

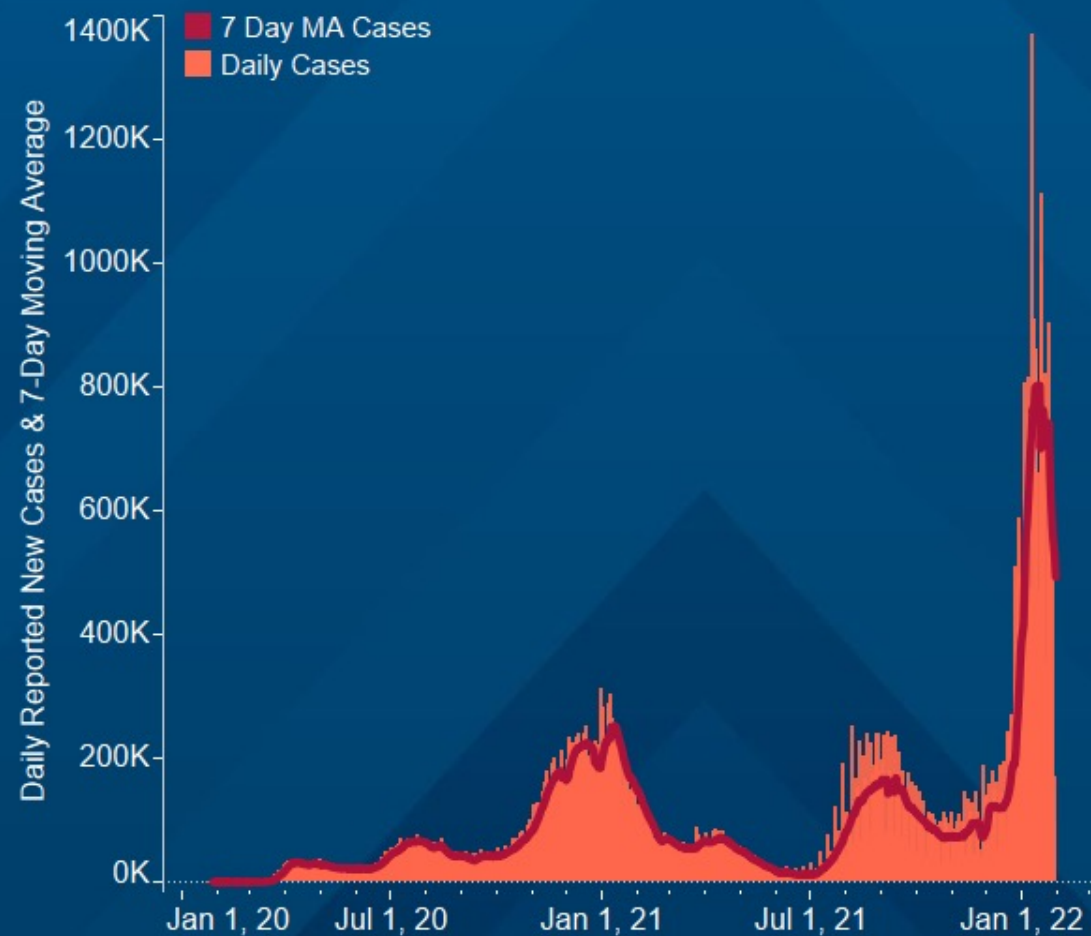
February 1, 2022

# COX AUTOMOTIVE AUTO MARKET REPORT

*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS

