



NEW-VEHICLE INVENTORY

AS OF MARCH 22, 2021



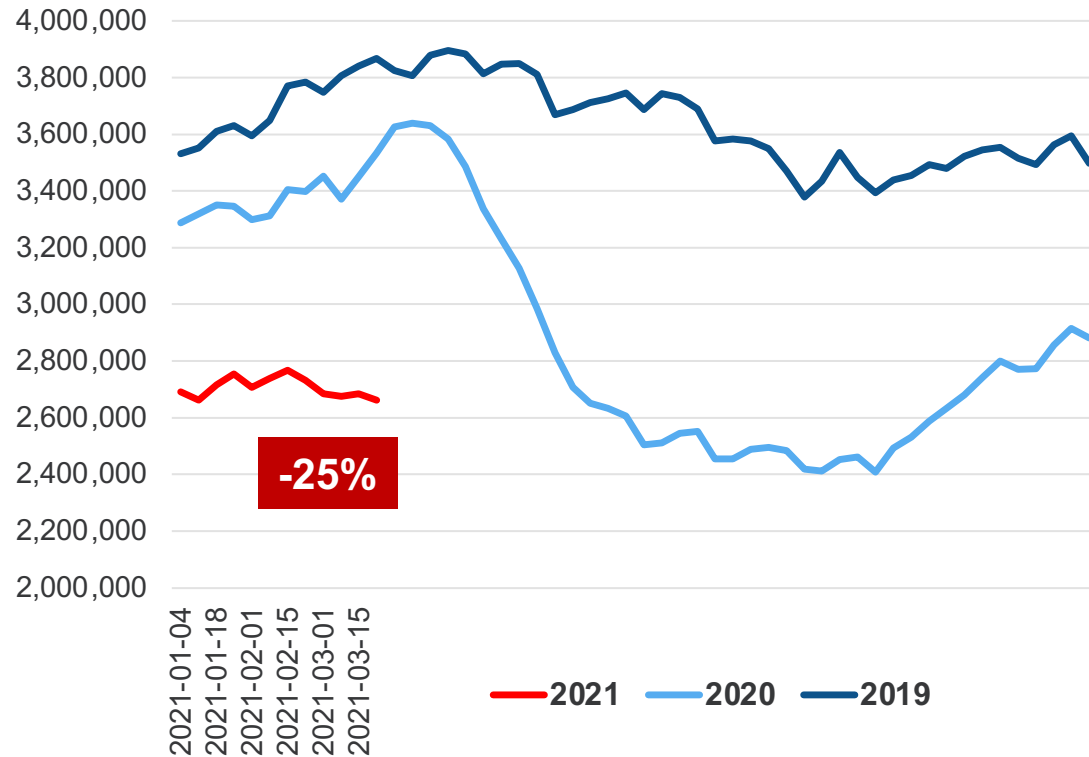
COX AUTOMOTIVE™



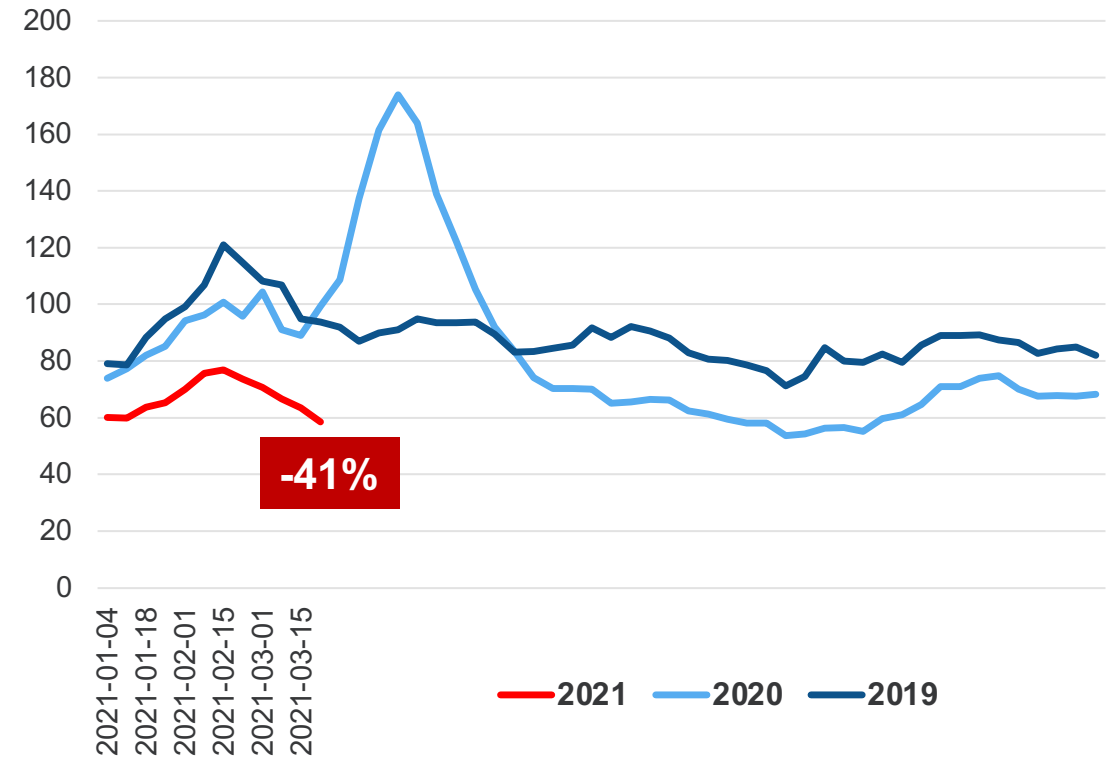
NEW-VEHICLE INVENTORY DAYS OF SUPPLY TIGHTENING

Supply situation remains well below last year levels

