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"With an economy that is returning to stability and slowly growing again after a prolonged recession, the automotive market, from new cars to used cars to CPO (certified preowned) cars, is booming. That includes the luxury car market, as consumers are regaining the confidence to spend, and some of that money is being spent on high-end goods."

- Tim Healey, Automotive Analyst

### This report looks at the following areas:

- Brand identity is key
- Growing loan balances could crimp consumers
- Comfort is weighing high on consumer minds
- Consumers have money to spend

This report covers the sale of new domestic and imported luxury vehicles and consumer attitudes and activity around luxury vehicles. Vehicle segments represent those involving both traditional luxury vehicle makers and nontraditional luxury vehicle makers.

Sales figures throughout this report apply to new (not used) luxury cars, and are unit volume figures as reported by the manufacturers.

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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### Table of Contents

#### Overview

What you need to know

## Definition

Executive Summary

### The issues

Brand identity is key

Figure 1: Luxury car brands, May 2015

#### Growing loan balances could crimp consumers

#### The opportunities

Comfort is weighing high on consumer minds

Figure 2: Luxury car attitudes, May 2015

#### Consumers have money to spend

Figure 3: American average spending on durable goods, January 2015-August 2015

#### What it means

#### The Market – What You Need to Know

Luxury car market is poised for growth, thanks to recovering economy

#### Growth in entry-level luxury spurs overall market

CPO growth helps the overall luxury market

#### Market Size and Forecast

#### Luxury car market poised for continued growth

Figure 4: Total US sales and fan chart forecast of luxury cars, at current prices, 2010-20

Figure 5: Total US sales and forecast of market, at current prices, 2010-20

### Market Breakdown

#### Entry-level luxury segment is strong

Figure 6: Sales of luxury cars, by segment, 2015

### Market Perspective

#### CPO car growth helps luxury market

#### Market Factors

### Foreign economic factors could affect US market

Figure 7: Chinese GDP forecast, 2013-17

#### Income growth gives consumers the key to luxury market

Figure 8: American average spending on durable goods, January 2015-August 2015

#### Key Players – What You Need to Know

Audi, BMW among those with strong consumer interest

Compact crossovers and entry-level luxury cars help spur brands

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| To be luxury, consumers must                                    | think luxury   |
|---|--|
| What's Working?   |  |
| Going small and (relatively) ch                                 | neap seems to be the best approach   |
| What's Struggling?  |  |
| Brands without luxury cachet                                    | are struggling to sell luxury models   |
| What's Next?  |  |
| Crossover SUVS and tech are                                     | on the horizon   |
| The Consumer – What You N                                       | Need to Know   |
| Consumers define luxury cars                                    | by brand   |
| Traditional players draw the m                                  | nost interest  |
| Comfort matters   |  |
| Customers are able to treat th                                  | emselves - and they want to  |
| Price sensitivity   |  |
| Luxury Car Definition   |  |
| Consumers define luxury cars                                    | 5  |
| Figure 9: Definition of luxu                                    | ry cars, may 2015  |
| High-income earners focus on                                    | the brand<br>ury cars, by demographics, May 2015   |
|   |  |
| Those over 55 also use brand                                    | on brands as an indication of luxury   |
|   | ury cars, by demographics, May 2015  |
| Brand Interest  |  |
| BMW, Audi, Mercedes-Benz at<br>Figure 12: Luxury car bran       |  |
| 1 5   | vith those who have high incomes   |
| Figure 13: Luxury car bran                                      | ds, by income, May 2015  |
| Hispanics prefer BMW while BI                                   | lacks go for Mercedes-Benz<br>ds, by demographics, May 2015  |
|   |  |
| Luxury Vehicle Consideratio                                     |  |
|   | nselves, finally feel they can afford luxury<br>ons for consideration, May 2015  |
| For a certain age range, it's at<br>Figure 16: Luxury car reas  | cout affordability<br>ons for consideration, by demographics, May 2015   |
| High-incomes see it as a treat<br>Hispanics and Blacks see luxu | , while middle-incomes are focused on affordability<br>ry cars as a treat  |
| Attitudes toward Luxury Car                                     | rs   |
| Luxury cars perceived as being                                  | g more comfortable, having more comfort features   |
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Figure 17: Luxury car attitudes, May 2015

Young folks prioritize looks over comfort

Hispanics have a preference for style

#### Price Sensitivity

Figure 18: Average pricing for luxury cars, May 2015

Younger buyers are a bit unrealistic

Hispanic buyers think like young buyers

Appendix – Data Sources and Abbreviations

Data sources

Sales data

Fan chart forecast

Consumer survey data

Abbreviations and terms

Abbreviations

Appendix – Consumer

Consumer consideration of automotive brands Figure 19: Car Brand, May 2015

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