

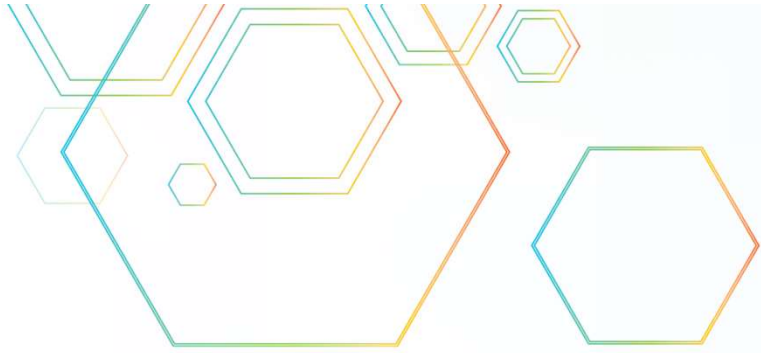


# Monthly Industry Update

July 2023 Data and Insights

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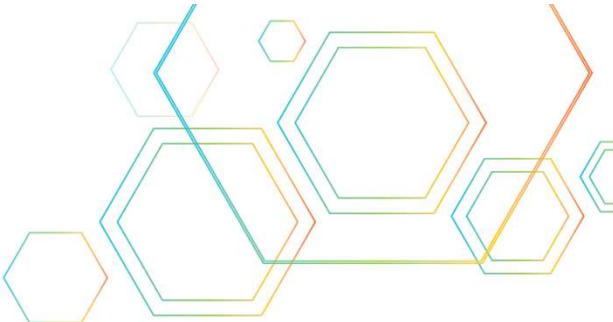
# Rebecca Rydzewski

Research Manager

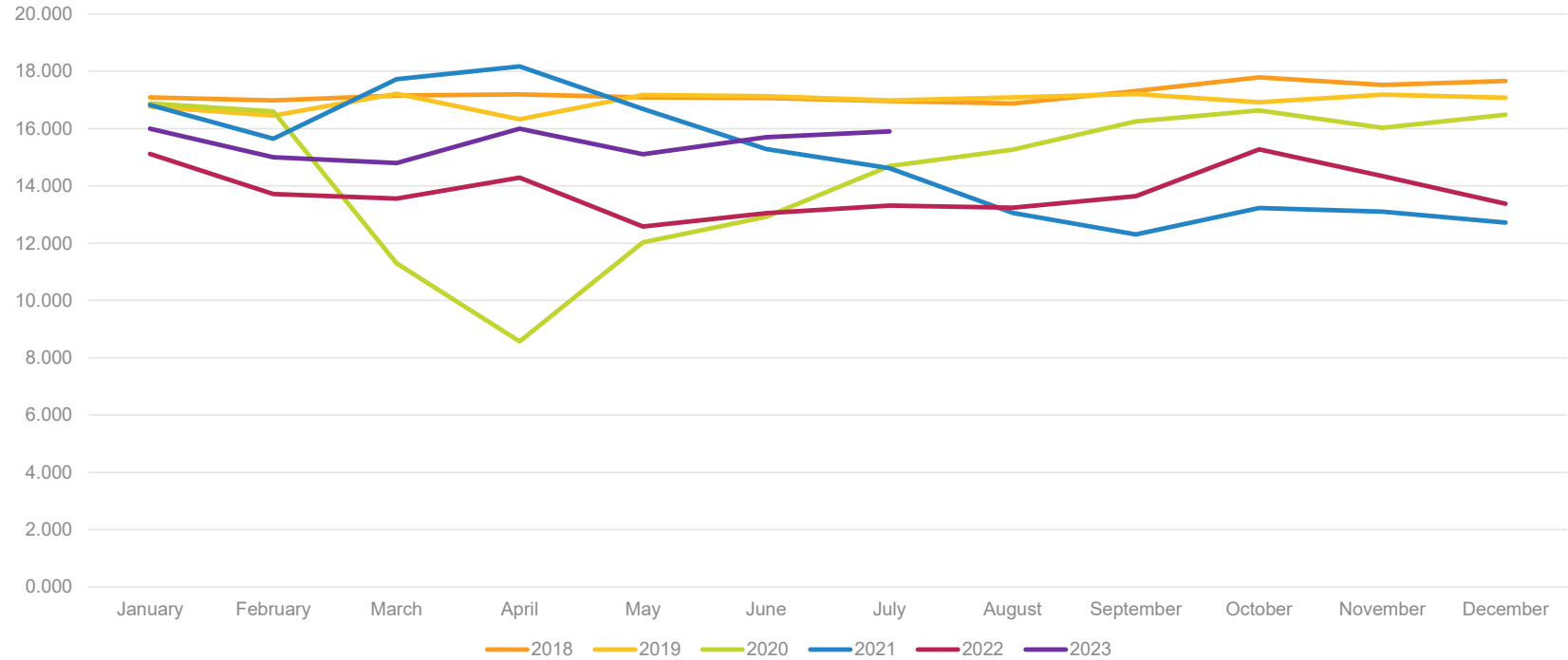
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# New-Vehicle SAAR | SAAR increased in July

SAAR hit 15.9 in July, up slightly from June

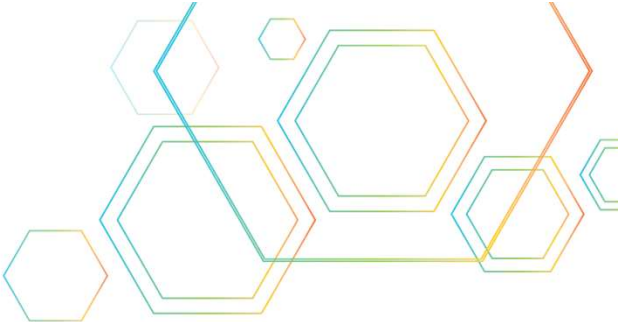


Monthly Light Vehicle Sales SAAR (millions)

