

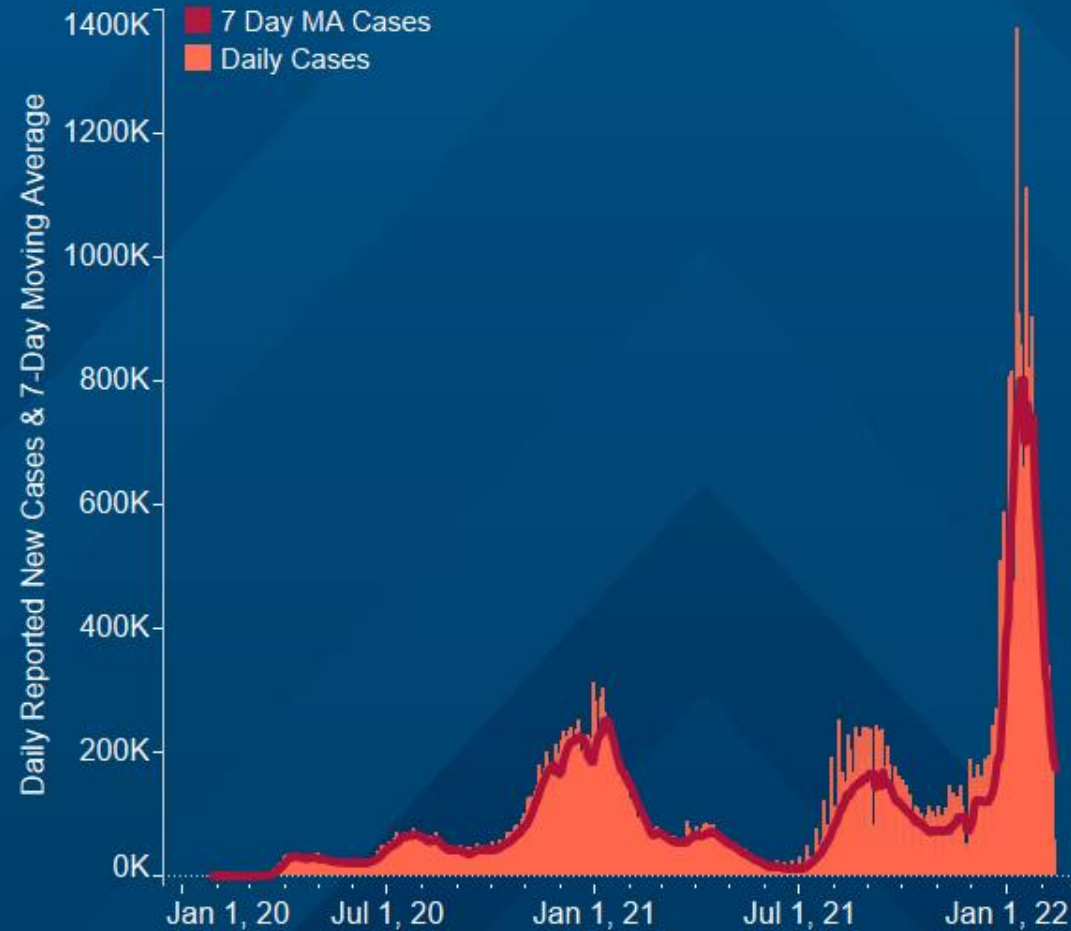
February 15, 2022

COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

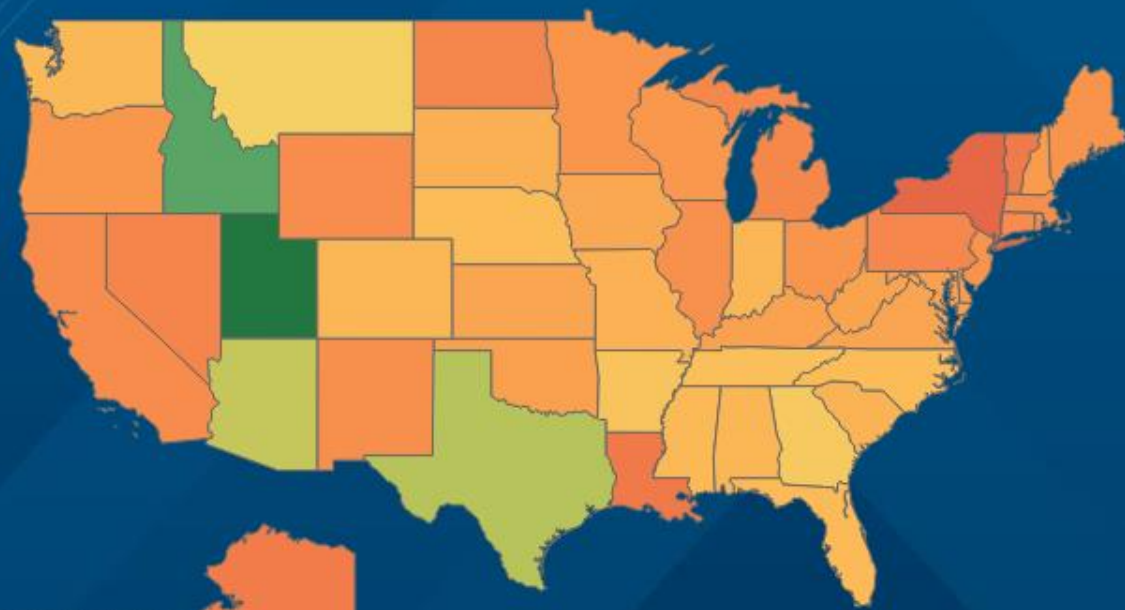


THE WAY
FORWARD

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