



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: February 2018

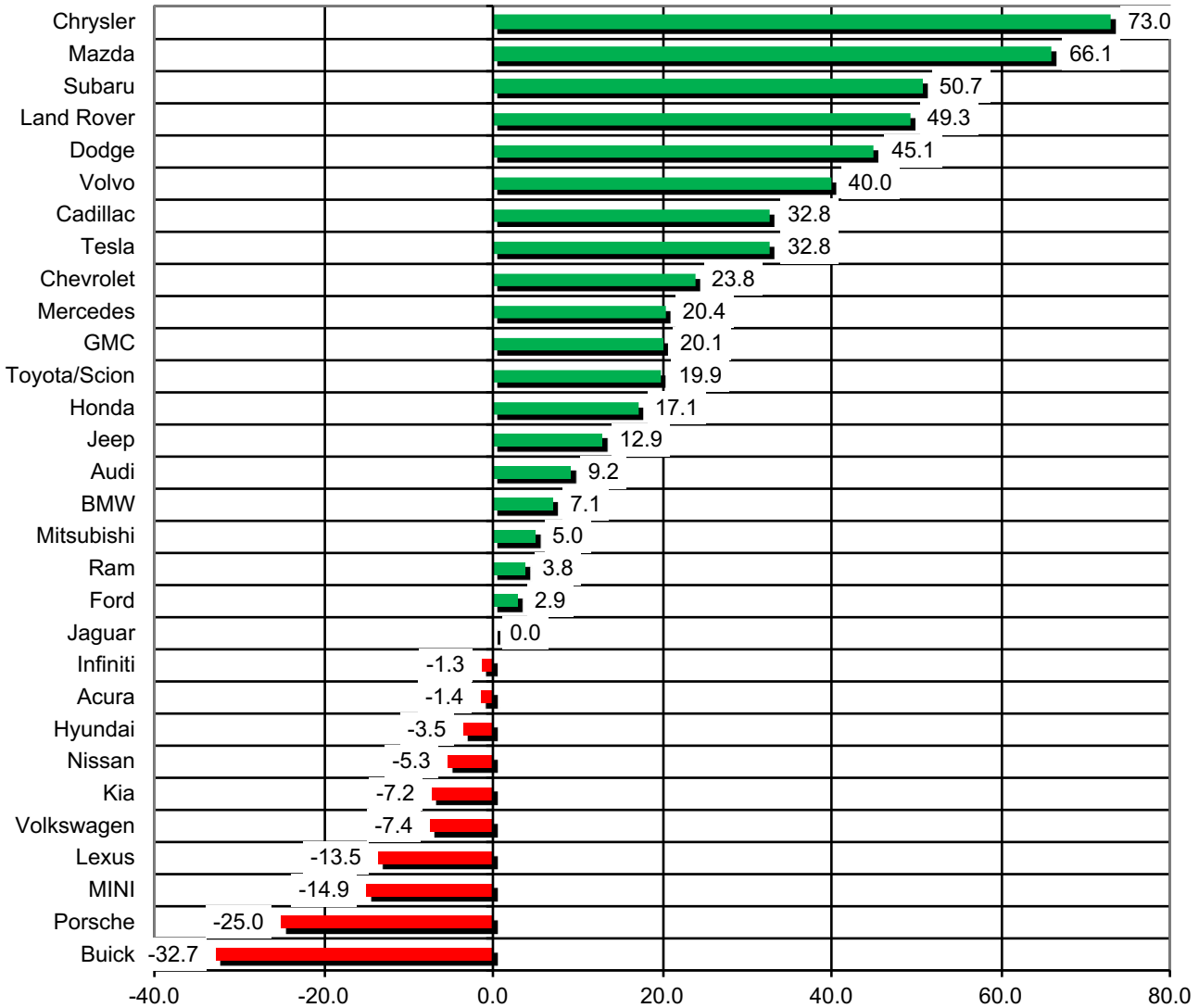
Covering Results thru January 2018



	New Vehicle Registrations - January						New Vehicle Registrations - Annual Totals						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Jan. 2017	Jan. 2018	% change	Jan. 2017	Jan. 2018	% change	2016	2017	% change	2016	2017	% change	2016	2017
<b>MARKET SUMMARY</b>														
TOTAL	12,238	13,616	11.3	32,938	37,541	14.0	148,481	142,738	-3.9	389,487	369,679	-5.1		
Car	6,943	7,106	2.3	18,502	19,557	5.7	89,280	79,772	-10.6	235,106	205,023	-12.8	60.1	55.9
Light Truck	5,295	6,510	22.9	14,436	17,984	24.6	59,201	62,966	6.4	154,381	164,656	6.7	39.9	44.1
Domestic	2,676	3,090	15.5	6,049	6,887	13.9	32,884	31,985	-2.7	72,729	71,302	-2.0	22.1	22.4
Japanese	6,439	7,345	14.1	15,772	18,288	16.0	79,922	79,207	-0.9	195,698	186,866	-4.5	53.8	55.5
European	1,725	1,868	8.3	8,932	10,057	12.6	16,932	16,234	-4.1	94,053	86,992	-7.5	11.4	11.4
Korean	1,398	1,313	-6.1	2,185	2,309	5.7	18,743	15,312	-18.3	27,007	24,519	-9.2	12.6	10.7
<b>BRAND REGISTRATIONS</b>														
Acura	147	145	-1.4	356	393	10.4	1,598	1,444	-9.6	4,113	3,985	-3.1	1.1	1.0
Audi	217	237	9.2	1,218	1,449	19.0	2,438	2,484	1.9	13,442	12,910	-4.0	1.6	1.7
BMW	465	498	7.1	2,236	2,490	11.4	4,176	3,797	-9.1	22,418	19,440	-13.3	2.8	2.7
Buick	55	37	-32.7	135	114	-15.6	510	456	-10.6	1,509	1,391	-7.8	0.3	0.3
Cadillac	61	81	32.8	194	217	11.9	753	687	-8.8	2,395	2,015	-15.9	0.5	0.5
