

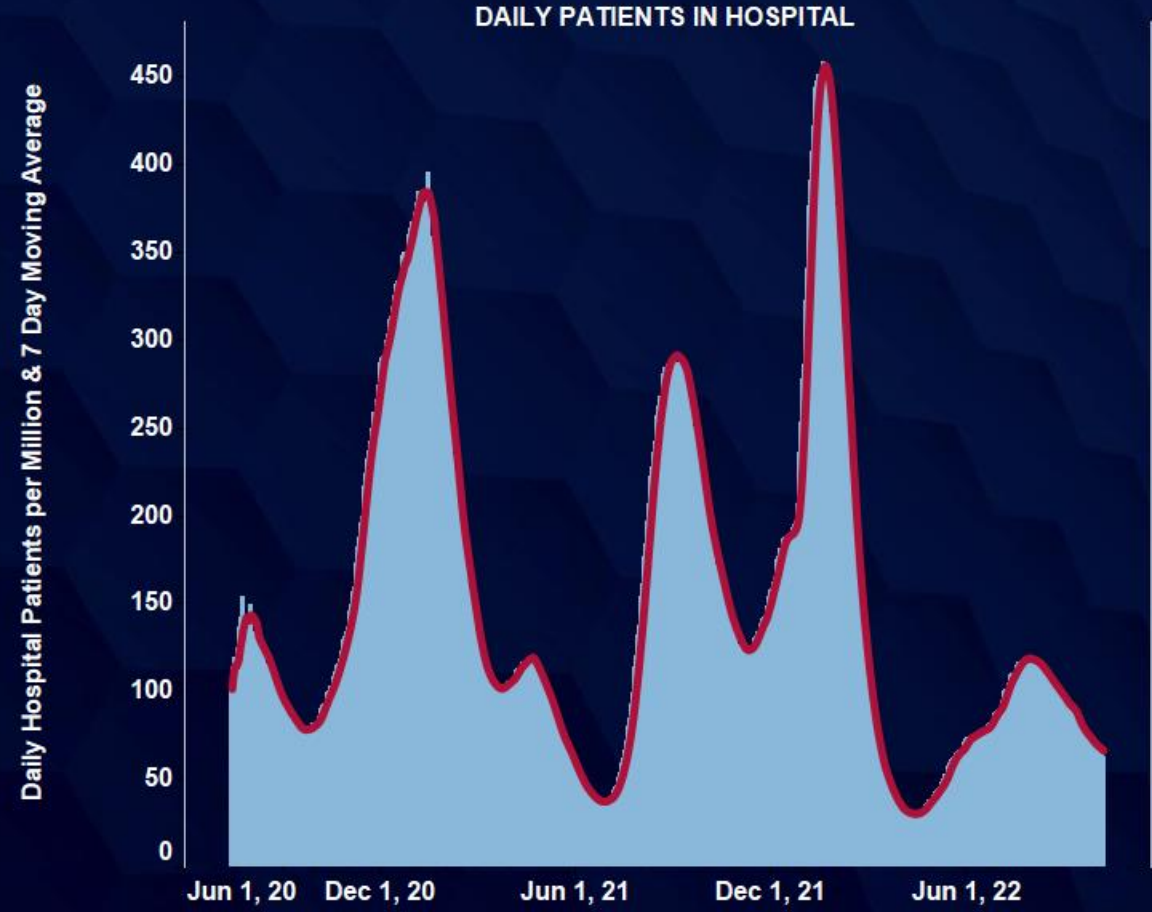
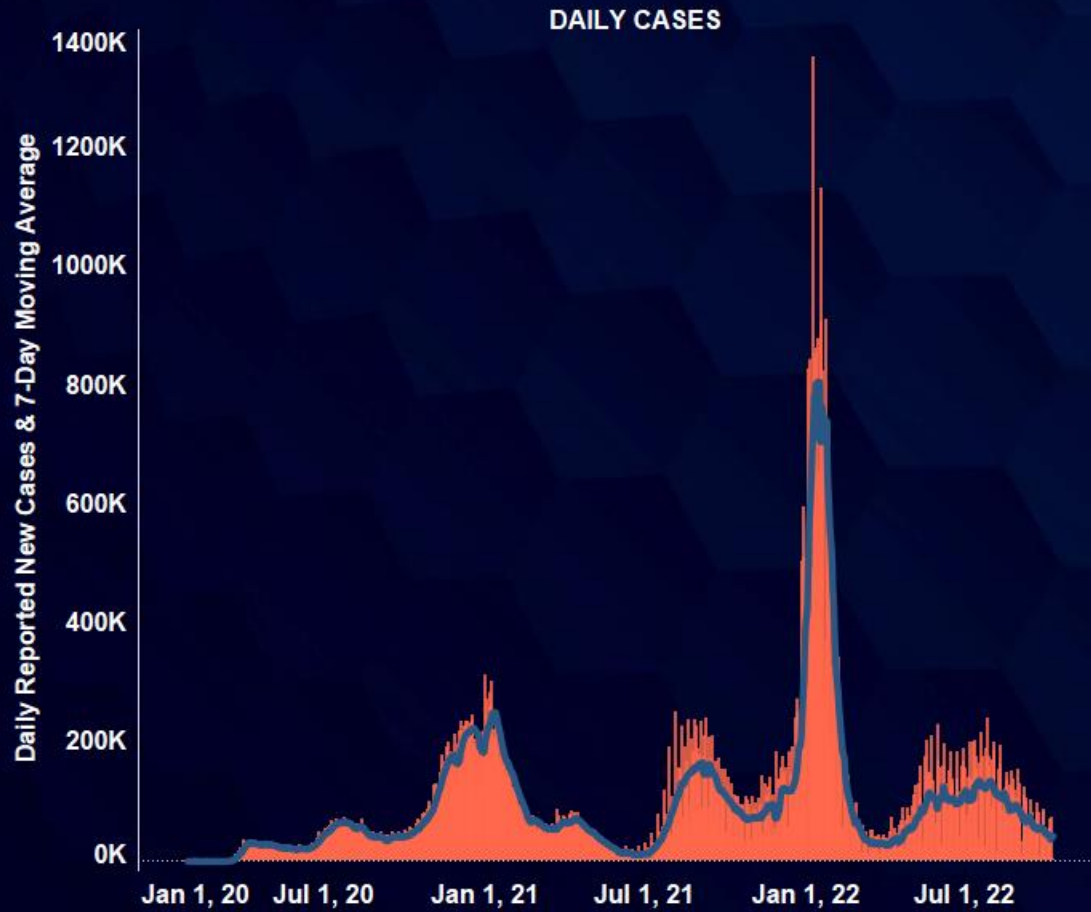


