

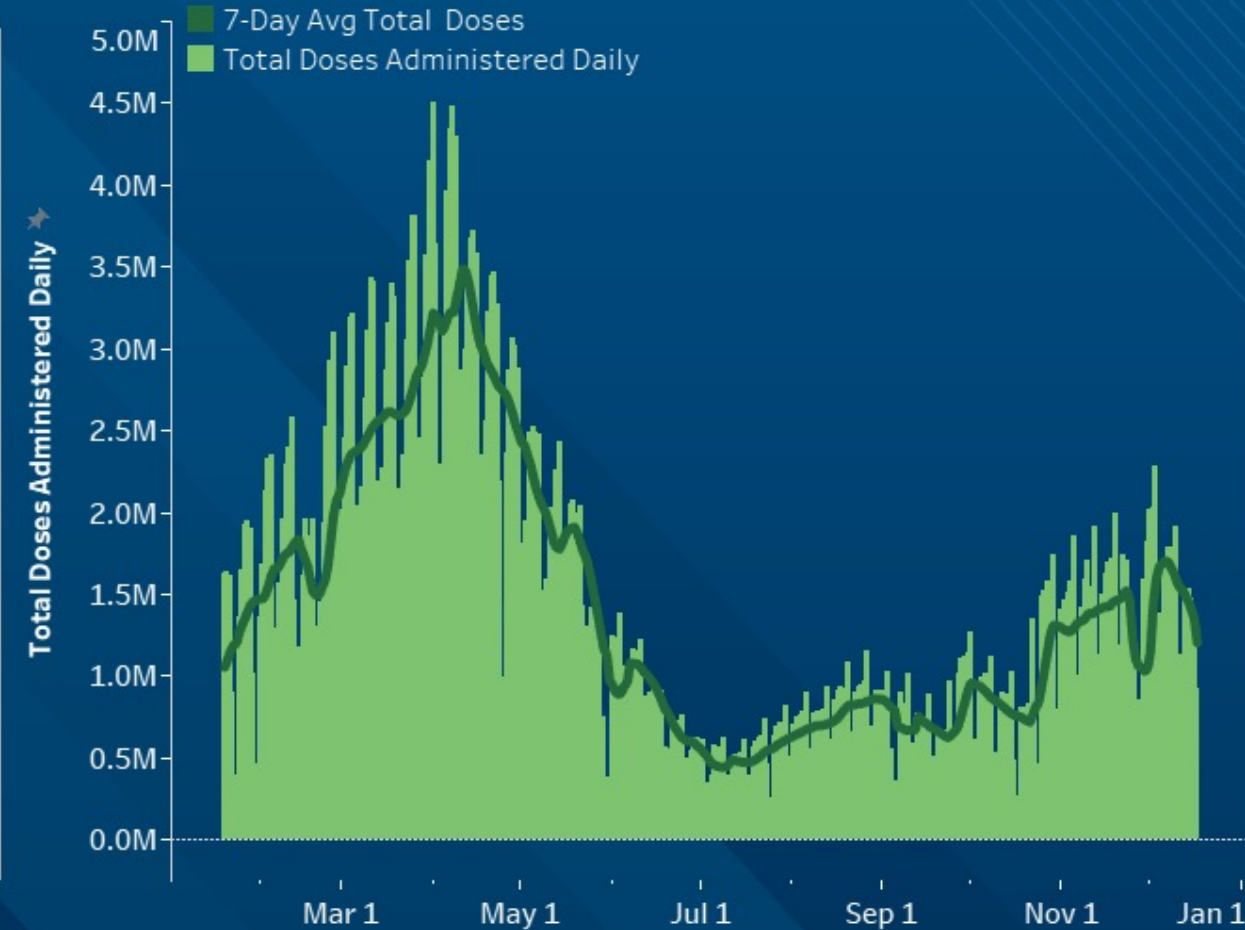
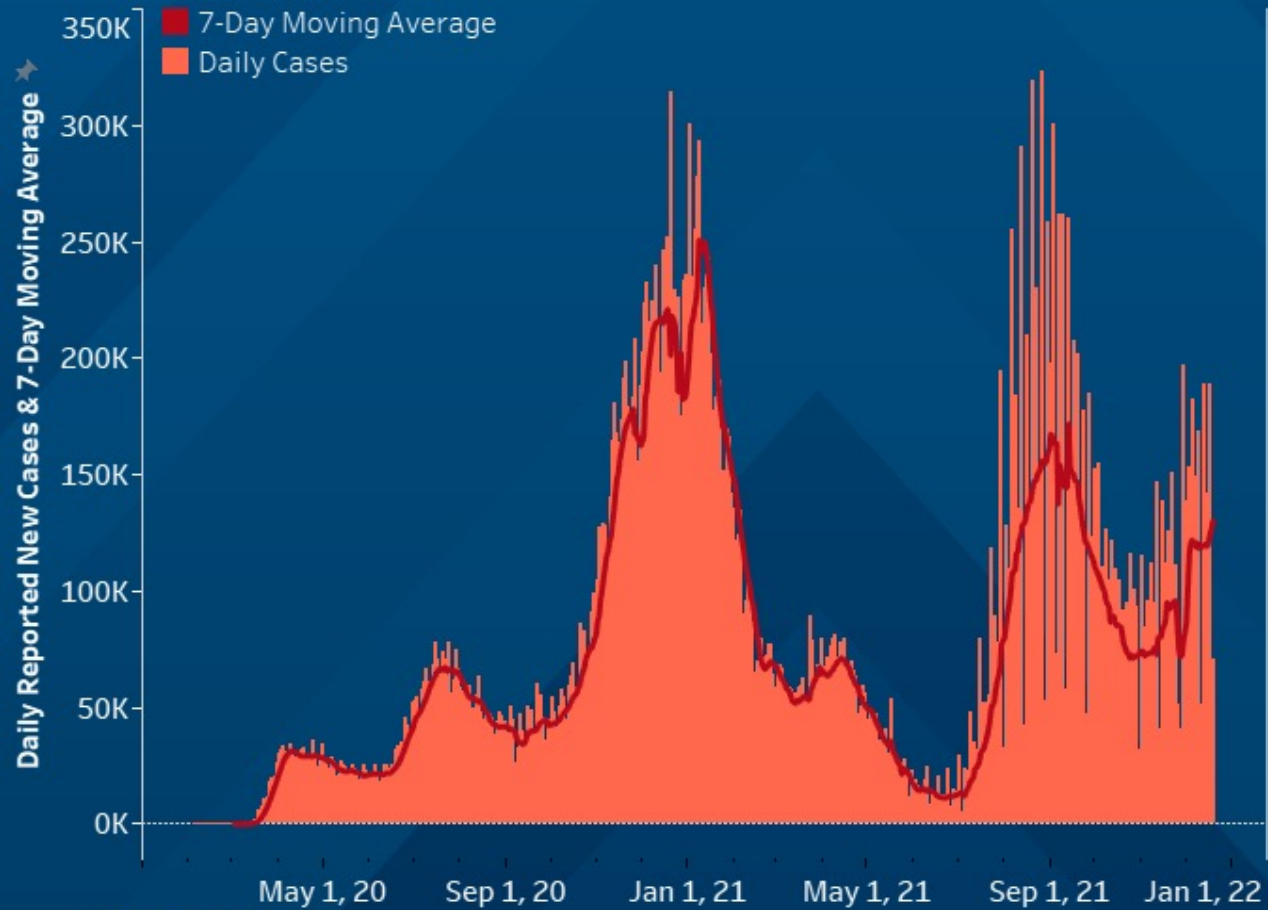
December 21, 2021

COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

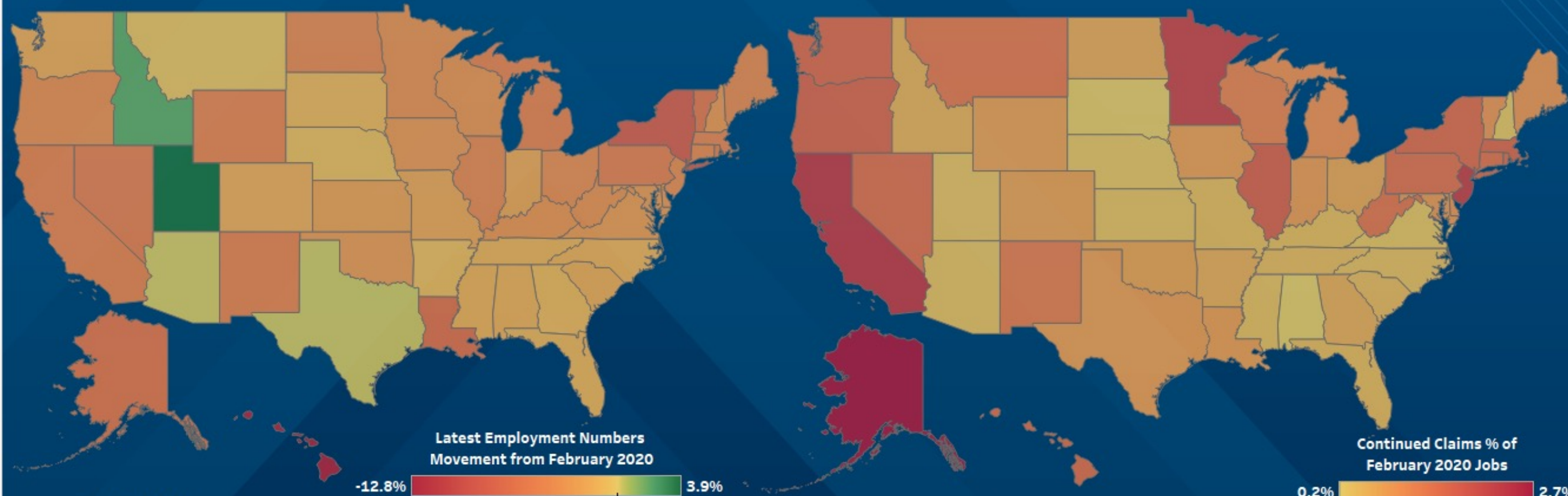


THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

CONTINUING CLAIMS AT 1.85 MILLION NATIONALLY



THE WAY
FORWARD

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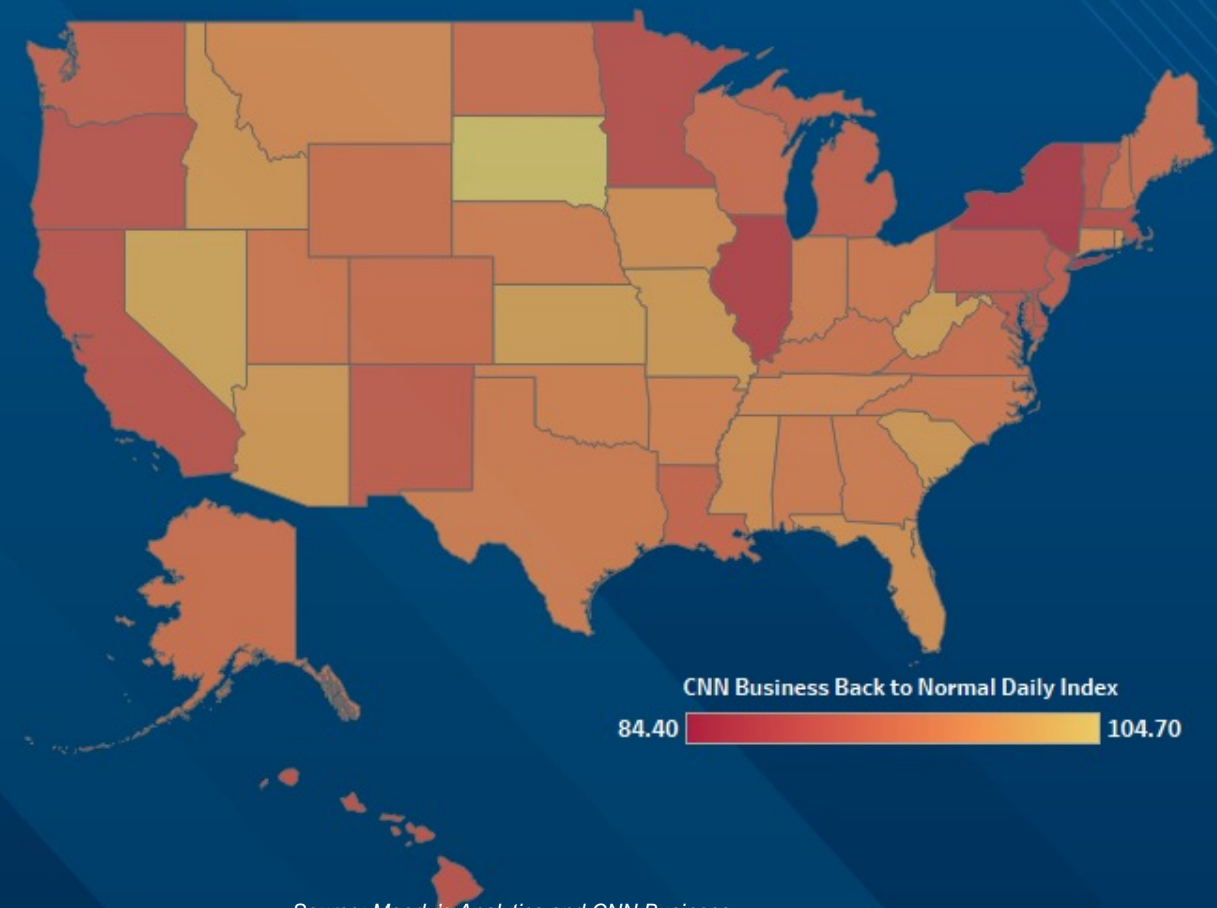
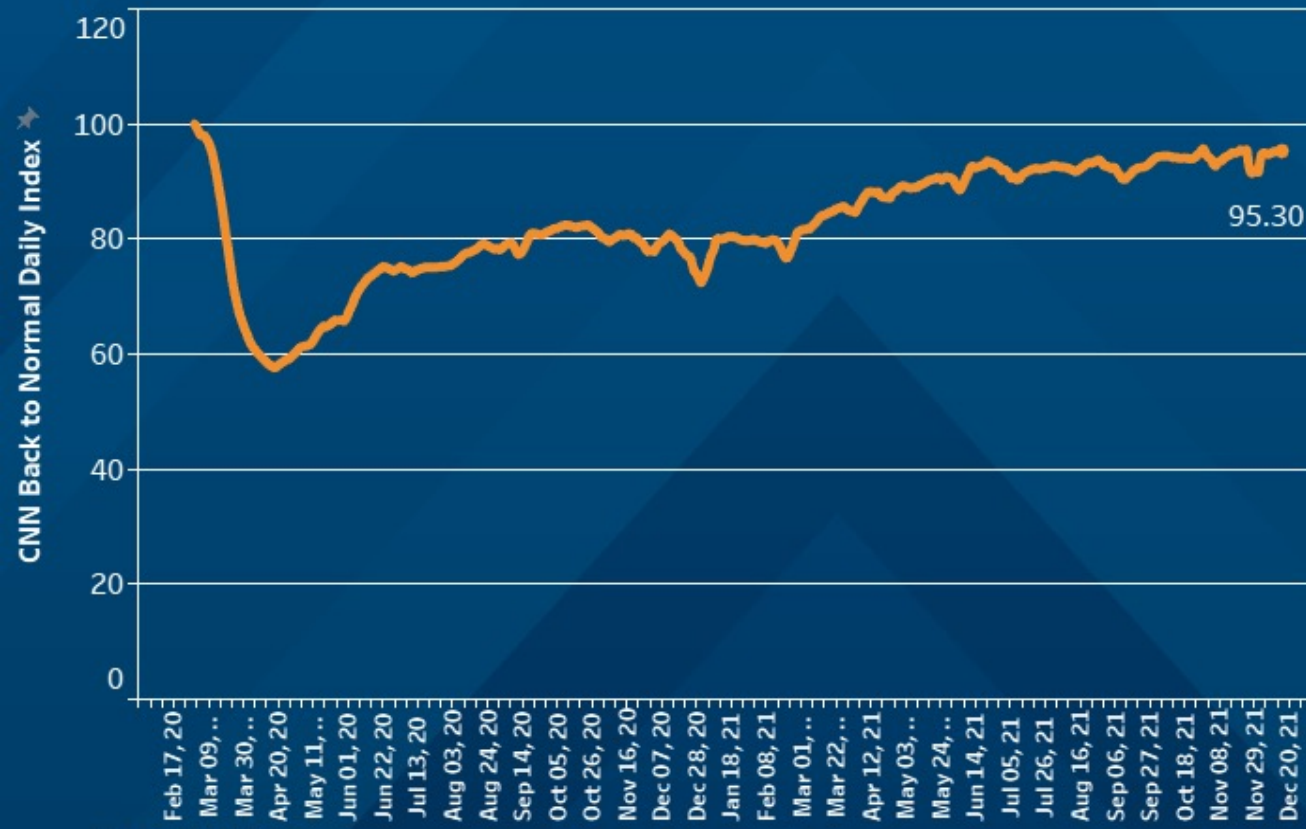
Data as of December 16, 2021

Source: Department of Labor
Note: Latest Employment Numbers for November 2021
Continued Claims Unemployment Data for Week Ending December 4

