

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations declined an estimated 3% in April '17 vs. year earlier.

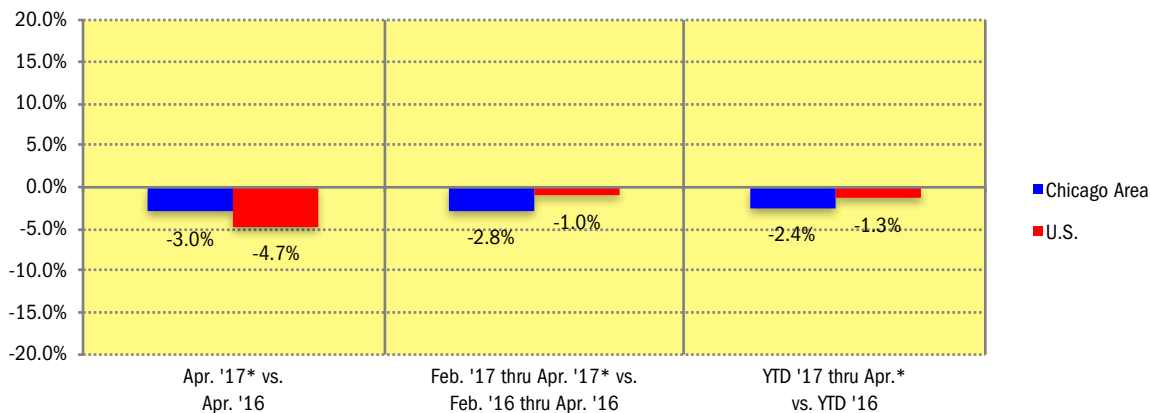
The area market fell 2.4% during the first four months of this year. The U.S. market was down 1.3%.

Area used vehicle market increased in March '17, and was up 7%, year-to-date.

The Midsize SUV segment had the largest market share gain so far this year, while Midsize Car had the biggest decline.

Jaguar, Tesla, Porsche, Chrysler, Ram, and Volkswagen had the largest increases in the new vehicle market during the first four months of this year. Registrations for each of these brands increased by more than 10%.

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



*Figures for April 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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.		
	2016	2017	Change	2015	2016	Change
Total	30,808	29,883	-3.0%	116,367	113,600	-2.4%
Cars	12,599	11,361	-9.8%	47,550	42,856	-9.9%
Light Trucks	18,209	18,522	1.7%	68,817	70,744	2.8%
Detroit Three Brands	12,083	11,466	-5.1%	47,625	45,614	-4.2%
European Brands	3,423	3,466	1.3%	11,996	12,543	4.6%
Japanese Brands	12,647	12,294	-2.8%	46,865	45,694	-2.5%
Korean Brands	2,655	2,657	0.1%	9,881	9,749	-1.3%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	March			YTD thru Mar.		
	2016	2017	Change	2016	2017	Change
Total	30,087	31,020	3.1%	86,485	92,563	7.0%
Cars	17,599	17,016	-3.3%	49,955	50,265	0.6%
Light Trucks	12,488	14,004	12.1%	36,530	42,298	15.8%
Detroit Three Brands	14,227	14,880	4.6%	39,886	43,732	9.6%
European Brands	3,640	3,682	1.2%	10,818	11,315	4.6%
Japanese Brands	9,688	9,850	1.7%	28,687	29,964	4.5%
Korean Brands	2,532	2,608	3.0%	7,094	7,552	6.5%

*Figures for Apr. 2017 were estimated by Auto Outlook.

Source: IHS Markit

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 Markit.