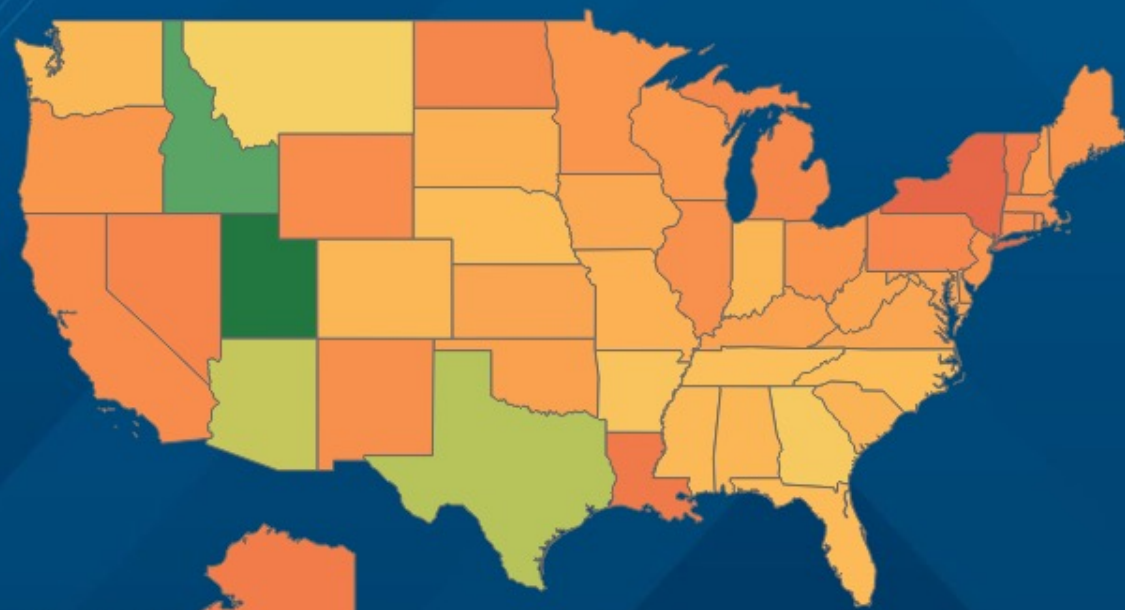


THE WAY  
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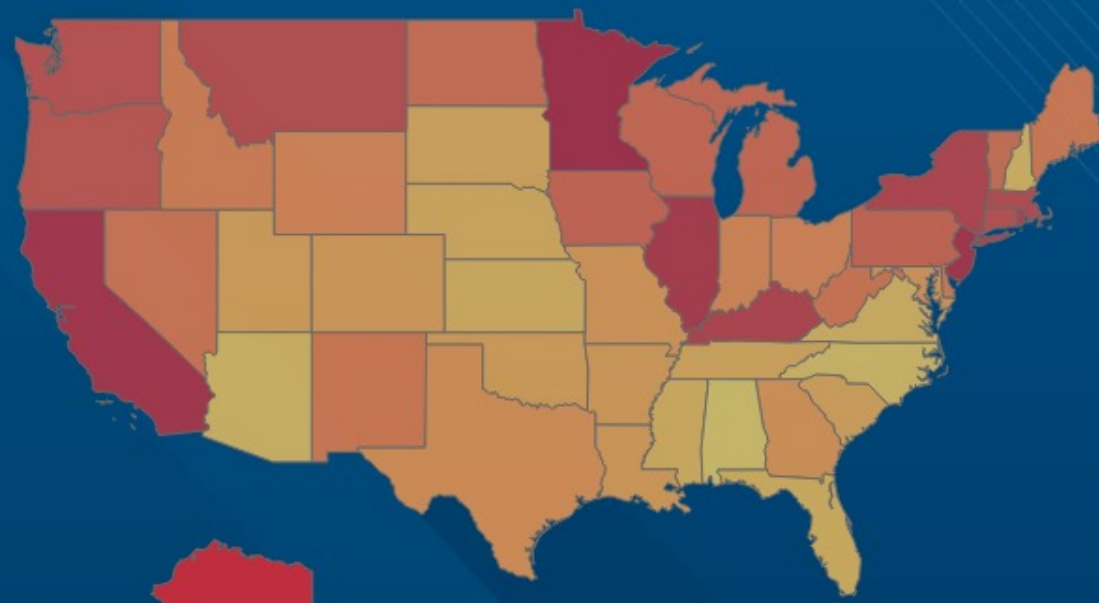
Driven by COX AUTOMOTIVE

