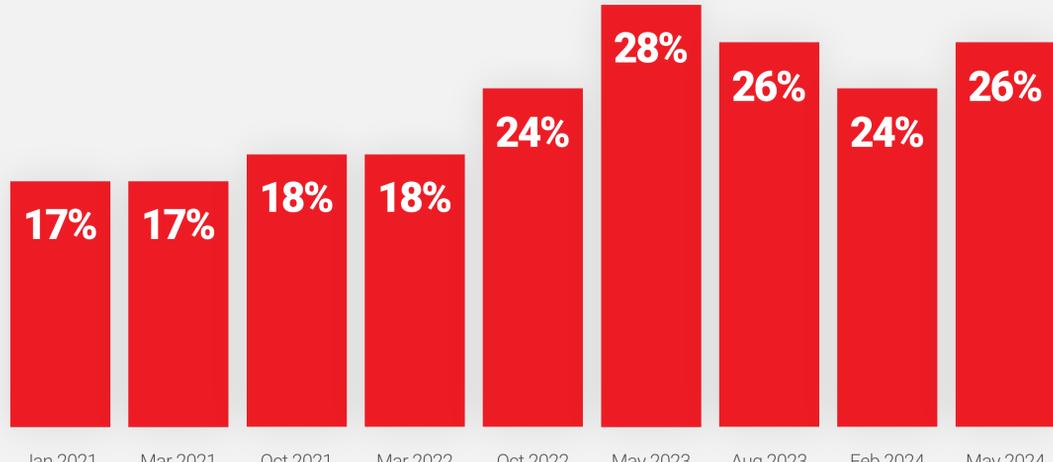
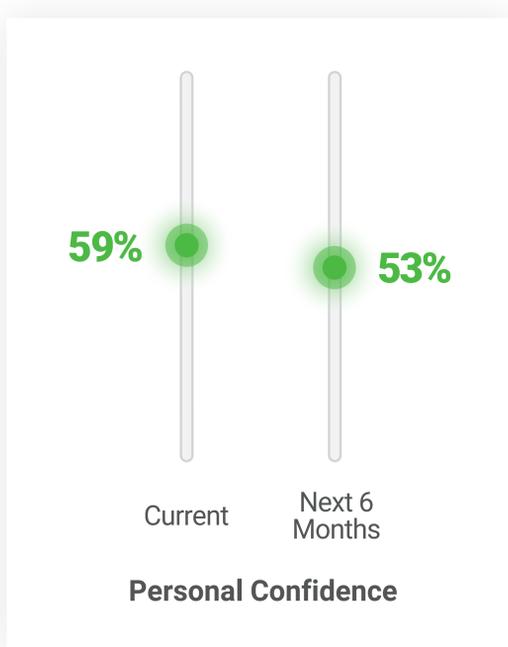
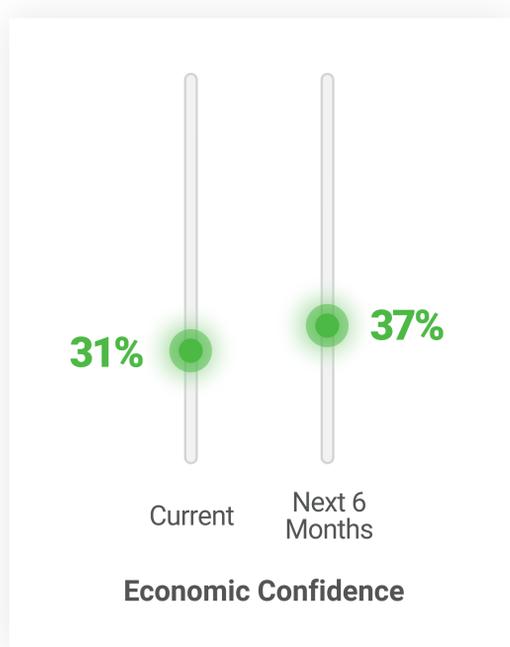


Car Shopper Purchase Intentions

Intentions to Buy a Vehicle in the Next 6 Months



Confidence in Financial Situation



Consumers Who Decided to Delay their Purchase

39%



Reasons for Delaying



Information Sources Leveraged by Used Intenders in Purchase Process

87%



Online Sources

52%



Online Automotive Marketplace

Interest in Purchasing a Vehicle Online

64%

Purchase a Vehicle Fully Online

86%

Complete Parts of Buying Process Online

Interest in Completing Vehicle Purchase Elements Online

Research and Compare Vehicles

92%



Inquire About a Vehicle of Interest

92%



Arrange for Delivery



84%

Get Trade-In Valuation



83%

Arrange Home Test Drive

82%



Pre-Qualify for Financing

81%

