

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations declined an estimated 4% in July '17 vs. year earlier.

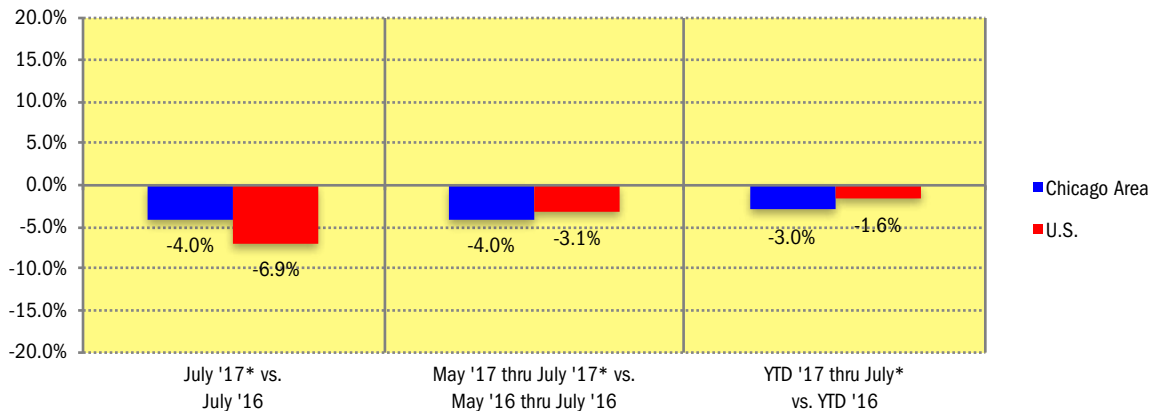
The area market fell 3% during the first seven months of this year. The U.S. market was down 1.6%.

Area used vehicle market improved in June '17 and was up 7.3%, year-to-date.

Hybrid/electric vehicle market share has exceeded year-earlier levels in every month during 2017.

Brands with the highest percentage gains in new vehicle registrations during the first seven months of this year (among top 30 sellers): Tesla, Jaguar, Ram, Porsche, and Audi.

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



*Figures for July 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					
	July Estimate*			YTD thru July		
	2016	2017	Change	2016	2017	Change
Total	35,087	33,683	-4.0%	218,383	211,724	-3.0%
Cars	14,044	12,373	-11.9%	89,343	80,055	-10.4%
Light Trucks	21,043	21,310	1.3%	129,040	131,669	2.0%
Detroit Three Brands	14,329	12,976	-9.4%	88,930	83,370	-6.3%
European Brands	3,635	3,522	-3.1%	22,537	22,898	1.6%
Japanese Brands	13,963	14,558	4.3%	87,846	86,748	-1.2%
Korean Brands	3,160	2,627	-16.9%	19,070	18,708	-1.9%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	June			YTD thru June		
	2016	2017	Change	2016	2017	Change
Total	27,812	29,649	6.6%	177,940	190,893	7.3%
Cars	15,806	15,675	-0.8%	102,170	102,986	0.8%
Light Trucks	12,006	13,974	16.4%	75,770	87,907	16.0%
Detroit Three Brands	12,696	14,114	11.2%	82,111	90,382	10.1%
European Brands	3,400	3,436	1.1%	22,201	23,129	4.2%
Japanese Brands	9,505	9,653	1.6%	59,269	61,954	4.5%
Korean Brands	2,211	2,446	10.6%	14,359	15,428	7.4%

*Figures for July 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.

