

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 5.2% during the first eight months of this year versus a year earlier (August figures were estimated). The U.S. market fell 0.7%

Light truck registrations were up 3.8% so far this year, while passenger cars were down 12.9%

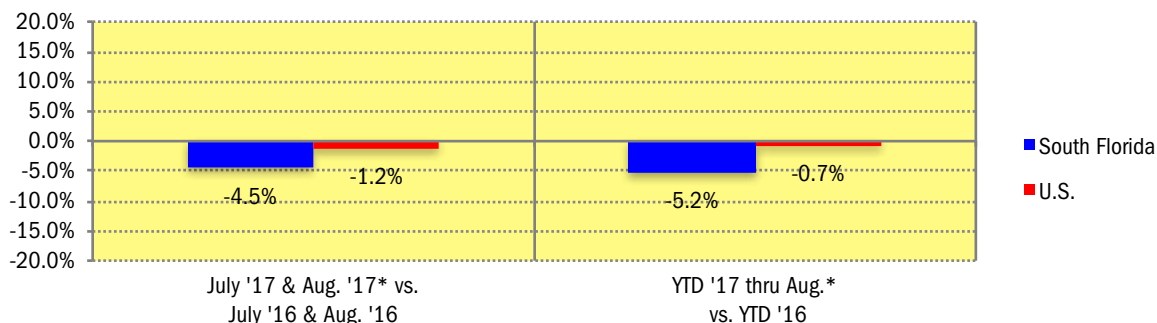
Hybrid and electric vehicle market share remained at 1.9% so far this year, unchanged from 2016.

Among the top 25 selling brands in the area, six had an increase in registrations during the first eight months of this year versus a year earlier: Infiniti, Porsche, Lincoln, Subaru, Chevrolet, and Ram.

South Florida and U.S. New Retail Car and Light Truck Registrations								
	July '17 and Aug. '17* Combined				Year to date thru August*			
	South Florida			U.S.	South Florida			U.S.
	2016	2017	% chg.	% chg.	YTD '16	YTD '17	% chg.	% chg.
Industry Total	73,346	70,058	-4.5%	-1.2%	279,626	265,202	-5.2%	-0.7%
Cars	39,035	34,952	-10.5%	-9.5%	150,374	131,013	-12.9%	-10.3%
Light Trucks	34,311	35,106	2.3%	4.2%	129,252	134,189	3.8%	5.7%
Domestic	17,179	16,482	-4.1%	-1.6%	67,293	65,365	-2.9%	-0.7%
European	14,684	14,053	-4.3%	-4.2%	55,043	51,096	-7.2%	-2.2%
Japanese	33,989	33,344	-1.9%	1.7%	128,679	124,005	-3.6%	0.3%
Korean	7,494	6,179	-17.5%	-9.6%	28,611	24,736	-13.5%	-4.9%

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

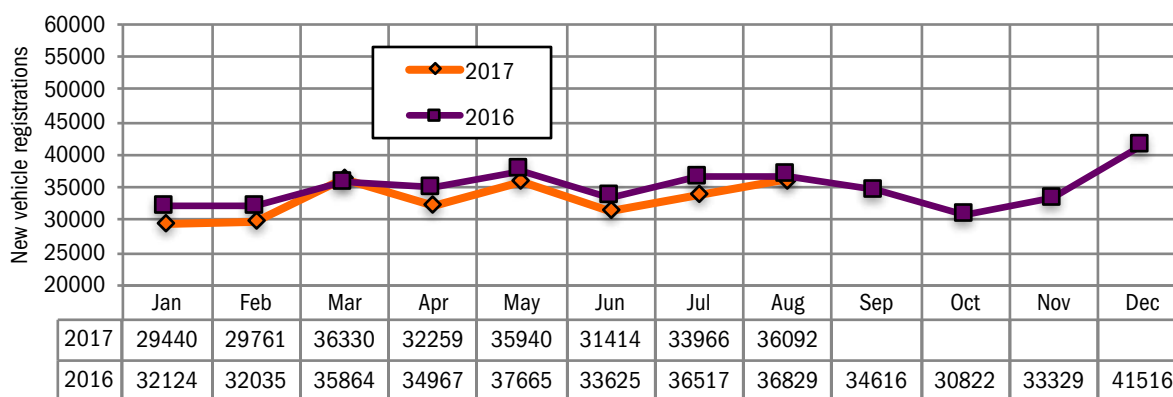
Percent Change in South Florida and U.S. New Retail Light Vehicle Registrations



Data Source: IHS Markit.

*August 2017 figures estimated by Auto Outlook.

