

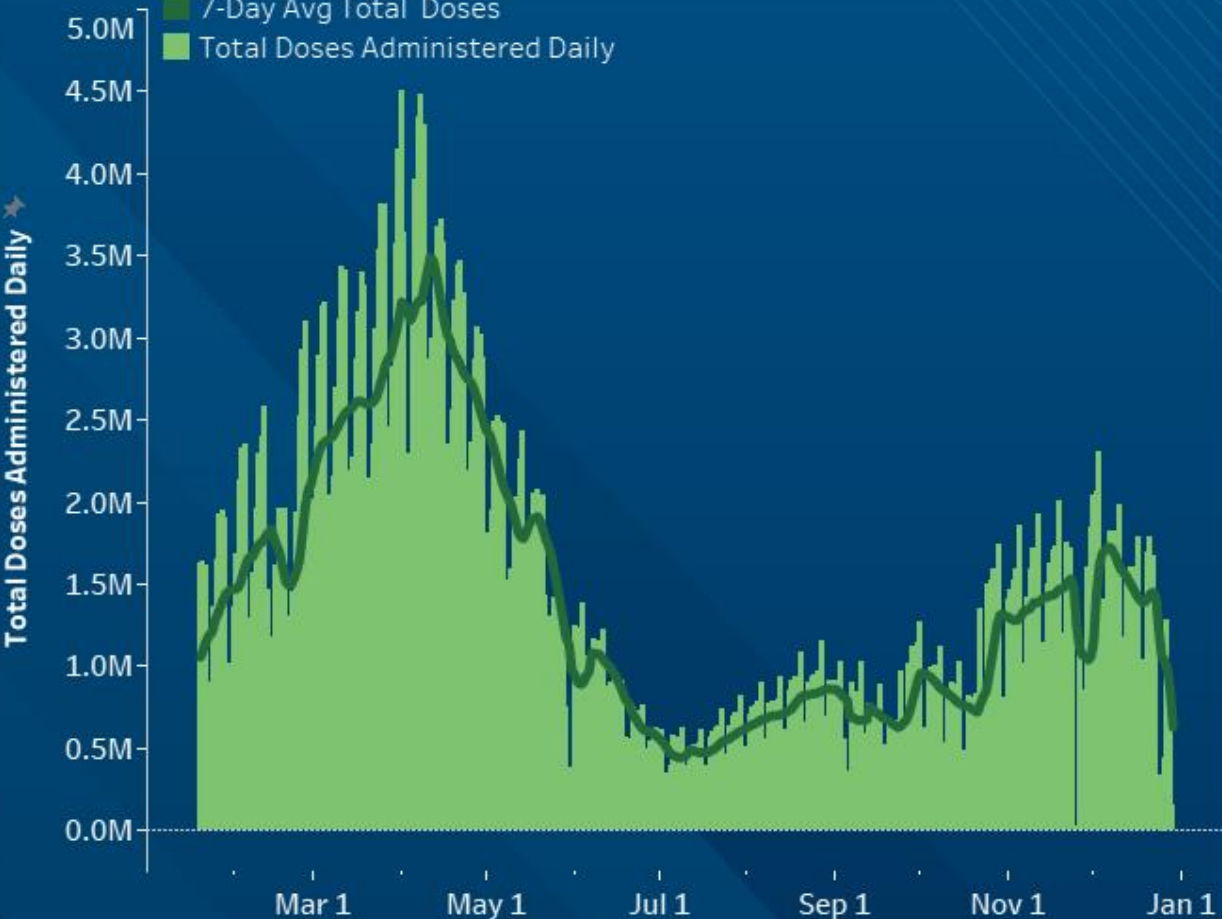
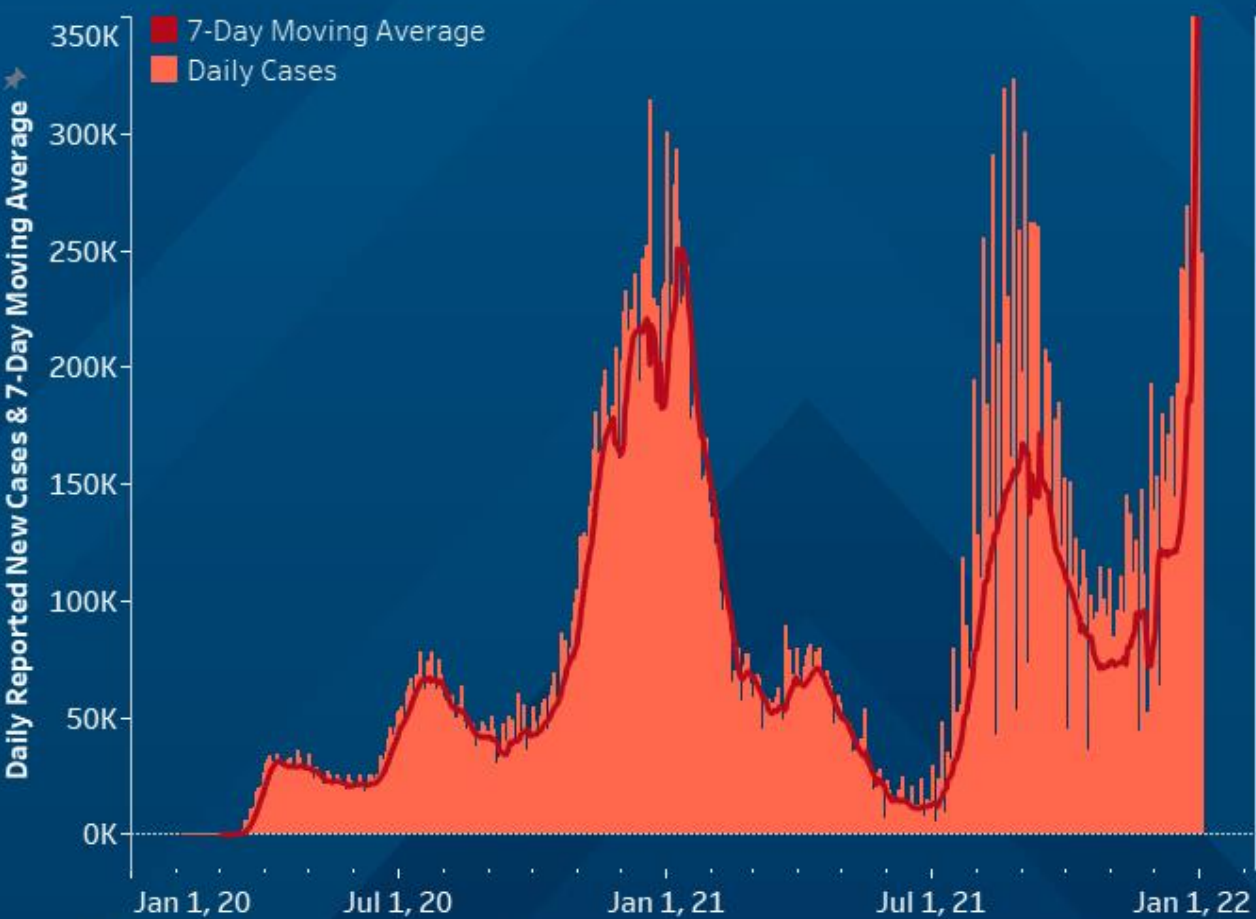
January 4, 2022

