

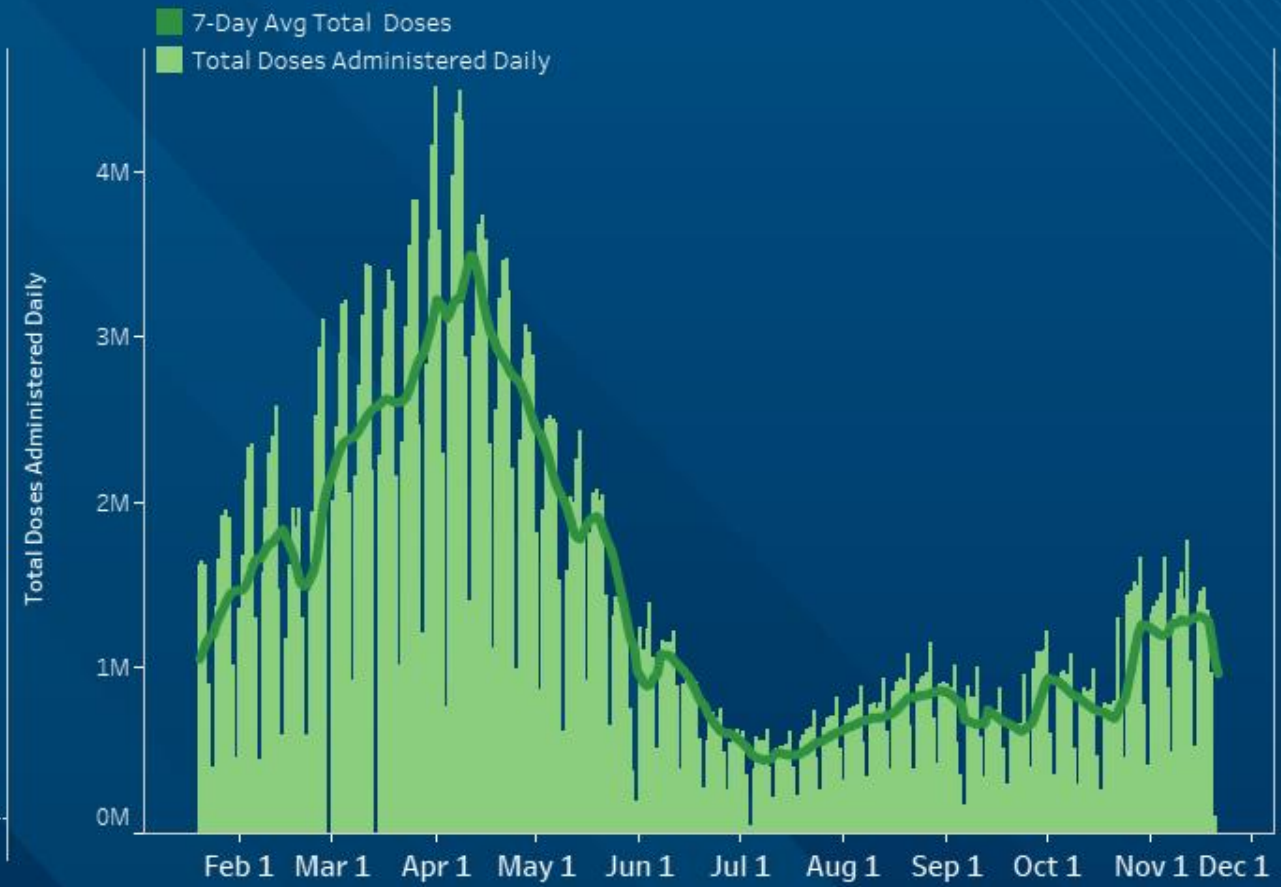
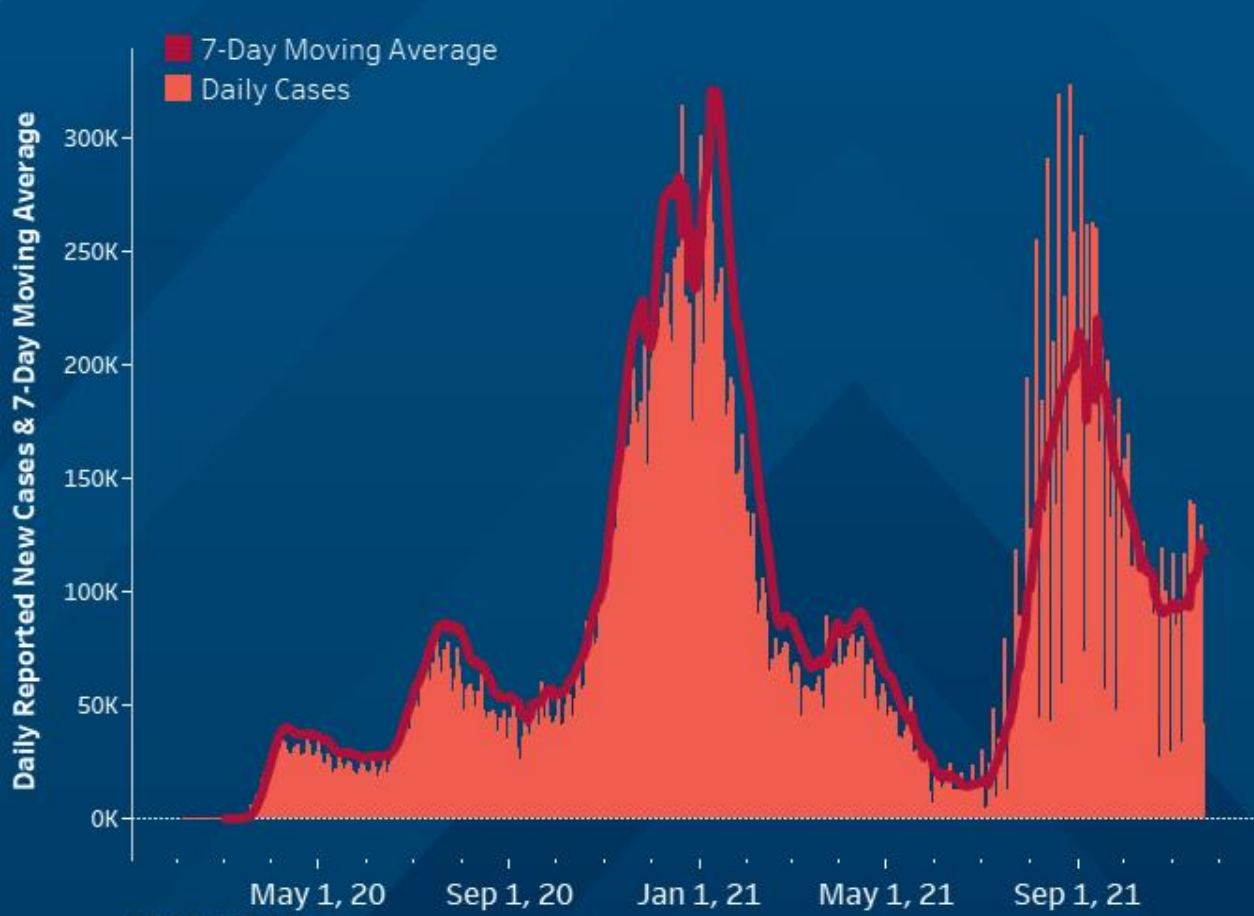
November 23, 2021

