

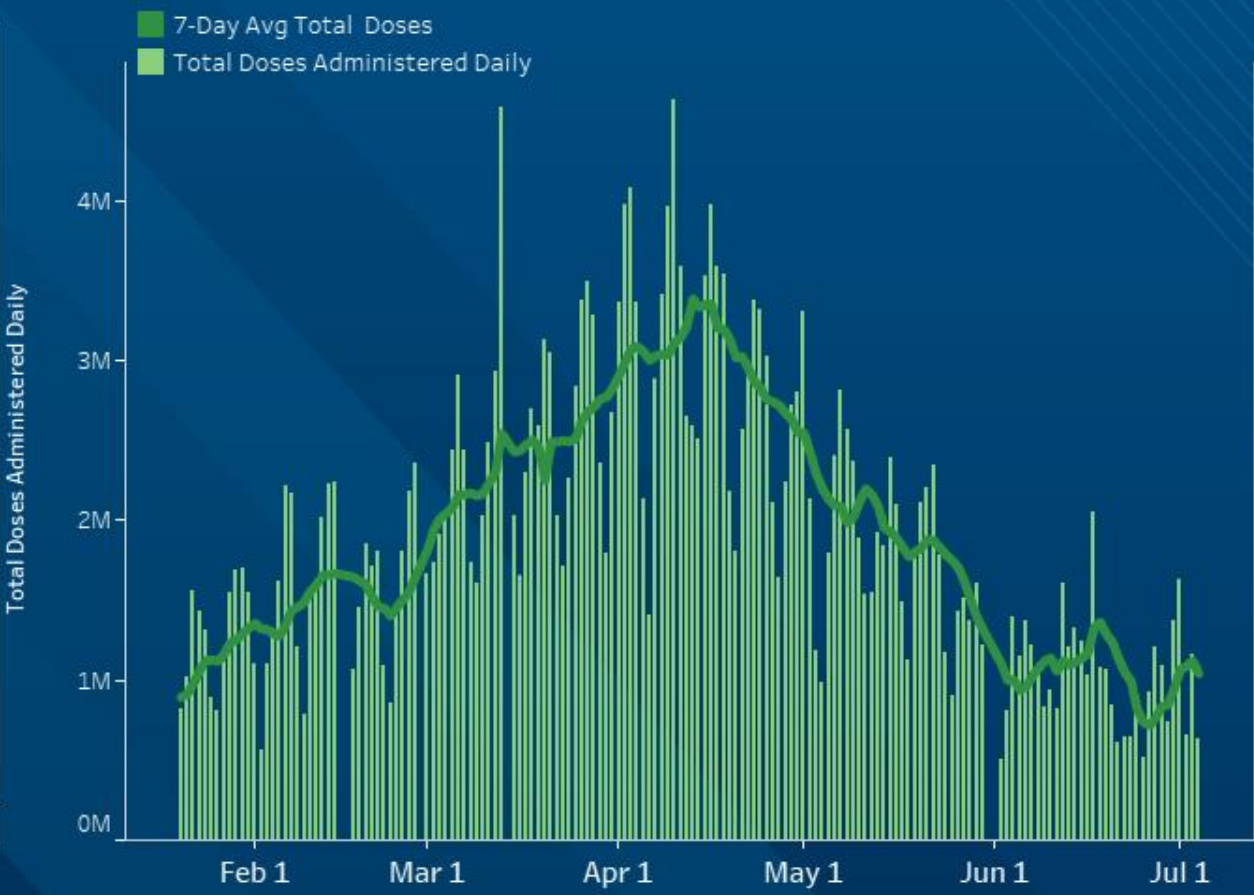
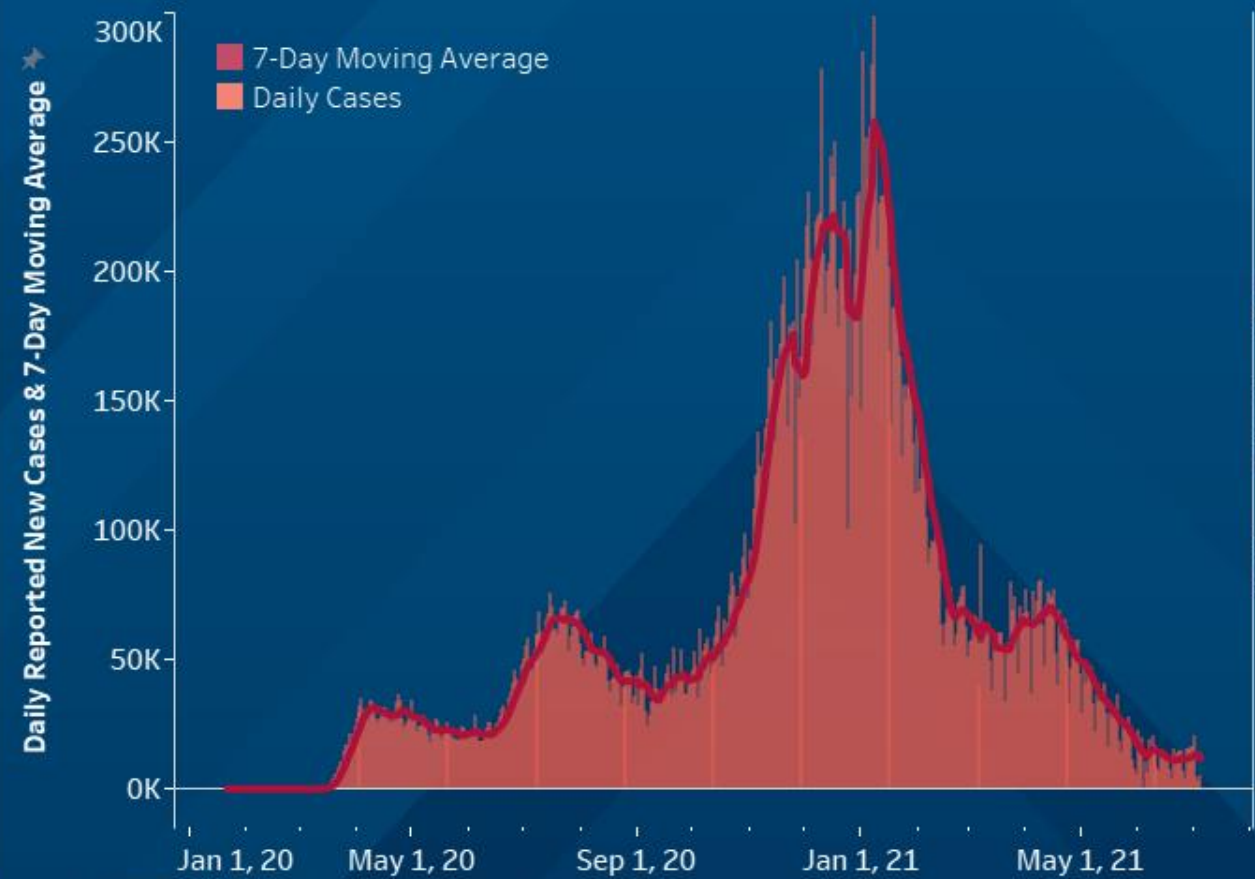
July 6, 2021

