

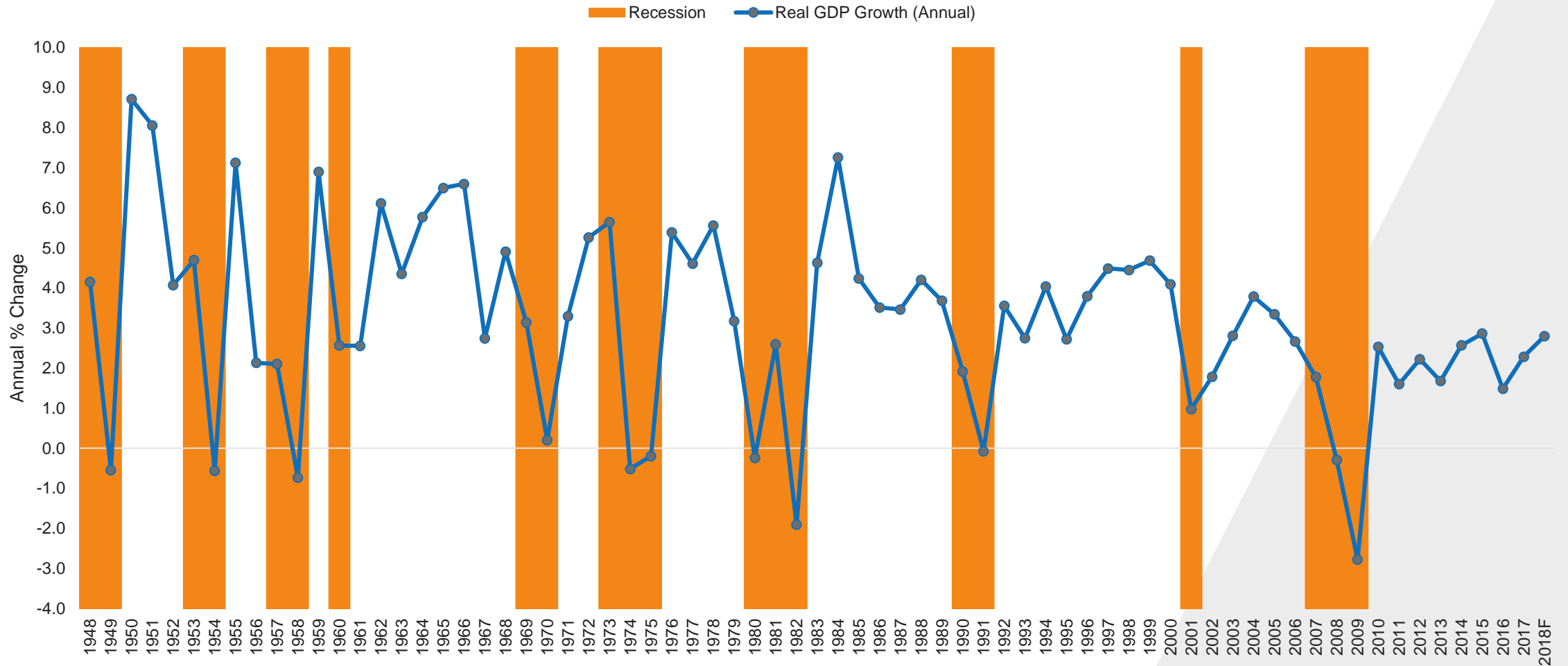
# 8 KEY MARKET TRENDS FOR 2018

Cox  
AUTOMOTIVE™



