



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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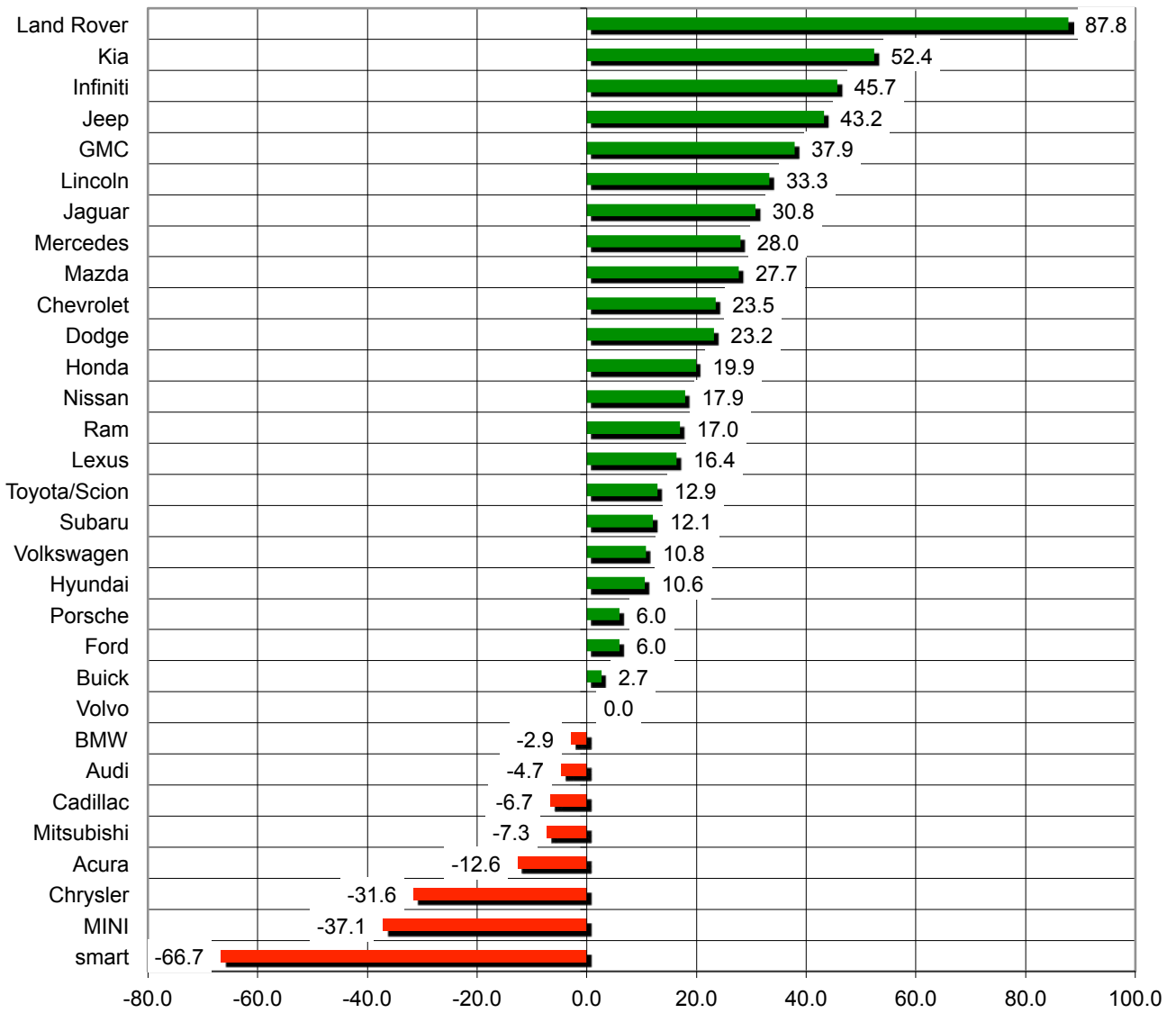
Covering Results thru January 2016