October 11, 2022

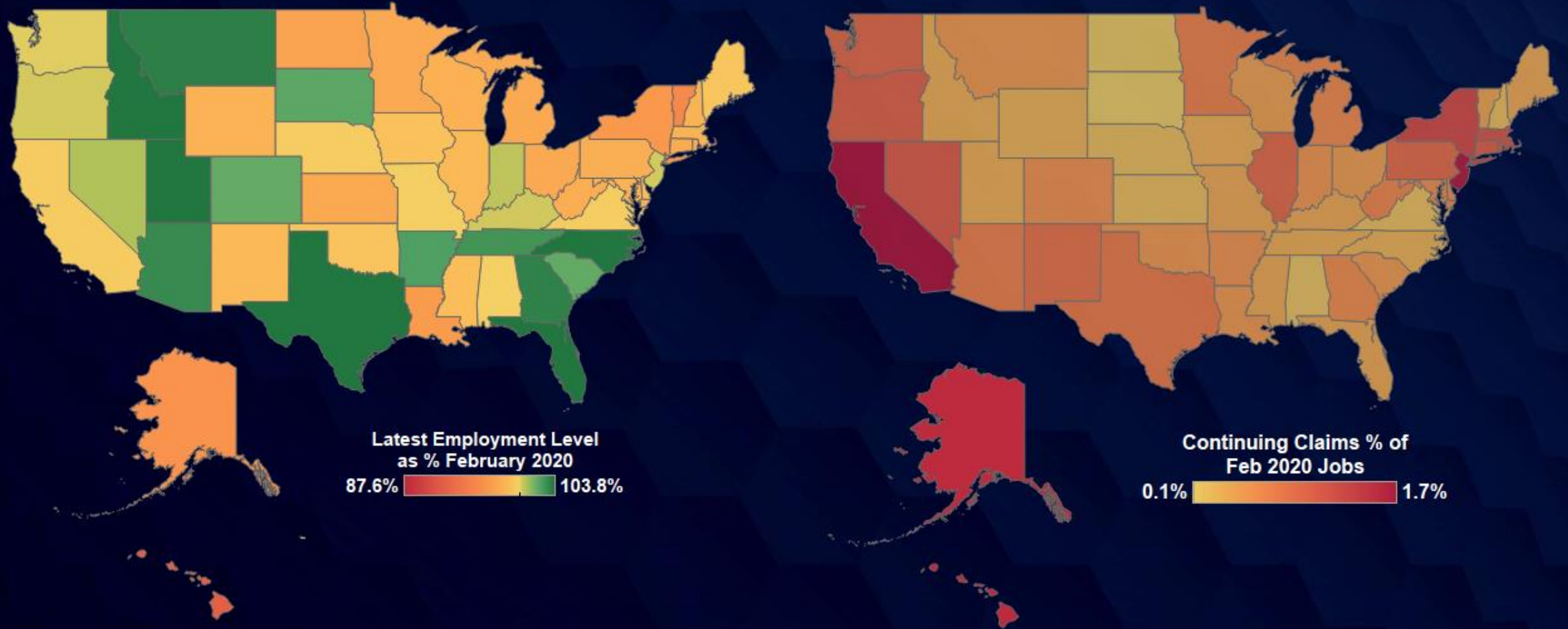
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



