

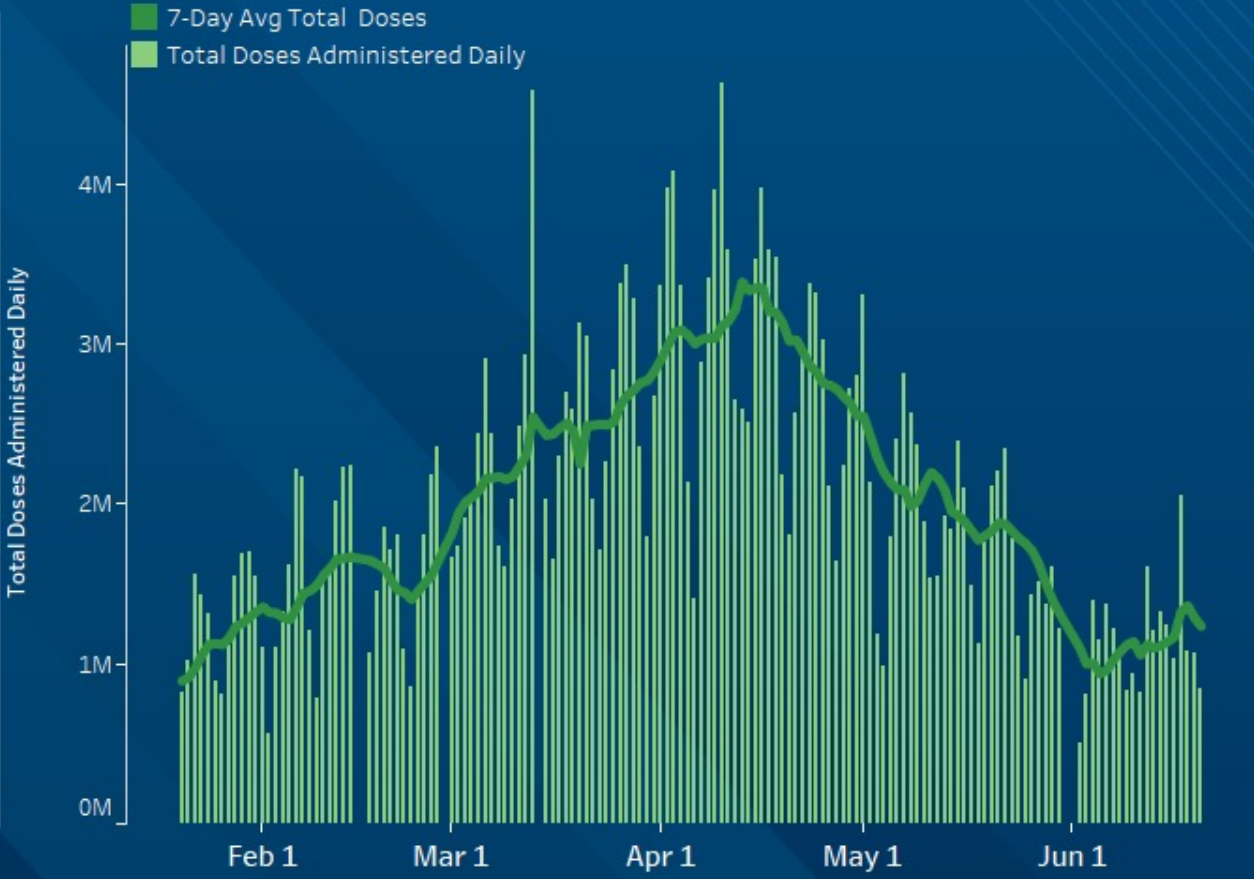
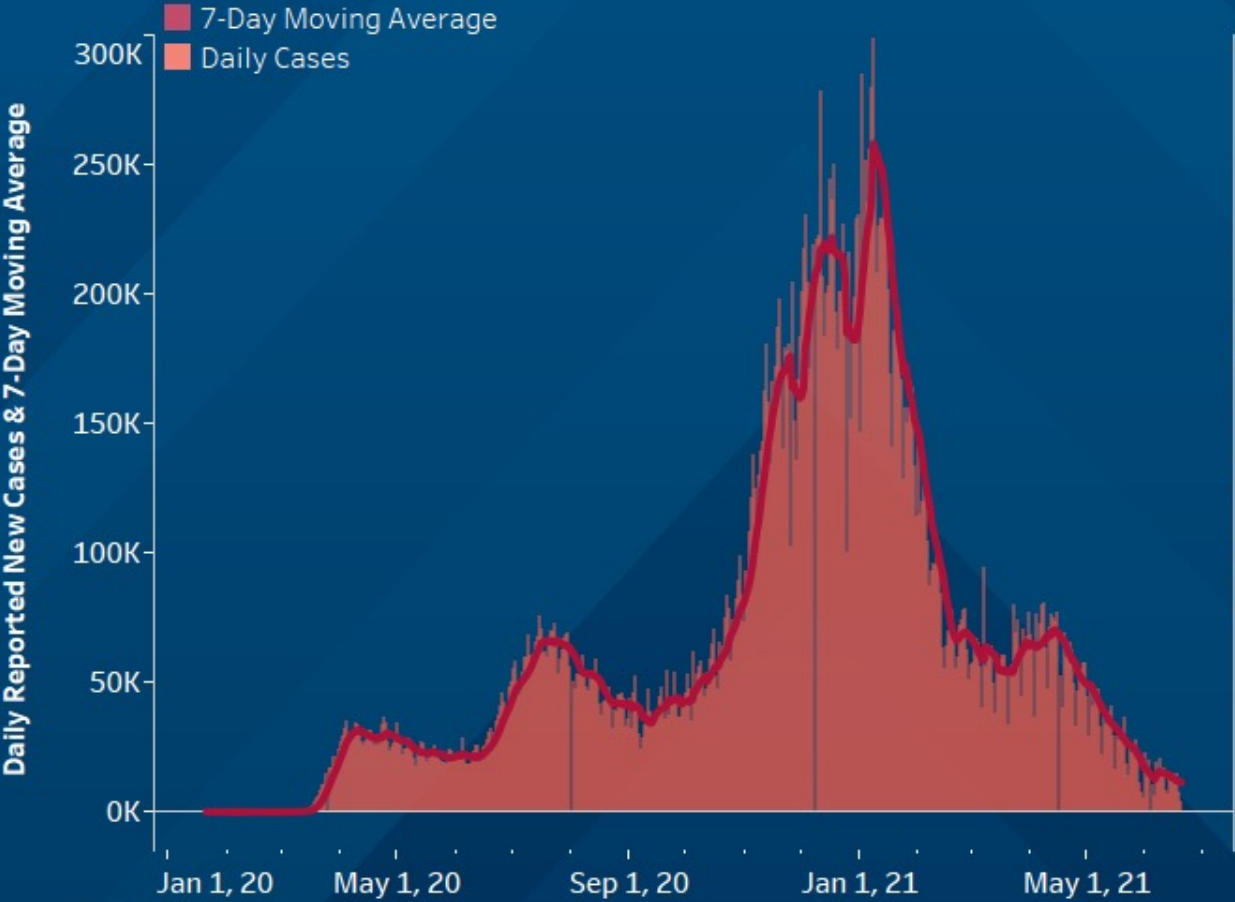
June 22, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

