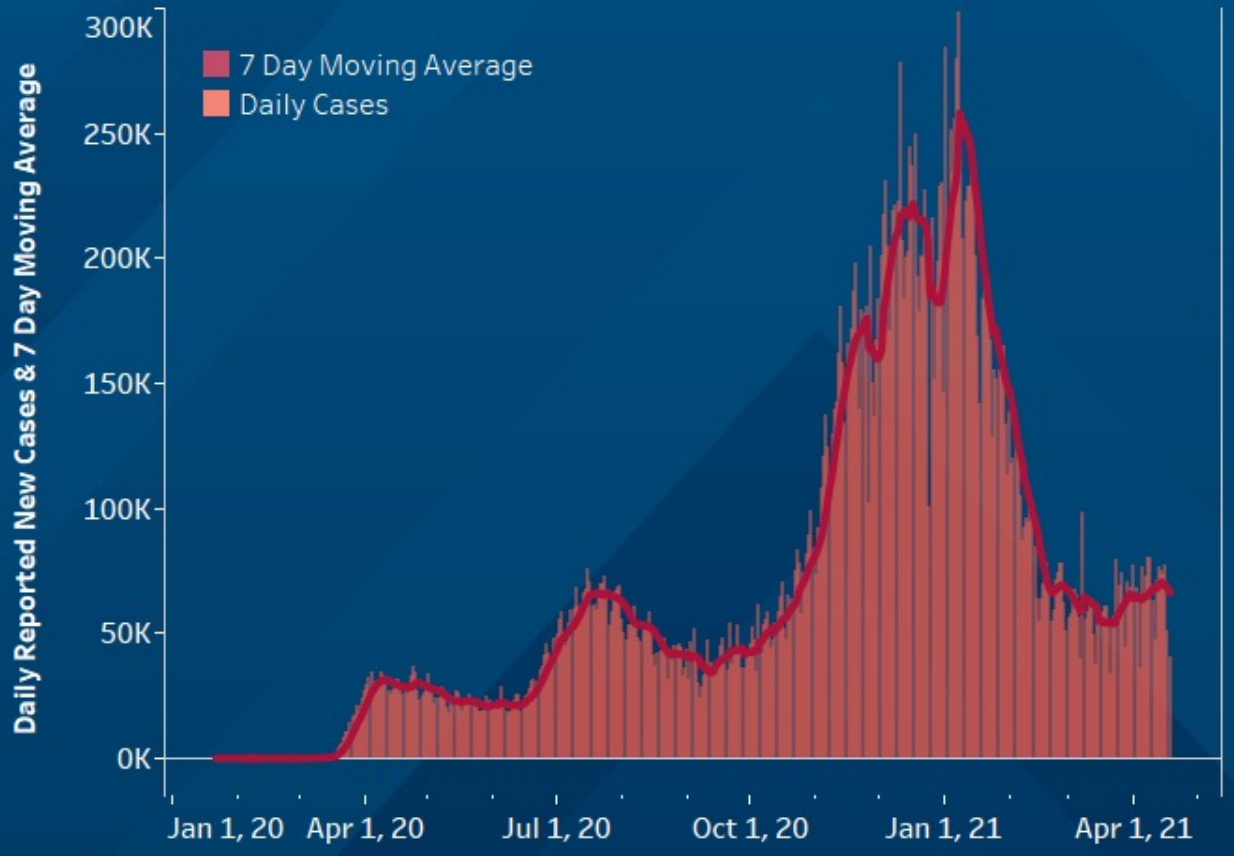
April 20, 2021

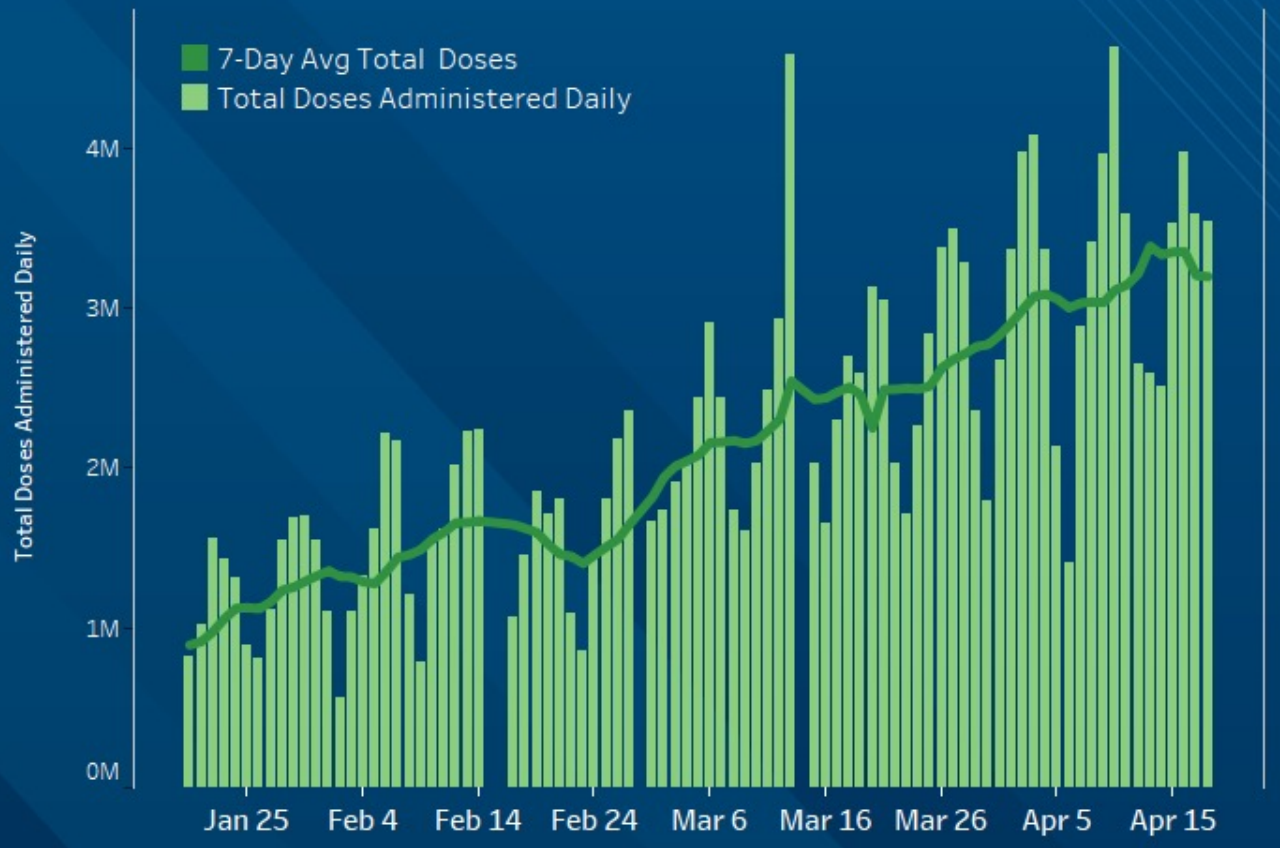
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

