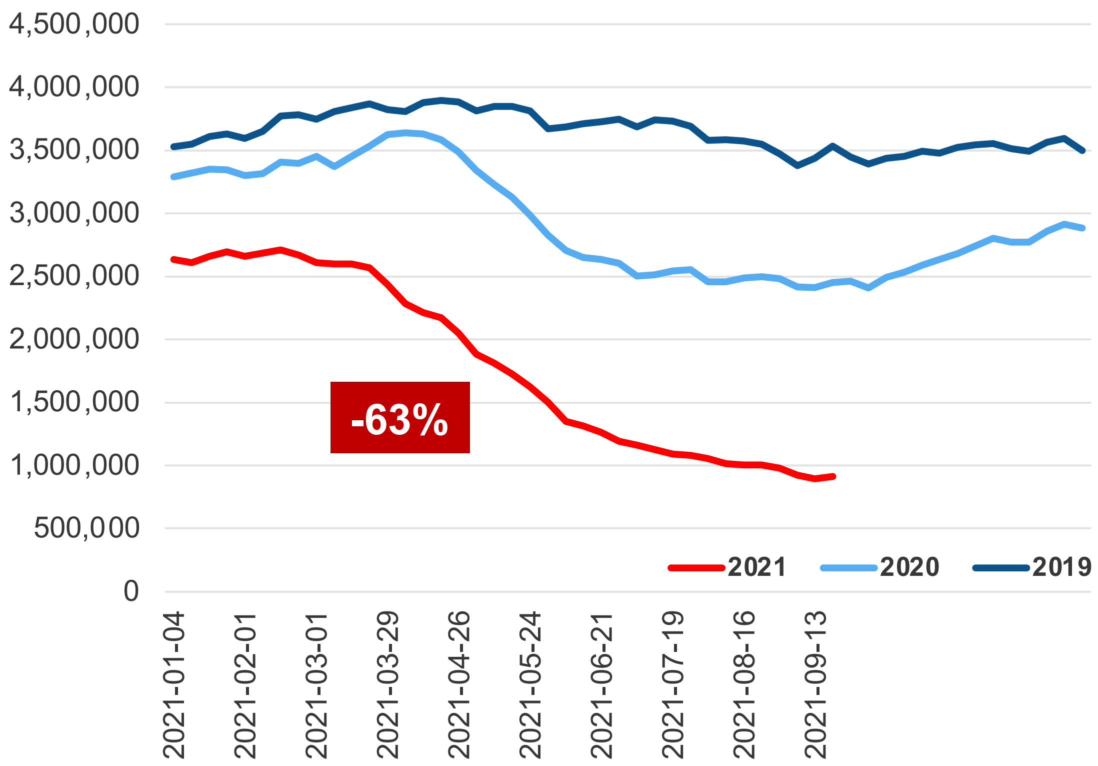
NEW-VEHICLE INVENTORY

AS OF SEPTEMBER 20, 2021

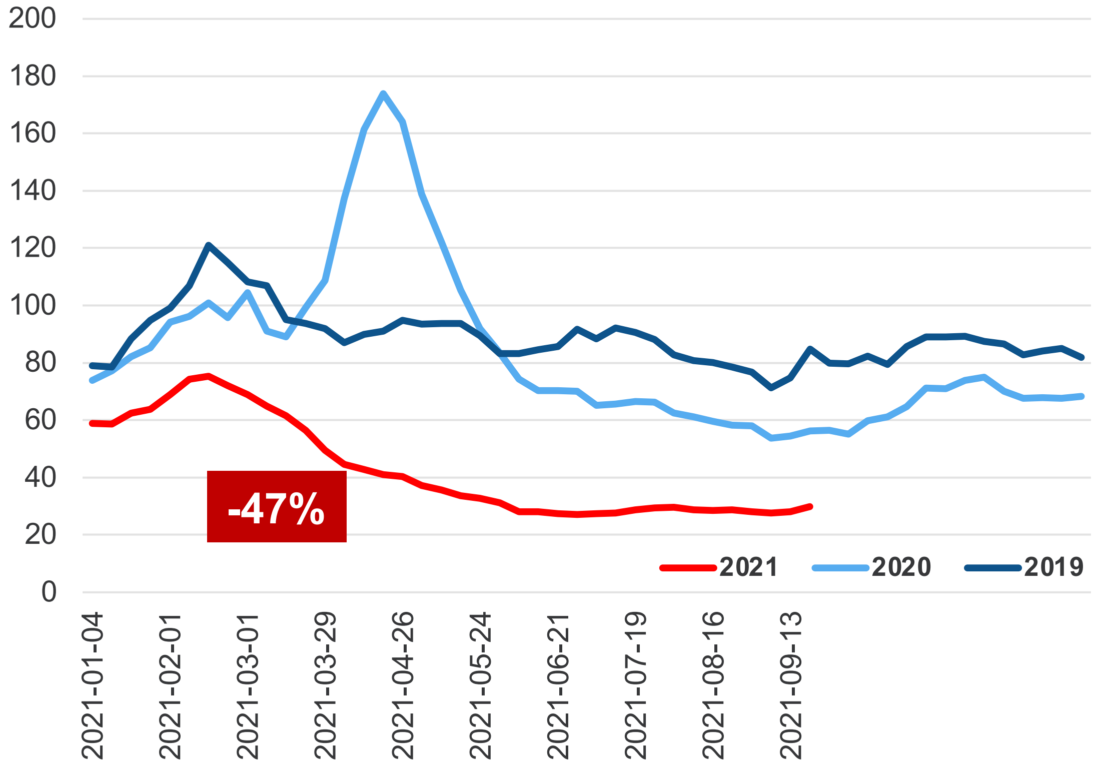
NEW VEHICLE INVENTORY DAYS OF SUPPLY STABILIZING

Supply situation bad – 1.5 million fewer vehicles than 2020, and over 2.5 million lower than 2019

