



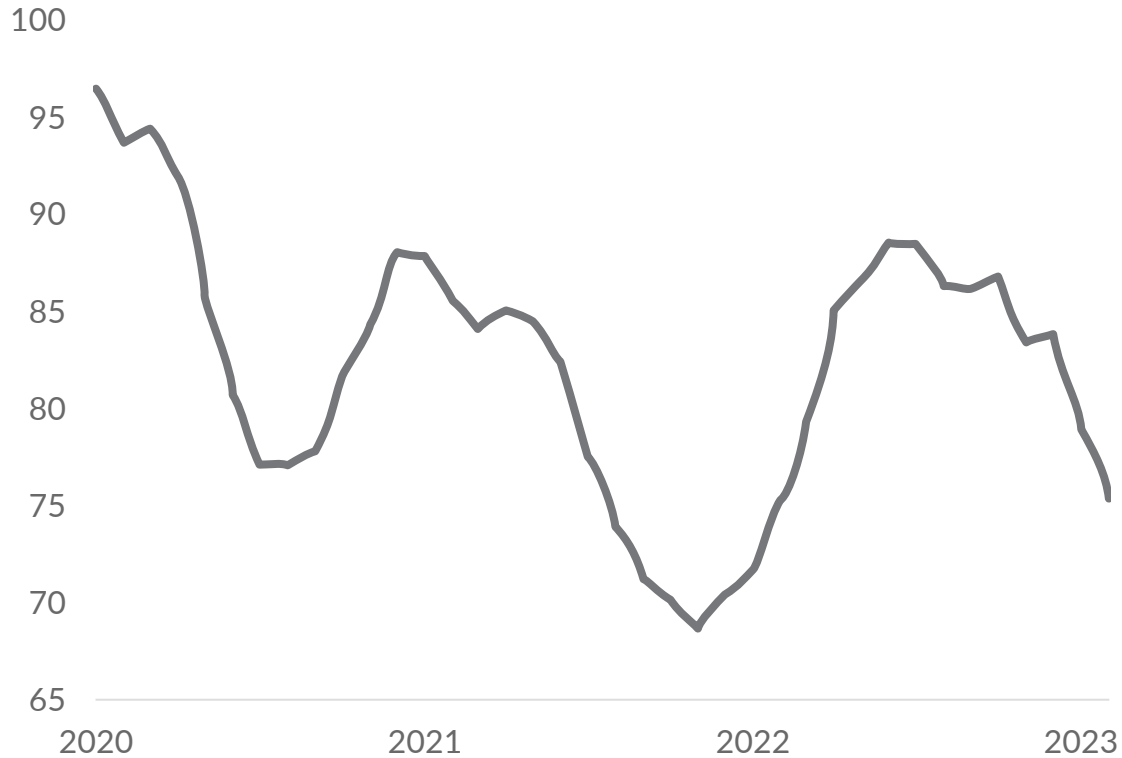
CarGurus Canada Vehicle Availability Index & Insights

