

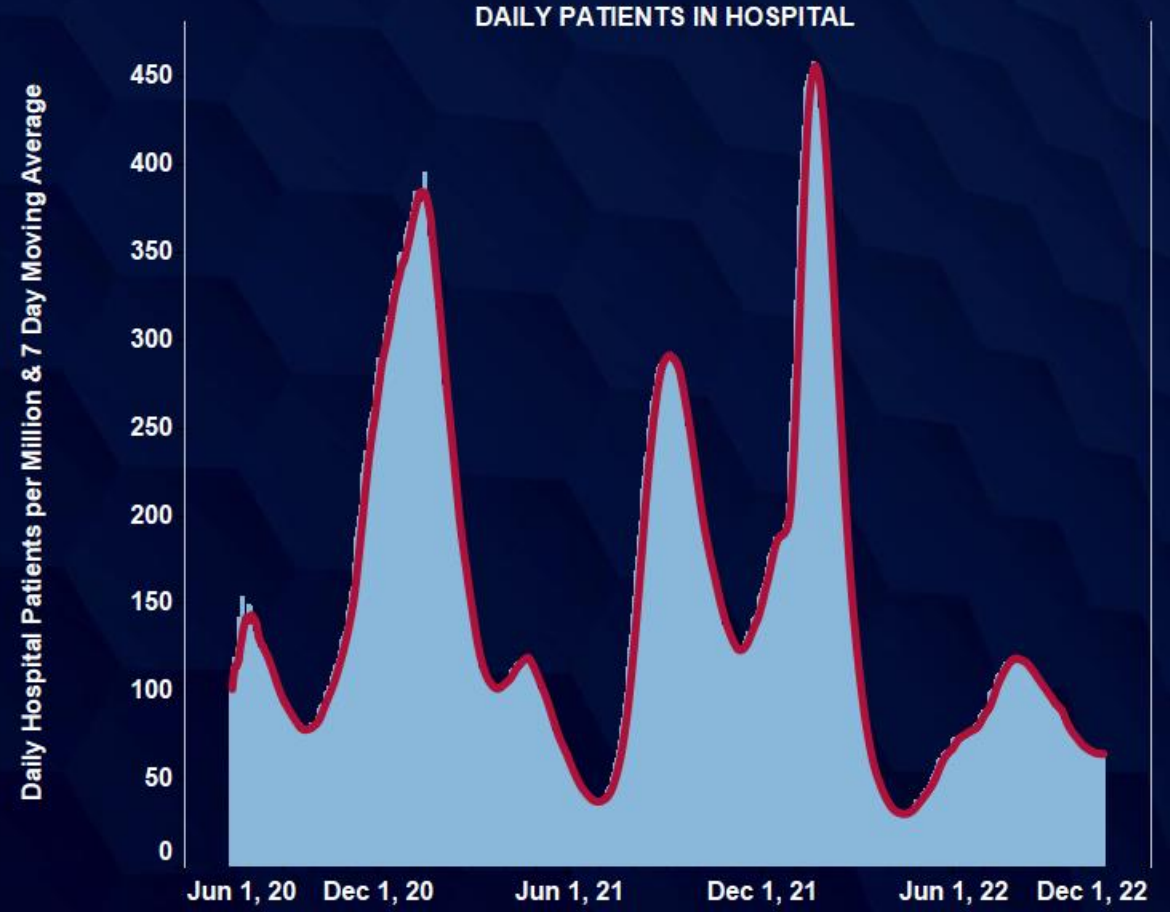
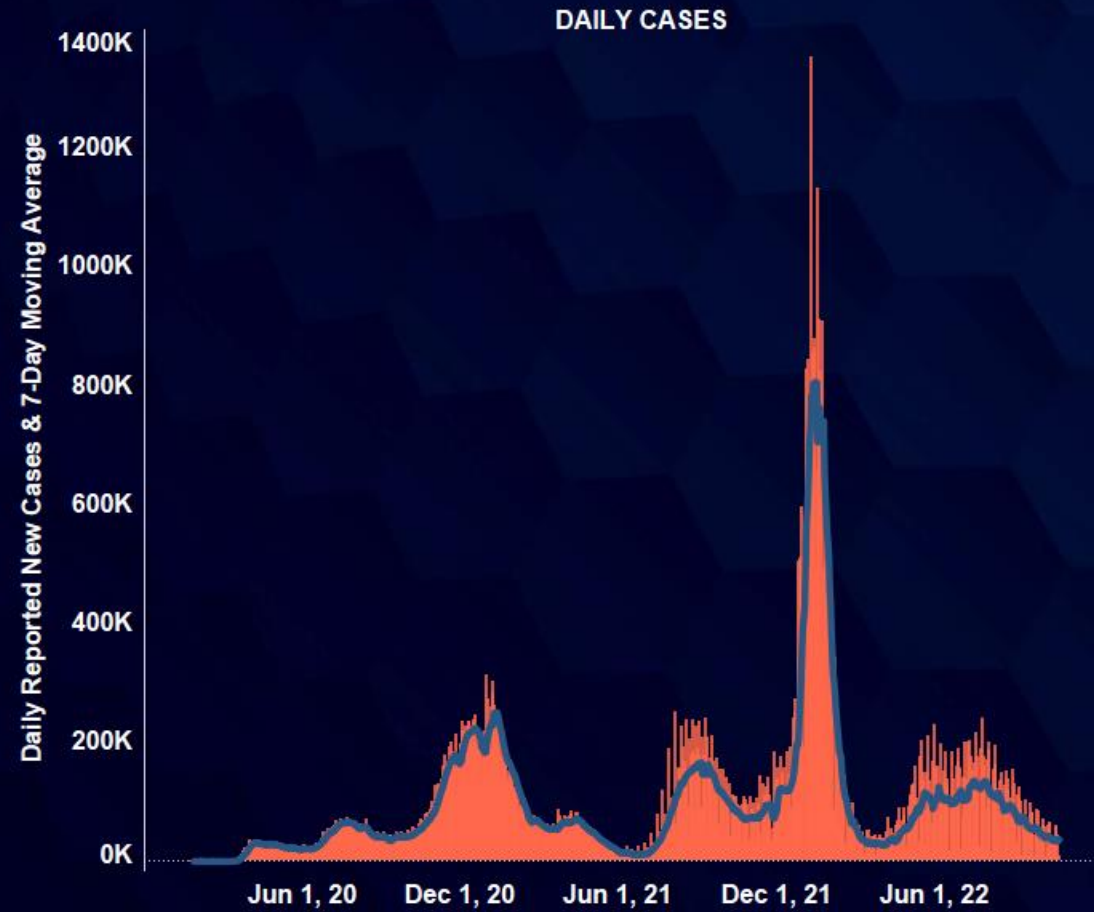


