

A decorative graphic in the top-left corner consisting of several overlapping hexagons in various colors (blue, green, orange, yellow) and sizes, some with internal patterns.

Monthly Industry Update

September 2022 Data and Insights

COX AUTOMOTIVE



Michelle Krebs

Executive Analyst

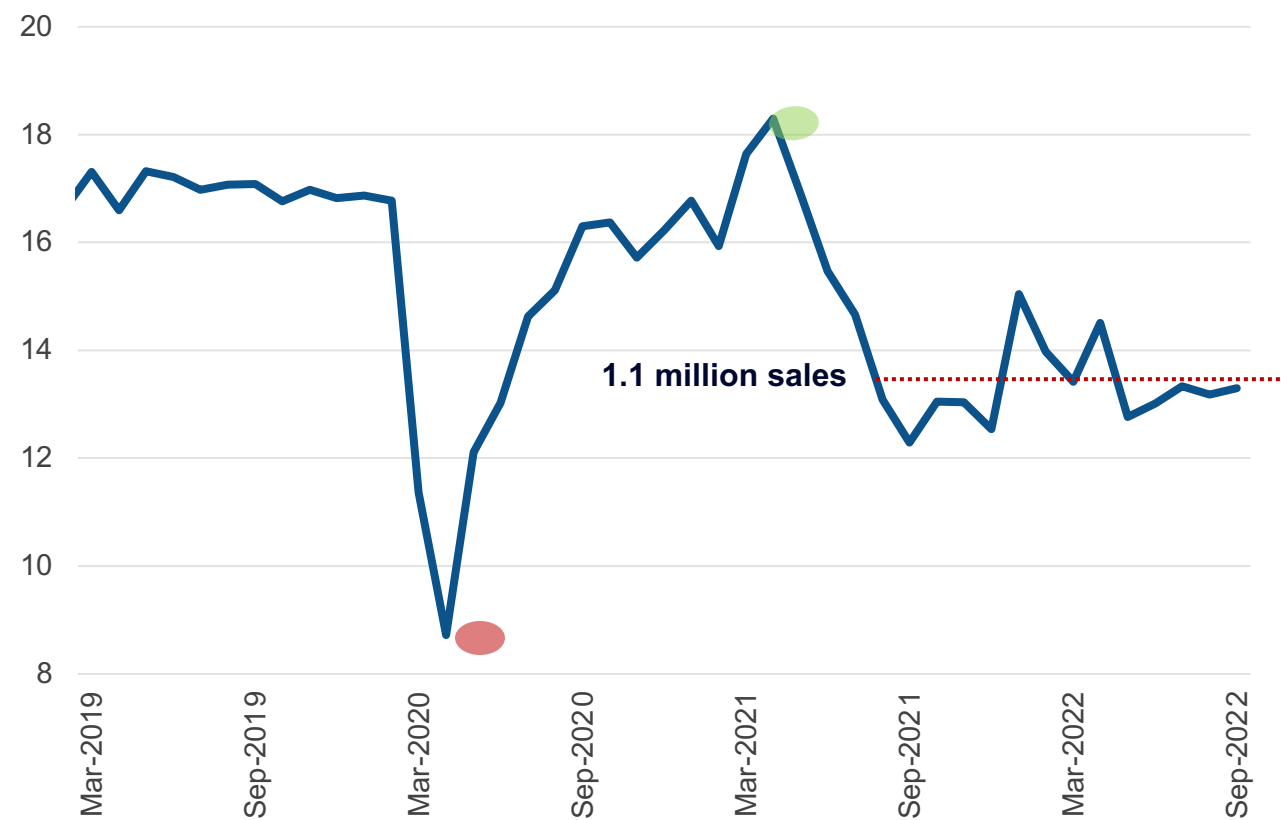
COX AUTOMOTIVE

New-Vehicle SAAR | Little Change Expected in September

Monthly sales stuck at 1.1 million level since August of last year



Monthly Light Vehicle Sales SAAR (millions)



	<u>Sales</u> Millions	<u>SAAR</u> Millions
Sep-21	1.02	12.3
Sep-22	1.10	13.3
Change	8.3%	8.2%
Q3 2021	3.4	13.3
Q2 2022	3.5	13.4
Q3 2022	3.4	13.3
Change Y/Y	-1.0%	-0.6%
Change Q/Q	-3.8%	-1.2%

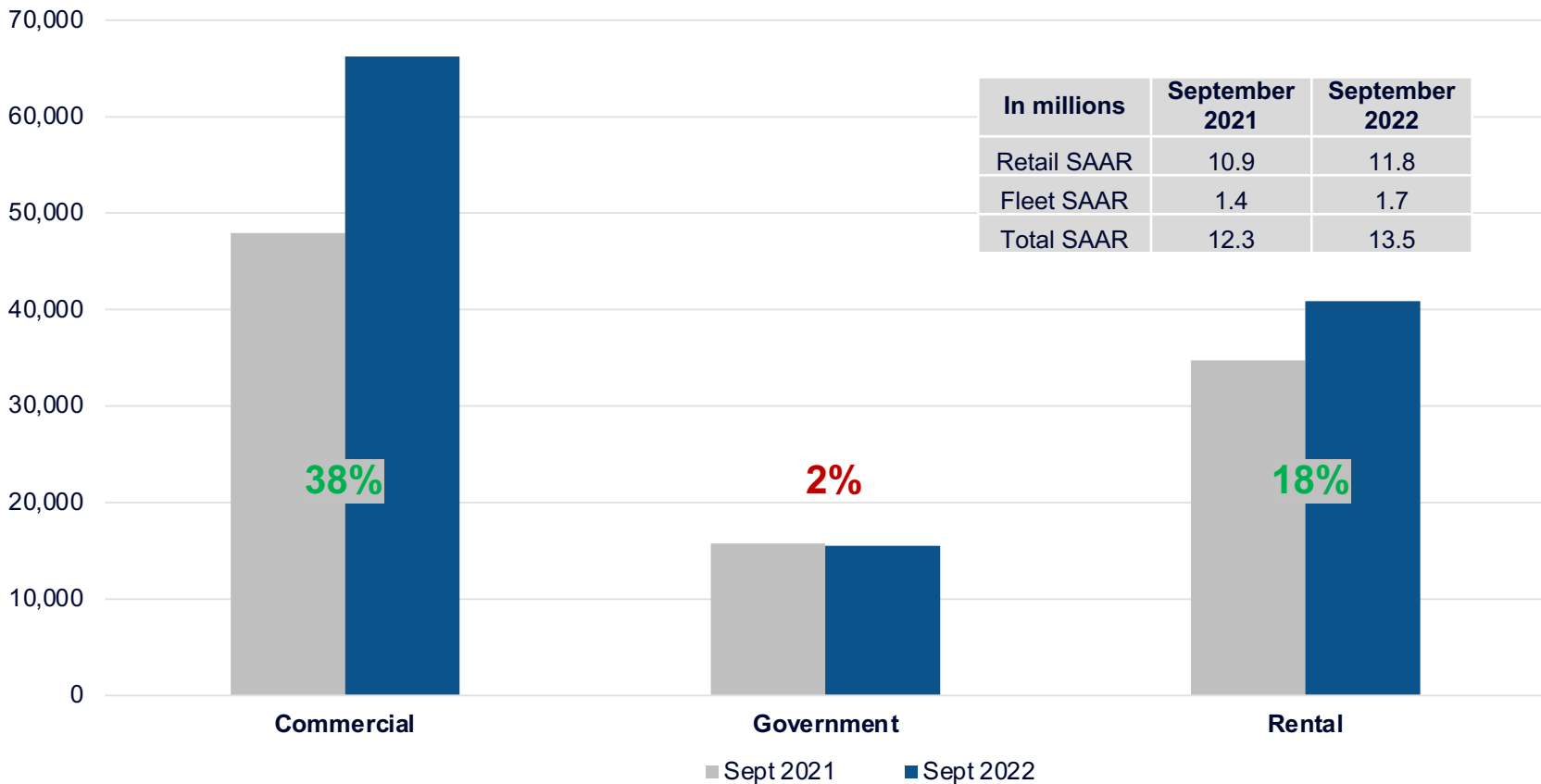
2022 Forecast
16.0 million
15.3 million
14.4 million
13.7 million