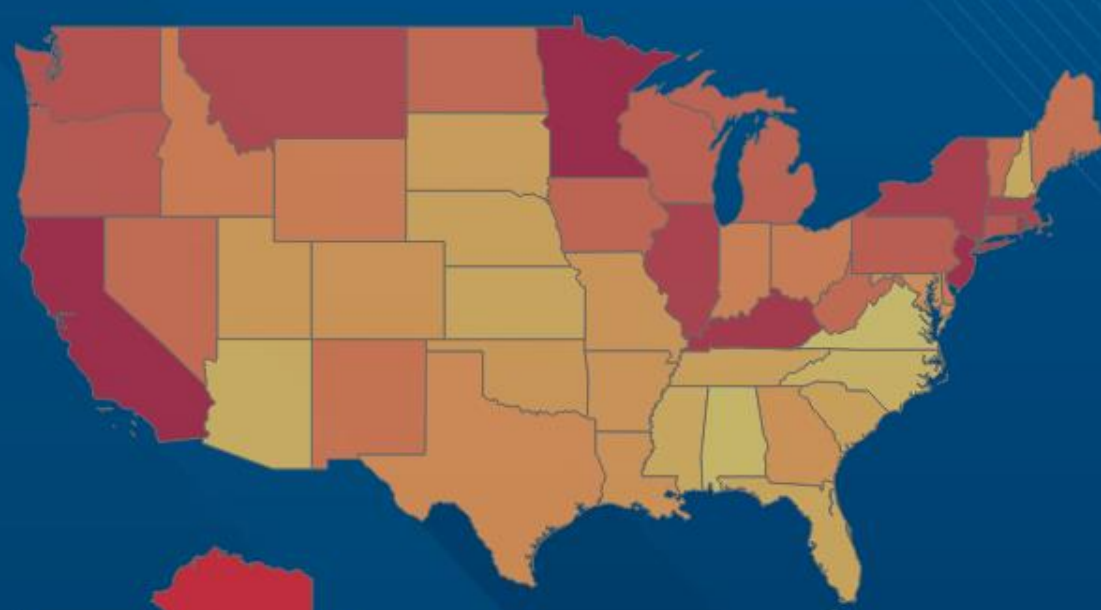
Source: Our World in Data

CONTINUING CLAIMS AT 1.6 MILLION NATIONALLY



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**Latest Employment Level
as % February 2020**
87.6% 103.8%

