

Chicago Auto Outlook™

Publication
Sponsored
by:



Comprehensive information on the Chicagoland automotive market

Quick Facts

The area market declined slightly during the first seven months of this year versus a year earlier. The U.S. market was up by less than 1%.

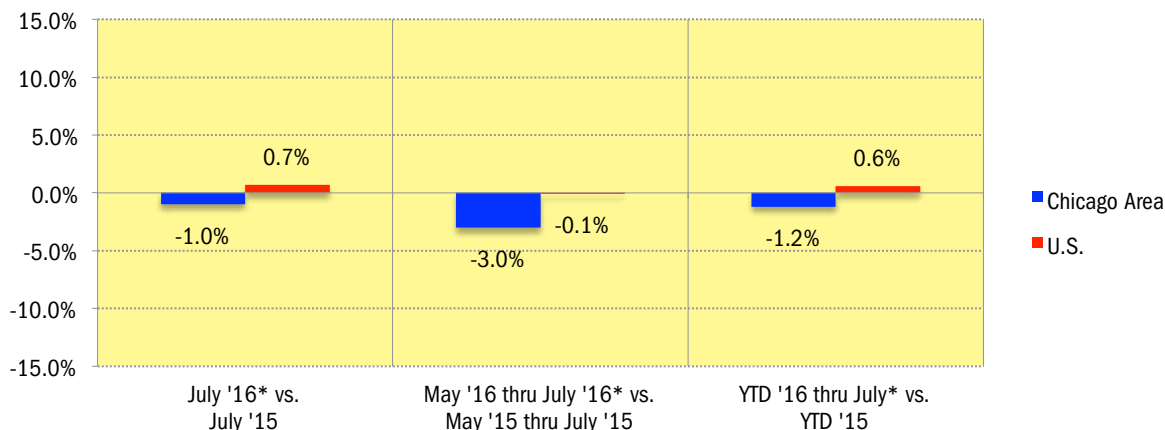
New retail vehicle registrations declined an estimated 1% in July '16 vs. year earlier.

Area used vehicle market increased slightly in June, and was up 2.8% for the first six months of this year (vehicles seven years old or newer).

Hybrid/electric vehicle market share trailed year-earlier levels during each of the first six months of this year.

Lincoln, Volvo, Infiniti, Chevrolet, and Porsche new retail registrations increased by more than 5% so far this year.

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



*Figures for July 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					
	July Estimate*			YTD thru July*		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	35,482	35,127	-1.0%	221,207	218,585	-1.2%
Cars	15,597	13,824	-11.4%	99,021	91,156	-7.9%
Light Trucks	19,885	21,303	7.1%	122,186	127,429	4.3%
Detroit Three Brands	14,443	14,062	-2.6%	88,704	88,859	0.2%
European Brands	3,452	3,441	-0.3%	22,831	22,223	-2.7%
Japanese Brands	14,426	14,337	-0.6%	89,978	88,270	-1.9%
Korean Brands	3,161	3,287	4.0%	19,694	19,233	-2.3%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	June			YTD thru June		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	27,375	27,812	1.6%	173,015	177,940	2.8%
Cars	15,876	15,806	-0.4%	100,186	102,170	2.0%
Light Trucks	11,499	12,006	4.4%	72,829	75,770	4.0%
Detroit Three Brands	12,475	12,696	1.8%	80,720	82,111	1.7%
European Brands	3,682	3,400	-7.7%	22,131	22,201	0.3%
Japanese Brands	9,301	9,505	2.2%	58,206	59,269	1.8%
Korean Brands	1,917	2,211	15.3%	11,958	14,359	20.1%

*Figures for July 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.

