



LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #3 – 2017



Bob Smith
Executive Director

As we are into the final month of Q3, the automobile business continues to thrive even if sales figures have slowed from 2016.

The work of the association is continuing, and the lobbying efforts at the national level are taking place at this time. Speaking for all our dealer members, the primary areas of legislative focus this year center around autonomous vehicles, tax reform, and safety recalls and their impact on dealers. The meetings and briefings here continue to open up dialogue with elected officials. Whether we are seeking support of legislation that we have identified as beneficial to the operating interests of dealers, or simply objecting to legislation that may restrict business in ways that are unnecessary, we are here having productive conversations.

If you are a member, you will soon benefit from a complimentary Los Angeles Auto Show ticket package that is available only to dealer members who have paid by October 15, 2017. This year the show will grow once again with more media day coverage, and public day attendance than ever before. If you are not a member, please contact me to discuss at 213-748-0243.

There are numerous education and industry events upcoming that we encourage you to sup-

port and attend. The automotive industry is stronger when we come together to uphold the highest standards of professional excellence. The work of the association is strongest when Dealers lend their voice to our message aimed at elected officials, in city hall, or the capitol buildings in Sacramento or Washington D.C.

DATES TO REMEMBER:

Sept. 12-13 - Washington DC Lobbying event (autonomous cars, tax reform, overly broad vehicle recall legislation)

Oct. 11 - Glannda fixed ops seminar for Dealer principals, General Managers, and Service Managers (8:30am - 4:30pm) at Universal Sheraton Hotel

Oct. 16 - Glannda membership deadline to receive complimentary ticket package (125 any day tickets) to internationally-acclaimed Los Angeles Auto Show (see below)

Oct. 24-25 - ATAE legislative conference in Chicago

Nov. 7-9 - ATAE western region convention Rancho Mirage Ritz Carlton

Nov. 28 - Auto Conference Los Angeles at Intercontinental Hotel with JD Power/NADA

Nov. 28-30 - Auto Mobility and Los Angeles Auto Show Press Days

Dec. 1-9 - Los Angeles Auto Show Public Days

California has big stake in Tesla's new car, and it may get bigger

By Dan Walters, *CalMatters.org*

Tesla delivered the first of its new and much less expensive battery-powered cars last week, betting that it can move beyond producing a relative few luxury vehicles and become a mass producer.

Tesla founder Elon Musk drove a Model 3, whose prices begin at \$35,000, onto a stage at Tesla's Fremont factory to kick off sales, and declared, "The whole point of this company was to make a really great, affordable electric car. And we finally have it."

California has a big stake in whether Musk's "moment of truth," as the New York Times terms it, pays off.

California's politicians and civic leaders have portrayed Tesla as the crown jewel of the state's efforts to build a new economy for the 21st century while dramatically reducing carbon emissions. Gov. Jerry Brown has set a goal of having 1.5 million battery- or hydrogen-powered "zero emission vehicles" or ZEVs on California roads by 2025, roughly five times their current numbers, with ZEVs being 15 percent of all new car sales by then.

Toward that end, the state has been an indirect investor in Tesla through corporate tax breaks and direct subsidies to purchasers of its cars. Tesla has also benefited handsomely by selling credits to other automakers in lieu of their meeting state quotas for making and selling ZEVs.

If Tesla doesn't deliver on its ambitious production and sales goals for Model 3 and finally become profitable, it will not only be a huge setback for Musk and other stockholders, but for the politicians who are also betting on its success.

About a half-million potential Model 3 purchasers have put down deposits for the long-awaited Model 3, and Musk has set a target of producing 600,000 cars a year by 2018. But a shortage of battery packs limited production to just 25,000 in the second quarter of this year.

One factor in Tesla's ability to meet its goals is that it's about to lose a very important federal tax credit for purchasers. The subsidy begins to phase out once an automaker reaches 200,000 in ZEV production and Tesla is on the cusp of doing so. It's likely that few, if any, of Model 3's purchasers will receive the \$7,500 tax rebate.

One question for California legislators, when they return to Sacramento after a mid-summer recess, is whether the state should replace the vanishing federal subsidy.

The Assembly has passed Assembly Bill 1184, which would do exactly that, and it's nearing a decisive floor vote in the Senate.

Carried by Assemblyman Phil Ting, D-San Francisco, the measure would spend \$500 million a year from auctions of cap-and-trade carbon emission allowances to new subsidies just for electric car purchases. Initially, the subsidy would reduce the net price of the ZEV to that of a conventional compact car.

The bill's sponsors are listed as two groups founded by billionaire environmentalist - and potential candidate for governor - Tom Steyer, Advanced Energy Economy and NextGen Climate America, Inc. □



THANK YOU TO OUR SPONSORS



Dealer Services



Lithia's Acquisition in California Adds \$1 billion in Revenue

Jamie LaReau, *Automotive News*

Lithia Motors Inc. said it acquired Downtown Los Angeles Auto Group in one of the biggest buy-sell transactions of the year.

The five-store addition will generate about \$1 billion in annual revenue, the auto retailer said in a statement.

"I believe it's the biggest deal this year in terms of revenue added to a group," said buy-sell adviser Erin Kerrigan, managing director of Kerrigan Advisors in Irvine, Calif. Kerrigan advised Downtown Los Angeles on the deal.

The deal, which closed on Monday, is the third largest acquisition for Lithia within the last 12 months.

"We are pleased to continue our robust acquisition cadence of purchasing strong assets with considerable upside," CEO Bryan DeBoer said in the statement. "These stores are located in the fast-growing downtown area, within close proximity to the Staples Center and L.A. Live, and are among the largest volume stores of their brands in the nation."



Rankings

Downtown Los Angeles sells Audi, Porsche and Volkswagen under one rooftop and Mercedes-Benz, Nissan and Toyota under separate rooftops in Los Angeles, with a Nissan store in nearby Carson, Calif., Kerrigan told *Automotive News*.

Kerrigan said the group will keep Felix Chevrolet, the first store that founder Nick Shammass owned in 1955. The group's longtime CEO, Darryl Holter, who is married to Shammass' daughter Carole Shammass, will run it, said Kerrigan.