October 25, 2022

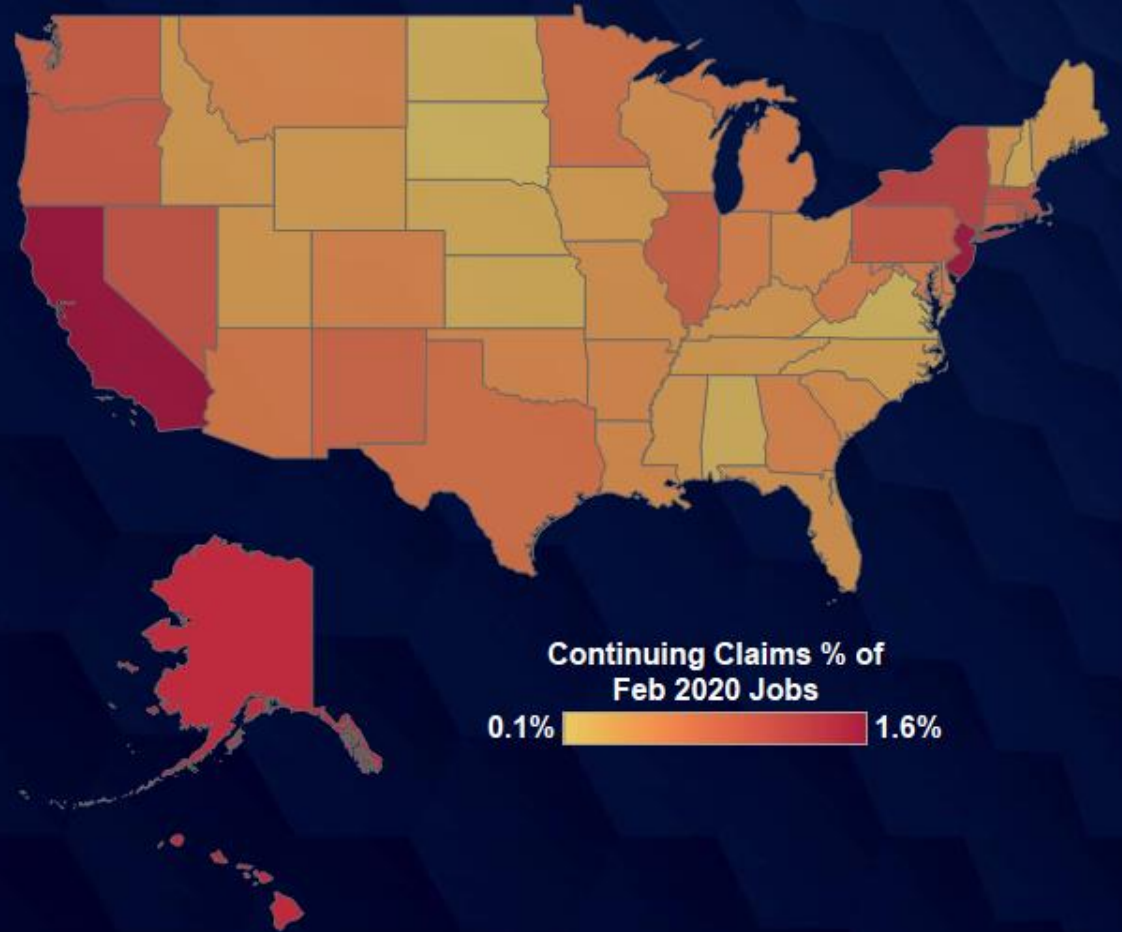
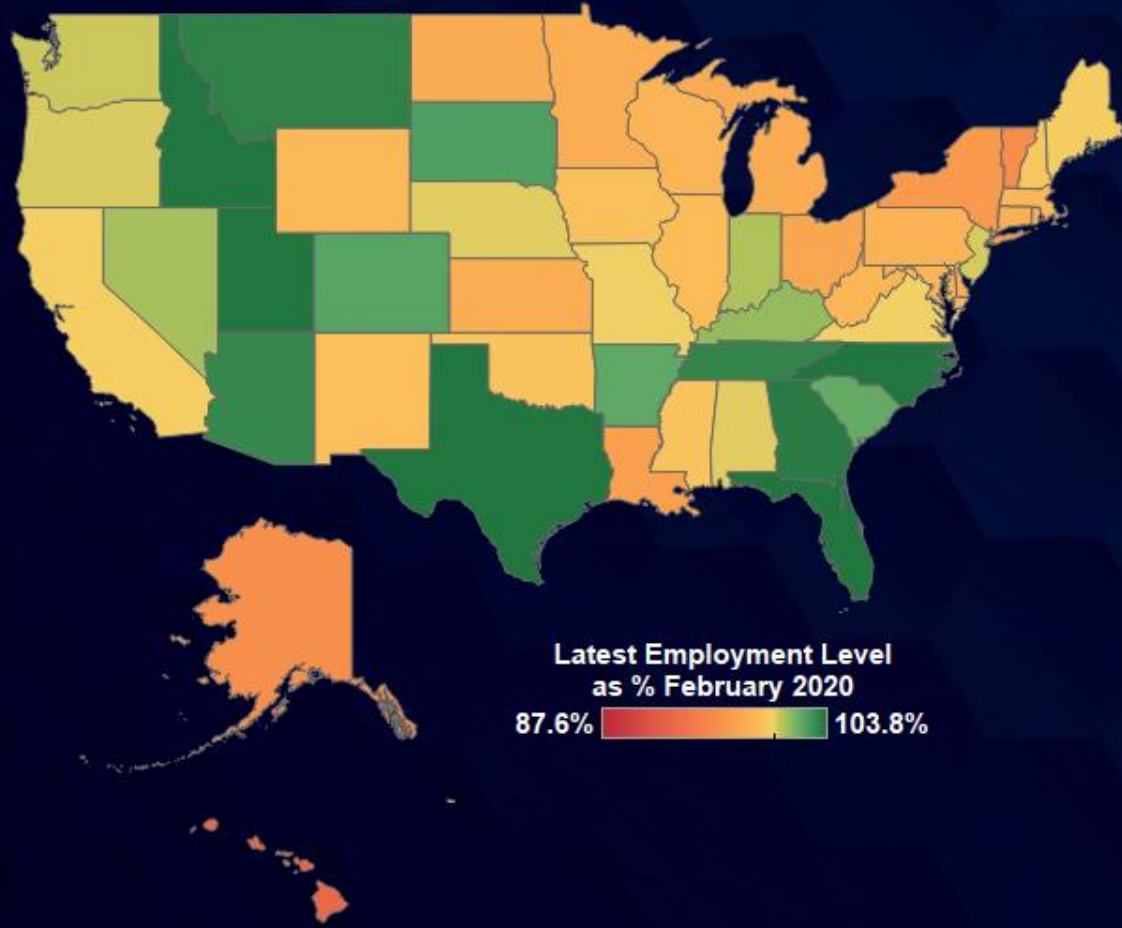
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



