

January 5, 2021

COVID-19 AUTO MARKET UPDATE

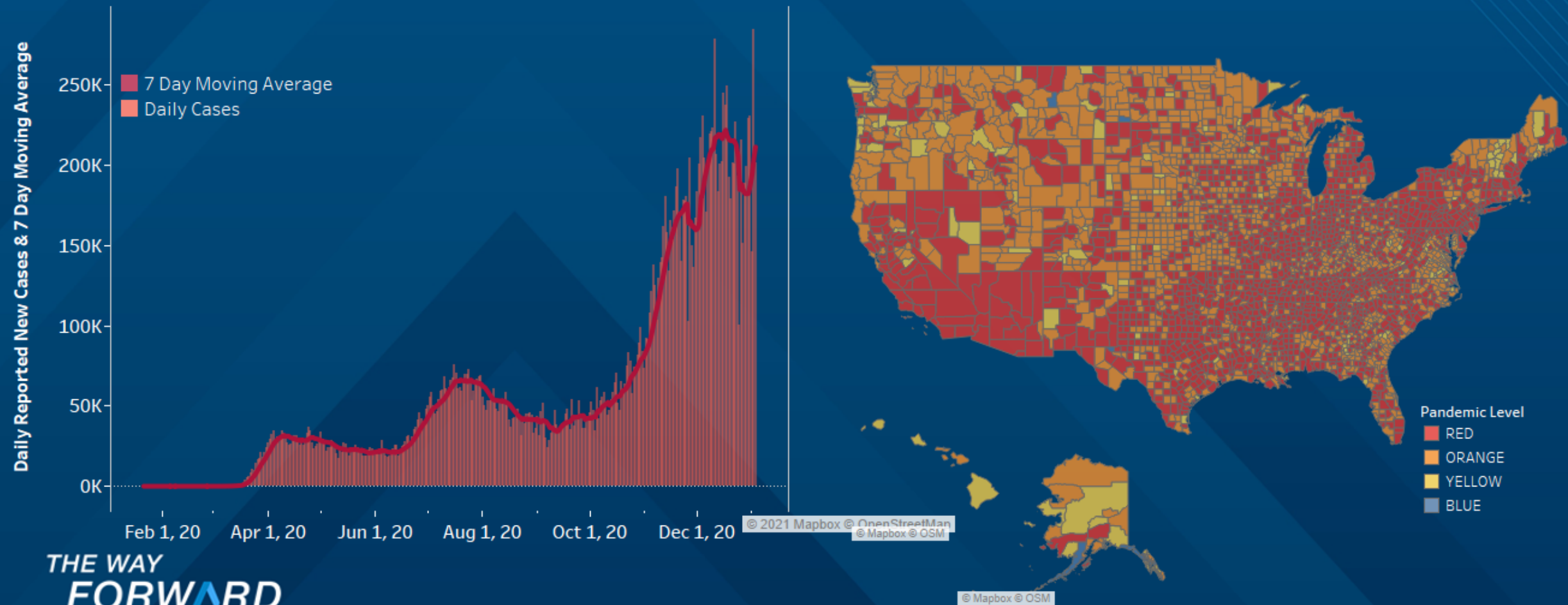
*THE WAY
FORWARD*

Driven by COX AUTOMOTIVE

