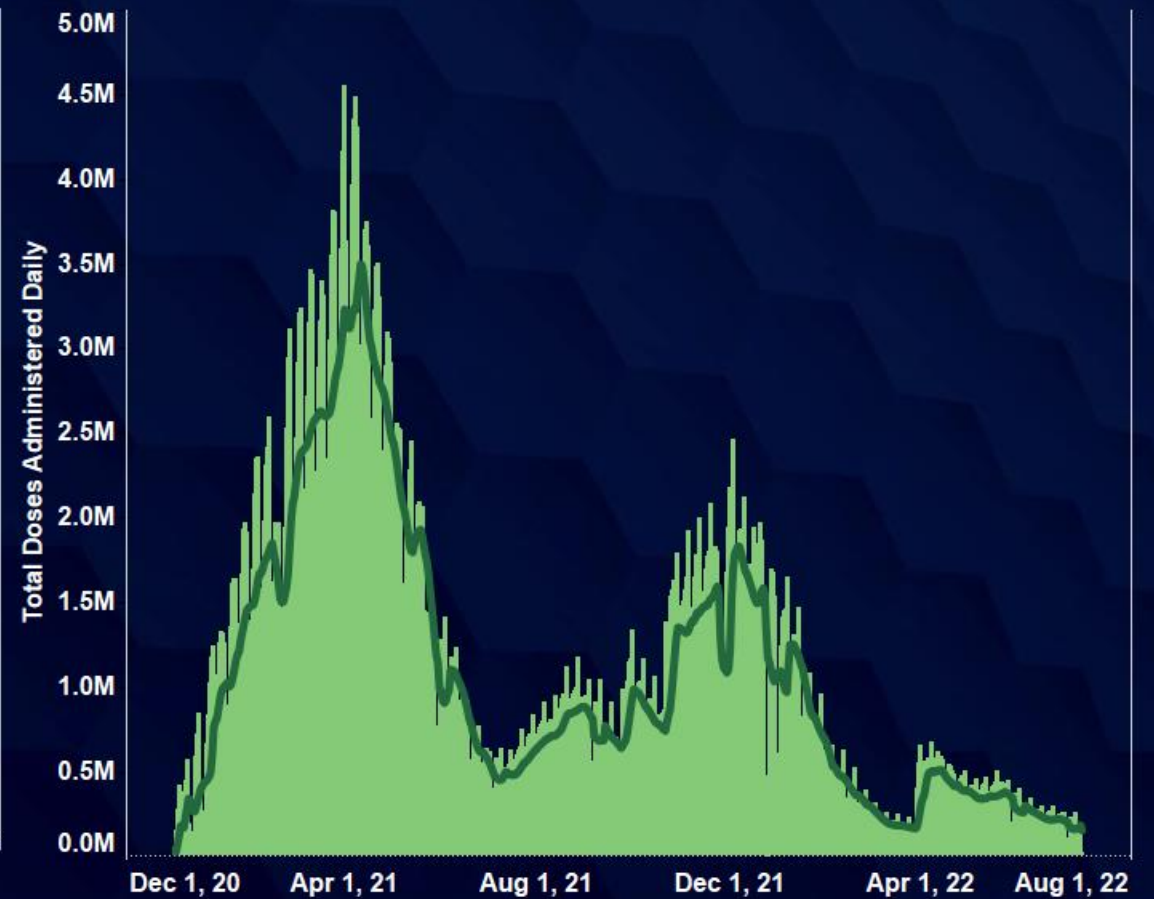
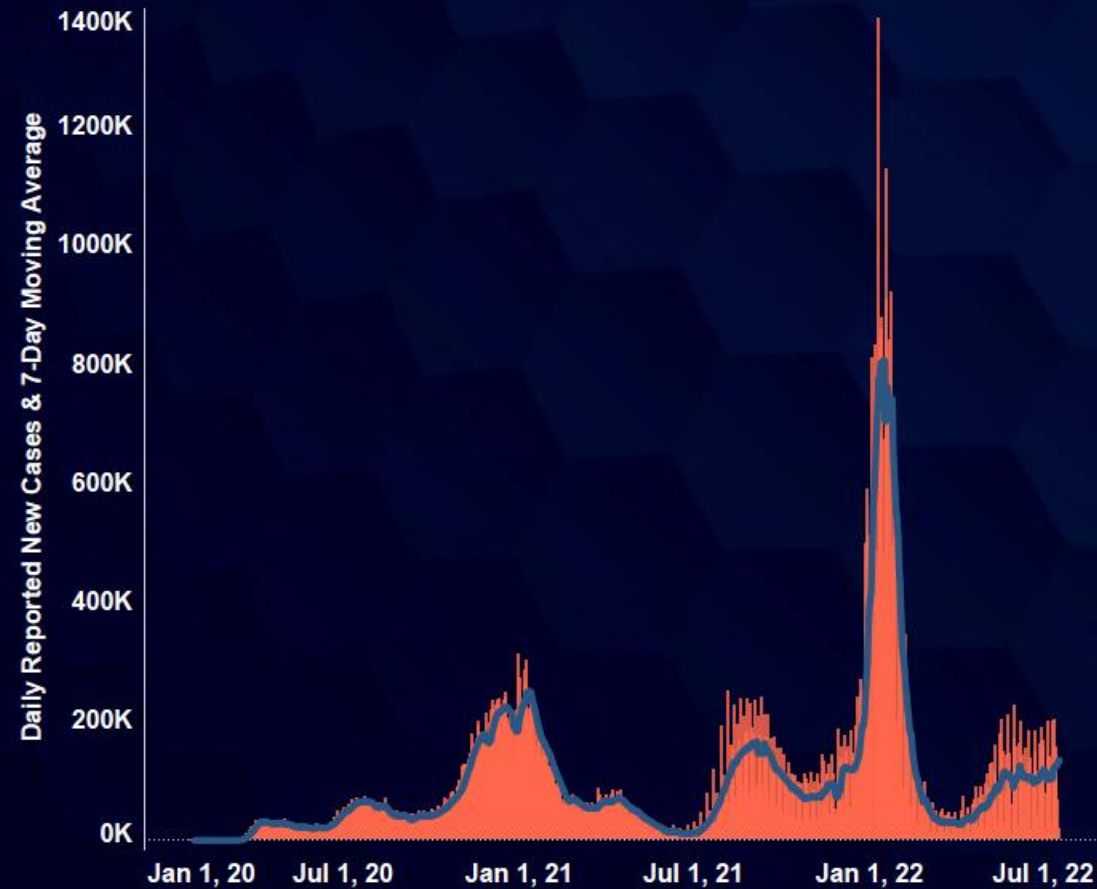


