

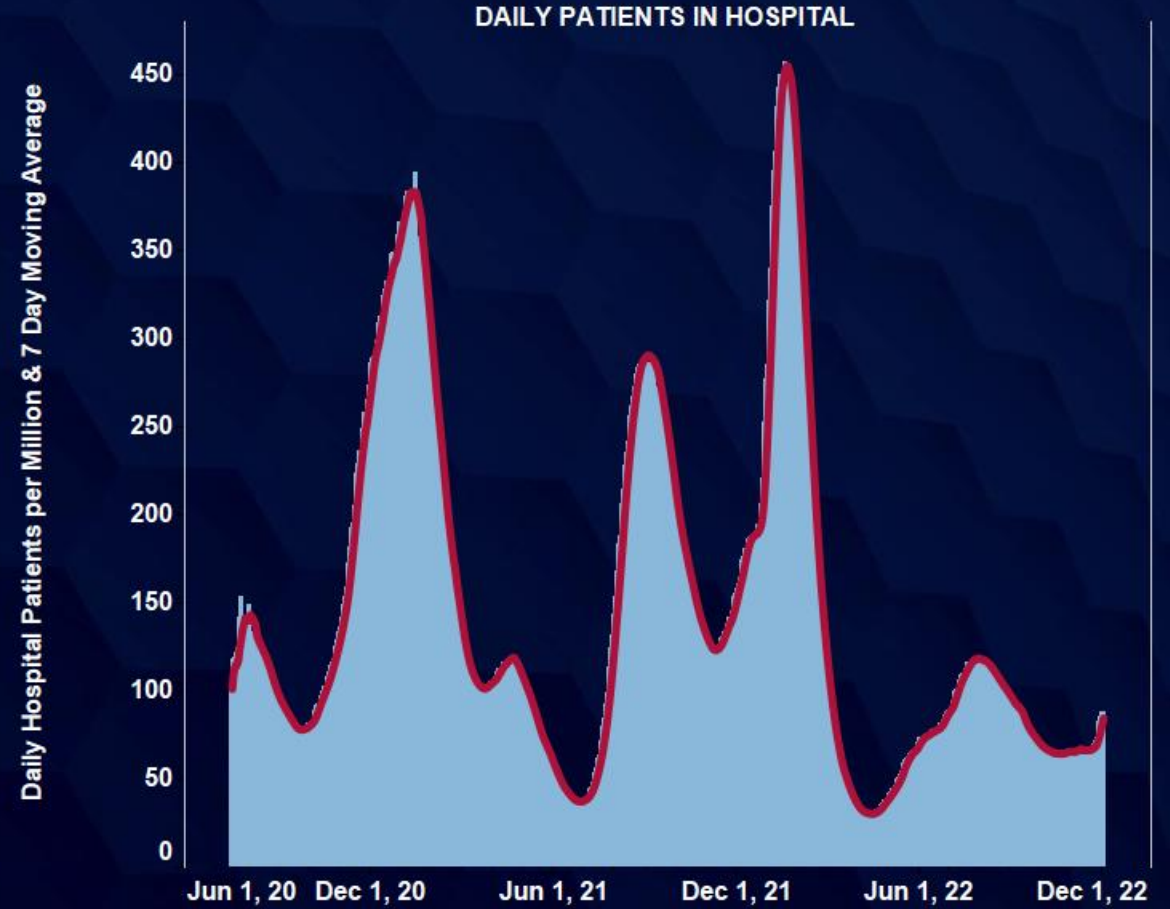
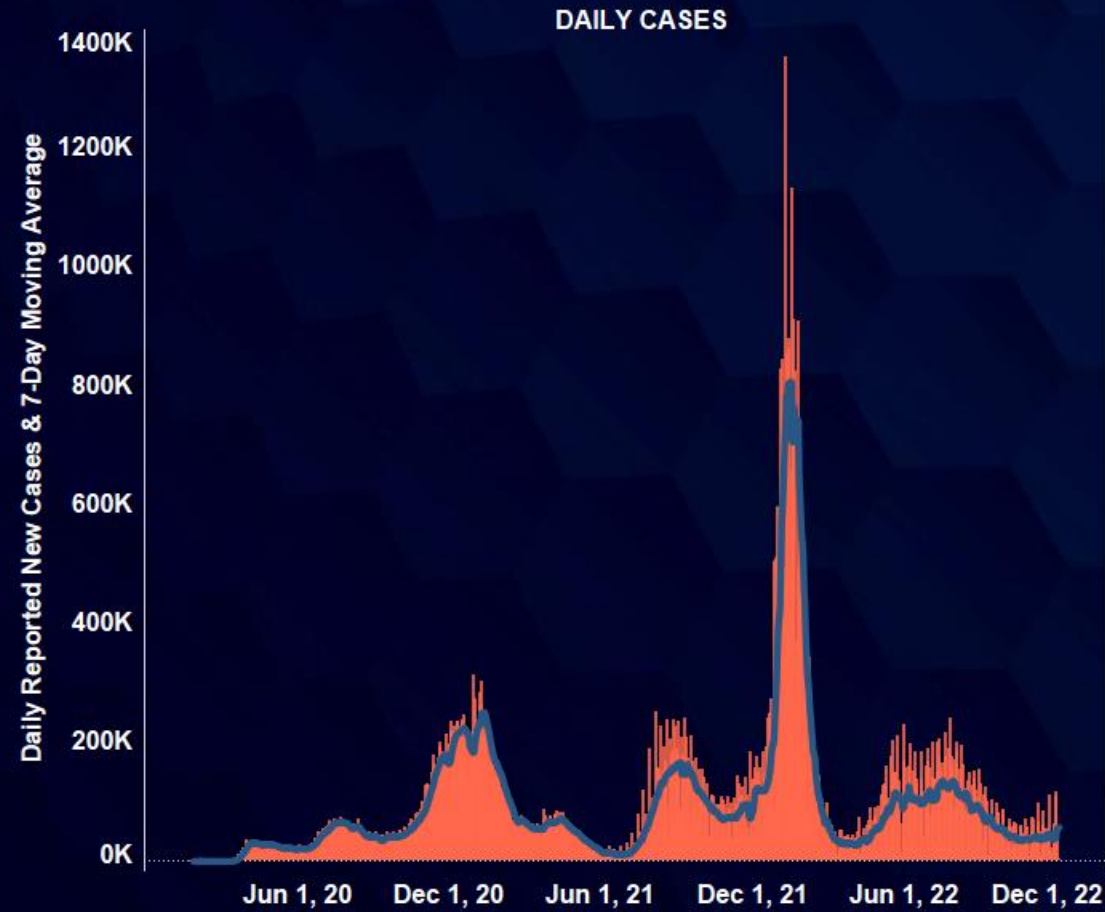


