

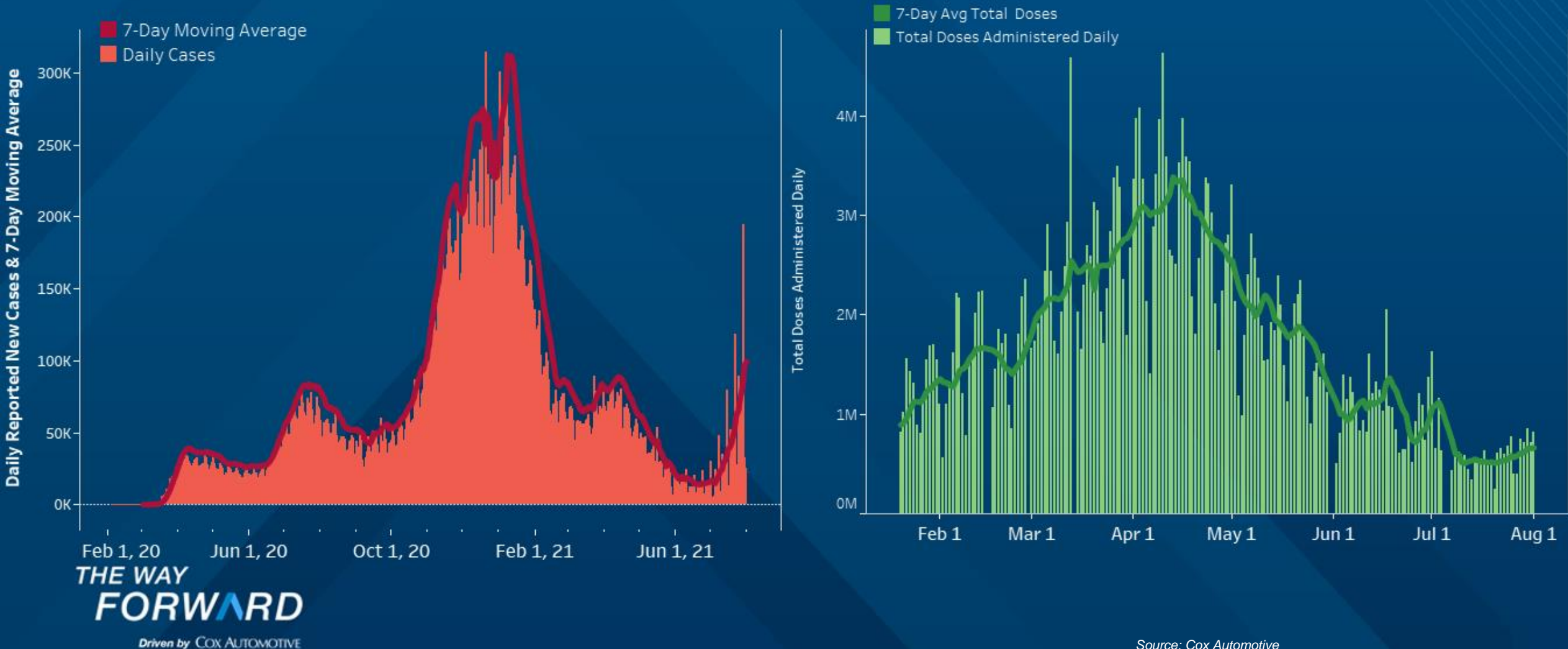
August 3, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

