

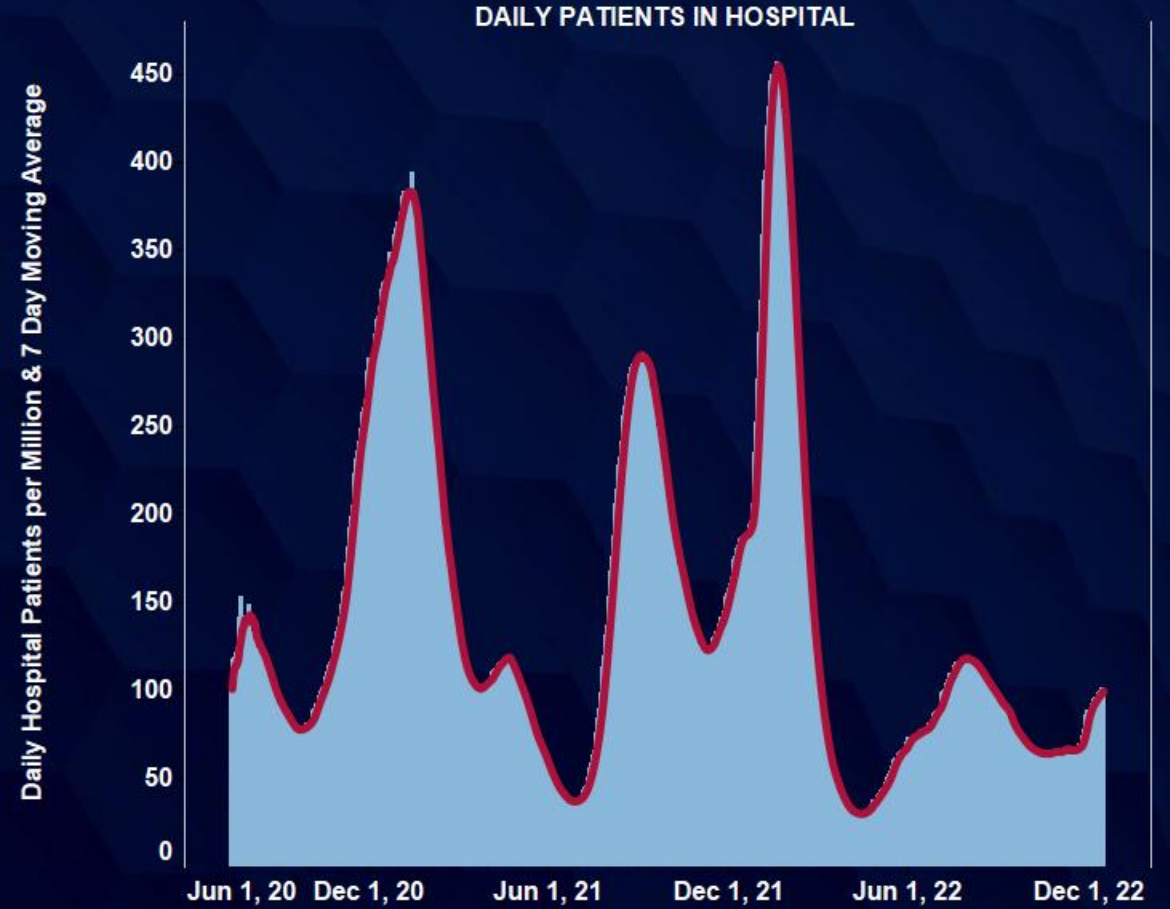
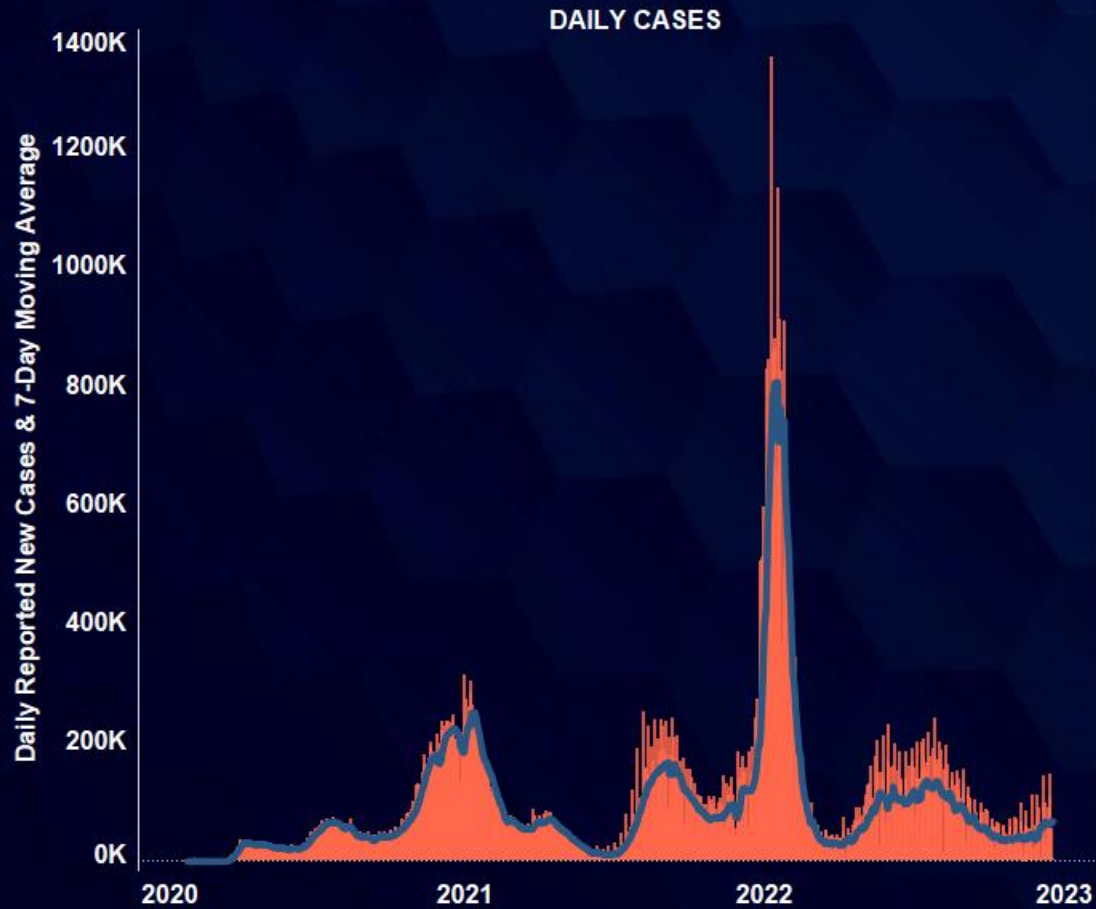


