



# Southland Auto Outlook™

Comprehensive information on the Southland Area automotive market

## Market Expected to Struggle in '08; Strong Recovery Likely to Follow

Clearly, the economic events that have unfolded over the past several months have not been good news for the Southland Area automotive market. Questions about where the market has been, and more important, where it is headed are primary concerns. Following is a concise summary of key trends in the area market, with an emphasis on expected results during 2008.

### 2008 Forecast

Auto Outlook is projecting that area new retail car and light truck registrations will decline 2.6% from 2007 to 2008, with the total just exceeding 111,000 units. As discussed in the previous issue of Auto Outlook, the market has now moved below its trend levels as economic events have taken a predictable toll on new vehicle sales.

### 2007 Wrap Up

Area new retail light vehicle registrations last year totaled 114,281 units, a drop of 9.6%. The decline was steeper than our projection at the beginning of the year.

### Reasons why the market will struggle

The list of negative forces impacting the market in 2008 is uncomfortably long. Here are the biggest threats: extremely tight credit markets, rising unemployment, falling housing values, excessive consumer debt, slowing economic growth, and high gas prices. Not an encouraging scenario, to be sure.

### Reasons for some hope during 2008

It would be a surprise if the area market moved higher in 2008. But despite the likely decline, we believe there are a few reasons why the market is not headed for a collapse. Consumer affordability for new vehicles remains at very respectable levels. Lower interest rates, aggressive pricing, and personal income gains should help keep a new vehicle purchase a viable proposition for many area consumers. In addition, economic conditions are expected to improve somewhat during the second half of the year, while impressive new products should entice many shoppers to take the new vehicle purchase plunge.

### Market poised to take off by 2010

Auto Outlook strongly believes that within two years, the weakness in 2008 sales will be a distant memory. The pieces are in place for the area new vehicle market to take off by 2010. After several years of sluggish sales, replacement demand will give the market a big boost, as consumers move to replace aging vehicles. In conjunction with the inevitable cyclical recovery in sales, the emergence of mass market advanced powertrain technologies (i.e., lithium-ion battery powered and plug in hybrids) could provide greatly enhanced motivation for consumers to enter the new vehicle market.

It's almost guaranteed that higher gas prices and greater environmental consciousness are here to stay. The industry is on the cusp of a massive product launch that addresses these emerging trends. Just like high definition and flat panel screens have led to soaring television sales over the past few years, new technologies will transform the automobile, and ignite sales for years to come.

## Southland Area New Retail Light Vehicle Market - At a Glance

### Top Ten Scoreboard

Leading brands during Third and Fourth Quarters of '07

3rd QUARTER, 2007			4th QUARTER, 2007			Change in mkt. Share
Rank	Make	Share	Rank	Make	Share	
1	Toyota	25.9%	1	Toyota	25.8%	-0.1%
2	Honda	13.0%	2	Honda	12.3%	-0.7%
3	Nissan	8.3%	3	Chevrolet	9.1%	1.9%
4	Ford	8.0%	4	Nissan	7.9%	-0.4%
5	Chevrolet	7.2%	5	Ford	7.5%	-0.5%
6	Lexus	3.8%	6	BMW	3.8%	0.1%
7	BMW	3.7%	7	Lexus	3.8%	0.0%
8	Dodge	3.2%	8	Mercedes	3.7%	0.8%
9	Mercedes	2.9%	9	Dodge	2.6%	-0.6%
10	GMC	2.4%	10	GMC	2.3%	-0.1%

The table above shows the top ten selling brands in the Southland Area market during the Third and Fourth Quarters of last year and the change in market share.

### Industry Summary

New Retail Light Vehicle Registrations

	Forecast			% ch. '07 to '08
	2006	2007	2008	
TOTAL	126,403	114,281	111,336	-2.6%
Car	68,007	62,843	62,237	-1.0%
Light Truck	58,396	51,438	49,099	-4.5%
Big Three	38,656	33,034	30,152	-8.7%
Japanese	70,090	64,283	63,808	-0.7%
European	14,932	14,493	14,942	3.1%
Korean	2,725	2,471	2,434	-1.5%

Traditional Domestic consists of vehicles sold by General Motors, Ford, and Chrysler, and excludes import nameplates.

