



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: April 2018

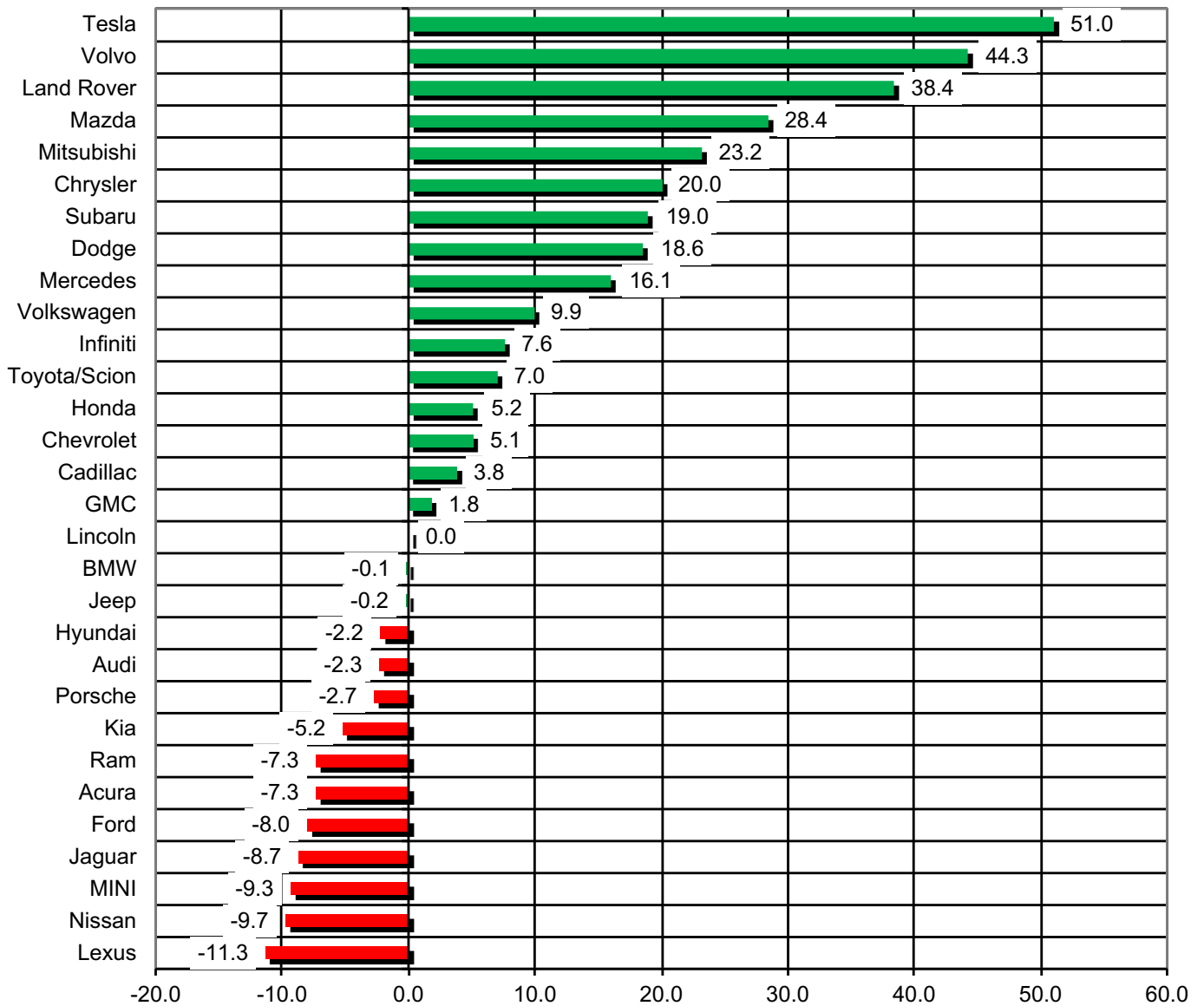
Covering Results thru February 2018



	New Vehicle Registrations - February						New Vehicle Registrations - YTD thru February						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	Feb. 2017	Feb. 2018	% change	Feb. 2017	Feb. 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018
MARKET SUMMARY														
TOTAL	10,155	9,370	-7.7	25,846	24,567	-4.9	22,393	22,986	2.6	58,784	62,108	5.7		
Car	5,797	4,810	-17.0	14,670	12,615	-14.0	12,740	11,916	-6.5	33,172	32,201	-2.9	56.9	51.8
Light Truck	4,358	4,560	4.6	11,176	11,952	6.9	9,653	11,070	14.7	25,612	29,907	16.8	43.1	48.2
Domestic	2,338	1,969	-15.8	5,124	4,499	-12.2	5,014	5,059	0.9	11,173	11,386	1.9	22.4	22.0
Japanese	5,658	5,188	-8.3	13,017	12,617	-3.1	12,097	12,533	3.6	28,789	30,905	7.4	54.0	54.5
European	1,164	1,237	6.3	6,020	5,800	-3.7	2,889	3,105	7.5	14,952	15,857	6.1	12.9	13.5
Korean	995	976	-1.9	1,685	1,651	-2.0	2,393	2,289	-4.3	3,870	3,960	2.3	10.7	10.0
BRAND REGISTRATIONS														
Acura	101	85	-15.8	262	253	-3.4	248	230	-7.3	618	646	4.5	1.1	1.0
Audi	211	181	-14.2	932	862	-7.5	428	418	-2.3	2,150	2,311	7.5	1.9	1.8
BMW	284	250	-12.0	1,336	1,110	-16.9	749	748	-0.1	3,572	3,600	0.8	3.3	3.3
Buick	33	25	-24.2	96	99	3.1	88	62	-29.5	231	213	-7.8	0.4	0.3
Cadillac	71	56	-21.1	138	157	13.8	132	137	3.8	332	374	12.7	0.6	0.6
Chevrolet	755	629	-16.7	1,821	1,379	-24.3	1,638	1,722	5.1	3,632	3,675	1.2	7.3	7.5
Chrysler	48	38	-20.8	87	75	-13.8	85	102	20.0	194	237	22.2	0.4	0.4
Dodge	193	183	-5.2	312	330	5.8	366	434	18.6	632	700	10.8	1.6	1.9
Fiat	57	17	-70.2	262	82	-68.7	109	41	-62.4	531	213	-59.9	0.5	0.2
Ford	604	480	-20.5	1,280	1,069	-16.5	1,294	1,190	-8.0	2,873	2,548	-11.3	5.8	5.2
GMC	133	110	-17.3	256	224	-12.5	272	277	1.8	591	611	3.4	1.2	1.2
Honda	1,730	1,587	-8.3	3,976	3,526	-11.3	3,692	3,884	5.2	8,382	8,706	3.9	16.5	16.9
