



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

Presented by:

Los Angeles Times

Comprehensive information on the Southland Area new retail vehicle market

Released: July 2018

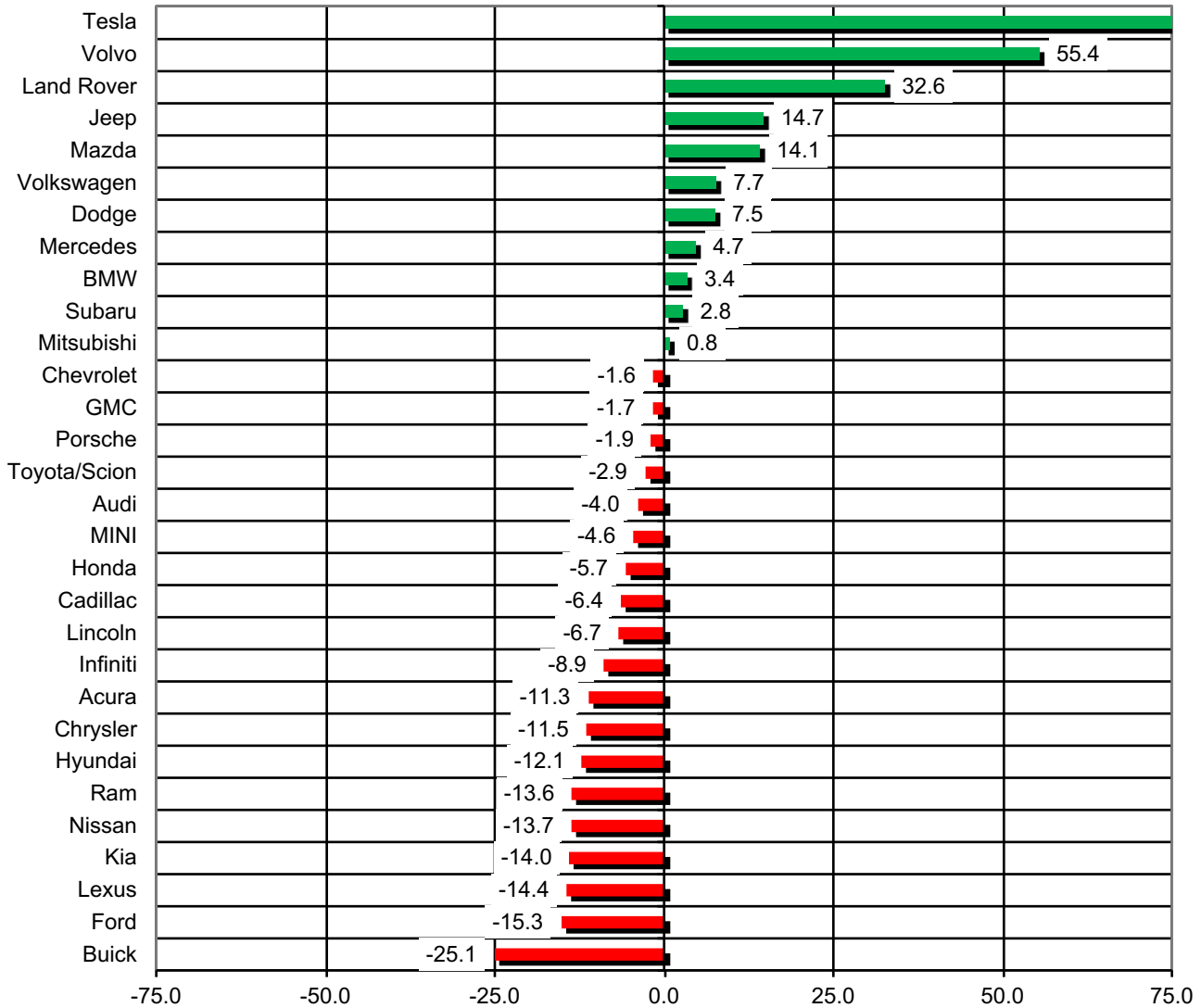
Covering Results thru June 2018



	New Vehicle Registrations - June						New Vehicle Registrations - YTD thru June						Market Share	
	Southland			Central/North LA County			Southland			Central/North LA County			Southland	
	June 2017	June 2018	% change	June 2017	June 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018	% change	YTD 2017	YTD 2018
<b>MARKET SUMMARY</b>														
TOTAL	11,971	11,765	-1.7	30,985	29,625	-4.4	73,185	69,872	-4.5	188,164	180,577	-4.0		
Car	6,605	6,149	-6.9	17,220	14,930	-13.3	41,513	36,804	-11.3	106,163	93,286	-12.1	56.7	52.7
Light Truck	5,366	5,616	4.7	13,765	14,695	6.8	31,672	33,068	4.4	82,001	87,291	6.5	43.3	47.3
Domestic	2,631	2,864	8.9	5,961	6,249	4.8	16,448	16,144	-1.8	36,580	35,821	-2.1	22.5	23.1
Japanese	6,772	6,422	-5.2	16,048	14,584	-9.1	40,570	38,275	-5.7	94,689	89,451	-5.5	55.4	54.8
European	1,246	1,276	2.4	6,836	6,694	-2.1	8,126	8,493	4.5	44,317	43,541	-1.8	11.1	12.2
Korean	1,322	1,203	-9.0	2,140	2,098	-2.0	8,041	6,960	-13.4	12,578	11,764	-6.5	11.0	10.0
<b>BRAND REGISTRATIONS</b>														
Acura	103	86	-16.5	339	315	-7.1	720	639	-11.3	1,987	1,886	-5.1	1.0	0.9
Audi	203	168	-17.2	1,096	920	-16.1	1,241	1,191	-4.0	6,655	6,045	-9.2	1.7	1.7
BMW	275	302	9.8	1,370	1,521	11.0	1,949	2,016	3.4	10,086	9,991	-0.9	2.7	2.9
Buick	25	18	-28.0	121	77	-36.4	247	185	-25.1	730	667	-8.6	0.3	0.3
Cadillac	47	50	6.4	170	175	2.9	357	334	-6.4	952	1,003	5.4	0.5	0.5
Chevrolet	835	952	14.0	1,739	1,717	-1.3	5,400	5,315	-1.6	12,325	10,815	-12.3	7.4	7.6
Chrysler	70	55	-21.4	120	94	-21.7	340	301	-11.5	680	668	-1.8	0.5	0.4
Dodge	234	255	9.0	388	399	2.8	1,448	1,556	7.5	2,264	2,378	5.0	2.0	2.2
Fiat	41	9	-78.0	206	39	-81.1	335	81	-75.8	1,604	398	-75.2	0.5	0.1
Ford	701	651	-7.1	1,790	1,577	-11.9	4,270	3,618	-15.3	9,678	8,099	-16.3	5.8	5.2
GMC	115	109	-5.2	249	189	-24.1	830	816	-1.7	1,805	1,557	-13.7	1.1	1.2
