Monthly Industry Update

November 2022 Data and Insights

COX AUTOMOTIVE

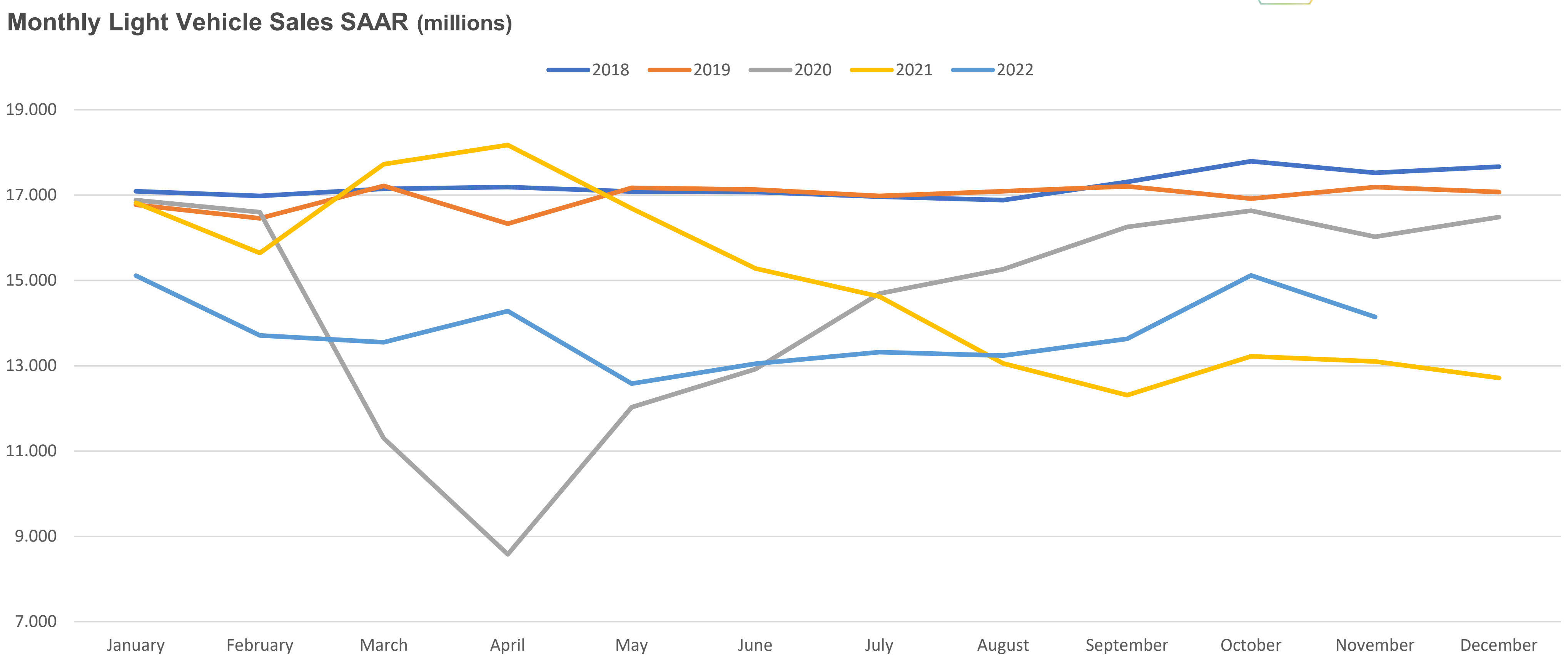
Michelle Krebs

Executive Analyst

Cox Automotive

New-Vehicle SAAR | SAAR Decreased in November

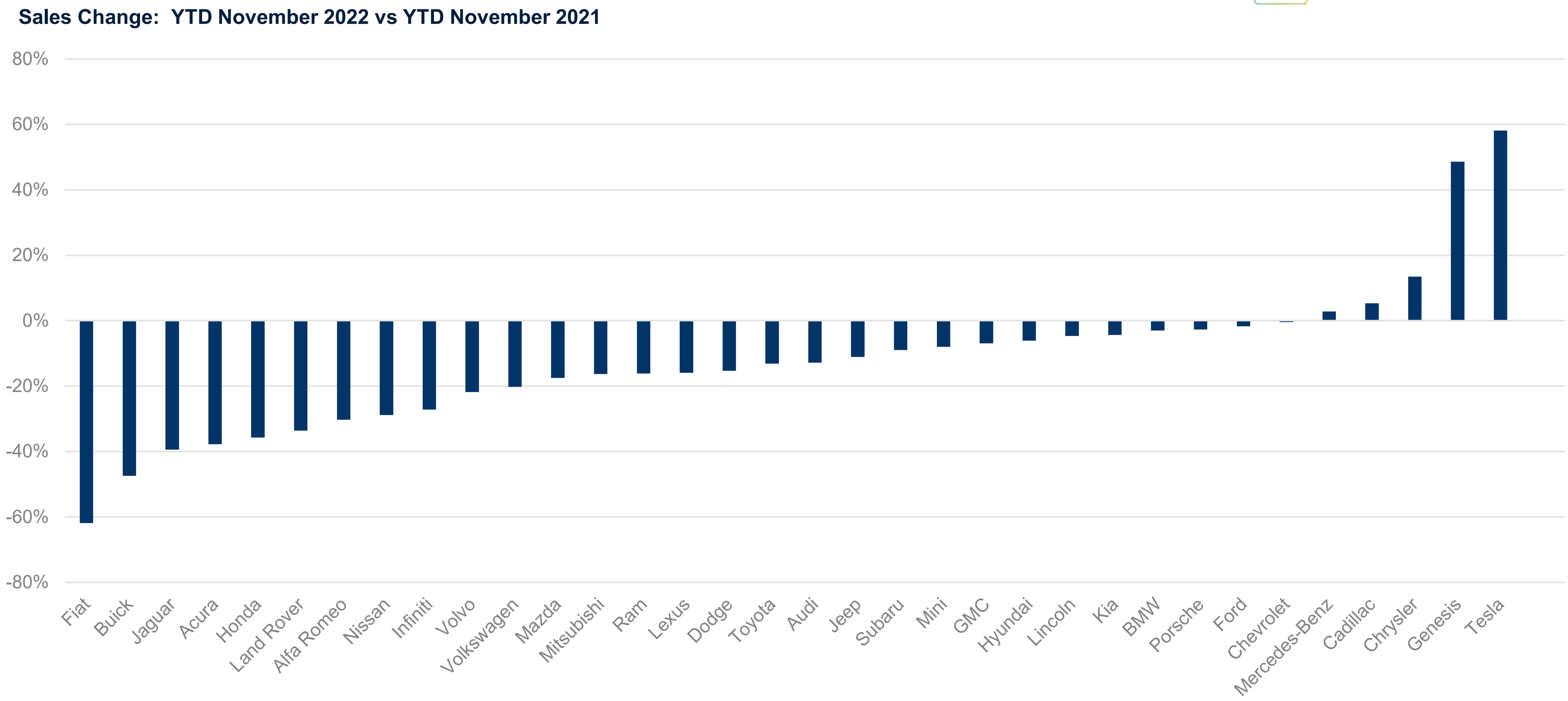
Monthly sales stuck at 1.1 million level since August of last year



