

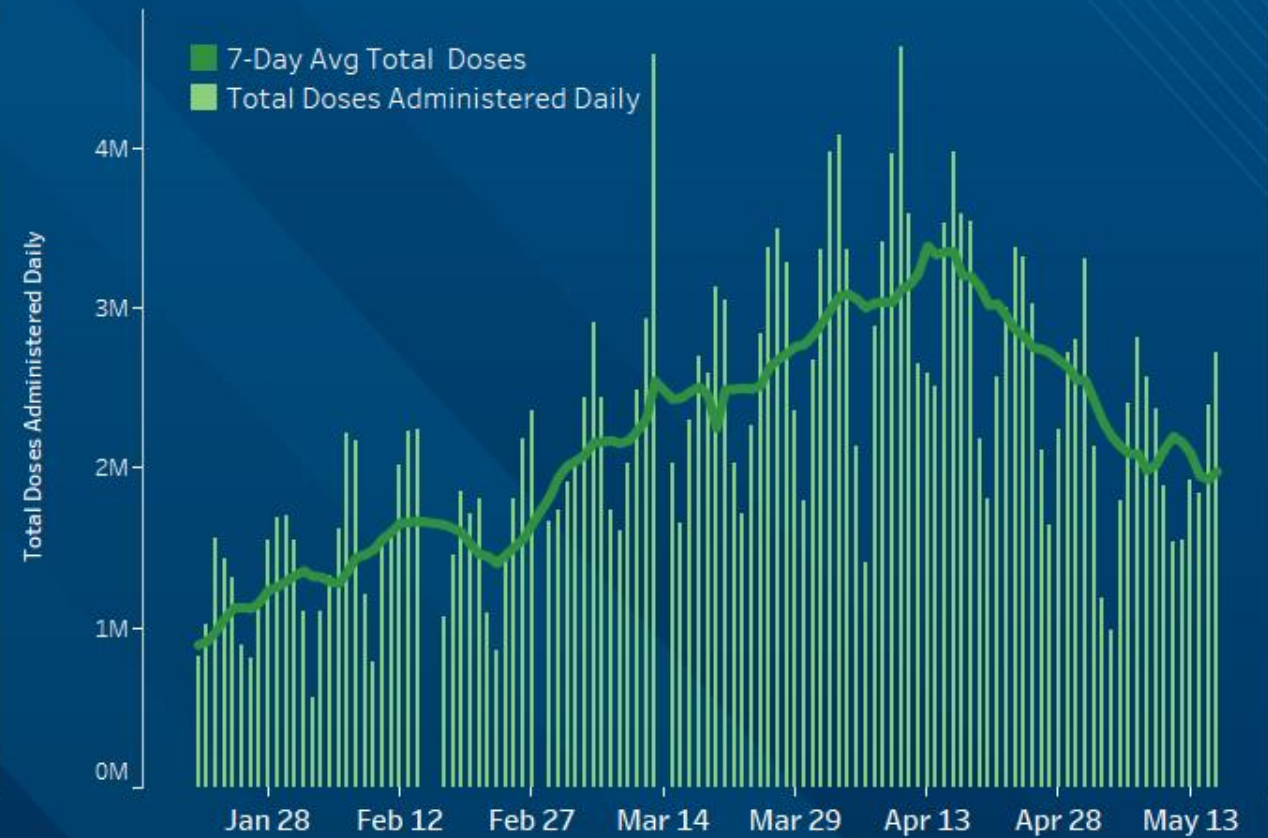
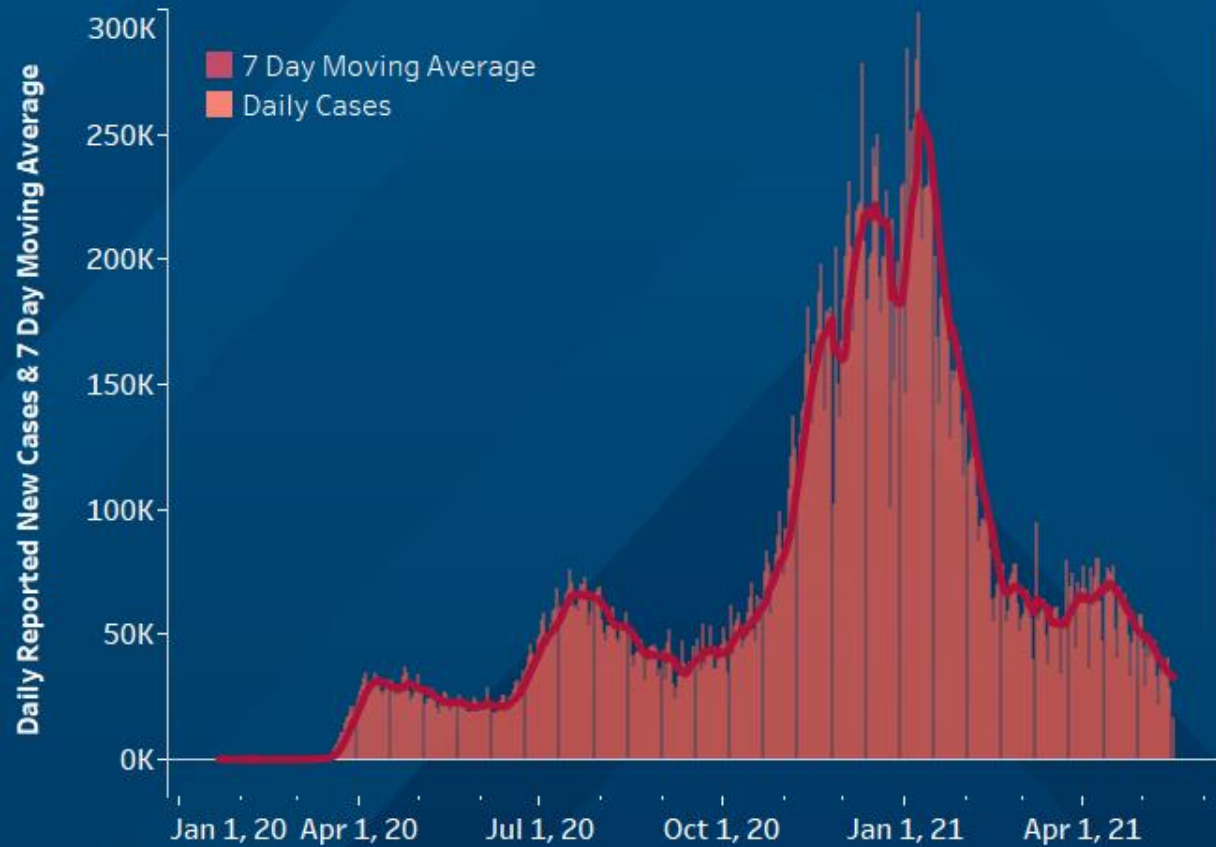
May 18, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

