

February 02, 2021

# COVID-19 AUTO MARKET UPDATE

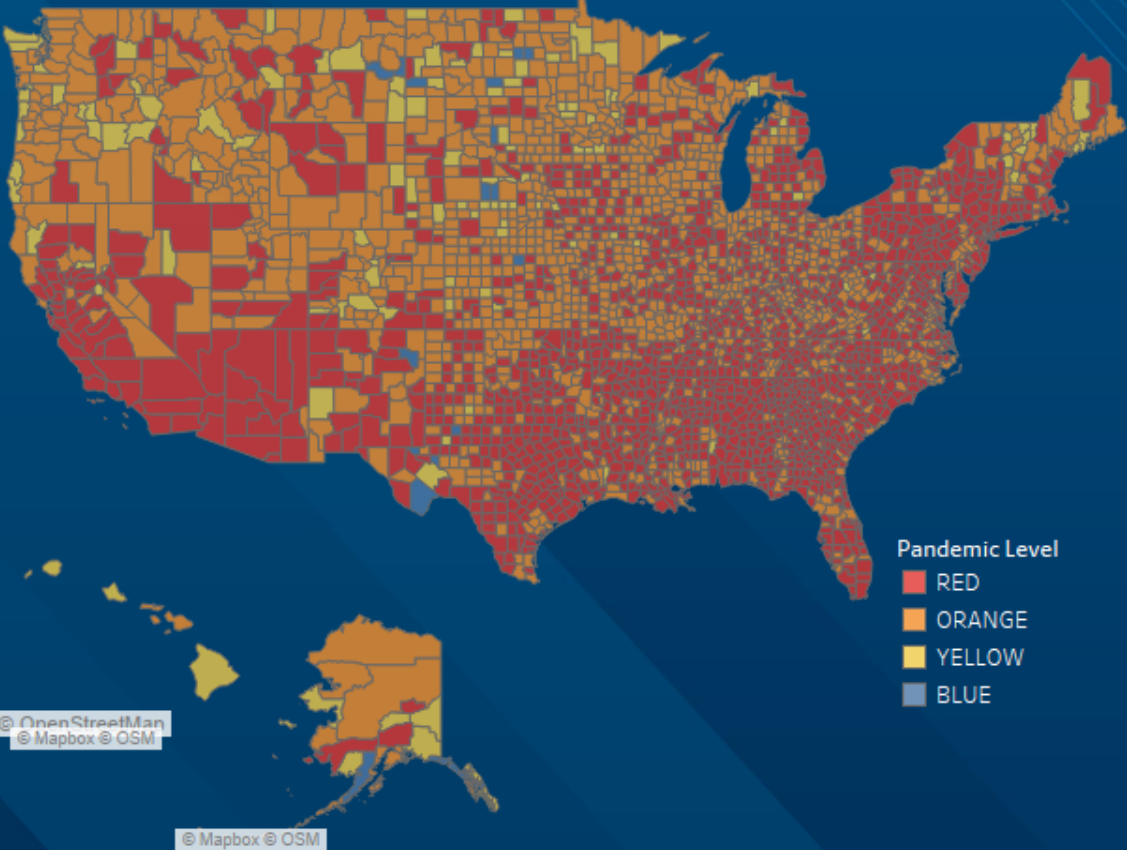
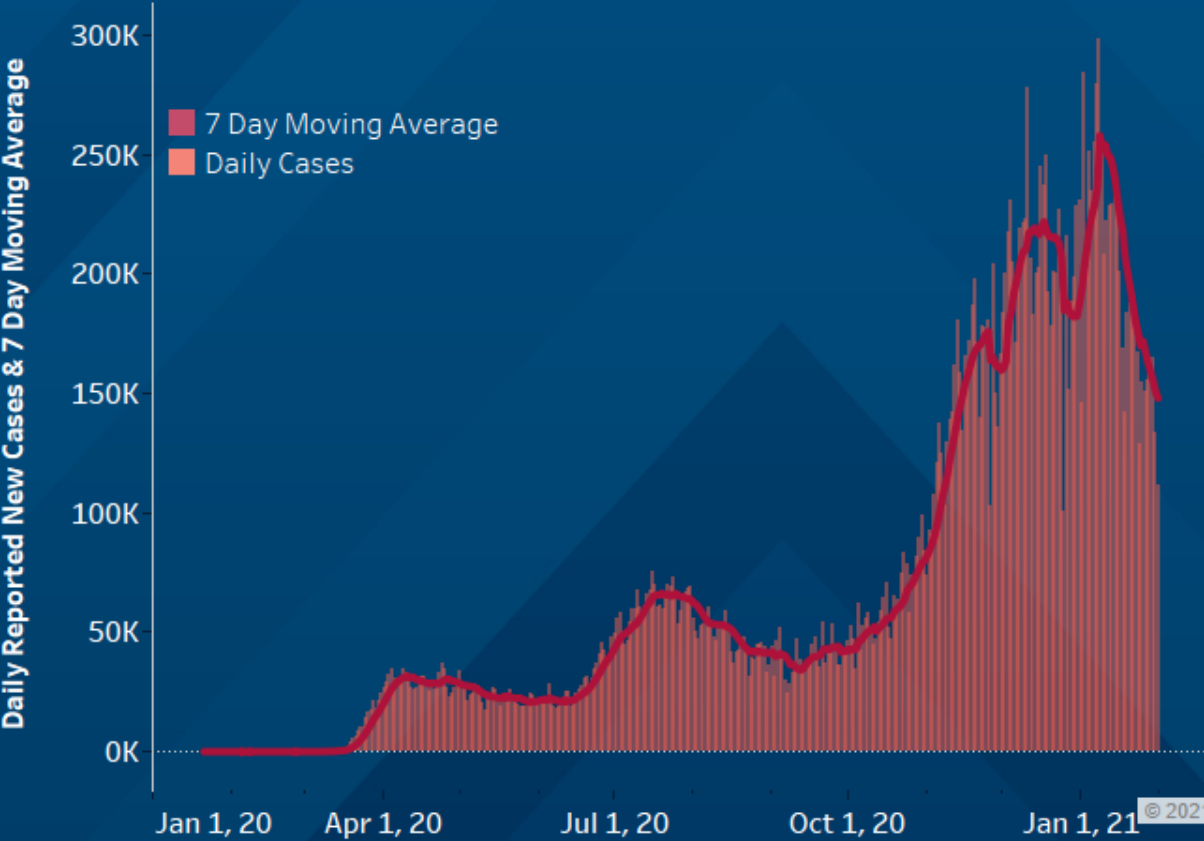
*THE WAY*  
**FORWARD**

