

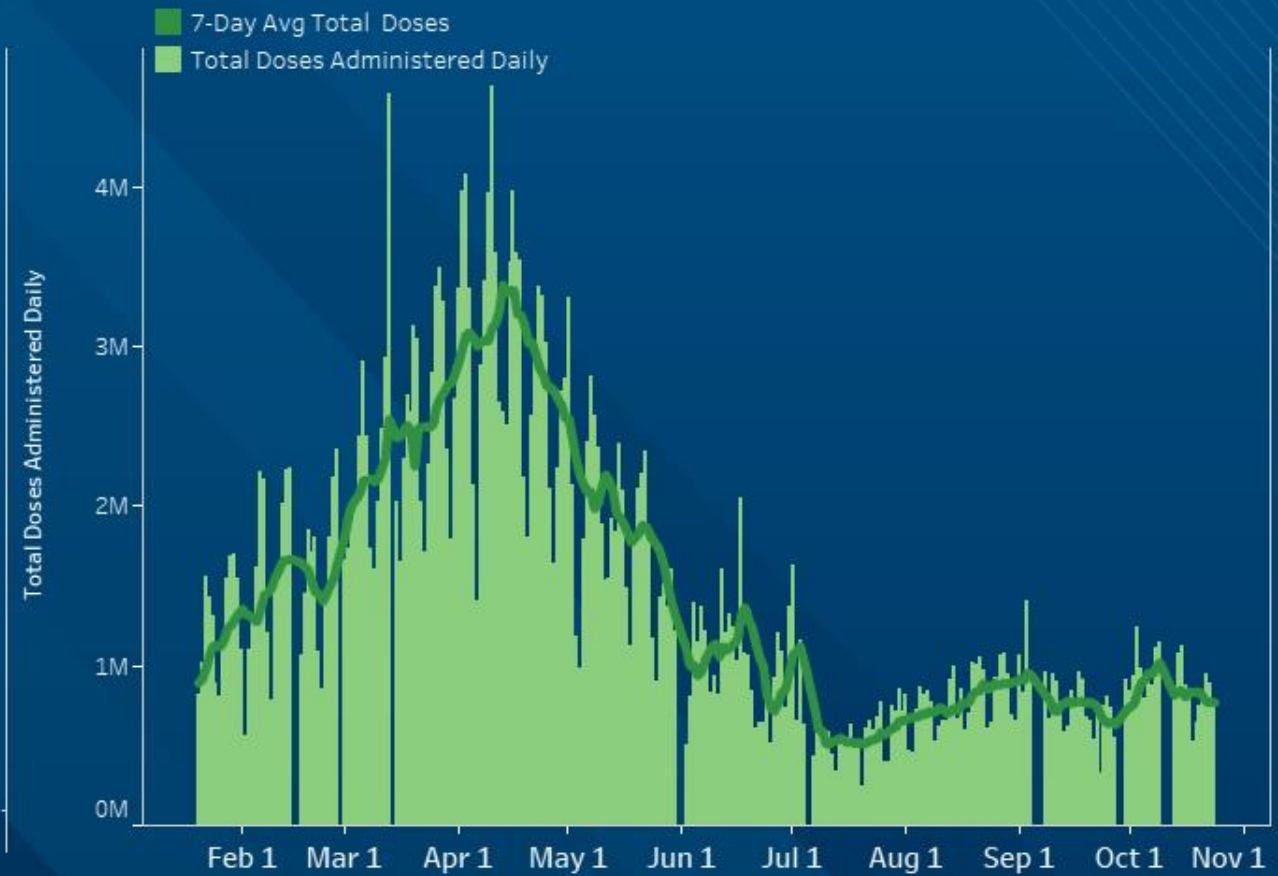
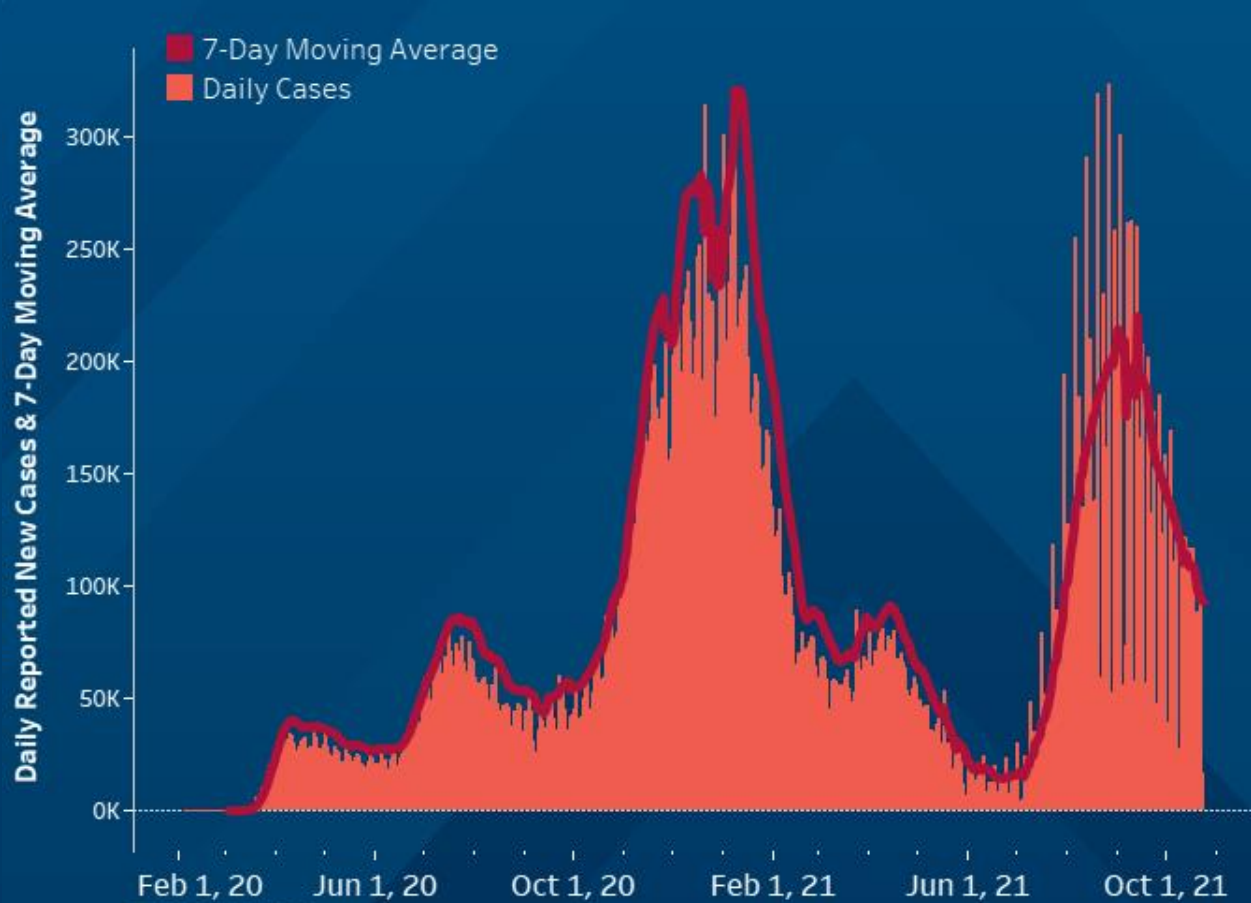
October 26, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

