

March 02, 2021

COVID-19 AUTO MARKET UPDATE

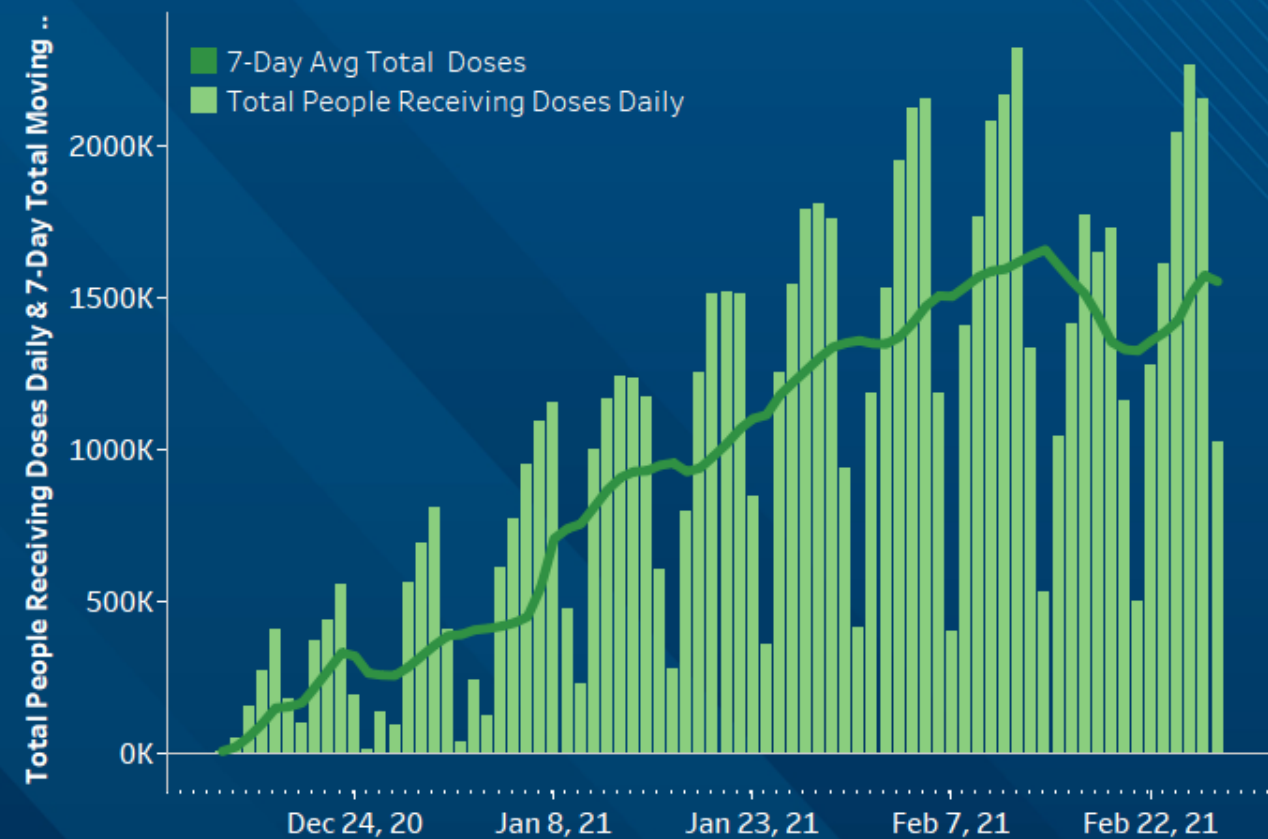
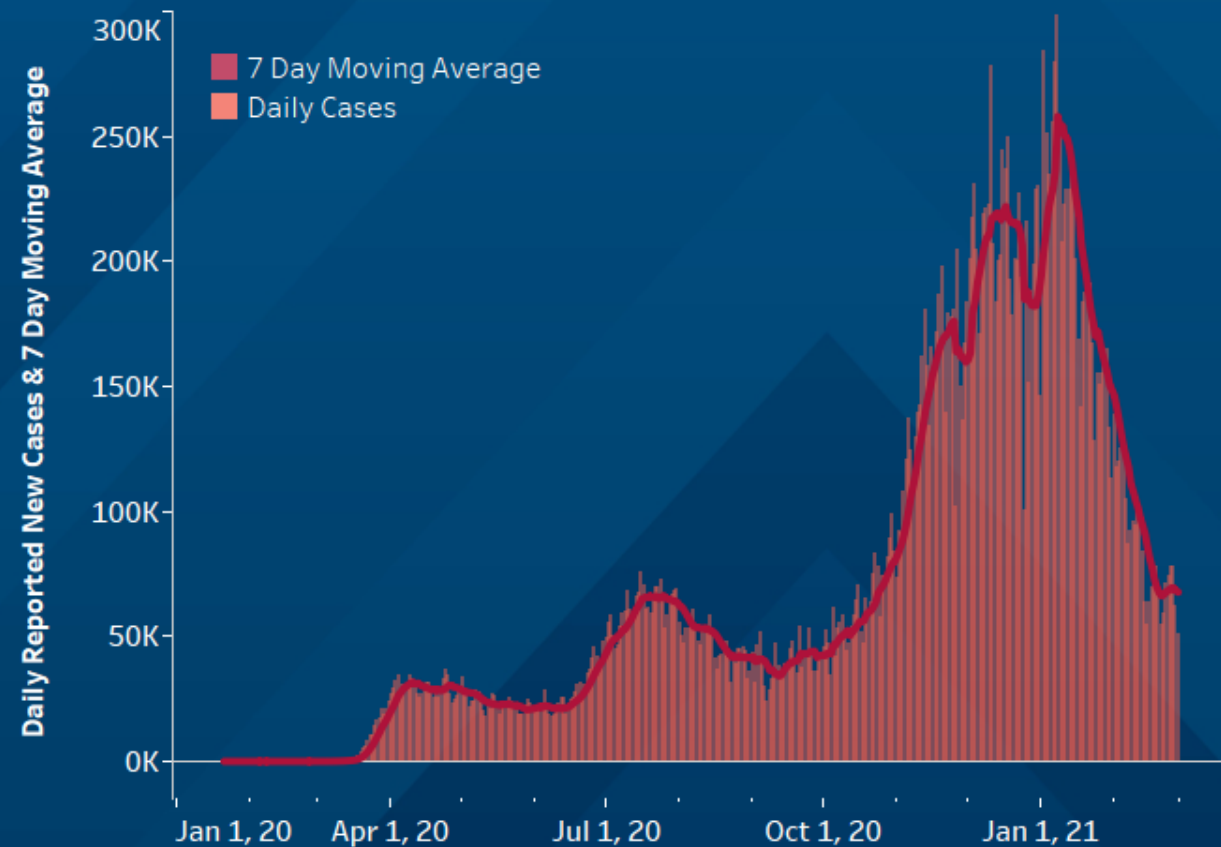
*THE WAY
FORWARD*

