

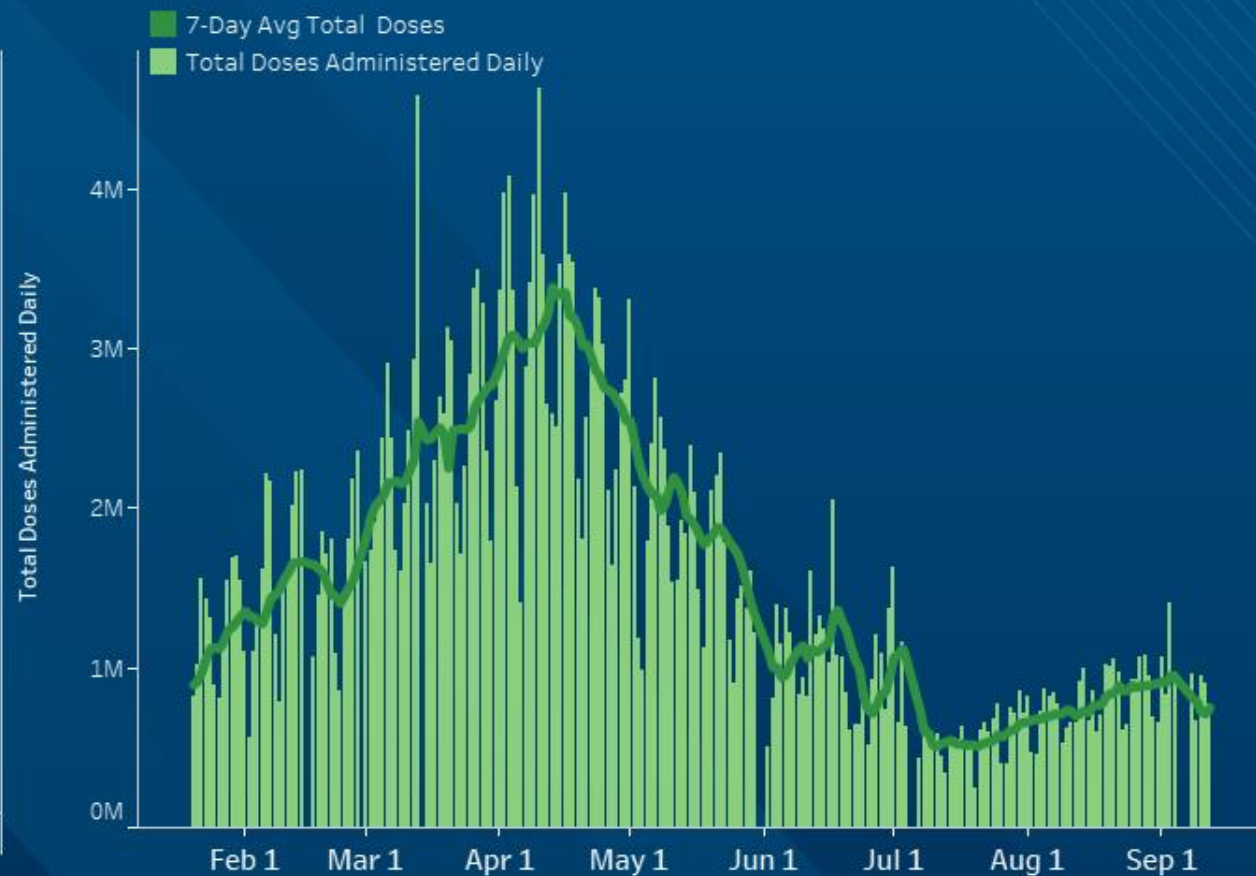
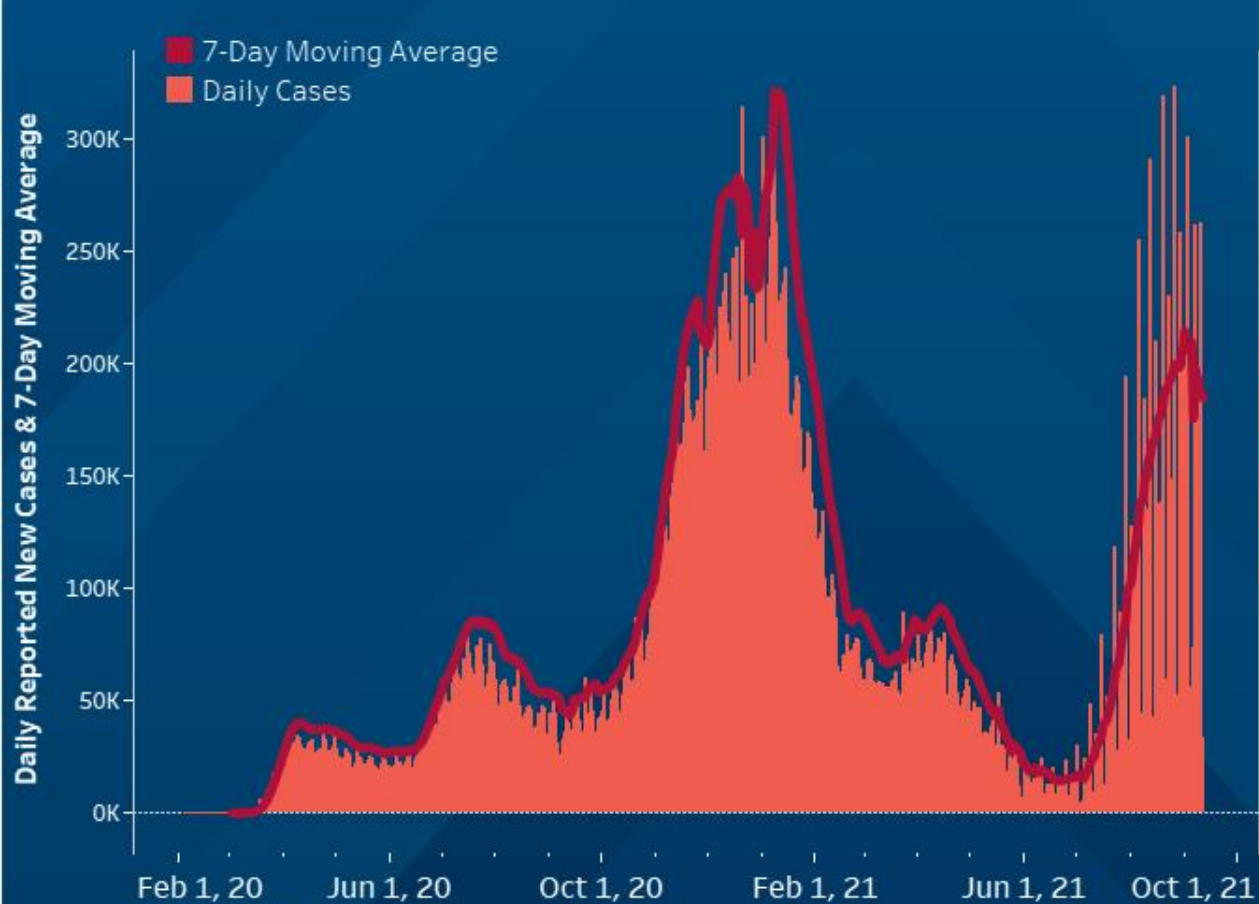
August September 14, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

