

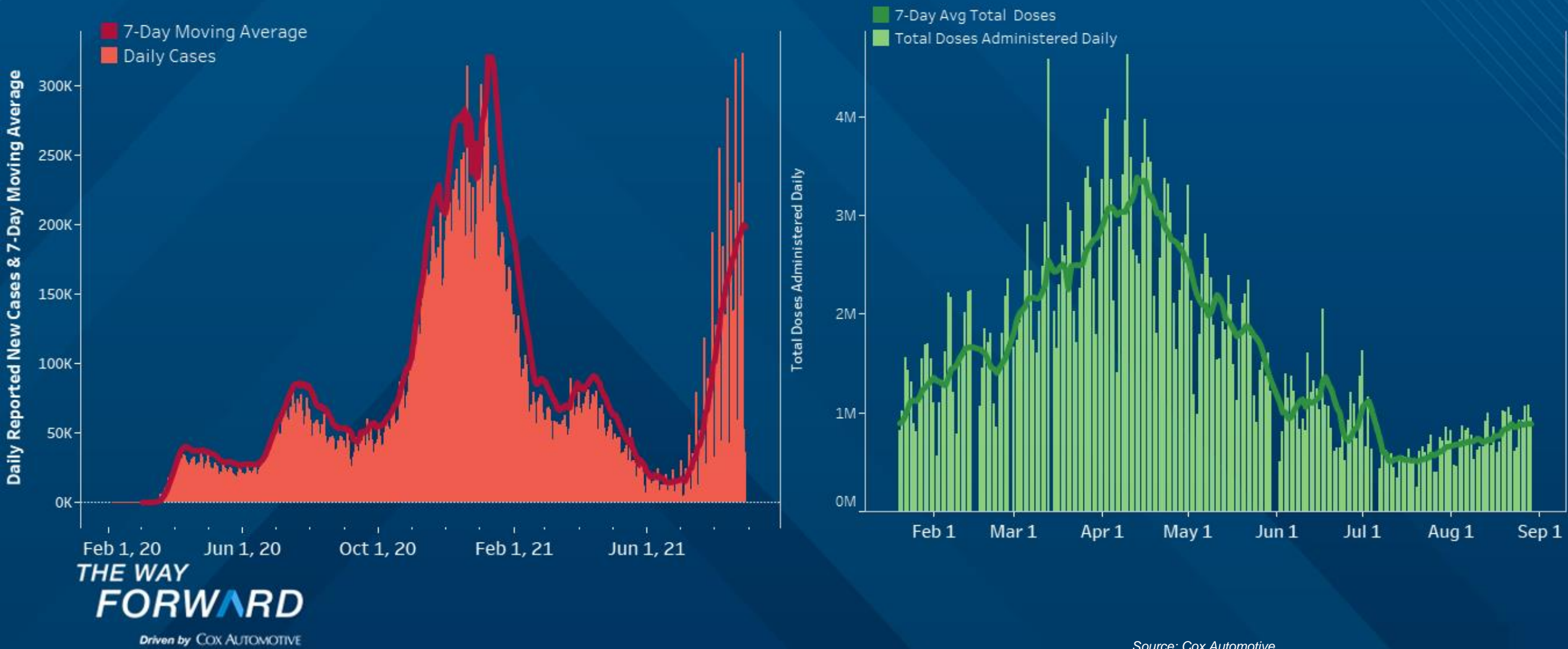
August 31, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

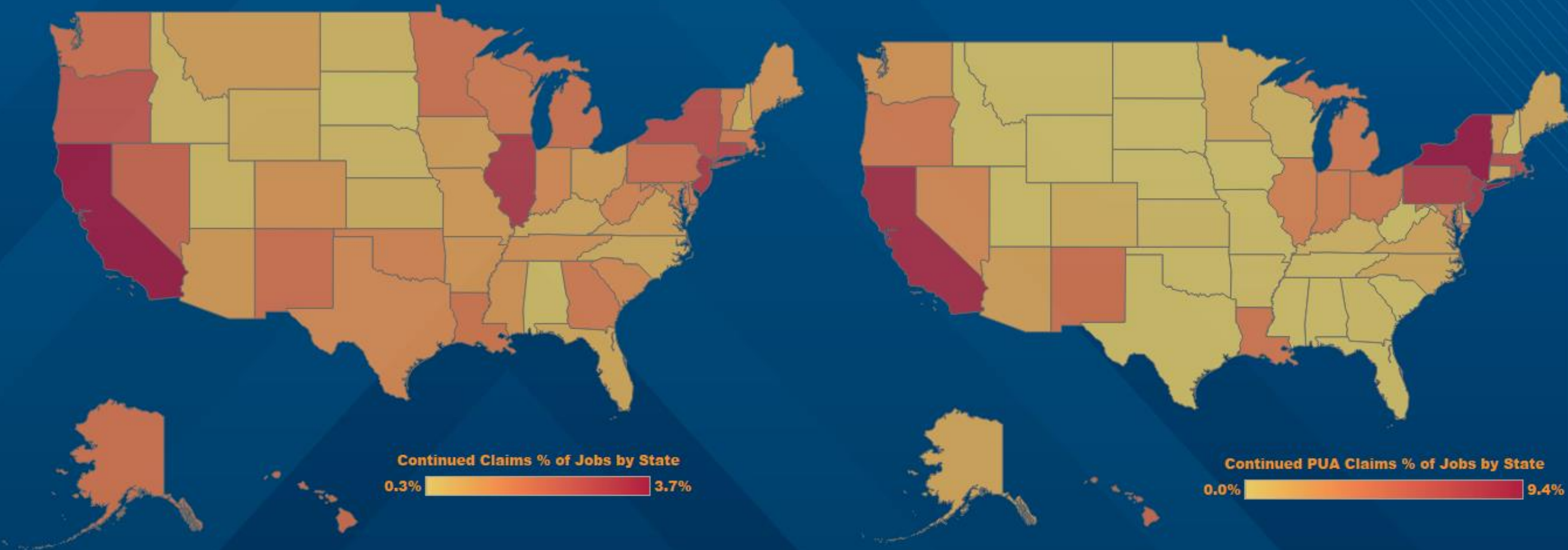
Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS