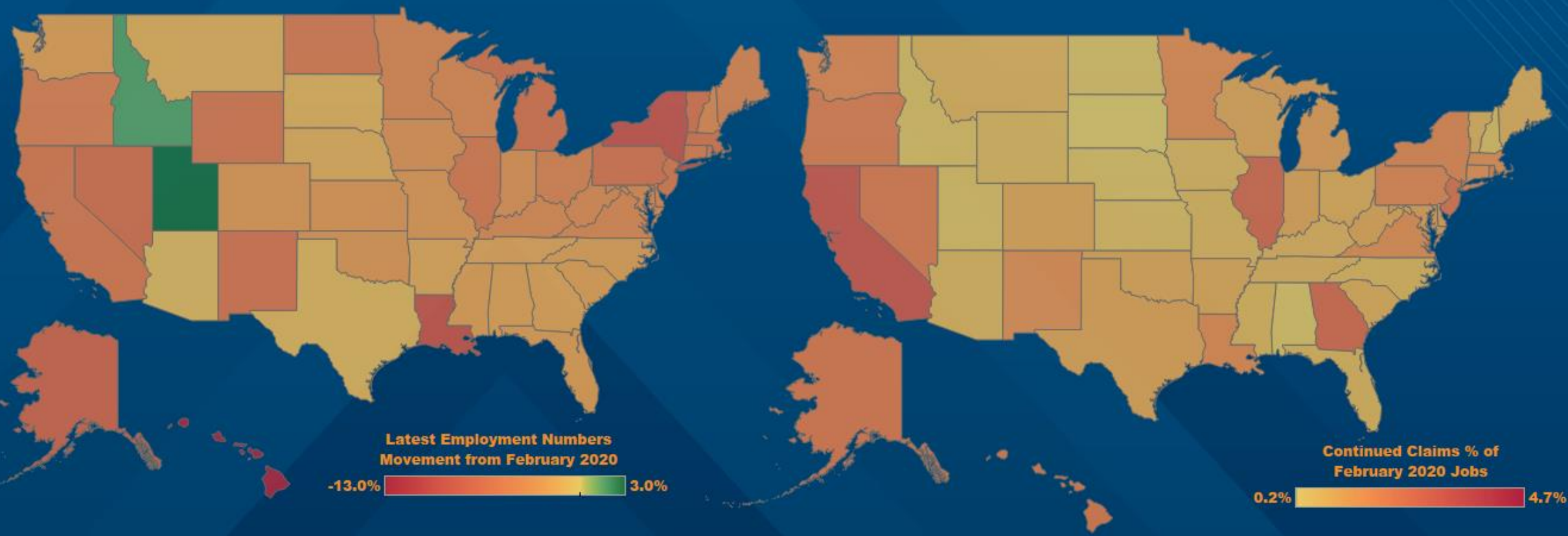


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

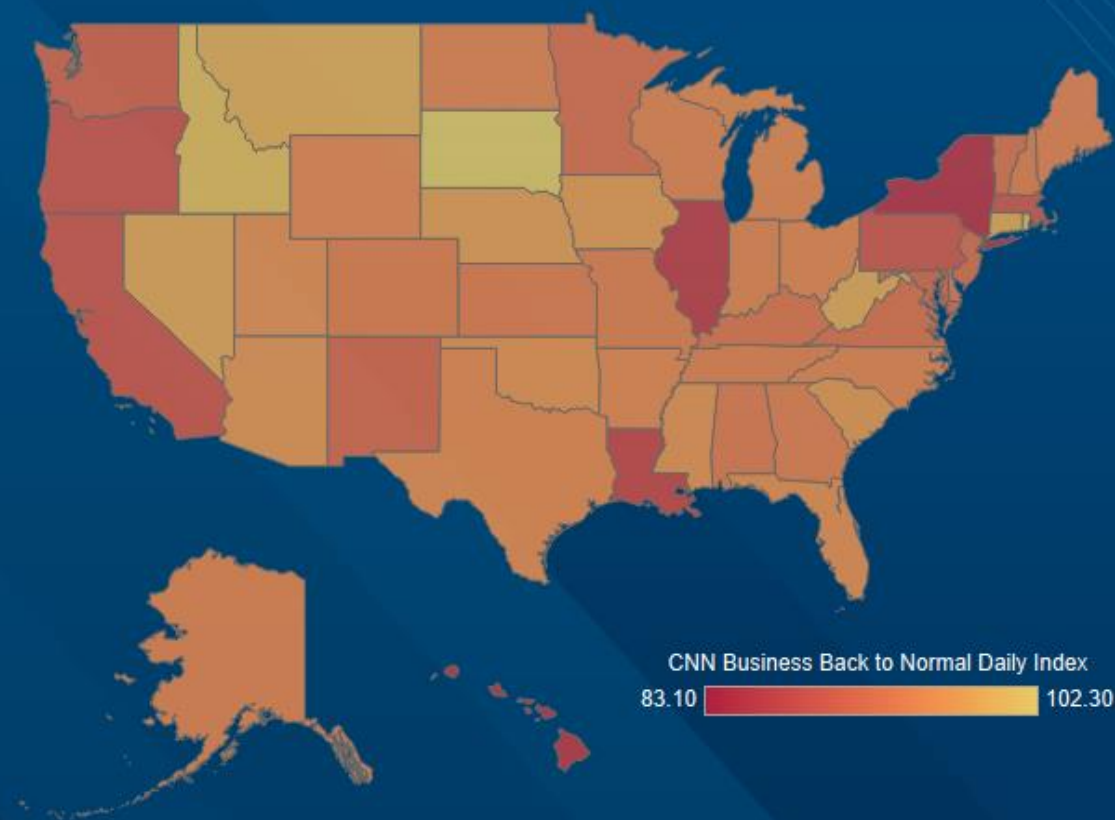
CONTINUING CLAIMS AT 2.5 MILLION NATIONALLY



ACTIVITY MODESTLY DROPPED LAST WEEK

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