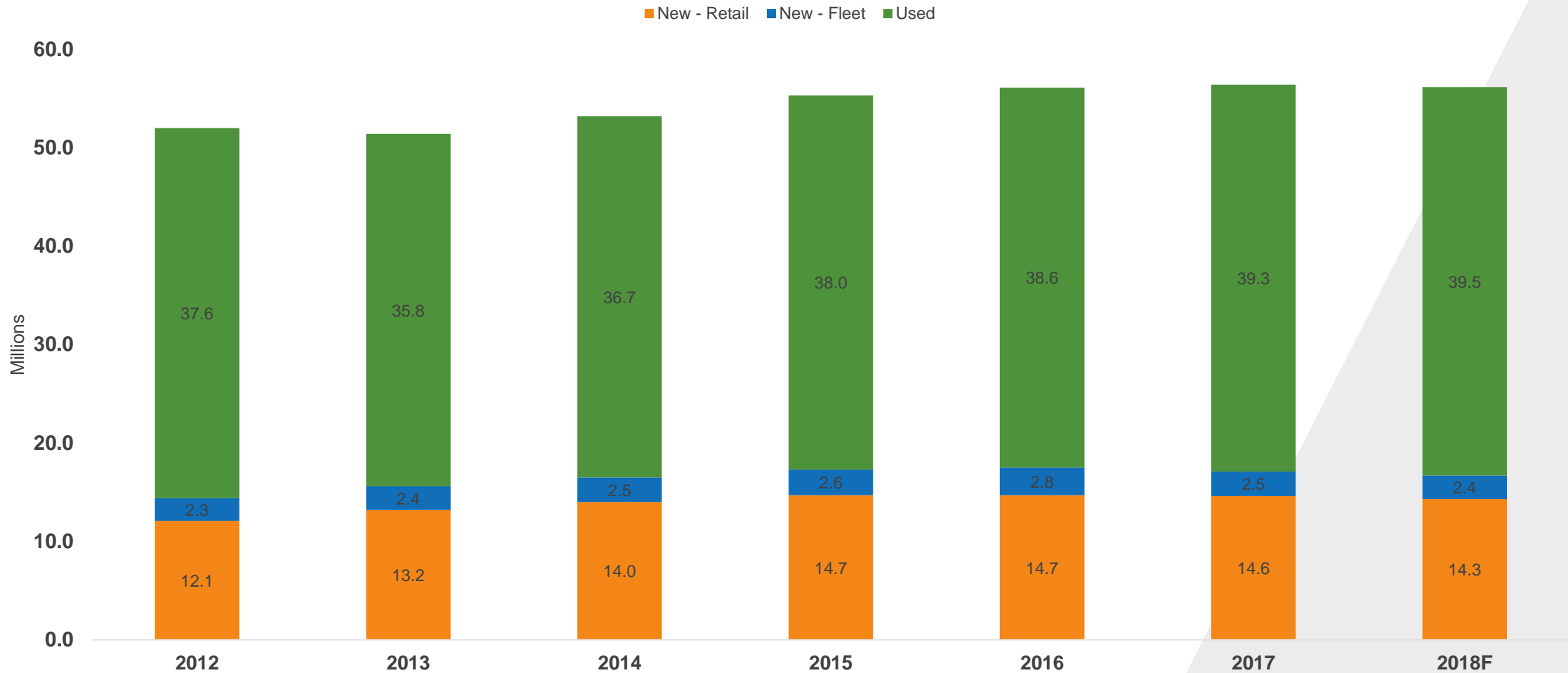
# Economic Expansion Will Continue With Accelerating Momentum

