

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 4.8% 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.

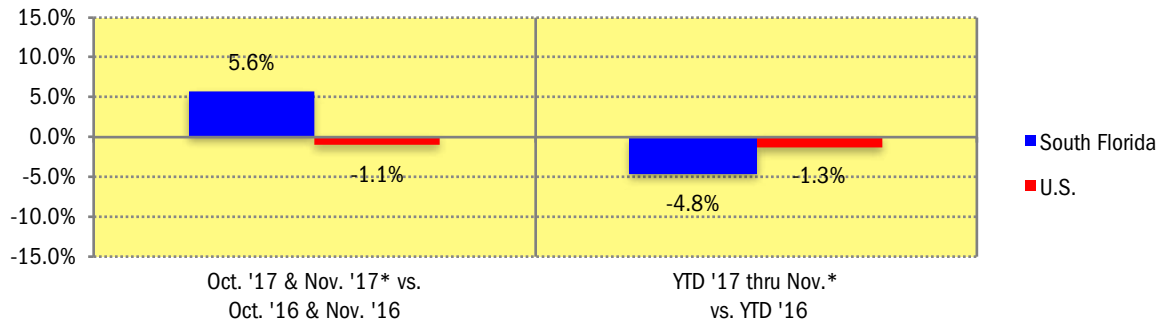
Top ten selling models in the area market during first ten months of 2017: Toyota Corolla, Honda Accord, Toyota RAV4, Honda Civic, Toyota Camry, Nissan Rogue, Ford F-Series, Volkswagen Jetta, Honda CR-V, and Hyundai Elantra.

	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 were estimated by Auto Outlook.

Source: IHS Markit

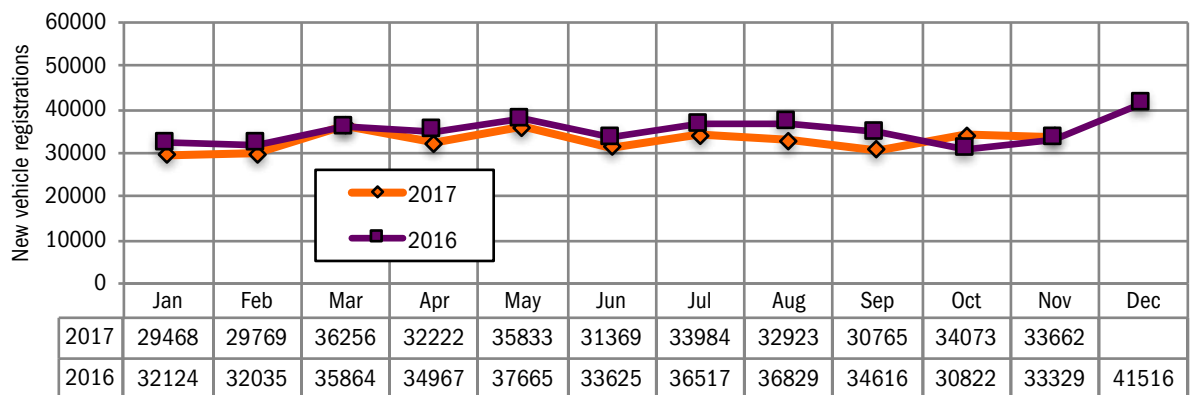
Percent Change in South Florida and U.S. New Retail Light Vehicle Registrations



Data Source: IHS Markit.

*November 2017 figures estimated by Auto Outlook.

South Florida Monthly New Retail Light Vehicle Registrations

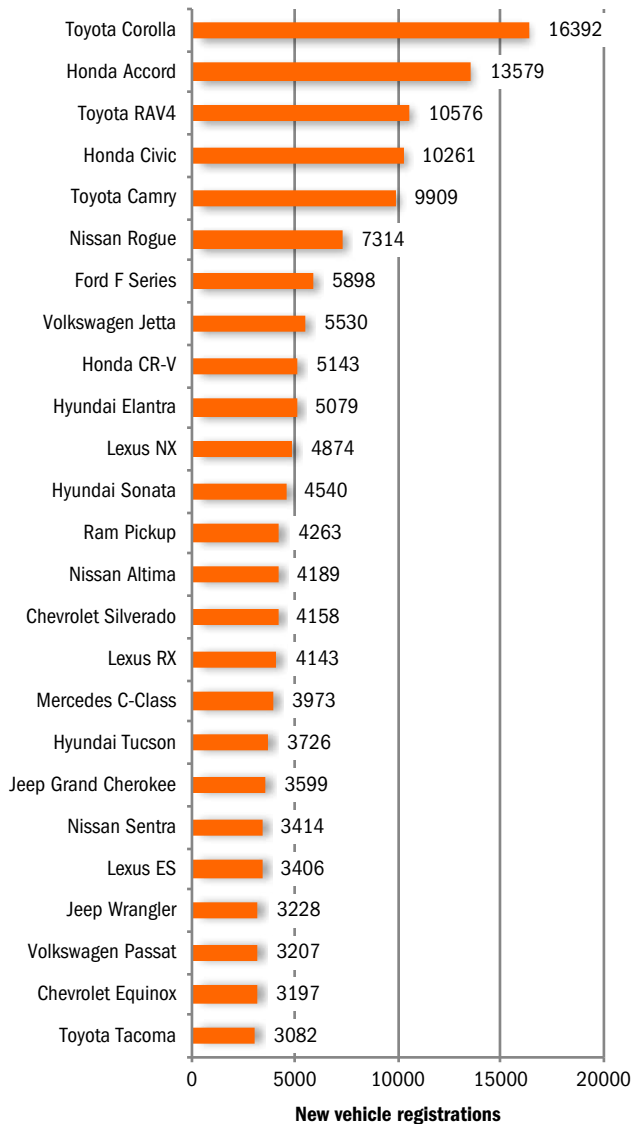


Data Source: IHS Markit.

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 2017 thru Oct.)

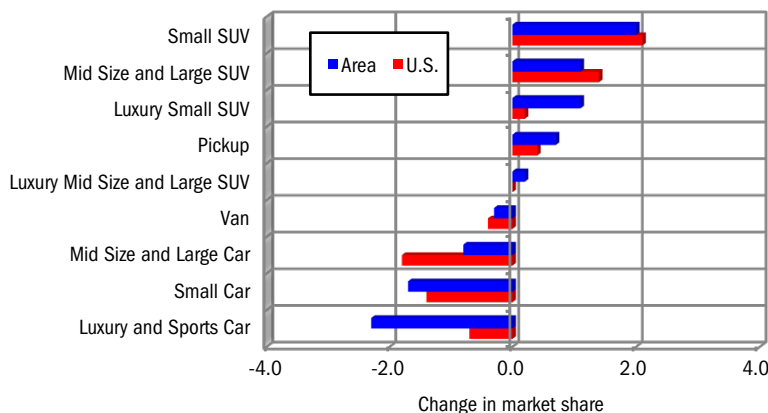


Source: IHS Markit.

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.

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 PO Box 390
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 Phone: 800-206-0102
 Email: jfoltz@autooutlook.com

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