

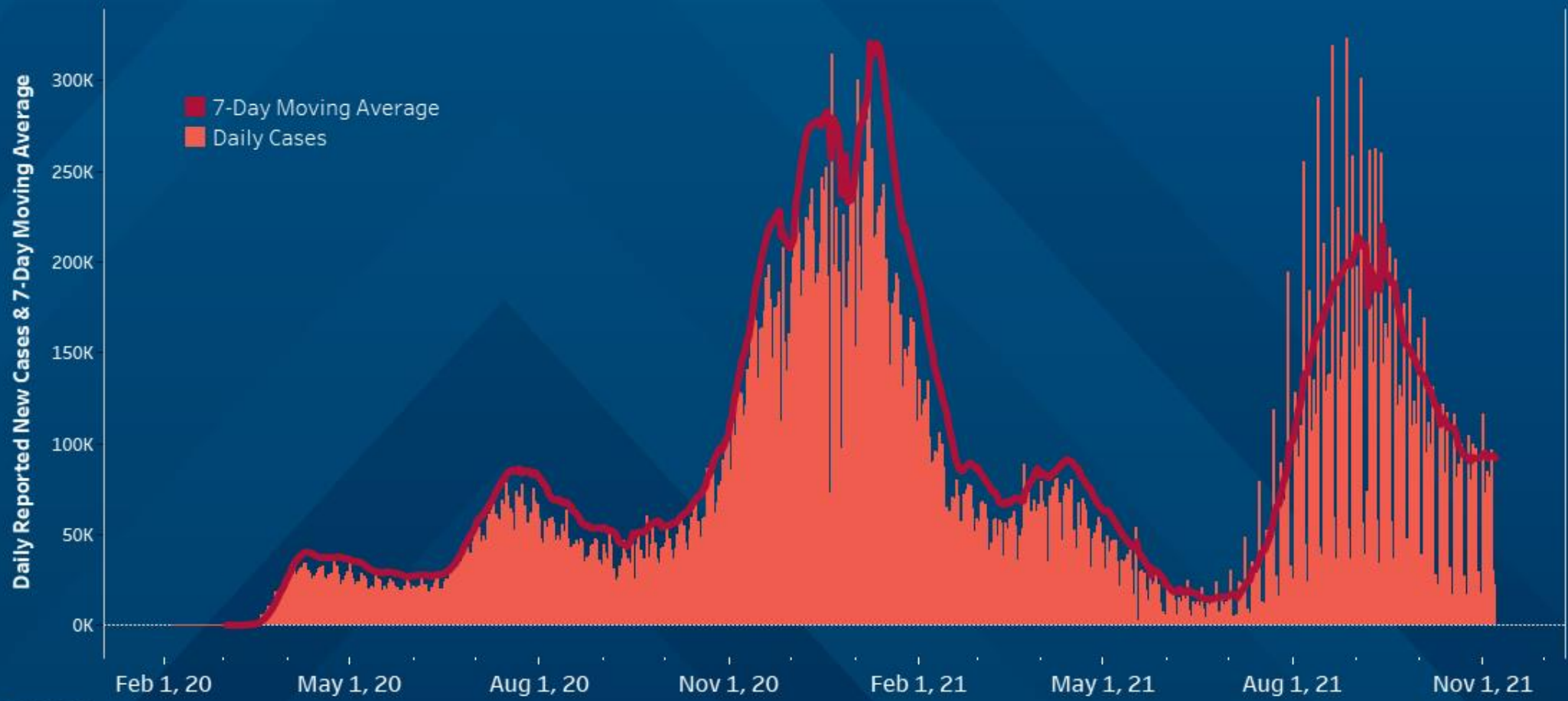
November 9, 2021

# COX AUTOMOTIVE AUTO MARKET REPORT

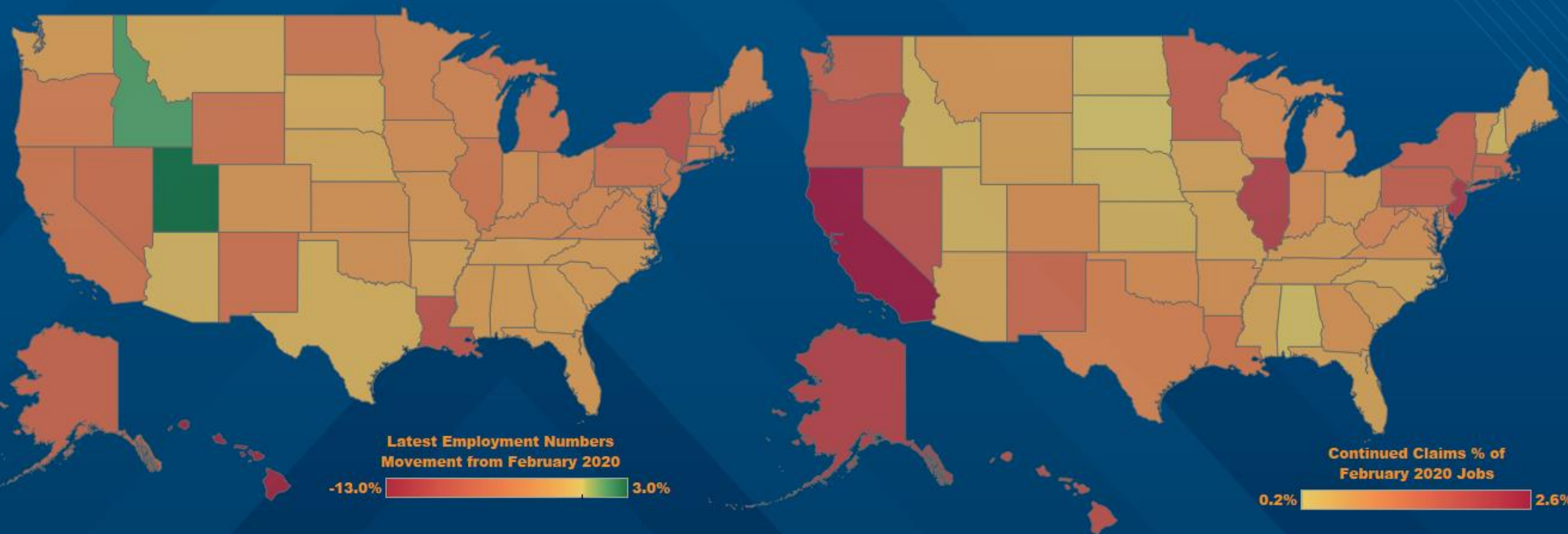
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE TREND



