

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

The area market declined a slim 1.4% during the first eleven months of this year versus a year earlier. The U.S. market was essentially unchanged.

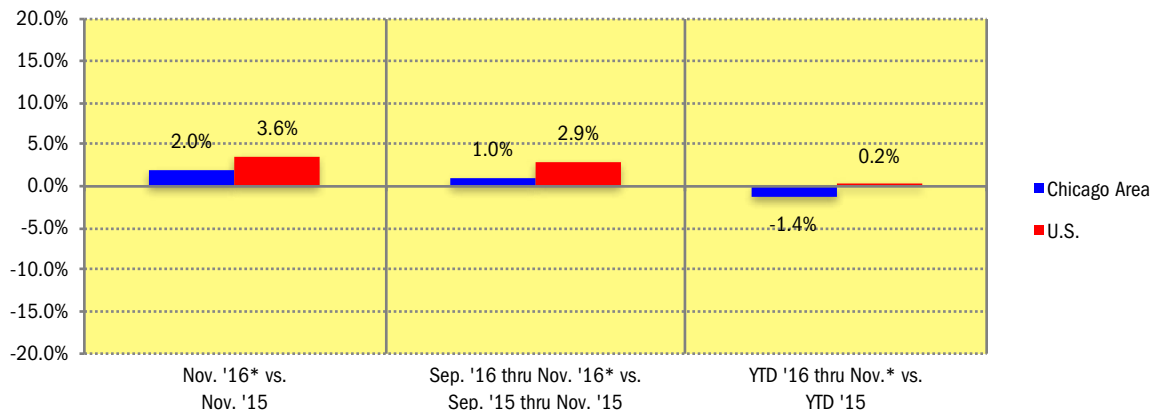
New retail vehicle registrations were up an estimated 2% in November '16 vs. year earlier.

Area used vehicle market improved in October, and was up 4.1% for the first ten months of this year (vehicles seven years old or newer).

Hybrid and electric vehicle market share increased to 3.1% in October of this year, well above year-earlier levels.

Jaguar, Volvo, Lincoln, Subaru, MINI, Ram, Infiniti, and Porsche had the largest percentage increases so far this year. Registrations for each of the brands were up by more than 5%.

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



*Figures for November 2016 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					
	November Estimate*			YTD thru November*		
	2015	2016	Change	2015	2016	Change
Total	31,604	32,236	2.0%	355,862	350,915	-1.4%
Cars	12,443	11,753	-5.5%	156,045	144,523	-7.4%
Light Trucks	19,161	20,483	6.9%	199,817	206,392	3.3%
Detroit Three Brands	12,503	12,439	-0.5%	141,947	140,483	-1.0%
European Brands	3,328	3,391	1.9%	36,721	36,452	-0.7%
Japanese Brands	12,932	13,403	3.6%	145,288	142,887	-1.7%
Korean Brands	2,841	3,003	5.7%	31,906	31,093	-2.5%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	October			YTD thru October		
	2015	2016	Change	2015	2016	Change
Total	28,463	34,167	20.0%	297,214	309,344	4.1%
Cars	16,289	18,596	14.2%	171,483	175,212	2.2%
Light Trucks	12,174	15,571	27.9%	125,731	134,132	6.7%
Detroit Three Brands	12,992	15,572	19.9%	136,952	142,064	3.7%
European Brands	3,538	4,065	14.9%	38,014	38,116	0.3%
Japanese Brands	9,752	11,836	21.4%	101,162	104,573	3.4%
Korean Brands	2,181	2,694	23.5%	21,086	24,591	16.6%

*Figures for November 2016 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.

