

March 16, 2021

COVID-19 AUTO MARKET UPDATE

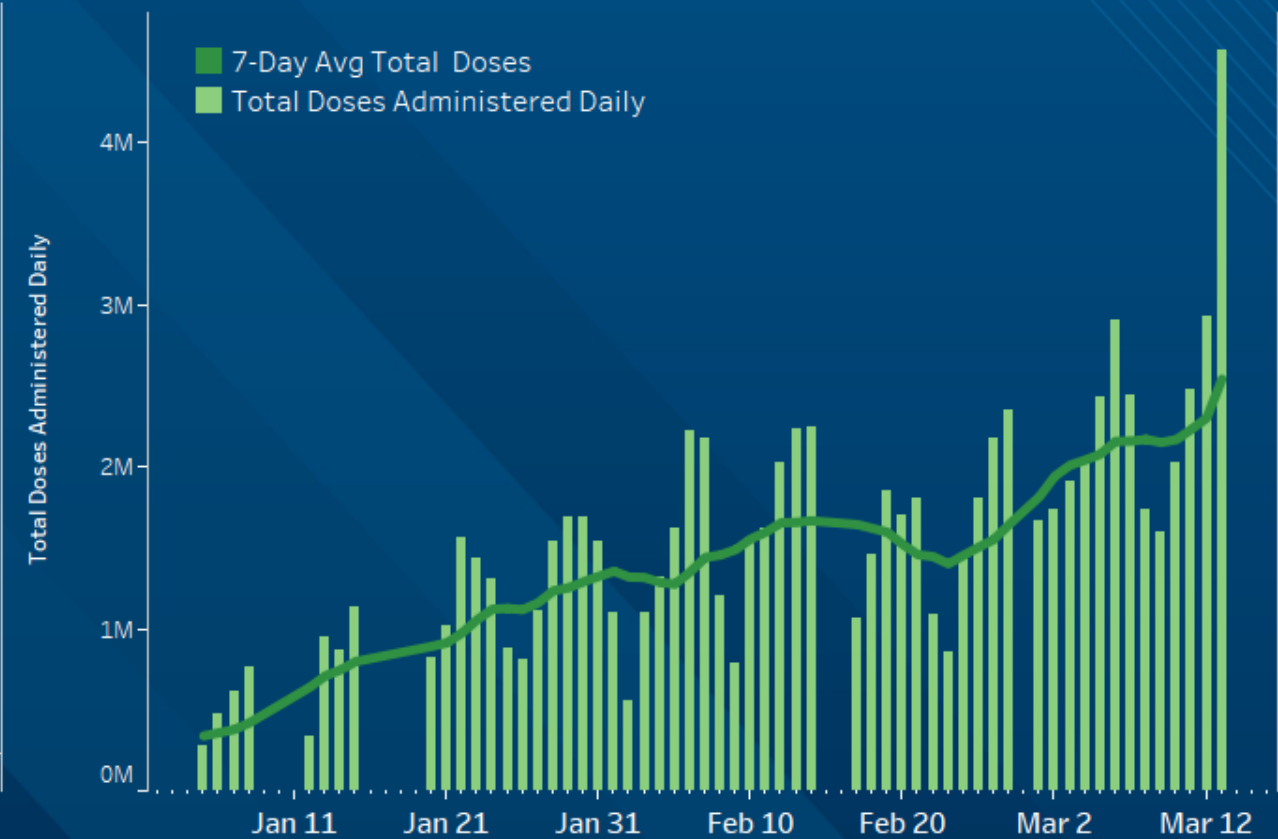
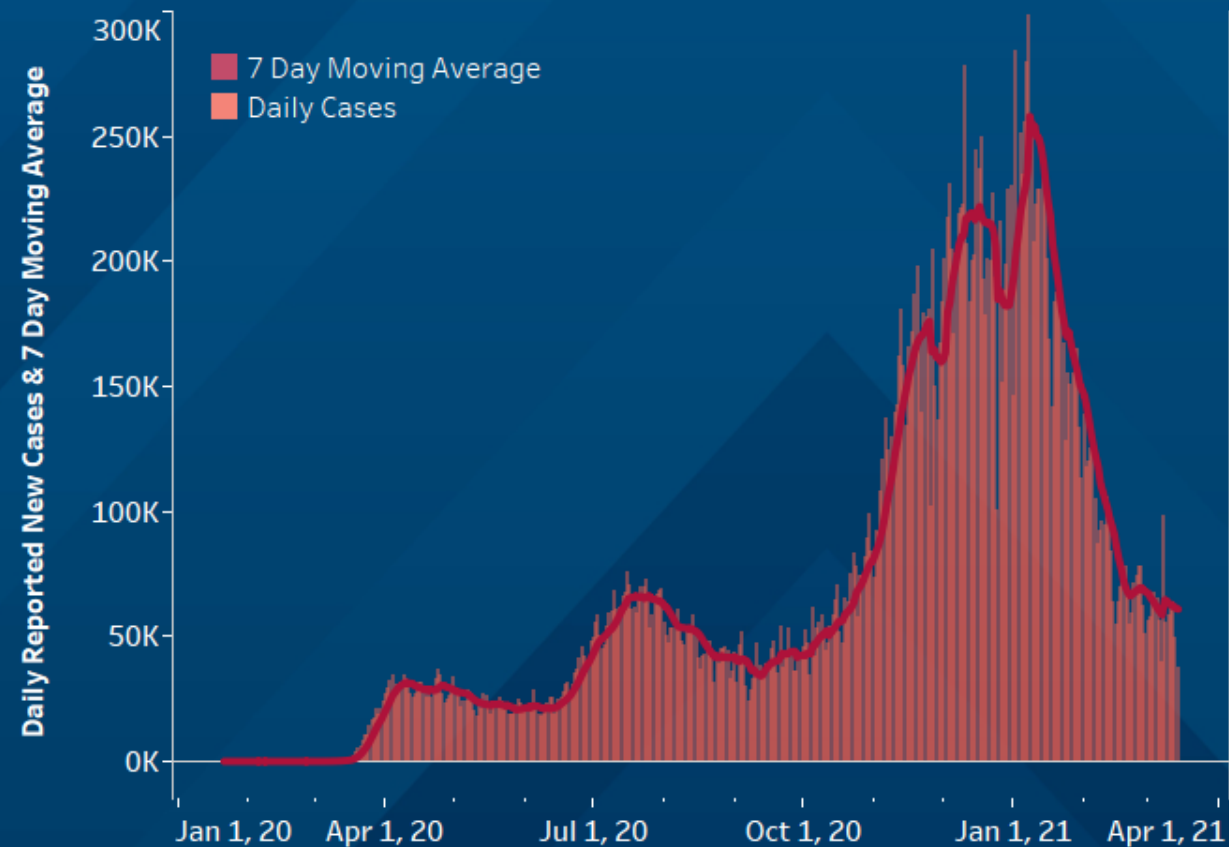
*THE WAY
FORWARD*