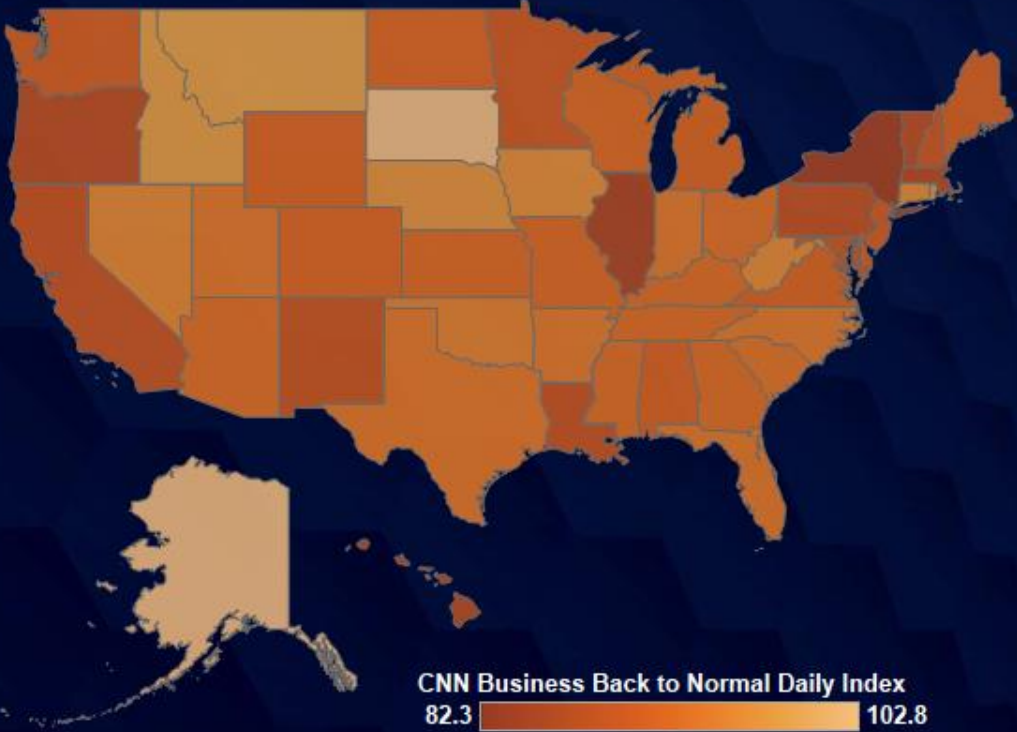
Continuing Claims at 1.39 Million Nationally



