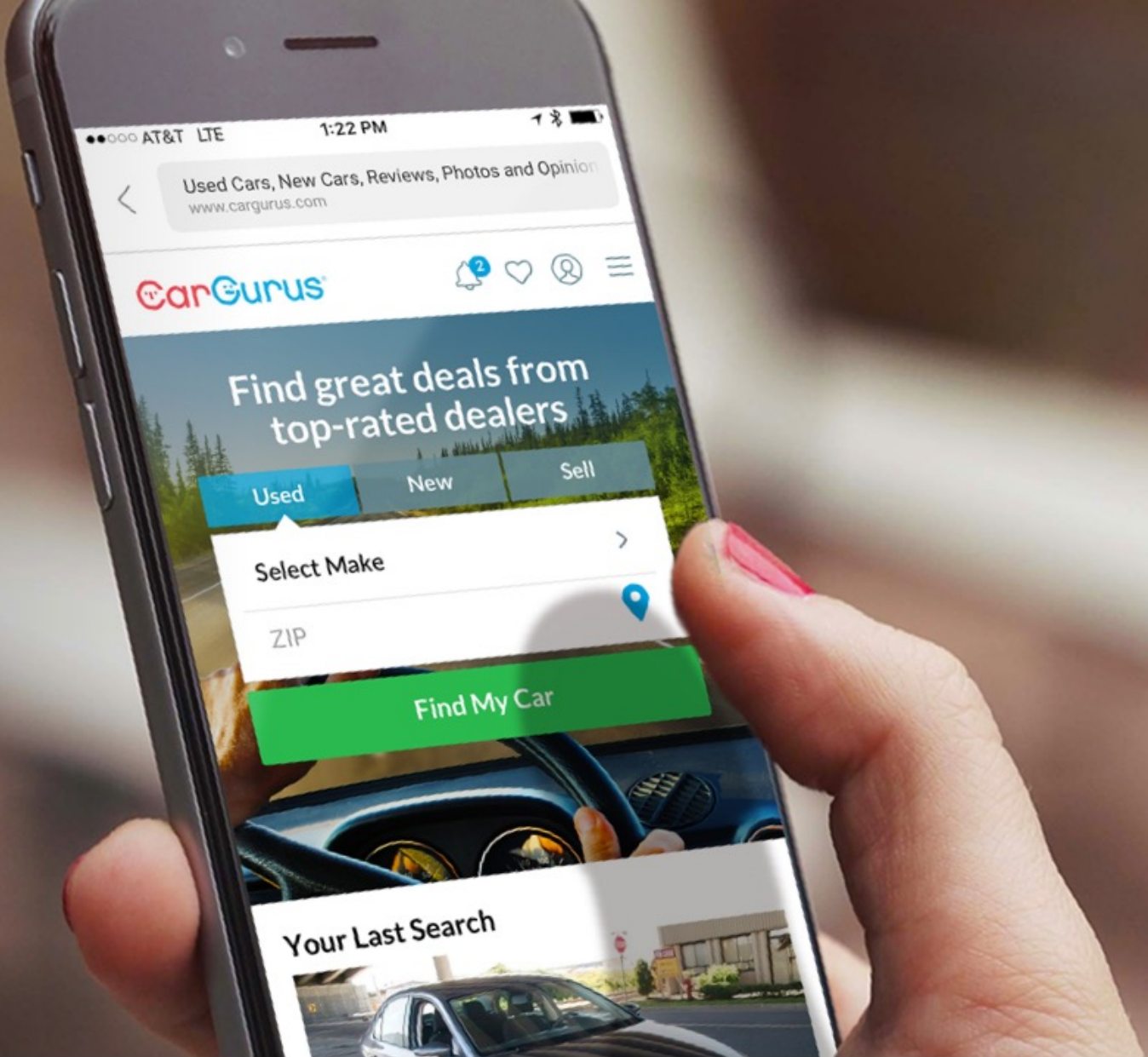


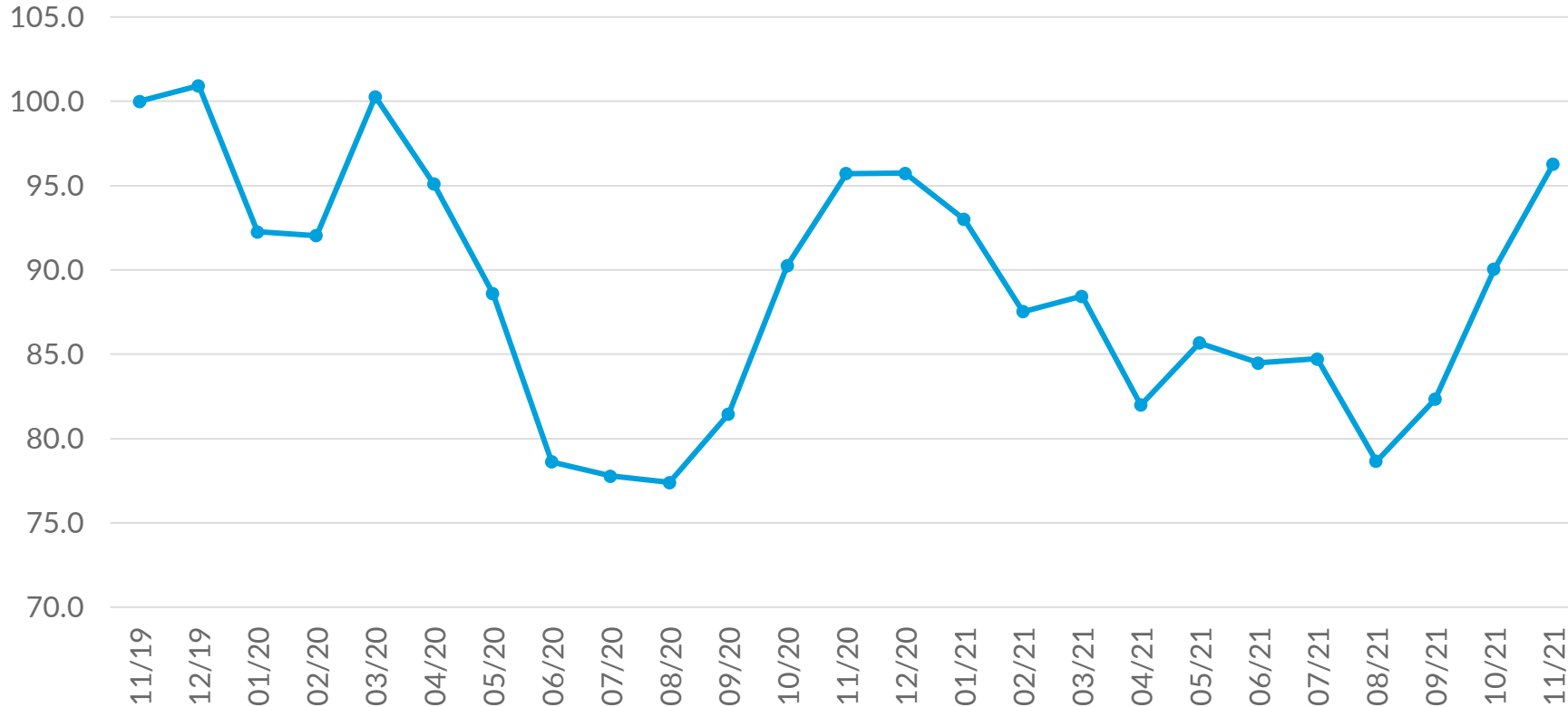
CarGurus UK Vehicle Availability Index & Insights November 2021



Inventory levels continue to improve in line with last year

Used inventory levels increased again in November, on par with what we saw last year

UK: CarGurus Used Vehicle Availability Index*
November 2019 to November 2021



- Used inventory index **increased by 6.9%** from October.
- Year-over-year inventory is almost level with last year, **up 0.6%**.

