

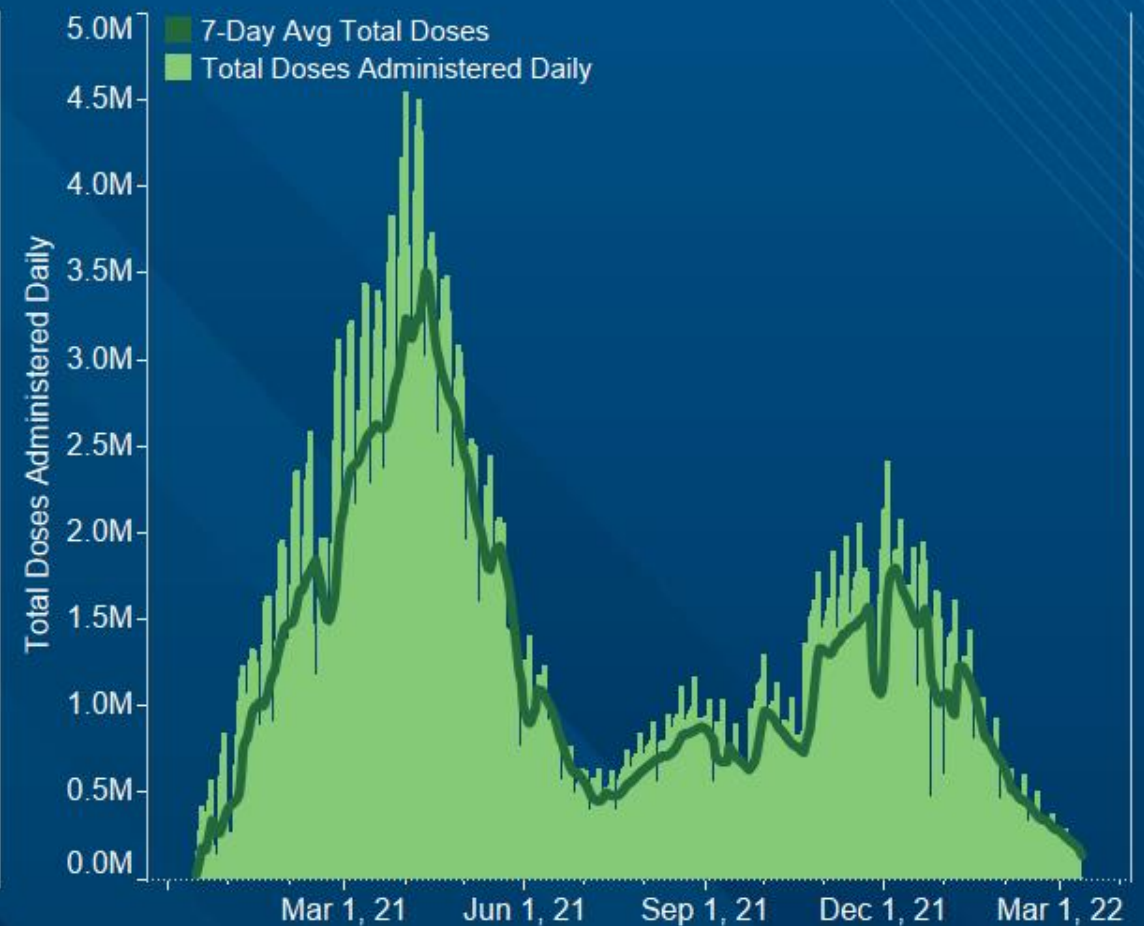
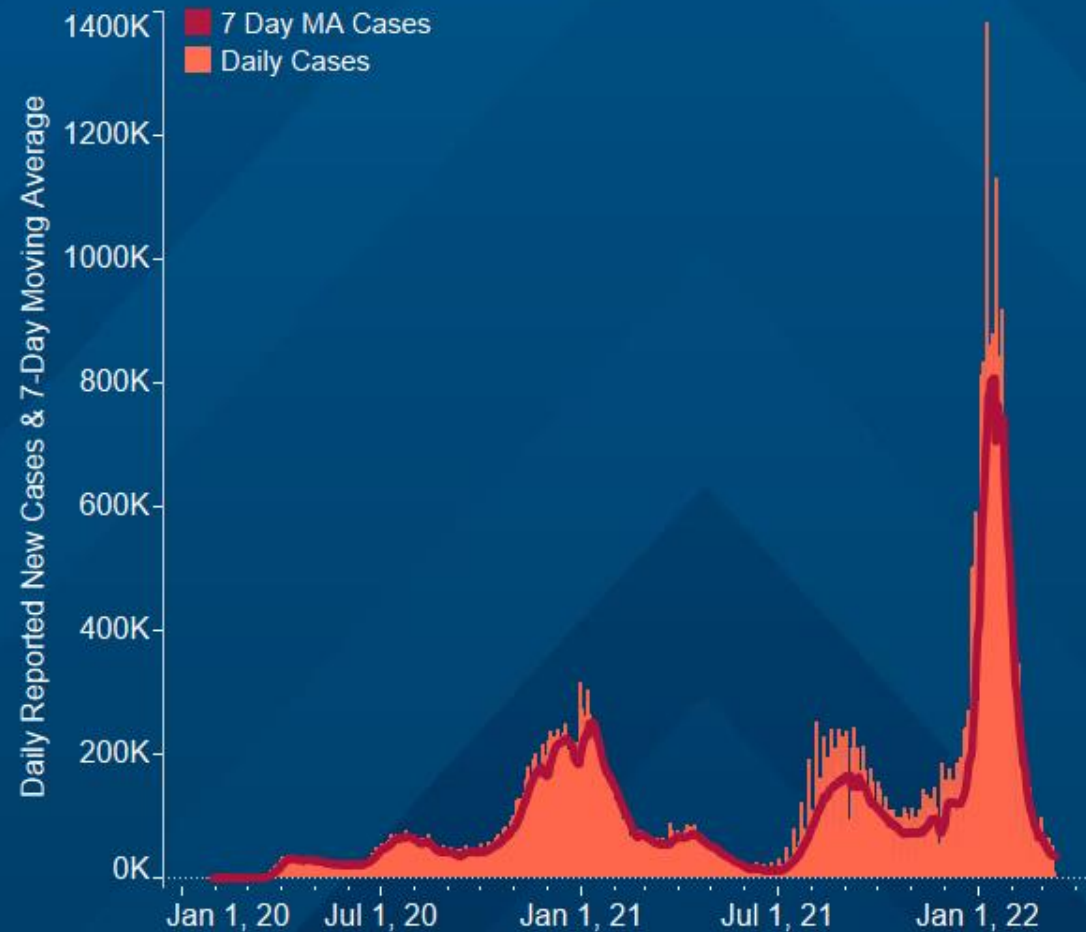
March 15, 2022

COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

COVID-19 DAILY CASE AND VACCINATION TRENDS

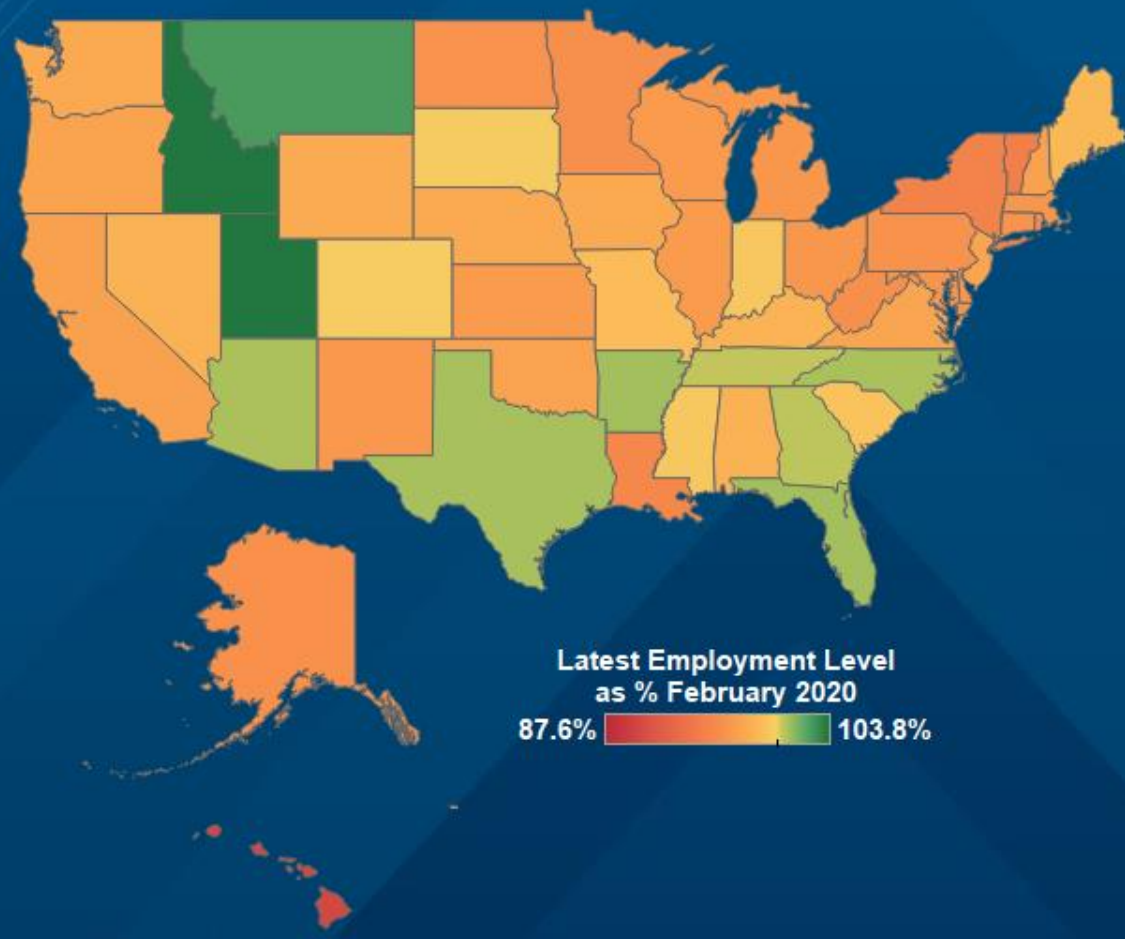


THE WAY
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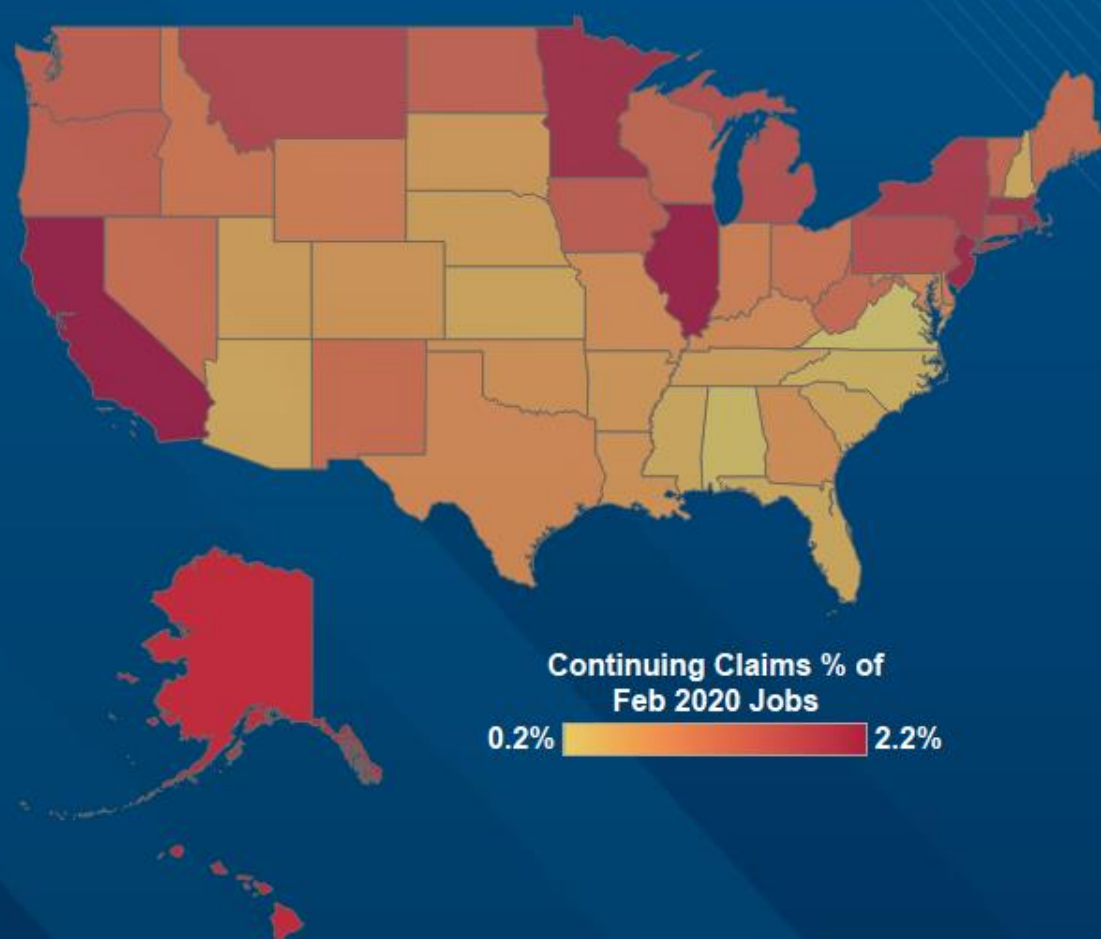
Driven by COX AUTOMOTIVE

