

Los Angeles Auto Outlook TM

Comprehensive information on the South Florida new vehicle market

Sponsored by:



YTD thru April 2022
% Change In
New Retail Market
vs. Year Earlier



Light trucks
-10.6%



Cars
-19.0%

Los Angeles County New Retail Light Vehicle Registrations

	Light Trucks	Cars	TOTAL
YTD '21 thru Apr.	90,980	56,091	147,071
YTD '22 thru Apr.	81,299	45,453	126,752
% change	-10.6%	-19.0%	-13.8%
Apr-21	24,349	16,343	40,692
Apr-22	19,289	10,336	29,625
% change	-20.8%	-36.8%	-27.2%

Data Source: AutoCount data from Experian

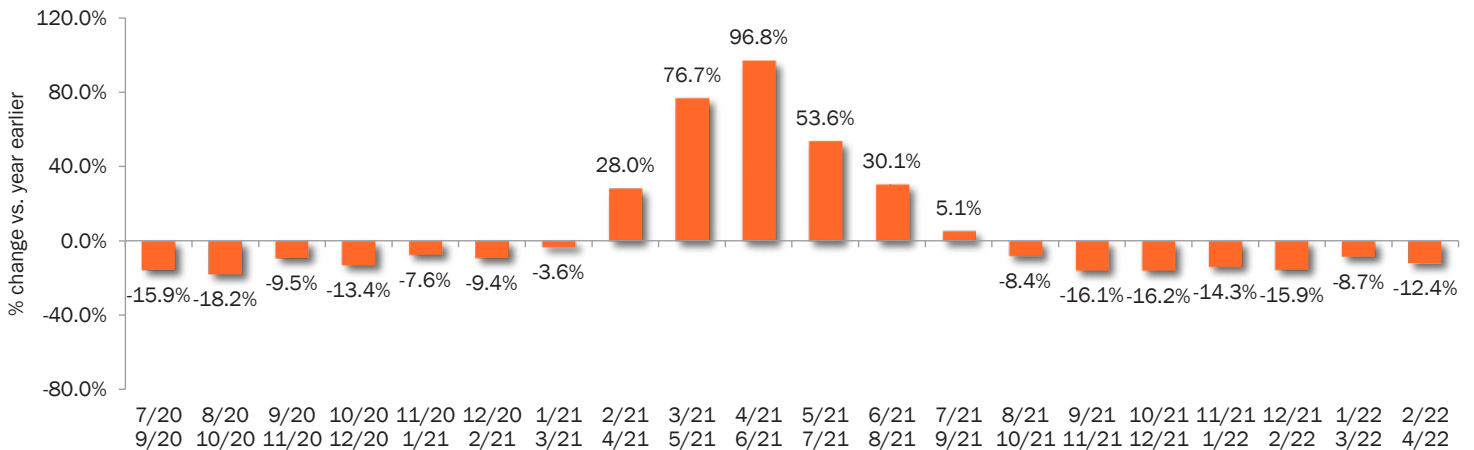
QUICK FACTS

New retail light vehicle registrations in Los Angeles County declined 13.8% during the first four months of this year versus year earlier. U.S. market fell by an estimated 16.6%

Registrations increased for Genesis, Tesla, Mitsubishi, Mazda, MINI, and Kia. (Among top 30 selling brands only.)

Toyota, Tesla, Honda, Kia, and BMW were market share leaders during the first four months of this year.

Percent Change in Three Month Moving Average of New Retail Registrations versus Same Period Year Earlier



The graph above provides a clear picture of the trending direction of the state market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

Data Source: AutoCount data from Experian.


Data Information

Data presented in Auto Outlook measures new retail vehicle registrations in the South Florida Area (Broward, Dade, Monroe, and Palm Beach counties). Monthly recording of registrations occurs when vehicle title information is processed, which may differ from date of sale. Title recording can occasionally be subject to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results

