

NEW VEHICLE RETAIL MARKET

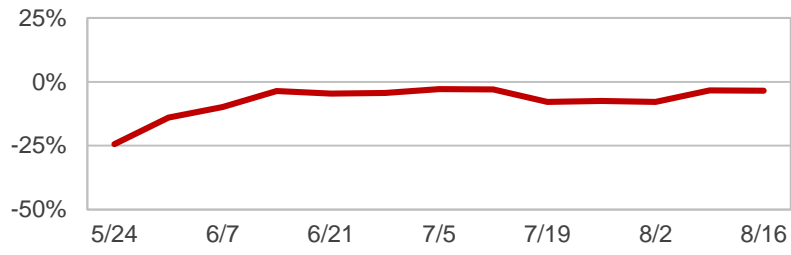
Retail sales flat For the week ending August 16, retail sales were 3% below the pre-virus forecast. This was in-line with the prior week's result.

Transaction prices remain elevated Customer-facing transaction price dropped \$89 from last week to \$35,360. Average transaction prices fell week-over-week for both mainstream (\$141) and premium (\$549) nameplates. The decreases were partially offset by higher premium share of industry. The result for the current week ending August 16 was 7.0% above the same week in 2019.

Incentive spending rose Incentive spending per unit for the week ending August 16 rose \$79 to \$4,077 per unit. The increase was driven by higher spending on light duty pickups as well as an increase in the Small and Compact SUV segments. 84-month APR mix of all retail sales decreased 0.7ppts to 8.6%, while lease mix rose 1.9ppts to 27.0% in the week ending August 16. Lease mix was 2.3ppts lower vs. the same week last year.

Vehicle grosses remain elevated Front-end vehicle grosses fell \$19 in the week ending August 16 to \$1,110. This result was \$750 higher vs. the same week last year.

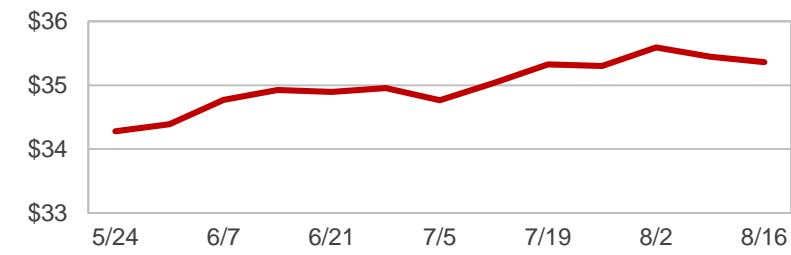
Retail Sales vs. Pre-Virus Forecast



WEEKLY TREND

7/26	-7%
8/2	-8%
8/9	-3%
8/16	-3%

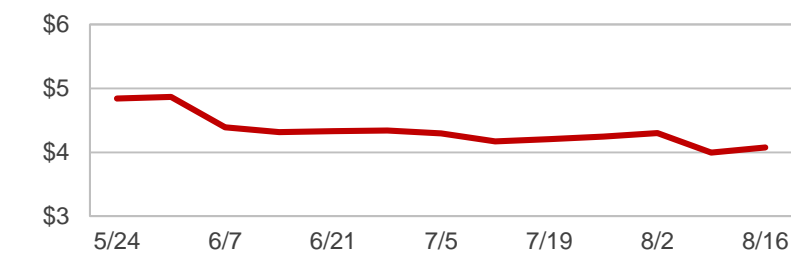
Transaction Price (000)



WEEKLY TREND

7/26	\$35.3
8/2	\$35.6
8/9	\$35.4
8/16	\$35.4

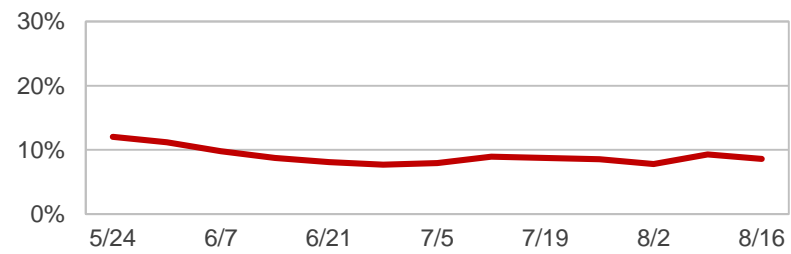
Incentive Spending per Unit (000)



