

CarGurus Canada Vehicle Availability Index & Insights

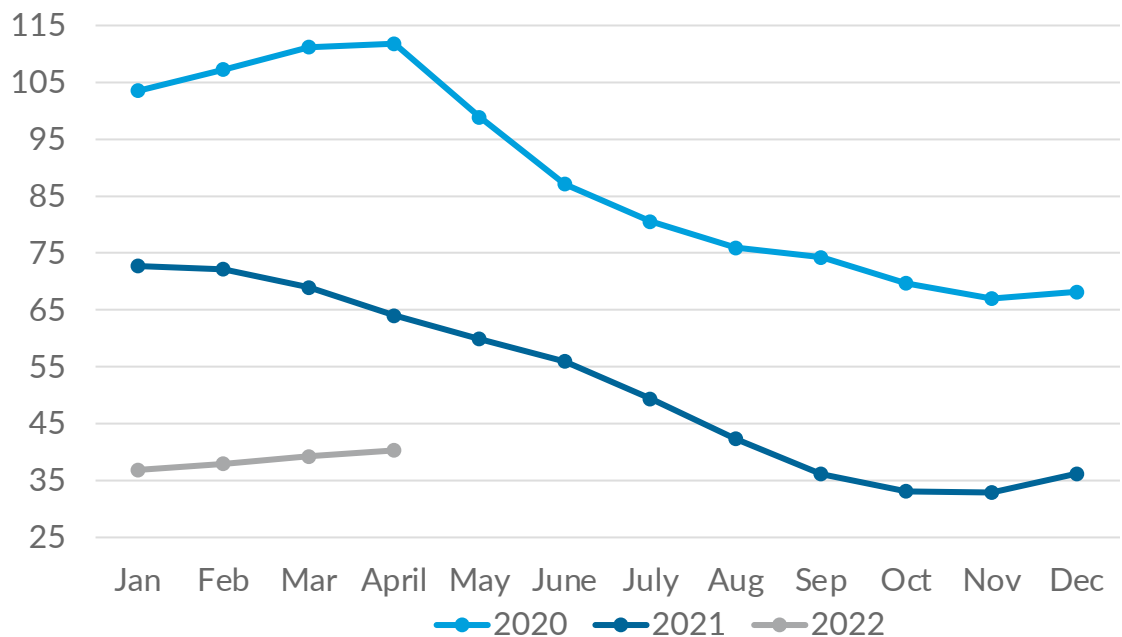
April 2022



Inventory levels continued to improve in April

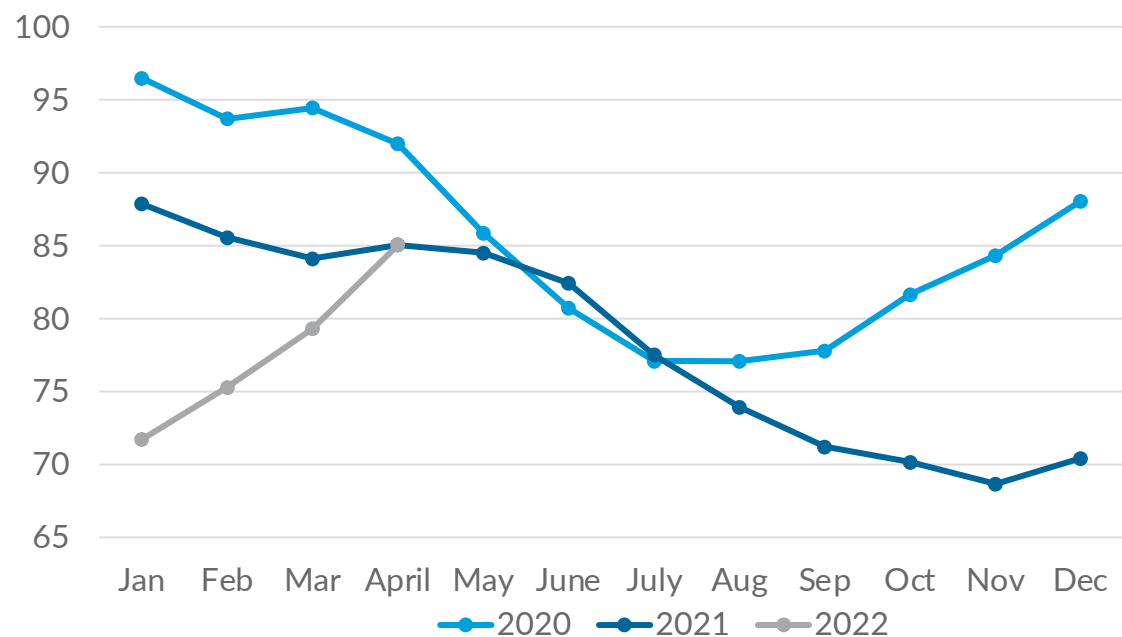
Even with improvement, new inventory levels remains far below their levels last year, and used levels are effectively flat compared to 2021 levels.

