

Southland Auto Outlook

Comprehensive information on the Southland Automotive Market

Covering Third Quarter, 2006

Volume 4, Number 4



Southland Market Predicted to Decline Slightly in '07; Improvement Likely in '08 and '09

As discussed in the past several issues of Auto Outlook, the majority of key indicators have been pointing to a slow-down in the Southland Area new vehicle sales. And it appears the market is indeed poised to soften during the next several quarters. Despite attractive incentive offers and the increasingly impressive array of new product offerings, the negative forces impacting the market appear too strong to overcome.

Why has the overall climate for new vehicle sales turned somewhat cloudier? To begin with, consumer debt levels are hovering at near record high levels. And for the first nine months of this year, the household savings rate was negative, meaning that households dipped into savings to fuel spending. Add to this the softening housing market and it's easy to see why consumers are likely to apply the brakes to their spending habits over the next year or so. What's more, economic growth is slowing, inflation is creeping back into

the picture, and interest rates continue to move higher. It is not a pretty picture.

But the picture is not completely bleak. There are several compelling reasons to believe that any sales slump will be relatively mild and short-lived. Productivity and income growth continue to be strong, and although most economists expect the economy to cool off over the next several quarters, GDP growth should still be at fairly strong levels. In addition, as mentioned previously, the manufacturers continue to serve up impressive new products that regularly hit consumer hot buttons. This should provide sufficient motivation for shoppers to make the trip to Southland Area new vehicle dealerships.

Forecast summary: New retail light vehicle registrations for all of 2006 are expected to approach 130,000 units and decline 5.1% from 2005. A 3.5% drop is predicted for 2007. (See page 6 for more details.)

MARKET SUMMARY

- ❑ New retail light vehicle registrations predicted to decrease 5.1% for all of this year vs. '05. Small decline likely in 2007.
- ❑ Market declined 8.2% in the Third Quarter of this year versus year earlier. Increase predicted for the Fourth Quarter (see graph below).
- ❑ Domestic brand market share declined 4.7 points during the first nine months of 2006 (see page 2).
- ❑ Subcompact Car segment posts big increase in area market (see page 3).
- ❑ Toyota (including Scion) market share exceeded 26% in Third Quarter of this year (see below).

The Southland New Retail Light Vehicle Market — At a Glance

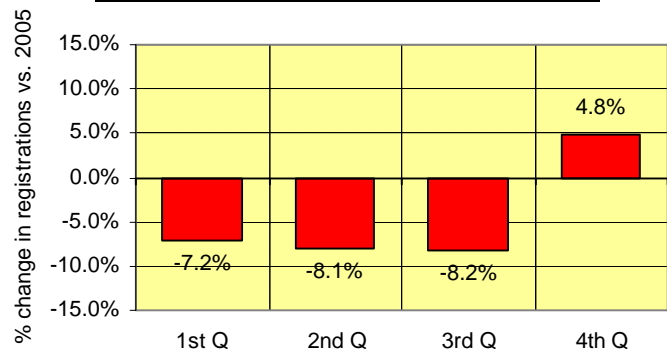
Summary 1. Top Ten Scoreboard

2nd QUARTER, 2006			3rd QUARTER, 2006			Change in mkt. Share
Rank	Make	Share	Rank	Make	Share	
1	Toyota	25.9%	1	Toyota	26.4%	0.5%
2	Honda	12.0%	2	Honda	12.2%	0.2%
3	Nissan	9.4%	3	Chevrolet	9.1%	0.5%
4	Chevrolet	8.6%	4	Ford	8.8%	0.7%
5	Ford	8.1%	5	Nissan	8.0%	-1.4%
6	BMW	3.8%	6	Mercedes	3.3%	0.1%
7	Lexus	3.3%	7	Lexus	3.3%	0.0%
8	Mercedes	3.2%	8	BMW	3.1%	-0.7%
9	Dodge	2.8%	9	GMC	2.7%	0.4%
10	GMC	2.3%	10	Dodge	2.6%	-0.2%

The three summaries provide an overview of the Southland new retail light vehicle market. The table above shows the **Top Ten** sellers during the Second and Third 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. The **Annual Review** on the right shows our registrations forecast for 2006, and actual figures for 2004 and 2005.

Source for historical data: AutoCount, an Experian Company

Summary 2. Quarterly Forecast ('06 vs. '05)



Summary 3. Annual Review and Forecast

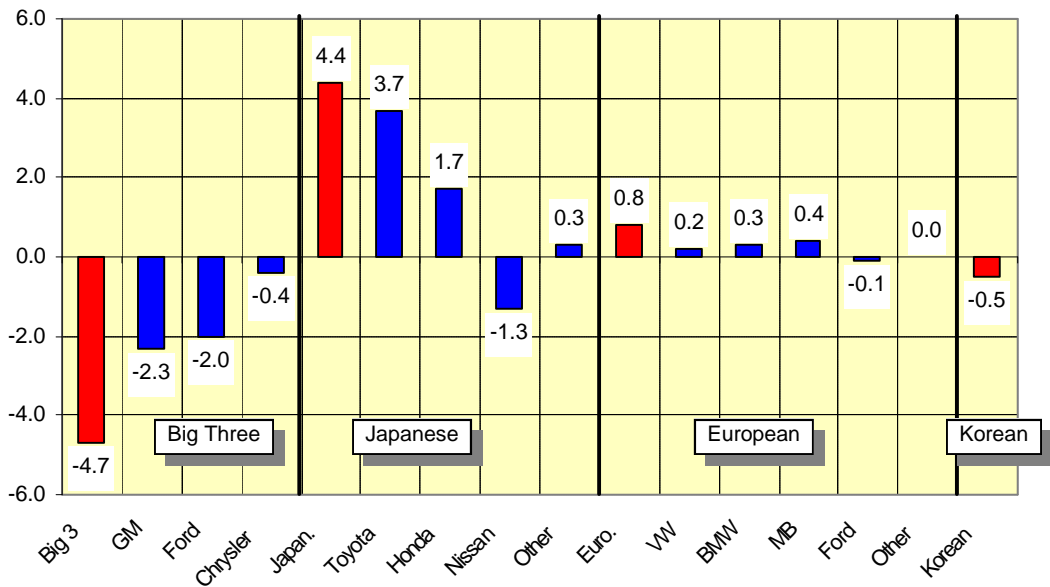
	2004		Forecast		% ch. '05 to '06
	2004	2005	2006	'05 to '06	
TOTAL	133,491	136,496	129,518	-5.1%	
Car	64,328	68,799	68,645	-0.2%	
Light Truck	69,163	67,697	60,873	-10.1%	
Big Three	49,561	47,217	40,242	-14.8%	
Japanese	65,929	70,619	71,277	0.9%	
European	14,750	15,046	14,853	-1.3%	
Korean	3,251	3,614	3,146	-12.9%	