	New Vehicle Registrations - January						New Vehicle Registrations - Annual Totals						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Jan. 2015	Jan. 2016	% change	Jan. 2015	Jan. 2016	% change	2014	2015	% change	2014	2015	% change	2014	2015
MARKET SUMMARY														
TOTAL	10,670	12,517	17.3	31,367	34,264	9.2	119,334	140,482	17.7	343,937	380,828	10.7		
Car	6,697	7,775	16.1	20,400	21,936	7.5	77,822	88,220	13.4	231,042	248,281	7.5	65.2	62.8
Light Truck	3,973	4,742	19.4	10,967	12,328	12.4	41,512	52,262	25.9	112,895	132,547	17.4	34.8	37.2
Domestic	2,321	2,708	16.7	5,333	6,315	18.4	25,591	31,268	22.2	58,193	67,119	15.3	21.4	22.3
Japanese	5,582	6,475	16.0	15,750	16,792	6.6	65,048	75,927	16.7	177,246	195,490	10.3	54.5	54.0
European	1,609	1,711	6.3	8,341	8,894	6.6	15,288	16,576	8.4	85,477	91,795	7.4	12.8	11.8
Korean	1,158	1,623	40.2	1,943	2,263	16.5	13,407	16,711	24.6	23,021	26,424	14.8	11.2	11.9
BRAND REGISTRATIONS														
Acura	167	146	-12.6	453	409	-9.7	1,587	1,770	11.5	4,138	4,536	9.6	1.3	1.3
Audi	211	201	-4.7	1,181	1,108	-6.2	1,912	2,108	10.3	9,765	11,840	21.2	1.6	1.5
BMW	525	510	-2.9	2,624	2,622	-0.1	4,317	4,536	5.1	22,081	23,395	6.0	3.6	3.2
Buick	37	38	2.7	98	120	22.4	400	455	13.8	989	1,195	20.8	0.3	0.3
Cadillac	75	70	-6.7	187	243	29.9	811	742	-8.5	2,650	2,097	-20.9	0.7	0.5
Chevrolet	690	852	23.5	1,313	1,764	34.3	7,427	9,657	30.0	14,587	17,752	21.7	6.2	6.9
Chrysler	79	54	-31.6	134	73	-45.5	533	953	78.8	1,022	1,506	47.4	0.4	0.7
Dodge	177	218	23.2	336	327	-2.7	2,627	2,732	4.0	4,256	4,265	0.2	2.2	1.9
Fiat	36	39	8.3	156	213	36.5	619	567	-8.4	3,006	2,801	-6.8	0.5	0.4
Ford	655	694	6.0	1,722	1,851	7.5	7,658	8,944	16.8	21,110	22,659	7.3	6.4	6.4
GMC	124	171	37.9	301	355	17.9	1,261	1,658	31.5	2,645	3,740	41.4	1.1	1.2
Honda	1,550	1,859	19.9	3,901	4,065	4.2	17,663	20,718	17.3	45,654	50,627	10.9	14.8	14.7
Hyundai	340	376	10.6	899	952	5.9	4,258	4,722	10.9	11,177	12,647	13.2	3.6	3.4
Infiniti	105	153	45.7	484	586	21.1	1,177	1,515	28.7	4,521	6,266	38.6	1.0	1.1
Jaguar	13	17	30.8	95	97	2.1	136	124	-8.8	855	850	-0.6	0.1	0.1
Jeep	236	338	43.2	576	683	18.6	2,581	3,408	32.0	6,776	7,810	15.3	2.2	2.4
Kia	818	1,247	52.4	1,044	1,311	25.6	9,149	11,989	31.0	11,844	13,777	16.3	7.7	8.5
Land Rover	41	77	87.8	256	384	50.0	440	618	40.5	2,729	3,440	26.1	0.4	0.4
Lexus	396	461	16.4	2,384	2,445	2.6	3,868	4,885	26.3	21,642	24,172	11.7	3.2	3.5
Lincoln	30	40	33.3	125	189	51.2	291	364	25.1	1,150	1,460	27.0	0.2	0.3
Mazda	148	189	27.7	528	781	47.9	1,679	2,335	39.1	6,736	7,875	16.9	1.4	1.7
Mercedes	371	475	28.0	1,893	2,476	30.8	3,854	4,265	10.7	23,611	25,055	6.1	3.2	3.0
MINI	105	66	-37.1	378	279	-26.2	915	924	1.0	3,516	3,661	4.1	0.8	0.7
Mitsubishi	41	38	-7.3	75	111	48.0	600	497	-17.2	1,170	1,170	0.0	0.5	0.4
Nissan	945	1,114	17.9	1,774	1,900	7.1	11,826	13,935	17.8	21,199	23,359	10.2	9.9	9.9
Porsche	50	53	6.0	246	233	-5.3	565	613	8.5	3,381	3,632	7.4	0.5	0.4
Ram	94	110	17.0	221	244	10.4	1,078	1,251	16.0	2,205	2,909	31.9	0.9	0.9
smart	3	1	-33.3	42	18	-57.1	75	46	-38.7	599	367	-38.7	0.1	0.0
Subaru	215	241	12.1	640	745	16.4	2,184	2,899	32.7	6,248	8,309	33.0	1.8	2.1
Tesla	88	84	-4.5	356	505	41.9	305	537	76.1	1,422	2,293	61.3	0.3	0.4
Toyota/Scion	2,015	2,274	12.9	5,511	5,750	4.3	24,464	27,373	11.9	65,938	69,176	4.9	20.5	19.5
Volkswagen	231	256	10.8	1,080	1,075	-0.5	2,692	2,791	3.7	12,021	12,204	1.5	2.3	2.0
Volvo	31	31	0.0	149	170	14.1	193	259	34.2	1,308	1,436	9.8	0.2	0.2
Others	28	24	-14.3	205	180	-12.2	189	292	54.5	1,986	2,547	28.2	0.2	0.2
U.S. MARKET COMPARISON - MARKET TOTALS														
	Jan. 2015	Jan. 2016	% change	2014	2015	% change								
Southland	10,670	12,517	17.3	119,334	140,482	17.7								
Cent./North LA County	31,367	34,264	9.2	343,937	380,828	10.7								
U.S.	1,152,121	1,148,087	-0.4	16,522,663	17,470,659	5.7								