# COX AUTOMOTIVE AUTO MARKET REPORT

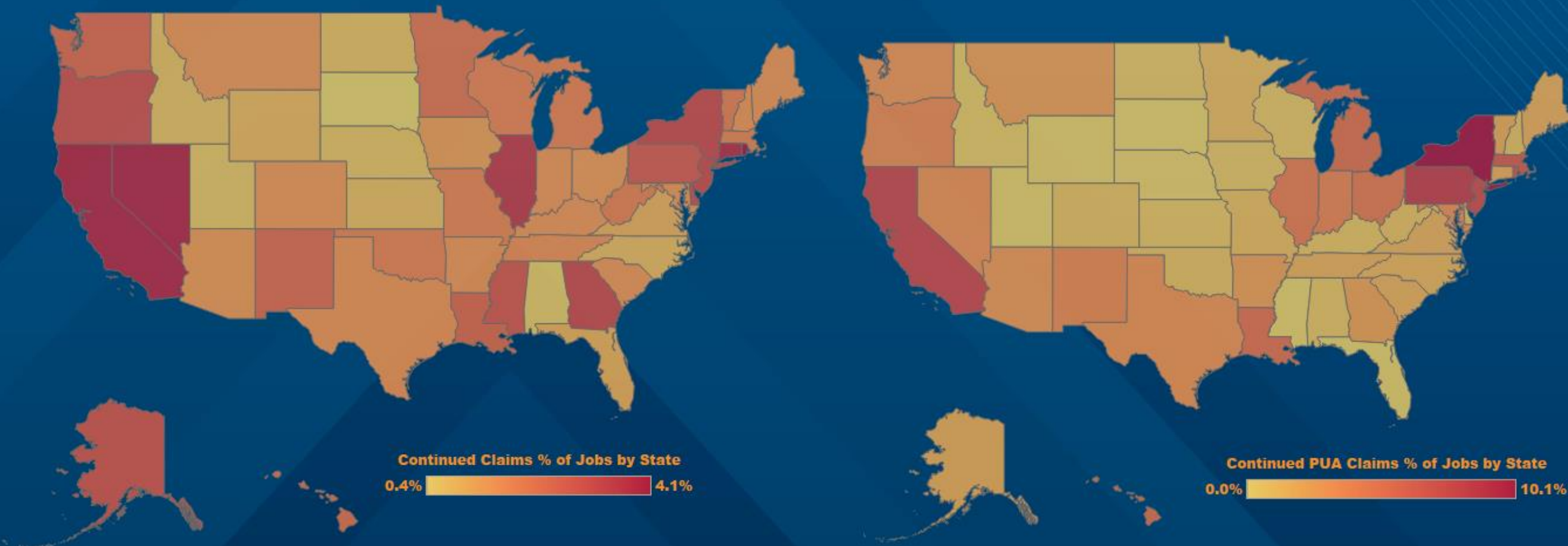
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS



