



NEW-VEHICLE INVENTORY

AS OF MAY 17, 2021



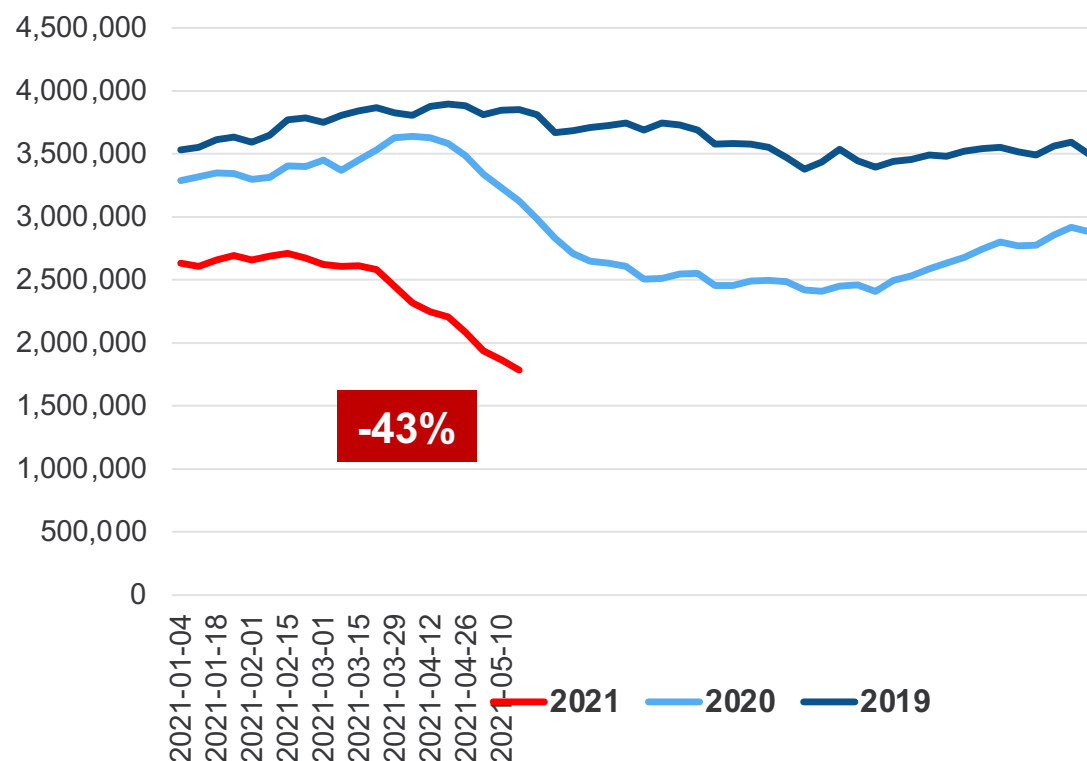
Cox AUTOMOTIVE™



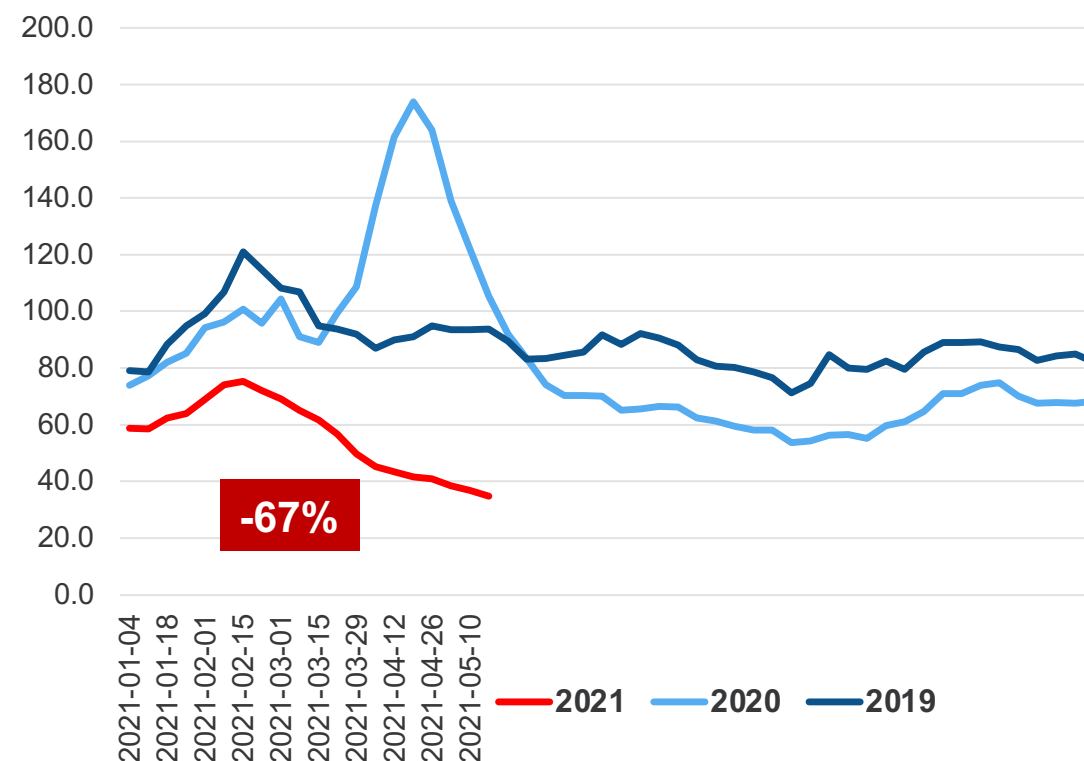
NEW-VEHICLE INVENTORY DAYS OF SUPPLY STILL TIGHTENING

Supply situation remains well below last year levels – 1.3 million fewer vehicles on dealer lots

