



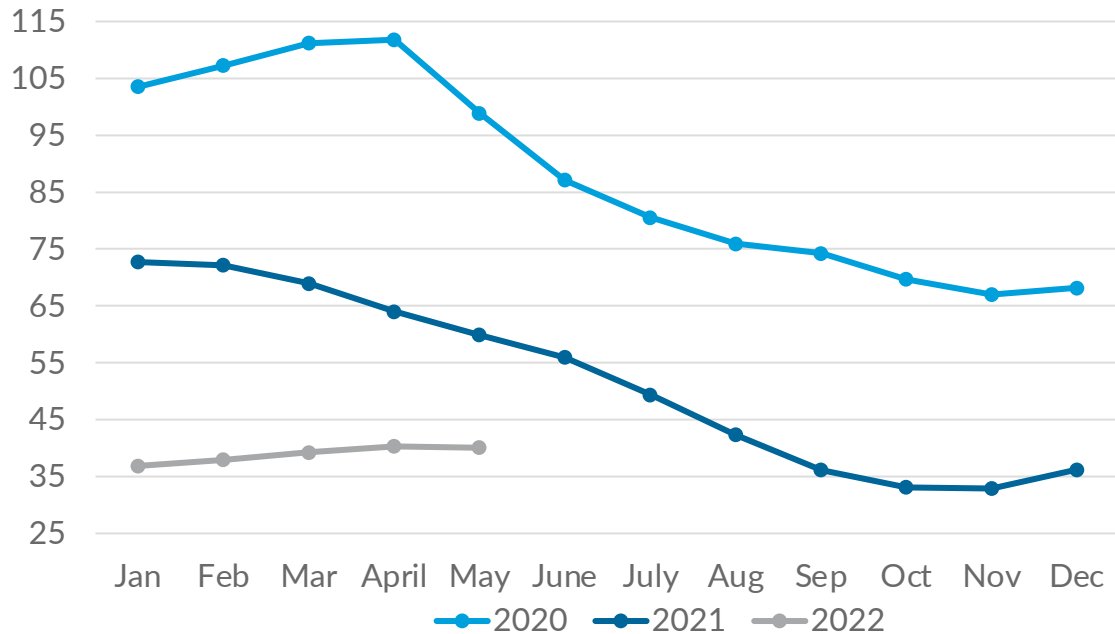
CarGurus Canada Vehicle
Availability Index & Insights
May 2022



Used inventory levels continue to recover

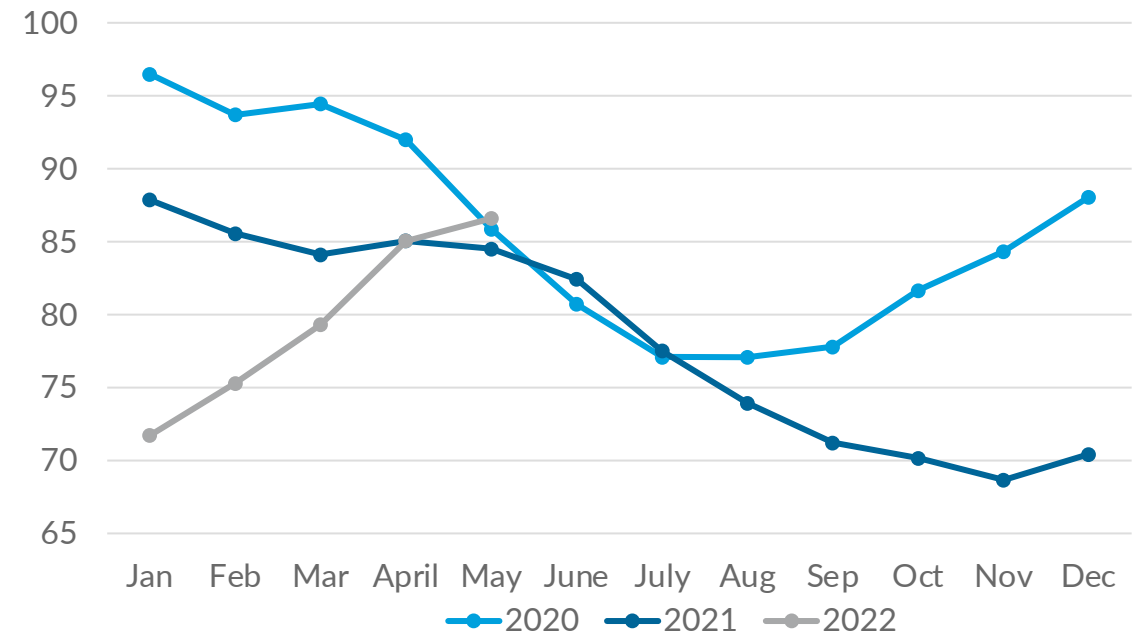
However, used inventory recovery has shifted strongly to vehicles priced over Can\$20k, meaning that even though levels have recovered, the available inventory is significantly more expensive.