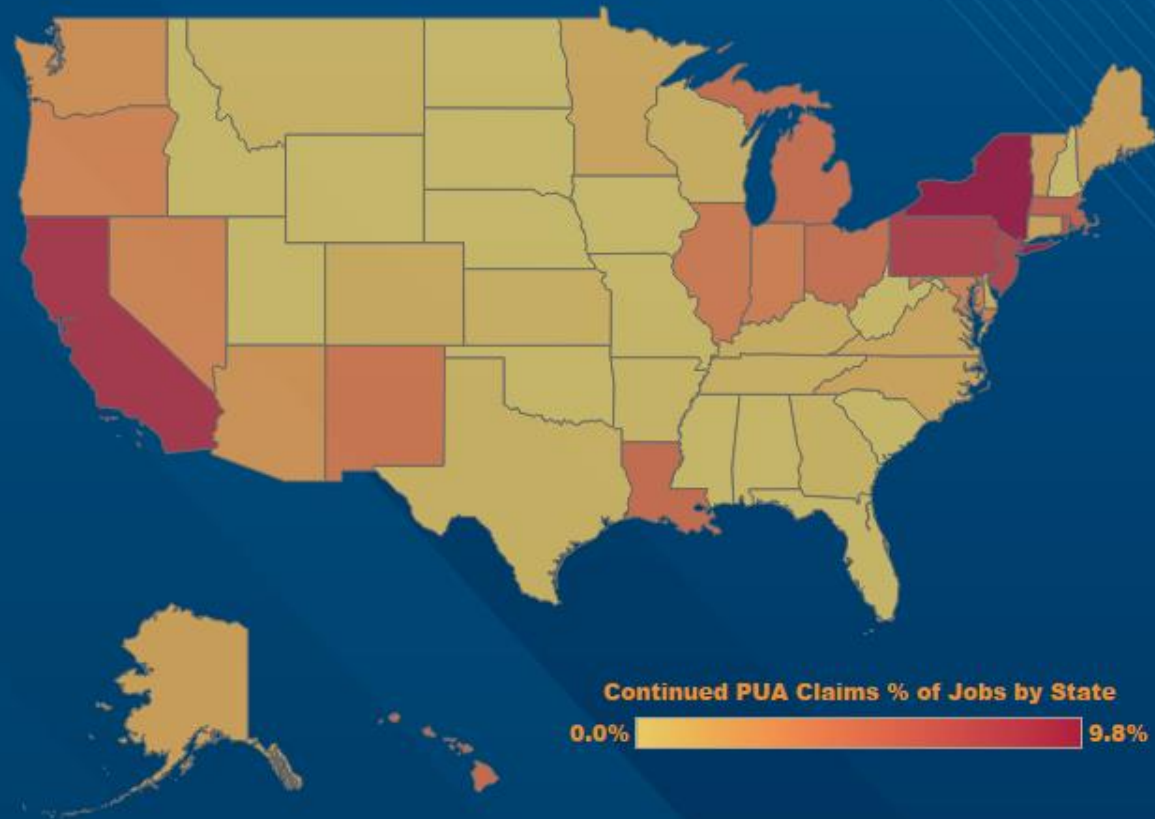
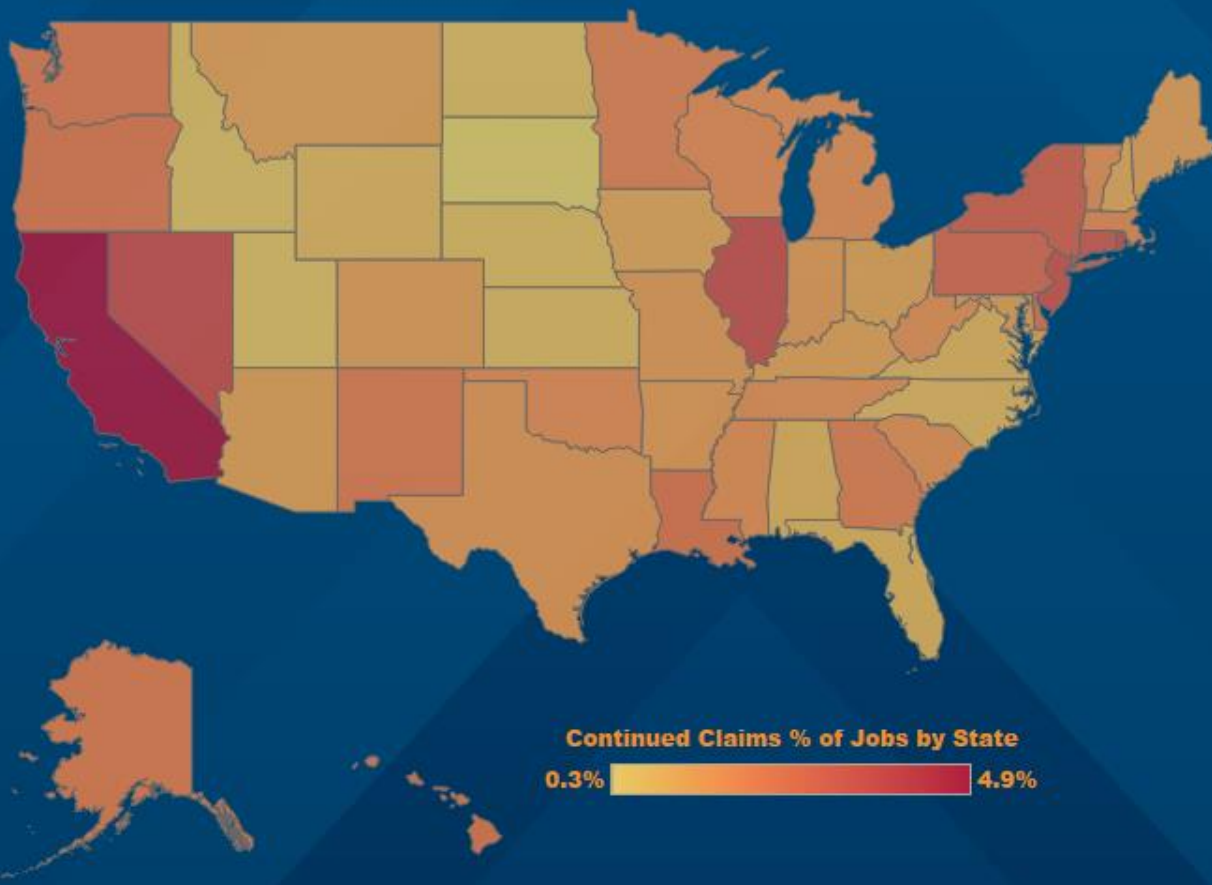
Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS



