

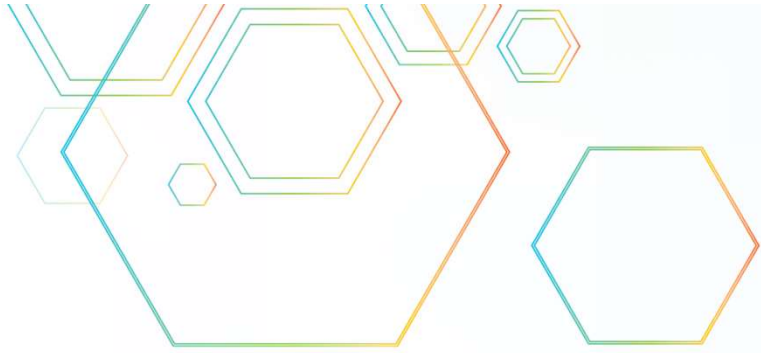


Monthly Industry Update

October 2023 Data and Insights

COX AUTOMOTIVE





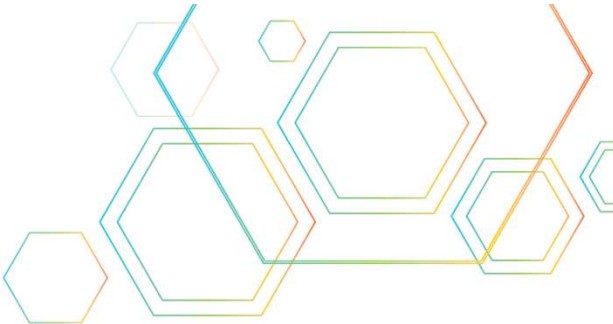
Rebecca Rydzewski

Research Manager

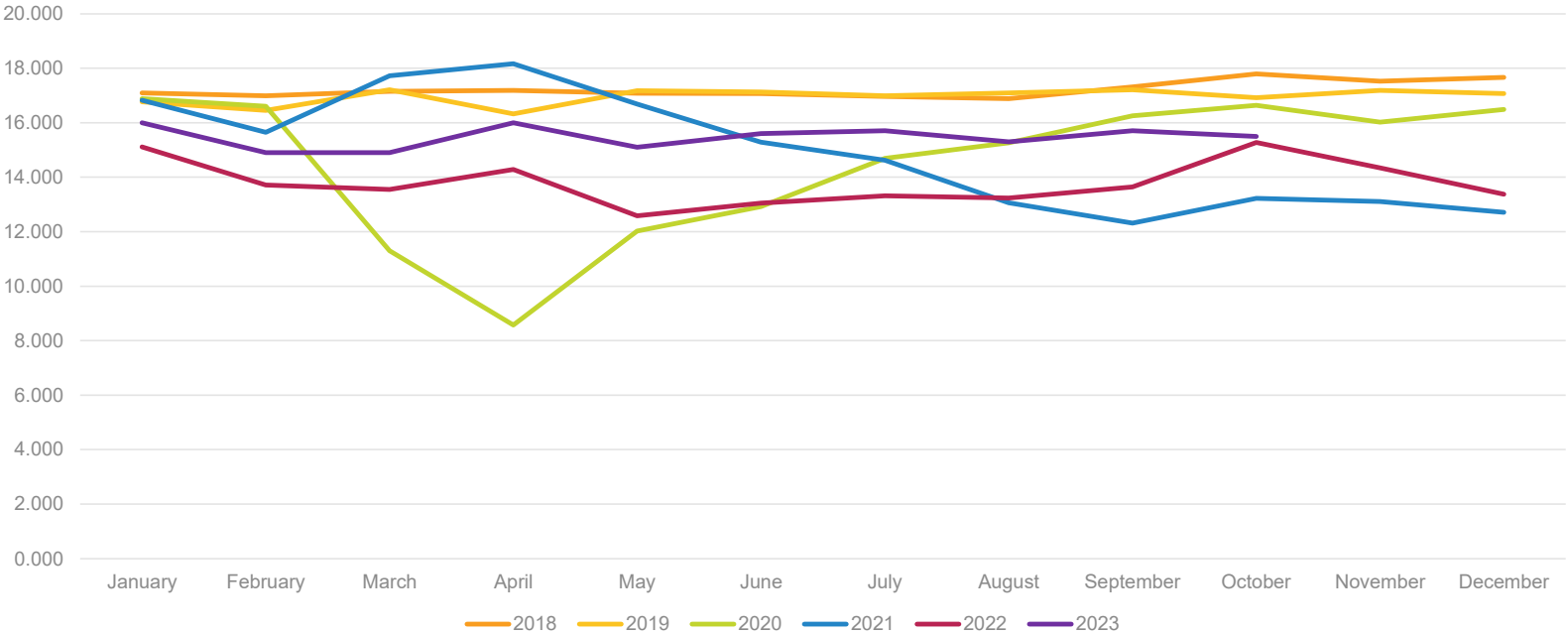
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New-Vehicle SAAR | SAAR decreased in October

