

Southland Auto Outlook

Comprehensive information on the Southland Automotive Market

Covering Second Quarter, 2007

Volume 5, Number 3



Southland Area Registrations Predicted to Approach 120,000 Units, Despite Predicted Decline

Economic growth came to a virtual standstill in the First Quarter of this year, but many economists expect that a solid rebound is in the works. The Fed has left interest rates unchanged for over 12 months, but the prospects of higher inflation could prompt a rate hike before the end of the year. Consumers are racking up record debt and not saving enough, but retail spending has held up relatively well. Auto manufacturers are serving up an impressive array of new products that could ignite new vehicle sales, but the market has been tracking above trend levels for most of this decade which could signal a cyclical decline in sales.

And it doesn't stop there! Toyota has been on a roll, racking up big market share gains, but some well publicized quality issues loom. New products from Hyundai and Kia have gotten favorable reviews from the automotive press, but the strong Korean won is evaporating some of their price competitiveness. And Detroit's Big Three have gained some traction with new products and could win needed concessions from the UAW this summer, but daunting financial and competitive challenges remain.

The obvious summary of these observations is that these times are uncertain and tumultuous for the new vehicle retailing industry. As a consequence, it is especially challenging to accurately plot the exact future course of the Southland Area market.

We do believe, however, that there is enough evidence to predict the general direction in which the market will head over the next 12 to 18 months. Despite some uncertainties regarding the economic outlook, Southland Area consumer affordability for new vehicles should remain strong for the foreseeable future. This should prevent any sharp and sustained decline. But, there are simply too many things holding the market back to allow for any sharp increase in sales. As a result, the market is likely to languish during the rest of this year, posting somewhat sluggish results, while avoiding a significant decline.

The box on the right provides details on the forecast for the rest of this year, and our preliminary projections for 2008. Look for more details on 2008 in the next release of Auto Outlook.

SOUTHLAND AREA MARKET SUMMARY

- ❑ New retail light vehicle registrations predicted to decrease 5.2% for all of this year versus 2006. 3.1 increase expected in 2008.
- ❑ Market declined 8.7% in the Second Quarter of this year versus year earlier. Increase predicted for the Fourth Quarter.
- ❑ Toyota easily retained its top spot as the best-selling brand in the Southland Area during the Second Quarter of this year. Honda was in second place (see below).
- ❑ Mitsubishi, Lincoln, GMC, and Infiniti sales have been given a boost by new products (see pages four and five).

The Southland New Retail Light Vehicle Market — At a Glance

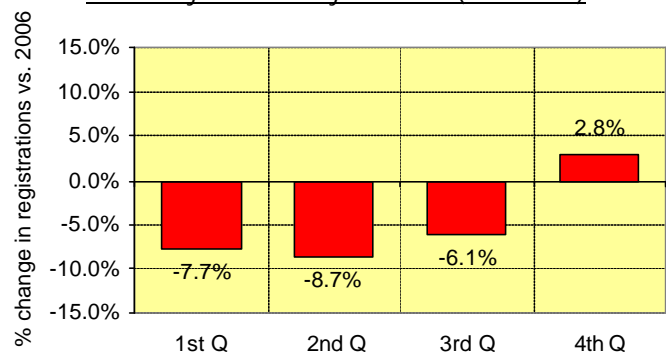
Summary 1. Top Ten Scoreboard

1st QUARTER, 2007			2nd QUARTER, 2007			Change in mkt. Share
Rank	Make	Share	Rank	Make	Share	
1	Toyota	25.9%	1	Toyota	26.2%	0.3%
2	Honda	11.4%	2	Honda	12.6%	1.2%
3	Nissan	8.7%	3	Nissan	8.6%	-0.1%
4	Chevrolet	7.7%	4	Ford	7.9%	0.4%
5	Ford	7.5%	5	Chevrolet	7.5%	-0.2%
6	BMW	4.3%	6	BMW	4.1%	-0.2%
7	Lexus	4.3%	7	Lexus	3.6%	-0.7%
8	Mercedes	3.9%	8	Mercedes	3.1%	-0.8%
9	Dodge	2.5%	9	Dodge	3.0%	0.5%
10	GMC	2.2%	10	GMC	2.2%	0.0%

The three summaries provide an overview of the Southland new retail light vehicle market. The table above shows the **Top Ten** sellers during the First and Second Quarters of this year, and the change in market share. (Note: Toyota registrations include Scion.) **Quarterly Forecast** presents the change in registrations during each quarter this year versus a year earlier. Actual figures are shown for the First and Second Quarters. The **Annual Review** on the right shows our forecast for 2007, and actual figures for 2005 and 2006.

Source for historical data: AutoCount, an Experian Company

Summary 2. Quarterly Forecast ('07 vs. '06)