NOTE: Latest Employment Numbers for September 2022;
Continuing Claims Unemployment Data for Week Ending October 1

Economic Activity Has Plateaued

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



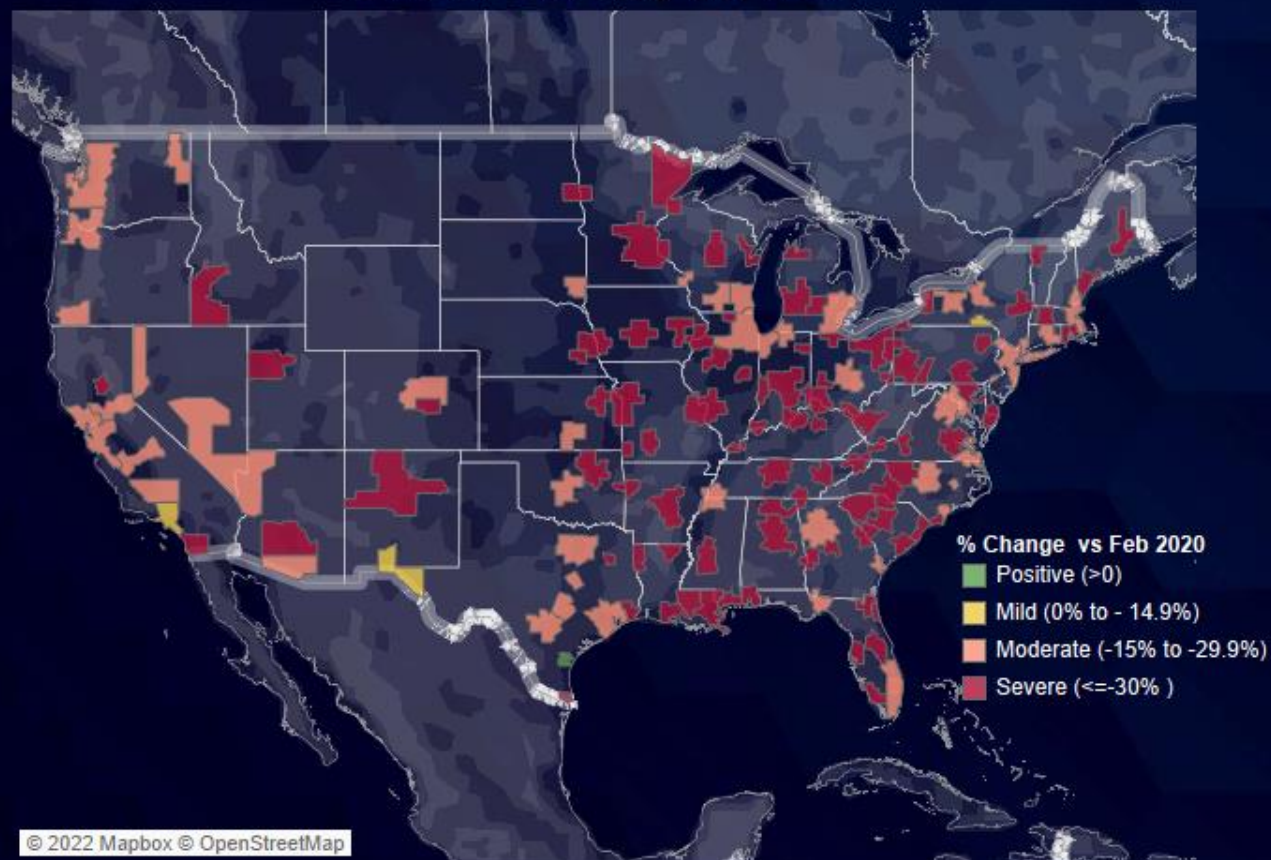
Consumer Sentiment Declining Again

The Index of Consumer Sentiment declined 0.7% in September and is down 2.2% so far in October