# COX AUTOMOTIVE AUTO MARKET REPORT

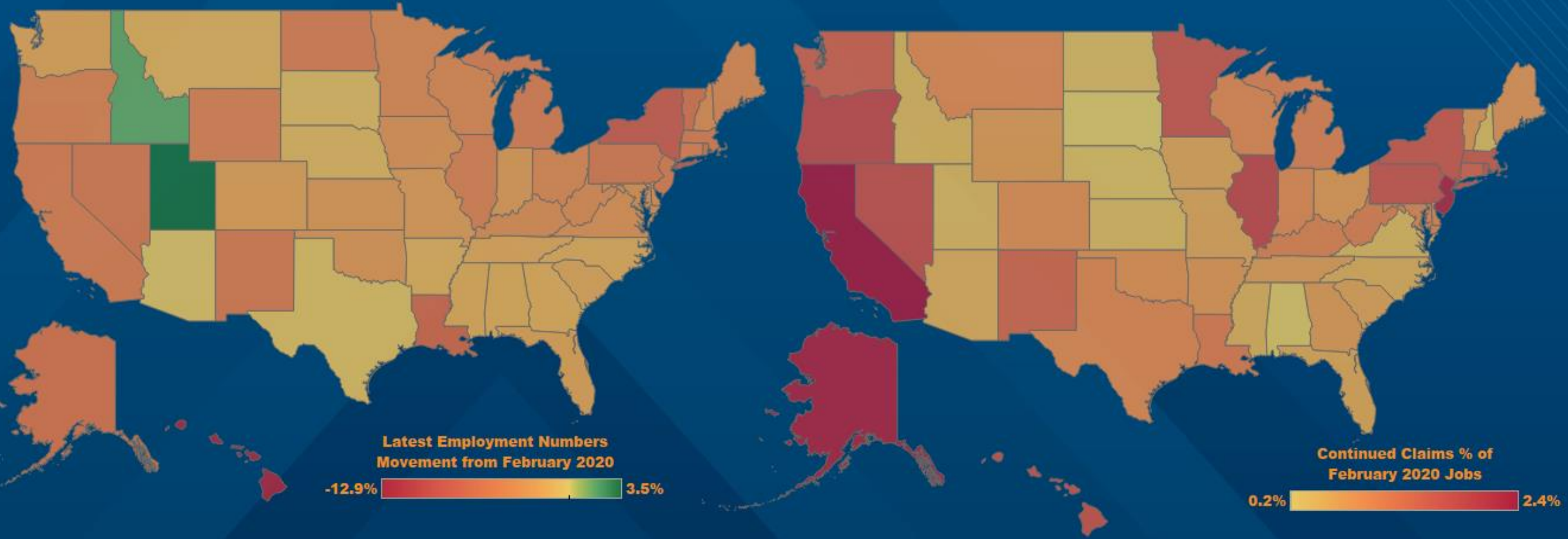
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS