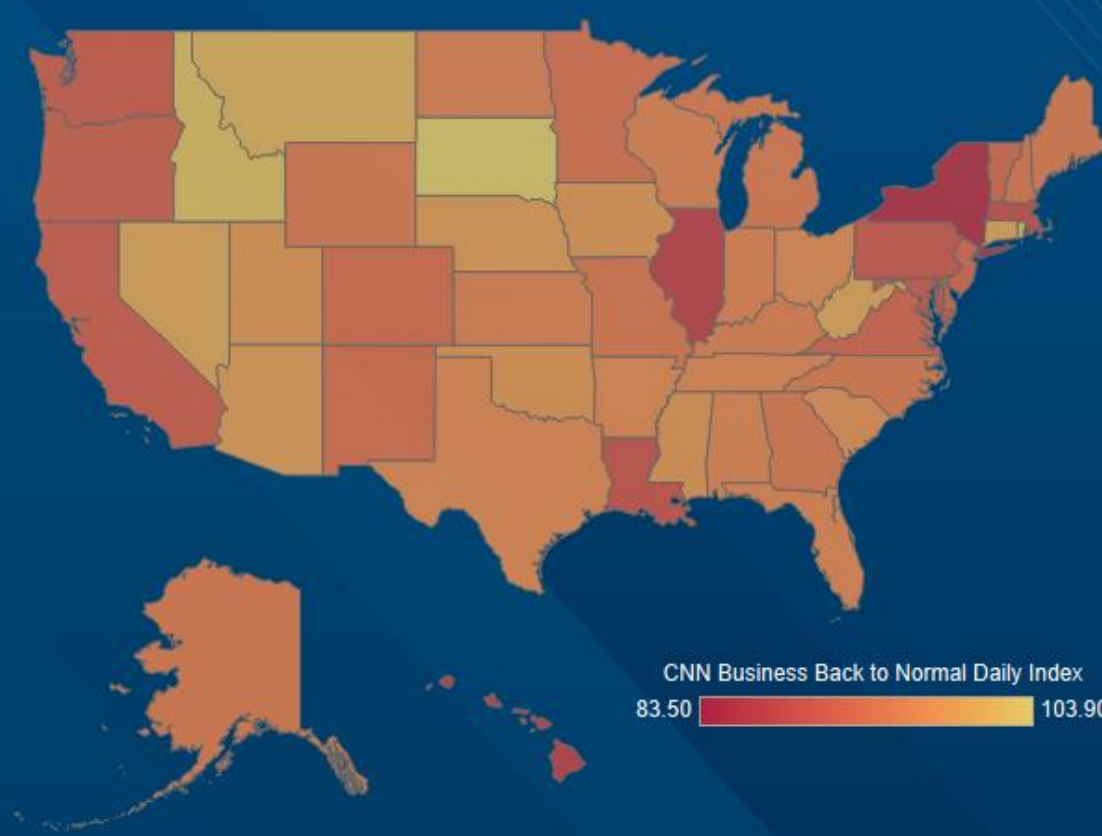
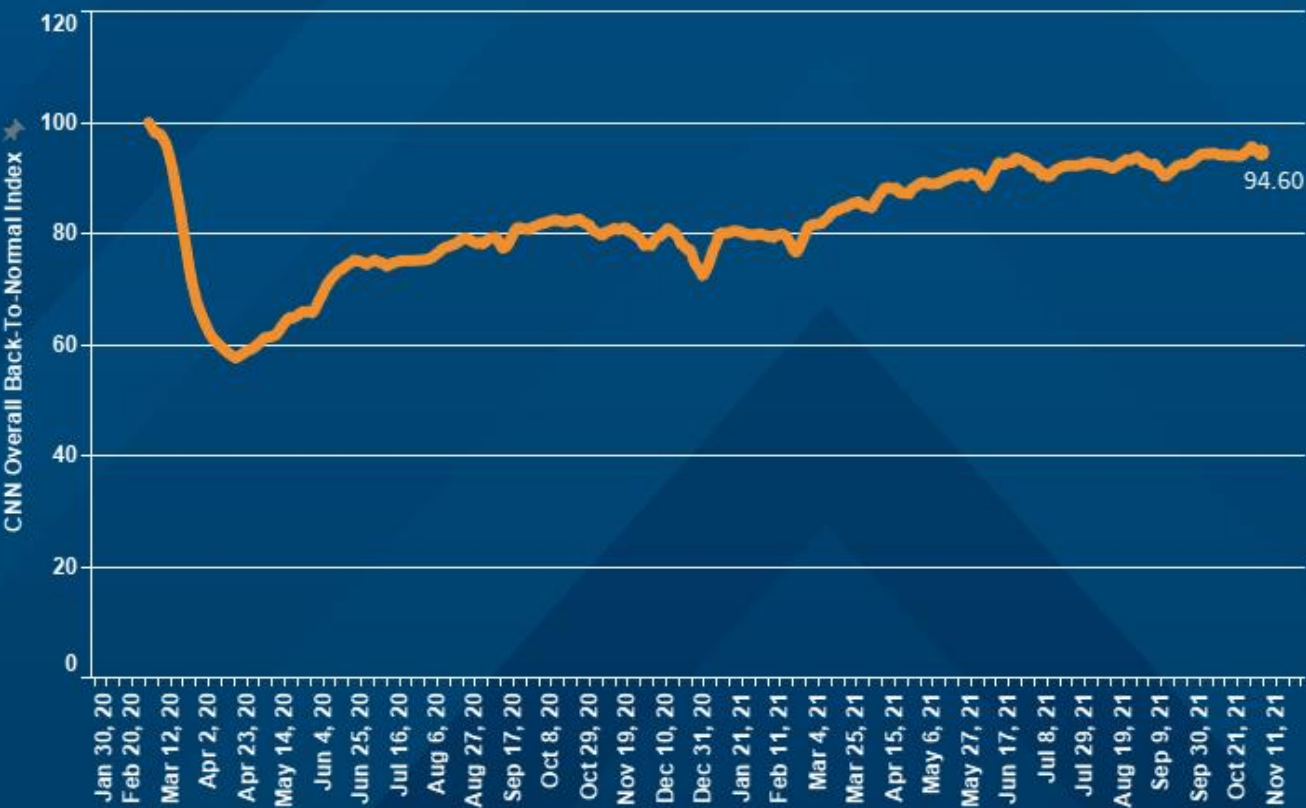
# CONTINUING CLAIMS AT 2.1 MILLION NATIONALLY