December 6, 2022

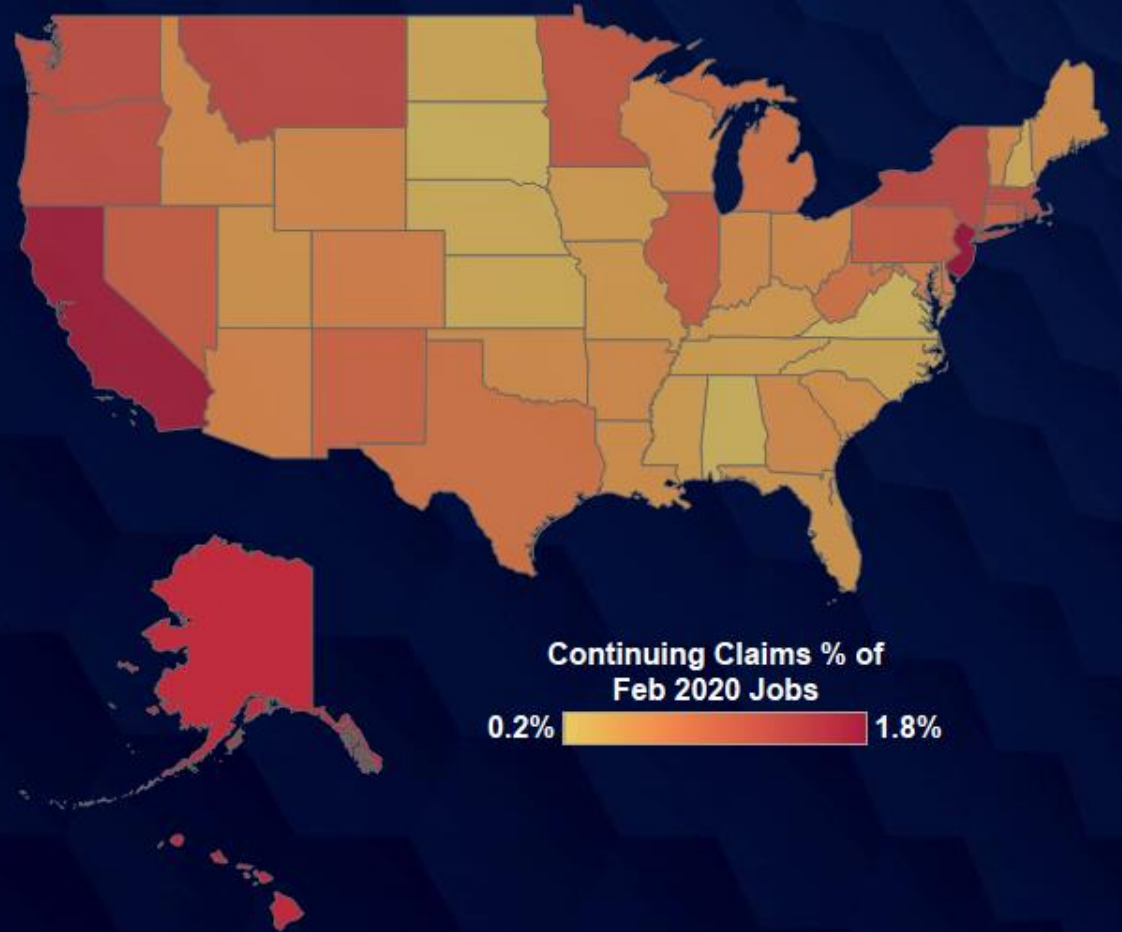
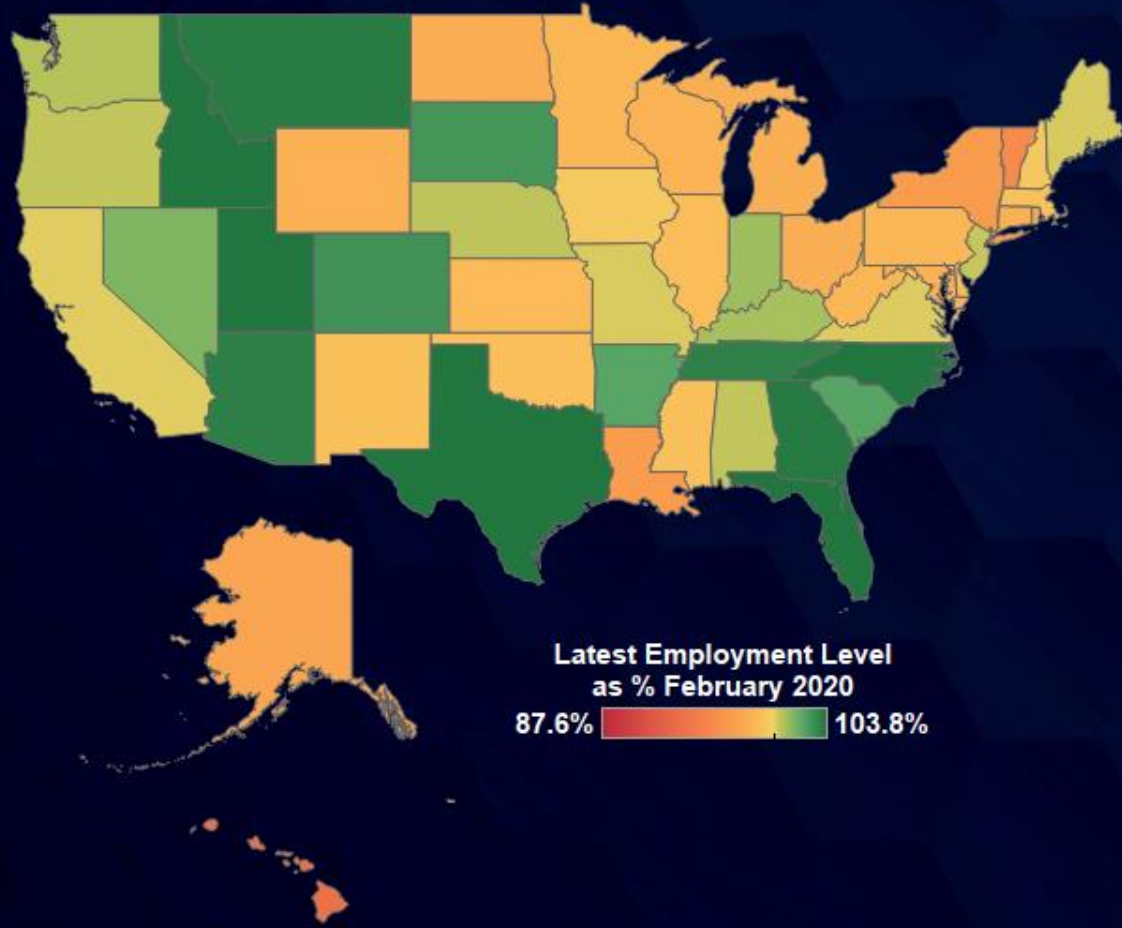
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