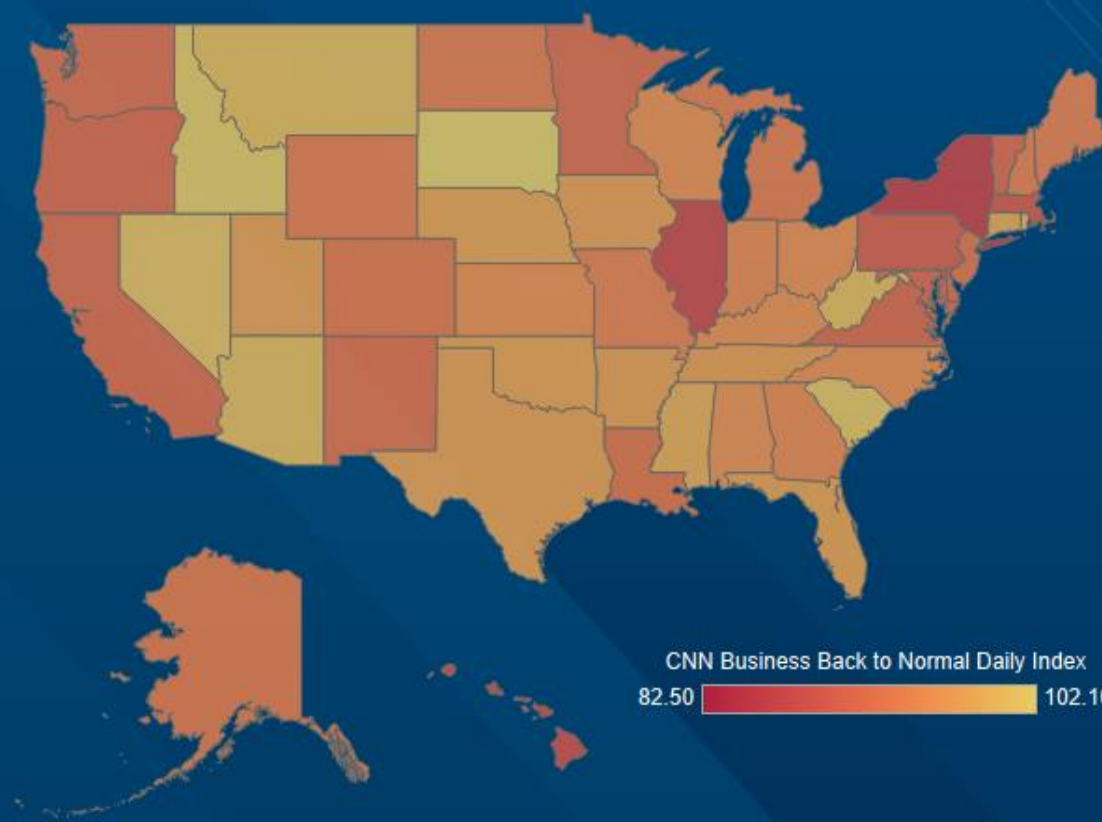
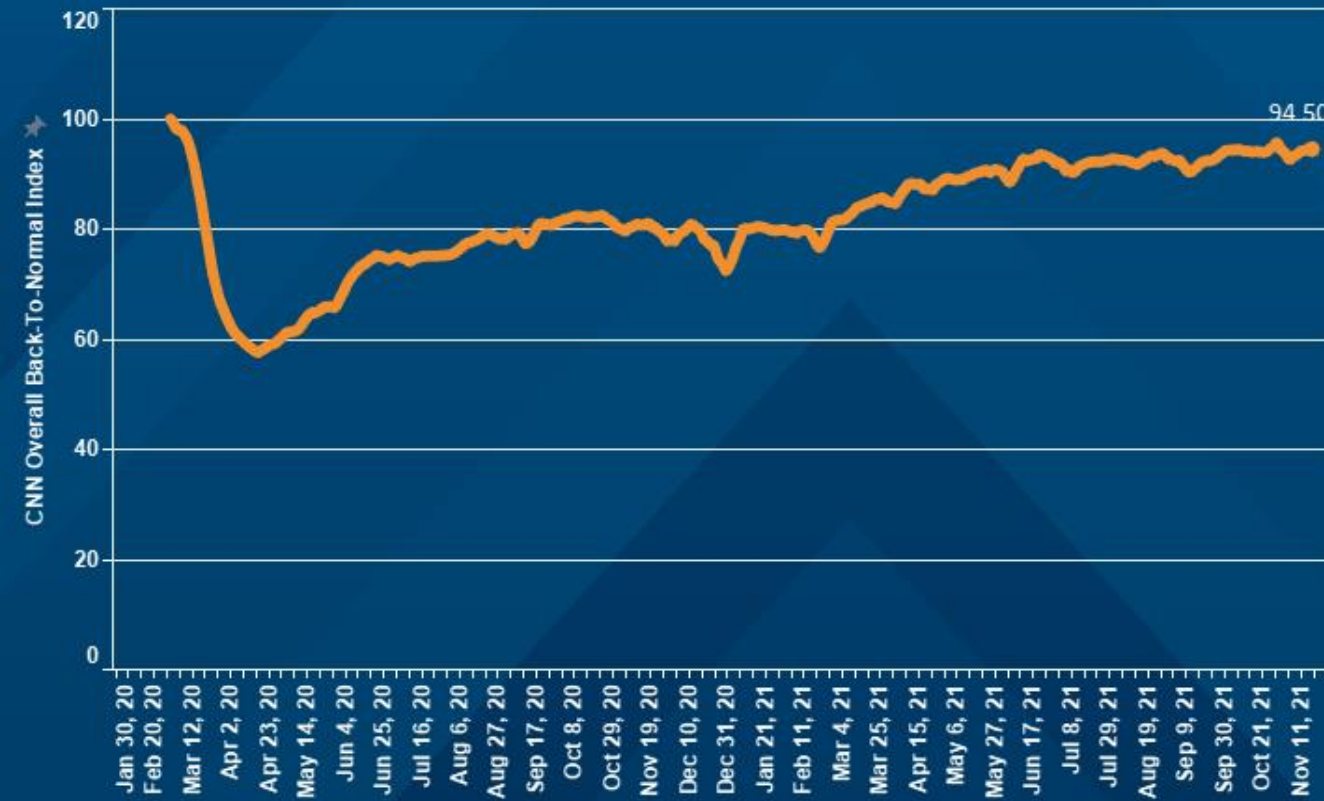
# CONTINUING CLAIMS AT 2.1 MILLION NATIONALLY