# COX AUTOMOTIVE AUTO MARKET REPORT

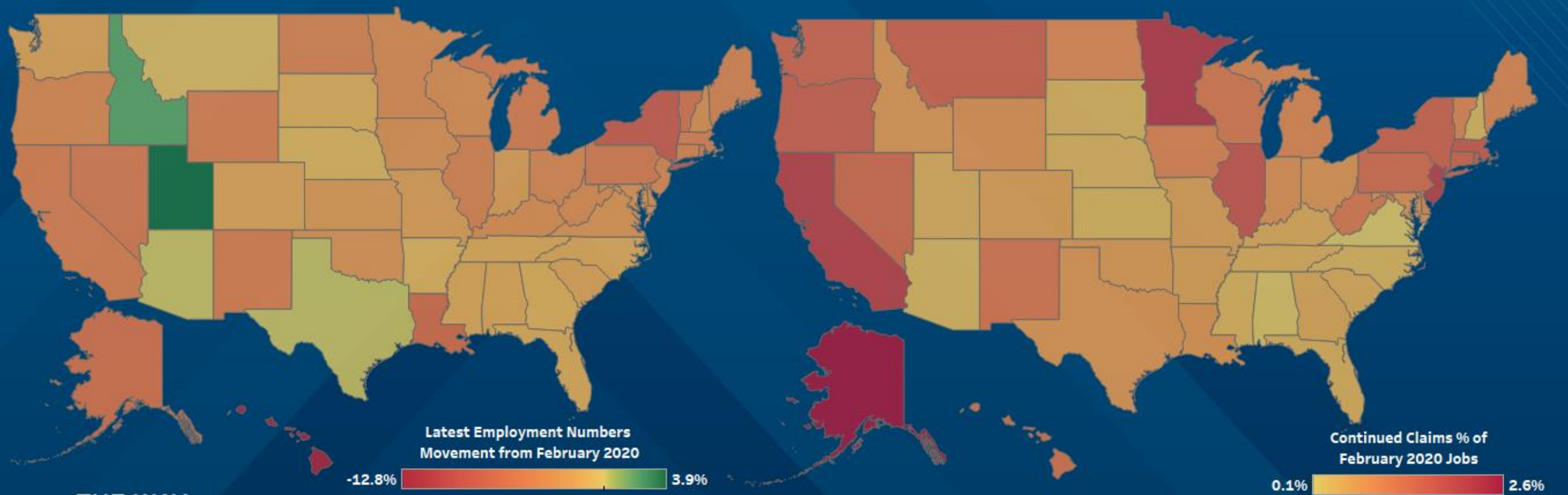
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS



