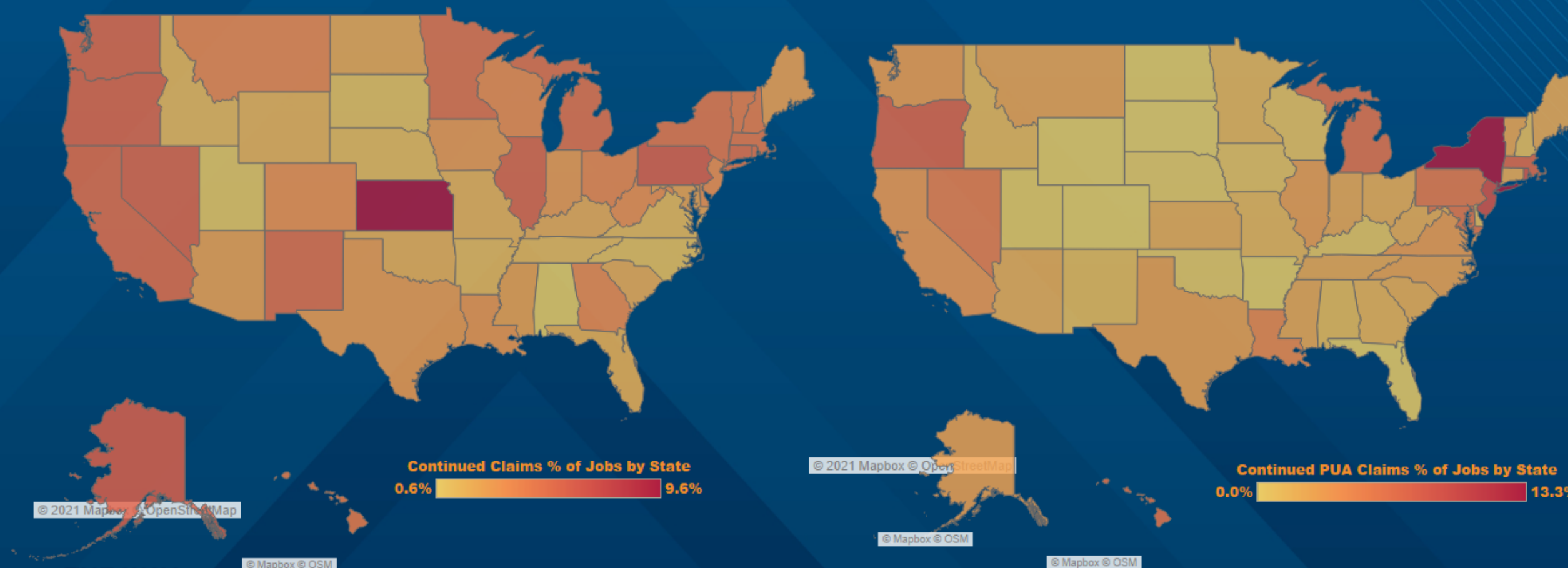
Jonathan Smoke

Chief Economist, Cox Automotive

COVID-19 LOCAL IMPACT ASSESSMENT



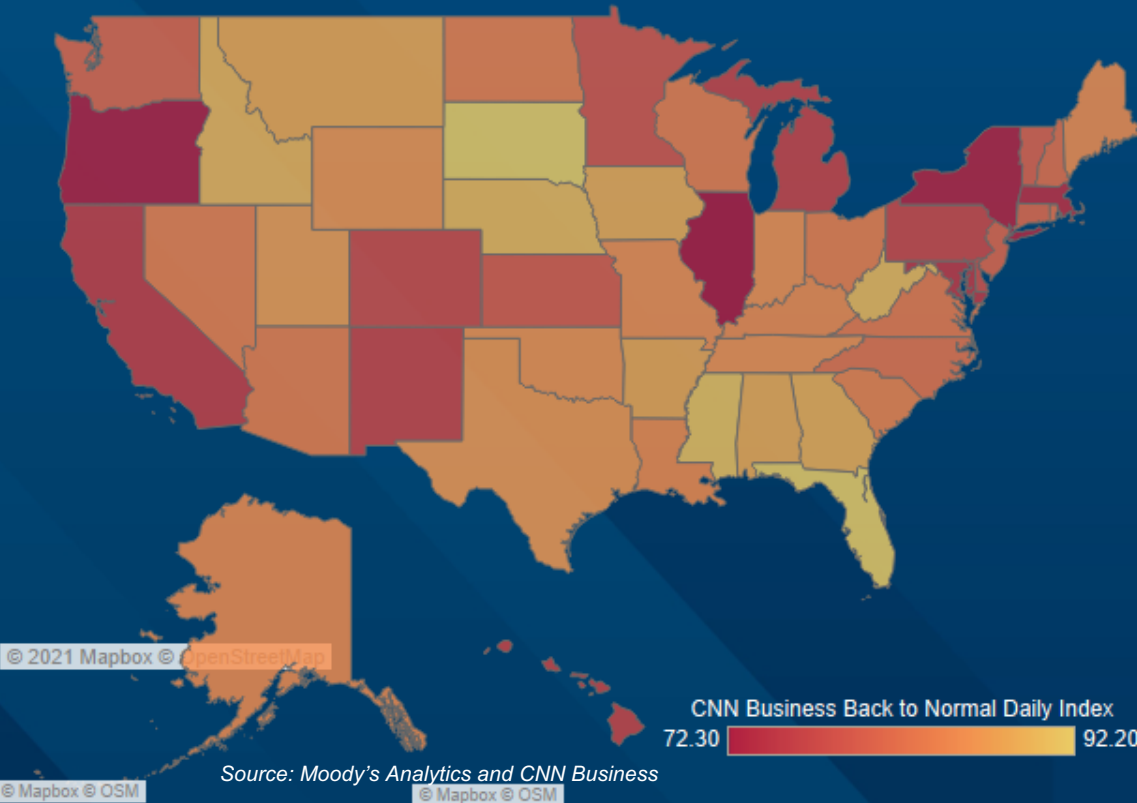
