

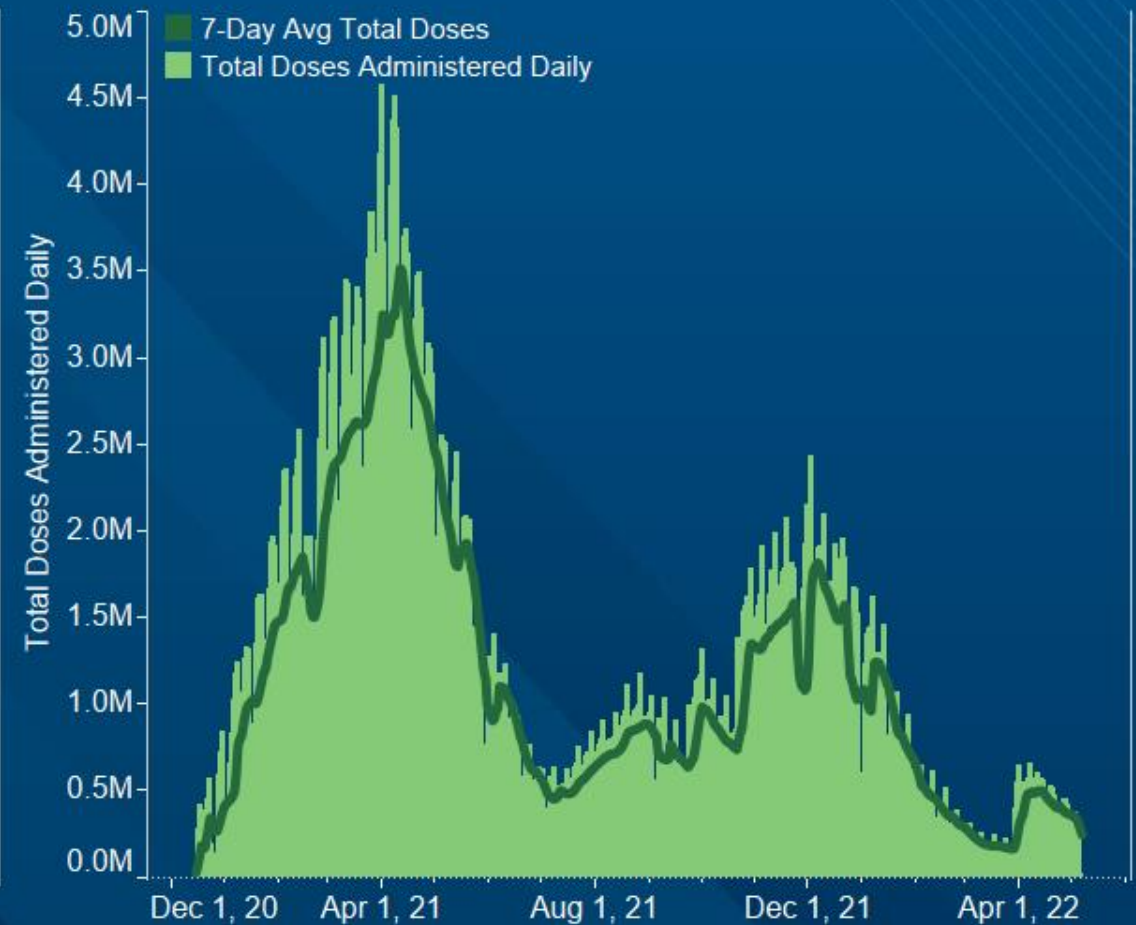
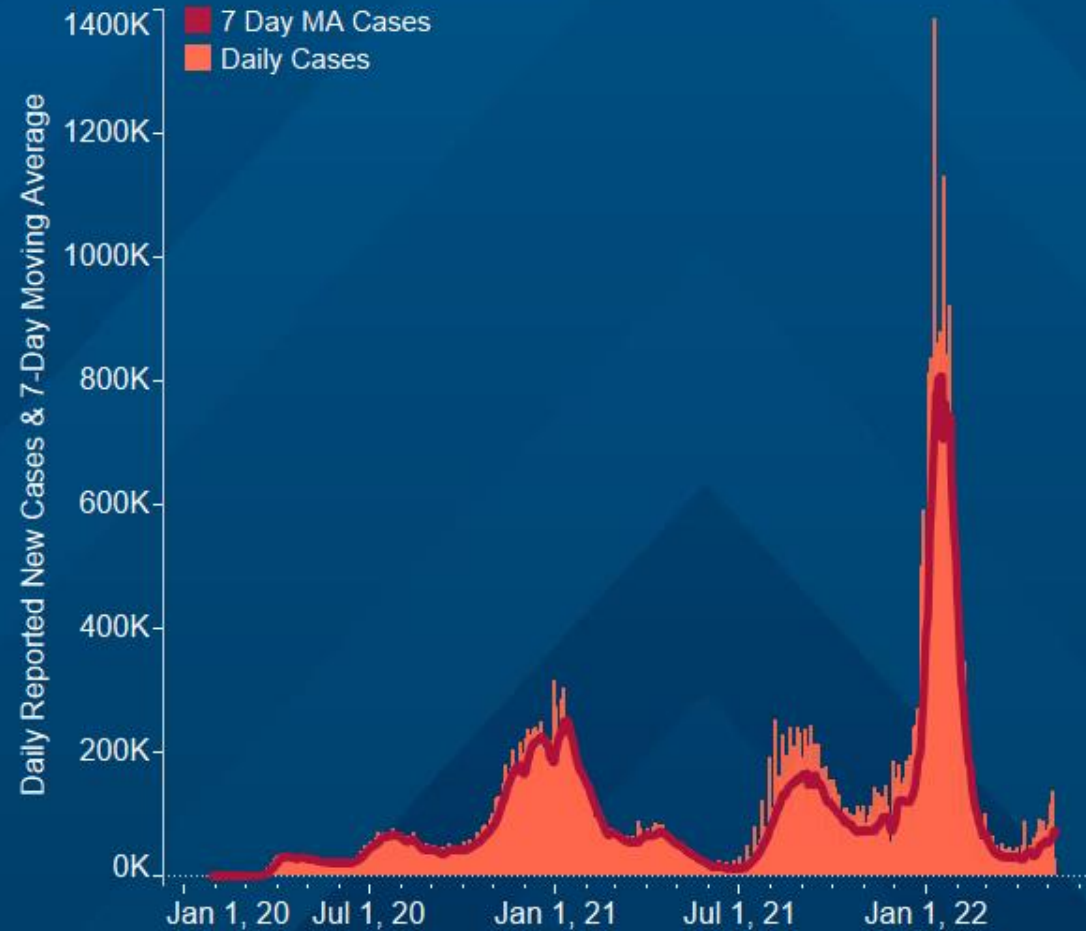
May 10, 2022