February 2023

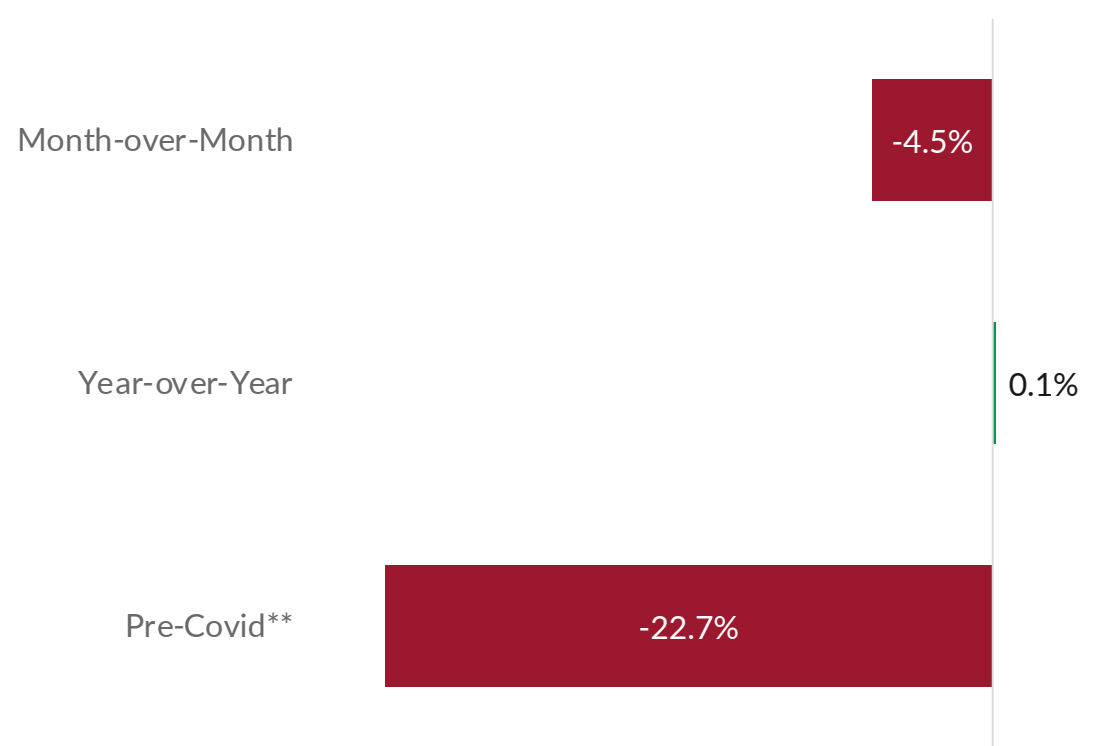
Used insights

Used inventory effectively flat year-over-year

Canada: CarGurus Used Vehicle Availability Index*
January 2020 to February 2023



Canada: CarGurus Used Vehicle Availability Index Variances
Relative to February 2023

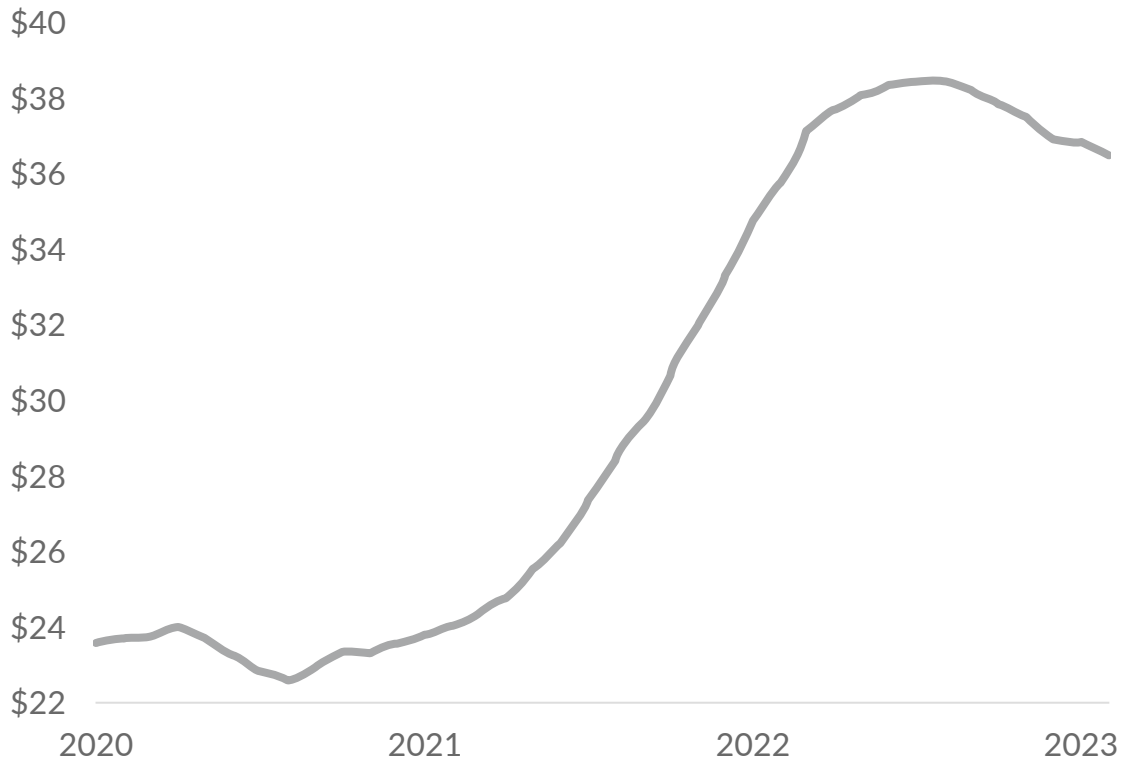


Source: CarGurus

* Month end dealer inventory/dealers indexed to November 2019 **Average of Pre-COVID index readings