# CONTINUING CLAIMS AT 1.72 MILLION NATIONALLY



THE WAY  
FORWARD

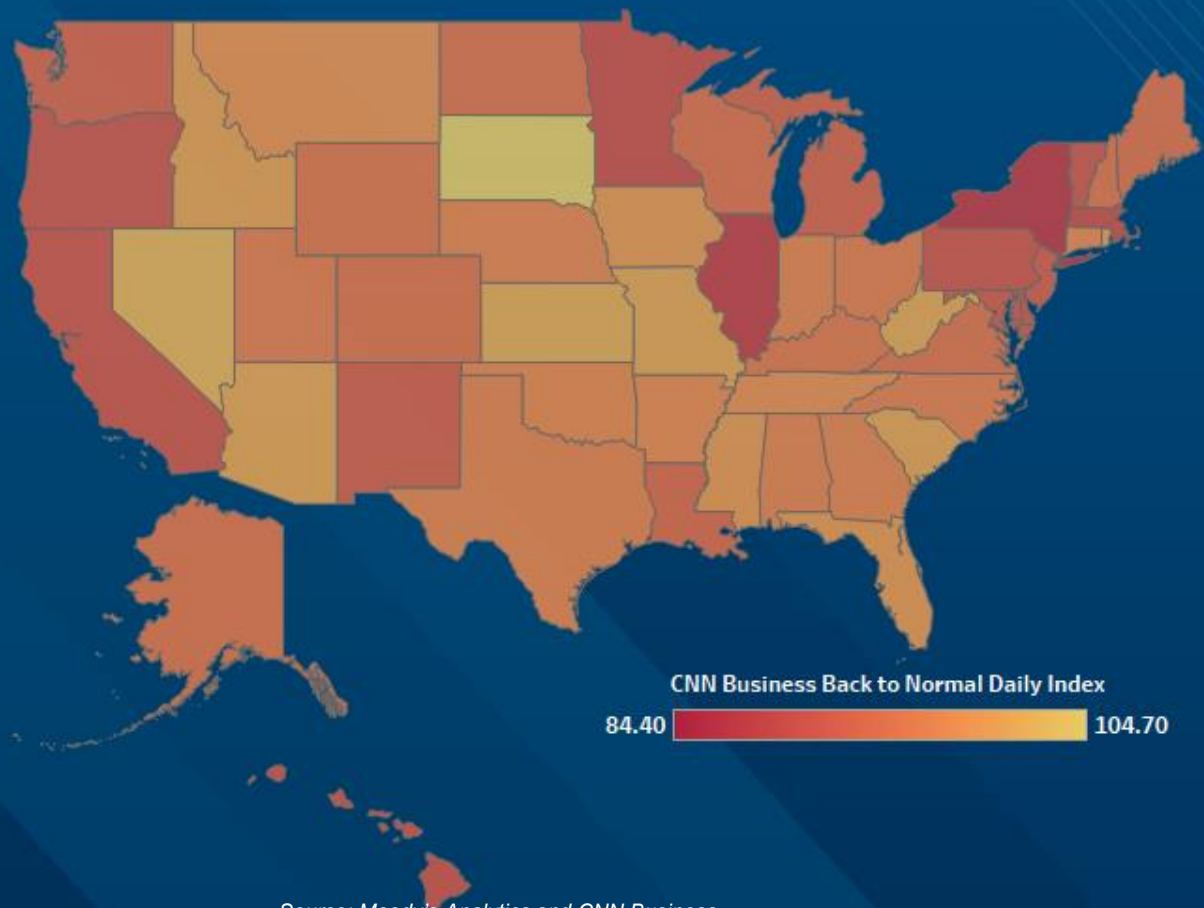
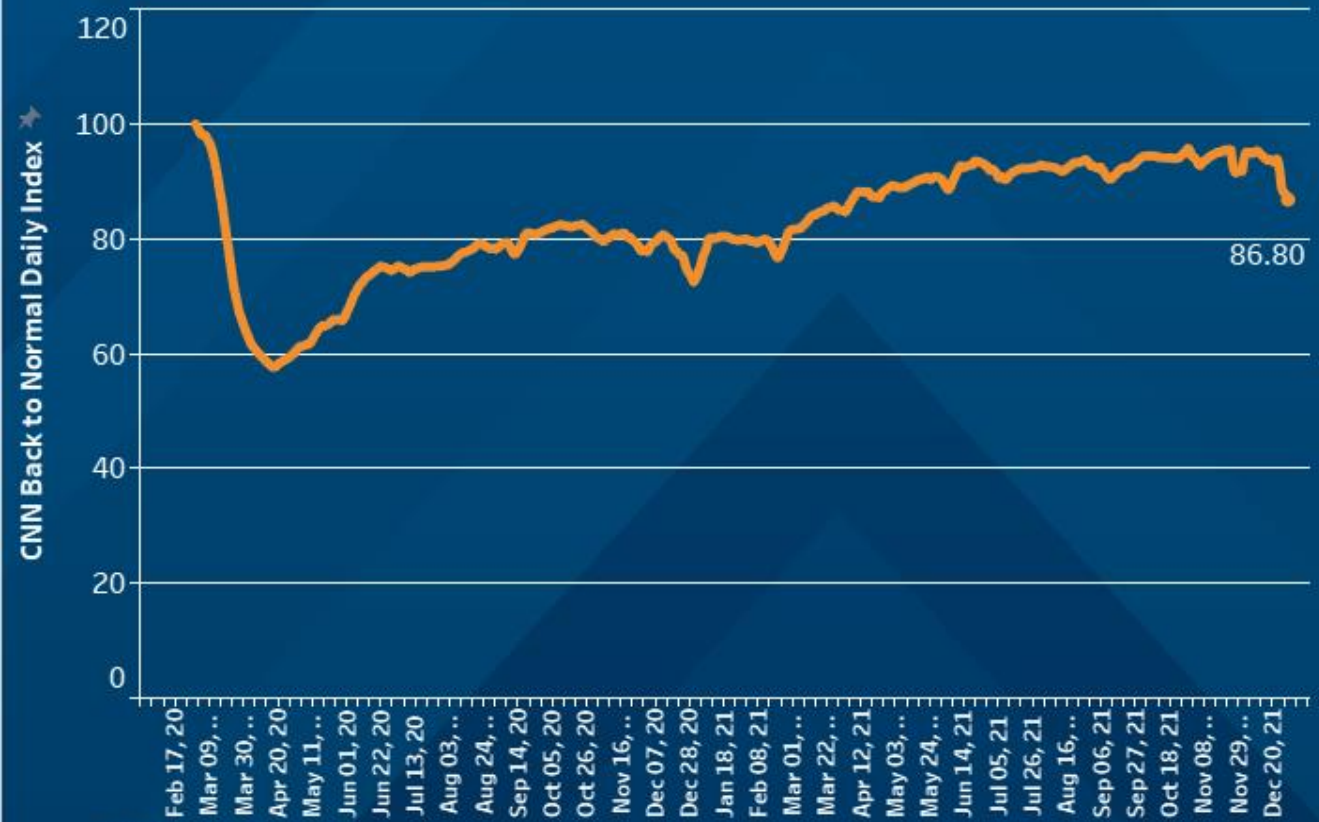
Driven by COX AUTOMOTIVE

Data as of December 30, 2021  
Note: Latest Employment Numbers for November 2021  
Source: Department of Labor  
Continued Claims Unemployment Data for Week Ending December 18