COX AUTOMOTIVE AUTO MARKET REPORT

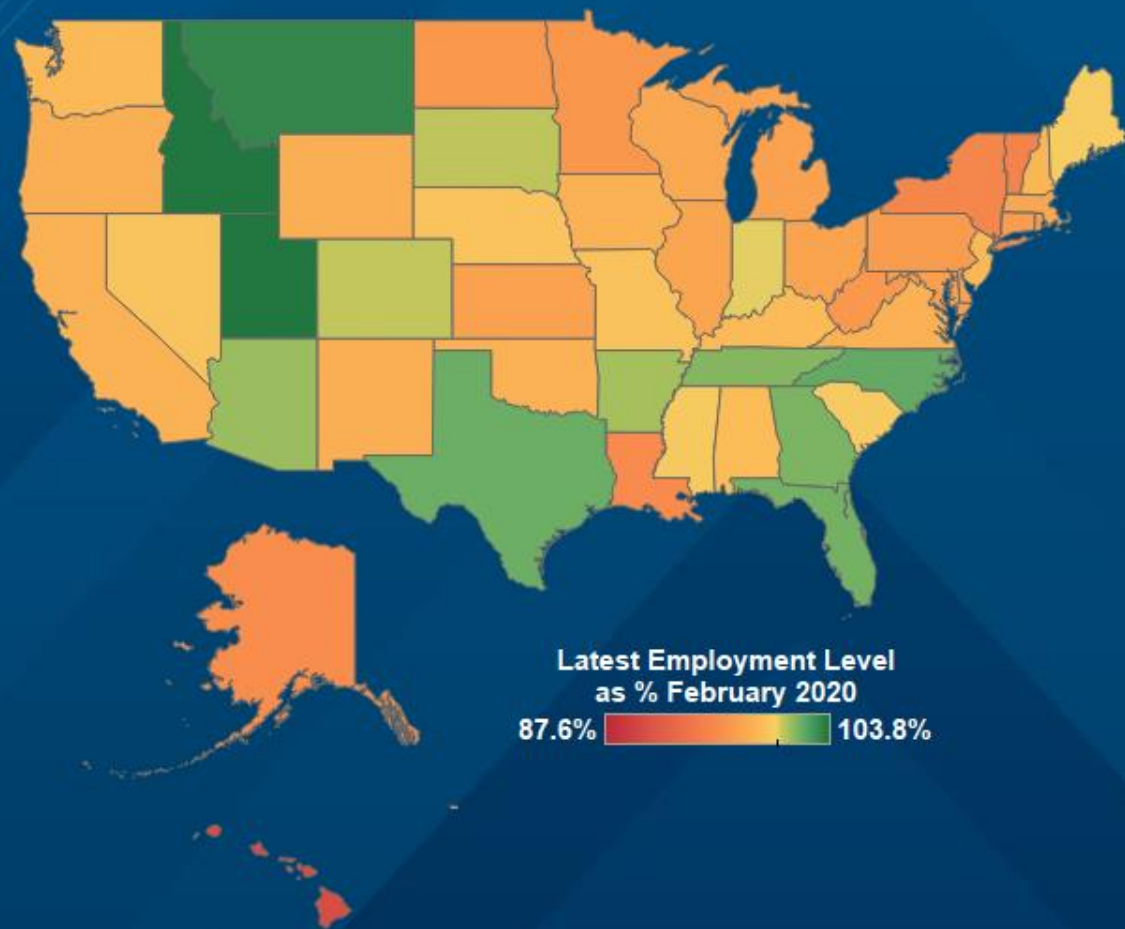
Translating Data and Trends into Actionable Insights