CONTINUING CLAIMS AT 3.3 MILLION NATIONALLY



**THE WAY
FORWARD**
Driven by COX AUTOMOTIVE

Data as of July 29, 2021

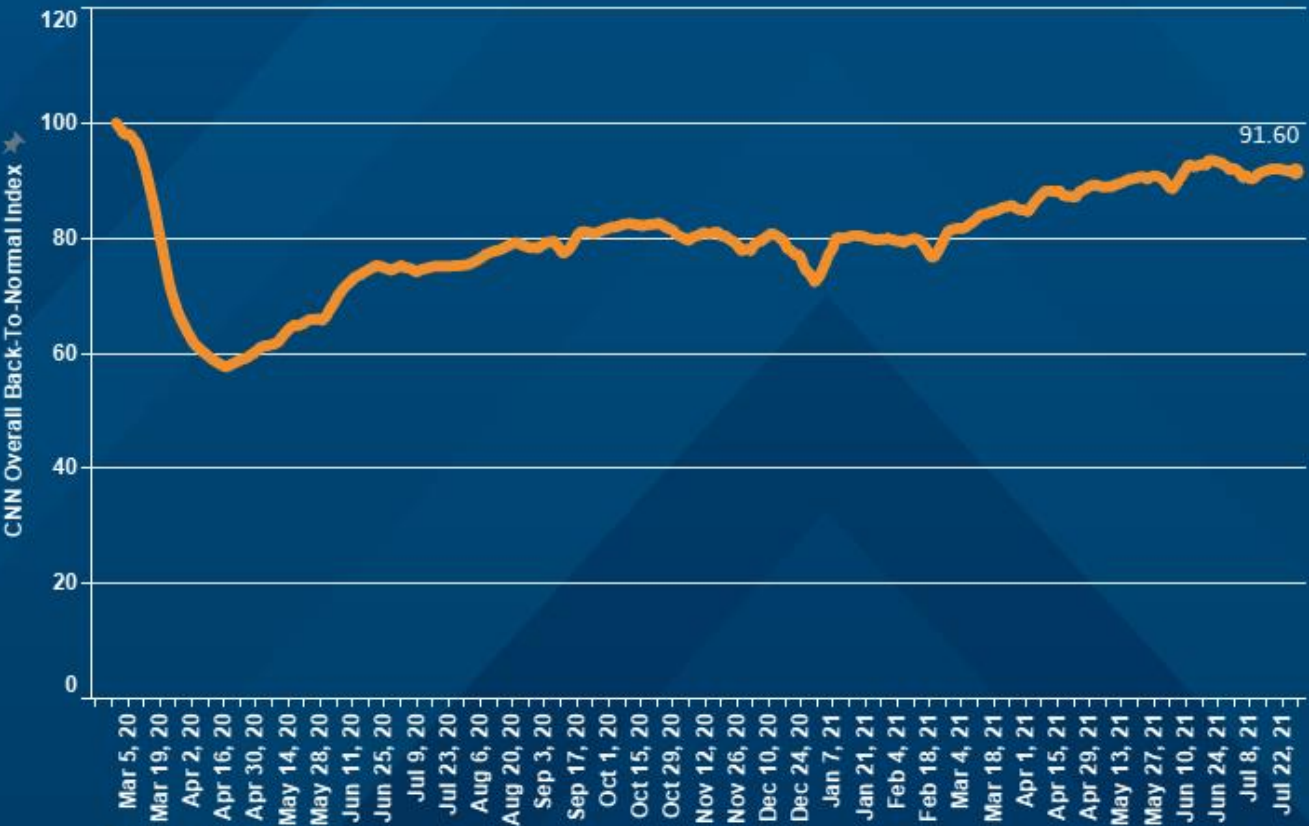
Source: Department of Labor

Note: Continued Claims Unemployment Data For Week Ending July 17
Continued PUA Unemployment Data For Week Ending July 10