**Change in New Retail
Light Vehicle Registrations
YTD '22 thru April
vs. Year Earlier**

**DOMESTIC
BRANDS**
 **UP
0.5%**

**EUROPEAN
BRANDS**
 **DOWN
20.07%**

**JAPANESE
BRANDS**
 **DOWN
20.7%**

**KOREAN
BRANDS**
 **DOWN
1.7%**

Los Angeles County New Retail Car and Light Truck Registrations									
	Three Month Period Feb. '22 thru Apr. '22			YTD thru Apr.			YTD Market Share (%)		
	Yr. Ago	Current	% chg.	2021	2022	% chg.	2021	2022	Chg.
TOTAL	111,340	97,578	-12.4%	147,071	126,752	-13.8%			
Cars	42,790	34,411	-19.6%	56,091	45,453	-19.0%	38.1	35.9	-2.3
Trucks	68,550	63,167	-7.9%	90,980	81,299	-10.6%	61.9	64.1	2.3
Domestic Brands	26,449	27,232	3.0%	35,700	35,865	0.5%	24.3	28.3	4.0
European Brands	22,216	18,100	-18.5%	29,642	23,726	-20.0%	20.2	18.7	-1.4
Japanese Brands	53,213	42,429	-20.3%	69,278	54,921	-20.7%	47.1	43.3	-3.8
Korean Brands	9,462	9,818	3.8%	12,451	12,241	-1.7%	8.5	9.7	1.2
Acura	936	788	-15.8%	1,270	1,011	-20.4%	0.9	0.8	-0.1
Alfa Romeo	536	240	-55.2%	751	352	-53.1%	0.5	0.3	-0.2
Audi	3,634	2,247	-38.2%	4,668	2,728	-41.6%	3.2	2.2	-1.0
BMW	5,011	4,968	-0.9%	6,745	6,665	-1.2%	4.6	5.3	0.7
Buick	193	88	-54.4%	256	116	-54.7%	0.2	0.1	-0.1
Cadillac	611	555	-9.2%	867	668	-23.0%	0.6	0.5	-0.1
Chevrolet	6,251	4,008	-35.9%	8,186	5,003	-38.9%	5.6	3.9	-1.6
Chrysler	321	132	-58.9%	394	158	-59.9%	0.3	0.1	-0.1
Dodge	1,782	957	-46.3%	2,202	1,270	-42.3%	1.5	1.0	-0.5
Ford	4,792	4,811	0.4%	6,222	6,072	-2.4%	4.2	4.8	0.6
Genesis	180	437	142.8%	246	574	133.3%	0.2	0.5	0.3
GMC	975	872	-10.6%	1,369	1,087	-20.6%	0.9	0.9	-0.1
Honda	14,626	10,768	-26.4%	18,683	13,955	-25.3%	12.7	11.0	-1.7
Hyundai	3,736	3,459	-7.4%	4,903	4,311	-12.1%	3.3	3.4	0.1
Infiniti	734	478	-34.9%	985	642	-34.8%	0.7	0.5	-0.2
Jaguar	198	124	-37.4%	240	146	-39.2%	0.2	0.1	0.0
Jeep	3,247	3,059	-5.8%	4,206	3,942	-6.3%	2.9	3.1	0.3
Kia	5,546	5,922	6.8%	7,302	7,356	0.7%	5.0	5.8	0.8
Land Rover	1,594	990	-37.9%	2,146	1,269	-40.9%	1.5	1.0	-0.5
Lexus	5,353	4,179	-21.9%	7,427	5,440	-26.8%	5.0	4.3	-0.8
Lincoln	309	208	-32.7%	451	265	-41.2%	0.3	0.2	-0.1
Maserati	99	117	18.2%	132	145	9.8%	0.1	0.1	0.0
Mazda	2,342	2,492	6.4%	3,011	3,138	4.2%	2.0	2.5	0.4
Mercedes	5,557	4,667	-16.0%	7,490	6,173	-17.6%	5.1	4.9	-0.2
MINI	431	399	-7.4%	571	583	2.1%	0.4	0.5	0.1
Mitsubishi	229	314	37.1%	287	393	36.9%	0.2	0.3	0.1
Nissan	4,353	4,005	-8.0%	5,516	5,291	-4.1%	3.8	4.2	0.4
Other	320	229	-28.4%	402	290	-27.9%	0.3	0.2	0.0
Porsche	1,350	1,179	-12.7%	1,801	1,563	-13.2%	1.2	1.2	0.0
Ram	1,631	1,246	-23.6%	2,141	1,637	-23.5%	1.5	1.3	-0.2
Subaru	3,669	3,459	-5.7%	4,795	4,522	-5.7%	3.3	3.6	0.3
Tesla	6,337	11,296	78.3%	9,406	15,647	66.4%	6.4	12.3	5.9
Toyota	20,971	15,946	-24.0%	27,304	20,529	-24.8%	18.6	16.2	-2.4
Volkswagen	2,596	2,141	-17.5%	3,469	2,751	-20.7%	2.4	2.2	-0.2
Volvo	890	799	-10.2%	1,227	1,061	-13.5%	0.8	0.8	0.0

Top ten are shaded yellow.

