

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 7% in February '16 vs. year earlier.

The area market was up 6.6% in the first two months of this year, slightly above the 6.3% increase in the Nation.

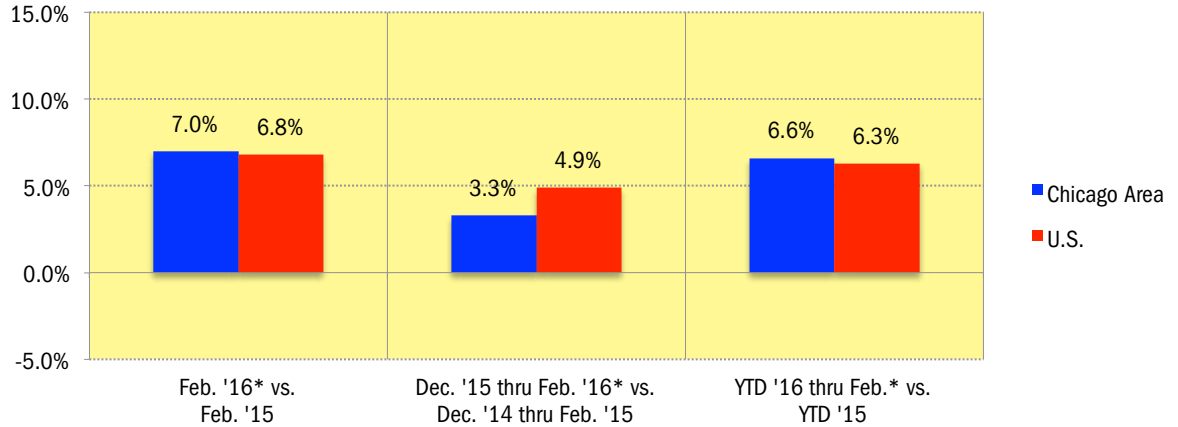
Area used vehicle market improved 21.4% in January 2016 (vehicles seven years old or newer).

Compact SUV new vehicle market share was up again in January of this year.

Nissan Altima was the best seller among seven year-old or newer used vehicles.

Jeep market share in the Chicago Area was 7.9% during the first two months of this year, much higher than its 5.3% share in the Nation.

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



*Figures for February 2016 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					
	February Estimate*			YTD thru Feb.*		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	23,469	25,111	7.0%	47,525	50,673	6.6%
Cars	10,101	10,016	-0.8%	20,808	20,583	-1.1%
Light Trucks	13,368	15,095	12.9%	26,717	30,090	12.6%
Detroit Three Brands	9,794	10,733	9.6%	19,208	21,477	11.8%
European Brands	2,327	2,280	-2.0%	4,713	4,668	-1.0%
Japanese Brands	9,349	9,966	6.6%	19,533	20,327	4.1%
Korean Brands	1,999	2,132	6.7%	4,071	4,201	3.2%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	January			YTD thru January		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	23,541	28,587	21.4%	23,541	23,541	0.0%
Cars	13,145	16,144	22.8%	13,145	13,145	0.0%
Light Trucks	10,396	12,443	19.7%	10,396	10,396	0.0%
Detroit Three Brands	11,085	12,673	14.3%	11,085	11,085	0.0%
European Brands	3,040	3,788	24.6%	3,040	3,040	0.0%
Japanese Brands	7,774	9,887	27.2%	7,774	7,774	0.0%
Korean Brands	1,642	2,239	36.4%	1,642	1,642	0.0%

*Figures for February 2016 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.

