

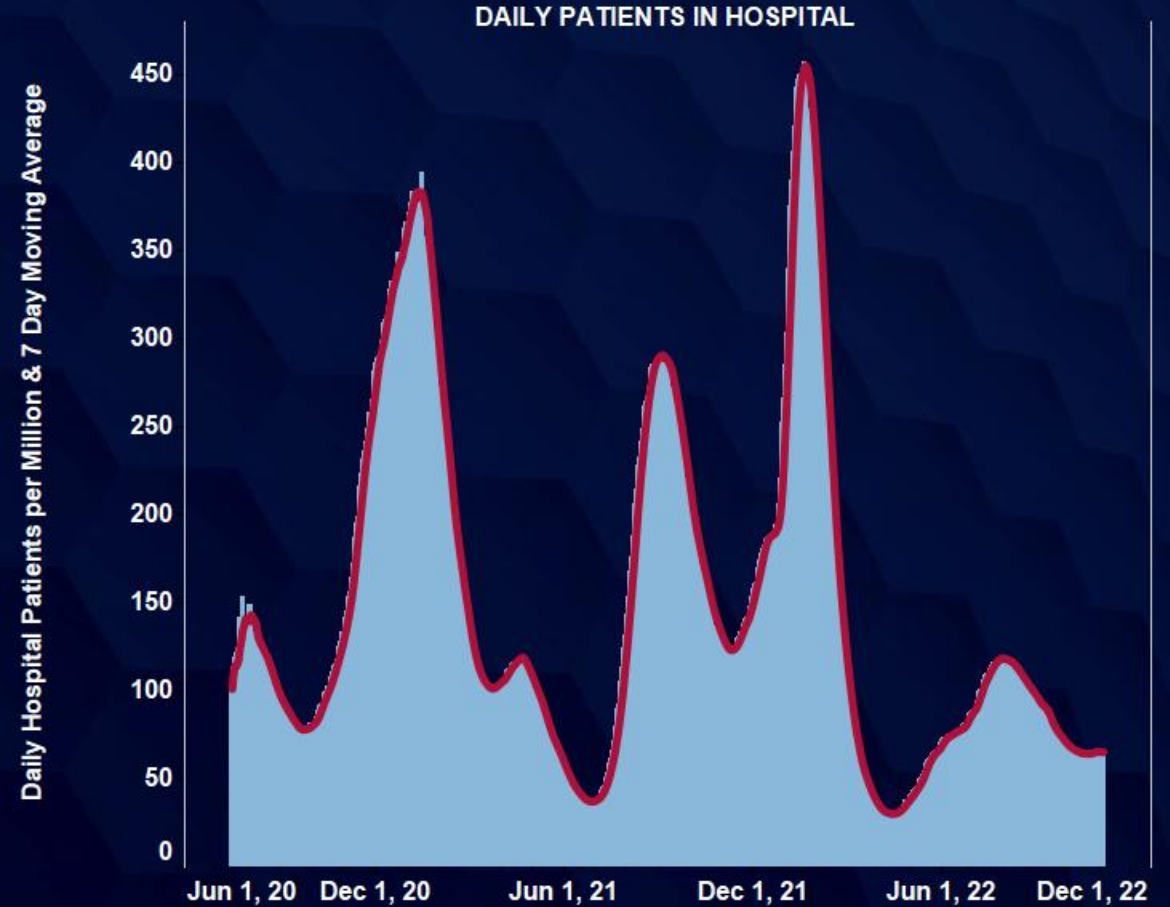
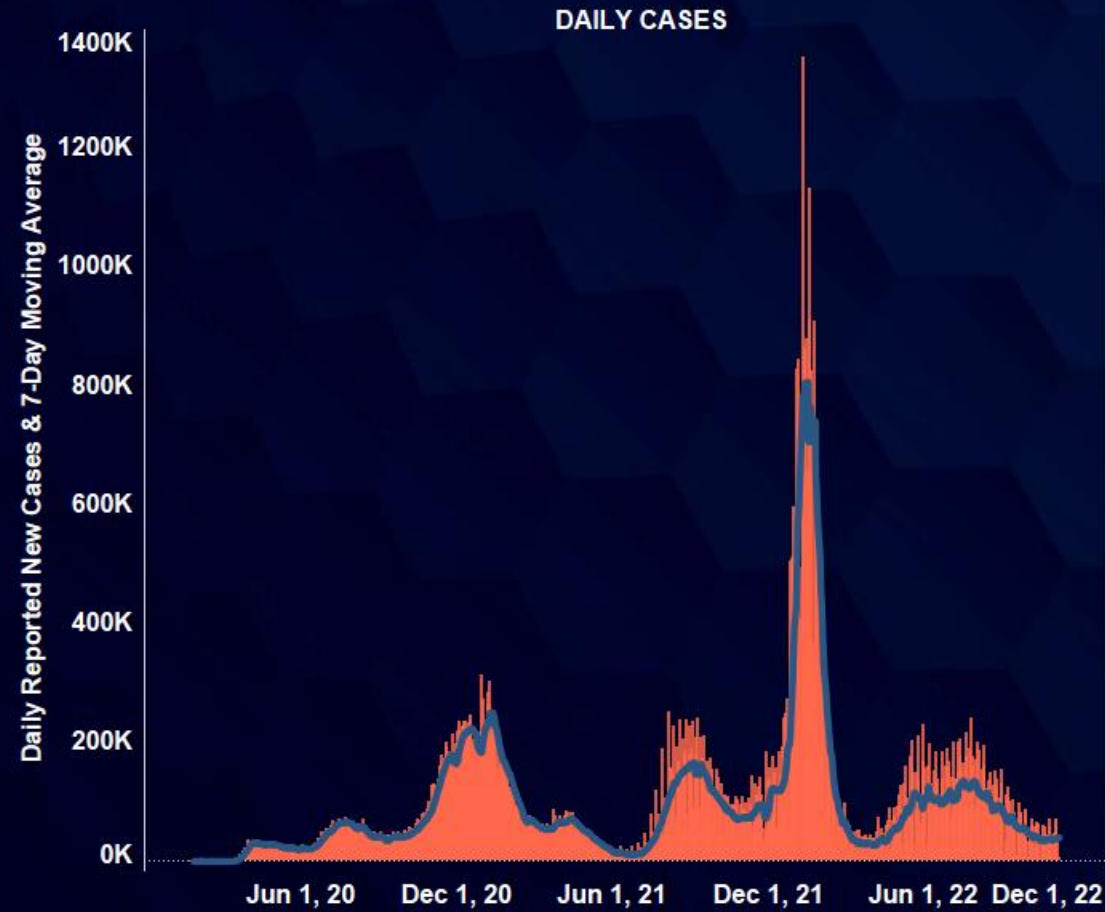