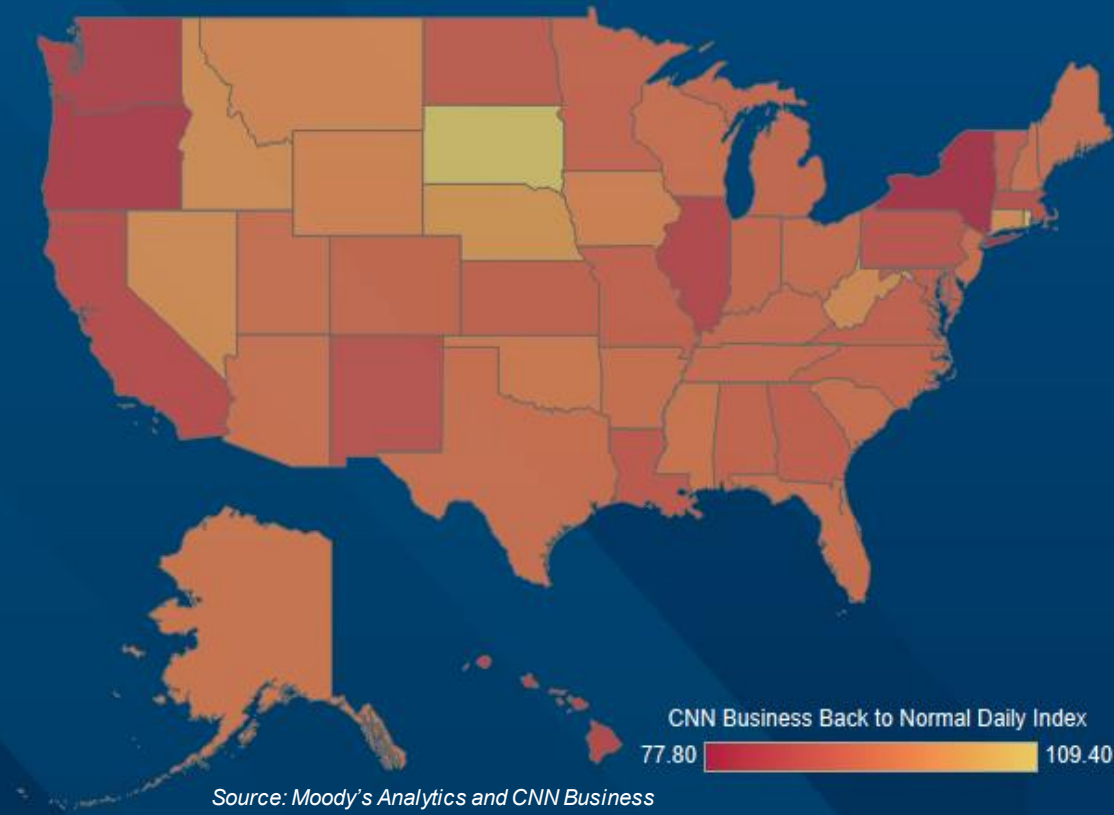
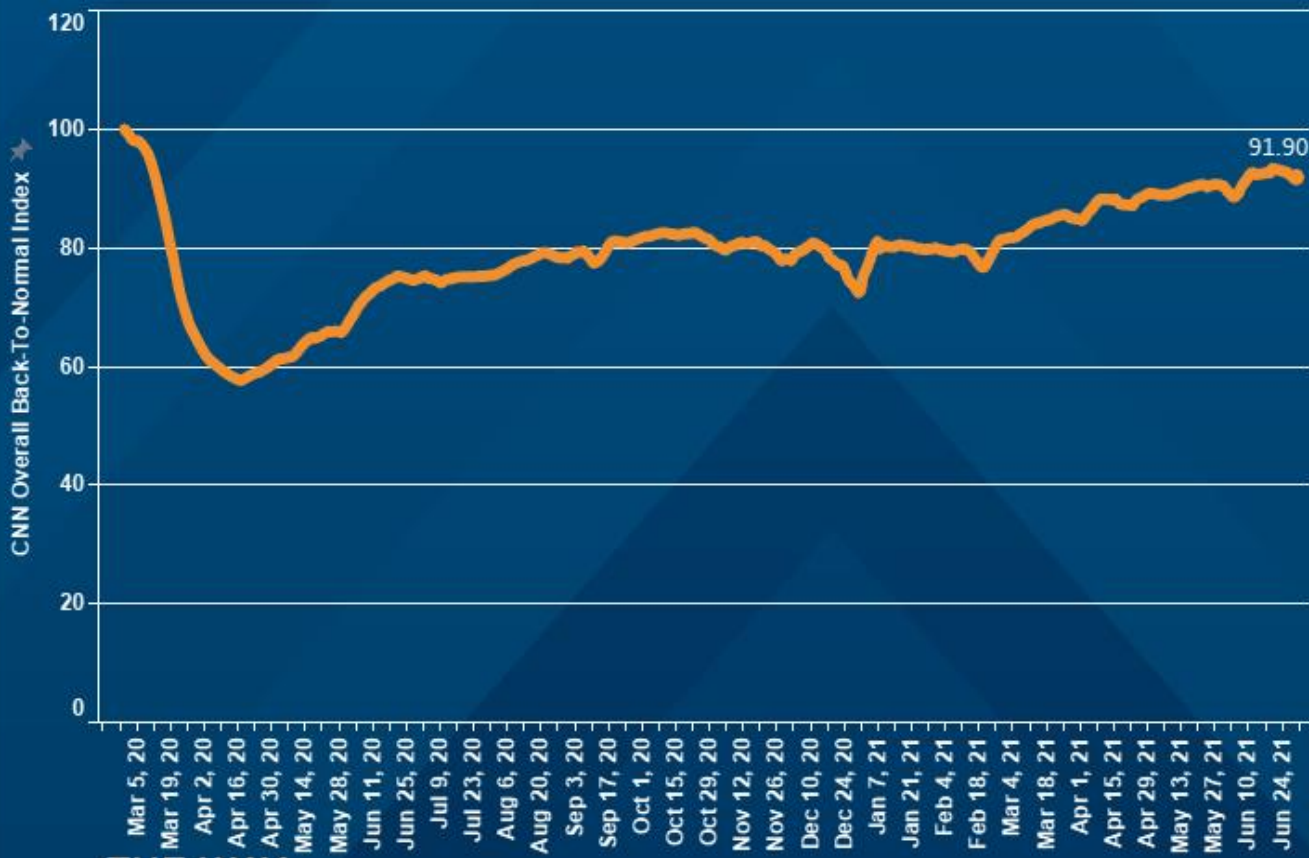
# CONTINUING CLAIMS AT 3.5 MILLION NATIONALLY