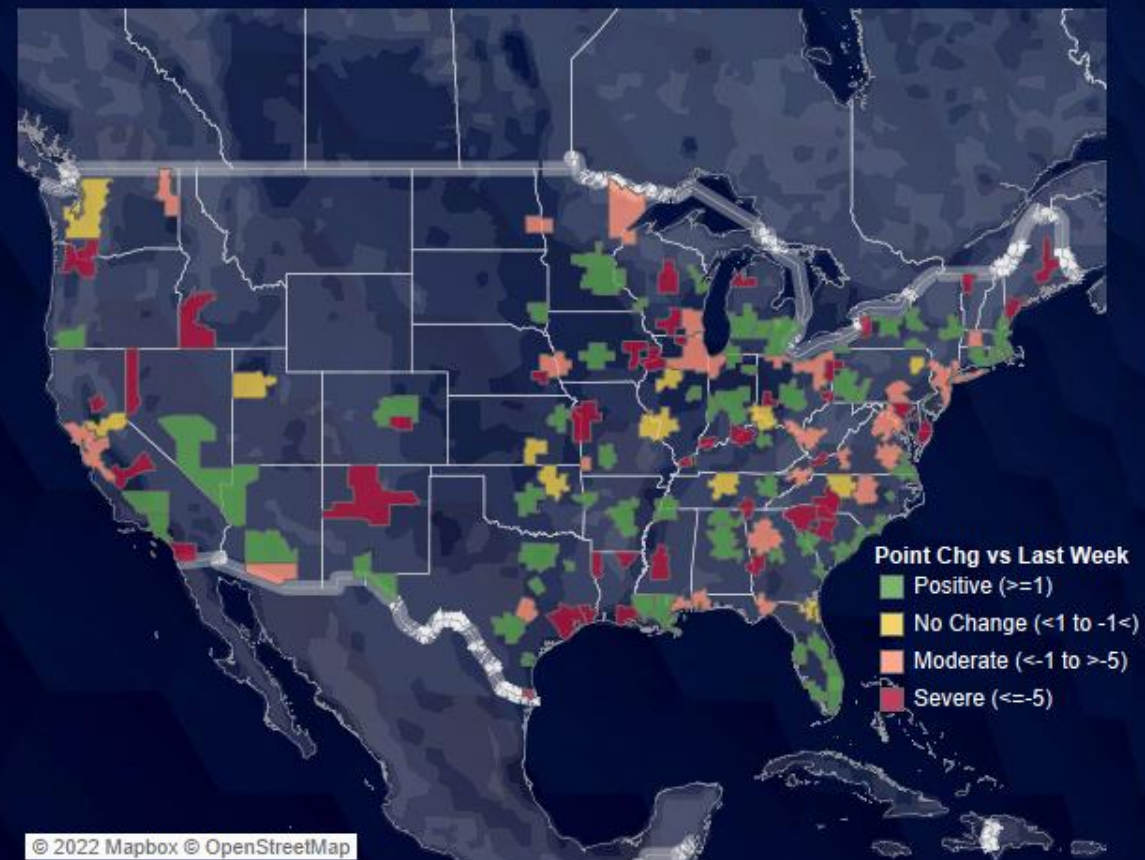


Sentiment Shifts Across Markets

Since February 29, 2020



Since October 17, 2022

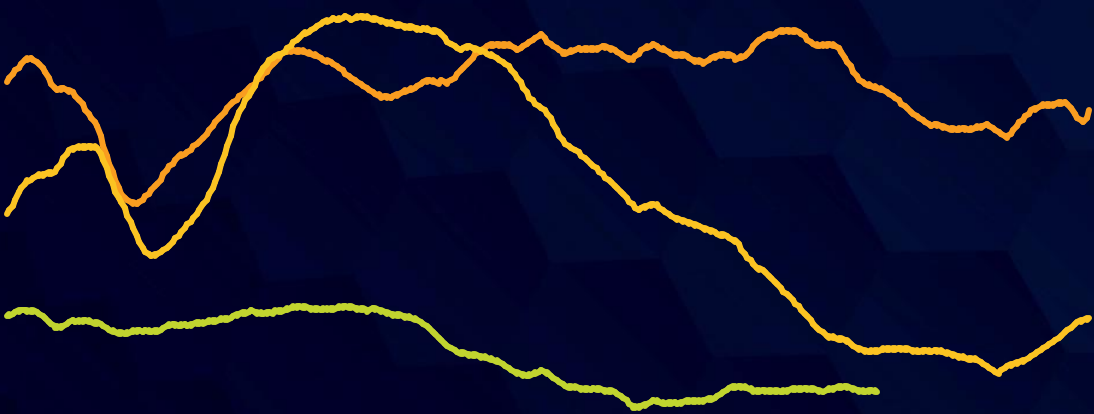


Retail Sales Estimates

New sales volumes were flat w/w, and performance y/y was steady; uses sales were down 1% w/w and unchanged y/y