# ACTIVITY MODESTLY GREW LAST WEEK

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

Data as of November 22, 2021



THE WAY FORWARD

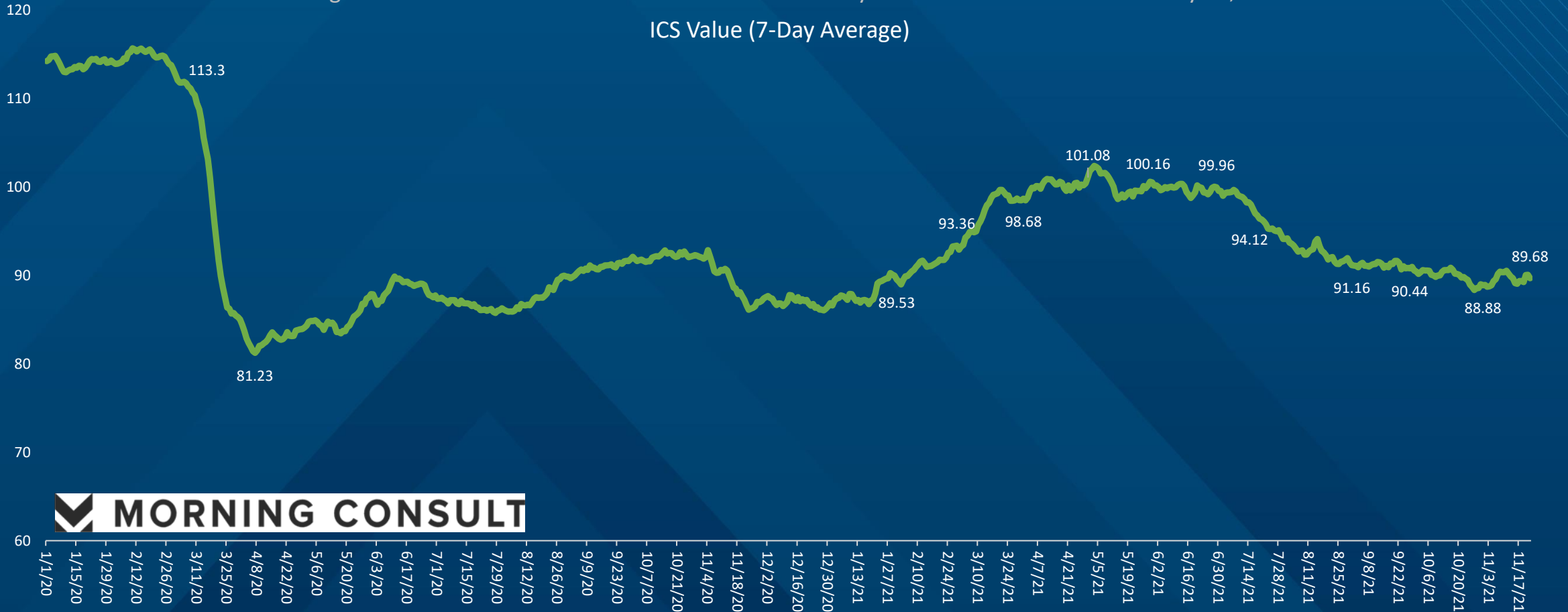
Driven by COX AUTOMOTIVE

Source: Moody's Analytics and CNN Business

# CONSUMER SENTIMENT IMPROVED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 20.9% since February 29, 2020

ICS Value (7-Day Average)



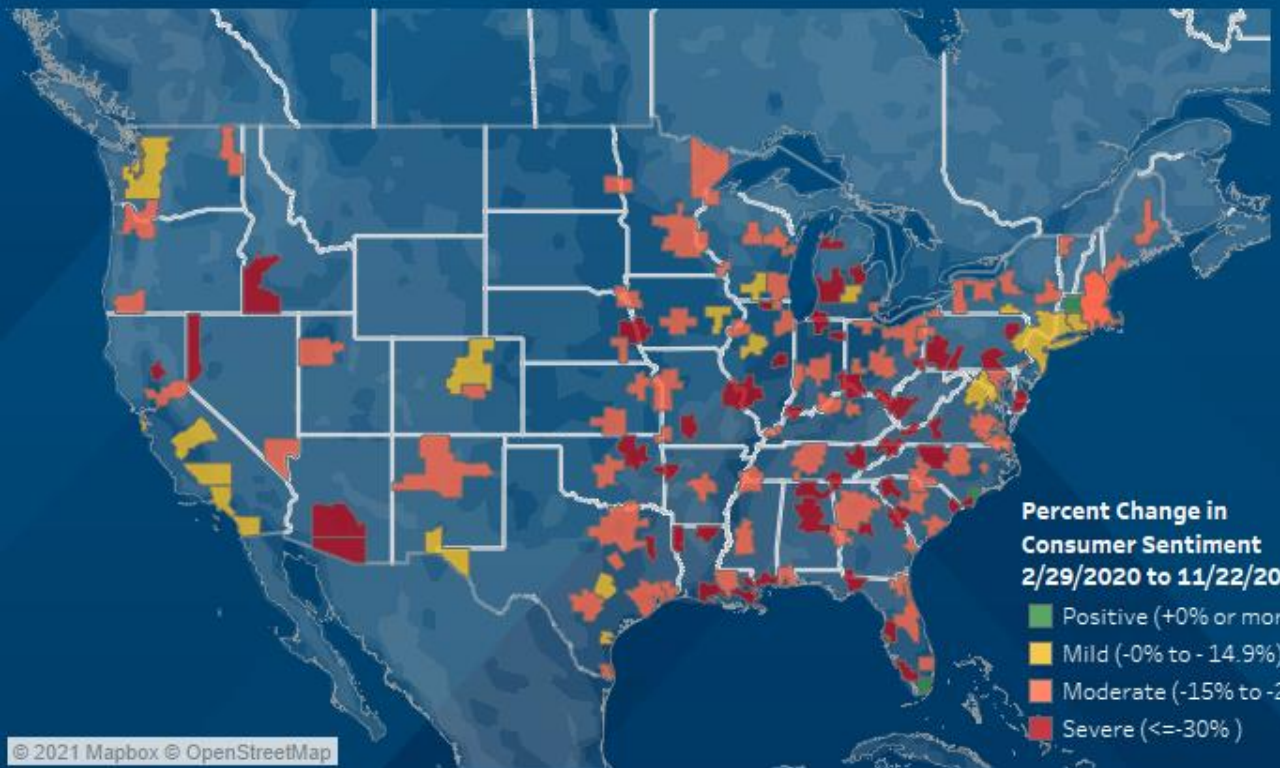
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Morning Consult

# SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since November 15, 2021



THE WAY  
FORWARD

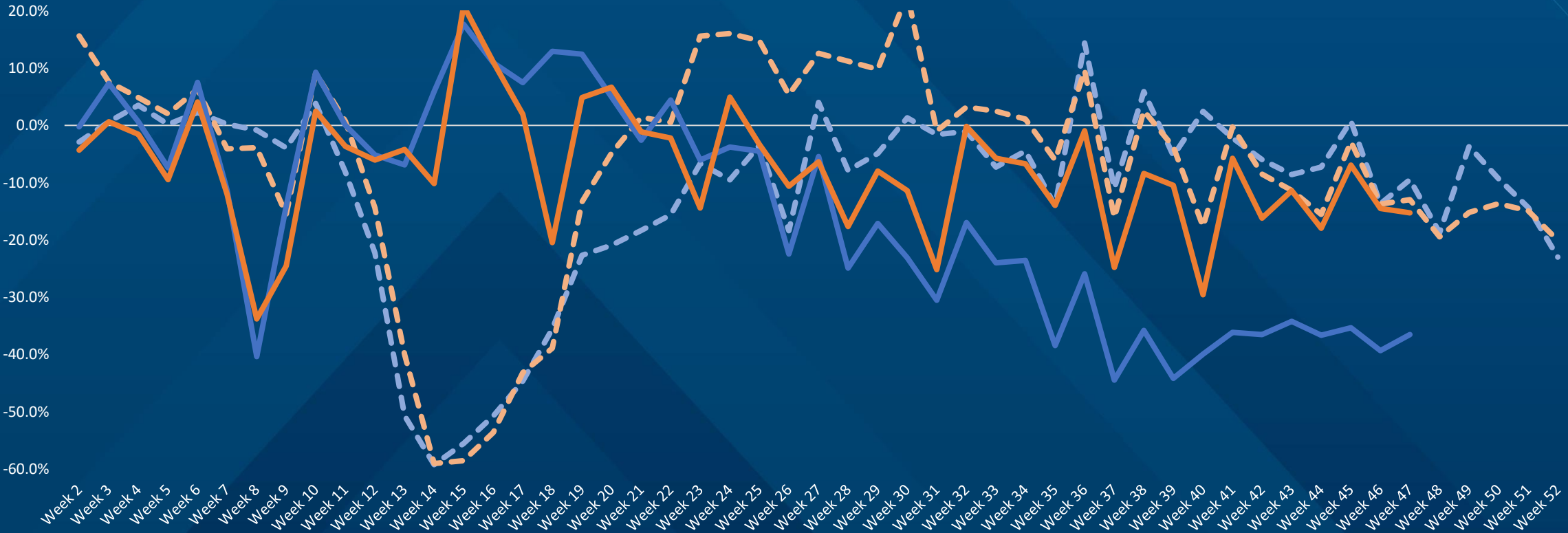
Driven by COX AUTOMOTIVE

Source: Morning Consult

# RETAIL SALES ESTIMATES

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

- - - New Y/Y 20  
 - - - Used Y/Y 20  
 — New 21/19  
 — Used 21/19

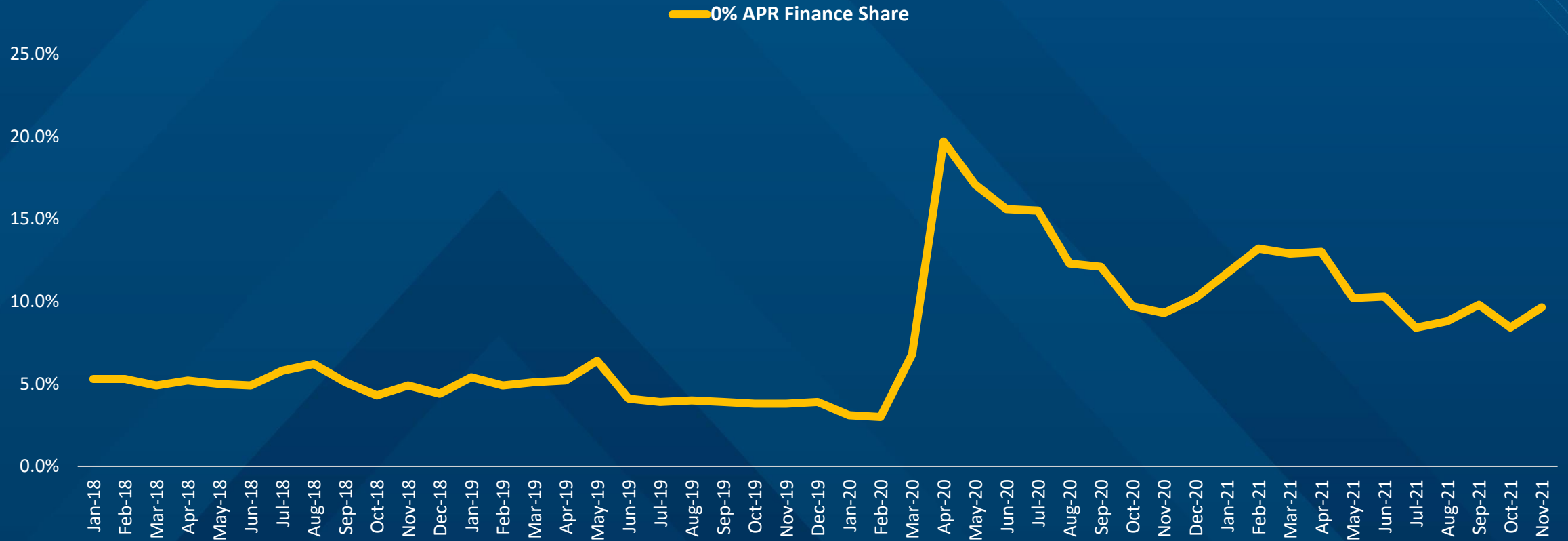


THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# ZERO PERCENT FINANCING UP MID NOVEMBER



