

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations declined an estimated 3% in June '17 vs. year earlier.

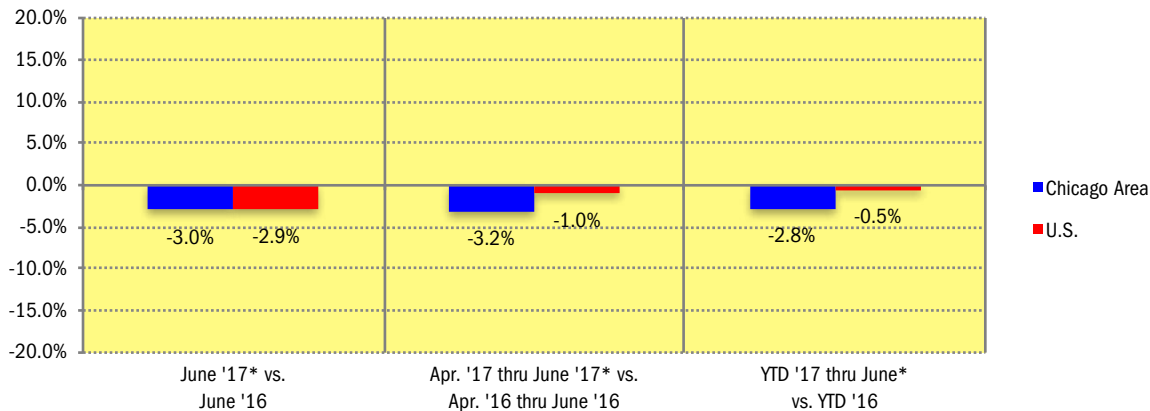
The area market fell 2.8% during the first six months of this year. The U.S. market was down 0.5%.

Area used vehicle market fell in May '17, but was up 7.4%, year-to-date.

Mid Size SUV and Subcompact SUV market share increased, while Mid Size Car had the largest decline.

Brands with the highest percentage gains in new vehicle registrations during the first six months of this year: Tesla, Ram, Porsche, Chrysler, and Volkswagen.

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



*Figures for June 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					
	June Estimate*			YTD thru June		
	2016	2017	Change	2016	2017	Change
Total	32,188	31,222	-3.0%	183,296	178,130	-2.8%
Cars	13,553	11,772	-13.1%	75,299	67,756	-10.0%
Light Trucks	18,635	19,450	4.4%	107,997	110,374	2.2%
Detroit Three Brands	13,021	12,187	-6.4%	74,601	70,722	-5.2%
European Brands	3,312	3,480	5.1%	18,902	19,398	2.6%
Japanese Brands	12,977	13,137	1.2%	73,883	72,368	-2.1%
Korean Brands	2,878	2,418	-16.0%	15,910	15,642	-1.7%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	May			YTD thru May		
	2016	2017	Change	2016	2017	Change
Total	34,736	30,781	-11.4%	150,128	161,244	7.4%
Cars	19,813	16,592	-16.3%	86,364	87,311	1.1%
Light Trucks	14,923	14,189	-4.9%	63,764	73,933	15.9%
Detroit Three Brands	15,951	14,528	-8.9%	69,415	76,268	9.9%
European Brands	4,317	3,750	-13.1%	18,801	19,693	4.7%
Japanese Brands	11,719	10,055	-14.2%	49,764	52,301	5.1%
Korean Brands	2,749	2,448	-10.9%	12,148	12,982	6.9%

*Figures for June 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.