December 20, 2022

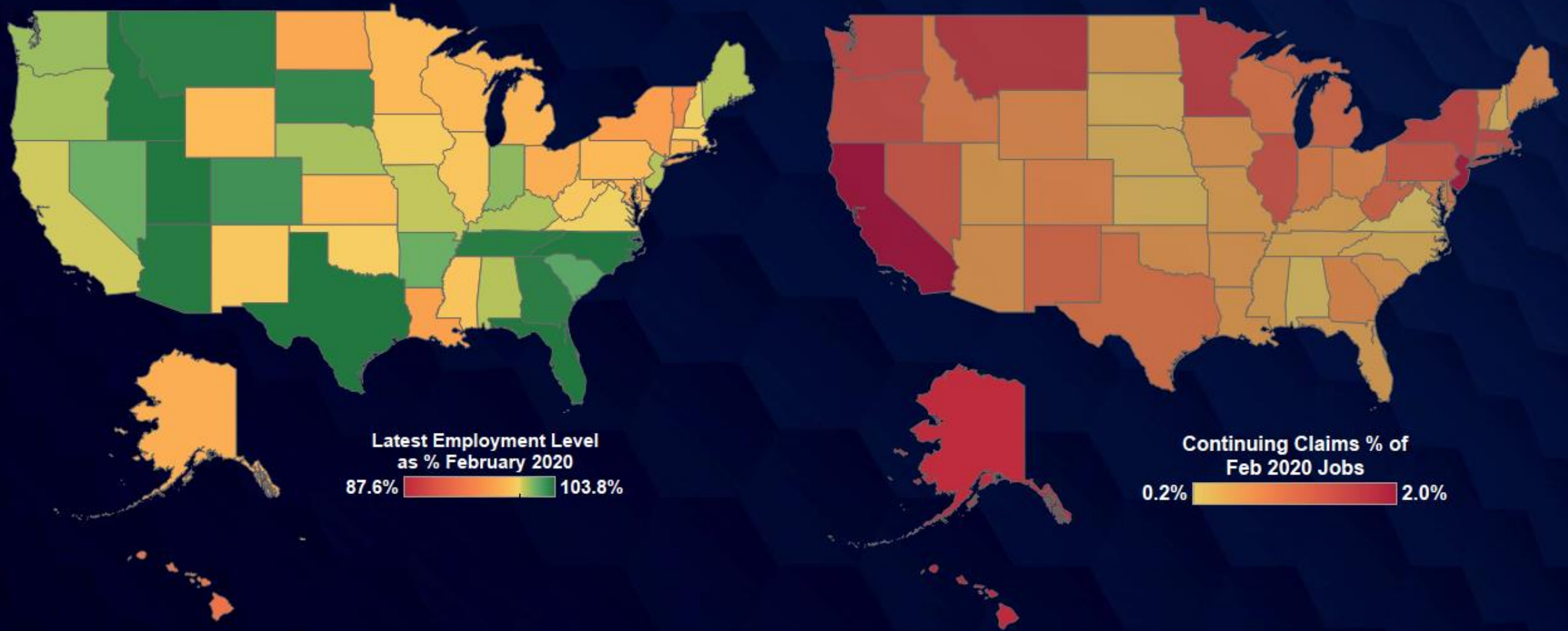
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Hospitalization Trends



