

South Florida Auto Outlook™



Comprehensive information on the South Florida new vehicle market

Quick Facts

New retail light vehicle registrations in the four county area market declined 3.8% during the first four months of this year versus a year earlier (April figures were estimated). The U.S. market fell 1.3%

Light truck registrations were up 5.8% so far this year, while passenger cars were down 11.6%

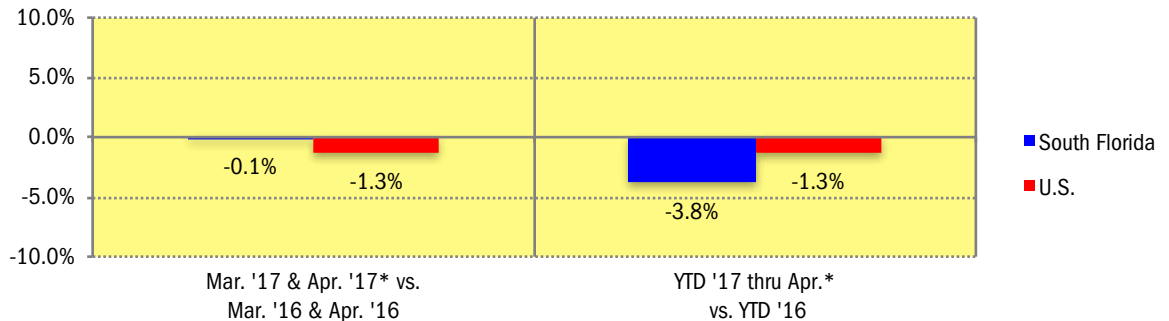
Among the top 25 brands, eight have had increases so far this year - Infiniti, Porsche, Subaru, Audi, Lincoln, Chevrolet, Ram, and Honda .

Combined hybrid and electric vehicle market was 2.0% so far this year, up slightly from 2016.

	Mar. '17 and Apr. '17* Combined				Year to date thru April			
	South Florida			U.S.	South Florida			U.S.
	2016	2017	% chg.	% chg.	YTD '16	YTD '17	% chg.	% chg.
Industry Total	70,830	70,735	-0.1%	-1.3%	134,989	129,912	-3.8%	-1.3%
Cars	38,346	35,486	-7.5%	-9.3%	73,456	64,286	-12.5%	-11.6%
Light Trucks	32,484	35,249	8.5%	4.1%	61,533	65,626	6.7%	5.8%
Domestic	16,741	17,224	2.9%	-1.6%	32,664	32,163	-1.5%	-0.8%
European	14,033	14,151	0.8%	1.4%	26,384	25,740	-2.4%	1.5%
Japanese	32,981	32,541	-1.3%	-1.4%	62,532	59,371	-5.1%	-1.8%
Korean	7,075	6,819	-3.6%	-2.9%	13,409	12,638	-5.7%	-4.7%

*April 2017 figures were estimated by Auto Outlook. Source: IHS Markit

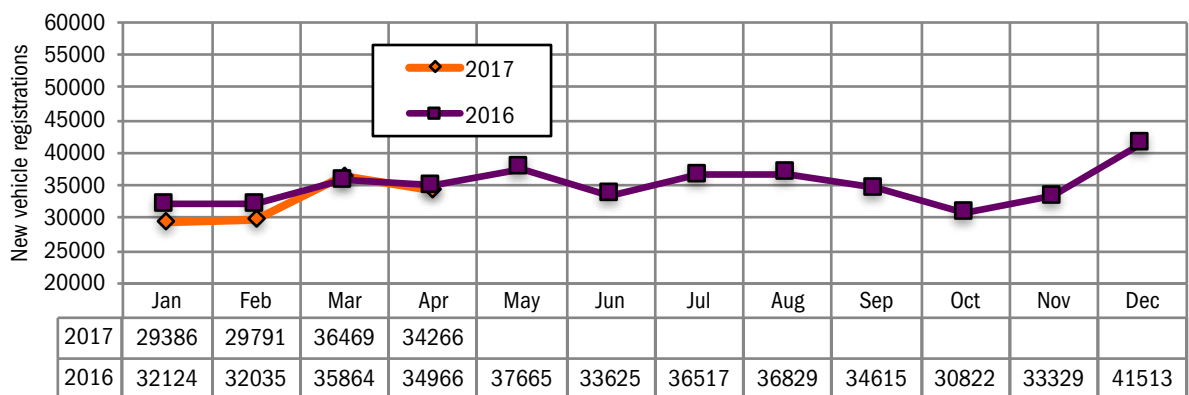
Percent Change in South Florida and U.S. New Retail Light Vehicle Registrations



Data Source: IHS Markit.

*April 2017 figures estimated by Auto Outlook.