Source: Cox Automotive, Bureau of Economic Analysis

YTD Brand Sales | Tesla and Genesis remain on top

Most brands were down

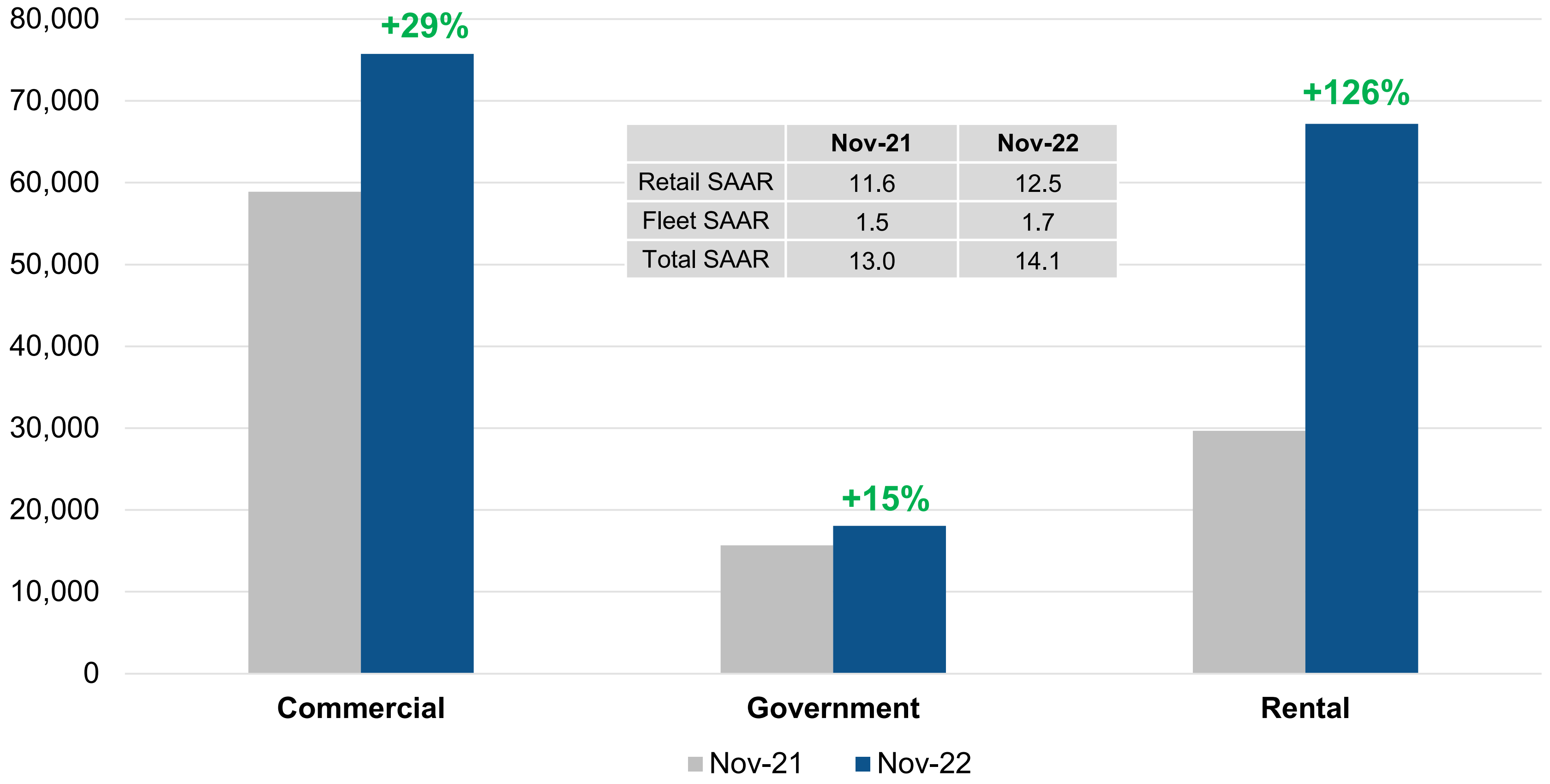


Source: Cox Automotive - KBB

Fleet Sales | Overall Volume Up 55% In November

Rental up 126% over last year, followed by Commercial and Government sales

New Sales by Fleet Channel

