



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: July 2017

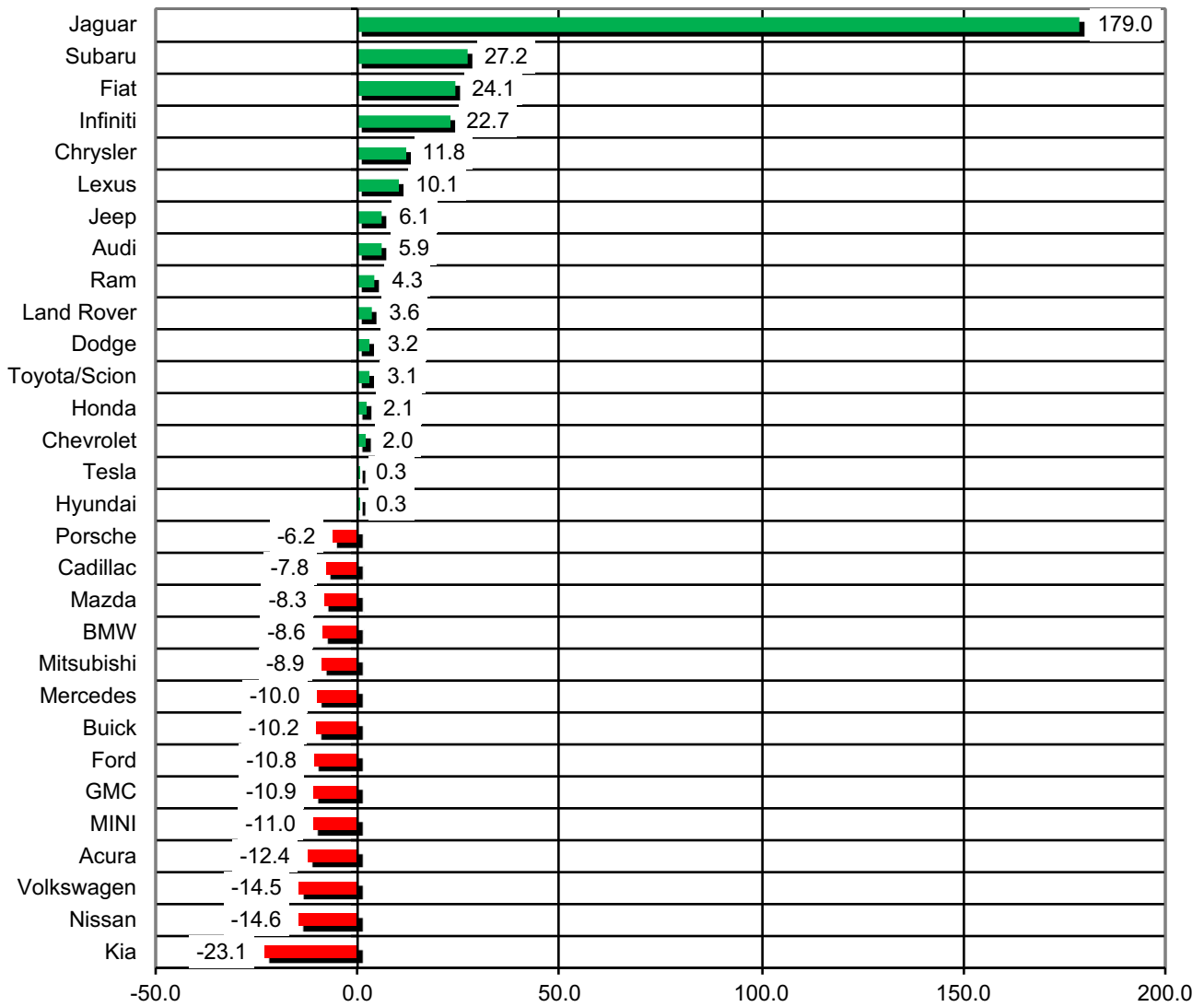
Covering Results thru June 2017

	New Vehicle Registrations - June						New Vehicle Registrations - YTD thru June						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	June 2016	June 2017	% change	June 2016	June 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
MARKET SUMMARY														
TOTAL	12,428	11,971	-3.7	32,977	30,985	-6.0	75,332	73,185	-2.9	195,050	188,164	-3.5		
Car	7,219	6,569	-9.0	19,776	17,256	-12.7	46,155	41,339	-10.4	120,243	106,337	-11.6	61.3	56.5
Light Truck	5,209	5,402	3.7	13,201	13,729	4.0	29,177	31,846	9.1	74,807	81,827	9.4	38.7	43.5
Domestic	2,812	2,631	-6.4	6,402	5,961	-6.9	16,731	16,448	-1.7	36,679	36,580	-0.3	22.2	22.5
Japanese	6,733	6,772	0.6	16,711	16,048	-4.0	40,361	40,570	0.5	98,562	94,689	-3.9	53.6	55.4
European	1,331	1,246	-6.4	7,625	6,836	-10.3	8,521	8,126	-4.6	46,679	44,317	-5.1	11.3	11.1
Korean	1,552	1,322	-14.8	2,239	2,140	-4.4	9,719	8,041	-17.3	13,130	12,578	-4.2	12.9	11.0
BRAND REGISTRATIONS														
Acura	131	103	-21.4	317	339	6.9	822	720	-12.4	2,169	1,987	-8.4	1.1	1.0
Audi	184	203	10.3	1,185	1,096	-7.5	1,172	1,241	5.9	6,651	6,655	0.1	1.6	1.7
BMW	299	275	-8.0	1,629	1,370	-15.9	2,133	1,949	-8.6	11,167	10,086	-9.7	2.8	2.7
Buick	37	25	-32.4	128	121	-5.5	275	247	-10.2	790	730	-7.6	0.4	0.3
Cadillac	63	47	-25.4	211	170	-19.4	387	357	-7.8	1,186	952	-19.7	0.5	0.5
Chevrolet	867	835	-3.7	1,722	1,739	1.0	5,292	5,400	2.0	10,080	12,325	22.3	7.0	7.4
Chrysler	41	70	70.7	96	120	25.0	304	340	11.8	473	680	43.8	0.4	0.5
Dodge	260	234	-10.0	432	388	-10.2	1,403	1,448	3.2	2,214	2,264	2.3	1.9	2.0
Fiat	35	41	17.1	205	206	0.5	270	335	24.1	1,354	1,604	18.5	0.4	0.5
Ford	870	701	-19.4	2,102	1,790	-14.8	4,788	4,270	-10.8	11,730	9,678	-17.5	6.4	5.8
GMC	163	115	-29.4	322	249	-22.7	932	830	-10.9	1,913	1,805	-5.6	1.2	1.1
Honda	2,244	2,131	-5.0	5,140	4,622	-10.1	12,752	13,020	2.1	27,415	27,914	1.8	16.9	17.8
Hyundai	441	414	-6.1	1,101	1,107	0.5	2,420	2,427	0.3	5,917	6,472	9.4	3.2	3.3
Infiniti	103	129	25.2	420	452	7.6	696	854	22.7	3,060	3,117	1.9	0.9	1.2
