

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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**% Change In
New Retail Market:
2016 to 2017**

**Chicago Area
-3.6%**

**U.S.
-0.8%**

Chicago Area and U.S. New Retail Light Vehicle Registrations

| | Chicago Area | U.S. |
|------------------------------|--------------|--------------|
| 2016 Annual | 382,783 | 14,293,874 |
| 2017 Annual* | 368,998 | 14,176,948 |
| % change | -3.6% | -0.8% |
| December 2016 registrations | 33,551 | 1,284,312 |
| December 2017 registrations* | 32,879 | 1,258,625 |
| % change | -2.0% | -2.0% |

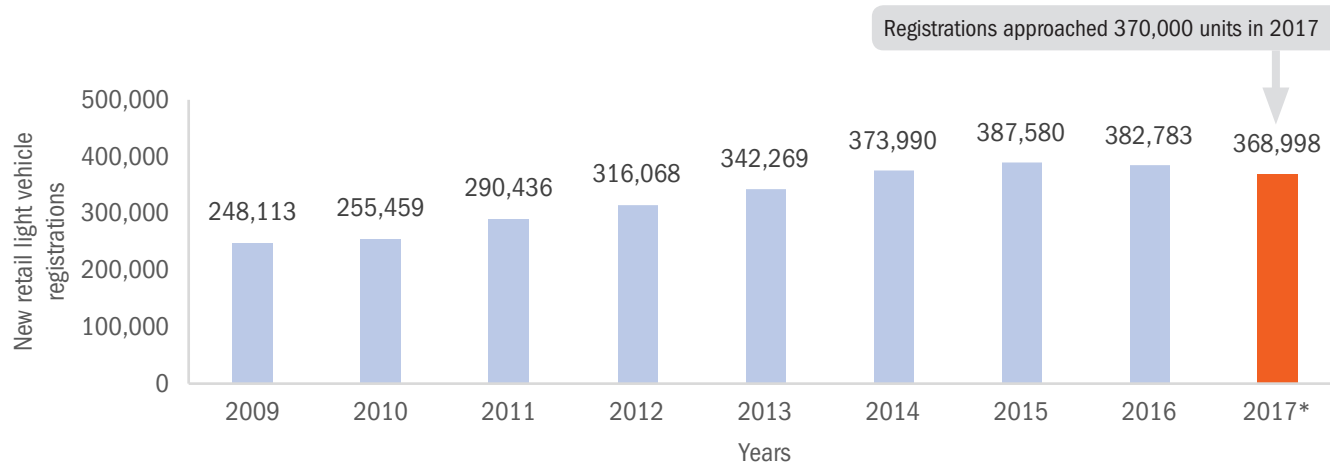
QUICK FACTS

Chicago area market was off 3.6% from 2016 to 2017. U.S. market declined by 0.8%.

December '17 registrations in the area declined an estimated 2% vs. year earlier.

The annual total last year was 368,998 units, down from 2016, but more than 120,000 higher than in 2009.

Annual Trends in Area New Vehicle Market



*Figures for December 2017 were estimated by Auto Outlook.

Data 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.

