

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 5.3% during the first seven months of this year versus a year earlier (June figures were estimated). The U.S. market fell 1.6%

Light truck registrations were up 3.9% so far this year, while passenger cars were down 13.3%

SUV segments have had the largest market share gains (see following page).

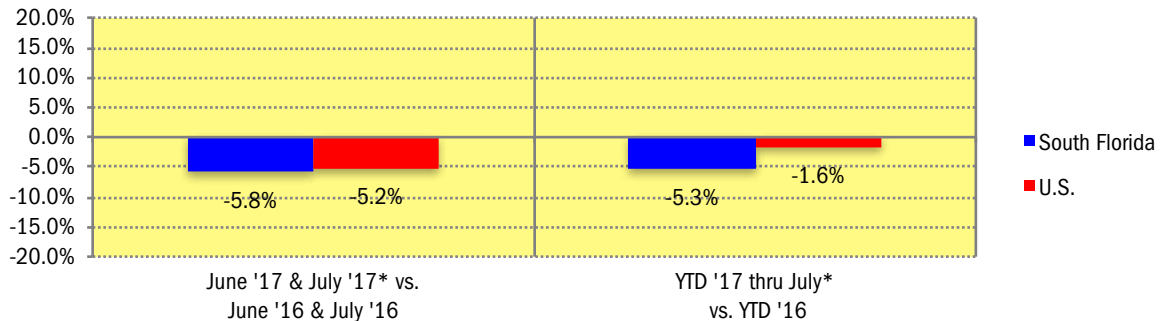
Top ten selling models in the area market so far this year: Toyota Corolla, Honda Accord, Toyota RAV4, Honda Civic, Toyota Camry, Nissan Rogue, Ford F-Series, Hyundai Elantra, Honda CR-V, and Volkswagen Jetta.

	June '17 and July '17* Combined				Year to date thru July*			
	South Florida			U.S.	South Florida			U.S.
	2016	2017	% chg.	% chg.	YTD '16	YTD '17	% chg.	% chg.
Industry Total	70,142	66,105	-5.8%	-5.2%	242,797	229,835	-5.3%	-1.6%
Cars	37,290	32,470	-12.9%	-14.4%	130,703	113,314	-13.3%	-11.3%
Light Trucks	32,852	33,635	2.4%	0.8%	112,094	116,521	3.9%	5.0%
Domestic	16,902	15,392	-8.9%	-8.3%	58,646	56,437	-3.8%	-2.1%
European	13,863	12,647	-8.8%	-6.1%	47,415	43,729	-7.8%	-2.4%
Japanese	32,035	32,203	0.5%	-0.4%	111,810	108,106	-3.3%	-0.1%
Korean	7,342	5,863	-20.1%	-12.7%	24,926	21,563	-13.5%	-5.6%

*July 2017 figures were estimated by Auto Outlook.

Source: IHS Markit

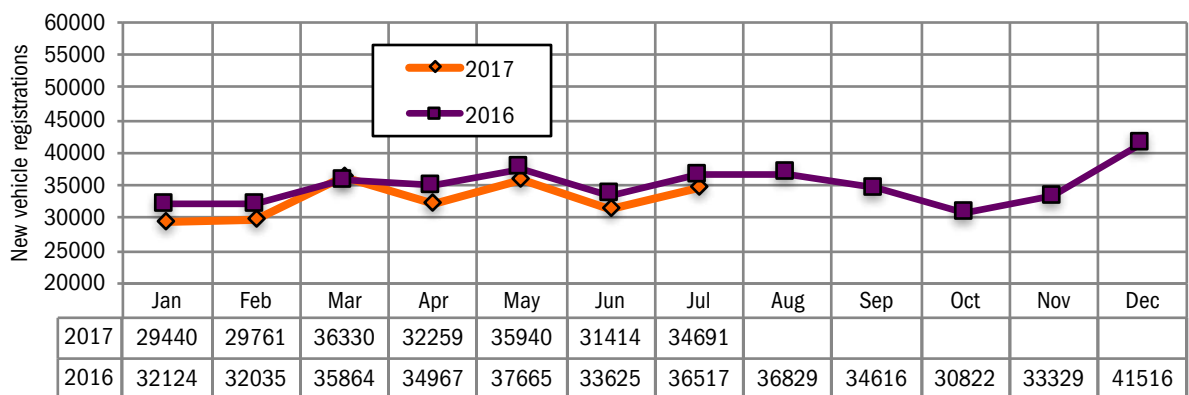
Percent Change in South Florida and U.S. New Retail Light Vehicle Registrations



Data Source: IHS Markit.

*July 2017 figures estimated by Auto Outlook.