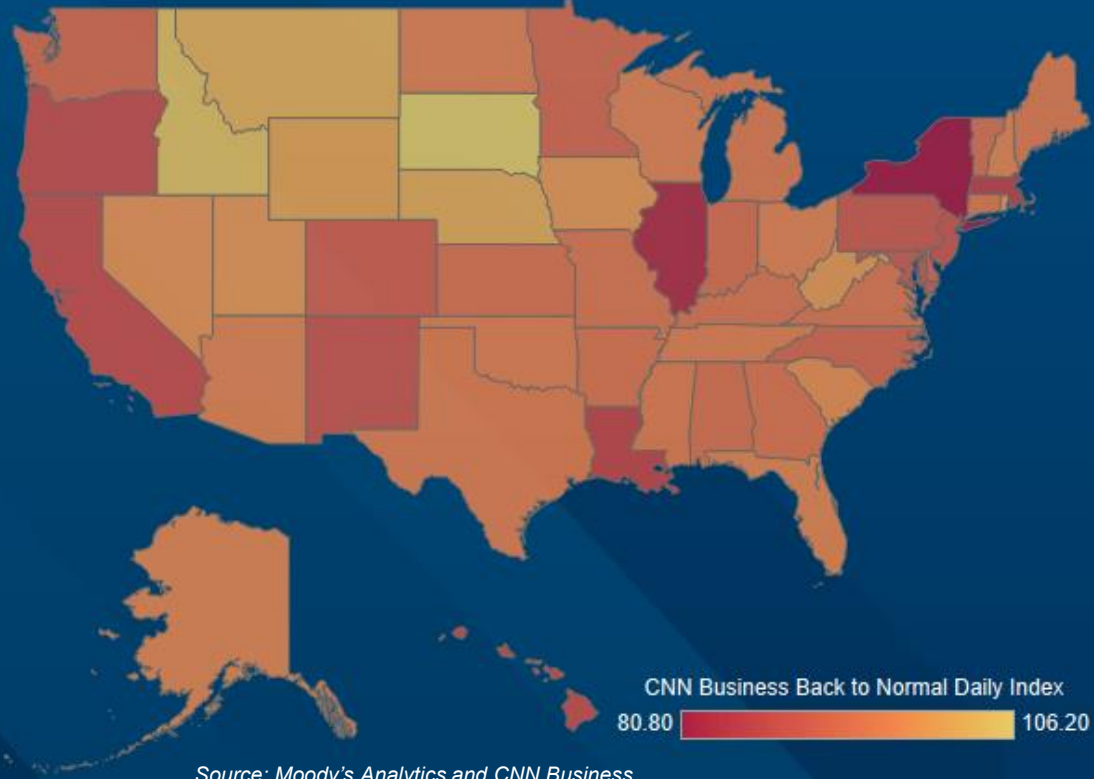
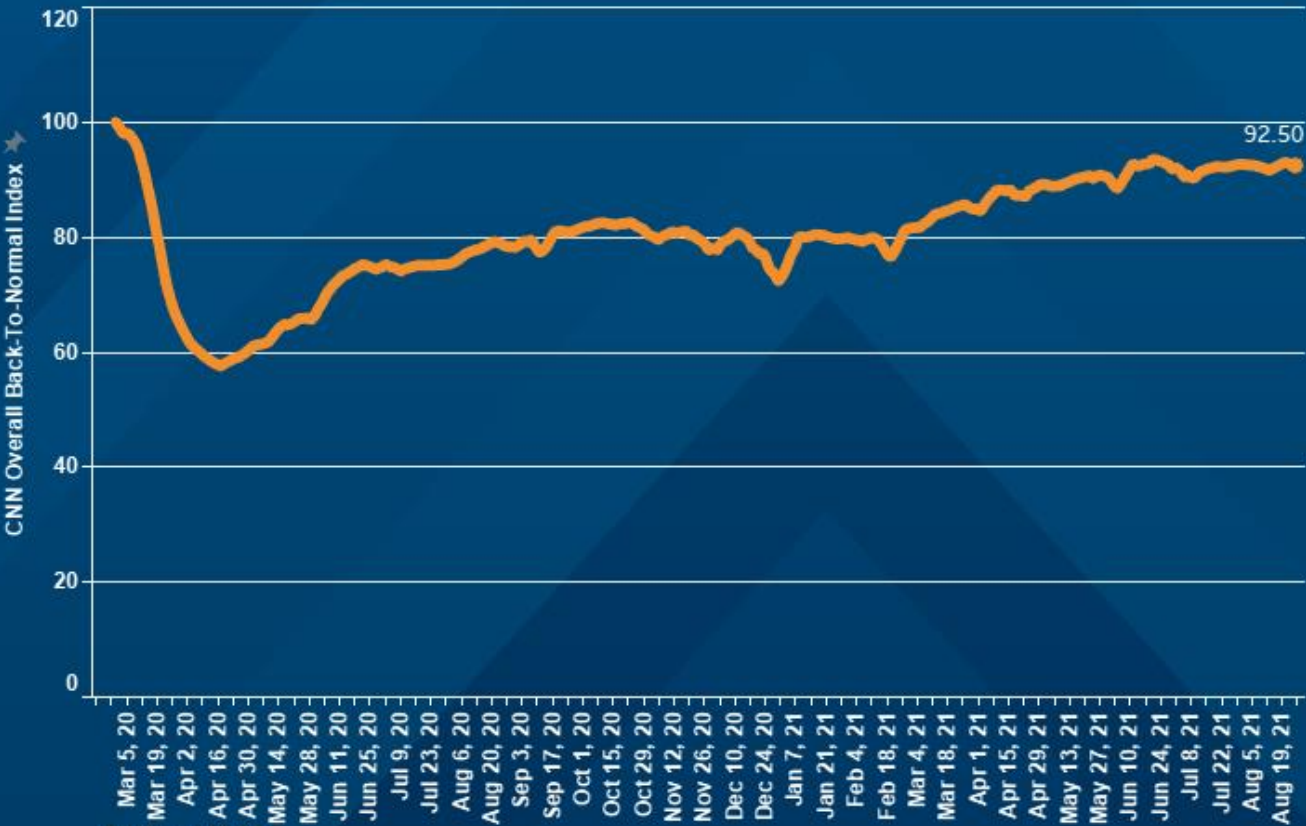
CONTINUING CLAIMS AT 2.9 MILLION NATIONALLY



