

**Comprehensive information on the South Florida new vehicle market** Released: December 2017 - Covering data thru November 2017

## FORT LAUDERDALE AUTO SHOW ANNOUNCES DATES

It's time to mark your calendar for the 27th annual Fort Lauderdale International Auto Show which returns to the Fort Lauderdale / Broward County Convention Center March 29 through April 1 with proceeds from the show again benefitting the Boys and Girls Clubs of Broward County.

Hundreds of cars, trucks and SUV's are expected to fill the more than



200,000 square feet of exhibit space at the convention center. The show is expected to offer visitors a first look at many of the new 2018 and 2019 models, some of which were unveiled earlier this year.



### Quick Facts

New retail light vehicle registrations in the four county area market declined 4.8% during the first 11 months of this year versus a year earlier. The U.S. market fell 1.3%.

Light truck registrations were up 4.8% so far this year, while passenger cars were down 13.2%.

Area SUV market share increased sharply during 2017, while the Luxury and Sports Car segment had the largest decline.

Top ten selling models in the area market during first ten months of 2017: Toyota Corolla, Honda Accord, Toyota RAV4, Honda Civic, Toyota Camry, Nissan Rogue, Ford F-Series, Volkswagen Jetta, Honda CR-V, and Hyundai Elantra.

**South Florida and U.S. New Retail Car and Light Truck Registrations**

	Oct. '17 and Nov. '17* Combined				Year to date thru Nov.*			
	South Florida			U.S.	South Florida			U.S.
	2016	2017	% chg.	% chg.	YTD '16	YTD '17	% chg.	% chg.
Industry Total	64,151	67,735	5.6%	-1.1%	378,393	360,324	-4.8%	-1.3%
Cars	32,376	31,108	-3.9%	-10.3%	200,740	174,196	-13.2%	-11.0%
Light Trucks	31,775	36,627	15.3%	4.2%	177,653	186,128	4.8%	4.9%
Domestic	15,613	16,243	4.0%	-2.2%	91,570	88,274	-3.6%	-2.0%
European	13,329	14,140	6.1%	1.8%	75,363	70,334	-6.7%	-1.6%
Japanese	28,799	31,260	8.5%	0.8%	173,092	168,392	-2.7%	0.2%
Korean	6,410	6,092	-5.0%	-8.9%	38,368	33,324	-13.1%	-6.0%

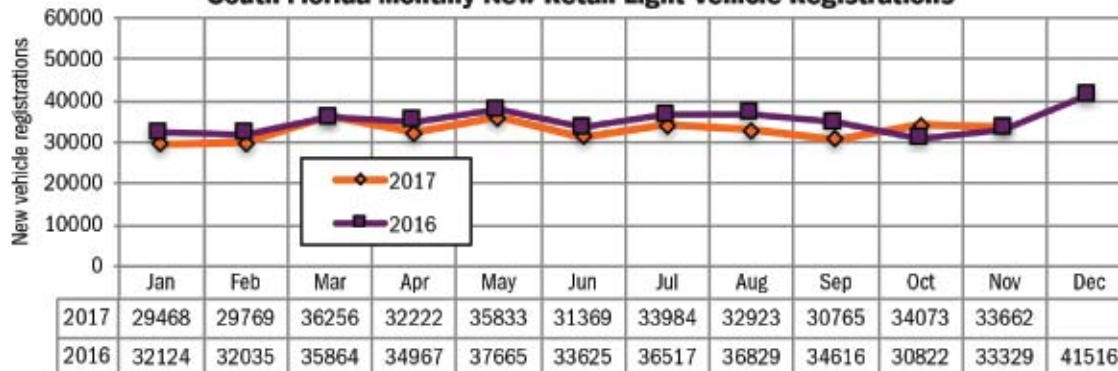
\*November 2017 figures estimated by Auto Outlook.  
Data Source: IHS Markit.