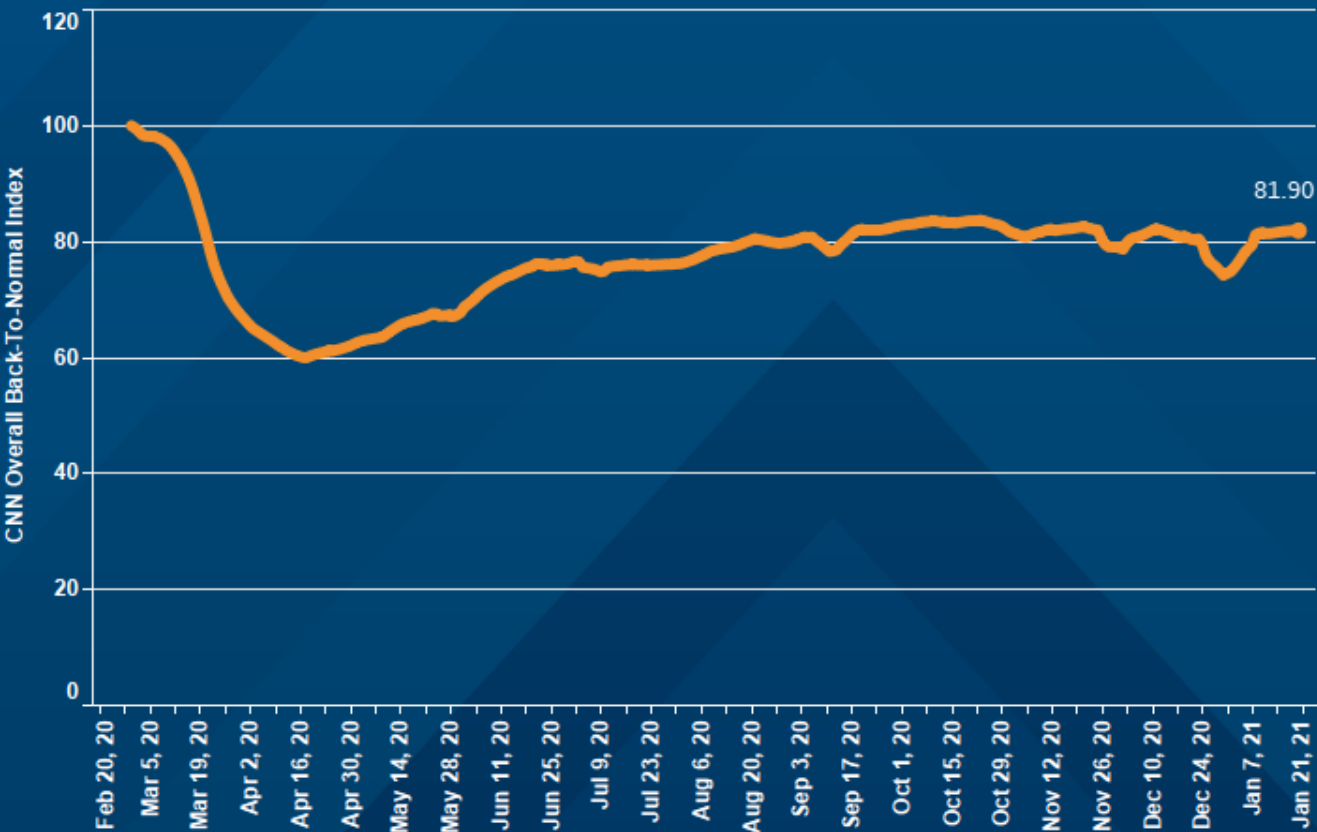
CONTINUING CLAIMS AT 5.1 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES UP LAST WEEK

