



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

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Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

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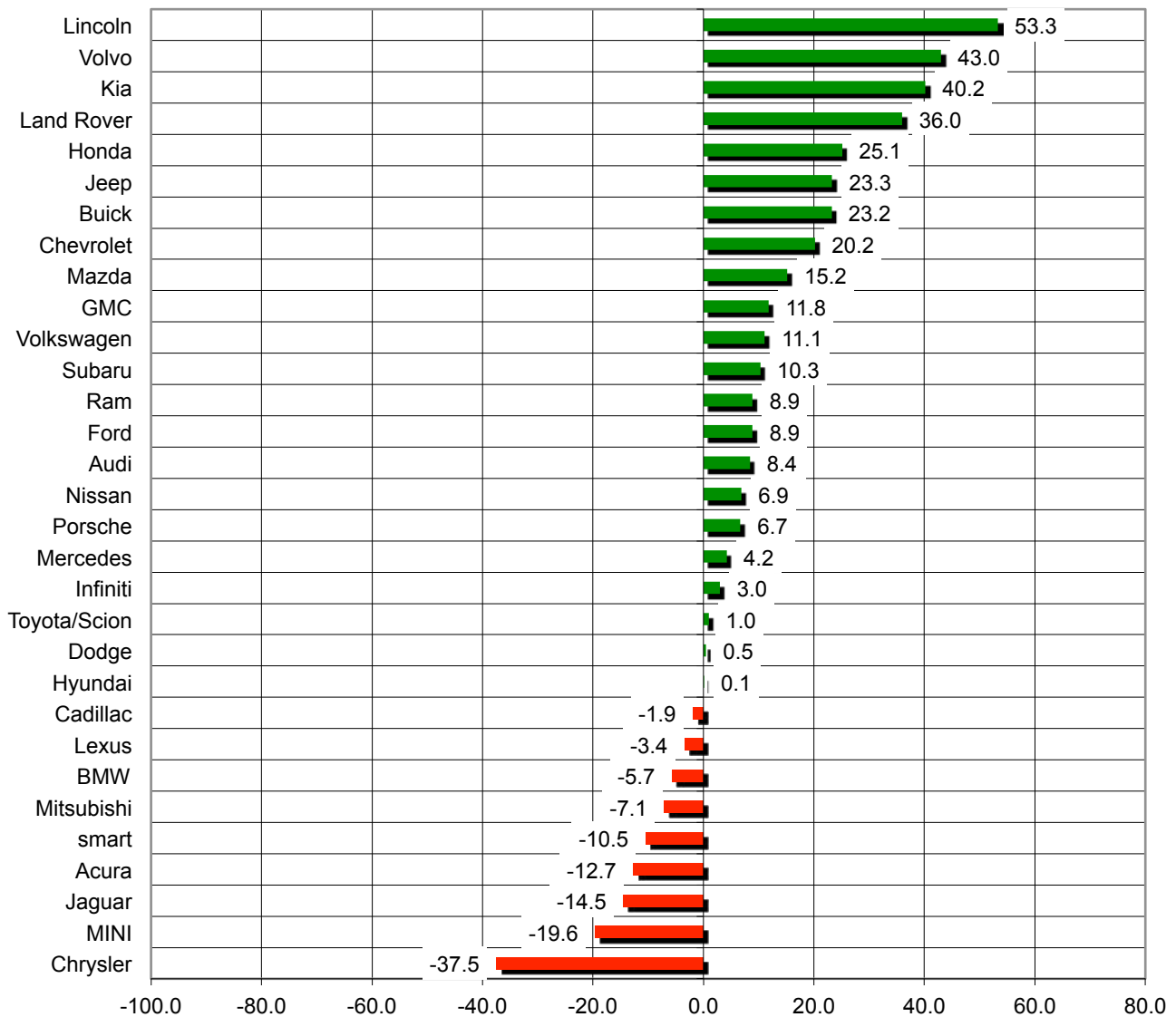
Released: May 2016

