



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: December 2016

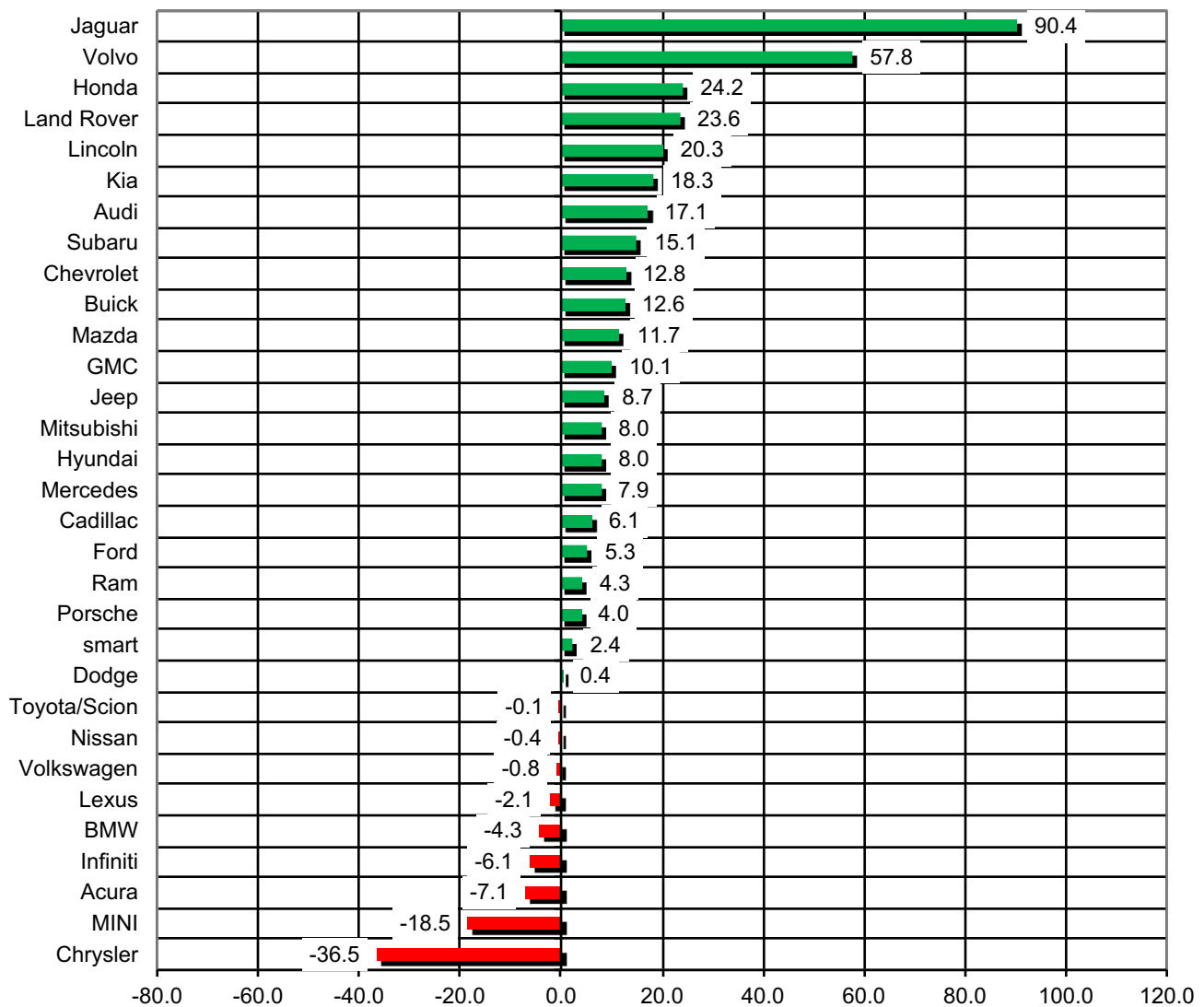
Covering Results thru November 2016

	New Vehicle Registrations - November						New Vehicle Registrations - YTD thru November						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Nov. 2015	Nov. 2016	% change	Nov. 2015	Nov. 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	10,390	11,636	12.0	27,028	30,994	14.7	127,122	137,004	7.8	344,824	359,045	4.1		
Car	6,426	6,783	5.6	17,138	18,209	6.2	80,207	82,678	3.1	224,953	217,554	-3.3	63.1	60.3
Light Truck	3,964	4,853	22.4	9,890	12,785	29.3	46,915	54,326	15.8	119,871	141,491	18.0	36.9	39.7
Domestic	2,290	2,464	7.6	4,951	5,351	8.1	28,398	30,474	7.3	60,727	67,310	10.8	22.3	22.2
Japanese	5,549	6,346	14.4	13,601	15,293	12.4	68,799	73,654	7.1	177,385	180,307	1.6	54.1	53.8
European	1,250	1,466	17.3	6,699	7,998	19.4	14,885	15,528	4.3	82,780	86,411	4.4	11.7	11.3
Korean	1,301	1,360	4.5	1,777	2,352	32.4	15,040	17,348	15.3	23,932	25,017	4.5	11.8	12.7
BRAND REGISTRATIONS														
Acura	164	147	-10.4	305	318	4.3	1,602	1,488	-7.1	4,178	3,805	-8.9	1.3	1.1
Audi	150	213	42.0	809	1,125	39.1	1,876	2,197	17.1	10,585	12,386	17.0	1.5	1.6
BMW	337	394	16.9	1,634	1,871	14.5	4,047	3,871	-4.3	20,970	20,749	-1.1	3.2	2.8
Buick	37	38	2.7	135	110	-18.5	413	465	12.6	1,035	1,389	34.2	0.3	0.3
Cadillac	64	59	-7.8	159	217	36.5	669	710	6.1	1,862	2,192	17.7	0.5	0.5
Chevrolet	771	799	3.6	1,443	1,844	27.8	8,744	9,864	12.8	15,940	19,297	21.1	6.9	7.2
Chrysler	49	47	-4.1	95	94	-1.1	869	552	-36.5	1,422	924	-35.0	0.7	0.4
Dodge	234	230	-1.7	290	331	14.1	2,501	2,511	0.4	3,927	4,033	2.7	2.0	1.8
Fiat	26	72	176.9	163	255	56.4	537	493	-8.2	2,586	2,594	0.3	0.4	0.4
Ford	577	654	13.3	1,558	1,407	-9.7	8,132	8,564	5.3	20,593	20,614	0.1	6.4	6.3
GMC	125	135	8.0	254	252	-0.8	1,513	1,666	10.1	3,341	3,364	0.7	1.2	1.2
Honda	1,517	1,939	27.8	3,387	4,200	24.0	18,750	23,293	24.2	46,063	50,350	9.3	14.7	17.0
Hyundai	343	420	22.4	828	1,272	53.6	4,299	4,641	8.0	11,521	12,006	4.2	3.4	3.4
Infiniti	103	118	14.6	511	476	-6.8	1,346	1,264	-6.1	5,576	5,487	-1.6	1.1	0.9