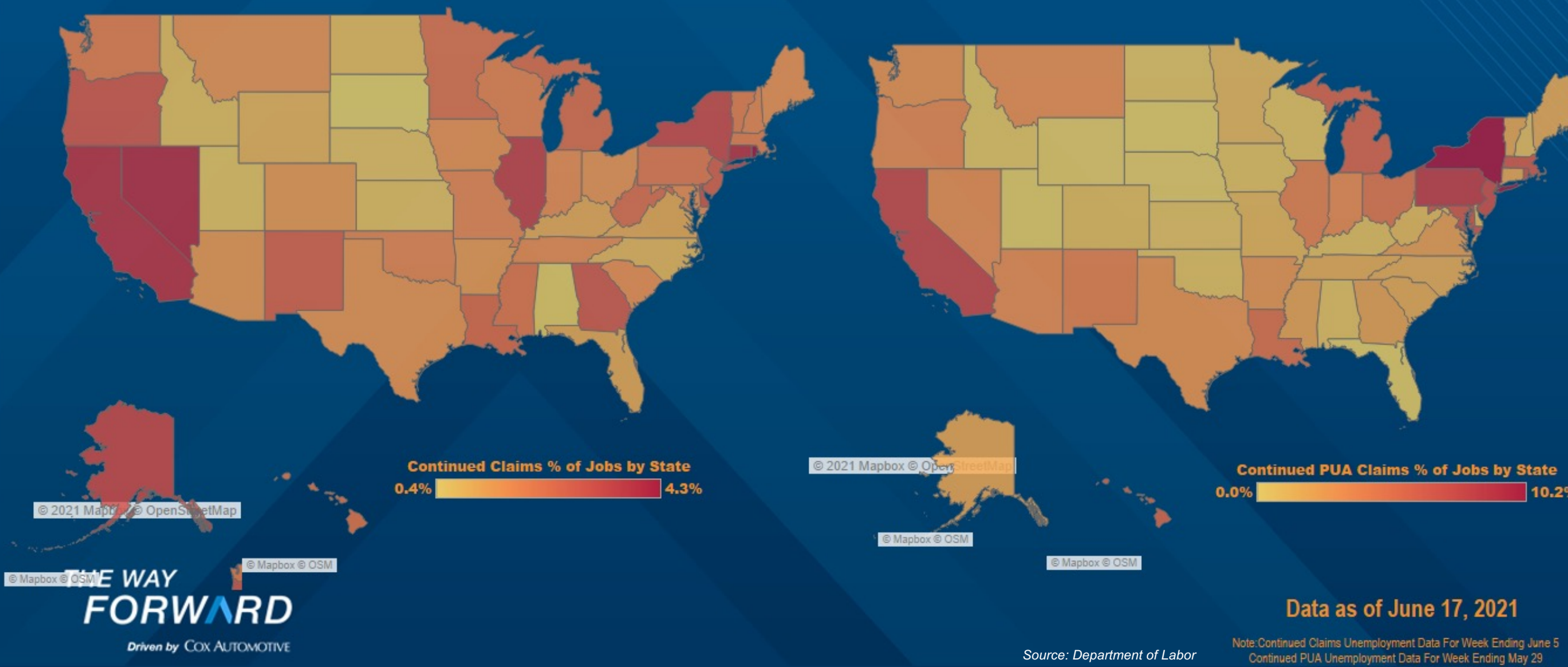
Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS



