

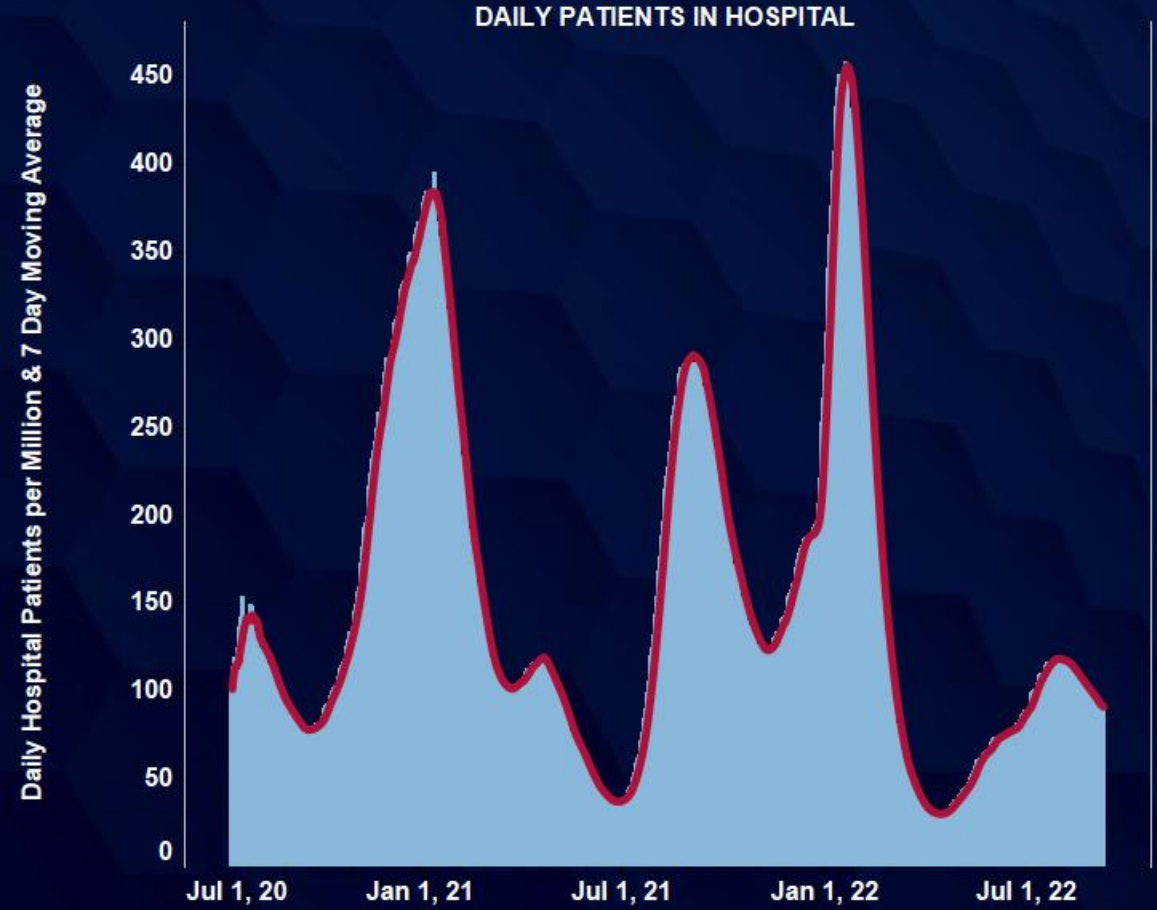
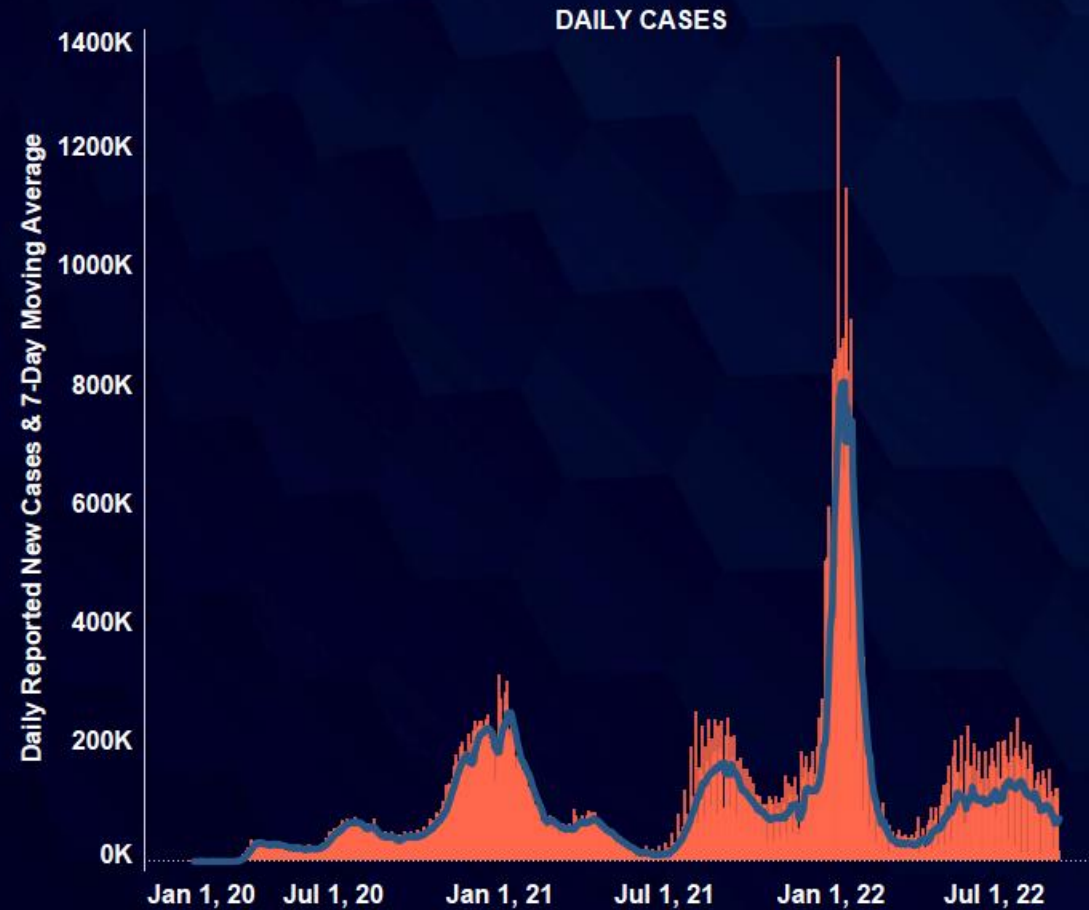