Source: CarGurus

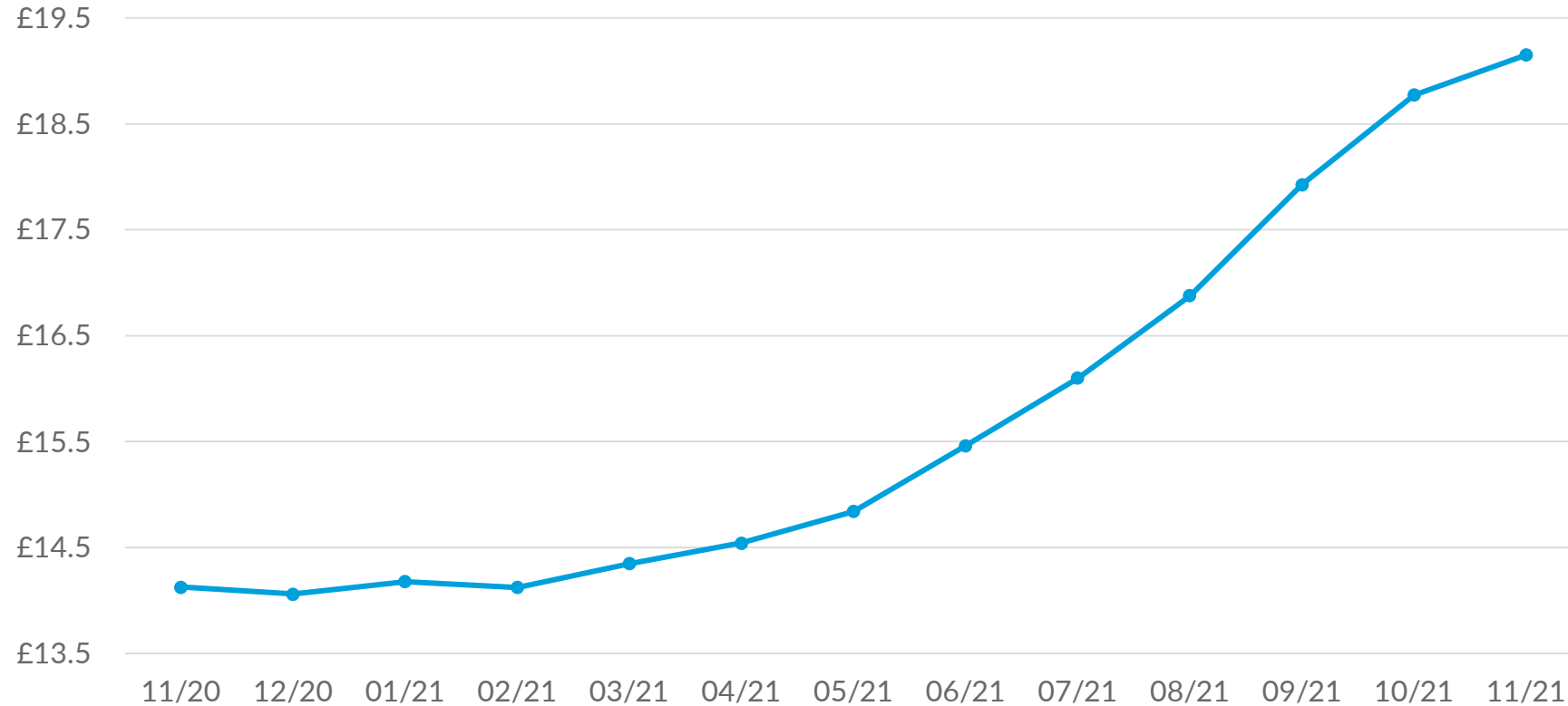
* Month end dealer inventory/dealer indexed to November 2019

Prices continue to go up, but the rate has slowed

Used prices continued to grow in November, though the rate of increase has slowed slightly

UK: Average used vehicle listing price

November 2020 to November 2021 (month end inventory, thousands £)



