

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

The area market was off slightly in the first five months of this year. The 0.4% drop was identical to the National decline.

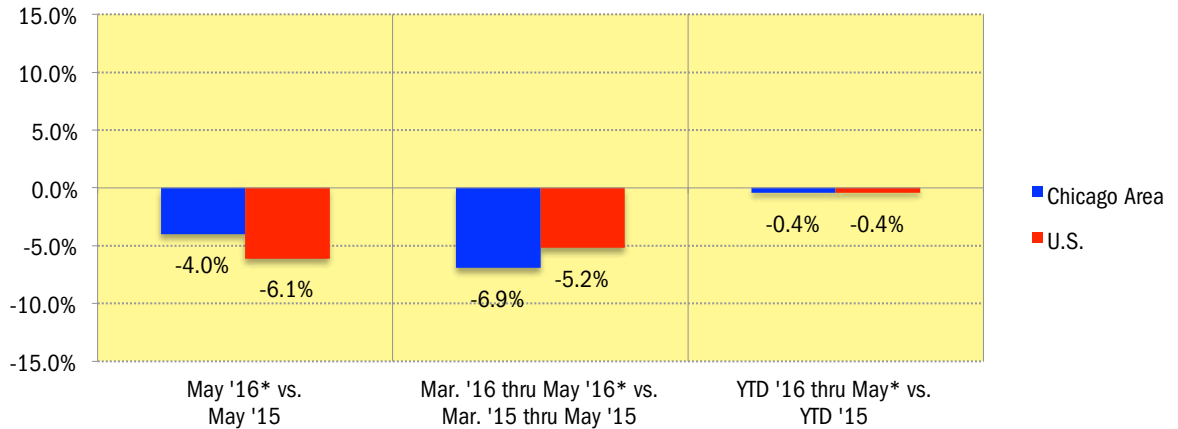
New retail vehicle registrations declined an estimated 4% in May '16 vs. year earlier.

Area used vehicle market increased slightly in April, and was up 2.5% for the first four months of this year (vehicles seven years old or newer).

Hybrid and electric vehicle market share was below year-earlier levels in each of the first four months of this year.

Lincoln, Volvo, Infiniti, Porsche, Ram, and Honda 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 May 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					
	May Estimate*			YTD thru May*		
	2015	2016	Percent Change	2015	2016	Percent Change
Total	36,004	34,563	-4.0%	151,748	151,140	-0.4%
Cars	16,435	14,063	-14.4%	68,160	62,890	-7.7%
Light Trucks	19,569	20,500	4.8%	83,588	88,250	5.6%
Detroit Three Brands	14,334	13,413	-6.4%	60,756	61,275	0.9%
European Brands	3,708	3,526	-4.9%	15,803	15,405	-2.5%
Japanese Brands	14,741	14,121	-4.2%	61,698	61,053	-1.0%
Korean Brands	3,221	3,503	8.8%	13,491	13,407	-0.6%
Used Vehicle Registrations (vehicles seven years old or newer)						
	April			YTD thru April		
	2015	2016	Percent Change	2015	2016	Percent Change
	28,725	28,907	0.6%	112,605	115,392	2.5%
Total	28,725	28,907	0.6%	112,605	115,392	2.5%
Cars	16,714	16,596	-0.7%	65,079	66,551	2.3%
Light Trucks	12,011	12,311	2.5%	47,526	48,841	2.8%
Detroit Three Brands	13,663	13,578	-0.6%	53,292	53,464	0.3%
European Brands	3,621	3,666	1.2%	13,903	14,484	4.2%
Japanese Brands	9,490	9,358	-1.4%	37,631	38,045	1.1%
Korean Brands	1,951	2,305	18.1%	7,779	9,399	20.8%

*Figures for May 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.

