



# 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 March 2017

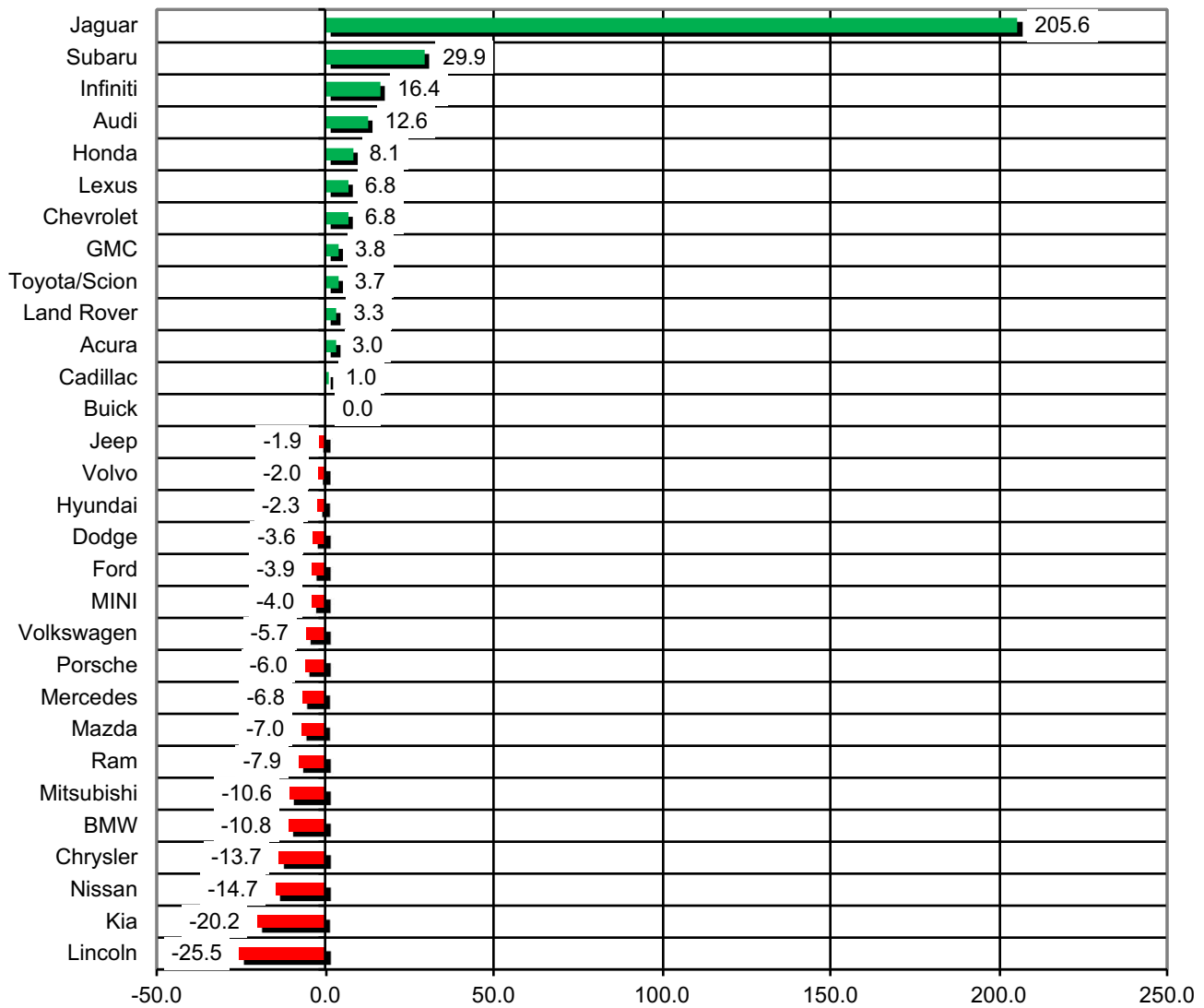


	New Vehicle Registrations - March						New Vehicle Registrations - YTD thru March						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	March 2016	March 2017	% change	March 2016	March 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
<b>MARKET SUMMARY</b>														
TOTAL	13,674	14,027	2.6	34,396	34,853	1.3	36,618	36,420	-0.5	95,740	93,637	-2.2		
Car	8,568	7,883	-8.0	21,293	19,767	-7.2	22,888	20,513	-10.4	59,958	53,049	-11.5	62.5	56.3
Light Truck	5,106	6,144	20.3	13,103	15,086	15.1	13,730	15,907	15.9	35,782	40,588	13.4	37.5	43.7
Domestic	3,159	3,301	4.5	6,561	7,031	7.2	8,210	8,315	1.3	17,691	18,204	2.9	22.4	22.8
Japanese	7,296	7,871	7.9	17,725	17,656	-0.4	19,463	19,968	2.6	48,791	46,445	-4.8	53.2	54.8
European	1,477	1,323	-10.4	7,915	7,903	-0.2	4,284	4,212	-1.7	23,090	22,855	-1.0	11.7	11.6
Korean	1,742	1,532	-12.1	2,195	2,263	3.1	4,661	3,925	-15.8	6,168	6,133	-0.6	12.7	10.8
<b>BRAND REGISTRATIONS</b>														
Acura	108	133	23.1	389	350	-10.0	370	381	3.0	1,097	968	-11.8	1.0	1.0
Audi	202	189	-6.4	1,159	1,220	5.3	548	617	12.6	3,117	3,370	8.1	1.5	1.7
BMW	381	290	-23.9	1,829	1,748	-4.4	1,165	1,039	-10.8	5,932	5,320	-10.3	3.2	2.9
Buick	55	43	-21.8	165	124	-24.8	131	131	0.0	381	355	-6.8	0.4	0.4
Cadillac	74	74	0.0	222	148	-33.3	204	206	1.0	608	480	-21.1	0.6	0.6
Chevrolet	1,026	1,181	15.1	1,707	2,433	42.5	2,640	2,819	6.8	4,921	6,065	23.2	7.2	7.7
Chrysler	54	66	22.2	83	129	55.4	175	151	-13.7	241	323	34.0	0.5	0.4
Dodge	259	276	6.6	376	420	11.7	666	642	-3.6	1,011	1,052	4.1	1.8	1.8
Fiat	63	87	38.1	271	332	22.5	142	196	38.0	675	863	27.9	0.4	0.5
Ford	920	870	-5.4	2,348	2,050	-12.7	2,252	2,164	-3.9	5,662	4,923	-13.1	6.1	5.9
GMC	148	195	31.8	356	378	6.2	450	467	3.8	1,012	969	-4.2	1.2	1.3
Honda	2,241	2,600	16.0	4,790	5,221	9.0	5,821	6,292	8.1	12,822	13,603	6.1	15.9	17.3
Hyundai	439	415	-5.5	970	1,120	15.5	1,157	1,130	-2.3	2,673	3,145	17.7	3.2	3.1
Infiniti	118	211	78.8	575	618	7.5	384	447	16.4	1,572	1,622	3.2	1.0	1.2
Jaguar	12	41	241.7	120	228	90.0	36	110	205.6	269	526	95.5	0.1	0.3
