

CarGurus Canada Vehicle Availability Index & Insights

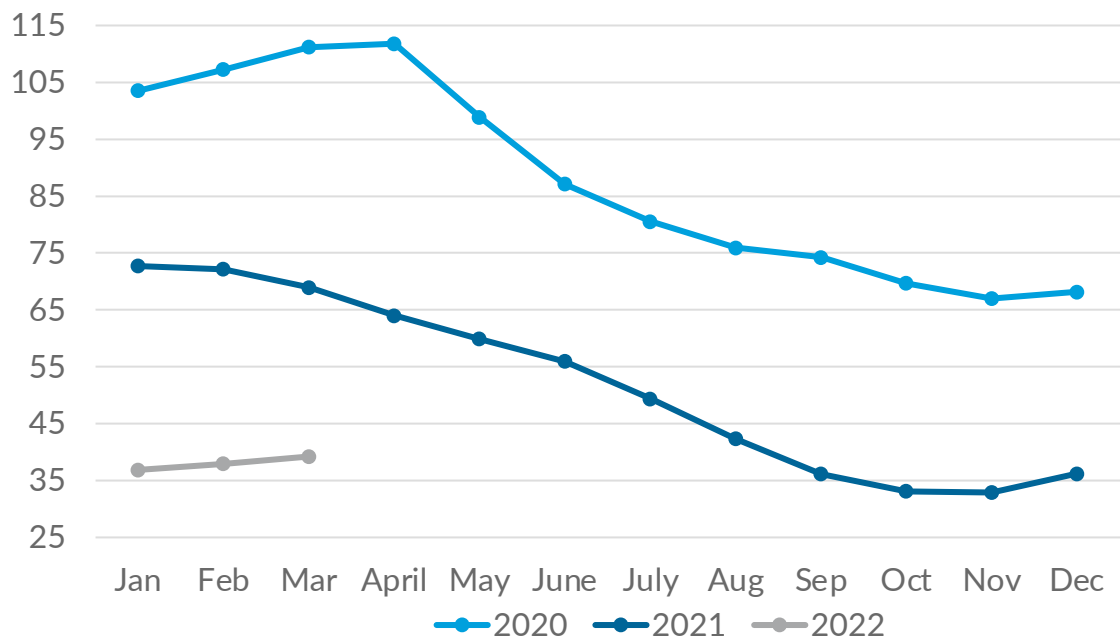
March 2022



Inventory levels improve, but additional room remains

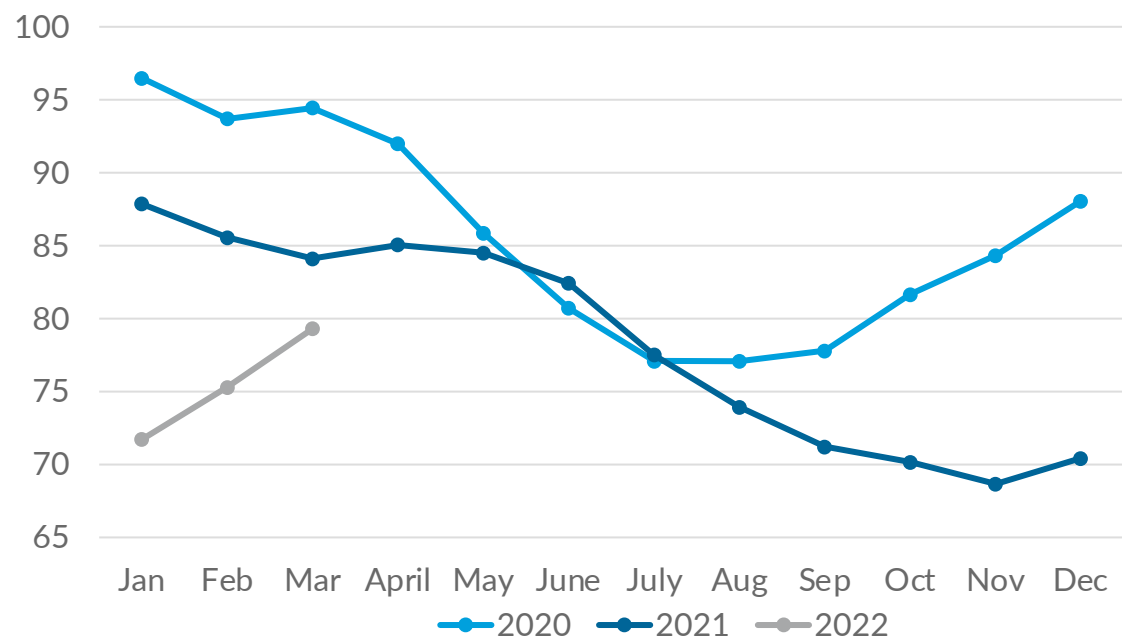
Inventory levels are rebounding at price levels at or above average listing prices, but significant room for growth remains at lower prices