## US ECONOMIC GROWTH SINCE WORLD WAR II



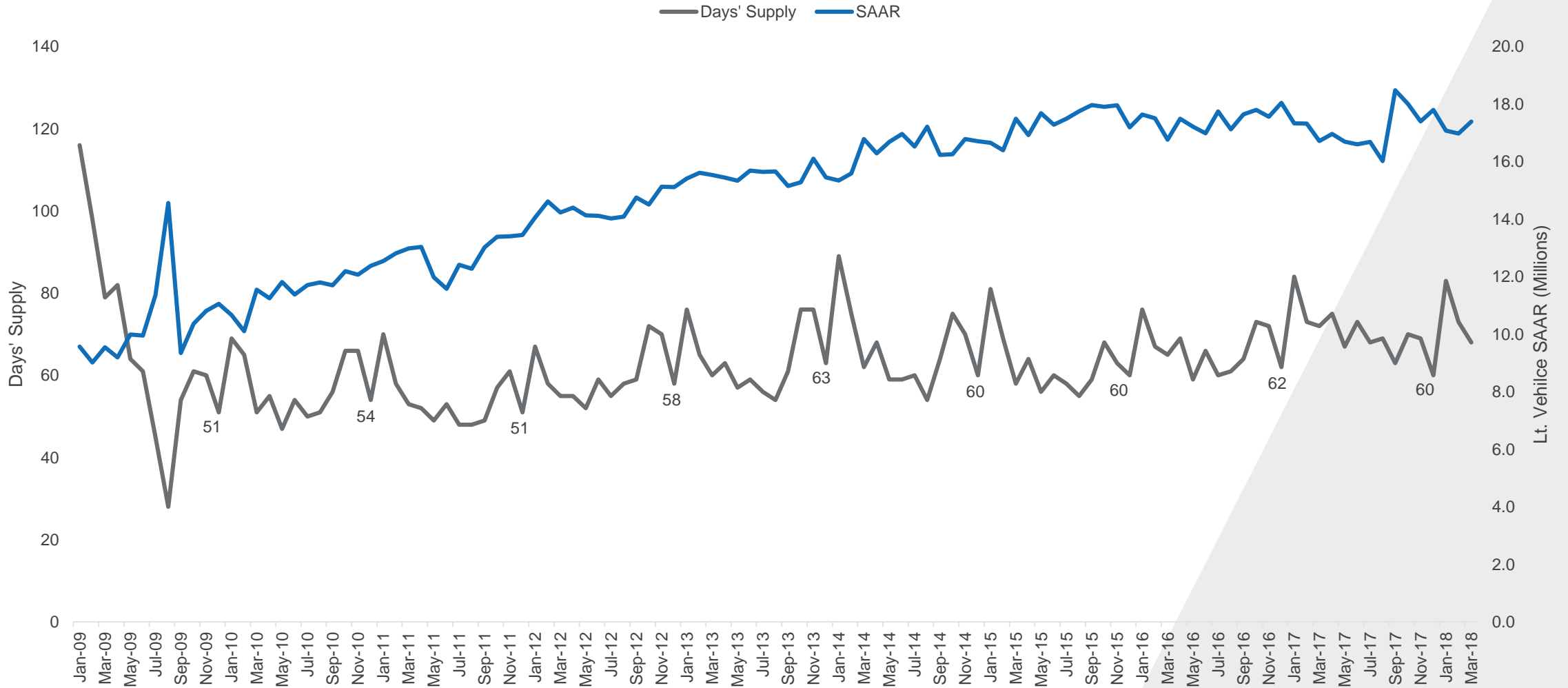
# Auto Market Growth Is Plateauing With Used Still Gaining

