

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 4% in November '15 vs. year earlier.

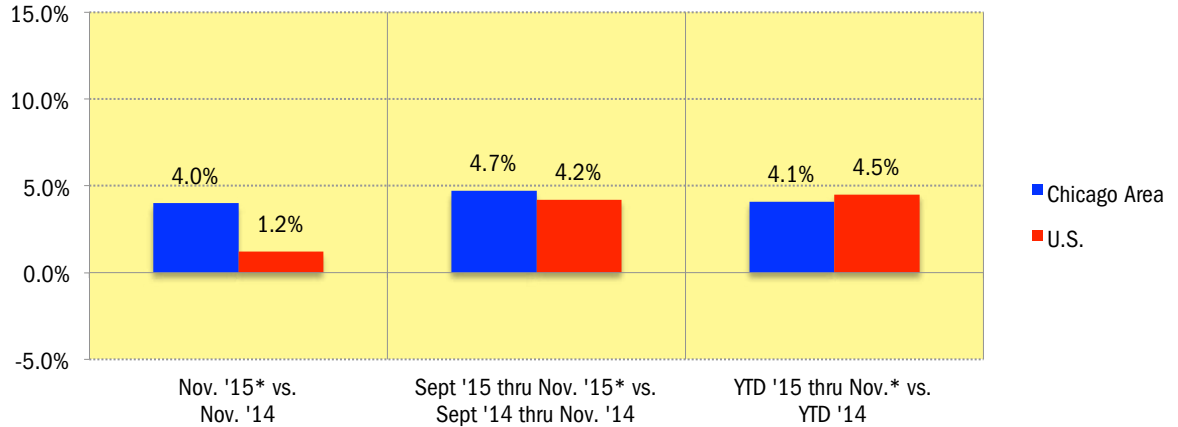
The area market was up 4.1% during the first eleven months of this year vs. year earlier, slightly below the 4.5% increase in the Nation.

Area used vehicle market declined in October '15 (vehicles seven years old or newer). Used vehicle registrations increased 3.9% thru October of this year.

Compact SUV new vehicle market share was up 2.8 share points. Standard Mid Size Cars lost 1.9 share points.

Tesla, Volvo, Land Rover, Jeep, Chrysler, and Subaru 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 November 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					
	November Estimate*			YTD thru November*		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	30,523	31,743	4.0%	342,465	356,360	4.1%
Cars	14,003	13,140	-6.2%	167,204	156,812	-6.2%
Light Trucks	16,520	18,603	12.6%	175,261	199,548	13.9%
Detroit Three Brands	11,931	12,468	4.5%	134,738	142,199	5.5%
European Brands	3,542	3,489	-1.5%	36,069	36,886	2.3%
Japanese Brands	12,452	12,946	4.0%	140,903	145,369	3.2%
Korean Brands	2,598	2,840	9.3%	30,755	31,906	3.7%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	October			YTD thru October		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	30,168	28,463	-5.7%	285,986	297,214	3.9%
Cars	17,167	16,289	-5.1%	164,288	171,483	4.4%
Light Trucks	13,001	12,174	-6.4%	121,698	125,731	3.3%
Detroit Three Brands	14,086	12,992	-7.8%	132,750	136,952	3.2%
European Brands	3,498	3,538	1.1%	36,918	38,014	3.0%
Japanese Brands	10,351	9,752	-5.8%	97,540	101,162	3.7%
Korean Brands	2,233	2,181	-2.3%	18,778	21,086	12.3%

*Figures for November 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.