November 8, 2022

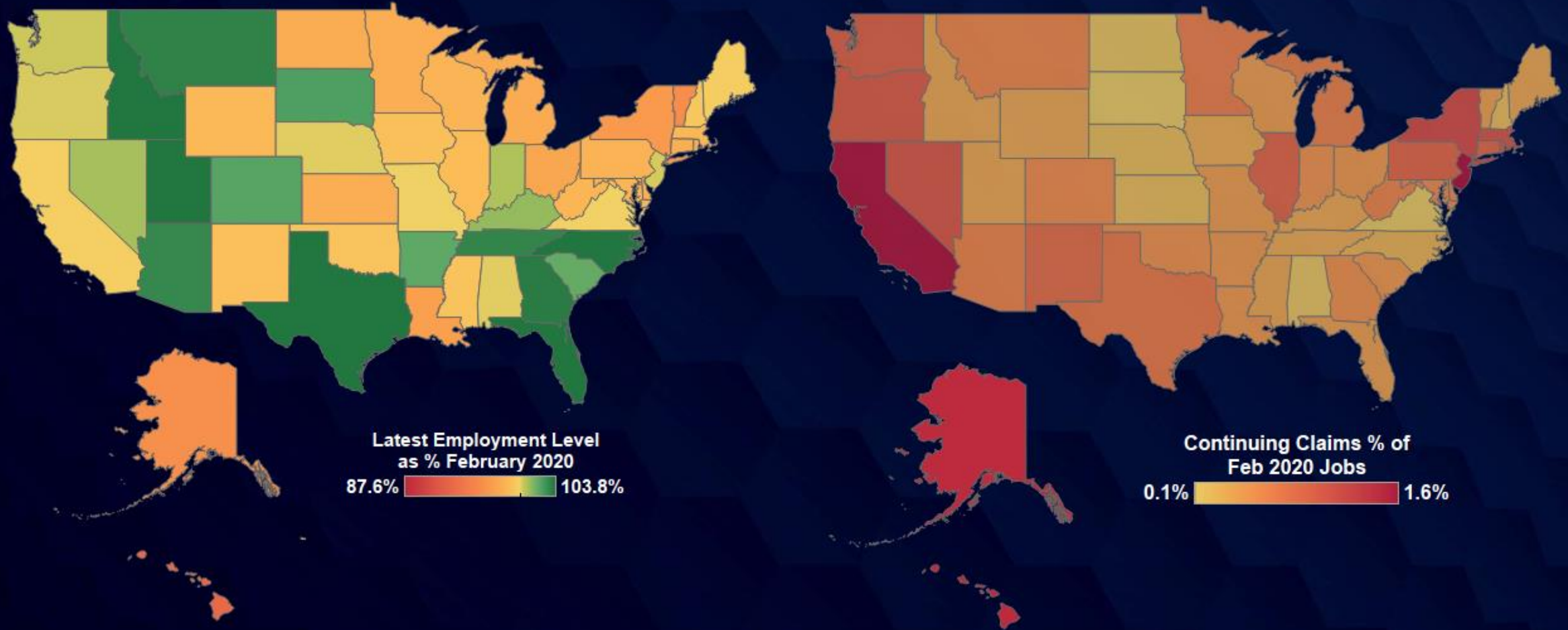
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