**Percent Change in South Florida and U.S. New Retail Light Vehicle Registrations**



\*November 2017 figures estimated by Auto Outlook.  
Data Source: IHS Markit.

**South Florida Monthly New Retail Light Vehicle Registrations**

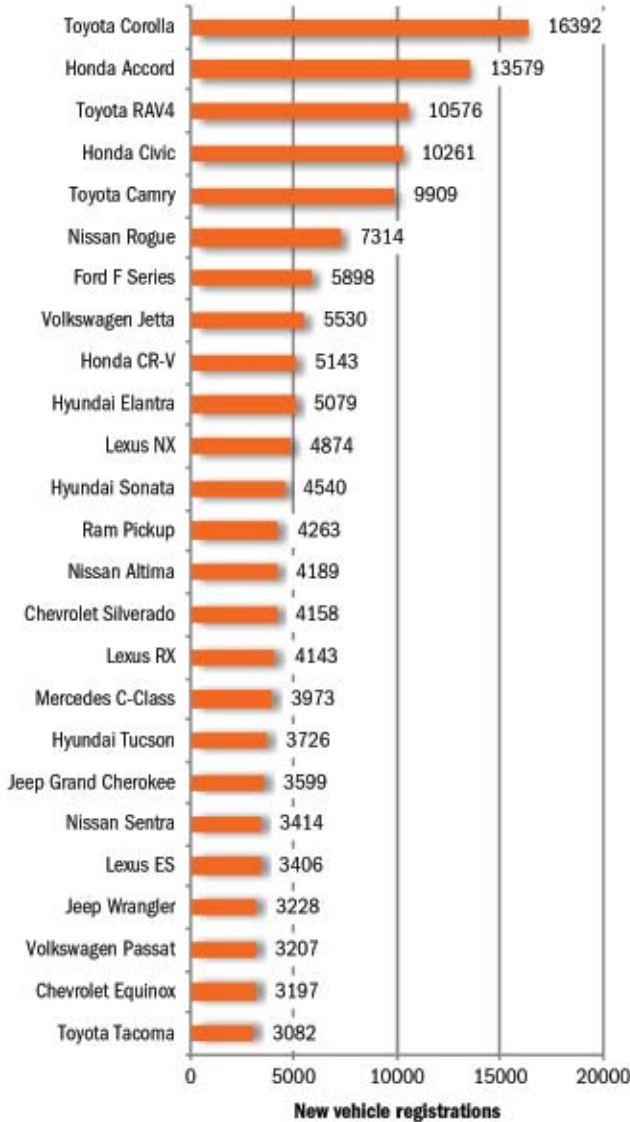


Data Source: IHS Markit.

### Data Information

All data represents new retail registrations in the South Florida Area (Broward, Dade, Monroe, and Palm Beach counties) and excludes fleet transactions. 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.

**Top 25 Models in South Florida**  
**New retail light vehicle registrations (YTD 2017 thru Oct.)**

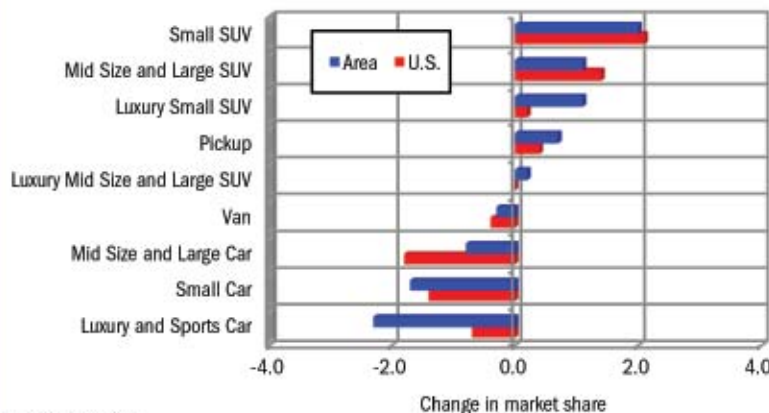


Source: IHS Markit.