WEEKLY TREND

7/26	\$4.2
8/2	\$4.3
8/9	\$4.0
8/16	\$4.1

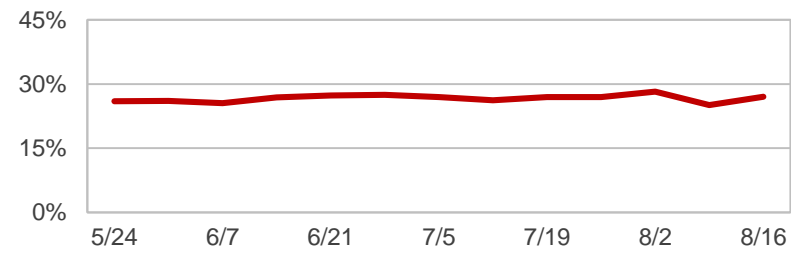
% of Sales that are Financed for 84+ Months



WEEKLY TREND

7/26	8.5%
8/2	7.8%
8/9	9.3%
8/16	8.6%

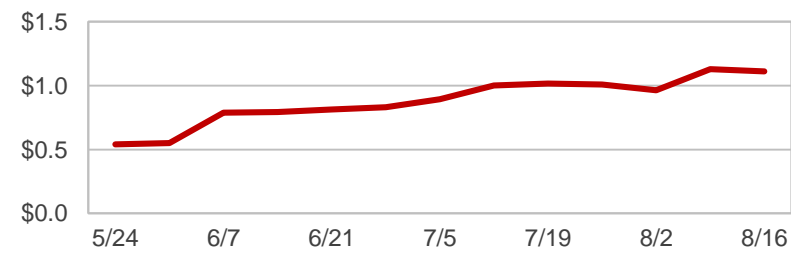
% of Sales that are Leased



WEEKLY TREND

7/26	27.0%
8/2	28.2%
8/9	25.1%
8/16	27.0%

Vehicle Gross (000)



WEEKLY TREND

7/26	\$1.0
8/2	\$1.0
8/9	\$1.1
8/16	\$1.1

NEW PREMIUM VEHICLE RETAIL MARKET

Premium retail sales improved

For the week ending August 16, premium retail sales were 2% above the pre-virus forecast, a 5ppts improvement from the prior week.

Premium transaction prices fell

Customer-facing transaction prices fell \$549 week-over-week to \$50,092. The week-over-week drop was driven primarily by segment mix (\$435) but was also reflected lower prices in the Midsize Premium SUV segment. CFTP was 2.3% higher vs. the same week in 2019.

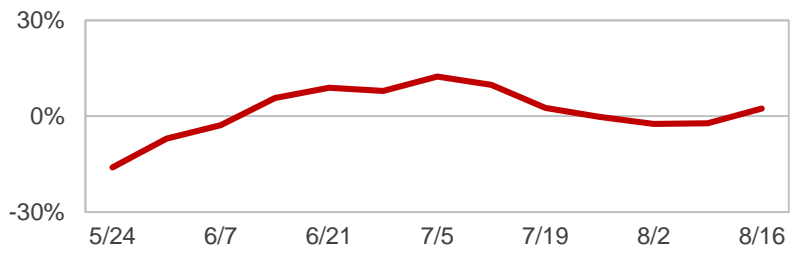
Premium incentive spending flat

Incentive spending per unit in the week ending August 16 increased only \$7 week-over-week to \$6,803. Both segment mix and incentive spending within segments were stable vs. the prior week. The percentage of customers taking 72-month APR deals fell 0.7ppts week-over-week to 15.9%, 4.8ppts higher the same week last year. Lease type of sale mix rose 0.9ppts week-over-week to 49.8% and remains 6.5ppts lower than the same week last year.

Vehicle grosses remain elevated

Front-end vehicle grosses decreased \$37 week-over-week to \$726 in the week ending August 16. This result was \$981 higher vs. the same week last year.

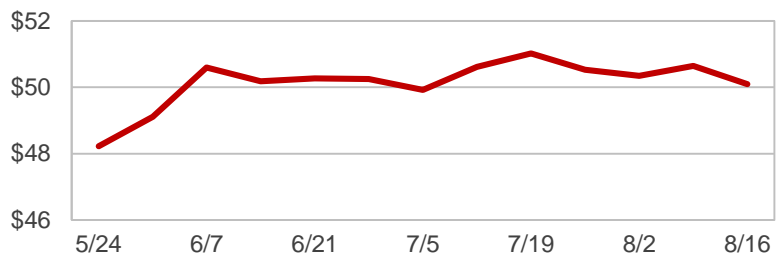
Retail Sales vs. Pre-Virus Forecast



WEEKLY TREND

7/26	0%
8/2	-2%
8/9	-2%
8/16	2%

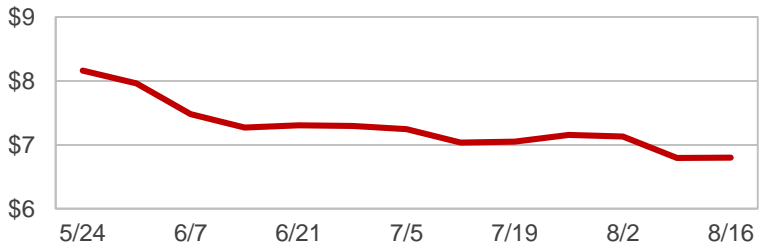
Transaction Price (000)