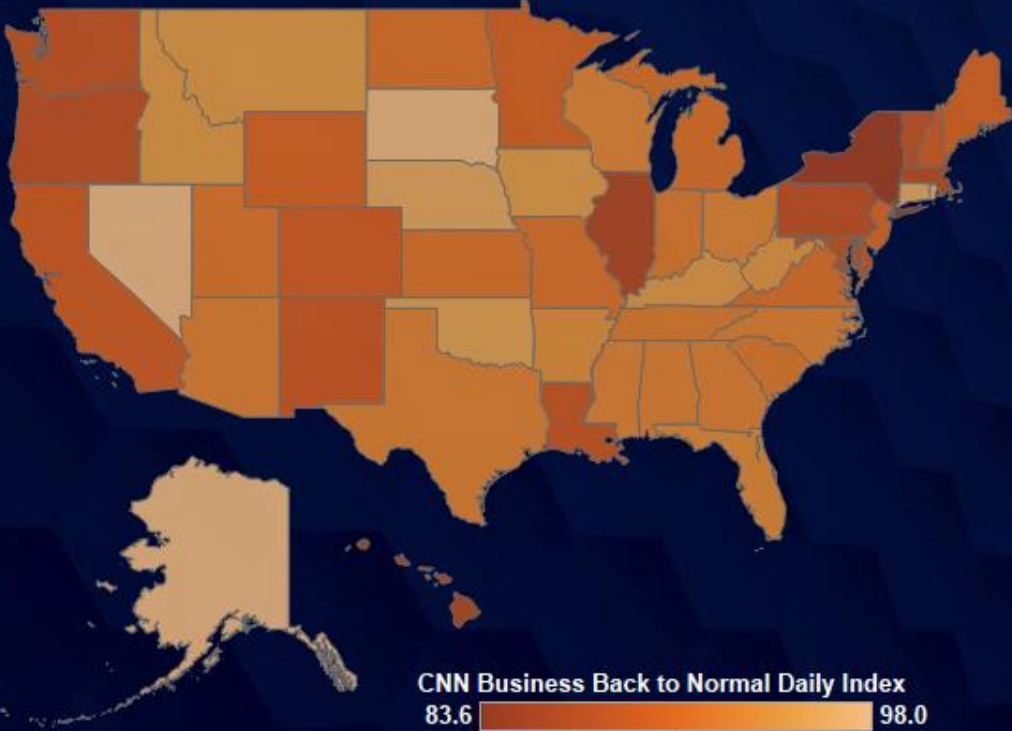
Continuing Claims at 1.49 Million Nationally



NOTE: Latest Employment Numbers for September 2022;
Continuing Claims Unemployment Data for Week Ending October 15

Economic Activity Eroding

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



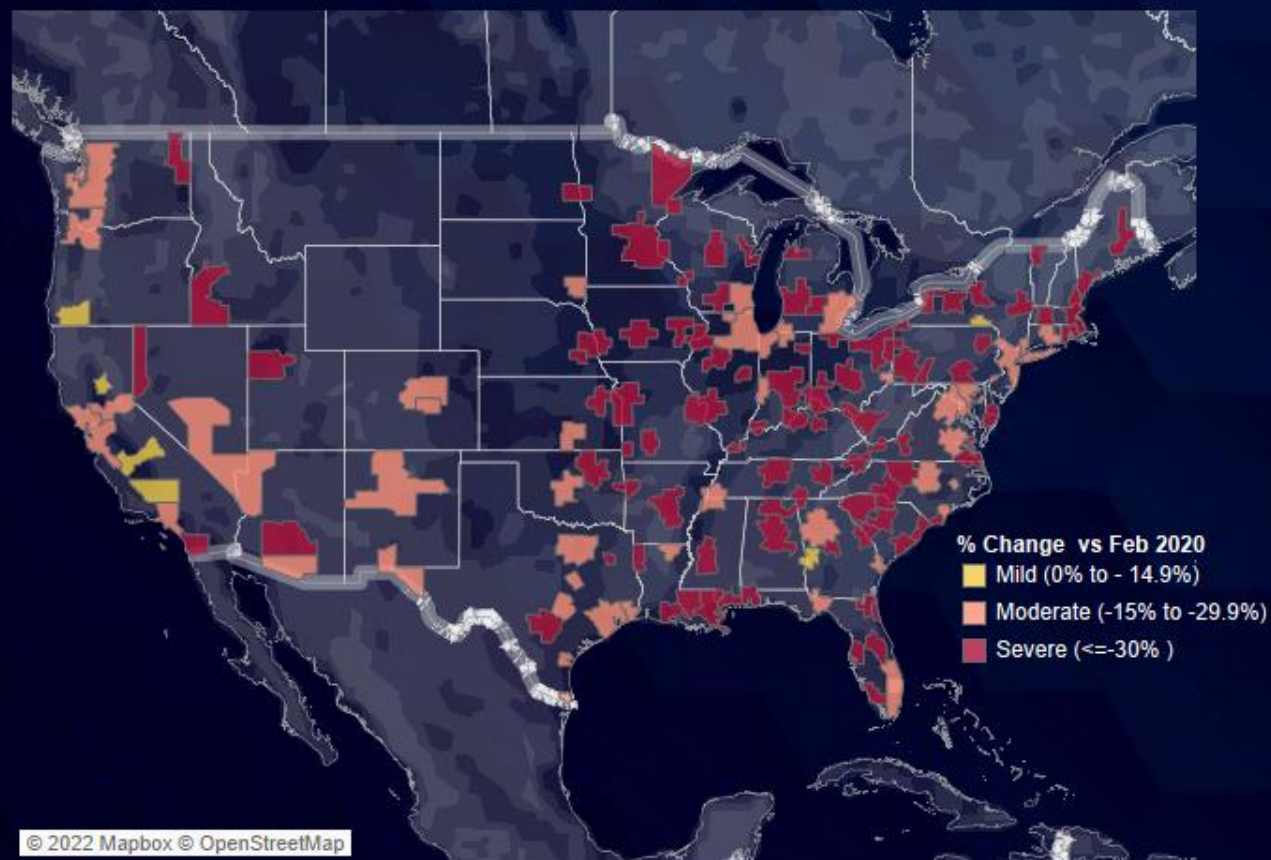
Consumer Sentiment Up to Start November

The Index of Consumer Sentiment declined 0.7% in September and 2.7% in October but is up 1.5% to start November

