

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

The area market was essentially unchanged in the first six months of this year versus a year earlier. The U.S. market was up a slim 1.5%

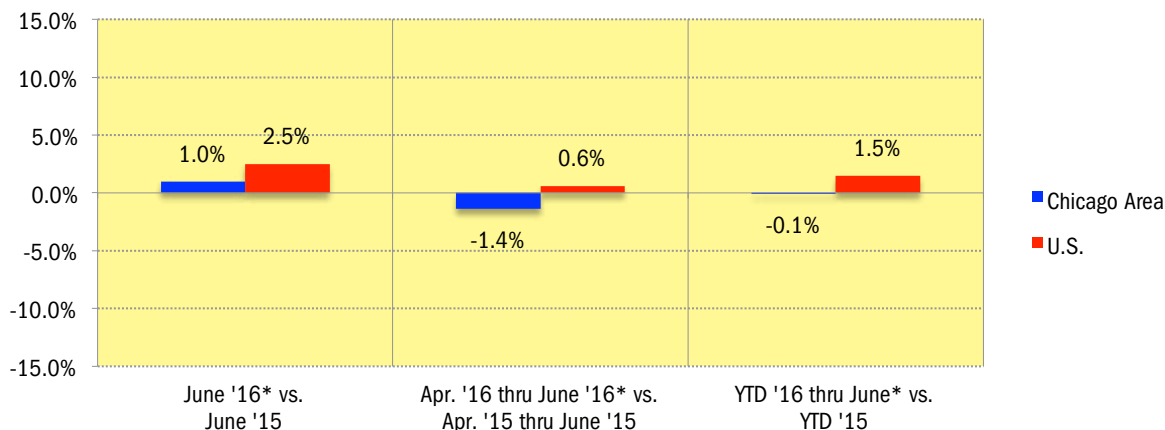
New retail vehicle registrations increased an estimated 1% in June '16 vs. year earlier.

Area used vehicle market increased in May, and was up 3.1% for the first five months of this year (vehicles seven years old or newer).

Compact SUV market share increased by 1.4 share points so far this year.

Lincoln, Volvo, Porsche, Infiniti, Land Rover, Ram, Chevrolet, Honda, and Kia 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 June 2016 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*		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	33,977	34,316	1.0%	185,725	185,539	-0.1%
Cars	15,264	13,730	-10.0%	83,424	77,119	-7.6%
Light Trucks	18,713	20,586	10.0%	102,301	108,420	6.0%
Detroit Three Brands	13,505	13,843	2.5%	74,261	75,598	1.8%
European Brands	3,576	3,406	-4.8%	19,379	18,882	-2.6%
Japanese Brands	13,854	13,889	0.3%	75,552	74,828	-1.0%
Korean Brands	3,042	3,178	4.5%	16,533	16,231	-1.8%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	May			YTD thru May		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	33,035	34,736	5.1%	145,640	150,128	3.1%
Cars	19,231	19,813	3.0%	84,310	86,364	2.4%
Light Trucks	13,804	14,923	8.1%	61,330	63,764	4.0%
Detroit Three Brands	14,953	15,951	6.7%	68,245	69,415	1.7%
European Brands	4,546	4,317	-5.0%	18,449	18,801	1.9%
Japanese Brands	11,274	11,719	3.9%	48,905	49,764	1.8%
Korean Brands	2,262	2,749	21.5%	10,041	12,148	21.0%

*Figures for June 2016 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.