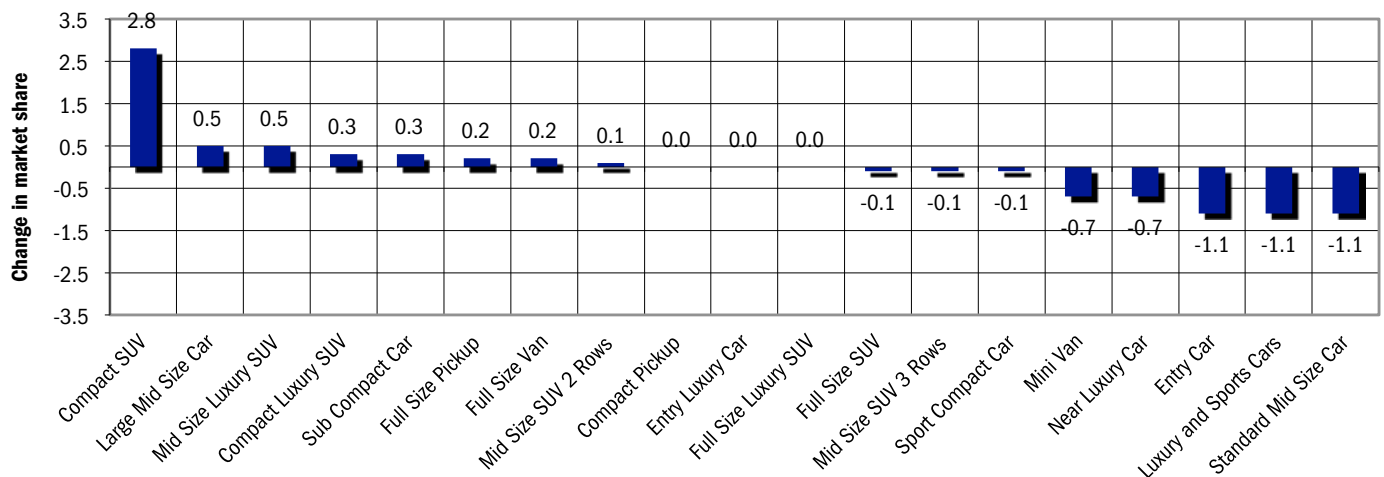
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	February*			Three Month Period Dec. '15 thru Feb. '16*			YTD thru Feb.*			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	23,469	25,111	7.0%	79,269	81,861	3.3%	47,525	50,673	6.6%			
Acura	452	446	-1.3%	1,677	1,512	-9.8%	946	866	-8.5%	2.0	1.7	-0.3
Audi	311	318	2.3%	1,205	1,256	4.2%	633	619	-2.2%	1.3	1.2	-0.1
BMW	528	473	-10.4%	2,072	1,789	-13.7%	1,138	960	-15.6%	2.4	1.9	-0.5
Buick	495	508	2.6%	1,506	1,740	15.5%	858	1,126	31.2%	1.8	2.2	0.4
Cadillac	318	321	0.9%	1,165	1,159	-0.5%	680	666	-2.1%	1.4	1.3	-0.1
Chevrolet	2,689	2,681	-0.3%	8,842	8,888	0.5%	5,129	5,729	11.7%	10.8	11.3	0.5
Chrysler	488	361	-26.0%	1,392	935	-32.8%	883	612	-30.7%	1.9	1.2	-0.7
Dodge	754	849	12.6%	2,396	2,416	0.8%	1,521	1,635	7.5%	3.2	3.2	0.0
FIAT	43	39	-9.3%	148	138	-6.8%	94	87	-7.4%	0.2	0.2	0.0
Ford	2,235	2,691	20.4%	7,582	8,173	7.8%	4,638	5,292	14.1%	9.8	10.4	0.6
GMC	664	620	-6.6%	2,154	2,213	2.7%	1,267	1,314	3.7%	2.7	2.6	-0.1
Honda	2,186	2,522	15.4%	7,801	8,304	6.4%	4,569	4,930	7.9%	9.6	9.7	0.1
Hyundai	1,164	1,179	1.3%	3,886	3,791	-2.4%	2,375	2,332	-1.8%	5.0	4.6	-0.4
Infiniti	223	198	-11.2%	783	848	8.3%	441	497	12.7%	0.9	1.0	0.1