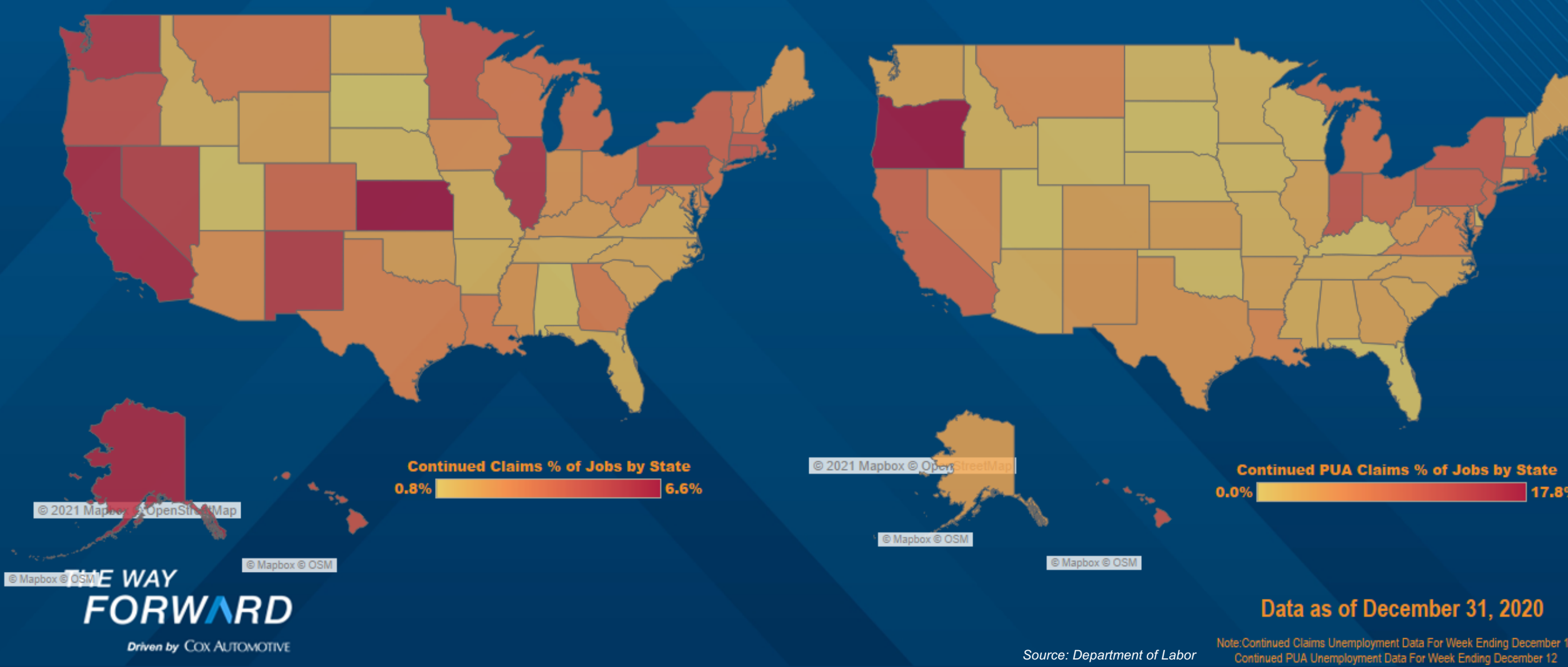
Jonathan Smoke

Chief Economist, Cox Automotive

COVID-19 LOCAL IMPACT ASSESSMENT



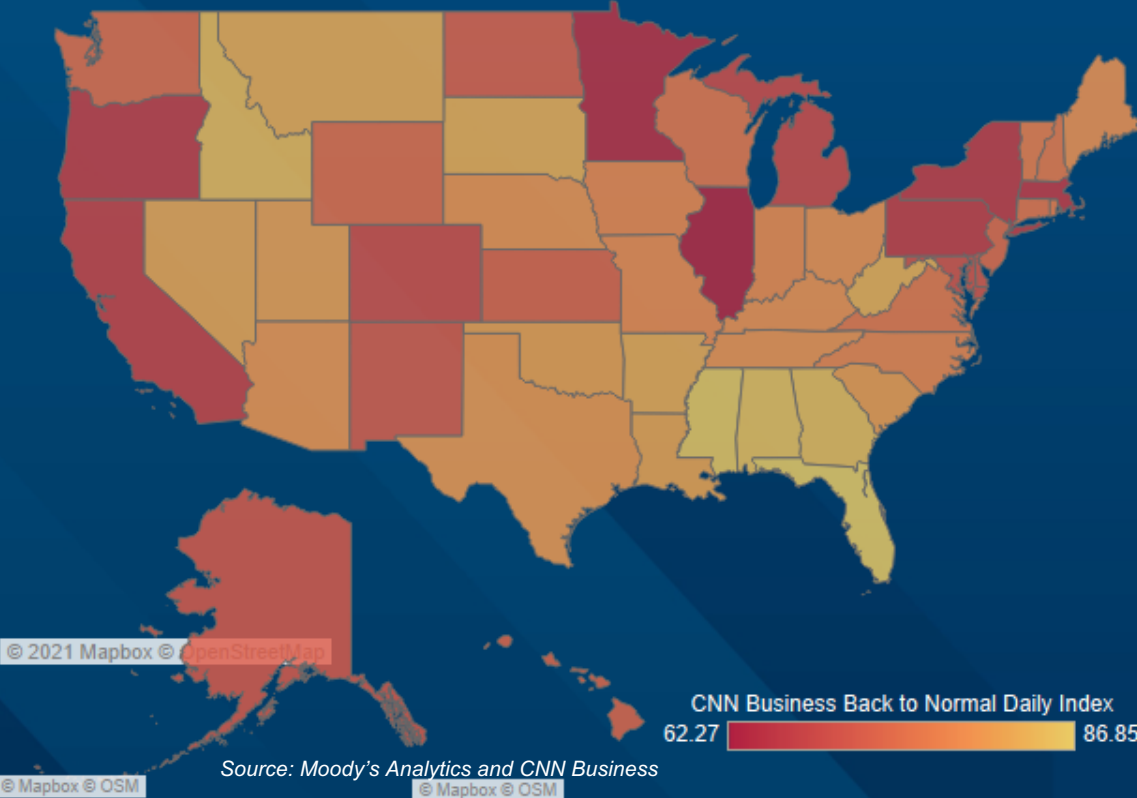
