



NEW-VEHICLE INVENTORY

AS OF FEBRUARY 15, 2021



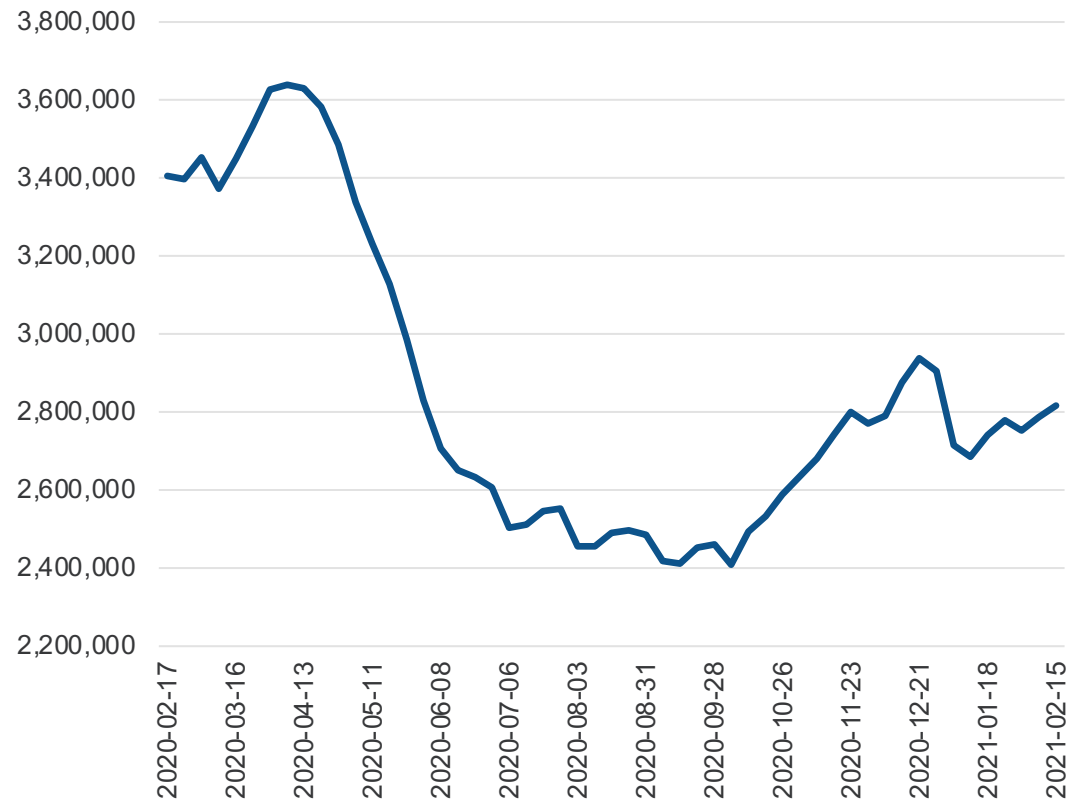
COX AUTOMOTIVE™



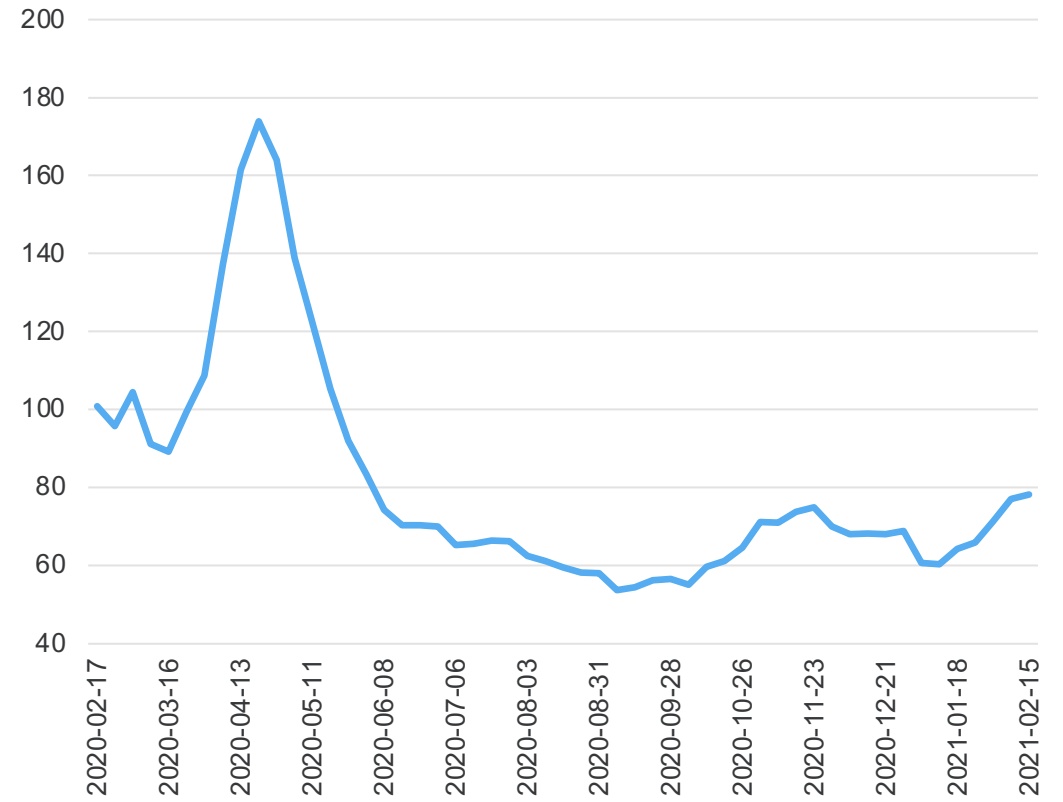
NEW-VEHICLE INVENTORY DAYS OF SUPPLY CREEPING HIGHER