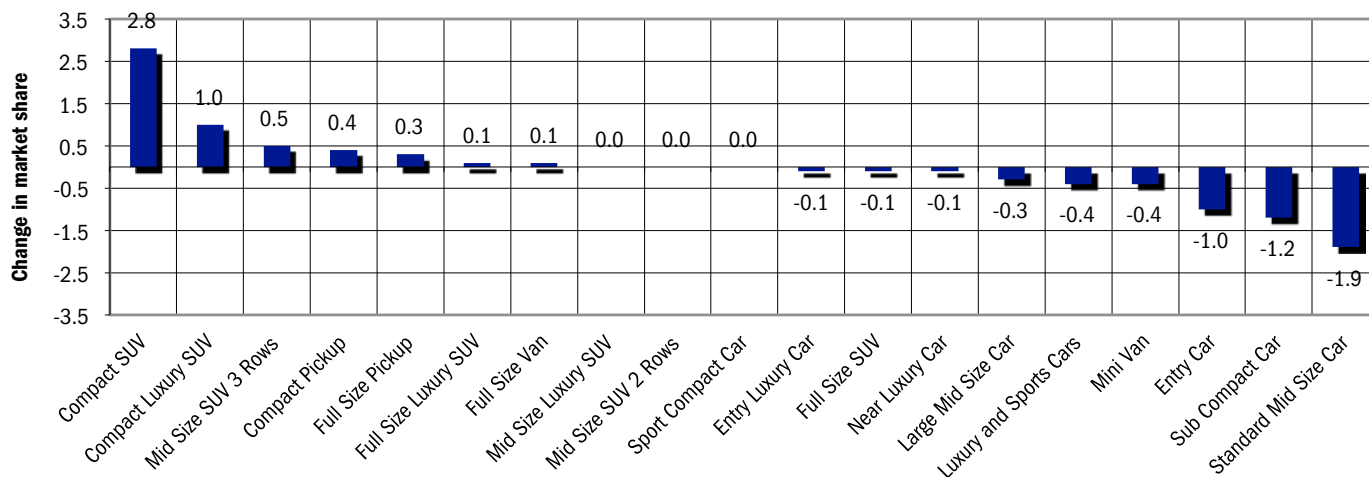
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	November*			Three Month Period Sept. '15 thru Nov. '15*			YTD thru November*			YTD thru Nov. '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	30,523	31,743	4.0%	91,630	95,929	4.7%	342,465	356,360	4.1%			
Acura	580	490	-15.5%	1,816	1,802	-0.8%	6,366	6,875	8.0%	1.9	1.9	0.0
Audi	557	573	2.9%	1,544	1,584	2.6%	5,202	5,564	7.0%	1.5	1.6	0.1
BMW	769	813	5.7%	2,146	2,051	-4.4%	7,776	7,588	-2.4%	2.3	2.1	-0.2
Buick	644	550	-14.6%	1,866	1,822	-2.4%	6,565	6,664	1.5%	1.9	1.9	0.0
Cadillac	374	390	4.3%	1,283	1,266	-1.3%	4,871	4,568	-6.2%	1.4	1.3	-0.1
Chevrolet	3,124	3,356	7.4%	9,525	10,543	10.7%	37,043	39,286	6.1%	10.8	11.0	0.2
Chrysler	576	519	-9.9%	1,428	1,353	-5.3%	4,747	5,597	17.9%	1.4	1.6	0.2
Dodge	937	888	-5.2%	2,766	2,607	-5.7%	12,455	10,283	-17.4%	3.6	2.9	-0.7
FIAT	58	58	0.0%	208	179	-13.9%	717	712	-0.7%	0.2	0.2	0.0
Ford	2,920	3,005	2.9%	8,732	9,209	5.5%	34,227	35,044	2.4%	10.0	9.8	-0.2
GMC	853	858	0.6%	2,342	2,362	0.9%	8,118	8,992	10.8%	2.4	2.5	0.1
Honda	3,261	3,224	-1.1%	9,471	9,708	2.5%	35,715	35,660	-0.2%	10.4	10.0	-0.4
Hyundai	1,542	1,766	14.5%	4,752	5,185	9.1%	18,611	19,221	3.3%	5.4	5.4	0.0
Infiniti	330	347	5.2%	891	983	10.3%	3,209	3,344	4.2%	0.9	0.9	0.0