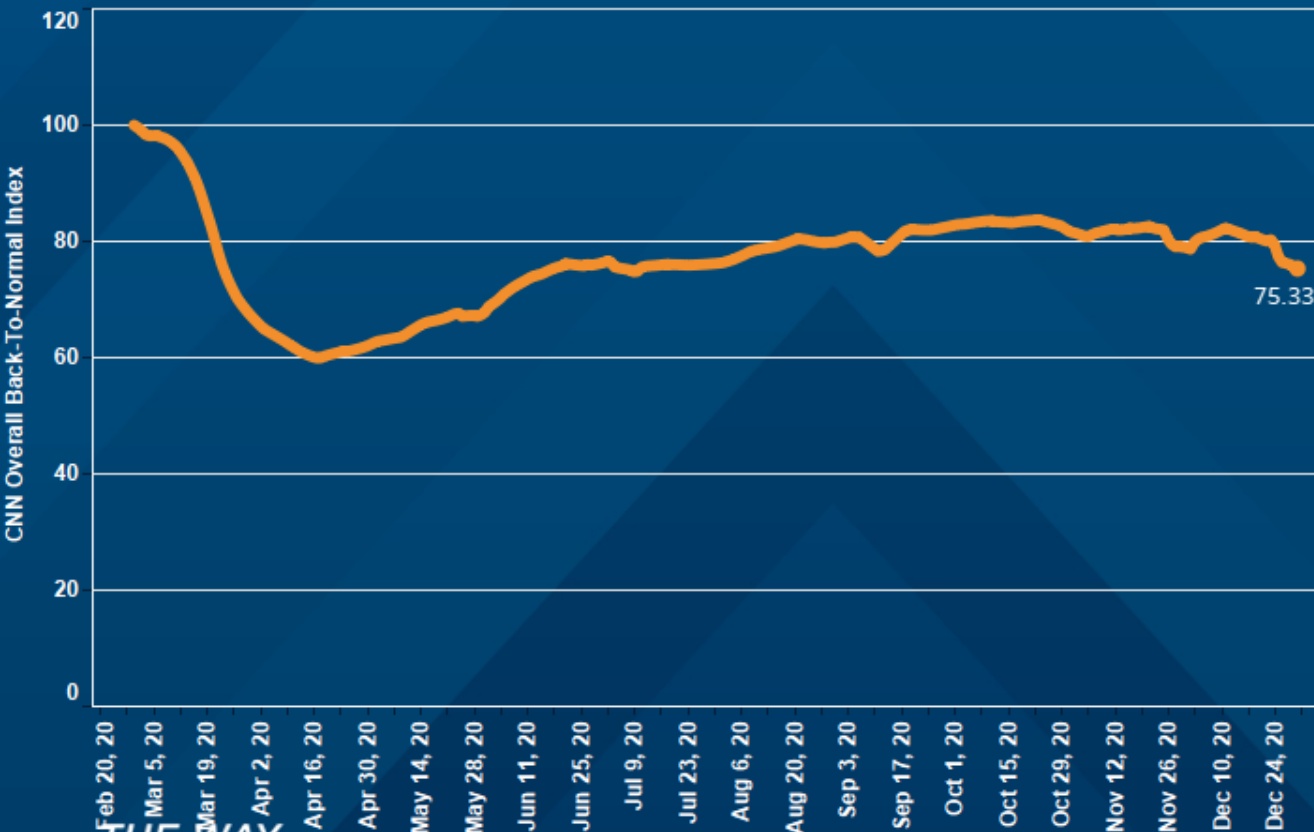
CONTINUING CLAIMS AT 5.2 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES DOWN LAST WEEK