Driven by COX AUTOMOTIVE

Jonathan Smoke

Chief Economist, Cox Automotive

COVID-19 DAILY CASE AND VACCINATION TRENDS

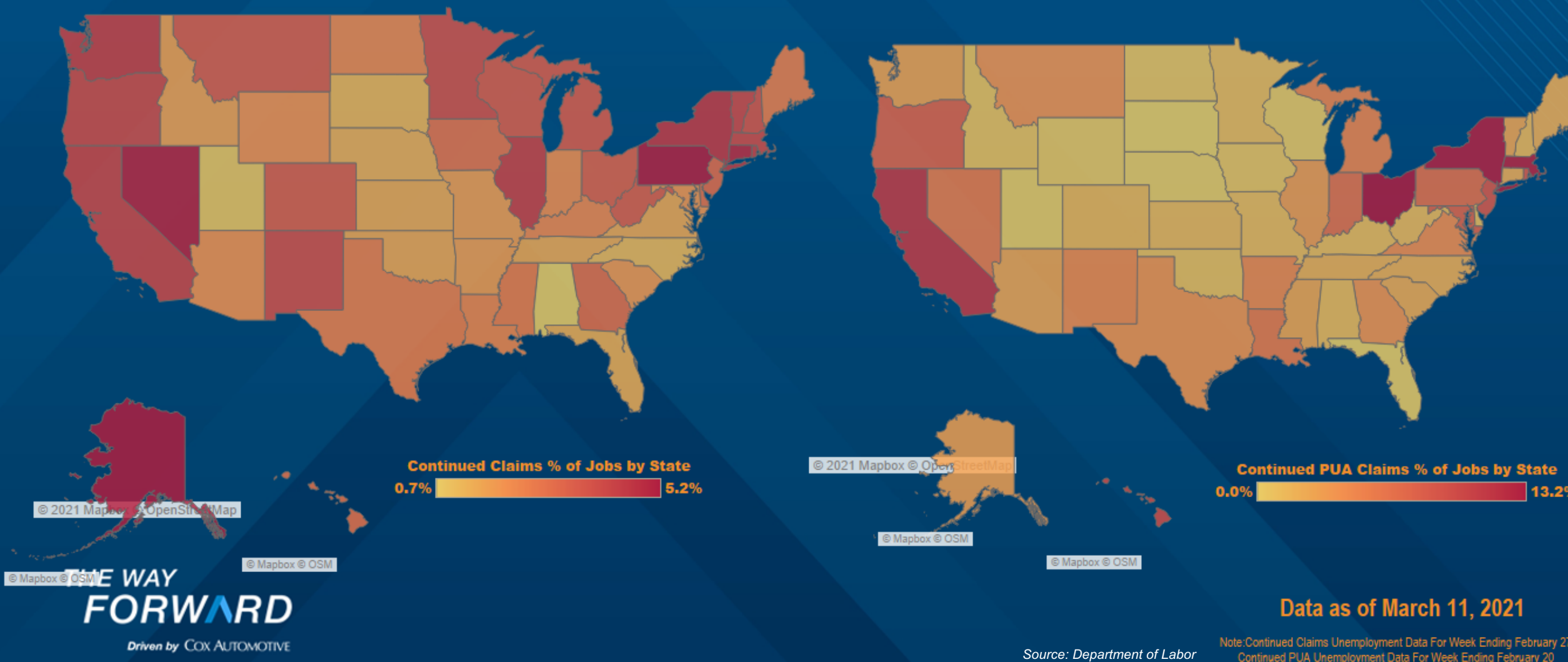


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