Fleet Sales | Combined Fleet Up 25%

Commercial fleet sales led the gains over last year with 38%



New Sales Estimates by Fleet Channel

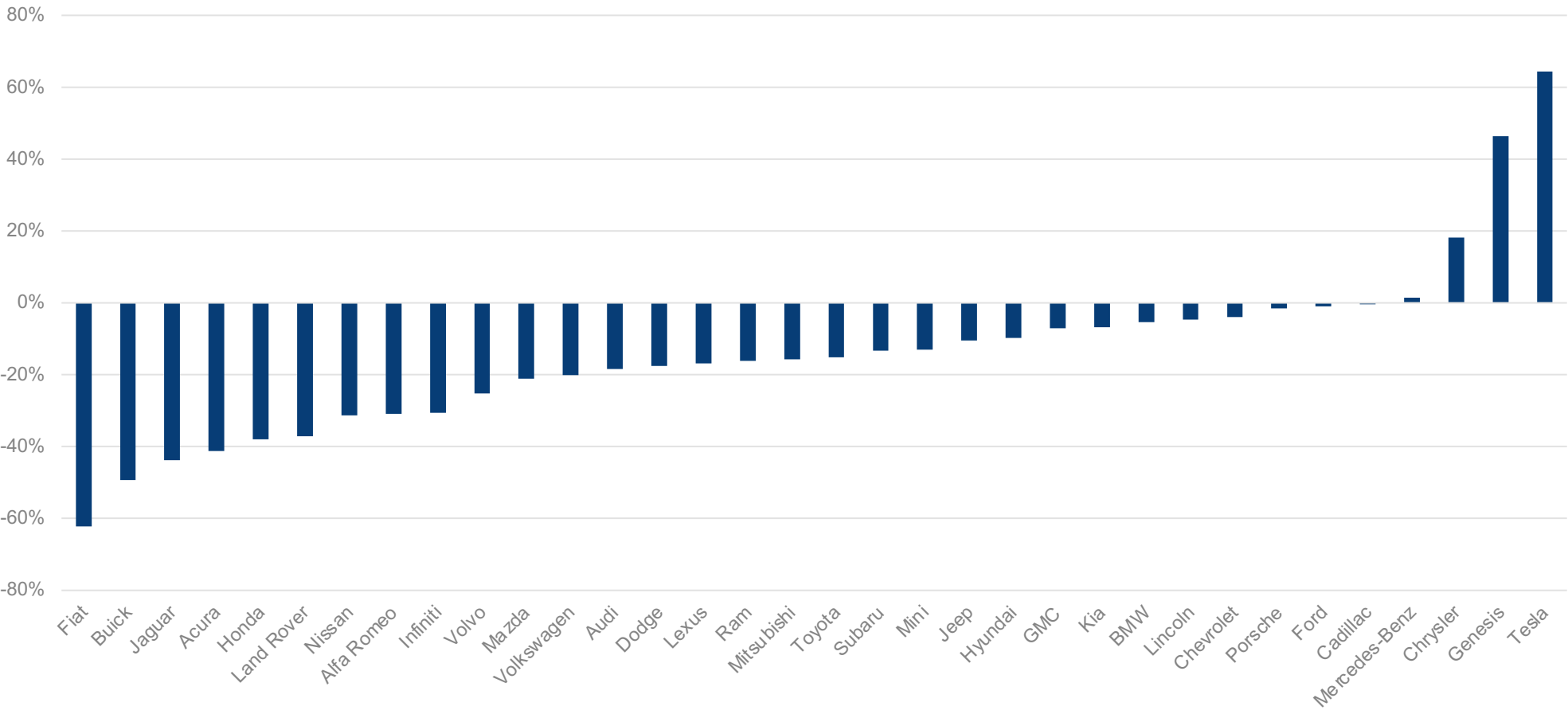


YTD Brand Sales | Tesla and Genesis maintain the lead

Most brands are down YOY



Sales Change: YTD September 2022 vs YTD September 2021

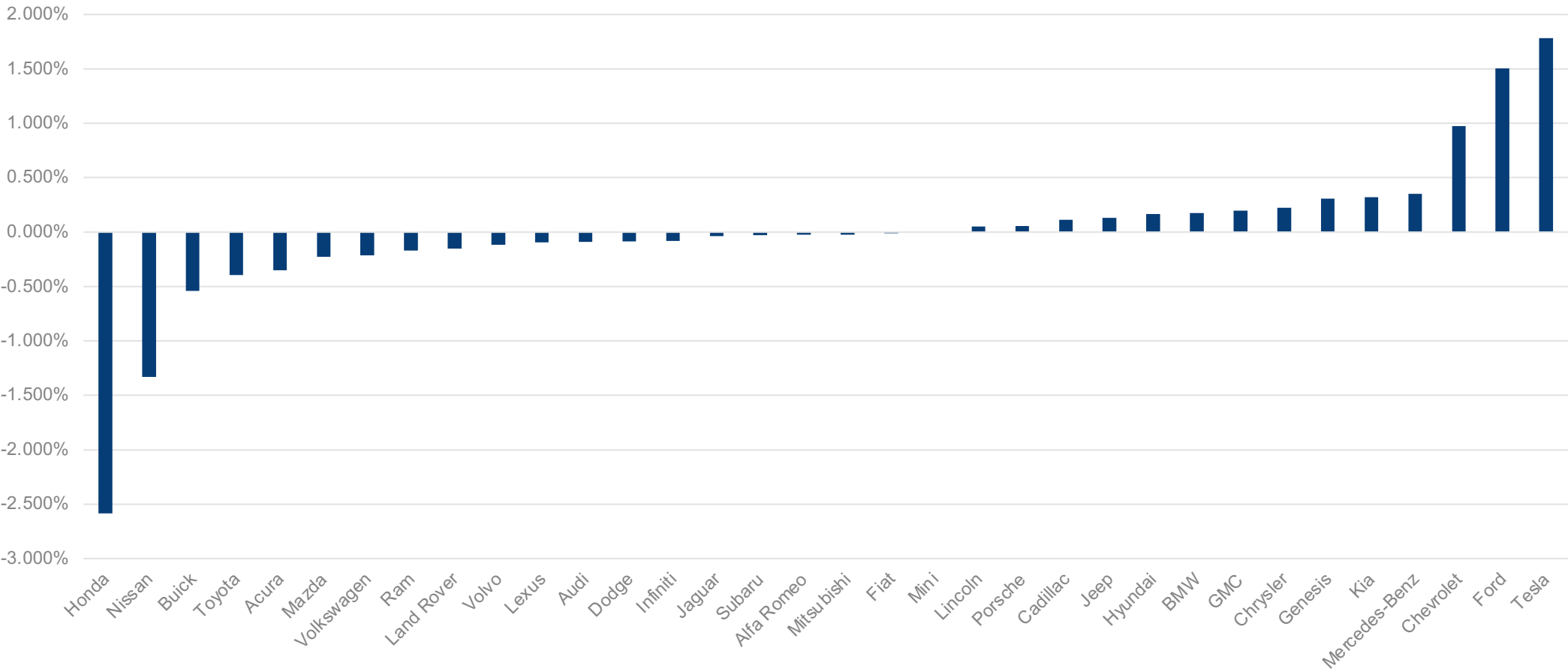


YTD Brand Share | Tesla back on top; Honda dead last

Honda's supply and inventory problems persist



