



# 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: May 2017

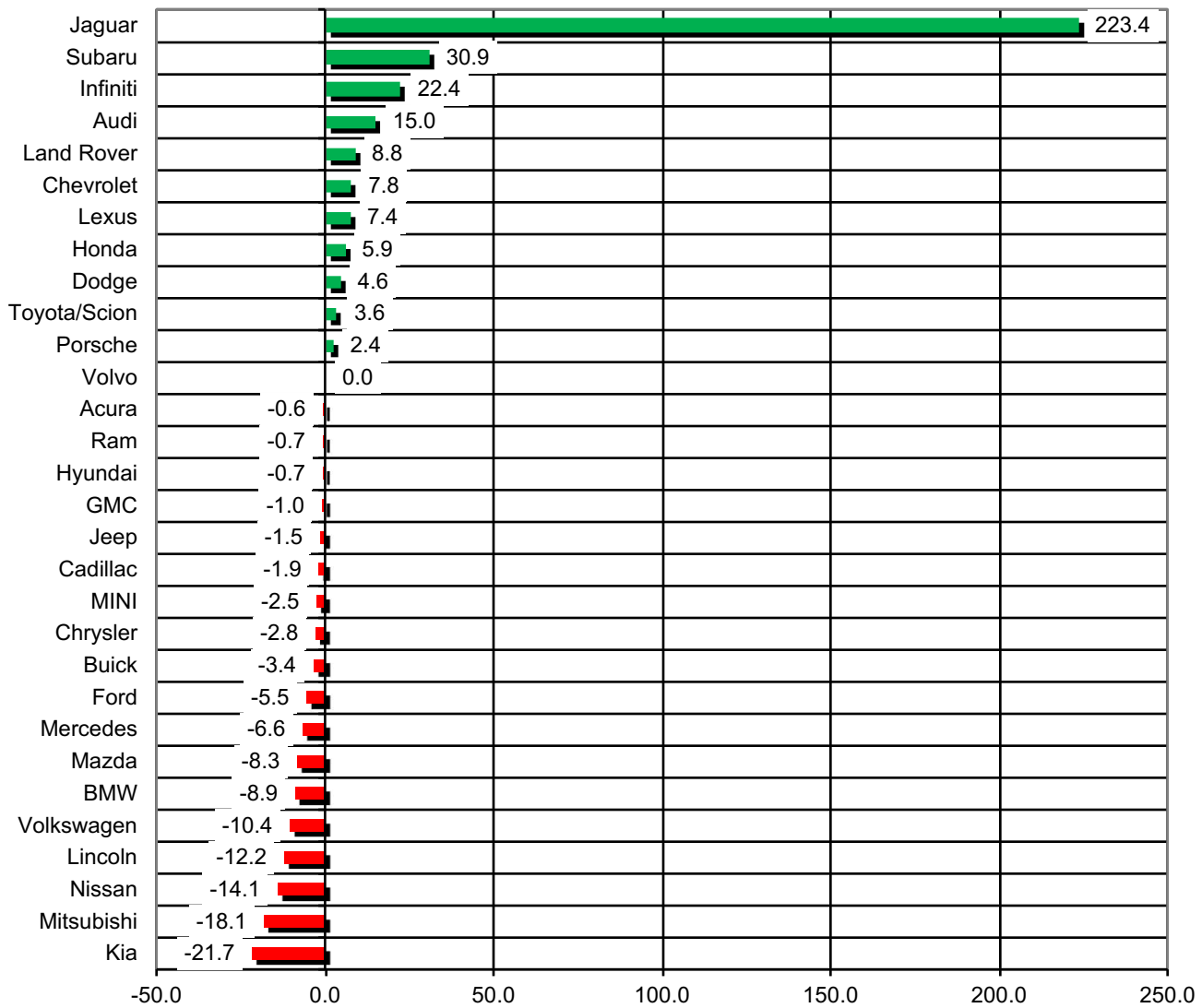
Covering Results thru April 2017

	New Vehicle Registrations - April						New Vehicle Registrations - YTD thru April						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	April 2016	April 2017	% change	April 2016	April 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
<b>MARKET SUMMARY</b>														
TOTAL	11,837	11,640	-1.7	29,901	29,604	-1.0	48,455	48,060	-0.8	125,641	123,241	-1.9		
Car	7,331	6,751	-7.9	18,736	16,921	-9.7	30,219	27,264	-9.8	78,694	69,970	-11.1	62.4	56.7
Light Truck	4,506	4,889	8.5	11,165	12,683	13.6	18,236	20,796	14.0	46,947	53,271	13.5	37.6	43.3
Domestic	2,577	2,628	2.0	5,653	6,012	6.4	10,787	10,943	1.4	23,344	24,216	3.7	22.3	22.8
Japanese	6,367	6,399	0.5	15,195	14,811	-2.5	25,830	26,367	2.1	63,986	61,256	-4.3	53.3	54.9
European	1,289	1,312	1.8	7,009	6,824	-2.6	5,573	5,524	-0.9	30,099	29,679	-1.4	11.5	11.5
Korean	1,604	1,301	-18.9	2,044	1,957	-4.3	6,265	5,226	-16.6	8,212	8,090	-1.5	12.9	10.9
<b>BRAND REGISTRATIONS</b>														
Acura	125	111	-11.2	339	296	-12.7	495	492	-0.6	1,436	1,264	-12.0	1.0	1.0
Audi	164	202	23.2	958	946	-1.3	712	819	15.0	4,075	4,316	5.9	1.5	1.7
BMW	341	333	-2.3	1,646	1,732	5.2	1,506	1,372	-8.9	7,578	7,052	-6.9	3.1	2.9
Buick	44	38	-13.6	98	124	26.5	175	169	-3.4	479	479	0.0	0.4	0.4
Cadillac	56	49	-12.5	168	132	-21.4	260	255	-1.9	776	612	-21.1	0.5	0.5
Chevrolet	754	839	11.3	1,435	2,353	64.0	3,394	3,658	7.8	6,356	8,418	32.4	7.0	7.6
Chrysler	43	61	41.9	59	97	64.4	218	212	-2.8	300	420	40.0	0.4	0.4
Dodge	199	263	32.2	319	376	17.9	865	905	4.6	1,330	1,428	7.4	1.8	1.9
Fiat	47	63	34.0	232	301	29.7	189	259	37.0	907	1,164	28.3	0.4	0.5
Ford	765	688	-10.1	1,745	1,343	-23.0	3,017	2,852	-5.5	7,407	6,266	-15.4	6.2	5.9
GMC	126	103	-18.3	240	299	24.6	576	570	-1.0	1,252	1,268	1.3	1.2	1.2
Honda	2,094	2,091	-0.1	4,294	4,346	1.2	7,915	8,383	5.9	17,116	17,949	4.9	16.3	17.4
Hyundai	369	385	4.3	915	998	9.1	1,526	1,515	-0.7	3,588	4,143	15.5	3.1	3.2
Infiniti	102	148	45.1	501	577	15.2	486	595	22.4	2,073	2,199	6.1	1.0	1.2
Jaguar	11	42	281.8	77	187	142.9	47	152	223.4	346	713	106.1	0.1	0.3