# ACTIVITY MODESTLY DECLINED LAST WEEK

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

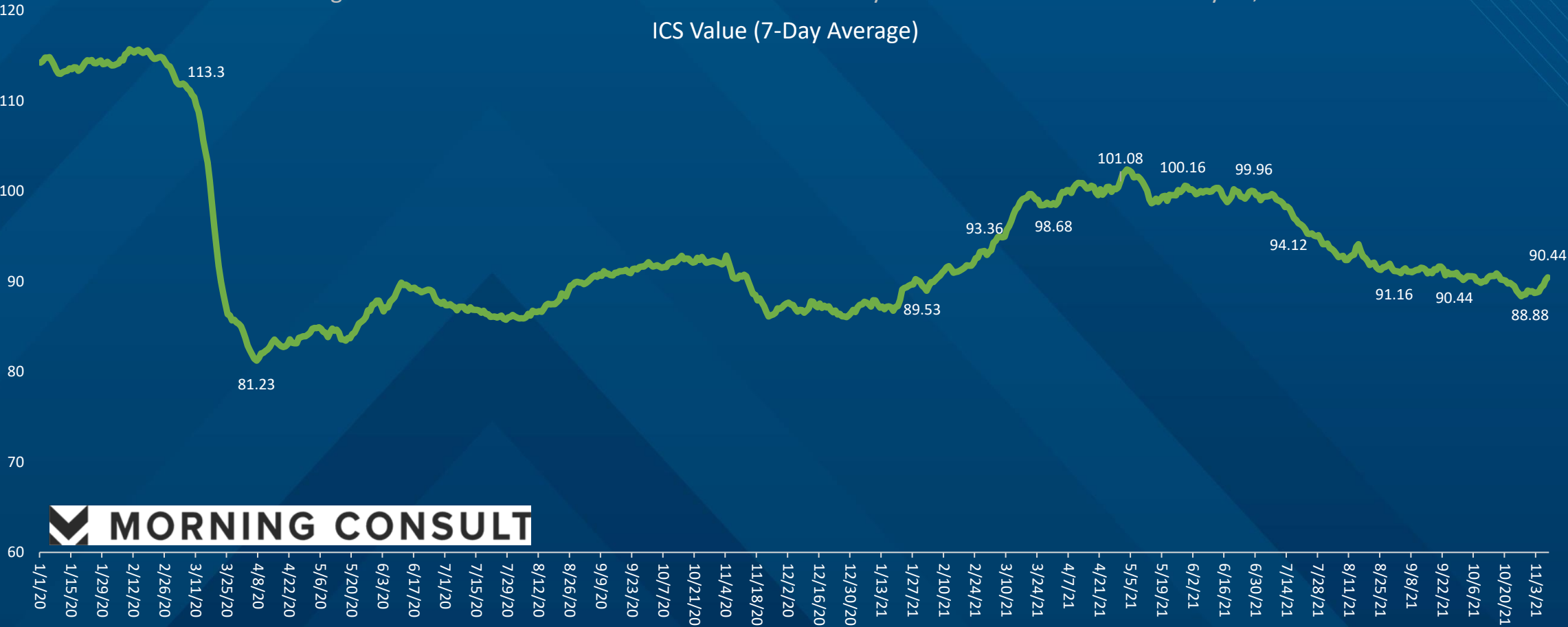
Data as of November 8, 2021



# CONSUMER SENTIMENT IMPROVED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 20.2% since February 29, 2020

ICS Value (7-Day Average)



