



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

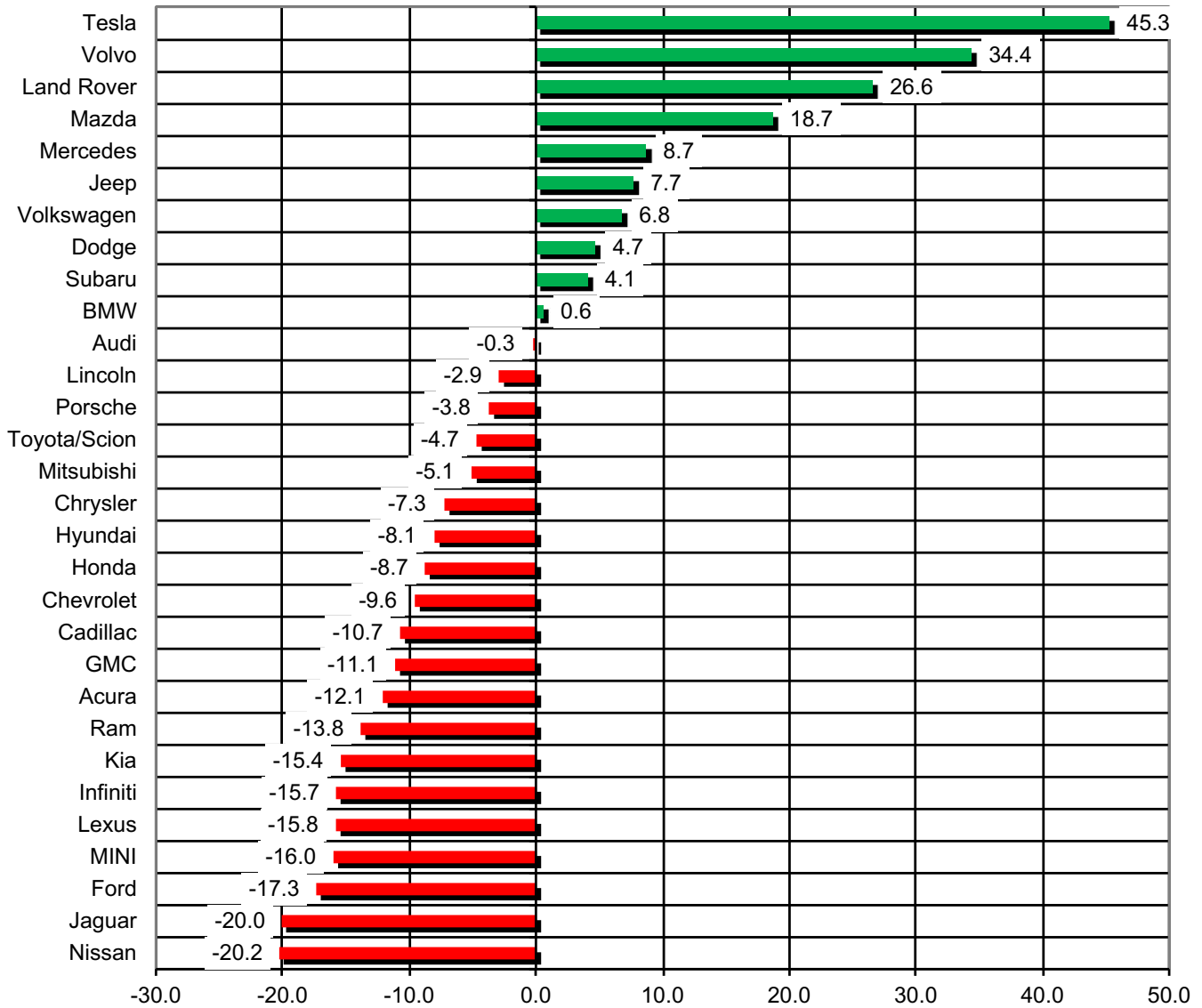
Covering Results thru March 2018



	New Vehicle Registrations - March						New Vehicle Registrations - YTD thru March						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	March 2017	March 2018	% change	March 2017	March 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018
MARKET SUMMARY														
TOTAL	14,027	10,646	-24.1	34,853	26,628	-23.6	36,420	33,632	-7.7	93,637	88,736	-5.2		
Car	7,887	5,608	-28.9	19,763	13,817	-30.1	20,627	17,524	-15.0	52,935	46,018	-13.1	56.6	52.1
Light Truck	6,140	5,038	-17.9	15,090	12,811	-15.1	15,793	16,108	2.0	40,702	42,718	5.0	43.4	47.9
Domestic	3,301	2,484	-24.8	7,031	5,190	-26.2	8,315	7,543	-9.3	18,204	16,576	-8.9	22.8	22.4
Japanese	7,871	5,773	-26.7	17,656	13,508	-23.5	19,968	18,306	-8.3	46,445	44,413	-4.4	54.8	54.4
European	1,323	1,274	-3.7	7,903	6,085	-23.0	4,212	4,379	4.0	22,855	21,942	-4.0	11.6	13.0
Korean	1,532	1,115	-27.2	2,263	1,845	-18.5	3,925	3,404	-13.3	6,133	5,805	-5.3	10.8	10.1
BRAND REGISTRATIONS														
Acura	133	105	-21.1	350	293	-16.3	381	335	-12.1	968	939	-3.0	1.0	1.0
Audi	189	197	4.2	1,220	826	-32.3	617	615	-0.3	3,370	3,137	-6.9	1.7	1.8
BMW	290	297	2.4	1,748	1,335	-23.6	1,039	1,045	0.6	5,320	4,935	-7.2	2.9	3.1
Buick	43	23	-46.5	124	100	-19.4	131	85	-35.1	355	313	-11.8	0.4	0.3
Cadillac	74	47	-36.5	148	136	-8.1	206	184	-10.7	480	510	6.3	0.6	0.5
Chevrolet	1,181	827	-30.0	2,433	1,603	-34.1	2,819	2,549	-9.6	6,065	5,278	-13.0	7.7	7.6
Chrysler	66	38	-42.4	129	93	-27.9	151	140	-7.3	323	330	2.2	0.4	0.4
Dodge	276	238	-13.8	420	361	-14.0	642	672	4.7	1,052	1,061	0.9	1.8	2.0
Fiat	87	10	-88.5	332	47	-85.8	196	51	-74.0	863	260	-69.9	0.5	0.2
Ford	870	600	-31.0	2,050	1,374	-33.0	2,164	1,790	-17.3	4,923	3,922	-20.3	5.9	5.3
GMC	195	138	-29.2	378	244	-35.4	467	415	-11.1	969	855	-11.8	1.3	1.2
Honda	2,600	1,861	-28.4	5,221	3,941	-24.5	6,292	5,745	-8.7	13,603	12,647	-7.0	17.3	17.1
Hyundai	415	340	-18.1	1,120	886	-20.9	1,130	1,039	-8.1	3,145	2,851	-9.3	3.1	3.1
Infiniti	211	123	-41.7	618	441	-28.6	447	377	-15.7	1,622	1,429	-11.9	1.2	1.1
Jaguar	41	25	-39.0	228	108	-52.6	110	88	-20.0	526	433	-17.7	0.3	0.3