ACTIVITY FELL LAST WEEK BUT FULLY RECOVERED IN SEVERAL STATES

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

Data as of August 30, 2021



THE WAY
FORWARD

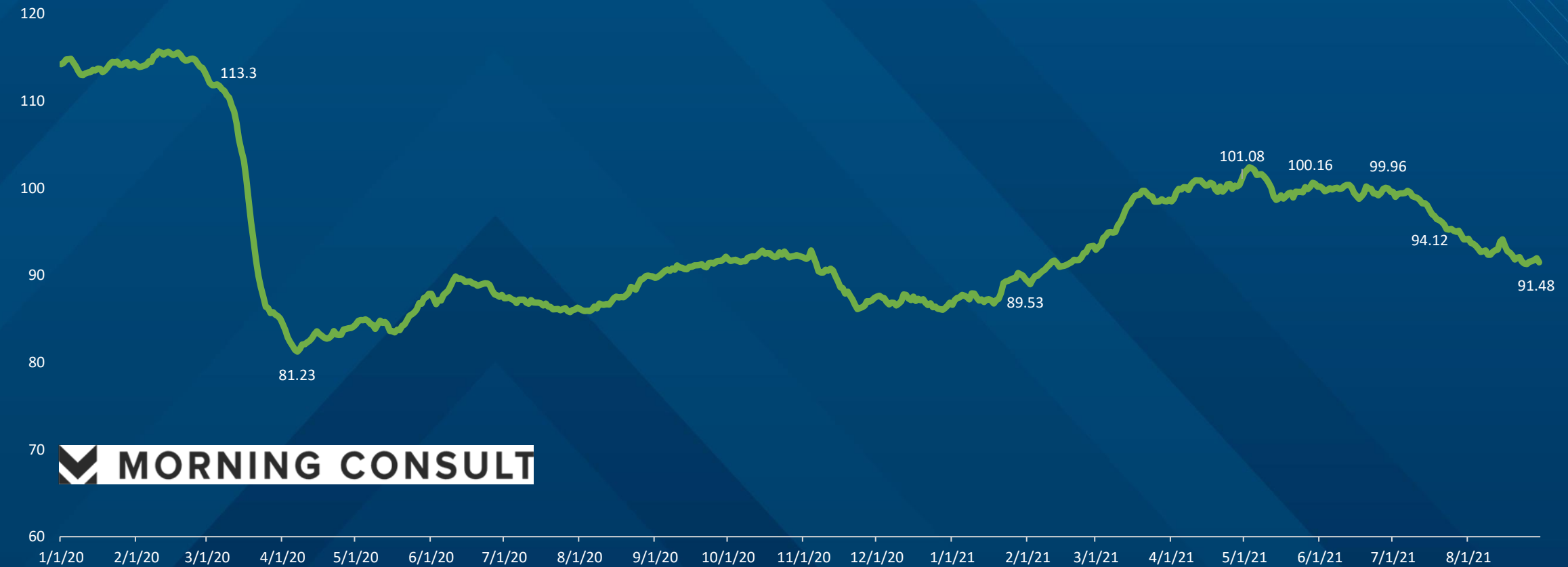
Driven by COX AUTOMOTIVE

Source: Moody's Analytics and CNN Business

CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 19.3% since February 29, 2020

ICS Value (7-Day Average)



