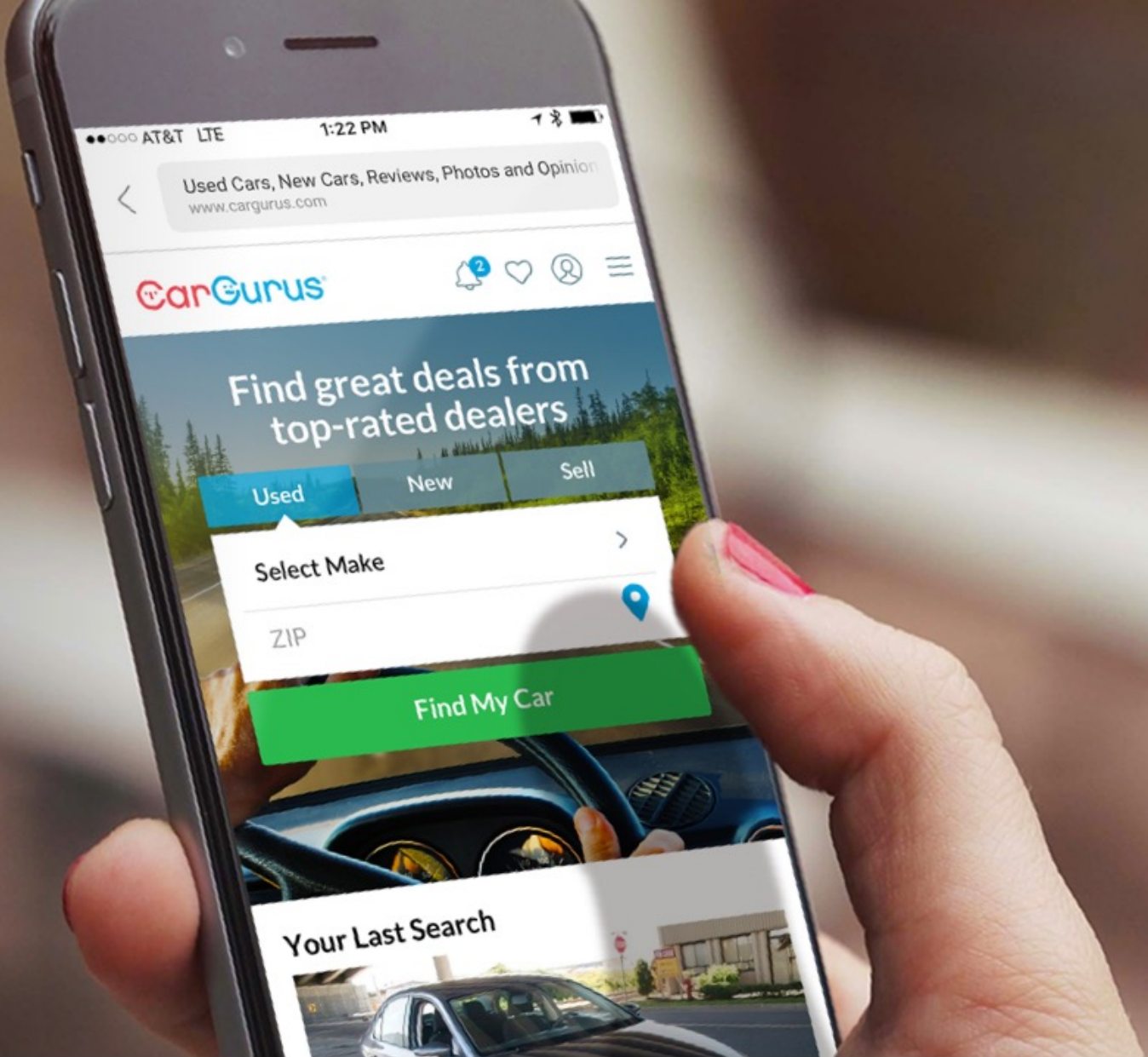


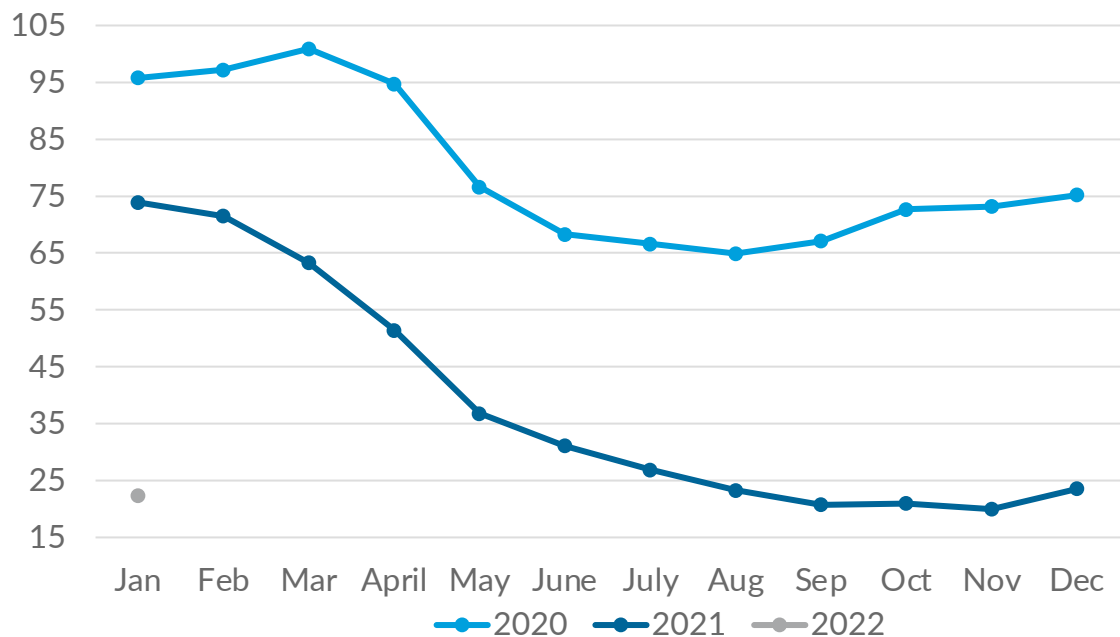
# CarGurus Vehicle Availability Index & Insights January 2022



# Used inventory nearly at full recovery