WEEKLY TREND

7/26	\$50.5
8/2	\$50.3
8/9	\$50.6
8/16	\$50.1

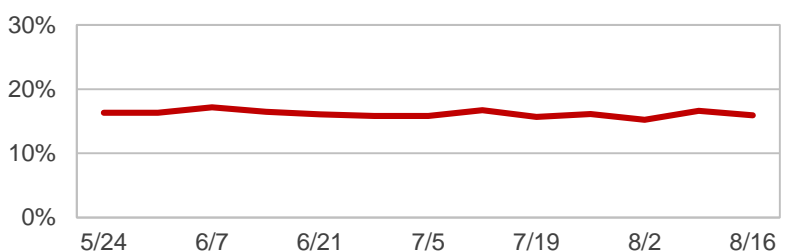
Incentive Spending per Unit (000)



WEEKLY TREND

7/26	\$7.2
8/2	\$7.1
8/9	\$6.8
8/16	\$6.8

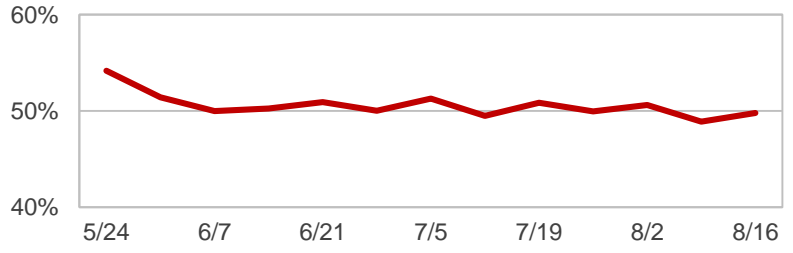
% of Sales that are Financed for 72+ Months



WEEKLY TREND

7/26	16.1%
8/2	15.2%
8/9	16.6%
8/16	15.9%

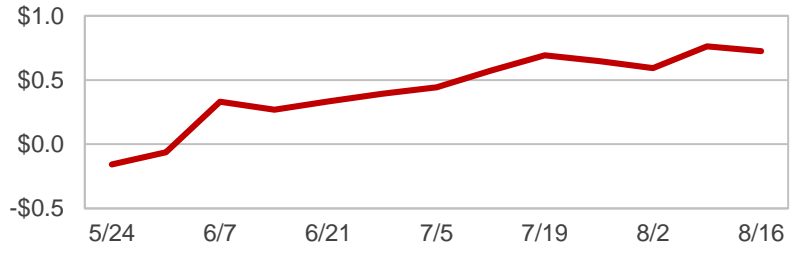
% of Sales that are Leased



WEEKLY TREND

7/26	50.0%
8/2	50.6%
8/9	48.9%
8/16	49.8%

Vehicle Gross (000)



WEEKLY TREND

7/26	\$0.6
8/2	\$0.6
8/9	\$0.8
8/16	\$0.7

USED VEHICLE MARKET

Used vehicle retail sales performance flat while prices continued to rise

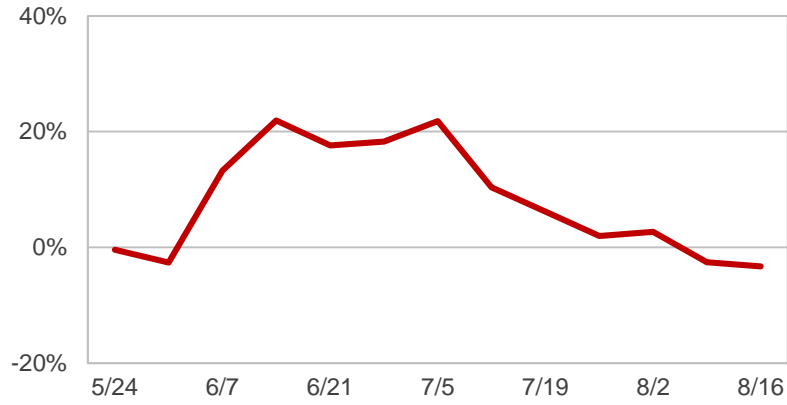
Sales of used vehicles at franchised dealers were 3% below pre-virus forecast for the week ending August 16. The result was in-line with the prior week. However, used retail prices continued to rise, increasing 0.8ppts week-over-week in the week ending August 16. Prices are now 7.4% higher than the index baseline level from March 1.