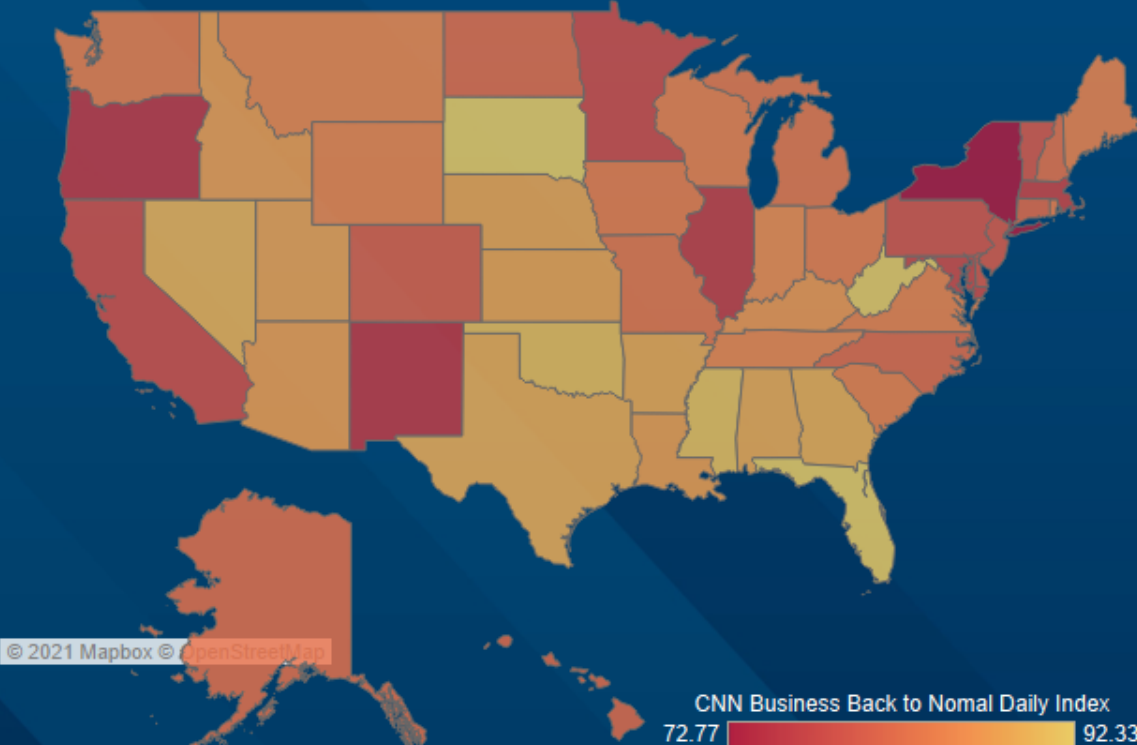
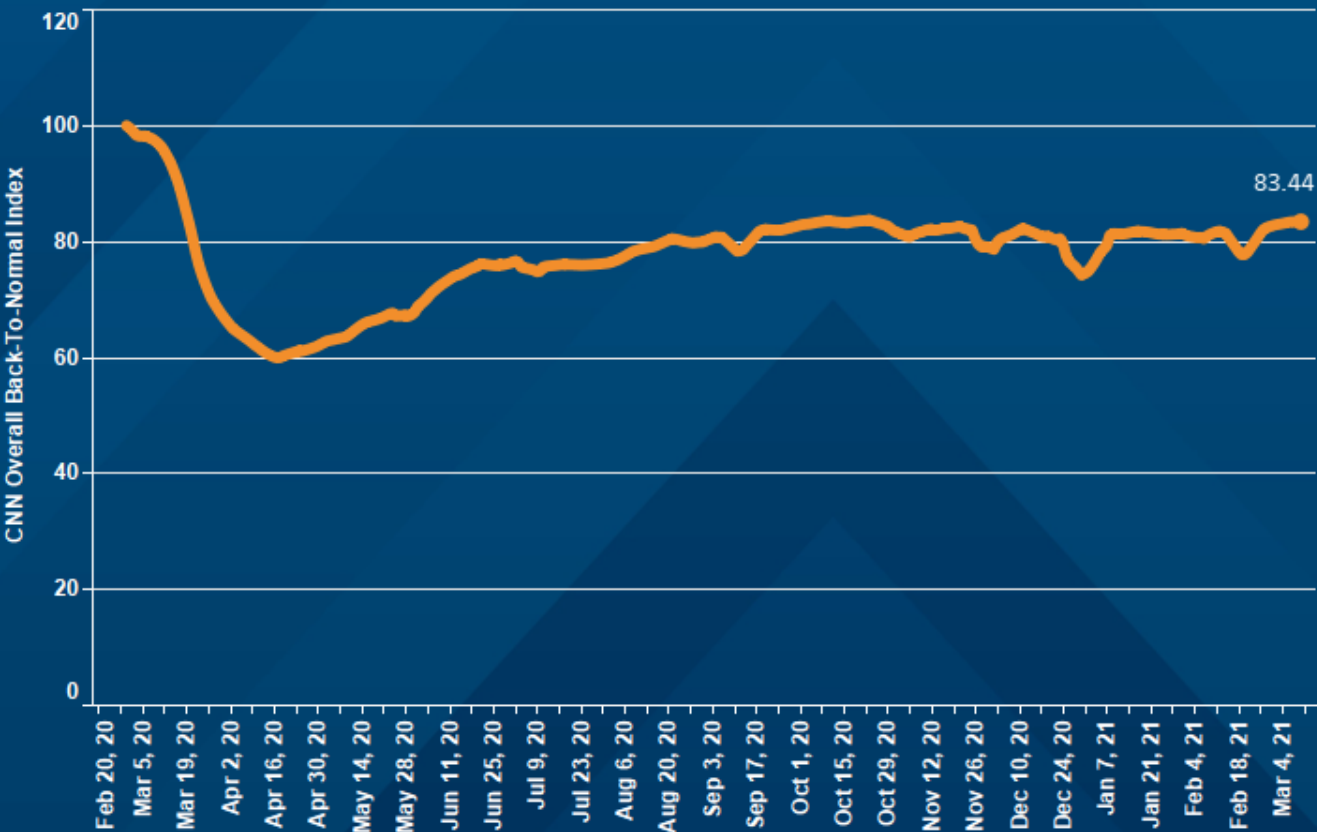
CONTINUING CLAIMS AT 4.1 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES UP LAST WEEK

