



How far are US car buyers willing to travel to dealerships?

Drivetimes by customers



All brands, national average, 2019

Luxury car buyers travel only marginally longer (+3%) than non-luxury buyers.



However, drivetime patterns differ substantially between the 29 vehicle segments with an

increase of 65%

from the closest segment and the furthest segment

24.1 mins vs **37.3 mins**
 Non luxury traditional compactclose vs Non luxury full size three-quarters-to-one-ton pickup

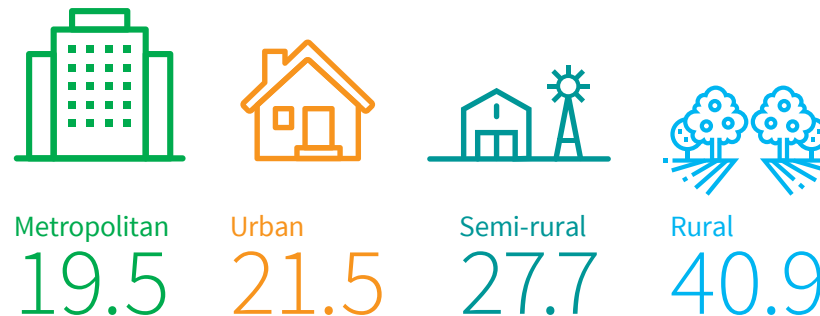
Domestic car buyers travel

10% longer

on average than import car buyers



Average Drivetime by Area Type in Minutes



5 Top & Bottom Drivetimes by State

| | |
|---------------|------|
| Nevada | 19.1 |
| Hawaii | 21.3 |
| Alaska | 22.3 |
| Michigan | 23.1 |
| California | 23.7 |
| Maine | 37.7 |
| Mississippi | 37.8 |
| Wyoming | 38.9 |
| West Virginia | 40.3 |
| Vermont | 42.2 |