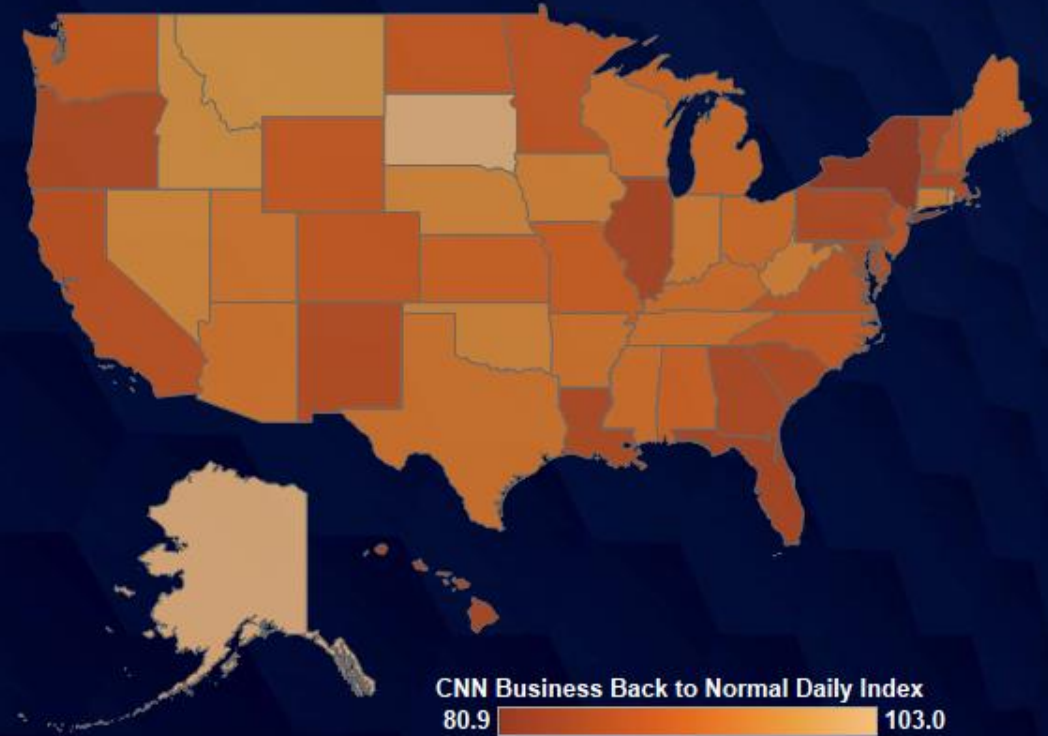
Continuing Claims at 1.36 Million Nationally



NOTE: Latest Employment Numbers for August 2022; Continuing Claims Unemployment Data for Week Ending September 17

Economic Activity Has Plateaued

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



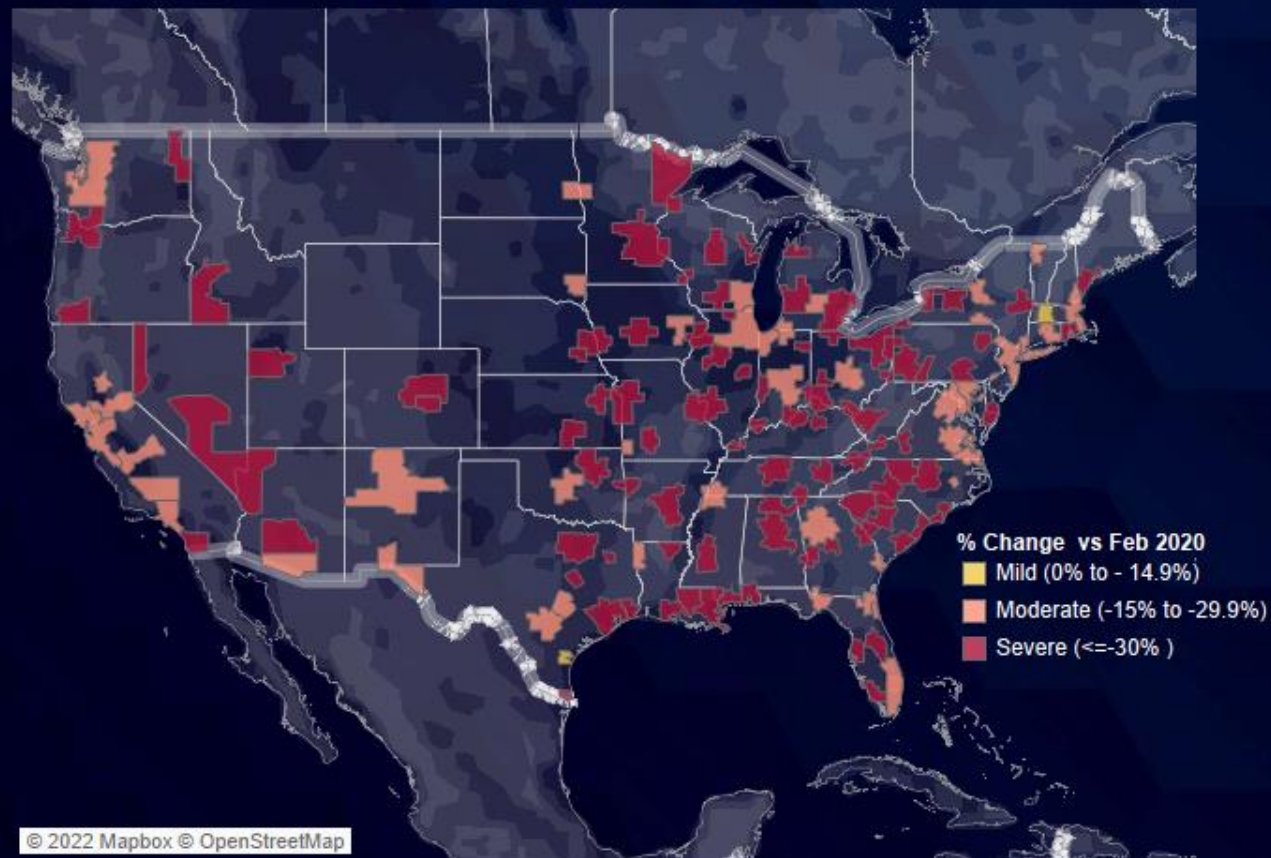
Consumer Sentiment Declining Again

The Index of Consumer Sentiment declined 0.7% in September and is down 2.3% so far in October

