

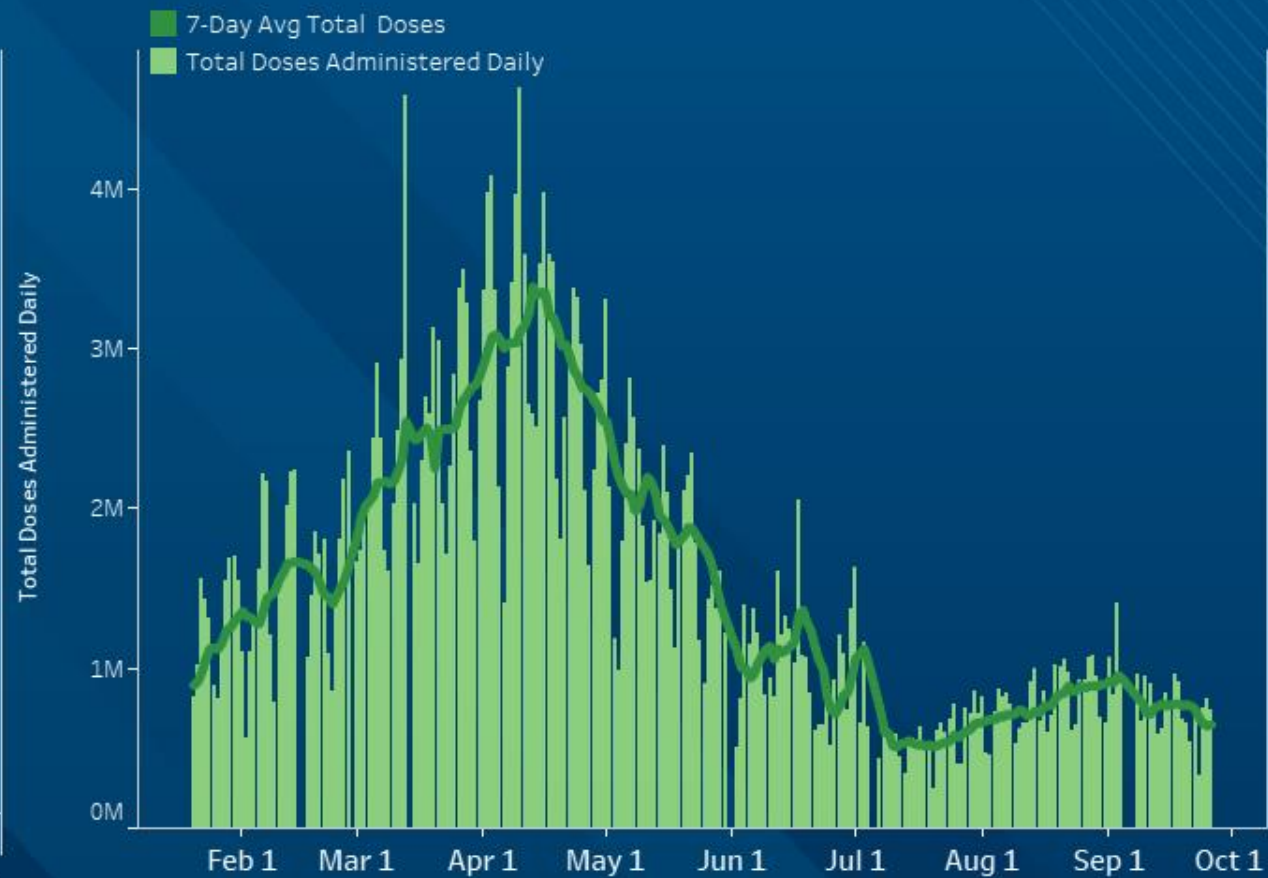
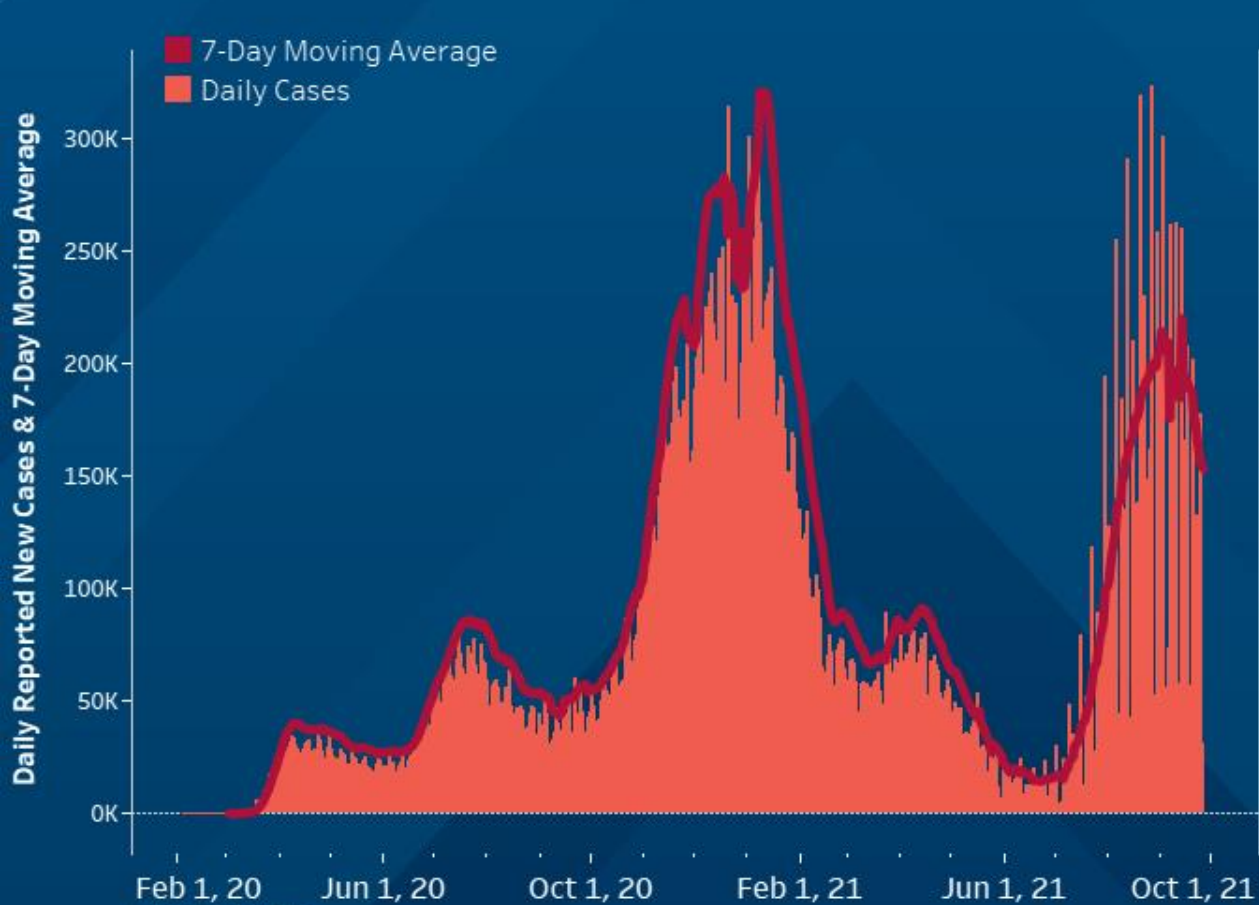
August September 28, 2021