*Driven by* COX AUTOMOTIVE

**Jonathan Smoke**

Chief Economist, Cox Automotive

# COVID-19 LOCAL IMPACT ASSESSMENT

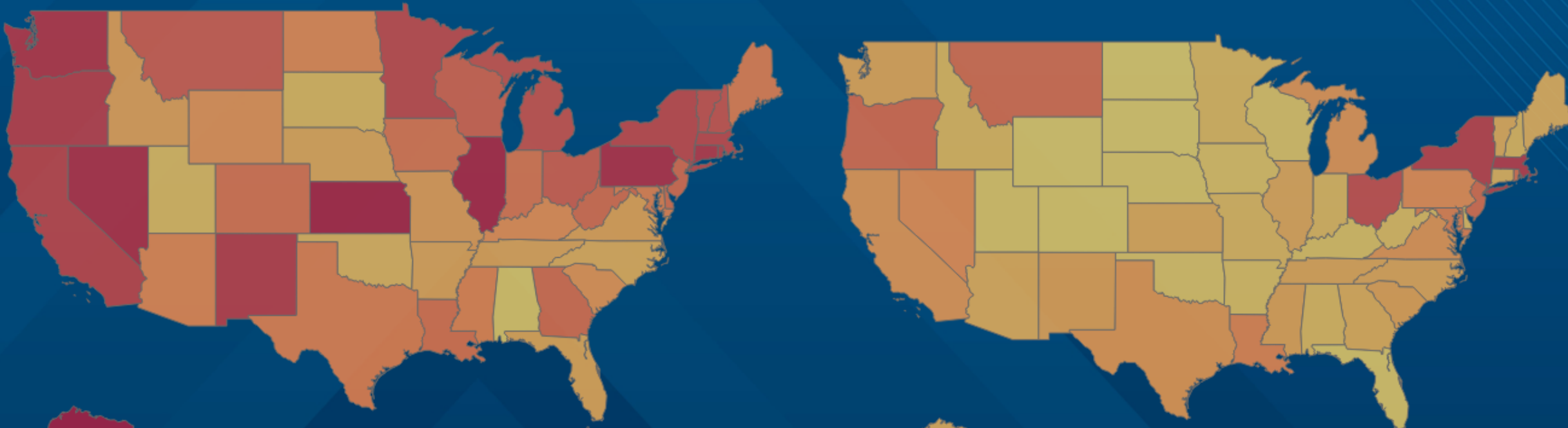


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Source: Cox Automotive

# CONTINUING CLAIMS AT 4.8 MILLION NATIONALLY



**Continued Claims % of Jobs by State**  
0.6% 5.9%

