



LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #4 – 2018

The GLANCD A annual dealer member luncheon on June 21 was attended by over 300 dealer members, industry partners, elected officials and others.

The event took place at the Universal City Sheraton, and featured Elizabeth Smart as the keynote speaker. Her remarks on overcoming adversity tied in with a theme to the day that recognized the outstanding women in retail automotive from the Greater Los Angeles area. Board member Darryl Holter was recognized with the GLANCD A outstanding lifetime service award for his years of dedicated work on behalf of all new car dealers. His work as the leader of the Shamm as Group New Car Dealerships and his service at the city, state and national level makes him an outstanding candidate to be the Time Dealer of the Year Nominee for 2019 from the Los Angeles area. Congratulations to Darryl and the Shamm as Family!

As the association has been preparing for its office move to Glendale in early August, numerous meetings with elected state officials in support of AB2107 have been taking place. These important meetings with state assembly and senate members put dealer principals in the same room explaining the importance of the franchise system, and some areas of overreach on the part of the automakers that require a legislative fix and solution. This is the most important work of the association!, The bill has cleared the Assembly and will be discussed in the Senate after the summer break. Please contact your elected officials in support of this bill, or call us to help set up a meeting together.

We are excited to roll out the workforce development initiative that focuses on the career opportunities that exist for students who are studying automotive technology and repair in our local community colleges. In late 2018, and early 2019, we will be hosting networking events at 7 or 8 area community colleges that have specific programs that emphasize automotive repair and technology. We will be inviting dealership service managers and recruiters to do brief presentations and even offer students the opportunity to apply for part time jobs or internships. These events will be catered and hopefully be a way to connect good candidates with strong dealership employers. We would love to talk more about your dealership employees participating in these events.

We hope you enjoy the rest of the summer, and keep your eyes on association membership renewal forms, or applications we mail. Membership is the only way to be included in a complimentary ticket package to the world renowned Los Angeles Auto Show later this year. The success of our association depends on full dealer member engagement and involvement and we are here to answer any questions you may have!

All the best,



Fritz Hitchcock
President



Bob Smith
Executive Director

Today, the California State Legislature has reconvened from Summer Recess for its final month of the 2018 session. With final legislative deadlines looming, August is expected to be a busy month and a mad dash in the Capitol to get legislation over their final hurdles.

AB 2107

Kicking off the end of session, CNCDA will remain focused on AB 2107, our motor vehicle franchise bill. Before recess began, CNCDA achieved yet another win on AB 2107. The bill moved out of its last policy committee, receiving unanimous, bipartisan support of the Senate Judiciary Committee's full membership. This continued the momentum for the bill as it still has not received a single vote against it, in either house, despite tireless efforts by the manufacturers in opposition. With legislators back in Sacramento, the bill will be considered by the Senate Appropriations Committee, where it is likely that a hearing will be waived since the bill will have minimal state fiscal impact. After that procedural step, the bill will move to the Senate Floor, where it will be voted on by all 40 members of the Senate, requiring 21 votes to pass out of that House. AB 2107 will then go back to its House of Origin, the Assembly, for concurrence, which is agreement on any amendments that were made in the Senate. Lastly, the final stop will be Governor Brown's desk where we hope and expect AB 2107 will be signed into law.

We've come a long way on AB 2107 and this month will be the last push to get the bill over the finish line. Please stay tuned for how you can help by reaching out to your local legislators urging support for final votes on the bill.

General Election

As we quickly approach November's General Election, CNCDA continues to watch the high-profile races and legislative battles around the state. In the Governor's race, recent polls show that Democrat Gavin Newsom has a very strong lead over Republican John Cox, with Newsom sitting at about 24 points ahead of Cox, with \$10 million more in his campaign account. The two will face off in a one-time live debate televised by CNN on October 1st. Stay tuned for more information as Election Day nears.

Continued on next page

2018 BOARD MEMBERS

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LEGAL COUNSEL

Joe Berberich


EXECUTIVE DIRECTOR

Bob Smith

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Legislation


While CNCDA's top legislative priority continues to be AB 2107, there are a handful of bills that we have taken positions on that could have potential impacts on California's new car dealers. For more information on those bills, please click [here](#).

If you have any questions regarding this legislation, please feel free to contact CNCDA's Director of Government Affairs, Cliff Costa, at ccosta@cncda.org or 916-441-2599. 



GLANCD ANNUAL LUNCHEON

On June 21, 2018 GLANCD hosted its annual dealer member luncheon at the Universal Sheraton. In attendance were over 300 industry professionals and the keynote speaker was Elizabeth Smart. Elizabeth shared details of her 9-month abduction many years ago and talked about how she was able to overcome adversity and ultimately, survive.