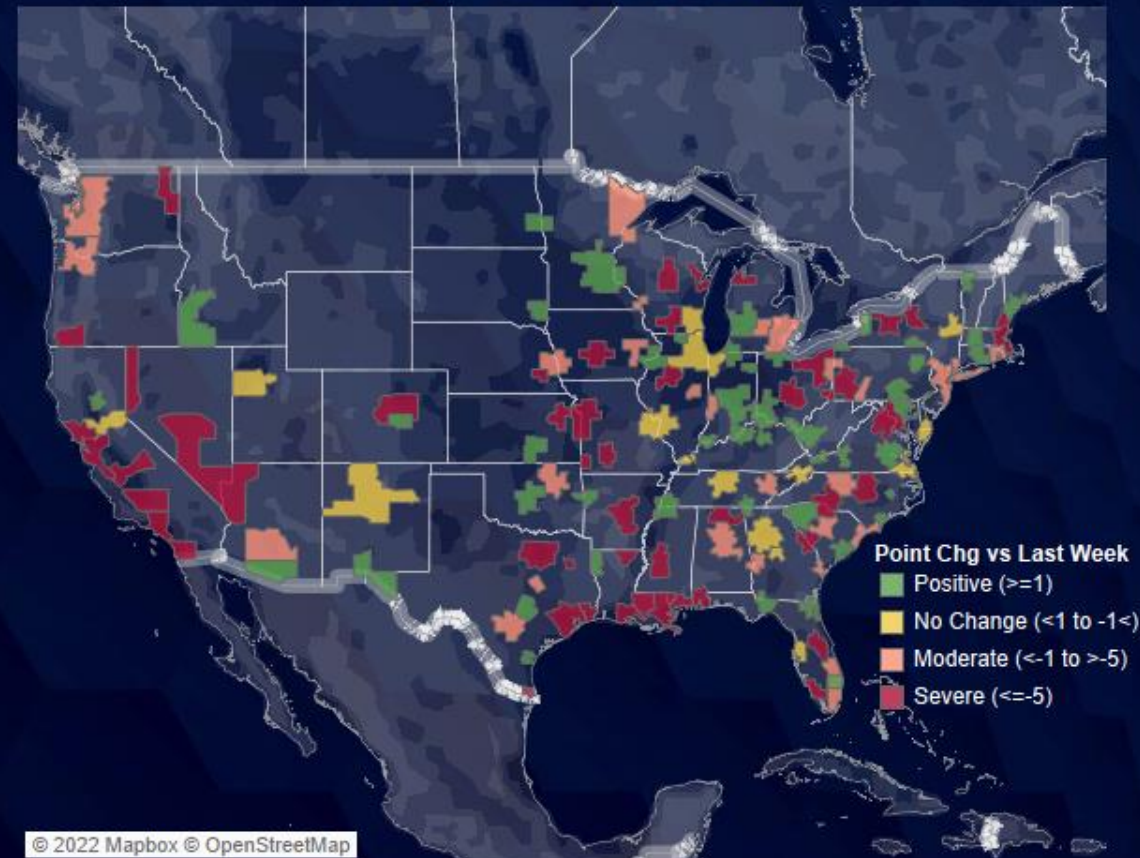


Sentiment Shifts Across Markets

Since February 29, 2020



Since October 3, 2022

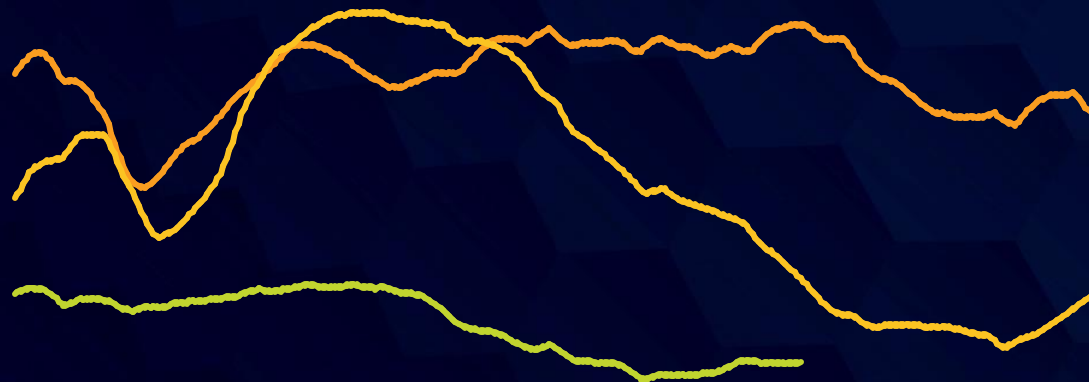


Retail Sales Estimates

New sales volumes were flat w/w, and performance y/y improved; uses sales were also flat w/w and improved y/y