THE WAY
FORWARD

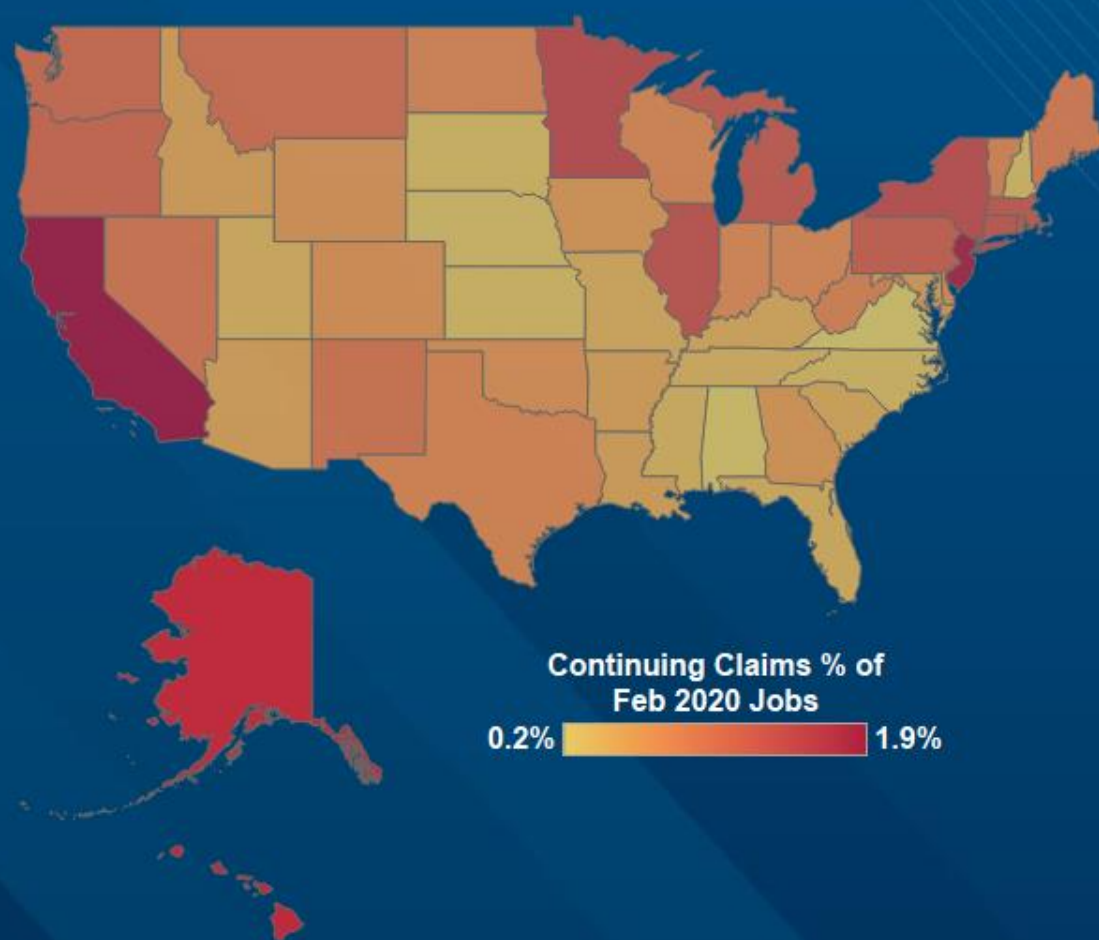
COVID-19 DAILY CASE AND VACCINATION TRENDS



CONTINUING CLAIMS AT 1.4 MILLION NATIONALLY



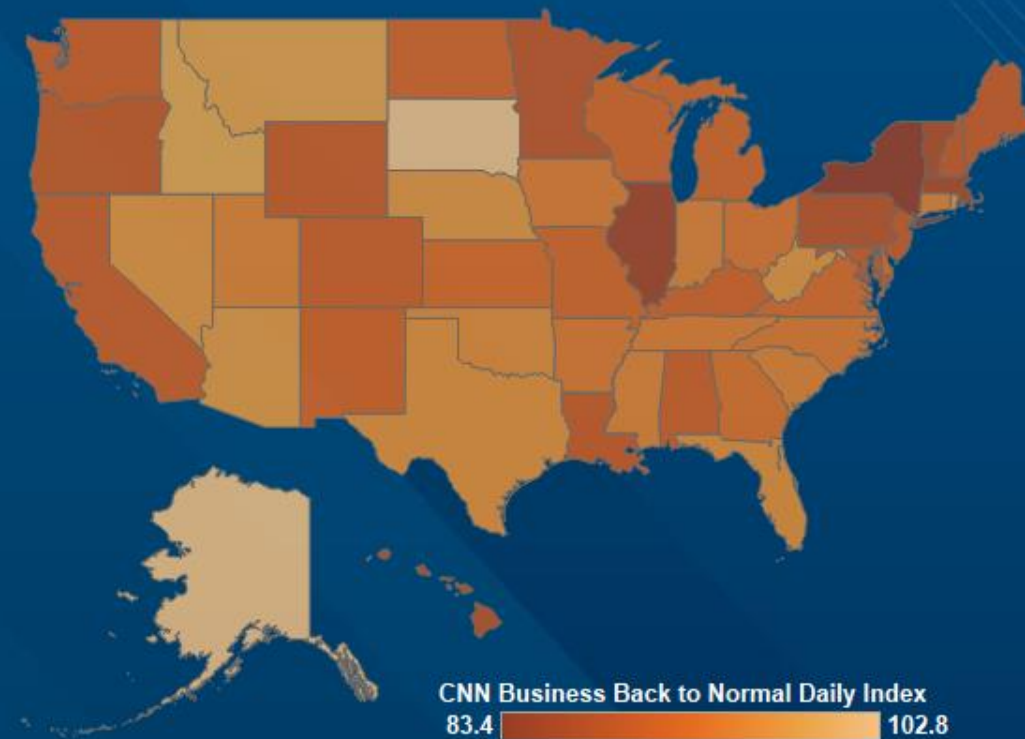
Latest Employment Level
as % February 2020
87.6% 103.8%