Source for historical data: AutoCount, an Experian Company

**Market Tracker**

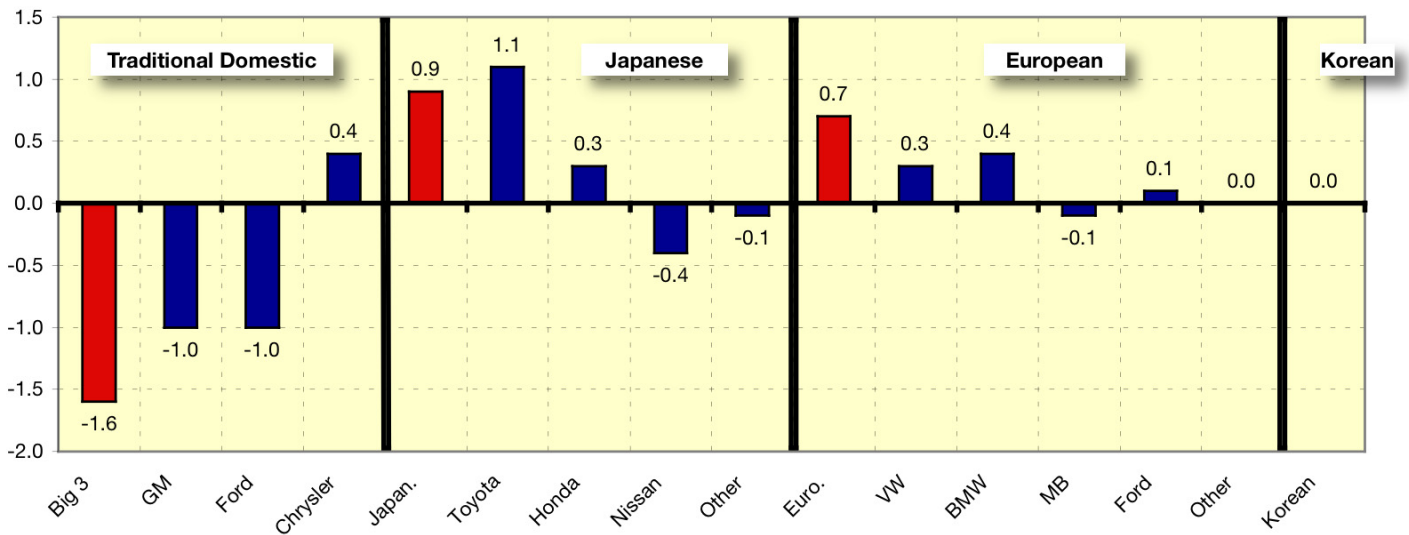
**Japanese and European Brand Market Share Increased in 2007**

Production cutbacks, scaled back incentives, a less than optimal product mix, and a bloated cost structure (before the new UAW agreements were reached last year) have taken a predictable toll on Traditional Domestic brand market share during this decade. And as shown on the graph below, the trend continued in 2007.

Traditional Domestic brand market share declined 1.6 share points from 2006 to 2007. GM and Ford share each fell by one point, while Chrysler was up 0.4 of a point. Market share figures include import brands owned by GM and Ford. See text below graph.

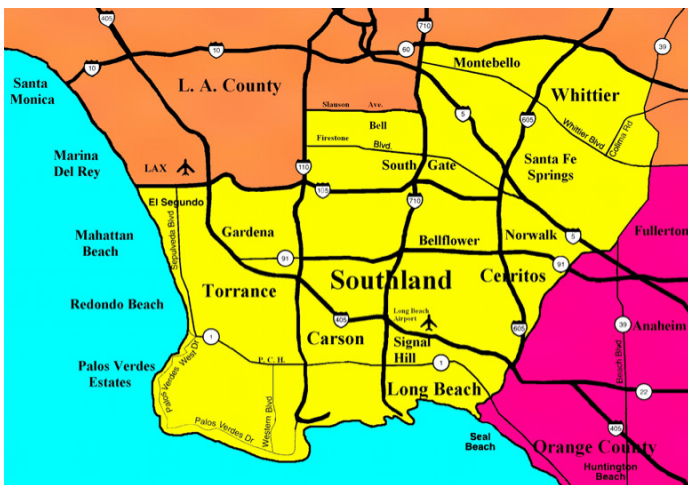
Among Japanese brands, Toyota (including Lexus and Scion) had the biggest increase in market share last year, up 1.1 points. European brand share increased 0.7 of a point, while combined Hyundai and Kia share was unchanged.

**Change in Segment Market Share - 2007 vs. 2006**



Brands included above: Big 3: GM (Buick, Cadillac, Chevrolet, GMC, Hummer, and 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.

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.



**WHO ARE MY TOP COMPETITORS? -BY MARKET AREA?**

**WHAT NEW AND USED CARS SELL WELL IN MY MARKETS?**

**ANSWERS DRIVE RESULTS.**

You need insights into your marketplace to make the best decisions to maximize profits. The AutoCount® Dealer Report analyzes full details on new and used competitive dealer market share, down to specific areas you define.

You bring the questions. We'll bring the answers.



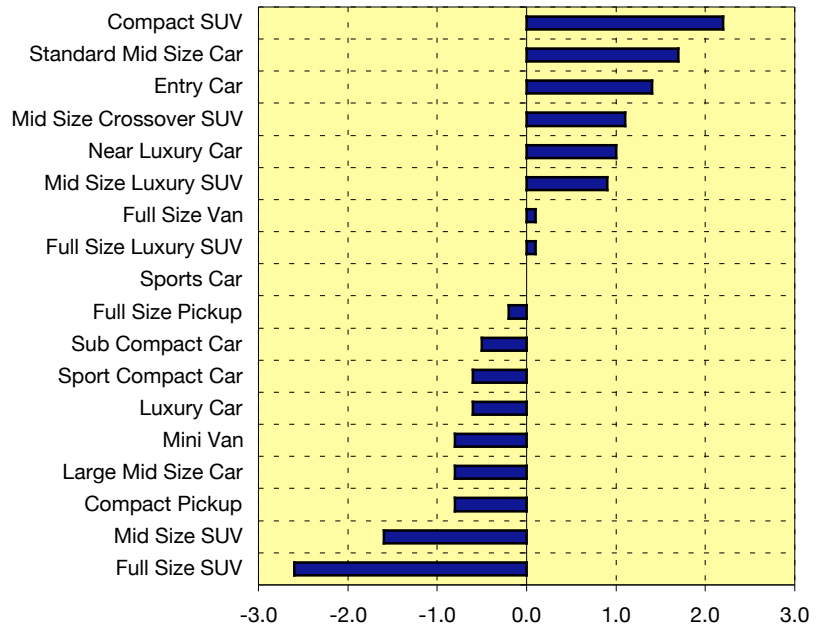
**Segment Watch**

**Market Share for Full Size and Mid Size SUV Segments Declined in 2007**

The prospects of \$3 per gallon (or higher) gasoline prices for the foreseeable future have some industry pundits predicting the death of the SUV, and a dramatic shift in demand towards sub compact cars. Without question, higher fuel prices are having an impact on the types of vehicles purchased, but as illustrated by the graph to the right, SUVs are still in high demand among Southland Area consumers. Combined market share for Compact and Mid Size Crossover SUVs increased 3.3 share points from 2006 to 2007. Looking to the future, we believe the option of hybrid and diesel powertrains will provide some support for Full Size SUV sales.