Driven by COX AUTOMOTIVE

Jonathan Smoke

Chief Economist, Cox Automotive

COVID-19 DAILY CASE AND VACCINATION TRENDS

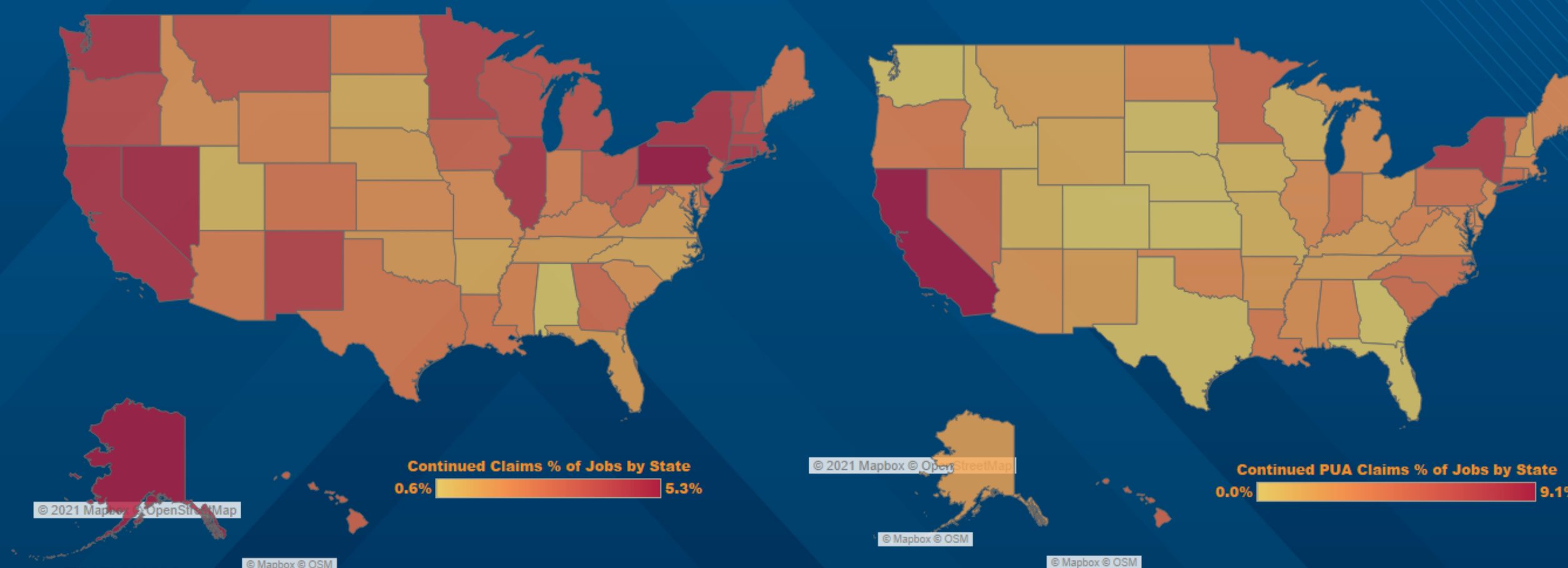


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Source: Cox Automotive

