

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations increased an estimated 3% in August '15 vs. year earlier.

The area market was up 2.9% during the first eight months of this year vs. year earlier, higher than the 2.2% increase in the Nation.

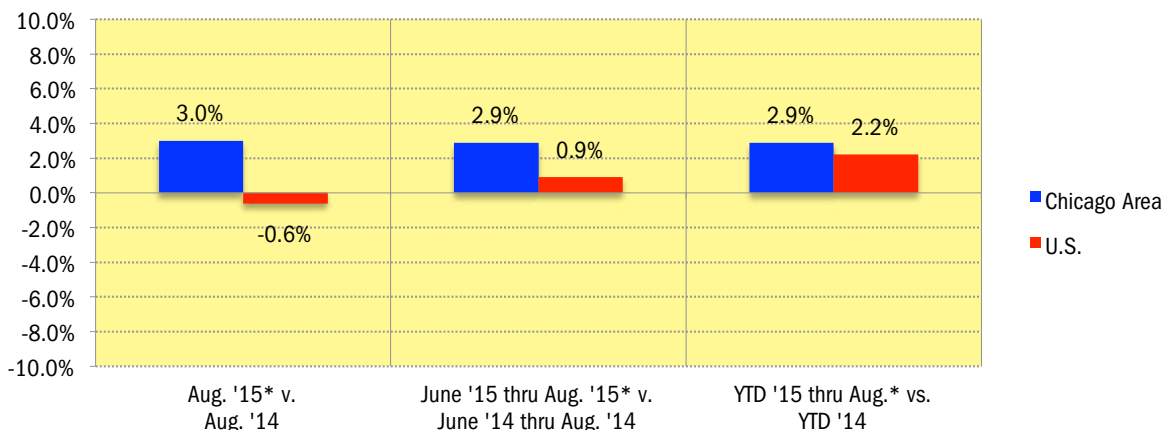
Area used vehicle market was up in July '15 (vehicles seven years old or newer). Used vehicle registrations increased 6% thru July of this year.

Compact SUV new vehicle market share was up 2.5 share points. Standard Mid Size Cars lost 2.1 share points.

Two year old used vehicle market share increased, while six year old share declined.

Tesla, Chrysler, Jeep, Volvo, and Land Rover new retail registrations increased by more than 16% so far this year.

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



*Figures for August 2015 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					
	August Estimate*			YTD thru August*		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	35,933	37,010	3.0%	251,427	258,618	2.9%
Cars	18,011	16,799	-6.7%	124,779	115,955	-7.1%
Light Trucks	17,922	20,211	12.8%	126,648	142,663	12.6%
Detroit Three Brands	13,603	14,432	6.1%	99,034	103,397	4.4%
European Brands	3,509	3,694	5.3%	25,998	26,440	1.7%
Japanese Brands	15,798	15,608	-1.2%	103,519	105,826	2.2%
Korean Brands	3,023	3,276	8.4%	22,876	22,955	0.3%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	July			YTD thru July		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	27,966	30,682	9.7%	192,253	203,697	6.0%
Cars	15,895	17,580	10.6%	110,541	117,766	6.5%
Light Trucks	12,071	13,102	8.5%	81,712	85,931	5.2%
Detroit Three Brands	12,948	13,970	7.9%	89,132	94,690	6.2%
European Brands	3,737	3,912	4.7%	25,128	26,043	3.6%
Japanese Brands	9,519	10,641	11.8%	65,622	68,847	4.9%
Korean Brands	1,762	2,159	22.5%	12,371	14,117	14.1%

