



NEW-VEHICLE INVENTORY

AS OF JUNE 21, 2021



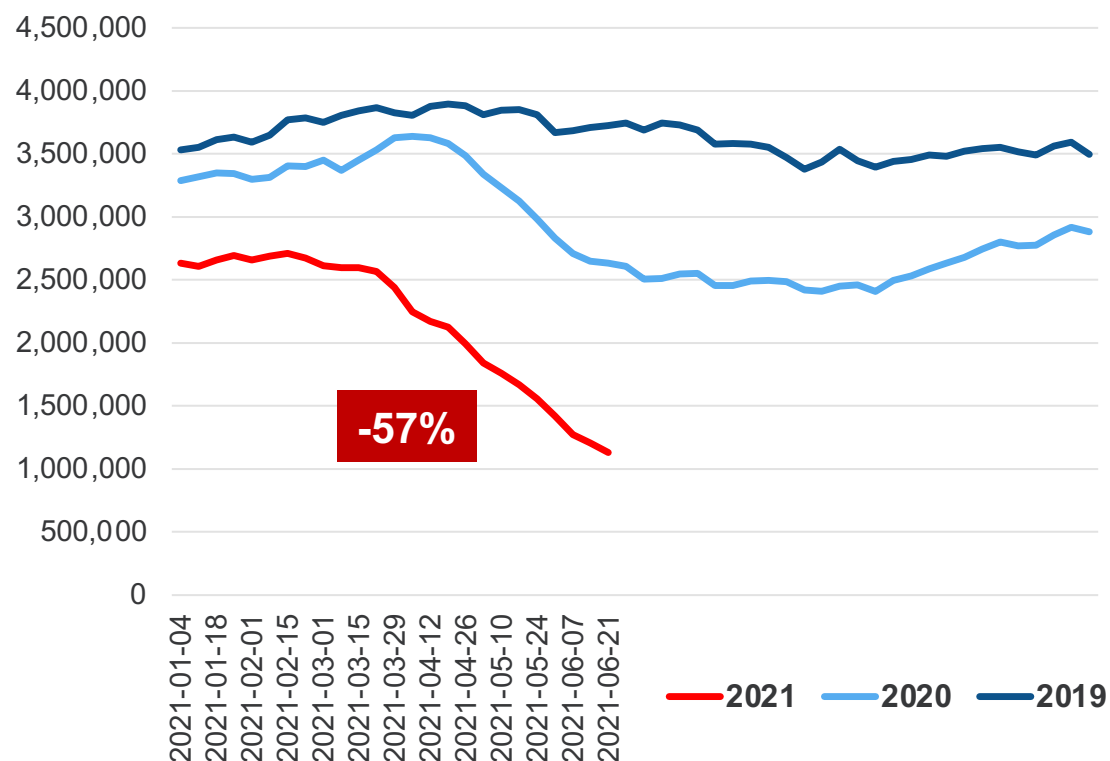
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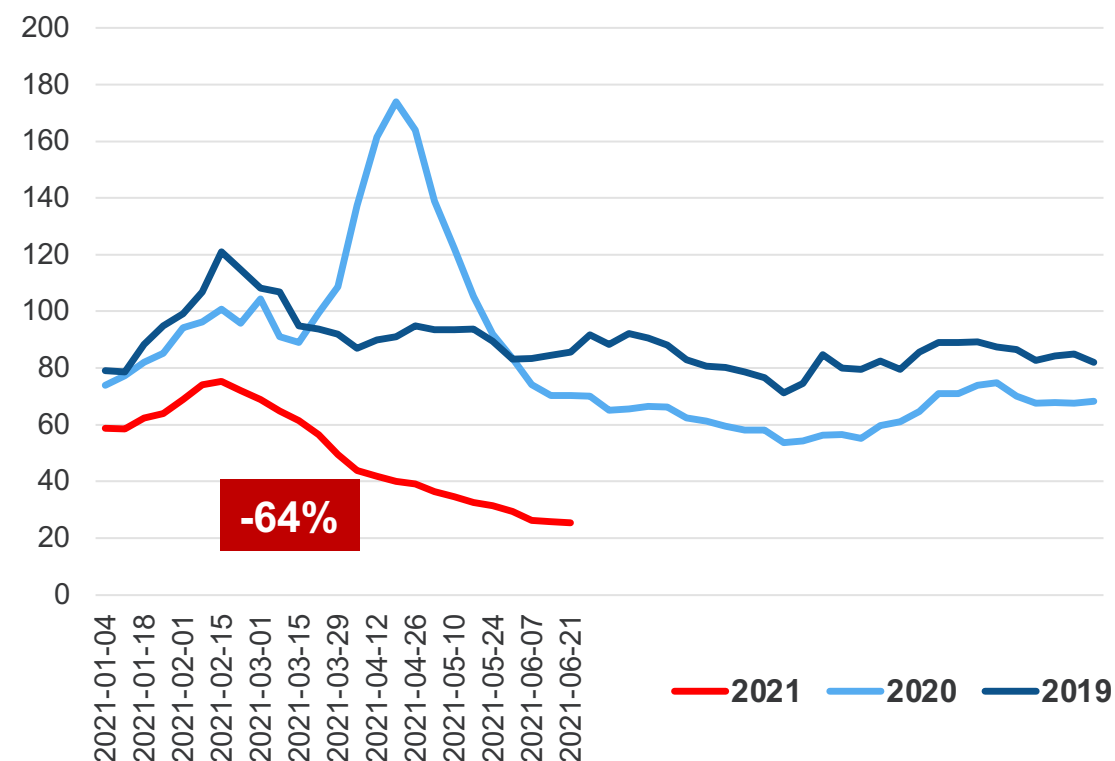
NEW-VEHICLE INVENTORY DAYS OF SUPPLY REMAINS TIGHT