Also recognized that day were some outstanding women of achievement in the Los Angeles area retail automotive world. Board member Darryl Holter received the GLANCD Lifetime Service award and is nominated for the Time Dealer of the year award which will be announced in January 2019 at the NADA convention in San Francisco. 



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California's car dealers worry about Trump rollback on fuel standards

By Rob Nikolewski | The San Diego Union-Tribune

The decision by the Trump administration Thursday to roll back aggressive fuel economy standards has some of California's car dealers worried that unless a compromise is reached, confusion may reign among potential customers — and that would be bad for business.

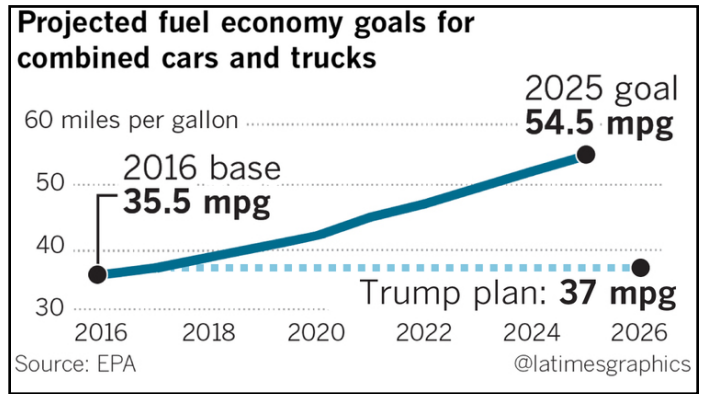
"We're hoping that we end up with one national standard and this doesn't devolve into a giant dispute between the federal government and the California Air Resources Board and the states that follow California," said Brian Maas, president of the California New Car Dealers Association.

The chances of finding a mid-ground don't appear promising.

The Environmental Protection Agency and the National Highway Traffic Safety Administration announced freezing targets for average miles-per-gallon targets in 2020. "More realistic standards can save lives while continuing to improve the environment," EPA acting administrator Andrew Wheeler said.

But the response from California policymakers was swift and blunt.

Gov. Jerry Brown said the state "will fight this stupidity in every conceivable way possible." The Trump administration's proposal will eliminate the sharp increases in fuel economy standards adopted by the Obama administration, with significant input from California government officials. Instead of reaching for a 54.5 miles per gallon goal for combined cars and trucks in 2025, the proposal calls for raising the target to 37 mpg and leaving it there through 2026.



California has been allowed to set tougher tailpipe emission standards than the federal government and 13 other states follow California's rules. Altogether they make up about one-third of the cars and trucks in the country.

Since the market for the states taking their cues from California makes up such a large percentage of new vehicle sales, currently car makers manufacture their cars and trucks to adhere to the Obama administration and Golden State's fuel efficiency standards and sell them across the country.

But the Trump White House wants to have one, uniform federal standard for fuel efficiency for all 50 states.

Officials at the Transportation Department and the EPA have said they are eager to hear from California policymakers in the upcoming 60-day public comment period but the feeling may not be mutual.

Mary Nichols, chairwoman of the Air Resources Board, said California's program "is in effect right now and will remain so for the foreseeable future."

“If you can imagine a future world where, say, there’s two standards, do I go to Arizona to buy my truck? I don’t know the answer to that question.” — Brian Maas, president of the California New Car Dealers Association

A standoff between the federal government and California raises the prospect of separate rules in separate states.

“If you can imagine a future world where, say, there’s two standards, do I go to Arizona to buy my truck? I don’t know the answer to that question,” Maas said. “I obviously don’t know how these rules are going to shake out but that’s the concern — that we’re going to have cross-border issues and some percentage of the country is going to be doing this and some percentage will be doing that and that’s not good.”

In anticipation of Thursday’s announcement, California and 17 other states in May filed a lawsuit at the U.S. Court of Appeals for the District of Columbia Circuit to obstruct any efforts from the EPA to roll back clean car regulations.

California has prevailed in a previous case. The George W. Bush administration wanted to curb ambitious mileage targets but after a protracted fight, the courts ruled the state had the authority to put in place air pollution standards that are stricter than federal law. Car makers are in a ticklish position. They argued the Obama era fuel efficiency targets were too aggressive and lobbied the Trump administration for relief but are now worried about the prospect of separate rules in separate states.

“What were you thinking when you threw yourselves upon the mercy of the Trump administration to try to solve your problems,” Nichols said to auto industry representatives in 2017. “It just does not make sense.”

