



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: January 2018

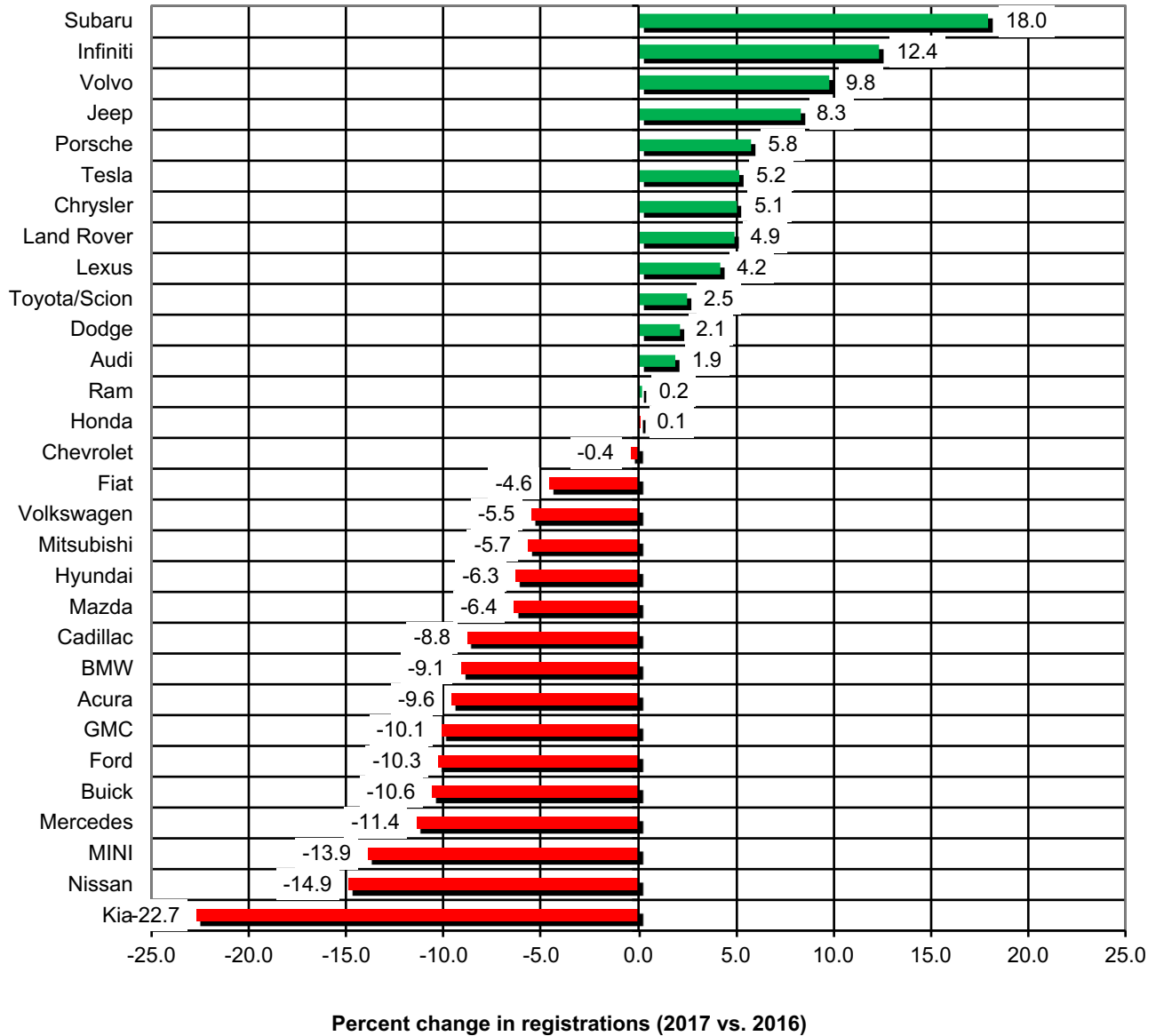
Covering Results thru December 2017



| | New Vehicle Registrations - December | | | | | | New Vehicle Registrations - Annual Totals | | | | | | Market Share | |
|---|--------------------------------------|-----------|----------|-------------------------|------------|----------|---|---------|----------|-------------------------|---------|----------|--------------|------|
| | Southland | | | Central/North LA County | | | Southland | | | Central/North LA County | | | Southland | |
| | Dec. 2016 | Dec. 2017 | % change | Dec. 2016 | Dec. 2017 | % change | 2016 | 2017 | % change | 2016 | 2017 | % change | 2016 | 2017 |
| MARKET SUMMARY | | | | | | | | | | | | | | |
| TOTAL | 11,477 | 11,361 | -1.0 | 30,442 | 29,911 | -1.7 | 148,481 | 142,738 | -3.9 | 389,487 | 369,679 | -5.1 | | |
| Car | 6,606 | 6,192 | -6.3 | 17,499 | 15,887 | -9.2 | 89,280 | 79,772 | -10.6 | 235,106 | 205,023 | -12.8 | 60.1 | 55.9 |
| Light Truck | 4,871 | 5,169 | 6.1 | 12,943 | 14,024 | 8.4 | 59,201 | 62,966 | 6.4 | 154,381 | 164,656 | 6.7 | 39.9 | 44.1 |
| Domestic | 2,410 | 2,618 | 8.6 | 5,419 | 5,657 | 4.4 | 32,884 | 31,985 | -2.7 | 72,729 | 71,302 | -2.0 | 22.1 | 22.4 |
| Japanese | 6,268 | 6,090 | -2.8 | 15,391 | 14,797 | -3.9 | 79,922 | 79,207 | -0.9 | 195,698 | 186,866 | -4.5 | 53.8 | 55.5 |
| European | 1,404 | 1,485 | 5.8 | 7,642 | 7,548 | -1.2 | 16,932 | 16,234 | -4.1 | 94,053 | 86,992 | -7.5 | 11.4 | 11.4 |
| Korean | 1,395 | 1,168 | -16.3 | 1,990 | 1,909 | -4.1 | 18,743 | 15,312 | -18.3 | 27,007 | 24,519 | -9.2 | 12.6 | 10.7 |
| BRAND REGISTRATIONS | | | | | | | | | | | | | | |
| Acura | 110 | 131 | 19.1 | 308 | 400 | 29.9 | 1,598 | 1,444 | -9.6 | 4,113 | 3,985 | -3.1 | 1.1 | 1.0 |
| Audi | 241 | 221 | -8.3 | 1,056 | 1,030 | -2.5 | 2,438 | 2,484 | 1.9 | 13,442 | 12,910 | -4.0 | 1.6 | 1.7 |
