



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

Released: September 2016

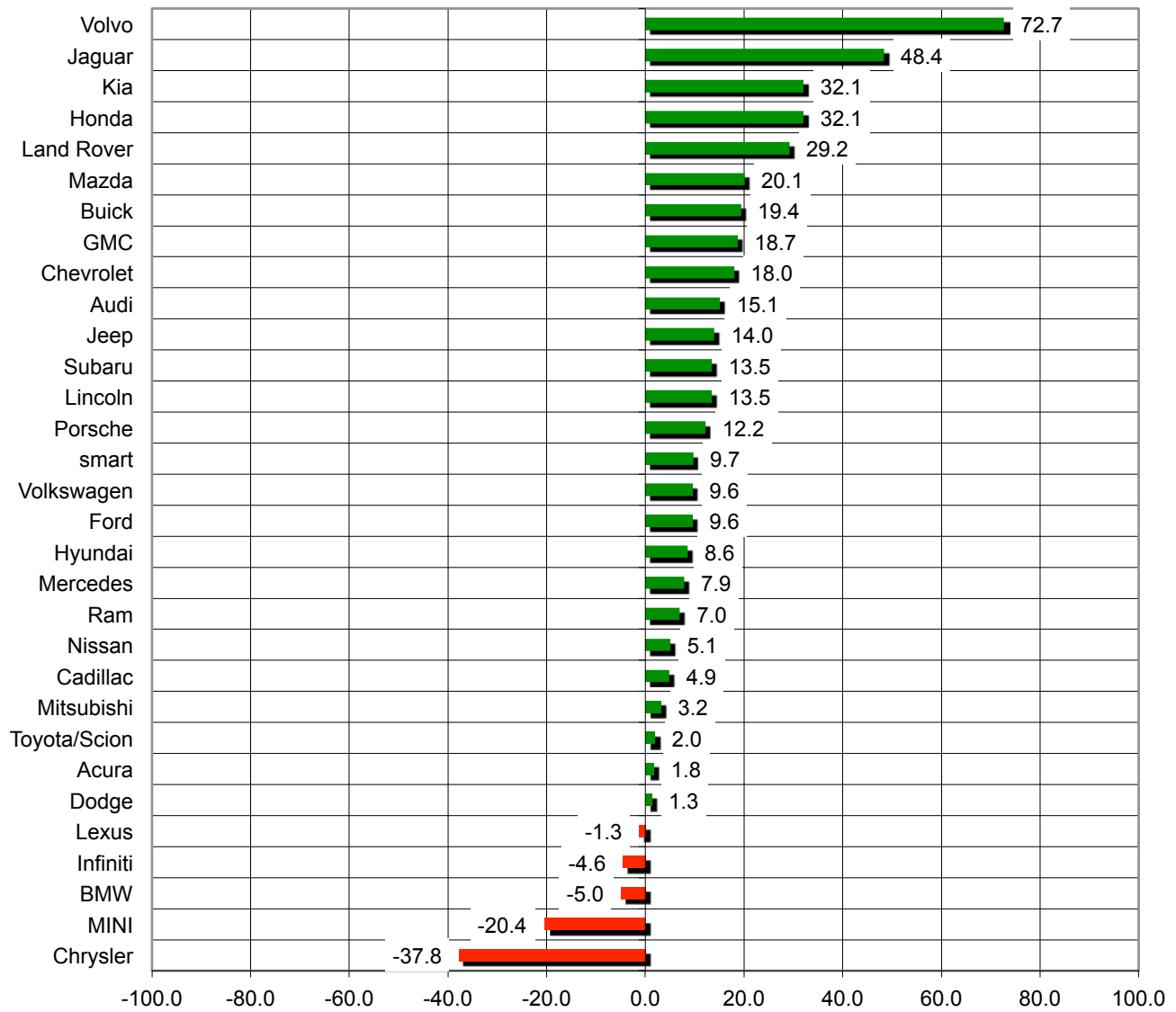
Covering Results thru August 2016



	New Vehicle Registrations - August						New Vehicle Registrations - YTD thru August						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Aug. 2015	Aug. 2016	% change	Aug. 2015	Aug. 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	10,735	14,226	32.5	29,471	38,634	31.1	90,407	101,410	12.2	246,868	265,069	7.4		
Car	6,741	8,249	22.4	19,134	22,854	19.4	56,759	61,011	7.5	161,845	162,466	0.4	62.8	60.2
Light Truck	3,994	5,977	49.6	10,337	15,780	52.7	33,648	40,399	20.1	85,023	102,603	20.7	37.2	39.8
Domestic	2,450	3,090	26.1	5,139	7,069	37.6	20,281	22,510	11.0	43,184	49,859	15.5	22.4	22.2
Japanese	5,803	7,730	33.2	15,419	19,711	27.8	48,949	54,486	11.3	126,737	133,634	5.4	54.1	53.7
European	1,196	1,581	32.2	6,871	9,119	32.7	10,770	11,395	5.8	59,653	63,358	6.2	11.9	11.2
Korean	1,286	1,825	41.9	2,042	2,735	33.9	10,407	13,019	25.1	17,294	18,218	5.3	11.5	12.8
BRAND REGISTRATIONS														
Acura	139	182	30.9	335	375	11.9	1,113	1,133	1.8	3,090	2,838	-8.2	1.2	1.1
Audi	173	235	35.8	934	1,310	40.3	1,401	1,612	15.1	7,656	9,245	20.8	1.5	1.6
BMW	306	402	31.4	1,585	2,230	40.7	2,940	2,793	-5.0	15,417	15,172	-1.6	3.3	2.8
Buick	40	36	-10.0	91	154	69.2	299	357	19.4	680	1,071	57.5	0.3	0.4
Cadillac	54	69	27.8	168	231	37.5	488	512	4.9	1,323	1,621	22.5	0.5	0.5
Chevrolet	797	1,133	42.2	1,515	2,199	45.1	6,169	7,278	18.0	11,282	14,032	24.4	6.8	7.2
Chrysler	70	53	-24.3	108	98	-9.3	662	412	-37.8	1,061	647	-39.0	0.7	0.4
Dodge	175	220	25.7	323	442	36.8	1,812	1,836	1.3	2,908	2,995	3.0	2.0	1.8
Fiat	54	34	-37.0	208	239	14.9	385	322	-16.4	1,880	1,741	-7.4	0.4	0.3
Ford	696	788	13.2	1,537	2,003	30.3	5,741	6,294	9.6	14,528	15,552	7.0	6.4	6.2
GMC	137	194	41.6	339	321	-5.3	1,069	1,269	18.7	2,398	2,552	6.4	1.2	1.3
Honda	1,589	2,565	61.4	4,046	5,674	40.2	13,159	17,380	32.1	32,936	37,609	14.2	14.6	17.1
Hyundai	358	542	51.4	1,005	1,311	30.4	3,091	3,357	8.6	8,379	8,412	0.4	3.4	3.3
Infiniti	101	107	5.9	482	487	1.0	954	910	-4.6	3,967	3,940	-0.7	1.1	0.9
