



# Monthly Industry Update

February 2023 Data and Insights

COX AUTOMOTIVE



# Michelle Krebs

Executive Analyst

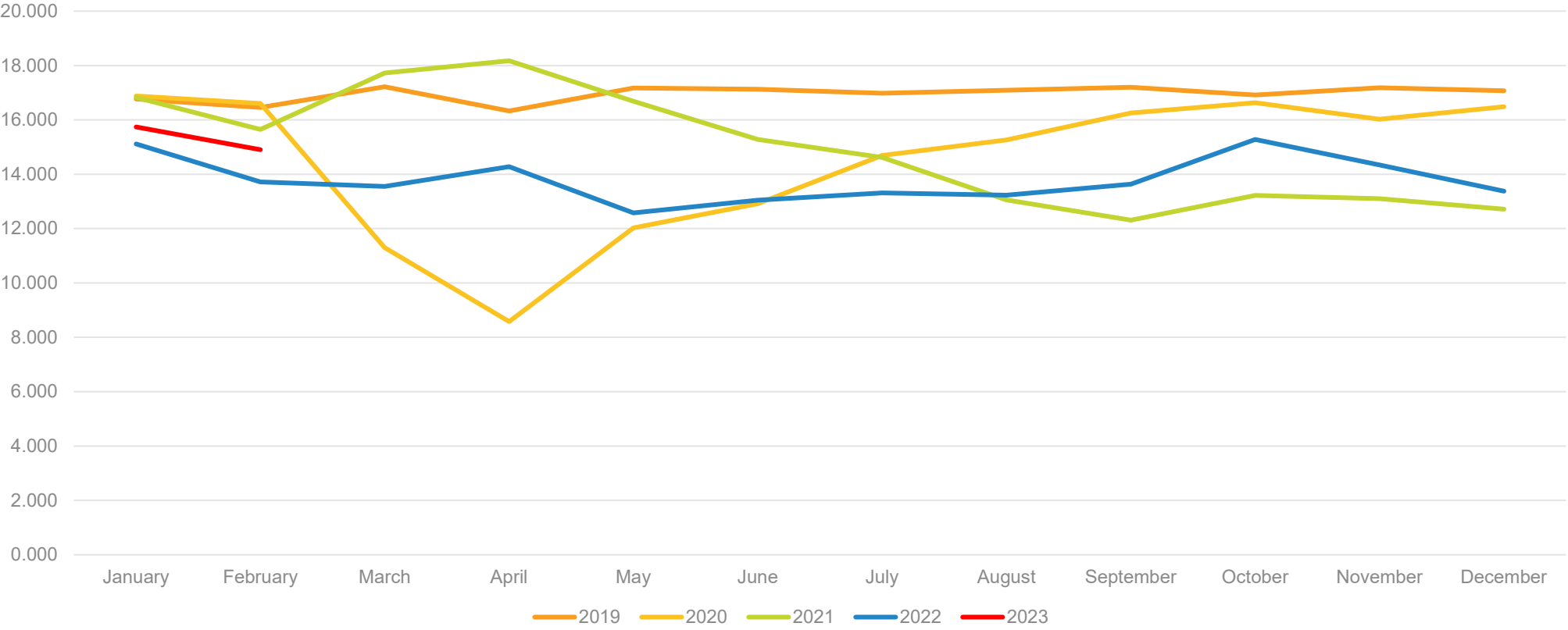
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# New-Vehicle SAAR | SAAR declined in February

SAAR hit 14.9 in February, down from 15.7 in January



Monthly Light Vehicle Sales SAAR (millions)