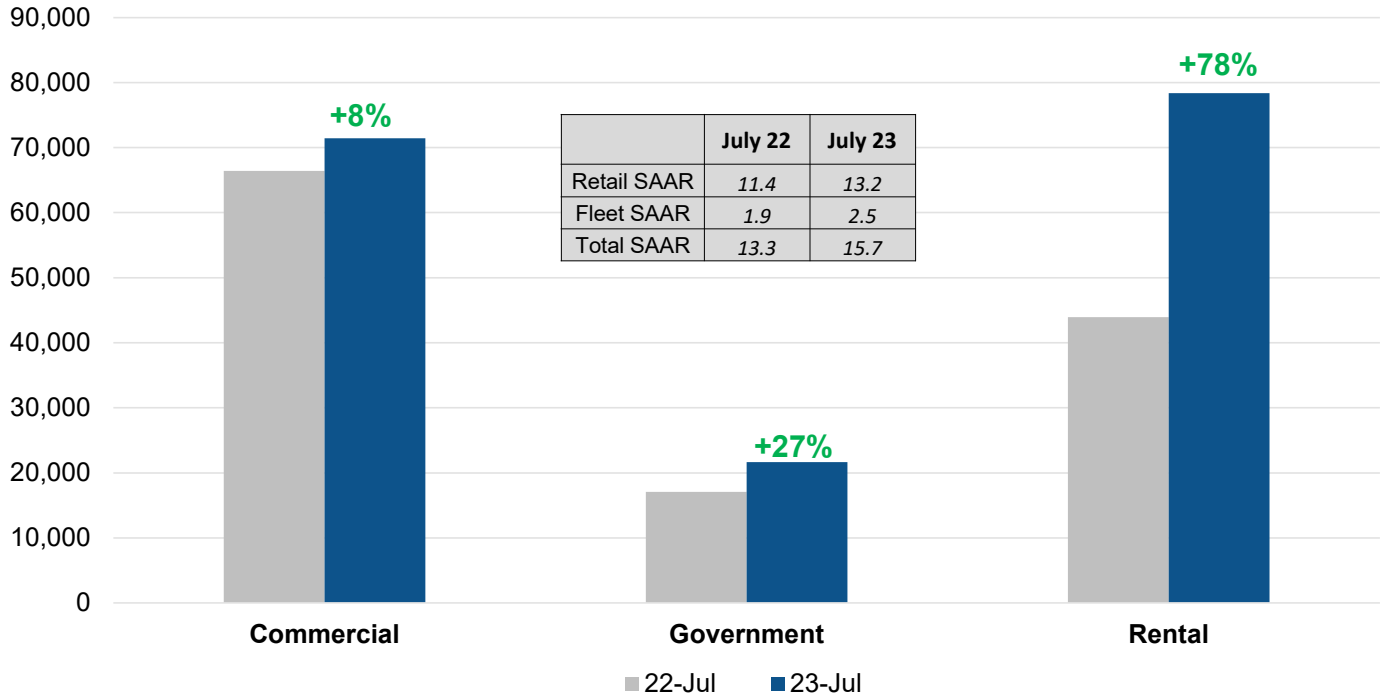


# Fleet Sales | Overall Volume Up 15% In July

Rental up 78% over last year, followed by Commercial and Government sales



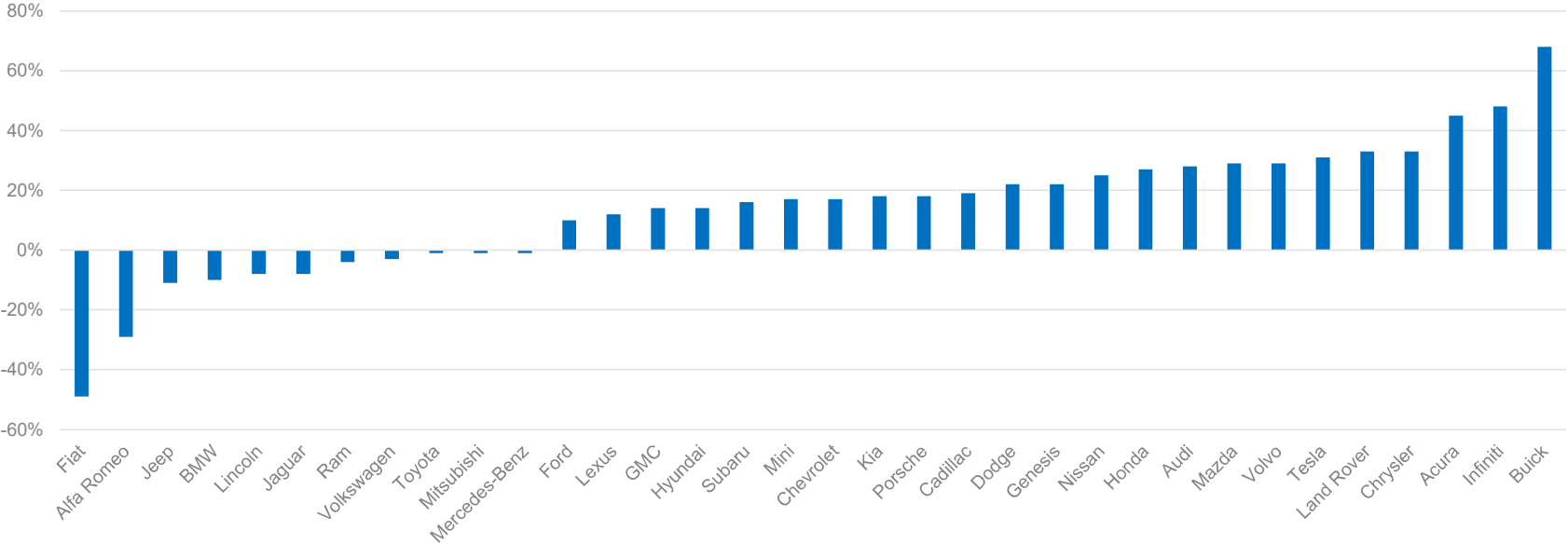
New Sales by Fleet Channel



# YTD Brand Sales | Sales for the majority of brands up for