

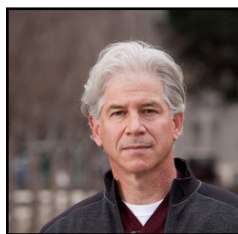


# LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #2 – 2019

## GLANCD A Annual Member Luncheon Is June 18

**G**LANCDA will host its annual new car dealer member luncheon on June 18, 2019 at the Universal Sheraton Hotel in Universal City. The keynote speaker for the event is former Enron CFO, Andy Fastow. Mr. Fastow has been speaking to business groups throughout the United States since being released from prison for his role in defrauding investors with illegal accounting practices. He will share the story of “playing in the gray” and the trouble it caused for so many. He will also share about the opportunity to speak to many is a chance to “do the right thing.” Attending and listening to this message will be of value to all dealership employees!



### LUNCHEON REGISTRATION:

Attendee online registration, Table Registration, and Sponsor Registration:

<http://www.cvent.com/d/f6qc9h/4W>

### JOIN OR RENEW GLANCD A MEMBERSHIP:

<http://www.cvent.com/d/k6qcb9>

FYI. Online membership only works for single location companies. If you are registering more than one location, please use form on page 5 of this newsletter.

Join CNCDA PAC and Co-Host, GLANCD A for a Luncheon to Meet and Support Governor Gavin Newsom



Thursday, April 11, 2019  
12:00pm - 1:30pm  
CNCDA | 1517 L Street  
Sacramento, CA 95814

### HOST COMMITTEE:

*Greater Los Angeles New Car Dealers Association*

Todd Blue                      Fritz Hitchcock    Bob Mann

Bert Boeckmann            Darryl Holter

Inder Dosanjh                Howard Keyes

*New Car Dealers Association of San Diego*

Rick Niello

*Orange County Automobile Dealers Association*

Kent Putnam                      R.J. Romero

*Silicon Valley Auto Dealers Association*

Adam Simms

Mike Sullivan    David Wilson

Greater Los Angeles New Car Dealers Association  
ANNUAL MEMBER LUNCHEON  
SHERATON UNIVERSAL HOTEL  
JUNE 18, 2019  
11:30 AM - 2:00 PM  
REGISTER AT  
[WWW.GLANCD A.ORG](http://WWW.GLANCD A.ORG)

Fritz Hitchcock will be honored with the 2019 GLANCD A Lifetime Service Award!

Speaker: Andy Fastow was the Chief Financial Officer of Enron Corp

RULES VERSUS PRINCIPLES  
Join in on a unique conversation about ethics, rules and principals with Andy Fastow, former CFO at Enron. Mr. Fastow was charged with 78 counts of fraud for his central role in creating off-balance sheet entities that disguised the company's financial condition, and personally made tens of millions in the process.

GLANCD A membership renewal for 2019 includes two seats (per dealership rooftop) at the luncheon. Also included is 150 all-day/any-day tickets to the 2019 Los Angeles Auto Show at the Convention Center. Membership runs \$200 a rooftop, and past members will receive their renewal notices soon. New members will also have this same opportunity, and the deadline to pay will be June 1, 2019. □

For more info, go to: <http://www.informz.net/impexium-cncda/data/images/Governor%20Gavin%20Newsom%20Invite.%20Final.pdf>

# Dealers Are Committed to Fixing All Recalls

For 50 years, Congress has entrusted franchised automobile dealers to repair vehicles recalled by manufacturers for safety defects or noncompliance reasons.

**W**hen it comes to vehicle recalls, America's franchised new-car dealers are united behind one goal: Fixing 100 percent of the recalls 100 percent of the time for 100 percent of the driving public.

## Why It's Important

For 50 years, Congress has entrusted franchised dealers to repair those vehicles recalled by manufacturers for safety defects or noncompliance reasons.

Dealers are the critical linchpin between auto manufacturers and a 100-percent recall completion rate, and dealers are proud to have completed nearly 77 million recall and warranty repair orders for our customers in 2015 alone.


Getting to a 100-percent recall completion is dependent on two factors: The speed at which automakers can produce repair parts and get them to dealers; and the willingness of vehicle owners to bring recalled vehicles to their dealership for repairs as soon as parts become available.

Dealers have the capacity and expertise to fix 100 percent of vehicle recalls, but they can't do it without parts, and they can't do it without the vehicles in their service bays.

## What's Happening Now

America's new-car and -truck dealers are committed to supporting efforts to help us achieve a 100-percent recall completion rate.

And because achieving a 100-percent recall completion rate is so important, dealers have warned against policies that could impose a costly and unnecessary consumer trade-in tax and potentially even lead to fewer vehicles getting the recall repair service that they need.

Fixing 100 percent of the recalls 100 percent of the time for 100 percent of the driving public: Our customers deserve nothing less, which is why dealers will continue to fight for nothing less. 

