

8 KEY MARKET TRENDS

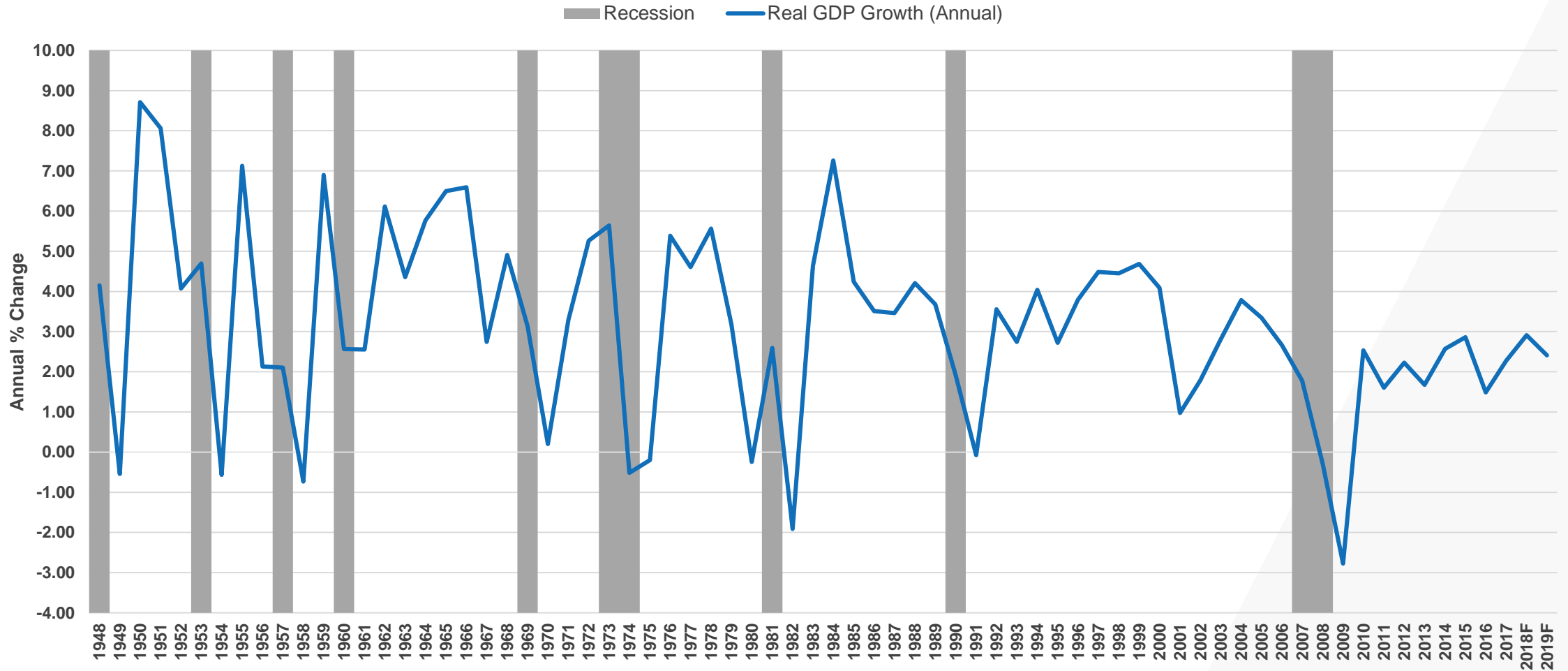
FALL UPDATE

Cox
AUTOMOTIVE™



