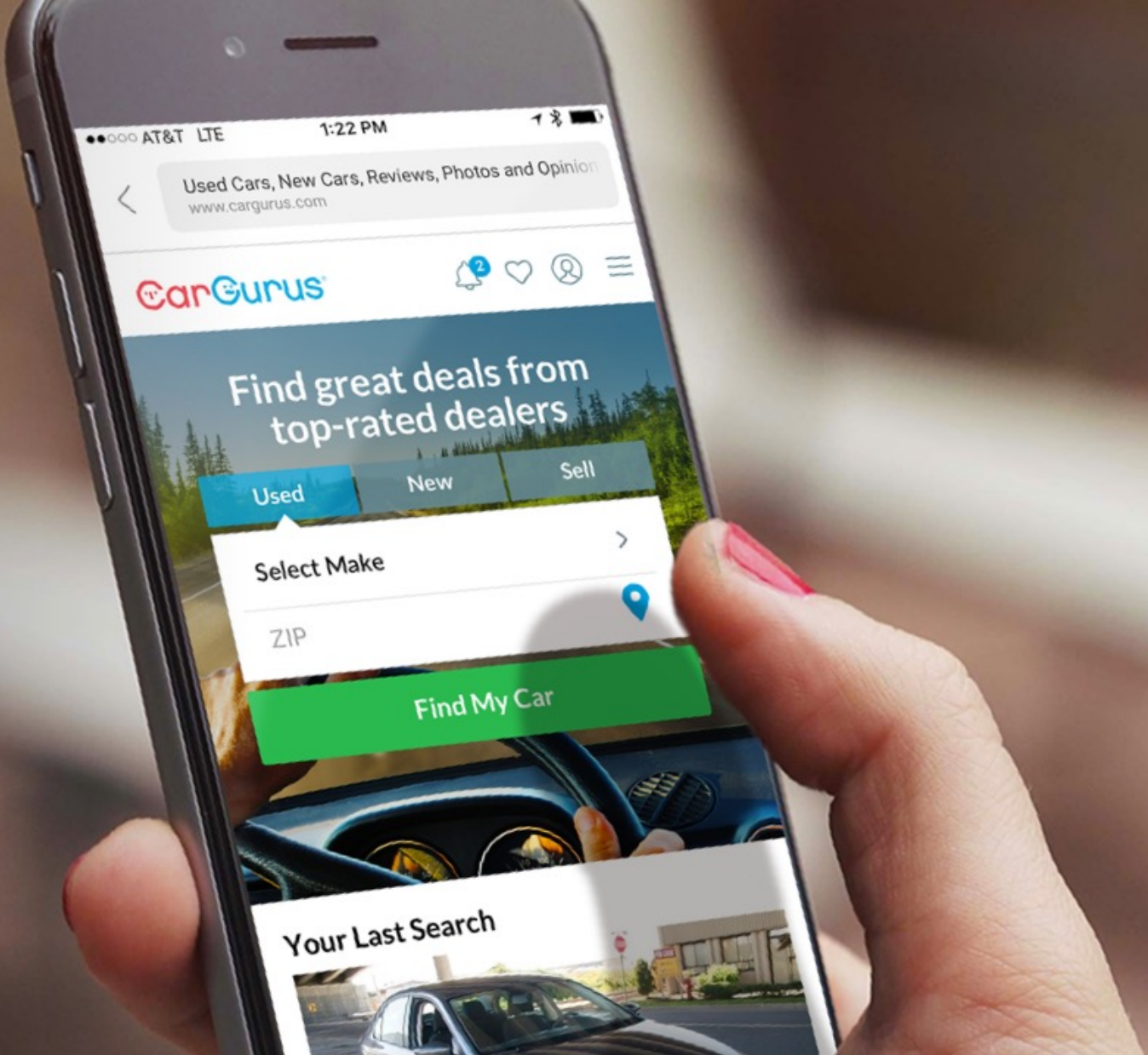


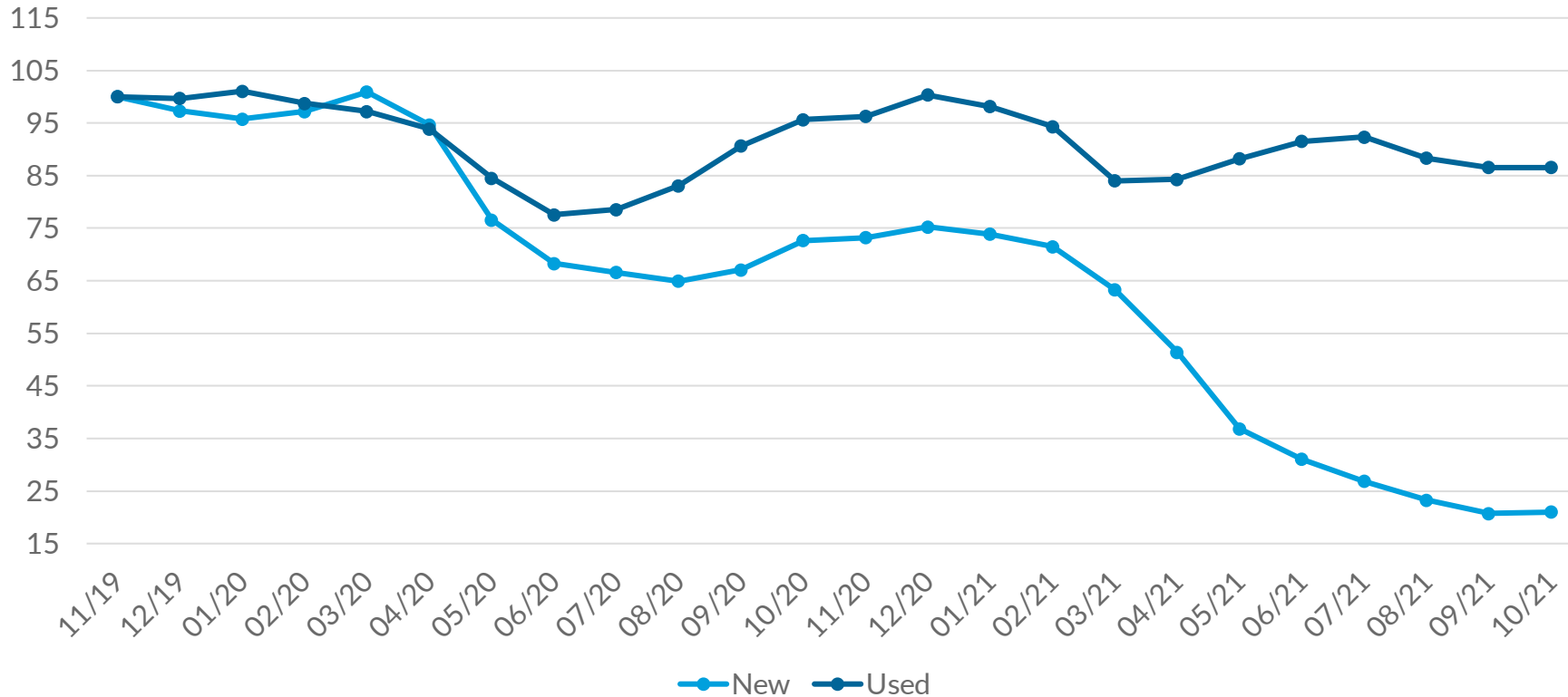
CarGurus Vehicle Availability Index & Insights October 2021



Don't call it a comeback, but new inventory finally increased

After declines all year long, we finally saw an increase in new inventory in October. Used inventory came tantalizingly close to making the month a positive one across the board.

