



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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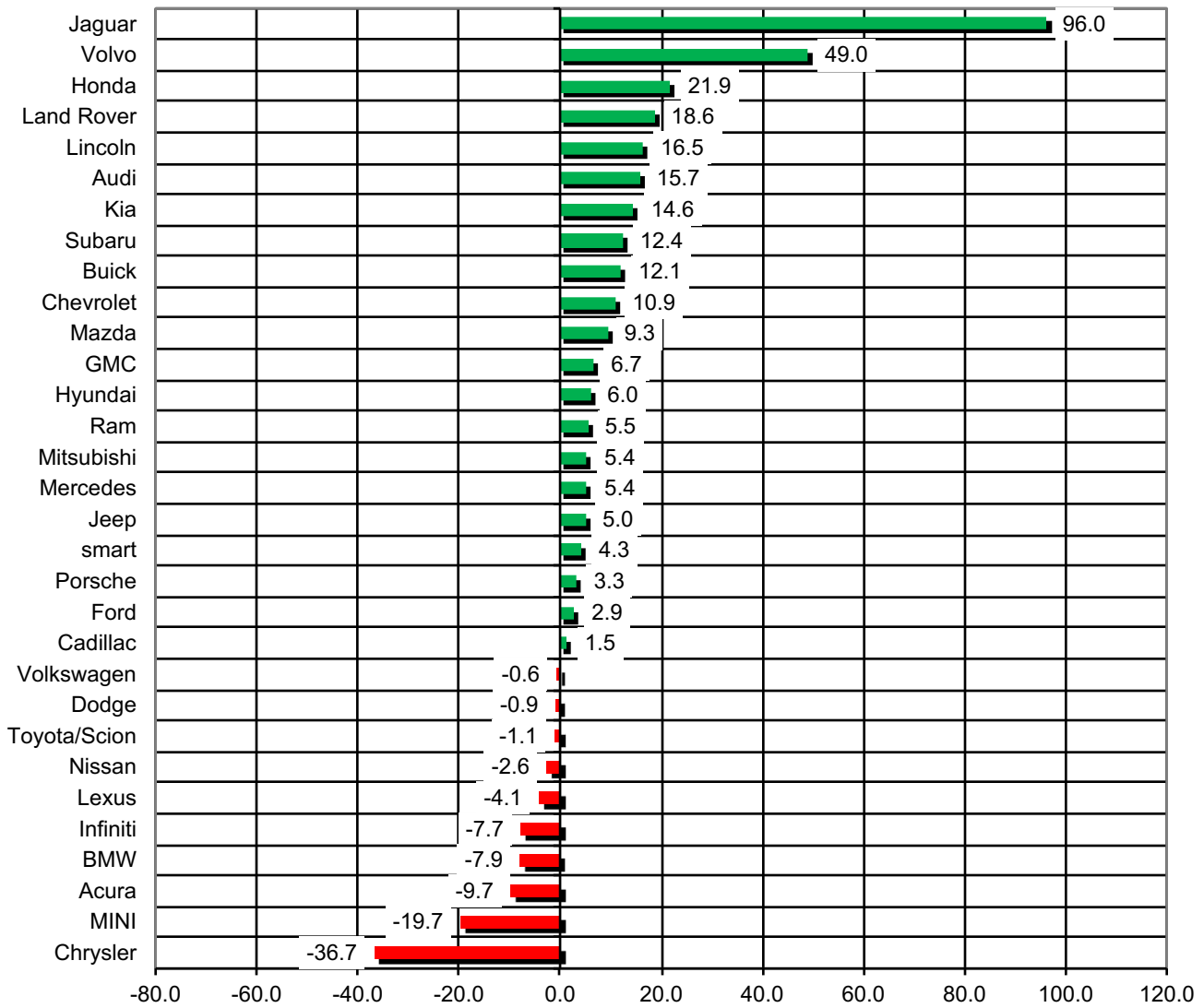
Covering Results thru December 2016