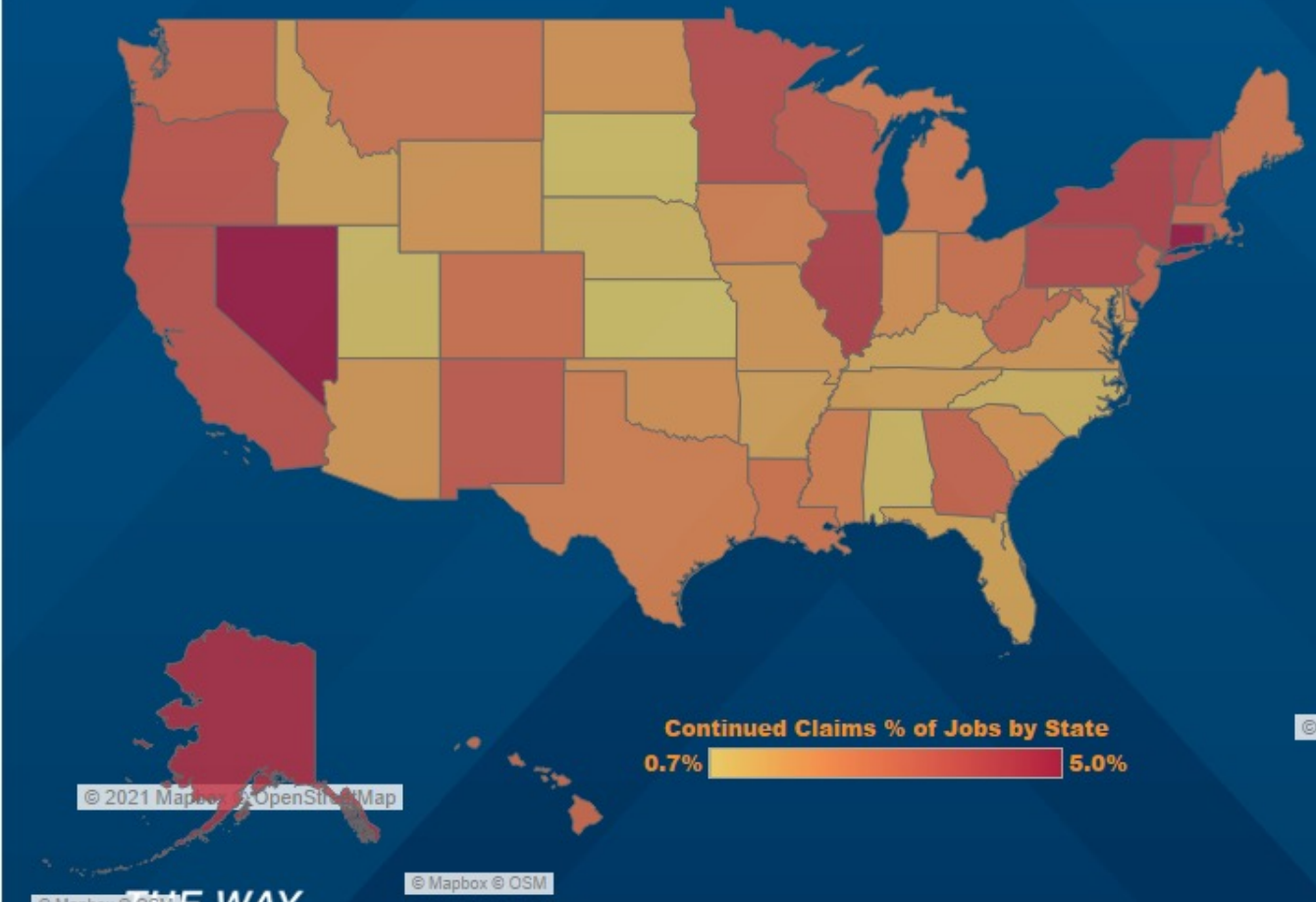


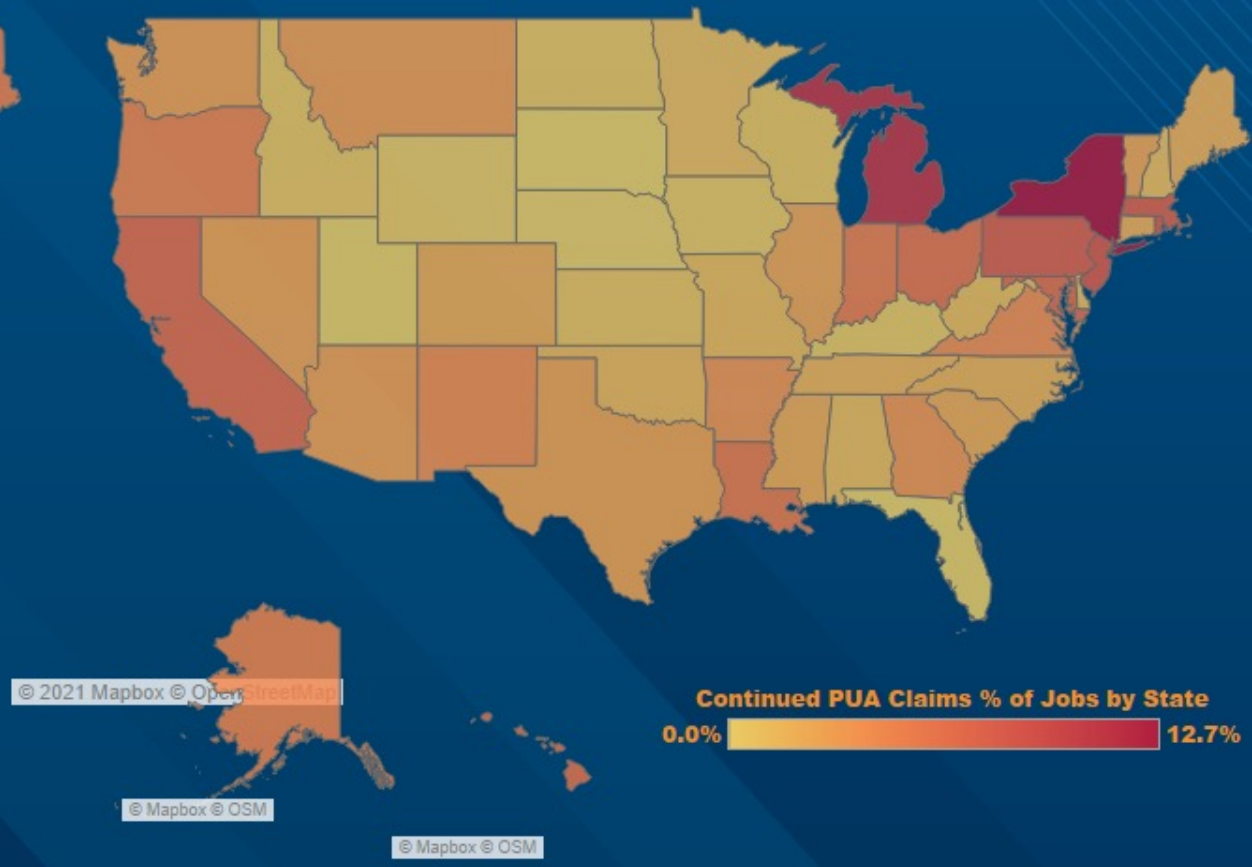


THE WAY FORWARD
Driven by COX AUTOMOTIVE

Source: Cox Automotive

CONTINUING CLAIMS AT 3.7 MILLION NATIONALLY





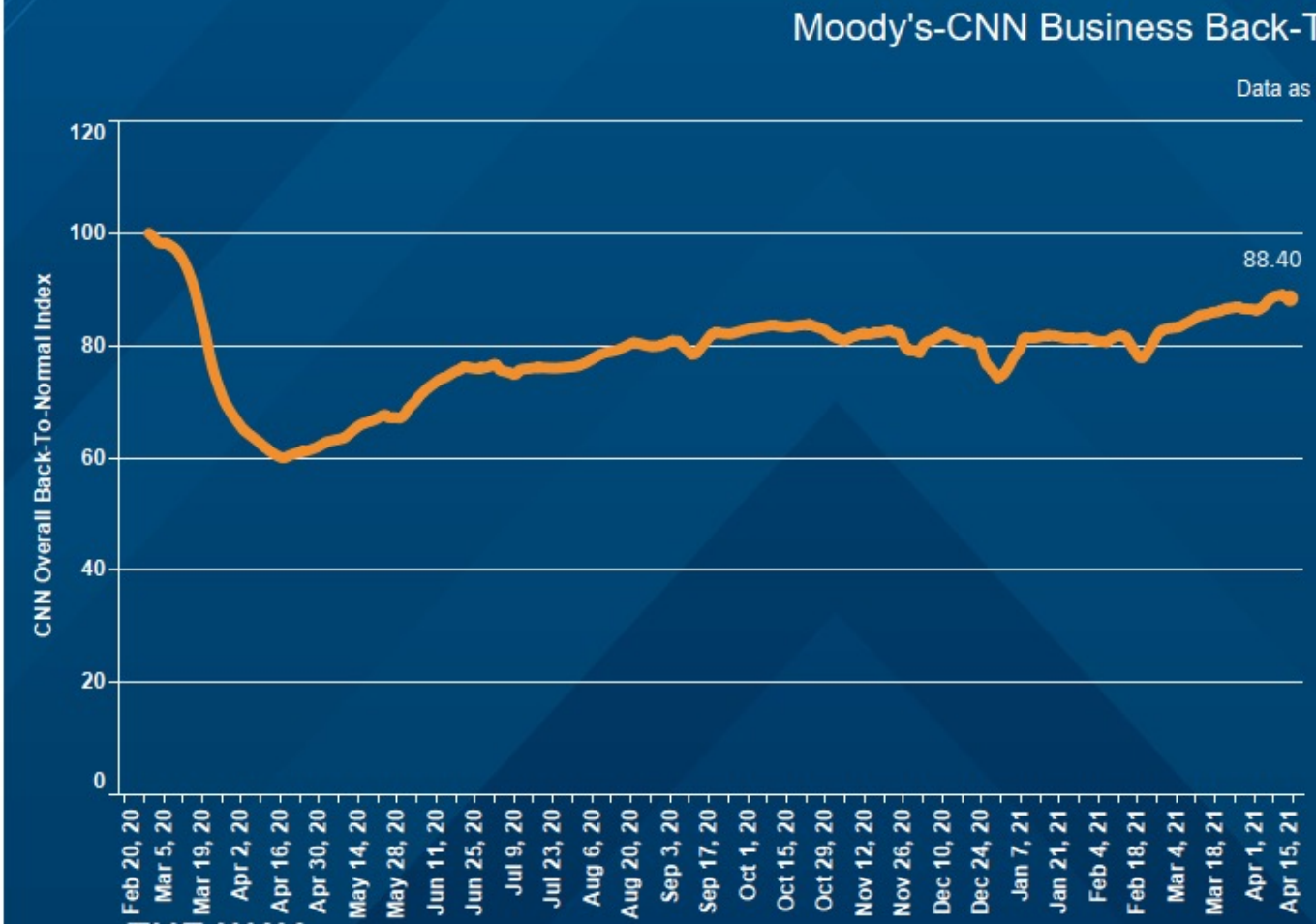
THE WAY FORWARD
