

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

New retail vehicle registrations declined an estimated 2% in May '17 vs. year earlier.

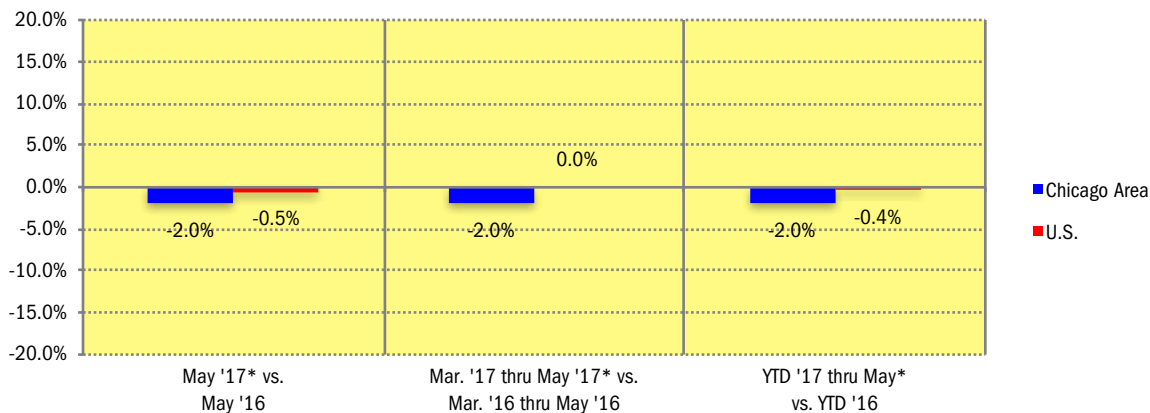
The area market fell 2% during the first five months of this year. The U.S. market was down 0.4%.

Area used vehicle market increased in April '17, and was up 13.1%, year-to-date.

Combined hybrid and electric vehicle market share was 2.9% during the first four months of this year, up from 2.2% in 2016.

Chevrolet is the area leader so far this year, with an 11.5% market share. Jeep area share was 6.5%, well above the 5.2% level in the U.S.

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



*Figures for May 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					
	May Estimate*			YTD thru May		
	2016	2017	Change	2015	2016	Change
Total	34,740	34,045	-2.0%	151,107	148,111	-2.0%
Cars	14,196	12,569	-11.5%	61,746	55,984	-9.3%
Light Trucks	20,544	21,476	4.5%	89,361	92,127	3.1%
Detroit Three Brands	13,955	13,662	-2.1%	61,580	59,699	-3.1%
European Brands	3,593	3,562	-0.9%	15,589	16,020	2.8%
Japanese Brands	14,041	14,087	0.3%	60,906	59,731	-1.9%
Korean Brands	3,151	2,734	-13.2%	13,032	12,661	-2.8%

	Used Vehicle Registrations (vehicles seven years old or newer)					
	April			YTD thru Apr.		
	2016	2017	Change	2016	2017	Change
Total	28,907	37,900	31.1%	115,392	130,463	13.1%
Cars	16,596	20,454	23.2%	66,551	70,719	6.3%
Light Trucks	12,311	17,446	41.7%	48,841	59,744	22.3%
Detroit Three Brands	13,578	18,008	32.6%	53,464	61,740	15.5%
European Brands	3,666	4,628	26.2%	14,484	15,943	10.1%
Japanese Brands	9,358	12,282	31.2%	38,045	42,246	11.0%
Korean Brands	2,305	2,982	29.4%	9,399	10,534	12.1%

*Figures for May 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.

