



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: November 2016

Covering Results thru October 2016

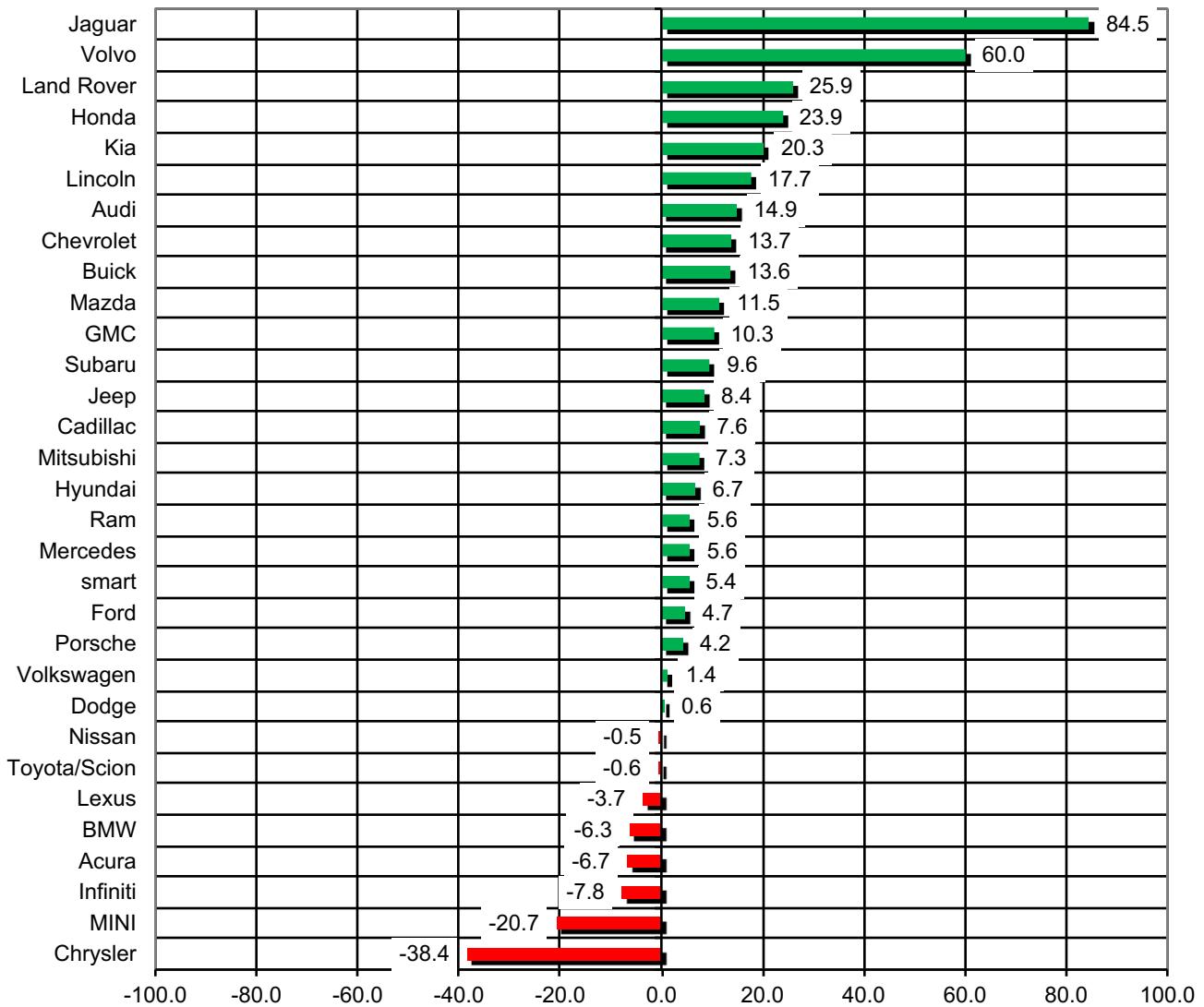


	New Vehicle Registrations - October						New Vehicle Registrations - YTD thru October						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Oct. 2015	Oct. 2016	% change	Oct. 2015	Oct. 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016	% change	YTD 2015	YTD 2016
MARKET SUMMARY														
TOTAL	11,137	11,128	-0.1	29,278	28,854	-1.4	116,732	125,368	7.4	317,796	328,051	3.2		
Car	7,119	6,700	-5.9	19,087	17,182	-10.0	73,781	75,895	2.9	207,815	199,345	-4.1	63.2	60.5
Light Truck	4,018	4,428	10.2	10,191	11,672	14.5	42,951	49,473	15.2	109,981	128,706	17.0	36.8	39.5
Domestic	2,437	2,616	7.3	5,029	5,534	10.0	26,108	28,010	7.3	55,776	61,959	11.1	22.4	22.3
Japanese	5,948	6,001	0.9	15,022	14,430	-3.9	63,250	67,308	6.4	163,784	165,014	0.8	54.2	53.7
European	1,259	1,131	-10.2	7,218	6,825	-5.4	13,635	14,062	3.1	76,081	78,413	3.1	11.7	11.2
Korean	1,493	1,380	-7.6	2,009	2,065	2.8	13,739	15,988	16.4	22,155	22,665	2.3	11.8	12.8
BRAND REGISTRATIONS														
Acura	138	93	-32.6	322	296	-8.1	1,438	1,341	-6.7	3,873	3,487	-10.0	1.2	1.1
Audi	139	149	7.2	981	887	-9.6	1,726	1,984	14.9	9,776	11,261	15.2	1.5	1.6
BMW	348	291	-16.4	1,727	1,656	-4.1	3,710	3,477	-6.3	19,336	18,878	-2.4	3.2	2.8
Buick	34	28	-17.6	101	95	-5.9	376	427	13.6	900	1,279	42.1	0.3	0.3
Cadillac	56	62	10.7	170	166	-2.4	605	651	7.6	1,703	1,975	16.0	0.5	0.5