	New Vehicle Registrations - December						New Vehicle Registrations - Annual Totals						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Dec. 2015	Dec. 2016	% change	Dec. 2015	Dec. 2016	% change	2015	2016	% change	2015	2016	% change	2015	2016
MARKET SUMMARY														
TOTAL	12,008	11,477	-4.4	32,362	30,442	-5.9	140,482	148,481	5.7	380,828	389,487	2.3		
Car	7,550	6,575	-12.9	20,578	17,530	-14.8	88,612	89,253	0.7	247,843	235,133	-5.1	63.1	60.1
Light Truck	4,458	4,902	10.0	11,784	12,912	9.6	51,870	59,228	14.2	132,985	154,354	16.1	36.9	39.9
Domestic	2,580	2,410	-6.6	5,763	5,419	-6.0	31,268	32,884	5.2	67,134	72,729	8.3	22.3	22.1
Japanese	6,407	6,268	-2.2	16,145	15,391	-4.7	75,927	79,922	5.3	195,348	195,698	0.2	54.0	53.8
European	1,519	1,404	-7.6	8,215	7,642	-7.0	16,576	16,932	2.1	91,924	94,053	2.3	11.8	11.4
Korean	1,502	1,395	-7.1	2,239	1,990	-11.1	16,711	18,743	12.2	26,422	27,007	2.2	11.9	12.6
BRAND REGISTRATIONS														
Acura	151	110	-27.2	324	308	-4.9	1,770	1,598	-9.7	4,538	4,113	-9.4	1.3	1.1
Audi	209	241	15.3	1,167	1,056	-9.5	2,108	2,438	15.7	11,886	13,442	13.1	1.5	1.6
BMW	439	305	-30.5	2,189	1,669	-23.8	4,536	4,176	-7.9	23,404	22,418	-4.2	3.2	2.8
Buick	38	45	18.4	142	120	-15.5	455	510	12.1	1,193	1,509	26.5	0.3	0.3
Cadillac	66	43	-34.8	217	203	-6.5	742	753	1.5	2,104	2,395	13.8	0.5	0.5
Chevrolet	821	848	3.3	1,639	1,755	7.1	9,657	10,712	10.9	17,763	21,052	18.5	6.9	7.2
Chrysler	75	51	-32.0	75	109	45.3	953	603	-36.7	1,505	1,033	-31.4	0.7	0.4
Dodge	208	197	-5.3	320	335	4.7	2,732	2,708	-0.9	4,282	4,368	2.0	1.9	1.8
Fiat	27	50	85.2	191	267	39.8	567	543	-4.2	2,800	2,861	2.2	0.4	0.4
Ford	730	635	-13.0	1,841	1,423	-22.7	8,944	9,199	2.9	22,638	22,037	-2.7	6.4	6.2
GMC	130	103	-20.8	357	302	-15.4	1,658	1,769	6.7	3,739	3,666	-2.0	1.2	1.2
Honda	1,769	1,966	11.1	4,059	4,292	5.7	20,718	25,259	21.9	50,579	54,642	8.0	14.7	17.0
Hyundai	380	365	-3.9	1,008	1,052	4.4	4,722	5,006	6.0	12,642	13,058	3.3	3.4	3.4
Infiniti	152	135	-11.2	632	578	-8.5	1,515	1,399	-7.7	6,279	6,065	-3.4	1.1	0.9
Jaguar	8	24	200.0	76	175	130.3	124	243	96.0	853	1,669	95.7	0.1	0.2
Jeep	301	239	-20.6	628	582	-7.3	3,408	3,578	5.0	7,812	8,344	6.8	2.4	2.4