Continuing Claims at 1.67 Million Nationally

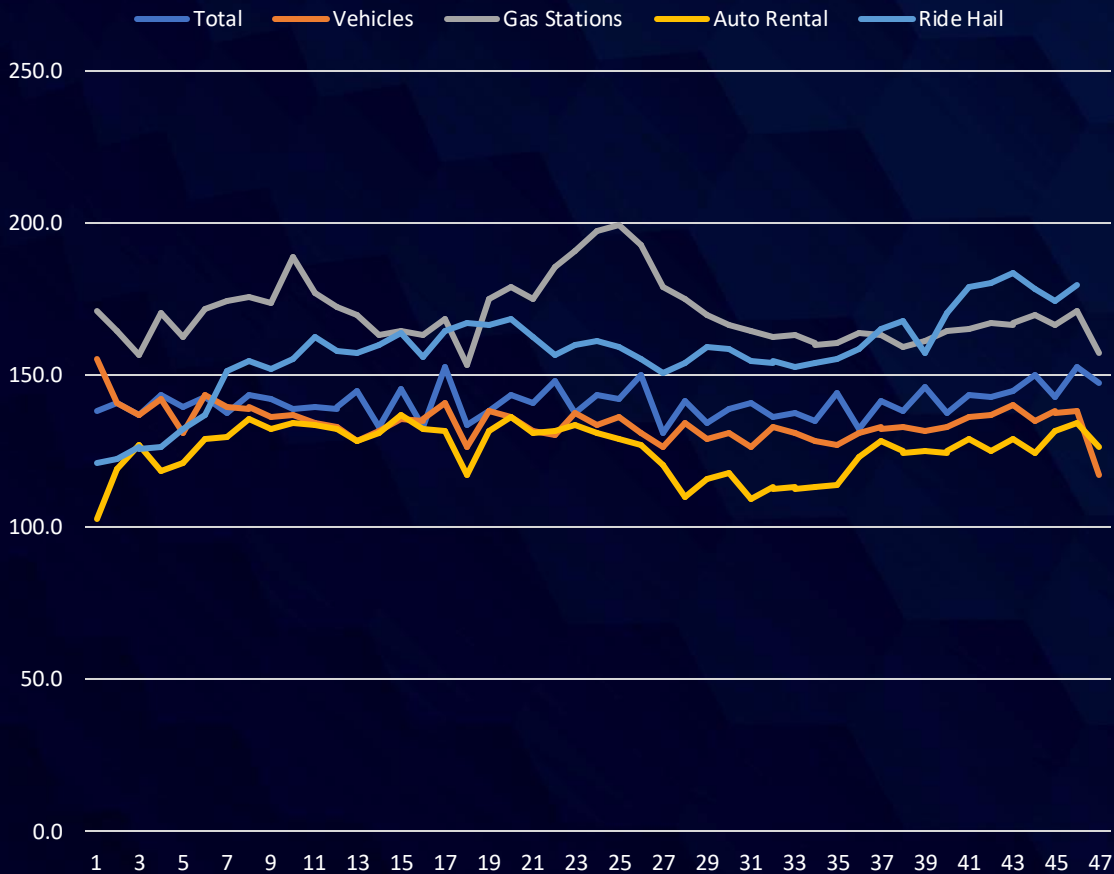


NOTE: Latest Employment Numbers for November 2022; Continuing Claims Unemployment Data for Week Ending November 26