Continuing Claims % of
Feb 2020 Jobs
0.2% 1.9%

ACTIVITY SOFTENING

Moody's-CNN Business Back-To-Normal Index (February 29 = 100)



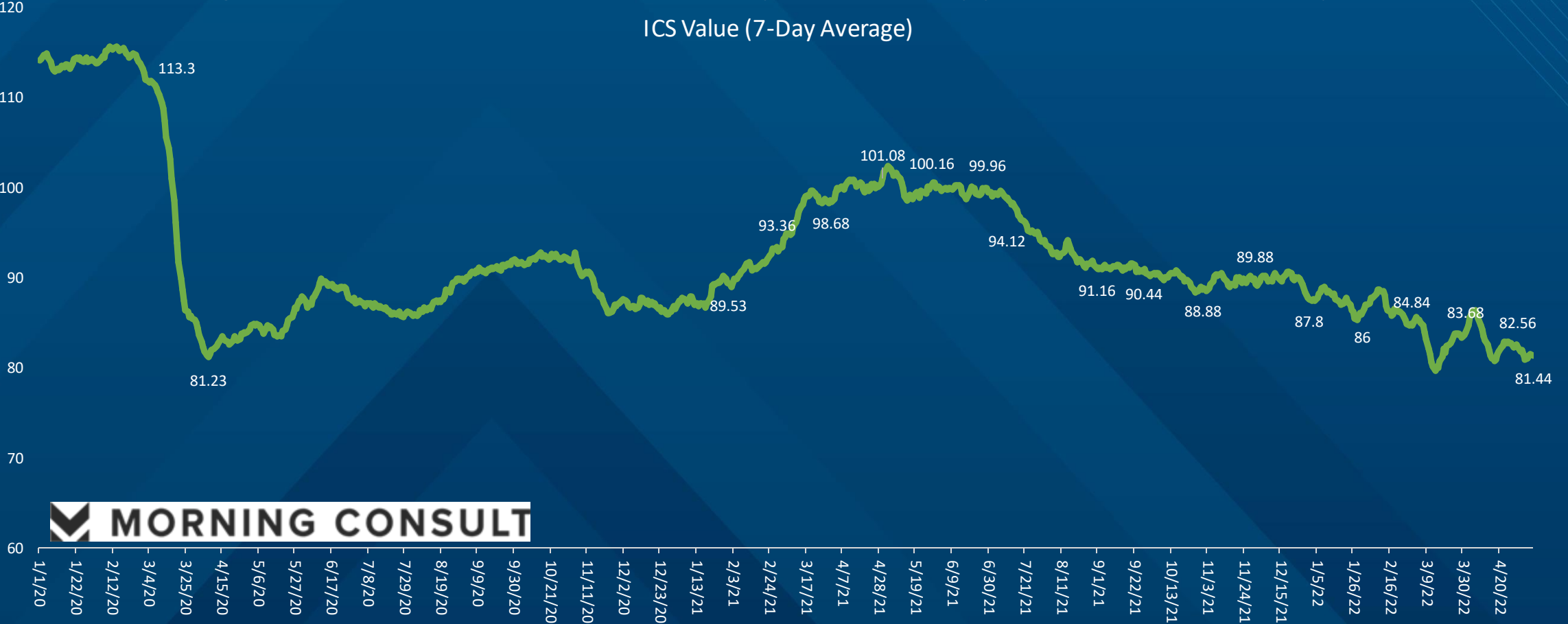
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Driven by COX AUTOMOTIVE

Source: Moody's Analytics; CNN

CONSUMER SENTIMENT DECLINED LAST WEEK

Morning Consult's Index of Consumer Sentiment on Monday was down 19.8% y/y and down 28.1% since February 29, 2020



