

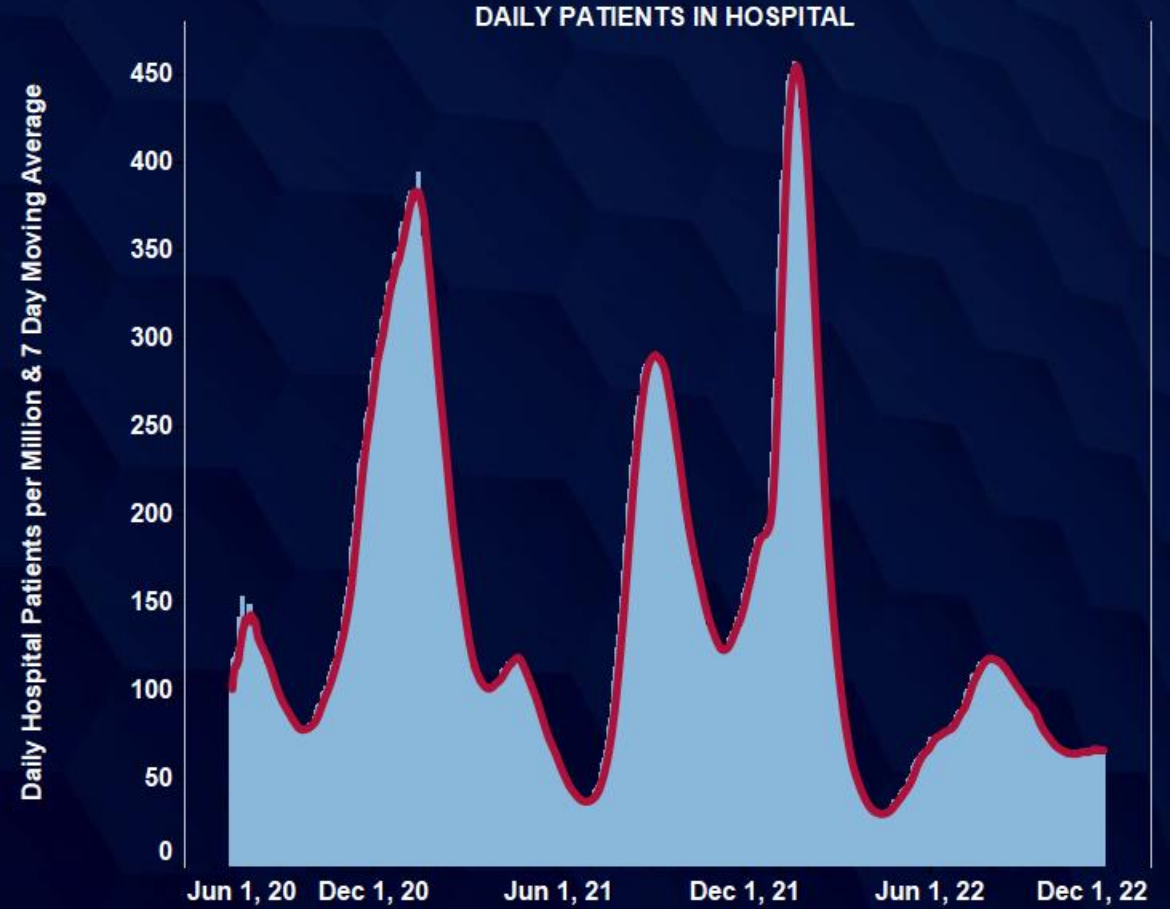
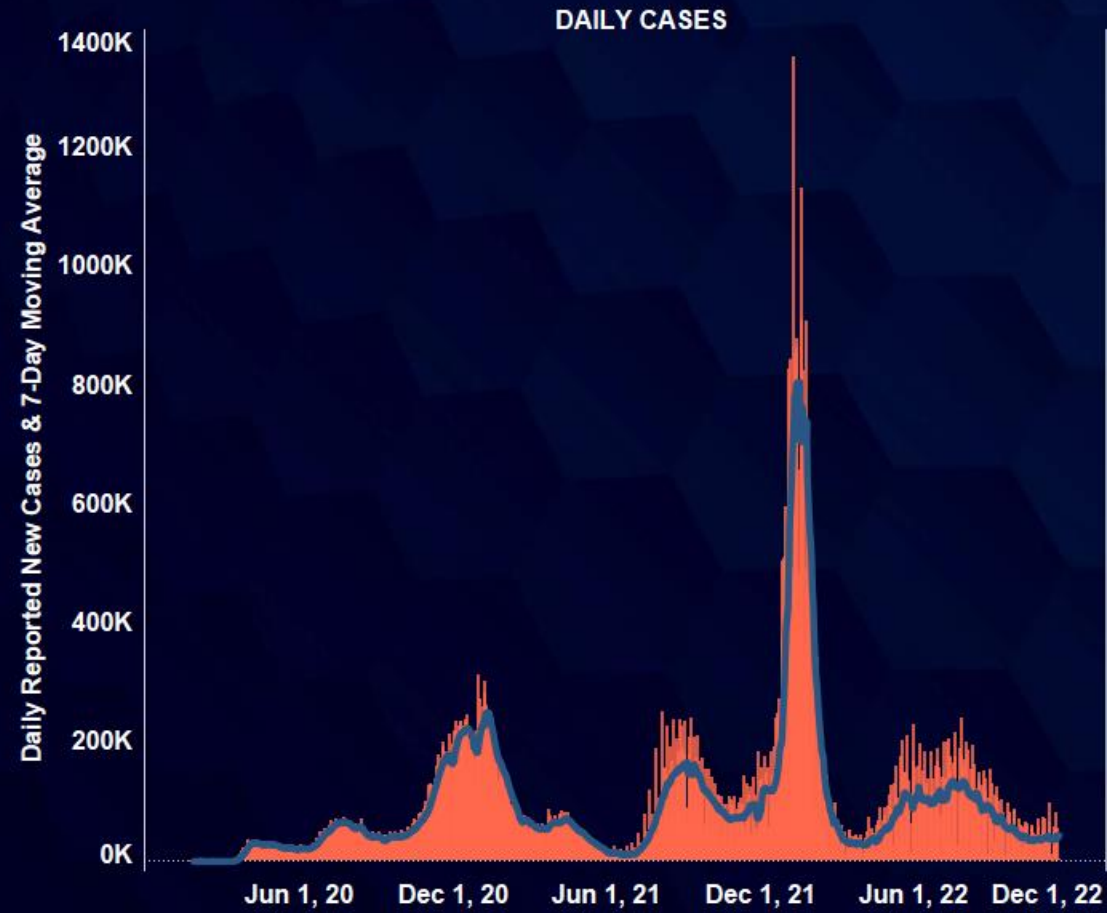