Change in Annual
New Retail Light Vehicle
Registrations

LIGHT TRUCKS



UP
2.0%

PASSENGER CARS



DOWN
12.1%

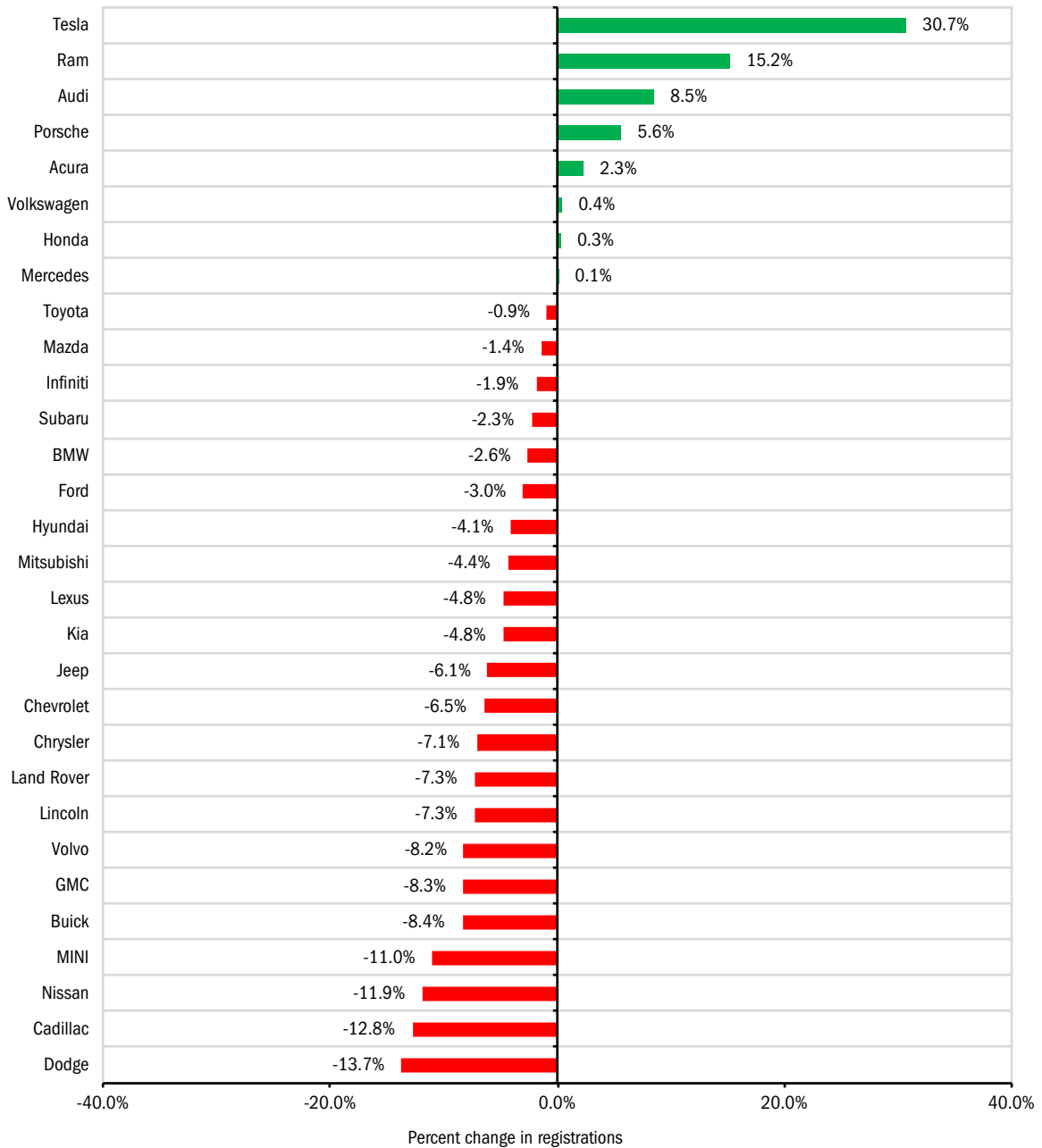
| Chicago Area New Retail Car and Light Truck Registrations | | | | | | | | | | | | |
|---|-----------|--------|--------|---|---------|---------|--------------|---------|---------|-------------------------|------|------|
| | December* | | | Three Month Period Oct. '17 thru Dec. '17* | | | Annual total | | | YTD Market Share (%) | | |
| | 2016 | 2017* | % chg. | Yr. Ago | Current | % chg. | 2016 | 2017 | % chg. | 2016 | 2017 | Chg. |
| TOTAL | 33,551 | 32,879 | -2.0% | 95,476 | 93,098 | -2.5% | 382,783 | 368,998 | -3.6% | | | |
| Cars | 11,874 | 10,161 | -14.4% | 34,985 | 30,552 | -12.7% | 151,920 | 133,568 | -12.1% | 39.7 | 36.2 | -3.5 |
| Trucks | 21,677 | 22,718 | 4.8% | 60,491 | 62,546 | 3.4% | 230,863 | 235,430 | 2.0% | 60.3 | 63.8 | 3.5 |
| Detroit Three Brands | 12,475 | 12,276 | -1.6% | 36,883 | 36,150 | -2.0% | 152,448 | 143,941 | -5.6% | 39.8 | 39.0 | -0.8 |
| European Brands | 4,113 | 4,302 | 4.6% | 11,058 | 11,354 | 2.7% | 40,742 | 41,302 | 1.4% | 10.6 | 11.2 | 0.6 |
| Japanese Brands | 14,279 | 13,706 | -4.0% | 39,349 | 37,846 | -3.8% | 156,139 | 151,314 | -3.1% | 40.8 | 41.0 | 0.2 |
| Korean Brands | 2,684 | 2,595 | -3.3% | 8,186 | 7,748 | -5.4% | 33,454 | 32,441 | -3.0% | 8.7 | 8.8 | 0.1 |
| Acura | 621 | 563 | -9.3% | 1,631 | 1,694 | 3.9% | 6,469 | 6,621 | 2.3% | 1.7 | 1.8 | 0.1 |
| Alfa Romeo | 2 | 80 | | 4 | 163 | 3975.0% | 11 | 364 | 3209.1% | 0.0 | 0.1 | 0.1 |
| Audi | 693 | 832 | 20.1% | 1,691 | 1,988 | 17.6% | 6,218 | 6,746 | 8.5% | 1.6 | 1.8 | 0.2 |
| BMW | 774 | 833 | 7.6% | 2,084 | 2,069 | -0.7% | 7,826 | 7,622 | -2.6% | 2.0 | 2.1 | 0.1 |
| Buick | 515 | 556 | 8.0% | 1,670 | 1,673 | 0.2% | 7,068 | 6,472 | -8.4% | 1.8 | 1.8 | 0.0 |
| Cadillac | 453 | 333 | -26.5% | 1,295 | 1,102 | -14.9% | 5,131 | 4,476 | -12.8% | 1.3 | 1.2 | -0.1 |
| Chevrolet | 3,847 | 3,859 | 0.3% | 11,095 | 10,930 | -1.5% | 45,385 | 42,424 | -6.5% | 11.9 | 11.5 | -0.4 |
| Chrysler | 312 | 330 | 5.8% | 1,037 | 921 | -11.2% | 4,707 | 4,372 | -7.1% | 1.2 | 1.2 | 0.0 |
| Dodge | 616 | 487 | -20.9% | 2,080 | 1,573 | -24.4% | 9,567 | 8,257 | -13.7% | 2.5 | 2.2 | -0.3 |
| FIAT | 54 | 37 | -31.5% | 199 | 98 | -50.8% | 665 | 522 | -21.5% | 0.2 | 0.1 | -0.1 |
| Ford | 3,053 | 3,228 | 5.7% | 8,938 | 9,389 | 5.0% | 36,828 | 35,730 | -3.0% | 9.6 | 9.7 | 0.1 |
