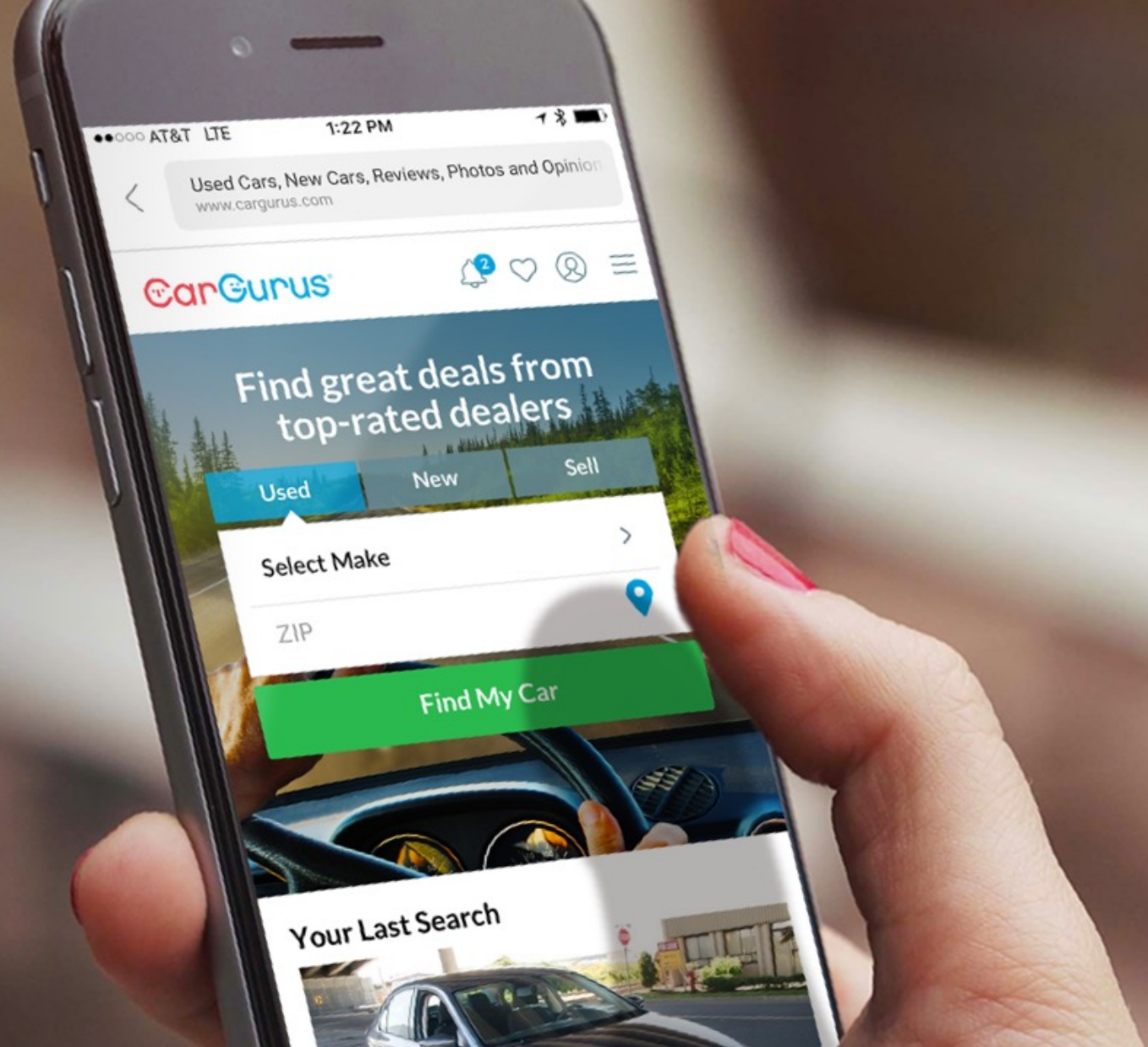


# CarGurus Canada Vehicle Availability Index & Insights

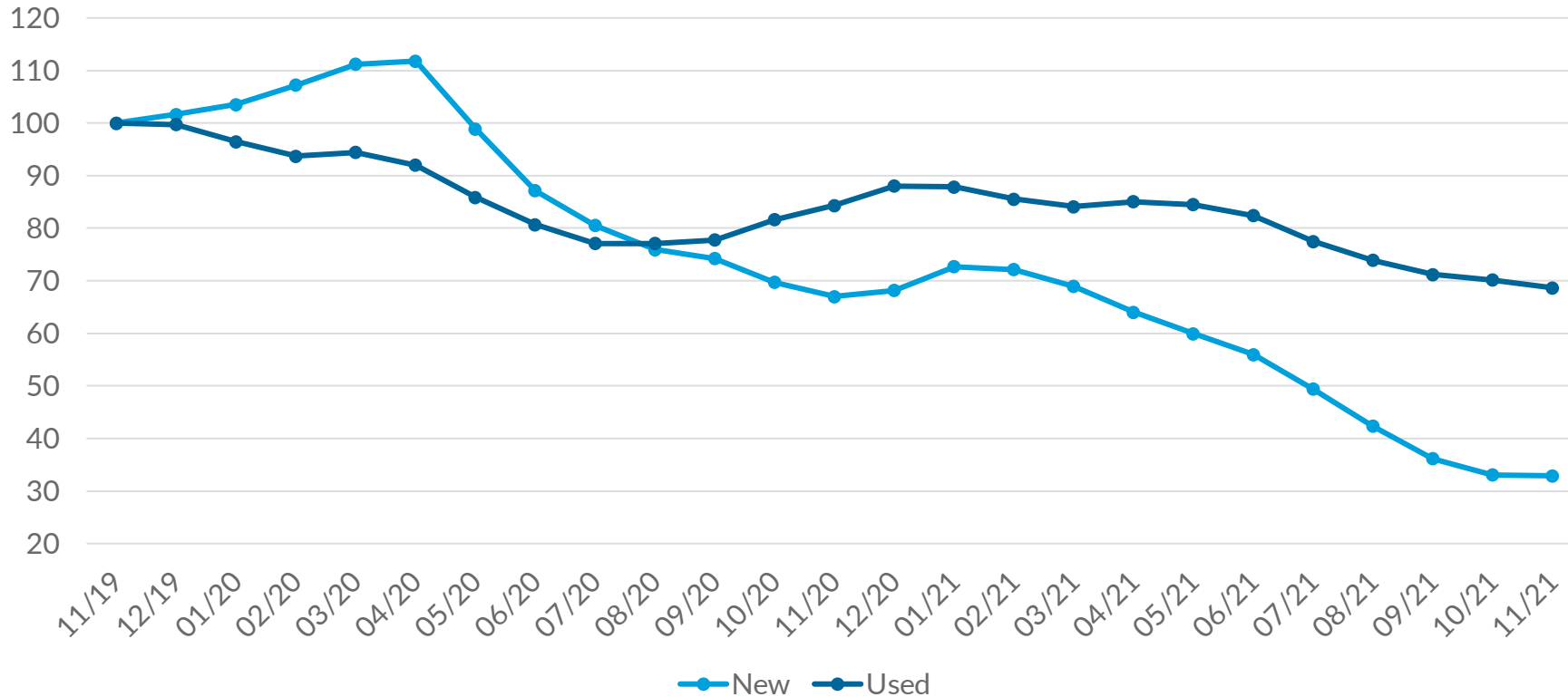
November 2021



# Inventory declines extend into November

New inventory levels haven't seen positive movement since January, while used saw a modest increase in April only

Canada: CarGurus Vehicle Availability Index\*  
November 2019 to November 2021



- New inventory **declined 0.6%** compared to October and is **down 50.9% YoY**.
- Used inventory **decreased by 2.1%** from October and is **down 18.6% YoY**.