Data as of October 25, 2021



THE WAY
FORWARD

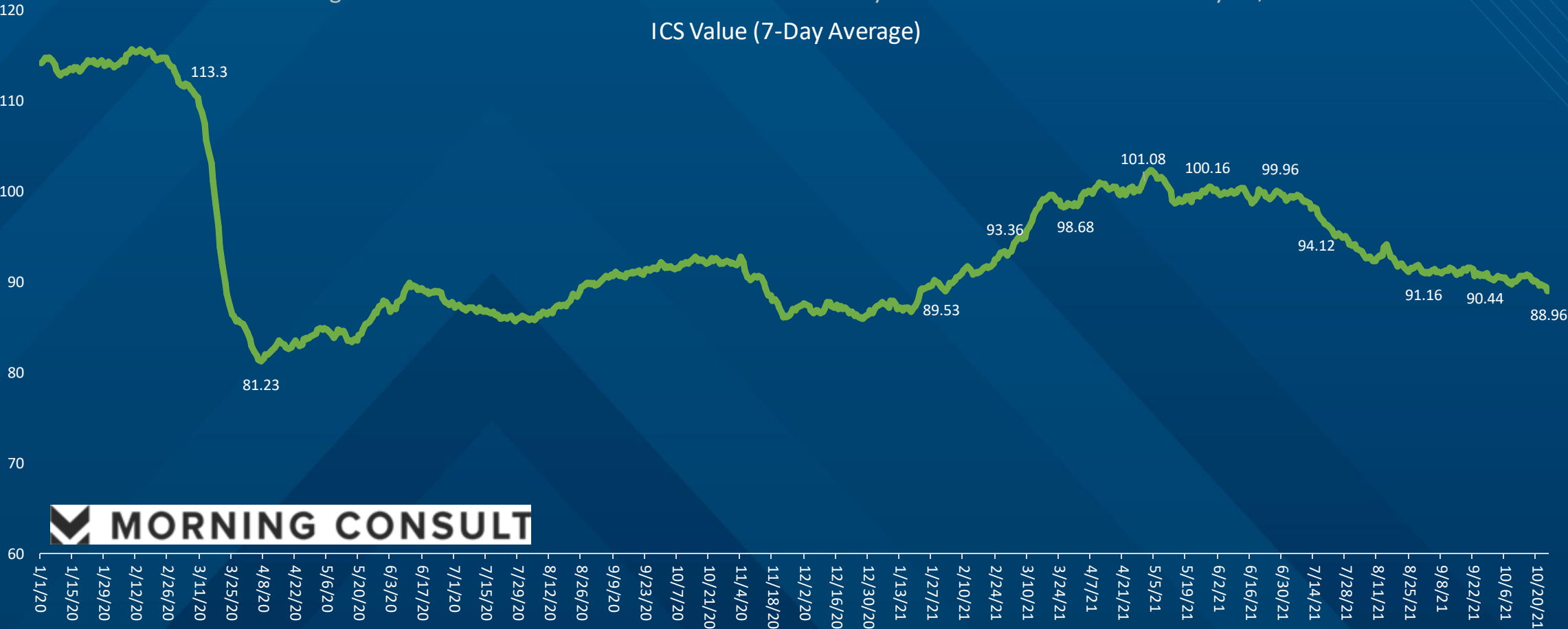
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Source: Moody's Analytics and CNN Business

CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 21.5% since February 29, 2020