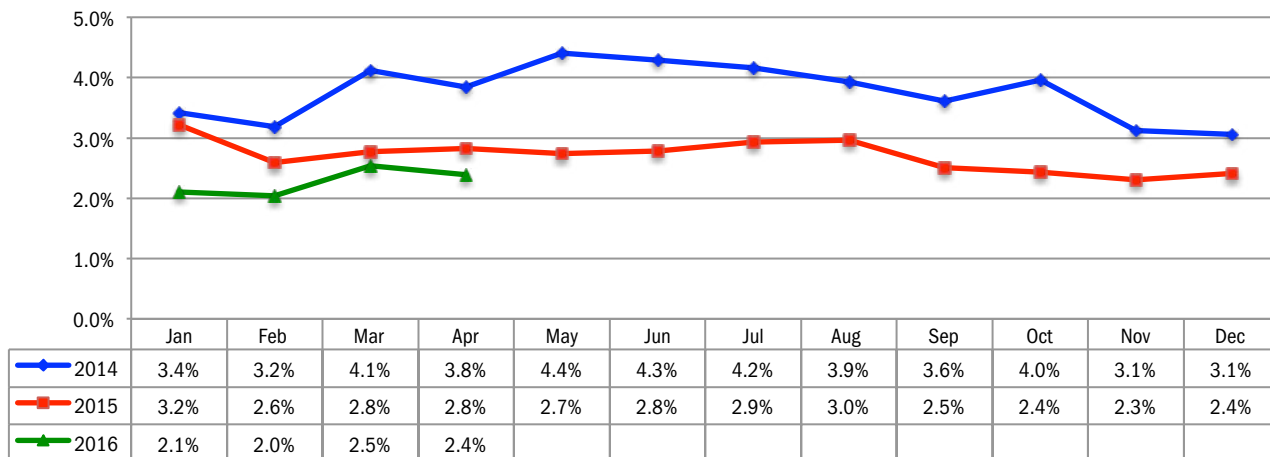
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations

	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	36,004	34,563	-4.0%	104,223	97,029	-6.9%	151,748	151,140	-0.4%			
Acura	805	649	-19.4%	2,141	1,805	-15.7%	3,087	2,678	-13.2%	2.0	1.8	-0.2
Audi	566	583	3.0%	1,643	1,702	3.6%	2,276	2,362	3.8%	1.5	1.6	0.1
BMW	704	668	-5.1%	2,238	1,982	-11.4%	3,376	3,076	-8.9%	2.2	2.0	-0.2
Buick	618	488	-21.0%	1,903	1,566	-17.7%	2,761	2,748	-0.5%	1.8	1.8	0.0
Cadillac	392	334	-14.8%	1,230	1,101	-10.5%	1,910	1,850	-3.1%	1.3	1.2	-0.1
Chevrolet	4,087	3,375	-17.4%	11,487	10,479	-8.8%	16,616	17,402	4.7%	10.9	11.5	0.6
Chrysler	580	479	-17.4%	1,820	1,154	-36.6%	2,703	1,690	-37.5%	1.8	1.1	-0.7
Dodge	1,074	1,030	-4.1%	3,252	2,824	-13.2%	4,773	4,515	-5.4%	3.1	3.0	-0.1
FIAT	74	61	-17.6%	183	177	-3.3%	277	279	0.7%	0.2	0.2	0.0
Ford	3,492	3,307	-5.3%	10,151	9,499	-6.4%	14,789	15,047	1.7%	9.7	10.0	0.3
GMC	911	791	-13.2%	2,546	2,262	-11.2%	3,813	3,800	-0.3%	2.5	2.5	0.0
Honda	3,756	3,698	-1.5%	10,099	10,378	2.8%	14,668	15,525	5.8%	9.7	10.3	0.6
Hyundai	1,921	2,174	13.2%	5,688	5,307	-6.7%	8,063	7,769	-3.6%	5.3	5.1	-0.2
Infiniti	318	334	5.0%	966	1,002	3.7%	1,407	1,599	13.6%	0.9	1.1	0.2
Jaguar	37	67	81.1%	100	140	40.0%	139	191	37.4%	0.1	0.1	0.0
Jeep	2,573	2,966	15.3%	7,232	7,174	-0.8%	10,520	11,005	4.6%	6.9	7.3	0.4
Kia	1,300	1,329	2.2%	3,732	3,686	-1.2%	5,428	5,638	3.9%	3.6	3.7	0.1
Land Rover	209	195	-6.7%	697	658	-5.6%	1,025	1,057	3.1%	0.7	0.7	0.0
Lexus	729	665	-8.8%	2,195	2,000	-8.9%	3,275	3,125	-4.6%	2.2	2.1	-0.1
Lincoln	200	217	8.5%	608	721	18.6%	896	1,172	30.8%	0.6	0.8	0.2
Mazda	859	834	-2.9%	2,360	2,156	-8.6%	3,299	3,239	-1.8%	2.2	2.1	-0.1
Mercedes	725	731	0.8%	2,365	2,020	-14.6%	3,335	3,110	-6.7%	2.2	2.1	-0.1
MINI	131	105	-19.8%	355	318	-10.4%	509	471	-7.5%	0.3	0.3	0.0
Mitsubishi	270	258	-4.4%	974	872	-10.5%	1,444	1,395	-3.4%	1.0	0.9	-0.1
Nissan	2,715	2,717	0.1%	8,290	7,754	-6.5%	12,098	12,287	1.6%	8.0	8.1	0.1
Other	63	31	-50.8%	188	117	-37.8%	254	179	-29.5%	0.2	0.1	-0.1
Porsche	144	156	8.3%	435	462	6.2%	589	665	12.9%	0.4	0.4	0.0
Ram	345	350	1.4%	1,069	1,048	-2.0%	1,591	1,701	6.9%	1.0	1.1	0.1
Subaru	1,064	1,091	2.5%	3,619	3,459	-4.4%	5,553	5,604	0.9%	3.7	3.7	0.0
Tesla	62	76	22.6%	246	283	15.0%	378	343	-9.3%	0.2	0.2	0.0
Toyota	4,223	3,875	-8.2%	11,519	10,265	-10.9%	16,864	15,598	-7.5%	11.1	10.3	-0.8
Volkswagen	907	762	-16.0%	2,373	2,097	-11.6%	3,283	3,116	-5.1%	2.2	2.1	-0.1
Volvo	150	167	11.3%	519	561	8.1%	749	904	20.7%	0.5	0.6	0.1

