

Business is Back

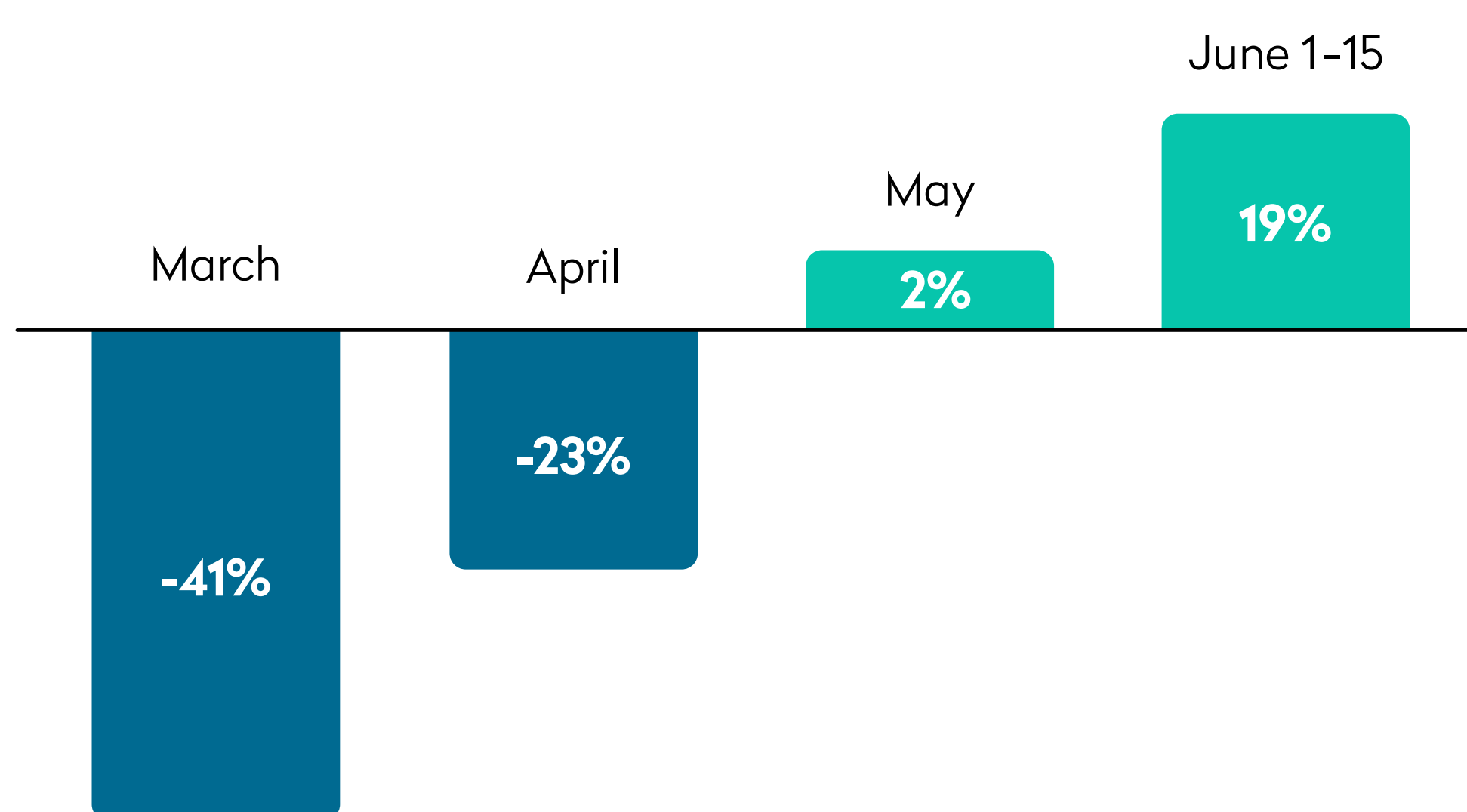
TrueCar Auto Retail Update May 2020



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Vehicle demand returned in May and continues to rise in June

Monthly Prospects Per Dealer: % Difference Year-Over-Year



Sales were still recovering in May, but better than anticipated

May Sales Per Dealer: % Difference Year-Over-Year vs. Industry Forecasts*



Car buyers are purchasing at a faster pace

Average Days From Prospect To Sale



For more info visit [truecar.com/dealer](https://www.truecar.com/dealer)

Sources: TrueCar Website Insights (Mar-June 2020), TrueCar Sales Data (Jan-May 2020); and Industry forecasts (May 2020)
* Note: Industry forecast benchmark is based on an average of several industry forecasts.

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