| Genesis | 34 | 39 | 14.7% | 89 | 146 | 64.0% | 115 | 561 | 387.8% | 0.0 | 0.2 | 0.2 |
| GMC | 857 | 895 | 4.4% | 2,304 | 2,321 | 0.7% | 9,599 | 8,802 | -8.3% | 2.5 | 2.4 | -0.1 |
| Honda | 3,663 | 3,544 | -3.2% | 9,906 | 10,095 | 1.9% | 39,883 | 40,011 | 0.3% | 10.4 | 10.8 | 0.4 |
| Hyundai | 1,670 | 1,755 | 5.1% | 5,006 | 4,723 | -5.7% | 19,858 | 19,041 | -4.1% | 5.2 | 5.2 | 0.0 |
| Infiniti | 482 | 447 | -7.3% | 1,075 | 1,004 | -6.6% | 3,971 | 3,894 | -1.9% | 1.0 | 1.1 | 0.1 |
| Jaguar | 85 | 69 | -18.8% | 260 | 218 | -16.2% | 858 | 1,074 | 25.2% | 0.2 | 0.3 | 0.1 |
| Jeep | 2,104 | 1,913 | -9.1% | 6,067 | 5,878 | -3.1% | 25,609 | 24,058 | -6.1% | 6.7 | 6.5 | -0.2 |
| Kia | 980 | 801 | -18.3% | 3,091 | 2,879 | -6.9% | 13,481 | 12,839 | -4.8% | 3.5 | 3.5 | 0.0 |
| Land Rover | 238 | 236 | -0.8% | 597 | 632 | 5.9% | 2,476 | 2,295 | -7.3% | 0.6 | 0.6 | 0.0 |
| Lexus | 905 | 804 | -11.2% | 2,347 | 2,123 | -9.5% | 8,371 | 7,972 | -4.8% | 2.2 | 2.2 | 0.0 |
| Lincoln | 288 | 246 | -14.6% | 817 | 687 | -15.9% | 3,077 | 2,851 | -7.3% | 0.8 | 0.8 | 0.0 |
| Maserati | 26 | 22 | -15.4% | 72 | 97 | 34.7% | 270 | 390 | 44.4% | 0.1 | 0.1 | 0.0 |
| Mazda | 656 | 633 | -3.5% | 1,952 | 1,971 | 1.0% | 8,085 | 7,974 | -1.4% | 2.1 | 2.2 | 0.1 |
| Mercedes | 819 | 925 | 12.9% | 2,360 | 2,430 | 3.0% | 8,481 | 8,488 | 0.1% | 2.2 | 2.3 | 0.1 |
| MINI | 93 | 94 | 1.1% | 258 | 268 | 3.9% | 1,279 | 1,138 | -11.0% | 0.3 | 0.3 | 0.0 |
| Mitsubishi | 223 | 264 | 18.4% | 706 | 921 | 30.5% | 3,256 | 3,113 | -4.4% | 0.9 | 0.8 | -0.1 |
| Nissan | 2,854 | 2,670 | -6.4% | 7,755 | 6,727 | -13.3% | 30,849 | 27,189 | -11.9% | 8.1 | 7.4 | -0.7 |
| Other | 30 | 33 | 10.0% | 75 | 75 | 0.0% | 288 | 326 | 13.2% | 0.1 | 0.1 | 0.0 |
| Porsche | 144 | 144 | 0.0% | 451 | 436 | -3.3% | 1,723 | 1,820 | 5.6% | 0.5 | 0.5 | 0.0 |
| Ram | 397 | 380 | -4.3% | 1,129 | 1,247 | 10.5% | 4,238 | 4,883 | 15.2% | 1.1 | 1.3 | 0.2 |
| Subaru | 1,436 | 1,486 | 3.5% | 4,046 | 3,860 | -4.6% | 15,332 | 14,985 | -2.3% | 4.0 | 4.1 | 0.1 |
| Tesla | 31 | 49 | 58.1% | 446 | 426 | -4.5% | 1,230 | 1,608 | 30.7% | 0.3 | 0.4 | 0.1 |
| Toyota | 3,437 | 3,295 | -4.1% | 9,926 | 9,451 | -4.8% | 39,898 | 39,543 | -0.9% | 10.4 | 10.7 | 0.3 |
| Volkswagen | 988 | 829 | -16.1% | 2,495 | 2,350 | -5.8% | 8,452 | 8,490 | 0.4% | 2.2 | 2.3 | 0.1 |
| Volvo | 171 | 168 | -1.8% | 522 | 533 | 2.1% | 2,229 | 2,047 | -8.2% | 0.6 | 0.6 | 0.0 |