**Continued PUA Claims % of Jobs by State**  
0.0% 17.1%

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Source: Department of Labor

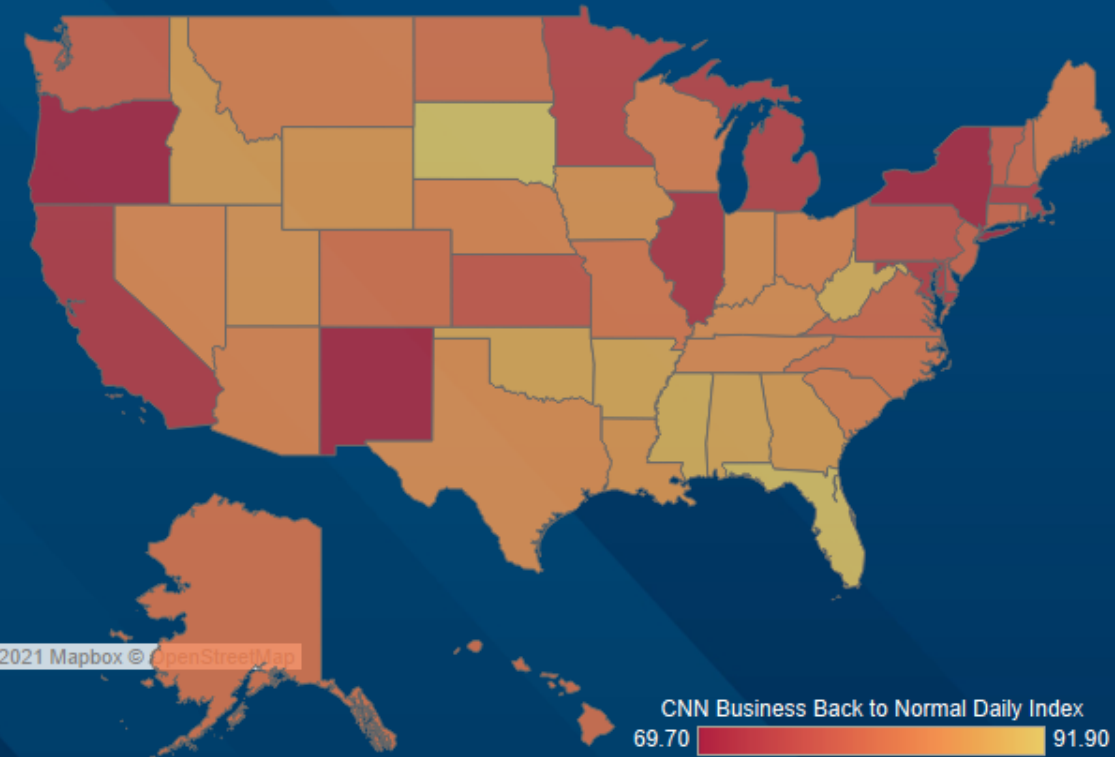
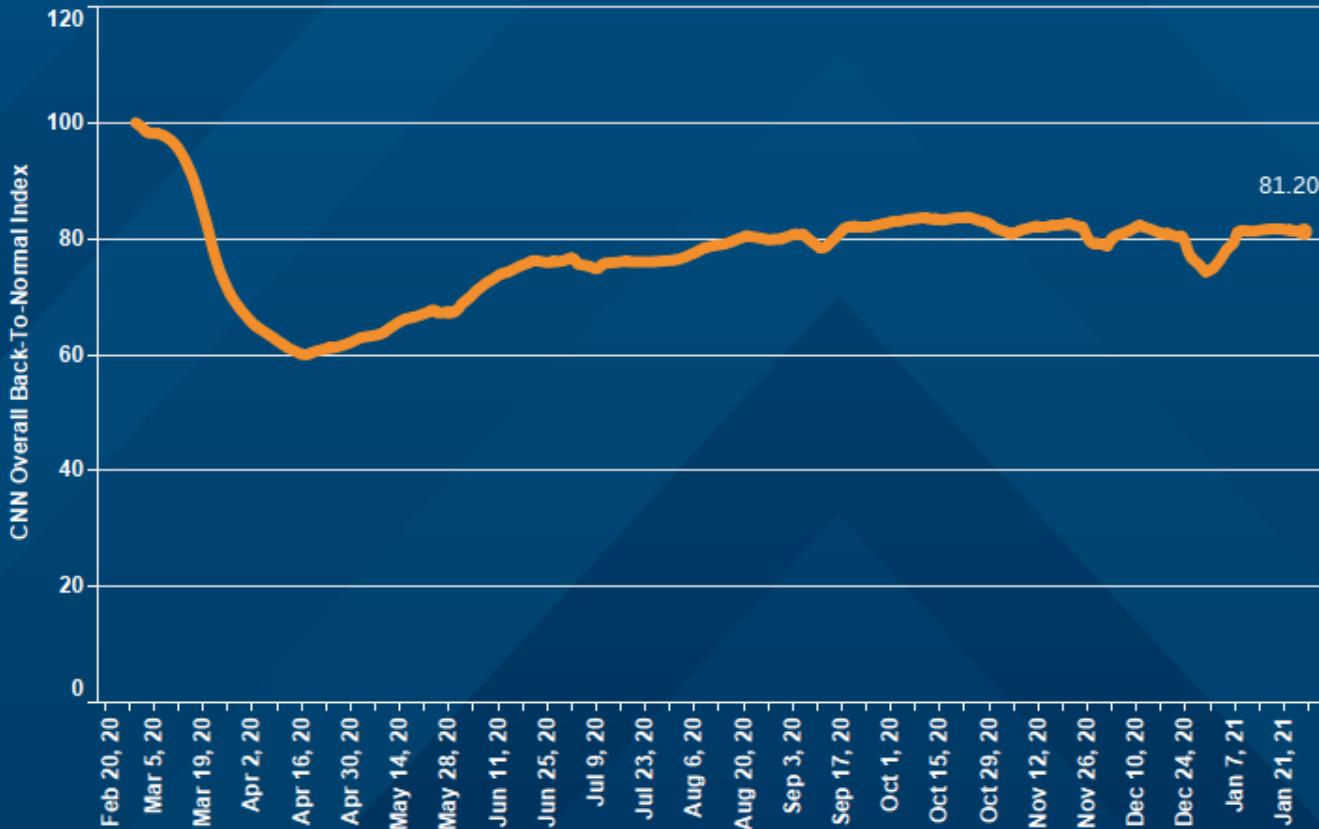
Note: Continued Claims Unemployment Data For Week Ending January 16  
Continued PUA Unemployment Data For Week Ending January 9

