

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

The area market fell 1.4% from 2015 to 2016 (Dec. 16 was estimated). It was the first annual decline since 2009. The U.S. market was essentially unchanged.

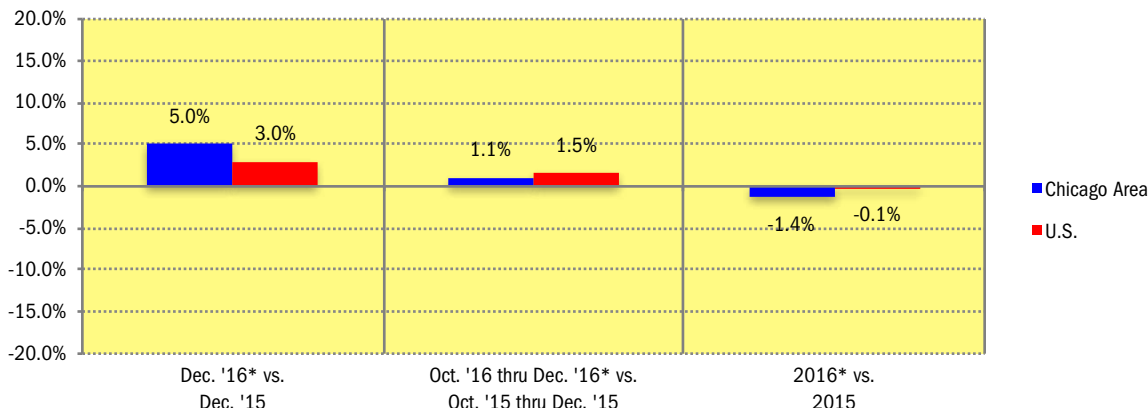
New retail vehicle registrations were up an estimated 5% in December '16 vs. year earlier.

Area used vehicle market declined in November '16, but was up 1.8% for the first eleven months of the year (vehicles seven years old or newer).

Three SUV segments had the largest market share increases last year. Mid Size Car market share fell by 1.1 points.

Tesla, Lincoln, Volvo, Subaru, Infiniti, Porsche, and Ram had the largest percentage increases in 2016. Registrations for each of the brands were up by more than 5%.

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



*Figures for December 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					
	December Estimate*			Annual Totals		
	2015	2016	Change	2015	2016	Change
Total	31,188	32,747	5.0%	387,050	381,677	-1.4%
Cars	11,853	11,414	-3.7%	164,222	151,510	-7.7%
Light Trucks	19,335	21,333	10.3%	222,828	230,167	3.3%
Detroit Three Brands	11,958	12,321	3.0%	153,905	151,984	-1.2%
European Brands	3,827	4,090	6.9%	40,548	40,686	0.3%
Japanese Brands	12,828	13,743	7.1%	158,116	155,633	-1.6%
Korean Brands	2,575	2,593	0.7%	34,481	33,374	-3.2%

	Used Vehicle Registrations (vehicles seven years old or newer)					
	November			YTD thru November		
	2015	2016	Change	2015	2016	Change
Total	34,207	28,048	-18.0%	331,421	337,392	1.8%
Cars	19,262	15,075	-21.7%	190,745	190,287	-0.2%
Light Trucks	14,945	12,973	-13.2%	140,676	147,105	4.6%
Detroit Three Brands	15,747	12,819	-18.6%	152,699	154,883	1.4%
European Brands	4,229	3,369	-20.3%	42,243	41,485	-1.8%
Japanese Brands	11,695	9,759	-16.6%	112,857	114,332	1.3%
Korean Brands	2,536	2,101	-17.2%	23,622	26,692	13.0%

*Figures for Dec. 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.

