

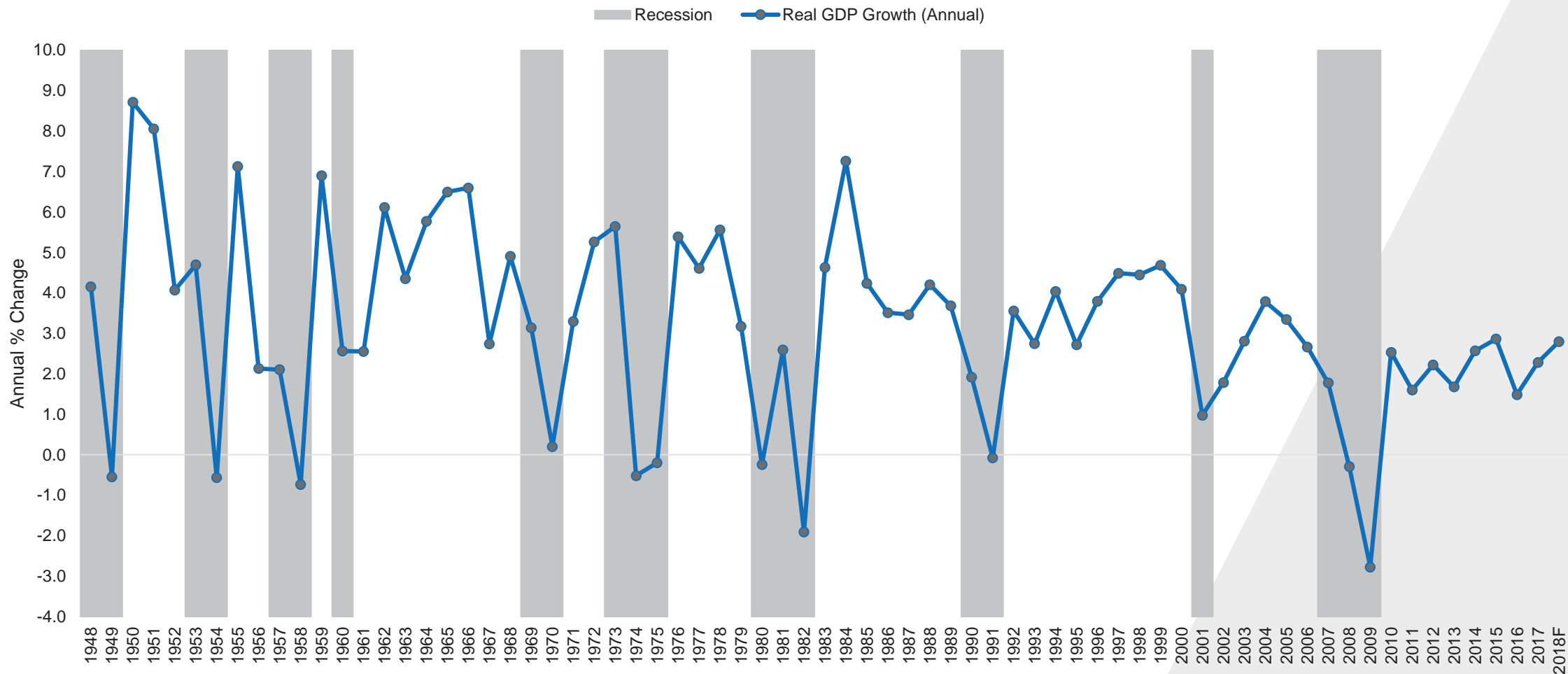
8 KEY MARKET TRENDS FOR 2018

Cox
AUTOMOTIVE™

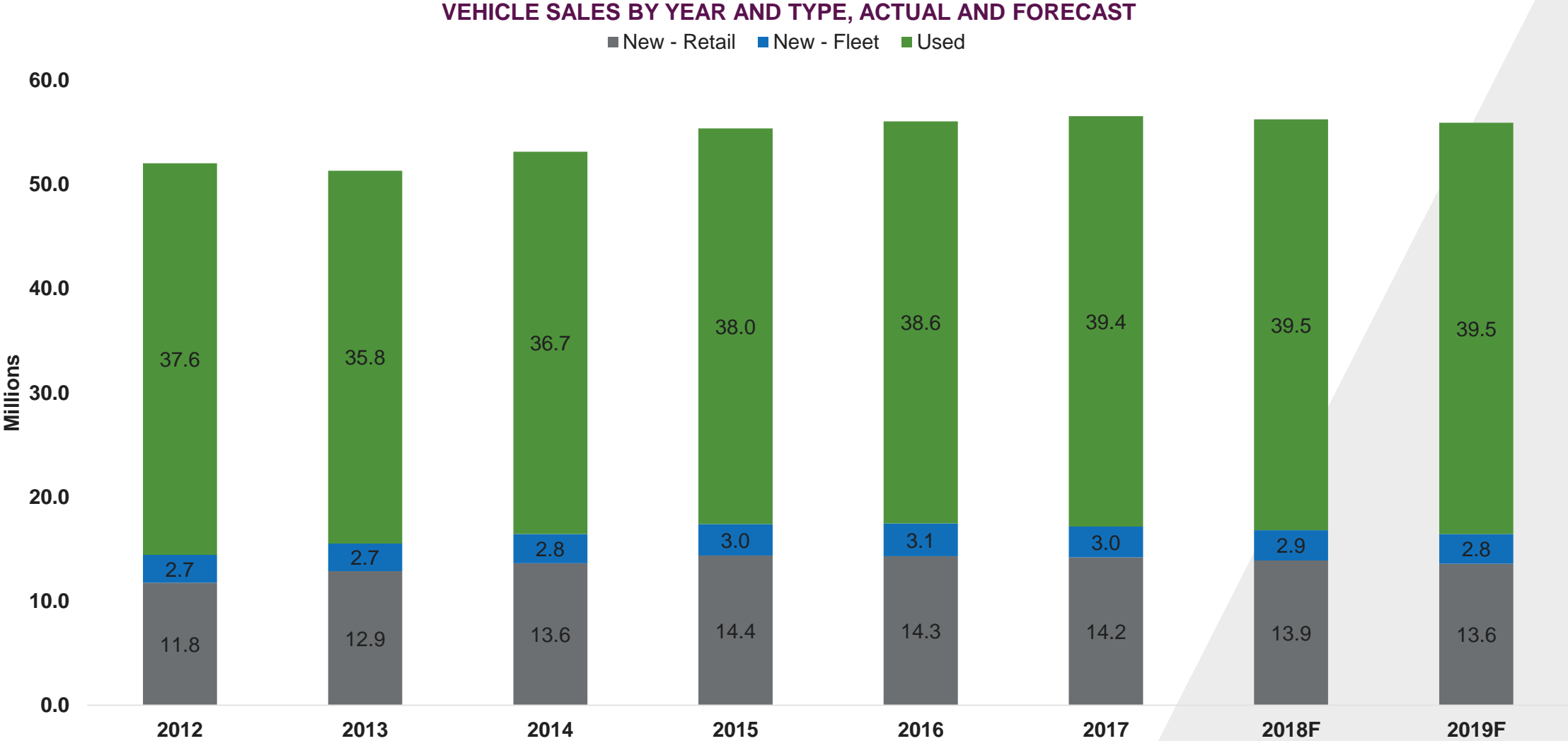


Economic Expansion Will Continue