Economic Expansion Peaks In 2018

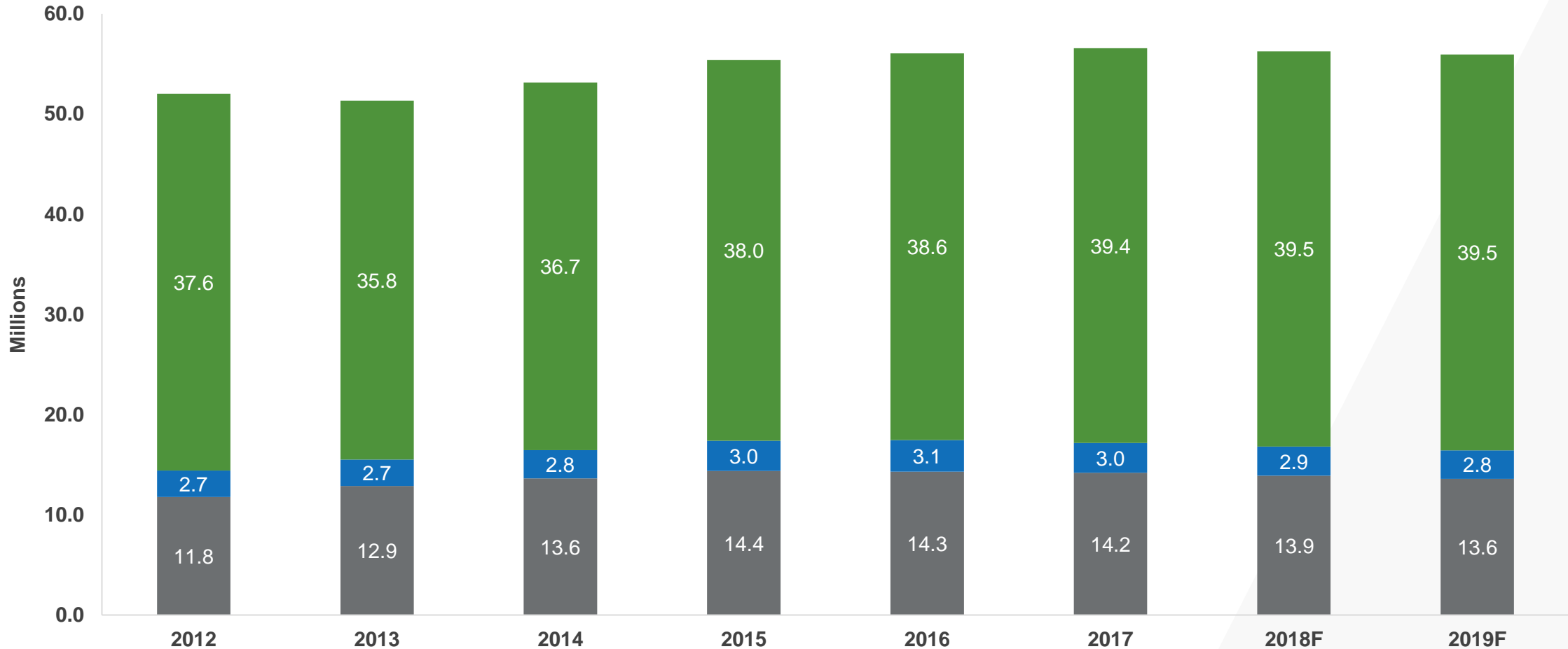
US Economic Growth Since World War II