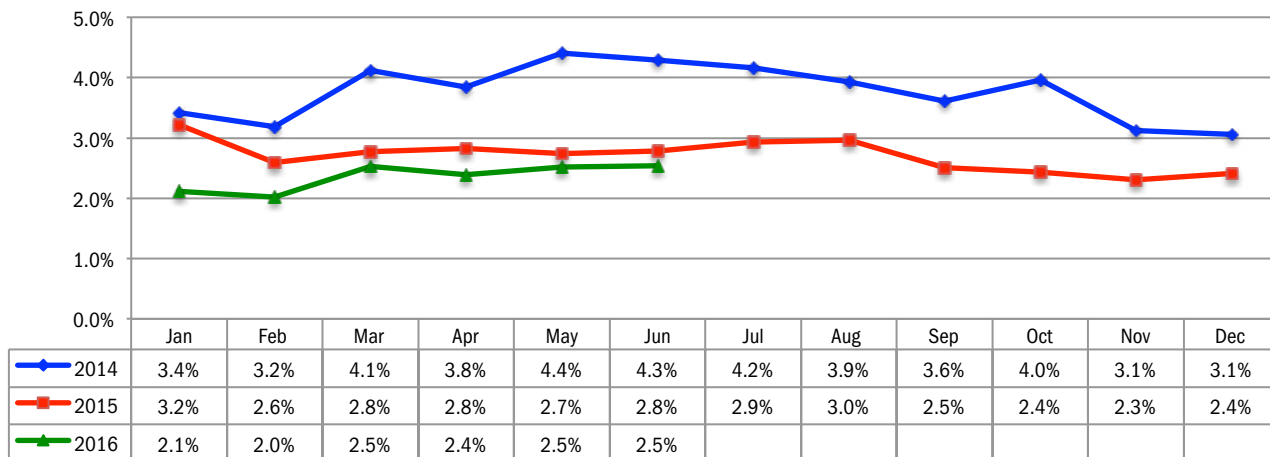
Data Source: IHS Markit.

New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	July*			Three Month Period May '16 thru July '16*			YTD thru July*			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	35,482	35,127	-1.0%	105,463	102,279	-3.0%	221,207	218,585	-1.2%			
Acura	621	559	-10.0%	2,098	1,613	-23.1%	4,380	3,642	-16.8%	2.0	1.7	-0.3
Audi	525	537	2.3%	1,700	1,598	-6.0%	3,410	3,370	-1.2%	1.5	1.5	0.0
BMW	644	604	-6.2%	2,097	1,899	-9.4%	4,769	4,308	-9.7%	2.2	2.0	-0.2
Buick	684	741	8.3%	1,902	1,957	2.9%	4,045	4,215	4.2%	1.8	1.9	0.1
Cadillac	436	434	-0.5%	1,268	1,303	2.8%	2,786	2,818	1.1%	1.3	1.3	0.0
Chevrolet	4,110	3,822	-7.0%	12,025	12,021	0.0%	24,554	25,999	5.9%	11.1	11.9	0.8
Chrysler	500	365	-27.0%	1,599	1,366	-14.6%	3,722	2,577	-30.8%	1.7	1.2	-0.5
Dodge	945	875	-7.4%	2,997	2,526	-15.7%	6,696	5,998	-10.4%	3.0	2.7	-0.3
FIAT	91	76	-16.5%	230	188	-18.3%	433	406	-6.2%	0.2	0.2	0.0
Ford	3,630	3,458	-4.7%	10,354	9,955	-3.9%	21,651	21,550	-0.5%	9.8	9.9	0.1
GMC	967	995	2.9%	2,741	2,731	-0.4%	5,643	5,739	1.7%	2.6	2.6	0.0
Honda	3,670	3,814	3.9%	10,869	10,996	1.2%	21,781	22,829	4.8%	9.8	10.4	0.6
Hyundai	1,938	2,009	3.7%	5,724	5,481	-4.2%	11,866	11,075	-6.7%	5.4	5.1	-0.3
Infiniti	314	294	-6.4%	927	950	2.5%	2,016	2,215	9.9%	0.9	1.0	0.1
Jaguar	23	61	165.2%	91	241	164.8%	193	365	89.1%	0.1	0.2	0.1
Jeep	2,569	2,730	6.3%	7,563	7,427	-1.8%	15,510	15,464	-0.3%	7.0	7.1	0.1
Kia	1,223	1,278	4.5%	3,700	3,849	4.0%	7,828	8,158	4.2%	3.5	3.7	0.2
Land Rover	178	212	19.1%	574	593	3.3%	1,390	1,455	4.7%	0.6	0.7	0.1
Lexus	785	721	-8.2%	2,249	2,068	-8.0%	4,795	4,528	-5.6%	2.2	2.1	-0.1
Lincoln	215	201	-6.5%	640	752	17.5%	1,336	1,709	27.9%	0.6	0.8	0.2
Mazda	728	734	0.8%	2,325	2,240	-3.7%	4,765	4,640	-2.6%	2.2	2.1	-0.1
Mercedes	716	753	5.2%	2,167	2,271	4.8%	4,777	4,653	-2.6%	2.2	2.1	-0.1
MINI	104	94	-9.6%	357	368	3.1%	735	734	-0.1%	0.3	0.3	0.0
Mitsubishi	284	280	-1.4%	867	843	-2.8%	2,041	1,979	-3.0%	0.9	0.9	0.0
Nissan	2,735	2,732	-0.1%	8,117	7,851	-3.3%	17,500	17,388	-0.6%	7.9	8.0	0.1
Other	55	37	-32.7%	157	119	-24.2%	348	267	-23.3%	0.2	0.1	-0.1
Porsche	177	142	-19.8%	460	444	-3.5%	905	955	5.5%	0.4	0.4	0.0
Ram	307	348	13.4%	977	985	0.8%	2,223	2,325	4.6%	1.0	1.1	0.1
Subaru	1,176	1,190	1.2%	3,394	3,709	9.3%	7,883	8,208	4.1%	3.6	3.8	0.2
Tesla	78	93	19.2%	214	196	-8.4%	530	463	-12.6%	0.2	0.2	0.0
Toyota	4,110	4,013	-2.4%	12,168	11,112	-8.7%	24,809	22,835	-8.0%	11.2	10.4	-0.8
Volkswagen	819	738	-9.9%	2,518	2,096	-16.8%	4,894	4,450	-9.1%	2.2	2.0	-0.2
Volvo	125	187	49.6%	394	531	34.8%	993	1,268	27.7%	0.4	0.6	0.2

