

# CarGurus Vehicle Availability Index & Insights

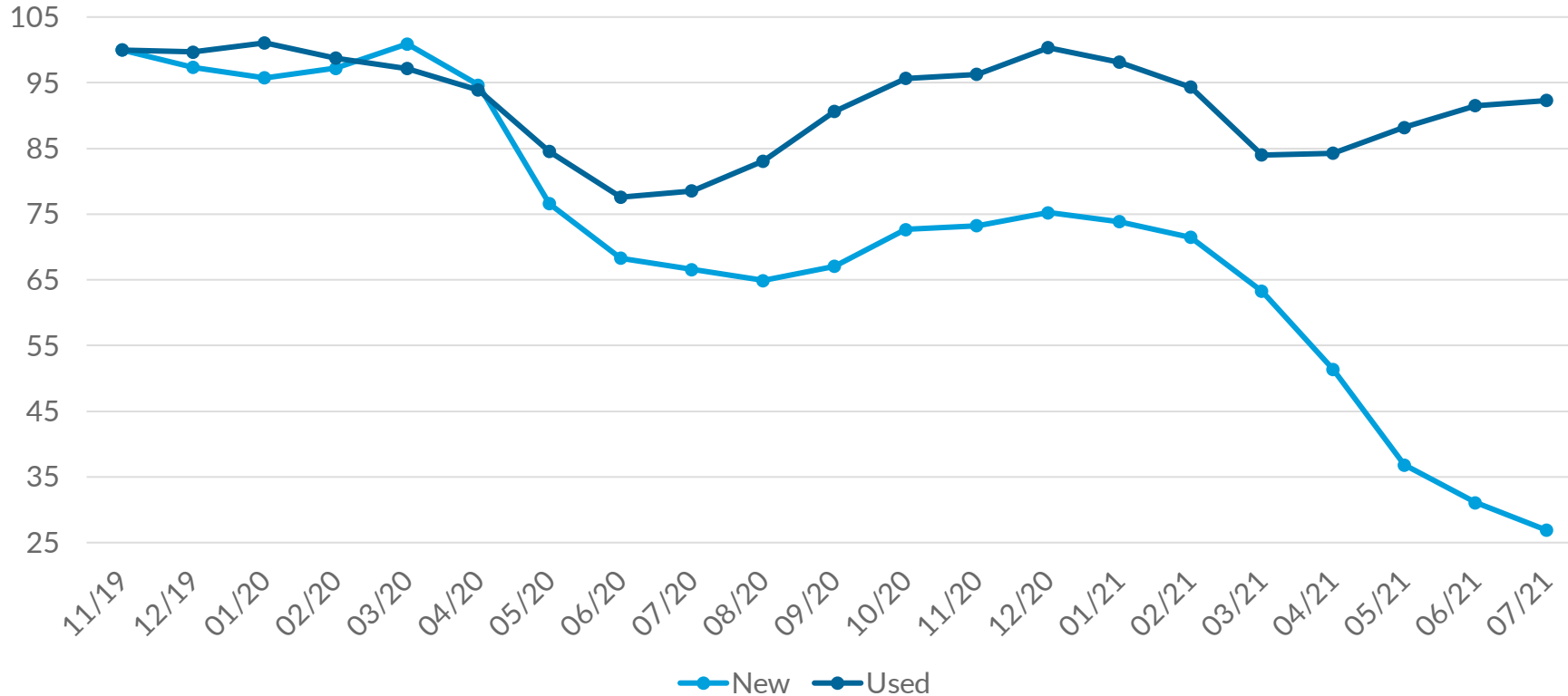
July 2021



# Inventory divergence intensified in July

New inventory continues to sink to further lows as plants have yet to return to full production while used inventory continues to improve, albeit at slower rates due to shrinking new vehicle sales

US: CarGurus Vehicle Availability Index\*  
November 2019 to July 2021



- New inventory **declined 13.5%** compared to June and is **down 59.6% YoY**.
- Used inventory **increased again by 0.9%** from June continues to show signs of recovery **up 17.5% YoY**.