SAAR hit 15.5 in October, down from September

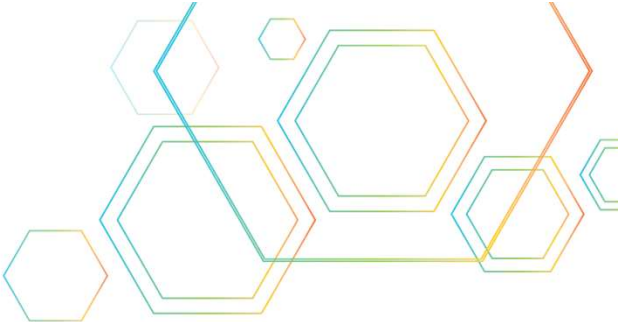


Monthly Light Vehicle Sales SAAR (millions)

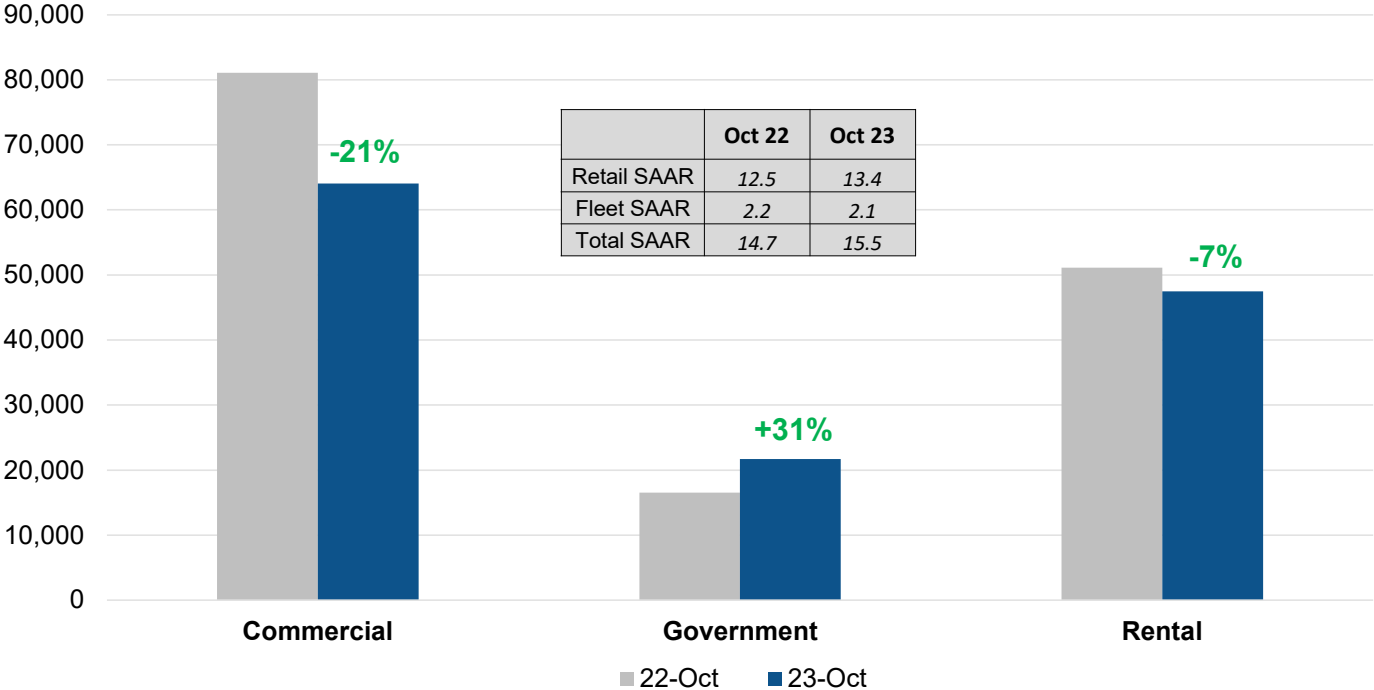


Fleet Sales | Fleet down for the first time this year

