

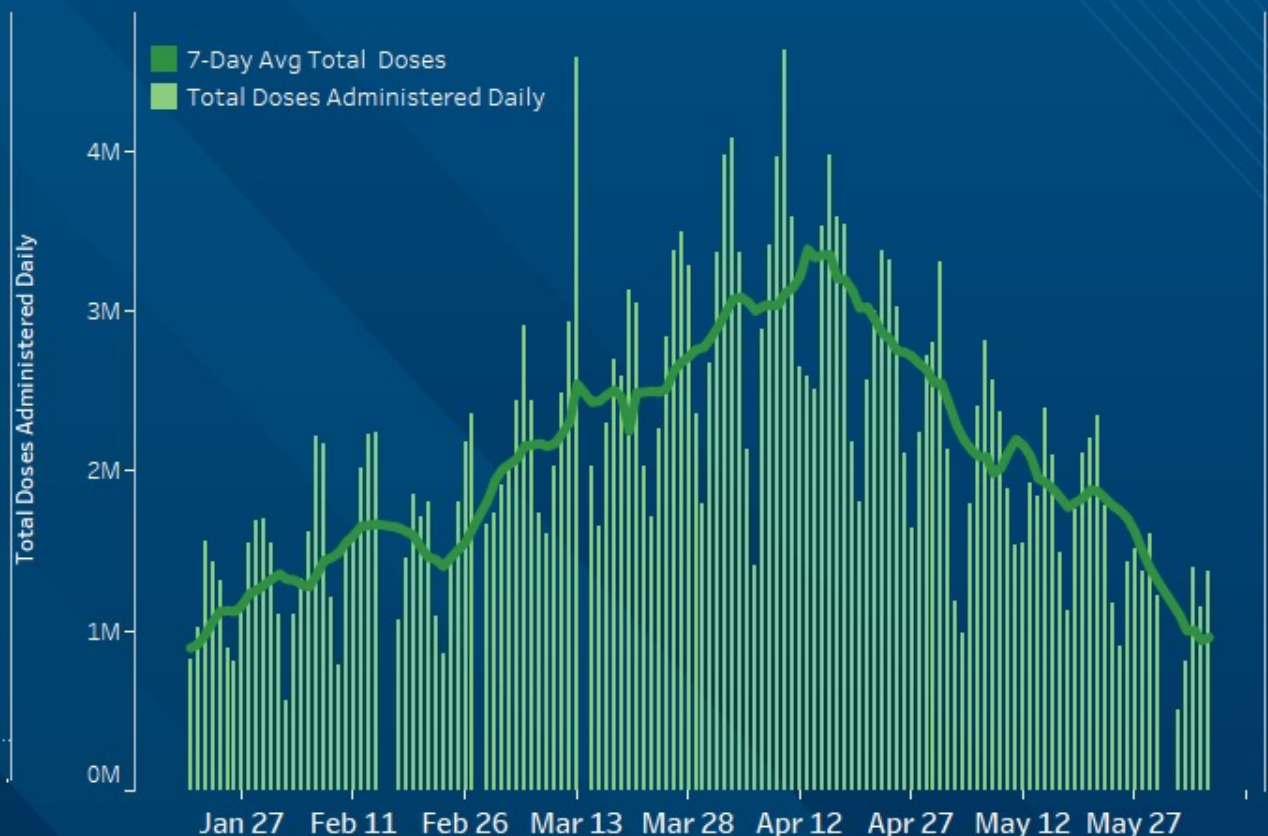
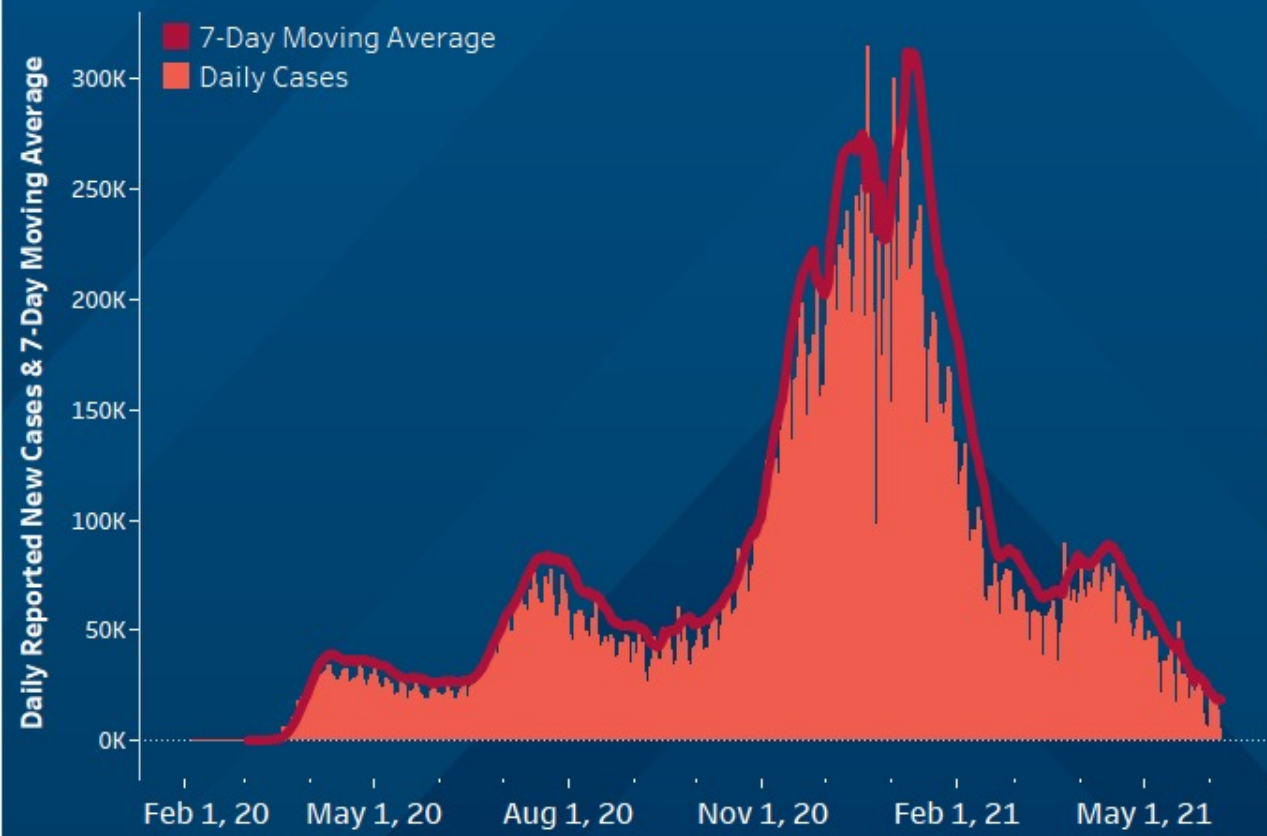
June 8, 2021

