

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations declined an estimated 2% in February '17 vs. year earlier.

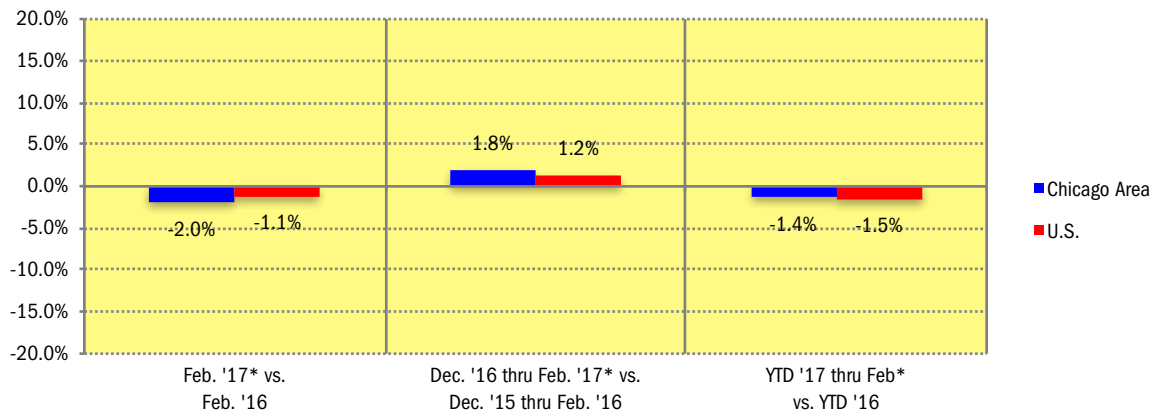
The area market fell 1.4% during the first two months of this year. The U.S. market was down an almost identical 1.5%.

Area used vehicle market increased sharply in January '17, and was up 2.5% for all of 2016.

The Subcompact SUV segment had the largest market share gain in January of this year, while Midsize Car had the biggest decline.

Tesla, Volkswagen, Porsche, Audi, Ram, and Mercedes had the largest increases in the new vehicle market during the first two months of this year. Registrations for each of these brands increased by more than 10%.

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



*Figures for February 2017 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					
	February Estimate*			YTD thru Feb		
	2016	2017	Change	2016	2017	Change
Total	28,502	27,931	-2.0%	54,006	53,225	-1.4%
Cars	11,626	10,037	-13.7%	21,858	19,355	-11.5%
Light Trucks	16,876	17,894	6.0%	32,148	33,870	5.4%
Detroit Three Brands	12,378	11,899	-3.9%	23,079	22,440	-2.8%
European Brands	2,805	2,909	3.7%	5,213	5,653	8.4%
Japanese Brands	10,983	10,963	-0.2%	21,320	20,904	-2.0%
Korean Brands	2,336	2,160	-7.5%	4,394	4,228	-3.8%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	January			Annual Total		
	2016	2017	Change	2015	2016	Change
Total	28,587	34,339	20.1%	356,387	365,323	2.5%
Cars	16,144	18,256	13.1%	204,642	204,796	0.1%
Light Trucks	12,443	16,083	29.3%	151,745	160,527	5.8%
Detroit Three Brands	12,673	15,807	24.7%	164,266	167,909	2.2%
European Brands	3,788	4,267	12.6%	45,455	44,849	-1.3%
Japanese Brands	9,887	11,559	16.9%	121,179	123,763	2.1%
Korean Brands	2,239	2,706	20.9%	25,487	28,802	13.0%

*Figures for Feb. 2017 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.