Kia	1,122	1,030	-8.2	1,231	938	-23.8	11,989	13,737	14.6	13,780	13,949	1.2	8.5	9.3
Land Rover	60	52	-13.3	335	326	-2.7	618	733	18.6	3,448	4,504	30.6	0.4	0.5
Lexus	491	436	-11.2	2,398	2,215	-7.6	4,885	4,683	-4.1	24,144	22,461	-7.0	3.5	3.2
Lincoln	26	21	-19.2	138	149	8.0	364	424	16.5	1,464	1,760	20.2	0.3	0.3
Maserati	22	15	-31.8	136	129	-5.1	202	189	-6.4	1,627	1,267	-22.1	0.1	0.1
Mazda	200	192	-4.0	621	586	-5.6	2,335	2,553	9.3	7,865	8,514	8.3	1.7	1.7
Mercedes	405	380	-6.2	2,432	2,121	-12.8	4,265	4,495	5.4	25,116	25,254	0.5	3.0	3.0
MINI	67	50	-25.4	213	168	-21.1	924	742	-19.7	3,654	3,060	-16.3	0.7	0.5
Mitsubishi	33	27	-18.2	101	101	0.0	497	524	5.4	1,172	1,262	7.7	0.4	0.4
Nissan	1,120	933	-16.7	1,811	1,571	-13.3	13,935	13,572	-2.6	23,322	23,060	-1.1	9.9	9.1
Porsche	53	57	7.5	322	348	8.1	613	633	3.3	3,648	3,724	2.1	0.4	0.4
Ram	103	135	31.1	223	274	22.9	1,251	1,320	5.5	2,913	3,412	17.1	0.9	0.9
smart	4	5	25.0	23	15	-34.8	46	48	4.3	367	197	-46.3	0.0	0.0
Subaru	256	251	-2.0	731	790	8.1	2,899	3,259	12.4	8,305	9,811	18.1	2.1	2.2
Tesla	55	43	-21.8	210	217	3.3	537	765	42.5	2,288	3,683	61.0	0.4	0.5
Toyota/Scion	2,235	2,218	-0.8	5,468	4,950	-9.5	27,373	27,075	-1.1	69,144	65,769	-4.9	19.5	18.2
Volkswagen	218	245	12.4	883	1,083	22.7	2,791	2,773	-0.6	12,191	12,039	-1.2	2.0	1.9
Volvo	26	23	-11.5	142	168	18.3	259	386	49.0	1,437	2,207	53.6	0.2	0.3
Others	8	7	-12.5	79	67	-15.2	90	76	-15.6	926	882	-4.8	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Dec. 2015	Dec. 2016	% change	2015	2016	% change								
Southland	12,008	11,477	-4.4	140,482	148,481	5.7								
Cent./North LA County	32,362	30,442	-5.9	380,828	389,487	2.3								
U.S.	1,638,618	1,688,368	3.0	17,482,841	17,539,052	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: December 2016 and 2015, and annual 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.)

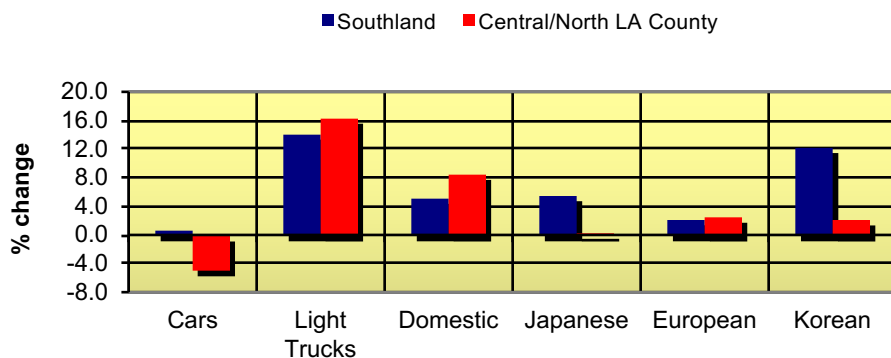
Percent Change in New Retail Light Vehicle Registrations (2016 vs. 2015)



Percent change in registrations (2016 vs. 2015)

Data Source: AutoCount data from Experian Automotive.

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



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