



L.A. Times/Cars.com Southland Auto Outlook™

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Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

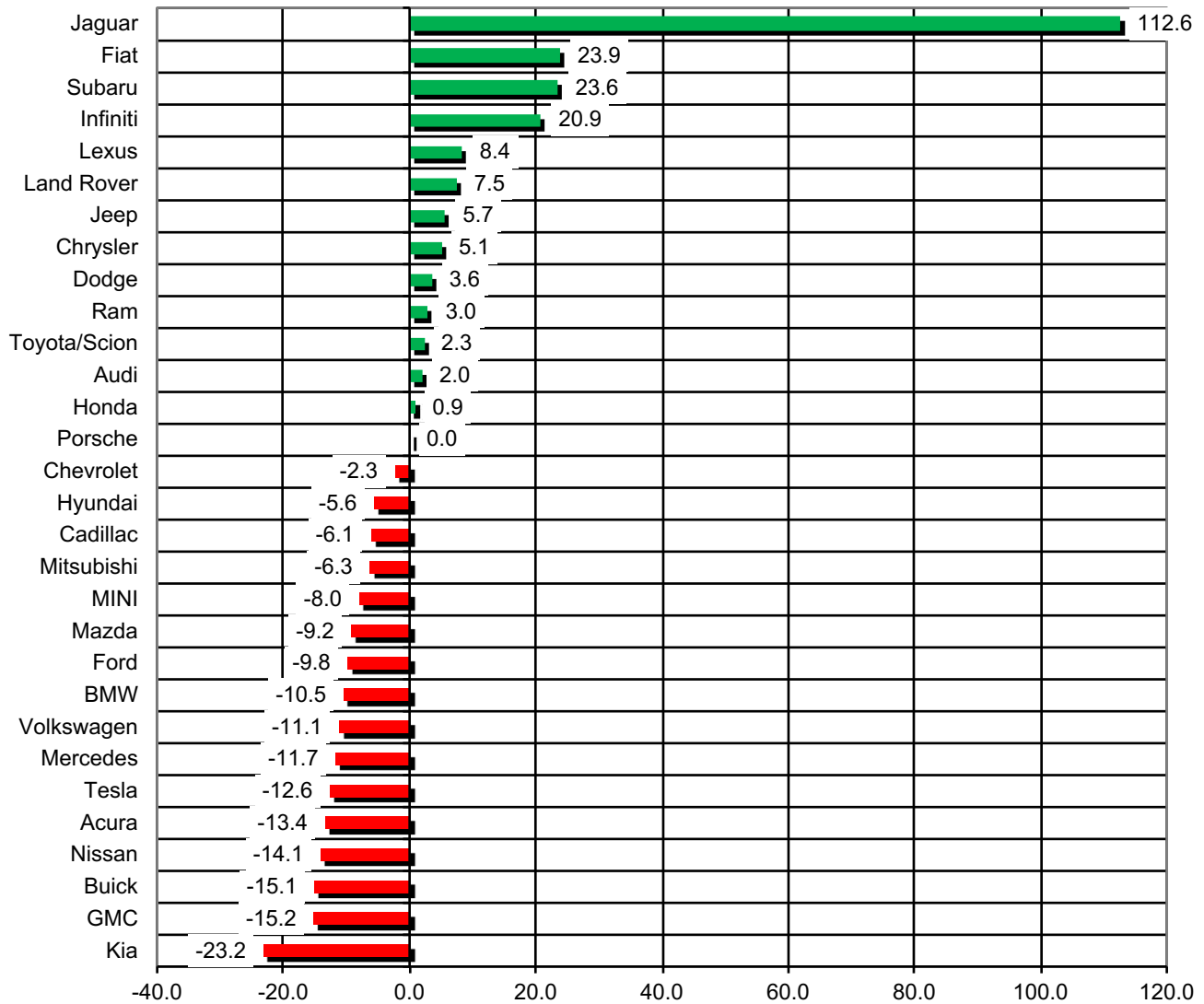
Released: August 2017 Covering Results thru July 2017