Sales affected by UAW Strike



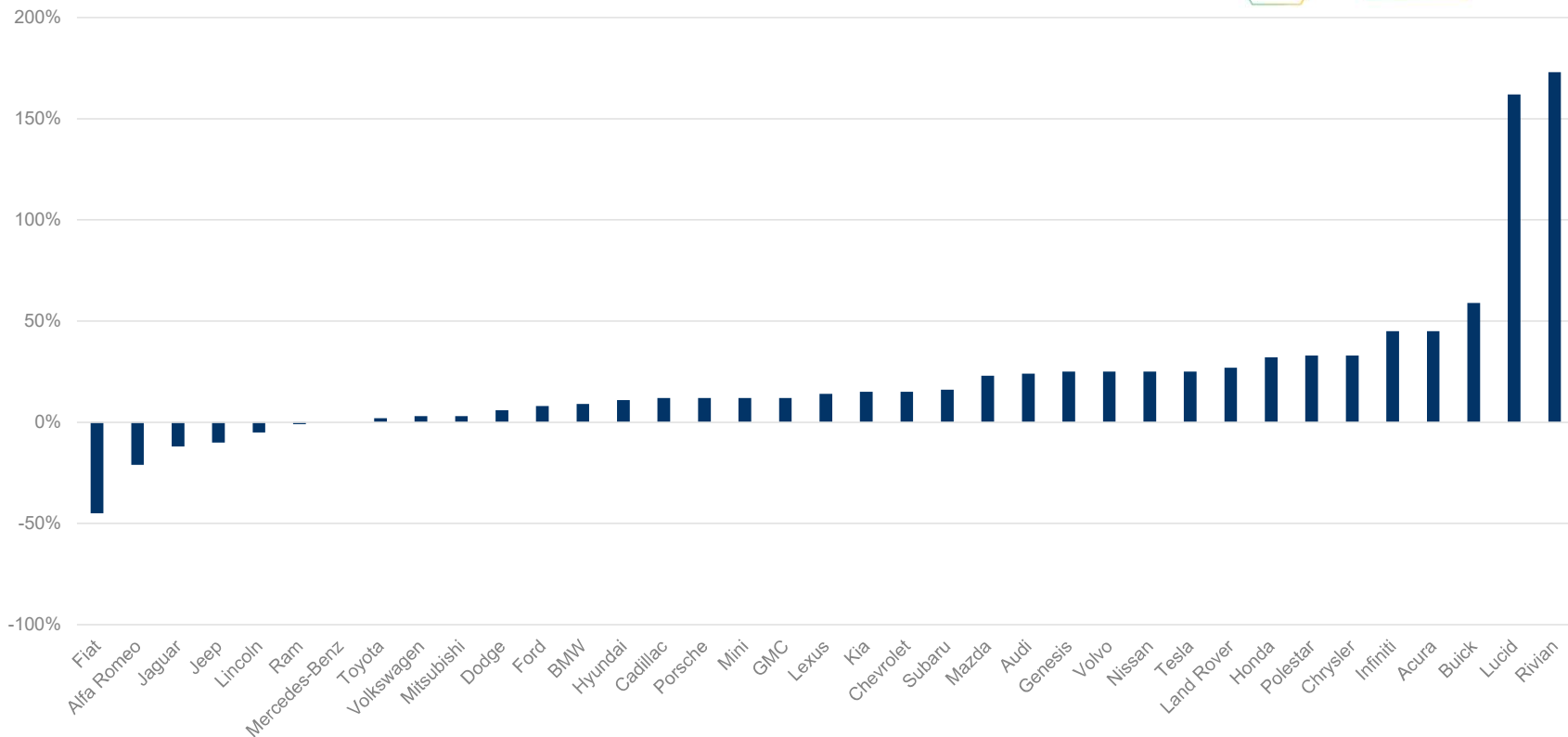
New Sales by Fleet Channel



YTD Brand Sales | Sales for the majority of brands up August

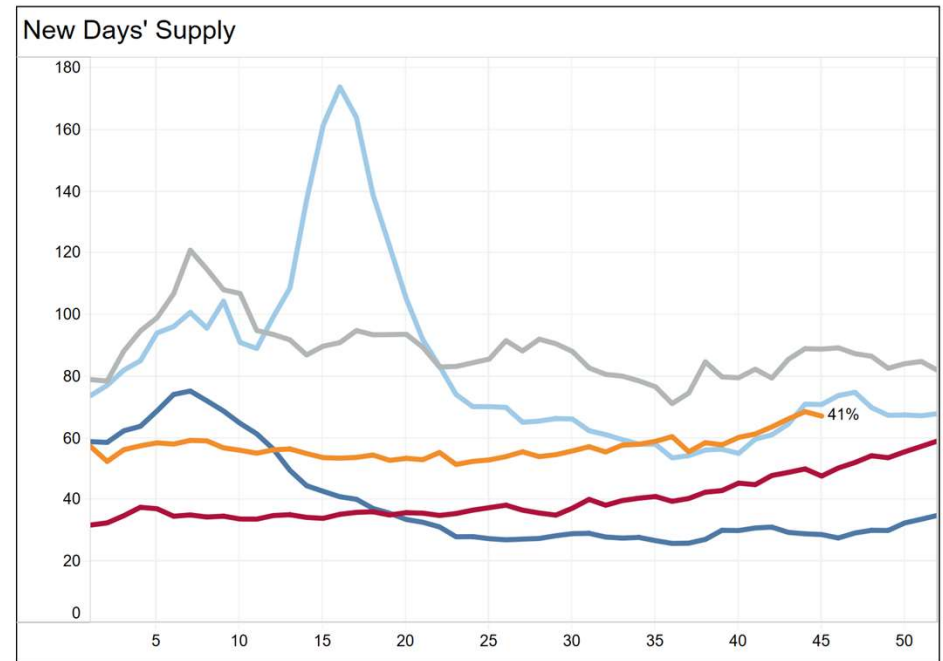
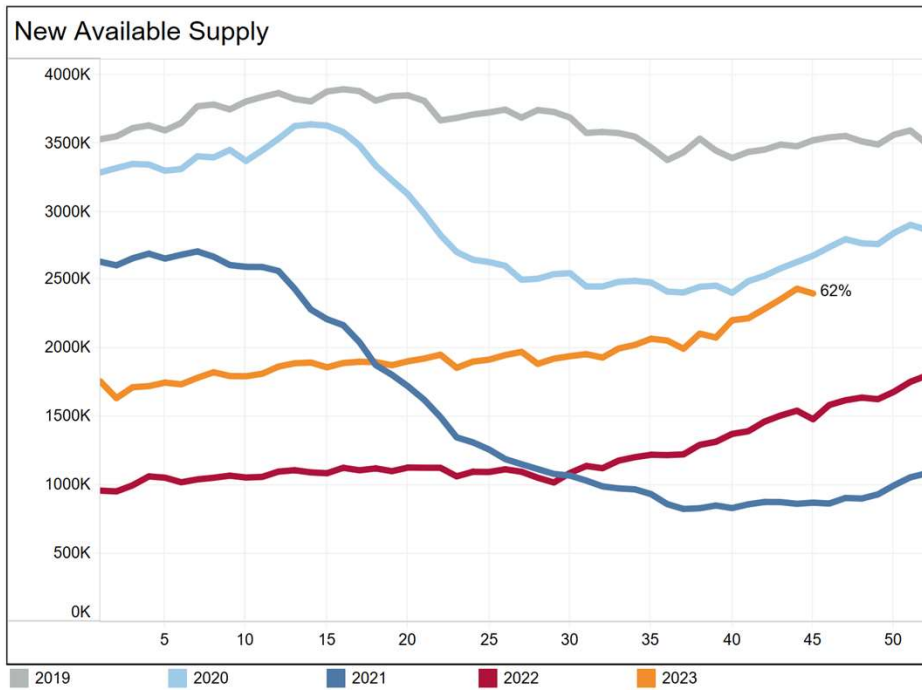