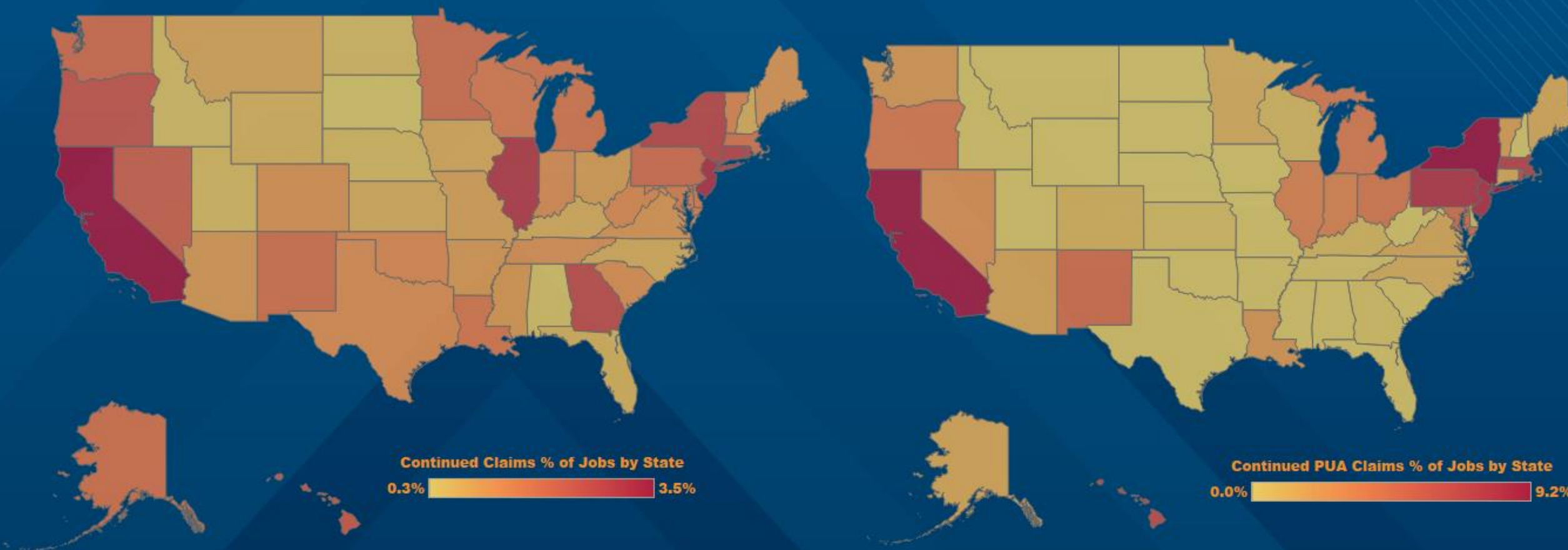


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

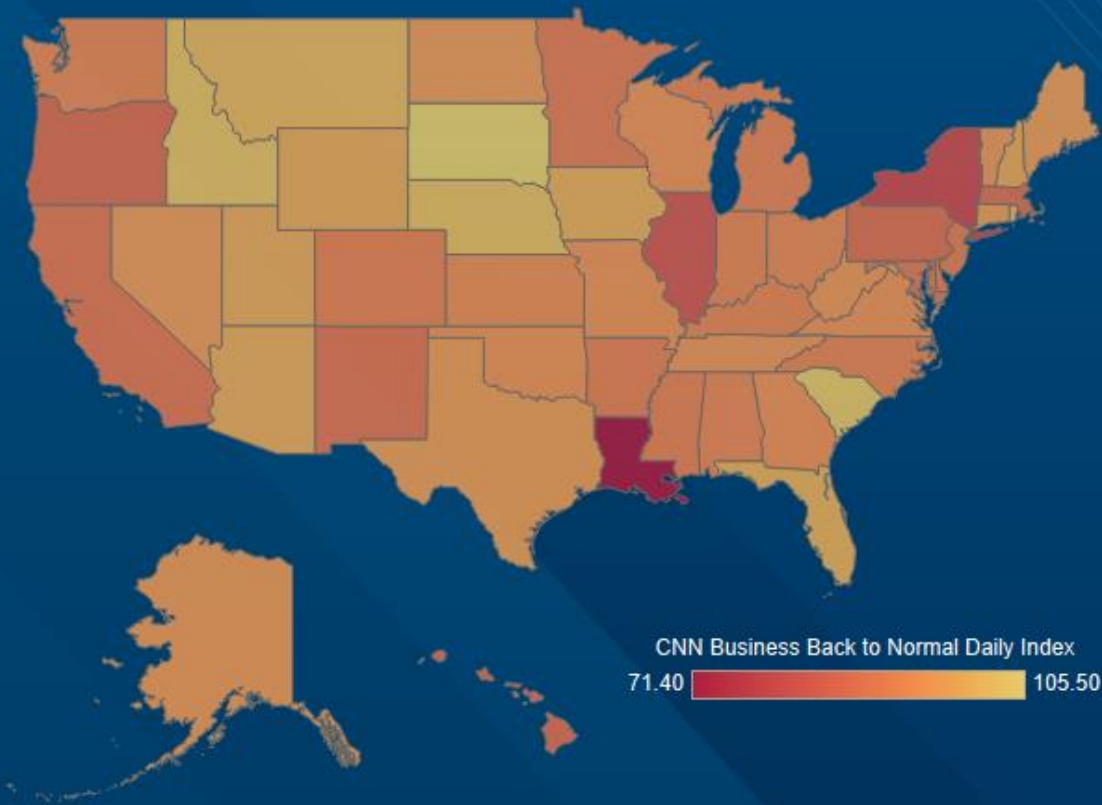
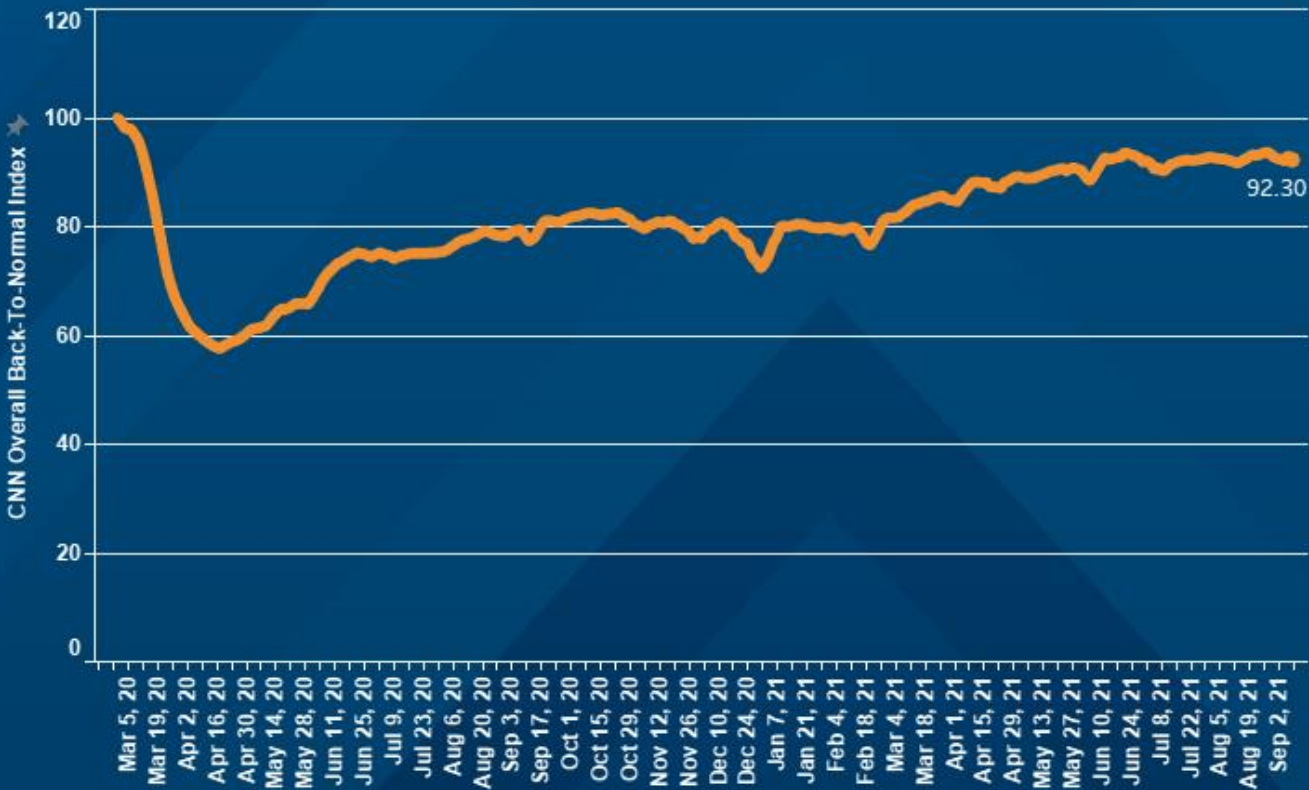
CONTINUING CLAIMS AT 2.8 MILLION NATIONALLY