The group, known officially as Shammass Automotive Group, ranks No. 55 on *Automotive News*' list of the top 150 dealership groups based in the U.S., with annual new-vehicle retail sales of 17,683.

Lithia ranks No. 4, with annual new-vehicle retail sales of 145,772. But the Medford, Ore., group's ranking could change if its acquisition pace continues, Kerrigan said.

"By the end of this year, we could see Lithia moving to No. 3" on the list, she said, moving past Group 1 Automotive Inc. of Houston.

Downtown Los Angeles' decision to sell was driven by estate-planning considerations, Kerrigan said.

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Nick Shammass died in 2003, and his wife, Jeanette, ran the group with her son-in-law Holter as CEO. She died in 2014, prompting her daughters, Carole and Diane Shammass, to sell it, Kerrigan said.

COO Elay Sung, 55, who has been with the company more than 20 years, will stay on to run the group and will become a Lithia platform vice president, said Kerrigan. Likewise, most of the group's 850 employees will remain, she said. That consistency is largely why the Shammass family chose to sell the group to Lithia, she said.

“Our client was particularly attracted to Lithia’s business model, which in effect maintains the group’s culture and management team while providing them with the benefits of additional scale resulting from Lithia’s size and breadth as an organization,” said Kerrigan. “Lithia has demonstrated their ability to integrate these groups into their corporation in a highly effective manner.”

This is the most recent of several large acquisitions by Lithia, putting its dealership count at 167 in 18 states.

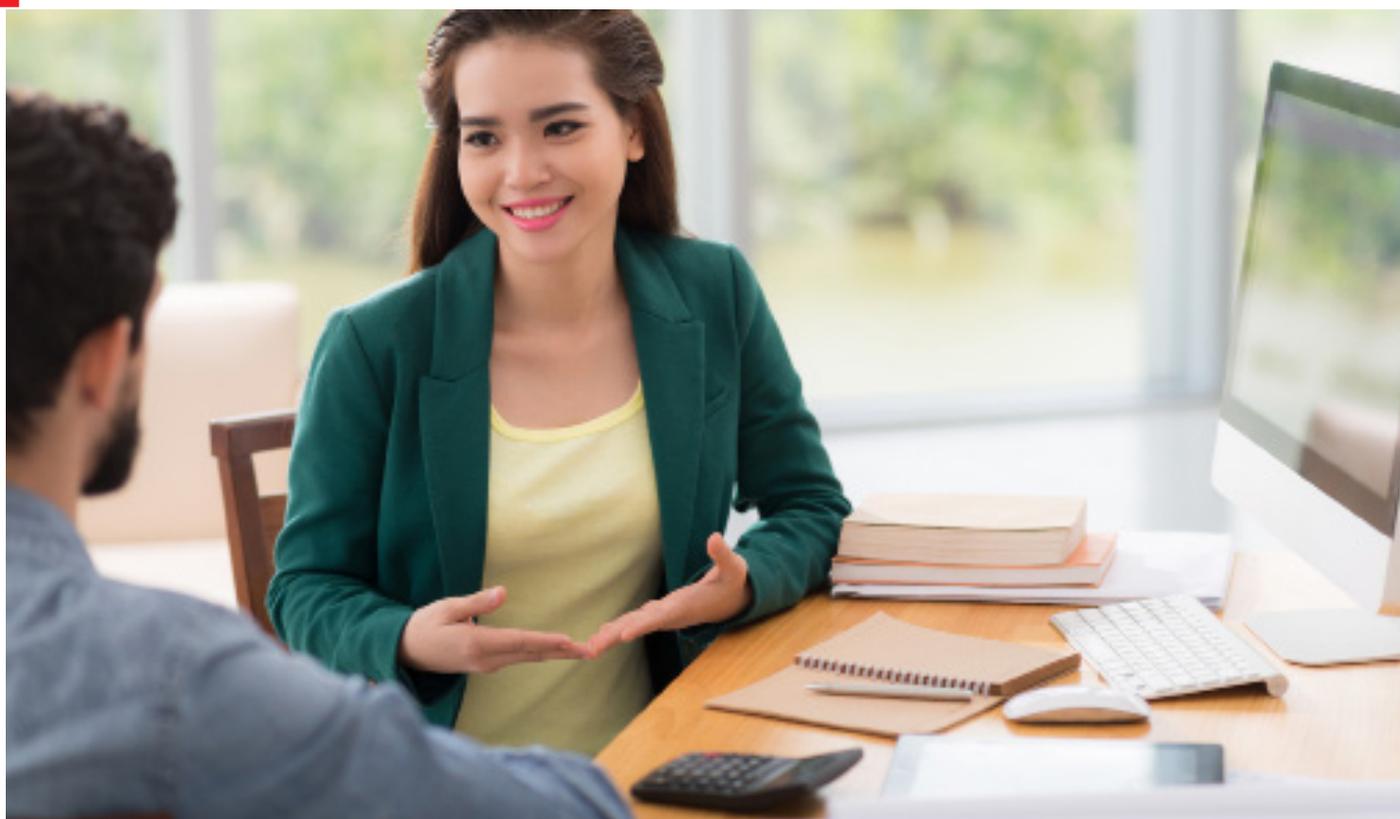
In 2014, Lithia bought DCH Auto Group, which had 27 stores in New York, New Jersey and Southern California. Last fall, Lithia entered markets in upstate New York with the purchase of nine stores from Carbone Auto Group. In May, Lithia purchased six dealerships from Baierl Auto Group, putting Lithia in the Pittsburgh market. That deal is estimated to provide Lithia with \$500 million in additional annual revenue.

Lithia plans to expand its customer base from coast to coast, saying the Downtown Los Angeles deal “deploys approximately half of the \$300 million raised in our recent senior notes offering,” said DeBoer. “The remaining funds from the notes offering, our free cash flow and a recently increased syndicated credit facility support our continued growth cadence.” □



ASK ALISON:

BENEFIT COUNSELING: THE KEY TO SUCCESSFUL ENROLLMENT



Q: What is Benefit Counseling, how does it work with traditional Open Enrollment Meetings and how will it benefit my dealership?