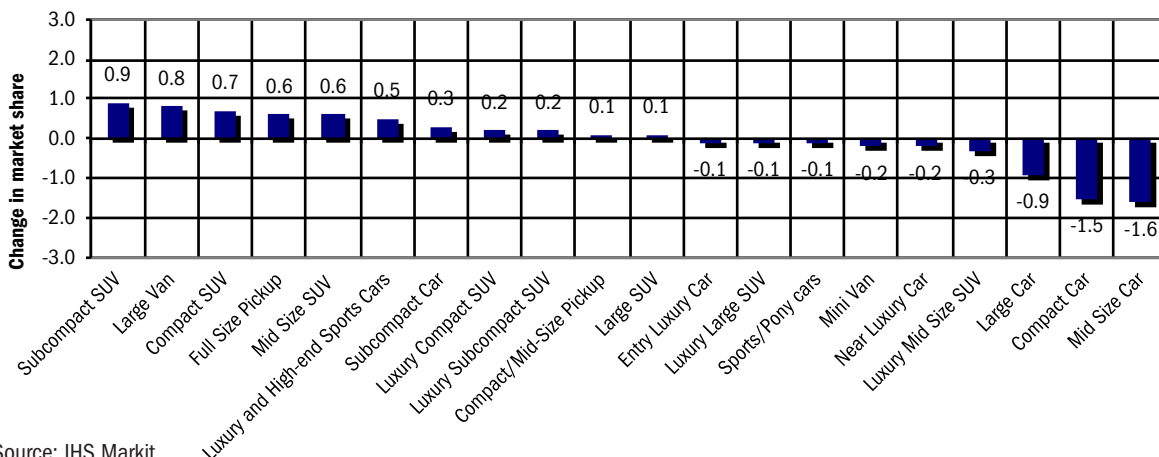
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	Feburary*			Three Month Period Dec. '16 thru Feb. '17*			YTD thru Feb			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	28,502	27,931	-2.0%	85,194	86,763	1.8%	54,006	53,225	-1.4%			
Acura	454	381	-16.1%	1,521	1,378	-9.4%	875	757	-13.5%	1.6	1.4	-0.2
Audi	359	416	15.9%	1,297	1,446	11.5%	660	753	14.1%	1.2	1.4	0.2
BMW	616	610	-1.0%	1,944	1,887	-2.9%	1,115	1,114	-0.1%	2.1	2.1	0.0
Buick	564	504	-10.6%	1,796	1,485	-17.3%	1,182	970	-17.9%	2.2	1.8	-0.4
Cadillac	404	365	-9.7%	1,242	1,117	-10.1%	749	665	-11.2%	1.4	1.2	-0.2
Chevrolet	3,906	3,985	2.0%	10,160	10,695	5.3%	7,001	6,848	-2.2%	13.0	12.9	-0.1
Chrysler	285	203	-28.8%	857	799	-6.8%	534	487	-8.8%	1.0	0.9	-0.1
Dodge	904	833	-7.9%	2,471	2,055	-16.8%	1,690	1,439	-14.9%	3.1	2.7	-0.4
FIAT	54	43	-20.4%	153	151	-1.3%	102	97	-4.9%	0.2	0.2	0.0
Ford	2,889	2,722	-5.8%	8,299	8,456	1.9%	5,418	5,411	-0.1%	10.0	10.2	0.2
GMC	843	975	15.7%	2,428	2,485	2.3%	1,529	1,628	6.5%	2.8	3.1	0.3
Honda	2,739	2,819	2.9%	8,520	9,111	6.9%	5,146	5,448	5.9%	9.5	10.2	0.7
Hyundai	1,308	1,290	-1.4%	3,920	4,189	6.9%	2,461	2,519	2.4%	4.6	4.7	0.1
Infiniti	298	390	30.9%	948	1,113	17.4%	597	631	5.7%	1.1	1.2	0.1