JULY 19, 2022

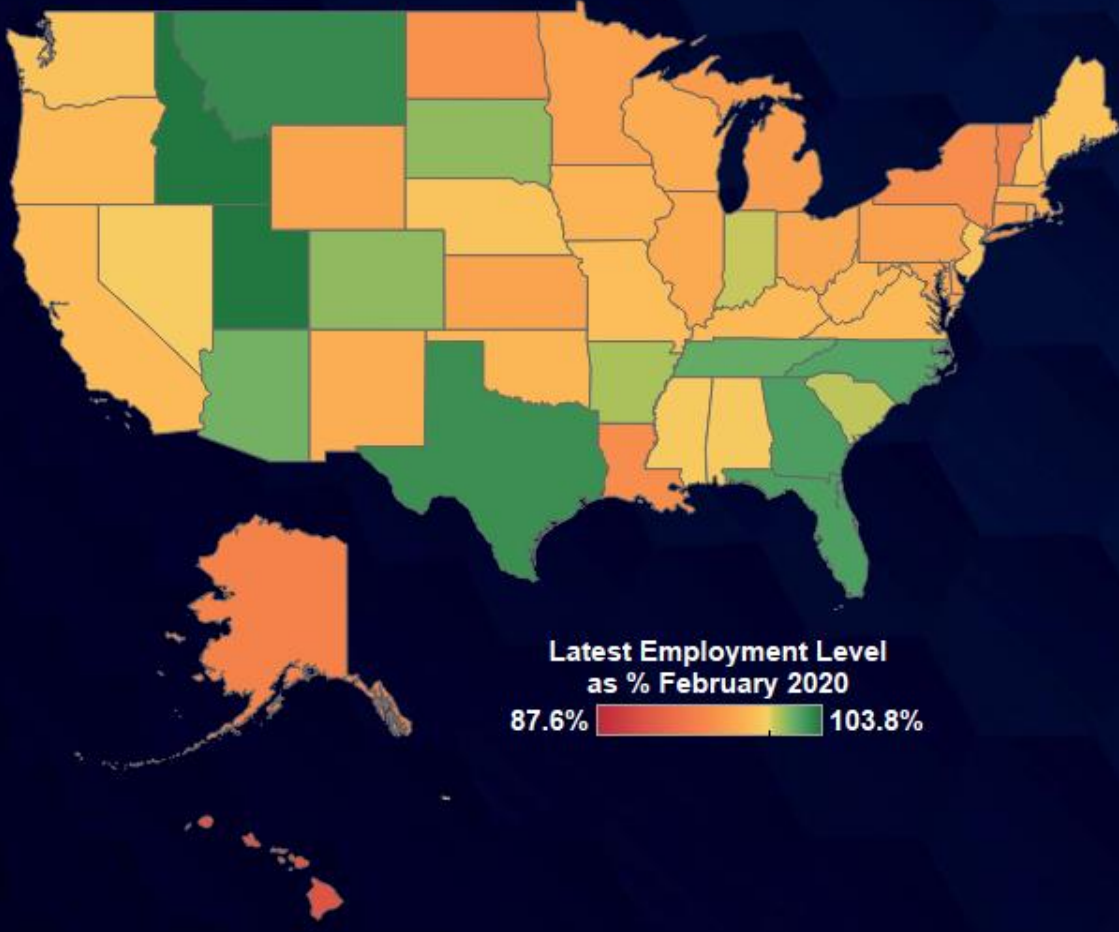
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