July

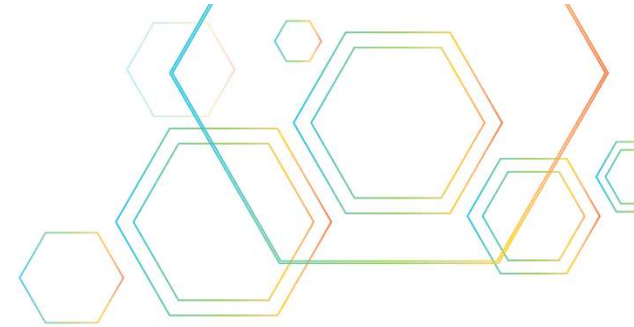


Sales Change: YTD July 2023 vs YTD July 2022

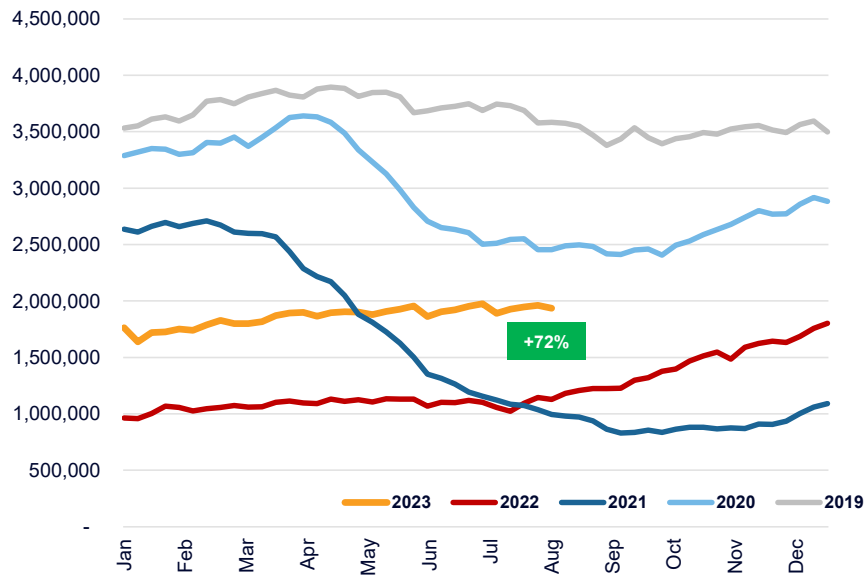


# New Vehicle Inventory | Now Up 72% From Last Year

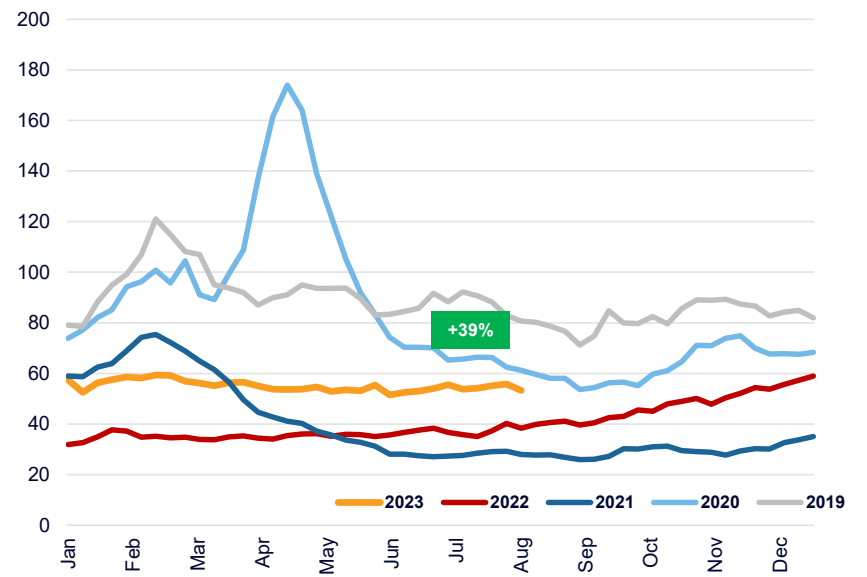
Over 800K more units than 2022, Days of Supply at 53.3 Days +39% y/y