Supply situation better but remains well below last year levels

Available Supply weekly, last 12 months



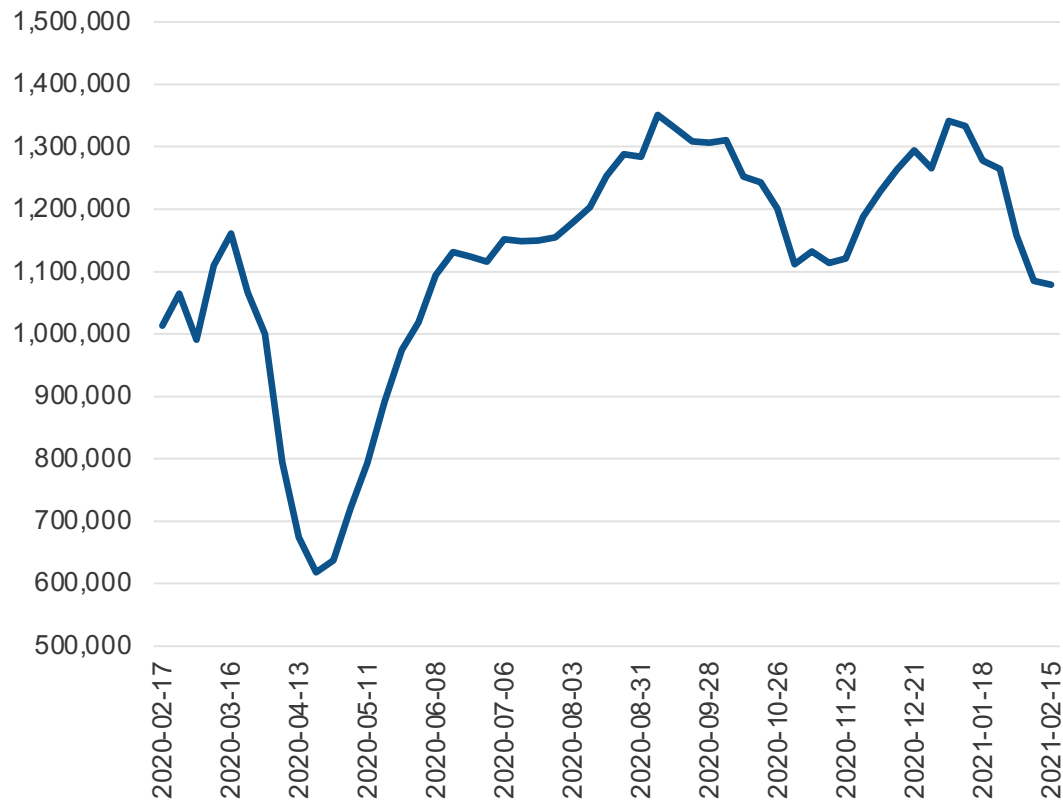
Days Of Supply weekly, last 12 months