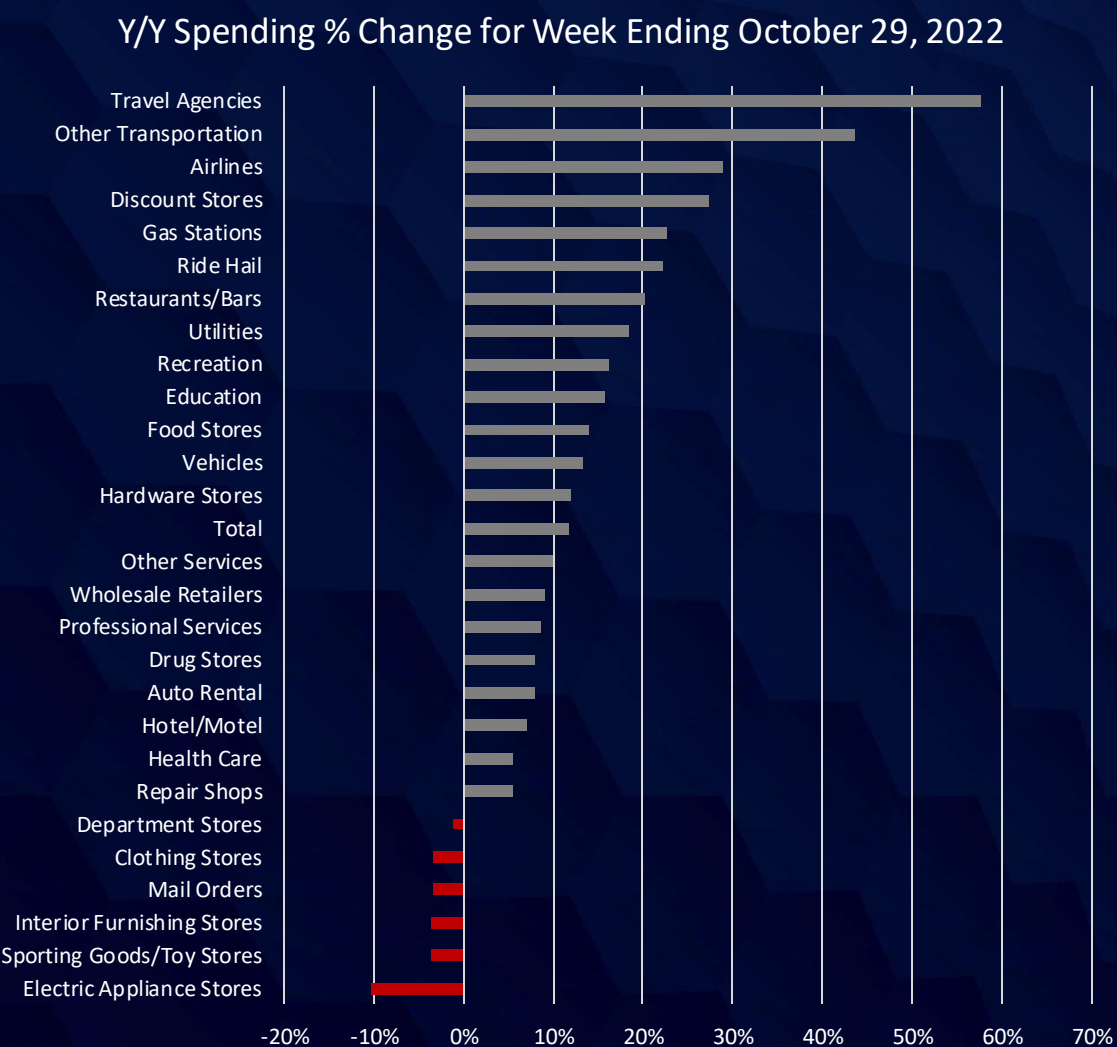
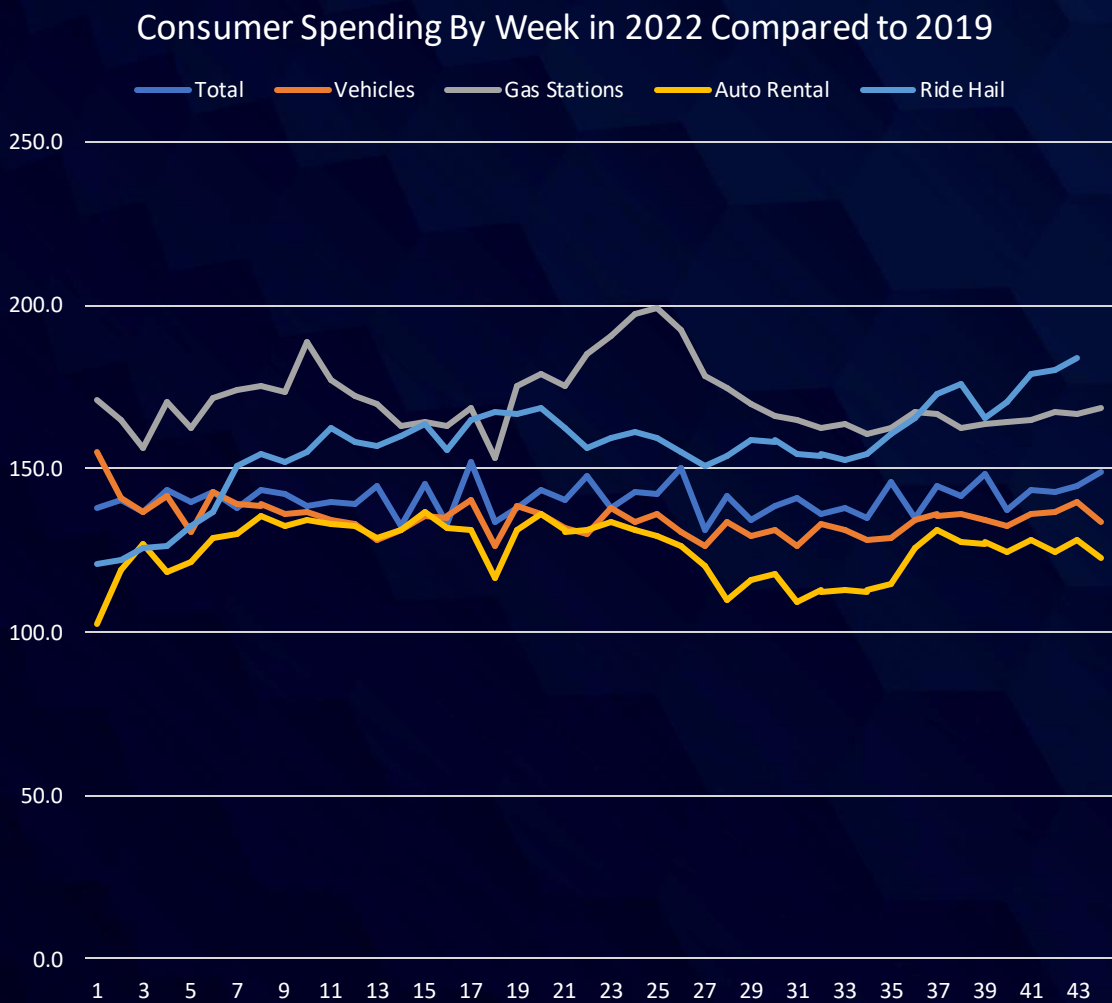
Continuing Claims at 1.61 Million Nationally



