

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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by:



YTD '19 thru June
% Change In
New Retail Market vs.
Year Earlier

Chicago Area
-5.4%

U.S.
-4.1%

Chicago Area and U.S. New Retail Light Vehicle Registrations

	Chicago Area	U.S.
YTD '18 thru June	173,579	6,801,656
YTD '19 thru June*	164,179	6,519,662
% change	-5.4%	-4.1%
June 2018 registrations	30,998	1,156,093
June 2019 registrations*	29,758	1,126,588
% change	-4.0%	-2.6%

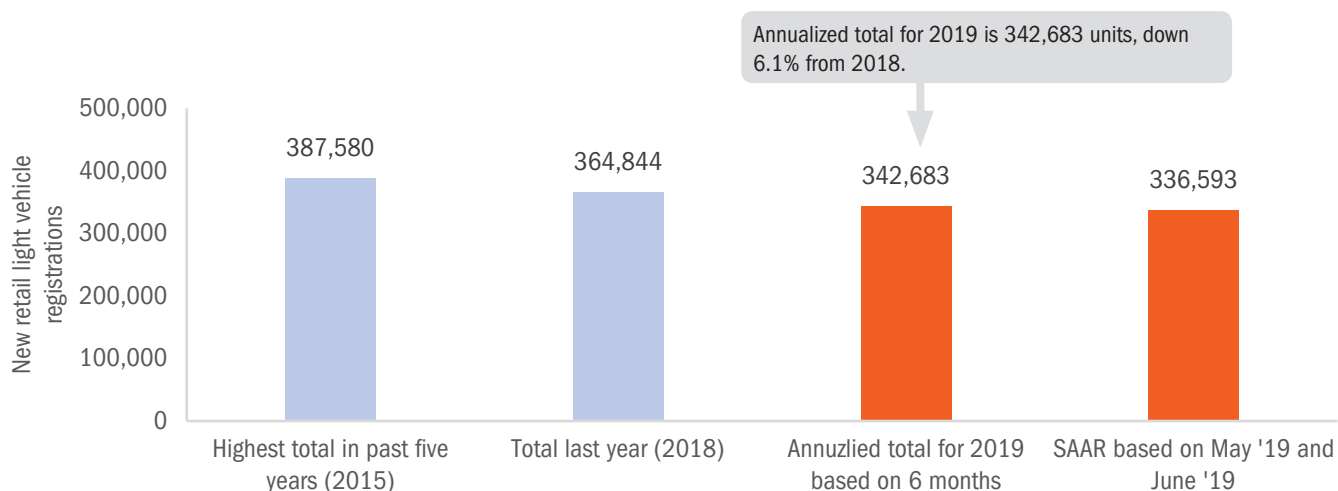
QUICK FACTS

Chicago area market declined 5.4% during first six months of 2019 vs. year earlier. U.S. market was off 4.1%.

Estimated June '19 registrations in the area declined 4.0% vs. year earlier.

Registrations of used vehicles seven years old or newer increased 9.4% during the first five months of this year.

Annual Trends in Area New Vehicle Market



*June 2019 figures were estimated by Auto Outlook.

Data Source: IHS.

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.