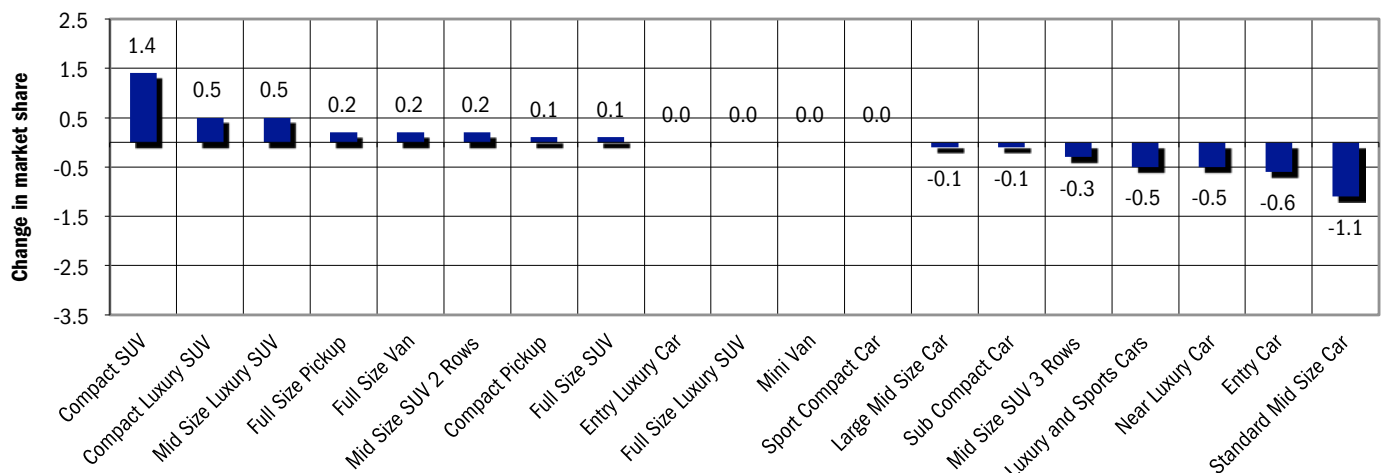
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations

	June*			Three Month Period Apr. '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	33,977	34,316	1.0%	101,496	100,061	-1.4%	185,725	185,539	-0.1%			
Acura	672	484	-28.0%	2,133	1,689	-20.8%	3,759	3,050	-18.9%	2.0	1.6	-0.4
Audi	609	606	-0.5%	1,693	1,647	-2.7%	2,885	2,868	-0.6%	1.6	1.5	-0.1
BMW	749	662	-11.6%	2,089	2,042	-2.2%	4,125	3,767	-8.7%	2.2	2.0	-0.2
Buick	600	559	-6.8%	1,812	1,730	-4.5%	3,361	3,469	3.2%	1.8	1.9	0.1
Cadillac	440	457	3.9%	1,207	1,274	5.6%	2,350	2,397	2.0%	1.3	1.3	0.0
Chevrolet	3,828	3,776	-1.4%	11,573	11,382	-1.7%	20,444	21,808	6.7%	11.0	11.8	0.8
Chrysler	519	410	-21.0%	1,664	1,227	-26.3%	3,222	2,078	-35.5%	1.7	1.1	-0.6
Dodge	978	994	1.6%	3,034	2,812	-7.3%	5,751	5,386	-6.3%	3.1	2.9	-0.2
FIAT	65	51	-21.5%	192	172	-10.4%	342	337	-1.5%	0.2	0.2	0.0
Ford	3,232	3,390	4.9%	9,873	9,823	-0.5%	18,021	18,482	2.6%	9.7	10.0	0.3
GMC	863	777	-10.0%	2,573	2,364	-8.1%	4,676	4,648	-0.6%	2.5	2.5	0.0
Honda	3,443	3,637	5.6%	10,332	10,786	4.4%	18,111	19,093	5.4%	9.8	10.3	0.5
Hyundai	1,865	1,838	-1.4%	5,348	5,190	-3.0%	9,928	9,273	-6.6%	5.3	5.0	-0.3
Infiniti	295	322	9.2%	875	959	9.6%	1,702	1,922	12.9%	0.9	1.0	0.1