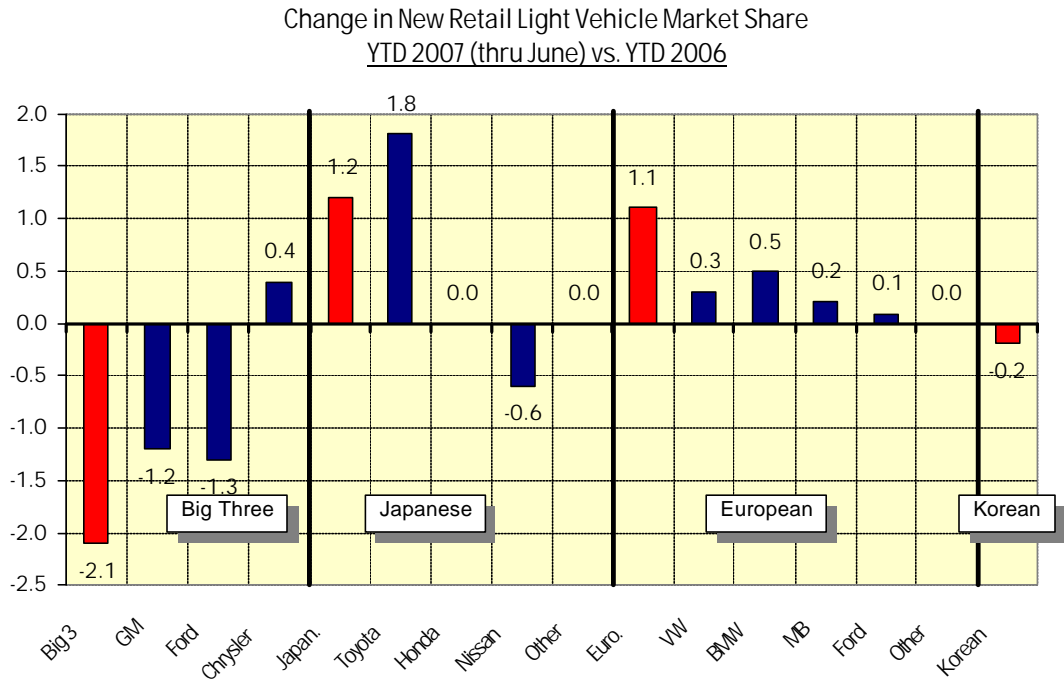
Summary 3. Annual Review and Forecast

	Forecast			% ch. '06 to '07
	2005	2006	2007	
TOTAL	136,496	126,403	119,817	-5.2%
Car	68,968	68,007	65,300	-4.0%
Light Truck	67,528	58,396	54,517	-6.6%
Big Three	47,217	38,656	34,175	-11.6%
Japanese	70,619	70,090	68,821	-1.8%
European	15,046	14,932	14,318	-4.1%
Korean	3,614	2,725	2,503	-8.1%

Market Tracker

Japanese Brand Market Share Increases 1.2 Share Points During First Six Months of This Year

The competitive challenges faced by the Traditional Big Three have been well publicized, and their market share losses have been adequately documented. And as shown on the graph, Big Three market share in the area continued to move lower during the first six months of this year versus the same period a year earlier, falling 2.1 points. We believe, however, that the market share slide will ease later this year, and perhaps even off in 2008. The abundance of new product offerings and renewed emphasis on retail market results should help the Big Three regain at least some traction versus their import rivals.



Brands included above: **Big 3:** GM (Buick, Cadillac, Chevrolet, GMC, Hummer, Pontiac, and Saturn), Ford (Ford, Lincoln, and Mercury), Chrysler (Chrysler, Dodge, and Jeep). **Japanese:** Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Isuzu, Mazda, Mitsubishi, Subaru, and Suzuki). **European:** VW (Audi, Bentley, and Volkswagen), BMW (BMW, Rolls Royce, and Mini), MB (Mercedes Benz), Ford (Aston Martin, Jaguar, Land Rover, and Volvo), Other (Ferrari, Lotus, Maserati, and Saab). **Korean:** Hyundai and Kia.

Background on Data Source

Exclusive source for new vehicle registration data presented in *Southland Auto Outlook* is AutoCount, an Experian Company. AutoCount specializes in providing detailed new and used vehicle sales and registration statistics. Data is available on a timely basis and is conveniently available directly over the Internet.

For more information on AutoCount, call 407.770.5900 or visit AutoCount's web site: www.autocount.com



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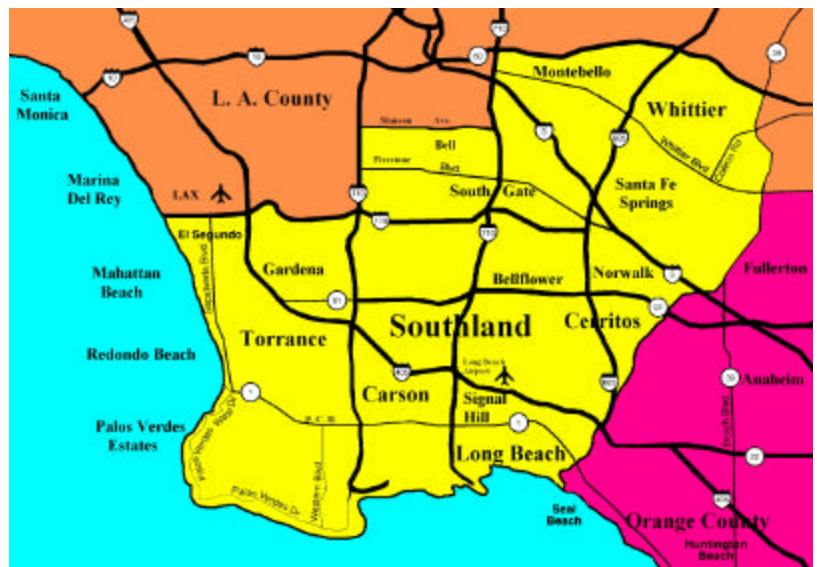
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Map of Southland Area



The accompanying map shows the Southland Area. The Central/North LA County market referenced on page 7 consists of the balance of Los Angeles County that is not part of the Southland Area. For an exact list of zip codes in the Southland Area, contact SMCDA or Auto Outlook.



