

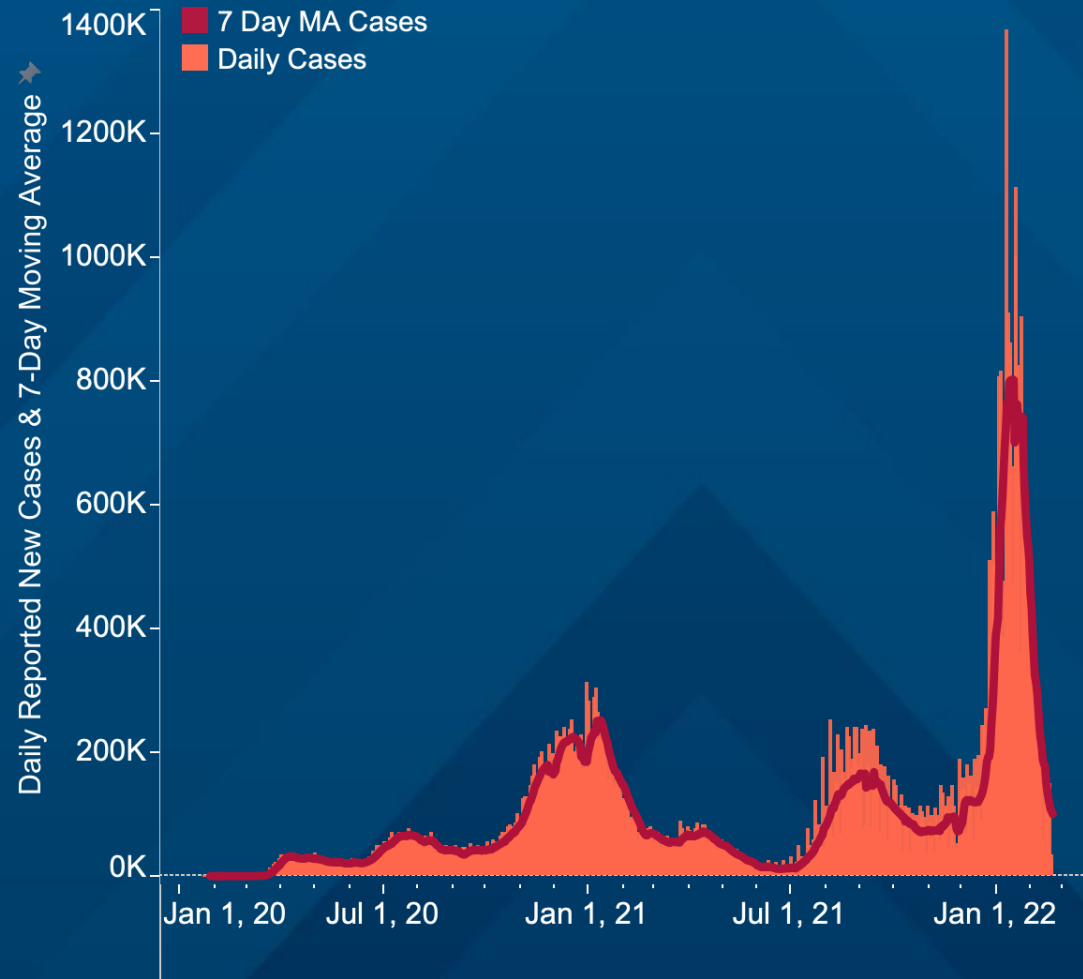
March 1, 2022

# COX AUTOMOTIVE AUTO MARKET REPORT

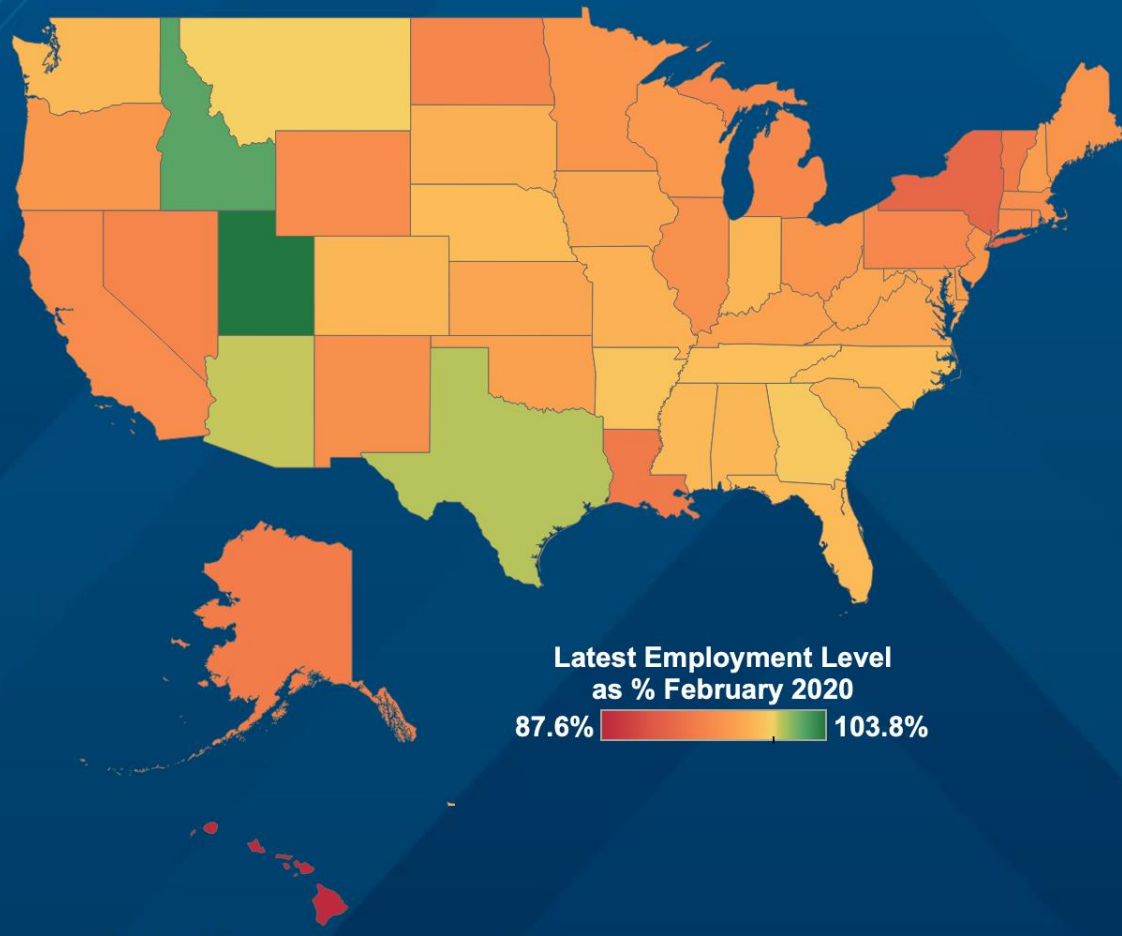
*Translating Data and Trends into Actionable Insights*