Canada : CarGurus New Vehicle Availability Index*
January 2020 to April 2022



New inventory **increased 2.7%** compared to March but remains **down 37.1% YoY**.

Canada : CarGurus Used Vehicle Availability Index*
January 2020 to April 2022



Used inventory **increased 7.2%** from March and is effectively flat year-over-year (**down 0.002%**).

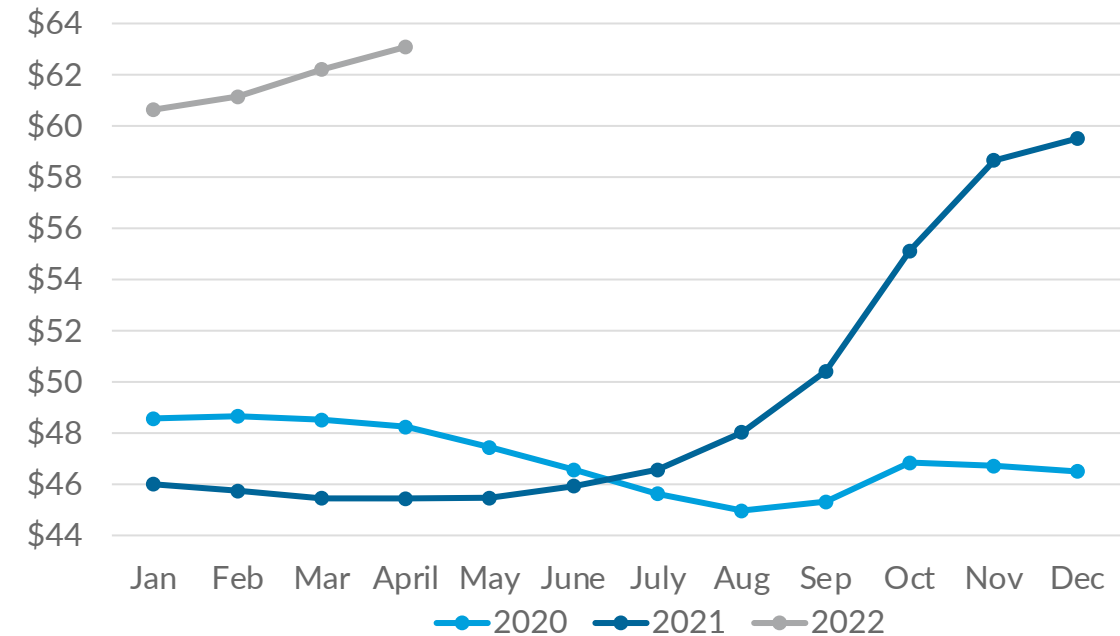
Source: CarGurus

* Month end dealer inventory/dealer indexed to November 2019

Improving inventory not slowing price growth

Even with inventory levels improving for new & used, both vehicle types saw further growth in prices in April, although the rate of growth is slowing.