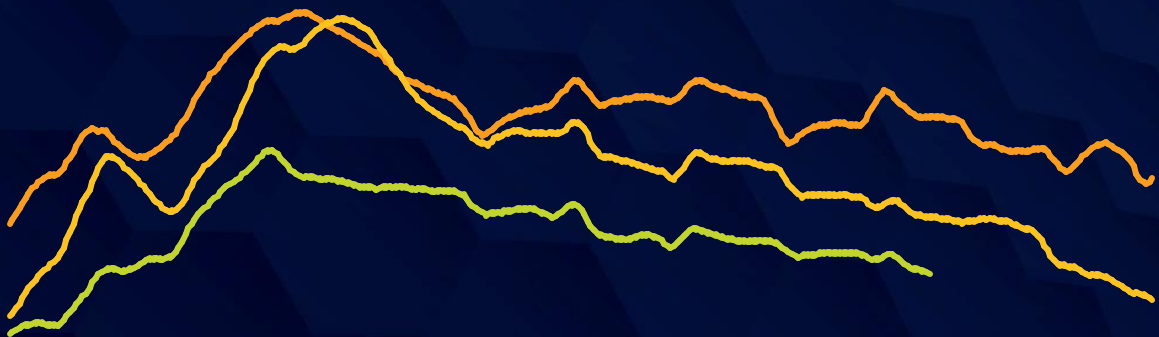
Dealertrack Retail New Sales

2019 2021 2022



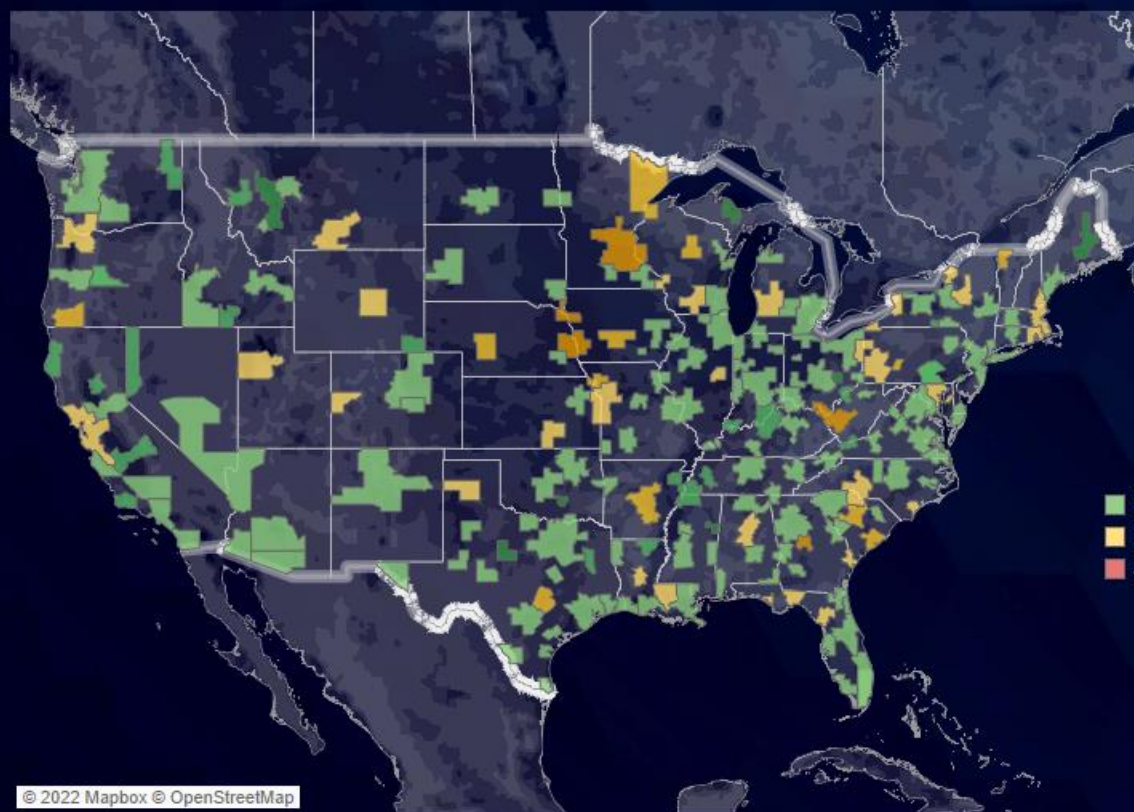
Dealertrack Retail Used Sales

2019 2021 2022

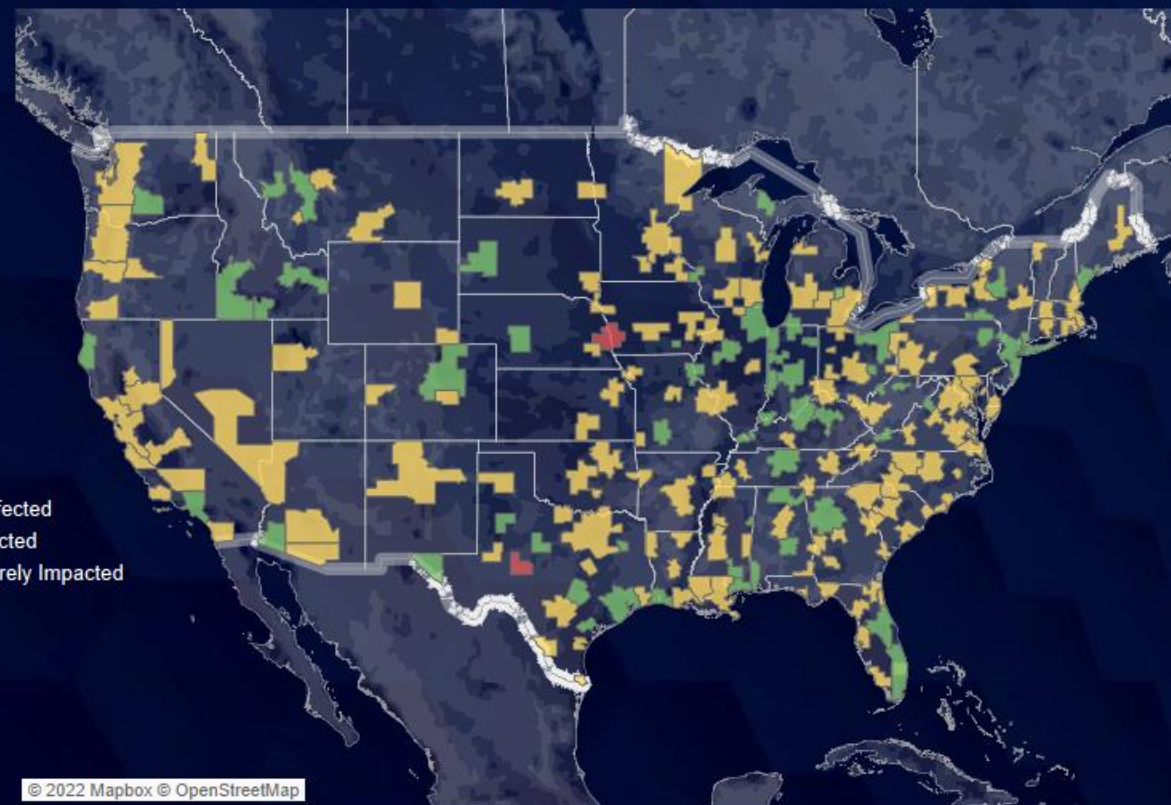


