

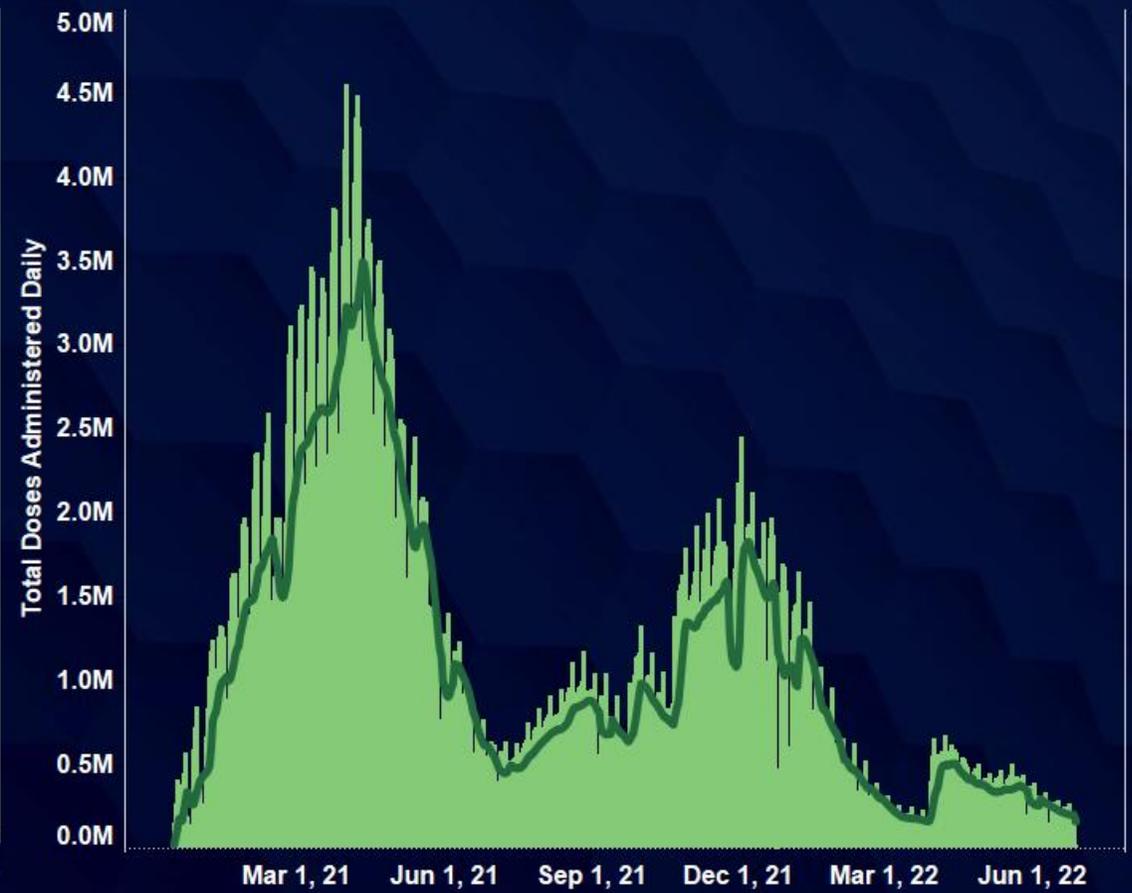
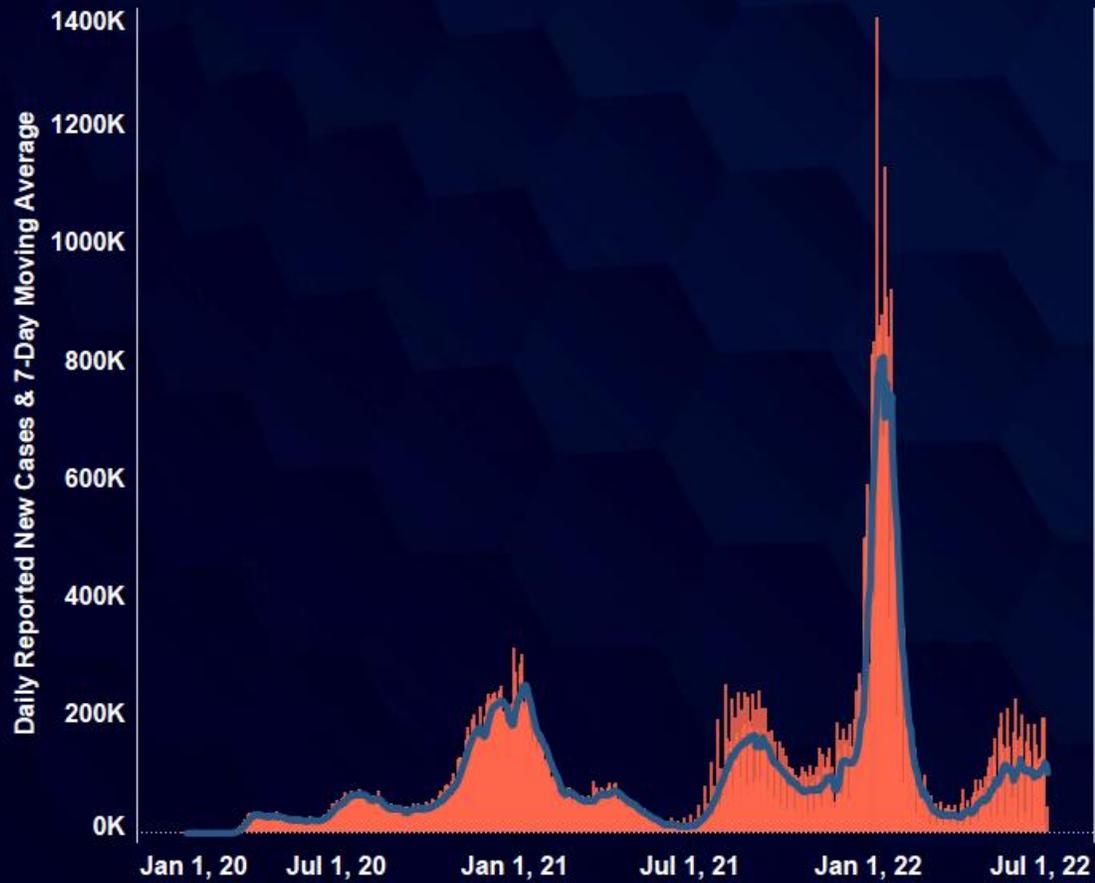