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

Data as of March 15, 2021



© 2021 Mapbox © OpenStreetMap

© Mapbox © OSM

© Mapbox © OSM

Source: Moody's Analytics and CNN Business

CNN Business Back to Normal Daily Index
72.77 92.33

THE WAY
FORWARD
Driven by COX AUTOMOTIVE

CONSUMER SENTIMENT IMPROVED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 13.3% since February 29, 2020

ICS Value (7-Day Average)



MORNING CONSULT

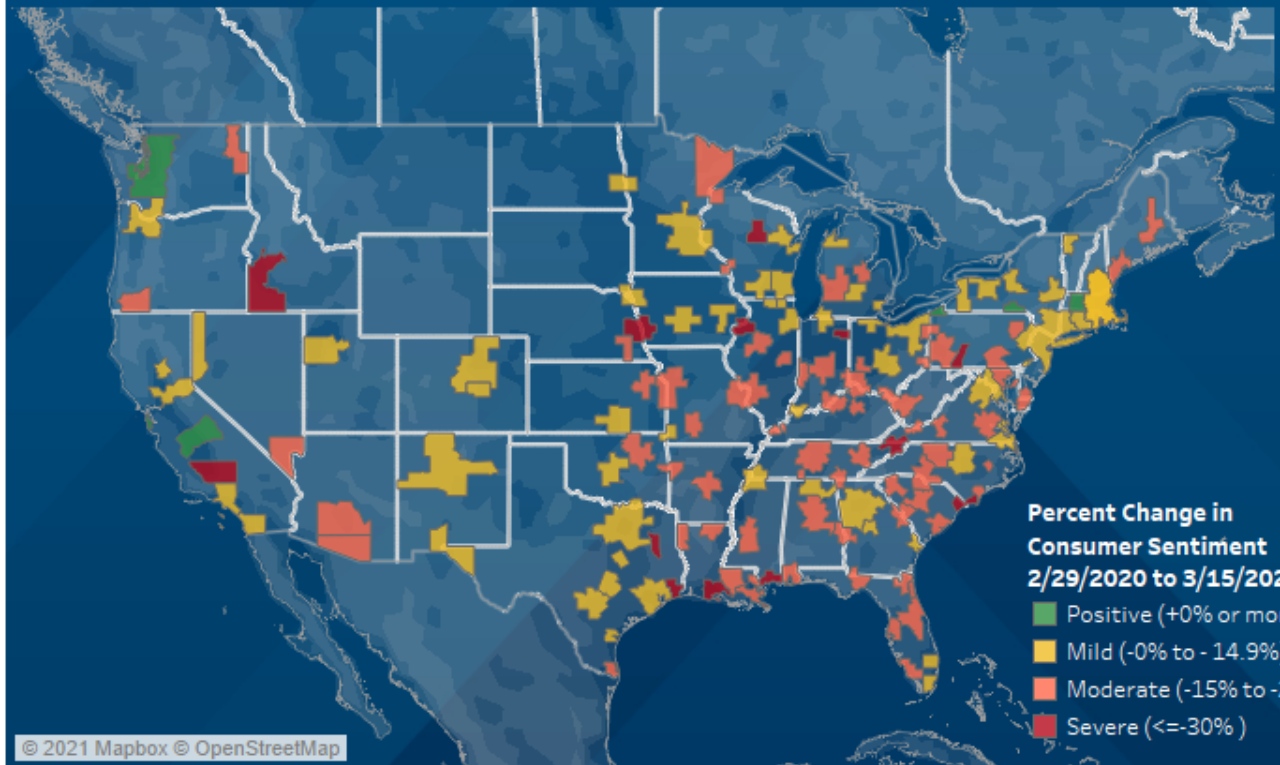
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

