

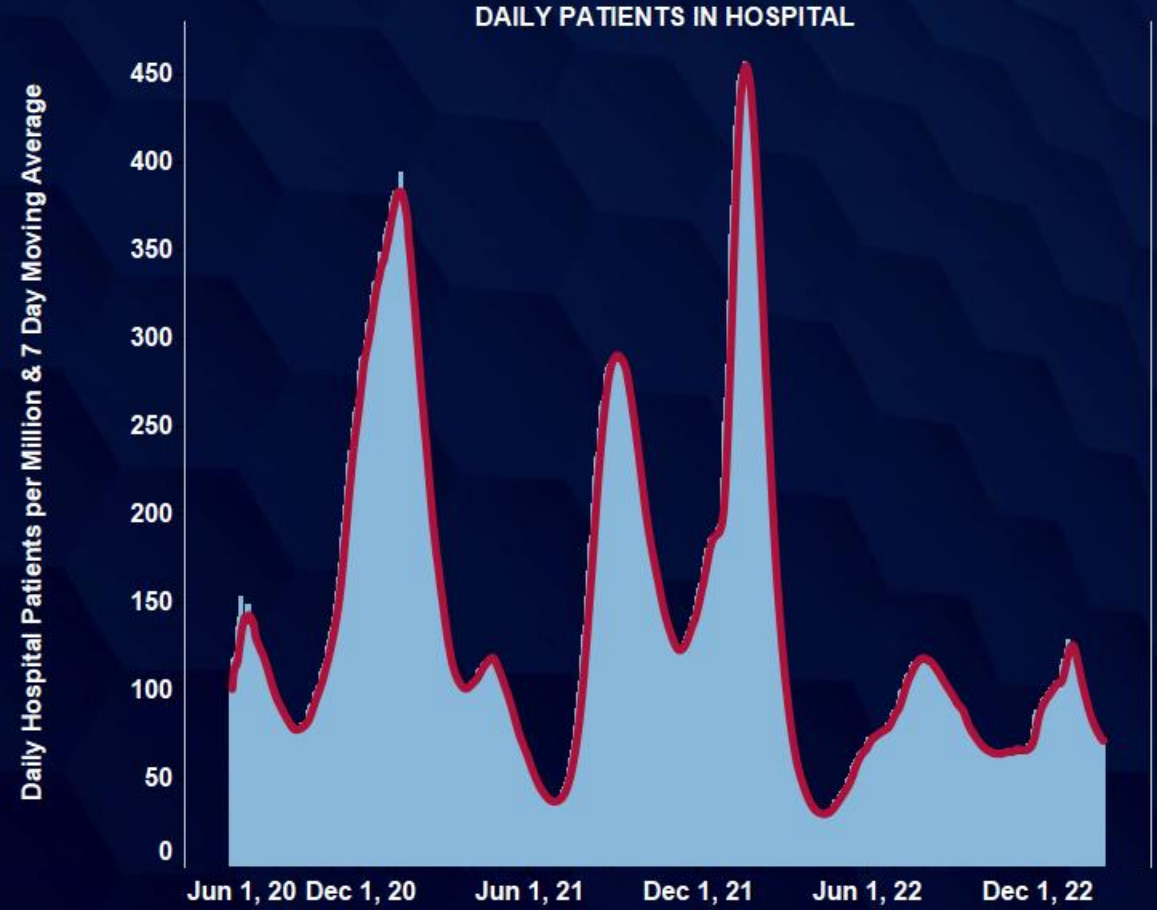
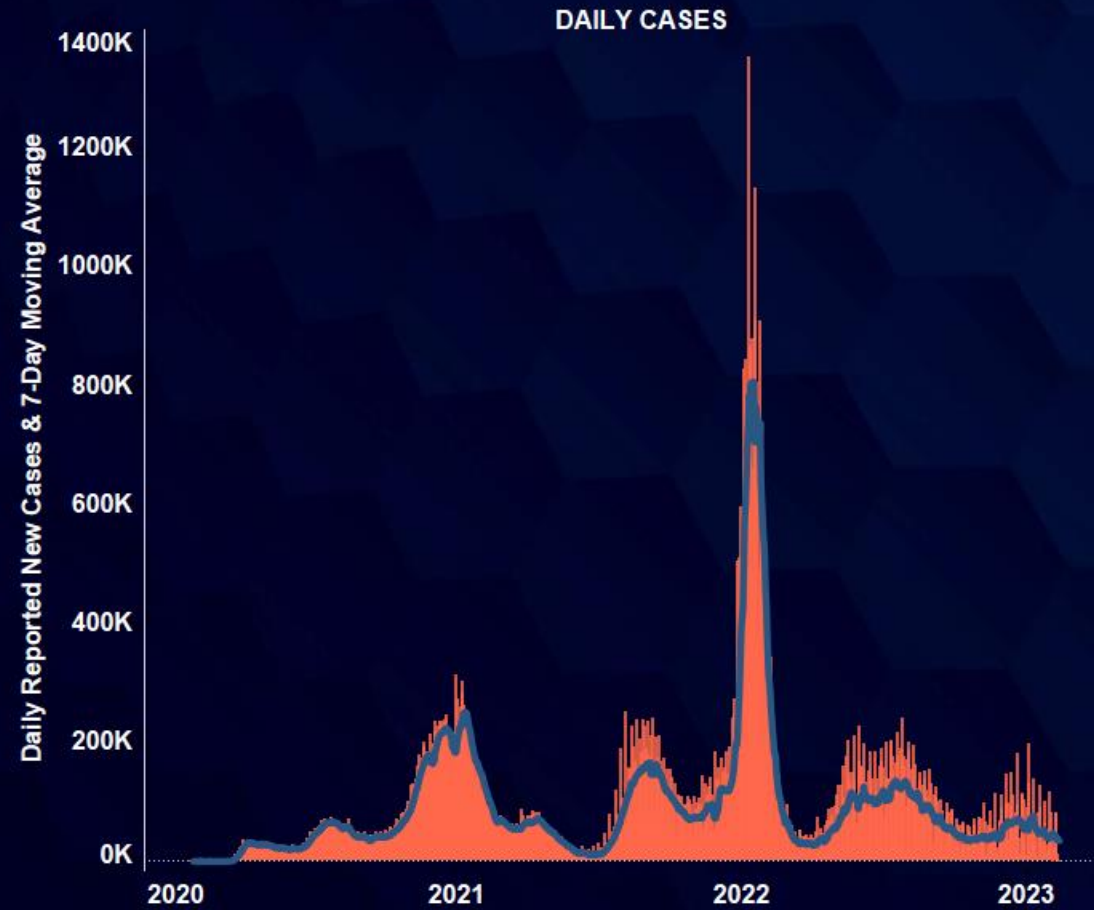