September 13, 2022

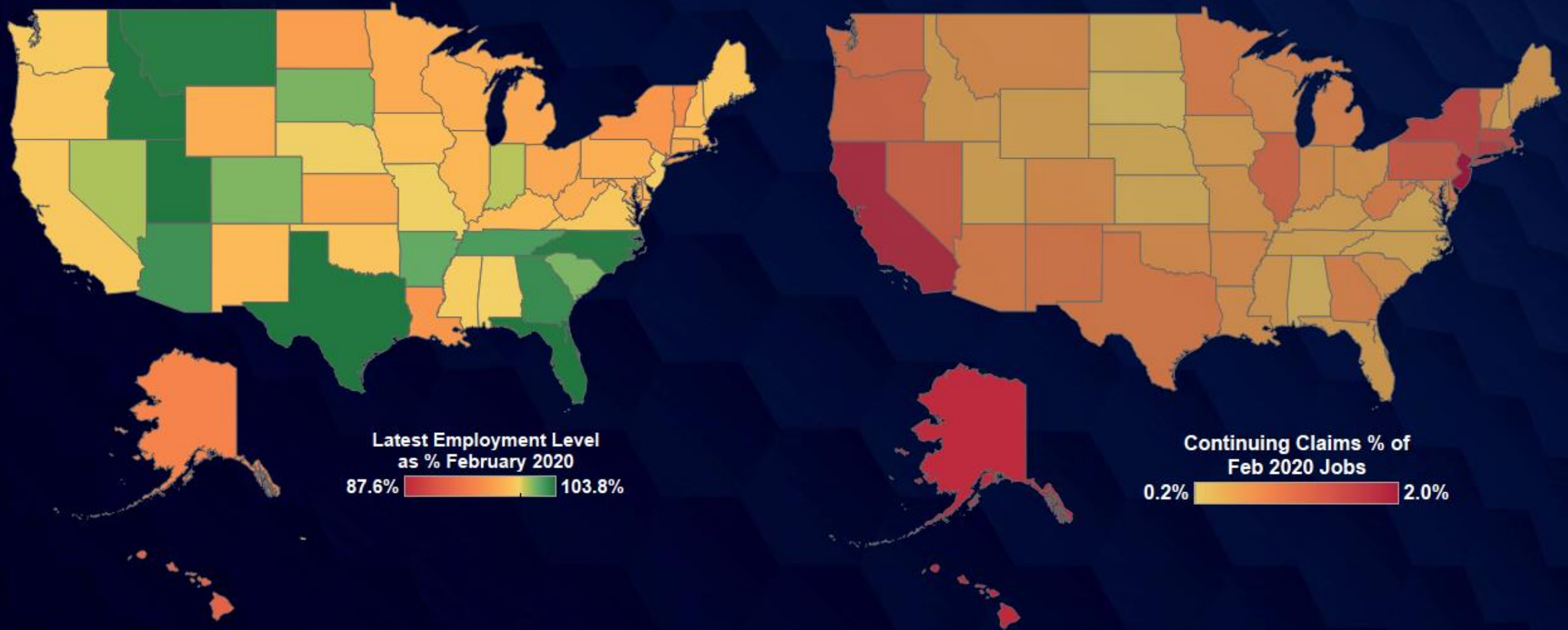
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