*Figures for December 2017 were estimated by Auto Outlook.

Top ten are shaded yellow.

Source: IHS Markit

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

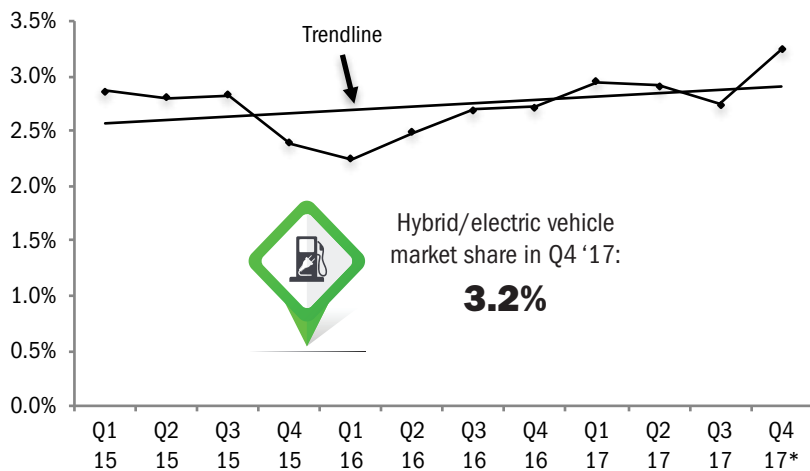


Registrations increased for the following brands:

Tesla, Ram, Audi, Porsche, Acura, Volkswagen, Honda, and Mercedes

HYBRID AND ELECTRIC VEHICLES

**Quarterly Alternative Powertrain Market Share
(includes hybrid and electric vehicles)**



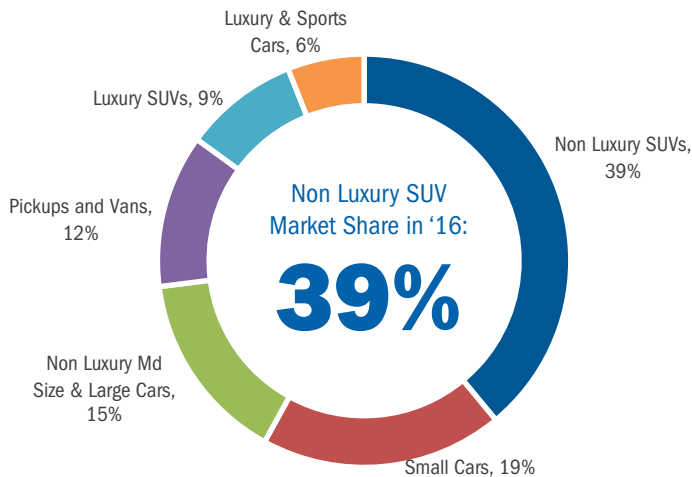
**New Retail Hybrid and Electric Vehicle Registrations
Top 15 Selling Models in Area - YTD '17 thru November**

| Rank | Model | Regs. |
|------|-------------------|-------|
| 1 | Toyota Prius | 1712 |
| 2 | Toyota RAV4 | 1217 |
| 3 | Tesla Model S | 965 |
| 4 | Toyota Camry | 619 |
| 5 | Tesla Model X | 591 |
| 6 | Kia Niro | 591 |
| 7 | Honda Accord | 506 |
| 8 | Toyota Highlander | 490 |
| 9 | Ford Fusion | 302 |
| 10 | Ford C-Max | 268 |
| 11 | Chevrolet Volt | 253 |
| 12 | Lexus RX | 224 |
| 13 | Hyundai Ioniq | 204 |
| 14 | Lincoln MKZ | 199 |
| 15 | Hyundai Sonata | 181 |

The graph above shows hybrid powertrain and electric vehicle quarterly market share in the area. The line shows market share trend over the past 12 quarters. Source: IHS Markit.

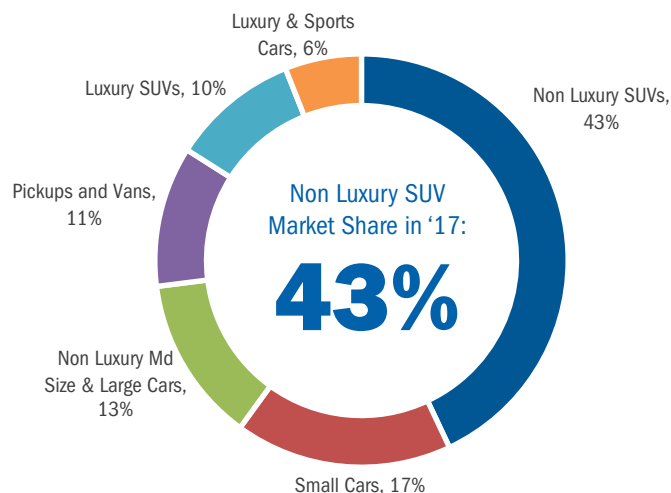
VEHICLE SEGMENTS

**Segment Market Shares in
Chicago Area
YTD 2016 thru November**



Source: IHS Markit.