A: A good solution to combat benefit confusion and the time and cost to your HR department during Open Enrollment is to provide additional one-on-one benefit counseling. Many Dealerships and HR professionals believe that individual counseling is the most effective enrollment education tool, in addition to traditional group meetings. Other research shows that employees are typically not proactive in learning about their benefit plans, and prefer face-to-face meetings for benefits communication. Benefit Counselors meet with employees to review benefits, rates and collect any necessary forms and required signatures for compliance. They then deliver a complete enrollment package to your HR department allowing HR to concentrate on other dealership concerns and priorities.

Q: Our Dealership has made a carrier change in the past but it was difficult due to the expense and time of implementation. How can Benefit Counselors help?

A: Maybe you've been here before, another carrier is offering significant savings, you are ready to move to a new benefit provider but fearing the hassle of switching? Benefit Counseling can ease your workload and worry while delivering confidence in your benefits. Benefit Counseling can support your dealership's employees throughout open enrollment, new hire enrollment and with ongoing administration alleviating the time your HR team spends on Benefit Enrollment.

continued on next page

Q: How much will the additional resource and benefit cost my dealership?

A: Nothing. Despite recognizing its value, many Dealerships fail to provide a one-on-one benefit meeting for each employee due to perceived cost. However, with expert guidance and support this can be achieved at no cost to your dealership. EPIC works with other CNCDA licensed vendors to bring Benefit Counseling to your dealership at no cost.

Q: Why One-on-One Counseling?

A: One-on-one benefit counseling can provide the following benefits for dealerships:

- It allows your Dealership's HR person/team to concentrate on other priorities. Benefit Counselors meet with employees to review benefits, rates and collect any necessary forms and required signatures for compliance.
- Actively engage employees in the benefits enrollment process.
- Educate employees about the benefits they have, including voluntary benefits they think they might not need, or may not understand.
- Help employees make better decisions about choosing benefits that are fitting for their lifestyle, medical health, family and budget.
- Help employees realize what is being spent for their benefits and the value of what is provided.

Q: How can my Dealership learn more about adding one-on-one Benefit Counseling?

A: If your dealership wants to consider Benefit Counseling, EPIC has the tools and resources to help you. EPIC ranks among the top 15 retail insurance brokers in the United States and is the largest insurer of auto dealers in the state.

“Ask Alison” is a regular feature to our quarterly newsletter. Alison McCallum has been in the employee benefits industry for over 20 years. She is a Principal with EPIC insurance Brokers and Consultants, the CNCDA-licensed broker. With this partnership EPIC offers unique services available to GLANCD A dealer members at no cost. If you have questions or would like further information please feel free to contact me at (949)417-9136 or alison.mccallum@epicbrokers.com.



You're Invited!

Don Reed's One-Day Profit Builders' Workshop

For Dealers, GMs & Fixed Ops Directors
October 11 • Sheraton Universal Hotel

Sponsored by GLANCD



Don Reed, DealerPRO CEO
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This is a Working Workshop with real benefits:

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"Excellent, easy to follow ..."

"Simple solutions for complicated situations."

"Step out of the box ... make more money."



Register on Page 2

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WEDNESDAY, OCT 11TH
8:30 - 4:30 PM



PROFIT BUILDERS WORKSHOP ENROLLMENT

Sponsored by Greater Los Angeles New Car Dealers Association

Fax or Mail In completed form with credit card payment info. to:

FAX: 916-924-7323 | MAIL IN: 2520 Venture Oaks Way, Suite 150, Sacramento, CA 95833

Dealership Name	
Address	
City, State, Zip	
Attendee Name @ \$125.	
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Email Address	
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Attendee Name #2 @ \$75.	
Title	
Email Address	
Cell Phone	
Attendee Name #3 @ \$75.	
Title	
Email Address	
Cell Phone	

*First attendee @ \$125.; Add'l attendees @ \$75.

WORKSHOP LOCATION: Sheraton Universal Hotel
333 Universal Hollywood Drive, Universal City, CA 91608

CREDIT CARD PAYMENT OPTIONS: (please check one)

I authorize GLANCD A to charge my credit card in the amount of \$ _____

Primary Card Holder Name: _____

Billing Address: _____

City _____ State _____ Zip _____

Card # _____ Exp. Date: _____

3-digit security code: _____ Signature of cardholder: _____

Email address of cardholder: _____

NADA Fears Fuel Regs Will Hurt Many Car Shoppers

Steve Finlay, *WardsAuto*

“We need to make it possible for people to afford to buy cars,”
NADA President Peter Welch says.
“We shouldn’t let policies from Washington dictate that.”



“Affordability is everything,” Welch says | Joe Wilssens Photography

Cars already are costly, and the head of a trade group representing U.S. auto dealers worries federal fuel-economy mandates will make them even more expensive, pushing them out of the reach of many budget-minded Americans.

“We know something about what consumers want,” Peter Welch, president of the National Automobile Dealers Assn., says during a Center for Automotive Research Management Briefing Seminars session here on government fuel-efficiency mandates.

He says the EPA and other federal agencies should “adapt to the wants and needs of those pesky consumers” as public officials reexamine a mandated 54.5 mpg (4.3 L/100 km) CAFE target for 2025.

“Affordability is everything; it’s the whole game from the consumers’ perspective,” Welch says during a discussion on government fuel-economy and carbon-emission policies.

“We need to make it possible for people to afford to buy cars,” he says. “We shouldn’t let policies from Washington dictate that. If customers aren’t willing to buy them, the policy is for naught.”

The 54.5-mpg CAFE requirement translates to a real-world value of 36 mpg (6.5 L/100 km), the EPA says, based on assumptions of gasoline prices of \$2.97 per gallon and a car/truck mix of 53%/47%.

But if those assumptions change, so will the real-world fuel economy. So far this year, trucks account for 63% of U.S. sales and pump prices currently average \$2.34.

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The WardsAuto Fuel Economy Index shows an average 25.4 mpg (9.3 L/100 km) for light vehicles sold in the U.S. in first-half 2017.

Estimates vary on how much more it will cost to equip vehicles with the technology needed to achieve the government targets.

The EPA says the 2025 regulations would cost \$875 per vehicle. But NADA and others predict the figure would run into the thousands of dollars.

“Every day at dealerships, people wonder if they can afford the monthly payments of a car they are considering buying,” Welch says. “Customers are smart, do the math and know how to stretch a penny. Like it or not, these are the people determining the fuel-economy issues in this country.”

