



L.A. Times/Cars.com Southland Auto Outlook™

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Online inventory powered by



Released: October 2013

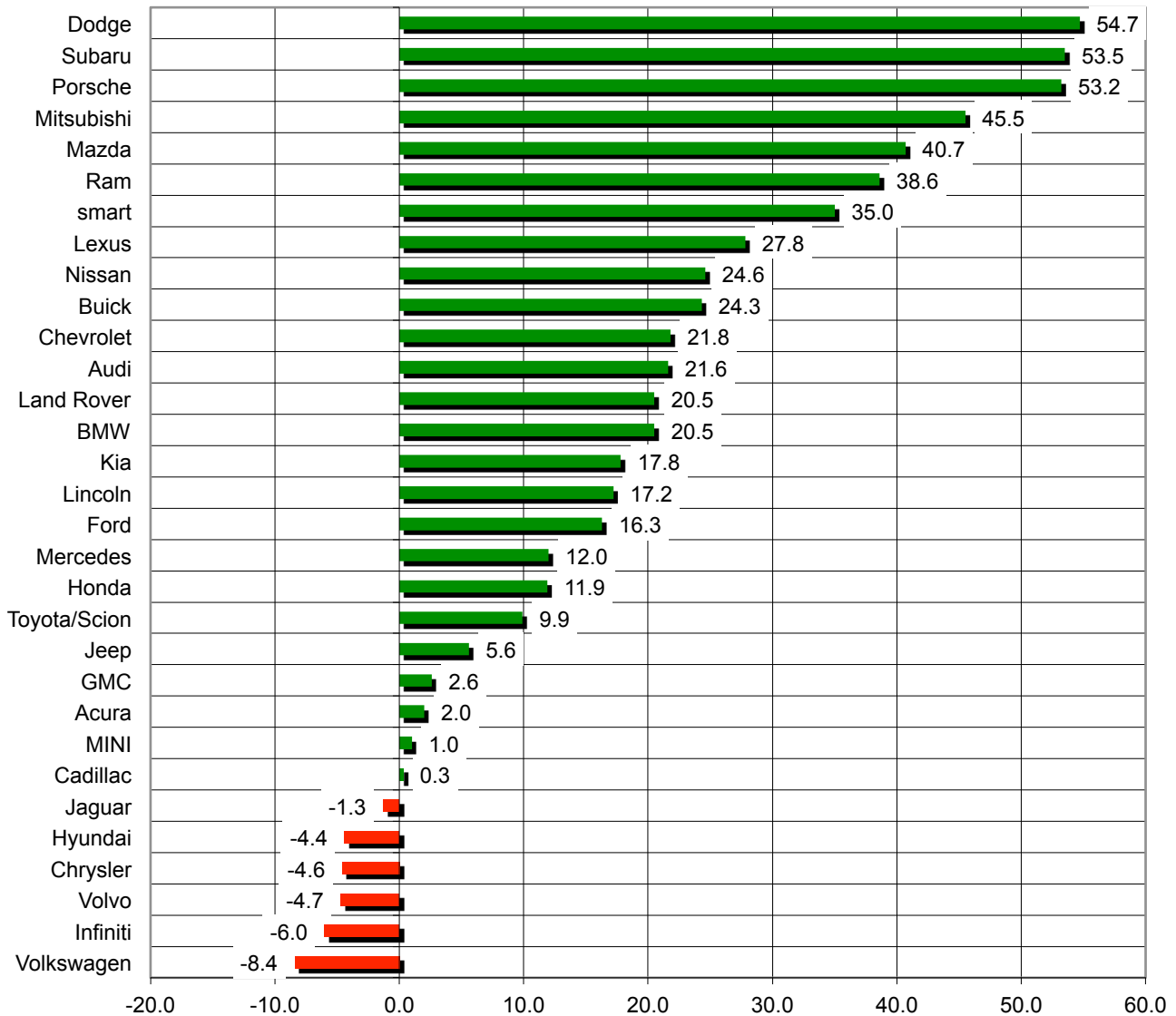
Covering Results thru September 2013

	New Vehicle Registrations - September						New Vehicle Registrations -YTD thru September						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Sep 2012	Sep 2013	% change	Sep 2012	Sep 2013	% change	YTD 2012	YTD 2013	% change	YTD 2012	YTD 2013	% change	YTD 2012	YTD 2013
MARKET SUMMARY														
TOTAL	10,189	11,771	15.5	30,443	34,042	11.8	72,544	83,249	14.8	209,474	239,223	14.2		
Car	6,678	7,759	16.2	20,837	23,370	12.2	46,857	54,136	15.5	142,137	162,501	14.3	64.6	65.0
Light Truck	3,511	4,012	14.3	9,606	10,672	11.1	25,687	29,113	13.3	67,337	76,722	13.9	35.4	35.0
Domestic	2,052	2,563	24.9	5,008	5,842	16.7	15,154	18,214	20.2	34,320	41,328	20.4	20.9	21.9
Japanese	5,613	6,545	16.6	15,479	17,725	14.5	39,137	45,002	15.0	104,975	118,944	13.3	53.9	54.1
European	1,282	1,406	9.7	7,604	8,249	8.5	9,912	10,936	10.3	54,453	61,714	13.3	13.7	13.1
Korean	1,242	1,257	1.2	2,352	2,226	-5.4	8,341	9,097	9.1	15,726	17,237	9.6	11.5	10.9
BRAND REGISTRATIONS														
Acura	168	129	-23.2	476	426	-10.5	978	998	2.0	2,972	3,204	7.8	1.3	1.2
Audi	159	147	-7.5	862	901	4.5	1,171	1,424	21.6	5,819	6,739	15.8	1.6	1.7
BMW	321	353	10.0	1,716	1,874	9.2	2,258	2,720	20.5	11,662	14,670	25.8	3.1	3.3
Buick	36	49	36.1	97	120	23.7	268	333	24.3	707	814	15.1	0.4	0.4
Cadillac	98	84	-14.3	294	277	-5.8	641	643	0.3	1,952	2,262	15.9	0.9	0.8
Chevrolet	581	731	25.8	1,358	1,521	12.0	4,332	5,278	21.8	8,715	10,648	22.2	6.0	6.3
Chrysler	70	59	-15.7	122	123	0.8	504	481	-4.6	914	932	2.0	0.7	0.6
Dodge	169	275	62.7	285	369	29.5	1,300	2,011	54.7	2,013	2,898	44.0	1.8	2.4
Fiat	35	50	42.9	302	238	-21.2	340	341	0.3	1,706	1,493	-12.5	0.5	0.4
Ford	665	803	20.8	1,957	2,242	14.6	4,943	5,750	16.3	13,914	16,239	16.7	6.8	6.9
GMC	101	114	12.9	240	242	0.8	783	803	2.6	1,691	1,771	4.7	1.1	1.0