Data as of January 28, 2021

# BUSINESS RECOVERY ESTIMATES DOWN LAST WEEK

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

Data as of February 1, 2021



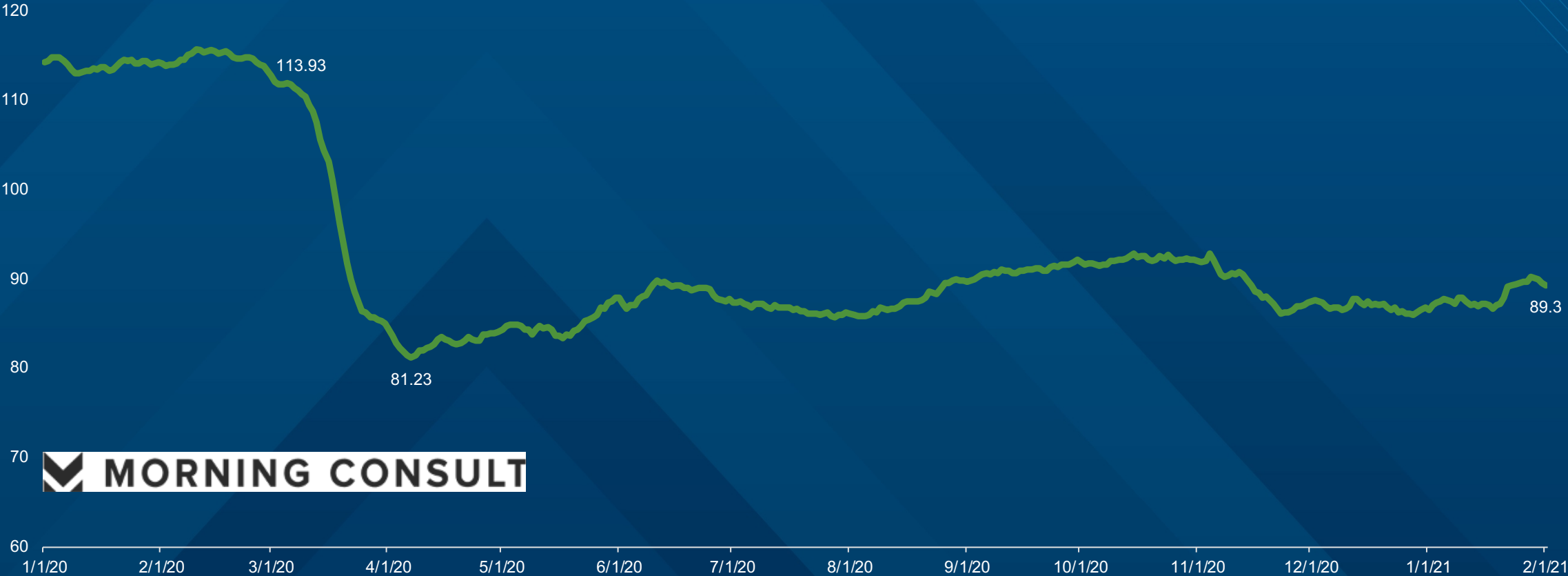
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Source: Moody's Analytics and CNN Business

# CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 21.2% since February 29

ICS Value (7-Day Average)