# COX AUTOMOTIVE AUTO MARKET REPORT

*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS

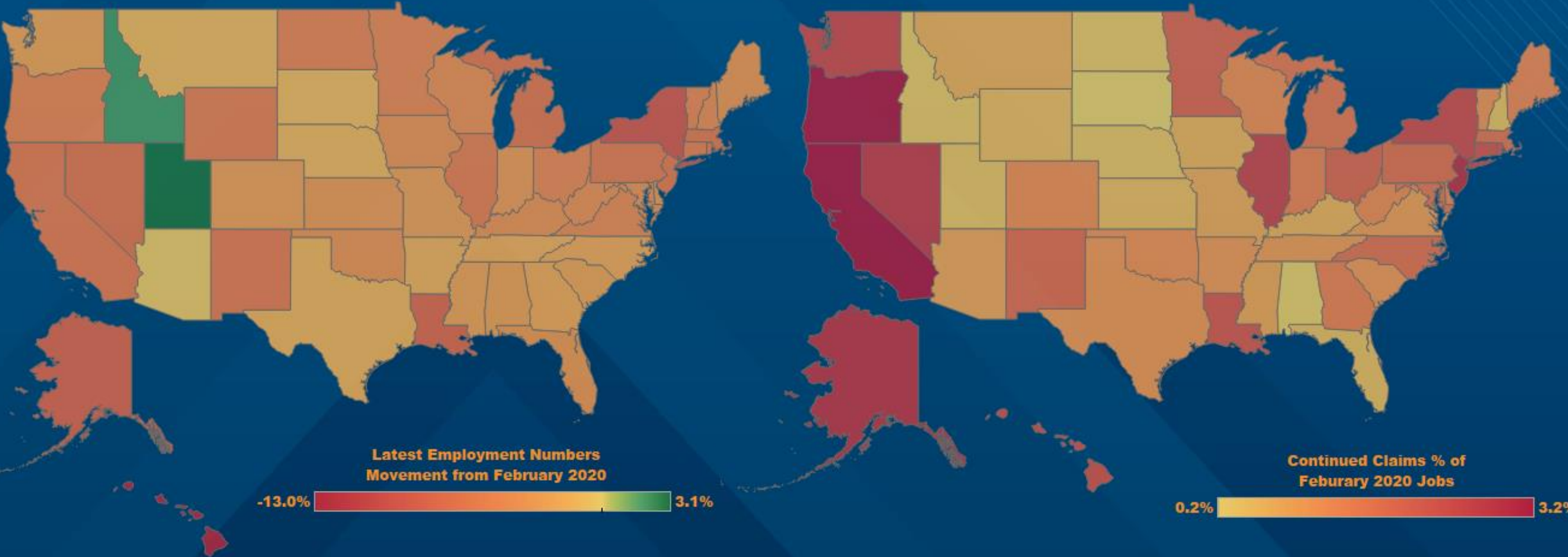


THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# CONTINUING CLAIMS AT 2.8 MILLION NATIONALLY

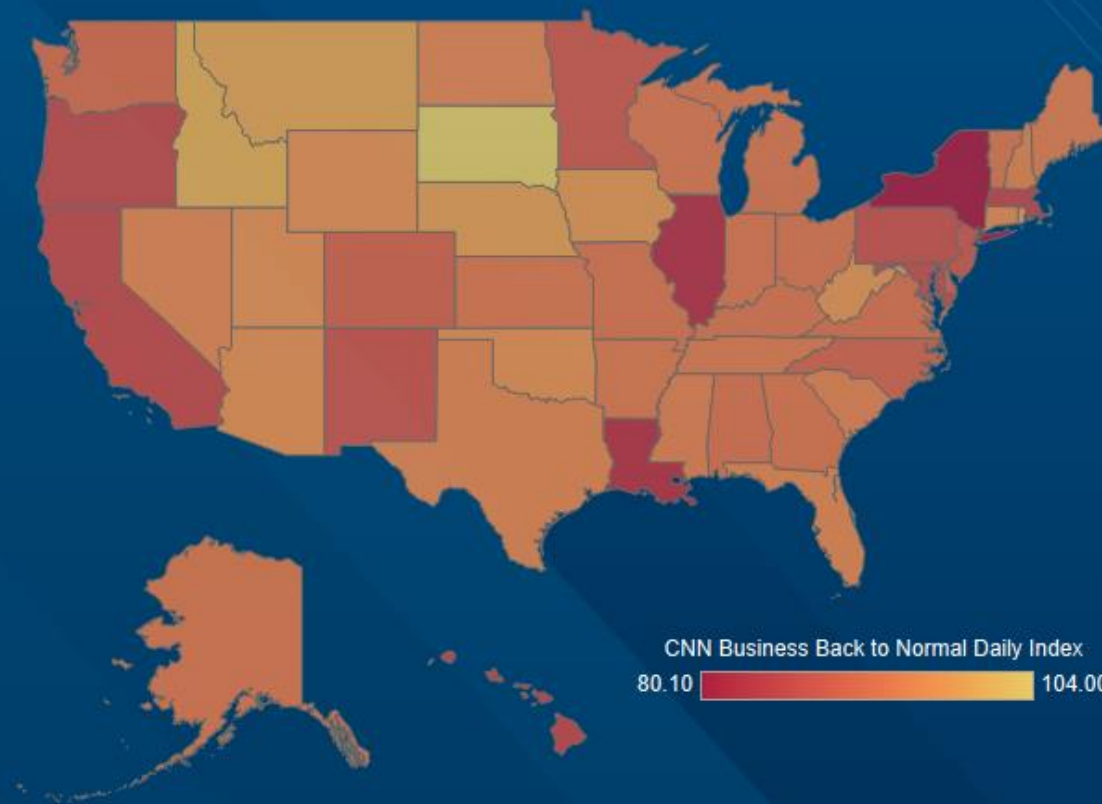