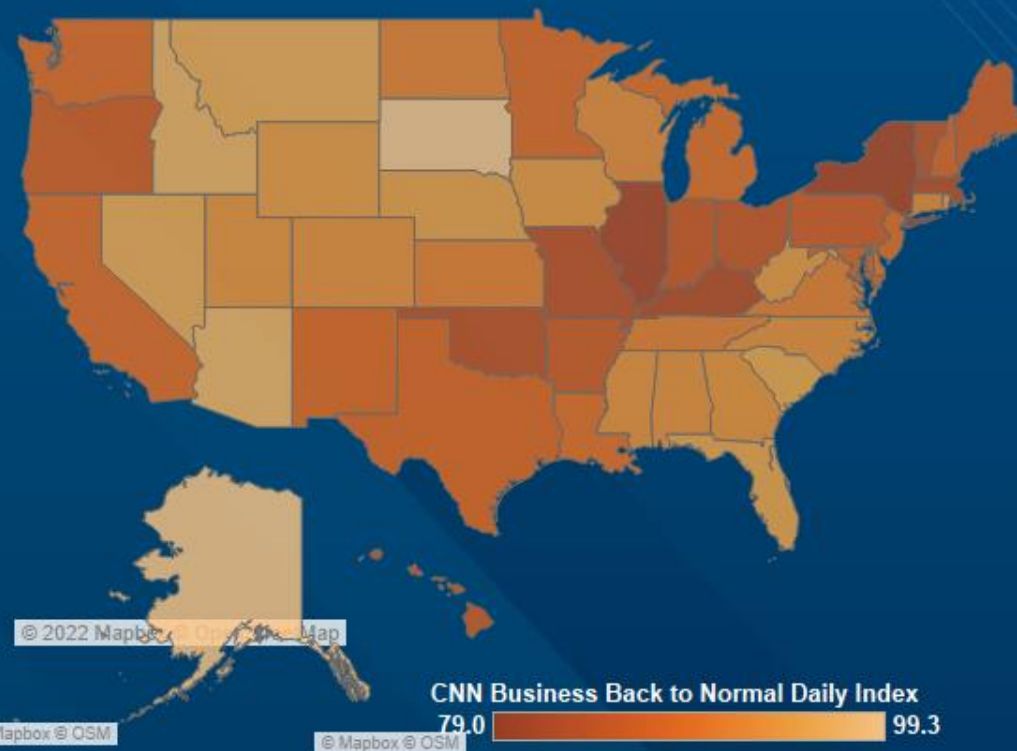
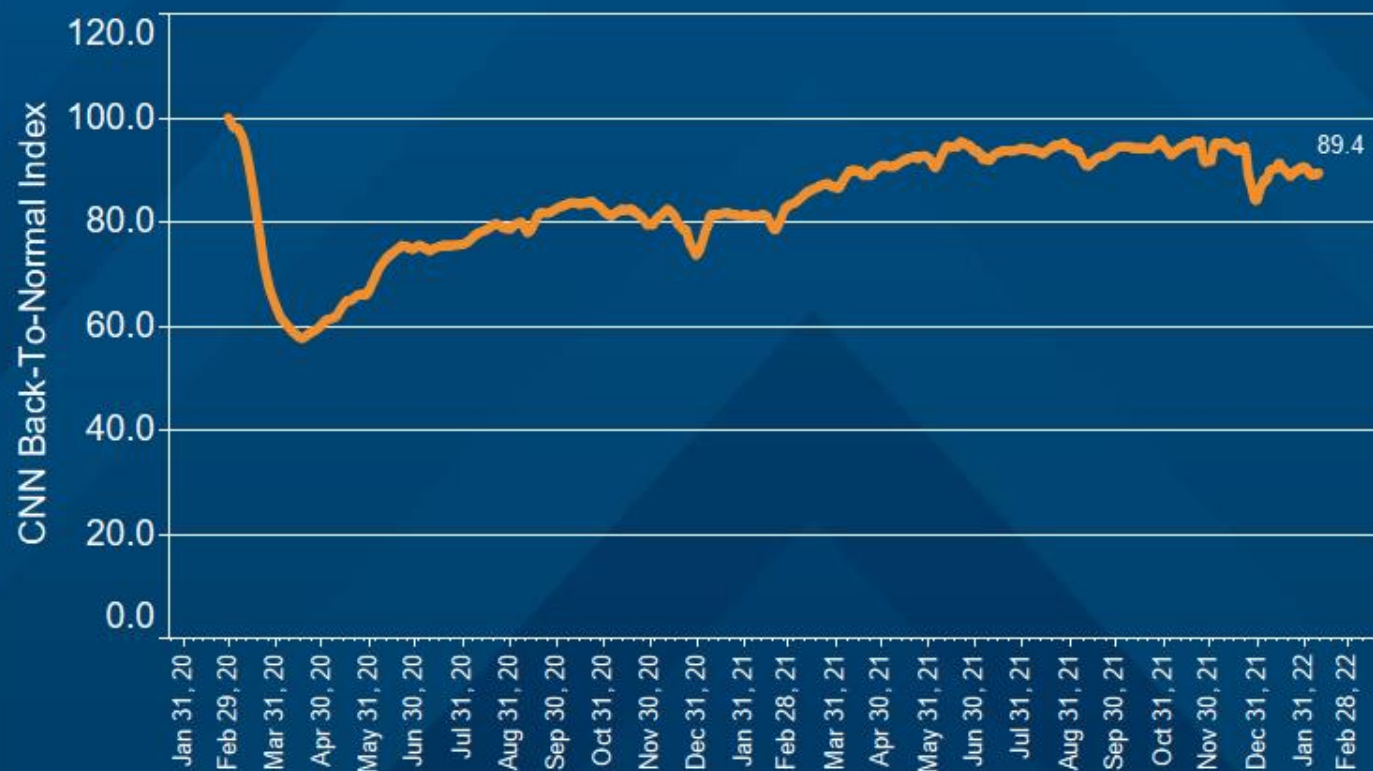