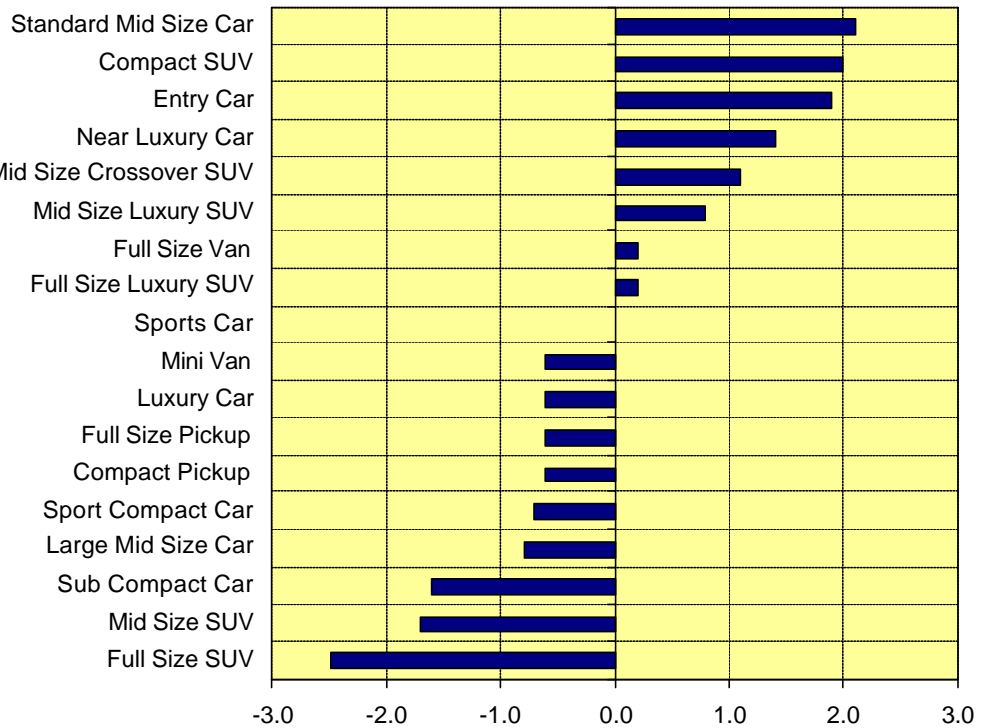
[Segment Watch](#)

Standard Mid Size Car Segment Posts Largest Market Share Increase During First Half of '07

Without question, the automotive marketplace is becoming increasingly crowded. A steady stream of new products is regularly hitting the market, with many brands entering segments for the first time. All of this makes it increasingly difficult to identify which segments are hot and whether new models are making headway against established competitors. The information on this page provides the answers.

The graph to the right shows the change in area market share for 18 segments during the first half of this year versus the same period a year earlier. Segments at the top of the graph (Standard Mid Size Car and Compact SUV) have gained market share, while those at the bottom (Mid Size and Full Size SUVs) have lost share. The table below shows the top sellers in each segment during the first six months of this year.

Change in Segment Market Share-YTD '07 (thru June) vs. YTD '06



Top Selling Models in Each Segment - Southland Market
New Retail Registrations, YTD 2007 (thru June) and Market Share of Segment

Cars											
Entry			Sub Compact			Sporty Compact			Standard Mid Size		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Toyota Yaris	804	43.2	Toyota Corolla	2300	23.5	Scion tC	792	58.0	Toyota Camry	3492	41.9
Nissan Versa	432	23.2	Honda Civic	1954	20.0	Ford Mustang	427	31.3	Honda Accord	1971	23.7
Honda Fit	244	13.1	Toyota Prius	975	10.0	Mitsubishi Eclipse	68	5.0	Nissan Altima	1567	18.8
Scion xA	161	8.6	Nissan Sentra	615	6.3	Hyundai Tiburon	44	3.2	Ford Fusion	271	3.3
Chevrolet Aveo	105	5.6	Ford Focus	416	4.3	Pontiac GTO	32	2.3	Saturn Aura	195	2.3
Large Mid Size			Near Luxury			Luxury			Sports Car		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Chrysler 300	590	26.9	BMW 3-Series	1252	26.3	Mercedes E-Class	597	21.2	Nissan 350 ZX	175	24.7
Dodge Charger	391	17.8	Lexus IS	583	12.3	BMW 5-Series	505	18.0	Chevrolet Corvette	121	17.1
Toyota Avalon	308	14.1	Lexus ES	560	11.8	Lexus LS	219	7.8	Porsche 911	93	13.1
Nissan Maxima	255	11.6	Infiniti G35	471	9.9	Mercedes S-Class	200	7.1	BMW Z4	60	8.5
Chevrolet Impala	203	9.3	Mercedes C-Class	424	8.9	Mercedes CLK-Class	149	5.3	Saturn Sky	52	7.3
Light Trucks											
Compact Pickup			Full Size Pick Up			Mini Van			Full Size Van		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Toyota Tacoma	1625	59.0	Ford F-Series	1372	26.6	Toyota Sienna	965	40.8	Ford E-Series	253	43.4
Nissan Frontier	342	12.4	Chevrolet Silverado	1233	23.9	Honda Odyssey	670	28.3	Chevrolet Express	229	39.3
Honda Ridgeline	220	8.0	Toyota Tundra	923	17.9	Nissan Quest	201	8.5	GMC Savana	60	10.3
Ford Ranger	216	7.8	Dodge Ram	535	10.4	Chrysler T & C	160	6.8			
Chevrolet Colorado	205	7.4	GMC Sierra	405	7.9	Dodge Caravan	126	5.3			
Compact SUV			Mid Size SUV/Crossover SUV			Full Size SUV			Mid Size & Full Size Luxury SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Honda CRV	1024	21.8	Honda Pilot	717	15.8	Chevrolet Tahoe	766	28.7	Lexus RX	572	15.9
Toyota RAV4	772	16.5	Toyota Highlander	623	13.7	GMC Yukon	364	13.6	Cadillac Escalade	324	9.0
Toyota FJ	431	9.2	Toyota 4Runner	515	11.4	Ford Expedition	346	12.9	Acura MDX	315	8.8
Saturn Vue	348	7.4	Ford Explorer	304	6.7	Nissan Armada	316	11.8	BMW X5	219	6.1
Ford Escape	343	7.3	Nissan Pathfinder	301	6.6	Chevrolet Suburban	298	11.1	Mercedes ML-Class	204	5.7

Competitive Analysis

Getting the "Bang" for the New Product "Buck"



Manufacturers devote significant resources to develop new cars and trucks with the obvious intention of enhancing demand for their products. But despite their best intentions, there are no guarantees. Occasionally, consumers greet new products with a yawn, which can have major consequences for retailers, and can say a lot about a brand's strategic position in the market. This analysis addresses this issue by asking: **Does new product automatically translate into positive sales results in the marketplace?**

The short answer to this question is no, and an explanation for this can be found below. The graph

depicts the relationship between new product and improved sales. If a brand introduces a slew of new products, you would expect a resulting increase in sales. Conversely, if a brand offers little (or no) new product, you would expect market share to decline. As explained on the right, the four "quadrants" on the graph depict these relationships.