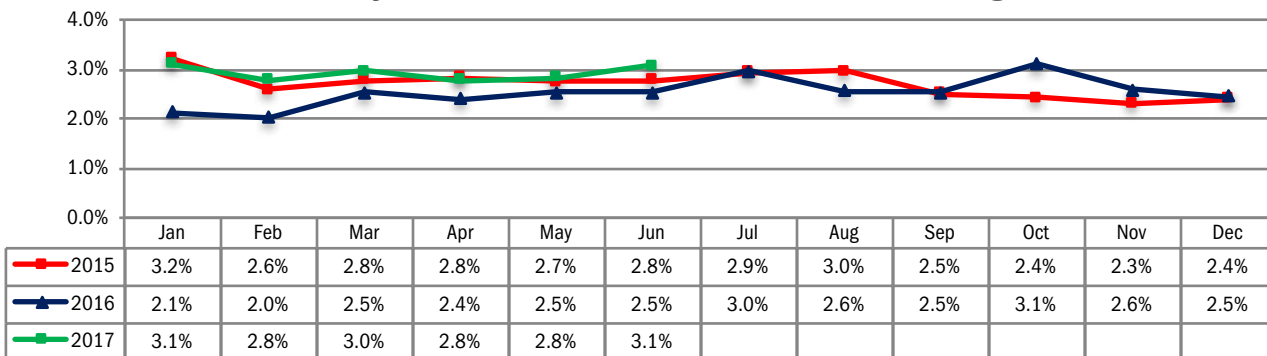
Data Source: IHS Markit.

Chicago Area New Retail Car and Light Truck Registrations												
	July*			Three Month Period May '17 thru July '17*			YTD thru July			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	35,087	33,683	-4.0%	102,015	97,889	-4.0%	218,383	211,724	-3.0%			
Acura	572	613	7.2%	1,626	1,812	11.4%	3,657	3,734	2.1%	1.7	1.8	0.1
Alfa Romeo	1	29		3	94	3033.3%	7	129	1742.9%	0.0	0.1	0.1
Audi	600	636	6.0%	1,663	1,828	9.9%	3,471	3,618	4.2%	1.6	1.7	0.1
BMW	620	546	-11.9%	1,929	1,890	-2.0%	4,366	4,291	-1.7%	2.0	2.0	0.0
Buick	725	521	-28.1%	1,940	1,669	-14.0%	4,193	3,835	-8.5%	1.9	1.8	-0.1
Cadillac	502	406	-19.1%	1,374	1,214	-11.6%	2,888	2,627	-9.0%	1.3	1.2	-0.1
Chevrolet	4,450	3,906	-12.2%	12,636	10,760	-14.8%	26,793	23,947	-10.6%	12.3	11.3	-1.0
Chrysler	553	399	-27.8%	1,552	1,237	-20.3%	2,755	2,772	0.6%	1.3	1.3	0.0
Dodge	841	767	-8.8%	2,479	2,312	-6.7%	5,939	5,380	-9.4%	2.7	2.5	-0.2
FIAT	60	50	-16.7%	157	142	-9.6%	373	351	-5.9%	0.2	0.2	0.0
Ford	3,090	2,956	-4.3%	9,458	9,197	-2.8%	20,913	20,146	-3.7%	9.6	9.5	-0.1
Genesis	0	39		0	115		0	283		0.0	0.1	0.1
GMC	1,061	1,018	-4.1%	2,792	2,307	-17.4%	5,788	5,202	-10.1%	2.7	2.5	-0.2
Honda	3,832	3,904	1.9%	11,014	10,979	-0.3%	22,842	23,117	1.2%	10.5	10.9	0.4
Hyundai	1,954	1,414	-27.6%	5,429	5,022	-7.5%	11,023	10,874	-1.4%	5.0	5.1	0.1