Used prices continue to slowly decline

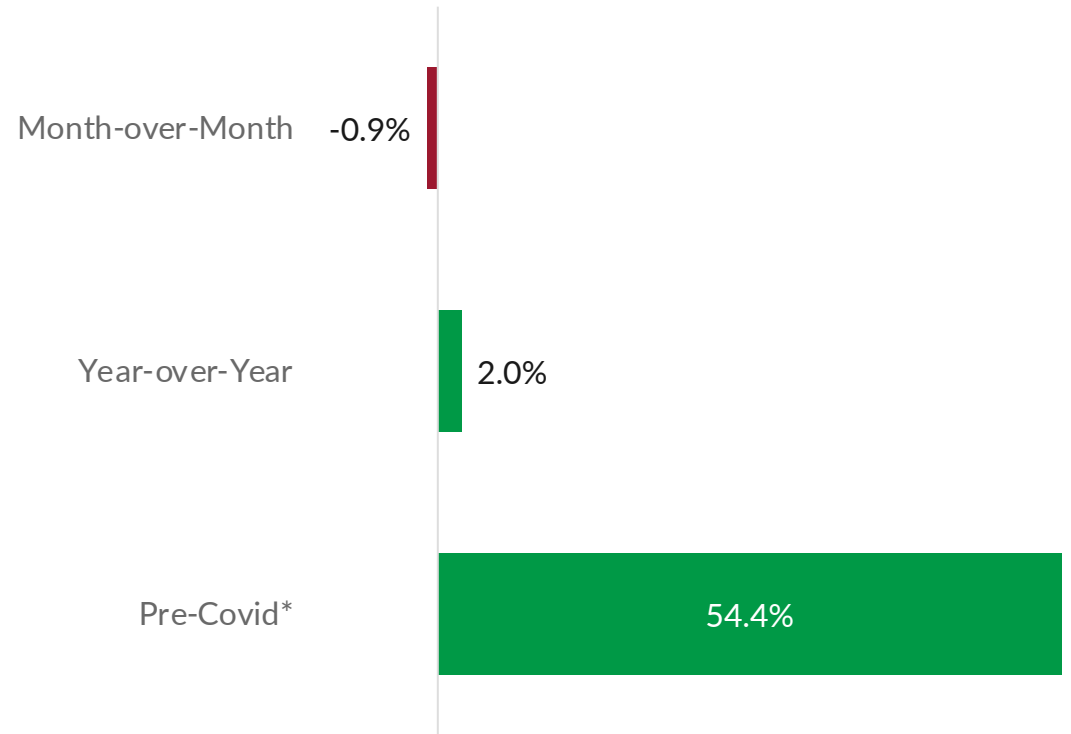
Canada: Average used vehicle listing price
January 2020 to February 2023 (month end inventory, thousands Can\$)



Source: CarGurus

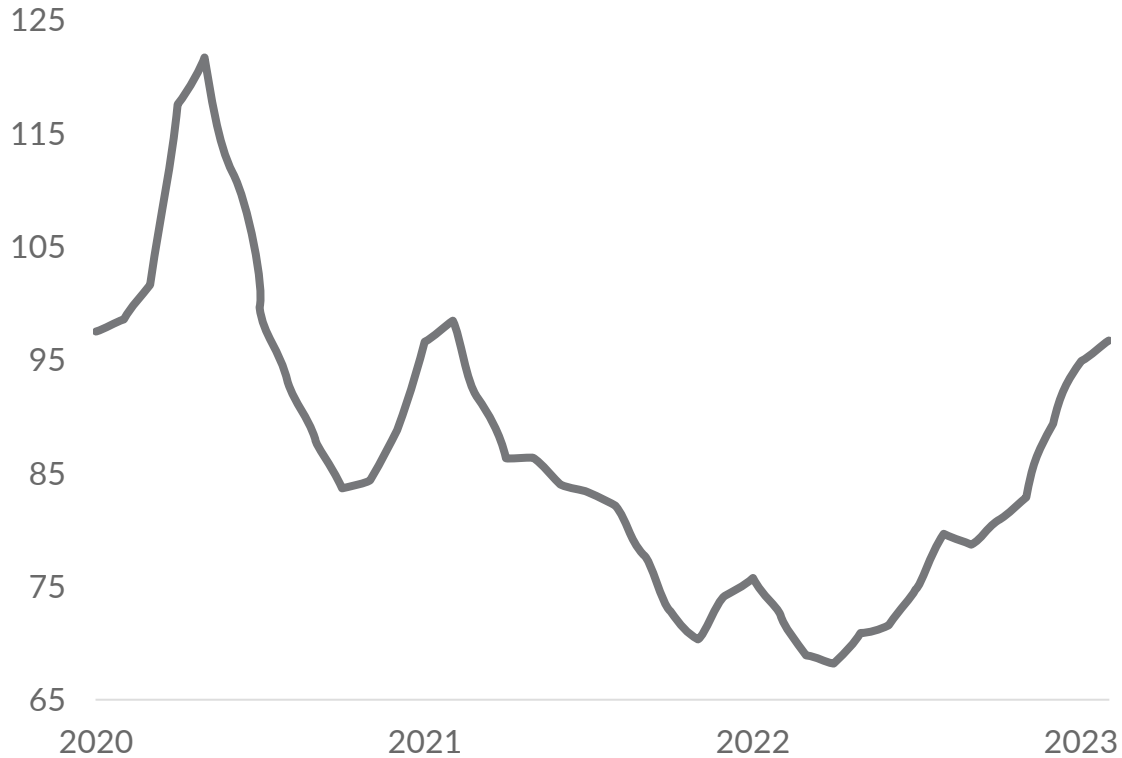
*Average of Pre-COVID average listing prices