November 22, 2022

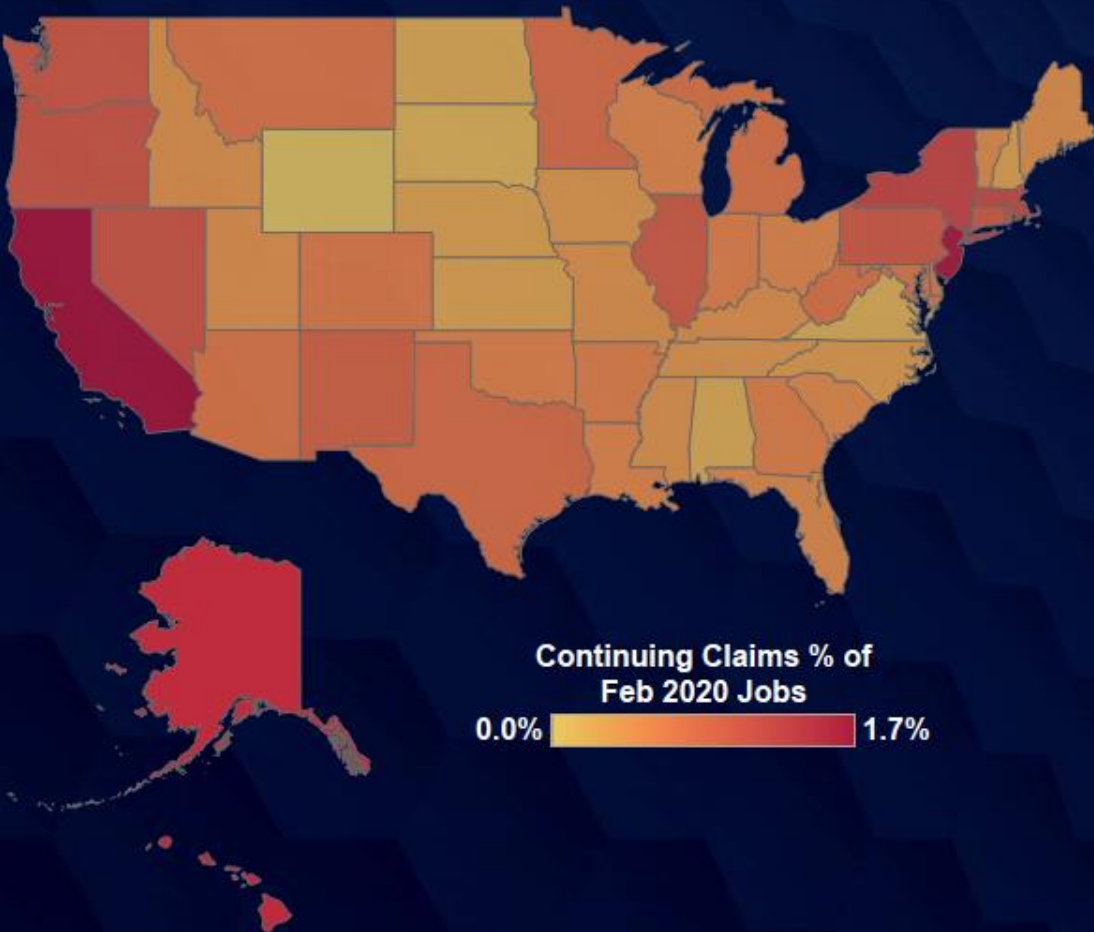
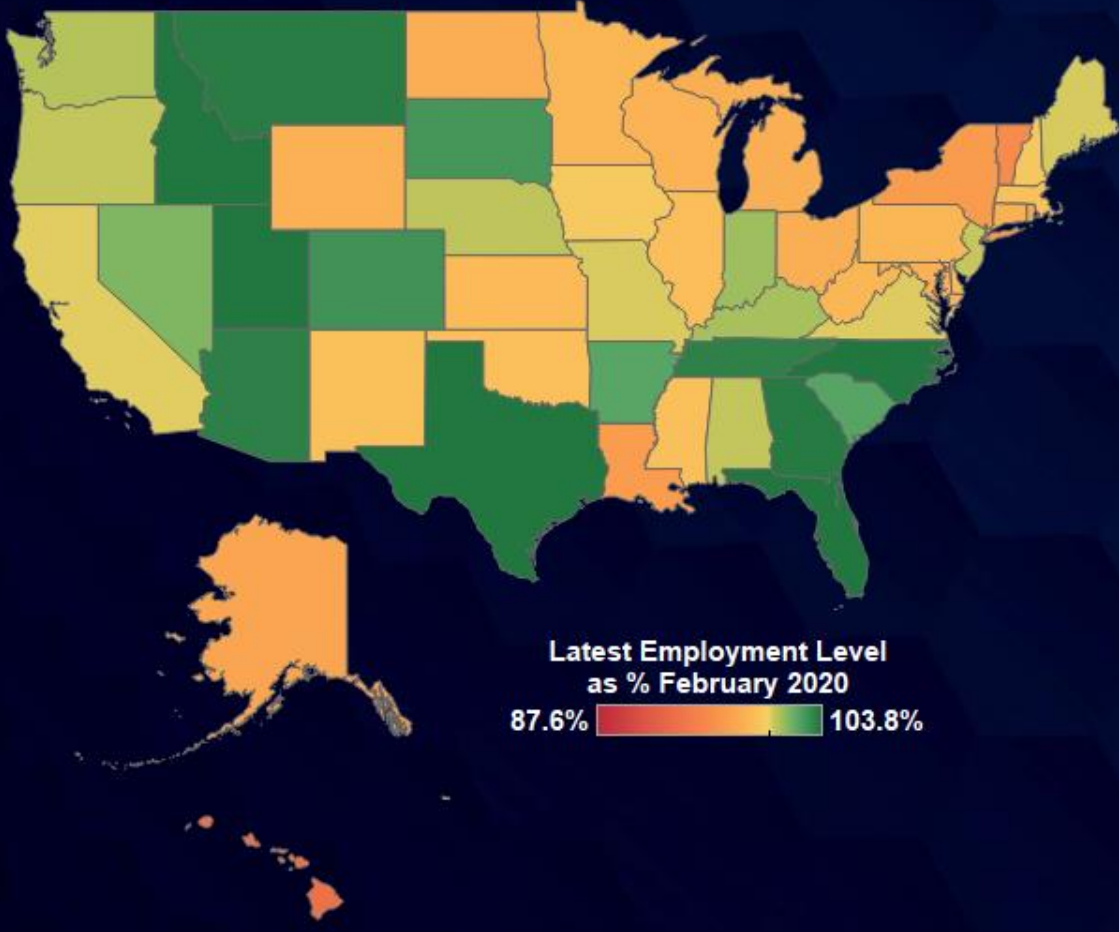
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