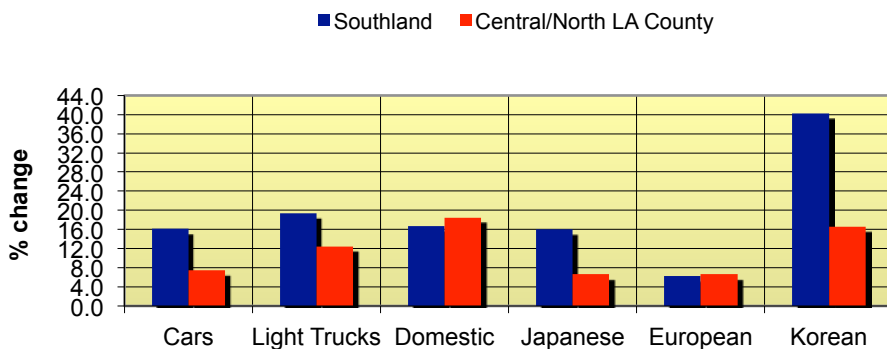
The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: January 2016 and 2015, and annual figures for 2014 and 2015. **Please keep in mind that monthly registration figures for area markets can occasionally be subject 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 (Jan. 2016 vs. Jan. 2015)



Percent change in registrations (Jan. 16 vs. Jan. 15)

Percent Change in New Retail Light Vehicle Registrations (Jan. 2016 vs. Jan. 2015)



Data Source: AutoCount data from Experian Automotive.

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