



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

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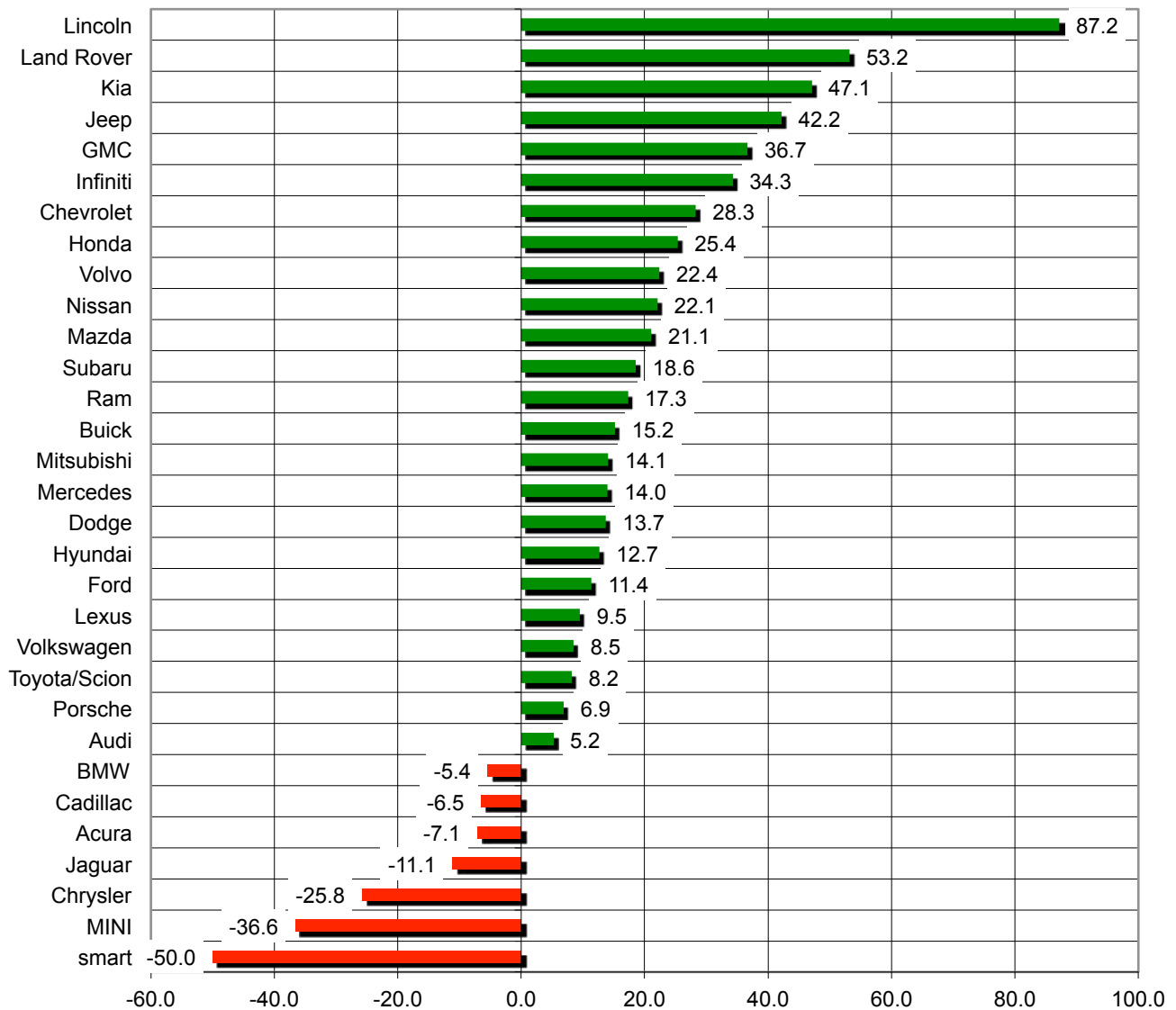
Covering Results thru February 2016