# ACTIVITY DECLINED LAST WEEK BUT FULLY RECOVERED IN SEVERAL STATES

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

Data as of July 6, 2021



THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

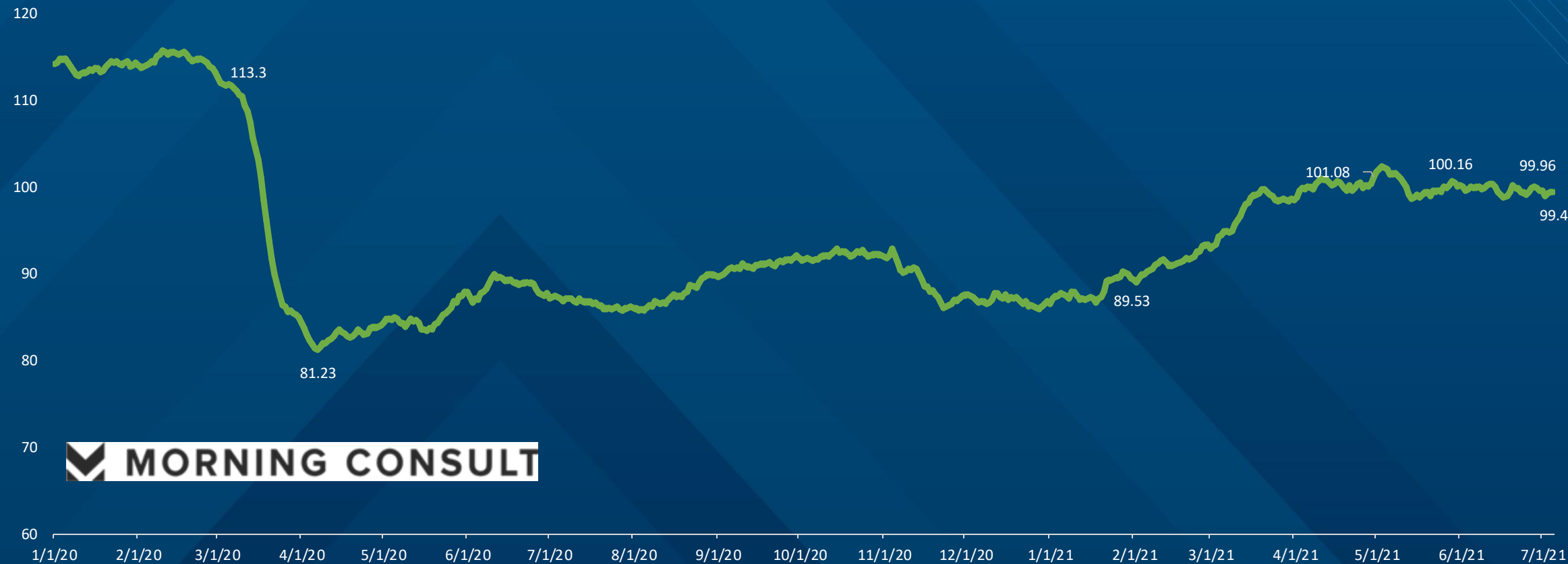
Source: Moody's Analytics and CNN Business



# CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 12.3% since February 29, 2020

ICS Value (7-Day Average)