Sales Change: YTD October 2023 vs YTD October 2022



New Vehicle Inventory | Now Up 62% From Last Year

Currently 919K more units than last year, Days of Supply at 67.2 Days +41% y/y

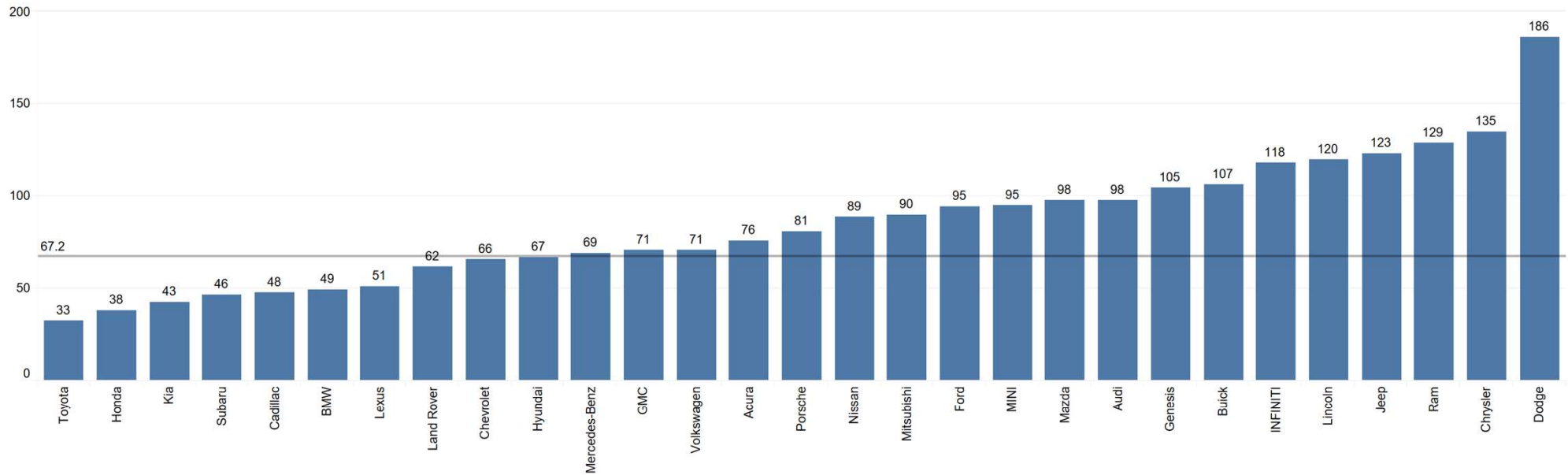


Brand Inventory | Supply Situation Varies

Dodge, Chrysler & Ram have the highest inventory levels while Toyota is lowest



Days of Supply by Make

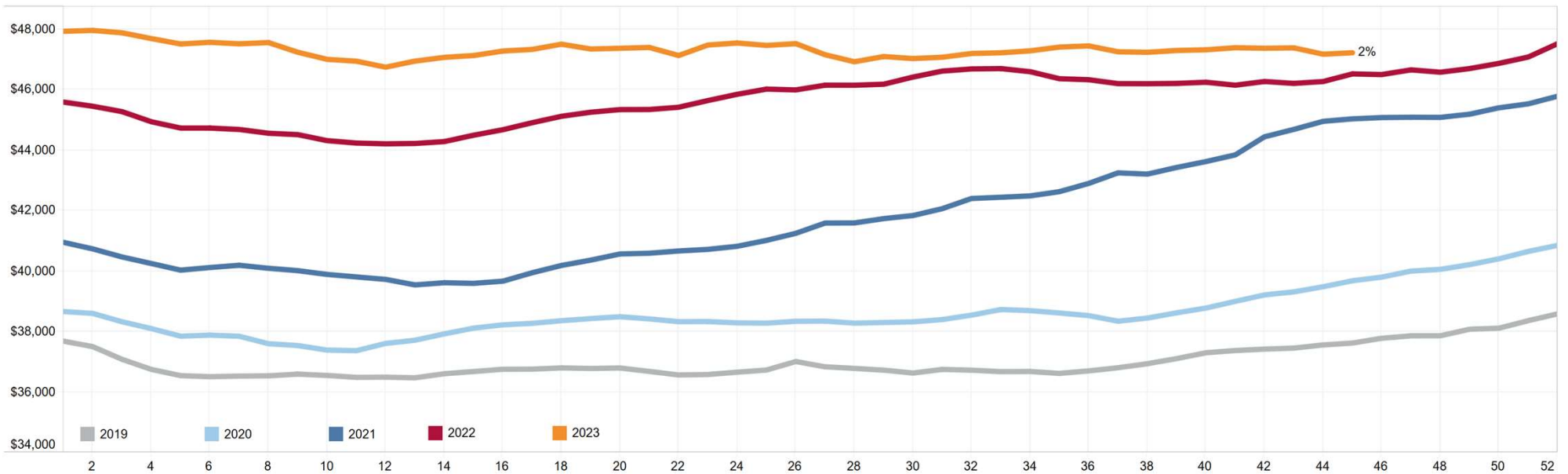