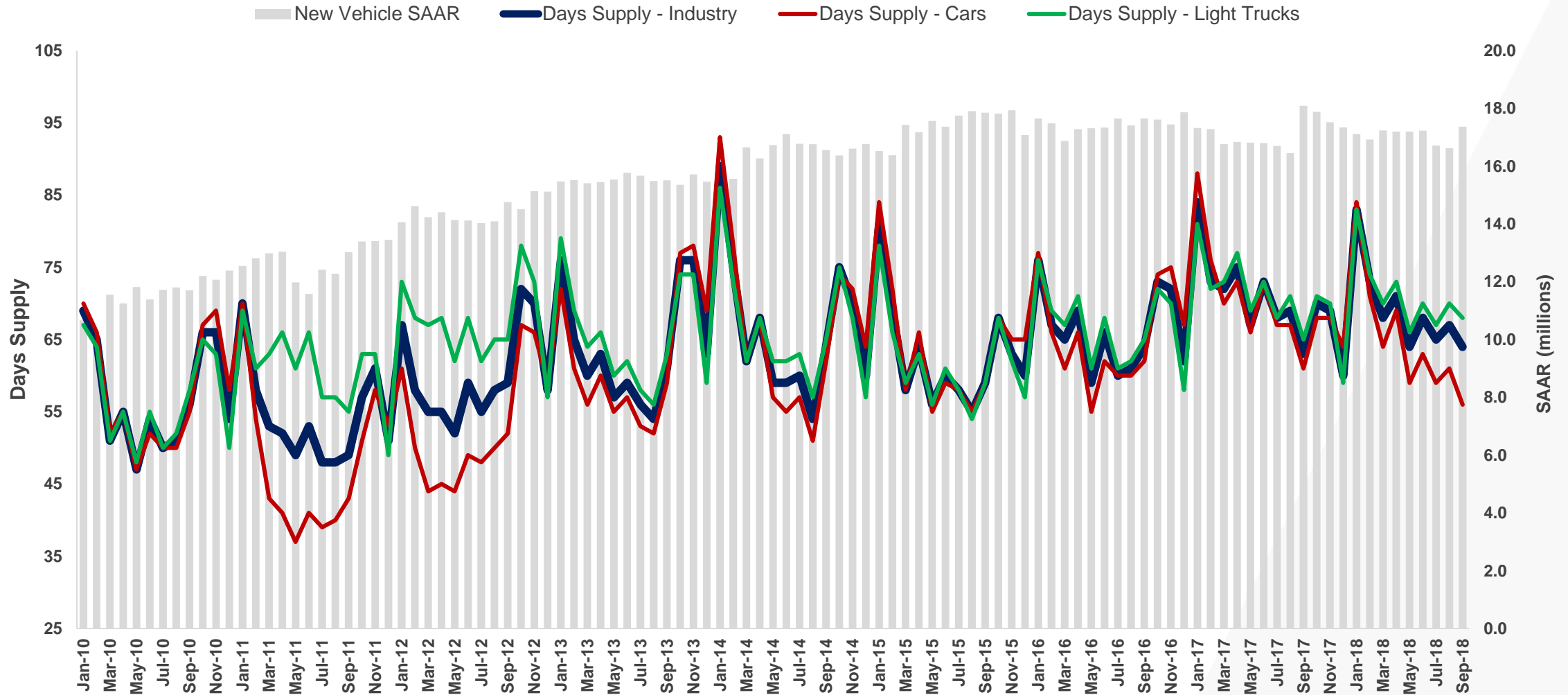
Auto Market Growth Is Plateauing With Used Still Gaining