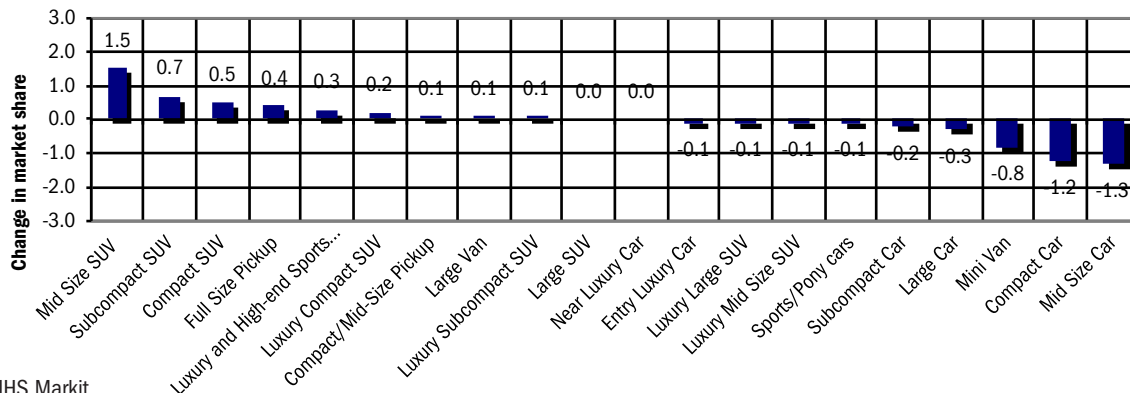
Data Source: IHS Markit.

Chicago Area New Retail Car and Light Truck Registrations												
	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	32,188	31,222	-3.0%	97,736	94,644	-3.2%	183,296	178,130	-2.8%			
Acura	517	636	23.0%	1,722	1,855	7.7%	3,085	3,180	3.1%	1.7	1.8	0.1
Alfa Romeo	0	90		3	139	4533.3%	6	160	2566.7%	0.0	0.1	0.1
Audi	572	599	4.7%	1,653	1,764	6.7%	2,871	2,975	3.6%	1.6	1.7	0.1
BMW	605	604	-0.2%	1,997	1,896	-5.1%	3,746	3,685	-1.6%	2.0	2.1	0.1
Buick	564	654	16.0%	1,734	1,909	10.1%	3,468	3,470	0.1%	1.9	1.9	0.0
Cadillac	447	393	-12.1%	1,264	1,247	-1.3%	2,386	2,243	-6.0%	1.3	1.3	0.0
Chevrolet	4,177	3,887	-6.9%	11,773	10,561	-10.3%	22,343	20,462	-8.4%	12.2	11.5	-0.7
Chrysler	543	458	-15.7%	1,353	1,407	4.0%	2,202	2,469	12.1%	1.2	1.4	0.2
Dodge	727	624	-14.2%	2,531	2,437	-3.7%	5,098	4,559	-10.6%	2.8	2.6	-0.2
FIAT	44	42	-4.5%	150	135	-10.0%	313	291	-7.0%	0.2	0.2	0.0
Ford	2,956	2,783	-5.9%	9,200	8,806	-4.3%	17,823	16,983	-4.7%	9.7	9.5	-0.2
Genesis	0	34		0	138		0	245		0.0	0.1	0.1
GMC	872	837	-4.0%	2,453	2,262	-7.8%	4,727	4,419	-6.5%	2.6	2.5	-0.1
Honda	3,560	3,497	-1.8%	10,706	10,210	-4.6%	19,010	19,045	0.2%	10.4	10.7	0.3
Hyundai	1,633	1,273	-22.0%	4,986	4,921	-1.3%	9,069	9,070	0.0%	4.9	5.1	0.2
Infiniti	321	354	10.3%	962	1,004	4.4%	1,925	1,895	-1.6%	1.1	1.1	0.0