With Accelerating Momentum

US ECONOMIC GROWTH SINCE WORLD WAR II



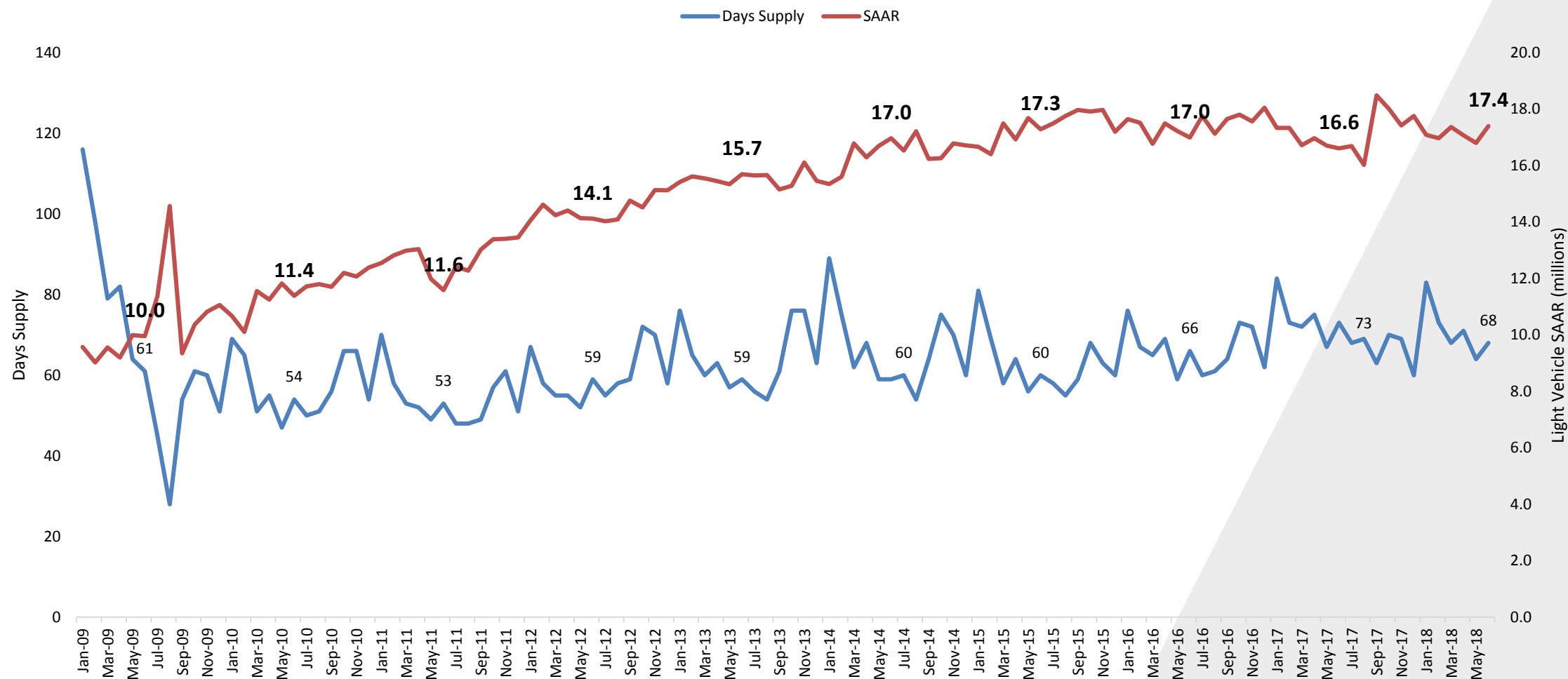
Auto Market Growth Is Plateauing With Used Still Gaining



