



# USED-VEHICLE INVENTORY

AS OF FEBRUARY 15, 2021



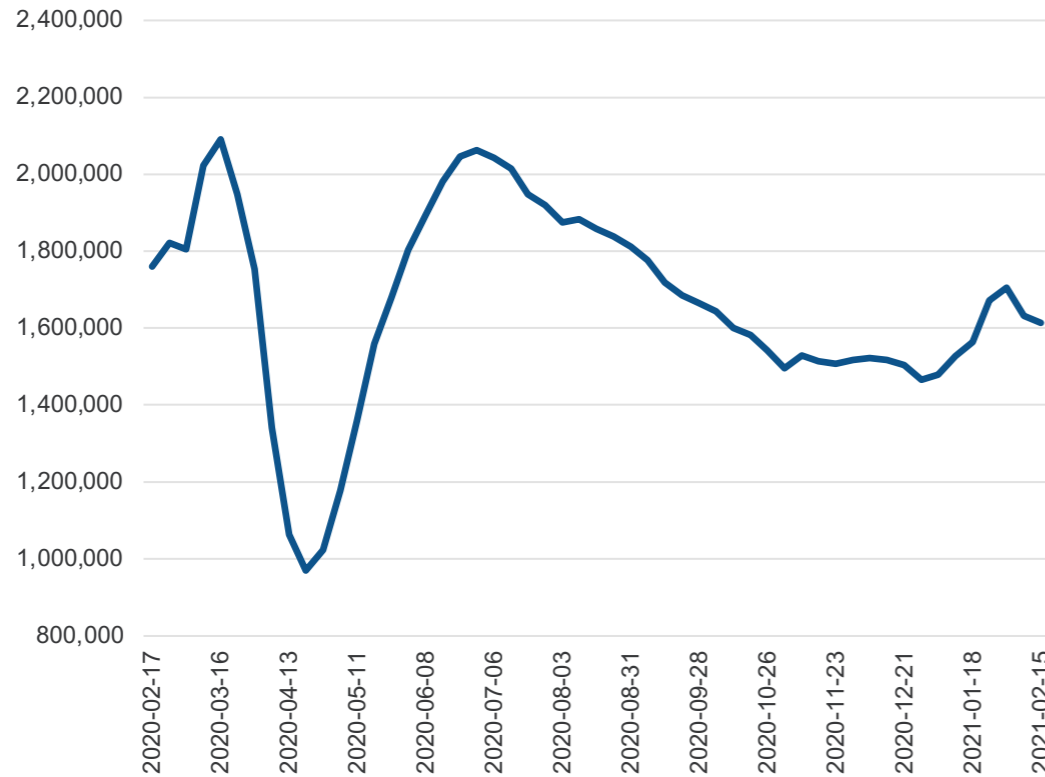
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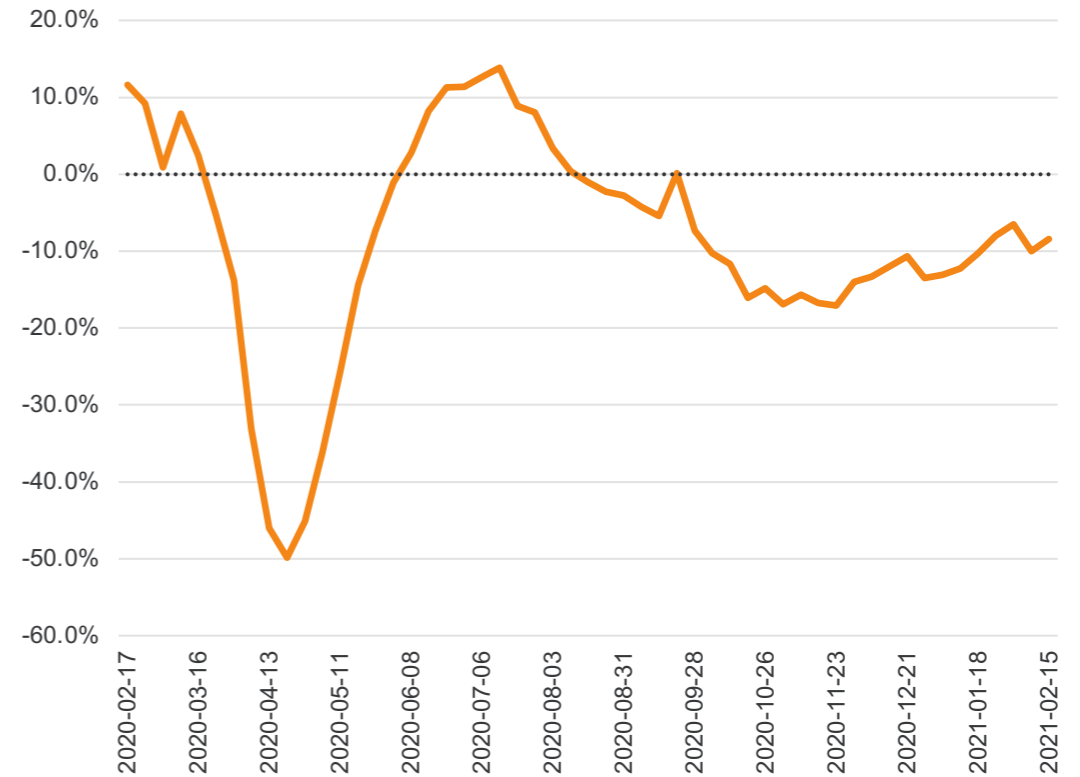
# USED-VEHICLE SALES BELOW LAST YEAR LEVELS BUT IMPROVING