Driven by COX AUTOMOTIVE

Source: Department of Labor

Data as of April 15, 2021

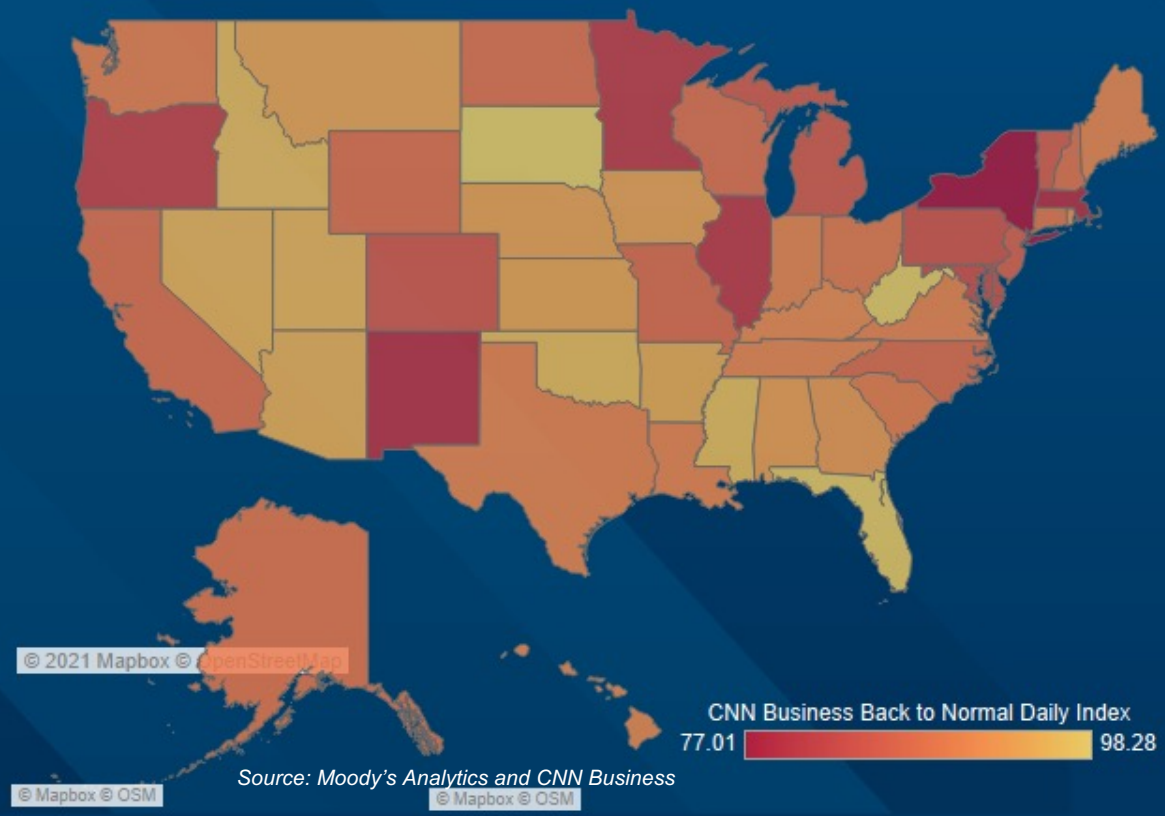
Note:Continued Claims Unemployment Data For Week Ending April 3
Continued PUA Unemployment Data For Week Ending March 27