As expected, a majority of brands are positioned in the upper right (high percentage of new product and hefty sales increases) and lower left (low percentage of new product and below average sales increases).

The interesting stories are
(Continued on page 5)

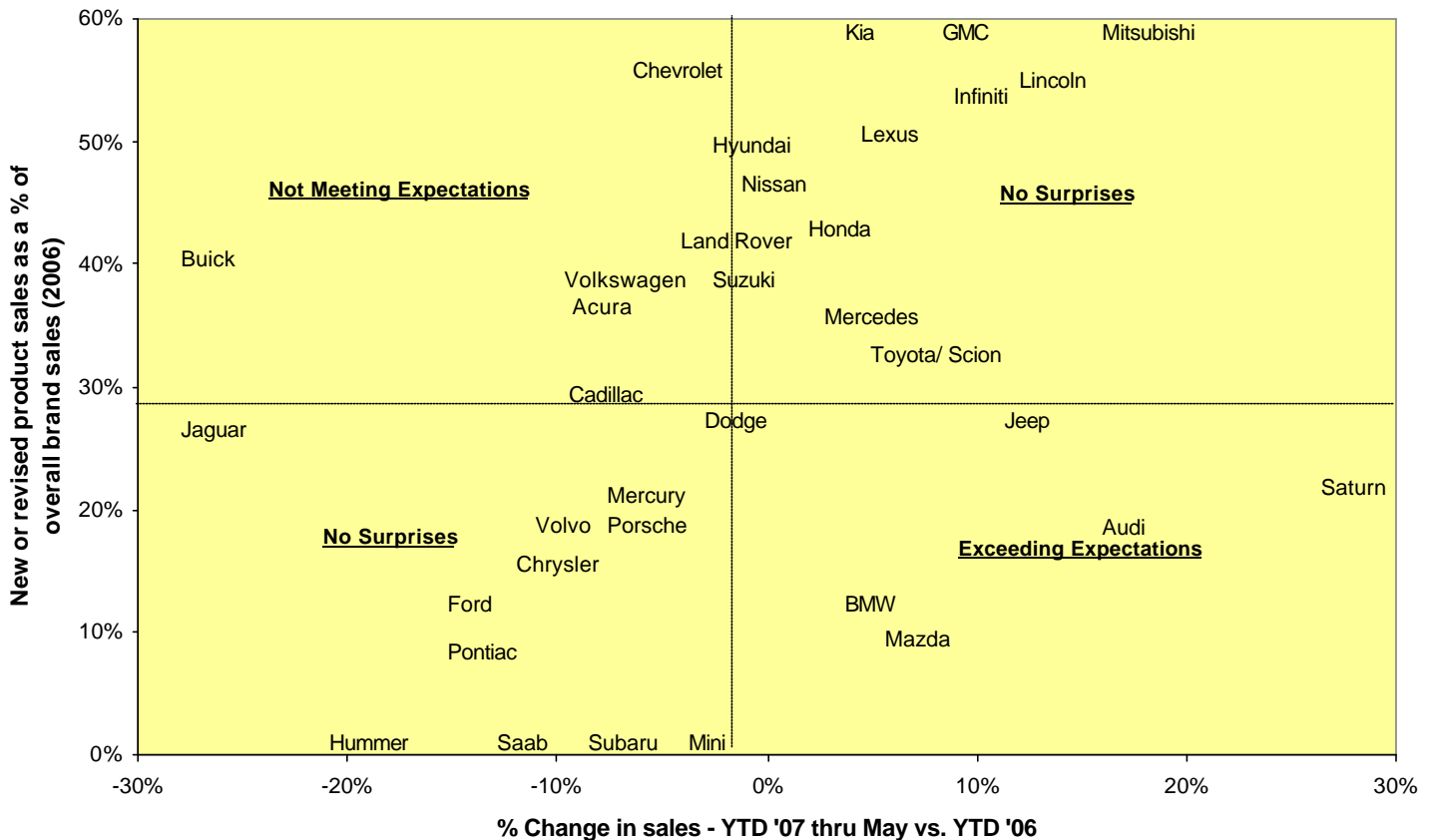
UNDERSTANDING THE GRAPH

The graph displays two measures. The first (on the vertical axis) presents the percentage of each brand's sales (from January of 2006 thru May of this year) that consisted of new or substantially revised products. The second measure (on the horizontal axis) presents the percent change in sales during the first five months of this year versus the same period a year earlier. In most cases, these two numbers should be related—the more new product, the higher the increase in sales. The significance of the rectangles on the graph is described below.

<p>Not Meeting Expectations <i>Brands in the quadrant have had a relatively large number of new or revised products, but have had a relatively low % change in sales.</i></p>	<p>No Surprises <i>Brands in the quadrant have had a relatively large number of new or revised products, and a relatively high % change in sales.</i></p>
<p>No Surprises <i>Brands in the quadrant have had relatively few or no new or revised products, and a relatively low % change in sales.</i></p>	<p>Exceeding Expectations <i>Brands in the quadrant have had relatively few or no new or revised products, but have had a relatively high % change in sales.</i></p>

% Change in sales - YTD '07 thru May vs. YTD '06

NEW PRODUCT PERCENTAGE (new or revised products as a percent of U.S. sales) VS. PERCENT CHANGE IN SALES (YTD '07 THRU MAY VS. YTD '06)



Competitive Analysis

Getting the "Bang" for the New Product "Buck" (continued)

(Continued from page 4)

for brands in the lower right and upper left. The lower right rectangle consists of brands that have exceeded expectations (sales have increased above the industry average despite a below average percentage of new product). Audi's sales for instance, increased 17% during the first five months of this year versus the same period a year earlier, while the Q7 was the only new or significantly revised product.