Supply situation worsening – 1.5 million fewer vehicles than 2020, and over 2.5 million lower than 2019

Available Supply weekly

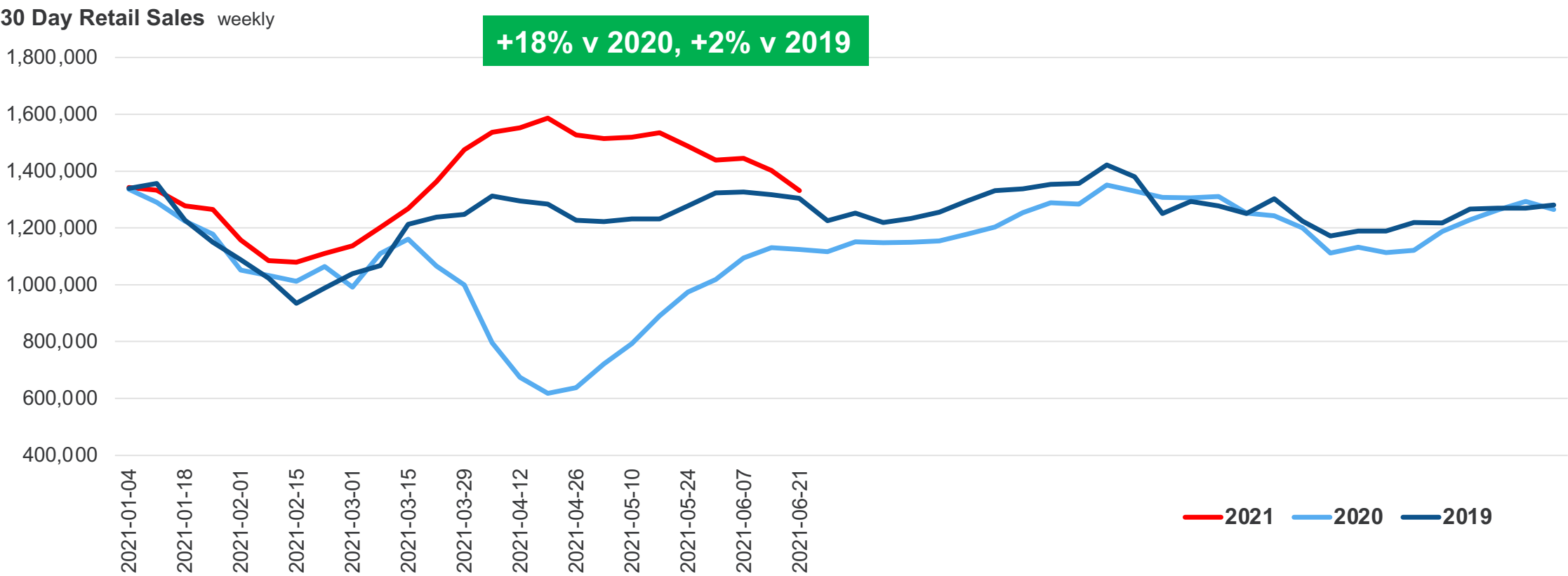


Days of Supply weekly



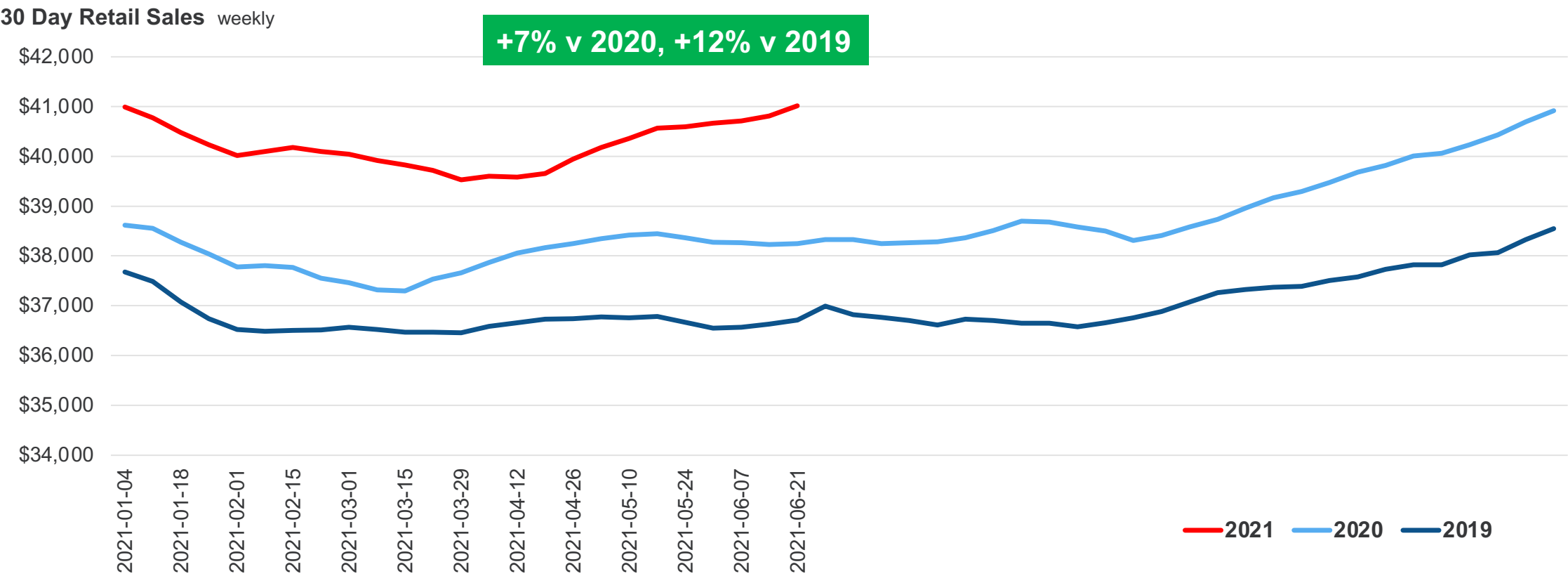
NEW-VEHICLE ROLLING SALES ABOVE 2019 PACE BUT SLOWING