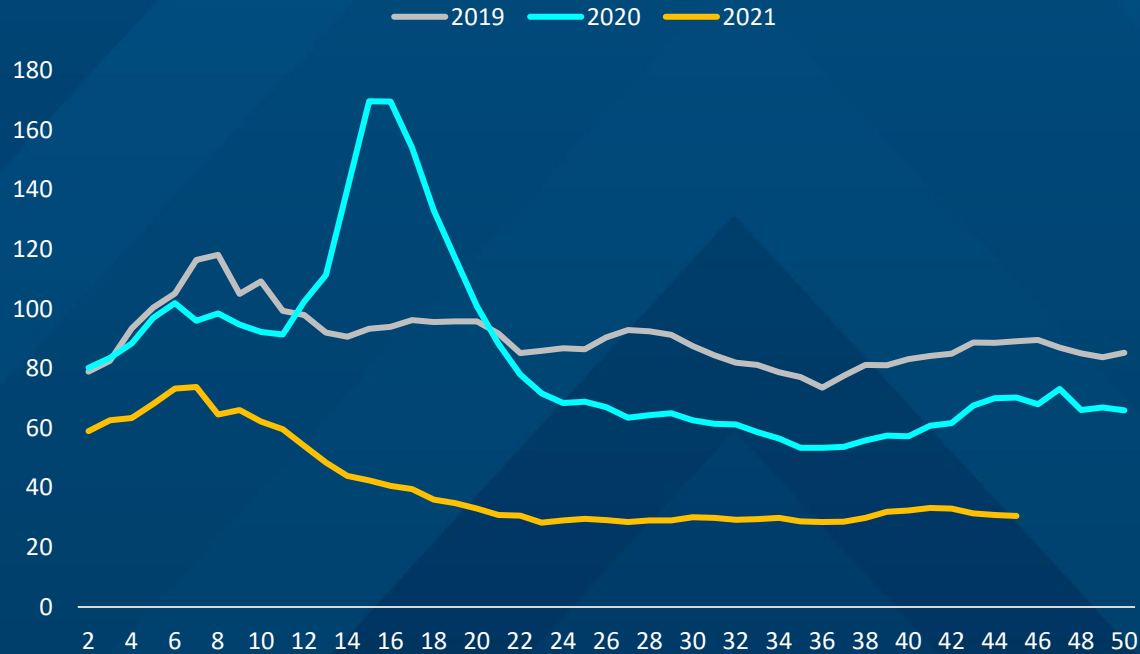
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