February 14, 2023

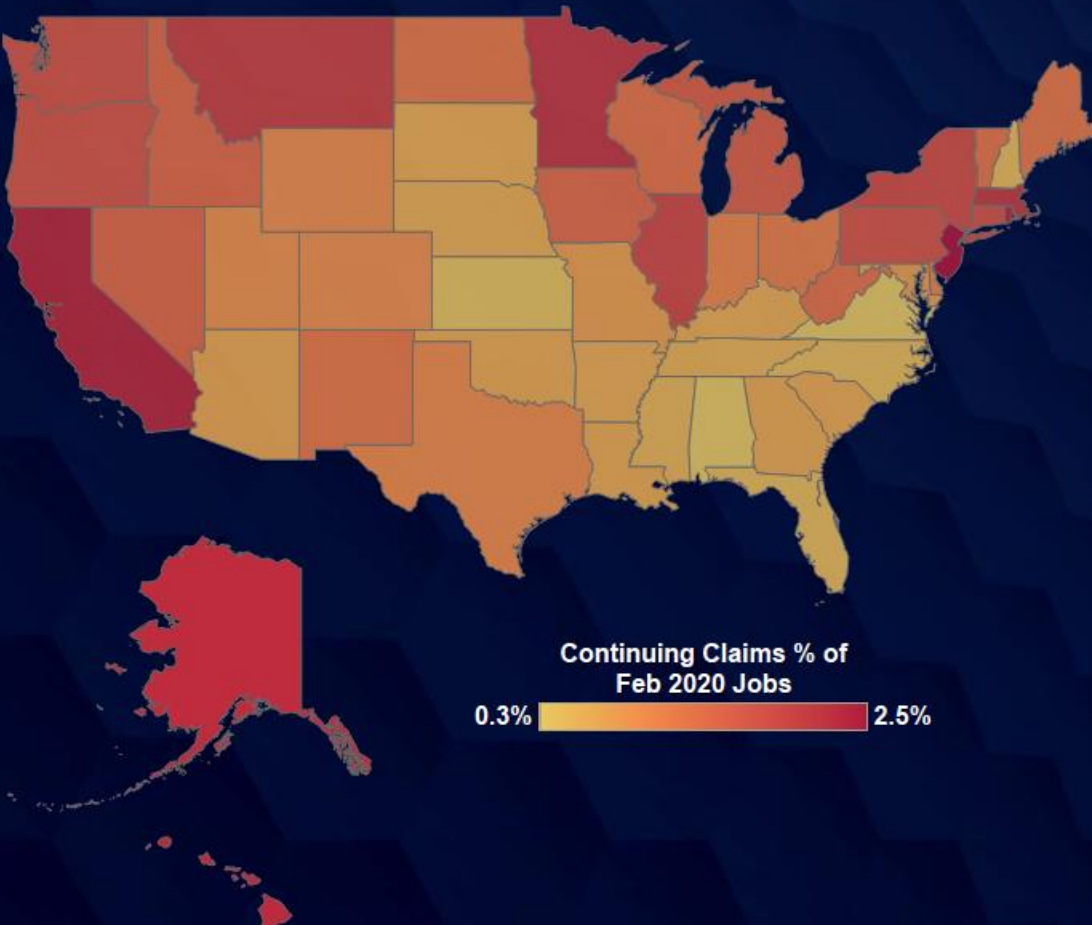
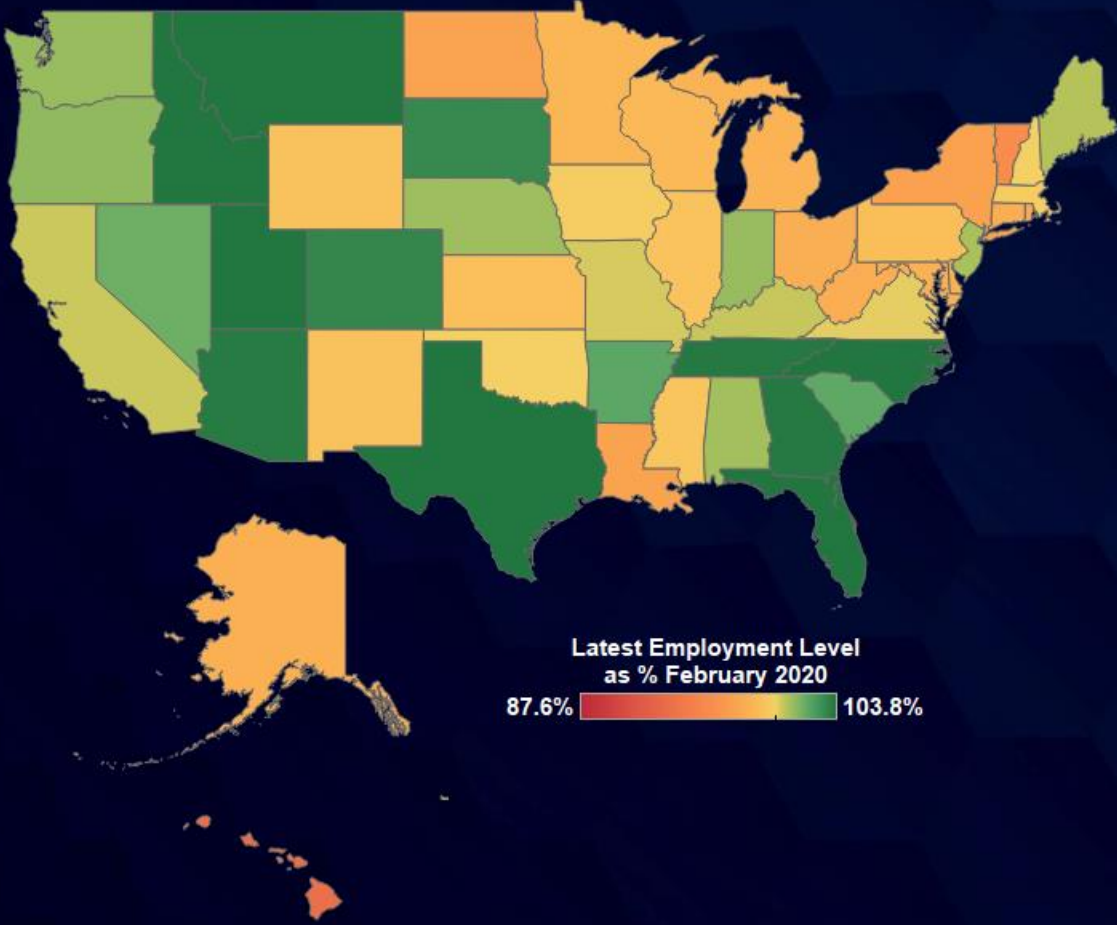
# COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

