California Auto Outlook™

Comprehensive information on the California vehicle market

Volume 16, Number 4
Released November 2020

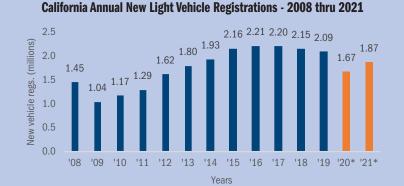
Covering Third Quarter 2020



State Market Shows Signs of Recovery; 12 Percent Increase Predicted for 2021







*'20 and '21 forecasts by Auto Outlook.

New vehicle registrations in California are expected to decline to 1.67 million units in 2020, down 20 percent from last year.

Latest projections are for the market to approach 1.9 million units in 2021, an increase of 12% percent from this year.

Accumulating pent up demand and low interest rates will support the market next year, while expected slow improvement in employment should prevent a sharp rebound.

California Total New Light Vehicle Registrations and U.S. New Vehicle Sales - YTD 2019 & 2020, thru September

Historical data source: AutoCount data from Experian.

TWO YEAR PERSPECTIVE



YTD '19	YTD '20	Change	YTD '19	VTD 120	
			110 13	YTD '20	Change
1,589,843	1,199,446	-24.6%	12,809,063	10,452,763	-18.4%
671,207	440,054	-34.4%	3,693,050	2,564,966	-30.5%
918,636	759,392	-17.3%	9,116,013	7,887,797	-13.5%
507,682	390,159	-23.1%	5,760,331	4,773,224	-17.1%
239,249	178,736	-25.3%	1,204,898	994,992	-17.4%
731,705	543,445	-25.7%	4,858,971	3,801,487	-21.8%
111,207	87,106	-21.7%	984,863	883,060	-10.3%
•••••				•••••••	
42.2	36.7	-5.5	28.8	24.5	-4.3
57.8	63.3	5.5	71.2	75.5	4.3
31.9	32.5	0.6	45.0	45.7	0.7
15.0	14.9	-0.1	9.4	9.5	0.1
46.1	45.3	-0.8	37.9	36.4	-1.5
7.0	7.3	0.3	7.7	8.4	0.7
	671,207 918,636 507,682 239,249 731,705 111,207 42.2 57.8 31.9 15.0 46.1	671,207 440,054 918,636 759,392 507,682 390,159 239,249 178,736 731,705 543,445 111,207 87,106 42.2 36.7 57.8 63.3 31.9 32.5 15.0 14.9 46.1 45.3	671,207 440,054 -34.4% 918,636 759,392 -17.3% 507,682 390,159 -23.1% 239,249 178,736 -25.3% 731,705 543,445 -25.7% 111,207 87,106 -21.7% 42.2 36.7 -5.5 57.8 63.3 5.5 31.9 32.5 0.6 15.0 14.9 -0.1 46.1 45.3 -0.8	671,207 440,054 -34.4% 3,693,050 918,636 759,392 -17.3% 9,116,013 507,682 390,159 -23.1% 5,760,331 239,249 178,736 -25.3% 1,204,898 731,705 543,445 -25.7% 4,858,971 111,207 87,106 -21.7% 984,863 42.2 36.7 -5.5 28.8 57.8 63.3 5.5 71.2 31.9 32.5 0.6 45.0 15.0 14.9 -0.1 9.4 46.1 45.3 -0.8 37.9	671,207 440,054 -34.4% 3,693,050 2,564,966 918,636 759,392 -17.3% 9,116,013 7,887,797 507,682 390,159 -23.1% 5,760,331 4,773,224 239,249 178,736 -25.3% 1,204,898 994,992 731,705 543,445 -25.7% 4,858,971 3,801,487 111,207 87,106 -21.7% 984,863 883,060 42.2 36.7 -5.5 28.8 24.5 57.8 63.3 5.5 71.2 75.5 31.9 32.5 0.6 45.0 45.7 15.0 14.9 -0.1 9.4 9.5 46.1 45.3 -0.8 37.9 36.4

California new light vehicle market declined 24.6 percent during the first nine months of this year versus a year earlier. The U.S. market fell 18.4 percent.

Retail vehicle sales in the state have held up better in 2020. New retail registrations fell 19.5 so far this year.

Light truck registrations in the state declined 17.3 percent versus the 34.4 percent drop for passenger cars.

Source for California new vehicle registrations: AutoCount data from Experian. Source for U.S. sales: Automotive News.

QUARTERLY RESULTS





California Quarterly New Light Vehicle Registrations Percent Change vs. Year Earlier



Data source: AutoCount data from Experian.

The rate of decline in the state market eased in the Third Quarter of this year. 3Q '20 registrations fell by 19.6 percent versus a year earlier, an improvement from the 48.9 percent drop in the Second Quarter.

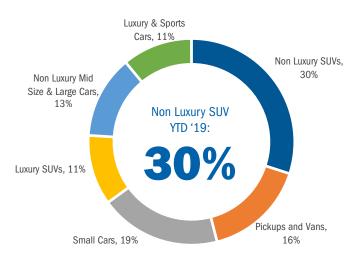
Wildfires and a slowly recovering labor market contributed to the nearly 20 percent decline in the Third Quarter. The market could post a small increase in the Fourth Quarter.

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SEGMENT MARKET SHARE TRENDS

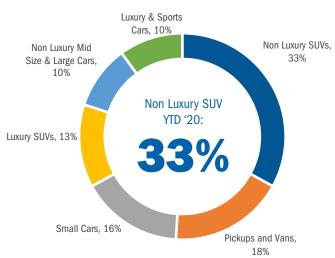
Small Car Market Share Declined to 16 Percent

Segment Market Shares in California YTD 2019 thru September



Data Source: AutoCount data from Experian.

Segment Market Shares in California YTD 2020 thru September

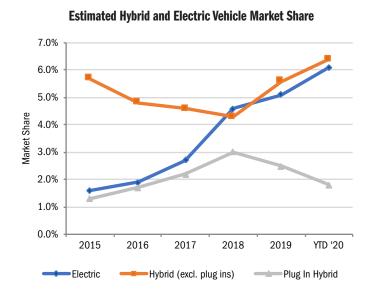


Data Source: AutoCount data from Experian.

The two graphs above show market shares for primary segments during the first nine months of 2019 and 2029.

HYBRID AND ELECTRIC VEHICLES

Hybrid and Electric Vehicle Market Share Have Moved Higher During 2020





Hybrid/electric vehicle market share - YTD '20 thru Sept.:

14.3 percent

Estimated Hybrid and Electric New Vehicle Registrations and Market Share										
					YTD					
	2016	2017	2018	2019	2020					
Electric registrations	41932	59388	99121	106752	73166					
Electric share	1.9%	2.7%	4.6%	5.1%	6.1%					
Hybrid regs. (excl. plug ins)	105934	101180	92658	117218	76765					
Hybrid share (excl. plug ins)	4.8%	4.6%	4.3%	5.6%	6.4%					
Plug in hybrid regs.	37518	48391	64644	52329	21590					
Plug in hybrid share	1.7%	2.2%	3.0%	2.5%	1.8%					

The graph above shows estimated hybrid powertrain and electric vehicle market share in the state. Registrations by powertrain for vehicles equipped with multiple engine types were estimated by Auto Outlook. The estimates are based on model registrations compiled by Experian, and engine installation rates collected from other sources.