	New Vehicle Registrations - February						New Vehicle Registrations - YTD thru February						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Feb. 2015	Feb. 2016	% change	Feb. 2015	Feb. 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	8,850	10,427	17.8	24,595	27,080	10.1	19,520	22,944	17.5	55,962	61,344	9.6		
Car	5,561	6,427	15.6	16,001	17,208	7.5	12,258	14,202	15.9	36,401	39,144	7.5	62.8	61.9
Light Truck	3,289	4,000	21.6	8,594	9,872	14.9	7,262	8,742	20.4	19,561	22,200	13.5	37.2	38.1
Domestic	1,892	2,343	23.8	4,137	4,815	16.4	4,213	5,051	19.9	9,470	11,130	17.5	21.6	22.0
Japanese	4,883	5,692	16.6	12,831	14,276	11.3	10,465	12,167	16.3	28,581	31,068	8.7	53.6	53.0
European	1,100	1,096	-0.4	6,006	6,279	4.5	2,709	2,807	3.6	14,347	15,173	5.8	13.9	12.2
Korean	975	1,296	32.9	1,621	1,710	5.5	2,133	2,919	36.8	3,564	3,973	11.5	10.9	12.7
BRAND REGISTRATIONS														
Acura	115	116	0.9	324	299	-7.7	282	262	-7.1	777	708	-8.9	1.4	1.1
Audi	118	145	22.9	675	850	25.9	329	346	5.2	1,856	1,958	5.5	1.7	1.5
BMW	304	274	-9.9	1,620	1,481	-8.6	829	784	-5.4	4,244	4,103	-3.3	4.2	3.4
Buick	29	38	31.0	38	96	152.6	66	76	15.2	136	216	58.8	0.3	0.3
Cadillac	64	60	-6.3	154	143	-7.1	139	130	-6.5	341	386	13.2	0.7	0.6
Chevrolet	568	762	34.2	978	1,450	48.3	1,258	1,614	28.3	2,291	3,214	40.3	6.4	7.0
Chrysler	84	67	-20.2	119	85	-28.6	163	121	-25.8	253	158	-37.5	0.8	0.5
Dodge	181	189	4.4	322	308	-4.3	358	407	13.7	658	635	-3.5	1.8	1.8
Fiat	33	40	21.2	180	191	6.1	69	79	14.5	336	404	20.2	0.4	0.3
Ford	541	638	17.9	1,465	1,463	-0.1	1,196	1,332	11.4	3,187	3,314	4.0	6.1	5.8
GMC	97	131	35.1	233	301	29.2	221	302	36.7	534	656	22.8	1.1	1.3
Honda	1,306	1,721	31.8	3,352	3,967	18.3	2,856	3,580	25.4	7,253	8,032	10.7	14.6	15.6
Hyundai	297	342	15.2	728	751	3.2	637	718	12.7	1,627	1,703	4.7	3.3	3.1
Infiniti	93	113	21.5	352	411	16.8	198	266	34.3	836	997	19.3	1.0	1.2
Jaguar	14	7	-50.0	89	52	-41.6	27	24	-11.1	184	149	-19.0	0.1	0.1
Jeep	191	269	40.8	489	617	26.2	427	607	42.2	1,065	1,300	22.1	2.2	2.6
Kia	678	954	40.7	893	959	7.4	1,496	2,201	47.1	1,937	2,270	17.2	7.7	9.6
Land Rover	36	41	13.9	264	322	22.0	77	118	53.2	520	706	35.8	0.4	0.5
Lexus	337	342	1.5	1,587	1,457	-8.2	733	803	9.5	3,971	3,902	-1.7	3.8	3.5
Lincoln	17	48	182.4	107	107	0.0	47	88	87.2	232	296	27.6	0.2	0.4
Mazda	150	172	14.7	514	567	10.3	298	361	21.1	1,042	1,348	29.4	1.5	1.6
Mercedes	291	280	-3.8	1,623	1,704	5.0	662	755	14.0	3,516	4,180	18.9	3.4	3.3
MINI	67	43	-35.8	229	202	-11.8	172	109	-36.6	607	481	-20.8	0.9	0.5
Mitsubishi	30	43	43.3	84	114	35.7	71	81	14.1	159	225	41.5	0.4	0.4
Nissan	857	1,086	26.7	1,492	1,744	16.9	1,802	2,200	22.1	3,266	3,644	11.6	9.2	9.6
Porsche	52	56	7.7	272	296	8.8	102	109	6.9	518	529	2.1	0.5	0.5
Ram	74	87	17.6	190	221	16.3	168	197	17.3	411	465	13.1	0.9	0.9
smart	5	3	-40.0	31	19	-38.7	8	4	-50.0	73	37	-49.3	0.0	0.0
Subaru	193	243	25.9	598	680	13.7	408	484	18.6	1,238	1,425	15.1	2.1	2.1
Tesla	13	14	7.7	75	64	-14.7	101	98	-3.0	431	569	32.0	0.5	0.4
Toyota/Scion	1,802	1,856	3.0	4,528	5,035	11.2	3,817	4,130	8.2	10,039	10,785	7.4	19.6	18.0
Volkswagen	183	193	5.5	771	867	12.5	414	449	8.5	1,851	1,942	4.9	2.1	2.0
Volvo	18	29	61.1	81	150	85.2	49	60	22.4	230	320	39.1	0.3	0.3
Others	12	25	108.3	138	107	-22.5	40	49	22.5	343	287	-16.3	0.2	0.2
U.S. MARKET COMPARISON - MARKET TOTALS														
	Feb. 2015	Feb. 2016	% change	YTD 2015	YTD 2016	% change								
Southland	8,850	10,427	17.8	19,520	22,944	17.5								
Cent./North LA County	24,595	27,080	10.1	55,962	61,344	9.6								
U.S.	1,258,482	1,343,922	6.8	2,410,624	2,492,029	3.4								

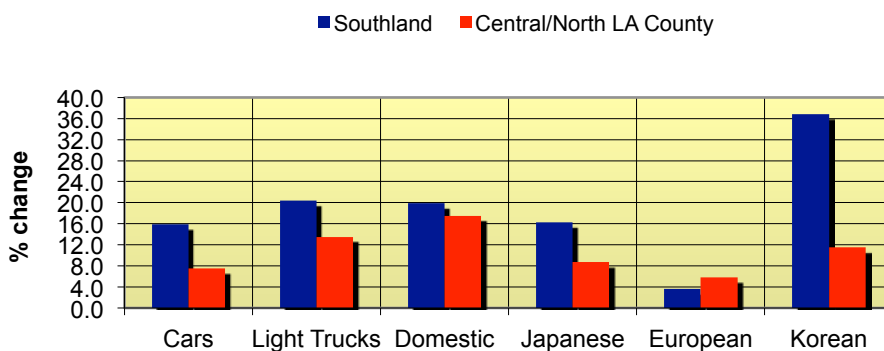
The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: February 2016 and 2015, and year-to-date figures. **Please keep in mind that monthly registration figures for area markets can occasionally be subject to fluctuations, 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. 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 2016 thru Feb. vs. YTD 2015)



Percent change in registrations (YTD '16 thru Feb. vs. YTD 15)

Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru Feb. vs. YTD 2015)



Data Source: AutoCount data from Experian Automotive.

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