Jaguar	97	104	7.2%	213	294	38.0%	305	568	86.2%	0.2	0.3	0.1
Jeep	2,107	1,875	-11.0%	6,815	5,988	-12.1%	12,722	11,513	-9.5%	6.9	6.5	-0.4
Kia	1,245	1,111	-10.8%	3,698	3,490	-5.6%	6,841	6,327	-7.5%	3.7	3.6	-0.1
Land Rover	171	172	0.6%	577	520	-9.9%	1,243	1,063	-14.5%	0.7	0.6	-0.1
Lexus	612	576	-5.9%	1,934	1,841	-4.8%	3,807	3,407	-10.5%	2.1	1.9	-0.2
Lincoln	272	285	4.8%	792	810	2.3%	1,508	1,527	1.3%	0.8	0.9	0.1
Maserati	15	15	0.0%	70	88	25.7%	113	173	53.1%	0.1	0.1	0.0
Mazda	751	638	-15.0%	2,187	2,080	-4.9%	3,904	3,738	-4.3%	2.1	2.1	0.0
Mercedes	716	724	1.1%	2,156	2,106	-2.3%	3,917	4,029	2.9%	2.1	2.3	0.2
MINI	131	117	-10.7%	389	332	-14.7%	650	569	-12.5%	0.4	0.3	-0.1
Mitsubishi	265	250	-5.7%	843	806	-4.4%	1,697	1,429	-15.8%	0.9	0.8	-0.1
Nissan	2,521	2,538	0.7%	7,317	7,165	-2.1%	14,615	13,859	-5.2%	8.0	7.8	-0.2
Other	15	0	-100.0%	56	65	16.1%	115	146	27.0%	0.1	0.1	0.0
Porsche	127	127	0.0%	471	497	5.5%	809	921	13.8%	0.4	0.5	0.1
Ram	292	309	5.8%	981	1,124	14.6%	1,953	2,254	15.4%	1.1	1.3	0.2
Subaru	1,191	1,323	11.1%	3,706	3,751	1.2%	7,008	7,256	3.5%	3.8	4.1	0.3
Tesla	64	82	28.1%	163	248	52.1%	369	819	122.0%	0.2	0.5	0.3
Toyota	3,239	3,325	2.7%	10,285	10,259	-0.3%	18,826	18,552	-1.5%	10.3	10.4	0.1
Volkswagen	647	740	14.4%	2,067	2,038	-1.4%	3,740	3,949	5.6%	2.0	2.2	0.2
Volvo	172	146	-15.1%	529	451	-14.7%	1,082	880	-18.7%	0.6	0.5	-0.1