Chevrolet	730	858	17.5	1,318	1,556	18.1	7,973	9,065	13.7	14,497	17,453	20.4	6.8	7.2
Chrysler	53	35	-34.0	89	97	9.0	820	505	-38.4	1,327	830	-37.5	0.7	0.4
Dodge	184	206	12.0	280	325	16.1	2,267	2,281	0.6	3,637	3,702	1.8	1.9	1.8
Fiat	54	52	-3.7	220	317	44.1	511	421	-17.6	2,423	2,339	-3.5	0.4	0.3
Ford	786	782	-0.5	1,711	1,565	-8.5	7,555	7,910	4.7	19,035	19,207	0.9	6.5	6.3
GMC	138	127	-8.0	265	248	-6.4	1,388	1,531	10.3	3,087	3,112	0.8	1.2	1.2
Honda	1,748	1,880	7.6	3,886	3,977	2.3	17,233	21,354	23.9	42,676	46,150	8.1	14.8	17.0
Hyundai	385	400	3.9	923	1,047	13.4	3,956	4,221	6.7	10,693	10,734	0.4	3.4	3.4
Infiniti	120	100	-16.7	421	535	27.1	1,243	1,146	-7.8	5,065	5,011	-1.1	1.1	0.9
Jaguar	7	26	271.4	42	142	238.1	103	190	84.5	690	1,297	88.0	0.1	0.2
Jeep	239	238	-0.4	571	626	9.6	2,816	3,052	8.4	6,559	7,118	8.5	2.4	2.4
Kia	1,108	980	-11.6	1,086	1,018	-6.3	9,783	11,767	20.3	11,462	11,931	4.1	8.4	9.4
Land Rover	44	66	50.0	260	344	32.3	486	612	25.9	2,719	3,736	37.4	0.4	0.5
Lexus	335	342	2.1	1,663	1,399	-15.9	4,014	3,866	-3.7	20,001	18,595	-7.0	3.4	3.1
Lincoln	25	22	-12.0	118	119	0.8	311	366	17.7	1,191	1,480	24.3	0.3	0.3
Maserati	14	16	14.3	117	123	5.1	160	156	-2.5	1,362	1,006	-26.1	0.1	0.1
Mazda	209	185	-11.5	706	691	-2.1	1,942	2,166	11.5	6,560	7,273	10.9	1.7	1.7
Mercedes	323	317	-1.9	2,104	1,809	-14.0	3,499	3,696	5.6	20,579	20,911	1.6	3.0	2.9
MINI	57	40	-29.8	223	178	-20.2	796	631	-20.7	3,216	2,648	-17.7	0.7	0.5
Mitsubishi	45	56	24.4	73	102	39.7	425	456	7.3	964	1,064	10.4	0.4	0.4
Nissan	1,097	1,077	-1.8	1,939	1,802	-7.1	11,698	11,637	-0.5	19,607	19,729	0.6	10.0	9.3