Market Tracker

Japanese Brand Market Share Increases 4.4 Share Points During First Nine Months of 2006

The graph on the right tracks the changing composition of the Southland market. As shown on the graph, the Big Three (consisting of “traditional domestic” brands) lost 4.7 market share points during the first nine months of this year versus a year earlier. (Big Three does not include import brands owned by GM and Ford, such as Volvo and Saab.) Japanese brand market share increased 4.4 points, with Toyota and Honda each gaining share. European brand market share was up 0.8 of a point, while Korean brands declined 0.5 of a point.

**Change in New Retail Light Vehicle Market Share
YTD 2006 (thru September) vs. Year Earlier**



Brands included above: Big 3: GM (Buick, Cadillac, Chevrolet, GMC, Hummer, Oldsmobile, 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, and Maserati). **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 for dealers, leading auctions, marketing/advertising companies, and auto finance institutions. Consider AutoCount as a source for sales data covering your local market. AutoCount’s extensive new and used vehicle sales information can make a difference for your dealership.

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



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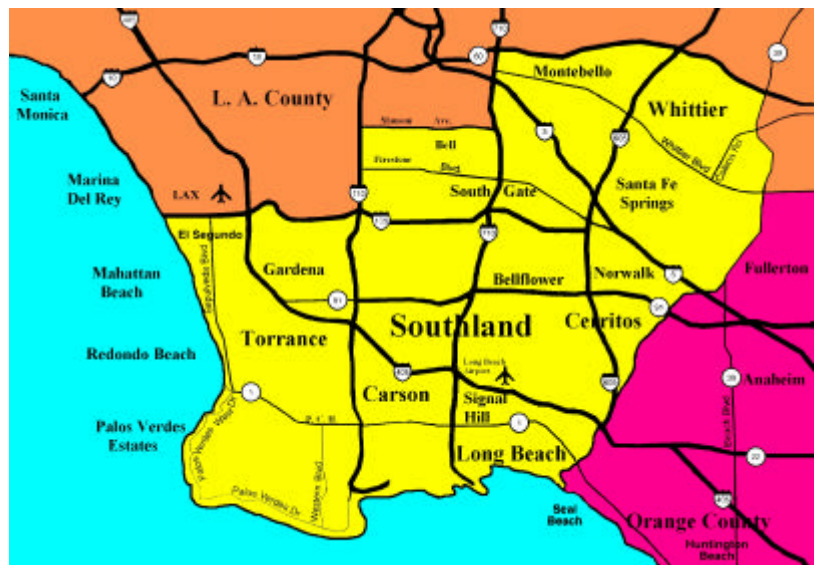
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Map of Southland Area



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

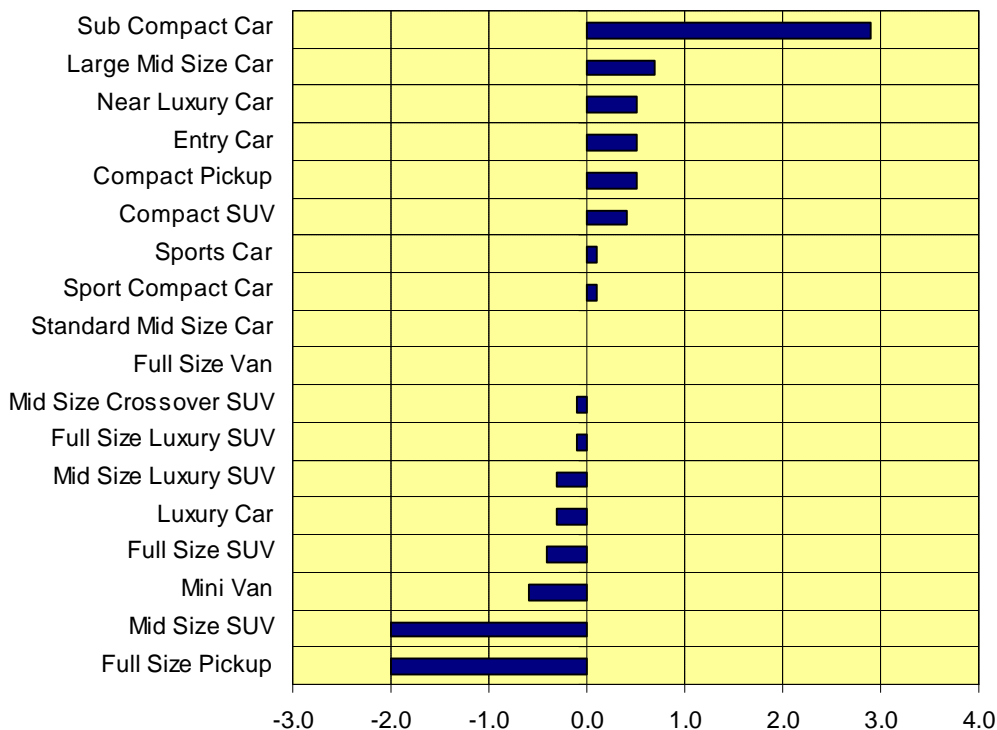
Sub Compact Car Segment Continues to Make Inroads in Southland Market

The information on this page provides information on the make-up of the Southland Area light vehicle market during the first nine months of this year. The graph on the right provides a snapshot of segments that have lost or gained market share during the first nine months of this year versus the same period a year earlier. The table below shows the top sellers in each segment.

