



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: November 2017

Covering Results thru October 2017



	New Vehicle Registrations - October						New Vehicle Registrations - YTD thru October						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Oct. 2016	Oct. 2017	% change	Oct. 2016	Oct. 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
MARKET SUMMARY														
TOTAL	11,128	10,782	-3.1	28,854	27,870	-3.4	125,368	119,887	-4.4	328,051	309,777	-5.6		
Car	6,700	5,981	-10.7	17,201	15,162	-11.9	75,895	67,354	-11.3	199,360	172,886	-13.3	60.5	56.2
Light Truck	4,428	4,801	8.4	11,653	12,708	9.1	49,473	52,533	6.2	128,691	136,891	6.4	39.5	43.8
Domestic	2,616	2,376	-9.2	5,534	5,368	-3.0	28,010	26,720	-4.6	61,959	60,153	-2.9	22.3	22.3
Japanese	6,001	6,094	1.5	14,430	14,202	-1.6	67,308	66,944	-0.5	165,014	157,319	-4.7	53.7	55.8
European	1,131	1,242	9.8	6,825	6,542	-4.1	14,062	13,331	-5.2	78,413	71,906	-8.3	11.2	11.1
Korean	1,380	1,070	-22.5	2,065	1,758	-14.9	15,988	12,892	-19.4	22,665	20,399	-10.0	12.8	10.8
BRAND REGISTRATIONS														
Acura	93	121	30.1	296	254	-14.2	1,341	1,210	-9.8	3,487	3,233	-7.3	1.1	1.0
Audi	149	196	31.5	887	907	2.3	1,984	2,048	3.2	11,261	10,759	-4.5	1.6	1.7
BMW	291	274	-5.8	1,656	1,391	-16.0	3,477	3,066	-11.8	18,878	15,821	-16.2	2.8	2.6
Buick	28	33	17.9	95	102	7.4	427	374	-12.4	1,279	1,170	-8.5	0.3	0.3
Cadillac	62	52	-16.1	166	167	0.6	651	586	-10.0	1,975	1,639	-17.0	0.5	0.5
Chevrolet	858	847	-1.3	1,556	1,649	6.0	9,065	8,854	-2.3	17,453	20,184	15.6	7.2	7.4
Chrysler	35	47	34.3	97	93	-4.1	505	534	5.7	830	1,103	32.9	0.4	0.4
Dodge	206	189	-8.3	325	337	3.7	2,281	2,336	2.4	3,702	3,681	-0.6	1.8	1.9
Fiat	52	22	-57.7	317	97	-69.4	421	458	8.8	2,339	2,230	-4.7	0.3	0.4
Ford	782	632	-19.2	1,565	1,314	-16.0	7,910	6,988	-11.7	19,207	15,675	-18.4	6.3	5.8
GMC	127	105	-17.3	248	294	18.5	1,531	1,305	-14.8	3,112	2,917	-6.3	1.2	1.1
Honda	1,880	1,912	1.7	3,977	4,083	2.7	21,354	21,478	0.6	46,150	46,575	0.9	17.0	17.9
Hyundai	400	330	-17.5	1,047	889	-15.1	4,221	3,873	-8.2	10,734	10,535	-1.9	3.4	3.2
Infiniti	100	104	4.0	535	405	-24.3	1,146	1,311	14.4	5,011	4,810	-4.0	0.9	1.1
Jaguar	26	26	0.0	142	194	36.6	190	338	77.9	1,297	1,947	50.1	0.2	0.3
Jeep	238	235	-1.3	626	670	7.0	3,052	3,212	5.2	7,118	7,345	3.2	2.4	2.7
Kia	980	740	-24.5	1,018	869	-14.6	11,767	9,019	-23.4	11,931	9,864	-17.3	9.4	7.5
Land Rover	66	53	-19.7	344	357	3.8	612	642	4.9	3,736	3,814	2.1	0.5	0.5
Lexus	342	344	0.6	1,399	1,425	1.9	3,866	4,142	7.1	18,595	17,293	-7.0	3.1	3.5
Lincoln	22	27	22.7	119	84	-29.4	366	345	-5.7	1,480	1,340	-9.5	0.3	0.3
Maserati	16	14	-12.5	123	94	-23.6	156	179	14.7	1,006	984	-2.2	0.1	0.1
Mazda	185	207	11.9	691	698	1.0	2,166	2,047	-5.5	7,273	7,302	0.4	1.7	1.7
Mercedes	317	302	-4.7	1,809	1,676	-7.4	3,696	3,258	-11.9	20,911	18,051	-13.7	2.9	2.7
MINI	40	47	17.5	178	207	16.3	631	563	-10.8	2,648	2,246	-15.2	0.5	0.5
Mitsubishi	56	35	-37.5	102	92	-9.8	456	405	-11.2	1,064	967	-9.1	0.4	0.3
Nissan	1,077	827	-23.2	1,802	1,254	-30.4	11,637	9,796	-15.8	19,729	15,131	-23.3	9.3	8.2
Porsche	37	58	56.8	279	349	25.1	527	536	1.7	3,072	3,216	4.7	0.4	0.4
Ram	94	85	-9.6	290	255	-12.1	1,095	1,100	0.5	2,860	2,735	-4.4	0.9	0.9
smart	1	2	100.0	14	13	-7.1	39	48	23.1	170	164	-3.5	0.0	0.0
Subaru	226	299	32.3	721	863	19.7	2,656	3,252	22.4	8,036	9,252	15.1	2.1	2.7
Tesla	112	102	-8.9	498	424	-14.9	706	628	-11.0	3,352	2,821	-15.8	0.6	0.5
Toyota/Scion	2,042	2,245	9.9	4,907	5,128	4.5	22,686	23,303	2.7	55,668	52,756	-5.2	18.1	19.4
Volkswagen	150	218	45.3	787	903	14.7	2,367	2,192	-7.4	10,078	9,268	-8.0	1.9	1.8
Volvo	33	35	6.1	163	189	16.0	320	328	2.5	1,870	1,768	-5.5	0.3	0.3
Others	5	17	240.0	75	144	92.0	63	133	111.1	739	1,181	59.8	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Oct. 2016	Oct. 2017	% change	YTD 2016	YTD 2017	% change								
Southland	11,128	10,782	-3.1	125,368	119,887	-4.4								
Cent./North LA County	28,854	27,870	-3.4	328,051	309,777	-5.6								
U.S.	1,371,883	1,356,789	-1.1	14,483,989	14,240,706	-1.7								

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

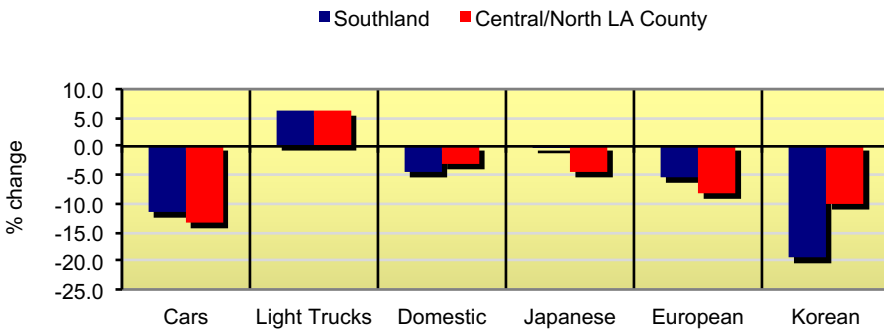
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '17 thru Oct. vs. YTD '16)



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 October vs. YTD '16)



Data Source: AutoCount data from Experian.

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