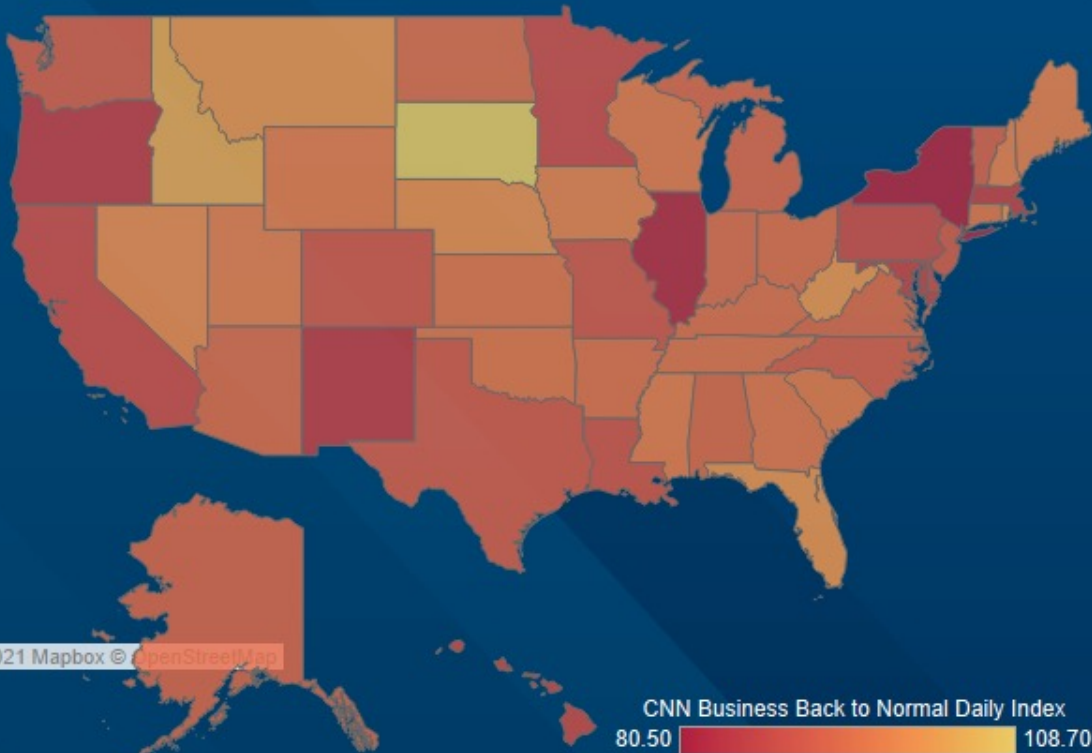
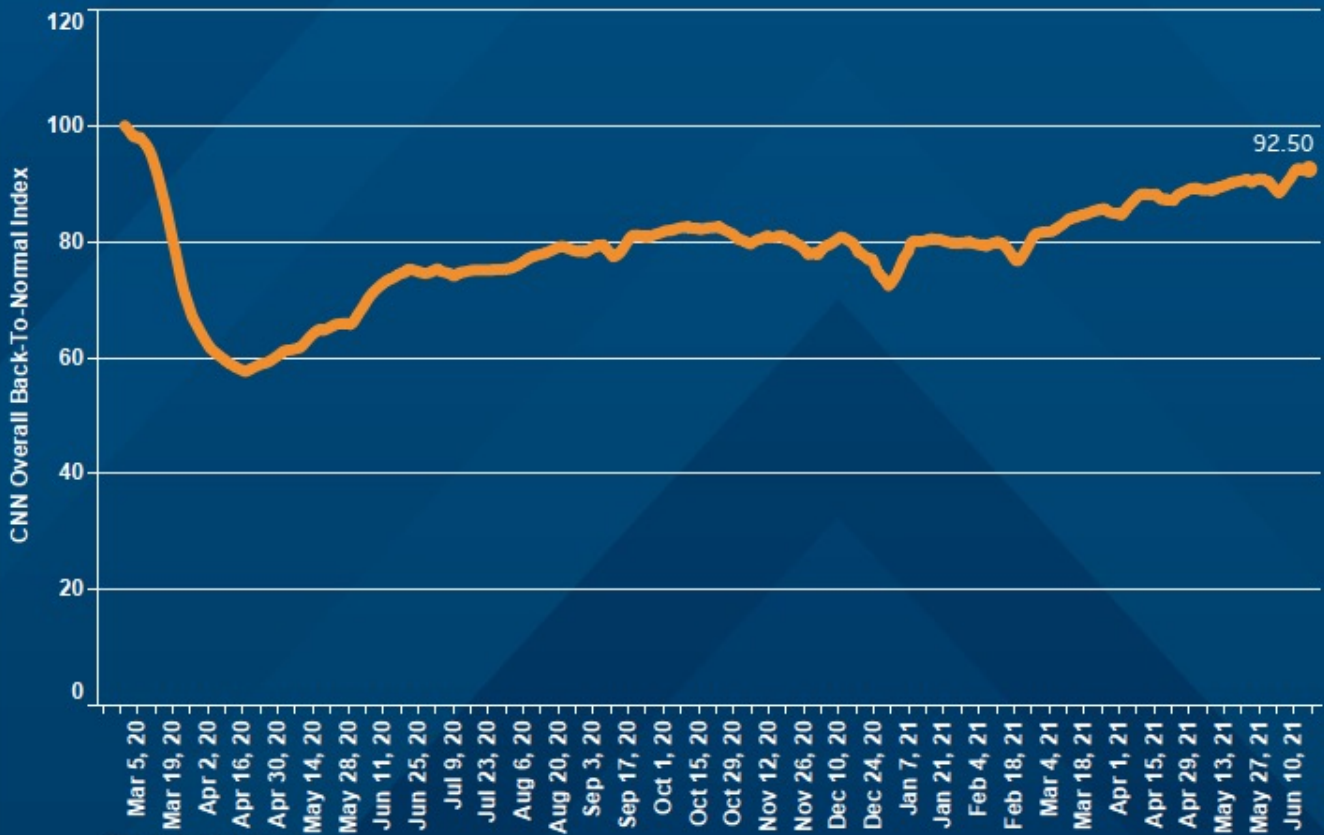
CONTINUING CLAIMS AT 3.3 MILLION NATIONALLY



BUSINESS RECOVERY ESTIMATES UP LAST WEEK

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

Data as of June 21, 2021



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 11.8% since February 29, 2020

ICS Value (7-Day Average)