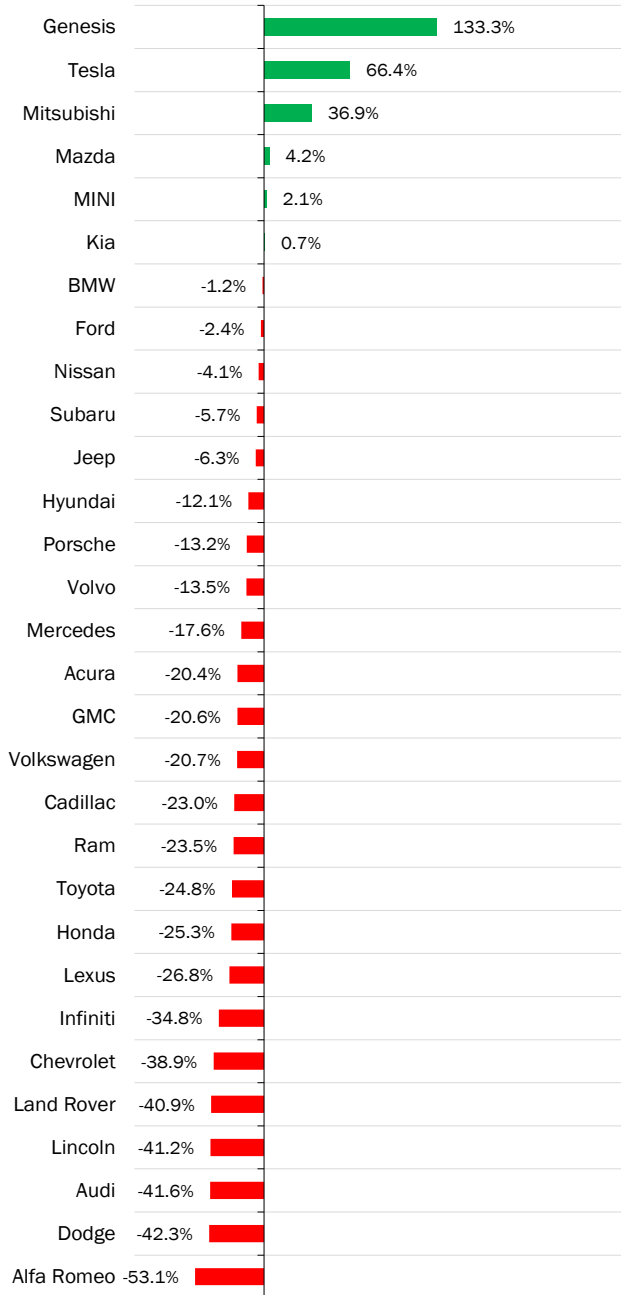
Source: AutoCount data from Experian

At Auto Outlook, we strive to provide accurate analyses based upon the data available to us. Auto Outlook can make no representation or warranty with respect to the accuracy or completeness of the data we provide or the projections that we make based upon such data. Auto Outlook expressly disclaims any such warranties, and undue reliance should not be placed on any analysis. Auto Outlook undertakes no obligation to revise any forecasts or analyses, whether as a result of any new data, the occurrence of future events, or otherwise.