# ACTIVITY IMPROVED LAST WEEK

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

Data as of September 27, 2021



THE WAY  
FORWARD

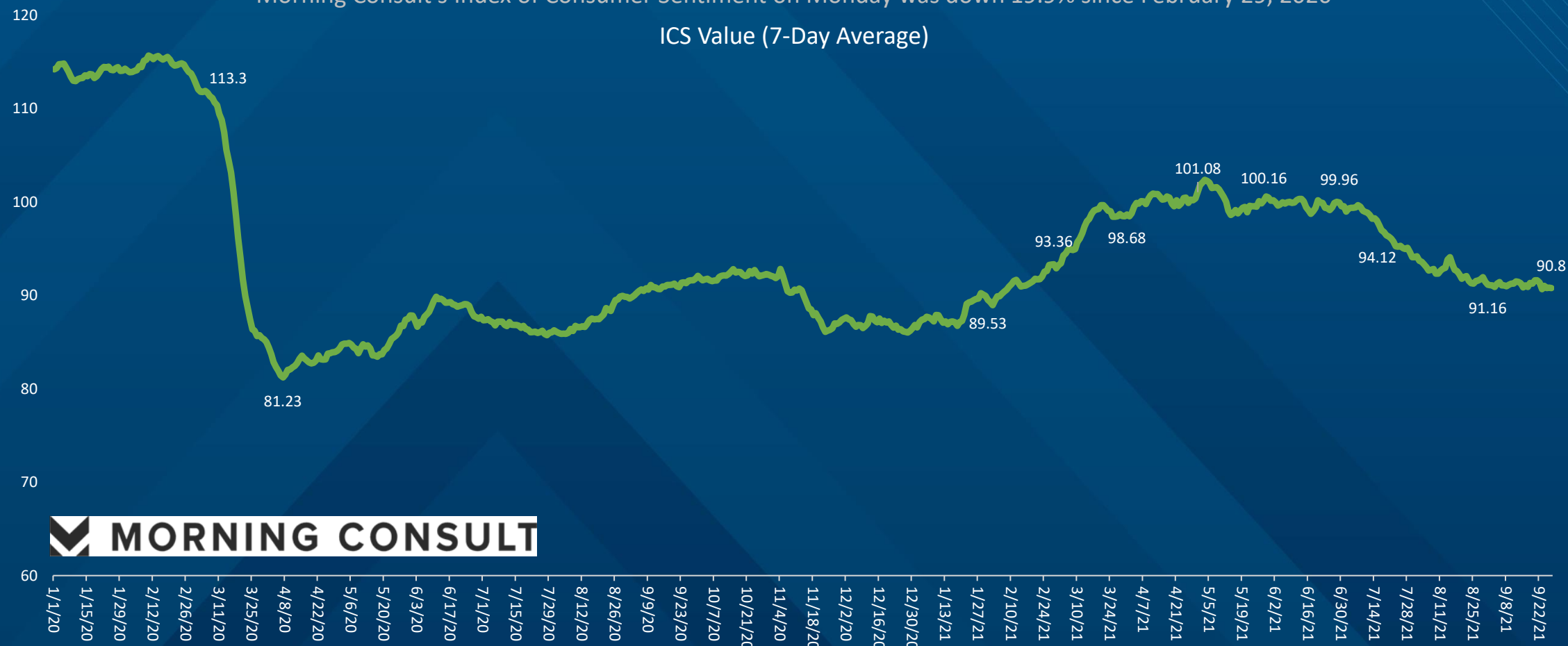
Driven by COX AUTOMOTIVE

Source: Moody's Analytics and CNN Business

# CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 19.9% since February 29, 2020

ICS Value (7-Day Average)



