

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 4% in June '15 vs. year earlier.

The area market was up 3.1% during the first six months of this vs. year earlier, about even with the 3.2% increase in the Nation.

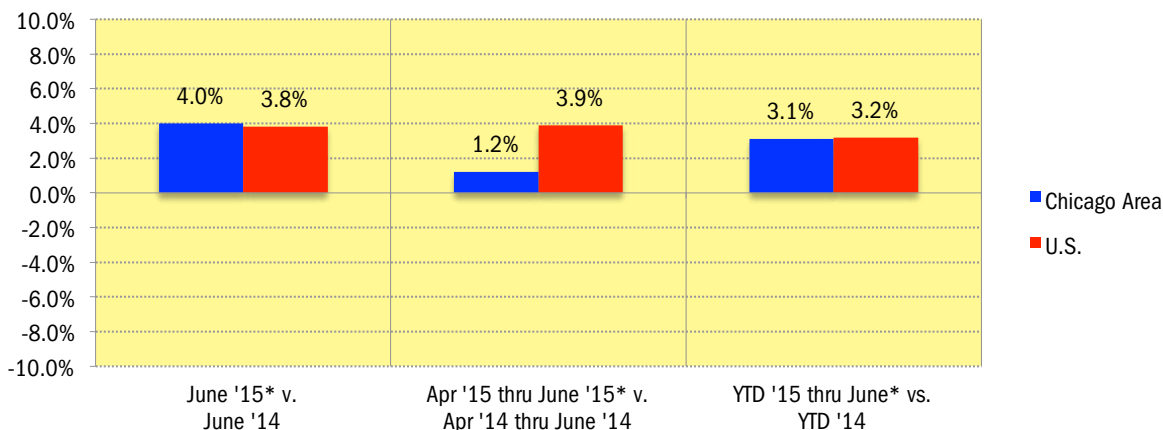
Area used vehicle market improved in May '15 (vehicles seven years old or newer). Used vehicle registrations increased 12.4% thru May of this year.

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

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

Tesla, Chrysler, Volvo, Jeep, and Subaru, new retail registrations increased by more than 20% so far this year.

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



*Figures for June 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					
	June Estimate*			YTD thru June*		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	33,309	34,641	4.0%	181,249	186,807	3.1%
Cars	16,979	16,423	-3.3%	89,660	84,786	-5.4%
Light Trucks	16,330	18,218	11.6%	91,589	102,021	11.4%
Detroit Three Brands	13,288	13,478	1.4%	71,790	74,437	3.7%
European Brands	3,597	3,787	5.3%	19,042	19,542	2.6%
Japanese Brands	13,337	14,188	6.4%	73,775	76,154	3.2%
Korean Brands	3,087	3,188	3.3%	16,642	16,674	0.2%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	May			YTD thru May		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	25,219	33,035	31.0%	129,628	145,640	12.4%
Cars	14,718	19,231	30.7%	74,450	84,310	13.2%
Light Trucks	10,501	13,804	31.5%	55,178	61,330	11.1%
Detroit Three Brands	11,594	14,953	29.0%	60,486	68,245	12.8%
European Brands	3,434	4,546	32.4%	16,753	18,449	10.1%
Japanese Brands	8,565	11,274	31.6%	44,138	48,905	10.8%
Korean Brands	1,626	2,262	39.1%	8,251	10,041	21.7%

*Figures for June 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.