**Change in Year to Date
New Retail Light Vehicle
Registrations**

LIGHT TRUCKS

**DOWN
1.4%**

PASSENGER CARS

**DOWN
13.7%**

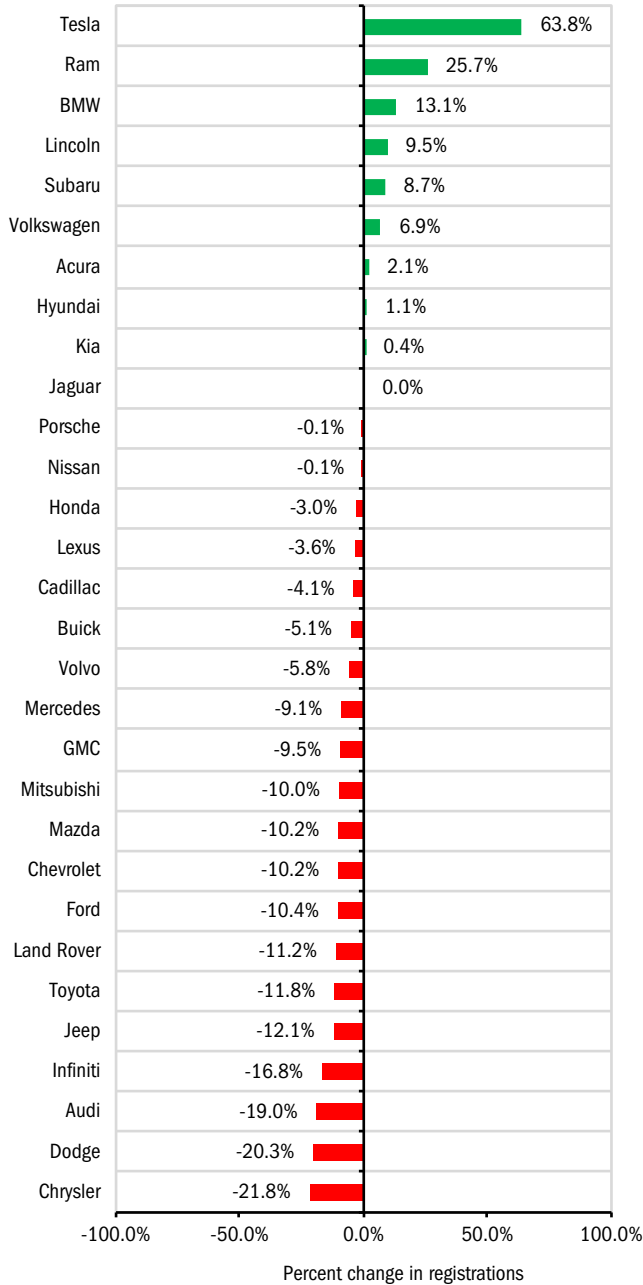
Chicago Area New Retail Car and Light Truck Registrations												
	June*			Three Month Period Apr. '19 thru June '19*			YTD thru June*			YTD Market Share (%)		
	2018	2019	% chg.	Yr. Ago	Current	% chg.	2018	2019	% chg.	2018	2019	Chg.
TOTAL	30,998	29,758	-4.0%	94,117	90,854	-3.5%	173,579	164,179	-5.4%			
Cars	10,319	9,152	-11.3%	31,286	27,568	-11.9%	56,854	49,084	-13.7%	32.8	29.9	-2.9
Trucks	20,679	20,606	-0.4%	62,831	63,286	0.7%	116,725	115,095	-1.4%	67.2	70.1	2.9
Detroit Three Brands	12,114	11,653	-3.8%	37,564	34,919	-7.0%	69,977	63,994	-8.5%	40.3	39.0	-1.3
European Brands	3,635	3,670	1.0%	11,429	11,347	-0.7%	20,859	20,128	-3.5%	12.0	12.3	0.3
Japanese Brands	12,315	11,459	-7.0%	36,561	35,809	-2.1%	67,396	64,516	-4.3%	38.8	39.3	0.5
Korean Brands	2,934	2,976	1.4%	8,563	8,779	2.5%	15,347	15,541	1.3%	8.8	9.5	0.7
Acura	659	544	-17.5%	1,764	1,736	-1.6%	3,080	3,144	2.1%	1.8	1.9	0.1
Alfa Romeo	61	42	-31.1%	229	129	-43.7%	378	227	-39.9%	0.2	0.1	-0.1
Audi	593	585	-1.3%	1,824	1,522	-16.6%	3,181	2,576	-19.0%	1.8	1.6	-0.2
BMW	648	689	6.3%	1,963	2,227	13.4%	3,570	4,038	13.1%	2.1	2.5	0.4
Buick	455	532	16.9%	1,499	1,444	-3.7%	2,955	2,804	-5.1%	1.7	1.7	0.0
Cadillac	400	428	7.0%	1,111	1,124	1.2%	2,051	1,966	-4.1%	1.2	1.2	0.0
Chevrolet	3,290	3,092	-6.0%	10,385	9,649	-7.1%	19,933	17,891	-10.2%	11.5	10.9	-0.6
Chrysler	322	305	-5.3%	1,126	942	-16.3%	1,974	1,544	-21.8%	1.1	0.9	-0.2
Dodge	736	605	-17.8%	2,519	1,833	-27.2%	4,321	3,442	-20.3%	2.5	2.1	-0.4
FIAT	27	17	-37.0%	88	48	-45.5%	151	95	-37.1%	0.1	0.1	0.0
Ford	2,958	2,820	-4.7%	9,010	8,177	-9.2%	16,529	14,809	-10.4%	9.5	9.0	-0.5