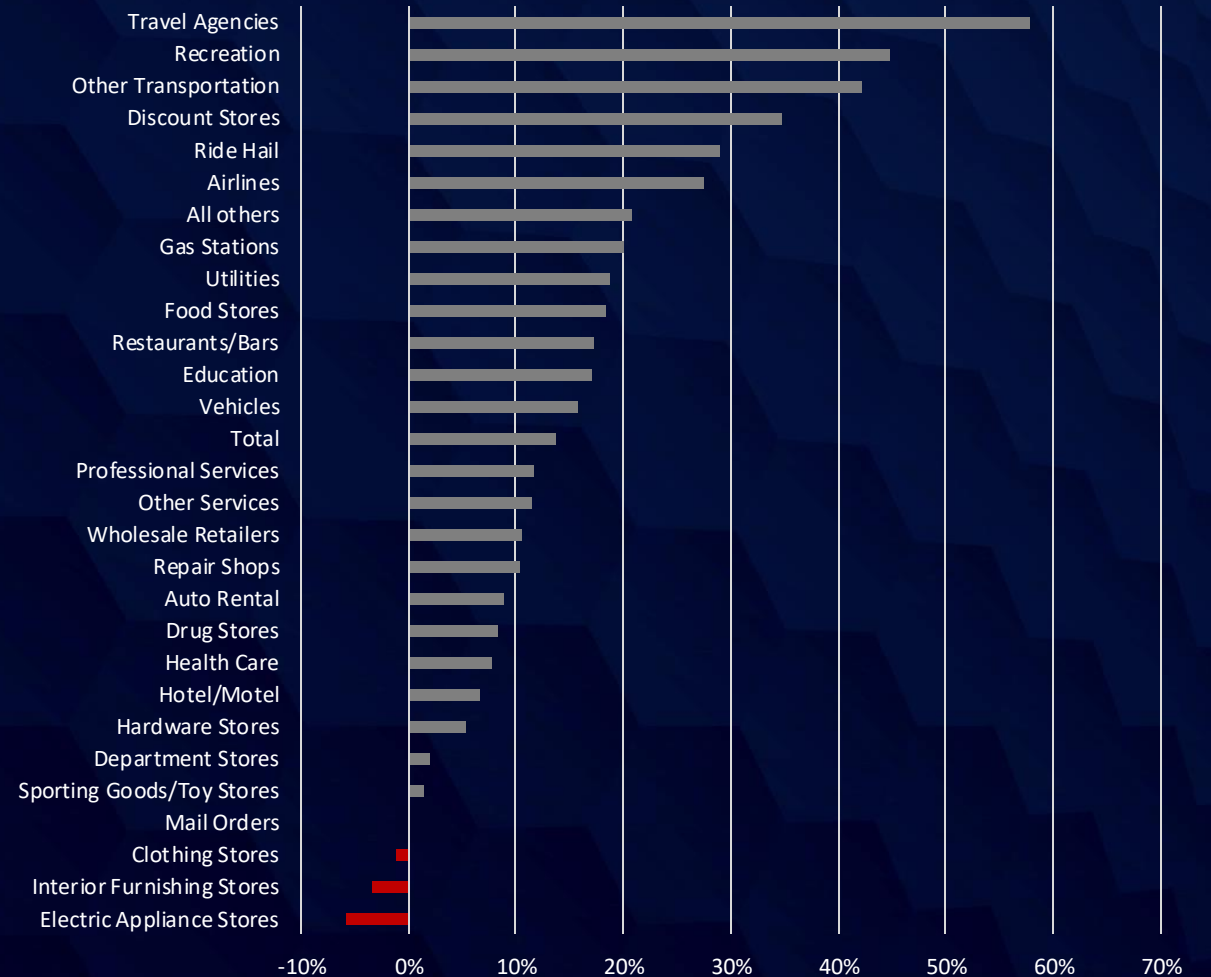
Consumer Spending Remains Strong

Total spending in 2022 is up 14% y/y in latest data and showing little evidence of pullback in total spending

Consumer Spending By Week in 2022 Compared to 2019