Honda	1,558	1,800	15.5	4,605	4,884	6.1	11,249	12,589	11.9	30,471	33,449	9.8	15.5	15.1
Hyundai	458	441	-3.7	1,207	1,139	-5.6	3,282	3,139	-4.4	8,688	9,140	5.2	4.5	3.8
Infiniti	111	132	18.9	504	442	-12.3	816	767	-6.0	3,593	3,009	-16.3	1.1	0.9
Jaguar	11	11	0.0	79	93	17.7	76	75	-1.3	726	642	-11.6	0.1	0.1
Jeep	203	227	11.8	494	583	18.0	1,418	1,497	5.6	3,397	3,661	7.8	2.0	1.8
Kia	784	816	4.1	1,145	1,087	-5.1	5,059	5,958	17.8	7,038	8,097	15.0	7.0	7.2
Land Rover	32	42	31.3	261	285	9.2	288	347	20.5	1,684	1,971	17.0	0.4	0.4
Lexus	249	384	54.2	1,294	1,893	46.3	1,852	2,367	27.8	8,748	11,370	30.0	2.6	2.8
Lincoln	29	26	-10.3	93	112	20.4	151	177	17.2	646	681	5.4	0.2	0.2
Mazda	118	167	41.5	461	670	45.3	791	1,113	40.7	3,160	3,958	25.3	1.1	1.3
Mercedes	260	357	37.3	1,858	2,362	27.1	2,460	2,754	12.0	15,705	18,020	14.7	3.4	3.3
MINI	84	102	21.4	348	425	22.1	712	719	1.0	2,986	2,961	-0.8	1.0	0.9
Mitsubishi	37	62	67.6	76	88	15.8	330	480	45.5	580	673	16.0	0.5	0.6
Nissan	983	1,114	13.3	1,805	2,020	11.9	6,391	7,960	24.6	12,910	14,848	15.0	8.8	9.6
Porsche	25	49	96.0	300	271	-9.7	250	383	53.2	1,855	2,228	20.1	0.3	0.5
Ram	65	104	60.0	103	141	36.9	474	657	38.6	709	1,028	45.0	0.7	0.8
smart	9	10	11.1	33	48	45.5	40	54	35.0	223	296	32.7	0.1	0.1
Subaru	86	168	95.3	340	530	55.9	819	1,257	53.5	2,592	3,945	52.2	1.1	1.5
Tesla	0	40		0	162		0	242		0	735		0.0	0.3
Toyota/Scion	2,303	2,589	12.4	5,918	6,772	14.4	15,903	17,470	9.9	39,941	44,486	11.4	21.9	21.0
Volkswagen	351	305	-13.1	1,602	1,508	-5.9	2,401	2,200	-8.4	10,026	10,443	4.2	3.3	2.6
Volvo	26	22	-15.4	147	120	-18.4	214	204	-4.7	1,200	1,273	6.1	0.3	0.2
Others	4	9	125.0	61	74	21.3	50	58	16.0	531	639	20.3	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Sep 2012	Sep 2013	% change	YTD 2012	YTD 2013	% change								
Southland	10,189	11,771	15.5	72,544	83,249	14.8								
Cent./North LA County	30,443	34,042	11.8	209,474	239,223	14.2								
U.S.	1,188,961	1,137,206	-4.4	10,900,661	11,773,338	8.0								