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



New inventory **decreased 0.5%** compared to April but remains **down 33%** year-over-year.

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



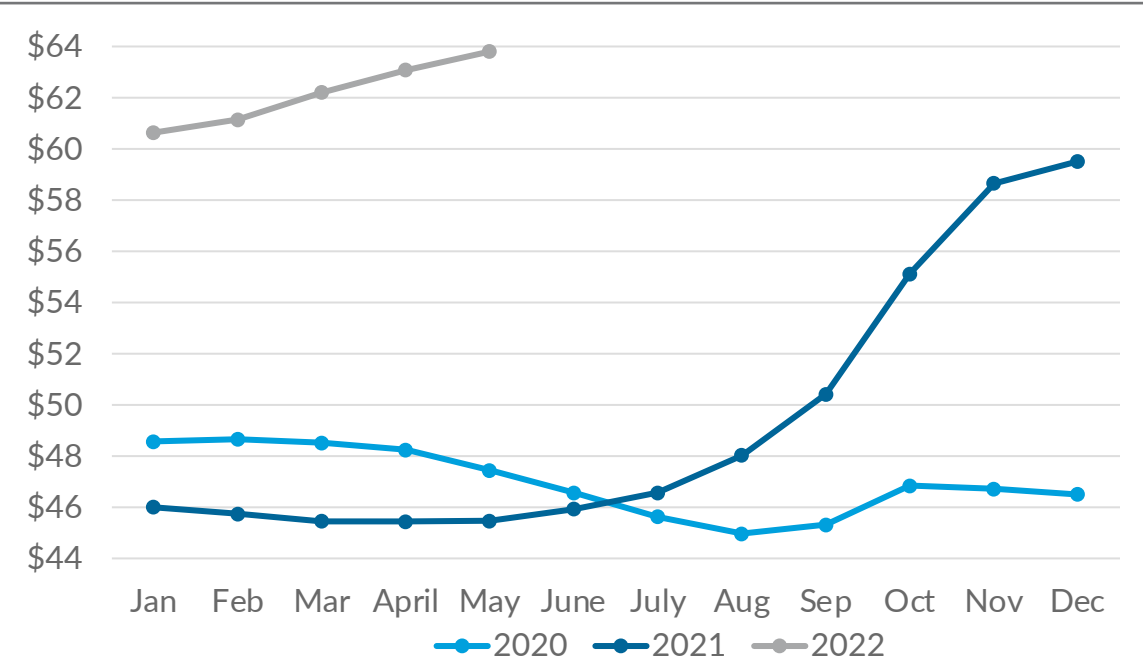
Used inventory **increased 1.8%** from April and is up slightly year-over-year at **2.5%**