Pace gaining in recent weeks as market enters tax season

**Rolling 30-Day Sales** weekly, based on active listings



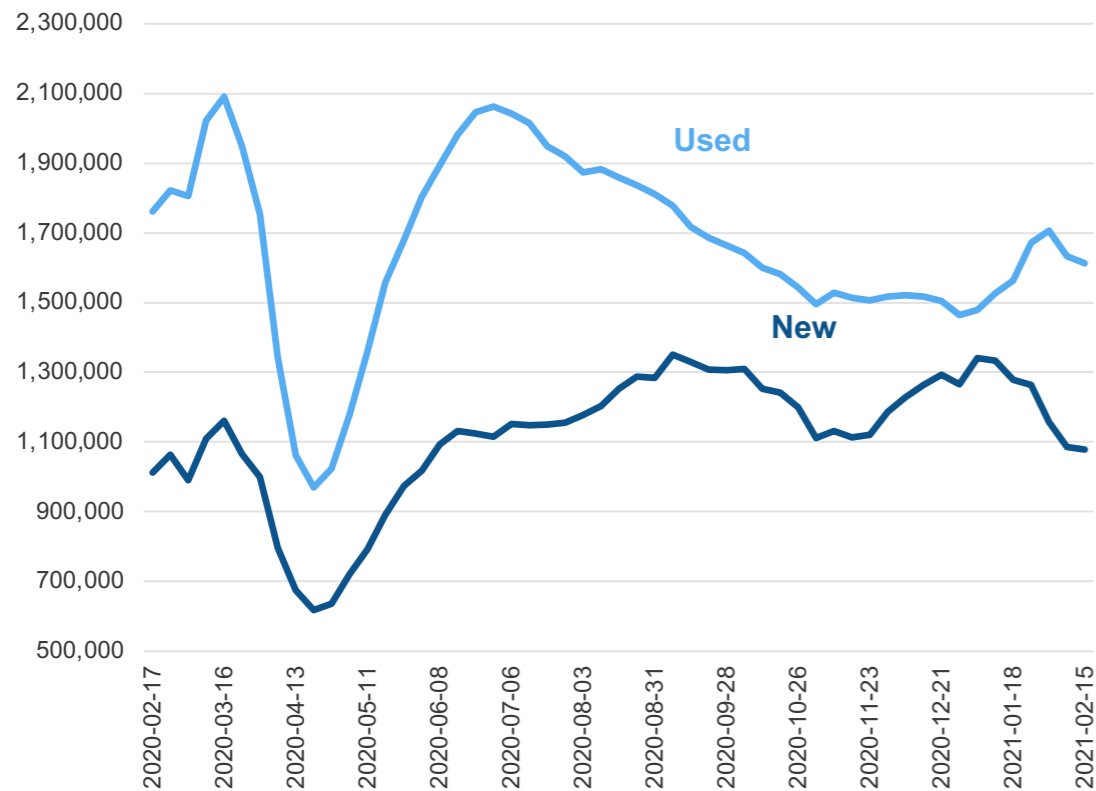
**Change In Sales** vs 1 year prior



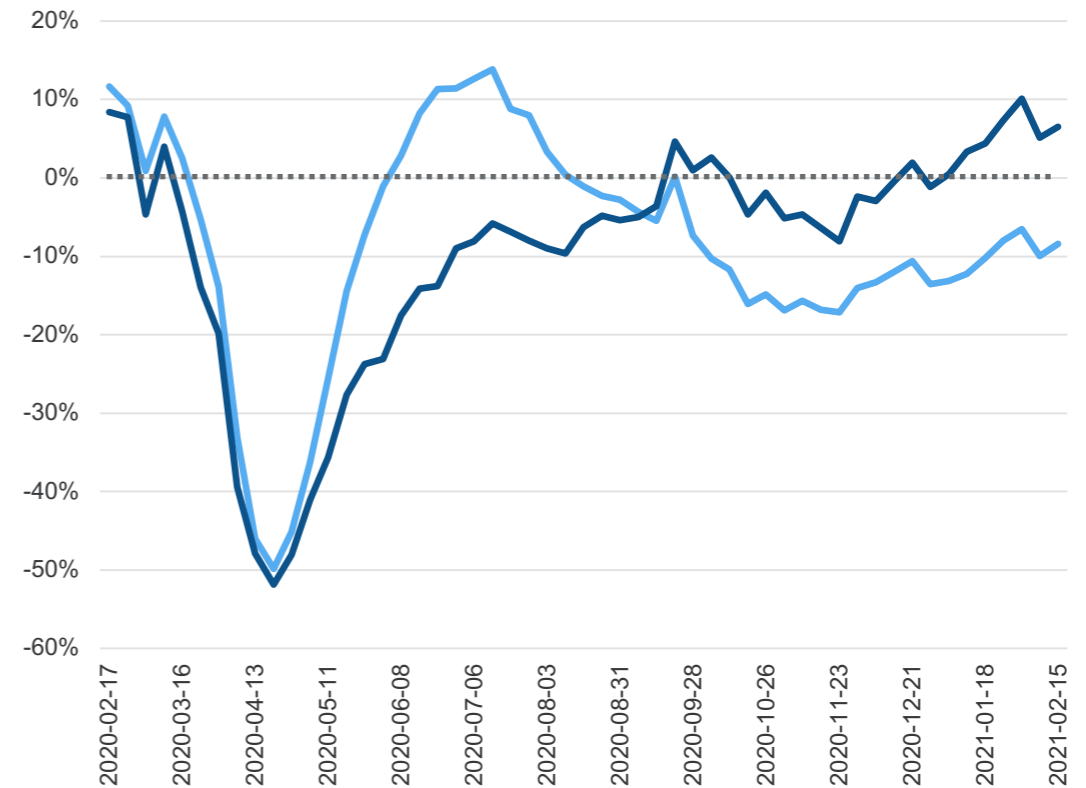