# COX AUTOMOTIVE AUTO MARKET REPORT

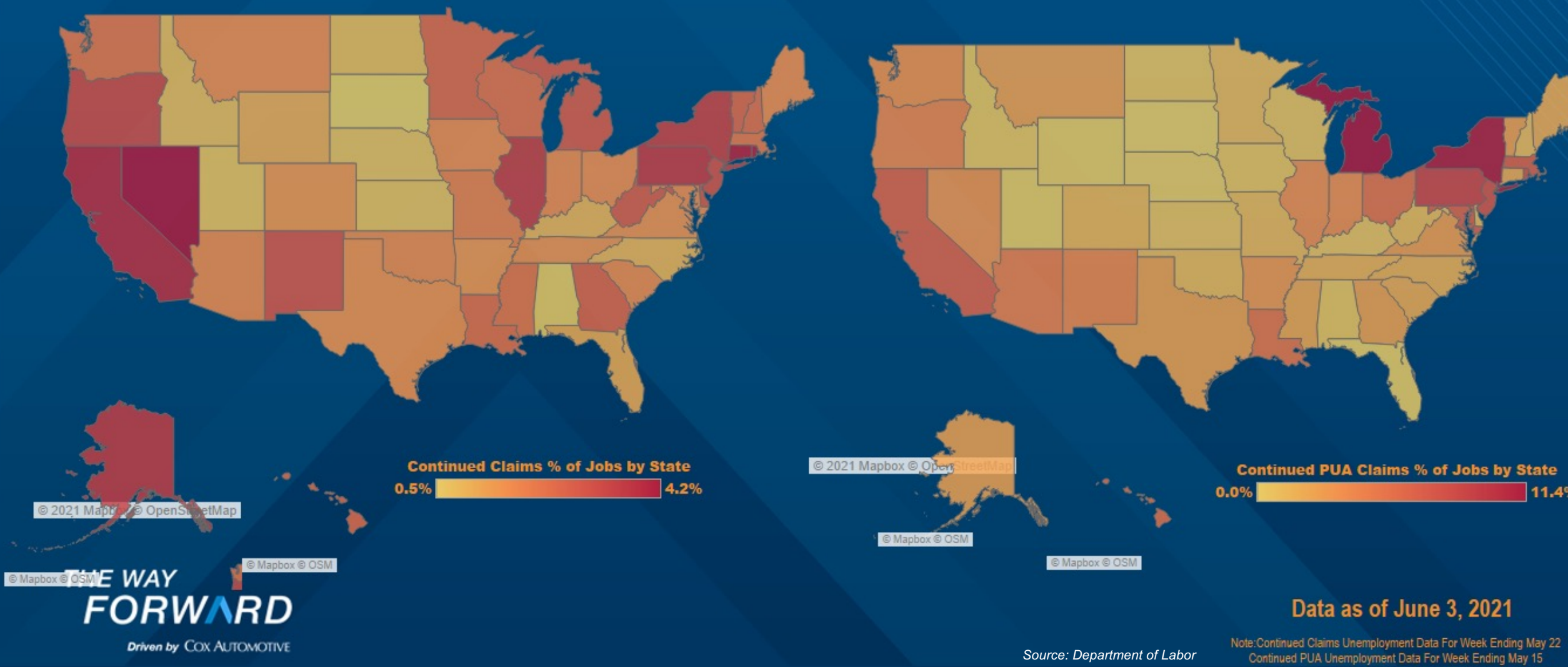
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS



