

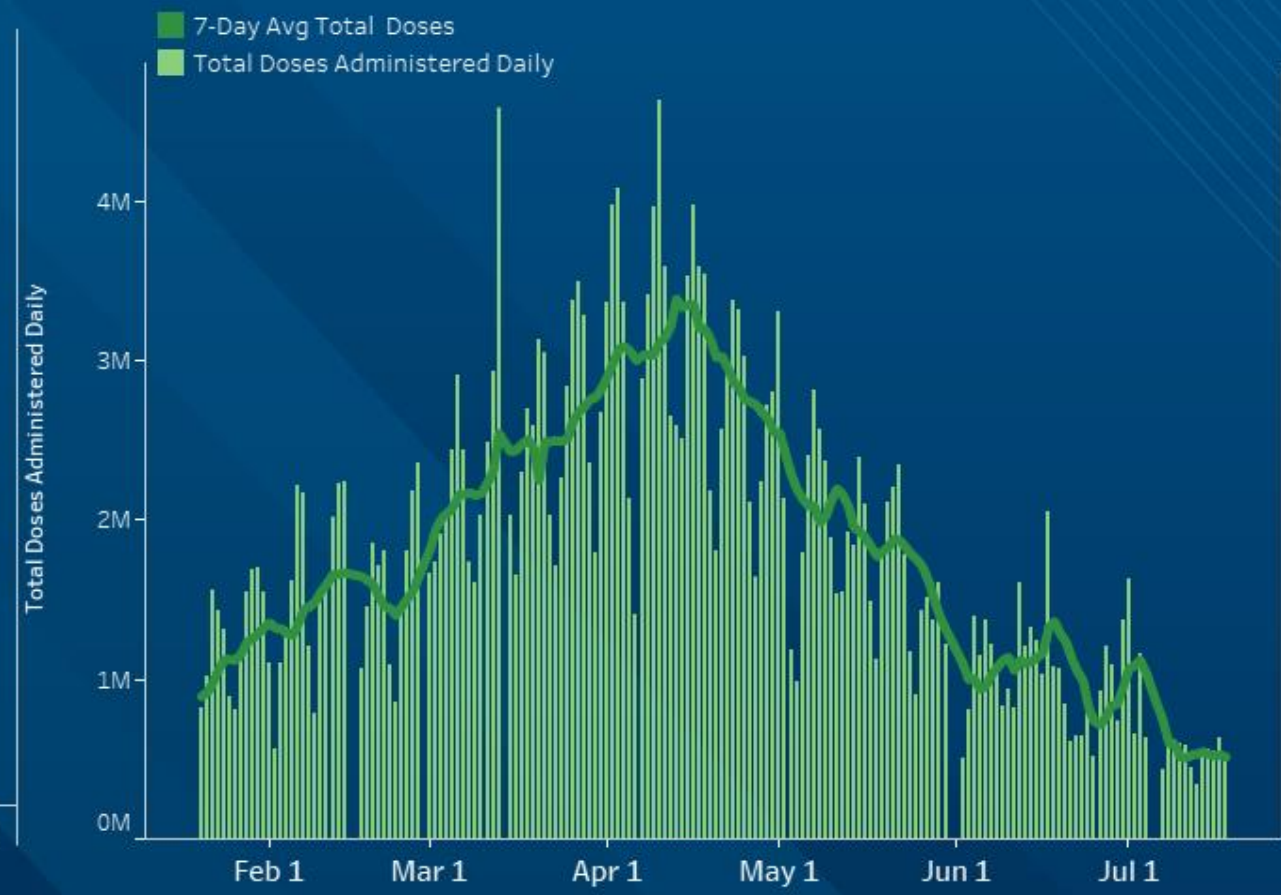
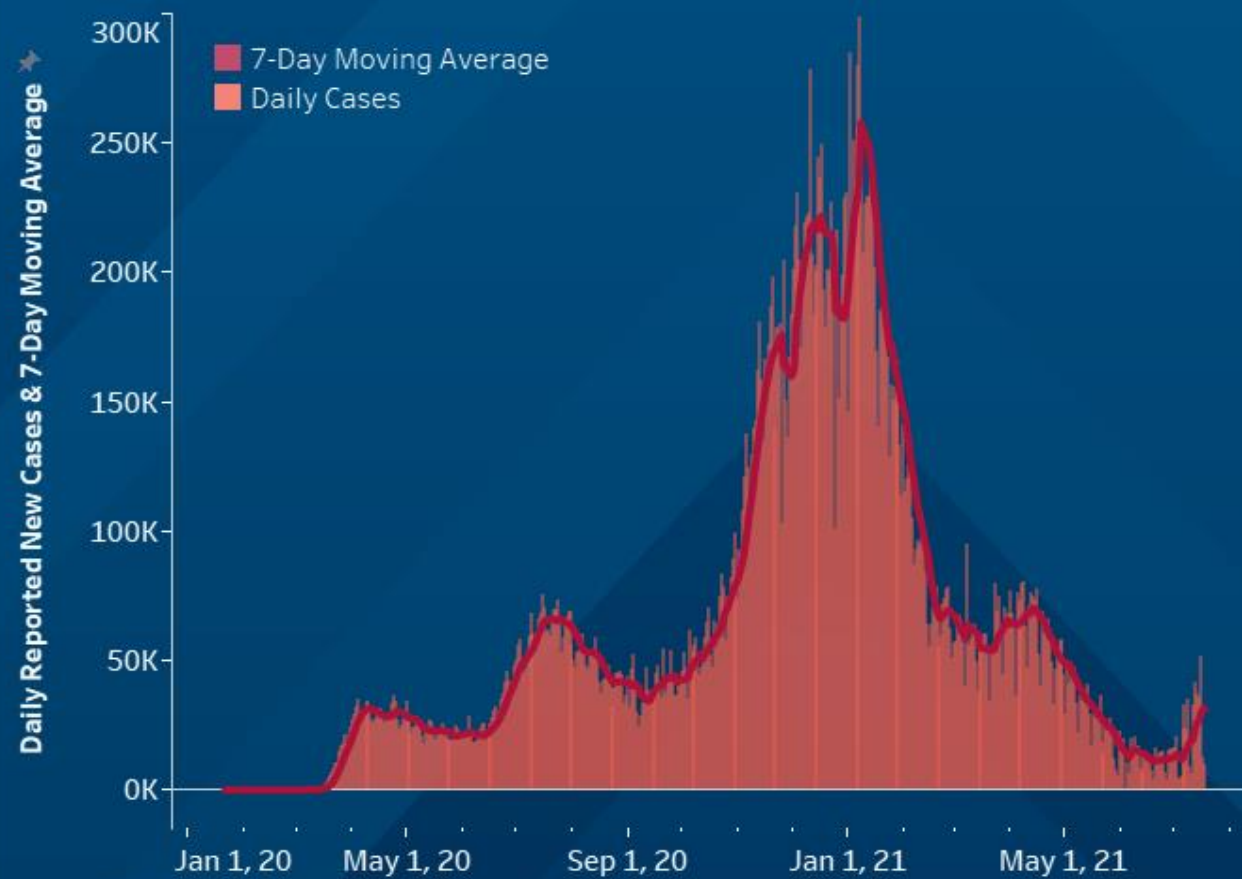
July 20, 2021