# STATUS OF MARKETS NEW AND USED ON SIMILAR PATHS

Both market showing strength in recent weeks

Rolling 30-Day Retail Sales, weekly last 12 months



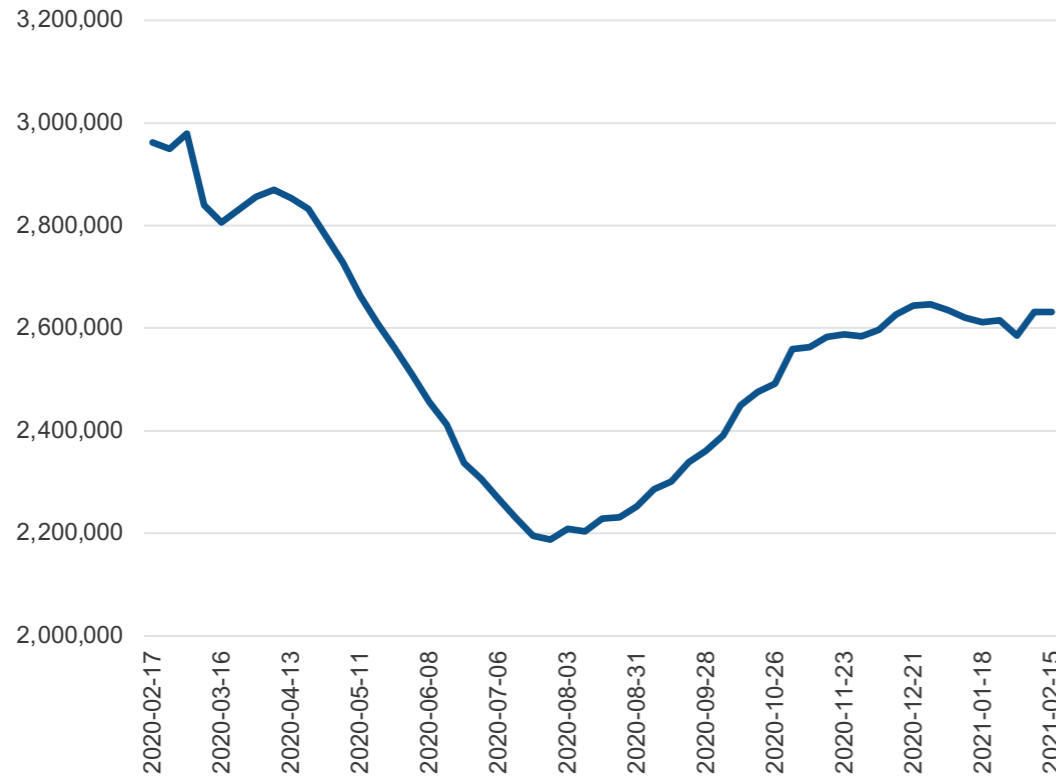