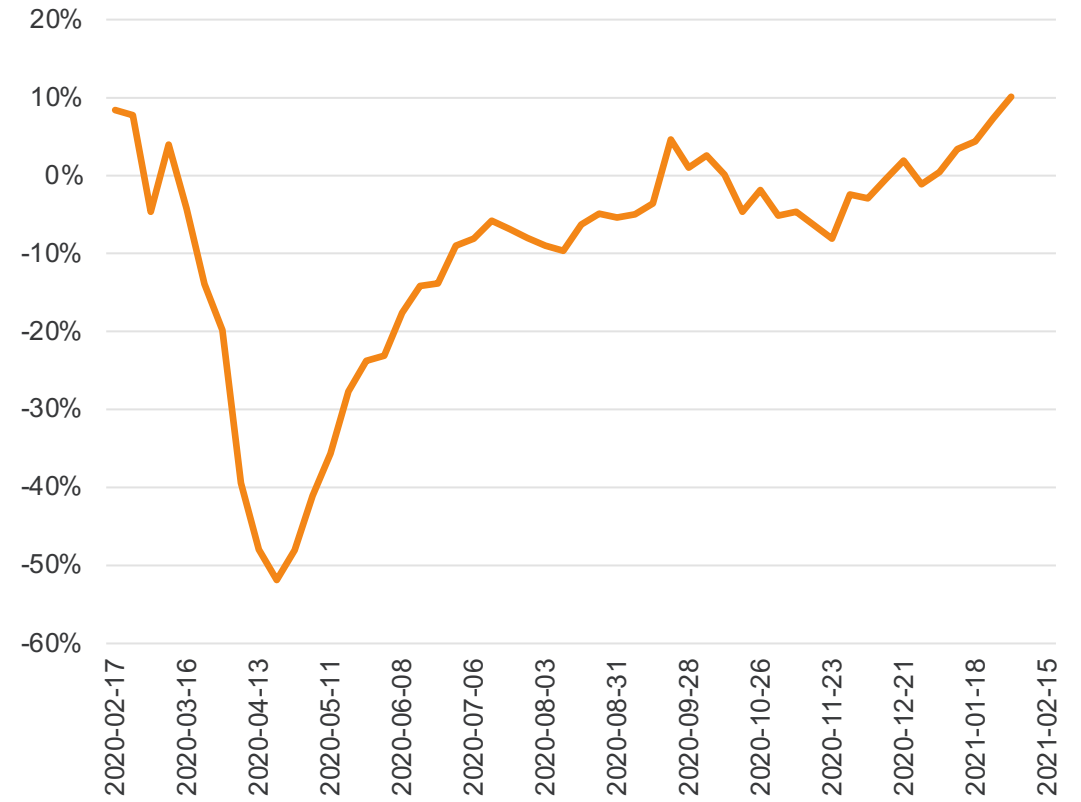
NEW-VEHICLE ROLLING SALES SHOWING IMPROVEMENT

Election outcome, additional stimulus likely contributing to strong retail sales activity