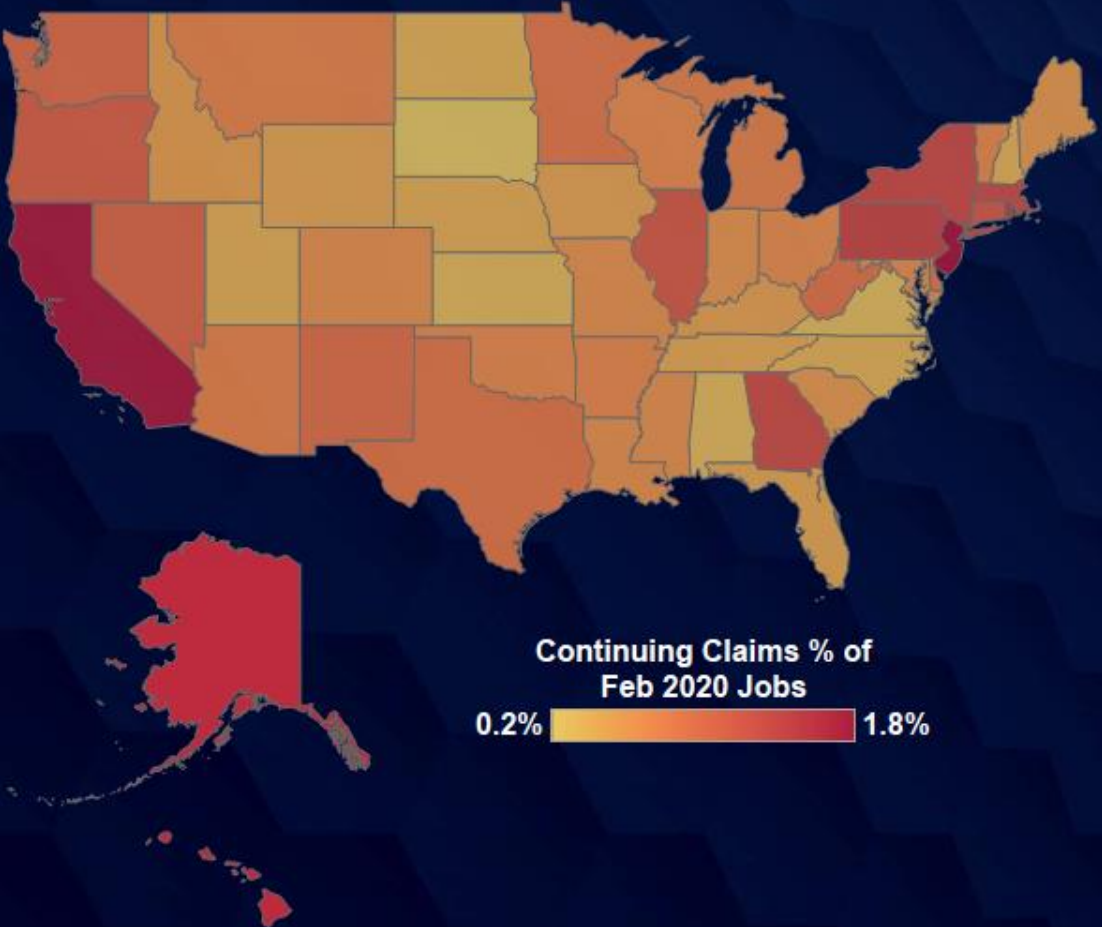
Daily Case and Vaccination Trends



Continuing Claims at 1.3 Million Nationally



Latest Employment Level
as % February 2020
87.6% 103.8%

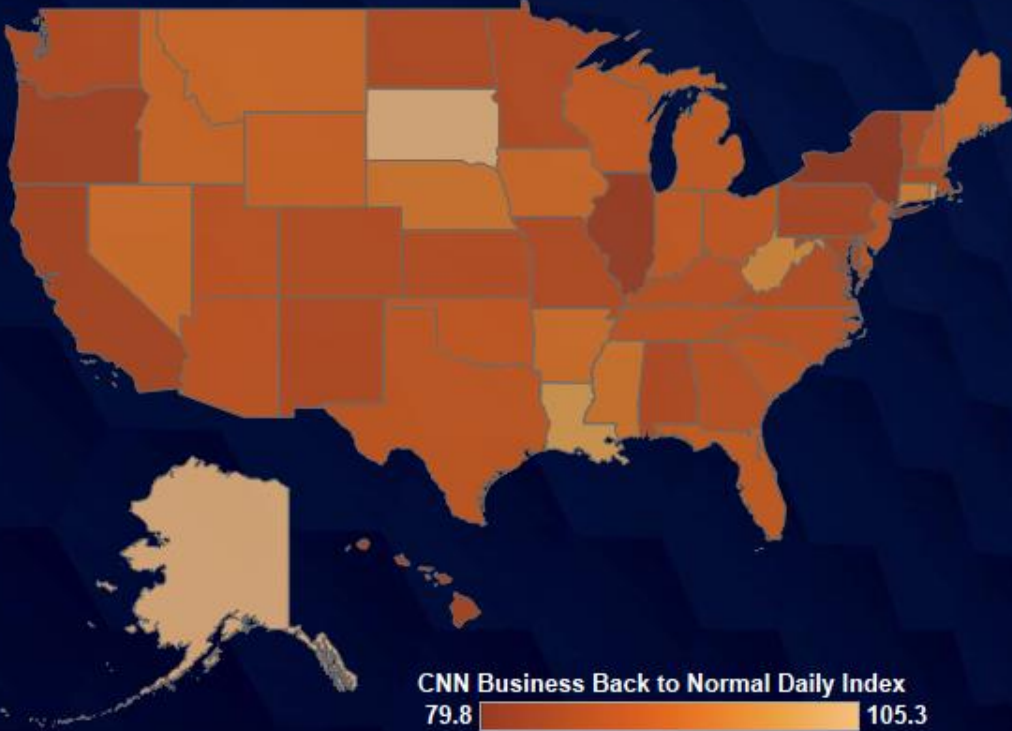


Continuing Claims % of
Feb 2020 Jobs
0.2% 1.8%

NOTE: Latest Employment Numbers for May 2022; Continuing Claims Unemployment Data for Week Ending June 25