JULY 5, 2022

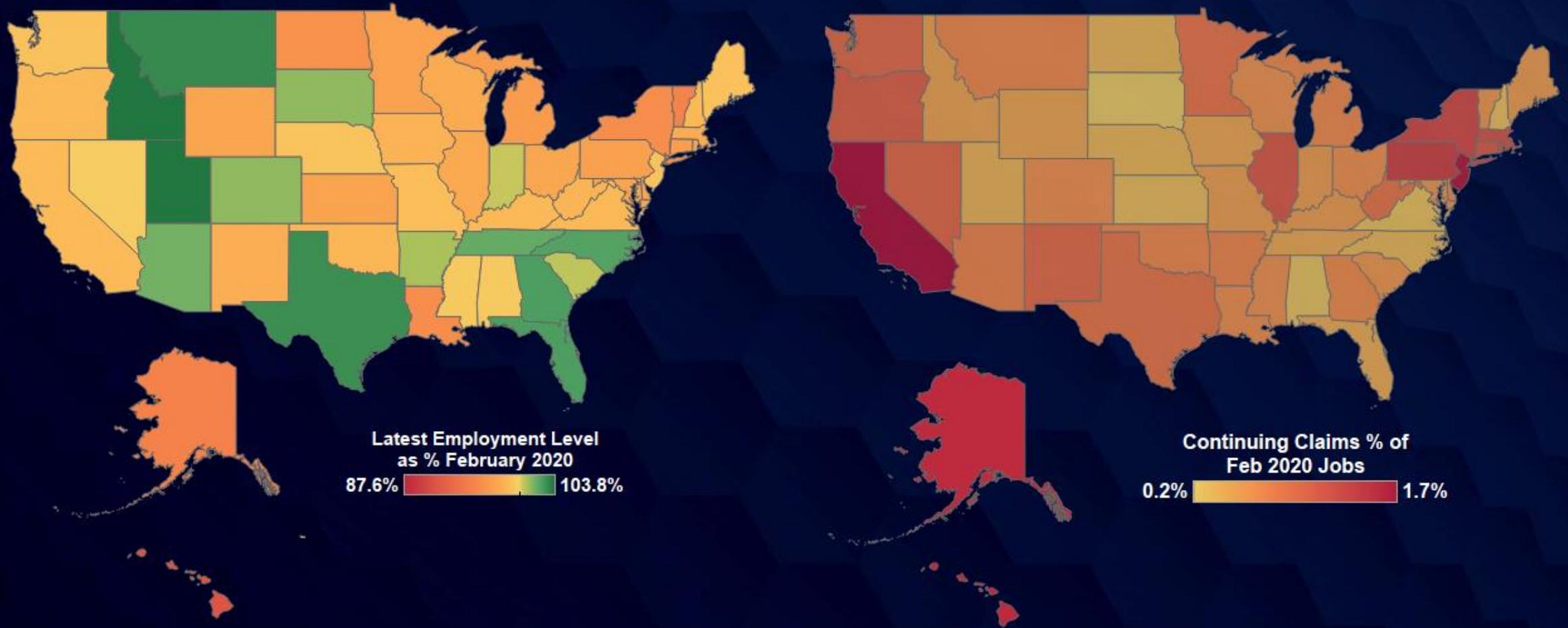
COX AUTOMOTIVE AUTO MARKET REPORT

Translating Data and Trends into Actionable Insights

Daily Case and Vaccination Trends



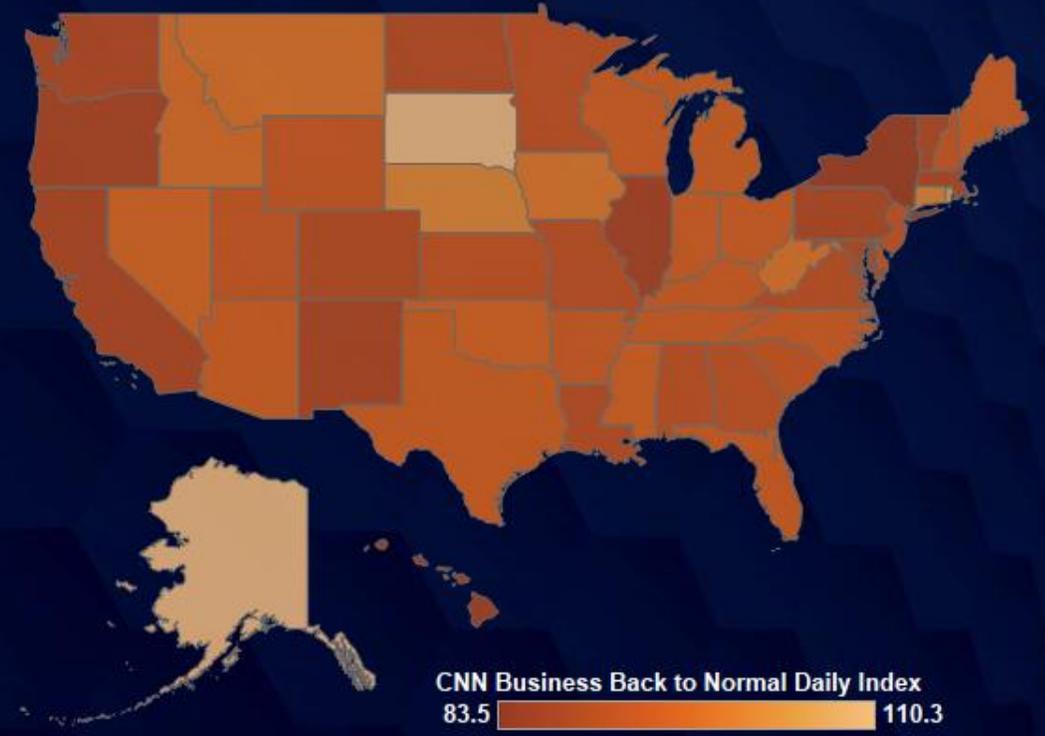
Continuing Claims at 1.3 Million Nationally



NOTE: Latest Employment Numbers for May 2022; Continuing Claims Unemployment Data for Week Ending June 11

Activity Recovery Trend Stalled Out

Moody's-CNN Business Back-To-Normal Index (February 29 = 100)