The table below shows the top sellers by market segment during all of 2007. Lexus RX was the best-selling Luxury SUV in the area market, while Toyota Camry was the Standard Mid Size Car leader.

**Change in Segment Market Share - 2007 vs. 2006**



Data: AutoCount, an Experian Company.

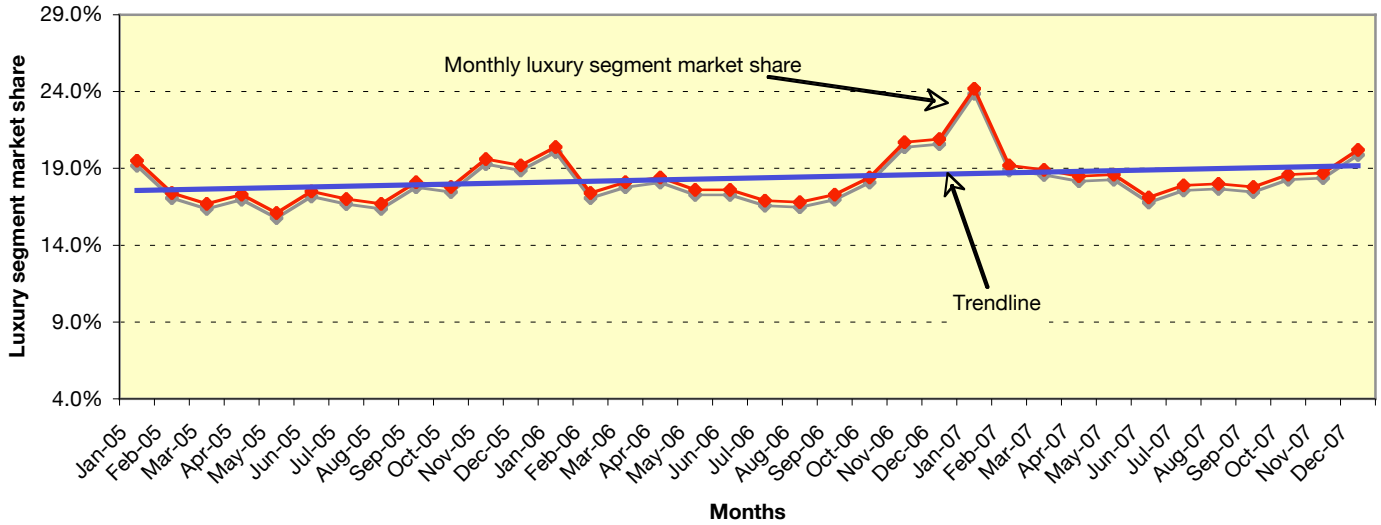
<b>Top Selling Models in Each Segment - Southland Market</b>												
<b>New Retail Registrations, 2007 Annual Totals and Market Share of Segment</b>												
<b>Cars</b>												
<b>Entry</b>			<b>Sub Compact</b>			<b>Sporty Compact</b>			<b>Standard Mid Size</b>			
<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	
Toyota Yaris	1525	39.8	Toyota Corolla/Matrix	4728	24.1	Scion TC	1540	59.3	Toyota Camry	6672	41.1	
Nissan Versa	890	23.2	Honda Civic	3775	19.2	Ford Mustang	809	31.2	Honda Accord	4049	25.0	
Honda Fit	585	15.3	Toyota Prius	1815	9.3	Mitsubishi Eclipse	137	5.3	Nissan Altima	3014	18.6	
Chevrolet Aveo	271	7.1	Nissan Sentra	1191	6.1	Hyundai Tiburon	66	2.5	Ford Fusion	508	3.1	
Scion XA	180	4.7	Scion xB	996	5.1	Pontiac GTO	41	1.6	Saturn Aura	362	2.2	
<b>Large Mid Size</b>			<b>Near Luxury</b>			<b>Luxury</b>			<b>Sports Car</b>			
<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	
Chrysler 300	1115	27.4	BMW 3-Series	2334	26.0	Mercedes E-Class	976	18.6	Nissan 350 Z	284	21.2	
Dodge Charger	823	20.2	Lexus ES	1086	12.1	BMW 5-Series	912	17.3	Chevrolet Corvette	252	18.8	
Toyota Avalon	528	13.0	Lexus IS	1066	11.9	Lexus GS	430	8.2	Porsche 911	171	12.7	
Nissan Maxima	436	10.7	Mercedes C-Class	981	10.9	Lexus LS	420	8.0	BMW Z4	139	10.4	
Chevrolet Impala	320	7.9	Infiniti G	820	9.1	Mercedes S-Class	360	6.8	Porsche Cayman	90	6.7	
<b>Light Trucks</b>												
<b>Compact Pickup</b>			<b>Full Size Pick Up</b>			<b>Mini Van</b>			<b>Full Size Van</b>			
<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	
Toyota Tacoma	2847	57.9	Ford F-Series	2852	26.9	Toyota Sienna	1737	40.1	Ford E-Series	626	47.0	
Nissan Frontier	702	14.3	Chevrolet Silverado	2516	23.8	Honda Odyssey	1389	32.1	Chevrolet Express	550	41.3	
Honda Ridgeline	401	8.2	Toyota Tundra	2105	19.9	Nissan Quest	345	8.0	GMC Savana	113	8.5	
Ford Ranger	380	7.7	Dodge Ram	1052	9.9	Chrysler T & C	261	6.0	Dodge Sprinter	42	0.0	
Chevrolet Colorado	328	6.7	GMC Sierra	860	8.1	Dodge Caravan	215	5.0				
<b>Compact SUV</b>			<b>Mid Size SUV/Crossover SUV</b>			<b>Full Size SUV</b>			<b>Mid Size &amp; Full Size Luxury SUV</b>			
<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	<b>Model</b>	<b>Regs.</b>	<b>Share</b>	
Honda CRV	2004	22.1	Toyota Highlander	1262	14.8	Chevrolet Tahoe	1523	30.6	Lexus RX	1100	16.1	
Toyota RAV4	1441	15.9	Honda Pilot	1212	14.2	GMC Yukon	669	13.4	Acura MDX	627	9.2	
Toyota FJ	764	8.4	Toyota 4Runner	933	10.9	Chevrolet Suburban	590	11.8	Cadillac Escalade	576	8.4	
Ford Escape	737	8.1	Ford Explorer	580	6.8	Ford Expedition	581	11.7	Range Rover Sp.	468	6.9	
Saturn Vue	660	7.3	Nissan Pathfinder	555	6.5	Nissan Armada	537	10.8	BMW X5	416	6.1	