THE WAY  
FORWARD

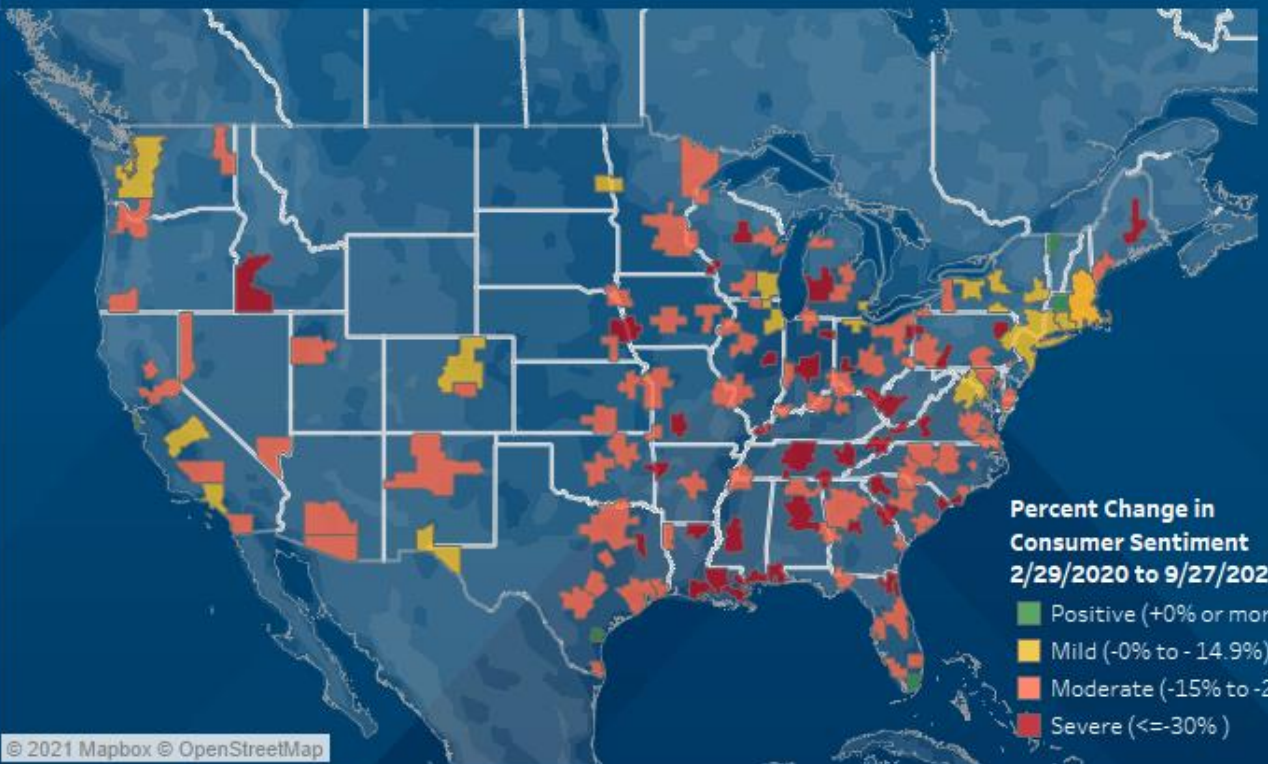
Driven by COX AUTOMOTIVE

Source: Morning Consult

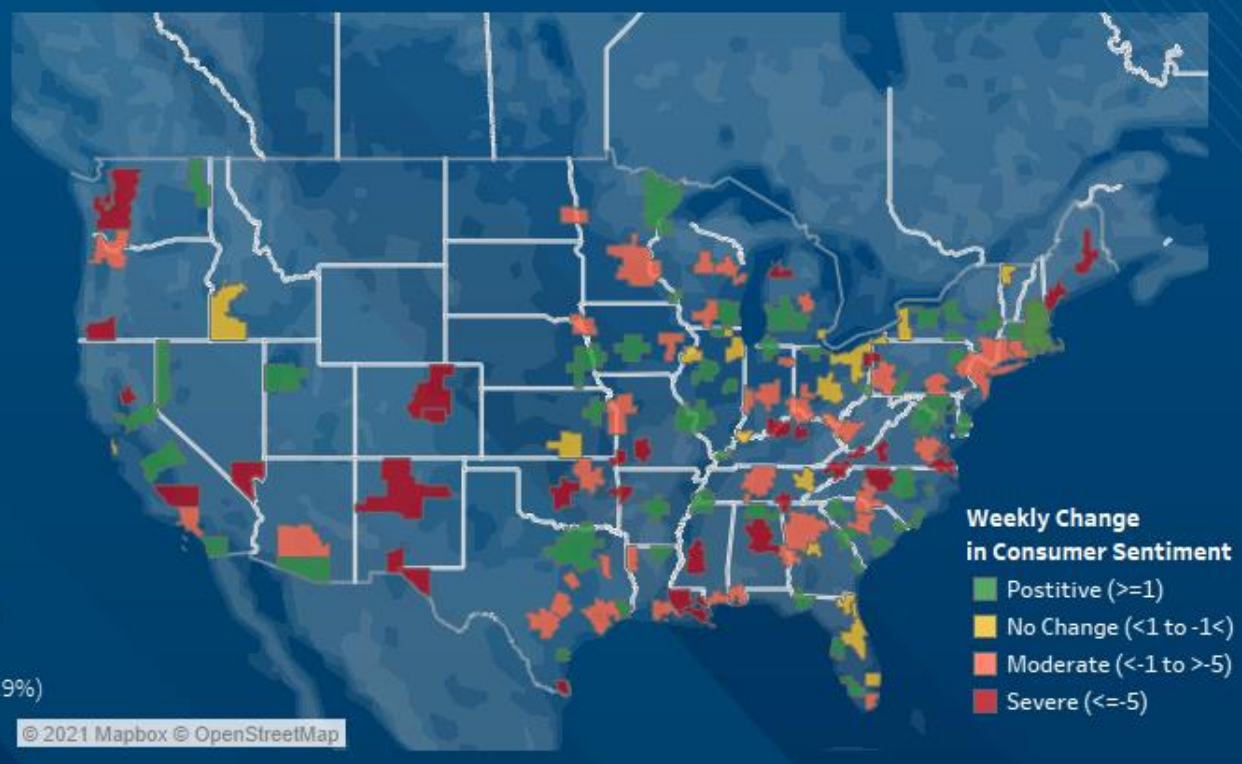


# SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020

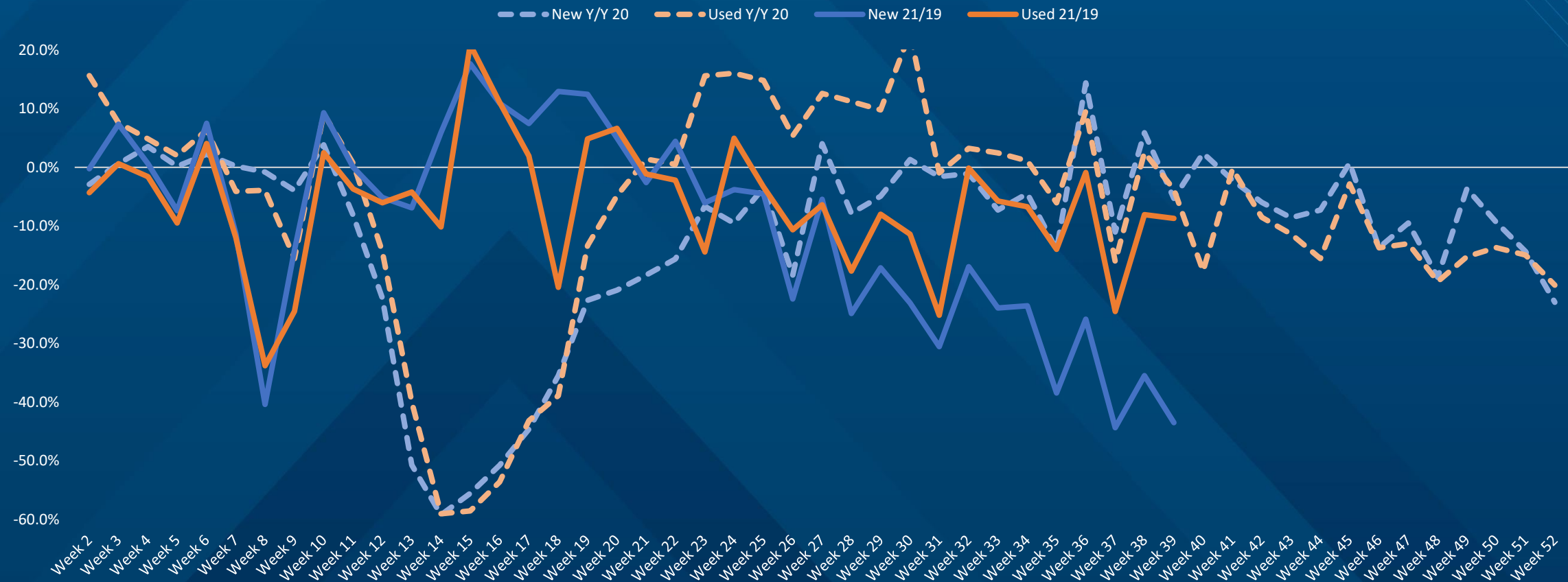


Since September 20, 2021