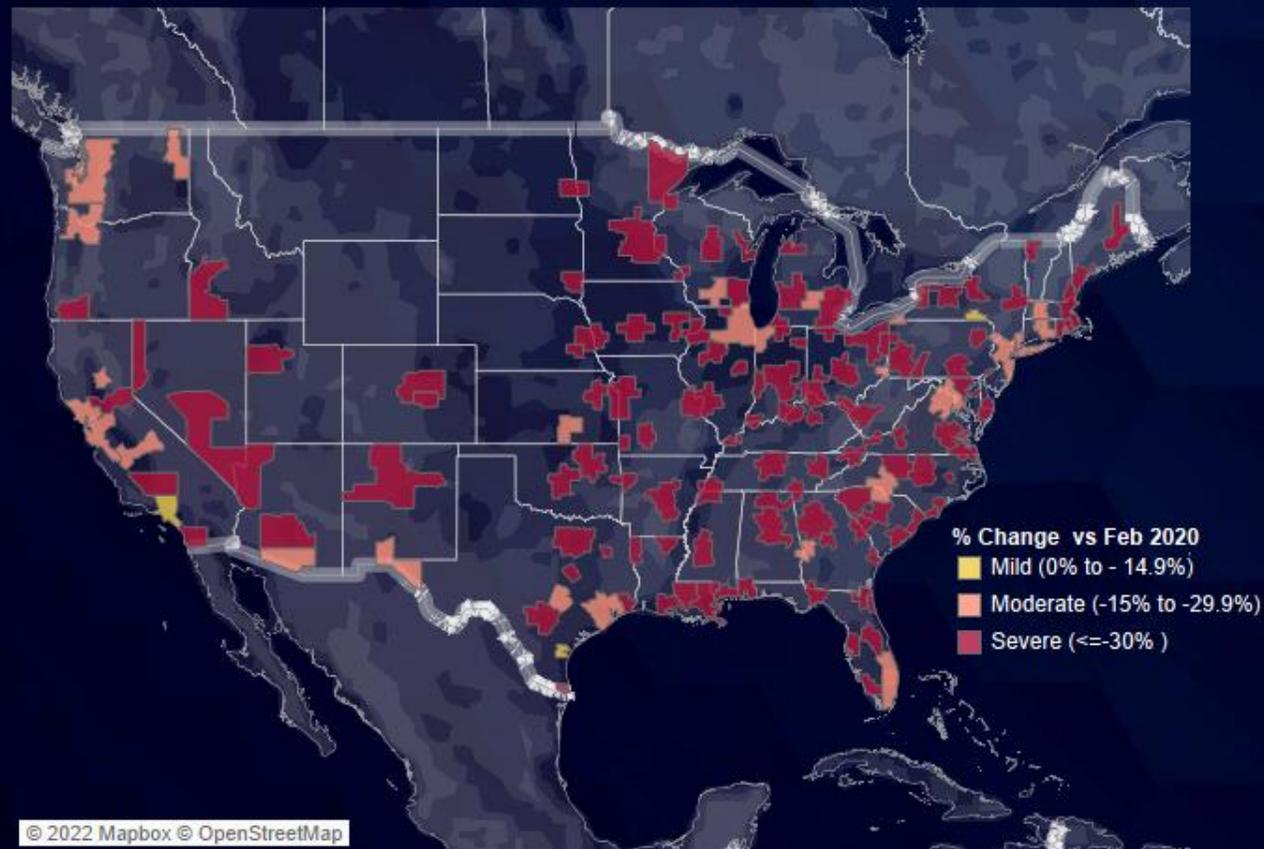
Consumer Sentiment Near Record Low

Morning Consult's Index of Consumer Sentiment on July 4 had declined 0.5% w/w