# COX AUTOMOTIVE AUTO MARKET REPORT

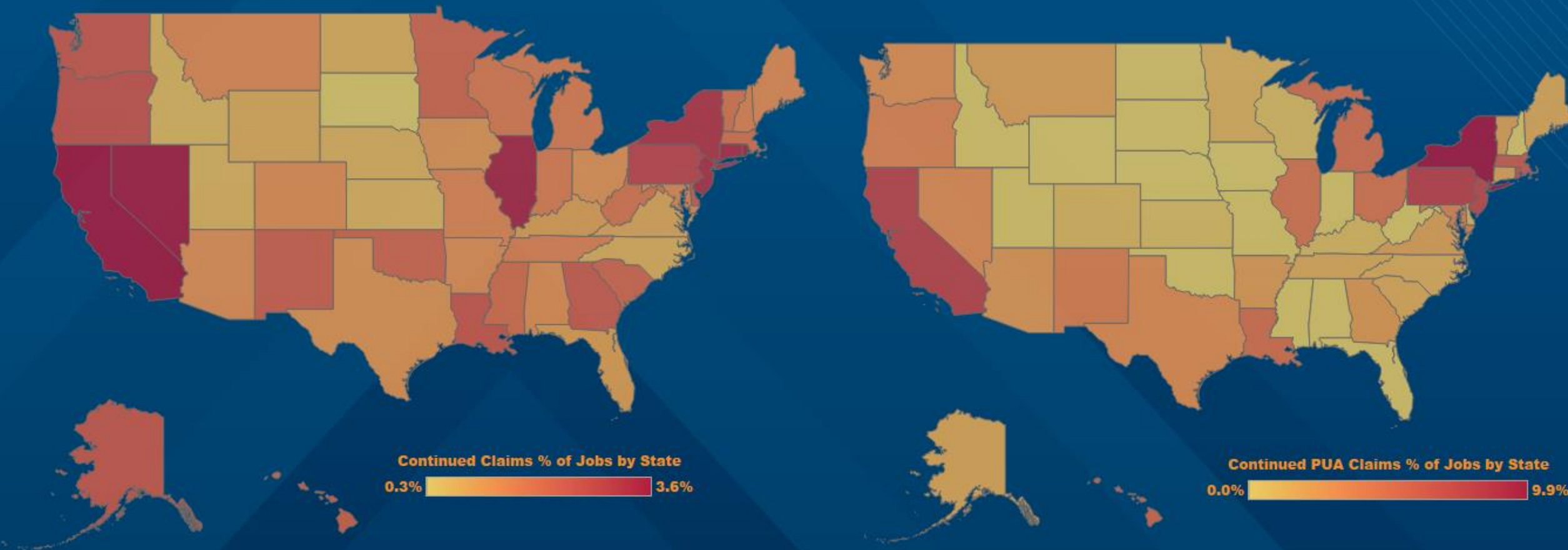
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS



# CONTINUING CLAIMS AT 3.2 MILLION NATIONALLY



# ACTIVITY INCREASED LAST WEEK AND FULLY RECOVERED IN SEVERAL STATES

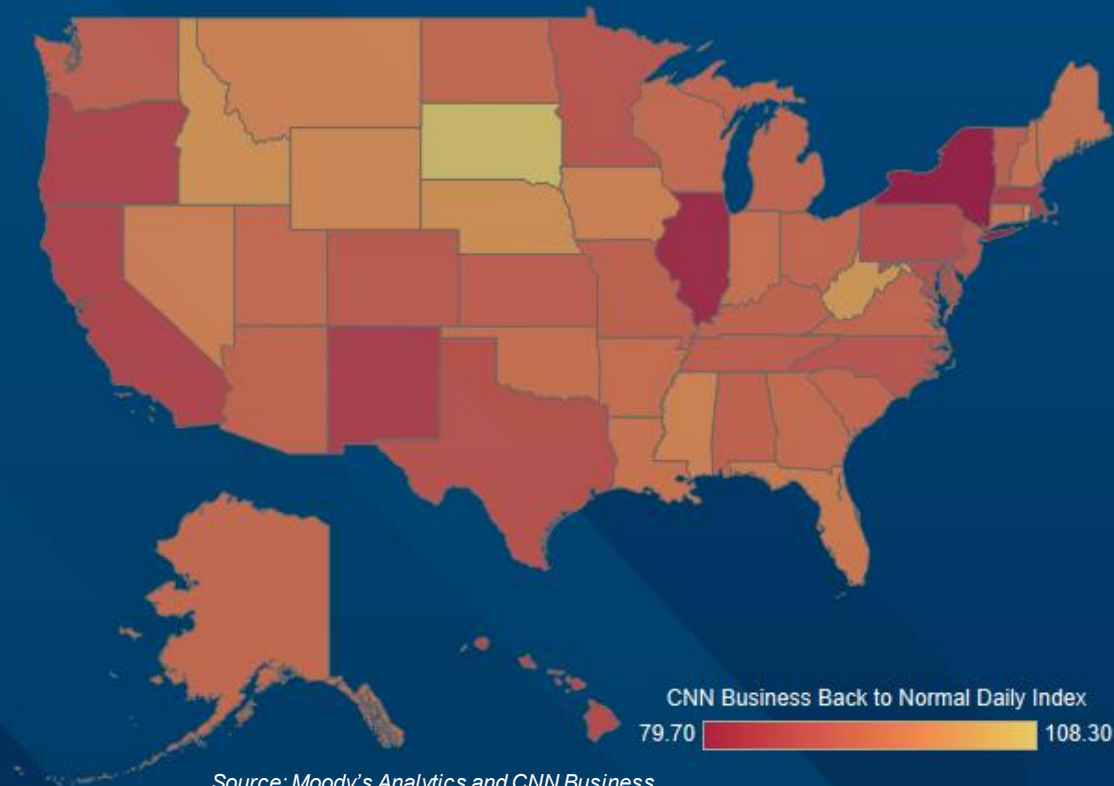
Moody's-CNN Business Back-To-Normal Index (February 29 = 100)

Data as of July 19, 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 14.9% since February 29, 2020

ICS Value (7-Day Average)