Jaguar	10	31	210.0	58	234	303.4	91	135	48.4	585	979	67.4	0.1	0.1
Jeep	259	347	34.0	643	836	30.0	2,211	2,520	14.0	5,078	5,792	14.1	2.4	2.5
Kia	928	1,283	38.3	1,037	1,424	37.3	7,316	9,662	32.1	8,915	9,806	10.0	8.1	9.5
Land Rover	46	59	28.3	253	444	75.5	380	491	29.2	2,148	3,023	40.7	0.4	0.5
Lexus	403	456	13.2	2,026	2,350	16.0	3,155	3,115	-1.3	15,667	15,220	-2.9	3.5	3.1
Lincoln	29	39	34.5	98	140	42.9	260	295	13.5	932	1,207	29.5	0.3	0.3
Maserati	7	12	71.4	111	90	-18.9	124	118	-4.8	1,066	758	-28.9	0.1	0.1
Mazda	170	247	45.3	679	911	34.2	1,480	1,778	20.1	5,017	5,859	16.8	1.6	1.8
Mercedes	295	424	43.7	1,949	2,508	28.7	2,778	2,998	7.9	15,958	17,042	6.8	3.1	3.0
MINI	62	68	9.7	246	280	13.8	646	514	-20.4	2,572	2,168	-15.7	0.7	0.5
Mitsubishi	39	40	2.6	69	121	75.4	340	351	3.2	747	870	16.5	0.4	0.3
Nissan	1,131	1,315	16.3	1,798	2,362	31.4	9,060	9,525	5.1	15,059	16,000	6.2	10.0	9.4
Porsche	56	48	-14.3	269	385	43.1	386	433	12.2	2,323	2,495	7.4	0.4	0.4
Ram	105	112	6.7	234	387	65.4	834	892	7.0	1,889	2,231	18.1	0.9	0.9
smart	3	8	166.7	31	18	-41.9	31	34	9.7	267	144	-46.1	0.0	0.0
Subaru	227	291	28.2	701	985	40.5	1,881	2,134	13.5	5,373	6,363	18.4	2.1	2.1
Tesla	34	65	91.2	137	291	112.4	351	523	49.0	1,490	2,472	65.9	0.4	0.5
Toyota/Scion	2,004	2,527	26.1	5,283	6,445	22.0	17,807	18,160	2.0	44,881	44,934	0.1	19.7	17.9
Volkswagen	215	259	20.5	991	1,043	5.2	1,787	1,959	9.6	7,872	8,203	4.2	2.0	1.9
Volvo	12	32	166.7	117	227	94.0	150	259	72.7	913	1,516	66.0	0.2	0.3
Others	11	3	-72.7	65	79	21.5	56	49	-12.5	611	560	-8.3	0.1	0.0
U.S. MARKET COMPARISON - MARKET TOTALS														
	Aug. 2015	Aug. 2016	% change	YTD 2015	YTD 2016	% change								
Southland	10,735	14,226	32.5	90,407	101,410	12.2								
Cent./North LA County	29,471	38,634	31.1	246,868	265,069	7.4								
U.S.	1,566,841	1,511,405	-3.5	11,613,076	11,667,592	0.5								

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

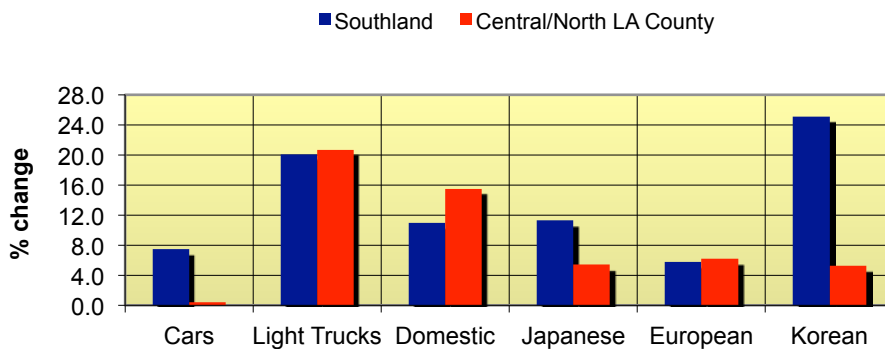
Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru August vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

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