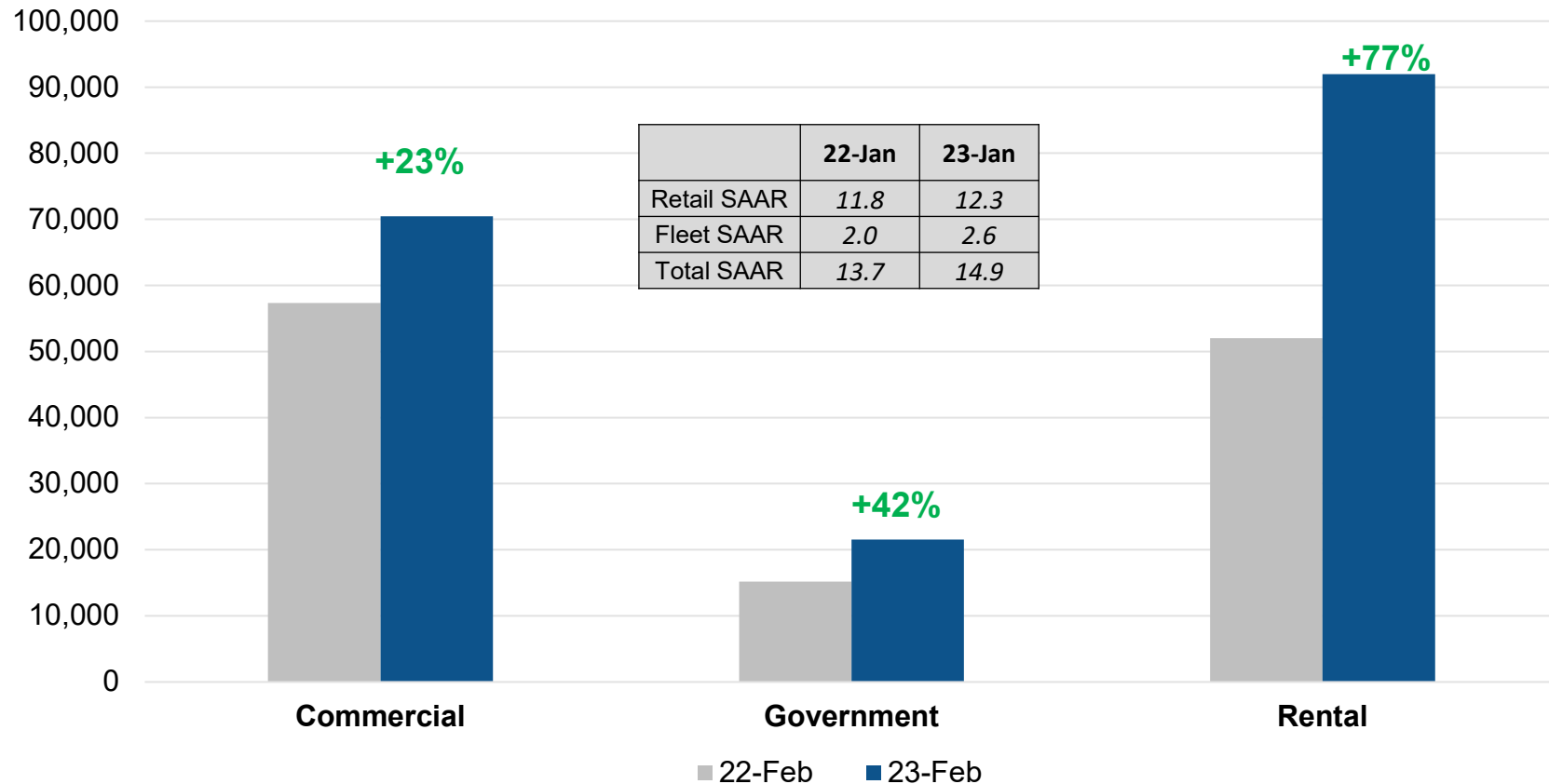


# Fleet Sales | Overall Volume Up 9% In February

Rental up 77% over last year, followed by Commercial and Government sales



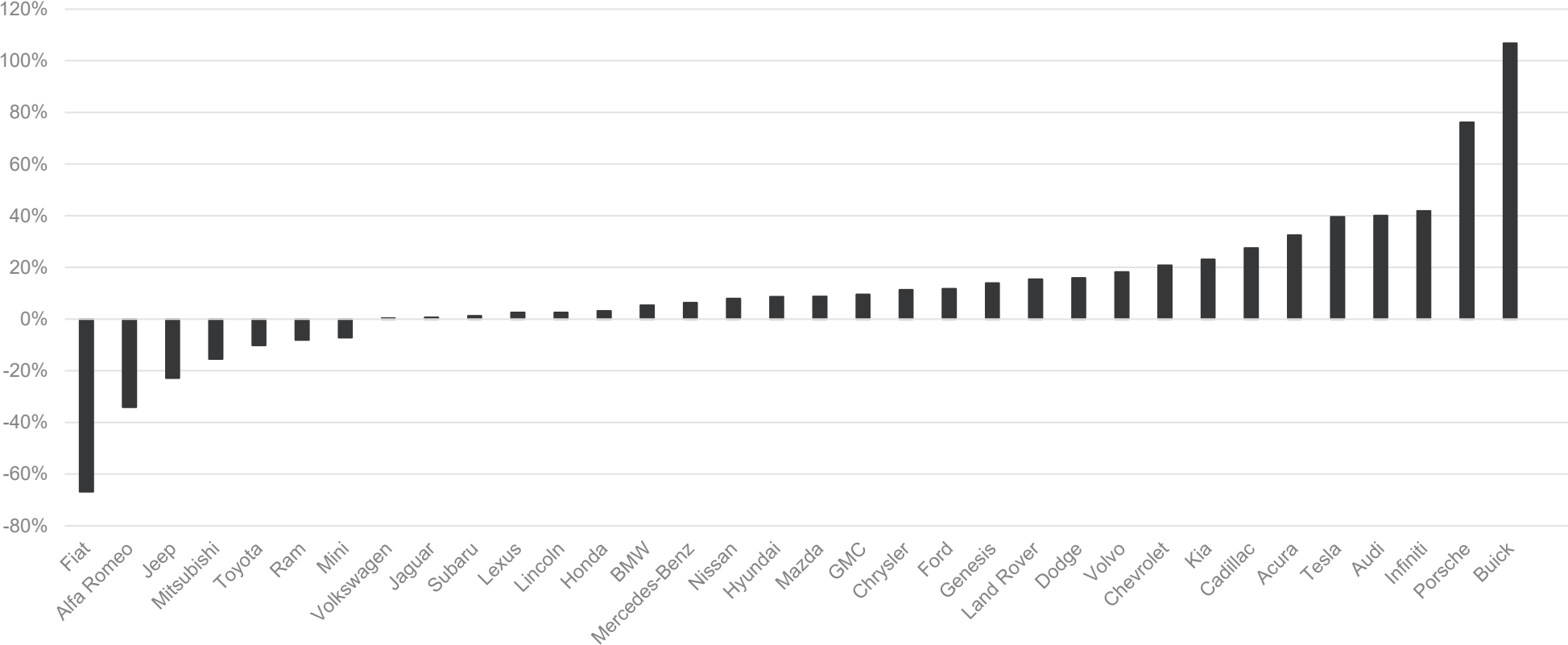
New Sales by Fleet Channel



# YTD Brand Sales | Buick and Porsche had top sales for February

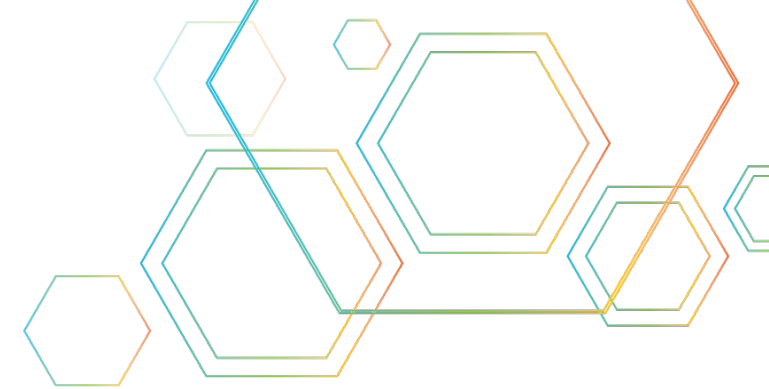


Sales Change: YTD February 2023 vs YTD February 2022

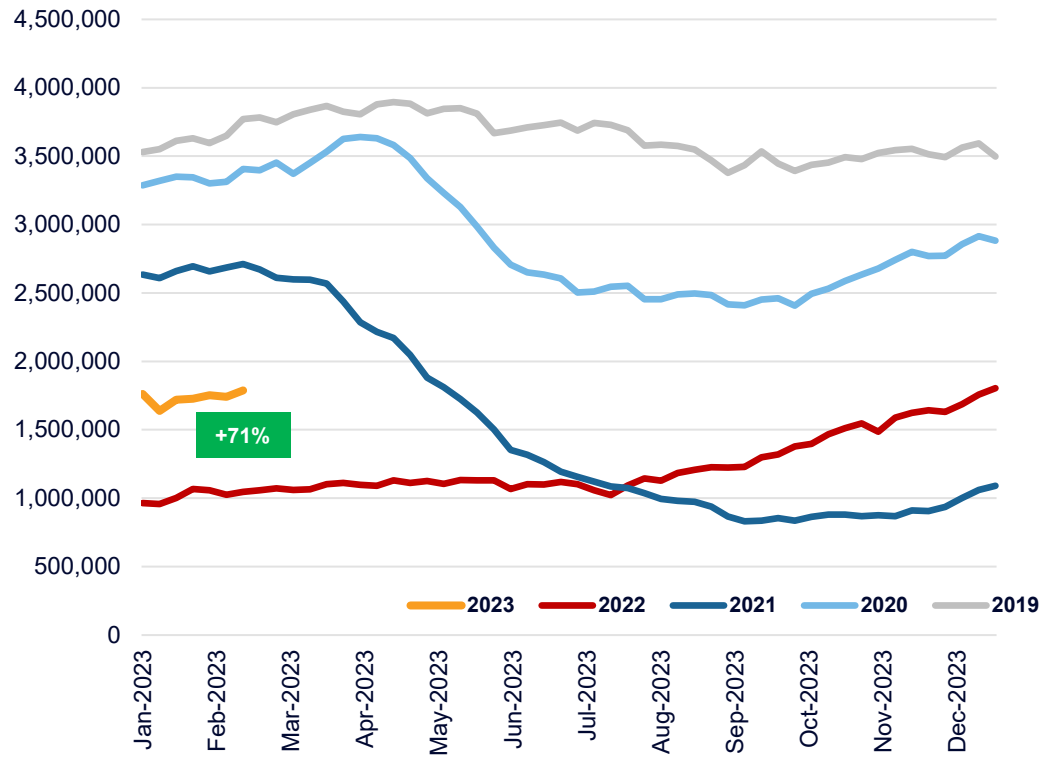


# New Vehicle Inventory | Now Up 71% From Last Year

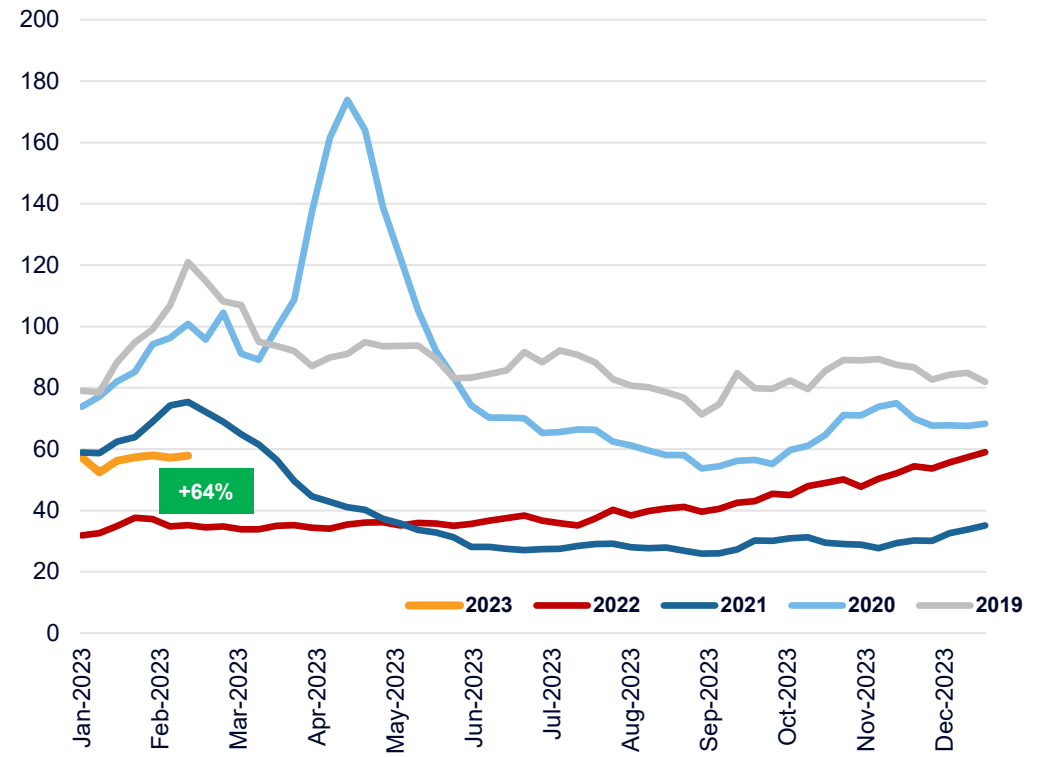
Supply noticeable higher – nearly 750K more vehicles than year ago