## 2019 BOARD MEMBERS

### PRESIDENT

David Ellis  
Glendale Dodge Chrysler Jeep

### VICE PRESIDENT

Howard Tenenbaum  
Keyes Automotive Group

### SECRETARY-TREASURER

Jeanne Brewer  
Glendale Acura

### IMMEDIATE PAST PRESIDENT

Peter Smith  
Bob Smith Toyota

### DIRECTOR

Bert Boeckmann  
Galpin Motors

### DIRECTOR

Cheri Fleming  
Valencia Acura

### DIRECTOR

Peter Hoffman  
Sierra Automotive Group

### DIRECTOR

Greg Bozzani  
Bozzani Motors

### DIRECTOR

Darryl Holter  
Felix Chevrolet

### DIRECTOR

Tim Smith  
Bob Smith BMW/Mini

### DIRECTOR

John Symes  
Symes Automotive Group

### DIRECTOR

Ian Thomas  
Thomas Acura

### LEGAL COUNSEL

Joe Berberich

### EXECUTIVE DIRECTOR

Bob Smith

# Lobbying against Tariffs on New Vehicles



**G**LANCDA will join forces with AIADA (American International Automobile Dealers Association) and meet with members of Congress and the Senate on April 9-10. These meetings with elected officials on both sides of the aisle, will showcase the dealers concerns about the impact of tariffs, and the affordability of new vehicles with the added cost of “up to” \$7000 a car. Deal-

ers and Automotive Trade Association Executives from throughout the country are witnessing a slow down in new vehicles sold in Q1, and adding another layer of cost is nothing more than a tax that is passed on to the consumer. The associations are committed to being the voice of dealers, sharing this concern, and understand that this issue of balance of trade is complex. The impact of tariffs on vehicles will extend to potential dealership layoffs, and significant lost revenue. □

## Tariffs Are Taxes.

The U.S. auto industry is facing headwinds. Auto sales are slowing, prices of new cars are increasing, and rising interest rates are driving up average monthly payments. Auto tariffs would further penalize the pocketbooks of hard-working families, throw cold water on economic growth, and put hundreds of thousands of American jobs at risk.

### What would a 25% auto tariff mean?



Up to **\$7,000** increase on the cost of a vehicle sold in the U.S.