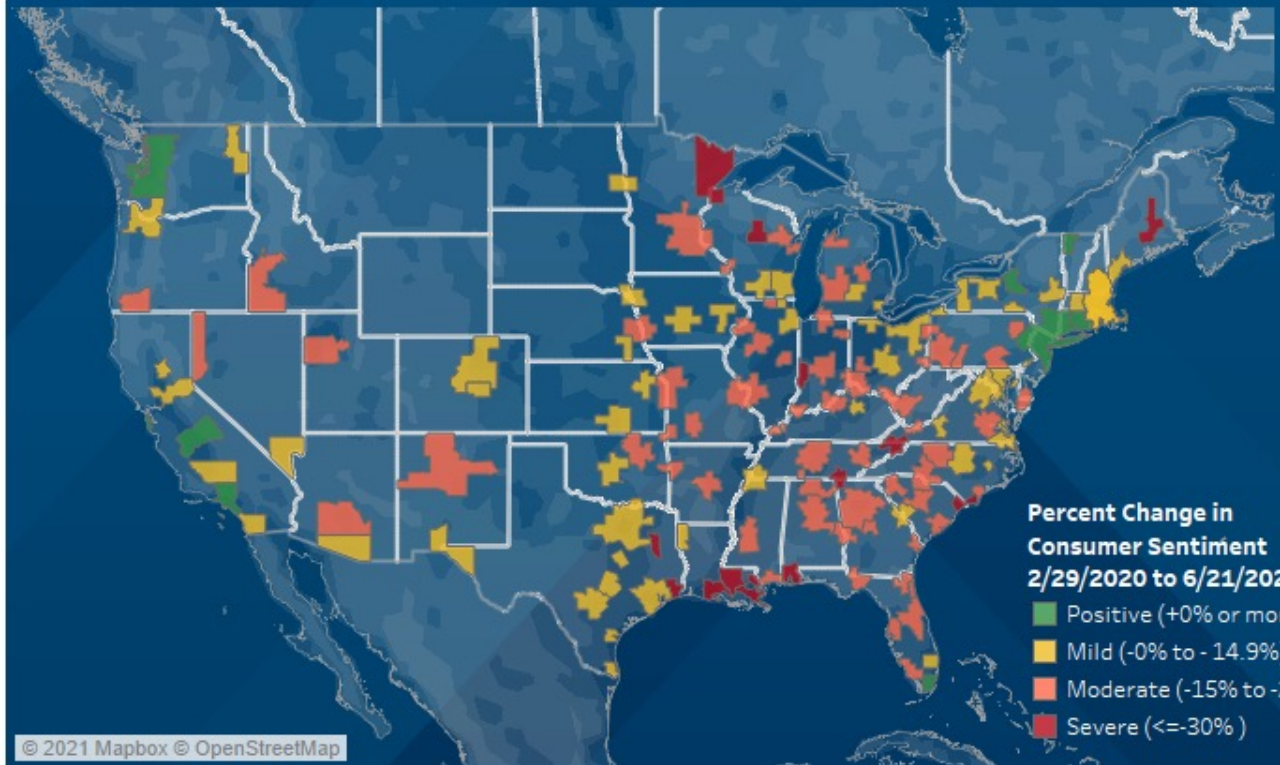
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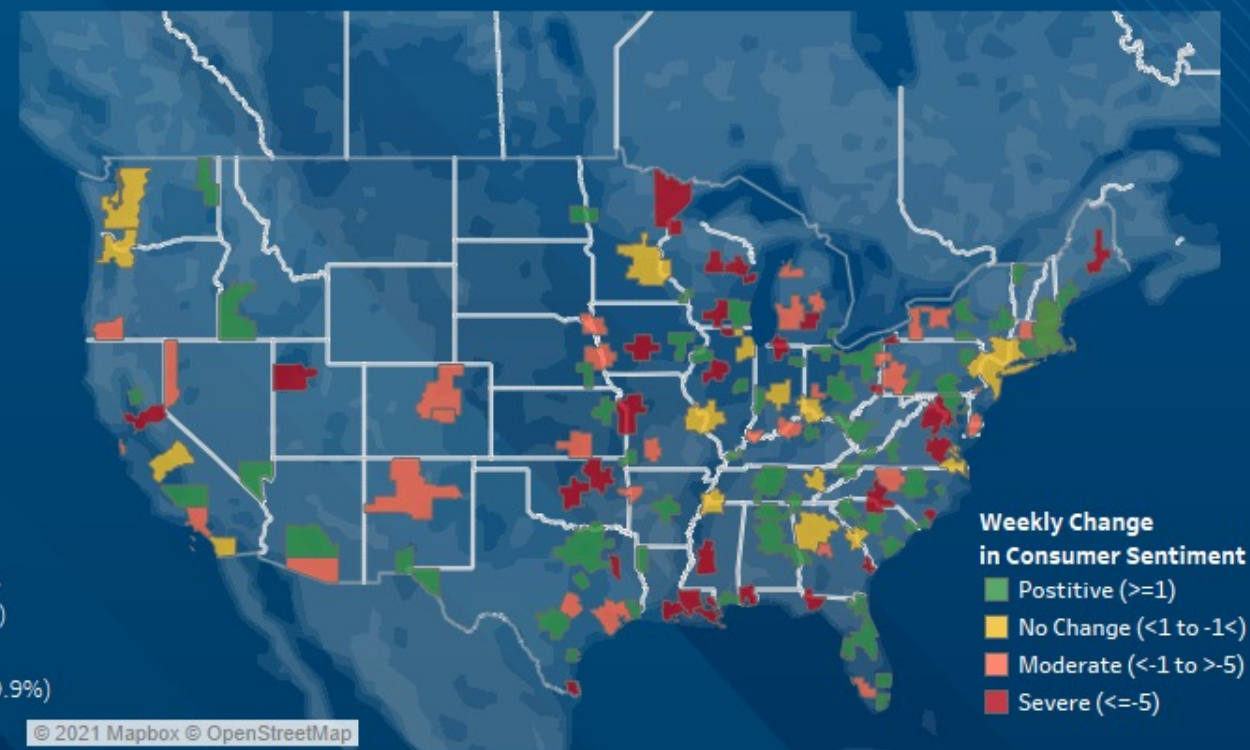
Source: Morning Consult