Rolling 30 Day Sales weekly, last 12 months



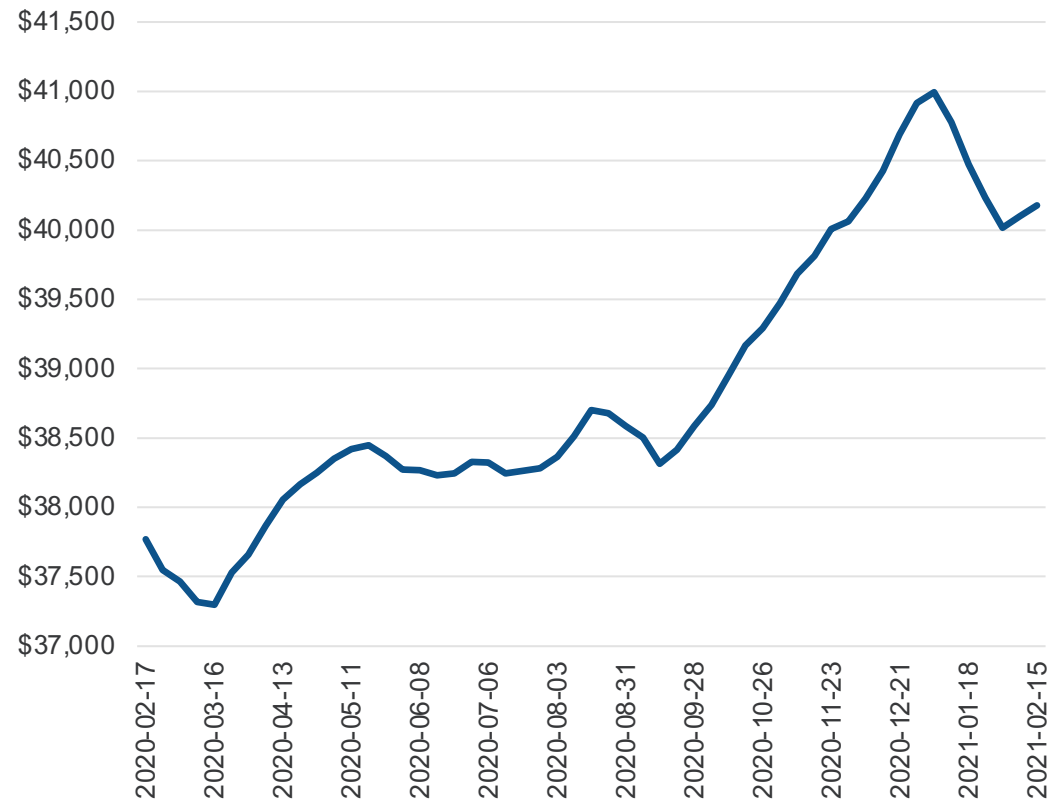
YOY Change weekly



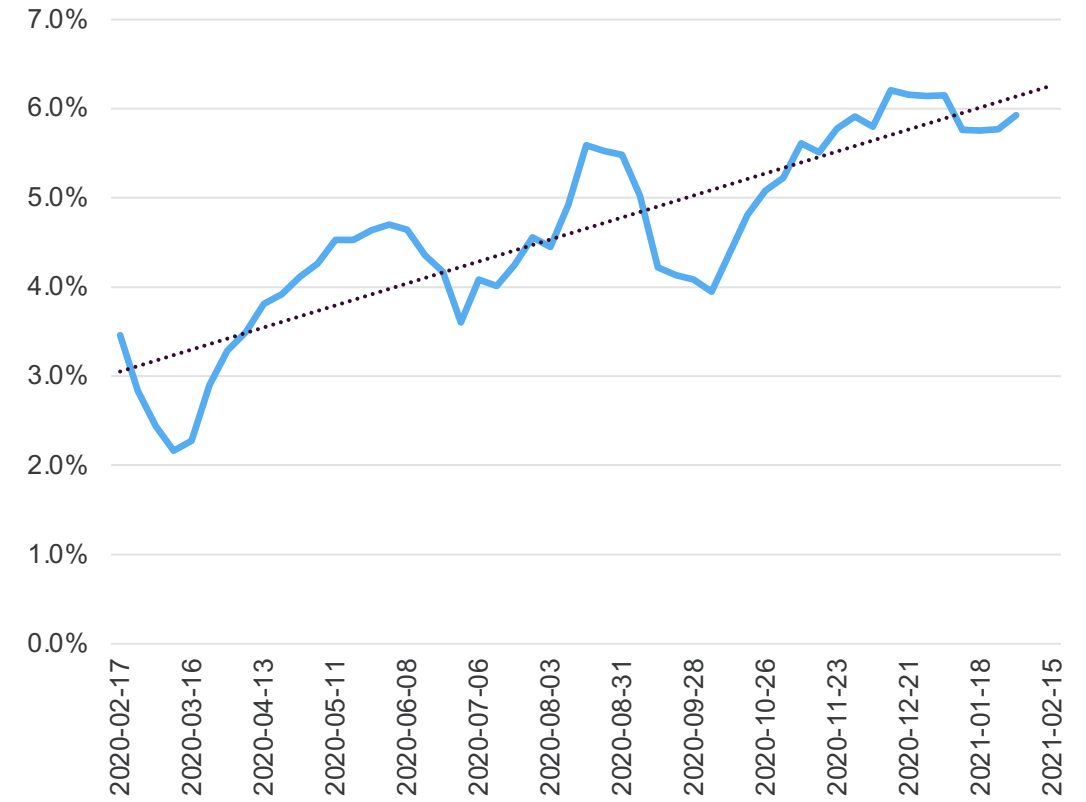
AVERAGE LIST PRICE AFTER PEAKING NOW BACKING OFF

Prices still growing at nearly a 6% rate keeping affordability a major headwind