Decreased **Annual Auto Sales Rate** by up to **2 million vehicles**



Decline in total dealer revenues by as much as **\$66.5 billion**



As many as **117,500 jobs lost** at U.S. new vehicle dealerships

**3 jobs lost** for every **1 job gained** in the auto and parts sector



Decrease U.S. auto production by **1.5%**



Decrease U.S. exports by **4% annually**



More than **700,000** total U.S. jobs lost



Decrease the U.S. auto and parts workforce by **2%**



**\$73 billion** tax increase on consumers



## GLANCD A MEMBERS 2018

Acura of Alhambra	Puente Hills Mazda	Galpin Jaguar Lincoln Volvo Aston Martin
Acura Of Glendale	Puente Hills Nissan	Galpin Motors, Inc. dba - Galpin Ford
Acura of Thousand Oaks	Puente Hills Toyota	Galpin Subaru
Advantage Ford, Inc.	Puente Hills Volkswagen	Galpin Volkswagen
Airport Marina Ford	Rally Auto Group	Gardena Nissan, Inc.
Airport Marina Honda	Reynolds Buick GMC Trucks	Glendale Dodge Chrysler Jeep
Allen Gwynn Chevrolet	Robertson Honda	Glendora Chevrolet, Inc.
Antelope Valley Chevrolet	Ross Nissan	Glendora Dodge Chrysler Jeep
Antelope Valley Ford Lincoln & Mazda	Rusnak Arcadia Mbenz	Glenn E. Thomas Dodge/Chrysler/Jeep
Antelope Valley Nissan	Rusnak/Pasadena	Honda Of Pasadena
Antelope Valley Volkswagen	Santa Monica Lincoln	Keyes Toyota
Autonation Volvo South Bay	Sunrise Ford of North Hollywood	Land Rover Encino
Bob Smith Toyota	Symes Cadillac, Inc.	Land Rover Pasadena
Bob Wondries Ford	Thomas Acura	Lexus Of Cerritos
Bozzani Motors	Thorson Motor Center	Lexus of Valencia
Browning Mazda	Timmons Subaru	Lexus Of Woodland Hills
Browning Mazda Of Alhambra	Timmons VW	Lexus Santa Monica
Cabe Brothers Toyota	Toyota of Downtown LA	Longo Lexus
Calstar Motors	Toyota Of Hollywood	Longo Toyota Scion
Camacho Mitsubishi	Toyota of Lancaster	Manhattan Beach Toyota Scion
Camino Real Chevrolet	Toyota of Marina del Rey	Mercedes-Benz Of Beverly Hills
Capistrano Toyota Scion	Toyota Of Santa Monica	Norm Reeves Ford Superstore
Culver City Honda	Valencia Acura	Norm Reeves Honda Superstore Cerritos
Dependable Dodge	Valencia BMW	Norm Reeves Hyundai Superstore
DTLA Motors - Mercedes-Benz	Volkswagen Alhambra	Northridge Toyota/Scion
Ed Butts Ford	Volkswagen of Downtown LA	Norwalk Toyota Scion
Felix Chevrolet	Volkswagen Pasadena	Pacific BMW
Ferrari Beverly Hills	Volkswagen Santa Monica, Inc.	Pacific Volkswagen
Ferrari Los Angeles	W. I. Simonson, Inc.	Penske Buick GMC of Cerritos
Ford Of Montebello	Wondries Toyota	Penske Cadillac
Ford Of Upland	Woodland Hills Buick/GMC/Cadillac	Penske Chevrolet
Honda Of Santa Monica	Woodland Hills Honda	Penske Mercedes
Honda of Thousand Oaks	Woodland Hills Porsche	Porsche of Downtown LA
Hornburg Los Angeles	Audi Beverly Hills	Scott Robinson Chrysler
Hunter Dodge Chrysler Jeep Ram Fiat	Audi Of Downtown LA	Scott Robinson Honda
Jaguar Land Rover South Bay	Audi Pacific	Sierra Autocars
Keyes Audi	Audi Valencia	Sierra Chrysler Dodge Jeep Ram
Keyes Chevrolet	Autonation Acura South Bay	South Bay Ford, Inc.
Keyes European	Autonation CDJR Valencia	South Bay Lexus
Keyes Honda	Autonation Chevrolet Valencia	South Bay Toyota
Ferrari South Bay	Autonation Ford Torrance	Star Ford Lincoln
Ferrari Westlake	Autonation Ford Valencia	Star Mazda
Fiat Of Glendale	Autonation Honda Valencia	Subaru Of Santa Monica
Keyes Hyundai	Autonation Toyota Cerritos	Subaru Pacific
Keyes Lexus	Carson Nissan	Worthington Ford
Mercedes-Benz of Long Beach	Carson Toyota Scion	
Mercedes-Benz of Oxnard	Casa De Cadillac DBA: Casa	
Mercedes-Benz Of South Bay	Automotive Group	
Metro Honda	Center BMW	
Metro Infiniti	Central Ford, Inc.	
Mini Of Valencia	Century West BMW	
Mission Hills Hyundai	Chevrolet Of Montebello	
New Century BMW	Circle Audi Long Beach	
Nick Alexander Imports	Circle Porsche	
Nissan of Downtown LA	Community Chevrolet	
Nissan Of Mission Hills	Crestview Cadillac	
Porsche South Bay	Galpin Mazda	



# JOIN OR RENEW YOUR MEMBERSHIP TODAY!

**Who are we?** GLANCDA is an association of Los Angeles County New Car Dealers.

**What we do?** Protect and serve the New Car Dealer franchise system by coming together as a group.

**How do we do it?** Legislative advocacy that helps protect the dealers from overregulation. This year supporting CNCA Franchise Bill AB2107 and helping educate our elected officials why we support the bill.

**How do we give back?** We assist with funding for philanthropic causes in the communities our member dealers do business.

**GLANCDA membership runs until December 31, 2019.**

### Greater Los Angeles New Car Dealers Association Management Office

2520 Venture Oaks Way, Suite 150  
Sacramento, CA 95833

**Contact Us:**

Phone (213) 748-0243  
Fax (213) 748-0245

[bob@glancda.org](mailto:bob@glancda.org) • [www.glancda.org](http://www.glancda.org)

**Join or Renew your GLANCDA membership by June 1, 2019  
GET TWO TICKETS TO THE ANNUAL LUNCHEON!**

Yes, we would like to join for 2019. (Renew or New Member)

## DUES PRICING 2019

**\$200.00** dealership or main location

**\$200.00**

Per additional dealerships under same ownership. Please fill out information form for each additional dealership.

Total Dealerships \_\_\_\_\_

Total Due \_\_\_\_\_

Dealership/Name: \_\_\_\_\_

Dealer Address: \_\_\_\_\_

Dealer Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Dealership Principal Name/Email (for communication only): \_\_\_\_\_

General Manager Name/Email: \_\_\_\_\_

Office Manager/Controller Name/Email: \_\_\_\_\_

Address: \_\_\_\_\_

Dealer Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

### TWO ANNUAL LUNCHEON TICKETS

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_

**\*Note: All contact information is for membership communication only.**

Payment Type  Amex  Visa  MC  Check Payable to: Greater Los Angeles New Car Dealers Association

Credit Card: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CVV#: \_\_\_\_\_

Name on Credit Card: \_\_\_\_\_ Signature: \_\_\_\_\_



## MEMBER BENEFITS

Complimentary Los Angeles Auto Show ticket package (150 all day/ any day tickets during the shows - Dollar Value \$2,250).

Ongoing Communication and Meetings with elected officials about legislation that is either supported or opposed that impacts our dealer members and ultimately the value of their investment in their businesses.