Available Supply weekly

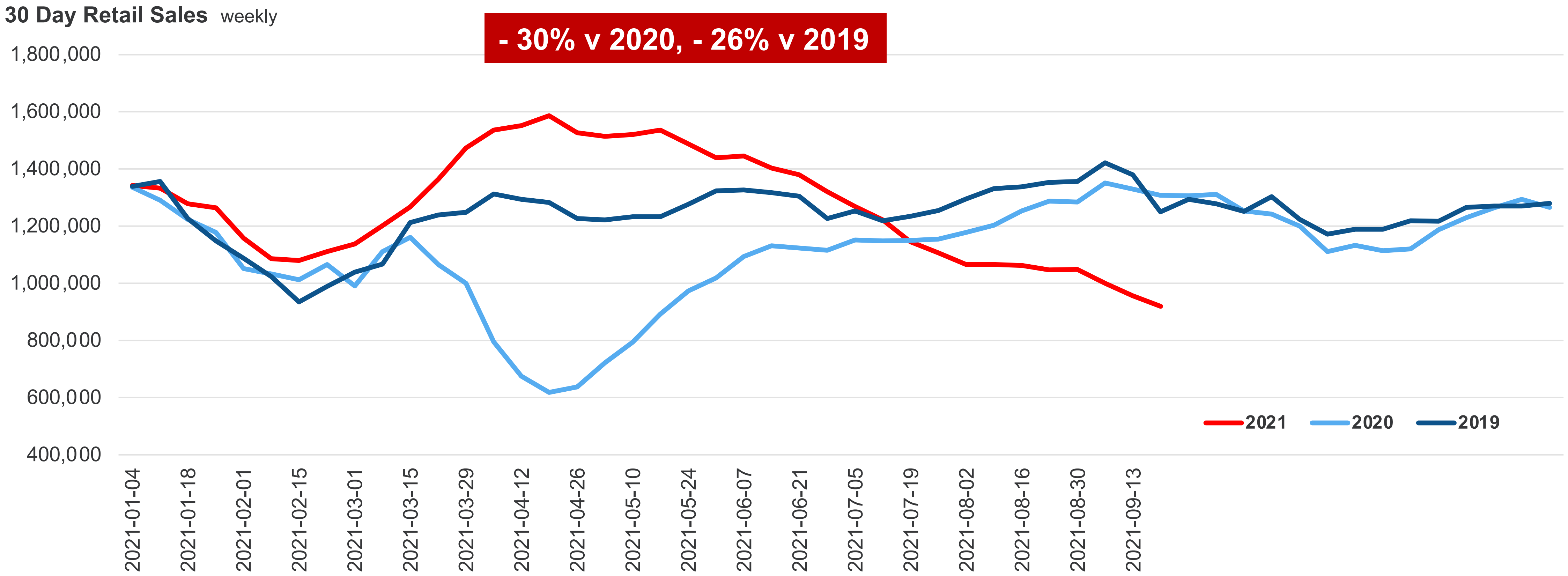


Days of Supply weekly



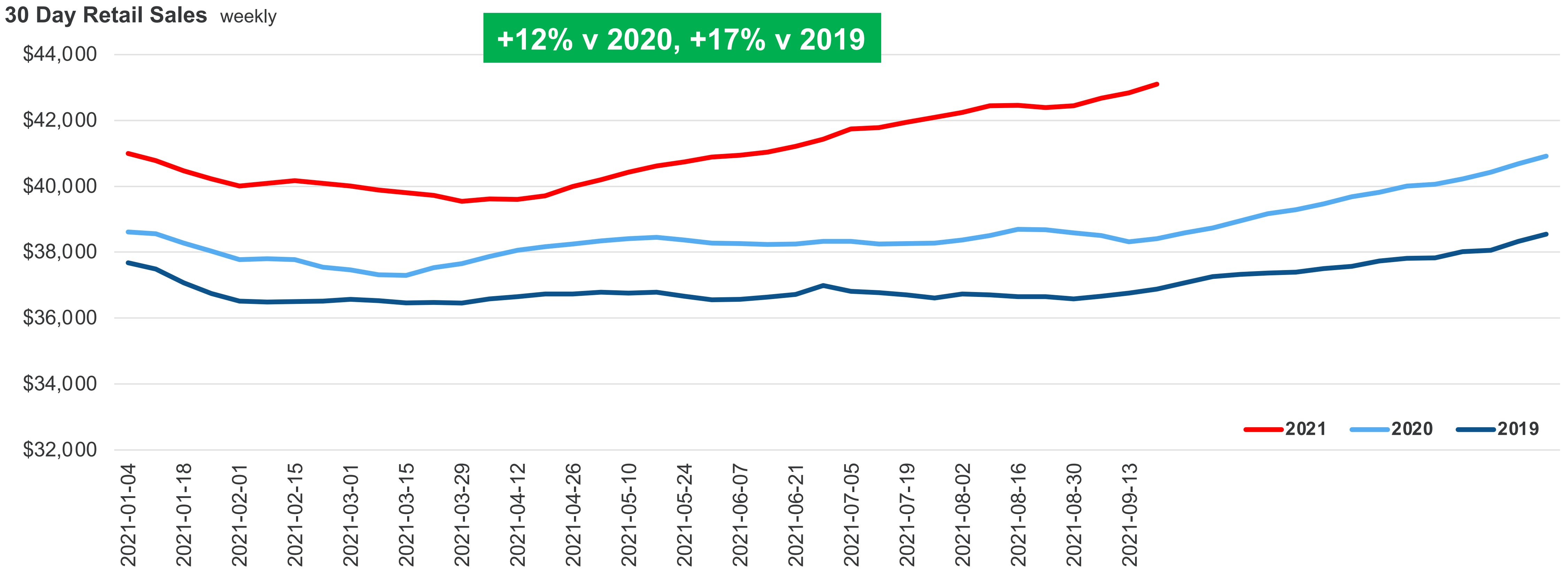
NEW VEHICLE ROLLING SALES PACE FALLING RAPIDLY FROM LIMITED SUPPLY

Consumer interest remains robust as economic recovery continues but lack of product limiting sales