# Daily Case and Hospitalization Trends



# Continuing Claims at 1.69 Million Nationally



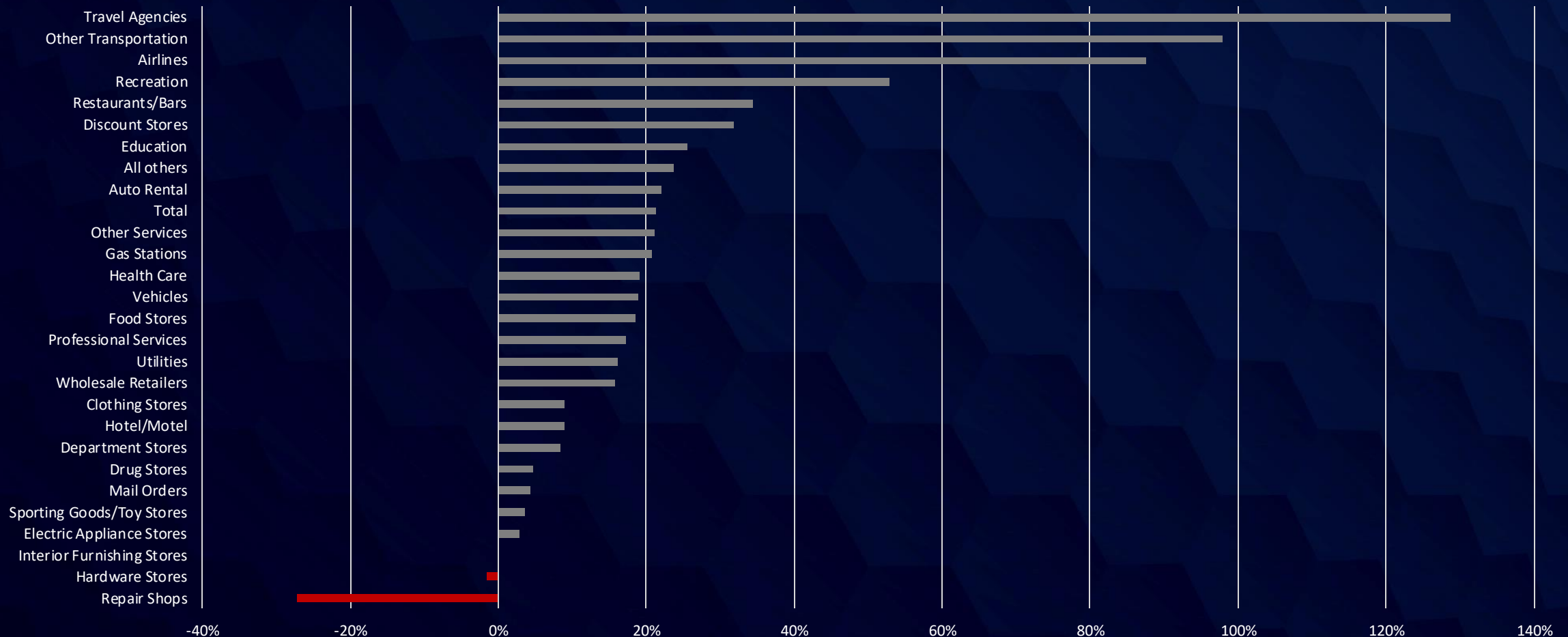
NOTE: Latest Employment Numbers for December 2022; Continuing Claims Unemployment Data for Week Ending January 21