Share Change: YTD September 2022 vs YTD September 2021

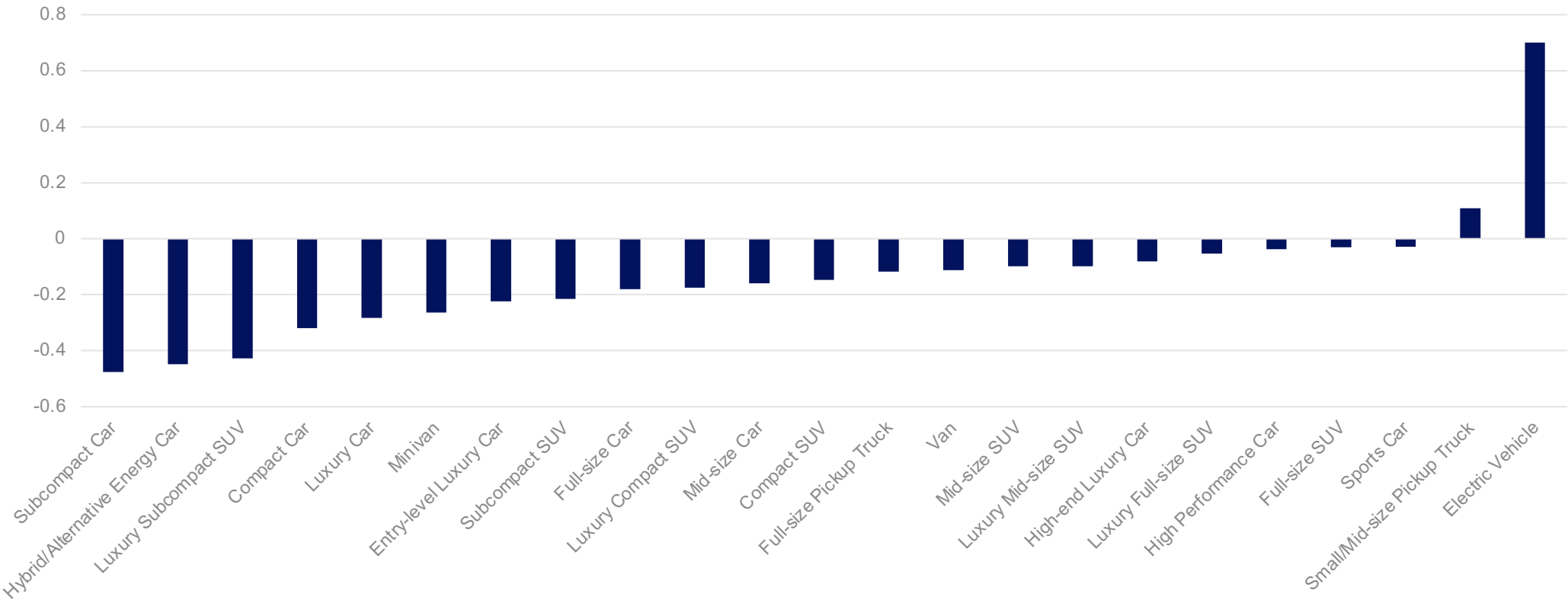


YTD Segment Sales | Small vehicles and Hybrids Underperforming

EVs and Small/Mid-size Pickup Trucks sales remain positive since last month

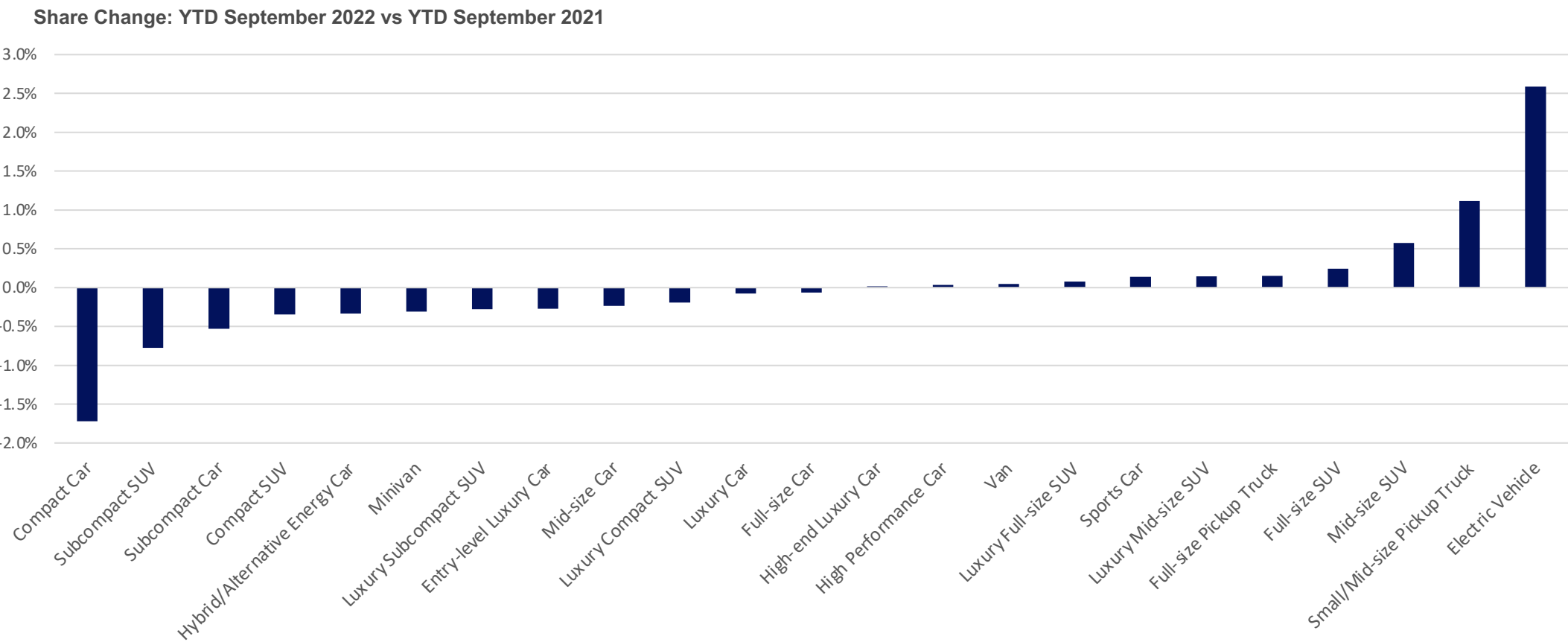


Sales Change: YTD September 2022 vs YTD September 2021



YTD Segment Share | Most Affordable Showing Lowest Share

Difficult to separate availability from consumer preference – but decline of cars continues