**Available Supply** weekly



**Days of Supply** weekly

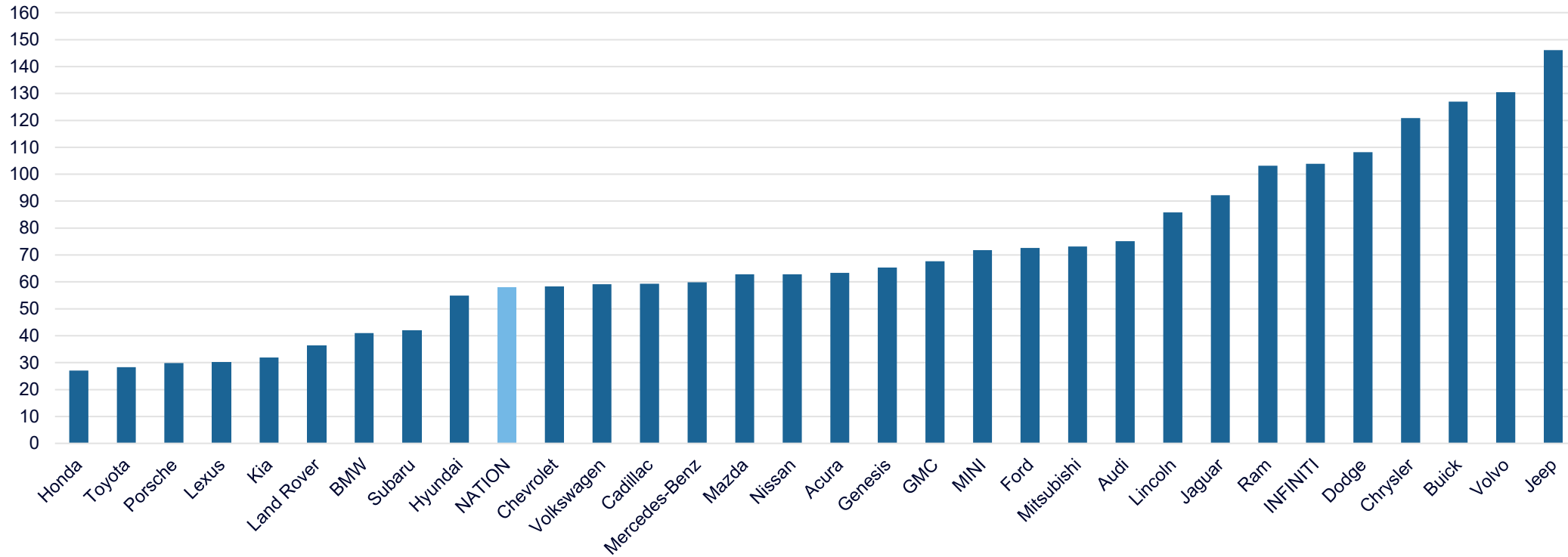


# Brand Inventory | Supply Situation Varies

Detroit 3 brands returning to pre-covid levels while many Asian brands remain tight