Observations: As reported in previous issues of *Southland Auto Outlook*, higher fuel prices have given a major boost to the Sub Compact Car segment, which has gained 2.9 market share points so far this year. Full Size Pickup and Mid Size SUV share each declined by two points. Honda Pilot was the best selling Mid Size SUV in the area.

Source: AutoCount, an Experian Company.

Change in Segment Market Share-YTD '06 (thru September) vs. YTD '05



Top Selling Models in Each Segment - Southland Market											
New Retail Registrations, YTD 2006 (thru Sept.) 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	647	42.3	Honda Civic	4107	24.1	Scion tC	1062	40.7	Toyota Camry	4745	41.0
Scion xA	380	24.9	Toyota Corolla	3515	20.6	Ford Mustang	995	38.2	Honda Accord	2534	21.9
Kia Rio	166	10.9	Nissan Sentra	1171	6.9	Acura RSX	270	10.4	Nissan Altima	2252	19.4
Chevrolet Aveo	141	9.2	Toyota Prius	1163	6.8	Mitsubishi Eclipse	156	6.0	Ford Fusion	480	4.1
Hyundai Accent	117	7.7	Scion xB	1057	6.2	Hyundai Tiburon	53	2.0	Hyundai Sonata	301	2.6
Large Mid Size			Near Luxury			Luxury			Sports Car		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Chrysler 300	1363	31.6	BMW 3-Series	1358	21.5	Mercedes CLS-Class	657	14.1	Nissan 350 ZX	270	24.4
Toyota Avalon	662	15.3	Lexus IS	745	11.8	BMW 5-Series	646	13.9	Chevrolet Corvette	220	19.9
Nissan Maxima	556	12.9	Mercedes C-Class	733	11.6	Mercedes S-Class	408	8.8	Porsche 911	111	10.0
Dodge Charger	393	9.1	Infiniti G35	681	10.8	Mercedes E-Class	363	7.8	BMW Z4	111	10.0
Chevrolet Impala	329	7.6	Acura TL	645	10.2	Lexus GS	348	7.5	Pontiac Solstice	84	7.6
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	2464	53.3	Ford F-Series	3003	35.1	Toyota Sienna	1721	39.5	Chevrolet Express	422	54.0
Nissan Frontier	848	18.3	Chevrolet Silverado	1802	21.1	Honda Odyssey	1333	30.6	Ford E-Series	234	30.0
Honda Ridgeline	443	9.6	Toyota Tundra	1573	18.4	Nissan Quest	328	7.5	GMC Savana	108	13.8
Ford Ranger	340	7.4	Dodge Ram	695	8.1	Chrysler T & C	302	6.9			
Chevrolet Colorado	280	6.1	Nissan Titan	603	7.0	Dodge Caravan	262	6.0			
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	1009	17.4	Honda Pilot	1329	17.8	Chevrolet Tahoe	2693	41.9	Lexus RX350	666	14.2
Toyota RAV4	887	15.3	Toyota 4Runner	1012	13.5	GMC Yukon	1278	19.9	Cadillac Escalade	416	8.9
Saturn Vue	584	10.1	Nissan Pathfinder	915	12.2	Ford Expedition	583	9.1	Mercedes ML-Class	392	8.4
Honda Element	576	10.0	Toyota Highlander	847	11.3	Toyota Sequoia	513	8.0	BMW X5	387	8.3
Nissan Xterra	572	9.9	Ford Explorer	742	9.9	Toyota Land Cruiser	382	5.9	BMW X3	317	6.8

Market Trending Analysis

Toyota is “Trending Up” in the Southland Market

Popular statistical analysis of automotive sales often concentrates on two basic measurements. First, how have sales changed versus the same period a year earlier? Are they up or down? And two, what have sales been like in the recent past, i.e., a week or a month? The problem with these two measurements is that they don't look at the overall trend over a longer period of time.