ACTIVITY FELL LAST WEEK BUT FULLY RECOVERED IN 7 STATES

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

Data as of September 13, 2021



THE WAY
FORWARD

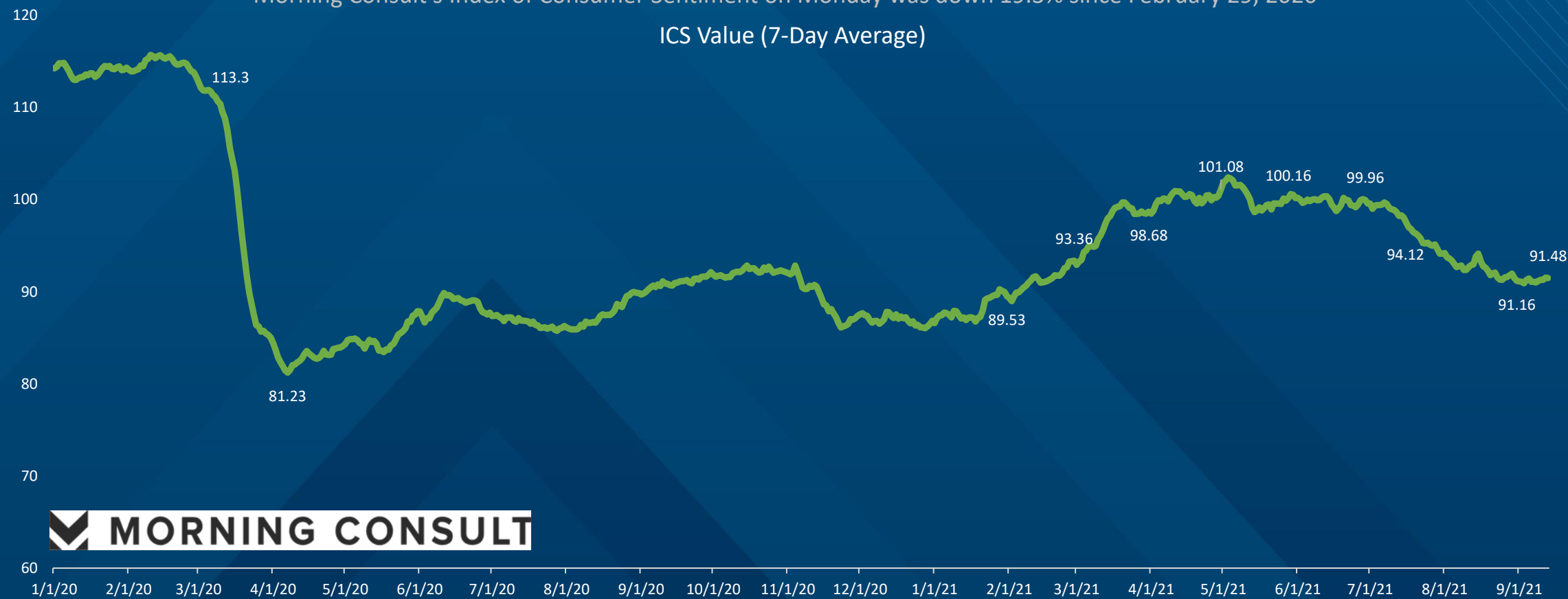
Driven by COX AUTOMOTIVE

Source: Moody's Analytics and CNN Business

CONSUMER SENTIMENT IMPROVED LAST WEEK

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

ICS Value (7-Day Average)



