

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations increased an estimated 10% in December '15 vs. year earlier.

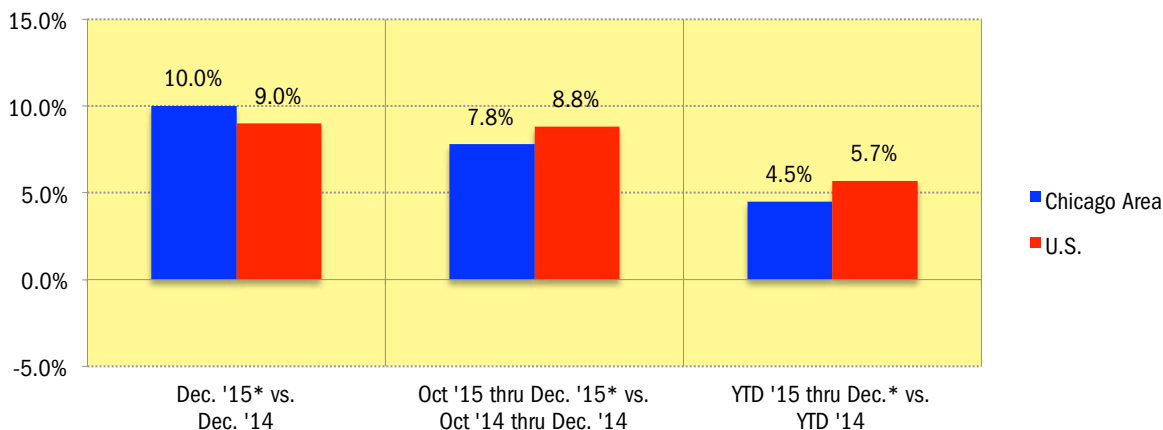
The area market was up 4.5% for all of 2015, slightly below the 5.7% increase in the Nation.

Area used vehicle market improved 18.3% in November '15 (vehicles seven years old or newer). Used vehicle registrations increased 5.2% thru November of last year.

Compact SUV new vehicle market share was up 3.0 share points. Standard Mid Size Cars lost 1.8 share points.

Tesla, Volvo, Land Rover, Jeep, Subaru, Lincoln, Porsche, Lexus, GMC, and Chrysler new retail registrations increased by more than 11% in 2015.

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



*Figures for December 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 | | | | | |
|----------------------|--|--------|----------------|--------------------|---------|----------------|
| | December Estimate* | | | YTD thru December* | | |
| | 2014 | 2015 | Percent Change | 2014 | 2015 | Percent Change |
| Total | 31,744 | 34,918 | 10.0% | 374,209 | 391,215 | 4.5% |
| Cars | 14,426 | 14,032 | -2.7% | 181,630 | 170,175 | -6.3% |
| Light Trucks | 17,318 | 20,886 | 20.6% | 192,579 | 221,040 | 14.8% |
| Detroit Three Brands | 12,584 | 13,791 | 9.6% | 147,322 | 156,087 | 5.9% |
| European Brands | 3,835 | 3,854 | 0.5% | 39,904 | 40,575 | 1.7% |
| Japanese Brands | 12,920 | 14,675 | 13.6% | 153,823 | 160,048 | 4.0% |
| Korean Brands | 2,405 | 2,598 | 8.0% | 33,160 | 34,505 | 4.1% |
| | Used Vehicle Registrations (vehicles seven years old or newer) | | | | | |
| | November | | | YTD thru November | | |
| | 2014 | 2015 | Percent Change | 2014 | 2015 | Percent Change |
| Total | 28,907 | 34,207 | 18.3% | 314,893 | 331,421 | 5.2% |
| Cars | 16,202 | 19,262 | 18.9% | 180,490 | 190,745 | 5.7% |
| Light Trucks | 12,705 | 14,945 | 17.6% | 134,403 | 140,676 | 4.7% |
| Detroit Three Brands | 13,702 | 15,747 | 14.9% | 146,452 | 152,699 | 4.3% |
| European Brands | 3,778 | 4,229 | 11.9% | 40,696 | 42,243 | 3.8% |
| Japanese Brands | 9,361 | 11,695 | 24.9% | 106,901 | 112,857 | 5.6% |
| Korean Brands | 2,066 | 2,536 | 22.7% | 20,844 | 23,622 | 13.3% |

*Figures for December 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.