Canada: Average used vehicle listing price
Relative to February 2023

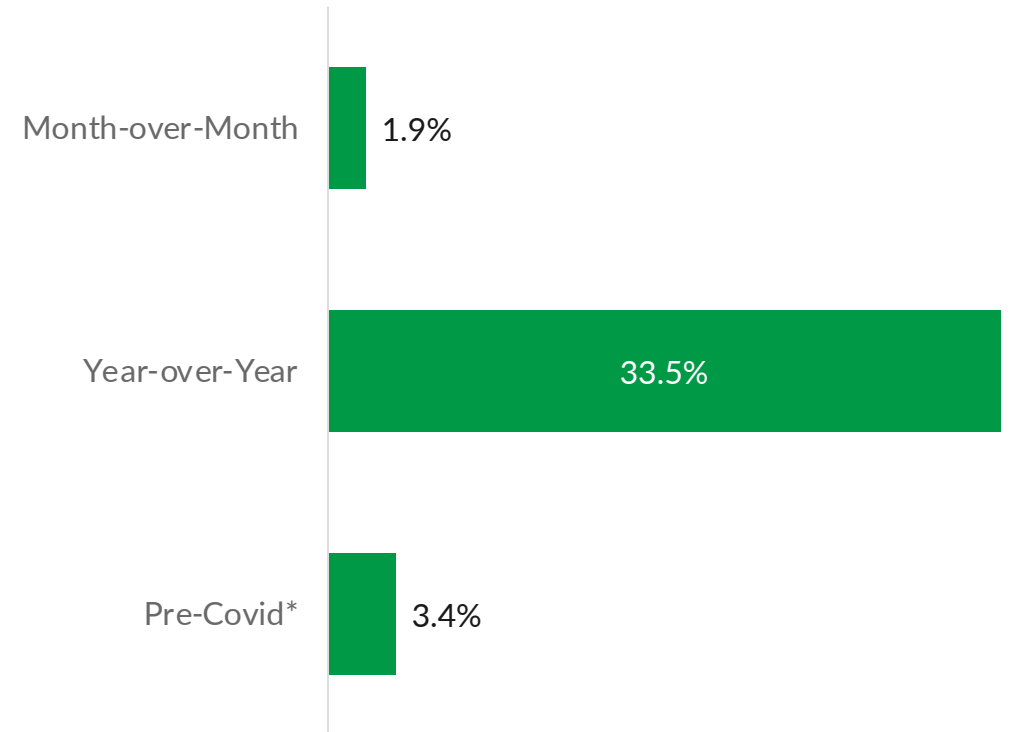


Days-on-market crept higher last month

Canada: Used average days-on-market
January 2020 to February 2023



Canada: Used average days-on-market
Relative to February 2023