VEHICLE SALES BY YEAR AND TYPE, ACTUAL AND FORECAST



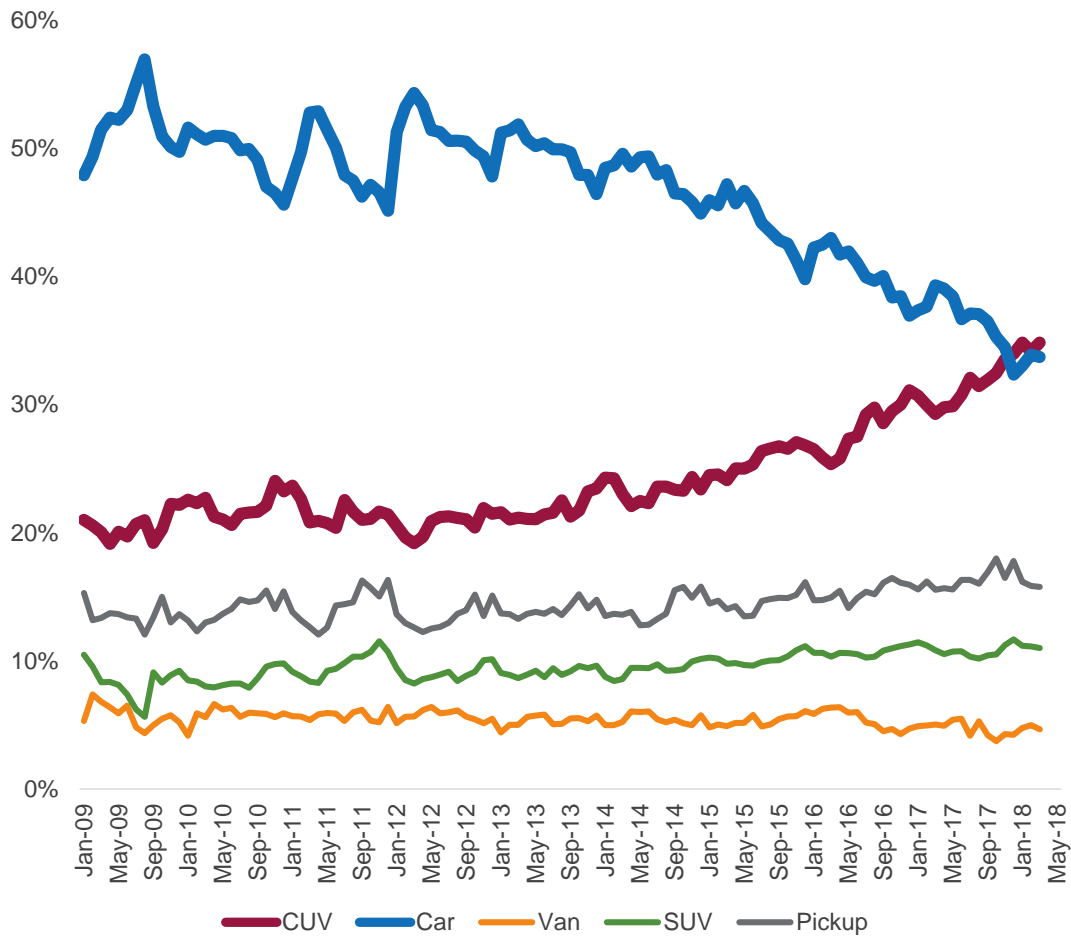
# The New Vehicle Market Started 2018 In Healthier Position And Remains So

