



# 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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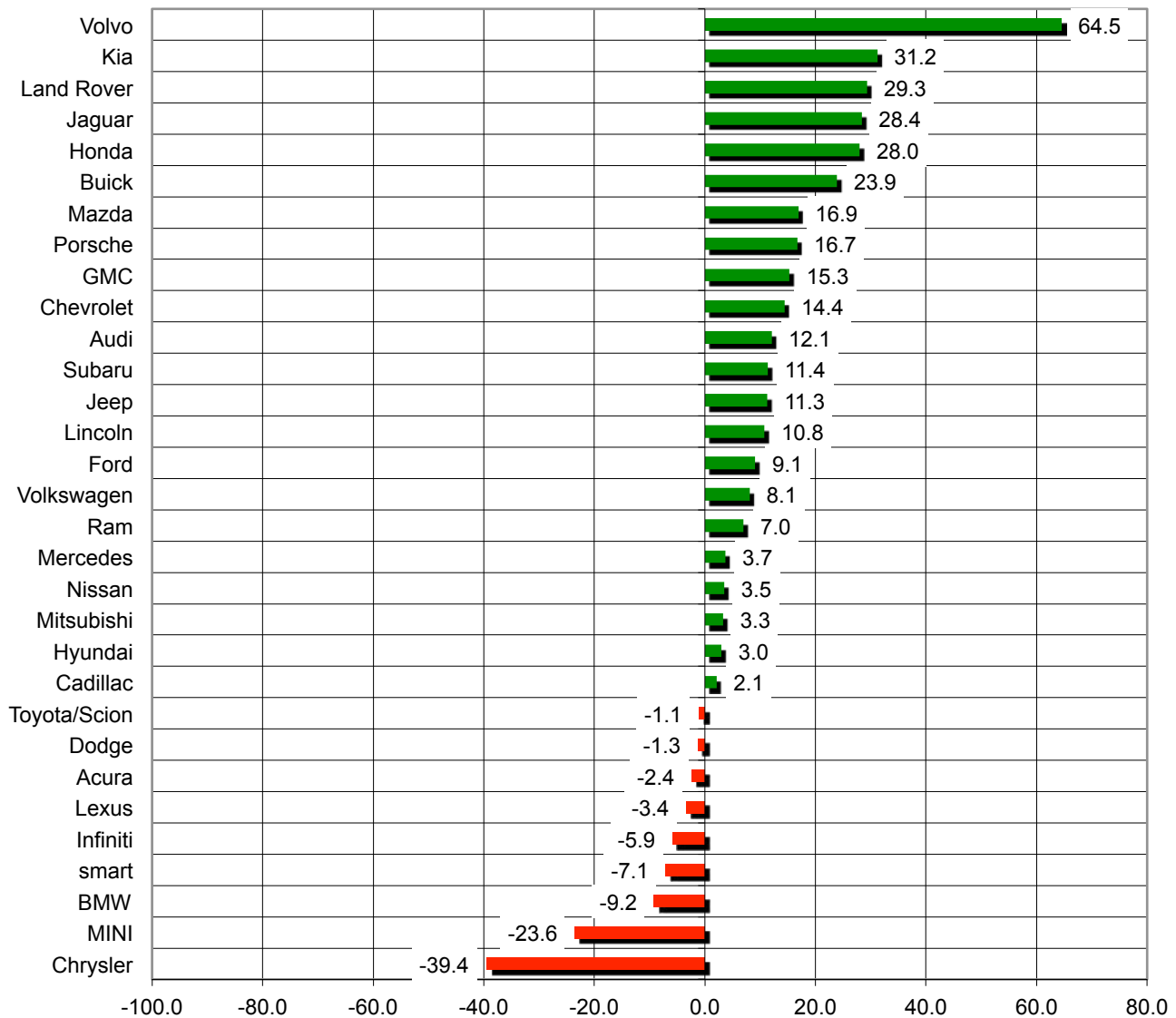
Covering Results thru July 2016