Annual Change



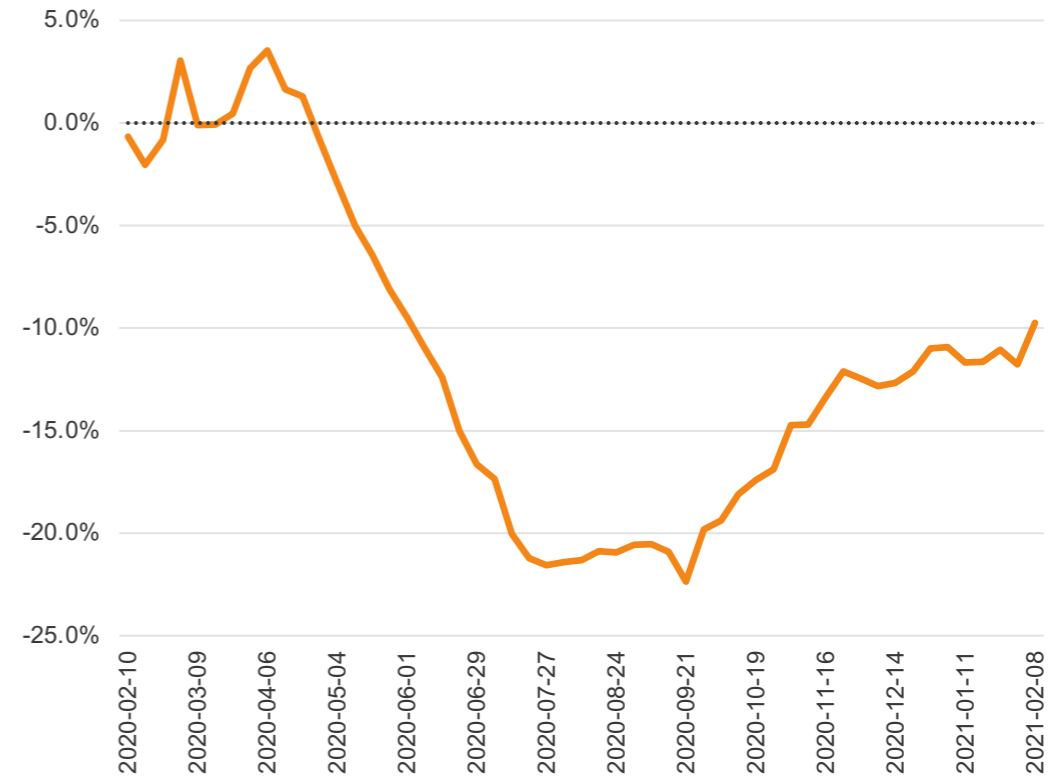
# USED-VEHICLE INVENTORY STABILIZING AFTER SUMMER SHORTAGE

Increased trade ins, more churn, on-going off-lease supplying market

**Available Supply** weekly, last 12 