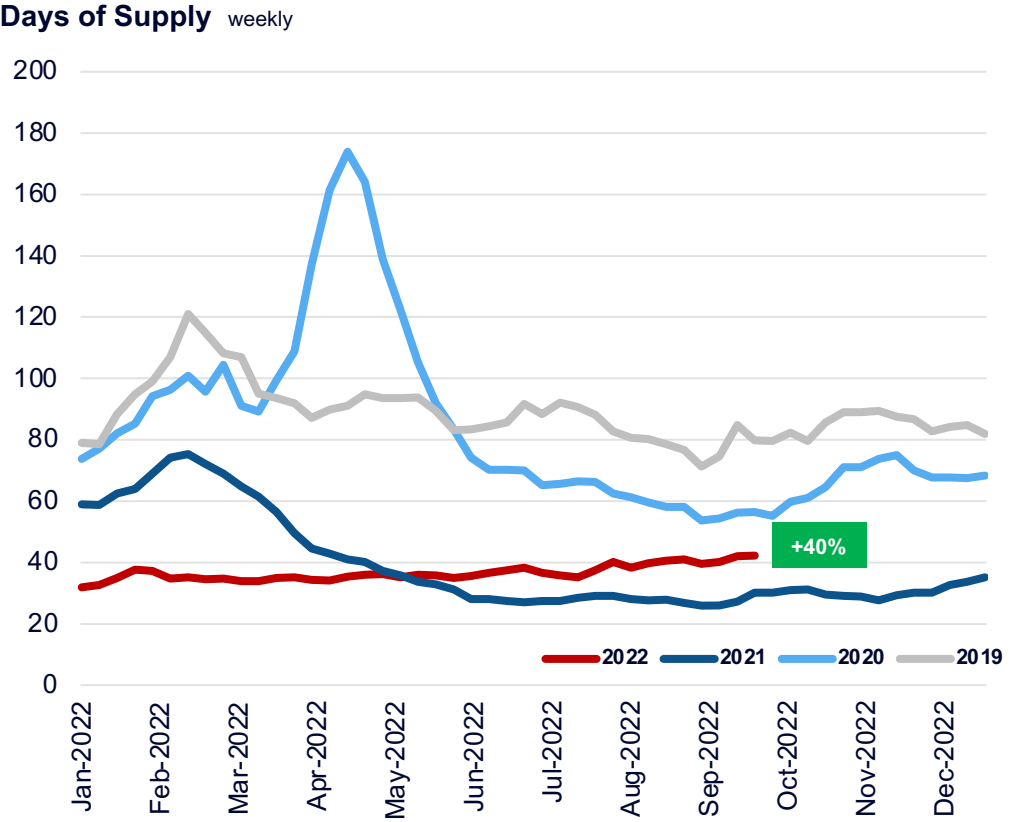
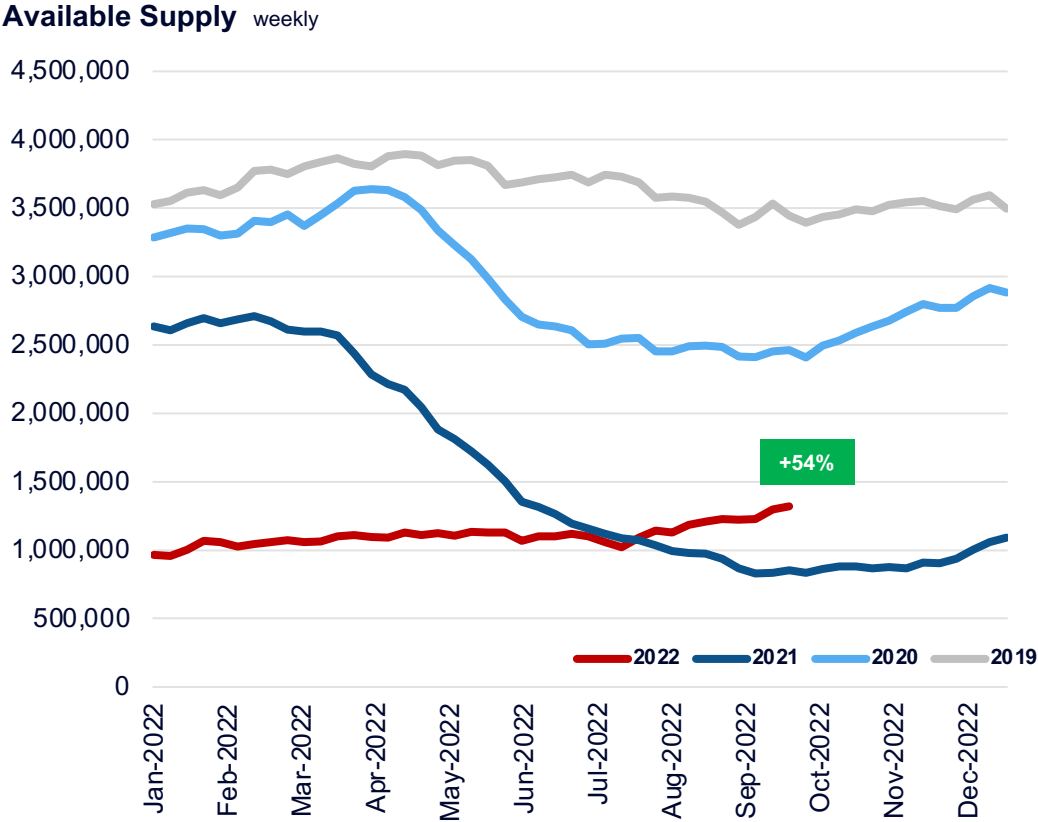
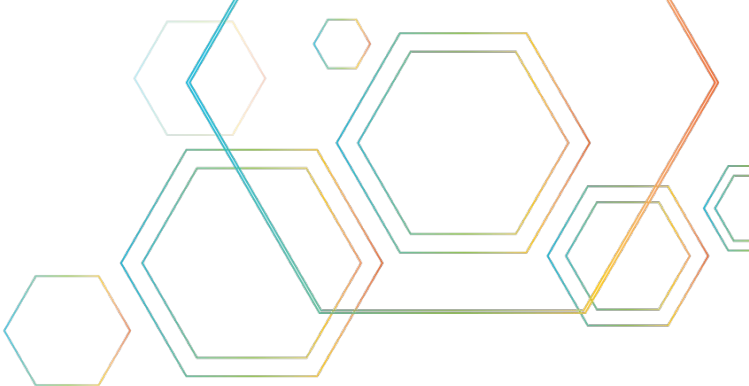
Rebecca Rydzewski

Research Manager

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New Vehicle Inventory | Now Up 54% From Last Year