THE WAY  
FORWARD

# COVID-19 DAILY CASE AND VACCINATION TRENDS

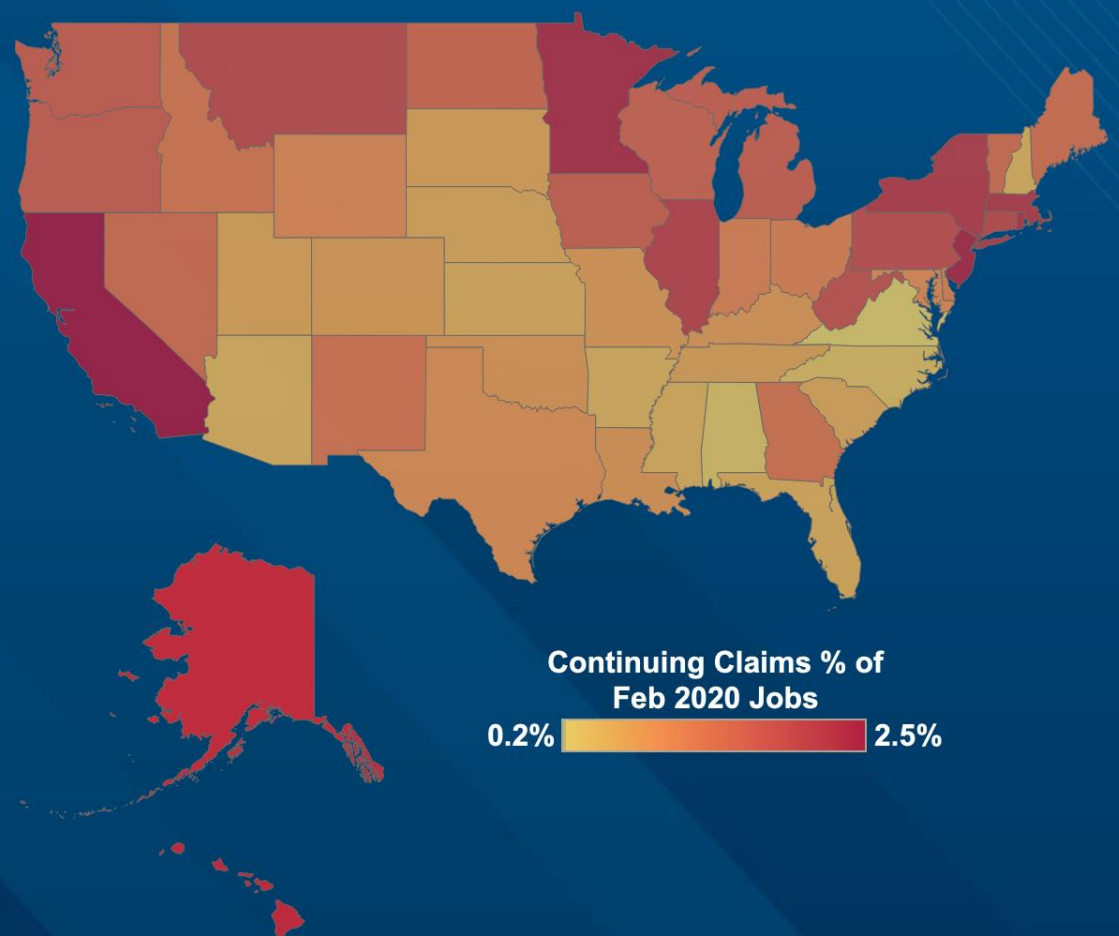


# CONTINUING CLAIMS AT 1.5 MILLION NATIONALLY



**Latest Employment Level  
as % February 2020**