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**Continuing Claims % of
Feb 2020 Jobs**
0.2% 2.5%

ACTIVITY DOWN IN LATEST WEEK

Moody's-CNN Business Back-To-Normal Index (February 29 = 100)
Data as of February 9, 2022



THE WAY
FORWARD

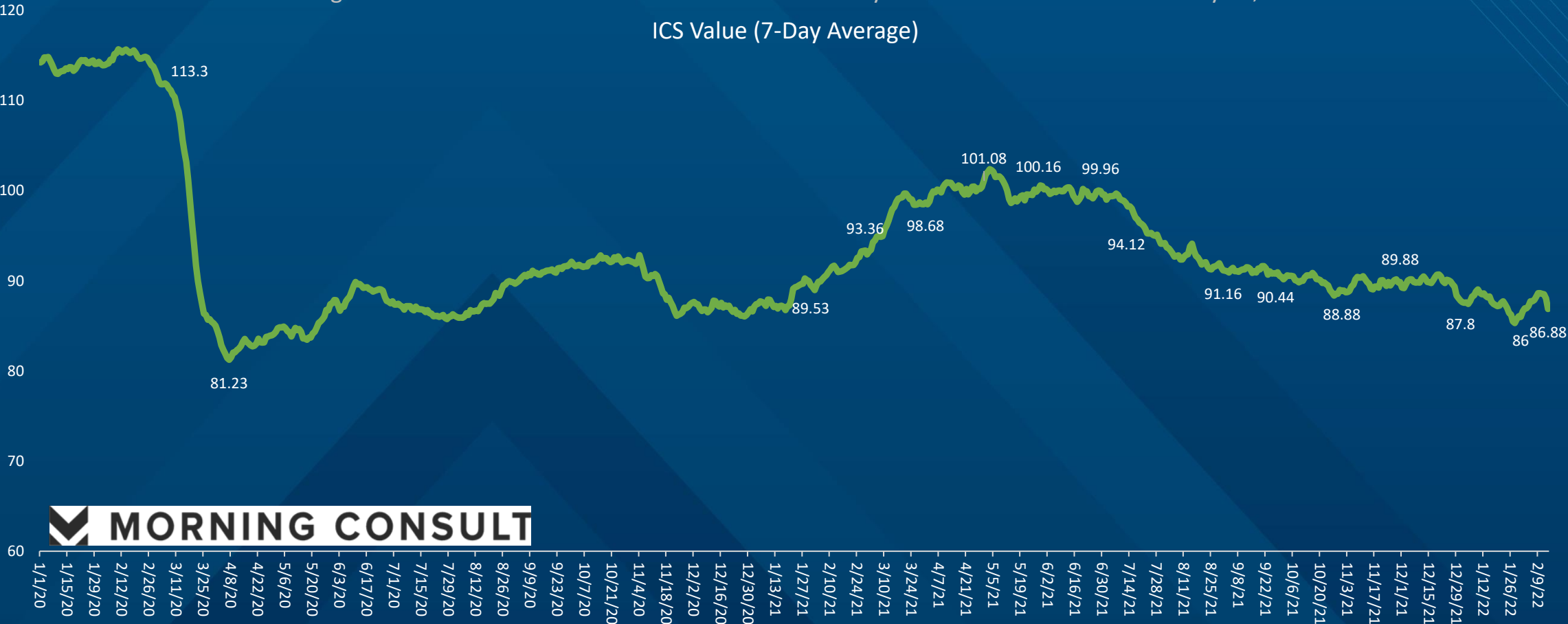
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Source: Moody's Analytics; CNN

CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 23.3% since February 29, 2020

ICS Value (7-Day Average)