Supply situation slowly improving – now nearly 465K more vehicles than in 2021

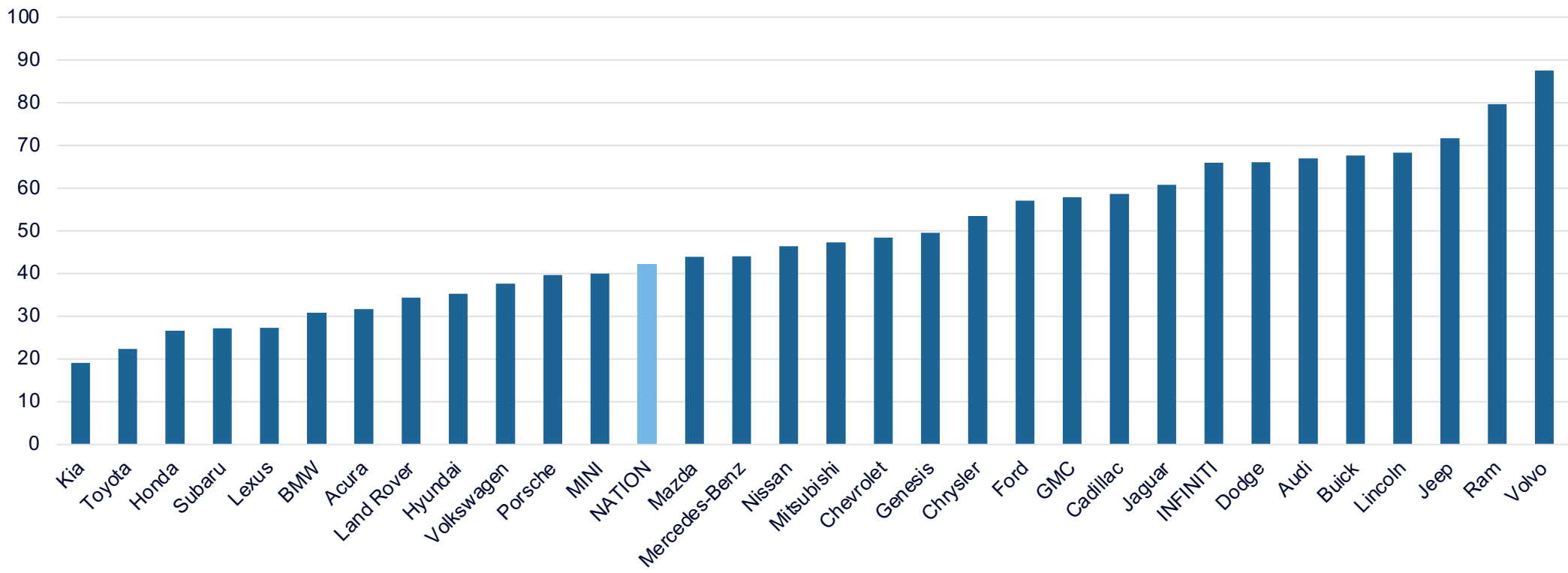


Brand Inventory | Supply Situation Varies

Kia, Honda, Toyota continue to have extremely tight supplies

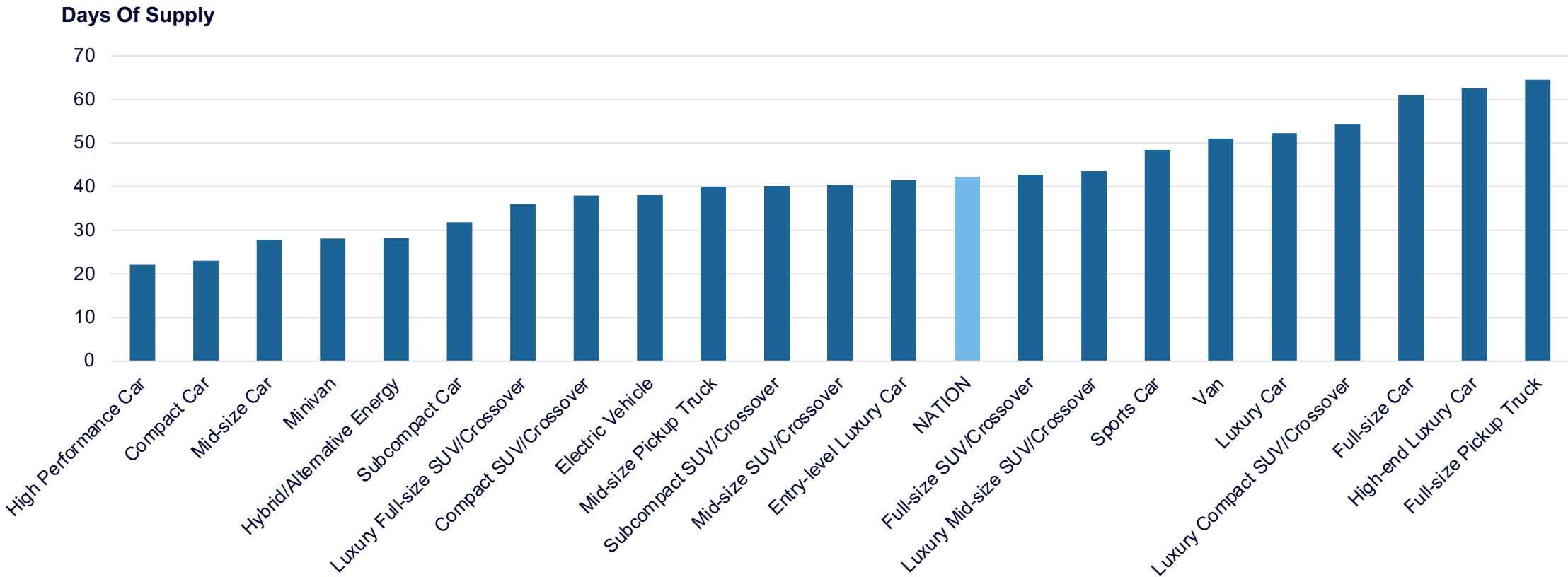


Days Of Supply



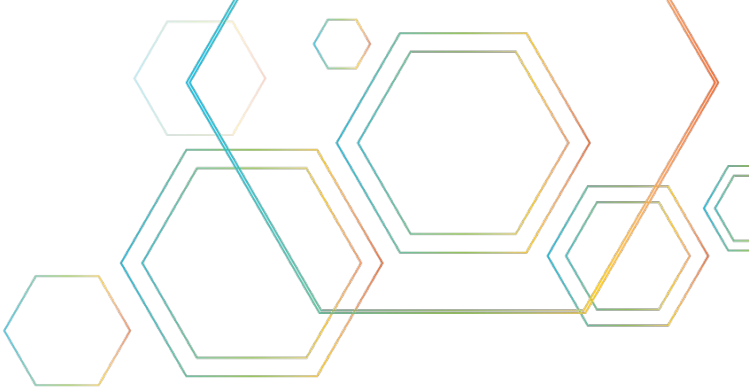
Segment Inventory | Small Cars Remain Tight