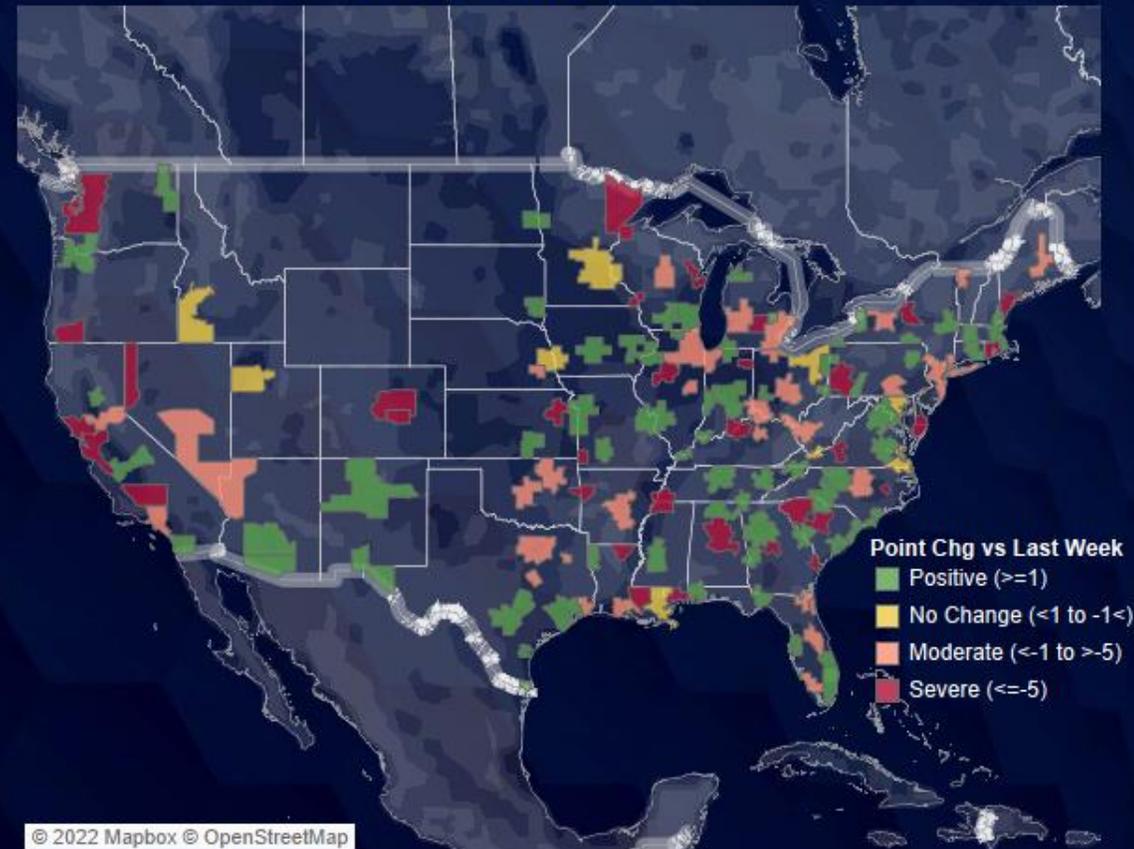


Sentiment Shifts Across Markets

Since February 29, 2020



Since June 20, 2022

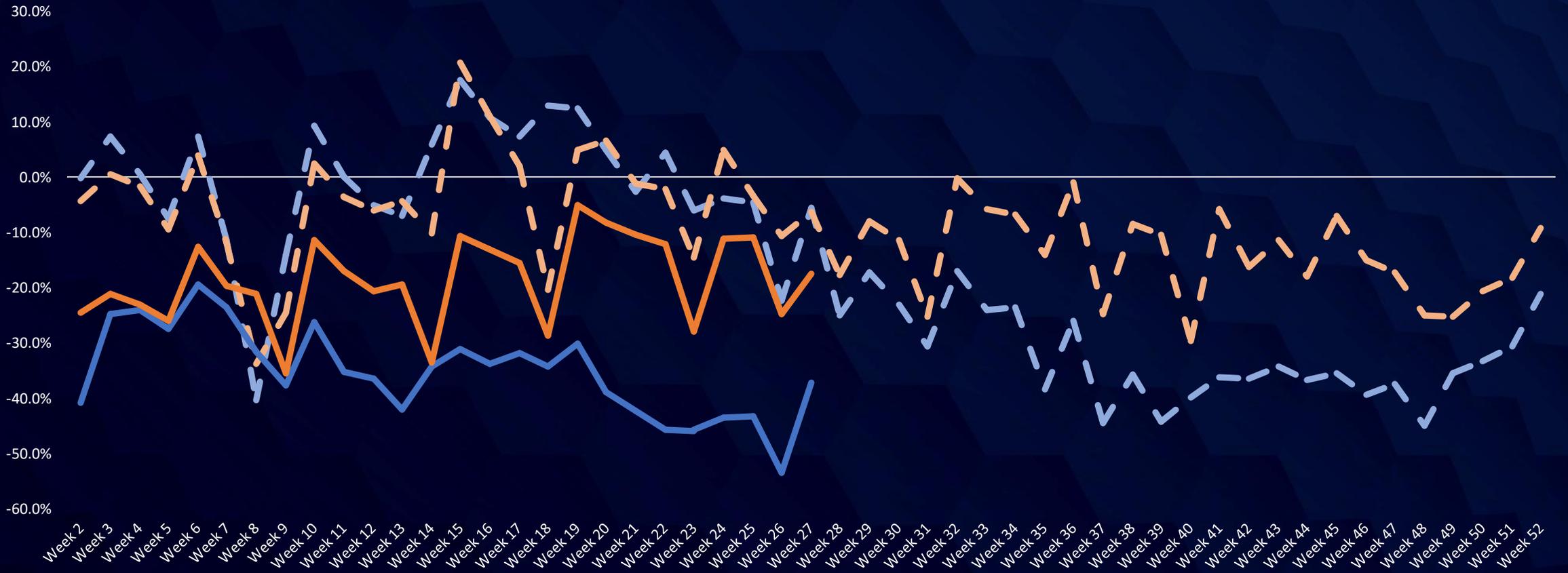