Genesis	31	72	132.3%	114	205	79.8%	261	332	27.2%	0.2	0.2	0.0
GMC	568	607	6.9%	1,935	2,065	6.7%	4,191	3,791	-9.5%	2.4	2.3	-0.1
Honda	3,797	3,550	-6.5%	10,817	10,545	-2.5%	19,426	18,834	-3.0%	11.2	11.5	0.3
Hyundai	1,805	1,813	0.4%	5,071	5,047	-0.5%	8,796	8,893	1.1%	5.1	5.4	0.3
Infiniti	266	242	-9.0%	797	681	-14.6%	1,478	1,230	-16.8%	0.9	0.7	-0.2
Jaguar	60	47	-21.7%	218	220	0.9%	405	405	0.0%	0.2	0.2	0.0
Jeep	2,498	2,184	-12.6%	7,391	6,546	-11.4%	13,410	11,784	-12.1%	7.7	7.2	-0.5
Kia	1,098	1,091	-0.6%	3,378	3,527	4.4%	6,290	6,316	0.4%	3.6	3.8	0.2
Land Rover	216	201	-6.9%	770	714	-7.3%	1,439	1,278	-11.2%	0.8	0.8	0.0
Lexus	564	541	-4.1%	1,811	1,789	-1.2%	3,322	3,203	-3.6%	1.9	2.0	0.1
Lincoln	230	209	-9.1%	727	784	7.8%	1,328	1,454	9.5%	0.8	0.9	0.1
Maserati	23	22	-4.3%	91	56	-38.5%	162	101	-37.7%	0.1	0.1	0.0
Mazda	617	517	-16.2%	2,097	1,984	-5.4%	3,910	3,511	-10.2%	2.3	2.1	-0.2
Mercedes	599	597	-0.3%	1,922	1,827	-4.9%	3,649	3,318	-9.1%	2.1	2.0	-0.1
MINI	86	66	-23.3%	266	217	-18.4%	509	378	-25.7%	0.3	0.2	-0.1
Mitsubishi	312	340	9.0%	931	856	-8.1%	1,681	1,513	-10.0%	1.0	0.9	-0.1
Nissan	1,842	1,542	-16.3%	5,198	5,297	1.9%	10,076	10,063	-0.1%	5.8	6.1	0.3
Other	23	23	0.0%	73	89	21.9%	134	165	23.1%	0.1	0.1	0.0
Porsche	133	139	4.5%	477	442	-7.3%	829	828	-0.1%	0.5	0.5	0.0
Ram	376	540	43.6%	1,225	1,608	31.3%	2,301	2,893	25.7%	1.3	1.8	0.5
Subaru	1,196	1,235	3.3%	3,879	4,228	9.0%	7,271	7,900	8.7%	4.2	4.8	0.6
Tesla	280	331	18.2%	634	742	17.0%	982	1,609	63.8%	0.6	1.0	0.4
Toyota	3,060	2,948	-3.7%	9,259	8,690	-6.1%	17,143	15,113	-11.8%	9.9	9.2	-0.7
Volkswagen	881	956	8.5%	2,707	3,055	12.9%	5,072	5,421	6.9%	2.9	3.3	0.4
Volvo	288	286	-0.7%	811	809	-0.2%	1,391	1,310	-5.8%	0.8	0.8	0.0