*Figures for August 2015 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

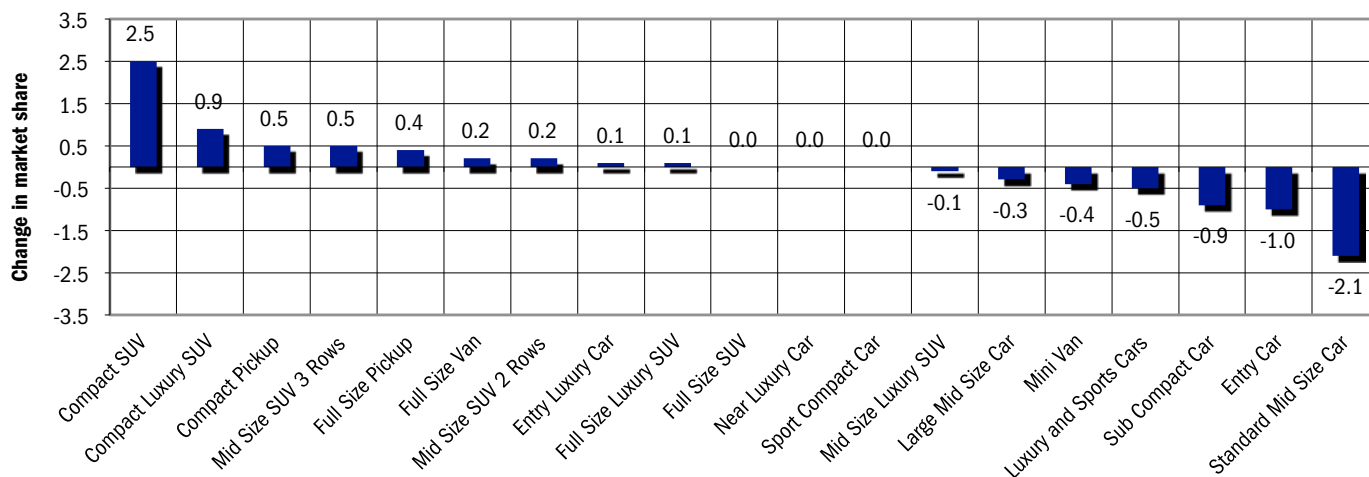
Chicago Area New Retail Car and Light Truck Registrations

	August			Three Month Period June '15 thru Aug. '15*			YTD thru August*			YTD thru Aug. '15* Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2014	2015*	% chg.	Yr. Ago	Current	% chg.	2014	2015*	% chg.	2014	2015*	Chg.
TOTAL	35,933	37,010	3.0%	103,487	106,452	2.9%	251,427	258,618	2.9%			
Acura	671	687	2.4%	1,733	1,973	13.8%	4,550	5,056	11.1%	1.8	2.0	0.2
Audi	520	592	13.8%	1,522	1,726	13.4%	3,655	4,005	9.6%	1.5	1.5	0.0
BMW	662	699	5.6%	2,203	2,072	-5.9%	5,620	5,408	-3.8%	2.2	2.1	-0.1
Buick	673	701	4.2%	1,926	1,984	3.0%	4,699	4,741	0.9%	1.9	1.8	-0.1
Cadillac	441	431	-2.3%	1,401	1,307	-6.7%	3,588	3,211	-10.5%	1.4	1.2	-0.2
Chevrolet	3,809	3,884	2.0%	11,874	11,824	-0.4%	27,521	28,465	3.4%	10.9	11.0	0.1
Chrysler	465	414	-11.0%	1,416	1,433	1.2%	3,319	4,129	24.4%	1.3	1.6	0.3
Dodge	1,111	977	-12.1%	3,764	2,929	-22.2%	9,689	7,712	-20.4%	3.9	3.0	-0.9
FIAT	61	63	3.3%	211	224	6.2%	509	501	-1.6%	0.2	0.2	0.0
Ford	3,717	4,066	9.4%	10,231	10,962	7.1%	25,495	25,908	1.6%	10.1	10.0	-0.1
GMC	776	831	7.1%	2,240	2,671	19.2%	5,776	6,489	12.3%	2.3	2.5	0.2
Honda	4,388	4,203	-4.2%	11,215	11,313	0.9%	26,244	25,985	-1.0%	10.4	10.0	-0.4
Hyundai	1,882	2,005	6.5%	5,731	5,801	1.2%	13,859	13,863	0.0%	5.5	5.4	-0.1