Sales Impact Varies by DMA

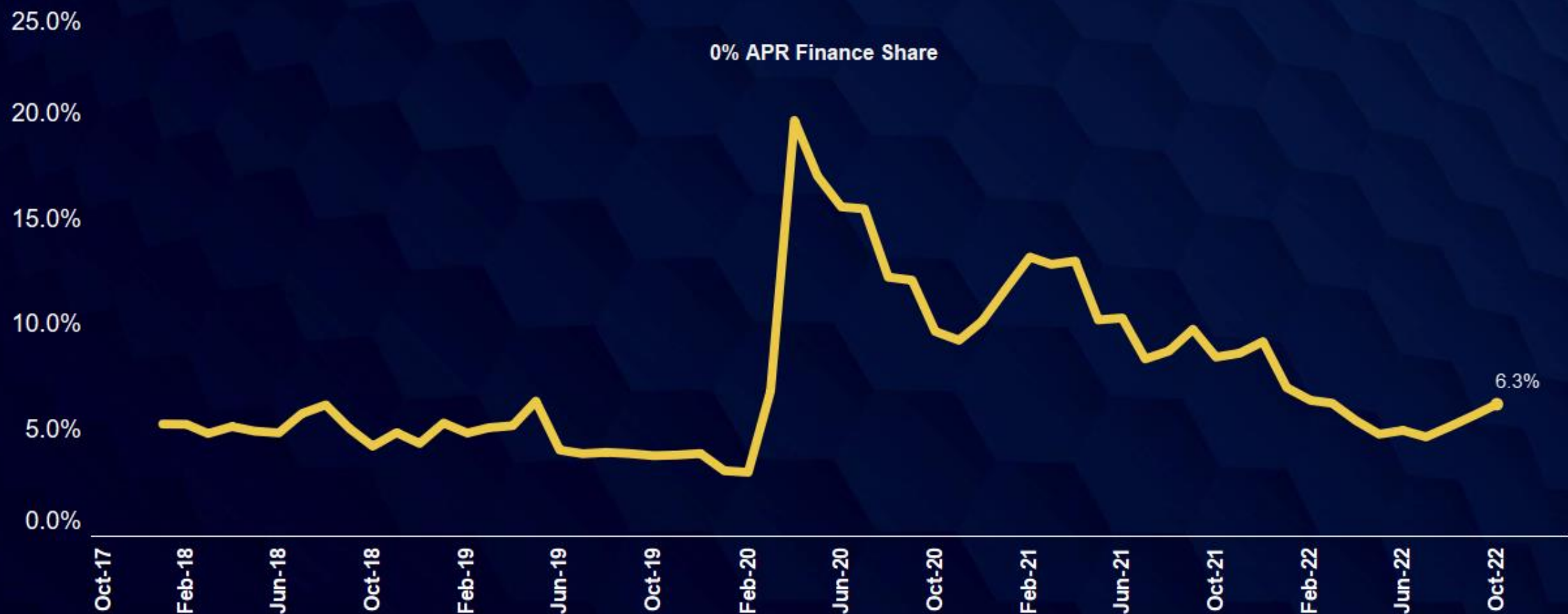
March 29, 2021 (vs same-week 2019)



October 22, 2022



Zero Percent Financing



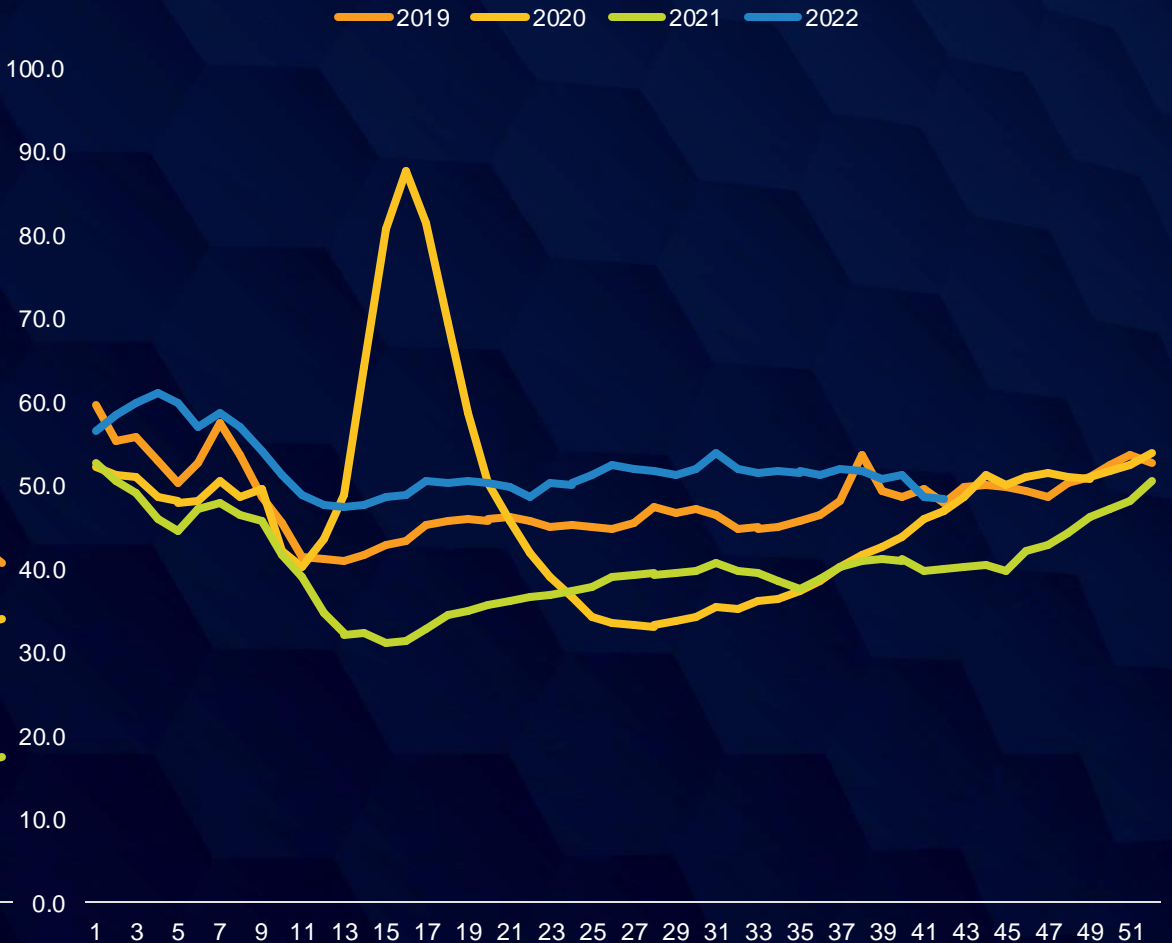
Retail Supply Building in New; Normal in Used