The enhanced miles-per-gallon targets set during the Obama administration came when the government predicted new vehicle sales would be about two-thirds cars and one-third from light trucks and SUVs. But the new vehicle market has changed in recent years.

Even in California, SUV and pickup truck sales now exceed car sales — largely due to lower gasoline prices in recent years. That, the auto industry has said, makes it harder to reach a 50 miles-a-gallon standard.

“Consumers want to save money on gas, but they also want passenger space, cargo room and towing ability, and when gas prices are low, Americans tend to favor those other attributes,” said Gloria Bergquist, vice president of communications and public affairs at the Alliance of Automobile Manufacturers.

Transportation accounts for the largest percentage of greenhouse gas emissions in California — 41 percent, according to the state’s Air Resources Board. The percentage is even higher in San Diego — 54 percent.

“The fleet of new vehicles today is the most fuel efficient ever, and they have gotten safer every year,” Luke Tonachel, director of clean vehicles and fuels at the Natural Resources Defense Council, told the Los Angeles Times. California’s air quality rules require special oxygenated fuel blends to be refined into the state’s gasoline supply but David Hackett, president of Stillwater Associates, a transportation energy consulting company in Irvine, said Thursday’s announcement won’t have any effect on California’s “boutique” fuels. “It is a logical question to ask,” Hackett said. “But there isn’t anything I see that is changing fuel regulations anywhere in the country. California has its own gasolines and so do other parts of the country ... This has everything to do with greenhouse gas reductions and not anything to do with changing the composition of gasoline.” □

NATIONAL AUTOMOBILE DEALERS ASSOCIATION

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GLANCD A DEALER MEMBERSHIP LIST 2017

101 Vermont Hyundai	Central Ford, Inc.	Glendale Infiniti
Acura 101 West	Century West BMW	Glendale Mitsubishi
Acura Of Glendale	Cerritos Acura	Glendale Nissan
Acura of Thousand Oaks	Cerritos Dodge Chrysler Jeep Ram	Glendora Dodge Chrysler Jeep
Advantage Ford, Inc.	Cerritos Infiniti	Glenn E. Thomas Dodge/Chrysler/Jeep
Airport Marina Ford	Chevrolet Of Montebello	H.W. Hunter Dodge Chrysler Jeep
Airport Marina Honda	Circle Audi Long Beach	Hamer Honda
Allen Gwynn Chevrolet	Circle Porsche	Hitchcock Automotive Resources
Antelope Valley Chevrolet	Colley Auto Cars, Inc.	Honda Of Pasadena
Antelope Valley Ford	Community Chevrolet	Honda Of Santa Monica
Antelope Valley Mazda	Crestview Cadillac	Honda of Thousand Oaks
Antelope Valley Nissan	Culver City Mazda	Hornburg Jaguar Los Angeles
Antelope Valley Volkswagen	Culver City Volvo	Hornburg Jaguar Santa Monica
Audi Pacific	Dependable Dodge	Infiniti Of Beverly Hills
Audi Valencia	Downtown L.A. Motors - Mercedes-Benz	Joe Giacomin Chevrolet DBA Martin Chevrolet
Bob Smith BMW/Mini	Ed Butts Ford	Ken Grody Ford
Bob Smith Mini	Felix Chevrolet	Keyes Audi
Bob Smith Toyota	Ferrari Beverly Hills	Keyes Chevrolet
Bob Wondries Ford	Ferrari Los Angeles	Keyes European
Bozzani Motors	Fiat Of Glendale	Keyes Honda
Browning Mazda	Fiat of Puente Hills	Keyes Hyundai
Browning Mazda Of Alhambra	Ford Of Montebello	Keyes Lexus
Bunnin Chevrolet	Frontier Toyota	Keyes Toyota
Camino Real Chevrolet	Galpin Honda	Kia of Alhambra
Capistrano Toyota Scion	Galpin Motors - Ford	Kia Of Downtown
Carson Nissan	Galpin Santa Clarita	Kia of Valencia
Center Acura	Galpin Volkswagen	Land Rover Pasadena
Center BMW	Glendale Dodge Chrysler Jeep	Lexus Of Glendale