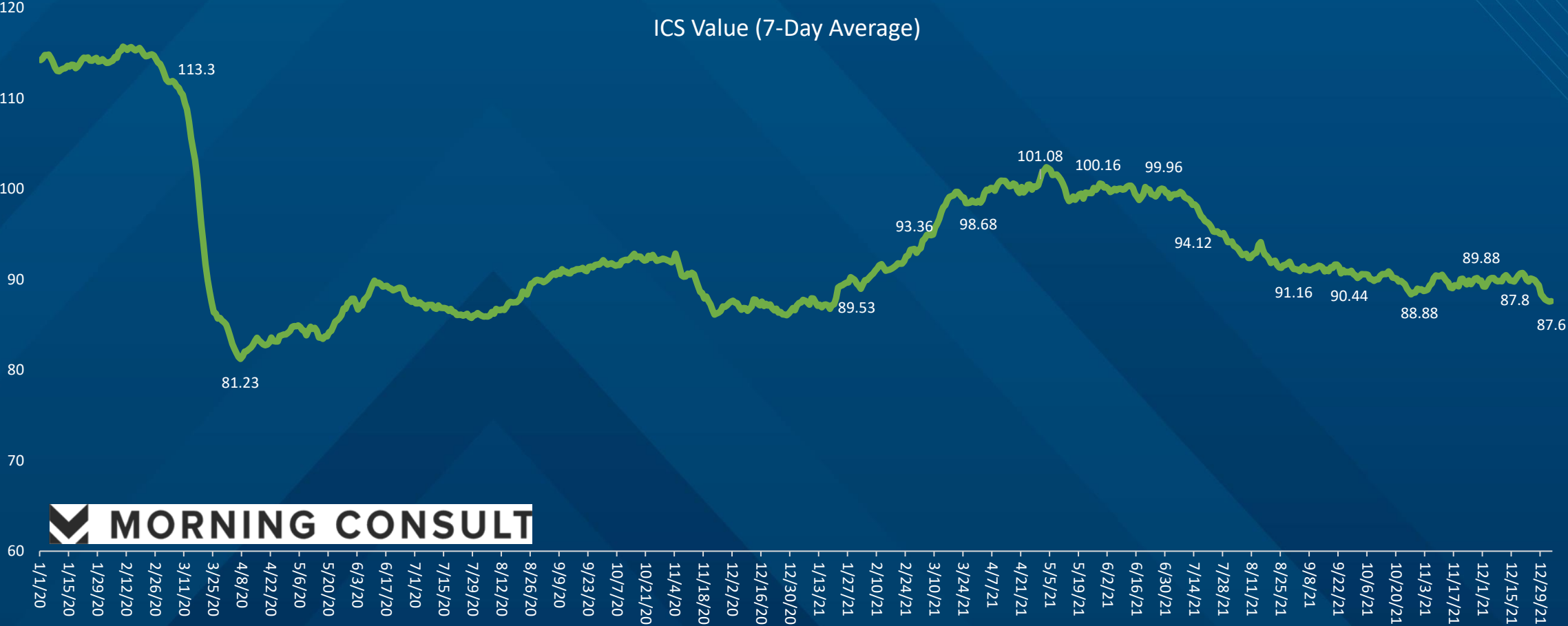
# ACTIVITY FELL LAST WEEK

Moody's-CNN Business Back-To-Normal Index (February 29 = 100)  
Data as of January 3, 2022



# CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 22.7% since February 29, 2020



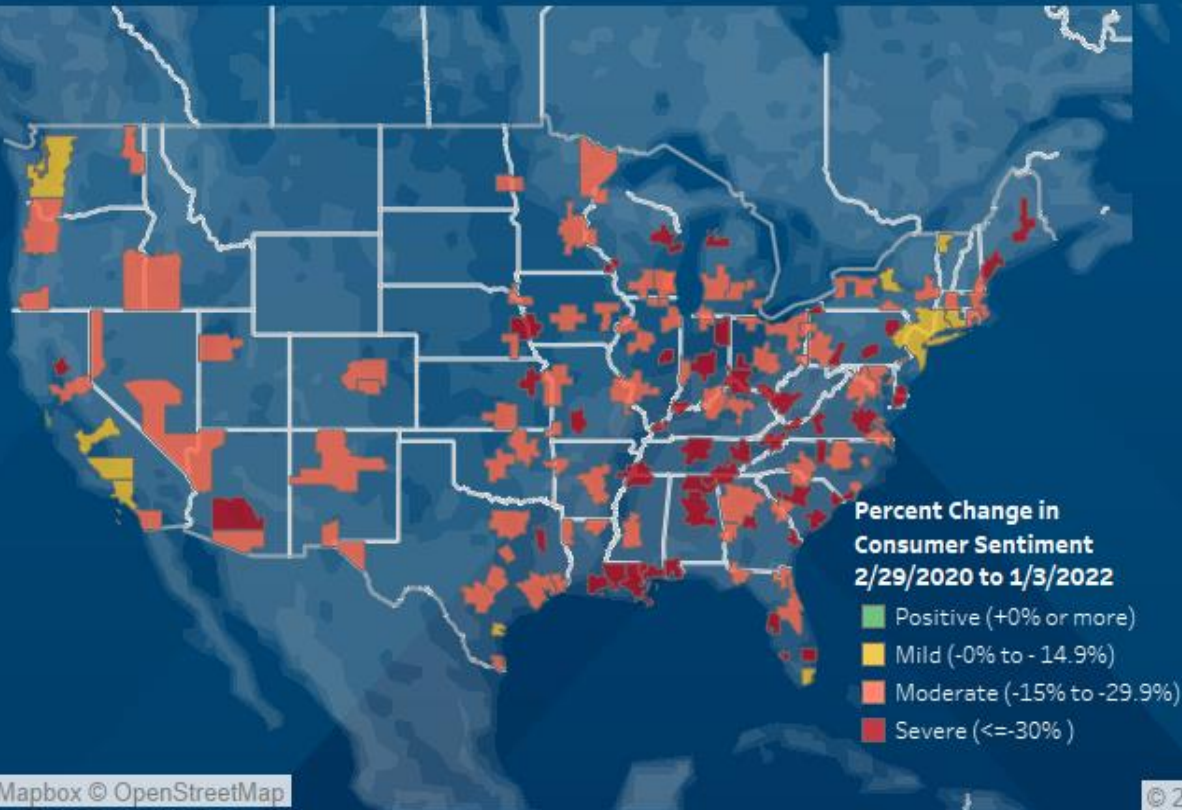
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Morning Consult