Brands in the upper left quadrant have (for one reason or another) not met expectations. Despite a relative abundance of new product, sales increases have been below average. Buick was the weakest performer in

this quadrant. Although the Lucerne represents a key new product for Buick, it replaced both LeSabre and Park Avenue. Buick sales volumes have also been impacted by fewer fleet sales and the elimination of the Rendezvous, Buick sales will be given a boost during the second half of this year, however, as the new Enclave is introduced.

Whether a brand has, or has not, met expectations (based on new product), can tell a lot about its competitive position in the marketplace. If a brand has been able to post hefty sales increases with little or no new product, it could mean the marketing message has reached an attentive audience.

Another reason could simply be that the brand enjoys an extremely strong competitive position, and can sustain market share when the new product pipeline slows (BMW, for example).

When new product does **not** result in sales success, it can also send a message. Acura sales have declined so far this year, despite the 2006 introductions of the all-new RDX and redesigned MDX. Strong sales of the previous generation MDX have made it difficult for sales of the new model to increase significantly, but sluggish results for the TL, RL, and TSX have also put a damper on Acura sales.

Model Registrations

Toyota Camry Best Selling Model in Area Market During First Half of This Year

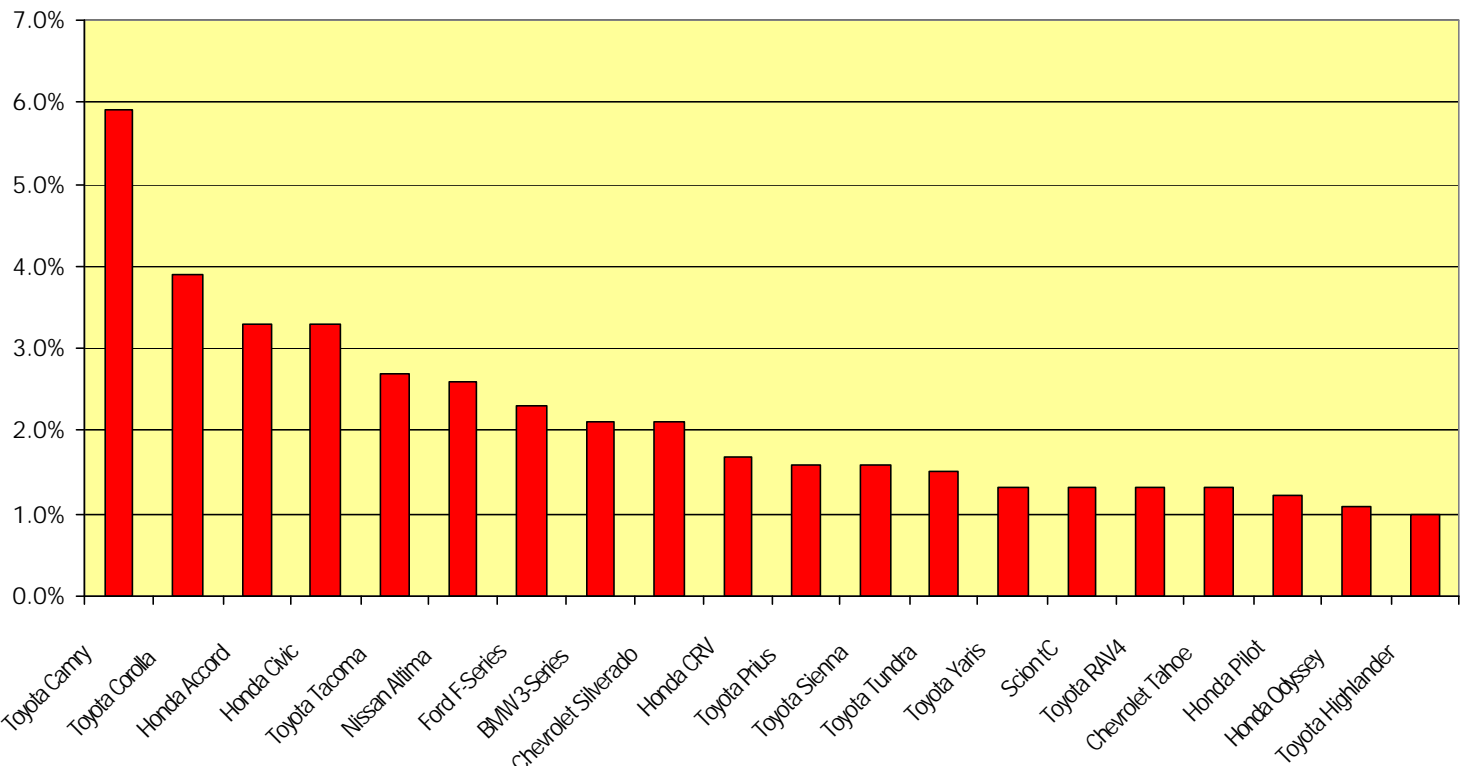
The graph below shows market share for each of the top 20 selling models in the Southland Area retail market during the first six months of this year.

Toyota Camry was the leader in the area, accounting for 5.9% of the market. Toyota Corolla was in second place, followed by Honda Accord,

Honda Civic, Toyota Tacoma, Nissan Altima, and Ford F-Series.

Source: AutoCount, an Experian Company.