ACTIVITY DECREASED LAST WEEK BUT FULLY RECOVERED IN SEVERAL STATES

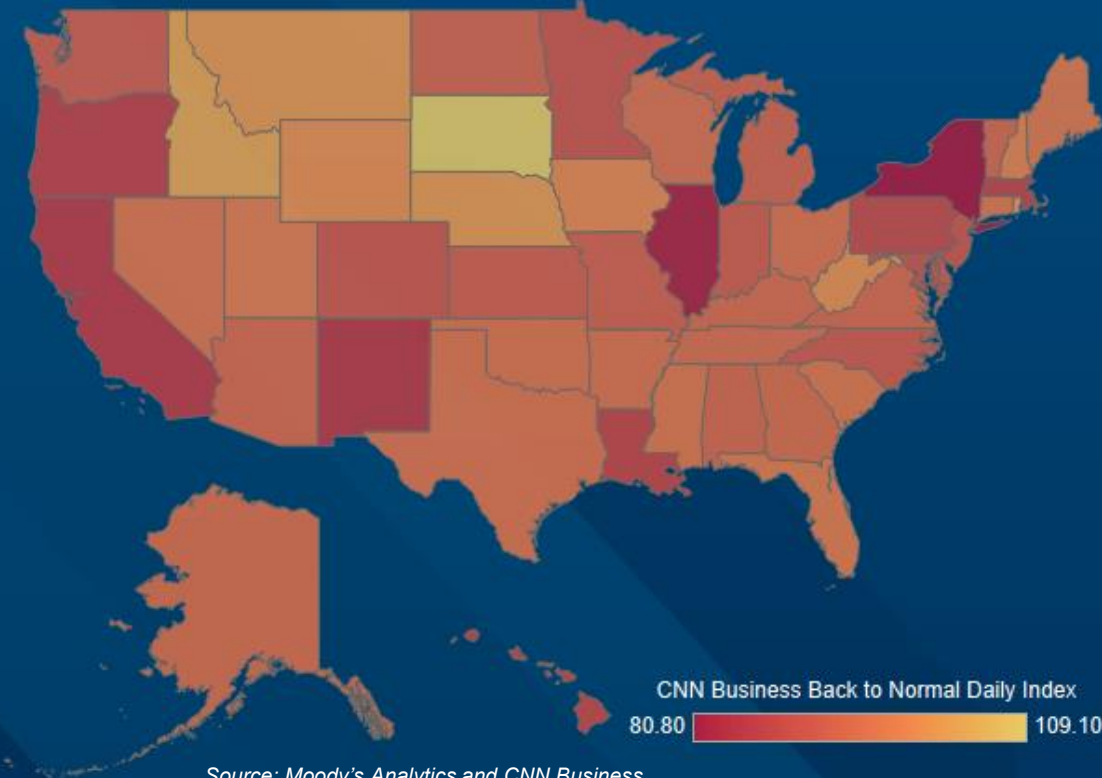
Moody's-CNN Business Back-To-Normal Index (February 29 = 100)

Data as of August 2, 2021



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Source: Moody's Analytics and CNN Business

CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 17.3% since February 29, 2020

ICS Value (7-Day Average)



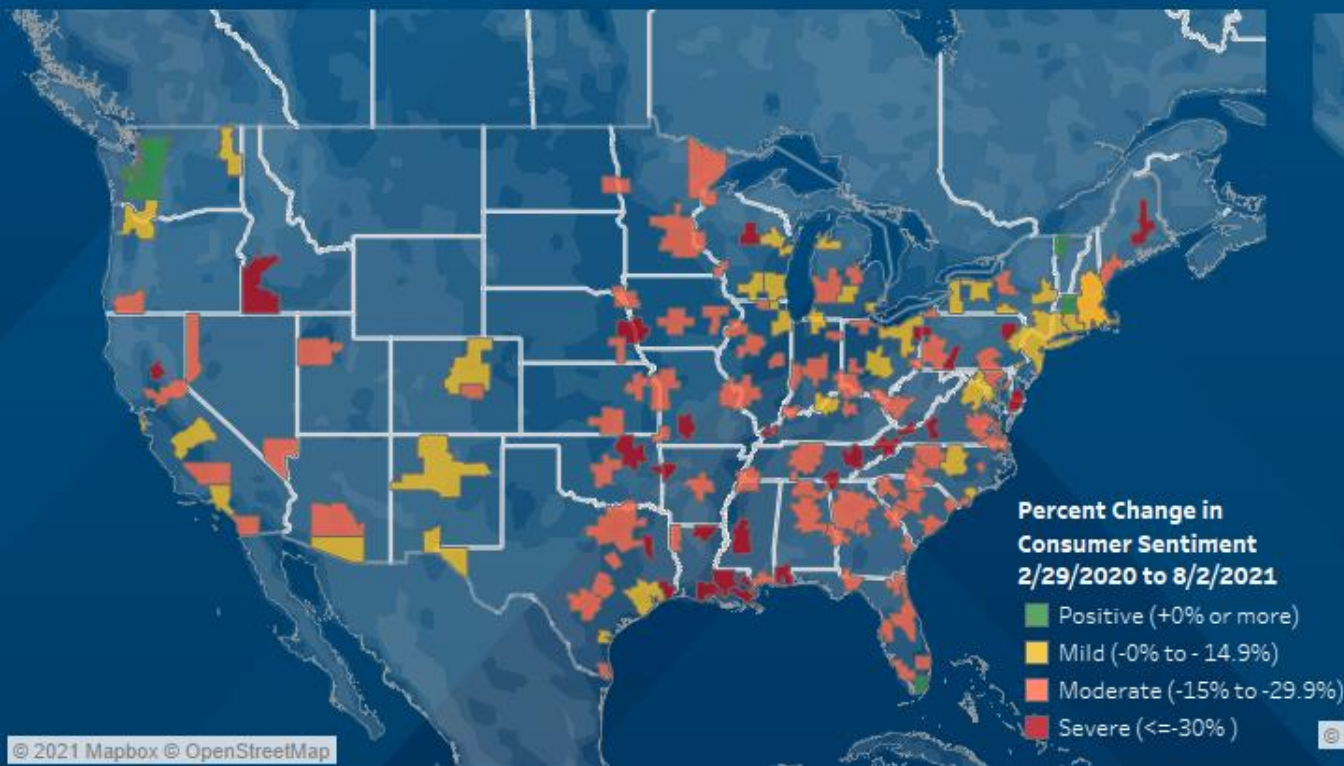
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Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since July 26, 2021