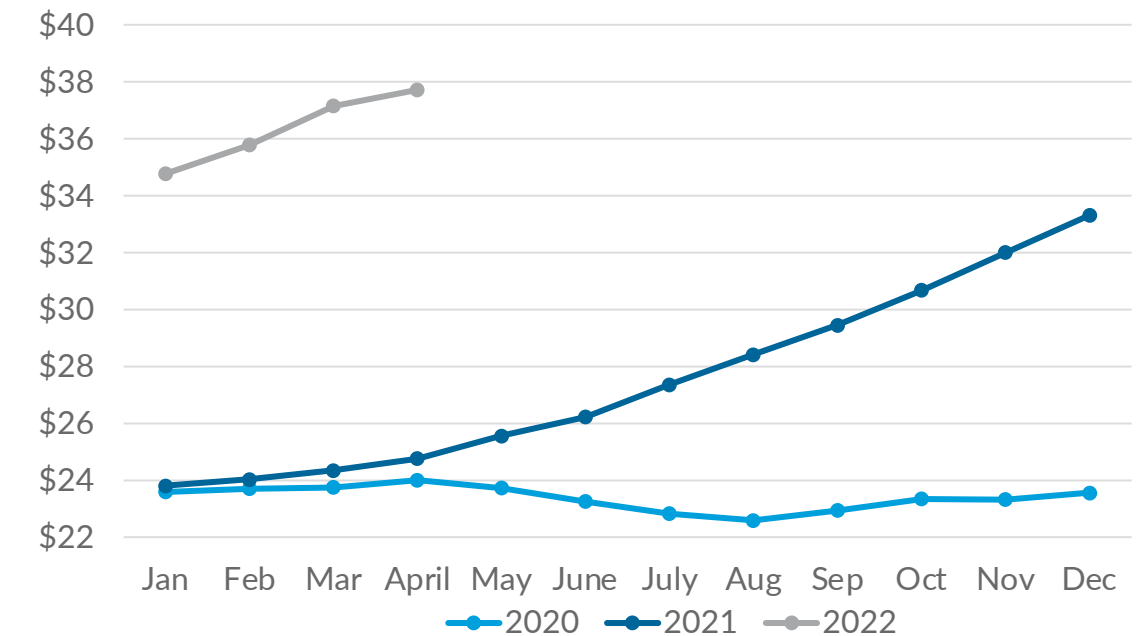
Canada: Average new vehicle listing price
January 2020 to April 2022 (month end inventory, thousands Can\$)



The average listing price of a new vehicle is up **1.4%** from March and **38.8% YoY**.

Source: CarGurus

Canada: Average used vehicle listing price
January 2020 to April 2022 (month end inventory, thousands Can\$)