Available Supply weekly



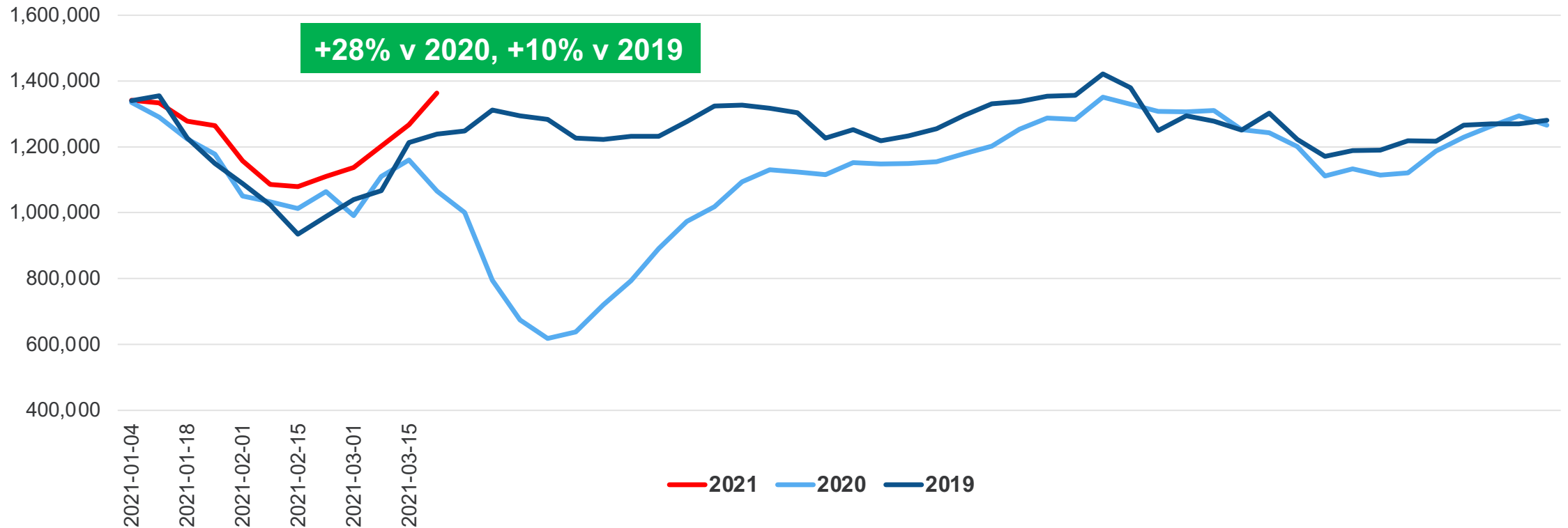
Days of Supply weekly



NEW-VEHICLE ROLLING SALES NOW ABOVE 2019 PACE

Supply situation better but remains well below last year levels