**Segment Market Shares in
Chicago Area
YTD 2017 thru November**



Source: IHS Markit.

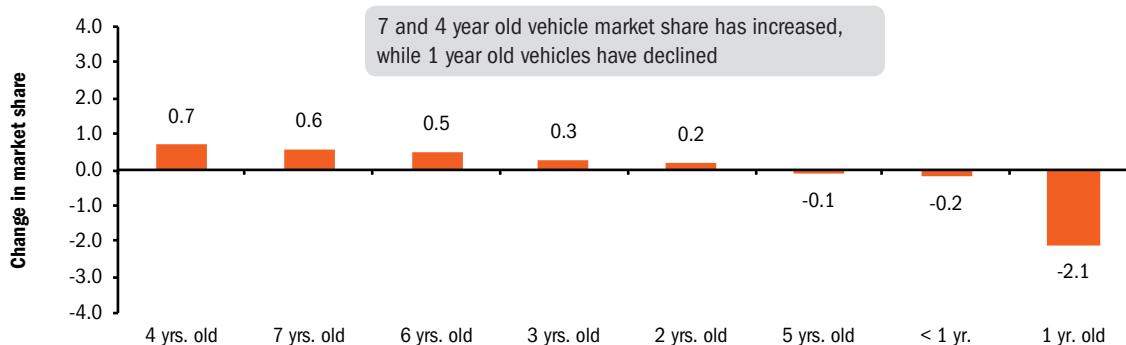
The two graphs above show market shares for primary segments during the first 11 months of 2016 and 2017.