# SENTIMENT SHIFTS ACROSS MARKETS

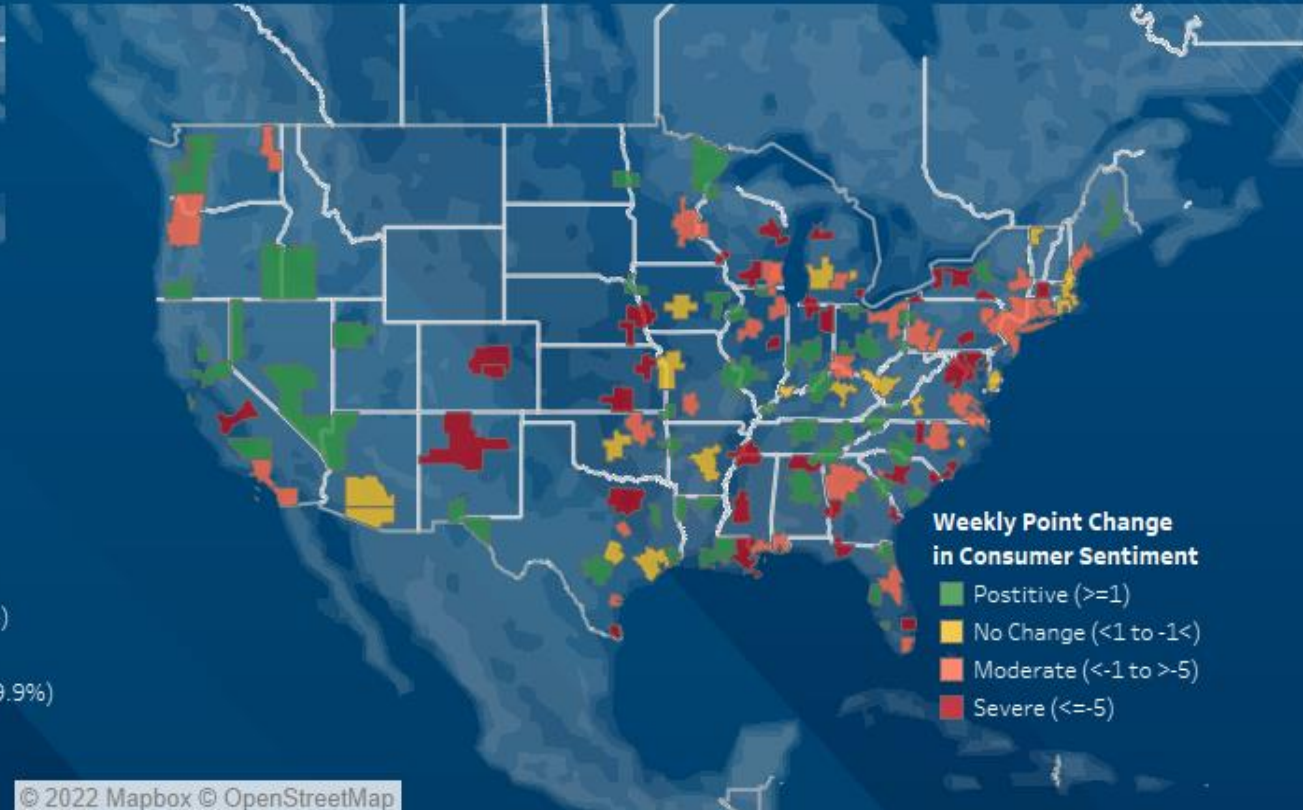
Since February 29, 2020



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Since December 13, 2021

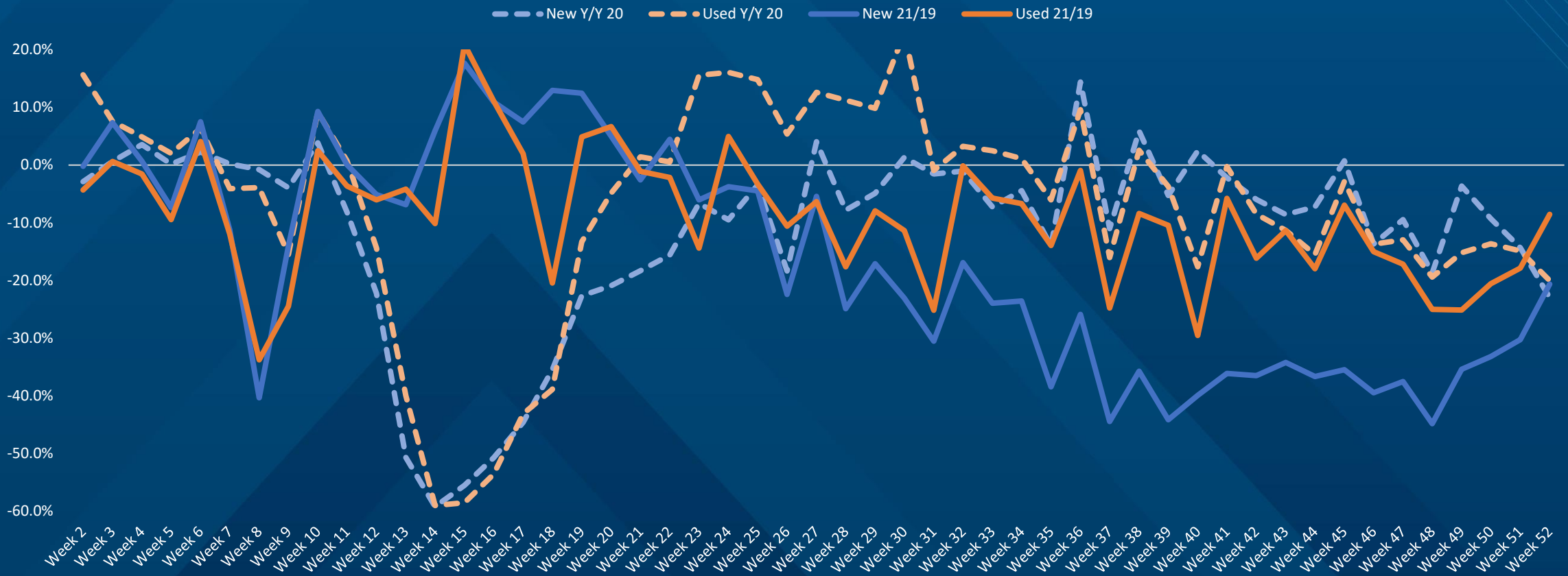


Source: Morning Consult