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

Prices continue to increase, albeit at a slower rate

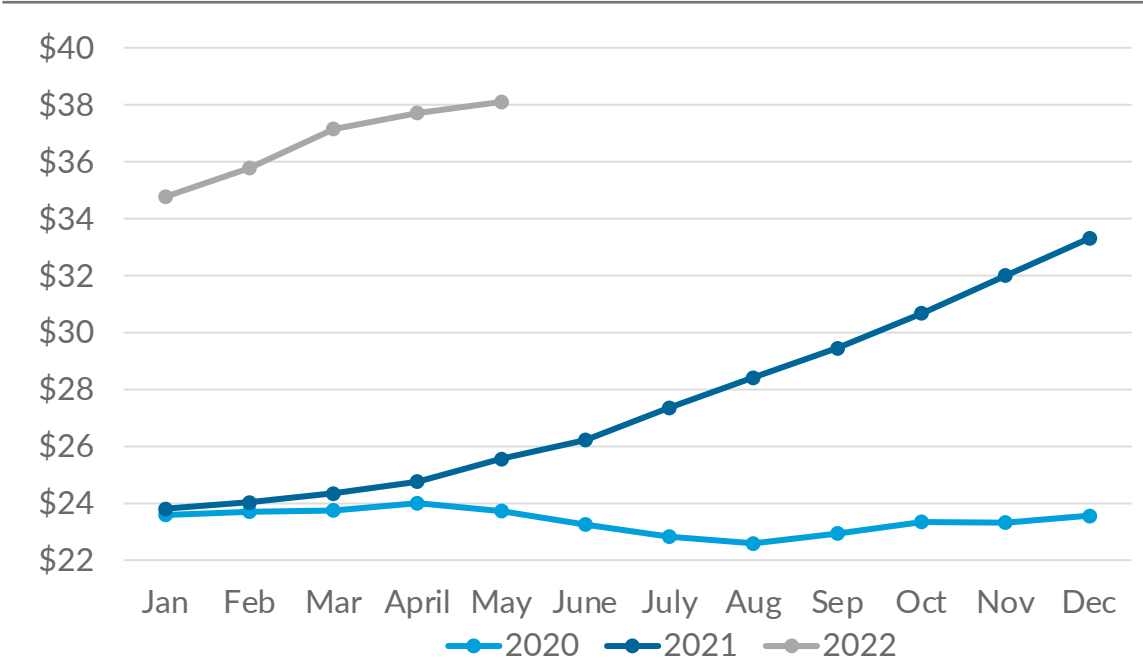
Both new and used vehicles saw their average listing price increase in May – however, the rate of growth is slowing.

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



The average listing price of a new vehicle is up **1.1%** from April and **40.3%** year-over-year.

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



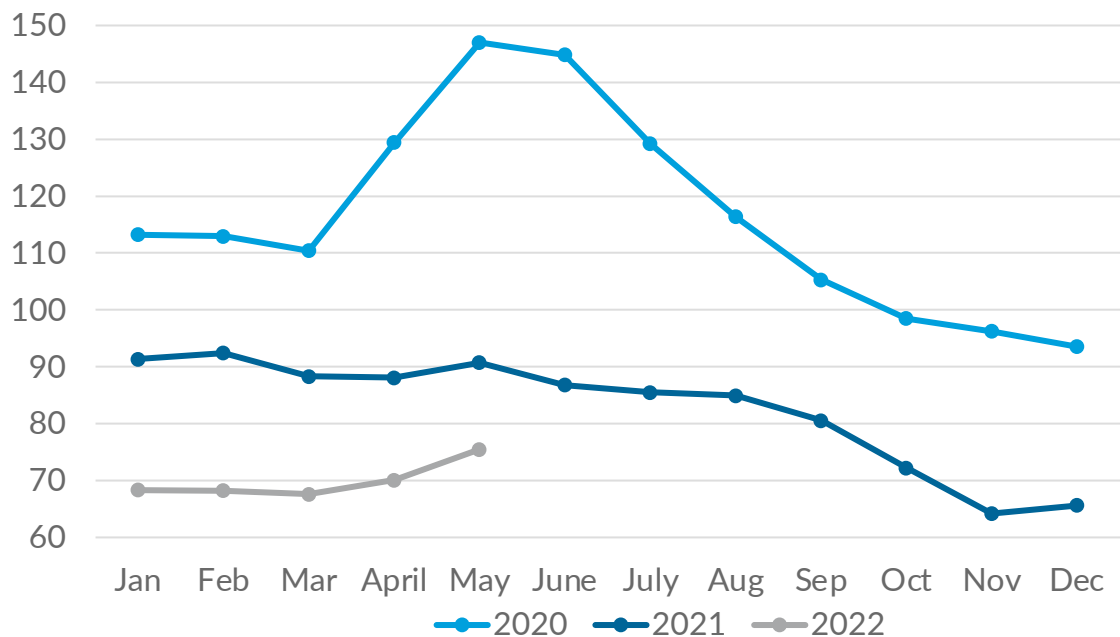
Used average listing prices are up **1%** from April and **49.1%** year-over-year.