Source: CarGurus

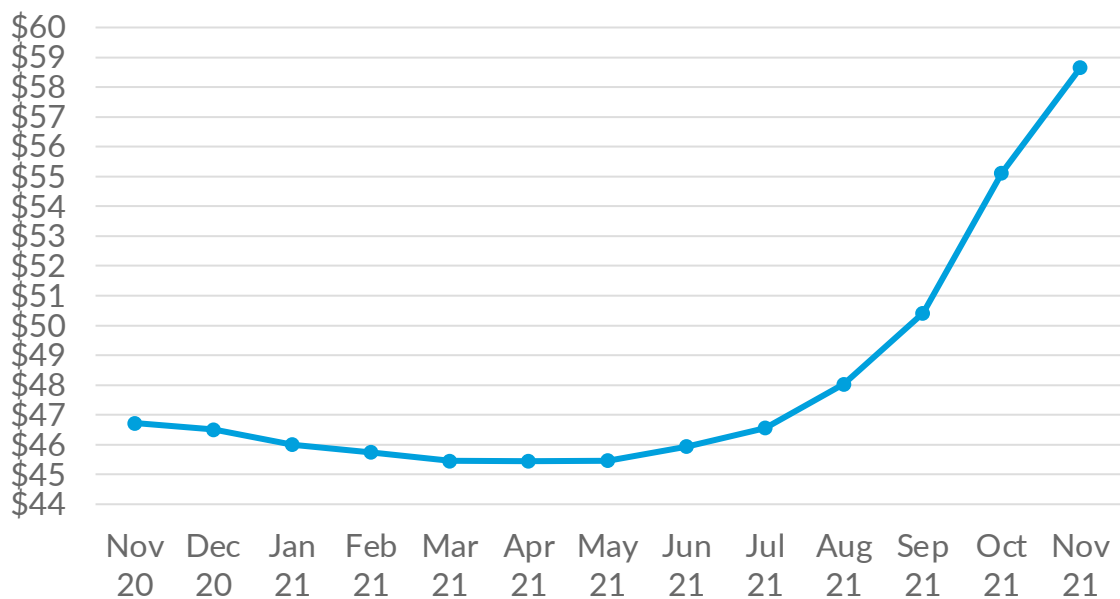
\* Month end dealer inventory/dealer indexed to November 2019

# Price increases sped up in November

Prices for both new and used vehicles picked up pace in November, with new listing prices increasing by 6.4% and used listing prices increasing by 4.3%

Canada: Average new vehicle listing price

November 2020 to November 2021 (month end inventory, thousands Can\$)

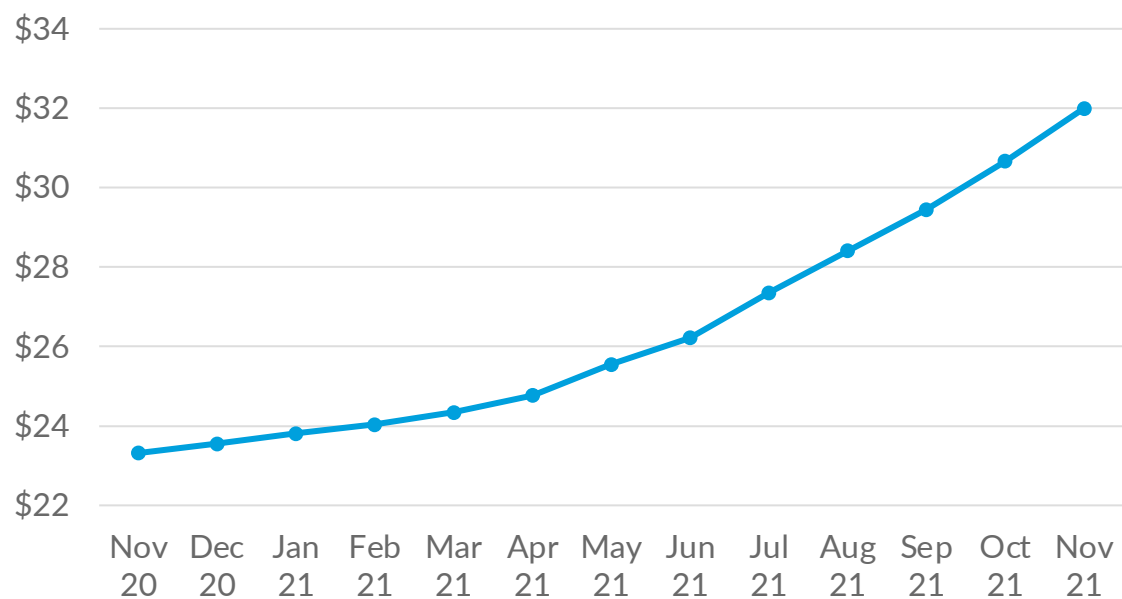


Source: CarGurus

- The average listing price of a new vehicle **increased by 6.4%** from October and is up **25.5% YoY**.

Canada: Average used vehicle listing price

November 2020 to November 2021 (month end inventory, thousands Can\$)