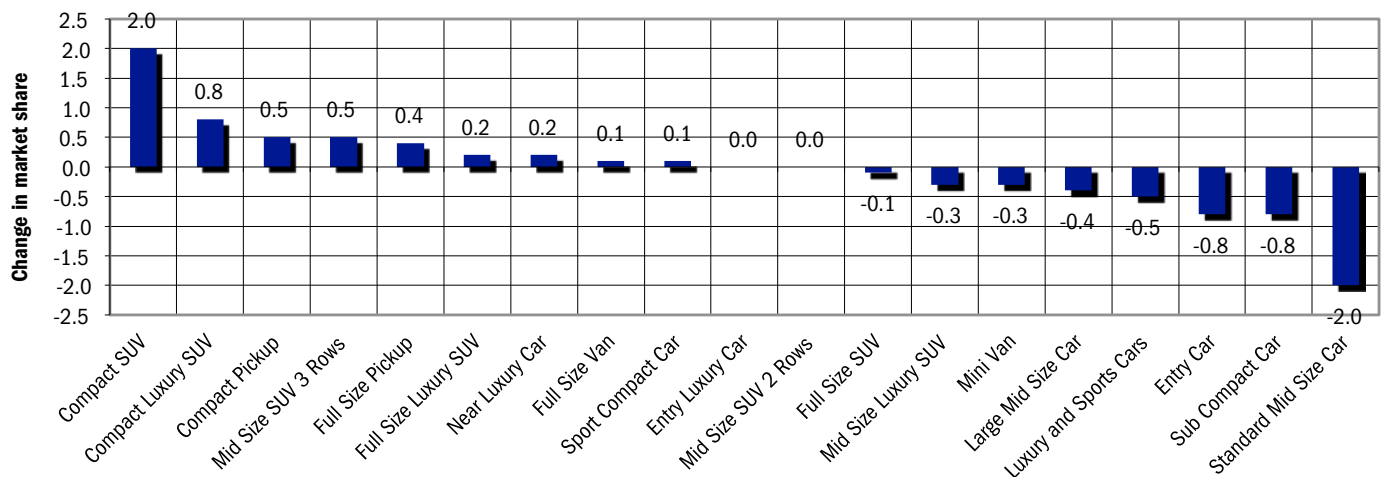
Data Source: IHS Automotive.

New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	June			Three Month Period Apr '15 thru June '15*			YTD thru June*			YTD thru June '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	33,309	34,641	4.0%	101,140	102,311	1.2%	181,249	186,807	3.1%			
Acura	512	705	37.7%	1,796	2,166	20.6%	3,329	3,788	13.8%	1.8	2.0	0.2
Audi	547	589	7.7%	1,623	1,672	3.0%	2,680	2,868	7.0%	1.5	1.5	0.0
BMW	847	896	5.8%	2,467	2,230	-9.6%	4,264	4,232	-0.8%	2.4	2.3	-0.1
Buick	658	535	-18.7%	1,910	1,746	-8.6%	3,431	3,292	-4.1%	1.9	1.8	-0.1
Cadillac	465	448	-3.7%	1,403	1,212	-13.6%	2,652	2,352	-11.3%	1.5	1.3	-0.2
Chevrolet	3,931	3,754	-4.5%	11,080	11,529	4.1%	19,578	20,395	4.2%	10.8	10.9	0.1
Chrysler	447	570	27.5%	1,252	1,713	36.8%	2,350	3,266	39.0%	1.3	1.7	0.4
Dodge	1,331	1,142	-14.2%	3,969	3,205	-19.2%	7,256	5,925	-18.3%	4.0	3.2	-0.8
FIAT	74	51	-31.1%	217	178	-18.0%	372	328	-11.8%	0.2	0.2	0.0
Ford	3,300	3,312	0.4%	10,140	10,030	-1.1%	18,564	18,258	-1.6%	10.2	9.8	-0.4
GMC	761	817	7.4%	2,266	2,536	11.9%	4,297	4,635	7.9%	2.4	2.5	0.1
Honda	3,430	3,438	0.2%	10,723	10,330	-3.7%	18,459	18,110	-1.9%	10.2	9.7	-0.5
Hyundai	1,916	1,906	-0.5%	5,815	5,397	-7.2%	10,044	9,968	-0.8%	5.5	5.3	-0.2
Infiniti	326	377	15.6%	944	960	1.7%	1,800	1,787	-0.7%	1.0	1.0	0.0