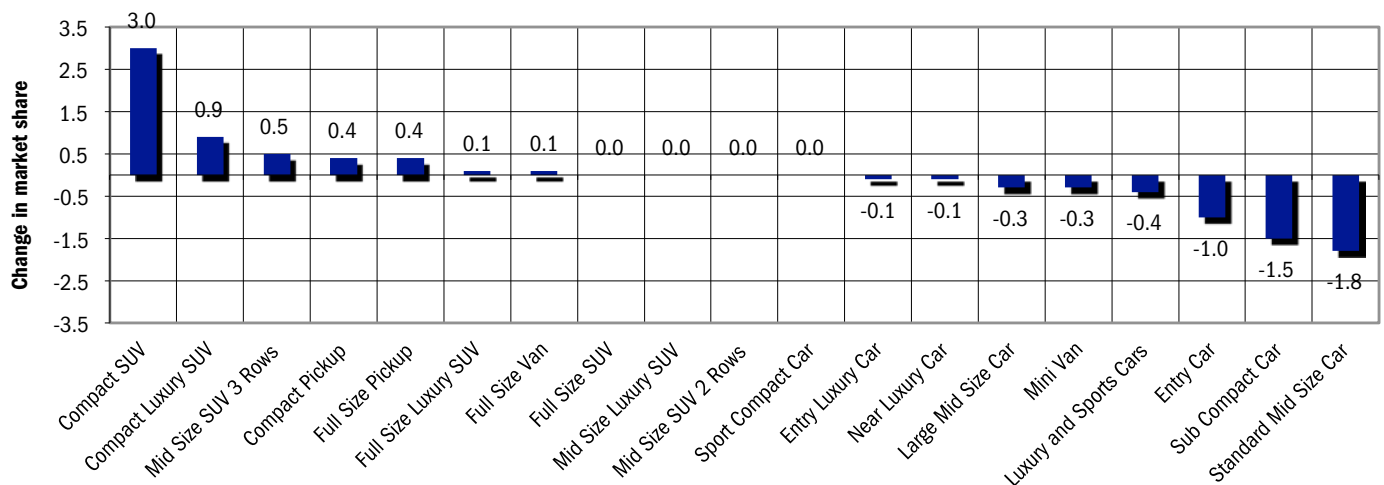
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations

| | December* | | | Three Month Period Oct. '15 thru Dec. '15* | | | YTD thru December* | | | YTD thru Dec. '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 | 31,744 | 34,918 | 10.0% | 90,454 | 97,502 | 7.8% | 374,209 | 391,215 | 4.5% | | | |
| Acura | 731 | 690 | -5.6% | 1,930 | 1,886 | -2.3% | 7,097 | 7,638 | 7.6% | 1.9 | 2.0 | 0.1 |
| Audi | 572 | 606 | 5.9% | 1,605 | 1,628 | 1.4% | 5,774 | 6,085 | 5.4% | 1.5 | 1.6 | 0.1 |
| BMW | 934 | 778 | -16.7% | 2,344 | 2,238 | -4.5% | 8,710 | 8,376 | -3.8% | 2.3 | 2.1 | -0.2 |
| Buick | 648 | 659 | 1.7% | 1,810 | 1,863 | 2.9% | 7,213 | 7,358 | 2.0% | 1.9 | 1.9 | 0.0 |
| Cadillac | 485 | 624 | 28.7% | 1,283 | 1,468 | 14.4% | 5,356 | 5,219 | -2.6% | 1.4 | 1.3 | -0.1 |
| Chevrolet | 3,713 | 3,787 | 2.0% | 9,574 | 10,701 | 11.8% | 40,756 | 43,150 | 5.9% | 10.9 | 11.0 | 0.1 |
| Chrysler | 509 | 399 | -21.6% | 1,469 | 1,131 | -23.0% | 5,256 | 5,837 | 11.1% | 1.4 | 1.5 | 0.1 |
| Dodge | 875 | 925 | 5.7% | 2,671 | 2,615 | -2.1% | 13,330 | 11,150 | -16.4% | 3.6 | 2.9 | -0.7 |
| FIAT | 54 | 54 | 0.0% | 173 | 149 | -13.9% | 771 | 755 | -2.1% | 0.2 | 0.2 | 0.0 |
| Ford | 2,944 | 3,181 | 8.1% | 8,512 | 8,907 | 4.6% | 37,171 | 38,126 | 2.6% | 9.9 | 9.7 | -0.2 |
| GMC | 887 | 1,002 | 13.0% | 2,422 | 2,667 | 10.1% | 9,005 | 10,069 | 11.8% | 2.4 | 2.6 | 0.2 |
| Honda | 3,232 | 3,624 | 12.1% | 9,521 | 9,691 | 1.8% | 38,947 | 38,967 | 0.1% | 10.4 | 10.0 | -0.4 |
| Hyundai | 1,511 | 1,486 | -1.7% | 4,499 | 4,719 | 4.9% | 20,122 | 20,599 | 2.4% | 5.4 | 5.3 | -0.1 |
| Infiniti | 342 | 430 | 25.7% | 935 | 1,103 | 18.0% | 3,551 | 3,767 | 6.1% | 0.9 | 1.0 | 0.1 |
| Jaguar | 39 | 28 | -28.2% | 98 | 84 | -14.3% | 429 | 349 | -18.6% | 0.1 | 0.1 | 0.0 |
| Jeep | 1,900 | 2,689 | 41.5% | 5,684 | 7,342 | 29.2% | 22,461 | 27,865 | 24.1% | 6.0 | 7.1 | 1.1 |
| Kia | 894 | 1,062 | 18.8% | 2,928 | 3,290 | 12.4% | 13,038 | 13,856 | 6.3% | 3.5 | 3.5 | 0.0 |
| Land Rover | 247 | 362 | 46.6% | 489 | 837 | 71.2% | 1,973 | 2,595 | 31.5% | 0.5 | 0.7 | 0.2 |
| Lexus | 855 | 886 | 3.6% | 2,126 | 2,298 | 8.1% | 7,861 | 8,821 | 12.2% | 2.1 | 2.3 | 0.2 |
| Lincoln | 223 | 250 | 12.1% | 601 | 712 | 18.5% | 2,183 | 2,498 | 14.4% | 0.6 | 0.6 | 0.0 |
| Mazda | 642 | 758 | 18.1% | 1,815 | 2,155 | 18.7% | 7,908 | 8,604 | 8.8% | 2.1 | 2.2 | 0.1 |
| Mercedes | 870 | 891 | 2.4% | 2,388 | 2,205 | -7.7% | 8,241 | 8,512 | 3.3% | 2.2 | 2.2 | 0.0 |
| MINI | 121 | 92 | -24.0% | 312 | 266 | -14.7% | 1,297 | 1,208 | -6.9% | 0.3 | 0.3 | 0.0 |
| Mitsubishi | 275 | 331 | 20.4% | 813 | 990 | 21.8% | 3,551 | 3,767 | 6.1% | 0.9 | 1.0 | 0.1 |
| Nissan | 2,293 | 2,702 | 17.8% | 6,787 | 7,638 | 12.5% | 29,499 | 30,753 | 4.3% | 7.9 | 7.9 | 0.0 |
| Other | 44 | 25 | -43.2% | 141 | 145 | 2.8% | 605 | 587 | -3.0% | 0.2 | 0.2 | 0.0 |
| Porsche | 128 | 154 | 20.3% | 371 | 404 | 8.9% | 1,471 | 1,651 | 12.2% | 0.4 | 0.4 | 0.0 |
| Ram | 369 | 383 | 3.8% | 1,060 | 1,161 | 9.5% | 4,022 | 4,080 | 1.4% | 1.1 | 1.0 | -0.1 |
| Subaru | 1,127 | 1,269 | 12.6% | 3,229 | 3,669 | 13.6% | 12,188 | 14,158 | 16.2% | 3.3 | 3.6 | 0.3 |
| Tesla | 31 | 49 | 58.1% | 214 | 213 | -0.5% | 558 | 882 | 58.1% | 0.1 | 0.2 | 0.1 |
| Toyota | 3,418 | 3,839 | 12.3% | 10,082 | 10,622 | 5.4% | 43,200 | 43,401 | 0.5% | 11.5 | 11.1 | -0.4 |
| Volkswagen | 681 | 618 | -9.3% | 2,182 | 2,063 | -5.5% | 9,244 | 8,587 | -7.1% | 2.5 | 2.2 | -0.3 |
| Volvo | 150 | 285 | 90.0% | 386 | 642 | 66.3% | 1,421 | 1,945 | 36.9% | 0.4 | 0.5 | 0.1 |

*Figures for December 2015 were estimated by Auto Outlook Top ten are shaded green. Source: IHS Automotive

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



Data Source: IHS Automotive.

