

**CHECK BREAKDOWN:**

**TREND CHECKS**

**ONLINE GAINING WITH CONSUMERS FOR USED CARS**

Consumer sentiment has held relatively consistent when it comes to purchasing used cars online. Consistent with our last update, younger cohorts are more open to online used car purchases relative to older respondents.

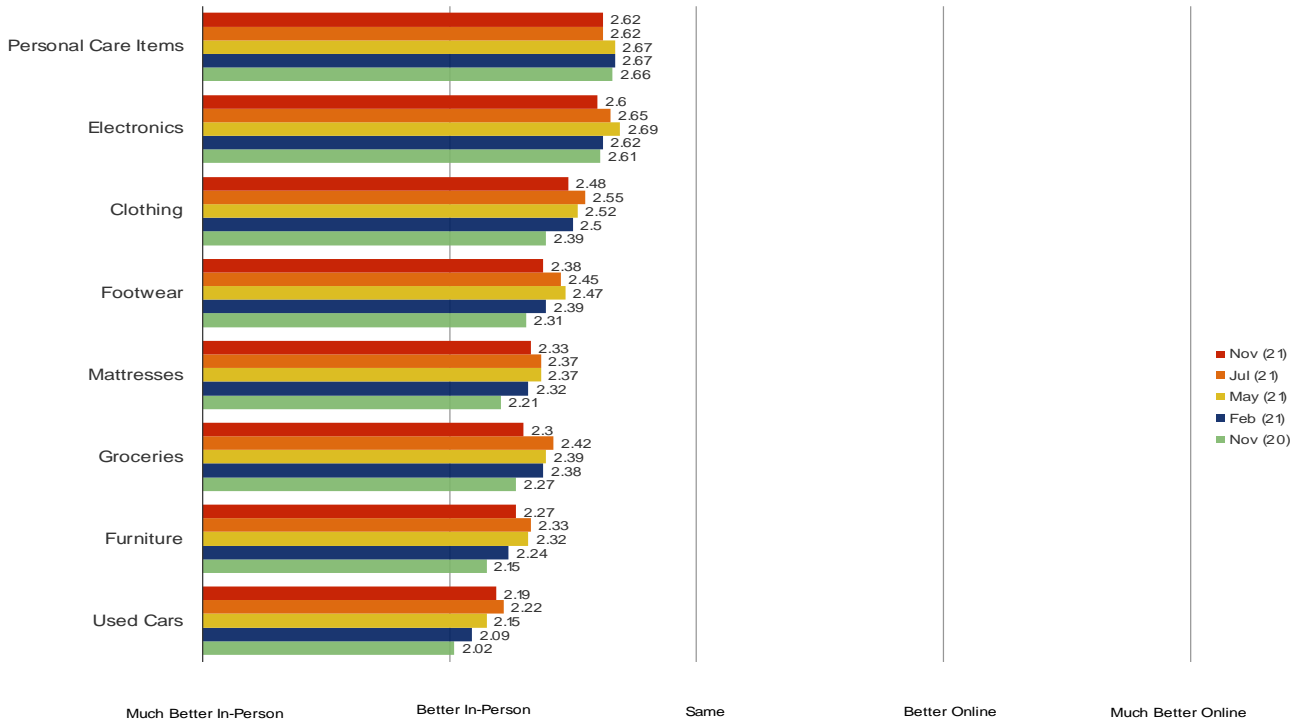
**CARVANA MINDSHARE DOMINANT FOR USED CARS ONLINE**

Carvana is top of mind with consumers. Carvana beats out the competition when it comes to unaided awareness of used car online retailers.