MORNING CONSULT

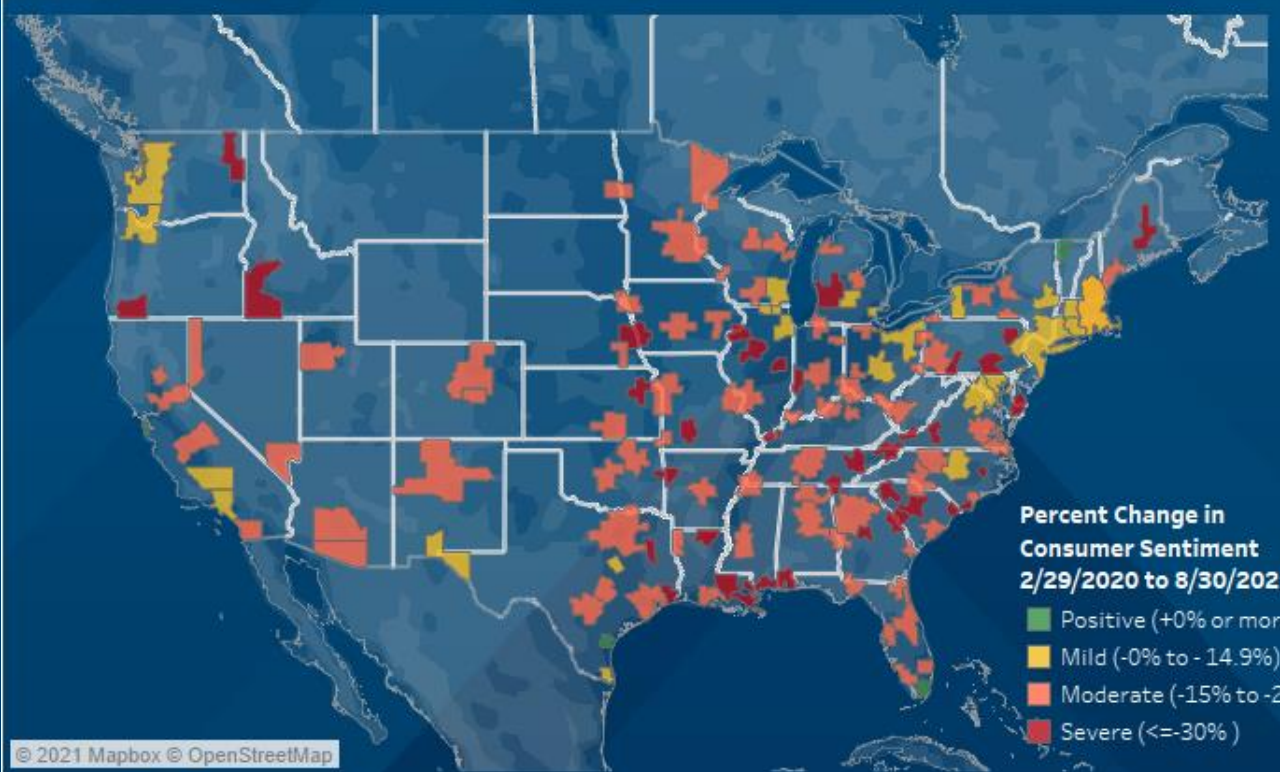
THE WAY
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Driven by COX AUTOMOTIVE

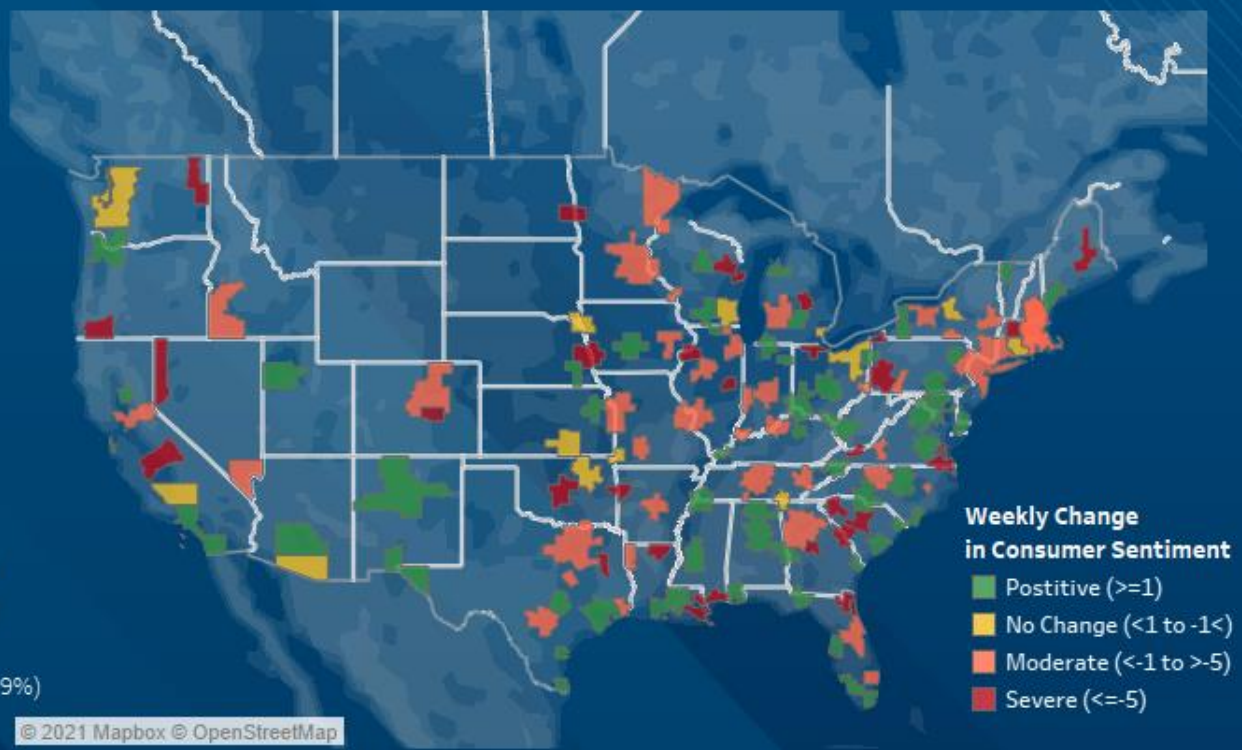
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