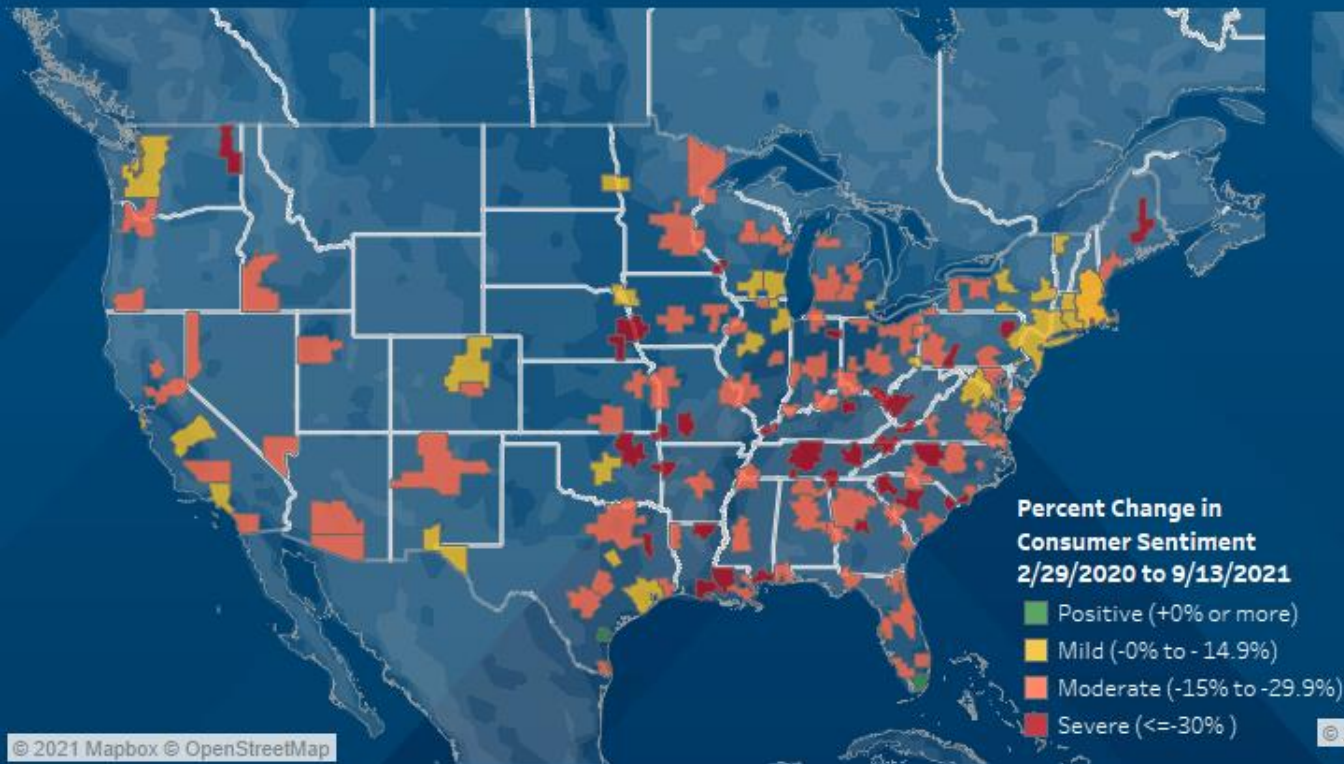
THE WAY
FORWARD

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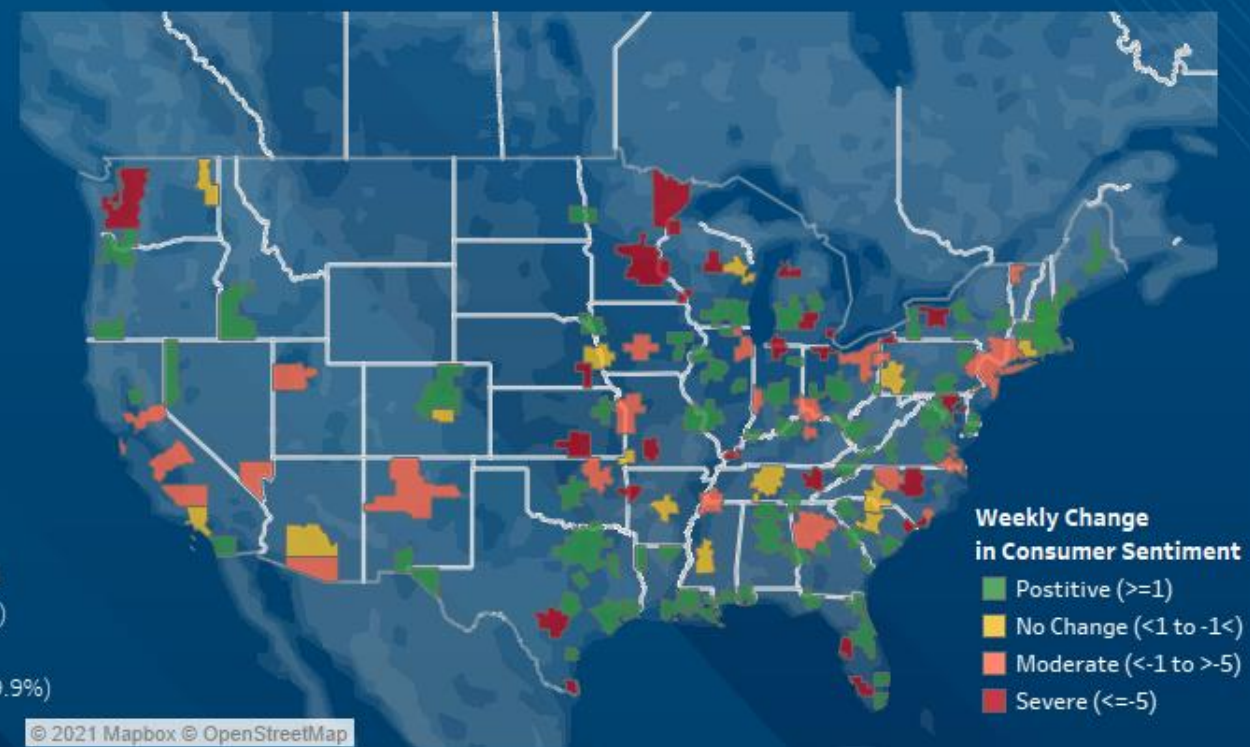
