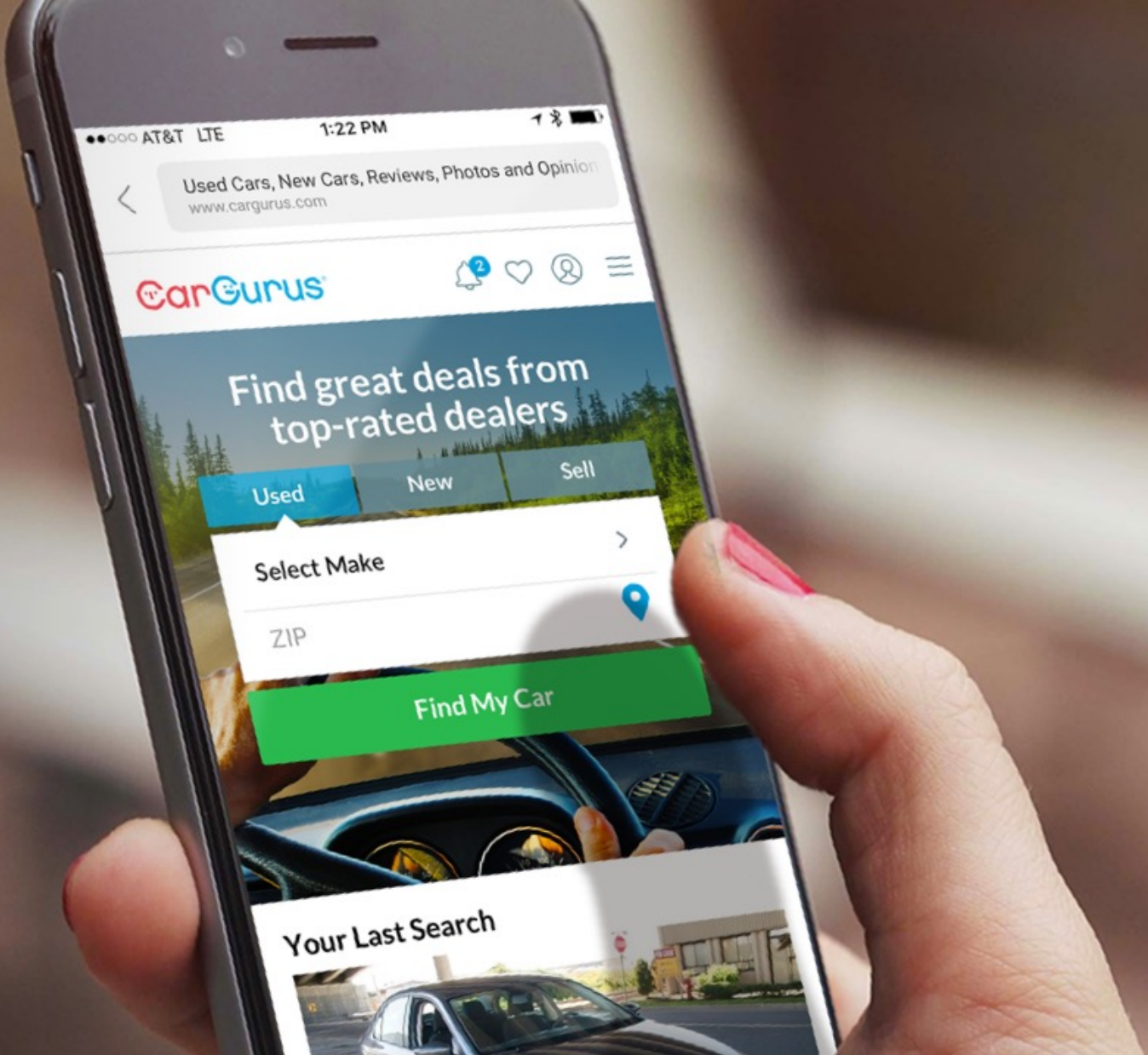


CarGurus Canada Vehicle Availability Index & Insights

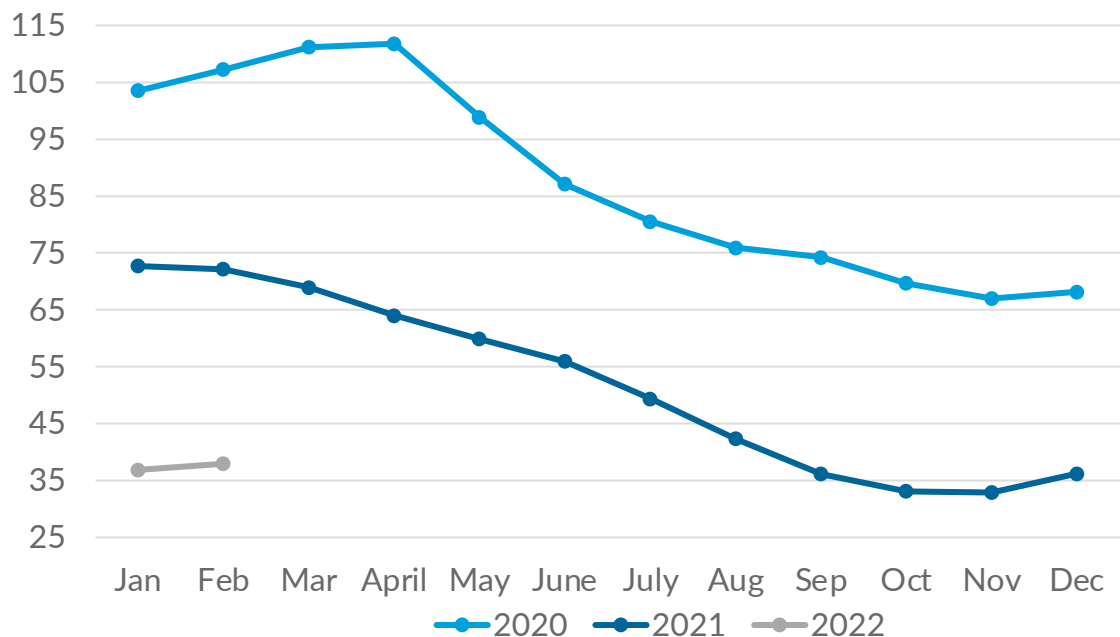
February 2022



Inventory levels improved slightly in February