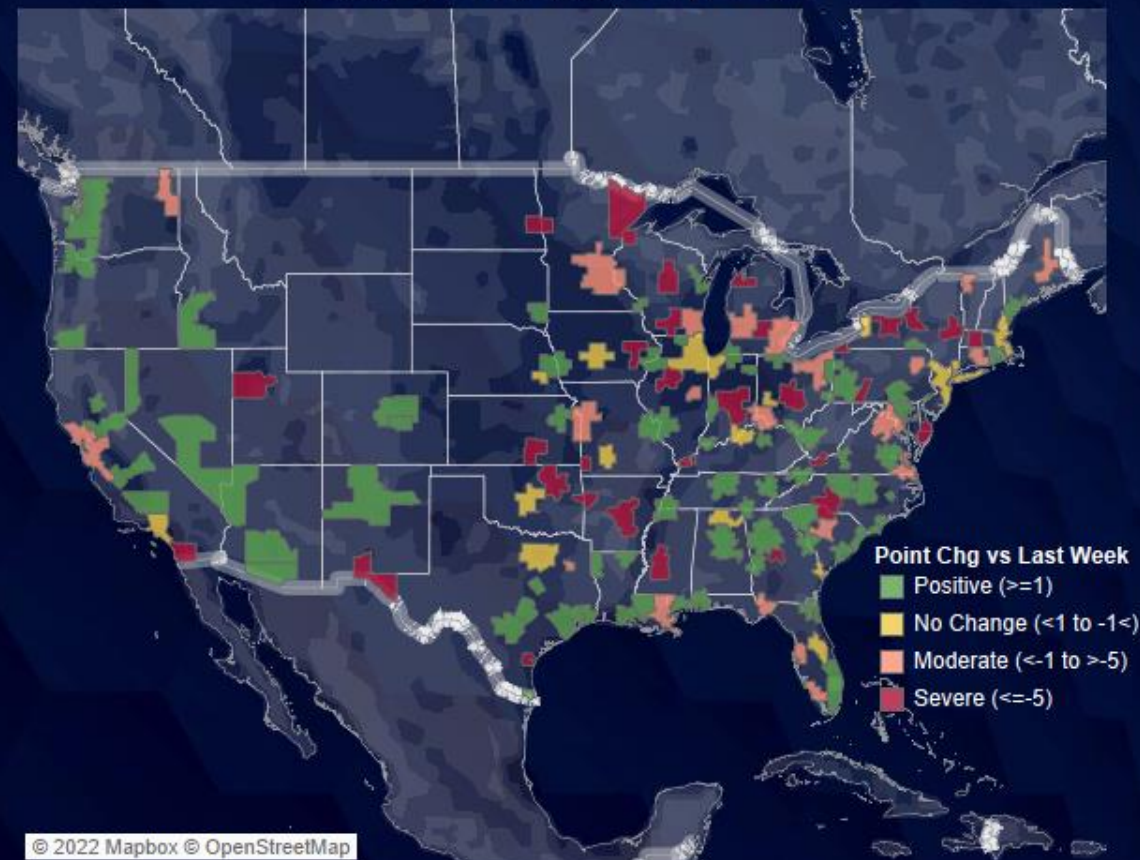


Sentiment Shifts Across Markets

Since February 29, 2020



Since October 31, 2022

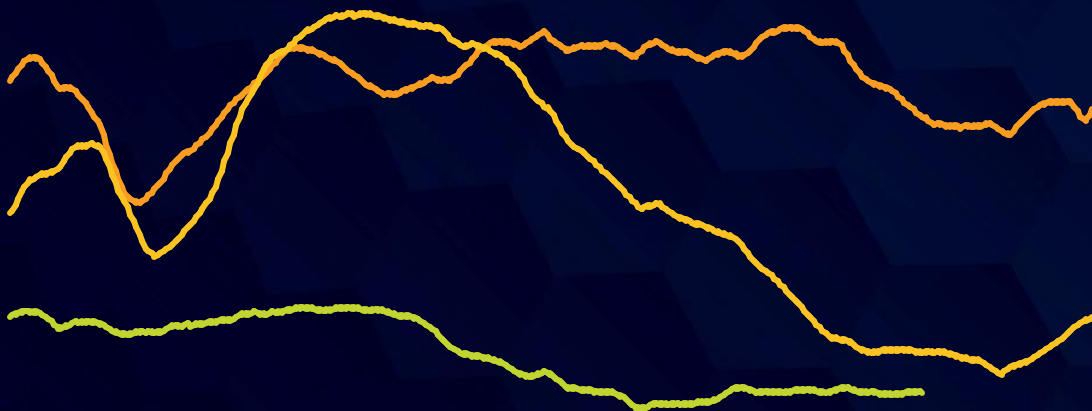


Retail Sales Estimates

New sales increased 1% w/w, and performance y/y improved; uses sales were down 1% w/w and unchanged y/y

