

CarGurus Canada Vehicle Availability Index & Insights

October 2021

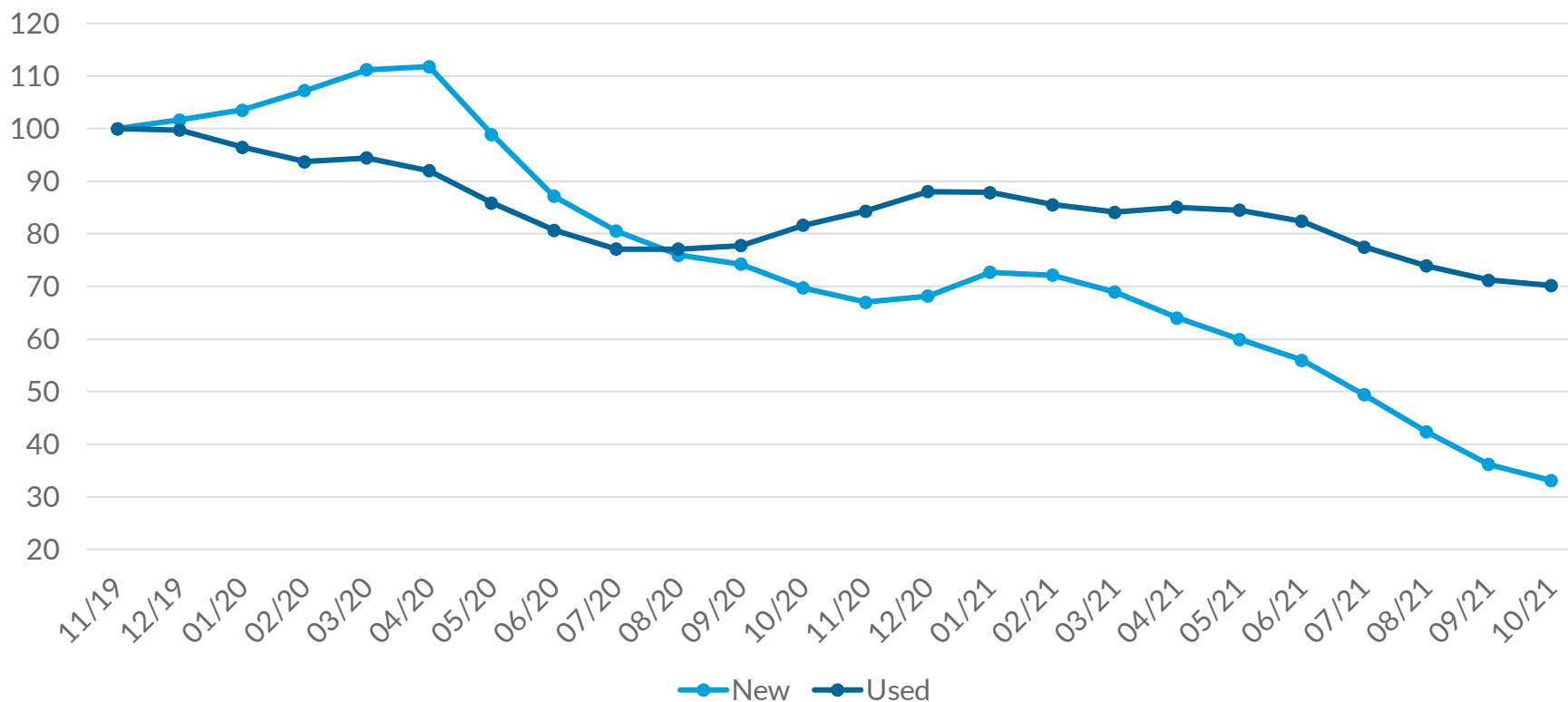


Inventory declines continued in October

Vehicle availability continued to become more challenging in October – both new and used inventory levels declined while demand remained high and supply limited

Canada: CarGurus Vehicle Availability Index*

November 2019 to October 2021



- New inventory **declined 8.5%** compared to September and is **down 52.5% YoY**.
- Used inventory **decreased by 1.5%** from September and is **down 14.1% YoY**.