NOTE: Latest Employment Numbers for October 2022; Continuing Claims Unemployment Data for Week Ending November 12

Consumer Spending Remains Strong

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



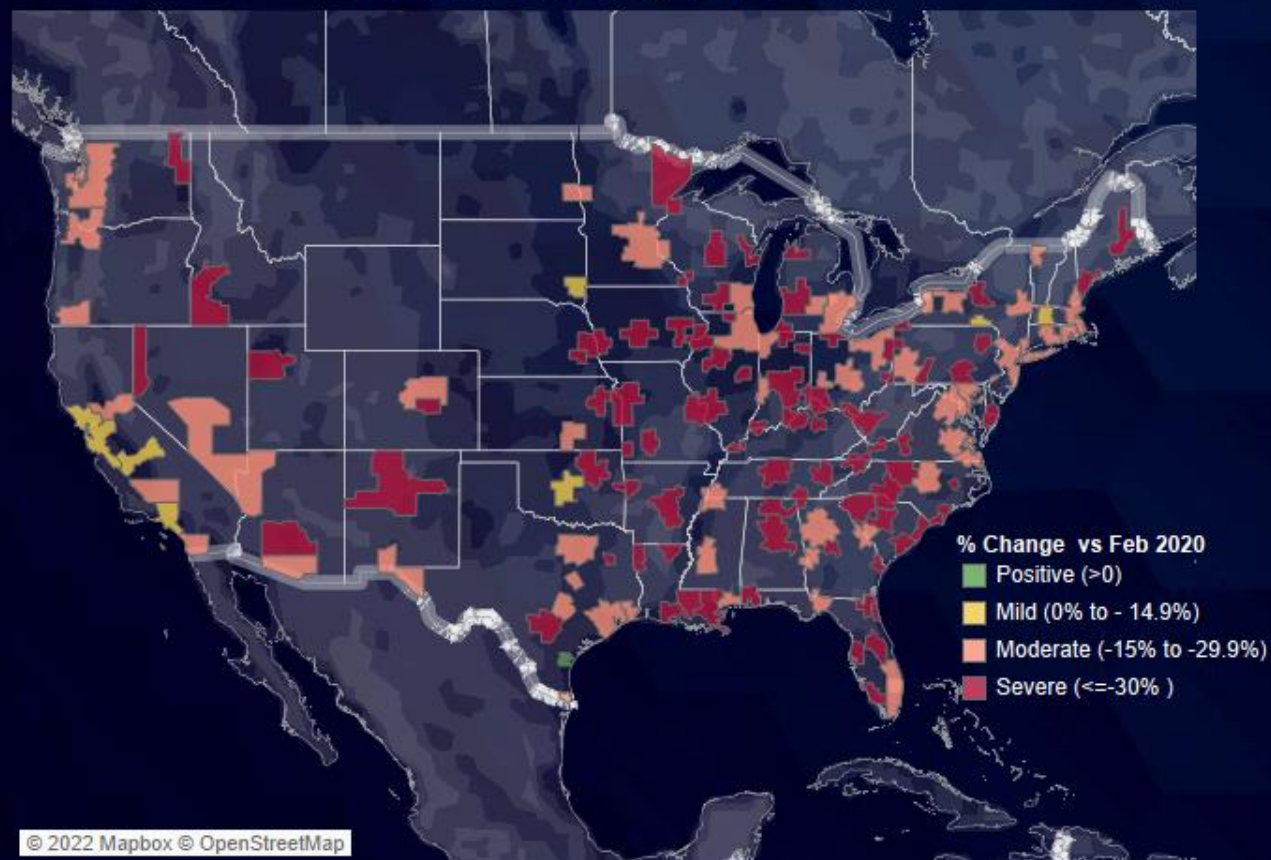
Consumer Sentiment Improving Again

The Index of Consumer Sentiment increased 2.6% in November and is up 2.0% so far in December