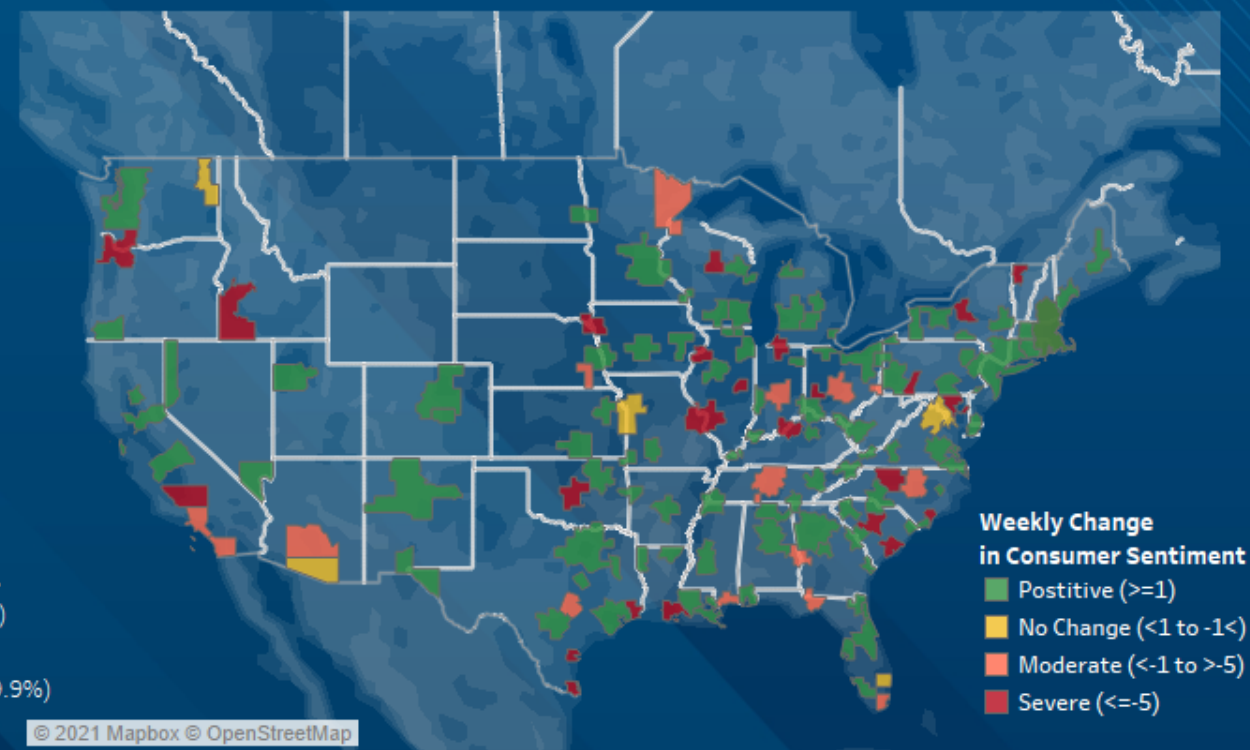
Source: Morning Consult

CONSUMER SENTIMENT IMPROVES ACROSS MARKETS

Since February 29, 2020



Since March 8, 2021



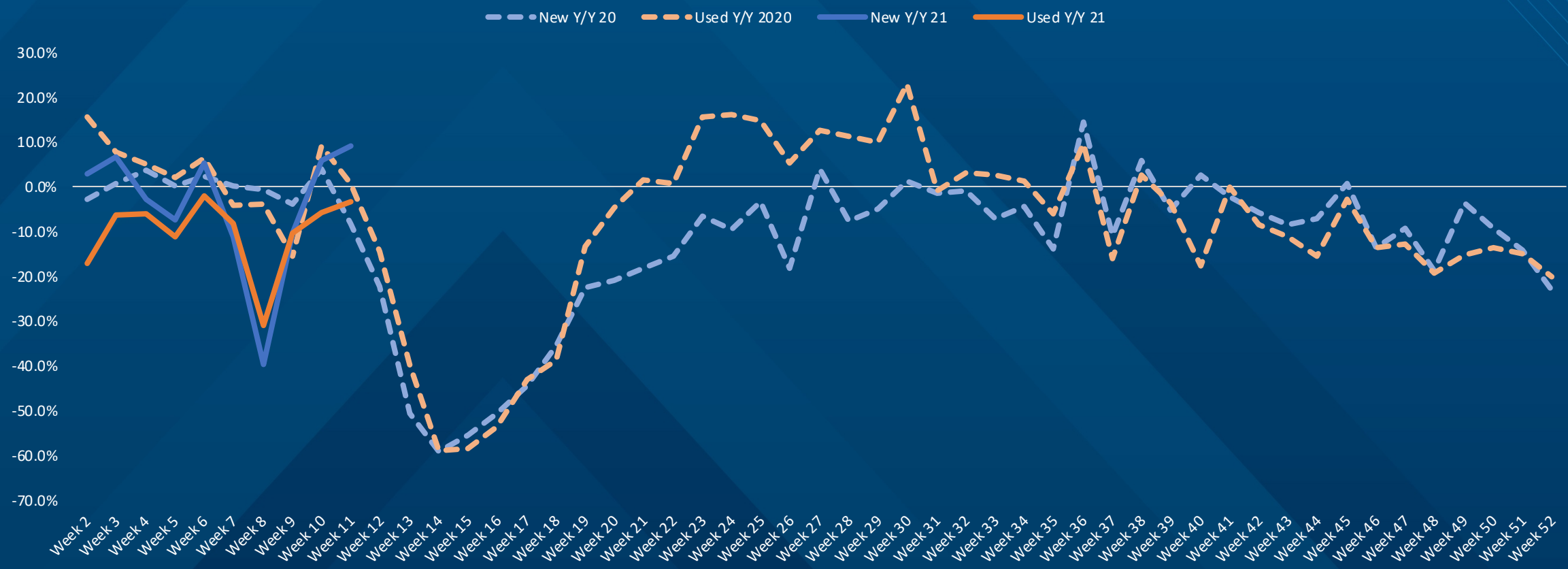
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