# CONTINUING CLAIMS AT 3.8 MILLION NATIONALLY

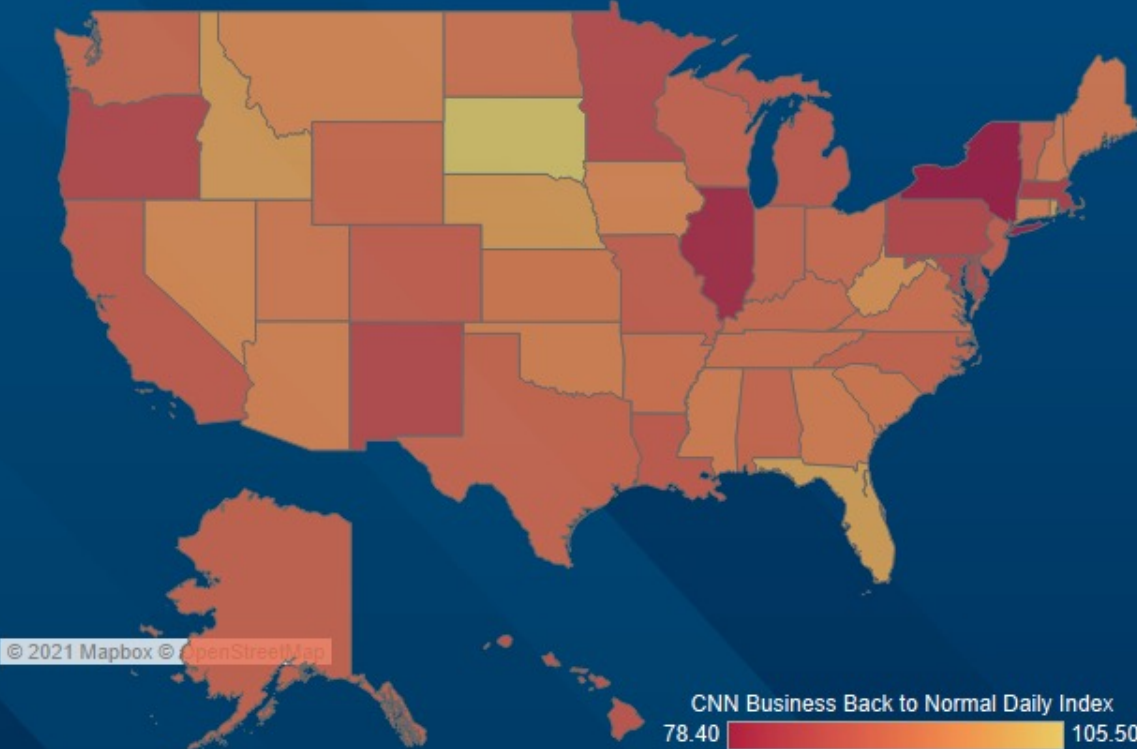
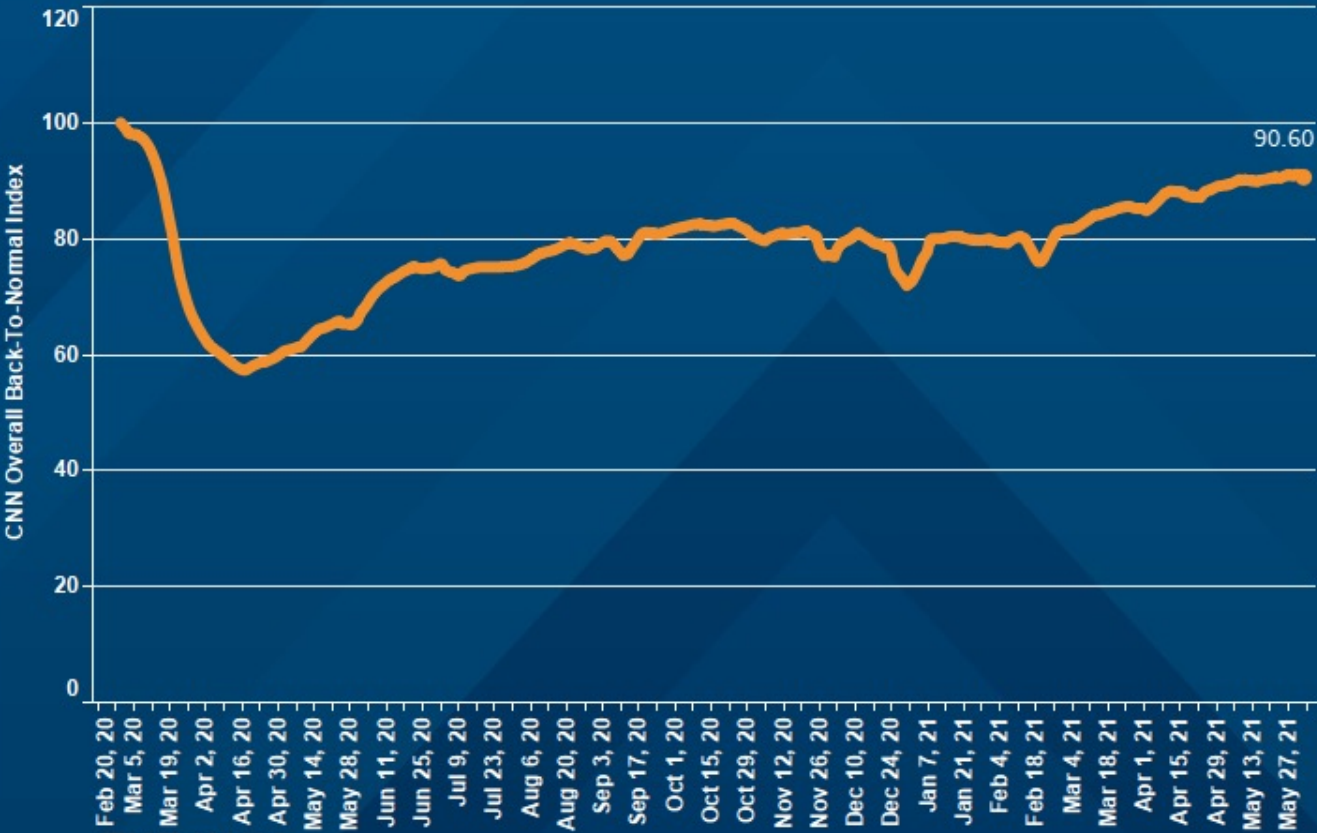




# BUSINESS RECOVERY ESTIMATES DOWN LAST WEEK

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

Data as of June 7, 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 11.7% since February 29, 2020

ICS Value (7-Day Average)