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MODEL RANKINGS

Honda Civic and Toyota RAV4 Are Top Sellers in California

The table below shows the top five selling models during the first nine months of 2020 in 20 segments. In addition to unit registrations, it also shows each model's market share in its respective segment.



BEST SELLERS IN PRIMARY SEGMENTS

Compact Car: Honda Civic Mid Size Car: Toyota Camry Near Luxury Car: Tesla Model 3 Luxury Car: Mercedes E-Class Full Size Pickup: Ford F-Series Compact SUV: Toyota RAV4 Mid Size SUV: Toyota Highlander Luxury Mid Size SUV: Lexus RX

To	op Selli	ing Mo	dels in Each Segm	ent - N	ew Lig	ht Vehicle Registrat	tions (YT	D 2020	D, thru September)		
						Cars					
Subcompact		Compact			Sports/Pony Cars			Mid Size			
Model		Share	Model		Share	Model	Regs.	Share	Model		Share
Chevrolet Bolt	5151	20.1	Honda Civic	46046	31.4	Ford Mustang	6455	34.9	Toyota Camry	40466	33.9
Kia Soul	4671	18.3	Toyota Corolla	31936	21.8	Dodge Challenger	6237	33.7	Honda Accord	31369	26.3
Honda Fit	4299	16.8	Toyota Prius	11582	7.9	Chevrolet Camaro	2939	15.9	Nissan Altima	11111	9.3
Nissan Versa	4082	16.0	Nissan Sentra	10273	7.0	Mazda MX5	1071	5.8	Ford Fusion	9111	7.6
Chevrolet Spark	1814	7.1	Kia Forte	8614	5.9	Hyundai Veloster	858	4.6	Kia K5/Optima	8006	6.7
Large			Entry Lux	ury		Near Luxi	ury		Luxury and High End	Sports Ca	ars
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Dodge Charger	8632	67.9	Mercedes A-Class	2793	26.1	Tesla Model 3	31548	43.8	Mercedes E-Class	4586	13.9
Toyota Avalon	1385	10.9	Mercedes CLA-Class	2163	20.2	BMW 3-Series	7336	10.2	BMW 5-Series	3993	12.1
Nissan Maxima	1071	8.4	BMW 2-Series	2105	19.6	Lexus ES	6530	9.1	Tesla Model S	3489	10.6
Chrysler 300	933	7.3	Audi A3	1690	15.8	Mercedes C-Class	5274	7.3	Porsche 911	1754	5.3
Chevrolet Impala	578	4.5	Acura ILX	1466	13.7	Audi A4	2782	3.9	Audi A6	1728	5.2
					Lig	ht Trucks		•			
Compact/Mid S	Compact/Mid Size Pickup Full Size Pickup		Mini Va	Mini Van			Large Van				
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Toyota Tacoma	28372	52.7	Ford F-Series	38260	31.9	Honda Odyssey	6698	33.8	Ford Transit Connect	11591	47.4
Ford Ranger	8707	16.2	Chevrolet Silverado	31259	26.0	Chrysler Pacifica	4971	25.1	Ram Promaster	3266	13.3
Chevrolet Colorado	6610	12.3	Ram Pickup	29412	24.5	Toyota Sienna	3866	19.5	Mercedes Sprinter	3210	13.1
Jeep Gladiator	4514	8.4	GMC Sierra	12776	10.6	Chrysler Voyager	2629	13.3	Nissan NV	2915	11.9
Nissan Frontier	2621	4.9	Toyota Tundra	7516	6.3	Kia Sedona	848	4.3	Chevrolet Express	1921	7.9
Subcompac	t SUV		Compact	SUV		Mid Size S	SUV		Large SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Honda HR-V	9012	15.6	Toyota RAV4	41715	23.1	Toyota Highlander	15038	11.3	Chevrolet Tahoe	4353	27.0
Toyota C-HR	7390	12.8	Honda CR-V	24653	13.6	Ford Explorer	13363	10.1	Ford Expedition	3231	20.1
Hyundai Kona	5879	10.2	Jeep Wrangler	14726	8.2	Subaru Outback	12023	9.0	Chevrolet Suburban	2204	13.7
Nissan Kicks	4837	8.4	Mazda CX5	14508	8.0	Jeep Grand Cherokee	9187	6.9	GMC Yukon	2020	12.5
Kia Niro	4138	7.2	Subaru Forester	13599	7.5	Honda Pilot	8971	6.7	Nissan Armada	1504	9.3
Luxury Subcom	pact SU\	1	Luxury Compa	act SUV		Luxury Mid Size SUV Luxury Large			SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Lexus UX	3639	18.8	Tesla Model Y	9163	16.2	Lexus RX	11980	19.6	Mercedes GLS-Class	3004	21.3
Audi Q3	3183	16.4	Lexus NX	8392	14.8	Mercedes GLE-Class	6672	10.9	Land Rover Range Rover	2407	17.1
Mercedes GLB-Class	3144	16.2	BMW X3	6612	11.7	BMW X5	6189	10.1	BMW X7	2352	16.7
Mercedes GLA-Class	2986	15.4	Mercedes GLC-Class	6239	11.0	Tesla Model X	5384	8.8	Cadillac Escalade	1737	12.3
BMW X1	2636	13.6	Audi Q5	5280	9.3	Acura MDX	3704	6.1	Cadillac XT6	1175	8.3

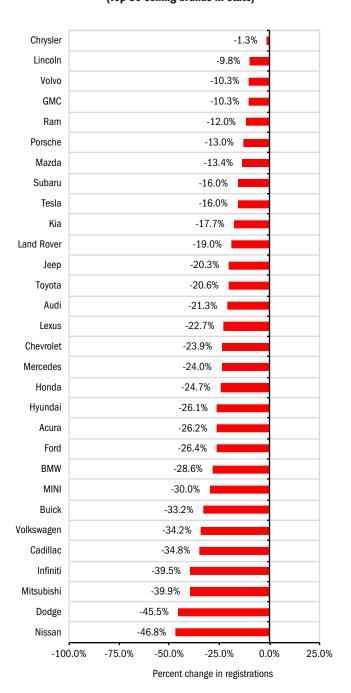
Data Source: AutoCount data from Experian. Figures for Prius include Prius Prime.