GLANCD A DEALER MEMBERSHIP LIST 2017

Lexus of Thousand Oaks	Pacific Volkswagen	The Auto Gallery
Lexus of Valencia	Penske Buick GMC of Cerritos	Thomas Acura
Lexus Santa Monica	Penske Mercedes	Thorson GMC Truck Buick
Livingston Volkswagen	Penske Toyota Scion	Toyota of Downtown LA
Longo Lexus	Porsche of Downtown LA	Toyota Of Glendale
Longo Toyota Scion	Puente Hills Chevrolet	Toyota Of Hollywood
Manhattan Beach Toyota Scion	Puente Hills Toyota	Toyota of Marina del Rey
Martin Cadillac Company Inc.	Rally Auto Group	Toyota Of Pasadena
McKenna Volkswagen Of Cerritos	Reynolds Buick GMC Trucks	Toyota Of Santa Monica
Mercedes Benz of Thousand Oaks	Ross Nissan	Universal City Nissan
Mercedes-Benz Of Beverly Hills	Rusnak Arcadia Mbenz	Valencia Acura
Mercedes-Benz Of Valencia	Rusnak/Pasadena	Volkswagen Alhambra
Metro Honda	Russell Wesbrook CDJR	Volkswagen of Downtown LA
Metro Infiniti	Santa Monica Lincoln	Volkswagen Pasadena
Mission Hills Hyundai	Scott Robinson Chrysler	Volkswagen Santa Monica, Inc.
Motor Village Los Angeles	Scott Robinson Honda	W. I. Simonson, Inc.
Nelson Honda	Sierra Acura Of Alhambra	West Covina Nissan
New Century BMW	Sierra Autocars	West Valley Chrysler Jeep
Nick Alexander Imports	Sierra Chrysler Dodge Jeep Ram	Wondries Toyota
Nissan of Downtown LA	Silver Star Cadillac	Woodland Hills Buick/GMC/Cadillac
Nissan of Duarte	South Bay Ford, Inc.	Woodland Hills Honda
Nissan Of Mission Hills	South Bay Toyota	Woodland Hills Hyundai
Norm Reeves Ford Lincoln Hyundai	Star Ford Lincoln	Worthington Ford
Norm Reeves Honda Superstore Cerritos	Star Mazda	
Norm Reeves Honda Superstore West Covina	Subaru Pacific	
	Sunrise Ford of North Hollywood	
Northridge Toyota/Scion	Super Ford	
O`Gara Coach Company	Symes Cadillac, Inc.	
Pacific Porsche		



JOIN OR RENEW YOUR MEMBERSHIP TODAY!

Who are we? GLANCA 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.

What's it cost? The exact same it cost each dealership in the early 1900's. (\$100.00 annually per rooftop)

GLANCA membership was set to December 31, 2018.

**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@glanca.org • www.glanca.org**

Yes, we would like to join for 2018. (New Member)

New DUES PRICING 2018

\$100.00 dealership or main location

\$100.00

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

Total Dealerships _____

Total Dues _____

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: _____

***Note: All contact information is for membership concerns only.**

Payment Type Amax 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 (100 all day/ any day tickets during the shows public days, and 500 buy one get one free vouchers as well) Dollar Value exceeds \$2,000.

Los Angeles Auto Show – in addition to your complimentary ticket package, membership will also get you an exclusive discount on tickets to the Los Angeles Auto Show’s annual preview party/charity event, along with access to a members-only reception and VIP area.

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.

Special discount rate to VIP area of Sneak Preview Night at the L.A. Auto Show.

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 GLANCA website which is at www.glanca.org.

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

Opportunity to serve on GLANCA Board of Directors.

Los Angeles Auto Outlook

Comprehensive information on the LA County new vehicle market



FORECAST

County New Vehicle Market Remains Strong in First Half of 2018

Below is a list of 10 key trends and developments in the Los Angeles County new vehicle market:

1. County new retail registrations declined 4.2% in the first half of this year versus a year earlier. The U.S. market was up by slightly.
2. As shown on the graph below, the market has flattened during the past several years, but sales have remained at elevated levels.
3. Auto Outlook's annual forecast for 2018 new retail light vehicle registrations: 496,000 units, down slightly from 2017.
4. Light truck market share increased from 43.5% during the first six months of 2017 to 48.1% this year.
5. Registrations for European brands were down 0.8% so far this year, better than the 4.2% overall industry decrease.
6. Alternative powertrain (hybrid and electric vehicle) market share was 10.3% thru June of this year, up from last year.
7. Three biggest segments in the county are Subcompact Car, Compact SUV, and Standard Mid Size Car.