### NEW VEHICLE DAYS' SUPPLY VS. SAAR

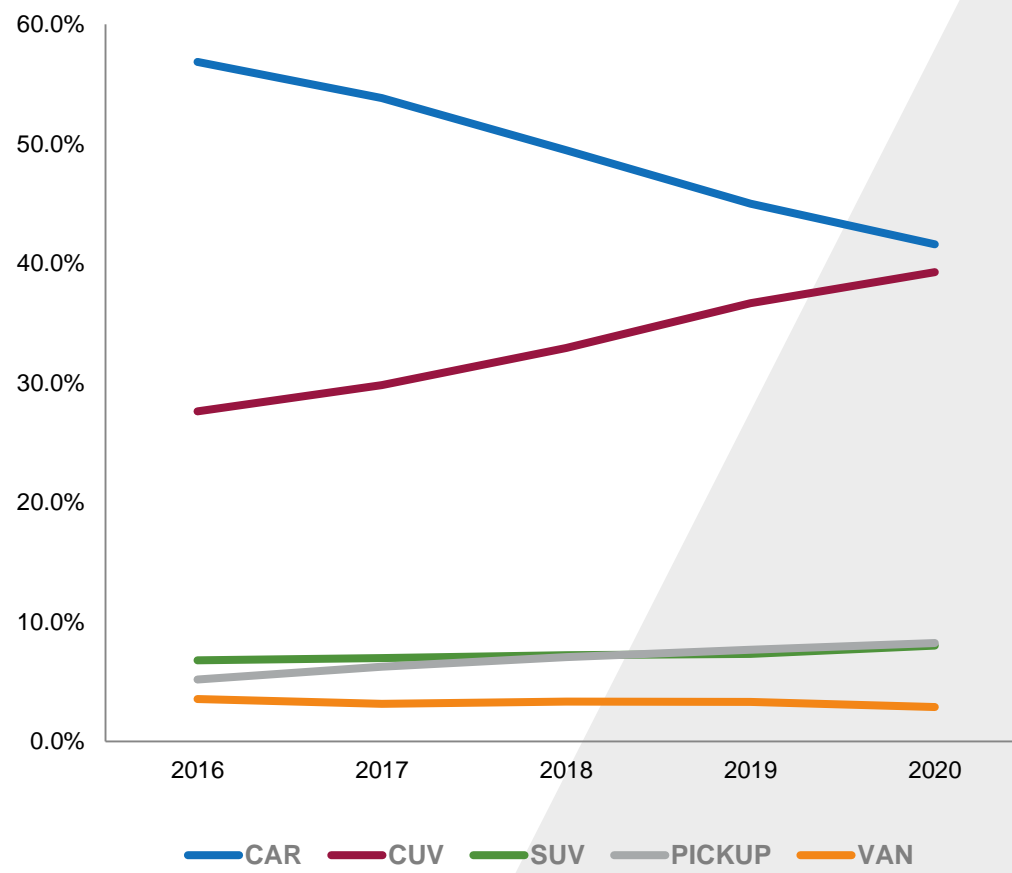


# The CUV Continues Its Rise But