ACTIVITY INCREASED LAST WEEK

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

Data as of December 20, 2021



THE WAY FORWARD

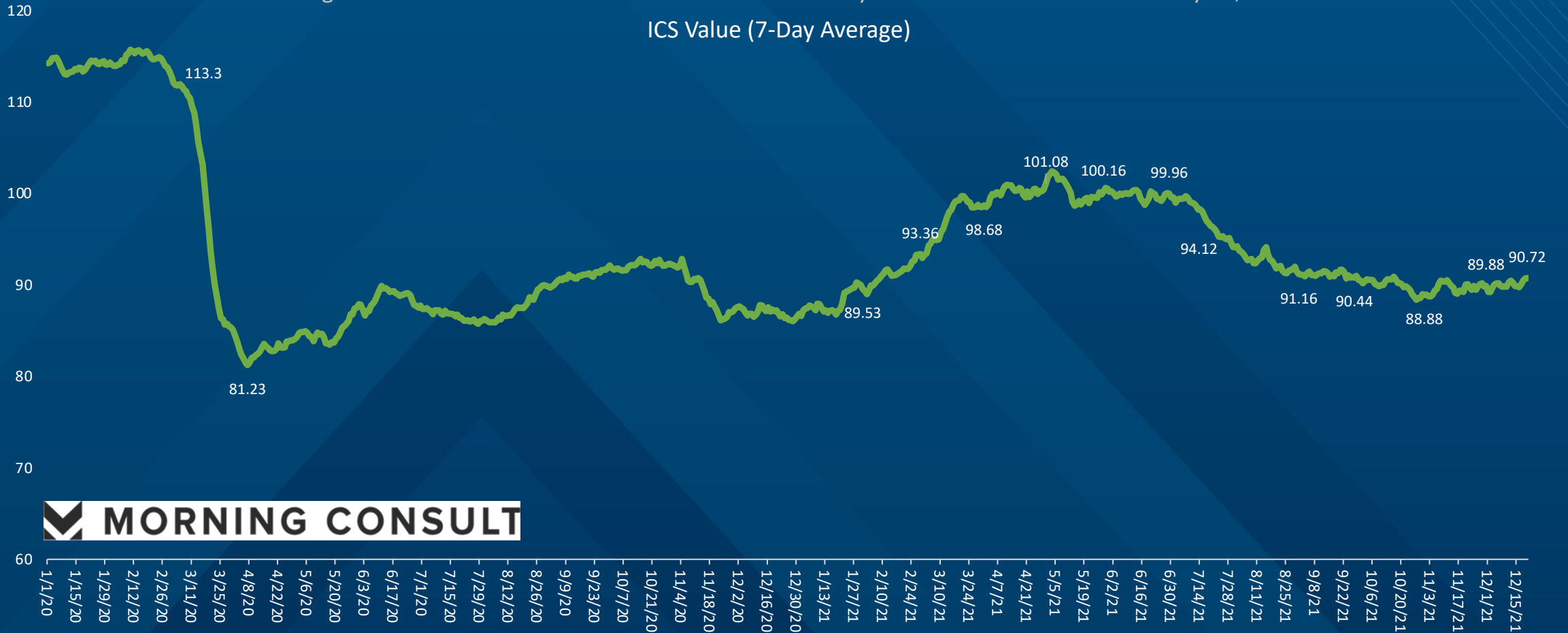
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Source: Moody's Analytics and CNN Business

CONSUMER SENTIMENT IMPROVED LAST WEEK