Hyundai	289	288	-0.3	867	751	-13.4	715	699	-2.2	2,025	1,965	-3.0	3.2	3.0
Infiniti	83	103	24.1	375	412	9.9	236	254	7.6	1,004	988	-1.6	1.1	1.1
Jaguar	28	22	-21.4	149	107	-28.2	69	63	-8.7	298	325	9.1	0.3	0.3
Jeep	294	252	-14.3	704	616	-12.5	613	612	-0.2	1,359	1,426	4.9	2.7	2.7
Kia	706	688	-2.5	818	900	10.0	1,678	1,590	-5.2	1,845	1,995	8.1	7.5	6.9
Land Rover	56	70	25.0	355	313	-11.8	125	173	38.4	733	765	4.4	0.6	0.8
Lexus	301	279	-7.3	1,078	1,294	20.0	849	753	-11.3	3,338	3,518	5.4	3.8	3.3
Lincoln	29	37	27.6	108	80	-25.9	69	69	0.0	264	241	-8.7	0.3	0.3
Maserati	18	10	-44.4	79	57	-27.8	48	24	-50.0	220	154	-30.0	0.2	0.1
Mazda	169	149	-11.8	598	595	-0.5	349	448	28.4	1,435	1,461	1.8	1.6	1.9
Mercedes	246	266	8.1	1,384	1,517	9.6	696	808	16.1	3,931	4,399	11.9	3.1	3.5
MINI	34	35	2.9	170	211	24.1	108	98	-9.3	362	497	37.3	0.5	0.4
Mitsubishi	29	43	48.3	92	81	-12.0	69	85	23.2	196	189	-3.6	0.3	0.4
Nissan	892	762	-14.6	1,420	1,166	-17.9	1,859	1,678	-9.7	3,044	2,666	-12.4	8.3	7.3
Porsche	49	62	26.5	274	314	14.6	113	110	-2.7	603	683	13.3	0.5	0.5
Ram	88	70	-20.5	243	184	-24.3	193	179	-7.3	537	454	-15.5	0.9	0.8
smart	5	0	-100.0	15	11	-26.7	9	2	-77.8	46	18	-60.9	0.0	0.0
Subaru	295	255	-13.6	787	848	7.8	599	713	19.0	1,621	2,017	24.4	2.7	3.1
Tesla	33	72	118.2	136	303	122.8	155	234	51.0	637	948	48.8	0.7	1.0
Toyota/Scion	2,058	1,925	-6.5	4,429	4,442	0.3	4,196	4,488	7.0	9,151	10,714	17.1	18.7	19.5
Volkswagen	198	264	33.3	792	856	8.1	467	513	9.9	1,911	1,959	2.5	2.1	2.2
Volvo	31	46	48.4	142	171	20.4	61	88	44.3	343	491	43.1	0.3	0.4
Others	4	31	675.0	73	172	135.6	16	60	275.0	143	401	180.4	0.1	0.3
U.S. MARKET COMPARISON - MARKET TOTALS														
	Feb. 2017	Feb. 2018	% change	YTD 2017	YTD 2018	% change								
Southland	10,155	9,370	-7.7	22,393	22,986	2.6								
Cent./North LA County	25,846	24,567	-4.9	58,784	62,108	5.7								
U.S.	1,334,526	1,304,495	-2.3	2,478,705	2,461,902	-0.7								

