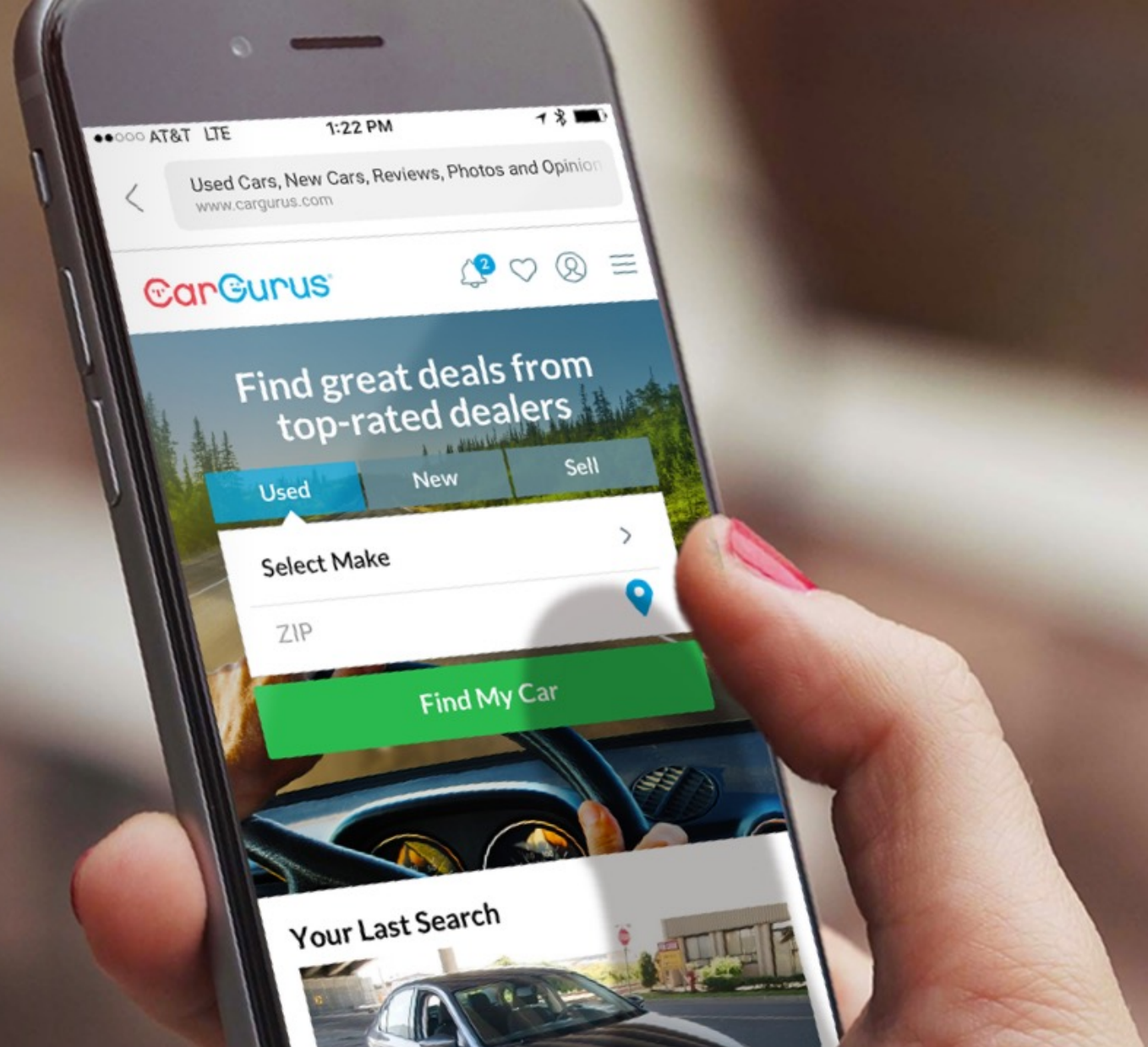


CarGurus UK Vehicle Availability Index & Insights

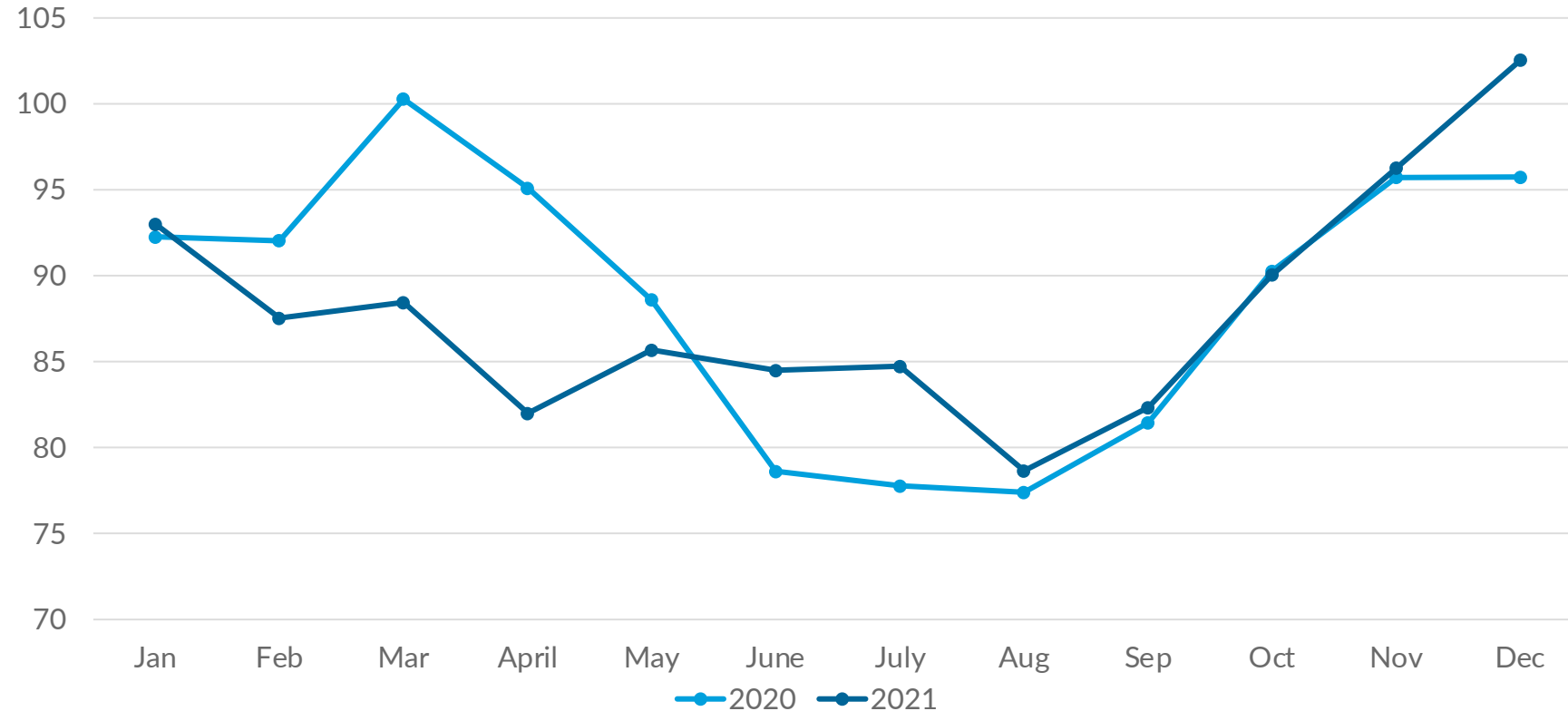
December 2021



Inventory levels increase again

The recovery in used inventory levels continued in December, likely in line with normal seasonal declines in demand.

UK: CarGurus Used Vehicle Availability Index*
January 2020 to December 2021



- Used inventory index **increased by 6.5%** from November.
- Year-over-year inventory similarly increased with levels **up 7.1%**.

