

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations increased an estimated 3% in July '15 vs. year earlier.

The area market was up 2.7% during the first seven months of this vs. year earlier, about even with the 3% increase in the Nation.

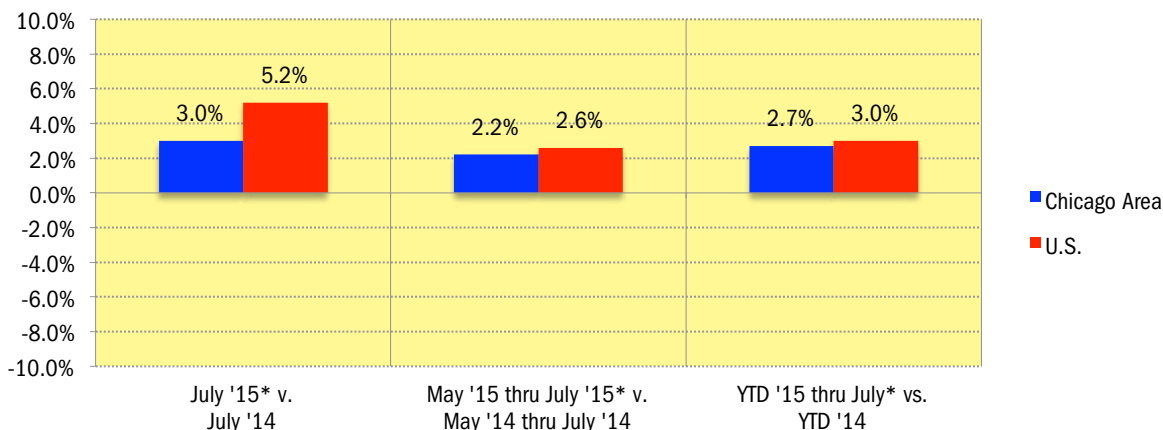
Area used vehicle market declined in June '15 (vehicles seven years old or newer). Used vehicle registrations increased 5.3% thru June of this year.

Compact SUV new vehicle market share was up 2.3 share points. Standard Mid Size Cars lost 2.2 share points.

Two year old used vehicle market share increased, while six year old share declined.

Tesla, Chrysler, Volvo, Jeep, Land Rover, and Subaru, new retail registrations increased by more than 16% so far this year.

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



*Figures for July 2015 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					
	July Estimate*			YTD thru July*		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	34,245	35,272	3.0%	215,494	221,338	2.7%
Cars	17,108	16,344	-4.5%	106,768	99,896	-6.4%
Light Trucks	17,137	18,928	10.5%	108,726	121,442	11.7%
Detroit Three Brands	13,641	14,163	3.8%	85,431	88,618	3.7%
European Brands	3,447	3,486	1.1%	22,489	22,791	1.3%
Japanese Brands	13,946	14,275	2.4%	87,721	90,063	2.7%
Korean Brands	3,211	3,348	4.3%	19,853	19,866	0.1%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	June			YTD thru June		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	34,659	27,375	-21.0%	164,287	173,015	5.3%
Cars	20,196	15,876	-21.4%	94,646	100,186	5.9%
Light Trucks	14,463	11,499	-20.5%	69,641	72,829	4.6%
Detroit Three Brands	15,698	12,475	-20.5%	76,184	80,720	6.0%
European Brands	4,638	3,682	-20.6%	21,391	22,131	3.5%
Japanese Brands	11,965	9,301	-22.3%	56,103	58,206	3.7%
Korean Brands	2,358	1,917	-18.7%	10,609	11,958	12.7%

*Figures for July 2015 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.