Average Listing Price weekly, last 12 months



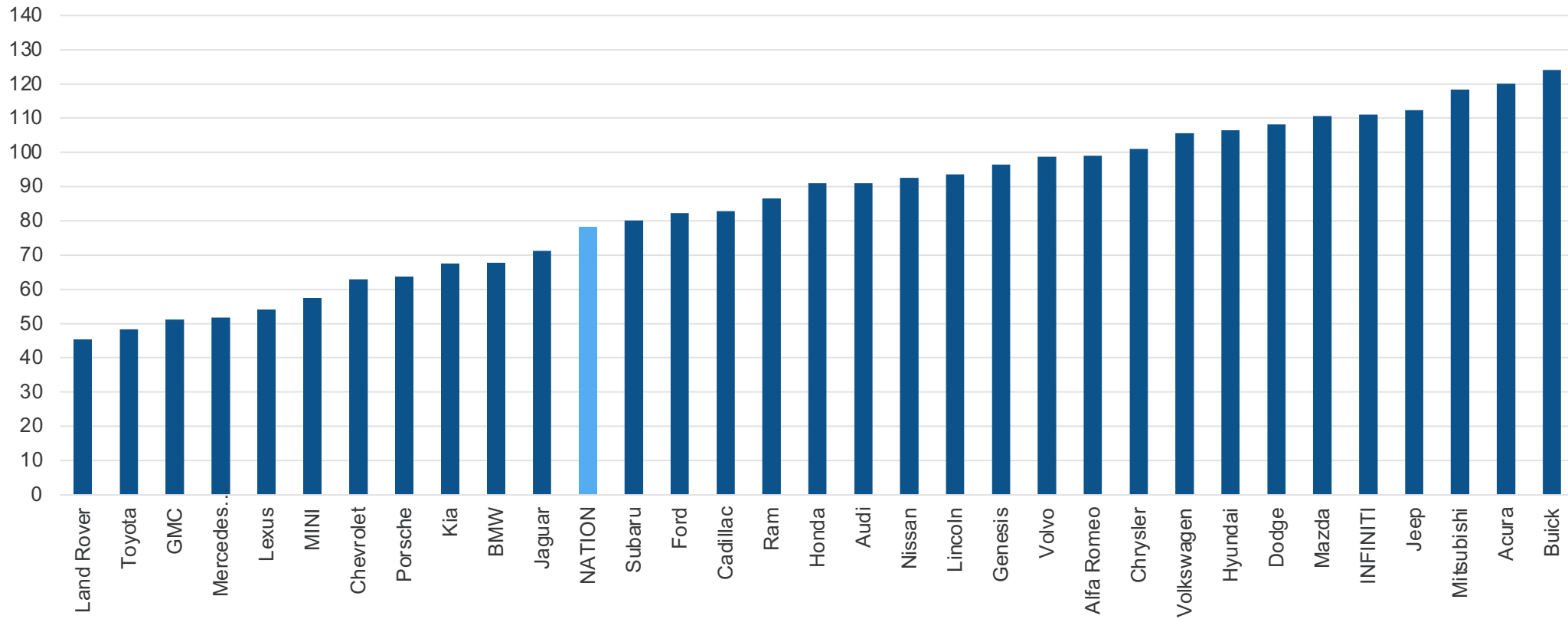
YOY Change weekly, last 12 months



BRAND INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Toyota, GMC and many imported luxury brands have tight inventories