Sales were strong even though inventory is tight, but headwind is growing



NEW-VEHICLE LISTING PRICE ELEVATED AND LIKELY TO GO HIGHER

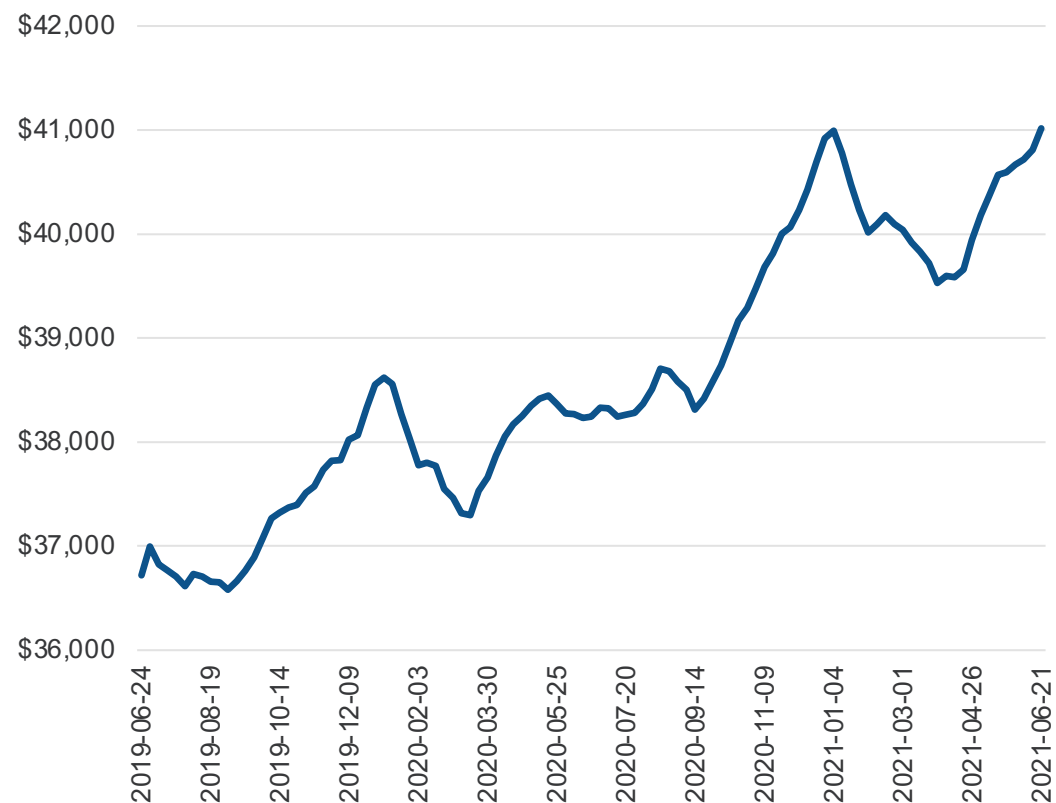
Price trends higher through the year as next year product introductions, but now shifted on to a higher level