Source: CarGurus

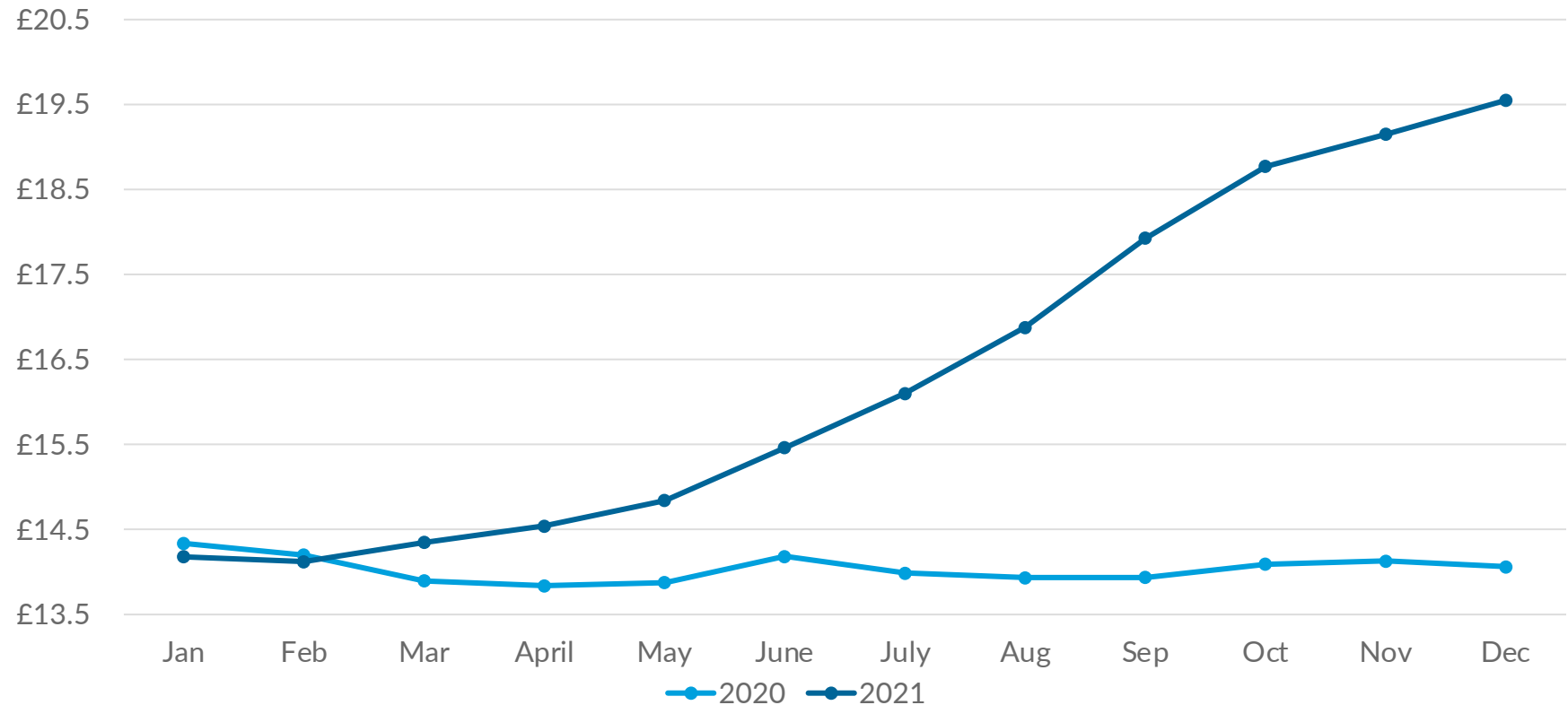
* Month end dealer inventory/dealer indexed to November 2019

Inventory recovery not slowing prices

Even with the recovery in inventory levels, the average used vehicle listing price continued to grow.

