

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

Publication
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by:



YTD '17 thru Nov.
% Change In
New Retail Market vs.
Year Earlier

Chicago Area
-4.0%

U.S.
-1.3%

Chicago Area and U.S. New Retail Light Vehicle Registrations

	Chicago Area	U.S.
YTD 2016 thru November	349,226	13,009,891
YTD 2017 thru November*	335,225	12,834,961
% change	-4.0%	-1.3%
November 2016 registrations	30,355	1,125,206
November 2017 registrations*	30,962	1,141,365
% change	2.0%	1.4%

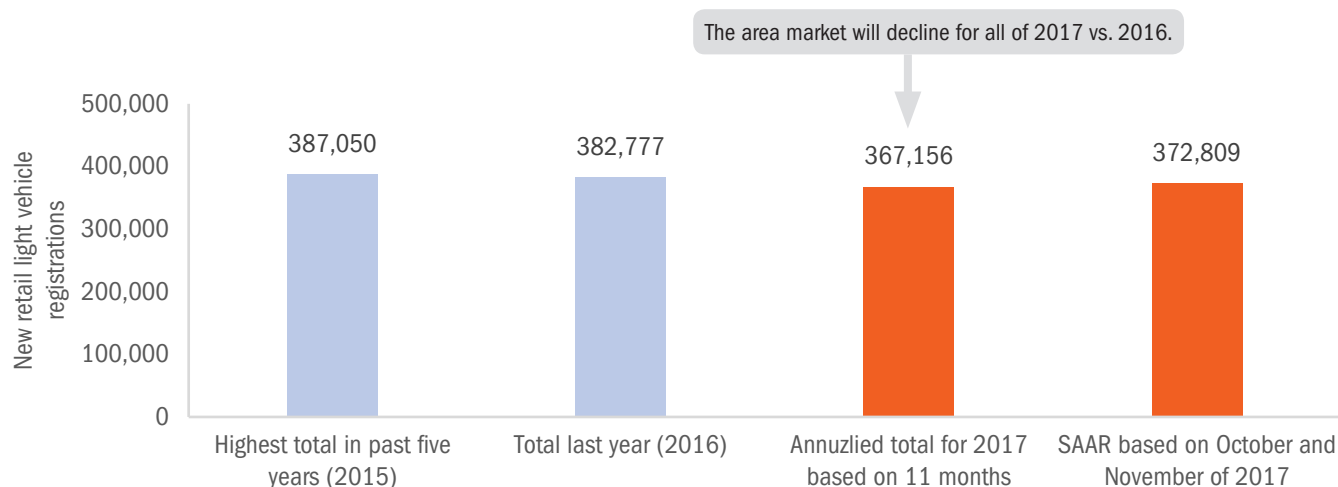
QUICK FACTS

Chicago area market was off 4% during first eleven months of 2016 versus year earlier. U.S. market declined by 1.3%.

November registrations in the area increased an estimated 2% vs. 1.4% in the Nation.

Based on eleven months of actual registrations, the annualized total for this year is projected to be 367,156 units, down from 2016.

Annual Trends in Area New Vehicle Market



*Figures for November 2017 were estimated by Auto Outlook.

Data 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.