Covering Results thru April 2016

	New Vehicle Registrations - April						New Vehicle Registrations - YTD thru April						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	April 2015	April 2016	% change	April 2015	April 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	11,537	11,837	2.6	29,952	29,901	-0.2	43,710	48,455	10.9	119,287	125,641	5.3		
Car	7,309	7,307	0.0	19,975	18,875	-5.5	27,583	30,021	8.8	78,450	79,007	0.7	63.1	62.0
Light Truck	4,228	4,530	7.1	9,977	11,026	10.5	16,127	18,434	14.3	40,837	46,634	14.2	36.9	38.0
Domestic	2,575	2,577	0.1	4,936	5,653	14.5	9,628	10,787	12.0	20,351	23,344	14.7	22.0	22.3
Japanese	6,231	6,367	2.2	15,268	15,195	-0.5	23,768	25,830	8.7	61,050	63,986	4.8	54.4	53.3
European	1,329	1,289	-3.0	7,454	7,009	-6.0	5,410	5,573	3.0	29,612	30,099	1.6	12.4	11.5
Korean	1,402	1,604	14.4	2,294	2,044	-10.9	4,904	6,265	27.8	8,274	8,212	-0.7	11.2	12.9
BRAND REGISTRATIONS														
Acura	120	125	4.2	373	339	-9.1	567	495	-12.7	1,627	1,436	-11.7	1.3	1.0
Audi	148	164	10.8	885	958	8.2	657	712	8.4	3,612	4,075	12.8	1.5	1.5
BMW	418	341	-18.4	1,967	1,646	-16.3	1,597	1,506	-5.7	8,254	7,578	-8.2	3.7	3.1
Buick	37	44	18.9	65	98	50.8	142	175	23.2	303	479	58.1	0.3	0.4
Cadillac	52	56	7.7	142	168	18.3	265	260	-1.9	659	776	17.8	0.6	0.5
Chevrolet	790	754	-4.6	1,208	1,435	18.8	2,823	3,394	20.2	4,913	6,356	29.4	6.5	7.0
Chrysler	85	43	-49.4	150	59	-60.7	349	218	-37.5	565	300	-46.9	0.8	0.4
Dodge	228	199	-12.7	345	319	-7.5	861	865	0.5	1,429	1,330	-6.9	2.0	1.8
Fiat	81	47	-42.0	438	232	-47.0	204	189	-7.4	1,042	907	-13.0	0.5	0.4
Ford	701	765	9.1	1,757	1,745	-0.7	2,770	3,017	8.9	7,144	7,407	3.7	6.3	6.2
GMC	131	126	-3.8	231	240	3.9	515	576	11.8	1,087	1,252	15.2	1.2	1.2
Honda	1,629	2,094	28.5	3,848	4,294	11.6	6,328	7,915	25.1	15,437	17,116	10.9	14.5	16.3
Hyundai	463	369	-20.3	1,185	915	-22.8	1,524	1,526	0.1	4,045	3,588	-11.3	3.5	3.1
Infiniti	124	102	-17.7	513	501	-2.3	472	486	3.0	1,859	2,073	11.5	1.1	1.0
Jaguar	11	11	0.0	71	77	8.5	55	47	-14.5	341	346	1.5	0.1	0.1
Jeep	273	294	7.7	558	638	14.3	1,004	1,238	23.3	2,293	2,648	15.5	2.3	2.6
Kia	939	1,235	31.5	1,109	1,129	1.8	3,380	4,739	40.2	4,229	4,624	9.3	7.7	9.8
Land Rover	50	56	12.0	285	398	39.6	175	238	36.0	1,080	1,594	47.6	0.4	0.5
Lexus	419	349	-16.7	1,962	1,884	-4.0	1,579	1,526	-3.4	7,922	7,839	-1.0	3.6	3.1
Lincoln	27	23	-14.8	101	123	21.8	107	164	53.3	431	623	44.5	0.2	0.3
Maserati	20	11	-45.0	137	98	-28.5	57	56	-1.8	420	341	-18.8	0.1	0.1
Mazda	227	214	-5.7	605	650	7.4	715	824	15.2	2,304	2,729	18.4	1.6	1.7
Mercedes	326	322	-1.2	1,870	1,748	-6.5	1,378	1,436	4.2	7,638	7,929	3.8	3.2	3.0
MINI	76	66	-13.2	315	288	-8.6	301	242	-19.6	1,237	981	-20.7	0.7	0.5
Mitsubishi	57	50	-12.3	80	102	27.5	196	182	-7.1	361	489	35.5	0.4	0.4
Nissan	1,296	1,150	-11.3	1,843	1,810	-1.8	4,479	4,790	6.9	7,236	7,755	7.2	10.2	9.9
Porsche	56	42	-25.0	346	263	-24.0	195	208	6.7	1,149	1,085	-5.6	0.4	0.4
Ram	104	97	-6.7	214	245	14.5	393	428	8.9	879	992	12.9	0.9	0.9
smart	4	7	75.0	30	18	-40.0	19	17	-10.5	144	75	-47.9	0.0	0.0
Subaru	247	238	-3.6	632	688	8.9	923	1,018	10.3	2,659	3,009	13.2	2.1	2.1
Tesla	66	129	95.5	246	628	155.3	195	263	34.9	852	1,368	60.6	0.4	0.5
Toyota/Scion	2,112	2,045	-3.2	5,412	4,927	-9.0	8,509	8,594	1.0	21,645	21,540	-0.5	19.5	17.7
Volkswagen	204	240	17.6	844	1,011	19.8	866	962	11.1	3,718	4,051	9.0	2.0	2.0
Volvo	11	25	127.3	101	173	71.3	86	123	43.0	457	694	51.9	0.2	0.3
Others	5	4	-20.0	84	54	-35.7	24	26	8.3	316	256	-19.0	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	April 2015	April 2016	% change	YTD 2015	YTD 2016	% change								
Southland	11,537	11,837	2.6	43,710	48,455	10.9								
Cent./North LA County	29,952	29,901	-0.2	119,287	125,641	5.3								
U.S.	1,455,468	1,506,431	3.5	5,412,621	5,593,611	3.3								

The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: April 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.)

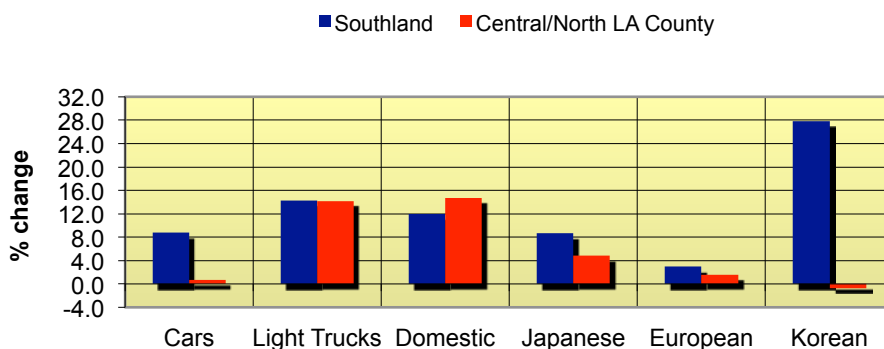
Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru April vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



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