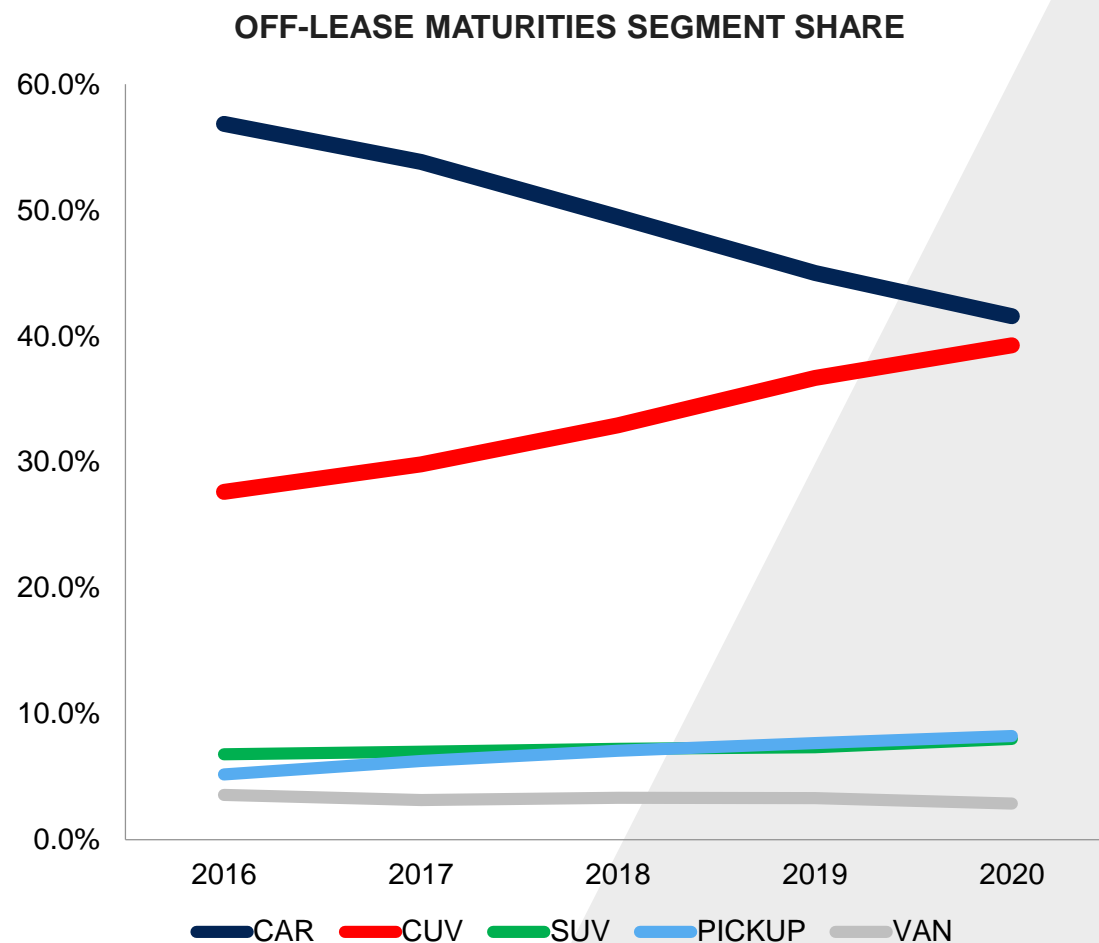