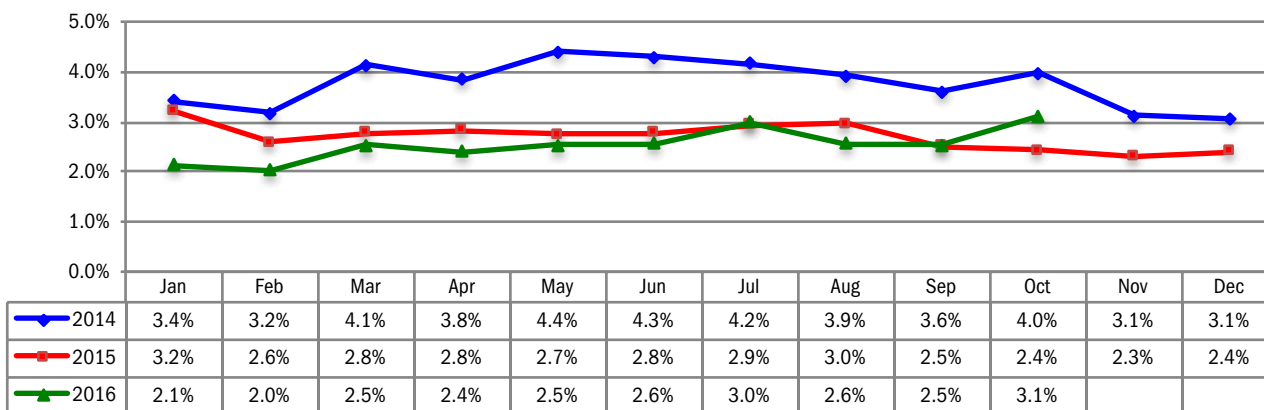
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	November*			Three Month Period Sep. '16 thru Nov. '16*			YTD thru November*			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	31,604	32,236	2.0%	95,664	96,588	1.0%	355,862	350,915	-1.4%			
Acura	563	525	-6.7%	1,876	1,633	-13.0%	6,950	5,904	-15.1%	2.0	1.7	-0.3
Audi	488	492	0.8%	1,478	1,498	1.4%	5,443	5,511	1.2%	1.5	1.6	0.1
BMW	823	662	-19.6%	2,065	2,053	-0.6%	7,637	7,068	-7.5%	2.1	2.0	-0.1
Buick	585	668	14.2%	1,859	1,851	-0.4%	6,701	6,628	-1.1%	1.9	1.9	0.0
Cadillac	417	469	12.5%	1,296	1,381	6.6%	4,588	4,756	3.7%	1.3	1.4	0.1
Chevrolet	3,423	3,639	6.3%	10,598	11,072	4.5%	39,316	41,208	4.8%	11.0	11.7	0.7
Chrysler	360	188	-47.8%	1,194	958	-19.8%	5,445	4,224	-22.4%	1.5	1.2	-0.3
Dodge	828	646	-22.0%	2,538	2,182	-14.0%	10,189	8,911	-12.5%	2.9	2.5	-0.4
FIAT	47	39	-17.0%	168	147	-12.5%	701	577	-17.7%	0.2	0.2	0.0
Ford	2,859	2,937	2.7%	8,994	9,390	4.4%	34,703	34,119	-1.7%	9.8	9.7	-0.1
GMC	932	1,045	12.1%	2,433	2,565	5.4%	9,054	9,096	0.5%	2.5	2.6	0.1
Honda	2,907	3,083	6.1%	9,391	9,669	3.0%	35,341	36,330	2.8%	9.9	10.4	0.5
Hyundai	1,658	1,662	0.2%	5,077	5,147	1.4%	19,113	18,244	-4.5%	5.4	5.2	-0.2
Infiniti	340	346	1.8%	976	950	-2.7%	3,338	3,528	5.7%	0.9	1.0	0.1
