



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

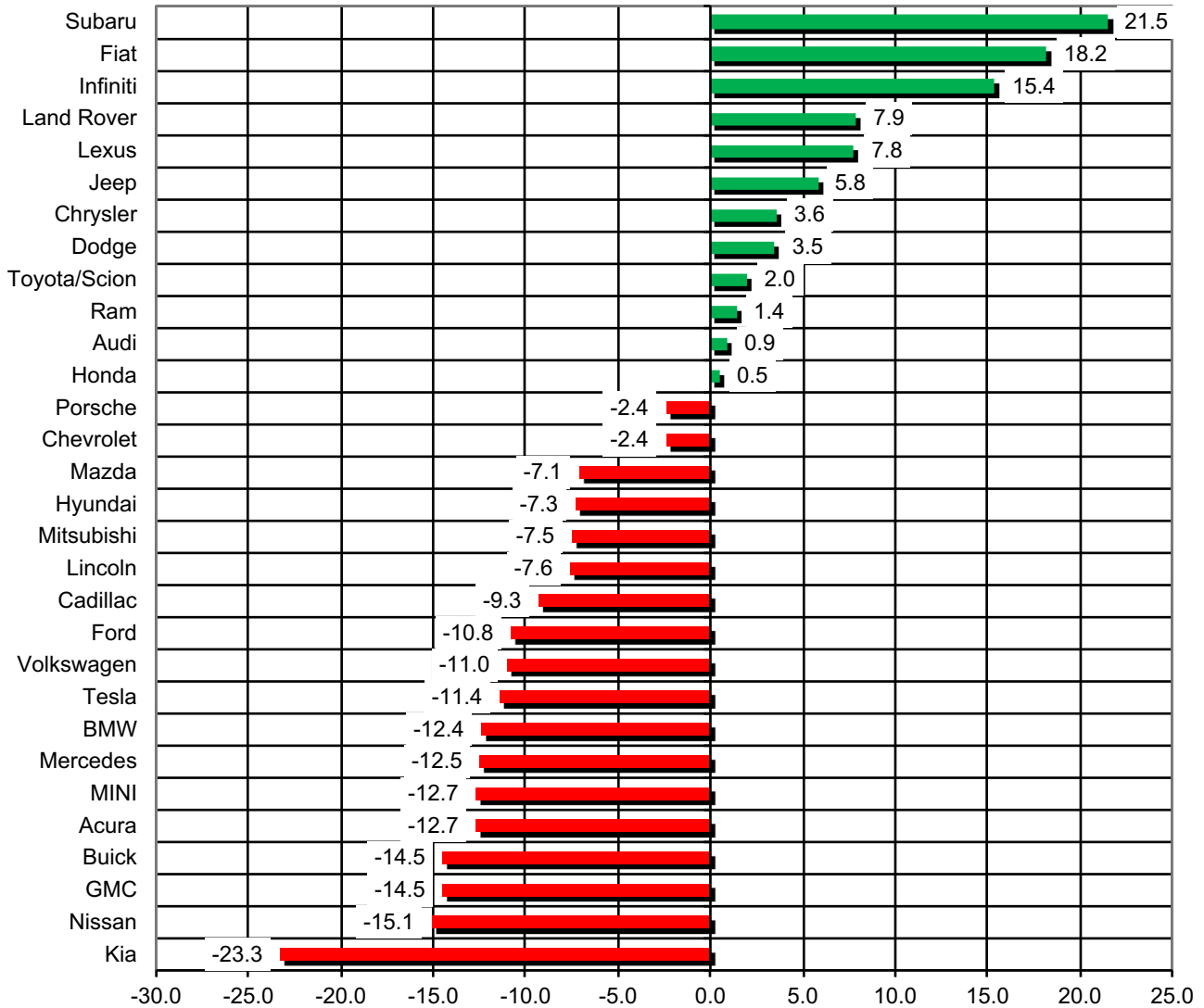
Released: October 2017 Covering Results thru September 2017