Available Supply weekly

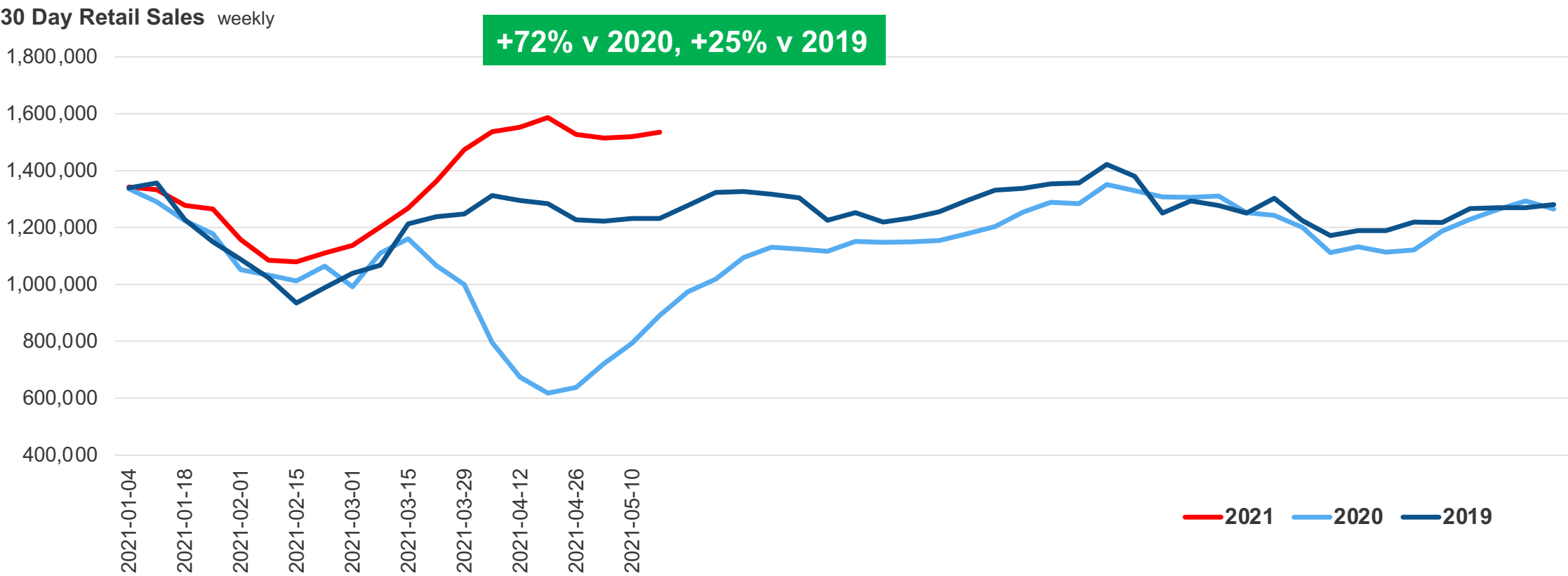


Days of Supply weekly



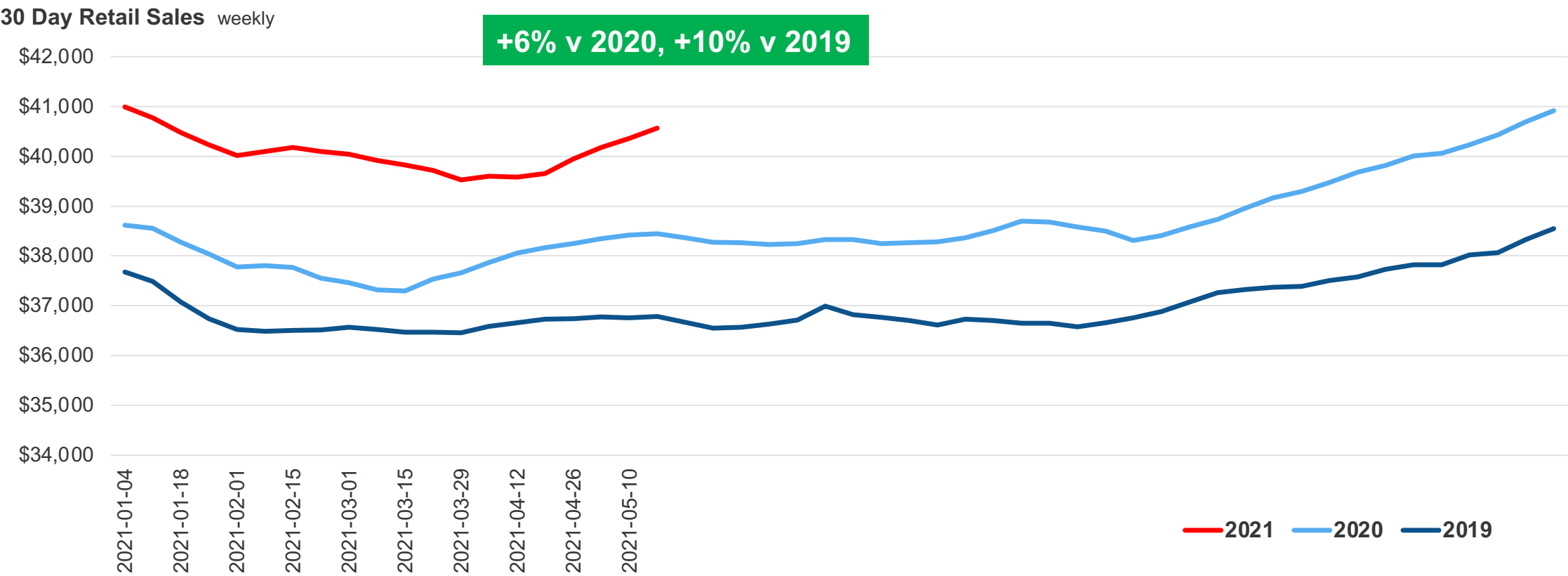
NEW-VEHICLE ROLLING SALES NOW WELL ABOVE 2019 PACE

Sales strong even though inventory is tight – consumer interest remains