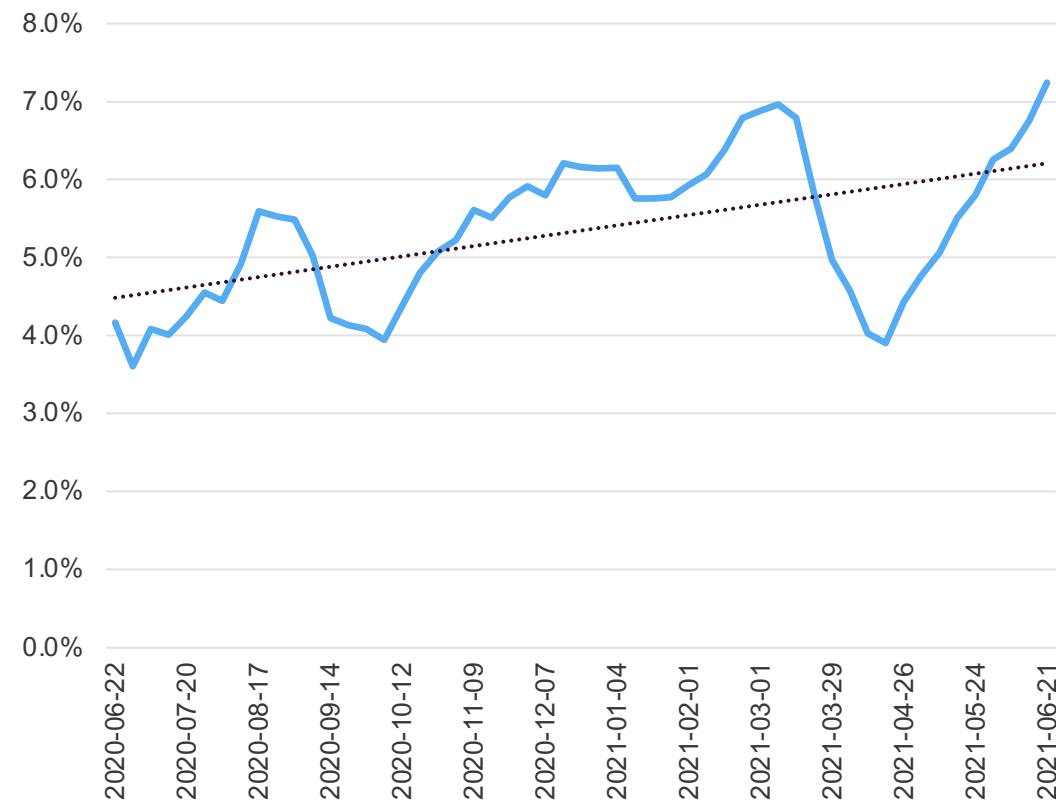
AVERAGE LISTING PRICE PEAKED, BACKED OFF, NOW RISING AGAIN

Prices still growing at nearly a 6+% rate keeping affordability a major headwind

Average Listing Price weekly



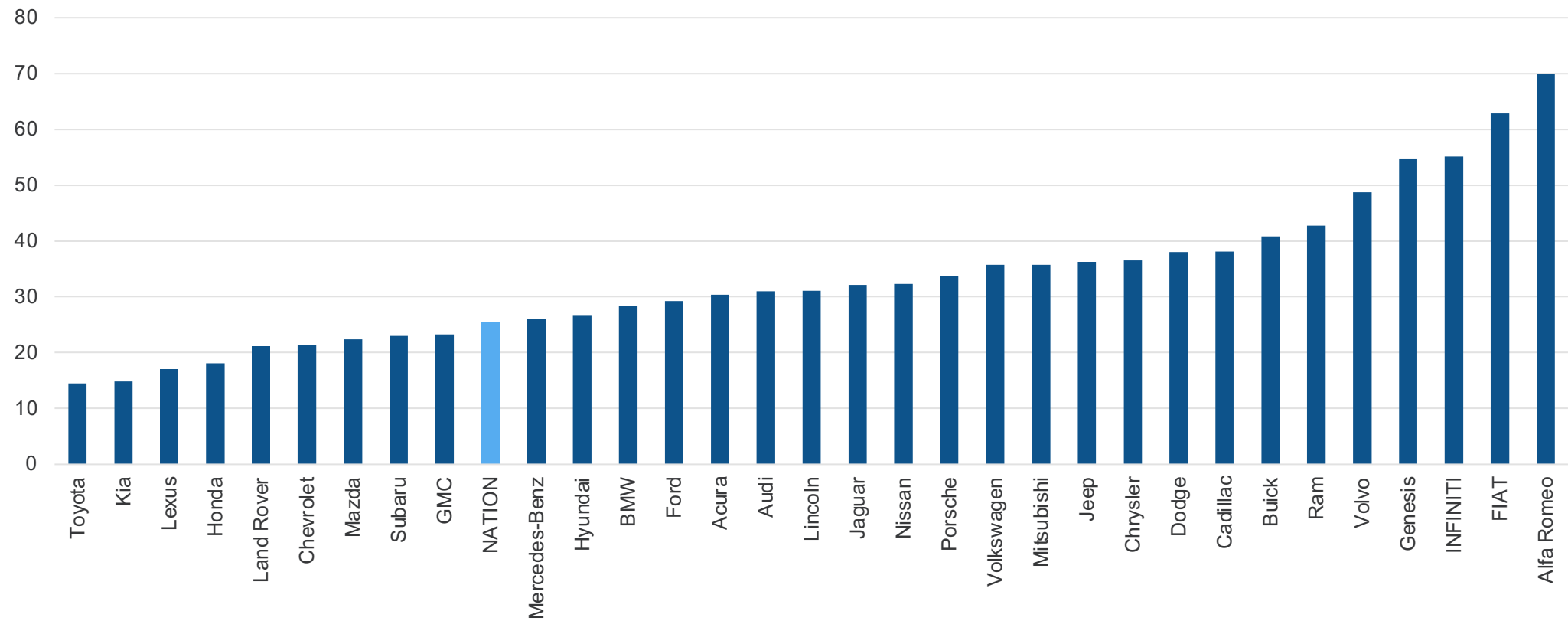
YOY Change weekly, last 12 months



BRAND INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Toyota, Kia, Chevrolet, and some imported luxury brands have tight inventories

