

# COX AUTOMOTIVE

## 2022 FORECASTS

**16.0M**  
NEW SALES

**13.6M**  
NEW RETAIL SALES

**2.4M**  
FLEET SALES

**3.7M**  
NEW LEASE  
VOLUME

**27%**  
LEASE  
PENETRATION

**3.0M**  
CPO SALES

**39.3M**  
USED SALES

**22.1M**  
USED RETAIL SALES

**-3%**  
DEC 2022 Y/Y  
MANHEIM USED  
VEHICLE VALUE  
INDEX