Change in YTD
New Retail Light Vehicle
Registrations

LIGHT TRUCKS



UP
1.5%

PASSENGER CARS



DOWN
12.2%

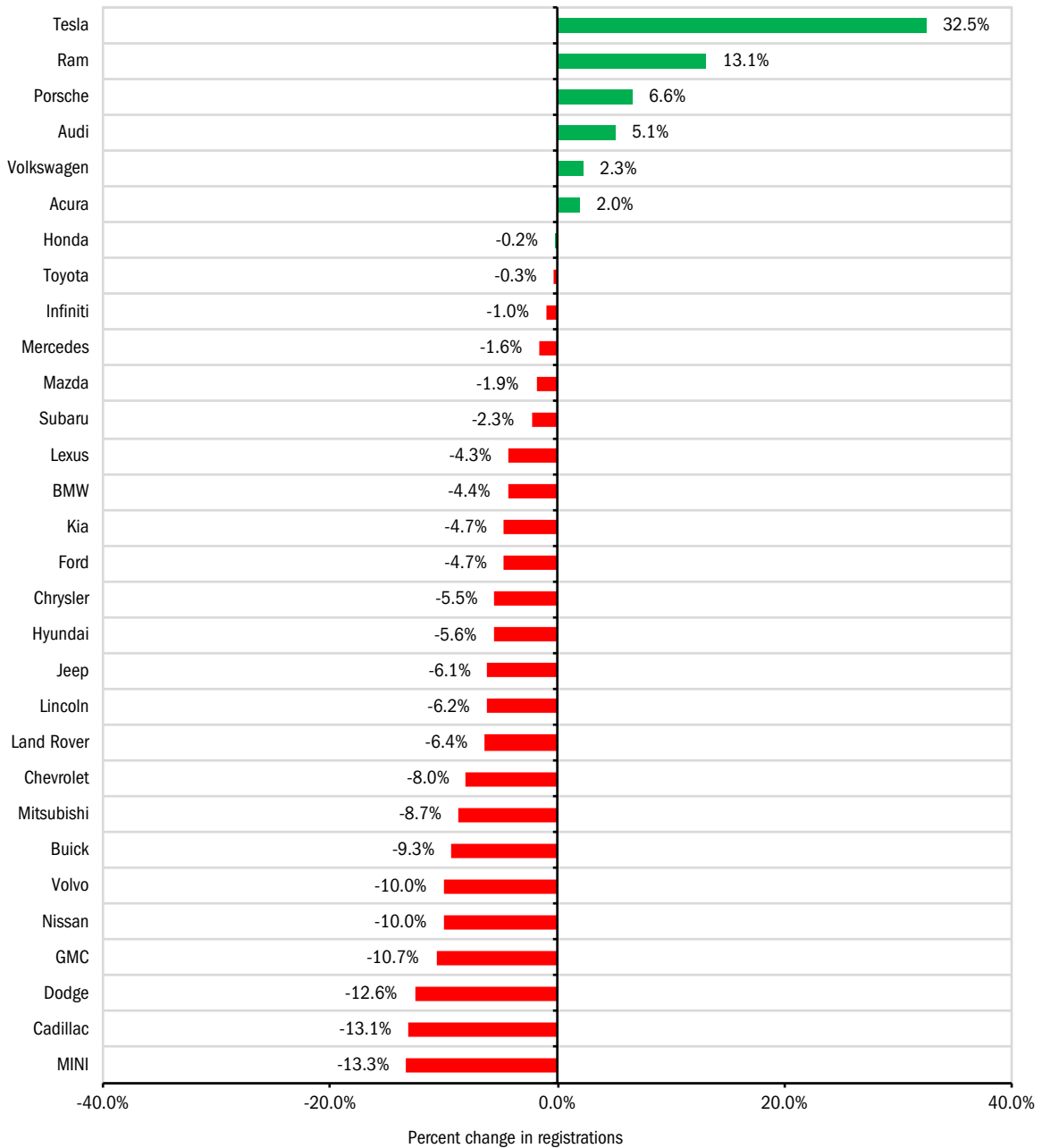
Chicago Area New Retail Car and Light Truck Registrations												
	November*			Three Month Period Sep. '17 thru Nov. '17*			YTD thru Nov.			YTD Market Share (%)		
	2016	2017*	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	30,355	30,962	2.0%	94,554	91,113	-3.6%	349,226	335,225	-4.0%			
Cars	11,057	10,125	-8.4%	35,953	30,965	-13.9%	140,043	122,958	-12.2%	40.1	36.7	-3.4
Trucks	19,298	20,837	8.0%	58,601	60,148	2.6%	209,183	212,267	1.5%	59.9	63.3	3.4
Detroit Three Brands	11,680	11,646	-0.3%	37,300	35,217	-5.6%	139,967	130,800	-6.5%	40.1	39.0	-1.1
European Brands	3,535	3,819	8.0%	10,293	10,516	2.2%	36,629	36,936	0.8%	10.5	11.0	0.5
Japanese Brands	12,438	13,109	5.4%	38,544	37,818	-1.9%	141,860	137,908	-2.8%	40.6	41.1	0.5
Korean Brands	2,702	2,388	-11.6%	8,417	7,562	-10.2%	30,770	29,581	-3.9%	8.8	8.8	0.0
Acura	469	513	9.4%	1,577	1,623	2.9%	5,848	5,965	2.0%	1.7	1.8	0.1
Alfa Romeo	0	190		2	259	12850.0%	9	428	4655.6%	0.0	0.1	0.1
Audi	501	561	12.0%	1,506	1,641	9.0%	5,525	5,808	5.1%	1.6	1.7	0.1
BMW	618	661	7.0%	2,009	1,775	-11.6%	7,052	6,741	-4.4%	2.0	2.0	0.0
Buick	596	577	-3.2%	1,778	1,615	-9.2%	6,553	5,944	-9.3%	1.9	1.8	-0.1
Cadillac	390	339	-13.1%	1,303	1,077	-17.3%	4,678	4,067	-13.1%	1.3	1.2	-0.1
Chevrolet	3,359	3,316	-1.3%	10,852	10,544	-2.8%	41,538	38,205	-8.0%	11.9	11.4	-0.5
Chrysler	359	408	13.6%	1,128	1,032	-8.5%	4,394	4,152	-5.5%	1.3	1.2	-0.1
Dodge	712	602	-15.4%	2,230	1,758	-21.2%	8,947	7,819	-12.6%	2.6	2.3	-0.3
FIAT	76	54	-28.9%	184	117	-36.4%	611	509	-16.7%	0.2	0.2	0.0
Ford	2,896	3,112	7.5%	9,188	8,858	-3.6%	33,775	32,178	-4.7%	9.7	9.6	-0.1
Genesis	26	35	34.6%	71	150	111.3%	81	506	524.7%	0.0	0.2	0.2
GMC	709	667	-5.9%	2,218	2,037	-8.2%	8,742	7,805	-10.7%	2.5	2.3	-0.2
Honda	2,978	3,218	8.1%	9,562	9,711	1.6%	36,220	36,134	-0.2%	10.4	10.8	0.4
Hyundai	1,605	1,451	-9.6%	5,090	4,283	-15.9%	18,188	17,162	-5.6%	5.2	5.1	-0.1