# Consumer Spending Remains Strong

Total spending in early January was up 21% y/y with strength in travel and services

Y/Y Spending % Change for Week Ending January 21, 2023



# Consumer Sentiment Up in February

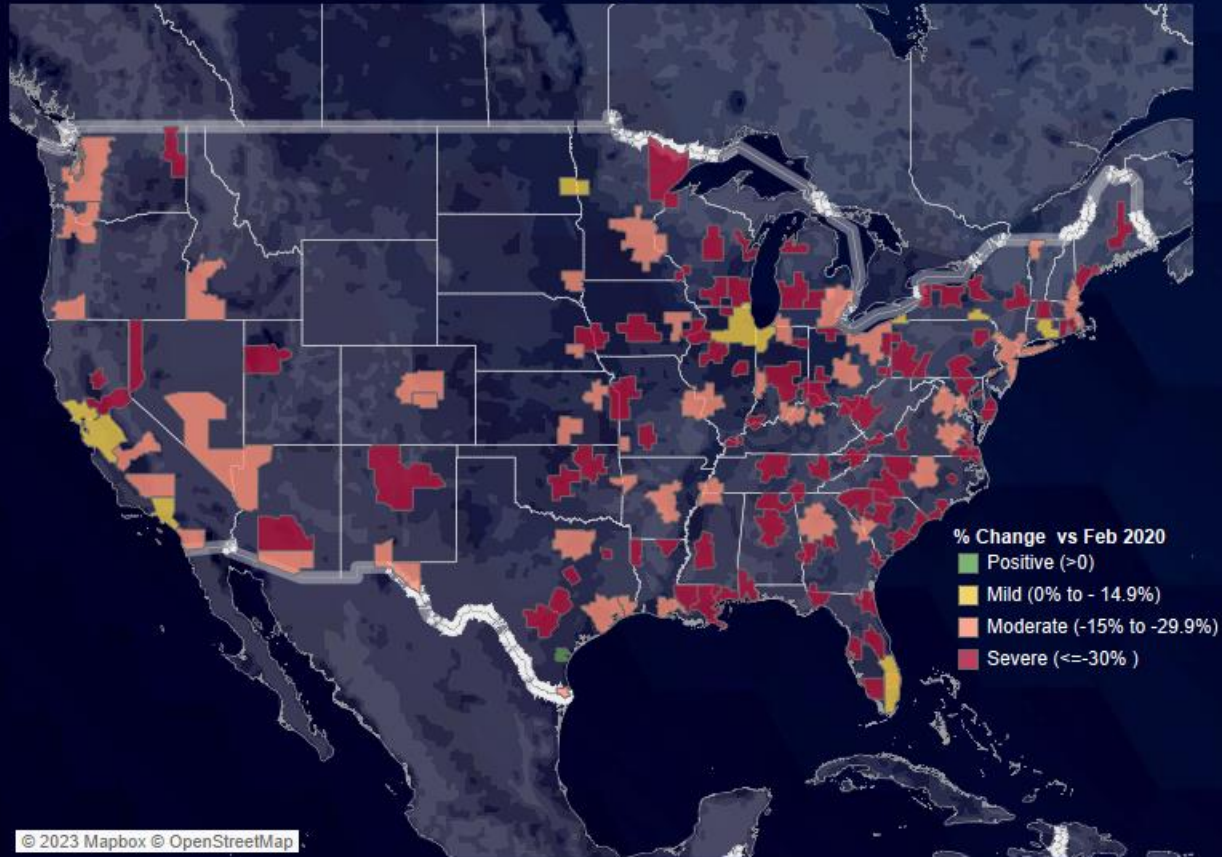
The Index of Consumer Sentiment declined 1.5% in January but is up 1.3% so far in February