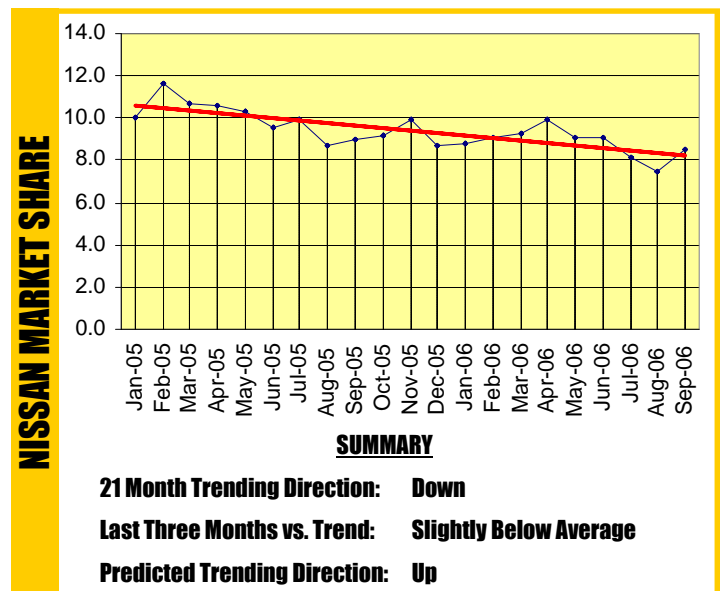
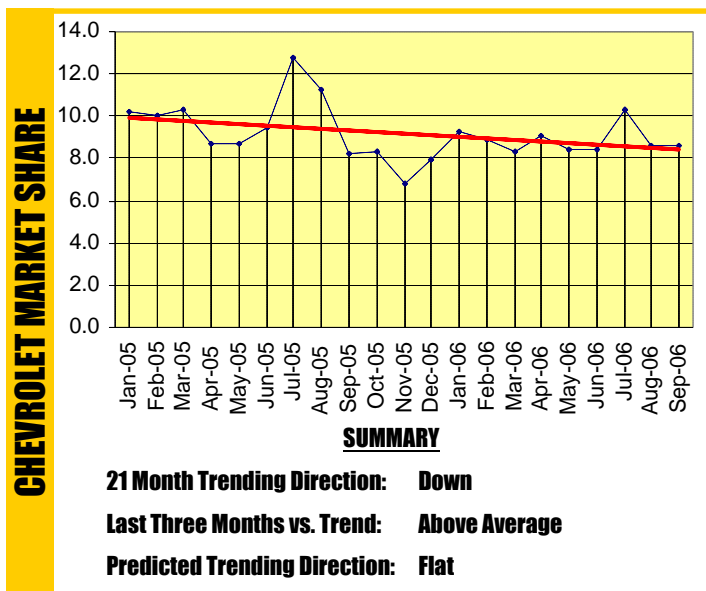
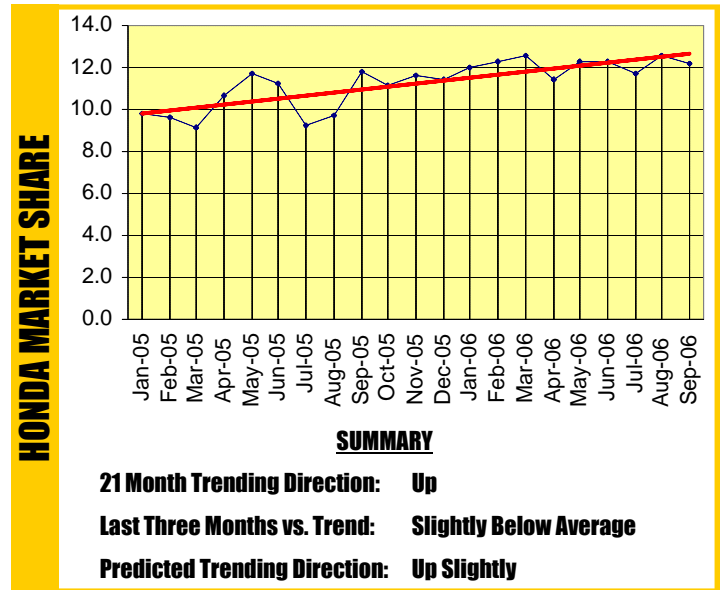
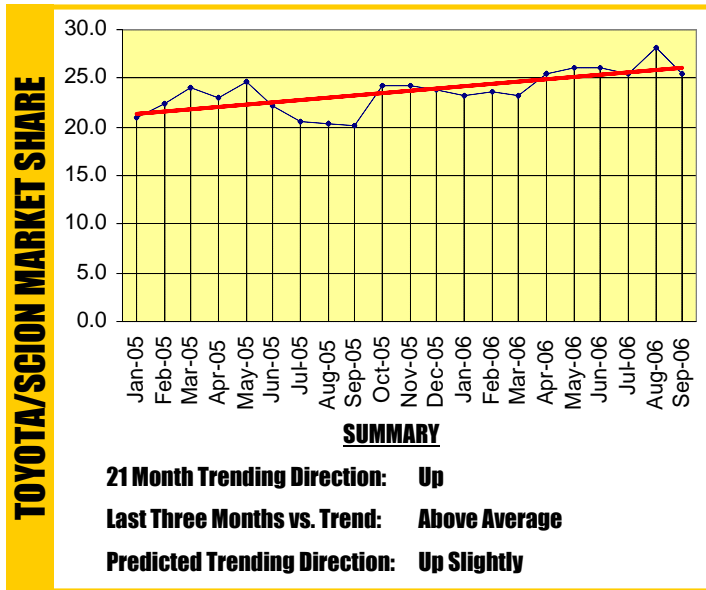
For instance, sales might have gone up last month versus a year earlier, but if the trend for the past several months is sharply lower, that singular indicator might be misleading. The graphs that follow focus on the longer term trend for the Top

10 selling brands in the Southland retail automotive market. For each brand, the graph shows monthly new retail light vehicle market share over the past 21 months.

The graphs also have a trend line that “fits” the data. This trend line conveys a great deal of information regarding the recent and longer term sales performance for each brand in the area market. A “downward sloping” line (i.e., down from left to right) indicates that market share is generally trending lower over the 21 month period. The steeper the slope of the line, the greater the decrease. Conversely, an “upward sloping” line (i.e.,