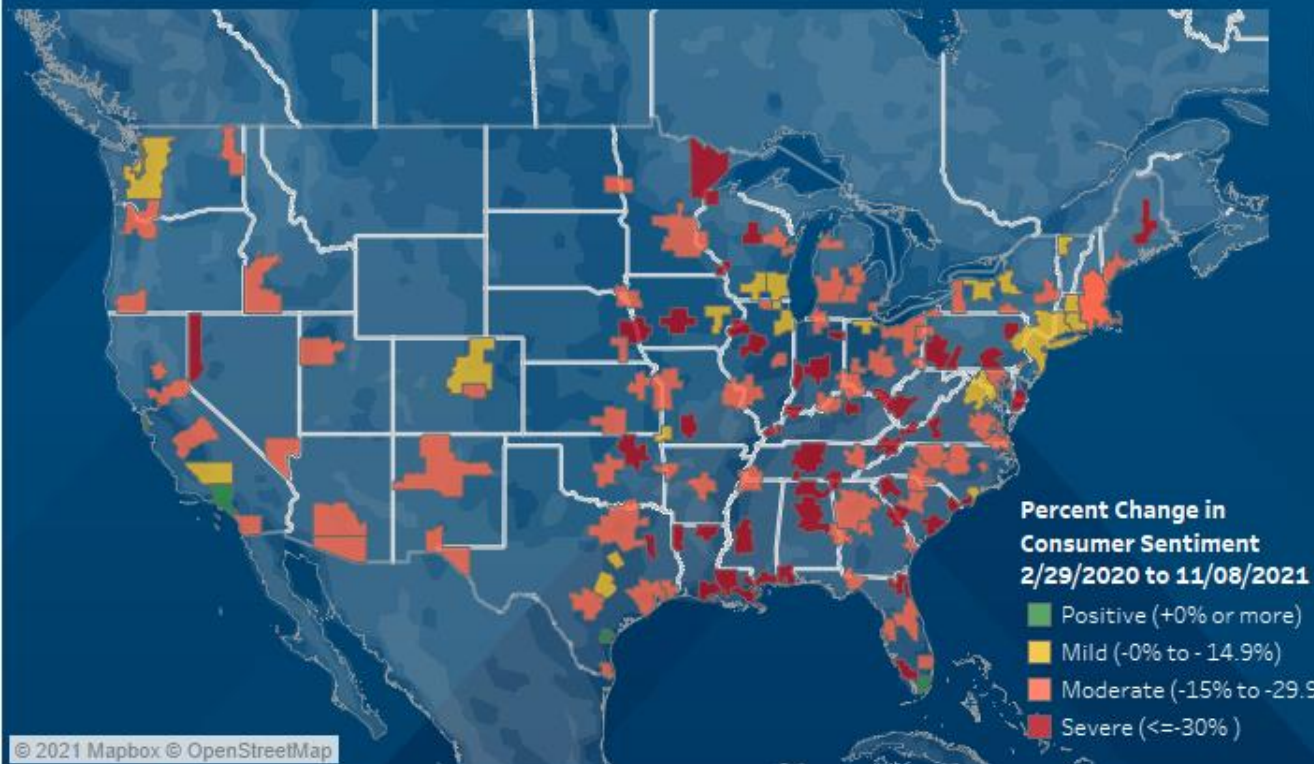
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Morning Consult

# SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since November 1, 2021



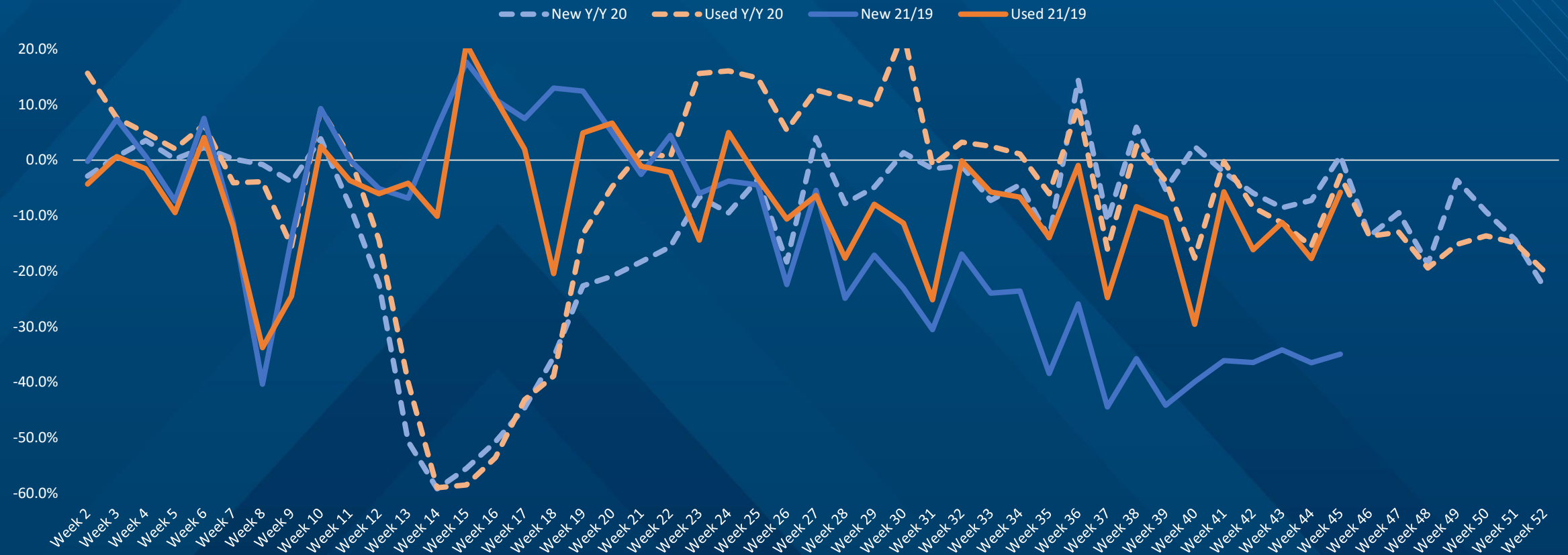
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Driven by COX AUTOMOTIVE