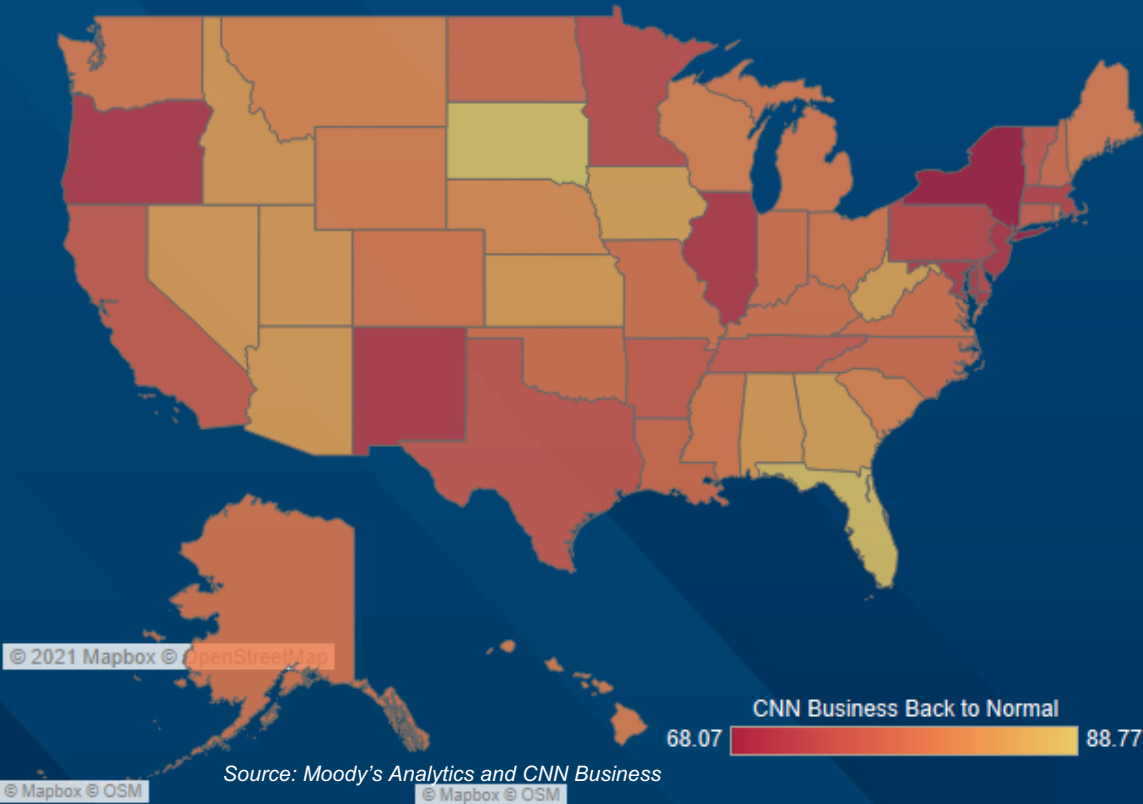
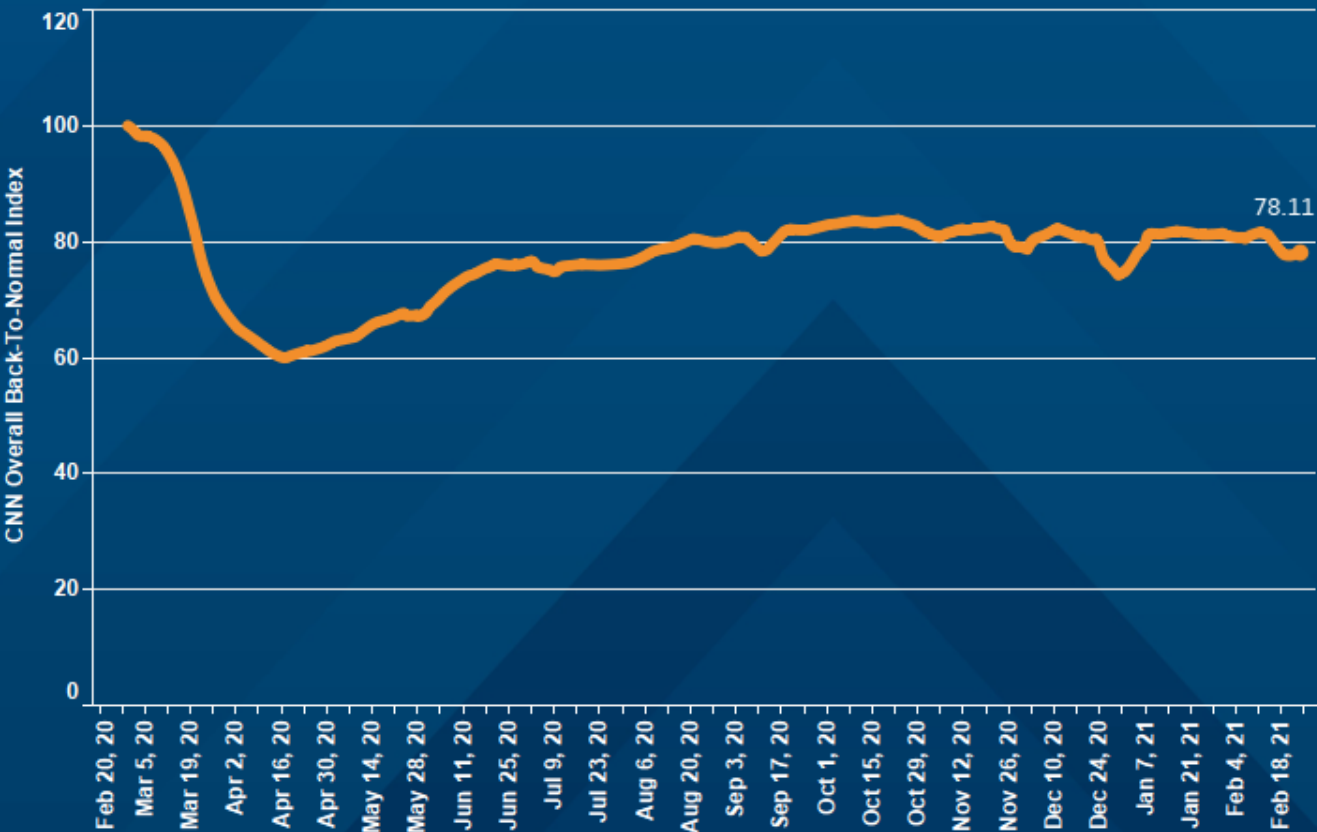
CONTINUING CLAIMS AT 4.4 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES DOWN LAST WEEK