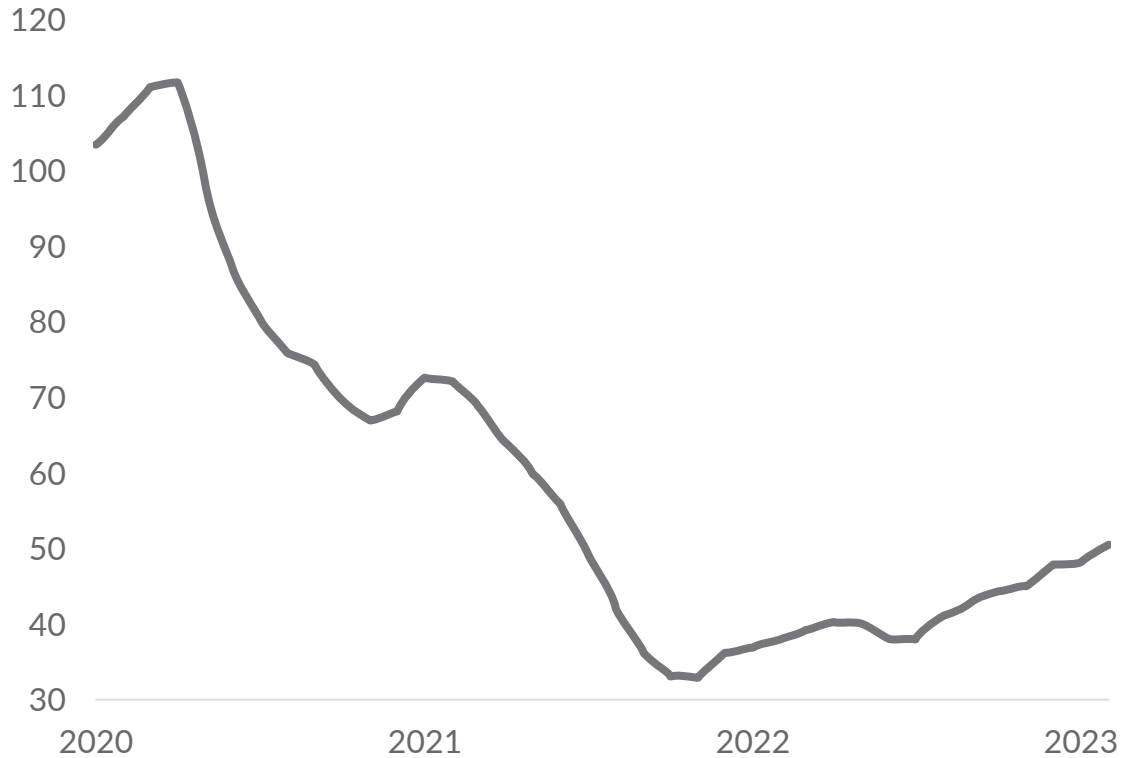
Source: CarGurus

*Average of Pre-COVID days-on-market

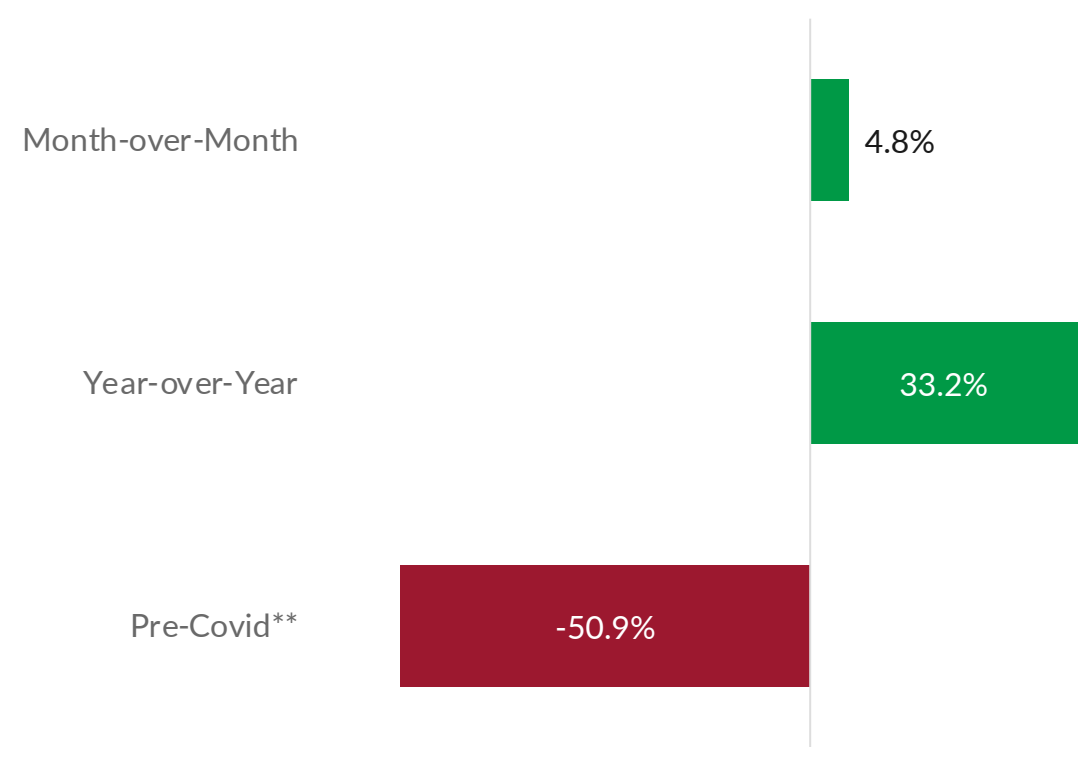
New vehicle insights

New inventory levels continue to rebound, up 33% YoY

Canada: CarGurus New Vehicle Availability Index*