Jaguar	22	23	4.5%	78	74	-5.1%	39	45	15.4%	0.1	0.1	0.0
Jeep	1,724	2,123	23.1%	5,188	6,066	16.9%	3,288	4,006	21.8%	6.9	7.9	1.0
Kia	835	947	13.4%	2,590	2,979	15.0%	1,696	1,863	9.8%	3.6	3.7	0.1
Land Rover	142	185	30.3%	575	613	6.6%	328	369	12.5%	0.7	0.7	0.0
Lexus	472	475	0.6%	1,935	1,948	0.7%	1,080	1,021	-5.5%	2.3	2.0	-0.3
Lincoln	133	173	30.1%	511	651	27.4%	288	398	38.2%	0.6	0.8	0.2
Mazda	499	421	-15.6%	1,581	1,648	4.2%	939	947	0.9%	2.0	1.9	-0.1
Mercedes	482	482	0.0%	1,840	1,842	0.1%	970	1,005	3.6%	2.0	2.0	0.0
MINI	80	61	-23.8%	275	213	-22.5%	154	120	-22.1%	0.3	0.2	-0.1
Mitsubishi	239	250	4.6%	745	774	3.9%	470	499	6.2%	1.0	1.0	0.0
Nissan	1,887	2,139	13.4%	6,101	6,488	6.3%	3,808	4,317	13.4%	8.0	8.5	0.5
Other	33	47	42.4%	110	101	-8.2%	66	69	4.5%	0.1	0.1	0.0
Porsche	73	81	11.0%	282	325	15.2%	154	186	20.8%	0.3	0.4	0.1
Ram	257	328	27.6%	891	965	8.3%	522	592	13.4%	1.1	1.2	0.1
Subaru	929	947	1.9%	3,061	3,182	4.0%	1,934	2,072	7.1%	4.1	4.1	0.0
Tesla	36	36	0.0%	163	187	14.7%	132	65	-50.8%	0.3	0.1	-0.2
Toyota	2,461	2,588	5.2%	8,763	8,469	-3.4%	5,345	5,198	-2.8%	11.2	10.3	-0.9
Volkswagen	470	409	-13.0%	1,591	1,597	0.4%	910	875	-3.8%	1.9	1.7	-0.2
Volvo	145	190	31.0%	380	577	51.8%	230	361	57.0%	0.5	0.7	0.2