Honda	2,131	2,099	-1.5	4,622	4,329	-6.3	13,020	12,275	-5.7	27,914	25,738	-7.8	17.8	17.6
Hyundai	414	403	-2.7	1,107	1,036	-6.4	2,427	2,133	-12.1	6,472	5,768	-10.9	3.3	3.1
Infiniti	129	135	4.7	452	408	-9.7	854	778	-8.9	3,117	2,797	-10.3	1.2	1.1
Jaguar	34	18	-47.1	182	100	-45.1	226	149	-34.1	1,156	791	-31.6	0.3	0.2
Jeep	363	438	20.7	761	956	25.6	1,955	2,242	14.7	4,327	4,875	12.7	2.7	3.2
Kia	908	800	-11.9	1,033	1,062	2.8	5,614	4,827	-14.0	6,106	5,996	-1.8	7.7	6.9
Land Rover	56	89	58.9	317	402	26.8	377	500	32.6	2,276	2,538	11.5	0.5	0.7
Lexus	425	340	-20.0	1,707	1,350	-20.9	2,534	2,170	-14.4	10,326	9,466	-8.3	3.5	3.1
Lincoln	39	43	10.3	150	148	-1.3	225	210	-6.7	848	702	-17.2	0.3	0.3
Maserati	17	14	-17.6	82	56	-31.7	126	69	-45.2	634	417	-34.2	0.2	0.1
Mazda	220	232	5.5	734	739	0.7	1,187	1,354	14.1	4,430	4,344	-1.9	1.6	1.9
Mercedes	305	298	-2.3	1,730	1,699	-1.8	1,990	2,083	4.7	11,308	11,393	0.8	2.7	3.0
MINI	54	43	-20.4	250	188	-24.8	348	332	-4.6	1,263	1,426	12.9	0.5	0.5
Mitsubishi	48	42	-12.5	108	87	-19.4	246	248	0.8	640	549	-14.2	0.3	0.4
Nissan	1,029	949	-7.8	1,495	1,332	-10.9	6,170	5,324	-13.7	9,683	8,083	-16.5	8.4	7.6
Porsche	46	49	6.5	351	281	-19.9	316	310	-1.9	1,907	1,911	0.2	0.4	0.4
Ram	119	108	-9.2	268	258	-3.7	686	593	-13.6	1,654	1,443	-12.8	0.9	0.8
smart	6	0	-100.0	13	11	-15.4	34	8	-76.5	123	55	-55.3	0.0	0.0
Subaru	302	332	9.9	937	1,026	9.5	1,977	2,032	2.8	5,506	5,859	6.4	2.7	2.9
Tesla	42	176	319.0	246	667	171.1	355	893	151.5	1,652	3,694	123.6	0.5	1.3
Toyota/Scion	2,385	2,207	-7.5	5,654	4,998	-11.6	13,862	13,455	-2.9	31,086	30,729	-1.1	18.9	19.3
Volkswagen	213	205	-3.8	938	935	-0.3	1,276	1,374	7.7	5,422	5,536	2.1	1.7	2.0
Volvo	21	48	128.6	151	281	86.1	175	272	55.4	985	1,523	54.6	0.2	0.4
Others	16	42	162.5	109	253	132.1	68	189	177.9	563	1,437	155.2	0.1	0.3
<b>U.S. MARKET COMPARISON - MARKET TOTALS</b>														
	June 2017	June 2018	% change	YTD 2017	YTD 2018	% change								
Southland	11,971	11,765	-1.7	73,185	69,872	-4.5								
Cent./North LA County	30,985	29,625	-4.4	188,164	180,577	-4.0								
U.S.	1,474,886	1,551,399	5.2	8,456,694	8,617,655	1.9								

