

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

The area market was up 4.6% in the first four months of this year, stronger than the 3% increase in the Nation.

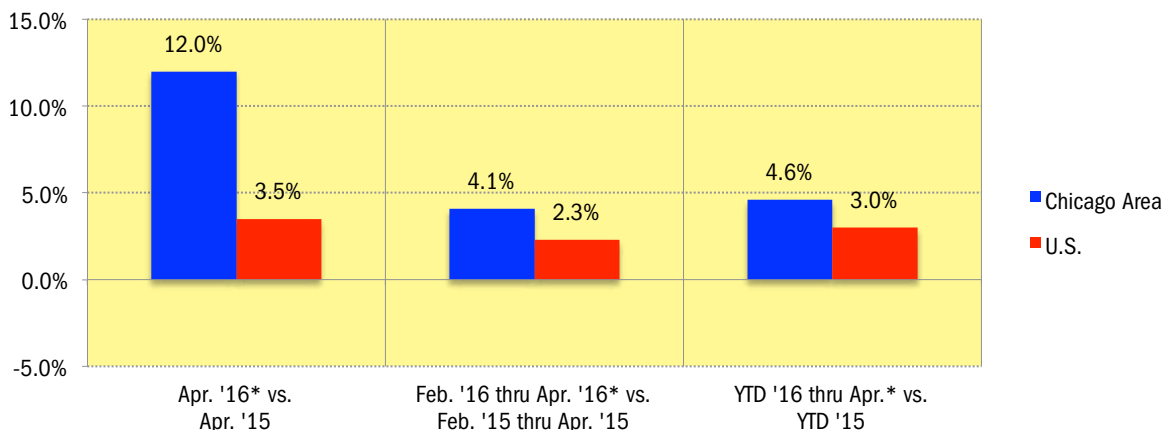
New retail vehicle registrations increased an estimated 12% in April '16 vs. year earlier.

Area used vehicle market improved in March, and was up 3.1% for the first three months of this year (vehicles seven years old or newer).

Four SUV segments had the largest market share gains so far this year.

Lincoln, Volvo, Infiniti, Chevrolet, Honda, Ram, and Buick new retail registrations increased by more than 10% so far this year.

Percent Change in Chicago Area and U.S. New Retail Light Vehicle Registrations



*Figures for April 2016 were estimated by Auto Outlook.

Data Source: IHS Automotive.

Chicago Area New and Used Vehicle Markets Summary (Used registrations only includes vehicles seven years old or newer)

	Retail New Vehicle Registrations					
	April Estimate*			YTD thru Apr.*		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	31,515	35,296	12.0%	115,744	121,045	4.6%
Cars	14,305	14,512	1.4%	51,725	50,441	-2.5%
Light Trucks	17,210	20,784	20.8%	64,019	70,604	10.3%
Detroit Three Brands	12,917	14,151	9.6%	46,422	49,842	7.4%
European Brands	3,352	3,530	5.3%	12,095	12,071	-0.2%
Japanese Brands	12,586	14,824	17.8%	46,957	49,093	4.5%
Korean Brands	2,660	2,791	4.9%	10,270	10,039	-2.2%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	March			YTD thru March		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	29,451	30,087	2.2%	83,880	86,485	3.1%
Cars	17,516	17,599	0.5%	48,365	49,955	3.3%
Light Trucks	11,935	12,488	4.6%	35,515	36,530	2.9%
Detroit Three Brands	13,524	14,227	5.2%	39,629	39,886	0.6%
European Brands	3,427	3,640	6.2%	10,282	10,818	5.2%
Japanese Brands	10,546	9,688	-8.1%	28,141	28,687	1.9%
Korean Brands	1,954	2,532	29.6%	5,828	7,094	21.7%

*Figures for April 2016 were estimated by Auto Outlook.

Source: IHS Automotive.

Data Information

All data represents new and used vehicle retail registrations in the Chicago Area and excludes fleet and wholesale transactions. Used vehicle data only includes vehicles seven years old or newer. 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 Automotive.