ICS Value (7-Day Average)



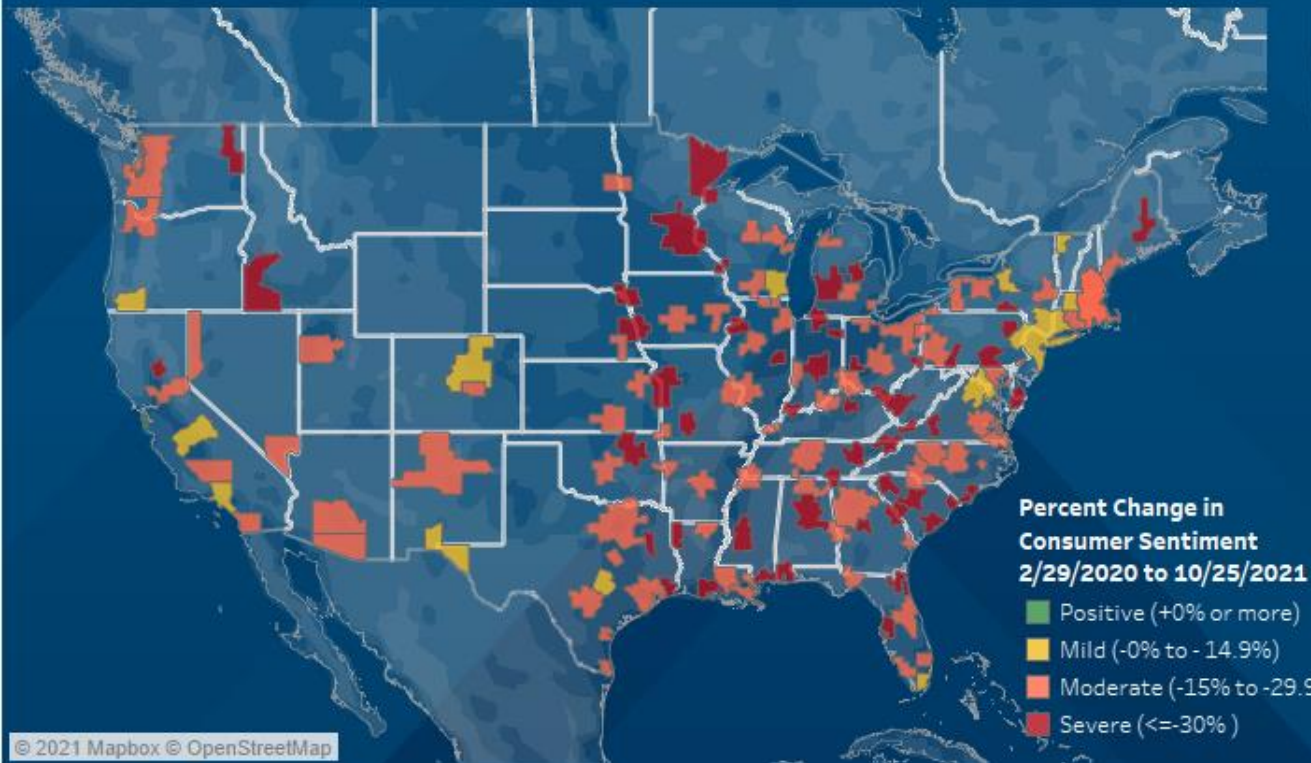
THE WAY
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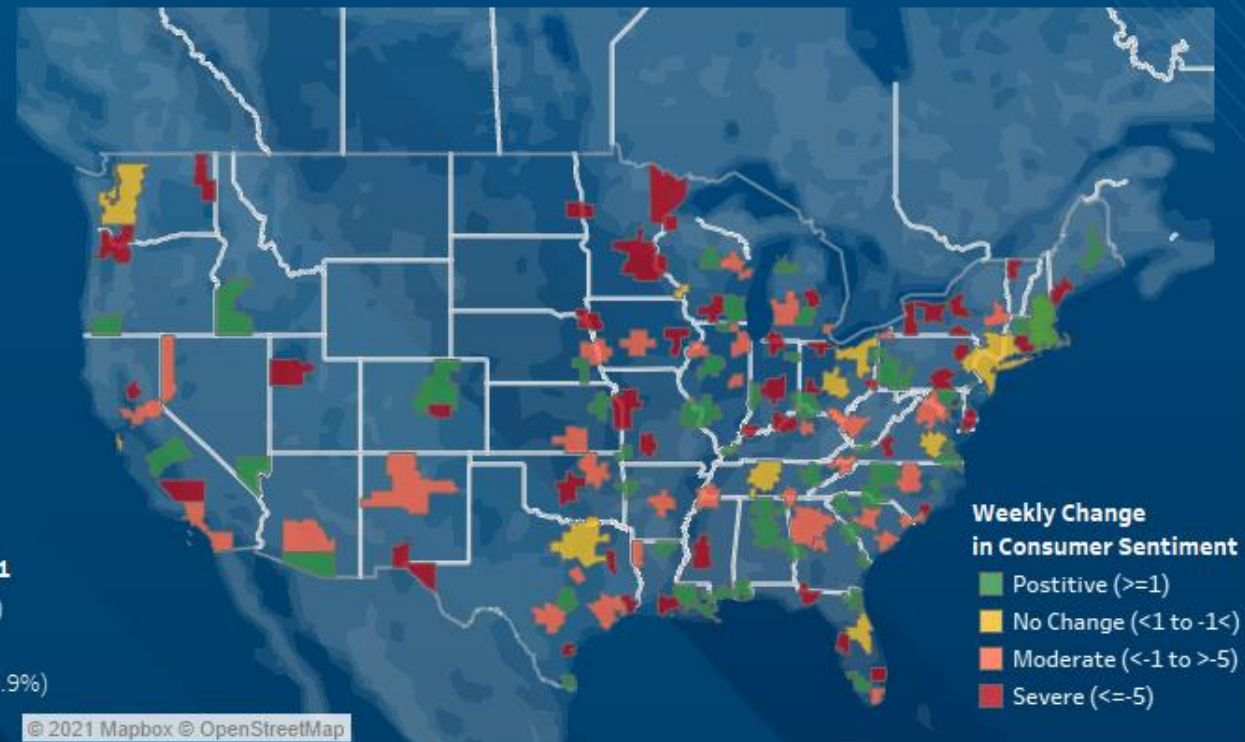
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since October 18, 2021