Jaguar	29	66	127.6%	80	226	182.5%	51	141	176.5%	0.1	0.3	0.2
Jeep	1,943	1,636	-15.8%	5,886	5,597	-4.9%	3,826	3,493	-8.7%	7.1	6.6	-0.5
Kia	1,028	870	-15.4%	3,049	2,658	-12.8%	1,933	1,678	-13.2%	3.6	3.2	-0.4
Land Rover	215	190	-11.6%	642	603	-6.1%	398	365	-8.3%	0.7	0.7	0.0
Lexus	579	453	-21.8%	2,052	1,784	-13.1%	1,125	879	-21.9%	2.1	1.7	-0.4
Lincoln	226	242	7.1%	706	750	6.2%	453	464	2.4%	0.8	0.9	0.1
Mazda	554	579	4.5%	1,777	1,729	-2.7%	1,076	1,073	-0.3%	2.0	2.0	0.0
Mercedes	578	612	5.9%	1,942	2,045	5.3%	1,105	1,223	10.7%	2.0	2.3	0.3
MINI	94	70	-25.5%	249	240	-3.6%	156	147	-5.8%	0.3	0.3	0.0
Mitsubishi	273	374	37.0%	797	790	-0.9%	522	567	8.6%	1.0	1.1	0.1
Nissan	2,339	2,335	-0.2%	6,669	7,093	6.4%	4,498	4,242	-5.7%	8.3	8.0	-0.3
Other	39	38	-2.6%	94	219	133.0%	62	127	104.8%	0.1	0.2	0.1
Porsche	98	99	1.0%	342	376	9.9%	203	232	14.3%	0.4	0.4	0.0
Ram	383	392	2.3%	1,010	1,123	11.2%	637	726	14.0%	1.2	1.4	0.2
Subaru	1,019	1,088	6.8%	3,250	3,712	14.2%	2,140	2,276	6.4%	4.0	4.3	0.3
Tesla	31	42	35.5%	182	337	85.2%	60	306	410.0%	0.1	0.6	0.5
Toyota	2,726	2,544	-6.7%	8,610	8,466	-1.7%	5,339	5,029	-5.8%	9.9	9.4	-0.5
Volkswagen	553	615	11.2%	1,741	2,211	27.0%	1,019	1,223	20.0%	1.9	2.3	0.4
Volvo	172	150	-12.8%	560	437	-22.0%	344	267	-22.4%	0.6	0.5	-0.1