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

ICS Value (7-Day Average)



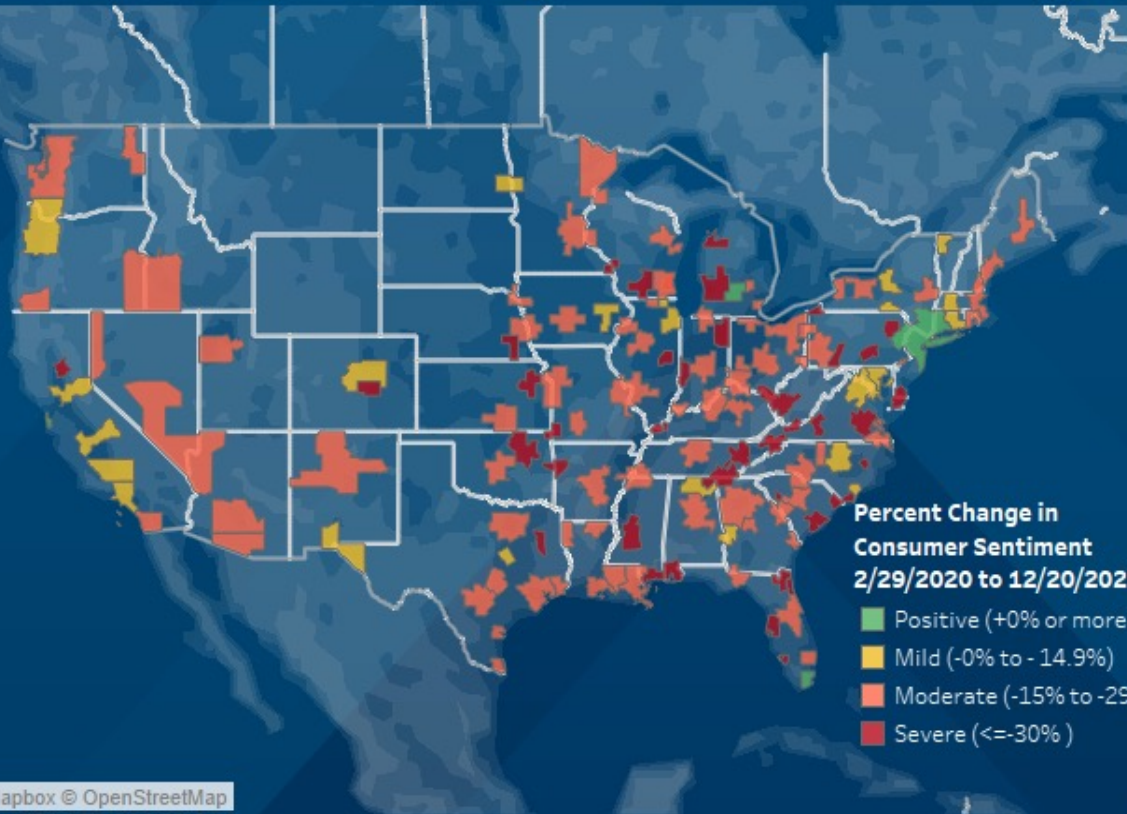
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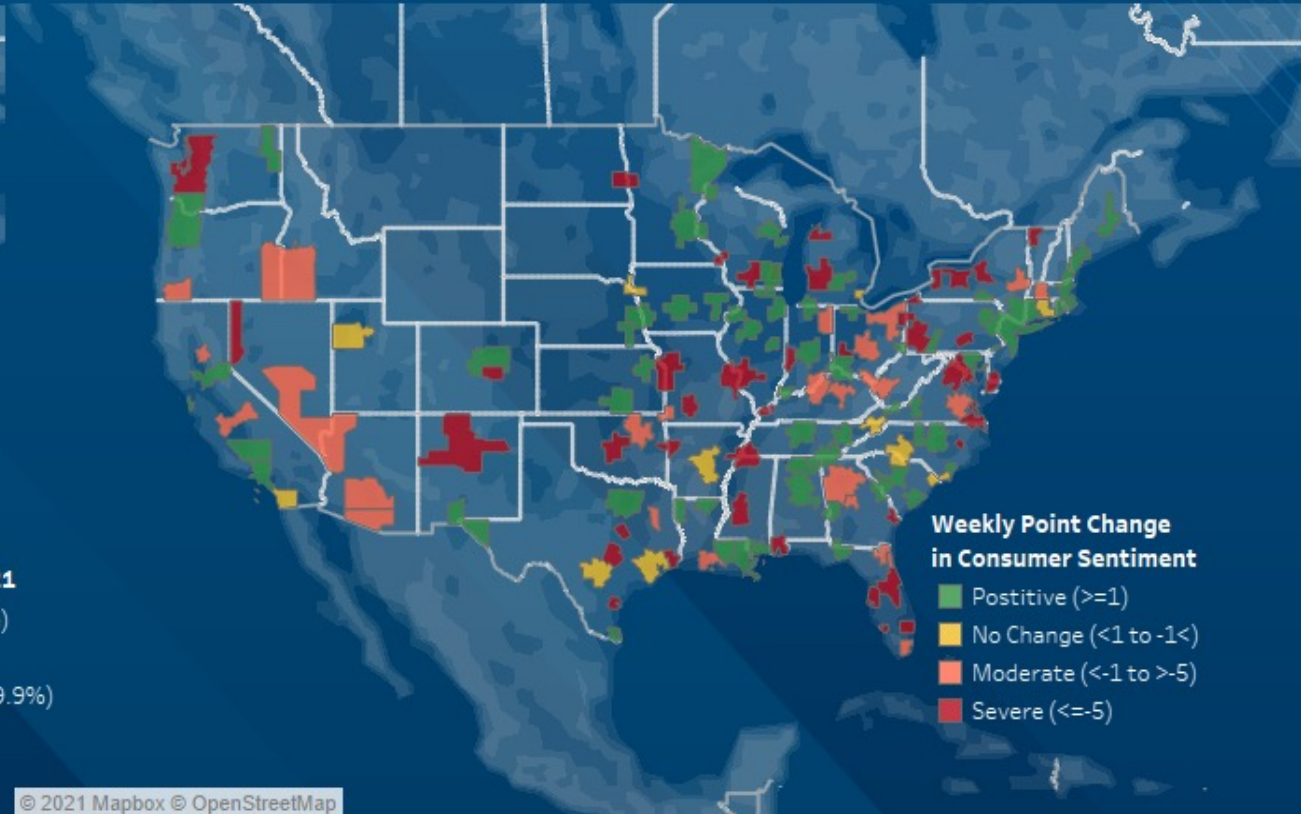
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since December 13, 2021