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

Data as of January 25, 2021

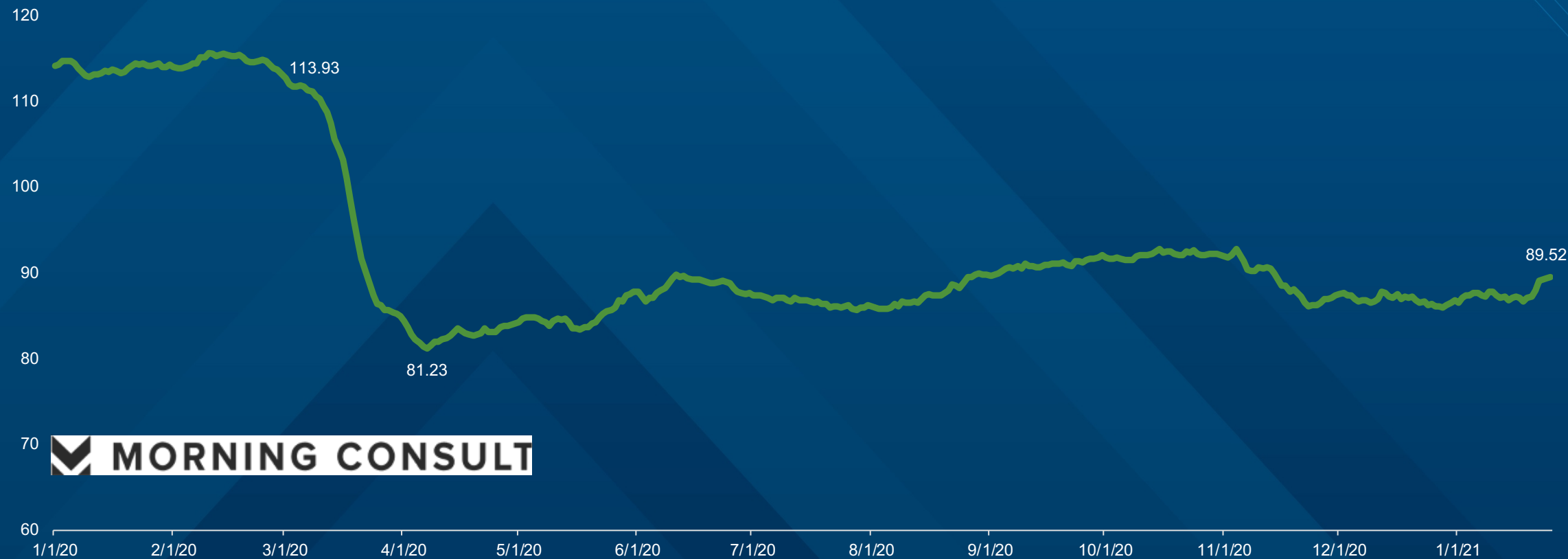


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CONSUMER SENTIMENT INCREASED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 21.0% since February 29

ICS Value (7-Day Average)