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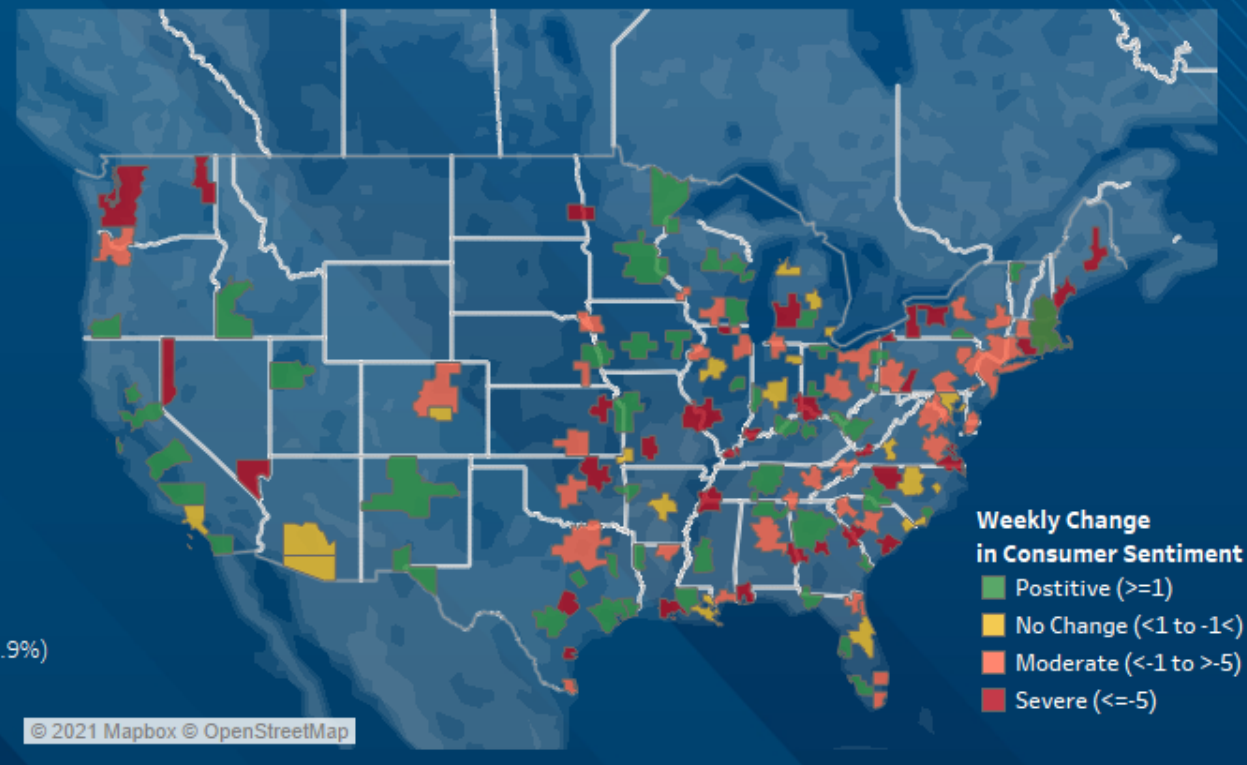
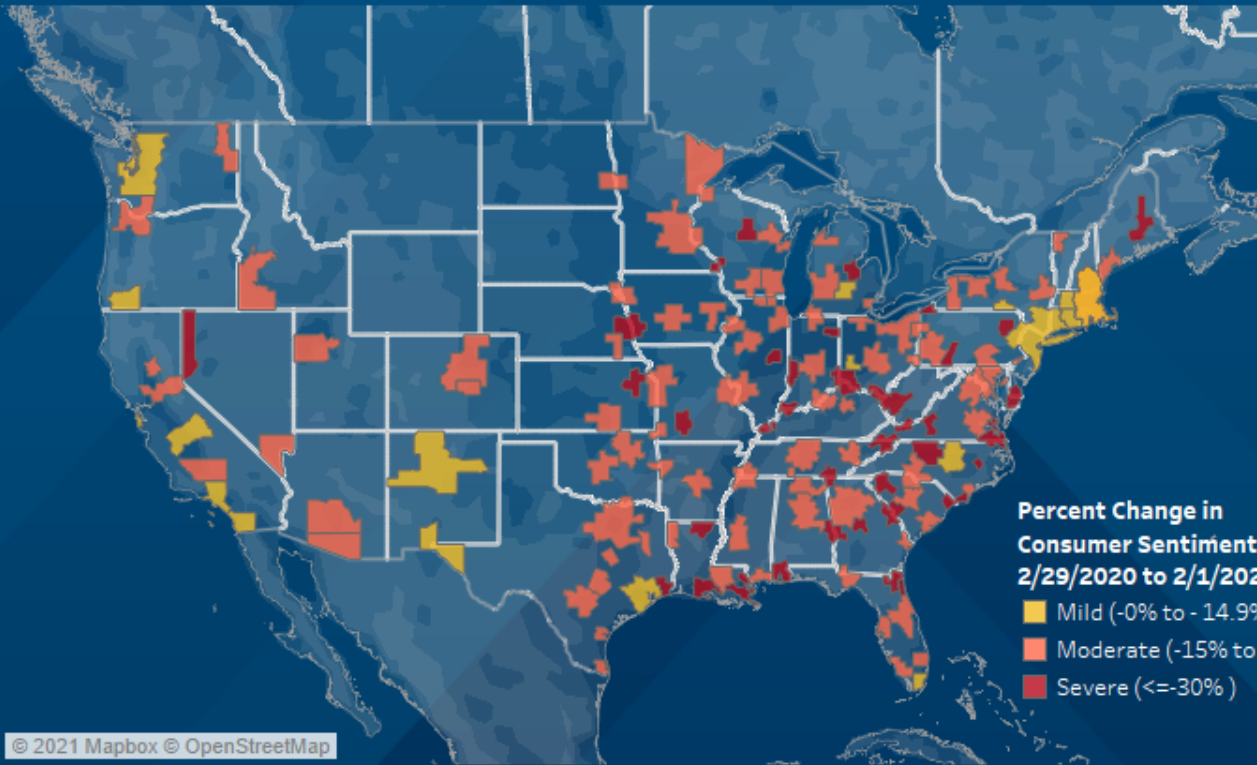
Source: Morning Consult