Continuing Claims at 1.51 Million Nationally

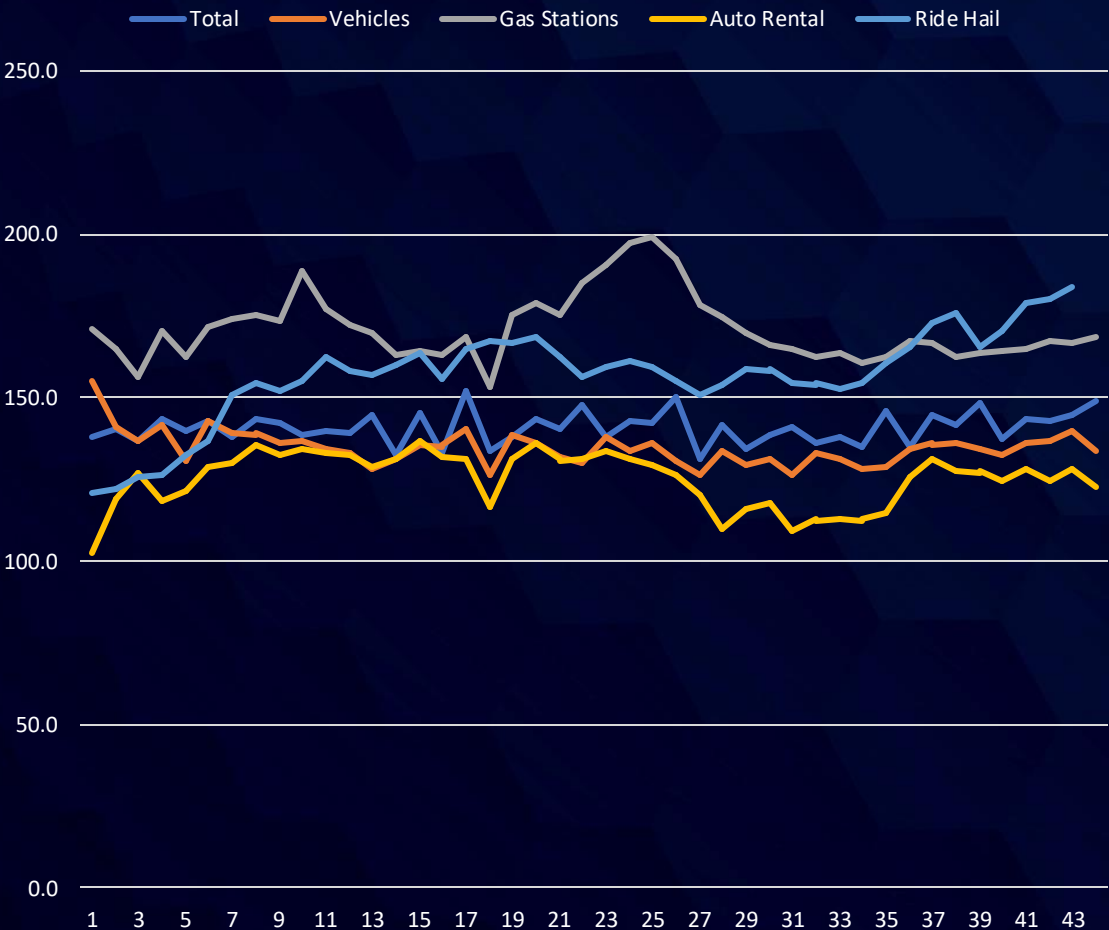


NOTE: Latest Employment Numbers for October 2022; Continuing Claims Unemployment Data for Week Ending October 22