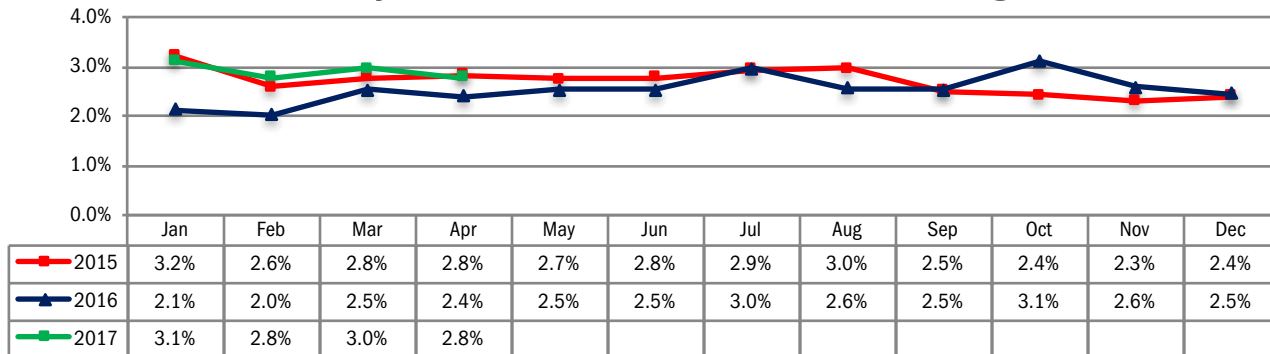
Data Source: IHS Markit.

Chicago Area New Retail Car and Light Truck Registrations												
	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	34,740	34,045	-2.0%	97,101	95,111	-2.0%	151,107	148,111	-2.0%			
Acura	537	545	1.5%	1,693	1,663	-1.8%	2,568	2,466	-4.0%	1.7	1.7	0.0
Alfa Romeo	2	41	1950.0%	3	65	2066.7%	6	76	1166.7%	0.0	0.1	0.1
Audi	491	496	1.0%	1,639	1,547	-5.6%	2,299	2,291	-0.3%	1.5	1.5	0.0
BMW	704	618	-12.2%	2,026	1,893	-6.6%	3,141	3,019	-3.9%	2.1	2.0	-0.1
Buick	651	826	26.9%	1,722	1,987	15.4%	2,904	2,988	2.9%	1.9	2.0	0.1
Cadillac	425	457	7.5%	1,190	1,193	0.3%	1,939	1,866	-3.8%	1.3	1.3	0.0
Chevrolet	4,009	3,812	-4.9%	11,165	10,660	-4.5%	18,166	17,005	-6.4%	12.0	11.5	-0.5
Chrysler	456	441	-3.3%	1,125	1,332	18.4%	1,659	1,975	19.0%	1.1	1.3	0.2
Dodge	911	975	7.0%	2,681	2,716	1.3%	4,371	4,050	-7.3%	2.9	2.7	-0.2
FIAT	53	43	-18.9%	167	148	-11.4%	269	252	-6.3%	0.2	0.2	0.0
Ford	3,412	3,447	1.0%	9,449	9,125	-3.4%	14,867	14,617	-1.7%	9.8	9.9	0.1
Genesis	0	39		0	145		0	207		0.0	0.1	0.1
GMC	859	804	-6.4%	2,326	2,243	-3.6%	3,855	3,693	-4.2%	2.6	2.5	-0.1
Honda	3,622	3,605	-0.5%	10,304	10,171	-1.3%	15,450	15,742	1.9%	10.2	10.6	0.4
Hyundai	1,842	1,493	-18.9%	4,975	4,744	-4.6%	7,436	7,341	-1.3%	4.9	5.0	0.1
Infiniti	336	383	14.0%	1,007	1,073	6.6%	1,604	1,588	-1.0%	1.1	1.1	0.0