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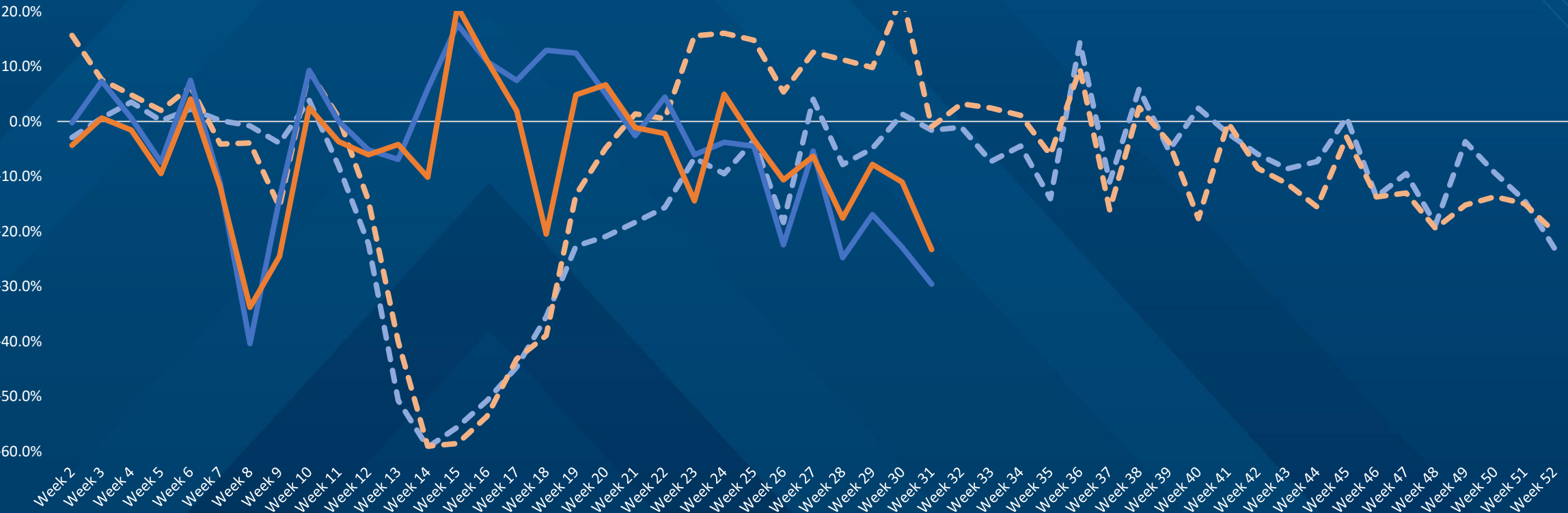
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Source: Morning Consult