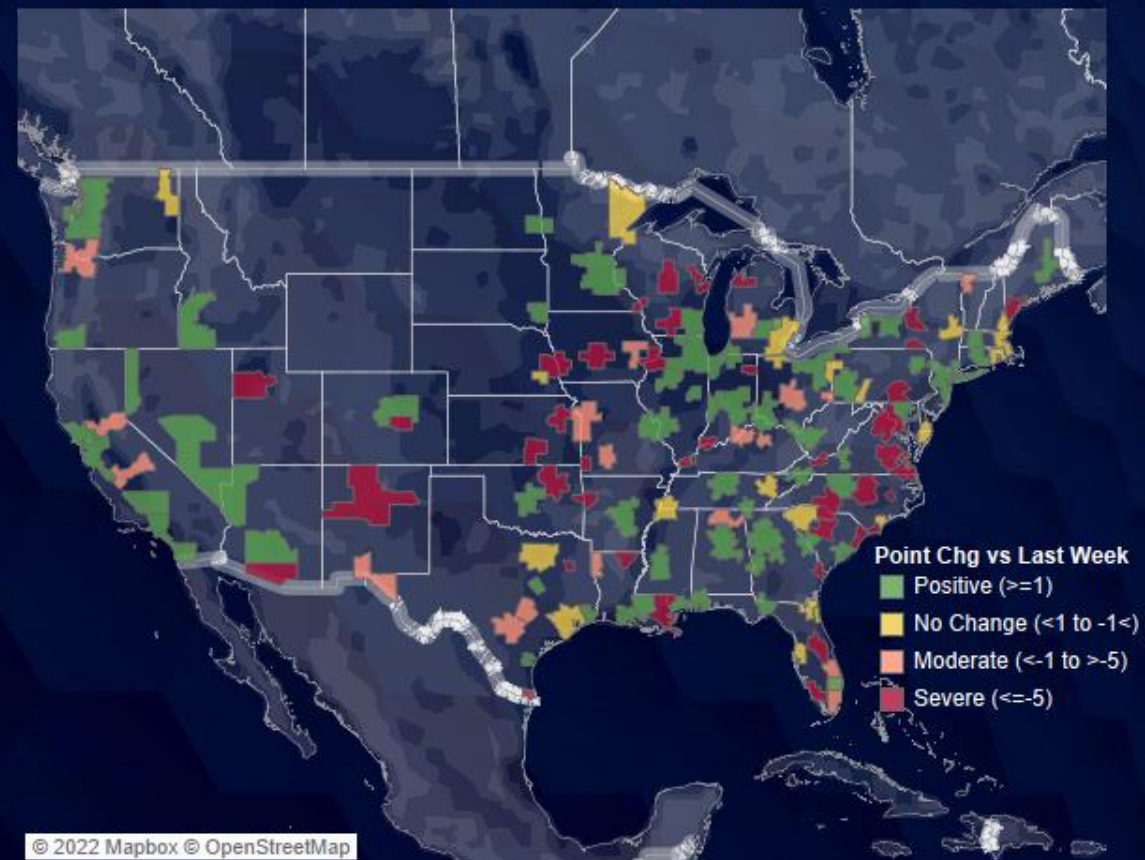


Sentiment Shifts Across Markets

Since February 29, 2020



Since November 28, 2022



Retail Sales Estimates

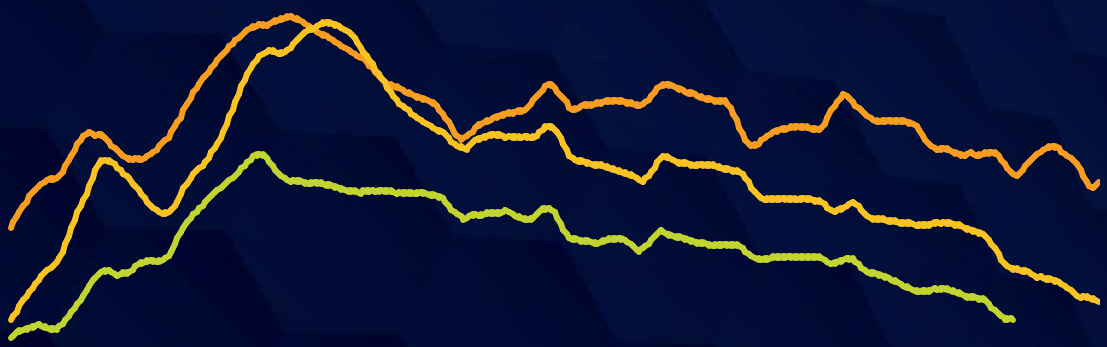
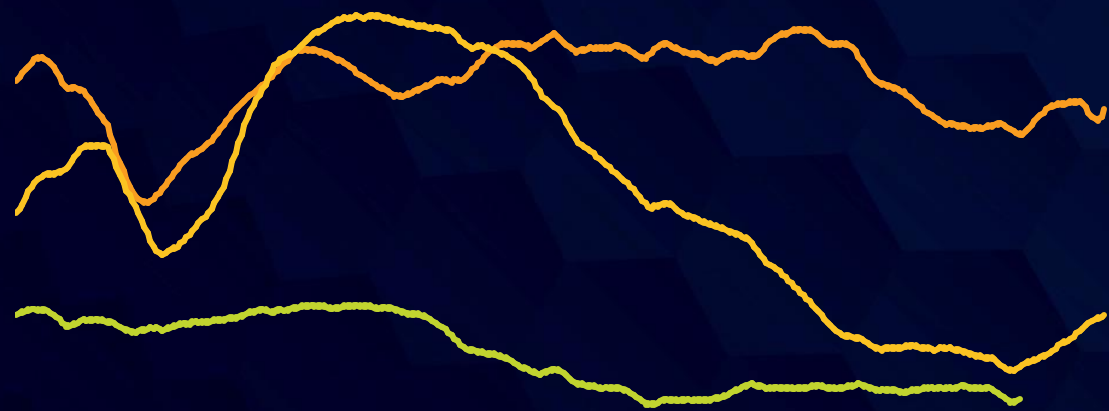
New sales were down 2% w/w, and performance y/y declined; uses sales were down 2% w/w and improved y/y