Available Supply weekly



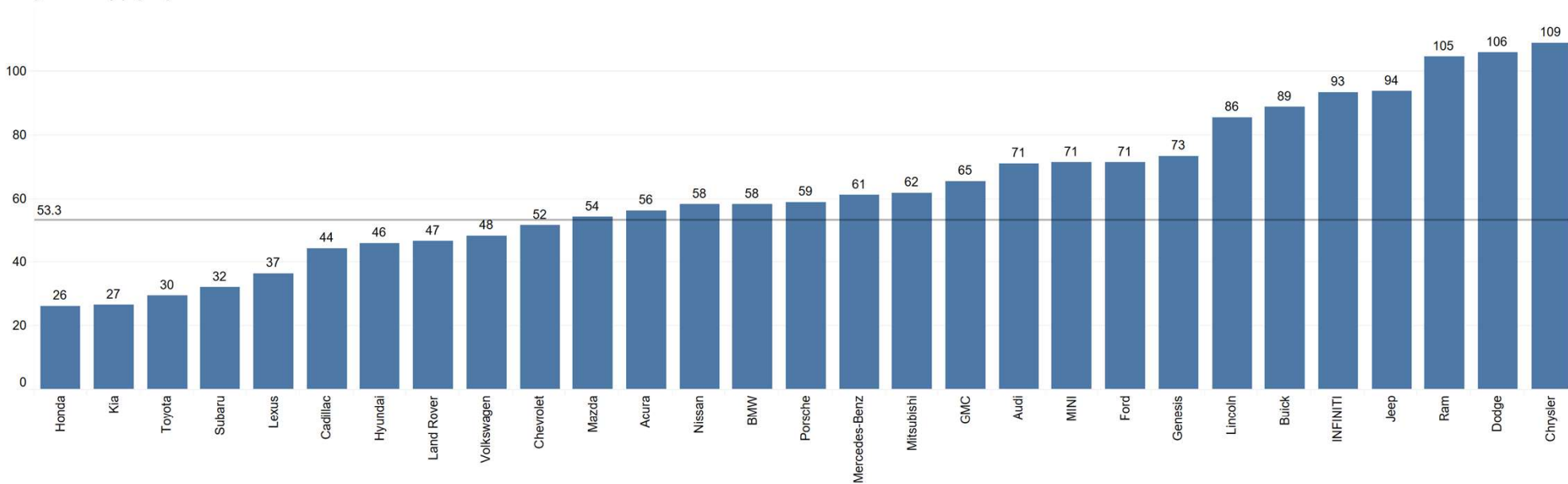
Days of Supply weekly







Days of Supply by Make

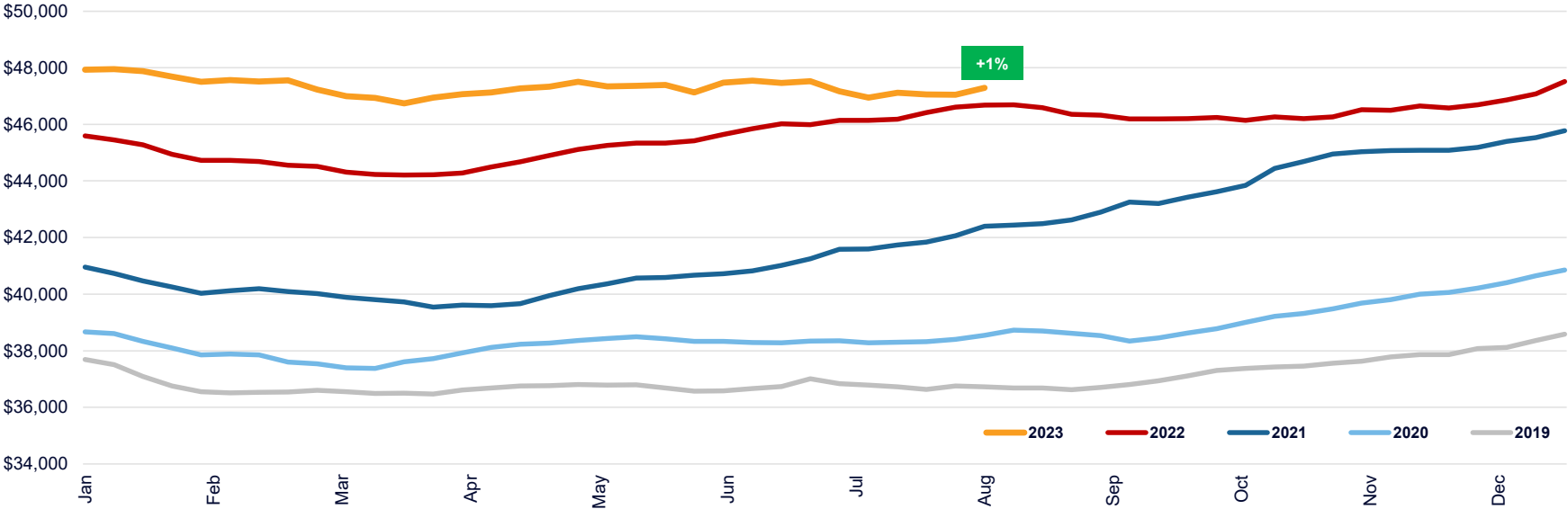


# New Vehicle List Price | Still Higher Yet Slowing

Weekly listed prices have been increasing slowly, +1.3% y/y



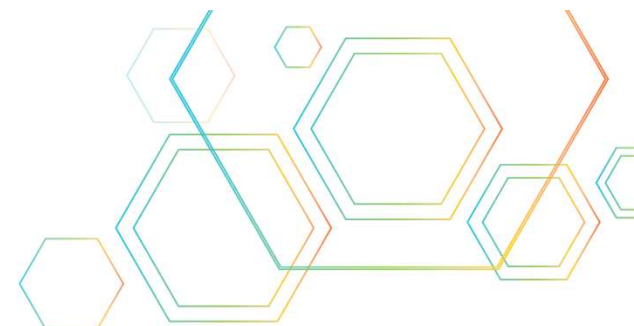
Average List Price weekly



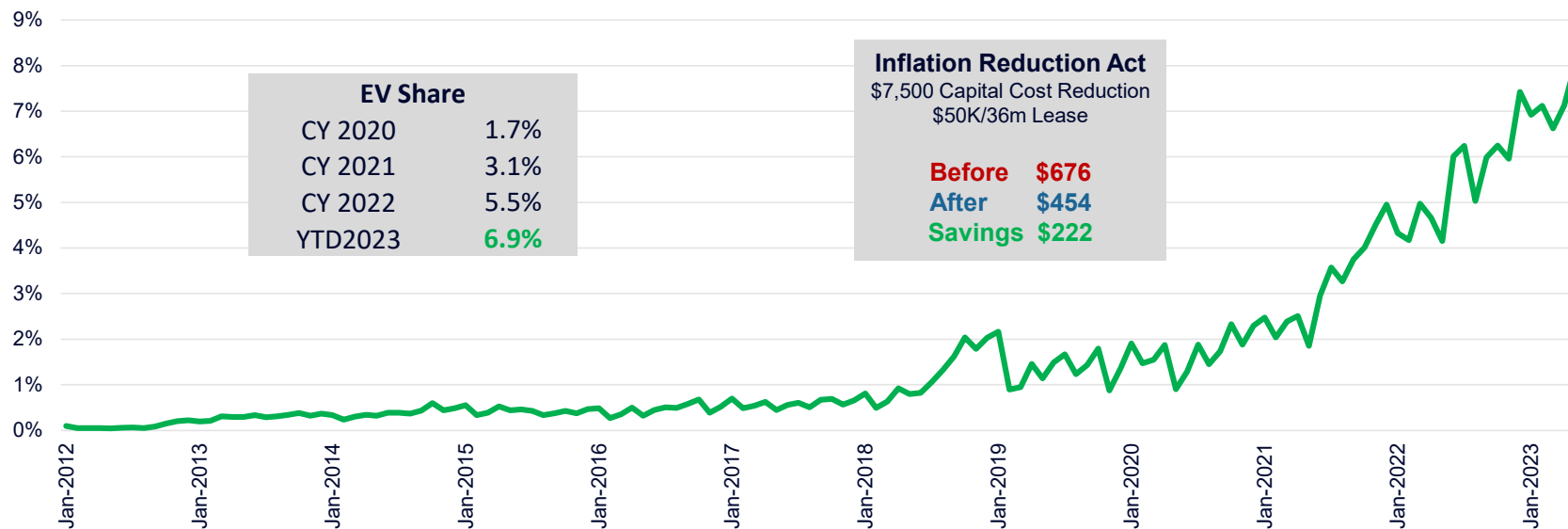


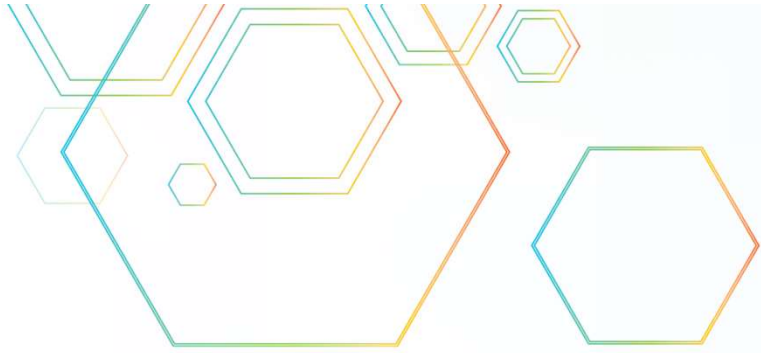