| BMW | 305 | 400 | 31.1 | 1,669 | 1,871 | 12.1 | 4,176 | 3,797 | -9.1 | 22,418 | 19,440 | -13.3 | 2.8 | 2.7 |
| Buick | 45 | 40 | -11.1 | 120 | 99 | -17.5 | 510 | 456 | -10.6 | 1,509 | 1,391 | -7.8 | 0.3 | 0.3 |
| Cadillac | 43 | 49 | 14.0 | 203 | 172 | -15.3 | 753 | 687 | -8.8 | 2,395 | 2,015 | -15.9 | 0.5 | 0.5 |
| Chevrolet | 848 | 853 | 0.6 | 1,755 | 1,813 | 3.3 | 10,712 | 10,672 | -0.4 | 21,052 | 23,776 | 12.9 | 7.2 | 7.5 |
| Chrysler | 51 | 52 | 2.0 | 109 | 123 | 12.8 | 603 | 634 | 5.1 | 1,033 | 1,338 | 29.5 | 0.4 | 0.4 |
| Dodge | 197 | 200 | 1.5 | 335 | 349 | 4.2 | 2,708 | 2,765 | 2.1 | 4,368 | 4,381 | 0.3 | 1.8 | 1.9 |
| Fiat | 50 | 37 | -26.0 | 267 | 152 | -43.1 | 543 | 518 | -4.6 | 2,861 | 2,513 | -12.2 | 0.4 | 0.4 |
| Ford | 635 | 679 | 6.9 | 1,423 | 1,415 | -0.6 | 9,199 | 8,248 | -10.3 | 22,037 | 18,285 | -17.0 | 6.2 | 5.8 |
| GMC | 103 | 123 | 19.4 | 302 | 286 | -5.3 | 1,769 | 1,591 | -10.1 | 3,666 | 3,555 | -3.0 | 1.2 | 1.1 |
| Honda | 1,966 | 1,865 | -5.1 | 4,292 | 4,195 | -2.3 | 25,259 | 25,283 | 0.1 | 54,642 | 54,917 | 0.5 | 17.0 | 17.7 |
| Hyundai | 365 | 438 | 20.0 | 1,052 | 1,024 | -2.7 | 5,006 | 4,691 | -6.3 | 13,058 | 12,618 | -3.4 | 3.4 | 3.3 |
| Infiniti | 135 | 156 | 15.6 | 578 | 580 | 0.3 | 1,399 | 1,572 | 12.4 | 6,065 | 5,807 | -4.3 | 0.9 | 1.1 |
| Jaguar | 24 | 41 | 70.8 | 175 | 176 | 0.6 | 243 | 421 | 73.3 | 1,669 | 2,331 | 39.7 | 0.2 | 0.3 |
| Jeep | 239 | 324 | 35.6 | 582 | 718 | 23.4 | 3,578 | 3,874 | 8.3 | 8,344 | 8,868 | 6.3 | 2.4 | 2.7 |
| Kia | 1,030 | 730 | -29.1 | 938 | 885 | -5.7 | 13,737 | 10,621 | -22.7 | 13,949 | 11,901 | -14.7 | 9.3 | 7.4 |
| Land Rover | 52 | 66 | 26.9 | 326 | 301 | -7.7 | 733 | 769 | 4.9 | 4,504 | 4,478 | -0.6 | 0.5 | 0.5 |
| Lexus | 436 | 387 | -11.2 | 2,215 | 1,783 | -19.5 | 4,683 | 4,878 | 4.2 | 22,461 | 20,602 | -8.3 | 3.2 | 3.4 |
| Lincoln | 21 | 33 | 57.1 | 149 | 120 | -19.5 | 424 | 413 | -2.6 | 1,760 | 1,575 | -10.5 | 0.3 | 0.3 |
| Maserati | 15 | 15 | 0.0 | 129 | 85 | -34.1 | 189 | 208 | 10.1 | 1,267 | 1,155 | -8.8 | 0.1 | 0.1 |