Source: Morning Consult

# RETAIL SALES ESTIMATES

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

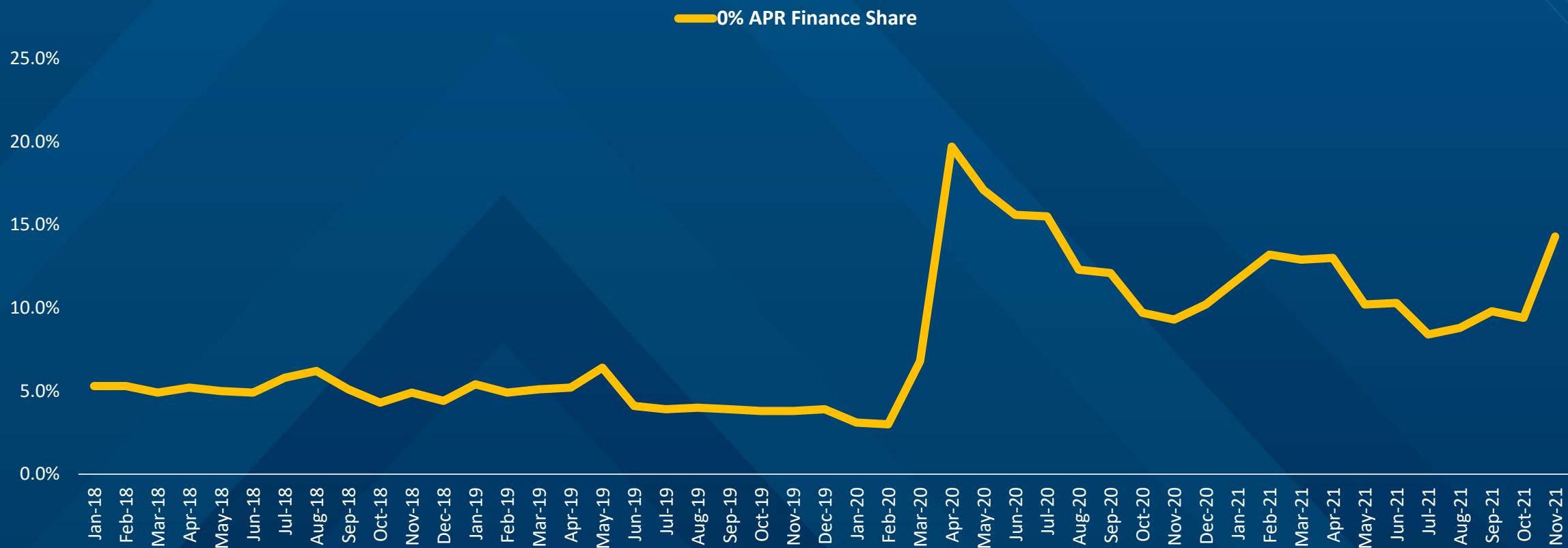


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Driven by COX AUTOMOTIVE

Source: Cox Automotive

# ZERO PERCENT FINANCING UP TO START NOVEMBER



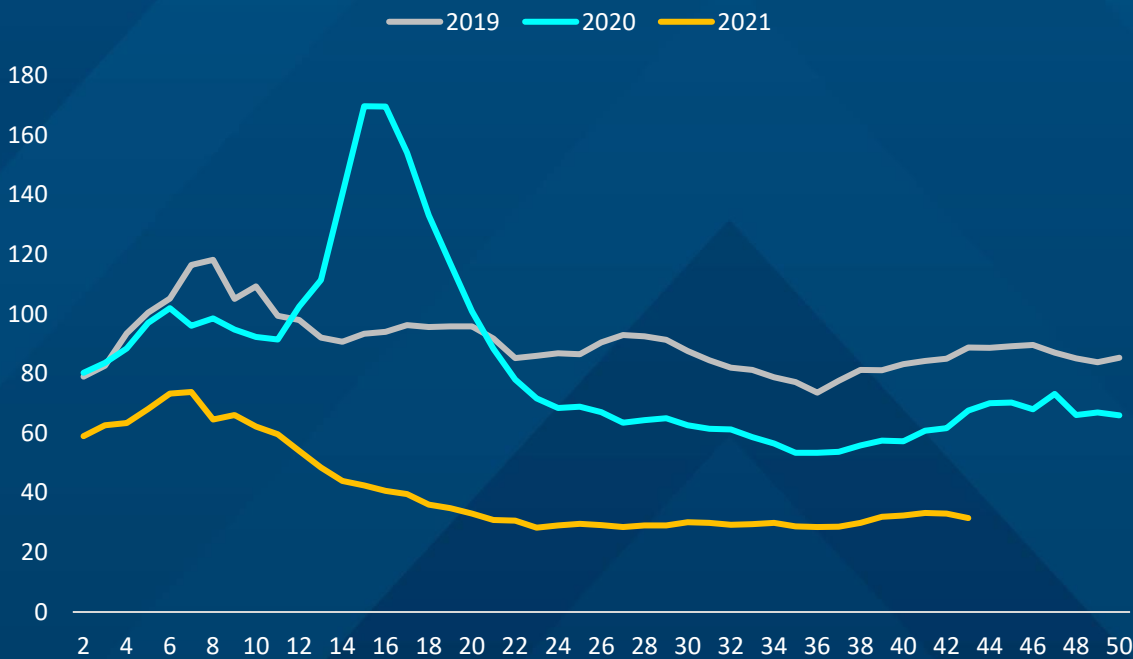