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

Data as of March 1, 2021



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CONSUMER SENTIMENT IMPROVED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 18.0% since February 29, 2020

ICS Value (7-Day Average)



MORNING CONSULT

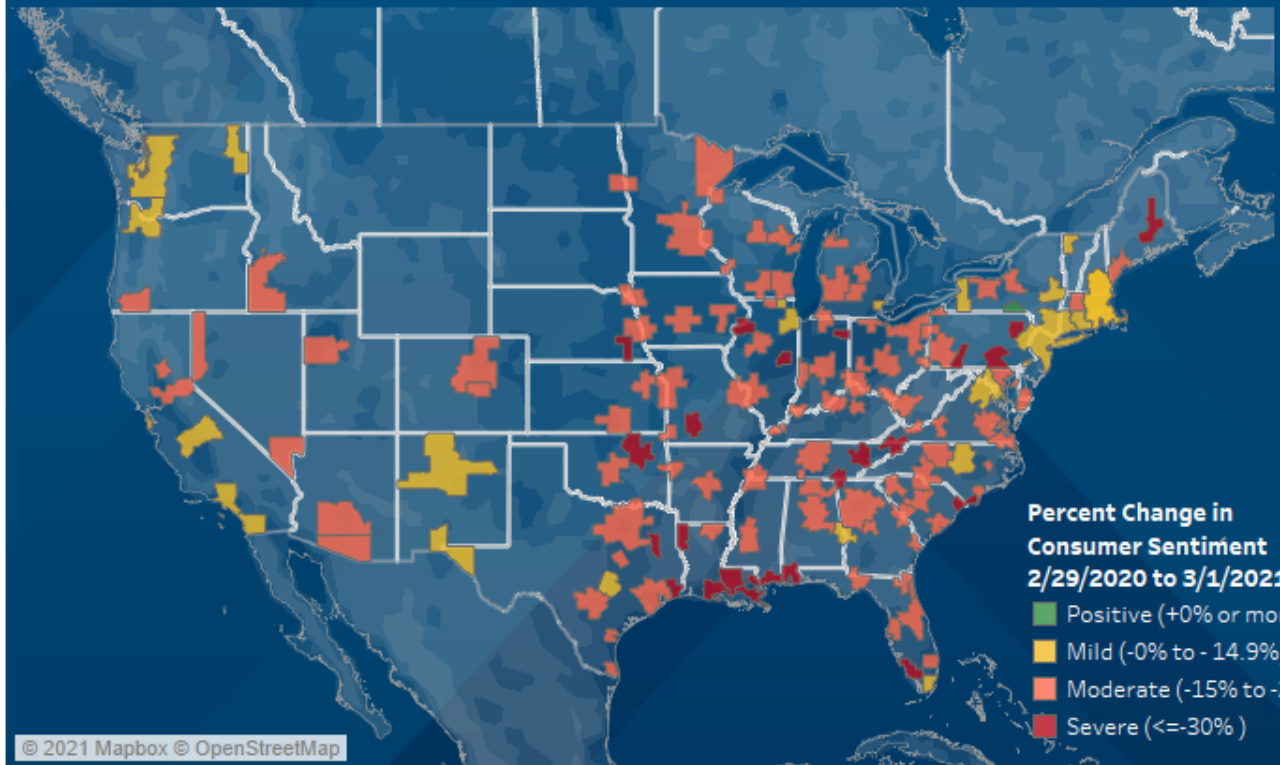
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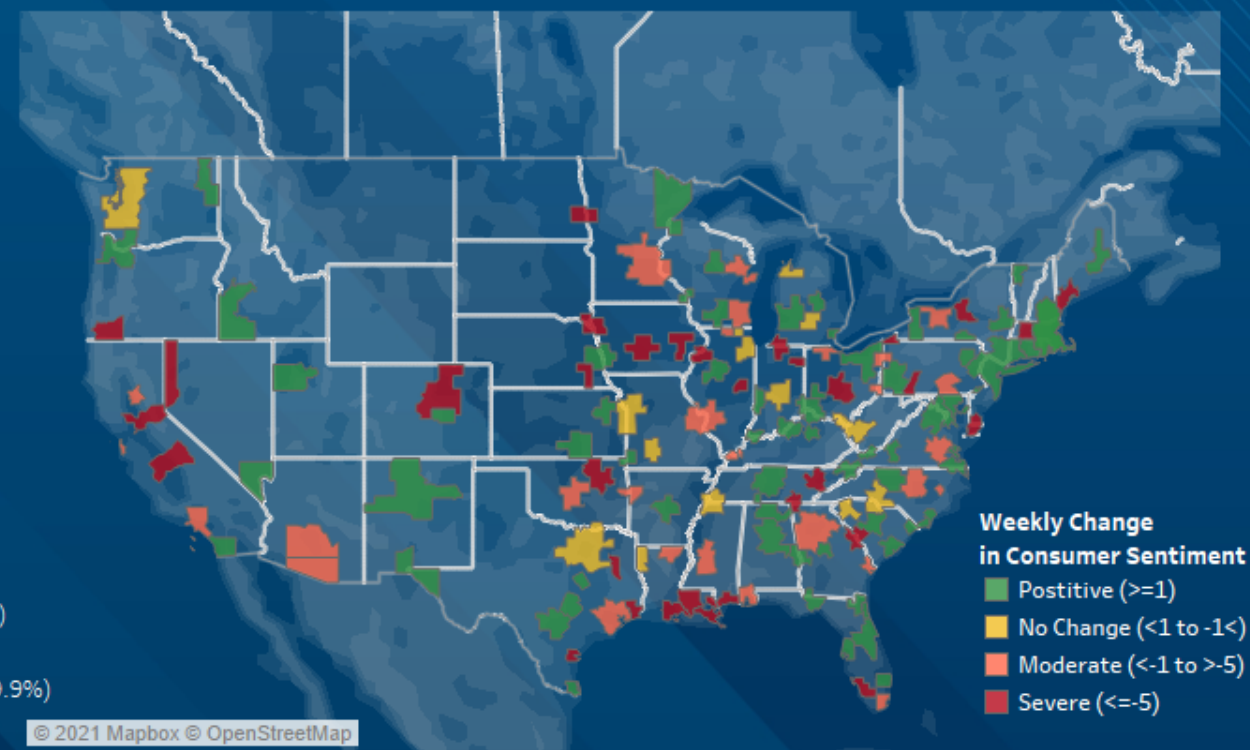
Source: Morning Consult