robust as economic recovery continues



NEW-VEHICLE LISTING PRICE ELEVATED AND LIKELY TO GO HIGHER

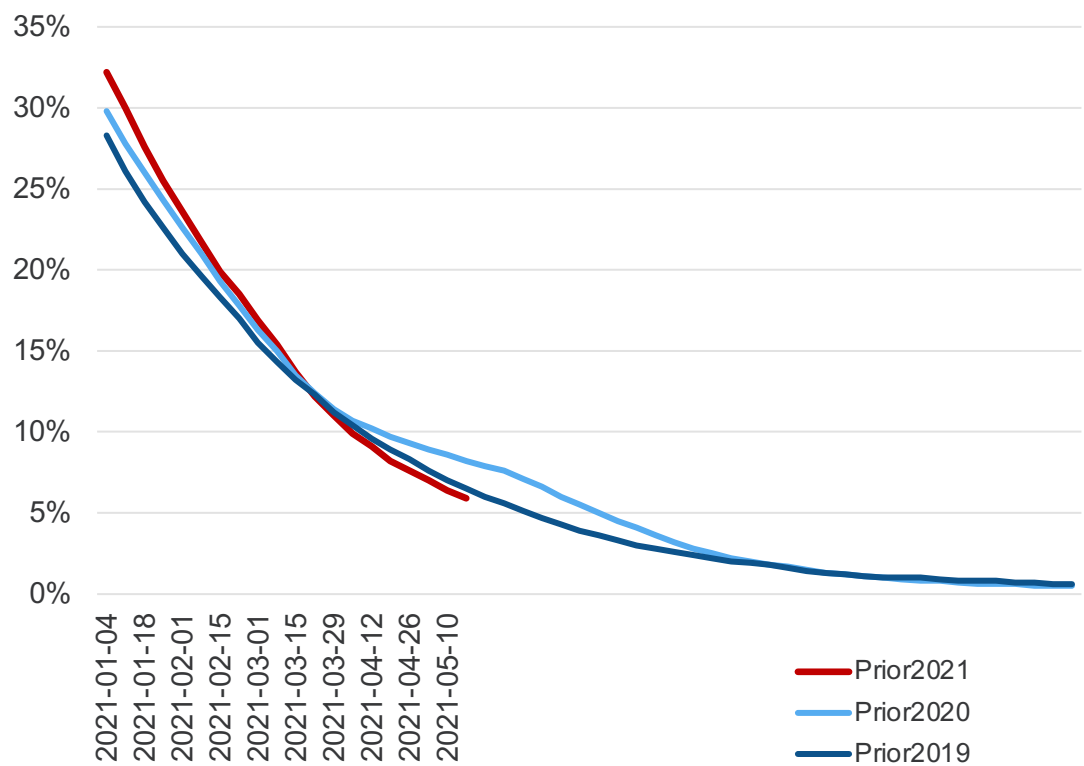
Price trends higher through the year as next year product introductions, but now shifted on to a higher level