Y/Y Spending % Change for Week Ending November 19, 2022



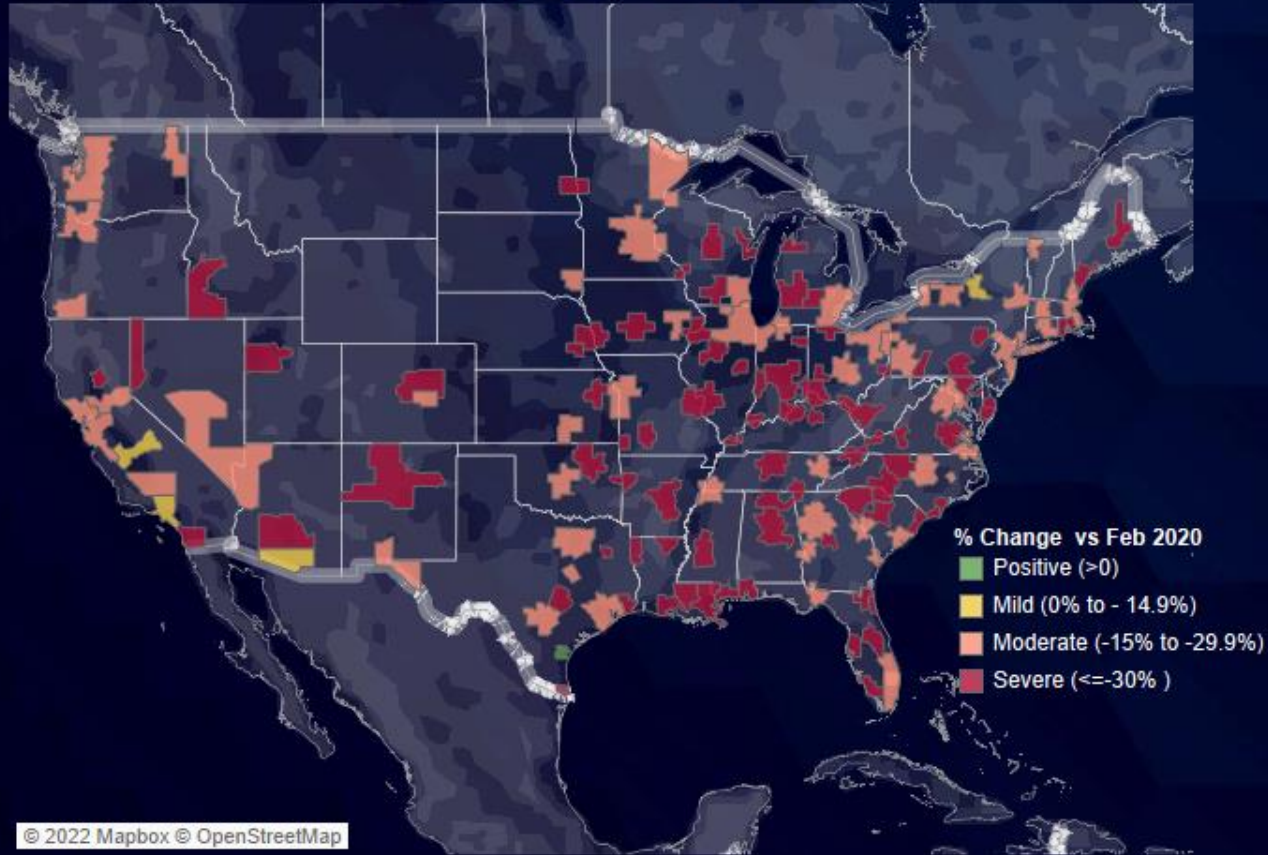
Consumer Sentiment Improving This Fall

The Index of Consumer Sentiment increased 2.6% in November and is up 2.7% so far in December