The EPA says the increased costs of the technology would be mitigated because fuel saved over the life of the vehicle would total \$1,650.

But that long-term calculating doesn't resonate with the average consumer, Welch says. “Getting it back in four or five years is not how customers think at dealerships.”

Average U.S. incomes are not keeping pace with the rising cost of vehicles, he says. “The percentage of personal income necessary to buy a car was 9.5% in 2005. It's 12% in 2017.”

The average transaction price of a new vehicle is \$34,127, up 57% from 20 years ago, Welch says, calling 24% of that increase regulation-related. The average monthly payment on a new car is \$509. The average loan term is 69 months, he says. “We've never seen it that high.”

A survey indicates two of three consumers are willing to pay about \$2,500 to meet government fuel-efficiency standards, says Mitch Bainwol,

president and CEO of the Alliance of Automobile Manufacturers. But one in four of polled people say they expect to pay nothing.

Bainwol calls for a compromise that would “modernize” and ease the CAFE targets, saying it would be “the right thing to do.”

The advantage to the Trump Admin., which has indicated a willingness to relax regulations, is that “it's great politics to find a workable compromise,” Bainwol says.

Despite the protracted CAFE discussions between the auto industry and government regulators, “you look at the world of one of Peter Welch's dealerships, and there's just a guy there trying to buy a car,” Bainwol says. □



On August 31, 2017, the GLANCDA Board authorized that \$25,000 be directed immediately toward the [NADA](#) emergency relief fund to be used for those in need in the Houston area.



Greater LOS ANGELES NEW CAR DEALERS ASSOCIATION

JOIN OR RENEW YOUR GLANCD A MEMBERSHIP NOW

By renewing or joining for 2017 your membership will run until December 31, 2017 and includes an Exclusive Los Angeles Auto Show Ticket Package for the 2017 Auto Shows available only to Dealer Members. **Each year Dealer Members in good standing will receive 125 complimentary general admission tickets. (Value of over \$2,000 Annually)**

This is a great opportunity to support our industry, and take advantage of the efforts the Association is making on behalf of the New Car Dealers in Los Angeles County. Please see the back of this document for the listing of GLANCD A membership benefits.

GLANCD A membership runs until December 31, 2017.

Yes, we would like to join for 2017. (New Member)

**Greater Los Angeles New Car Dealers Association
Management Office**

2520 Venture Oaks Way, Suite 150
Sacramento, CA 95833

Contact Us:

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Per additional dealerships under same ownership. Please fill out information form for each additional dealership.

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Office Manager/Controller Name/Email: _____

Address: _____

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***Note: All contact information is confidential, and for membership communication only.**

Payment Type Amex Visa MC Check Payable to: Greater Los Angeles New Car Dealers Association

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Name on Credit Card: _____ Signature: _____

AutoNation to stick with 1-price despite drag on used margins

Hannah Lutz, Automotive News

AutoNation Inc. is sticking by its commitment to a one-price model on used-vehicle sales, even though the switch dragged down the retailer's used-vehicle margins in the second quarter.

The nation's largest dealership group fully implemented its one-price strategy in the second quarter. The strategy has been successful in some markets and difficult in others, CEO Mike Jackson said.

The one-price program started on the West Coast at the beginning of last year. Lance Iserman, then western region president, led the rollout. His team trained dealerships' sales staffs and collaborated with a centralized pricing and appraisal team.

The change didn't go smoothly at first, but the strategy is now successful on the West Coast, said Iserman, now AutoNation's COO. The company is "working to replicate the results across central and eastern regions," he said.

Because of the centralized approach to appraisal and pricing, there needs to be effective communication between dealership managers and the pricing and appraisal team, Iserman said. That was the first "big shift of what needs to happen, so sometimes that leads to obstacles. We feel like we have that figured out now," he said.



He also cited the legacy of "a typical negotiating environment" in stores and "getting our associates trained with the word tracks," as well as getting customers to understand "what we're about and how we price our cars." Jackson conceded problems at the centralized pricing level in trying to "find the optimal line between price and volume."

Their comments came as AutoNation said its second-quarter net income fell 22 percent to \$87.7 million, as revenue dipped 3 percent to \$5.28 billion. AutoNation cited weak Texas and Florida markets, where the company gets 45 percent of its retail sales, and the pressures on used-car margins. New-car margins have been under pressure industrywide. □

ABOUT GLANCD A

Originally founded in 1907, the Greater Los Angeles New Car Dealers Association provides valuable educational and philanthropic benefits to the Los Angeles Community.

The Association believes that involvement with local charitable organizations makes a positive difference for everyone involved.

Who we are... We are factory-franchised dealers who are committed to serving the communities of Greater Los Angeles County by promoting professionalism within the retail automotive industry. The Association dealer members contribute not only to the economy of Los Angeles County, but also to the well-being and growth of their individual communities.

Who our members are... Our Members are individuals, partnerships, or corporations owning and operating a franchised motor vehicle dealership engaged in the sales of automobiles or trucks and licensed by the State of California and located within the Los Angeles County area.

For more information, please visit the website at www.glanconda.org.



MEMBER BENEFITS



Los Angeles Auto Show – in addition to your complimentary ticket package, membership will also get you an exclusive discount on tickets to the Los Angeles Auto Show's annual preview party/charity event on November 19, 2015, along with access to a members-only reception and VIP area.

Regular communication with legislators and government officials dealing with local, state, and federal issues which protects the dealer franchise system and promotes the business interests of our members.

Auto Outlook New Vehicle Sales Data sent to members via our e-newsletter, quarterly magazine, and hosted on our website, with forecast and analysis of new retail light vehicle market, analysis of forecast determinants, comparison with National market, nameplate sales performance, and coverage of vehicle sales in market segment.

Quarterly publication of LA Dealer magazine sent to members.

Special discounts to attend informative seminars with some of the industry's leading speakers.

Special partnership with T.R.A.P. (Taskforce for Regional Auto Theft Prevention) which helps members reduce dealership theft and fraud.

Special discount rate to VIP area of Sneak Preview Night at the L.A. Auto Show. We are the exclusive automobile dealer association endorser of the Show, which helps boost local member sales and reinforces Greater Los Angeles as a hub of automotive design and consumer trends.