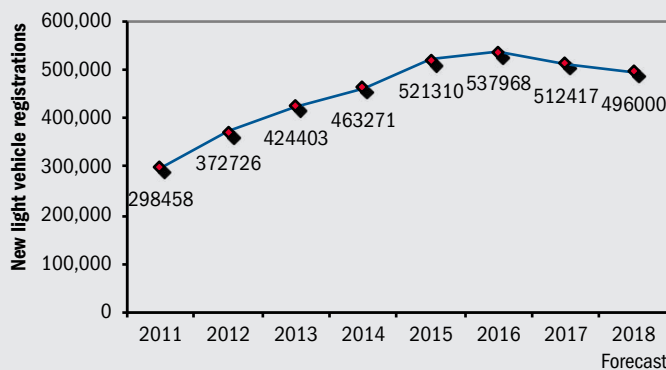
8. Brands with the largest percentage increases in registrations during the first six months of this year (among top 30 brands): Tesla, Volvo, Land Rover, Jeep, and MINI.
9. County market share leaders in the first half of 2018 were Toyota, Honda, Chevrolet, Mercedes and Nissan.
10. Top ten selling vehicles in county market: Honda Civic, Toyota Camry, Honda Accord, Toyota Corolla, Toyota RAV4, Honda CR-V, Toyota Prius, Toyota Tacoma, Nissan Rogue, and Nissan Sentra.

**Market Outlook for next two years:
New vehicle sales should remain above average;
uncertainties increasing**



Strong economic growth, rising employment, and increasing incomes have helped keep new vehicle sales at elevated levels. Some potential storm clouds are on the horizon, however. Negative fallout from tariffs, rising interest rates, and inflationary pressures are concerns for the market.

Annual Trend in County Market



Historical Data Source: AutoCount data from Experian.

The graph above shows annual new retail light vehicle registrations in the county from 2011 thru 2017 and Auto Outlook's projection for 2018.

Market Summary

	YTD '17 thru June	YTD '18 thru June	% Chg. '17 to '18	Mkt. Share YTD '18
TOTAL	261,349	250,449	-4.2%	
Car	147,676	130,090	-11.9%	51.9%
Light Truck	113,673	120,359	5.9%	48.1%
Domestic	53,028	51,965	-2.0%	20.7%
European	52,443	52,034	-0.8%	20.8%
Japanese	135,259	127,726	-5.6%	51.0%
Korean	20,619	18,724	-9.2%	7.5%

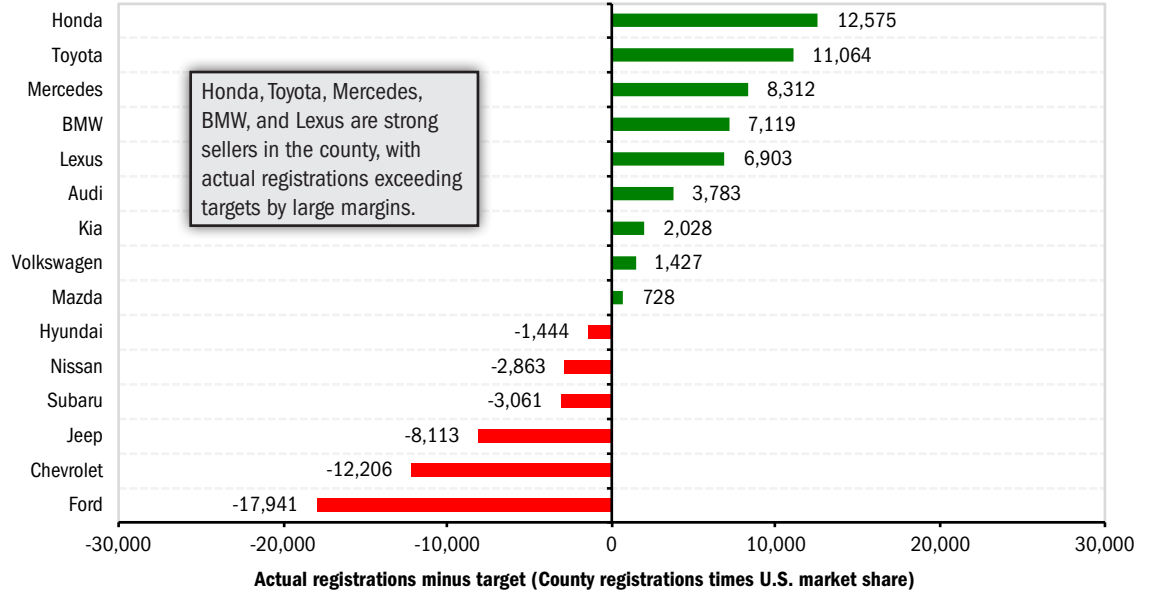
Domestic brands consist of vehicles sold by GM, Ford, Chrysler, and Tesla. Data source: AutoCount data from Experian.