*Figures for July 2016 were estimated by Auto Outlook. Top ten are shaded green. Source: IHS Markit

Combined Hybrid and Electric Vehicle Market Share in Chicago Area



Data Source: IHS Markit.

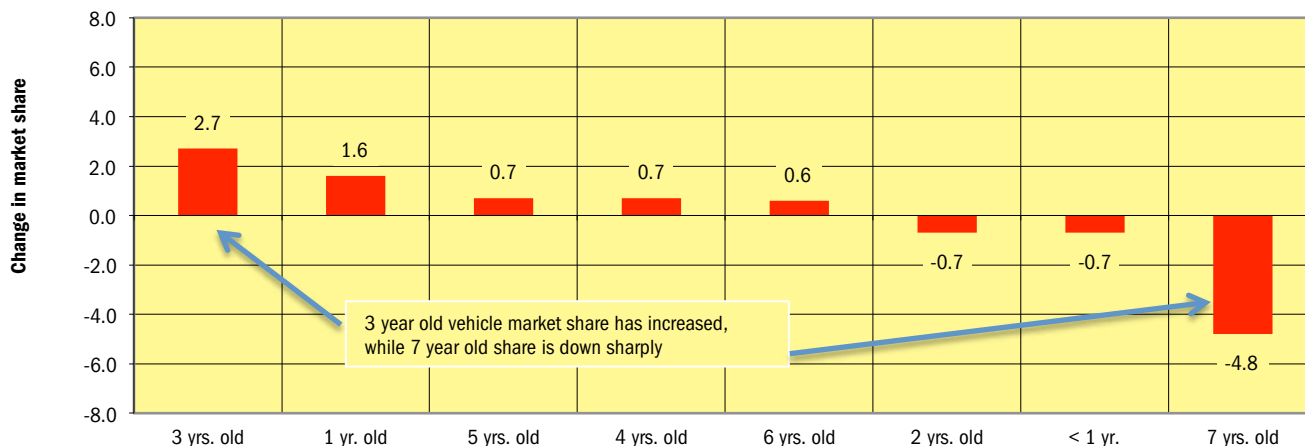
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	June			Three Month Period Apr. '16 thru June '16			YTD thru June			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	27,375	27,812	1.6%	89,135	91,455	2.6%	173,015	177,940	2.8%			
Acura	428	344	-19.6%	1,341	1,031	-23.1%	2,652	2,103	-20.7%	1.5	1.2	-0.3
Audi	502	437	-12.9%	1,541	1,548	0.5%	2,909	3,069	5.5%	1.7	1.7	0.0
BMW	773	713	-7.8%	2,473	2,372	-4.1%	4,525	4,557	0.7%	2.6	2.6	0.0
Buick	542	476	-12.2%	1,821	1,665	-8.6%	3,670	3,341	-9.0%	2.1	1.9	-0.2
Cadillac	442	432	-2.3%	1,475	1,501	1.8%	3,011	2,993	-0.6%	1.7	1.7	0.0
Chevrolet	3,753	3,745	-0.2%	12,909	12,612	-2.3%	26,040	24,555	-5.7%	15.1	13.8	-1.3
Chrysler	839	764	-8.9%	2,579	2,565	-0.5%	4,989	5,156	3.3%	2.9	2.9	0.0
Dodge	1,410	1,393	-1.2%	4,761	4,699	-1.3%	9,306	9,362	0.6%	5.4	5.3	-0.1
FIAT	36	56	55.6%	139	178	28.1%	247	321	30.0%	0.1	0.2	0.1
Ford	3,256	3,584	10.1%	10,235	11,703	14.3%	19,307	22,161	14.8%	11.2	12.5	1.3
GMC	610	660	8.2%	2,046	2,126	3.9%	4,054	4,253	4.9%	2.3	2.4	0.1
Honda	1,790	1,737	-3.0%	5,955	5,668	-4.8%	11,611	11,024	-5.1%	6.7	6.2	-0.5
Hyundai	1,192	1,375	15.4%	3,884	4,595	18.3%	7,723	9,321	20.7%	4.5	5.2	0.7