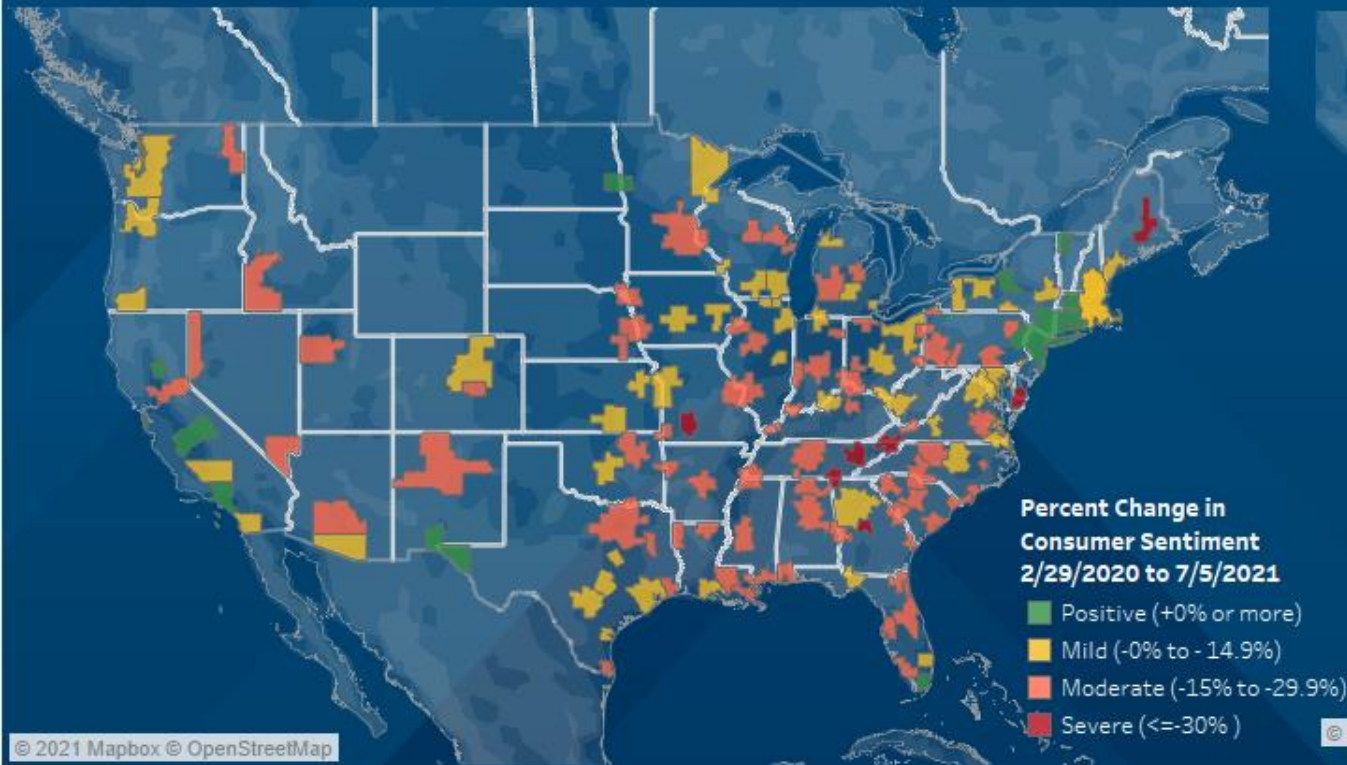
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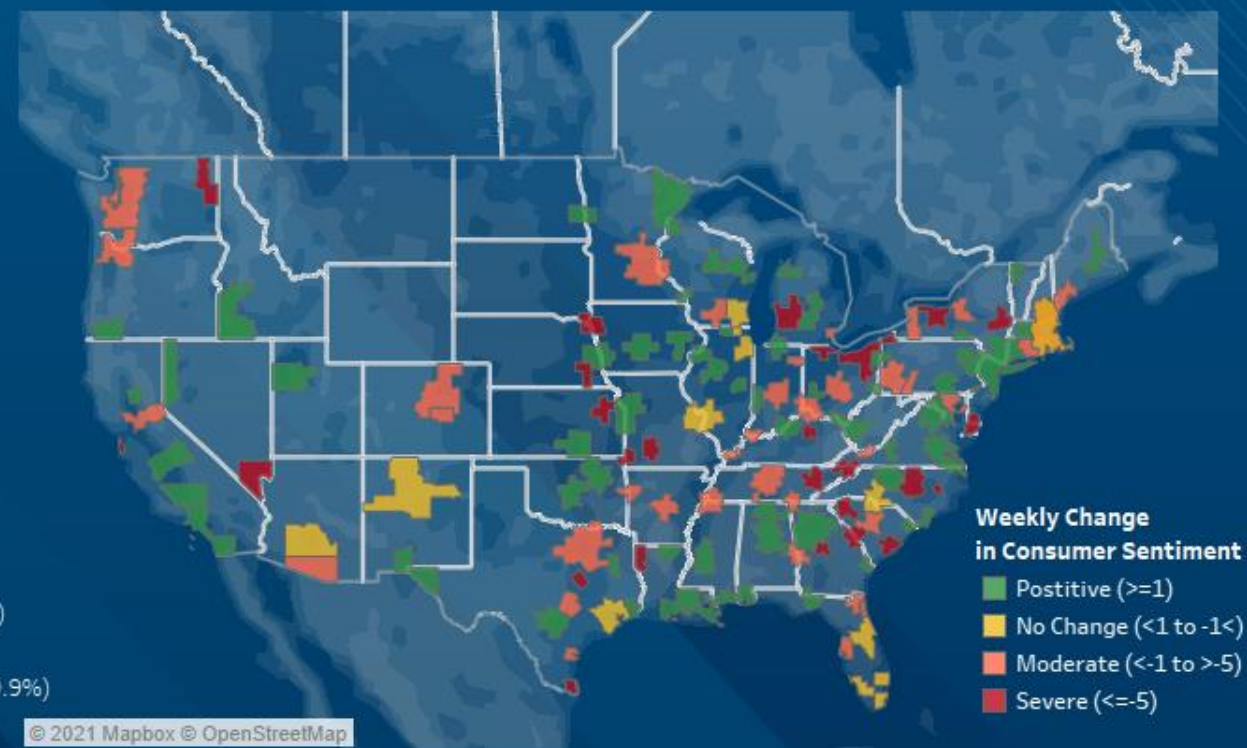
Source: Morning Consult

# SENTIMENT SHIFTS SLIGHTLY ACROSS