Dealertrack Retail New Sales

Dealertrack Retail Used Sales

2019 2021 2022

2019 2021 2022

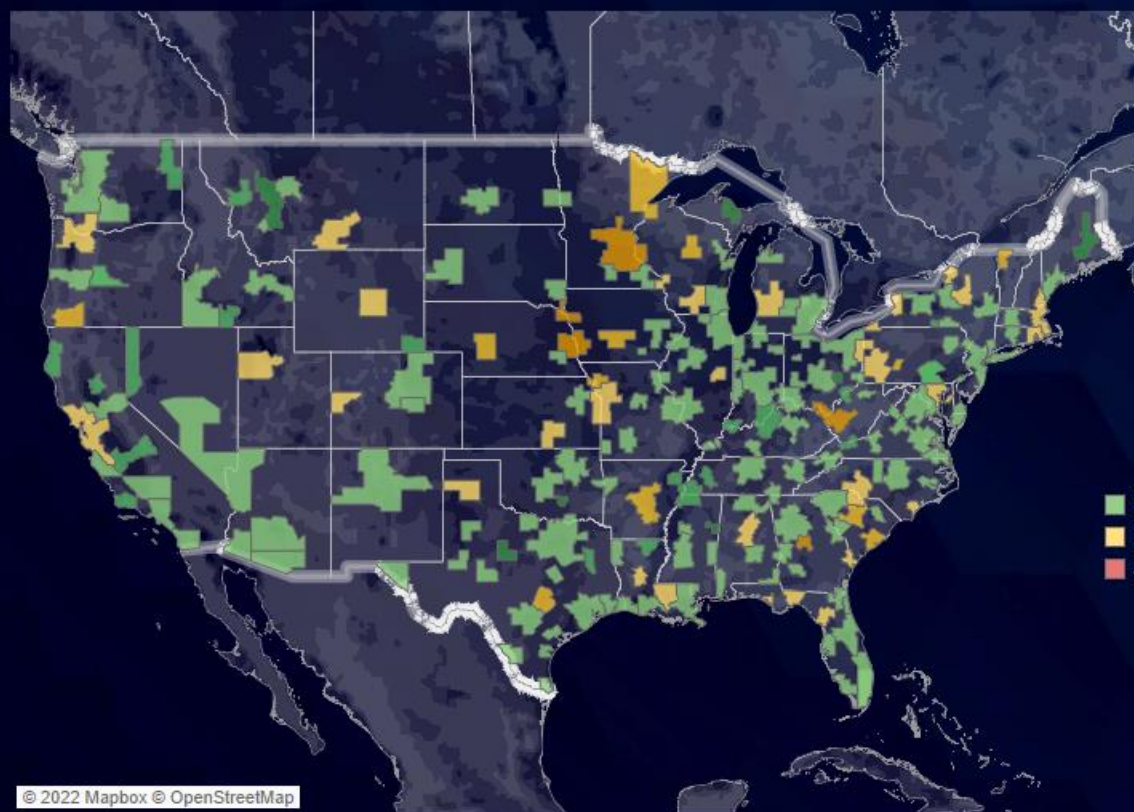


7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

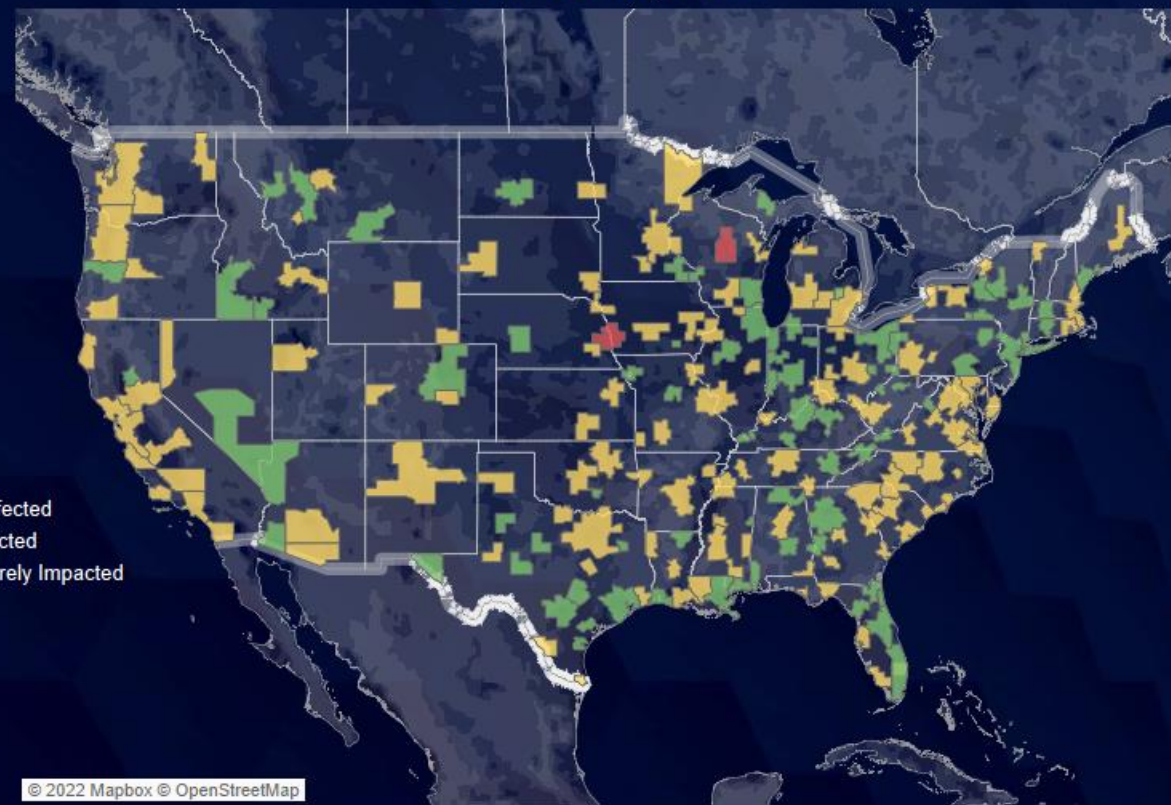
7 16 25 34 43 52 61 70 79 88 97 106 115 124 133 142 151 160 169 178 187 196 205 214 223 232 241 250 259 268 277 286 295 304 313 322 331 340 349 358

