

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

The area market declined 1.5% during the first eight months of this year versus a year earlier. The U.S. market was off 0.6%.

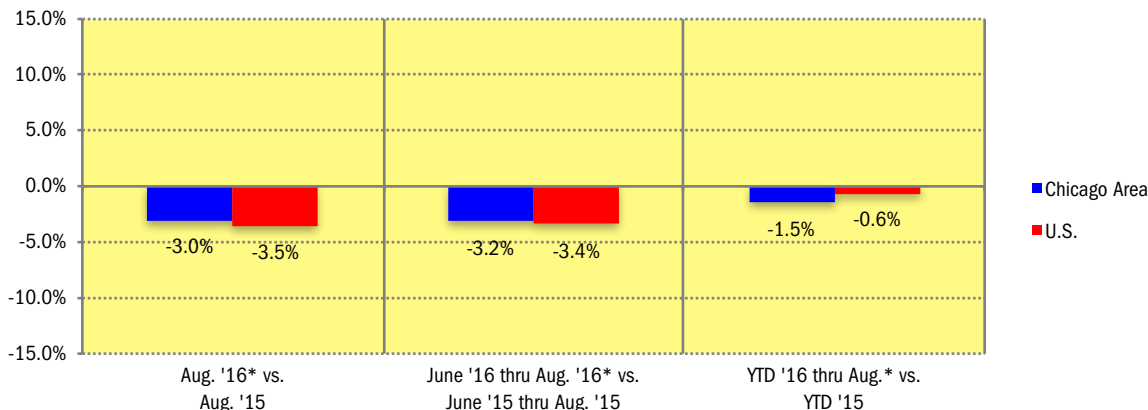
New retail vehicle registrations declined an estimated 3% in August '16 vs. year earlier.

Area used vehicle market declined in July, but was up 1.7% for the first seven months of this year (vehicles seven years old or newer).

Compact SUV market share increased by 1.1 share points so far this year. Standard Mid Size Cars declined by the same amount.

Chevrolet, Honda, Toyota, Ford, and Nissan were the area market share leaders during the first eight months of 2016. Area shares for Chevrolet, Honda, and Nissan were higher than in the U.S.

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



*Figures for August 2016 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					
	August Estimate*			YTD thru August*		
	2015	2016	Change	2015	2016	Change
Total	38,991	37,821	-3.0%	260,198	256,225	-1.5%
Cars	17,485	15,210	-13.0%	116,506	106,955	-8.2%
Light Trucks	21,506	22,611	5.1%	143,692	149,270	3.9%
Detroit Three Brands	15,302	14,880	-2.8%	104,006	103,859	-0.1%
European Brands	3,894	3,943	1.3%	26,725	26,352	-1.4%
Japanese Brands	16,122	15,491	-3.9%	106,100	103,404	-2.5%
Korean Brands	3,673	3,507	-4.5%	23,367	22,610	-3.2%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	July			YTD thru July		
	2015	2016	Change	2015	2016	Change
Total	30,682	29,300	-4.5%	203,697	207,240	1.7%
Cars	17,580	16,475	-6.3%	117,766	118,645	0.7%
Light Trucks	13,102	12,825	-2.1%	85,931	88,595	3.1%
Detroit Three Brands	13,970	13,348	-4.5%	94,690	95,459	0.8%
European Brands	3,912	3,521	-10.0%	26,043	25,722	-1.2%
Japanese Brands	10,641	10,026	-5.8%	68,847	69,295	0.7%
Korean Brands	2,159	2,405	11.4%	14,117	16,764	18.8%

*Figures for August 2016 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.