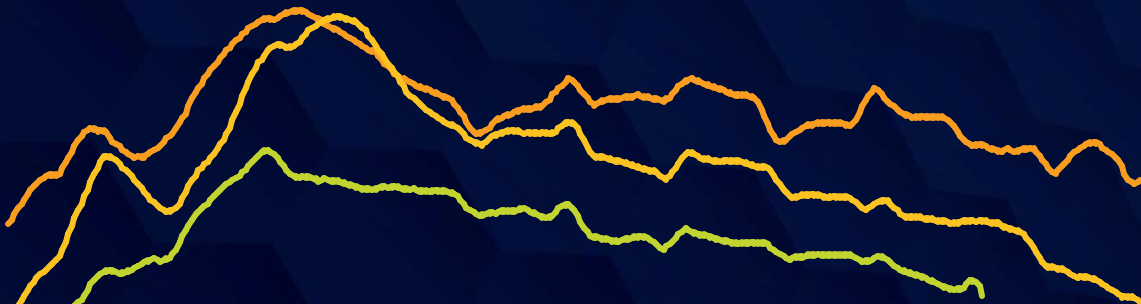
Dealertrack Retail New Sales

2019 2021 2022



Dealertrack Retail Used Sales

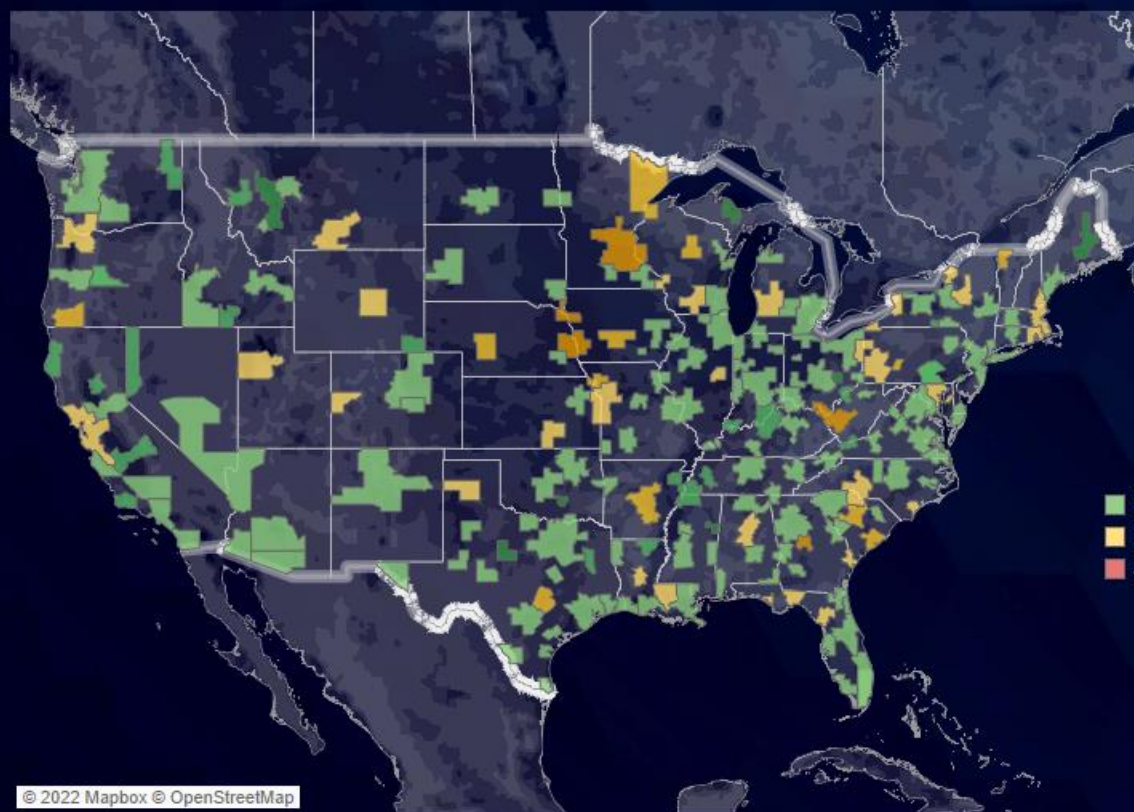
2019 2021 2022



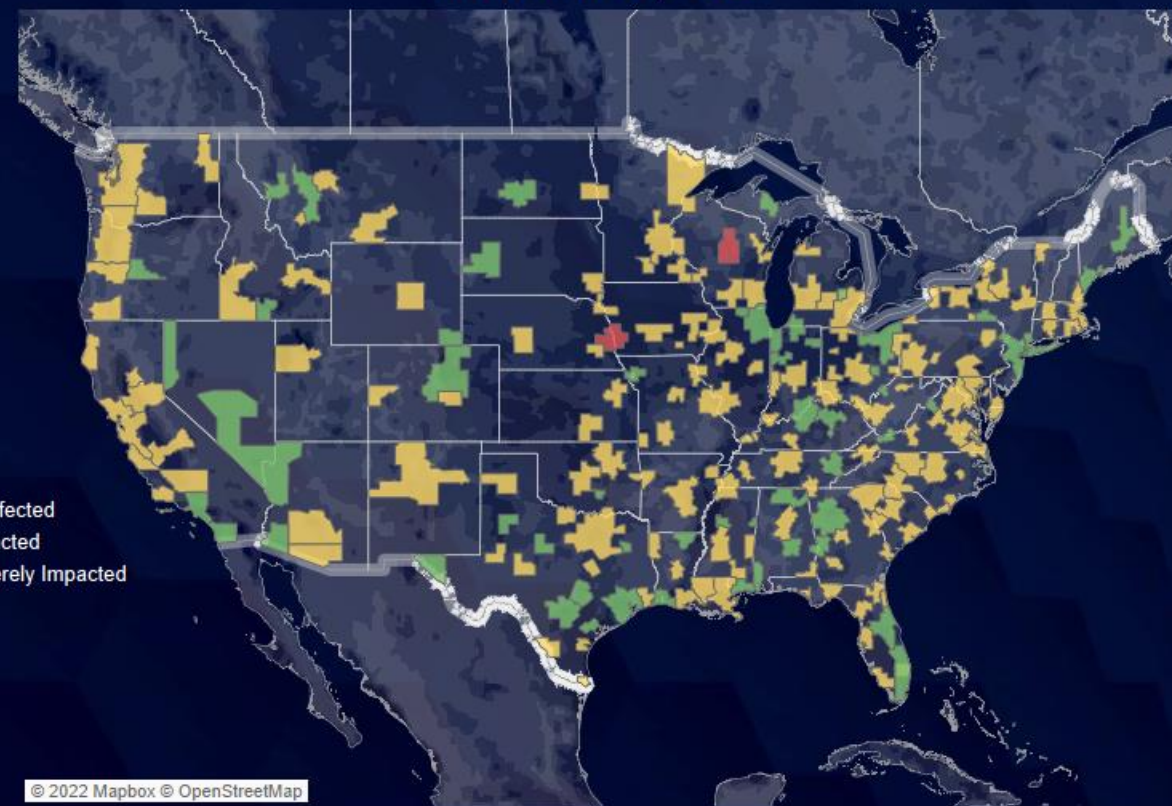