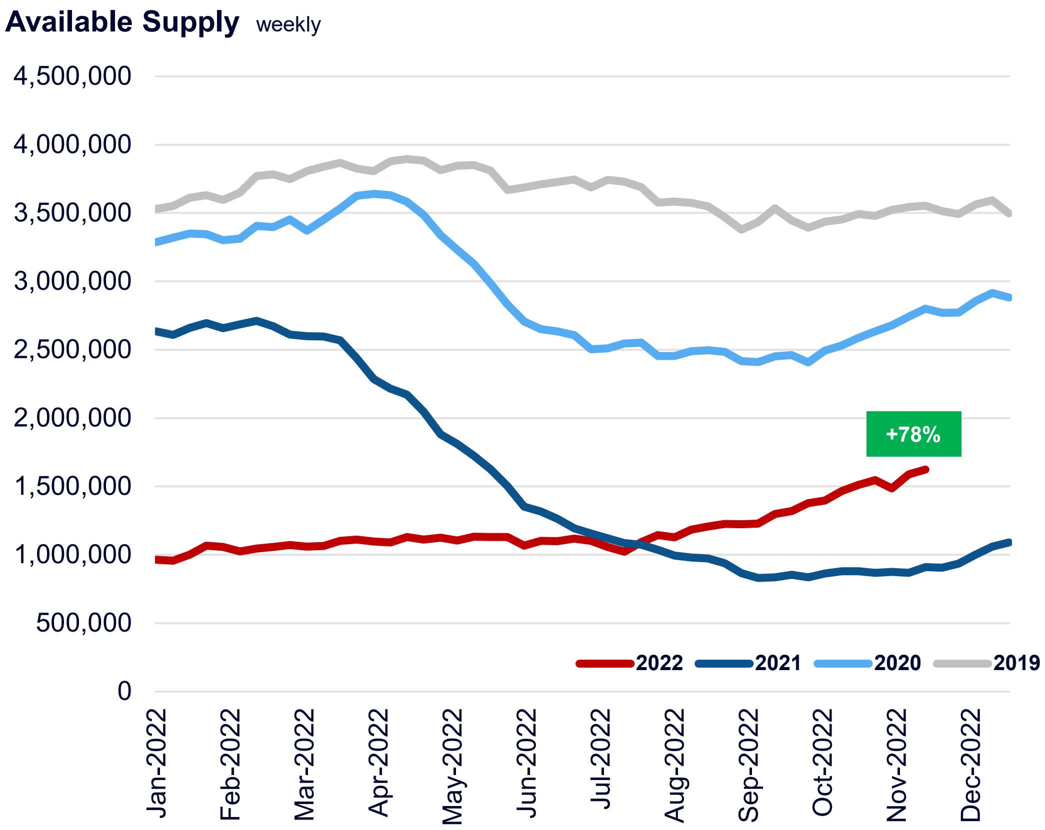


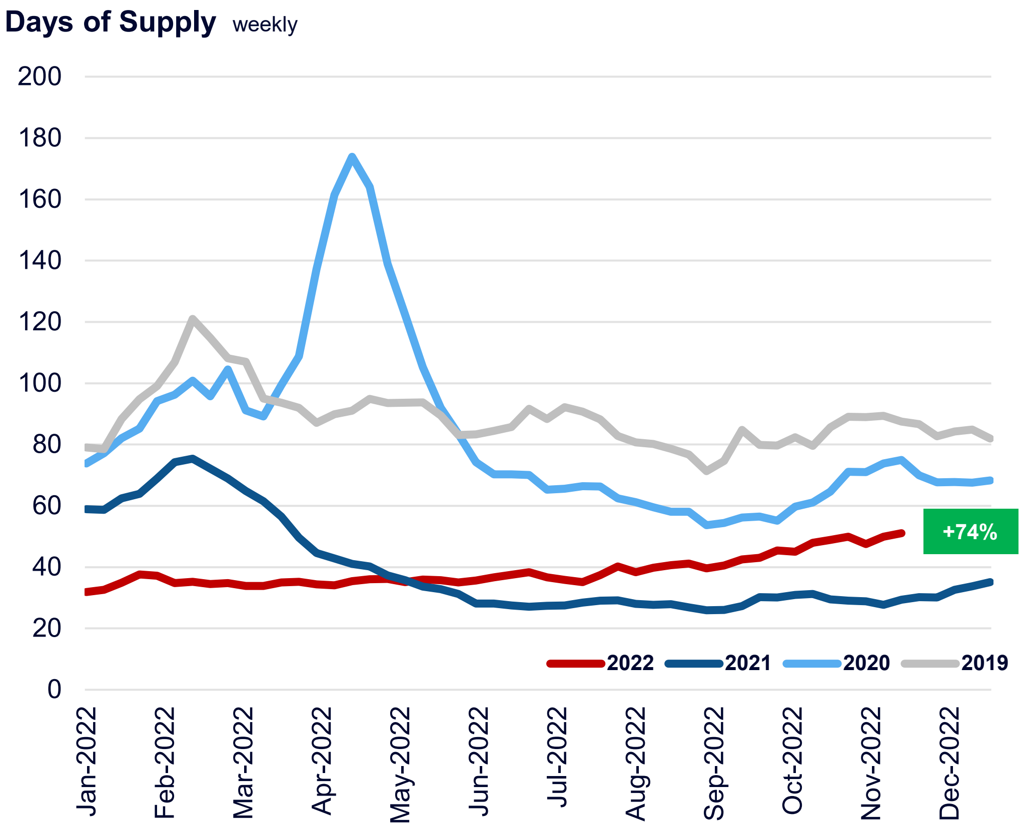
	Nov-21	Nov-22
Retail SAAR	11.6	12.5
Fleet SAAR	1.5	1.7
Total SAAR	13.0	14.1

Source: Cox Automotive analysis of Bobit Fleet data

New Vehicle Inventory | Up 78% From Last Year

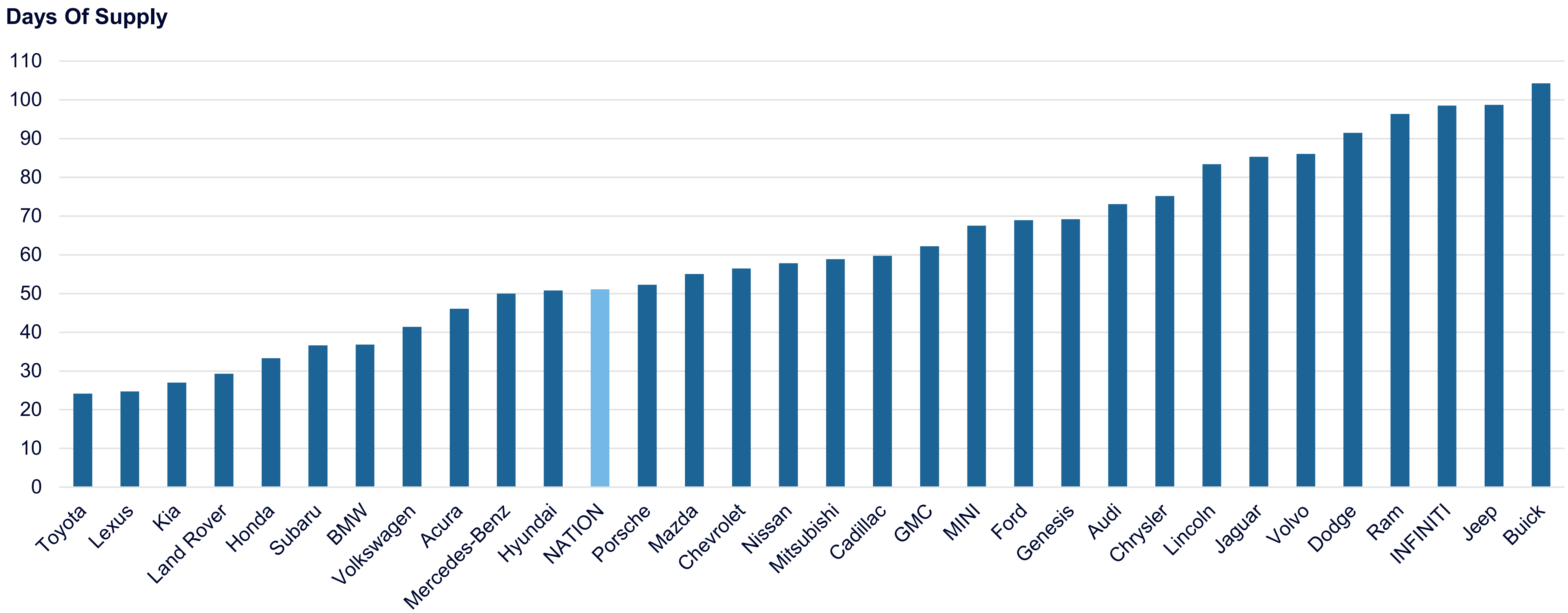
Supply noticeable improving – now nearly 713K more vehicles than in 2021