Early Warning System - We monitor the state and federal courts in Los Angeles County to alert members when a lawsuit has been filed against them.

Technology Contest for High School seniors to encourage young people to get involved and pursue careers in the auto industry.

Community Service - we are leaders in contributing to worthy community programs in Los Angeles County which promotes the image of new car dealers with the public.

Regular email newsletter to members.

Email alerts to our members when there is important information for them, or when immediate action is necessary.

Collaboration with the California New Car Dealers State Association regarding seminars and legislative and regulatory matters.

Special discounts to attend the CNCDA Annual Dealer Day in Sacramento to meet with state legislators and educate them on dealer issues.

The GLANCD A website which is at www.glanconda.org.

Annual luncheon and business meeting of members with a prominent keynote speaker.

Opportunity to serve on GLANCD A Board of Directors.

Los Angeles Auto Outlook™

Comprehensive information on the LA County new vehicle market

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Quick Facts

New retail car and light truck registrations in the county declined 6.2% in July of 2017 versus a year earlier. Note: monthly recording of registrations occurs when the data is processed by the DMV. This can impact the measurement of registrations in individual months.

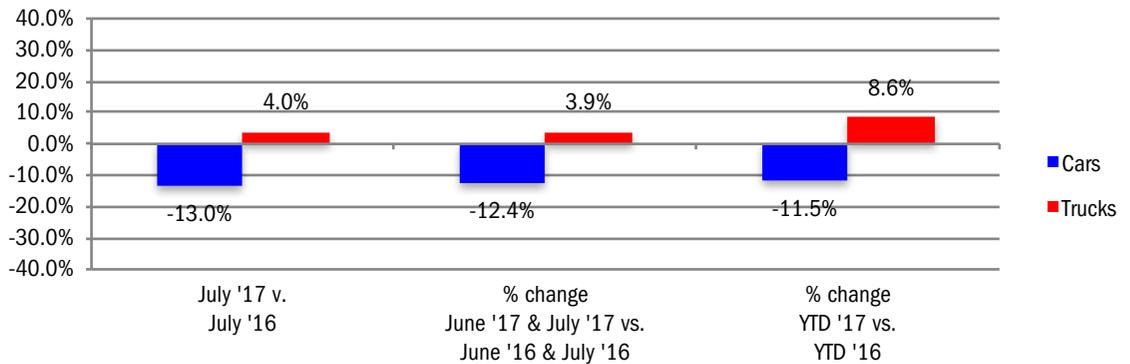
The county market was off 3.7% during the first seven months of this year versus a year earlier. Light truck registrations were up 8.6% while passenger cars fell 11.5%.

The three month moving average of new vehicle registrations decreased for the sixth consecutive month in July of this year.

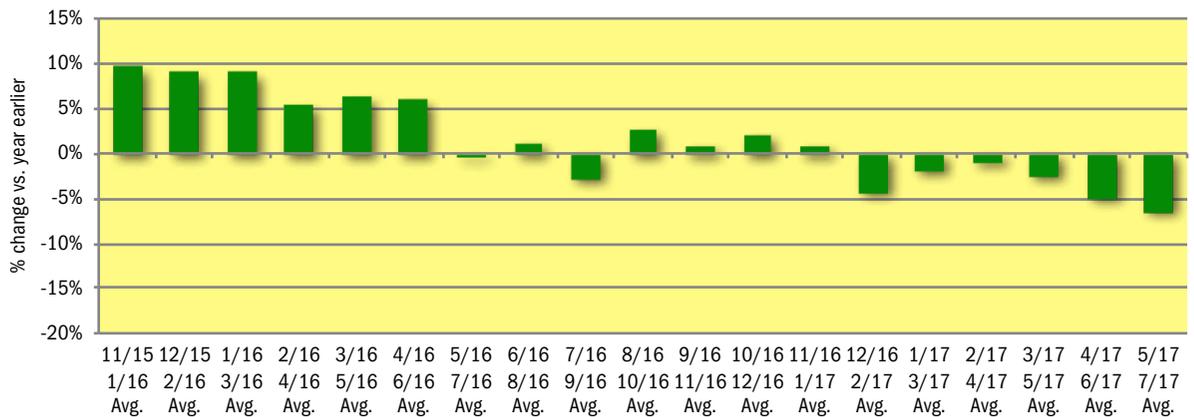
Jaguar, Chrysler, FIAT, Subaru, Chevrolet, and Infiniti new vehicle registrations were up by more than 6% during the first seven months of this year.

Los Angeles New Retail Car and Light Truck Registrations									
	July			June and July Combined			Year-to-date thru July		
	2016	2017	% chg.	2016	2017	% chg.	2016	2017	Chg.
Industry Total	43,237	40,542	-6.2%	88,642	83,498	-5.8%	313,619	301,891	-3.7%
Cars	25,976	22,597	-13.0%	52,971	46,422	-12.4%	192,374	170,273	-11.5%
Light Trucks	17,261	17,945	4.0%	35,671	37,076	3.9%	121,245	131,618	8.6%
Detroit Three	8,800	8,068	-8.3%	18,014	16,660	-7.5%	62,210	61,096	-1.8%
European	8,853	7,956	-10.1%	17,809	16,038	-9.9%	64,053	60,399	-5.7%
Japanese	21,756	21,219	-2.5%	45,200	44,039	-2.6%	160,679	156,478	-2.6%
Korean	3,828	3,299	-13.8%	7,619	6,761	-11.3%	26,677	23,918	-10.3%

Percent Change in Los Angeles County New Retail Light Vehicle Registrations



% Change in Three Month Moving Average of New Retail Registrations vs. Year Earlier



The graph above provides a clear picture of the trending direction of the LA County 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.