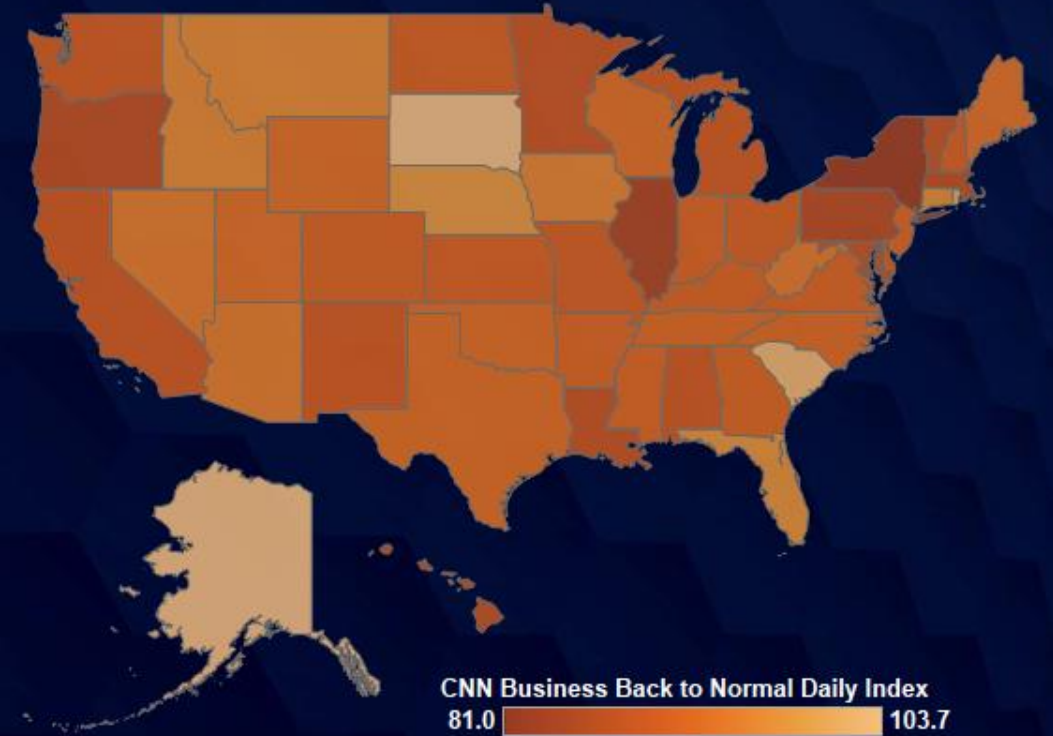
Continuing Claims at 1.47 Million Nationally



NOTE: Latest Employment Numbers for July 2022; Continuing Claims Unemployment Data for Week Ending August 20

Economic Activity Has Plateaued

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



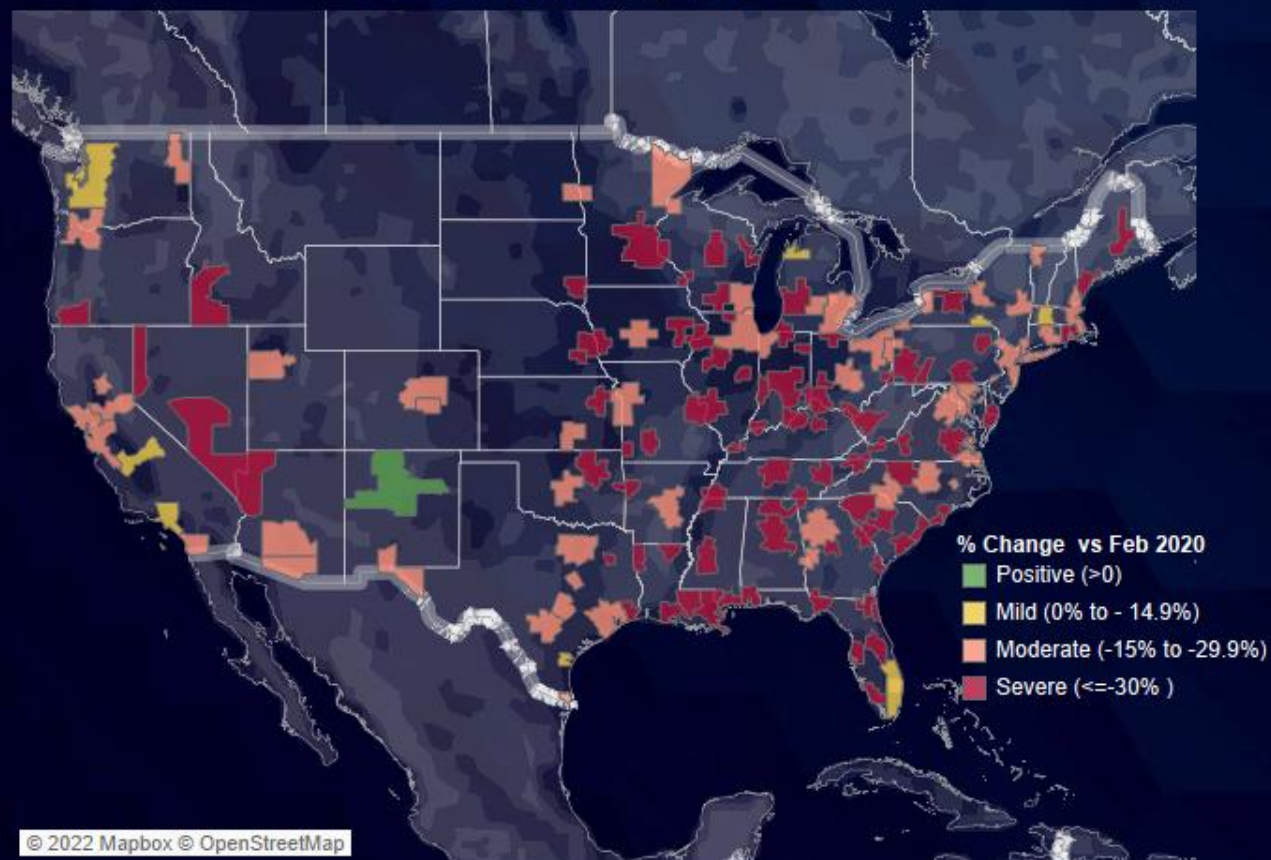
Consumer Sentiment Up from Low in Spring