Vehicle Sales by Year and Type, Actual and Forecast

■ New - Retail ■ New - Fleet ■ Used

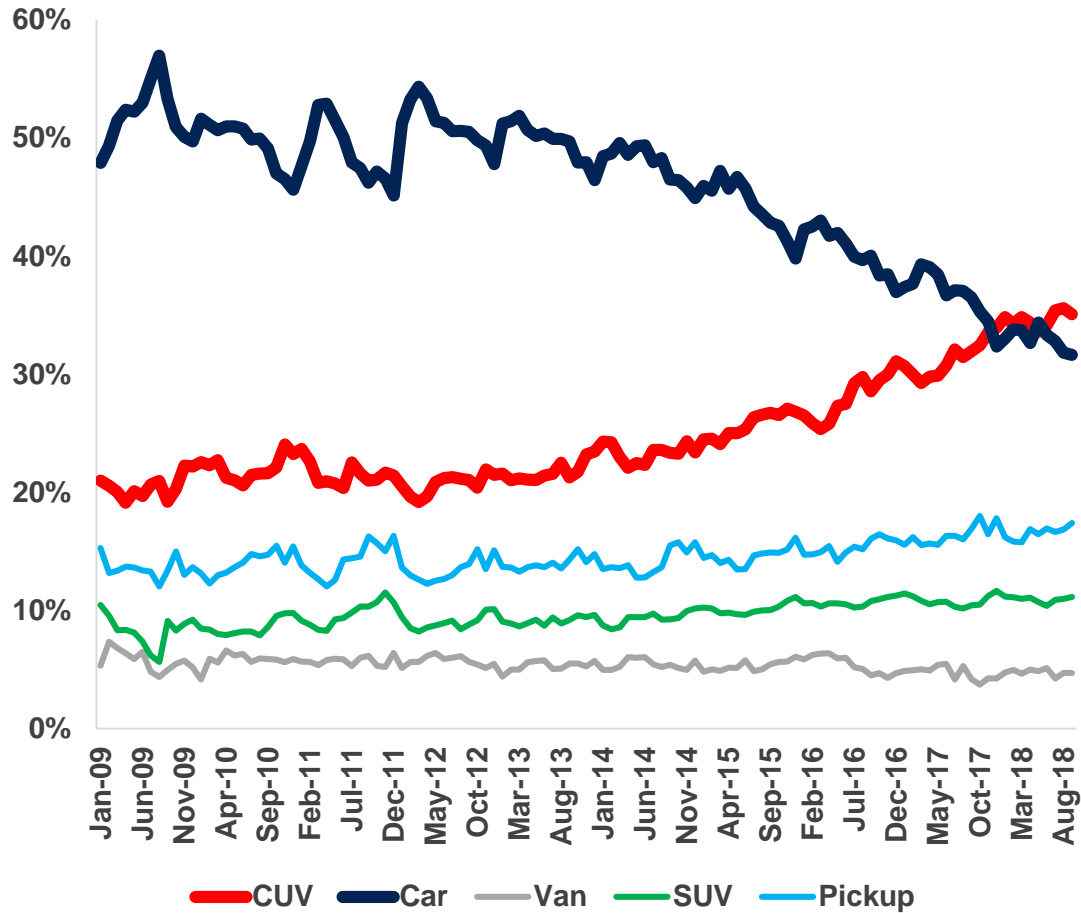


The New Vehicle Market Had