CONSUMER SENTIMENT IMPROVES ACROSS MARKETS

Since February 29, 2020



Since February 22, 2021



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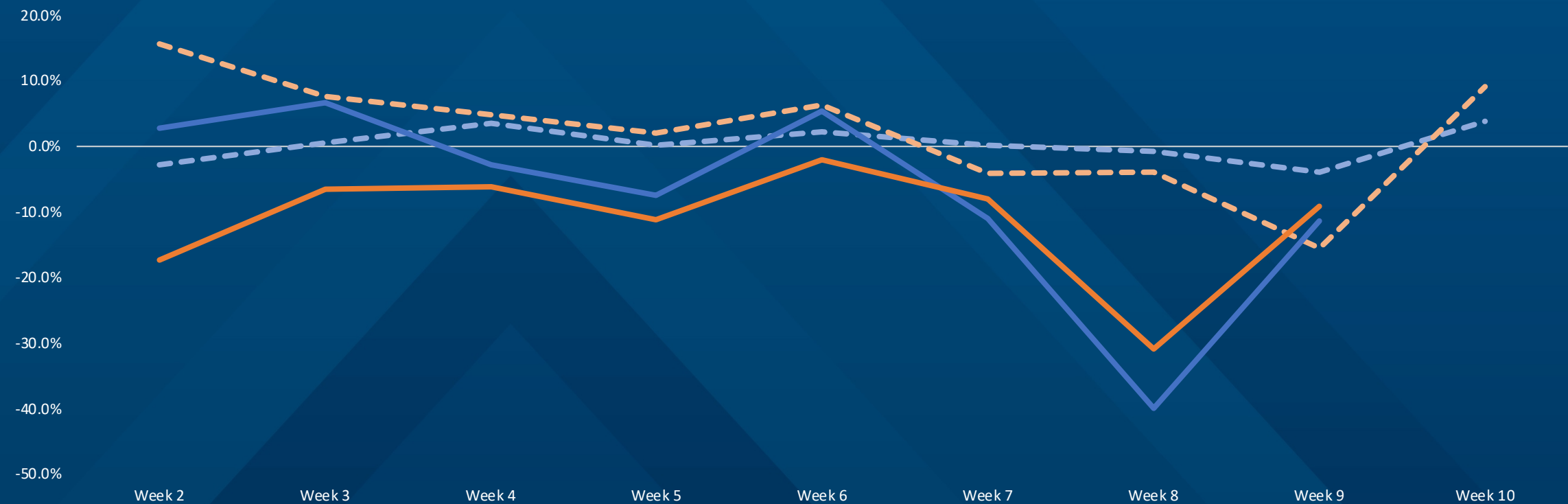
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Source: Morning Consult