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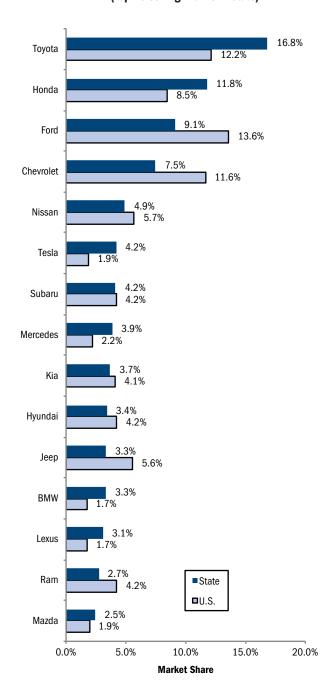
BRAND SUMMARY

Toyota, Honda, and Ford Are Top Three Selling Brands in California

Percent Change in Brand Registrations - YTD '20 thru Sept. vs. YTD '19 (Top 30 selling brands in state)



California and U.S. Market Share - YTD '20 thru Sept. (Top 15 selling brands in state)





Registrations declined by less than 14 percent for Chrysler, Lincoln, Volvo, GMC, Ram, Porsche, and Mazda



Toyota, Honda, Ford, Chevrolet, and Nissan were market share leaders in California