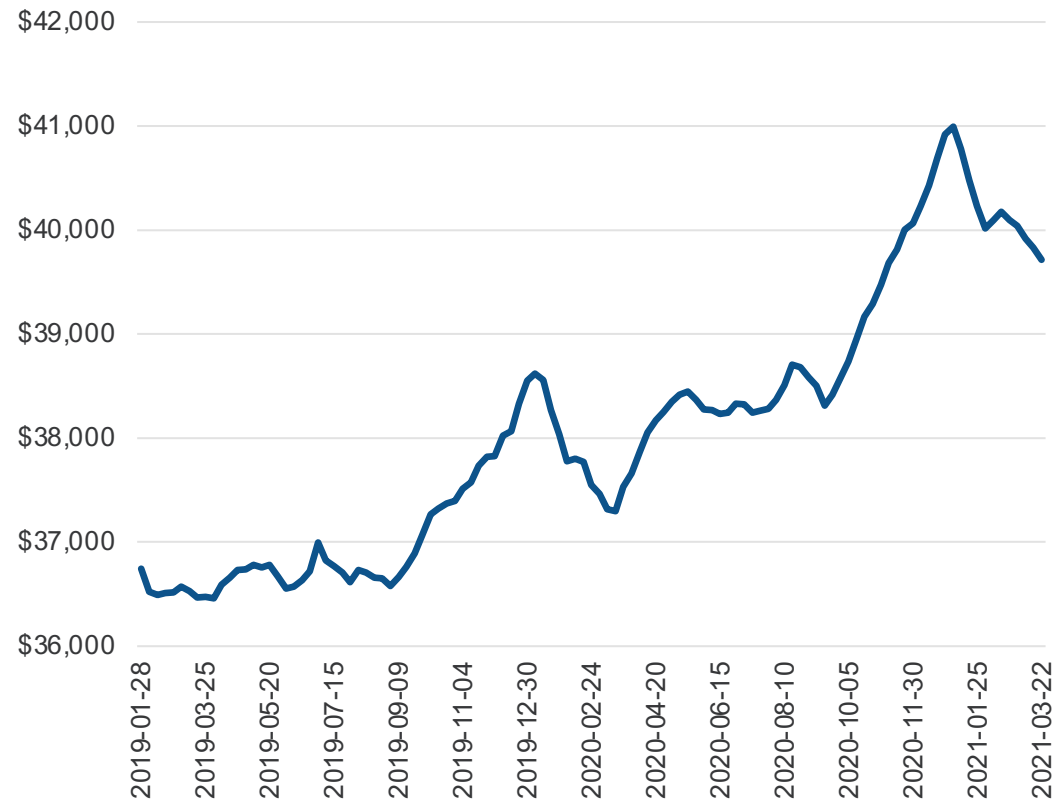
30 Day Retail Sales weekly



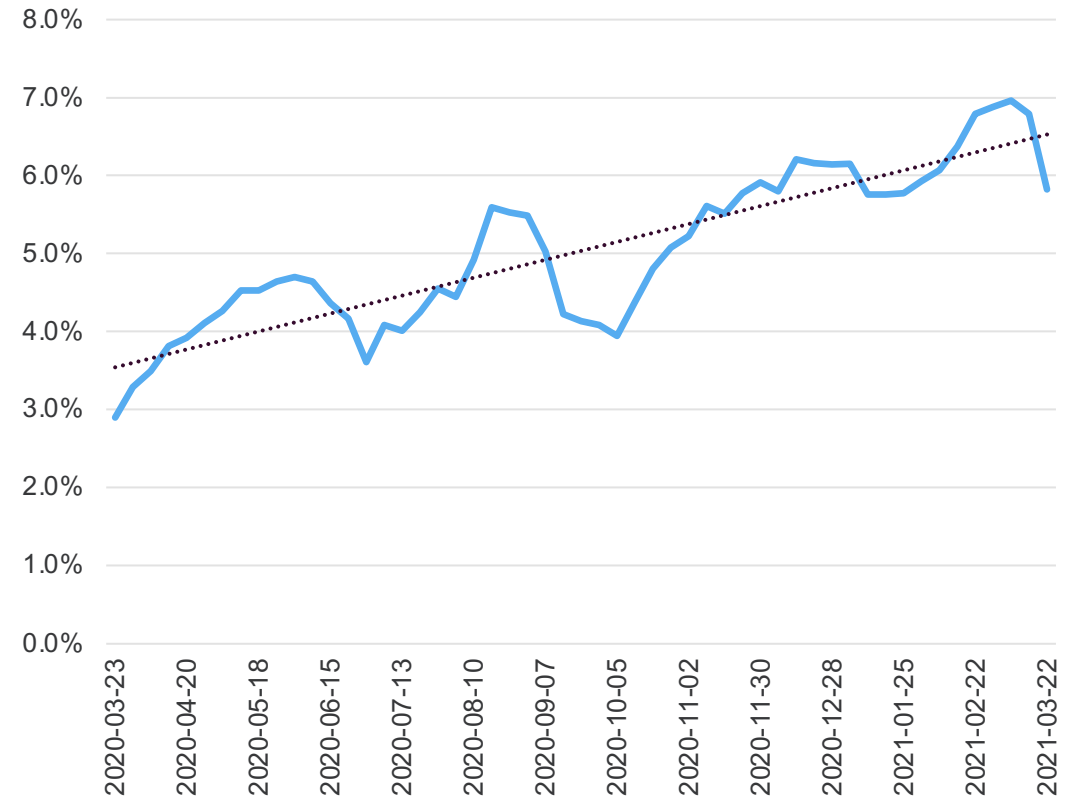
AVERAGE LIST PRICE AFTER PEAKING NOW BACKING OFF

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