The table above shows new retail light vehicle registrations in the Southland and Central/North LA County areas for the following time periods: February 2017 and 2018, and year-to-date figures for 2017 and 2018. 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.)

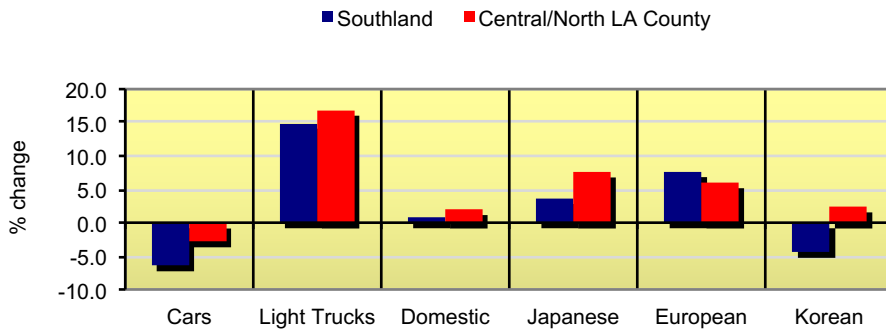
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '18 thru Feb. vs. YTD '17)



Data Source: AutoCount data from Experian.

Percent change in registrations (YTD '18 thru Feb. vs. YTD '17)

Percent Change in New Retail Light Vehicle Registrations (YTD 2018 thru February vs. YTD 2017)



Data Source: AutoCount data from Experian.

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