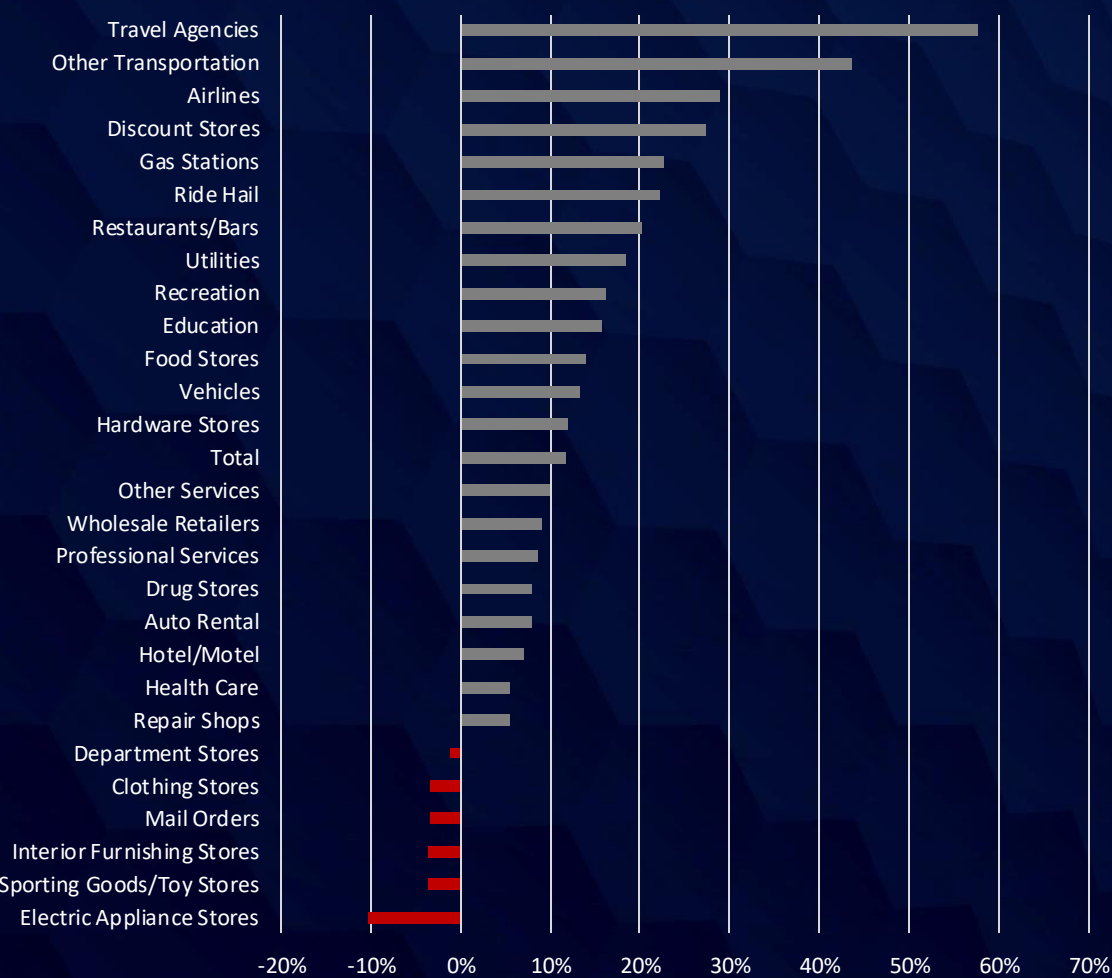
Consumer Spending Remains Strong

Total spending in 2022 is up 12% y/y in latest data and showing no signs of pullback

Consumer Spending By Week in 2022 Compared to 2019



Y/Y Spending % Change for Week Ending October 29, 2022



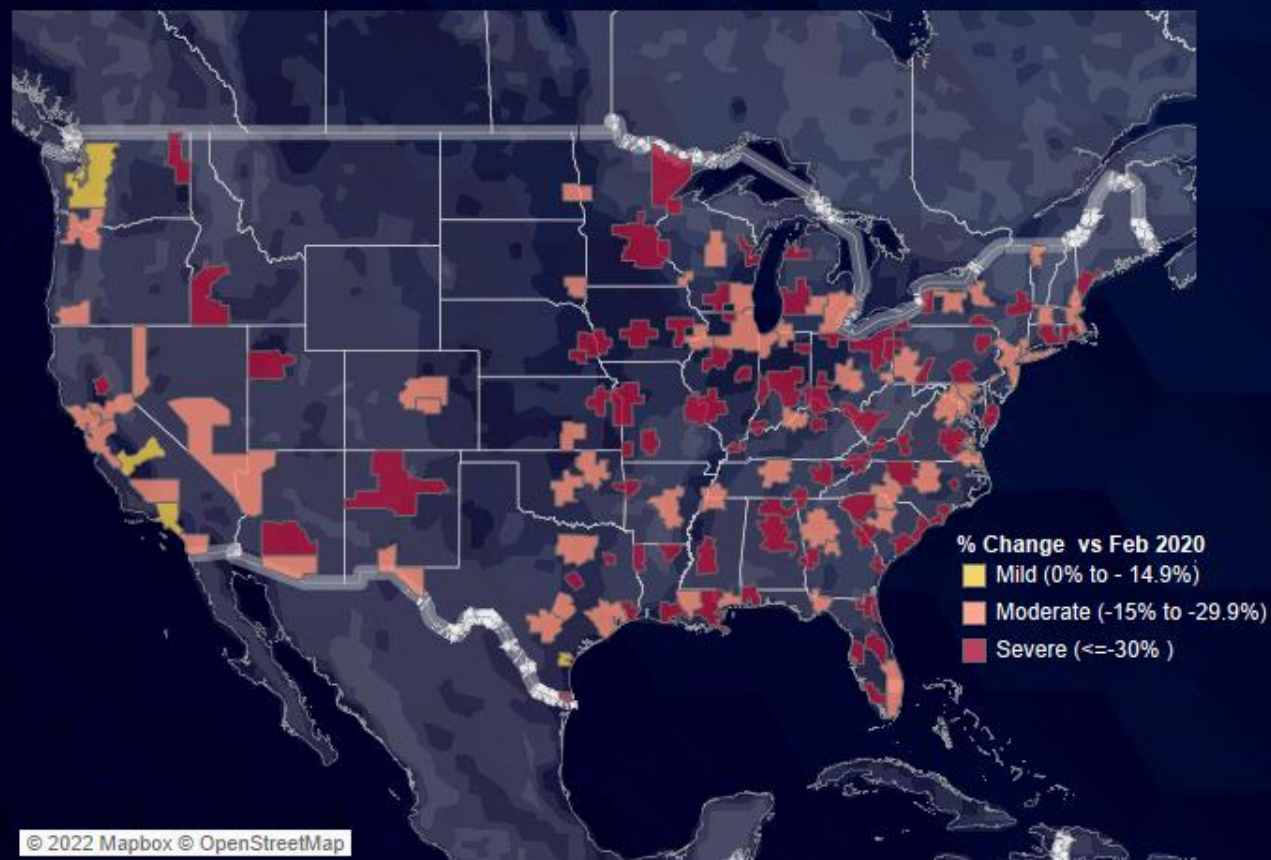
Consumer Sentiment Improving Again

The Index of Consumer Sentiment declined 0.7% in September and 2.7% in October but is up 3.3% in November