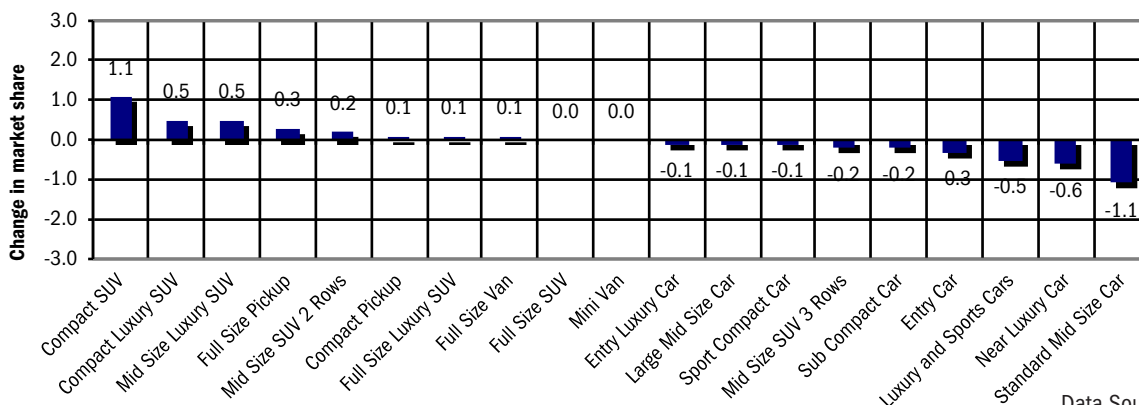
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	August*			Three Month Period June '16 thru Aug. '16*			YTD thru August*			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	38,991	37,821	-3.0%	108,450	105,002	-3.2%	260,198	256,225	-1.5%		
Acura	694	645	-7.1%	1,987	1,734	-12.7%	5,074	4,300	-15.3%	2.0	1.7	-0.3
Audi	555	569	2.5%	1,689	1,740	3.0%	3,965	4,002	0.9%	1.5	1.6	0.1
BMW	803	738	-8.1%	2,196	1,947	-11.3%	5,572	5,052	-9.3%	2.1	2.0	-0.1
Buick	797	775	-2.8%	2,081	2,071	-0.5%	4,842	4,981	2.9%	1.9	1.9	0.0
Cadillac	506	525	3.8%	1,382	1,470	6.4%	3,292	3,410	3.6%	1.3	1.3	0.0
Chevrolet	4,164	3,999	-4.0%	12,102	12,390	2.4%	28,718	30,422	5.9%	11.0	11.9	0.9
Chrysler	529	411	-22.3%	1,548	1,508	-2.6%	4,251	3,176	-25.3%	1.6	1.2	-0.4
Dodge	955	1,003	5.0%	2,878	2,577	-10.5%	7,651	6,969	-8.9%	2.9	2.7	-0.2
FIAT	100	79	-21.0%	256	183	-28.5%	533	469	-12.0%	0.2	0.2	0.0
Ford	4,058	3,675	-9.4%	10,920	9,808	-10.2%	25,709	24,900	-3.1%	9.9	9.7	-0.2
GMC	978	840	-14.1%	2,808	2,775	-1.2%	6,621	6,646	0.4%	2.5	2.6	0.1
Honda	4,169	4,022	-3.5%	11,282	11,414	1.2%	25,950	26,870	3.5%	10.0	10.5	0.5
Hyundai	2,170	2,123	-2.2%	5,973	5,706	-4.5%	14,036	13,141	-6.4%	5.4	5.1	-0.3
Infiniti	346	339	-2.0%	955	970	1.6%	2,362	2,570	8.8%	0.9	1.0	0.1
Jaguar	45	130	188.9%	99	337	240.4%	238	544	128.6%	0.1	0.2	0.1
Jeep	2,618	2,927	11.8%	7,608	7,300	-4.0%	18,128	17,923	-1.1%	7.0	7.0	0.0
Kia	1,503	1,384	-7.9%	3,903	3,851	-1.3%	9,331	9,469	1.5%	3.6	3.7	0.1
Land Rover	183	211	15.3%	548	593	8.2%	1,573	1,665	5.8%	0.6	0.6	0.0
Lexus	971	897	-7.6%	2,491	2,151	-13.6%	5,766	5,346	-7.3%	2.2	2.1	-0.1
Lincoln	235	251	6.8%	675	733	8.6%	1,571	1,969	25.3%	0.6	0.8	0.2
Mazda	879	766	-12.9%	2,345	2,253	-3.9%	5,644	5,408	-4.2%	2.2	2.1	-0.1
Mercedes	803	826	2.9%	2,245	2,246	0.0%	5,580	5,429	-2.7%	2.1	2.1	0.0
MINI	123	120	-2.4%	349	383	9.7%	858	892	4.0%	0.3	0.3	0.0
Mitsubishi	354	314	-11.3%	951	866	-8.9%	2,395	2,299	-4.0%	0.9	0.9	0.0
Nissan	2,863	2,663	-7.0%	8,265	7,915	-4.2%	20,363	20,037	-1.6%	7.8	7.8	0.0
Other	57	64	12.3%	151	142	-6.0%	405	342	-15.6%	0.2	0.1	-0.1
Porsche	204	211	3.4%	520	474	-8.8%	1,109	1,160	4.6%	0.4	0.5	0.1
Ram	355	360	1.4%	987	1,033	4.7%	2,578	2,716	5.4%	1.0	1.1	0.1
Subaru	1,424	1,631	14.5%	3,754	4,044	7.7%	9,307	9,867	6.0%	3.6	3.9	0.3
Tesla	106	114	7.5%	258	439	70.2%	636	745	17.1%	0.2	0.3	0.1
Toyota	4,419	4,214	-4.6%	12,364	11,115	-10.1%	29,228	26,698	-8.7%	11.2	10.4	-0.8
Volkswagen	864	785	-9.1%	2,475	2,202	-11.0%	5,758	5,267	-8.5%	2.2	2.1	-0.1
Volvo	161	210	30.4%	405	632	56.0%	1,154	1,541	33.5%	0.4	0.6	0.2