Jaguar	38	36	-5.3%	125	103	-17.6%	238	175	-26.5%	0.1	0.1	0.0
Jeep	1,844	2,299	24.7%	5,797	7,052	21.6%	10,601	12,831	21.0%	5.8	6.9	1.1
Kia	1,171	1,243	6.1%	3,715	3,639	-2.0%	6,598	6,667	1.0%	3.6	3.6	0.0
Land Rover	136	155	14.0%	517	551	6.6%	1,007	1,181	17.3%	0.6	0.6	0.0
Lexus	654	722	10.4%	2,000	2,090	4.5%	3,567	3,991	11.9%	2.0	2.1	0.1
Lincoln	192	219	14.1%	541	622	15.0%	1,005	1,117	11.1%	0.6	0.6	0.0
Mazda	694	717	3.3%	2,177	2,244	3.1%	3,838	4,015	4.6%	2.1	2.1	0.0
Mercedes	663	700	5.6%	2,125	2,194	3.2%	3,750	4,020	7.2%	2.1	2.2	0.1
MINI	142	162	14.1%	387	400	3.4%	623	670	7.5%	0.3	0.4	0.1
Mitsubishi	298	391	31.2%	959	972	1.4%	1,828	1,840	0.7%	1.0	1.0	0.0
Nissan	2,582	2,900	12.3%	7,868	7,930	0.8%	14,700	15,021	2.2%	8.1	8.0	-0.1
Other	54	42	-22.2%	184	170	-7.6%	310	304	-1.9%	0.2	0.2	0.0
Porsche	145	148	2.1%	399	426	6.8%	670	743	10.9%	0.4	0.4	0.0
Ram	308	313	1.6%	926	981	5.9%	1,822	1,914	5.0%	1.0	1.0	0.0
Subaru	1,195	1,272	6.4%	3,227	3,600	11.6%	5,881	7,059	20.0%	3.2	3.8	0.6
Tesla	50	56	12.0%	121	220	81.8%	230	434	88.7%	0.1	0.2	0.1
Toyota	3,645	3,735	2.5%	11,608	11,317	-2.5%	20,364	20,609	1.2%	11.2	11.0	-0.2
Volkswagen	812	851	4.8%	2,472	2,455	-0.7%	4,480	4,162	-7.1%	2.5	2.2	-0.3
Volvo	141	140	-0.7%	387	441	14.0%	661	850	28.6%	0.4	0.5	0.1