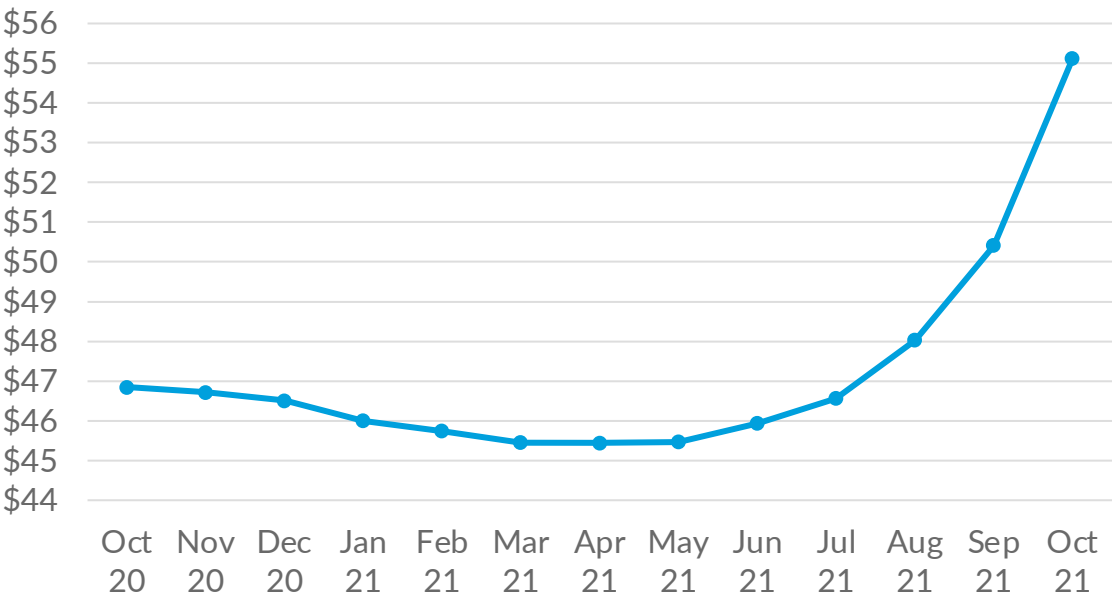
Source: CarGurus

* Month end dealer inventory/dealer indexed to November 2019

Average prices continue to rise

The average new listing price jumped significantly in September while used prices continued their consistent rise

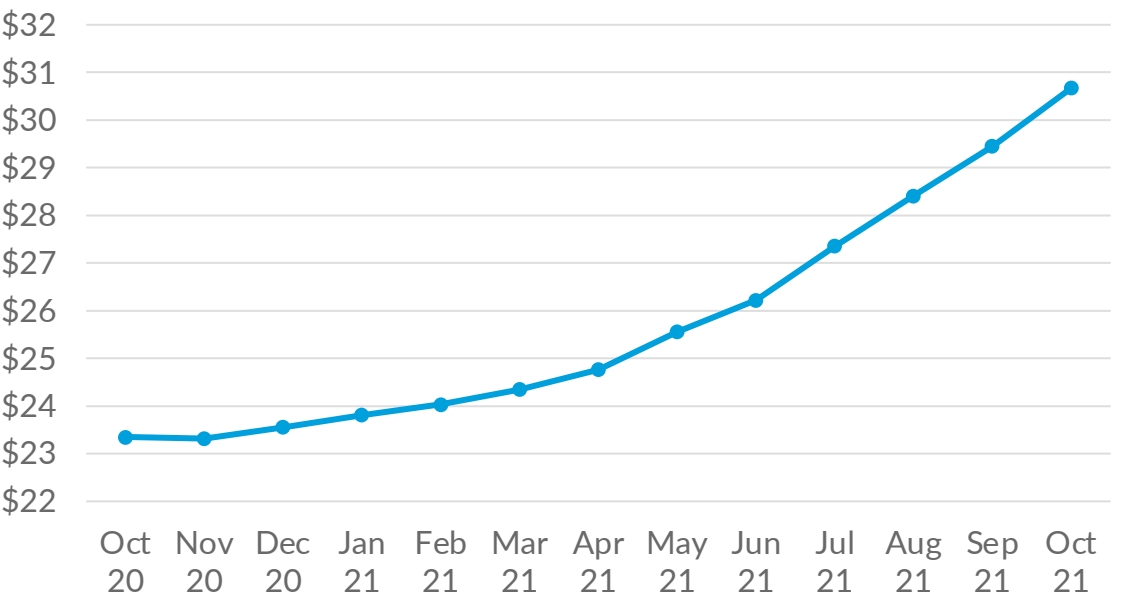
Canada: Average new vehicle listing price
October 2020 to October 2021 (month end inventory, thousands CA\$)



Source: CarGurus

- The average listing price of a new vehicle **increased by 9.3%** from September and is up **17.7% YoY**.