Average Listing Price weekly



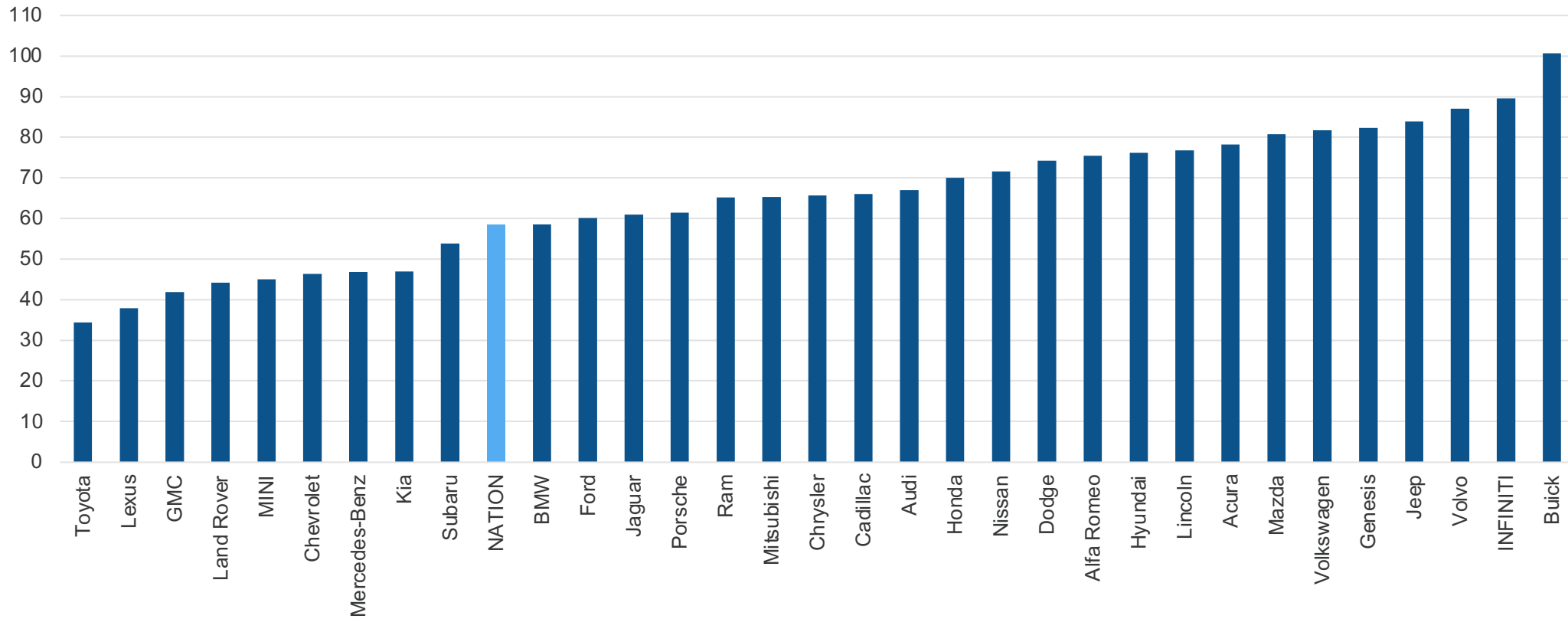
YOY Change weekly, last 12 months



BRAND INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Toyota, GMC and many imported luxury brands have tight inventories