Source: Our World in Data

CONTINUING CLAIMS AT 1.5 MILLION NATIONALLY



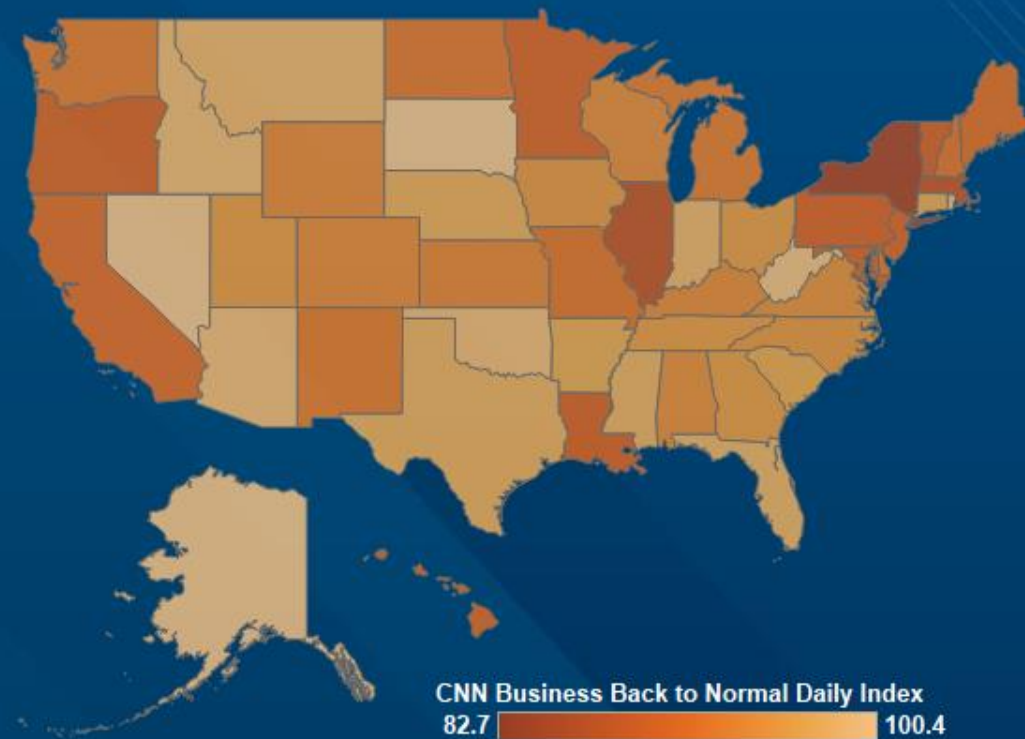
Latest Employment Level
as % February 2020
87.6% 103.8%



Continuing Claims % of
Feb 2020 Jobs
0.2% 2.2%

ACTIVITY REBOUNDING FROM OMICRON WAVE

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



THE WAY
FORWARD

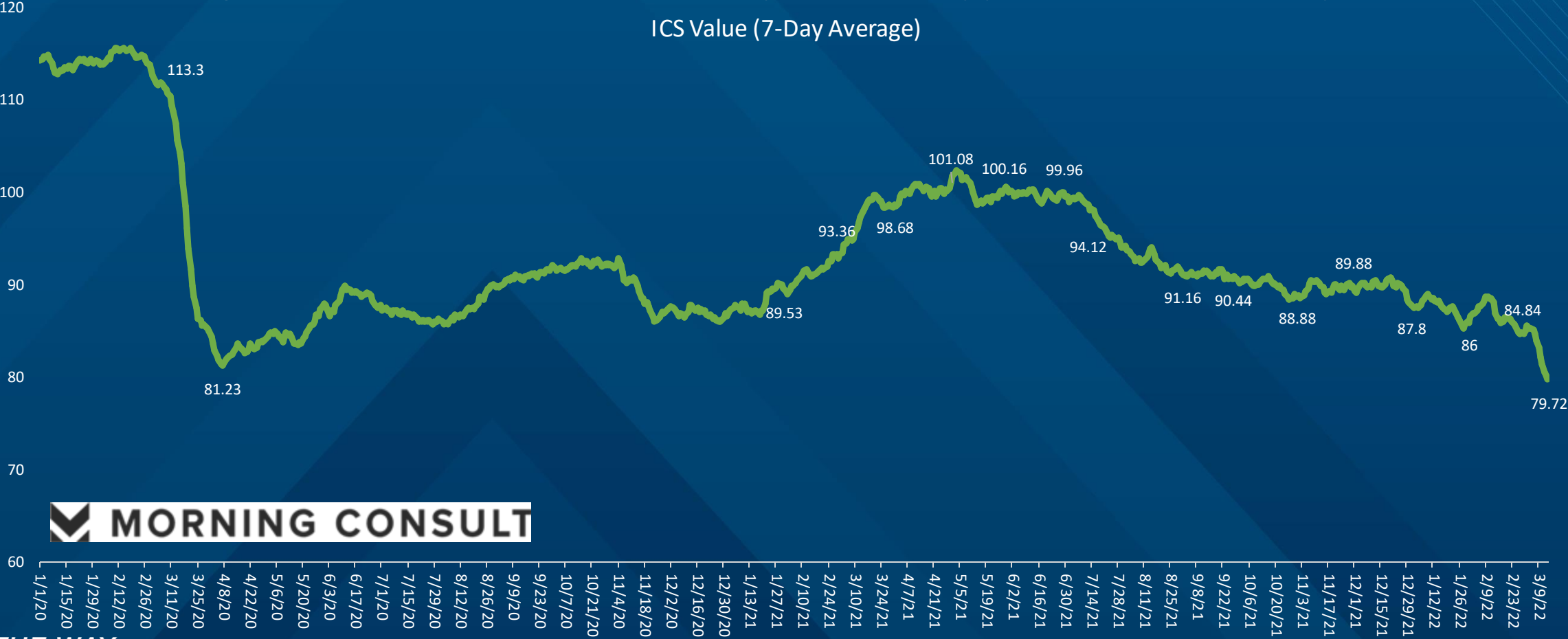
Driven by COX AUTOMOTIVE

Source: Moody's Analytics; CNN

CONSUMER SENTIMENT TUMBLED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 18.2% y/y and down 29.6% since February 29, 2020

ICS Value (7-Day Average)