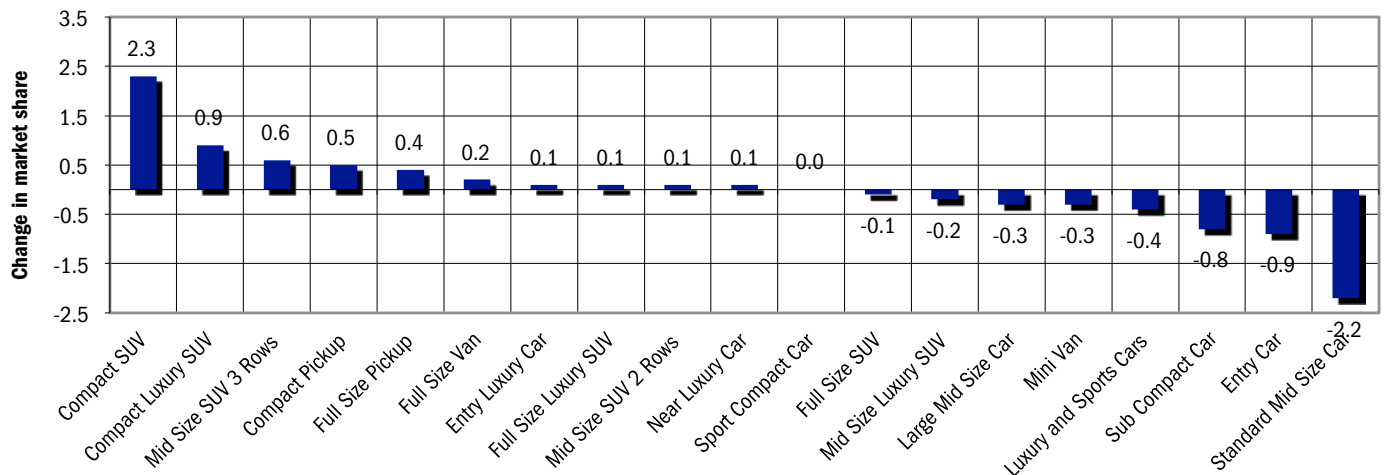
Data Source: IHS Automotive.

New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	July			Three Month Period May '15 thru July '15*			YTD thru July*			YTD thru July '15* Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2014	2015*	% chg.	Yr. Ago	Current	% chg.	2014	2015*	% chg.	2014	2015*	Chg.
TOTAL	34,245	35,272	3.0%	102,971	105,222	2.2%	215,494	221,338	2.7%			
Acura	550	639	16.2%	1,701	2,109	24.0%	3,879	4,387	13.1%	1.8	2.0	0.2
Audi	455	534	17.4%	1,573	1,707	8.5%	3,135	3,421	9.1%	1.5	1.5	0.0
BMW	694	689	-0.7%	2,339	2,131	-8.9%	4,958	4,766	-3.9%	2.3	2.2	-0.1
Buick	595	680	14.3%	1,898	1,897	-0.1%	4,026	4,035	0.2%	1.9	1.8	-0.1
Cadillac	495	447	-9.7%	1,408	1,275	-9.4%	3,147	2,789	-11.4%	1.5	1.3	-0.2
Chevrolet	4,134	4,333	4.8%	11,759	12,253	4.2%	23,712	24,794	4.6%	11.0	11.2	0.2
Chrysler	504	537	6.5%	1,363	1,635	20.0%	2,854	3,752	31.5%	1.3	1.7	0.4
Dodge	1,322	1,122	-15.1%	3,991	3,189	-20.1%	8,578	6,896	-19.6%	4.0	3.1	-0.9
FIAT	76	63	-17.1%	226	202	-10.6%	448	405	-9.6%	0.2	0.2	0.0
Ford	3,214	3,261	1.5%	10,137	10,022	-1.1%	21,778	21,448	-1.5%	10.1	9.7	-0.4
GMC	703	694	-1.3%	2,208	2,467	11.7%	5,000	5,373	7.5%	2.3	2.4	0.1
Honda	3,397	3,517	3.5%	10,647	10,709	0.6%	21,856	21,626	-1.1%	10.1	9.8	-0.3
Hyundai	1,933	1,992	3.1%	5,839	5,772	-1.1%	11,977	11,912	-0.5%	5.6	5.4	-0.2