# Electric Vehicles | Gaining Share Quickly

Inflation reduction act will help keep sales growing – EV leasing to increase



Pure Electric Vehicle Share of Light Vehicle Sales





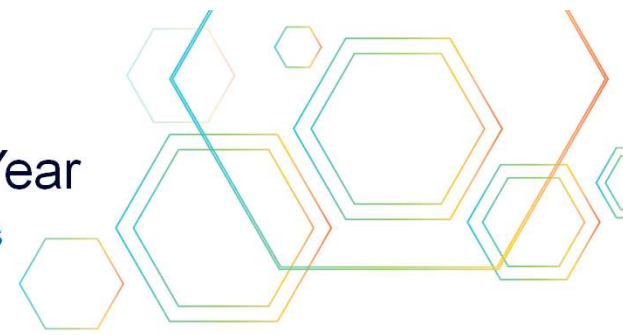
# Chris Frey

Senior Research Manager

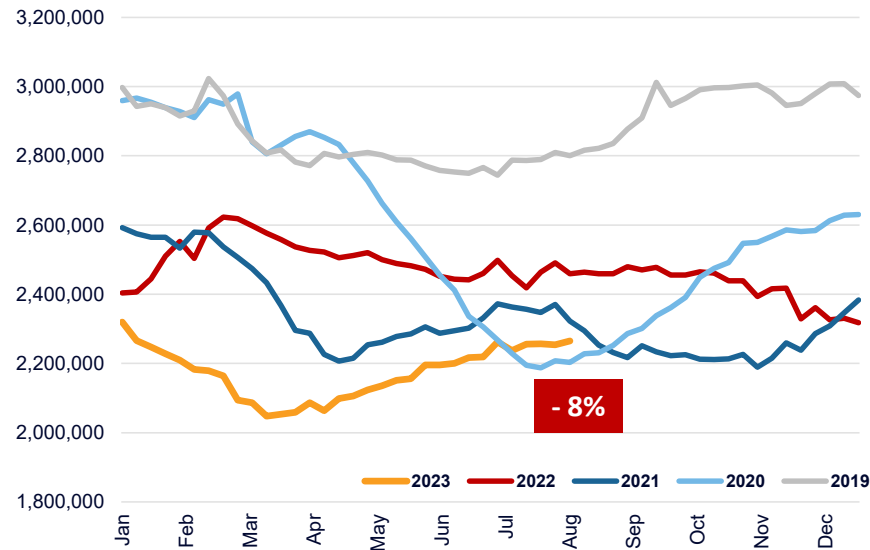
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# Used Vehicle Inventory | Down 8% or 194K From Last Year

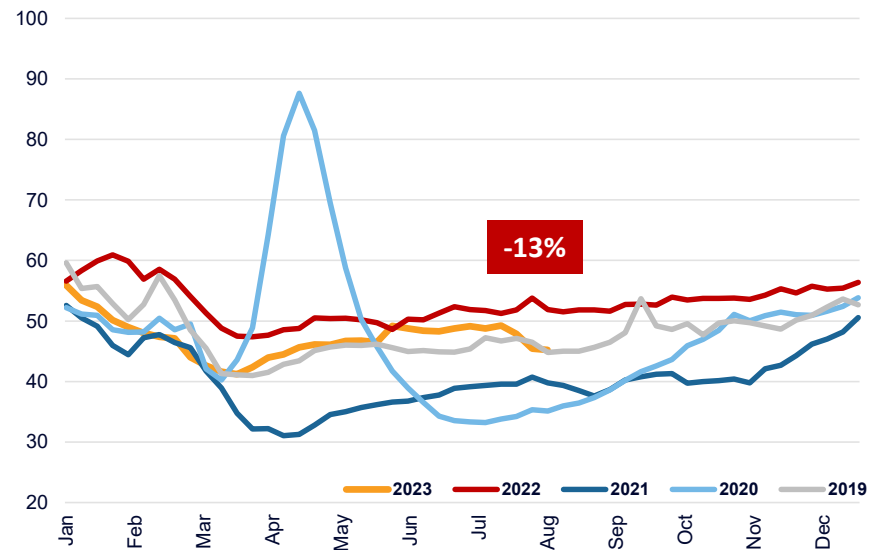
Days of supply now 45.2, down 13% from last year, and declining over last two weeks