	New Vehicle Registrations - July						New Vehicle Registrations - YTD thru July						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	July 2015	July 2016	% change	July 2015	July 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
<b>MARKET SUMMARY</b>														
TOTAL	13,518	11,852	-12.3	37,499	31,385	-16.3	79,672	87,184	9.4	217,397	226,435	4.2		
Car	8,448	6,995	-17.2	24,795	19,084	-23.0	50,018	52,762	5.5	142,711	139,747	-2.1	62.8	60.5
Light Truck	5,070	4,857	-4.2	12,704	12,301	-3.2	29,654	34,422	16.1	74,686	86,688	16.1	37.2	39.5
Domestic	3,021	2,689	-11.0	6,747	6,111	-9.4	17,831	19,420	8.9	38,045	42,790	12.5	22.4	22.3
Japanese	7,380	6,395	-13.3	19,299	15,361	-20.4	43,146	46,756	8.4	111,318	113,923	2.3	54.2	53.6
European	1,584	1,293	-18.4	8,605	7,560	-12.1	9,574	9,814	2.5	52,782	54,239	2.8	12.0	11.3
Korean	1,533	1,475	-3.8	2,848	2,353	-17.4	9,121	11,194	22.7	15,252	15,483	1.5	11.4	12.8
<b>BRAND REGISTRATIONS</b>														
Acura	177	129	-27.1	426	294	-31.0	974	951	-2.4	2,755	2,463	-10.6	1.2	1.1
Audi	226	205	-9.3	1,091	1,284	17.7	1,228	1,377	12.1	6,722	7,935	18.0	1.5	1.6
BMW	400	258	-35.5	2,143	1,775	-17.2	2,634	2,391	-9.2	13,832	12,942	-6.4	3.3	2.7
Buick	40	46	15.0	117	127	8.5	259	321	23.9	589	917	55.7	0.3	0.4
Cadillac	60	56	-6.7	161	204	26.7	434	443	2.1	1,155	1,390	20.3	0.5	0.5
Chevrolet	955	853	-10.7	1,987	1,753	-11.8	5,372	6,145	14.4	9,767	11,833	21.2	6.7	7.0
Chrysler	94	55	-41.5	145	76	-47.6	592	359	-39.4	953	549	-42.4	0.7	0.4
Dodge	290	213	-26.6	436	339	-22.2	1,637	1,616	-1.3	2,585	2,553	-1.2	2.1	1.9
Fiat	43	18	-58.1	219	148	-32.4	331	288	-13.0	1,672	1,502	-10.2	0.4	0.3
Ford	795	718	-9.7	2,028	1,819	-10.3	5,045	5,506	9.1	12,991	13,549	4.3	6.3	6.3
GMC	167	143	-14.4	358	318	-11.2	932	1,075	15.3	2,059	2,231	8.4	1.2	1.2
Honda	2,010	2,063	2.6	5,129	4,520	-11.9	11,570	14,815	28.0	28,890	31,935	10.5	14.5	17.0
Hyundai	455	395	-13.2	1,347	1,184	-12.1	2,733	2,815	3.0	7,374	7,101	-3.7	3.4	3.2
Infiniti	141	107	-24.1	560	393	-29.8	853	803	-5.9	3,485	3,453	-0.9	1.1	0.9
Jaguar	14	23	64.3	68	156	129.4	81	104	28.4	527	745	41.4	0.1	0.1
Jeep	353	330	-6.5	836	669	-20.0	1,952	2,173	11.3	4,435	4,956	11.7	2.5	2.5
Kia	1,078	1,080	0.2	1,501	1,169	-22.1	6,388	8,379	31.2	7,878	8,382	6.4	8.0	9.6
Land Rover	59	68	15.3	306	301	-1.6	334	432	29.3	1,895	2,579	36.1	0.4	0.5
Lexus	428	358	-16.4	2,045	1,642	-19.7	2,752	2,659	-3.4	13,641	12,870	-5.7	3.5	3.0
Lincoln	45	31	-31.1	157	157	0.0	231	256	10.8	834	1,067	27.9	0.3	0.3
Maserati	22	19	-13.6	189	81	-57.1	117	106	-9.4	955	668	-30.1	0.1	0.1
Mazda	243	237	-2.5	762	791	3.8	1,310	1,531	16.9	4,338	4,948	14.1	1.6	1.8
Mercedes	410	362	-11.7	2,320	2,104	-9.3	2,483	2,574	3.7	14,009	14,534	3.7	3.1	3.0
MINI	119	55	-53.8	438	258	-41.1	584	446	-23.6	2,326	1,888	-18.8	0.7	0.5
Mitsubishi	48	41	-14.6	131	81	-38.2	301	311	3.3	678	749	10.5	0.4	0.4
Nissan	1,372	984	-28.3	2,376	1,842	-22.5	7,929	8,210	3.5	13,261	13,638	2.8	10.0	9.4
Porsche	53	48	-9.4	313	276	-11.8	330	385	16.7	2,054	2,110	2.7	0.4	0.4
Ram	120	122	1.7	301	252	-16.3	729	780	7.0	1,655	1,844	11.4	0.9	0.9
smart	3	3	0.0	31	10	-67.7	28	26	-7.1	236	126	-46.6	0.0	0.0
Subaru	258	289	12.0	766	734	-4.2	1,654	1,843	11.4	4,672	5,378	15.1	2.1	2.1
Tesla	59	104	76.3	264	415	57.2	317	458	44.5	1,353	2,181	61.2	0.4	0.5
Toyota/Scion	2,703	2,187	-19.1	7,104	5,064	-28.7	15,803	15,633	-1.1	39,598	38,489	-2.8	19.8	17.9
Volkswagen	248	208	-16.1	1,231	857	-30.4	1,572	1,700	8.1	6,881	7,160	4.1	2.0	1.9
Volvo	24	37	54.2	117	227	94.0	138	227	64.5	796	1,289	61.9	0.2	0.3
Others	6	7	16.7	96	65	-32.3	45	46	2.2	546	481	-11.9	0.1	0.1
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	July 2015	July 2016	% change	YTD 2015	YTD 2016	% change								
Southland	13,518	11,852	-12.3	79,672	87,184	9.4								
Cent./North LA County	37,499	31,385	-16.3	217,397	226,435	4.2								
U.S.	1,513,485	1,521,245	0.5	10,046,234	10,156,215	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: July 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.)

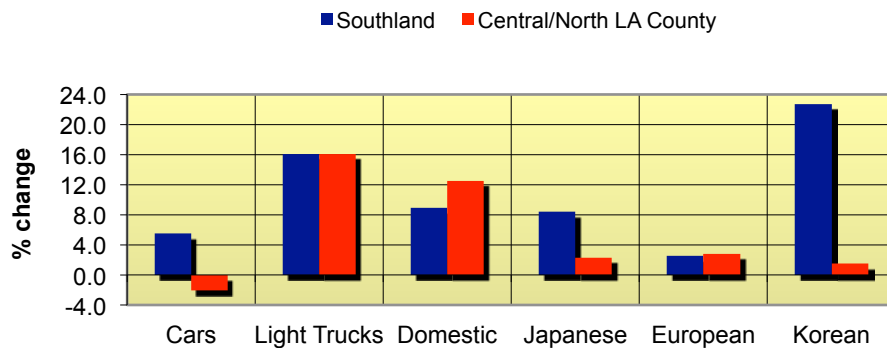
### Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru July vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

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