Close alignment with area schools that promote workforce development in the automotive industry, and assist in job placement for young motivated and qualified students. Additionally we help these students find scholarship funds to pursue their dream of working in a dealership. Dollar value: Priceless

Regular communication with legislators and government officials dealing with local, state, and federal issues which protects the dealer franchise system and promotes the business interests of our members.

Auto Outlook New Vehicle Sales Data sent to members via our e-newsletter, quarterly magazine, and hosted on our website, with forecast and analysis of new retail light vehicle market, analysis of forecast determinants, comparison with National market, nameplate sales performance, and coverage of vehicle sales in market segment.

Quarterly publication of LA Dealer magazine sent to members.

Special discounts to attend informative seminars with some of the industry's leading speakers.

Special partnership with T.R.A.P. (Taskforce for Regional Auto Theft Prevention) which helps members reduces dealership theft and fraud.

We are the exclusive automobile dealer association endorser of the Show, which helps boost local member sales and reinforces Greater Los Angeles as a hub of automotive design and consumer trends.

Early Warning System - We monitor the state and federal courts in Los Angeles County to alert members when a lawsuit has been filed against them.

Technology Contest for High School seniors to encourage young people to get involved and pursue careers in the auto industry.

Community Service - we are leaders in contributing to worthy community programs in Los Angeles County which promotes the image of new car dealers with the public.

Regular email newsletter to members.

Email alerts to our members when there is important information for them, or when immediate action is necessary.

Collaboration with the California New Car Dealers State Association regarding seminars and legislative and regulatory matters.

Special discounts to attend the CNCDA Annual Dealer Day in Sacramento to meet with state legislators and educate them on dealer issues.

The GLANCDA website which is at [www.glanconda.org](http://www.glanconda.org).

Annual luncheon and business meeting of members with a prominent keynote speaker.

Opportunity to serve on GLANCDA Board of Directors.

Released: March 2019

Covering data thru February 2019

# Los Angeles Auto Outlook™

Comprehensive information on the LA County new vehicle market

Sponsored by:



## Quick Facts

New retail car and light truck registrations in the county declined 1.3% during the first two months of this year versus the same period a year earlier

The county market declined by 3.2% for all of 2018 vs. 2017. Light truck registrations were up 6.9% while passenger cars fell 11.8%.

The three month moving average of new vehicle registrations declined slightly in February of this year.

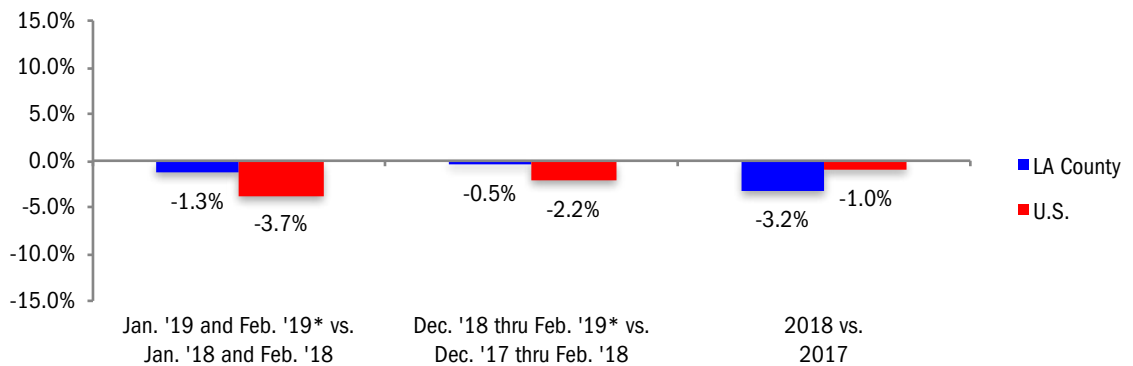
Tesla, Land Rover, Jaguar, Ram, and Acura registrations increased by more than 12% during the first two months of this year versus the same period a year earlier.

	Jan '19 and Feb '19* combined			Dec '18 thru Feb '19*			Annual Total		
	Previous	Current	% chg.	Previous	Current	% chg.	2017	2018	Chg.
Industry Total	75,934	74,916	-1.3%	122,858	122,197	-0.5%	523,308	506,786	-3.2%
Cars	37,769	35,983	-4.7%	61,575	57,759	-6.2%	282,140	248,869	-11.8%
Light Trucks	38,165	38,933	2.0%	61,283	64,438	5.1%	241,168	257,917	6.9%
Domestic	16,694	18,794	12.6%	25,646	29,139	13.6%	109,756	116,211	5.9%
European	15,619	14,185	-9.2%	27,336	25,907	-5.2%	109,611	105,597	-3.7%
Japanese	37,738	36,300	-3.8%	60,886	58,881	-3.3%	264,569	250,064	-5.5%
Korean	5,883	5,637	-4.2%	8,990	8,270	-8.0%	39,372	34,914	-11.3%

Source: IHS.