Economic Activity Slowing This Summer

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



CNN Business Back to Normal Daily Index
79.8 105.3

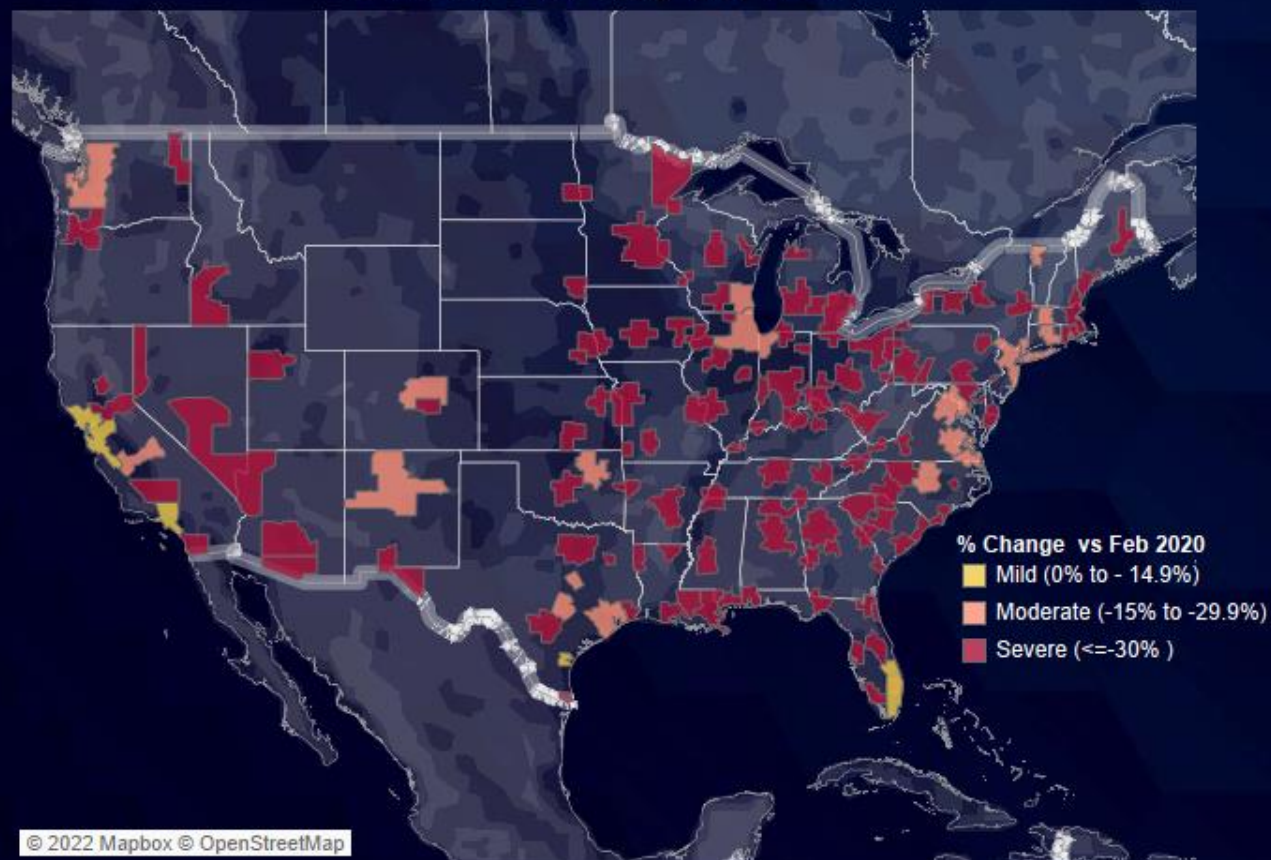
Consumer Sentiment Still Near Record Low

Morning Consult's Index of Consumer Sentiment declined over the weekend following 9 straight days of small increases