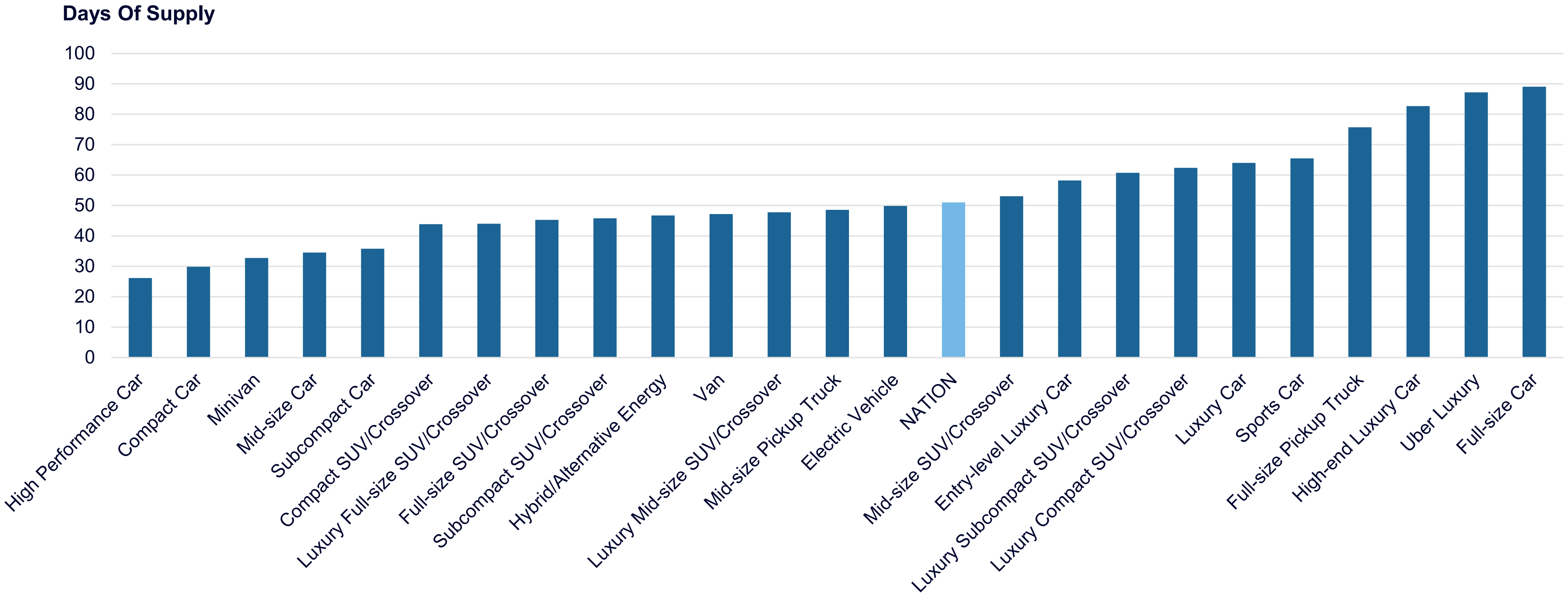
Brand Inventory | Supply Situation Varies

Detroit 3 brands seem to be returning to pre-covid levels



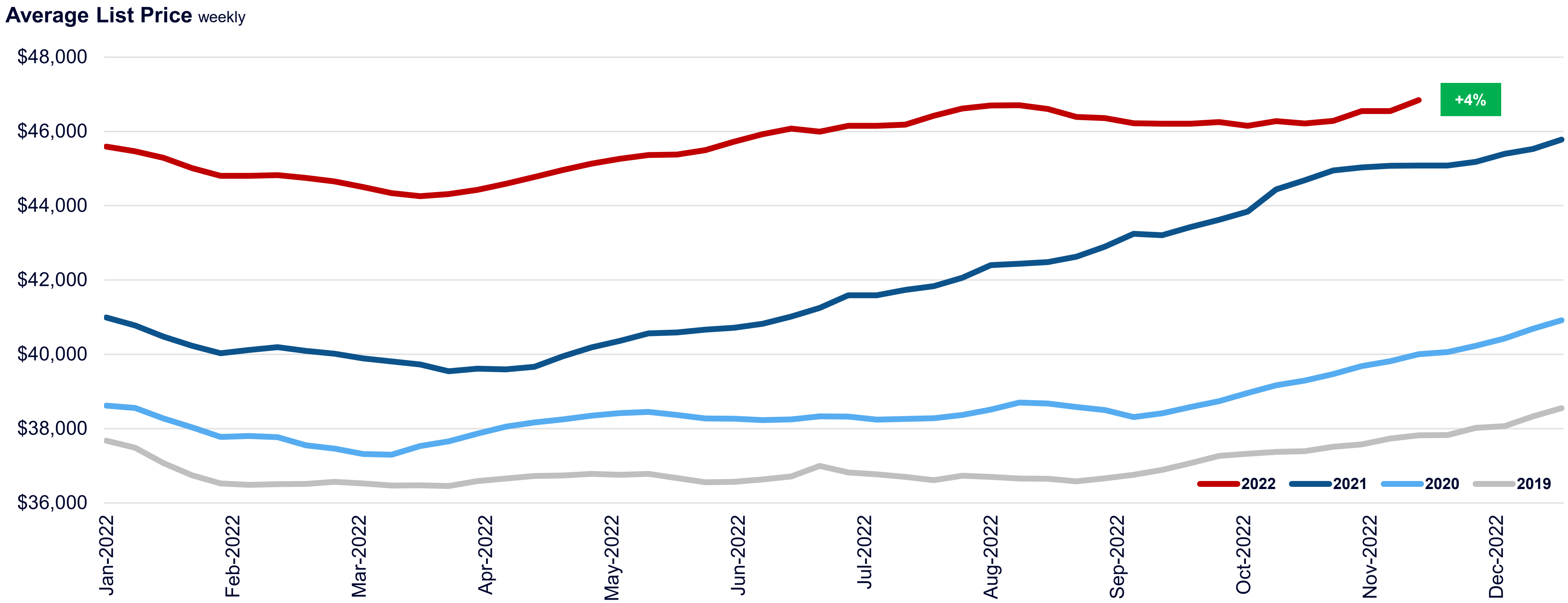
Segment Inventory | Small Cars Remain Tight