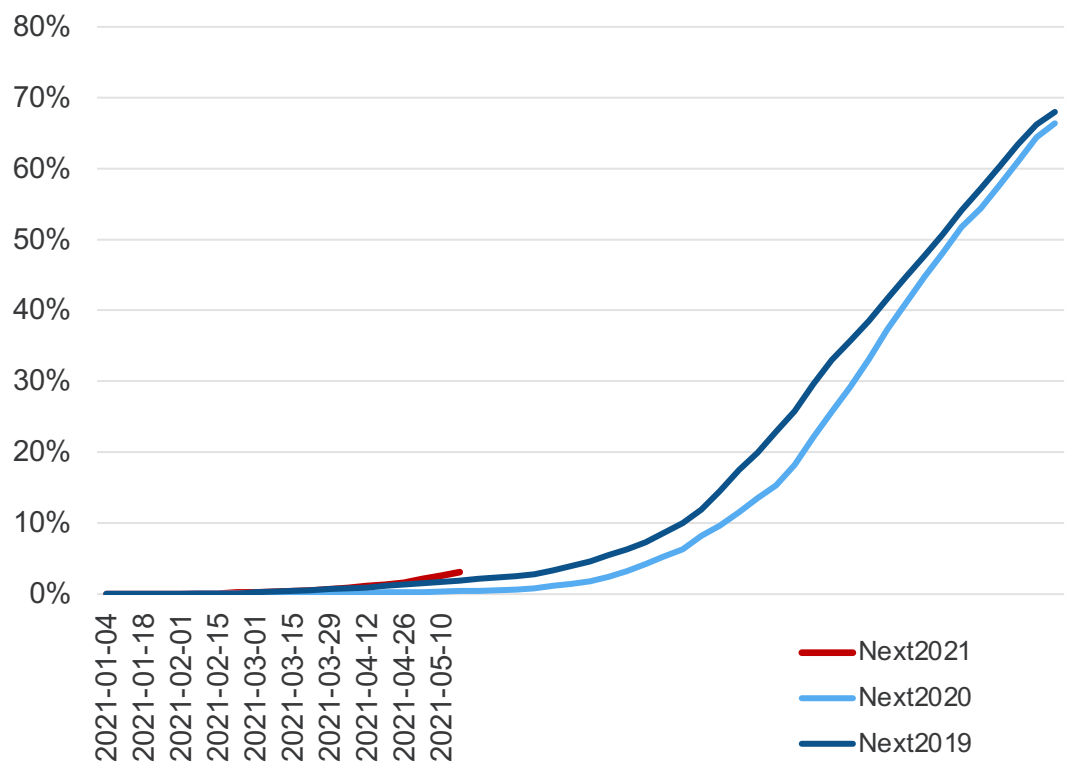
MODEL YEAR ROLL-OVER LESS OLD, MORE NEW IN SUPPLY IN 2021

Favorable mix for OEMs – Q4 discounting unlikely to be necessary

MY Share of Supply – Sell Down



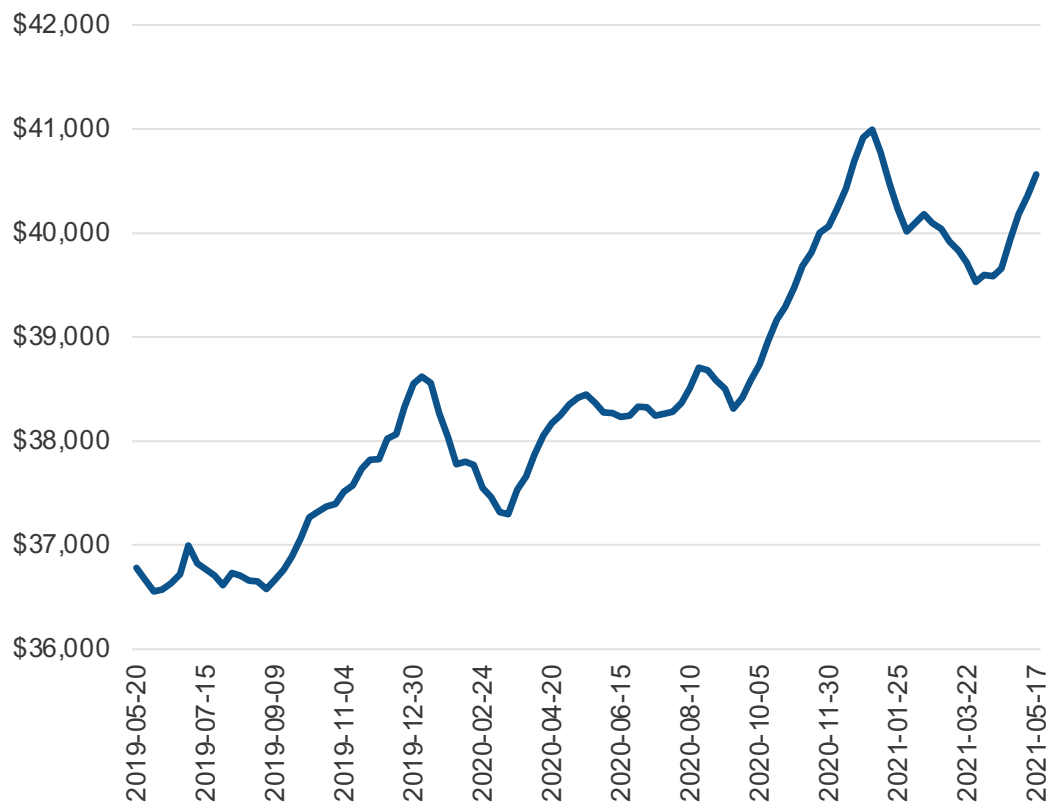