Y/Y % Change in Retail Sales by Week

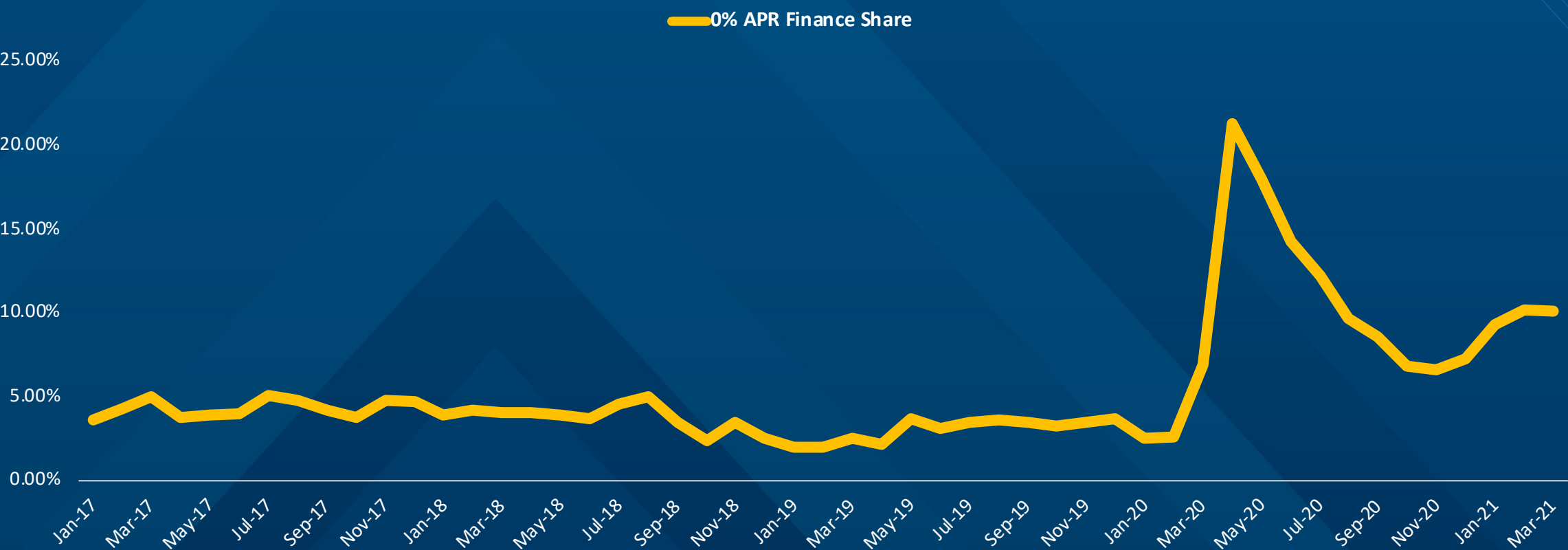


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

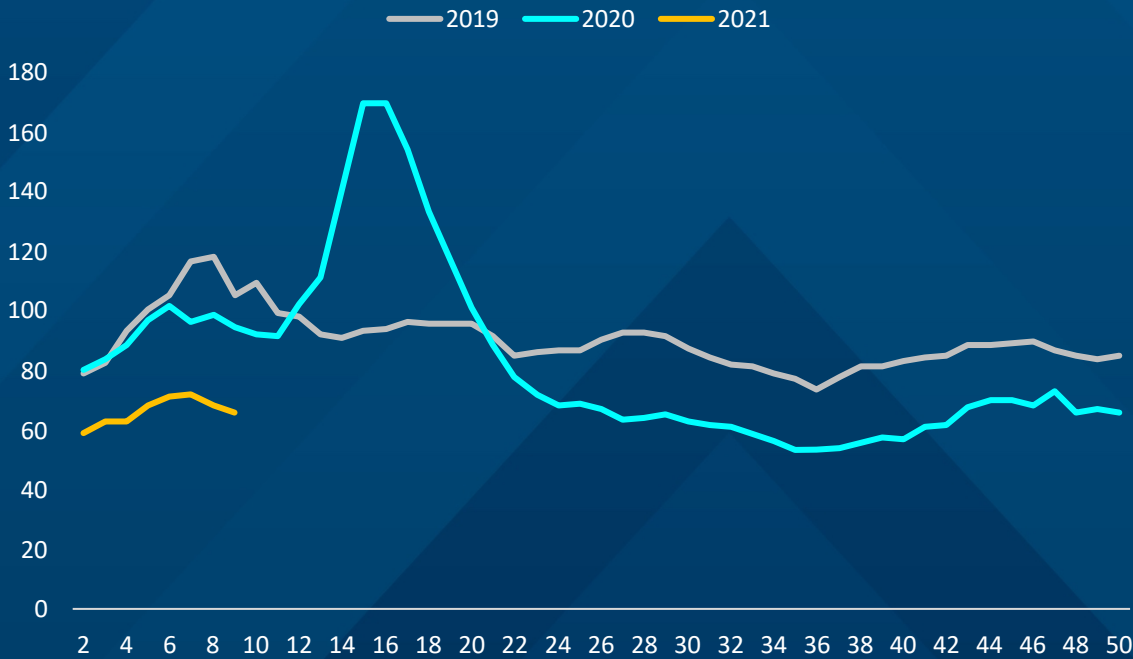
Source: Cox Automotive

ZERO PERCENT FINANCING FLAT IN MARCH

