

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 3% in May '15 vs. year earlier.

The area market was up 3.1% during the first five months of this vs. year earlier, about even with the 3% increase in the Nation.

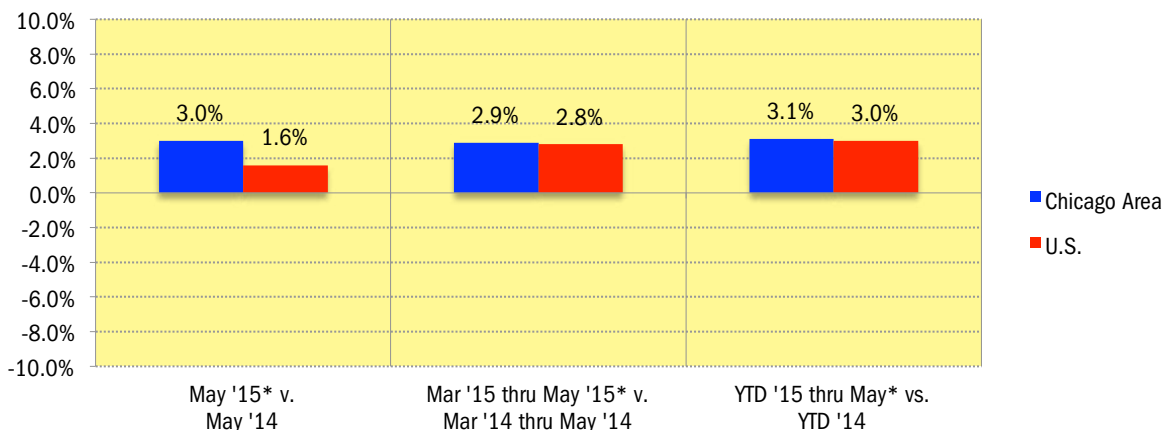
Area used vehicle market declined 2.7% in April '15 (vehicles seven years old or newer). Used vehicle registrations increased 7.8% thru April of this year.

Compact SUV new vehicle market share was up 1.8 share points.

Two year old used vehicle market share increased, while six year old share declined.

Tesla, Chrysler, Volvo, Subaru, Jeep, Land Rover, and Lexus new retail registrations increased by more than 15% so far this year.

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



*Figures for May 2015 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*		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	35,417	36,479	3.0%	147,940	152,595	3.1%
Cars	18,038	17,627	-2.3%	72,681	69,547	-4.3%
Light Trucks	17,379	18,852	8.5%	75,259	83,048	10.3%
Detroit Three Brands	13,529	13,991	3.4%	58,502	60,570	3.5%
European Brands	3,738	4,010	7.3%	15,445	16,063	4.0%
Japanese Brands	14,861	15,247	2.6%	60,438	62,469	3.4%
Korean Brands	3,289	3,231	-1.8%	13,555	13,493	-0.5%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	April			YTD thru April		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	29,510	28,725	-2.7%	104,409	112,605	7.8%
Cars	17,214	16,714	-2.9%	59,732	65,079	9.0%
Light Trucks	12,296	12,011	-2.3%	44,677	47,526	6.4%
Detroit Three Brands	13,567	13,663	0.7%	48,892	53,292	9.0%
European Brands	3,957	3,621	-8.5%	13,319	13,903	4.4%
Japanese Brands	10,012	9,490	-5.2%	35,573	37,631	5.8%
Korean Brands	1,974	1,951	-1.2%	6,625	7,779	17.4%

*Figures for May 2015 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.