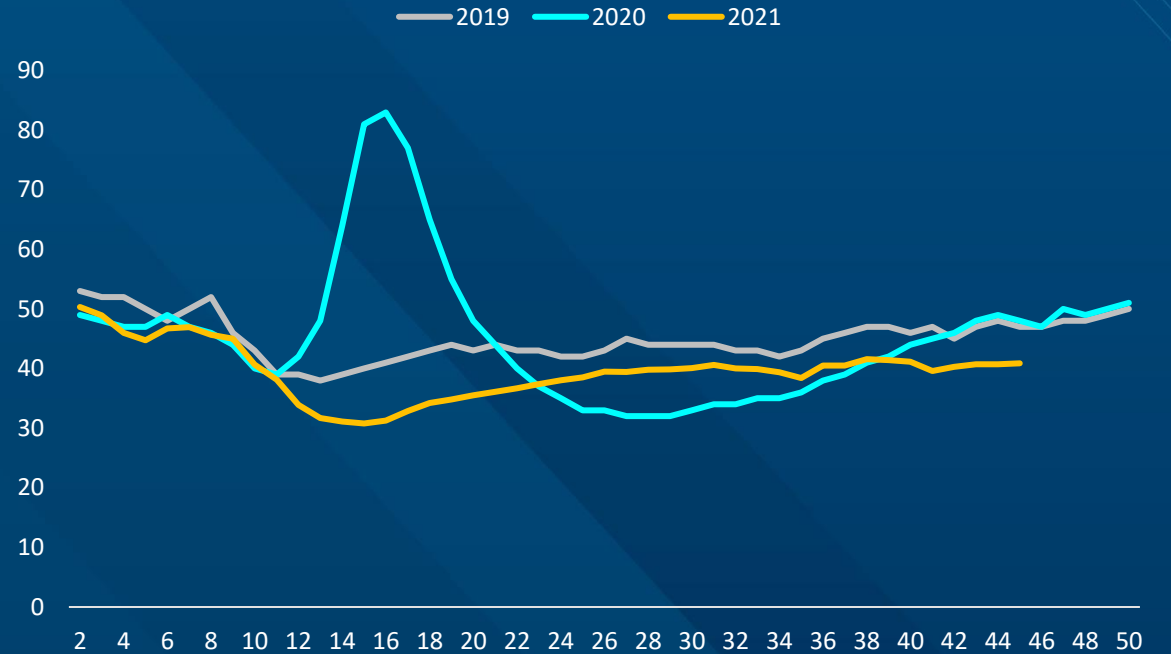
Source: Cox Automotive

# USED SUPPLY BELOW HISTORICAL LEVELS

New Days' Supply



Used Days' Supply



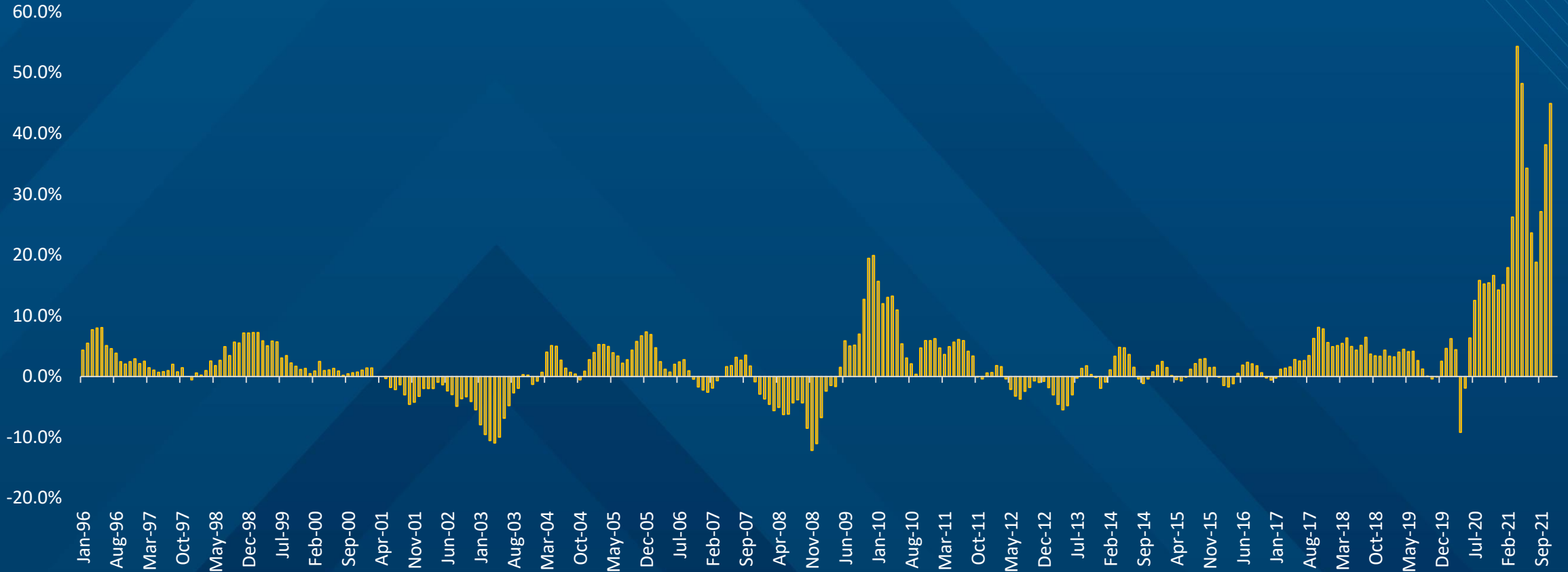
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# Y/Y PERFORMANCE INCREASING AGAIN