Infiniti	272	323	18.8%	911	934	2.5%	2,072	2,028	-2.1%	1.0	0.9	-0.1
Jaguar	34	34	0.0%	115	101	-12.2%	272	203	-25.4%	0.1	0.1	0.0
Jeep	2,035	2,432	19.5%	6,009	7,429	23.6%	12,636	15,386	21.8%	5.9	7.0	1.1
Kia	1,278	1,338	4.7%	3,748	3,814	1.8%	7,876	7,936	0.8%	3.7	3.6	-0.1
Land Rover	187	196	4.8%	503	591	17.5%	1,194	1,408	17.9%	0.6	0.6	0.0
Lexus	698	741	6.2%	2,077	2,198	5.8%	4,265	4,740	11.1%	2.0	2.1	0.1
Lincoln	183	216	18.0%	540	644	19.3%	1,188	1,340	12.8%	0.6	0.6	0.0
Mazda	797	720	-9.7%	2,285	2,315	1.3%	4,635	4,754	2.6%	2.2	2.1	-0.1
Mercedes	645	633	-1.9%	2,056	2,072	0.8%	4,395	4,671	6.3%	2.0	2.1	0.1
MINI	141	123	-12.8%	421	375	-10.9%	764	753	-1.4%	0.4	0.3	-0.1
Mitsubishi	288	347	20.5%	910	932	2.4%	2,116	2,109	-0.3%	1.0	1.0	0.0
Nissan	2,671	2,770	3.7%	8,158	8,152	-0.1%	17,371	17,555	1.1%	8.1	7.9	-0.2
Other	57	24	-57.9%	175	127	-27.4%	367	325	-11.4%	0.2	0.1	-0.1
Porsche	154	164	6.5%	440	448	1.8%	824	896	8.7%	0.4	0.4	0.0
Ram	377	371	-1.6%	985	1,040	5.6%	2,199	2,296	4.4%	1.0	1.0	0.0
Subaru	1,213	1,303	7.4%	3,413	3,527	3.3%	7,094	8,244	16.2%	3.3	3.7	0.4
Tesla	77	85	10.4%	157	203	29.3%	307	519	69.1%	0.1	0.2	0.1
Toyota	4,058	3,923	-3.3%	12,039	11,969	-0.6%	24,422	24,623	0.8%	11.3	11.1	-0.2
Volkswagen	863	860	-0.3%	2,532	2,555	0.9%	5,343	4,960	-7.2%	2.5	2.2	-0.3
Volvo	145	161	11.0%	408	428	4.9%	806	988	22.6%	0.4	0.4	0.0