# CONSUMER SENTIMENT DECLINES IN MORE MARKETS

Since February 29<sup>th</sup>

Since January 25<sup>th</sup>



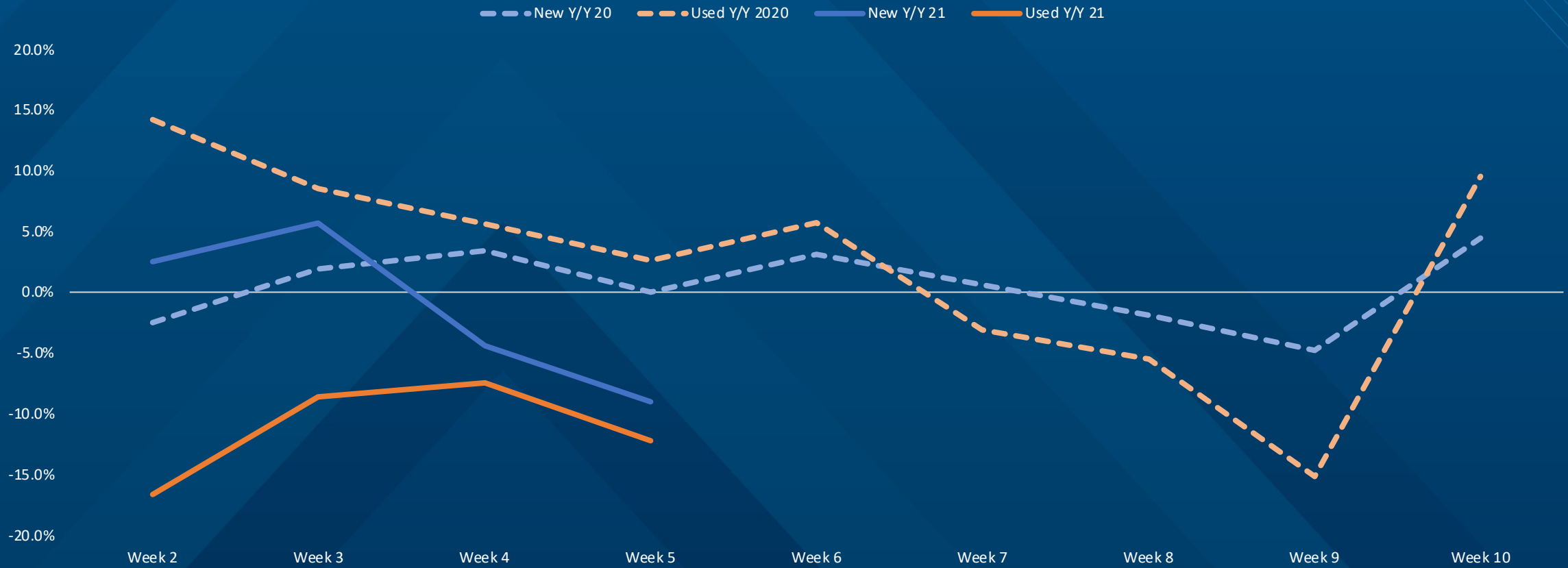
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Source: Morning Consult