*Figures for June 2019 were estimated by Auto Outlook.

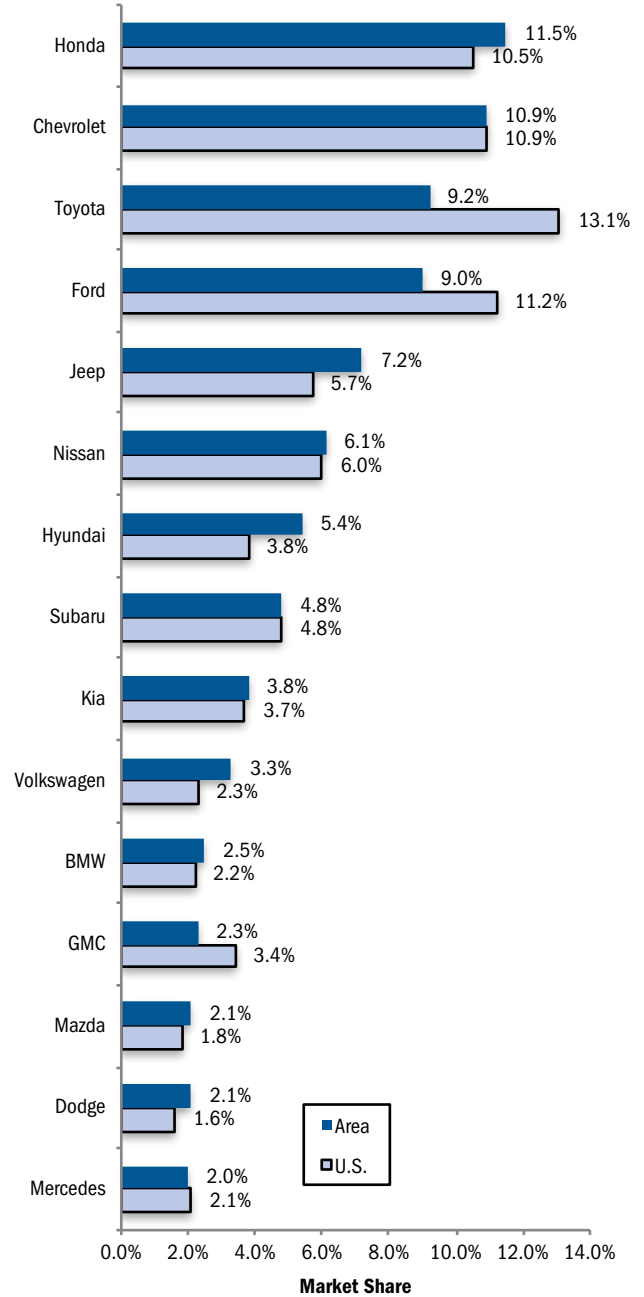
Top ten are shaded yellow.

Source: IHS

**Percent Change in Brand Registrations
YTD 2019 thru June* vs. YTD 2018
(Top 30 selling brands)**



**Chicago Area and U.S. Market Share
YTD 2019 thru June*
(Top 20 selling brands in area)**



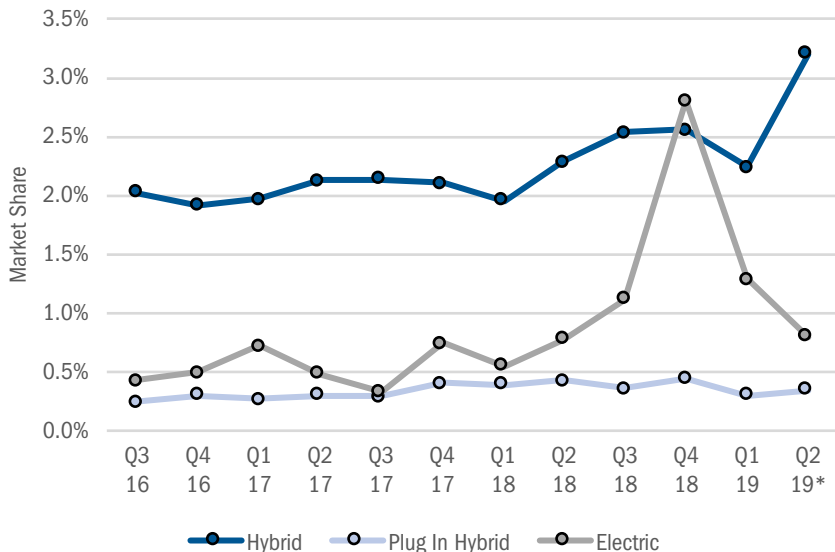
Registrations increased by more than 6% for Tesla, Ram, BMW, Lincoln, Subaru, and Volkswagen.