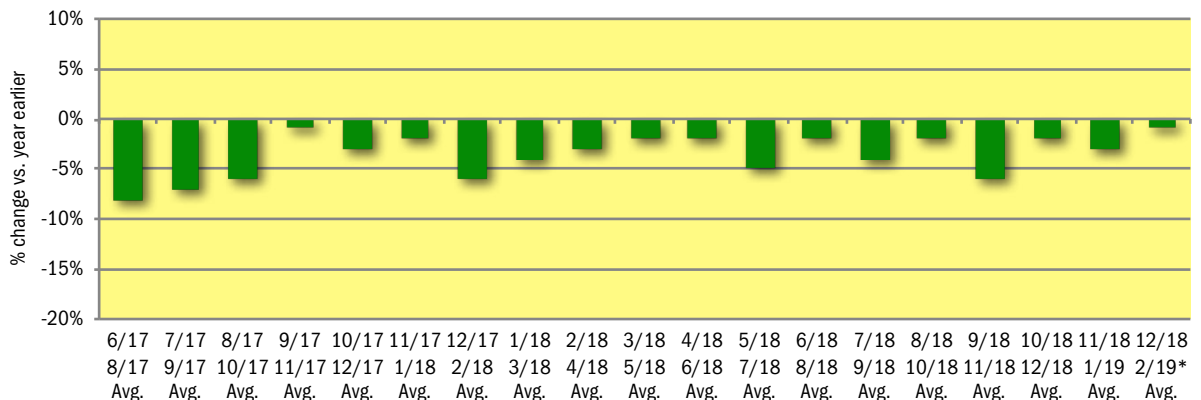
\*February 2019 figures estimated by Auto Outlook.

## Percent Change in LA County and U.S. New Retail Light Vehicle Registrations



Source: IHS.

## % Change in Three Month Moving Average of New Retail Registrations vs. Year Earlier



Source: IHS.

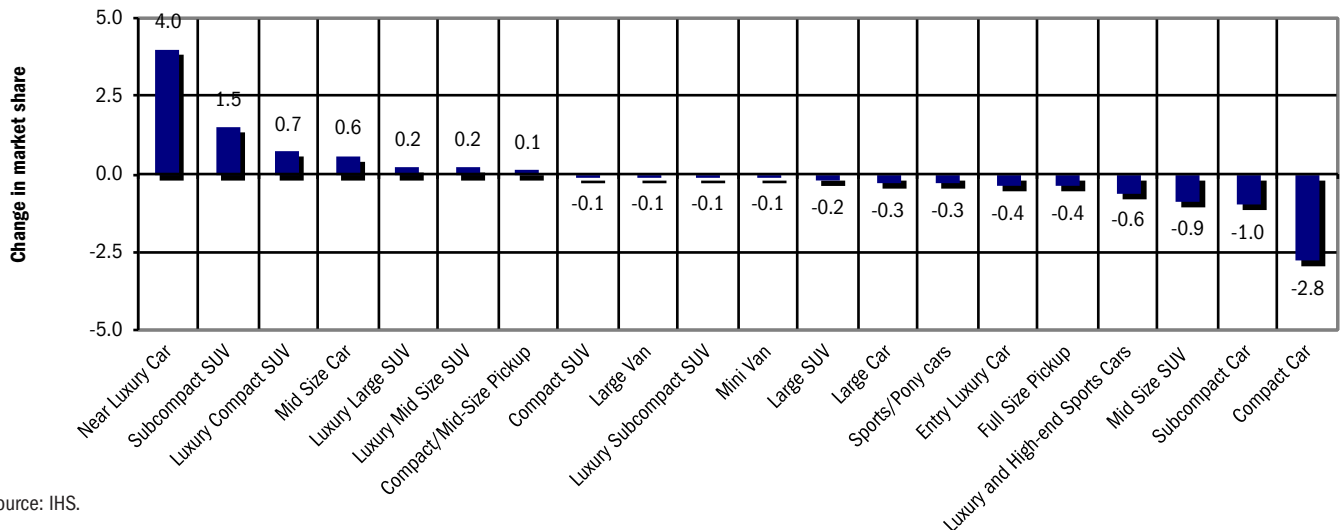
The graph above provides a clear picture of the trending direction of the LA County market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

## Data Information

All data represents new and used vehicle retail registrations in Los Angeles County and excludes fleet. 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. Data Source: IHS.