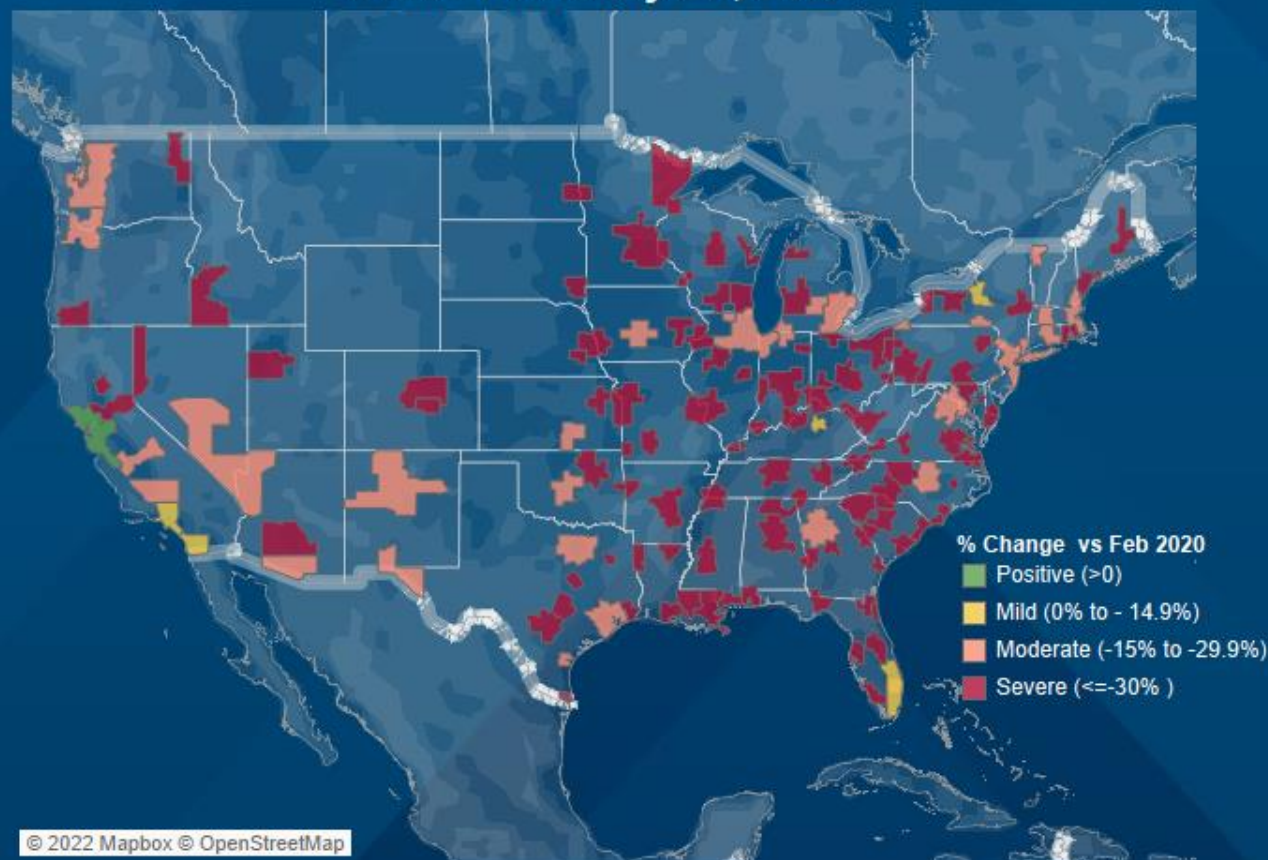
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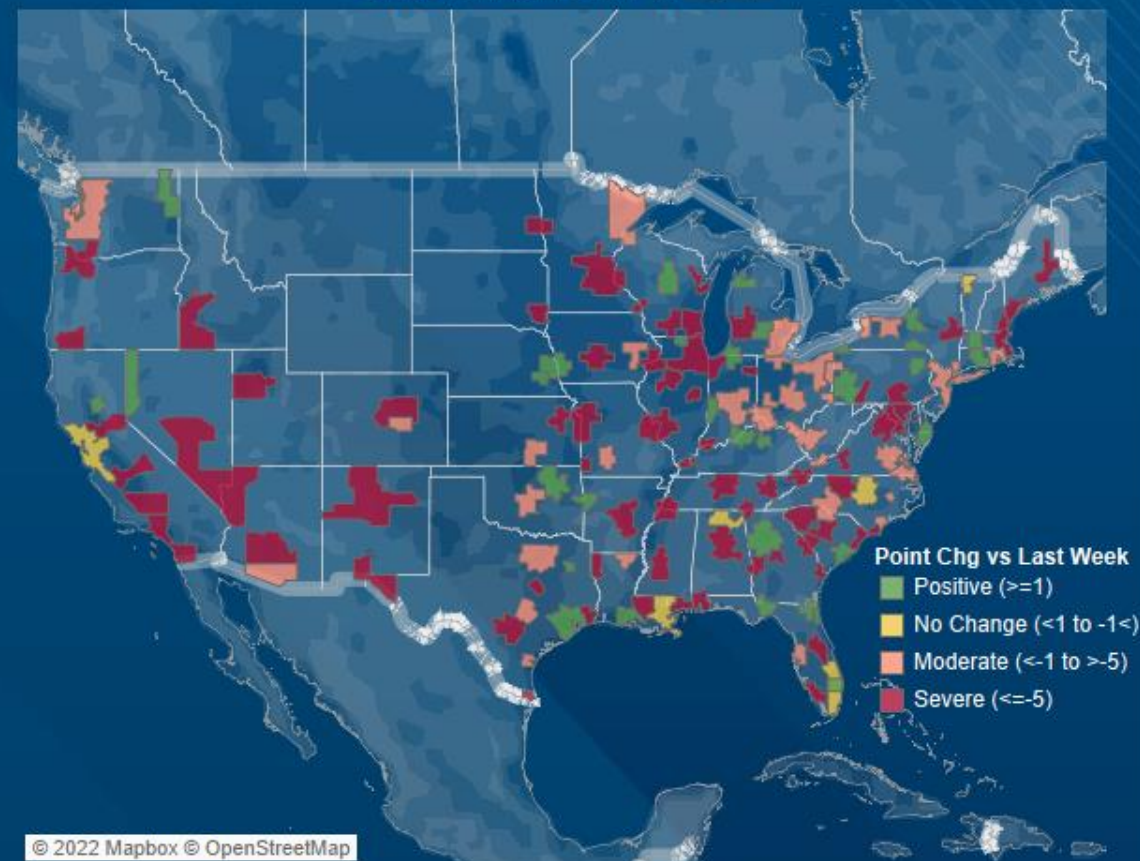
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since March 7, 2022