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



New inventory **increased 3.3%** compared to February but remains **down 43.1% YoY**.

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



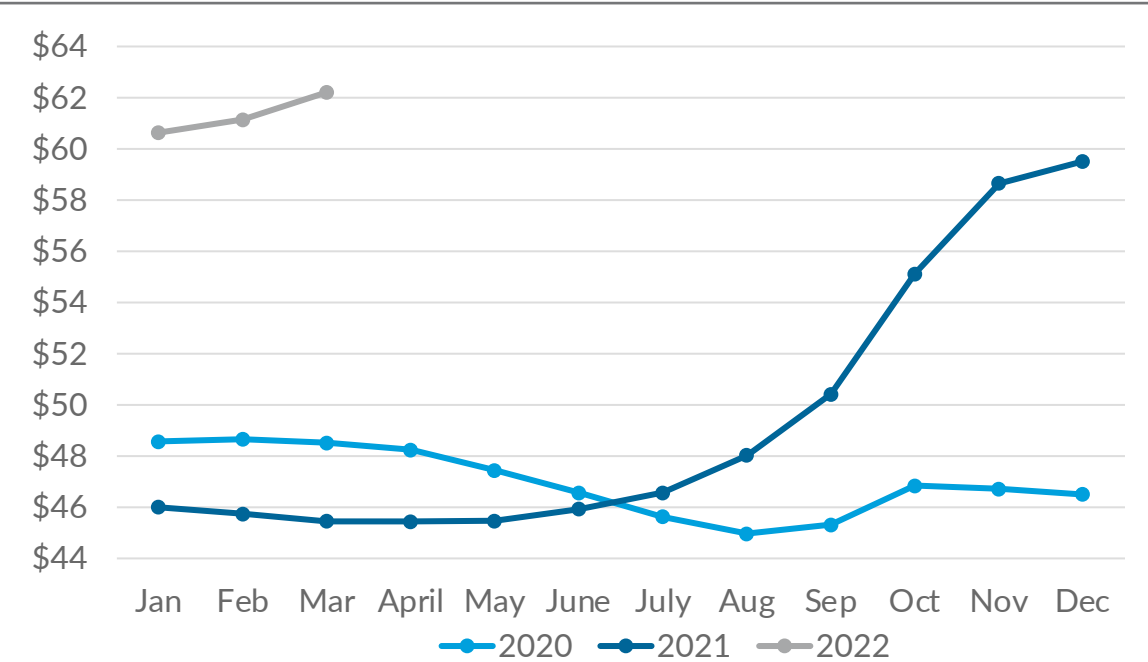
Used inventory **increased 5.3%** from February but is **down 5.7% YoY**.