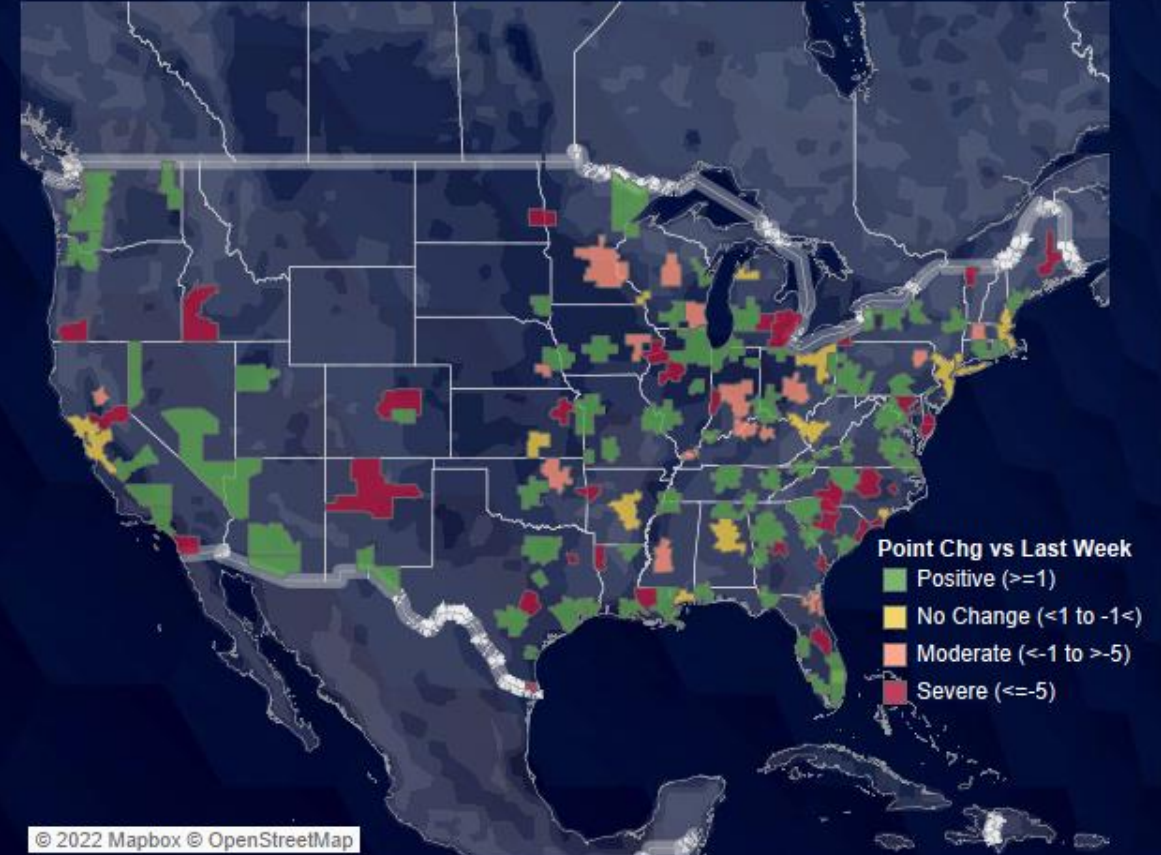


Sentiment Shifts Across Markets

Since February 29, 2020



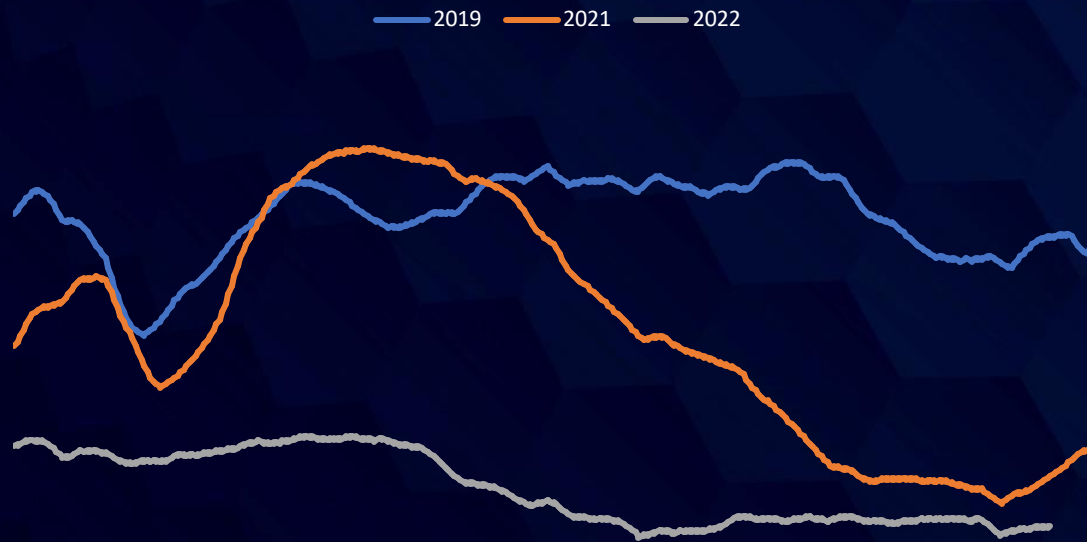
Since December 12, 2022



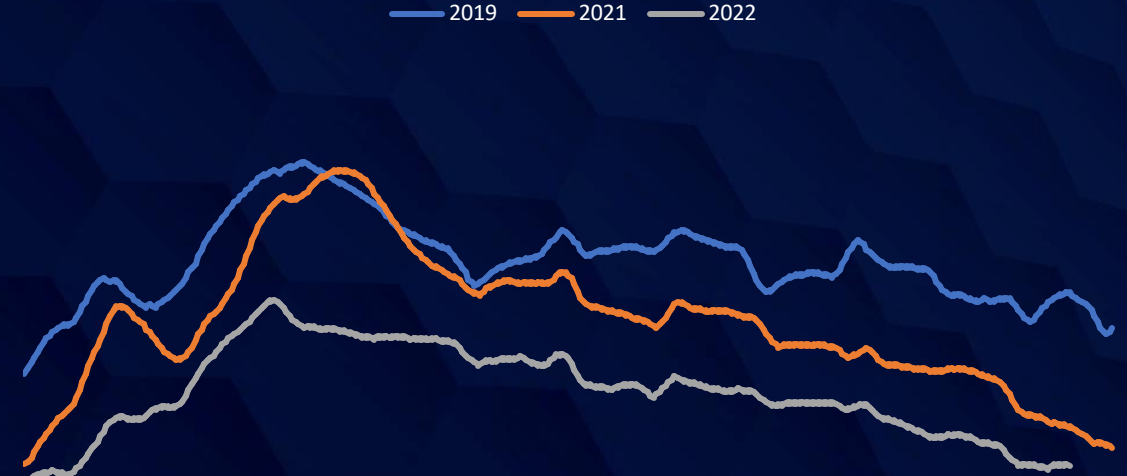
Retail Sales Estimates

New sales were up 1% w/w, and performance y/y declined; uses sales were up 1% w/w and improved y/y