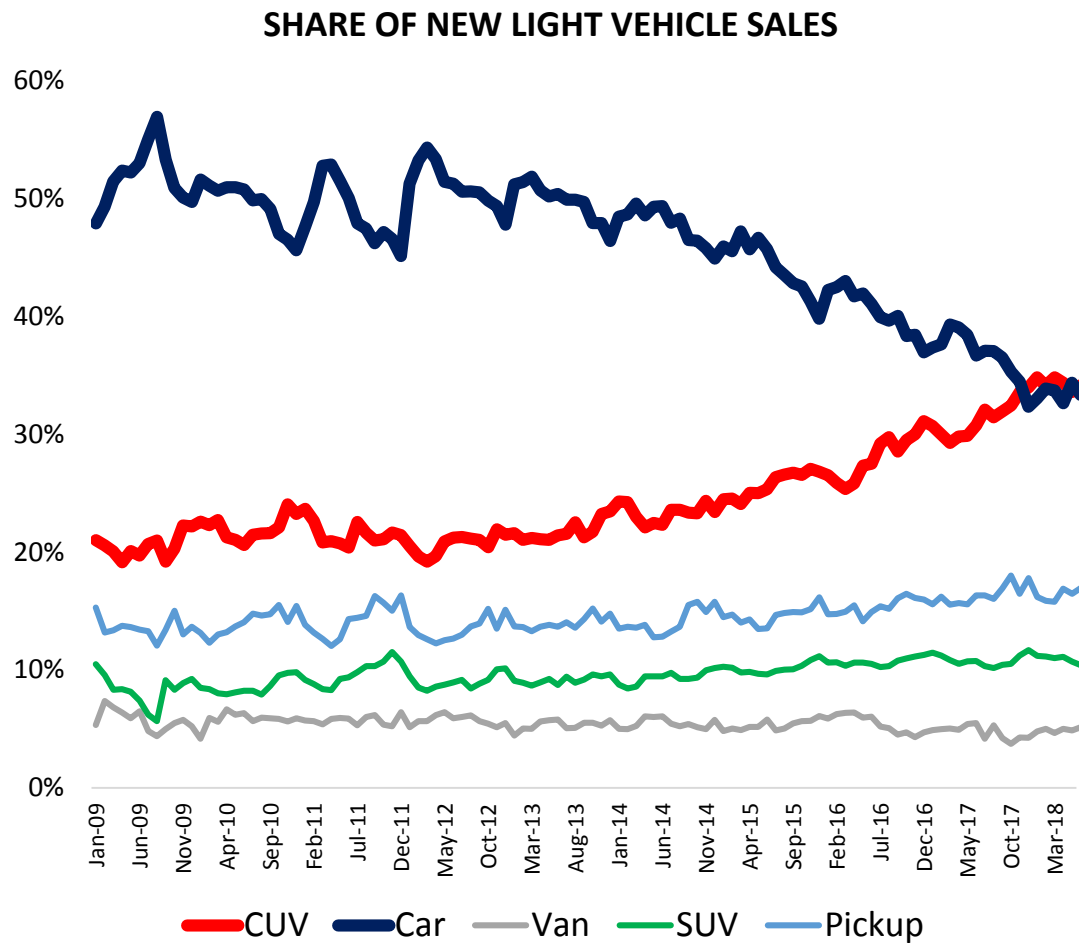
#2: TOTAL VEHICLE SALES