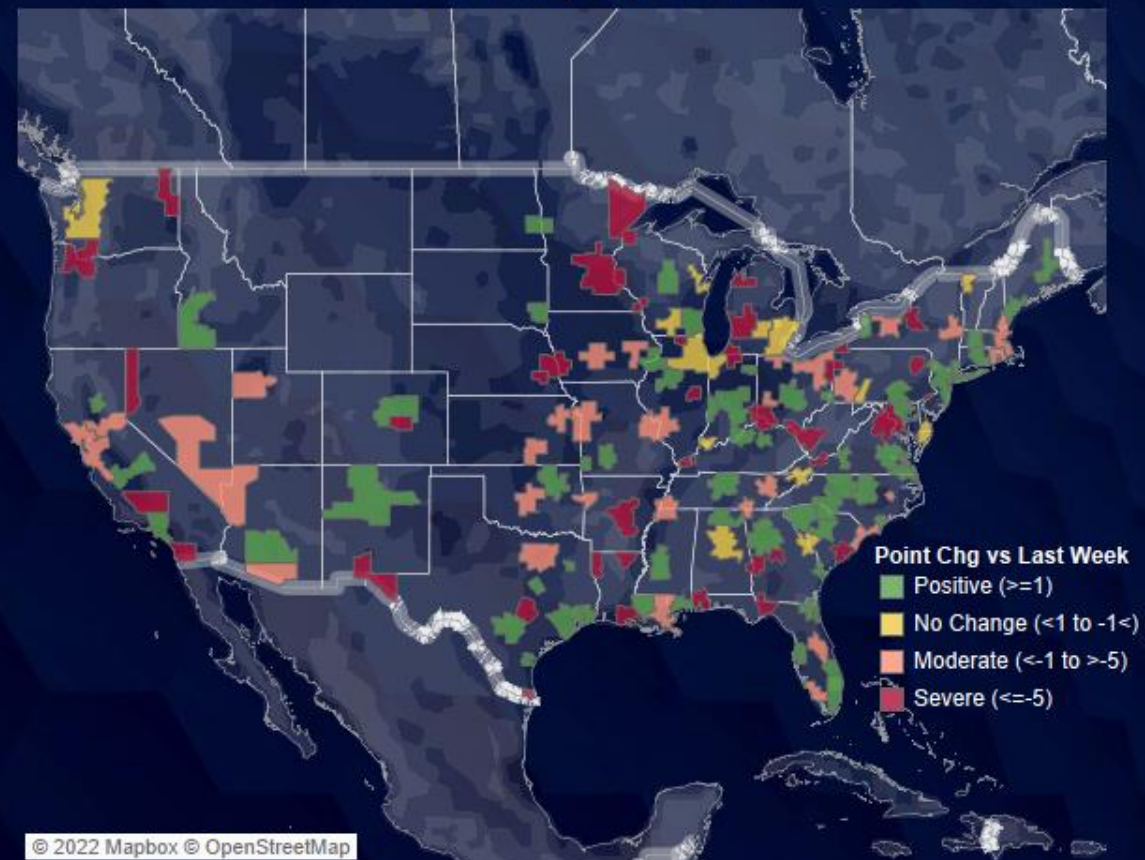


Sentiment Shifts Across Markets

Since February 29, 2020



Since July 04, 2022

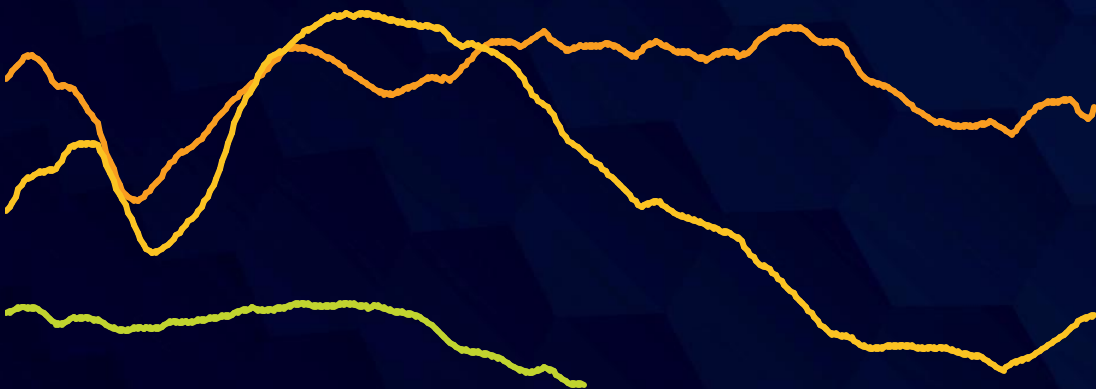


Retail Sales Estimates

Retail sales volumes softened w/w, but performance was stable relative to last year