**Luxury Segment Close Up**

**In Depth Analysis of the Southland Area Luxury Segment**

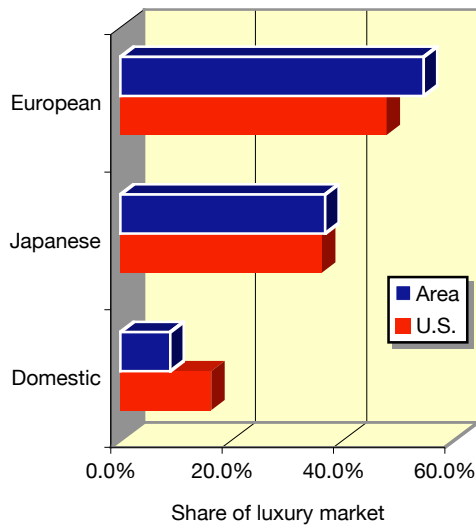
The graphs and tables on this page and the following page provide a concise, thorough review of the Southland Area luxury segment. Each graph and table is accompanied by an explanation of what is displayed, and bottom line assessment of primary conclusions. Data Source: AutoCount, an Experian Company.

**Luxury Segment Share of Area New Retail Light Vehicle Market**



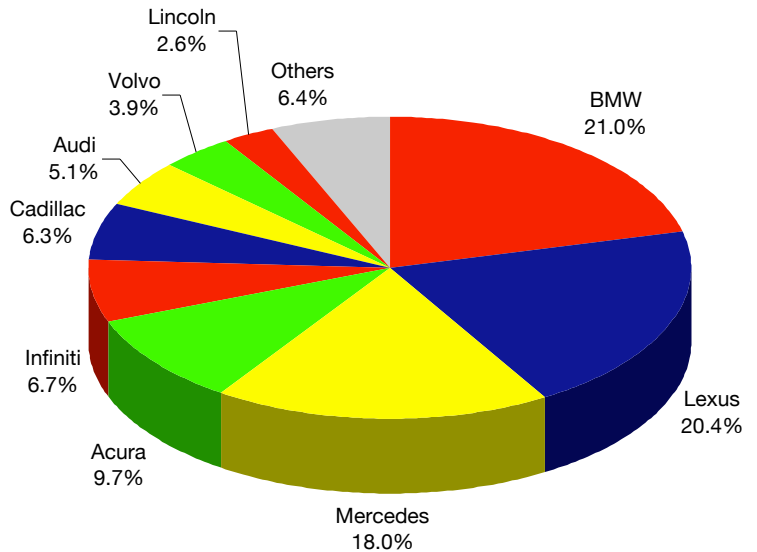
**Explanation:** The graph shows luxury segment share of the Southland Area new retail light vehicle market between January of 2005 and December of 2007 (see following page for brands included in luxury segment). **Bottom line:** As shown by the trendline, luxury segment market share is increasing. Contributing factors: aging of baby boomers and rapid expansion of luxury brand product lines.

**Domestic, Japanese, and European Market Shares**



**Explanation:** The graph shows market share results for Domestic, Japanese, and European brands in the area and U.S. Markets during 2007. **Bottom line:** Domestic luxury brands (Cadillac and Lincoln) sell at relatively lower rates in the Southland Area than they do in the U.S. Area European and Japanese brand market shares in the area are higher than National levels.

**Luxury Brand Market Shares in Southland Area**



**Explanation:** The pie chart shows market share figures for the top nine selling brands in the Southland area during all of 2007. "Others" consists of Jaguar, Land Rover, Porsche, and Saab. **Bottom line:** BMW is the area retail luxury segment leader, with market share of 21% during 2007. Lexus was second with a 20.4% share, followed by Mercedes, Acura, Infiniti, and Cadillac.