Honda, Chevrolet, Toyota, Ford, and Jeep were market share leaders in the Chicago Area

HYBRID AND ELECTRIC VEHICLES

**Quarterly Alternative Powertrain Market Share
(includes hybrid and electric vehicles)**



Hybrid/electric vehicle market share in Q2 '19:

4.3%

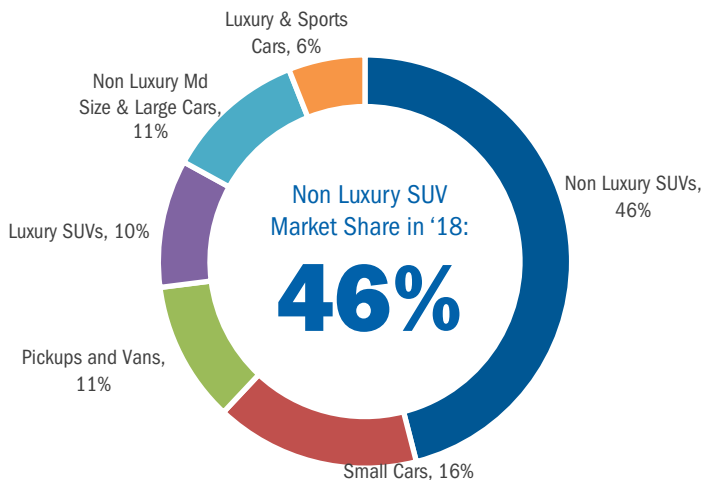
**New Retail Hybrid and Electric Vehicle Registrations
Top 15 Selling Models in Area - YTD 2019 thru May**

Rank	Model	Regs.
1	Tesla Model 3	979
2	Jeep Wrangler	709
3	Toyota RAV4	432
4	Toyota Prius	325
5	Toyota Camry	275
6	Honda Insight	254
7	Honda Accord	244
8	Kia Niro	189
9	Toyota Highlander	175
10	Lexus RX	160
11	Tesla Model X	156
12	Tesla Model S	143
13	Lexus NX	123
14	Lexus UX	115
15	Ford Fusion	112

The graph above shows hybrid powertrain and electric vehicle quarterly market share in the area. *Second Quarter 2019 includes April and May. Figures include mild hybrid powertrains. Source: IHS.

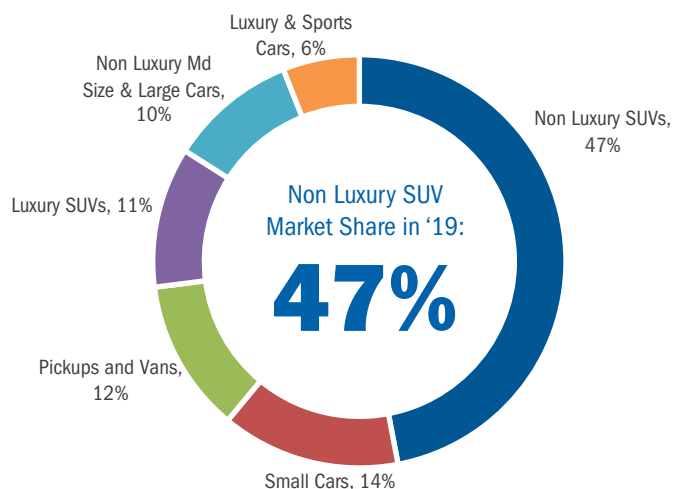
VEHICLE SEGMENTS

**Segment Market Shares in Chicago Area
YTD 2018 thru May**



Source: IHS.

**Segment Market Shares in Chicago Area
YTD 2019 thru May**



Source: IHS.

The two graphs above show market shares for primary segments during the first five months of 2018 and 2019.

COUNTY NEW VEHICLE MARKETS

COUNTY MARKETS - PART 1							
	YTD thru May		Percent Change	Unit Change	Light Truck Market Share (%)		
	2018	2019	2018 to 2019	2018 to 2019	2018	2019	Change
Cook, IL	68,350	64,311	-5.9%	-4039	65.5	68.5	3.0
Du Page, IL	19,273	17,673	-8.3%	-1600	67.4	70.5	3.1
Kane, IL	9,267	8,624	-6.9%	-643	69.7	72.0	2.2
Lake, IL	14,698	14,317	-2.6%	-381	68.9	72.4	3.5
Mc Henry, IL	6,066	5,850	-3.6%	-216	71.2	74.7	3.5
Will, IL	14,161	13,393	-5.4%	-768	68.6	71.0	2.5
Lake, IN	7,552	7,270	-3.7%	-282	69.9	71.4	1.5
Porter, IN	3,214	2,983	-7.2%	-231	74.9	77.7	2.8