Source: CarGurus

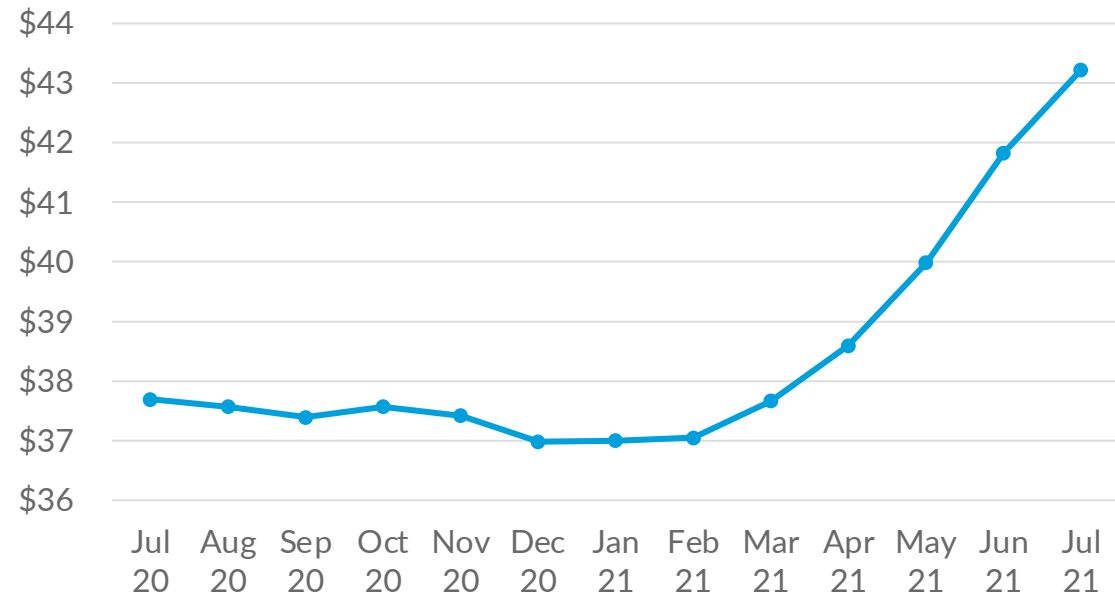
\* Month end dealer inventory/dealer indexed to November 2019

# Tight inventory has new prices picking up pace

Improving inventory levels for used vehicles looks to have moderated prices some while continued declines in new inventory has new prices trending higher

US: Average new vehicle listing price

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

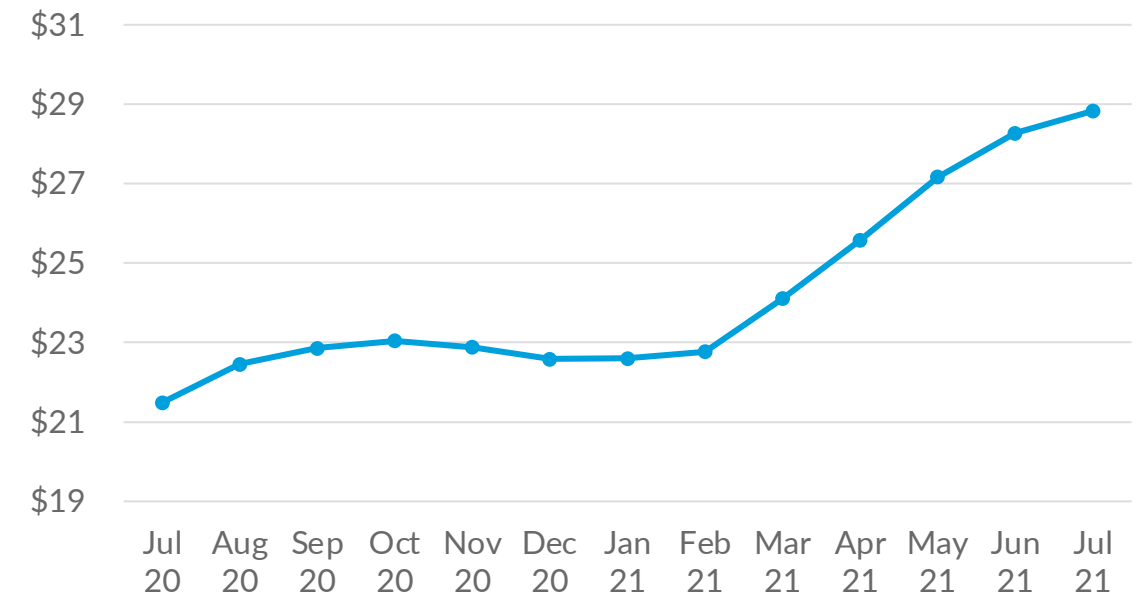


Source: CarGurus

- The average inventory price of a new vehicle **accelerated by 3.3%** from June and is up even higher, **14.7% YoY**.