Share of Southland Area Market for Top 20 Selling Models, YTD 2007 thru June

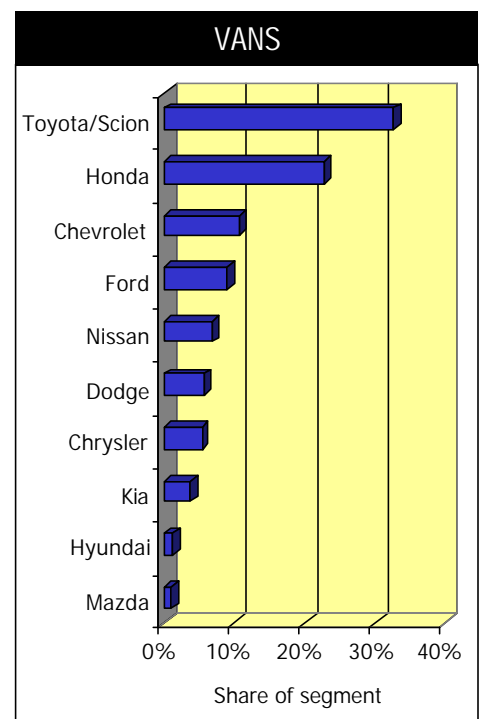
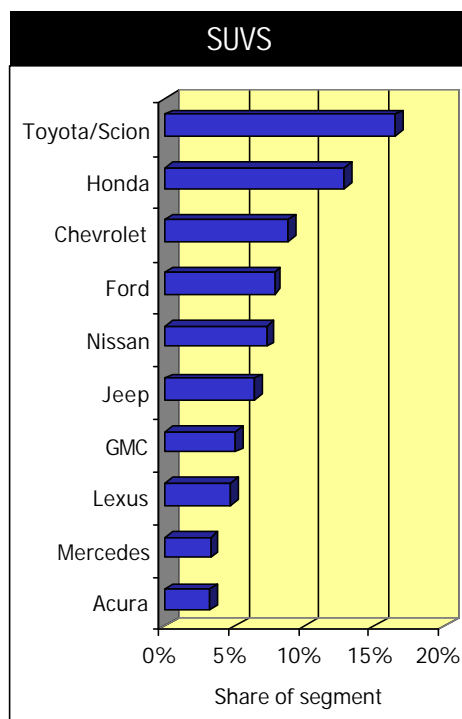
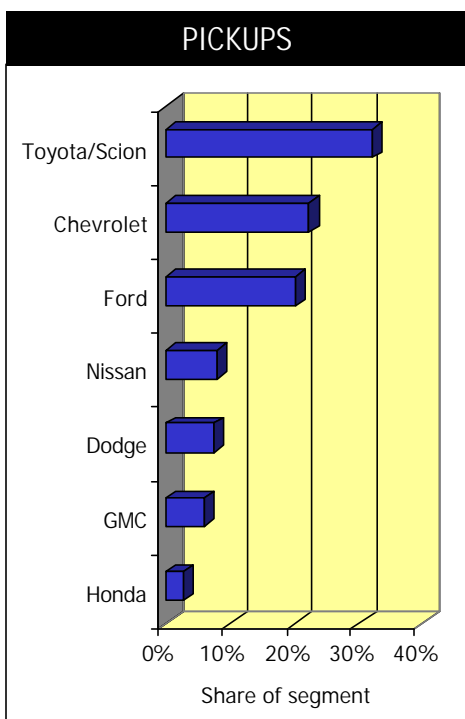
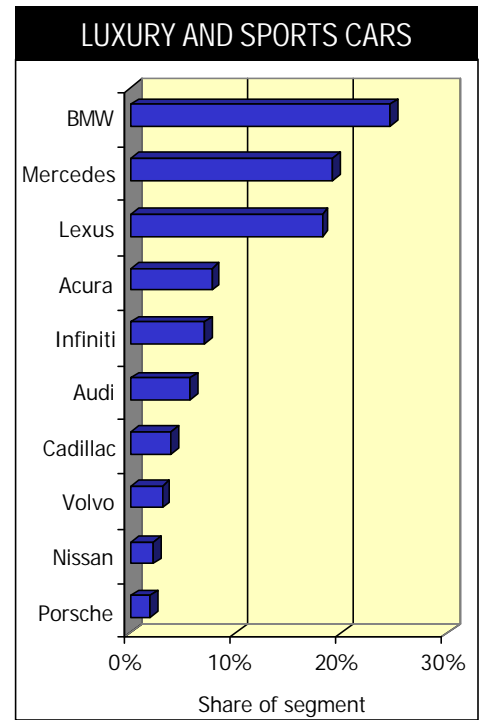
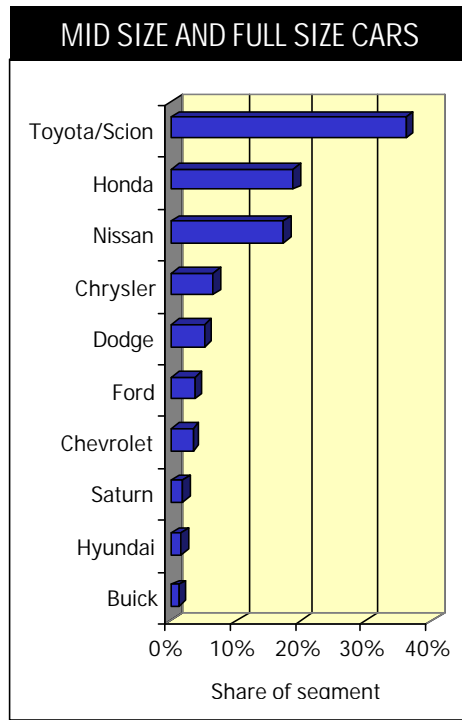
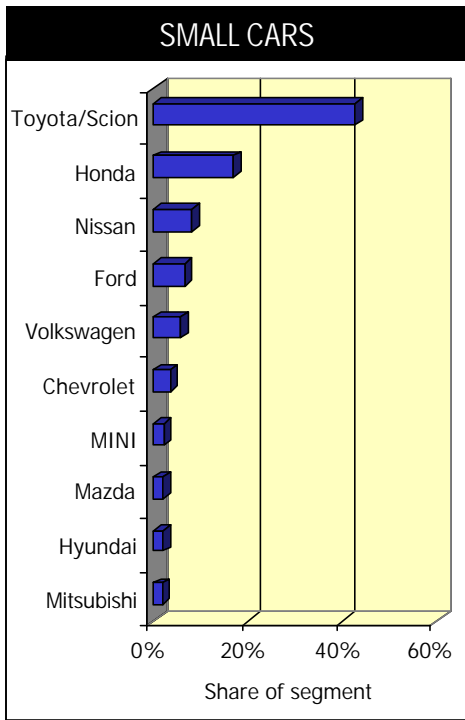


SOUTHLAND BRAND SCOREBOARD

SEGMENT LEADERS



The graphs below show new retail light vehicle market share in the Southland Area for the top 10 selling brands in six primary market segments. Market share figures are for the first six months of 2007. (Note: Pickup segment only includes six brands.) These graphs provide an informative view of brand competitiveness based on the type of vehicle. (Small cars includes Entry Car, Sub Compact, and Sport Compact.) Source: AutoCount, an Experian Company.



