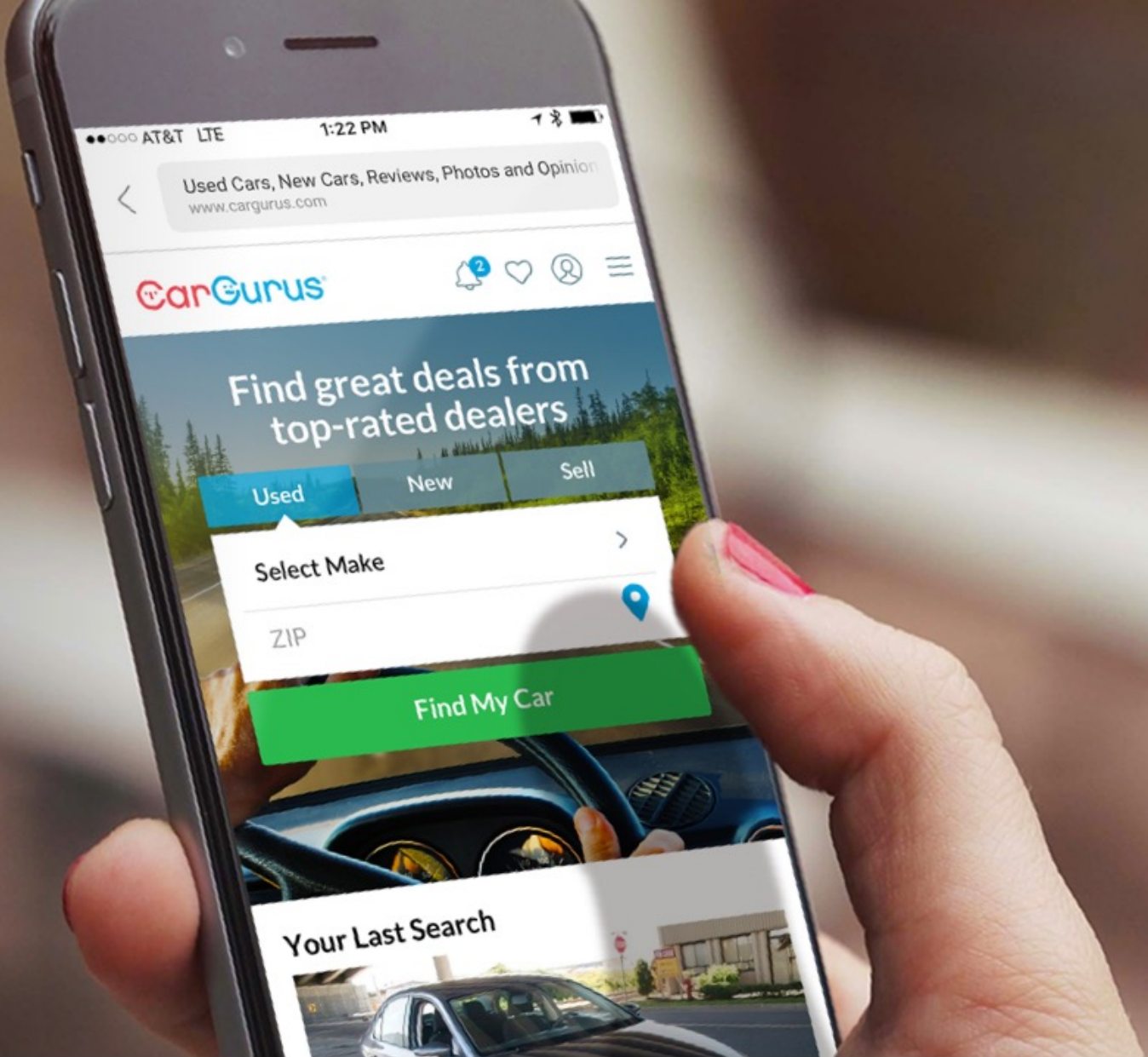


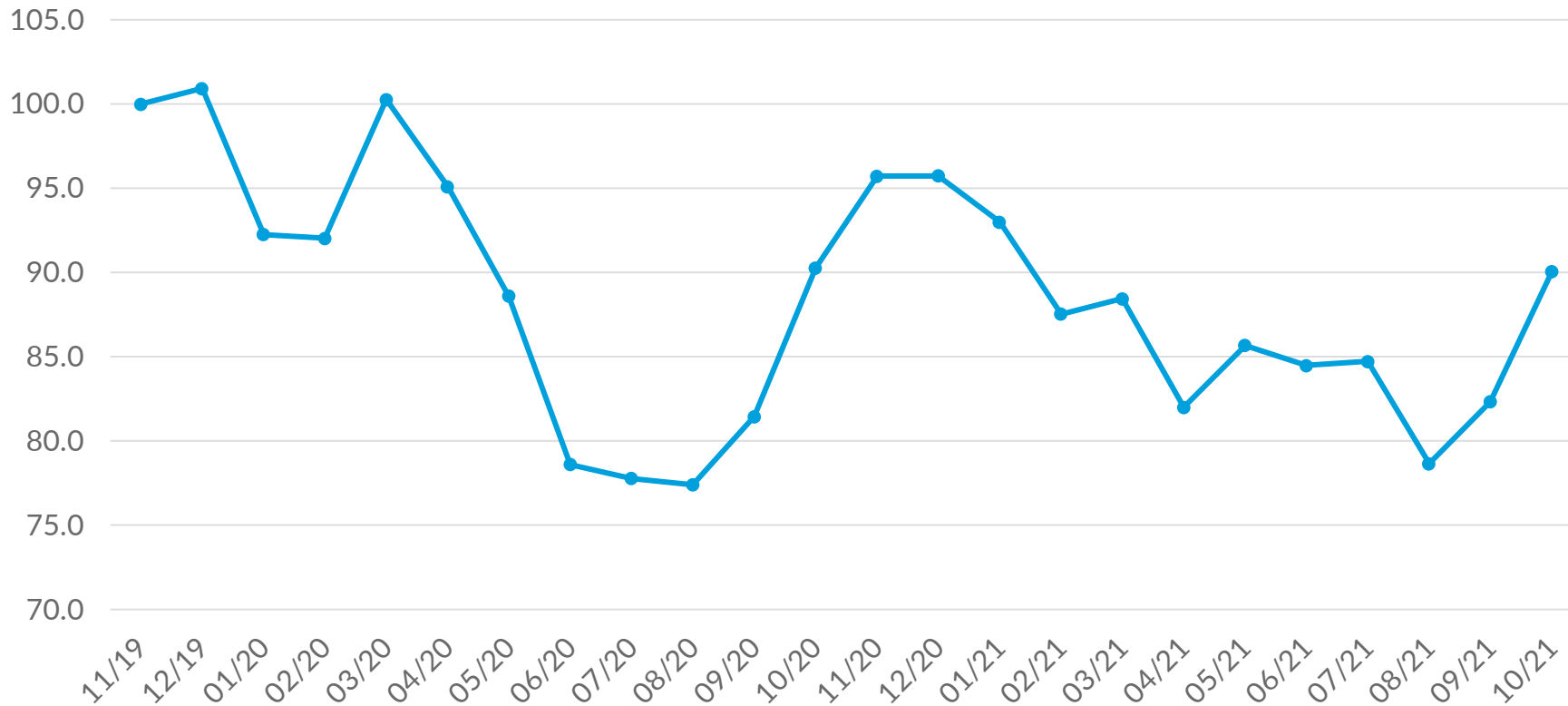
# CarGurus UK Vehicle Availability Index & Insights October 2021



# Inventory rebound continues

Used inventory improved in October due to consumers sitting out inventory that is priced above trend

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



- Used inventory index **increased by 9.4%** from September.
- Year-over-year inventory is almost level with last year, **down only 0.2%**.