Will Face More Nearly-new Competition

SHARE OF NEW LIGHT VEHICLE SALES

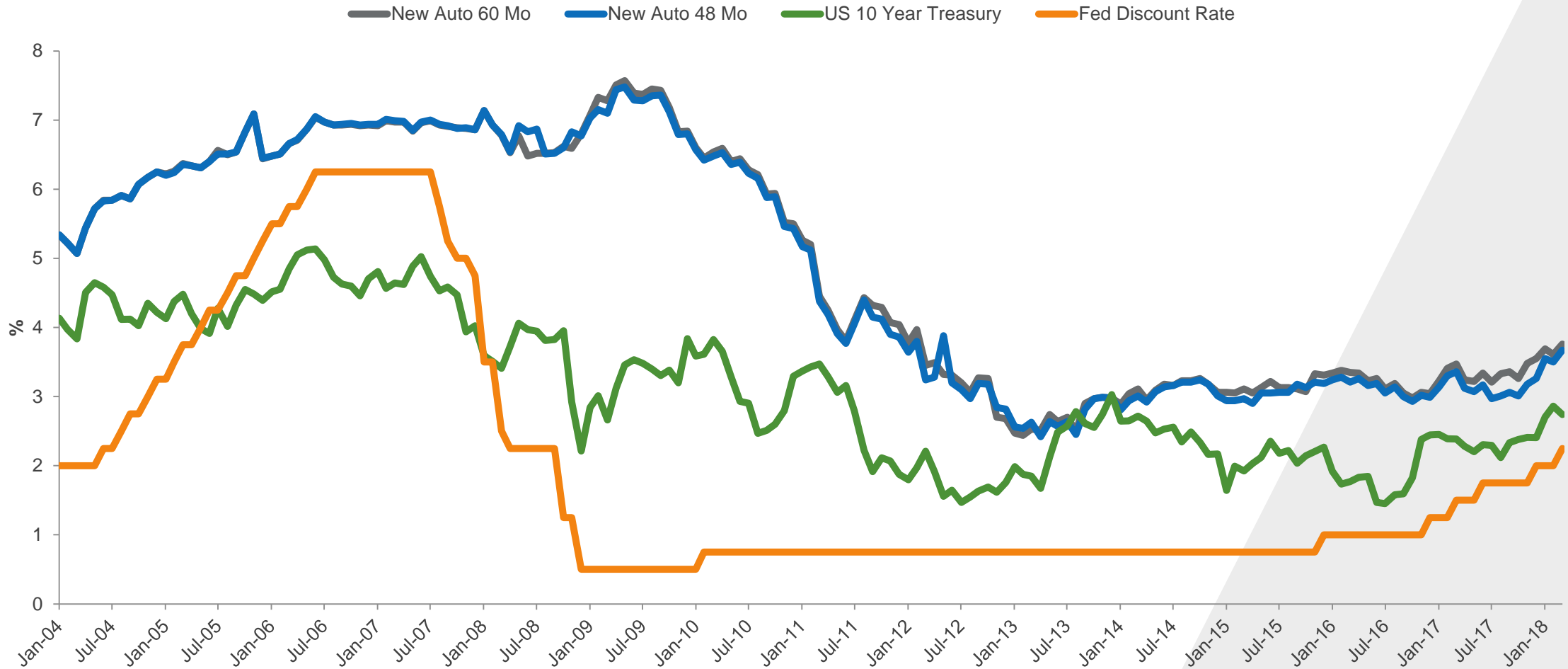