BRAND SALES PERFORMANCE

Honda and Toyota Relatively Strong Performers in County

The graph provides an indicator of brands that are popular in the county. For the top 15 selling brands, each brand's share of the U.S. market is multiplied by industry registrations in the county during ytd 2018. This yields a "target" for the county market. Target registrations are subtracted from actual registrations to derive the measurement of sales performance. Brands at the top of the graph are relatively strong sellers in the county, with actual registrations exceeding targets by large margins.

LA County Retail Market Performance based on registrations for YTD '18
Actual registrations minus target (county industry registrations times U.S. market share)



Data Source: AutoCount data from Experian.

MARKET TRACKER: COUNTY MARKET VERSUS U.S.

County Car Share Stays Above 50%

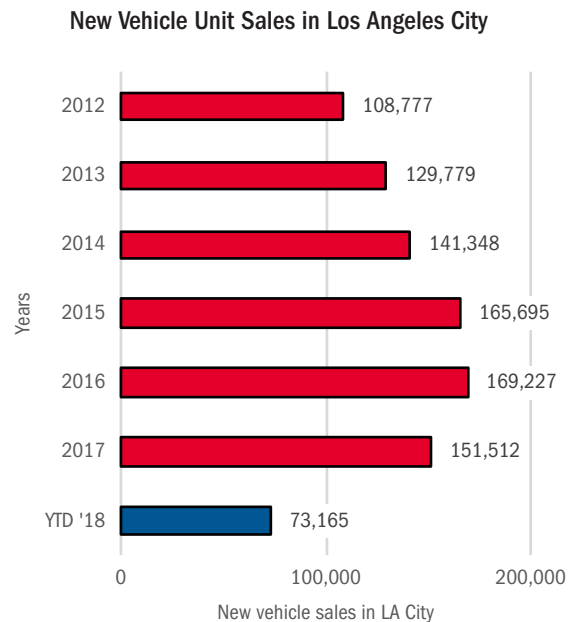
	County Market	U.S. Market*
Percent change in registrations YTD '18 thru June vs. YTD '17	-4.2%	1.9%
Passenger car market share YTD '18 thru June	51.9%	31.9%
Domestic brand market share YTD '18 thru June	20.7%	44.6%
Top 10 brands and market share YTD '18 thru June		
First	Toyota 17.6%	Ford 14.2%
Second	Honda 15.2%	Toyota 12.2%
Third	Chevrolet 6.4%	Chevrolet 11.8%
Fourth	Mercedes 5.4%	Honda 8.3%
Fifth	Nissan 5.4%	Nissan 8.2%
Sixth	BMW 4.8%	Jeep 5.7%
Seventh	Ford 4.7%	Hyundai 3.8%
Eighth	Lexus 4.6%	Subaru 3.7%
Ninth	Kia 4.3%	Kia 3.4%
Tenth	Hyundai 3.2%	GMC 3.1%

Source for LA County data: AutoCount data from Experian.

Source for U.S. market data: Automotive News. U.S. figures include fleets.