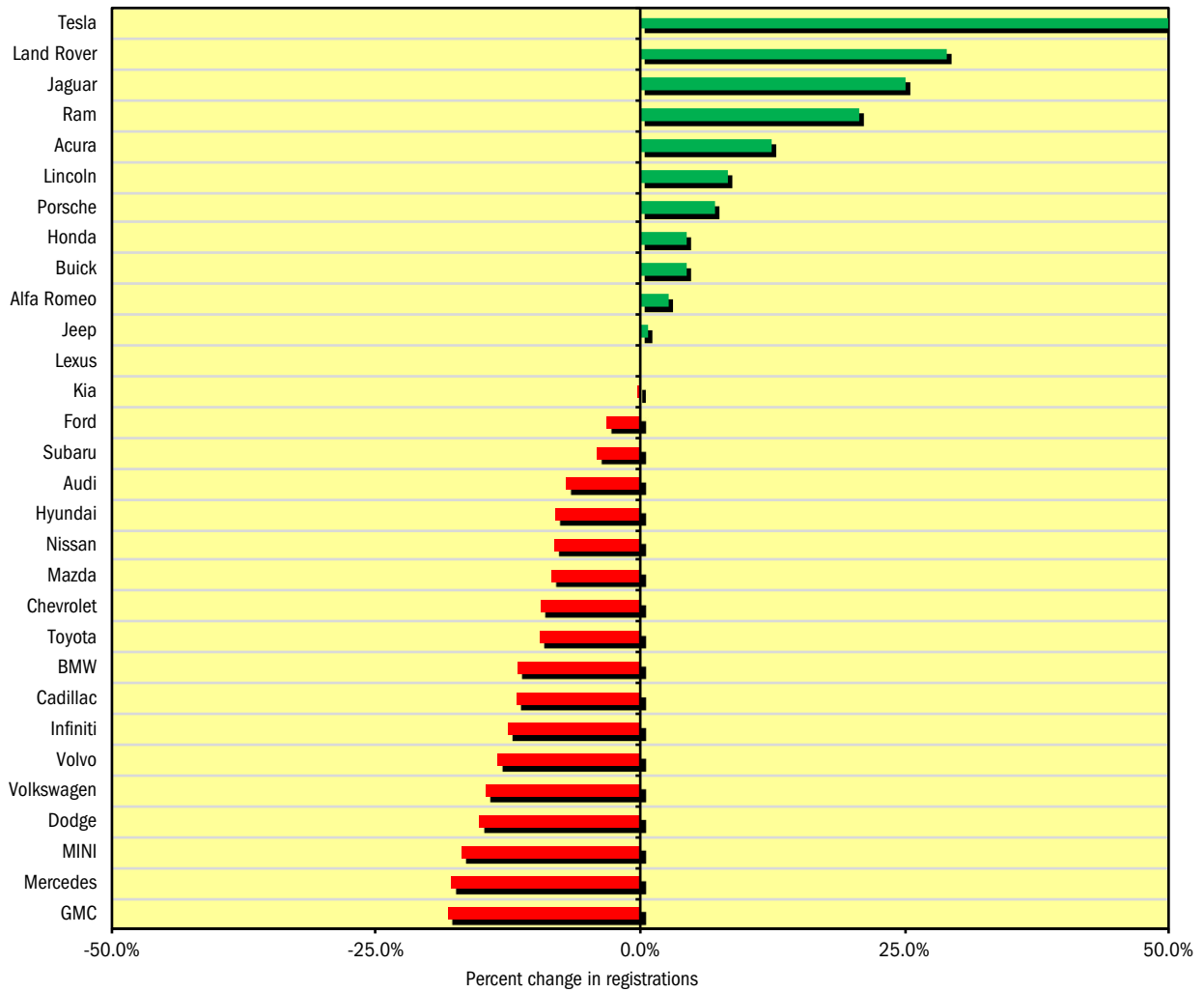
Los Angeles New Retail Car and Light Truck Registrations												
	Jan '19 and Feb '19* combined			Dec '18 thru Feb '19*			Annual Total			Annual Market Share (%)		
	Previous	Current	% chg.	Previous	Current	% chg.	2017	2018	% chg.	2017	2018	Chg.
TOTAL	75,934	74,916	-1.3%	122,858	122,197	-0.5%	523,308	506,786	-3.2%			
Acura	704	791	12.4%	1,227	1,346	9.7%	5,114	5,133	0.4%	1.0	1.0	0.0
Alfa Romeo	304	312	2.6%	453	481	6.2%	960	2,389	148.9%	0.2	0.5	0.3
Audi	1,891	1,758	-7.0%	3,507	3,302	-5.8%	15,249	14,184	-7.0%	2.9	2.8	-0.1
BMW	3,498	3,093	-11.6%	6,853	6,555	-4.3%	27,277	26,328	-3.5%	5.2	5.2	0.0
Buick	256	267	4.3%	422	413	-2.1%	1,896	1,738	-8.3%	0.4	0.3	-0.1
Cadillac	520	459	-11.7%	856	837	-2.2%	3,420	3,485	1.9%	0.7	0.7	0.0
Chevrolet	4,709	4,266	-9.4%	8,011	7,587	-5.3%	36,391	33,351	-8.4%	7.0	6.6	-0.4
Chrysler	304	205	-32.6%	492	344	-30.1%	2,026	1,900	-6.2%	0.4	0.4	0.0
Dodge	1,172	994	-15.2%	1,701	1,520	-10.6%	7,262	7,355	1.3%	1.4	1.5	0.1
FIAT	196	105	-46.4%	297	160	-46.1%	2,900	948	-67.3%	0.6	0.2	-0.4
Ford	4,424	4,282	-3.2%	6,397	6,191	-3.2%	28,352	25,960	-8.4%	5.4	5.1	-0.3
Genesis	134	85	-36.6%	219	92	-58.0%	943	487	-48.4%	0.2	0.1	-0.1
GMC	751	614	-18.2%	1,301	1,040	-20.1%	5,656	4,672	-17.4%	1.1	0.9	-0.2
Honda	10,679	11,158	4.5%	17,194	17,679	2.8%	78,910	71,583	-9.3%	15.1	14.1	-1.0
Hyundai	2,333	2,147	-8.0%	3,584	3,222	-10.1%	16,246	14,702	-9.5%	3.1	2.9	-0.2
Infiniti	994	870	-12.5%	1,782	1,656	-7.1%	7,286	7,088	-2.7%	1.4	1.4	0.0
Jaguar	286	358	25.2%	479	491	2.5%	2,852	1,607	-43.7%	0.5	0.3	-0.2
Jeep	2,159	2,174	0.7%	3,141	3,379	7.6%	12,922	15,188	17.5%	2.5	3.0	0.5
Kia	3,416	3,405	-0.3%	5,187	4,956	-4.5%	22,183	19,725	-11.1%	4.2	3.9	-0.3
Land Rover	871	1,123	28.9%	1,354	1,822	34.6%	5,294	6,436	21.6%	1.0	1.3	0.3
Lexus	3,228	3,229	0.0%	5,892	5,997	1.8%	24,887	23,345	-6.2%	4.8	4.6	-0.2
Lincoln	287	311	8.4%	428	491	14.7%	2,044	2,008	-1.8%	0.4	0.4	0.0
Maserati	161	171	6.2%	297	239	-19.5%	1,367	917	-32.9%	0.3	0.2	-0.1
Mazda	1,778	1,628	-8.4%	2,777	2,672	-3.8%	11,303	11,079	-2.0%	2.2	2.2	0.0
Mercedes	4,167	3,423	-17.9%	7,443	6,532	-12.2%	28,495	26,906	-5.6%	5.4	5.3	-0.1
MINI	504	419	-16.9%	872	663	-24.0%	3,589	3,294	-8.2%	0.7	0.6	-0.1
Mitsubishi	253	231	-8.7%	385	308	-20.0%	1,620	1,522	-6.0%	0.3	0.3	0.0
Nissan	3,999	3,676	-8.1%	6,225	5,870	-5.7%	29,237	27,581	-5.7%	5.6	5.4	-0.2
Porsche	769	823	7.0%	1,091	1,266	16.0%	4,731	4,467	-5.6%	0.9	0.9	0.0
Ram	732	883	20.6%	1,080	1,363	26.2%	4,991	5,197	4.1%	1.0	1.0	0.0
Subaru	2,644	2,535	-4.1%	3,811	4,088	7.3%	15,113	16,507	9.2%	2.9	3.3	0.4
Tesla	1,377	4,333	214.7%	1,810	5,961	229.3%	4,749	15,301	222.2%	0.9	3.0	2.1
Toyota	13,455	12,180	-9.5%	21,586	19,261	-10.8%	91,072	86,203	-5.3%	17.4	17.0	-0.4
Volkswagen	2,178	1,859	-14.6%	3,381	3,187	-5.7%	12,803	13,169	2.9%	2.4	2.6	0.2
Volvo	600	519	-13.5%	1,016	862	-15.2%	2,901	3,829	32.0%	0.6	0.8	0.2
Other	201	230	14.4%	307	364	18.6%	1,267	1,202	-5.1%	0.2	0.2	0.0