MORNING CONSULT

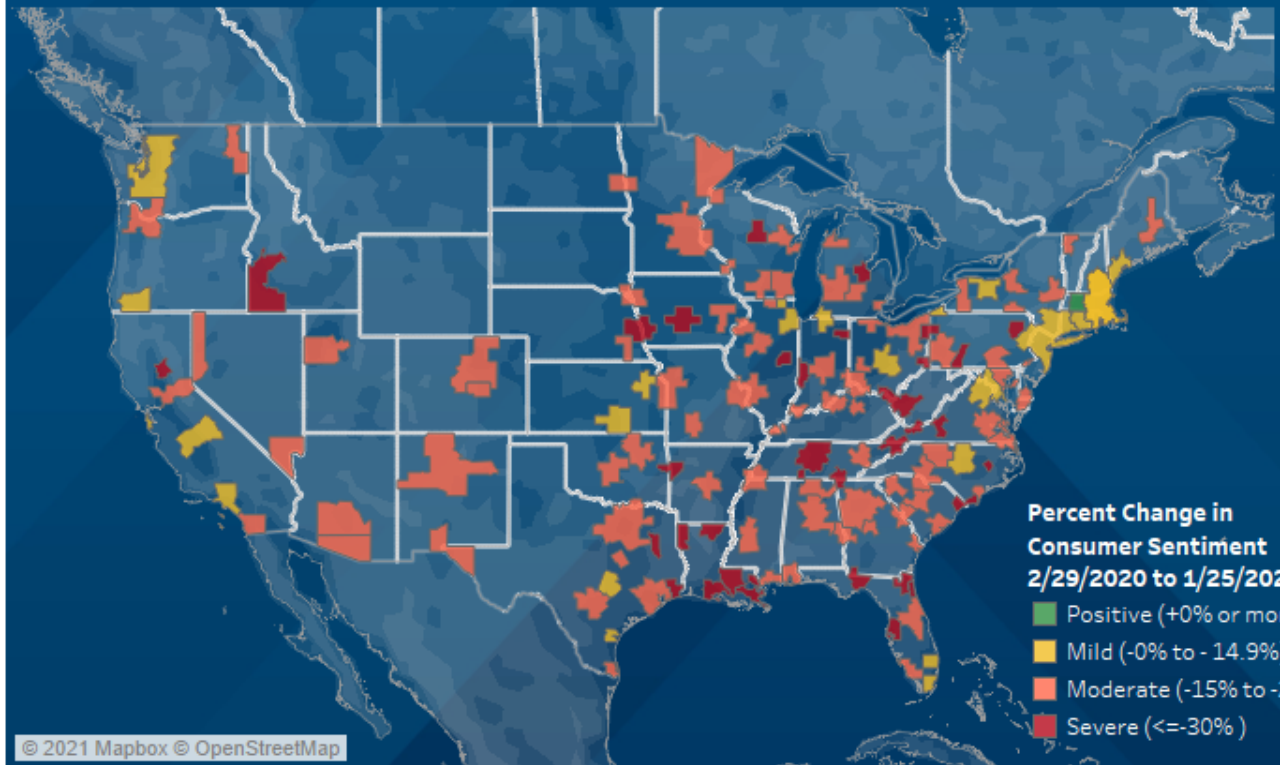
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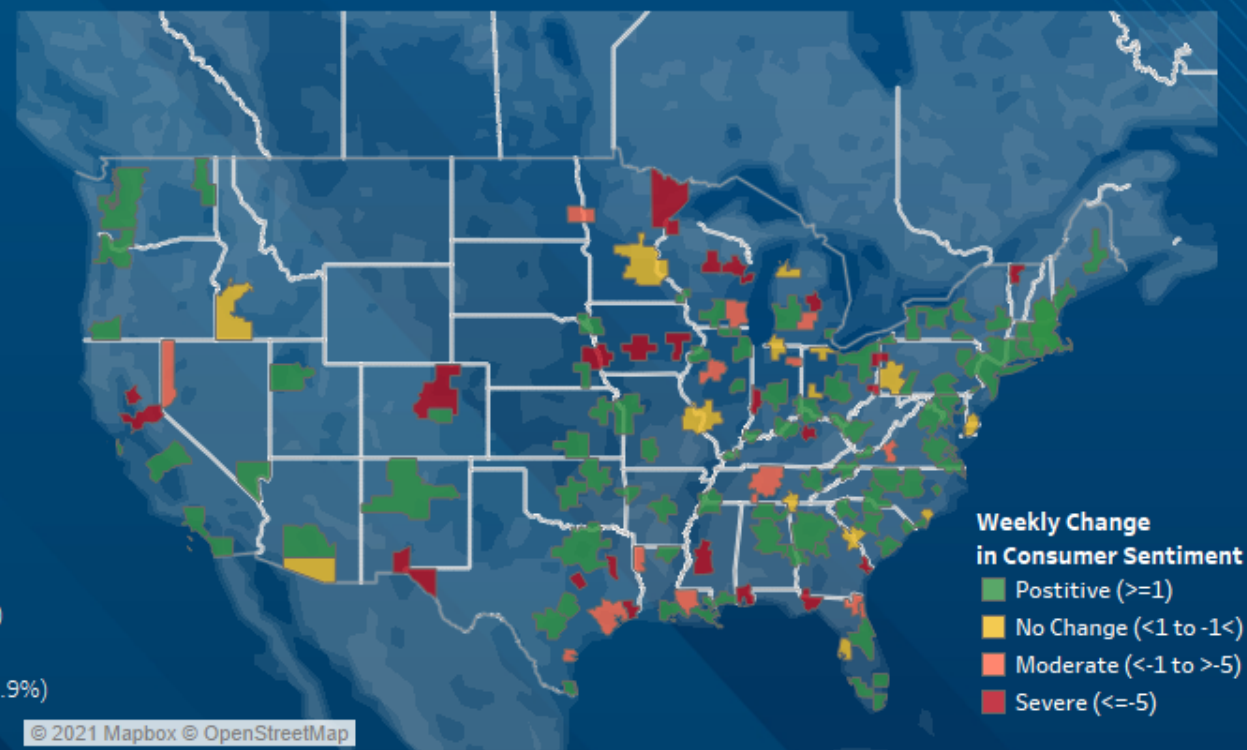
Source: Morning Consult