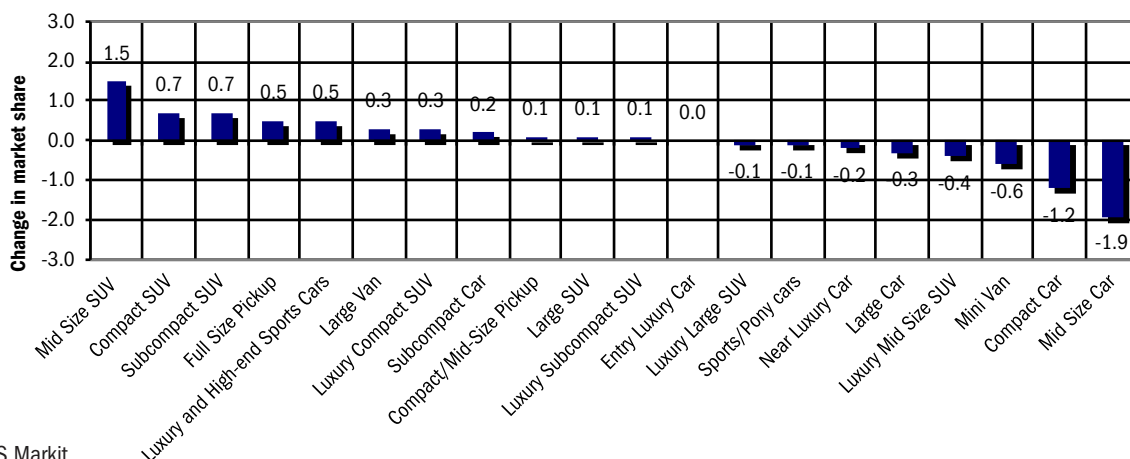
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	April*			Three Month Period Feb. '17 thru Apr. '17*			YTD thru Apr.			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2016	2017*	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	30,808	29,883	-3.0%	90,863	88,306	-2.8%	116,367	113,600	-2.4%			
Acura	668	592	-11.4%	1,610	1,540	-4.3%	2,031	1,916	-5.7%	1.7	1.7	0.0
Audi	590	631	6.9%	1,507	1,510	0.2%	1,808	1,847	2.2%	1.6	1.6	0.0
BMW	688	634	-7.8%	1,938	1,919	-1.0%	2,437	2,423	-0.6%	2.1	2.1	0.0
Buick	519	617	18.9%	1,635	1,708	4.5%	2,253	2,174	-3.5%	1.9	1.9	0.0
Cadillac	392	436	11.2%	1,169	1,128	-3.5%	1,514	1,428	-5.7%	1.3	1.3	0.0
Chevrolet	3,587	3,270	-8.8%	11,062	10,314	-6.8%	14,157	13,177	-6.9%	12.2	11.6	-0.6
Chrysler	354	348	-1.7%	954	1,125	17.9%	1,203	1,409	17.1%	1.0	1.2	0.2
Dodge	893	885	-0.9%	2,674	2,408	-9.9%	3,460	3,014	-12.9%	3.0	2.7	-0.3
FIAT	53	44	-17.0%	168	146	-13.1%	216	200	-7.4%	0.2	0.2	0.0
Ford	2,832	2,669	-5.8%	8,926	8,378	-6.1%	11,455	11,067	-3.4%	9.8	9.7	-0.1
GMC	722	732	1.4%	2,310	2,230	-3.5%	2,996	2,883	-3.8%	2.6	2.5	-0.1
Honda	3,524	3,358	-4.7%	9,421	9,563	1.5%	11,828	12,192	3.1%	10.2	10.7	0.5
Hyundai	1,511	1,558	3.1%	4,441	4,474	0.7%	5,594	5,703	1.9%	4.8	5.0	0.2
Infiniti	305	321	5.2%	969	970	0.1%	1,268	1,211	-4.5%	1.1	1.1	0.0