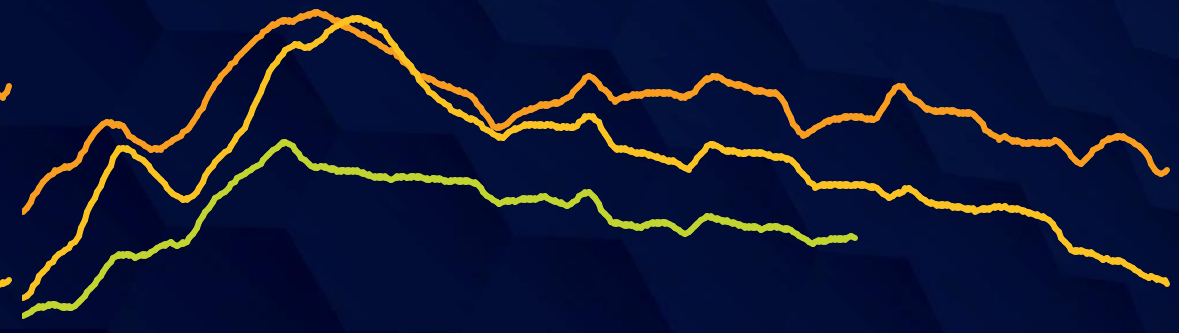
Dealertrack Retail New Sales

— 2019 — 2021 — 2022



Dealertrack Retail Used Sales

— 2019 — 2021 — 2022



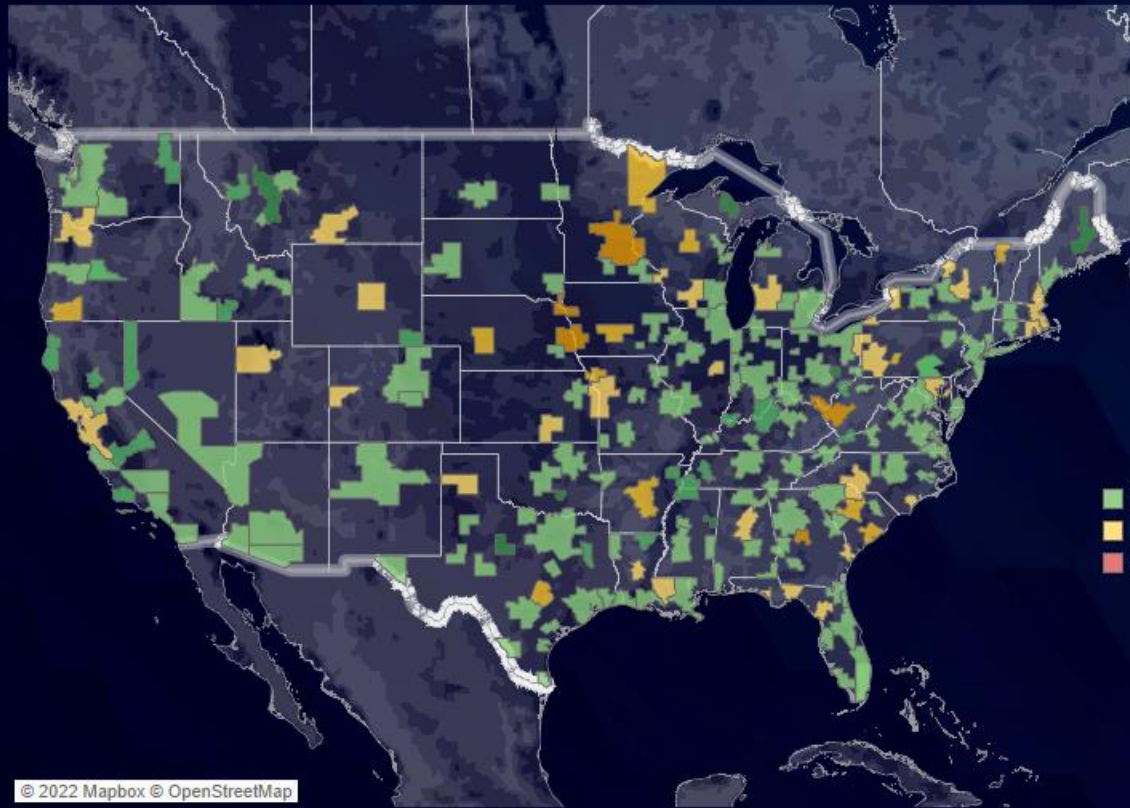
7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