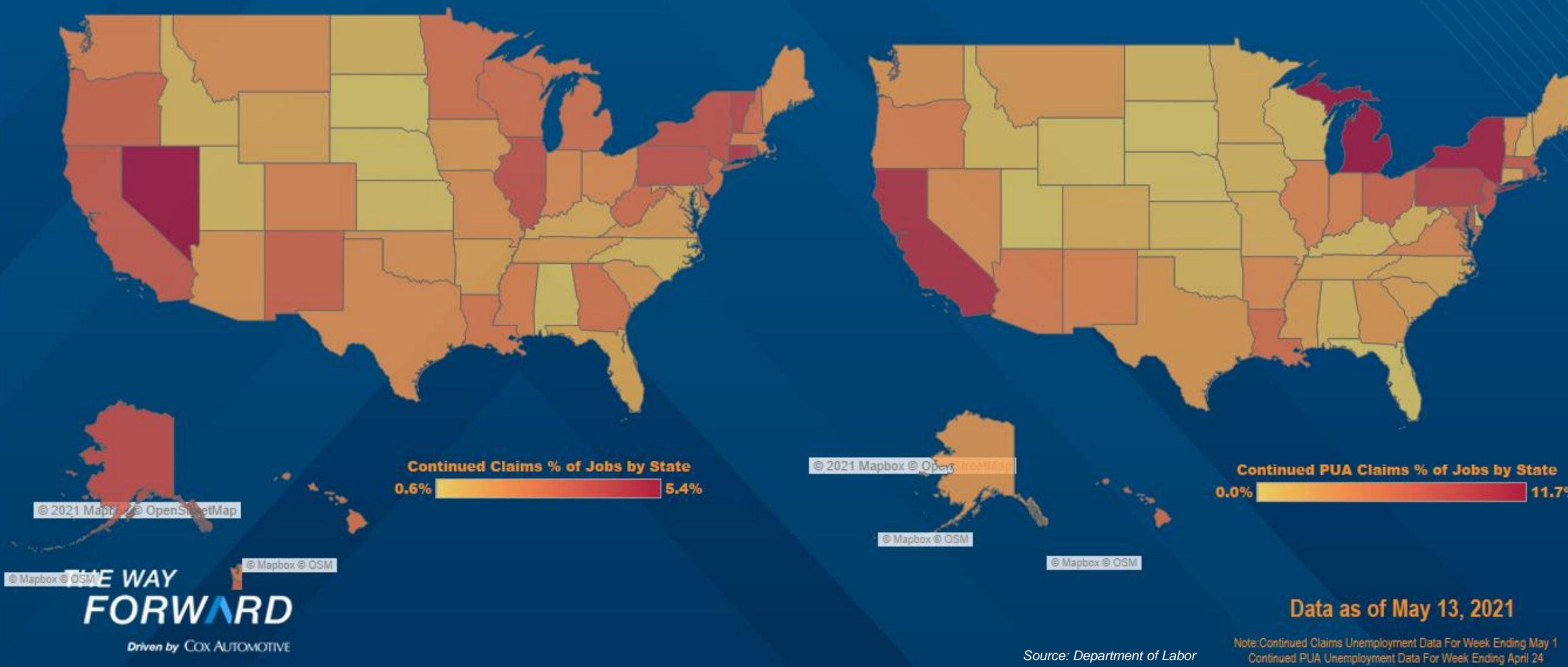


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

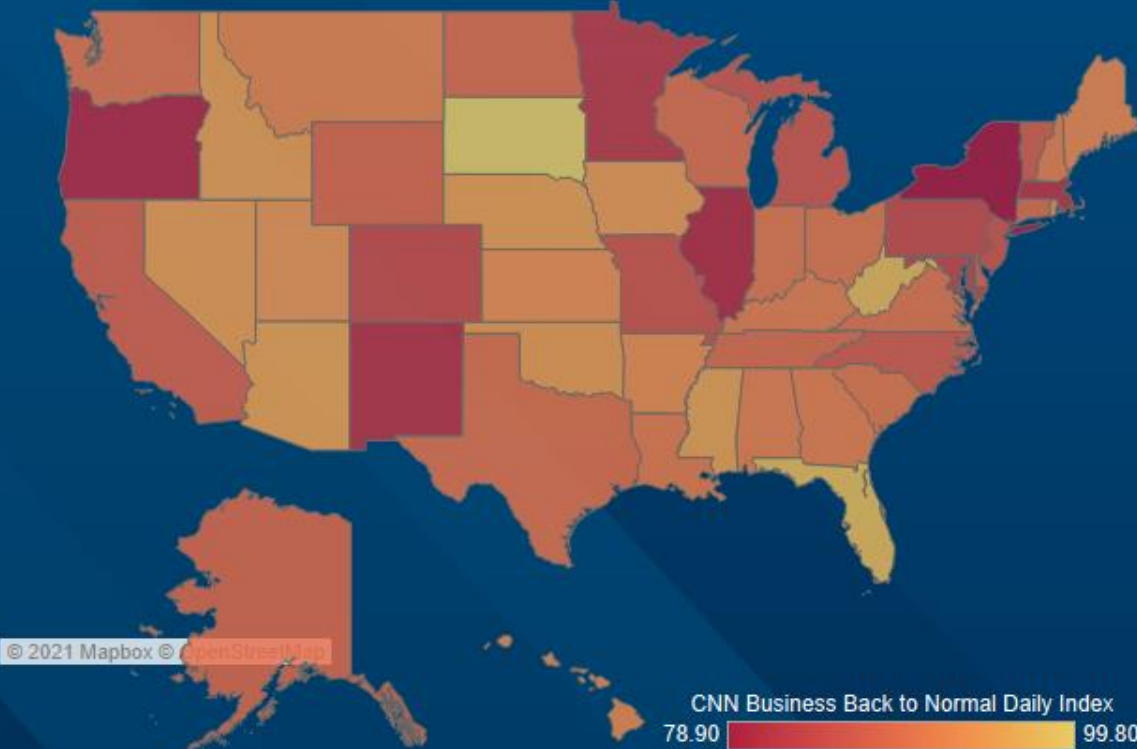
CONTINUING CLAIMS AT 3.7 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES UP LAST WEEK

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

Data as of May 17, 2021



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Source: Moody's Analytics and CNN Business

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CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 12.8% since February 29, 2020

ICS Value (7-Day Average)