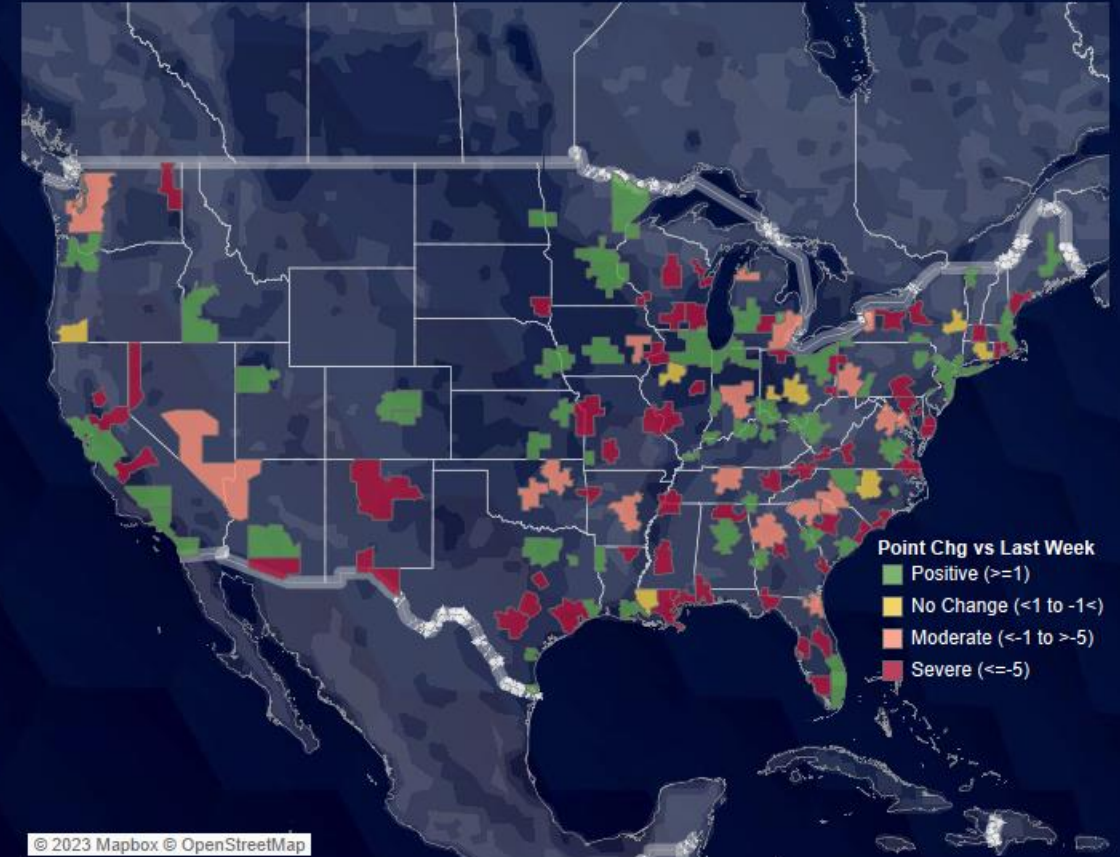


# Sentiment Shifts Across Markets

Since February 29, 2020