*Figures for July 2015 were estimated by Auto Outlook. Top ten are shaded green. Source: IHS Automotive

Change in Area Segment Market Share - YTD 2015 thru June vs. YTD 2014



Data Source: IHS Automotive.

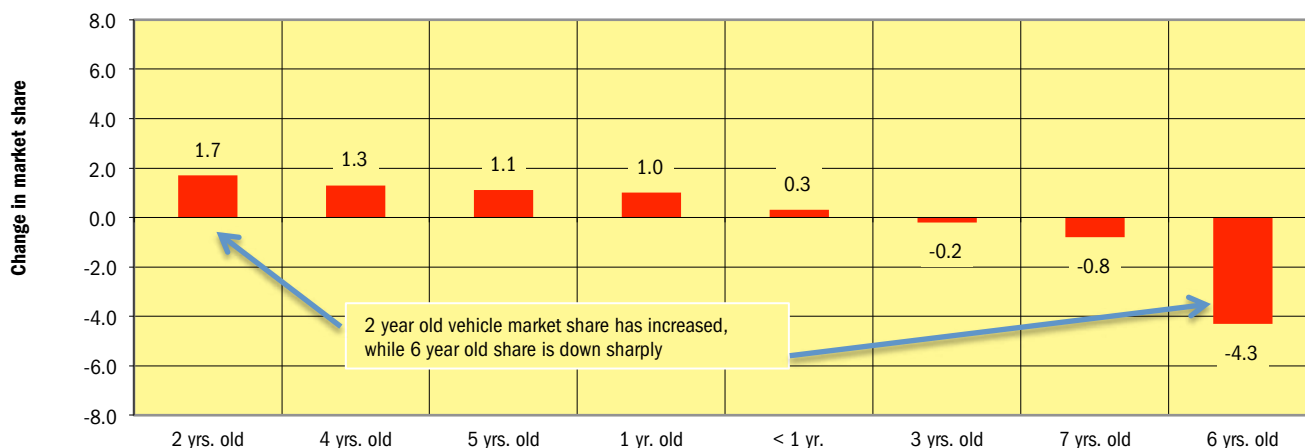
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	June			Three Month Period Apr '15 thru June '15			YTD thru June			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2014	2015	% chg.	Yr. Ago	Current	% chg.	2014	2015	% chg.	2014	2015	Chg.
TOTAL	34,659	27,375	-21.0%	89,388	89,135	-0.3%	164,287	173,015	5.3%			
Acura	495	428	-13.5%	1,338	1,341	0.2%	2,581	2,652	2.8%	1.6	1.5	-0.1
Audi	588	502	-14.6%	1,504	1,541	2.5%	2,655	2,909	9.6%	1.6	1.7	0.1
BMW	992	773	-22.1%	2,600	2,473	-4.9%	4,640	4,525	-2.5%	2.8	2.6	-0.2
Buick	709	542	-23.6%	1,843	1,821	-1.2%	3,196	3,670	14.8%	1.9	2.1	0.2
Cadillac	688	442	-35.8%	1,870	1,475	-21.1%	3,387	3,011	-11.1%	2.1	1.7	-0.4
Chevrolet	4,799	3,753	-21.8%	12,389	12,909	4.2%	23,349	26,040	11.5%	14.2	15.1	0.9
Chrysler	905	839	-7.3%	2,422	2,579	6.5%	4,435	4,989	12.5%	2.7	2.9	0.2
Dodge	1,636	1,410	-13.8%	4,435	4,761	7.4%	8,434	9,306	10.3%	5.1	5.4	0.3
FIAT	40	36	-10.0%	107	139	29.9%	169	247	46.2%	0.1	0.1	0.0
Ford	4,079	3,256	-20.2%	10,212	10,235	0.2%	18,852	19,307	2.4%	11.5	11.2	-0.3
GMC	735	610	-17.0%	1,991	2,046	2.8%	3,731	4,054	8.7%	2.3	2.3	0.0
Honda	2,522	1,790	-29.0%	6,538	5,955	-8.9%	11,925	11,611	-2.6%	7.3	6.7	-0.6
Hyundai	1,540	1,192	-22.6%	3,959	3,884	-1.9%	6,999	7,723	10.3%	4.3	4.5	0.2
Infiniti	634	444	-30.0%	1,448	1,432	-1.1%	2,481	2,619	5.6%	1.5	1.5	0.0
Jaguar	82	49	-40.2%	204	172	-15.7%	338	327	-3.3%	0.2	0.2	0.0
Jeep	1,148	996	-13.2%	2,971	3,202	7.8%	5,491	6,285	14.5%	3.3	3.6	0.3
Kia	818	725	-11.4%	1,999	2,246	12.4%	3,610	4,235	17.3%	2.2	2.4	0.2
Land Rover	159	147	-7.5%	410	474	15.6%	795	885	11.3%	0.5	0.5	0.0
Lexus	836	594	-28.9%	2,077	1,947	-6.3%	3,778	3,646	-3.5%	2.3	2.1	-0.2
Lincoln	334	267	-20.1%	843	842	-0.1%	1,660	1,700	2.4%	1.0	1.0	0.0
Mazda	588	457	-22.3%	1,553	1,413	-9.0%	2,834	2,729	-3.7%	1.7	1.6	-0.1
Mercedes	1,039	791	-23.9%	2,715	2,705	-0.4%	4,835	5,055	4.6%	2.9	2.9	0.0
MINI	132	106	-19.7%	317	336	6.0%	556	601	8.1%	0.3	0.3	0.0
Mitsubishi	313	246	-21.4%	783	745	-4.9%	1,521	1,428	-6.1%	0.9	0.8	-0.1
Nissan	3,051	2,563	-16.0%	7,859	8,356	6.3%	14,111	15,818	12.1%	8.6	9.1	0.5
Other	742	421	-43.3%	2,099	1,446	-31.1%	4,040	2,710	-32.9%	2.5	1.6	-0.9
Porsche	151	119	-21.2%	328	404	23.2%	574	723	26.0%	0.3	0.4	0.1
smart	14	20	42.9%	40	52	30.0%	65	107	64.6%	0.0	0.1	0.1
Subaru	392	302	-23.0%	947	1,072	13.2%	1,694	2,108	24.4%	1.0	1.2	0.2
Suzuki	74	39	-47.3%	191	145	-24.1%	343	271	-21.0%	0.2	0.2	0.0
Toyota	3,055	2,434	-20.3%	7,797	7,651	-1.9%	14,819	15,312	3.3%	9.0	8.9	-0.1
Volkswagen	1,201	944	-21.4%	3,146	2,929	-6.9%	5,581	5,631	0.9%	3.4	3.3	-0.1
Volvo	168	138	-17.9%	453	407	-10.2%	808	781	-3.3%	0.5	0.5	0.0

Top ten are shaded green.