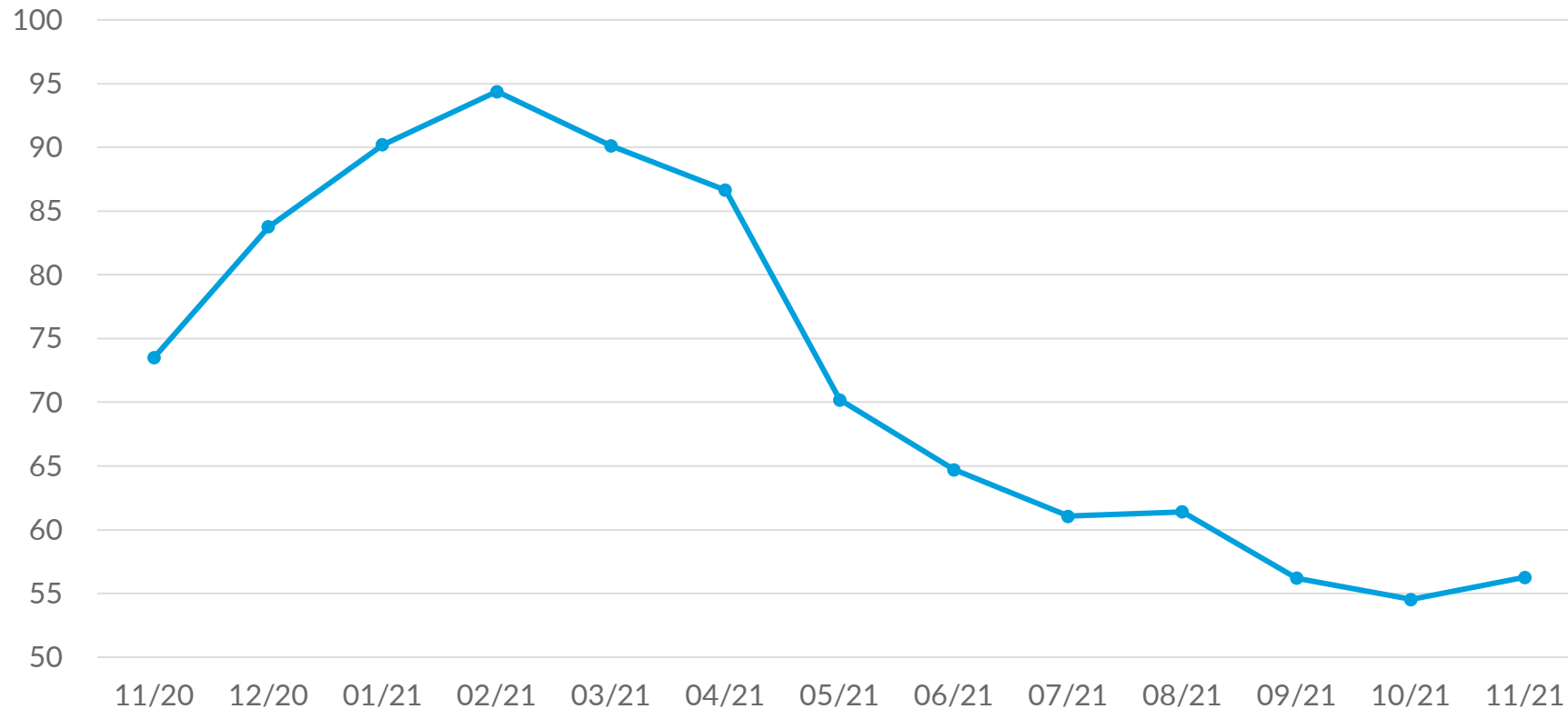
- The average used vehicle listing price **increased 2.0%** from October.
- The year-over-year comparison is even more stark, with prices **up 35.6%**.

Source: CarGurus

Days-on-market remains low

A reduction in longer-sitting vehicles has brought down the average days on market

UK: Used average days-on-market
November 2020 to November 2021



- Days-on-market declined in October with an **increase of 3.2%** from October.
- Similarly, days-on-market decreased significantly year-over-year by **23.5%**.

Source: CarGurus