ANALYSIS

New Vehicle Sales in LA City



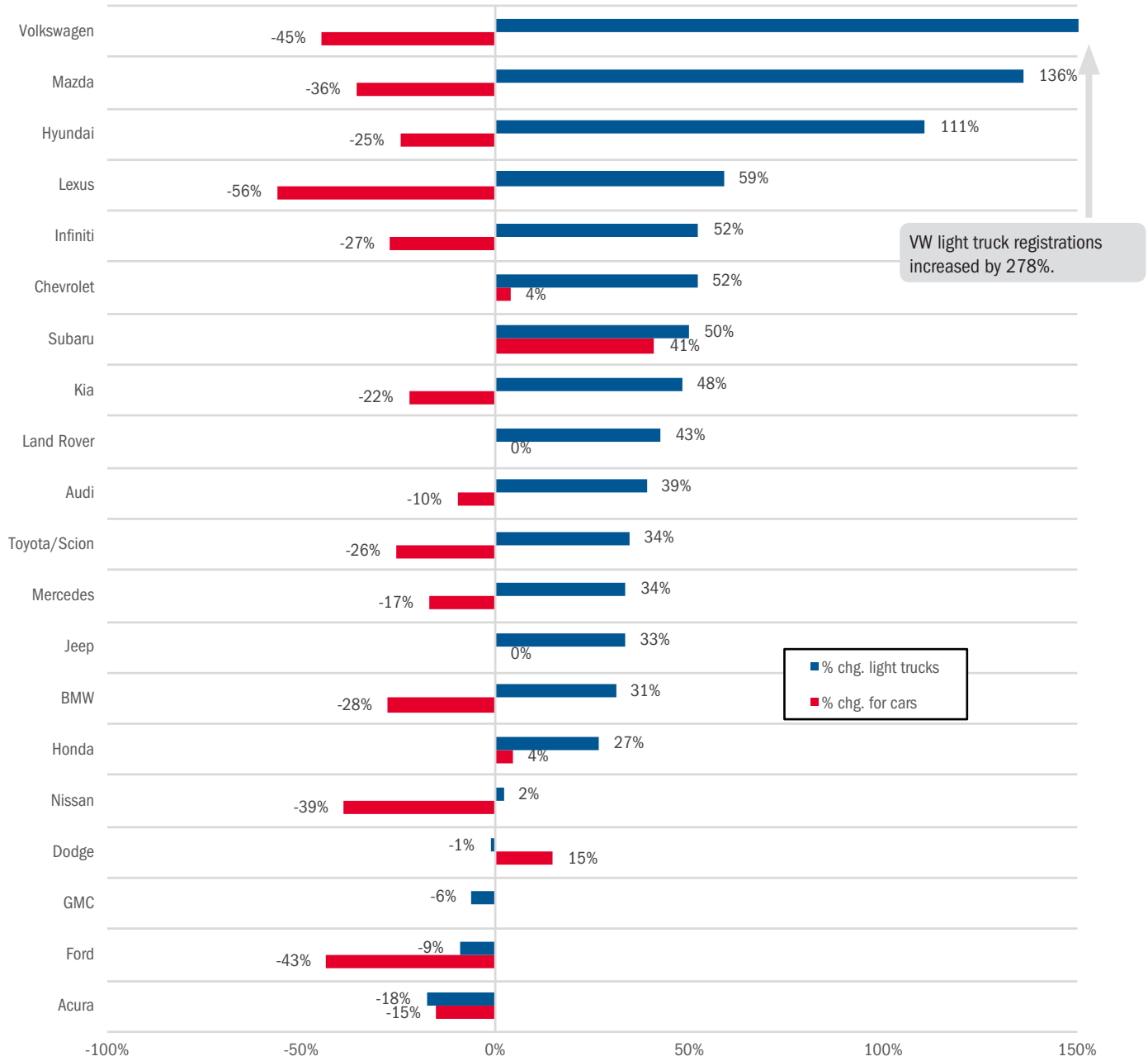
The graph above shows the level of new vehicle sales in the city of Los Angeles from 2012 through 2017 and ytd thru June of this year. The data measures vehicles sold by dealerships located in the city of Los Angeles. Source: AutoCount data from Experian.

BRAND SCOREBOARD

Light Truck Registrations Increase for 16 of Top 20 Brands

The graph below shows the percent change in new retail car and light truck registrations during the first six months of 2018 versus the same period in 2015 for the top 20 selling brands in the county. Brands are positioned from top to bottom based on the change in truck registrations.

Three Year Percent Change in New Retail Car and Light Truck Registrations for Top 20 Selling Brands YTD 2018 thru June versus YTD 2015



Data Source: AutoCount data from Experian.