Big pickups and crossovers have more availability

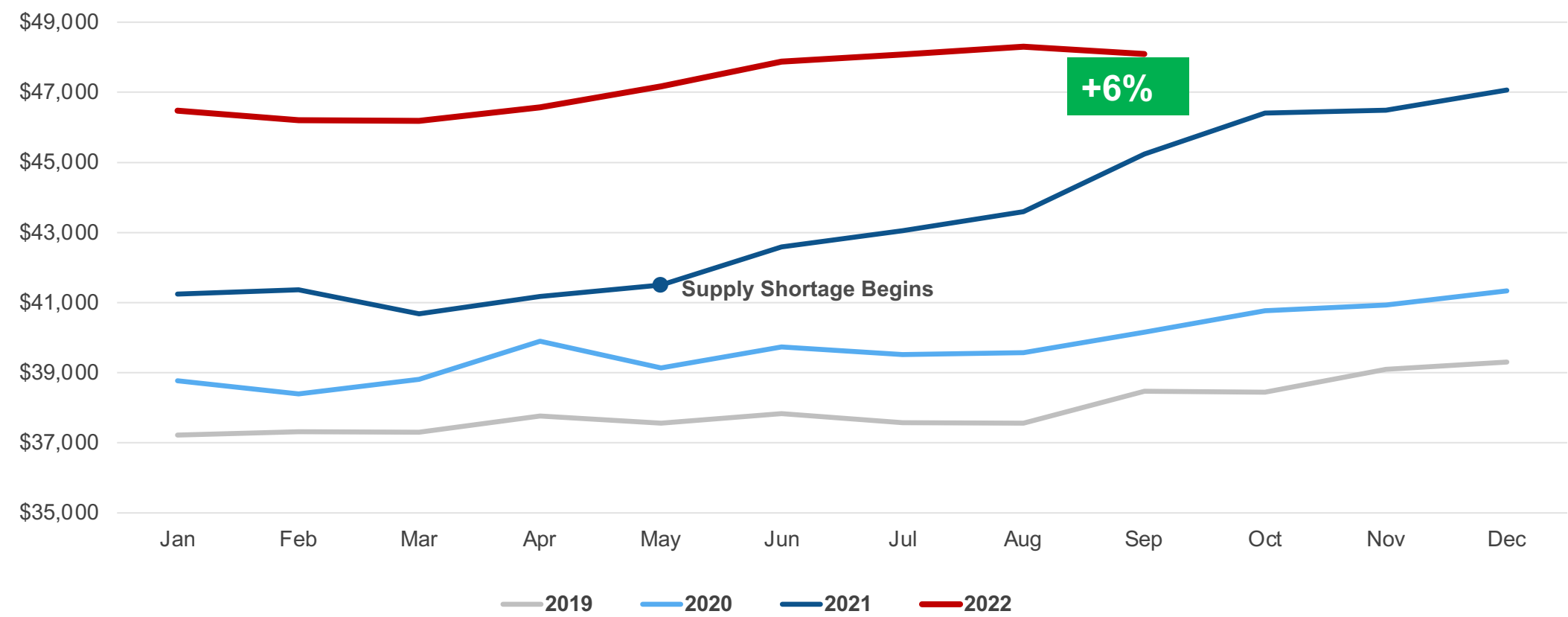


Transaction Prices | Now At \$48,301 – And Still Rising

Vehicle inflation to slow, but more expensive mix will continue

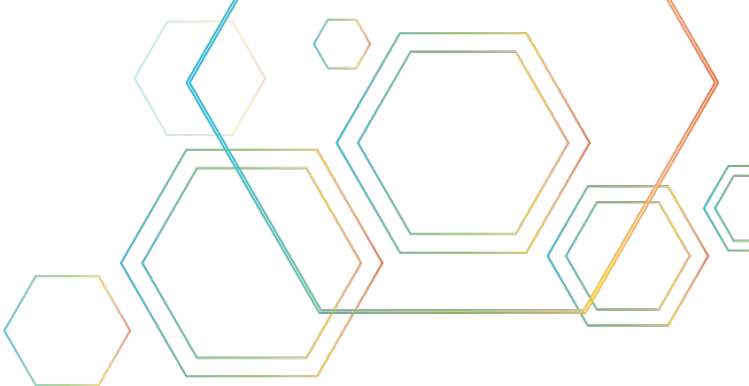


Estimated Average Transaction Prices



Seller's Market | Strong Margins Continue in 2022

Discounting and negotiating way down, MSRP is the price



Incentive % of Transaction Price

12.0%
10.0%
8.0%
6.0%
4.0%
2.0%
0.0%

Jan-19

Jul-19

Jan-20

Jul-20

Jan-21

Jul-21

Jan-22

Jul-22

May 2021

Price Share of MSRP

104%
102%
100%
98%
96%
94%
92%

- Price Strength
- Incentive % Transaction Price



Quentin Wallace

Research Manager

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Consumer Sentiment Up From Spring Low

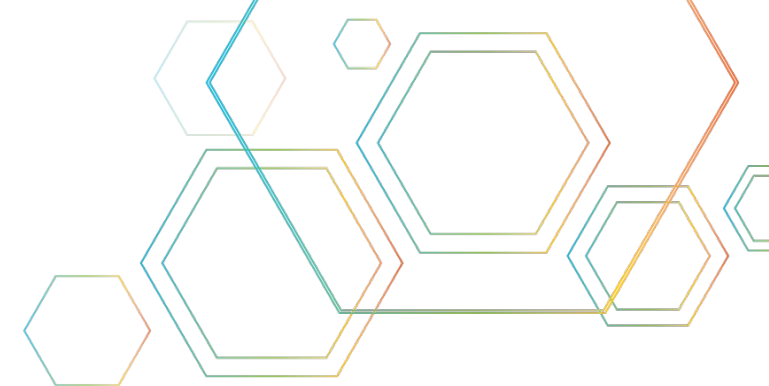
The Index of Consumer Sentiment declined 0.7% in September but was up 1.0% week over week.



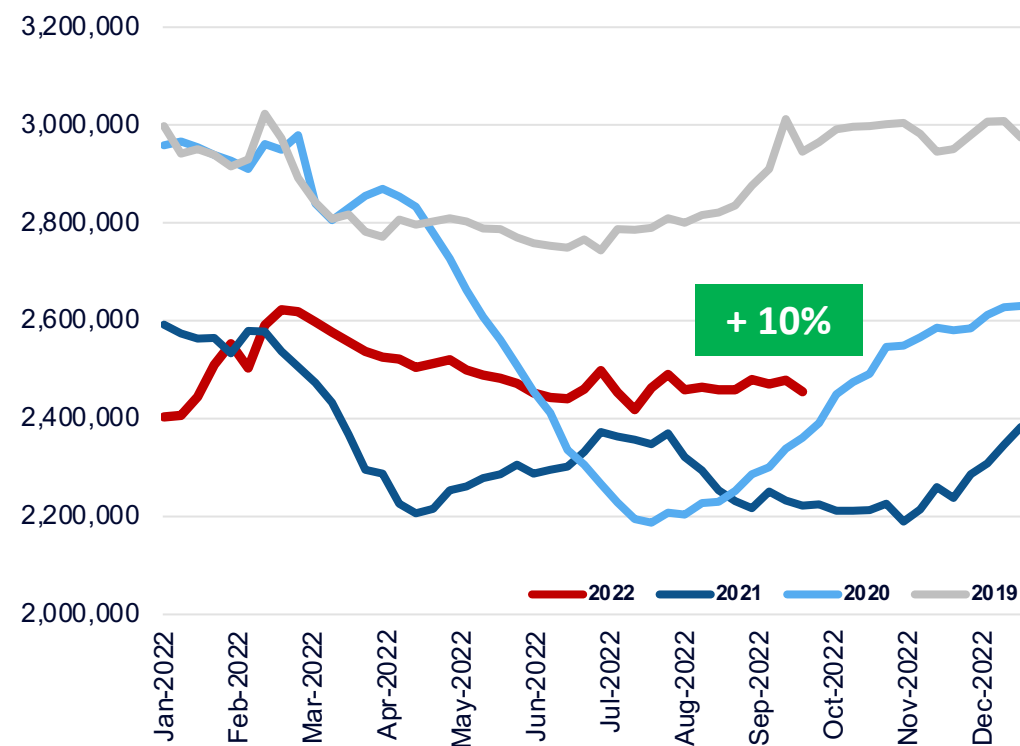
 **MORNING CONSULT**

Used Vehicle Inventory | Higher By 10% Over Last Year

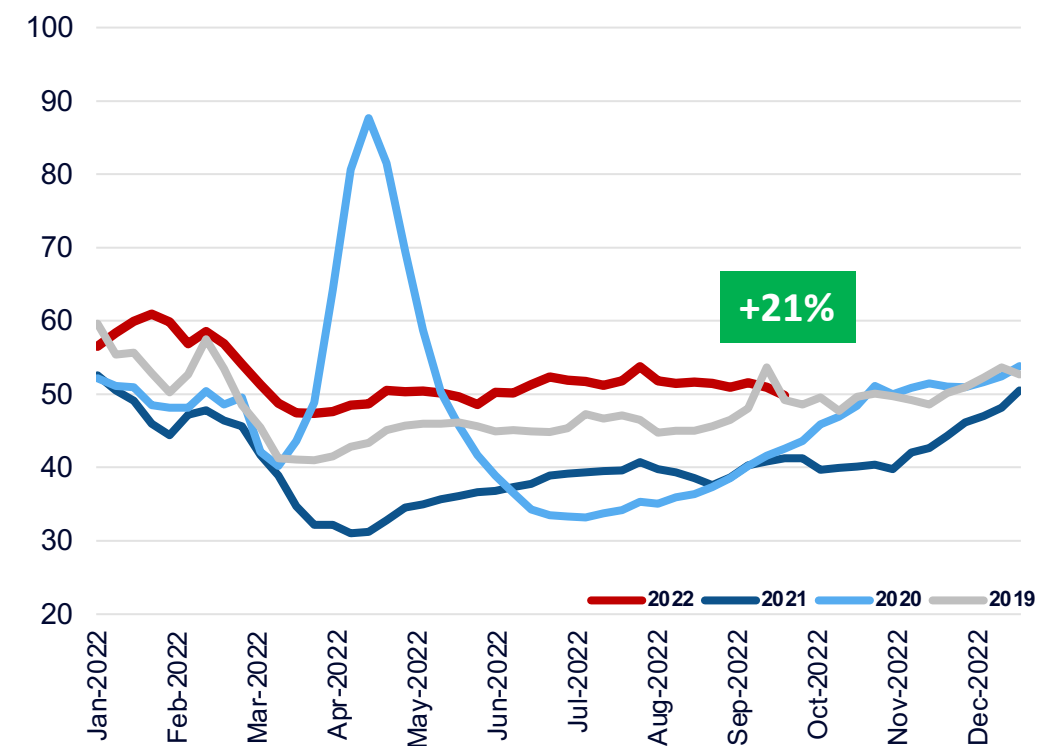
Sales pushed days of supply to 2019 levels.