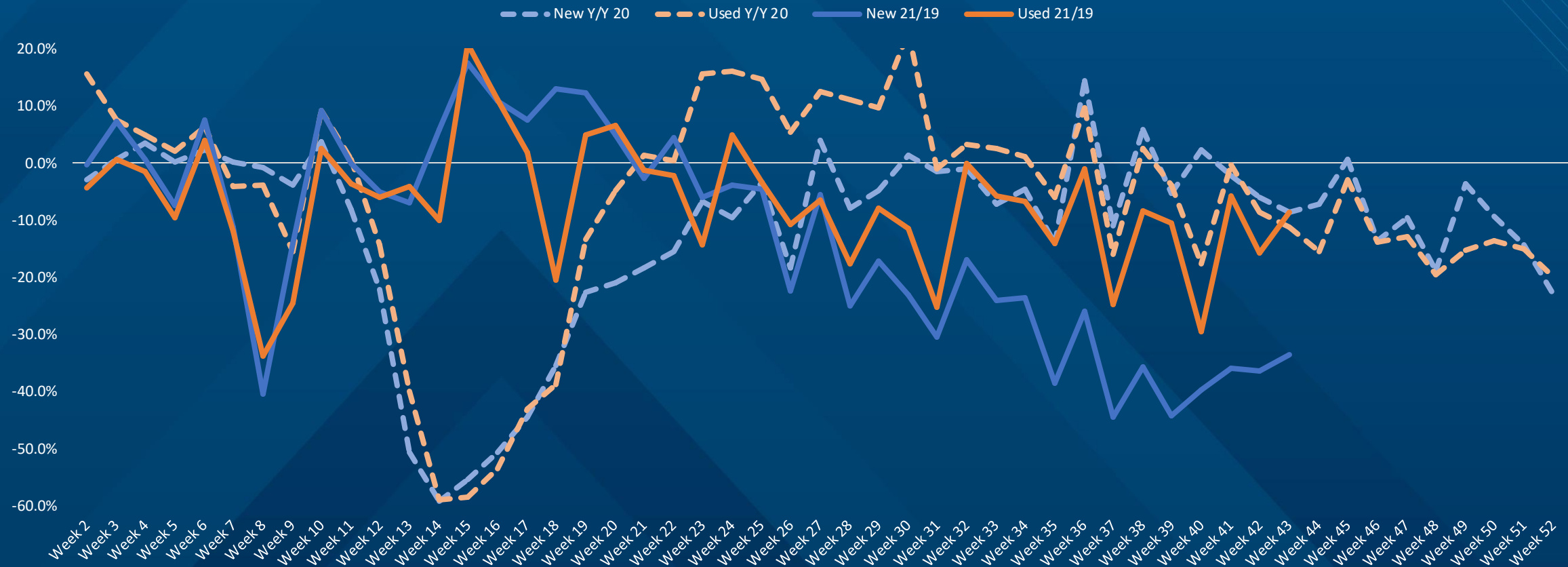
THE WAY
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Source: Morning Consult