CONSUMER SENTIMENT IMPROVES ACROSS MARKETS

Since February 29, 2020



Since June 14, 2021



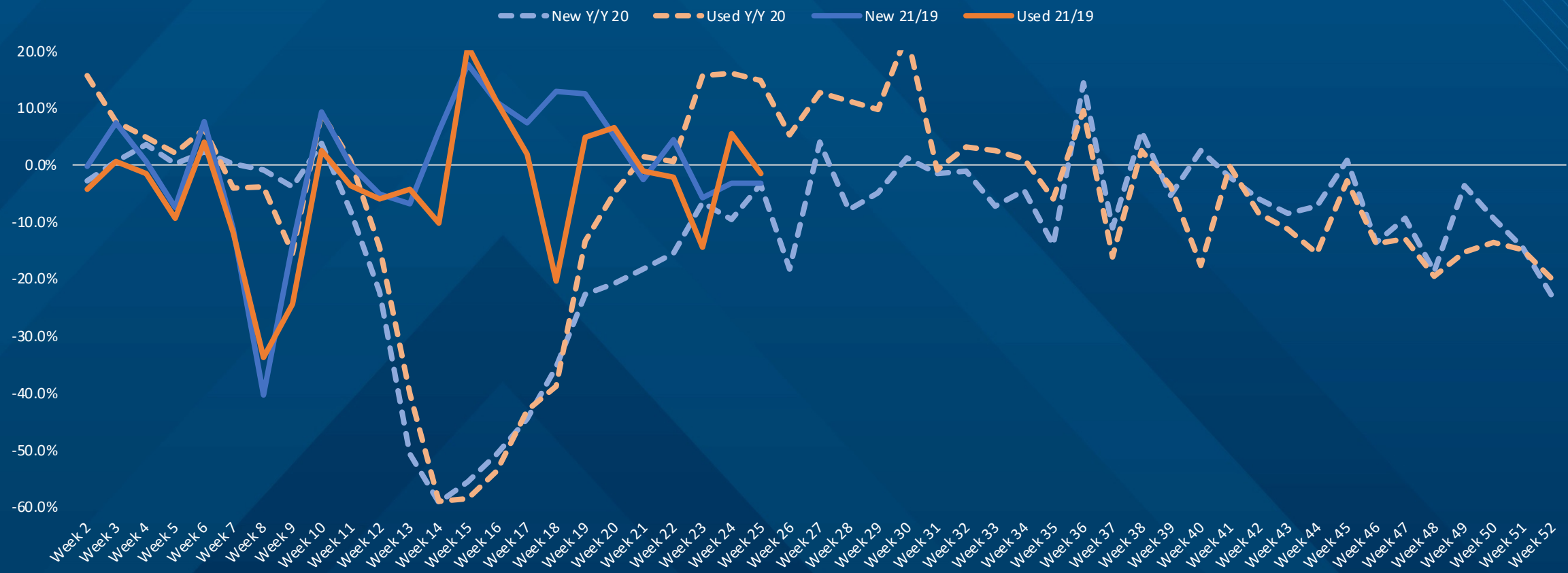
THE WAY
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Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

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



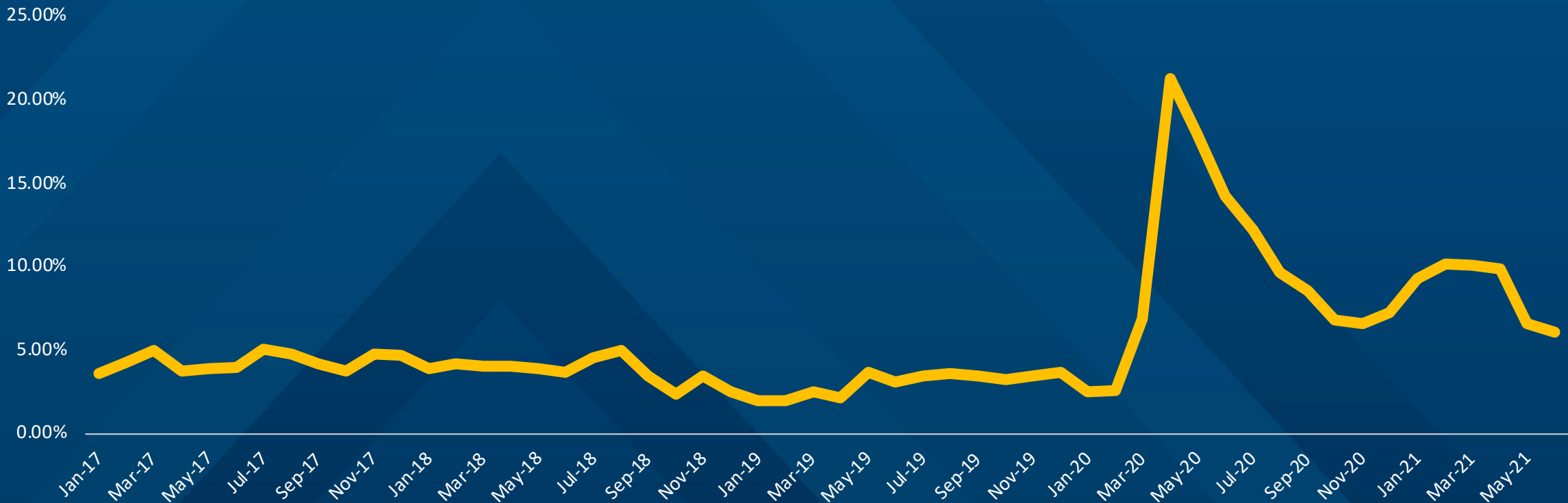
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