Jaguar	31	68	119.4%	98	183	86.7%	170	275	61.8%	0.1	0.1	0.0
Jeep	2,421	2,792	15.3%	7,166	7,504	4.7%	12,941	13,415	3.7%	7.0	7.2	0.2
Kia	1,177	1,340	13.8%	3,575	3,794	6.1%	6,605	6,958	5.3%	3.6	3.8	0.2
Land Rover	187	226	20.9%	582	632	8.6%	1,212	1,298	7.1%	0.7	0.7	0.0
Lexus	735	715	-2.7%	2,105	2,037	-3.2%	4,010	3,910	-2.5%	2.2	2.1	-0.1
Lincoln	225	234	4.0%	625	754	20.6%	1,121	1,470	31.1%	0.6	0.8	0.2
Mazda	738	699	-5.3%	2,265	2,134	-5.8%	4,037	3,854	-4.5%	2.2	2.1	-0.1
Mercedes	726	740	1.9%	2,221	2,176	-2.0%	4,061	3,923	-3.4%	2.2	2.1	-0.1
MINI	122	95	-22.1%	361	346	-4.2%	631	604	-4.3%	0.3	0.3	0.0
Mitsubishi	313	310	-1.0%	892	889	-0.3%	1,757	1,743	-0.8%	0.9	0.9	0.0
Nissan	2,667	2,979	11.7%	7,688	7,798	1.4%	14,765	15,101	2.3%	7.9	8.1	0.2
Other	39	38	-2.6%	163	133	-18.4%	293	238	-18.8%	0.2	0.1	-0.1
Porsche	139	145	4.3%	411	491	19.5%	728	831	14.1%	0.4	0.4	0.0
Ram	325	366	12.6%	989	1,071	8.3%	1,916	2,049	6.9%	1.0	1.1	0.1
Subaru	1,154	1,195	3.6%	3,476	3,715	6.9%	6,707	7,018	4.6%	3.6	3.8	0.2
Tesla	74	88	18.9%	238	188	-21.0%	452	394	-12.8%	0.2	0.2	0.0
Toyota	3,835	3,548	-7.5%	11,411	10,596	-7.1%	20,699	19,131	-7.6%	11.1	10.3	-0.8
Volkswagen	792	610	-23.0%	2,397	2,001	-16.5%	4,075	3,675	-9.8%	2.2	2.0	-0.2
Volvo	119	165	38.7%	435	522	20.0%	868	1,074	23.7%	0.5	0.6	0.1