MORNING CONSULT

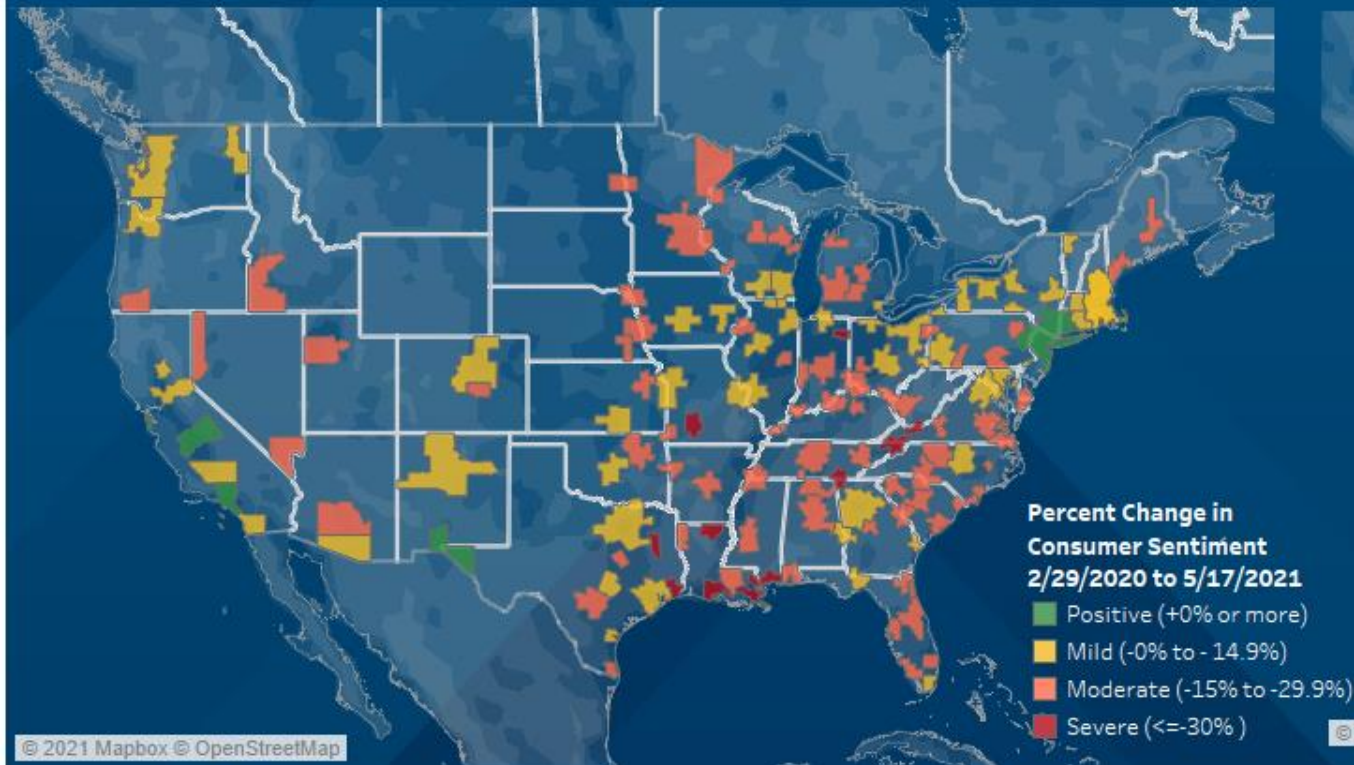
THE WAY
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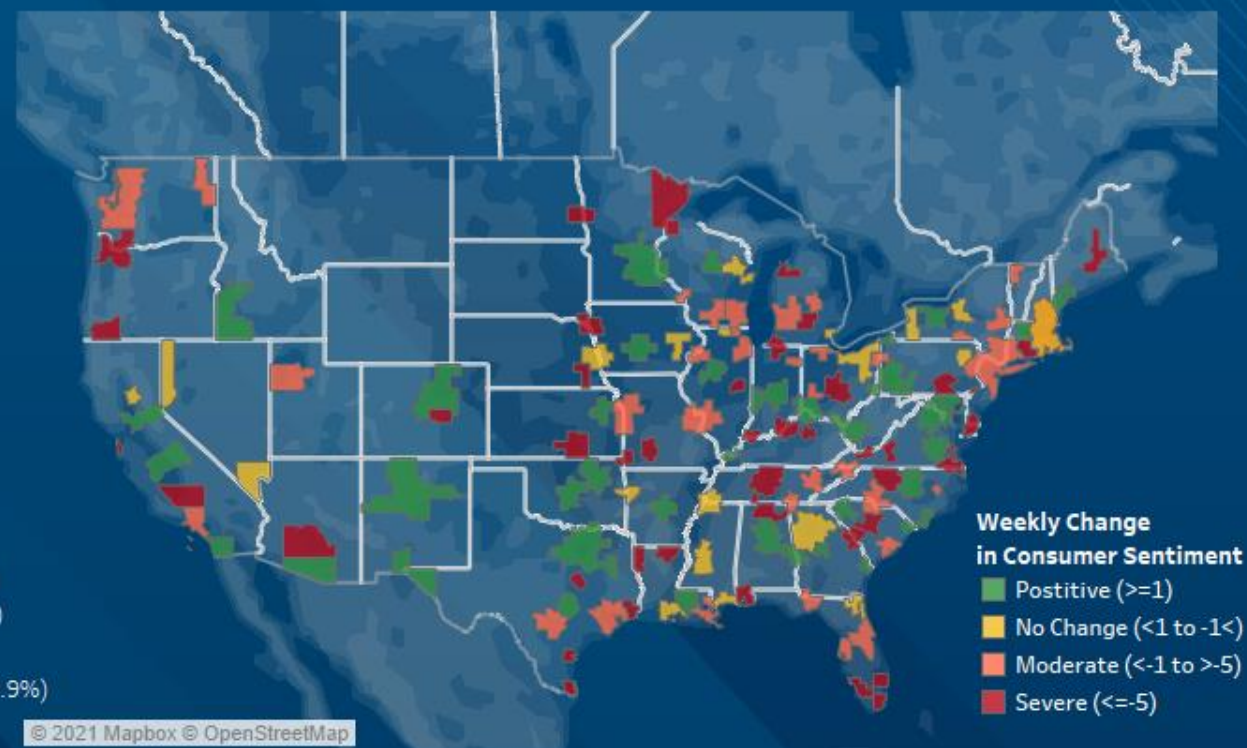
Source: Morning Consult

CONSUMER SENTIMENT DECLINES ACROSS MARKETS