Days Of Supply

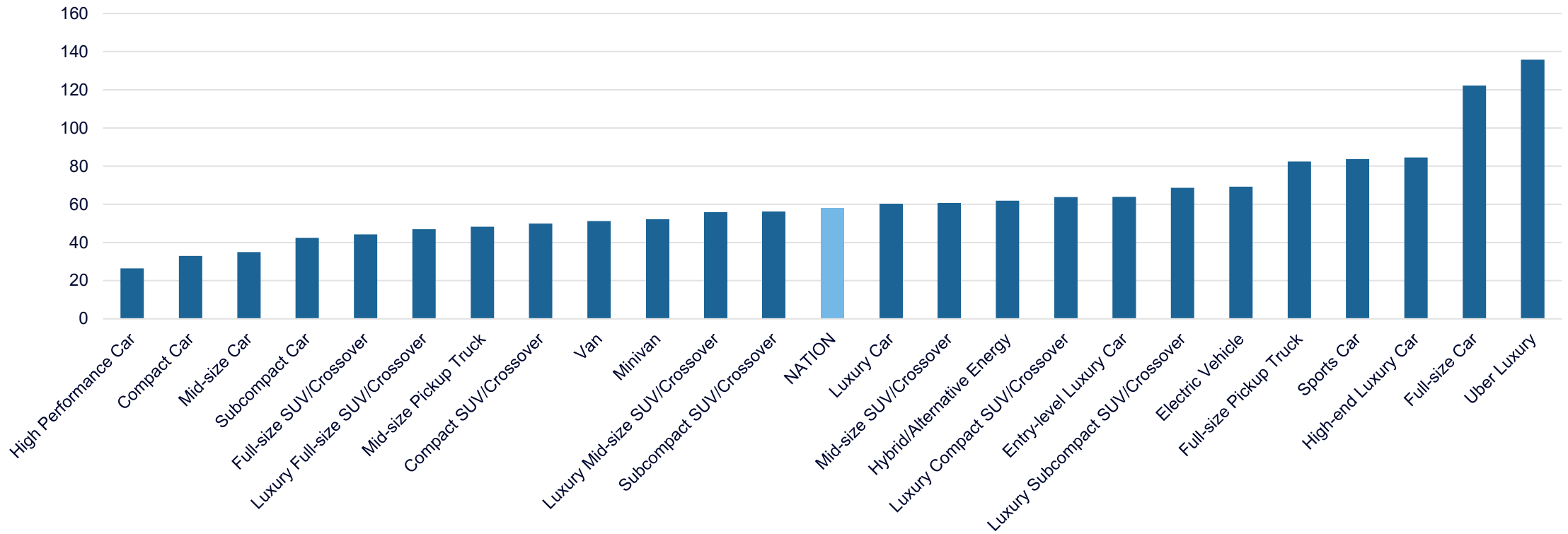


# Segment Inventory | Small Cars Remain Very Tight

Big pickups and luxury cars have more availability



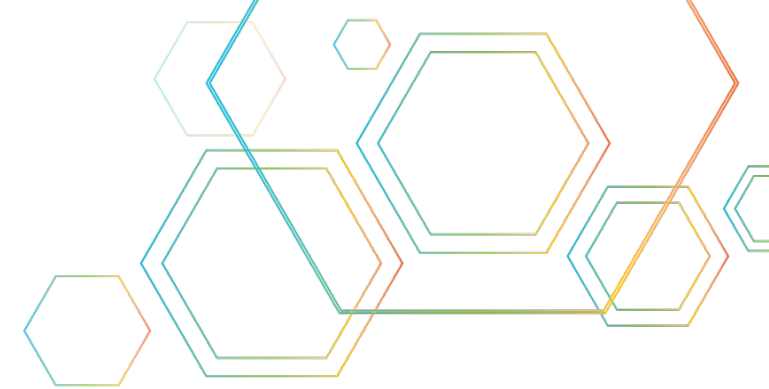
Days Of Supply



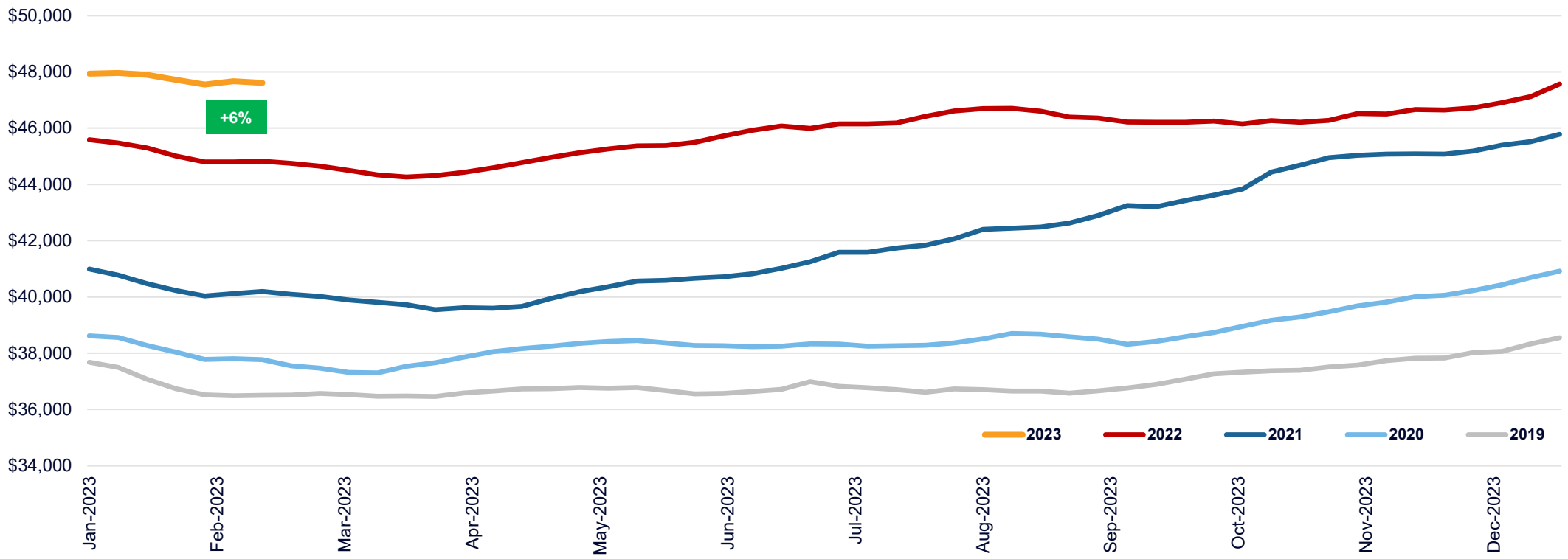


# Transaction Price | Up 6% From Last Year

Prices appear to be returning to more “normal” patterns



Average List Price weekly





# Quentin Wallace

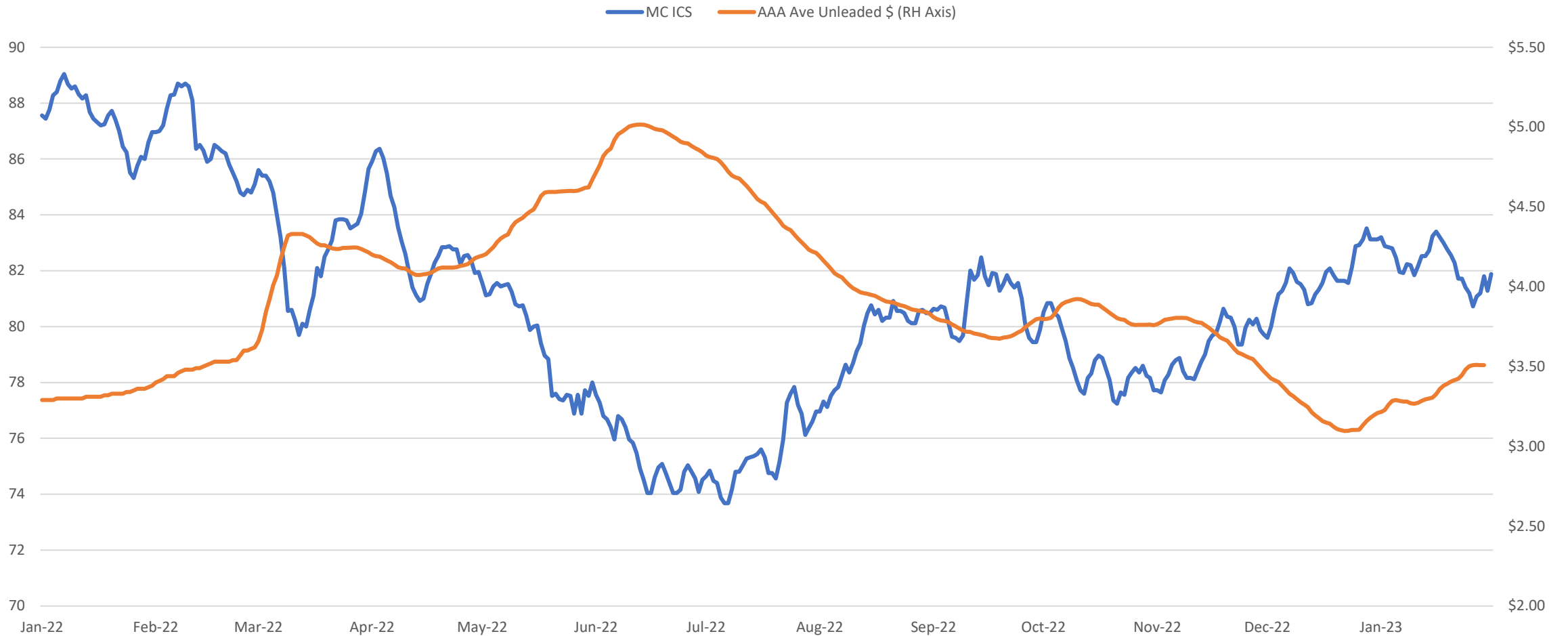
Research Manager

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# Consumer Sentiment | Declined in January

The Index of Consumer Sentiment increased 2.6% in November and 4.3% in December but declined 1.5% in January

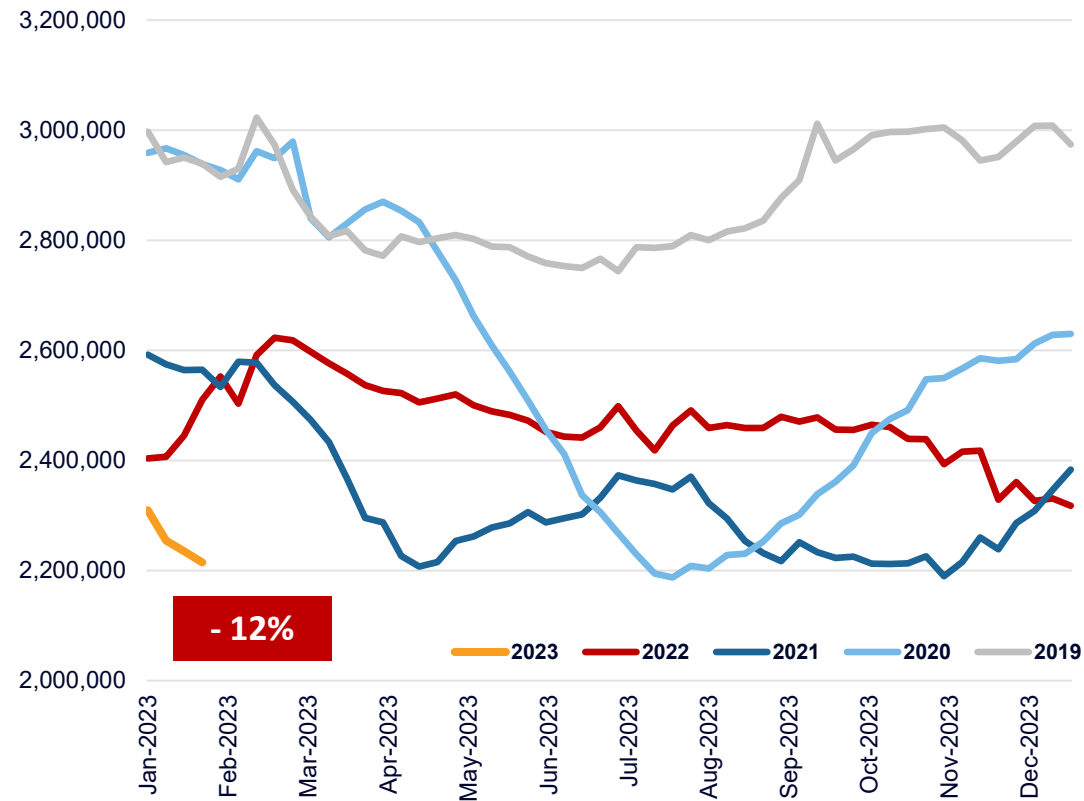
Morning Consult Index of Consumer Sentiment vs. Average Price of Unleaded



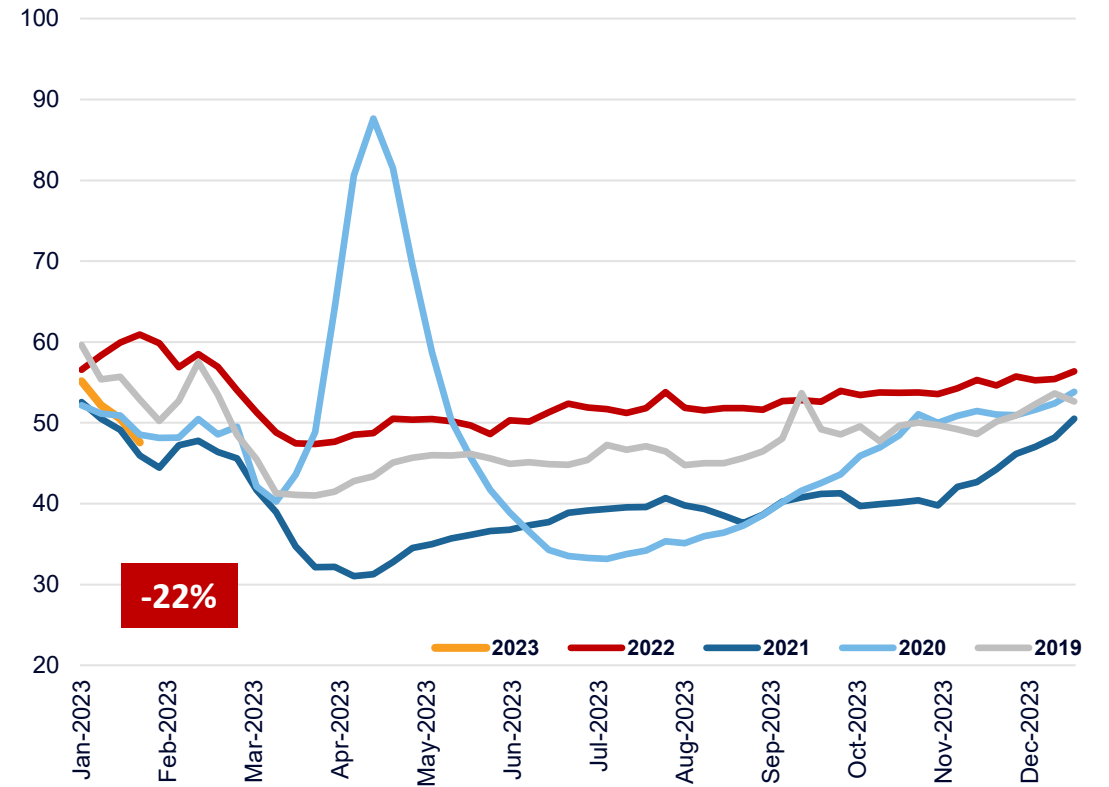
# Used Vehicle Inventory | Down 12% From Last Year

Days of supply down 22% from last year – entering spring selling season much leaner

