

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations declined an estimated 1% in March '17 vs. year earlier.

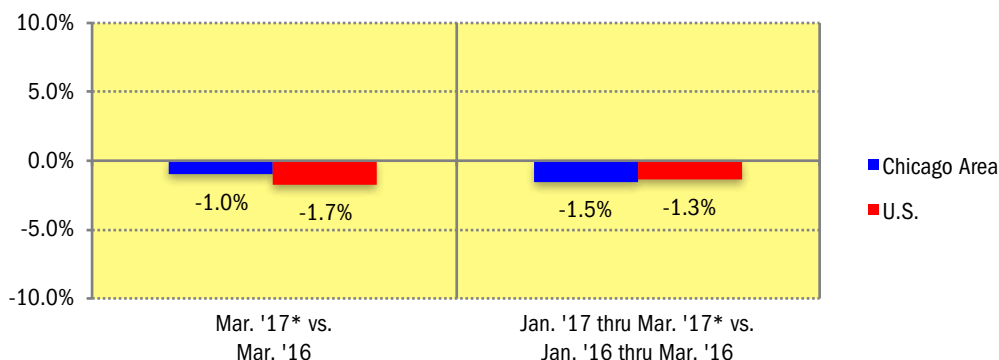
The area market fell 1.5% during the first three months of this year. The U.S. market was down an almost identical 1.3%.

Area used vehicle market declined slightly in February '17, and was up 9.1%, year-to-date.

The Midsize SUV segment had the largest market share gain so far this year, while Midsize Car had the biggest decline.

Jaguar, Tesla, Porsche, Volkswagen, and Ram had the largest increases in the new vehicle market during the first three months of this year. Registrations for each of these brands increased by more than 10%.

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



*Figures for March 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 | | | | | |
|--|----------------------------------|--------|--------|--------------|--------|--------|
| | March Estimate* | | | YTD thru Mar | | |
| | 2016 | 2017 | Change | 2016 | 2017 | Change |
| Total | 31,553 | 31,237 | -1.0% | 85,559 | 84,237 | -1.5% |
| Cars | 13,093 | 11,664 | -10.9% | 34,951 | 31,175 | -10.8% |
| Light Trucks | 18,460 | 19,573 | 6.0% | 50,608 | 53,062 | 4.8% |
| Detroit Three Brands | 12,463 | 12,166 | -2.4% | 35,542 | 34,256 | -3.6% |
| European Brands | 3,360 | 3,433 | 2.2% | 8,573 | 9,232 | 7.7% |
| Japanese Brands | 12,898 | 13,112 | 1.7% | 34,218 | 33,729 | -1.4% |
| Korean Brands | 2,832 | 2,526 | -10.8% | 7,226 | 7,020 | -2.9% |
| Used Vehicle Registrations (vehicles seven years old or newer) | | | | | | |
| | February | | | YTD Total | | |
| | 2016 | 2017 | Change | 2016 | 2017 | Change |
| | 27,811 | 27,204 | -2.2% | 56,398 | 61,543 | 9.1% |
| Total | 27,811 | 27,204 | -2.2% | 56,398 | 61,543 | 9.1% |
| Cars | 16,212 | 14,993 | -7.5% | 32,356 | 33,249 | 2.8% |
| Light Trucks | 11,599 | 12,211 | 5.3% | 24,042 | 28,294 | 17.7% |
| Detroit Three Brands | 12,986 | 13,045 | 0.5% | 25,659 | 28,852 | 12.4% |
| European Brands | 3,390 | 3,366 | -0.7% | 7,178 | 7,633 | 6.3% |
| Japanese Brands | 9,112 | 8,555 | -6.1% | 18,999 | 20,114 | 5.9% |
| Korean Brands | 2,323 | 2,238 | -3.7% | 4,562 | 4,944 | 8.4% |

*Figures for Mar. 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.