Average prices growing as higher-priced inventory sits

Average listing prices for both new and used continued to grow in March as high-priced inventory increased and lower-priced inventory continued to shrink

Canada: Average new vehicle listing price

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

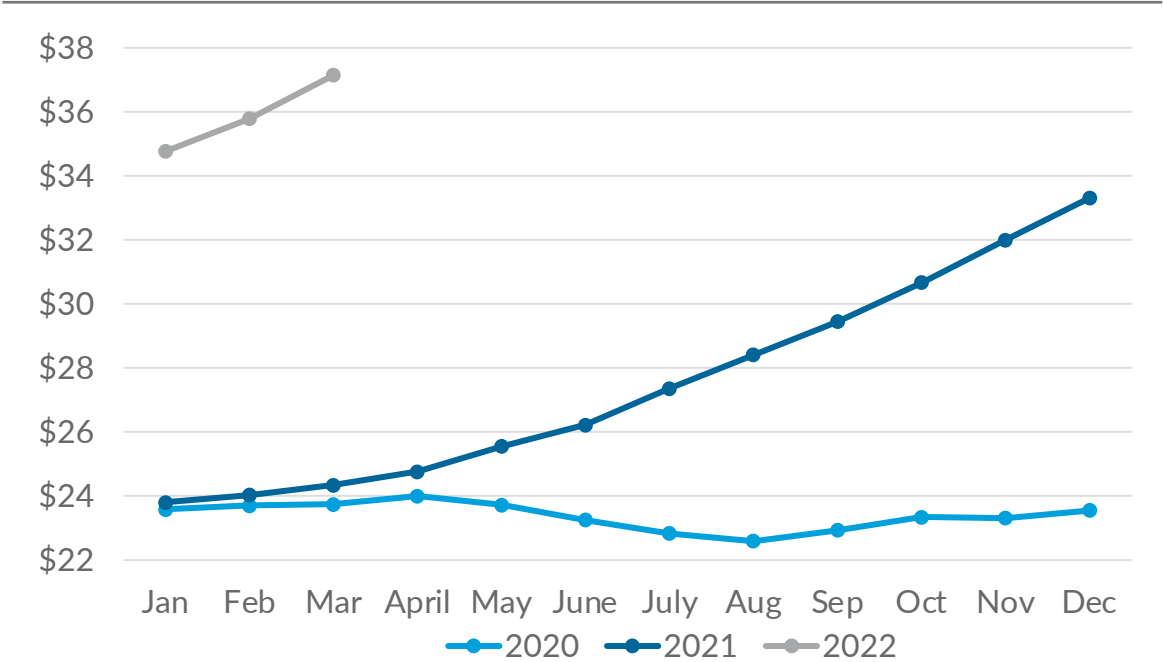


The average listing price of a new vehicle is up **1.8%** from February and **36.9% YoY**.