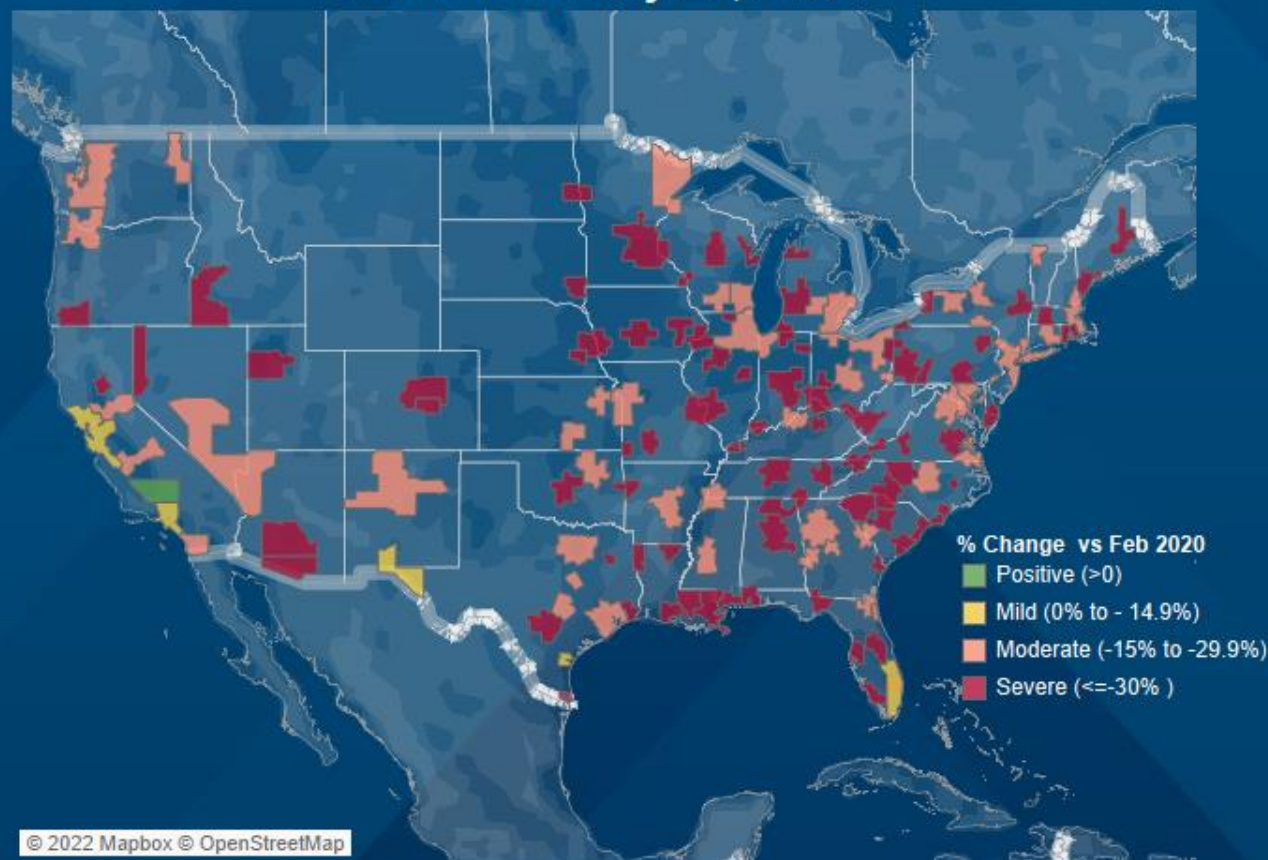
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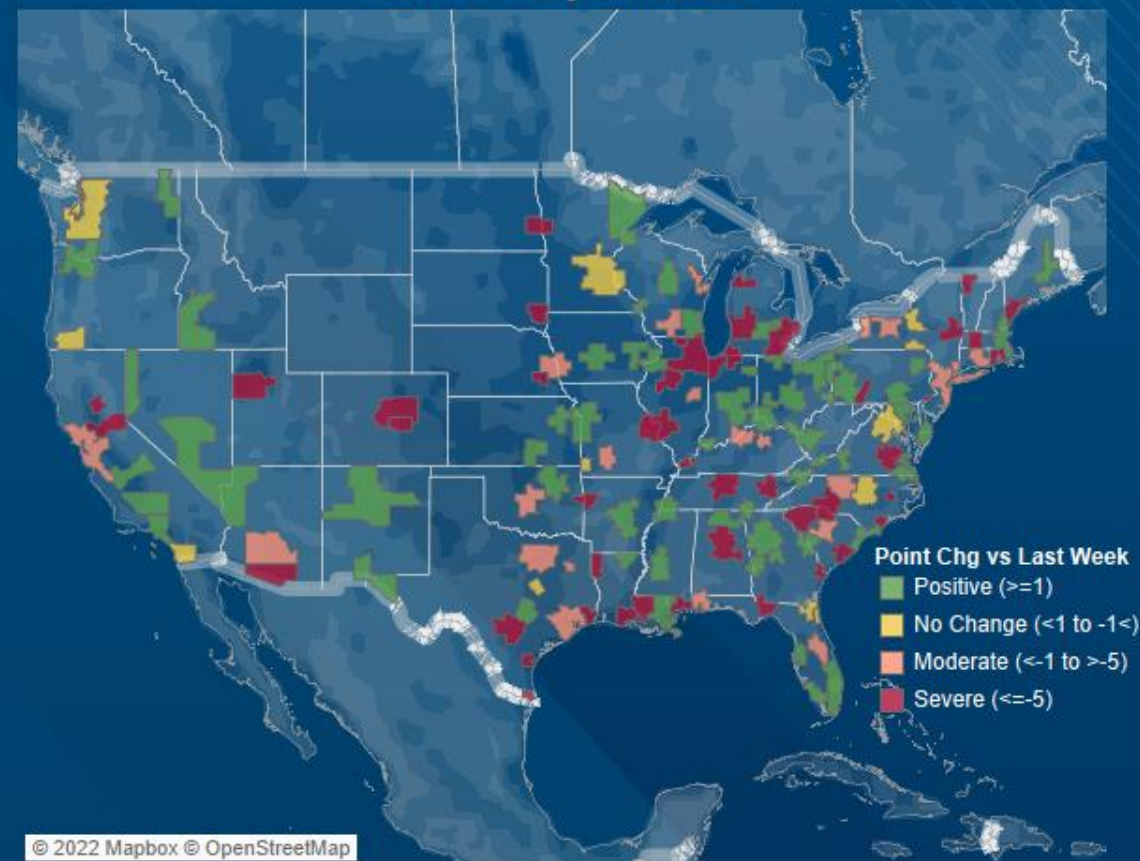
Source: Morning Consult