Change in New Vehicle Segment Market Share - January 2019 vs. Year Earlier



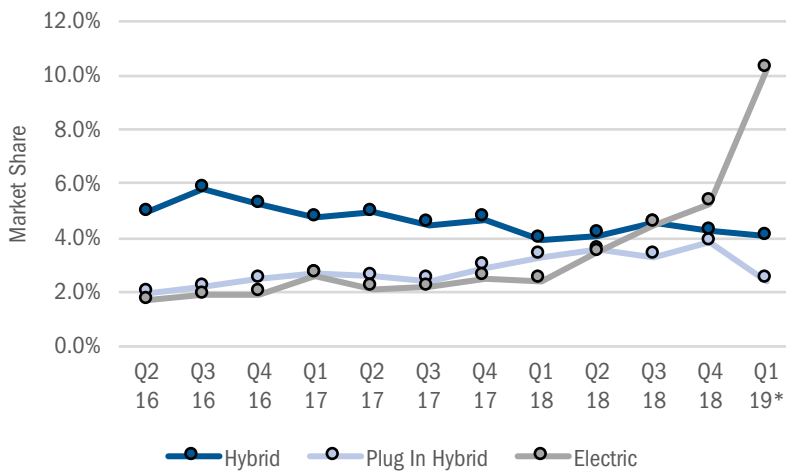
Source: IHS.