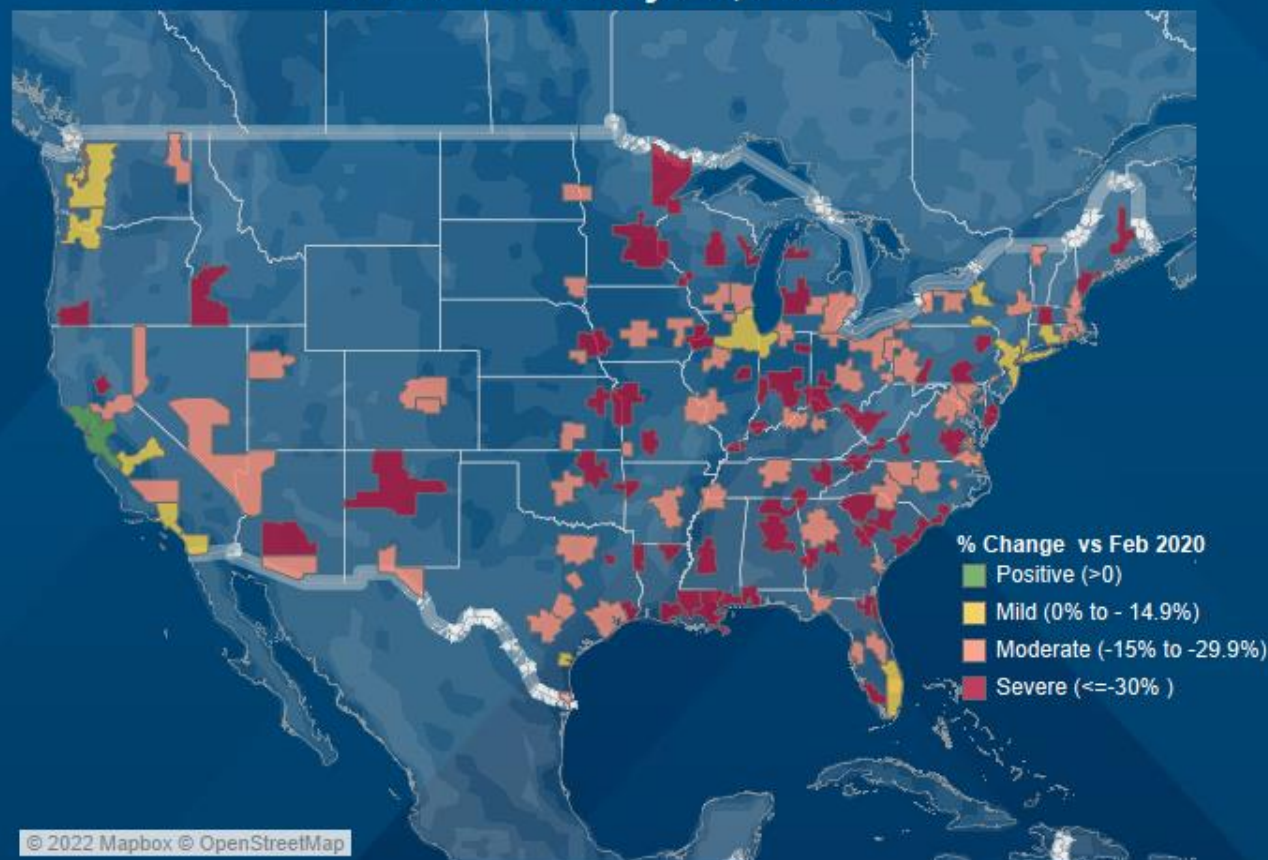
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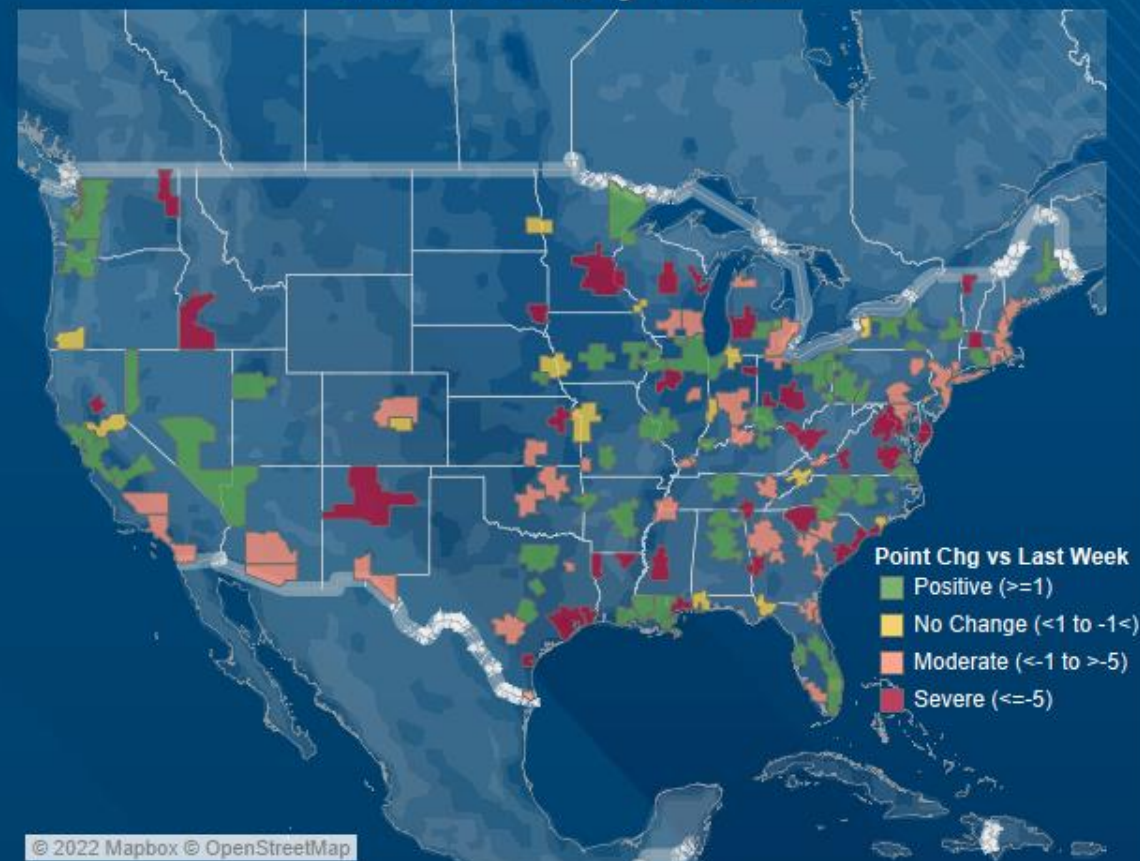
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since February 7, 2022