Retail Sales Estimates



2022 and 2021 % Change vs. 2019 in Retail Sales by Week

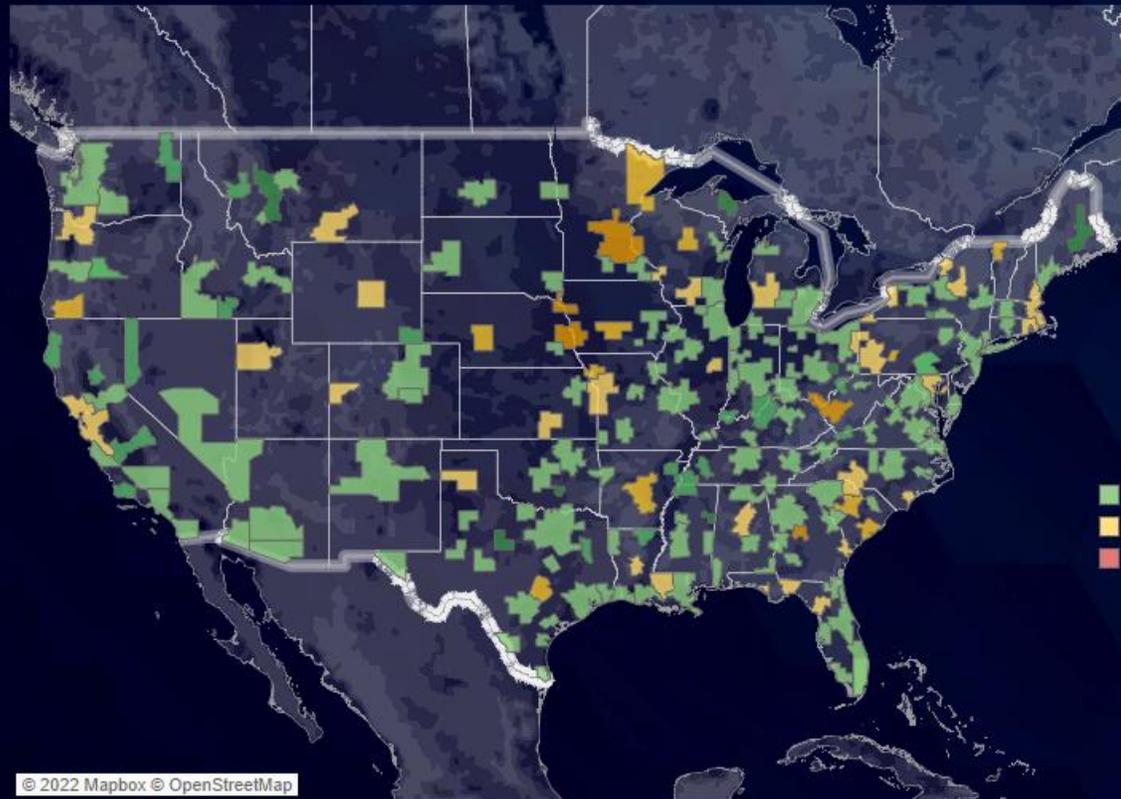
● New 21/19 ● Used 21/19 ● New22/19 ● Used 22/19