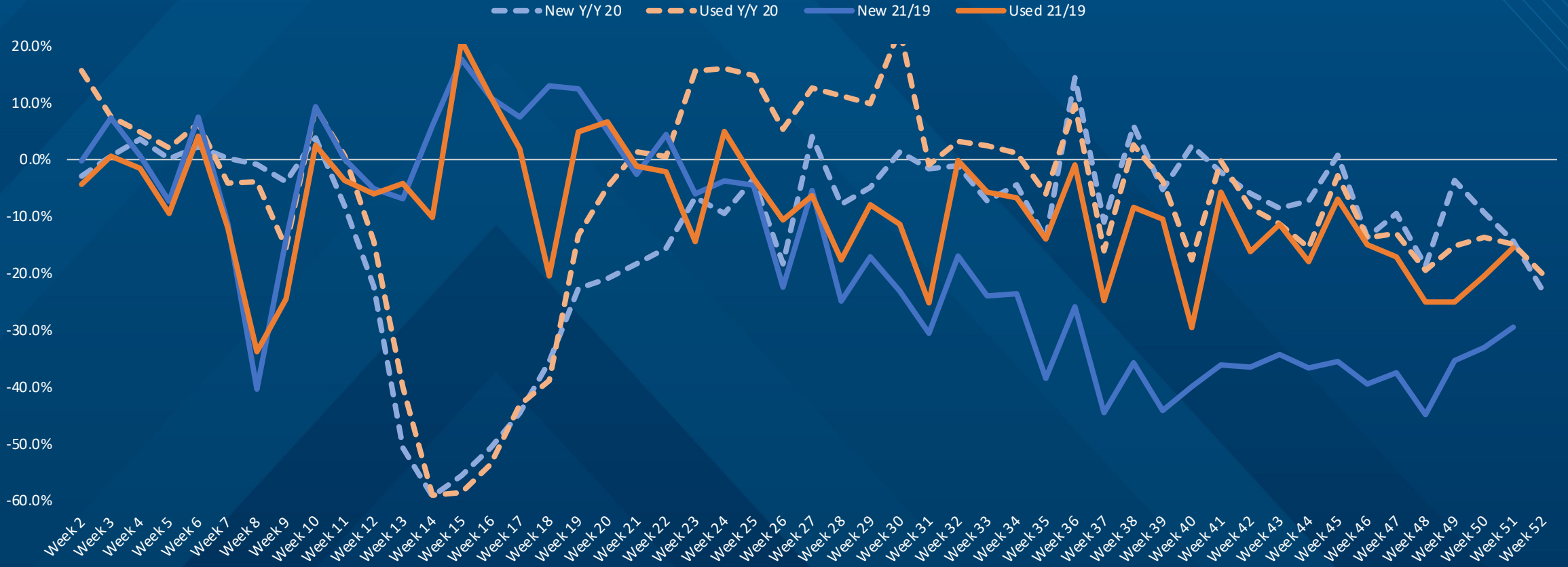
THE WAY
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Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