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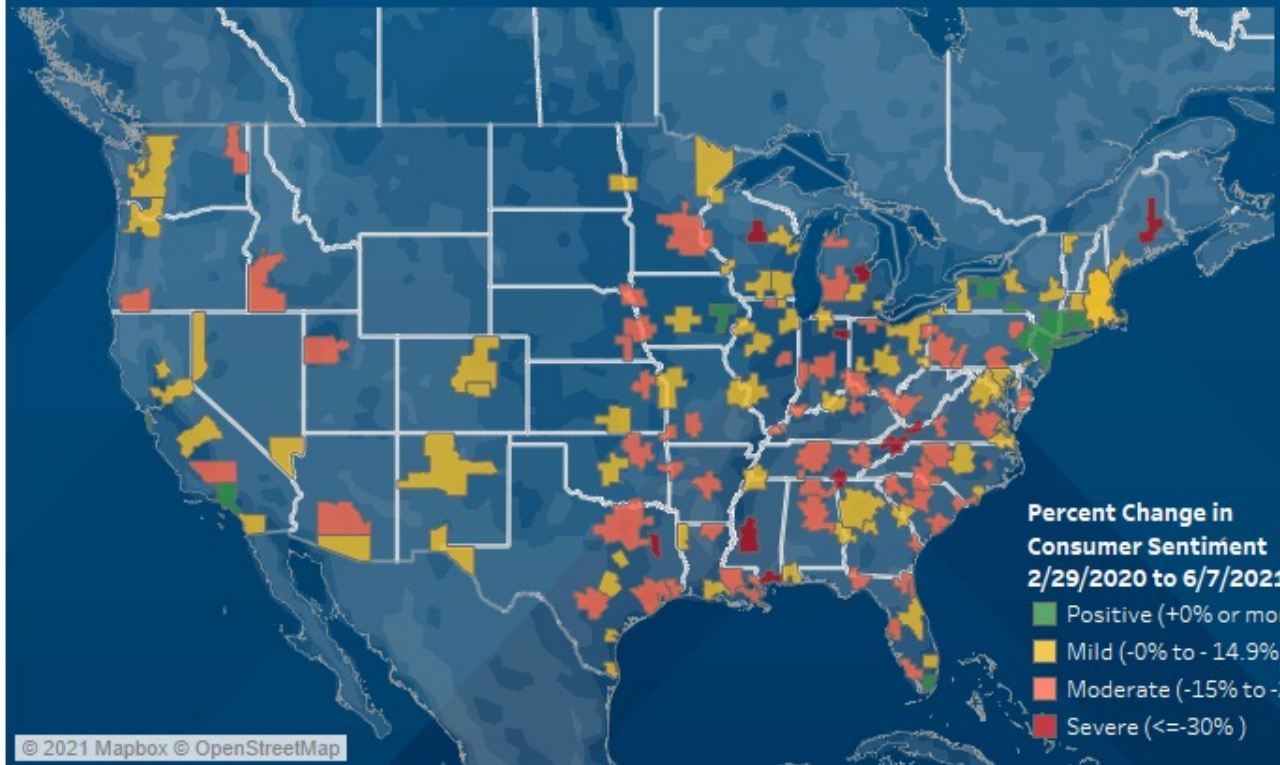
Driven by COX AUTOMOTIVE