THE WAY
FORWARD

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Source: Morning Consult

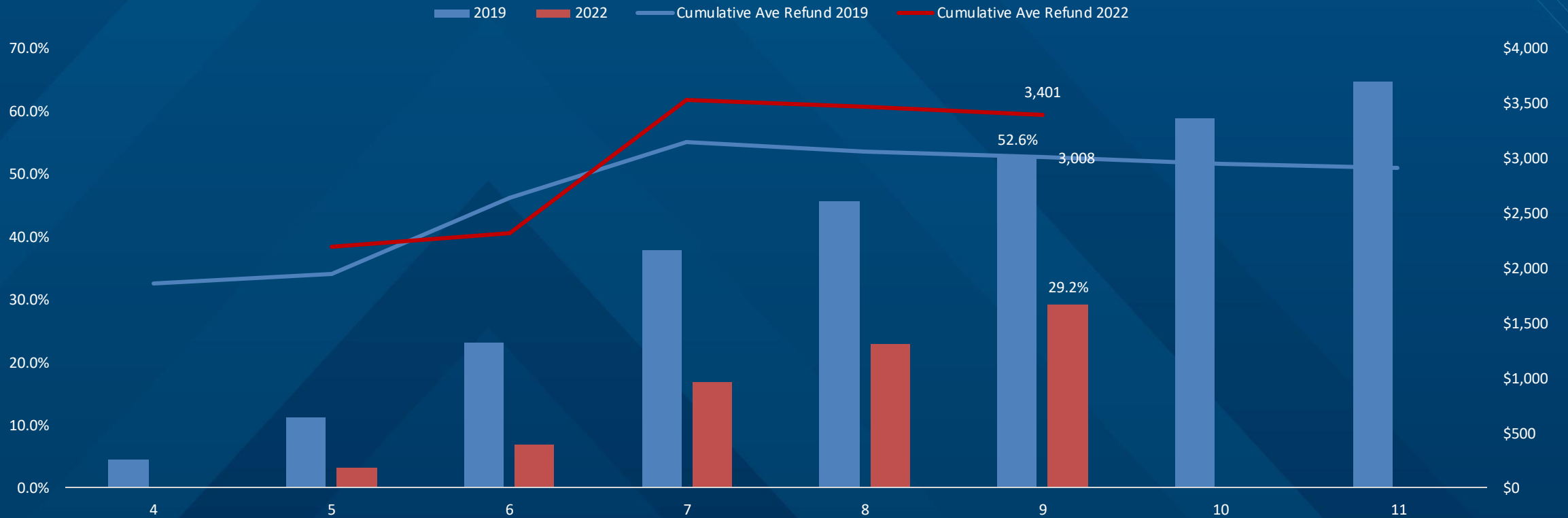
RETAIL SALES ESTIMATES

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



TAX REFUNDS BEHIND NORMAL TIMING BUT \$ UP

Cumulative Refunds Issued and Ave Refund Amount by Week
(week 9 was week ending Mar 4, 2022)