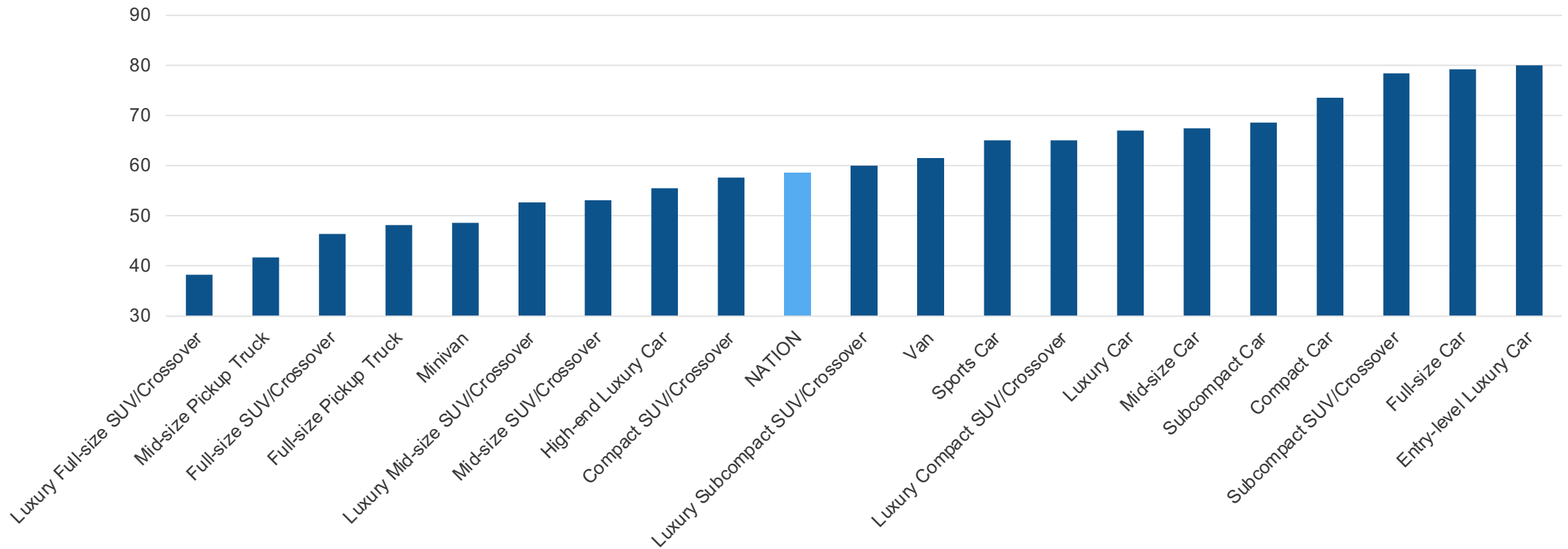
Days Of Supply



SEGMENT INVENTORY PICKUPS, BIG SUVs TIGHTEST

More inexpensive segments and alternatives have too much

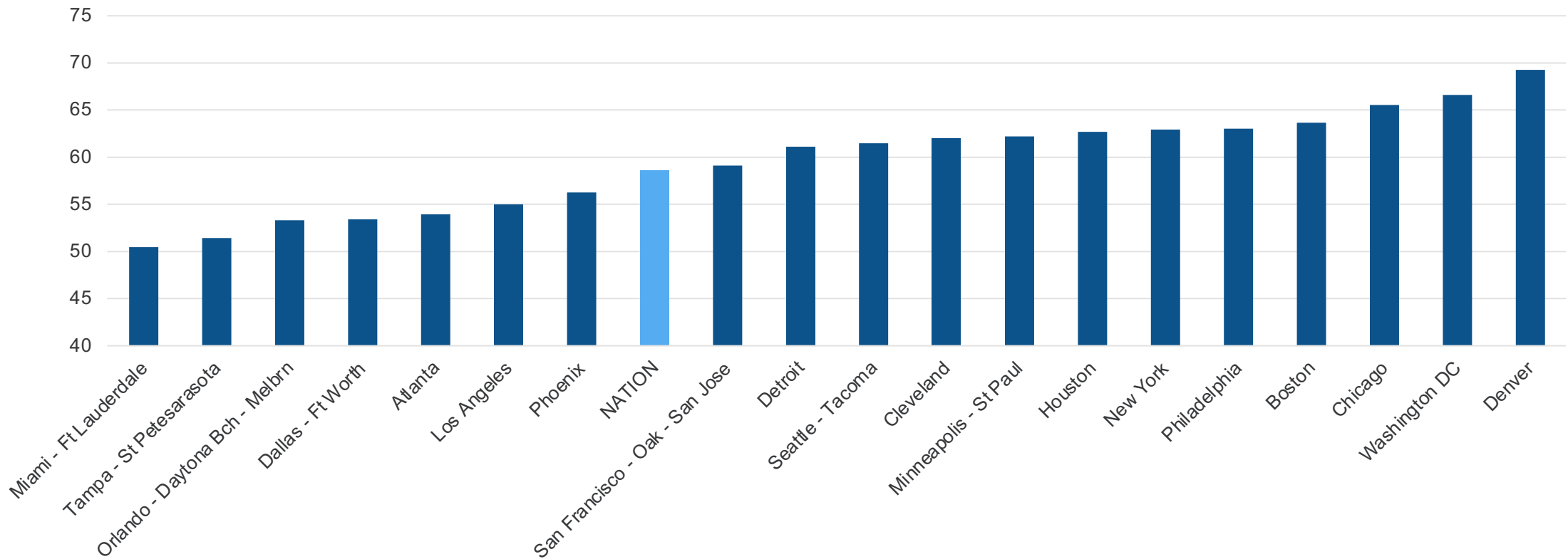
Days Of Supply



DMA MARKET INVENTORY FLORIDA HOT, DENVER NOT

Regional economies, COVID-19 policies all having large impact on local supply situations

Days Of Supply





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