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

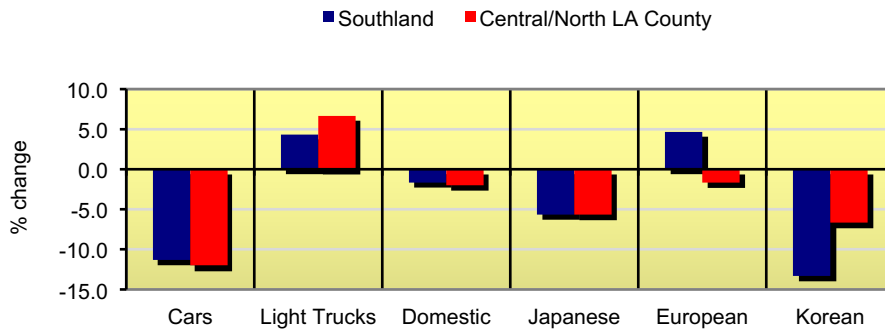
**Percent Change in New Retail Light Vehicle Registrations for Top 30 Selling Brands (YTD '18 thru June vs. YTD '17)**



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

Data Source: AutoCount data from Experian.

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



Data Source: AutoCount data from Experian.

Publication sponsored by:

**Los Angeles Times**

Online inventory powered by

**cars.com**

**SMCDA**

**SOUTHLAND MOTOR CAR DEALERS ASSOCIATION**