SENTIMENT SHIFTS ACROSS MARKETS

Since February 29, 2020



Since May 2, 2022



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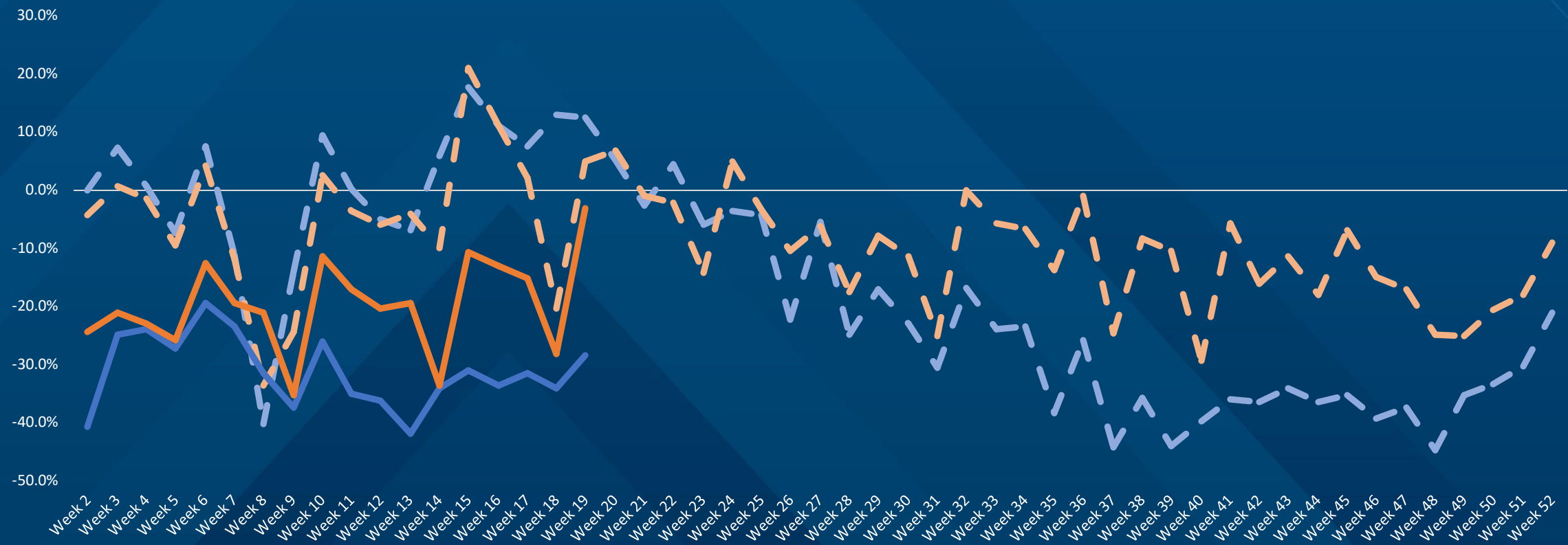
Driven by COX AUTOMOTIVE

Source: Morning Consult

RETAIL SALES ESTIMATES

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

● New 21/19 ● Used 21/19 ● New22/19 ● Used 22/19



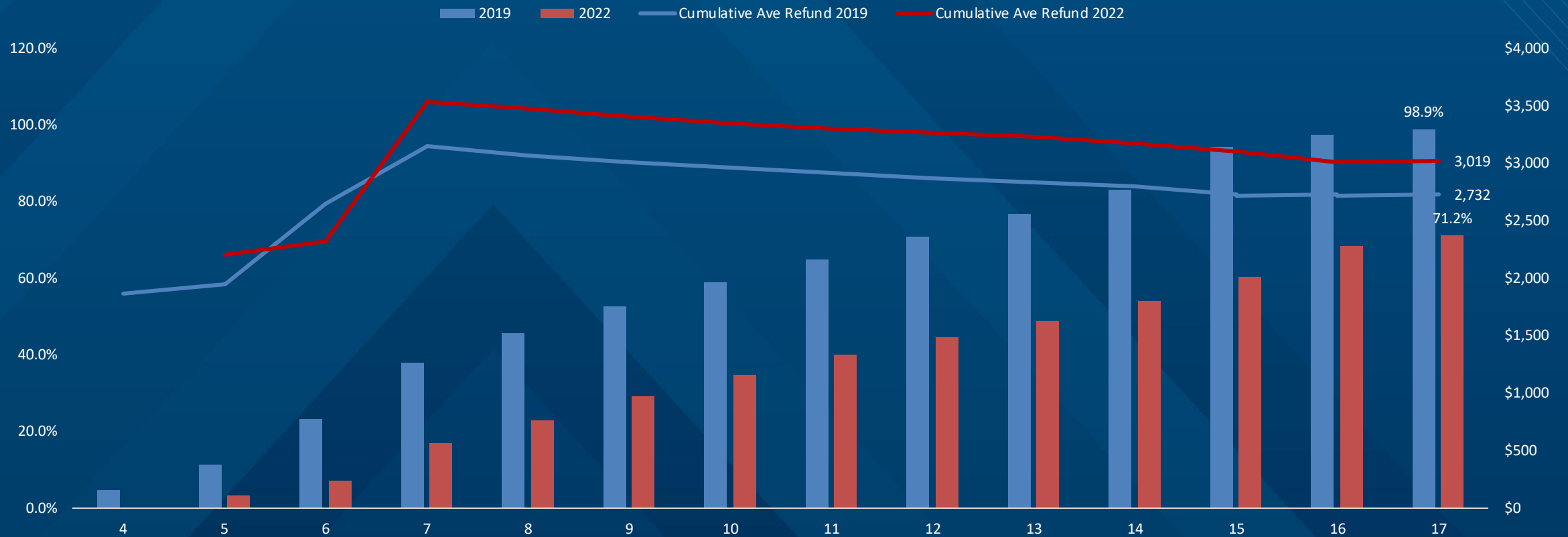
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