RETAIL SALES ESTIMATES

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

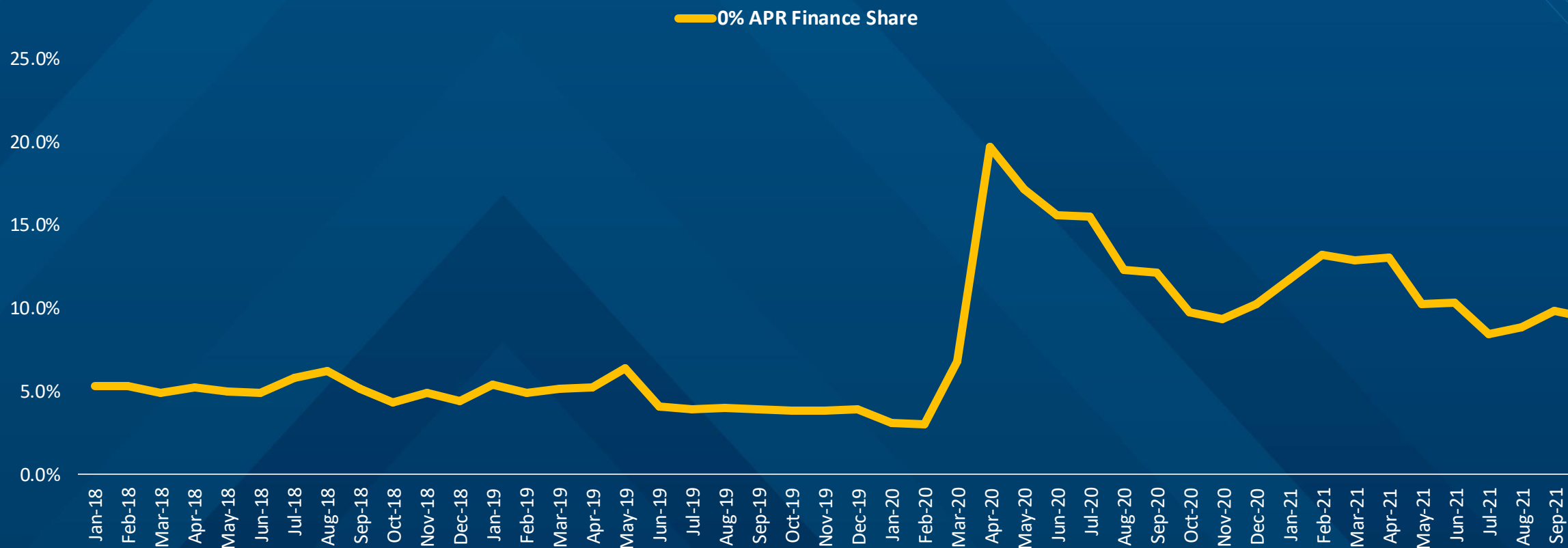


THE WAY
FORWARD

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Source: Cox Automotive

ZERO PERCENT FINANCING DOWN MID-OCTOBER



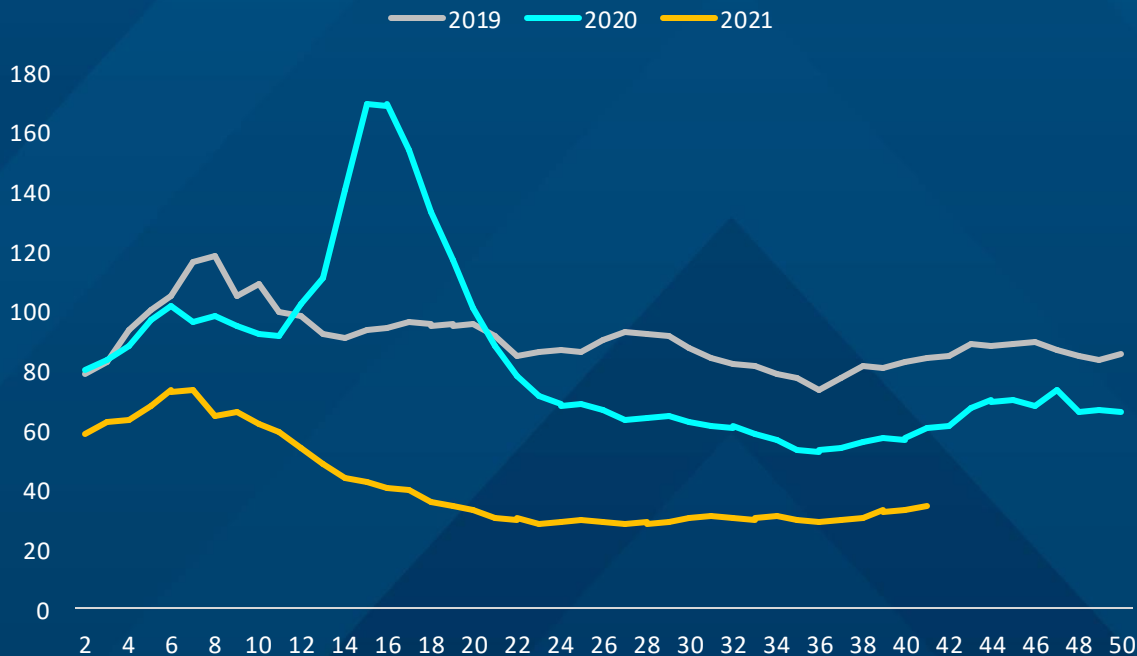
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