Been In A Healthier Position

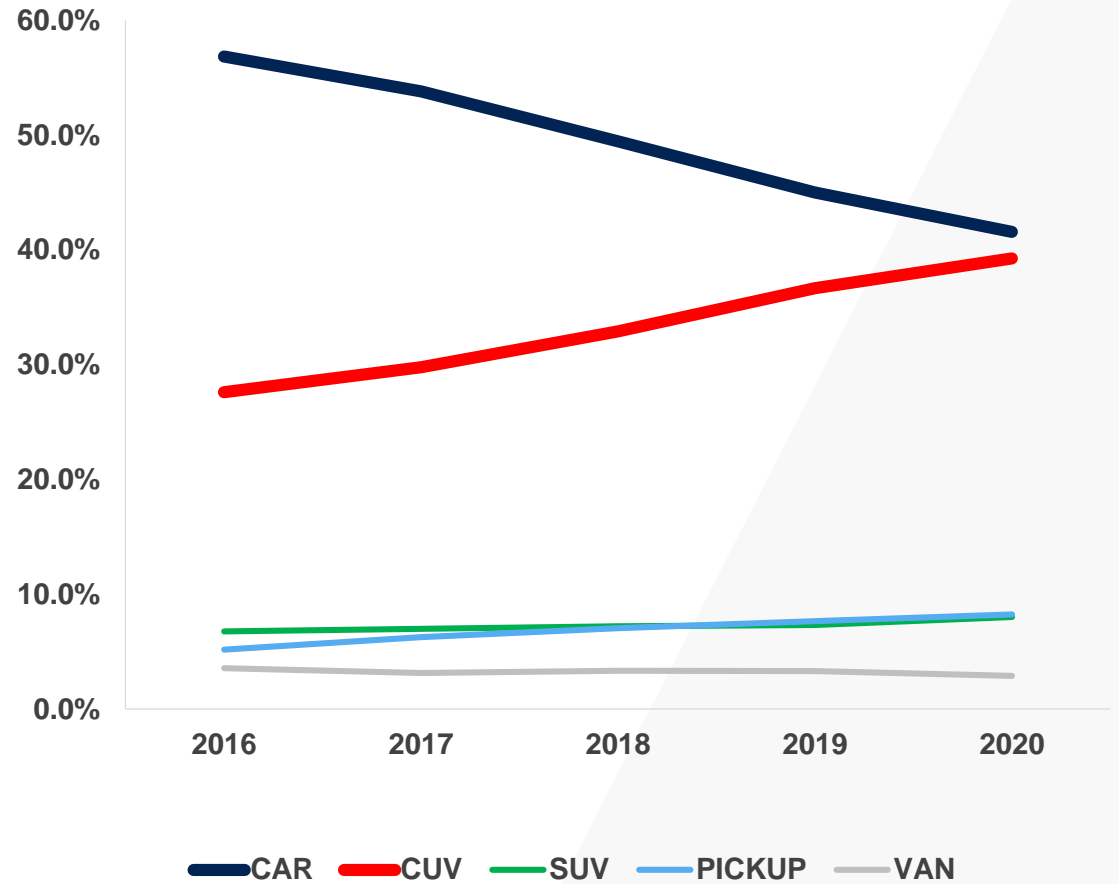


The CUV Continues Its Rise But Will Face More Nearly-new Competition