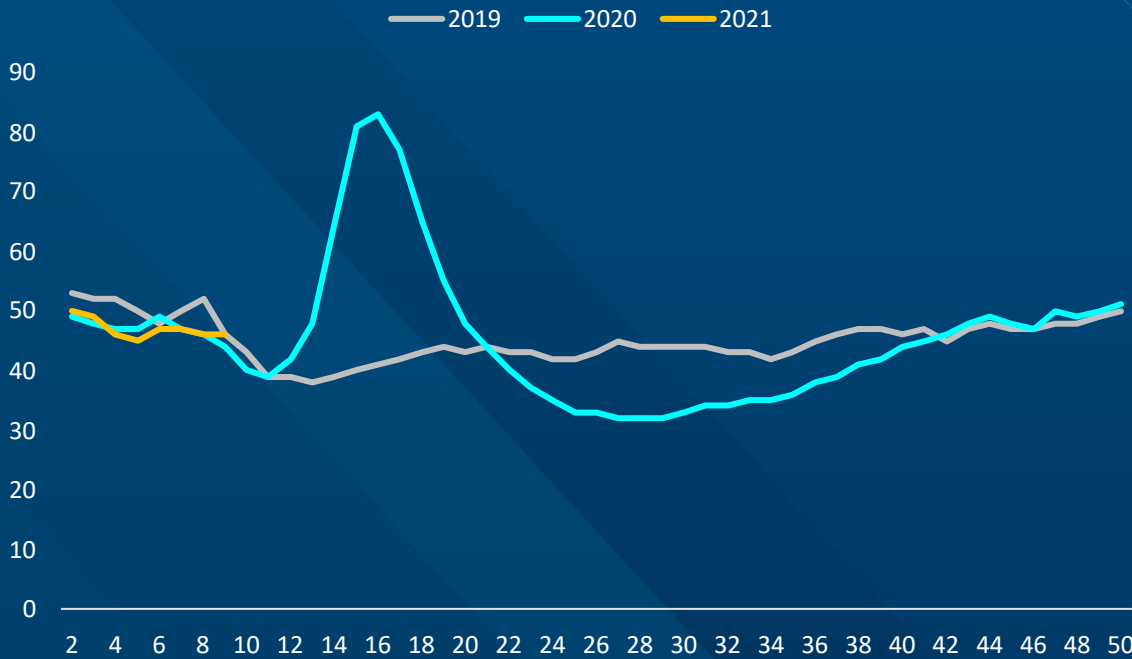


RETAIL INVENTORY REMAINS TIGHT

New Days' Supply



Used Days' Supply



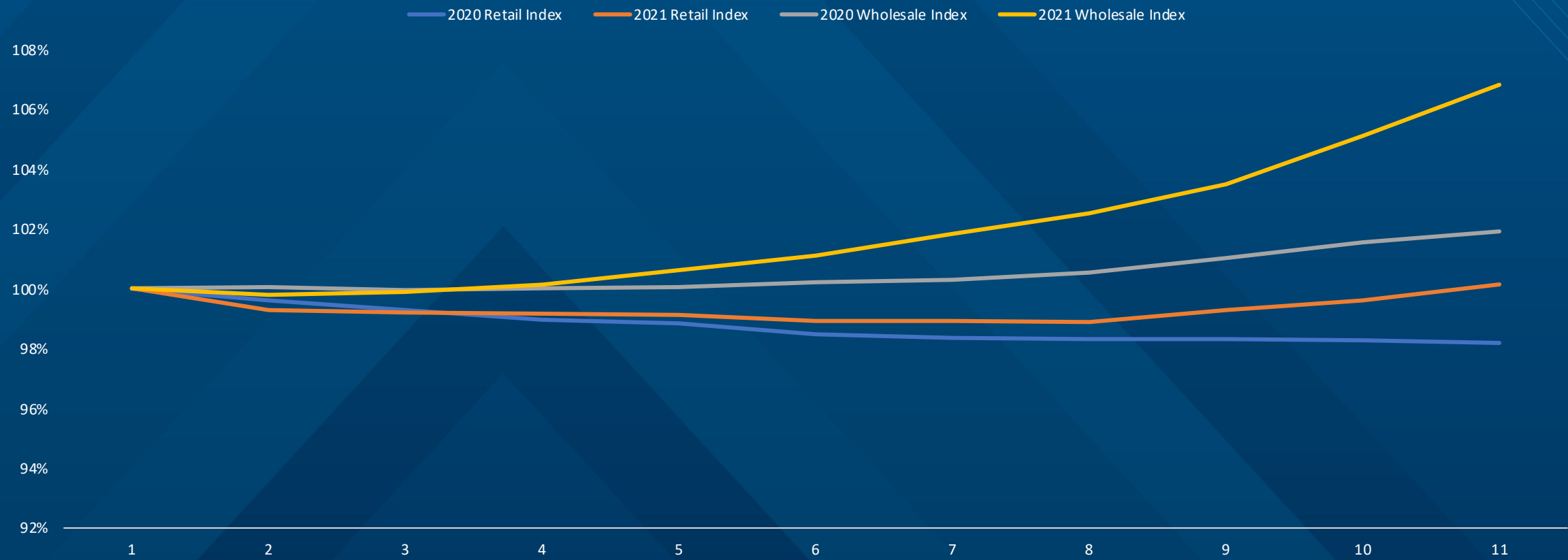
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