Available Supply weekly

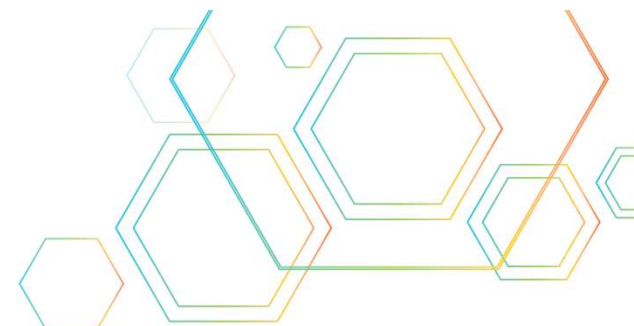


Days of Supply weekly

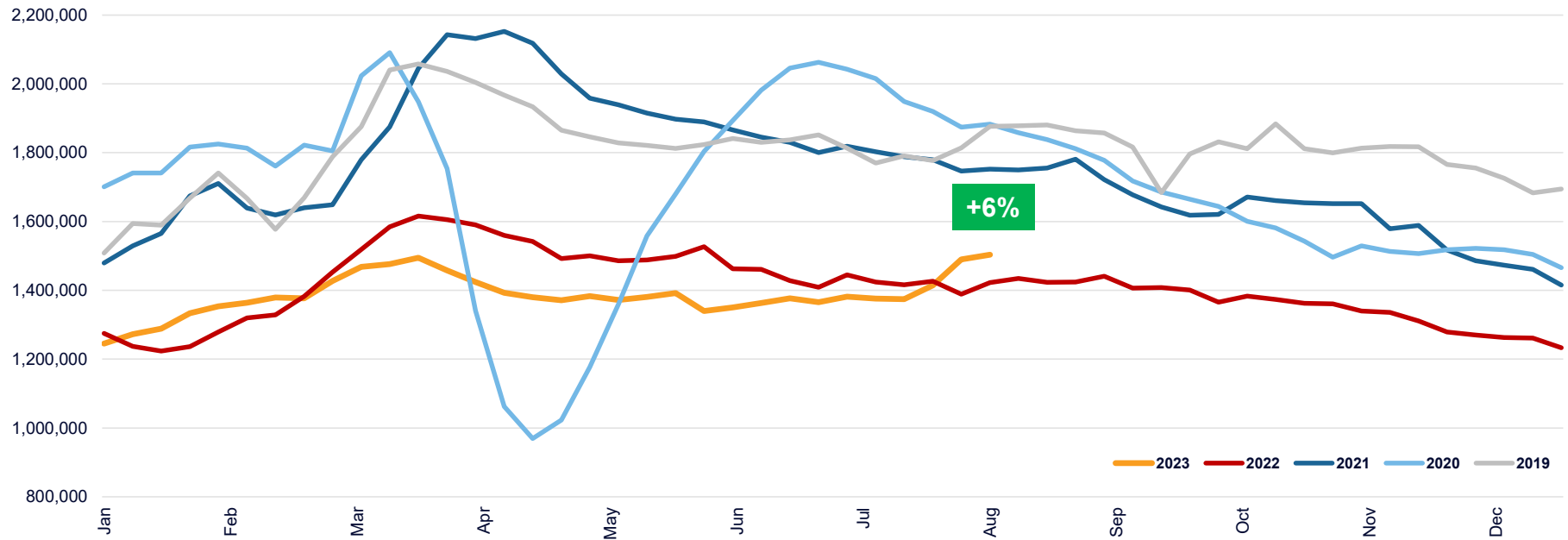


# Used Vehicle Sales | Retail Sales Increasing

Sales are now up 6% vs 2022 levels and rising over the last several weeks

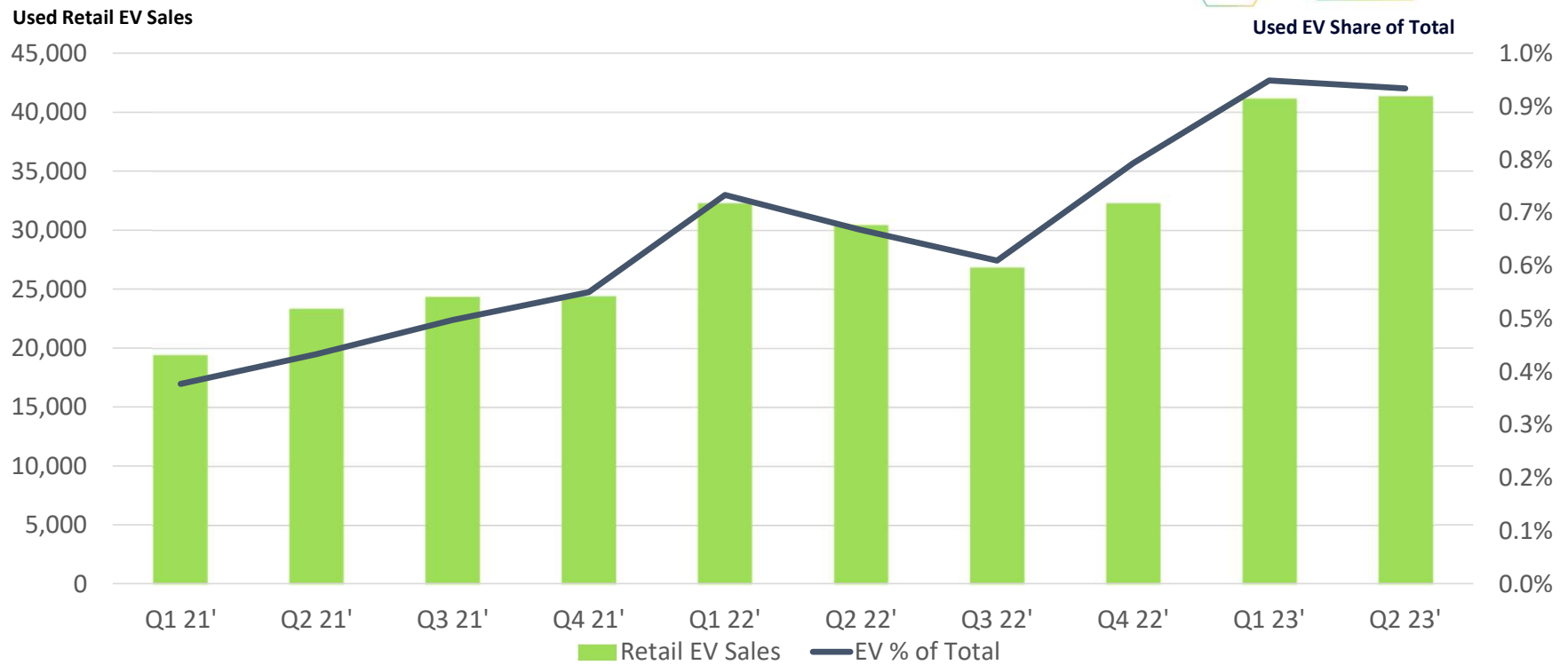
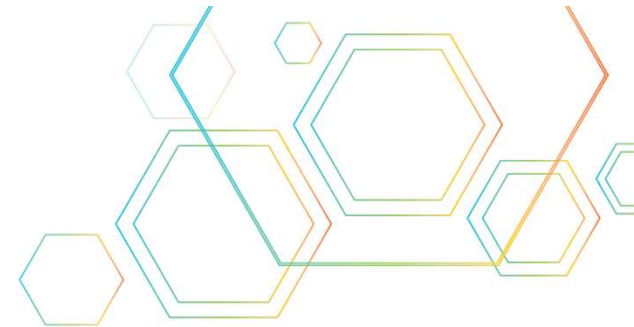