January 2020 to February 2023



Canada: CarGurus New Vehicle Availability Index Variances
Relative to February 2023

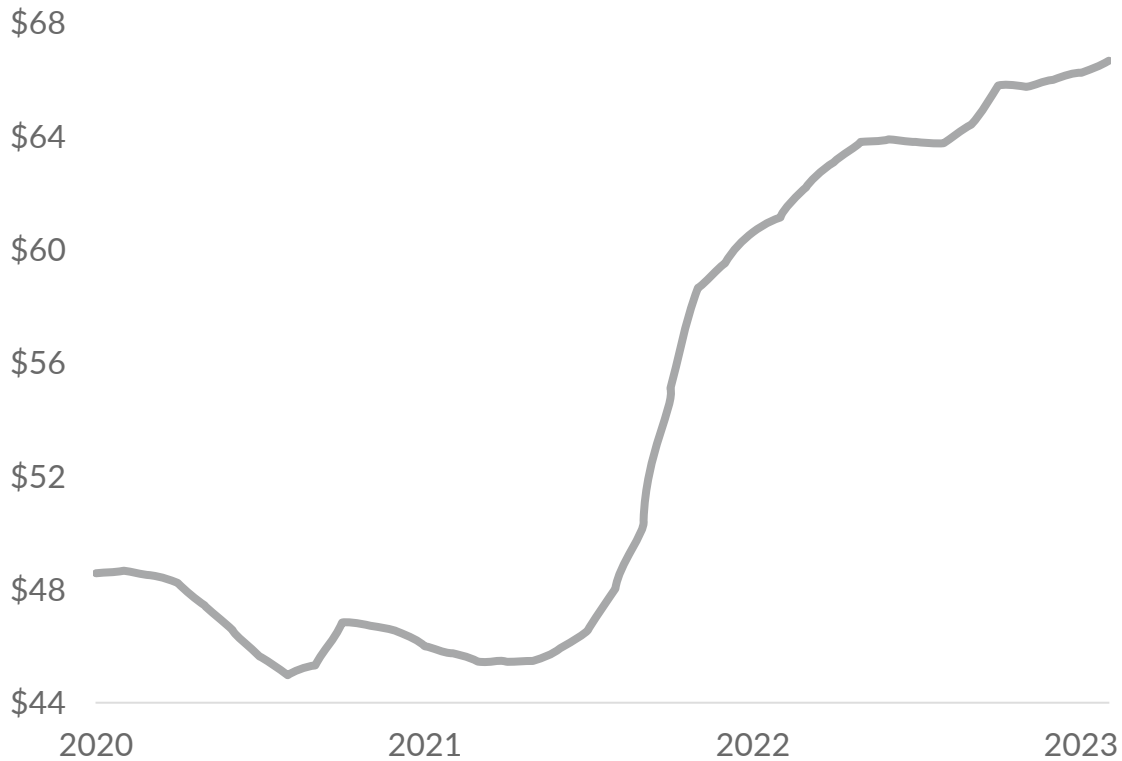


Source: CarGurus

* Month end dealer inventory/dealers indexed to November 2019 **Average of Pre-COVID index readings