**Luxury Segment Close Up**

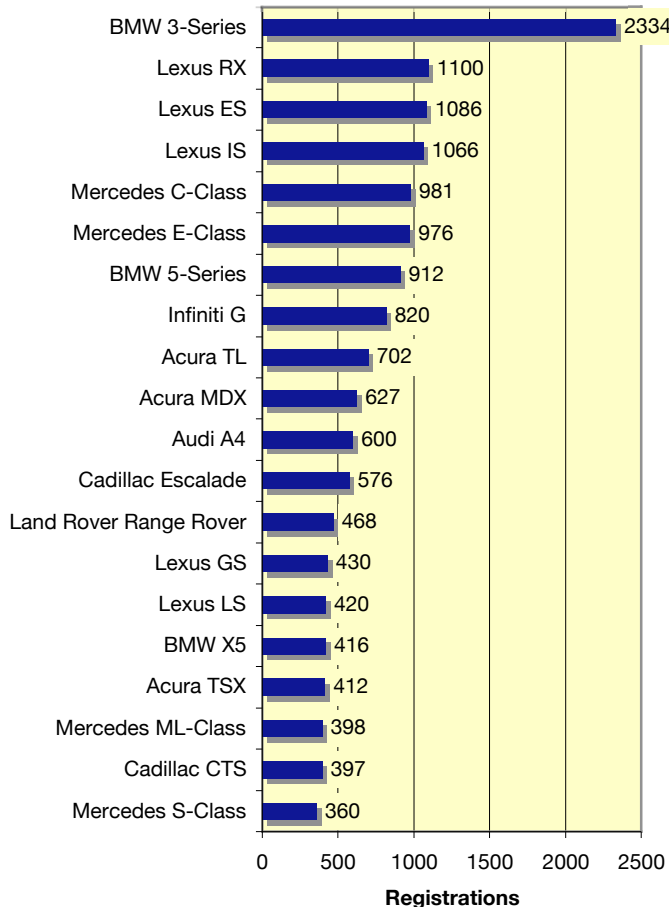
**In Depth Analysis of the Southland Area Luxury Segment (continued)**

**Southland Area Luxury Brand Review**

Brand	2007 Retail Market Share		Area % change in regs.-'06 to '07	Top selling model in area during 2007	Key new product introduction during '08
	Area	U.S.			
Acura	9.7%	10.5%	-12.3%	TL	TL and TSX late in year
Audi	5.1%	5.1%	5.9%	A4	Redesigned A4
BMW	21.0%	16.6%	0.0%	3-Series	New 1-Series
Cadillac	6.3%	9.9%	-6.9%	CTS	Redesigned CTS
Infiniti	6.7%	7.0%	-18.0%	G35/G37	EX Crossover
Jaguar	0.8%	0.9%	-34.3%	S-Type	XF Sedan
Land Rover	3.1%	2.7%	60.1%	LR3	No new products
Lexus	20.4%	18.6%	1.1%	RX350	Redesigned LX470
Lincoln	2.6%	6.3%	-26.4%	MKX	All new MKS Sedan
Mercedes	18.0%	13.6%	-11.8%	C-Class	Redesigned C-Class
Porsche	2.0%	1.8%	-6.5%	Boxster	No new products
Saab	0.5%	1.7%	-37.5%	9-3	No new products
Volvo	3.9%	5.3%	-18.5%	40/50	All new C30; red. V70

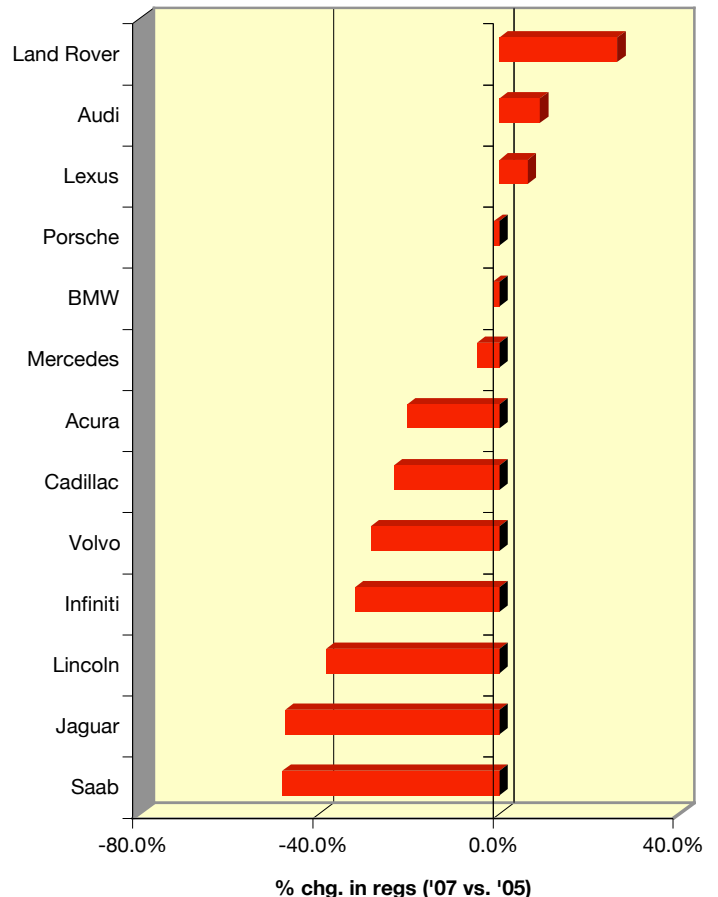
**Explanation:** The table above provides a summary of key facts and figures for luxury brands. Market share figures are shown as a percent of the overall luxury vehicle market in the area and US. markets. **Bottom line:** BMW market share in the area last year was 21%, well above its 16.6% share in the Nation. Land Rover had the highest increase in area registrations last year, up over 60%.