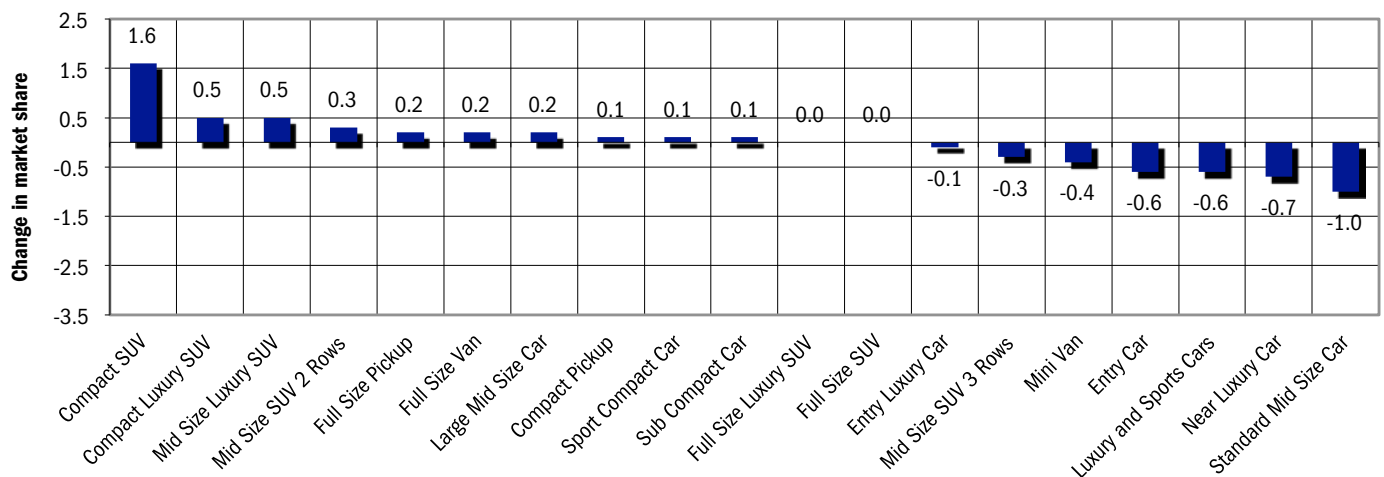
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations

	April*			Three Month Period Feb. '16 thru Apr. '16*			YTD thru Apr.*			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2015	2016	% chg.	Yr. Ago	Current	% chg.	2015	2016	% chg.	2015	2016	Chg.
TOTAL	31,515	35,296	12.0%	91,688	95,483	4.1%	115,744	121,045	4.6%			
Acura	656	769	17.2%	1,788	1,710	-4.4%	2,282	2,130	-6.7%	2.0	1.8	-0.2
Audi	518	589	13.7%	1,388	1,516	9.2%	1,710	1,817	6.3%	1.5	1.5	0.0
BMW	636	634	-0.3%	2,062	1,871	-9.3%	2,672	2,358	-11.8%	2.3	1.9	-0.4
Buick	594	621	4.5%	1,780	1,744	-2.0%	2,143	2,362	10.2%	1.9	2.0	0.1
Cadillac	375	287	-23.5%	1,156	1,066	-7.8%	1,518	1,411	-7.0%	1.3	1.2	-0.1
Chevrolet	3,658	3,844	5.1%	10,089	11,271	11.7%	12,529	14,319	14.3%	10.8	11.8	1.0
Chrysler	565	502	-11.2%	1,728	1,102	-36.2%	2,123	1,353	-36.3%	1.8	1.1	-0.7
Dodge	982	1,026	4.5%	2,932	2,827	-3.6%	3,699	3,613	-2.3%	3.2	3.0	-0.2
FIAT	53	46	-13.2%	152	163	7.2%	203	211	3.9%	0.2	0.2	0.0
Ford	3,149	3,491	10.9%	8,894	9,694	9.0%	11,297	12,295	8.8%	9.8	10.2	0.4
GMC	799	859	7.5%	2,299	2,450	6.6%	2,902	3,144	8.3%	2.5	2.6	0.1
Honda	3,133	3,880	23.8%	8,529	9,773	14.6%	10,912	12,181	11.6%	9.4	10.1	0.7
Hyundai	1,562	1,538	-1.5%	4,931	4,469	-9.4%	6,142	5,622	-8.5%	5.3	4.6	-0.7
Infiniti	262	295	12.6%	871	959	10.1%	1,089	1,258	15.5%	0.9	1.0	0.1
Jaguar	30	32	6.7%	85	102	20.0%	102	124	21.6%	0.1	0.1	0.0
Jeep	2,172	2,745	26.4%	6,383	6,775	6.1%	7,947	8,658	8.9%	6.9	7.2	0.3
Kia	1,098	1,253	14.1%	3,267	3,501	7.2%	4,128	4,417	7.0%	3.6	3.6	0.0
Land Rover	186	195	4.8%	630	677	7.5%	816	861	5.5%	0.7	0.7	0.0
Lexus	641	663	3.4%	1,938	1,990	2.7%	2,546	2,536	-0.4%	2.2	2.1	-0.1
Lincoln	200	259	29.5%	541	748	38.3%	696	973	39.8%	0.6	0.8	0.2
Mazda	668	780	16.8%	2,000	1,979	-1.1%	2,440	2,505	2.7%	2.1	2.1	0.0
Mercedes	770	825	7.1%	2,122	2,046	-3.6%	2,610	2,569	-1.6%	2.3	2.1	-0.2
MINI	108	102	-5.6%	304	301	-1.0%	378	360	-4.8%	0.3	0.3	0.0
Mitsubishi	309	391	26.5%	943	997	5.7%	1,174	1,246	6.1%	1.0	1.0	0.0
Nissan	2,306	2,817	22.2%	7,462	7,975	6.9%	9,383	10,153	8.2%	8.1	8.4	0.3
Other	61	47	-23.0%	158	130	-17.7%	191	152	-20.4%	0.2	0.1	-0.1
Porsche	128	143	11.7%	364	376	3.3%	445	481	8.1%	0.4	0.4	0.0
Ram	319	384	20.4%	981	1,109	13.0%	1,246	1,373	10.2%	1.1	1.1	0.0
Subaru	1,258	1,443	14.7%	3,484	3,635	4.3%	4,489	4,760	6.0%	3.9	3.9	0.0
Tesla	102	133	30.4%	220	310	40.9%	316	339	7.3%	0.3	0.3	0.0
Toyota	3,353	3,786	12.9%	9,757	9,711	-0.5%	12,641	12,321	-2.5%	10.9	10.2	-0.7
Volkswagen	698	679	-2.7%	1,936	1,887	-2.5%	2,376	2,353	-1.0%	2.1	1.9	-0.2
Volvo	166	238	43.4%	514	619	20.4%	599	790	31.9%	0.5	0.7	0.2