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BRAND REGISTRATIONS

Detailed Results for All Brands in California Market

Acura 5,158 4,358 -15.5 1.0 1.1 0.1 16,223 11,973 -26.2 1.0 1.0 0.0 Alfa Romeo 995 807 -18.9 0.2 0.2 0.0 2,920 2,590 -11.3 0.2 0.2 0.0 Audi 10,381 8,380 -19.3 2.0 2.0 0.0 30,766 24,218 21.3 1.9 2.0 0.1 BMW 19,446 13,583 -30.2 3.8 3.3 -0.5 56,117 40,076 -28.6 3.5 3.3 -0.2 Buick 1,990 1,215 -38.9 0.4 0.3 -0.1 6,271 4,188 -33.2 0.4 0.3 -0.1 Cadillac 3,399 2,254 -33.7 0.7 0.5 -0.2 10,746 7,008 -34.8 0.7 0.6 -0.1 Chevrolet 37,726 28,502 -24.4 7.3 6.9 -0.4 118,103 89,901 -23.9 7.4 7.5 0.1 Cheysler 2,342 2,266 -3.2 0.5 0.5 0.5 0.0 8,761 8,650 -1.3 0.6 0.7 0.1 Douge 11,856 6,243 -47.3 2.3 1.5 0.8 36,419 19,833 -45.5 2.3 1.7 0.6 FMT 18 10 18 1	California New Car and Light Truck Registrations														
TOTAL															
TOTAL 514,185 413,227 -19.6		R	egistrations		Mark	et Share (%)		Registrations			Market Share (%)				
Acura 5,158 4,358 -15.5 1.0 1.1 10.1 16.223 11.973 .26.2 1.0 1.0 0.0 Alfa Romeo 995 807 -18.9 0.2 0.2 0.0 0.0 2,920 2,590 -11.3 0.2 0.2 0.0 Audi 10,381 8,380 -19.3 2.0 2.0 0.0 30,766 24,218 21.3 1.9 2.0 0.1 BMW 19,446 13,583 30.2 3.8 3.3 0.5 56117 40,076 2.86 3.5 3.3 0.2 Eluck 1.990 12.15 38.9 0.4 0.3 0.1 6,271 41,88 33.2 0.4 0.3 0.1 Cadillac 3,399 2,254 33.7 0.7 0.5 0.2 10,746 7,008 34.8 0.7 0.6 0.1 Chysler 2,342 2,266 3.2 0.5 0.5 0.5 0.0 8,761 8,650 1.3 0.6 0.7 0.1 Dodge 11,656 6.243 47.3 2.3 15 0.8 39,41 19,833 48.0 7 0.6 0.1 Chysler 2,242 2,266 3.2 0.5 0.5 0.5 0.0 8,761 8,650 1.3 0.6 0.7 0.1 Dodge 11,656 6.243 47.3 2.3 15 0.8 36,419 19,833 45.5 2.3 1.7 0.6 0.7 0.1 Dodge 11,656 6.243 47.3 2.3 15 0.8 36,419 19,833 45.5 2.3 1.7 0.6 0.7 0.1 Dodge 11,656 6.243 47.3 2.3 15 0.8 36,419 19,833 45.5 2.3 1.7 0.6 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0		3Q '19	3Q '20	% change	3Q '19	3Q '20	Change	YTD '19	YTD '20	% change	YTD '19	YTD '20	Change		
Alfa Romeo 995 807 -18.9 0.2 0.2 0.0 2.900 2.590 -11.3 0.2 0.2 0.0 0.0 dud 10.381 8.380 -19.3 2.0 2.0 0.0 30.766 24.218 2-13 1.9 2.0 0.1 BMW 19.446 13.583 30.2 3.8 3.3 0.5 56.117 40.076 2.8.6 3.5 3.3 0.2 block 1.590 1.215 38.9 0.4 0.3 0.1 6.271 4.188 33.2 0.4 0.3 0.1 Cadillac 3.399 2.254 33.7 0.7 0.5 0.2 10.746 7.008 34.8 0.7 0.6 0.1 Chroylet 37.726 28.502 24.4 7.3 6.9 0.4 118.10.39901 23.9 7.4 7.5 0.1 Chroysler 2.342 2.266 3.2 0.5 0.5 0.0 8.761 8.650 1.3 0.6 0.7 0.1 Chroysler 2.342 2.266 3.2 0.5 0.5 0.0 8.761 8.650 1.3 0.6 0.7 0.1 Dodge 11.856 6.243 47.3 2.3 1.5 0.8 36.419 19.833 45.5 0.3 1.7 0.6 FART 39.4 10.4 73.6 0.1 0.0 0.1 1.18 1.85 3.5 7.0.9 0.1 0.0 0.1 FART 39.4 10.4 73.6 0.1 0.0 0.1 1.18 1.85 3.5 7.0.9 0.1 0.0 0.1 1.0 0.0 0.1 0.1 1.874 1.799 7.2 0.1 0.1 0.0 0.1 0.0 GMC 8.150 7.348 9.8 1.6 1.8 0.2 26.515 23.776 1.0 3 1.7 2.0 0.3 6.244 51.2 1.1 4.397 2.1 2.3 6 3.5 0.1 1.874 1.799 7.2 0.1 0.1 0.1 0.0 0.0 GMC 8.150 7.348 9.8 1.6 1.8 0.2 26.515 23.776 1.0 3 1.7 2.0 0.3 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8	TOTAL	514,185	413,227	-19.6				1,589,843	1,199,446	-24.6					
Audi 10,381 8,380 -19.3 2.0 2.0 0.0 30,766 24,218 -21.3 1.9 2.0 0.1 BMW 19,446 13,563 3.0 3.0 3.8 3.3 0.0 561,17 40,076 22.86 3.5 3.3 0.2 Buck 1.99 1,215 38.9 0.4 0.3 0.1 6,271 4,188 33.2 0.4 0.3 0.1 Cadillac 3,399 2,254 3.37 0.7 0.5 0.2 10,746 7,008 34.8 0.7 0.6 0.1 Chevrolet 37,726 28,502 24.4 7.3 6.9 0.4 118,103 89,901 23.9 7.4 7.5 0.1 Cheysler 2,342 2,266 3.2 0.5 0.5 0.0 8,761 8,650 1.3 0.6 0.7 0.1 Dodge 11,856 6,243 47.3 2.3 1.5 0.8 36,419 19,833 45.5 2.3 1.7 0.6 ENT To The Composition of the Comp	Acura	5,158	4,358	-15.5	1.0	1.1	0.1	16,223	11,973	-26.2	1.0	1.0	0.0		
BMW 19.446 13.583 -30.2 3.8 3.3 -0.5 56.117 40.076 -26.6 3.5 3.3 -0.2 Buck 1.990 1.215 -38.9 0.4 0.3 -0.1 6.271 4.188 -33.2 0.4 0.3 -0.1 Chewolet 37.726 28.502 -24.4 7.3 6.9 -0.4 118.103 89.901 -23.9 7.4 7.5 0.1 Chewolet 37.726 28.502 -24.4 7.3 6.9 -0.4 118.103 89.901 -23.9 7.4 7.5 0.1 Chewolet 2.342 2.2666 -3.2 0.5 0.5 0.5 0.0 8.761 8.650 -1.3 0.6 0.7 0.1 Chewolet 11.856 6.243 -47.3 2.3 1.5 0.8 36.419 19.833 -45.5 2.3 1.7 -0.6 Park 1.3 3.4 1.0 4 1.3 4.1 1.5 1.8 8.6 8.6 0.0 1.3 1.5 0.8 36.419 19.833 -45.5 2.3 1.7 -0.6 Park 1.3 39.4 1.0 4 73.6 0.1 0.0 -0.1 1.878 19.833 -45.5 2.3 1.7 -0.6 Park 1.3 39.4 1.0 4 73.6 0.1 0.0 -0.1 1.878 19.833 -45.5 2.3 1.7 -0.6 Park 1.3 39.4 1.0 4 73.6 0.1 0.0 -0.1 1.878 19.335 -7.2 0.1 0.1 0.0 0.1 Park 1.3 39.4 1.0 4 73.6 0.2 0.1 0.1 1.874 17.739 -7.2 0.1 0.1 0.1 0.0 0.1 Park 1.3 39.4 1.0 4 73.6 0.2 0.1 0.1 1.874 17.739 -7.2 0.1 0.1 0.1 0.0 0.1 Park 1.3 39.4 1.3 39.3 39.5 0.2 0.1 0.1 1.874 17.739 -7.2 0.1 0.1 0.1 0.0 0.1 Park 1.3 39.4 1.3 39.3 39.0 0.2 0.1 0.1 1.874 17.739 -7.2 0.1 1.1 1.1 1.3 0.0 0.1 Park 1.3 39.4 1.1 1.3 39.3 1.1 1.7 2.0 0.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1	Alfa Romeo	995		-18.9	0.2	0.2	0.0	2,920	2,590		0.2	0.2	0.0		
Butok	Audi	10,381	8,380	-19.3	2.0	2.0	0.0	30,766	24,218	-21.3	1.9	2.0	0.1		
Buick 1,990 1,215 -38,9 0.4 0.3 -0.1 6,271 4,188 -33.2 0.4 0.3 -0.1 Chewolet 37,726 28,502 -24.4 7.3 6.9 -0.4 118,103 89,901 -23,9 7.4 7.5 0.1 Cheysler 2,2342 2,266 -3.2 0.5 0.5 0.5 0.0 8,761 8,650 -1.3 0.6 0.7 0.1 Dodge 118,856 6,243 -47,3 2.3 1.5 0.8 36,419 19,833 -45,5 2.3 1,7 -0.6 FAT 3,84 10.4 -73,6 0.1 0.0 -0.1 1,185 345 -70,9 0.1 0.0 0.1 FAT 3,84 10.4 -73,6 0.1 0.0 -0.1 1,185 345 -70,9 0.1 0.0 0.1 FAT 3,84 10.4 -73,6 0.1 0.0 0.1 1,187 345 -70,9 0.1 0.0 0.1 FAT 3,84 10.4 -73,6 0.1 0.0 0.1 1,187 345 -70,9 0.1 0.0 0.1 0.0 0.1 1,187 345 -70,9 0.1 0.0 0.1 0.0 0.1 1,187 345 -70,9 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 1,187 345 -70,9 0.1 0.1 0.1 0.0 0.1 0.1 0.1 0.1 0.1 0.1	BMW	19,446	13,583	-30.2			-0.5	56,117	40,076	-28.6	3.5	3.3	-0.2		