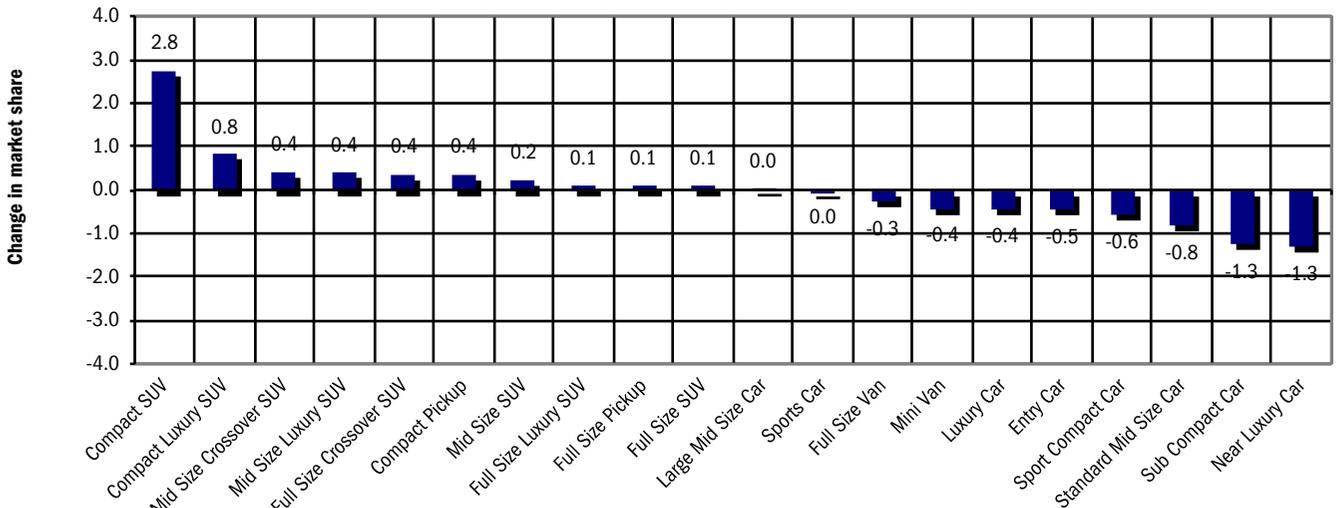
Data Information

All data represents new and used vehicle retail registrations in Los Angeles County and excludes fleet. Please keep in mind that monthly registration figures 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. Green shaded areas in tables represent the top ten ranked brands. Data Source: AutoCount data from Experian.