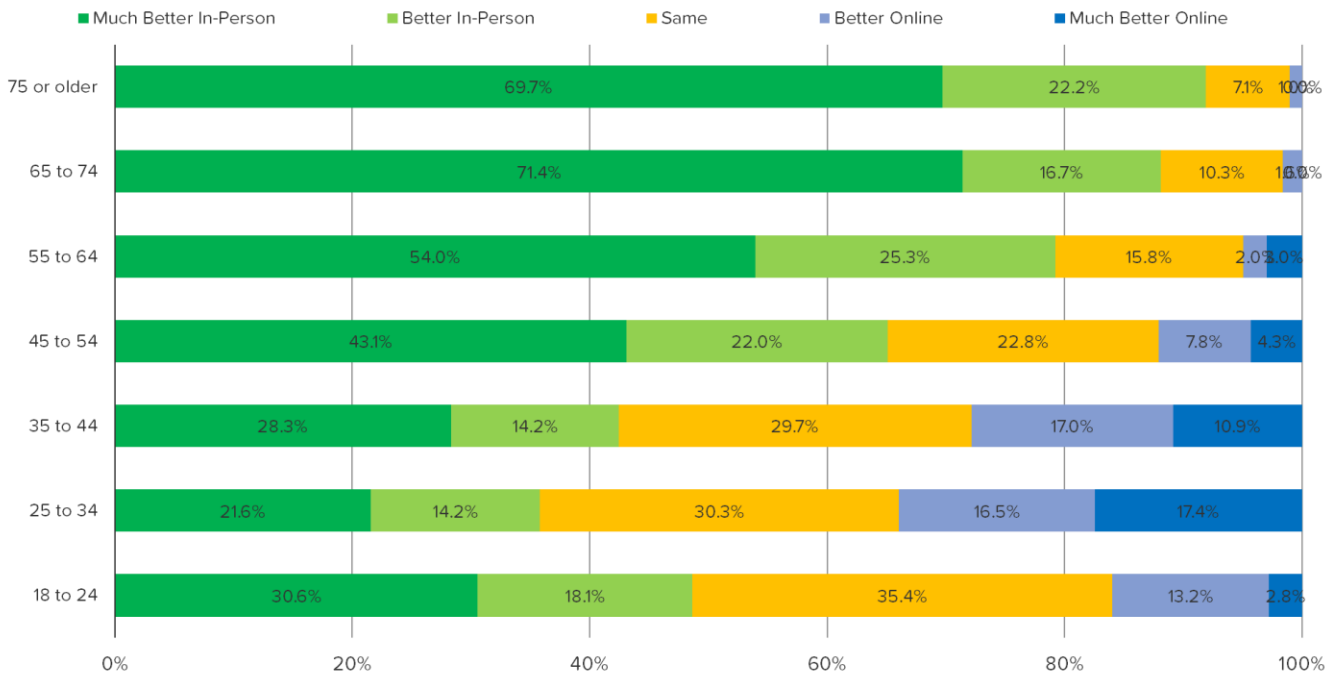
# ONLINE AUTOS

IN YOUR OPINION, IS IT BETTER TO PURCHASE THE FOLLOWING ONLINE (WEBSITE OR APP) OR IN-PERSON AT A STORE/PHYSICAL LOCATION?