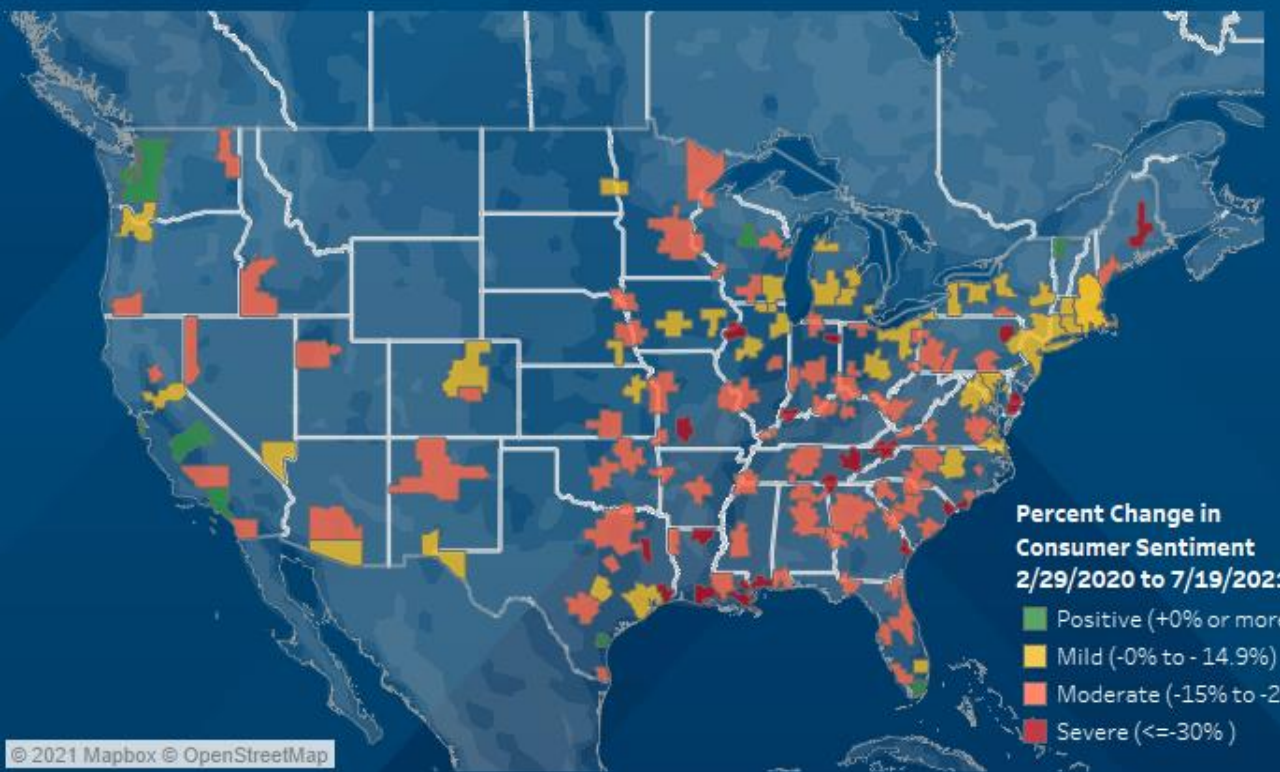
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Morning Consult