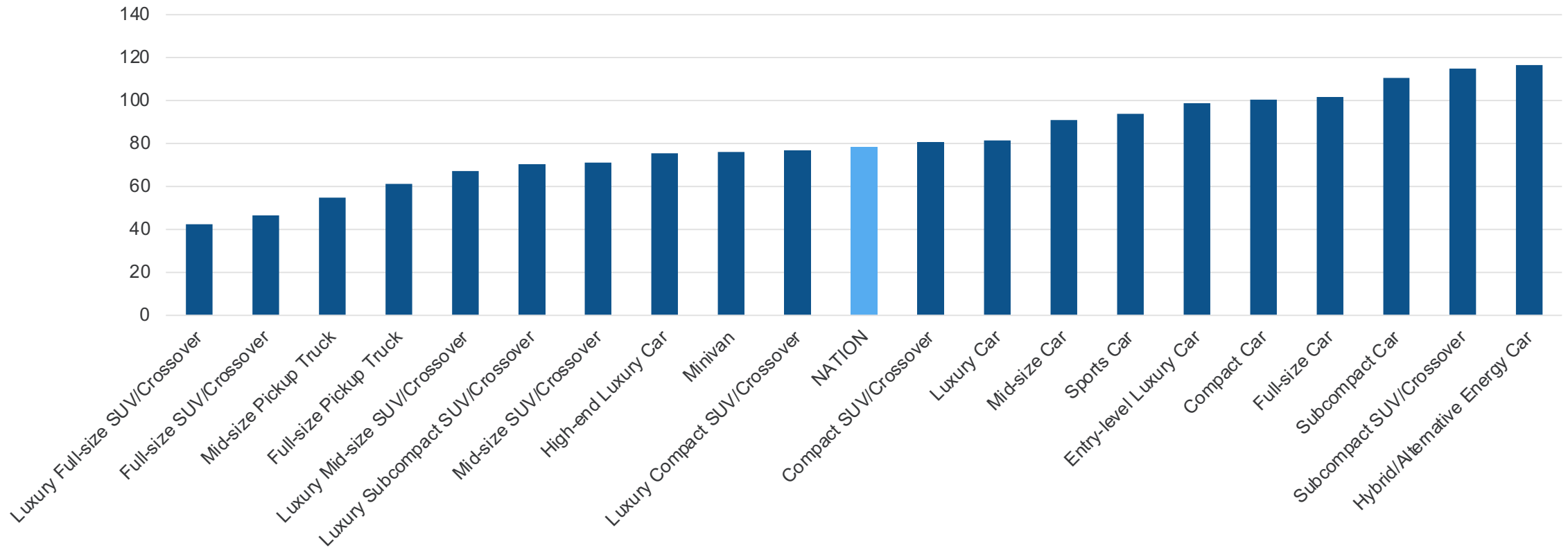
Days Of Supply



SEGMENT INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Pickups, Luxury CUV relatively tight while more inexpensive segments, and alternatives, have too much

Days Of Supply





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