BRAND RESULTS



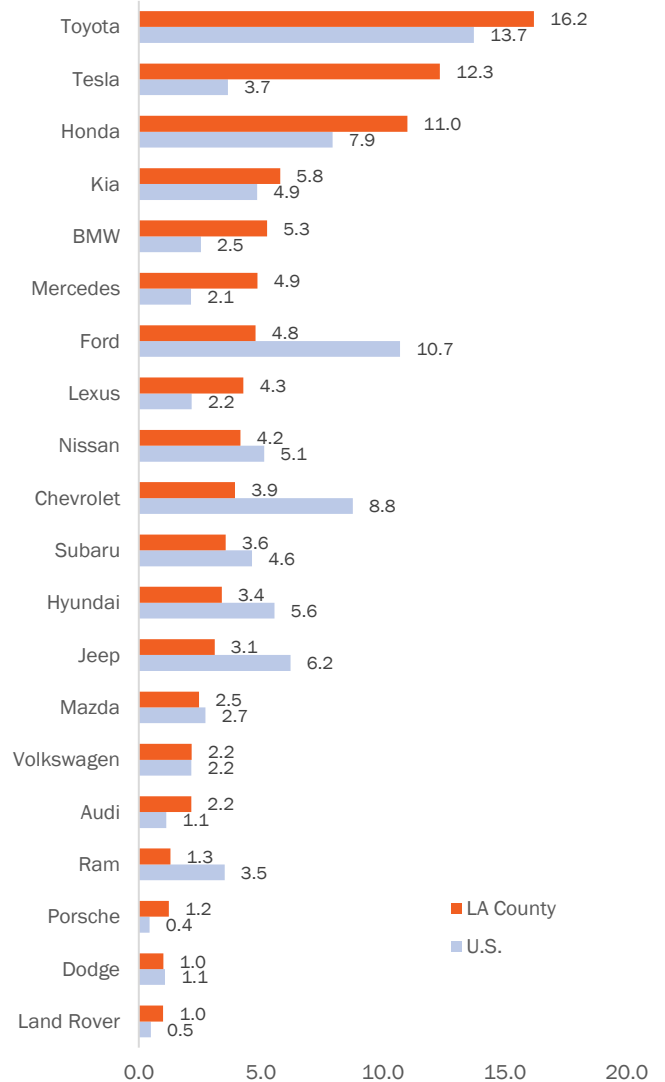
**Percent Change in Registrations
YTD '22 (Apr.) vs. YTD '21
(Top 30 selling brands)**



Registrations increased for Genesis, Tesla, Mitsubishi, Mazda, MINI, and Kia

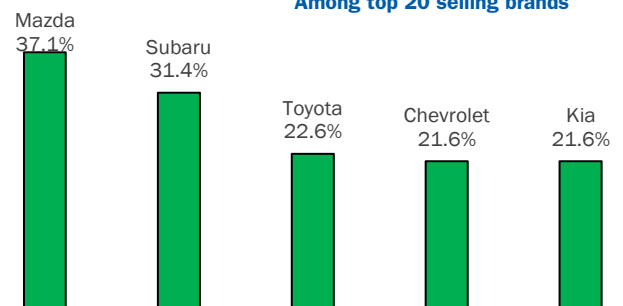


**County and U.S. Market Share - YTD '22
(Top 20 selling brands in area)**



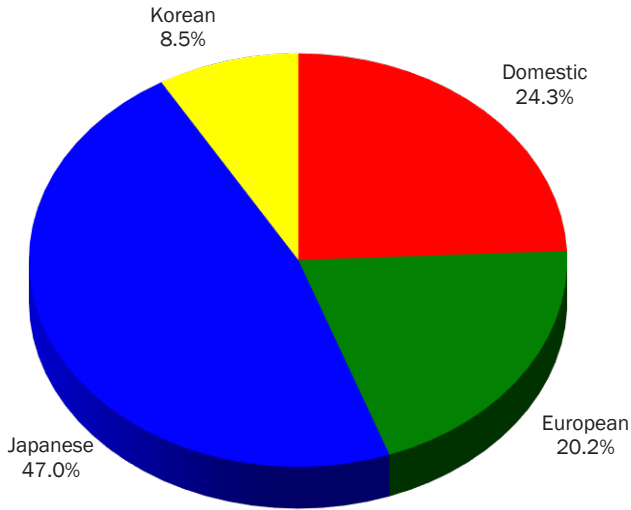
Brands On the Move

**Largest % increase in registrations
during past 3 months (Feb '22 thru Apr '22)
preceding 3 months (Nov '21 thru Jan '22)
Among top 20 selling brands**