months



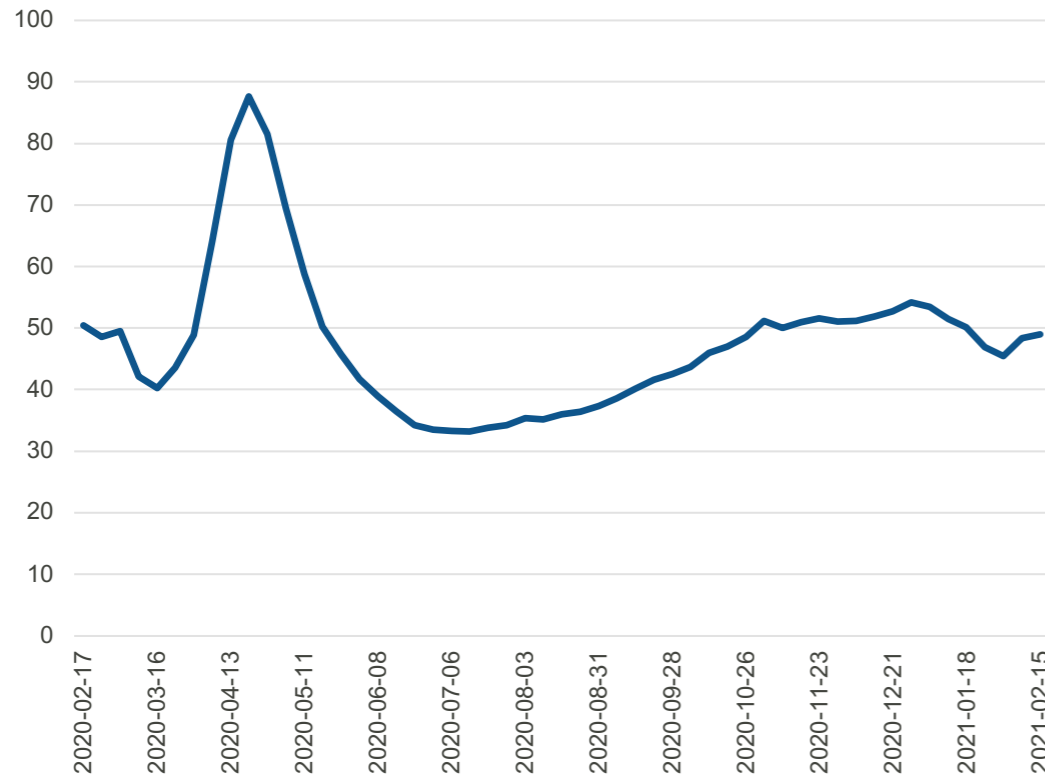
**Change In Supply** vs 1 year prior



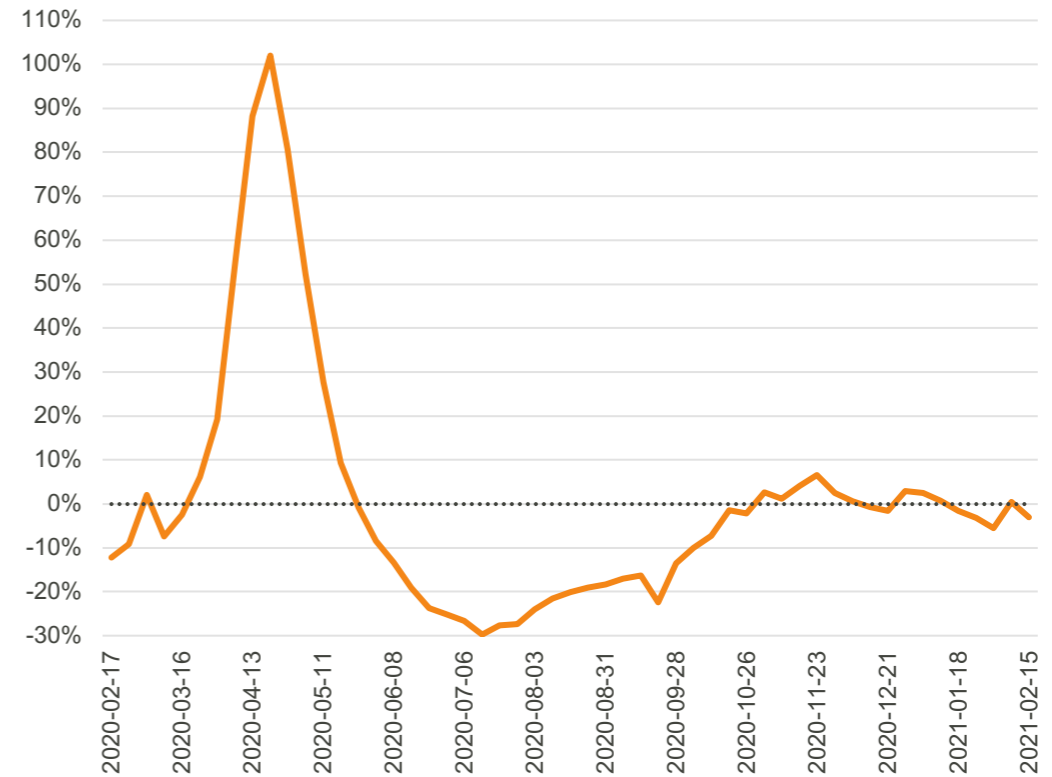
# USED-VEHICLE DAYS' SUPPLY STABLE BUT MAY BE STARTING TO TIGHTEN

With inventory still