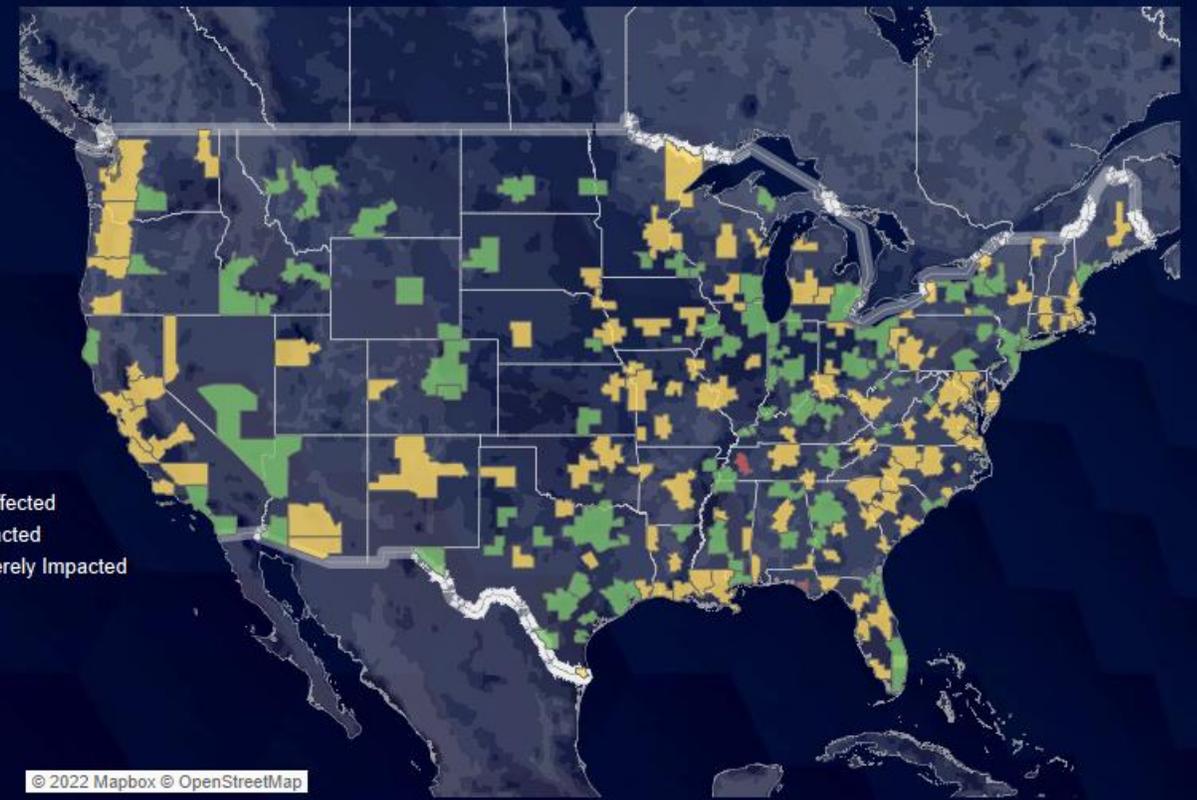
Sales Impact Varies by DMA



March 29, 2021 (vs same-week 2019)