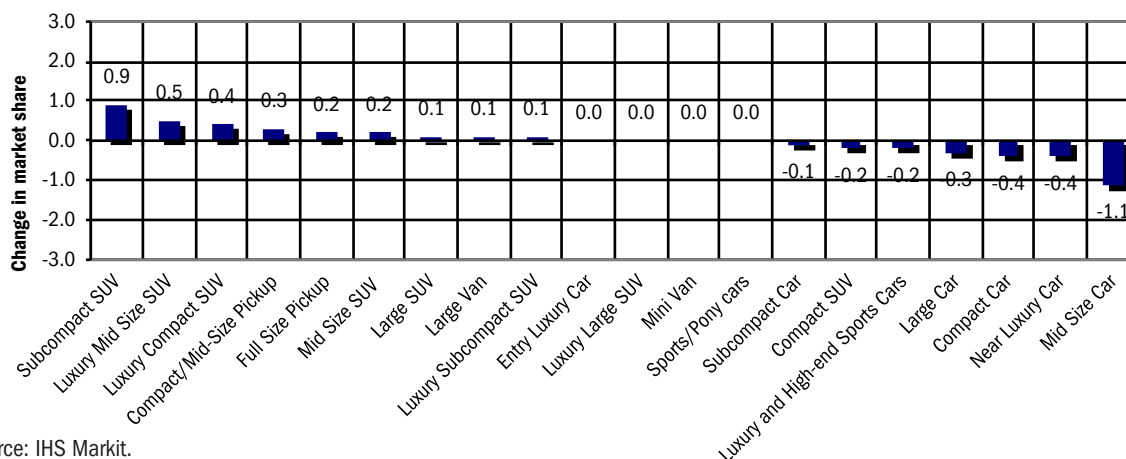
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	December*			Three Month Period Oct. '16 thru Dec. '16*			Annual Totals			Annual Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2015	2016	% chg.	Yr. Ago	Current	% chg.	2015	2016*	% chg.	2015	2016*	Chg.
TOTAL	31,188	32,747	5.0%	93,612	94,655	1.1%	387,050	381,677	-1.4%			
Acura	646	670	3.7%	1,842	1,680	-8.8%	7,596	6,518	-14.2%	2.0	1.7	-0.3
Audi	637	737	15.7%	1,638	1,735	5.9%	6,080	6,257	2.9%	1.6	1.6	0.0
BMW	829	800	-3.5%	2,289	2,109	-7.9%	8,466	7,823	-7.6%	2.2	2.0	-0.2
Buick	614	642	4.6%	1,819	1,794	-1.4%	7,315	7,195	-1.6%	1.9	1.9	0.0
Cadillac	493	518	5.1%	1,339	1,352	1.0%	5,081	5,189	2.1%	1.3	1.4	0.1
Chevrolet	3,159	3,625	14.8%	10,055	10,765	7.1%	42,475	44,492	4.7%	11.0	11.7	0.7
Chrysler	323	224	-30.7%	1,055	950	-10.0%	5,768	4,619	-19.9%	1.5	1.2	-0.3
Dodge	781	624	-20.1%	2,462	2,103	-14.6%	10,970	9,602	-12.5%	2.8	2.5	-0.3
FIAT	51	24	-52.9%	146	169	15.8%	752	638	-15.2%	0.2	0.2	0.0
Ford	2,881	2,908	0.9%	8,522	8,908	4.5%	37,584	37,000	-1.6%	9.7	9.7	0.0
GMC	899	968	7.7%	2,561	2,421	-5.5%	9,953	9,727	-2.3%	2.6	2.5	-0.1
Honda	3,374	3,669	8.7%	9,441	9,901	4.9%	38,715	39,881	3.0%	10.0	10.4	0.4
Hyundai	1,459	1,456	-0.2%	4,692	4,786	2.0%	20,572	19,637	-4.5%	5.3	5.1	-0.2
Infiniti	351	431	22.8%	1,024	1,023	-0.1%	3,689	3,916	6.2%	1.0	1.0	0.0