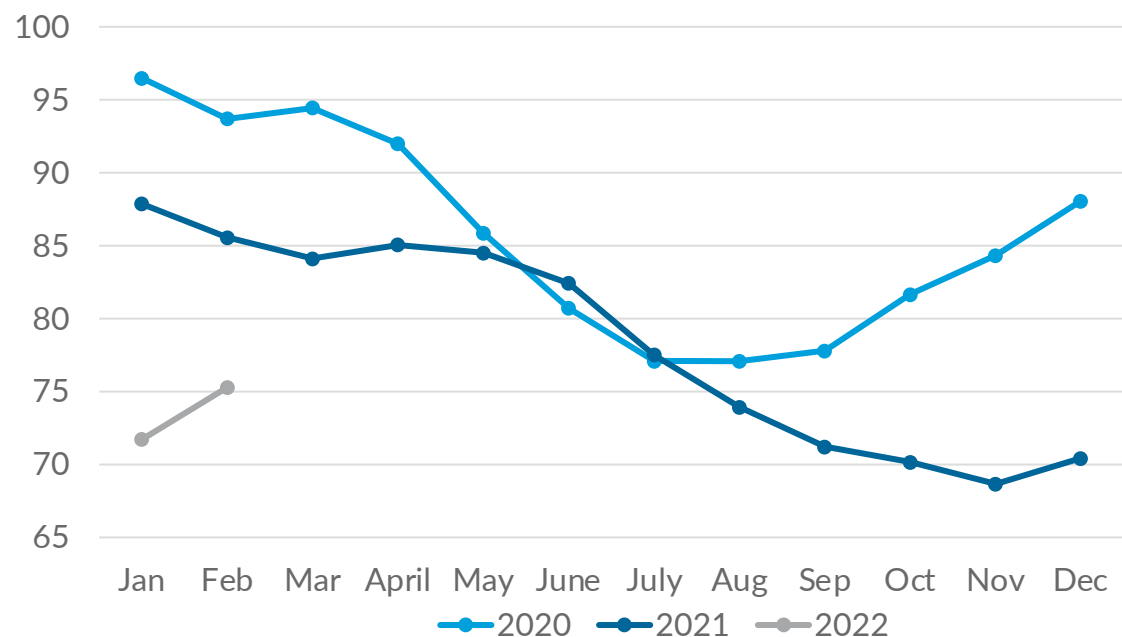
Both new and used inventory saw some modest improvement over the past month – however, they remain significantly below levels from last year.