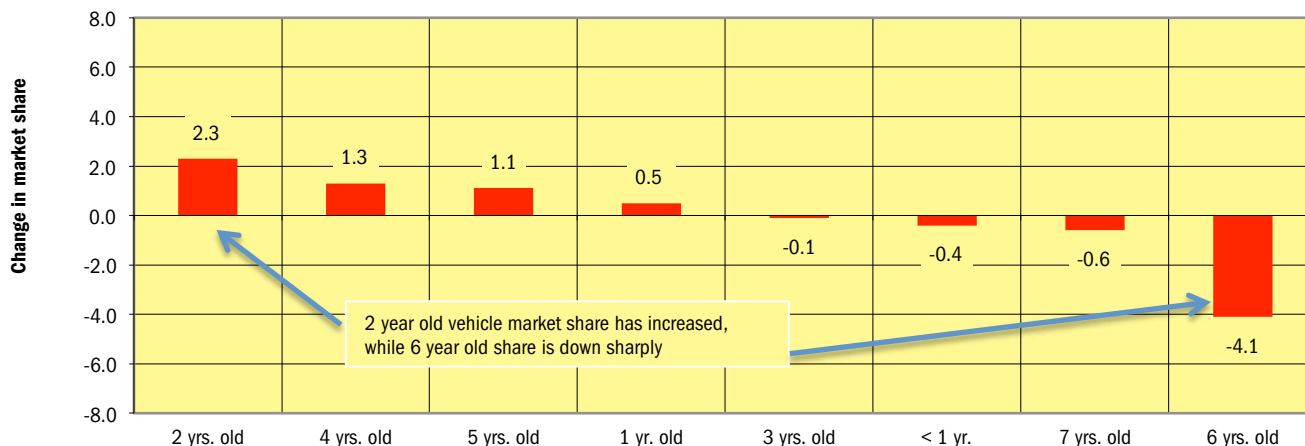
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