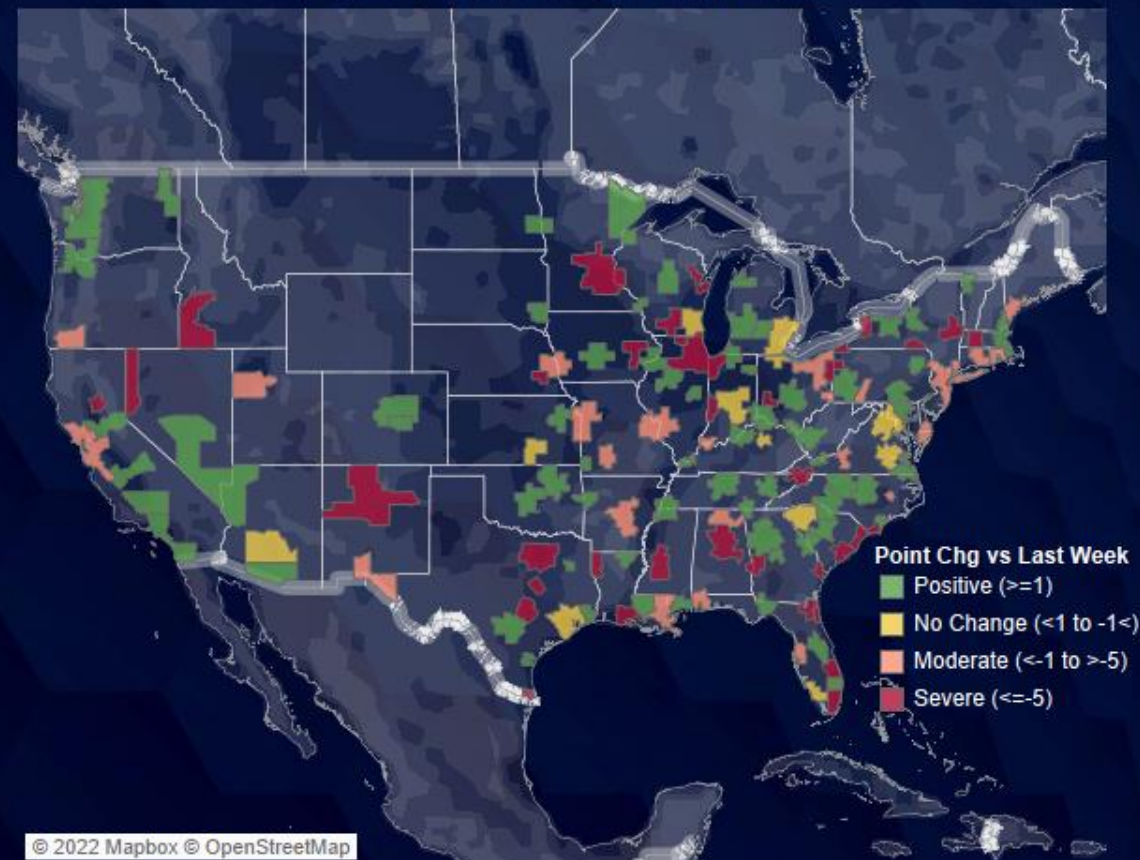


Sentiment Shifts Across Markets

Since February 29, 2020



Since November 14, 2022

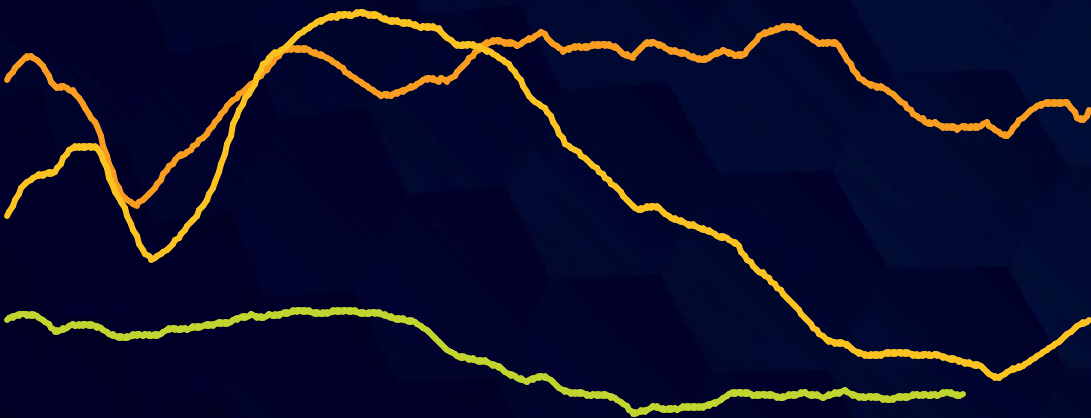


Retail Sales Estimates

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

Dealertrack Retail New Sales