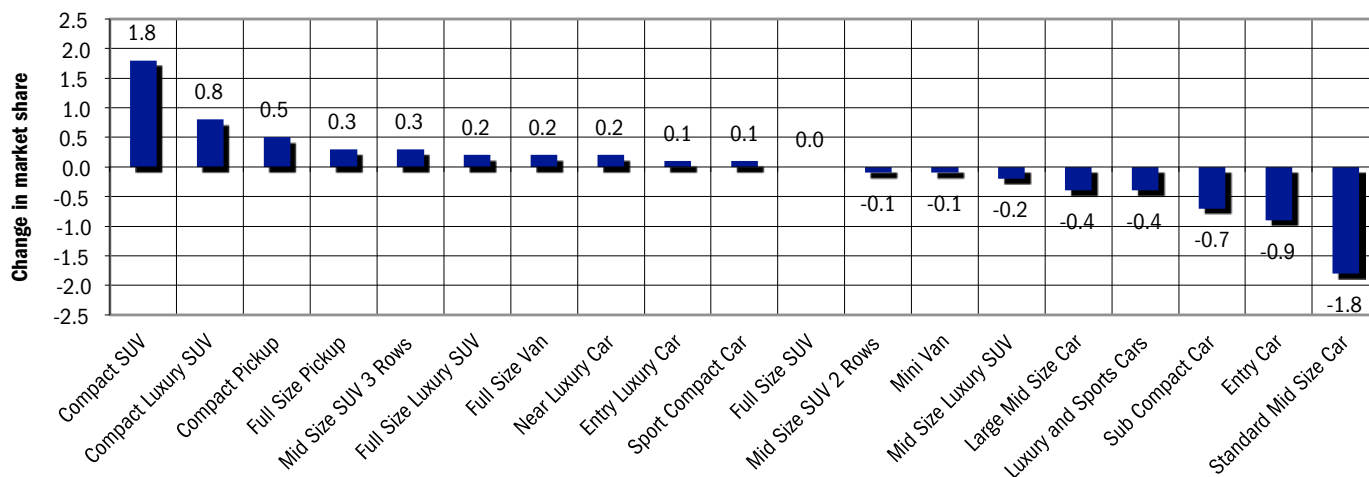
Data Source: IHS Automotive.

New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	May			Three Month Period Mar '15 thru May '15*			YTD thru May*			YTD thru May '15* Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2014	2015*	% chg.	Yr. Ago	Current	% chg.	2014	2015*	% chg.	2014	2015*	Chg.
TOTAL	35,417	36,479	3.0%	101,851	104,824	2.9%	147,940	152,595	3.1%			
Acura	639	750	17.4%	1,954	2,084	6.7%	2,817	3,028	7.5%	1.9	2.0	0.1
Audi	571	641	12.3%	1,549	1,722	11.2%	2,133	2,355	10.4%	1.4	1.5	0.1
BMW	798	845	5.9%	2,400	2,368	-1.3%	3,417	3,480	1.8%	2.3	2.3	0.0
Buick	645	656	1.7%	1,852	1,941	4.8%	2,773	2,794	0.8%	1.9	1.8	-0.1
Cadillac	448	444	-0.9%	1,401	1,281	-8.6%	2,187	1,958	-10.5%	1.5	1.3	-0.2
Chevrolet	3,694	3,789	2.6%	10,609	11,210	5.7%	15,647	16,330	4.4%	10.6	10.7	0.1
Chrysler	412	550	33.5%	1,259	1,788	42.0%	1,903	2,667	40.1%	1.3	1.7	0.4
Dodge	1,338	1,057	-21.0%	4,035	3,239	-19.7%	5,925	4,764	-19.6%	4.0	3.1	-0.9
FIAT	76	62	-18.4%	212	171	-19.3%	298	265	-11.1%	0.2	0.2	0.0
Ford	3,623	3,610	-0.4%	10,508	10,350	-1.5%	15,264	15,036	-1.5%	10.3	9.9	-0.4
GMC	744	846	13.7%	2,306	2,489	7.9%	3,536	3,752	6.1%	2.4	2.5	0.1
Honda	3,820	3,852	0.8%	10,685	10,196	-4.6%	15,029	14,769	-1.7%	10.2	9.7	-0.5
Hyundai	1,990	1,805	-9.3%	5,700	5,577	-2.2%	8,128	7,945	-2.3%	5.5	5.2	-0.3
Infiniti	313	320	2.2%	985	973	-1.2%	1,474	1,414	-4.1%	1.0	0.9	-0.1
Jaguar	43	40	-7.0%	151	103	-31.8%	200	142	-29.0%	0.1	0.1	0.0
Jeep	2,130	2,443	14.7%	5,825	7,111	22.1%	8,757	10,400	18.8%	5.9	6.8	0.9
Kia	1,299	1,364	5.0%	3,823	3,792	-0.8%	5,427	5,486	1.1%	3.7	3.6	-0.1
Land Rover	180	216	20.0%	547	706	29.1%	871	1,033	18.6%	0.6	0.7	0.1
Lexus	725	808	11.4%	2,049	2,271	10.8%	2,913	3,350	15.0%	2.0	2.2	0.2
Lincoln	165	173	4.8%	559	583	4.3%	813	869	6.9%	0.5	0.6	0.1
Mazda	794	799	0.6%	2,176	2,300	5.7%	3,144	3,238	3.0%	2.1	2.1	0.0
Mercedes	748	847	13.2%	2,134	2,478	16.1%	3,087	3,446	11.6%	2.1	2.3	0.2
MINI	138	142	2.9%	350	366	4.6%	481	520	8.1%	0.3	0.3	0.0
Mitsubishi	324	431	33.0%	1,046	1,136	8.6%	1,530	1,608	5.1%	1.0	1.1	0.1
Nissan	2,905	2,908	0.1%	8,219	8,498	3.4%	12,118	12,311	1.6%	8.2	8.1	-0.1
Other	64	61	-4.7%	189	193	2.1%	256	259	1.2%	0.2	0.2	0.0
Porsche	141	132	-6.4%	379	426	12.4%	525	580	10.5%	0.4	0.4	0.0
Ram	300	339	13.0%	987	1,073	8.7%	1,514	1,595	5.4%	1.0	1.0	0.0
Subaru	1,005	1,140	13.4%	3,052	3,699	21.2%	4,686	5,857	25.0%	3.2	3.8	0.6
Tesla	30	34	13.3%	134	218	62.7%	180	350	94.4%	0.1	0.2	0.1
Toyota	4,336	4,315	-0.5%	11,779	11,627	-1.3%	16,719	16,969	1.5%	11.3	11.1	-0.2
Volkswagen	857	937	9.3%	2,613	2,402	-8.1%	3,668	3,342	-8.9%	2.5	2.2	-0.3
Volvo	122	123	0.8%	384	453	18.0%	520	683	31.3%	0.4	0.4	0.0