RETAIL SALES ESTIMATES

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

New Y/Y 20 Used Y/Y 2020 New Y/Y 21 Used Y/Y 21



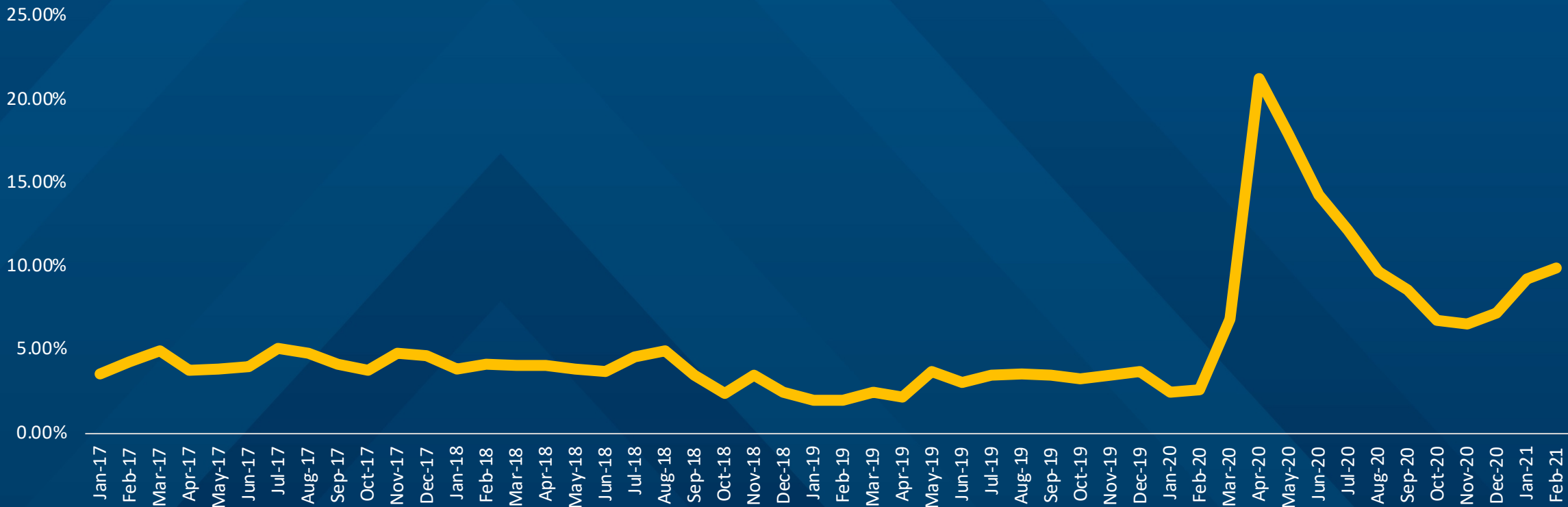
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Source: Cox Automotive

ZERO PERCENT FINANCING UP IN FEBRUARY

0% APR Finance Share



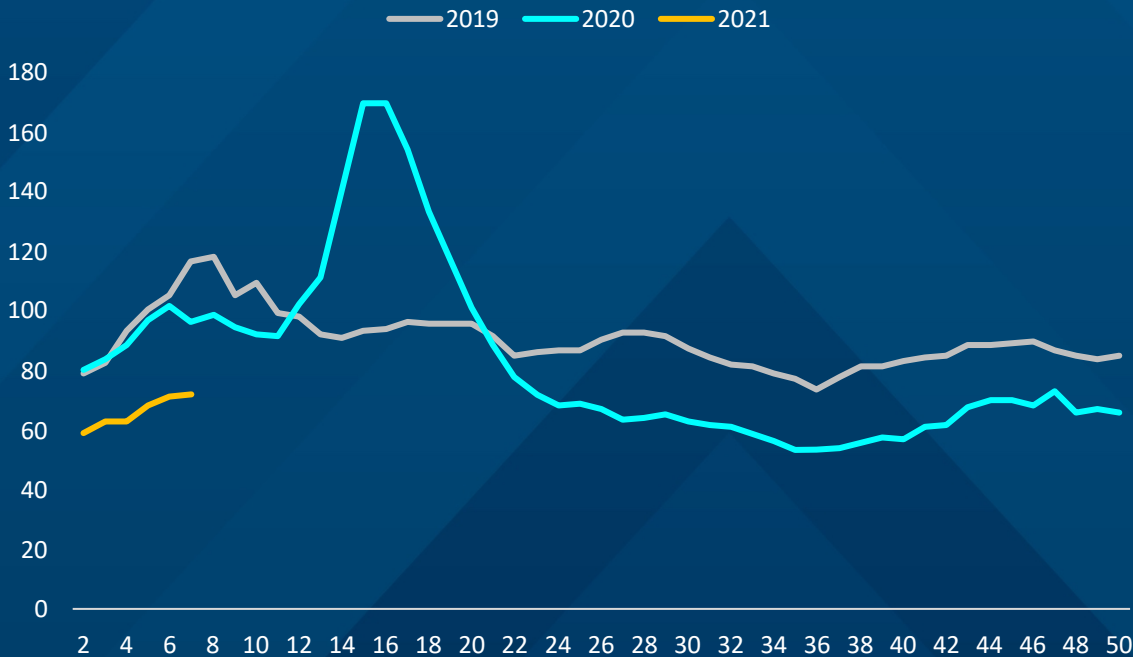
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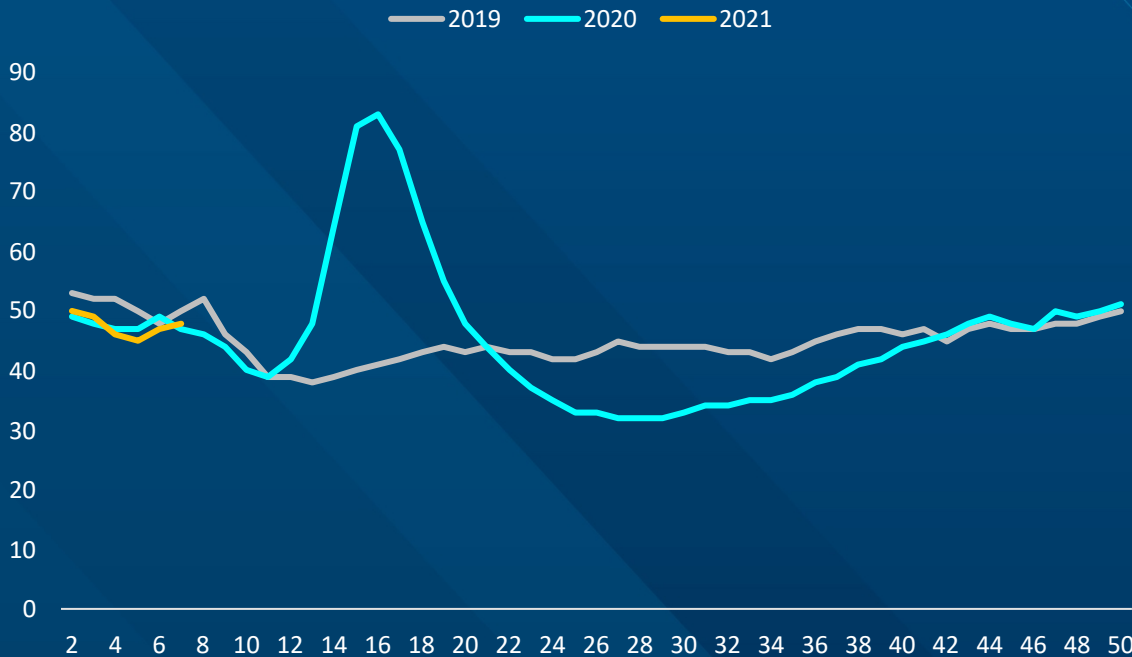
Source: Cox Automotive