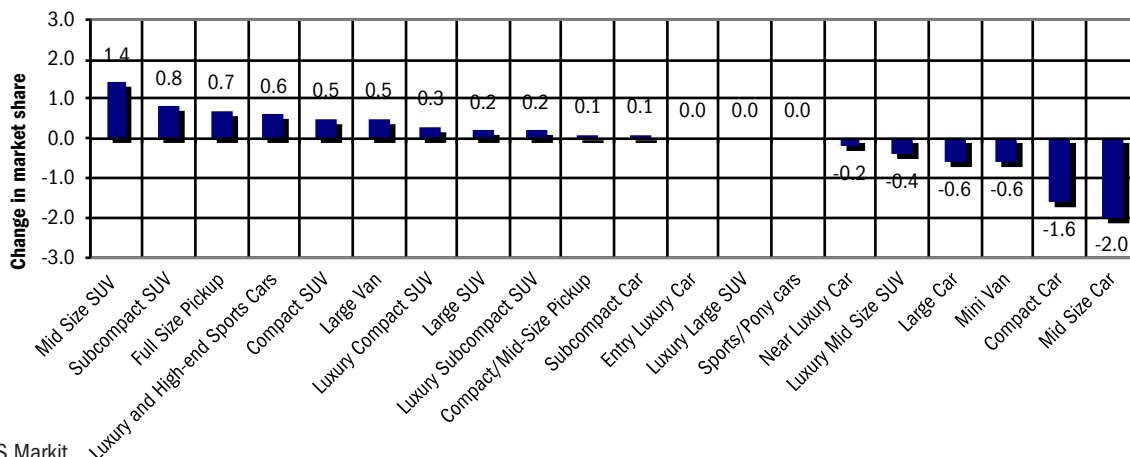
New Vehicle Market Brand Registrations

| Chicago Area New Retail Car and Light Truck Registrations | | | | | | | | | |
|---|--------------|--------|--------|--------------|--------|--------|----------------------|------|------|
| | March* | | | YTD thru Mar | | | YTD Market Share (%) | | |
| | Chicago Area | | | Chicago Area | | | Chicago Area | | |
| | 2016 | 2017* | % chg. | 2016 | 2017 | % chg. | 2016 | 2017 | Chg. |
| TOTAL | 31,553 | 31,237 | -1.0% | 85,559 | 84,237 | -1.5% | | | |
| Acura | 488 | 385 | -21.1% | 1,363 | 1,188 | -12.8% | 1.6 | 1.4 | -0.2 |
| Audi | 558 | 570 | 2.2% | 1,218 | 1,314 | 7.9% | 1.4 | 1.6 | 0.2 |
| BMW | 634 | 657 | 3.6% | 1,749 | 1,783 | 1.9% | 2.0 | 2.1 | 0.1 |
| Buick | 552 | 637 | 15.4% | 1,734 | 1,638 | -5.5% | 2.0 | 1.9 | -0.1 |
| Cadillac | 373 | 368 | -1.3% | 1,122 | 1,041 | -7.2% | 1.3 | 1.2 | -0.1 |
| Chevrolet | 3,569 | 3,503 | -1.8% | 10,570 | 9,848 | -6.8% | 12.4 | 11.7 | -0.7 |
| Chrysler | 315 | 212 | -32.7% | 849 | 855 | 0.7% | 1.0 | 1.0 | 0.0 |
| Dodge | 877 | 965 | 10.0% | 2,567 | 2,299 | -10.4% | 3.0 | 2.7 | -0.3 |
| FIAT | 61 | 58 | -4.9% | 163 | 162 | -0.6% | 0.2 | 0.2 | 0.0 |
| Ford | 3,205 | 2,977 | -7.1% | 8,623 | 8,469 | -1.8% | 10.1 | 10.1 | 0.0 |
| GMC | 745 | 838 | 12.5% | 2,274 | 2,288 | 0.6% | 2.7 | 2.7 | 0.0 |
| Honda | 3,158 | 3,223 | 2.1% | 8,304 | 8,794 | 5.9% | 9.7 | 10.4 | 0.7 |
| Hyundai | 1,622 | 1,496 | -7.8% | 4,083 | 4,093 | 0.2% | 4.8 | 4.9 | 0.1 |
| Infiniti | 366 | 487 | 33.1% | 963 | 1,002 | 4.0% | 1.1 | 1.2 | 0.1 |
| Jaguar | 41 | 95 | 131.7% | 92 | 269 | 192.4% | 0.1 | 0.3 | 0.2 |
| Jeep | 2,081 | 1,854 | -10.9% | 5,907 | 5,455 | -7.7% | 6.9 | 6.5 | -0.4 |
| Kia | 1,210 | 1,030 | -14.9% | 3,143 | 2,865 | -8.8% | 3.7 | 3.4 | -0.3 |
| Land Rover | 268 | 246 | -8.2% | 666 | 631 | -5.3% | 0.8 | 0.7 | -0.1 |
| Lexus | 748 | 694 | -7.2% | 1,873 | 1,556 | -16.9% | 2.2 | 1.8 | -0.4 |
| Lincoln | 263 | 261 | -0.8% | 716 | 708 | -1.1% | 0.8 | 0.8 | 0.0 |
| Mazda | 641 | 675 | 5.3% | 1,717 | 1,766 | 2.9% | 2.0 | 2.1 | 0.1 |
| Mercedes | 655 | 672 | 2.6% | 1,760 | 1,896 | 7.7% | 2.1 | 2.3 | 0.2 |
| MINI | 105 | 110 | 4.8% | 261 | 254 | -2.7% | 0.3 | 0.3 | 0.0 |
| Mitsubishi | 332 | 353 | 6.3% | 854 | 755 | -11.6% | 1.0 | 0.9 | -0.1 |
| Nissan | 2,800 | 2,824 | 0.9% | 7,298 | 6,881 | -5.7% | 8.5 | 8.2 | -0.3 |
| Other | 43 | 47 | 9.3% | 105 | 227 | 116.2% | 0.1 | 0.3 | 0.2 |
| Porsche | 135 | 140 | 3.7% | 338 | 397 | 17.5% | 0.4 | 0.5 | 0.1 |
| Ram | 335 | 356 | 6.3% | 972 | 1,073 | 10.4% | 1.1 | 1.3 | 0.2 |
| Subaru | 1,162 | 1,298 | 11.7% | 3,302 | 3,524 | 6.7% | 3.9 | 4.2 | 0.3 |
| Tesla | 146 | 195 | 33.6% | 206 | 579 | 181.1% | 0.2 | 0.7 | 0.5 |
| Toyota | 3,202 | 3,173 | -0.9% | 8,541 | 8,260 | -3.3% | 10.0 | 9.8 | -0.2 |
| Volkswagen | 654 | 674 | 3.1% | 1,673 | 1,937 | 15.8% | 2.0 | 2.3 | 0.3 |
| Volvo | 209 | 164 | -21.5% | 553 | 430 | -22.2% | 0.6 | 0.5 | -0.1 |