	New Vehicle Registrations - September						New Vehicle Registrations - YTD thru September						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Sep. 2016	Sep. 2017	% change	Sep. 2016	Sep. 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
<b>MARKET SUMMARY</b>														
TOTAL	12,830	11,641	-9.3	34,128	30,189	-11.5	114,240	109,105	-4.5	299,197	281,907	-5.8		
Car	7,654	6,355	-17.0	20,223	16,458	-18.6	69,195	61,373	-11.3	182,159	157,724	-13.4	60.6	56.3
Light Truck	5,176	5,286	2.1	13,905	13,731	-1.3	45,045	47,732	6.0	117,038	124,183	6.1	39.4	43.7
Domestic	2,884	2,639	-8.5	6,566	6,117	-6.8	25,394	24,344	-4.1	56,425	54,785	-2.9	22.2	22.3
Japanese	6,821	6,497	-4.8	16,950	15,450	-8.8	61,307	60,850	-0.7	150,584	143,117	-5.0	53.7	55.8
European	1,536	1,273	-17.1	8,230	6,674	-18.9	12,931	12,089	-6.5	71,588	65,364	-8.7	11.3	11.1
Korean	1,589	1,232	-22.5	2,382	1,948	-18.2	14,608	11,822	-19.1	20,600	18,641	-9.5	12.8	10.8
<b>BRAND REGISTRATIONS</b>														
Acura	115	108	-6.1	353	301	-14.7	1,248	1,089	-12.7	3,191	2,979	-6.6	1.1	1.0
Audi	223	207	-7.2	1,129	999	-11.5	1,835	1,852	0.9	10,374	9,852	-5.0	1.6	1.7
BMW	393	292	-25.7	2,050	1,350	-34.1	3,186	2,792	-12.4	17,222	14,430	-16.2	2.8	2.6
Buick	42	38	-9.5	113	140	23.9	399	341	-14.5	1,184	1,068	-9.8	0.3	0.3
Cadillac	77	53	-31.2	188	131	-30.3	589	534	-9.3	1,809	1,472	-18.6	0.5	0.5
Chevrolet	929	898	-3.3	1,865	2,007	7.6	8,207	8,007	-2.4	15,897	18,535	16.6	7.2	7.3
Chrysler	58	54	-6.9	86	124	44.2	470	487	3.6	733	1,010	37.8	0.4	0.4
Dodge	239	245	2.5	382	369	-3.4	2,075	2,147	3.5	3,377	3,344	-1.0	1.8	2.0
Fiat	47	37	-21.3	281	164	-41.6	369	436	18.2	2,022	2,133	5.5	0.3	0.4
Ford	834	678	-18.7	2,090	1,690	-19.1	7,128	6,356	-10.8	17,642	14,361	-18.6	6.2	5.8
GMC	135	124	-8.1	312	272	-12.8	1,404	1,200	-14.5	2,864	2,623	-8.4	1.2	1.1
Honda	2,094	2,025	-3.3	4,564	4,608	1.0	19,474	19,566	0.5	42,173	42,492	0.8	17.0	17.9
Hyundai	464	375	-19.2	1,275	1,067	-16.3	3,821	3,543	-7.3	9,687	9,646	-0.4	3.3	3.2
Infiniti	136	107	-21.3	536	421	-21.5	1,046	1,207	15.4	4,476	4,405	-1.6	0.9	1.1
Jaguar	29	25	-13.8	176	178	1.1	164	312	90.2	1,155	1,753	51.8	0.1	0.3
Jeep	294	314	6.8	700	714	2.0	2,814	2,977	5.8	6,492	6,675	2.8	2.5	2.7