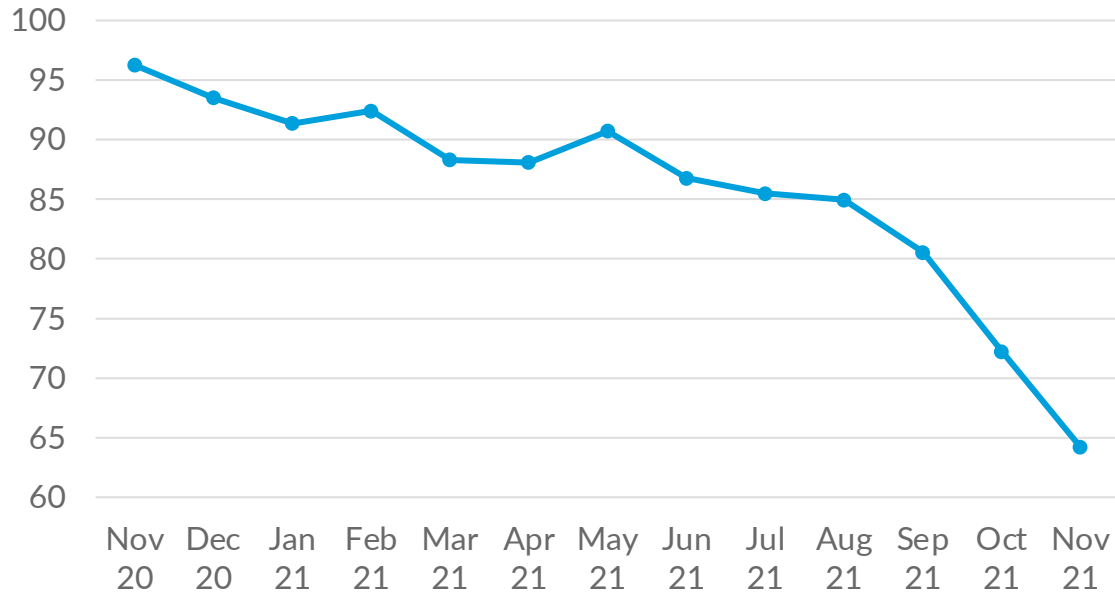
Source: CarGurus

- The average listing price of used vehicles is **up 4.3%** from October and **37.2% YoY**.

# Vehicles leaving lots at a faster rate

The ongoing inventory shortage has led to new vehicles leaving lots quickly, which has pulled down the average days-on-market.

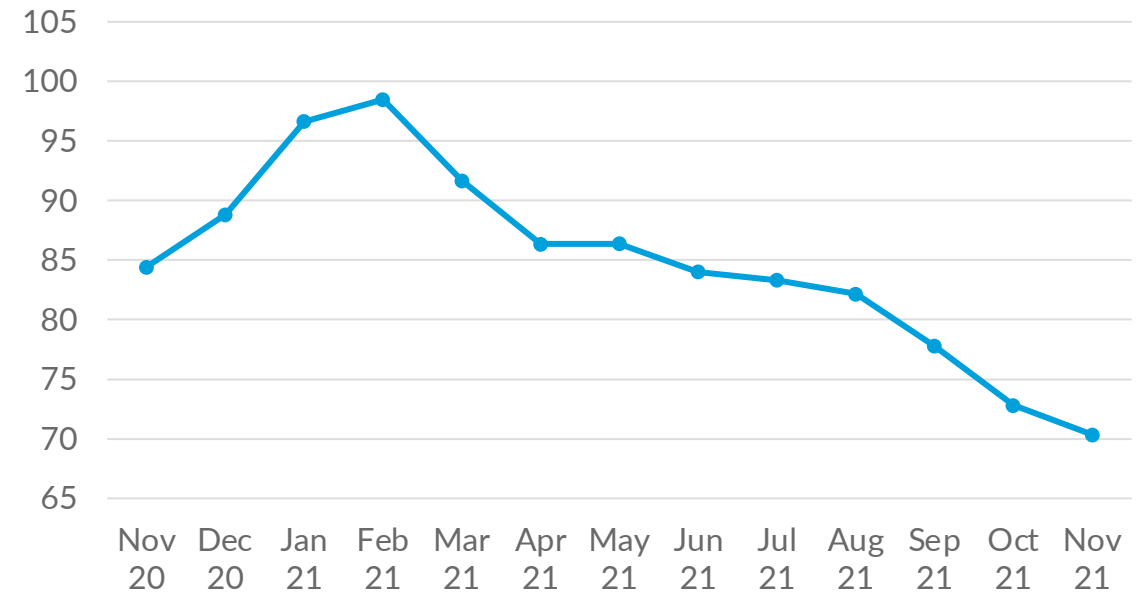
Canada: New average days on market  
November 2020 to November 2021



Source: CarGurus

- The average days-on-market for new was **down 11.1%** from October and **33.3% YoY**.

Canada: Used average days on market  
November 2020 to November 2021



Source: CarGurus

- Used days-on-market **decreased by 3.4%** from October and while levels were **down 16.7% YoY**.