COMPARISON OF SOUTHLAND, CENTRAL/NORTH LA COUNTY, AND ORANGE COUNTY MARKETS

Market Characteristics

	Southland	Central/North LA County	Orange County
Market Growth			
% change in registrations YTD '07 (thru June) vs. YTD '06	-8.2%	-5.4%	-6.9%
Car Market Share			
Car share of industry retail light vehicle registrations - YTD '07 (thru June)	54.7%	60.3%	54.6%
Domestic Brand Market Share			
Domestic brand share of industry retail light vehicle registrations - YTD '07	28.3%	21.3%	25.3%

New Retail Light Vehicle Registrations (by brand)

Brand	New Retail Registrations - YTD '07 (thru June)								Market Share (YTD '07)		
	Southland		Central/North LA County		Orange County		AREA TOTAL		Southland	Central/N L.A. County	Orange County
	Regs.	% ch. from '06	Regs.	% ch. from '06	Regs.	% ch. from '06	Regs.	% ch. from '06			
TOTAL	59,609	-8.2%	157,967	-5.4%	87,270	-6.9%	304,846	-6.3%	100.0	100.0	100.0
Acura	1,143	0.0%	3,081	-16.0%	1,779	-11.5%	6,003	-12.0%	1.9	2.0	2.0
Audi	604	21.3%	3,246	13.5%	1,126	16.8%	4,976	15.2%	1.0	2.1	1.3
BMW	2,507	4.1%	10,475	9.4%	4,595	1.2%	17,577	6.4%	4.2	6.6	5.3
Buick	153	-8.9%	269	-17.0%	188	-22.6%	610	-17.0%	0.3	0.2	0.2
Cadillac	713	-5.8%	1,937	-1.3%	1,147	-8.8%	3,797	-4.6%	1.2	1.2	1.3
Chevrolet	4,544	-19.9%	8,002	-18.0%	5,451	-12.6%	17,997	-16.9%	7.6	5.1	6.2
Chrysler	1,242	-22.5%	2,005	-23.6%	1,246	-35.4%	4,493	-27.0%	2.1	1.3	1.4
Dodge	1,668	-7.0%	3,092	-8.5%	2,087	-19.2%	6,847	-11.7%	2.8	2.0	2.4
Ford	4,590	-18.5%	9,192	-25.7%	6,501	-18.6%	20,283	-22.0%	7.7	5.8	7.4
GMC	1,327	-16.1%	2,274	-17.8%	1,562	-17.2%	5,163	-17.2%	2.2	1.4	1.8
Honda	7,131	-9.5%	19,678	2.1%	9,990	-9.0%	36,799	-3.5%	12.0	12.5	11.4
Hummer	188	-40.1%	521	-38.6%	316	-29.1%	1,025	-36.3%	0.3	0.3	0.4
Hyundai	631	-23.5%	1,226	-17.8%	1,750	-1.2%	3,607	-11.7%	1.1	0.8	2.0
Infiniti	767	-16.7%	2,881	-5.6%	1,329	-12.7%	4,977	-9.5%	1.3	1.8	1.5
Isuzu	71	-15.5%	115	101.8%	60	-20.0%	246	13.9%	0.1	0.1	0.1
Jaguar	101	-32.2%	572	-23.5%	206	-20.5%	879	-24.0%	0.2	0.4	0.2
Jeep	1,002	55.8%	2,265	21.6%	1,412	16.5%	4,679	25.9%	1.7	1.4	1.6
Kia	567	-9.4%	1,222	-25.7%	244	-15.9%	2,033	-20.6%	1.0	0.8	0.3
Land Rover	358	38.8%	1,638	4.0%	849	-17.3%	2,845	-0.5%	0.6	1.0	1.0
Lexus	2,330	3.5%	9,119	1.3%	5,467	11.7%	16,916	4.8%	3.9	5.8	6.3
Lincoln	294	-35.7%	1,138	-9.8%	531	-23.0%	1,963	-18.5%	0.5	0.7	0.6
Mazda	668	7.6%	2,447	13.3%	1,622	38.0%	4,737	19.8%	1.1	1.5	1.9
Mercedes	2,085	-3.3%	9,944	-0.5%	5,359	-4.2%	17,388	-2.0%	3.5	6.3	6.1
Mercury	150	-28.9%	393	-38.6%	197	-33.0%	740	-35.4%	0.3	0.2	0.2
MINI	305	8.2%	1,012	3.7%	506	14.7%	1,823	7.3%	0.5	0.6	0.6
Mitsubishi	417	-4.4%	966	7.9%	778	-11.6%	2,161	-2.3%	0.7	0.6	0.9
Nissan	5,187	-13.3%	10,042	-9.0%	4,583	-11.3%	19,812	-10.7%	8.7	6.4	5.3
Other	148	25.4%	624	3.7%	275	-4.2%	1,047	4.0%	0.2	0.4	0.3
Pontiac	288	-11.7%	663	-9.3%	301	-29.2%	1,252	-15.5%	0.5	0.4	0.3
Porsche	220	-10.6%	1,130	-8.4%	533	-7.9%	1,883	-8.5%	0.4	0.7	0.6
Saab	51	-50.5%	399	-29.8%	151	-33.2%	601	-33.0%	0.1	0.3	0.2
Saturn	903	14.7%	1,867	21.3%	905	52.4%	3,675	25.9%	1.5	1.2	1.0
Subaru	193	-29.8%	690	-33.1%	465	-7.6%	1,348	-25.5%	0.3	0.4	0.5
Suzuki	192	-32.9%	238	-36.4%	356	-21.6%	786	-29.4%	0.3	0.2	0.4
Toyota/Scion	15,534	-2.8%	38,524	-2.1%	21,281	-2.8%	75,339	-2.5%	26.1	24.4	24.4
Volkswagen	906	-0.5%	3,375	-9.3%	1,375	-8.6%	5,656	-7.8%	1.5	2.1	1.6
Volvo	431	-18.5%	1,705	-11.9%	747	-14.7%	2,883	-13.7%	0.7	1.1	0.9