Jaguar	31	96	209.7%	83	257	209.6%	321	770	139.9%	0.1	0.2	0.1
Jeep	2,410	2,079	-13.7%	7,044	6,352	-9.8%	25,172	23,645	-6.1%	7.1	6.7	-0.4
Kia	1,183	1,341	13.4%	3,462	3,528	1.9%	12,793	12,794	0.0%	3.6	3.6	0.0
Land Rover	249	212	-14.9%	661	586	-11.3%	2,234	2,257	1.0%	0.6	0.6	0.0
Lexus	778	758	-2.6%	2,170	2,165	-0.2%	7,936	7,463	-6.0%	2.2	2.1	-0.1
Lincoln	231	270	16.9%	676	786	16.3%	2,247	2,797	24.5%	0.6	0.8	0.2
Mazda	725	691	-4.7%	2,191	2,038	-7.0%	7,835	7,456	-4.8%	2.2	2.1	-0.1
Mercedes	669	660	-1.3%	2,038	2,137	4.9%	7,618	7,558	-0.8%	2.1	2.2	0.1
MINI	101	100	-1.0%	258	293	13.6%	1,116	1,199	7.4%	0.3	0.3	0.0
Mitsubishi	331	331	0.0%	1,032	846	-18.0%	3,427	3,150	-8.1%	1.0	0.9	-0.1
Nissan	2,488	2,642	6.2%	7,663	7,952	3.8%	28,026	28,263	0.8%	7.9	8.1	0.2
Other	59	83	40.7%	155	243	56.8%	560	597	6.6%	0.2	0.2	0.0
Porsche	131	159	21.4%	391	461	17.9%	1,500	1,581	5.4%	0.4	0.5	0.1
Ram	378	416	10.1%	1,105	1,193	8.0%	3,683	3,897	5.8%	1.0	1.1	0.1
Subaru	1,210	1,325	9.5%	3,558	4,040	13.5%	12,865	13,952	8.4%	3.6	4.0	0.4
Tesla	80	82	2.5%	203	465	129.1%	839	1,197	42.7%	0.2	0.3	0.1
Toyota	3,577	3,702	3.5%	10,316	10,235	-0.8%	39,544	36,819	-6.9%	11.1	10.5	-0.6
Volkswagen	579	708	22.3%	2,209	1,986	-10.1%	7,967	7,344	-7.8%	2.2	2.1	-0.1
Volvo	164	180	9.8%	506	529	4.5%	1,660	2,072	24.8%	0.5	0.6	0.1