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since September 6, 2021



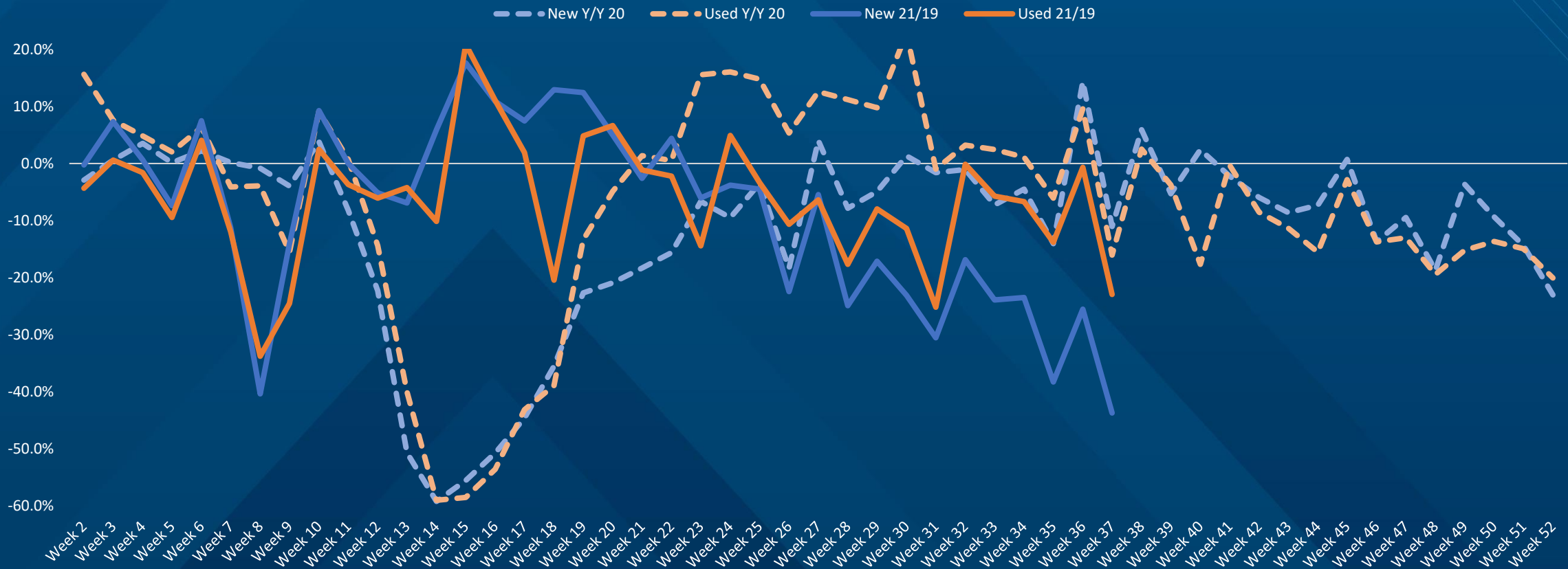
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