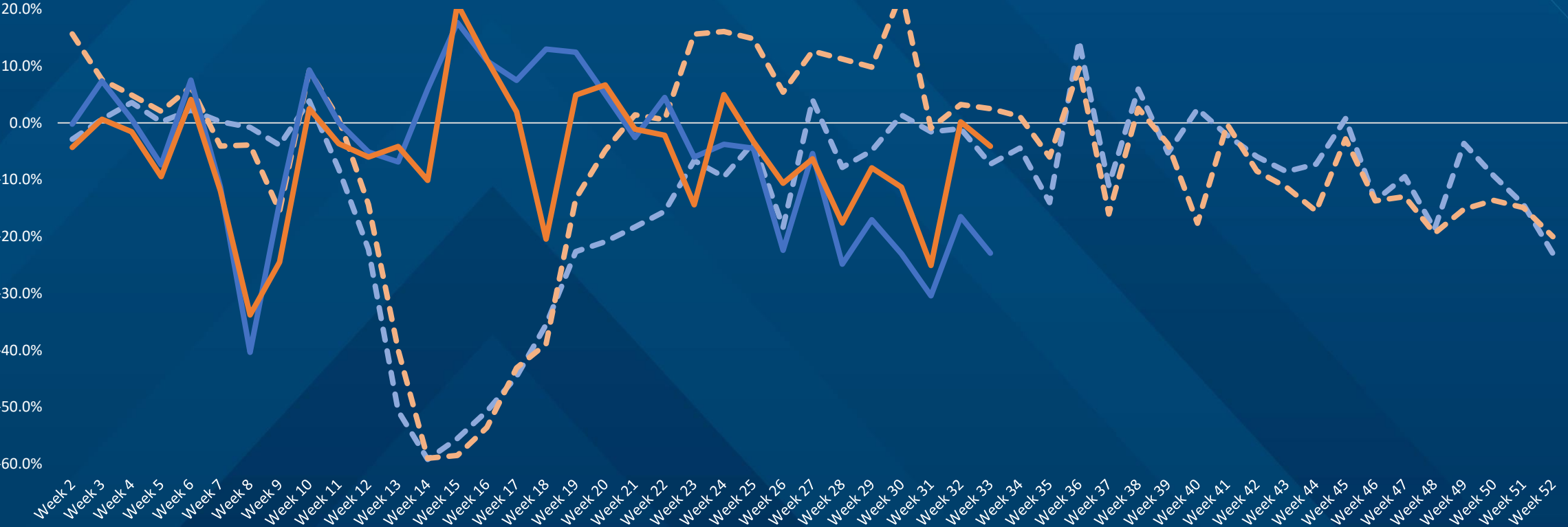
Since August 23, 2021



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

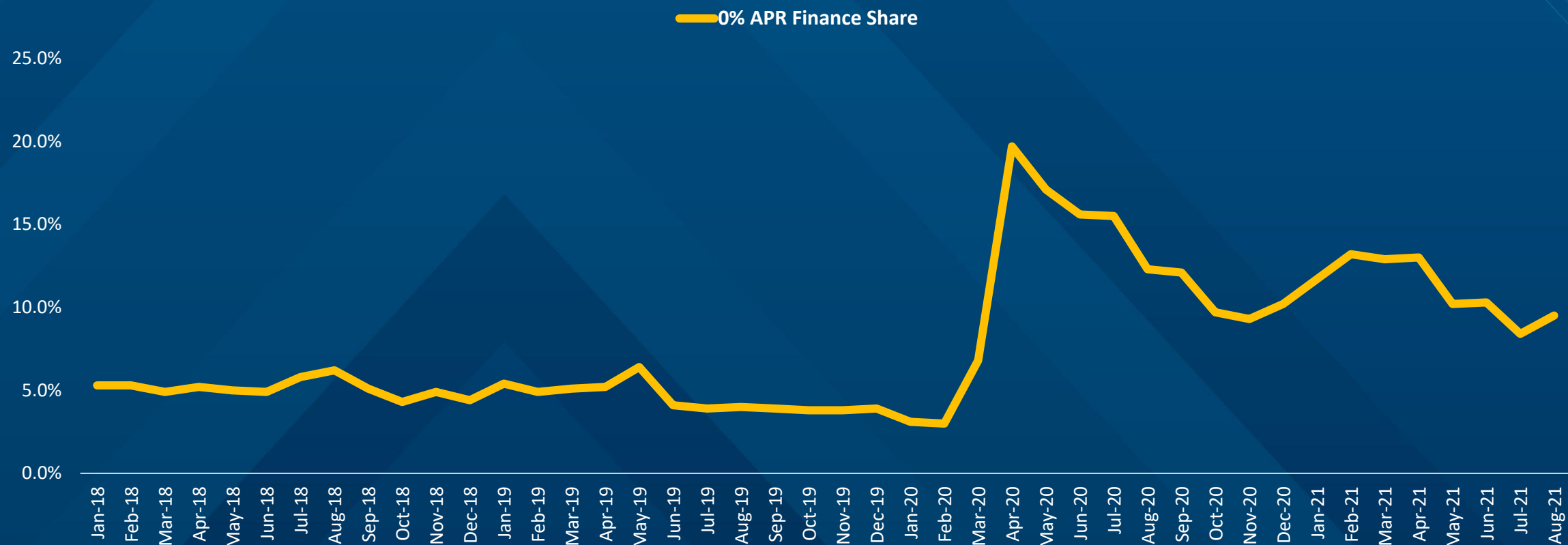