| Chicago Area Used Car and Light Truck Registrations | | | | | | | | | | | | |
|---|--------------|--------|--------|--|---------|--------|-------------------|---------|--------|-------------------------|------|------|
| | November | | | Three Month Period Sep. '17 thru Nov. '17 | | | YTD thru November | | | 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 | 28,048 | 29,816 | 6.3% | 93,205 | 96,009 | 3.0% | 337,392 | 356,365 | 5.6% | | | |
| Acura | 412 | 349 | -15.3% | 1,330 | 1,203 | -9.5% | 4,280 | 4,839 | 13.1% | 1.3 | 1.4 | 0.1 |
| Audi | 506 | 564 | 11.5% | 1,630 | 1,860 | 14.1% | 5,818 | 6,432 | 10.6% | 1.7 | 1.8 | 0.1 |
| BMW | 805 | 763 | -5.2% | 2,645 | 2,611 | -1.3% | 8,997 | 10,203 | 13.4% | 2.7 | 2.9 | 0.2 |
| Buick | 512 | 599 | 17.0% | 1,752 | 1,861 | 6.2% | 6,321 | 6,777 | 7.2% | 1.9 | 1.9 | 0.0 |
| Cadillac | 532 | 533 | 0.2% | 1,797 | 1,743 | -3.0% | 5,942 | 6,622 | 11.4% | 1.8 | 1.9 | 0.1 |
| Chevrolet | 3,735 | 4,213 | 12.8% | 12,191 | 13,467 | 10.5% | 45,485 | 49,545 | 8.9% | 13.5 | 13.9 | 0.4 |
| Chrysler | 713 | 696 | -2.4% | 2,597 | 2,127 | -18.1% | 9,578 | 9,009 | -5.9% | 2.8 | 2.5 | -0.3 |
| Dodge | 1,452 | 1,415 | -2.5% | 4,860 | 4,879 | 0.4% | 17,688 | 18,660 | 5.5% | 5.2 | 5.2 | 0.0 |
| FIAT | 56 | 46 | -17.9% | 151 | 175 | 15.9% | 608 | 652 | 7.2% | 0.2 | 0.2 | 0.0 |
| Ford | 3,380 | 3,524 | 4.3% | 11,263 | 11,588 | 2.9% | 41,671 | 44,424 | 6.6% | 12.4 | 12.5 | 0.1 |
| GMC | 751 | 842 | 12.1% | 2,388 | 2,631 | 10.2% | 8,255 | 9,601 | 16.3% | 2.4 | 2.7 | 0.3 |
| Honda | 1,811 | 1,822 | 0.6% | 6,016 | 6,093 | 1.3% | 21,348 | 22,029 | 3.2% | 6.3 | 6.2 | -0.1 |
| Hyundai | 1,379 | 1,580 | 14.6% | 4,694 | 4,852 | 3.4% | 17,442 | 18,403 | 5.5% | 5.2 | 5.2 | 0.0 |
| Infiniti | 380 | 472 | 24.2% | 1,230 | 1,434 | 16.6% | 4,611 | 5,366 | 16.4% | 1.4 | 1.5 | 0.1 |
| Jaguar | 40 | 45 | 12.5% | 158 | 175 | 10.8% | 607 | 651 | 7.2% | 0.2 | 0.2 | 0.0 |
| Jeep | 1,328 | 1,568 | 18.1% | 4,474 | 4,945 | 10.5% | 15,003 | 17,738 | 18.2% | 4.4 | 5.0 | 0.6 |
| Kia | 722 | 885 | 22.6% | 2,433 | 2,871 | 18.0% | 9,250 | 10,651 | 15.1% | 2.7 | 3.0 | 0.3 |
| Land Rover | 121 | 151 | 24.8% | 415 | 449 | 8.2% | 1,550 | 1,618 | 4.4% | 0.5 | 0.5 | 0.0 |
| Lexus | 556 | 562 | 1.1% | 1,900 | 1,915 | 0.8% | 6,968 | 7,226 | 3.7% | 2.1 | 2.0 | -0.1 |
| Lincoln | 257 | 323 | 25.7% | 880 | 1,068 | 21.4% | 3,175 | 3,755 | 18.3% | 0.9 | 1.1 | 0.2 |
| Mazda | 404 | 445 | 10.1% | 1,321 | 1,399 | 5.9% | 4,814 | 5,003 | 3.9% | 1.4 | 1.4 | 0.0 |
| Mercedes | 762 | 776 | 1.8% | 2,543 | 2,455 | -3.5% | 9,345 | 9,066 | -3.0% | 2.8 | 2.5 | -0.3 |
| MINI | 71 | 81 | 14.1% | 309 | 304 | -1.6% | 1,205 | 1,173 | -2.7% | 0.4 | 0.3 | -0.1 |
| Mitsubishi | 216 | 191 | -11.6% | 757 | 560 | -26.0% | 2,547 | 2,266 | -11.0% | 0.8 | 0.6 | -0.2 |
| Nissan | 2,736 | 2,912 | 6.4% | 9,072 | 9,141 | 0.8% | 32,648 | 33,720 | 3.3% | 9.7 | 9.5 | -0.2 |
| Other | 196 | 131 | -33.2% | 633 | 428 | -32.4% | 2,301 | 1,426 | -38.0% | 0.7 | 0.4 | -0.3 |
| Porsche | 129 | 144 | 11.6% | 420 | 430 | 2.4% | 1,476 | 1,594 | 8.0% | 0.4 | 0.4 | 0.0 |
| smart | 21 | 9 | -57.1% | 71 | 36 | -49.3% | 198 | 177 | -10.6% | 0.1 | 0.0 | -0.1 |
| Subaru | 459 | 547 | 19.2% | 1,432 | 1,616 | 12.8% | 4,700 | 5,349 | 13.8% | 1.4 | 1.5 | 0.1 |
| Suzuki | 23 | 15 | -34.8% | 59 | 52 | -11.9% | 243 | 175 | -28.0% | 0.1 | 0.0 | -0.1 |
| Toyota | 2,754 | 2,519 | -8.5% | 8,987 | 8,131 | -9.5% | 32,153 | 30,534 | -5.0% | 9.5 | 8.6 | -0.9 |
| Volkswagen | 715 | 991 | 38.6% | 2,426 | 3,151 | 29.9% | 9,863 | 10,301 | 4.4% | 2.9 | 2.9 | 0.0 |
| Volvo | 114 | 103 | -9.6% | 371 | 359 | -3.2% | 1,302 | 1,380 | 6.0% | 0.4 | 0.4 | 0.0 |

Top ten are shaded yellow.