below last year levels the spring selling season may get squeezed

**Days of Supply Available** based on 30 day selling rate



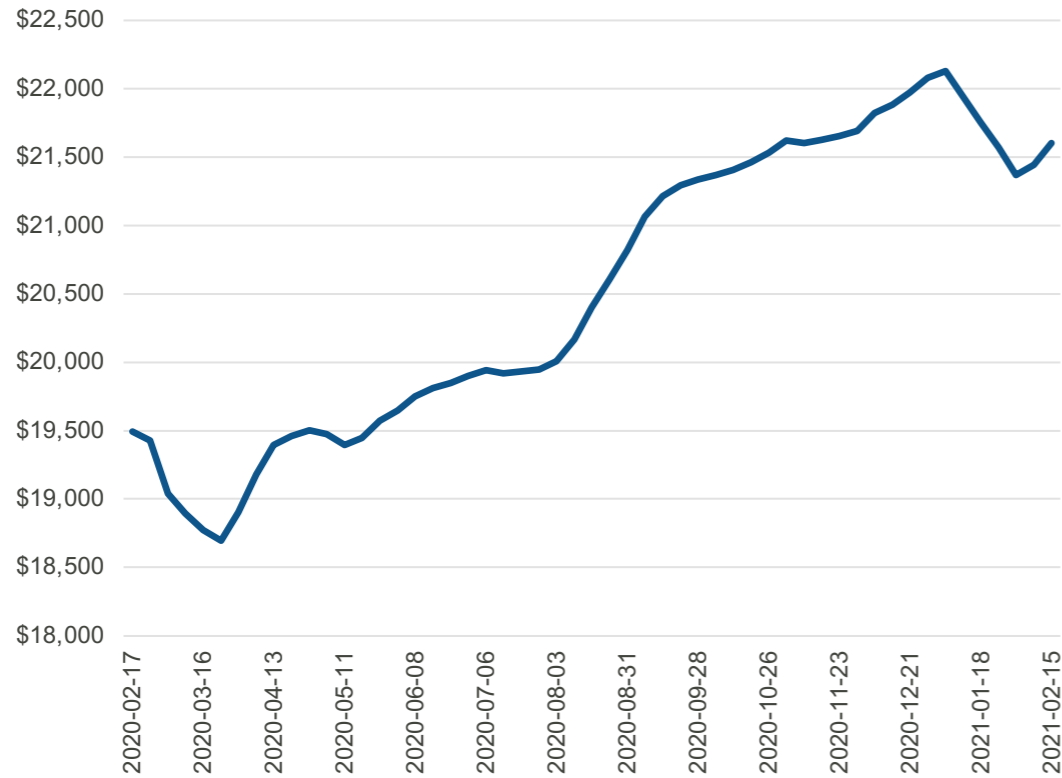
**Change In Days of Supply** vs 1 year prior