7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358 7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

Sales Impact Varies by DMA

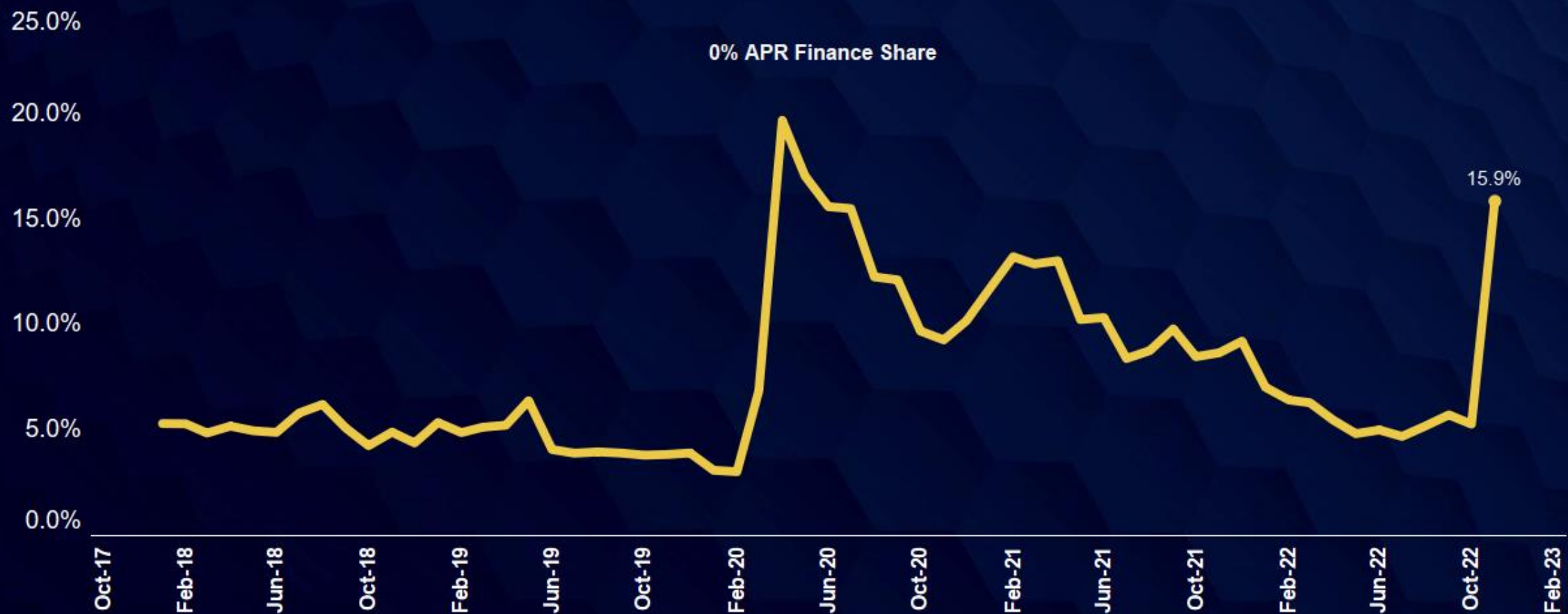
March 29, 2021 (vs same-week 2019)