COUNTY MARKETS - PART 2													
Market Share Summary - YTD thru May													
	Domestic Brands			Top Ten Selling Brands in Area-YTD 2019									
	YTD 2018	YTD 2019	Change '18 to '19	Honda	Chevrolet	Toyota	Ford	Jeep	Nissan	Hyundai	Subaru	Kia	Volkswagen
Cook, IL	37.7	36.2	-1.5	11.4	10.2	9.7	8.1	7.0	6.9	5.4	4.9	3.8	3.5
Du Page, IL	34.7	34.3	-0.4	12.5	8.7	9.4	8.2	6.3	6.1	5.8	4.6	3.3	3.5
Kane, IL	41.6	39.5	-2.1	11.8	10.6	8.4	8.8	7.5	8.5	6.4	5.6	3.8	3.4
Lake, IL	36.9	36.6	-0.3	10.6	10.7	9.4	7.2	7.8	4.9	3.7	6.0	4.0	3.0
Mc Henry, IL	47.8	45.5	-2.3	11.3	12.5	6.7	11.2	8.2	7.6	5.0	6.1	4.2	3.3
Will, IL	49.4	45.9	-3.5	11.1	14.0	7.6	10.5	6.8	5.5	6.0	3.8	4.8	3.2
Lake, IN	57.1	53.1	-4.0	11.3	16.7	7.9	13.9	7.2	4.0	4.4	3.8	4.2	2.7
Porter, IN	59.0	55.7	-3.3	9.0	14.2	8.3	15.2	9.5	3.8	2.0	6.8	4.0	2.1

TOP 3 COUNTIES

New retail registrations YTD '19 - greater than 14,300 units	% change in registrations YTD '19 vs. YTD '18 - decrease less than 4%	Increase in truck share YTD '19 vs. YTD '18 - Up by more than 3.0 market share points	Chevrolet market share YTD '19 - Higher than 14%
Cook	Lake, IL	Lake, IL	Lake, IN
DuPage	Mc Henry	Mc Henry	Porter
Lake, IL	Lake, IN	Du Page	Will