Chevrolet	883	1,093	23.8	1,811	2,296	26.8	10,712	10,672	-0.4	21,052	23,776	12.9	7.2	7.5
Chrysler	37	64	73.0	107	162	51.4	603	634	5.1	1,033	1,338	29.5	0.4	0.4
Dodge	173	251	45.1	320	370	15.6	2,708	2,765	2.1	4,368	4,381	0.3	1.8	1.9
Fiat	52	24	-53.8	269	131	-51.3	543	518	-4.6	2,861	2,513	-12.2	0.4	0.4
Ford	690	710	2.9	1,593	1,479	-7.2	9,199	8,248	-10.3	22,037	18,285	-17.0	6.2	5.8
GMC	139	167	20.1	335	387	15.5	1,769	1,591	-10.1	3,666	3,555	-3.0	1.2	1.1
Honda	1,962	2,297	17.1	4,406	5,180	17.6	25,259	25,283	0.1	54,642	54,917	0.5	17.0	17.7
Hyundai	426	411	-3.5	1,158	1,214	4.8	5,006	4,691	-6.3	13,058	12,618	-3.4	3.4	3.3
Infiniti	153	151	-1.3	629	576	-8.4	1,399	1,572	12.4	6,065	5,807	-4.3	0.9	1.1
Jaguar	41	41	0.0	149	218	46.3	243	421	73.3	1,669	2,331	39.7	0.2	0.3
Jeep	319	360	12.9	655	810	23.7	3,578	3,874	8.3	8,344	8,868	6.3	2.4	2.7
Kia	972	902	-7.2	1,027	1,095	6.6	13,737	10,621	-22.7	13,949	11,901	-14.7	9.3	7.4
Land Rover	69	103	49.3	378	452	19.6	733	769	4.9	4,504	4,478	-0.6	0.5	0.5
Lexus	548	474	-13.5	2,260	2,224	-1.6	4,683	4,878	4.2	22,461	20,602	-8.3	3.2	3.4
Lincoln	40	32	-20.0	156	161	3.2	424	413	-2.6	1,760	1,575	-10.5	0.3	0.3
Maserati	30	14	-53.3	141	97	-31.2	189	208	10.1	1,267	1,155	-8.8	0.1	0.1
Mazda	180	299	66.1	837	866	3.5	2,553	2,389	-6.4	8,514	8,692	2.1	1.7	1.7
Mercedes	450	542	20.4	2,547	2,882	13.2	4,495	3,982	-11.4	25,254	22,154	-12.3	3.0	2.8
MINI	74	63	-14.9	192	286	49.0	742	639	-13.9	3,060	2,648	-13.5	0.5	0.4
Mitsubishi	40	42	5.0	104	108	3.8	524	494	-5.7	1,262	1,151	-8.8	0.4	0.3