New prices continue to rise

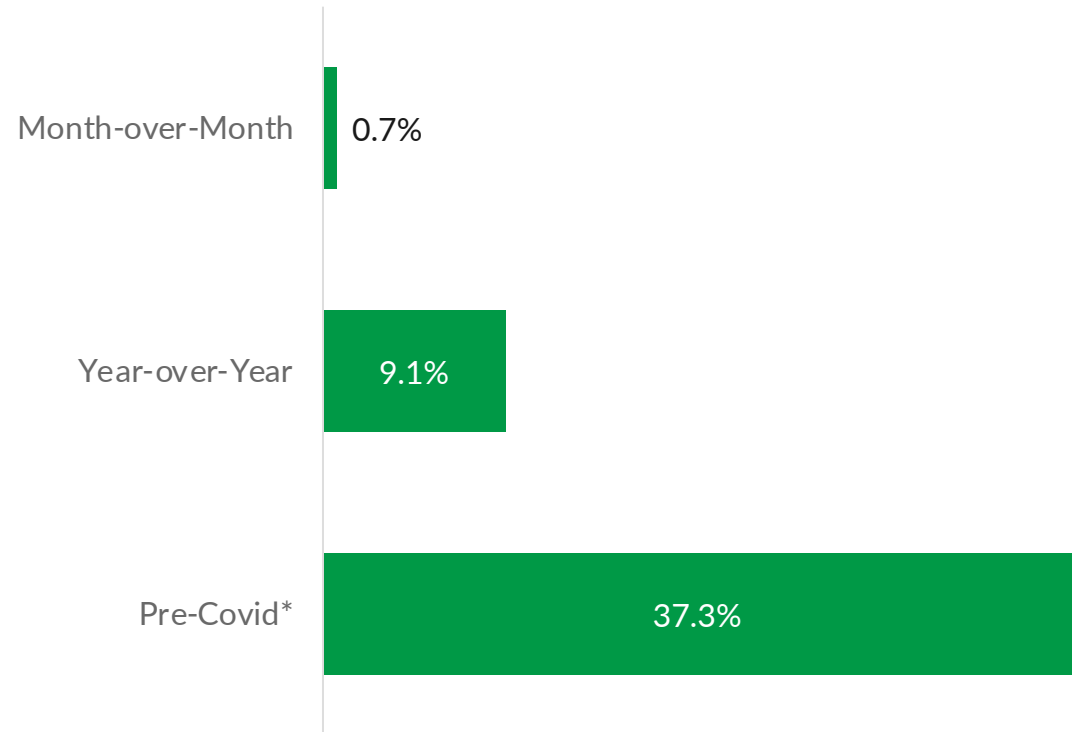
Canada: Average new vehicle listing price
January 2020 to February 2023 (month end inventory, thousands Can\$)



Source: CarGurus

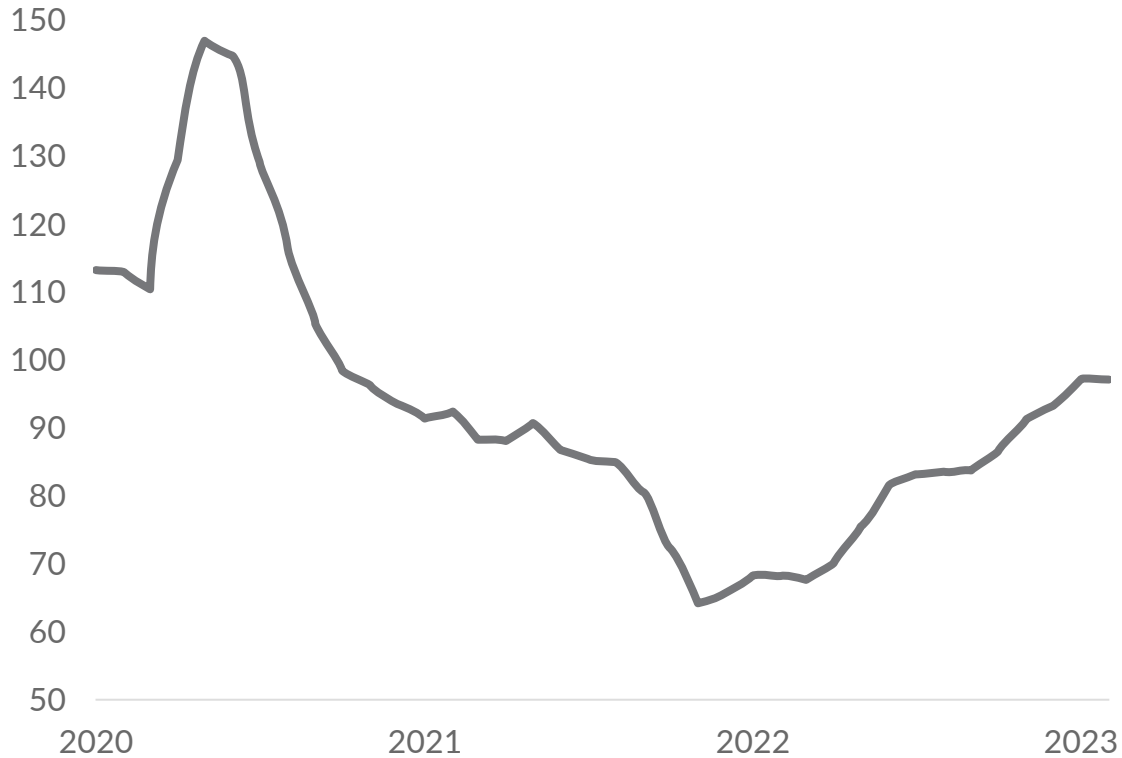
*Average of Pre-COVID average listing prices