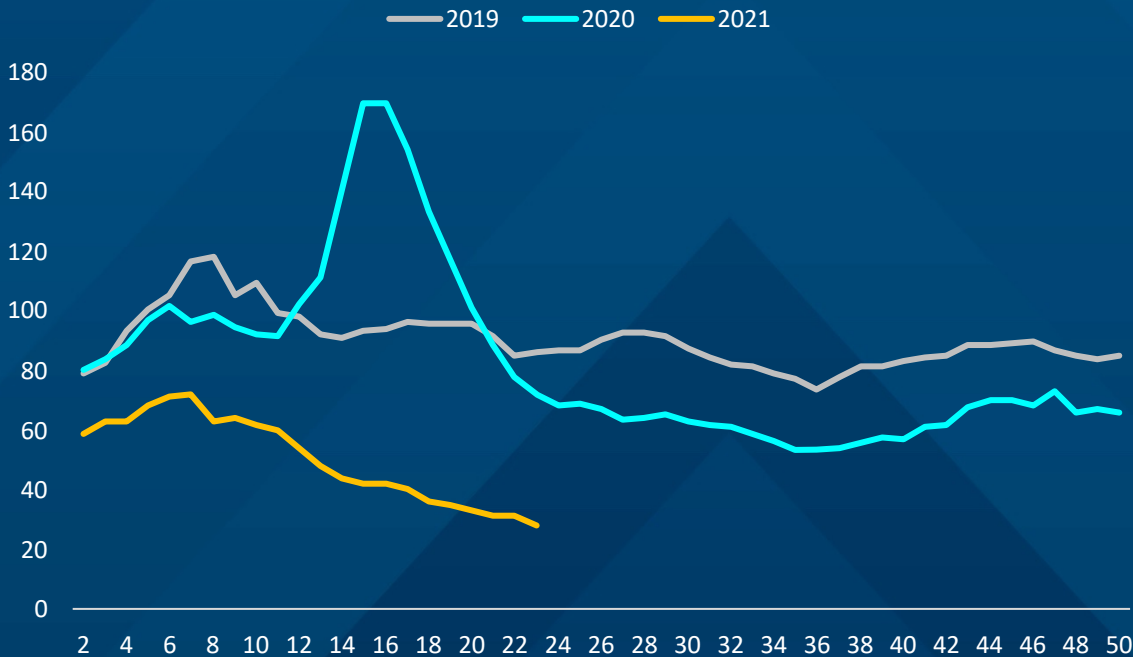
ZERO PERCENT FINANCING DOWN IN JUNE

0% APR Finance Share

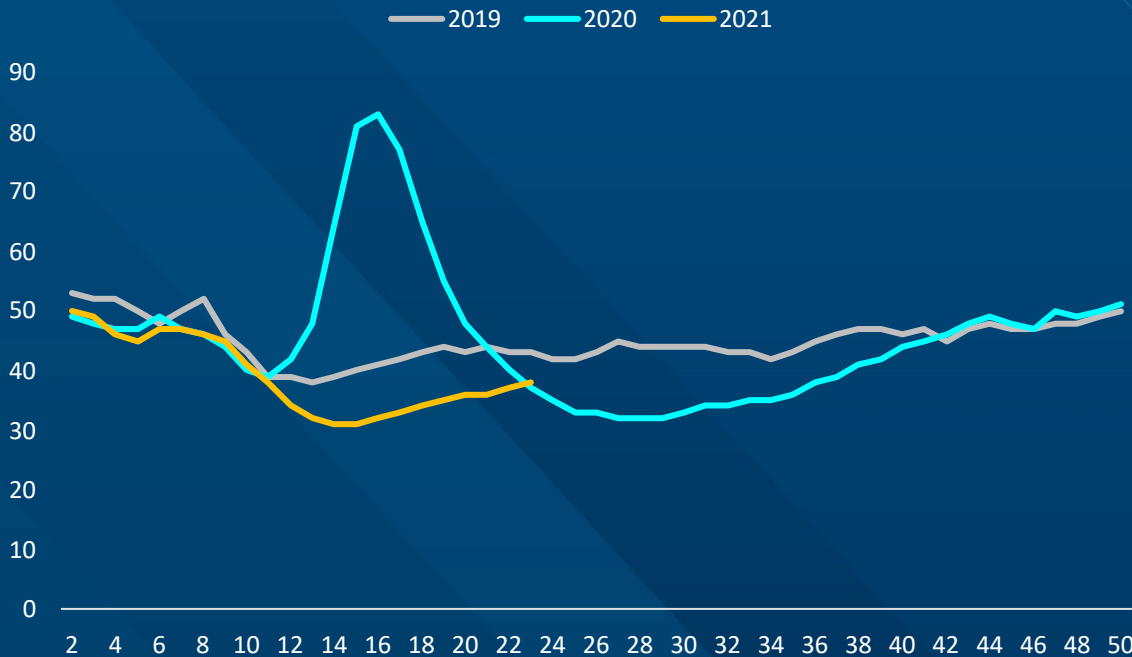


RETAIL INVENTORY REMAINS TIGHT

New Days' Supply



Used Days' Supply



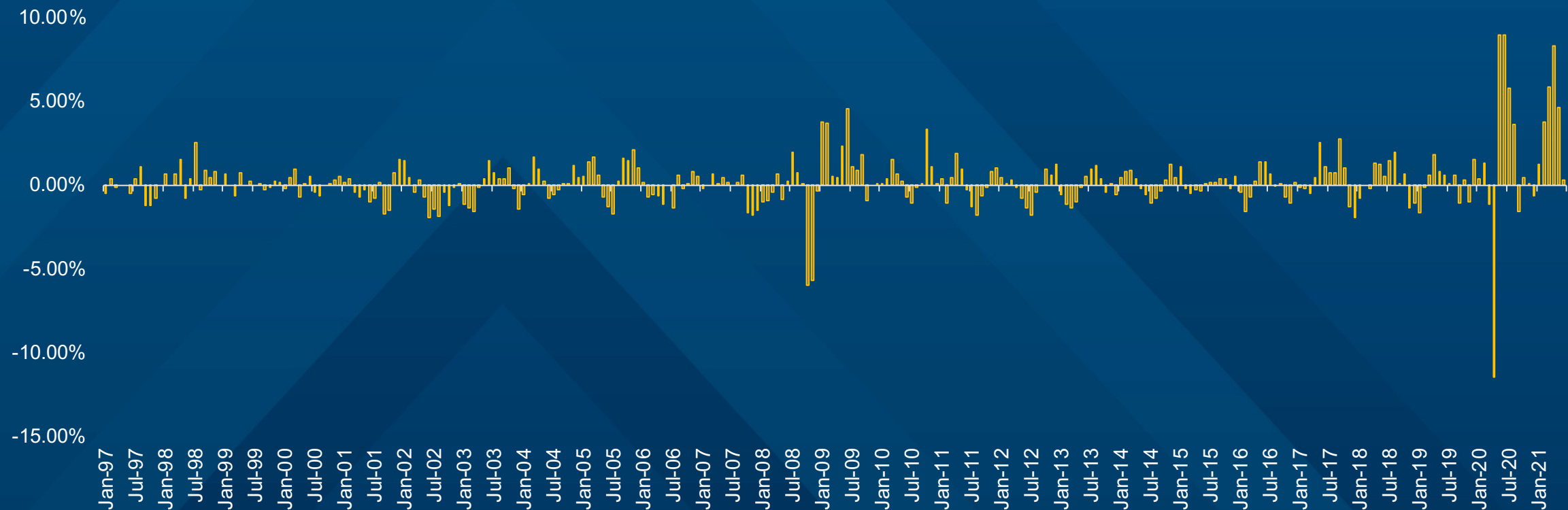
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Source: Cox Automotive