Jaguar	84	118	40.5%	157	304	93.6%	208	478	129.8%	0.1	0.3	0.2
Jeep	2,583	2,176	-15.8%	6,789	6,030	-11.2%	10,615	9,631	-9.3%	7.0	6.5	-0.5
Kia	1,309	1,202	-8.2%	3,663	3,278	-10.5%	5,596	5,113	-8.6%	3.7	3.5	-0.2
Land Rover	210	208	-1.0%	674	529	-21.5%	1,072	914	-14.7%	0.7	0.6	-0.1
Lexus	735	690	-6.1%	2,070	2,005	-3.1%	3,195	2,867	-10.3%	2.1	1.9	-0.2
Lincoln	279	289	3.6%	783	804	2.7%	1,236	1,251	1.2%	0.8	0.8	0.0
Maserati	30	39	30.0%	70	105	50.0%	98	161	64.3%	0.1	0.1	0.0
Mazda	756	687	-9.1%	2,077	1,945	-6.4%	3,153	3,036	-3.7%	2.1	2.0	-0.1
Mercedes	802	737	-8.1%	2,095	2,121	1.2%	3,200	3,345	4.5%	2.1	2.3	0.2
MINI	145	126	-13.1%	363	322	-11.3%	519	466	-10.2%	0.3	0.3	0.0
Mitsubishi	296	305	3.0%	910	763	-16.2%	1,432	1,165	-18.6%	0.9	0.8	-0.1
Nissan	2,579	2,596	0.7%	7,596	7,457	-1.8%	12,094	11,514	-4.8%	8.0	7.8	-0.2
Other	23	41	78.3%	69	107	55.1%	100	158	58.0%	0.1	0.1	0.0
Porsche	174	179	2.9%	479	551	15.0%	682	808	18.5%	0.5	0.5	0.0
Ram	332	387	16.6%	1,024	1,210	18.2%	1,661	1,927	16.0%	1.1	1.3	0.2
Subaru	1,319	1,460	10.7%	3,677	3,890	5.8%	5,817	6,116	5.1%	3.8	4.1	0.3
Tesla	38	48	26.3%	245	309	26.1%	305	693	127.2%	0.2	0.5	0.3
Toyota	3,858	3,816	-1.1%	10,248	10,145	-1.0%	15,587	15,232	-2.3%	10.3	10.3	0.0
Volkswagen	706	727	3.0%	2,074	2,036	-1.8%	3,093	3,299	6.7%	2.0	2.2	0.2
Volvo	172	189	9.9%	566	495	-12.5%	910	761	-16.4%	0.6	0.5	-0.1

