



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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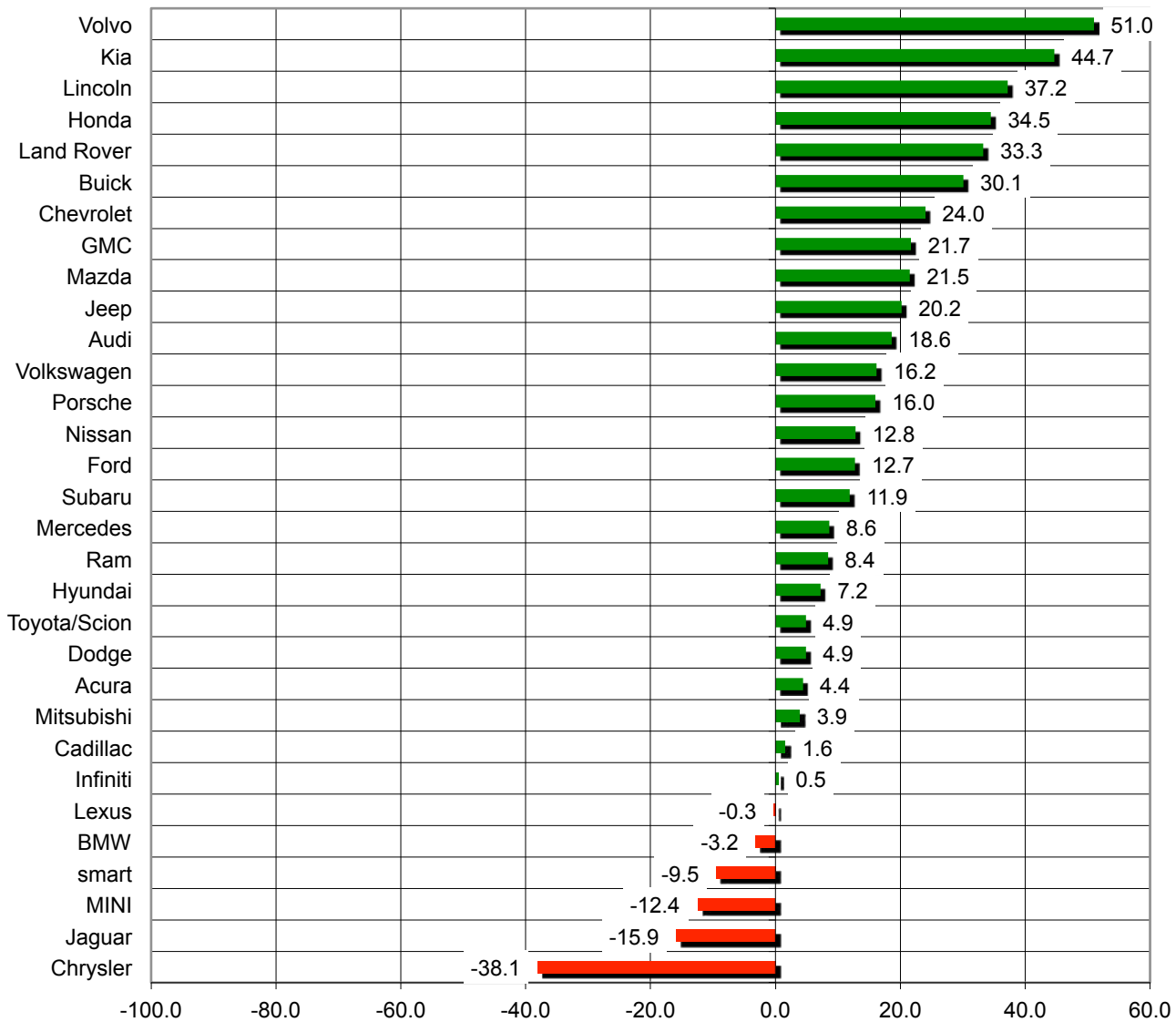
Covering Results thru May 2016