# RETAIL SALES ESTIMATES

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

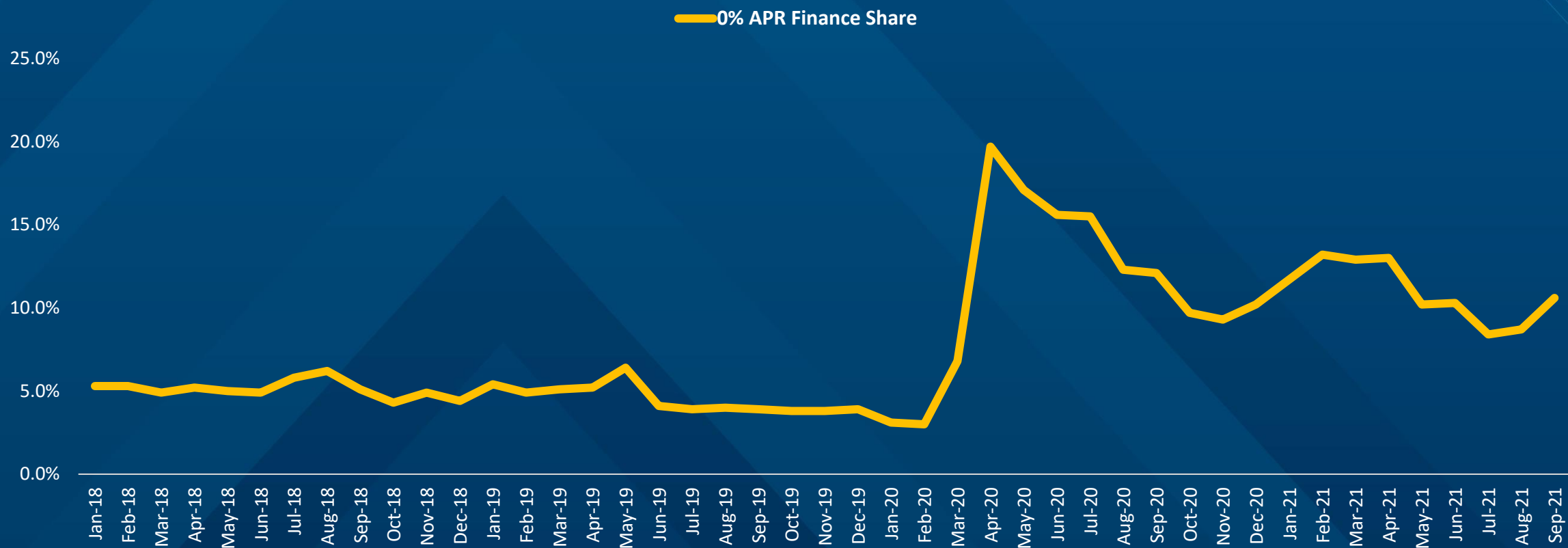


THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# ZERO PERCENT FINANCING UP IN SEPTEMBER



THE WAY  
FORWARD

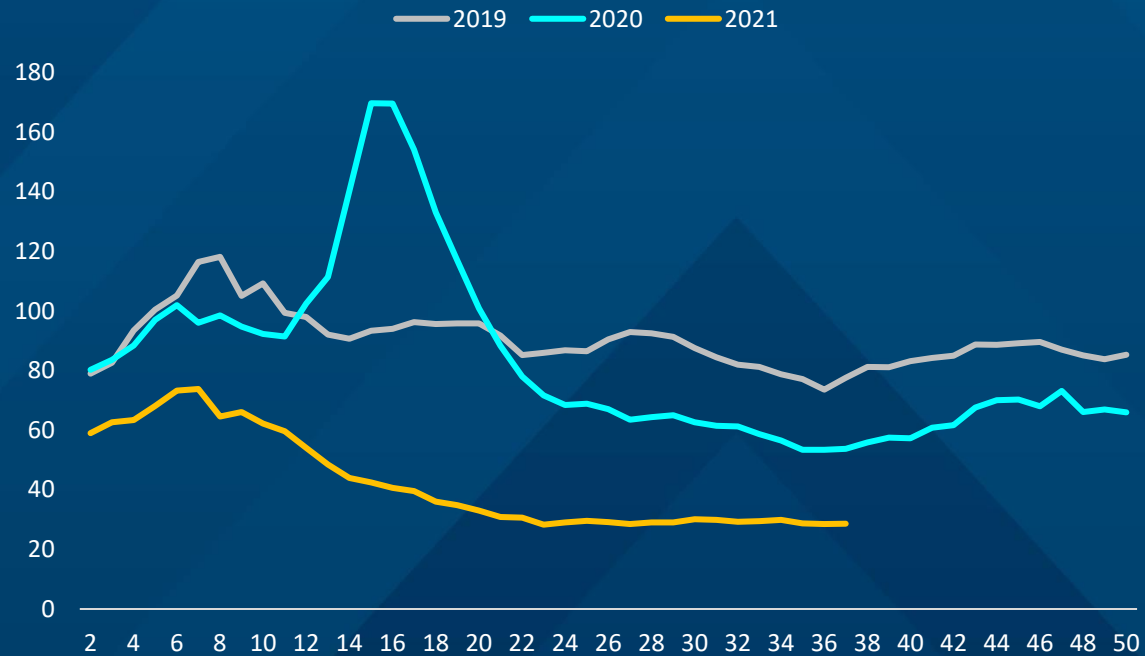