	New Vehicle Registrations - August						New Vehicle Registrations - YTD thru August						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Aug. 2016	Aug. 2017	% change	Aug. 2016	Aug. 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
MARKET SUMMARY														
TOTAL	14,226	13,075	-8.1	38,634	34,216	-11.4	101,410	97,464	-3.9	265,069	251,718	-5.0		
Car	8,338	7,202	-13.6	22,765	18,936	-16.8	61,541	54,794	-11.0	161,936	141,617	-12.5	60.7	56.2
Light Truck	5,888	5,873	-0.3	15,869	15,280	-3.7	39,869	42,670	7.0	103,133	110,101	6.8	39.3	43.8
Domestic	3,090	2,881	-6.8	7,069	6,396	-9.5	22,510	21,705	-3.6	49,859	48,668	-2.4	22.2	22.3
Japanese	7,730	7,512	-2.8	19,711	18,030	-8.5	54,486	54,353	-0.2	133,634	127,667	-4.5	53.7	55.8
European	1,581	1,417	-10.4	9,119	7,690	-15.7	11,395	10,816	-5.1	63,358	58,690	-7.4	11.2	11.1
Korean	1,825	1,265	-30.7	2,735	2,100	-23.2	13,019	10,590	-18.7	18,218	16,693	-8.4	12.8	10.9
BRAND REGISTRATIONS														
Acura	182	161	-11.5	375	364	-2.9	1,133	981	-13.4	2,838	2,678	-5.6	1.1	1.0
Audi	235	221	-6.0	1,310	1,226	-6.4	1,612	1,645	2.0	9,245	8,853	-4.2	1.6	1.7
BMW	402	286	-28.9	2,230	1,499	-32.8	2,793	2,500	-10.5	15,172	13,080	-13.8	2.8	2.6
Buick	36	27	-25.0	154	93	-39.6	357	303	-15.1	1,071	928	-13.4	0.4	0.3
Cadillac	69	70	1.4	231	219	-5.2	512	481	-6.1	1,621	1,341	-17.3	0.5	0.5
Chevrolet	1,133	944	-16.7	2,199	2,145	-2.5	7,278	7,109	-2.3	14,032	16,528	17.8	7.2	7.3
Chrysler	53	60	13.2	98	113	15.3	412	433	5.1	647	886	36.9	0.4	0.4
Dodge	220	243	10.5	442	427	-3.4	1,836	1,902	3.6	2,995	2,975	-0.7	1.8	2.0
Fiat	34	31	-8.8	239	178	-25.5	322	399	23.9	1,741	1,969	13.1	0.3	0.4
Ford	788	776	-1.5	2,003	1,641	-18.1	6,294	5,678	-9.8	15,552	12,671	-18.5	6.2	5.8
GMC	194	135	-30.4	321	300	-6.5	1,269	1,076	-15.2	2,552	2,351	-7.9	1.3	1.1
Honda	2,565	2,467	-3.8	5,674	5,393	-5.0	17,380	17,541	0.9	37,609	37,884	0.7	17.1	18.0
Hyundai	542	359	-33.8	1,311	1,073	-18.2	3,357	3,168	-5.6	8,412	8,579	2.0	3.3	3.3
Infiniti	107	122	14.0	487	452	-7.2	910	1,100	20.9	3,940	3,984	1.1	0.9	1.1
Jaguar	31	28	-9.7	234	206	-12.0	135	287	112.6	979	1,575	60.9	0.1	0.3