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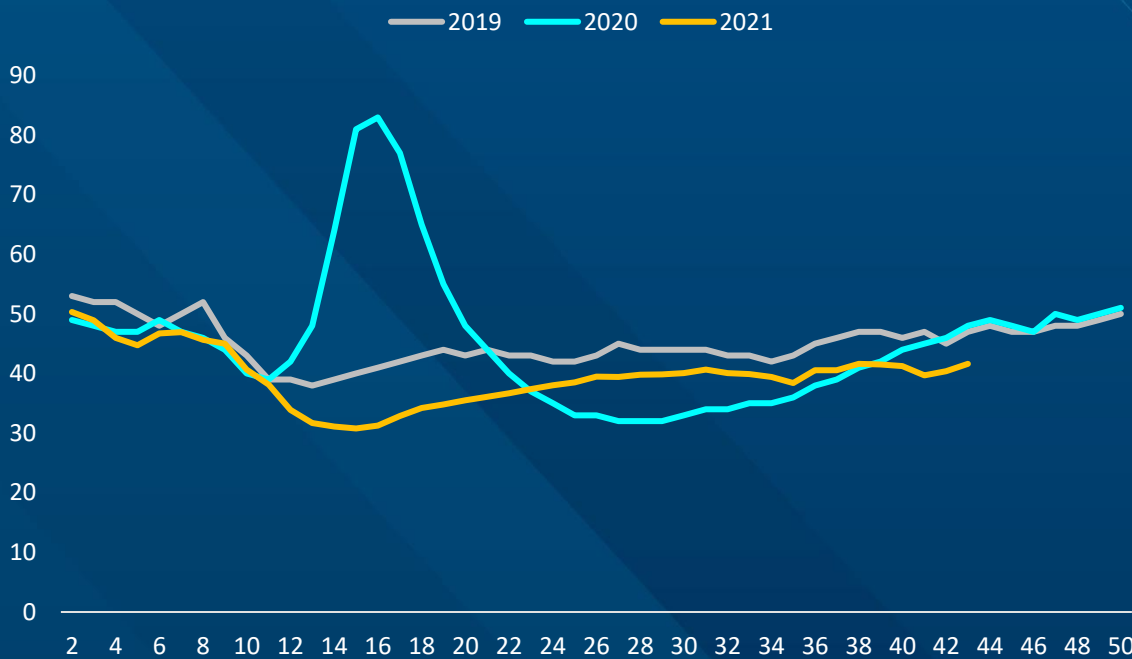
Source: Cox Automotive

# USED SUPPLY BELOW HISTORICAL LEVELS

New Days' Supply



Used Days' Supply



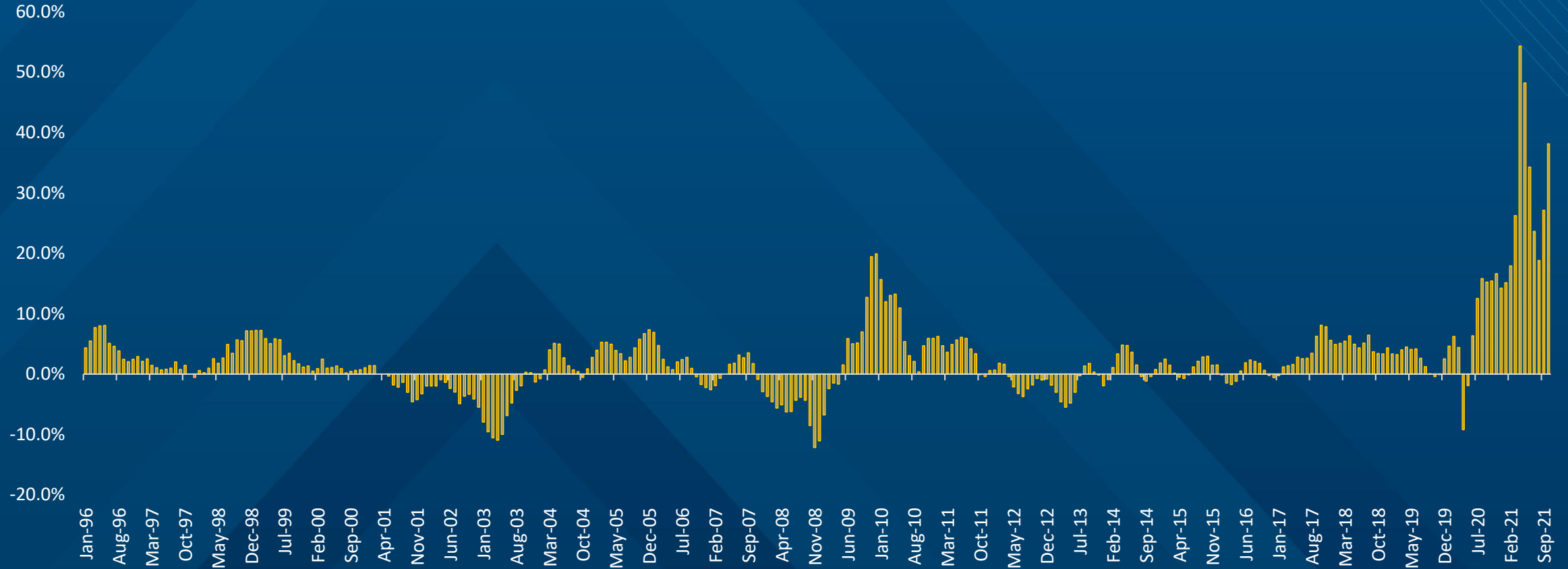
THE WAY  
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Source: Cox Automotive