New supply is 15 days higher y/y and used supply is 9 days higher; both are higher from more units and lower sales

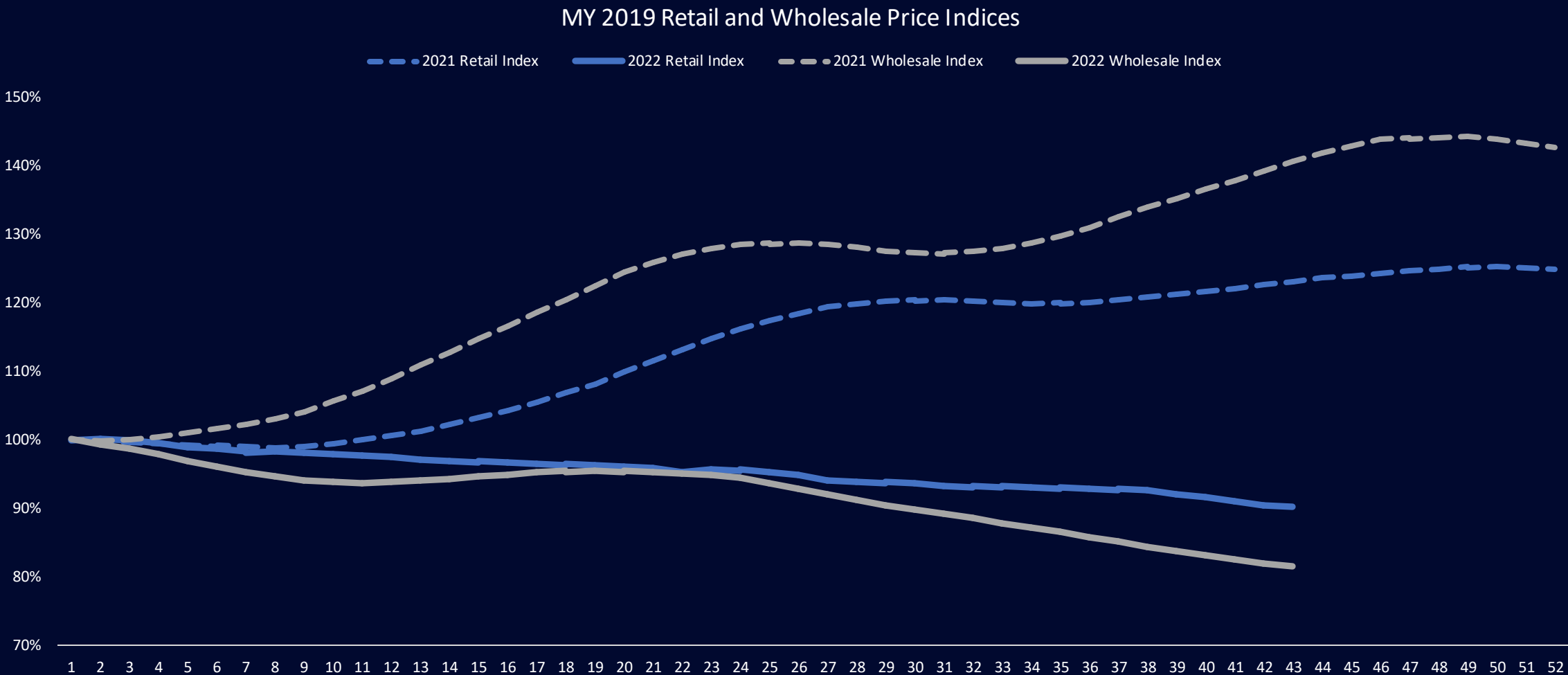
New Days' Supply



Used Days' Supply



Wholesale Used Prices Seeing Normal Depreciation



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 improved w/w:
 - Unique applications on same-store basis last week were down 10% y/y with improving trend
- Service trends on Xtime relative to last year were steady 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
CAPITAL

Cox AUTOMOTIVE
MOBILITY

vAuto
LIVE MARKET VIEW

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