Infiniti	444	378	-14.9%	1,432	1,257	-12.2%	2,619	2,550	-2.6%	1.5	1.4	-0.1
Jaguar	49	64	30.6%	172	182	5.8%	327	335	2.4%	0.2	0.2	0.0
Jeep	996	1,216	22.1%	3,202	4,006	25.1%	6,285	7,689	22.3%	3.6	4.3	0.7
Kia	725	836	15.3%	2,246	2,670	18.9%	4,235	5,038	19.0%	2.4	2.8	0.4
Land Rover	147	143	-2.7%	474	415	-12.4%	885	837	-5.4%	0.5	0.5	0.0
Lexus	594	556	-6.4%	1,947	1,890	-2.9%	3,646	3,689	1.2%	2.1	2.1	0.0
Lincoln	267	280	4.9%	842	878	4.3%	1,700	1,689	-0.6%	1.0	0.9	-0.1
Mazda	457	418	-8.5%	1,413	1,348	-4.6%	2,729	2,544	-6.8%	1.6	1.4	-0.2
Mercedes	791	778	-1.6%	2,705	2,587	-4.4%	5,055	4,982	-1.4%	2.9	2.8	-0.1
MINI	106	109	2.8%	336	343	2.1%	601	646	7.5%	0.3	0.4	0.1
Mitsubishi	246	213	-13.4%	745	654	-12.2%	1,428	1,274	-10.8%	0.8	0.7	-0.1
Nissan	2,563	2,592	1.1%	8,356	8,556	2.4%	15,818	17,085	8.0%	9.1	9.6	0.5
Other	421	199	-52.7%	1,446	641	-55.7%	2,710	1,217	-55.1%	1.6	0.7	-0.9
Porsche	119	113	-5.0%	404	410	1.5%	723	770	6.5%	0.4	0.4	0.0
smart	20	20	0.0%	52	58	11.5%	107	99	-7.5%	0.1	0.1	0.0
Subaru	302	399	32.1%	1,072	1,251	16.7%	2,108	2,322	10.2%	1.2	1.3	0.1
Suzuki	39	19	-51.3%	145	76	-47.6%	271	138	-49.1%	0.2	0.1	-0.1
Toyota	2,434	2,849	17.1%	7,651	8,849	15.7%	15,312	16,533	8.0%	8.9	9.3	0.4
Volkswagen	944	809	-14.3%	2,929	2,754	-6.0%	5,631	5,605	-0.5%	3.3	3.1	-0.2
Volvo	138	105	-23.9%	407	367	-9.8%	781	682	-12.7%	0.5	0.4	-0.1

Top ten are shaded green.

