



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: December 2017

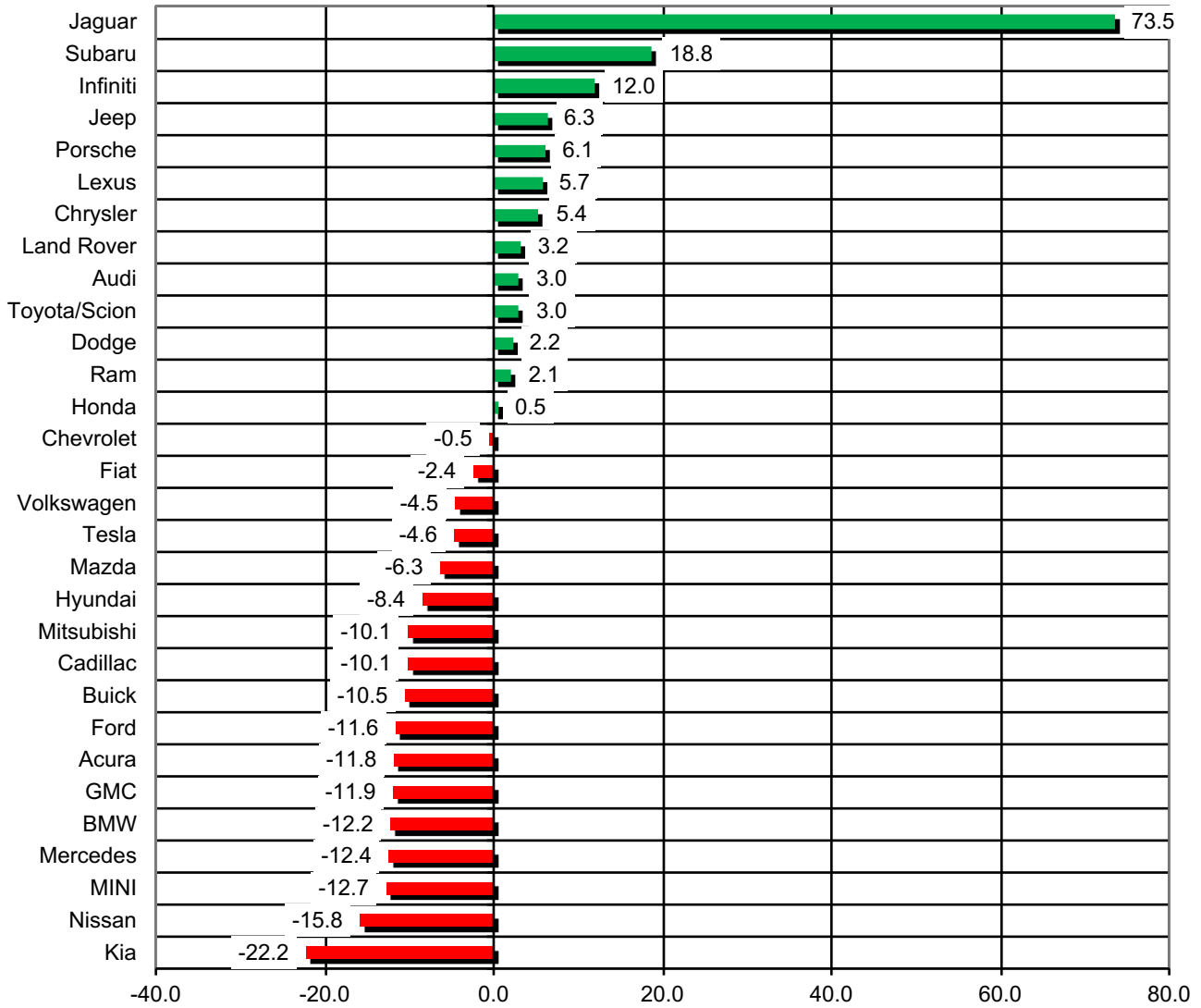
Covering Results thru November 2017



	New Vehicle Registrations - November						New Vehicle Registrations - YTD thru November						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Nov. 2016	Nov. 2017	% change	Nov. 2016	Nov. 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017	% change	YTD 2016	YTD 2017
MARKET SUMMARY														
TOTAL	11,636	11,490	-1.3	30,994	29,991	-3.2	137,004	131,377	-4.1	359,045	339,768	-5.4		
Car	6,779	6,226	-8.2	18,247	16,250	-10.9	82,674	73,580	-11.0	217,607	189,136	-13.1	60.3	56.0
Light Truck	4,857	5,264	8.4	12,747	13,741	7.8	54,330	57,797	6.4	141,438	150,632	6.5	39.7	44.0
Domestic	2,464	2,647	7.4	5,351	5,492	2.6	30,474	29,367	-3.6	67,310	65,645	-2.5	22.2	22.4
Japanese	6,346	6,173	-2.7	15,293	14,750	-3.6	73,654	73,117	-0.7	180,307	172,069	-4.6	53.8	55.7
European	1,466	1,418	-3.3	7,998	7,538	-5.8	15,528	14,749	-5.0	86,411	79,444	-8.1	11.3	11.2
Korean	1,360	1,252	-7.9	2,352	2,211	-6.0	17,348	14,144	-18.5	25,017	22,610	-9.6	12.7	10.8
BRAND REGISTRATIONS														
Acura	147	103	-29.9	318	352	10.7	1,488	1,313	-11.8	3,805	3,585	-5.8	1.1	1.0
Audi	213	215	0.9	1,125	1,121	-0.4	2,197	2,263	3.0	12,386	11,880	-4.1	1.6	1.7
BMW	394	331	-16.0	1,871	1,748	-6.6	3,871	3,397	-12.2	20,749	17,569	-15.3	2.8	2.6
Buick	38	42	10.5	110	122	10.9	465	416	-10.5	1,389	1,292	-7.0	0.3	0.3
Cadillac	59	52	-11.9	217	204	-6.0	710	638	-10.1	2,192	1,843	-15.9	0.5	0.5