Canada: Average new vehicle listing price
Relative to February 2023

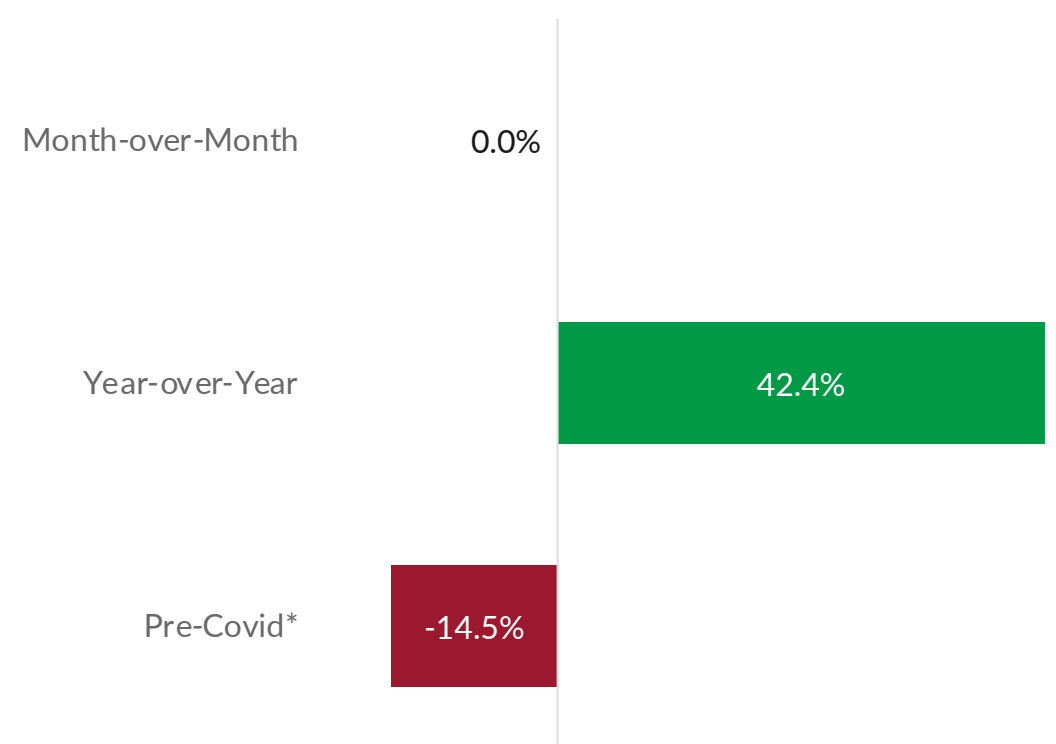


Days-on-market flat for new inventory in February

Canada: New average days-on-market
January 2020 to February 2023



Canada: New average days-on-market
Relative to February 2023



Source: CarGurus

*Average of Pre-COVID days-on-market

About this Presentation

This presentation contains estimates and other statistical data, including those relating to our industry and the market in which we operate, that we have obtained or derived from internal data and external sources, including industry publications and reports, as well as other publicly available information prepared by a number of third-parties. These external data sources generally indicate that they have obtained their information from sources believed to be reliable, but do not guarantee the accuracy and completeness of their information. This information involves a number of assumptions and limitations, and you are cautioned not to give undue weight to these estimates, as there is no assurance that any of them will be reached. Based on our experience, we believe that these third-party studies and industry publications and reports are reliable and that the conclusions contained therein are reasonable. In addition, you are cautioned not to rely on our extrapolations of internal data and external sources as these are estimates involving a number of assumptions and limitations, which we are unable to ensure will be reached.

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