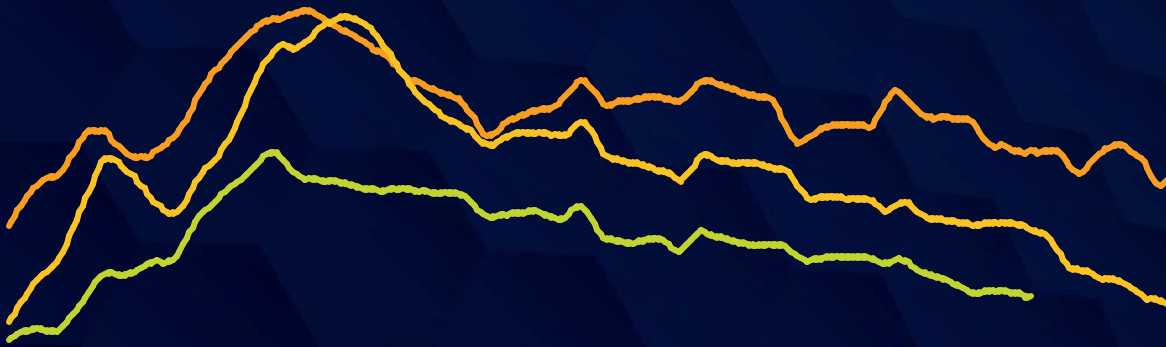
2019 2021 2022



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

Dealertrack Retail Used Sales

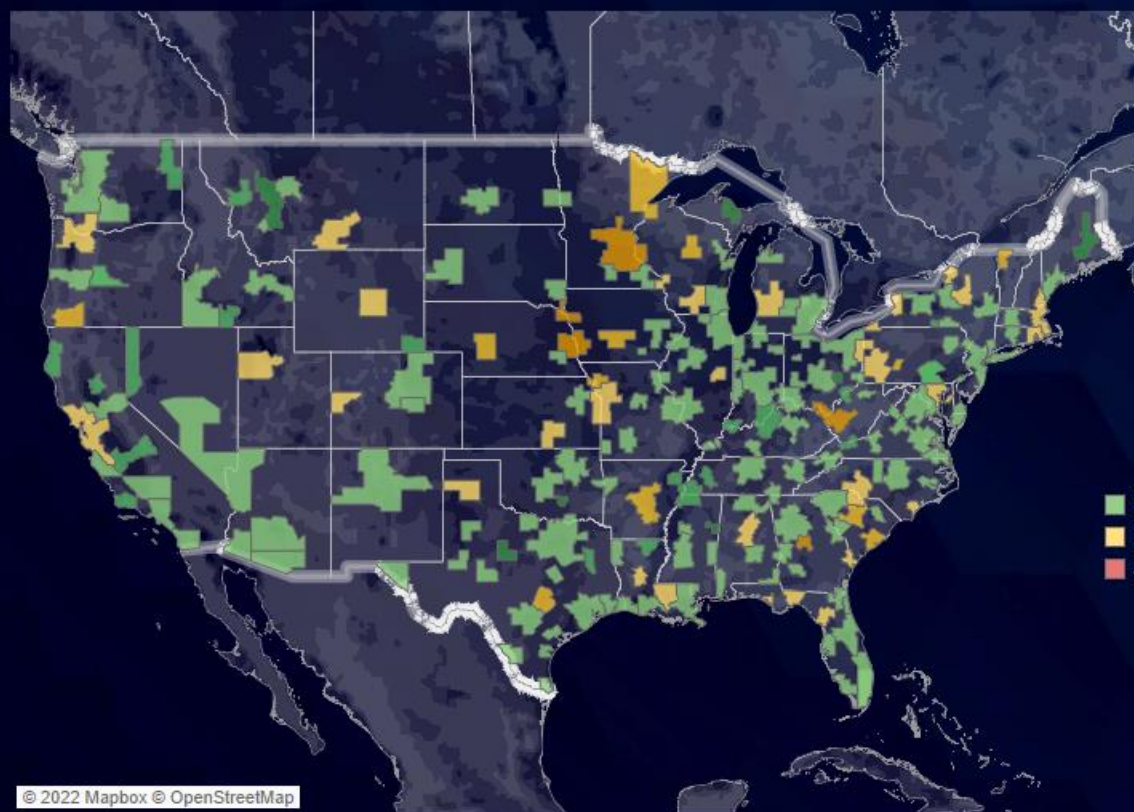
2019 2021 2022



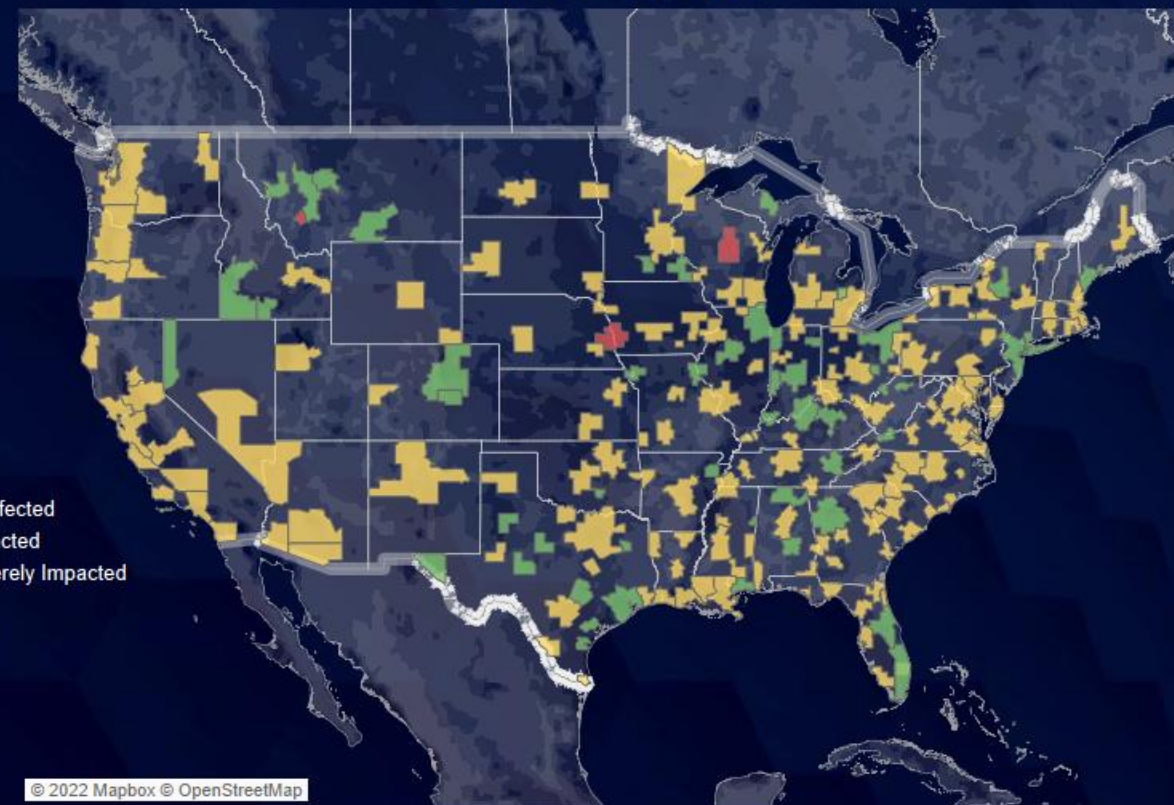
7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