The New Vehicle Market Now In Relatively Healthier Position

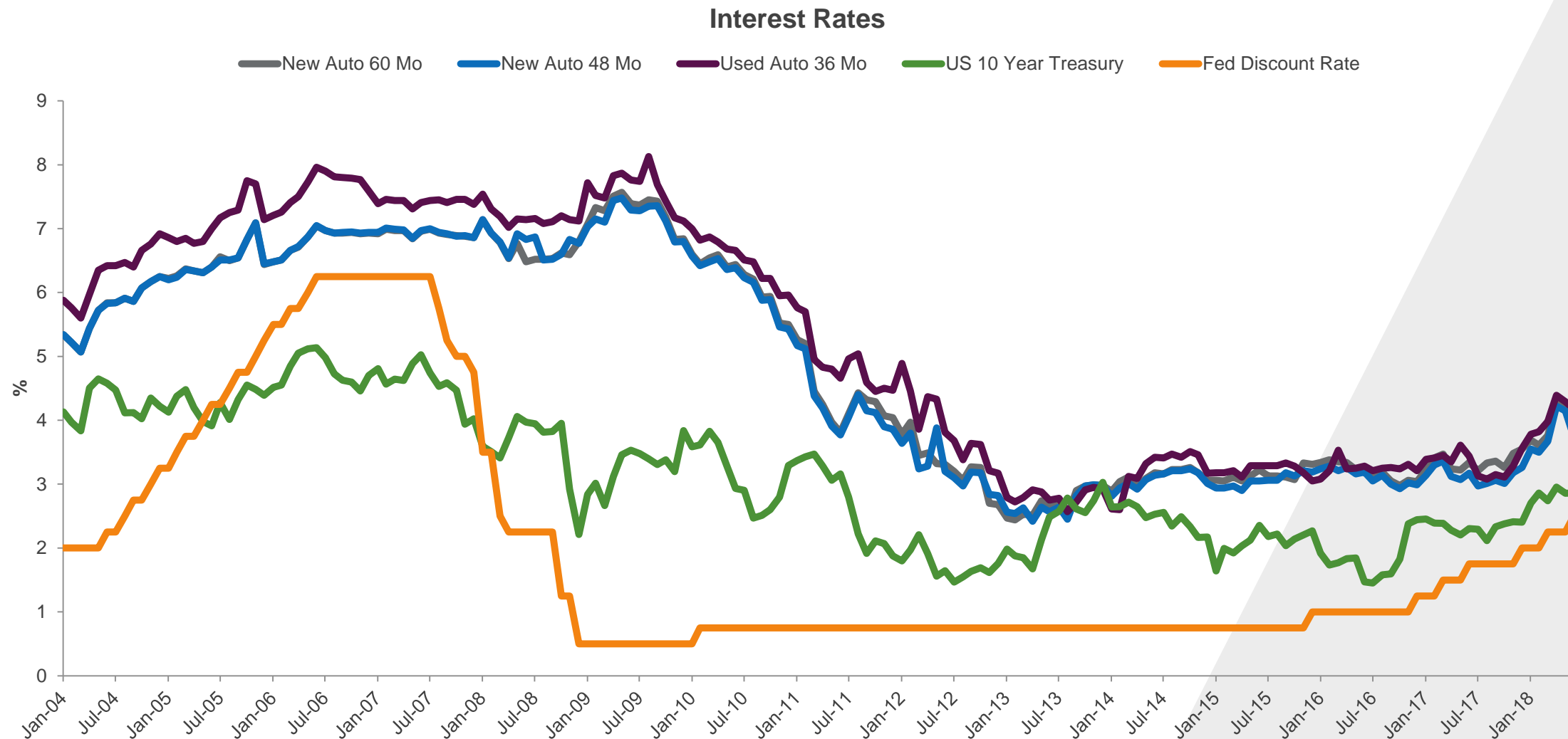
New Vehicle Days' Supply vs SAAR