RETAIL INVENTORY REMAINS TIGHT

New Days' Supply



Used Days' Supply



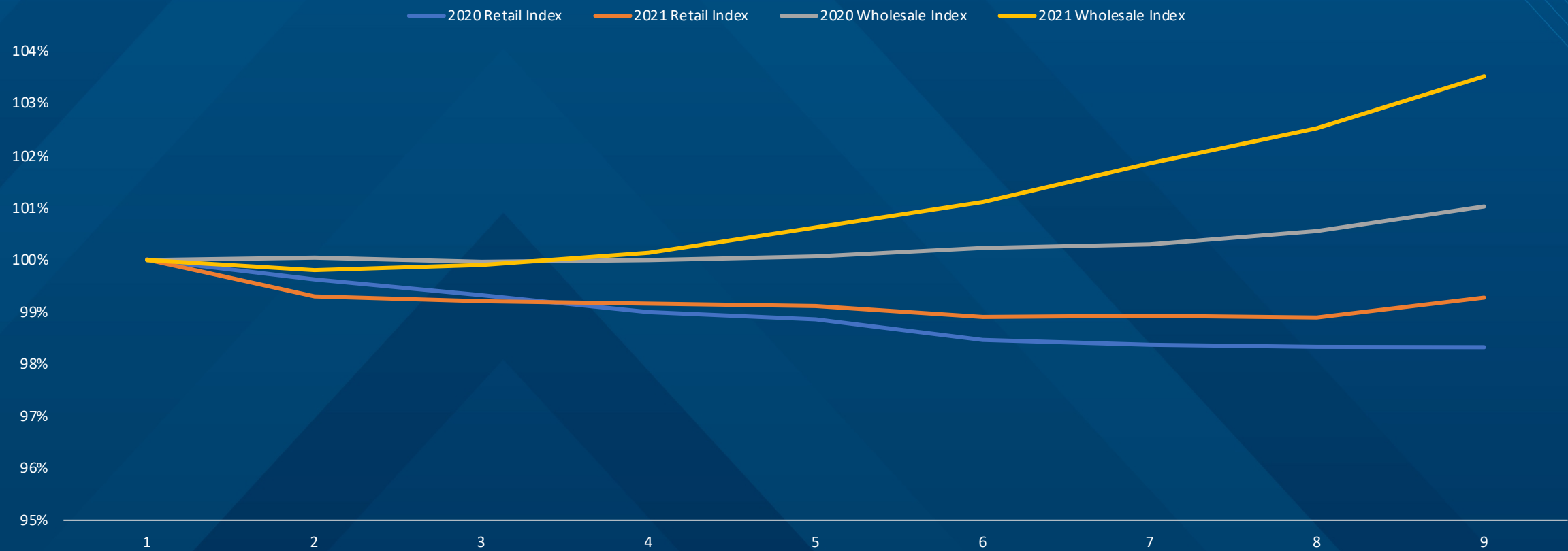
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Source: Cox Automotive