Jeep	313	385	23.0	783	735	-6.1	926	997	7.7	2,142	2,161	0.9	2.5	3.0
Kia	1,117	775	-30.6	1,143	959	-16.1	2,795	2,365	-15.4	2,988	2,954	-1.1	7.7	7.0
Land Rover	63	65	3.2	415	425	2.4	188	238	26.6	1,148	1,190	3.7	0.5	0.7
Lexus	408	306	-25.0	1,746	1,341	-23.2	1,257	1,059	-15.8	5,084	4,859	-4.4	3.5	3.1
Lincoln	36	33	-8.3	169	75	-55.6	105	102	-2.9	433	316	-27.0	0.3	0.3
Maserati	26	13	-50.0	126	72	-42.9	74	37	-50.0	346	226	-34.7	0.2	0.1
Mazda	218	225	3.2	814	711	-12.7	567	673	18.7	2,249	2,172	-3.4	1.6	2.0
Mercedes	342	320	-6.4	1,970	1,571	-20.3	1,038	1,128	8.7	5,901	5,970	1.2	2.9	3.4
MINI	61	44	-27.9	191	194	1.6	169	142	-16.0	553	691	25.0	0.5	0.4
Mitsubishi	49	27	-44.9	124	75	-39.5	118	112	-5.1	320	264	-17.5	0.3	0.3
Nissan	1,245	799	-35.8	1,942	1,256	-35.3	3,104	2,477	-20.2	4,986	3,922	-21.3	8.5	7.4
Porsche	43	40	-7.0	314	249	-20.7	156	150	-3.8	917	932	1.6	0.4	0.4
Ram	112	84	-25.0	281	228	-18.9	305	263	-13.8	818	682	-16.6	0.8	0.8
smart	6	0	-100.0	20	5	-75.0	15	2	-86.7	66	23	-65.2	0.0	0.0
Subaru	414	342	-17.4	1,083	842	-22.3	1,013	1,055	4.1	2,704	2,859	5.7	2.8	3.1
Tesla	48	61	27.1	203	251	23.6	203	295	45.3	840	1,199	42.7	0.6	0.9
Toyota/Scion	2,593	1,985	-23.4	5,758	4,608	-20.0	6,789	6,473	-4.7	14,909	15,322	2.8	18.6	19.2
Volkswagen	214	214	0.0	972	851	-12.4	681	727	6.8	2,883	2,810	-2.5	1.9	2.2
Volvo	35	41	17.1	193	203	5.2	96	129	34.4	536	694	29.5	0.3	0.4
Others	13	18	38.5	87	189	117.2	29	78	169.0	230	590	156.5	0.1	0.2
U.S. MARKET COMPARISON - MARKET TOTALS														
	March 2017	March 2018	% change	YTD 2017	YTD 2018	% change								
Southland	14,027	10,646	-24.1	36,420	33,632	-7.7								
Cent./North LA County	34,853	26,628	-23.6	93,637	88,736	-5.2								
U.S.	1,556,481	1,655,864	6.4	4,035,184	4,117,766	2.0								

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

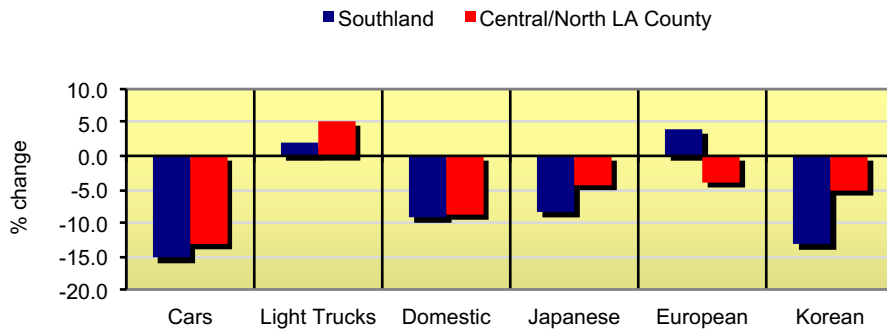
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '18 thru Mar. vs. YTD '17)



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

Data Source: AutoCount data from Experian.

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



Data Source: AutoCount data from Experian.

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