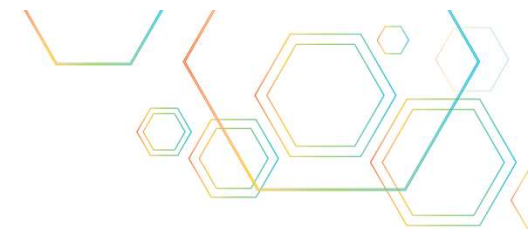
Rolling 30 Day Retail Sales weekly



# Used EV Sales | Segment That Will Grow Quickly

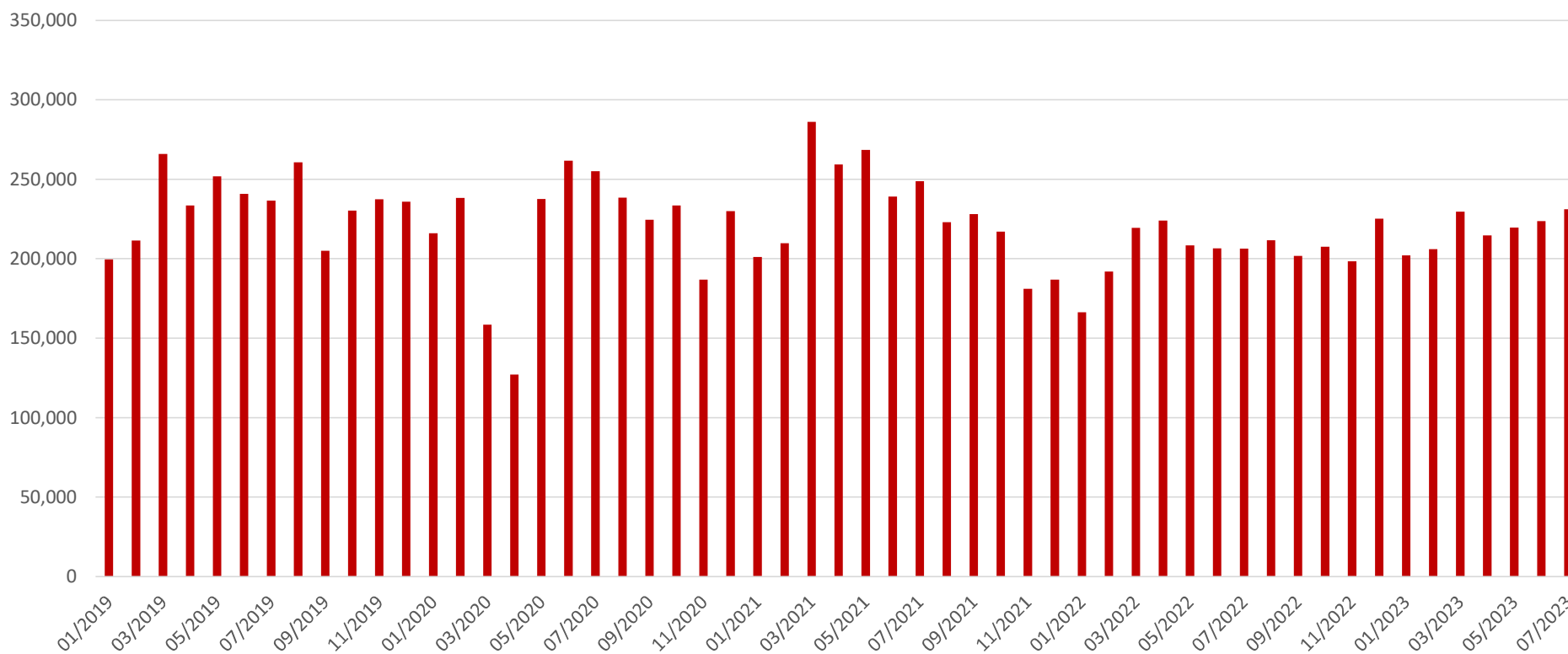
Retail EV sales increasing rapidly with consumer adoption, +36% Y/Y