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

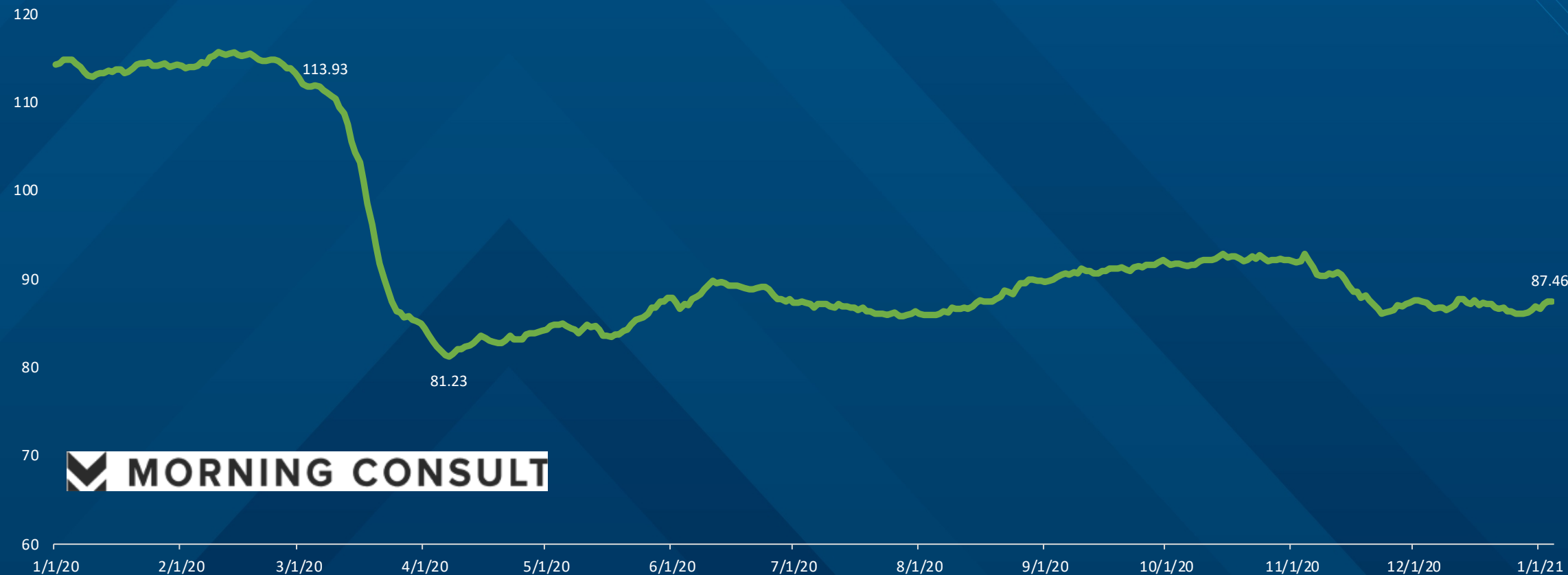
Data as of December 30, 2020



CONSUMER SENTIMENT IMPROVED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 22.8% since February 29

ICS Value (7-Day Average)