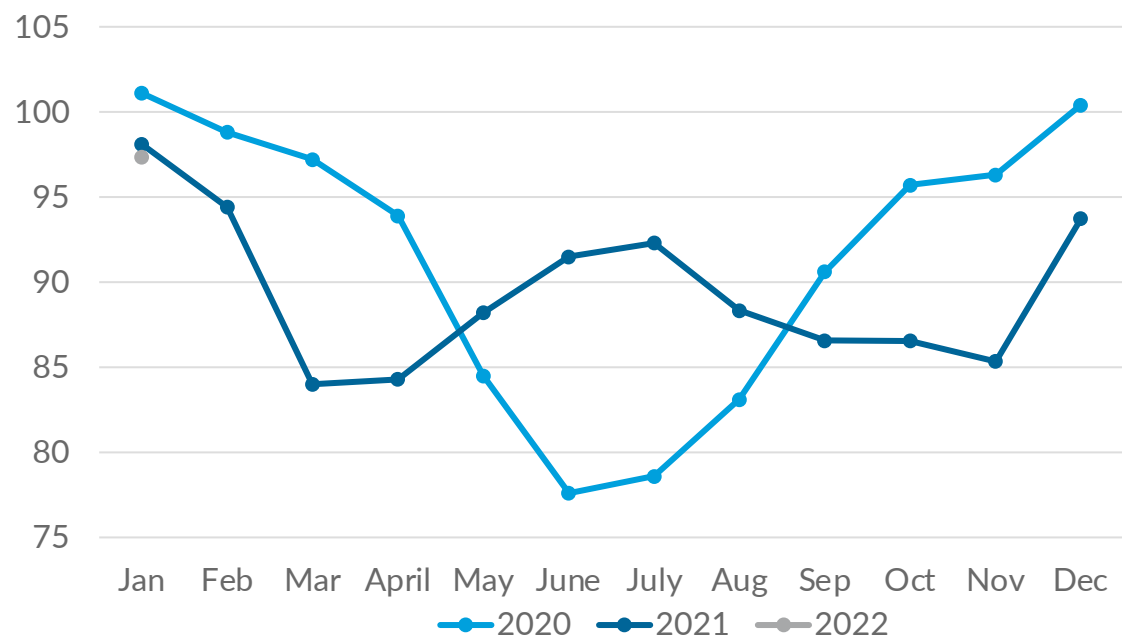
While new inventory continues to be impacted by curtailed vehicle production, used inventory has staged a significant and quick recovery over the last couple of months