Source: CarGurus

Days-on-market remain historically low

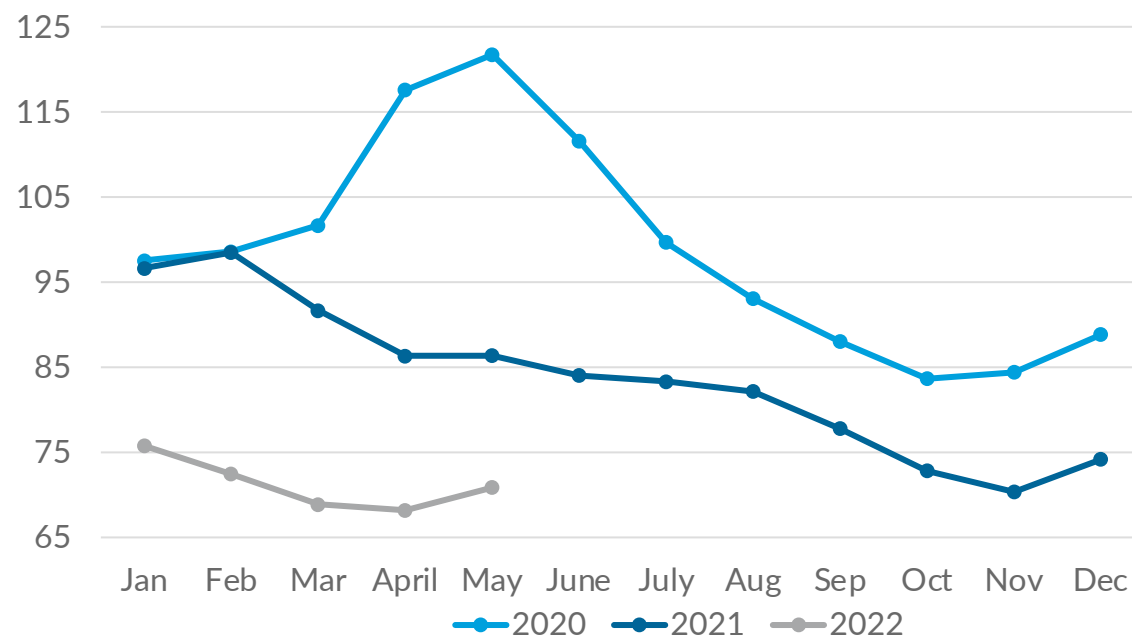
Even with improving used inventory levels, days-on-market remain well below historical levels with inventory between Can\$10k – Can\$20k moving quickly and pulling down the overall average.

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



The average days-on-market was **up 7.7%** from April and **down 16.8%** year-over-year.

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



Used days-on-market **increased 4%** from April and was **down 17.9%** year-over-year.