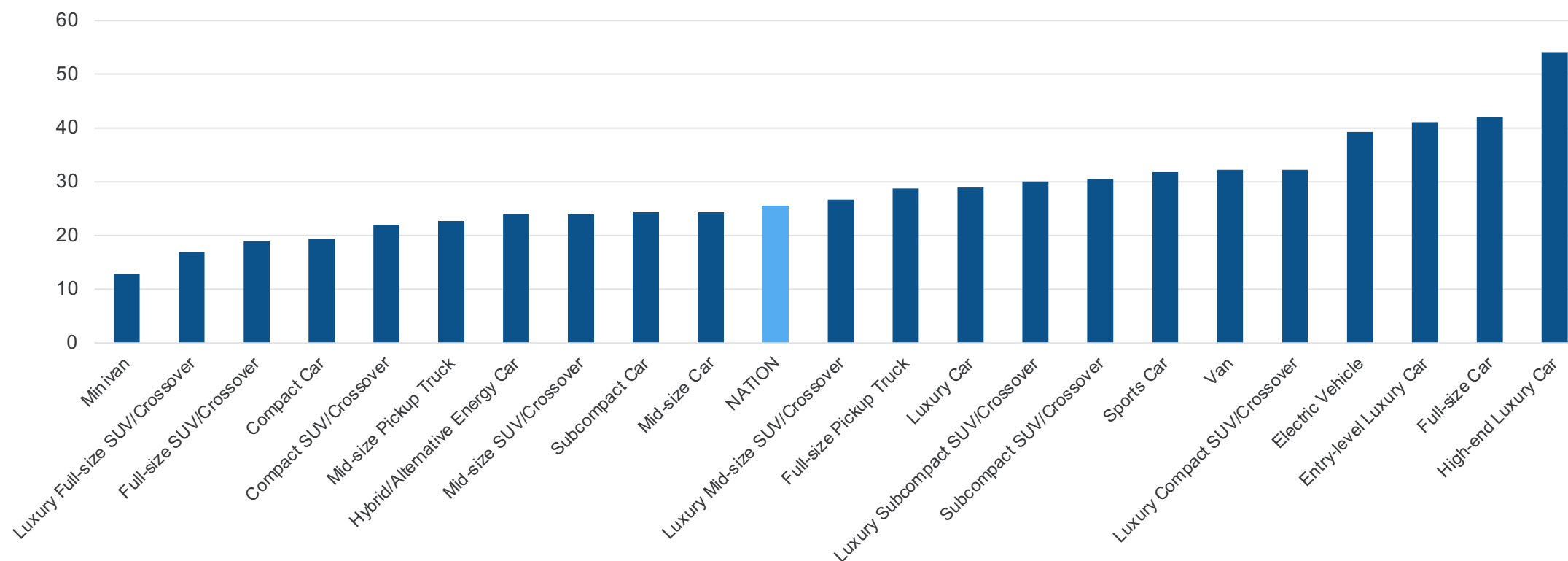
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SEGMENT INVENTORY MINIVAN, BIG SUVs TIGHT, CARS NOT SO MUCH