Big pickups and luxury cars have more availability



Transaction Price | Now at $46,843 and Expected to Rise

Vehicle inflation to slow, but more expensive mix will continue



Source: Cox Automotive - vAuto

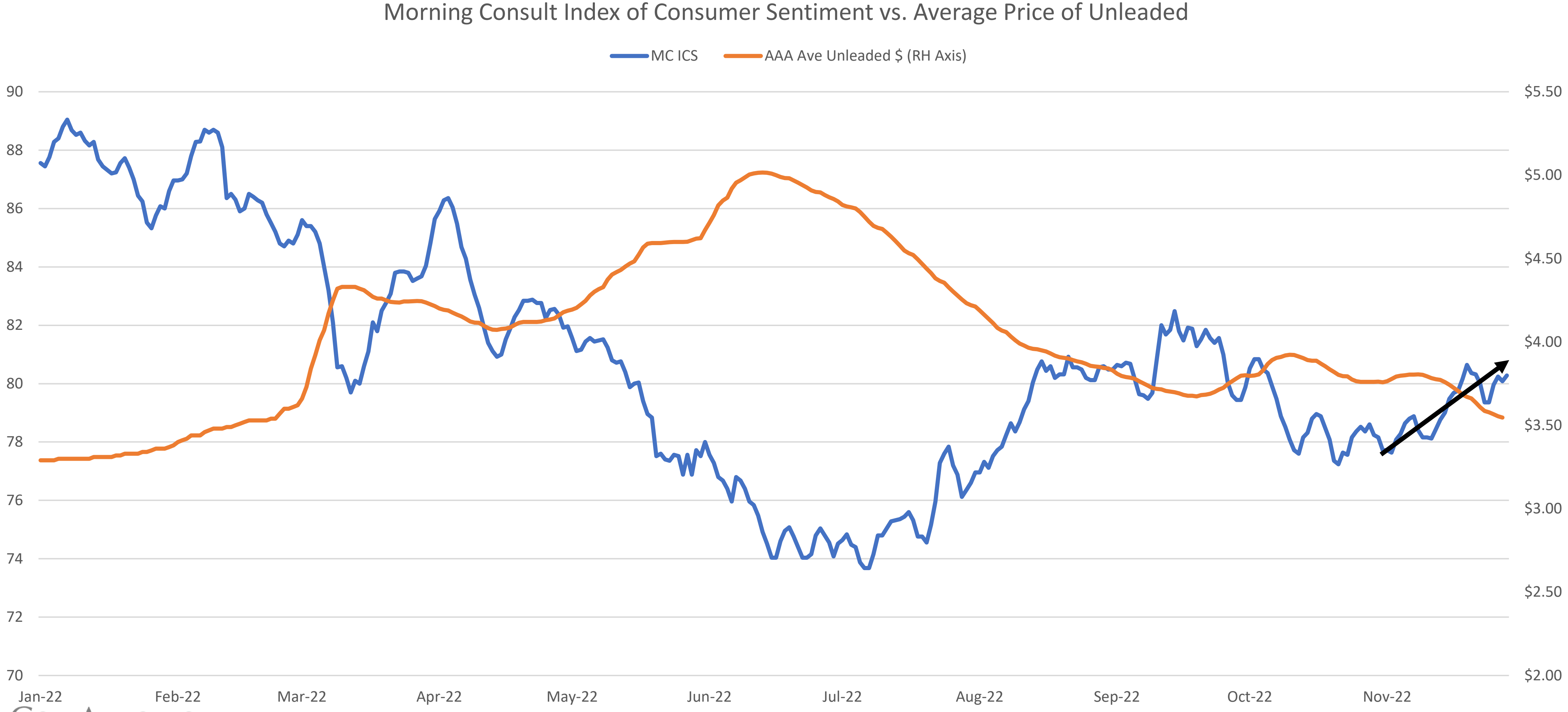
Quentin Wallace

Research Manager

COX AUTOMOTIVE

Consumer Sentiment Improving Again

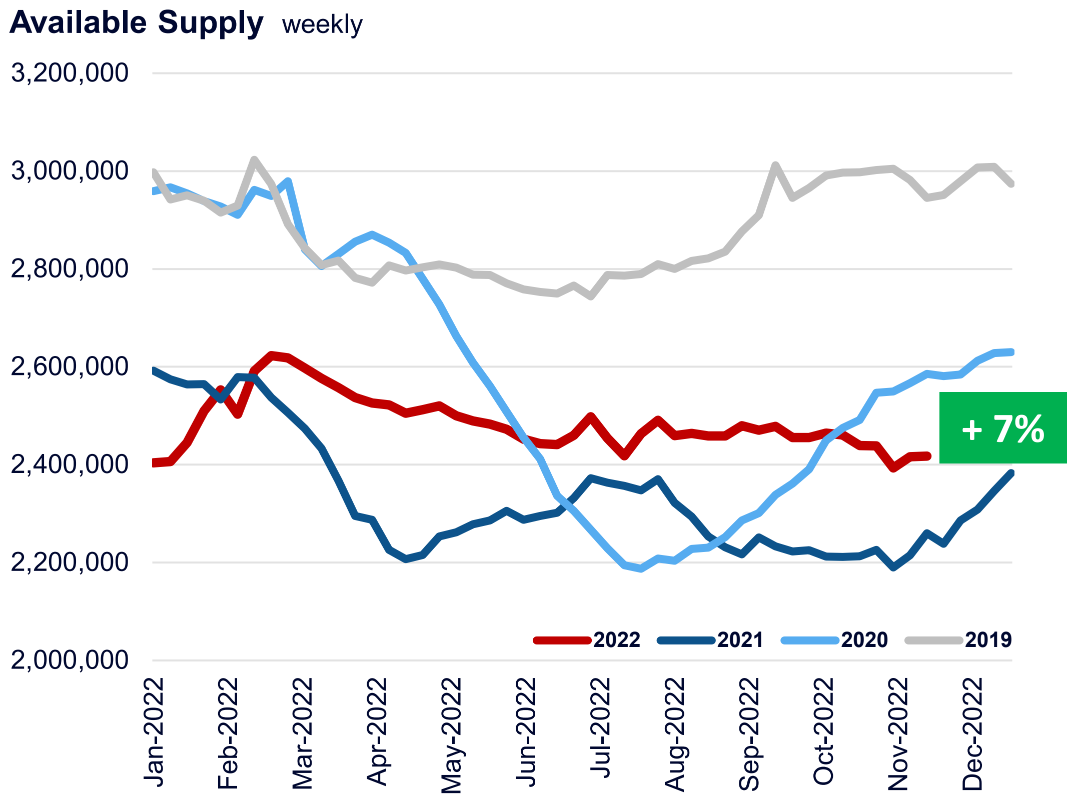
The Index of Consumer Sentiment declined 0.7% in September and 2.7% in October <u>but is up 3.3% in November</u>