MARKETS

Since February 29, 2020



Since June 28, 2021



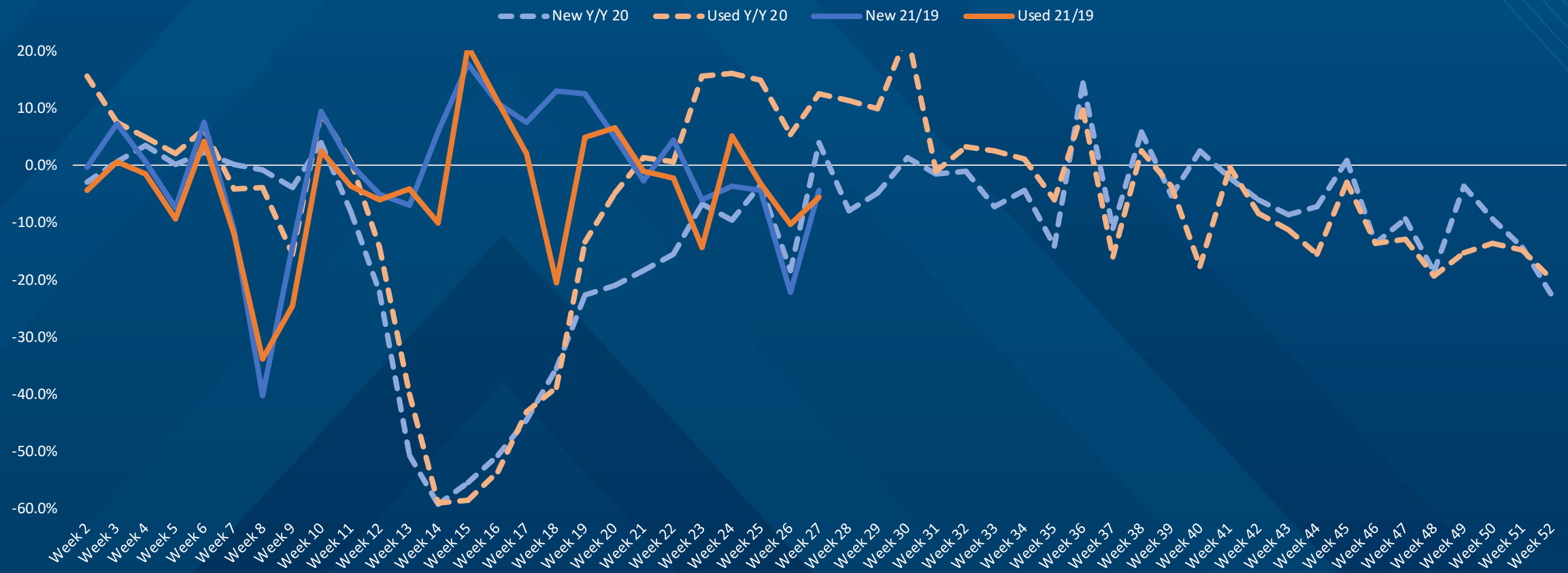
THE WAY  
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Driven by COX AUTOMOTIVE