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

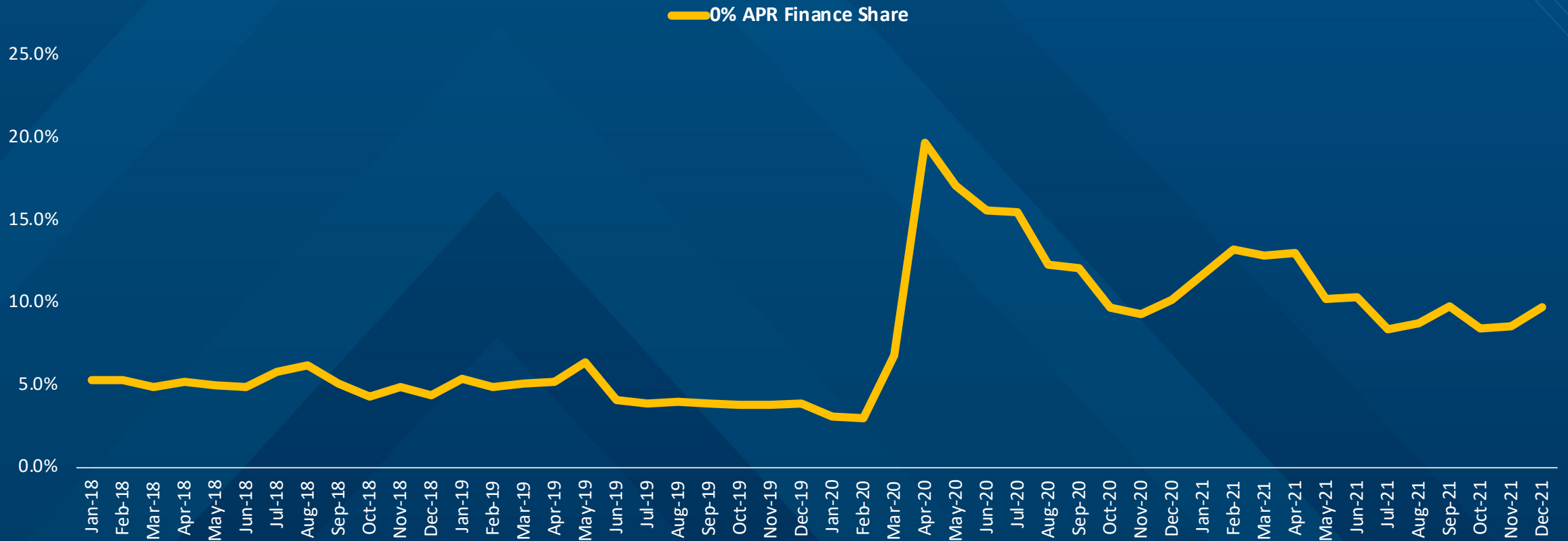


THE WAY
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

ZERO PERCENT FINANCING UP THROUGH MID DECEMBER



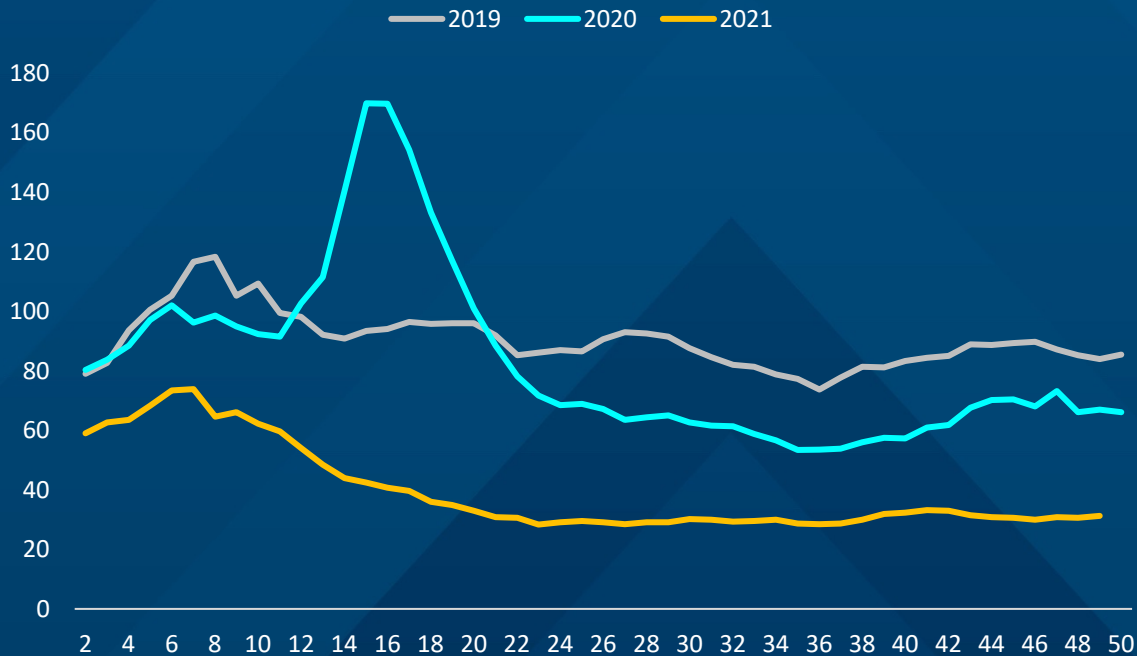
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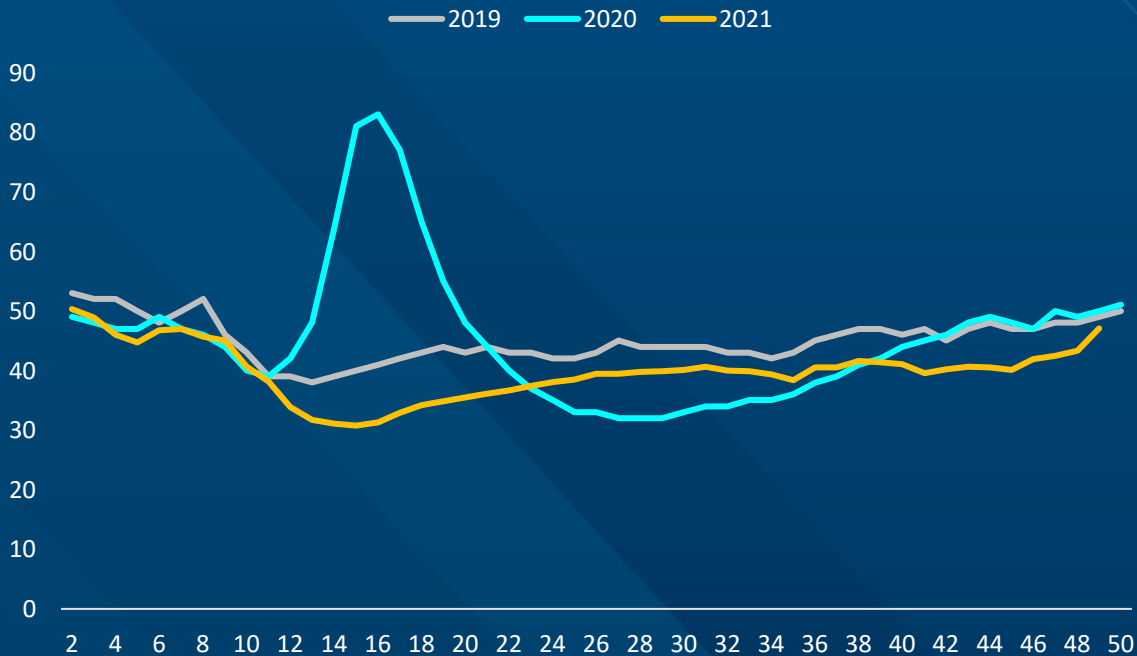
Source: Cox Automotive