Porsche	55	37	-32.7	317	279	-12.0	506	527	4.2	3,039	3,072	1.1	0.4	0.4
Ram	81	94	16.0	199	290	45.7	1,037	1,095	5.6	2,446	2,860	16.9	0.9	0.9
smart	3	1	-66.7	17	14	-17.6	37	39	5.4	321	170	-47.0	0.0	0.0
Subaru	200	226	13.0	623	721	15.7	2,424	2,656	9.6	6,889	8,036	16.6	2.1	2.1
Tesla	57	112	96.5	261	498	90.8	449	706	57.2	1,905	3,352	76.0	0.4	0.6
Toyota/Scion	2,056	2,042	-0.7	5,389	4,907	-8.9	22,833	22,686	-0.6	58,149	55,668	-4.3	19.6	18.1
Volkswagen	235	150	-36.2	949	787	-17.1	2,335	2,367	1.4	10,189	10,078	-1.1	2.0	1.9
Volvo	21	33	57.1	119	163	37.0	200	320	60.0	1,155	1,870	61.9	0.2	0.3
Others	13	5	-61.5	88	75	-14.8	77	63	-18.2	765	739	-3.4	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Oct. 2015	Oct. 2016	% change	YTD 2015	YTD 2016	% change								
Southland	11,137	11,128	-0.1	116,732	125,368	7.4								
Cent./North LA County	29,278	28,854	-1.4	317,796	328,051	3.2								
U.S.	1,456,979	1,370,721	-5.9	14,513,762	14,472,007	-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: October 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.)

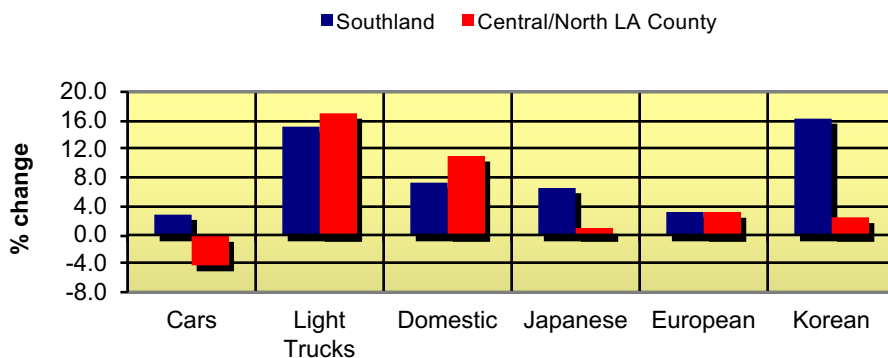
Percent Change in New Retail Light Vehicle Registrations (YTD 2016 thru October vs. YTD 2015)



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

Data Source: AutoCount data from Experian Automotive.

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



Data Source: AutoCount data from Experian Automotive.

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