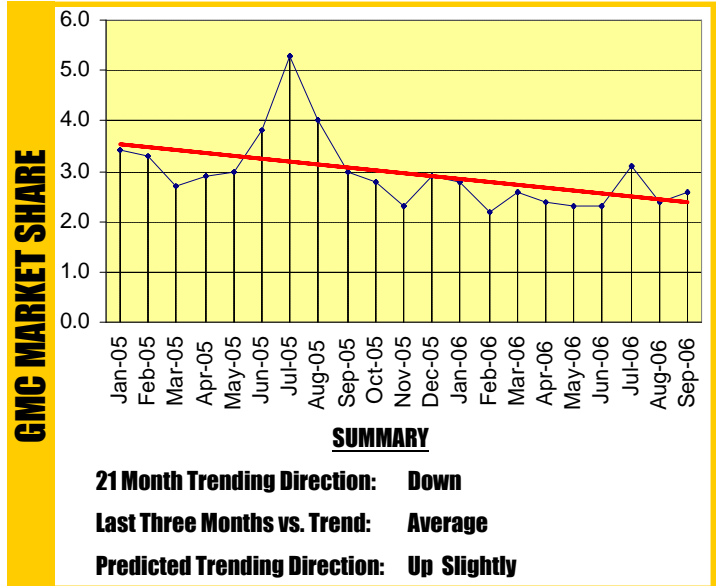
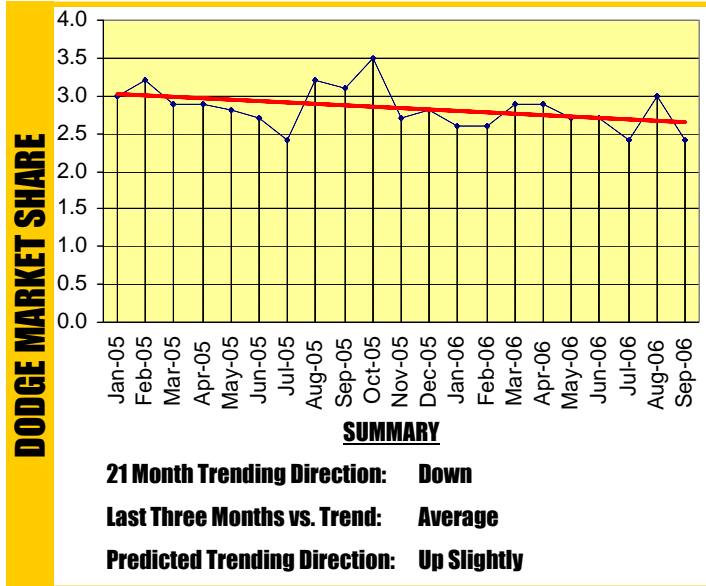
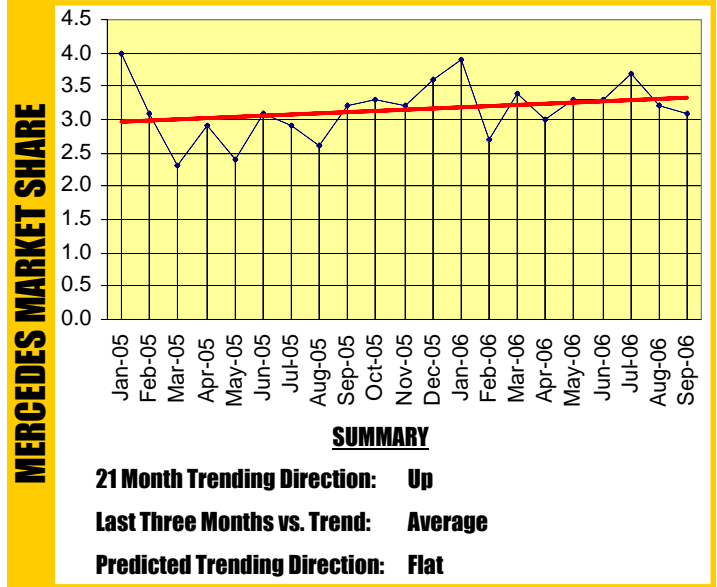
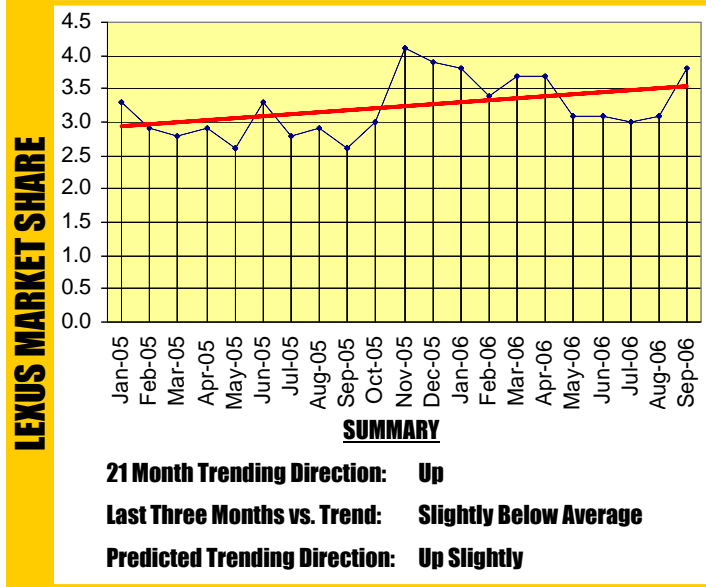
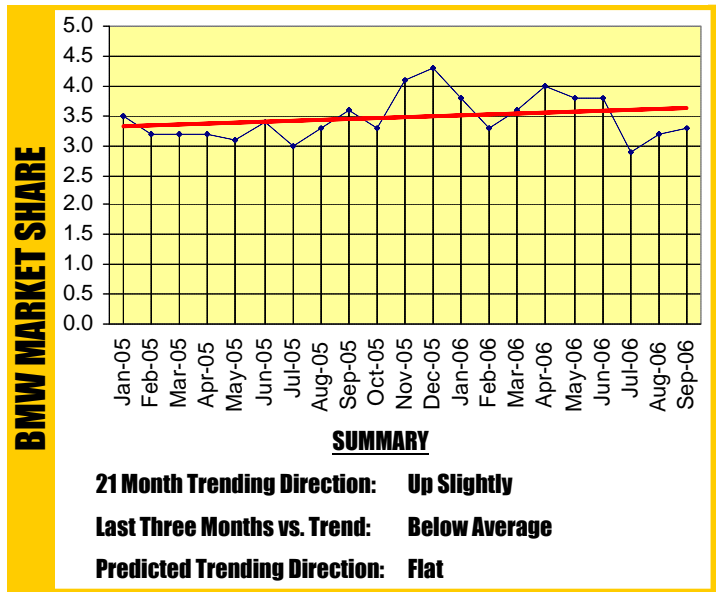
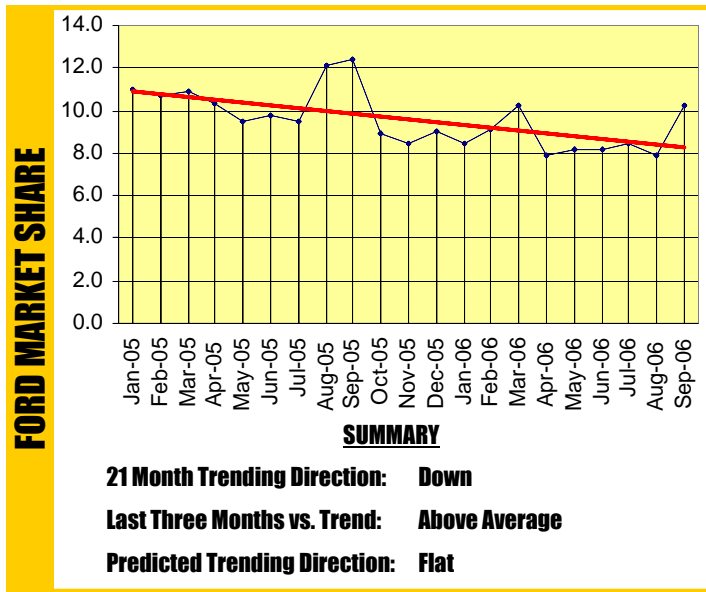
up from left to right) indicates that market share is trending higher over the period (Toyota, for example).