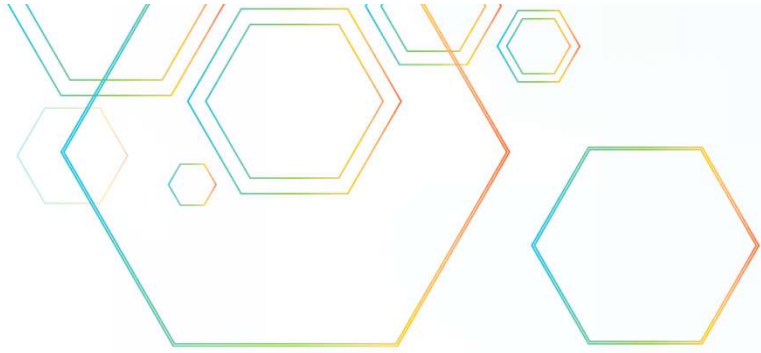
New Vehicle List Price | Flattening in Recent Weeks

Weekly listed prices were little changed in October, +2% y/y



New Vehicle List Price

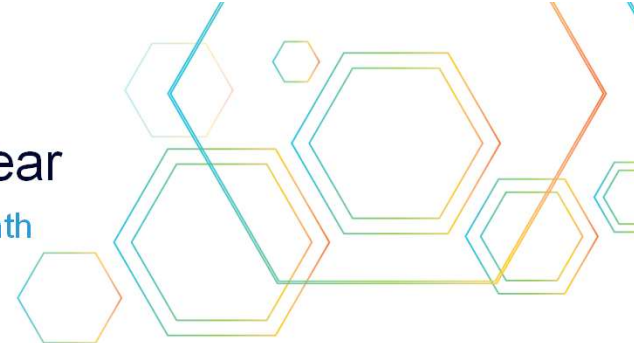




Quentin Wallace

Research Manager

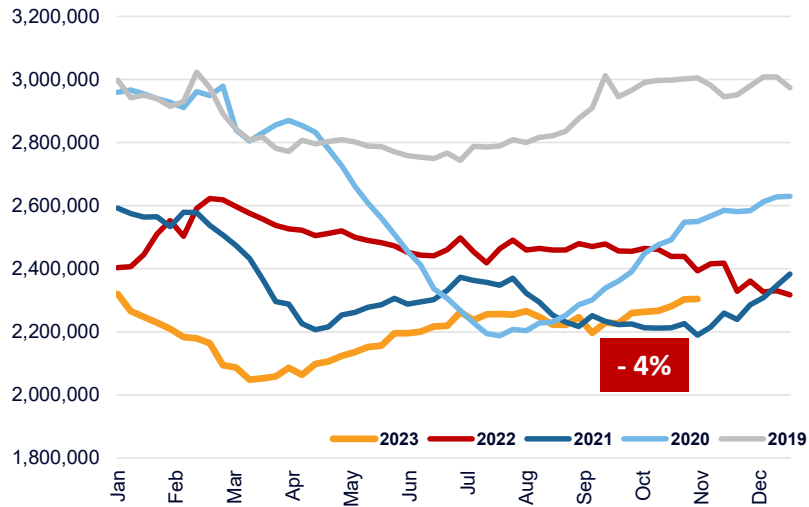
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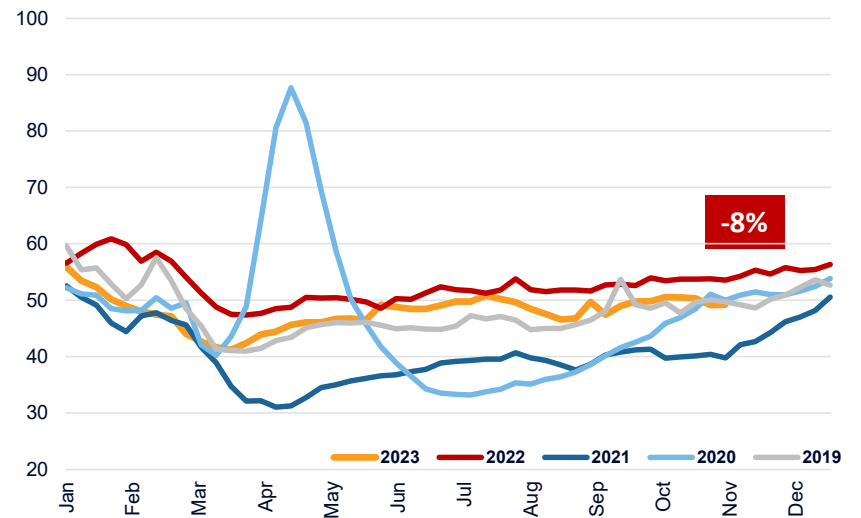
Used Vehicle Inventory | Down 8% or 93K From Last Year