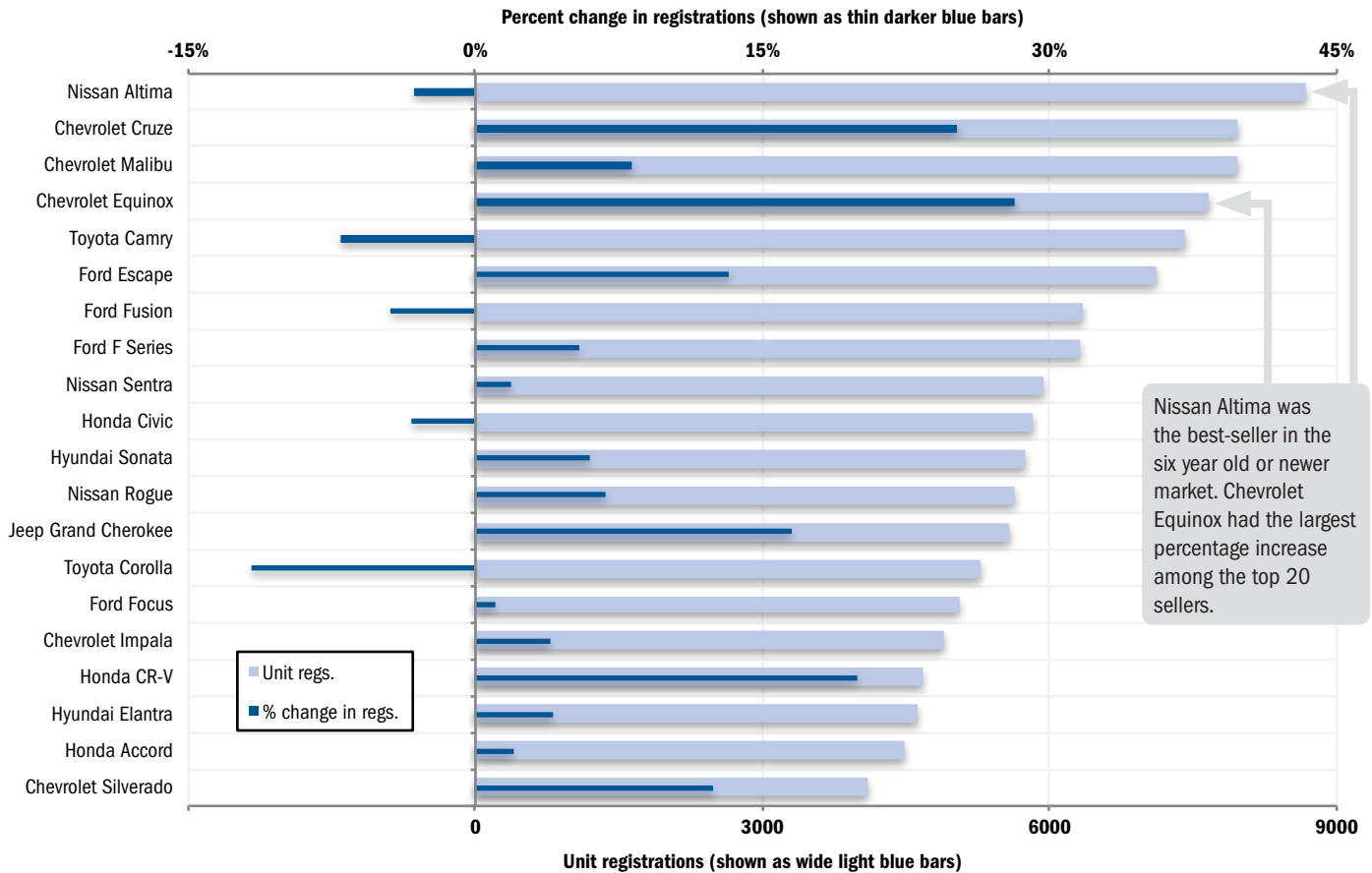
Source: IHS Markit.

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



TOP SELLING USED VEHICLES

**Registrations (YTD '17 thru November) and Percent Change (YTD '17 thru November vs. year earlier)
Top 20 Selling Models in Used Vehicle Market (6 years old or newer)**



The thick light blue bars on the graph show unit registrations (bottom axis), and the thin dark blue bars show the percent change (top axis).

Source: IHS Markit

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