Source: Morning Consult

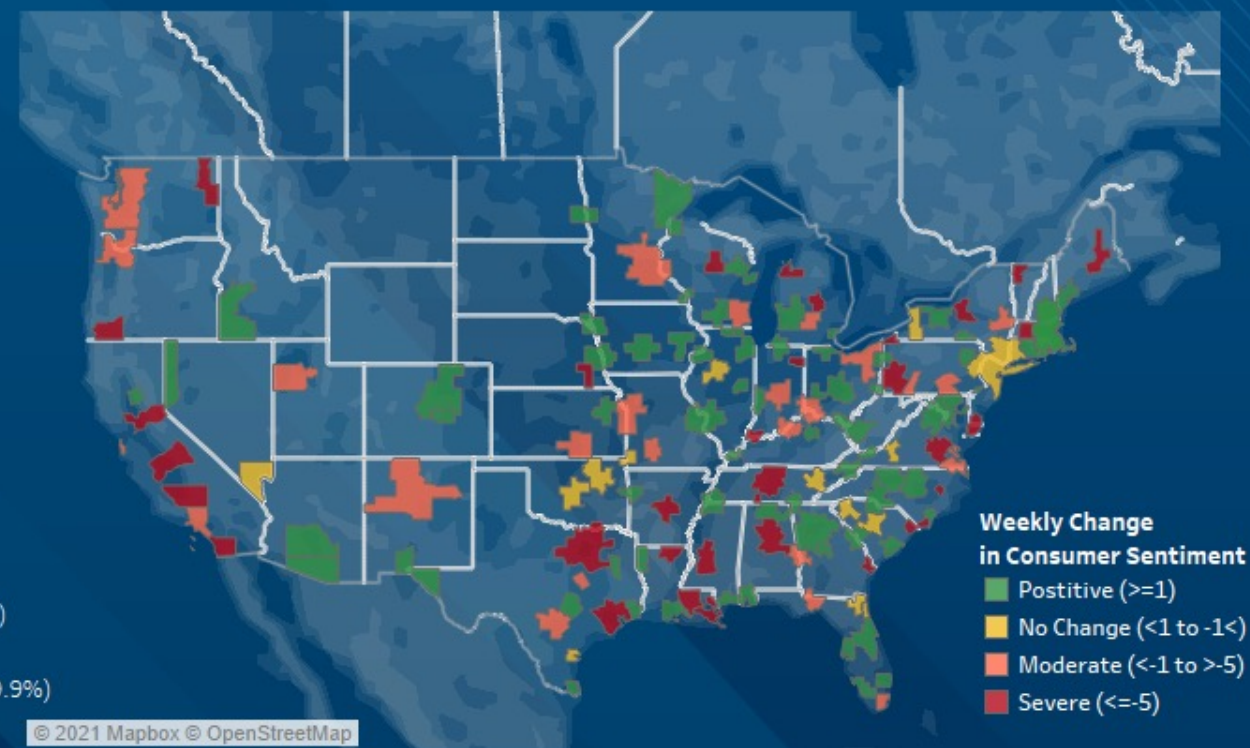


# CONSUMER SENTIMENT IMPROVES ACROSS MARKETS

Since February 29, 2020



Since May 31, 2021



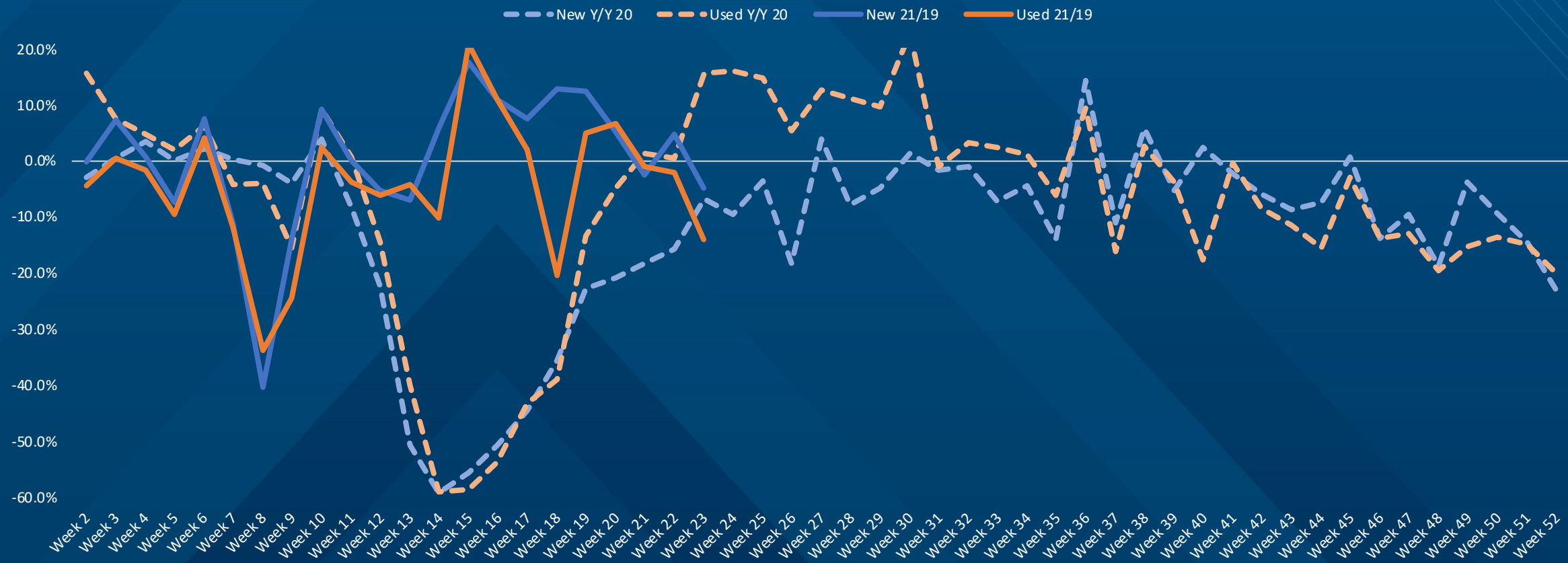
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Source: Morning Consult

# RETAIL SALES ESTIMATES

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



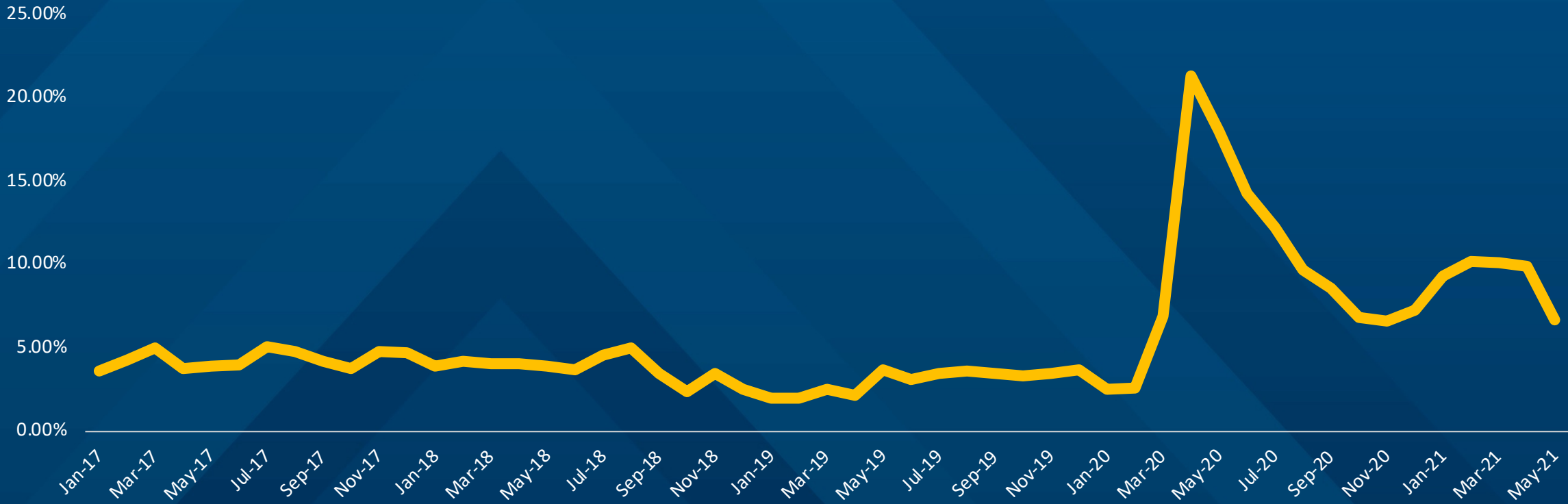
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Source: Cox Automotive