USED PRICES CONTINUE MOVING HIGHER

MY 2018 Retail and Wholesale Price Index



THE WAY
FORWARD

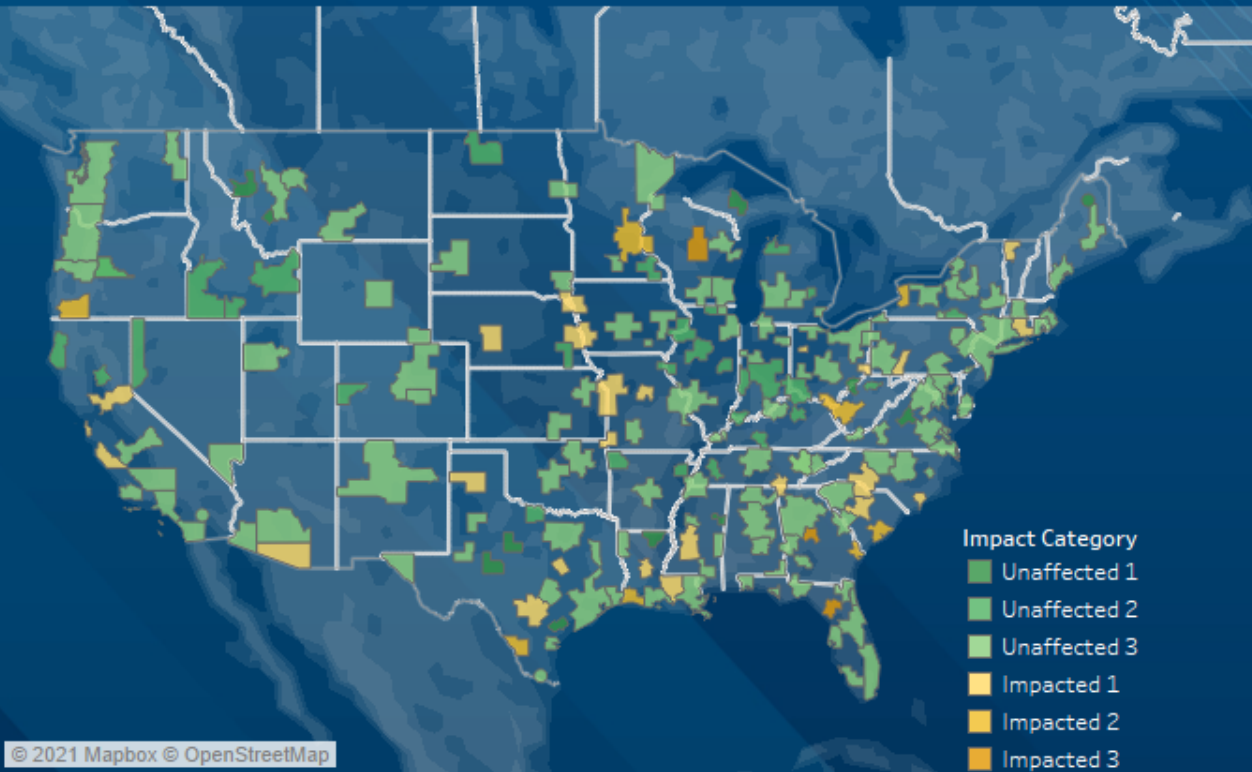
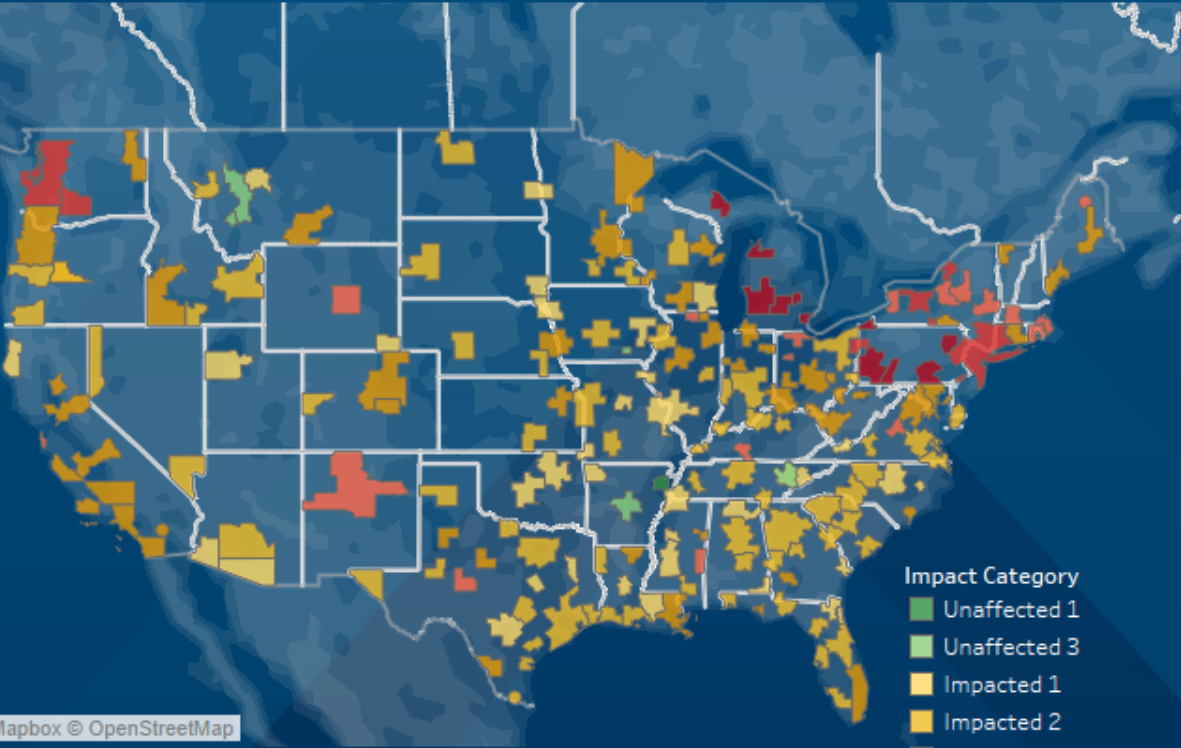
Driven by COX AUTOMOTIVE

Source: Cox Automotive

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5th

March 14th



© 2021 Mapbox © OpenStreetMap
**THE WAY
FORWARD**

Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads in March through Saturday on **Autotrader** were up 22% y/y and on **Kelley Blue Book** were up 34%; both gained momentum and both are up even more against 2019
- Vehicle form submissions on **Dealer.com** remain up y/y, and both saw accelerating momentum over the last week; both are also up against 2019
- **Dealertrack** unique credit applications on same-store basis were up 11 y/y last week, which was a big improvement from the prior week; down 13% compared to 2019
- **Xtime** saw a 4% decline y/y last week in consumers having their cars serviced, which was an improvement from the prior week; down 9% compared to 2019

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