*Figures for August 2016 were estimated by Auto Outlook Top ten are shaded green.

Source: IHS Markit

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



Data Source: IHS Markit.

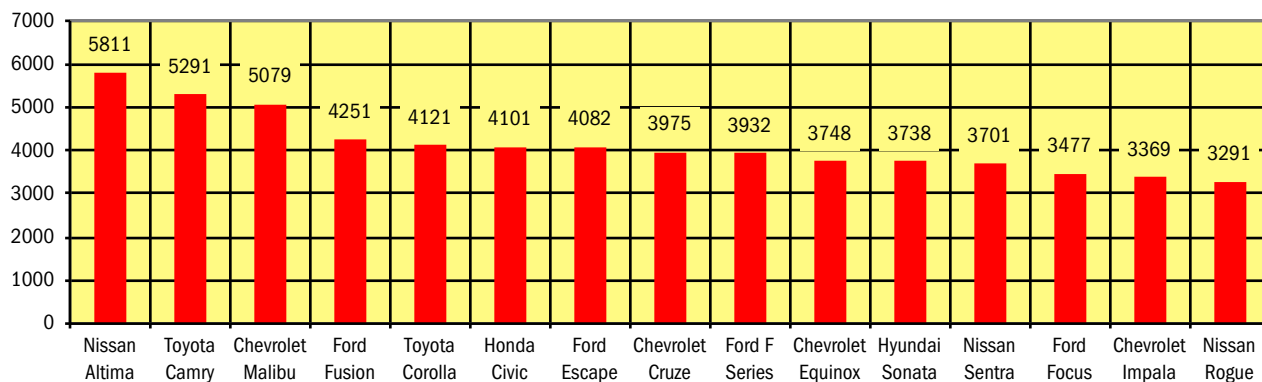
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	July			Three Month Period May '16 thru July '16			YTD thru July			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	30,682	29,300	-4.5%	91,092	91,848	0.8%	203,697	207,240	1.7%		
Acura	442	352	-20.4%	1,397	1,106	-20.8%	3,094	2,455	-20.7%	1.5	1.2	-0.3
Audi	531	493	-7.2%	1,593	1,545	-3.0%	3,440	3,562	3.5%	1.7	1.7	0.0
BMW	830	781	-5.9%	2,515	2,379	-5.4%	5,355	5,338	-0.3%	2.6	2.6	0.0
Buick	543	564	3.9%	1,750	1,673	-4.4%	4,213	3,905	-7.3%	2.1	1.9	-0.2
Cadillac	471	528	12.1%	1,421	1,541	8.4%	3,482	3,521	1.1%	1.7	1.7	0.0
Chevrolet	4,343	3,863	-11.1%	12,809	12,446	-2.8%	30,383	28,418	-6.5%	14.9	13.7	-1.2
Chrysler	874	794	-9.2%	2,647	2,514	-5.0%	5,863	5,950	1.5%	2.9	2.9	0.0
Dodge	1,650	1,590	-3.6%	4,768	4,742	-0.5%	10,956	10,952	0.0%	5.4	5.3	-0.1
FIAT	58	71	22.4%	143	182	27.3%	305	392	28.5%	0.1	0.2	0.1
Ford	3,538	3,648	3.1%	10,530	11,564	9.8%	22,845	25,809	13.0%	11.2	12.5	1.3
GMC	684	740	8.2%	2,026	2,208	9.0%	4,738	4,993	5.4%	2.3	2.4	0.1
Honda	2,183	1,821	-16.6%	6,223	5,772	-7.2%	13,794	12,845	-6.9%	6.8	6.2	-0.6
Hyundai	1,401	1,557	11.1%	4,024	4,673	16.1%	9,124	10,878	19.2%	4.5	5.2	0.7