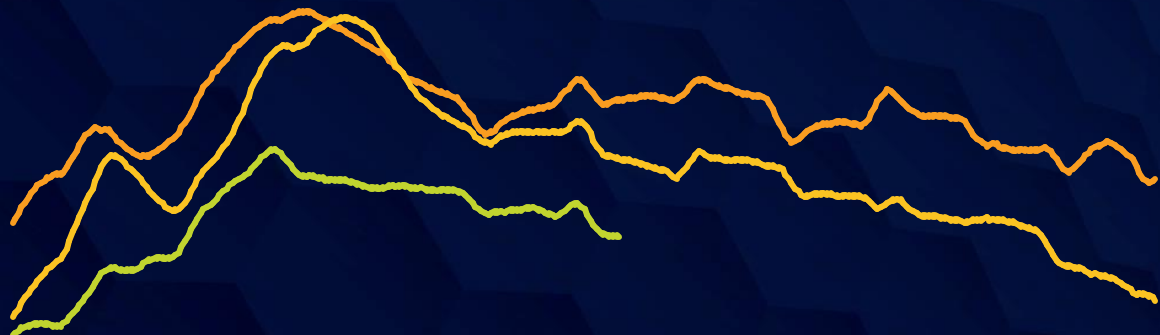
Dealertrack Retail New Sales

2019 2021 2022



Dealertrack Retail Used Sales

2019 2021 2022

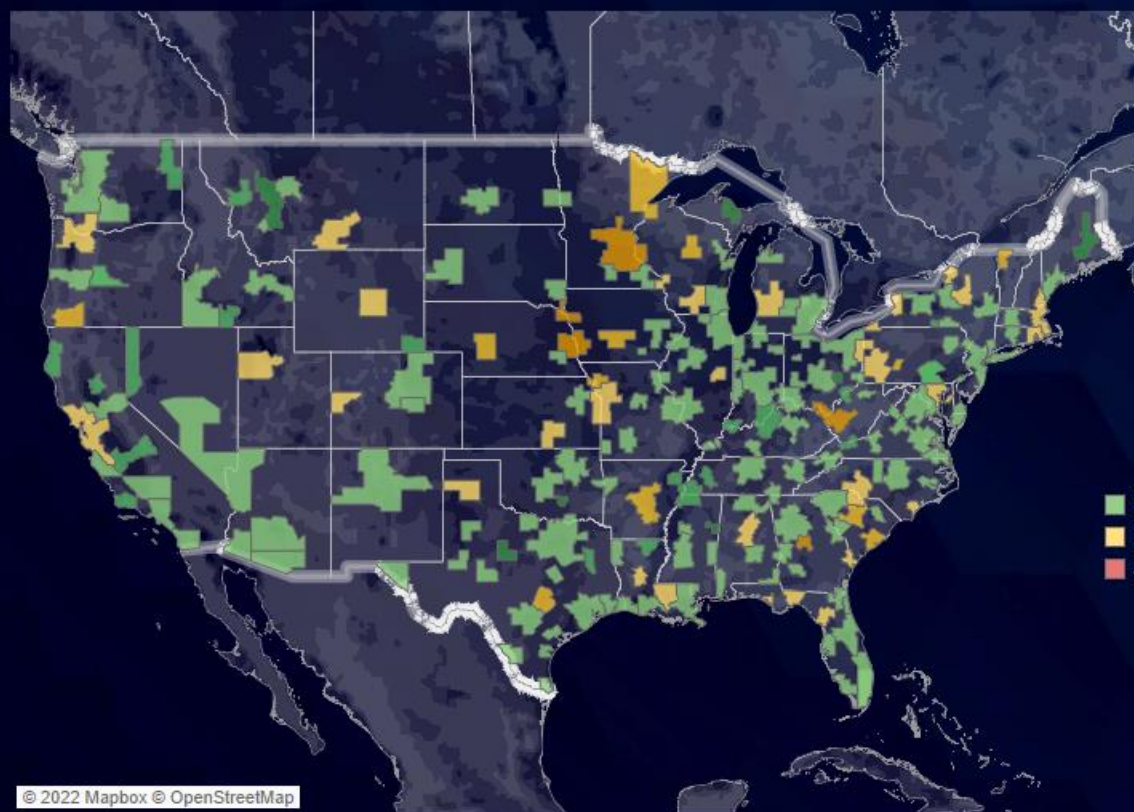


7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

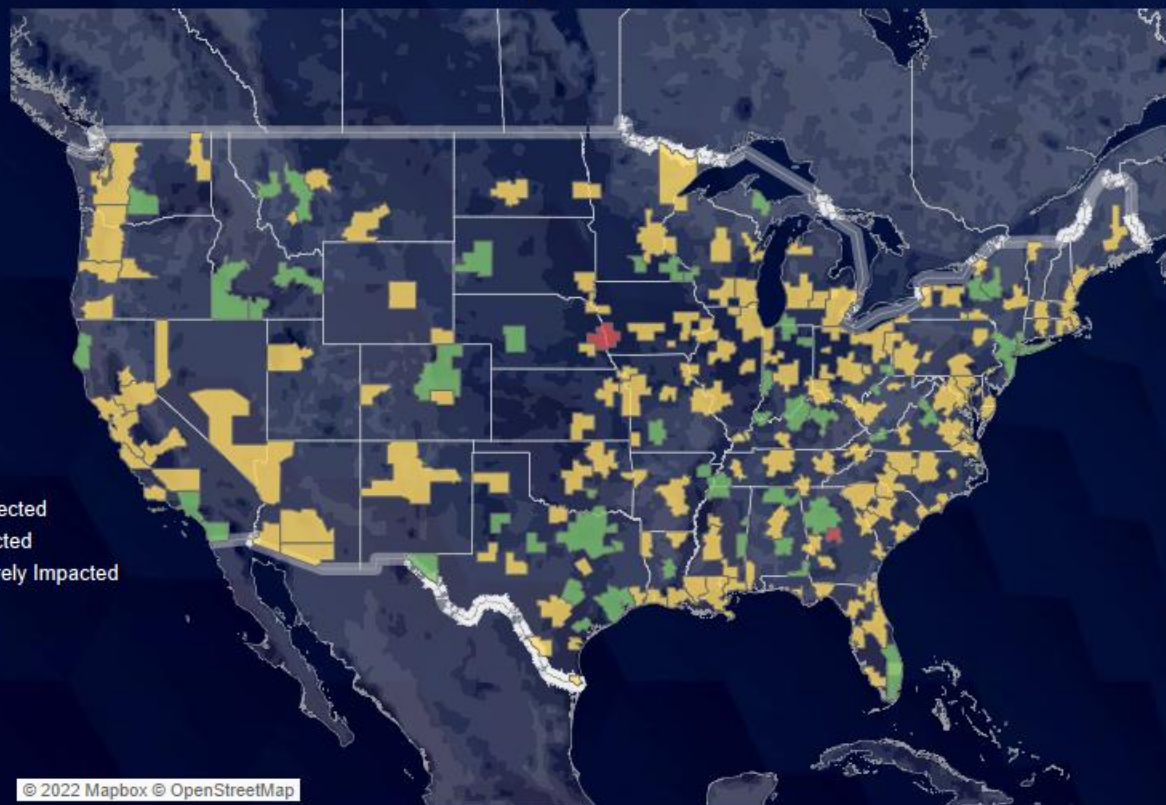
7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

Sales Impact Varies by DMA

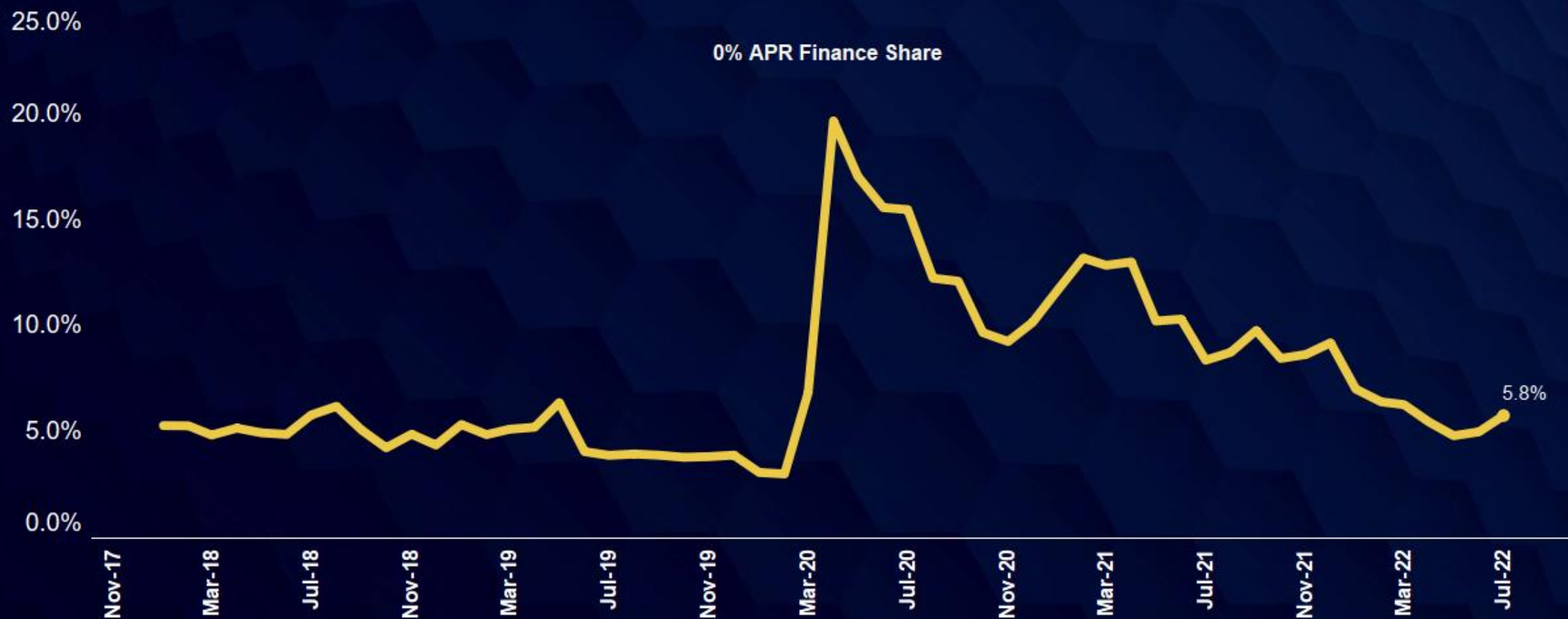
March 29, 2021 (vs same-week 2019)