Chevrolet	799	965	20.8	1,844	1,779	-3.5	9,864	9,819	-0.5	19,297	21,963	13.8	7.2	7.5
Chrysler	47	48	2.1	94	112	19.1	552	582	5.4	924	1,215	31.5	0.4	0.4
Dodge	230	229	-0.4	331	351	6.0	2,511	2,565	2.2	4,033	4,032	0.0	1.8	2.0
Fiat	72	23	-68.1	255	131	-48.6	493	481	-2.4	2,594	2,361	-9.0	0.4	0.4
Ford	654	581	-11.2	1,407	1,195	-15.1	8,564	7,569	-11.6	20,614	16,870	-18.2	6.3	5.8
GMC	135	163	20.7	252	352	39.7	1,666	1,468	-11.9	3,364	3,269	-2.8	1.2	1.1
Honda	1,939	1,940	0.1	4,200	4,147	-1.3	23,293	23,418	0.5	50,350	50,722	0.7	17.0	17.8
Hyundai	420	380	-9.5	1,272	1,059	-16.7	4,641	4,253	-8.4	12,006	11,594	-3.4	3.4	3.2
Infiniti	118	105	-11.0	476	417	-12.4	1,264	1,416	12.0	5,487	5,227	-4.7	0.9	1.1
Jaguar	29	42	44.8	197	208	5.6	219	380	73.5	1,494	2,155	44.2	0.2	0.3
Jeep	287	338	17.8	644	805	25.0	3,339	3,550	6.3	7,762	8,150	5.0	2.4	2.7
Kia	940	872	-7.2	1,080	1,152	6.7	12,707	9,891	-22.2	13,011	11,016	-15.3	9.3	7.5
Land Rover	69	61	-11.6	442	363	-17.9	681	703	3.2	4,178	4,177	0.0	0.5	0.5
Lexus	381	349	-8.4	1,651	1,526	-7.6	4,247	4,491	5.7	20,246	18,819	-7.0	3.1	3.4
Lincoln	37	35	-5.4	131	115	-12.2	403	380	-5.7	1,611	1,455	-9.7	0.3	0.3
Maserati	18	14	-22.2	132	86	-34.8	174	193	10.9	1,138	1,070	-6.0	0.1	0.1
Mazda	195	165	-15.4	655	714	9.0	2,361	2,212	-6.3	7,928	8,016	1.1	1.7	1.7
Mercedes	419	346	-17.4	2,222	2,011	-9.5	4,115	3,604	-12.4	23,133	20,062	-13.3	3.0	2.7
MINI	61	41	-32.8	244	193	-20.9	692	604	-12.7	2,892	2,439	-15.7	0.5	0.5