MY Share of Supply – Introductions



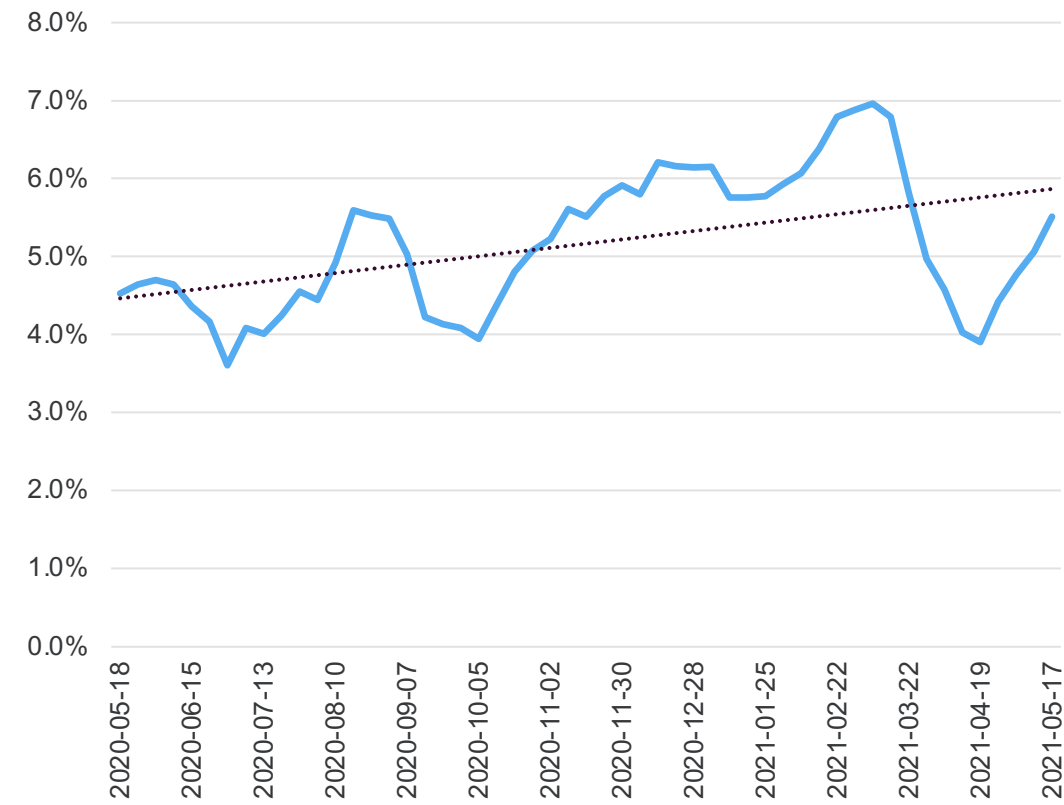
AVERAGE LIST PRICE PEAKED, BACKING OFF, NOW RISING AGAIN

Prices still growing at nearly a 4+% rate keeping affordability a major headwind