*Figures for Nov. 2016 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.

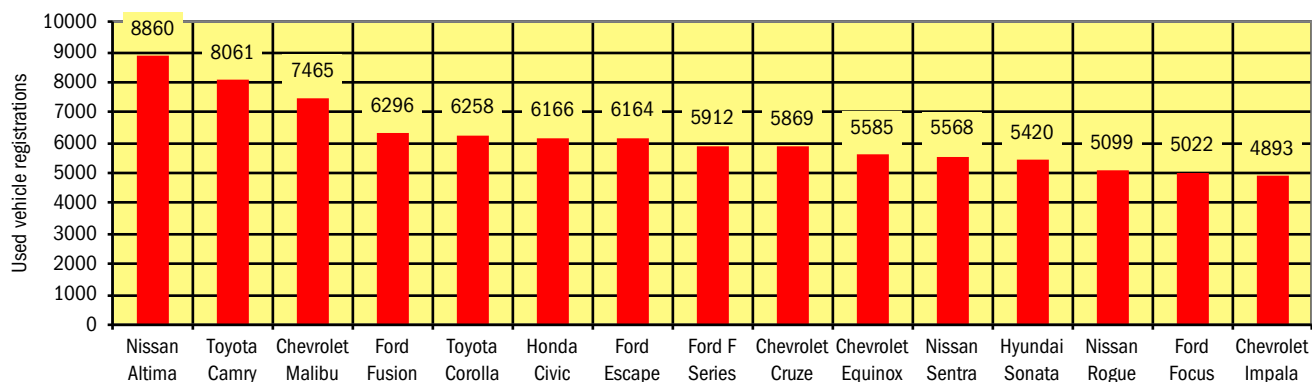
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	October			Three Month Period Aug. '16 thru Oct. '16			YTD thru October			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	28,463	34,167	20.0%	93,517	102,104	9.2%	297,214	309,344	4.1%			
Acura	416	498	19.7%	1,393	1,413	1.4%	4,487	3,868	-13.8%	1.5	1.3	-0.2
Audi	482	530	10.0%	1,661	1,750	5.4%	5,101	5,312	4.1%	1.7	1.7	0.0
BMW	771	947	22.8%	2,514	2,854	13.5%	7,869	8,192	4.1%	2.6	2.6	0.0
Buick	581	665	14.5%	1,914	1,904	-0.5%	6,127	5,809	-5.2%	2.1	1.9	-0.2
Cadillac	471	685	45.4%	1,473	1,889	28.2%	4,955	5,410	9.2%	1.7	1.7	0.0
Chevrolet	3,769	4,369	15.9%	12,458	13,332	7.0%	42,841	41,750	-2.5%	14.4	13.5	-0.9
Chrysler	816	949	16.3%	2,681	2,915	8.7%	8,544	8,865	3.8%	2.9	2.9	0.0
Dodge	1,427	1,747	22.4%	4,791	5,284	10.3%	15,747	16,236	3.1%	5.3	5.2	-0.1
FIAT	38	46	21.1%	129	160	24.0%	434	552	27.2%	0.1	0.2	0.1
Ford	3,517	4,095	16.4%	11,047	12,482	13.0%	33,892	38,291	13.0%	11.4	12.4	1.0
GMC	660	881	33.5%	2,156	2,511	16.5%	6,894	7,504	8.8%	2.3	2.4	0.1
Honda	1,889	2,200	16.5%	6,121	6,692	9.3%	19,915	19,537	-1.9%	6.7	6.3	-0.4
Hyundai	1,497	1,770	18.2%	4,577	5,185	13.3%	13,701	16,063	17.2%	4.6	5.2	0.6
Infiniti	374	458	22.5%	1,466	1,332	-9.1%	4,576	4,231	-7.5%	1.5	1.4	-0.1
Jaguar	42	61	45.2%	150	174	16.0%	537	567	5.6%	0.2	0.2	0.0
Jeep	1,119	1,666	48.9%	3,652	4,759	30.3%	11,106	13,675	23.1%	3.7	4.4	0.7
Kia	684	924	35.1%	2,392	2,642	10.5%	7,385	8,528	15.5%	2.5	2.8	0.3
Land Rover	144	152	5.6%	511	456	-10.8%	1,554	1,429	-8.0%	0.5	0.5	0.0
Lexus	559	717	28.3%	1,956	2,050	4.8%	6,222	6,412	3.1%	2.1	2.1	0.0
Lincoln	288	329	14.2%	928	971	4.6%	2,947	2,918	-1.0%	1.0	0.9	-0.1
Mazda	427	489	14.5%	1,455	1,445	-0.7%	4,697	4,410	-6.1%	1.6	1.4	-0.2
Mercedes	821	936	14.0%	2,586	2,831	9.5%	8,457	8,583	1.5%	2.8	2.8	0.0
MINI	97	109	12.4%	334	380	13.8%	1,053	1,134	7.7%	0.4	0.4	0.0
Mitsubishi	215	290	34.9%	766	841	9.8%	2,452	2,331	-4.9%	0.8	0.8	0.0
Nissan	2,673	3,434	28.5%	8,771	10,046	14.5%	27,432	29,912	9.0%	9.2	9.7	0.5
Other	400	232	-42.0%	1,357	702	-48.3%	4,496	2,105	-53.2%	1.5	0.7	-0.8
Porsche	112	166	48.2%	377	442	17.2%	1,240	1,347	8.6%	0.4	0.4	0.0
smart	19	24	26.3%	67	67	0.0%	197	177	-10.2%	0.1	0.1	0.0
Subaru	372	506	36.0%	1,205	1,497	24.2%	3,709	4,241	14.3%	1.2	1.4	0.2
Suzuki	32	16	-50.0%	111	58	-47.7%	444	220	-50.5%	0.1	0.1	0.0
Toyota	2,795	3,224	15.3%	9,065	9,899	9.2%	27,209	29,399	8.0%	9.2	9.5	0.3
Volkswagen	827	909	9.9%	3,011	2,742	-8.9%	9,620	9,148	-4.9%	3.2	3.0	-0.2
Volvo	129	143	10.9%	442	399	-9.7%	1,374	1,188	-13.5%	0.5	0.4	-0.1

Top ten are shaded green.