Sales Impact Varies by DMA

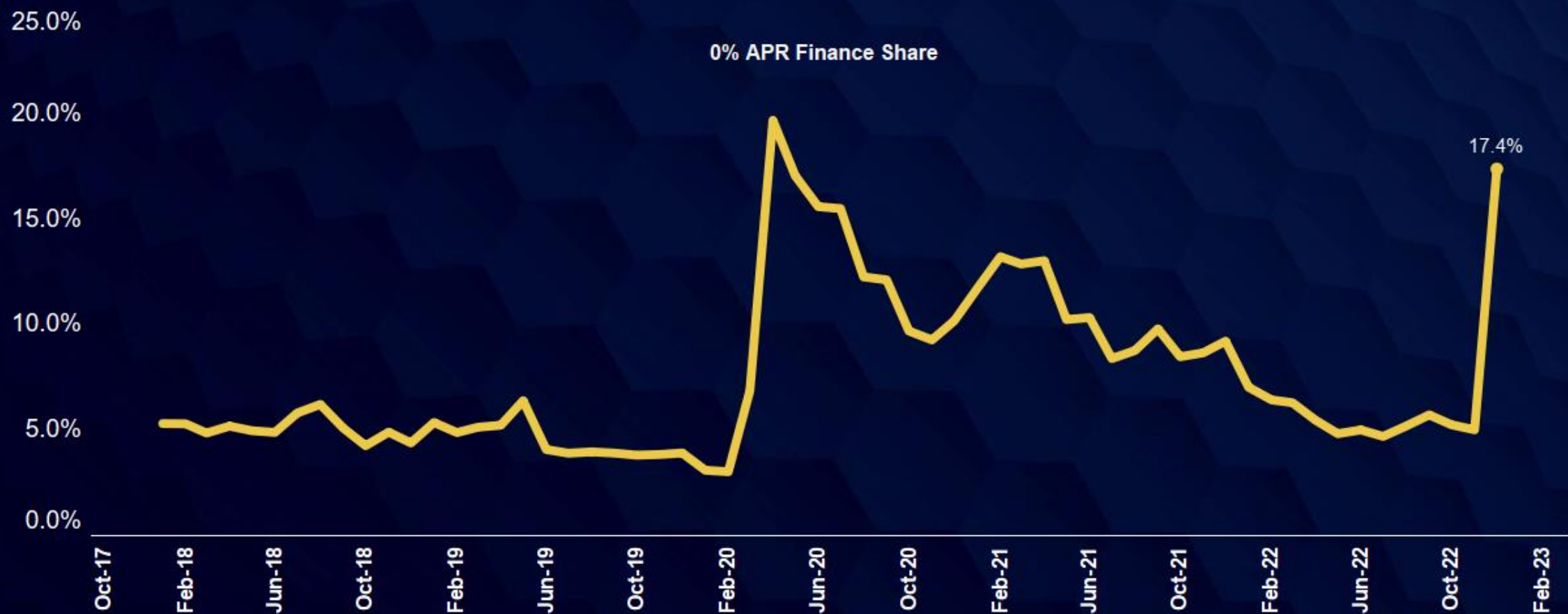
March 29, 2021 (vs same-week 2019)