# RETAIL SALES ESTIMATES

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

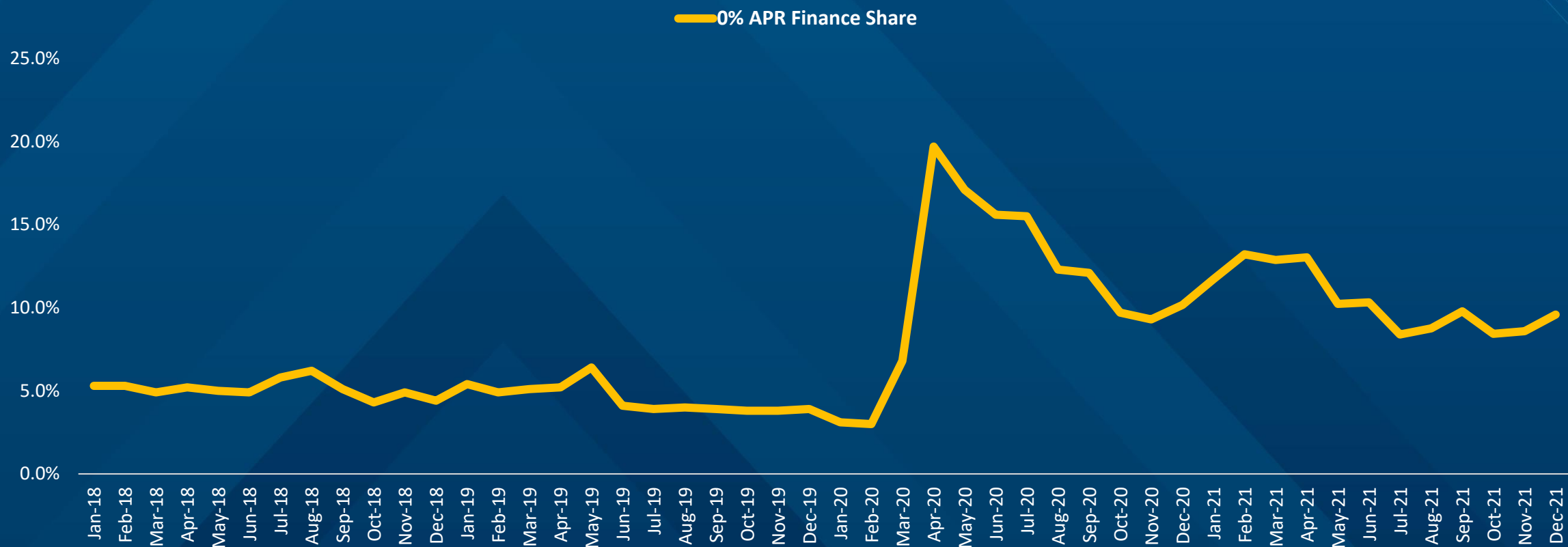


THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

# ZERO PERCENT FINANCING UP SLIGHTLY IN DECEMBER



THE WAY  
FORWARD

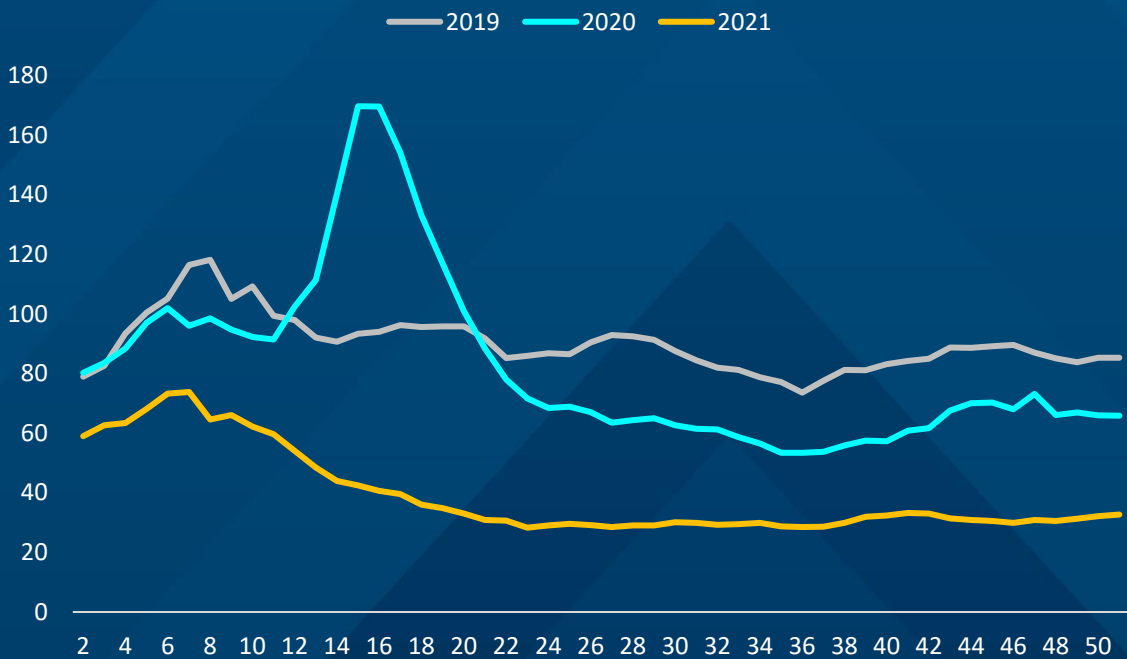