Source: CarGurus

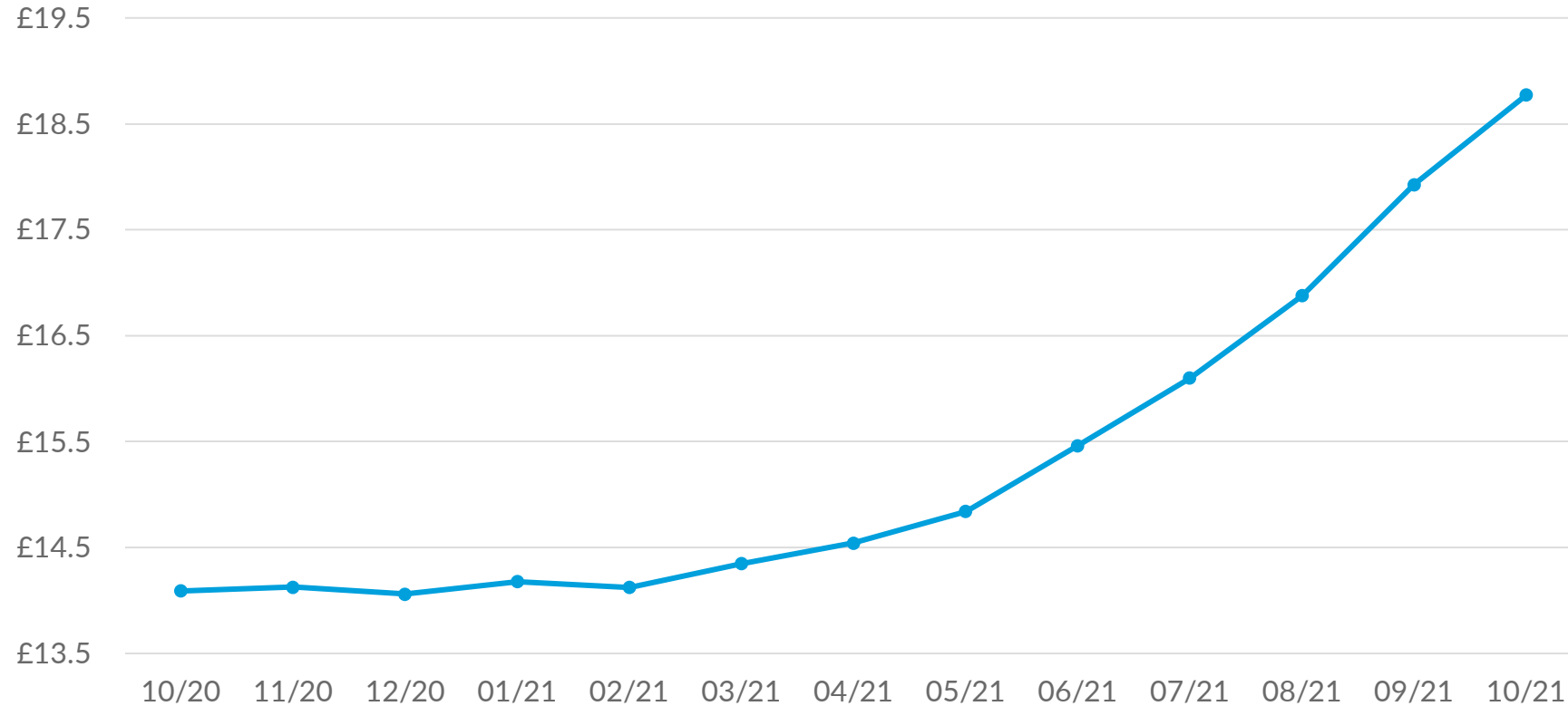
\* Month end dealer inventory/dealer indexed to November 2019

# Improving inventory not slowing price appreciation

The average listing price continued to pick up pace in October, increasing by nearly five percent