Jaguar	12	29	141.7	78	197	152.6	115	219	90.4	768	1,494	94.5	0.1	0.2
Jeep	257	287	11.7	555	644	16.0	3,073	3,339	8.7	7,114	7,762	9.1	2.4	2.4
Kia	958	940	-1.9	949	1,080	13.8	10,741	12,707	18.3	12,411	13,011	4.8	8.4	9.3
Land Rover	65	69	6.2	356	442	24.2	551	681	23.6	3,075	4,178	35.9	0.4	0.5
Lexus	325	381	17.2	1,473	1,651	12.1	4,339	4,247	-2.1	21,474	20,246	-5.7	3.4	3.1
Lincoln	24	37	54.2	119	131	10.1	335	403	20.3	1,310	1,611	23.0	0.3	0.3
Maserati	17	18	5.9	113	132	16.8	177	174	-1.7	1,475	1,138	-22.8	0.1	0.1
Mazda	171	195	14.0	614	655	6.7	2,113	2,361	11.7	7,174	7,928	10.5	1.7	1.7
Mercedes	315	419	33.0	1,832	2,222	21.3	3,814	4,115	7.9	22,411	23,133	3.2	3.0	3.0
MINI	53	61	15.1	202	244	20.8	849	692	-18.5	3,418	2,892	-15.4	0.7	0.5
Mitsubishi	35	41	17.1	96	97	1.0	460	497	8.0	1,060	1,161	9.5	0.4	0.4
Nissan	991	1,002	1.1	1,700	1,760	3.5	12,689	12,639	-0.4	21,307	21,489	0.9	10.0	9.2
Porsche	48	49	2.1	252	304	20.6	554	576	4.0	3,291	3,376	2.6	0.4	0.4
Ram	99	90	-9.1	220	278	26.4	1,136	1,185	4.3	2,666	3,138	17.7	0.9	0.9
smart	5	4	-20.0	20	12	-40.0	42	43	2.4	341	182	-46.6	0.0	0.0
Subaru	190	352	85.3	602	985	63.6	2,614	3,008	15.1	7,491	9,021	20.4	2.1	2.2
Tesla	27	16	-40.7	149	114	-23.5	476	722	51.7	2,054	3,466	68.7	0.4	0.5
Toyota/Scion	2,053	2,171	5.7	4,913	5,151	4.8	24,886	24,857	-0.1	63,062	60,819	-3.6	19.6	18.1
Volkswagen	213	161	-24.4	1,018	878	-13.8	2,548	2,528	-0.8	11,207	10,956	-2.2	2.0	1.8
Volvo	30	43	43.3	124	169	36.3	230	363	57.8	1,279	2,039	59.4	0.2	0.3
Others	5	6	20.0	72	76	5.6	82	69	-15.9	837	815	-2.6	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Nov. 2015	Nov. 2016	% change	YTD 2015	YTD 2016	% change								
Southland	10,390	11,636	12.0	127,122	137,004	7.8								
Cent./North LA County	27,028	30,994	14.7	344,824	359,045	4.1								
U.S.	1,330,460	1,378,635	3.6	15,844,222	15,850,640	0.0								

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

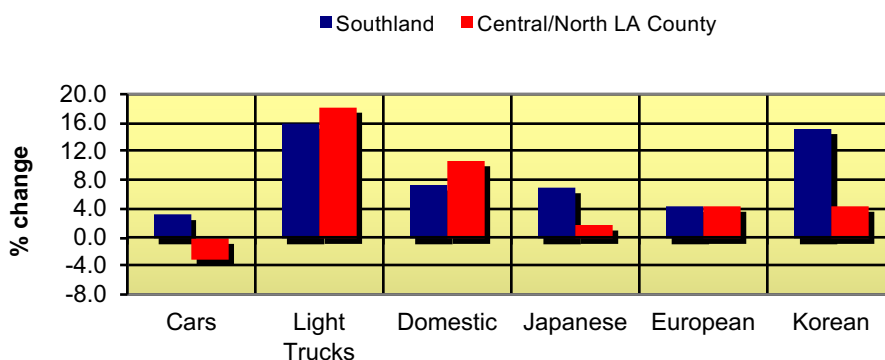
Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru November vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

Publication Sponsored by:

Los Angeles Times

Online inventory powered by