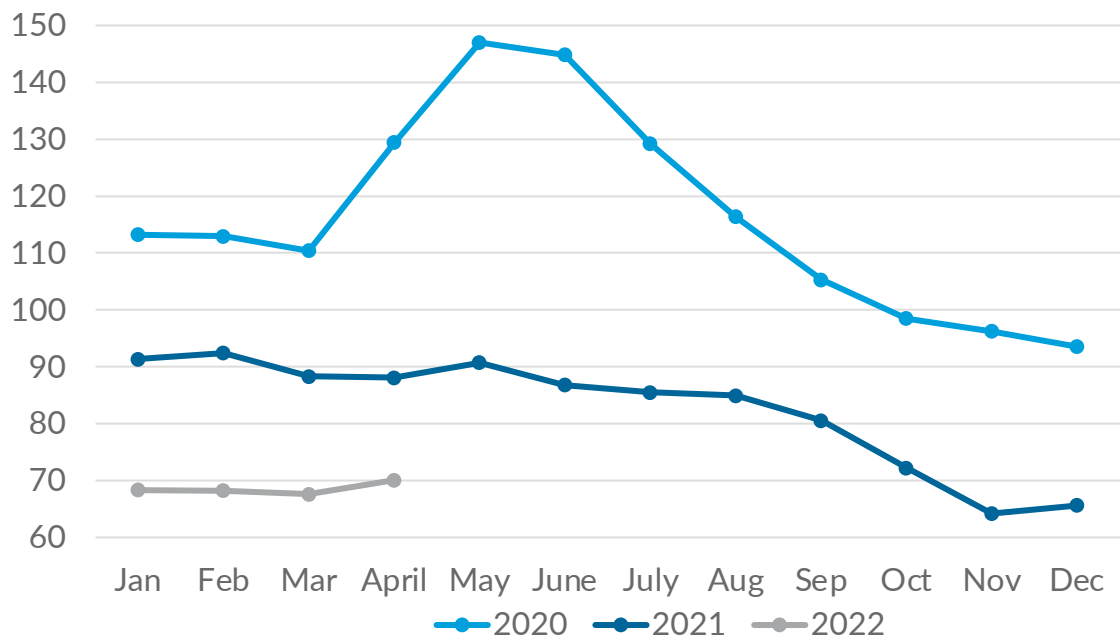


Used average listing prices are up **1.5%** from March and **52.3% YoY**.

Days-on-market remain far below historical figures

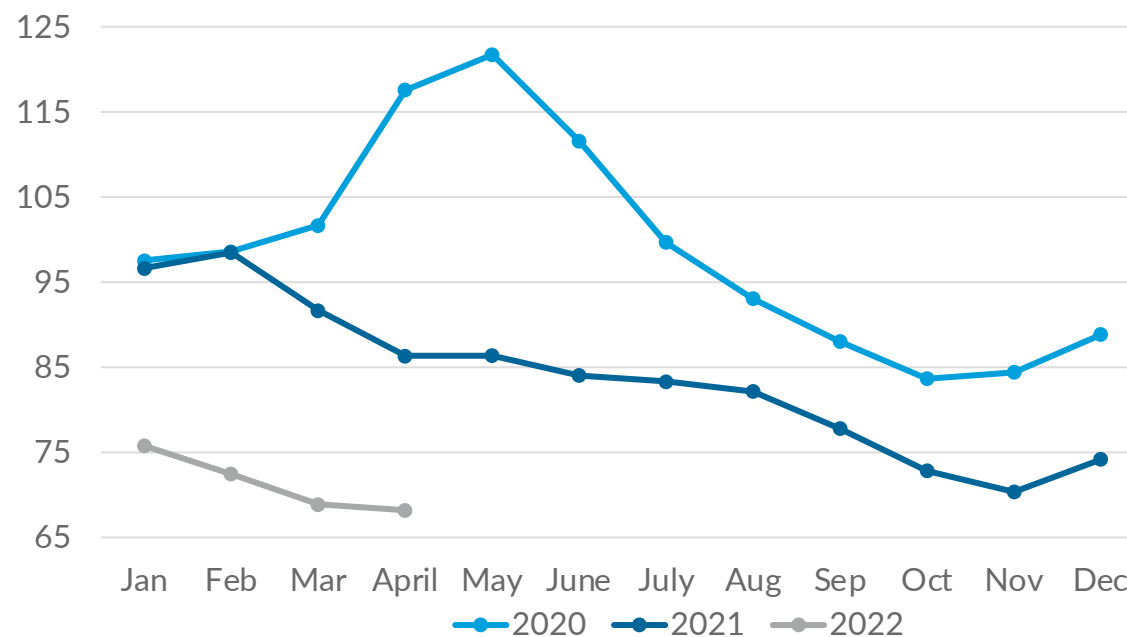
Improving inventory levels led to a small increase in average new days-on-market, while used quantities saw a slight decline. Both remain lower than their 2020 and 2021 numbers.

Canada : New average days-on-market
January 2020 to April 2022



The average days-on-market was **up 3.6%** from March and **down 20.5% YoY**.

Canada : Used average days-on-market
January 2020 to April 2022



Used days-on-market **decreased 1.0%** from March and was **down 21.0% YoY**.