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

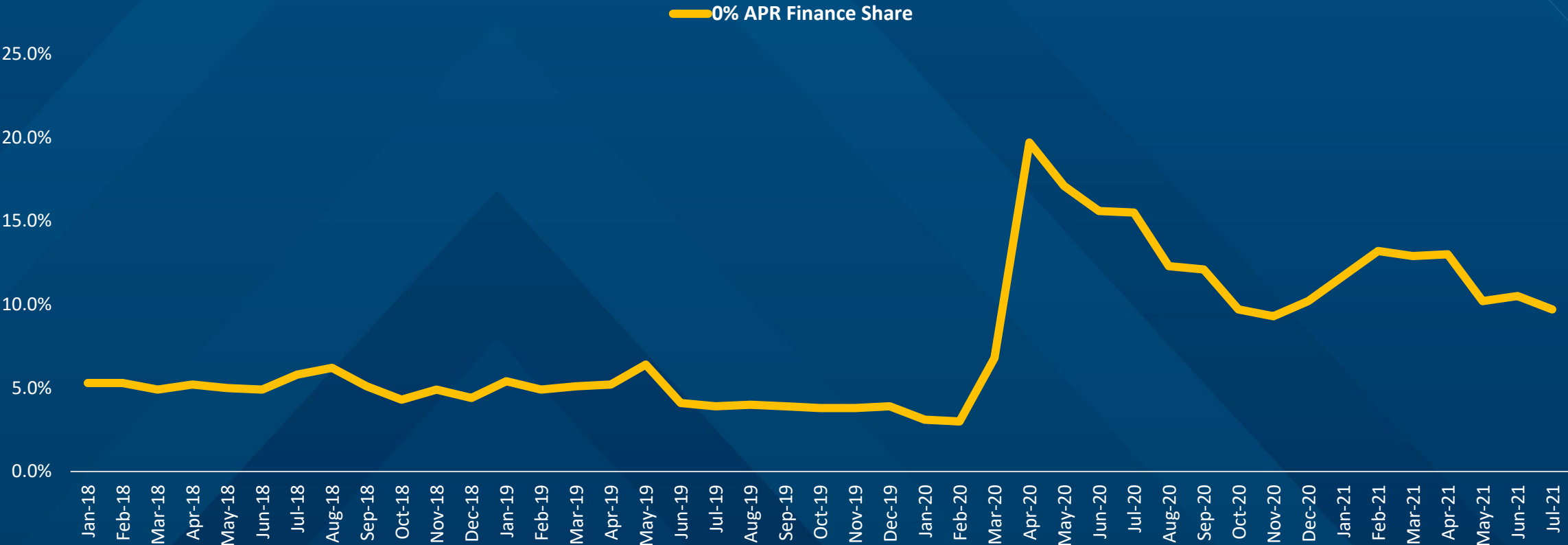


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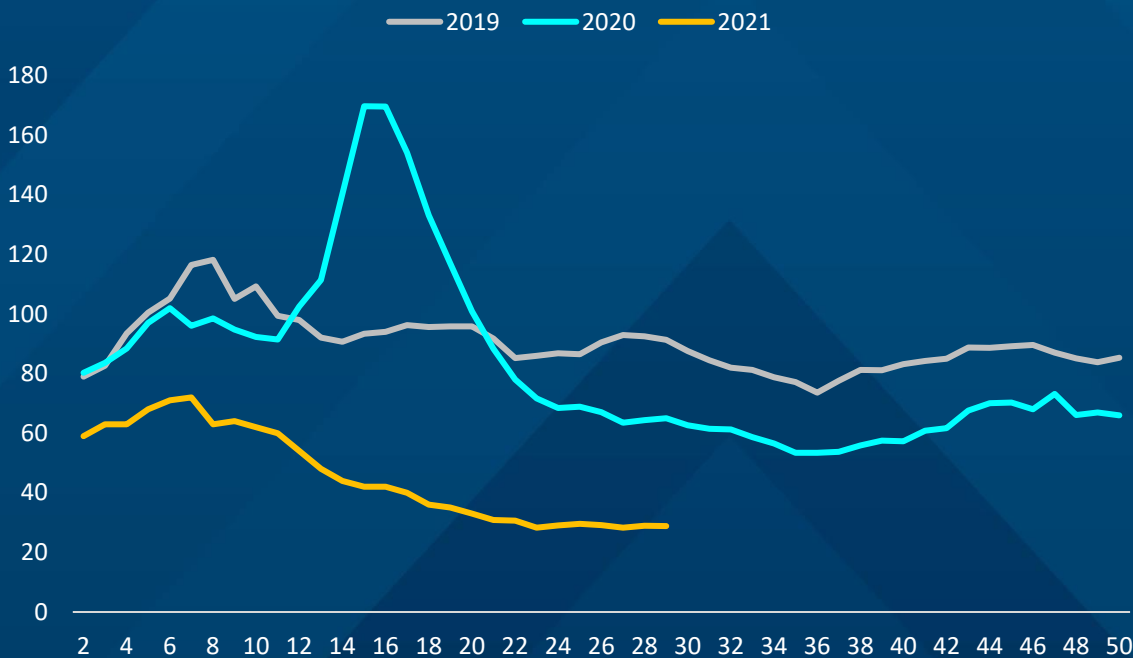
Source: Cox Automotive