Infiniti	491	349	-28.9%	1,472	1,206	-18.1%	3,110	2,899	-6.8%	1.5	1.4	-0.1
Jaguar	60	58	-3.3%	177	176	-0.6%	387	393	1.6%	0.2	0.2	0.0
Jeep	1,169	1,227	5.0%	3,363	3,984	18.5%	7,454	8,916	19.6%	3.7	4.3	0.6
Kia	758	848	11.9%	2,314	2,692	16.3%	4,993	5,886	17.9%	2.5	2.8	0.3
Land Rover	158	136	-13.9%	497	426	-14.3%	1,043	973	-6.7%	0.5	0.5	0.0
Lexus	620	673	8.5%	1,941	1,979	2.0%	4,266	4,362	2.3%	2.1	2.1	0.0
Lincoln	319	258	-19.1%	877	856	-2.4%	2,019	1,947	-3.6%	1.0	0.9	-0.1
Mazda	513	421	-17.9%	1,511	1,378	-8.8%	3,242	2,965	-8.5%	1.6	1.4	-0.2
Mercedes	816	770	-5.6%	2,708	2,564	-5.3%	5,871	5,752	-2.0%	2.9	2.8	-0.1
MINI	118	108	-8.5%	351	357	1.7%	719	754	4.9%	0.4	0.4	0.0
Mitsubishi	258	216	-16.3%	767	684	-10.8%	1,686	1,490	-11.6%	0.8	0.7	-0.1
Nissan	2,843	2,781	-2.2%	8,563	8,570	0.1%	18,661	19,866	6.5%	9.2	9.6	0.4
Other	429	186	-56.6%	1,419	634	-55.3%	3,139	1,403	-55.3%	1.5	0.7	-0.8
Porsche	140	135	-3.6%	433	420	-3.0%	863	905	4.9%	0.4	0.4	0.0
smart	23	11	-52.2%	60	49	-18.3%	130	110	-15.4%	0.1	0.1	0.0
Subaru	396	422	6.6%	1,112	1,280	15.1%	2,504	2,744	9.6%	1.2	1.3	0.1
Suzuki	62	24	-61.3%	162	81	-50.0%	333	162	-51.4%	0.2	0.1	-0.1
Toyota	2,832	2,967	4.8%	8,059	9,193	14.1%	18,144	19,500	7.5%	8.9	9.4	0.5
Volkswagen	978	801	-18.1%	3,010	2,617	-13.1%	6,609	6,406	-3.1%	3.2	3.1	-0.1
Volvo	151	107	-29.1%	450	357	-20.7%	932	789	-15.3%	0.5	0.4	-0.1

Top ten are shaded green.