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

ZERO PERCENT FINANCING UP TO END AUGUST



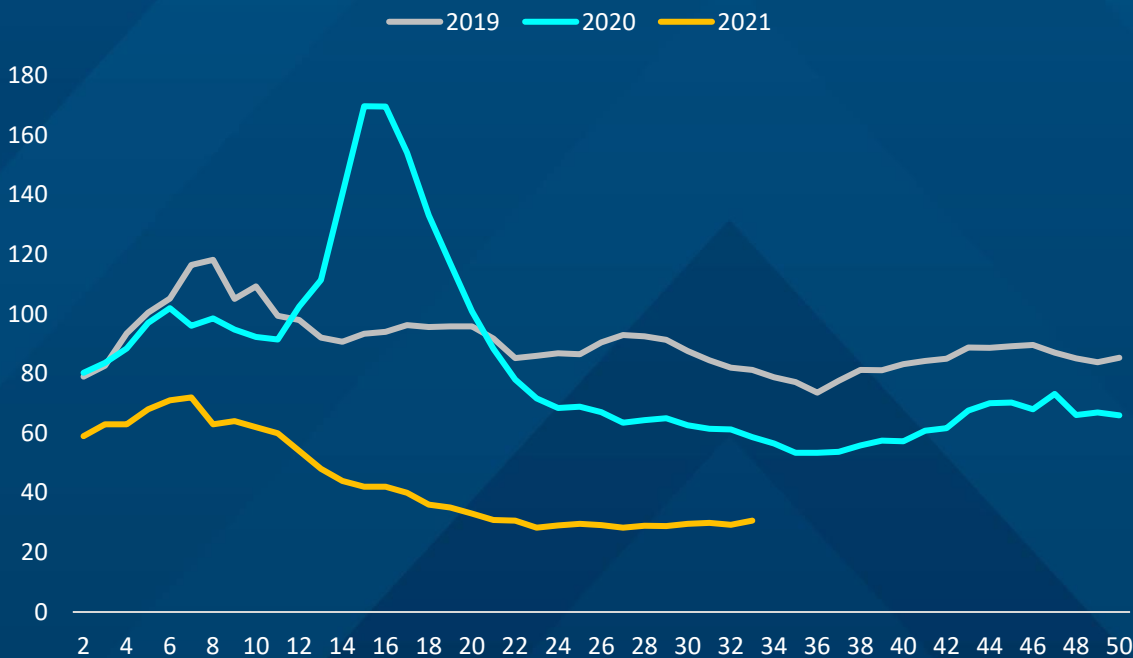
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