November 5, 2022



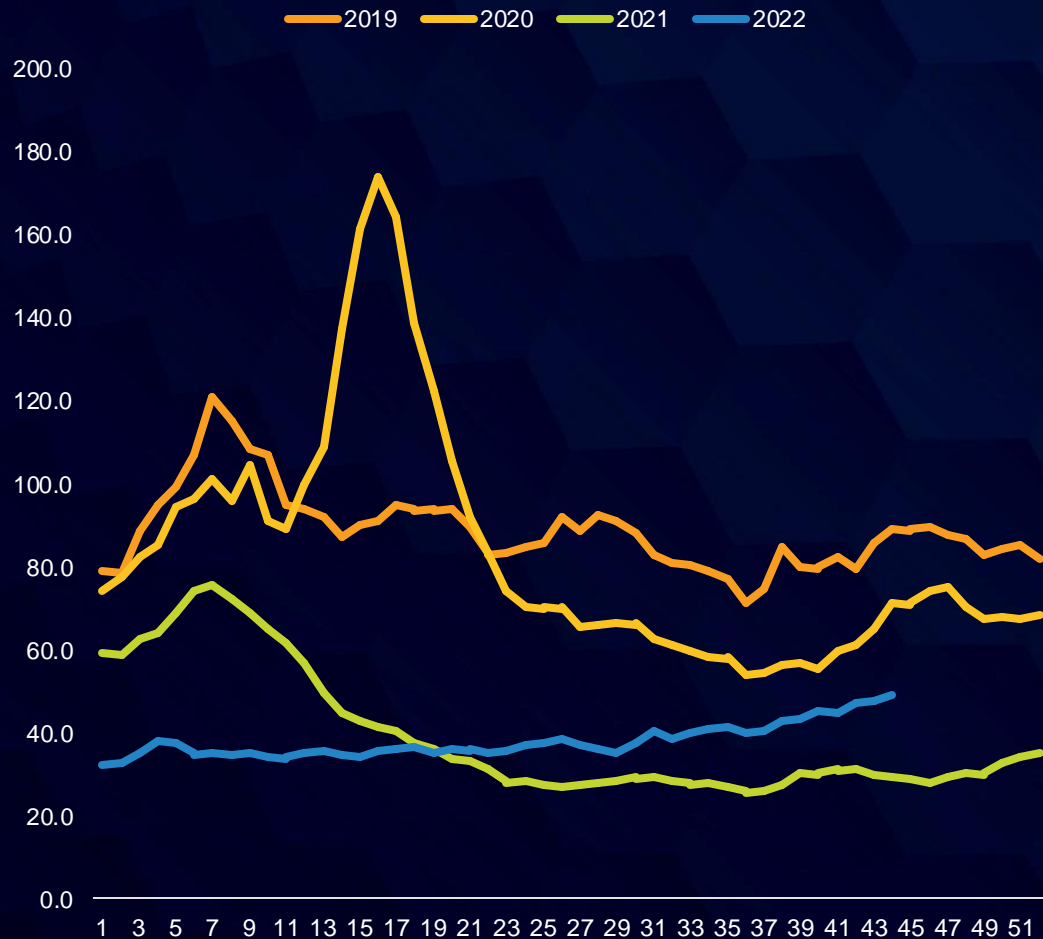
Zero Percent Financing



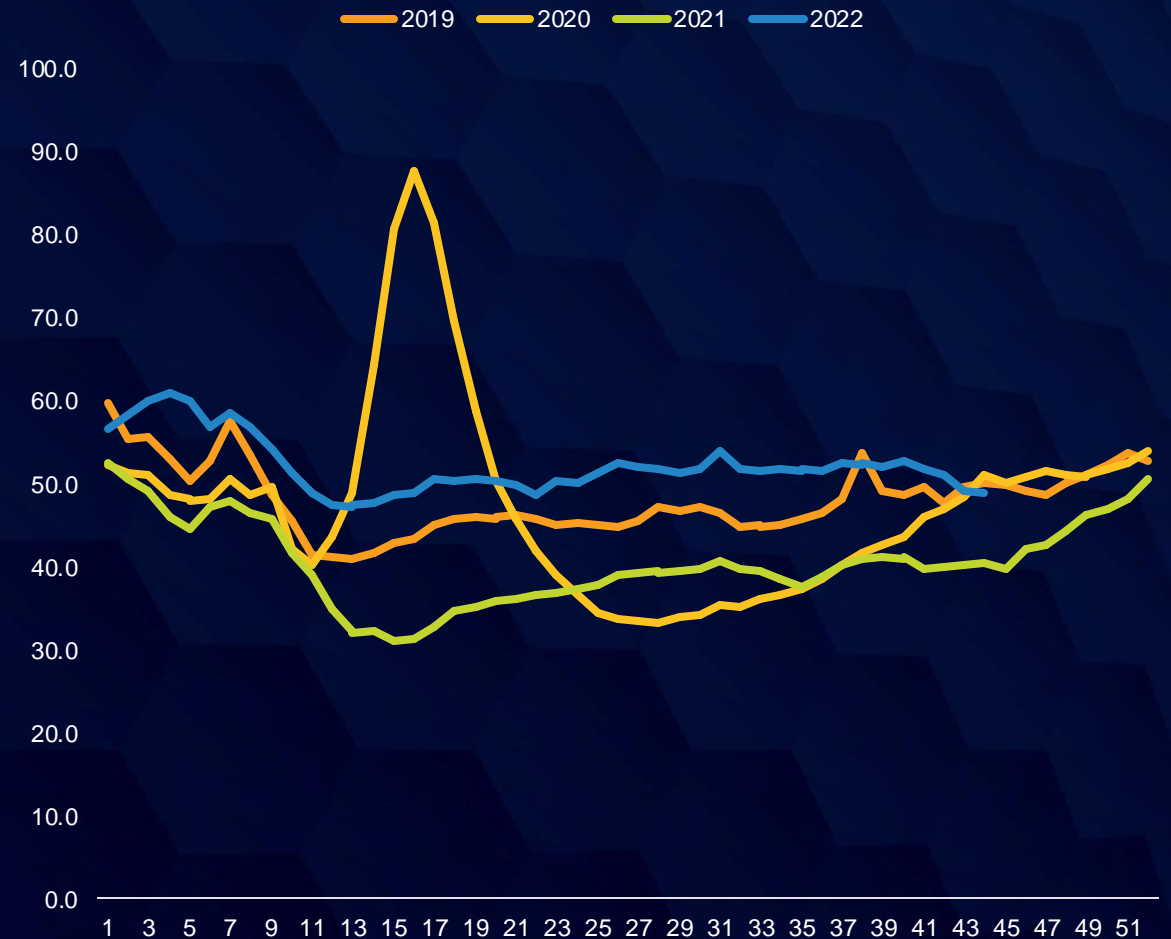
Retail Supply Building in New; Normal in Used