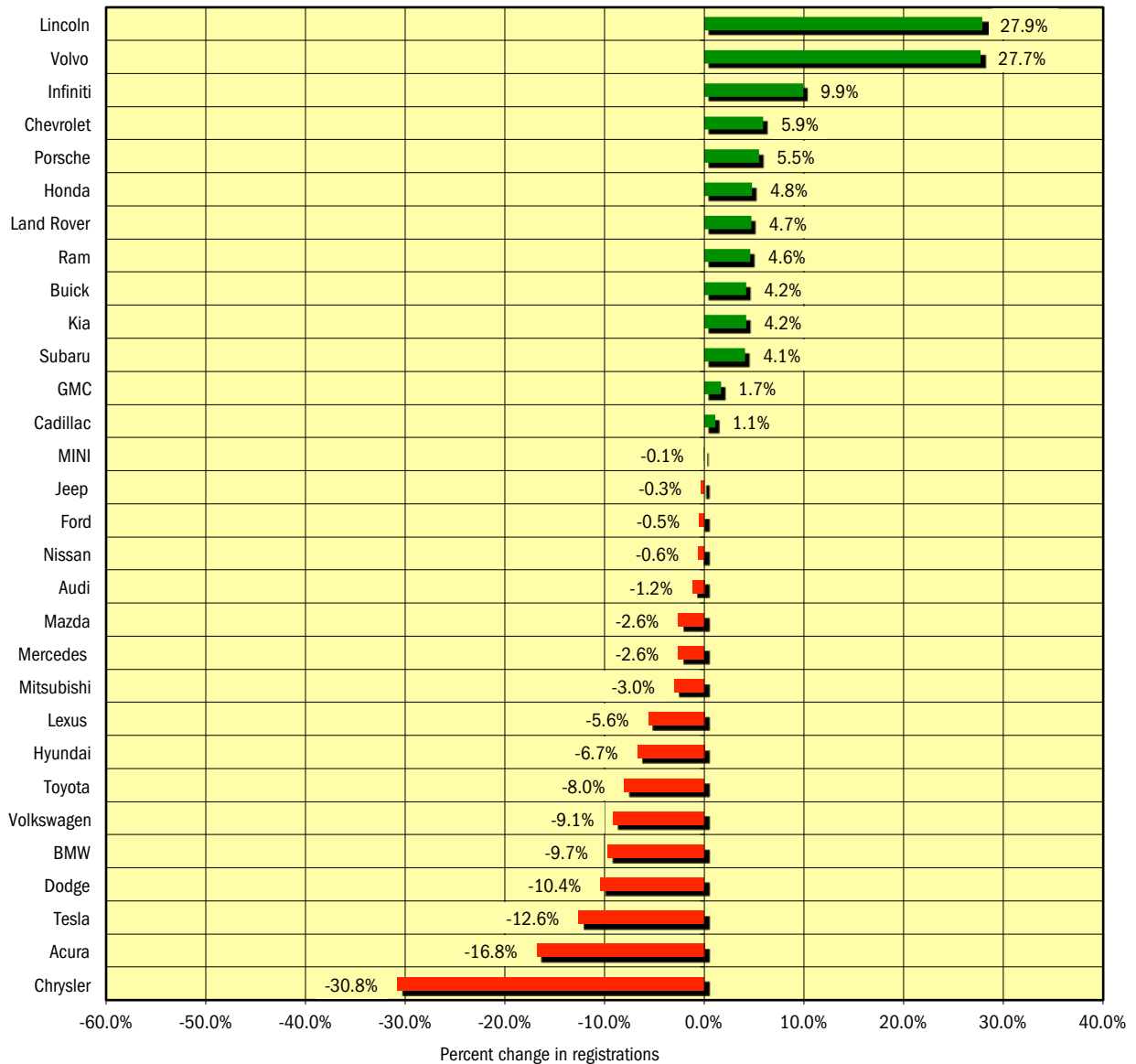
Source: IHS Markit.

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



Data Source: IHS Markit.

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



*Figures for July 2016 were estimated by Auto Outlook.

Data Source: IHS Markit.

Chicago Auto Outlook

Published for:
Chicago Automobile Trade Association
18W200 Butterfield Road
Oakbrook Terrace, IL 60181-4810
Phone: 630-495-CATA (2282)

Published by:
Auto Outlook, Inc.
PO Box 390
Exton, PA 19341
Phone: 800-206-0102
Email: jfoltz@autooutlook.com

Copyright Auto Outlook, Inc., August 2016

Chicago Auto Outlook is distributed free of charge to all members of Chicago Automobile Trade Association. The publication is sponsored and supported by CATA.

Chicago Auto Outlook is published and edited by Auto Outlook, Inc., an independent automotive market research firm. Opinions in Chicago Auto Outlook are solely those of Auto Outlook, Inc., and are not necessarily shared by CATA.

Any material quoted must be attributed to Chicago Auto Outlook, published by Auto Outlook, Inc. on behalf of CATA, and must also include the statement: "Data Source: IHS Markit."