

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 4.5% during the first six months of this year versus a year earlier (June figures were estimated). The U.S. market fell 0.5%

Light truck registrations were up 5.2% so far this year, while passenger cars were down 12.8%

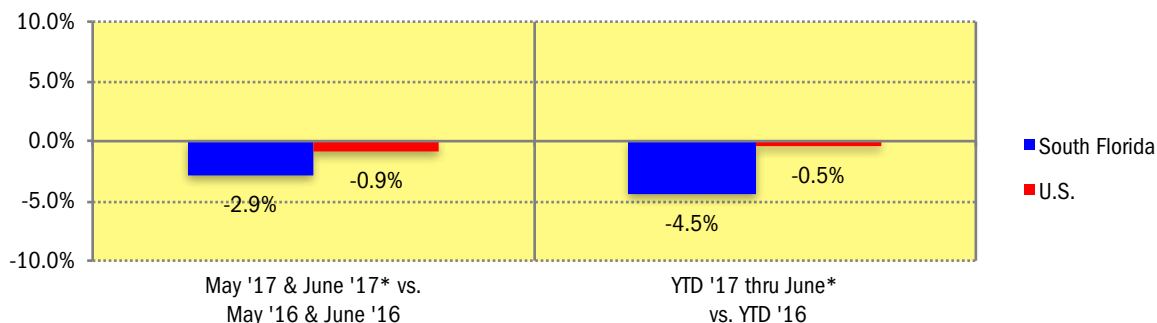
Among the top 25 selling brands in the area, seven had an increase in registrations during the first half of this year versus a year earlier: Infiniti, Porsche, Subaru, Lincoln, Ram, Chevrolet, and Honda.

Hybrid/electric vehicle market share in the area was 1.9% during the first five months of this year, unchanged from 2016.

South Florida and U.S. New Retail Car and Light Truck Registrations								
	May '17 and Jun. '17* Combined				Year to date thru June*			
	South Florida			U.S.	South Florida			U.S.
	2016	2017	% chg.	% chg.	YTD '16	YTD '17	% chg.	% chg.
Industry Total	71,290	69,228	-2.9%	-0.9%	206,280	197,018	-4.5%	-0.5%
Cars	37,883	34,066	-10.1%	-10.1%	111,339	97,125	-12.8%	-10.6%
Light Trucks	33,407	35,162	5.3%	5.3%	94,941	99,893	5.2%	6.4%
Domestic	17,450	17,124	-1.9%	-2.3%	50,114	49,097	-2.0%	-0.6%
European	13,974	13,682	-2.1%	-0.7%	40,359	38,198	-5.4%	-0.1%
Japanese	32,158	31,987	-0.5%	1.4%	94,690	91,058	-3.8%	0.3%
Korean	7,708	6,435	-16.5%	-5.5%	21,117	18,665	-11.6%	-4.6%

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

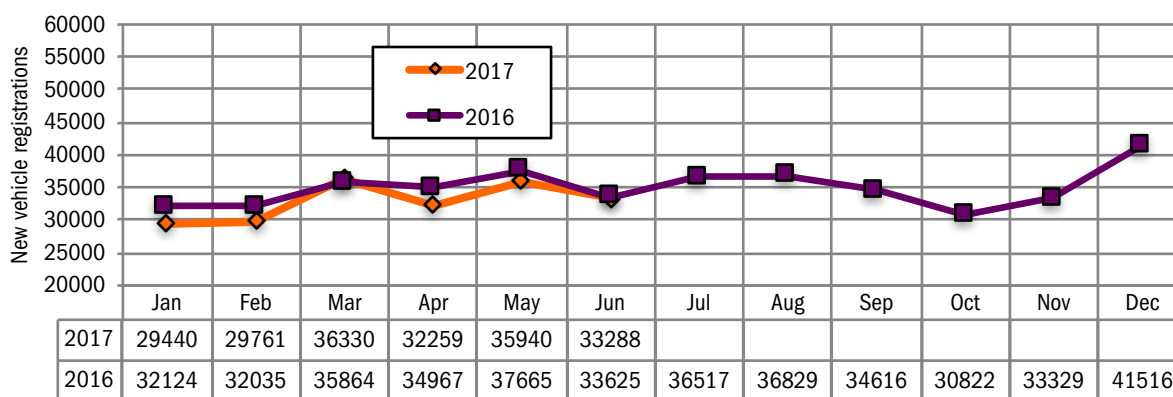
Percent Change in South Florida and U.S. New Retail Light Vehicle Registrations



Data Source: IHS Markit.

*June 2017 figures estimated by Auto Outlook.