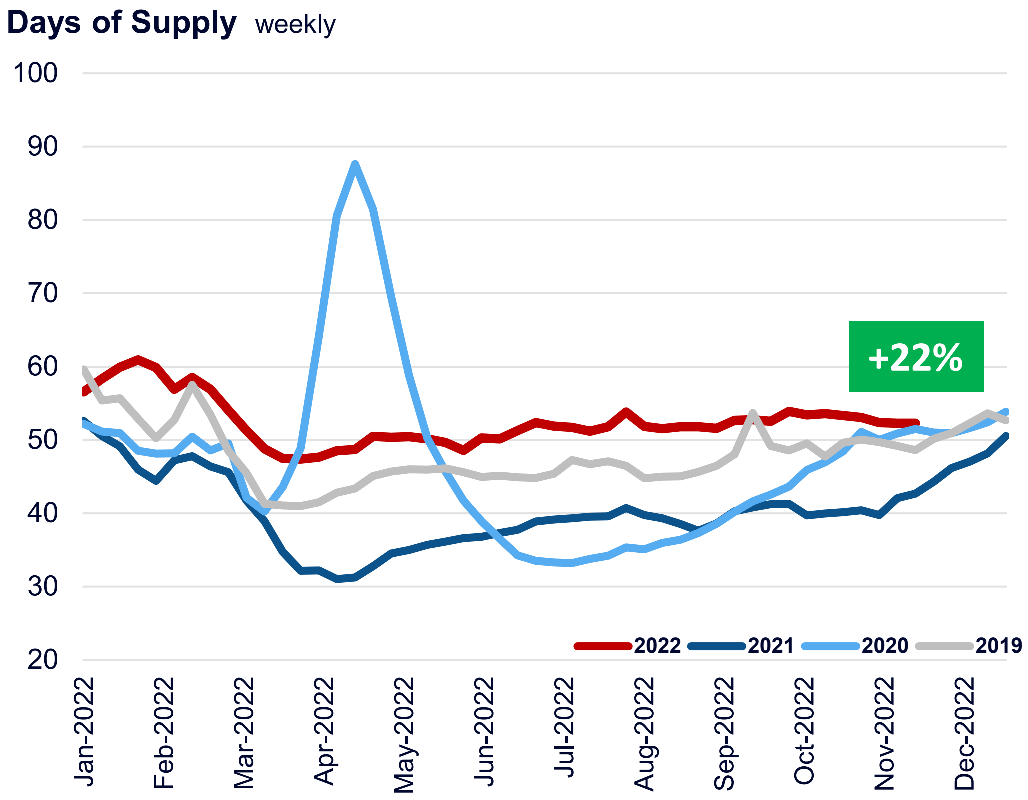


Source: Morning Consult; AAA

Used Vehicle Inventory | Higher By 7% Over Last Year

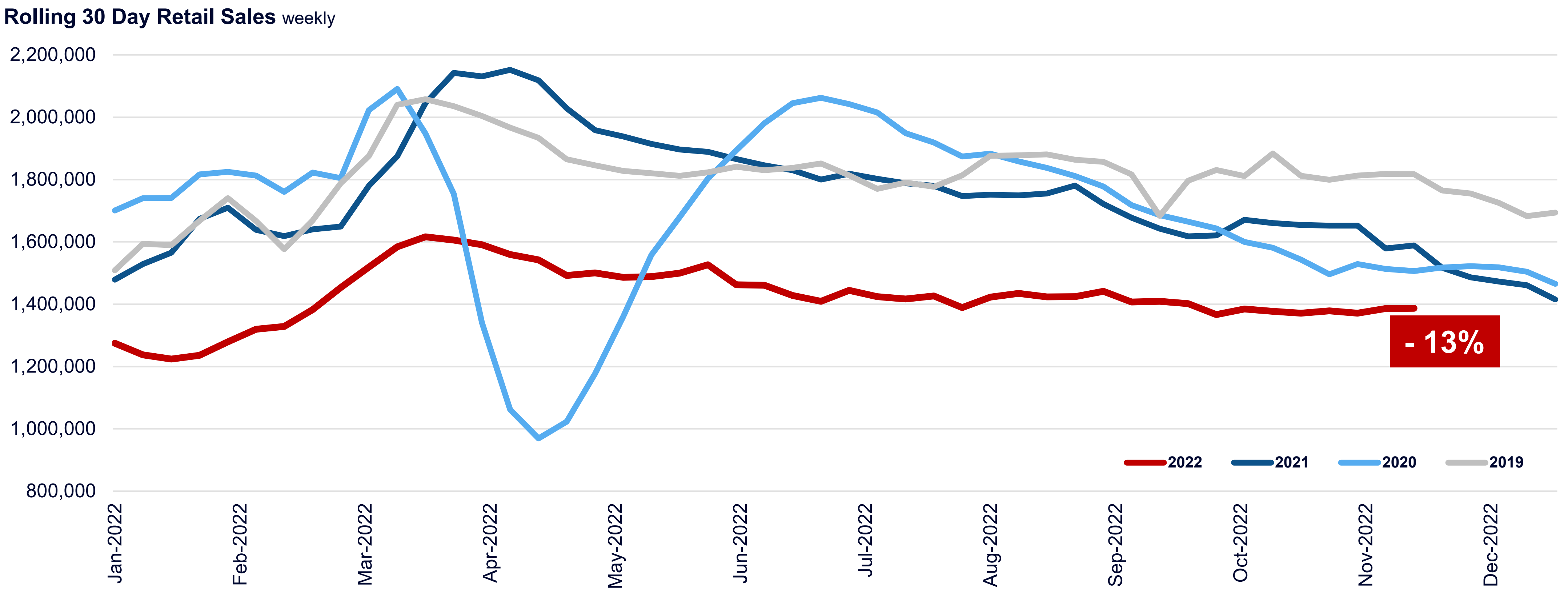
Days of supply stabilizing near 50 days – close to 2019 levels