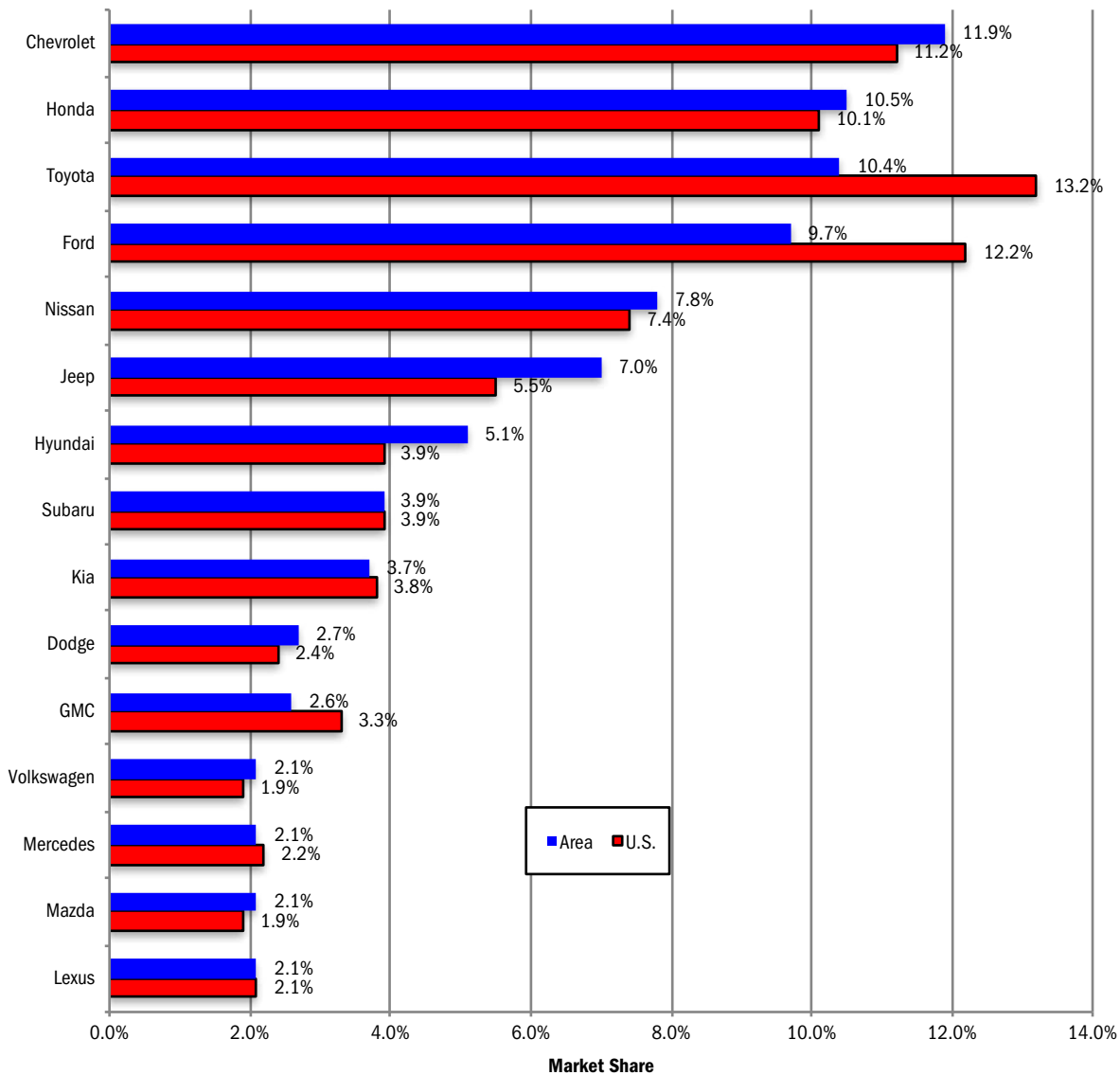
Source: IHS Markit.

Top Selling Models in Used Vehicle Market (vehicles seven years old or newer) - YTD '16 thru July



Data Source: IHS Markit.

**Chicago Area and U.S. New Vehicle Market Share
YTD 2016 thru August*
(Top 20 selling brands)**



*Figures for August 2016 were estimated by Auto Outlook.

Data Source: IHS Markit.

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

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