*Figures for Feb. 2017 were estimated by Auto Outlook. Top ten are shaded green.

Source: IHS Markit

Change in Area Segment Market Share - January 2017 vs. January 2016



Data Source: IHS Markit.

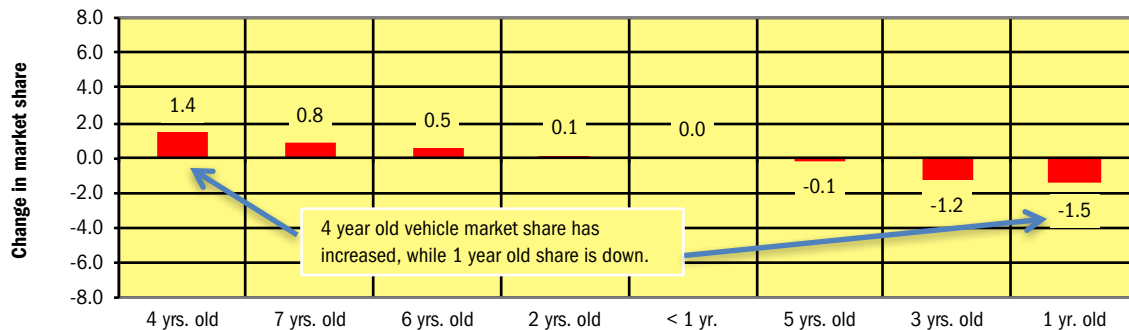
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	January			Three Month Period Nov. '16 thru Jan. '17			Annual Total			Annual Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2016	2017	% chg.	Yr. Ago	Current	% chg.	2015	2016	% chg.	2015	2016	Chg.
	TOTAL	28,587	34,339	20.1%	87,760	90,318	2.9%	356,387	365,323	2.5%		
Acura	450	569	26.4%	1,367	1,426	4.3%	5,404	4,725	-12.6%	1.5	1.3	-0.2
Audi	555	623	12.3%	1,543	1,609	4.3%	6,089	6,298	3.4%	1.7	1.7	0.0
BMW	756	1,012	33.9%	2,352	2,639	12.2%	9,465	9,819	3.7%	2.7	2.7	0.0
Buick	495	648	30.9%	1,659	1,676	1.0%	7,291	6,837	-6.2%	2.0	1.9	-0.1
Cadillac	514	638	24.1%	1,502	1,690	12.5%	5,943	6,462	8.7%	1.7	1.8	0.1
Chevrolet	3,795	4,777	25.9%	11,846	12,310	3.9%	50,892	49,283	-3.2%	14.3	13.5	-0.8
Chrysler	771	895	16.1%	2,429	2,301	-5.3%	10,202	10,271	0.7%	2.9	2.8	-0.1
Dodge	1,444	1,737	20.3%	4,376	4,607	5.3%	18,679	19,106	2.3%	5.2	5.2	0.0
FIAT	45	62	37.8%	134	159	18.7%	523	649	24.1%	0.1	0.2	0.1
Ford	3,353	4,196	25.1%	10,621	11,073	4.3%	41,160	45,168	9.7%	11.5	12.4	0.9
GMC	675	919	36.1%	2,165	2,443	12.8%	8,384	9,028	7.7%	2.4	2.5	0.1
Honda	1,897	1,969	3.8%	5,719	5,504	-3.8%	23,737	23,072	-2.8%	6.7	6.3	-0.4
Hyundai	1,485	1,784	20.1%	4,330	4,503	4.0%	16,546	18,782	13.5%	4.6	5.1	0.5
Infiniti	423	538	27.2%	1,328	1,335	0.5%	5,481	5,028	-8.3%	1.5	1.4	-0.1
Jaguar	46	63	37.0%	119	153	28.6%	610	657	7.7%	0.2	0.2	0.0
Jeep	1,218	1,604	31.7%	3,657	4,349	18.9%	13,545	16,420	21.2%	3.8	4.5	0.7
Kia	754	922	22.3%	2,310	2,414	4.5%	8,941	10,020	12.1%	2.5	2.7	0.2
Land Rover	149	171	14.8%	502	427	-14.9%	1,907	1,685	-11.6%	0.5	0.5	0.0
Lexus	594	828	39.4%	1,809	1,987	9.8%	7,437	7,571	1.8%	2.1	2.1	0.0
Lincoln	273	334	22.3%	885	871	-1.6%	3,559	3,455	-2.9%	1.0	0.9	-0.1
Mazda	411	446	8.5%	1,292	1,193	-7.7%	5,578	5,157	-7.5%	1.6	1.4	-0.2
Mercedes	869	967	11.3%	2,485	2,473	-0.5%	10,073	10,089	0.2%	2.8	2.8	0.0
MINI	108	129	19.4%	299	282	-5.7%	1,244	1,287	3.5%	0.3	0.4	0.1
Mitsubishi	203	242	19.2%	645	655	1.6%	2,894	2,744	-5.2%	0.8	0.8	0.0
Nissan	2,817	3,168	12.5%	8,446	8,532	1.0%	33,061	35,276	6.7%	9.3	9.7	0.4
Other	170	103	-39.4%	993	451	-54.6%	5,319	2,453	-53.9%	1.5	0.7	-0.8
Porsche	122	148	21.3%	378	395	4.5%	1,496	1,594	6.6%	0.4	0.4	0.0
smart	13	13	0.0%	51	52	2.0%	235	216	-8.1%	0.1	0.1	0.0
Subaru	399	492	23.3%	1,150	1,405	22.2%	4,460	5,154	15.6%	1.3	1.4	0.1
Suzuki	20	14	-30.0%	97	51	-47.4%	521	257	-50.7%	0.1	0.1	0.0
Toyota	2,672	3,292	23.2%	8,043	8,651	7.6%	32,580	34,758	6.7%	9.1	9.5	0.4
Volkswagen	975	909	-6.8%	2,840	2,367	-16.7%	11,485	10,606	-7.7%	3.2	2.9	-0.3
Volvo	116	127	9.5%	388	335	-13.7%	1,646	1,396	-15.2%	0.5	0.4	-0.1

Top ten are shaded green.