0% FINANCING DOWN IN 2022 BUT UP IN MARCH



SUPPLY STARTING TO TIGHTEN AGAIN

New Days' Supply



Used Days' Supply



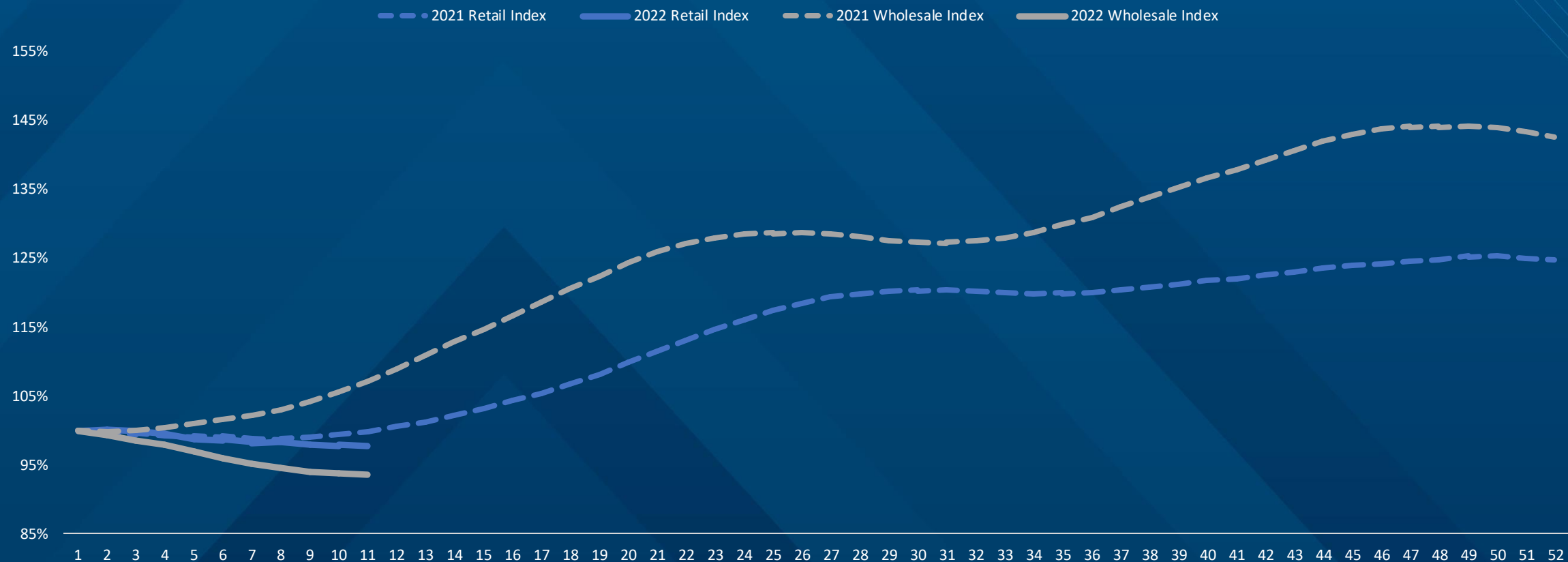
THE WAY
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Driven by COX AUTOMOTIVE