Available Supply weekly



Days of Supply weekly

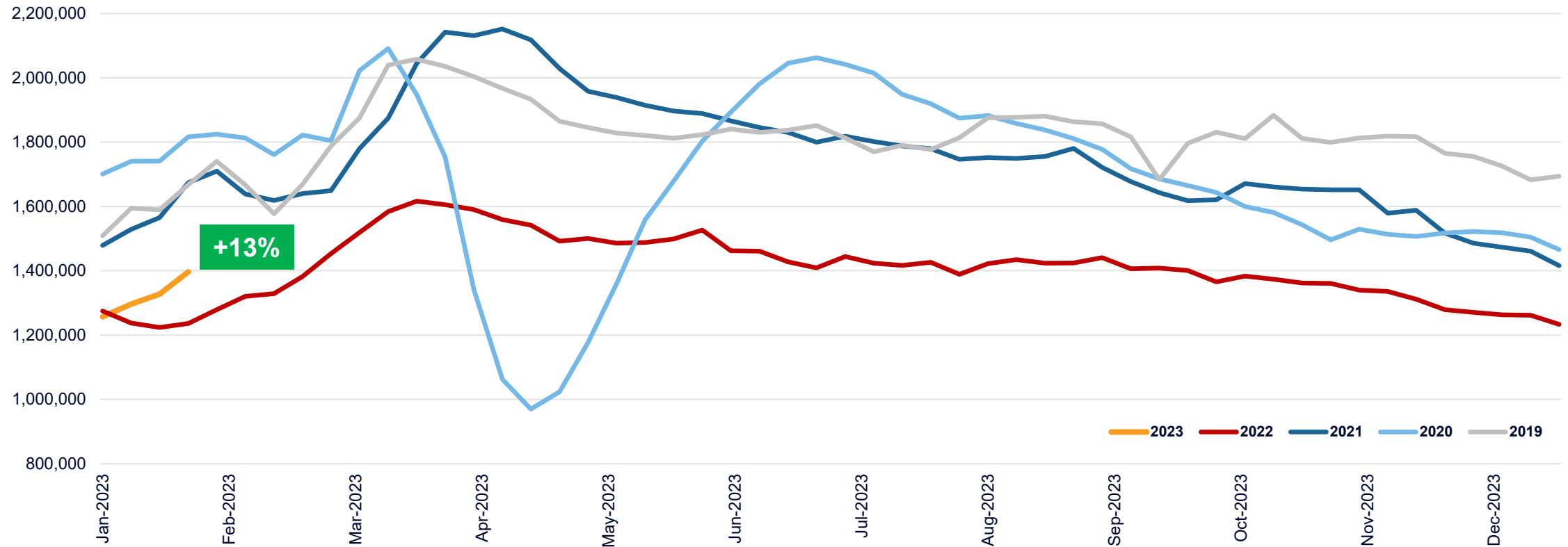


# Used Vehicle Sales | Up From Last January

Relatively strong sales as spring selling season approaches

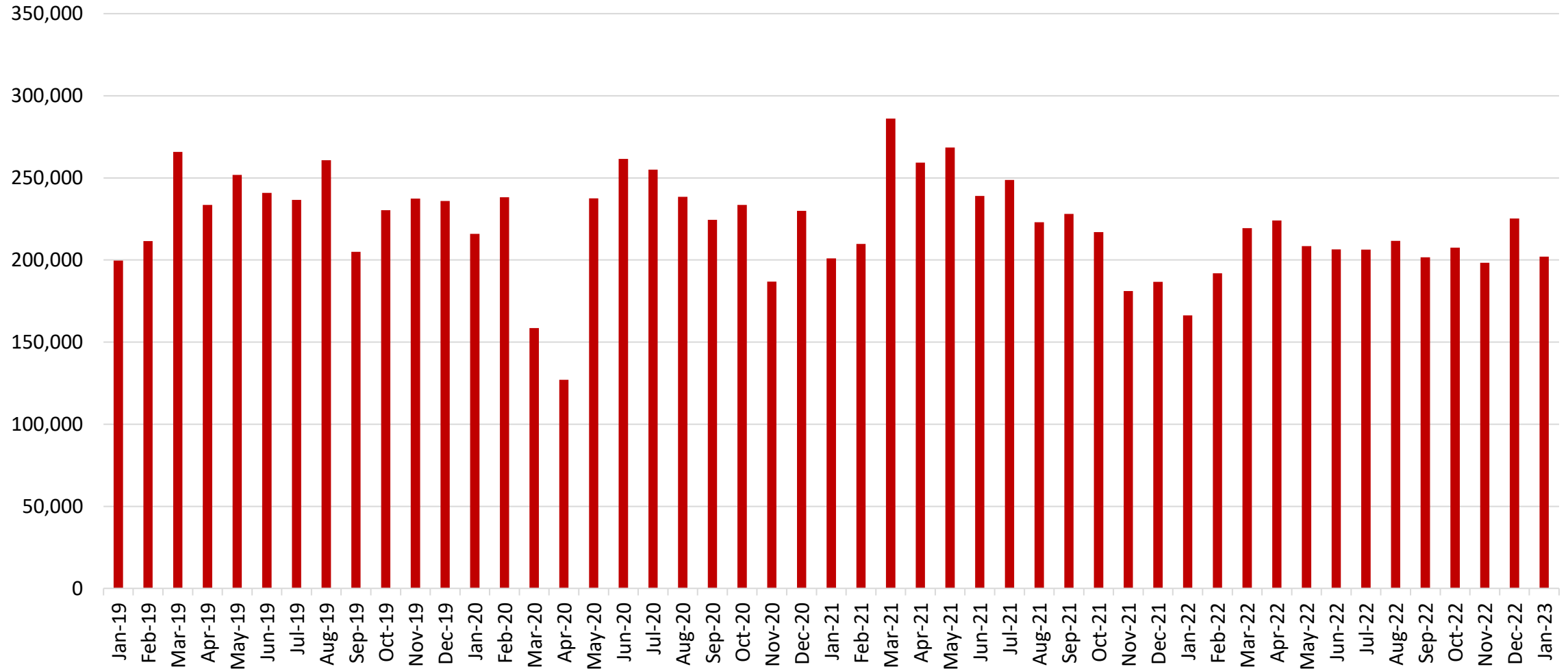


Rolling 30 Day Retail Sales weekly



# CPO Sales | Declined 10% in 2022 with Supply Starting to Limit Sales

CPO sales closed 2022 strong in December with sales up 21% against 2021; January 2023 back to January 2021 level.