CONSUMER SENTIMENT IMPROVES IN MORE MARKETS

Since February 29th



Since January 18th



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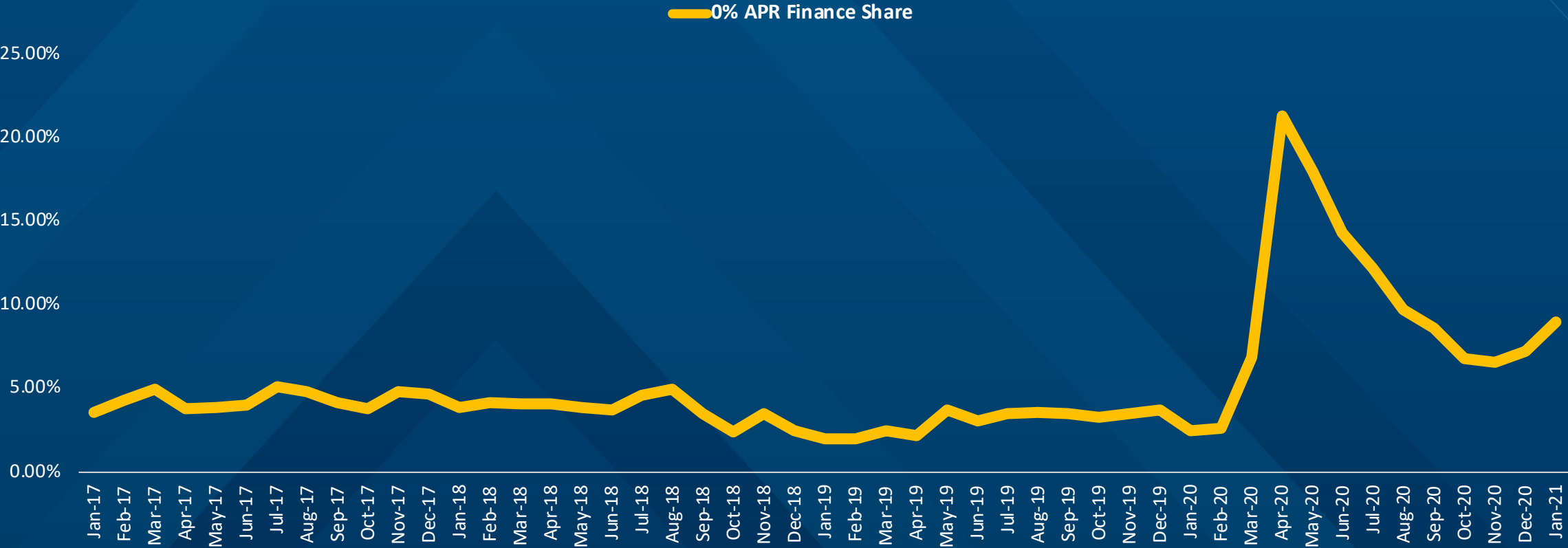
Source: Morning Consult