BUSINESS RECOVERY ESTIMATES UP LAST WEEK



THE WAY FORWARD

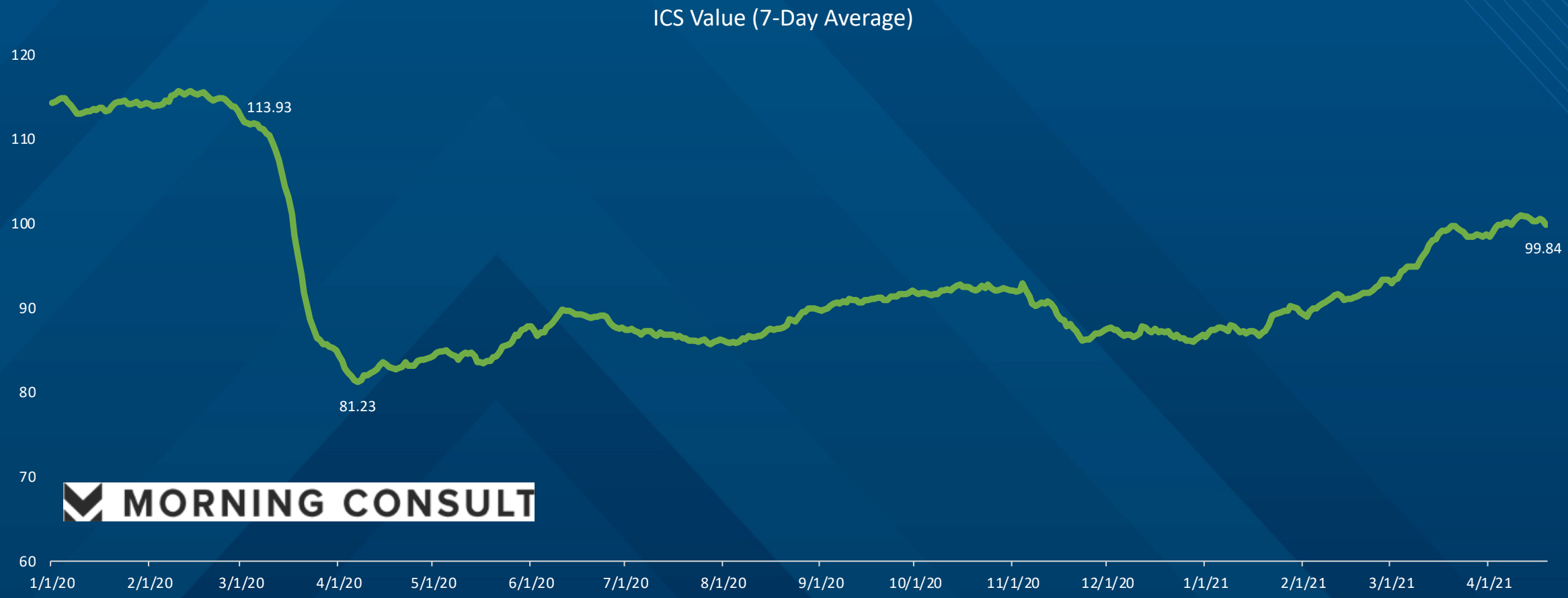
Driven by COX AUTOMOTIVE



Source: Moody's Analytics and CNN Business

CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 11.9% since February 29, 2020