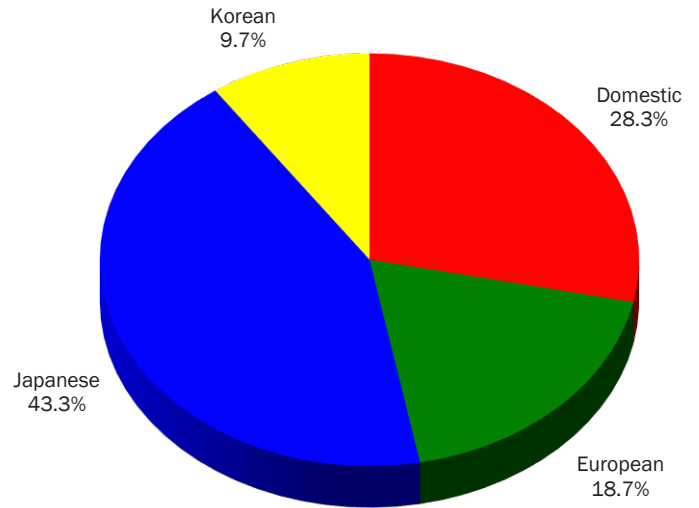


Market Share for Japanese, Detroit Three, European, and Korean Brands

YTD 2021 thru April

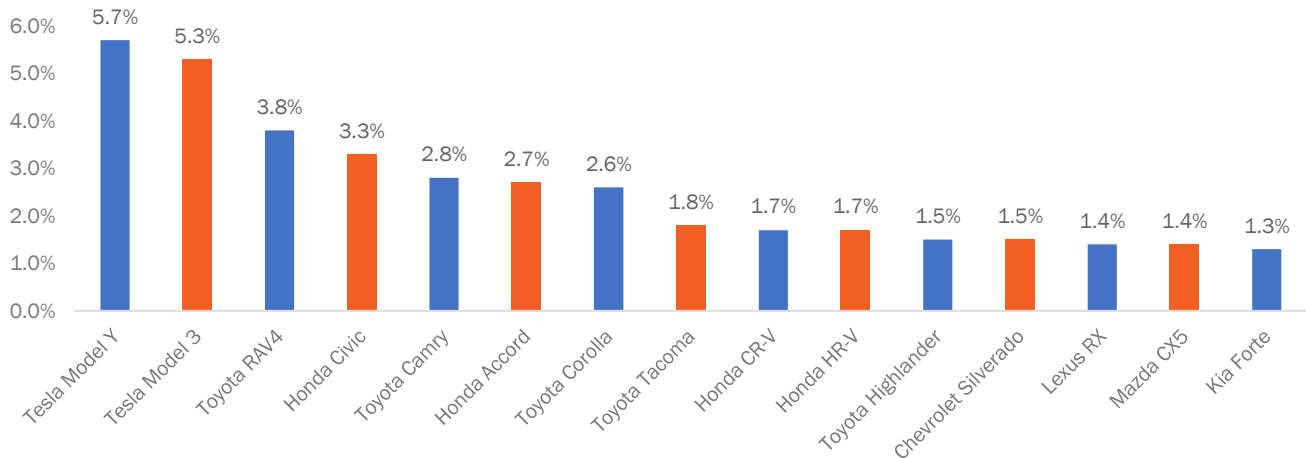


YTD 2022 thru April



Data Source: AutoCount data from Experian.

Market Share for Top 15 Selling Models in LA County - YTD 2022 thru April



Data Source: AutoCount data from Experian.

Los Angeles Auto Outlook

Published for:
 Greater Los Angeles New Car Dealers Association
 700 N. Central Ave, #320
 Glendale, CA 91203
 Phone: 213-748-0240
 www.glanccda.org

Published by:
 Auto Outlook, Inc.
 PO Box 390
 Exton, PA 19341
 Phone: 610-640-1233
 Email: jfoltz@autooutlook.com

Copyright Auto Outlook, Inc., May 2022

Los Angeles Auto Outlook is distributed free of charge to all members of the Greater Los Angeles New Car Dealers Association. The publication is sponsored and supported by GLANCCDA. Los Angeles Auto Outlook is published and edited by Auto Outlook, Inc., an independent automotive market research firm. Opinions in Los Angeles Auto Outlook are solely those of Auto Outlook, Inc., and are not necessarily shared by GLANCCDA.

Any material quoted must be attributed to Los Angeles Auto Outlook, published by Auto Outlook, Inc. on behalf of the Greater Los Angeles New Car Dealers Association. Data source must also be shown as "Data Source: AutoCount Data from Experian." Please contact GLANCCDA with any questions or comments regarding the publication.