Infiniti	246	295	19.9%	844	904	7.1%	2,318	2,314	-0.2%	0.9	0.9	0.0
Jaguar	22	22	0.0%	94	75	-20.2%	294	214	-27.2%	0.1	0.1	0.0
Jeep	2,041	2,484	21.7%	5,920	7,476	26.3%	14,677	18,008	22.7%	5.8	7.0	1.2
Kia	1,141	1,273	11.6%	3,590	3,670	2.2%	9,017	9,094	0.9%	3.6	3.5	-0.1
Land Rover	158	190	20.3%	481	553	15.0%	1,352	1,579	16.8%	0.5	0.6	0.1
Lexus	835	882	5.6%	2,187	2,397	9.6%	5,100	5,666	11.1%	2.0	2.2	0.2
Lincoln	194	213	9.8%	569	654	14.9%	1,382	1,552	12.3%	0.5	0.6	0.1
Mazda	770	762	-1.0%	2,261	2,226	-1.5%	5,405	5,524	2.2%	2.1	2.1	0.0
Mercedes	696	762	9.5%	2,004	2,194	9.5%	5,091	5,514	8.3%	2.0	2.1	0.1
MINI	117	123	5.1%	400	349	-12.8%	881	857	-2.7%	0.4	0.3	-0.1
Mitsubishi	314	397	26.4%	900	994	10.4%	2,430	2,443	0.5%	1.0	0.9	-0.1
Nissan	2,691	2,731	1.5%	7,944	8,129	2.3%	20,062	20,250	0.9%	8.0	7.8	-0.2
Other	43	28	-34.9%	154	123	-20.1%	410	385	-6.1%	0.2	0.1	-0.1
Porsche	145	165	13.8%	444	476	7.2%	969	1,071	10.5%	0.4	0.4	0.0
Ram	362	397	9.7%	1,047	1,028	-1.8%	2,561	2,629	2.7%	1.0	1.0	0.0
Subaru	1,255	1,363	8.6%	3,663	3,694	0.8%	8,349	9,481	13.6%	3.3	3.7	0.4
Tesla	13	15	15.4%	140	149	6.4%	320	527	64.7%	0.1	0.2	0.1
Toyota	4,627	4,289	-7.3%	12,330	12,226	-0.8%	29,049	29,100	0.2%	11.6	11.3	-0.3
Volkswagen	969	922	-4.9%	2,644	2,530	-4.3%	6,312	5,841	-7.5%	2.5	2.3	-0.2
Volvo	118	144	22.0%	404	386	-4.5%	924	1,096	18.6%	0.4	0.4	0.0