SUPPLY SLOWLY IMPROVING BUT STILL DOWN

New Days' Supply



Used Days' Supply



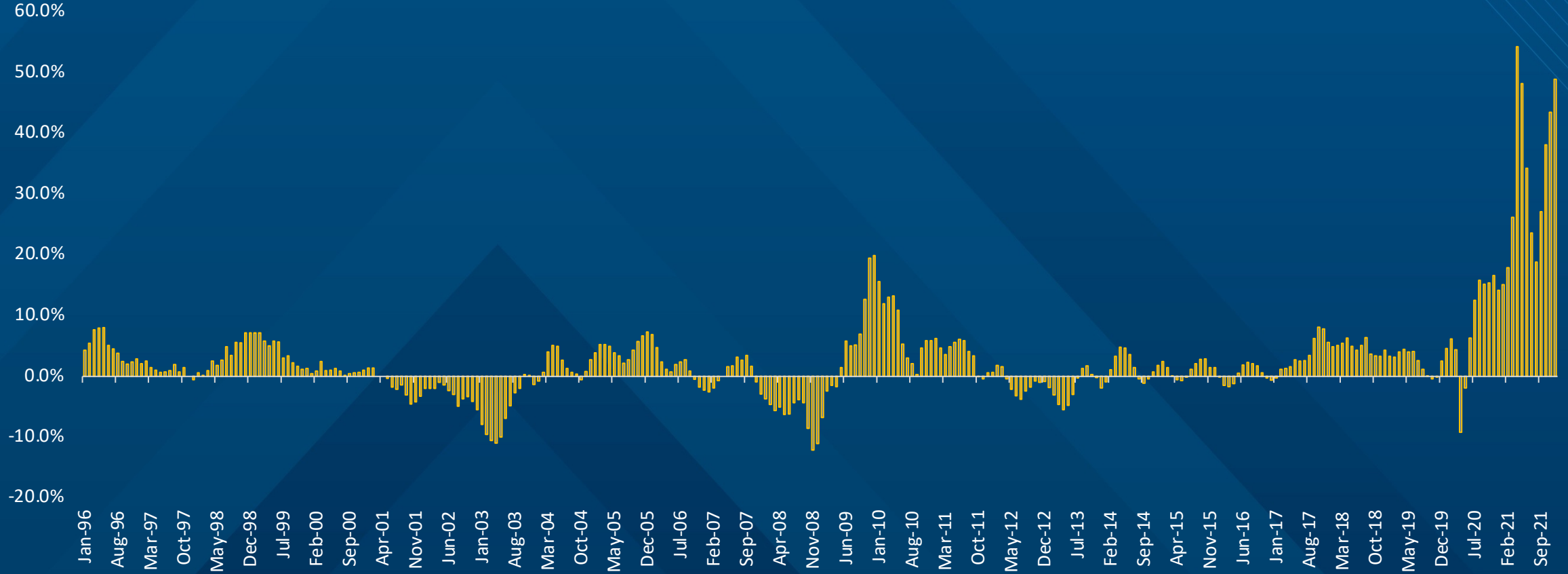
THE WAY
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

Y/Y PERFORMANCE INCREASING AGAIN

Manheim Index - % Change Y/Y



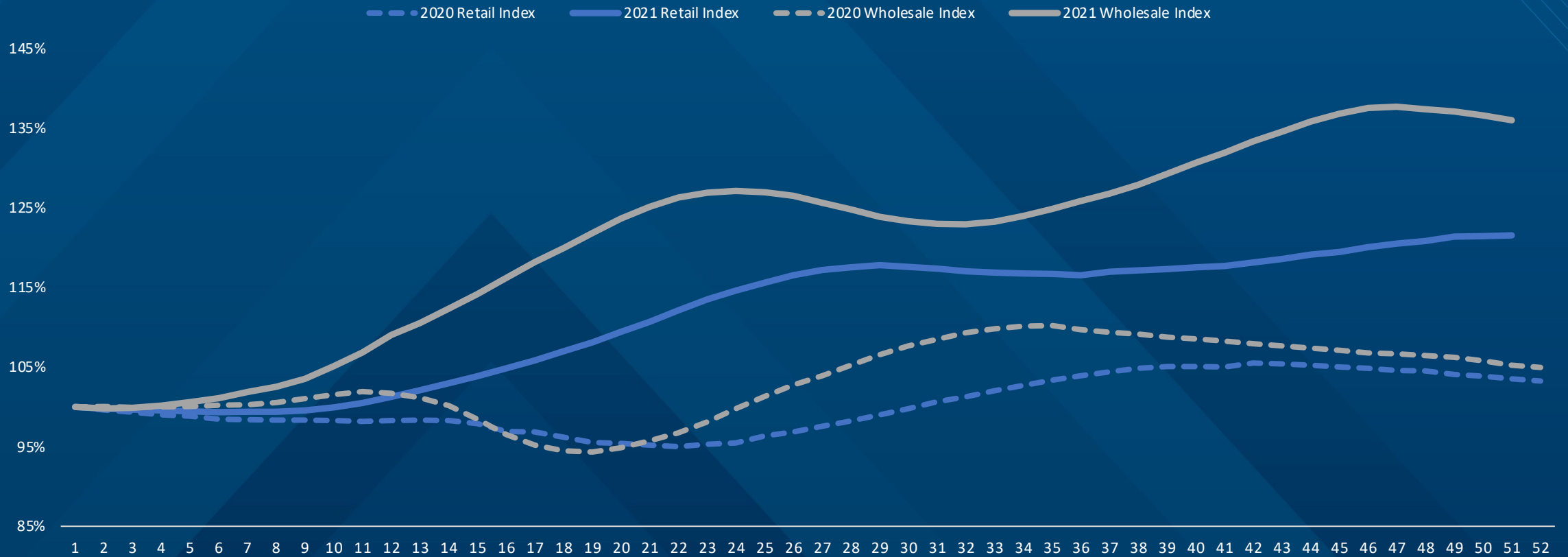
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

