



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: May 2018

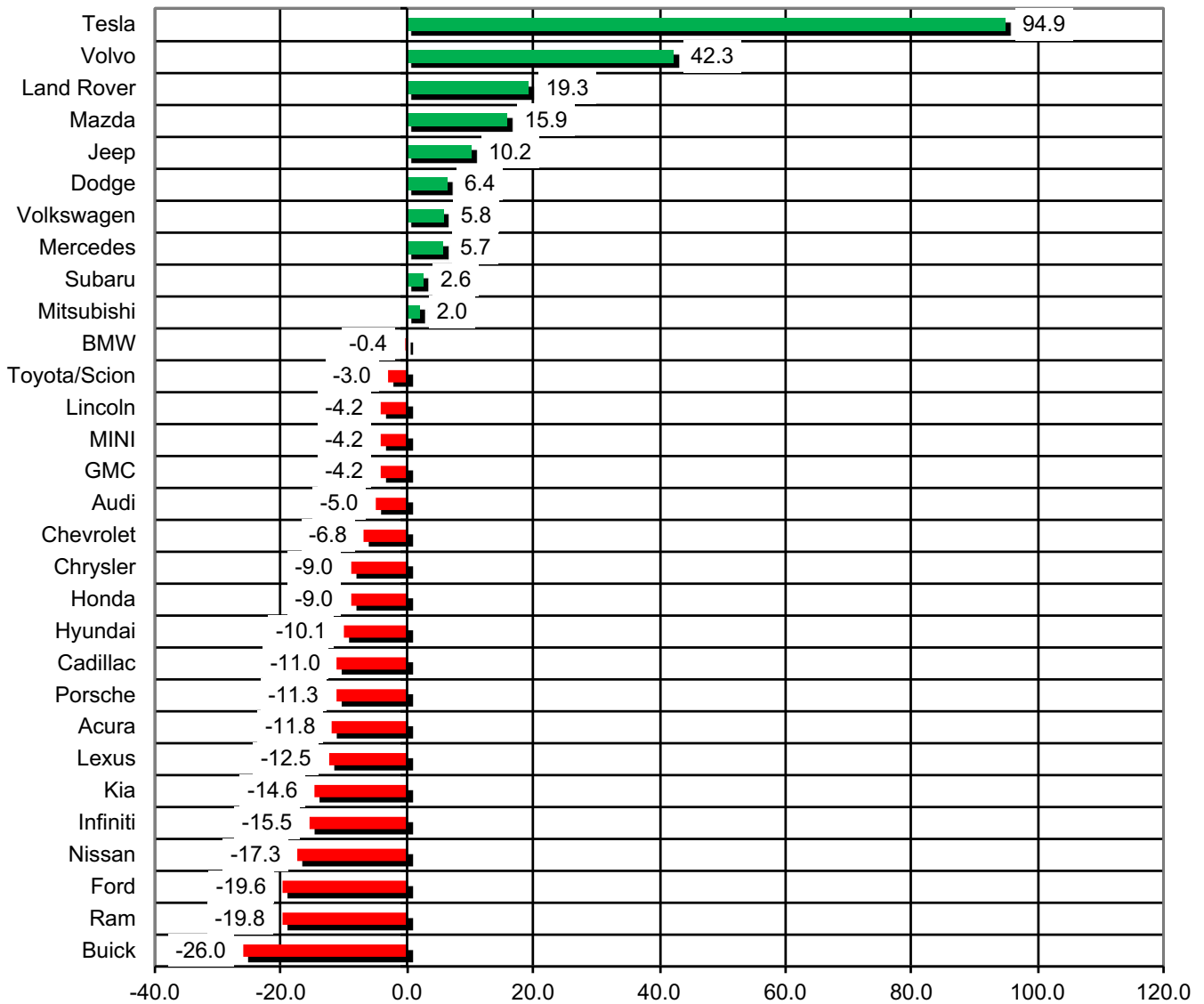
Covering Results thru April 2018



	New Vehicle Registrations - April						New Vehicle Registrations - YTD thru April						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	April 2017	April 2018	% change	April 2017	April 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018
MARKET SUMMARY														
TOTAL	11,640	11,143	-4.3	29,604	28,613	-3.3	48,060	44,775	-6.8	123,241	117,349	-4.8		
Car	6,732	6,111	-9.2	16,940	14,978	-11.6	27,359	23,635	-13.6	69,875	60,975	-12.7	56.9	52.8
Light Truck	4,908	5,032	2.5	12,664	13,635	7.7	20,701	21,140	2.1	53,366	56,374	5.6	43.1	47.2
Domestic	2,628	2,634	0.2	6,012	6,002	-0.2	10,943	10,177	-7.0	24,216	22,578	-6.8	22.8	22.7
Japanese	6,399	6,130	-4.2	14,811	13,888	-6.2	26,367	24,436	-7.3	61,256	58,301	-4.8	54.9	54.6
European	1,312	1,250	-4.7	6,824	6,927	1.5	5,524	5,629	1.9	29,679	28,869	-2.7	11.5	12.6
Korean	1,301	1,129	-13.2	1,957	1,796	-8.2	5,226	4,533	-13.3	8,090	7,601	-6.0	10.9	10.1
BRAND REGISTRATIONS														
Acura	111	99	-10.8	296	307	3.7	492	434	-11.8	1,264	1,246	-1.4	1.0	1.0
Audi	202	163	-19.3	946	878	-7.2	819	778	-5.0	4,316	4,015	-7.0	1.7	1.7
BMW	333	321	-3.6	1,732	1,754	1.3	1,372	1,366	-0.4	7,052	6,689	-5.1	2.9	3.1
Buick	38	40	5.3	124	157	26.6	169	125	-26.0	479	470	-1.9	0.4	0.3
Cadillac	49	43	-12.2	132	156	18.2	255	227	-11.0	612	666	8.8	0.5	0.5
Chevrolet	839	860	2.5	2,353	1,794	-23.8	3,658	3,409	-6.8	8,418	7,072	-16.0	7.6	7.6
Chrysler	61	53	-13.1	97	101	4.1	212	193	-9.0	420	431	2.6	0.4	0.4
Dodge	263	291	10.6	376	402	6.9	905	963	6.4	1,428	1,463	2.5	1.9	2.2
Fiat	63	11	-82.5	301	55	-81.7	259	62	-76.1	1,164	315	-72.9	0.5	0.1
Ford	688	504	-26.7	1,343	1,113	-17.1	2,852	2,294	-19.6	6,266	5,035	-19.6	5.9	5.1
GMC	103	131	27.2	299	274	-8.4	570	546	-4.2	1,268	1,129	-11.0	1.2	1.2
Honda	2,091	1,883	-9.9	4,346	3,815	-12.2	8,383	7,628	-9.0	17,949	16,462	-8.3	17.4	17.0
Hyundai	385	323	-16.1	998	865	-13.3	1,515	1,362	-10.1	4,143	3,716	-10.3	3.2	3.0
Infiniti	148	126	-14.9	577	516	-10.6	595	503	-15.5	2,199	1,945	-11.6	1.2	1.1
Jaguar	42	15	-64.3	187	114	-39.0	152	103	-32.2	713	547	-23.3	0.3	0.2