Since February 29, 2020



Since May 10, 2021



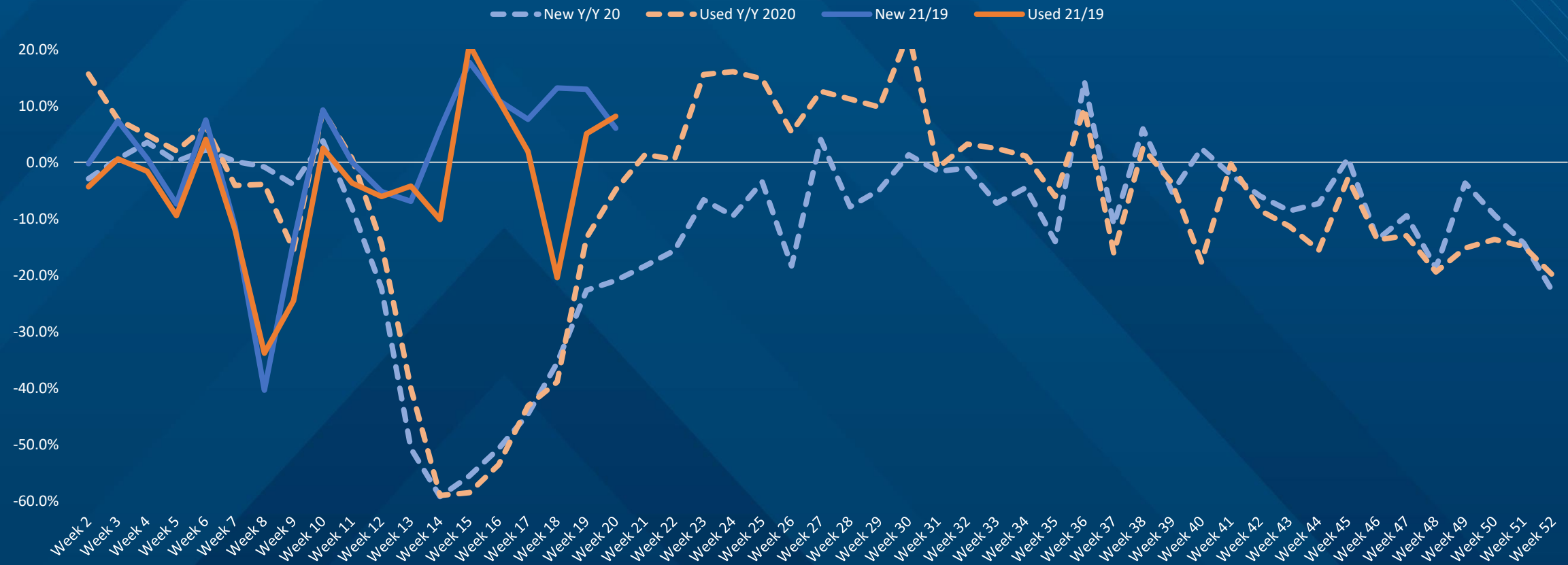
THE WAY
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Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