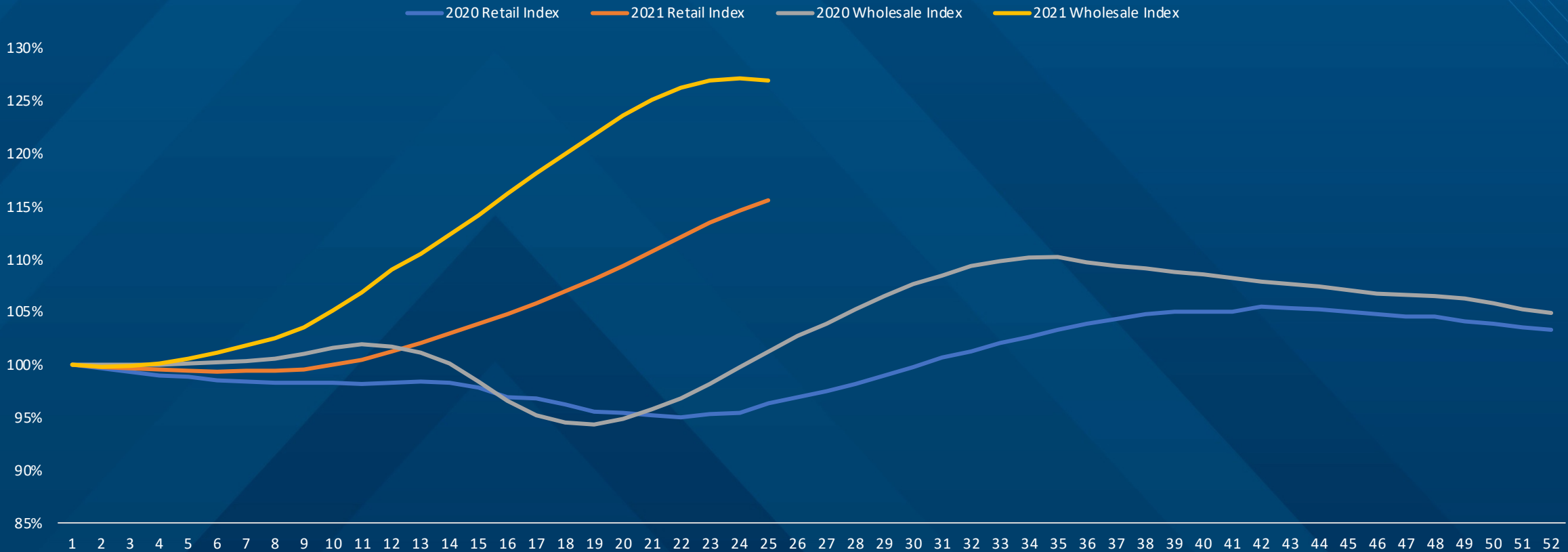
SURGE IN WHOLESALE PRICES SLOWS

Manheim Index - % Change M/M



WHOLESALE USED PRICES NOW DECLINING

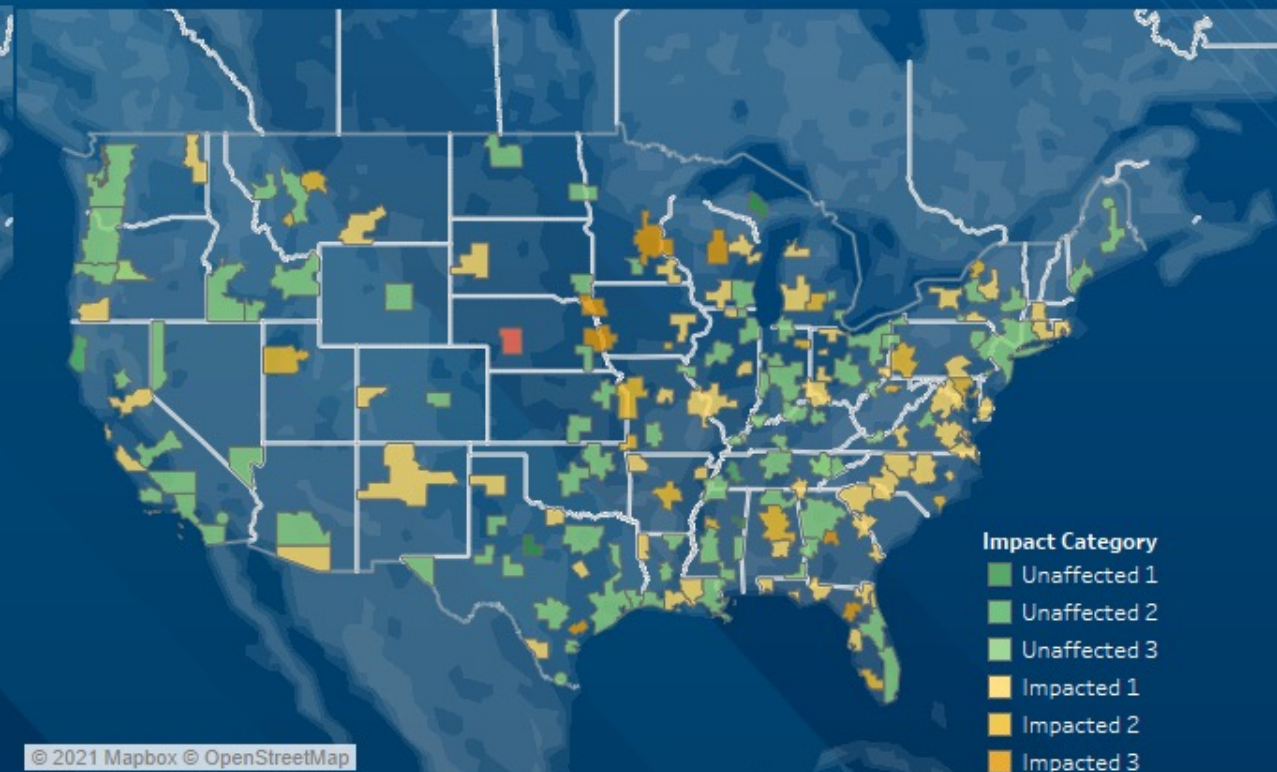
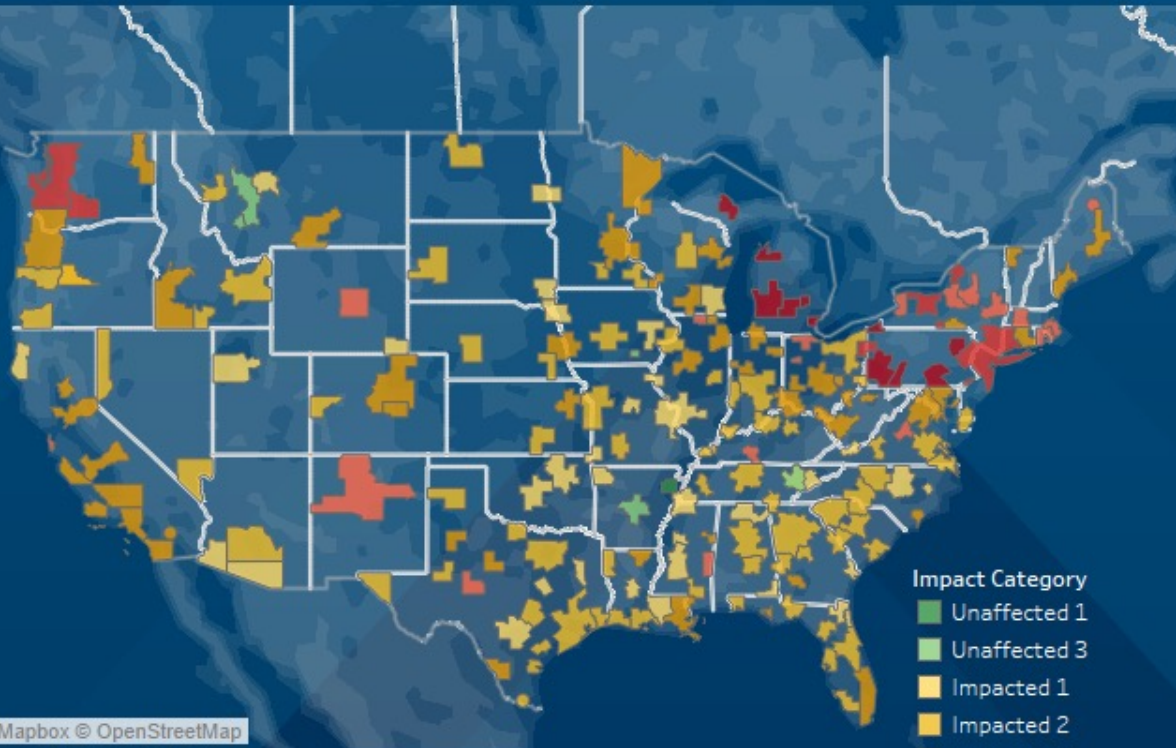
MY 2018 Retail and Wholesale Price Index



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5, 2020 (vs same-week 2019)

June 20, 2021 (vs same-week 2019)



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**THE WAY
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads in June through Sunday on **Autotrader** were unchanged y/y and on **Kelley Blue Book** were down 4%; compared to 2019, both were up. Autotrader is up slightly in June and KBB is unchanged from May.
- **Dealertrack** unique credit applications on same-store basis were down 13% y/y and down 14% against 2019 last week, but the weekly trend improved
- **Xtime** saw a 1% decline y/y last week in consumers having their cars serviced; against 2019, appointments completed were down 8%, and the weekly trend was unchanged

— COX AUTOMOTIVE —