Source: Our World in Data

# CONTINUING CLAIMS AT 1.7 MILLION NATIONALLY



Latest Employment Level  
as % February 2020  
87.6% 103.8%



Continuing Claims % of  
Feb 2020 Jobs  
0.2% 2.7%

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Driven by COX AUTOMOTIVE

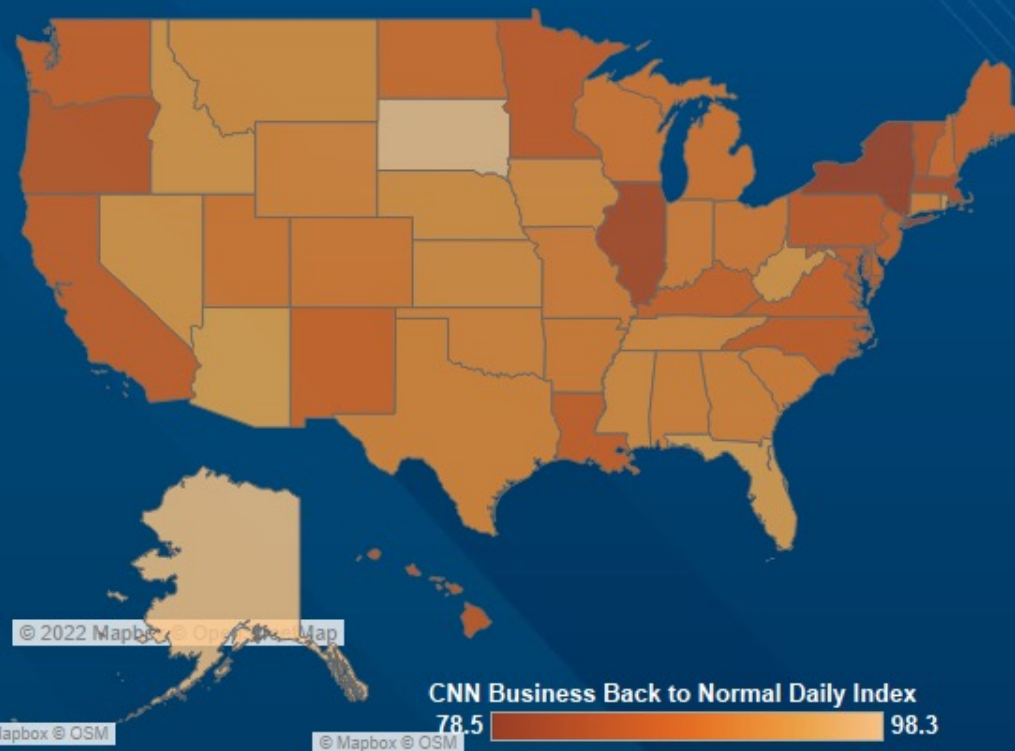
Source: Moody's Analytics; U.S. Department of Labor

NOTE: Latest Employment Numbers for Dec 2021; Continuing Claims Unemployment Data for Week Ending January 15



# ACTIVITY UP AND DOWN IN JANUARY

Moody's-CNN Business Back-To-Normal Index (February 29 = 100)  
Data as of January 26, 2022