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

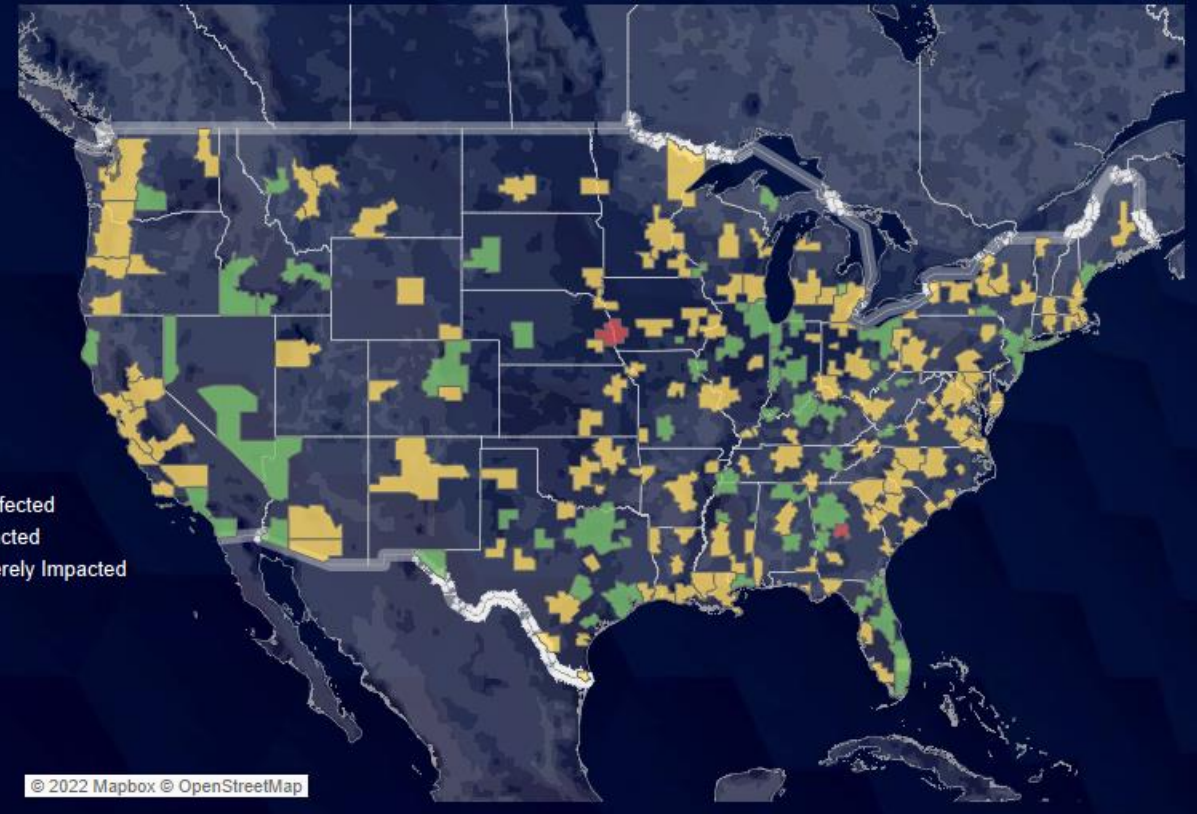
Sales Impact Varies by DMA



March 29, 2021 (vs same-week 2019)