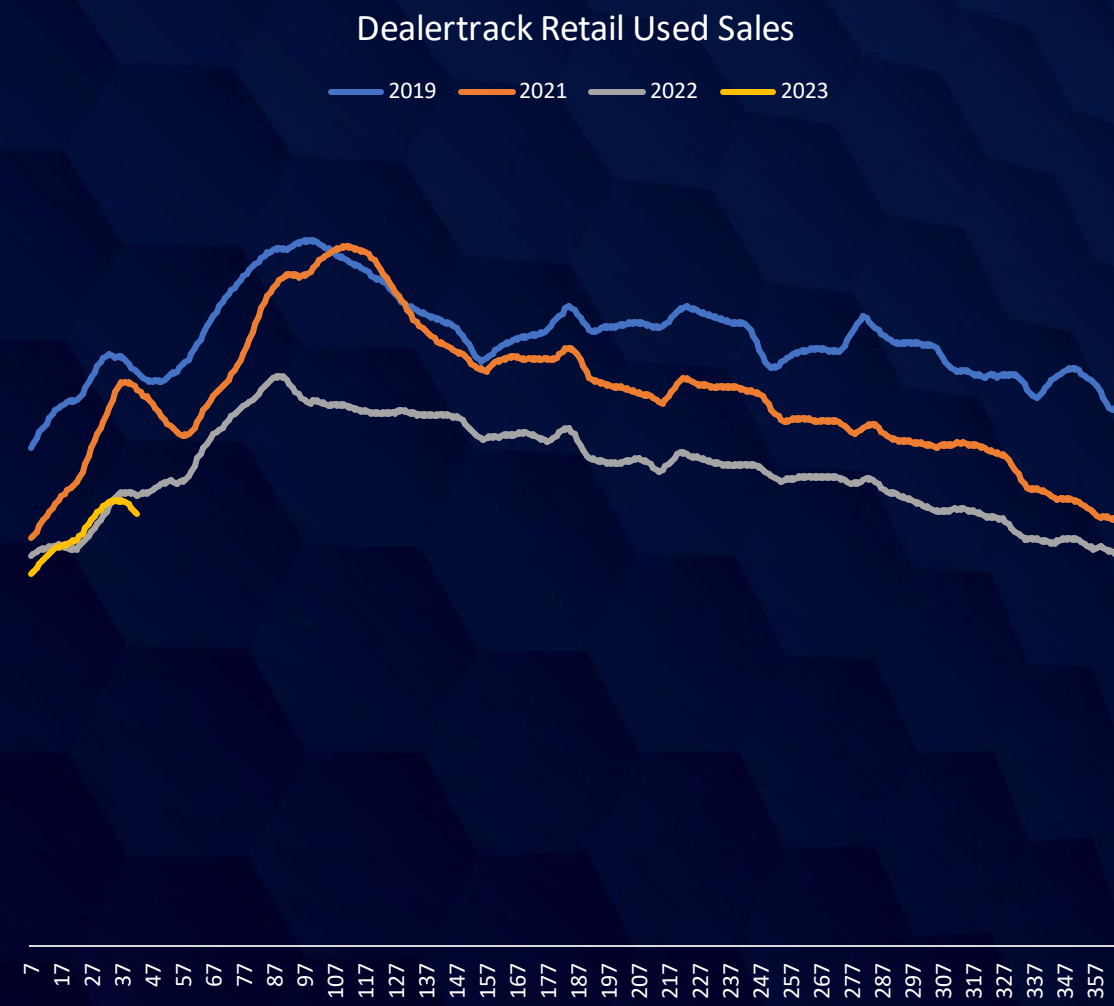
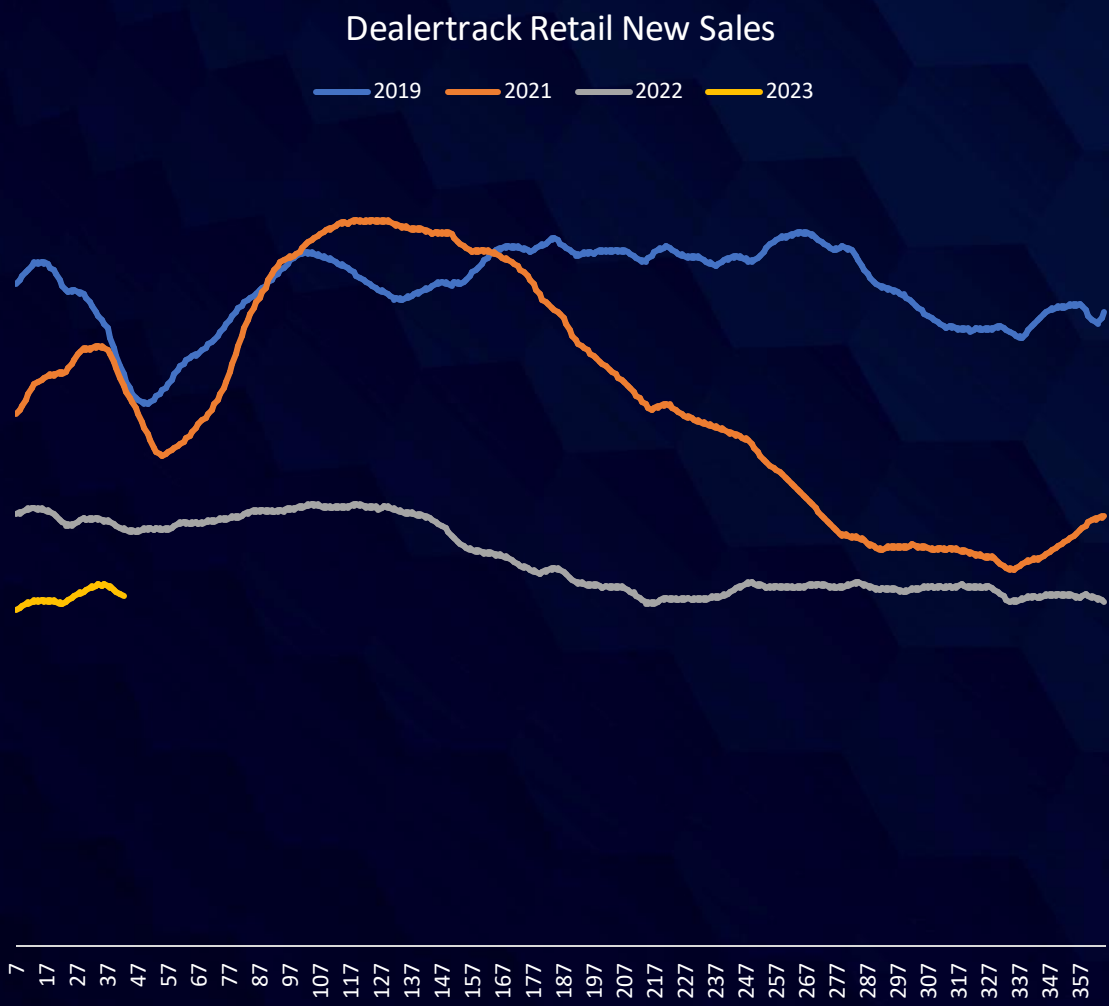