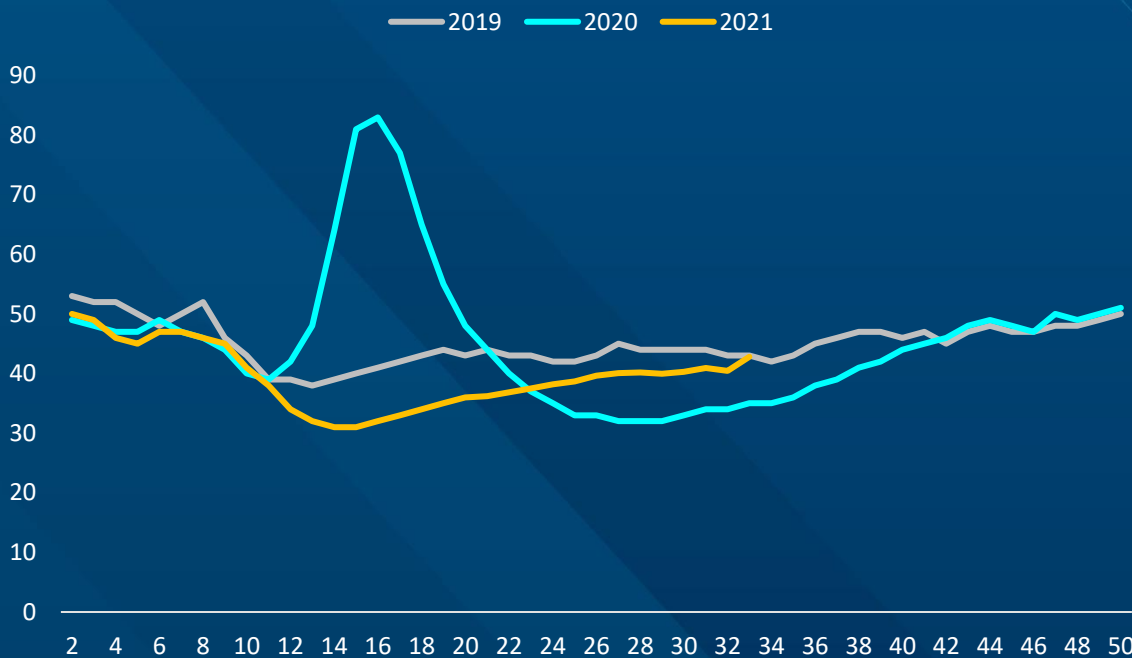
Source: Cox Automotive

USED SUPPLY INCHING CLOSER TO NORMAL

New Days' Supply



Used Days' Supply



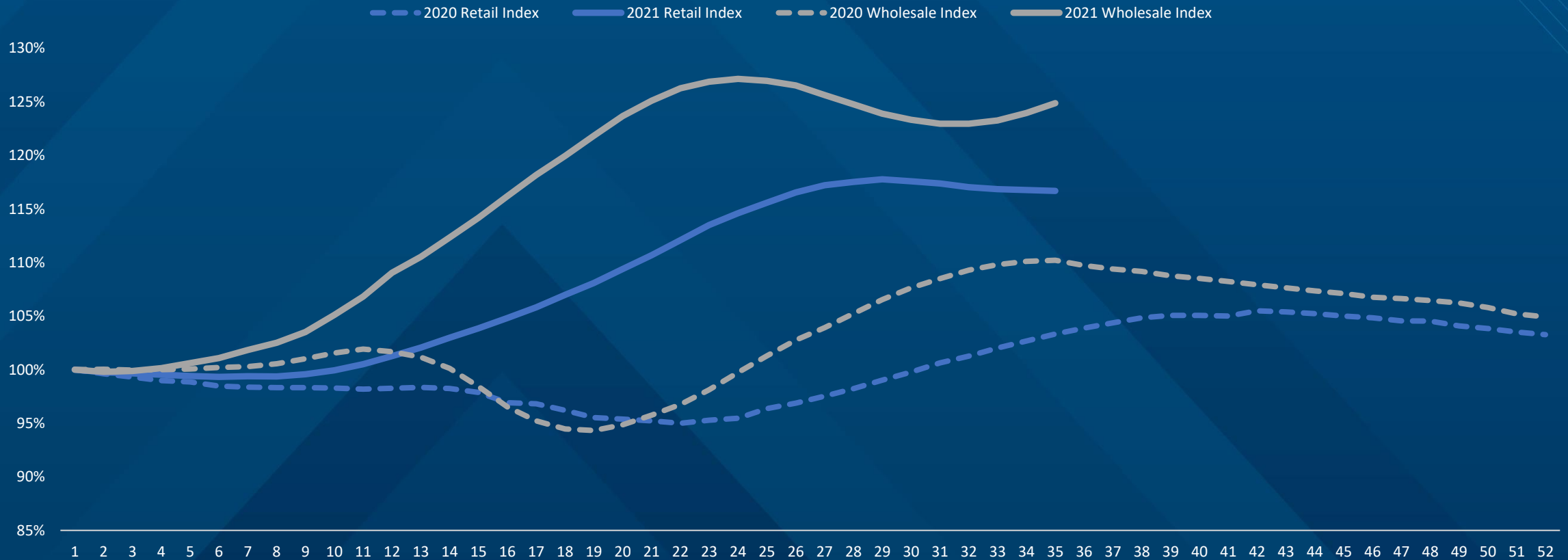
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