MORNING CONSULT

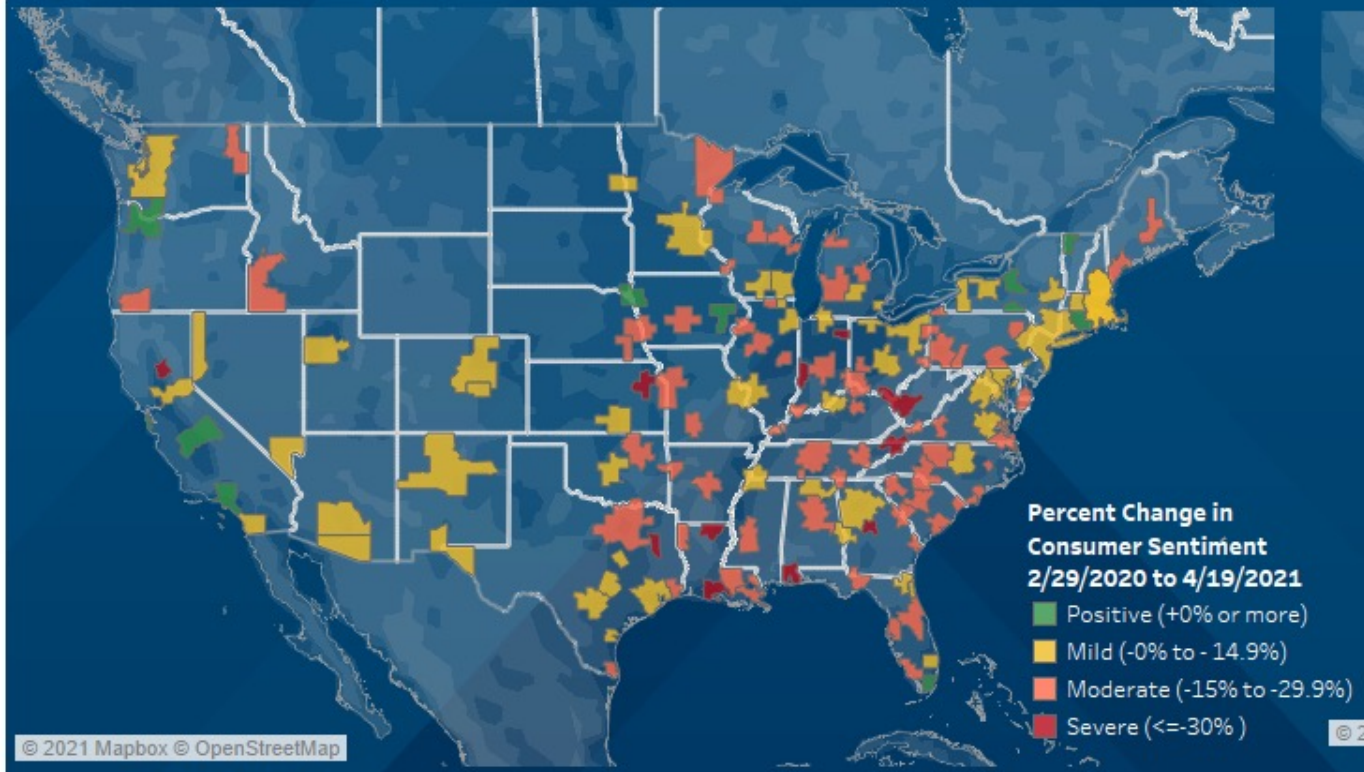
THE WAY FORWARD

Driven by COX AUTOMOTIVE

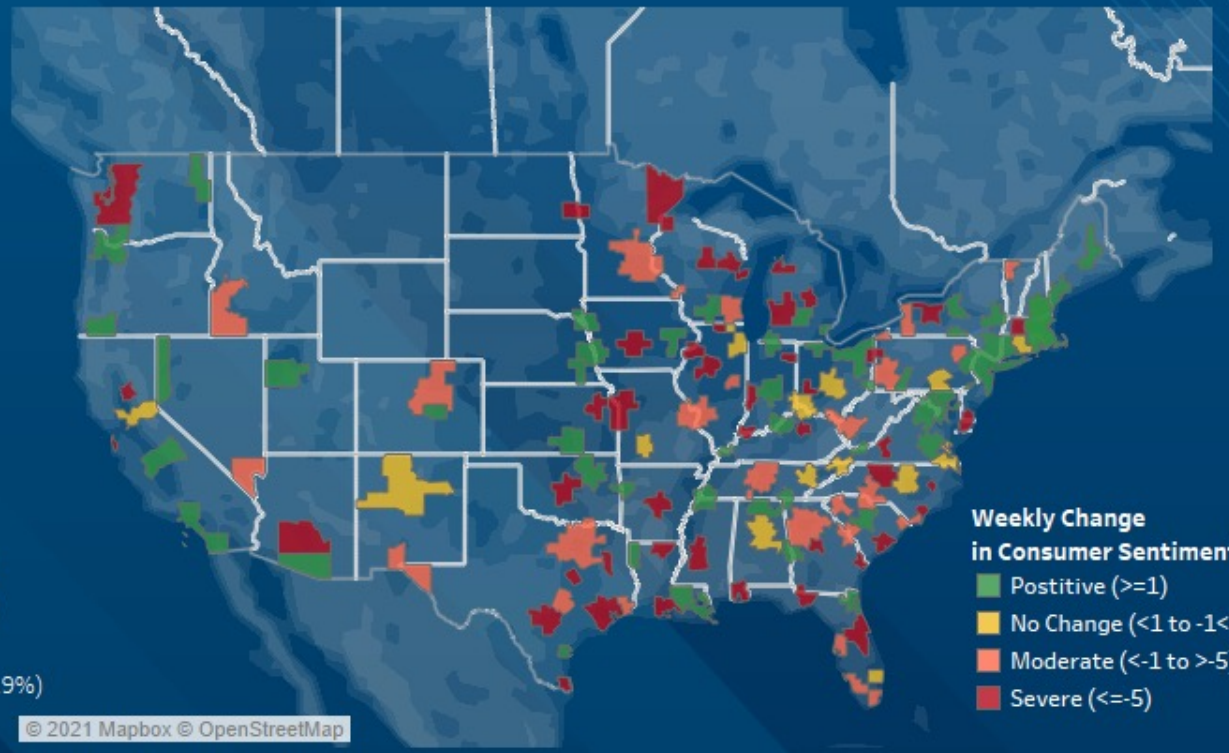
Source: Morning Consult

CONSUMER SENTIMENT DECLINES ACROSS MARKETS

Since February 29, 2020



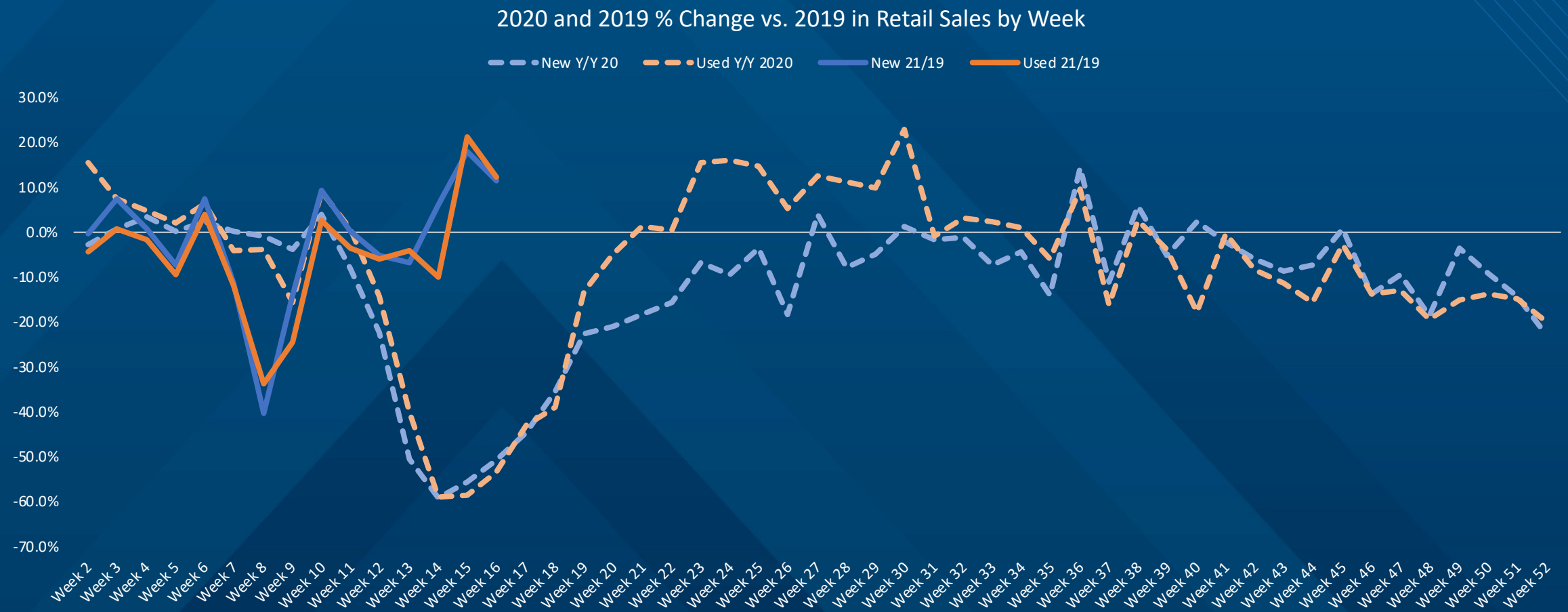
Since April 12, 2021



THE WAY FORWARD
Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

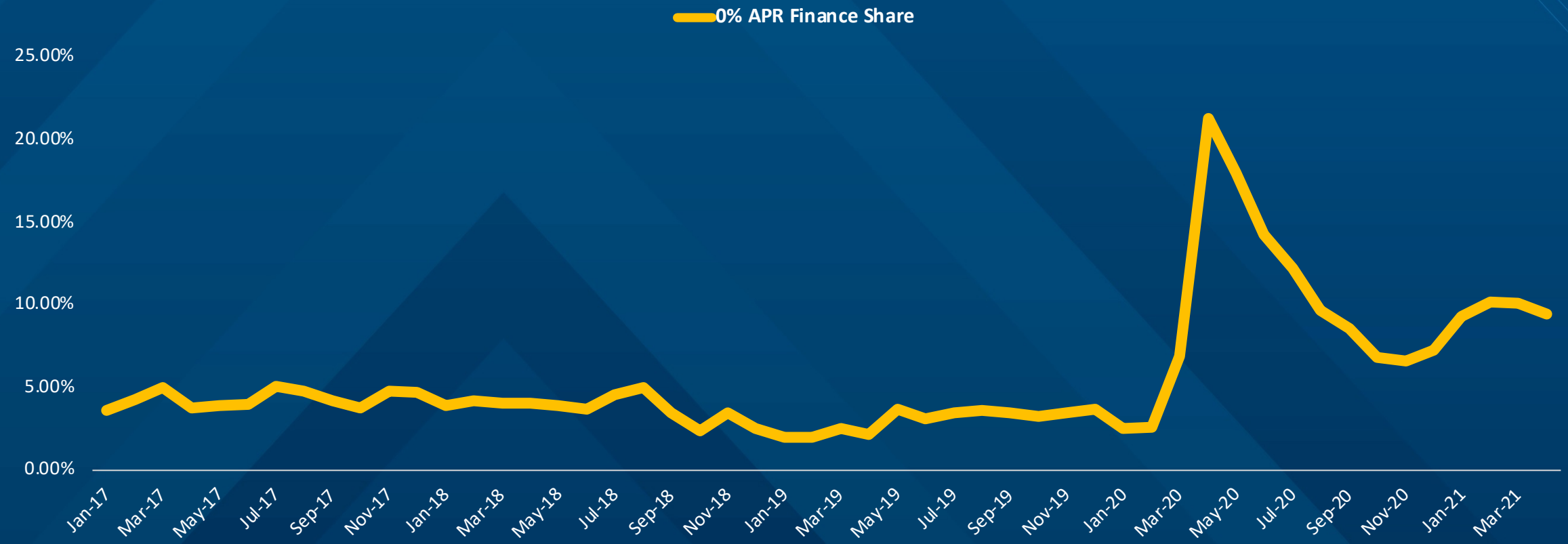


THE WAY FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

ZERO PERCENT FINANCING DOWN IN APRIL



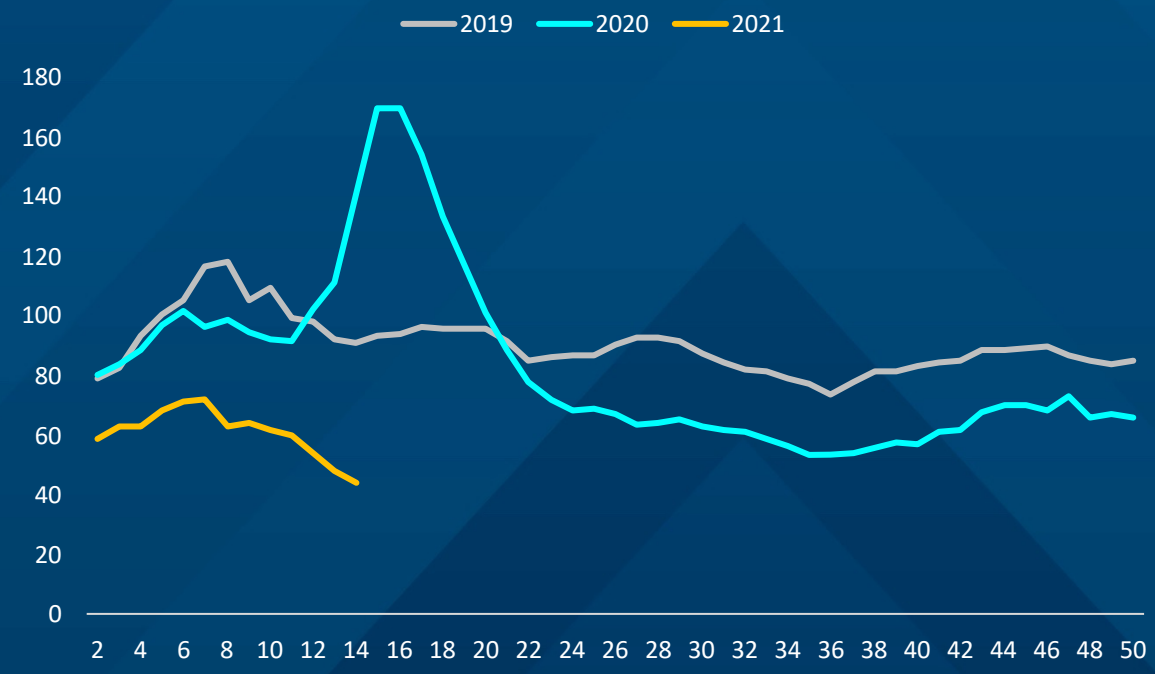