Jaguar	29	106	265.5%	85	281	230.6%	350	879	151.1%	0.1	0.2	0.1
Jeep	2,060	1,961	-4.8%	6,712	5,923	-11.8%	27,232	25,468	-6.5%	7.0	6.7	-0.3
Kia	1,116	1,137	1.9%	3,344	3,244	-3.0%	13,909	13,657	-1.8%	3.6	3.6	0.0
Land Rover	244	243	-0.4%	719	600	-16.6%	2,478	2,482	0.2%	0.6	0.7	0.1
Lexus	927	939	1.3%	2,339	2,379	1.7%	8,863	8,403	-5.2%	2.3	2.2	-0.1
Lincoln	253	303	19.8%	715	832	16.4%	2,500	3,094	23.8%	0.6	0.8	0.2
Mazda	701	700	-0.1%	2,092	1,996	-4.6%	8,536	8,130	-4.8%	2.2	2.1	-0.1
Mercedes	837	798	-4.7%	2,155	2,336	8.4%	8,455	8,464	0.1%	2.2	2.2	0.0
MINI	93	88	-5.4%	267	253	-5.2%	1,209	1,257	4.0%	0.3	0.3	0.0
Mitsubishi	275	262	-4.7%	931	744	-20.1%	3,702	3,294	-11.0%	1.0	0.9	-0.1
Nissan	2,171	2,392	10.2%	7,101	7,292	2.7%	30,197	30,420	0.7%	7.8	8.0	0.2
Other	32	29	-9.4%	152	174	14.5%	592	613	3.5%	0.2	0.2	0.0
Porsche	139	144	3.6%	390	450	15.4%	1,639	1,722	5.1%	0.4	0.5	0.1
Ram	373	419	12.3%	1,146	1,150	0.3%	4,056	4,263	5.1%	1.0	1.1	0.1
Subaru	1,110	1,267	14.1%	3,501	3,877	10.7%	13,975	15,173	8.6%	3.6	4.0	0.4
Tesla	122	129	5.7%	286	544	90.2%	961	1,328	38.2%	0.2	0.3	0.1
Toyota	3,271	3,413	4.3%	10,052	9,901	-1.5%	42,815	39,875	-6.9%	11.1	10.4	-0.7
Volkswagen	722	883	22.3%	2,167	2,393	10.4%	8,689	8,363	-3.8%	2.2	2.2	0.0
Volvo	216	238	10.2%	573	590	3.0%	1,876	2,298	22.5%	0.5	0.6	0.1