October 8, 2022

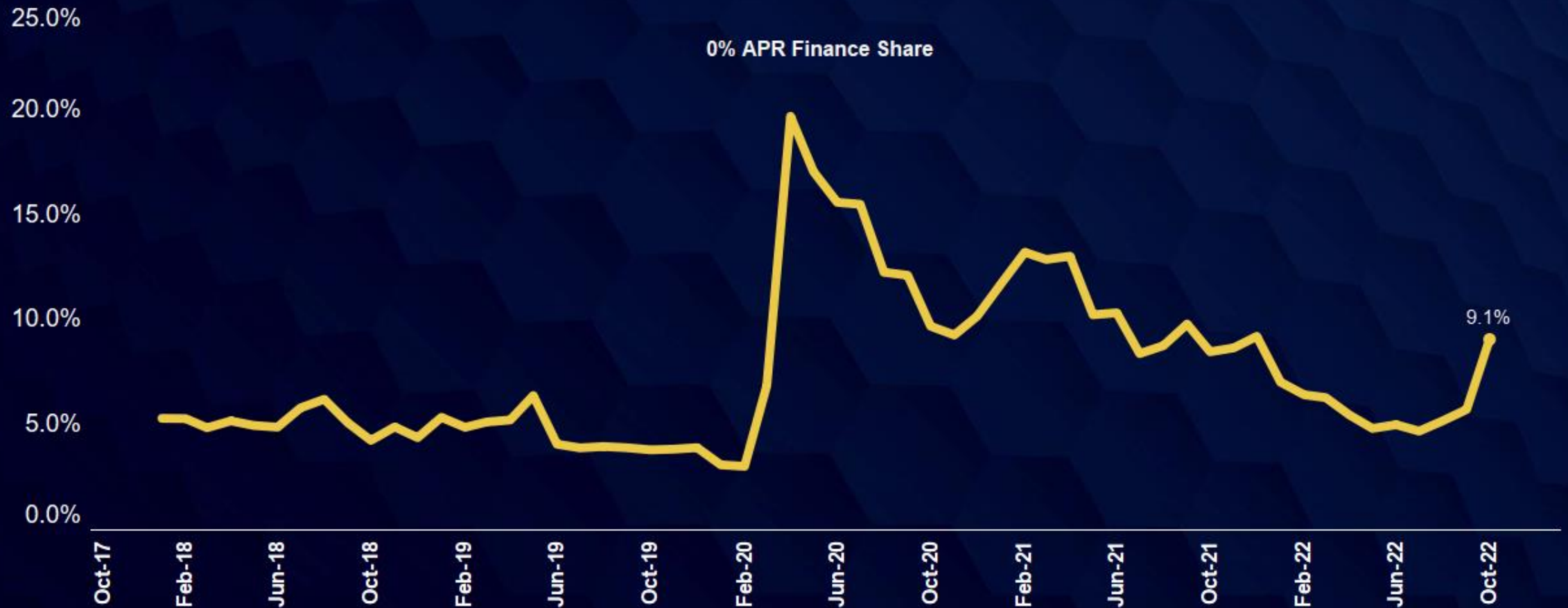


- Unaffected
- Impacted
- Severely Impacted

© 2022 Mapbox © OpenStreetMap

© 2022 Mapbox © OpenStreetMap

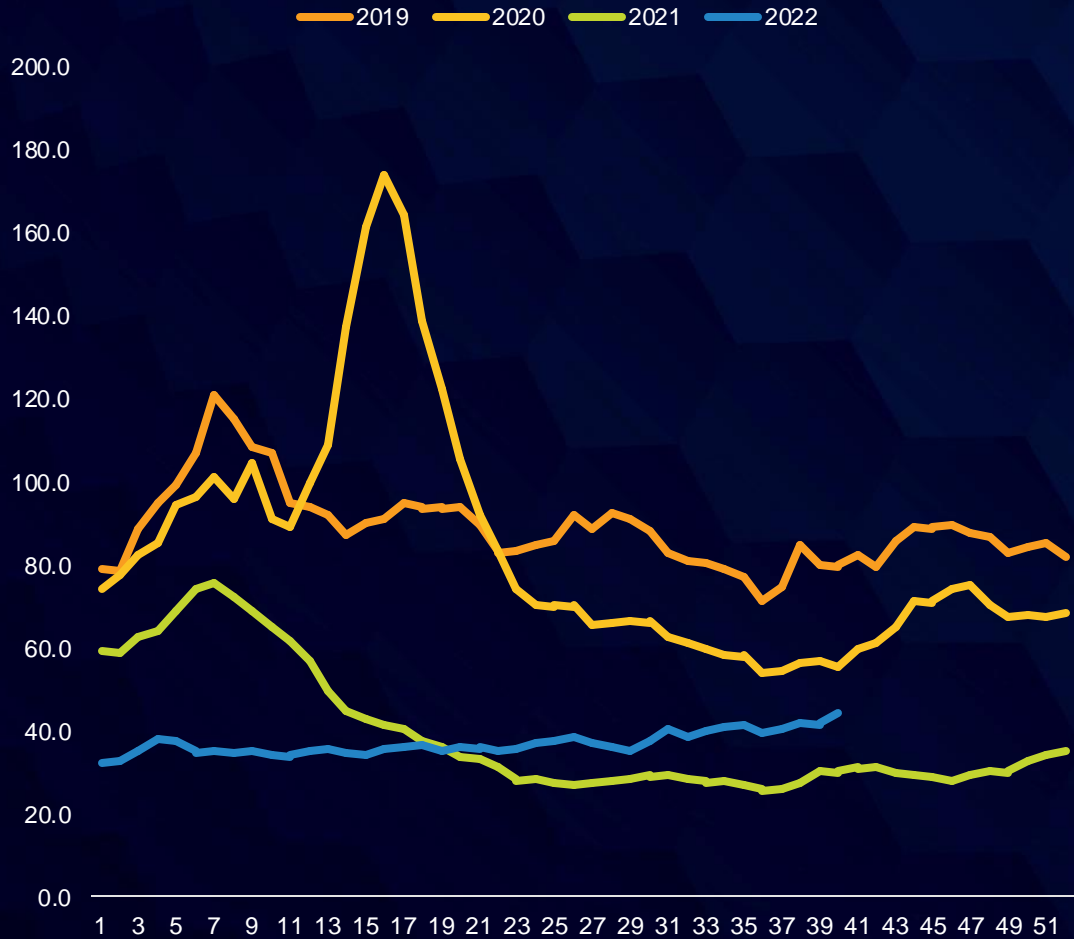
Zero Percent Financing



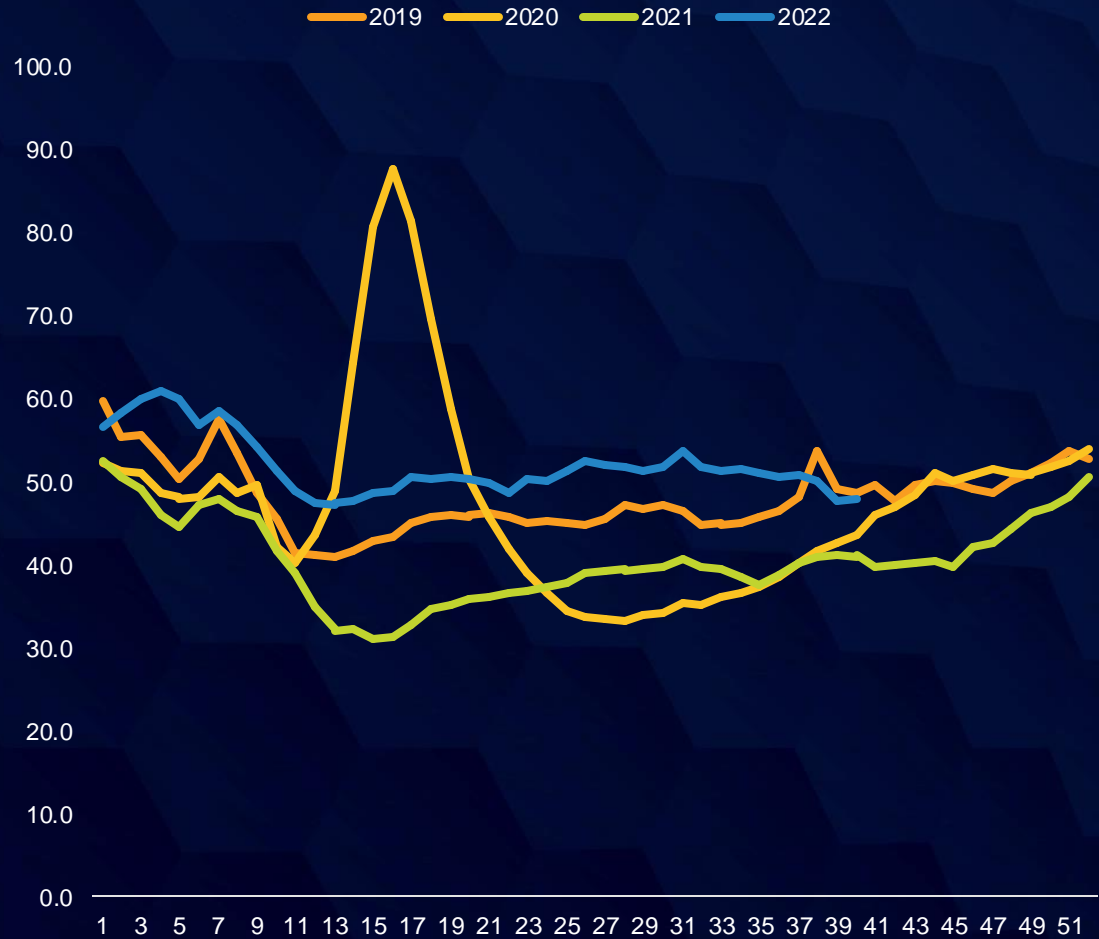
Retail Supply Building in New; More Normal in Used