# RETAIL SALES ESTIMATES

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

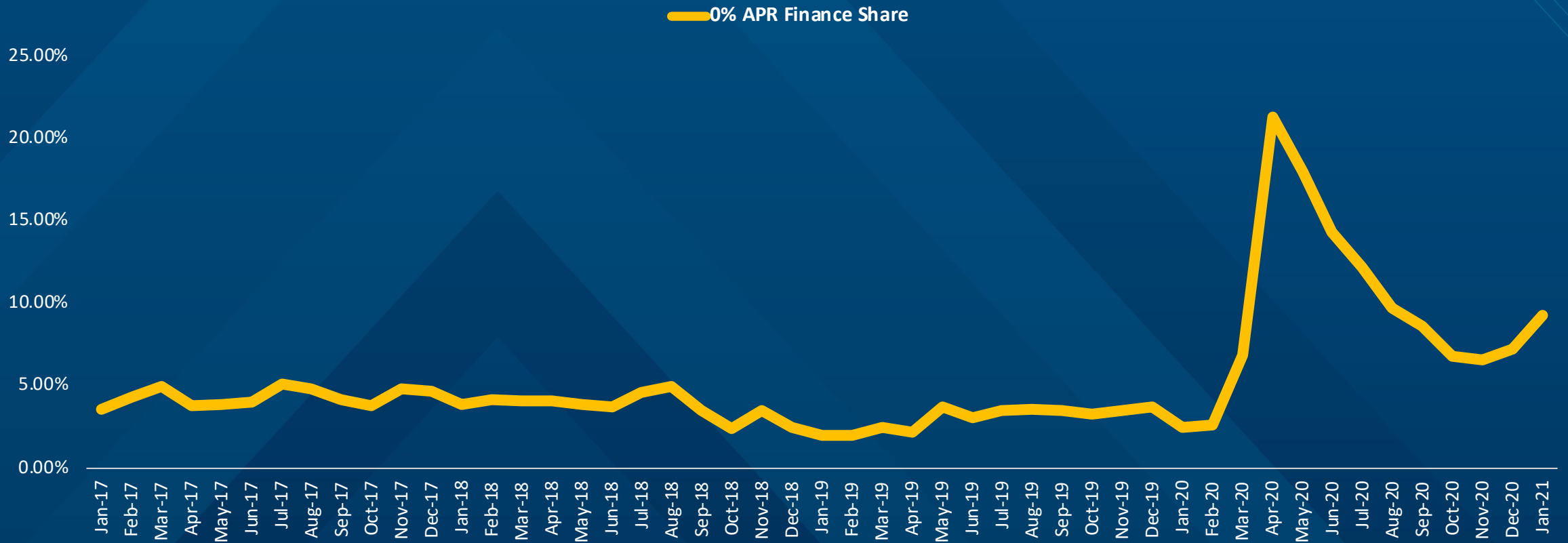


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Source: Cox Automotive

# ZERO PERCENT FINANCING UP TO START THE YEAR



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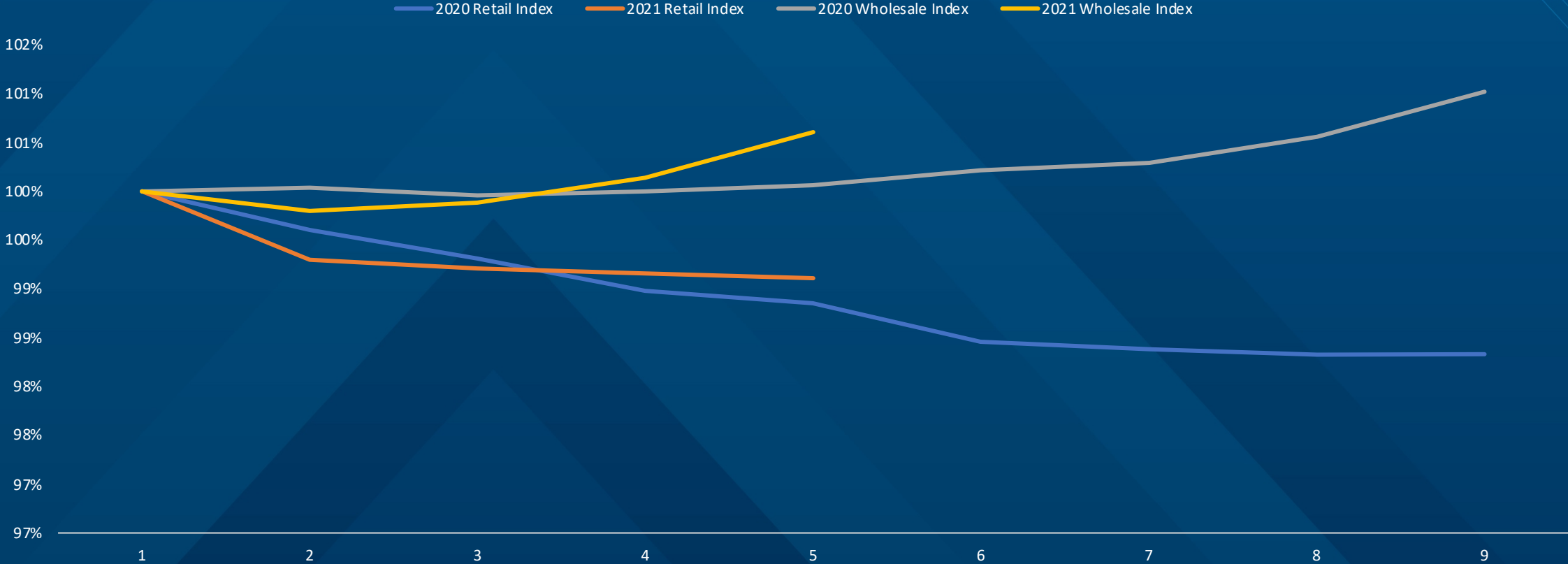
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Source: Cox Automotive



