



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: June 2017

Covering Results thru May 2017

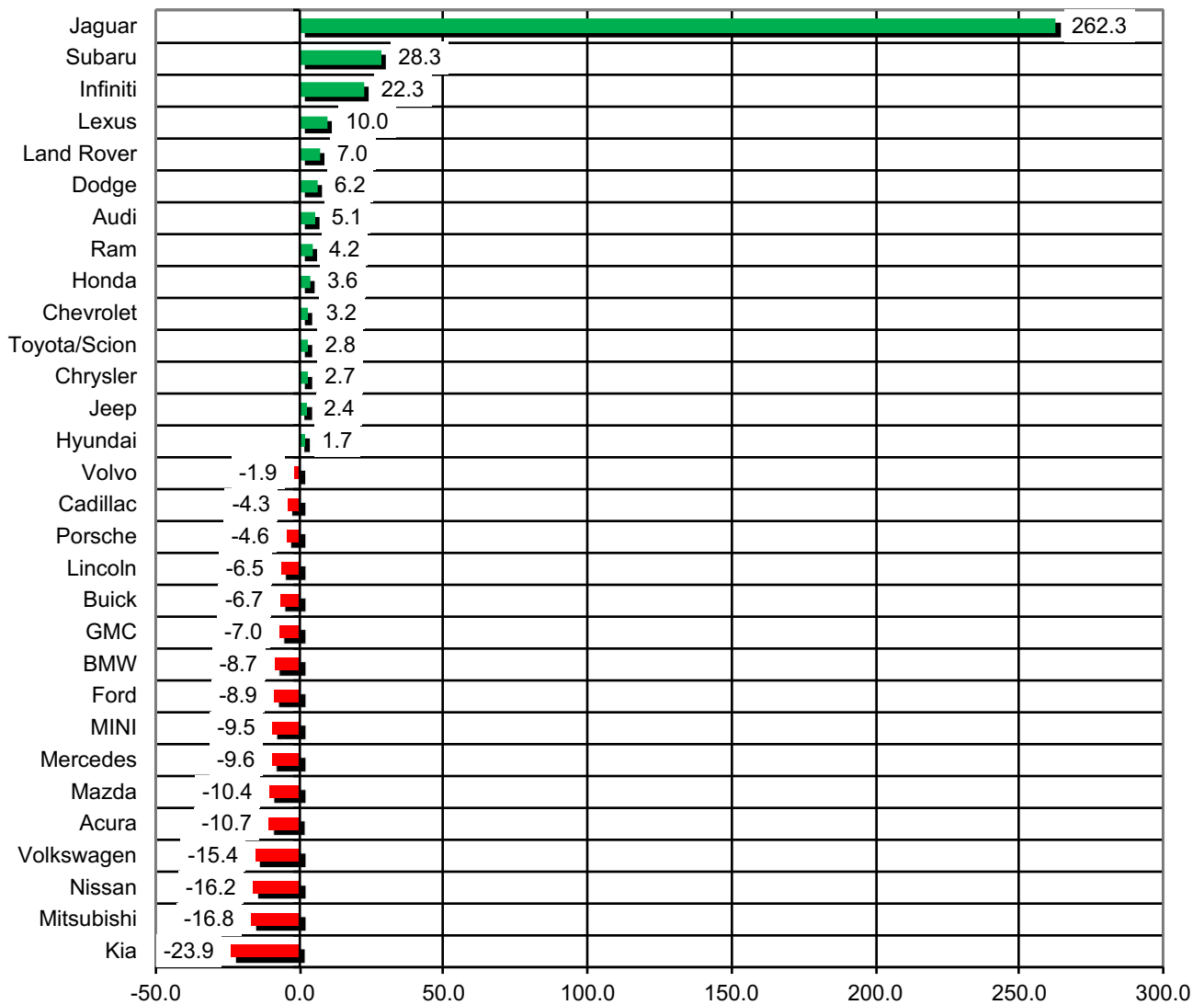


	New Vehicle Registrations - May						New Vehicle Registrations - YTD thru May						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	May 2016	May 2017	% change	May 2016	May 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
MARKET SUMMARY														
TOTAL	14,449	13,154	-9.0	36,432	33,938	-6.8	62,904	61,214	-2.7	162,073	157,179	-3.0		
Car	8,717	7,506	-13.9	21,773	19,111	-12.2	38,936	34,770	-10.7	100,467	89,081	-11.3	61.9	56.8
Light Truck	5,732	5,648	-1.5	14,659	14,827	1.1	23,968	26,444	10.3	61,606	68,098	10.5	38.1	43.2
Domestic	3,132	2,874	-8.2	6,933	6,403	-7.6	13,919	13,817	-0.7	30,277	30,619	1.1	22.1	22.6
Japanese	7,798	7,431	-4.7	17,865	17,385	-2.7	33,628	33,798	0.5	81,851	78,641	-3.9	53.5	55.2
European	1,617	1,356	-16.1	8,955	7,802	-12.9	7,190	6,880	-4.3	39,054	37,481	-4.0	11.4	11.2
Korean	1,902	1,493	-21.5	2,679	2,348	-12.4	8,167	6,719	-17.7	10,891	10,438	-4.2	13.0	11.0
BRAND REGISTRATIONS														
Acura	196	125	-36.2	416	384	-7.7	691	617	-10.7	1,852	1,648	-11.0	1.1	1.0
Audi	276	219	-20.7	1,391	1,243	-10.6	988	1,038	5.1	5,466	5,559	1.7	1.6	1.7
BMW	328	302	-7.9	1,960	1,664	-15.1	1,834	1,674	-8.7	9,538	8,716	-8.6	2.9	2.7
Buick	63	53	-15.9	183	130	-29.0	238	222	-6.7	662	609	-8.0	0.4	0.4
Cadillac	64	55	-14.1	199	170	-14.6	324	310	-4.3	975	782	-19.8	0.5	0.5
Chevrolet	1,031	907	-12.0	2,002	2,168	8.3	4,425	4,565	3.2	8,358	10,586	26.7	7.0	7.5
Chrysler	45	58	28.9	77	140	81.8	263	270	2.7	377	560	48.5	0.4	0.4
Dodge	278	309	11.2	452	448	-0.9	1,143	1,214	6.2	1,782	1,876	5.3	1.8	2.0
Fiat	46	35	-23.9	242	234	-3.3	235	294	25.1	1,149	1,398	21.7	0.4	0.5
Ford	901	717	-20.4	2,221	1,622	-27.0	3,918	3,569	-8.9	9,628	7,888	-18.1	6.2	5.8
GMC	193	145	-24.9	339	288	-15.0	769	715	-7.0	1,591	1,556	-2.2	1.2	1.2
Honda	2,593	2,506	-3.4	5,159	5,343	3.6	10,508	10,889	3.6	22,275	23,292	4.6	16.7	17.8
Hyundai	453	498	9.9	1,228	1,222	-0.5	1,979	2,013	1.7	4,816	5,365	11.4	3.1	3.3
Infiniti	107	130	21.5	567	466	-17.8	593	725	22.3	2,640	2,665	0.9	0.9	1.2