*Figures for Mar. 2017 were estimated by Auto Outlook.

Source: IHS Markit

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



Data Source: IHS Markit.

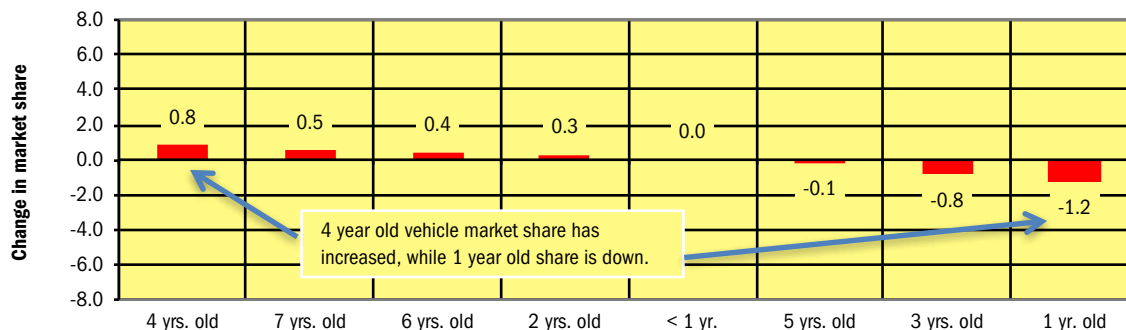
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