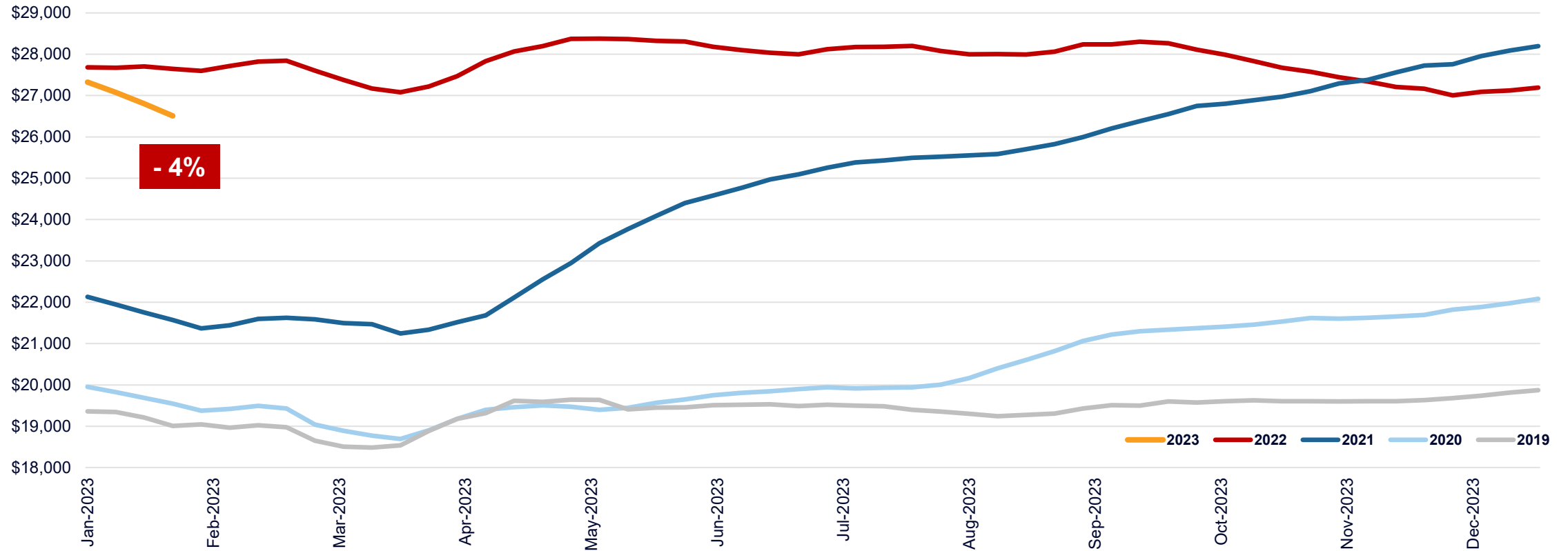


# Used Vehicle List Price | Showing Decline In January

Historically, winter weakness is normal – spring buyers usually reverse trend

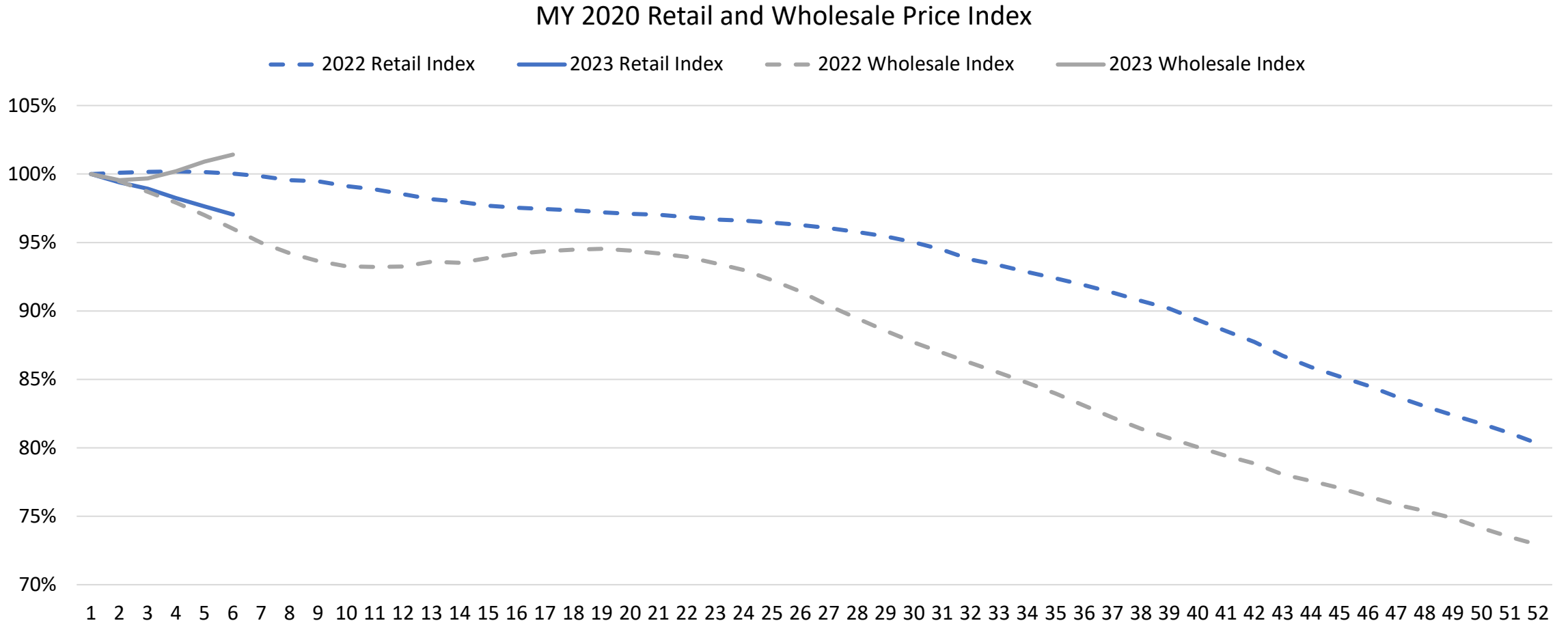


Average List Price weekly



# Used Prices | Mixed to Start 2023

Wholesale starting 2023 better than 2022, while Retail starting off worse compared to last year







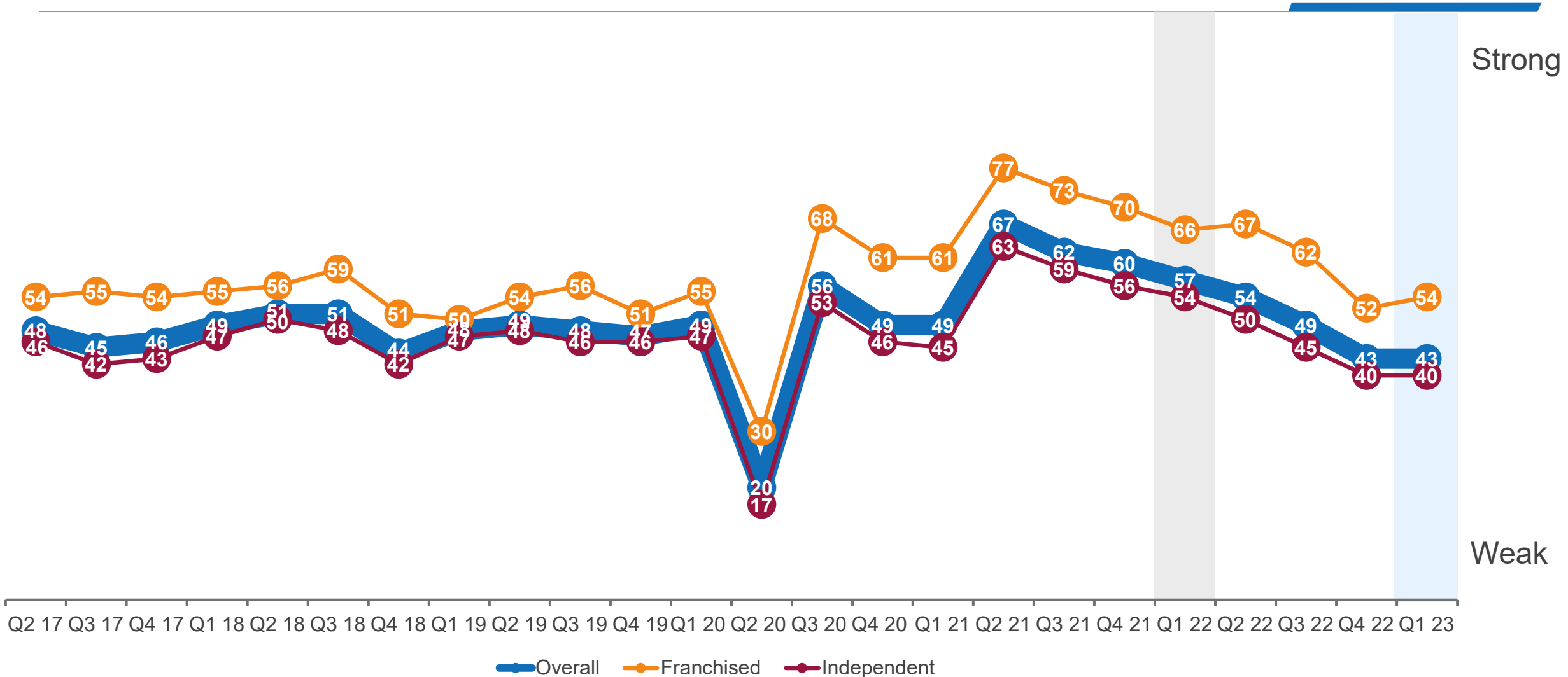
# Rebecca Rydzewski

Research Manager

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# Q1: How would you describe the current market for vehicles in the areas where you operate?

## Dealer Sentiment Index FIRST QUARTER 2023

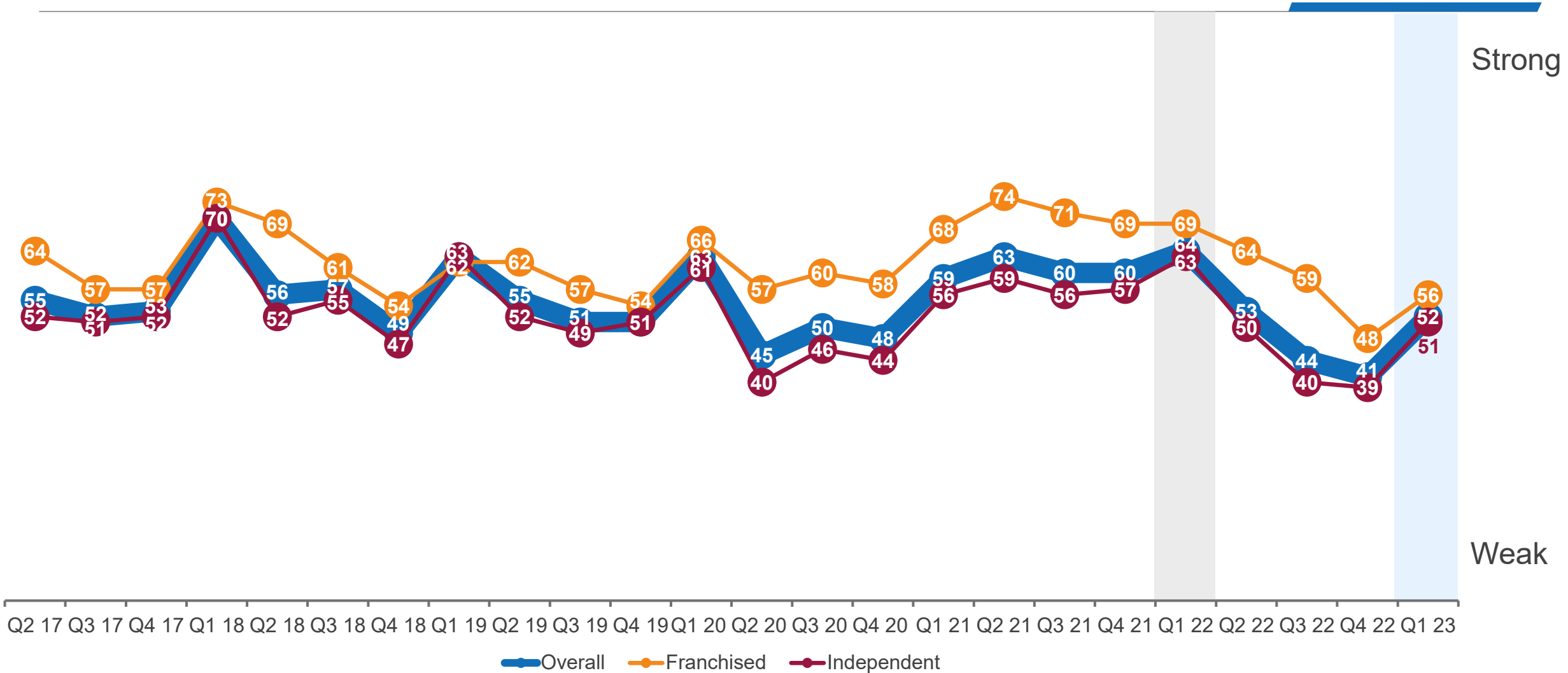


Note: Scale 1 - 100

Q2: What do you expect the market for vehicles in your area to look like 3 months from now?