The tables above provide a comparison of the Southland, Central/North LA County, and Orange County new retail light vehicle markets. As shown on the top table, all three markets declined during the first six months of this year versus a year earlier.

Source: AutoCount, an Experian Company

Southland New Retail Car and Light Truck Registrations - History and Forecast										
	Registrations					Market Share				
	Units			Percent Change		Share (%)			Change	
	2005	2006	Forecast	'05 to '06	Forecast	2005	2006	Forecast	'05 to '06	Forecast
			2007		'06 to '07			2007		'06 to '07
TOTAL	136,496	126,403	119,817	-7.4%	-5.2%					
Acura	2,640	2,393	2,242	-9.4%	-6.3%	1.9	1.9	1.9	0.0	0.0
Audi	1,007	1,037	1,120	3.0%	8.0%	0.7	0.8	0.9	0.1	0.1
BMW	4,632	4,563	4,352	-1.5%	-4.6%	3.4	3.6	3.6	0.2	0.0
Buick	531	345	308	-35.0%	-10.7%	0.4	0.3	0.3	-0.1	0.0
Cadillac	1,775	1,460	1,244	-17.7%	-14.8%	1.3	1.2	1.0	-0.1	-0.2
Chevrolet	12,995	11,058	9,535	-14.9%	-13.8%	9.5	8.7	8.0	-0.8	-0.7
Chrysler	3,348	2,965	2,502	-11.4%	-15.6%	2.5	2.3	2.1	-0.2	-0.2
Dodge	4,020	3,438	3,122	-14.5%	-9.2%	2.9	2.7	2.6	-0.2	-0.1
Ford	14,048	10,757	8,833	-23.4%	-17.9%	10.3	8.5	7.4	-1.8	-1.1
GMC	4,521	3,192	2,974	-29.4%	-6.8%	3.3	2.5	2.5	-0.8	0.0
Honda	14,360	15,032	14,397	4.7%	-4.2%	10.5	11.9	12.0	1.4	0.1
Hummer	584	581	404	-0.5%	-30.5%	0.4	0.5	0.3	0.1	-0.2
Hyundai	1,959	1,469	1,242	-25.0%	-15.5%	1.4	1.2	1.0	-0.2	-0.2
Infiniti	2,138	1,771	1,687	-17.2%	-4.7%	1.6	1.4	1.4	-0.2	0.0
Isuzu	139	135	88	-2.9%	-34.8%	0.1	0.1	0.1	0.0	0.0
Jaguar	332	265	178	-20.2%	-32.8%	0.2	0.2	0.1	0.0	-0.1
Jeep	1,640	1,410	1,902	-14.0%	34.9%	1.2	1.1	1.6	-0.1	0.5
Kia	1,655	1,256	1,261	-24.1%	0.4%	1.2	1.0	1.1	-0.2	0.1
Land Rover	534	421	508	-21.2%	20.7%	0.4	0.3	0.4	-0.1	0.1
Lexus	4,155	4,367	4,326	5.1%	-0.9%	3.0	3.5	3.6	0.5	0.1
Lincoln	932	779	595	-16.4%	-23.6%	0.7	0.6	0.5	-0.1	-0.1
Mazda	1,265	1,389	1,390	9.8%	0.1%	0.9	1.1	1.2	0.2	0.1
Mercedes	4,104	4,423	4,280	7.8%	-3.2%	3.0	3.5	3.6	0.5	0.1
Mercury	427	377	307	-11.7%	-18.6%	0.3	0.3	0.3	0.0	0.0
MINI	543	572	584	5.3%	2.1%	0.4	0.5	0.5	0.1	0.0
Mitsubishi	800	826	883	3.3%	6.9%	0.6	0.7	0.7	0.1	0.0
Nissan	13,449	11,204	10,487	-16.7%	-6.4%	9.9	8.9	8.8	-1.0	-0.1
Pontiac	683	678	544	-0.7%	-19.8%	0.5	0.5	0.5	0.0	0.0
Porsche	440	465	407	5.7%	-12.5%	0.3	0.4	0.3	0.1	-0.1
Saab	222	184	120	-17.1%	-34.8%	0.2	0.1	0.1	-0.1	0.0
Saturn	1,713	1,616	1,905	-5.7%	17.9%	1.3	1.3	1.6	0.0	0.3
Subaru	522	495	378	-5.2%	-23.6%	0.4	0.4	0.3	0.0	-0.1
Suzuki	512	529	481	3.3%	-9.1%	0.4	0.4	0.4	0.0	0.0
Toyota (incl. Scion)	30,639	31,949	32,462	4.3%	1.6%	22.4	25.3	27.1	2.9	1.8
Volkswagen	1,828	1,734	1,699	-5.1%	-2.0%	1.3	1.4	1.4	0.1	0.0
Volvo	1,174	1,030	852	-12.3%	-17.3%	0.9	0.8	0.7	-0.1	-0.1
Others	230	238	218	3.5%	-8.4%	0.2	0.2	0.2	0.0	0.0

Historical Data Source: AutoCount, an Experian Company

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