US: CarGurus New Vehicle Availability Index\*  
January 2020 to January 2022



- New inventory **decreased 5%** compared to December and remains **down 69.7% YoY**.

US: CarGurus Used Vehicle Availability Index\*  
January 2020 to January 2022



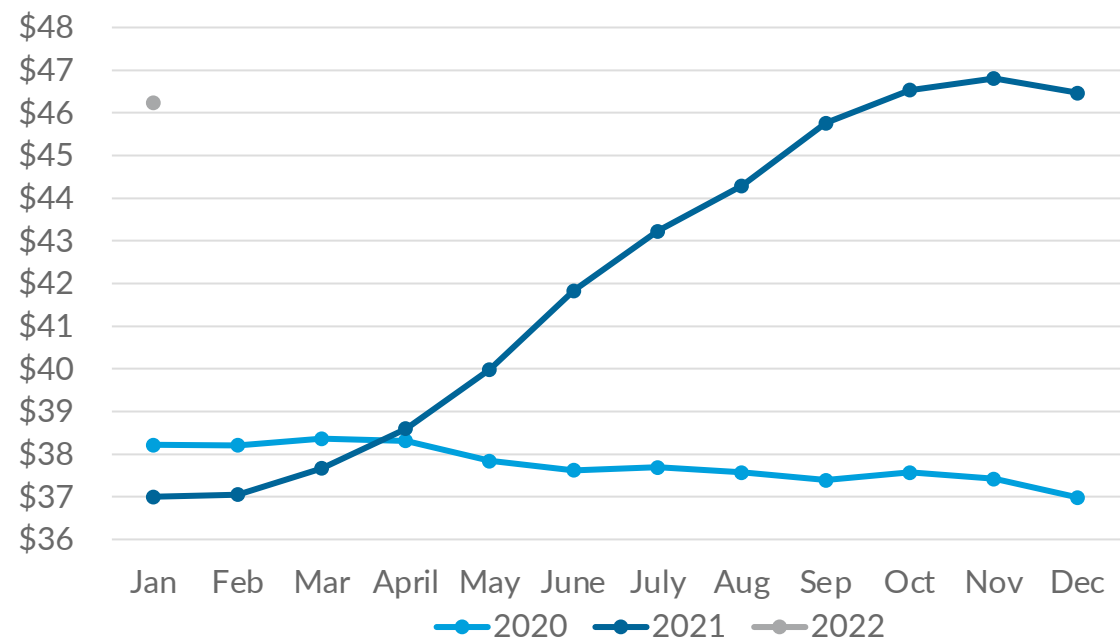
- Used inventory **increased by 3.9%** from December but is **down just 0.8% YoY**.