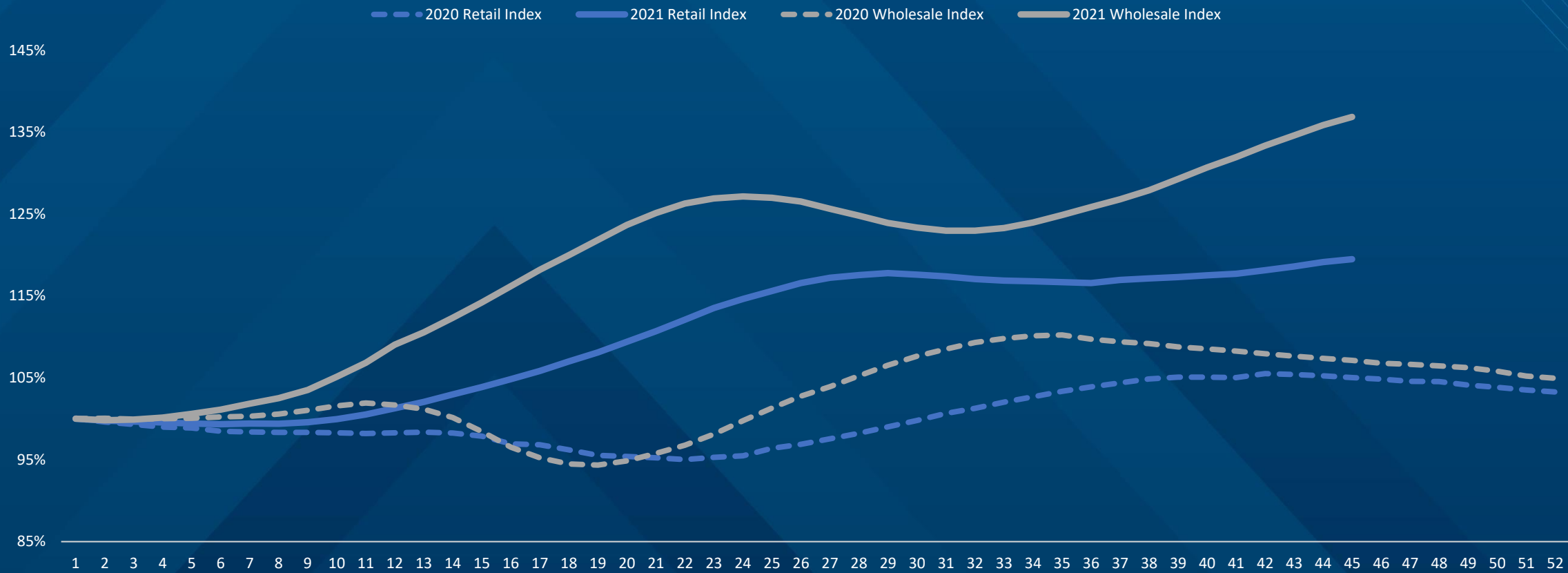
# Y/Y PERFORMANCE INCREASING AGAIN

## Manheim Index - % Change Y/Y



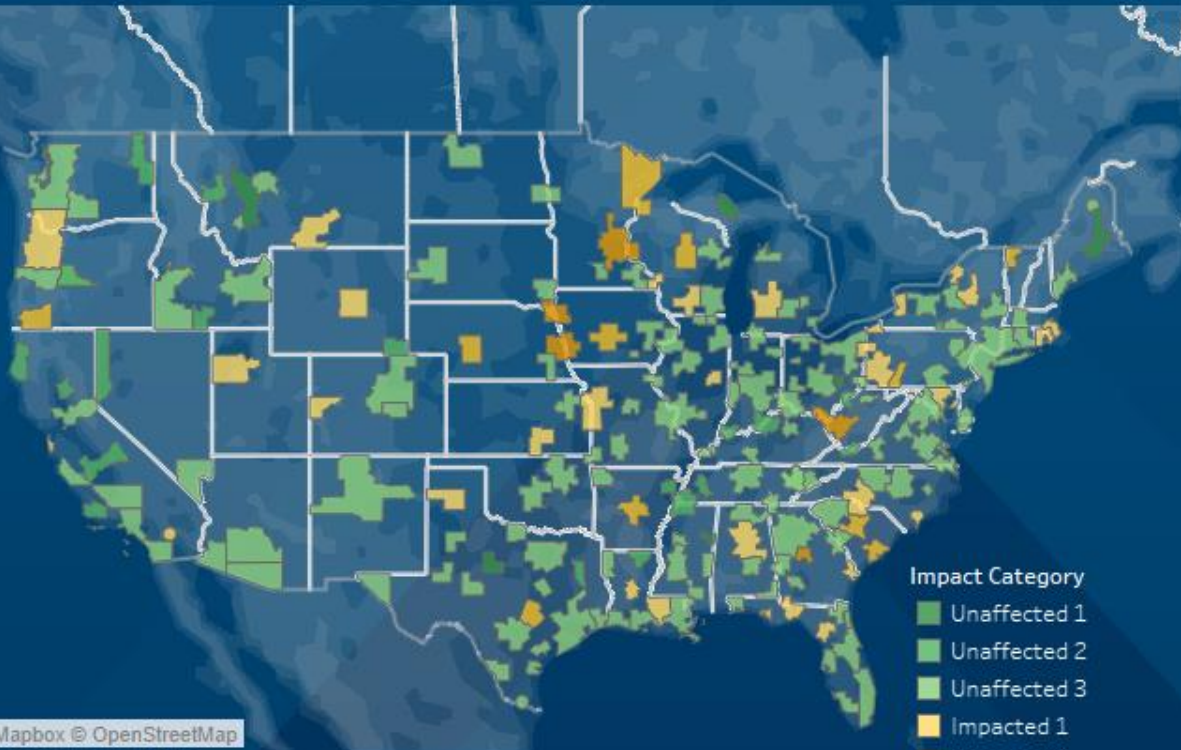
# USED PRICES INCREASING AGAIN

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)

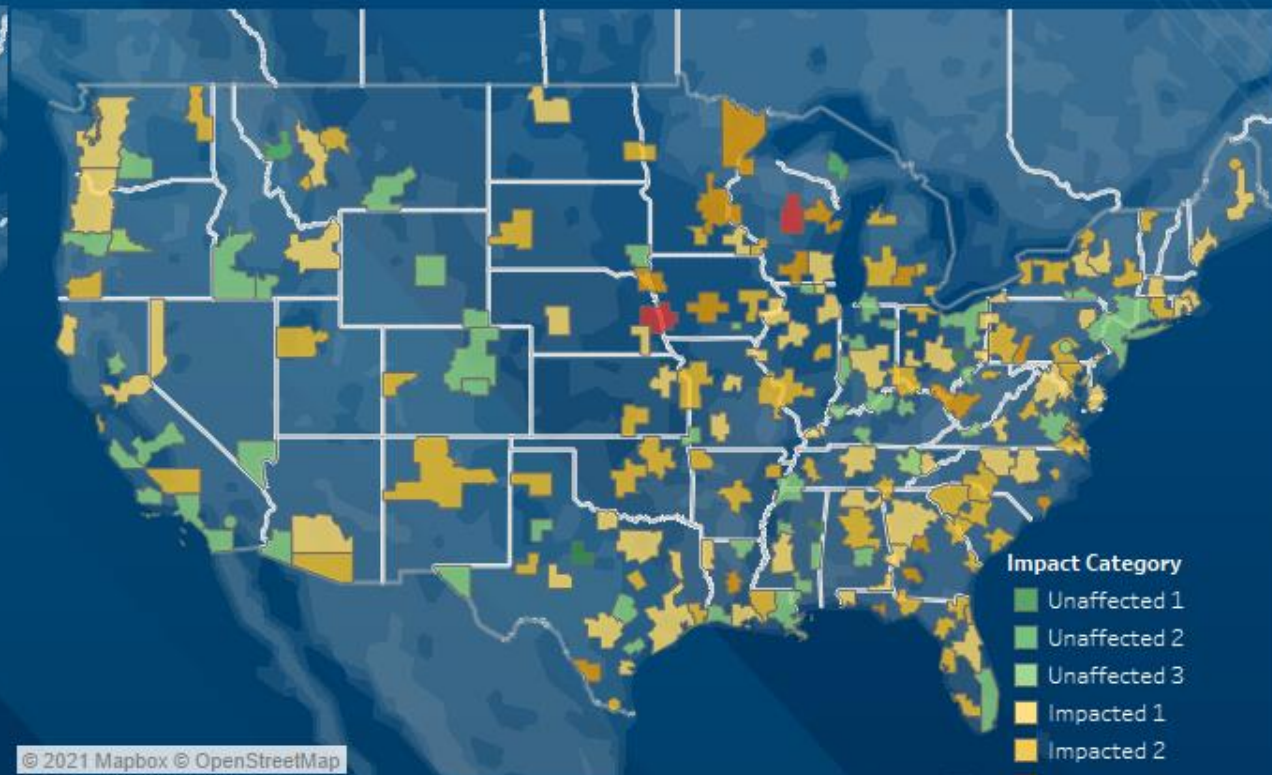


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**THE WAY  
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October 24, 2021 (vs same-week 2019)



© 2021 Mapbox © OpenStreetMap

Source: Cox Automotive

# COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity is increasing:
  - Leads so far in November on Autotrader and Kelley Blue are up over October and up strongly against the same time in 2020 and 2019.
- Credit applications on Dealertrack continue to be stable as they have been this fall:
  - Unique applications on same-store basis were down 6% y/y and down 27% against 2019 last week.

Service trends on Xtime have been stable this fall but appointments down 15% against 2019

# COX AUTOMOTIVE