# SENTIMENT SHIFTS DOWN ACROSS MARKETS

Since February 29, 2020



Since July 12, 2021



THE WAY  
FORWARD

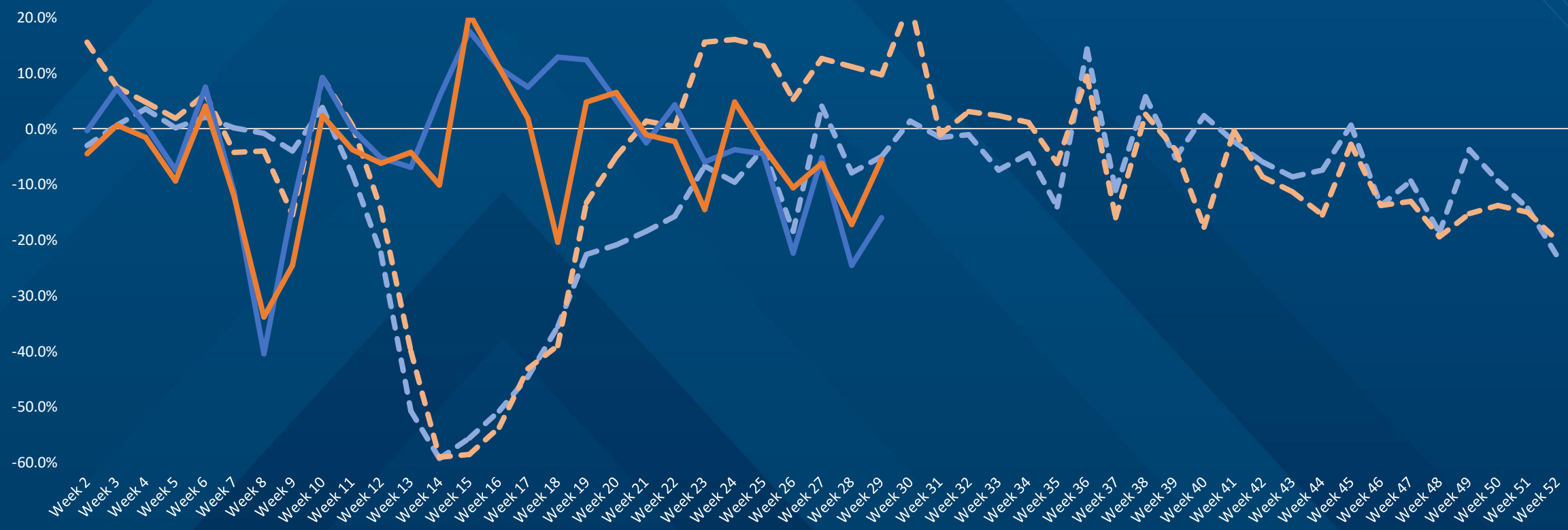
Driven by COX AUTOMOTIVE

Source: Morning Consult

# RETAIL SALES ESTIMATES

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

New Y/Y 20   Used Y/Y 20   New 21/19   Used 21/19

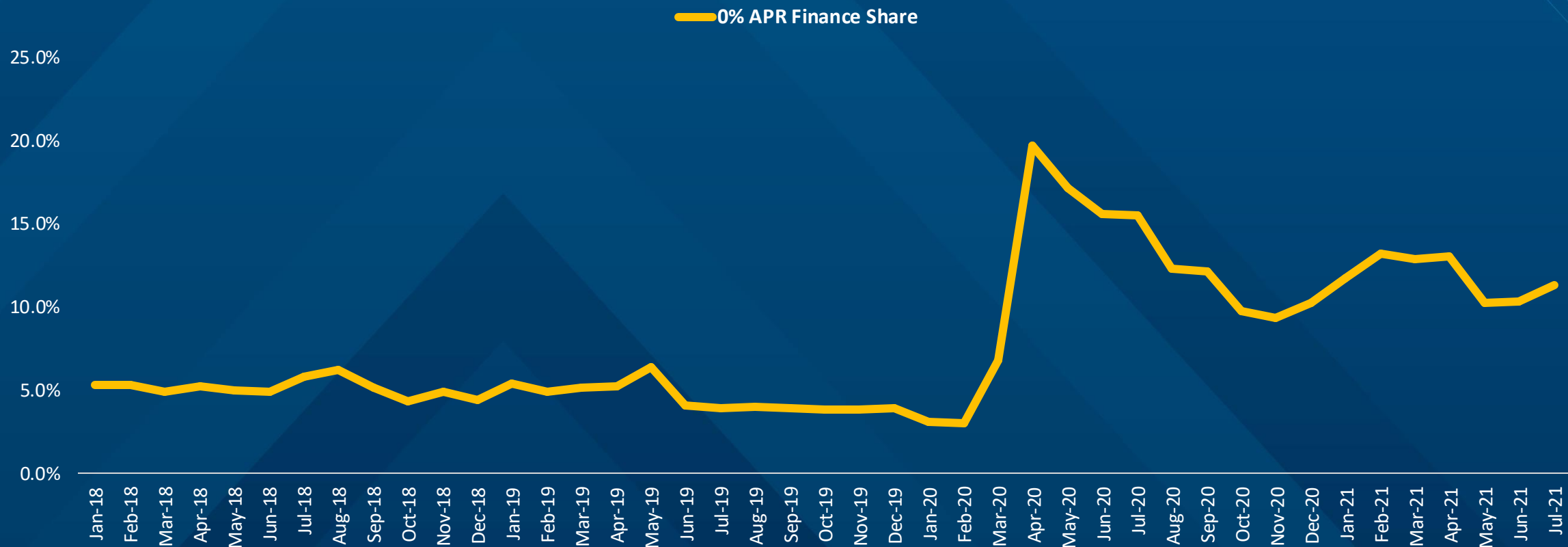


THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# ZERO PERCENT FINANCING UP SO FAR IN JULY