South Florida Monthly New Retail Light Vehicle Registrations

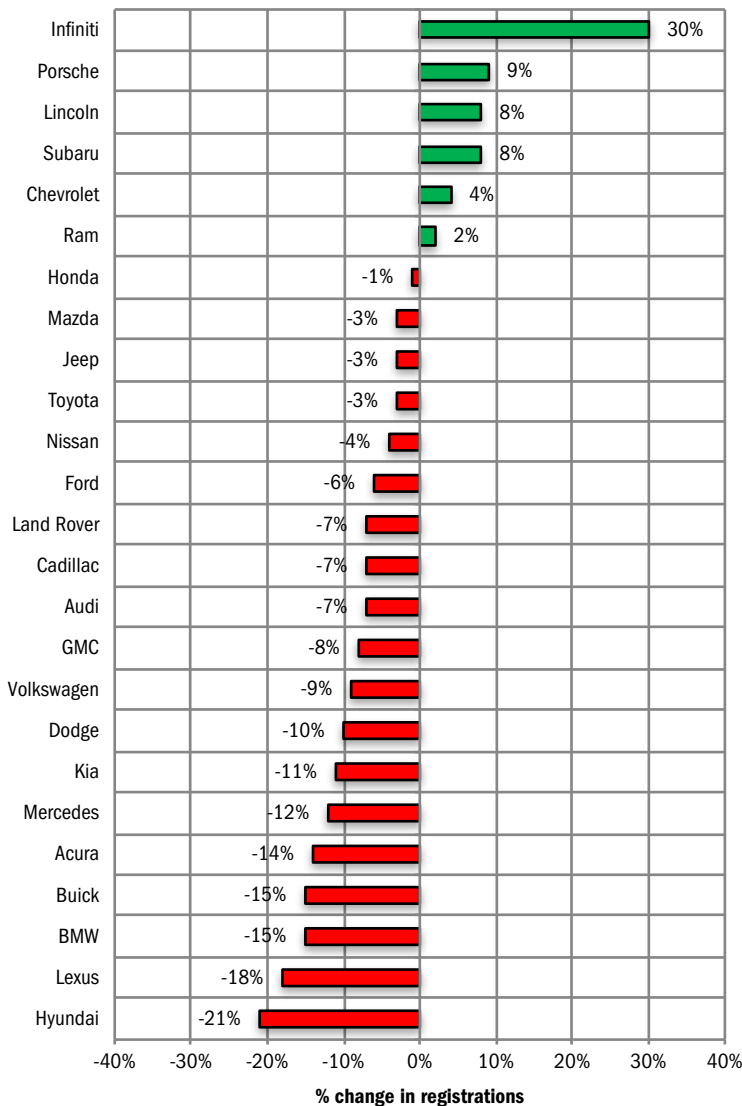


Data Source: IHS Markit.

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 August* vs. YTD 2016**



Source: IHS Markit.

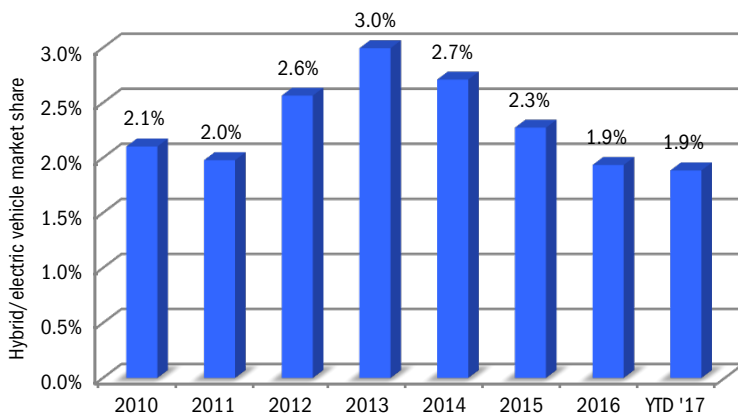
*August 2017 figures estimated by Auto Outlook.

South Florida Area New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '16	YTD '17	change	YTD '16	YTD '17
	thru Aug.	thru Aug.*		thru Aug.	thru Aug.*
TOTAL	279,626	265,202	-5%		
Acura	4,214	3,642	-14%	1.5%	1.4%
Alfa Romeo	22	378	1618%	0.0%	0.1%
Audi	6,574	6,085	-7%	2.4%	2.3%
BMW	10,654	9,093	-15%	3.8%	3.4%
Buick	3,439	2,937	-15%	1.2%	1.1%
Cadillac	4,493	4,187	-7%	1.6%	1.6%
Chevrolet	17,328	18,002	4%	6.2%	6.8%
Chrysler	1,587	1,545	-3%	0.6%	0.6%
Dodge	4,183	3,778	-10%	1.5%	1.4%
FIAT	808	491	-39%	0.3%	0.2%
Ford	15,967	15,074	-6%	5.7%	5.7%
Genesis	40	1,178	2845%	0.0%	0.4%
GMC	4,640	4,283	-8%	1.7%	1.6%
Honda	28,924	28,661	-1%	10.3%	10.8%
Hyundai	18,684	14,717	-21%	6.7%	5.5%
Infiniti	4,092	5,300	30%	1.5%	2.0%
Jaguar	1,160	1,567	35%	0.4%	0.6%
Jeep	8,795	8,567	-3%	3.1%	3.2%
Kia	9,887	8,841	-11%	3.5%	3.3%
Land Rover	2,957	2,750	-7%	1.1%	1.0%
Lexus	17,942	14,687	-18%	6.4%	5.5%
Lincoln	2,169	2,333	8%	0.8%	0.9%
Maserati	704	858	22%	0.3%	0.3%
Mazda	6,719	6,516	-3%	2.4%	2.5%
Mercedes	14,152	12,477	-12%	5.1%	4.7%
MINI	1,921	1,872	-3%	0.7%	0.7%
Mitsubishi	1,175	1,204	2%	0.4%	0.5%
Nissan	18,105	17,332	-4%	6.5%	6.5%
Other	1,004	1,045	4%	0.4%	0.4%
Porsche	2,309	2,526	9%	0.8%	1.0%
Ram	3,709	3,798	2%	1.3%	1.4%
Subaru	3,951	4,278	8%	1.4%	1.6%
Tesla	904	826	-9%	0.3%	0.3%
Toyota	43,476	42,311	-3%	15.5%	16.0%
Volkswagen	11,289	10,264	-9%	4.0%	3.9%
Volvo	1,649	1,799	9%	0.6%	0.7%

*August 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 July**



Source: IHS Markit.

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