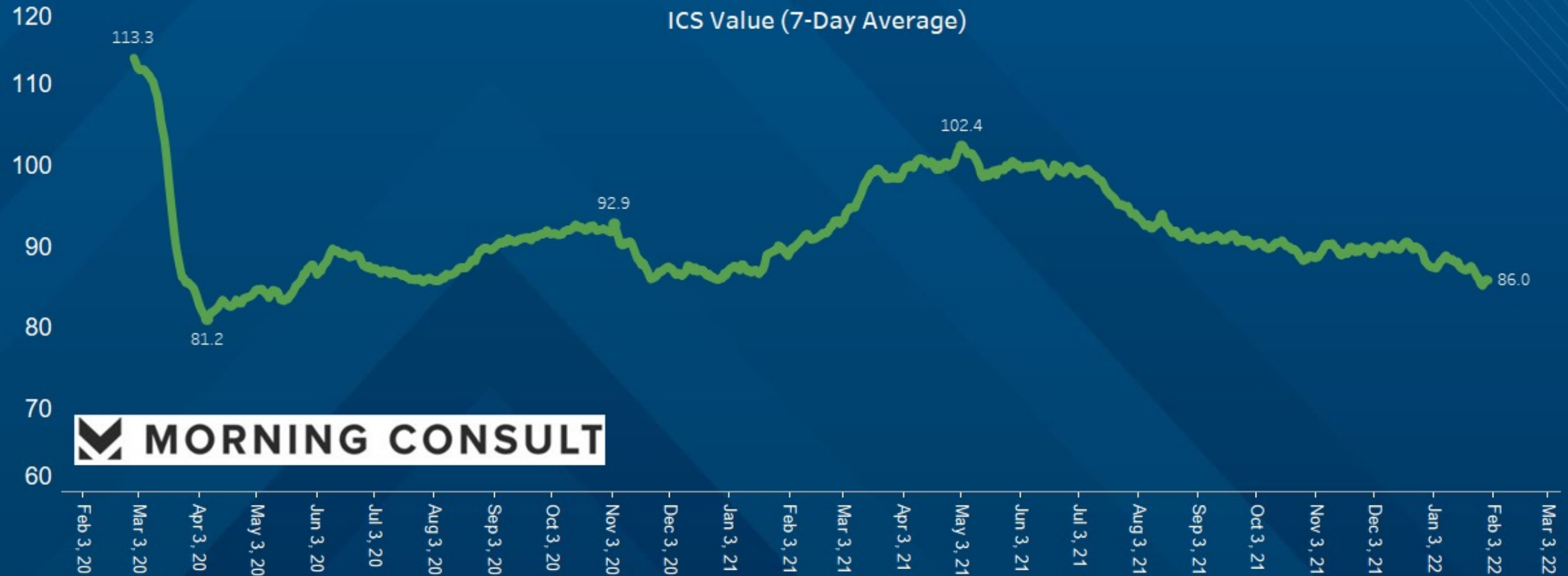
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Source: Moody's Analytics; CNN

# CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 24.1% since February 29, 2020



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FORWARD

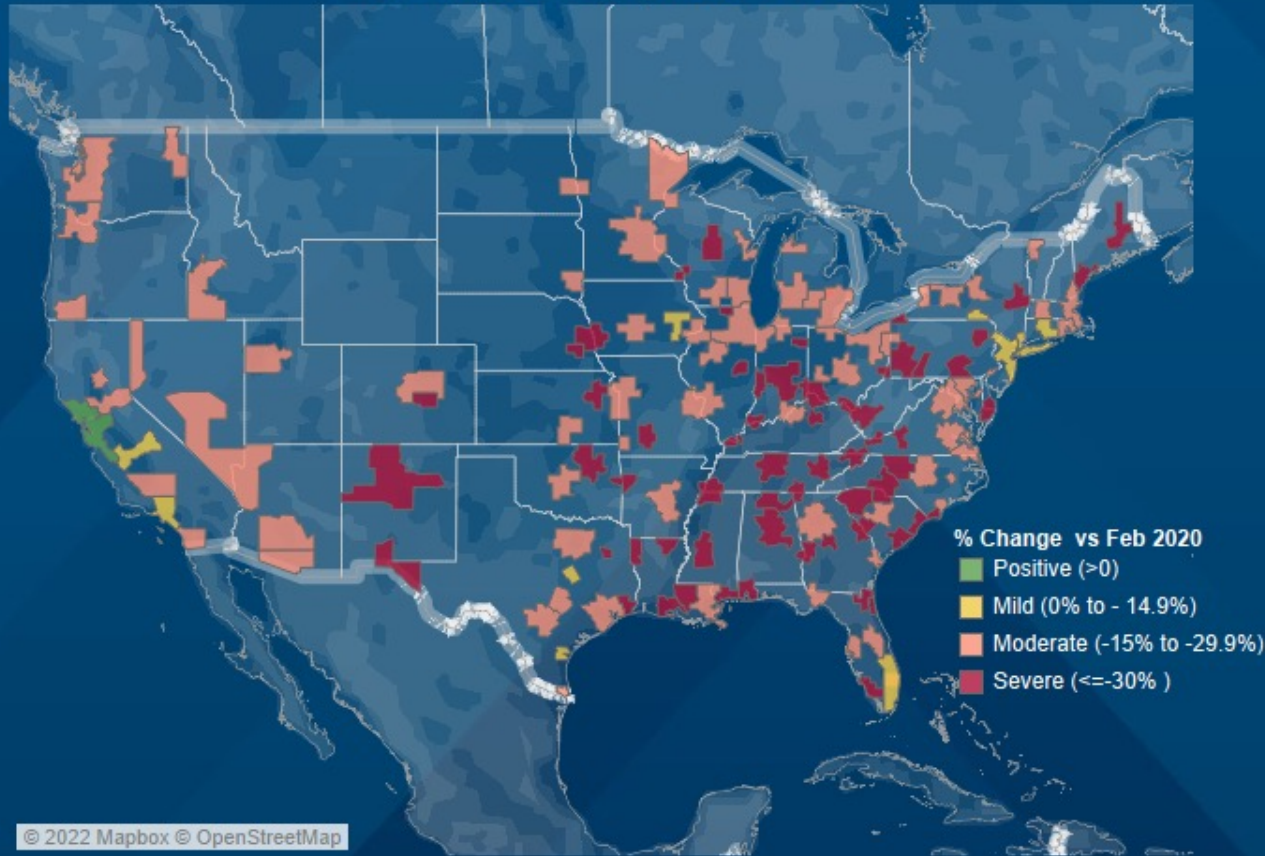
Driven by COX AUTOMOTIVE

Source: Morning Consult

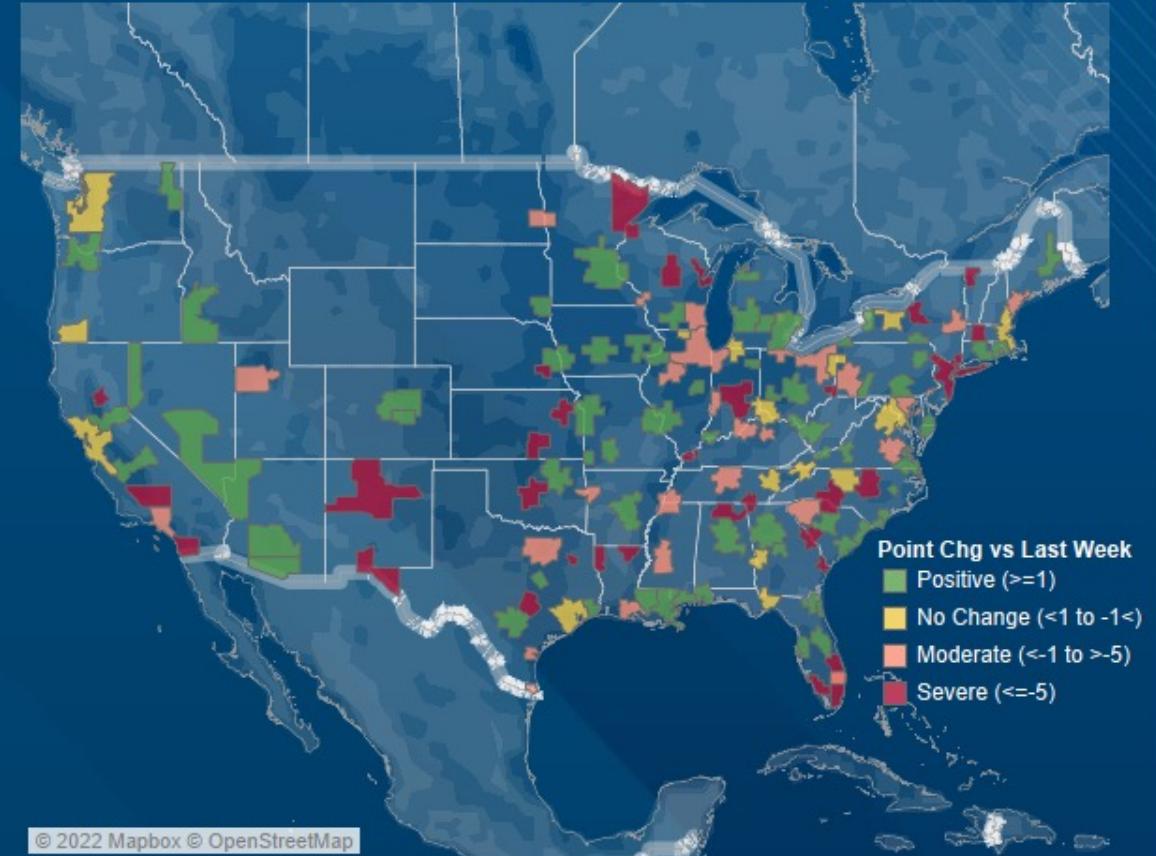


# SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since January 24, 2022



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FORWARD

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Source: Morning Consult

# RETAIL SALES ESTIMATES

2022 and 2021 % Change vs. 2019 in Retail Sales by Week

● New 21/19    ● Used 21/19    ● New 22/19    ● Used 22/19



THE WAY  
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Source: Cox Automotive