THE WAY  
FORWARD

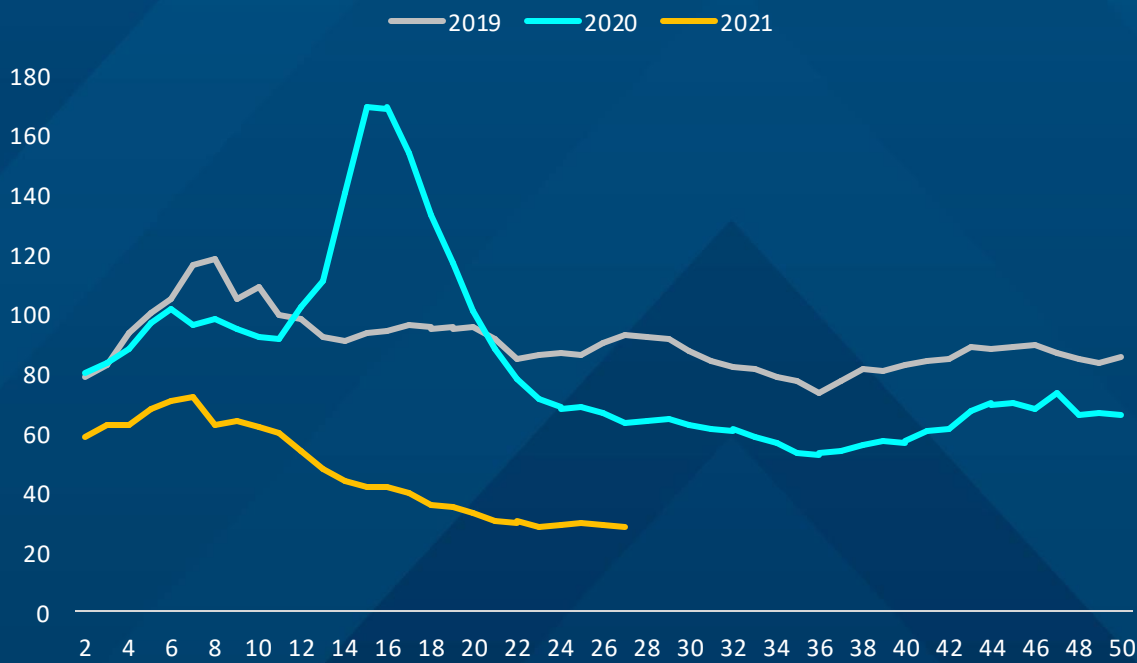
Driven by COX AUTOMOTIVE

Source: Cox Automotive

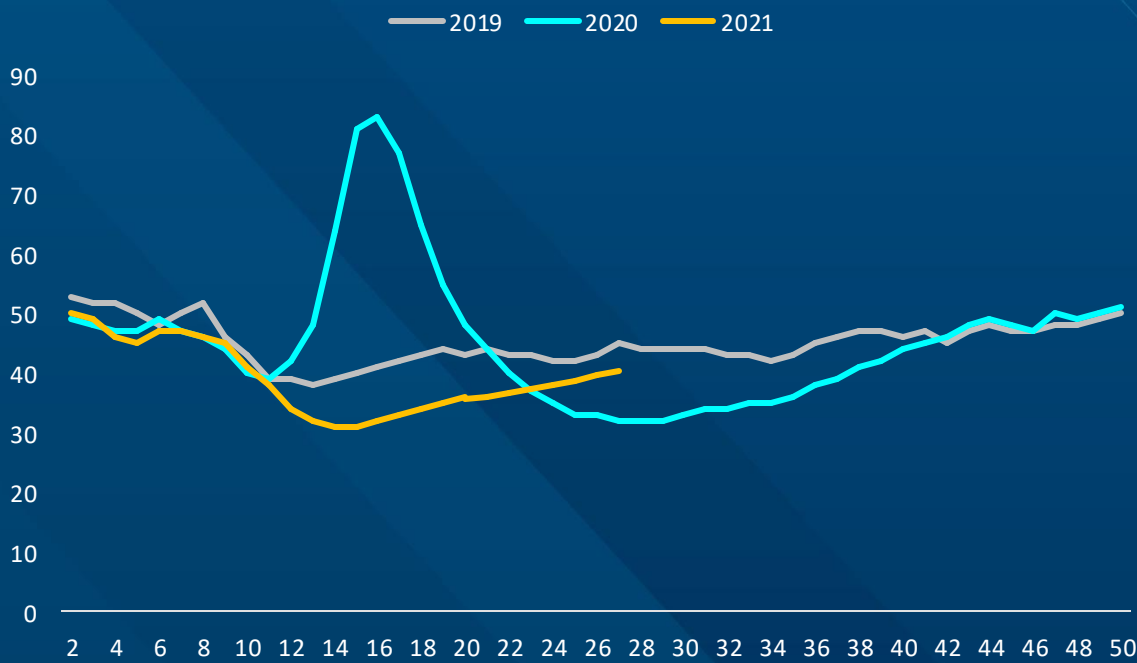


# RETAIL INVENTORY NOT IMPROVING FOR NEW

New Days' Supply

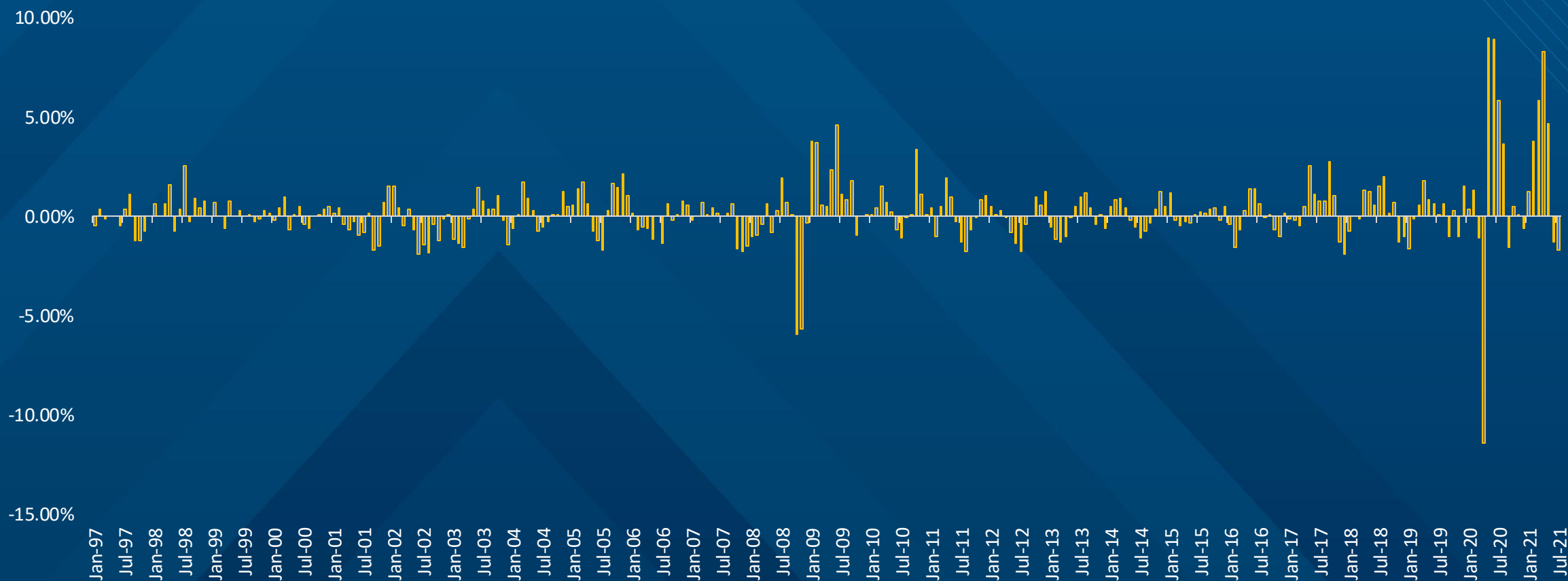


Used Days' Supply



# WHOLESALE SEES DECLINE FROM SPRING PEAK

Manheim Index - % Change M/M



THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# WHOLESALE USED PRICES CONTINUE DECLINING

MY 2018 Retail and Wholesale Price Index



THE WAY  