Passenger car registrations declined for 13 of the 17 brands that sell cars



Light truck registrations increased for 16 of the top 20 brands

Los Angeles County New Retail Car and Light Truck Registrations												
	June						YTD thru June					
	Registrations			Market Share (%)			Registrations			Market Share (%)		
	2017	2018	% change	2017	2018	Change	YTD '17	YTD '18	% change	YTD '17	YTD '18	Change
TOTAL	42,956	41,390	-3.6				261,349	250,449	-4.2			
Cars	23,825	21,079	-11.5	55.5	50.9	-4.5	147,676	130,090	-11.9	56.5	51.9	-4.5
Light Trucks	19,131	20,311	6.2	44.5	49.1	4.5	113,673	120,359	5.9	43.5	48.1	4.5
Domestic Brands	8,592	9,113	6.1	20.0	22.0	2.0	53,028	51,965	-2.0	20.3	20.7	0.5
European Brands	8,082	7,970	-1.4	18.8	19.3	0.4	52,443	52,034	-0.8	20.1	20.8	0.7
Japanese Brands	22,820	21,006	-7.9	53.1	50.8	-2.4	135,259	127,726	-5.6	51.8	51.0	-0.8
Korean Brands	3,462	3,301	-4.7	8.1	8.0	-0.1	20,619	18,724	-9.2	7.9	7.5	-0.4
Acura	442	401	-9.3	1.0	1.0	-0.1	2,707	2,525	-6.7	1.0	1.0	0.0
Audi	1,299	1,088	-16.2	3.0	2.6	-0.4	7,896	7,236	-8.4	3.0	2.9	-0.1
BMW	1,645	1,823	10.8	3.8	4.4	0.6	12,035	12,007	-0.2	4.6	4.8	0.2
Buick	146	95	-34.9	0.3	0.2	-0.1	977	852	-12.8	0.4	0.3	0.0
Cadillac	217	225	3.7	0.5	0.5	0.0	1,309	1,337	2.1	0.5	0.5	0.0
Chevrolet	2,574	2,669	3.7	6.0	6.4	0.5	17,725	16,130	-9.0	6.8	6.4	-0.3
Chrysler	190	149	-21.6	0.4	0.4	-0.1	1,020	969	-5.0	0.4	0.4	0.0
Dodge	622	654	5.1	1.4	1.6	0.1	3,712	3,934	6.0	1.4	1.6	0.2
Fiat	247	48	-80.6	0.6	0.1	-0.5	1,939	479	-75.3	0.7	0.2	-0.6
Ford	2,491	2,228	-10.6	5.8	5.4	-0.4	13,948	11,717	-16.0	5.3	4.7	-0.7
GMC	364	298	-18.1	0.8	0.7	-0.1	2,635	2,373	-9.9	1.0	0.9	-0.1
Honda	6,753	6,428	-4.8	15.7	15.5	-0.2	40,934	38,013	-7.1	15.7	15.2	-0.5
Hyundai	1,521	1,439	-5.4	3.5	3.5	-0.1	8,899	7,901	-11.2	3.4	3.2	-0.3
Infiniti	581	543	-6.5	1.4	1.3	0.0	3,971	3,575	-10.0	1.5	1.4	-0.1
Jaguar	216	118	-45.4	0.5	0.3	-0.2	1,382	940	-32.0	0.5	0.4	-0.2
Jeep	1,124	1,394	24.0	2.6	3.4	0.8	6,282	7,117	13.3	2.4	2.8	0.4
Kia	1,941	1,862	-4.1	4.5	4.5	0.0	11,720	10,823	-7.7	4.5	4.3	-0.2
Land Rover	373	491	31.6	0.9	1.2	0.3	2,653	3,038	14.5	1.0	1.2	0.2
Lexus	2,132	1,690	-20.7	5.0	4.1	-0.9	12,860	11,636	-9.5	4.9	4.6	-0.3
Lincoln	189	191	1.1	0.4	0.5	0.0	1,073	912	-15.0	0.4	0.4	0.0
Maserati	99	70	-29.3	0.2	0.2	-0.1	760	486	-36.1	0.3	0.2	-0.1
Mazda	954	971	1.8	2.2	2.3	0.1	5,617	5,698	1.4	2.1	2.3	0.1
Mercedes	2,035	1,997	-1.9	4.7	4.8	0.1	13,298	13,476	1.3	5.1	5.4	0.3
MINI	304	231	-24.0	0.7	0.6	-0.1	1,611	1,758	9.1	0.6	0.7	0.1
Mitsubishi	156	129	-17.3	0.4	0.3	-0.1	886	797	-10.0	0.3	0.3	0.0
Nissan	2,524	2,281	-9.6	5.9	5.5	-0.4	15,853	13,407	-15.4	6.1	5.4	-0.7
Porsche	397	330	-16.9	0.9	0.8	-0.1	2,223	2,221	-0.1	0.9	0.9	0.0
Ram	387	366	-5.4	0.9	0.9	0.0	2,340	2,036	-13.0	0.9	0.8	-0.1
smart	19	11	-42.1	0.0	0.0	0.0	157	63	-59.9	0.1	0.0	0.0
Subaru	1,239	1,358	9.6	2.9	3.3	0.4	7,483	7,891	5.5	2.9	3.2	0.3
Tesla	288	843	192.7	0.7	2.0	1.4	2,007	4,587	128.6	0.8	1.8	1.1
Toyota/Scion	8,039	7,205	-10.4	18.7	17.4	-1.3	44,948	44,184	-1.7	17.2	17.6	0.4
Volkswagen	1,151	1,140	-1.0	2.7	2.8	0.1	6,698	6,910	3.2	2.6	2.8	0.2
Volvo	172	329	91.3	0.4	0.8	0.4	1,160	1,795	54.7	0.4	0.7	0.3
Other	125	295	136.0	0.3	0.7	0.4	631	1,626	157.7	0.2	0.6	0.4

Source: AutoCount data from Experian.

Top ten brands are shaded yellow.

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