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

Combined Hybrid and Electric Vehicle Market Share in Chicago Area



Data Source: IHS Automotive.

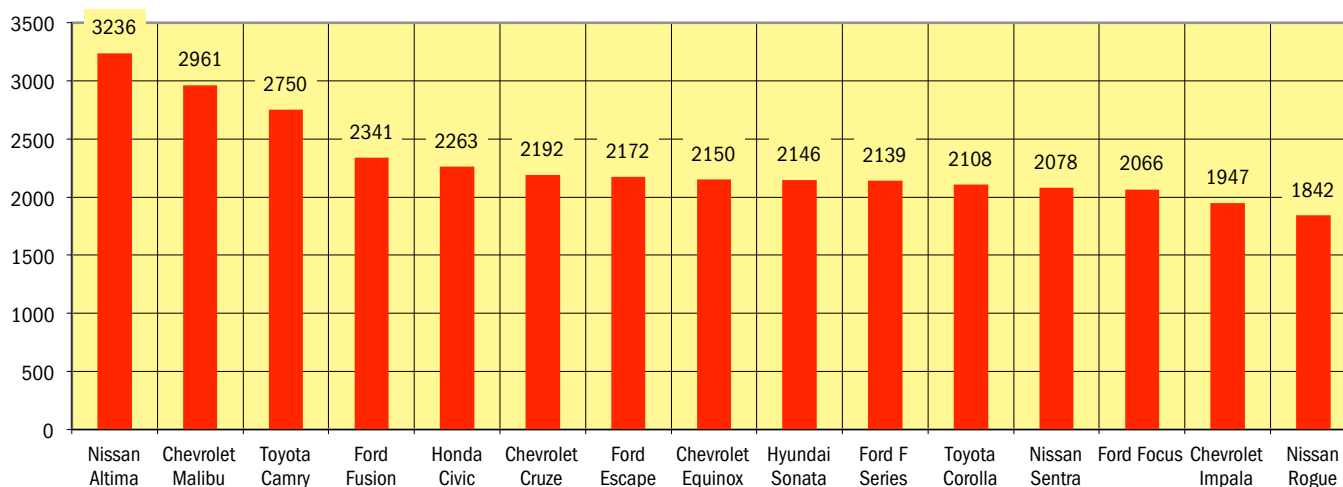
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	April			Three Month Period Feb. '16 thru Apr '16			YTD thru April			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	28,725	28,907	0.6%	89,064	86,805	-2.5%	112,605	115,392	2.5%			
Acura	386	277	-28.2%	1,293	899	-30.5%	1,697	1,349	-20.5%	1.5	1.2	-0.3
Audi	479	496	3.5%	1,419	1,462	3.0%	1,847	2,017	9.2%	1.6	1.7	0.1
BMW	788	774	-1.8%	2,257	2,203	-2.4%	2,840	2,959	4.2%	2.5	2.6	0.1
Buick	614	556	-9.4%	1,963	1,737	-11.5%	2,463	2,232	-9.4%	2.2	1.9	-0.3
Cadillac	525	488	-7.0%	1,613	1,466	-9.1%	2,061	1,980	-3.9%	1.8	1.7	-0.1
Chevrolet	4,443	4,029	-9.3%	14,003	12,177	-13.0%	17,574	15,972	-9.1%	15.6	13.8	-1.8
Chrysler	806	845	4.8%	2,536	2,665	5.1%	3,216	3,436	6.8%	2.9	3.0	0.1
Dodge	1,643	1,547	-5.8%	4,973	4,766	-4.2%	6,188	6,210	0.4%	5.5	5.4	-0.1
FIAT	54	67	24.1%	131	165	26.0%	162	210	29.6%	0.1	0.2	0.1
Ford	3,243	3,787	16.8%	9,706	10,892	12.2%	12,315	14,245	15.7%	10.9	12.3	1.4
GMC	704	658	-6.5%	2,104	2,110	0.3%	2,712	2,785	2.7%	2.4	2.4	0.0
Honda	1,915	1,717	-10.3%	5,980	5,176	-13.4%	7,571	7,073	-6.6%	6.7	6.1	-0.6
Hyundai	1,261	1,479	17.3%	3,965	4,720	19.0%	5,100	6,205	21.7%	4.5	5.4	0.9