# More chips means a wider price range of vehicles built

As OEMs get access to a wider variety of chips, we'll likely see new average listing prices decline as a wider variety of vehicles and trims get produced

US: Average new vehicle listing price

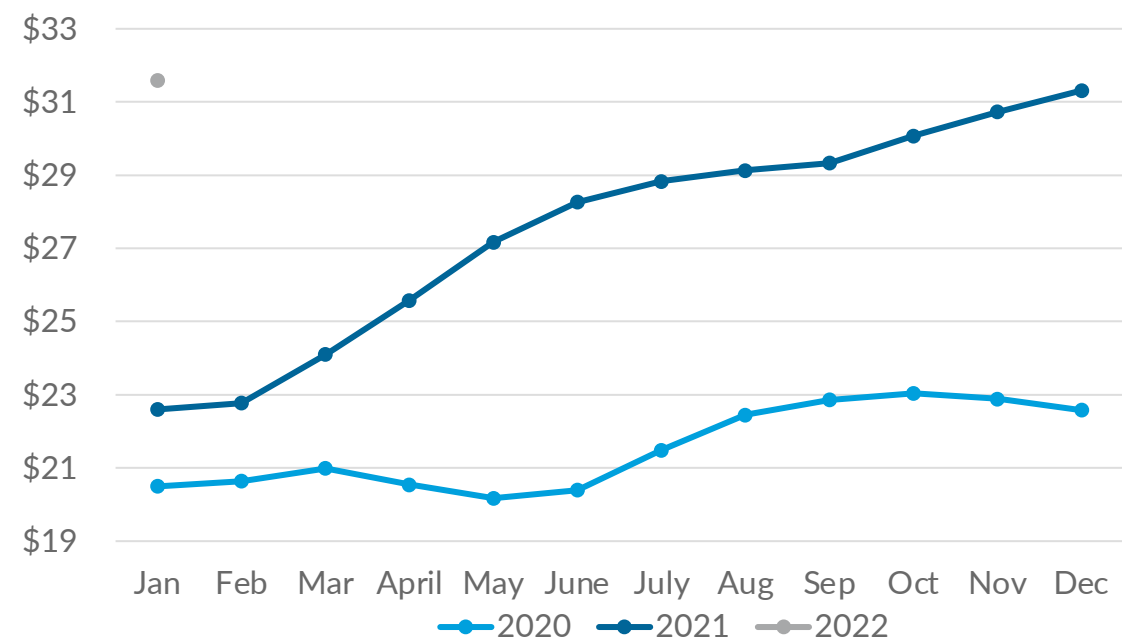
January 2020 to January 2022 (month end inventory, thousands \$)



- The average listing price of a new vehicle is down 0.5% from December and is up 25% YoY.

US: Average used vehicle listing price

January 2020 to January 2022 (month end inventory, thousands \$)



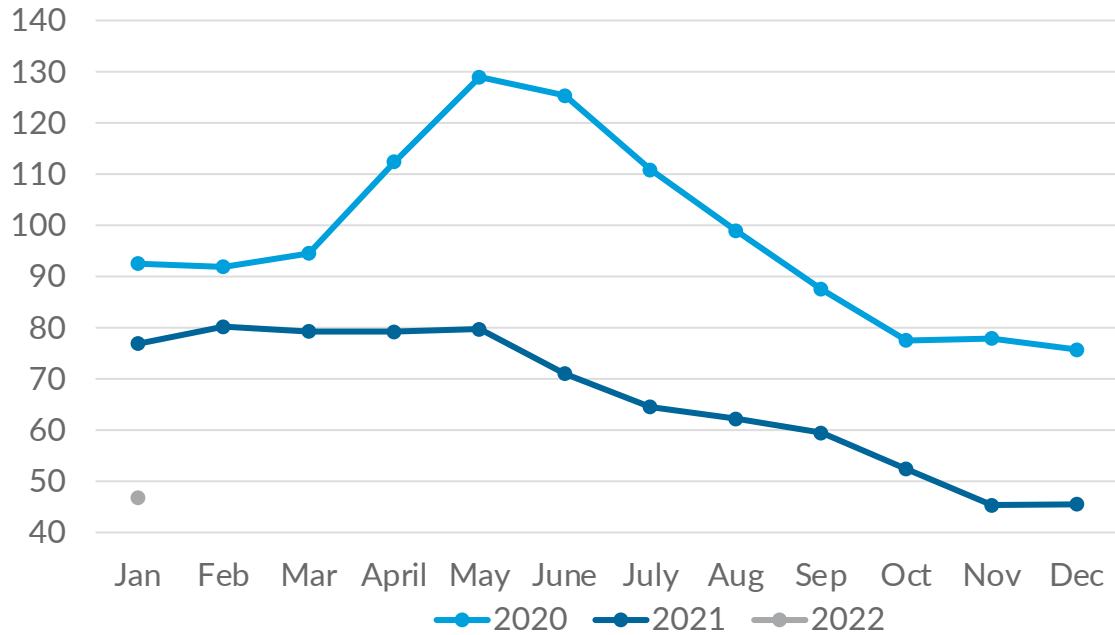
- Used vehicle inventory prices are up 0.9% from December and 39.8% YoY.