Sales Impact Varies by DMA

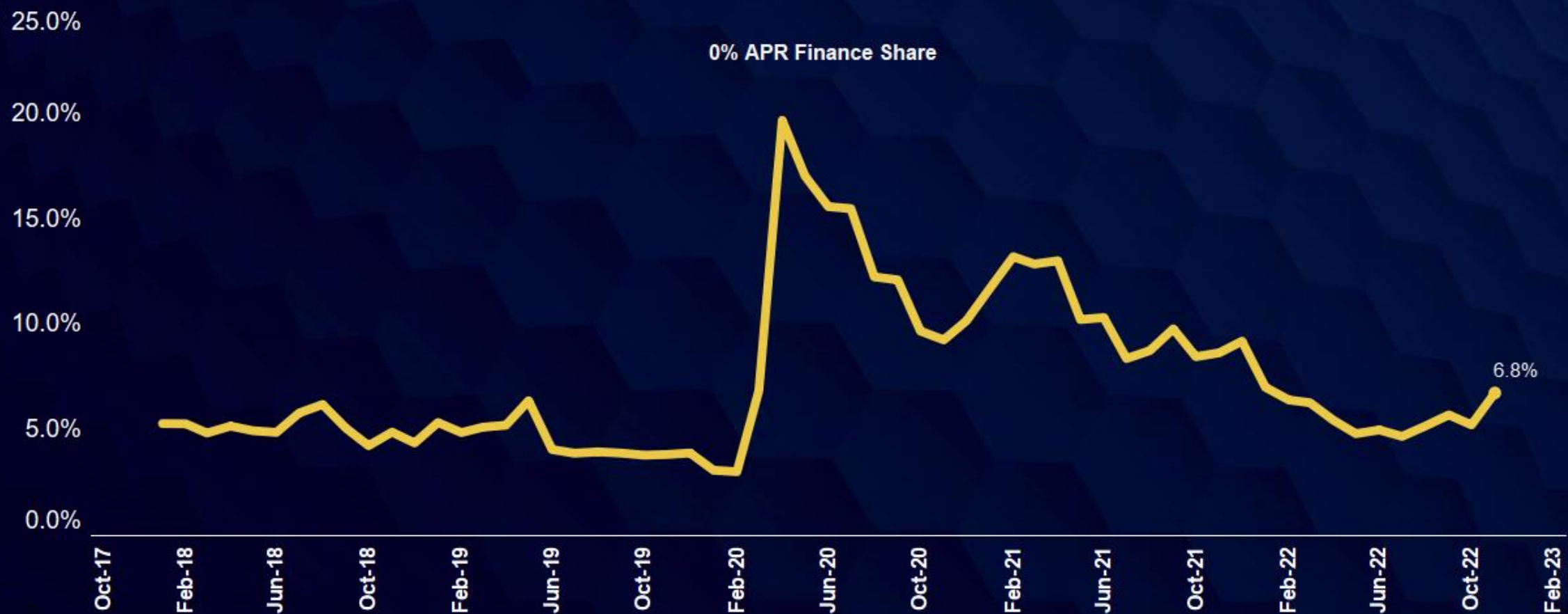
March 29, 2021 (vs same-week 2019)