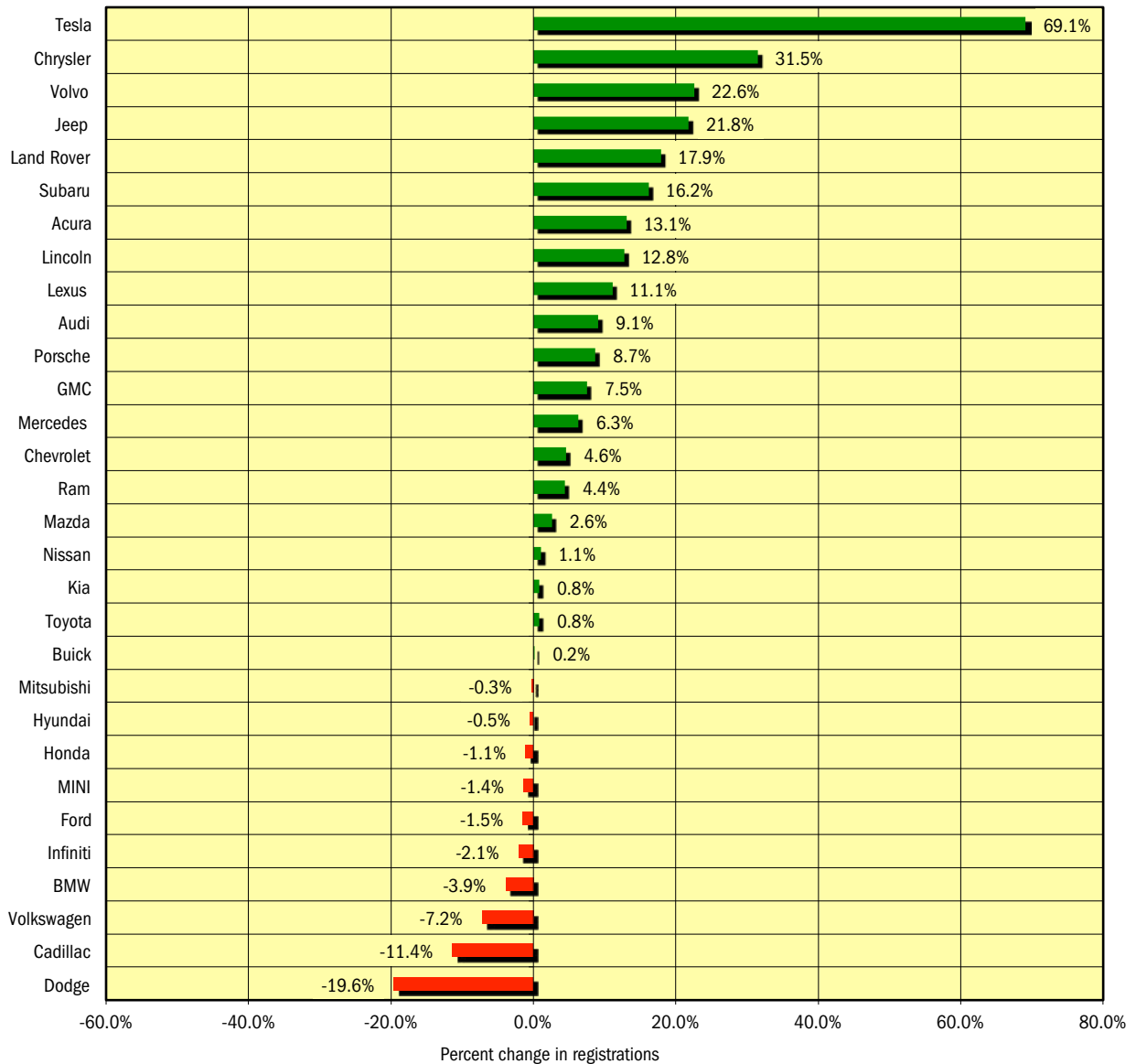
Source: IHS Automotive.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2015 thru June vs. YTD 2014



Data Source: IHS Automotive.

**New Vehicle Market Percent Change in Brand Registrations
YTD 2015 thru July* vs. YTD 2014
(Top 30 selling brands)**



*Figures for July 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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