Jaguar	28	34	21.4	156	182	16.7	81	226	179.0	589	1,156	96.3	0.1	0.3
Jeep	288	363	26.0	765	761	-0.5	1,843	1,955	6.1	4,287	4,327	0.9	2.4	2.7
Kia	1,111	908	-18.3	1,138	1,033	-9.2	7,299	5,614	-23.1	7,213	6,106	-15.3	9.7	7.7
Land Rover	64	56	-12.5	307	317	3.3	364	377	3.6	2,278	2,276	-0.1	0.5	0.5
Lexus	383	425	11.0	1,667	1,707	2.4	2,301	2,534	10.1	11,228	10,326	-8.0	3.1	3.5
Lincoln	26	39	50.0	141	150	6.4	225	225	0.0	910	848	-6.8	0.3	0.3
Maserati	11	17	54.5	110	82	-25.5	87	126	44.8	587	634	8.0	0.1	0.2
Mazda	215	220	2.3	704	734	4.3	1,294	1,187	-8.3	4,157	4,430	6.6	1.7	1.6
Mercedes	349	305	-12.6	2,025	1,730	-14.6	2,212	1,990	-10.0	12,430	11,308	-9.0	2.9	2.7
MINI	66	54	-18.2	288	250	-13.2	391	348	-11.0	1,630	1,263	-22.5	0.5	0.5
Mitsubishi	32	48	50.0	79	108	36.7	270	246	-8.9	668	640	-4.2	0.4	0.3
Nissan	1,092	1,029	-5.8	1,882	1,495	-20.6	7,226	6,170	-14.6	11,796	9,683	-17.9	9.6	8.4
Porsche	54	46	-14.8	327	351	7.3	337	316	-6.2	1,834	1,907	4.0	0.4	0.4
Ram	114	119	4.4	294	268	-8.8	658	686	4.3	1,592	1,654	3.9	0.9	0.9
smart	4	6	50.0	21	13	-38.1	23	34	47.8	116	123	6.0	0.0	0.0
Subaru	248	302	21.8	753	937	24.4	1,554	1,977	27.2	4,644	5,506	18.6	2.1	2.7
Tesla	48	42	-12.5	222	246	10.8	354	355	0.3	1,766	1,652	-6.5	0.5	0.5
Toyota/Scion	2,285	2,385	4.4	5,749	5,654	-1.7	13,446	13,862	3.1	33,425	31,086	-7.0	17.8	18.9
Volkswagen	235	213	-9.4	1,104	938	-15.0	1,492	1,276	-14.5	6,303	5,422	-14.0	2.0	1.7
Volvo	33	21	-36.4	174	151	-13.2	190	175	-7.9	1,062	985	-7.3	0.3	0.2
Others	4	16	300.0	61	109	78.7	39	68	74.4	416	563	35.3	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	June 2016	June 2017	% change	YTD 2016	YTD 2017	% change								
Southland	12,428	11,971	-3.7	75,332	73,185	-2.9								
Cent./North LA County	32,977	30,985	-6.0	195,050	188,164	-3.5								
U.S.	1,519,684	1,474,970	-2.9	8,641,718	8,456,896	-2.1								

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

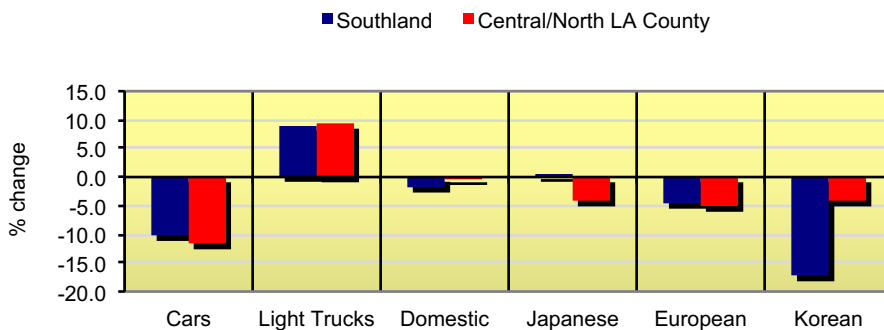
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '17 thru June. vs. YTD '16)



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 June vs. YTD '16)



Data Source: AutoCount data from Experian.

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