New supply is 14 days higher y/y and used supply is 7 days higher; both are higher from more units and lower sales

New Days' Supply



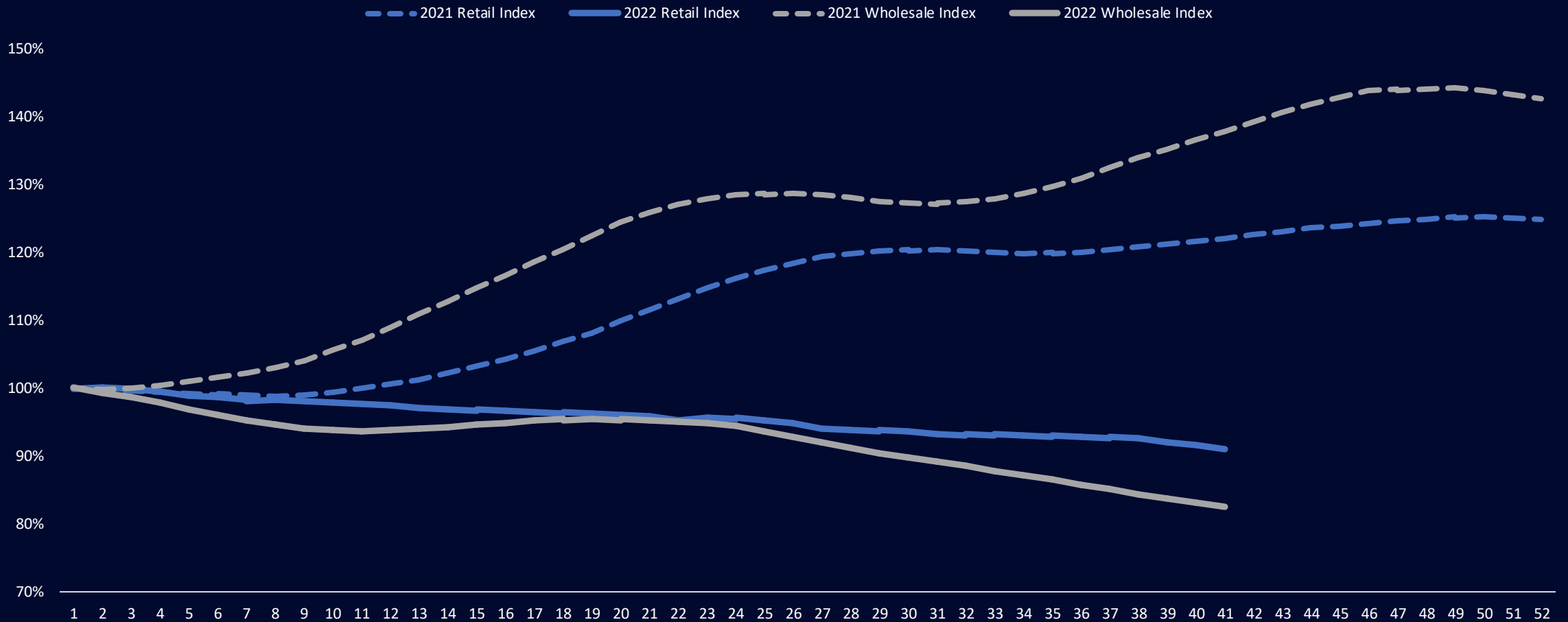
Used Days' Supply



Wholesale Used Prices Now Normal Depreciation



MY 2019 Retail and Wholesale Price Indices



Cox Automotive Leading Indicators

- Leads are down y/y in October on both Autotrader and Kelley Blue Book, and
 - Leads are down for the month compared to September on both sites
- Credit applications on Dealertrack down w/w:
 - Unique applications on same-store basis last week were down 14% y/y with declining trend
- Service trends on Xtime relative to last year improved last week:
 - Completed appointments last week were down 2% y/y

COX AUTOMOTIVE