RETAIL USED PRICES AT NEW HIGHS

MY 2018 Retail and Wholesale Price Index



THE WAY
FORWARD

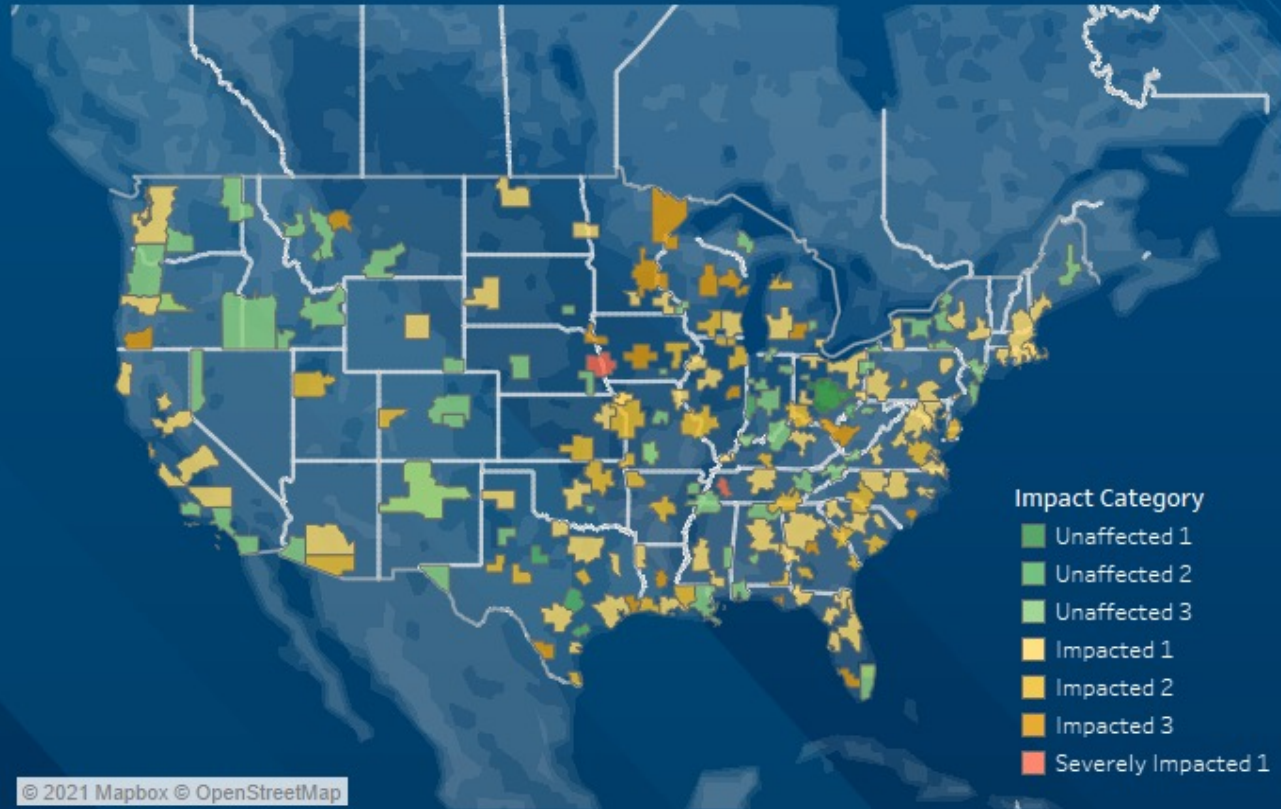
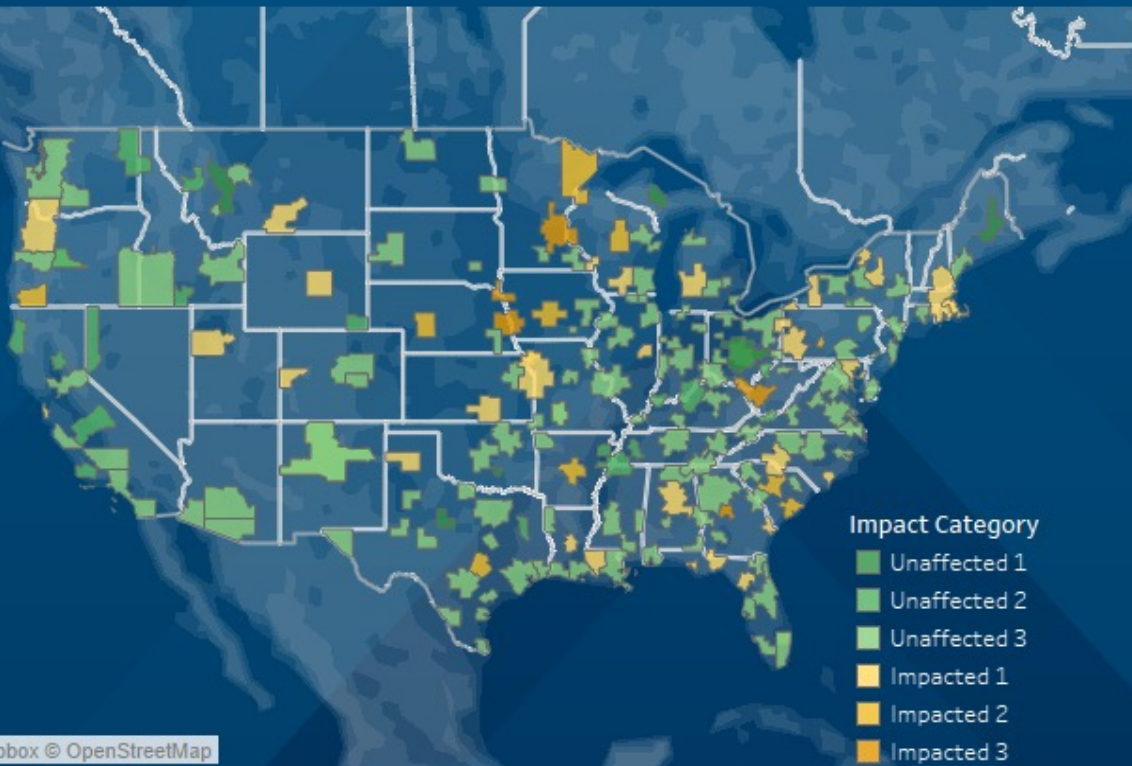
Driven by COX AUTOMOTIVE

Source: Cox Automotive

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)

December 19, 2021 (vs same-week 2019)



THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity is slowing:
 - Leads so far in December on Autotrader and Kelley Blue are down from November; leads on Autotrader are up y/y, and leads are still up strongly against 2019 on both sites.
- Credit applications on Dealertrack were stable last week:
 - Unique applications on same-store basis were down 9% y/y and down 29% against 2019 last week.
- Service trends on Xtime have been stable this fall and last week:
 - Appointments were down 13% against 2019

COX AUTOMOTIVE