ZERO PERCENT FINANCING DOWN TO END JULY

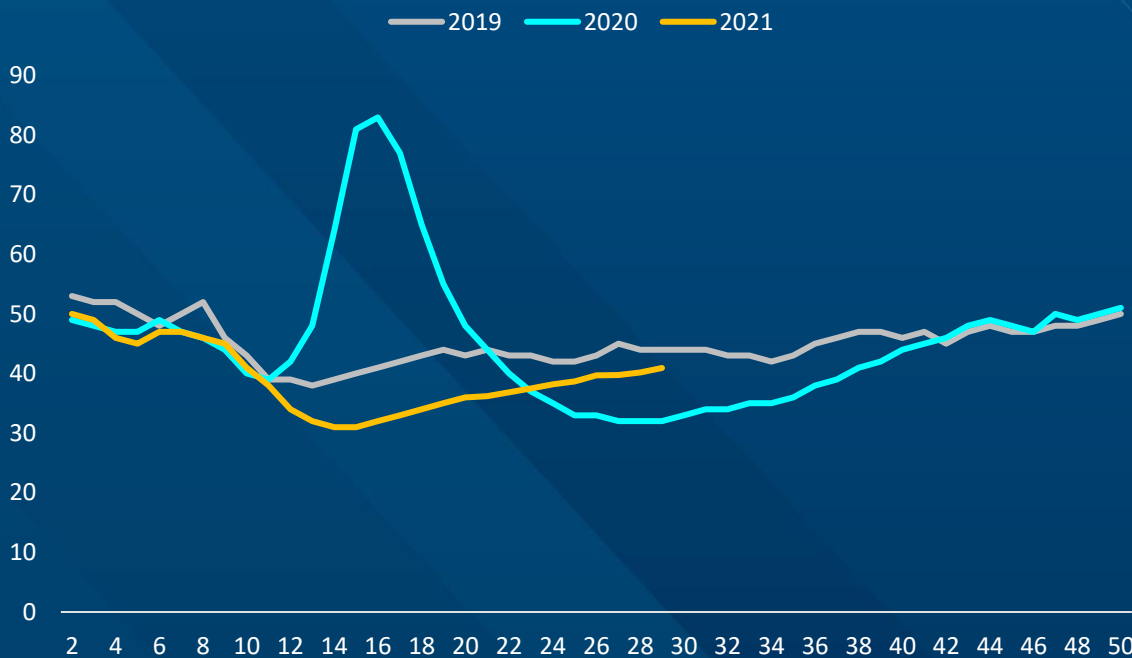


RETAIL INVENTORY IMPROVING FOR USED

New Days' Supply



Used Days' Supply



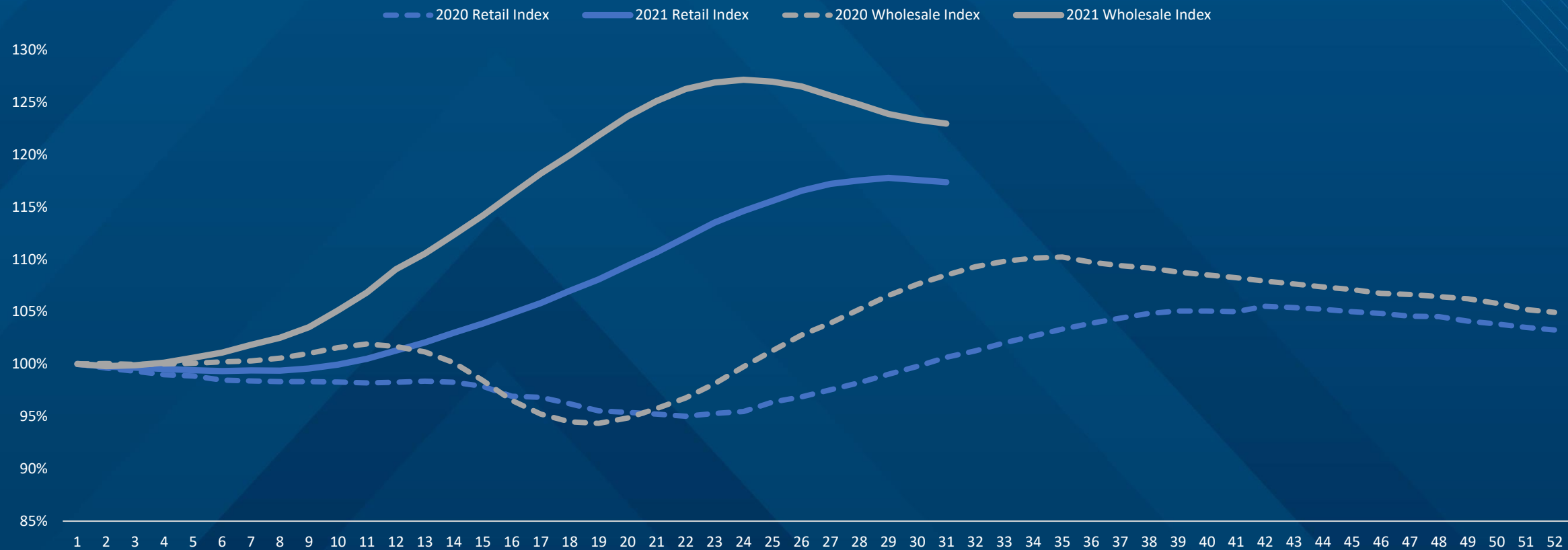
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Source: Cox Automotive