THE WAY FORWARD

Driven by COX AUTOMOTIVE

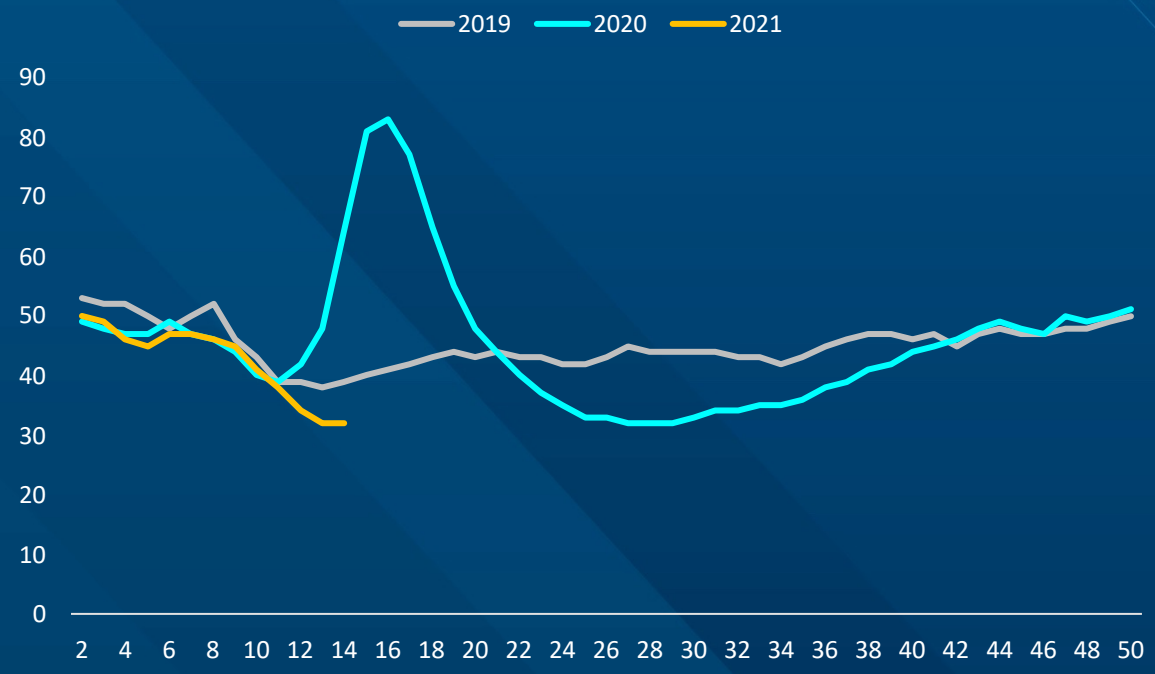
Source: Cox Automotive

RETAIL INVENTORY GETTING TIGHTER

New Days' Supply



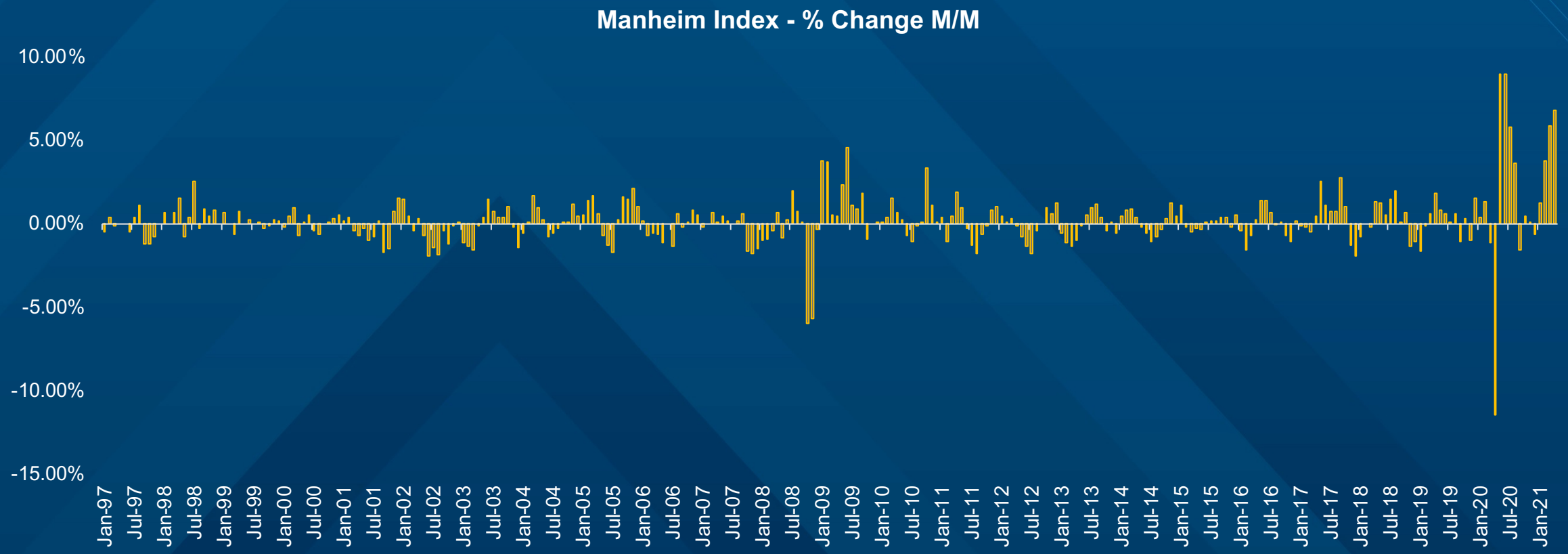
Used Days' Supply



THE WAY FORWARD
Driven by COX AUTOMOTIVE

Source: Cox Automotive

SPRING LEAP IN WHOLESALE PRICES CONTINUES

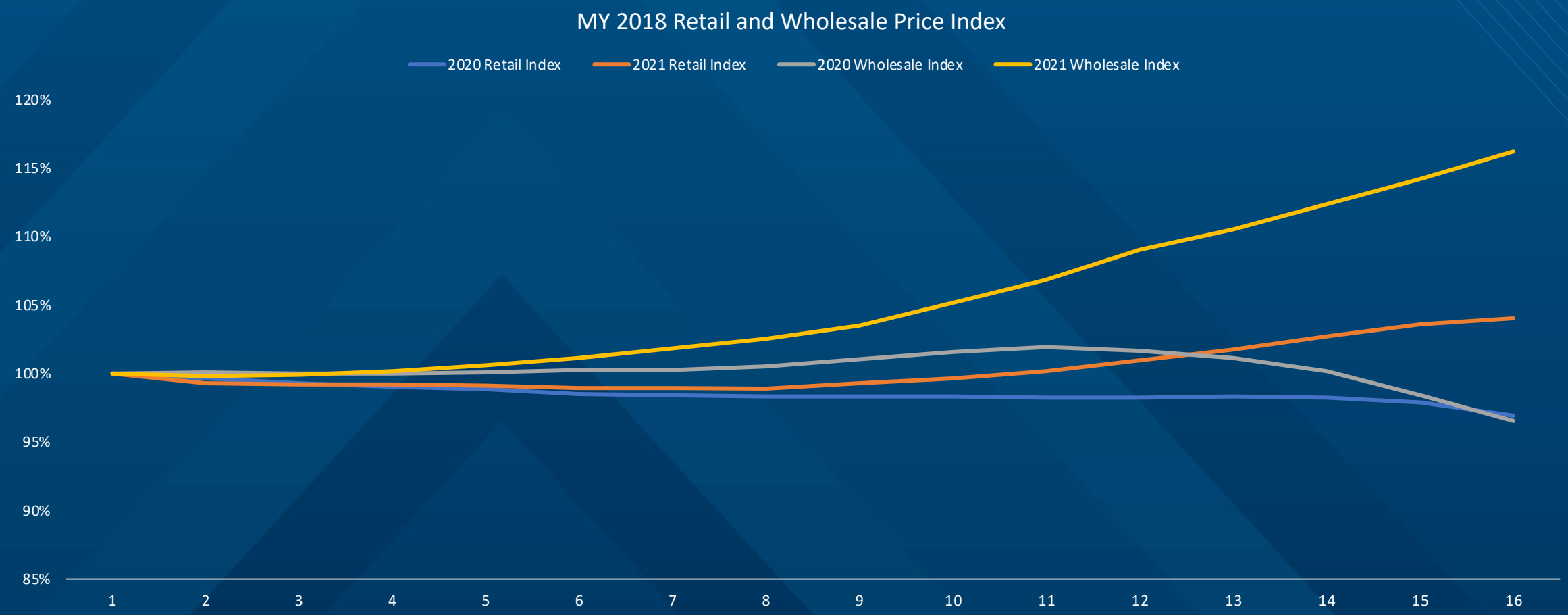


THE WAY FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

USED PRICES ACCELERATE MOVING HIGHER



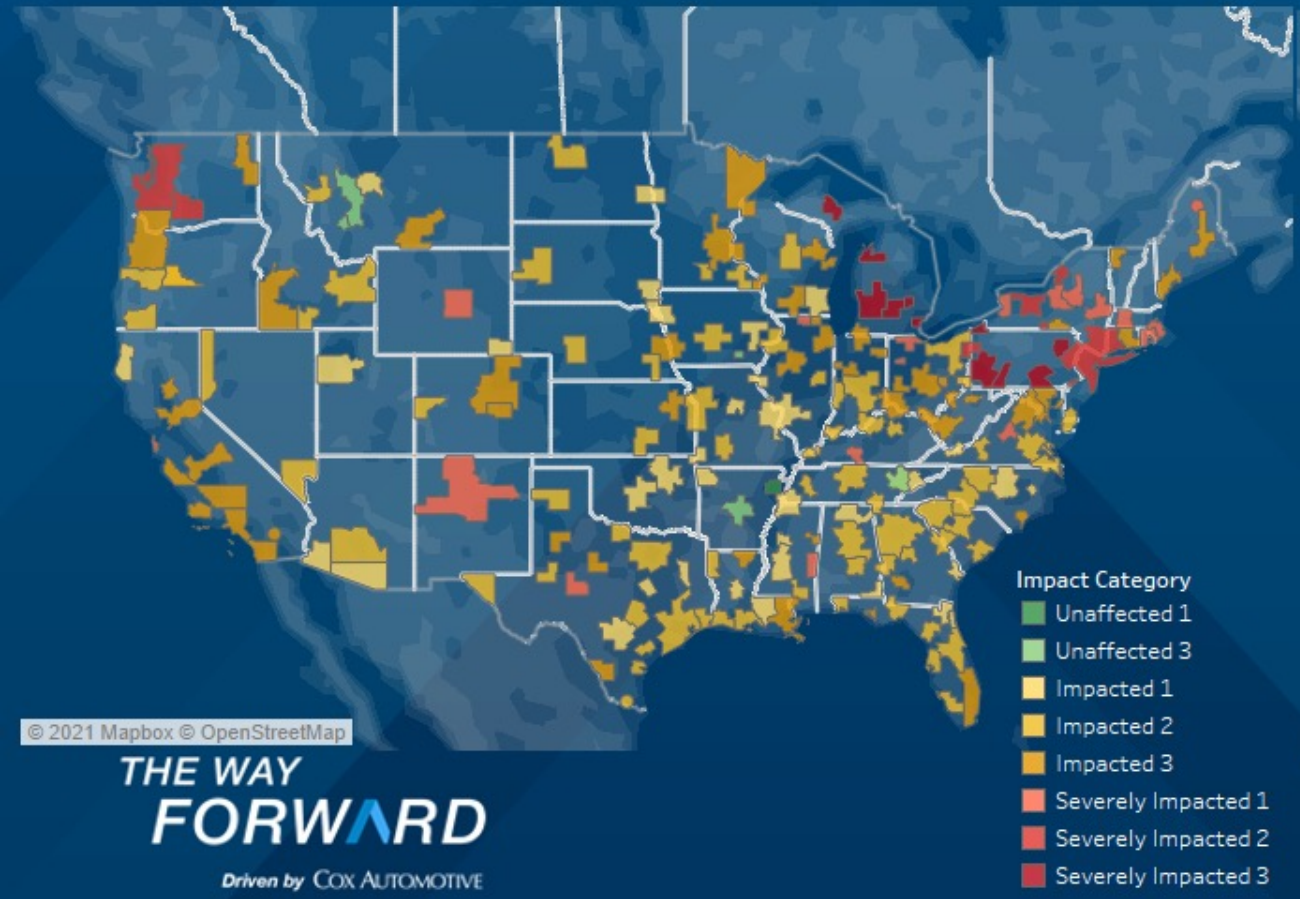
THE WAY FORWARD

Driven by COX AUTOMOTIVE