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

Source: IHS Markit

Combined Hybrid and Electric Vehicle Market Share in Chicago Area



Data Source: IHS Markit.

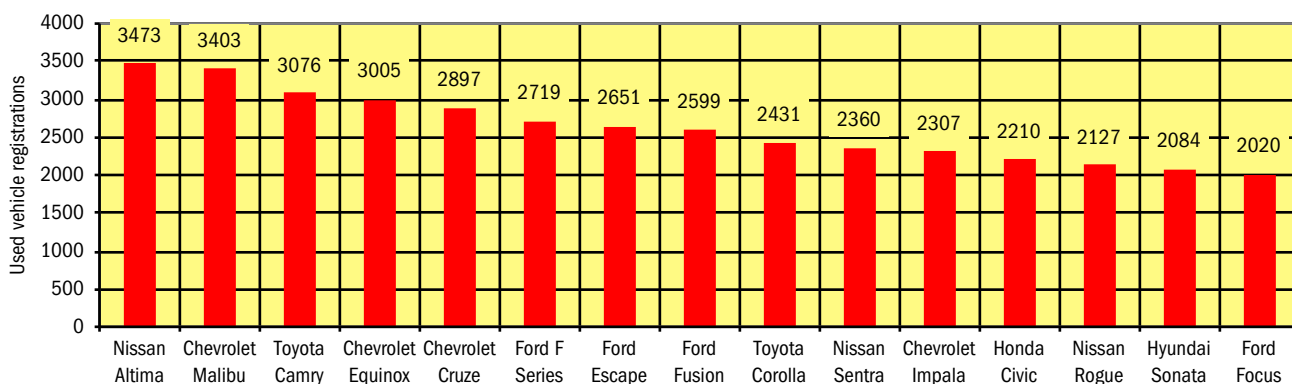
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	April			Three Month Period Feb. '17 thru Apr. '17			YTD thru Apr.			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	28,907	37,900	31.1%	86,805	96,124	10.7%	115,392	130,463	13.1%			
Acura	277	516	86.3%	899	1,339	48.9%	1,349	1,908	41.4%	1.2	1.5	0.3
Audi	496	647	30.4%	1,462	1,667	14.0%	2,017	2,290	13.5%	1.7	1.8	0.1
BMW	774	1,104	42.6%	2,203	2,857	29.7%	2,959	3,869	30.8%	2.6	3.0	0.4
Buick	556	732	31.7%	1,737	1,905	9.7%	2,232	2,553	14.4%	1.9	2.0	0.1
Cadillac	488	693	42.0%	1,466	1,843	25.7%	1,980	2,481	25.3%	1.7	1.9	0.2
Chevrolet	4,029	5,367	33.2%	12,177	13,891	14.1%	15,972	18,668	16.9%	13.8	14.3	0.5
Chrysler	845	1,017	20.4%	2,665	2,692	1.0%	3,436	3,587	4.4%	3.0	2.7	-0.3
Dodge	1,547	2,008	29.8%	4,766	5,149	8.0%	6,210	6,886	10.9%	5.4	5.3	-0.1
FIAT	67	82	22.4%	165	184	11.5%	210	246	17.1%	0.2	0.2	0.0
Ford	3,787	4,865	28.5%	10,892	12,133	11.4%	14,245	16,329	14.6%	12.3	12.5	0.2
GMC	658	1,047	59.1%	2,110	2,640	25.1%	2,785	3,559	27.8%	2.4	2.7	0.3
Honda	1,717	2,304	34.2%	5,176	5,553	7.3%	7,073	7,522	6.3%	6.1	5.8	-0.3
Hyundai	1,479	1,888	27.7%	4,720	4,957	5.0%	6,205	6,741	8.6%	5.4	5.2	-0.2
Infiniti	400	585	46.3%	1,270	1,423	12.0%	1,693	1,961	15.8%	1.5	1.5	0.0
Jaguar	64	67	4.7%	171	176	2.9%	217	239	10.1%	0.2	0.2	0.0
Jeep	1,249	1,819	45.6%	3,714	4,492	20.9%	4,932	6,096	23.6%	4.3	4.7	0.4
Kia	826	1,093	32.3%	2,440	2,870	17.6%	3,194	3,792	18.7%	2.8	2.9	0.1
Land Rover	125	159	27.2%	398	410	3.0%	547	581	6.2%	0.5	0.4	-0.1
Lexus	584	794	36.0%	1,789	1,920	7.3%	2,383	2,748	15.3%	2.1	2.1	0.0
Lincoln	280	381	36.1%	818	989	20.9%	1,091	1,323	21.3%	0.9	1.0	0.1
Mazda	391	503	28.6%	1,176	1,213	3.1%	1,587	1,659	4.5%	1.4	1.3	-0.1
Mercedes	793	995	25.5%	2,319	2,486	7.2%	3,188	3,453	8.3%	2.8	2.6	-0.2
MINI	94	113	20.2%	289	284	-1.7%	397	413	4.0%	0.3	0.3	0.0
Mitsubishi	186	247	32.8%	603	665	10.3%	806	907	12.5%	0.7	0.7	0.0
Nissan	2,767	3,636	31.4%	8,479	9,107	7.4%	11,296	12,275	8.7%	9.8	9.4	-0.4
Other	193	151	-21.8%	599	361	-39.7%	769	464	-39.7%	0.7	0.4	-0.3
Porsche	125	157	25.6%	363	407	12.1%	485	555	14.4%	0.4	0.4	0.0
smart	20	28	40.0%	48	54	12.5%	61	67	9.8%	0.1	0.1	0.0
Subaru	393	549	39.7%	1,065	1,292	21.3%	1,464	1,784	21.9%	1.3	1.4	0.1
Suzuki	19	19	0.0%	61	56	-8.2%	81	70	-13.6%	0.1	0.1	0.0
Toyota	2,623	3,128	19.3%	7,635	8,112	6.2%	10,307	11,404	10.6%	8.9	8.7	-0.2
Volkswagen	938	1,055	12.5%	2,814	2,616	-7.0%	3,789	3,525	-7.0%	3.3	2.7	-0.6
Volvo	117	151	29.1%	316	381	20.6%	432	508	17.6%	0.4	0.4	0.0

Top ten are shaded green.