# ZERO PERCENT FINANCING DOWN IN MAY

0% APR Finance Share



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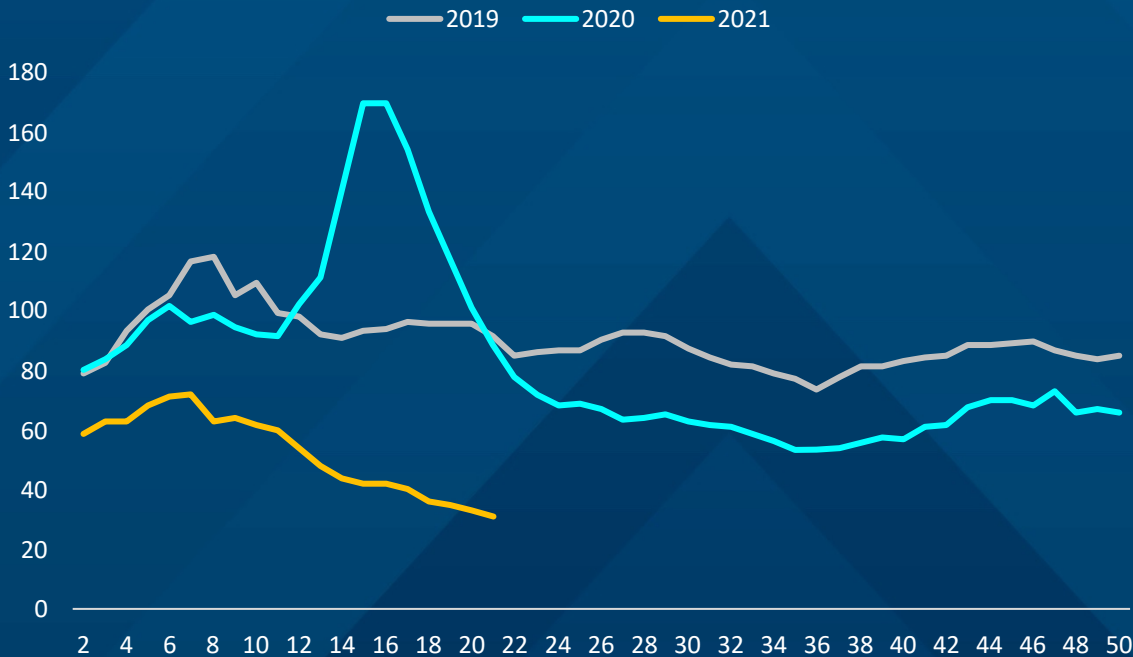
Driven by COX AUTOMOTIVE