Nissan	967	916	-5.3	1,624	1,500	-7.6	13,572	11,551	-14.9	23,060	17,965	-22.1	9.1	8.1
Porsche	64	48	-25.0	329	369	12.2	633	670	5.8	3,724	3,969	6.6	0.4	0.5
Ram	105	109	3.8	294	270	-8.2	1,320	1,322	0.2	3,412	3,299	-3.3	0.9	0.9
smart	4	2	-50.0	31	7	-77.4	48	51	6.3	197	183	-7.1	0.0	0.0
Subaru	304	458	50.7	834	1,169	40.2	3,259	3,845	18.0	9,811	11,032	12.4	2.2	2.7
Tesla	122	162	32.8	501	645	28.7	765	805	5.2	3,683	3,336	-9.4	0.5	0.6
Toyota/Scion	2,138	2,563	19.9	4,722	6,272	32.8	27,075	27,751	2.5	65,769	62,715	-4.6	18.2	19.4
Volkswagen	269	249	-7.4	1,119	1,103	-1.4	2,773	2,620	-5.5	12,039	10,945	-9.1	1.9	1.8
Volvo	30	42	40.0	201	320	59.2	386	424	9.8	2,207	2,209	0.1	0.3	0.3
Others	12	29	141.7	70	229	227.1	76	169	122.4	882	1,540	74.6	0.1	0.1
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	Jan. 2017	Jan. 2018	% change	2016	2017	% change								
Southland	12,238	13,616	11.3	148,481	142,738	-3.9								
Cent./North LA County	32,938	37,541	14.0	389,487	369,679	-5.1								
U.S.	1,144,172	1,157,407	1.2	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: January 2017 and 2018, 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.)

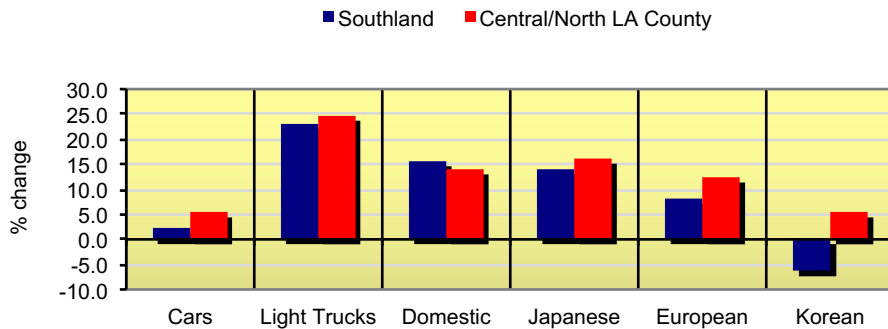
**Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (Jan. '18 vs. Jan. '17)**



Percent change in registrations (Jan. '18 vs. Jan. '17)

Data Source: AutoCount data from Experian.

**Percent Change in New Retail Light Vehicle Registrations (January 2018 vs. January 2017)**



Data Source: AutoCount data from Experian.

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