RETAIL SALES ESTIMATES

Y/Y % Change in Retail Sales by Week in Weeks 2-10



ZERO PERCENT FINANCING UP TO START THE YEAR



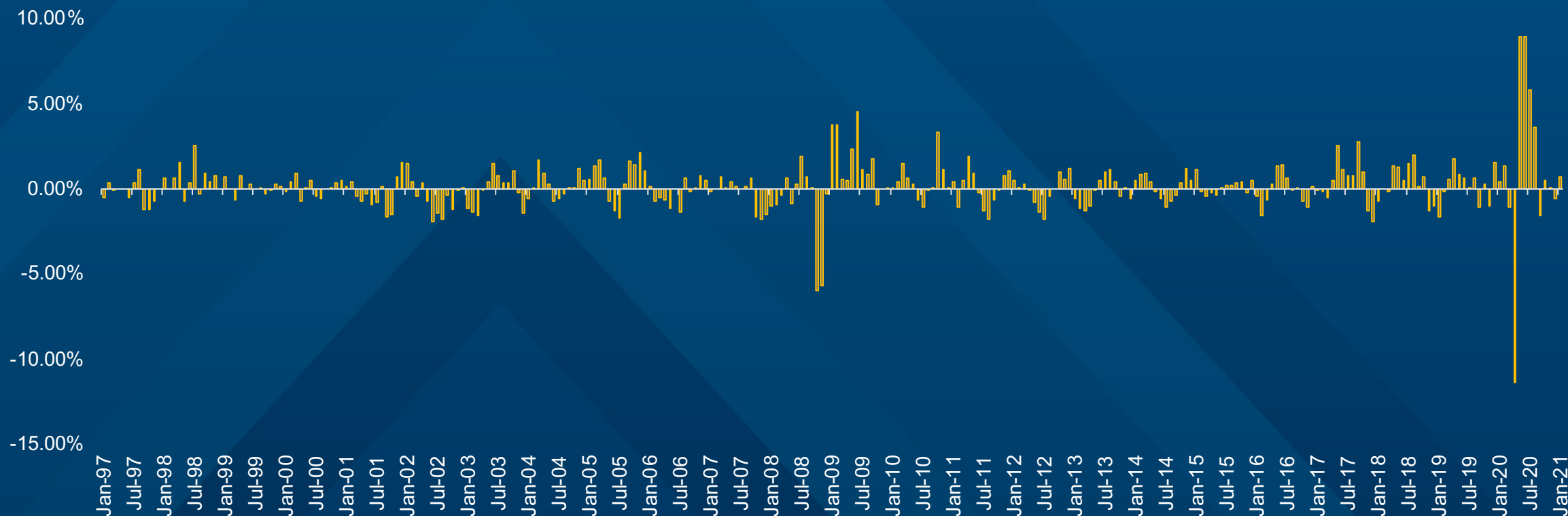
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Source: Cox Automotive