July 2, 2022

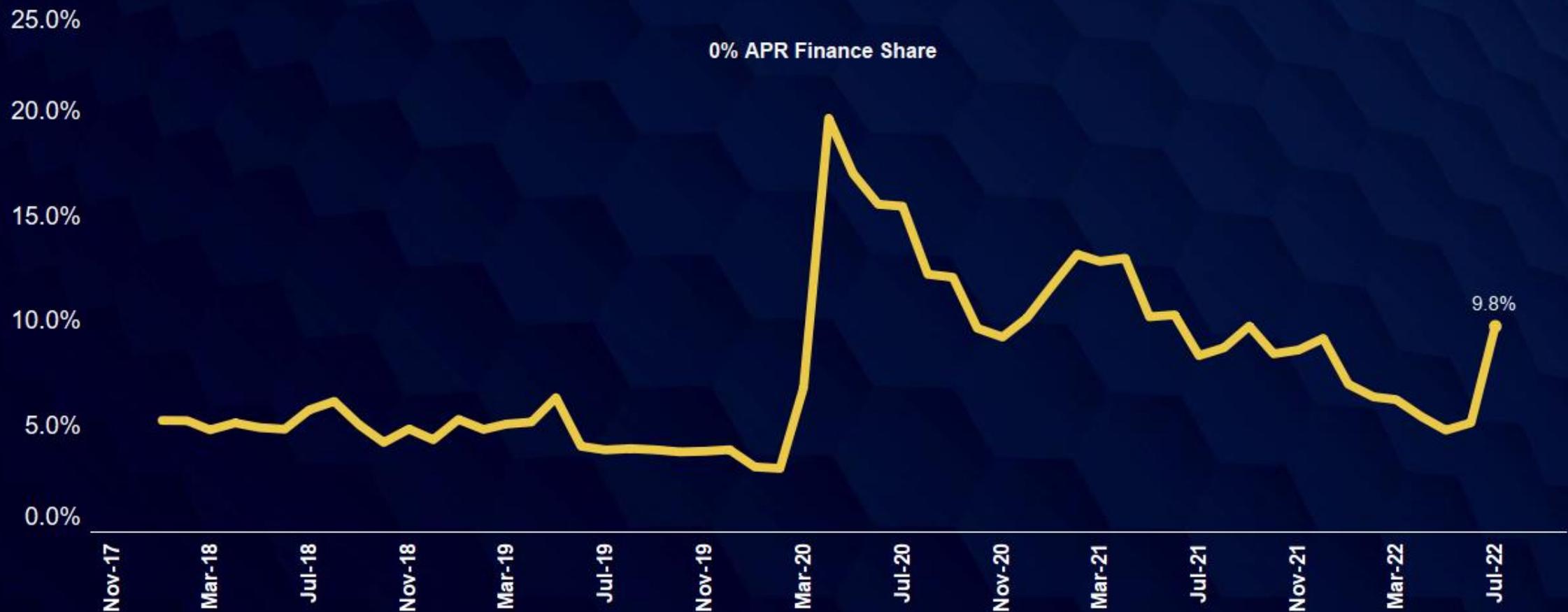


- Unaffected
- Impacted
- Severely Impacted

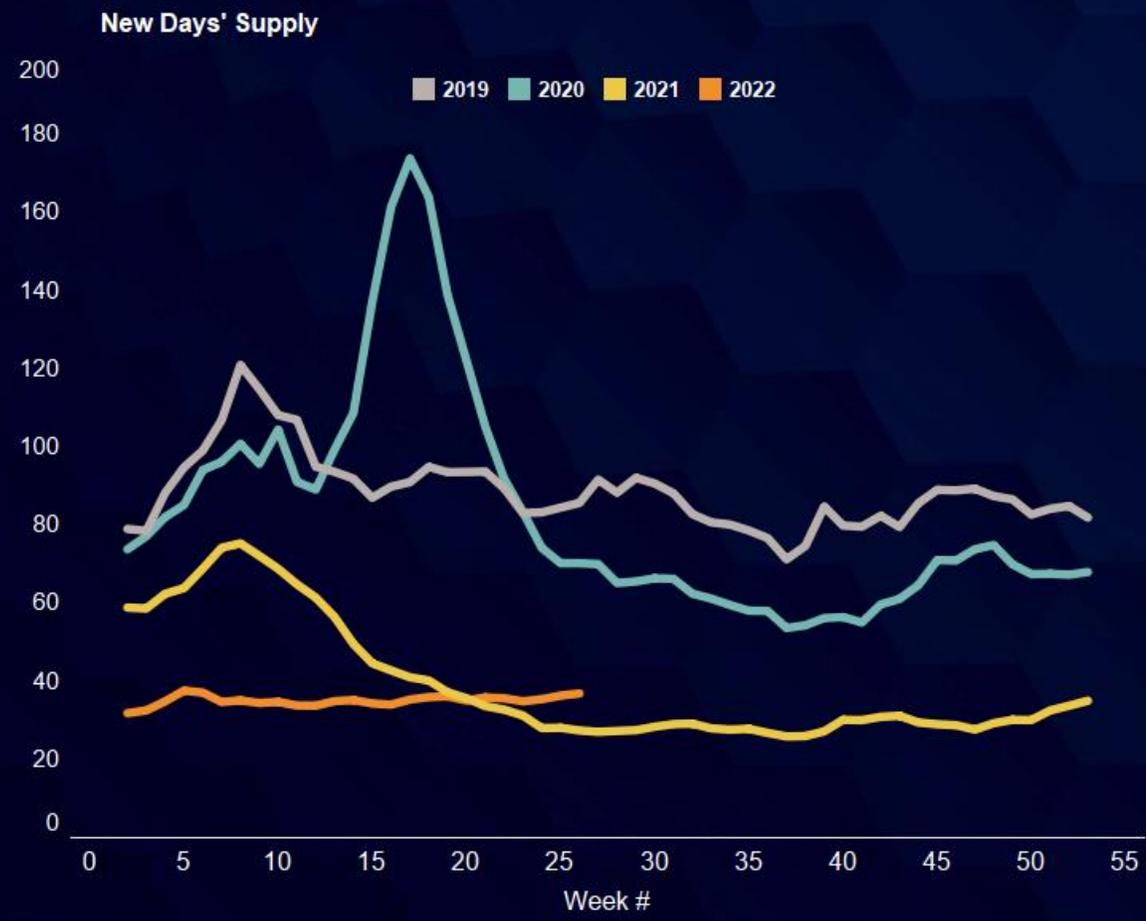
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Zero Percent Financing Up From May Low