Source: Morning Consult

# RETAIL SALES ESTIMATES

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

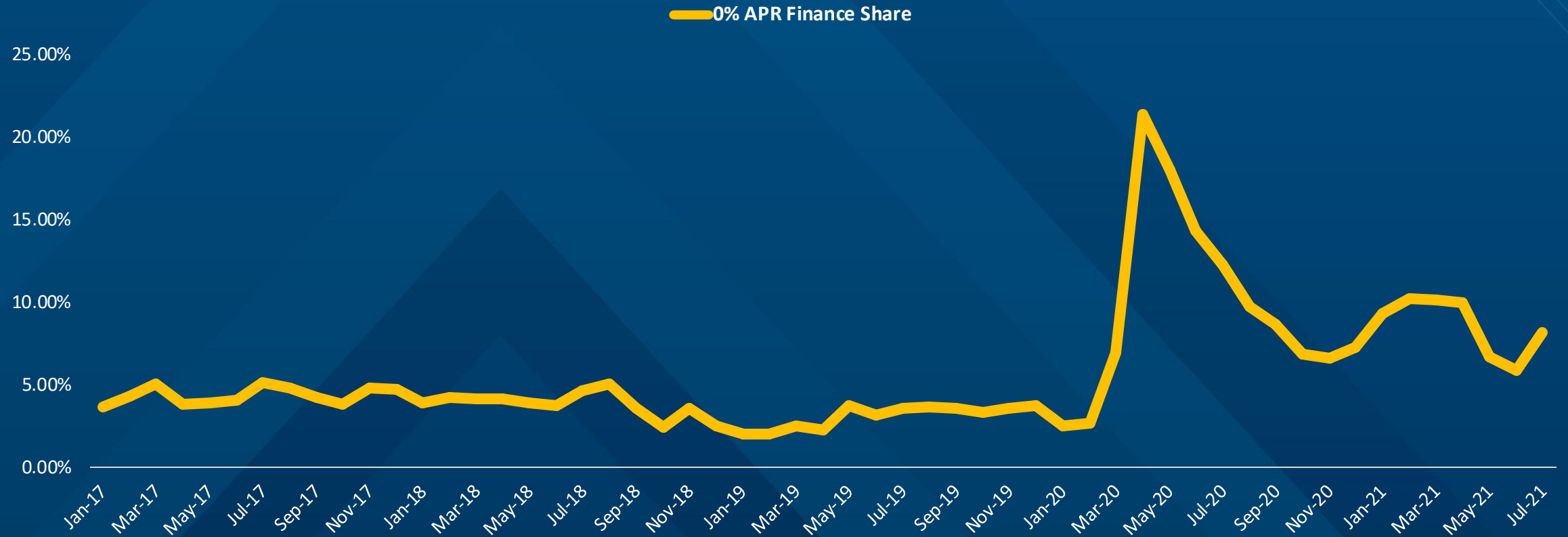


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Driven by COX AUTOMOTIVE

Source: Cox Automotive

# ZERO PERCENT FINANCING UP TO START JULY



THE WAY  
FORWARD

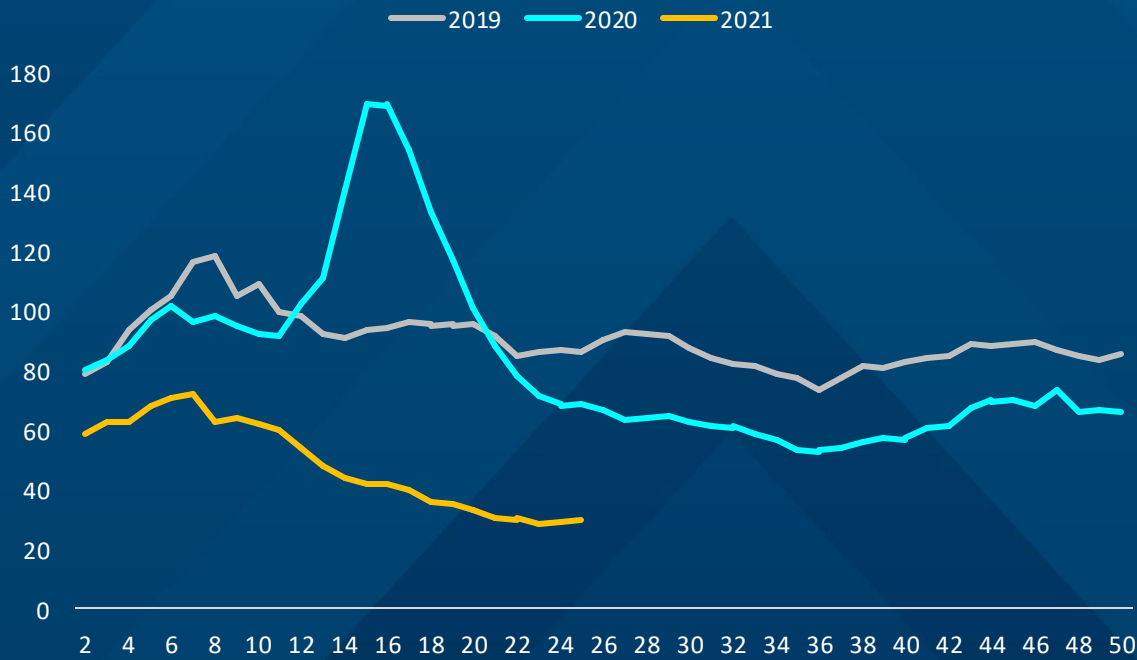
Driven by COX AUTOMOTIVE

Source: Cox Automotive



# RETAIL INVENTORY REMAINS TIGHT

New Days' Supply



Used Days' Supply



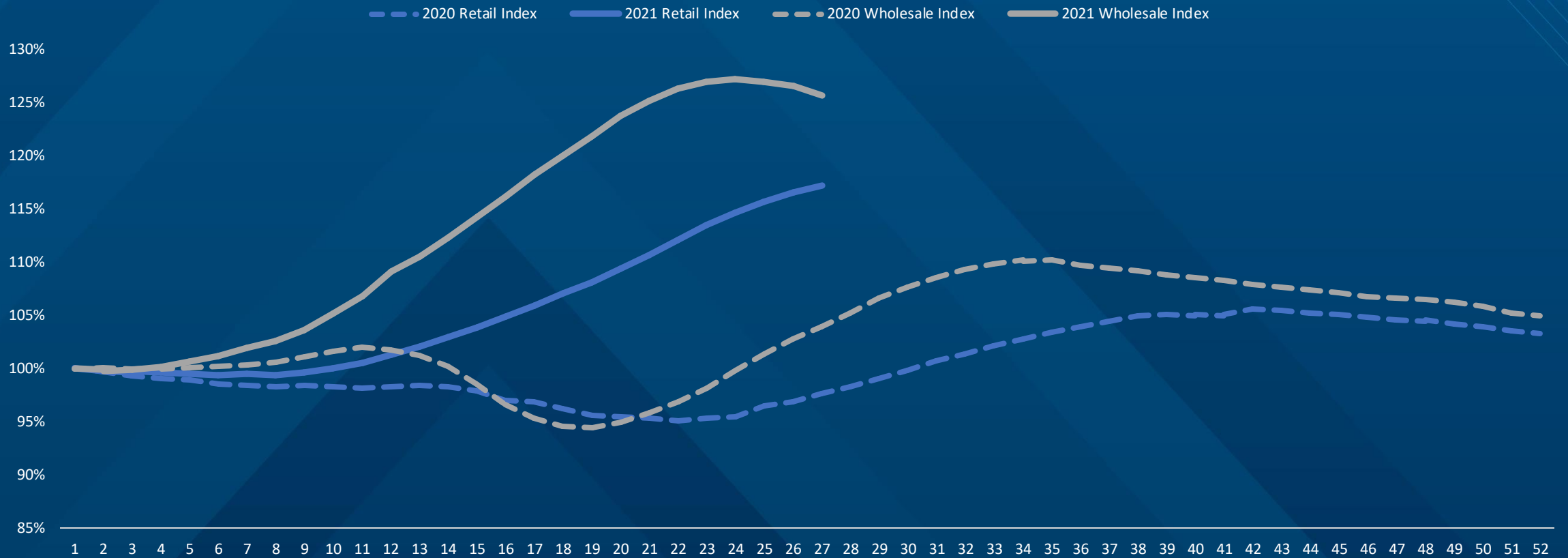
THE WAY  
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