Source: CarGurus

# Vehicles (relatively) sitting for longer

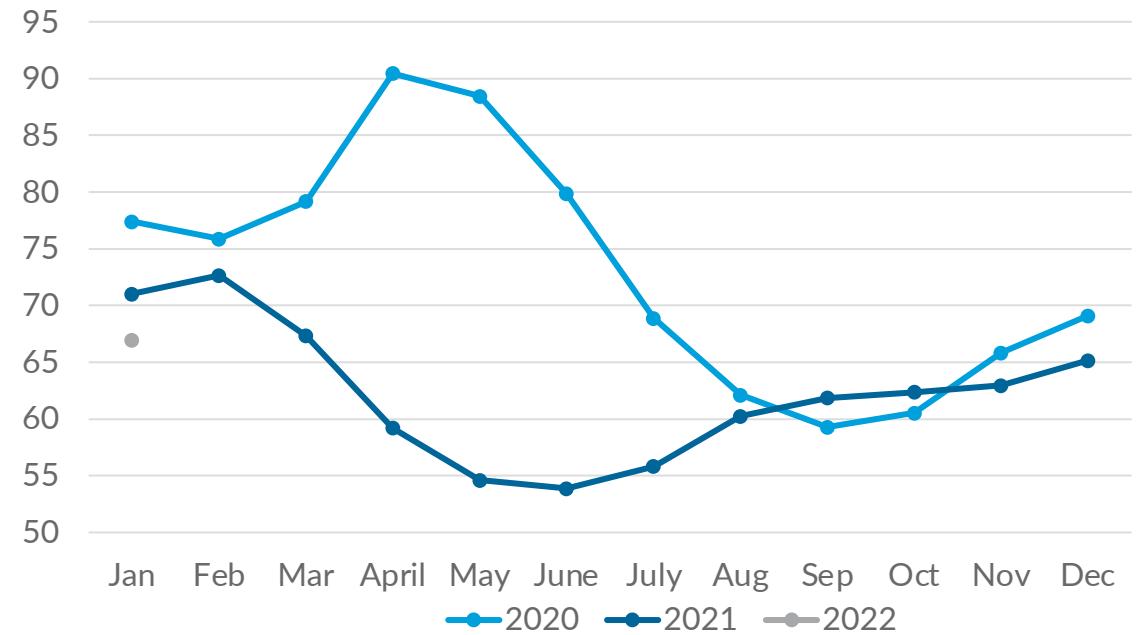
Days-on-market increased for both new and used in January, although the reason for each varied

US: New average days-on-market  
January 2020 to January 2022



- The average days-on-market was **up 2.7%** from December and **down 39.2% YoY**.

US: Used average days-on-market  
January 2020 to January 2022



- Seasonal declines in demand are likely behind rising used days-on-market, with an increase of **2.7%** from December but **down 5.8% YoY**.

Source: CarGurus