OFF-LEASE MATURITIES SEGMENT SHARE

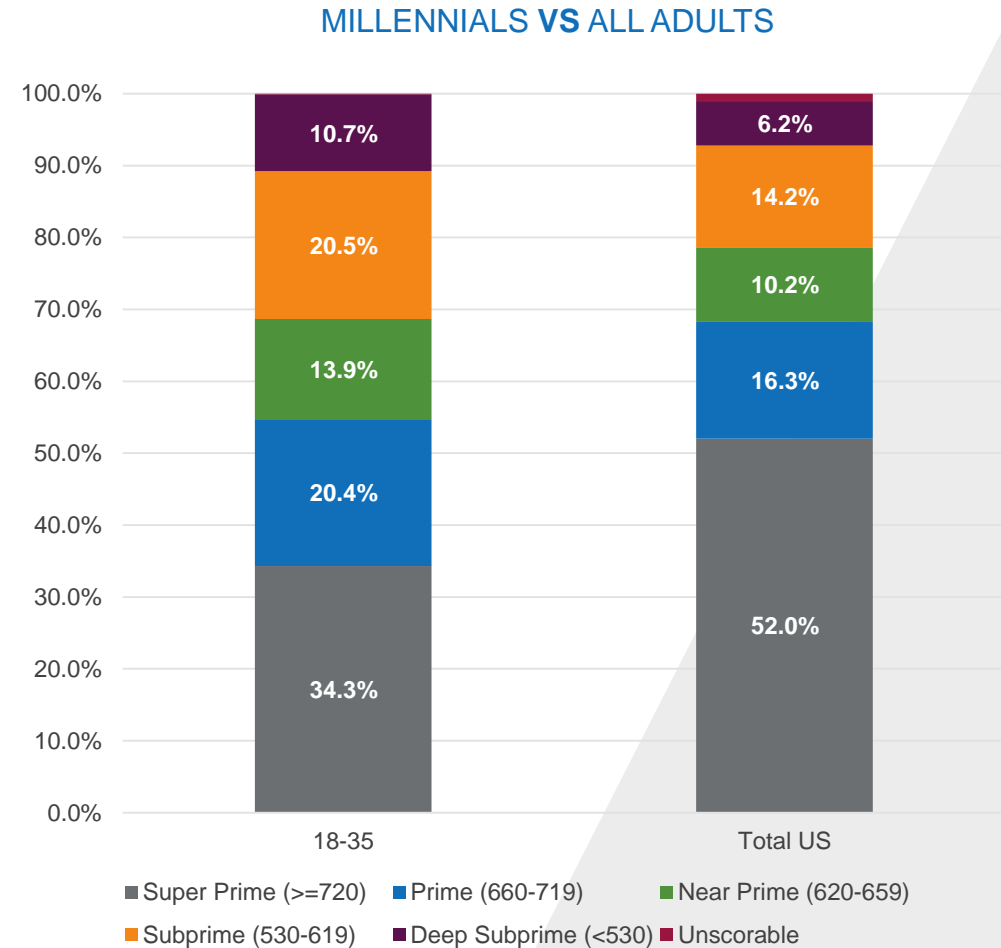
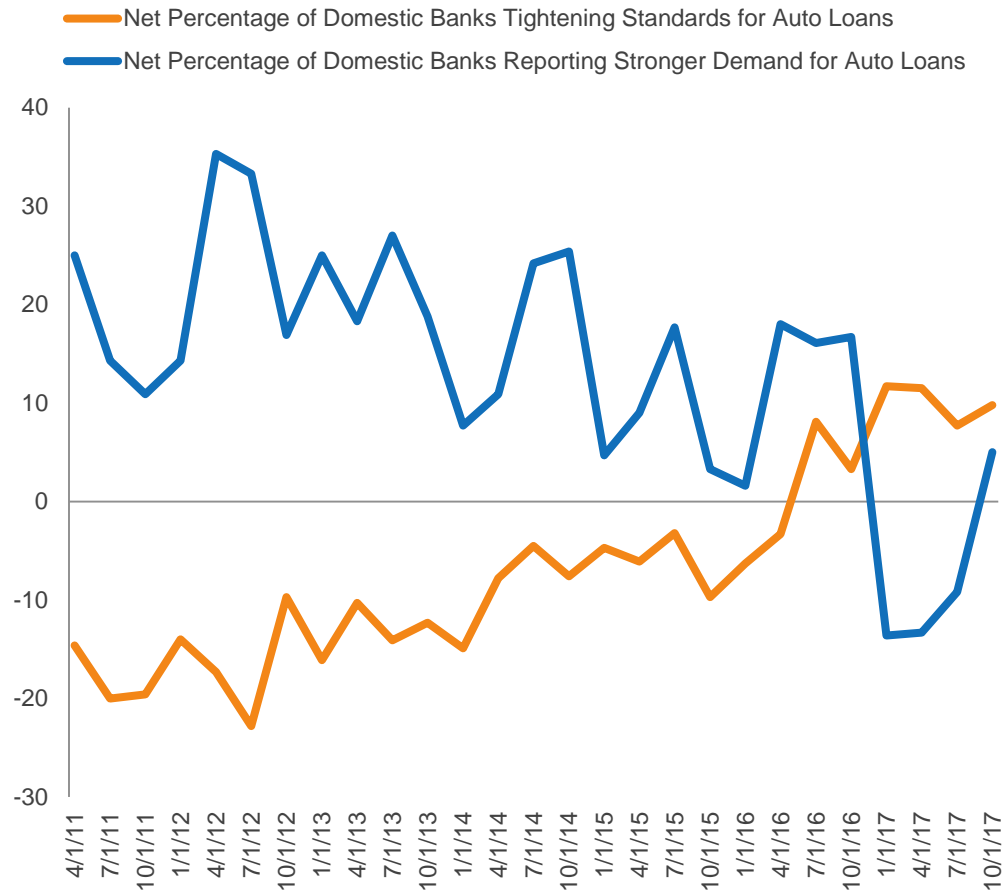