South Florida Monthly New Retail Light Vehicle Registrations

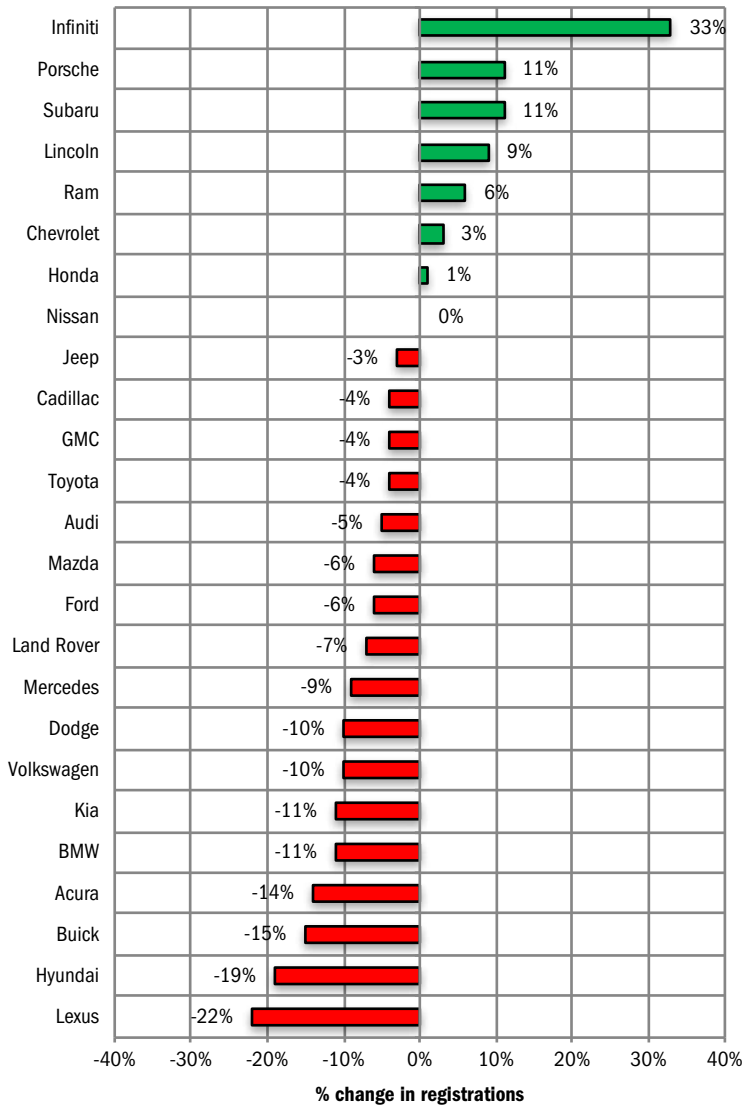


Data Source: IHS Markit.

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 June* vs. YTD 2016**



Source: IHS Markit.

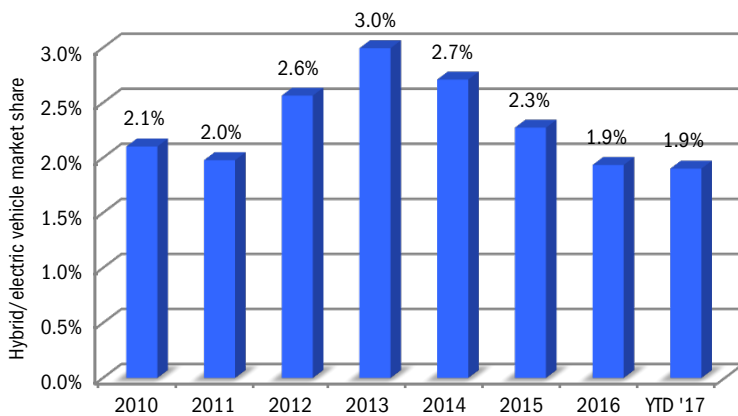
*June 2017 figures estimated by Auto Outlook.

South Florida Area New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '16 thru June	YTD '17 thru June*	change	YTD '16 thru June	YTD '17 thru June*
TOTAL	206,280	197,018	-4%		
Acura	3,181	2,729	-14%	1.5%	1.4%
Alfa Romeo	18	182	911%	0.0%	0.1%
Audi	4,839	4,601	-5%	2.3%	2.3%
BMW	8,035	7,143	-11%	3.9%	3.6%
Buick	2,643	2,259	-15%	1.3%	1.1%
Cadillac	3,250	3,113	-4%	1.6%	1.6%
Chevrolet	12,846	13,278	3%	6.2%	6.7%
Chrysler	1,155	1,217	5%	0.6%	0.6%
Dodge	3,209	2,899	-10%	1.6%	1.5%
FIAT	626	393	-37%	0.3%	0.2%
Ford	11,973	11,262	-6%	5.8%	5.7%
Genesis	0	872		0.0%	0.4%
GMC	3,414	3,276	-4%	1.7%	1.7%
Honda	21,206	21,314	1%	10.3%	10.8%
Hyundai	13,742	11,194	-19%	6.7%	5.7%
Infiniti	2,941	3,900	33%	1.4%	2.0%
Jaguar	754	1,222	62%	0.4%	0.6%
Jeep	6,535	6,316	-3%	3.2%	3.2%
Kia	7,375	6,599	-11%	3.6%	3.3%
Land Rover	2,198	2,043	-7%	1.1%	1.0%
Lexus	13,245	10,273	-22%	6.4%	5.2%
Lincoln	1,592	1,739	9%	0.8%	0.9%
Maserati	523	662	27%	0.3%	0.3%
Mazda	4,899	4,625	-6%	2.4%	2.3%
Mercedes	10,416	9,472	-9%	5.0%	4.8%
MINI	1,329	1,254	-6%	0.6%	0.6%
Mitsubishi	881	836	-5%	0.4%	0.4%
Nissan	13,287	13,241	0%	6.4%	6.7%
Other	744	825	11%	0.4%	0.4%
Porsche	1,693	1,886	11%	0.8%	1.0%
Ram	2,735	2,905	6%	1.3%	1.5%
Subaru	2,806	3,107	11%	1.4%	1.6%
Tesla	689	807	17%	0.3%	0.4%
Toyota	32,189	30,979	-4%	15.6%	15.7%
Volkswagen	8,134	7,361	-10%	3.9%	3.7%
Volvo	1,178	1,234	5%	0.6%	0.6%

*June 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 May**



Source: IHS Markit.

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