Driven by COX AUTOMOTIVE

Source: Cox Automotive

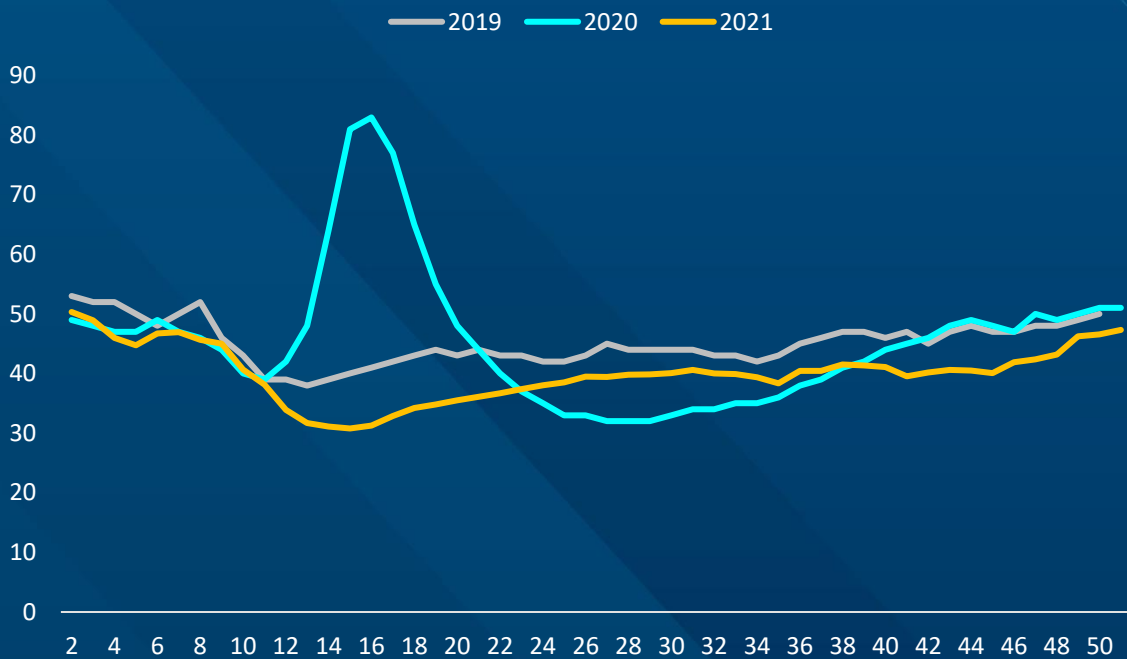


# SUPPLY SLOWLY IMPROVING BUT STILL DOWN

New Days' Supply



Used Days' Supply



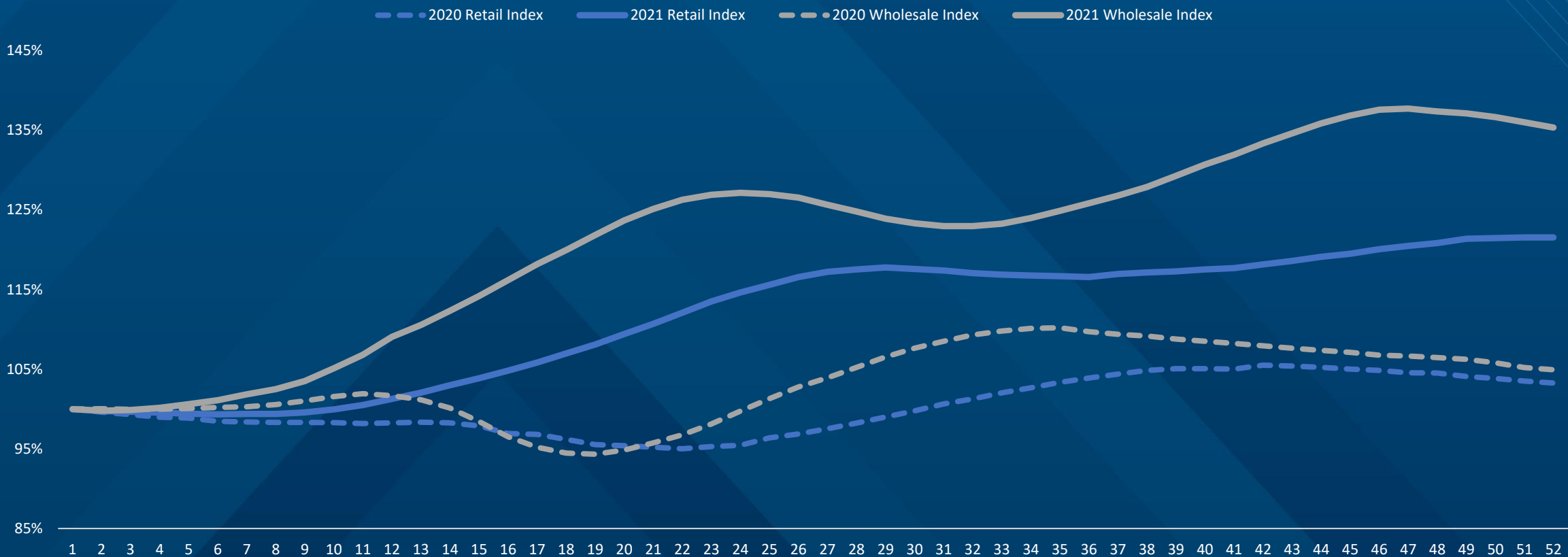
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

