



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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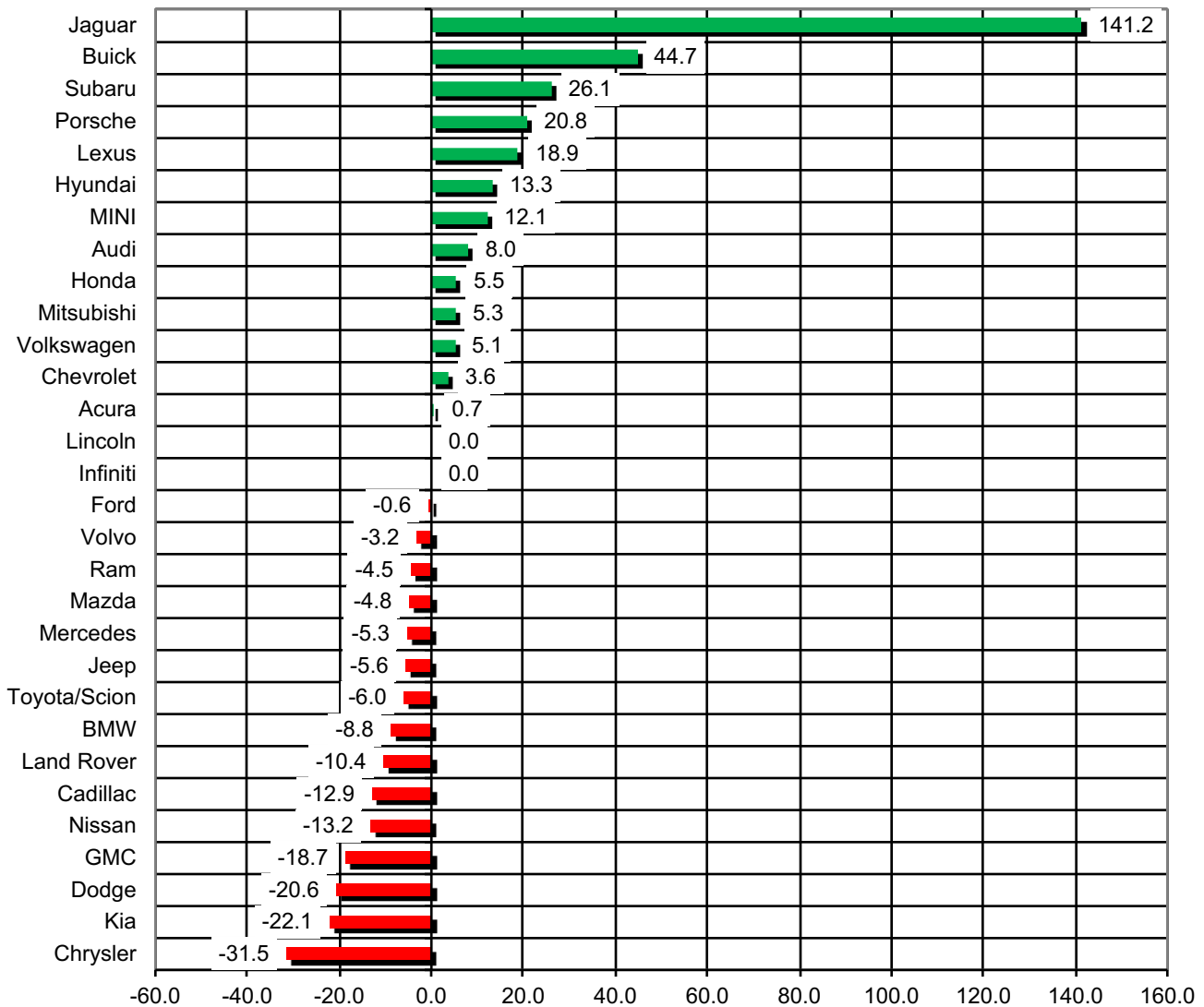
Covering Results thru January 2017