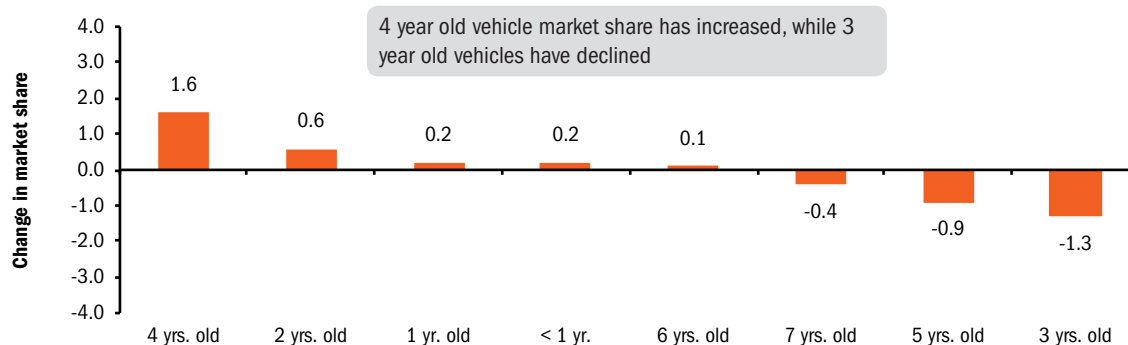
USED VEHICLE MARKET

Chicago Area Used Car and Light Truck Registrations												
	May			Three Month Period Mar. '19 thru May '19			YTD thru May			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2018	2019	% chg.	Yr. Ago	Current	% chg.	2018	2019	% chg.	2018	2019	Chg.
TOTAL	32,865	39,339	19.7%	102,971	116,739	13.4%	158,282	173,094	9.4%			
Acura	450	582	29.3%	1,345	1,535	14.1%	2,063	2,286	10.8%	1.3	1.3	0.0
Audi	644	871	35.2%	2,061	2,293	11.3%	3,207	3,475	8.4%	2.0	2.0	0.0
BMW	1,024	1,011	-1.3%	2,912	2,785	-4.4%	4,456	4,122	-7.5%	2.8	2.4	-0.4
Buick	597	730	22.3%	2,004	2,041	1.8%	3,043	2,918	-4.1%	1.9	1.7	-0.2
Cadillac	597	580	-2.8%	1,853	1,615	-12.8%	2,907	2,506	-13.8%	1.8	1.4	-0.4
Chevrolet	4,312	5,154	19.5%	14,232	15,112	6.2%	21,854	22,674	3.8%	13.8	13.1	-0.7
Chrysler	734	651	-11.3%	2,297	2,091	-9.0%	3,422	3,108	-9.2%	2.2	1.8	-0.4
Dodge	1,687	1,924	14.0%	5,430	5,916	9.0%	8,091	8,973	10.9%	5.1	5.2	0.1
FIAT	68	74	8.8%	208	208	0.0%	324	291	-10.2%	0.2	0.2	0.0
Ford	3,701	4,560	23.2%	11,753	13,930	18.5%	18,329	20,643	12.6%	11.6	11.9	0.3
GMC	866	1,043	20.4%	2,771	3,060	10.4%	4,382	4,591	4.8%	2.8	2.7	-0.1
Honda	1,942	2,526	30.1%	5,826	6,877	18.0%	9,023	9,956	10.3%	5.7	5.8	0.1
Hyundai	1,738	1,977	13.8%	5,283	7,568	43.3%	8,121	10,840	33.5%	5.1	6.3	1.2
Infiniti	534	726	36.0%	1,597	2,094	31.1%	2,438	3,126	28.2%	1.5	1.8	0.3
Jaguar	69	97	40.6%	215	230	7.0%	314	316	0.6%	0.2	0.2	0.0
Jeep	1,918	2,112	10.1%	5,796	6,039	4.2%	8,851	9,301	5.1%	5.6	5.4	-0.2
Kia	959	1,398	45.8%	3,305	4,635	40.2%	4,959	6,624	33.6%	3.1	3.8	0.7
Land Rover	143	210	46.9%	457	626	37.0%	709	932	31.5%	0.4	0.5	0.1
Lexus	731	832	13.8%	2,058	2,460	19.5%	3,244	3,624	11.7%	2.0	2.1	0.1
Lincoln	304	409	34.5%	1,037	1,319	27.2%	1,567	1,881	20.0%	1.0	1.1	0.1
Mazda	493	587	19.1%	1,468	1,656	12.8%	2,192	2,460	12.2%	1.4	1.4	0.0
Mercedes	912	1,067	17.0%	2,712	2,855	5.3%	4,300	4,188	-2.6%	2.7	2.4	-0.3
MINI	103	142	37.9%	304	331	8.9%	475	477	0.4%	0.3	0.3	0.0
Mitsubishi	216	226	4.6%	644	731	13.5%	989	1,115	12.7%	0.6	0.6	0.0
Nissan	3,267	4,146	26.9%	10,437	12,500	19.8%	16,136	18,318	13.5%	10.2	10.6	0.4
Other	137	228	66.4%	384	644	67.7%	582	948	62.9%	0.4	0.5	0.1
Porsche	198	213	7.6%	535	582	8.8%	780	844	8.2%	0.5	0.5	0.0
smart	22	13	-40.9%	78	35	-55.1%	102	59	-42.2%	0.1	0.0	-0.1
Subaru	479	678	41.5%	1,536	1,789	16.5%	2,398	2,719	13.4%	1.5	1.6	0.1
Suzuki	9	1	-88.9%	35	10	-71.4%	48	18	-62.5%	0.0	0.0	0.0
Toyota	2,656	2,999	12.9%	8,099	8,762	8.2%	12,579	13,252	5.4%	7.9	7.7	-0.2
Volkswagen	1,197	1,370	14.5%	3,863	3,950	2.3%	5,741	5,802	1.1%	3.6	3.4	-0.2
Volvo	158	202	27.8%	436	460	5.5%	656	707	7.8%	0.4	0.4	0.0

Top ten are shaded yellow.