Jaguar	32	96	200.0%	102	295	189.2%	124	370	198.4%	0.1	0.3	0.2
Jeep	2,125	1,804	-15.1%	6,149	5,473	-11.0%	8,032	7,330	-8.7%	6.9	6.5	-0.4
Kia	1,144	1,099	-3.9%	3,382	3,131	-7.4%	4,287	3,939	-8.1%	3.7	3.5	-0.2
Land Rover	196	200	2.0%	679	565	-16.8%	862	740	-14.2%	0.7	0.7	0.0
Lexus	587	530	-9.7%	1,914	1,670	-12.7%	2,460	2,096	-14.8%	2.1	1.8	-0.3
Lincoln	241	243	0.8%	730	738	1.1%	957	960	0.3%	0.8	0.8	0.0
Mazda	680	638	-6.2%	1,875	1,804	-3.8%	2,397	2,298	-4.1%	2.1	2.0	-0.1
Mercedes	638	594	-6.9%	1,871	1,901	1.6%	2,398	2,512	4.8%	2.1	2.2	0.1
MINI	113	83	-26.5%	312	243	-22.1%	374	320	-14.4%	0.3	0.3	0.0
Mitsubishi	282	248	-12.1%	887	679	-23.4%	1,136	872	-23.2%	1.0	0.8	-0.2
Nissan	2,217	2,211	-0.3%	7,356	7,004	-4.8%	9,515	8,911	-6.3%	8.2	7.8	-0.4
Other	44	53	20.5%	126	256	103.2%	149	345	131.5%	0.1	0.3	0.2
Porsche	170	176	3.5%	403	470	16.6%	508	603	18.7%	0.4	0.5	0.1
Ram	357	382	7.0%	1,075	1,184	10.1%	1,329	1,518	14.2%	1.1	1.3	0.2
Subaru	1,196	1,265	5.8%	3,377	3,585	6.2%	4,498	4,773	6.1%	3.9	4.2	0.3
Tesla	61	80	31.1%	238	387	62.6%	267	651	143.8%	0.2	0.6	0.4
Toyota	3,188	3,131	-1.8%	9,116	8,936	-2.0%	11,729	11,421	-2.6%	10.1	10.1	0.0
Volkswagen	714	738	3.4%	1,921	2,043	6.4%	2,387	2,651	11.1%	2.1	2.3	0.2
Volvo	185	217	17.3%	566	529	-6.5%	738	646	-12.5%	0.6	0.6	0.0