Driven by COX AUTOMOTIVE

Source: Cox Automotive



# USED SUPPLY INCHING CLOSER TO NORMAL

New Days' Supply



Used Days' Supply



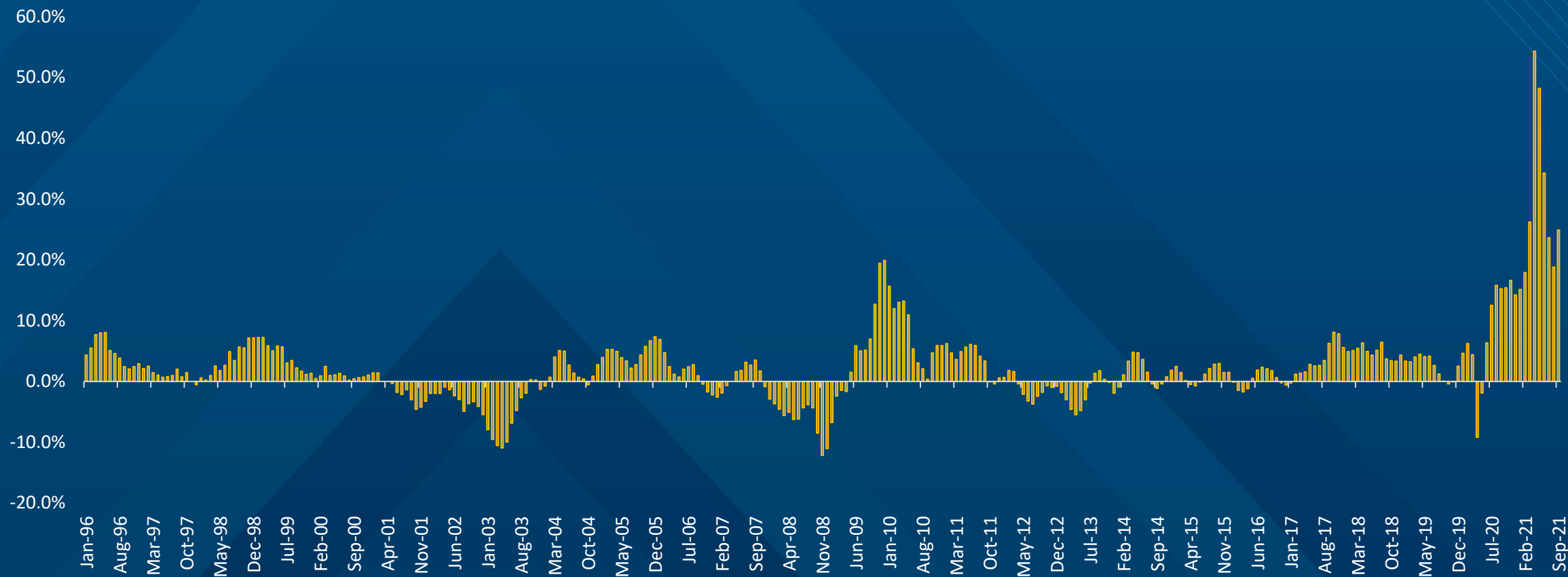
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# Y/Y PERFORMANCE INCREASING AGAIN