Used Vehicle Sales | Current Pace Down 13% From Last Year

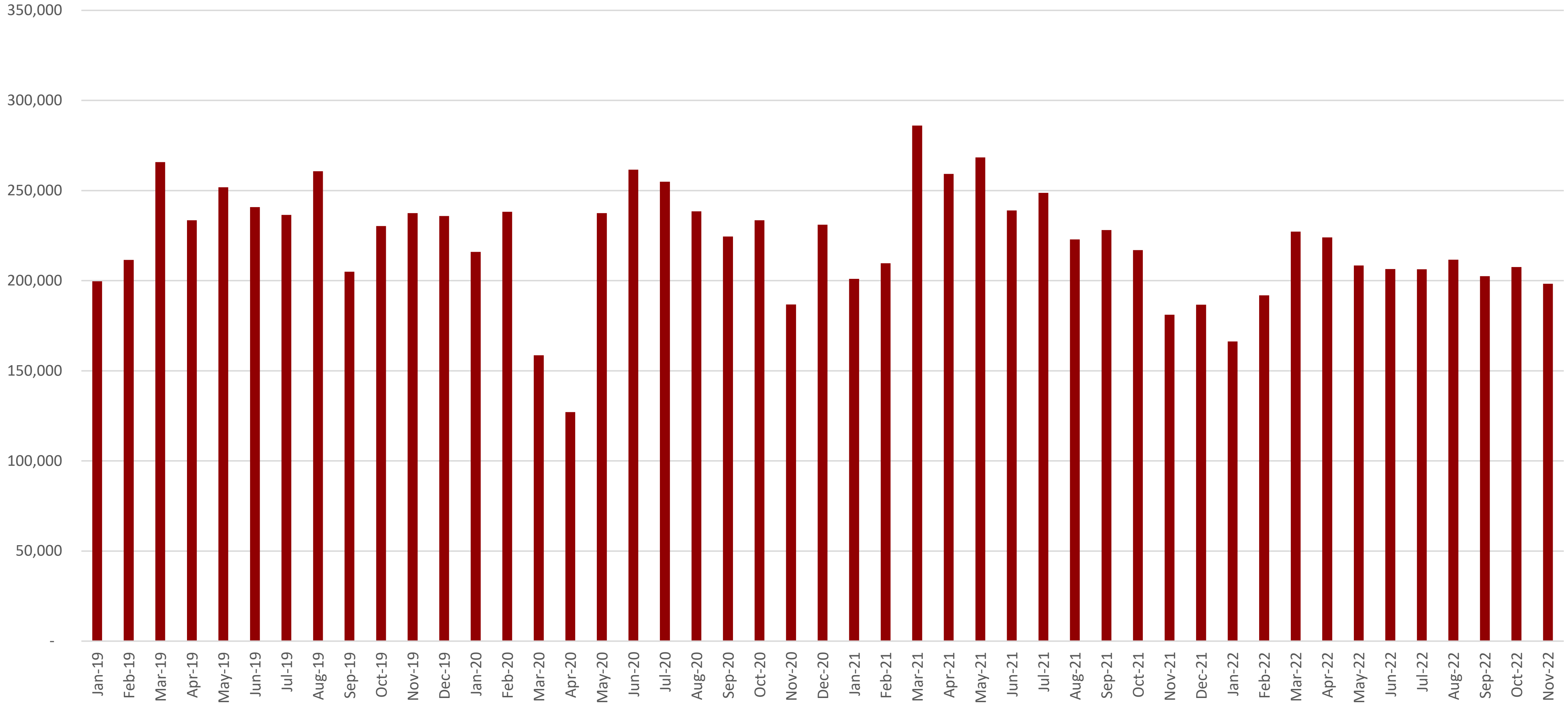
Still showing relative strength going from fall to winter selling season