Kia	1,125	857	-23.8	1,107	881	-20.4	10,787	8,279	-23.3	10,913	8,995	-17.6	9.4	7.6
Land Rover	55	61	10.9	369	398	7.9	546	589	7.9	3,392	3,457	1.9	0.5	0.5
Lexus	409	420	2.7	1,976	1,780	-9.9	3,524	3,798	7.8	17,196	15,868	-7.7	3.1	3.5
Lincoln	49	33	-32.7	154	148	-3.9	344	318	-7.6	1,361	1,256	-7.7	0.3	0.3
Maserati	22	7	-68.2	125	75	-40.0	140	165	17.9	883	890	0.8	0.1	0.2
Mazda	203	225	10.8	723	708	-2.1	1,981	1,840	-7.1	6,582	6,604	0.3	1.7	1.7
Mercedes	381	309	-18.9	2,060	1,531	-25.7	3,379	2,956	-12.5	19,102	16,375	-14.3	3.0	2.7
MINI	77	43	-44.2	302	238	-21.2	591	516	-12.7	2,470	2,039	-17.4	0.5	0.5
Mitsubishi	49	41	-16.3	92	72	-21.7	400	370	-7.5	962	875	-9.0	0.4	0.3
Nissan	1,035	783	-24.3	1,927	1,248	-35.2	10,560	8,969	-15.1	17,927	13,877	-22.6	9.2	8.2
Porsche	57	45	-21.1	298	292	-2.0	490	478	-2.4	2,793	2,867	2.6	0.4	0.4
Ram	109	96	-11.9	339	260	-23.3	1,001	1,015	1.4	2,570	2,480	-3.5	0.9	0.9
smart	4	4	0.0	12	5	-58.3	38	46	21.1	156	151	-3.2	0.0	0.0
Subaru	296	315	6.4	952	955	0.3	2,430	2,953	21.5	7,315	8,389	14.7	2.1	2.7
Tesla	71	69	-2.8	382	299	-21.7	594	526	-11.4	2,854	2,397	-16.0	0.5	0.5
Toyota/Scion	2,484	2,473	-0.4	5,827	5,357	-8.1	20,644	21,058	2.0	50,761	47,628	-6.2	18.1	19.3
Volkswagen	258	233	-9.7	1,088	1,064	-2.2	2,217	1,974	-11.0	9,291	8,365	-10.0	1.9	1.8
Volvo	28	28	0.0	191	211	10.5	287	293	2.1	1,707	1,579	-7.5	0.3	0.3
Others	9	19	111.1	104	132	26.9	58	116	100.0	664	1,037	56.2	0.1	0.1
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	Sep. 2016	Sep. 2017	% change	YTD 2016	YTD 2017	% change								
Southland	12,830	11,641	-9.3	114,240	109,105	-4.5								
Cent./North LA County	34,128	30,189	-11.5	299,197	281,907	-5.8								
U.S.	1,435,660	1,525,522	6.3	13,112,106	12,883,917	-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: September 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.)

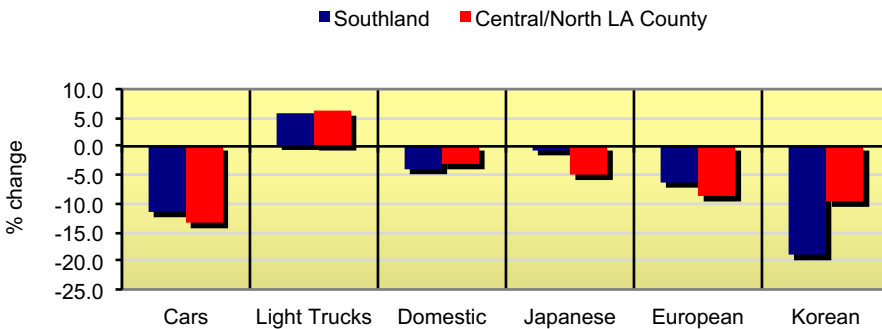
**Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '17 thru Sept. vs. YTD '16)**



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 September vs. YTD '16)**



Data Source: AutoCount data from Experian.

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