Chevrolet 37,726 28,502 24,4 7.3 6.9 -0.4 118,103 89,901 -23,9 7.4 7.5 0.1 Chrysler 2,342 2,266 -3.2 0.5 0.5 0.5 0.0 8,761 8,660 -1.3 0.6 0.7 0.1 Dodge 11,856 6,243 47,3 2.3 1.5 0.8 36,419 19,833 45,5 2.3 1.7 0.6 FAIT 394 104 7.73 6 0.1 0.0 0.1 1,185 345 7.70,9 0.1 0.0 0.1 FAIT 394 104 7.73 6 0.1 0.0 0.1 1,185 345 7.70,9 0.1 0.0 0.1 Colored 44,194 35,451 1.98 8.6 8.6 8.6 0.0 148,718 109,397 26,4 9.4 9.1 0.3 Genesis 987 609 -38.3 0.2 0.1 0.1 1.81 1.739 7.2 0.1 0.1 0.0 0.0 GMC 8,150 7,348 9.8 1.6 1.8 0.2 26,515 23,776 1.0 1.3 1.7 2.0 0.3 Honda 63,247 51,237 1.90 12.3 12.4 0.1 187,449 141,206 24,7 11.8 11.8 0.0 Hyundai 18,271 14,397 -21.2 3.6 3.5 0.1 187,449 141,206 24,7 11.8 11.8 0.0 Hyundai 18,271 14,397 -21.2 3.6 3.5 0.1 187,449 141,206 24,7 11.8 11.8 0.0 11.8 Infiniti 3,421 2,057 3-9.9 0.7 0.5 0.2 13,184 7,970 3-9.5 0.8 0.7 0.1 Isguer 11,147 1,051 6.3 0.2 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.0 Genesis 11,147 1,051 6.3 0.2 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.0 Genesis 11,147 1,051 6.3 0.2 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.3 0.0 Genesis 11,147 1,051 6.3 0.2 0.3 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.3 0.0 Genesis 11,147 1,051 6.3 0.2 0.3 0.5 0.5 0.5 0.4 4,4479 1.7 3.4 3.7 0.3 Land Rover 3,878 3,673 5.3 0.8 0.9 0.1 13,489 10,924 1.9 0 0.8 0.9 0.1 Lexus 16,059 13,685 14.8 3.1 3.3 0.2 47,833 36,94 22.7 3.0 3.1 0.1 Genesis 11,666 1,480 7.8 0.3 0.4 0.1 5,021 4,527 9.8 0.3 0.4 0.1 Genesis 11,666 1,480 7.8 0.3 0.4 0.1 5,021 4,527 9.8 0.3 0.4 0.1 Genesis 11,666 1,480 7.8 0.3 0.4 0.1 5,021 4,527 9.8 0.3 0.4 0.1 Genesis 11,666 1,480 7.8 0.3 0.4 0.1 5,021 4,527 9.8 0.3 0.4 0.1 Senesis 11,666 1,480 7.8 0.3 0.4 0.1 5,021 4,527 9.8 0.3 0.4 0.1 Senesis 11,666 1,480 7.8 0.8 0.9 0.1 5,034 40,039 3.9 0.0 5,034 40,039 3.9 0.0 5,034 40,039 3.9 0.0 5,034 40,039 3.9 0.0 5,034 40,039 3.9 0.5 0.4 0.1 Senesis 11,666 1,480 7.8 0.8 0.9 0.1 5,034 40,039 3.9 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.0 5,034 40,039 3.0 0.	Buick	1,990	1,215	-38.9		0.3	-0.1	6,271	4,188	-33.2	0.4	0.3			
Chysler 2,342 2,266 3,2 0,5 0,5 0,0 8,761 8,650 1,3 0,6 0,7 0,1 Dodge 11,856 6,243 47,3 2,3 1,5 0,8 36,419 19,833 45,5 2,3 1,7 0,6 FRI 394 104 -73,6 0,1 0,0 0,1 1,185 345 -70,9 0,1 0,0 0,1 Ford 44,194 35,451 -1,8 8,6 8,6 0,0 148,718 109,397 -26,4 9,4 9,1 0,3 Genesis 987 609 38,3 0,2 0,1 0,1 1,877 1,03 1,7 20 0,3 Honda 63,247 51,237 -19,0 12,3 12,4 0,1 187,449 141,206 -24,7 11,8 11,8 0,0 Hyundai 18,271 14,397 -21,2 3,6 3,5 0,1 55,299 40,888 -26	Cadillac	3,399	2,254	-33.7	0.7	0.5	-0.2	10,746	7,008	-34.8	0.7	0.6	-0.1		
Dodge	Chevrolet	37,726	28,502	-24.4	7.3	6.9	-0.4	118,103	89,901	-23.9	7.4	7.5	0.1		
FIAT 394 104 -73.6 0.1 0.0 -0.1 1,185 345 -70.9 0.1 0.0 -0.1 Ford 44,194 35,451 -19.8 8.6 8.6 8.6 0.0 148,718 109,397 -26.4 9.4 9.1 0.3 Genesis 987 609 -38.3 0.2 0.1 0.1 1,187 1,739 -7.2 0.1 0.1 0.0 GMC 8,150 7,348 9.8 1.6 1.8 0.2 26,515 23,776 10.3 1.7 2.0 0.3 Honda 63,247 51,237 -19.0 12.3 12.4 0.1 187,449 141,206 -24.7 11.8 11.8 0.0 Hyundai 18,271 14,397 -21.2 3.6 3.5 0.1 55,299 40,888 2-6.1 3.5 3.4 0.1 Infiniti 3,421 2,057 -39.9 0.7 0.5 0.2 13,184 7,970 39.5 0.8 0.7 0.1 Jaguar 1,147 1,051 8.4 0.2 0.3 0.1 4,288 3.089 28.0 0.3 0.3 0.3 0.0 Jeep 15,150 14,434 4.7 2.9 3.5 0.6 50,314 40,098 2-2.3 3.2 3.3 0.1 Kia 20,253 16,250 1-9.8 3.9 3.9 0.0 54,034 44,479 1.17, 3.4 3.7 0.3 Land Rower 3,878 3,673 5-3 0.8 0.9 0.1 13,489 10,924 19,0 0.8 0.9 0.1 Lexus 16,059 13,685 14.8 3.1 3.3 0.2 47,833 36,964 22.7 3.0 3.1 0.1 Licus 10,064 10,956 0.8 2.1 2.7 0.6 34,013 29,443 13,4 2.1 2.5 0.4 Mercedes 20,422 17,419 14.3 0.4 0.4 0.2 0.2 60,860 46,232 24.0 3.8 3.9 0.1 Misubishi 1,892 981 482 0.4 0.4 0.4 0.0 5,551 3,887 -30.0 0.3 0.3 0.0 Misubishi 1,892 981 482 0.4 0.4 0.4 0.0 5,551 3,887 -30.0 0.3 0.3 0.0 0.0 Misubishi 1,892 981 482 0.4 0.4 0.4 0.0 5,551 3,887 -30.0 0.3 0.3 0.0 0.0 Misubishi 1,892 981 482 0.4 0.8 0.9 0.1 10,822 9,443 13,4 2.1 2.5 0.4 Mercedes 3,857 3,687 4.4 0.8 0.9 0.1 10,822 9,443 13.3 0.7 0.9 0.1 10,822 9,443 13.4 0.1 0.7 0.8 0.1 0.0 0.1 0.0 0.1 0.0 0.2 0.2 0.0 0.2 0.7 0.2 0.3 0.8 0.9 0.1 0.1 0.0 0.2 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.2 0.0 0.0	Chrysler	2,342	2,266	-3.2	0.5	0.5	0.0	8,761	8,650	-1.3	0.6	0.7	0.1		
Ford 44,194 35,451 -19.8 8.6 8.6 0.0 148,718 109,397 -26.4 9.4 9.1 -0.3 Genesis 987 609 -38.3 0.2 0.1 -0.1 1.874 1.739 -7.2 0.1 0.1 0.1 0.0 GMC 8,150 7,348 -9.8 1.6 1.8 0.2 26,515 23,776 -10.3 1.7 2.0 0.3 Honda 63,247 51,237 -19.0 12.3 12.4 0.1 187,449 141,206 -24.7 11.8 11.8 0.0 Hyundai 18,271 14,397 -21.2 3.6 3.5 -0.1 55,299 40,888 -26.1 3.5 3.4 -0.1 Infiniti 3.421 2,057 -39.9 0.7 0.5 -0.2 13,184 7,970 -39.5 0.8 0.7 -0.1 Jaguar 1,147 1,051 -8.4 0.2 0.3 0.1 4,288 3.089 -28.0 0.3 0.3 0.0 Jeep 15,150 14,434 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Jangara 1,443 4.47 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Jangara 1,650 14,484 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Jangara 1,650 14,836 3.673 -5.3 0.8 0.9 0.1 13,489 10,924 -19.0 0.8 0.9 0.1 Jangara 1,6059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Jangara 1,6059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Jangara 1,886 312 -19.2 0.1 0.1 0.0 1,295 930 -28.2 0.1 0.1 0.0 Mazda 10,884 10,956 0.8 2.1 2.7 0.6 34,013 29,443 -13.4 2.1 2.5 0.4 Mercedes 20,422 17,419 -14.7 4.0 4.2 0.2 60,860 46,232 -24.0 3.8 3.9 0.1 Minibilishi 1,892 981 -44.3 0.4 0.4 0.0 5,551 3,887 -30.0 0.3 0.3 0.0 Minibilishi 1,892 981 -44.8 0.4 0.2 0.2 60,860 46,232 -24.0 3.8 3.9 0.1 Minibilishi 1,892 981 -44.8 0.4 0.2 0.2 60,860 46,332 -24.0 3.8 3.9 0.1 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.0 2,775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.0 2,775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 878 713 -18.8 0.2 0.2 0.0 0.775 2,336 -15.8 0.2 0.2 0.2 0.0 Other 9,9375 18,315 -10.1 4.0 4.0 4.4 0.4 59,866 50,100 -16.0 3.8 4.2 0.4 0.4 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	Dodge	11,856	6,243	-47.3	2.3	1.5	-0.8	36,419	19,833	-45.5	2.3	1.7	-0.6		
Genesis 987 609 3.8.3 0.2 0.1 0.1 1.674 1.739 7.2 0.1 0.1 0.0 0.0 GMC 8,150 7,348 9.8 1.6 1.8 0.2 26,515 23,776 1.03 1.7 2.0 0.3 0.0 Hyundai 18,271 14,397 2.12 3.6 3.5 0.1 187,449 141,206 2.47 11.8 11.8 0.0 Hyundai 18,271 14,397 2.12 3.6 3.5 0.1 185,299 40,888 2.61 3.5 3.4 0.1 18/11 1.3 3.421 2.057 3.99 0.7 0.5 0.2 13,184 7,970 3.95 0.8 0.7 0.1 18/11 1	FIAT	394	104	-73.6	0.1	0.0	-0.1	1,185	345	-70.9	0.1	0.0	-0.1		