Jeep	337	313	-7.1	710	783	10.3	944	926	-1.9	2,010	2,142	6.6	2.6	2.5
Kia	1,303	1,117	-14.3	1,225	1,143	-6.7	3,504	2,795	-20.2	3,495	2,988	-14.5	9.6	7.7
Land Rover	64	63	-1.6	490	415	-15.3	182	188	3.3	1,196	1,148	-4.0	0.5	0.5
Lexus	374	408	9.1	2,053	1,746	-15.0	1,177	1,257	6.8	5,955	5,084	-14.6	3.2	3.5
Lincoln	53	36	-32.1	204	169	-17.2	141	105	-25.5	500	433	-13.4	0.4	0.3
Maserati	12	26	116.7	101	126	24.8	45	74	64.4	243	346	42.4	0.1	0.2
Mazda	249	218	-12.4	731	814	11.4	610	567	-7.0	2,079	2,249	8.2	1.7	1.6
Mercedes	359	342	-4.7	2,001	1,970	-1.5	1,114	1,038	-6.8	6,181	5,901	-4.5	3.0	2.9
MINI	67	61	-9.0	212	191	-9.9	176	169	-4.0	693	553	-20.2	0.5	0.5
Mitsubishi	51	49	-3.9	162	124	-23.5	132	118	-10.6	387	320	-17.3	0.4	0.3
Nissan	1,440	1,245	-13.5	2,301	1,942	-15.6	3,640	3,104	-14.7	5,945	4,986	-16.1	9.9	8.5
Porsche	57	43	-24.6	293	314	7.2	166	156	-6.0	822	917	11.6	0.5	0.4
Ram	134	112	-16.4	282	281	-0.4	331	305	-7.9	747	818	9.5	0.9	0.8
smart	6	6	0.0	20	20	0.0	10	15	50.0	57	66	15.8	0.0	0.0
Subaru	296	414	39.9	896	1,083	20.9	780	1,013	29.9	2,321	2,704	16.5	2.1	2.8
Tesla	36	48	33.3	171	203	18.7	134	203	51.5	740	840	13.5	0.4	0.6
Toyota/Scion	2,419	2,593	7.2	5,828	5,758	-1.2	6,549	6,789	3.7	16,613	14,909	-10.3	17.9	18.6
Volkswagen	273	214	-21.6	1,098	972	-11.5	722	681	-5.7	3,040	2,883	-5.2	2.0	1.9
Volvo	38	35	-7.9	201	193	-4.0	98	96	-2.0	521	536	2.9	0.3	0.3
Others	6	13	116.7	57	87	52.6	22	29	31.8	202	230	13.9	0.1	0.1
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	March 2016	March 2017	% change	YTD 2016	YTD 2017	% change								
Southland	13,674	14,027	2.6	36,618	36,420	-0.5								
Cent./North LA County	34,396	34,853	1.3	95,740	93,637	-2.2								
U.S.	1,581,300	1,554,998	-1.7	4,094,065	4,030,593	-1.6								

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

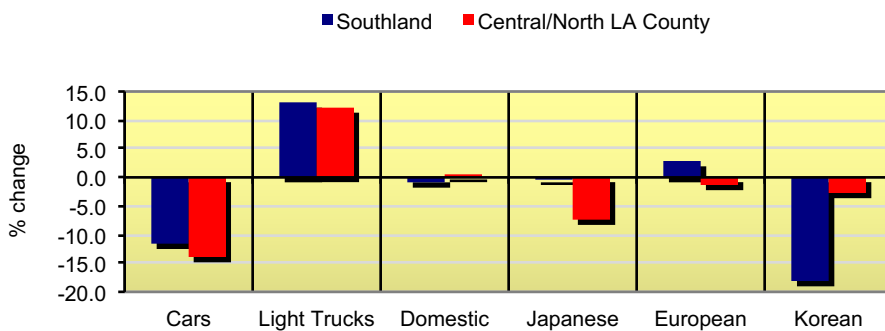
**Percent Change in New Retail Light Vehicle Registrations (YTD '17 thru March. vs. YTD '16)**



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 March vs. YTD '16)**



Data Source: AutoCount data from Experian.

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