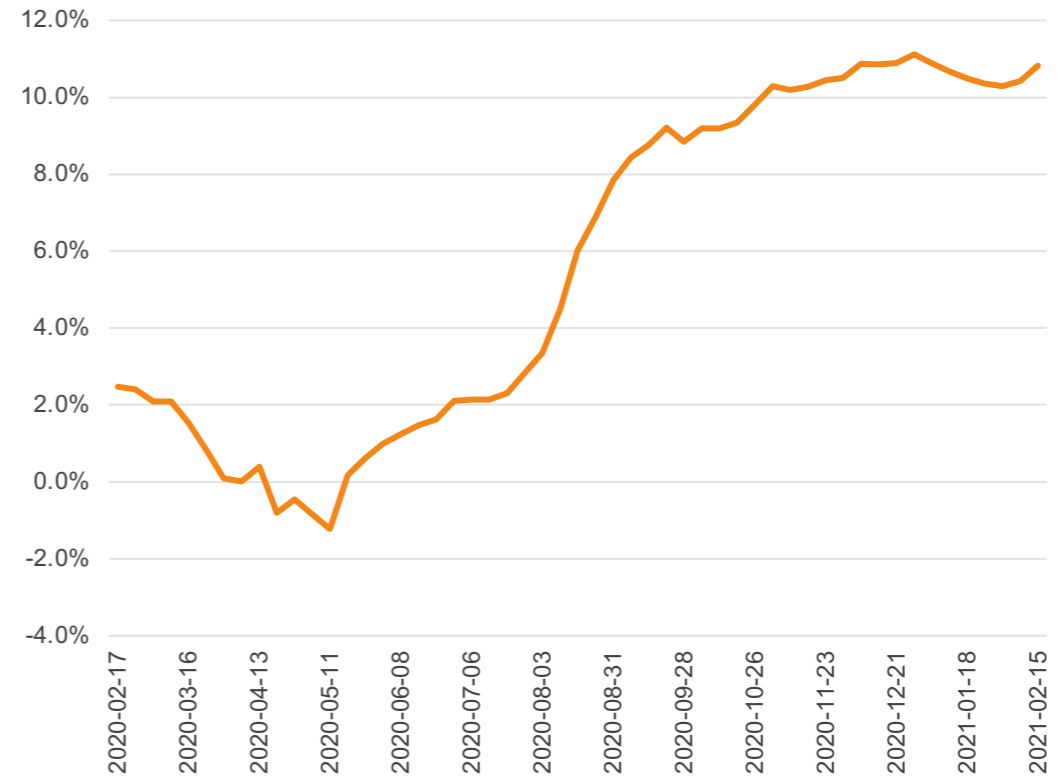
# USED-VEHICLE LIST PRICE STARTING TO SHOW DECLINE, FINALLY

Price still elevated but down from year's end peak

**Average List Price** based on 30 day sales



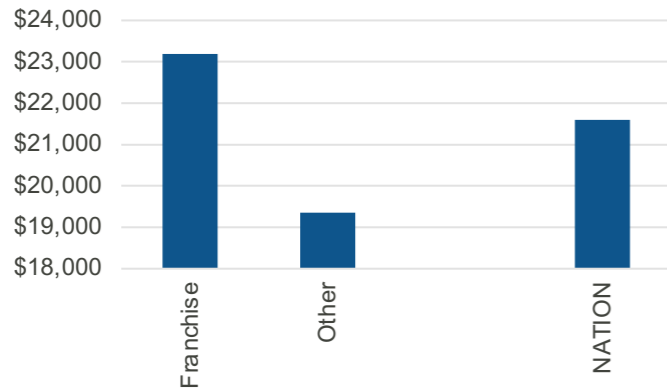
**Change In List Price** vs 1 year prior