The Index of Consumer Sentiment increased 3.3% in July, 4.6% in August, and is up 1.5% so far in September

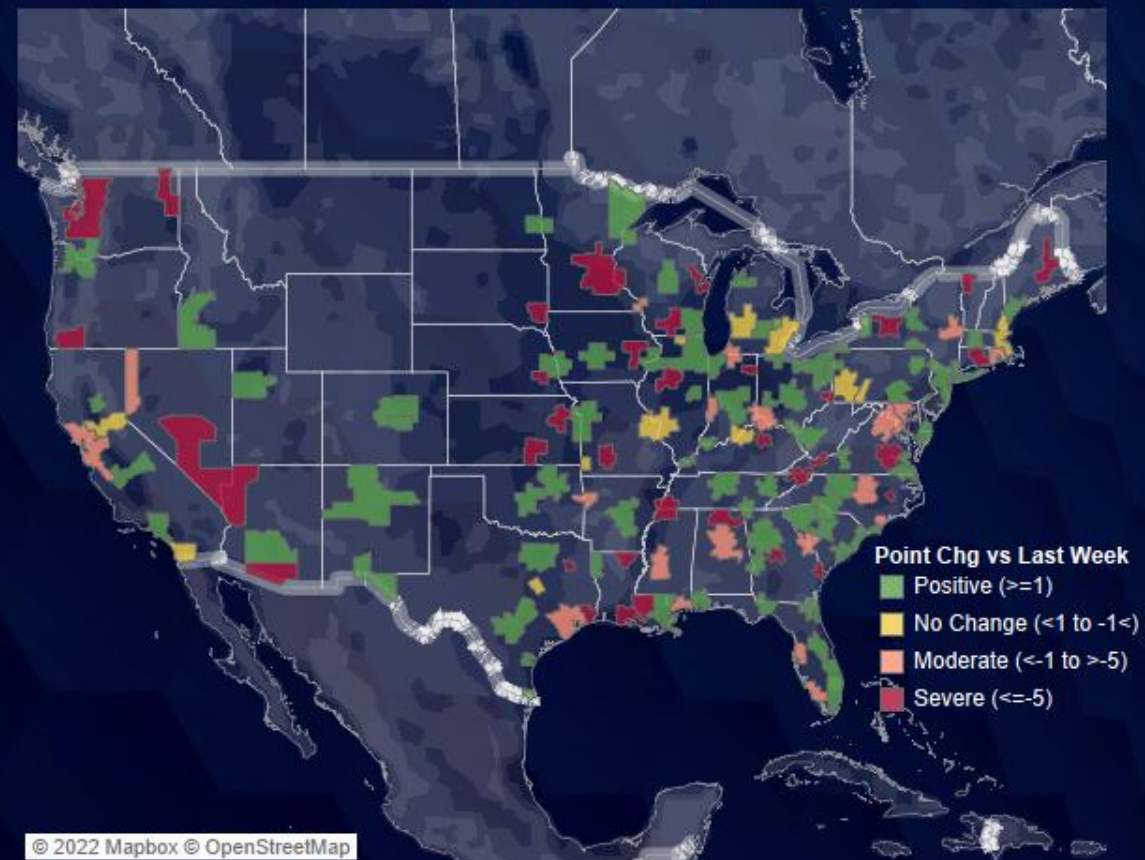


Sentiment Shifts Across Markets

Since February 29, 2020