87.6%  103.8%



**Continuing Claims % of Feb 2020 Jobs**

0.2% 2.5%



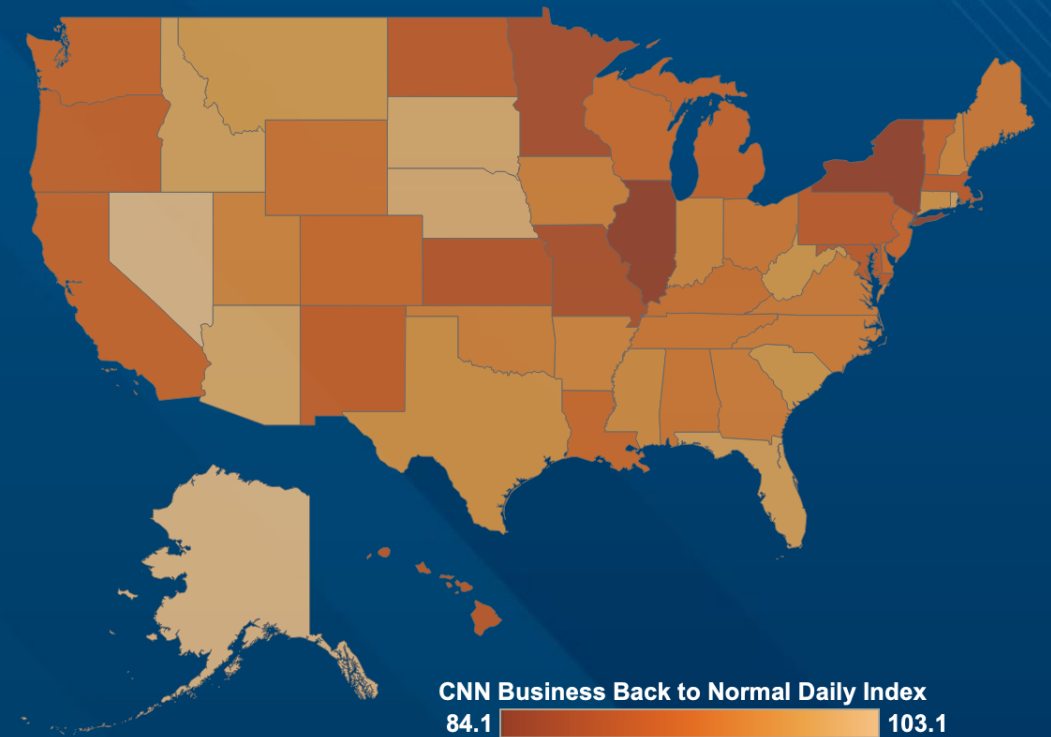
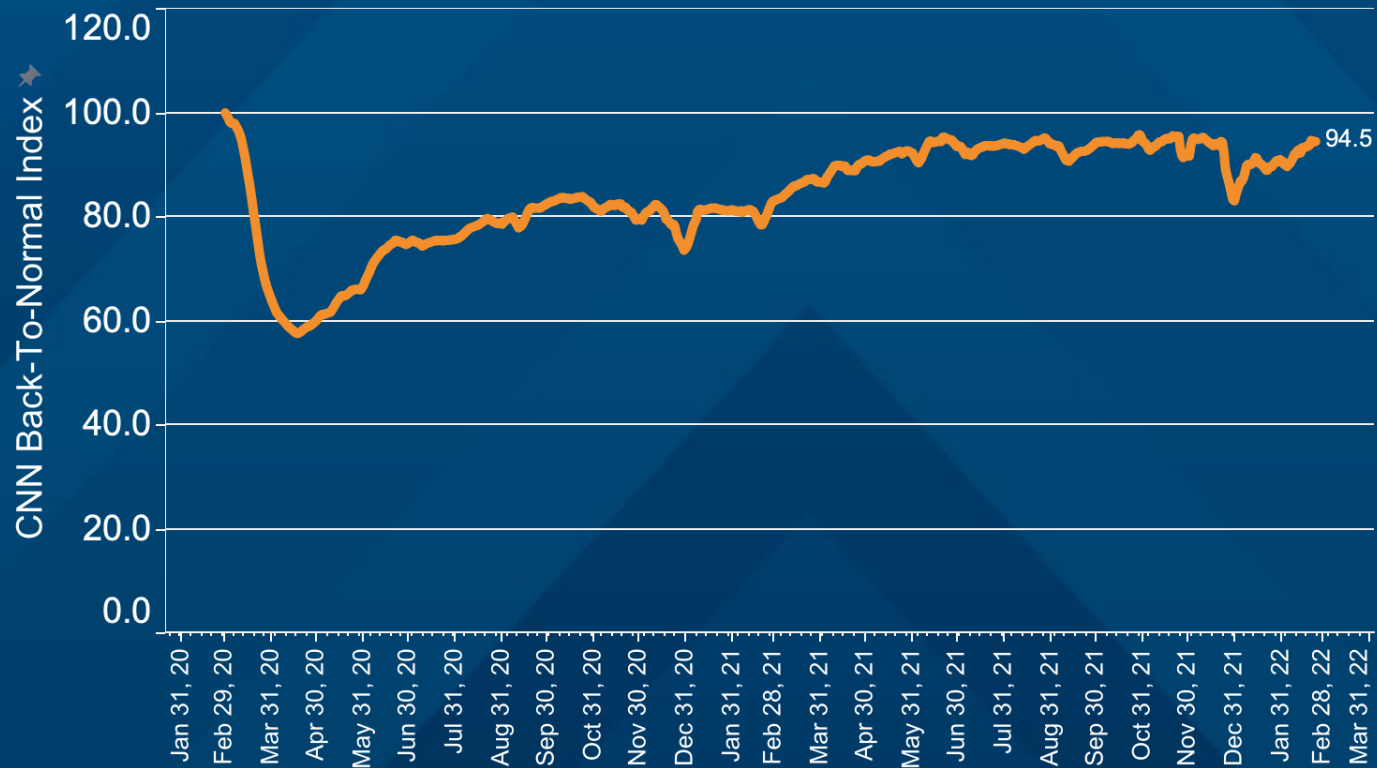
**THE WAY  
FORWARD**  
*Driven by COX AUTOMOTIVE*