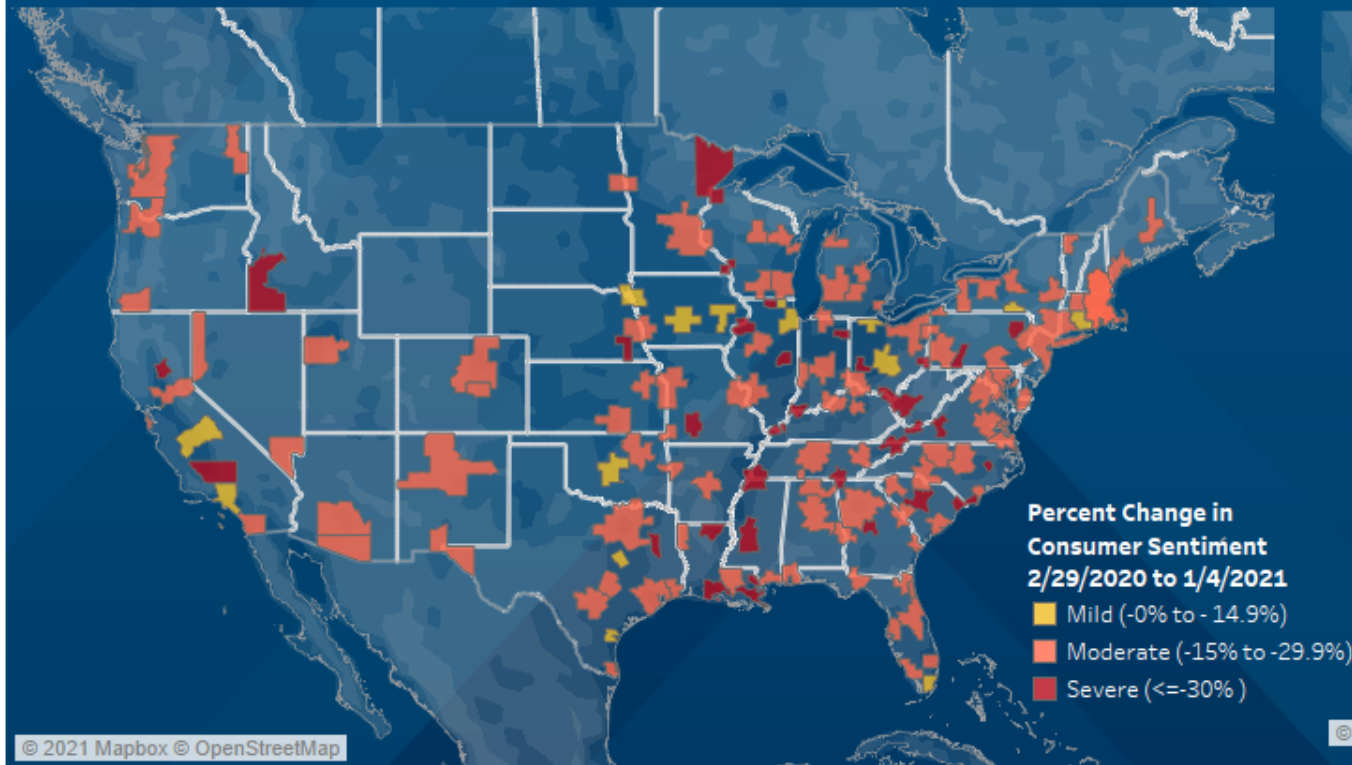
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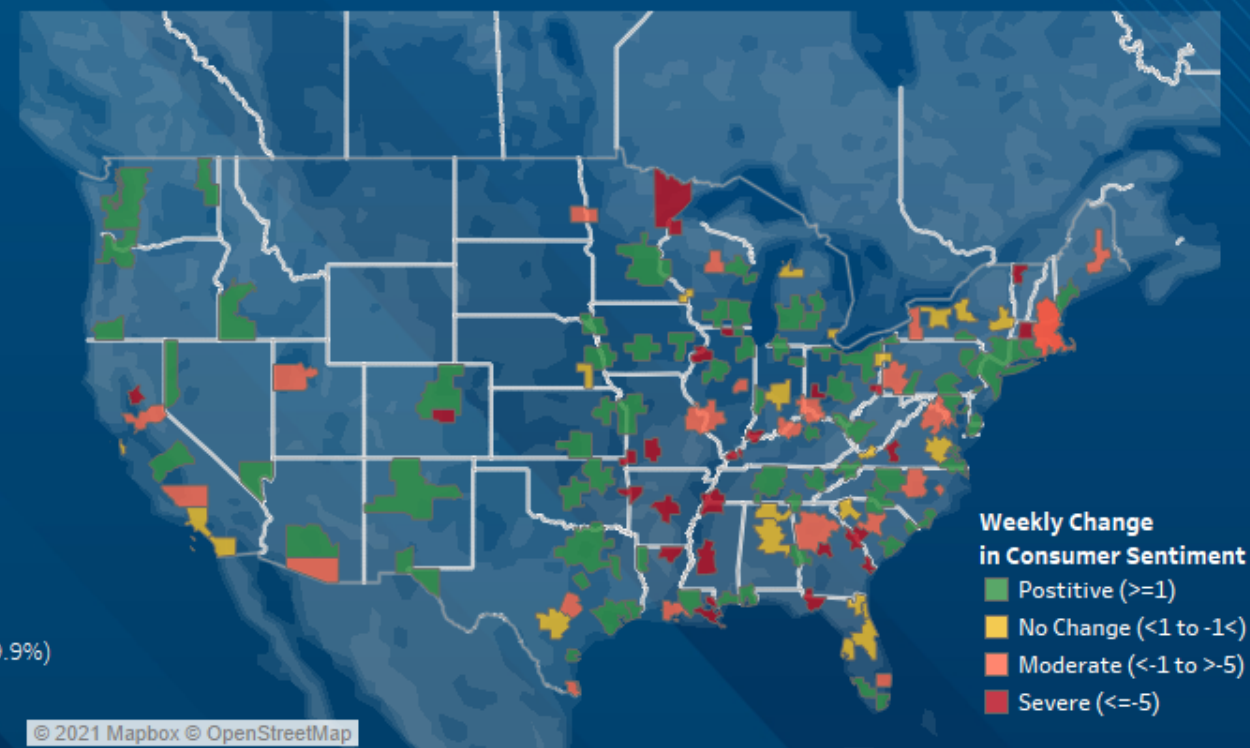
Source: Morning Consult

