



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: June 2018

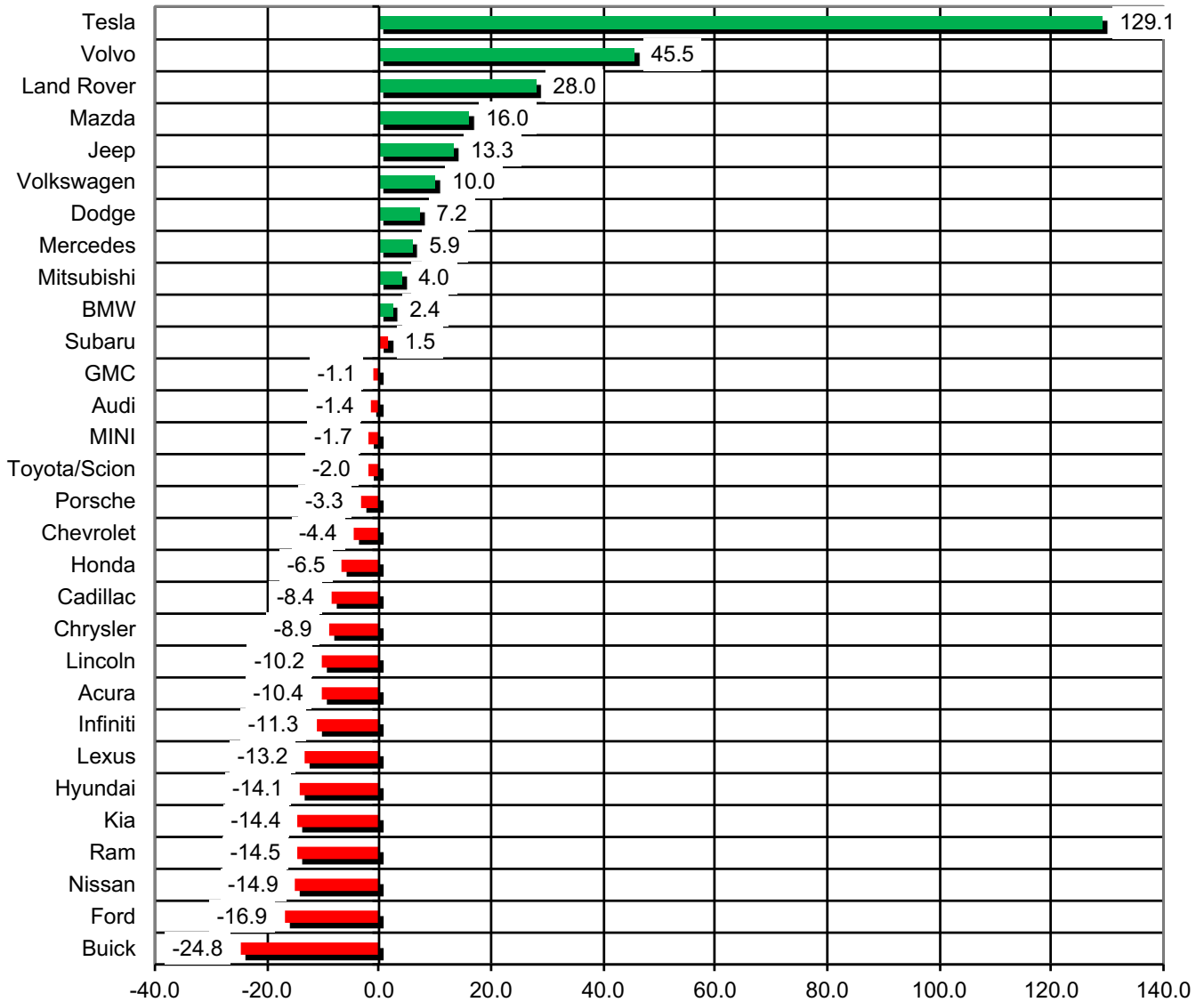
Covering Results thru May 2018



	New Vehicle Registrations - May						New Vehicle Registrations - YTD thru May						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	May 2017	May 2018	% change	May 2017	May 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018
<b>MARKET SUMMARY</b>														
TOTAL	13,154	13,332	1.4	33,938	33,603	-1.0	61,214	58,107	-5.1	157,179	150,952	-4.0		
Car	7,549	7,020	-7.0	19,068	17,381	-8.8	34,908	30,655	-12.2	88,943	78,356	-11.9	57.0	52.8
Light Truck	5,605	6,312	12.6	14,870	16,222	9.1	26,306	27,452	4.4	68,236	72,596	6.4	43.0	47.2
Domestic	2,874	3,103	8.0	6,403	6,994	9.2	13,817	13,280	-3.9	30,619	29,572	-3.4	22.6	22.9
Japanese	7,431	7,417	-0.2	17,385	16,566	-4.7	33,798	31,853	-5.8	78,641	74,867	-4.8	55.2	54.8
European	1,356	1,588	17.1	7,802	7,978	2.3	6,880	7,217	4.9	37,481	36,847	-1.7	11.2	12.4
Korean	1,493	1,224	-18.0	2,348	2,065	-12.1	6,719	5,757	-14.3	10,438	9,666	-7.4	11.0	9.9
<b>BRAND REGISTRATIONS</b>														
Acura	125	119	-4.8	384	325	-15.4	617	553	-10.4	1,648	1,571	-4.7	1.0	1.0
Audi	219	245	11.9	1,243	1,110	-10.7	1,038	1,023	-1.4	5,559	5,125	-7.8	1.7	1.8
BMW	302	348	15.2	1,664	1,781	7.0	1,674	1,714	2.4	8,716	8,470	-2.8	2.7	2.9
Buick	53	42	-20.8	130	120	-7.7	222	167	-24.8	609	590	-3.1	0.4	0.3
Cadillac	55	57	3.6	170	162	-4.7	310	284	-8.4	782	828	5.9	0.5	0.5
Chevrolet	907	954	5.2	2,168	2,026	-6.5	4,565	4,363	-4.4	10,586	9,098	-14.1	7.5	7.5
Chrysler	58	53	-8.6	140	143	2.1	270	246	-8.9	560	574	2.5	0.4	0.4
Dodge	309	338	9.4	448	516	15.2	1,214	1,301	7.2	1,876	1,979	5.5	2.0	2.2
Fiat	35	10	-71.4	234	44	-81.2	294	72	-75.5	1,398	359	-74.3	0.5	0.1
Ford	717	673	-6.1	1,622	1,487	-8.3	3,569	2,967	-16.9	7,888	6,522	-17.3	5.8	5.1
GMC	145	161	11.0	288	239	-17.0	715	707	-1.1	1,556	1,368	-12.1	1.2	1.2
Honda	2,506	2,548	1.7	5,343	4,947	-7.4	10,889	10,176	-6.5	23,292	21,409	-8.1	17.8	17.5
Hyundai	498	368	-26.1	1,222	1,016	-16.9	2,013	1,730	-14.1	5,365	4,732	-11.8	3.3	3.0
Infiniti	130	140	7.7	466	444	-4.7	725	643	-11.3	2,665	2,389	-10.4	1.2	1.1
Jaguar	40	28	-30.0	261	144	-44.8	192	131	-31.8	974	691	-29.1	0.3	0.2