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

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



Data Source: IHS Automotive.

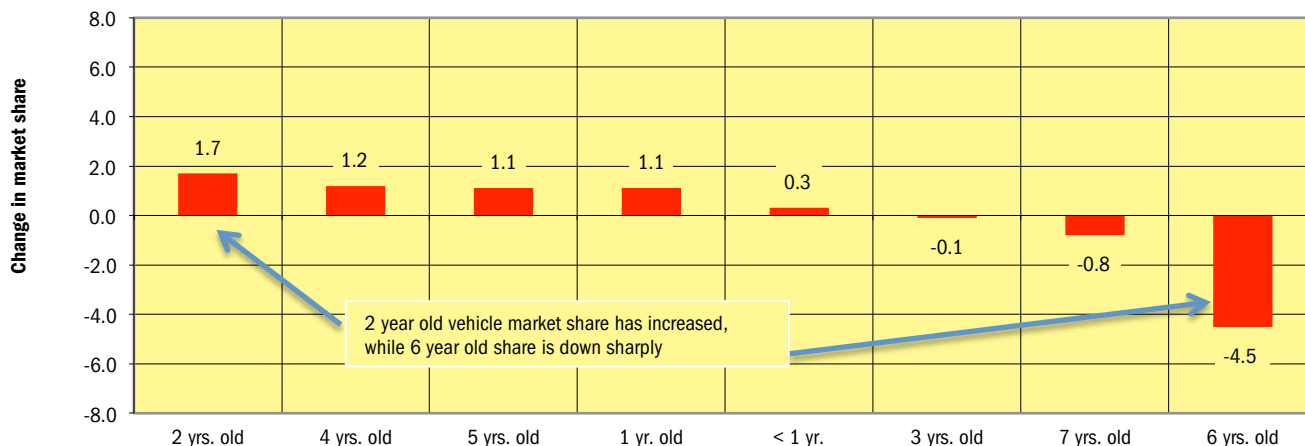
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	May			Three Month Period Mar '15 thru May '15			YTD thru May			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	25,219	33,035	31.0%	86,006	91,211	6.1%	129,628	145,640	12.4%			
Acura	386	527	36.5%	1,275	1,348	5.7%	2,086	2,224	6.6%	1.6	1.5	-0.1
Audi	420	560	33.3%	1,316	1,469	11.6%	2,067	2,407	16.4%	1.6	1.7	0.1
BMW	770	912	18.4%	2,437	2,403	-1.4%	3,648	3,752	2.9%	2.8	2.6	-0.2
Buick	520	665	27.9%	1,776	1,927	8.5%	2,487	3,128	25.8%	1.9	2.1	0.2
Cadillac	571	508	-11.0%	1,823	1,541	-15.5%	2,699	2,569	-4.8%	2.1	1.8	-0.3
Chevrolet	3,487	4,713	35.2%	12,368	13,716	10.9%	18,550	22,287	20.1%	14.3	15.3	1.0
Chrysler	695	934	34.4%	2,399	2,552	6.4%	3,530	4,150	17.6%	2.7	2.8	0.1
Dodge	1,284	1,708	33.0%	4,573	4,902	7.2%	6,798	7,896	16.2%	5.2	5.4	0.2
FIAT	38	49	28.9%	89	144	61.8%	129	211	63.6%	0.1	0.1	0.0
Ford	2,818	3,736	32.6%	9,678	10,010	3.4%	14,773	16,051	8.7%	11.4	11.0	-0.4
GMC	583	732	25.6%	1,975	2,127	7.7%	2,996	3,444	15.0%	2.3	2.4	0.1
Honda	1,827	2,250	23.2%	6,274	6,325	0.8%	9,403	9,821	4.4%	7.3	6.7	-0.6
Hyundai	1,090	1,431	31.3%	3,708	3,945	6.4%	5,459	6,531	19.6%	4.2	4.5	0.3
Infiniti	375	537	43.2%	1,257	1,398	11.2%	1,847	2,175	17.8%	1.4	1.5	0.1
Jaguar	51	68	33.3%	184	188	2.2%	256	278	8.6%	0.2	0.2	0.0
Jeep	879	1,198	36.3%	2,817	3,210	14.0%	4,343	5,289	21.8%	3.4	3.6	0.2
Kia	536	831	55.0%	1,863	2,222	19.3%	2,792	3,510	25.7%	2.2	2.4	0.2
Land Rover	122	192	57.4%	380	439	15.5%	636	738	16.0%	0.5	0.5	0.0
Lexus	600	727	21.2%	1,904	1,950	2.4%	2,942	3,052	3.7%	2.3	2.1	-0.2
Lincoln	236	291	23.3%	840	864	2.9%	1,326	1,433	8.1%	1.0	1.0	0.0
Mazda	486	541	11.3%	1,509	1,398	-7.4%	2,246	2,272	1.2%	1.7	1.6	-0.1
Mercedes	811	1,101	35.8%	2,527	2,698	6.8%	3,796	4,264	12.3%	2.9	2.9	0.0
MINI	91	127	39.6%	279	312	11.8%	424	495	16.7%	0.3	0.3	0.0
Mitsubishi	203	263	29.6%	772	727	-5.8%	1,208	1,182	-2.2%	0.9	0.8	-0.1
Nissan	2,147	3,157	47.0%	7,473	8,409	12.5%	11,060	13,255	19.8%	8.5	9.1	0.6
Other	582	569	-2.2%	2,209	1,489	-32.6%	3,298	2,289	-30.6%	2.5	1.6	-0.9
Porsche	83	174	109.6%	285	391	37.2%	423	604	42.8%	0.3	0.4	0.1
smart	9	17	88.9%	38	53	39.5%	51	87	70.6%	0.0	0.1	0.1
Subaru	260	414	59.2%	796	1,114	39.9%	1,302	1,806	38.7%	1.0	1.2	0.2
Suzuki	41	61	48.8%	188	152	-19.1%	269	232	-13.8%	0.2	0.2	0.0
Toyota	2,237	2,793	24.9%	7,599	8,485	11.7%	11,764	12,878	9.5%	9.1	8.8	-0.3
Volkswagen	853	1,088	27.5%	2,974	2,923	-1.7%	4,380	4,687	7.0%	3.4	3.2	-0.2
Volvo	128	161	25.8%	421	380	-9.7%	640	643	0.5%	0.5	0.4	-0.1

Top ten are shaded green.

Source: IHS Automotive.