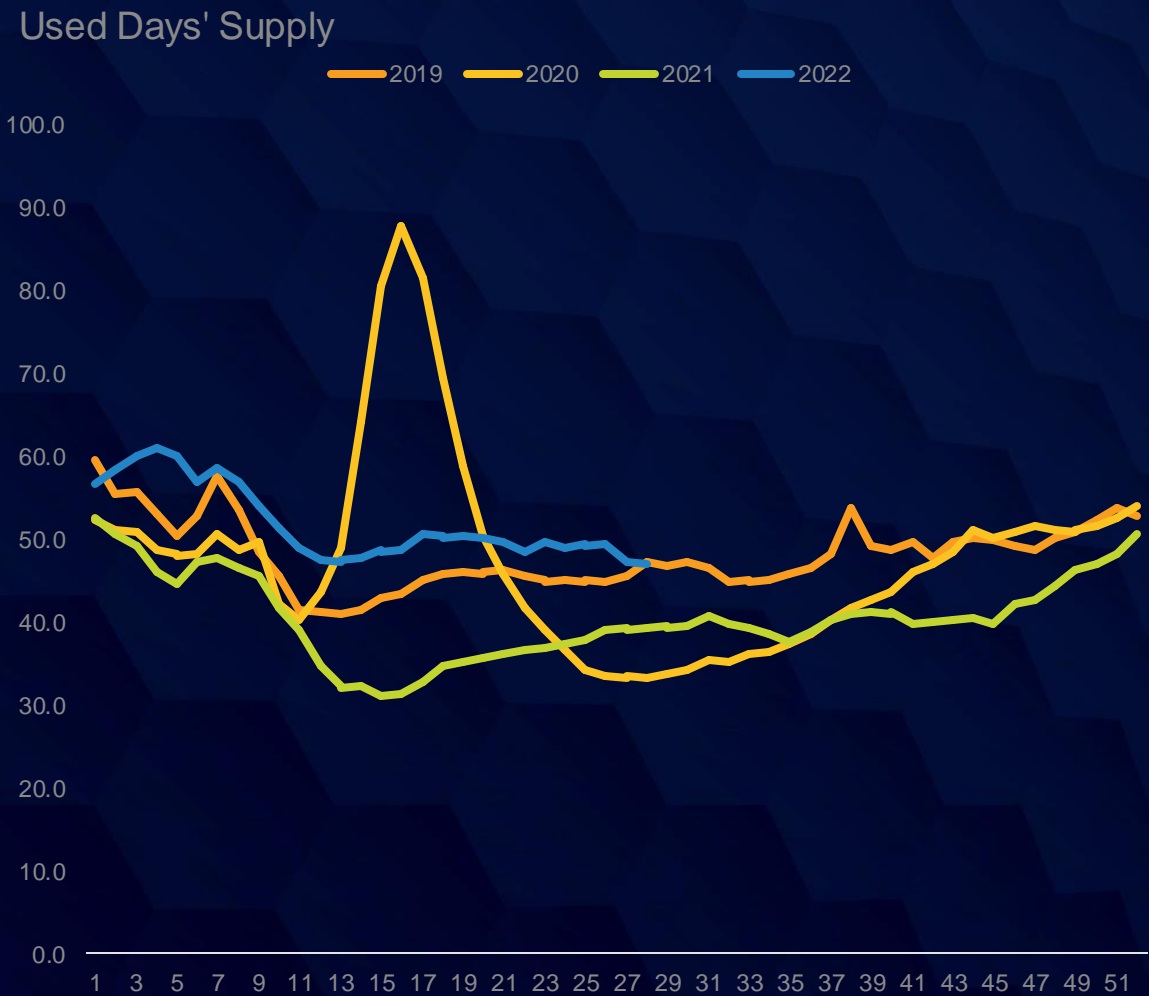
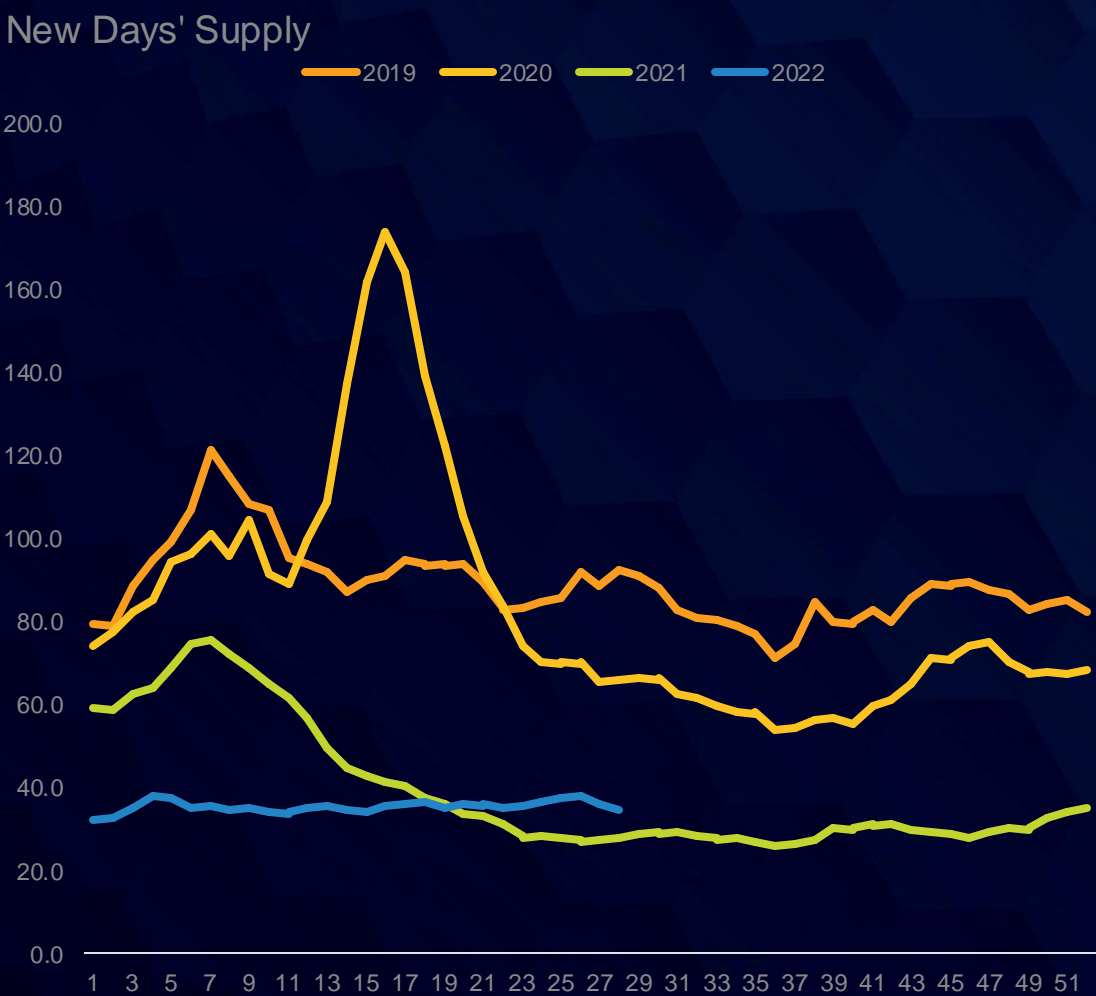
July 16, 2022



