



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: October 2016

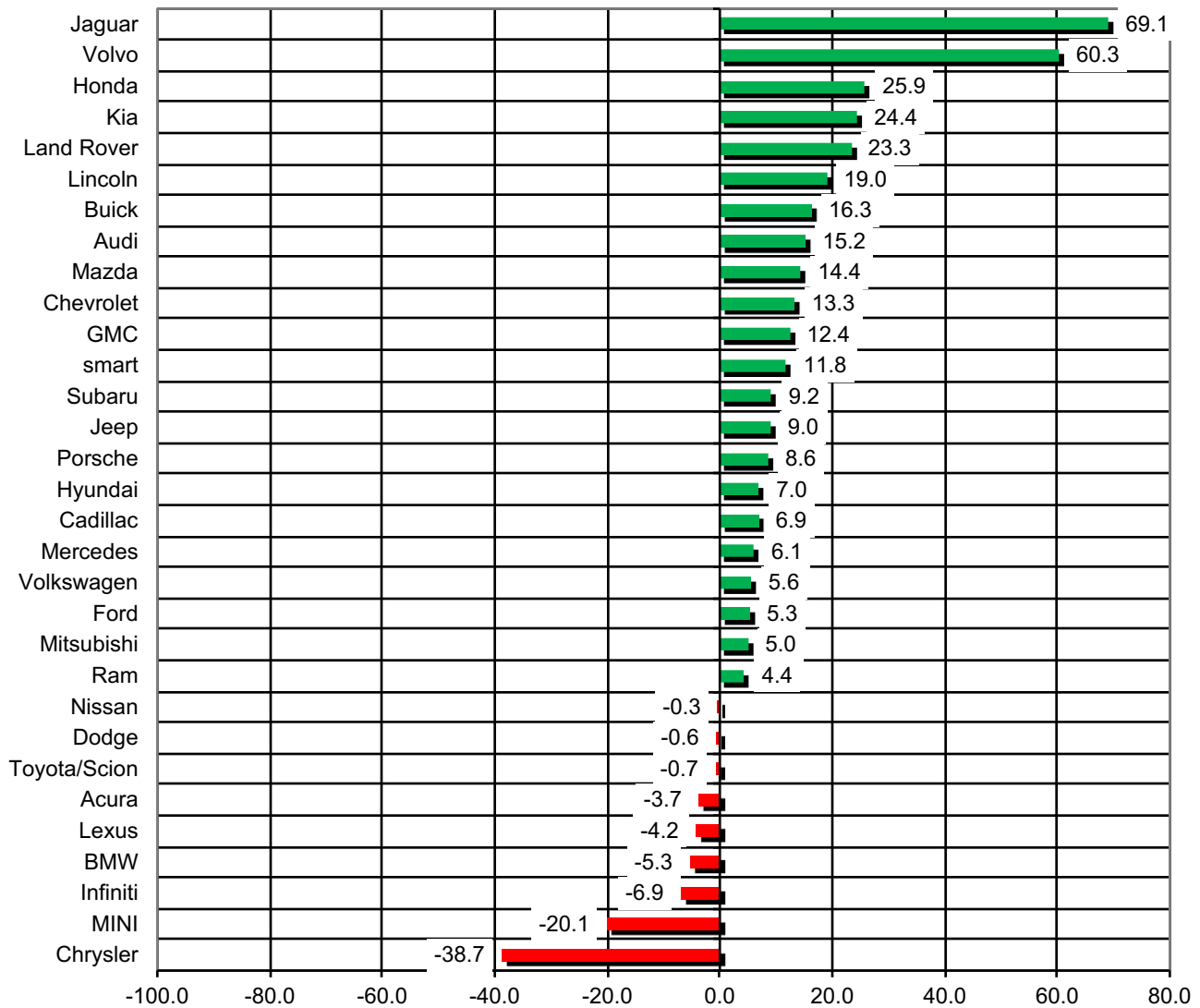
Covering Results thru September 2016



	New Vehicle Registrations - September						New Vehicle Registrations - YTD thru September						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Sep. 2015	Sep. 2016	% change	Sep. 2015	Sep. 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	13,888	12,830	-7.6	36,950	34,128	-7.6	105,595	114,240	8.2	288,518	299,197	3.7		
Car	8,808	7,562	-14.1	24,133	20,319	-15.8	66,369	68,573	3.3	189,021	182,785	-3.3	62.9	60.0
Light Truck	5,080	5,268	3.7	12,817	13,809	7.7	39,226	45,667	16.4	99,497	116,412	17.0	37.1	40.0
Domestic	3,035	2,884	-5.0	6,746	6,566	-2.7	23,570	25,394	7.7	50,848	56,425	11.0	22.3	22.2
Japanese	7,636	6,821	-10.7	19,661	16,950	-13.8	57,274	61,307	7.0	148,790	150,584	1.2	54.2	53.7
European	1,535	1,536	0.1	8,030	8,230	2.5	12,511	12,931	3.4	68,728	71,588	4.2	11.8	11.3
Korean	1,682	1,589	-5.5	2,513	2,382	-5.2	12,240	14,608	19.3	20,152	20,600	2.2	11.6	12.8
BRAND REGISTRATIONS														
Acura	171	115	-32.7	407	353	-13.3	1,296	1,248	-3.7	3,555	3,191	-10.2	1.2	1.1
Audi	170	223	31.2	975	1,129	15.8	1,593	1,835	15.2	8,789	10,374	18.0	1.5	1.6
BMW	386	393	1.8	1,944	2,050	5.5	3,363	3,186	-5.3	17,608	17,222	-2.2	3.2	2.8
Buick	39	42	7.7	106	113	6.6	343	399	16.3	798	1,184	48.4	0.3	0.3
Cadillac	56	77	37.5	180	188	4.4	551	589	6.9	1,531	1,809	18.2	0.5	0.5
Chevrolet	982	929	-5.4	1,666	1,865	11.9	7,243	8,207	13.3	13,179	15,897	20.6	6.9	7.2
Chrysler	96	58	-39.6	157	86	-45.2	767	470	-38.7	1,238	733	-40.8	0.7	0.4
Dodge	248	239	-3.6	381	382	0.3	2,088	2,075	-0.6	3,352	3,377	0.7	2.0	1.8
Fiat	66	47	-28.8	288	281	-2.4	457	369	-19.3	2,203	2,022	-8.2	0.4	0.3
Ford	940	834	-11.3	2,497	2,090	-16.3	6,769	7,128	5.3	17,324	17,642	1.8	6.4	6.2
GMC	166	135	-18.7	377	312	-17.2	1,249	1,404	12.4	2,823	2,864	1.5	1.2	1.2
Honda	2,127	2,094	-1.6	5,233	4,564	-12.8	15,470	19,474	25.9	38,805	42,173	8.7	14.7	17.0
Hyundai	439	464	5.7	1,237	1,275	3.1	3,570	3,821	7.0	9,771	9,687	-0.9	3.4	3.3
Infiniti	155	136	-12.3	589	536	-9.0	1,124	1,046	-6.9	4,643	4,476	-3.6	1.1	0.9