# WHOLESALE USED PRICES NOW DECLINING

MY 2018 Retail and Wholesale Price Index



THE WAY  
FORWARD

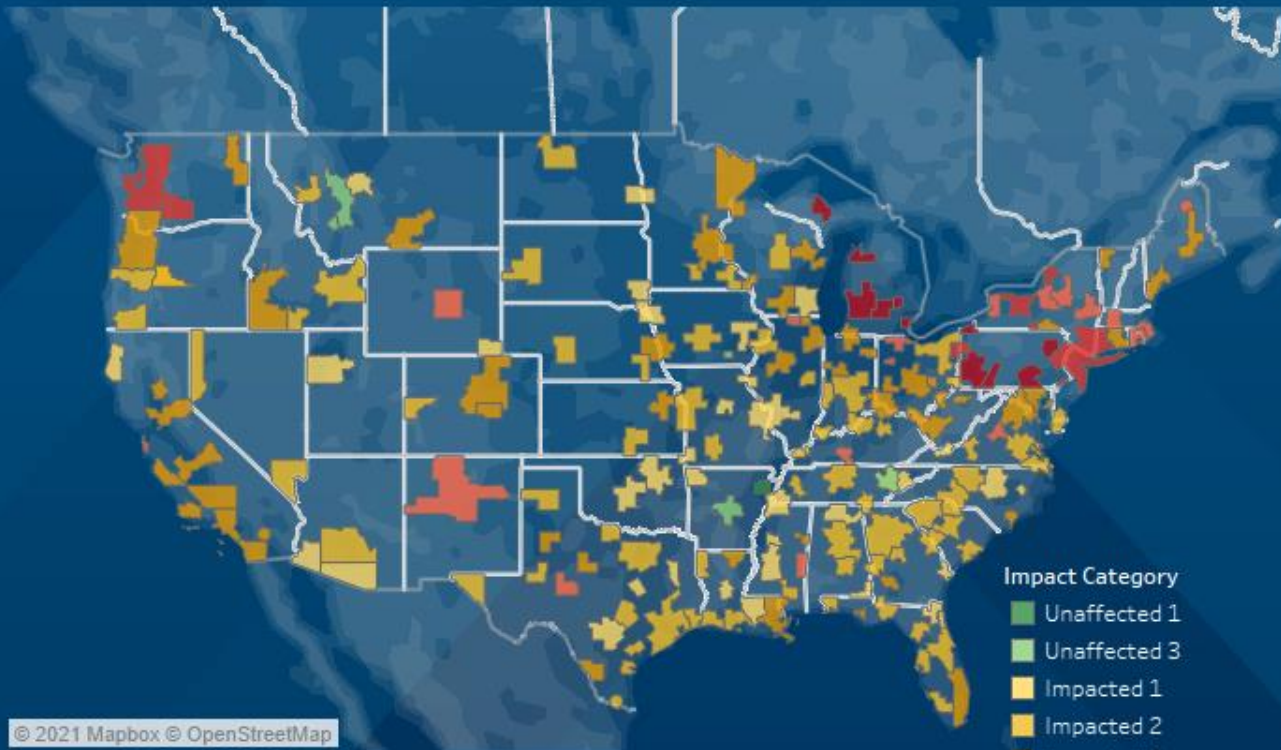
Driven by COX AUTOMOTIVE

Source: Cox Automotive

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

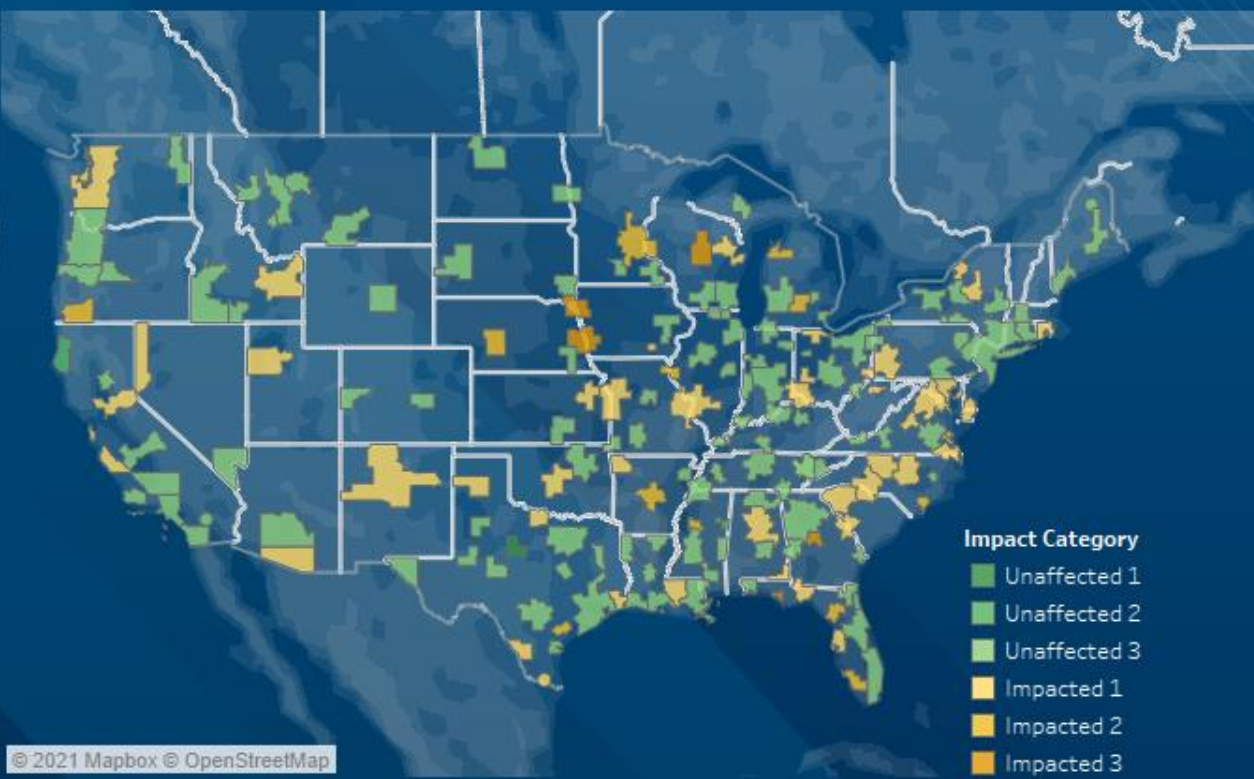
April 5, 2020 (vs same-week 2019)

July 4, 2021 (vs same-week 2019)



THE WAY  
FORWARD

Driven by COX AUTOMOTIVE



Source: Cox Automotive

# COX AUTOMOTIVE LEADING INDICATORS

- Leads in July through Sunday on **Autotrader** were down 10% y/y and on **Kelley Blue Book** were down 8%; compared to 2019, both were up. Leads on both sites have started July down compared to June.
- **Dealertrack** unique credit applications on same-store basis were down 7% y/y and down 14% against 2019 last week, and the weekly trend improved
- **Xtime** saw a 9% increase y/y last week in consumers having their cars serviced; against 2019, appointments completed were up 5%, and the weekly trend improved against an easy comp



# COX AUTOMOTIVE

Autotrader 



CLUTCH

DEALER.COM

Dealertrack 

 DICKINSON  
FLEET SERVICES

 F&I Express

**FYUSION**

 HOMENET  
AUTOMOTIVE



Kelley Blue Book



Manheim

NEXTGEAR  
CAPITAL

PIVOT

 RideKleen

vAuto  
LIVE MARKET VIEW

VinSolutions

∞xtime