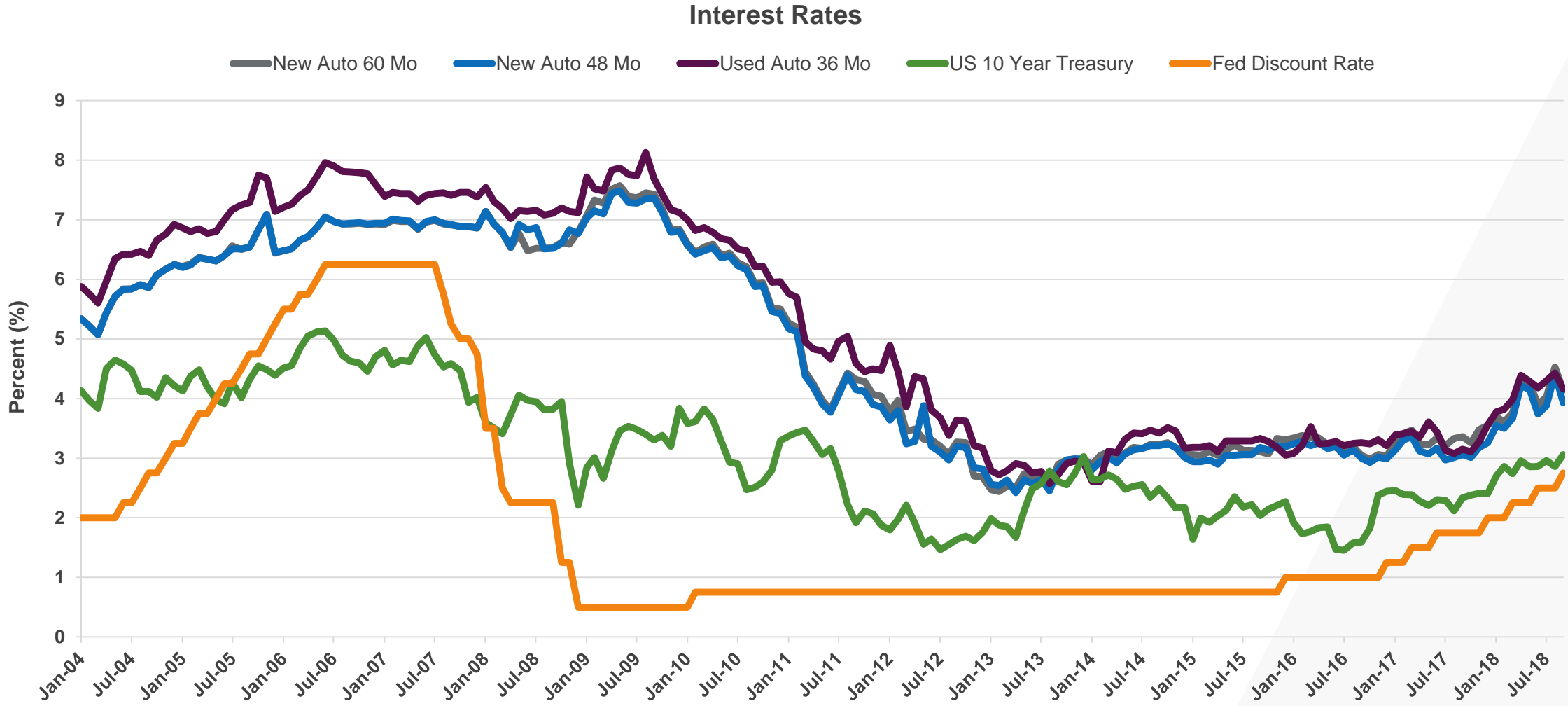
Share of New Light Vehicle Sales



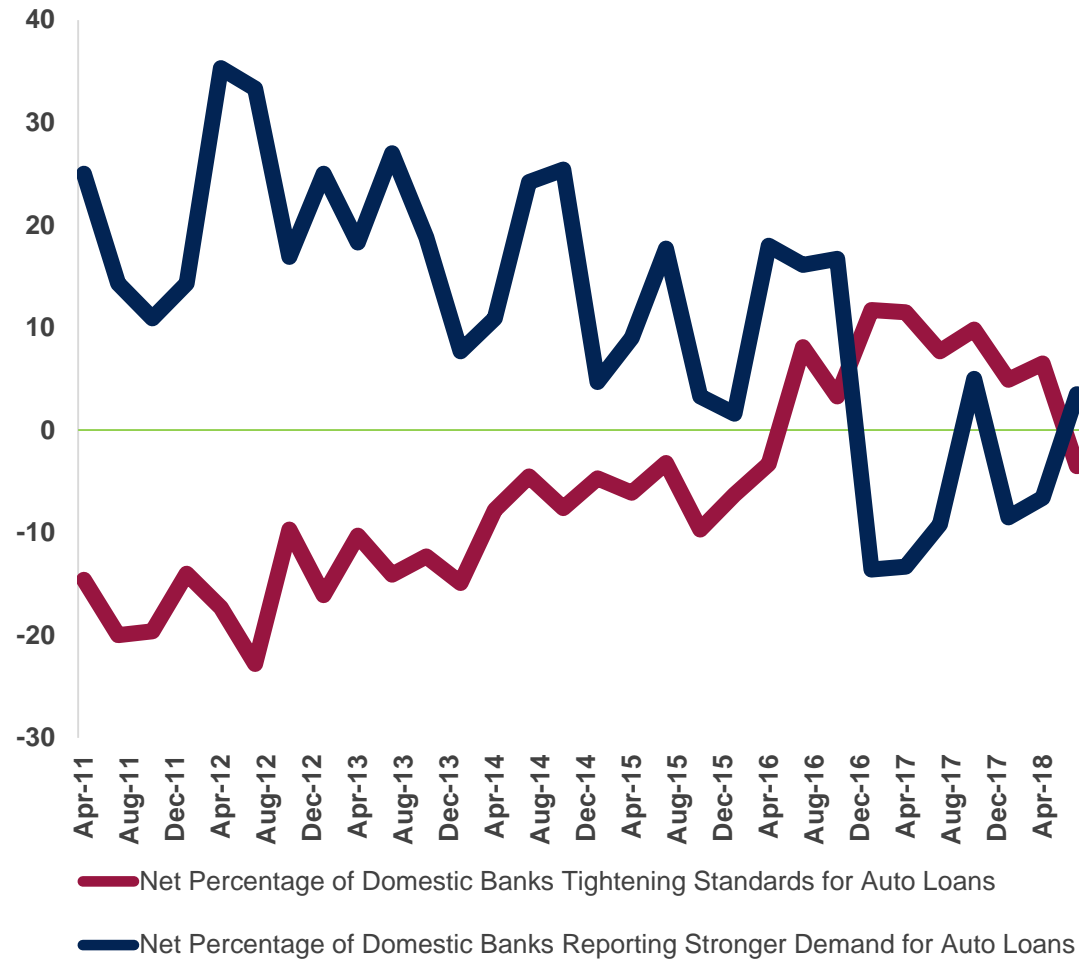
Off-lease Maturities Segment Share