	New Vehicle Registrations - May						New Vehicle Registrations - YTD thru May						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	May 2015	May 2016	% change	May 2015	May 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	10,518	14,449	37.4	28,702	36,432	26.9	54,228	62,904	16.0	147,989	162,073	9.5		
Car	6,484	8,611	32.8	18,667	21,893	17.3	34,067	38,632	13.4	97,117	100,785	3.8	62.8	61.4
Light Truck	4,034	5,838	44.7	10,035	14,539	44.9	20,161	24,272	20.4	50,872	61,288	20.5	37.2	38.6
Domestic	2,467	3,132	27.0	5,194	6,933	33.5	12,095	13,919	15.1	25,545	30,277	18.5	22.3	22.1
Japanese	5,585	7,798	39.6	14,528	17,865	23.0	29,353	33,628	14.6	75,578	81,851	8.3	54.1	53.5
European	1,248	1,617	29.6	6,976	8,955	28.4	6,658	7,190	8.0	36,588	39,054	6.7	12.3	11.4
Korean	1,218	1,902	56.2	2,004	2,679	33.7	6,122	8,167	33.4	10,278	10,891	6.0	11.3	13.0
BRAND REGISTRATIONS														
Acura	95	196	106.3	367	416	13.4	662	691	4.4	1,994	1,852	-7.1	1.2	1.1
Audi	176	276	56.8	1,011	1,391	37.6	833	988	18.6	4,623	5,466	18.2	1.5	1.6
BMW	298	328	10.1	1,554	1,960	26.1	1,895	1,834	-3.2	9,808	9,538	-2.8	3.5	2.9
Buick	41	63	53.7	80	183	128.8	183	238	30.1	383	662	72.8	0.3	0.4
Cadillac	54	64	18.5	171	199	16.4	319	324	1.6	830	975	17.5	0.6	0.5
Chevrolet	746	1,031	38.2	1,365	2,002	46.7	3,569	4,425	24.0	6,278	8,358	33.1	6.6	7.0
Chrysler	76	45	-40.8	118	77	-34.7	425	263	-38.1	683	377	-44.8	0.8	0.4
Dodge	229	278	21.4	358	452	26.3	1,090	1,143	4.9	1,787	1,782	-0.3	2.0	1.8
Fiat	45	46	2.2	222	242	9.0	249	235	-5.6	1,264	1,149	-9.1	0.5	0.4
Ford	708	901	27.3	1,828	2,221	21.5	3,478	3,918	12.7	8,972	9,628	7.3	6.4	6.2
GMC	117	193	65.0	285	339	18.9	632	769	21.7	1,372	1,591	16.0	1.2	1.2
Honda	1,486	2,593	74.5	3,876	5,159	33.1	7,814	10,508	34.5	19,313	22,275	15.3	14.4	16.7
Hyundai	322	453	40.7	936	1,228	31.2	1,846	1,979	7.2	4,981	4,816	-3.3	3.4	3.1
Infiniti	118	107	-9.3	550	567	3.1	590	593	0.5	2,409	2,640	9.6	1.1	0.9
Jaguar	8	6	-25.0	53	87	64.2	63	53	-15.9	394	433	9.9	0.1	0.1
Jeep	290	317	9.3	607	874	44.0	1,294	1,555	20.2	2,900	3,522	21.4	2.4	2.5
Kia	896	1,449	61.7	1,068	1,451	35.9	4,276	6,188	44.7	5,297	6,075	14.7	7.9	9.8
Land Rover	50	62	24.0	254	377	48.4	225	300	33.3	1,334	1,971	47.8	0.4	0.5
Lexus	345	392	13.6	1,674	1,722	2.9	1,924	1,918	-0.3	9,596	9,561	-0.4	3.5	3.0
Lincoln	38	35	-7.9	93	146	57.0	145	199	37.2	524	769	46.8	0.3	0.3
Maserati	15	20	33.3	143	136	-4.9	72	76	5.6	563	477	-15.3	0.1	0.1
Mazda	173	255	47.4	520	724	39.2	888	1,079	21.5	2,824	3,453	22.3	1.6	1.7
Mercedes	338	427	26.3	2,025	2,476	22.3	1,716	1,863	8.6	9,663	10,405	7.7	3.2	3.0
MINI	70	83	18.6	249	361	45.0	371	325	-12.4	1,486	1,342	-9.7	0.7	0.5
Mitsubishi	33	56	69.7	103	100	-2.9	229	238	3.9	464	589	26.9	0.4	0.4
Nissan	961	1,344	39.9	1,675	2,159	28.9	5,440	6,134	12.8	8,911	9,914	11.3	10.0	9.8
Porsche	49	75	53.1	350	422	20.6	244	283	16.0	1,499	1,507	0.5	0.4	0.4
Ram	109	116	6.4	245	306	24.9	502	544	8.4	1,124	1,298	15.5	0.9	0.9
smart	2	2	0.0	24	20	-16.7	21	19	-9.5	168	95	-43.5	0.0	0.0
Subaru	244	288	18.0	577	882	52.9	1,167	1,306	11.9	3,236	3,891	20.2	2.2	2.1
Tesla	14	43	207.1	89	176	97.8	209	306	46.4	941	1,544	64.1	0.4	0.5
Toyota/Scion	2,130	2,567	20.5	5,186	6,136	18.3	10,639	11,161	4.9	26,831	27,676	3.1	19.6	17.7
Volkswagen	216	295	36.6	877	1,148	30.9	1,082	1,257	16.2	4,595	5,199	13.1	2.0	2.0
Volvo	18	34	88.9	93	194	108.6	104	157	51.0	550	888	61.5	0.2	0.2
Others	8	9	12.5	76	99	30.3	32	35	9.4	392	355	-9.4	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	May 2015	May 2016	% change	YTD 2015	YTD 2016	% change								
Southland	10,518	14,449	37.4	54,228	62,904	16.0								
Cent./North LA County	28,702	36,432	26.9	147,989	162,073	9.5								
U.S.	1,635,397	1,535,670	-6.1	7,048,818	7,129,281	1.1								

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

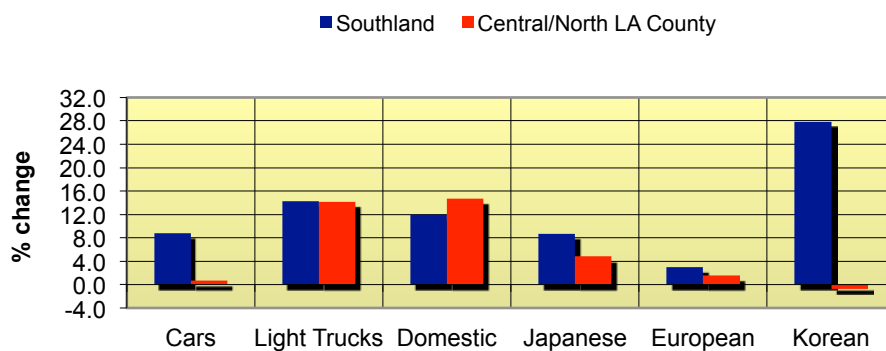
Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru May vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

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