*Figures for May 2015 were estimated by Auto Outlook. Top ten are shaded green. Source: IHS Automotive

Change in Area Segment Market Share - YTD 2015 thru April vs. YTD 2014



Data Source: IHS Automotive.

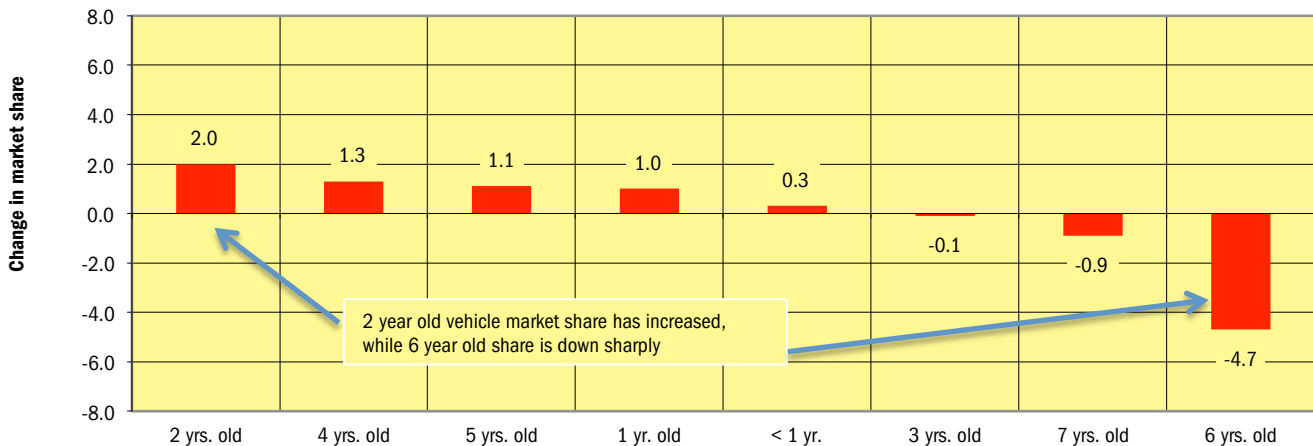
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	April			Three Month Period Feb '15 thru Apr '15			YTD thru April			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2014	2015	% chg.	Yr. Ago	Current	% chg.	2014	2015	% chg.	2014	2015	Chg.
TOTAL	29,510	28,725	-2.7%	82,678	89,064	7.7%	104,409	112,605	7.8%			
Acura	457	386	-15.5%	1,270	1,293	1.8%	1,700	1,697	-0.2%	1.6	1.5	-0.1
Audi	496	479	-3.4%	1,263	1,419	12.4%	1,647	1,847	12.1%	1.6	1.6	0.0
BMW	838	788	-6.0%	2,249	2,257	0.4%	2,878	2,840	-1.3%	2.8	2.5	-0.3
Buick	614	614	0.0%	1,655	1,963	18.6%	1,967	2,463	25.2%	1.9	2.2	0.3
Cadillac	611	525	-14.1%	1,714	1,613	-5.9%	2,128	2,061	-3.1%	2.0	1.8	-0.2
Chevrolet	4,103	4,443	8.3%	12,017	14,003	16.5%	15,063	17,574	16.7%	14.4	15.6	1.2
Chrysler	822	806	-1.9%	2,266	2,536	11.9%	2,835	3,216	13.4%	2.7	2.9	0.2
Dodge	1,515	1,643	8.4%	4,439	4,973	12.0%	5,514	6,188	12.2%	5.3	5.5	0.2
FIAT	29	54	86.2%	69	131	89.9%	91	162	78.0%	0.1	0.1	0.0
Ford	3,315	3,243	-2.2%	9,473	9,706	2.5%	11,955	12,315	3.0%	11.5	10.9	-0.6
GMC	673	704	4.6%	1,907	2,104	10.3%	2,413	2,712	12.4%	2.3	2.4	0.1
Honda	2,189	1,915	-12.5%	5,996	5,980	-0.3%	7,576	7,571	-0.1%	7.3	6.7	-0.6
Hyundai	1,329	1,261	-5.1%	3,514	3,965	12.8%	4,369	5,100	16.7%	4.2	4.5	0.3
Infiniti	439	451	2.7%	1,150	1,297	12.8%	1,472	1,638	11.3%	1.4	1.5	0.1
Jaguar	71	55	-22.5%	161	179	11.2%	205	210	2.4%	0.2	0.2	0.0