FORWARD

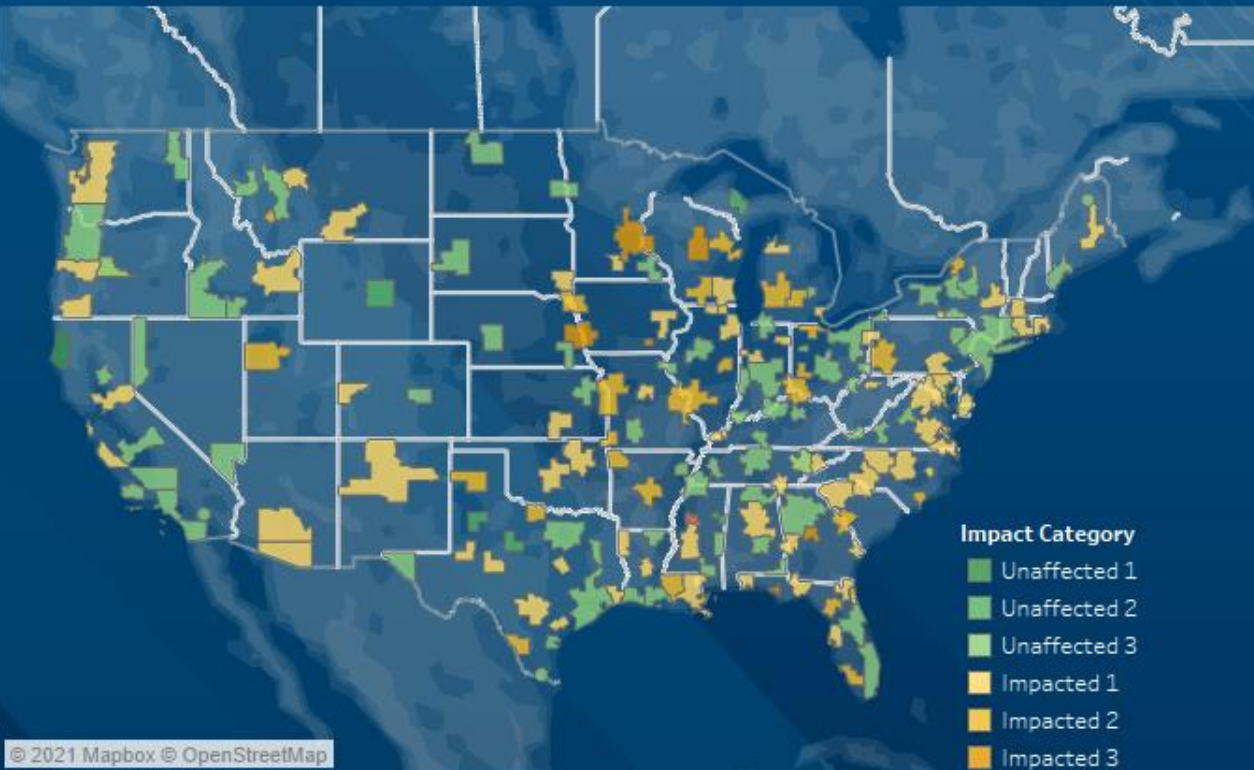
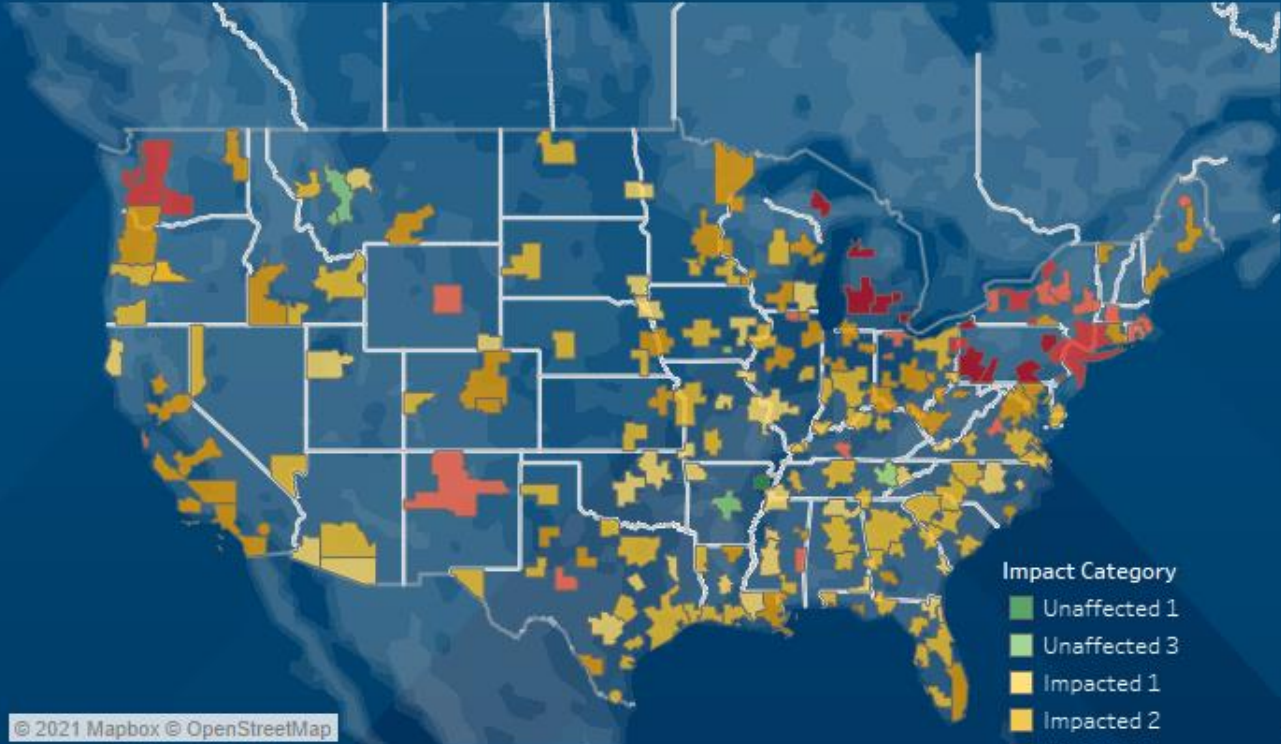
Driven by COX AUTOMOTIVE

Source: Cox Automotive

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

April 5, 2020 (vs same-week 2019)

July 18, 2021 (vs same-week 2019)



© 2021 Mapbox © OpenStreetMap

© 2021 Mapbox © OpenStreetMap

THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive



# COX AUTOMOTIVE LEADING INDICATORS

- Leads in July through Sunday on **Autotrader** were down 12% y/y and on **Kelley Blue Book** were up 14%; compared to 2019, both were up. Leads on Autotrader are down so far in July from June, but Kelley Blue Book has seen growth.
- **Dealertrack** unique credit applications on same-store basis were down 11% y/y and down 18% against 2019 last week, and the weekly trend improved slightly
- **Xtime** saw a 1% increase y/y last week in consumers having their cars serviced; against 2019, appointments completed were down 10%, and the weekly trend improved

# COX AUTOMOTIVE