Dealertrack Retail New Sales



Dealertrack Retail Used Sales

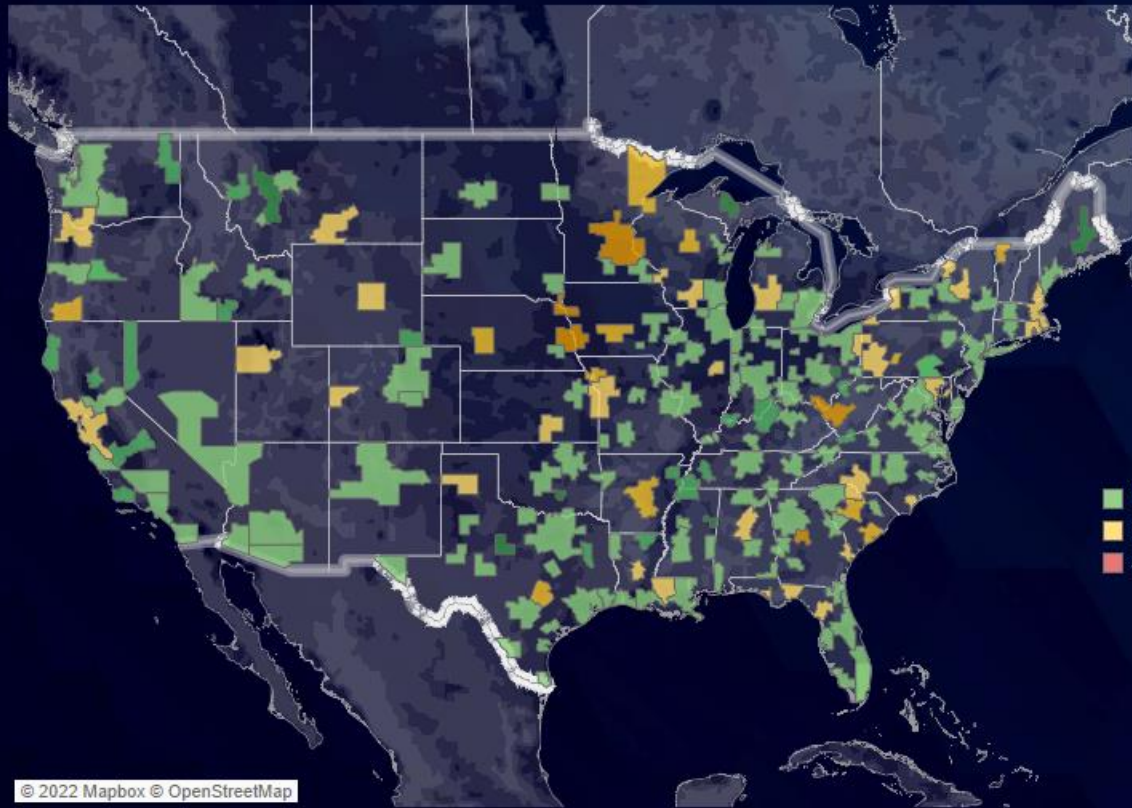


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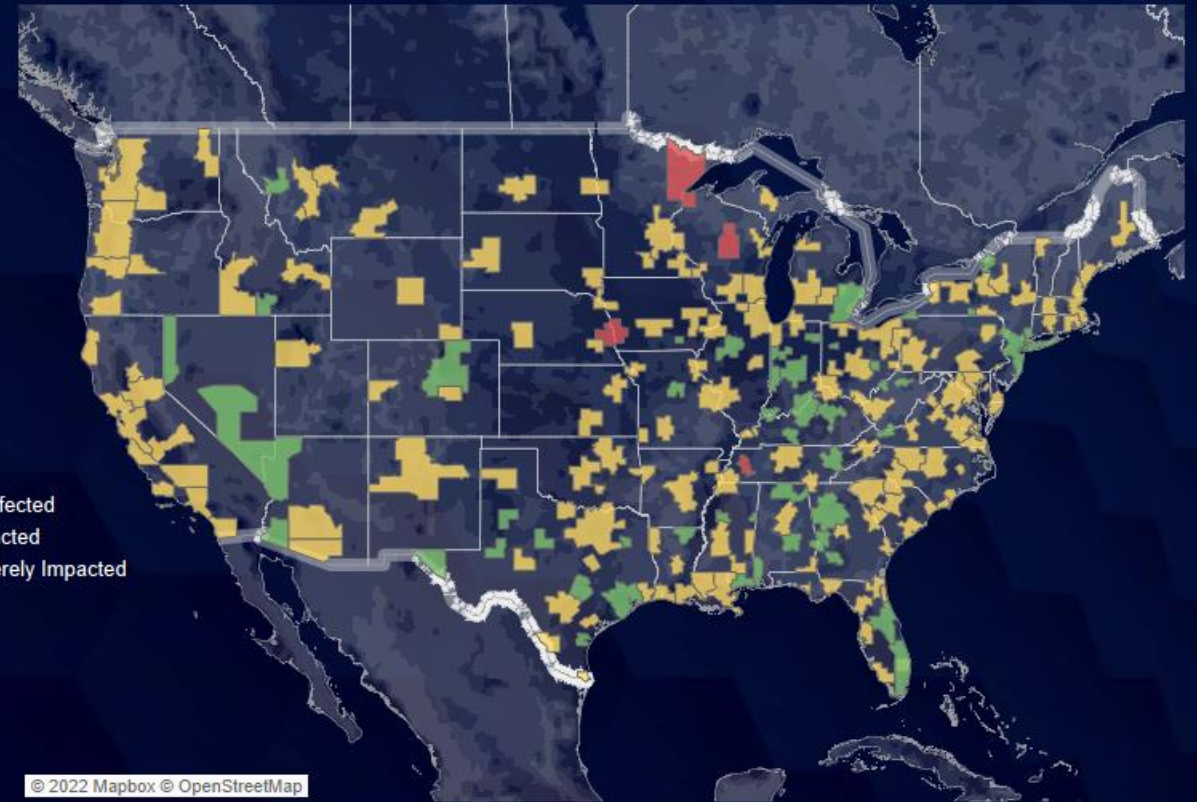
7 17 27 37 47 57 67 77 87 97 107 117 127 137 147 157 167 177 187 197 207 217 227 237 247 257 267 277 287 297 307 317 327 337 347 357

Sales Impact Varies by DMA

March 29, 2021 (vs same-week 2019)