GMC 8,150 7,348 9.8 1.6 1.8 0.2 26,515 23,776 -10.3 1.7 2.0 0.3 Honda 63,247 51,237 -19.0 12.3 12.4 0.1 187,449 141,206 -24.7 11.8 11.8 0.0 Hyundai 18,271 14,397 -21.2 3.6 3.5 0.1 55,29 40,888 -26.1 3.5 3.4 0.1 Infiniti 3,421 2,057 3.99 0.7 0.5 0.2 13,184 7,970 39.5 0.8 0.7 0.1 Jaguar 1,147 1,051 8.4 0.2 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.0 0.8 0.7 0.1 Jaguar 1,147 1,051 8.4 0.2 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.0 0.8 0.9 0.1 Jaguar 1,147 1,051 8.4 0.2 0.3 0.1 4,288 3,089 28.0 0.3 0.3 0.0 0.8 0.9 0.1 Jaguar 1,148 3,78 0.3 0.1 0.1 4,288 3,089 28.0 0.3 0.3 0.0 0.1 Jaguar 1,148 3,78 0.3 0.1 0.1 4,288 3,089 28.0 0.3 0.3 0.0 0.1 Jaguar 1,149 1,051 8.4 0.2 0.3 0.3 0.1 0.1 4,288 3,089 28.0 0.3 0.3 0.0 0.1 Jaguar 1,149 1,149 1,149 1,149 1,149 1,177 3.4 3.7 0.3 1,149 1,14	Ford	44,194	35,451	-19.8	8.6	8.6	0.0	148,718	109,397	-26.4	9.4	9.1	-0.3		
Honda 63,247 51,237 -19.0 12.3 12.4 0.1 187,449 141,206 -24.7 11.8 11.8 0.0 Hyundai 18,271 14,397 -21.2 3.6 3.5 -0.1 55,299 40,888 -26.1 3.5 3.4 -0.1 Infiniti 3,421 2,057 -39.9 0.7 0.5 -0.2 13,184 7,970 -39.5 0.8 0.7 -0.1 Jaguar 1,147 1,051 -8.4 0.2 0.3 0.1 4,288 3,089 -28.0 0.3 0.3 0.3 0.0 Jaguar 15,150 14,434 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Kia 20,253 16,250 -19.8 3.9 3.9 0.0 54,034 44,479 -17.7 3.4 3.7 0.3 Land Rover 3,878 3,673 -5.3 0.8 0.9 0.1 13,489 10,924 -19.0 0.8 0.9 0.1 Lexus 16,059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Lexus 16,059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Maserati 386 312 -19.2 0.1 0.1 0.1 0.0 1,5021 4,527 -9.8 0.3 0.3 0.4 0.1 Mazerati 386 312 -19.2 0.1 0.1 0.0 1,5021 4,527 -9.8 0.3 0.4 0.1 Mazerati 386 312 -19.2 0.1 0.1 0.0 1,295 930 -28.2 0.1 0.1 0.0 Mazda 10,864 10,956 0.8 2.1 2.7 0.6 34,013 29,443 -13.4 2.1 2.5 0.4 Mercedes 20,422 17,419 -14.7 4.0 4.2 0.2 60,860 46,232 -24.0 3.8 3.9 0.1 MiNIN 1,859 1,594 -14.3 0.4 0.4 0.0 0,5551 3,887 -30.0 0.3 0.3 0.0 Mitsubishi 1,892 981 -48.2 0.4 0.2 0.2 60,860 46,232 -24.0 3.8 3.9 0.1 Missan 30,851 17,011 -44.9 6.0 4.1 -1.9 110,864 58,948 -46.8 7.0 4.9 -2.1 0.1 0.1 0.1 0.1 0.1 0.1 0.1 0.1 0.1 0	Genesis	987	609	-38.3	0.2	0.1	-0.1	1,874	1,739	-7.2	0.1	0.1	0.0		
Hyundai 18,271 14,397 -21.2 3.6 3.5 -0.1 55,299 40,888 -26.1 3.5 3.4 -0.1 Infiniti 3,421 2,057 -39.9 0.7 0.5 -0.2 13,184 7,970 -39.5 0.8 0.7 -0.1 Jaguar 1,147 1,051 -8.4 0.2 0.3 0.1 4,288 3,089 -28.0 0.3 0.3 0.0 0.0 15,150 14,434 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Kia 20,253 16,250 -19.8 3.9 3.9 0.0 54,034 44,479 -1.7.7 3.4 3.7 0.3 Land Rover 3,878 3,673 -5.3 0.8 0.9 0.1 13,489 10,924 -19.0 0.8 0.9 0.1 Lincoln 1,606 1,480 -7.8 0.3 0.4 0.1 5,021 4,527 -9.8 0.3 0.4 0.1 Lincoln 1,606 1,480 -7.8 0.3 0.4 0.1 5,021 4,527 -9.8 0.3 0.4 0.1 Maserati 386 312 -19.2 0.1 0.1 0.0 1,295 930 -28.2 0.1 0.1 0.1 0.0 Mazda 10,864 10,956 0.8 2.1 2.7 0.6 34,013 29,443 -13.4 2.1 2.5 0.4 Mercedes 20,422 17,419 -14.7 4.0 4.2 0.2 60,860 46,232 -24.0 3.8 3.9 0.1 Milsulishi 1,892 981 -48.2 0.4 0.4 0.4 0.0 5,551 3,887 -30.0 0.3 0.3 0.0 Mitsubishi 1,892 981 -48.2 0.4 0.2 -0.2 8,397 5,049 -39.9 0.5 0.4 0.1 Other 878 713 -18.8 0.2 0.2 0.0 0.7,75 2,336 -15.8 0.2 0.2 0.0 Porsche 3,857 3,687 -4.4 0.8 0.9 0.1 10,822 9,410 -13.0 0.7 0.8 0.1 Clear Ram 12,521 11,445 -8.6 2.4 2.8 0.4 37,142 32,675 -12.0 2.3 2.7 0.4 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.4 0.4 59,376 49,879 -16.0 3.7 4.2 0.5 Subaru 20,375 18,315 -10.1 4.0 4.5 50,576 50,576 50,576 50,576 50,576 50,576 50,577 50.	GMC	8,150	7,348	-9.8	1.6	1.8	0.2	26,515	23,776	-10.3	1.7	2.0	0.3		
Infiniti 3,421 2,057 -39.9 0.7 0.5 -0.2 13,184 7,970 -39.5 0.8 0.7 -0.1 Jaguar 1,147 1,051 -8.4 0.2 0.3 0.1 4,288 3,089 -28.0 0.3 0.3 0.0 Jeep 15,150 14,434 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Kia 20,253 16,250 -19.8 3.9 3.9 0.0 54,034 44,479 -17.7 3.4 3.7 0.3 Lexus 16,059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Lincoln 1,606 1,480 -7.8 0.3 0.4 0.1 5,021 4,527 -9.8 0.3 0.4 0.1 Mazda 10,864 10,956 0.8 2.1 2.7 0.6 34,013	Honda	63,247	51,237	-19.0	12.3	12.4	0.1	187,449	141,206	-24.7	11.8	11.8	0.0		
Infiniti 3,421 2,057 -39.9 0.7 0.5 -0.2 13,184 7,970 -39.5 0.8 0.7 -0.1 Jaguar 1,147 1,051 -8.4 0.2 0.3 0.1 4,288 3,089 -28.0 0.3 0.3 0.0 Jeep 15,150 14,434 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Kia 20,253 16,250 -19.8 3.9 3.9 0.0 56,0314 40,098 -20.3 3.2 3.3 0.1 Land Rover 3,878 3,673 -5.3 0.8 0.9 0.1 13,489 10,924 -19.0 0.8 0.9 0.1 Lexus 16,059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Lincoln 1,606 1,480 -7.8 0.3 0.4 0.1 5,021	Hyundai	18,271	14,397	-21.2	3.6	3.5	-0.1	55,299	40,888	-26.1	3.5	3.4	-0.1		
Jaguar 1,147 1,051 -8.4 0.2 0.3 0.1 4,288 3,089 -28.0 0.3 0.3 0.0 Jeep 15,150 14,434 -4.7 2.9 3.5 0.6 50,314 40,098 -20.3 3.2 3.3 0.1 Kia 20,253 16,250 -19.8 3.9 3.9 0.0 54,034 44,479 -17.7 3.4 3.7 0.3 Land Rover 3.878 3.673 -5.3 0.8 0.9 0.1 13,489 10,924 -19.0 0.8 0.9 0.1 Lincoln 1,606 1,480 -7.8 0.3 0.4 0.1 5,021 4,527 -9.8 0.3 0.4 0.1 Maserati 386 312 -19.2 0.1 0.1 0.0 1,295 930 -28.2 0.1 0.1 0.0 Mazerati 3.86 312 -19.2 0.1 0.1 0.0 1,295 93	Infiniti	3,421	2,057		0.7	0.5	-0.2	13,184	7,970	-39.5	0.8	0.7	-0.1		
Jeep	Jaguar	1,147	1,051	-8.4	0.2	0.3	0.1	4,288	3,089	-28.0	0.3	0.3			
Kia 20,253 16,250 -19.8 3.9 3.9 0.0 54,034 44,479 -17.7 3.4 3.7 0.3 Land Rover 3,878 3,673 -5.3 0.8 0.9 0.1 13,489 10,924 -19.0 0.8 0.9 0.1 Lexus 16,059 13,685 -14.8 3.1 3.3 0.2 47,833 36,964 -22.7 3.0 3.1 0.1 Lincoln 1,606 1,480 -7.8 0.3 0.4 0.1 5,021 4,527 -9.8 0.3 0.4 0.1 Maserati 386 312 -19.2 0.1 0.1 0.0 1,295 930 -28.2 0.1 0.1 0.0 Mazda 10,864 10,956 0.8 2.1 2.7 0.6 34,013 29.43 -13.4 2.1 2.5 0.4 Mercedes 20,422 17,419 -14.7 4.0 4.2 0.2 60,860	Jeep					3.5	0.6								
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				3.3	0.7	0.9	0.2	9,731	0,141	-10.3	0.0	0.7	0.1		