*Figures for August 2015 were estimated by Auto Outlook. Top ten are shaded green.

Source: IHS Automotive

Change in Area Segment Market Share - YTD 2015 thru July vs. YTD 2014



Data Source: IHS Automotive.

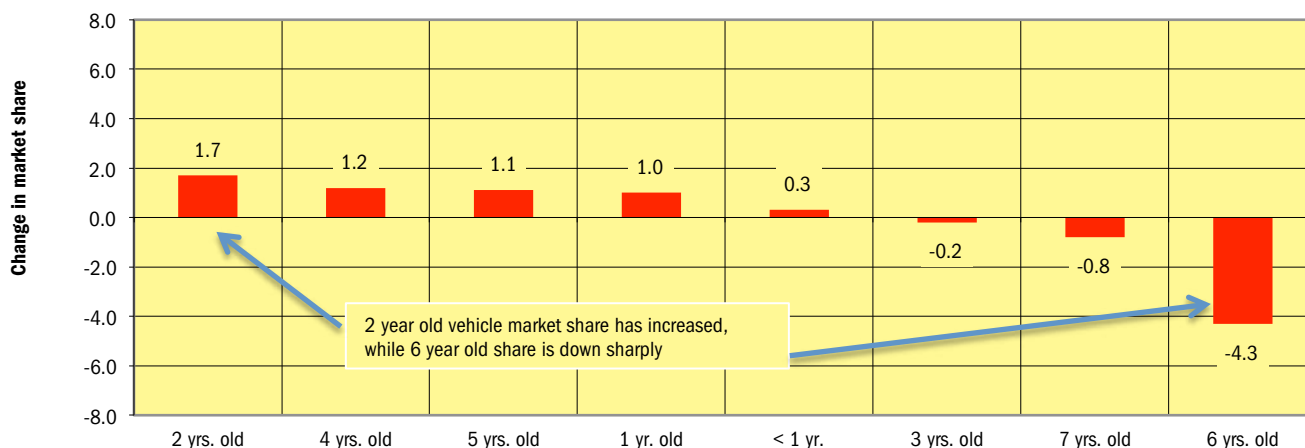
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	July			Three Month Period May '15 thru July '15			YTD thru July			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2014	2015	% chg.	Yr. Ago	Current	% chg.	2014	2015	% chg.	2014	2015	Chg.
TOTAL	27,966	30,682	9.7%	87,844	91,092	3.7%	192,253	203,697	6.0%			
Acura	450	442	-1.8%	1,331	1,397	5.0%	3,031	3,094	2.1%	1.6	1.5	-0.1
Audi	502	531	5.8%	1,510	1,593	5.5%	3,157	3,440	9.0%	1.6	1.7	0.1
BMW	790	830	5.1%	2,552	2,515	-1.4%	5,430	5,355	-1.4%	2.8	2.6	-0.2
Buick	579	543	-6.2%	1,808	1,750	-3.2%	3,775	4,213	11.6%	2.0	2.1	0.1
Cadillac	604	471	-22.0%	1,863	1,421	-23.7%	3,991	3,482	-12.8%	2.1	1.7	-0.4
Chevrolet	3,886	4,343	11.8%	12,172	12,809	5.2%	27,235	30,383	11.6%	14.2	14.9	0.7
Chrysler	720	874	21.4%	2,320	2,647	14.1%	5,155	5,863	13.7%	2.7	2.9	0.2
Dodge	1,461	1,650	12.9%	4,381	4,768	8.8%	9,895	10,956	10.7%	5.1	5.4	0.3
FIAT	25	58	132.0%	103	143	38.8%	194	305	57.2%	0.1	0.1	0.0
Ford	3,206	3,538	10.4%	10,103	10,530	4.2%	22,058	22,845	3.6%	11.5	11.2	-0.3
GMC	641	684	6.7%	1,959	2,026	3.4%	4,372	4,738	8.4%	2.3	2.3	0.0
Honda	1,961	2,183	11.3%	6,310	6,223	-1.4%	13,886	13,794	-0.7%	7.2	6.8	-0.4
Hyundai	1,190	1,401	17.7%	3,820	4,024	5.3%	8,189	9,124	11.4%	4.3	4.5	0.2
Infiniti	504	491	-2.6%	1,513	1,472	-2.7%	2,985	3,110	4.2%	1.6	1.5	-0.1
Jaguar	66	60	-9.1%	199	177	-11.1%	404	387	-4.2%	0.2	0.2	0.0
Jeep	970	1,169	20.5%	2,997	3,363	12.2%	6,461	7,454	15.4%	3.4	3.7	0.3
Kia	572	758	32.5%	1,926	2,314	20.1%	4,182	4,993	19.4%	2.2	2.5	0.3
Land Rover	128	158	23.4%	409	497	21.5%	923	1,043	13.0%	0.5	0.5	0.0
Lexus	541	620	14.6%	1,977	1,941	-1.8%	4,319	4,266	-1.2%	2.2	2.1	-0.1
Lincoln	275	319	16.0%	845	877	3.8%	1,935	2,019	4.3%	1.0	1.0	0.0
Mazda	449	513	14.3%	1,523	1,511	-0.8%	3,283	3,242	-1.2%	1.7	1.6	-0.1
Mercedes	863	816	-5.4%	2,713	2,708	-0.2%	5,698	5,871	3.0%	3.0	2.9	-0.1
MINI	105	118	12.4%	328	351	7.0%	661	719	8.8%	0.3	0.4	0.1
Mitsubishi	244	258	5.7%	760	767	0.9%	1,765	1,686	-4.5%	0.9	0.8	-0.1
Nissan	2,361	2,843	20.4%	7,559	8,563	13.3%	16,472	18,661	13.3%	8.6	9.2	0.6
Other	673	429	-36.3%	1,997	1,419	-28.9%	4,713	3,139	-33.4%	2.5	1.5	-1.0
Porsche	107	140	30.8%	341	433	27.0%	681	863	26.7%	0.4	0.4	0.0
smart	15	23	53.3%	38	60	57.9%	80	130	62.5%	0.0	0.1	0.1
Subaru	312	396	26.9%	964	1,112	15.4%	2,006	2,504	24.8%	1.0	1.2	0.2
Suzuki	64	62	-3.1%	179	162	-9.5%	407	333	-18.2%	0.2	0.2	0.0
Toyota	2,627	2,832	7.8%	7,919	8,059	1.8%	17,446	18,144	4.0%	9.1	8.9	-0.2
Volkswagen	935	978	4.6%	2,989	3,010	0.7%	6,516	6,609	1.4%	3.4	3.2	-0.2
Volvo	140	151	7.9%	436	450	3.2%	948	932	-1.7%	0.5	0.5	0.0

Top ten are shaded green.