Mitsubishi	41	42	2.4	97	100	3.1	497	447	-10.1	1,161	1,067	-8.1	0.4	0.3
Nissan	1,002	849	-15.3	1,760	1,364	-22.5	12,639	10,645	-15.8	21,489	16,495	-23.2	9.2	8.1
Porsche	49	75	53.1	304	422	38.8	576	611	6.1	3,376	3,638	7.8	0.4	0.5
Ram	90	110	22.2	278	273	-1.8	1,185	1,210	2.1	3,138	3,008	-4.1	0.9	0.9
smart	4	2	-50.0	12	4	-66.7	43	50	16.3	182	168	-7.7	0.0	0.0
Subaru	352	321	-8.8	985	960	-2.5	3,008	3,573	18.8	9,021	10,212	13.2	2.2	2.7
Tesla	16	61	281.3	114	207	81.6	722	689	-4.6	3,466	3,028	-12.6	0.5	0.5
Toyota/Scion	2,171	2,299	5.9	5,151	5,170	0.4	24,857	25,602	3.0	60,819	57,926	-4.8	18.1	19.5
Volkswagen	161	222	37.9	878	839	-4.4	2,528	2,414	-4.5	10,956	10,107	-7.7	1.8	1.8
Volvo	43	52	20.9	169	221	30.8	363	380	4.7	2,039	1,989	-2.5	0.3	0.3
Others	6	17	183.3	76	168	121.1	69	150	117.4	815	1,349	65.5	0.1	0.1
U.S. MARKET COMPARISON - MARKET TOTALS														
	Nov. 2016	Nov. 2017	% change	YTD 2016	YTD 2017	% change								
Southland	11,636	11,490	-1.3	137,004	131,377	-4.1								
Cent./North LA County	30,994	29,991	-3.2	359,045	339,768	-5.4								
U.S.	1,379,824	1,399,640	1.4	15,863,817	15,640,347	-1.4								

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

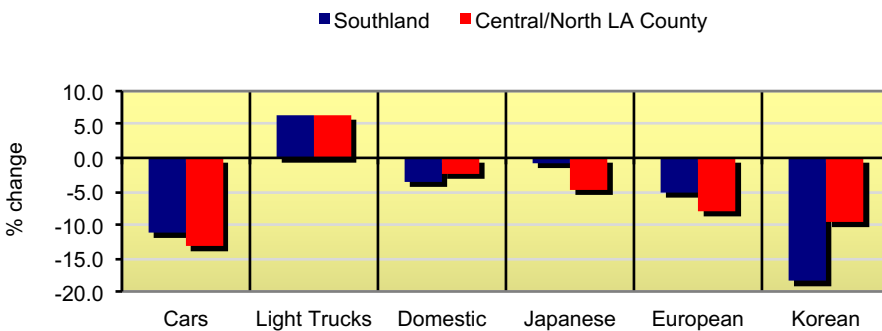
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '17 thru Nov. vs. YTD '16)



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 November vs. YTD '16)



Data Source: AutoCount data from Experian.

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