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

Source: IHS Markit

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



Data Source: IHS Markit.

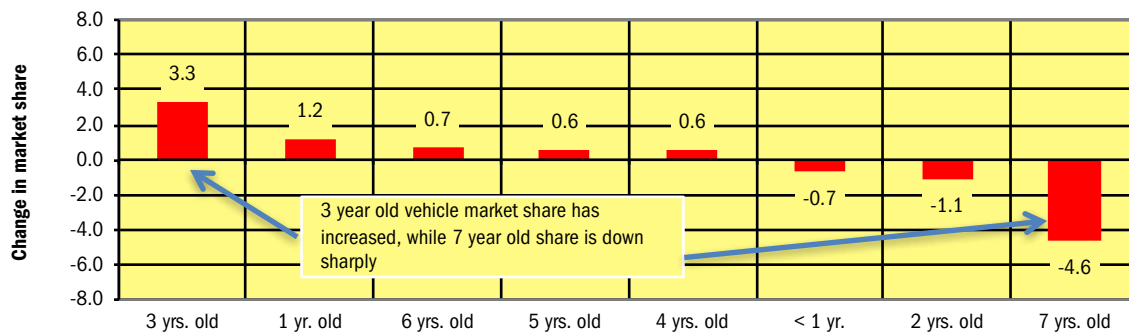
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	November			Three Month Period Sep. '16 thru Nov. '16			YTD thru November			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	34,207	28,048	-18.0%	92,737	93,205	0.5%	331,421	337,392	1.8%			
Acura	523	412	-21.2%	1,438	1,330	-7.5%	5,010	4,280	-14.6%	1.5	1.3	-0.2
Audi	560	506	-9.6%	1,597	1,630	2.1%	5,661	5,818	2.8%	1.7	1.7	0.0
BMW	908	805	-11.3%	2,428	2,645	8.9%	8,777	8,997	2.5%	2.6	2.7	0.1
Buick	686	512	-25.4%	1,873	1,752	-6.5%	6,813	6,321	-7.2%	2.1	1.9	-0.2
Cadillac	575	532	-7.5%	1,507	1,797	19.2%	5,530	5,942	7.5%	1.7	1.8	0.1
Chevrolet	4,637	3,735	-19.5%	12,480	12,191	-2.3%	47,478	45,485	-4.2%	14.3	13.5	-0.8
Chrysler	936	713	-23.8%	2,592	2,597	0.2%	9,480	9,578	1.0%	2.9	2.8	-0.1
Dodge	1,602	1,452	-9.4%	4,549	4,860	6.8%	17,349	17,688	2.0%	5.2	5.2	0.0
FIAT	47	56	19.1%	129	151	17.1%	481	608	26.4%	0.1	0.2	0.1
Ford	4,249	3,380	-20.5%	11,186	11,263	0.7%	38,141	41,671	9.3%	11.5	12.4	0.9
GMC	886	751	-15.2%	2,230	2,388	7.1%	7,780	8,255	6.1%	2.3	2.4	0.1
Honda	2,215	1,811	-18.2%	6,048	6,016	-0.5%	22,130	21,348	-3.5%	6.7	6.3	-0.4
Hyundai	1,638	1,379	-15.8%	4,594	4,694	2.2%	15,339	17,442	13.7%	4.6	5.2	0.6
Infiniti	560	380	-32.1%	1,424	1,230	-13.6%	5,136	4,611	-10.2%	1.5	1.4	-0.1
Jaguar	43	40	-7.0%	140	158	12.9%	580	607	4.7%	0.2	0.2	0.0
Jeep	1,388	1,328	-4.3%	3,643	4,474	22.8%	12,494	15,003	20.1%	3.8	4.4	0.6
Kia	898	722	-19.6%	2,341	2,433	3.9%	8,283	9,250	11.7%	2.5	2.7	0.2
Land Rover	194	121	-37.6%	503	415	-17.5%	1,748	1,550	-11.3%	0.5	0.5	0.0
Lexus	700	556	-20.6%	1,895	1,900	0.3%	6,922	6,968	0.7%	2.1	2.1	0.0
Lincoln	368	257	-30.2%	959	880	-8.2%	3,315	3,175	-4.2%	1.0	0.9	-0.1
Mazda	527	404	-23.3%	1,428	1,321	-7.5%	5,224	4,814	-7.8%	1.6	1.4	-0.2
Mercedes	918	762	-17.0%	2,567	2,543	-0.9%	9,375	9,345	-0.3%	2.8	2.8	0.0
MINI	111	71	-36.0%	312	309	-1.0%	1,164	1,205	3.5%	0.4	0.4	0.0
Mitsubishi	272	216	-20.6%	715	757	5.9%	2,724	2,547	-6.5%	0.8	0.8	0.0
Nissan	3,257	2,736	-16.0%	8,709	9,072	4.2%	30,689	32,648	6.4%	9.3	9.7	0.4
Other	480	196	-59.2%	1,326	633	-52.3%	4,976	2,301	-53.8%	1.5	0.7	-0.8
Porsche	126	129	2.4%	359	420	17.0%	1,366	1,476	8.1%	0.4	0.4	0.0
smart	25	21	-16.0%	65	71	9.2%	222	198	-10.8%	0.1	0.1	0.0
Subaru	456	459	0.7%	1,238	1,432	15.7%	4,165	4,700	12.8%	1.3	1.4	0.1
Suzuki	42	23	-45.2%	110	59	-46.4%	486	243	-50.0%	0.1	0.1	0.0
Toyota	3,139	2,754	-12.3%	8,993	8,987	-0.1%	30,348	32,153	5.9%	9.2	9.5	0.3
Volkswagen	1,075	715	-33.5%	2,906	2,426	-16.5%	10,695	9,863	-7.8%	3.2	2.9	-0.3
Volvo	166	114	-31.3%	453	371	-18.1%	1,540	1,302	-15.5%	0.5	0.4	-0.1

Top ten are shaded green.