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

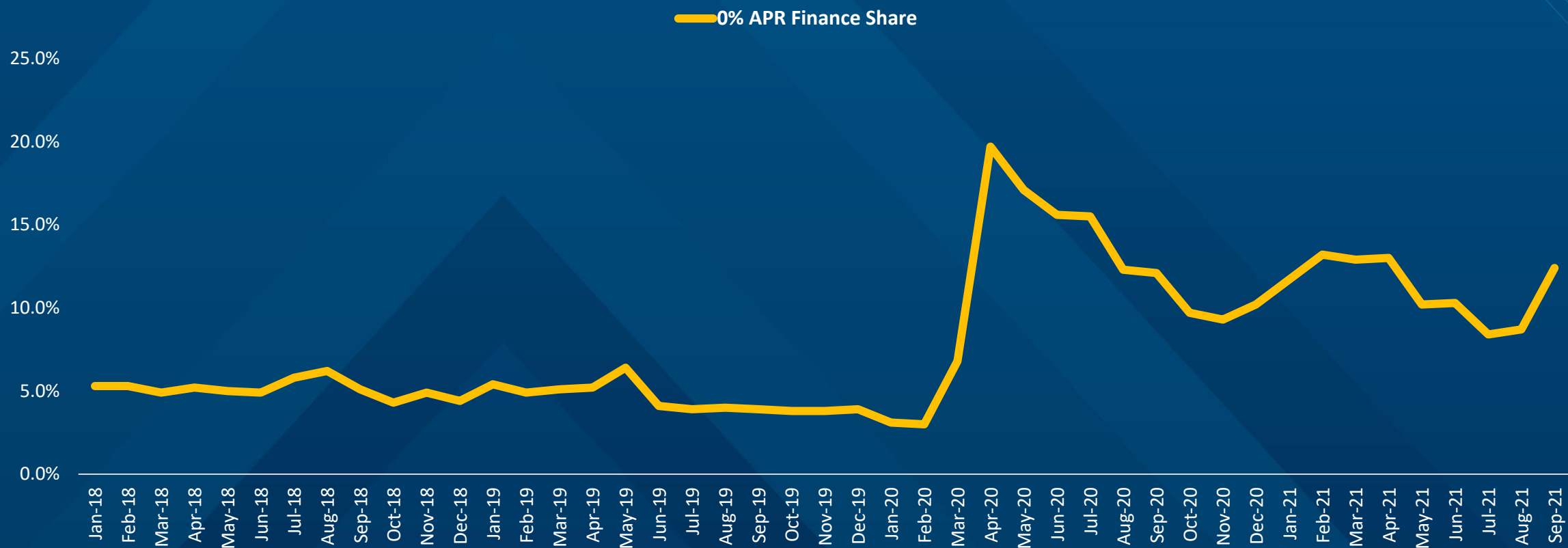


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

ZERO PERCENT FINANCING UP TO START SEPTEMBER



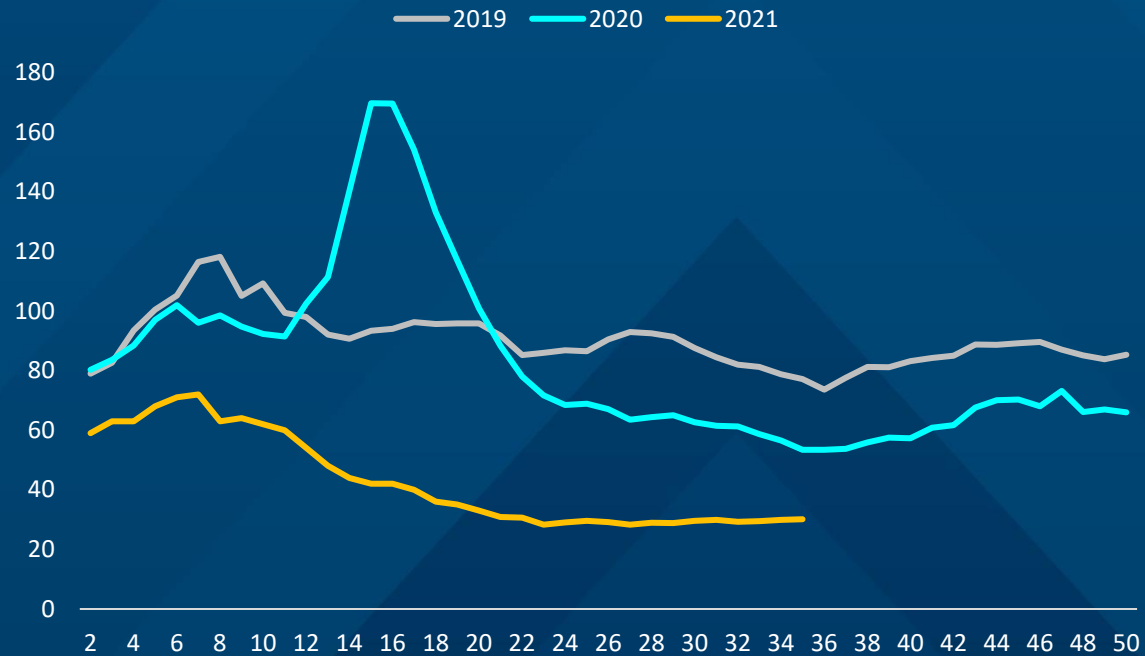
THE WAY
FORWARD

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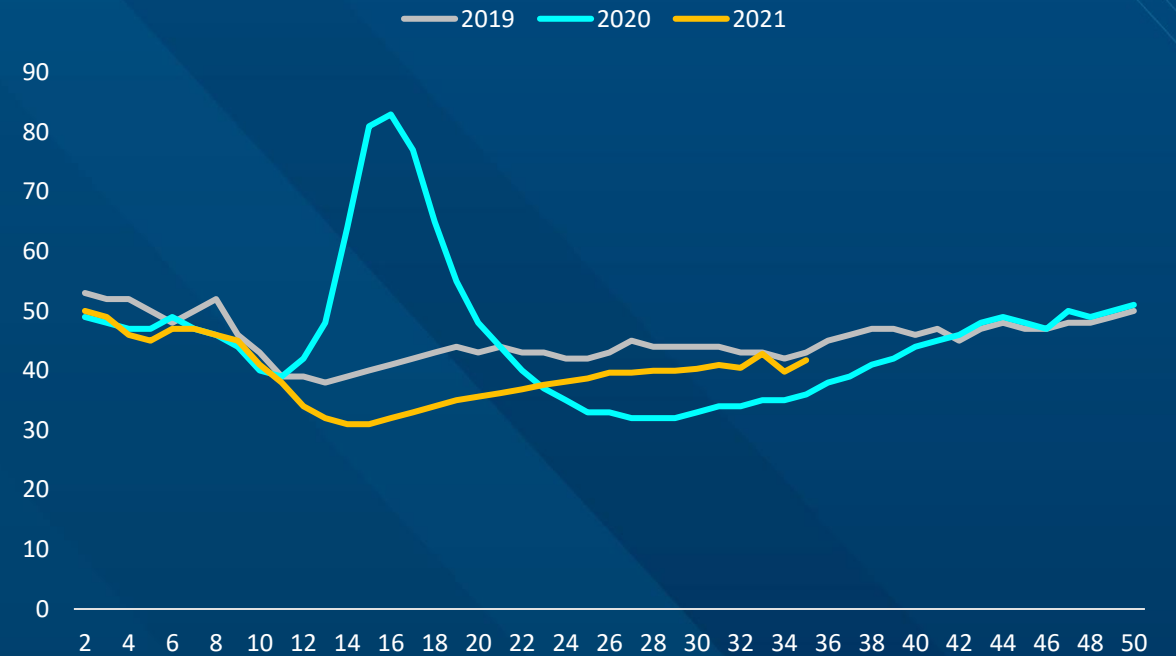
Source: Cox Automotive