# ZERO PERCENT FINANCING DOWN IN JANUARY



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Source: Cox Automotive



# SUPPLY STARTS 2021 TIGHT

New Days' Supply



Used Days' Supply

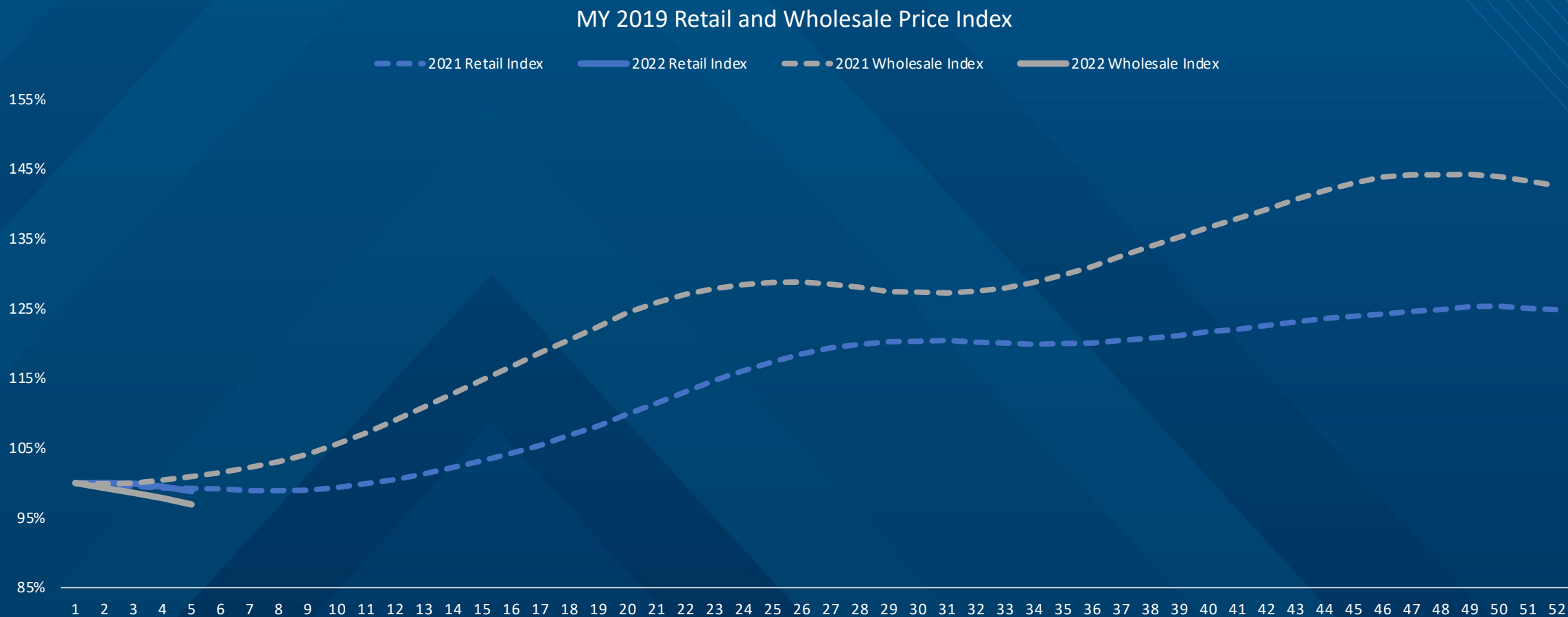


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Driven by COX AUTOMOTIVE

Source: vAuto

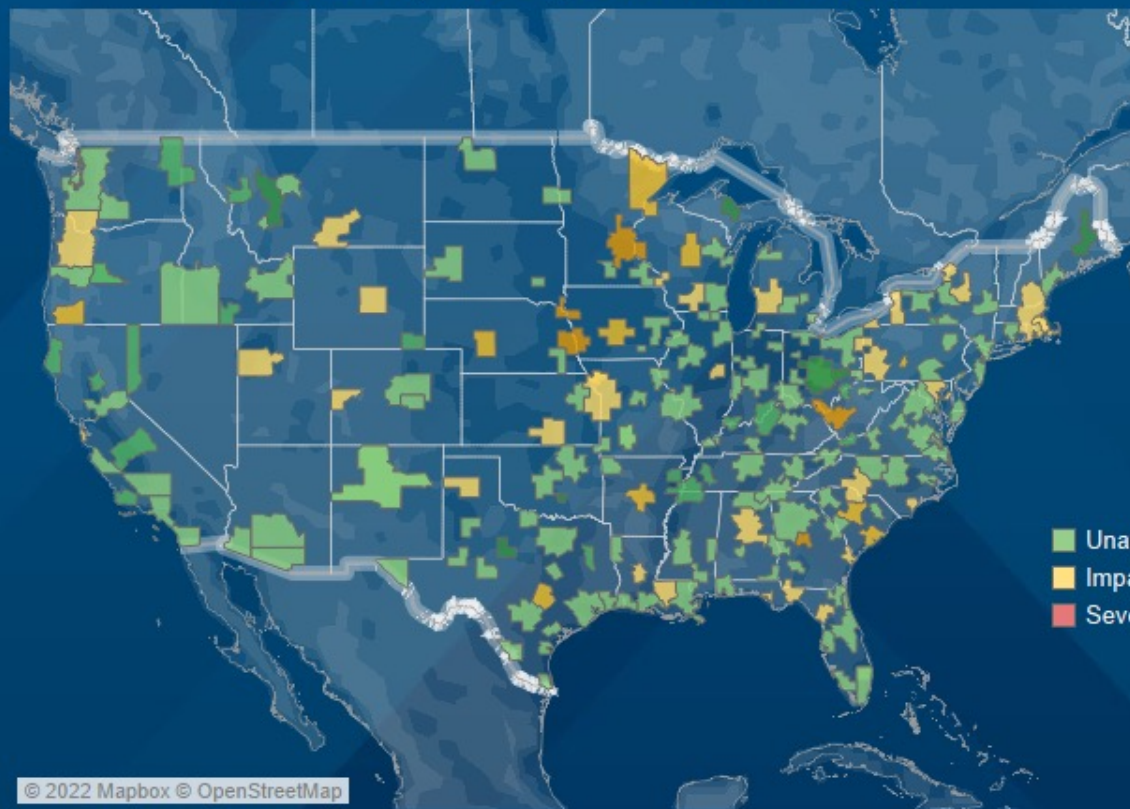
# USED PRICES SEEING DECLINES IN JANUARY