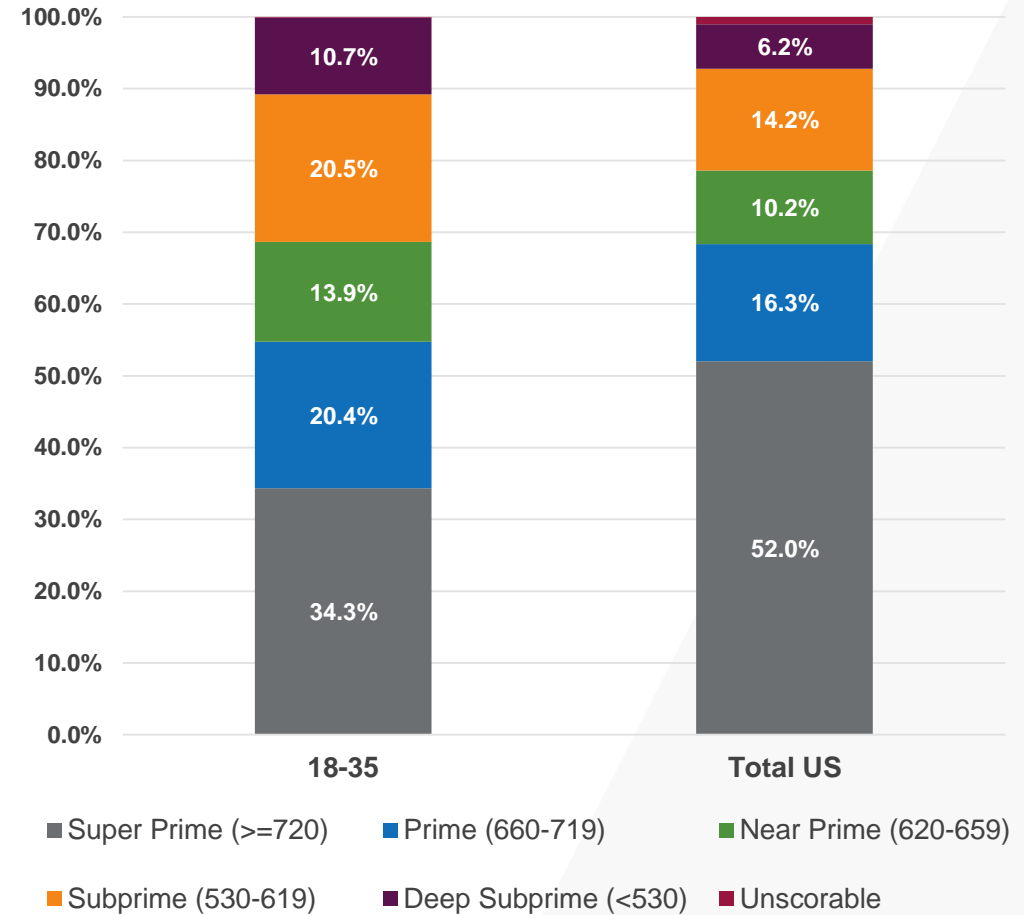
"Best Available" Auto Rates Now Up More Than 100 Basis Points



Credit Access Stopped Tightening After 8 Straight Quarters, But...