Source: Cox Automotive

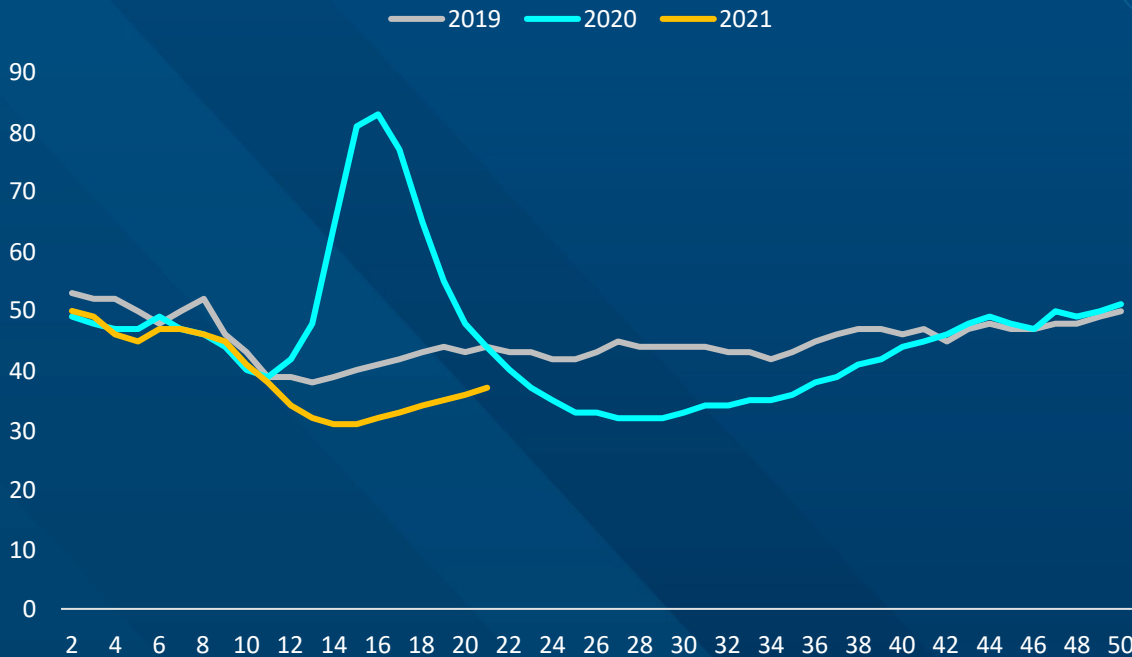


# RETAIL INVENTORY REMAINS TIGHT

New Days' Supply



Used Days' Supply



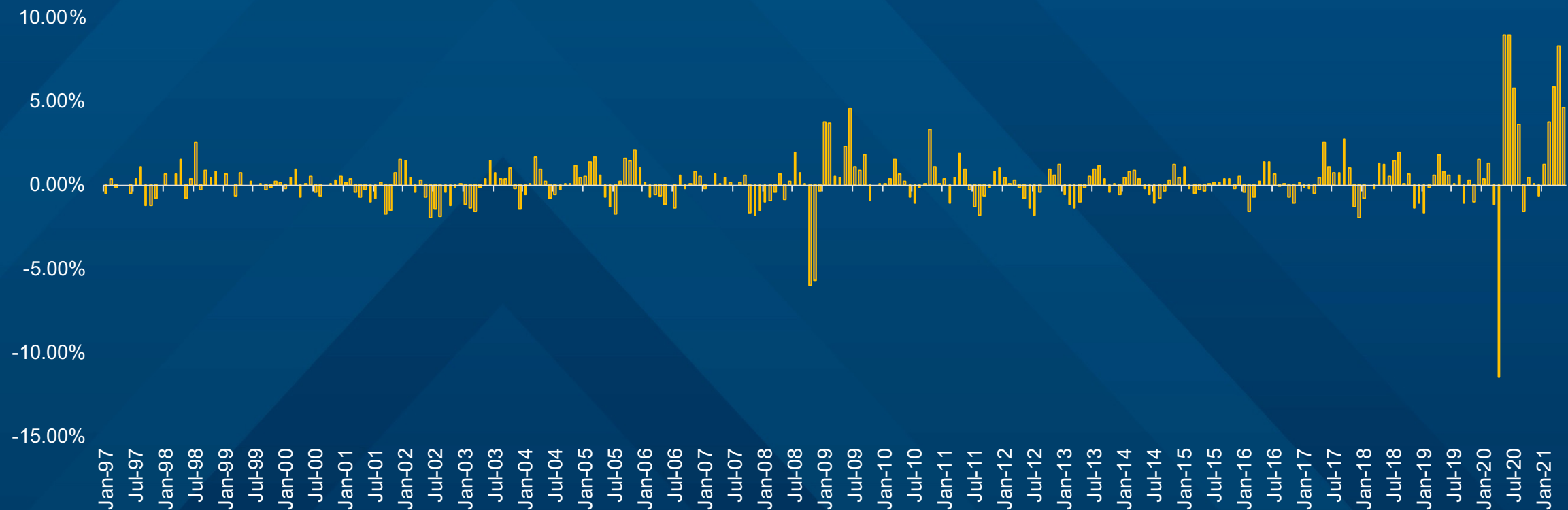
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Source: Cox Automotive

# SURGE IN WHOLESALE PRICES CONTINUES

Manheim Index - % Change M/M



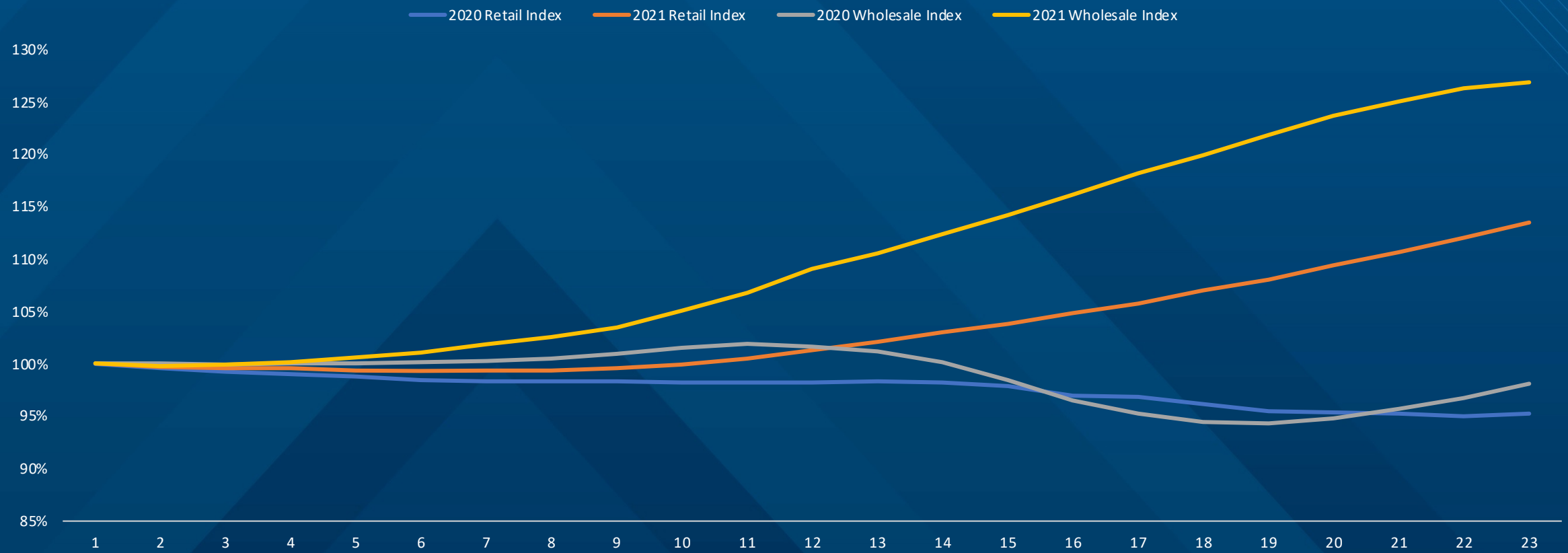
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Source: Cox Automotive