Jaguar	23	20	-13.0%	96	72	-25.0%	390	310	-20.5%	0.1	0.1	0.0
Jeep	1,931	2,372	22.8%	5,883	7,008	19.1%	20,561	25,138	22.3%	6.0	7.1	1.1
Kia	1,056	1,097	3.9%	3,127	3,376	8.0%	12,144	12,708	4.6%	3.5	3.6	0.1
Land Rover	119	219	84.0%	374	631	68.7%	1,726	2,203	27.6%	0.5	0.6	0.1
Lexus	657	719	9.4%	1,906	2,111	10.8%	7,006	7,876	12.4%	2.0	2.2	0.2
Lincoln	191	191	0.0%	579	636	9.8%	1,960	2,208	12.7%	0.6	0.6	0.0
Mazda	648	710	9.6%	1,861	2,183	17.3%	7,266	7,830	7.8%	2.1	2.2	0.1
Mercedes	825	747	-9.5%	2,277	2,115	-7.1%	7,371	7,702	4.5%	2.2	2.2	0.0
MINI	104	94	-9.6%	295	251	-14.9%	1,176	1,109	-5.7%	0.3	0.3	0.0
Mitsubishi	292	311	6.5%	846	1,012	19.6%	3,276	3,413	4.2%	1.0	1.0	0.0
Nissan	2,276	2,424	6.5%	7,144	7,604	6.4%	27,206	27,982	2.9%	7.9	7.9	0.0
Other	45	27	-40.0%	151	123	-18.5%	561	530	-5.5%	0.2	0.1	-0.1
Porsche	166	161	-3.0%	369	421	14.1%	1,343	1,528	13.8%	0.4	0.4	0.0
Ram	358	369	3.1%	1,093	1,099	0.5%	3,653	3,686	0.9%	1.1	1.0	-0.1
Subaru	1,040	1,085	4.3%	3,321	3,438	3.5%	11,061	12,756	15.3%	3.2	3.6	0.4
Tesla	21	24	14.3%	207	142	-31.4%	527	777	47.4%	0.2	0.2	0.0
Toyota	3,368	3,546	5.3%	10,733	10,289	-4.1%	39,782	39,530	-0.6%	11.6	11.1	-0.5
Volkswagen	782	603	-22.9%	2,251	2,235	-0.7%	8,563	7,993	-6.7%	2.5	2.2	-0.3
Volvo	96	187	94.8%	347	529	52.4%	1,271	1,683	32.4%	0.4	0.5	0.1