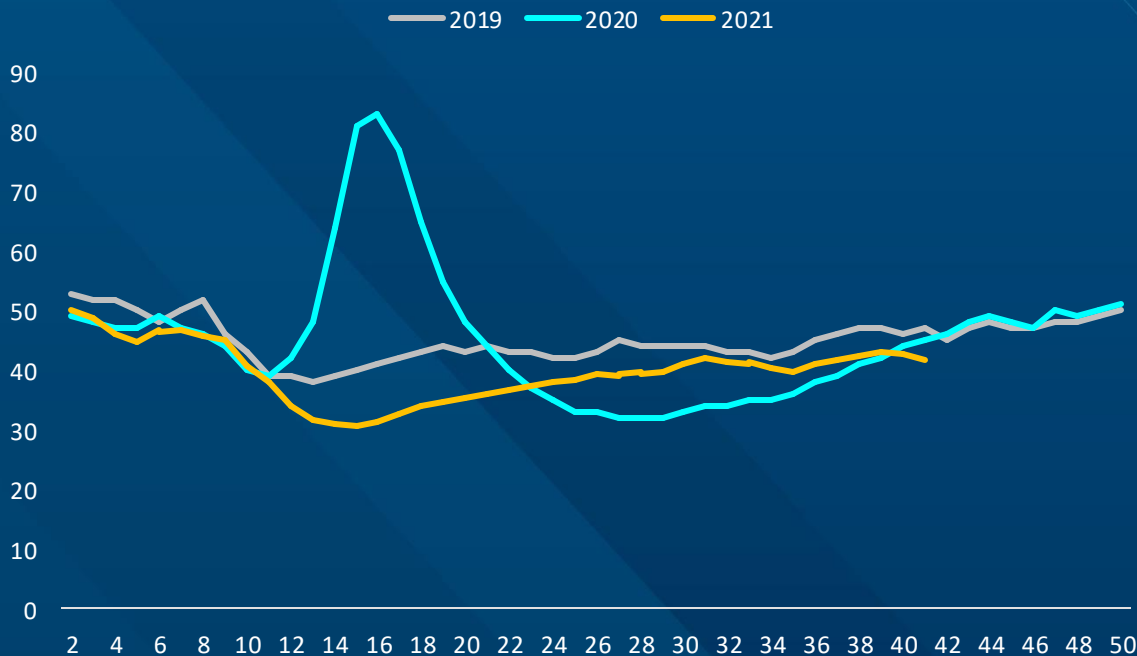
Source: Cox Automotive

USED SUPPLY BELOW HISTORICAL LEVELS

New Days' Supply

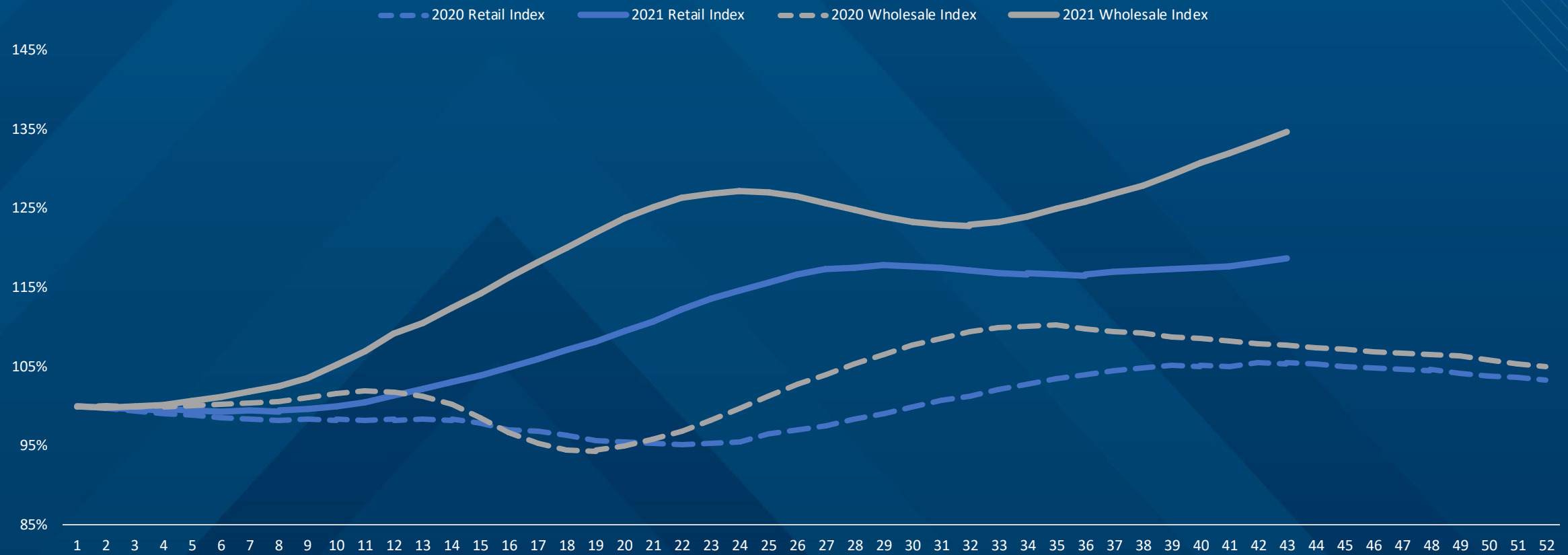


Used Days' Supply



USED PRICES INCREASING AGAIN

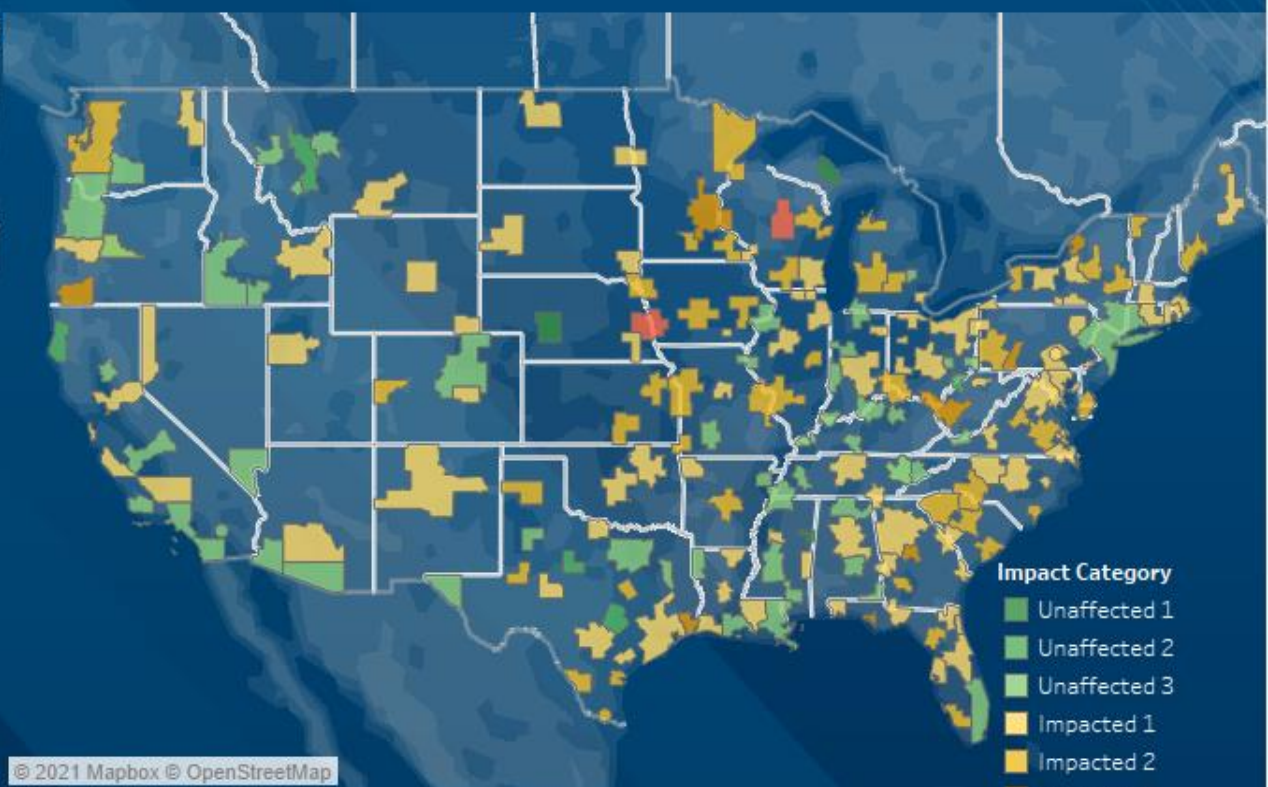
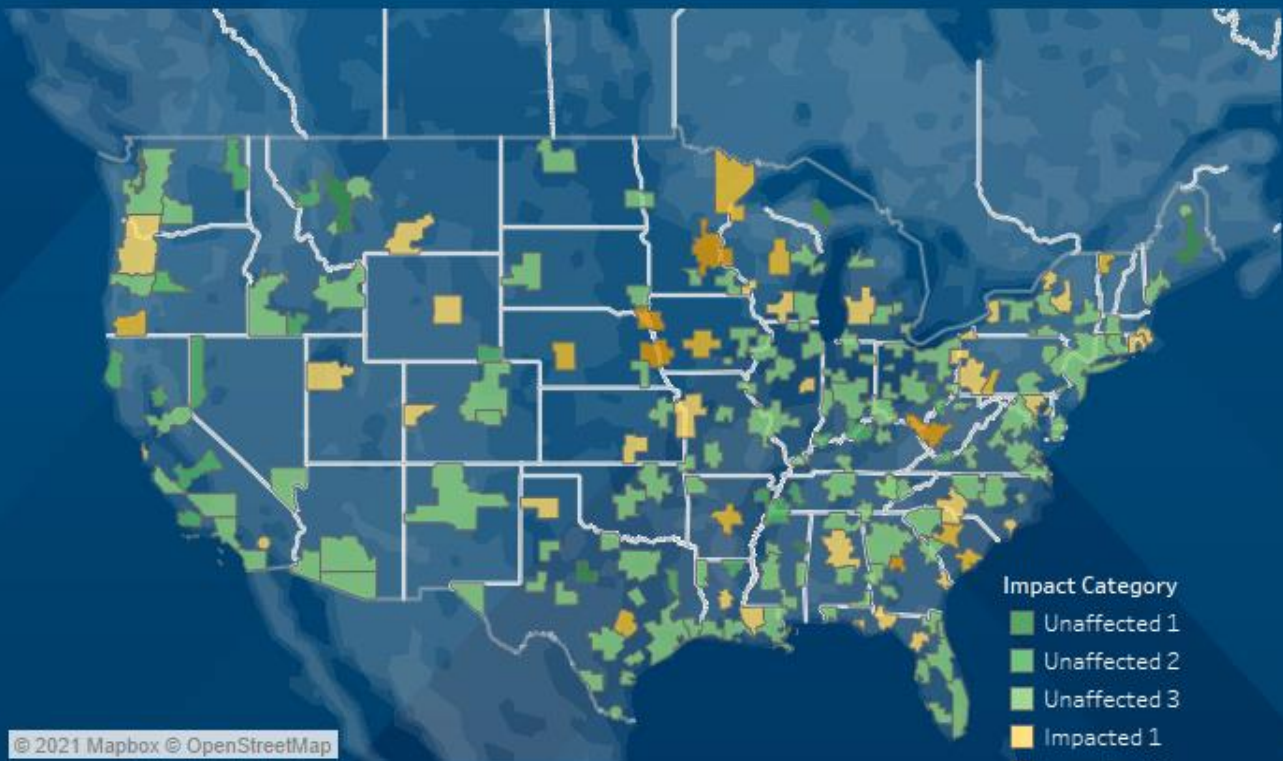
MY 2018 Retail and Wholesale Price Index



SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)

October 24, 2021 (vs same-week 2019)



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THE WAY
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity continues to hold up well for this time of year:
 - Through Sunday, leads so far in October on Autotrader were up 5% y/y and on Kelley Blue Book were up 20%.
 - Compared to 2019, both are up.
 - Leads have seen slight seasonal declining trend so far in October on both sites.
- Credit applications on Dealertrack have been stable this fall but reflecting supply challenges in the new market:
 - Unique applications on same-store basis were down 12% y/y and down 27% against 2019 last week.
 - Recent credit trends have been stable.

Service trends on Xtime have been stable this fall but appointments still down 11% against 2019

COX AUTOMOTIVE

Autotrader 

 CLUTCH

DEALER.COM

Dealertrack 

 DICKINSON
FLEET SERVICES

 F&I Express

FYUSION

 HOMENET
AUTOMOTIVE

 Kelley Blue Book

 Manheim

NEXTGEAR
CAPITAL

PIVOT

 RideKleen

vAuto
LIVE MARKET VIEW

VinSolutions

∞xtime