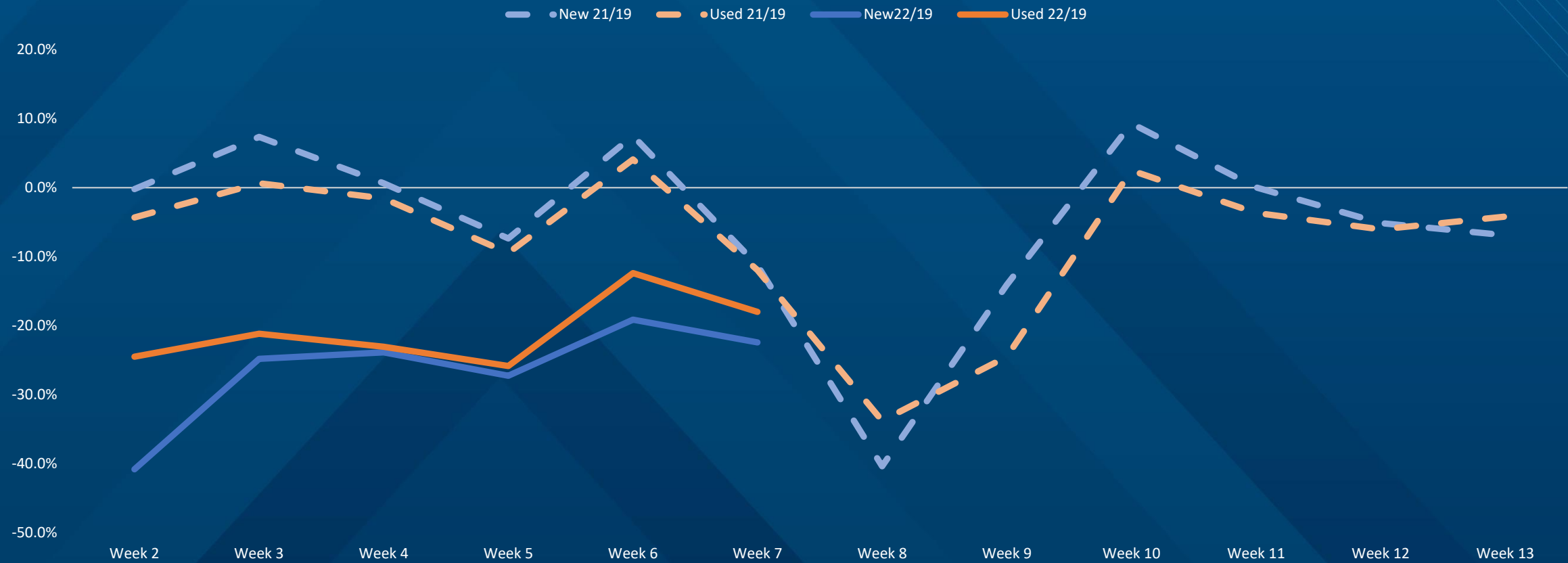
THE WAY
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Source: Morning Consult