# Dealer Sentiment Index

FIRST QUARTER 2023

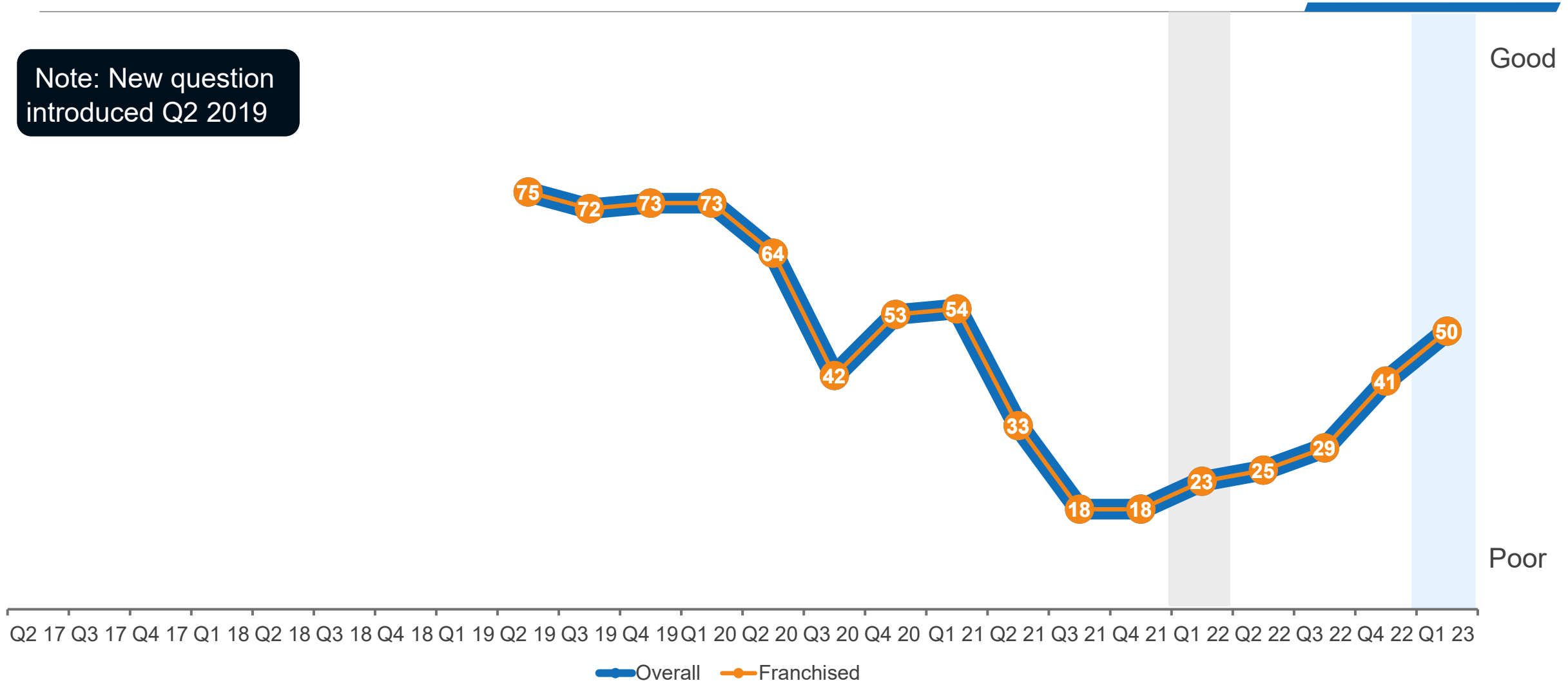


Note: Scale 1 - 100

# Q9: How would you describe the current new-vehicle inventory mix?

## Dealer Sentiment Index FIRST QUARTER 2023

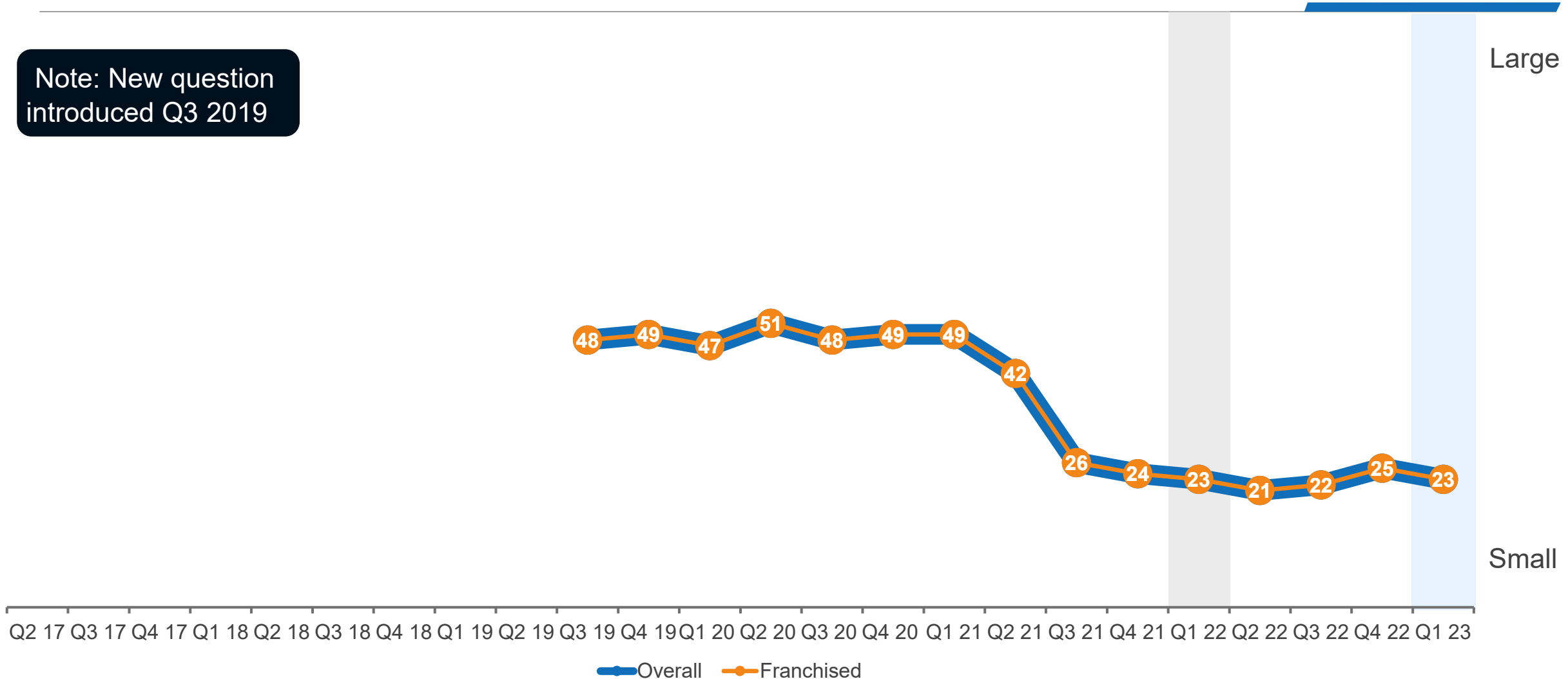
Note: New question introduced Q2 2019



Note: Scale 1 - 100

# Q10: How would you describe the current level of OEM new-vehicle incentives?

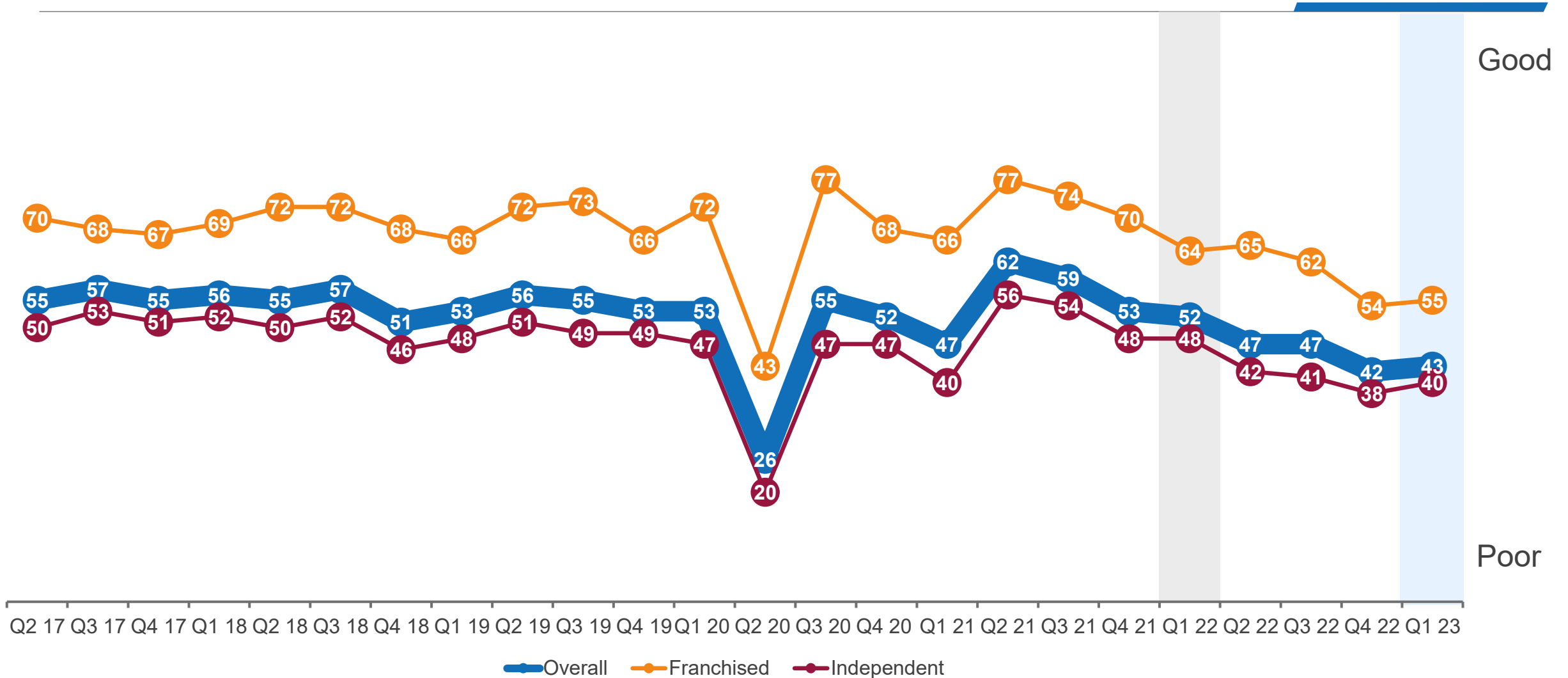
Note: New question introduced Q3 2019



Note: Scale 1 - 100

# Q11: How would you describe the current used-vehicle sales environment?

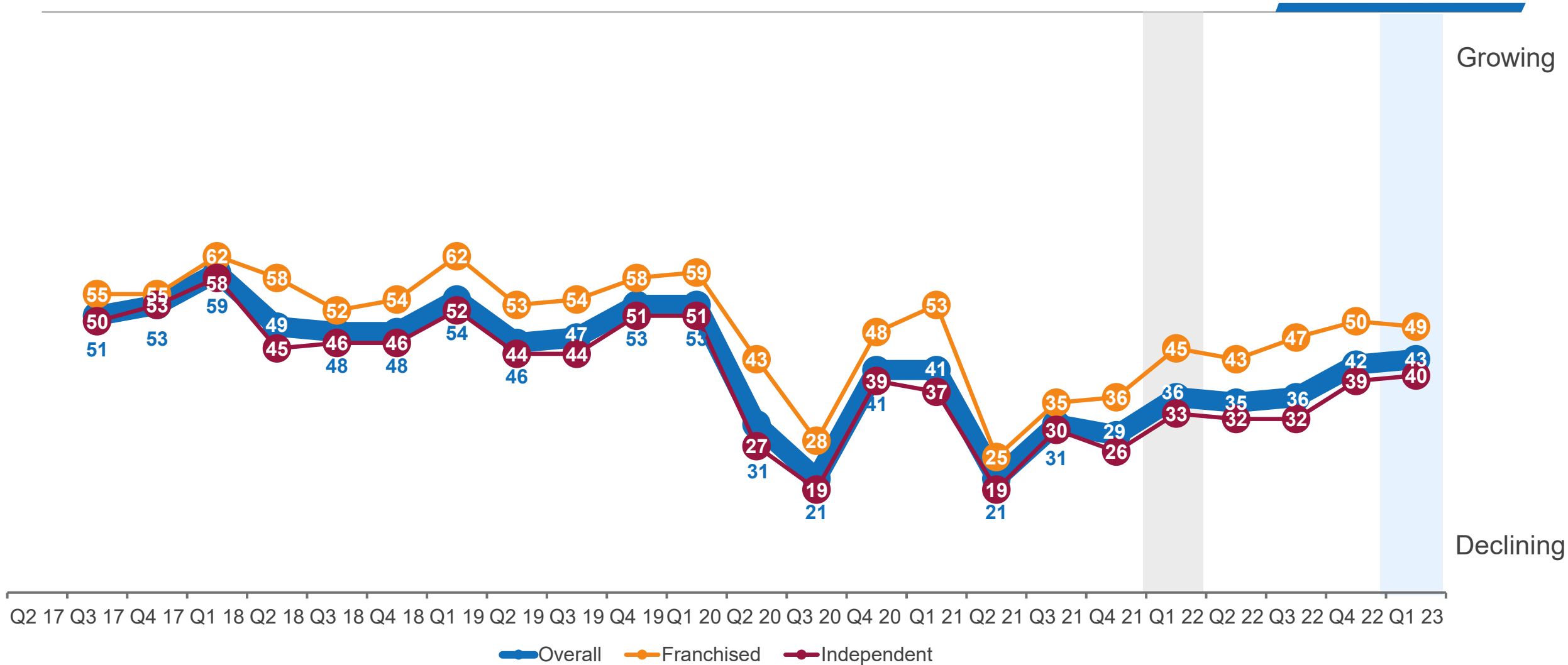