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



New inventory **increased 2.9%** compared to January but remains **down 47.4% YoY**.

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



Used inventory **increased 5%** from January but is **down 12% YoY**.

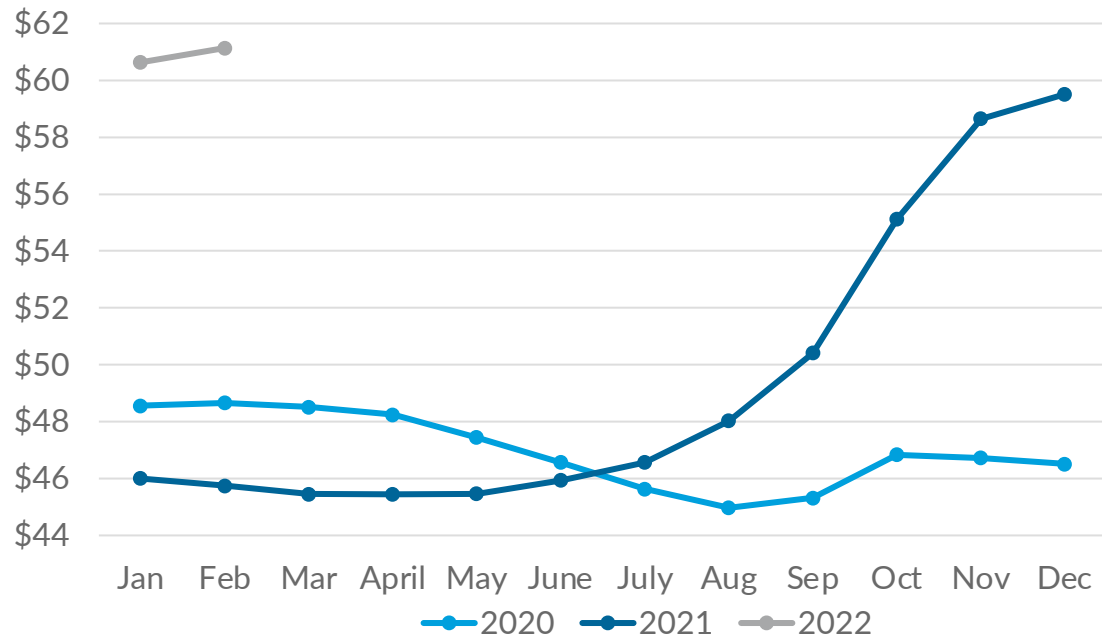
Source: CarGurus * Month end dealer inventory/dealer indexed to November 2019

Improving inventory didn't impact prices

While inventory levels improved slightly in February, there was no commensurate relief in prices as both new and used rose.