Days of supply now 49.2 down 8% from last year and lower by half a day vs last month

Available Supply weekly

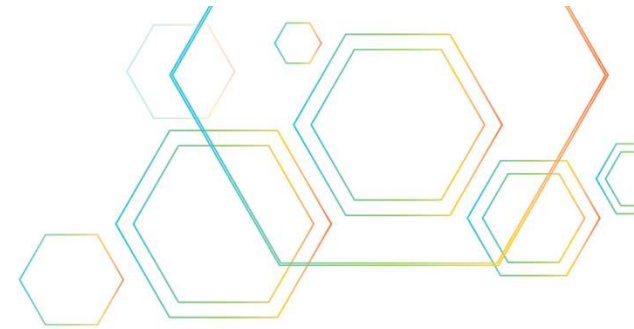


Days of Supply weekly

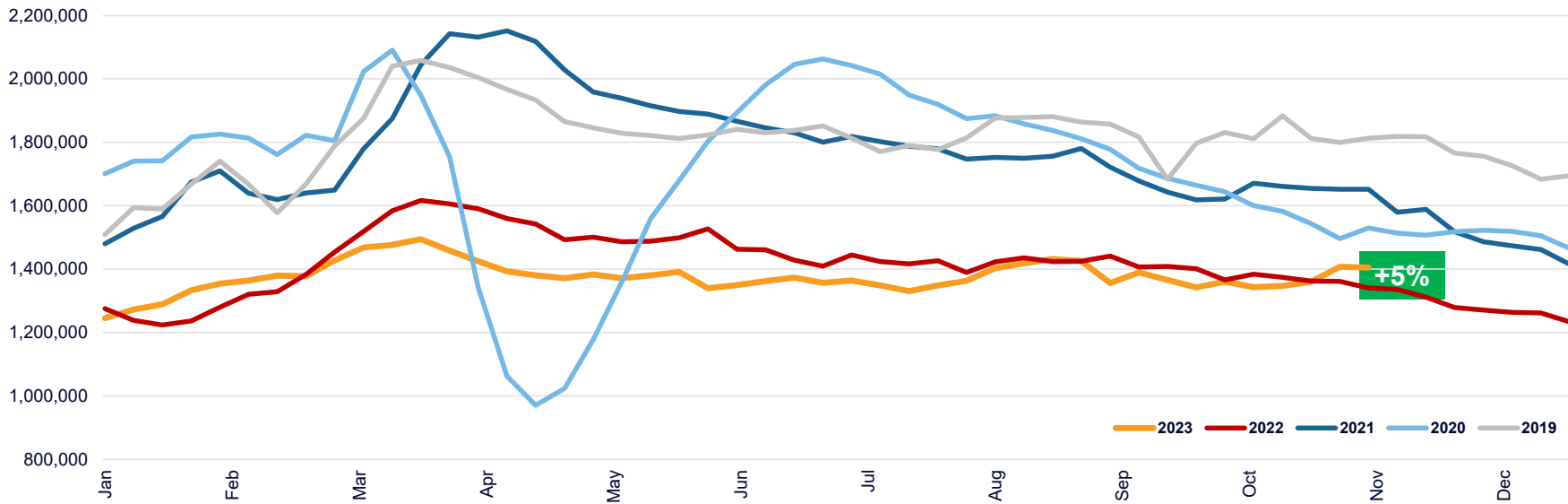


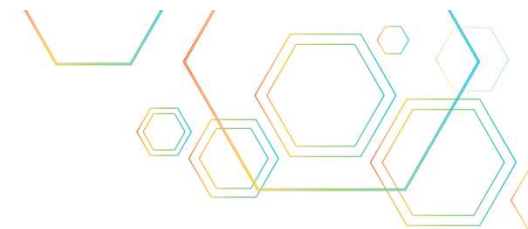
Used Vehicle Sales | Retail Sales Increasing

Weekly Sales are slowly increasing over the last two weeks, now up 5% vs prior year