RETAIL USED PRICES NOW DECLINING

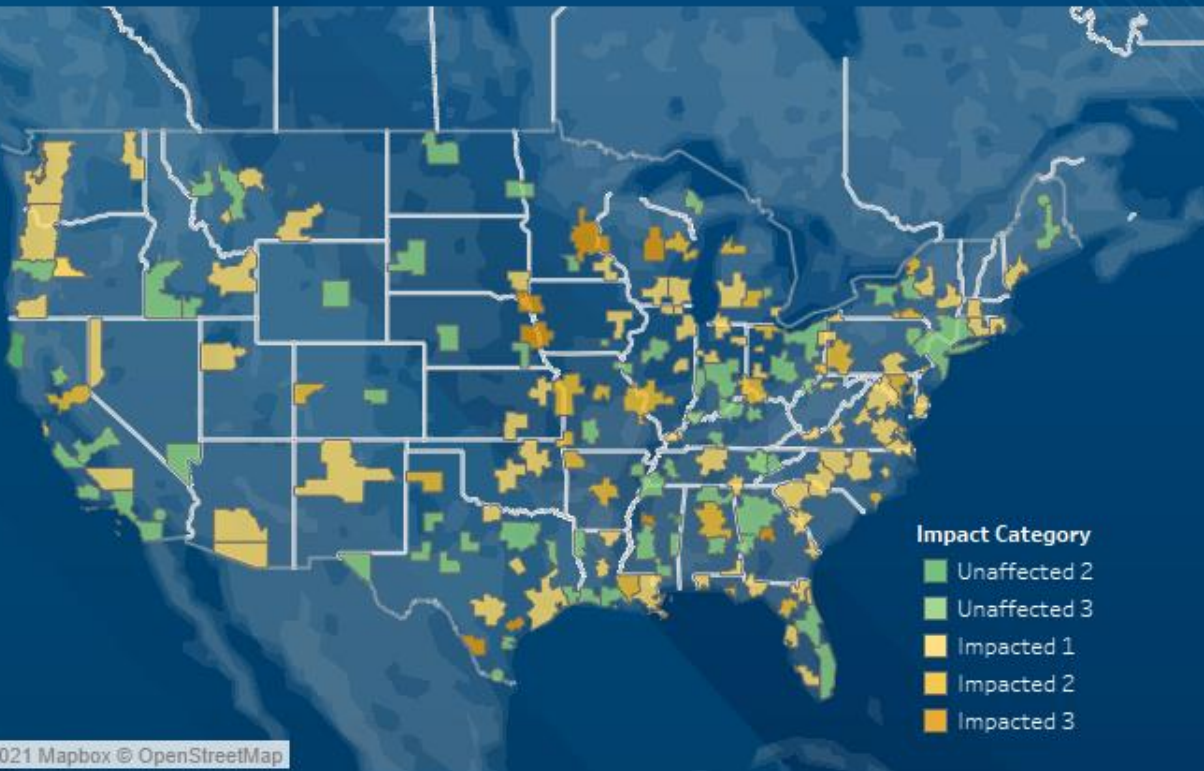
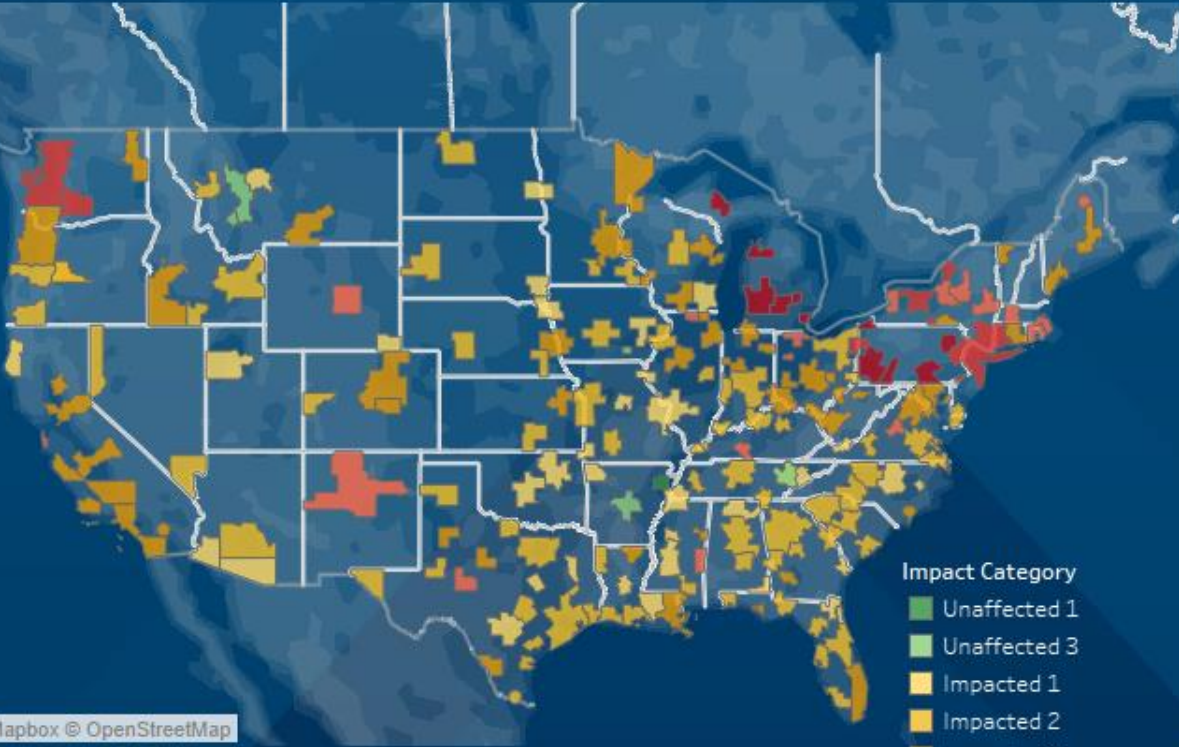
MY 2018 Retail and Wholesale Price Index



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

April 5, 2020 (vs same-week 2019)

August 1, 2021 (vs same-week 2019)



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Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Leads in July on **Autotrader** were down 15% y/y and on **Kelley Blue Book** were up 17%; compared to 2019, both were up. Leads declined in July from June on Autotrader but increased on Kelley Blue Book.
- **Dealertrack** unique credit applications on same-store basis were down 13% y/y and down 22% against 2019 last week, and the weekly trend improved slightly
- **Xtime** saw completed service appointments unchanged y/y last week; against 2019, appointments completed were down 11%, and the weekly trend declined slightly

COX AUTOMOTIVE