Want to know what sales performance has been like over the past few months? Check the actual monthly market share as indicated by the dots on the graph. If the dots are above the line, market share has exceeded the trend, which could be an indicator that the trend is likely to improve. The opposite is true if the dots are below the line. These basic evaluators are summarized for each of the 10 brands, as well as Auto Outlook's prediction for the future trend.



Market Trending Analysis (Continued)

Lexus "Trending Up" in the Southland Market



Special Report: Long Term Forecast

Southland Area Market Predicted to Improve in 2008 and 2009

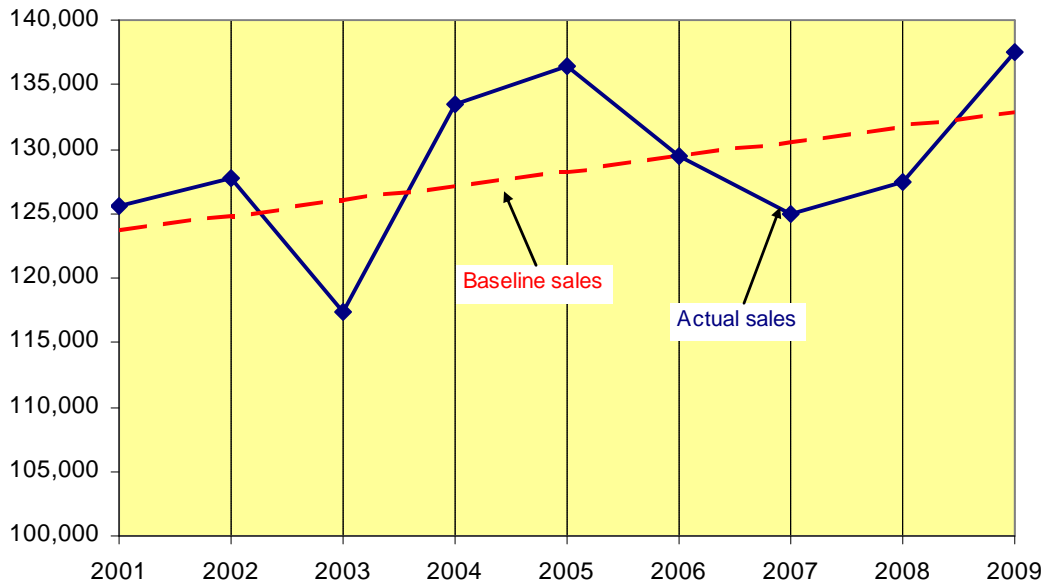
During the first five years of this decade, the Southland Area new retail light vehicle market was humming along at an impressive pace, with annual new registrations exceeding 125,000 units on several occasions. Except for the somewhat disappointing performance in 2003, the market was on a roll. It now looks, however, that the market is due for a bit of a slowdown. Following a projected 5.1% drop in registrations this year, Auto Outlook believes that the market will decline by another 3.5% in 2007.

That should mark the end of the market's relatively mild cyclical decline, however, with rebounds predicted for 2008 and 2009. Registrations in 2009 could approach 140,000 units.

The two graphs illustrate the market fundamentals that contribute to our long term forecast. The top graph shows two lines: 1. **Actual** new retail light vehicle registrations from 2001 through 2005, and our forecast from 2006 through 2009. 2. **Baseline** registrations (denoted by the dotted line), representing "anticipated" sales in the absence of economic fluctuations.

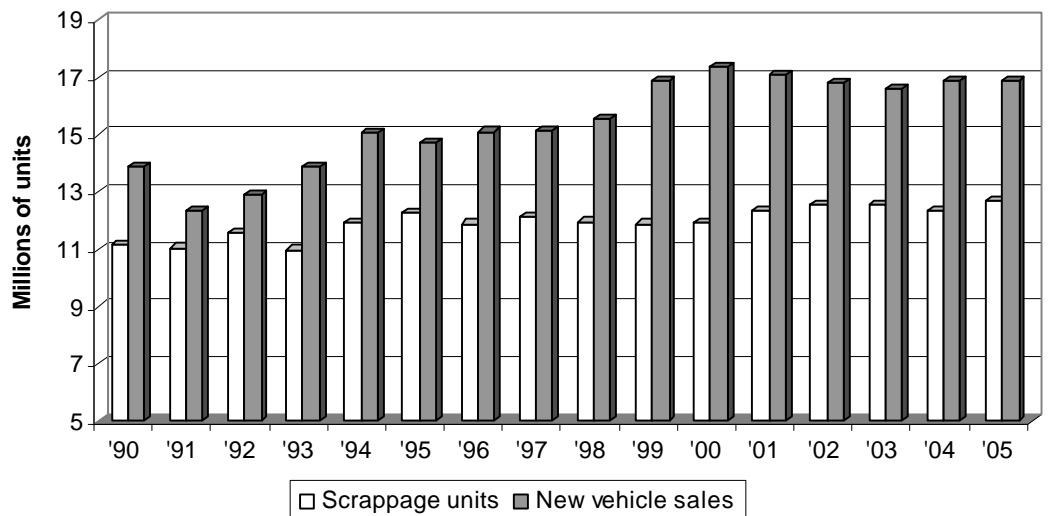
Historically, sales have followed a cyclical trend, moving in response to economic factors and consumer behavior. When **actual** sales fall below **baseline**, new vehicle purchases are either postponed due to a slowing economy; or, sales slack off following periods of elevated sales. This is likely to occur in 2007 through 2008. When conditions improve, **actual** sales move above **baseline**, the case in 2004 and 2005.

AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS—ACTUAL VS. BASELINE



The two lines on the graph provide a synopsis of the past and anticipated future performance of the Southland Area new automotive market. **Actual and projected registrations** shows actual market results through 2005 and Auto Outlook's forecast for 2006 through 2009. **Baseline** represents anticipated registrations that would occur in the absence of economic fluctuations, and is a function of "core" factors, such as the number of households in the area and population over age 20. Data Sources: AutoCount, an Experian Company and CNW Marketing Research.

NEW VEHICLE SALES AND SCRAPPAGE—U.S. MARKET



The graph above compares National new vehicle sales and scrappage between 1990 and 2005. The relationship between these two measurements can serve as a significant predictor of new vehicle sales. When new vehicle sales exceed scrappage, the size of the "overall vehicle fleet" is growing at an accelerated pace, which could portend a slowdown in new vehicle sales. The gap between the two was relatively large in 1999 and 2000. An increase in scrappage in 2001 and a decline in new vehicle sales in 2001 helped narrow the gap somewhat. In 2004, however, the gap widened as scrappage declined and new vehicle sales increased.

Source: CNW Marketing Research, Inc.

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 '06 (thru Sept.) vs. YTD '05	-7.8%	-2.1%	-6.6%
Car Market Share Car share of industry retail light vehicle registrations - YTD '06 (thru Sept.)	53.5%	58.1%	53.8%
Domestic Brand Market Share Domestic brand share of industry retail light vehicle registrations - YTD '06 (thru Sept.)	31.0%	24.1%	27.6%

New Retail Light Vehicle Registrations (by brand)