Posed to all respondents

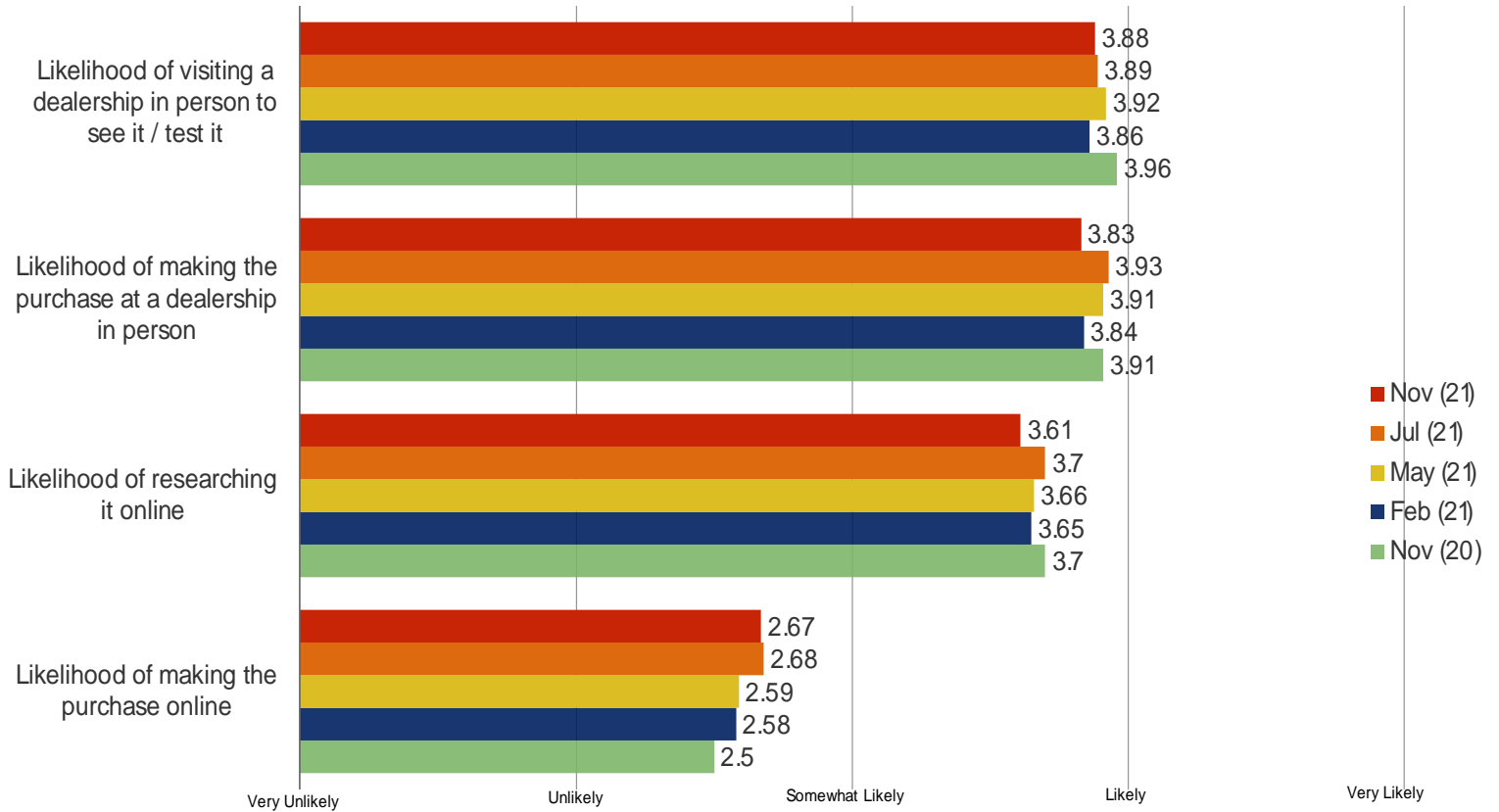


Used Cars, Cross-Tabbed by Age



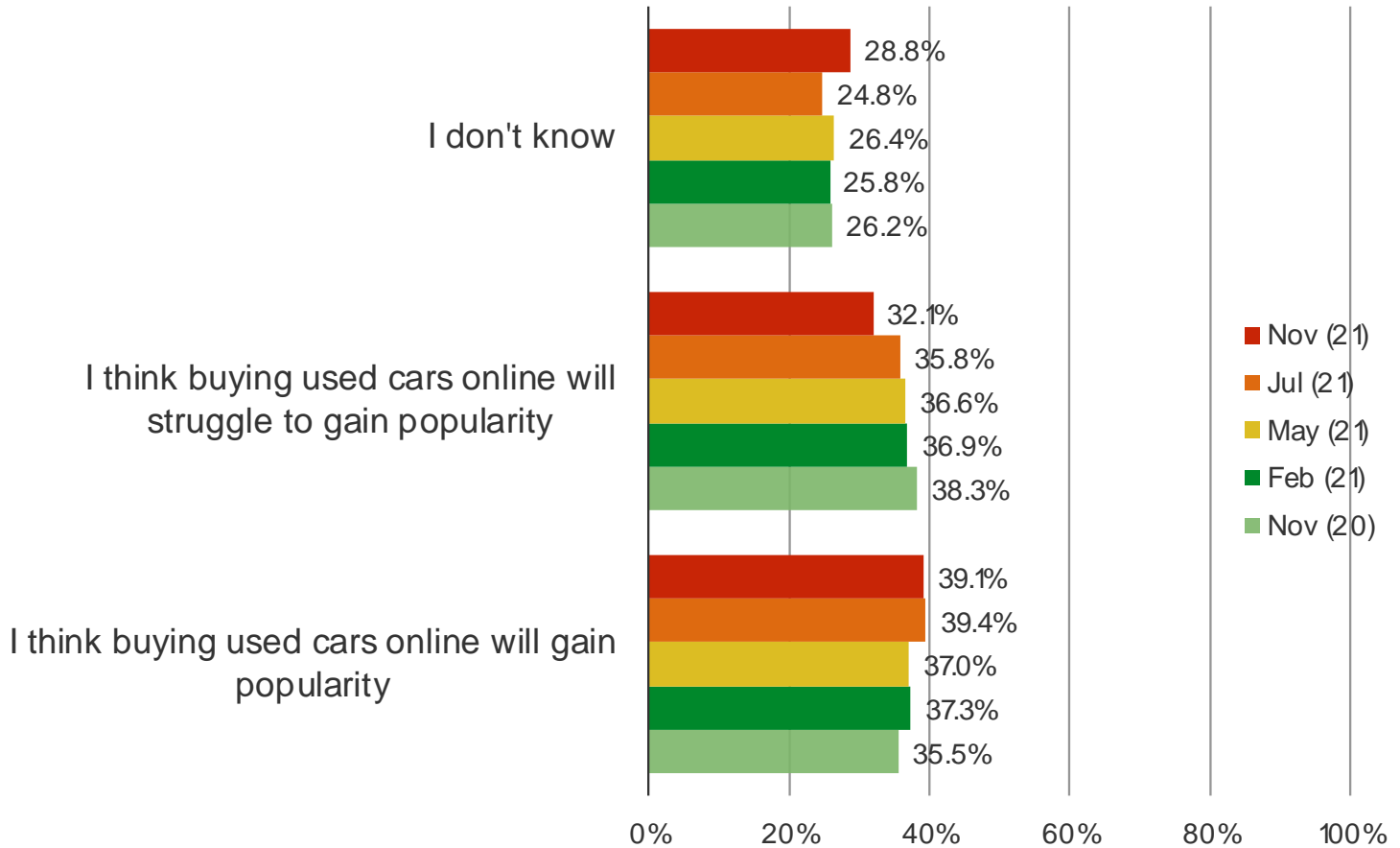
IF YOU NEEDED TO BUY A USED CAR, HOW LIKELY WOULD YOU BE TO...

Posed to all respondents



IN YOUR OPINION, DO YOU THINK BUYING USED CARS ONLINE WILL BECOME MORE POPULAR OVER TIME OR DO YOU THINK PEOPLE WILL STILL PREFER TO SHOP IN-PERSON FOR USED CARS?

Posed to all respondents



IF YOU WANTED TO BUY A USED CAR ONLINE, WHICH IS THE FIRST SITE/APP YOU WOULD THINK OF?

Posed to all respondents