# WHOLESALE USED PRICES UP AGAIN LAST WEEK

MY 2018 Retail and Wholesale Price Index



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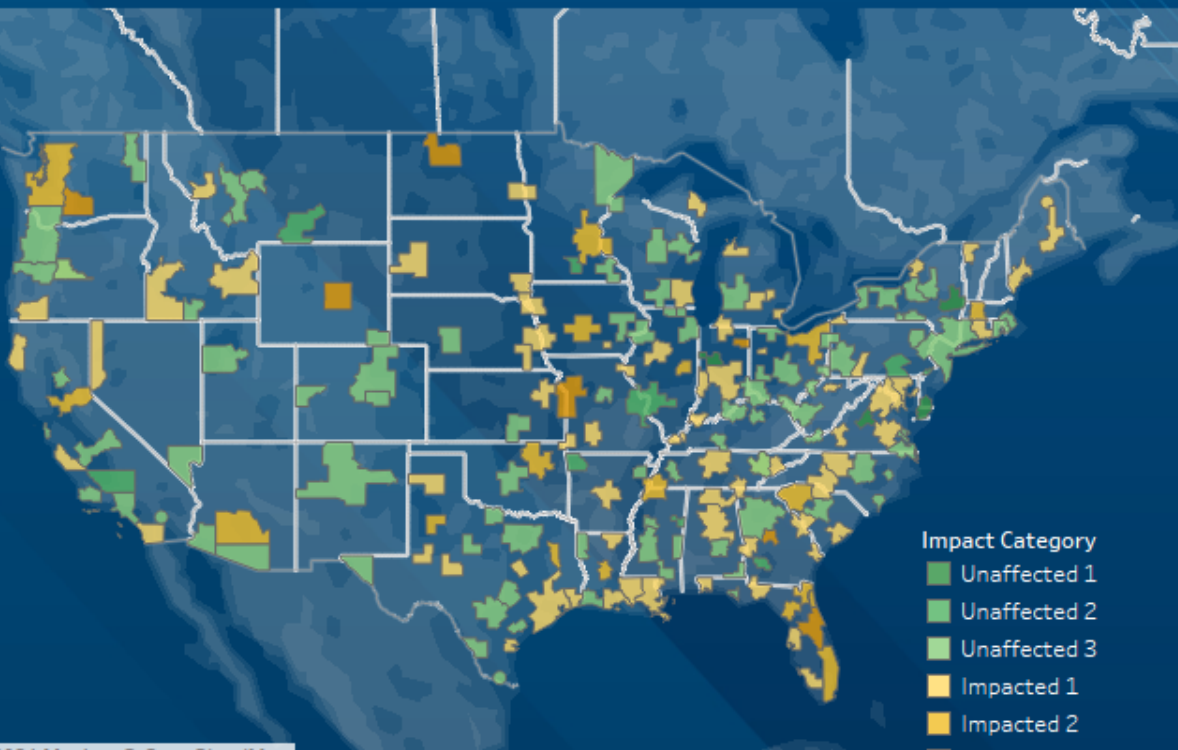
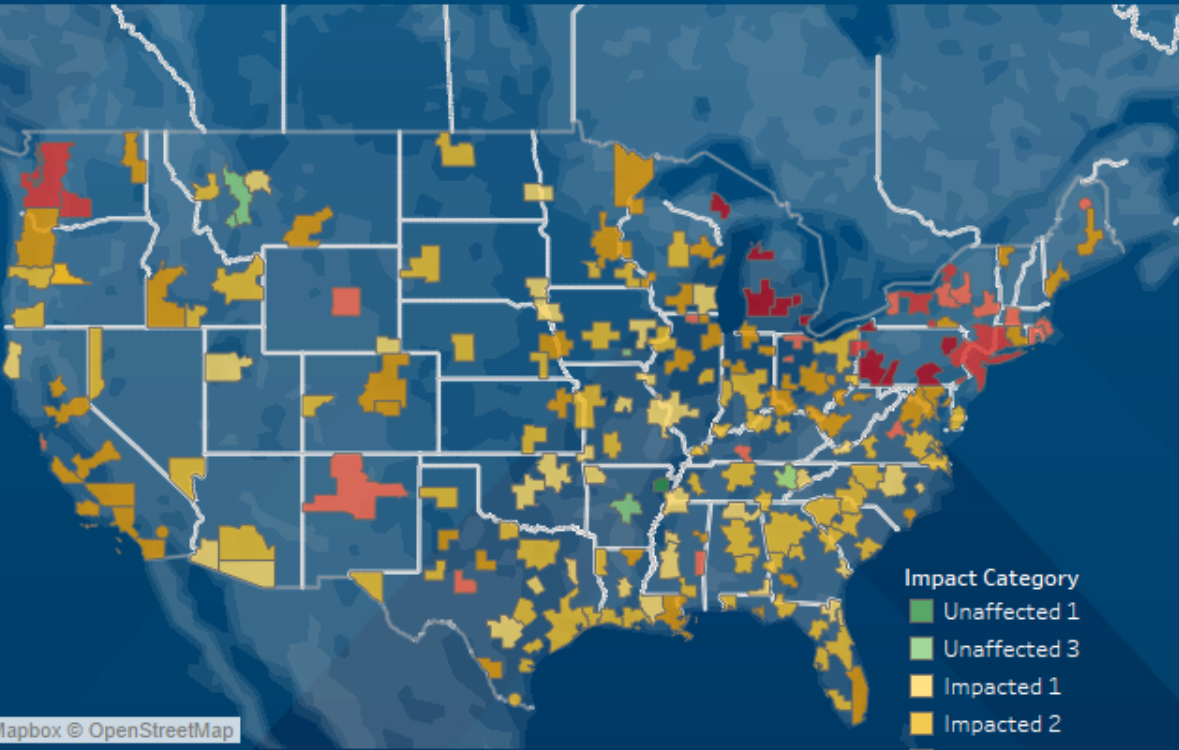
Driven by COX AUTOMOTIVE

Source: Cox Automotive

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

April 5<sup>th</sup>

January 31<sup>st</sup>



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Source: Cox Automotive

# COX AUTOMOTIVE LEADING INDICATORS

- Leads on **Autotrader** were up 11% y/y in January and on **Kelley Blue Book** up 47%; the trend for Autotrader improved slightly last week but the trend on KBB declined
- Vehicle form submissions on **Dealer.com** remain up y/y, but submissions on new vehicles lost some momentum over the weekend
- **Dealertrack** unique credit applications on same-store basis were down 17% y/y last week, which was a decline from the prior week
- **Xtime** saw an 14% 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