RETAIL SALES ESTIMATES

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



ZERO PERCENT FINANCING DOWN IN 2022



SUPPLY SLOWLY IMPROVING BUT STILL DOWN

New Days' Supply



Used Days' Supply



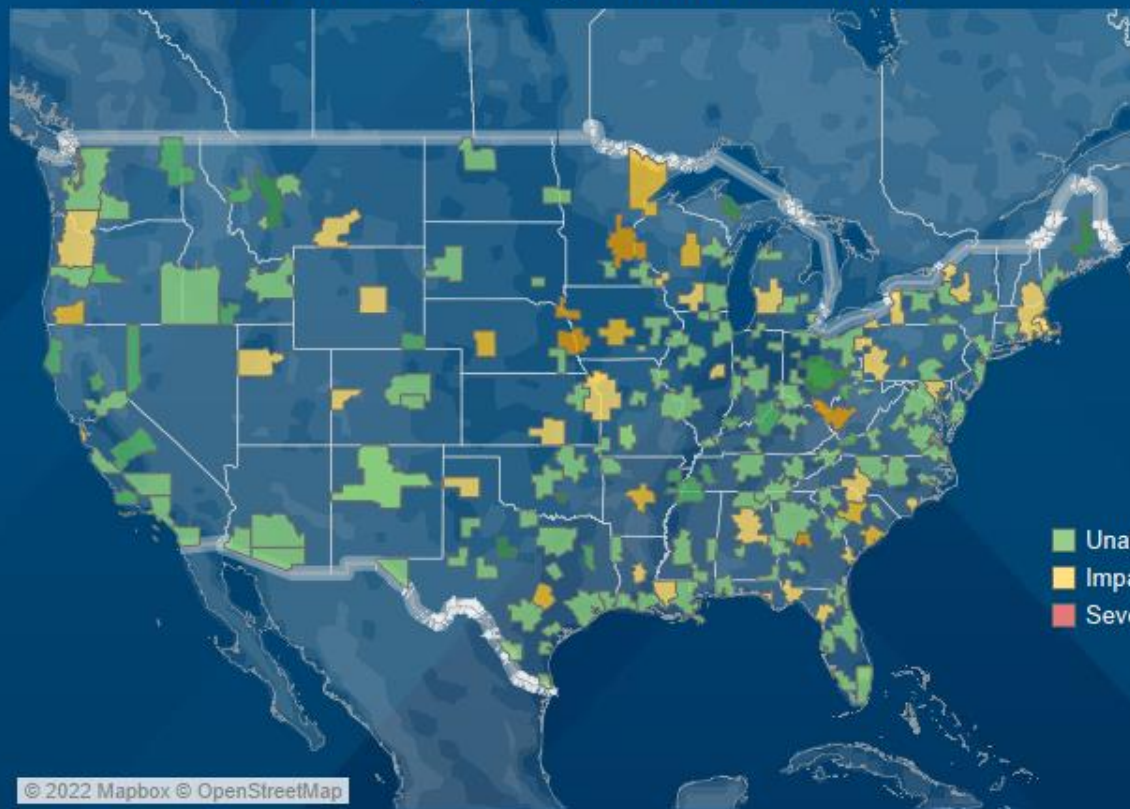
THE WAY
FORWARD

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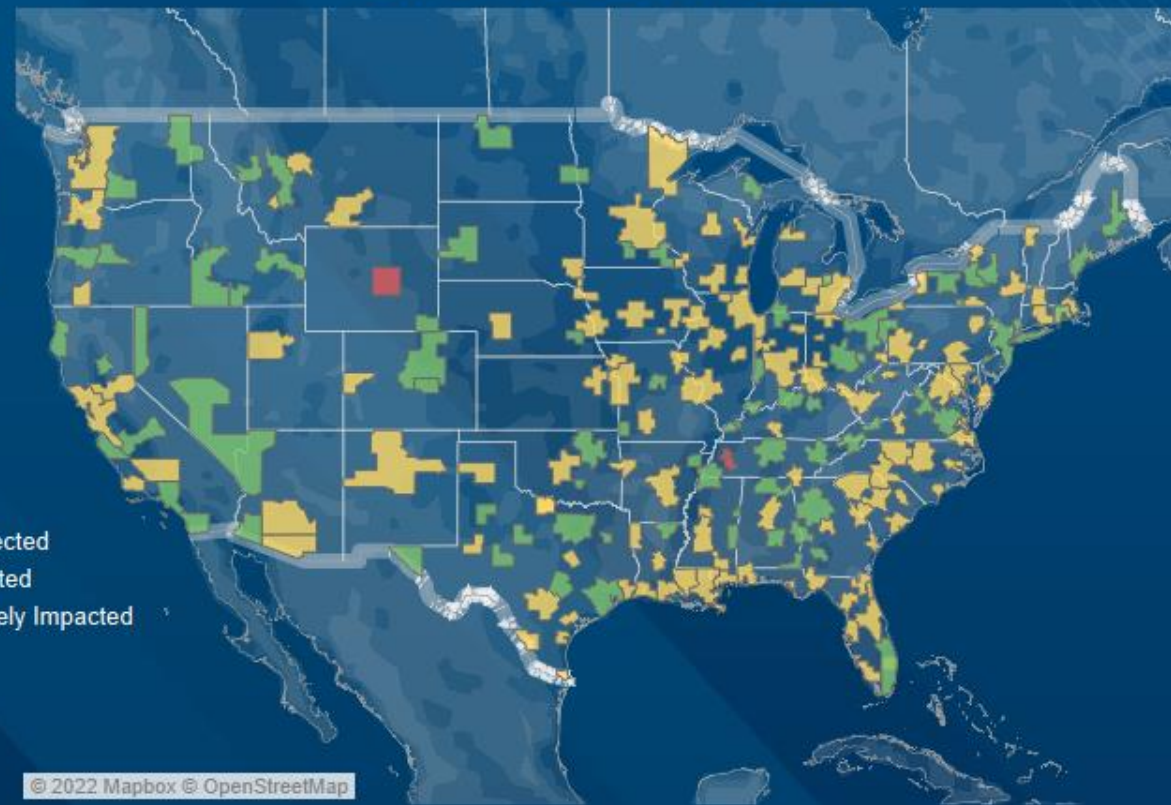
Source: vAuto