*Figures for June 2017 were estimated by Auto Outlook. Top ten are shaded green.

Source: IHS Markit

Change in Area Segment Market Share - YTD 2017 thru May vs. YTD 2016



Data Source: IHS Markit.

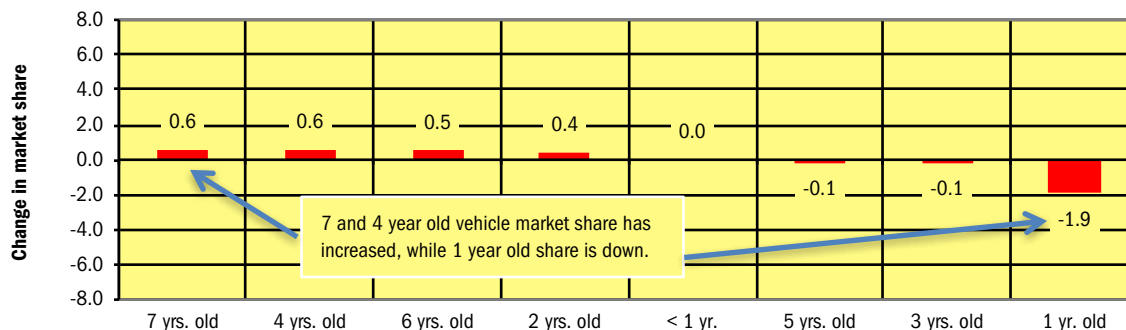
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	May			Three Month Period Mar. '17 thru May '17			YTD thru May			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	34,736	30,781	-11.4%	93,730	99,701	6.4%	150,128	161,244	7.4%		
Acura	410	420	2.4%	984	1,369	39.1%	1,759	2,328	32.3%	1.2	1.4	0.2
Audi	615	542	-11.9%	1,604	1,717	7.0%	2,632	2,832	7.6%	1.8	1.8	0.0
BMW	885	847	-4.3%	2,414	2,884	19.5%	3,844	4,716	22.7%	2.6	2.9	0.3
Buick	633	567	-10.4%	1,826	1,925	5.4%	2,865	3,120	8.9%	1.9	1.9	0.0
Cadillac	581	572	-1.5%	1,607	1,844	14.7%	2,561	3,053	19.2%	1.7	1.9	0.2
Chevrolet	4,838	4,186	-13.5%	13,132	14,091	7.3%	20,810	22,854	9.8%	13.9	14.2	0.3
Chrysler	956	814	-14.9%	2,707	2,759	1.9%	4,392	4,401	0.2%	2.9	2.7	-0.2
Dodge	1,759	1,653	-6.0%	4,984	5,347	7.3%	7,969	8,539	7.2%	5.3	5.3	0.0
FIAT	55	61	10.9%	185	185	0.0%	265	307	15.8%	0.2	0.2	0.0
Ford	4,332	3,928	-9.3%	11,842	12,670	7.0%	18,577	20,257	9.0%	12.4	12.6	0.2
GMC	808	835	3.3%	2,224	2,763	24.2%	3,593	4,394	22.3%	2.4	2.7	0.3
Honda	2,214	1,919	-13.3%	5,695	6,025	5.8%	9,287	9,441	1.7%	6.2	5.9	-0.3
Hyundai	1,741	1,580	-9.2%	4,884	5,119	4.8%	7,946	8,321	4.7%	5.3	5.2	-0.1
Infiniti	479	482	0.6%	1,320	1,518	15.0%	2,172	2,443	12.5%	1.4	1.5	0.1
Jaguar	54	55	1.9%	179	170	-5.0%	271	294	8.5%	0.2	0.2	0.0
Jeep	1,541	1,622	5.3%	4,067	4,842	19.1%	6,473	7,718	19.2%	4.3	4.8	0.5
Kia	1,008	867	-14.0%	2,702	2,917	8.0%	4,202	4,659	10.9%	2.8	2.9	0.1
Land Rover	147	149	1.4%	414	432	4.3%	694	730	5.2%	0.5	0.5	0.0
Lexus	750	646	-13.9%	1,964	2,020	2.9%	3,133	3,394	8.3%	2.1	2.1	0.0
Lincoln	318	304	-4.4%	882	985	11.7%	1,409	1,627	15.5%	0.9	1.0	0.1
Mazda	539	457	-15.2%	1,347	1,300	-3.5%	2,126	2,116	-0.5%	1.4	1.3	-0.1
Mercedes	1,016	765	-24.7%	2,587	2,535	-2.0%	4,204	4,218	0.3%	2.8	2.6	-0.2
MINI	140	107	-23.6%	335	303	-9.6%	537	520	-3.2%	0.4	0.3	-0.1
Mitsubishi	255	199	-22.0%	674	683	1.3%	1,061	1,106	4.2%	0.7	0.7	0.0
Nissan	3,197	2,899	-9.3%	8,887	9,495	6.8%	14,493	15,174	4.7%	9.7	9.4	-0.3
Other	249	111	-55.4%	650	376	-42.2%	1,018	575	-43.5%	0.7	0.4	-0.3
Porsche	172	146	-15.1%	410	450	9.8%	657	701	6.7%	0.4	0.4	0.0
smart	18	16	-11.1%	53	59	11.3%	79	83	5.1%	0.1	0.1	0.0
Subaru	459	441	-3.9%	1,196	1,401	17.1%	1,923	2,225	15.7%	1.3	1.4	0.1
Suzuki	38	11	-71.1%	74	44	-40.5%	119	81	-31.9%	0.1	0.1	0.0
Toyota	3,377	2,581	-23.6%	8,620	8,327	-3.4%	13,684	13,985	2.2%	9.1	8.7	-0.4
Volkswagen	1,007	877	-12.9%	2,906	2,753	-5.3%	4,796	4,402	-8.2%	3.2	2.7	-0.5
Volvo	145	122	-15.9%	375	393	4.8%	577	630	9.2%	0.4	0.4	0.0

Top ten are shaded green.