Average Listing Price weekly



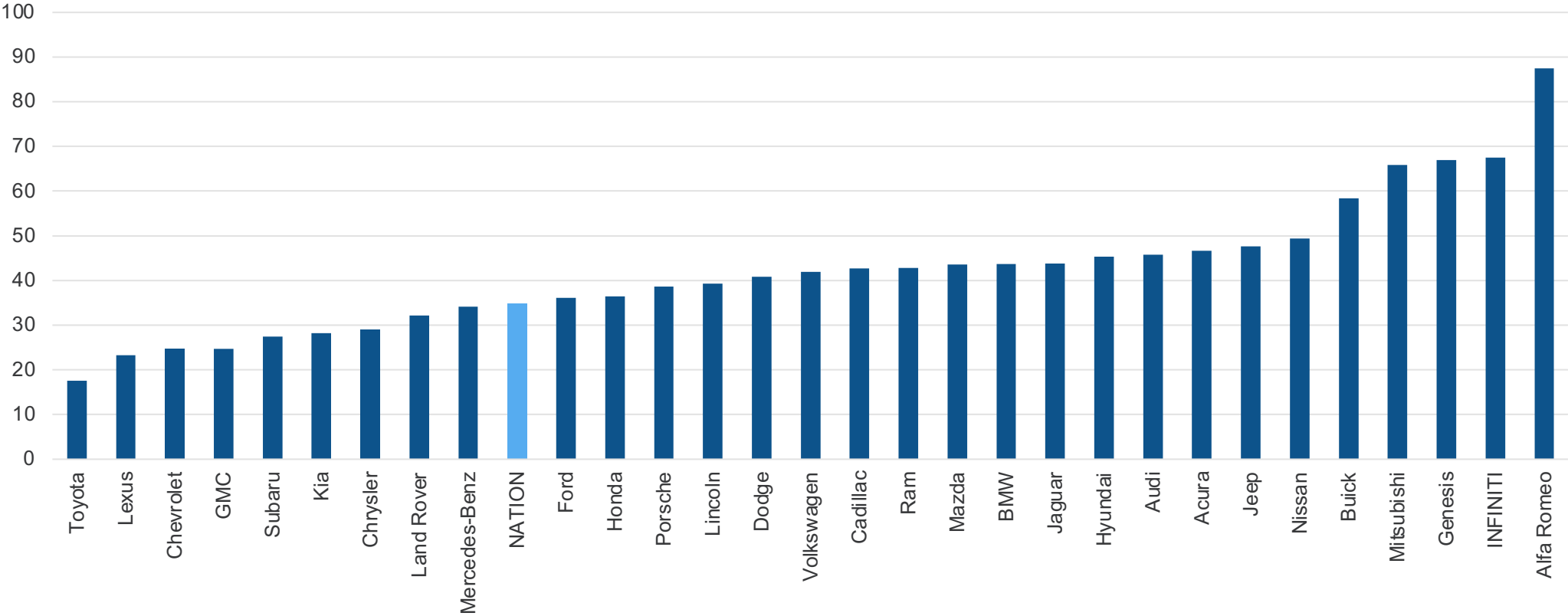
YOY Change weekly, last 12 months



BRAND INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Toyota, GMC and many imported luxury brands have tight inventories