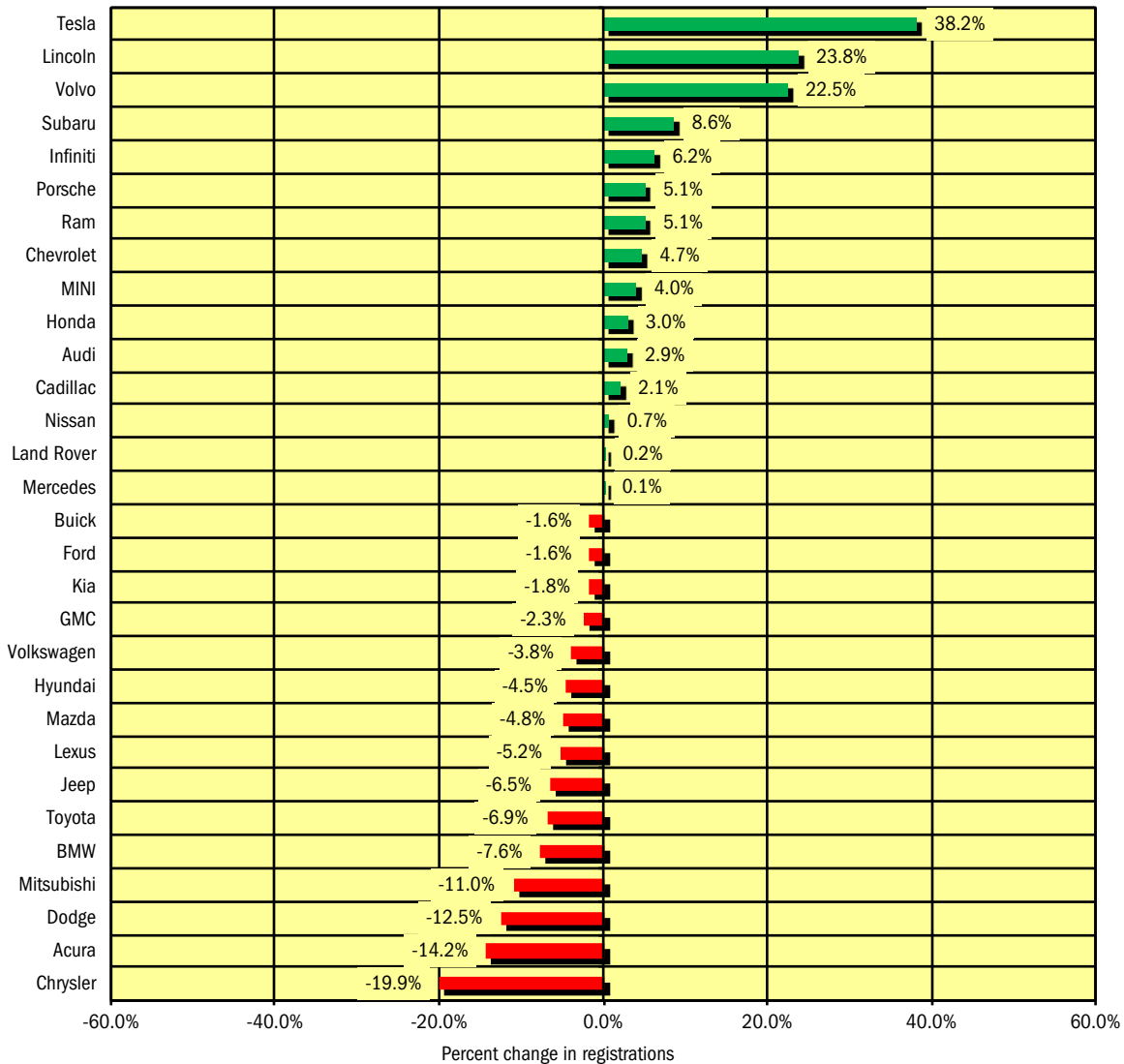
Source: IHS Markit.

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



Data Source: IHS Markit.

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



*Figures for December 2016 were estimated by Auto Outlook.

Data Source: IHS Markit.

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