Infiniti	311	350	12.5%	968	1,030	6.4%	2,236	2,236	0.0%	1.0	1.1	0.1
Jaguar	110	105	-4.5%	291	315	8.2%	415	675	62.7%	0.2	0.3	0.1
Jeep	2,261	2,055	-9.1%	6,951	6,281	-9.6%	14,983	13,735	-8.3%	6.9	6.5	-0.4
Kia	1,206	1,174	-2.7%	3,760	3,643	-3.1%	8,047	7,551	-6.2%	3.7	3.6	-0.1
Land Rover	211	212	0.5%	592	585	-1.2%	1,454	1,294	-11.0%	0.7	0.6	-0.1
Lexus	642	689	7.3%	1,989	1,996	0.4%	4,449	4,173	-6.2%	2.0	2.0	0.0
Lincoln	209	210	0.5%	760	709	-6.7%	1,717	1,671	-2.7%	0.8	0.8	0.0
Maserati	16	21	31.3%	61	92	50.8%	129	214	65.9%	0.1	0.1	0.0
Mazda	736	739	0.4%	2,243	2,103	-6.2%	4,640	4,450	-4.1%	2.1	2.1	0.0
Mercedes	697	651	-6.6%	2,215	2,089	-5.7%	4,614	4,702	1.9%	2.1	2.2	0.1
MINI	138	131	-5.1%	414	328	-20.8%	788	668	-15.2%	0.4	0.3	-0.1
Mitsubishi	286	301	5.2%	847	844	-0.4%	1,983	1,703	-14.1%	0.9	0.8	-0.1
Nissan	2,708	2,689	-0.7%	7,808	7,479	-4.2%	17,323	16,391	-5.4%	7.9	7.7	-0.2
Other	31	43	38.7%	69	95	37.7%	146	214	46.6%	0.1	0.1	0.0
Porsche	132	136	3.0%	433	460	6.2%	941	1,086	15.4%	0.4	0.5	0.1
Ram	376	389	3.5%	1,000	1,212	21.2%	2,329	2,746	17.9%	1.1	1.3	0.2
Subaru	1,213	1,343	10.7%	3,723	3,775	1.4%	8,221	8,428	2.5%	3.8	4.0	0.2
Tesla	261	349	33.7%	363	660	81.8%	630	1,305	107.1%	0.3	0.6	0.3
Toyota	3,660	3,930	7.4%	10,757	11,090	3.1%	22,486	22,509	0.1%	10.3	10.6	0.3
Volkswagen	772	753	-2.5%	2,125	1,999	-5.9%	4,512	4,569	1.3%	2.1	2.2	0.1
Volvo	250	209	-16.4%	594	526	-11.4%	1,332	1,098	-17.6%	0.6	0.5	-0.1