| Chicago Area Used Car and Light Truck Registrations | | | | | | | | | | | | |
|---|--------------|--------|--------|--|---------|--------|--------------|--------|--------|-------------------------|------|------|
| | February | | | Three Month Period Dec. '16 thru Feb. '17 | | | YTD Total | | | 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 | 27,811 | 27,204 | -2.2% | 81,364 | 89,474 | 10.0% | 56,398 | 61,543 | 9.1% | | |
| Acura | 325 | 390 | 20.0% | 1,169 | 1,404 | 20.1% | 775 | 959 | 23.7% | 1.4 | 1.6 | 0.2 |
| Audi | 473 | 492 | 4.0% | 1,456 | 1,595 | 9.5% | 1,028 | 1,115 | 8.5% | 1.8 | 1.8 | 0.0 |
| BMW | 674 | 820 | 21.7% | 2,118 | 2,654 | 25.3% | 1,430 | 1,832 | 28.1% | 2.5 | 3.0 | 0.5 |
| Buick | 544 | 547 | 0.6% | 1,517 | 1,711 | 12.8% | 1,039 | 1,195 | 15.0% | 1.8 | 1.9 | 0.1 |
| Cadillac | 440 | 571 | 29.8% | 1,367 | 1,729 | 26.5% | 954 | 1,209 | 26.7% | 1.7 | 2.0 | 0.3 |
| Chevrolet | 3,883 | 3,986 | 2.7% | 11,092 | 12,561 | 13.2% | 7,678 | 8,763 | 14.1% | 13.6 | 14.2 | 0.6 |
| Chrysler | 914 | 747 | -18.3% | 2,407 | 2,335 | -3.0% | 1,685 | 1,642 | -2.6% | 3.0 | 2.7 | -0.3 |
| Dodge | 1,541 | 1,455 | -5.6% | 4,315 | 4,610 | 6.8% | 2,985 | 3,192 | 6.9% | 5.3 | 5.2 | -0.1 |
| FIAT | 35 | 60 | 71.4% | 122 | 163 | 33.6% | 80 | 122 | 52.5% | 0.1 | 0.2 | 0.1 |
| Ford | 3,382 | 3,391 | 0.3% | 9,754 | 11,084 | 13.6% | 6,735 | 7,587 | 12.7% | 11.9 | 12.3 | 0.4 |
| GMC | 694 | 712 | 2.6% | 1,973 | 2,404 | 21.8% | 1,369 | 1,631 | 19.1% | 2.4 | 2.7 | 0.3 |
| Honda | 1,695 | 1,447 | -14.6% | 5,199 | 5,140 | -1.1% | 3,592 | 3,416 | -4.9% | 6.4 | 5.6 | -0.8 |
| Hyundai | 1,577 | 1,418 | -10.1% | 4,269 | 4,542 | 6.4% | 3,062 | 3,202 | 4.6% | 5.4 | 5.2 | -0.2 |
| Infiniti | 429 | 387 | -9.8% | 1,197 | 1,342 | 12.1% | 852 | 925 | 8.6% | 1.5 | 1.5 | 0.0 |
| Jaguar | 46 | 61 | 32.6% | 122 | 174 | 42.6% | 92 | 124 | 34.8% | 0.2 | 0.2 | 0.0 |
| Jeep | 1,188 | 1,272 | 7.1% | 3,457 | 4,293 | 24.2% | 2,406 | 2,876 | 19.5% | 4.3 | 4.7 | 0.4 |
| Kia | 746 | 820 | 9.9% | 2,158 | 2,512 | 16.4% | 1,500 | 1,742 | 16.1% | 2.7 | 2.8 | 0.1 |
| Land Rover | 131 | 127 | -3.1% | 439 | 433 | -1.4% | 280 | 298 | 6.4% | 0.5 | 0.5 | 0.0 |
| Lexus | 575 | 546 | -5.0% | 1,684 | 1,977 | 17.4% | 1,169 | 1,374 | 17.5% | 2.1 | 2.2 | 0.1 |
| Lincoln | 254 | 308 | 21.3% | 771 | 922 | 19.6% | 527 | 642 | 21.8% | 0.9 | 1.0 | 0.1 |
| Mazda | 368 | 370 | 0.5% | 1,133 | 1,159 | 2.3% | 779 | 816 | 4.7% | 1.4 | 1.3 | -0.1 |
| Mercedes | 748 | 716 | -4.3% | 2,315 | 2,427 | 4.8% | 1,617 | 1,683 | 4.1% | 2.9 | 2.7 | -0.2 |
| MINI | 94 | 88 | -6.4% | 282 | 299 | 6.0% | 202 | 217 | 7.4% | 0.4 | 0.4 | 0.0 |
| Mitsubishi | 184 | 181 | -1.6% | 557 | 620 | 11.3% | 387 | 423 | 9.3% | 0.7 | 0.7 | 0.0 |
| Nissan | 2,789 | 2,511 | -10.0% | 7,978 | 8,307 | 4.1% | 5,606 | 5,679 | 1.3% | 9.9 | 9.2 | -0.7 |
| Other | 198 | 96 | -51.5% | 711 | 351 | -50.6% | 368 | 199 | -45.9% | 0.7 | 0.3 | -0.4 |
| Porsche | 125 | 103 | -17.6% | 377 | 369 | -2.1% | 247 | 251 | 1.6% | 0.4 | 0.4 | 0.0 |
| smart | 13 | 11 | -15.4% | 39 | 42 | 7.7% | 26 | 24 | -7.7% | 0.0 | 0.0 | 0.0 |
| Subaru | 328 | 332 | 1.2% | 1,022 | 1,278 | 25.0% | 727 | 824 | 13.3% | 1.3 | 1.3 | 0.0 |
| Suzuki | 25 | 23 | -8.0% | 80 | 51 | -36.3% | 45 | 37 | -17.8% | 0.1 | 0.1 | 0.0 |
| Toyota | 2,392 | 2,366 | -1.1% | 7,296 | 8,263 | 13.3% | 5,064 | 5,658 | 11.7% | 9.0 | 9.2 | 0.2 |
| Volkswagen | 915 | 740 | -19.1% | 2,680 | 2,392 | -10.7% | 1,890 | 1,649 | -12.8% | 3.4 | 2.7 | -0.7 |
| Volvo | 86 | 110 | 27.9% | 308 | 331 | 7.5% | 202 | 237 | 17.3% | 0.4 | 0.4 | 0.0 |

Top ten are shaded green.