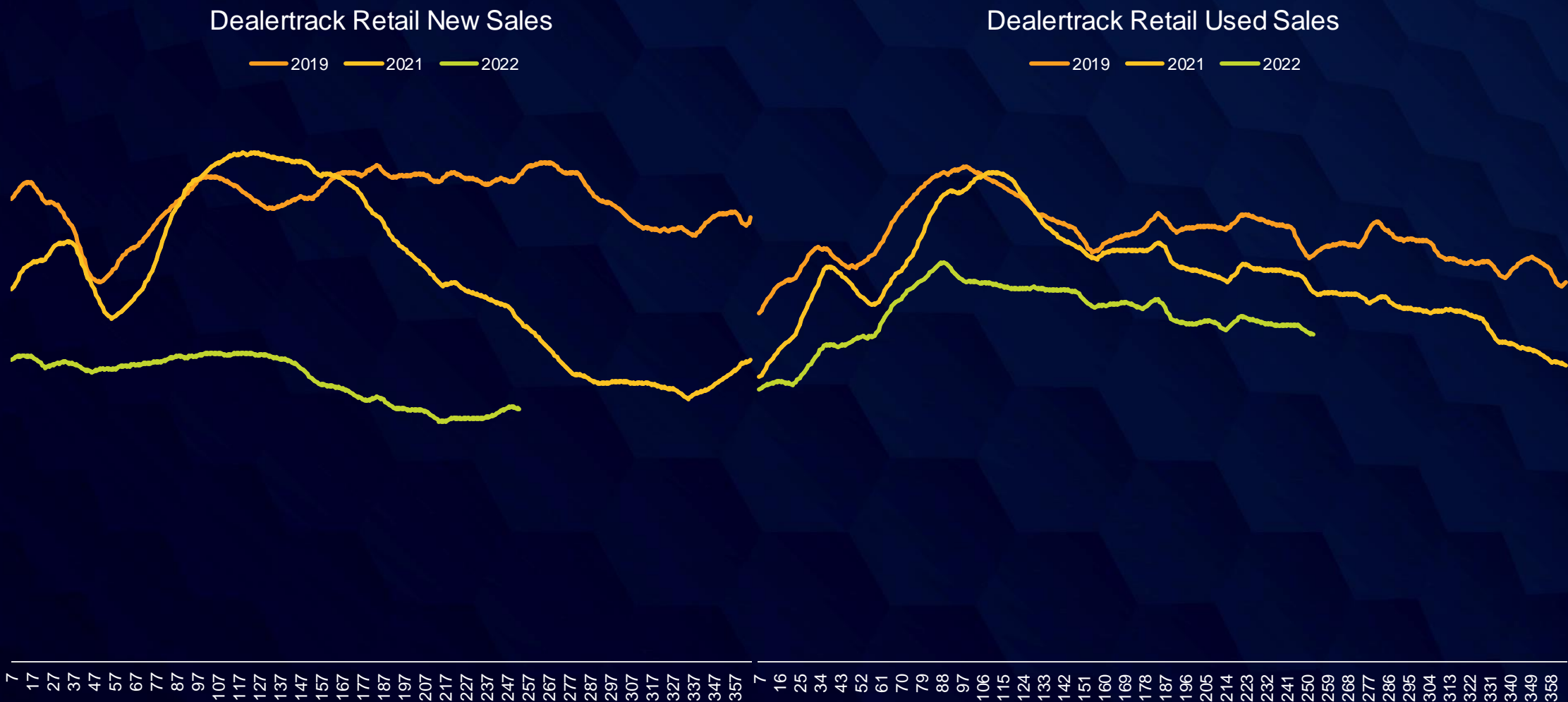


Since September 5, 2022



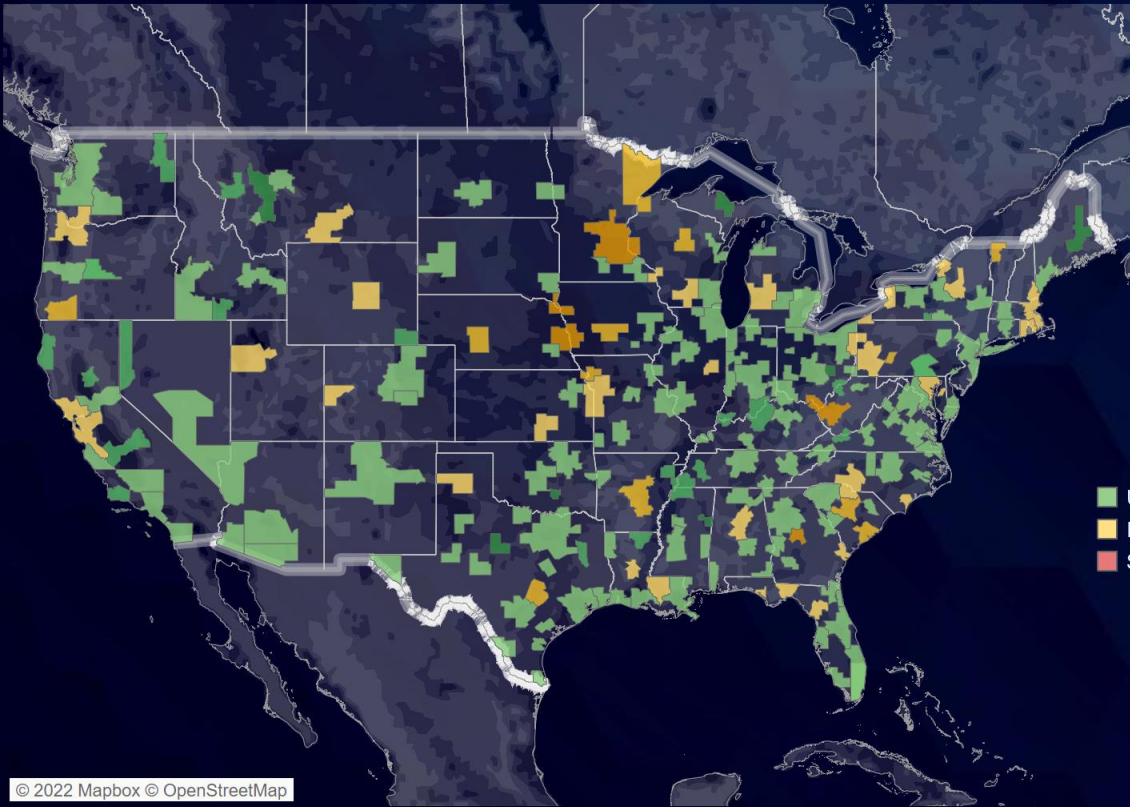
Retail Sales Estimates

New sales volumes were flat w/w, and performance y/y improved; uses sales were down 3% w/w but improved y/y