The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: September 2012 and 2013, and year-to-date figures for 2012 and 2013. **Please keep in mind that monthly registration figures for area markets can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results.** The top 10 ranked brands in each percent change category are shaded green. Tesla figures for 2012 are not available.

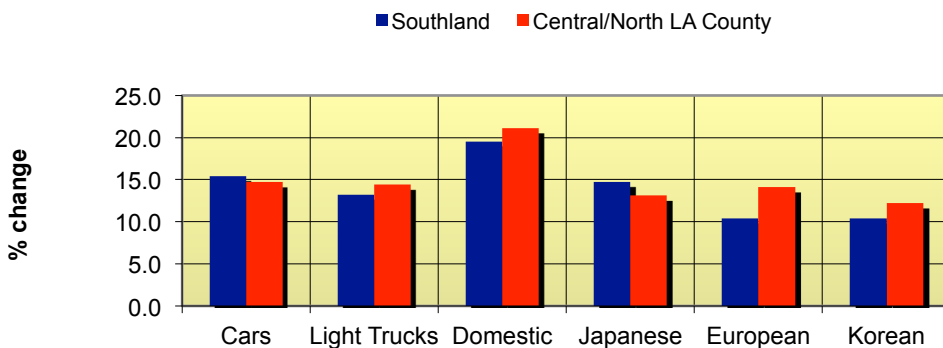
Data source for Southland and Central/North LA County: AutoCount data from Experian Automotive. Data source for U.S.: Automotive News. (U.S. figures include fleets.)

Percent Change in New Retail Light Vehicle Registrations (YTD 2013 thru September vs. YTD 2012)



Percent change in registrations (YTD '13 thru September vs. YTD '12)

Percent Change in New Retail Light Vehicle Registrations



Publication Sponsored by:

Los Angeles Times

Online inventory powered by

SOUTHLAND MOTOR CAR DEALERS ASSOCIATION