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

Change in Area Segment Market Share - YTD 2016 thru May vs. YTD 2015



Data Source: IHS Automotive.

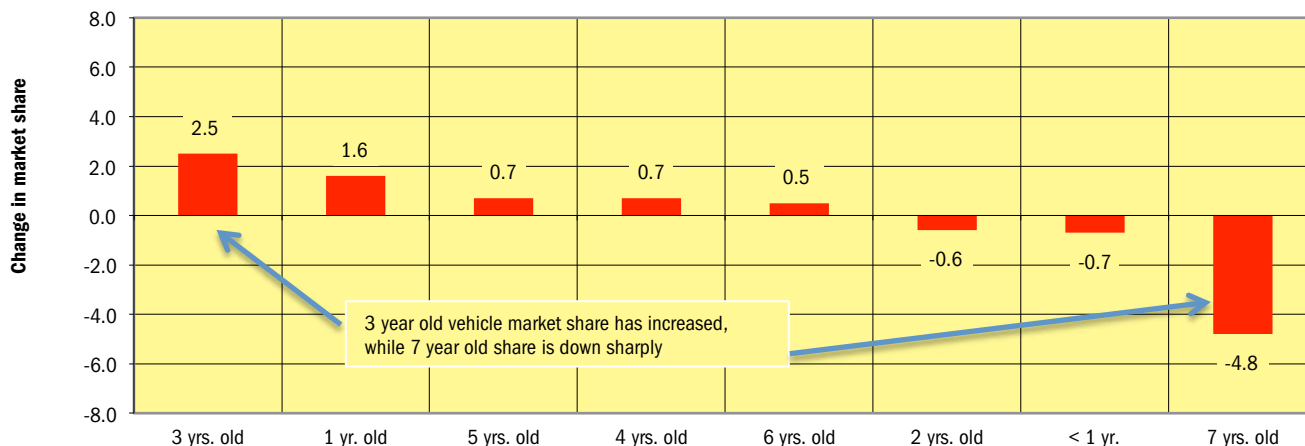
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	May			Three Month Period Mar. '16 thru May '16			YTD thru May			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	33,035	34,736	5.1%	91,211	93,730	2.8%	145,640	150,128	3.1%			
Acura	527	410	-22.2%	1,348	984	-27.0%	2,224	1,759	-20.9%	1.5	1.2	-0.3
Audi	560	615	9.8%	1,469	1,604	9.2%	2,407	2,632	9.3%	1.7	1.8	0.1
BMW	912	885	-3.0%	2,403	2,414	0.5%	3,752	3,844	2.5%	2.6	2.6	0.0
Buick	665	633	-4.8%	1,927	1,826	-5.2%	3,128	2,865	-8.4%	2.1	1.9	-0.2
Cadillac	508	581	14.4%	1,541	1,607	4.3%	2,569	2,561	-0.3%	1.8	1.7	-0.1
Chevrolet	4,713	4,838	2.7%	13,716	13,132	-4.3%	22,287	20,810	-6.6%	15.3	13.9	-1.4
Chrysler	934	956	2.4%	2,552	2,707	6.1%	4,150	4,392	5.8%	2.8	2.9	0.1
Dodge	1,708	1,759	3.0%	4,902	4,984	1.7%	7,896	7,969	0.9%	5.4	5.3	-0.1
FIAT	49	55	12.2%	144	185	28.5%	211	265	25.6%	0.1	0.2	0.1
Ford	3,736	4,332	16.0%	10,010	11,842	18.3%	16,051	18,577	15.7%	11.0	12.4	1.4
GMC	732	808	10.4%	2,127	2,224	4.6%	3,444	3,593	4.3%	2.4	2.4	0.0
Honda	2,250	2,214	-1.6%	6,325	5,695	-10.0%	9,821	9,287	-5.4%	6.7	6.2	-0.5
Hyundai	1,431	1,741	21.7%	3,945	4,884	23.8%	6,531	7,946	21.7%	4.5	5.3	0.8
Infiniti	537	479	-10.8%	1,398	1,320	-5.6%	2,175	2,172	-0.1%	1.5	1.4	-0.1
Jaguar	68	54	-20.6%	188	179	-4.8%	278	271	-2.5%	0.2	0.2	0.0
Jeep	1,198	1,541	28.6%	3,210	4,067	26.7%	5,289	6,473	22.4%	3.6	4.3	0.7
Kia	831	1,008	21.3%	2,222	2,702	21.6%	3,510	4,202	19.7%	2.4	2.8	0.4
Land Rover	192	147	-23.4%	439	414	-5.7%	738	694	-6.0%	0.5	0.5	0.0
Lexus	727	750	3.2%	1,950	1,964	0.7%	3,052	3,133	2.7%	2.1	2.1	0.0
Lincoln	291	318	9.3%	864	882	2.1%	1,433	1,409	-1.7%	1.0	0.9	-0.1
Mazda	541	539	-0.4%	1,398	1,347	-3.6%	2,272	2,126	-6.4%	1.6	1.4	-0.2
Mercedes	1,101	1,016	-7.7%	2,698	2,587	-4.1%	4,264	4,204	-1.4%	2.9	2.8	-0.1
MINI	127	140	10.2%	312	335	7.4%	495	537	8.5%	0.3	0.4	0.1
Mitsubishi	263	255	-3.0%	727	674	-7.3%	1,182	1,061	-10.2%	0.8	0.7	-0.1
Nissan	3,157	3,197	1.3%	8,409	8,887	5.7%	13,255	14,493	9.3%	9.1	9.7	0.6
Other	569	249	-56.2%	1,489	650	-56.3%	2,289	1,018	-55.5%	1.6	0.7	-0.9
Porsche	174	172	-1.1%	391	410	4.9%	604	657	8.8%	0.4	0.4	0.0
smart	17	18	5.9%	53	53	0.0%	87	79	-9.2%	0.1	0.1	0.0
Subaru	414	459	10.9%	1,114	1,196	7.4%	1,806	1,923	6.5%	1.2	1.3	0.1
Suzuki	61	38	-37.7%	152	74	-51.3%	232	119	-48.7%	0.2	0.1	-0.1
Toyota	2,793	3,377	20.9%	8,485	8,620	1.6%	12,878	13,684	6.3%	8.8	9.1	0.3
Volkswagen	1,088	1,007	-7.4%	2,923	2,906	-0.6%	4,687	4,796	2.3%	3.2	3.2	0.0
Volvo	161	145	-9.9%	380	375	-1.3%	643	577	-10.3%	0.4	0.4	0.0

Top ten are shaded green.

Source: IHS Automotive.

