



# 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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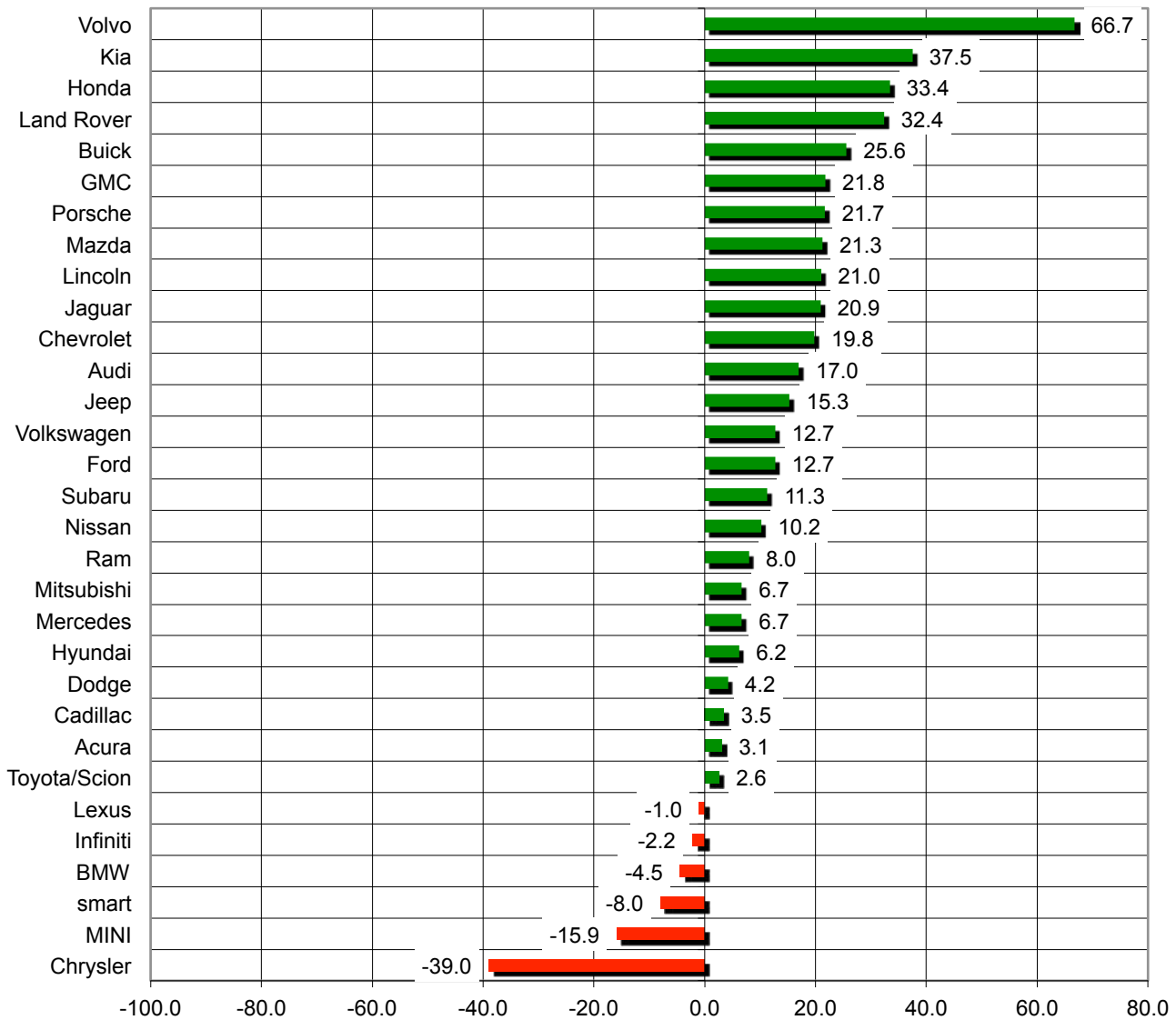
Released: July 2016