Source: vAuto

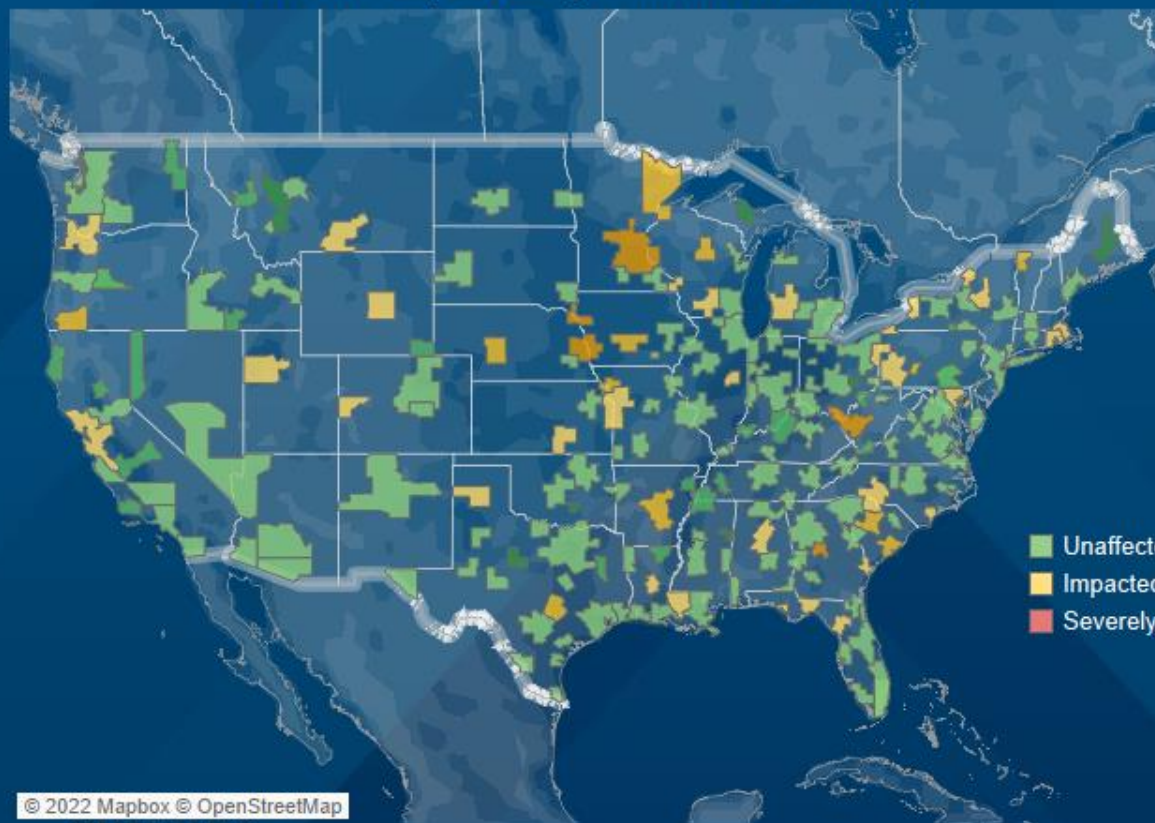
USED PRICE DECLINES SLOWING

MY 2019 Retail and Wholesale Price Index

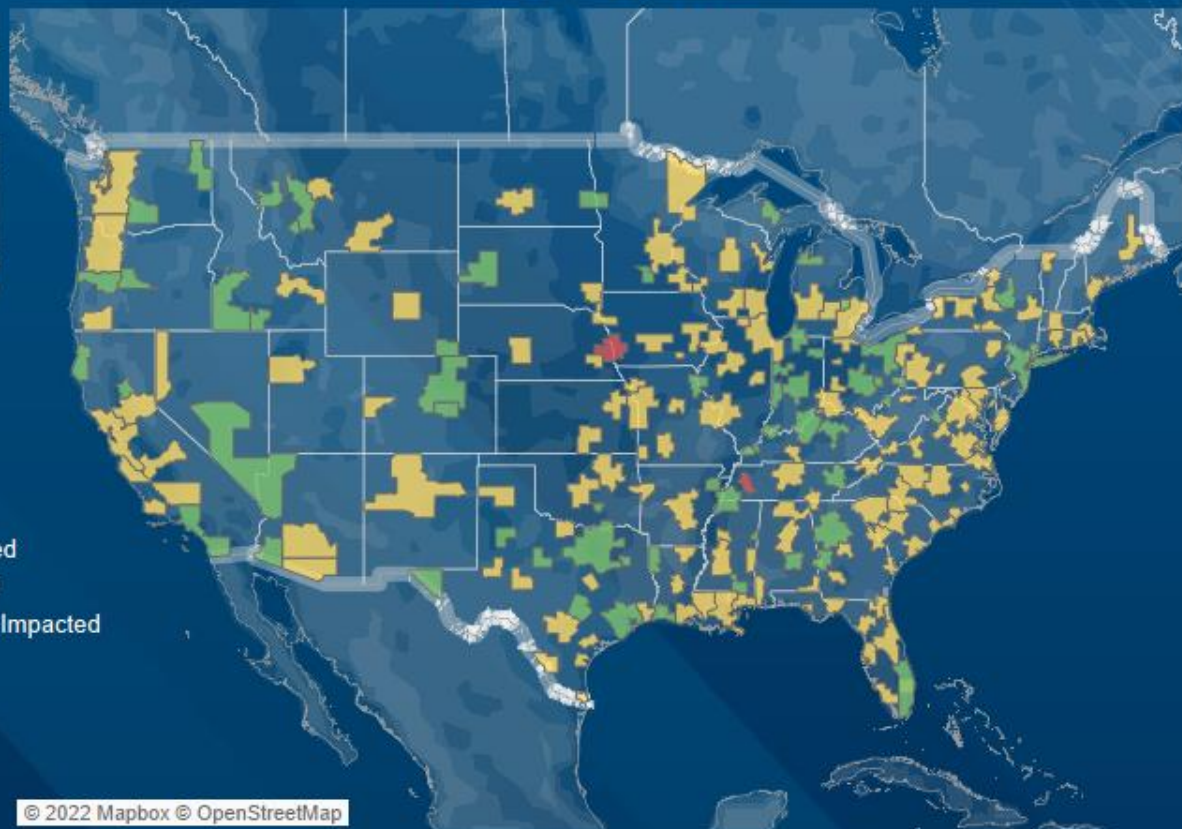


SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)



March 12, 2022



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**THE WAY
FORWARD**

Driven by COX AUTOMOTIVE

Source: Cox Automotive

COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity improving from February but down y/y:
 - Leads are up in March over February but remain down against last year on both Autotrader and Kelley Blue Book, and momentum improved last week
- Credit applications on Dealertrack strong in March but faded w/w:
 - Unique applications on same-store basis last week were down 20% y/y with a declining weekly trend
- Service trends on Xtime slowed last week:
 - Completed appointments last week were down 8% y/y

COX AUTOMOTIVE

Autotrader 



CLUTCH

DEALER.COM

Dealertrack 

 DICKINSON
FLEET SERVICES

 F&I Express

FYUSION

 HOMENET
AUTOMOTIVE

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 Manheim

NEXTGEAR
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LIVE MARKET VIEW

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