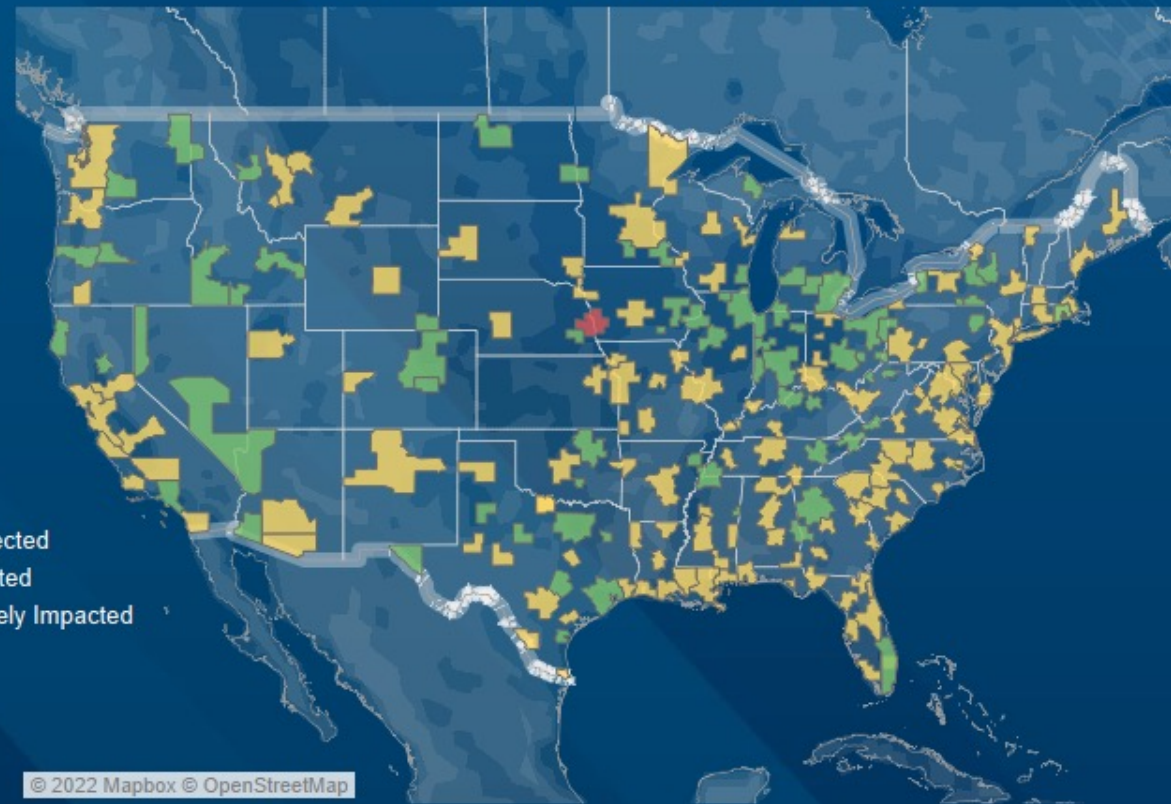
# *SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS*

March 29, 2021 (vs same-week 2019)



© 2022 Mapbox © OpenStreetMap

Week Ending January 29, 2022



© 2022 Mapbox © OpenStreetMap

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FORWARD**

Driven by COX AUTOMOTIVE

Source: Cox Automotive



# COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity mixed to start the year:
  - Leads slowed in January from December on Autotrader but were up on Kelley Blue Book, and leads were down on both sites compared to last year but up against 2020.
- Credit applications on Dealertrack still down with record COVID cases and winter weather but improving w/w:
  - Unique applications on same-store basis last week were down 17% y/y and down 28% against 2019.
- Service trends on Xtime also show impact of COVID cases and weather but w/w improving trend:
  - Completed appointments last week were down 1% y/y and 15% against 2019.

# — COX AUTOMOTIVE —