Brand	New Retail Registrations - YTD 2006 (thru Sept.)								Market Share (YTD '06)		
	Southland		Central/North LA County		Orange County		AREA TOTAL		Southland	Central/N L.A. County	Orange County
	Regs.	% ch. from '05	Regs.	% ch. from '05	Regs.	% ch. from '05	Regs.	% ch. from '05			
TOTAL	98,631	-7.8%	255,630	-2.1%	142,286	-6.6%	496,547	-4.6%	100.0	100.0	100.0
Acura	1,752	-16.5%	5,490	-7.5%	3,025	-9.8%	10,267	-9.8%	1.8	2.1	2.1
Audi	742	-0.4%	4,183	29.7%	1,460	4.3%	6,385	18.9%	0.8	1.6	1.0
BMW	3,468	-0.4%	14,083	4.2%	6,407	-1.3%	23,958	2.0%	3.5	5.5	4.5
Buick	269	-39.3%	533	-32.6%	365	-33.9%	1,167	-34.7%	0.3	0.2	0.3
Cadillac	1,141	-21.7%	2,906	-22.2%	1,884	-20.4%	5,931	-21.5%	1.2	1.1	1.3
Chevrolet	8,762	-18.2%	15,475	-15.0%	9,866	-18.3%	34,103	-16.8%	8.9	6.1	6.9
Chrysler	2,368	-7.6%	3,964	-20.8%	2,777	-26.6%	9,109	-19.8%	2.4	1.6	2.0
Dodge	2,672	-14.6%	5,317	-19.1%	3,777	-16.6%	11,766	-17.3%	2.7	2.1	2.7
Ford	8,608	-24.9%	18,445	-18.7%	11,961	-22.2%	39,014	-21.2%	8.7	7.2	8.4
GMC	2,488	-33.5%	4,458	-32.9%	2,957	-30.9%	9,903	-32.5%	2.5	1.7	2.1
Honda	11,980	8.8%	30,004	6.5%	17,192	7.1%	59,176	7.2%	12.1	11.7	12.1
Hummer	458	11.4%	1,311	18.5%	686	15.3%	2,455	16.2%	0.5	0.5	0.5
Hyundai	1,185	-23.3%	2,324	-17.1%	2,647	12.2%	6,156	-8.2%	1.2	0.9	1.9
Infiniti	1,368	-18.2%	4,706	-11.3%	2,193	-22.1%	8,267	-15.6%	1.4	1.8	1.5
Isuzu	113	6.6%	84	-23.6%	104	-3.7%	301	-7.1%	0.1	0.0	0.1
Jaguar	209	-21.7%	1,091	-16.5%	374	-28.9%	1,674	-20.3%	0.2	0.4	0.3
Jeep	1,022	-19.5%	2,751	-15.6%	1,847	-13.1%	5,620	-15.6%	1.0	1.1	1.3
Kia	1,006	-22.4%	2,528	-9.2%	421	-35.5%	3,955	-16.5%	1.0	1.0	0.3
Land Rover	331	-17.5%	2,220	3.7%	1,435	30.1%	3,986	9.4%	0.3	0.9	1.0
Lexus	3,359	8.9%	13,717	14.1%	7,548	12.2%	24,624	12.8%	3.4	5.4	5.3
Lincoln	631	-15.5%	1,780	-18.0%	920	-24.8%	3,331	-19.6%	0.6	0.7	0.6
Mazda	1,029	6.2%	3,559	27.7%	2,000	0.8%	6,588	14.7%	1.0	1.4	1.4
Mercedes	3,279	5.3%	14,662	17.2%	8,158	2.5%	26,099	10.6%	3.3	5.7	5.7
Mercury	302	-18.4%	946	13.3%	466	4.5%	1,714	3.8%	0.3	0.4	0.3
Mini	435	-1.4%	1,492	-7.9%	685	-8.7%	2,612	-7.1%	0.4	0.6	0.5
Mitsubishi	626	9.1%	1,368	0.6%	1,286	-7.0%	3,280	-1.1%	0.6	0.5	0.9
Nissan	8,690	-19.0%	16,576	-19.1%	7,661	-19.2%	32,927	-19.1%	8.8	6.5	5.4
Other	182	9.0%	842	4.7%	451	8.9%	1,475	6.5%	0.2	0.3	0.3
Pontiac	522	7.6%	1,205	11.7%	684	0.1%	2,411	7.3%	0.5	0.5	0.5
Porsche	357	3.2%	1,737	12.3%	836	11.8%	2,930	10.9%	0.4	0.7	0.6
Saab	158	-18.1%	896	4.1%	358	-2.5%	1,412	-0.6%	0.2	0.4	0.3
Saturn	1,231	-10.9%	2,489	-18.4%	1,010	-11.4%	4,730	-15.1%	1.2	1.0	0.7
Subaru	383	-6.1%	1,430	-11.6%	784	-21.2%	2,597	-14.0%	0.4	0.6	0.6
Suzuki	425	18.7%	619	89.9%	590	-4.7%	1,634	25.4%	0.4	0.2	0.4
Toyota/Scion	24,890	5.8%	61,937	10.5%	33,776	4.3%	120,603	7.7%	25.2	24.2	23.7
Volkswagen	1,380	-1.0%	5,595	12.6%	2,366	-9.4%	9,341	4.1%	1.4	2.2	1.7
Volvo	810	-12.9%	2,907	-19.5%	1,329	-26.5%	5,046	-20.6%	0.8	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 nine 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	
	2004	2005	Forecast 2006	'04 to '05	'05 to '06	2004	2005	Forecast 2006	'04 to '05	'05 to '06
TOTAL	133,491	136,496	129,518	2.3%	-5.1%					
Acura	2,173	2,640	2,464	21.5%	-6.7%	1.6	1.9	1.9	0.3	0.0
Audi	959	1,007	1,042	5.0%	3.5%	0.7	0.7	0.8	0.0	0.1
BMW	4,122	4,632	4,628	12.4%	-0.1%	3.1	3.4	3.6	0.3	0.2
Buick	482	531	346	10.2%	-34.8%	0.4	0.4	0.3	0.0	-0.1
Cadillac	1,712	1,775	1,524	3.7%	-14.1%	1.3	1.3	1.2	0.0	-0.1
Chevrolet	12,978	12,995	11,169	0.1%	-14.1%	9.7	9.5	8.6	-0.2	-0.9
Chrysler	2,529	3,348	3,046	32.4%	-9.0%	1.9	2.5	2.4	0.6	-0.1
Dodge	4,393	4,020	3,611	-8.5%	-10.2%	3.3	2.9	2.8	-0.4	-0.1
Ford	17,405	14,048	11,273	-19.3%	-19.8%	13.0	10.3	8.7	-2.7	-1.6
GMC	4,577	4,521	3,494	-1.2%	-22.7%	3.4	3.3	2.7	-0.1	-0.6
Honda	13,209	14,360	15,377	8.7%	7.1%	9.9	10.5	11.9	0.6	1.4
Hummer	289	584	629	102.1%	7.7%	0.2	0.4	0.5	0.2	0.1
Hyundai	1,963	1,959	1,747	-0.2%	-10.8%	1.5	1.4	1.3	-0.1	-0.1
Infiniti	1,925	2,138	1,879	11.1%	-12.1%	1.4	1.6	1.5	0.2	-0.1
Isuzu	184	139	134	-24.5%	-3.6%	0.1	0.1	0.1	0.0	0.0
Jaguar	460	332	253	-27.8%	-23.8%	0.3	0.2	0.2	-0.1	0.0
Jeep	1,379	1,640	1,527	18.9%	-6.9%	1.0	1.2	1.2	0.2	0.0
Kia	1,288	1,655	1,399	28.5%	-15.5%	1.0	1.2	1.1	0.2	-0.1
Land Rover	401	534	464	33.2%	-13.1%	0.3	0.4	0.4	0.1	0.0
Lexus	4,092	4,155	4,365	1.5%	5.1%	3.1	3.0	3.4	-0.1	0.4
Lincoln	1,076	932	840	-13.4%	-9.9%	0.8	0.7	0.6	-0.1	-0.1
Mazda	1,248	1,265	1,418	1.4%	12.1%	0.9	0.9	1.1	0.0	0.2
Mercedes	3,773	4,104	4,240	8.8%	3.3%	2.8	3.0	3.3	0.2	0.3
Mercury	453	427	358	-5.7%	-16.2%	0.3	0.3	0.3	0.0	0.0
Mini	425	543	537	27.8%	-1.1%	0.3	0.4	0.4	0.1	0.0
Mitsubishi	1,107	800	828	-27.7%	3.5%	0.8	0.6	0.6	-0.2	0.0
Nissan	12,357	13,449	11,332	8.8%	-15.7%	9.3	9.9	8.7	0.6	-1.2
Pontiac	621	683	705	10.0%	3.2%	0.5	0.5	0.5	0.0	0.0
Porsche	478	440	446	-7.9%	1.4%	0.4	0.3	0.3	-0.1	0.0
Saab	253	222	202	-12.3%	-9.0%	0.2	0.2	0.2	0.0	0.0
Saturn	1,667	1,713	1,720	2.8%	0.4%	1.2	1.3	1.3	0.1	0.0
Subaru	503	522	504	3.8%	-3.4%	0.4	0.4	0.4	0.0	0.0
Suzuki	321	512	598	59.5%	16.8%	0.2	0.4	0.5	0.2	0.1
Toyota (incl. Scion)	28,810	30,639	32,378	6.3%	5.7%	21.6	22.4	25.0	0.8	2.6
Volkswagen	2,461	1,828	1,803	-25.7%	-1.4%	1.8	1.3	1.4	-0.5	0.1
Volvo	1,285	1,174	1,025	-8.6%	-12.7%	1.0	0.9	0.8	-0.1	-0.1
Others	133	230	213	72.9%	-7.4%	0.1	0.2	0.2	0.1	0.0

Historical Data Source: AutoCount, an Experian Company

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