2021 and 2020 % Change vs. 2019 in Retail Sales by Week

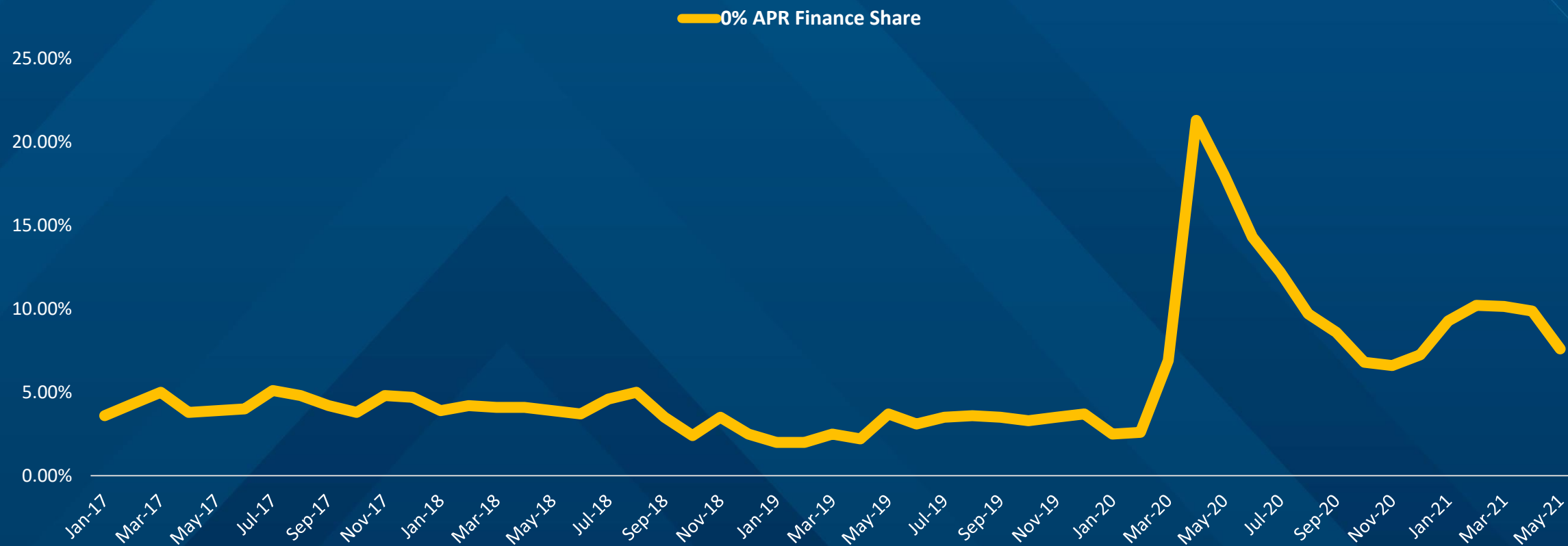


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Source: Cox Automotive