Canada: Average new vehicle listing price

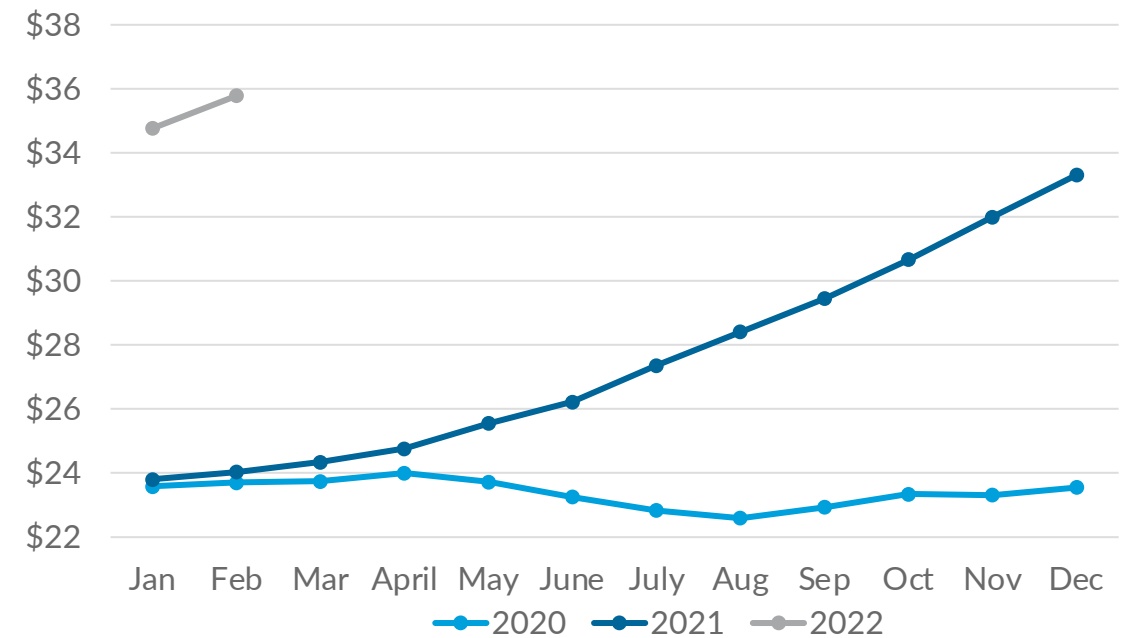
January 2020 to February 2022 (month end inventory, thousands Can\$)



The average listing price of a new vehicle is up **0.8%** from January and **33.7% YoY**.

Canada: Average used vehicle listing price

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



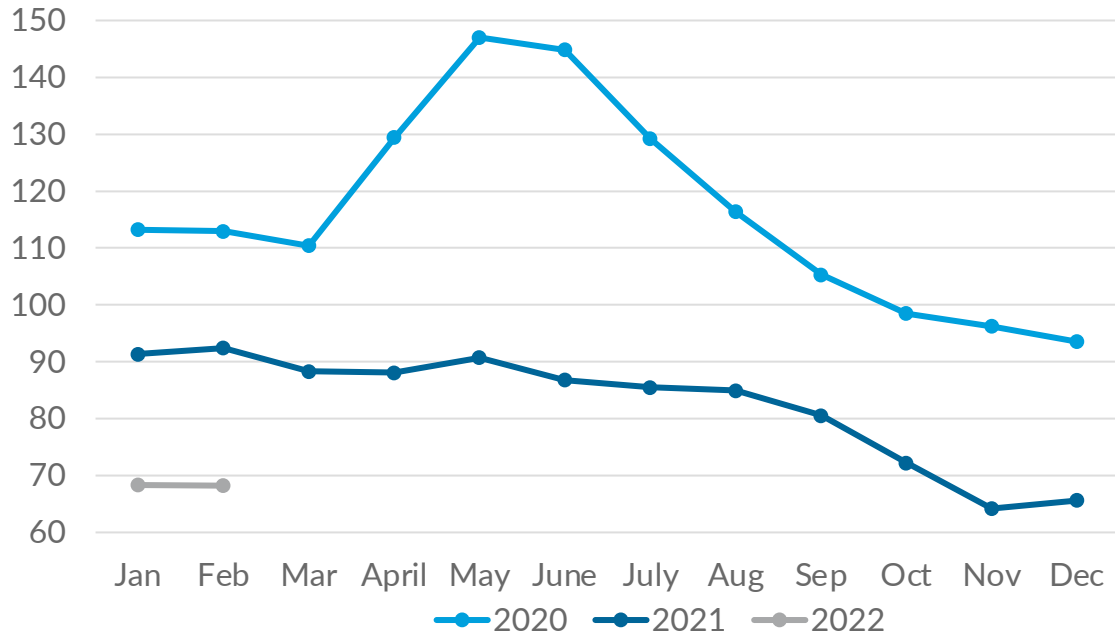
Used average listing prices are up **2.9%** from January and **48.9% YoY**.