*Figures for November 2015 were estimated by Auto Outloo Top ten are shaded green.

Source: IHS Automotive

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



Data Source: IHS Automotive.

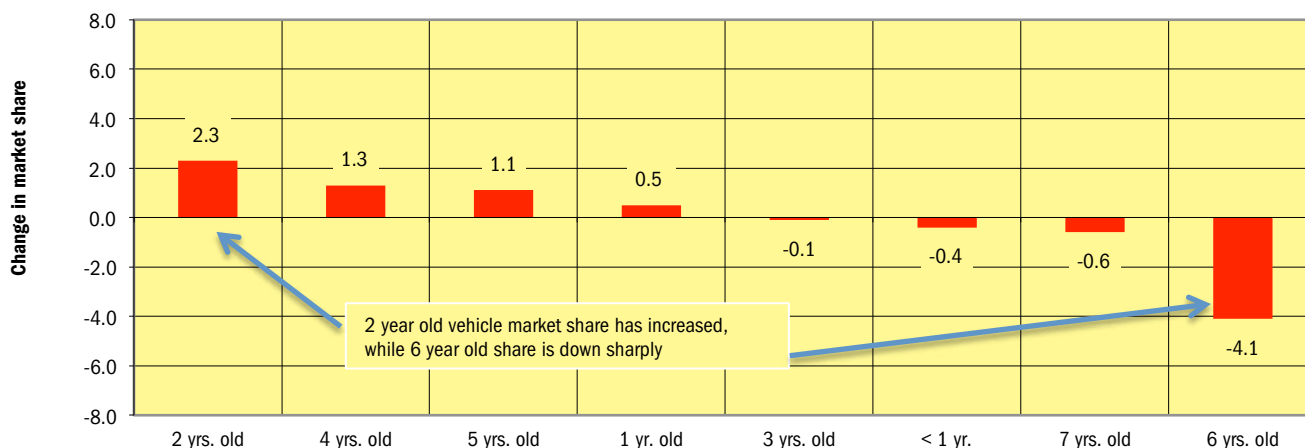
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	October			Three Month Period Sept. '15 thru Nov. '15			YTD thru October			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	30,168	28,463	-5.7%	93,733	93,517	-0.2%	285,986	297,214	3.9%			
Acura	454	416	-8.4%	1,404	1,393	-0.8%	4,435	4,487	1.2%	1.6	1.5	-0.1
Audi	468	482	3.0%	1,548	1,661	7.3%	4,705	5,101	8.4%	1.6	1.7	0.1
BMW	755	771	2.1%	2,484	2,514	1.2%	7,914	7,869	-0.6%	2.8	2.6	-0.2
Buick	579	581	0.3%	2,011	1,914	-4.8%	5,786	6,127	5.9%	2.0	2.1	0.1
Cadillac	581	471	-18.9%	1,837	1,473	-19.8%	5,828	4,955	-15.0%	2.0	1.7	-0.3
Chevrolet	4,254	3,769	-11.4%	13,543	12,458	-8.0%	40,778	42,841	5.1%	14.3	14.4	0.1
Chrysler	1,022	816	-20.2%	2,675	2,681	0.2%	7,830	8,544	9.1%	2.7	2.9	0.2
Dodge	1,645	1,427	-13.3%	4,755	4,791	0.8%	14,650	15,747	7.5%	5.1	5.3	0.2
FIAT	33	38	15.2%	91	129	41.8%	285	434	52.3%	0.1	0.1	0.0
Ford	3,292	3,517	6.8%	10,369	11,047	6.5%	32,427	33,892	4.5%	11.3	11.4	0.1
GMC	712	660	-7.3%	2,212	2,156	-2.5%	6,584	6,894	4.7%	2.3	2.3	0.0
Honda	1,834	1,889	3.0%	6,485	6,121	-5.6%	20,371	19,915	-2.2%	7.1	6.7	-0.4
Hyundai	1,575	1,497	-5.0%	4,446	4,577	2.9%	12,635	13,701	8.4%	4.4	4.6	0.2
Infiniti	406	374	-7.9%	1,515	1,466	-3.2%	4,500	4,576	1.7%	1.6	1.5	-0.1
Jaguar	39	42	7.7%	143	150	4.9%	547	537	-1.8%	0.2	0.2	0.0
Jeep	1,141	1,119	-1.9%	3,393	3,652	7.6%	9,854	11,106	12.7%	3.4	3.7	0.3
Kia	658	684	4.0%	1,961	2,392	22.0%	6,143	7,385	20.2%	2.1	2.5	0.4
Land Rover	123	144	17.1%	453	511	12.8%	1,376	1,554	12.9%	0.5	0.5	0.0
Lexus	548	559	2.0%	1,902	1,956	2.8%	6,221	6,222	0.0%	2.2	2.1	-0.1
Lincoln	310	288	-7.1%	945	928	-1.8%	2,880	2,947	2.3%	1.0	1.0	0.0
Mazda	514	427	-16.9%	1,579	1,455	-7.9%	4,862	4,697	-3.4%	1.7	1.6	-0.1
Mercedes	799	821	2.8%	2,821	2,586	-8.3%	8,519	8,457	-0.7%	3.0	2.8	-0.2
MINI	101	97	-4.0%	331	334	0.9%	992	1,053	6.1%	0.3	0.4	0.1
Mitsubishi	231	215	-6.9%	780	766	-1.8%	2,545	2,452	-3.7%	0.9	0.8	-0.1
Nissan	3,392	2,673	-21.2%	8,576	8,771	2.3%	25,048	27,432	9.5%	8.8	9.2	0.4
Other	622	400	-35.7%	2,093	1,357	-35.2%	6,806	4,496	-33.9%	2.4	1.5	-0.9
Porsche	97	112	15.5%	328	377	14.9%	1,009	1,240	22.9%	0.4	0.4	0.0
smart	13	19	46.2%	45	67	48.9%	125	197	57.6%	0.0	0.1	0.1
Subaru	310	372	20.0%	1,080	1,205	11.6%	3,086	3,709	20.2%	1.1	1.2	0.1
Suzuki	63	32	-49.2%	207	111	-46.4%	614	444	-27.7%	0.2	0.1	-0.1
Toyota	2,596	2,795	7.7%	8,381	9,065	8.2%	25,827	27,209	5.4%	9.0	9.2	0.2
Volkswagen	875	827	-5.5%	2,873	3,011	4.8%	9,389	9,620	2.5%	3.3	3.2	-0.1
Volvo	126	129	2.4%	467	442	-5.4%	1,415	1,374	-2.9%	0.5	0.5	0.0

Top ten are shaded green.

Source: IHS Automotive.