UK: Average used vehicle listing price

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



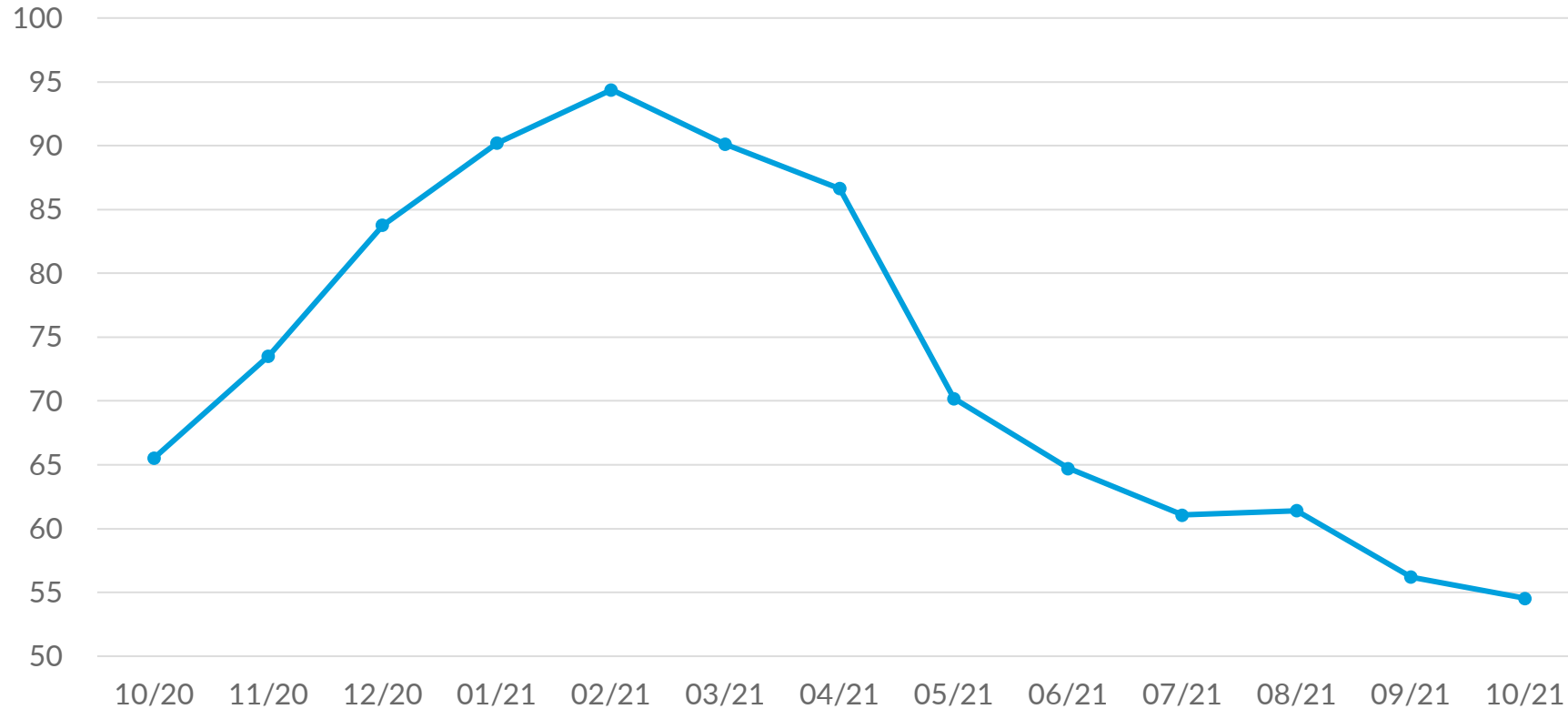
- The average used vehicle listing price **jumped 4.7%** from September.
- The year-over-year comparison is even more stark, with prices **up 33.2%**.

Source: CarGurus

# Vehicles sitting on forecourts for less

Even with improving inventory, vehicles are sitting less as days-on-market continued to decline

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



- Days-on-market declined in October with a **decrease of 3%** from September.
- Similarly, days-on-market decreased significantly year-over-year by **16.8%**.

Source: CarGurus