South Florida Monthly New Retail Light Vehicle Registrations

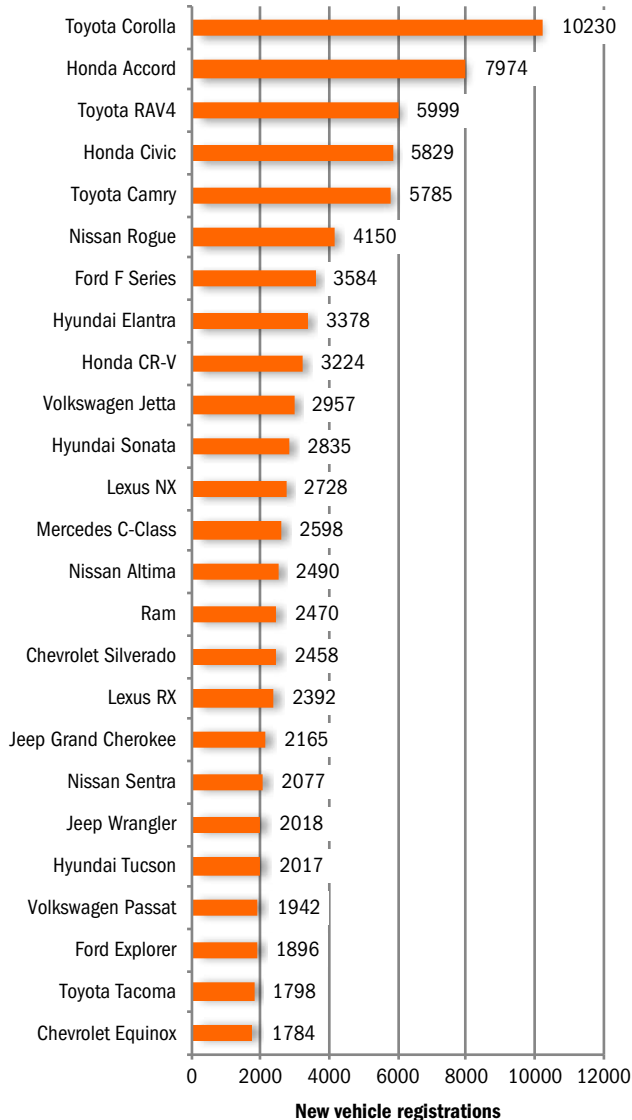


Data Source: IHS Markit.

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.

Top 25 Models in South Florida
New retail light vehicle registrations (YTD 2016 thru Oct.)



Source: IHS Markit.

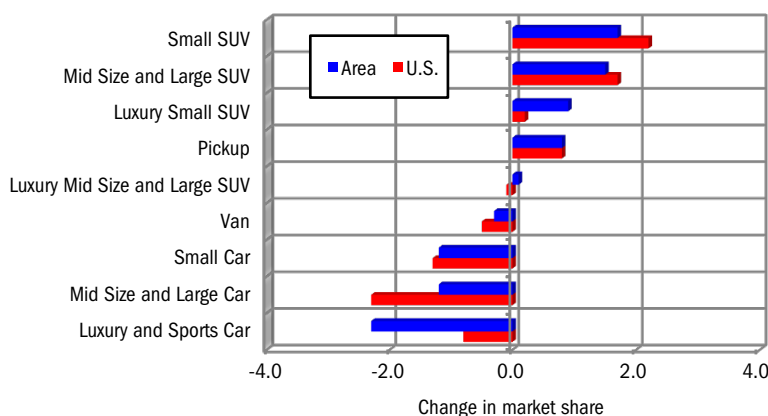
*July 2017 figures estimated by Auto Outlook.

South Florida Area New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '16	YTD '17	change	YTD '16	YTD '17
	thru July	thru July*		thru July	thru July*
TOTAL	242,797	229,835	-5%		
Acura	3,697	3,207	-13%	1.5%	1.4%
Alfa Romeo	22	315	1332%	0.0%	0.1%
Audi	5,715	5,222	-9%	2.4%	2.3%
BMW	9,256	7,792	-16%	3.8%	3.4%
Buick	3,038	2,530	-17%	1.3%	1.1%
Cadillac	3,817	3,551	-7%	1.6%	1.5%
Chevrolet	15,166	15,343	1%	6.2%	6.7%
Chrysler	1,375	1,356	-1%	0.6%	0.6%
Dodge	3,686	3,267	-11%	1.5%	1.4%
FIAT	716	444	-38%	0.3%	0.2%
Ford	13,936	13,100	-6%	5.7%	5.7%
Genesis	1	982		0.0%	0.4%
GMC	4,067	3,794	-7%	1.7%	1.7%
Honda	25,182	25,138	0%	10.4%	10.9%
Hyundai	16,264	12,850	-21%	6.7%	5.6%
Infiniti	3,433	4,517	32%	1.4%	2.0%
Jaguar	966	1,386	43%	0.4%	0.6%
Jeep	7,655	7,435	-3%	3.2%	3.2%
Kia	8,661	7,731	-11%	3.6%	3.4%
Land Rover	2,559	2,371	-7%	1.1%	1.0%
Lexus	15,526	12,551	-19%	6.4%	5.5%
Lincoln	1,853	1,995	8%	0.8%	0.9%
Maserati	604	744	23%	0.2%	0.3%
Mazda	5,849	5,626	-4%	2.4%	2.4%
Mercedes	12,189	10,869	-11%	5.0%	4.7%
MINI	1,589	1,543	-3%	0.7%	0.7%
Mitsubishi	1,020	1,017	0%	0.4%	0.4%
Nissan	15,703	15,423	-2%	6.5%	6.7%
Other	859	891	4%	0.4%	0.4%
Porsche	1,962	2,145	9%	0.8%	0.9%
Ram	3,184	3,264	3%	1.3%	1.4%
Subaru	3,366	3,740	11%	1.4%	1.6%
Tesla	791	771	-3%	0.3%	0.3%
Toyota	37,966	36,823	-3%	15.6%	16.0%
Volkswagen	9,718	8,651	-11%	4.0%	3.8%
Volvo	1,406	1,451	3%	0.6%	0.6%

*July 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 April vs. YTD 2016



Source: IHS Markit.

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