Jaguar	6	40	566.7	87	261	200.0	53	192	262.3	433	974	124.9	0.1	0.3
Jeep	317	372	17.4	874	823	-5.8	1,555	1,592	2.4	3,522	3,566	1.2	2.5	2.6
Kia	1,449	995	-31.3	1,451	1,126	-22.4	6,188	4,706	-23.9	6,075	5,073	-16.5	9.8	7.7
Land Rover	62	62	0.0	377	439	16.4	300	321	7.0	1,971	1,959	-0.6	0.5	0.5
Lexus	392	470	19.9	1,722	1,792	4.1	1,918	2,109	10.0	9,561	8,619	-9.9	3.0	3.4
Lincoln	35	42	20.0	146	150	2.7	199	186	-6.5	769	698	-9.2	0.3	0.3
Maserati	20	19	-5.0	136	120	-11.8	76	109	43.4	477	552	15.7	0.1	0.2
Mazda	255	211	-17.3	724	791	9.3	1,079	967	-10.4	3,453	3,696	7.0	1.7	1.6
Mercedes	427	344	-19.4	2,476	2,004	-19.1	1,863	1,685	-9.6	10,405	9,578	-7.9	3.0	2.8
MINI	83	58	-30.1	361	263	-27.1	325	294	-9.5	1,342	1,013	-24.5	0.5	0.5
Mitsubishi	56	49	-12.5	100	127	27.0	238	198	-16.8	589	532	-9.7	0.4	0.3
Nissan	1,344	1,024	-23.8	2,159	1,674	-22.5	6,134	5,141	-16.2	9,914	8,188	-17.4	9.8	8.4
Porsche	75	57	-24.0	422	366	-13.3	283	270	-4.6	1,507	1,556	3.3	0.4	0.4
Ram	116	142	22.4	306	328	7.2	544	567	4.2	1,298	1,386	6.8	0.9	0.9
smart	2	6	200.0	20	19	-5.0	19	28	47.4	95	110	15.8	0.0	0.0
Subaru	288	342	18.8	882	966	9.5	1,306	1,675	28.3	3,891	4,569	17.4	2.1	2.7
Tesla	43	39	-9.3	176	171	-2.8	306	313	2.3	1,544	1,406	-8.9	0.5	0.5
Toyota/Scion	2,567	2,574	0.3	6,136	5,842	-4.8	11,161	11,477	2.8	27,676	25,432	-8.1	17.7	18.7
Volkswagen	295	201	-31.9	1,148	880	-23.3	1,257	1,063	-15.4	5,199	4,484	-13.8	2.0	1.7
Volvo	34	31	-8.8	194	145	-25.3	157	154	-1.9	888	834	-6.1	0.2	0.3
Others	9	17	88.9	99	129	30.3	35	52	48.6	355	454	27.9	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	May 2016	May 2017	% change	YTD 2016	YTD 2017	% change								
Southland	14,449	13,154	-9.0	62,904	61,214	-2.7								
Cent./North LA County	36,432	33,938	-6.8	162,073	157,179	-3.0								
U.S.	1,527,068	1,519,793	-0.5	7,122,017	6,981,919	-2.0								

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

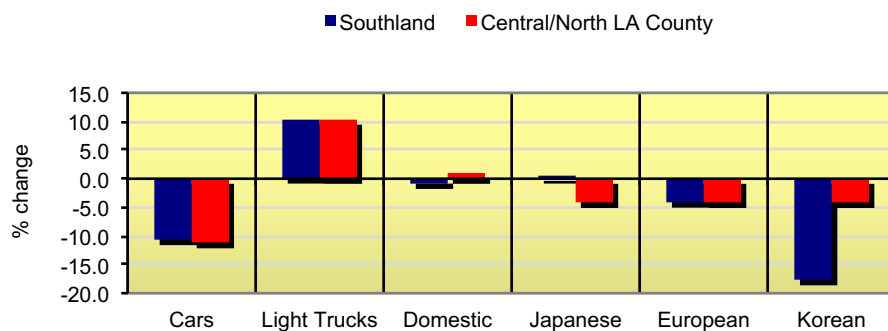
Percent Change in New Retail Light Vehicle Registrations (YTD '17 thru May vs. YTD '16)



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 May vs. YTD '16)



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