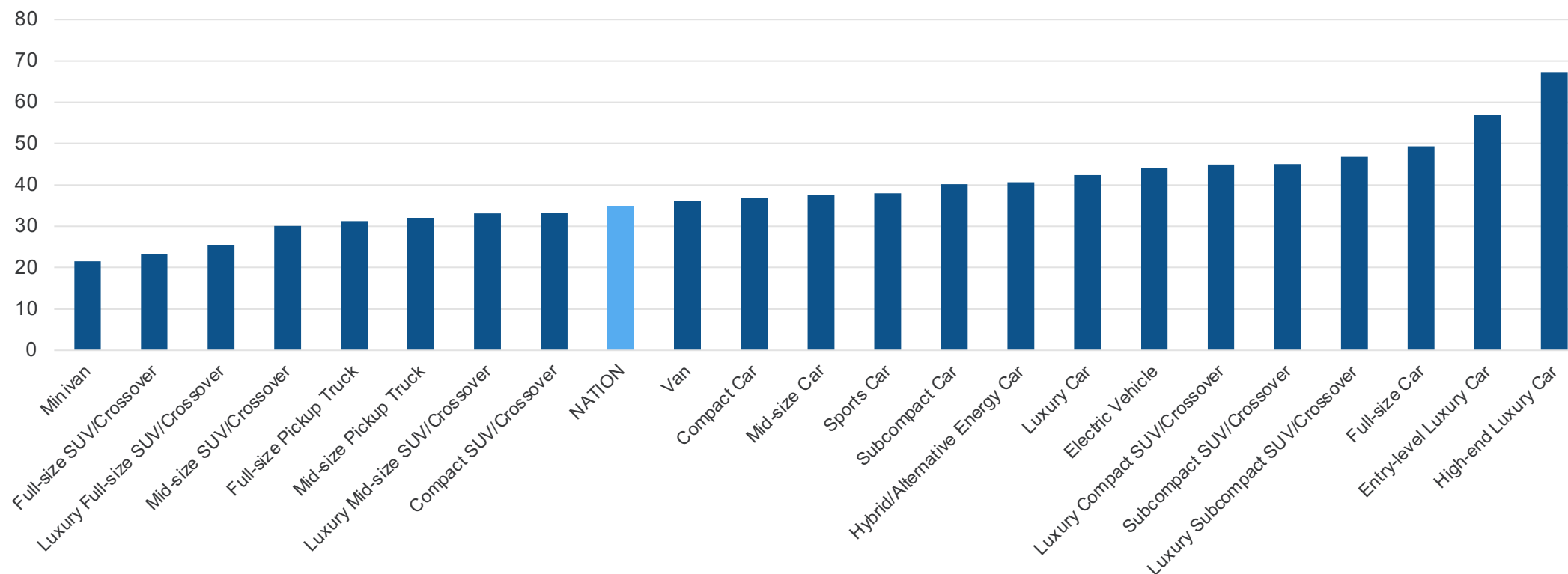
Days Of Supply



SEGMENT INVENTORY PICKUPS, BIG SUVS TIGHT, CARS NOT SO MUCH

More inexpensive segments and alternatives have too much

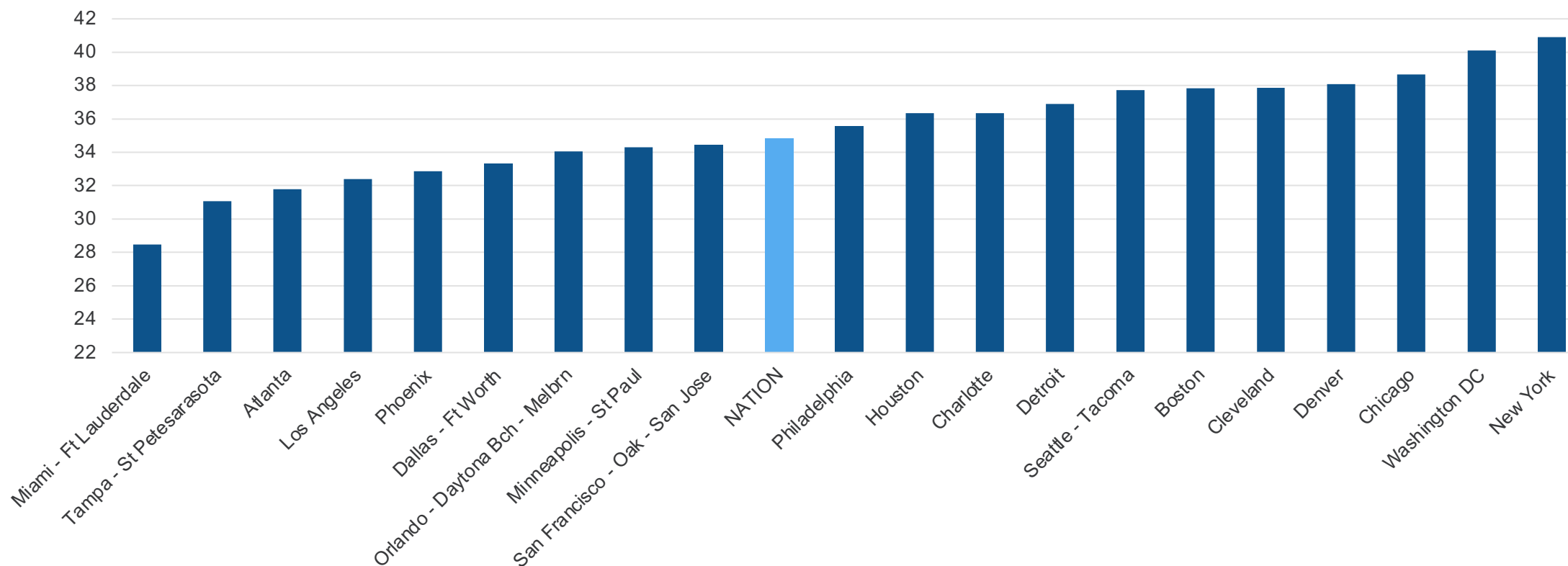
Days Of Supply



TOP 20 DMA INVENTORY FLORIDA TIGHT, EAST COAST LESS SO