USED SUPPLY INCHING CLOSER TO NORMAL

New Days' Supply



Used Days' Supply

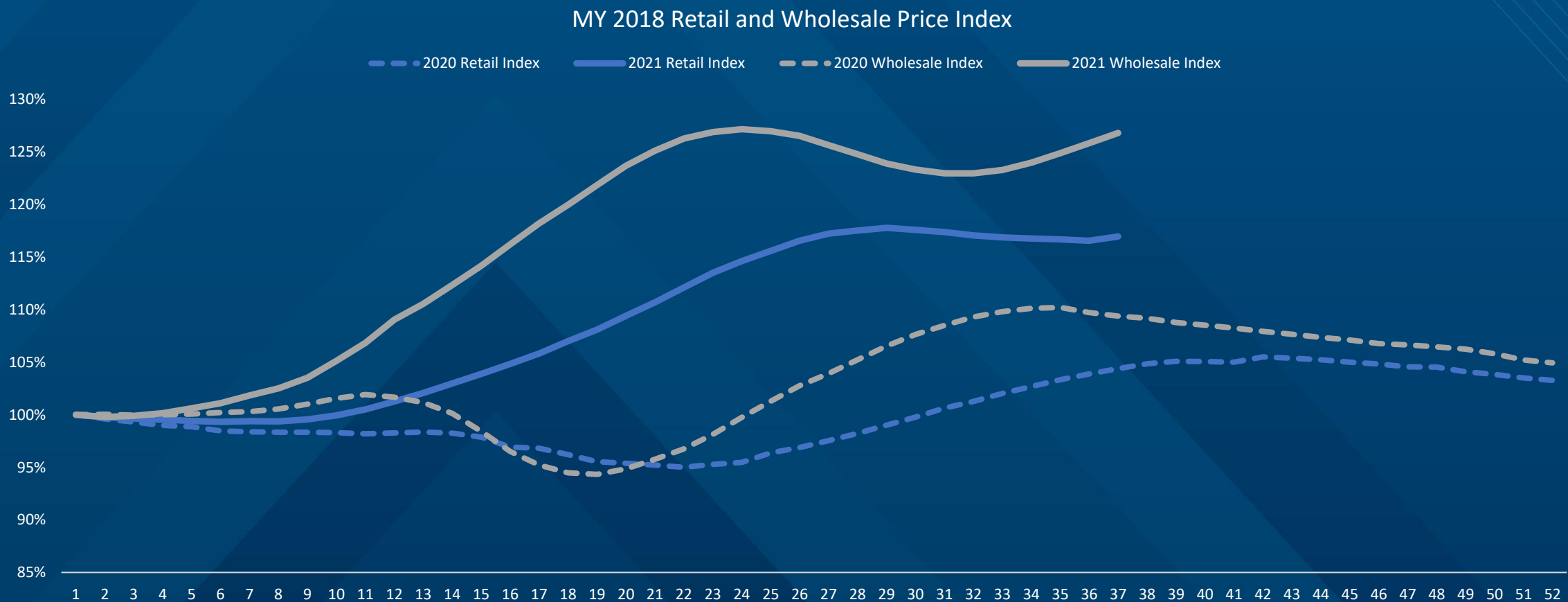


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

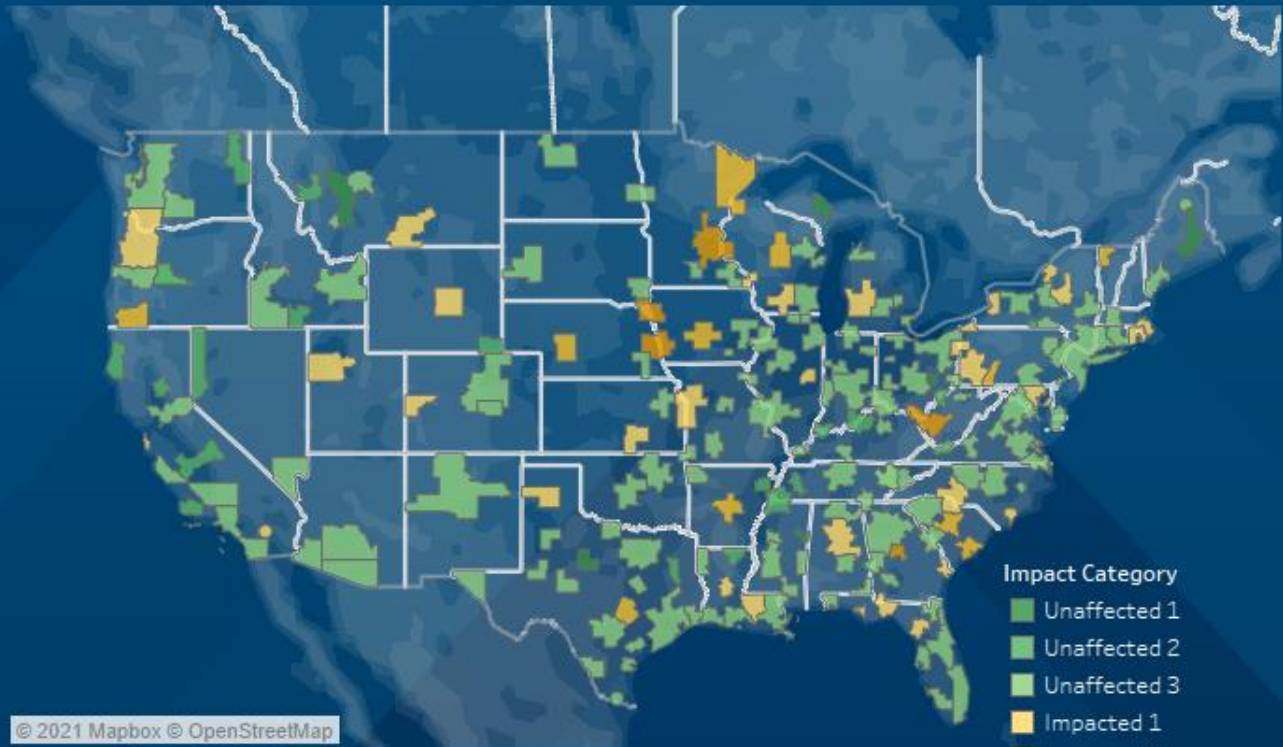
RETAIL USED PRICES INCREASING AGAIN



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

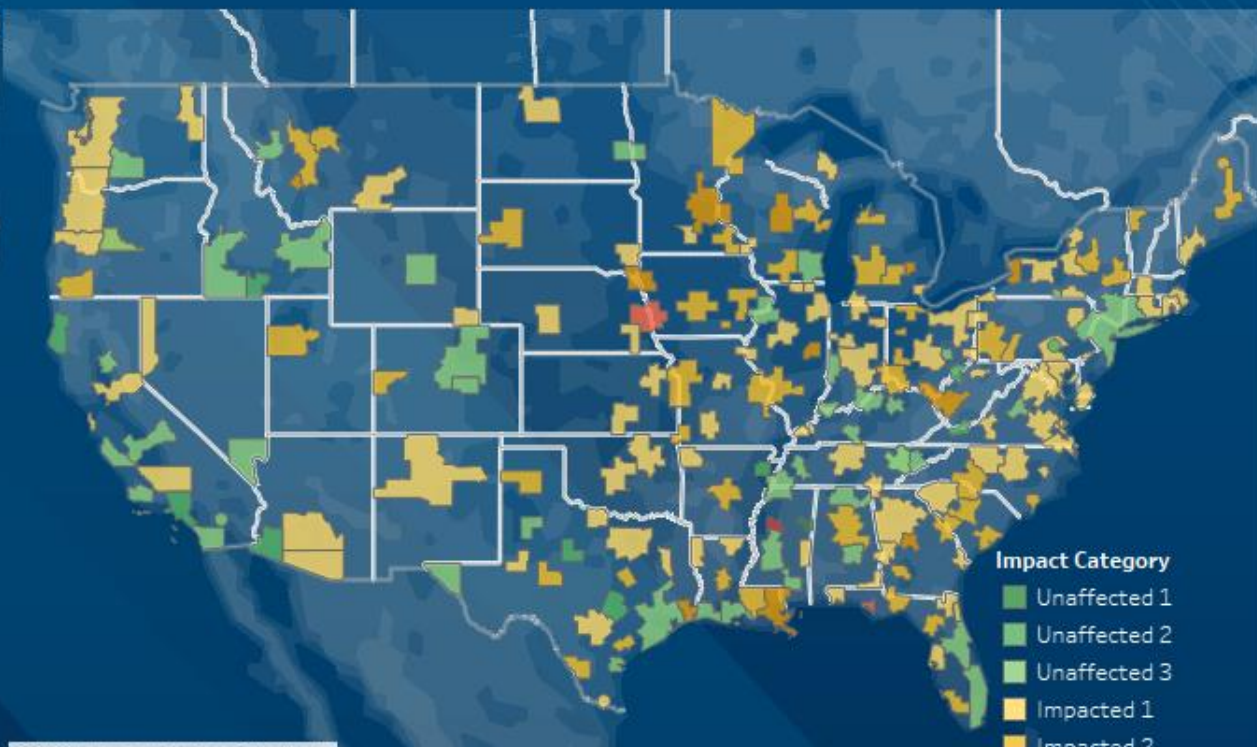
March 29, 2021 (vs same-week 2019)

August 29, 2021 (vs same-week 2019)



THE WAY
FORWARD

Driven by COX AUTOMOTIVE



- Impact Category
- Unaffected 1
 - Unaffected 2
 - Unaffected 3
 - Impacted 1
 - Impacted 2
 - Impacted 3
 - Severely Impacted 1
 - Severely Impacted 2

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Through Sunday, leads so far in September on Autotrader were down 11% y/y and on Kelley Blue Book were up 1%; compared to 2019, both were up. Leads have declined so far in September from August on both sites.
- Dealertrack unique credit applications on same-store basis were down 10% y/y and down 24% against 2019 last week, and the weekly trend declined as a result of the timing of Labor Day.
- Xtime saw completed service appointments down 4% y/y last week; against 2019, appointments completed were down 25%, and the weekly trend declined but was also impacted by Labor Day.

— COX AUTOMOTIVE —