**Top Selling Luxury Models in Area Market**



**Explanation:** The graph shows the top selling models in the Southland Area luxury market during 2007, based on new retail registrations. **Bottom line:** BMW 3-Series was the top seller in the area last year, followed by three Lexus models.

**Two Year Sales Trends**



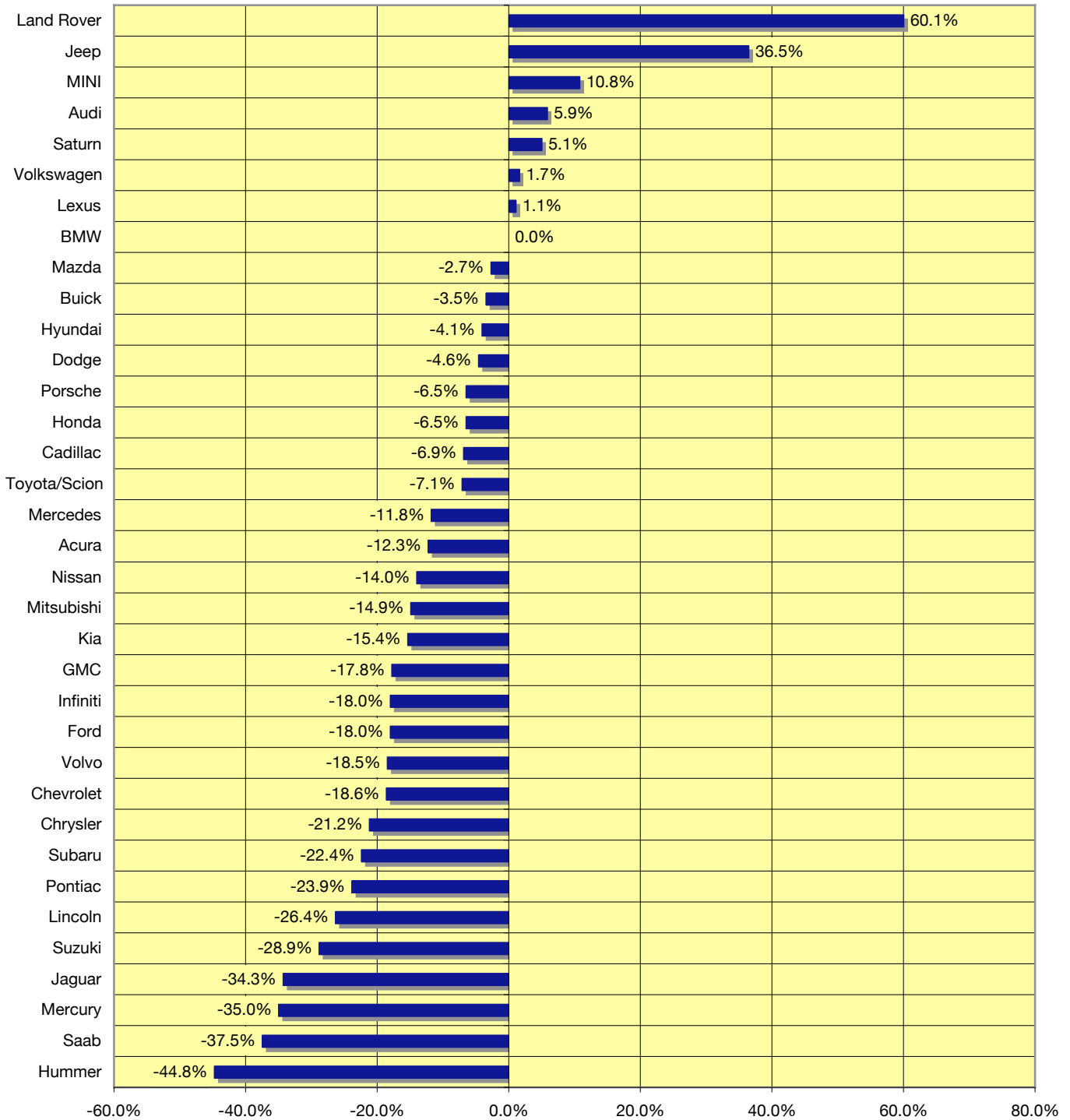
**Explanation:** The graph shows the two year percent change in registrations from 2005 to 2007. **Bottom line:** Land Rover recorded the largest percent increase in registrations over the two year period (up 26.2%), followed by Audi and Lexus.

**Brand Scoreboard**

**Land Rover, Jeep, and MINI Post the Biggest Percentage Increases in 2007**

The graph below shows the percentage change in new retail light vehicle registrations for all of 2007 versus 2006. Brands with the highest increases in registrations are at the top of the graph. Boosted by the new LR2, Land Rover had the highest percentage increase last year, up 60.1%. Other strong performers were Jeep, MINI, Audi, and Saturn.