UK: Average used vehicle listing price

January 2020 to December 2021 (month end inventory, thousands £)



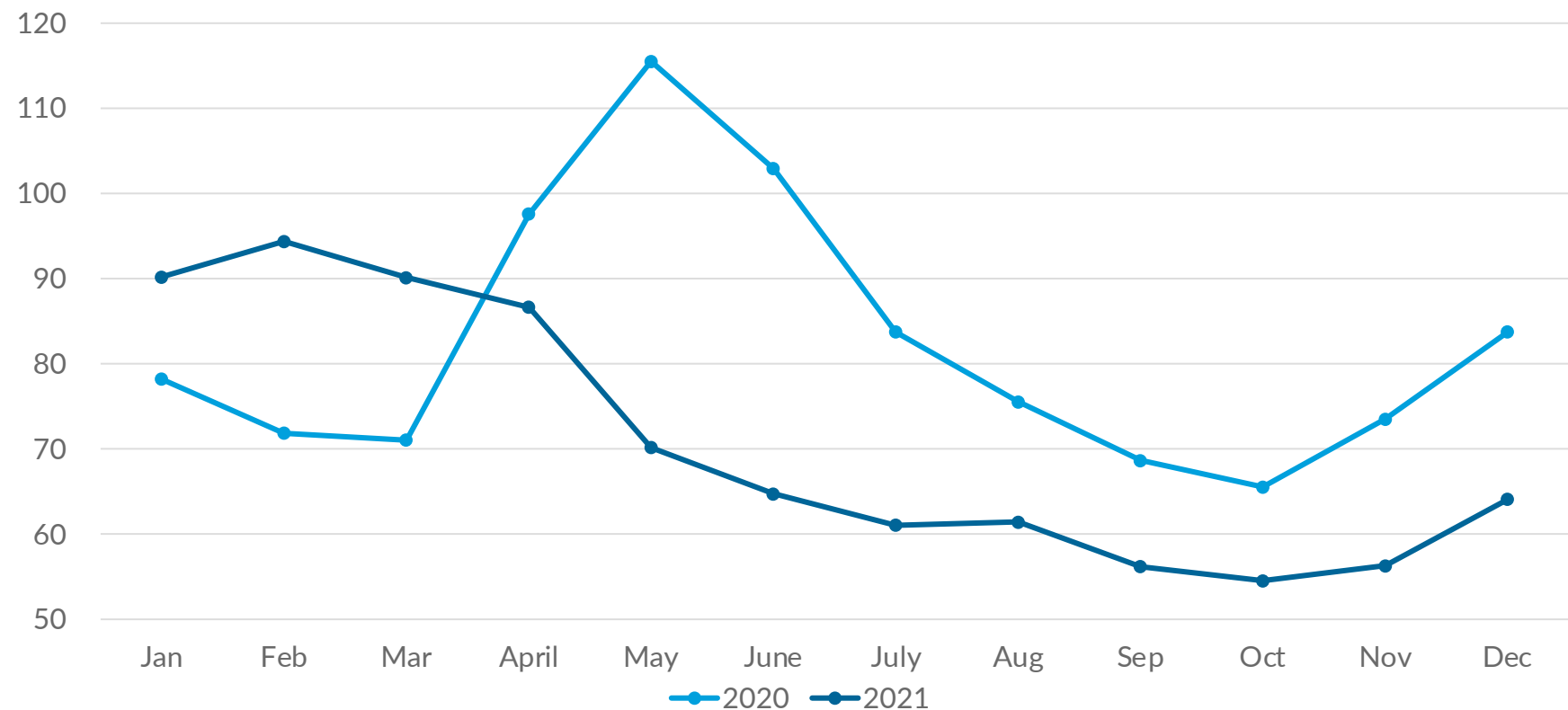
- The average used vehicle listing price **increased 2.1%** from November.
- The year-over-year comparison is even more stark, with prices **up 39%**.

Source: CarGurus

Days-on-market remain below 2021 levels

Even though inventory levels look to have recovered, the days-on-market levels highlight that vehicles are moving at a higher rate than last year.

UK: Used average days-on-market
January 2020 to December 2021



- Improving inventory levels led to days-on-market **increasing by 13.29%** from November.
- However, days-on-market remain lower on a year-on-year basis, with levels **down 23.5%**.

Source: CarGurus