ZERO PERCENT FINANCING DOWN IN MAY



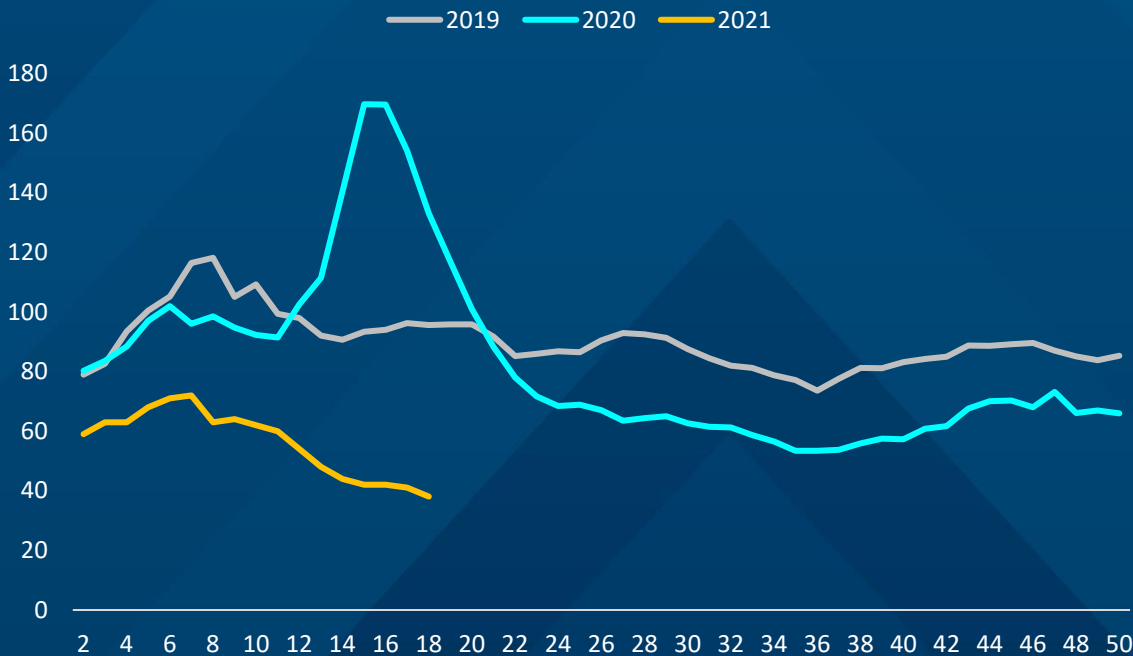
THE WAY
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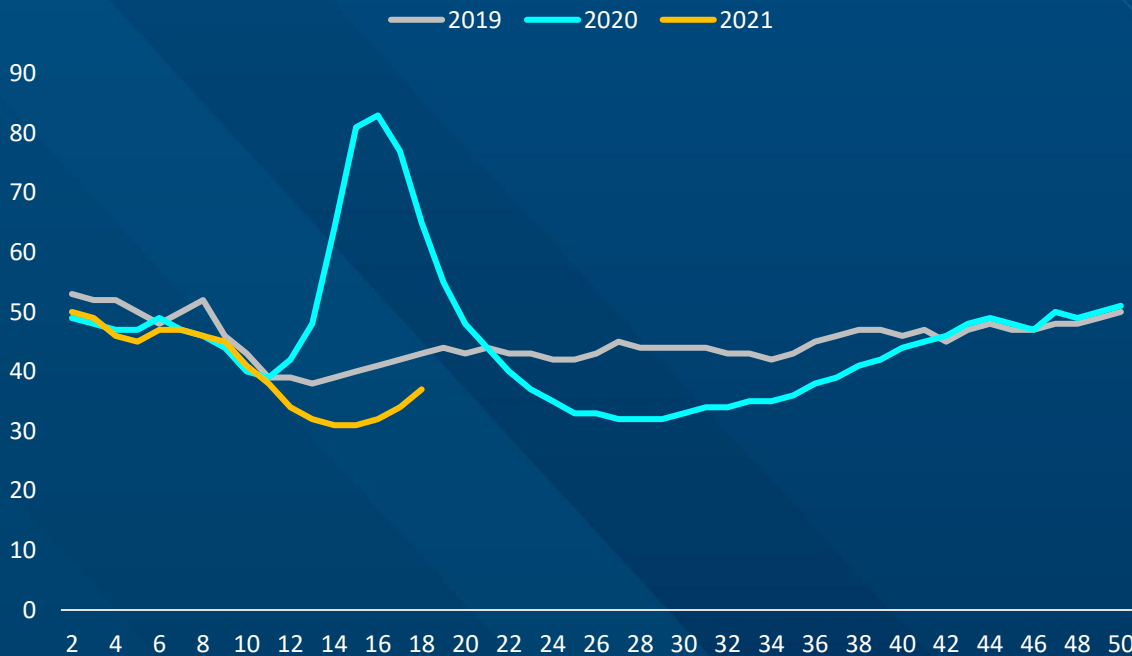
Source: Cox Automotive