Canada: Average used vehicle listing price
October 2020 to October 2021 (month end inventory, thousands CA\$)



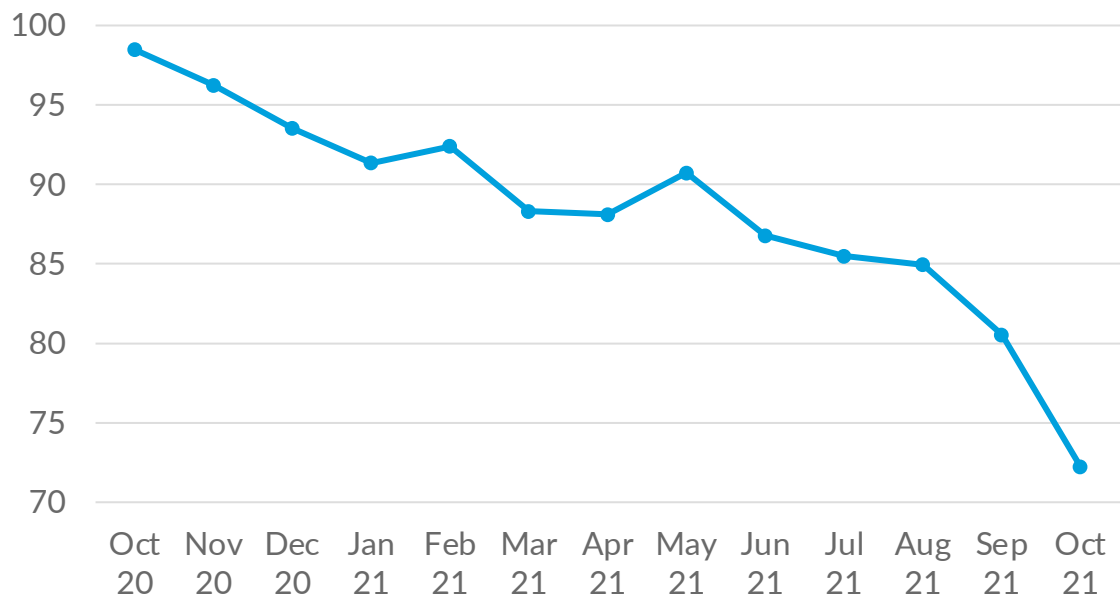
Source: CarGurus

- The average listing price of used vehicles is **up 4.2%** from September and **31.4% YoY**.

Days on market drops significantly

Declining inventory levels brought down the average days a vehicle is on the market, particularly for new cars

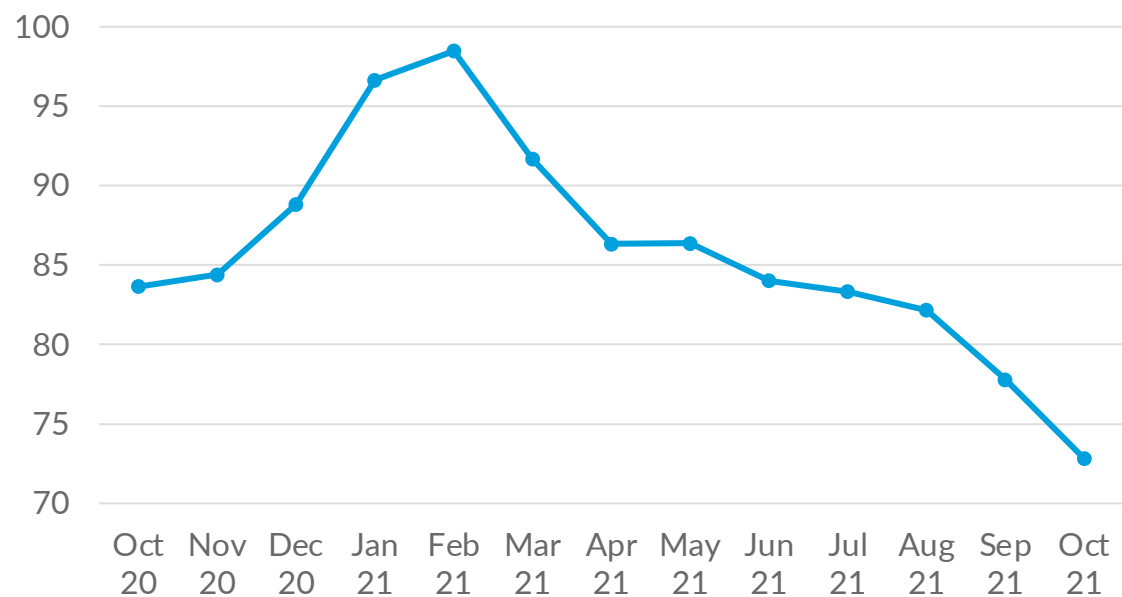
Canada: New average days on market
October 2020 to October 2021



Source: CarGurus

- The average days-on-market for new was **down 10.3%** from September and **down 26.6% YoY**.

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



Source: CarGurus

- Used days-on-market **decreased by 6.4%** from September, while levels were **down 12.9% YoY**.