| Mazda | 192 | 177 | -7.8 | 586 | 676 | 15.4 | 2,553 | 2,389 | -6.4 | 8,514 | 8,692 | 2.1 | 1.7 | 1.7 |
| Mercedes | 380 | 378 | -0.5 | 2,121 | 2,092 | -1.4 | 4,495 | 3,982 | -11.4 | 25,254 | 22,154 | -12.3 | 3.0 | 2.8 |
| MINI | 50 | 35 | -30.0 | 168 | 209 | 24.4 | 742 | 639 | -13.9 | 3,060 | 2,648 | -13.5 | 0.5 | 0.4 |
| Mitsubishi | 27 | 47 | 74.1 | 101 | 84 | -16.8 | 524 | 494 | -5.7 | 1,262 | 1,151 | -8.8 | 0.4 | 0.3 |
| Nissan | 933 | 906 | -2.9 | 1,571 | 1,470 | -6.4 | 13,572 | 11,551 | -14.9 | 23,060 | 17,965 | -22.1 | 9.1 | 8.1 |
| Porsche | 57 | 59 | 3.5 | 348 | 331 | -4.9 | 633 | 670 | 5.8 | 3,724 | 3,969 | 6.6 | 0.4 | 0.5 |
| Ram | 135 | 112 | -17.0 | 274 | 291 | 6.2 | 1,320 | 1,322 | 0.2 | 3,412 | 3,299 | -3.3 | 0.9 | 0.9 |
| smart | 5 | 1 | -80.0 | 15 | 15 | 0.0 | 48 | 51 | 6.3 | 197 | 183 | -7.1 | 0.0 | 0.0 |
| Subaru | 251 | 272 | 8.4 | 790 | 820 | 3.8 | 3,259 | 3,845 | 18.0 | 9,811 | 11,032 | 12.4 | 2.2 | 2.7 |
| Tesla | 43 | 116 | 169.8 | 217 | 308 | 41.9 | 765 | 805 | 5.2 | 3,683 | 3,336 | -9.4 | 0.5 | 0.6 |
| Toyota/Scion | 2,218 | 2,149 | -3.1 | 4,950 | 4,789 | -3.3 | 27,075 | 27,751 | 2.5 | 65,769 | 62,715 | -4.6 | 18.2 | 19.4 |
| Volkswagen | 245 | 206 | -15.9 | 1,083 | 838 | -22.6 | 2,773 | 2,620 | -5.5 | 12,039 | 10,945 | -9.1 | 1.9 | 1.8 |
| Volvo | 23 | 44 | 91.3 | 168 | 220 | 31.0 | 386 | 424 | 9.8 | 2,207 | 2,209 | 0.1 | 0.3 | 0.3 |
| Others | 7 | 19 | 171.4 | 67 | 191 | 185.1 | 76 | 169 | 122.4 | 882 | 1,540 | 74.6 | 0.1 | 0.1 |
| U.S. MARKET COMPARISON - MARKET TOTALS | | | | | | | | | | | | | | |
| | Dec. 2016 | Dec. 2017 | % change | 2016 | 2017 | % change | | | | | | | | |
| Southland | 11,477 | 11,361 | -1.0 | 148,481 | 142,738 | -3.9 | | | | | | | | |
| Cent./North LA County | 30,442 | 29,911 | -1.7 | 389,487 | 369,679 | -5.1 | | | | | | | | |
| U.S. | 1,689,612 | 1,605,527 | -5.0 | 17,553,429 | 17,245,872 | -1.8 | | | | | | | | |