RETAIL INVENTORY REMAINS TIGHT

New Days' Supply



Used Days' Supply

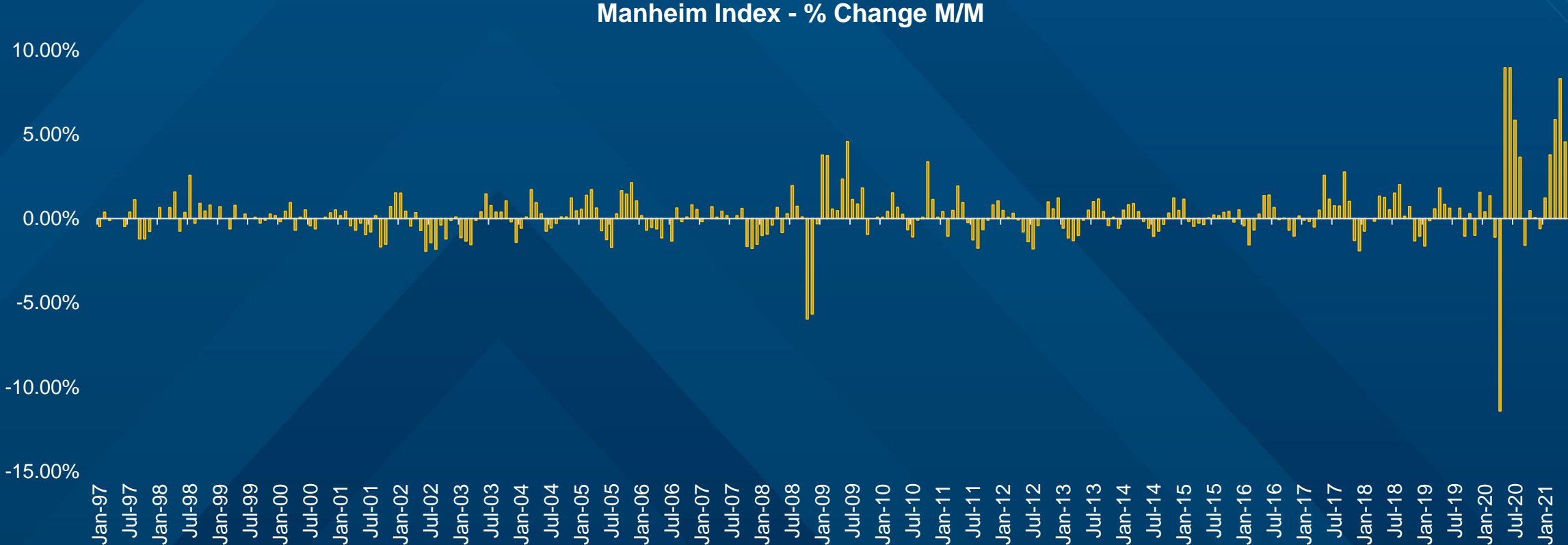


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Source: Cox Automotive

SPRING SURGE IN WHOLESALE PRICES CONTINUES



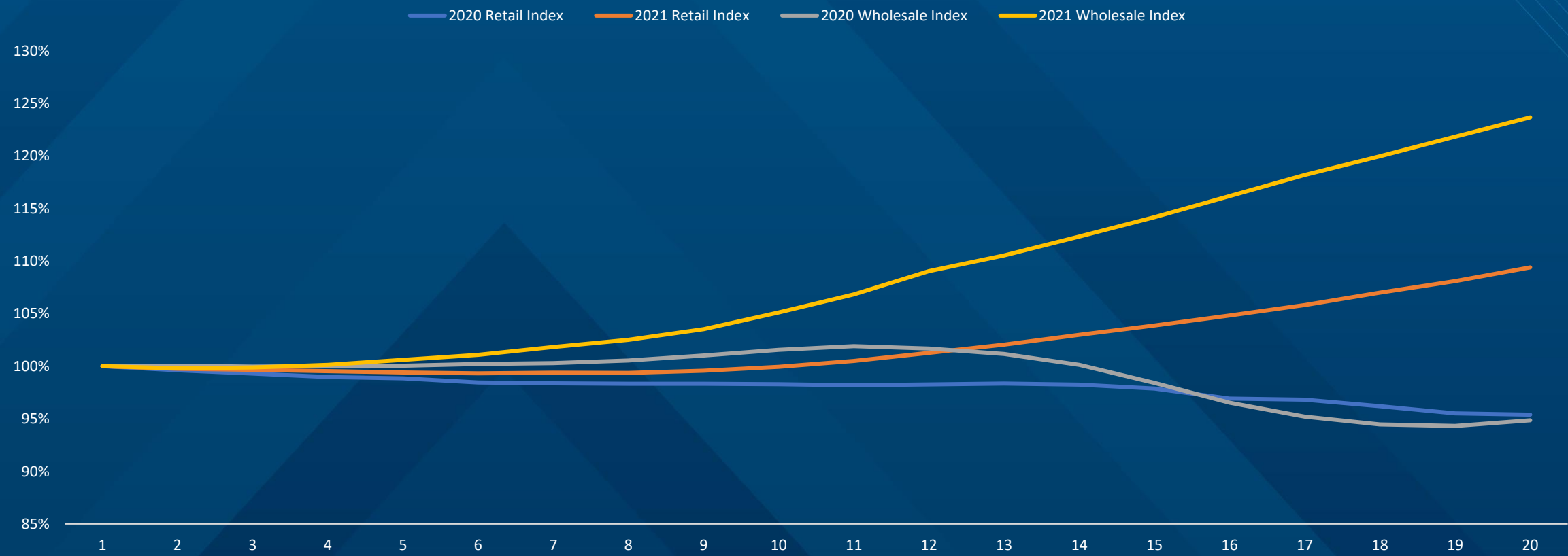
THE WAY
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Source: Cox Automotive