# USED PRICES KEEP MOVING HIGHER

MY 2018 Retail and Wholesale Price Index



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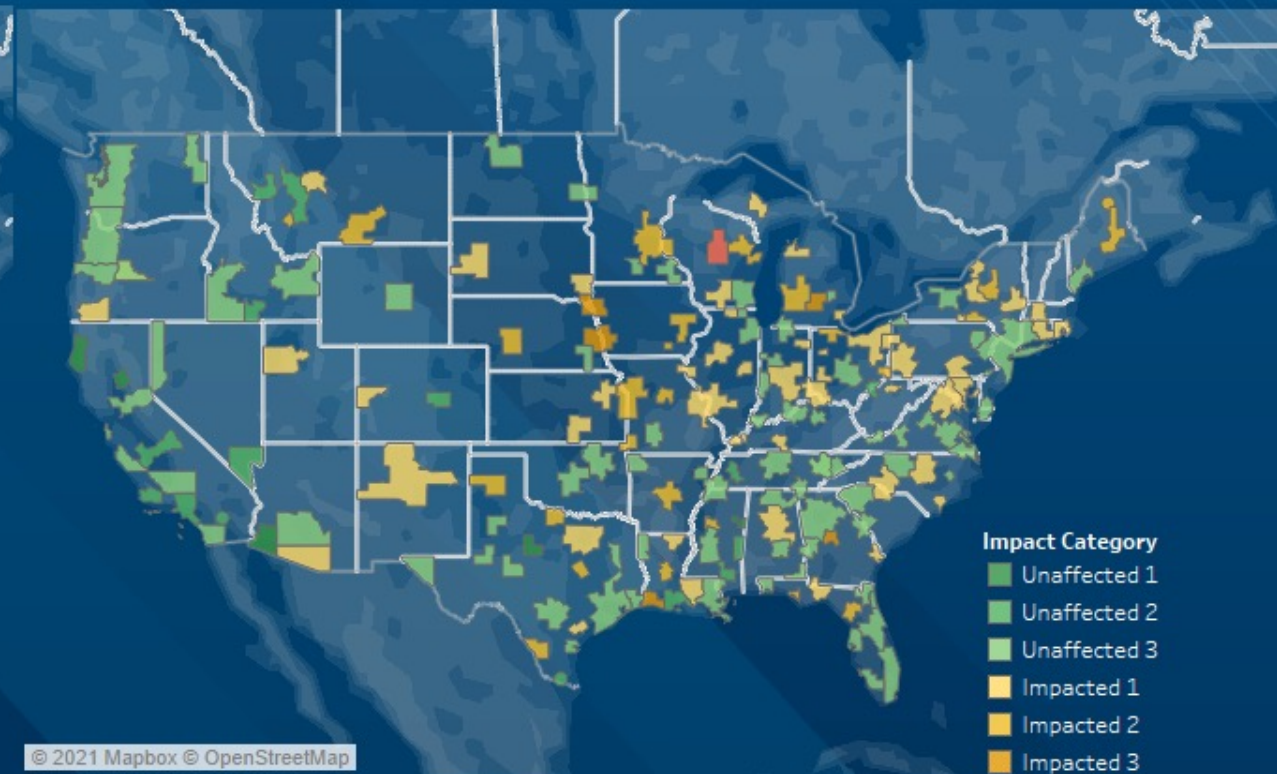
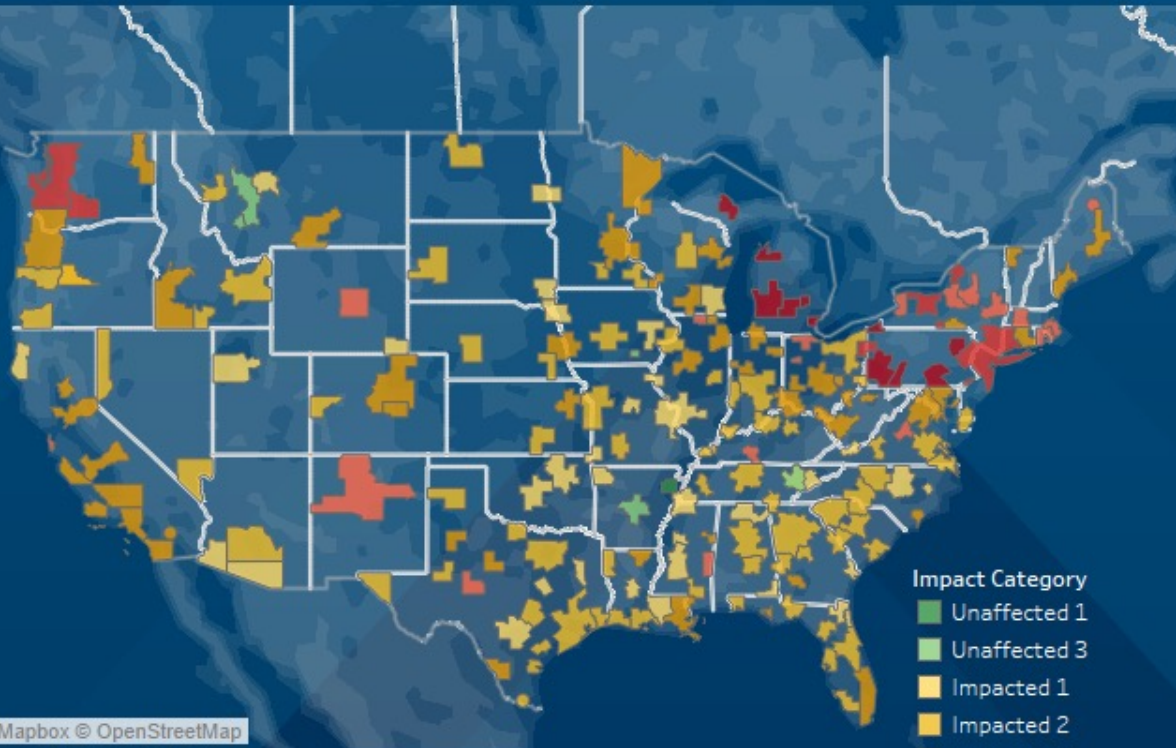
Source: Cox Automotive



# *SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS*

April 5, 2020 (vs same-week 2019)

June 6, 2021 (vs same-week 2019)



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Source: Cox Automotive

# COX AUTOMOTIVE LEADING INDICATORS

- Leads in June through Sunday on **Autotrader** were down 4% y/y and on **Kelley Blue Book** were down 3%; compared to 2019, both were up, but leads have slowed in June
- **Dealertrack** unique credit applications on same-store basis were down 9% y/y and against 2019 last week, but the weekly trend improved
- **Xtime** saw a 5% decline y/y last week in consumers having their cars serviced; against 2019, appointments completed were down 19%, but comparisons were impacted by Memorial Day

# — COX AUTOMOTIVE —