Covering Results thru June 2016

	New Vehicle Registrations - June						New Vehicle Registrations - YTD thru June						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	June 2015	June 2016	% change	June 2015	June 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
<b>MARKET SUMMARY</b>														
TOTAL	11,926	12,428	4.2	31,909	32,977	3.3	66,154	75,332	13.9	179,898	195,050	8.4		
Car	7,503	7,135	-4.9	20,799	19,878	-4.4	41,570	45,767	10.1	117,916	120,663	2.3	62.8	60.8
Light Truck	4,423	5,293	19.7	11,110	13,099	17.9	24,584	29,565	20.3	61,982	74,387	20.0	37.2	39.2
Domestic	2,715	2,812	3.6	5,753	6,402	11.3	14,810	16,731	13.0	31,298	36,679	17.2	22.4	22.2
Japanese	6,413	6,733	5.0	16,441	16,711	1.6	35,766	40,361	12.8	92,019	98,562	7.1	54.1	53.6
European	1,332	1,331	-0.1	7,589	7,625	0.5	7,990	8,521	6.6	44,177	46,679	5.7	12.1	11.3
Korean	1,466	1,552	5.9	2,126	2,239	5.3	7,588	9,719	28.1	12,404	13,130	5.9	11.5	12.9
<b>BRAND REGISTRATIONS</b>														
Acura	135	131	-3.0	335	317	-5.4	797	822	3.1	2,329	2,169	-6.9	1.2	1.1
Audi	169	184	8.9	1,008	1,185	17.6	1,002	1,172	17.0	5,631	6,651	18.1	1.5	1.6
BMW	339	299	-11.8	1,881	1,629	-13.4	2,234	2,133	-4.5	11,689	11,167	-4.5	3.4	2.8
Buick	36	37	2.8	89	128	43.8	219	275	25.6	472	790	67.4	0.3	0.4
Cadillac	55	63	14.5	164	211	28.7	374	387	3.5	994	1,186	19.3	0.6	0.5
Chevrolet	848	867	2.2	1,502	1,722	14.6	4,417	5,292	19.8	7,780	10,080	29.6	6.7	7.0
Chrysler	73	41	-43.8	125	96	-23.2	498	304	-39.0	808	473	-41.5	0.8	0.4
Dodge	257	260	1.2	362	432	19.3	1,347	1,403	4.2	2,149	2,214	3.0	2.0	1.9
Fiat	39	35	-10.3	189	205	8.5	288	270	-6.3	1,453	1,354	-6.8	0.4	0.4
Ford	772	870	12.7	1,991	2,102	5.6	4,250	4,788	12.7	10,963	11,730	7.0	6.4	6.4
GMC	133	163	22.6	329	322	-2.1	765	932	21.8	1,701	1,913	12.5	1.2	1.2
Honda	1,746	2,244	28.5	4,448	5,140	15.6	9,560	12,752	33.4	23,761	27,415	15.4	14.5	16.9
Hyundai	432	441	2.1	1,046	1,101	5.3	2,278	2,420	6.2	6,027	5,917	-1.8	3.4	3.2
Infiniti	122	103	-15.6	516	420	-18.6	712	696	-2.2	2,925	3,060	4.6	1.1	0.9
Jaguar	4	28	600.0	65	156	140.0	67	81	20.9	459	589	28.3	0.1	0.1
Jeep	305	288	-5.6	699	765	9.4	1,599	1,843	15.3	3,599	4,287	19.1	2.4	2.4
Kia	1,034	1,111	7.4	1,080	1,138	5.4	5,310	7,299	37.5	6,377	7,213	13.1	8.0	9.7
Land Rover	50	64	28.0	255	307	20.4	275	364	32.4	1,589	2,278	43.4	0.4	0.5
Lexus	400	383	-4.3	2,000	1,667	-16.7	2,324	2,301	-1.0	11,596	11,228	-3.2	3.5	3.1
Lincoln	41	26	-36.6	153	141	-7.8	186	225	21.0	677	910	34.4	0.3	0.3
Maserati	23	11	-52.2	203	110	-45.8	95	87	-8.4	766	587	-23.4	0.1	0.1
Mazda	179	215	20.1	752	704	-6.4	1,067	1,294	21.3	3,576	4,157	16.2	1.6	1.7
Mercedes	357	349	-2.2	2,026	2,025	0.0	2,073	2,212	6.7	11,689	12,430	6.3	3.1	2.9
MINI	94	66	-29.8	402	288	-28.4	465	391	-15.9	1,888	1,630	-13.7	0.7	0.5
Mitsubishi	24	32	33.3	83	79	-4.8	253	270	6.7	547	668	22.1	0.4	0.4
Nissan	1,117	1,092	-2.2	1,974	1,882	-4.7	6,557	7,226	10.2	10,885	11,796	8.4	9.9	9.6
Porsche	33	54	63.6	242	327	35.1	277	337	21.7	1,741	1,834	5.3	0.4	0.4
Ram	107	114	6.5	230	294	27.8	609	658	8.0	1,354	1,592	17.6	0.9	0.9
smart	4	4	0.0	37	21	-43.2	25	23	-8.0	205	116	-43.4	0.0	0.0
Subaru	229	248	8.3	670	753	12.4	1,396	1,554	11.3	3,906	4,644	18.9	2.1	2.1
Tesla	49	48	-2.0	148	222	50.0	258	354	37.2	1,089	1,766	62.2	0.4	0.5
Toyota/Scion	2,461	2,285	-7.2	5,663	5,749	1.5	13,100	13,446	2.6	32,494	33,425	2.9	19.8	17.8
Volkswagen	242	235	-2.9	1,055	1,104	4.6	1,324	1,492	12.7	5,650	6,303	11.6	2.0	2.0
Volvo	10	33	230.0	129	174	34.9	114	190	66.7	679	1,062	56.4	0.2	0.3
Others	7	4	-42.9	58	61	5.2	39	39	0.0	450	416	-7.6	0.1	0.1
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	June 2015	June 2016	% change	YTD 2015	YTD 2016	% change								
Southland	11,926	12,428	4.2	66,154	75,332	13.9								
Cent./North LA County	31,909	32,977	3.3	179,898	195,050	8.4								
U.S.	1,476,919	1,512,996	2.4	8,525,739	8,642,284	1.4								

The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: June 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 June vs. YTD 2015)

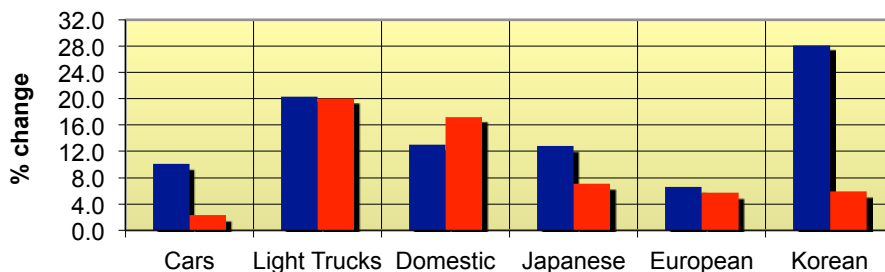


Percent change in registrations (YTD '16 thru June vs. YTD '15)

Data Source: AutoCount data from Experian Automotive.

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

■ Southland ■ Central/North LA County



Data Source: AutoCount data from Experian Automotive.

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