Jeep	944	1,008	6.8%	2,703	3,184	17.8%	3,464	4,091	18.1%	3.3	3.6	0.3
Kia	645	690	7.0%	1,788	2,172	21.5%	2,256	2,679	18.8%	2.2	2.4	0.2
Land Rover	129	135	4.7%	375	395	5.3%	514	546	6.2%	0.5	0.5	0.0
Lexus	641	626	-2.3%	1,803	1,815	0.7%	2,342	2,325	-0.7%	2.2	2.1	-0.1
Lincoln	273	284	4.0%	854	875	2.5%	1,090	1,142	4.8%	1.0	1.0	0.0
Mazda	479	415	-13.4%	1,378	1,357	-1.5%	1,760	1,731	-1.6%	1.7	1.5	-0.2
Mercedes	865	813	-6.0%	2,333	2,490	6.7%	2,985	3,163	6.0%	2.9	2.8	-0.1
MINI	94	103	9.6%	247	290	17.4%	333	368	10.5%	0.3	0.3	0.0
Mitsubishi	267	236	-11.6%	790	725	-8.2%	1,005	919	-8.6%	1.0	0.8	-0.2
Nissan	2,661	2,636	-0.9%	7,131	8,037	12.7%	8,913	10,098	13.3%	8.5	9.0	0.5
Other	775	456	-41.2%	2,214	1,402	-36.7%	2,716	1,720	-36.7%	2.6	1.5	-1.1
Porsche	94	111	18.1%	268	329	22.8%	340	430	26.5%	0.3	0.4	0.1
smart	17	15	-11.8%	33	57	72.7%	42	70	66.7%	0.0	0.1	0.1
Subaru	295	356	20.7%	787	1,068	35.7%	1,042	1,392	33.6%	1.0	1.2	0.2
Suzuki	76	45	-40.8%	188	141	-25.0%	228	171	-25.0%	0.2	0.2	0.0
Toyota	2,505	2,424	-3.2%	7,415	8,143	9.8%	9,527	10,085	5.9%	9.1	9.0	-0.1
Volkswagen	1,092	897	-17.9%	2,833	2,816	-0.6%	3,527	3,599	2.0%	3.4	3.2	-0.2
Volvo	157	108	-31.2%	395	349	-11.6%	512	482	-5.9%	0.5	0.4	-0.1

Top ten are shaded green.

Source: IHS Automotive.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2015 thru April vs. YTD 2014



2 year old vehicle market share has increased, while 6 year old share is down sharply

Data Source: IHS Automotive.

**New Vehicle Market Percent Change in Brand Registrations
YTD 2015 thru May* vs. YTD 2014
(Top 30 selling brands)**



Data Source: IHS Automotive.

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