**Percent Change in New Retail Light Vehicle Registrations - 2007 vs. 2006**



**Market Comparison****Southland, Central/North LA County, and Orange County Markets Summary**

	Southland	Central/North LA County	Orange County
<b>Market Growth</b> % change in registrations 2006 to 2007	-9.6%	-6.8%	-9.2%
<b>Car Market Share</b> Car share of industry retail light vehicle registrations - 2007	55.0%	60.6%	54.8%
<b>Domestic Brand Market Share</b> Domestic brand share of industry retail light vehicle registrations - 2007	29.0%	20.9%	25.1%

**New Retail Light Vehicle Registrations by Brand**

Brand	New Retail Registrations - 2007								Market Share (2007)		
	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			
<b>TOTAL</b>	114,281	-9.6%	306,594	-6.8%	128,394	-9.8%	549,269	-8.1%	100.0	100.0	100.0
Acura	2,099	-12.3%	5,818	-18.4%	2,569	-15.1%	10,486	-16.4%	1.8	1.9	2.0
Audi	1,098	5.9%	6,145	8.4%	1,645	12.7%	8,888	8.8%	1.0	2.0	1.3
BMW	4,564	0.0%	20,514	10.4%	6,607	3.1%	31,685	7.2%	4.0	6.7	5.1
Buick	333	-3.5%	584	-17.5%	270	-26.0%	1,187	-16.3%	0.3	0.2	0.2
Cadillac	1,359	-6.9%	3,793	-0.7%	1,576	-16.3%	6,728	-6.1%	1.2	1.2	1.2
Chevrolet	8,997	-18.6%	15,095	-23.1%	7,885	-20.1%	31,977	-21.1%	7.9	4.9	6.1
Chrysler	2,337	-21.2%	3,801	-22.4%	1,825	-34.0%	7,963	-25.1%	2.0	1.2	1.4
Dodge	3,280	-4.6%	5,742	-12.9%	3,064	-18.9%	12,086	-12.5%	2.9	1.9	2.4
Ford	8,825	-18.0%	17,743	-21.9%	9,774	-18.3%	36,342	-20.0%	7.7	5.8	7.6
GMC	2,625	-17.8%	4,629	-19.0%	2,311	-21.8%	9,565	-19.4%	2.3	1.5	1.8
Honda	14,059	-6.5%	38,941	1.7%	15,423	-10.3%	68,423	-3.0%	12.3	12.7	12.0
Hummer	321	-44.8%	990	-38.4%	457	-33.4%	1,768	-38.5%	0.3	0.3	0.4
Hyundai	1,409	-4.1%	2,616	-14.8%	2,689	1.6%	6,714	-6.6%	1.2	0.9	2.1
Infiniti	1,452	-18.0%	5,615	-8.0%	1,928	-12.1%	8,995	-10.6%	1.3	1.8	1.5
Isuzu	130	-3.7%	186	69.1%	89	-14.4%	405	16.0%	0.1	0.1	0.1
Jaguar	174	-34.3%	1,094	-18.8%	286	-23.5%	1,554	-21.8%	0.2	0.4	0.2
Jeep	1,924	36.5%	4,378	17.8%	2,110	14.4%	8,412	20.7%	1.7	1.4	1.6
Kia	1,062	-15.4%	2,249	-26.3%	342	-18.8%	3,653	-22.8%	0.9	0.7	0.3
Land Rover	674	60.1%	3,426	10.6%	1,231	-14.2%	5,331	7.6%	0.6	1.1	1.0
Lexus	4,416	1.1%	17,355	-2.8%	8,027	6.3%	29,798	0.1%	3.9	5.7	6.3
Lincoln	573	-26.4%	2,047	-9.0%	746	-18.9%	3,366	-14.7%	0.5	0.7	0.6
Mazda	1,352	-2.7%	4,890	5.7%	2,495	24.8%	8,737	9.0%	1.2	1.6	1.9
Mercedes	3,899	-11.8%	18,875	-2.4%	7,479	-8.3%	30,253	-5.2%	3.4	6.2	5.8
Mercury	245	-35.0%	719	-35.3%	248	-46.8%	1,212	-38.0%	0.2	0.2	0.2
MINI	634	10.8%	2,198	12.1%	781	14.0%	3,613	12.3%	0.6	0.7	0.6
Mitsubishi	703	-14.9%	1,574	-10.5%	1,210	-5.9%	3,487	-9.9%	0.6	0.5	0.9
Nissan	9,641	-14.0%	20,943	-1.7%	6,746	-11.9%	37,330	-7.1%	8.4	6.8	5.3
Other	297	24.8%	1,254	17.6%	456	1.1%	2,007	14.4%	0.3	0.4	0.4
Pontiac	516	-23.9%	1,119	-27.4%	412	-39.8%	2,047	-29.5%	0.5	0.4	0.3
Porsche	435	-6.5%	2,200	-0.9%	796	-4.8%	3,431	-2.5%	0.4	0.7	0.6
Saab	115	-37.5%	855	-21.6%	209	-41.6%	1,179	-27.8%	0.1	0.3	0.2
Saturn	1,699	5.1%	3,328	5.2%	1,216	20.4%	6,243	7.8%	1.5	1.1	0.9
Subaru	384	-22.4%	1,345	-27.4%	667	-14.9%	2,396	-23.5%	0.3	0.4	0.5
Suzuki	376	-28.9%	391	-48.8%	421	-28.6%	1,188	-36.9%	0.3	0.1	0.3
Toyota/Scion	29,671	-7.1%	73,866	-8.0%	31,096	-7.9%	134,633	-7.8%	26.0	24.1	24.2
Volkswagen	1,764	1.7%	6,729	-6.1%	2,157	-8.8%	10,650	-5.5%	1.5	2.2	1.7
Volvo	839	-18.5%	3,547	-7.1%	1,151	-13.4%	5,537	-10.4%	0.7	1.2	0.9

The tables above provide a comparison of the Southland, Central/North Los Angeles County, and Orange County markets. New vehicle registrations declined in all three markets from 2006 to 2007.