| Chicago Area Used Car and Light Truck Registrations | | | | | | | | | | | | |
|---|--------------|--------|--------|--|---------|--------|-------------------|---------|--------|-------------------------|------|------|
| | November | | | Three Month Period Sep. '15 thru Nov. '15 | | | YTD thru November | | | 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 | 28,907 | 34,207 | 18.3% | 88,415 | 92,737 | 4.9% | 314,893 | 331,421 | 5.2% | | | |
| Acura | 431 | 523 | 21.3% | 1,330 | 1,438 | 8.1% | 4,866 | 5,010 | 3.0% | 1.5 | 1.5 | 0.0 |
| Audi | 512 | 560 | 9.4% | 1,473 | 1,597 | 8.4% | 5,217 | 5,661 | 8.5% | 1.7 | 1.7 | 0.0 |
| BMW | 811 | 908 | 12.0% | 2,360 | 2,428 | 2.9% | 8,725 | 8,777 | 0.6% | 2.8 | 2.6 | -0.2 |
| Buick | 642 | 686 | 6.9% | 1,855 | 1,873 | 1.0% | 6,428 | 6,813 | 6.0% | 2.0 | 2.1 | 0.1 |
| Cadillac | 656 | 575 | -12.3% | 1,820 | 1,507 | -17.2% | 6,484 | 5,530 | -14.7% | 2.1 | 1.7 | -0.4 |
| Chevrolet | 4,230 | 4,637 | 9.6% | 12,786 | 12,480 | -2.4% | 45,008 | 47,478 | 5.5% | 14.3 | 14.3 | 0.0 |
| Chrysler | 852 | 936 | 9.9% | 2,664 | 2,592 | -2.7% | 8,682 | 9,480 | 9.2% | 2.8 | 2.9 | 0.1 |
| Dodge | 1,546 | 1,602 | 3.6% | 4,704 | 4,549 | -3.3% | 16,196 | 17,349 | 7.1% | 5.1 | 5.2 | 0.1 |
| FIAT | 25 | 47 | 88.0% | 81 | 129 | 59.3% | 310 | 481 | 55.2% | 0.1 | 0.1 | 0.0 |
| Ford | 3,159 | 4,249 | 34.5% | 9,723 | 11,186 | 15.0% | 35,586 | 38,141 | 7.2% | 11.3 | 11.5 | 0.2 |
| GMC | 688 | 886 | 28.8% | 2,083 | 2,230 | 7.1% | 7,272 | 7,780 | 7.0% | 2.3 | 2.3 | 0.0 |
| Honda | 1,940 | 2,215 | 14.2% | 5,851 | 6,048 | 3.4% | 22,311 | 22,130 | -0.8% | 7.1 | 6.7 | -0.4 |
| Hyundai | 1,380 | 1,638 | 18.7% | 4,318 | 4,594 | 6.4% | 14,015 | 15,339 | 9.4% | 4.5 | 4.6 | 0.1 |
| Infiniti | 361 | 560 | 55.1% | 1,268 | 1,424 | 12.3% | 4,861 | 5,136 | 5.7% | 1.5 | 1.5 | 0.0 |
| Jaguar | 61 | 43 | -29.5% | 151 | 140 | -7.3% | 608 | 580 | -4.6% | 0.2 | 0.2 | 0.0 |
| Jeep | 1,052 | 1,388 | 31.9% | 3,253 | 3,643 | 12.0% | 10,906 | 12,494 | 14.6% | 3.5 | 3.8 | 0.3 |
| Kia | 686 | 898 | 30.9% | 1,904 | 2,341 | 23.0% | 6,829 | 8,283 | 21.3% | 2.2 | 2.5 | 0.3 |
| Land Rover | 169 | 194 | 14.8% | 439 | 503 | 14.6% | 1,545 | 1,748 | 13.1% | 0.5 | 0.5 | 0.0 |
| Lexus | 569 | 700 | 23.0% | 1,766 | 1,895 | 7.3% | 6,790 | 6,922 | 1.9% | 2.2 | 2.1 | -0.1 |
| Lincoln | 344 | 368 | 7.0% | 938 | 959 | 2.2% | 3,224 | 3,315 | 2.8% | 1.0 | 1.0 | 0.0 |
| Mazda | 430 | 527 | 22.6% | 1,430 | 1,428 | -0.1% | 5,292 | 5,224 | -1.3% | 1.7 | 1.6 | -0.1 |
| Mercedes | 864 | 918 | 6.3% | 2,603 | 2,567 | -1.4% | 9,383 | 9,375 | -0.1% | 3.0 | 2.8 | -0.2 |
| MINI | 110 | 111 | 0.9% | 326 | 312 | -4.3% | 1,102 | 1,164 | 5.6% | 0.3 | 0.4 | 0.1 |
| Mitsubishi | 226 | 272 | 20.4% | 691 | 715 | 3.5% | 2,771 | 2,724 | -1.7% | 0.9 | 0.8 | -0.1 |
| Nissan | 2,465 | 3,257 | 32.1% | 8,219 | 8,709 | 6.0% | 27,513 | 30,689 | 11.5% | 8.7 | 9.3 | 0.6 |
| Other | 593 | 480 | -19.1% | 1,854 | 1,326 | -28.5% | 7,399 | 4,976 | -32.7% | 2.3 | 1.5 | -0.8 |
| Porsche | 95 | 126 | 32.6% | 307 | 359 | 16.9% | 1,104 | 1,366 | 23.7% | 0.4 | 0.4 | 0.0 |
| smart | 11 | 25 | 127.3% | 39 | 65 | 66.7% | 136 | 222 | 63.2% | 0.0 | 0.1 | 0.1 |
| Subaru | 334 | 456 | 36.5% | 1,004 | 1,238 | 23.3% | 3,420 | 4,165 | 21.8% | 1.1 | 1.3 | 0.2 |
| Suzuki | 51 | 42 | -17.6% | 176 | 110 | -37.5% | 665 | 486 | -26.9% | 0.2 | 0.1 | -0.1 |
| Toyota | 2,551 | 3,139 | 23.0% | 7,864 | 8,993 | 14.4% | 28,378 | 30,348 | 6.9% | 9.0 | 9.2 | 0.2 |
| Volkswagen | 925 | 1,075 | 16.2% | 2,728 | 2,906 | 6.5% | 10,314 | 10,695 | 3.7% | 3.3 | 3.2 | -0.1 |
| Volvo | 138 | 166 | 20.3% | 407 | 453 | 11.3% | 1,553 | 1,540 | -0.8% | 0.5 | 0.5 | 0.0 |

Top ten are shaded green.