US: CarGurus Vehicle Availability Index*
November 2019 to October 2021



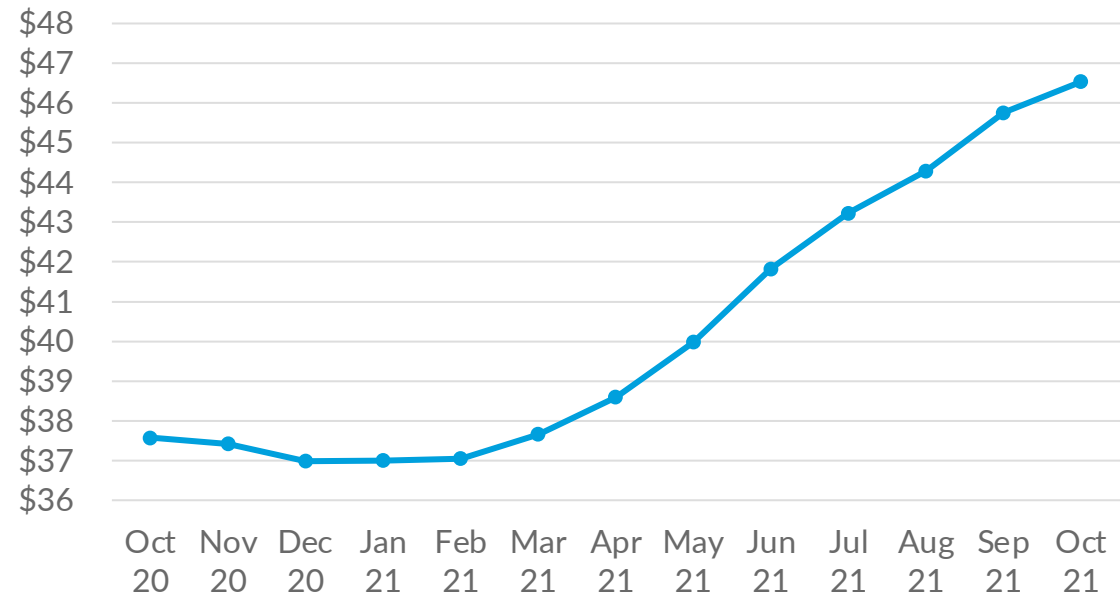
- New inventory finally **increased 1.1%** compared to September and is **down 71.1% YoY**.
- Used inventory continued to see small declines with a **decrease of 0.02%** from September and is **down 9.5% YoY**.