New Vehicle Market Brand Registrations

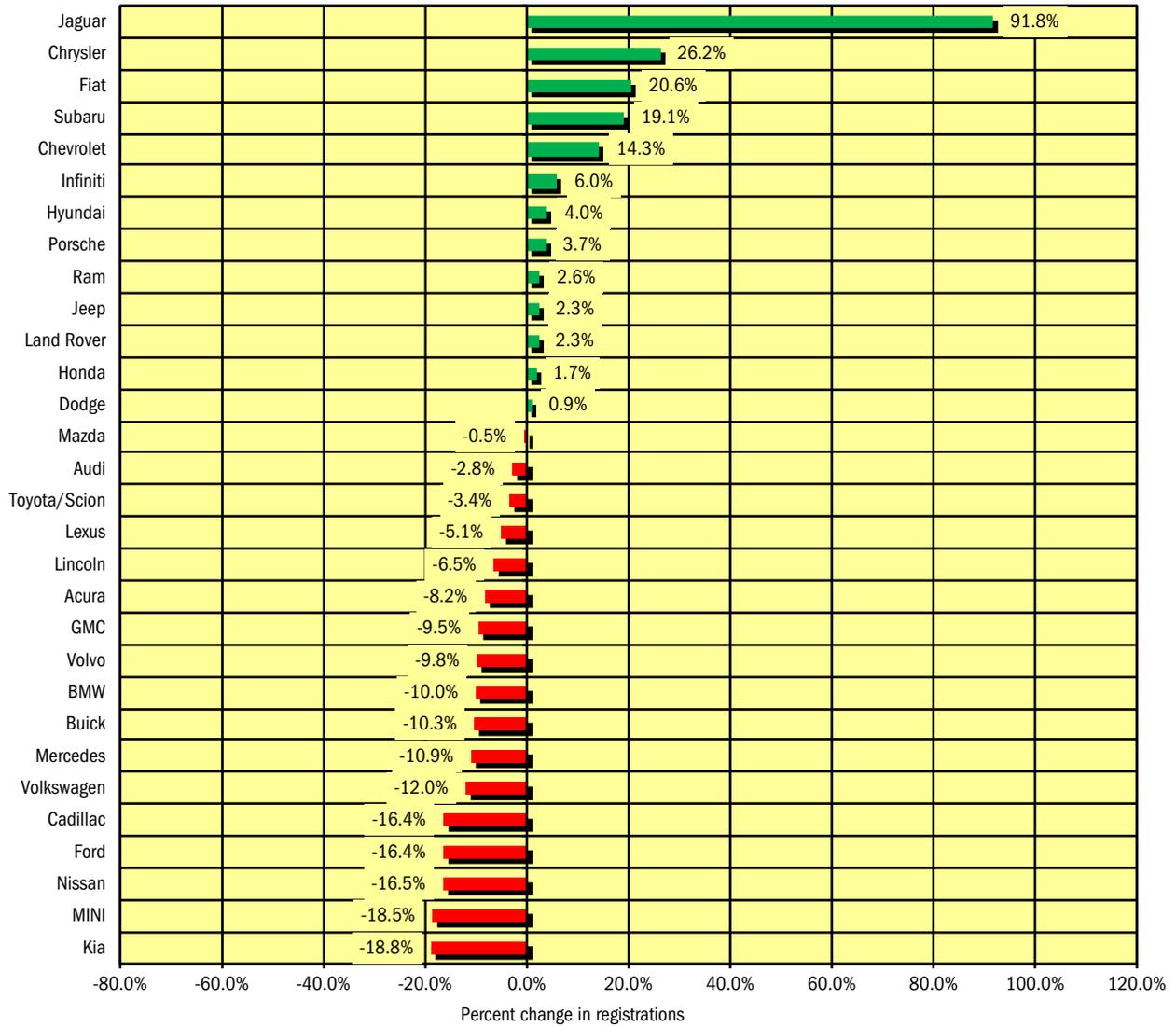
Los Angeles New Retail Car and Light Truck Registrations												
	July			June and July Combined			Year-to-date thru July			YTD Market Share (%)		
	2016	2017	% chg.	2016	2017	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	43,237	40,542	-6.2%	88,642	83,498	-5.8%	313,619	301,891	-3.7%			
Acura	423	427	0.9%	871	869	-0.2%	3,414	3,134	-8.2%	1.1	1.0	-0.1
Audi	1,489	1,155	-22.4%	2,858	2,454	-14.1%	9,312	9,051	-2.8%	3.0	3.0	0.0
BMW	2,033	1,760	-13.4%	3,961	3,405	-14.0%	15,333	13,795	-10.0%	4.9	4.6	-0.3
Buick	173	134	-22.5%	338	280	-17.2%	1,238	1,111	-10.3%	0.4	0.4	0.0
Cadillac	260	224	-13.8%	534	441	-17.4%	1,833	1,533	-16.4%	0.6	0.5	-0.1
Chevrolet	2,606	2,823	8.3%	5,195	5,397	3.9%	17,978	20,548	14.3%	5.7	6.8	1.1
Chrysler	131	126	-3.8%	268	316	17.9%	908	1,146	26.2%	0.3	0.4	0.1
Dodge	552	495	-10.3%	1,244	1,117	-10.2%	4,169	4,207	0.9%	1.3	1.4	0.1
Fiat	166	220	32.5%	406	467	15.0%	1,790	2,159	20.6%	0.6	0.7	0.1
Ford	2,537	1,984	-21.8%	5,509	4,475	-18.8%	19,055	15,932	-16.4%	6.1	5.3	-0.8
GMC	461	357	-22.6%	946	721	-23.8%	3,306	2,992	-9.5%	1.1	1.0	-0.1
Honda	6,583	6,631	0.7%	13,967	13,384	-4.2%	46,750	47,565	1.7%	14.9	15.8	0.8
Hyundai	1,579	1,416	-10.3%	3,121	2,937	-5.9%	9,916	10,315	4.0%	3.2	3.4	0.3
Infiniti	500	539	7.8%	1,023	1,120	9.5%	4,256	4,510	6.0%	1.4	1.5	0.1
Jaguar	179	246	37.4%	363	462	27.3%	849	1,628	91.8%	0.3	0.5	0.3
Jeep	999	1,013	1.4%	2,052	2,137	4.1%	7,129	7,295	2.3%	2.3	2.4	0.1
Kia	2,249	1,883	-16.3%	4,498	3,824	-15.0%	16,761	13,603	-18.8%	5.3	4.5	-0.8
Land Rover	369	426	15.4%	740	799	8.0%	3,011	3,079	2.3%	1.0	1.0	0.1
Lexus	2,000	1,881	-6.0%	4,050	4,013	-0.9%	15,529	14,741	-5.1%	5.0	4.9	-0.1
Lincoln	188	164	-12.8%	355	353	-0.6%	1,323	1,237	-6.5%	0.4	0.4	0.0
Maserati	100	85	-15.0%	221	184	-16.7%	774	845	9.2%	0.2	0.3	0.0
Mazda	1,028	829	-19.4%	1,947	1,783	-8.4%	6,479	6,446	-0.5%	2.1	2.1	0.1
Mercedes	2,466	1,937	-21.5%	4,840	3,972	-17.9%	17,108	15,235	-10.9%	5.5	5.0	-0.4
MINI	313	291	-7.0%	667	595	-10.8%	2,334	1,902	-18.5%	0.7	0.6	-0.1
Mitsubishi	122	83	-32.0%	233	239	2.6%	1,060	969	-8.6%	0.3	0.3	0.0
Nissan	2,826	2,401	-15.0%	5,800	4,925	-15.1%	21,848	18,254	-16.5%	7.0	6.0	-0.9
Porsche	324	365	12.7%	705	762	8.1%	2,495	2,588	3.7%	0.8	0.9	0.1
Ram	374	351	-6.1%	782	738	-5.6%	2,624	2,691	2.6%	0.8	0.9	0.1
smart	13	15	15.4%	38	34	-10.5%	152	172	13.2%	0.0	0.1	0.0
Subaru	1,023	1,120	9.5%	2,024	2,359	16.6%	7,221	8,603	19.1%	2.3	2.8	0.5
Tesla	519	397	-23.5%	789	685	-13.2%	2,639	2,404	-8.9%	0.8	0.8	0.0
Toyota/Scion	7,251	7,308	0.8%	15,285	15,347	0.4%	54,122	52,256	-3.4%	17.3	17.3	0.1
Volkswagen	1,065	1,099	3.2%	2,404	2,250	-6.4%	8,860	7,797	-12.0%	2.8	2.6	-0.2
Volvo	264	207	-21.6%	471	379	-19.5%	1,516	1,367	-9.8%	0.5	0.5	0.0
Other	72	150	108.3%	137	275	100.7%	527	781	48.2%	0.2	0.3	0.1

Change in New Vehicle Segment Market Share - YTD '17 thru July vs. YTD '16

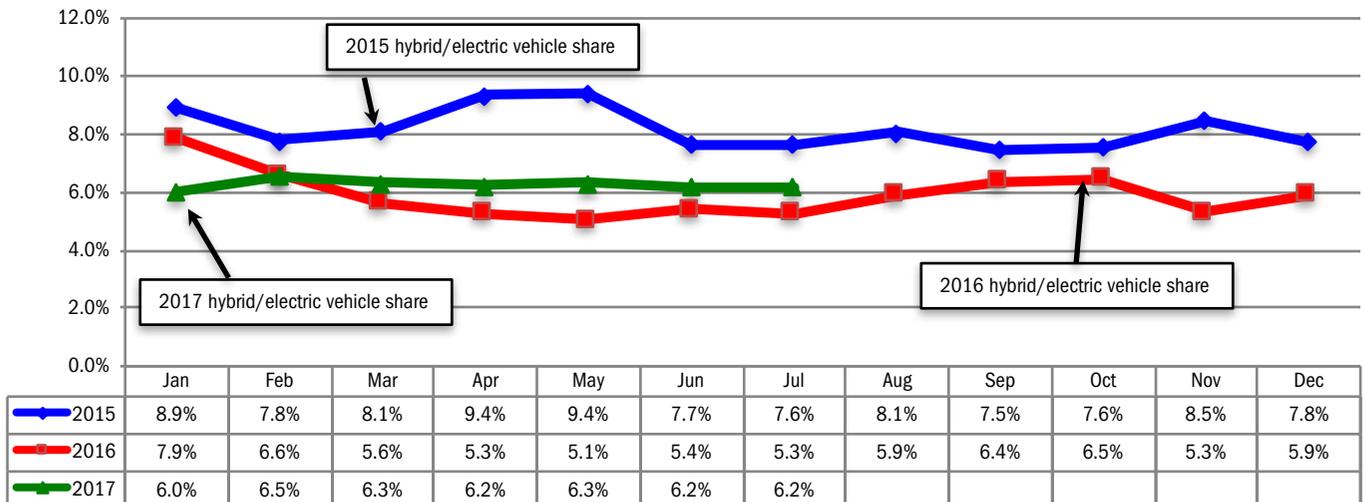


Data Source: AutoCount data from Experian.

