



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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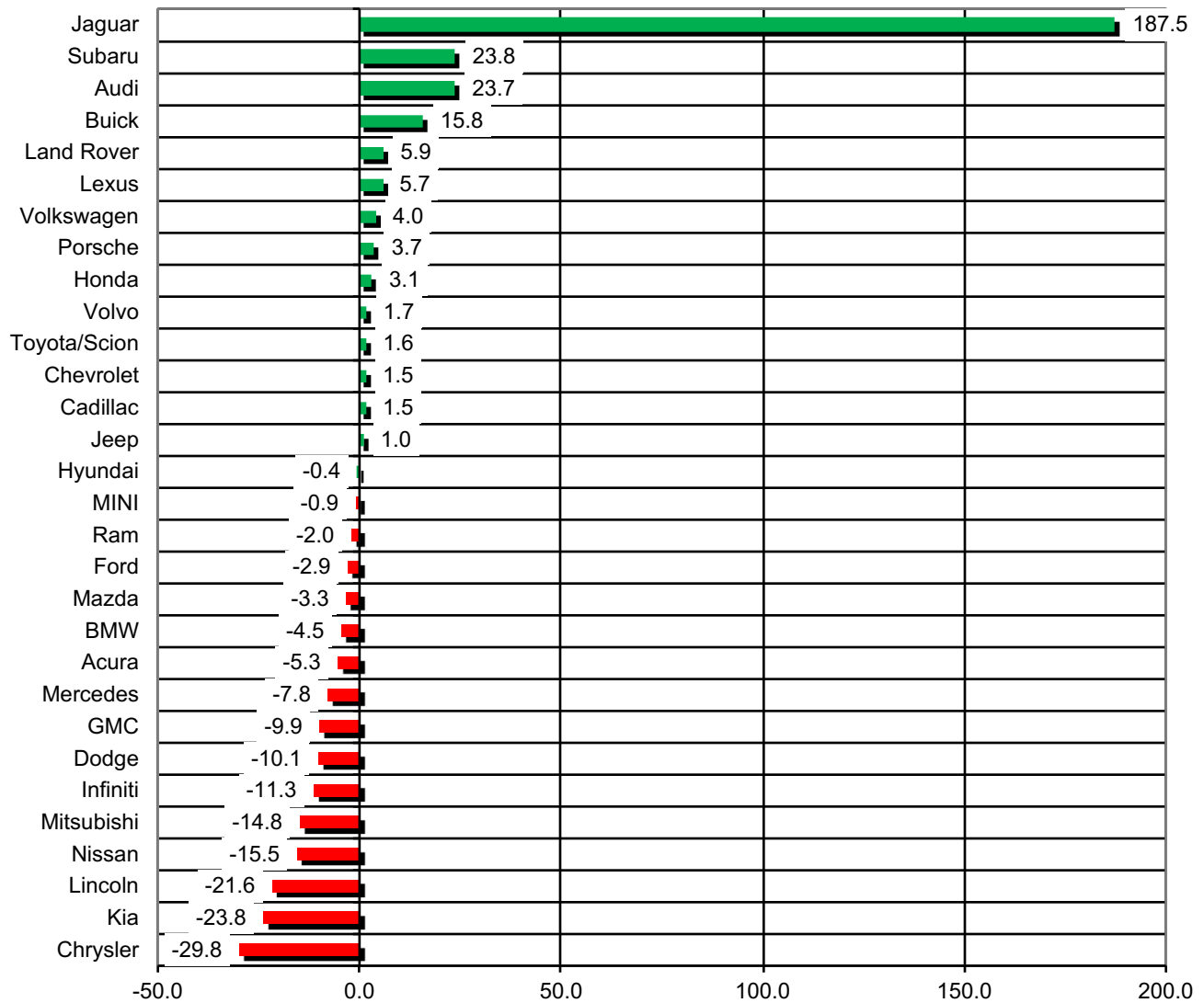
Covering Results thru February 2017