November 19, 2022



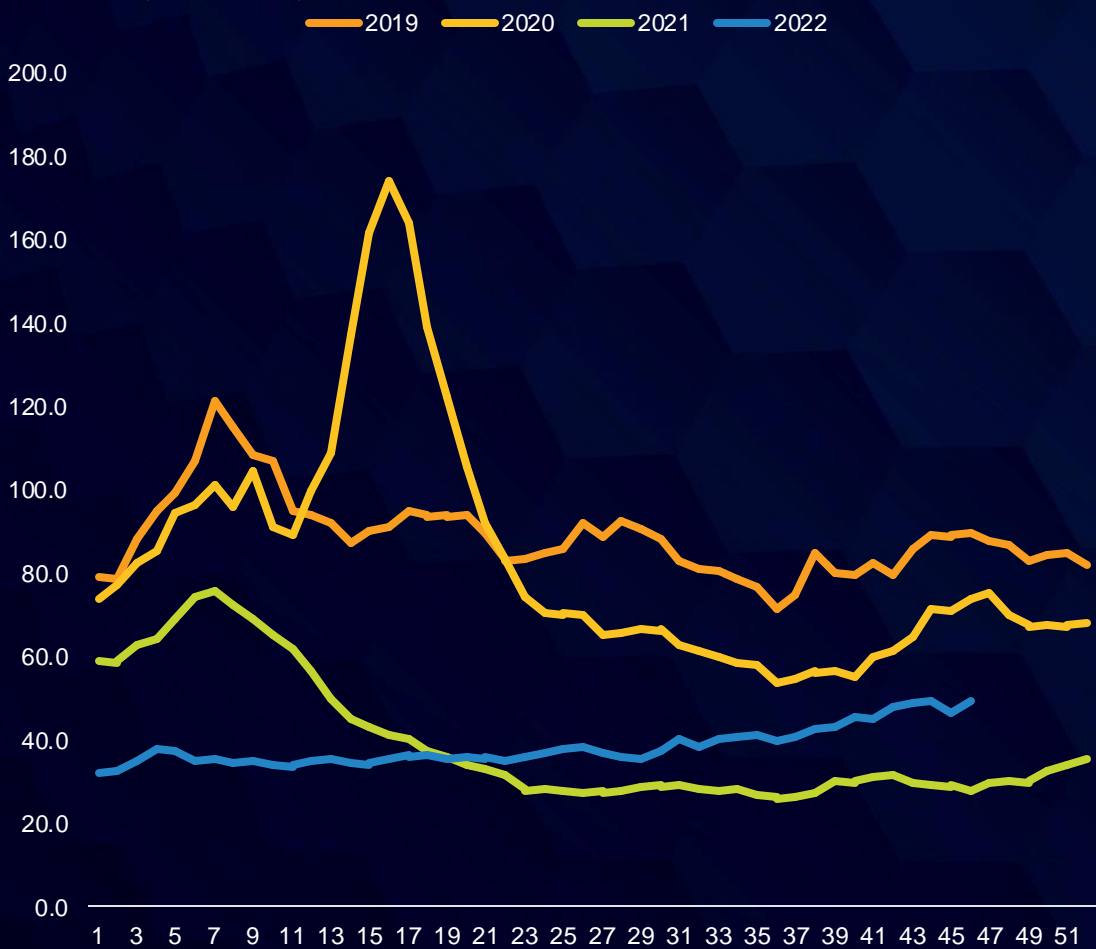
Zero Percent Financing



Retail Supply Building in New; Normal in Used

New supply is 21 days higher y/y and unchanged from Oct; used supply is up 7 days y/y and down 2 days from Oct

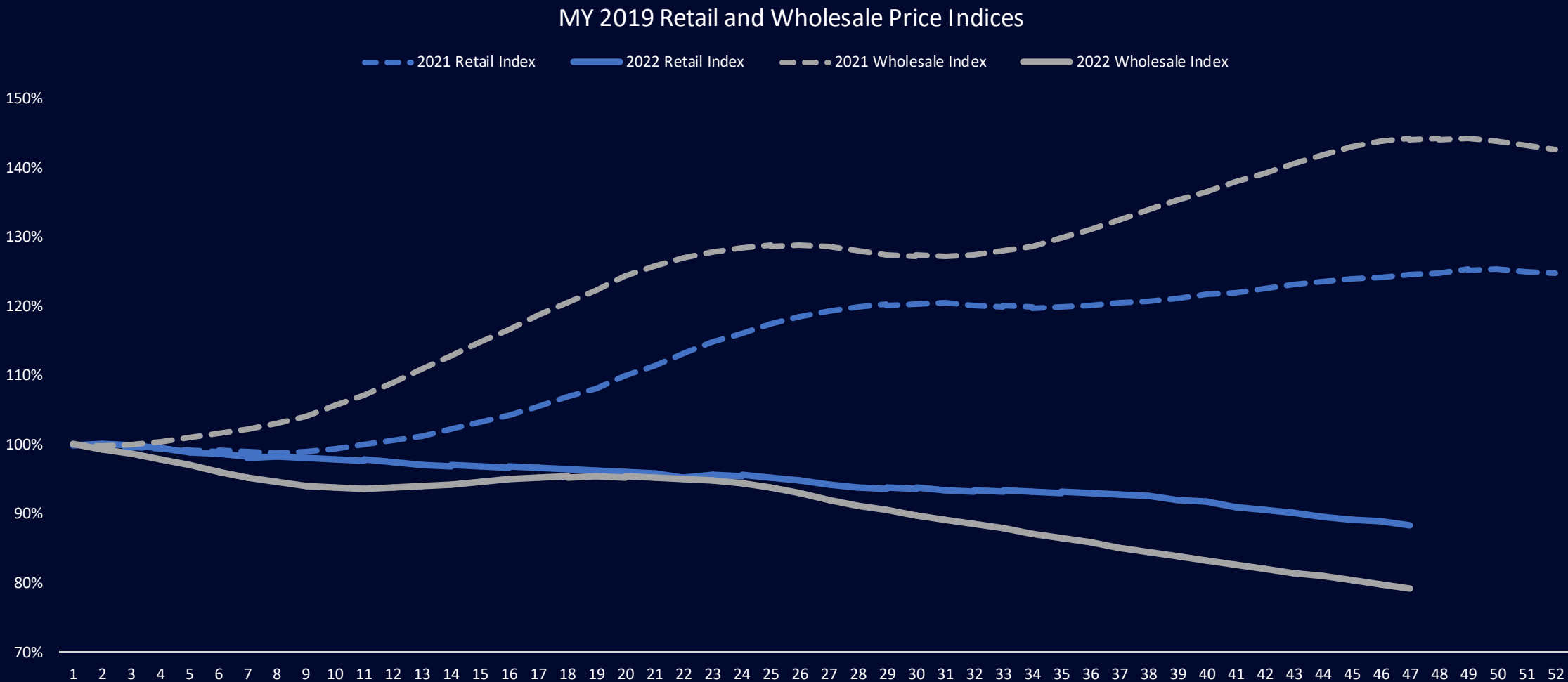
New Days' Supply



Used Days' Supply



Used Prices Seeing Larger Declines at Year End



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 down in total 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 just 1% y/y

Cox AUTOMOTIVE

Autotrader 

DEALER.COM

Dealertrack 

Cox AUTOMOTIVE
DIGITAL RETAILING

 Kelley Blue Book

 Manheim

NEXTGEAR
CAPITAL

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MOBILITY

vAuto
LIVE MARKET VIEW

VinSolutions

∞xtime