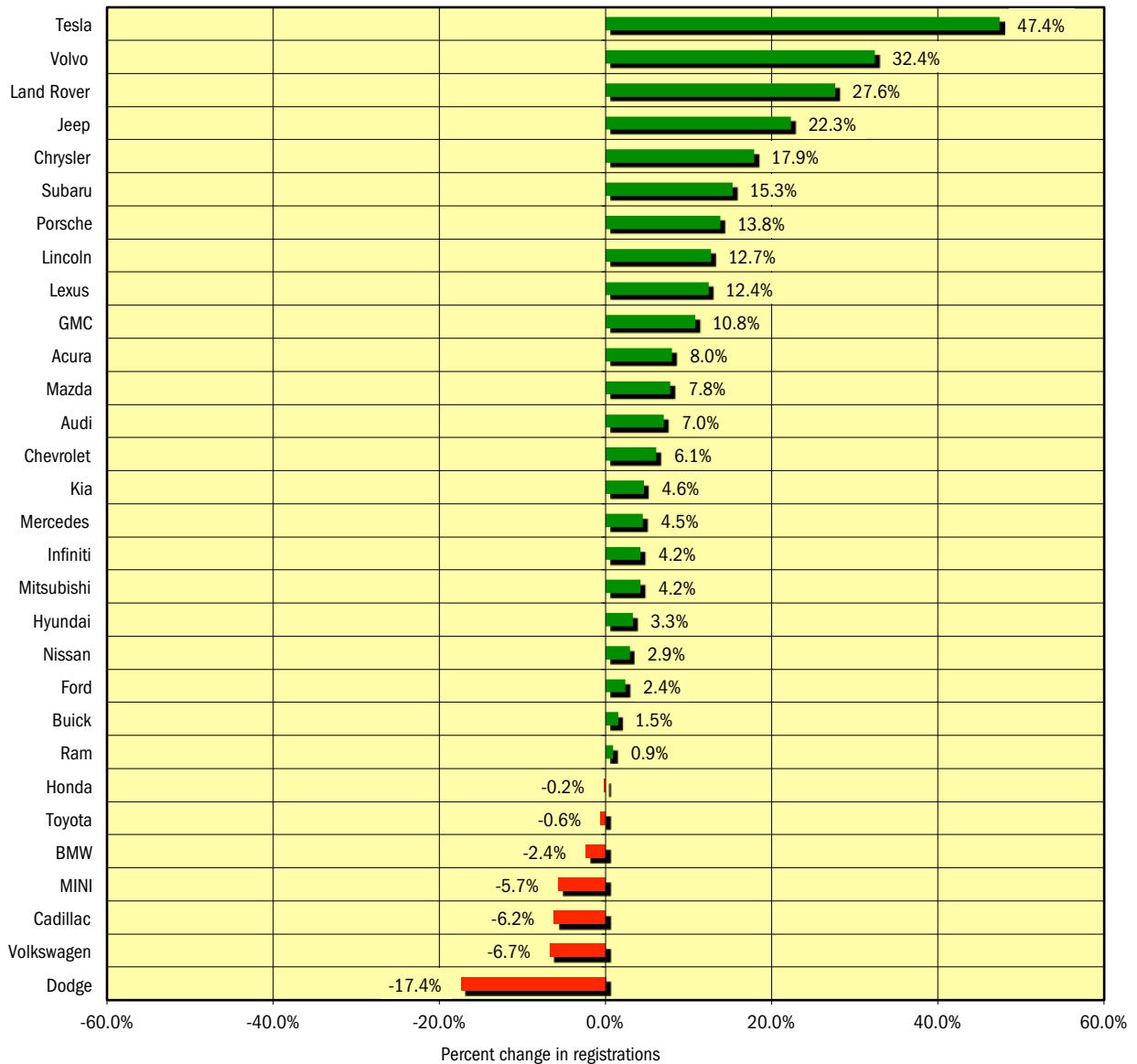
Change in Used Vehicle Market Share by Age of Vehicle - YTD 2015 thru October vs. YTD 2014



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 November* vs. YTD 2014
(Top 30 selling brands)**



*Figures for November 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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Published by:
Auto Outlook, Inc.
PO Box 390
Exton, PA 19341
Phone: 800-206-0102
Email: jfoltz@autooutlook.com

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