TAX REFUNDS BEHIND NORMAL TIMING BUT \$ UP

Cumulative Refunds Issued and Ave Refund Amount by Week
(week 17 was week ending April 29, 2022)



THE WAY
FORWARD

Driven by COX AUTOMOTIVE

Source: IRS, Cox Automotive Estimates and Calculations

ZERO PERCENT FINANCING UP IN EARLY MAY



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Source: Cox Automotive

SUPPLY TIGHTENED THIS SPRING

New Days' Supply



Used Days' Supply



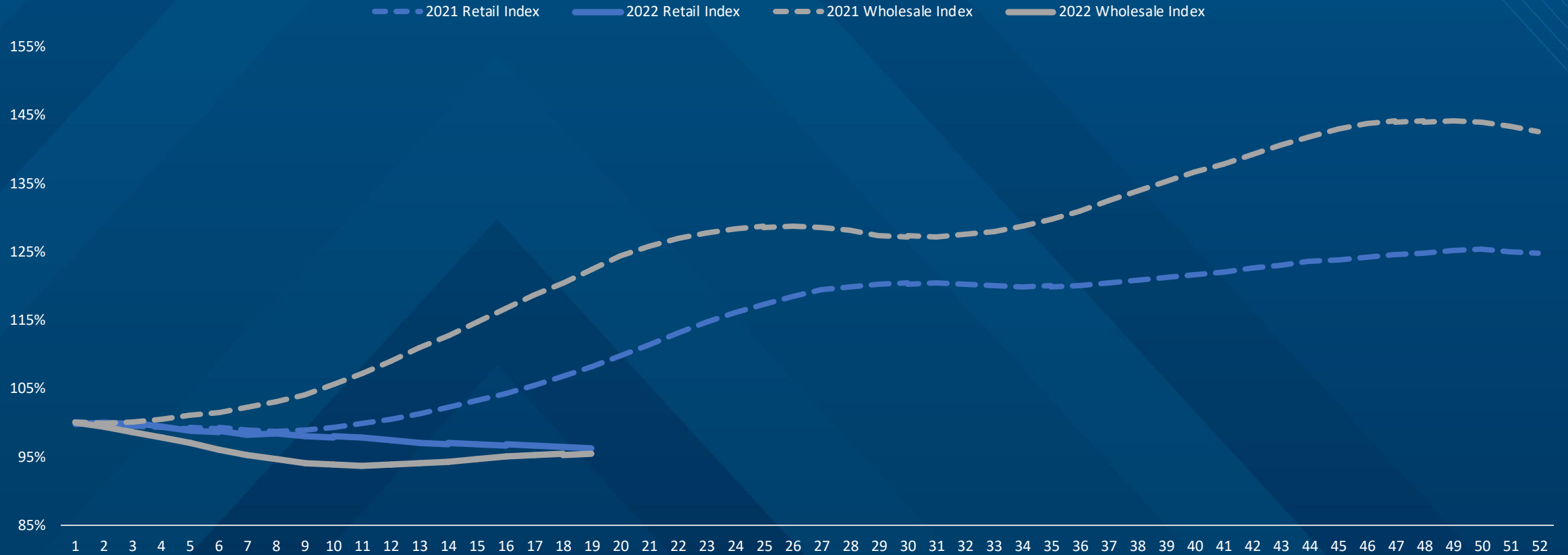
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Source: vAuto

WHOLESALE USED PRICES AT PEAK FOR SPRING

MY 2019 Retail and Wholesale Price Index



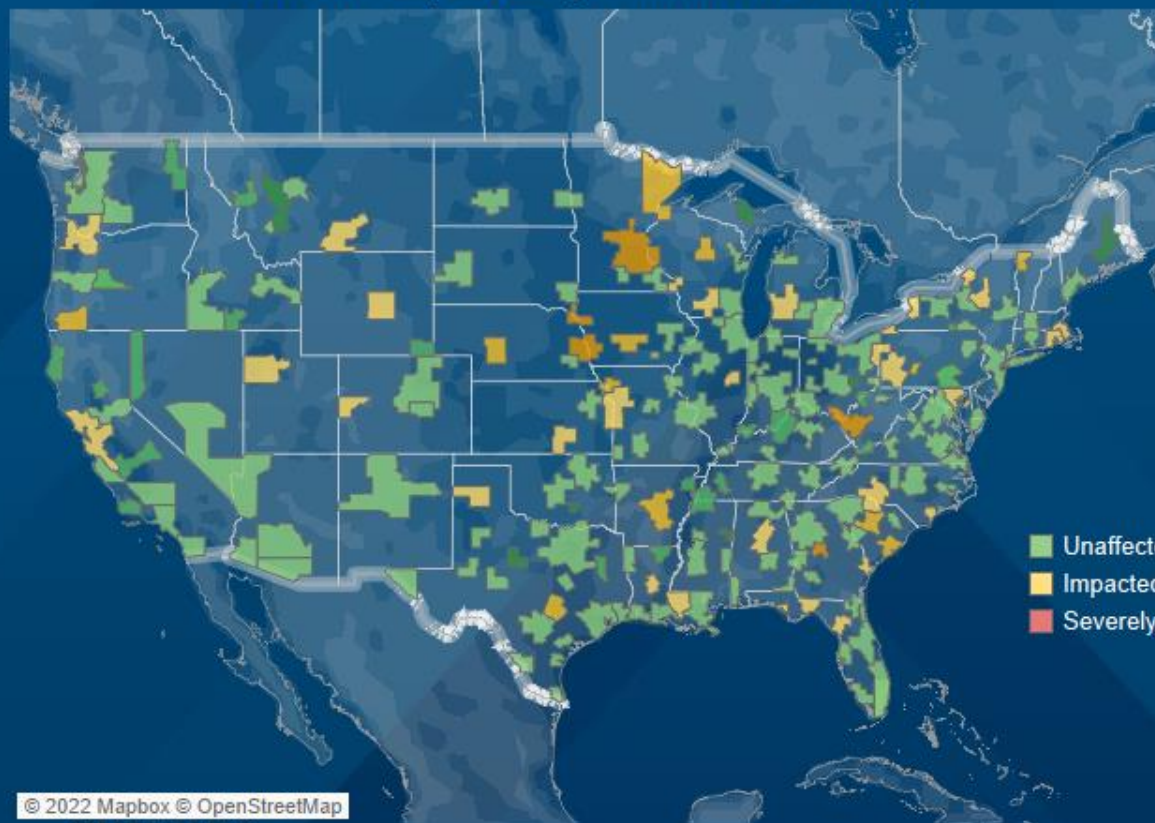
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Source: Cox Automotive