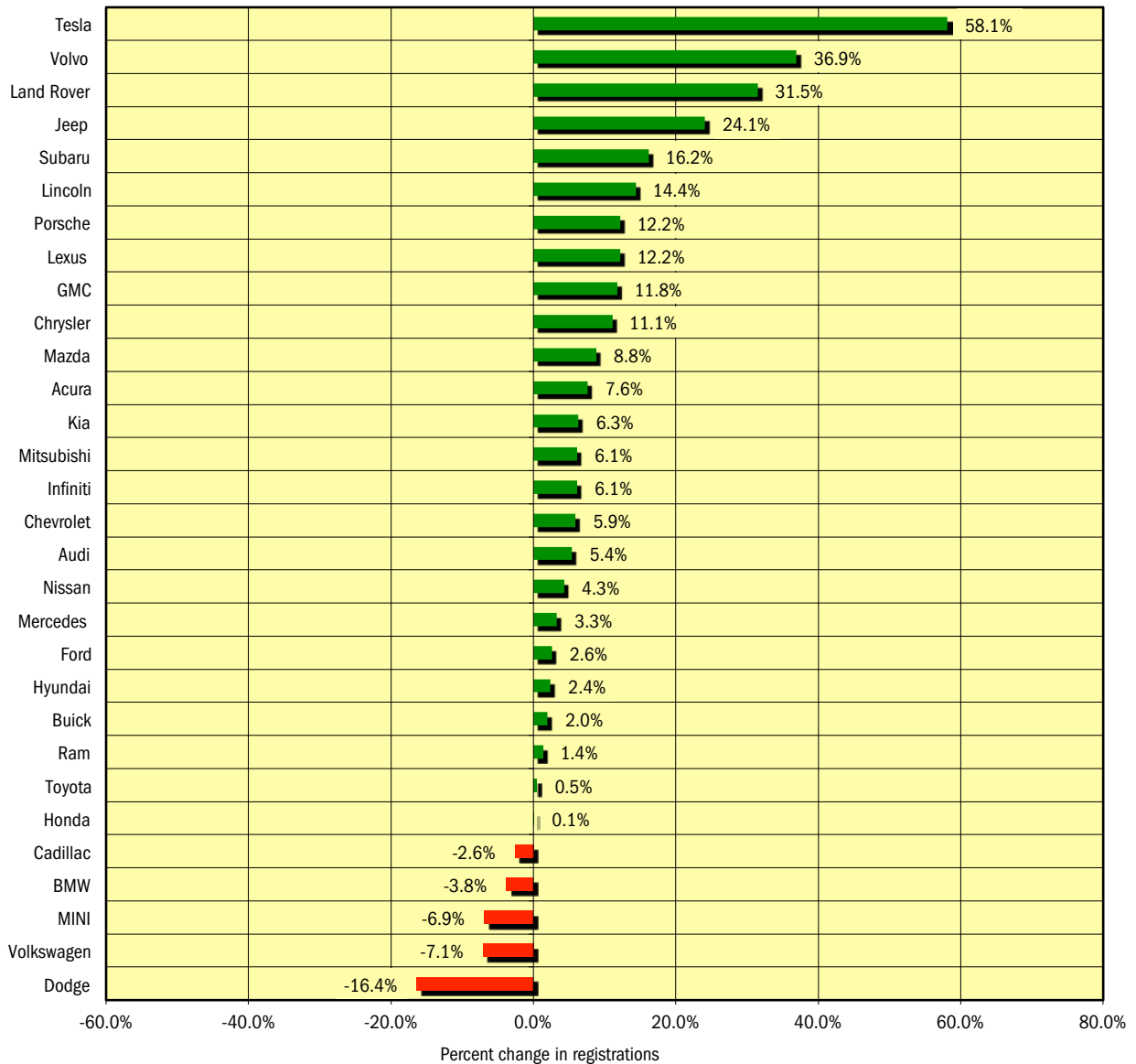
Source: IHS Automotive.

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



Data Source: IHS Automotive.

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



*Figures for December 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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