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

NOTE: Latest Employment Numbers for Dec 2021; Continuing Claims Unemployment Data for Week Ending Feb 5 2022

# ACTIVITY REBOUNDING FROM OMICRON WAVE

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



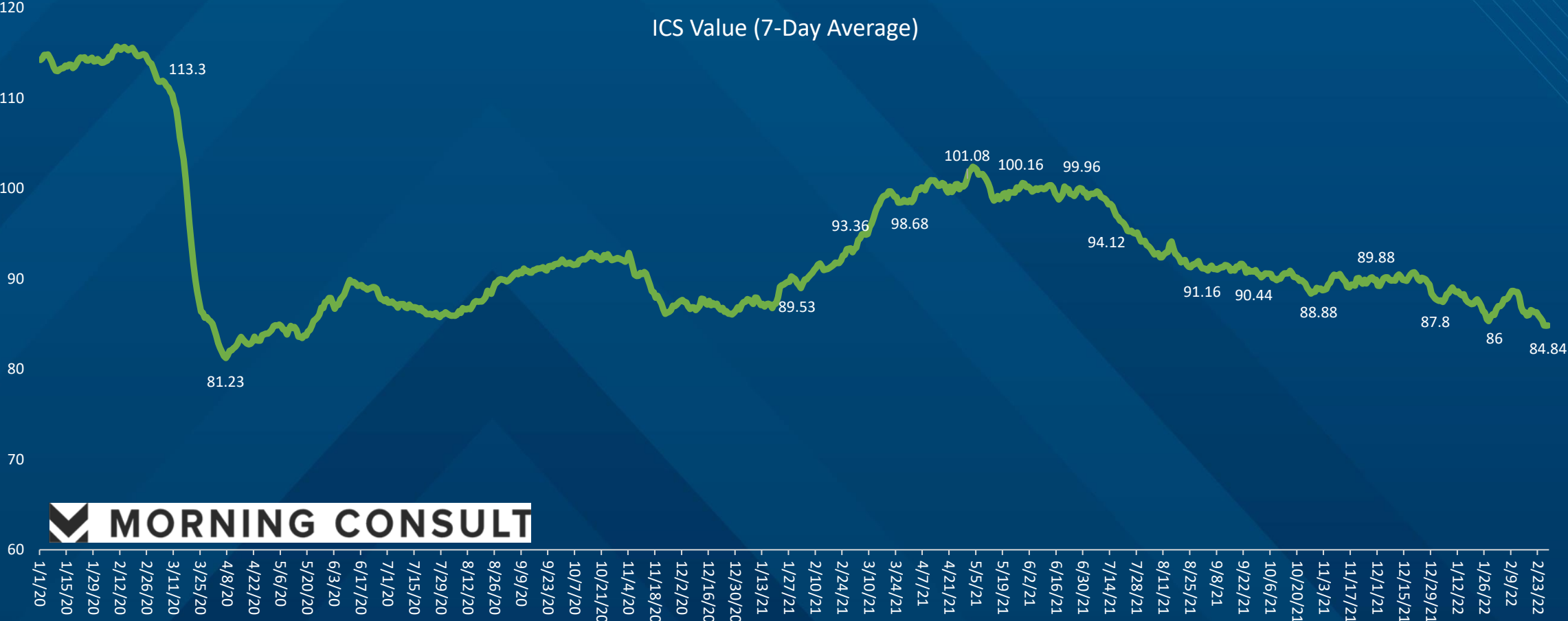
THE WAY  
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Driven by COX AUTOMOTIVE