December 3, 2022



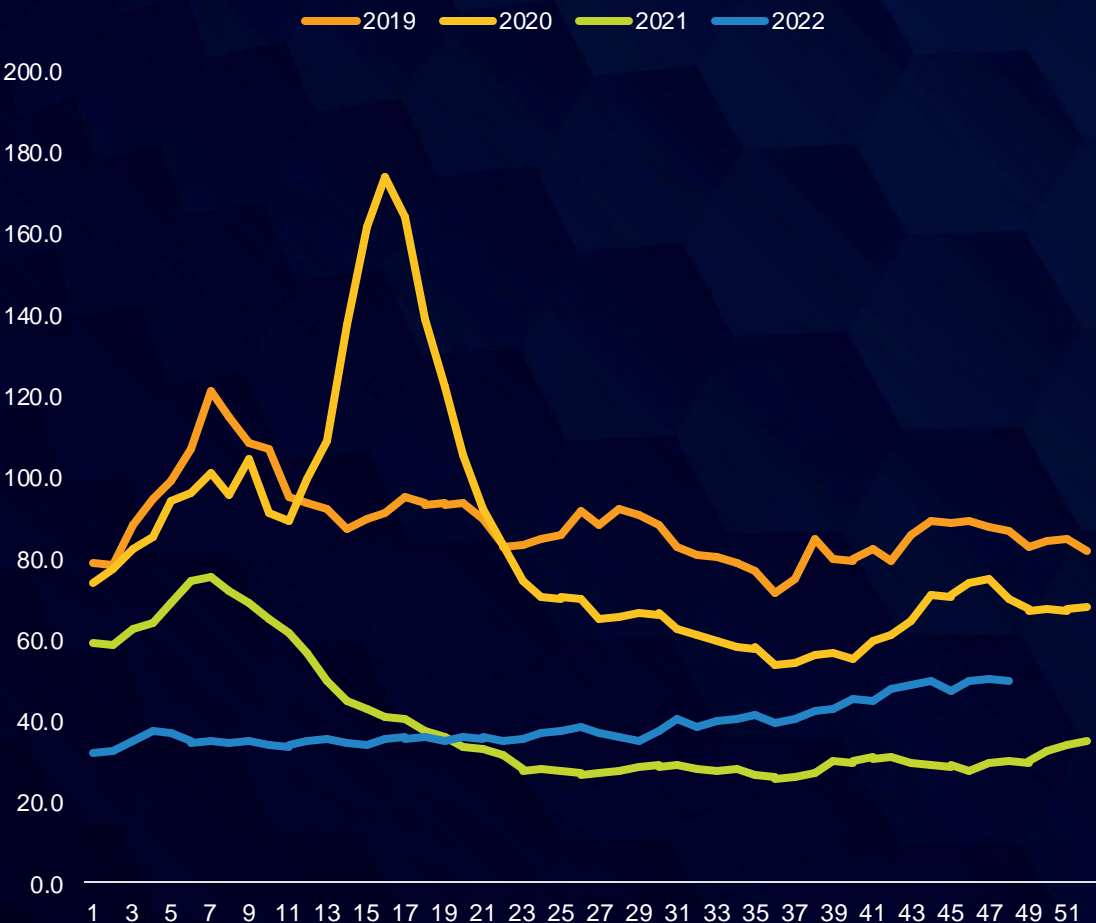
Zero Percent Financing



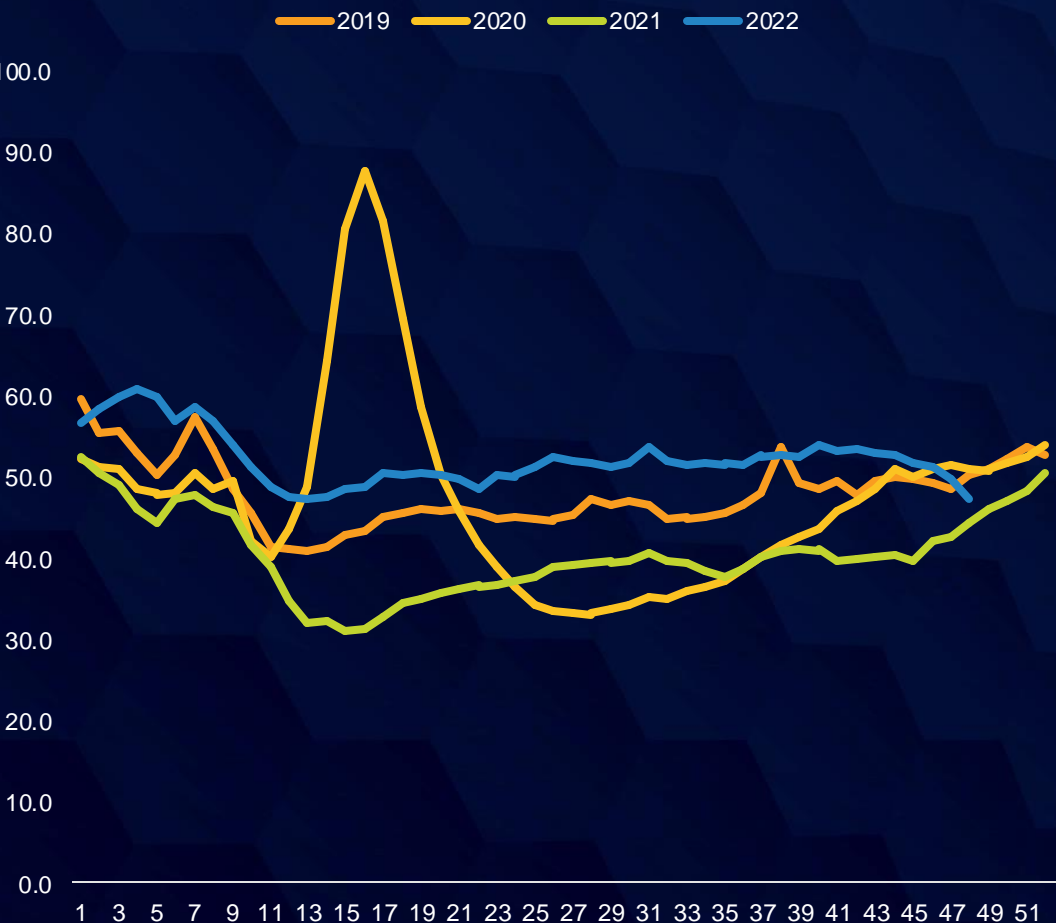
Retail Supply Building in New; Normal in Used

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

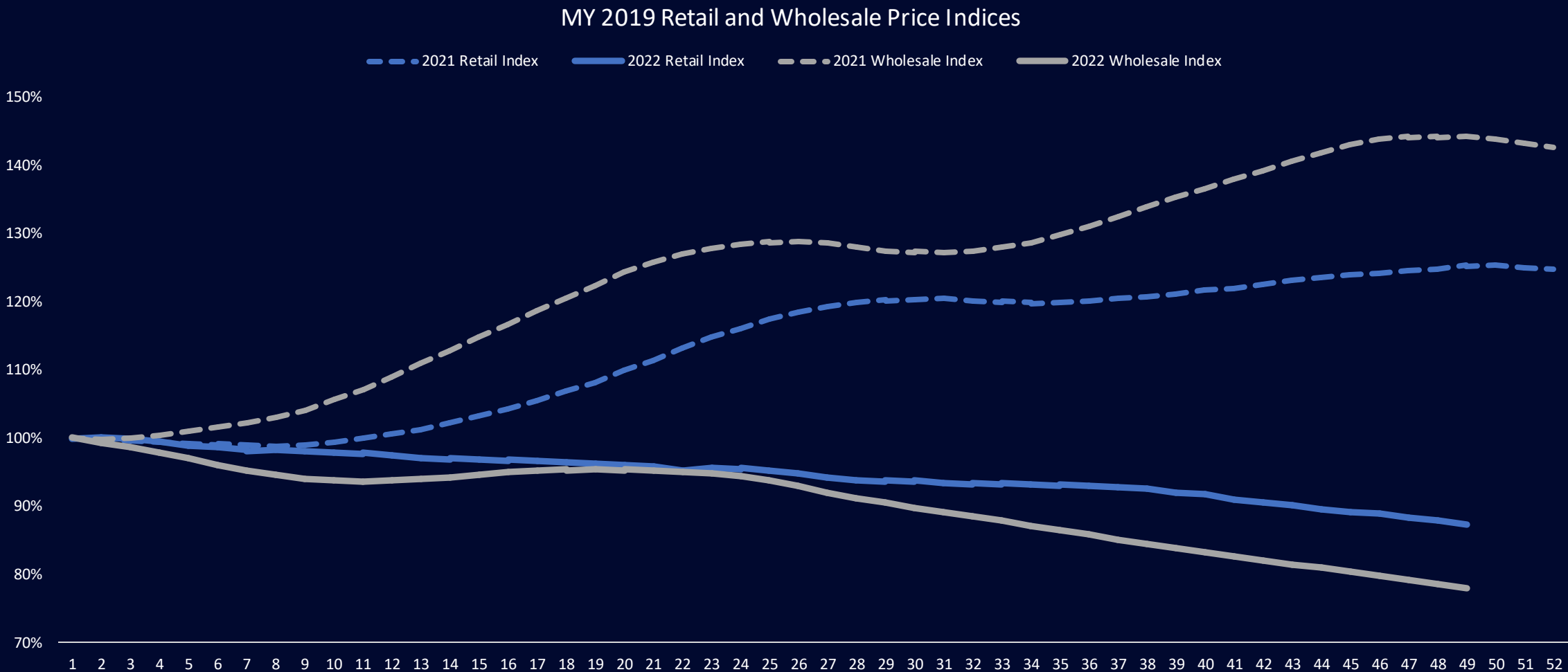
New Days' Supply



Used Days' Supply



Used Prices Seeing Larger Declines at Year End



Cox Automotive Leading Indicators

- Leads are down y/y in December on both Autotrader and Kelley Blue Book, and
 - Leads are down for the month compared to November on both sites
- 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 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

VinSolutions

∞xtime