Jeep	372	459	23.4	823	995	20.9	1,592	1,804	13.3	3,566	3,919	9.9	2.6	3.1
Kia	995	856	-14.0	1,126	1,049	-6.8	4,706	4,027	-14.4	5,073	4,934	-2.7	7.7	6.9
Land Rover	62	102	64.5	439	490	11.6	321	411	28.0	1,959	2,136	9.0	0.5	0.7
Lexus	470	396	-15.7	1,792	1,778	-0.8	2,109	1,830	-13.2	8,619	8,116	-5.8	3.4	3.1
Lincoln	42	29	-31.0	150	138	-8.0	186	167	-10.2	698	554	-20.6	0.3	0.3
Maserati	19	11	-42.1	120	71	-40.8	109	55	-49.5	552	361	-34.6	0.2	0.1
Mazda	211	246	16.6	791	798	0.9	967	1,122	16.0	3,696	3,605	-2.5	1.6	1.9
Mercedes	344	368	7.0	2,004	2,044	2.0	1,685	1,785	5.9	9,578	9,694	1.2	2.8	3.1
MINI	58	63	8.6	263	237	-9.9	294	289	-1.7	1,013	1,238	22.2	0.5	0.5
Mitsubishi	49	54	10.2	127	108	-15.0	198	206	4.0	532	462	-13.2	0.3	0.4
Nissan	1,024	972	-5.1	1,674	1,444	-13.7	5,141	4,375	-14.9	8,188	6,751	-17.6	8.4	7.5
Porsche	57	72	26.3	366	388	6.0	270	261	-3.3	1,556	1,630	4.8	0.4	0.4
Ram	142	144	1.4	328	300	-8.5	567	485	-14.5	1,386	1,185	-14.5	0.9	0.8
smart	6	3	-50.0	19	9	-52.6	28	8	-71.4	110	44	-60.0	0.0	0.0
Subaru	342	332	-2.9	966	1,041	7.8	1,675	1,700	1.5	4,569	4,833	5.8	2.7	2.9
Tesla	39	183	369.2	171	878	413.5	313	717	129.1	1,406	3,027	115.3	0.5	1.2
Toyota/Scion	2,574	2,610	1.4	5,842	5,681	-2.8	11,477	11,248	-2.0	25,432	25,731	1.2	18.7	19.4
Volkswagen	201	257	27.9	880	1,008	14.5	1,063	1,169	10.0	4,484	4,601	2.6	1.7	2.0
Volvo	31	49	58.1	145	317	118.6	154	224	45.5	834	1,242	48.9	0.3	0.4
Others	17	42	147.1	129	325	151.9	52	147	182.7	454	1,184	160.8	0.1	0.3
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	May 2017	May 2018	% change	YTD 2017	YTD 2018	% change								
Southland	13,154	13,332	1.4	61,214	58,107	-5.1								
Cent./North LA County	33,938	33,603	-1.0	157,179	150,952	-4.0								
U.S.	1,519,777	1,590,729	4.7	6,981,808	7,066,295	1.2								

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

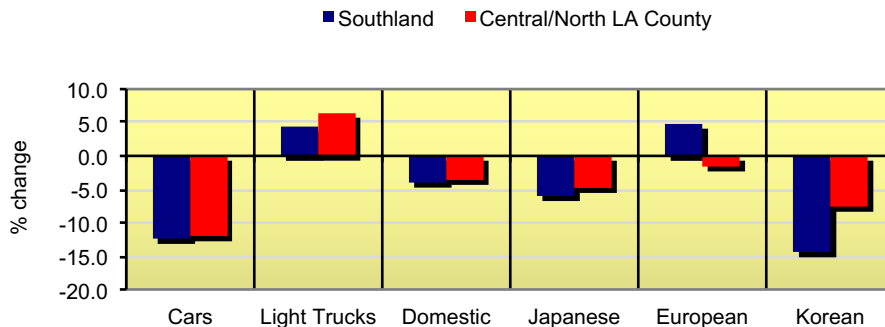
**Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '18 thru May vs. YTD '17)**



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

Data Source: AutoCount data from Experian.

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



Data Source: AutoCount data from Experian.

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