Jaguar	5	29	480.0	54	176	225.9	97	164	69.1	647	1,155	78.5	0.1	0.1
Jeep	335	294	-12.2	804	700	-12.9	2,582	2,814	9.0	5,983	6,492	8.5	2.4	2.5
Kia	1,243	1,125	-9.5	1,276	1,107	-13.2	8,670	10,787	24.4	10,381	10,913	5.1	8.2	9.4
Land Rover	57	55	-3.5	270	369	36.7	443	546	23.3	2,458	3,392	38.0	0.4	0.5
Lexus	479	409	-14.6	2,406	1,976	-17.9	3,677	3,524	-4.2	18,340	17,196	-6.2	3.5	3.1
Lincoln	24	49	104.2	122	154	26.2	289	344	19.0	1,070	1,361	27.2	0.3	0.3
Maserati	20	22	10.0	158	125	-20.9	146	140	-4.1	1,245	883	-29.1	0.1	0.1
Mazda	231	203	-12.1	753	723	-4.0	1,732	1,981	14.4	5,855	6,582	12.4	1.6	1.7
Mercedes	364	381	4.7	2,190	2,060	-5.9	3,184	3,379	6.1	18,467	19,102	3.4	3.0	3.0
MINI	85	77	-9.4	381	302	-20.7	740	591	-20.1	2,992	2,470	-17.4	0.7	0.5
Mitsubishi	37	49	32.4	126	92	-27.0	381	400	5.0	890	962	8.1	0.4	0.4
Nissan	1,409	1,035	-26.5	2,336	1,927	-17.5	10,588	10,560	-0.3	17,681	17,927	1.4	10.0	9.2
Porsche	59	57	-3.4	343	298	-13.1	451	490	8.6	2,722	2,793	2.6	0.4	0.4
Ram	112	109	-2.7	314	339	8.0	959	1,001	4.4	2,244	2,570	14.5	0.9	0.9
smart	3	4	33.3	33	12	-63.6	34	38	11.8	304	156	-48.7	0.0	0.0
Subaru	314	296	-5.7	796	952	19.6	2,225	2,430	9.2	6,265	7,315	16.8	2.1	2.1
Tesla	37	71	91.9	142	382	169.0	390	594	52.3	1,646	2,854	73.4	0.4	0.5
Toyota/Scion	2,713	2,484	-8.4	7,015	5,827	-16.9	20,781	20,644	-0.7	52,756	50,761	-3.8	19.7	18.1
Volkswagen	286	258	-9.8	1,228	1,088	-11.4	2,100	2,217	5.6	9,240	9,291	0.6	2.0	1.9
Volvo	27	28	3.7	108	191	76.9	179	287	60.3	1,036	1,707	64.8	0.2	0.3
Others	7	9	28.6	58	104	79.3	64	58	-9.4	677	664	-1.9	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Sep. 2015	Sep. 2016	% change	YTD 2015	YTD 2016	% change								
Southland	13,888	12,830	-7.6	105,595	114,240	8.2								
Cent./North LA County	36,950	34,128	-7.6	288,518	299,197	3.7								
U.S.	1,444,195	1,434,483	-0.7	13,056,784	13,101,286	0.3								

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

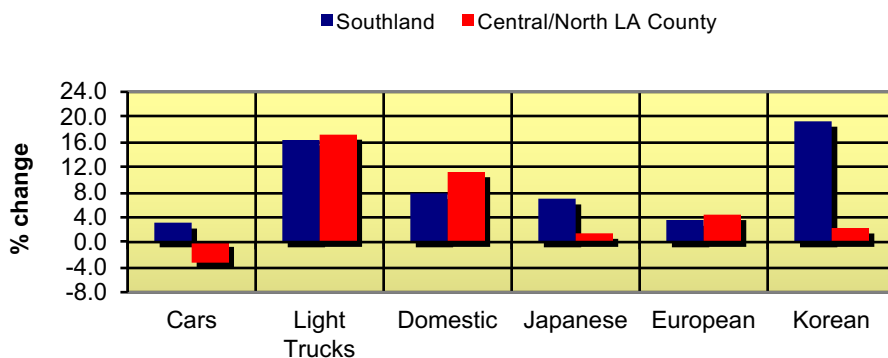
Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru September vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

Publication Sponsored by:

Los Angeles Times

Online inventory powered by

SOUTHLAND MOTOR CAR DEALERS ASSOCIATION