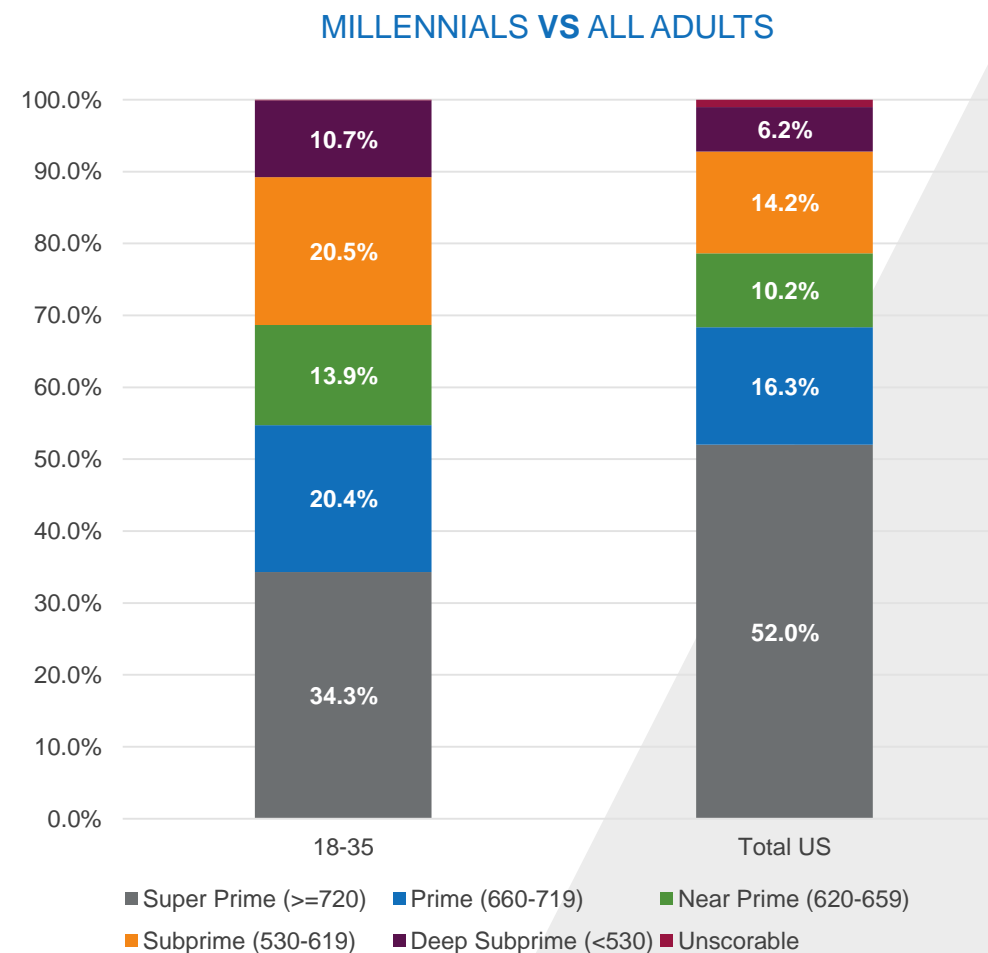
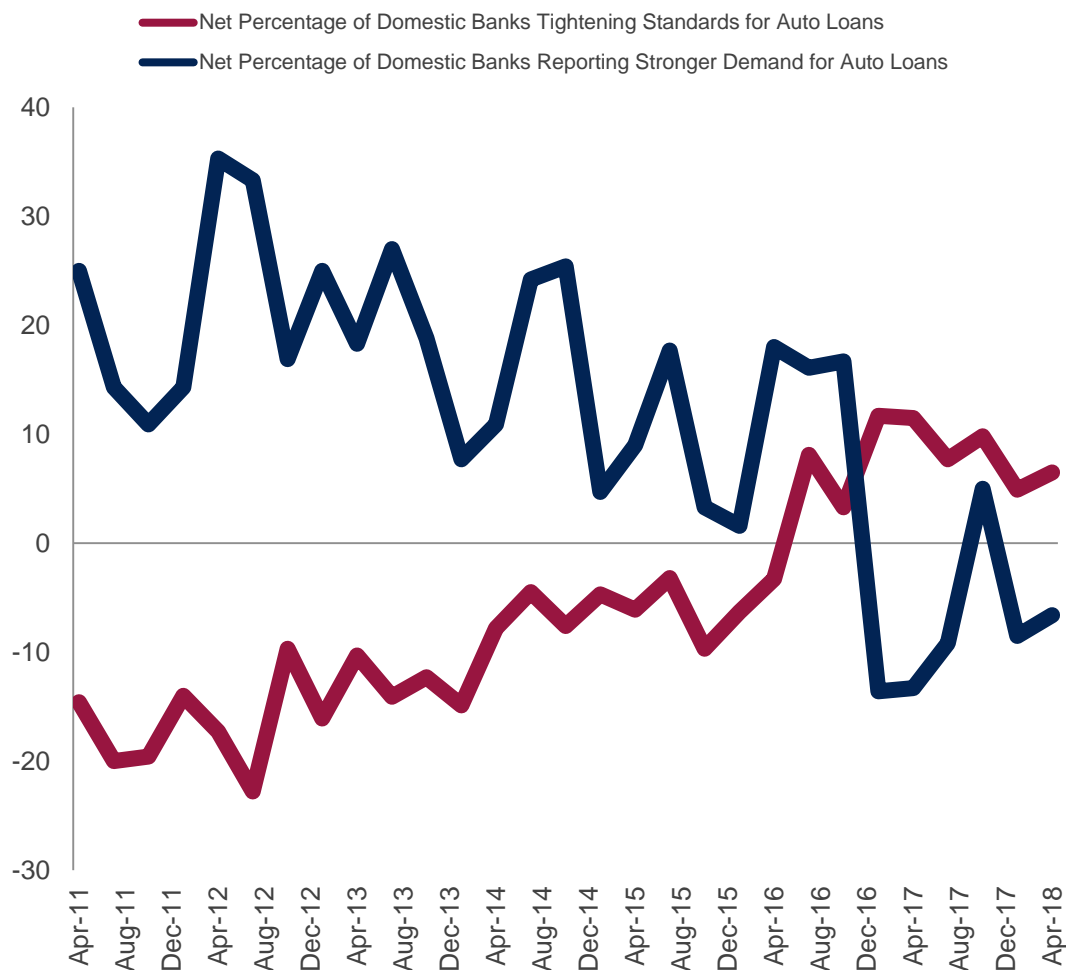
The CUV Continues Its Rise But Will Face More Nearly-new Competition