South Florida Area					
New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '16 thru Nov.	YTD '17 thru Nov.*	change	YTD '16 thru Nov.	YTD '17 thru Nov.*
TOTAL	378,393	360,324	-5%		
Acura	5,535	5,055	-9%	1.5%	1.4%
Alfa Romeo	24	642	2575%	0.0%	0.2%
Audi	8,879	8,354	-6%	2.3%	2.3%
BMW	14,449	12,486	-14%	3.8%	3.5%
Buick	4,632	4,013	-13%	1.2%	1.1%
Cadillac	6,164	5,568	-10%	1.6%	1.5%
Chevrolet	23,785	24,466	3%	6.3%	6.8%
Chrysler	2,198	2,166	-1%	0.6%	0.6%
Dodge	5,604	4,889	-13%	1.5%	1.4%
FIAT	1,028	610	-41%	0.3%	0.2%
Ford	21,730	20,283	-7%	5.7%	5.6%
Genesis	371	1,877	406%	0.1%	0.5%
GMC	6,230	5,661	-9%	1.6%	1.6%
Honda	38,615	39,278	2%	10.2%	10.9%
Hyundai	24,630	19,455	-21%	6.5%	5.4%
Infiniti	5,754	6,935	21%	1.5%	1.9%
Jaguar	1,732	2,125	23%	0.5%	0.6%
Jeep	11,636	11,603	0%	3.1%	3.2%
Kia	13,367	11,992	-10%	3.5%	3.3%
Land Rover	3,985	3,724	-7%	1.1%	1.0%
Lexus	24,101	20,206	-16%	6.4%	5.6%
Lincoln	3,051	3,216	5%	0.8%	0.9%
Maserati	1,040	1,233	19%	0.3%	0.3%
Mazda	9,028	8,988	0%	2.4%	2.5%
Mercedes	19,616	17,353	-12%	5.2%	4.8%
MINI	2,564	2,341	-9%	0.7%	0.6%
Mitsubishi	1,577	1,612	2%	0.4%	0.4%
Nissan	24,321	23,855	-2%	6.4%	6.6%
Other	1,424	1,345	-6%	0.4%	0.4%
Porsche	3,287	3,618	10%	0.9%	1.0%
Ram	5,101	5,249	3%	1.3%	1.5%
Subaru	5,530	5,814	5%	1.5%	1.6%
Tesla	1,341	1,111	-17%	0.4%	0.3%
Toyota	58,523	56,548	-3%	15.5%	15.7%
Volkswagen	15,201	13,928	-8%	4.0%	3.9%
Volvo	2,340	2,725	16%	0.6%	0.8%

\*November 2017 figures were estimated by Auto Outlook.  
 Data Source: IHS Markit

**Change in Segment Market Share - South Florida and U.S.**  
**Year-to-date 2017 thru Oct. vs. YTD 2016**



Source: IHS Markit.

**South Florida Auto Outlook**

Published for:  
 South Florida Automobile  
 Dealers Association  
 625 NE 124 Street  
 North Miami, FL 60181-33161  
 Phone: 305-981-1448

Published by:  
 Auto Outlook, Inc.  
 PO Box 390  
 Exton, PA 19341  
 Phone: 800-206-0102  
 Email: jfoltz@autooutlook.com

South Florida Auto Outlook is distributed to all members of South Florida Automobile Dealers Association. The publication is sponsored by SFADA and is published by Auto Outlook, Inc., an independent automotive market research firm. Opinions expressed are solely those of Auto Outlook, Inc., and may not be shared by SFADA.

**Any material quoted must be attributed to South Florida Auto Outlook, published by Auto Outlook, Inc. on behalf of SFADA, and must also include the statement: "Data Source: IHS Markit."**

Copyright Auto Outlook, Inc., December 2017