CONSUMER SENTIMENT IMPROVES IN MORE MARKETS

Since February 29th



Since December 28th



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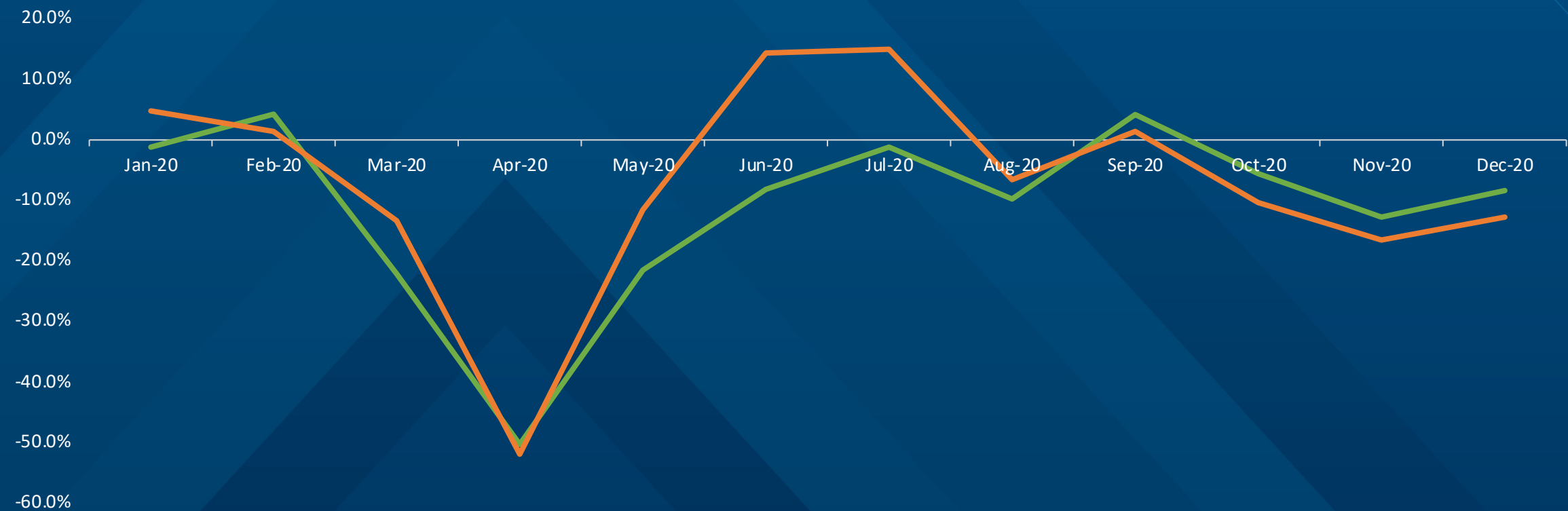
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Source: Morning Consult

RETAIL SALES RECOVERY ESTIMATES

Retail Vehicle Sales in 2020

New Y/Y% Used Y/Y%



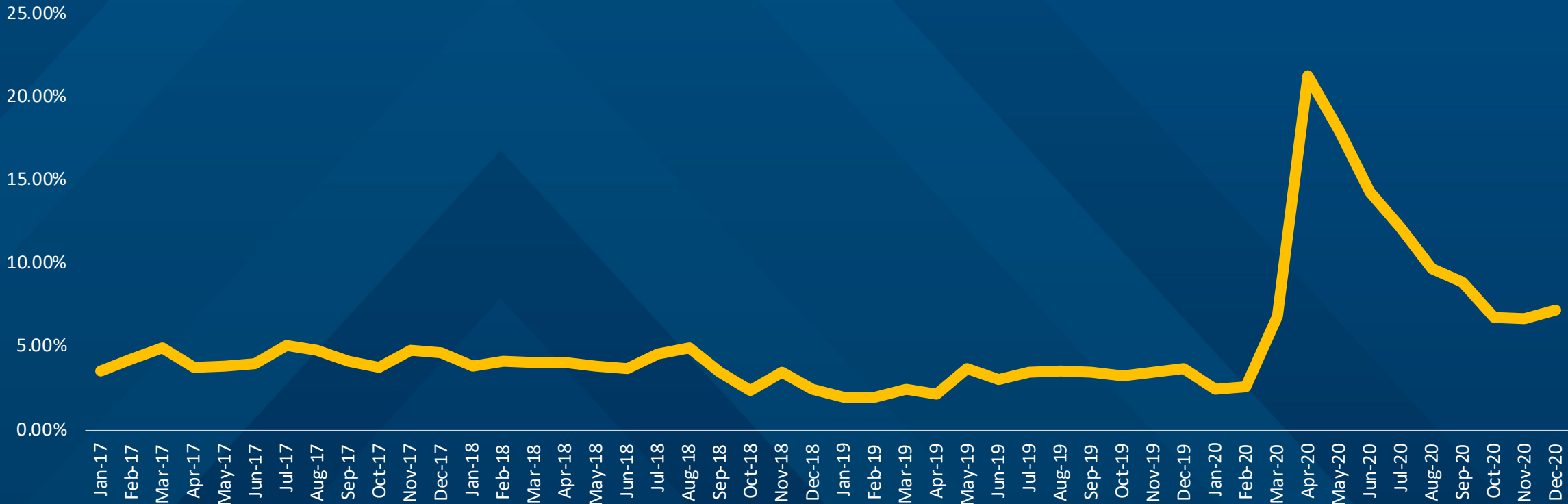
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Source: Cox Automotive