WHOLESALE PRICES INCREASE IN THE FIRST HALF OF JANUARY

Manheim Index - % Change M/M



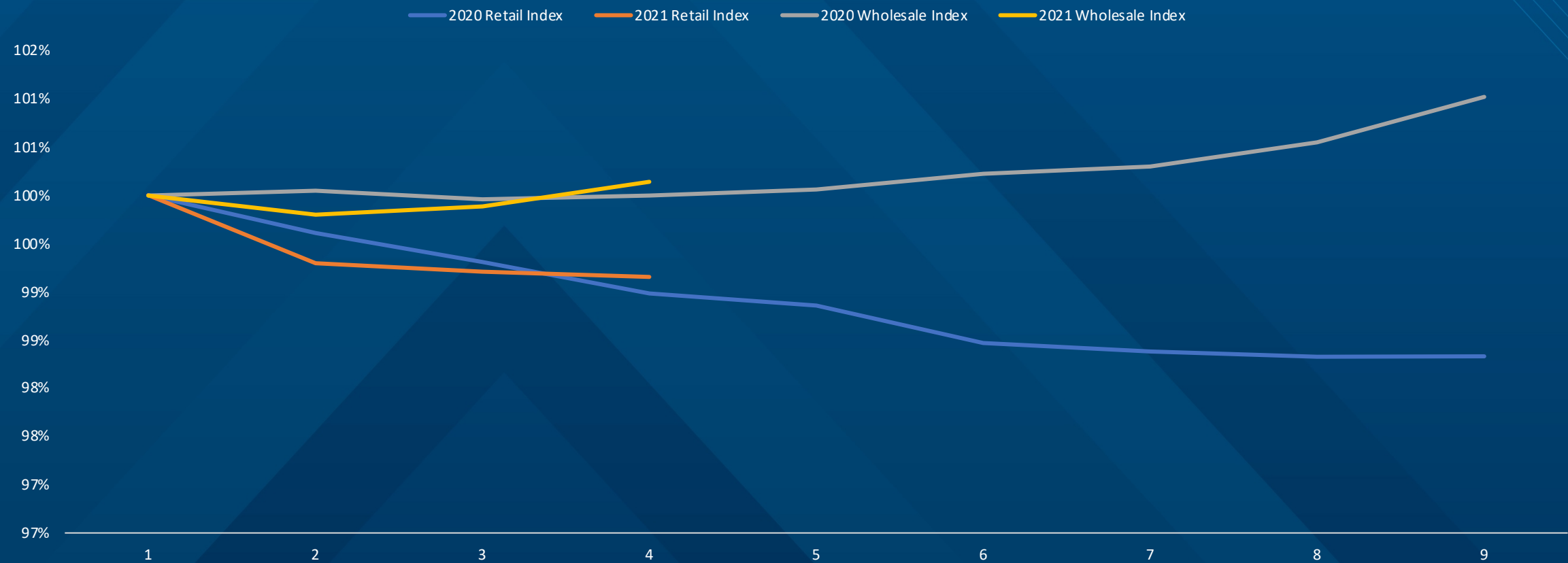
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Source: Cox Automotive