Available Supply weekly

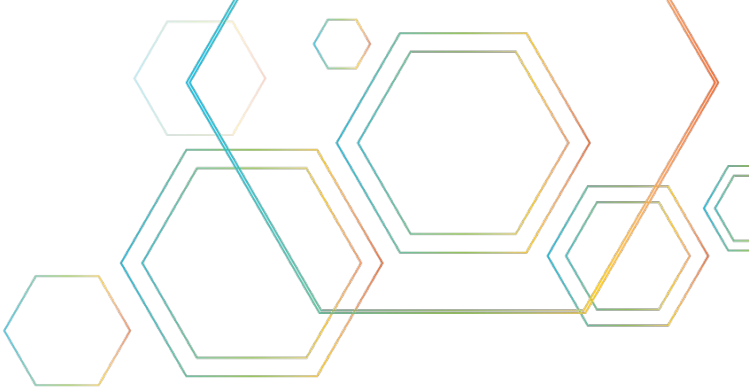


Days of Supply weekly

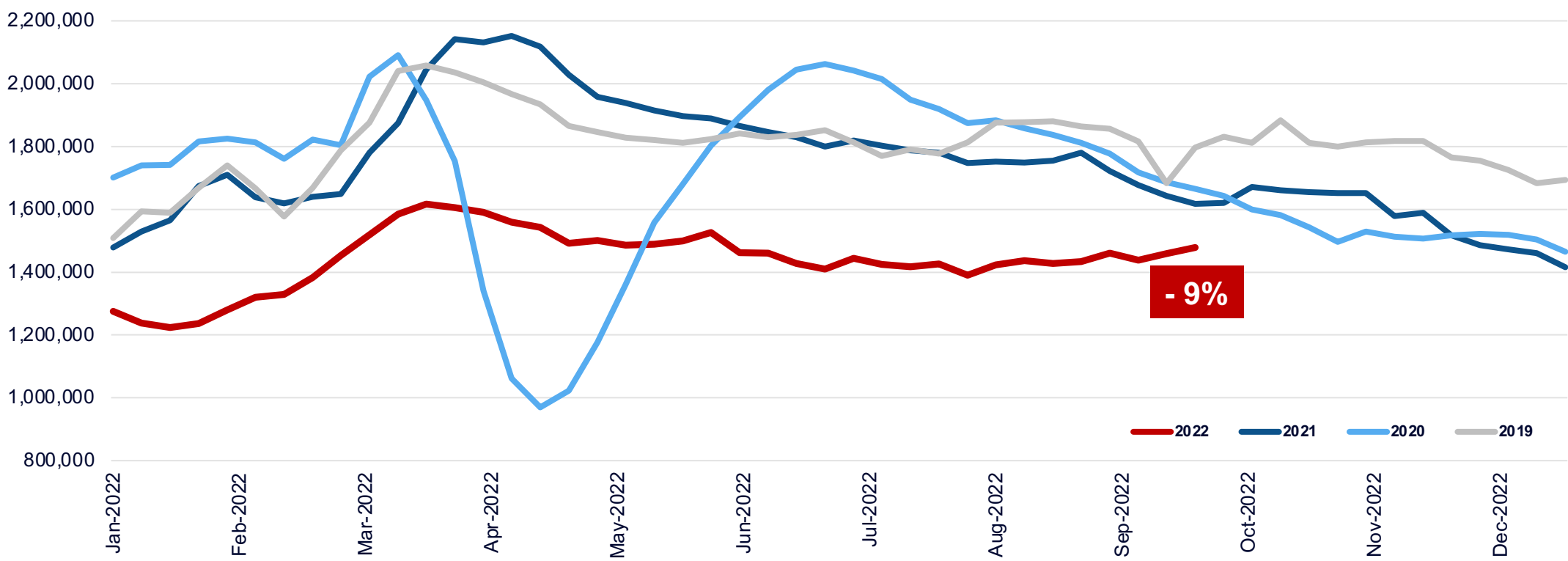


Used Vehicle Sales | Down 9% From Last Year

Still showing strength going into fall selling season.