All large volume markets have tighter supply, but some more than others

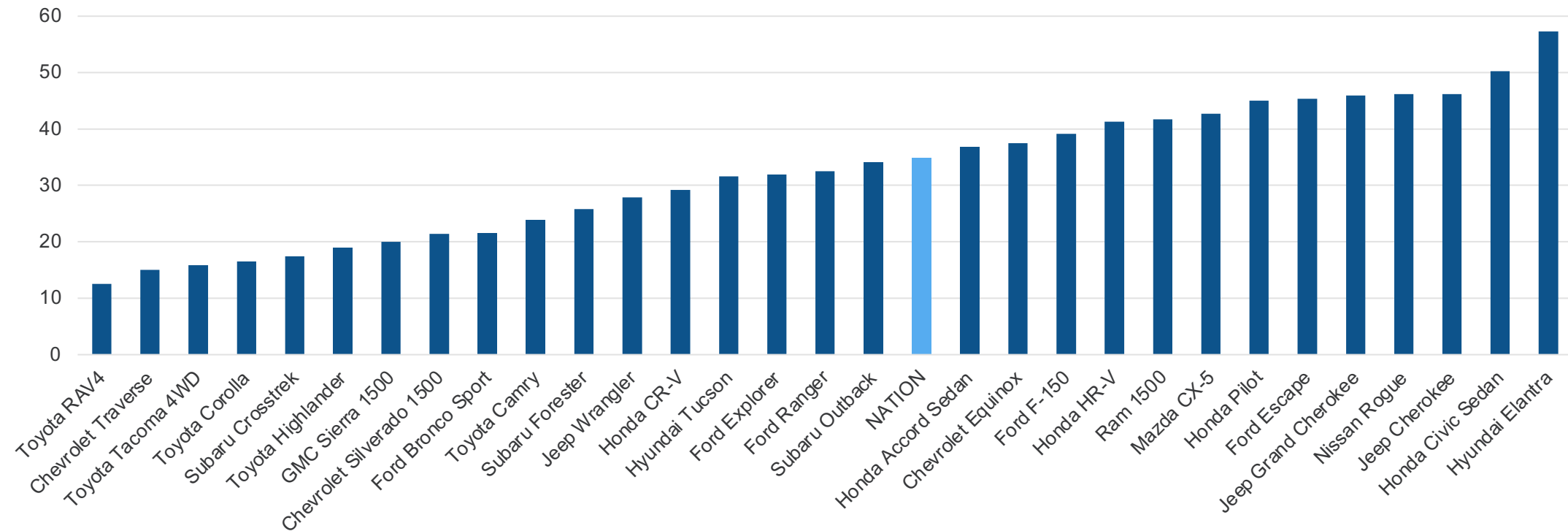
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TOP 30 NAMEPLATES INVENTORY SOME ARE EXTREMELY TIGHT

Toyota's big sellers hard to get

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