WHOLESALE USED PRICES INCREASING AGAIN

MY 2018 Retail and Wholesale Price Index



THE WAY
FORWARD

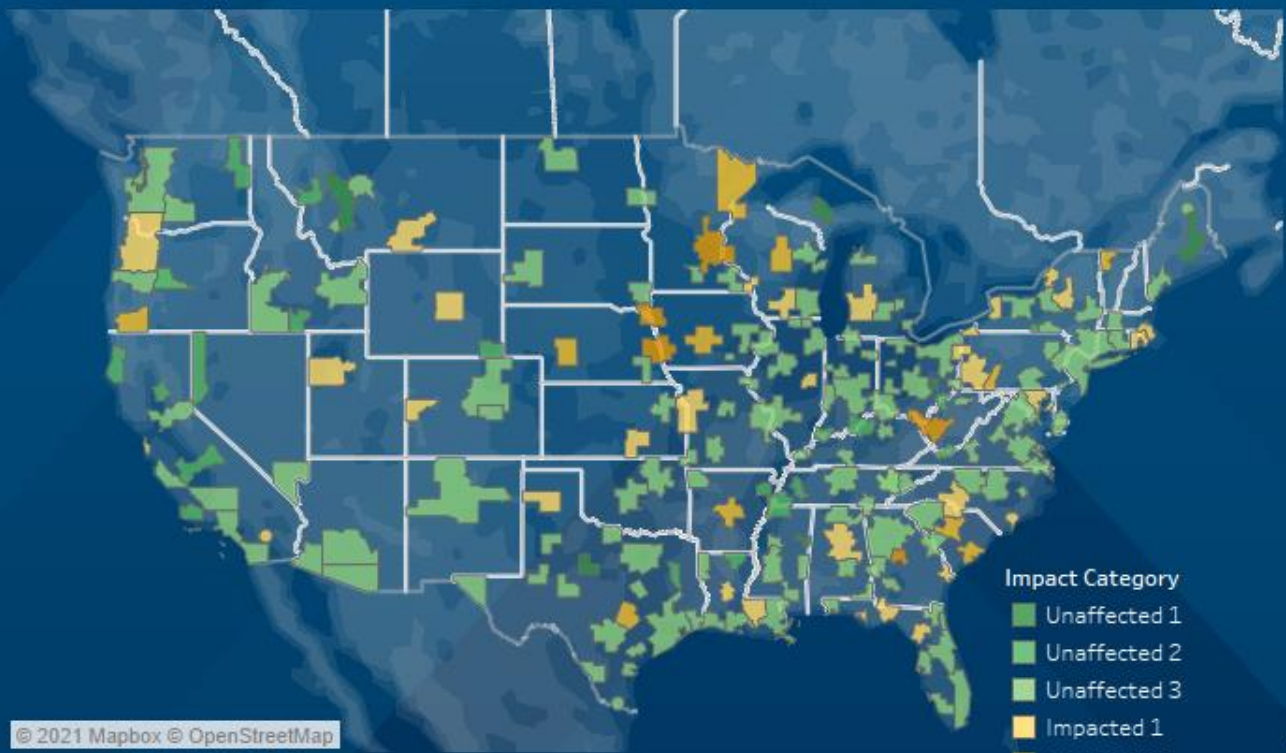
Driven by COX AUTOMOTIVE

Source: Cox Automotive

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

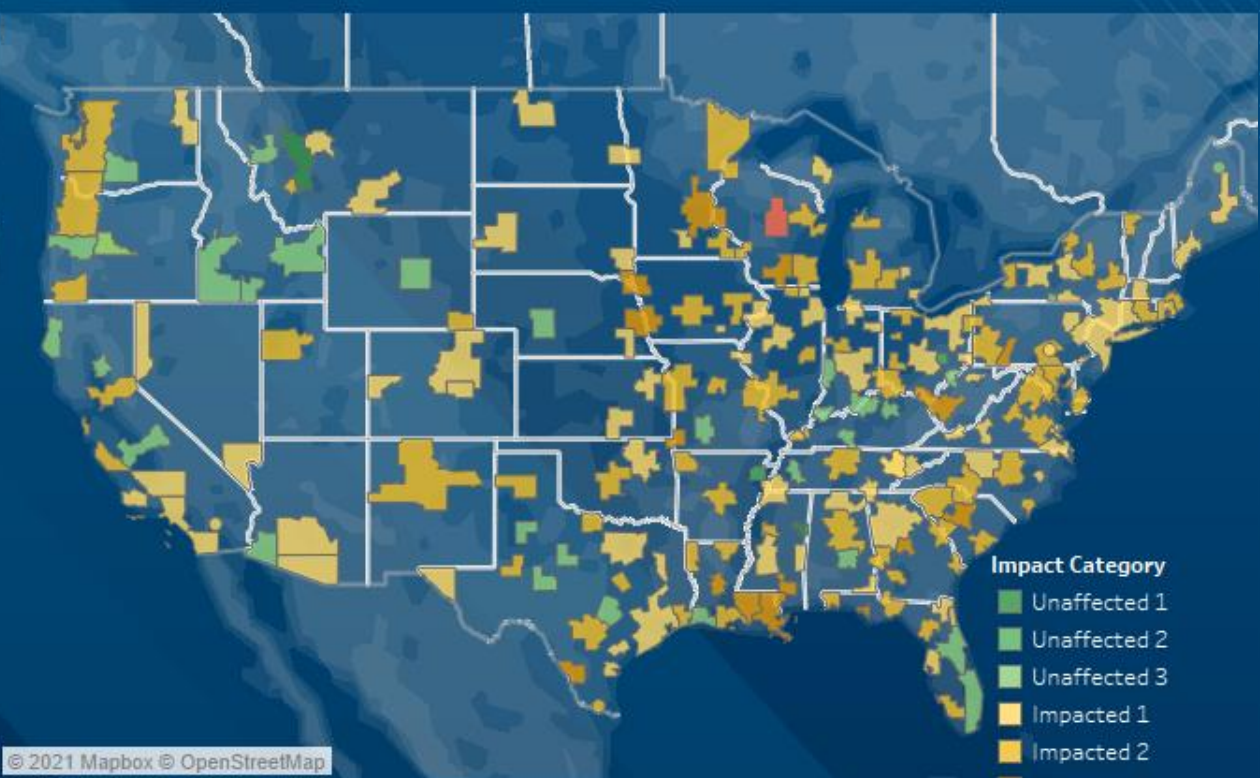
March 29, 2021 (vs same-week 2019)

August 29, 2021 (vs same-week 2019)



THE WAY
FORWARD

Driven by COX AUTOMOTIVE



Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Through Sunday, leads so far in August on Autotrader were down 14% y/y and on Kelley Blue Book were up 16%; compared to 2019, both were up. Leads have declined so far in August from July on Autotrader but have increased on Kelley Blue Book.
- Dealertrack unique credit applications on same-store basis were down 15% y/y and down 32% against 2019 last week, and the weekly trend declined as a result of weakness in new.
- Xtime saw completed service appointments down 2% y/y last week; against 2019, appointments completed were down 12%, and the weekly trend improved slightly.

Cox AUTOMOTIVE