Source: Moody's Analytics; CNN

# CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 9.1% y/y and down 25.1% since February 29, 2020



THE WAY  
FORWARD

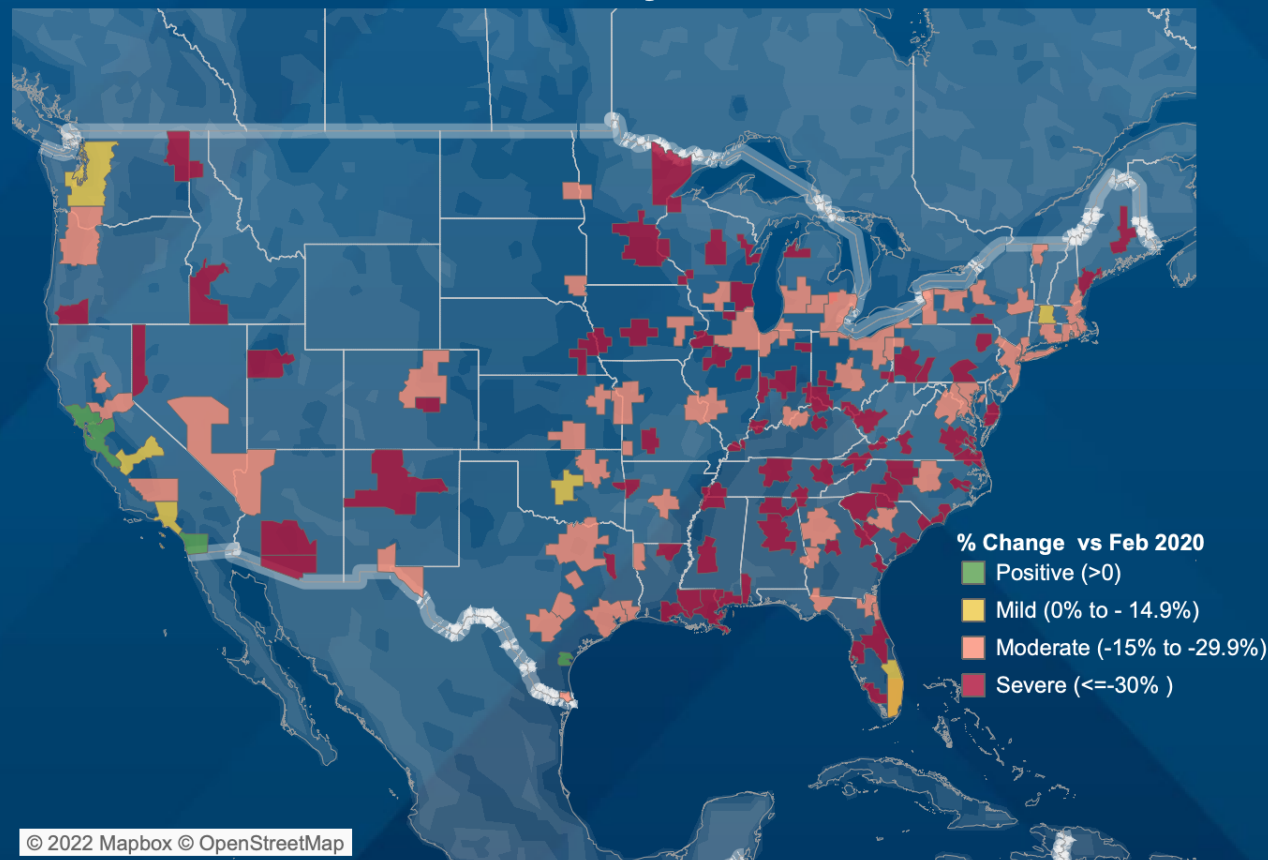
Driven by COX AUTOMOTIVE

Source: Morning Consult

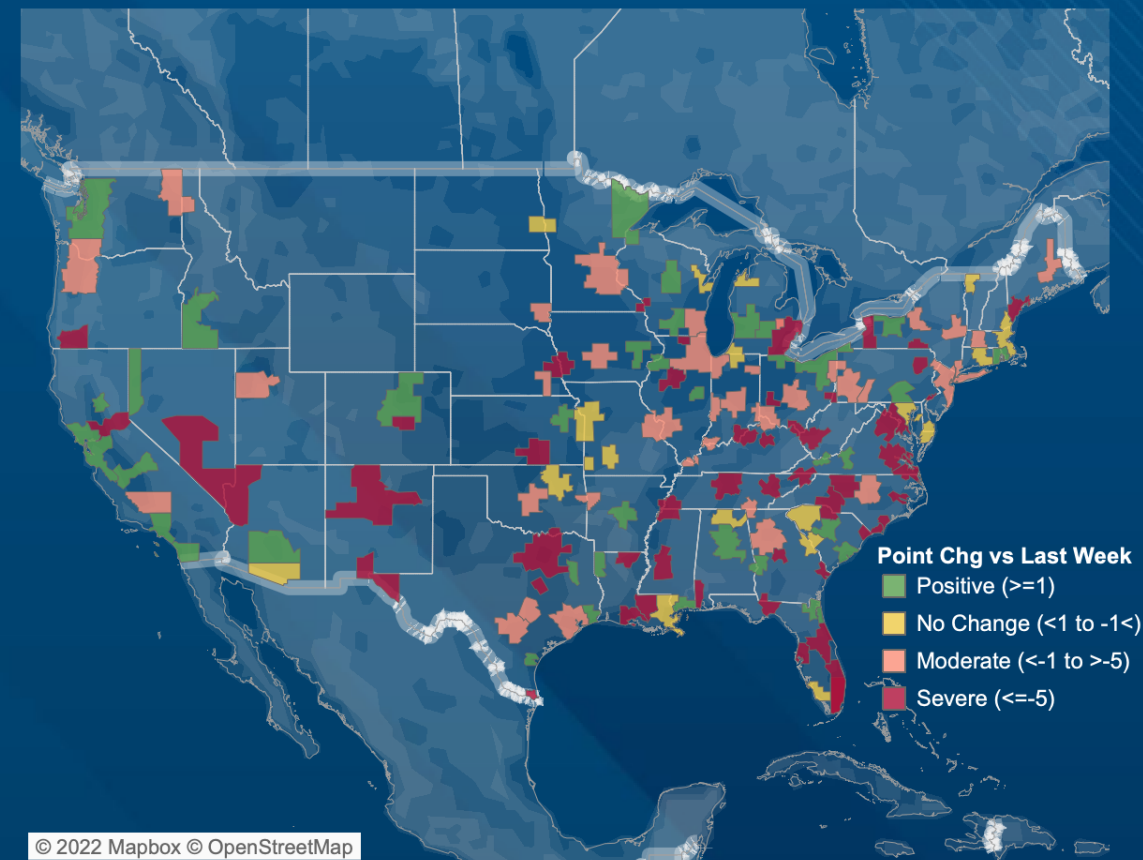


# SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since February 21, 2022



# RETAIL SALES ESTIMATES

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



# ZERO PERCENT FINANCING DOWN IN 2022



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FORWARD

Driven by COX AUTOMOTIVE

Source: Cox Automotive



# SUPPLY TIGHT AND TIGHTENING AGAIN

New Days' Supply



Used Days' Supply



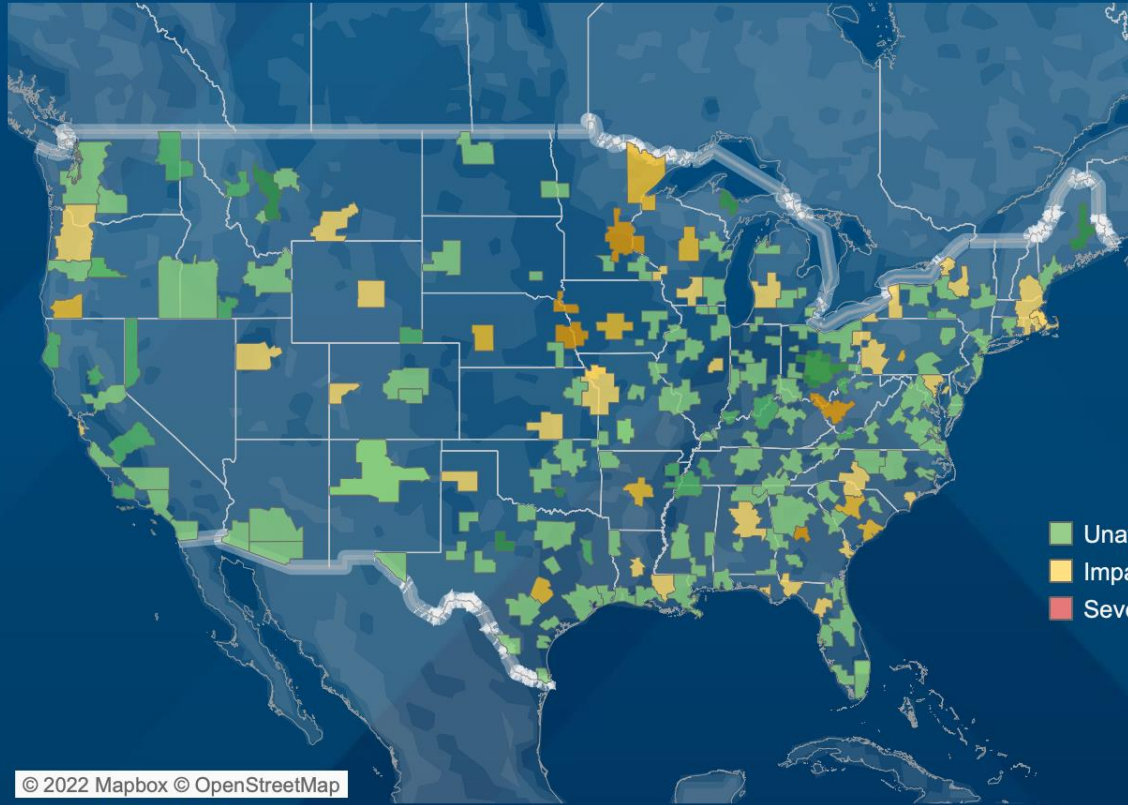
THE WAY  
FORWARD

Driven by COX AUTOMOTIVE

Source: vAuto

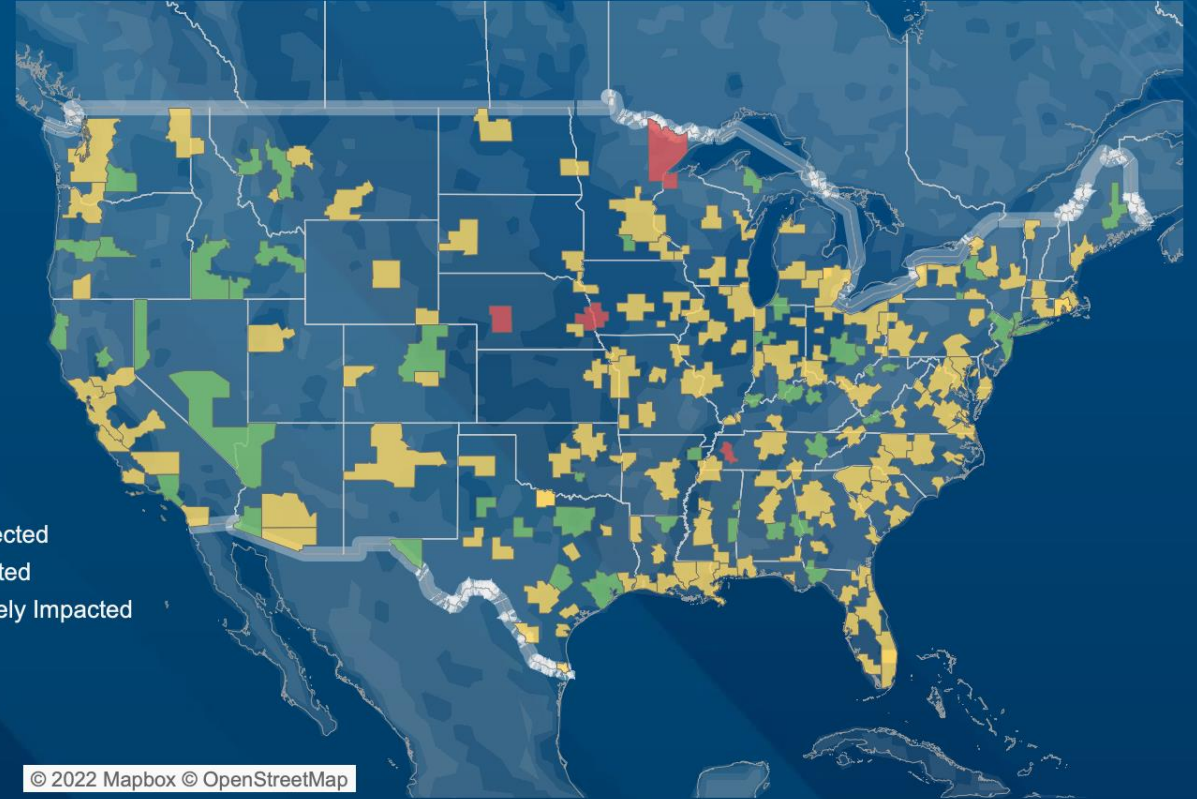
# *SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS*