US: Average used vehicle listing price

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



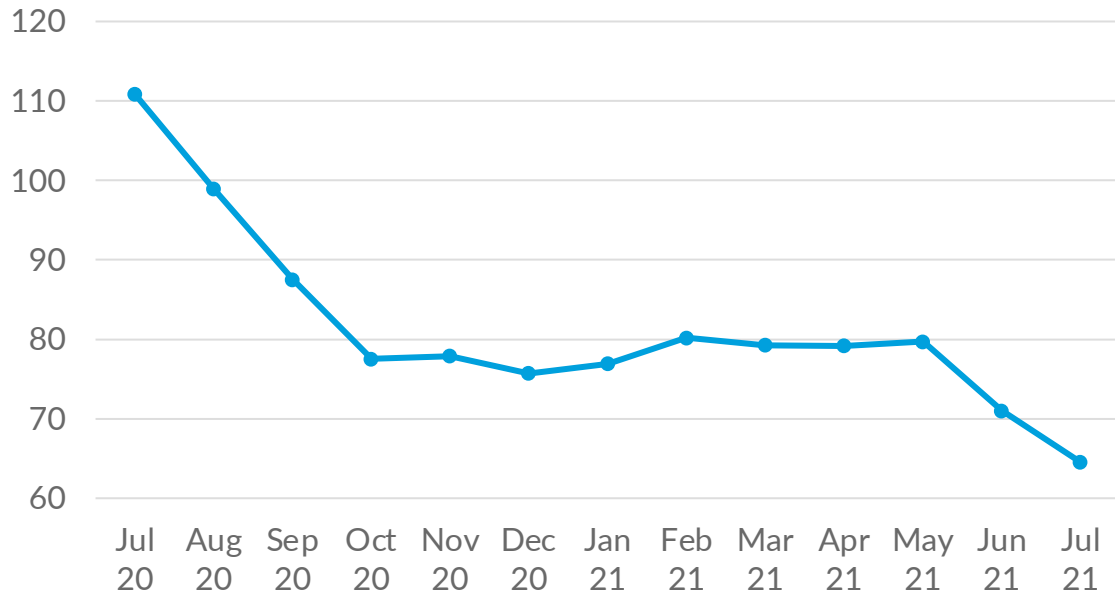
Source: CarGurus

- Used vehicle inventory prices continued to increase in July, however the pace has slowed with prices **up 2%** from June and **34.2% YoY**.

# Tight inventory has new days on market approaching used

Declining inventory levels for new have continued to pull down days on market, while improving used inventory levels have led to a slight increased in used days on market

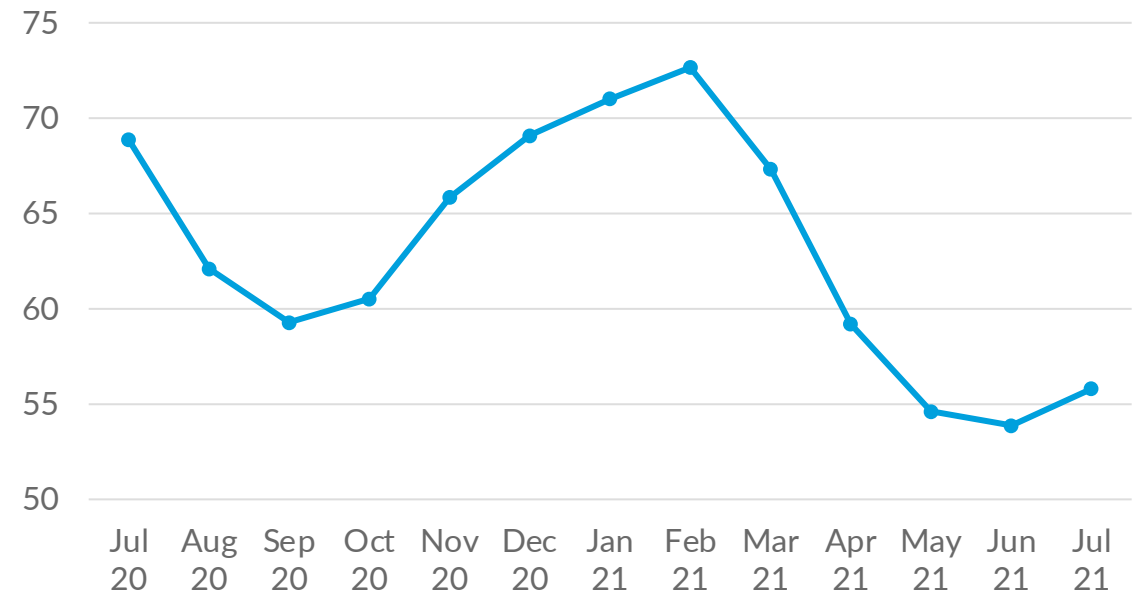
US: New average days on market  
July 2020 to July 2021



Source: CarGurus

- The average days on market was **down 9.1%** from June, and **down 41.8%** from COVID impacted figures YoY.

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



Source: CarGurus

- The improving inventory levels for used saw days on market **increase by 3.6%** from June, while levels were still **down 19% YoY**.