NEW VEHICLE LISTING PRICE ELEVATED AND LIKELY TO GO HIGHER

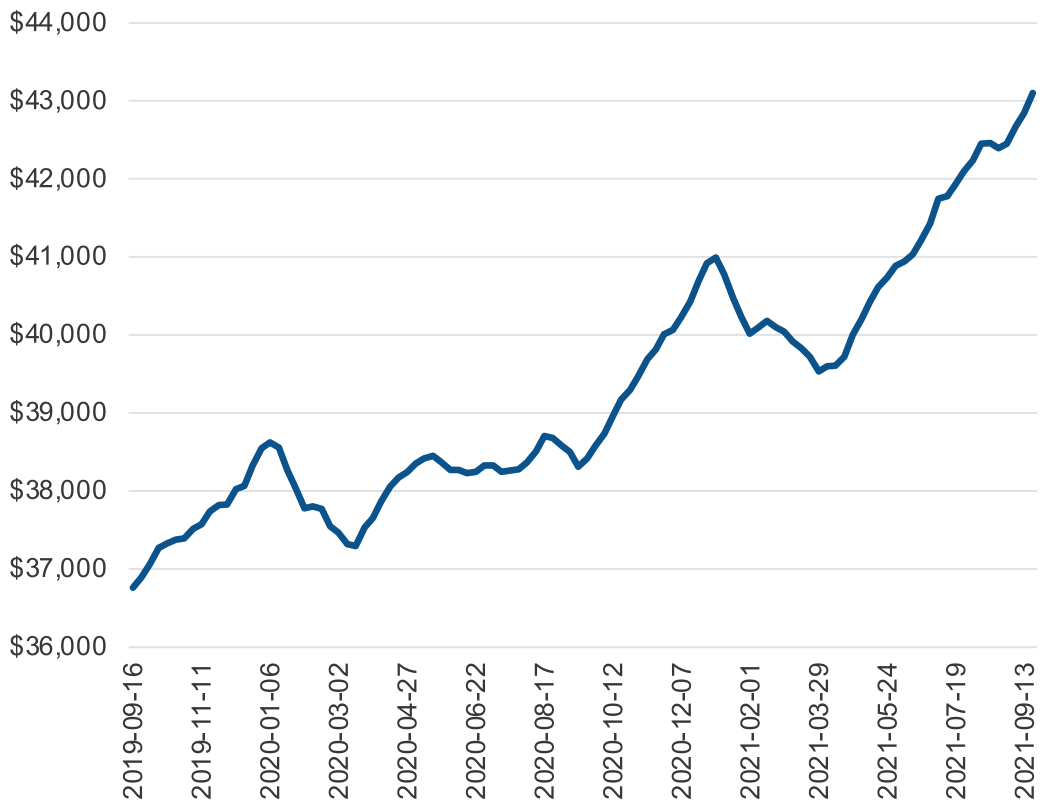
Price trends higher through the year as next year product introduced, but now shifted on to a higher level