# The Fed Has Raised Once Already This Year; Auto Rates ~40bp Higher y/y

## INTEREST RATES



# Credit Access Continues To Tighten, Impacting Composition Of Buyers

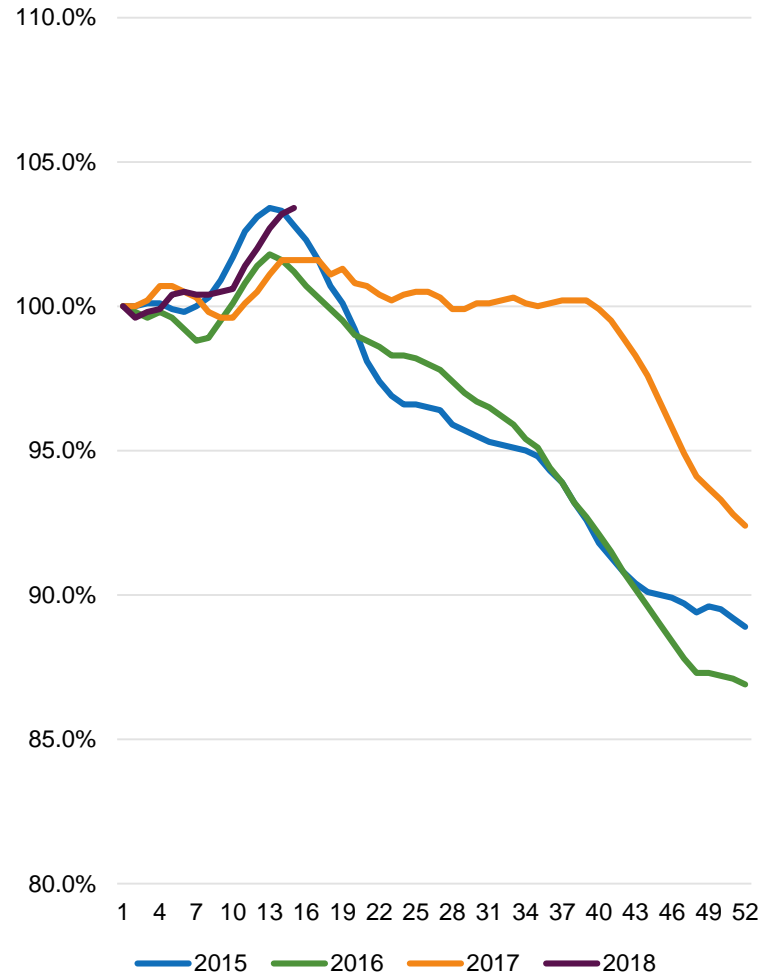


# Relative Stability In Wholesale Prices But Another Rough Start Of The Year

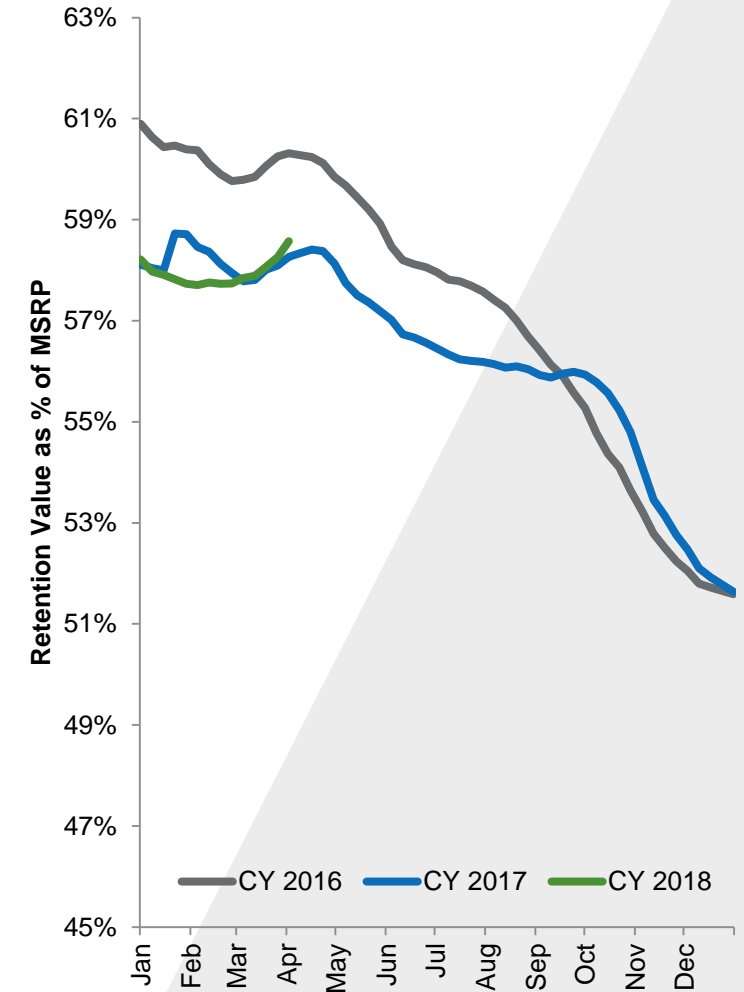
MANHEIM USED VEHICLE VALUE INDEX (SA) BY MONTH 2016-2018



3-YEAR-OLD MODEL INDEX BY WEEK



1 TO 3 YEAR OLD MODELS





# WHAT ARE THE **TOP FACTORS** HOLDING YOUR BUSINESS BACK?

## FRANCHISE DEALER RANK

1	Competition	41%
2	Market Conditions	37%
3	Staff Turnover	24%
4	OEM Mandates/Restrictions	22%
5	Expenses	21%

## INDEPENDENT DEALER RANK

1	Market Conditions	41%
1	Credit Availability for Consumers	41%
3	Competition	33%
4	Limited Inventory	31%
5	Expenses	30%

COX AUTOMOTIVE™

Source: Q1 Dealer Sentiment Research, March 2018, Cox Automotive