*Figures for July 2017 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.

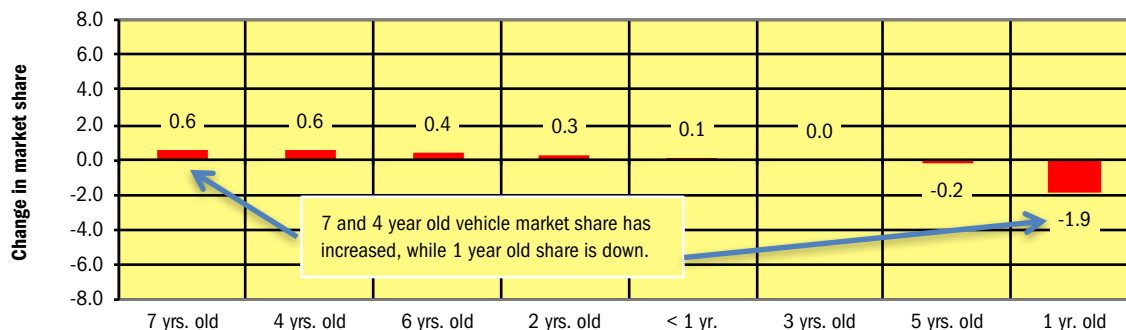
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	June			Three Month Period Apr. '17 thru June '17			YTD thru June			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	27,812	29,649	6.6%	91,455	98,330	7.5%	177,940	190,893	7.3%		
Acura	344	375	9.0%	1,031	1,311	27.2%	2,103	2,703	28.5%	1.2	1.4	0.2
Audi	437	488	11.7%	1,548	1,677	8.3%	3,069	3,320	8.2%	1.7	1.7	0.0
BMW	713	844	18.4%	2,372	2,795	17.8%	4,557	5,560	22.0%	2.6	2.9	0.3
Buick	476	515	8.2%	1,665	1,814	8.9%	3,341	3,635	8.8%	1.9	1.9	0.0
Cadillac	432	553	28.0%	1,501	1,818	21.1%	2,993	3,606	20.5%	1.7	1.9	0.2
Chevrolet	3,745	4,012	7.1%	12,612	13,565	7.6%	24,555	26,866	9.4%	13.8	14.1	0.3
Chrysler	764	821	7.5%	2,565	2,652	3.4%	5,156	5,222	1.3%	2.9	2.7	-0.2
Dodge	1,393	1,613	15.8%	4,699	5,274	12.2%	9,362	10,152	8.4%	5.3	5.3	0.0
FIAT	56	50	-10.7%	178	193	8.4%	321	357	11.2%	0.2	0.2	0.0
Ford	3,584	3,904	8.9%	11,703	12,697	8.5%	22,161	24,161	9.0%	12.5	12.7	0.2
GMC	660	784	18.8%	2,126	2,666	25.4%	4,253	5,178	21.7%	2.4	2.7	0.3
Honda	1,737	1,911	10.0%	5,668	6,134	8.2%	11,024	11,352	3.0%	6.2	5.9	-0.3
Hyundai	1,375	1,502	9.2%	4,595	4,970	8.2%	9,321	9,823	5.4%	5.2	5.1	-0.1
Infiniti	378	447	18.3%	1,257	1,514	20.4%	2,550	2,890	13.3%	1.4	1.5	0.1
Jaguar	64	53	-17.2%	182	175	-3.8%	335	347	3.6%	0.2	0.2	0.0
Jeep	1,216	1,549	27.4%	4,006	4,990	24.6%	7,689	9,267	20.5%	4.3	4.9	0.6
Kia	836	940	12.4%	2,670	2,900	8.6%	5,038	5,599	11.1%	2.8	2.9	0.1
Land Rover	143	129	-9.8%	415	437	5.3%	837	859	2.6%	0.5	0.4	-0.1
Lexus	556	581	4.5%	1,890	2,021	6.9%	3,689	3,975	7.8%	2.1	2.1	0.0
Lincoln	280	296	5.7%	878	981	11.7%	1,689	1,923	13.9%	0.9	1.0	0.1
Mazda	418	439	5.0%	1,348	1,399	3.8%	2,544	2,555	0.4%	1.4	1.3	-0.1
Mercedes	778	693	-10.9%	2,587	2,453	-5.2%	4,982	4,911	-1.4%	2.8	2.6	-0.2
MINI	109	101	-7.3%	343	321	-6.4%	646	621	-3.9%	0.4	0.3	-0.1
Mitsubishi	213	179	-16.0%	654	625	-4.4%	1,274	1,285	0.9%	0.7	0.7	0.0
Nissan	2,592	2,734	5.5%	8,556	9,269	8.3%	17,085	17,908	4.8%	9.6	9.4	-0.2
Other	199	132	-33.7%	641	394	-38.5%	1,217	707	-41.9%	0.7	0.4	-0.3
Porsche	113	125	10.6%	410	428	4.4%	770	826	7.3%	0.4	0.4	0.0
smart	20	13	-35.0%	58	57	-1.7%	99	96	-3.0%	0.1	0.1	0.0
Subaru	399	434	8.8%	1,251	1,424	13.8%	2,322	2,659	14.5%	1.3	1.4	0.1
Suzuki	19	12	-36.8%	76	42	-44.7%	138	93	-32.6%	0.1	0.0	-0.1
Toyota	2,849	2,541	-10.8%	8,849	8,250	-6.8%	16,533	16,526	0.0%	9.3	8.7	-0.6
Volkswagen	809	760	-6.1%	2,754	2,692	-2.3%	5,605	5,162	-7.9%	3.1	2.7	-0.4
Volvo	105	119	13.3%	367	392	6.8%	682	749	9.8%	0.4	0.4	0.0

Top ten are shaded green.