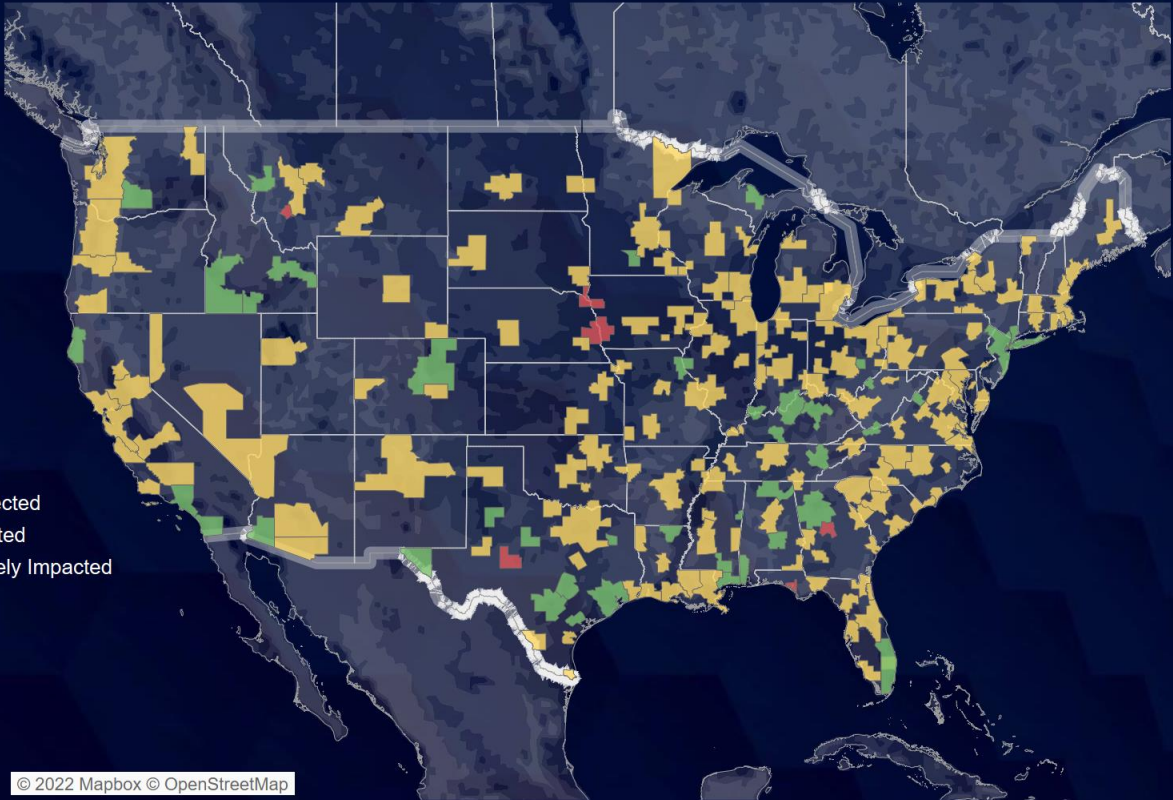


Sales Impact Varies by DMA

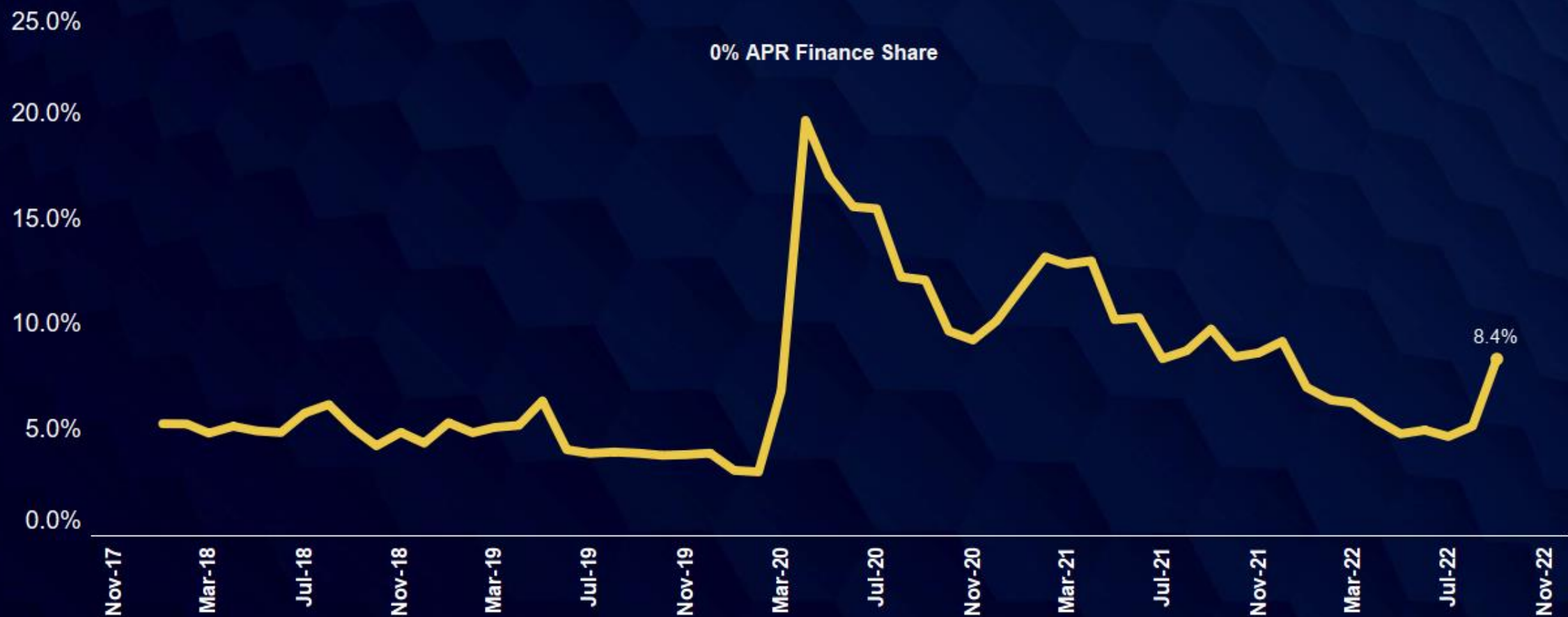
March 29, 2021 (vs same-week 2019)