# CPO Sales | Up ~7% YTD in 2023 versus YTD 2022

CPO sales in July 2023 up 12% vs July 2022, and up 3.3% from June 2023

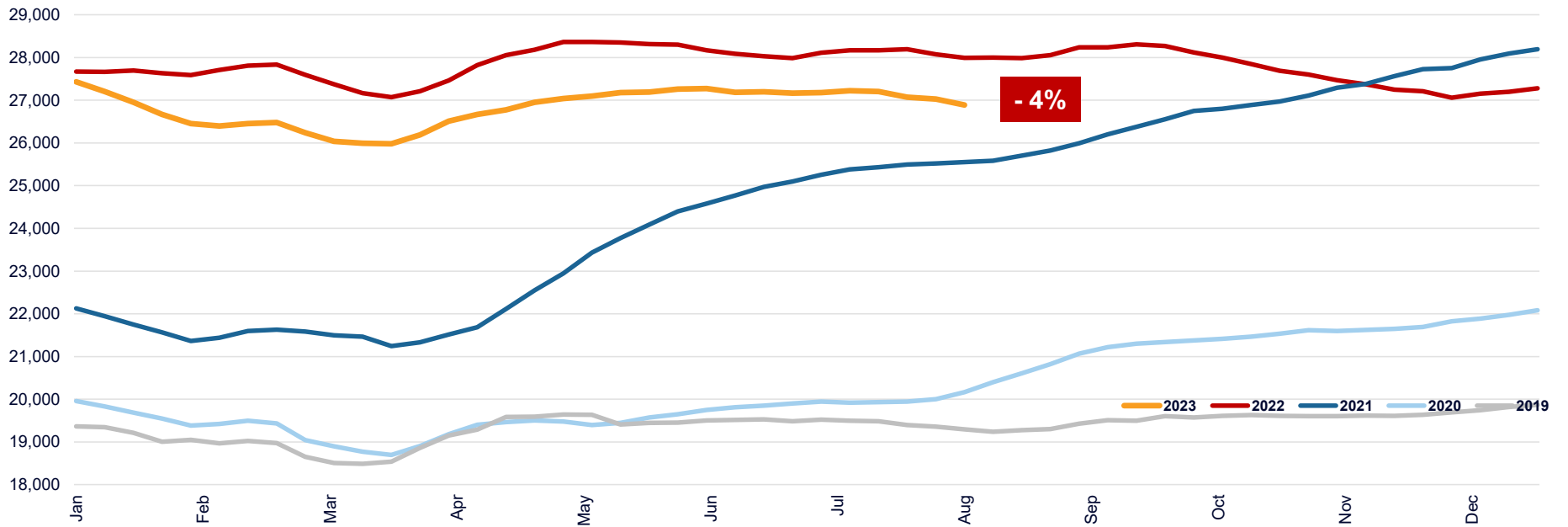


# Used Vehicle List Price | Now Down 4% From Last Year

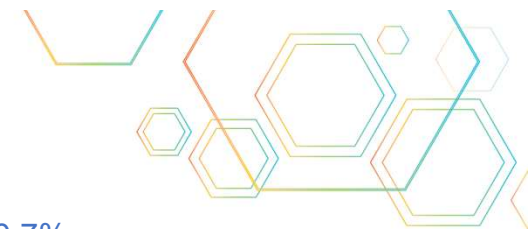
Price for listings has declined in the last few weeks and remains 4% below 2022



Average List Price weekly

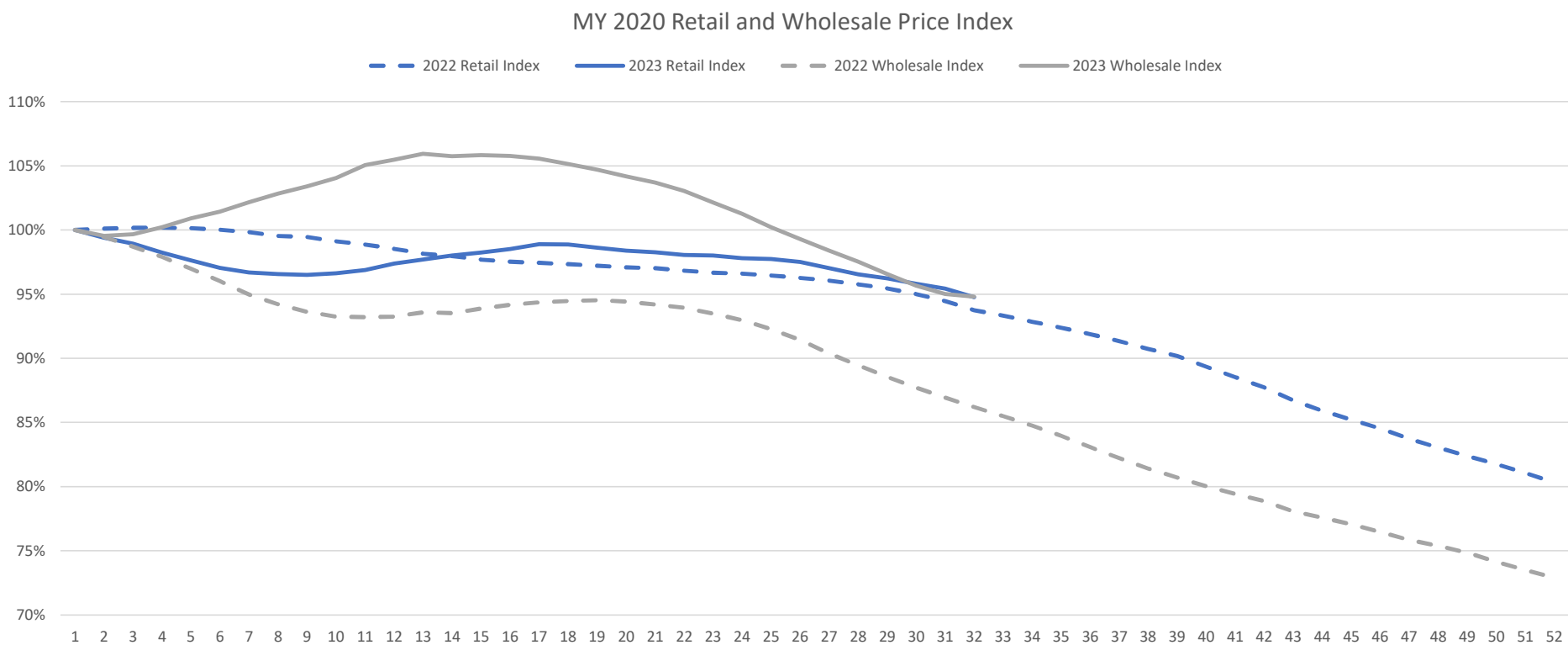






# Used Prices | Wholesale Slowing, Retail Accelerating

Average MY 2020 wholesale price decreased 0.2% last week, while average retail price decreased 0.7%



## More Auto Industry Data and Insights from Cox Automotive

The go-to source for insights based on the largest breadth of first-party data in the automotive ecosystem

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## Any Questions?

Contact us with questions or to speak  
with an expert:

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