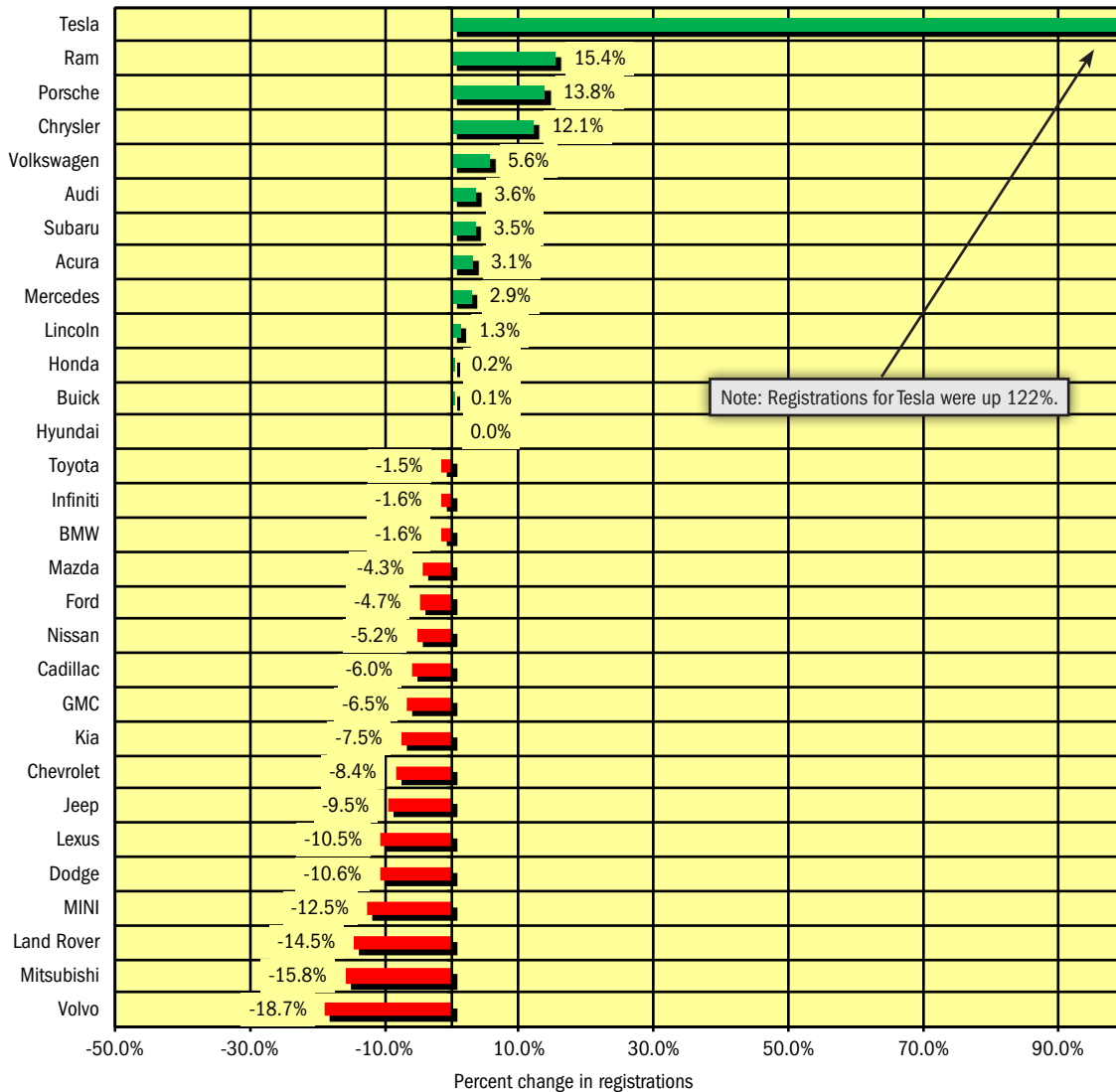
Source: IHS Markit.

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



Data Source: IHS Markit.

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



*Figures for June 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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