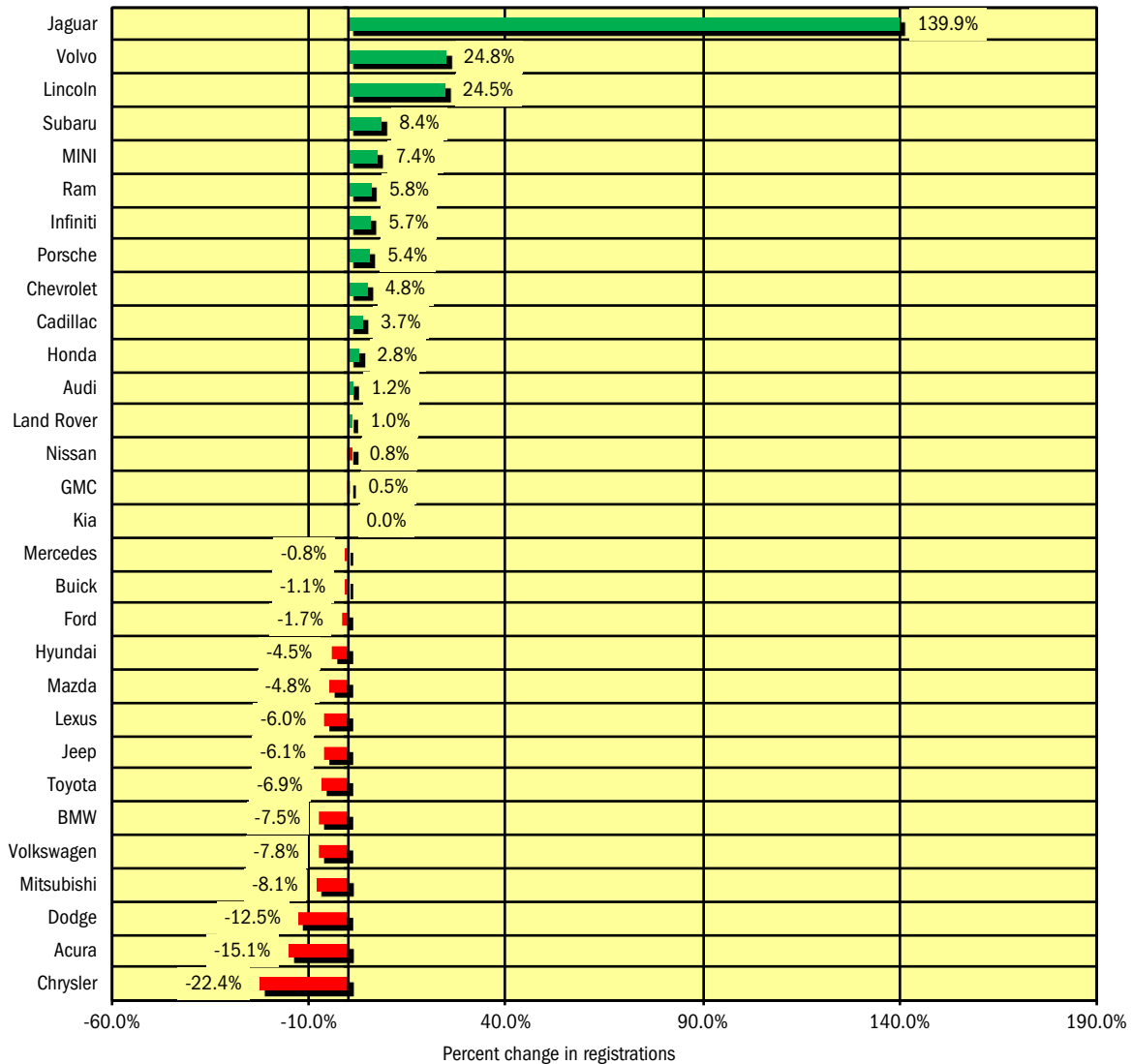
Source: IHS Markit.

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



Data Source: IHS Markit.

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



*Figures for November 2016 were estimated by Auto Outlook.

Data Source: IHS Markit.

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