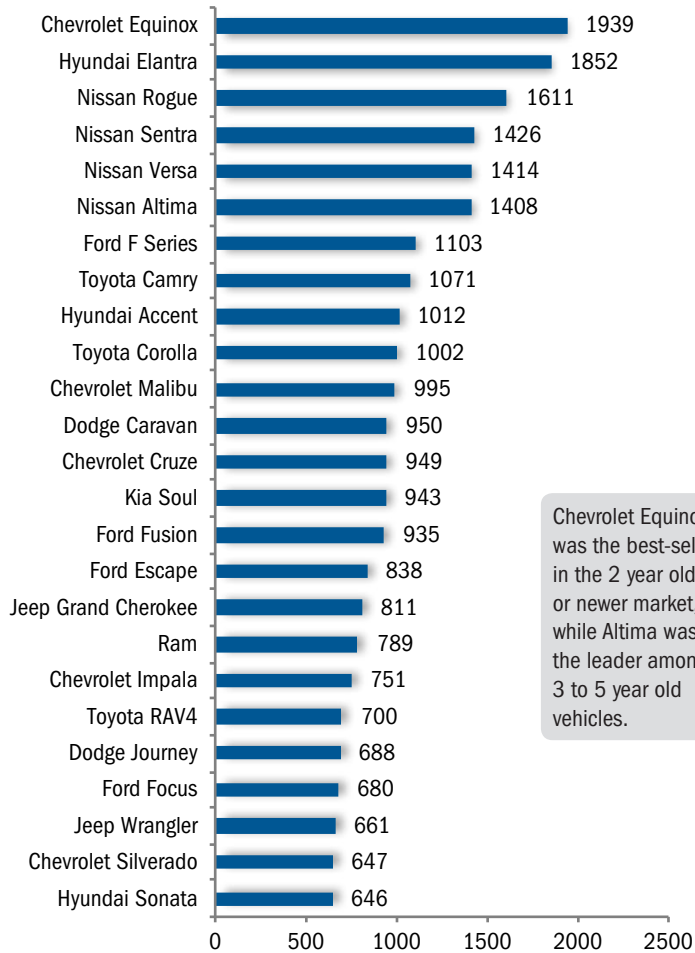
Source: IHS.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2019 thru May vs. Year Earlier



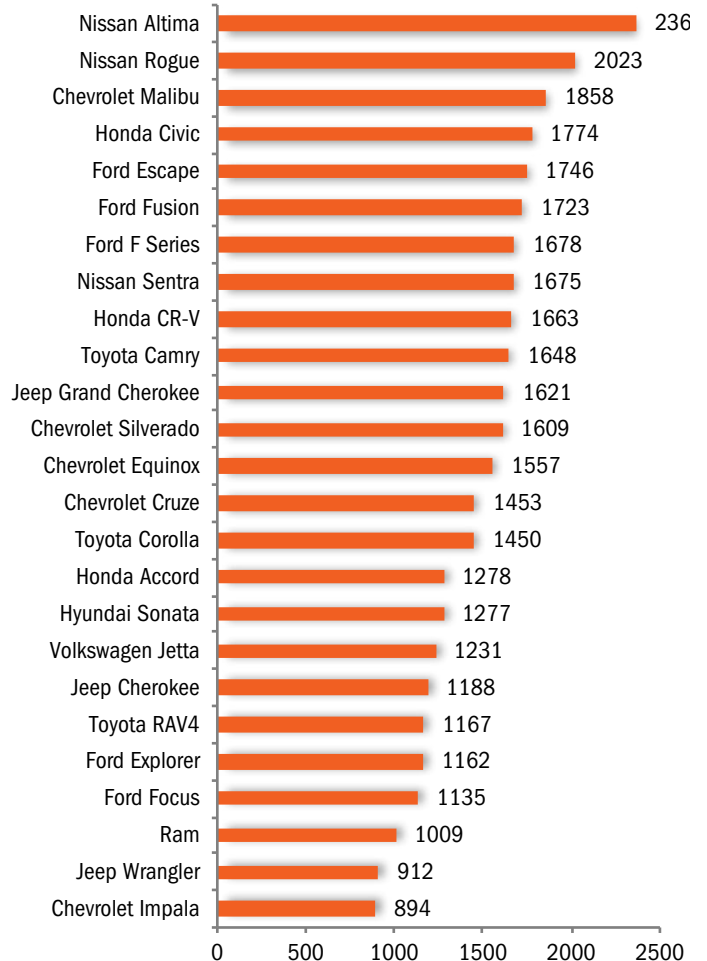
TOP SELLING USED VEHICLES

**Top 25 Selling Models (2 years old or newer)
Used Light Vehicle Registrations
YTD '19 thru May**



Chevrolet Equinox was the best-seller in the 2 year old or newer market, while Altima was the leader among 3 to 5 year old vehicles.

**Top 25 Selling Models (3 to 5 years old)
Used Light Vehicle Registrations
YTD '19 thru May**



Data Source: IHS

Chicago Auto Outlook

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