Since February 06, 2023



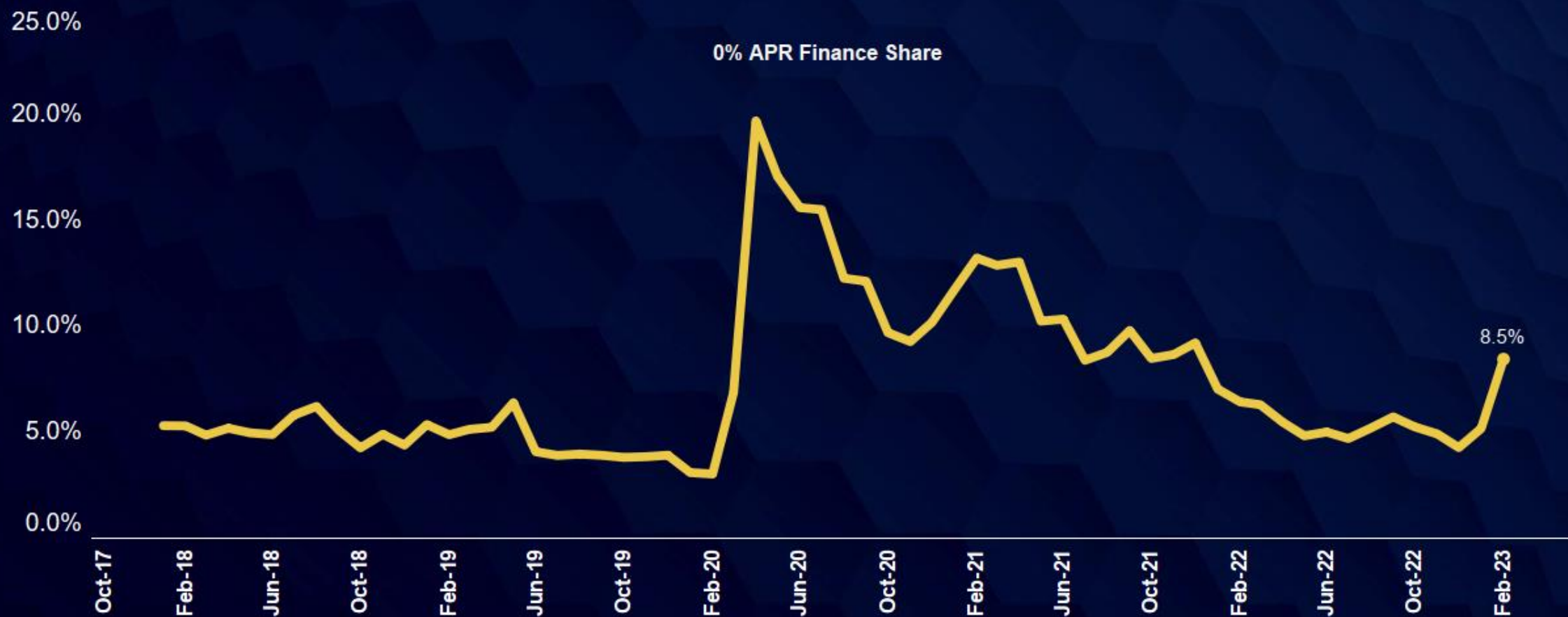
# Retail Sales Estimates

Compared to last year, new sales last week were down 16%, and used sales were down 5%