	New Vehicle Registrations - January						New Vehicle Registrations - Annual Totals						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Jan. 2016	Jan. 2017	% change	Jan. 2016	Jan. 2017	% change	2015	2016	% change	2015	2016	% change	2015	2016
MARKET SUMMARY														
TOTAL	12,517	12,238	-2.2	34,264	32,938	-3.9	140,482	148,481	5.7	380,828	389,487	2.3		
Car	7,841	6,907	-11.9	21,751	18,514	-14.9	88,612	89,253	0.7	247,843	235,133	-5.1	63.1	60.1
Light Truck	4,676	5,331	14.0	12,513	14,424	15.3	51,870	59,228	14.2	132,985	154,354	16.1	36.9	39.9
Domestic	2,708	2,676	-1.2	5,763	5,419	-6.0	31,268	32,884	5.2	67,134	72,729	8.3	22.3	22.1
Japanese	6,475	6,439	-0.6	16,145	15,391	-4.7	75,927	79,922	5.3	195,348	195,698	0.2	54.0	53.8
European	1,711	1,725	0.8	8,215	7,642	-7.0	16,576	16,932	2.1	91,924	94,053	2.3	11.8	11.4
Korean	1,623	1,398	-13.9	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	146	147	0.7	409	356	-13.0	1,770	1,598	-9.7	4,538	4,113	-9.4	1.3	1.1
Audi	201	217	8.0	1,108	1,218	9.9	2,108	2,438	15.7	11,886	13,442	13.1	1.5	1.6
BMW	510	465	-8.8	2,622	2,236	-14.7	4,536	4,176	-7.9	23,404	22,418	-4.2	3.2	2.8
Buick	38	55	44.7	120	135	12.5	455	510	12.1	1,193	1,509	26.5	0.3	0.3
Cadillac	70	61	-12.9	243	194	-20.2	742	753	1.5	2,104	2,395	13.8	0.5	0.5
Chevrolet	852	883	3.6	1,764	1,811	2.7	9,657	10,712	10.9	17,763	21,052	18.5	6.9	7.2
Chrysler	54	37	-31.5	73	107	46.6	953	603	-36.7	1,505	1,033	-31.4	0.7	0.4
Dodge	218	173	-20.6	327	320	-2.1	2,732	2,708	-0.9	4,282	4,368	2.0	1.9	1.8
Fiat	39	52	33.3	213	269	26.3	567	543	-4.2	2,800	2,861	2.2	0.4	0.4
Ford	694	690	-0.6	1,851	1,593	-13.9	8,944	9,199	2.9	22,638	22,037	-2.7	6.4	6.2
GMC	171	139	-18.7	355	335	-5.6	1,658	1,769	6.7	3,739	3,666	-2.0	1.2	1.2
Honda	1,859	1,962	5.5	4,065	4,406	8.4	20,718	25,259	21.9	50,579	54,642	8.0	14.7	17.0
Hyundai	376	426	13.3	952	1,158	21.6	4,722	5,006	6.0	12,642	13,058	3.3	3.4	3.4
Infiniti	153	153	0.0	586	629	7.3	1,515	1,399	-7.7	6,279	6,065	-3.4	1.1	0.9
Jaguar	17	41	141.2	97	149	53.6	124	243	96.0	853	1,669	95.7	0.1	0.2
Jeep	338	319	-5.6	683	655	-4.1	3,408	3,578	5.0	7,812	8,344	6.8	2.4	2.4
Kia	1,247	972	-22.1	1,311	1,027	-21.7	11,989	13,737	14.6	13,780	13,949	1.2	8.5	9.3
Land Rover	77	69	-10.4	384	378	-1.6	618	733	18.6	3,448	4,504	30.6	0.4	0.5
Lexus	461	548	18.9	2,445	2,260	-7.6	4,885	4,683	-4.1	24,144	22,461	-7.0	3.5	3.2
Lincoln	40	40	0.0	189	156	-17.5	364	424	16.5	1,464	1,760	20.2	0.3	0.3
Maserati	12	30	150.0	93	141	51.6	202	189	-6.4	1,627	1,267	-22.1	0.1	0.1
Mazda	189	180	-4.8	781	837	7.2	2,335	2,553	9.3	7,865	8,514	8.3	1.7	1.7
Mercedes	475	450	-5.3	2,476	2,547	2.9	4,265	4,495	5.4	25,116	25,254	0.5	3.0	3.0
MINI	66	74	12.1	279	192	-31.2	924	742	-19.7	3,654	3,060	-16.3	0.7	0.5
Mitsubishi	38	40	5.3	111	104	-6.3	497	524	5.4	1,172	1,262	7.7	0.4	0.4
Nissan	1,114	967	-13.2	1,900	1,624	-14.5	13,935	13,572	-2.6	23,322	23,060	-1.1	9.9	9.1
Porsche	53	64	20.8	233	329	41.2	613	633	3.3	3,648	3,724	2.1	0.4	0.4
Ram	110	105	-4.5	244	294	20.5	1,251	1,320	5.5	2,913	3,412	17.1	0.9	0.9
smart	1	4	300.0	18	31	72.2	46	48	4.3	367	197	-46.3	0.0	0.0
Subaru	241	304	26.1	745	834	11.9	2,899	3,259	12.4	8,305	9,811	18.1	2.1	2.2
Tesla	84	122	45.2	505	501	-0.8	537	765	42.5	2,288	3,683	61.0	0.4	0.5
Toyota/Scion	2,274	2,138	-6.0	5,750	4,722	-17.9	27,373	27,075	-1.1	69,144	65,769	-4.9	19.5	18.2
Volkswagen	256	269	5.1	1,075	1,119	4.1	2,791	2,773	-0.6	12,191	12,039	-1.2	2.0	1.9
Volvo	31	30	-3.2	170	201	18.2	259	386	49.0	1,437	2,207	53.6	0.2	0.3
Others	12	12	0.0	87	70	-19.5	90	76	-15.6	926	882	-4.8	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Jan. 2016	Jan. 2017	% change	2015	2016	% change								
Southland	12,517	12,238	-2.2	140,482	148,481	5.7								
Cent./North LA County	34,264	32,938	-3.9	380,828	389,487	2.3								
U.S.	1,164,464	1,142,568	-1.9	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: January 2017 and 2016, and annual figures for 2016 and 2015. **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.)

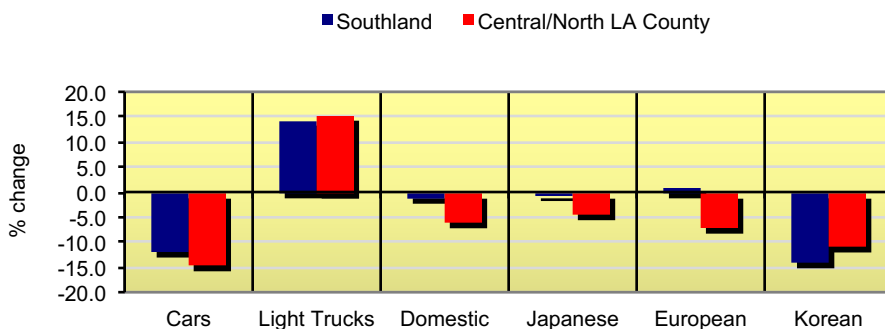
Percent Change in New Retail Light Vehicle Registrations (Jan '17 vs. Jan. '16)



Percent change in registrations (Jan '17 vs. Jan '16)

Data Source: AutoCount data from Experian Automotive.

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