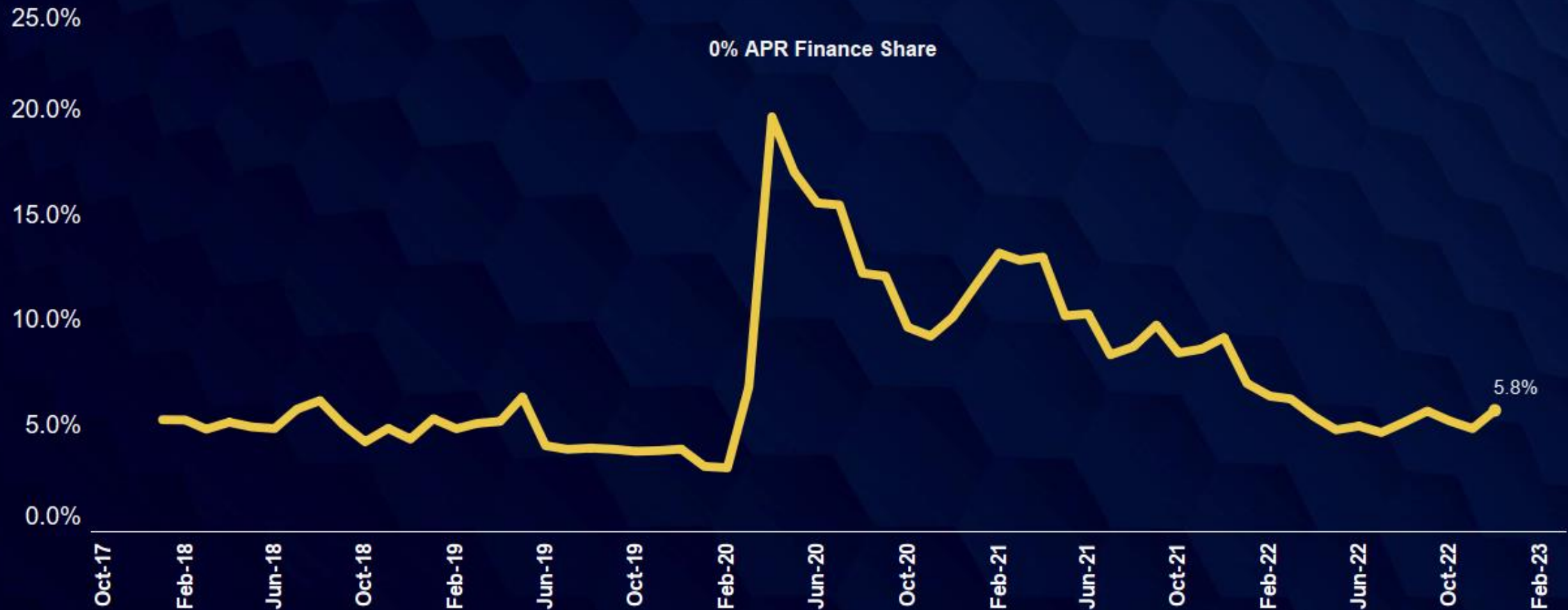


December 17, 2022



■ Unaffected
■ Impacted
■ Severely Impacted

Zero Percent Financing



Retail Supply Building in New; Lower in Used

New supply is 21 days higher y/y and unchanged from Nov; used supply is up 2 days y/y and down 3 days from Nov

New Days' Supply



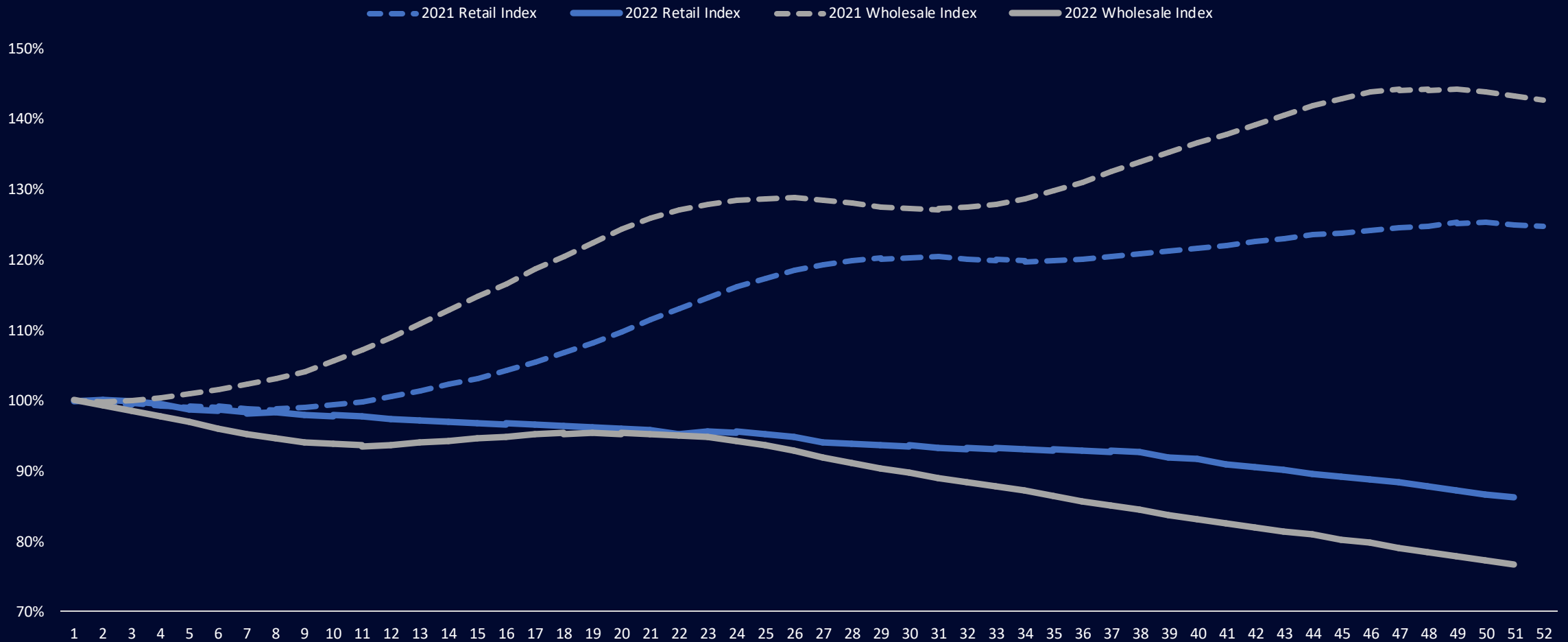
Used Days' Supply



Used Prices Seeing Larger Declines at Year End



MY 2019 Retail and Wholesale Price Indices



Cox Automotive Leading Indicators

- Leads are down y/y in December on both Autotrader and Kelley Blue Book, and
 - Leads are down for the month compared to November on both sites
- Credit applications on Dealertrack were down w/w:
 - Unique applications on same-store basis last week were down 16% y/y with declining trend
- Service trends on Xtime relative to last year declined last week:
 - Completed appointments last week were down 4% y/y

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