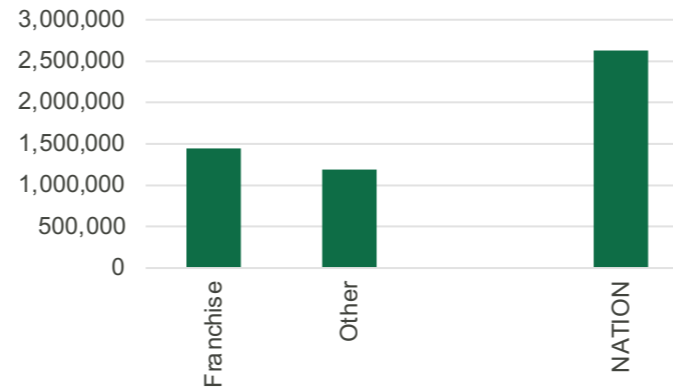
# FRANCHISED-INDEPENDENT SUPPLY    FRANCHISED HAVE TIGHTER SUPPLY

Price higher, mileage lower at franchised dealers

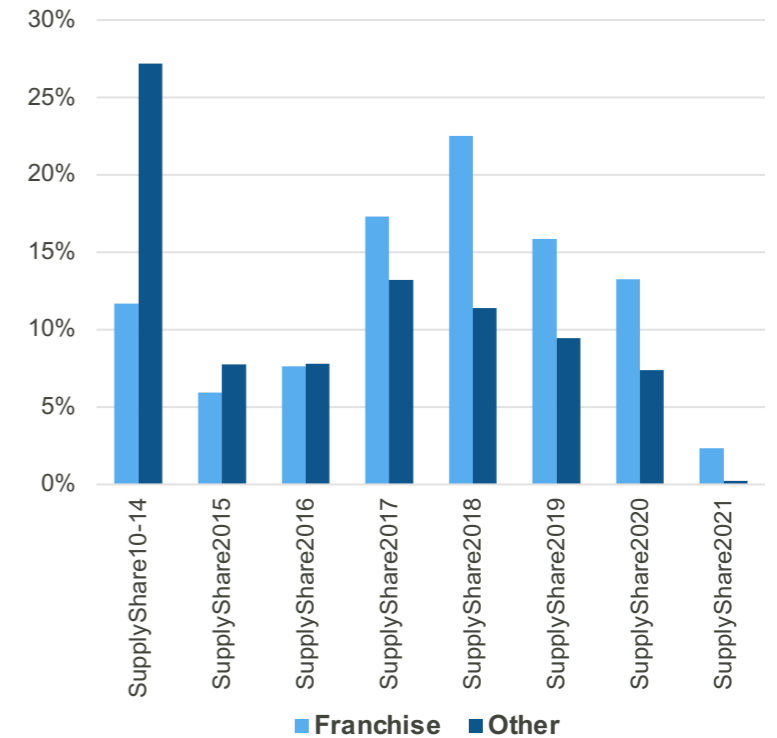
**Average List Price** based on 30 day sales



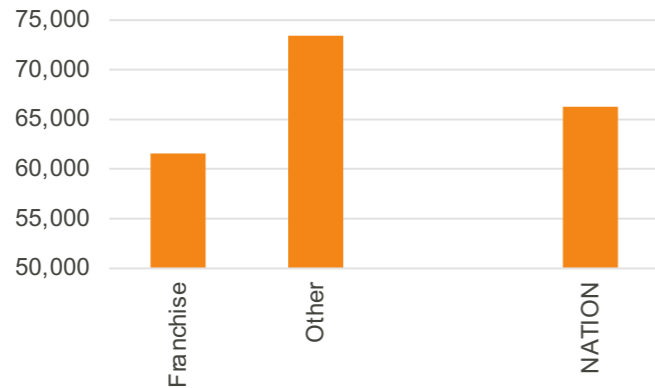
**Average Days To Sell** based on 30 day sales



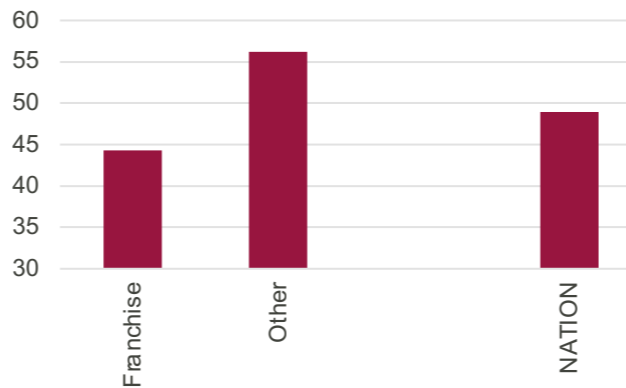
**Inventory Share by Model Year**



**Average Mileage** based on 30 day sales



**Avg Days of Supply** based on 30 day sales





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