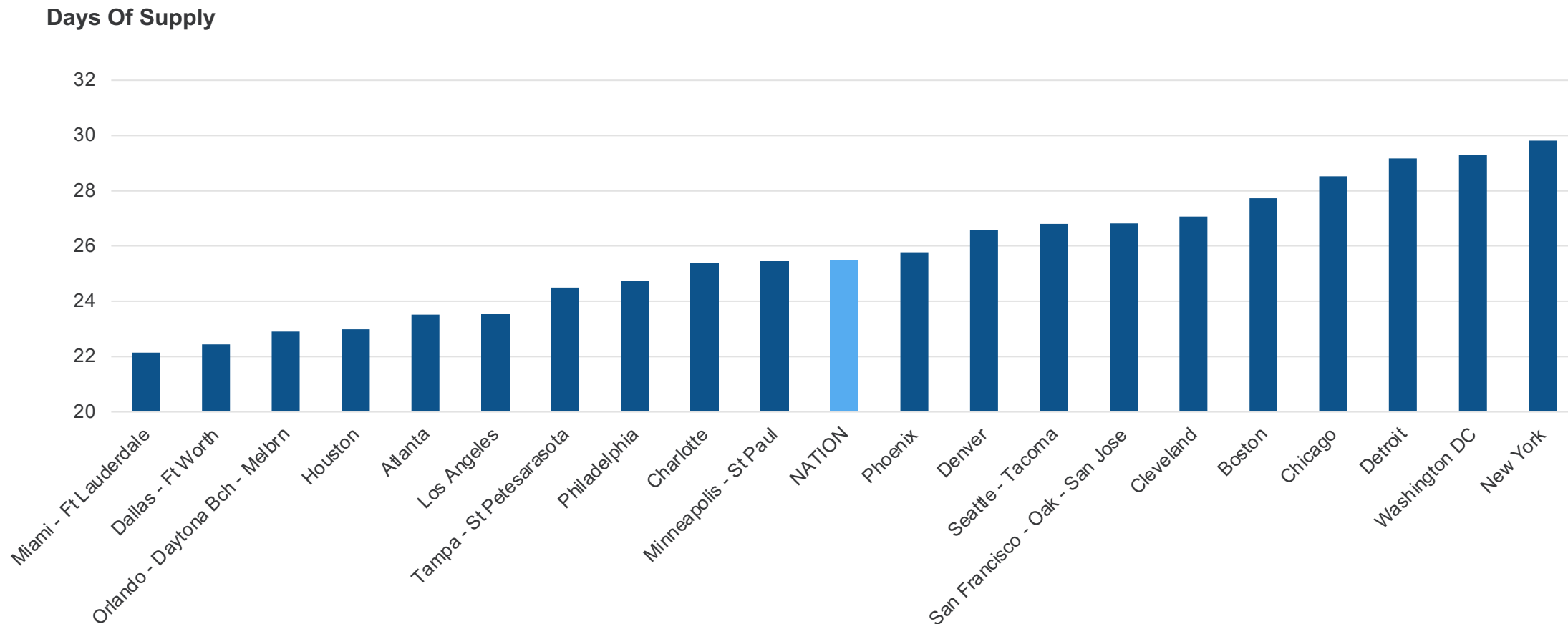
People movers have less availability while expensive cars have much more