Millennials vs All Adults

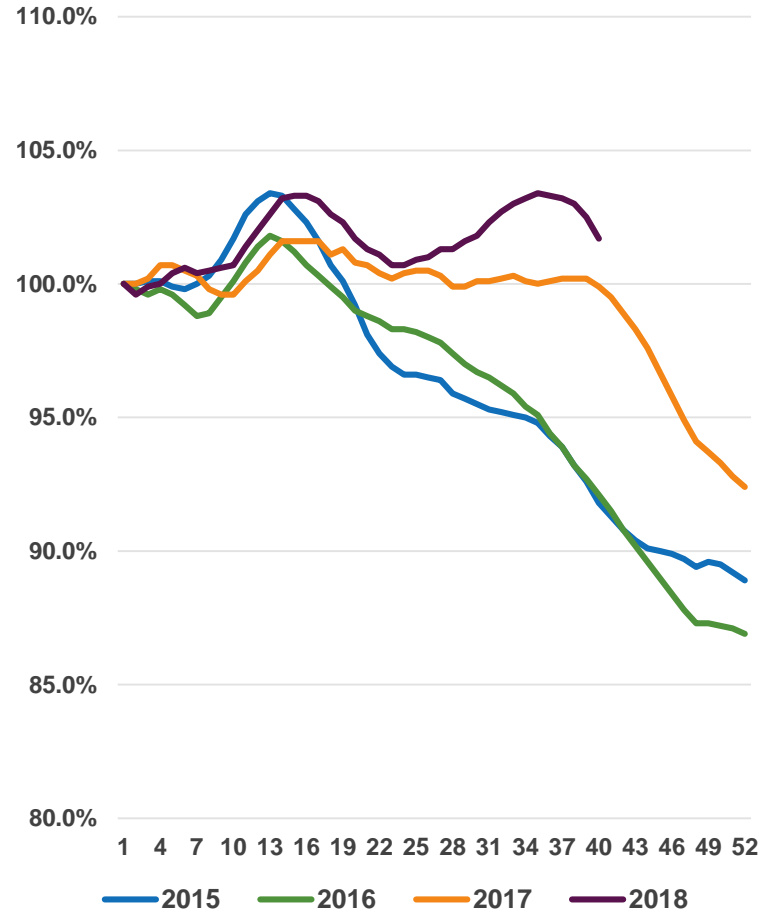


Abnormal Summer Appreciation In Used Car Values

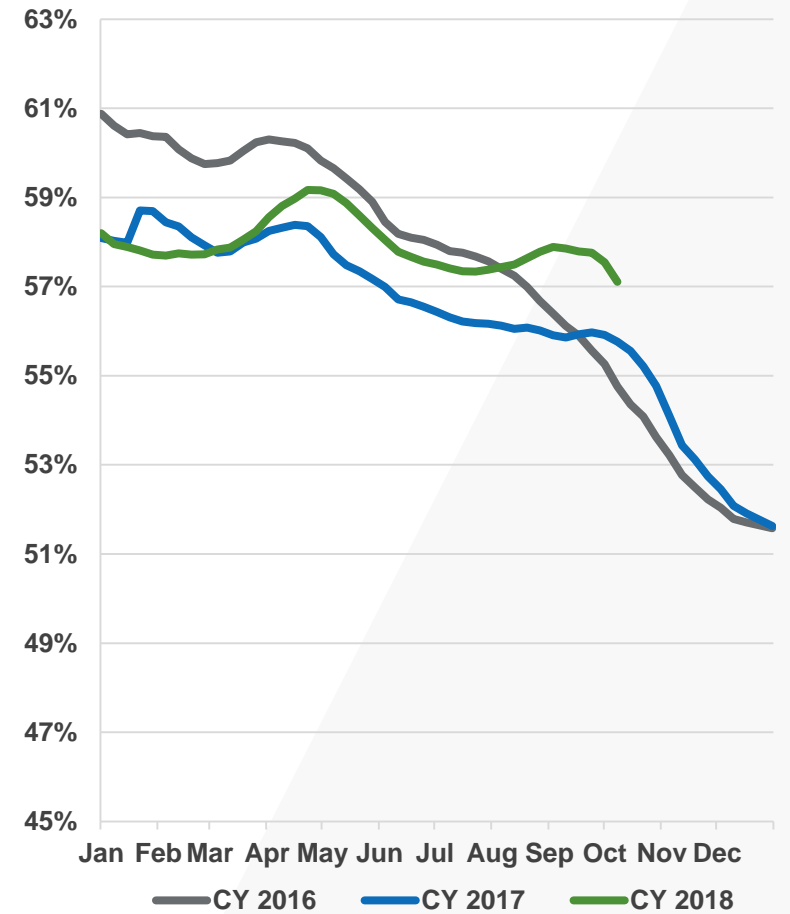
Manheim Used Vehicle Value Index \$ (SA) by Month 2016-2018








3-year-old Model Index by Week



Retention Values On 1 to 3 Year Old Models



What Are The Factors Holding Back Your Business?

		Q3 '18	Q2 '18	Q3 '17	
Overall Rank	1	Limited Inventory	38%	36%	34%
	2	Market Conditions	37% 	43%	43%
	3	Credit Availability for Consumers	35%	36%	34%
	3	Competition	35% 	28%	34%
	5	Expenses	29% 	25%	30%
	6	Interest Rates	17%	16%	7%
	7	Consumer Confidence	16%	15%	18%
	8	Consumer Transparency in Pricing	15%	14%	11%
	9	Staff Turnover	12%	11%	11%
	10	Credit Availability for Business	9%	9%	11%
	11	Regulations	7% 	12%	11%
	11	Dealership Systems/Tools	7%	7%	6%
	13	Too Much Retail Inventory	5% 	7%	9%
	13	OEM Mandates/Restrictions	5%	6%	5%

 Significant decrease vs previous quarter

 Significant increase vs previous quarter

The US Market Is Heavily Dependent On A Complex Global Supply Chain

Composition of New Vehicles Sold in the US by Major Segments and Major Regions of Origin