Source: Cox Automotive - vAuto

CPO Sales Slower in 2022 with Supply Starting to Limit Sales

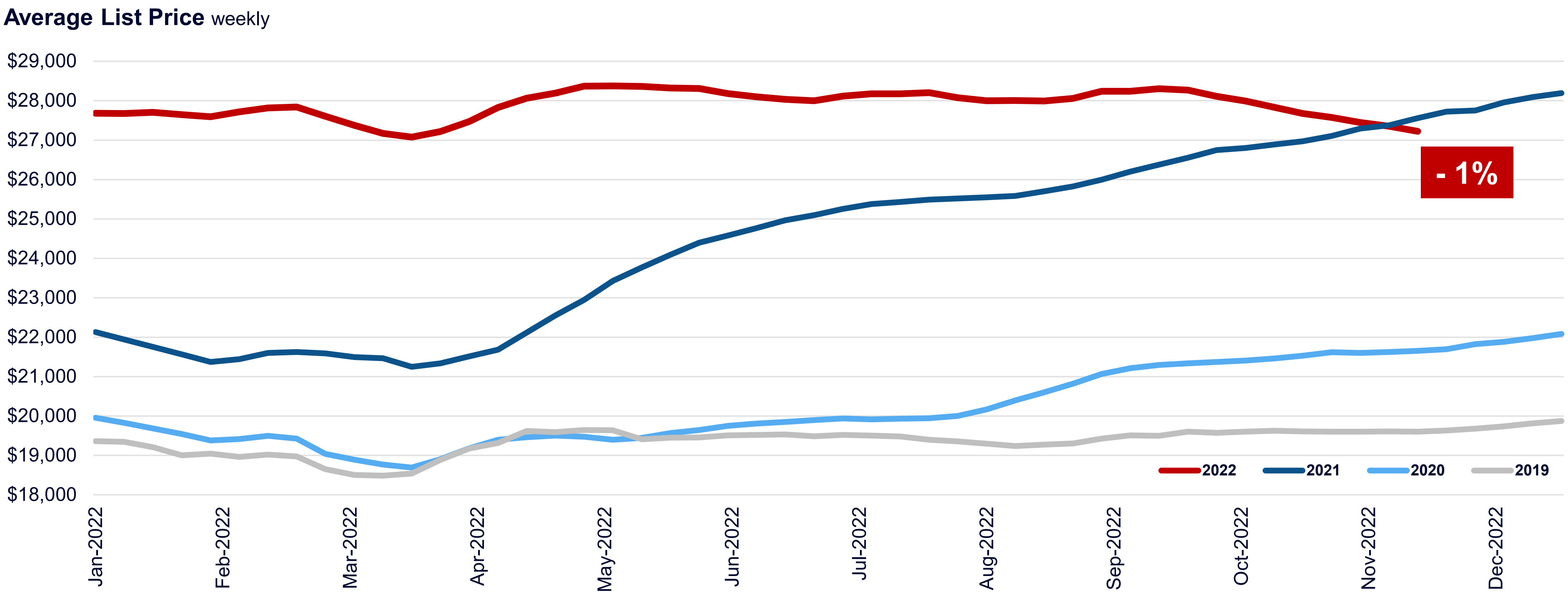
CPO sales declined 4% in November but were up 10% against 2021 yet down 16% vs. 2019



Source: Cox Automotive Analysis of Motor Intelligence

Used Vehicle List Price | Now Lower Than Last Year

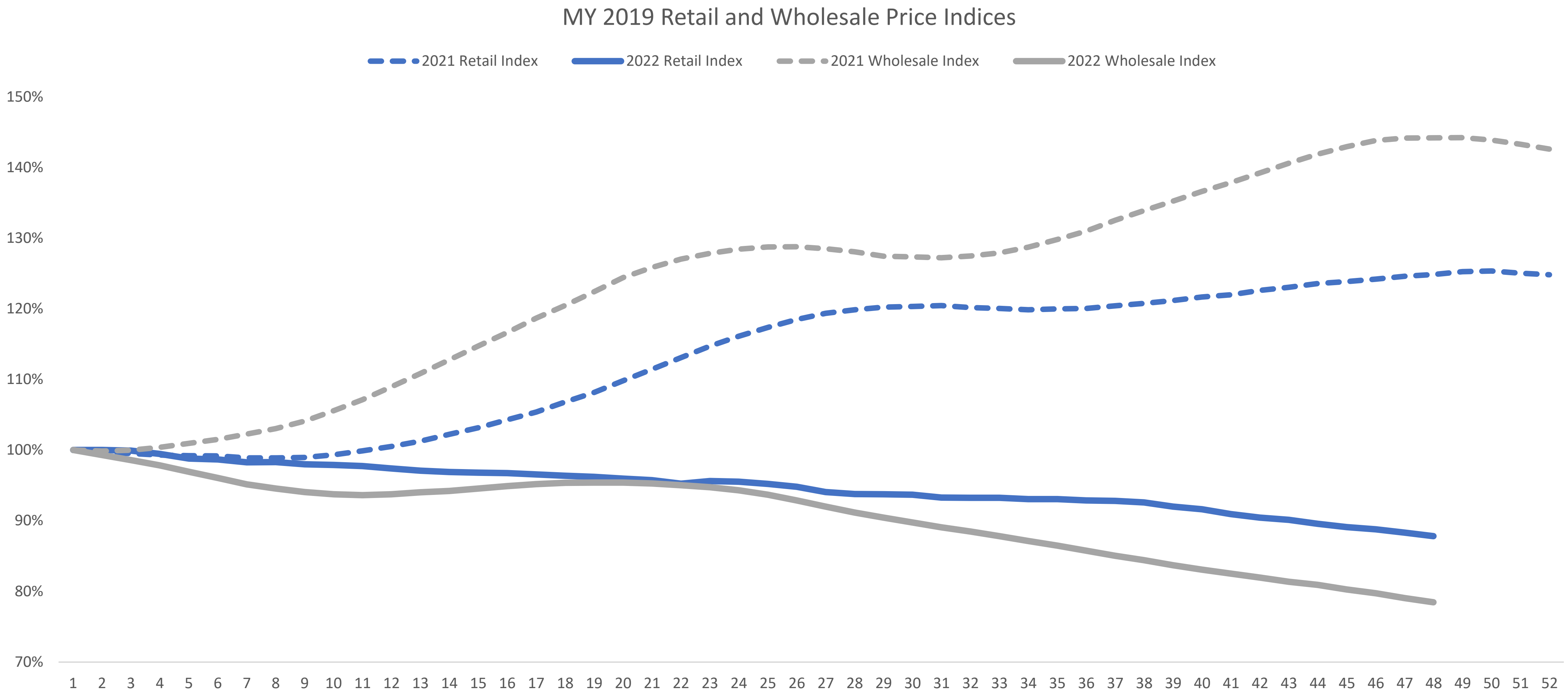
Used prices showing weakness – giving back some of last year's crazy gains



Source: Cox Automotive - vAuto

Used Prices Seeing Larger Declines at Year End

The average MY 2019 wholesale price declined 0.7% last week, and retail declined 0.6%



Source: Dealertrack, Manheim, Cox Automotive

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From the Newsroom: www.coxautoinc.com/signup

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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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