*Figures for Apr. 2017 were estimated by Auto Outlook. Top ten are shaded green.

Source: IHS Markit

Change in Area Segment Market Share - YTD 2017 thru March vs. YTD 2016



Data Source: IHS Markit.

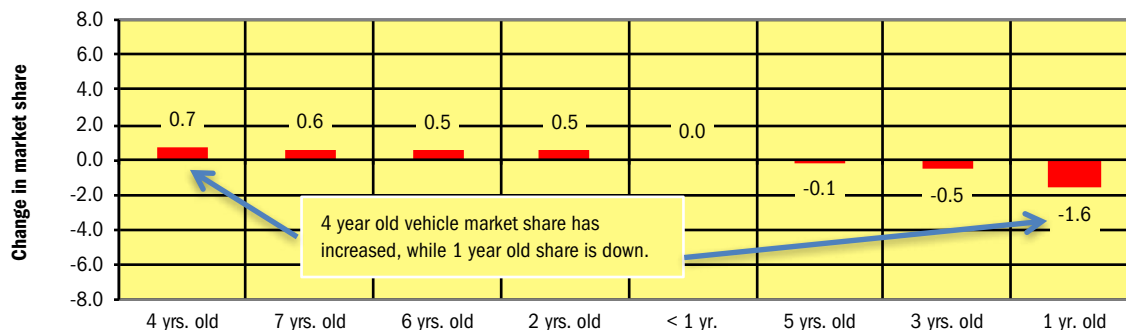
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	March			Three Month Period Jan. '17 thru Mar. '17			YTD thru Mar.			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2016	2017	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
	TOTAL	30,087	31,020	3.1%	86,485	92,563	7.0%	86,485	92,563	7.0%		
Acura	297	433	45.8%	1,072	1,392	29.9%	1,072	1,392	29.9%	1.2	1.5	0.3
Audi	493	528	7.1%	1,521	1,643	8.0%	1,521	1,643	8.0%	1.8	1.8	0.0
BMW	755	933	23.6%	2,185	2,765	26.5%	2,185	2,765	26.5%	2.5	3.0	0.5
Buick	637	626	-1.7%	1,676	1,821	8.7%	1,676	1,821	8.7%	1.9	2.0	0.1
Cadillac	538	579	7.6%	1,492	1,788	19.8%	1,492	1,788	19.8%	1.7	1.9	0.2
Chevrolet	4,265	4,538	6.4%	11,943	13,301	11.4%	11,943	13,301	11.4%	13.8	14.4	0.6
Chrysler	906	928	2.4%	2,591	2,570	-0.8%	2,591	2,570	-0.8%	3.0	2.8	-0.2
Dodge	1,678	1,686	0.5%	4,663	4,878	4.6%	4,663	4,878	4.6%	5.4	5.3	-0.1
FIAT	63	42	-33.3%	143	164	14.7%	143	164	14.7%	0.2	0.2	0.0
Ford	3,723	3,877	4.1%	10,458	11,464	9.6%	10,458	11,464	9.6%	12.1	12.4	0.3
GMC	758	881	16.2%	2,127	2,512	18.1%	2,127	2,512	18.1%	2.5	2.7	0.2
Honda	1,764	1,802	2.2%	5,356	5,218	-2.6%	5,356	5,218	-2.6%	6.2	5.6	-0.6
Hyundai	1,664	1,651	-0.8%	4,726	4,853	2.7%	4,726	4,853	2.7%	5.5	5.2	-0.3
Infiniti	441	451	2.3%	1,293	1,376	6.4%	1,293	1,376	6.4%	1.5	1.5	0.0
Jaguar	61	48	-21.3%	153	172	12.4%	153	172	12.4%	0.2	0.2	0.0
Jeep	1,277	1,401	9.7%	3,683	4,277	16.1%	3,683	4,277	16.1%	4.3	4.6	0.3
Kia	868	957	10.3%	2,368	2,699	14.0%	2,368	2,699	14.0%	2.7	2.9	0.2
Land Rover	142	124	-12.7%	422	422	0.0%	422	422	0.0%	0.5	0.5	0.0
Lexus	630	580	-7.9%	1,799	1,954	8.6%	1,799	1,954	8.6%	2.1	2.1	0.0
Lincoln	284	300	5.6%	811	942	16.2%	811	942	16.2%	0.9	1.0	0.1
Mazda	417	340	-18.5%	1,196	1,156	-3.3%	1,196	1,156	-3.3%	1.4	1.2	-0.2
Mercedes	778	775	-0.4%	2,395	2,458	2.6%	2,395	2,458	2.6%	2.8	2.7	-0.1
MINI	101	83	-17.8%	303	300	-1.0%	303	300	-1.0%	0.4	0.3	-0.1
Mitsubishi	233	237	1.7%	620	660	6.5%	620	660	6.5%	0.7	0.7	0.0
Nissan	2,923	2,960	1.3%	8,529	8,639	1.3%	8,529	8,639	1.3%	9.9	9.3	-0.6
Other	208	114	-45.2%	576	313	-45.7%	576	313	-45.7%	0.7	0.3	-0.4
Porsche	113	147	30.1%	360	398	10.6%	360	398	10.6%	0.4	0.4	0.0
smart	15	15	0.0%	41	39	-4.9%	41	39	-4.9%	0.0	0.0	0.0
Subaru	344	411	19.5%	1,071	1,235	15.3%	1,071	1,235	15.3%	1.2	1.3	0.1
Suzuki	17	14	-17.6%	62	51	-17.7%	62	51	-17.7%	0.1	0.1	0.0
Toyota	2,620	2,618	-0.1%	7,684	8,276	7.7%	7,684	8,276	7.7%	8.9	8.9	0.0
Volkswagen	961	821	-14.6%	2,851	2,470	-13.4%	2,851	2,470	-13.4%	3.3	2.7	-0.6
Volvo	113	120	6.2%	315	357	13.3%	315	357	13.3%	0.4	0.4	0.0

Top ten are shaded green.