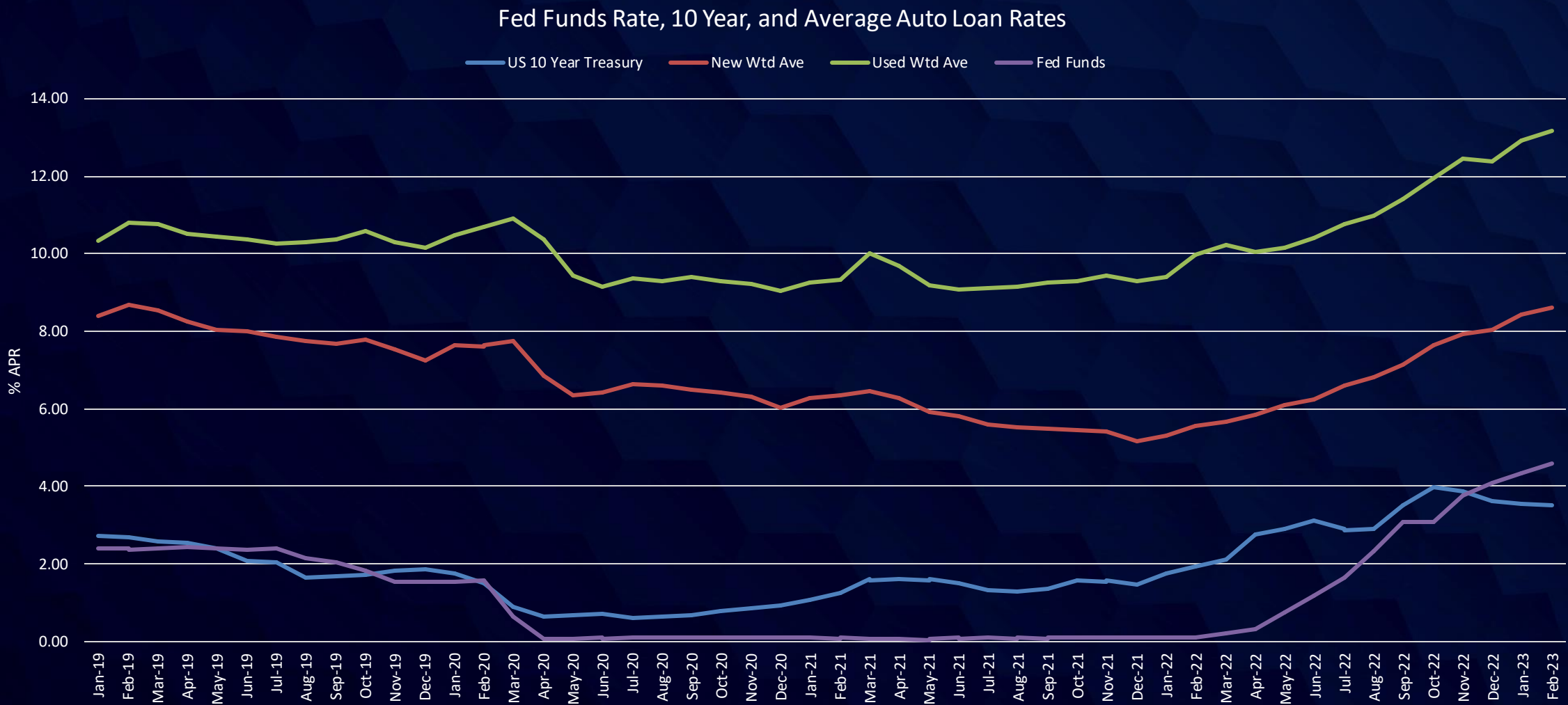
# Zero Percent Financing





# Auto Loan Rates Keep Moving Higher

Auto loan rates keep moving higher with average new up to 8.62% and average used up to 13.18% in February



# Supply Tighter in Used to Start 2023

New supply up 22 days y/y and unchanged from Jan; used supply down 13 days y/y and down 1 day from Jan

New Days' Supply

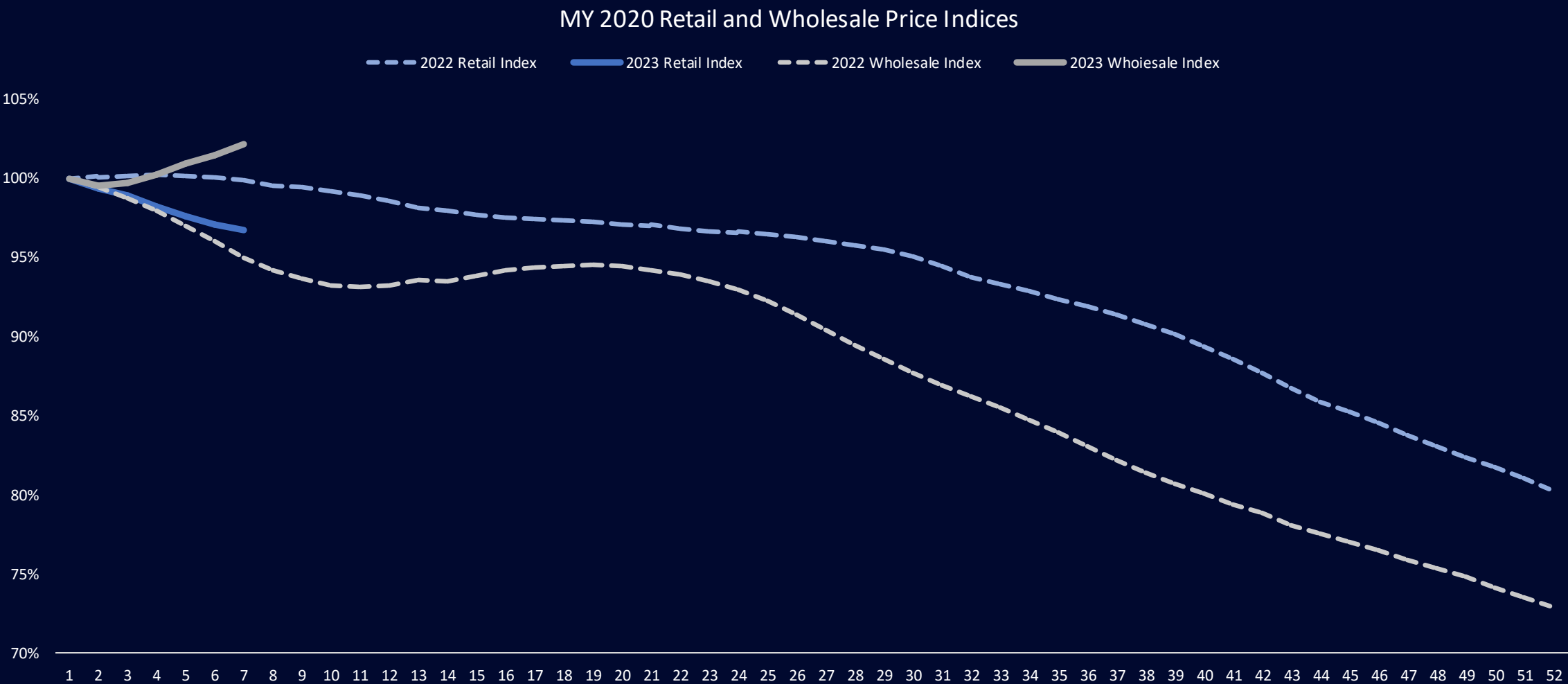


Used Days' Supply



# Used Prices Moving in Different Directions So Far in 2023

The average MY 2020 wholesale price increased 0.7% last week while the average retail price declined 0.4%





## Cox Automotive Leading Indicators

- Leads are down y/y for February on both Autotrader and Kelley Blue Book, but
  - Traffic and leads are up for the month compared to January on both sites
- Credit applications on Dealertrack were down 3% y/y last week:
  - Unique applications on same-store basis saw improving trend w/w
- Service trends on Xtime relative to last year declined last week:
  - Completed appointments last week were down 1% 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