Source: CarGurus

Vehicles continue to sit for less time

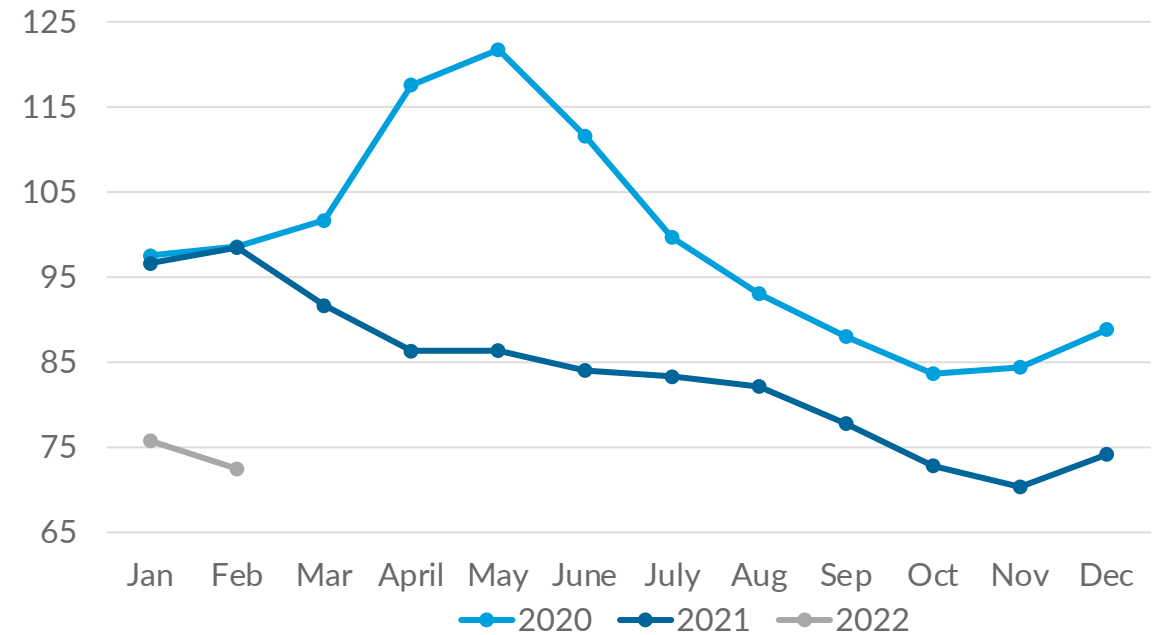
Even with improving inventory levels, vehicles continued to sit for less time compared to January, and days-on-market is down over 26% for both new and used year-over-year.

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



The average days-on-market was **down 0.2%** from January and **down 26.2% YoY**.

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



Used days-on-market **decreased 4.3%** from January and **was down 26.4% YoY**.

Source: CarGurus