## Dealer Sentiment Index FIRST QUARTER 2023



Note: Scale 1 - 100

# Q12: How would you describe the current used-vehicle inventory levels?

## Dealer Sentiment Index FIRST QUARTER 2023



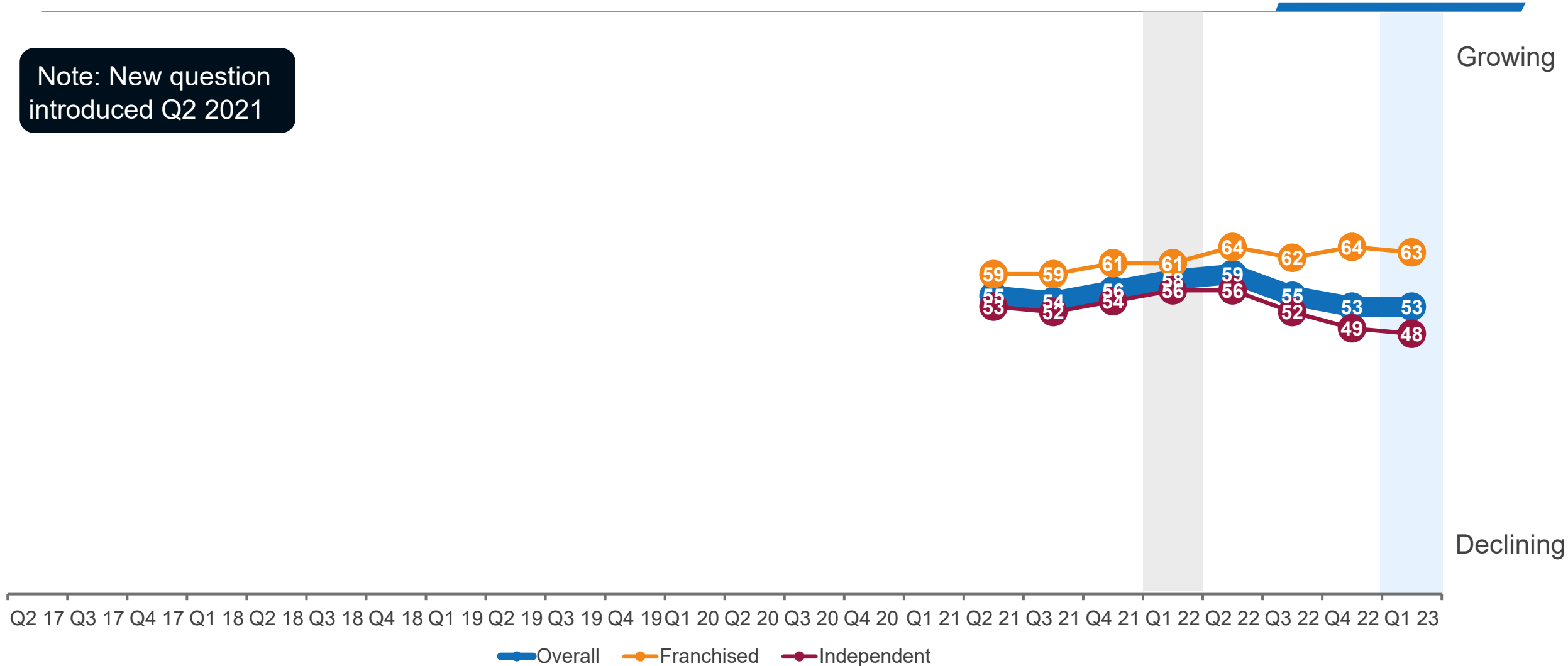
Note: Scale 1 - 100

Q20: What do you expect the EV market in your area to look like 3 months from now?

# Dealer Sentiment Index

FIRST QUARTER 2023

Note: New question introduced Q2 2021



Note: Scale 1 - 100



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# Any Questions?

Contact us with questions or to speak  
with an expert:

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