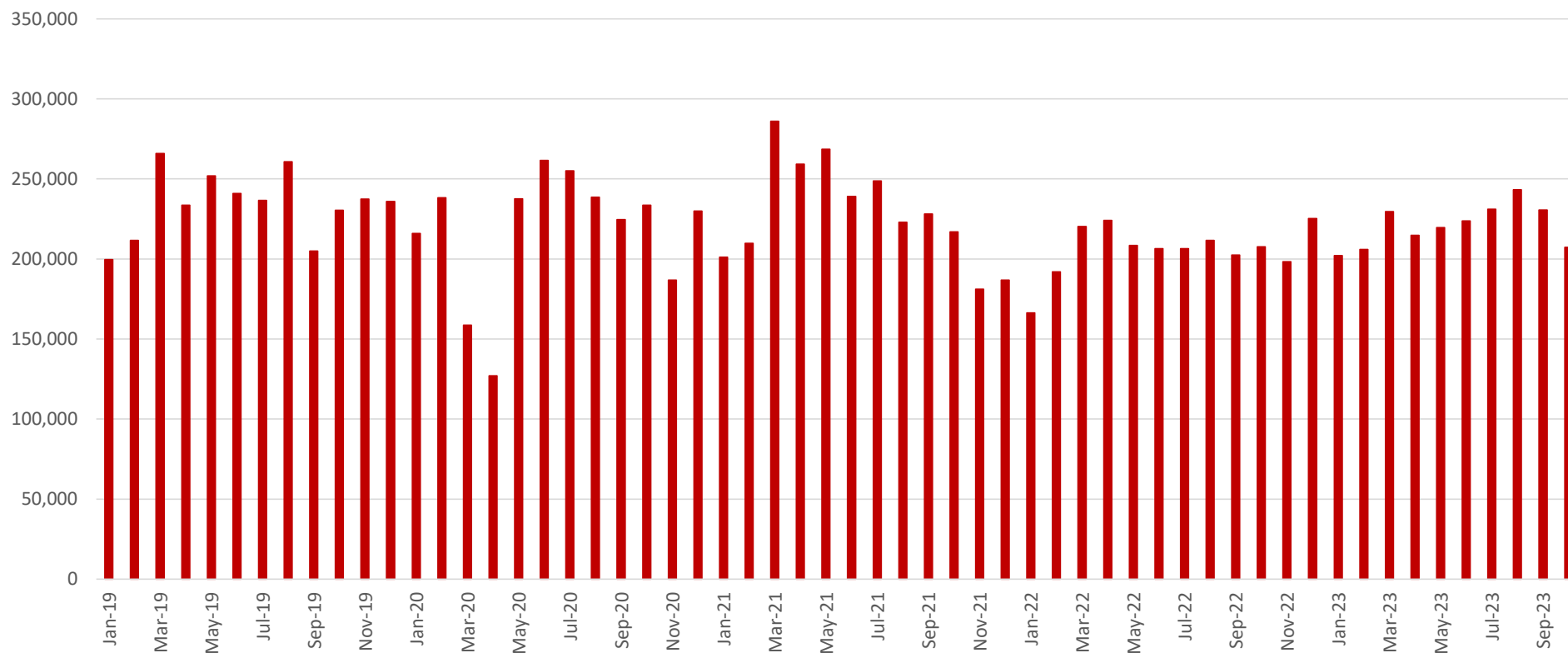
Rolling 30 Day Retail Sales weekly





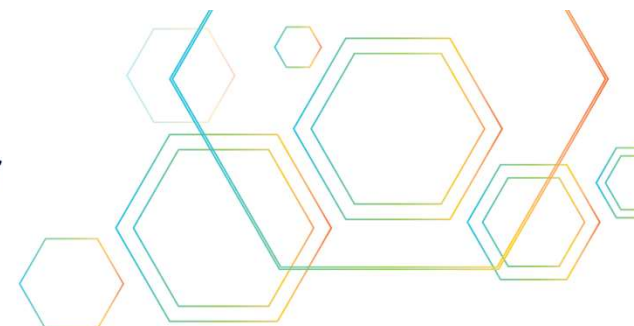
CPO Sales | Outperformed Used Market in 2023

CPO sales declined 10% in October and were flat y/y; growth YTD is up 8% over 2022