South Florida Monthly New Retail Light Vehicle Registrations

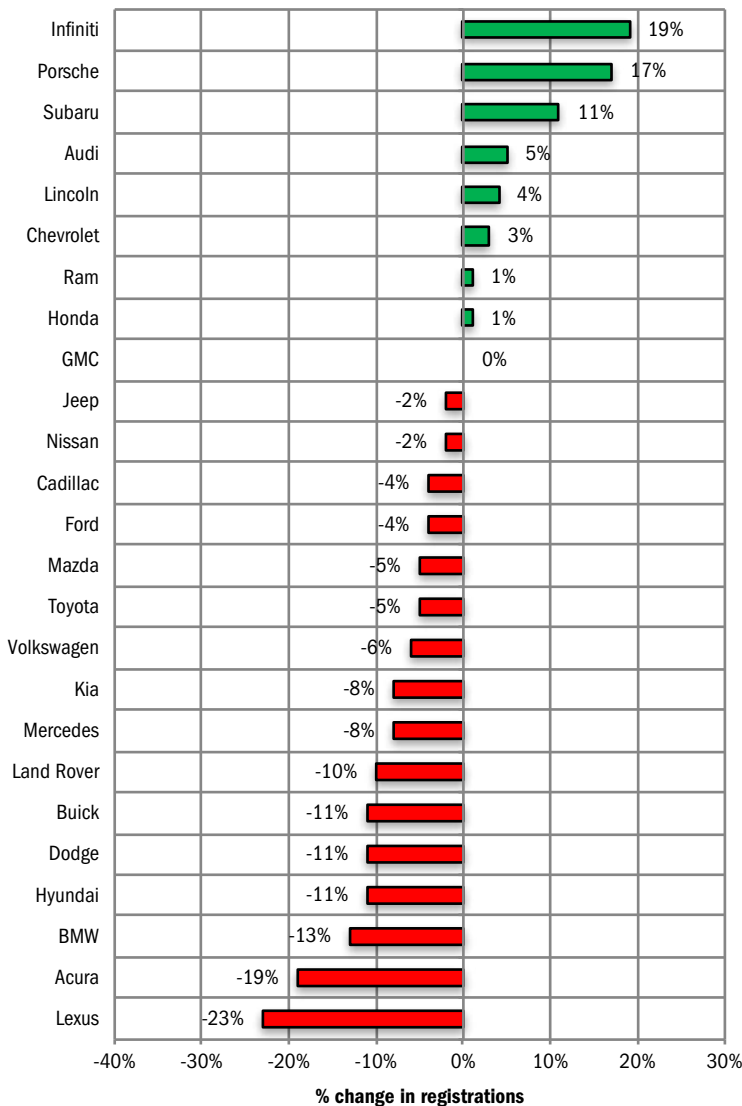


Data Source: IHS Markit.

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.

**Percent Change in South Florida
New Retail Light Vehicle Registrations (top 25 brands)
YTD 2017 thru April* vs. YTD 2016**



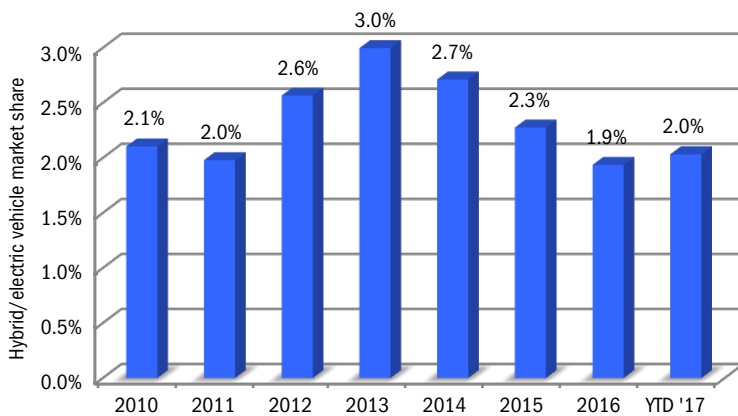
Source: IHS Markit.

*April 2017 figures estimated by Auto Outlook.

South Florida Area New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '16 thru Apr.	YTD '17 thru Apr.*	change	YTD '16 thru Apr.	YTD '17 thru Apr.*
TOTAL	134,989	129,912	-4%		
Acura	2,225	1,794	-19%	1.6%	1.4%
Audi	2,997	3,136	5%	2.2%	2.4%
BMW	5,274	4,571	-13%	3.9%	3.5%
Buick	1,837	1,629	-11%	1.4%	1.3%
Cadillac	2,127	2,043	-4%	1.6%	1.6%
Chevrolet	8,395	8,649	3%	6.2%	6.7%
Chrysler	706	763	8%	0.5%	0.6%
Dodge	2,122	1,888	-11%	1.6%	1.5%
FIAT	434	263	-39%	0.3%	0.2%
Ford	7,847	7,528	-4%	5.8%	5.8%
GMC	2,242	2,247	0%	1.7%	1.7%
Honda	13,625	13,822	1%	10.1%	10.6%
Hyundai	8,635	7,709	-11%	6.4%	5.9%
Infiniti	1,982	2,365	19%	1.5%	1.8%
Jaguar	388	855	120%	0.3%	0.7%
Jeep	4,133	4,061	-2%	3.1%	3.1%
Kia	4,774	4,412	-8%	3.5%	3.4%
Land Rover	1,573	1,409	-10%	1.2%	1.1%
Lexus	9,097	6,963	-23%	6.7%	5.4%
Lincoln	1,085	1,132	4%	0.8%	0.9%
Mazda	3,129	2,972	-5%	2.3%	2.3%
Mercedes	6,770	6,248	-8%	5.0%	4.8%
MINI	882	793	-10%	0.7%	0.6%
Mitsubishi	629	544	-14%	0.5%	0.4%
Nissan	8,723	8,557	-2%	6.5%	6.6%
Other	801	1,629	103%	0.6%	1.3%
Porsche	1,099	1,291	17%	0.8%	1.0%
Ram	1,748	1,763	1%	1.3%	1.4%
Subaru	1,875	2,074	11%	1.4%	1.6%
Tesla	381	441	16%	0.3%	0.3%
Toyota	21,213	20,248	-5%	15.7%	15.6%
Volkswagen	5,493	5,188	-6%	4.1%	4.0%
Volvo	748	925	24%	0.6%	0.7%

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

**Hybrid/Electric Vehicle Market Share in South Florida
2010 thru 2016, and YTD 2017 thru March**



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., May 2017