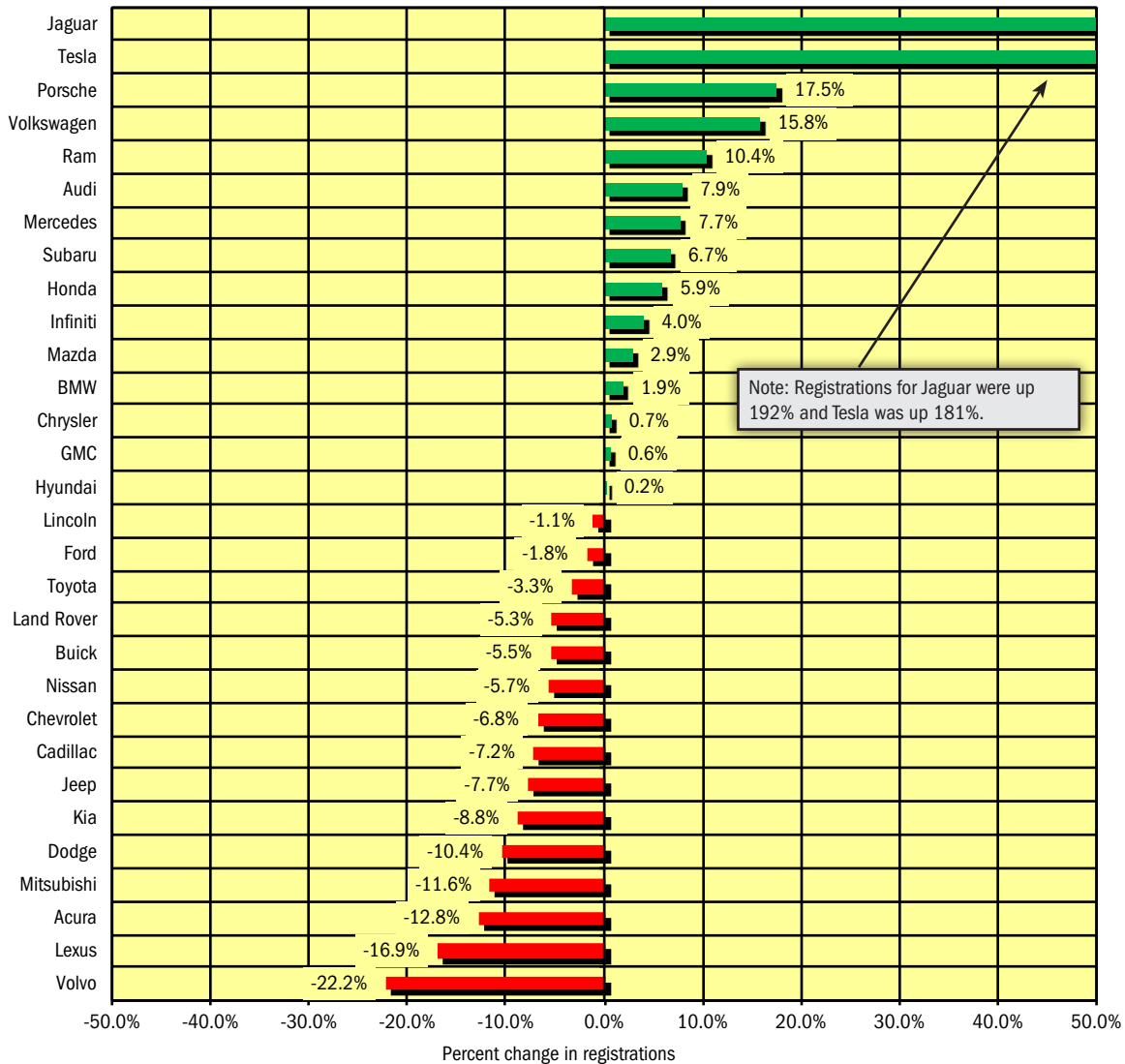
Source: IHS Markit.

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



Data Source: IHS Markit.

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



*Figures for March 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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