Jeep	294	348	18.4	601	763	27.0	1,220	1,345	10.2	2,743	2,924	6.6	2.5	3.0
Kia	916	806	-12.0	959	931	-2.9	3,711	3,171	-14.6	3,947	3,885	-1.6	7.7	7.1
Land Rover	71	71	0.0	372	456	22.6	259	309	19.3	1,520	1,646	8.3	0.5	0.7
Lexus	382	375	-1.8	1,743	1,479	-15.1	1,639	1,434	-12.5	6,827	6,338	-7.2	3.4	3.2
Lincoln	39	36	-7.7	115	100	-13.0	144	138	-4.2	548	416	-24.1	0.3	0.3
Maserati	16	7	-56.3	86	64	-25.6	90	44	-51.1	432	290	-32.9	0.2	0.1
Mazda	189	203	7.4	656	635	-3.2	756	876	15.9	2,905	2,807	-3.4	1.6	2.0
Mercedes	303	289	-4.6	1,673	1,680	0.4	1,341	1,417	5.7	7,574	7,650	1.0	2.8	3.2
MINI	67	84	25.4	197	310	57.4	236	226	-4.2	750	1,001	33.5	0.5	0.5
Mitsubishi	31	40	29.0	85	90	5.9	149	152	2.0	405	354	-12.6	0.3	0.3
Nissan	1,013	926	-8.6	1,528	1,385	-9.4	4,117	3,403	-17.3	6,514	5,307	-18.5	8.6	7.6
Porsche	57	39	-31.6	273	310	13.6	213	189	-11.3	1,190	1,242	4.4	0.4	0.4
Ram	120	78	-35.0	240	203	-15.4	425	341	-19.8	1,058	885	-16.4	0.9	0.8
smart	7	3	-57.1	25	12	-52.0	22	5	-77.3	91	35	-61.5	0.0	0.0
Subaru	320	313	-2.2	899	933	3.8	1,333	1,368	2.6	3,603	3,792	5.2	2.8	3.1
Tesla	71	239	236.6	395	950	140.5	274	534	94.9	1,235	2,149	74.0	0.6	1.2
Toyota/Scion	2,114	2,165	2.4	4,681	4,728	1.0	8,903	8,638	-3.0	19,590	20,050	2.3	18.5	19.3
Volkswagen	181	185	2.2	721	783	8.6	862	912	5.8	3,604	3,593	-0.3	1.8	2.0
Volvo	27	46	70.4	153	231	51.0	123	175	42.3	689	925	34.3	0.3	0.4
Others	6	27	350.0	95	269	183.2	35	105	200.0	325	859	164.3	0.1	0.2
U.S. MARKET COMPARISON - MARKET TOTALS														
	April 2017	April 2018	% change	YTD 2017	YTD 2018	% change								
Southland	11,640	11,143	-4.3	48,060	44,775	-6.8								
Cent./North LA County	29,604	28,613	-3.3	123,241	117,349	-4.8								
U.S.	1,426,920	1,357,858	-4.8	5,462,029	5,475,558	0.2								

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

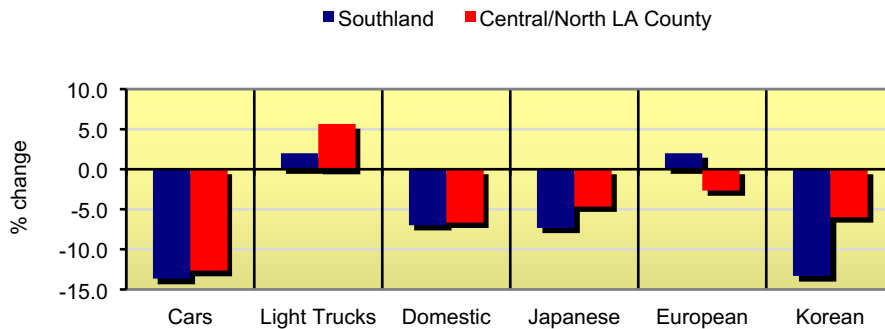
Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '18 thru Apr. vs. YTD '17)



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

Data Source: AutoCount data from Experian.

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



Data Source: AutoCount data from Experian.

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