Jeep	347	405	16.7	836	924	10.5	2,520	2,663	5.7	5,792	5,961	2.9	2.5	2.7
Kia	1,283	906	-29.4	1,424	1,027	-27.9	9,662	7,422	-23.2	9,806	8,114	-17.3	9.5	7.6
Land Rover	59	67	13.6	444	441	-0.7	491	528	7.5	3,023	3,059	1.2	0.5	0.5
Lexus	456	496	8.8	2,350	2,229	-5.1	3,115	3,378	8.4	15,220	14,088	-7.4	3.1	3.5
Lincoln	39	32	-17.9	140	124	-11.4	295	285	-3.4	1,207	1,108	-8.2	0.3	0.3
Maserati	12	18	50.0	90	110	22.2	118	158	33.9	758	815	7.5	0.1	0.2
Mazda	247	243	-1.6	911	822	-9.8	1,778	1,615	-9.2	5,859	5,896	0.6	1.8	1.7
Mercedes	424	350	-17.5	2,508	1,906	-24.0	2,998	2,647	-11.7	17,042	14,844	-12.9	3.0	2.7
MINI	68	71	4.4	280	301	7.5	514	473	-8.0	2,168	1,801	-16.9	0.5	0.5
Mitsubishi	40	54	35.0	121	109	-9.9	351	329	-6.3	870	803	-7.7	0.3	0.3
Nissan	1,315	1,010	-23.2	2,362	1,551	-34.3	9,525	8,186	-14.1	16,000	12,629	-21.1	9.4	8.4
Porsche	48	51	6.3	385	369	-4.2	433	433	0.0	2,495	2,575	3.2	0.4	0.4
Ram	112	127	13.4	387	321	-17.1	892	919	3.0	2,231	2,220	-0.5	0.9	0.9
smart	8	5	-37.5	18	11	-38.9	34	42	23.5	144	146	1.4	0.0	0.0
Subaru	291	388	33.3	985	1,081	9.7	2,134	2,638	23.6	6,363	7,434	16.8	2.1	2.7
Tesla	65	31	-52.3	291	120	-58.8	523	457	-12.6	2,472	2,098	-15.1	0.5	0.5
Toyota/Scion	2,527	2,571	1.7	6,445	6,029	-6.5	18,160	18,585	2.3	44,934	42,271	-5.9	17.9	19.1
Volkswagen	259	255	-1.5	1,043	990	-5.1	1,959	1,741	-11.1	8,203	7,301	-11.0	1.9	1.8
Volvo	32	50	56.3	227	216	-4.8	259	265	2.3	1,516	1,368	-9.8	0.3	0.3
Others	3	15	400.0	79	206	160.8	49	97	98.0	560	905	61.6	0.0	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Aug. 2016	Aug. 2017	% change	YTD 2016	YTD 2017	% change								
Southland	14,226	13,075	-8.1	101,410	97,464	-3.9								
Cent./North LA County	38,634	34,216	-11.4	265,069	251,718	-5.0								
U.S.	1,512,626	1,484,826	-1.8	11,676,422	11,358,405	-2.7								

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

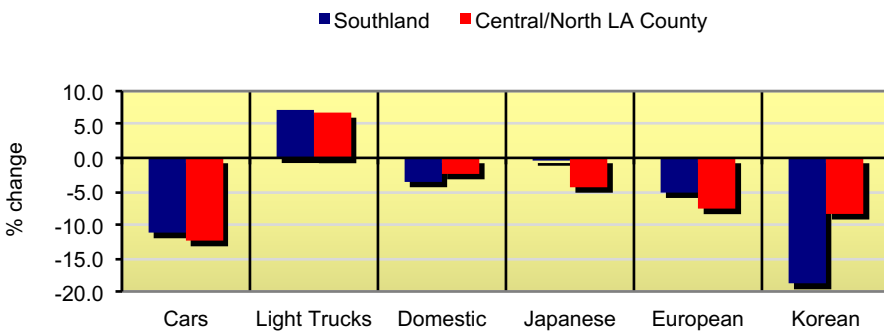
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '17 thru August. vs. YTD '16)



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 August vs. YTD '16)



Data Source: AutoCount data from Experian.

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