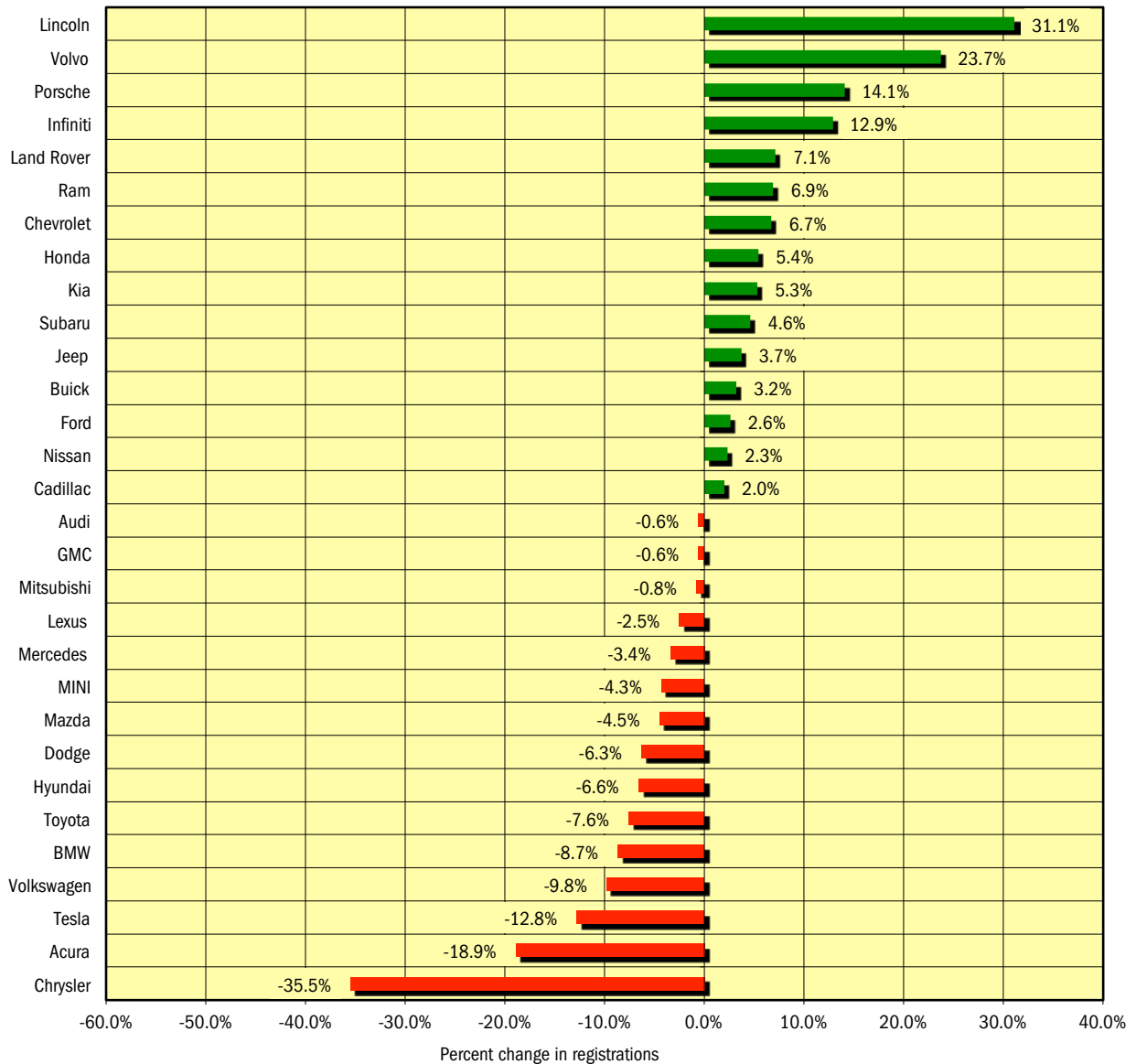
Change in Used Vehicle Market Share by Age of Vehicle - YTD 2016 thru May vs. YTD 2015



3 year old vehicle market share has increased, while 7 year old share is down sharply

Data Source: IHS Automotive.

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



*Figures for June 2016 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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