ZERO PERCENT FINANCING UP IN DECEMBER

0% APR Finance Share



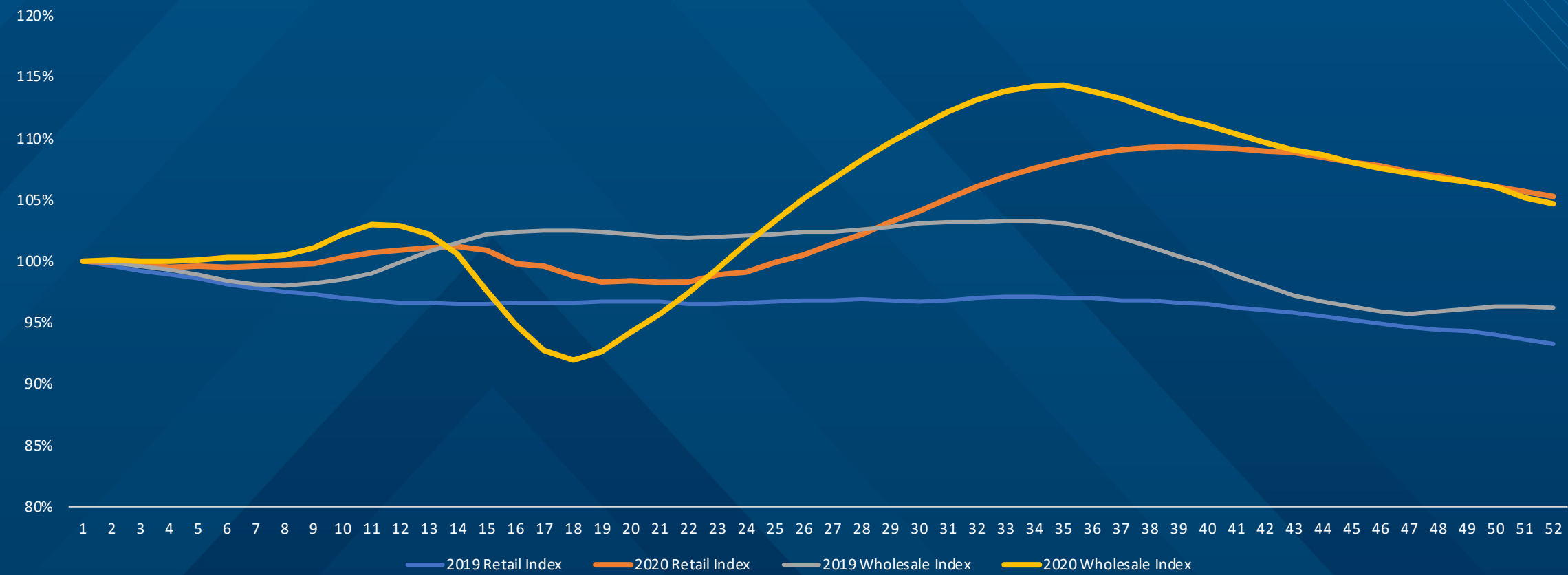
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Source: Cox Automotive