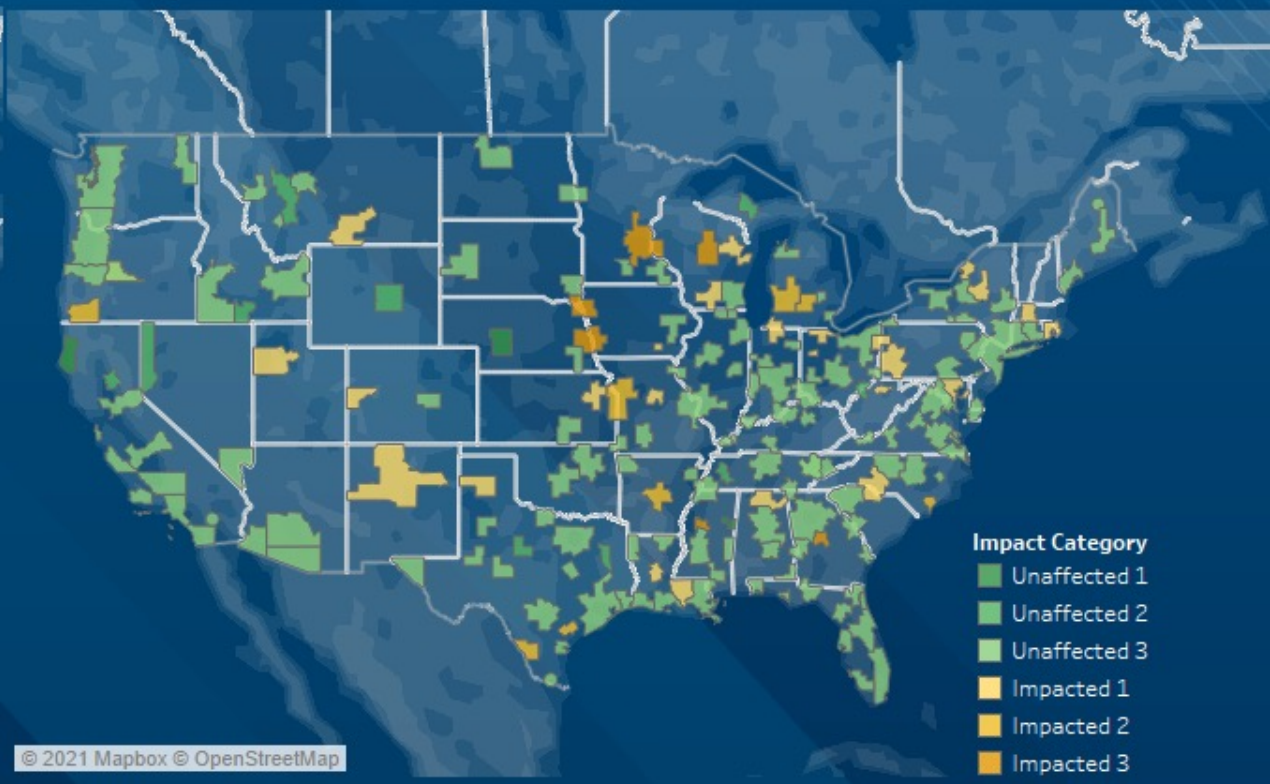
Source: Cox Automotive

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5, 2020 (vs same-week 2019)



April 18, 2021 (vs same-week 2019)



THE WAY FORWARD
Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads in April through Saturday on **Autotrader** were up 45% y/y and on **Kelley Blue Book** were up 73%; compared to 2019, Autotrader was up even more, and Kelley Blue Book was up but not as strongly

- Vehicle form submissions on **Dealer.com** remain up compared to 2019, and both gained momentum over the weekend

- **Dealertrack** unique credit applications on same-store basis were up 44% y/y last week but were down 7% compared to 2019

- **Xtime** saw a 71% increase y/y last week in consumers having their cars serviced; against 2019, appointments completed were down 10%, which was unchanged from the prior week

Cox Automotive

Autotrader · CLUTCH · DEALER.COM · Dealertrack · DICKINSON FLEET SERVICES · F&I Express · FYUSION · HOMENET AUTOMOTIVE

Kelley Blue Book · Manheim · NEXTGEAR CAPITAL · PIVET · RideKleen · vAuto LIVE MARKET VIEW · VinSolutions · xtime