## Manheim Index - % Change Y/Y



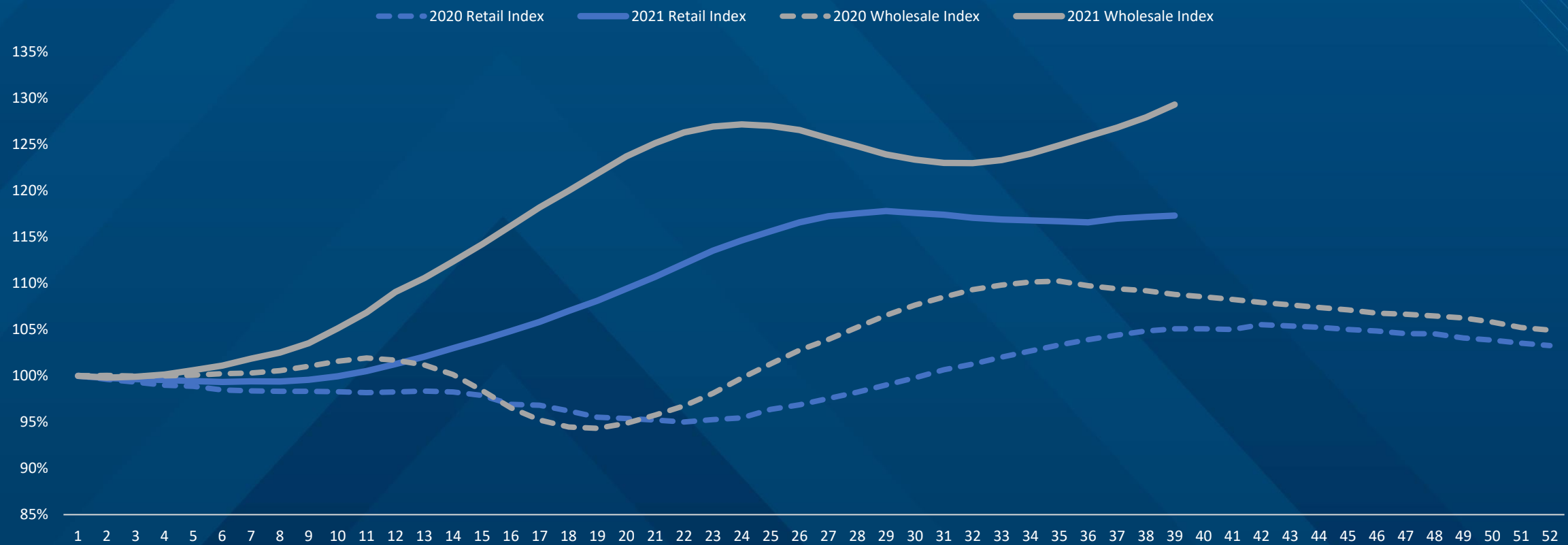
**THE WAY  
FORWARD**

*Driven by* COX AUTOMOTIVE

Source: Cox Automotive

# USED PRICES INCREASING AGAIN

MY 2018 Retail and Wholesale Price Index

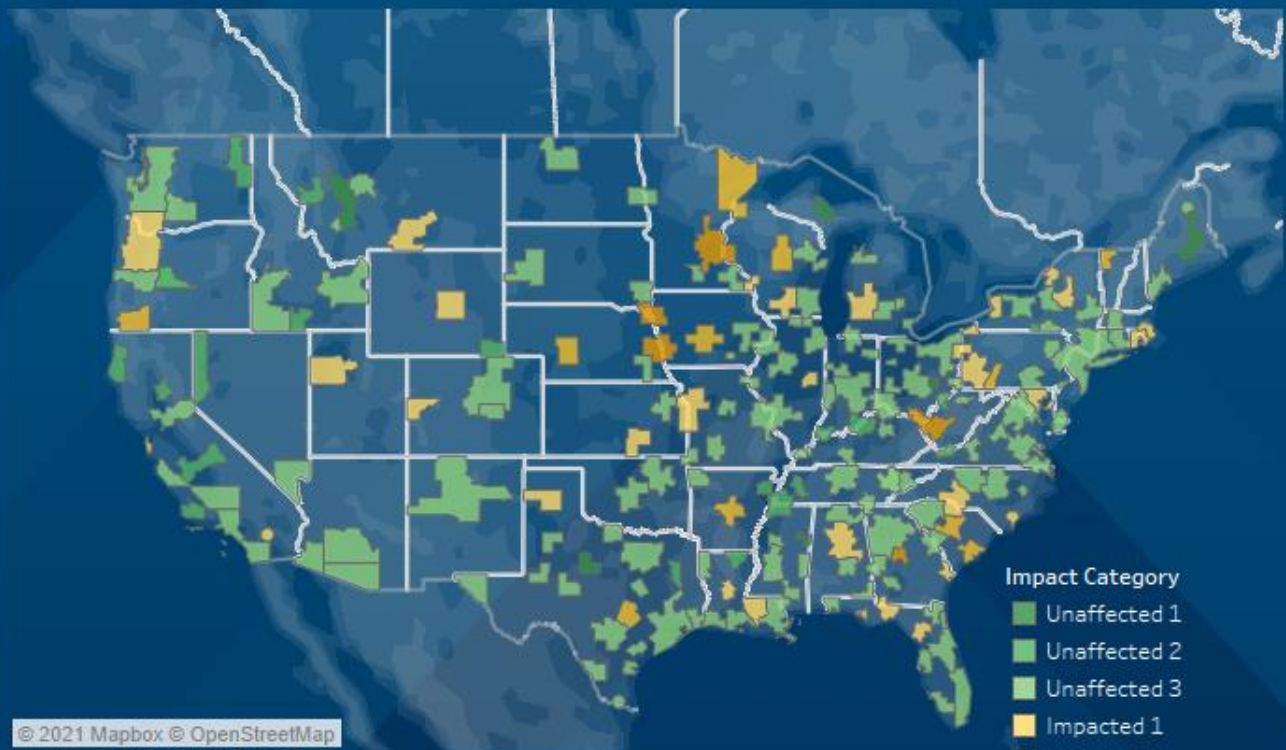




# SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)

September 26, 2021 (vs same-week 2019)

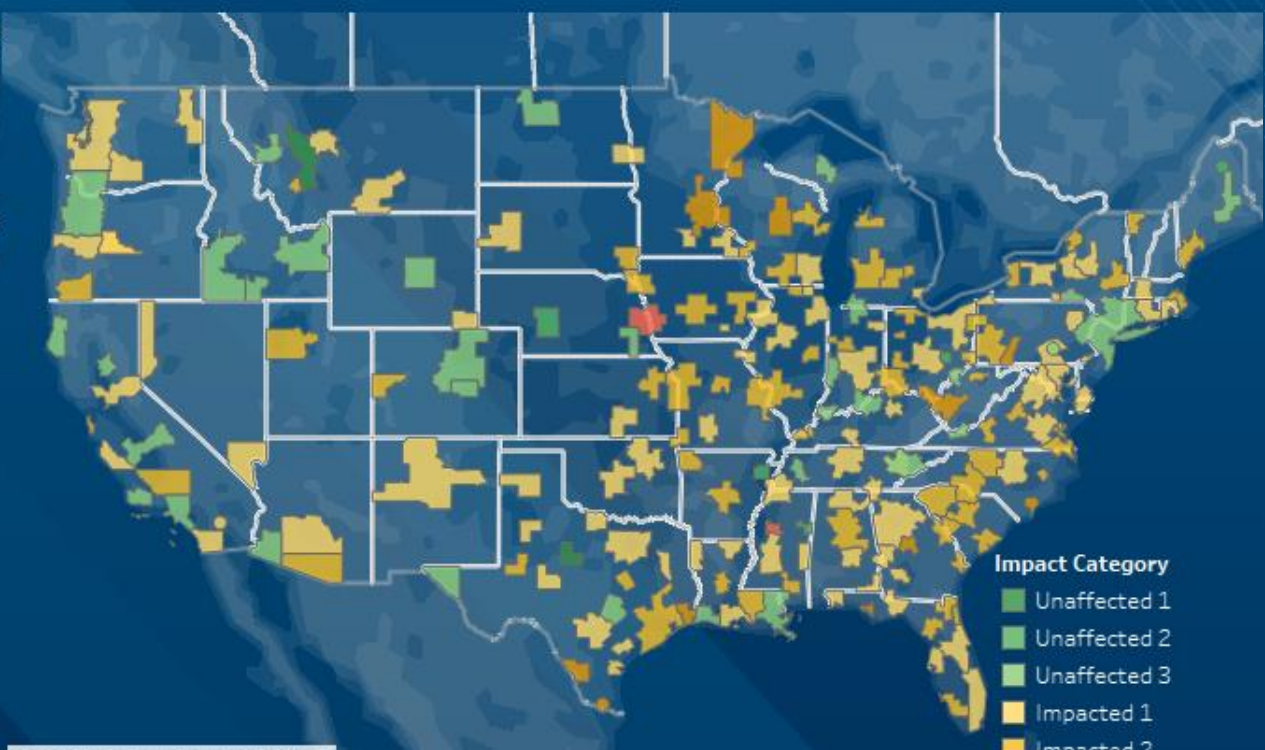


THE WAY  
FORWARD

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Impact Category

- Unaffected 1
- Unaffected 2
- Unaffected 3
- Impacted 1
- Impacted 2
- Impacted 3



Impact Category

- Unaffected 1
- Unaffected 2
- Unaffected 3
- Impacted 1
- Impacted 2
- Impacted 3
- Severely Impacted 1

Source: Cox Automotive

# COX AUTOMOTIVE LEADING INDICATORS

- Through Sunday, leads so far in September on Autotrader were down 8% y/y and on Kelley Blue Book were down 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 16% y/y and down 31% against 2019 last week, and the weekly trend declined primarily due to weakness in new.
- Xtime saw completed service appointments down 3% y/y last week; against 2019, appointments completed were down 13%, and the weekly trend was stable.

# COX AUTOMOTIVE