Manheim Index - % Change Y/Y



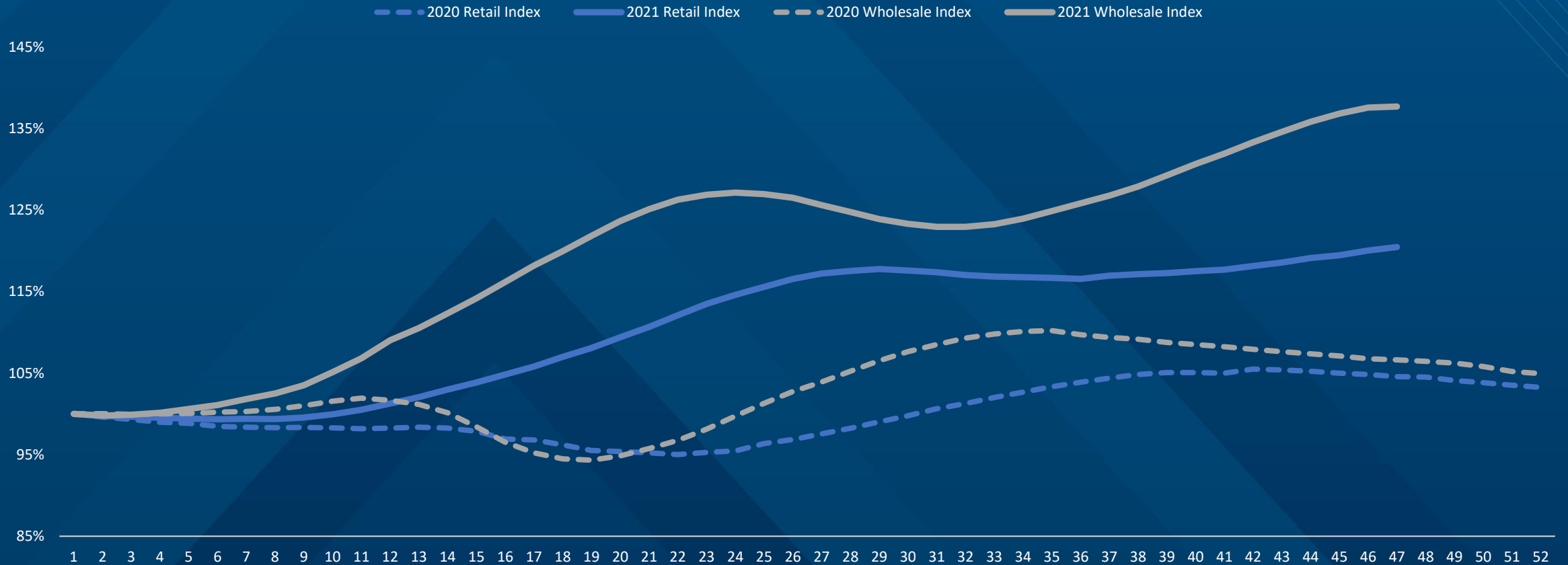
THE WAY  
**FORWARD**

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# USED PRICES AT NEW HIGHS

MY 2018 Retail and Wholesale Price Index



THE WAY  
FORWARD

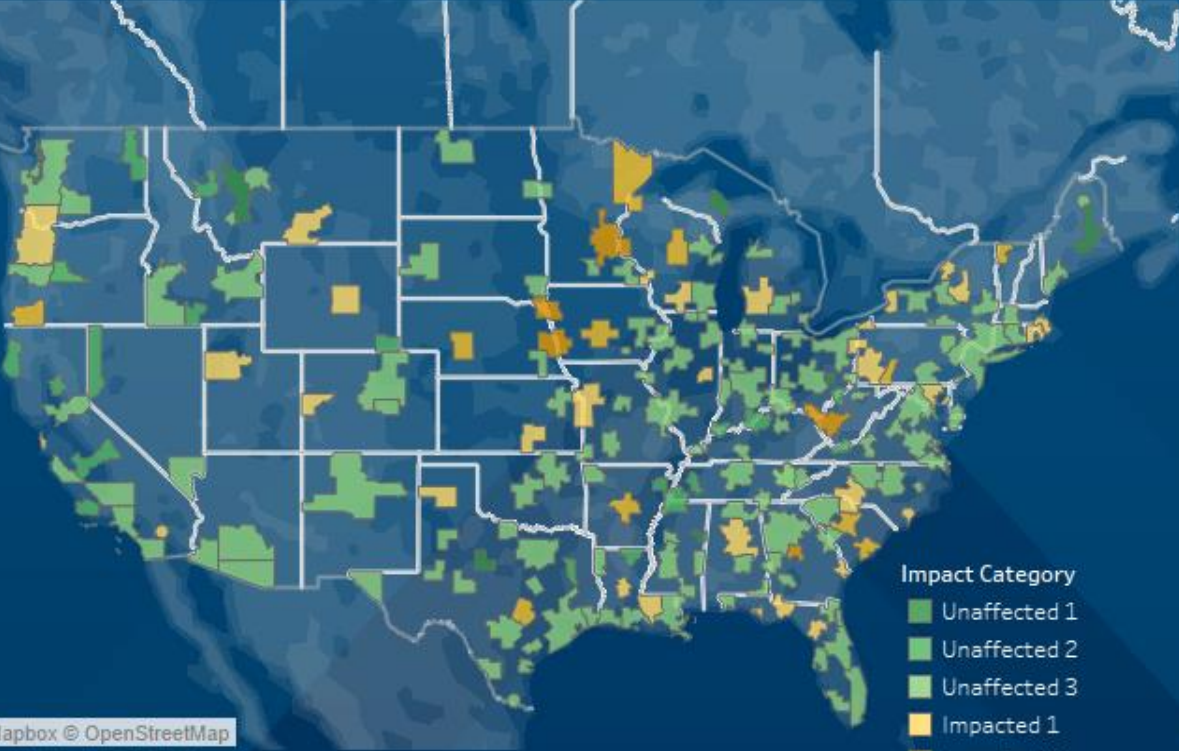
Driven by COX AUTOMOTIVE

Source: Cox Automotive

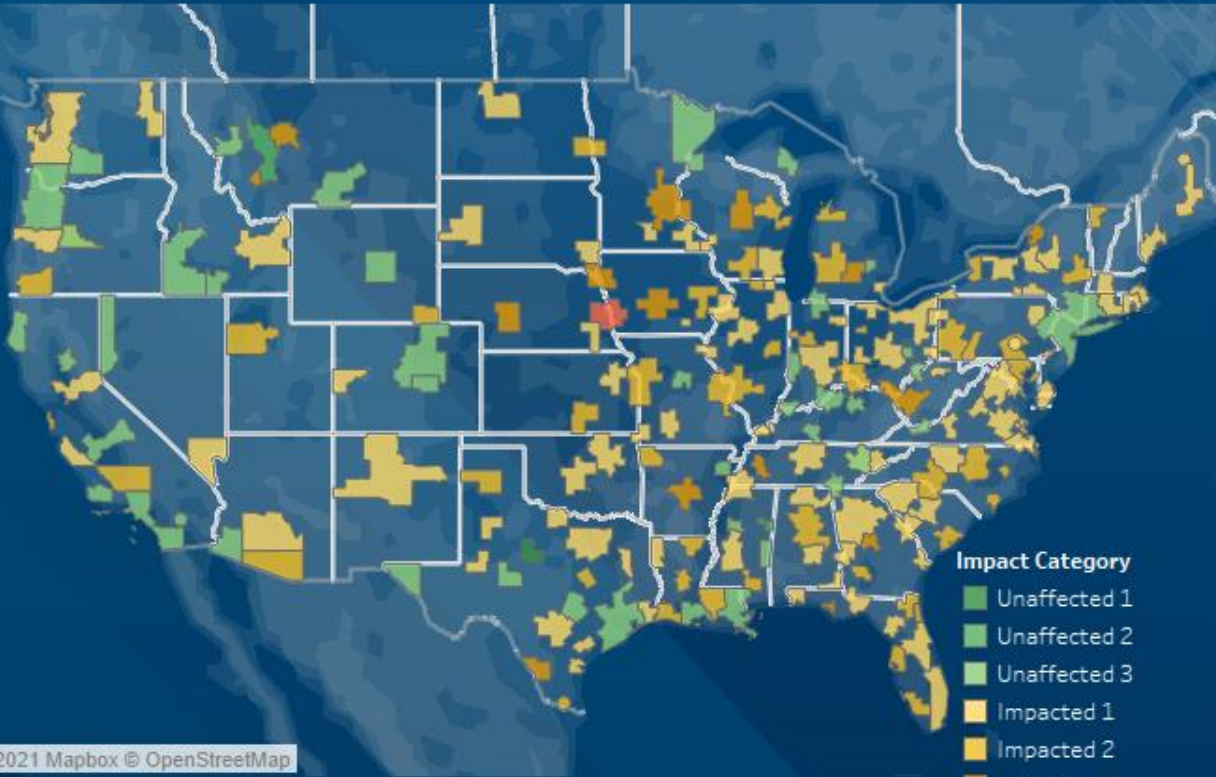
# SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)

November 21, 2021 (vs same-week 2019)



- 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

© 2021 Mapbox © OpenStreetMap

© 2021 Mapbox © OpenStreetMap

THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity is slowing:
  - Leads so far in November on Autotrader and Kelley Blue are down over October but still up 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 12% y/y and down 30% against 2019 last week.
- Service trends on Xtime have been stable this fall but appointments are down 13% against 2019

# COX AUTOMOTIVE