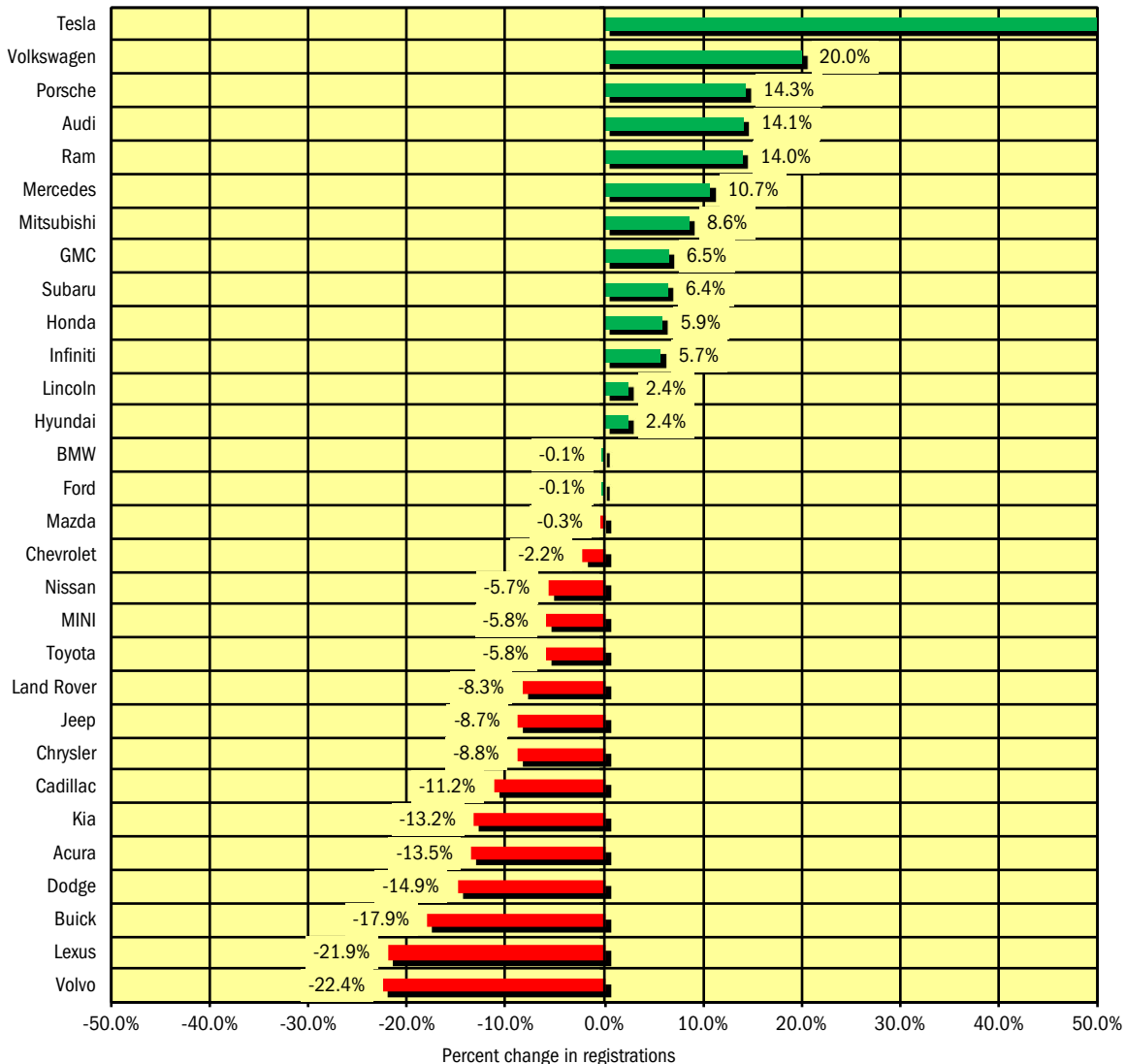
Source: IHS Markit.

Change in Used Vehicle Market Share by Age of Vehicle - January 2017 vs. January 2016



Data Source: IHS Markit.

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



*Figures for February 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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