Jeep	294	294	0.0	638	601	-5.8	1,238	1,220	-1.5	2,648	2,743	3.6	2.6	2.5
Kia	1,235	916	-25.8	1,129	959	-15.1	4,739	3,711	-21.7	4,624	3,947	-14.6	9.8	7.7
Land Rover	56	71	26.8	398	372	-6.5	238	259	8.8	1,594	1,520	-4.6	0.5	0.5
Lexus	349	382	9.5	1,884	1,743	-7.5	1,526	1,639	7.4	7,839	6,827	-12.9	3.1	3.4
Lincoln	23	39	69.6	123	115	-6.5	164	144	-12.2	623	548	-12.0	0.3	0.3
Maserati	11	16	45.5	98	86	-12.2	56	90	60.7	341	432	26.7	0.1	0.2
Mazda	214	189	-11.7	650	656	0.9	824	756	-8.3	2,729	2,905	6.4	1.7	1.6
Mercedes	322	303	-5.9	1,748	1,673	-4.3	1,436	1,341	-6.6	7,929	7,574	-4.5	3.0	2.8
MINI	66	67	1.5	288	197	-31.6	242	236	-2.5	981	750	-23.5	0.5	0.5
Mitsubishi	50	31	-38.0	102	85	-16.7	182	149	-18.1	489	405	-17.2	0.4	0.3
Nissan	1,150	1,013	-11.9	1,810	1,528	-15.6	4,790	4,117	-14.1	7,755	6,514	-16.0	9.9	8.6
Porsche	42	57	35.7	263	273	3.8	208	213	2.4	1,085	1,190	9.7	0.4	0.4
Ram	97	120	23.7	245	240	-2.0	428	425	-0.7	992	1,058	6.7	0.9	0.9
smart	7	7	0.0	18	25	38.9	17	22	29.4	75	91	21.3	0.0	0.0
Subaru	238	320	34.5	688	899	30.7	1,018	1,333	30.9	3,009	3,603	19.7	2.1	2.8
Tesla	129	71	-45.0	628	395	-37.1	263	274	4.2	1,368	1,235	-9.7	0.5	0.6
Toyota/Scion	2,045	2,114	3.4	4,927	4,681	-5.0	8,594	8,903	3.6	21,540	19,590	-9.1	17.7	18.5
Volkswagen	240	181	-24.6	1,011	721	-28.7	962	862	-10.4	4,051	3,604	-11.0	2.0	1.8
Volvo	25	27	8.0	173	153	-11.6	123	123	0.0	694	689	-0.7	0.3	0.3
Others	4	6	50.0	54	95	75.9	26	35	34.6	256	325	27.0	0.1	0.1
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	April 2016	April 2017	% change	YTD 2016	YTD 2017	% change								
Southland	11,837	11,640	-1.7	48,455	48,060	-0.8								
Cent./North LA County	29,901	29,604	-1.0	125,641	123,241	-1.9								
U.S.	1,496,913	1,426,883	-4.7	5,594,702	5,461,882	-2.4								

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

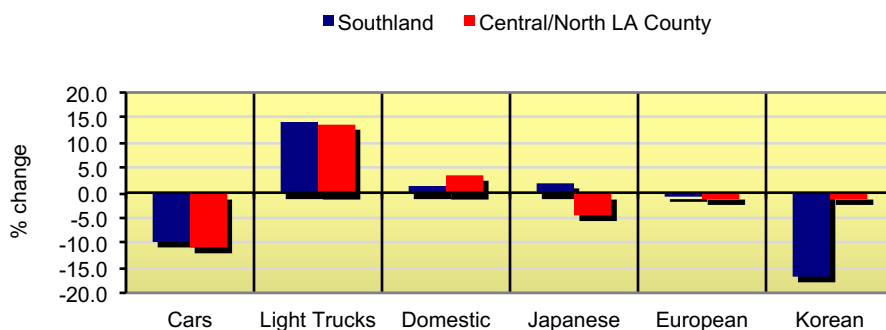
### Percent Change in New Retail Light Vehicle Registrations (YTD '17 thru April. vs. YTD '16)



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 April vs. YTD '16)



Data Source: AutoCount data from Experian.

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