Source: AutoCount, an Experian Company.

Southland New Retail Car and Light Truck Registrations - History and Forecast										
	Registrations					Market Share				
	Units			Percent Change		Share (%)			Change	
	2006	2007	Forecast 2008	'06 to '07	'07 to '08	2006	2007	Forecast 2008	'06 to '07	'07 to '08
TOTAL	126,403	114,281	111,336	-9.6%	-2.6%					
Acura	2,393	2,099	1,938	-12.3%	-7.7%	1.9	1.8	1.7	-0.1	-0.1
Audi	1,037	1,098	1,122	5.9%	2.2%	0.8	1.0	1.0	0.2	0.0
BMW	4,563	4,564	4,951	0.0%	8.5%	3.6	4.0	4.4	0.4	0.4
Buick	345	333	288	-3.5%	-13.5%	0.3	0.3	0.3	0.0	0.0
Cadillac	1,460	1,359	1,306	-6.9%	-3.9%	1.2	1.2	1.2	0.0	0.0
Chevrolet	11,058	8,997	8,235	-18.6%	-8.5%	8.7	7.9	7.4	-0.8	-0.5
Chrysler	2,965	2,337	1,983	-21.2%	-15.1%	2.3	2.0	1.8	-0.3	-0.2
Dodge	3,438	3,280	3,042	-4.6%	-7.3%	2.7	2.9	2.7	0.2	-0.2
Ford	10,757	8,825	7,818	-18.0%	-11.4%	8.5	7.7	7.0	-0.8	-0.7
GMC	3,192	2,625	2,581	-17.8%	-1.7%	2.5	2.3	2.3	-0.2	0.0
Honda	15,032	14,059	14,204	-6.5%	1.0%	11.9	12.3	12.8	0.4	0.5
Hummer	581	321	282	-44.8%	-12.1%	0.5	0.3	0.3	-0.2	0.0
Hyundai	1,469	1,409	1,356	-4.1%	-3.8%	1.2	1.2	1.2	0.0	0.0
Infiniti	1,771	1,452	1,577	-18.0%	8.6%	1.4	1.3	1.4	-0.1	0.1
Isuzu	135	130	115	-3.7%	-11.5%	0.1	0.1	0.1	0.0	0.0
Jaguar	265	174	177	-34.3%	1.7%	0.2	0.2	0.2	0.0	0.0
Jeep	1,410	1,924	1,748	36.5%	-9.1%	1.1	1.7	1.6	0.6	-0.1
Kia	1,256	1,062	1,078	-15.4%	1.5%	1.0	0.9	1.0	-0.1	0.1
Land Rover	421	674	641	60.1%	-4.9%	0.3	0.6	0.6	0.3	0.0
Lexus	4,367	4,416	4,161	1.1%	-5.8%	3.5	3.9	3.7	0.4	-0.2
Lincoln	779	573	569	-26.4%	-0.7%	0.6	0.5	0.5	-0.1	0.0
Mazda	1,389	1,352	1,270	-2.7%	-6.1%	1.1	1.2	1.1	0.1	-0.1
Mercedes	4,423	3,899	3,981	-11.8%	2.1%	3.5	3.4	3.6	-0.1	0.2
Mercury	377	245	196	-35.0%	-20.0%	0.3	0.2	0.2	-0.1	0.0
MINI	572	634	678	10.8%	6.9%	0.5	0.6	0.6	0.1	0.0
Mitsubishi	826	703	702	-14.9%	-0.1%	0.7	0.6	0.6	-0.1	0.0
Nissan	11,204	9,641	9,638	-14.0%	0.0%	8.9	8.4	8.7	-0.5	0.3
Pontiac	678	516	498	-23.9%	-3.5%	0.5	0.5	0.4	0.0	-0.1
Porsche	465	435	382	-6.5%	-12.2%	0.4	0.4	0.3	0.0	-0.1
Saab	184	115	109	-37.5%	-5.2%	0.1	0.1	0.1	0.0	0.0
Saturn	1,616	1,699	1,606	5.1%	-5.5%	1.3	1.5	1.4	0.2	-0.1
Subaru	495	384	341	-22.4%	-11.2%	0.4	0.3	0.3	-0.1	0.0
Suzuki	529	376	377	-28.9%	0.3%	0.4	0.3	0.3	-0.1	0.0
Toyota (incl. Scion)	31,949	29,671	29,485	-7.1%	-0.6%	25.3	26.0	26.5	0.7	0.5
Volkswagen	1,734	1,764	1,820	1.7%	3.2%	1.4	1.5	1.6	0.1	0.1
Volvo	1,030	839	798	-18.5%	-4.9%	0.8	0.7	0.7	-0.1	0.0
Others	238	297	283	24.8%	-4.7%	0.2	0.3	0.3	0.1	0.0

Historical Data Source: AutoCount, an Experian Company

## Southland Auto Outlook

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Auto Outlook, Inc.  
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Malvern, PA 19355

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Southland Auto Outlook is distributed free of charge to all members of Southland Motor Car Dealers Association. The publication is sponsored and supported by SMCD. Southland Auto Outlook is published and edited by Auto Outlook, Inc., an independent automotive market research firm. Opinions expressed are solely those of Auto Outlook, Inc., and are not necessarily shared by SMCD.

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