Improving inventory not impacting prices

Increases in new inventory didn't slow down new average listing prices, and used listing prices accelerated again in October after several months of slower growth.

US: Average new vehicle listing price

October 2020 to October 2021 (month end inventory, thousands \$)

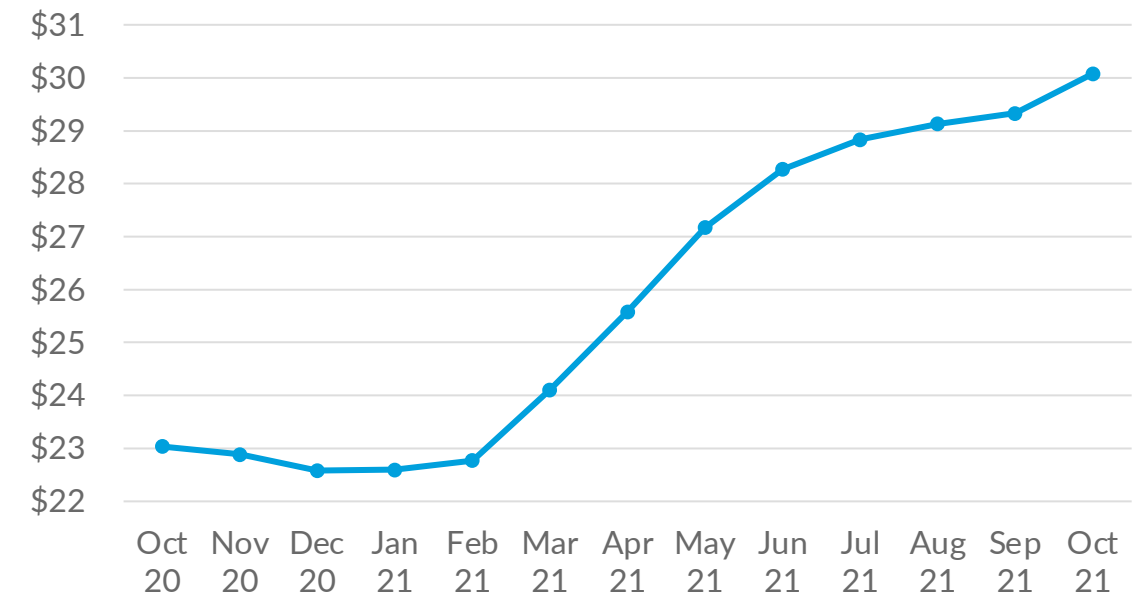


Source: CarGurus

- The average listing price of a new vehicle is up by **1.7%** from September and **23.9% YoY**.