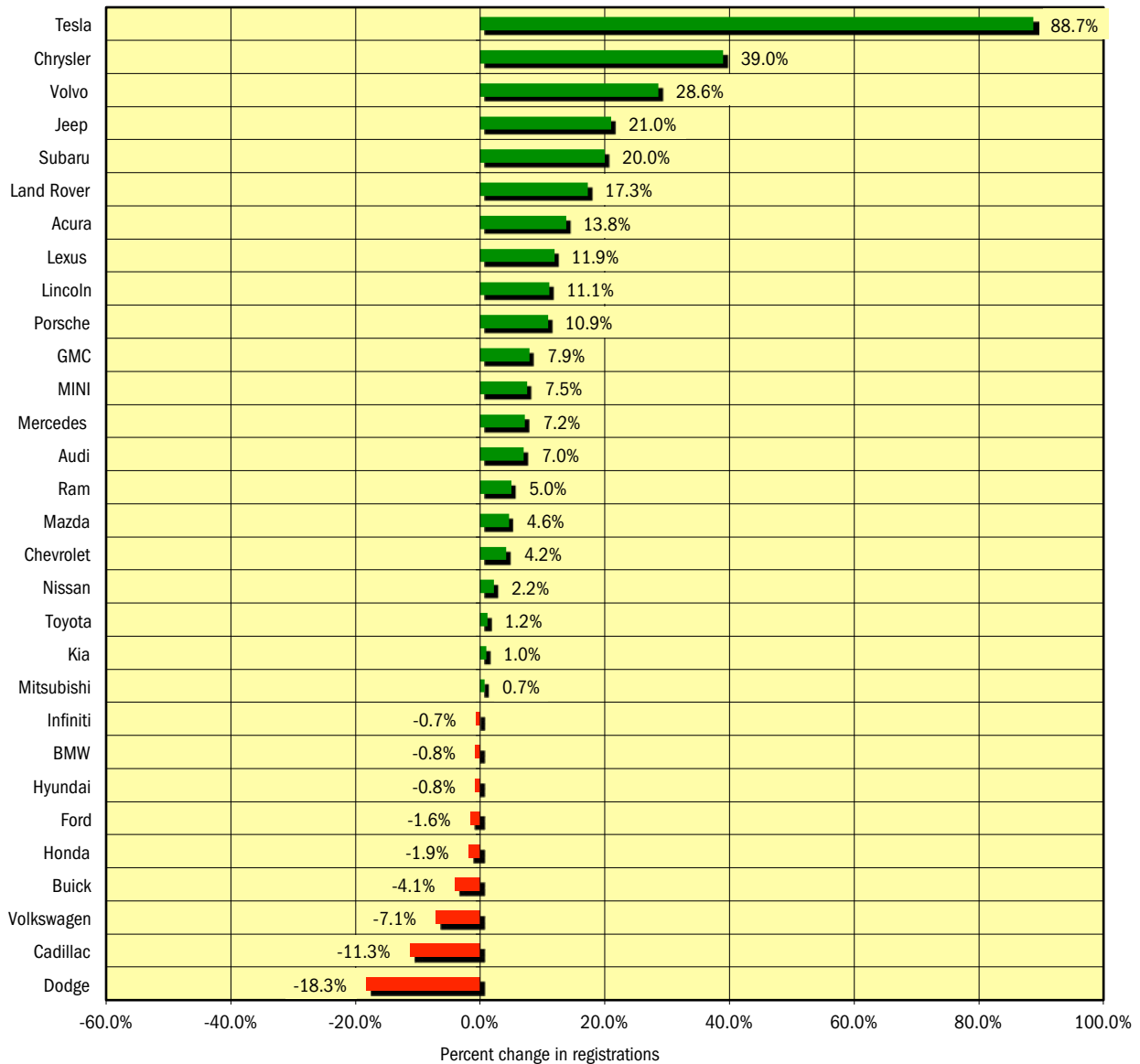
Change in Used Vehicle Market Share by Age of Vehicle - YTD 2015 thru May vs. YTD 2014



2 year old vehicle market share has increased, while 6 year old share is down sharply

Data Source: IHS Automotive.

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



Data Source: IHS Automotive.

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