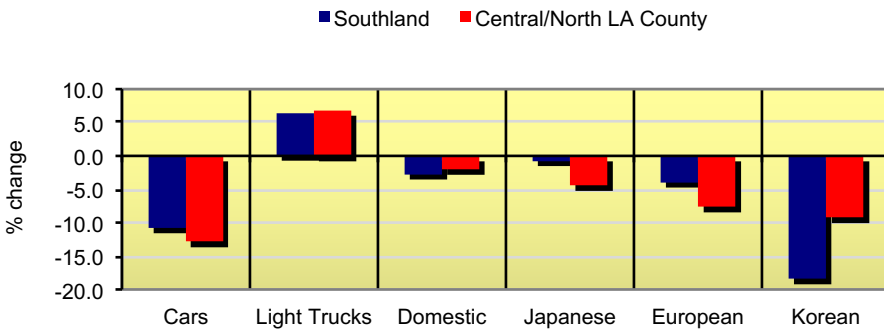
The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: December 2017 and 2016, and annual figures for 2016 and 2017. Please keep in mind that monthly registration figures for area markets can occasionally be subject 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 (2017 vs. 2016)



Data Source: AutoCount data from Experian.

Percent Change in New Retail Light Vehicle Registrations (2017 vs. 2016)



Data Source: AutoCount data from Experian.

Publication sponsored by:

Los Angeles Times

Online inventory powered by

cars.com

SMCDA

SOUTHLAND MOTOR CAR DEALERS ASSOCIATION