Infiniti	451	400	-11.3%	1,297	1,270	-2.1%	1,638	1,693	3.4%	1.5	1.5	0.0
Jaguar	55	64	16.4%	179	171	-4.5%	210	217	3.3%	0.2	0.2	0.0
Jeep	1,008	1,249	23.9%	3,184	3,714	16.6%	4,091	4,932	20.6%	3.6	4.3	0.7
Kia	690	826	19.7%	2,172	2,440	12.3%	2,679	3,194	19.2%	2.4	2.8	0.4
Land Rover	135	125	-7.4%	395	398	0.8%	546	547	0.2%	0.5	0.5	0.0
Lexus	626	584	-6.7%	1,815	1,789	-1.4%	2,325	2,383	2.5%	2.1	2.1	0.0
Lincoln	284	280	-1.4%	875	818	-6.5%	1,142	1,091	-4.5%	1.0	0.9	-0.1
Mazda	415	391	-5.8%	1,357	1,176	-13.3%	1,731	1,587	-8.3%	1.5	1.4	-0.1
Mercedes	813	793	-2.5%	2,490	2,319	-6.9%	3,163	3,188	0.8%	2.8	2.8	0.0
MINI	103	94	-8.7%	290	289	-0.3%	368	397	7.9%	0.3	0.3	0.0
Mitsubishi	236	186	-21.2%	725	603	-16.8%	919	806	-12.3%	0.8	0.7	-0.1
Nissan	2,636	2,767	5.0%	8,037	8,479	5.5%	10,098	11,296	11.9%	9.0	9.8	0.8
Other	456	193	-57.7%	1,402	599	-57.3%	1,720	769	-55.3%	1.5	0.7	-0.8
Porsche	111	125	12.6%	329	363	10.3%	430	485	12.8%	0.4	0.4	0.0
smart	15	20	33.3%	57	48	-15.8%	70	61	-12.9%	0.1	0.1	0.0
Subaru	356	393	10.4%	1,068	1,065	-0.3%	1,392	1,464	5.2%	1.2	1.3	0.1
Suzuki	45	19	-57.8%	141	61	-56.7%	171	81	-52.6%	0.2	0.1	-0.1
Toyota	2,424	2,623	8.2%	8,143	7,635	-6.2%	10,085	10,307	2.2%	9.0	8.9	-0.1
Volkswagen	897	938	4.6%	2,816	2,814	-0.1%	3,599	3,789	5.3%	3.2	3.3	0.1
Volvo	108	117	8.3%	349	316	-9.5%	482	432	-10.4%	0.4	0.4	0.0