**Percent Change in Brand Registrations
YTD '17 thru July vs. YTD '16
(Top 30 selling brands)**

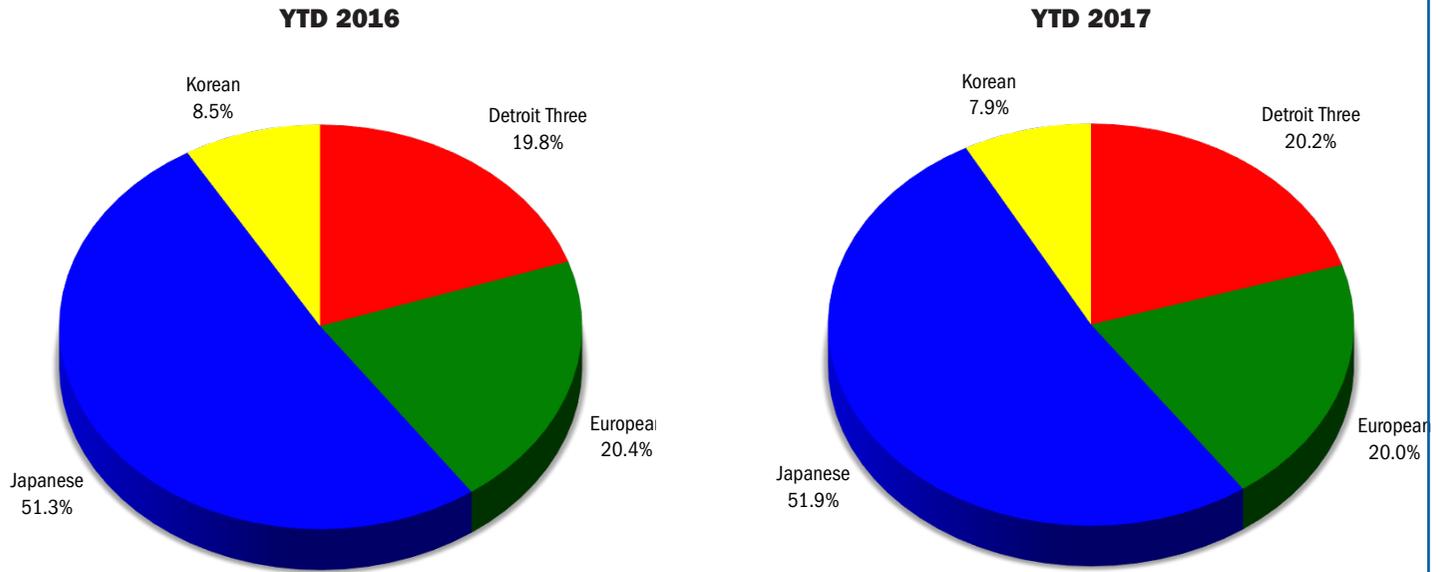


Combined Hybrid and Electric Vehicle Market Share in LA County



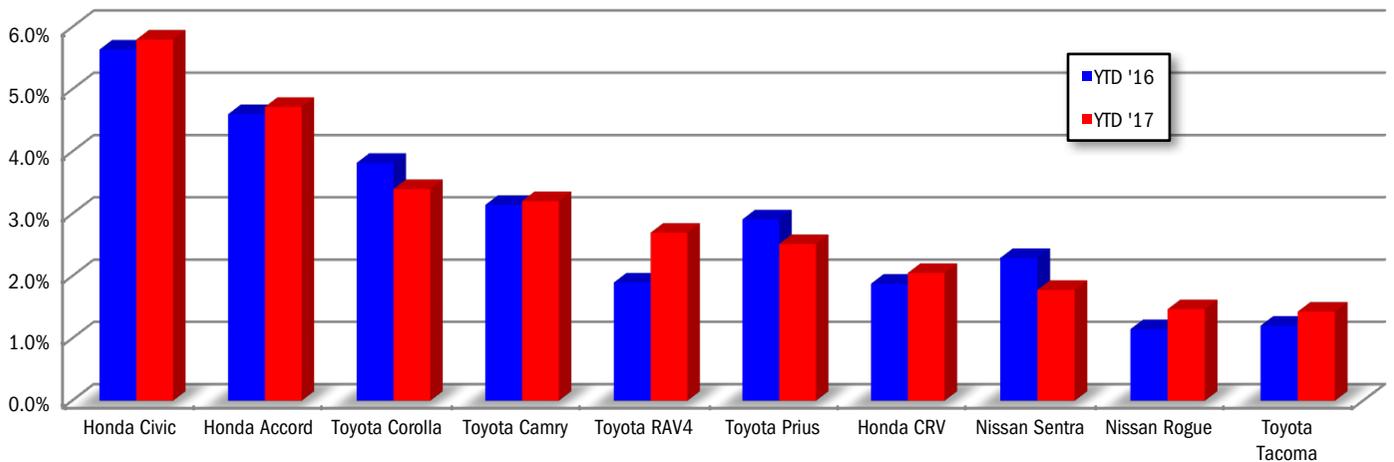
Data Source: AutoCount data from Experian.

Market Share for Japanese, Detroit Three, European, and Korean Brands - YTD '17 thru July and YTD '16



Data Source: AutoCount data from Experian Automotive.

Market Share for Top 10 Selling Models in LA County - YTD 2016 thru July and YTD 2017



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