Source: CarGurus

Canada: Average used vehicle listing price

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

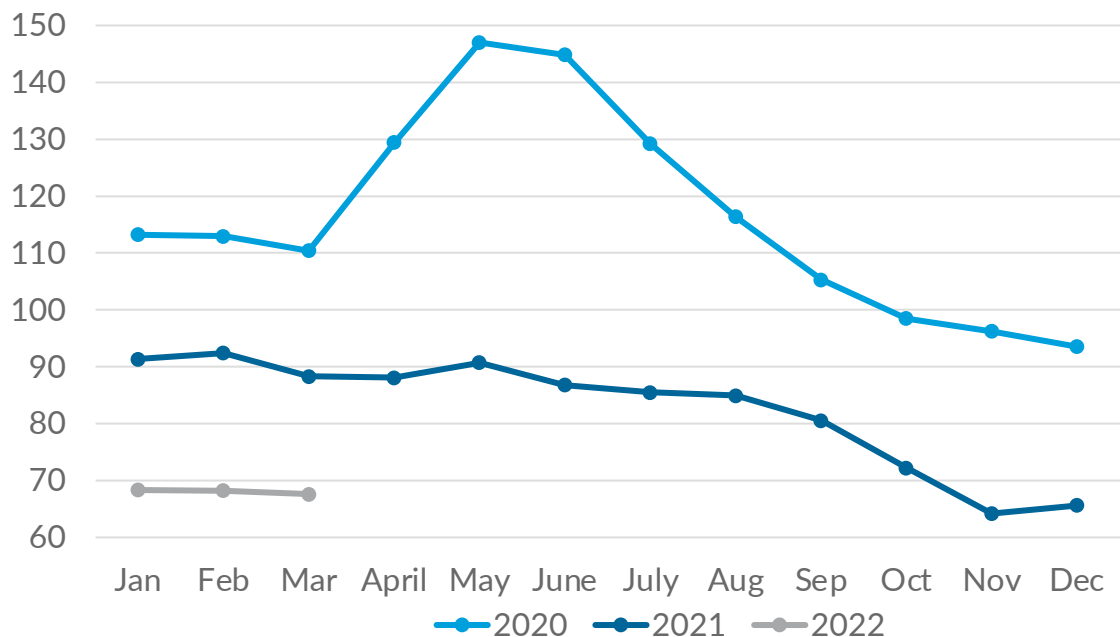


Used average listing prices are up **3.8%** from February and **52.6% YoY**.

Days-on-market declines highlight market bifurcation

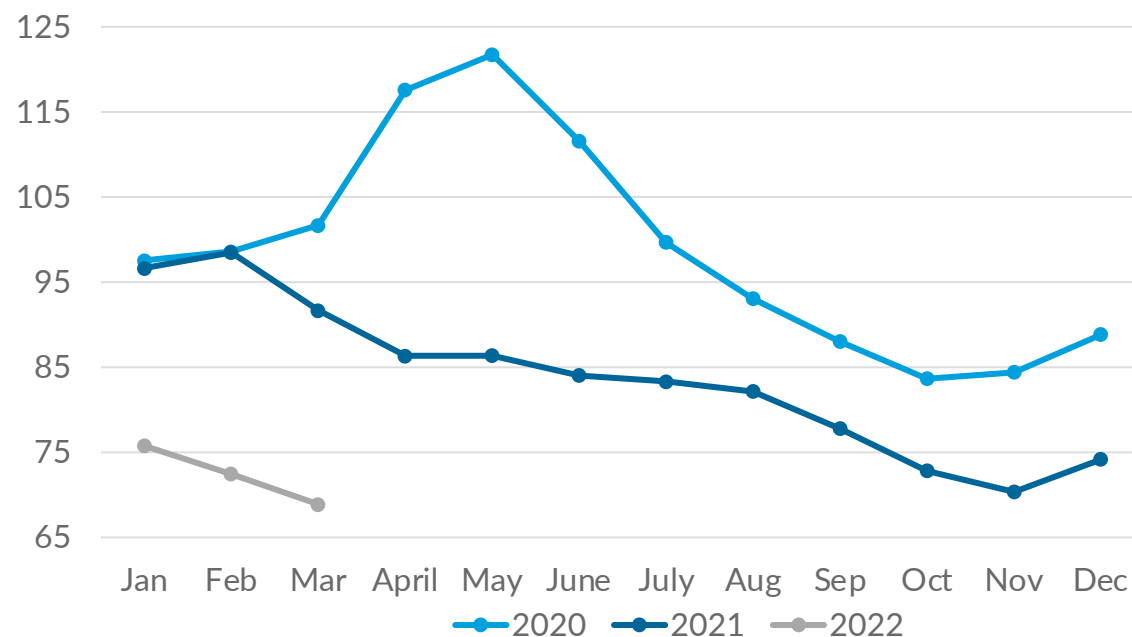
Demand for lower priced vehicles remains high as shown by the declining days-on-market, highlighting that inventory gains have come from higher-priced vehicles

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



The average days-on-market was **down 0.9%** from February and **down 23.4% YoY**.

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



Used days-on-market **decreased 4.9%** from February and was **down 24.8% YoY**.