September 10, 2022



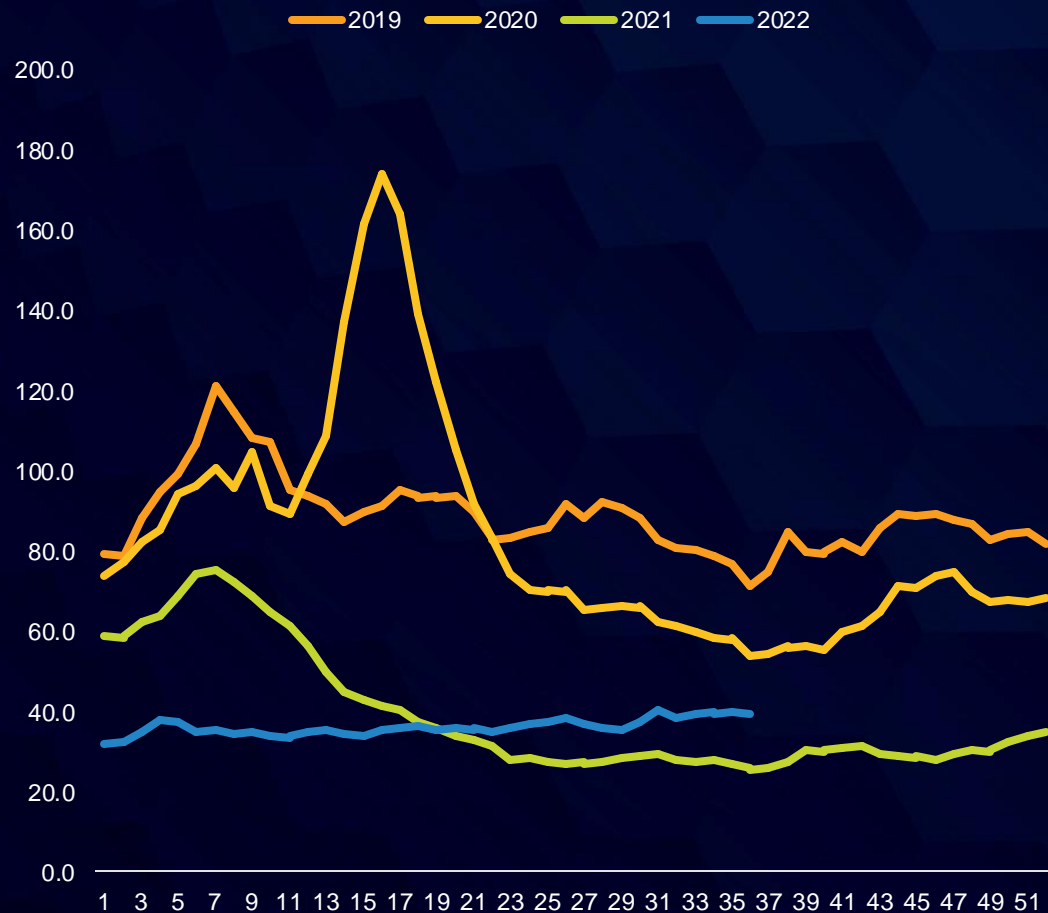
Zero Percent Financing



Retail Supply Building in New; More Normal in Used

New supply is 14 days higher y/y and used supply is 9 days higher; both are higher from more units and lower sales

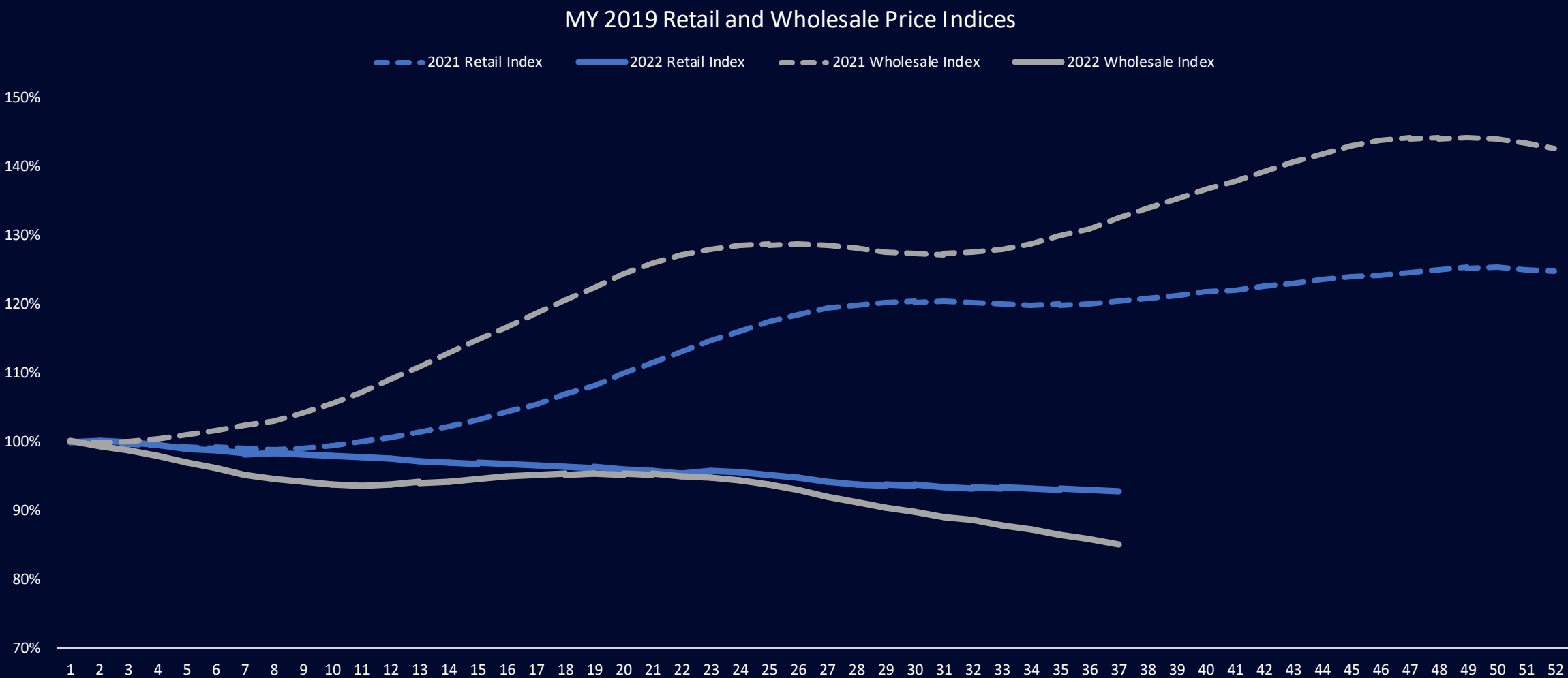
New Days' Supply



Used Days' Supply



Wholesale Used Prices Seeing Higher Than Normal Depreciation



Cox Automotive Leading Indicators

- Leads were down y/y in August on both Autotrader and Kelley Blue Book, and
 - Leads were down for the month compared to August on both sites
- Credit applications on Dealertrack down w/w:
 - Unique applications on same-store basis last week were down 16% y/y with declining trend
- Service trends on Xtime relative to last year declined last week:
 - Completed appointments last week were down 3% y/y

Cox AUTOMOTIVE

Autotrader 

DEALER.COM

Dealertrack 

Cox AUTOMOTIVE
DIGITAL RETAILING

 **Kelley Blue Book**

 **Manheim**

NEXTGEAR
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