*Figures for April 2016 were estimated by Auto Outlook. Top ten are shaded green. Source: IHS Automotive

Change in Area Segment Market Share - YTD 2016 thru March vs. YTD 2015



Data Source: IHS Automotive.

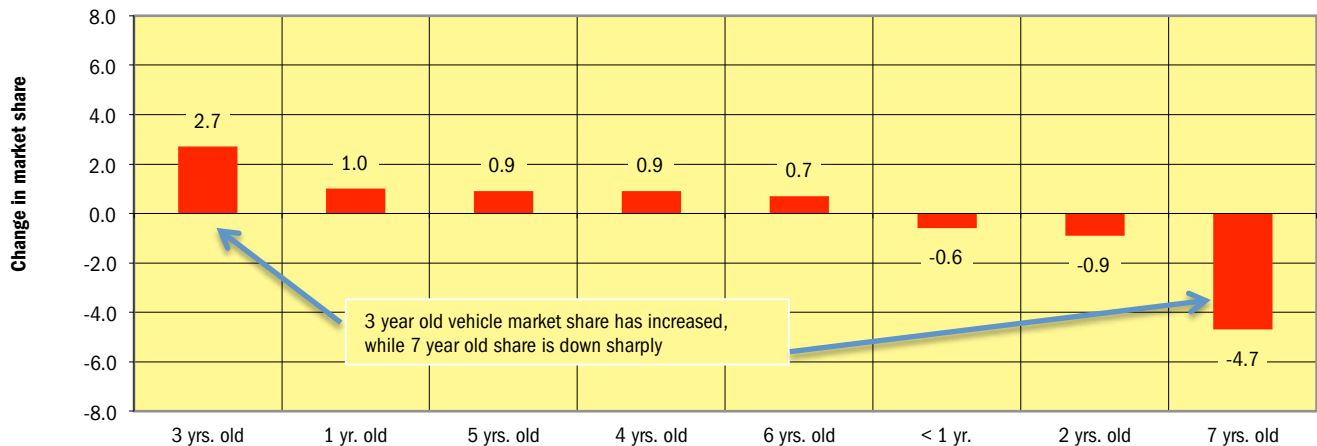
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	March			Three Month Period Jan. '16 thru Mar '16			YTD thru March			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2015	2016	% chg.	Yr. Ago	Current	% chg.	2015	2016	% chg.	2015	2016	Chg.
TOTAL	29,451	30,087	2.2%	83,880	86,485	3.1%	83,880	86,485	3.1%			
Acura	435	297	-31.7%	1,311	1,072	-18.2%	1,311	1,072	-18.2%	1.6	1.2	-0.4
Audi	430	493	14.7%	1,368	1,521	11.2%	1,368	1,521	11.2%	1.6	1.8	0.2
BMW	703	755	7.4%	2,052	2,185	6.5%	2,052	2,185	6.5%	2.4	2.5	0.1
Buick	648	637	-1.7%	1,849	1,676	-9.4%	1,849	1,676	-9.4%	2.2	1.9	-0.3
Cadillac	508	538	5.9%	1,536	1,492	-2.9%	1,536	1,492	-2.9%	1.8	1.7	-0.1
Chevrolet	4,560	4,265	-6.5%	13,131	11,943	-9.0%	13,131	11,943	-9.0%	15.7	13.8	-1.9
Chrysler	812	906	11.6%	2,410	2,591	7.5%	2,410	2,591	7.5%	2.9	3.0	0.1
Dodge	1,551	1,678	8.2%	4,545	4,663	2.6%	4,545	4,663	2.6%	5.4	5.4	0.0
FIAT	41	63	53.7%	108	143	32.4%	108	143	32.4%	0.1	0.2	0.1
Ford	3,031	3,723	22.8%	9,072	10,458	15.3%	9,072	10,458	15.3%	10.8	12.1	1.3
GMC	691	758	9.7%	2,008	2,127	5.9%	2,008	2,127	5.9%	2.4	2.5	0.1
Honda	2,160	1,764	-18.3%	5,656	5,356	-5.3%	5,656	5,356	-5.3%	6.7	6.2	-0.5
Hyundai	1,253	1,664	32.8%	3,839	4,726	23.1%	3,839	4,726	23.1%	4.6	5.5	0.9
Infiniti	410	441	7.6%	1,187	1,293	8.9%	1,187	1,293	8.9%	1.4	1.5	0.1
Jaguar	65	61	-6.2%	155	153	-1.3%	155	153	-1.3%	0.2	0.2	0.0
Jeep	1,004	1,277	27.2%	3,083	3,683	19.5%	3,083	3,683	19.5%	3.7	4.3	0.6
Kia	701	868	23.8%	1,989	2,368	19.1%	1,989	2,368	19.1%	2.4	2.7	0.3
Land Rover	112	142	26.8%	411	422	2.7%	411	422	2.7%	0.5	0.5	0.0