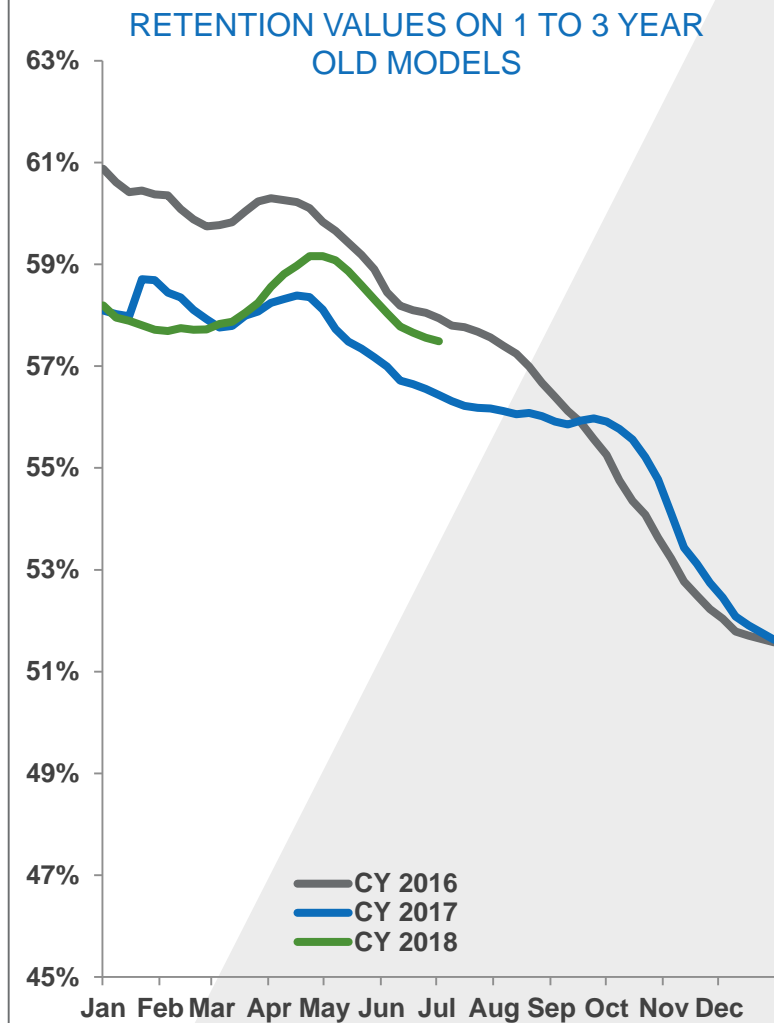
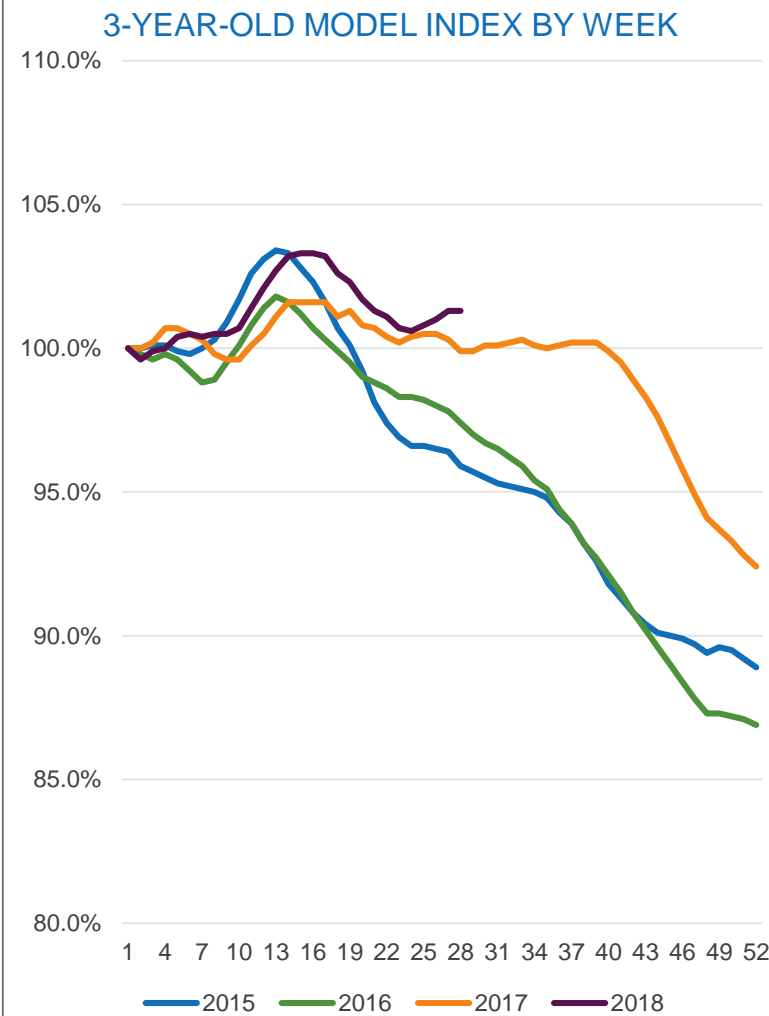
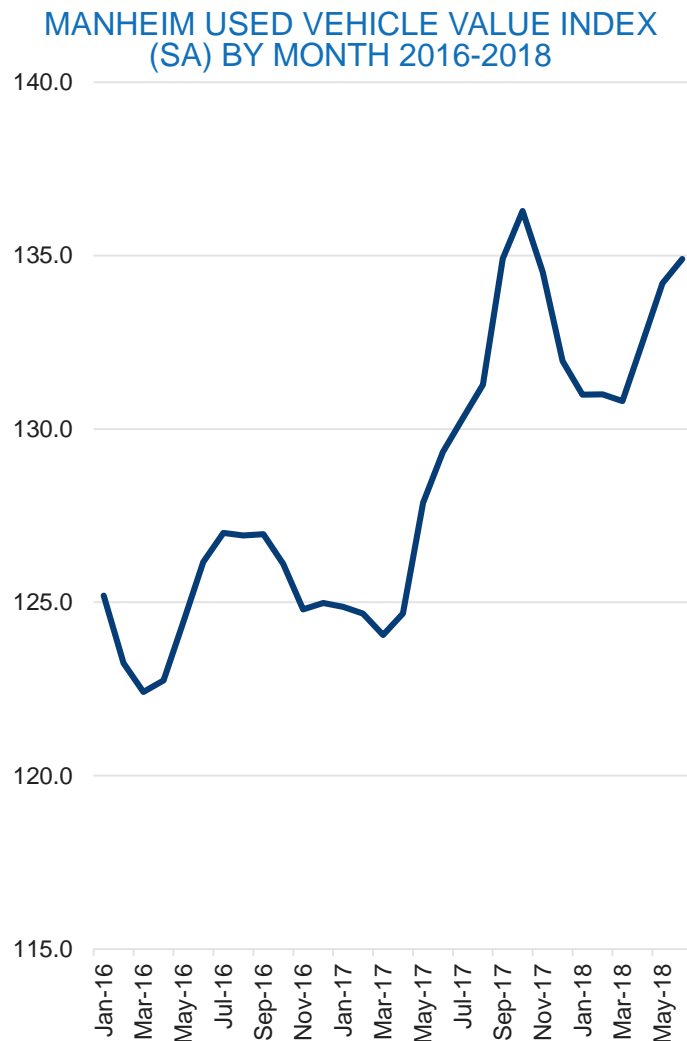
“Best Available” Auto Rates Jumped at the End of April, Moderated Since



Credit Access Continues To Tighten, Impacting Composition Of Buyers



Strong Spring for Used Vehicle Prices and Abnormal Late June Bump



What are the **top factors** holding your business back?

FRANCHISE DEALER RANK

1	Market Conditions	47%
2	Competition	36%
3	Credit Availability for Consumers	24%
3	OEM Mandates/Restrictions	24%
5	Limited Inventory	23%
5	Expenses	23%

INDEPENDENT DEALER RANK

1	Market Conditions	42%
2	Limited Inventory	41%
3	Credit Availability for Consumers	40%
4	Expenses	26%
5	Competition	25%