Wholesale auction prices leveled off

Wholesale auction sales were 95,000 units in the week ending August 16, 8% below the pre-virus forecast for the week. Wholesale auction prices were flat in the week ending August 16, concluding the run of sixteen consecutive weeks of price increases. However, prices have increased 36% since their trough in April and are 15% higher than the beginning of March.

Wholesale prices remain strong, but the used market is slowing. Prices are expected to continue to level off in August as pent-up demand wanes and pandemic-related macro-economic headwinds increase. By year's end, prices are expected to be slightly greater than pre-virus levels. It is important to note, however, that while the outlook is relatively optimistic, there remains a great deal of uncertainty surrounding the impact of new virus outbreaks, the potential for another round of federal stimulus, and overall employment conditions. Given these unknowns, a heightened degree of market volatility should be expected.

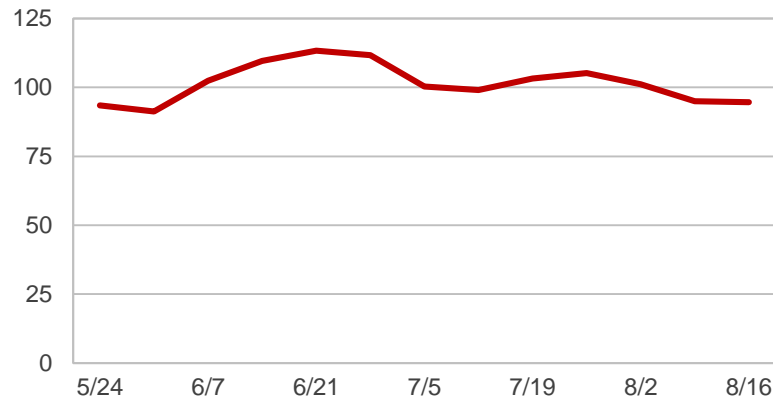
Retail Sales vs. Pre-Virus Forecast



WEEKLY TREND

7/26	+2%
8/2	+3%
8/9	-3%
8/16	-3%

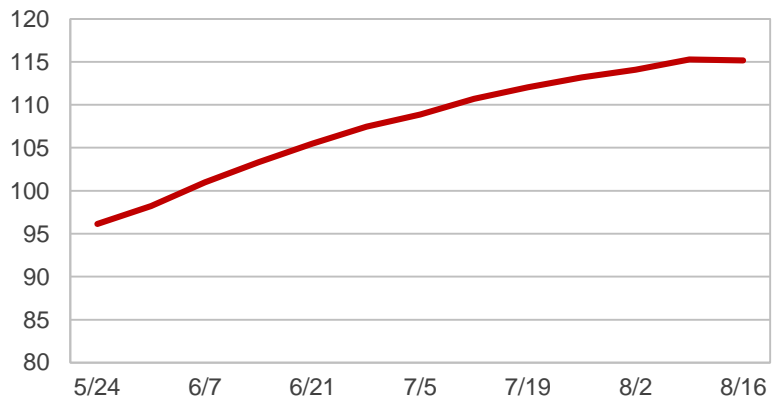
Wholesale Auction Sales (000)



WEEKLY TREND

7/26	105
8/2	101
8/9	95
8/16	95

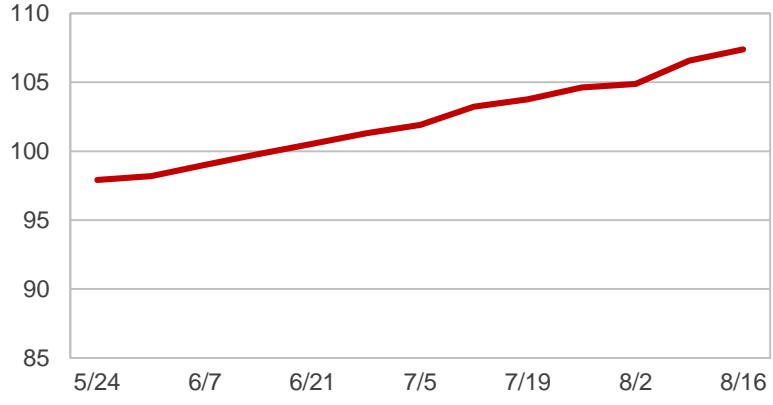
Wholesale Auction Price Index



WEEKLY TREND

7/26	113.2
8/2	114.1
8/9	115.3
8/16	115.2

Used Retail Price Index



WEEKLY TREND

7/26	104.6
8/2	104.9
8/9	106.6
8/16	107.4