**March 29, 2021 (vs same-week 2019)**



© 2022 Mapbox © OpenStreetMap

**February 28, 2022**



© 2022 Mapbox © OpenStreetMap

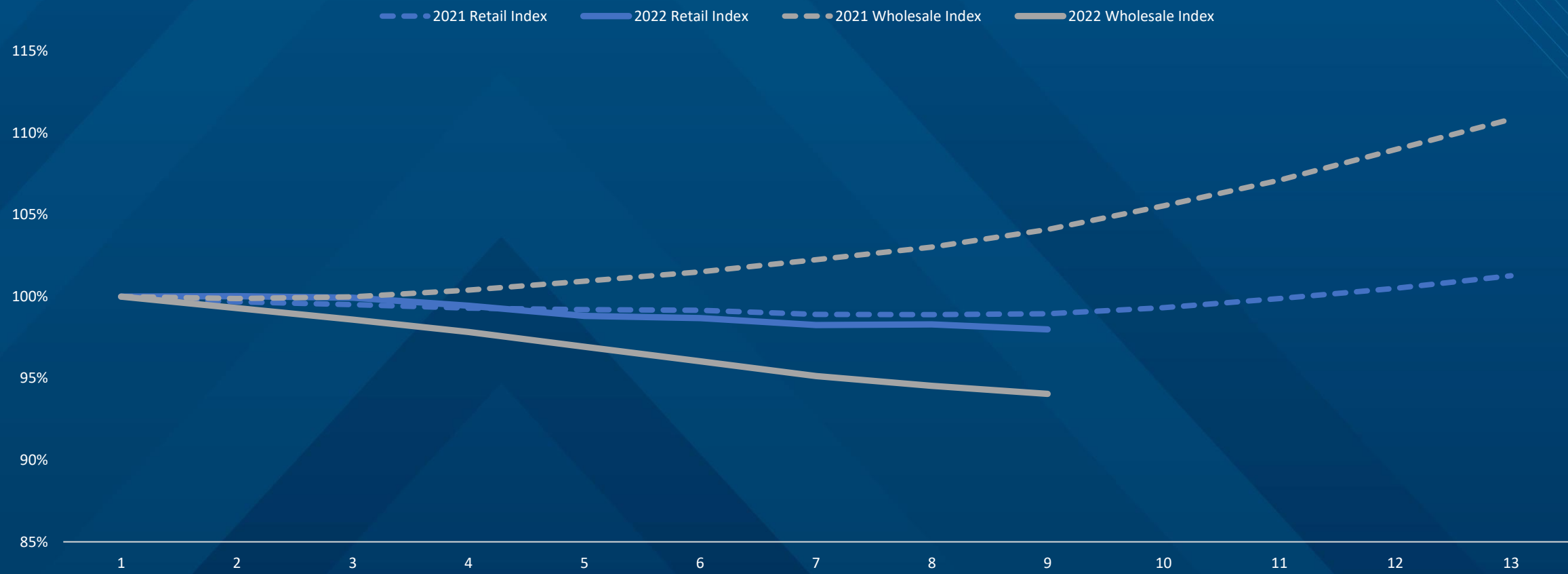
**THE WAY  
FORWARD**

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 improving from January but down y/y:
  - Leads so far in February are down compared to last year on both Autotrader and Kelley Blue Book, but leads continue to be higher than last month
- Credit applications on Dealertrack fading:
  - Unique applications on same-store basis last week were down 16% y/y with a declining trend
- Service trends on Xtime also fading to end February:
  - Completed appointments last week were down 8% y/y

# — COX AUTOMOTIVE —