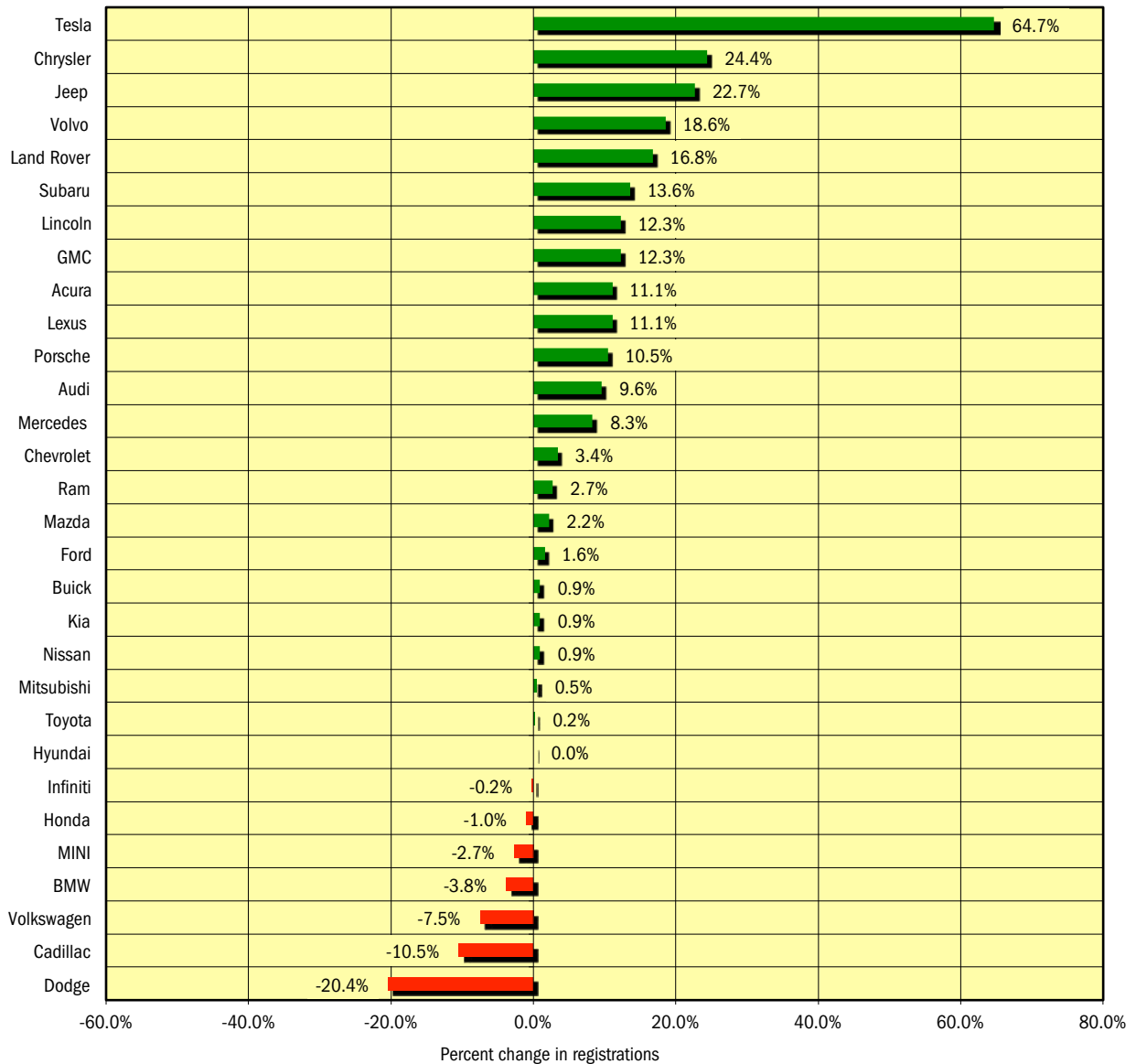
Source: IHS Automotive.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2015 thru July vs. YTD 2014



Data Source: IHS Automotive.

**New Vehicle Market Percent Change in Brand Registrations
YTD 2015 thru August* vs. YTD 2014
(Top 30 selling brands)**



*Figures for August 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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