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TOP 20 DMA INVENTORY FLORIDA - TEXAS TIGHT, NE - WEST LESS SO

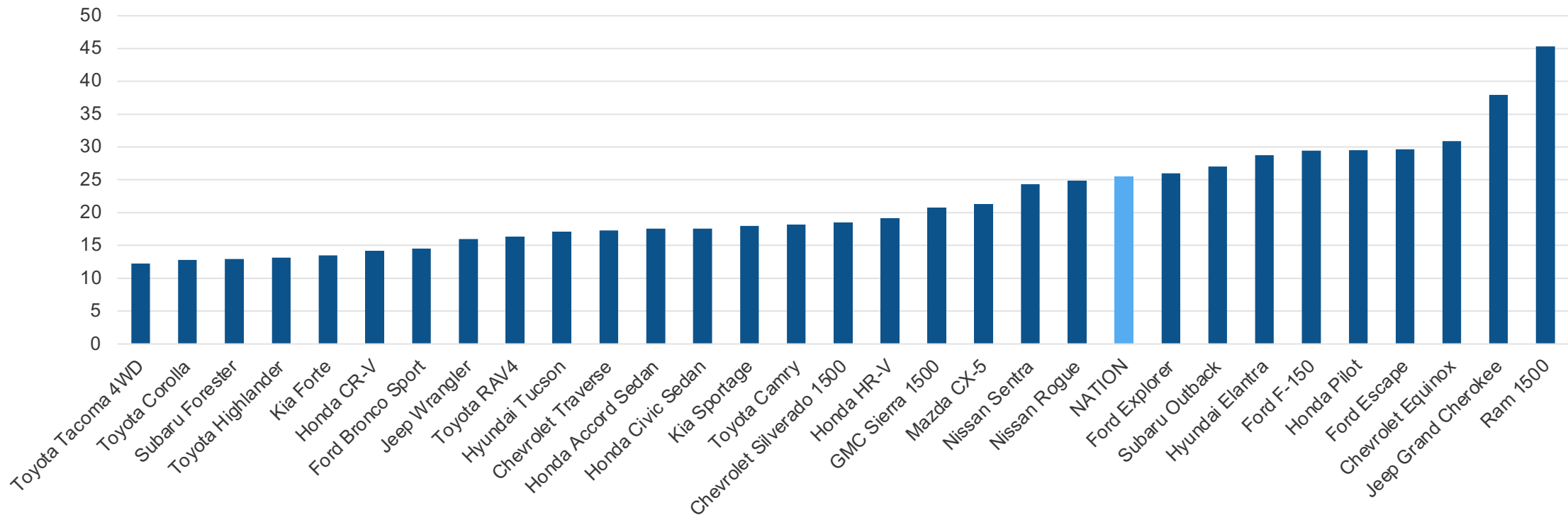
All large volume markets have tighter supply, but some more than others



TOP 30 NAMEPLATES INVENTORY SOME ARE EXTREMELY TIGHT

Subaru and Toyota's big sellers hard to get

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