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

Source: IHS Automotive

Change in Area Segment Market Share - January 2016 vs. January 2015



Data Source: IHS Automotive.

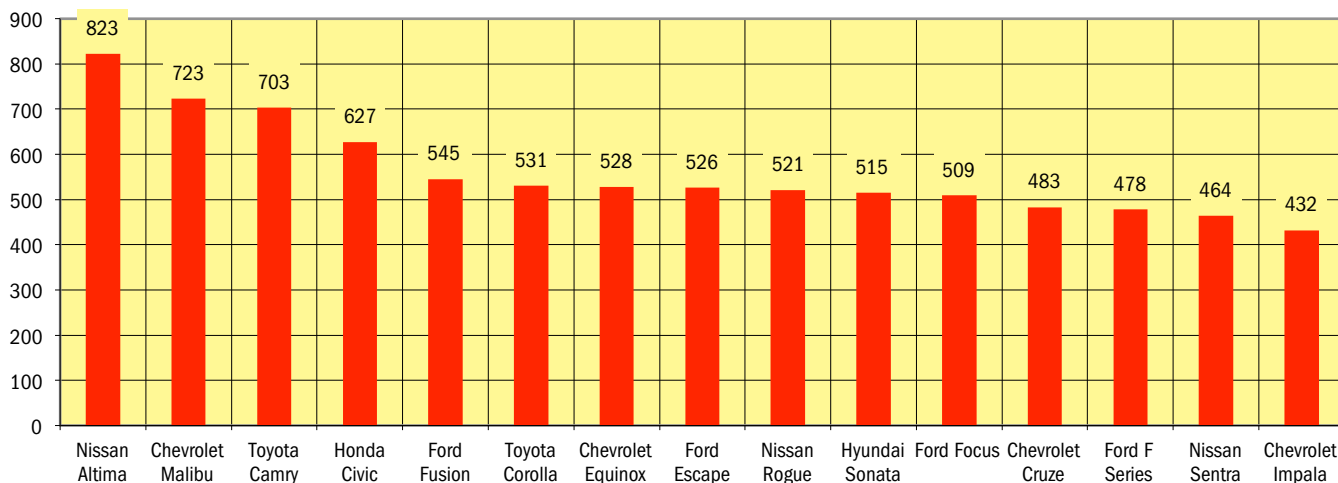
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	January			Three Month Period Nov. '15 thru Jan '16			YTD thru January			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	23,541	28,587	21.4%	82,804	87,760	6.0%	23,541	28,587	21.4%			
Acura	404	450	11.4%	1,298	1,367	5.3%	404	450	11.4%	1.7	1.6	-0.1
Audi	428	555	29.7%	1,476	1,543	4.5%	428	555	29.7%	1.8	1.9	0.1
BMW	583	756	29.7%	2,203	2,352	6.8%	583	756	29.7%	2.5	2.6	0.1
Buick	500	495	-1.0%	1,762	1,659	-5.8%	500	495	-1.0%	2.1	1.7	-0.4
Cadillac	448	514	14.7%	1,724	1,502	-12.9%	448	514	14.7%	1.9	1.8	-0.1
Chevrolet	3,571	3,795	6.3%	12,438	11,846	-4.8%	3,571	3,795	6.3%	15.2	13.3	-1.9
Chrysler	680	771	13.4%	2,376	2,429	2.2%	680	771	13.4%	2.9	2.7	-0.2
Dodge	1,215	1,444	18.8%	4,375	4,376	0.0%	1,215	1,444	18.8%	5.2	5.1	-0.1
FIAT	31	45	45.2%	93	134	44.1%	31	45	45.2%	0.1	0.2	0.1
Ford	2,609	3,353	28.5%	9,027	10,621	17.7%	2,609	3,353	28.5%	11.1	11.7	0.6
GMC	608	675	11.0%	2,019	2,165	7.2%	608	675	11.0%	2.6	2.4	-0.2
Honda	1,591	1,897	19.2%	5,562	5,719	2.8%	1,591	1,897	19.2%	6.8	6.6	-0.2
Hyundai	1,135	1,485	30.8%	3,972	4,330	9.0%	1,135	1,485	30.8%	4.8	5.2	0.4
Infiniti	341	423	24.0%	1,160	1,328	14.5%	341	423	24.0%	1.4	1.5	0.1
Jaguar	31	46	48.4%	148	119	-19.6%	31	46	48.4%	0.1	0.2	0.1
Jeep	907	1,218	34.3%	3,088	3,657	18.4%	907	1,218	34.3%	3.9	4.3	0.4
Kia	507	754	48.7%	1,795	2,310	28.7%	507	754	48.7%	2.2	2.6	0.4
Land Rover	151	149	-1.3%	479	502	4.8%	151	149	-1.3%	0.6	0.5	-0.1
Lexus	510	594	16.5%	1,751	1,809	3.3%	510	594	16.5%	2.2	2.1	-0.1
Lincoln	267	273	2.2%	1,002	885	-11.7%	267	273	2.2%	1.1	1.0	-0.1
Mazda	374	411	9.9%	1,288	1,292	0.3%	374	411	9.9%	1.6	1.4	-0.2
Mercedes	673	869	29.1%	2,376	2,485	4.6%	673	869	29.1%	2.9	3.0	0.1
MINI	78	108	38.5%	278	299	7.6%	78	108	38.5%	0.3	0.4	0.1
Mitsubishi	194	203	4.6%	666	645	-3.2%	194	203	4.6%	0.8	0.7	-0.1
Nissan	2,061	2,817	36.7%	7,008	8,446	20.5%	2,061	2,817	36.7%	8.8	9.9	1.1
Other	318	170	-46.5%	1,558	993	-36.3%	318	170	-46.5%	1.4	0.6	-0.8
Porsche	101	122	20.8%	321	378	17.8%	101	122	20.8%	0.4	0.4	0.0
smart	13	13	0.0%	33	51	54.5%	13	13	0.0%	0.1	0.0	-0.1
Subaru	324	399	23.1%	1,037	1,150	10.9%	324	399	23.1%	1.4	1.4	0.0
Suzuki	30	20	-33.3%	141	97	-31.2%	30	20	-33.3%	0.1	0.1	0.0
Toyota	1,942	2,672	37.6%	7,260	8,043	10.8%	1,942	2,672	37.6%	8.2	9.3	1.1
Volkswagen	783	975	24.5%	2,693	2,840	5.5%	783	975	24.5%	3.3	3.4	0.1
Volvo	133	116	-12.8%	397	388	-2.3%	133	116	-12.8%	0.6	0.4	-0.2

Top ten are shaded green.