The table above shows new light vehicle (car and light truck) registrations in California. Figures are shown for the Third Quarters of 2019 and 2020, and year to date totals. Vehicle registrations are recorded based on when the vehicle title information is processed by the state, which typically occurs after the vehicle is sold. The top ten ranked brands in each category are shaded yellow

California Auto Outlook

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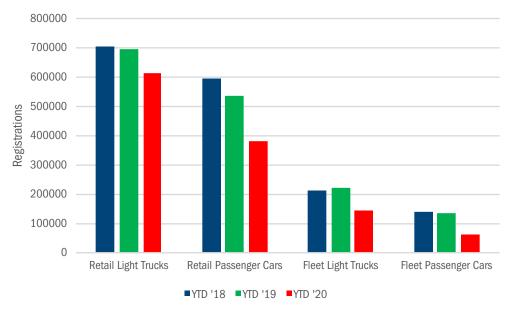
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Page 6 California Auto Outlook

BREAKDOWN OF RETAIL AND FLEET MARKETS

State Retail Registrations Declined 19.5 Percent So Far in 2020 vs. 42.1 Percent Drop for Fleets





PERCENT CHANGE:
YTD '20 vs. YTD '19

Retail cars: DOWN 29.5%
Retail light trucks: DOWN 11.8%

Fleet cars: DOWN 54.5%
Fleet light trucks: DOWN 34.6%

Data Source: AutoCount data from Experian.