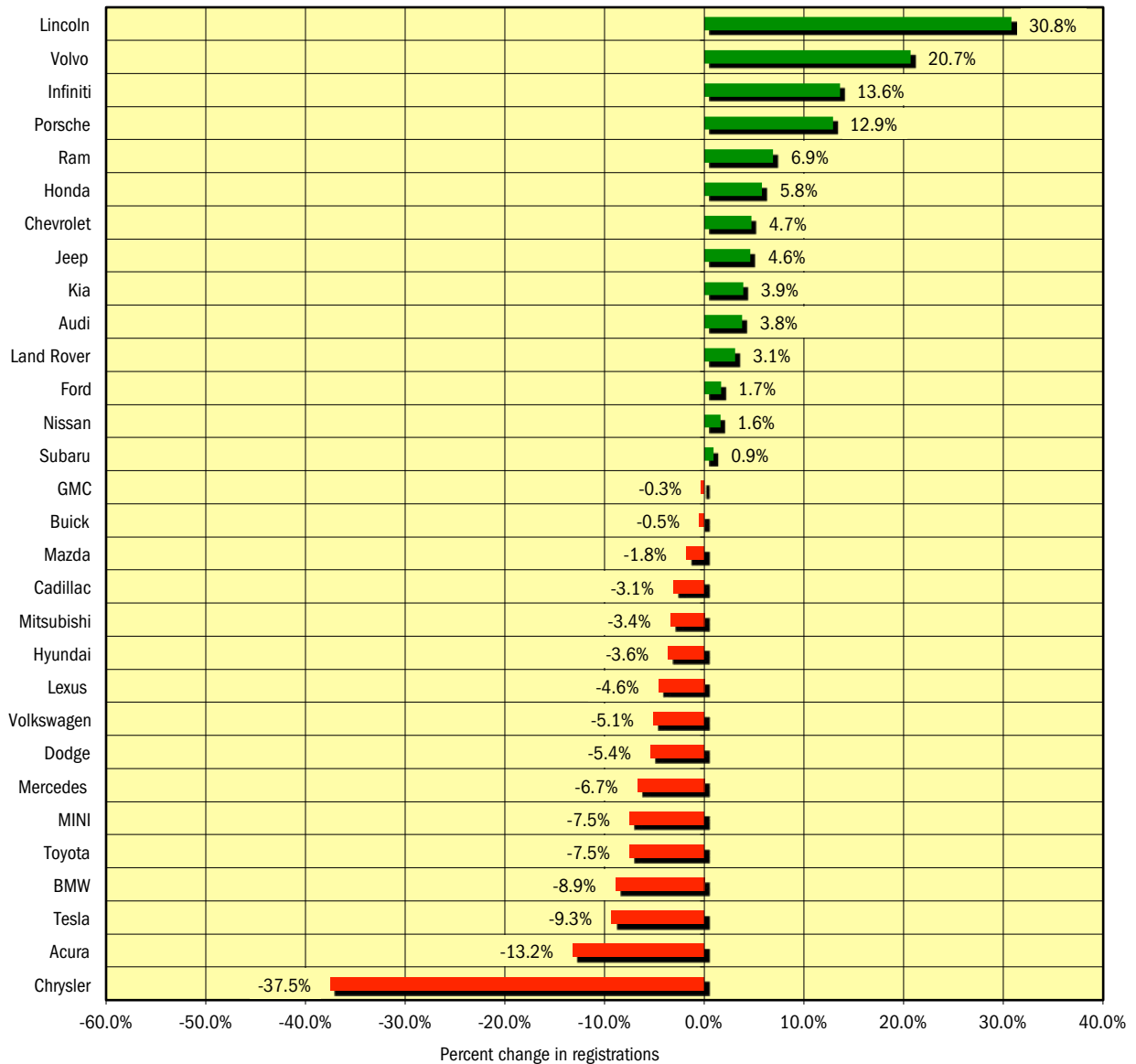
Top ten are shaded green.

Source: IHS Automotive.

Top Selling Models in Used Vehicle Market (vehicles seven years old or newer) - YTD '16 thru April



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



*Figures for May 2016 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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