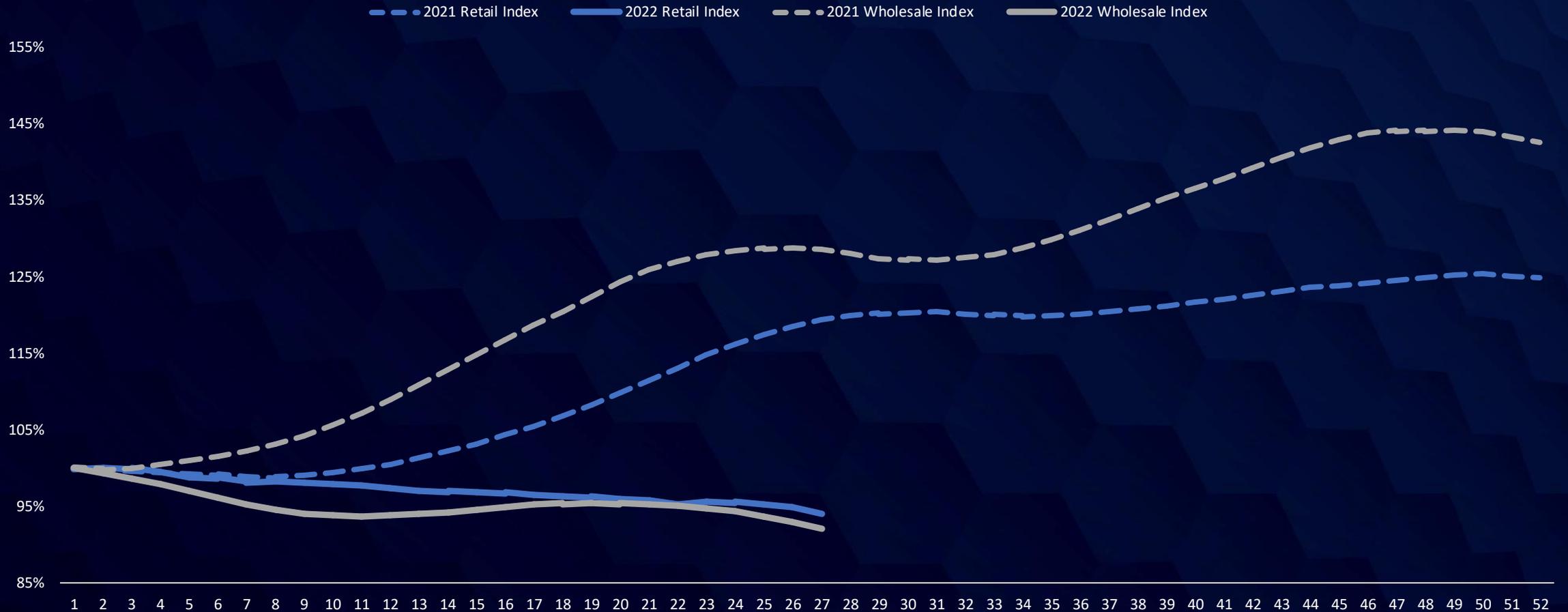
Supply Remains Tight in New



Used Prices Back to Depreciation



MY 2019 Retail and Wholesale Price Indices



Cox Automotive Leading Indicators

- Leads for far in July are down y/y on both Autotrader and Kelley Blue Book:
 - Visits and leads are down for the month compared to July on both sites
- Credit applications on Dealertrack up w/w:
 - Unique applications on same-store basis last week were down 18% y/y with improving trend
- Service trends on Xtime relative to last year were stable last week:
 - Completed appointments last week were down 7% y/y

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