US: Average used vehicle listing price

October 2020 to October 2021 (month end inventory, thousands \$)



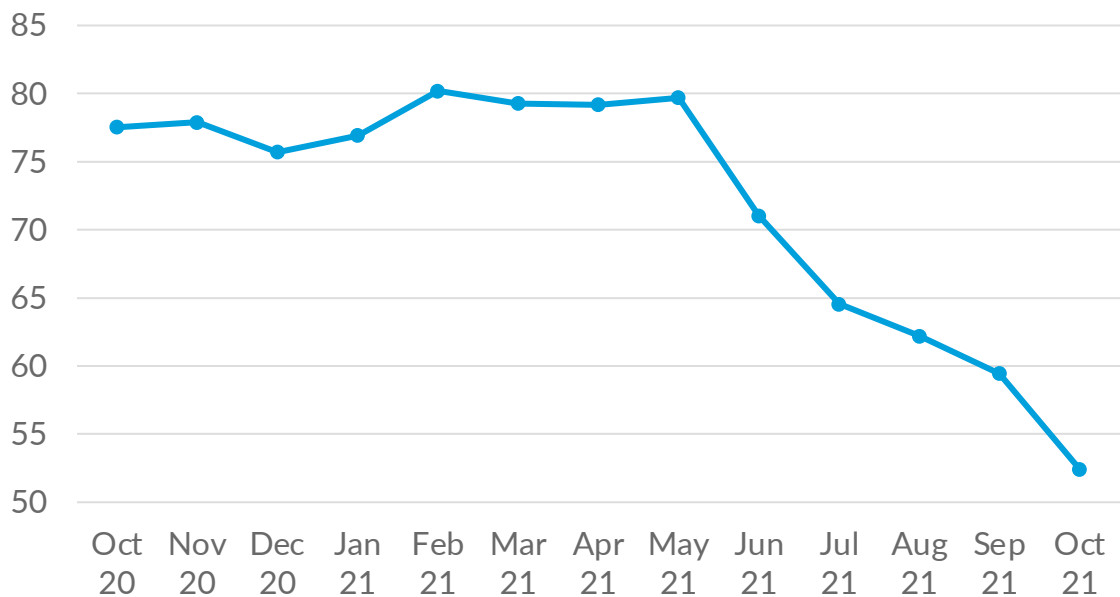
Source: CarGurus

- Used vehicle inventory prices accelerated in October with prices up **2.5%** from September and **30.5% YoY**.

New days-on-market drops

We saw a significant drop in days-on-market for new as consumers snapped up vehicles and plants began to produce more.

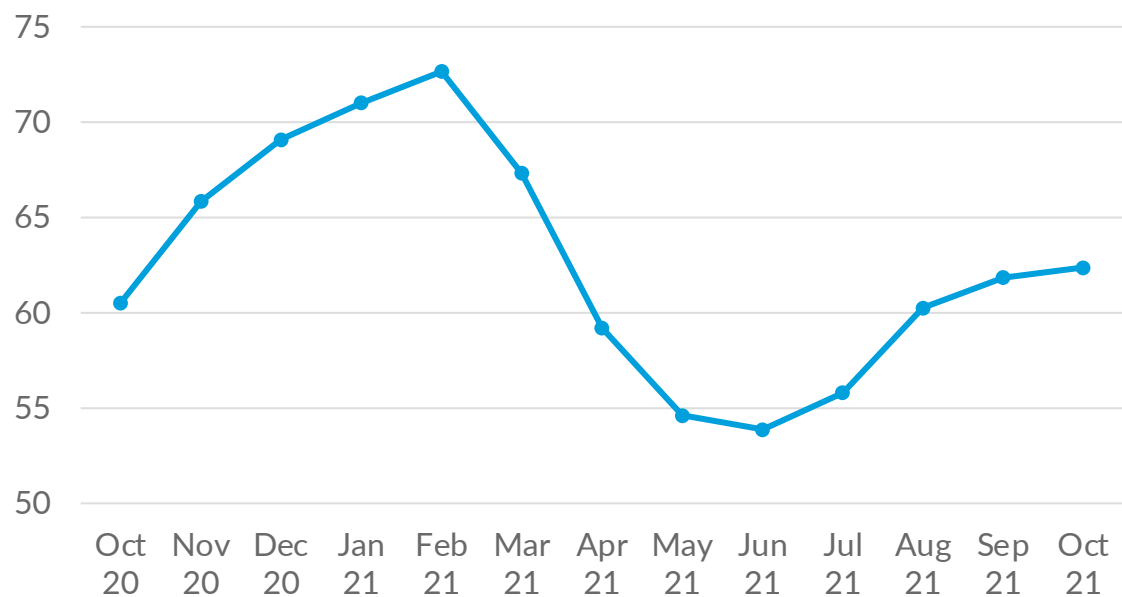
US: New average days on market
October 2020 to October 2021



Source: CarGurus

- The average days-on-market was **down 11.8%** from September and **down 32.4% YoY**.

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



Source: CarGurus

- Seasonal declines in demand are likely behind rising days-on-market with days-on-market **rising 0.8%** from September and **up 3% YoY**.