USED PRICES CONTINUED DECLINE IN DECEMBER

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



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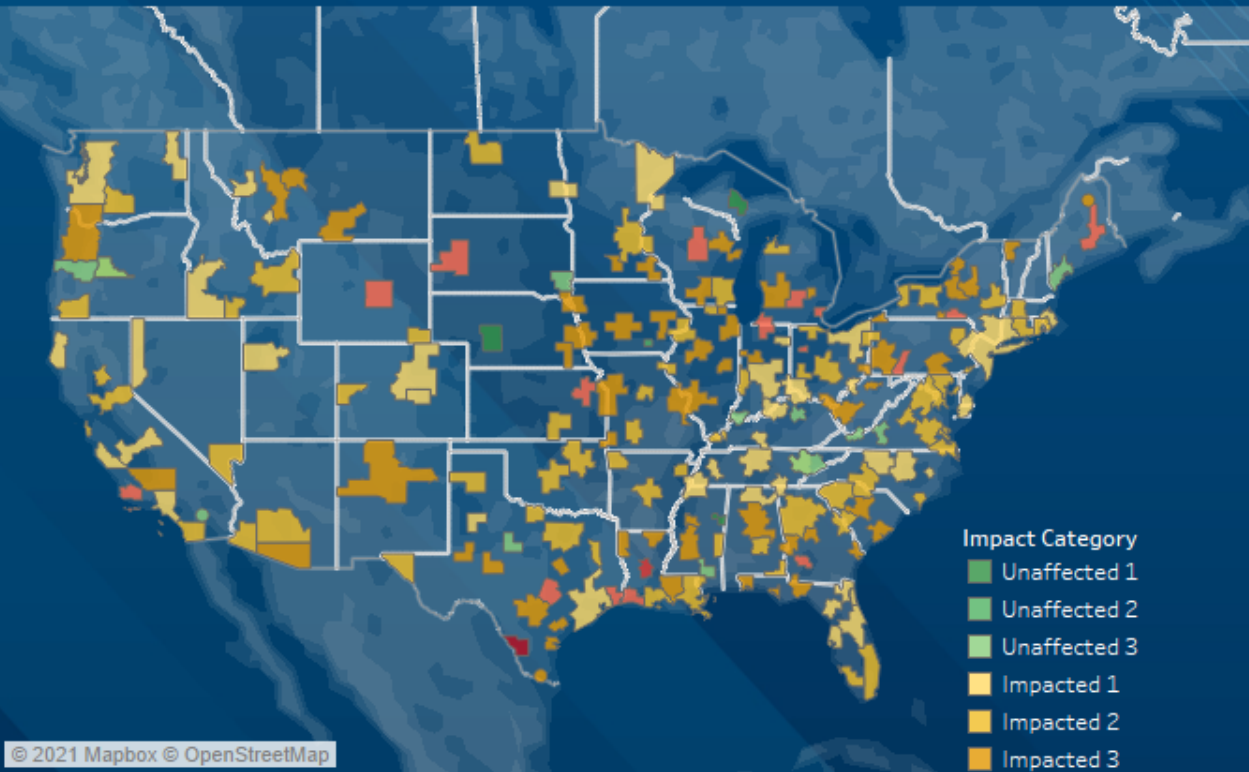
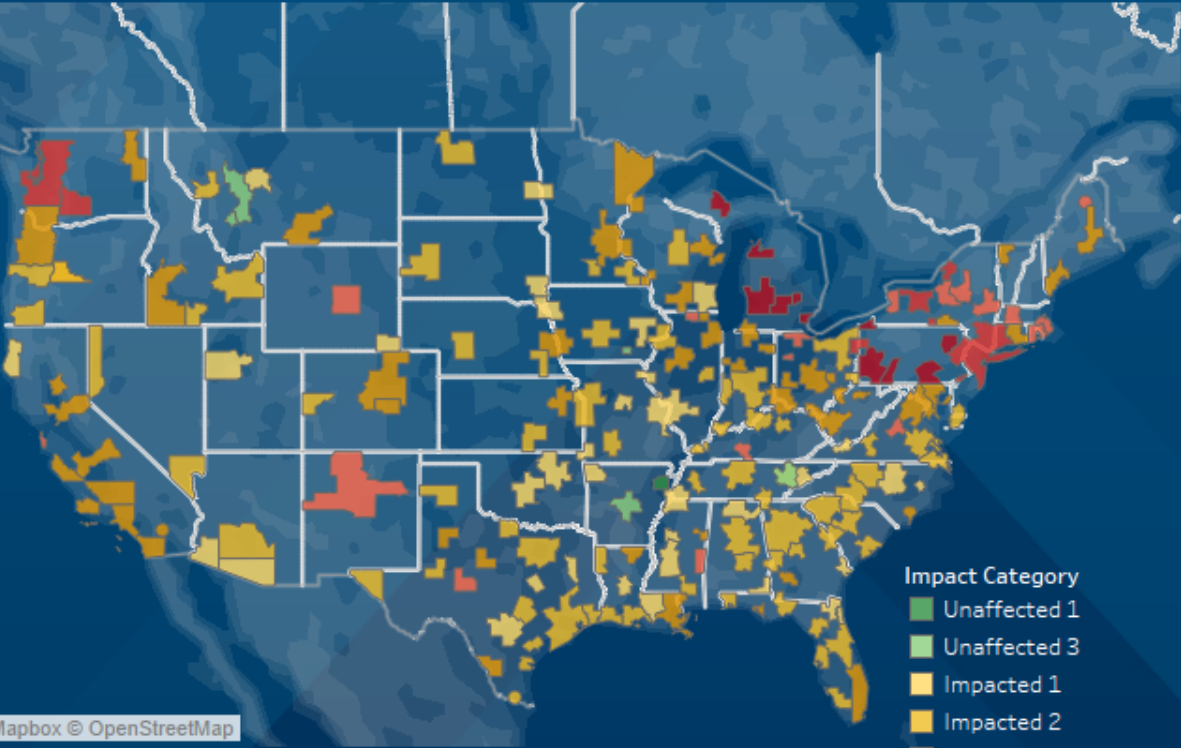
Driven by COX AUTOMOTIVE

Source: Cox Automotive

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5th

January 3rd



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**THE WAY
FORWARD**
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Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads on **Autotrader** were up 32% y/y in December and on **Kelley Blue Book** up 7%; traffic and leads were up for the month
- **Dealer.com** saw New and Used Vehicle Form Submissions up compared to last year last week, and both saw a strong improving trend over the weekend
- **Dealertrack** unique credit applications on same-store basis were down 13% y/y last week, which was a big improvement from the 34% decline the prior week
- **Xtime** saw a 16% decline y/y last week in consumers having their cars serviced, which was an increase 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