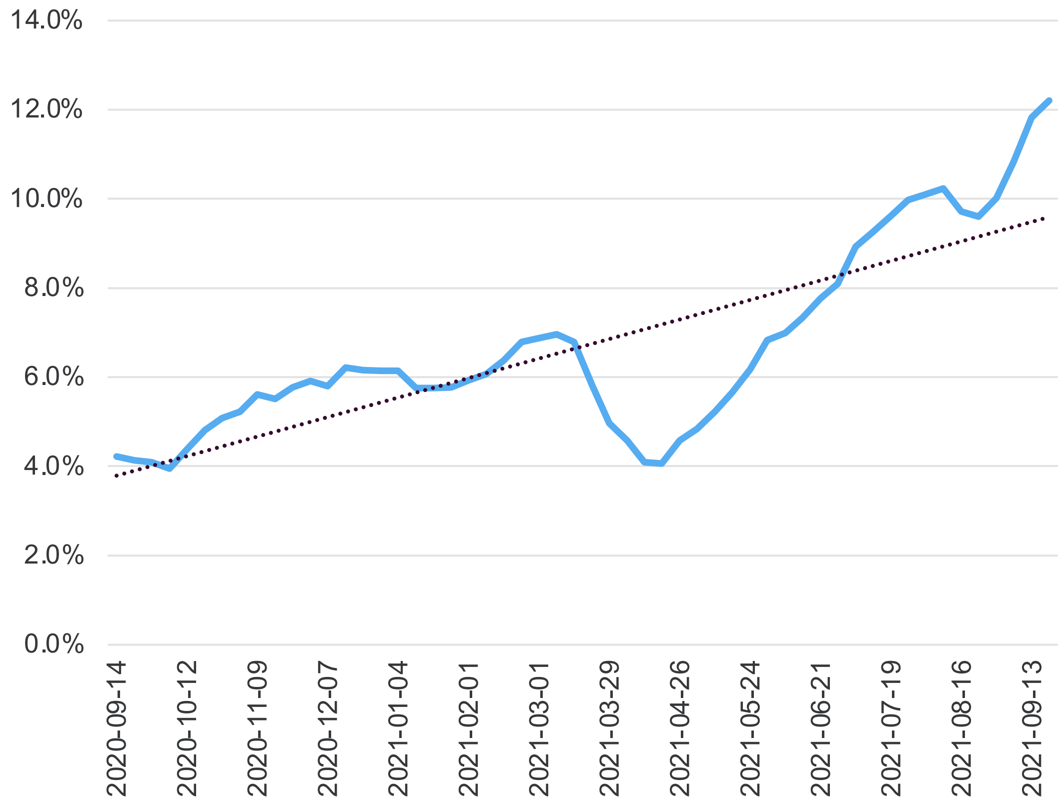
AVERAGE LIST PRICE NOW ABOVE $43,000

Prices still growing, now 10+% rate, keeping affordability a major headwind

Average Listing Price weekly

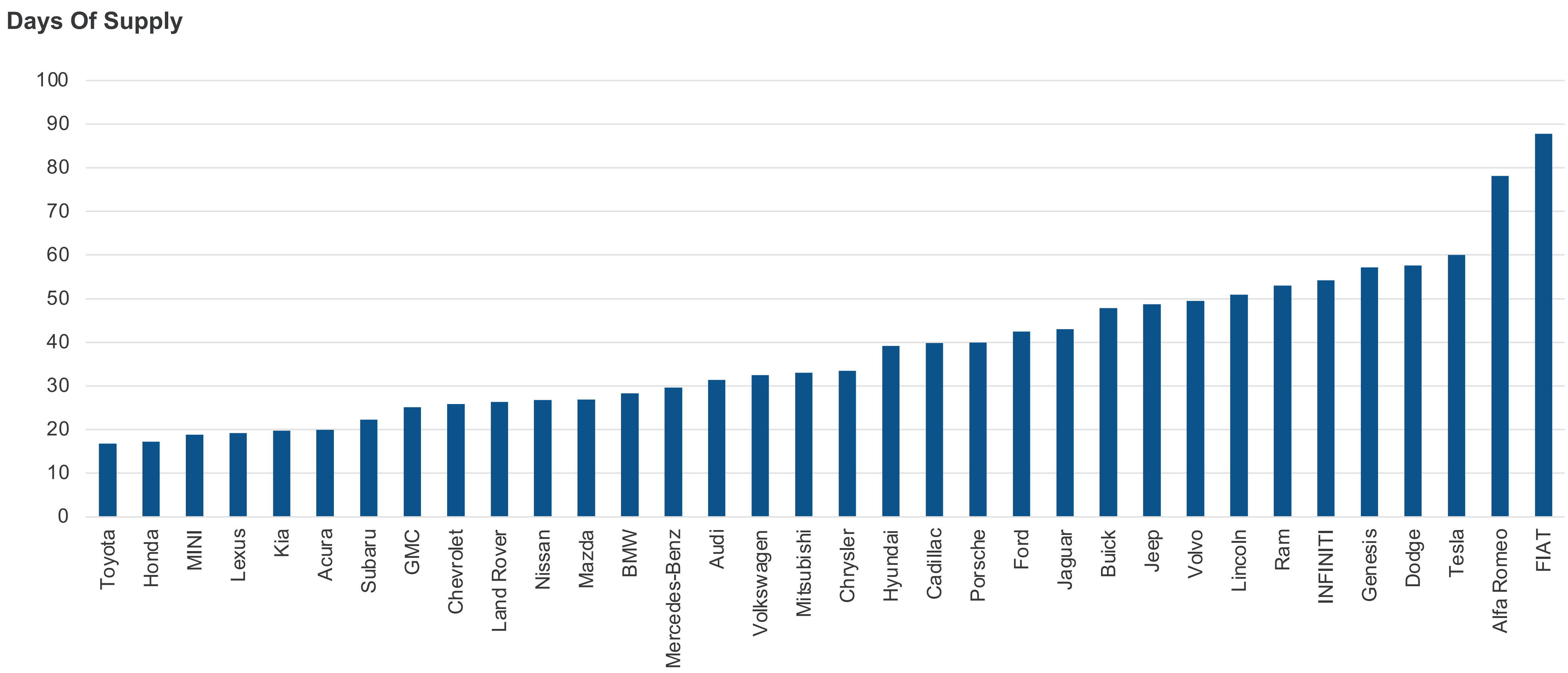


YOY Change weekly, last 12 months



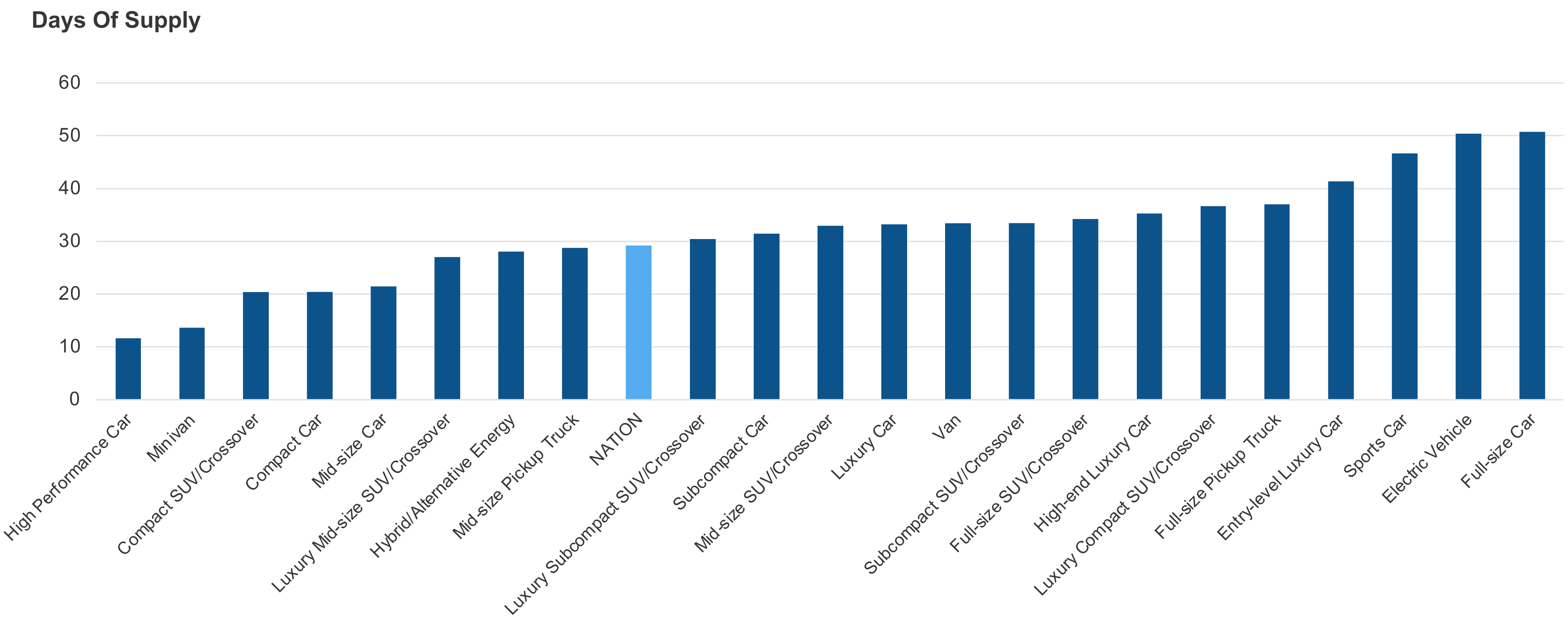
BRAND INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Toyota, Honda have extremely low supplies



SEGMENT INVENTORY MINIVAN TIGHT, CARS NOT SO MUCH

Some segments, like large pickups, rising as sales decline rapidly



For more information:

Dara Hailes
Manager, Public Relations
Cox Automotive
dara.hailes@coxautoinc.com

Mark Schirmer
Director, Public Relations
Cox Automotive
mark.schirmer@coxautoinc.com