USED PRICES KEEP MOVING HIGHER

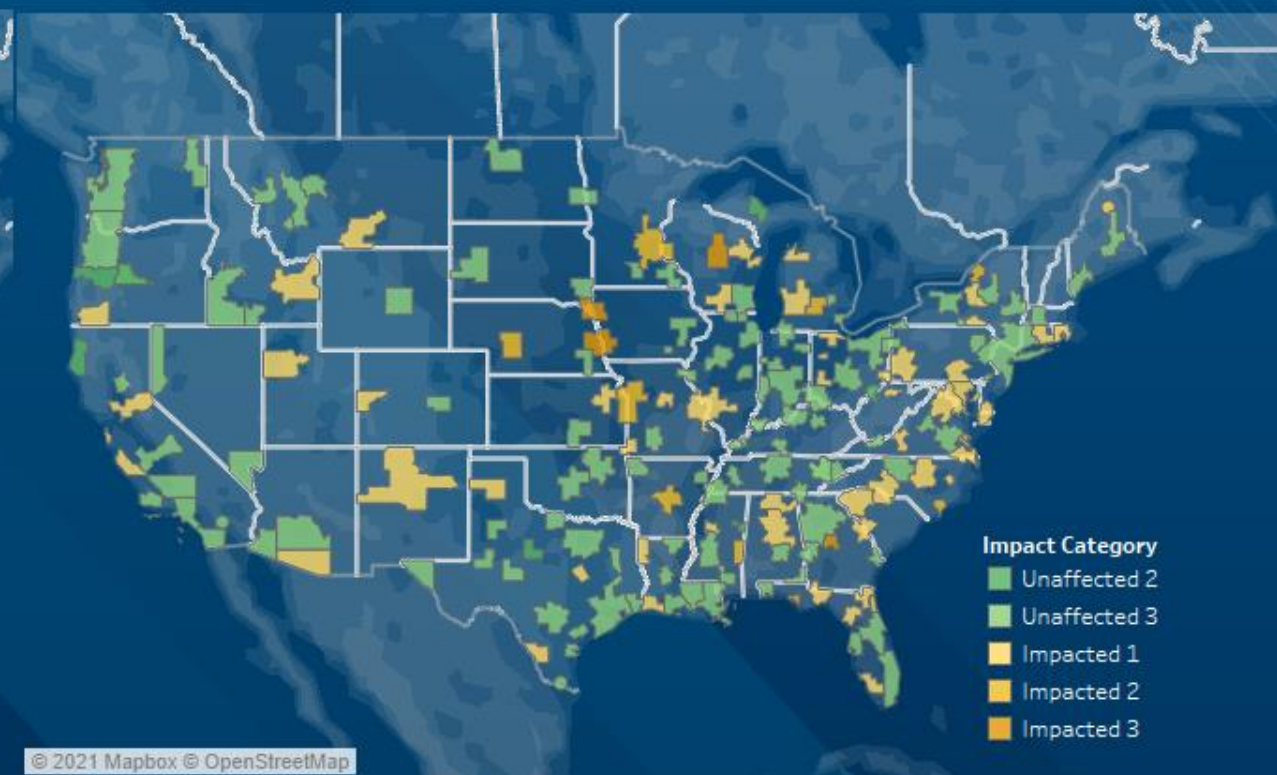
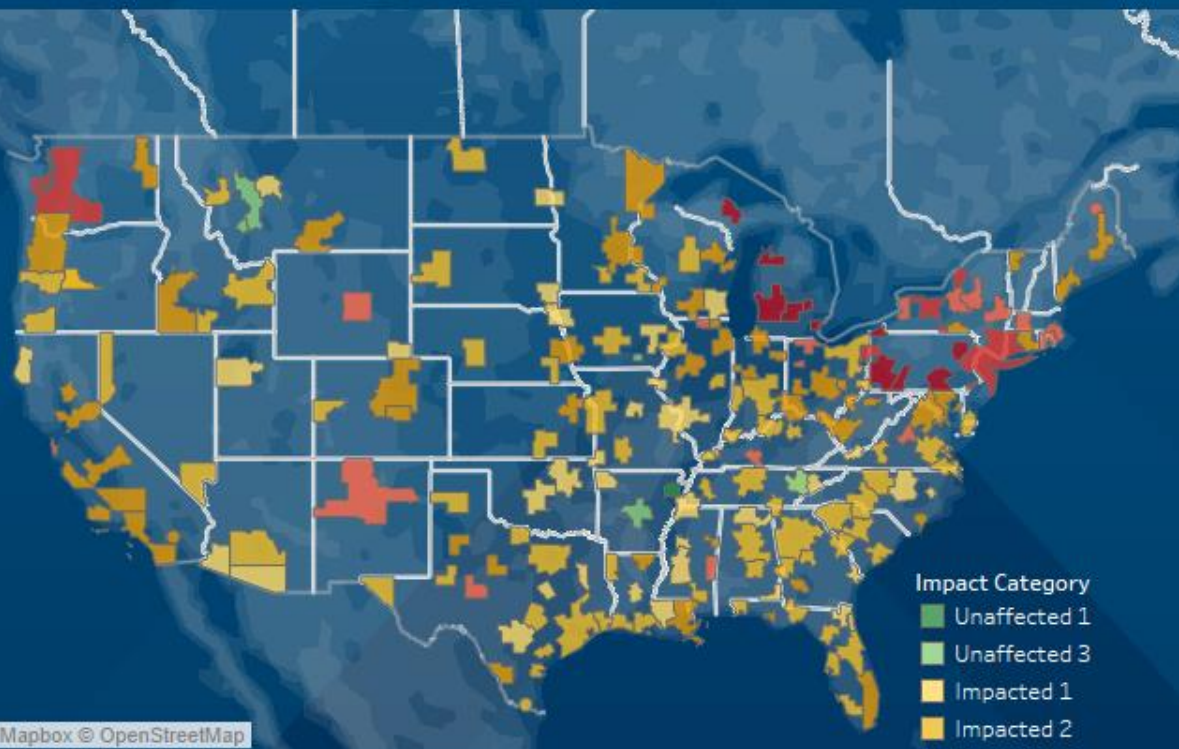
MY 2018 Retail and Wholesale Price Index



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5, 2020 (vs same-week 2019)

May 16, 2021 (vs same-week 2019)



THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads in May through Sunday on **Autotrader** were up 3% y/y and on **Kelley Blue Book** were up 1%; compared to 2019, both were up more, but leads have declined compared to April
- Vehicle form submissions on **Dealer.com** remain up compared to 2019, but the trends for both lost momentum over the weekend
- **Dealertrack** unique credit applications on same-store basis were down 6% y/y last week and were down 11% compared to 2019, but the weekly trend improved
- **Xtime** saw a 16% increase y/y last week in consumers having their cars serviced; against 2019, appointments completed were down 12%, which was down from the prior week

COX AUTOMOTIVE