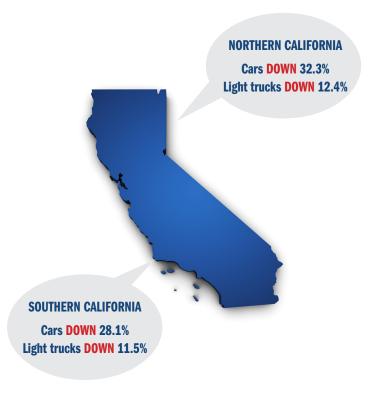
REGIONAL MARKETS IN CALIFORNIA

Southern California Market Declines at Slightly Slower Pace

New Retail Light Vehicle Regist	rations (excludin	g fleets) YTD '	20, Sept.
North and South California	YTD '19	YTD '20	% chg.
Statewide Total	1,235,413	994,308	-19.5%
Cars	537,992	379,513	-29.5%
Light Trucks	697,421	614,795	-11.8%
Northern California	422,830	335,196	-20.7%
Cars	177,281	120,106	-32.3%
Light Trucks	245,549	215,090	-12.4%
Southern California	812,583	659,112	-18.9%
Cars	360,711	259,407	-28.1%
Light Trucks	451,872	399,705	-11.5%
Selected Regional Markets			
San Francisco Bay	240,309	178,266	-25.8%
Cars	108,954	68,529	-37.1%
Light Trucks	131,355	109,737	-16.5%
LA and Orange Counties	488,016	380,908	-21.9%
Cars	225,012	156,895	-30.3%
Light Trucks	263,004	224,013	-14.8%
San Diego County	104,239	87,088	-16.5%
Cars	42,037	29,879	-28.9%
Light Trucks	62,202	57,209	-8.0%

Data Source: AutoCount data from Experian.

Percent Change in New Retail Registrations - YTD '20 vs. YTD '19



Covering Third Quarter 2020 Page 7

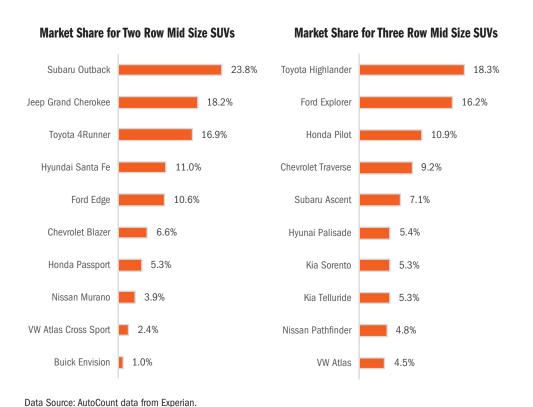
SEGMENT CLOSE-UP: MID SIZE SUVs

Toyota and Ford Lead State Mid Size SUV Segment



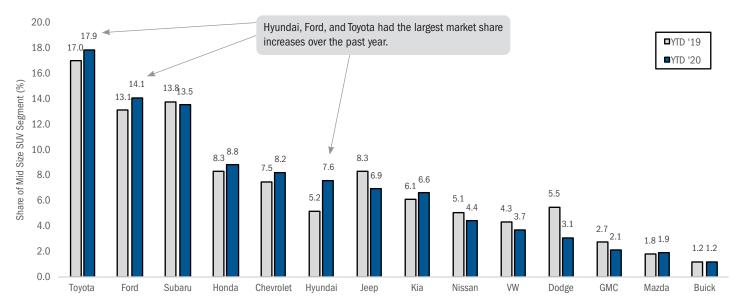
Model Sales Leaders

Top 10 Selling Models in State for Two Row and Three Row Mid Size SUVs - YTD 2020 thru Sept.



Mid Size SUV segment is #1 performing better than the overall market... % Change in New Vehicle Registrations YTD '19 thru Sept. to YTD '20 Mid Size SUVs: **DOWN 19.6%** Industry **DOWN 24.6%** Three row SUVs account for higher share of the market... 3 Row SUV Share of Mid Size SUV Segment - YTD '19 and YTD '20 (Sept.) YTD 2019: 64.0% YTD 2020: 62.0%

Brand Market Share in State Mid Size SUV Segment - YTD 2019 and YTD 2020 (thru Sept.)

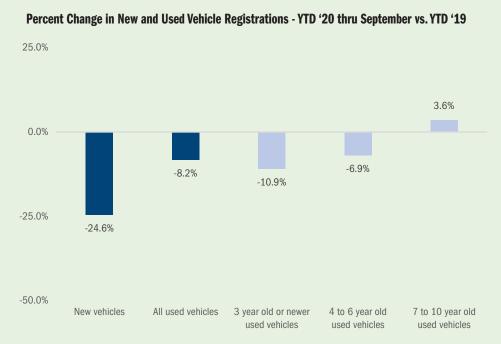


Data Source: AutoCount data from Experian.

Page 8 California Auto Outlook

CALIFORNIA USED VEHICLE MARKET

Used Vehicle Market Out Performs New Vehicle Market During 2020



3 KEY TRENDS IN USED VEHICLE MARKET

03.



Used vehicle registrations in California declined 8.2 percent during the first nine months of 2020, better than the 24.6 percent drop for new vehicles.

The nearly new used vehicle market (3 years old or newer)
declined at a faster pace than older vehicles.

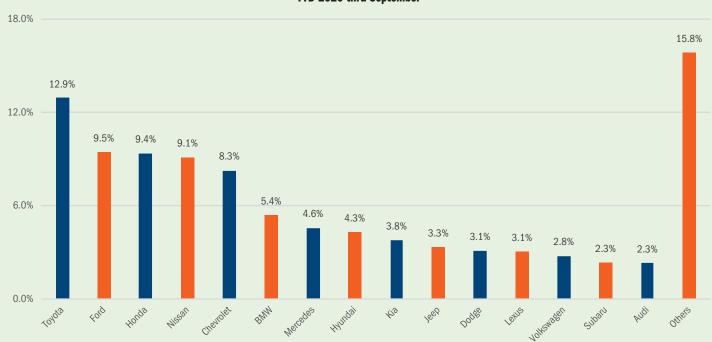
Used vehicle market has been given a boost by sparse new vehicle inventories and cost conscious consumers. Used vehicle market should remain relatively strong for several months.

Data Source: AutoCount data from Experian.

CALIFORNIA USED VEHICLE MARKET

Toyota Share of Six Year Old or Newer Used Vehicle Market Approaches 13 Percent

Top 15 Selling Brands in California Used Vehicle Market (vehicles 6 years old or newer)
YTD 2020 thru September



Data Source: AutoCount data from Experian.