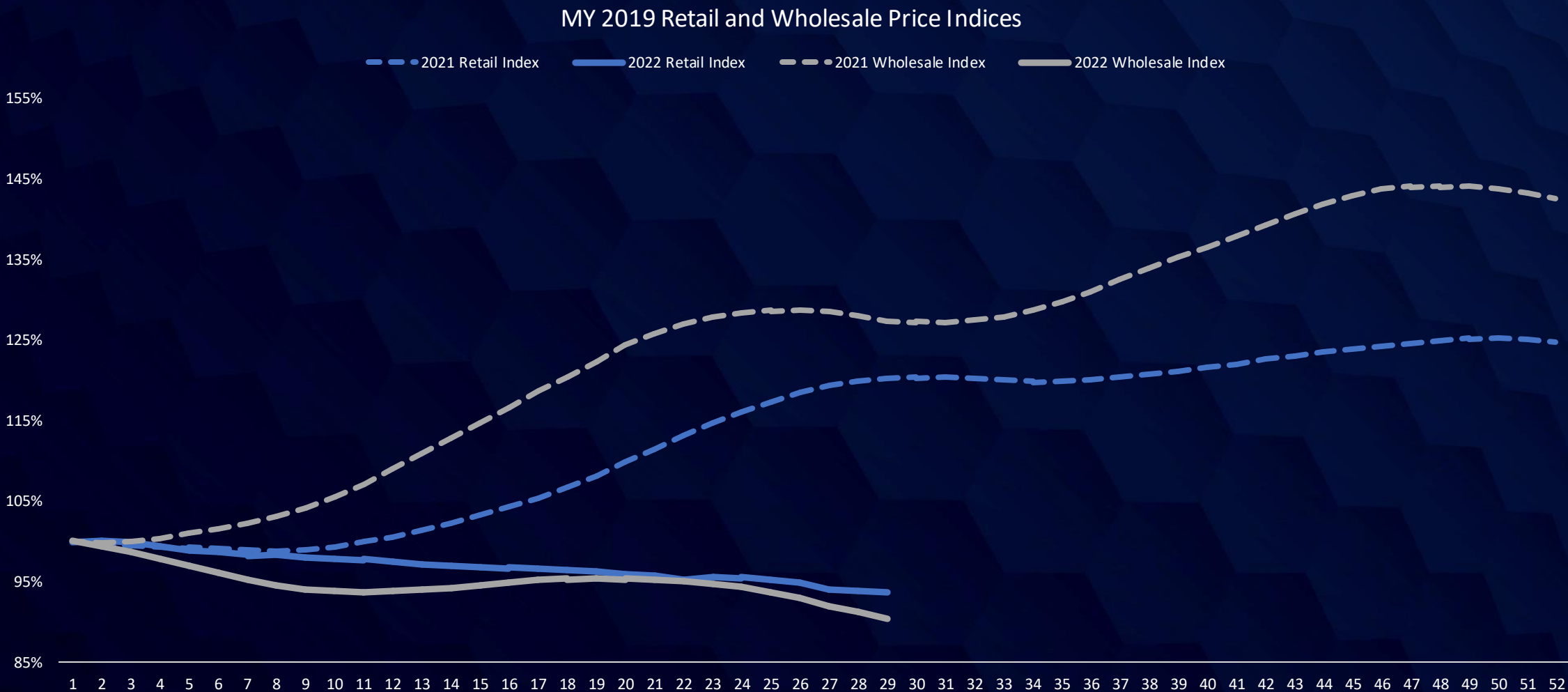
Zero Percent Financing



Retail Supply Remains Very Tight in New; Normal in Used



Used Prices Back to Depreciation



Cox Automotive Leading Indicators

- Leads for far in July are down y/y on both Autotrader and Kelley Blue Book:
 - Visits and leads are down for the month compared to June on both sites
- Credit applications on Dealertrack up w/w:
 - Unique applications on same-store basis last week were down 20% y/y with improving trend
- Service trends on Xtime relative to last year were up last week:
 - Completed appointments last week were down 6% y/y

Cox AUTOMOTIVE

Autotrader 

DEALER.COM

Dealertrack 

Cox AUTOMOTIVE
DIGITAL RETAILING

 Kelley Blue Book

 Manheim

NEXTGEAR
CAPITAL

Cox AUTOMOTIVE
MOBILITY

vAuto
LIVE MARKET VIEW

VinSolutions

∞xtime