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)



Since February 7, 2022



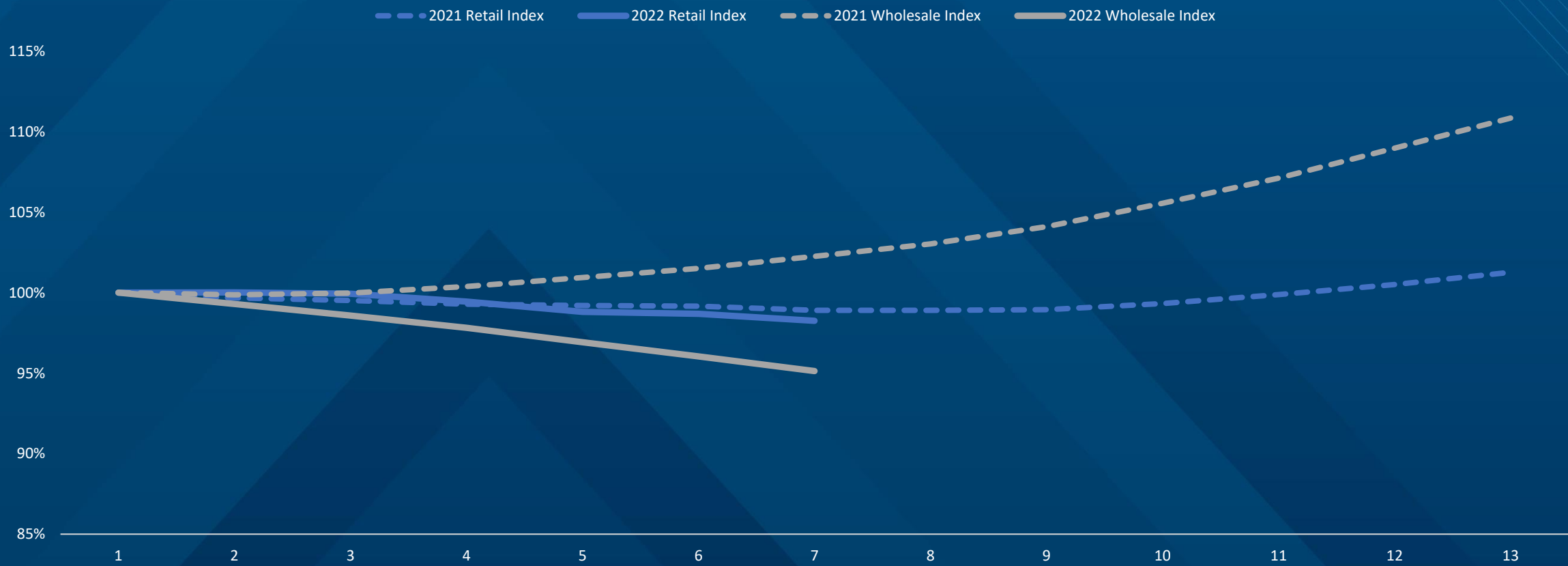
THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive

USED PRICES SEEING DECLINES TO START 2022

MY 2019 Retail and Wholesale Price Index



COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity down in February but showing improvement:
 - Leads so far in February are down compared to last year on both Autotrader and Kelley Blue Book, but the weekly trends improved
- Credit applications on Dealertrack improving:
 - Unique applications on same-store basis last week were down 4% y/y with an improving trend
- Service trends on Xtime also improving:
 - Completed appointments last week were up 4% y/y

Cox AUTOMOTIVE