Rolling 30 Day Retail Sales weekly

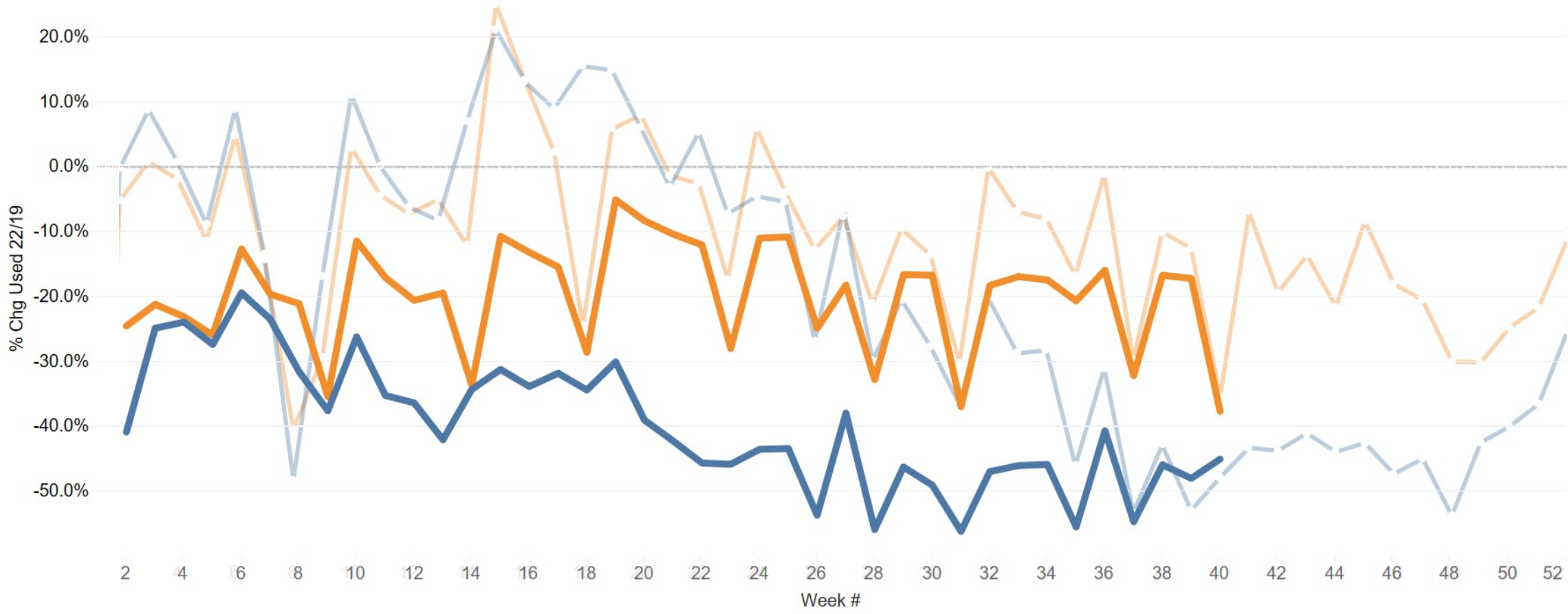


Retail Sales Estimates



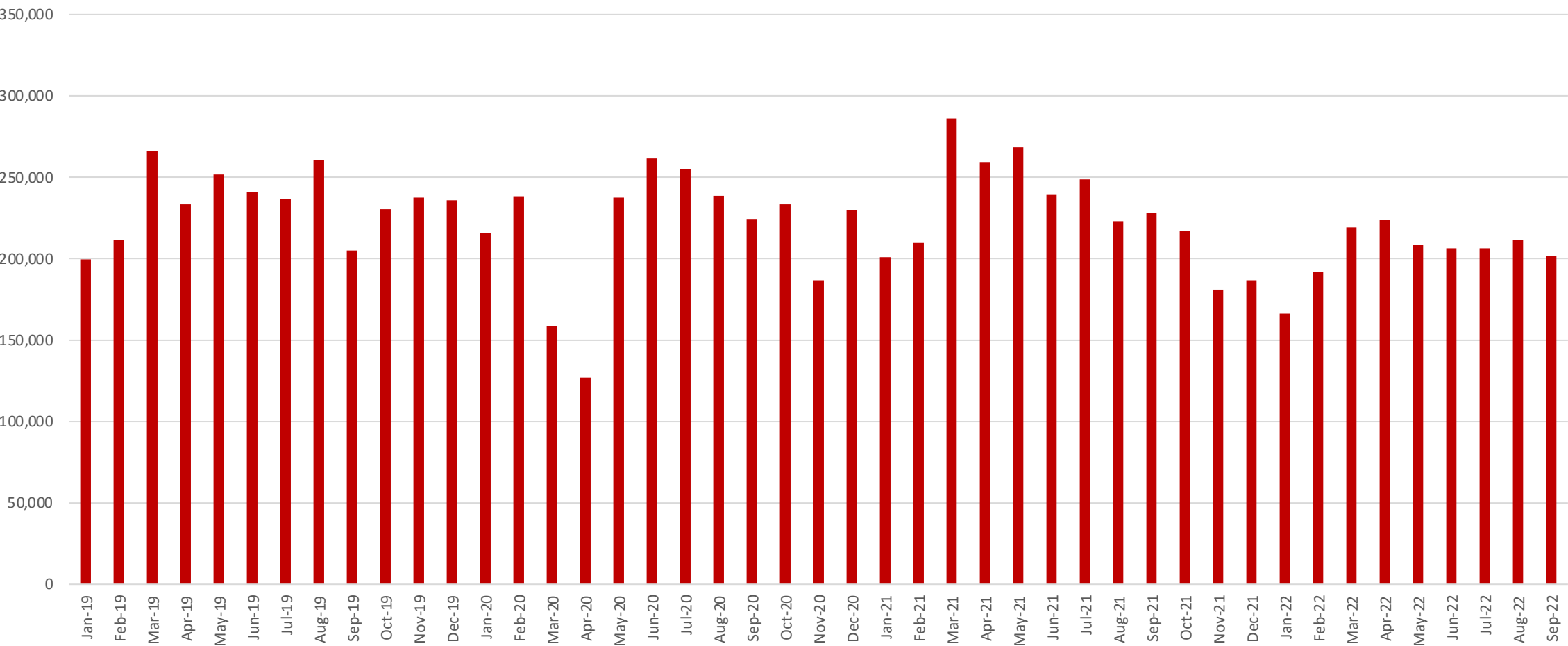
2022 and 2021 % Chg vs. 2019 in Retail Sales by Week

% Chg New 21/19 % Chg Used 21/19 % Chg New 22/19 % Chg Used 22/19



CPO Sales Slower in 2022 But on Upward Trend

CPO sales decreased 4% in September and were down 11% against 2021.

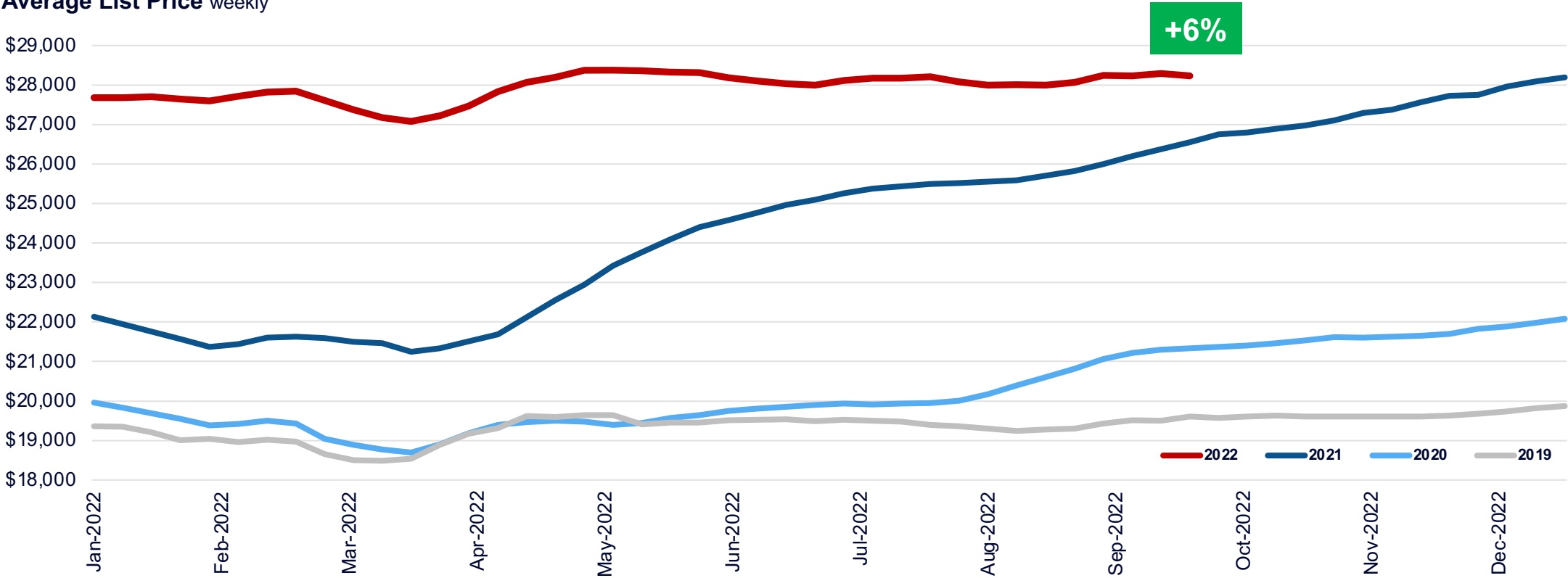


Used Vehicle List Price | Now Up 6% From Last Year

Price growth still slowing as anniversary of price shift passes.



Average List Price weekly



Wholesale Used Prices Now Seeing Normal Depreciation

The average MY 2019 wholesale price declined 0.6% last week, and retail was down 0.7%.



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Any Questions?

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