WHOLESALE USED PRICES UP LAST WEEK

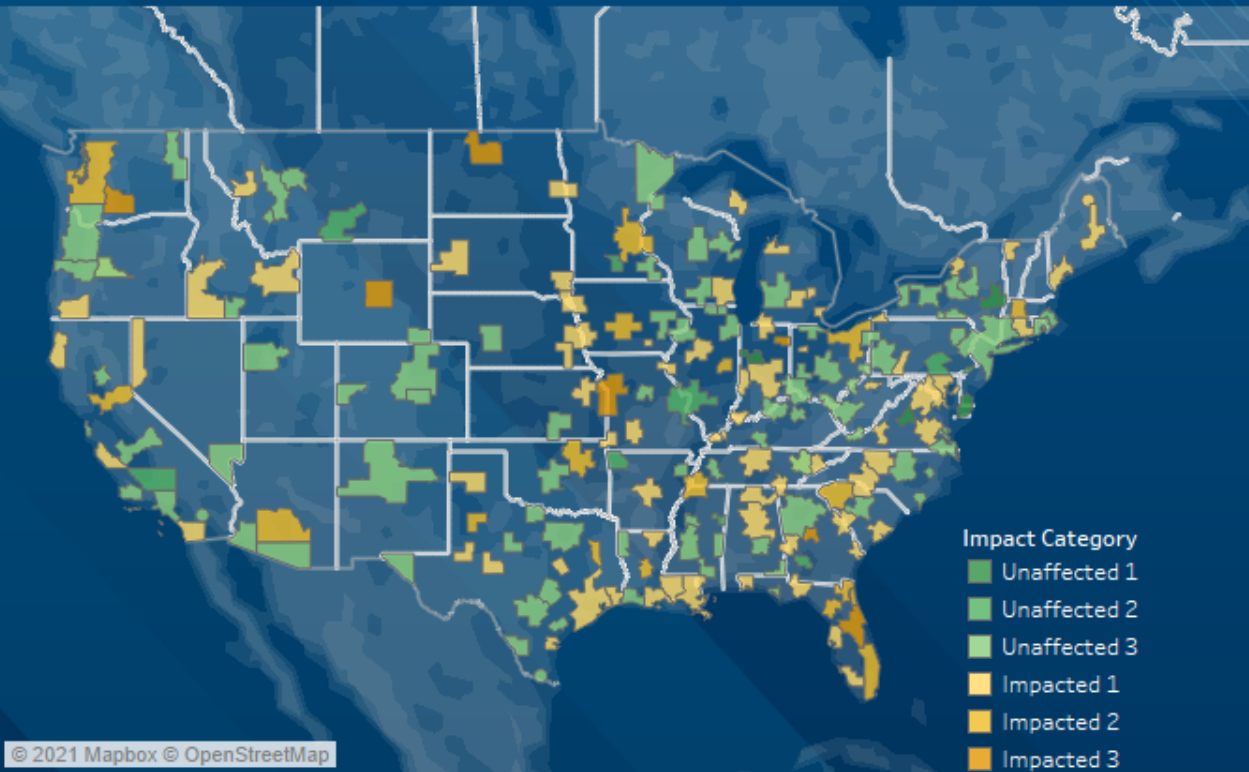
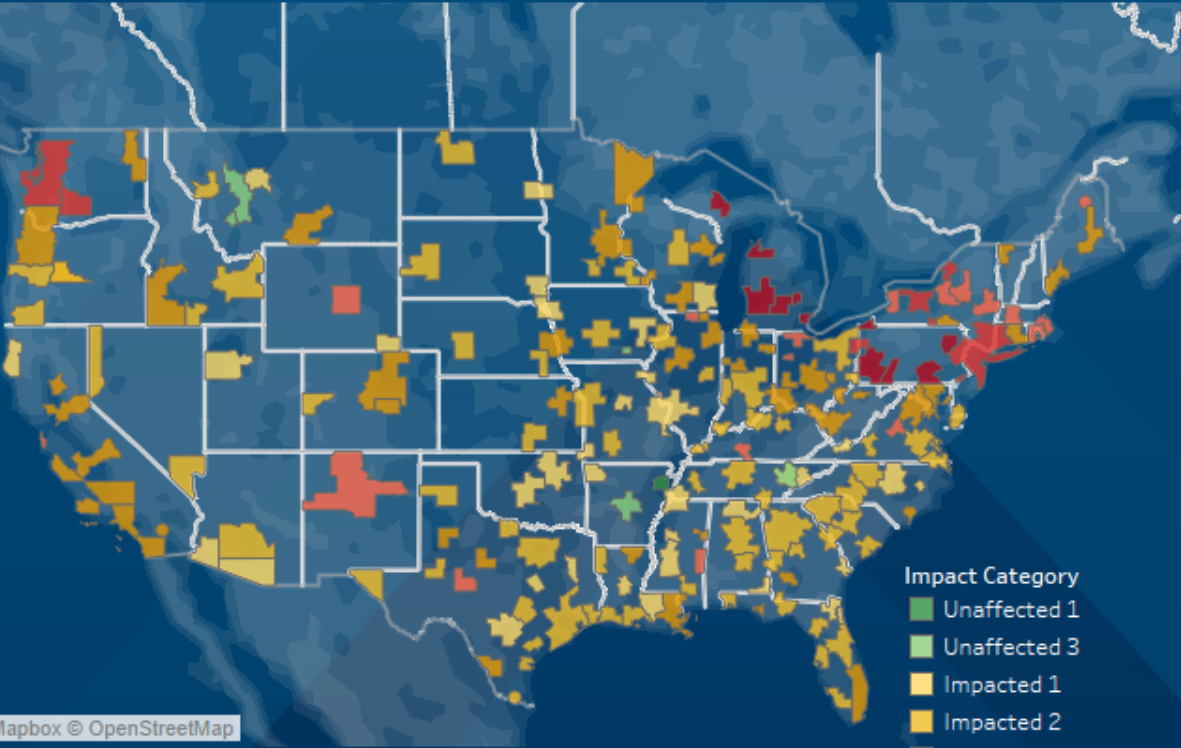
MY 2018 Retail and Wholesale Price Index



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5th

January 24th



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Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads on **Autotrader** were up 10% y/y in January through Saturday and on **Kelley Blue Book** up 53%; the trend for Autotrader declined slightly while the trend for KBB improved slightly
- **Dealertrack** unique credit applications on same-store basis were down 13% y/y last week, which was a slight improvement from the prior week
- **Xtime** saw an 13% decline y/y last week in consumers having their cars serviced, which was a declining trend 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