Lexus	597	630	5.5%	1,699	1,799	5.9%	1,699	1,799	5.9%	2.0	2.1	0.1
Lincoln	289	284	-1.7%	858	811	-5.5%	858	811	-5.5%	1.0	0.9	-0.1
Mazda	442	417	-5.7%	1,316	1,196	-9.1%	1,316	1,196	-9.1%	1.6	1.4	-0.2
Mercedes	784	778	-0.8%	2,350	2,395	1.9%	2,350	2,395	1.9%	2.8	2.8	0.0
MINI	82	101	23.2%	265	303	14.3%	265	303	14.3%	0.3	0.4	0.1
Mitsubishi	228	233	2.2%	683	620	-9.2%	683	620	-9.2%	0.8	0.7	-0.1
Nissan	2,616	2,923	11.7%	7,462	8,529	14.3%	7,462	8,529	14.3%	8.9	9.9	1.0
Other	464	208	-55.2%	1,264	576	-54.4%	1,264	576	-54.4%	1.5	0.7	-0.8
Porsche	106	113	6.6%	319	360	12.9%	319	360	12.9%	0.4	0.4	0.0
smart	21	15	-28.6%	55	41	-25.5%	55	41	-25.5%	0.1	0.0	-0.1
Subaru	344	344	0.0%	1,036	1,071	3.4%	1,036	1,071	3.4%	1.2	1.2	0.0
Suzuki	46	17	-63.0%	126	62	-50.8%	126	62	-50.8%	0.2	0.1	-0.1
Toyota	3,268	2,620	-19.8%	7,661	7,684	0.3%	7,661	7,684	0.3%	9.1	8.9	-0.2
Volkswagen	938	961	2.5%	2,702	2,851	5.5%	2,702	2,851	5.5%	3.2	3.3	0.1
Volvo	111	113	1.8%	374	315	-15.8%	374	315	-15.8%	0.4	0.4	0.0

Top ten are shaded green.

Source: IHS Automotive.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2016 thru March vs. YTD 2015



3 year old vehicle market share has increased, while 7 year old share is down sharply

Data Source: IHS Automotive.

**New Vehicle Market Percent Change in Brand Registrations
YTD 2016 thru April* vs. YTD 2015
(Top 30 selling brands)**



*Figures for April 2016 were estimated by Auto Outlook.

Data Source: IHS Automotive.

Chicago Auto Outlook

Published for:
Chicago Automobile Trade Association
18W200 Butterfield Road
Oakbrook Terrace, IL 60181-4810
Phone: 630-495-CATA (2282)

Published by:
Auto Outlook, Inc.
PO Box 390
Exton, PA 19341
Phone: 800-206-0102
Email: jfoltz@autooutlook.com

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