**Percent Change in Brand Registrations - YTD '19 thru February vs. Year Earlier (Top 30 brands)**



Data Source: IHS.

**Quarterly Alternative Powertrain Market Share (includes hybrid and electric vehicles)**

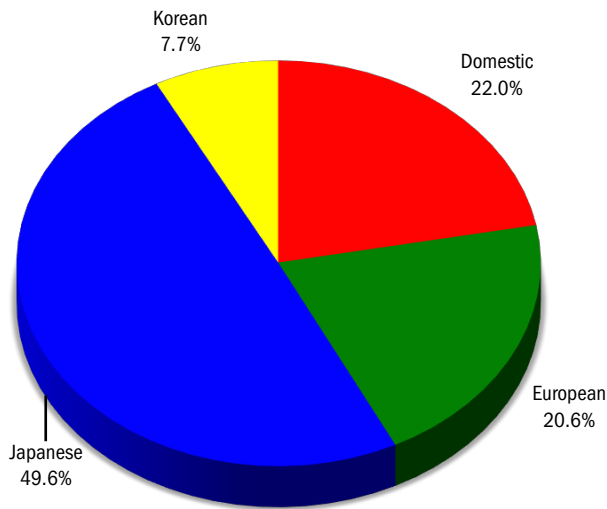


Hybrid/electric vehicle market share in Q1 '19: **16.7%**

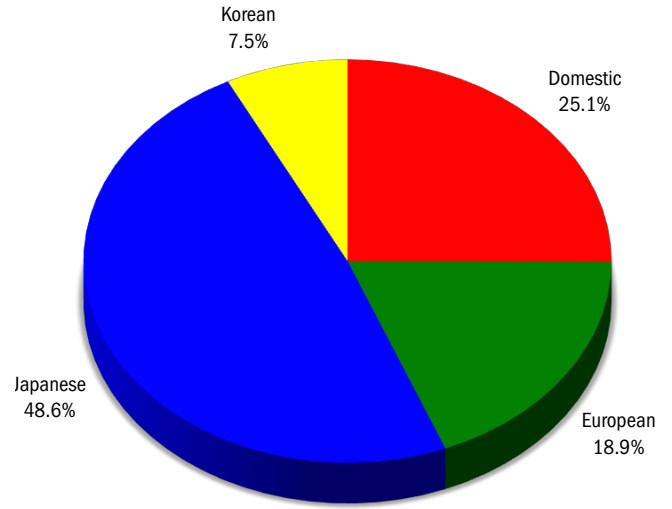
The graph above shows hybrid powertrain and electric vehicle quarterly market share in the county. Source: IHS. First Quarter 2019 includes January only.

**Market Share for Japanese, Detroit Three, European, and Korean Brands**

**YTD '18 thru February**

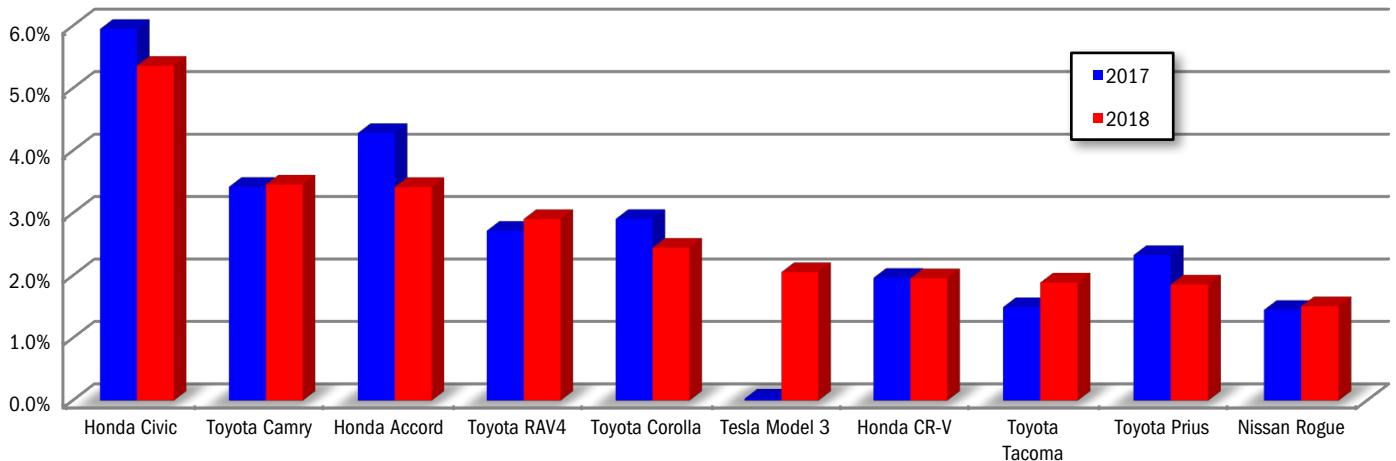


**YTD '19 thru February\***



Data Source: IHS.

**Market Share for Top 10 Selling Models in LA County - 2017 and 2018**



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