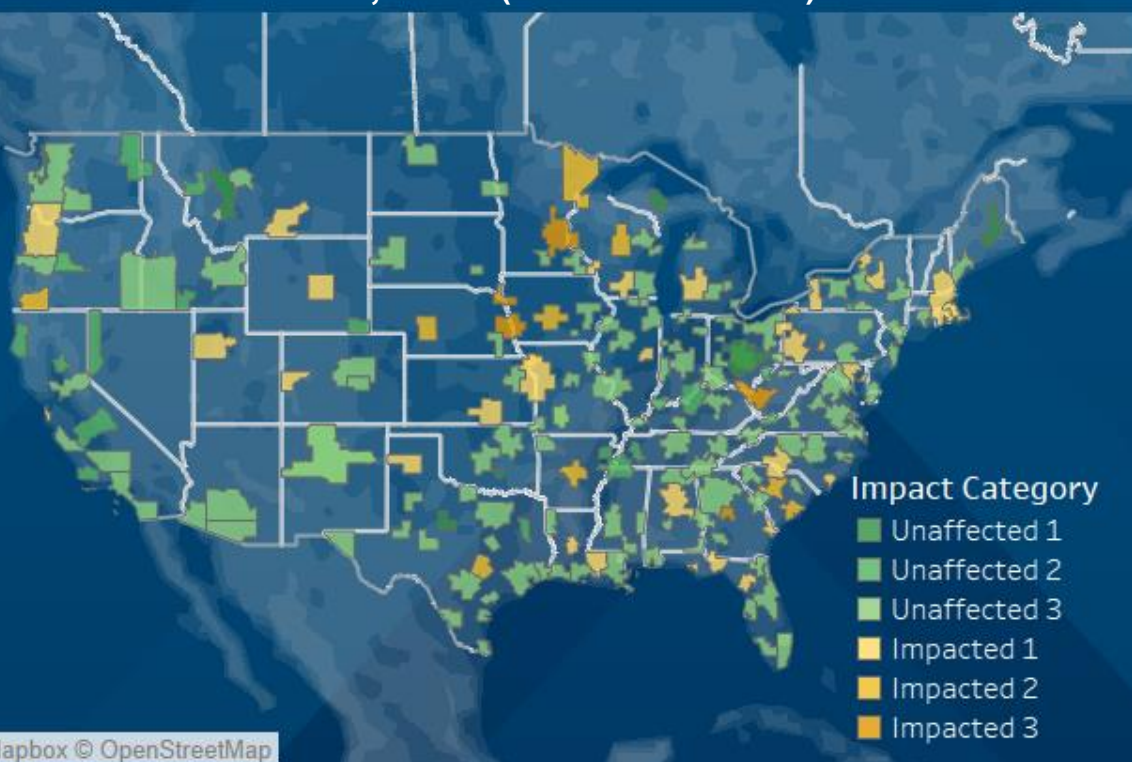
# AVE RETAIL USED PRICE ENDS YEAR AT NEW HIGH

MY 2018 Retail and Wholesale Price Index



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

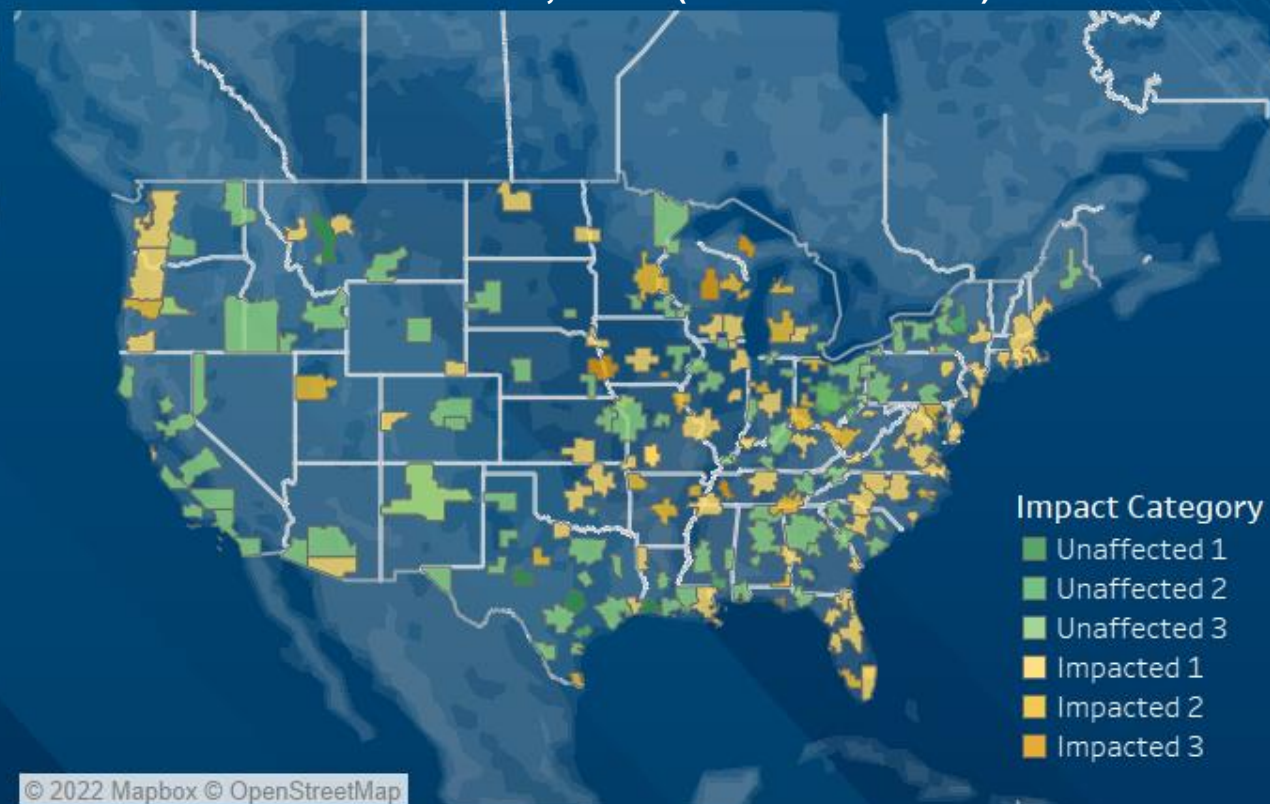
March 29, 2021 (vs same-week 2019)



THE WAY  
**FORWARD**

Driven by COX AUTOMOTIVE

December 26, 2021 (vs same-week 2019)



Source: Cox Automotive



# COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity was mixed in December:
  - Leads declined in December on Kelley Blue Book but increased on Autotrader compared to November; leads on Autotrader were up y/y, and leads were up strongly against 2019 on both sites.
- Credit applications on Dealertrack lost momentum over the holidays:
  - Unique applications on same-store basis were down 20% y/y and down 47% against 2019 the week of Christmas.
- Service trends on Xtime declined in December with the rise in COVID cases:
  - Completed appointments last week were down 16% against 2019

# Cox AUTOMOTIVE