New supply is 20 days higher y/y and up 6 days from Sep; used supply is up 9 days y/y and down 3 days from Sep

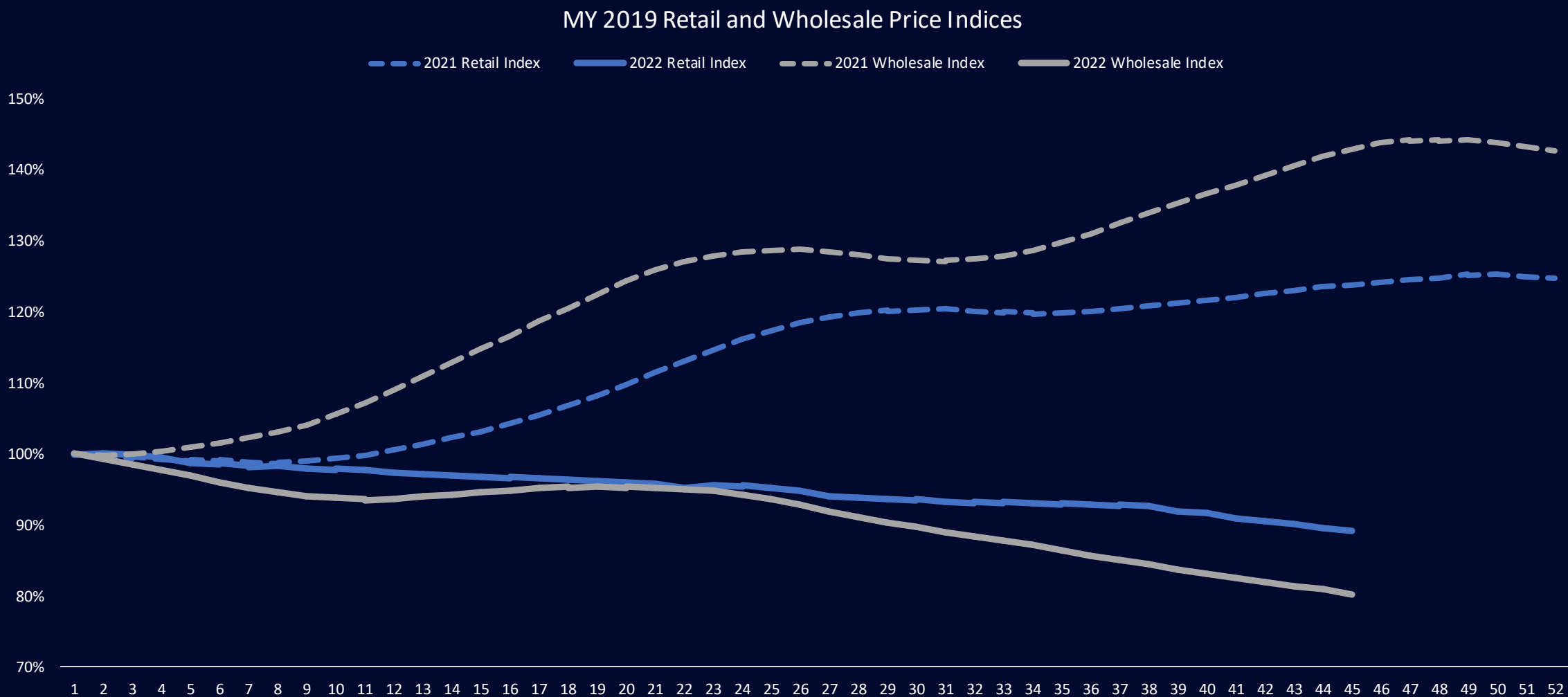
New Days' Supply



Used Days' Supply



Wholesale Used Prices Seeing Accelerating Depreciation



Cox Automotive Leading Indicators

- Leads are down y/y in November on both Autotrader and Kelley Blue Book, and
 - Leads are up for the month compared to October on Kelley Blue Book
- Credit applications on Dealertrack were stable in total w/w:
 - Unique applications on same-store basis last week were down 11% y/y with stable trend
- Service trends on Xtime relative to last year declined last week:
 - Completed appointments last week were down 5% 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