	New Vehicle Registrations - February						New Vehicle Registrations - YTD thru February						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Feb. 2016	Feb. 2017	% change	Feb. 2016	Feb. 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
MARKET SUMMARY														
TOTAL	10,427	10,155	-2.6	27,080	25,846	-4.6	22,944	22,393	-2.4	61,344	58,784	-4.2		
Car	6,479	5,723	-11.7	16,914	14,744	-12.8	14,320	12,630	-11.8	38,665	33,282	-13.9	62.4	56.4
Light Truck	3,948	4,432	12.3	10,166	11,102	9.2	8,624	9,763	13.2	22,679	25,502	12.4	37.6	43.6
Domestic	2,343	2,338	-0.2	4,815	5,124	6.4	5,051	5,014	-0.7	11,130	11,173	0.4	22.0	22.4
Japanese	5,692	5,658	-0.6	14,274	13,017	-8.8	12,167	12,097	-0.6	31,066	28,789	-7.3	53.0	54.0
European	1,096	1,164	6.2	6,281	6,020	-4.2	2,807	2,889	2.9	15,175	14,952	-1.5	12.2	12.9
Korean	1,296	995	-23.2	1,710	1,685	-1.5	2,919	2,393	-18.0	3,973	3,870	-2.6	12.7	10.7
BRAND REGISTRATIONS														
Acura	116	101	-12.9	299	262	-12.4	262	248	-5.3	708	618	-12.7	1.1	1.1
Audi	145	211	45.5	850	932	9.6	346	428	23.7	1,958	2,150	9.8	1.5	1.9
BMW	274	284	3.6	1,481	1,336	-9.8	784	749	-4.5	4,103	3,572	-12.9	3.4	3.3
Buick	38	33	-13.2	96	96	0.0	76	88	15.8	216	231	6.9	0.3	0.4
Cadillac	60	71	18.3	143	138	-3.5	130	132	1.5	386	332	-14.0	0.6	0.6
Chevrolet	762	755	-0.9	1,450	1,821	25.6	1,614	1,638	1.5	3,214	3,632	13.0	7.0	7.3
Chrysler	67	48	-28.4	85	87	2.4	121	85	-29.8	158	194	22.8	0.5	0.4
Dodge	189	193	2.1	308	312	1.3	407	366	-10.1	635	632	-0.5	1.8	1.6
Fiat	40	57	42.5	191	262	37.2	79	109	38.0	404	531	31.4	0.3	0.5
Ford	638	604	-5.3	1,463	1,280	-12.5	1,332	1,294	-2.9	3,314	2,873	-13.3	5.8	5.8
GMC	131	133	1.5	301	256	-15.0	302	272	-9.9	656	591	-9.9	1.3	1.2
Honda	1,721	1,730	0.5	3,967	3,976	0.2	3,580	3,692	3.1	8,032	8,382	4.4	15.6	16.5
Hyundai	342	289	-15.5	751	867	15.4	718	715	-0.4	1,703	2,025	18.9	3.1	3.2
Infiniti	113	83	-26.5	411	375	-8.8	266	236	-11.3	997	1,004	0.7	1.2	1.1
Jaguar	7	28	300.0	52	149	186.5	24	69	187.5	149	298	100.0	0.1	0.3
Jeep	269	294	9.3	617	704	14.1	607	613	1.0	1,300	1,359	4.5	2.6	2.7
Kia	954	706	-26.0	959	818	-14.7	2,201	1,678	-23.8	2,270	1,845	-18.7	9.6	7.5
Land Rover	41	56	36.6	322	355	10.2	118	125	5.9	706	733	3.8	0.5	0.6
Lexus	342	301	-12.0	1,457	1,078	-26.0	803	849	5.7	3,902	3,338	-14.5	3.5	3.8
Lincoln	48	29	-39.6	107	108	0.9	88	69	-21.6	296	264	-10.8	0.4	0.3
Maserati	21	18	-14.3	49	79	61.2	33	48	45.5	142	220	54.9	0.1	0.2
Mazda	172	169	-1.7	567	598	5.5	361	349	-3.3	1,348	1,435	6.5	1.6	1.6
Mercedes	280	246	-12.1	1,704	1,384	-18.8	755	696	-7.8	4,180	3,931	-6.0	3.3	3.1
MINI	43	34	-20.9	202	170	-15.8	109	108	-0.9	481	362	-24.7	0.5	0.5
Mitsubishi	43	29	-32.6	114	92	-19.3	81	69	-14.8	225	196	-12.9	0.4	0.3
Nissan	1,086	892	-17.9	1,744	1,420	-18.6	2,200	1,859	-15.5	3,644	3,044	-16.5	9.6	8.3
Porsche	56	49	-12.5	296	274	-7.4	109	113	3.7	529	603	14.0	0.5	0.5
Ram	87	88	1.1	221	243	10.0	197	193	-2.0	465	537	15.5	0.9	0.9
smart	3	5	66.7	19	15	-21.1	4	9	125.0	37	46	24.3	0.0	0.0
Subaru	243	295	21.4	680	787	15.7	484	599	23.8	1,425	1,621	13.8	2.1	2.7
Tesla	14	33	135.7	64	136	112.5	98	155	58.2	569	637	12.0	0.4	0.7
Toyota/Scion	1,856	2,058	10.9	5,035	4,429	-12.0	4,130	4,196	1.6	10,785	9,151	-15.2	18.0	18.7
Volkswagen	193	198	2.6	867	792	-8.7	449	467	4.0	1,942	1,911	-1.6	2.0	2.1
Volvo	29	31	6.9	150	142	-5.3	60	61	1.7	320	343	7.2	0.3	0.3
Others	4	4	0.0	58	73	25.9	16	16	0.0	145	143	-1.4	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Feb. 2016	Feb. 2017	% change	YTD 2016	YTD 2017	% change								
Southland	10,427	10,155	-2.6	22,944	22,393	-2.4								
Cent./North LA County	27,080	25,846	-4.6	61,344	58,784	-4.2								
U.S.	1,348,401	1,333,128	-1.1	2,512,864	2,475,700	-1.5								

The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: February 2017 and 2016, and year-to-date figures for 2016 and 2017. **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. Data source for U.S.: Automotive News. (U.S. figures include fleets.)

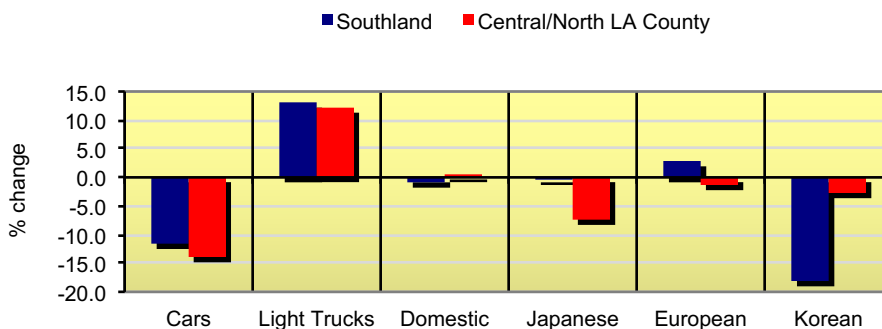
Percent Change in New Retail Light Vehicle Registrations (YTD '17 thru Feb. vs. YTD '16)



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

Data Source: AutoCount data from Experian.

Percent Change in New Retail Light Vehicle Registrations (YTD '17 thru Feb. vs. YTD '16)



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