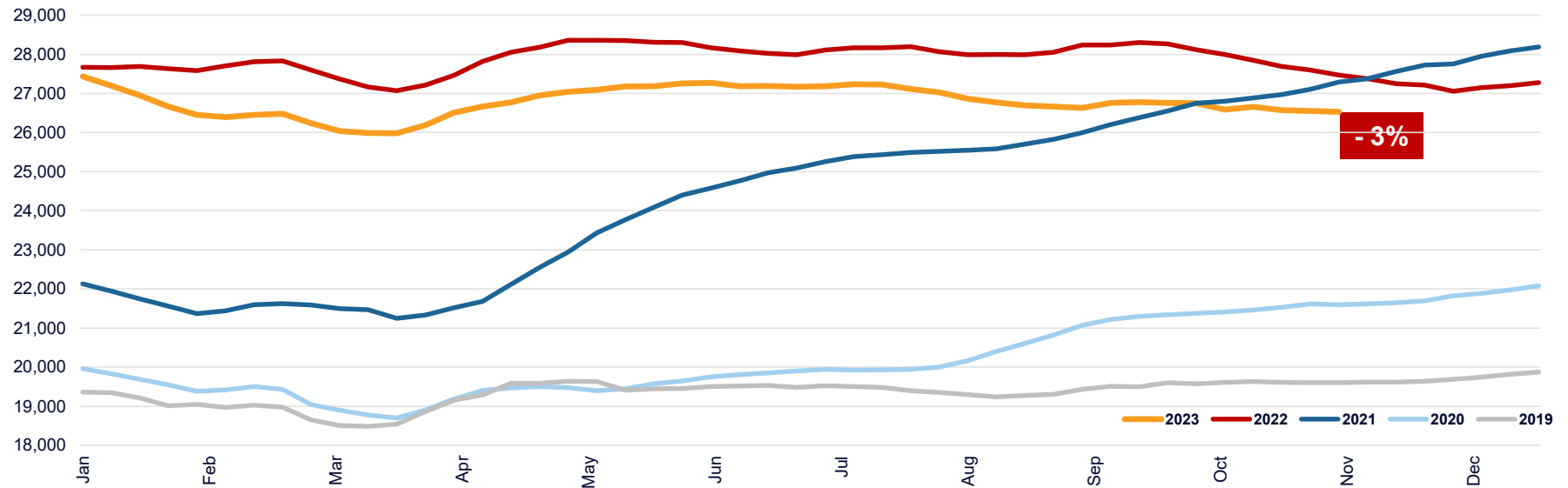


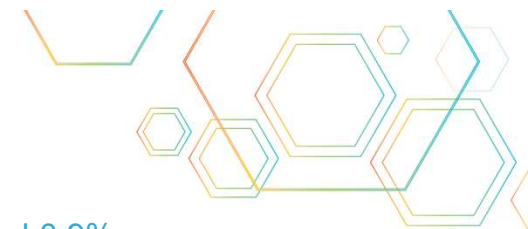
Used Vehicle List Price | Now Down 3% From Last Year

Listing Price continues to remain lower under 2021 and 2022



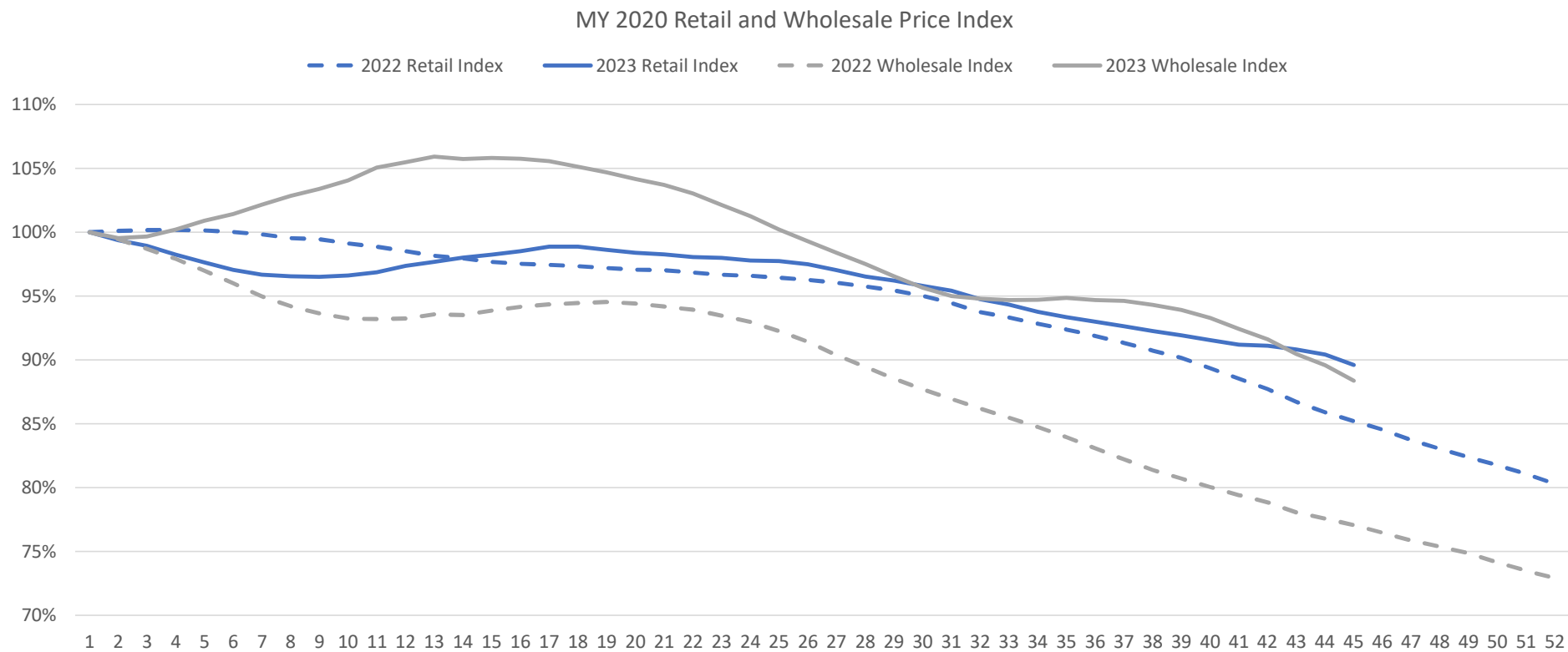
Average List Price weekly





Used Prices | Continue Declining

The average MY 2020 wholesale price declined 1.3% last week while the average retail price declined 0.9%



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Any Questions?

Contact us with questions or to speak
with an expert:

Dara Hailes

Senior Manager

Cox Automotive Corporate Communications

dara.hailes@coxautoinc.com

Mark Schirmer

Director

Cox Automotive Corporate Communications

mark.schirmer@coxautoinc.com

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