RETAIL USED PRICES ALSO MOVED HIGHER LAST WEEK

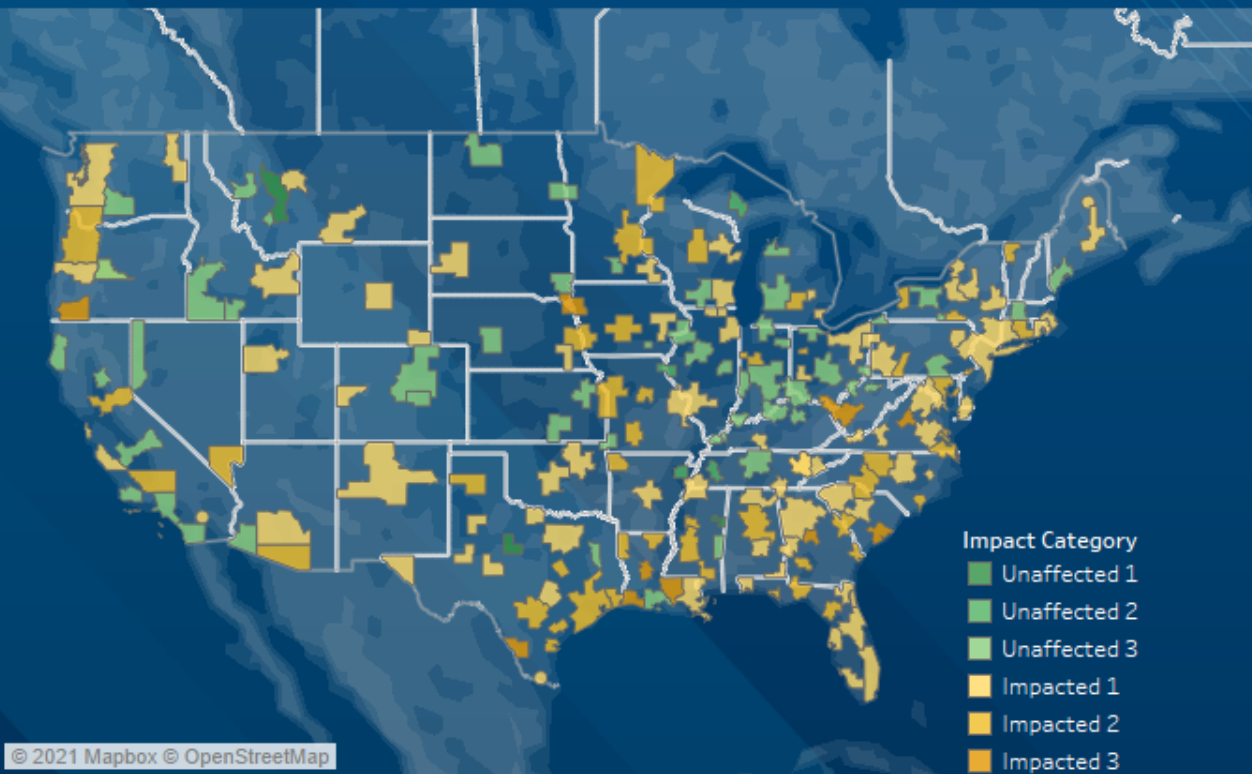
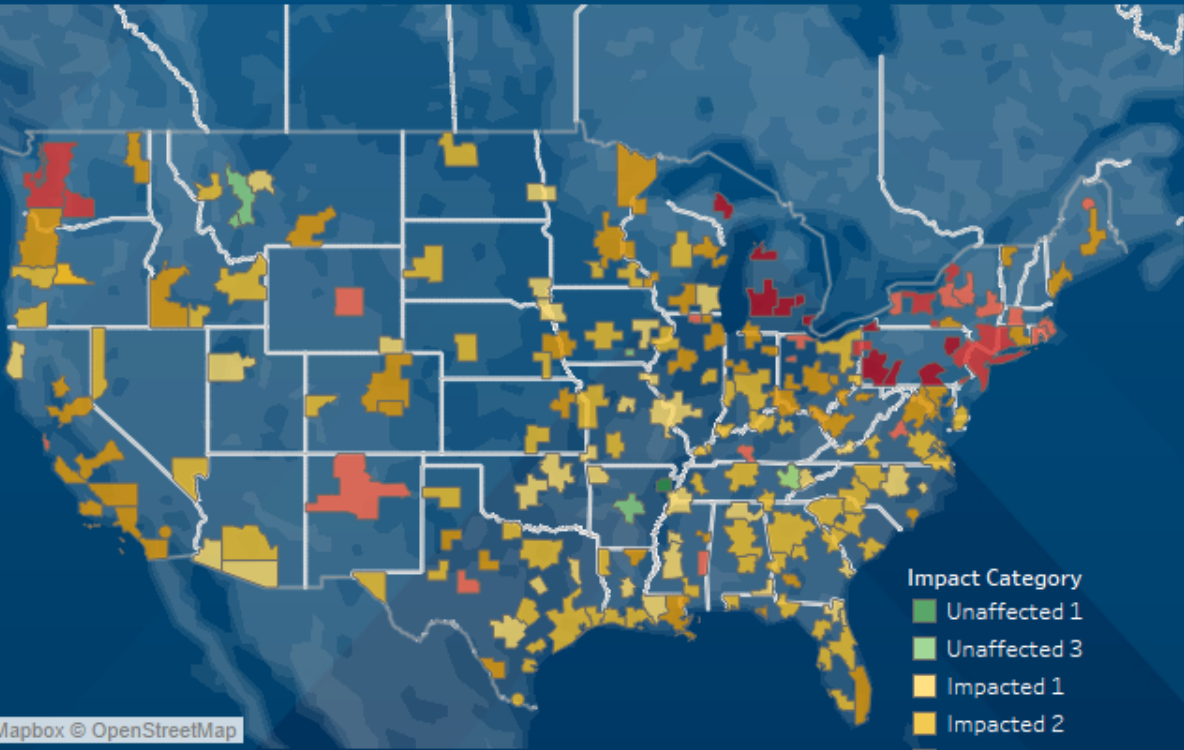
MY 2018 Retail and Wholesale Price Index



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5th

February 28th



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Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads in February on **Autotrader** were up 4% y/y and on **Kelley Blue Book** were up 32%; KBB gained momentum while Autotrader was stable
- Vehicle form submissions on **Dealer.com** remain up y/y, and new gained momentum over the weekend while used lost a little momentum
- **Dealertrack** unique credit applications on same-store basis were down 20% y/y last week, which was a big improvement from the prior week
- **Xtime** saw an 8% decline y/y last week in consumers having their cars serviced, which was a big 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