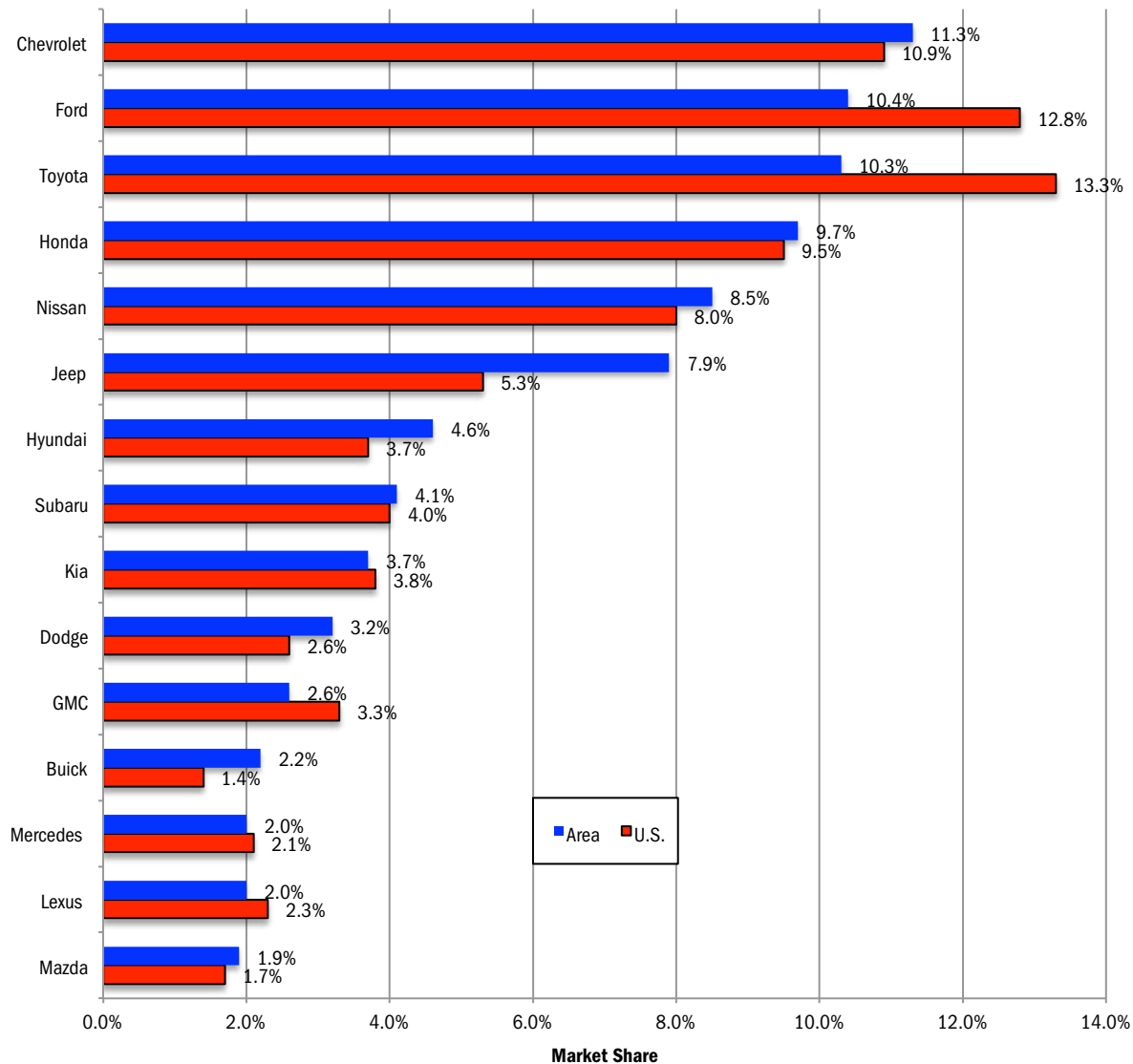
Source: IHS Automotive.

Top Selling Models in Used Vehicle Market (vehicles seven years old or newer) - January 2016



Data Source: IHS Automotive.

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



*Figures for February 2016 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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