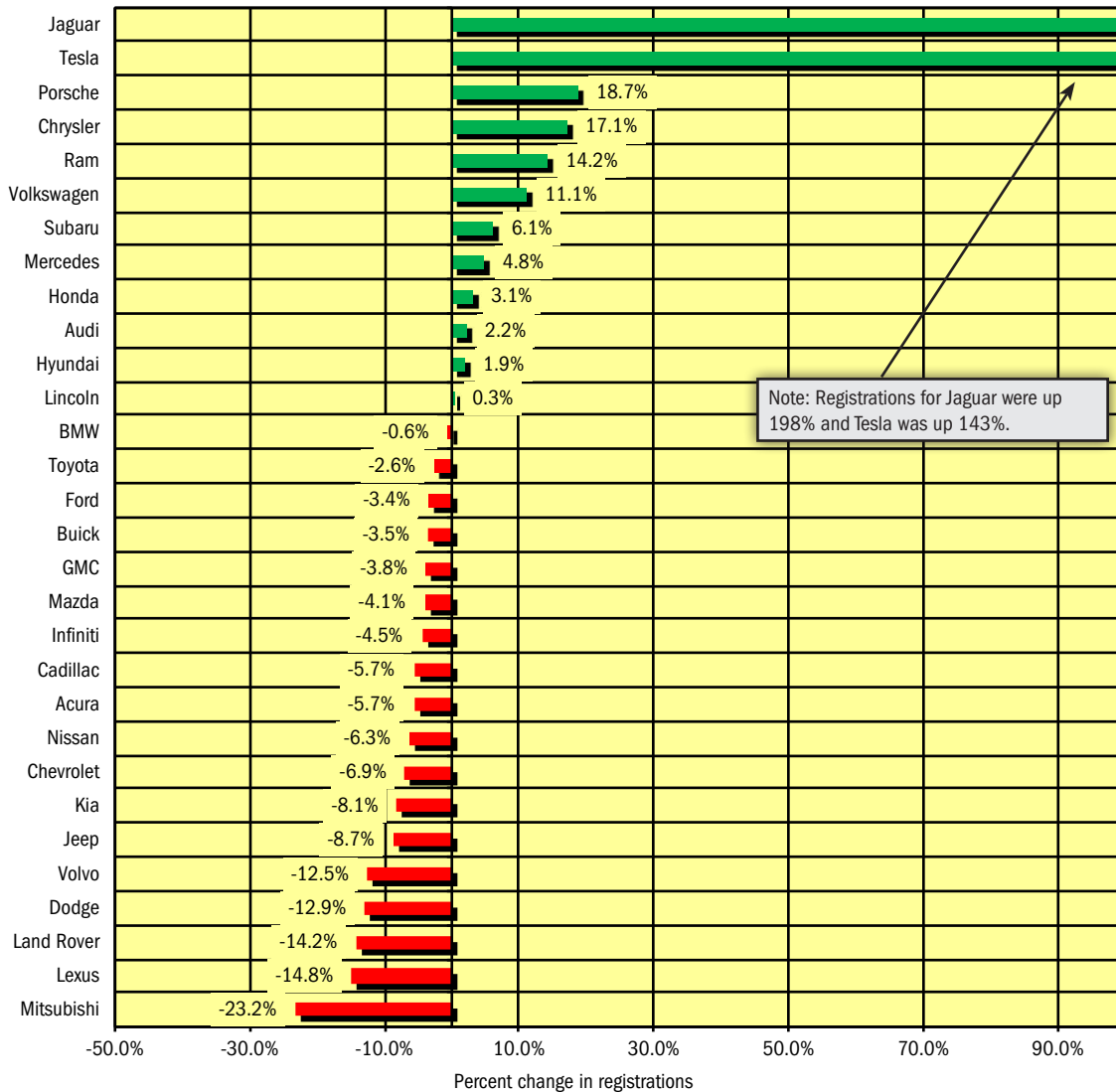
Source: IHS Markit.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2017 thru March vs. YTD 2016



Data Source: IHS Markit.

**New Vehicle Market Percent Change in Brand Registrations
YTD 2017 thru April* vs. YTD 2016
(Top 30 selling brands)**



*Figures for April 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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