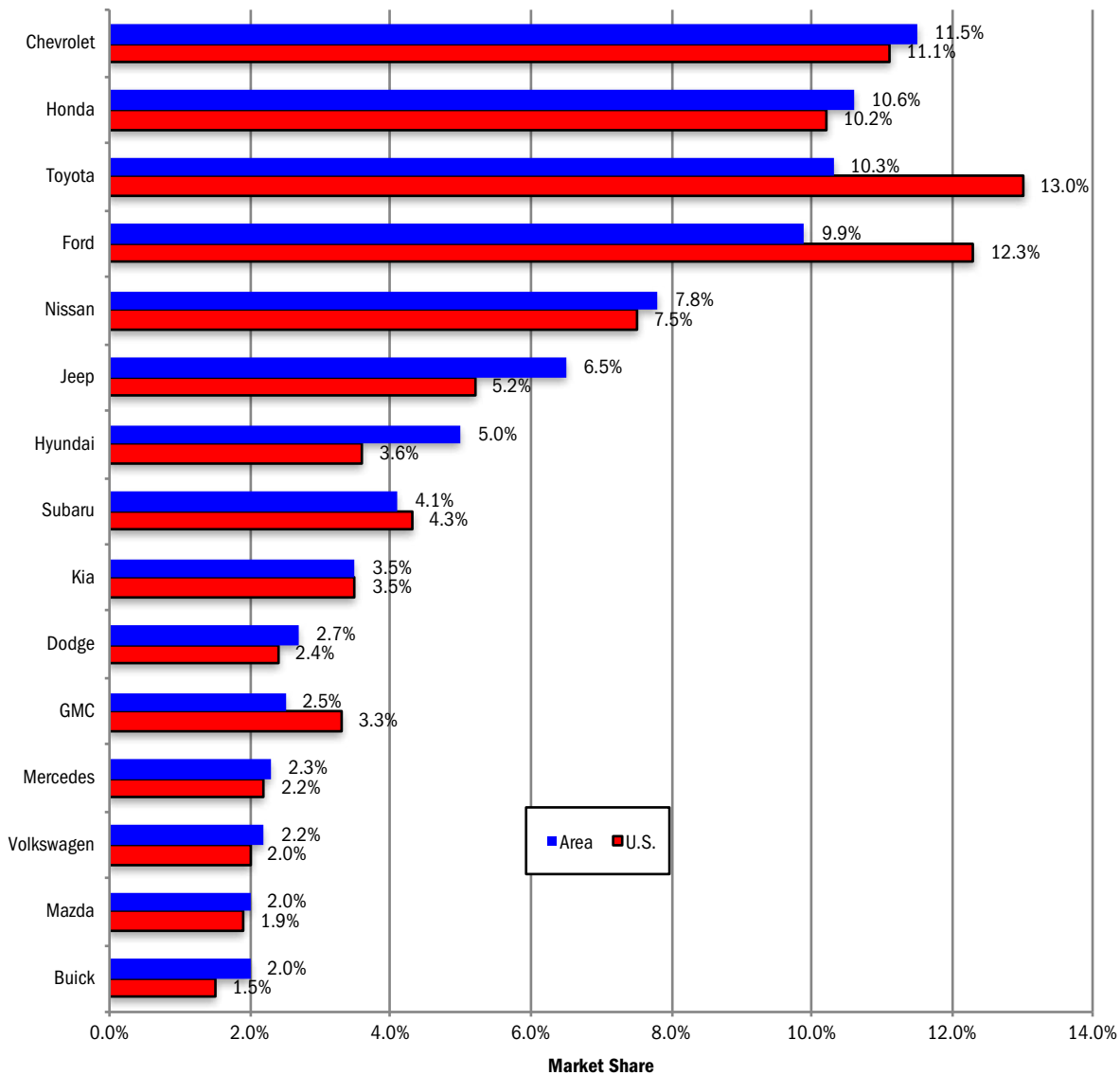
Source: IHS Markit.

Top Selling Models in Used Vehicle Market (vehicles seven years old or newer) - YTD '17 thru Apr.



Data Source: IHS Markit.

**Chicago Area and U.S. New Vehicle Market Share
YTD 2017 thru May*
(Top 15 selling brands)**



*Figures for May 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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