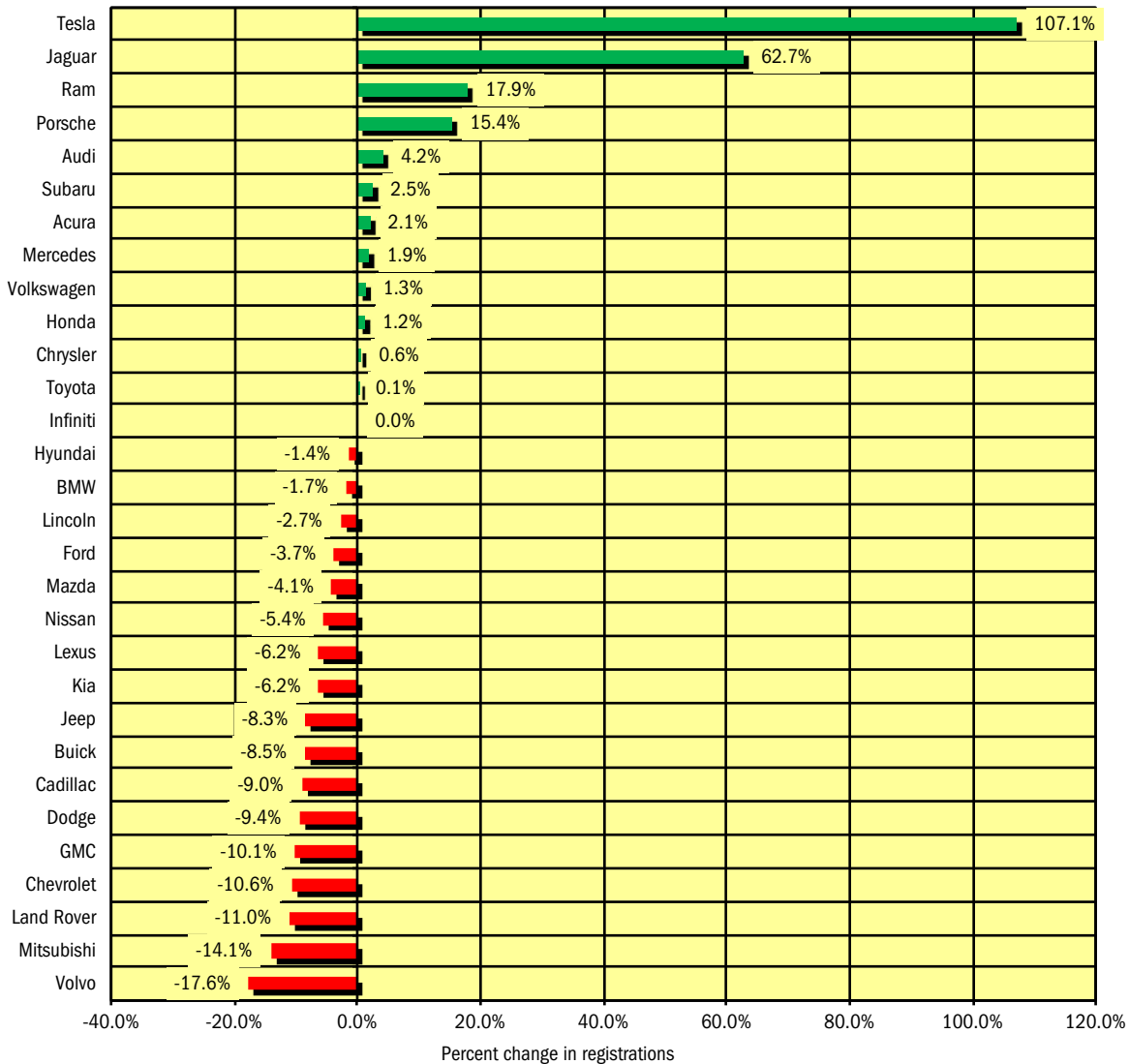
Source: IHS Markit.

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



Data Source: IHS Markit.

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



*Figures for July 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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