SALES IMPACT VARIES BY DMA AS EVIDENCED BY UNIQUE CREDIT APPS

March 29, 2021 (vs same-week 2019)



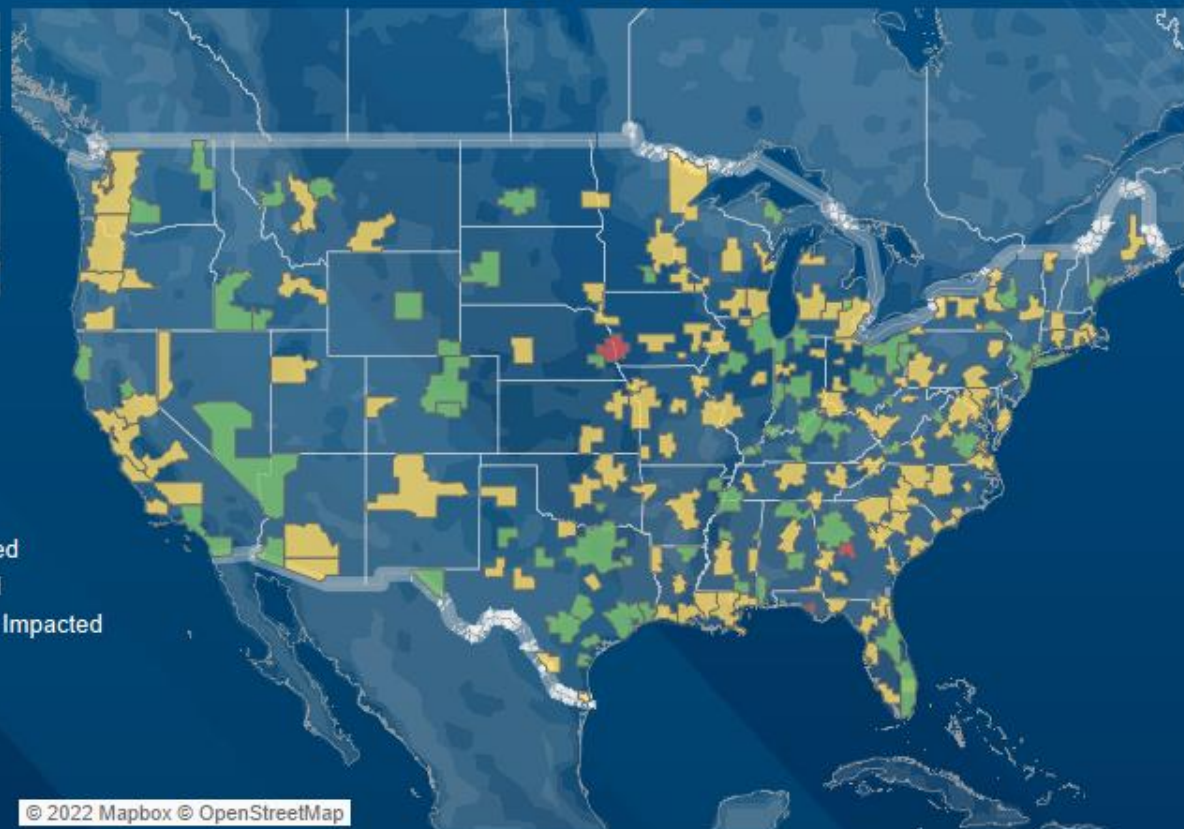
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**THE WAY
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Driven by COX AUTOMOTIVE

Source: Cox Automotive

May 7, 2022



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COX AUTOMOTIVE LEADING INDICATORS

- Shopping activity down from April and down y/y on both Autotrader and Kelley Blue Book:
 - Trends were mixed on the two sites over the last week
- Credit applications on Dealertrack down w/w:
 - Unique applications on same-store basis last week were down 22% y/y with declining trend
- Service trends on Xtime relative to last year were stable last week:
 - Completed appointments last week were down 5% y/y

COX AUTOMOTIVE

Autotrader 



CLUTCH

DEALER.COM

Dealertrack 

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FLEET SERVICES

 **F&I Express**

FYUSION

 **HOMENET**
AUTOMOTIVE

 **Kelley Blue Book**

 **Manheim**

NEXTGEAR
CAPITAL

PIVET

 **RideKleen**

vAuto
LIVE MARKET VIEW

VinSolutions

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