Infiniti	304	326	7.2%	910	933	2.5%	3,489	3,453	-1.0%	1.0	1.0	0.0
Jaguar	99	90	-9.1%	260	239	-8.1%	773	1,020	32.0%	0.2	0.3	0.1
Jeep	1,943	1,903	-2.1%	6,215	6,036	-2.9%	23,505	22,077	-6.1%	6.7	6.6	-0.1
Kia	1,071	902	-15.8%	3,256	3,129	-3.9%	12,501	11,913	-4.7%	3.6	3.6	0.0
Land Rover	196	235	19.9%	570	623	9.3%	2,238	2,094	-6.4%	0.6	0.6	0.0
Lexus	761	709	-6.8%	2,168	1,980	-8.7%	7,466	7,144	-4.3%	2.1	2.1	0.0
Lincoln	264	249	-5.7%	779	658	-15.5%	2,789	2,616	-6.2%	0.8	0.8	0.0
Maserati	20	16	-20.0%	77	74	-3.9%	244	339	38.9%	0.1	0.1	0.0
Mazda	668	650	-2.7%	2,012	1,979	-1.6%	7,429	7,287	-1.9%	2.1	2.2	0.1
Mercedes	768	795	3.5%	2,256	2,136	-5.3%	7,662	7,539	-1.6%	2.2	2.2	0.0
MINI	70	63	-10.0%	266	255	-4.1%	1,186	1,028	-13.3%	0.3	0.3	0.0
Mitsubishi	214	267	24.8%	729	817	12.1%	3,033	2,769	-8.7%	0.9	0.8	-0.1
Nissan	2,413	2,875	19.1%	7,707	7,057	-8.4%	27,995	25,206	-10.0%	8.0	7.5	-0.5
Other	25	0	-100.0%	84	49	-41.7%	258	273	5.8%	0.1	0.1	0.0
Porsche	157	158	0.6%	458	454	-0.9%	1,579	1,684	6.6%	0.5	0.5	0.0
Ram	366	347	-5.2%	1,138	1,106	-2.8%	3,840	4,343	13.1%	1.1	1.3	0.2
Subaru	1,283	1,291	0.6%	3,990	3,688	-7.6%	13,896	13,576	-2.3%	4.0	4.0	0.0
Tesla	84	126	50.0%	467	496	6.2%	1,199	1,589	32.5%	0.3	0.5	0.2
Toyota	3,347	3,260	-2.6%	9,880	10,028	1.5%	36,461	36,361	-0.3%	10.4	10.8	0.4
Volkswagen	841	827	-1.7%	2,118	2,346	10.8%	7,464	7,638	2.3%	2.1	2.3	0.2
Volvo	167	169	1.2%	516	550	6.6%	2,058	1,853	-10.0%	0.6	0.6	0.0

*Figures for November 2017 were estimated by Auto Outlook.

Top ten are shaded yellow.

Source: IHS Markit

**New Vehicle Market Percent Change in Brand Registrations
YTD 2017 thru November* vs. YTD 2016
(Top 30 selling brands)**



**Registrations increased for the following brands:
Tesla, Ram, Porsche, Audi, Volkswagen, and Acura**

COUNTY NEW VEHICLE MARKETS

COUNTY MARKETS - PART 1							
	YTD registrations thru October		Percent Change	Unit Change	Light Truck Market Share (%)		
	YTD 2016	YTD 2017	2016 to 2017	2016 to 2017	YTD 2016	YTD 2017	Change
Cook, IL	155,830	146,590	-5.9%	-9240	57.1	60.7	3.6
Du Page, IL	42,854	40,935	-4.5%	-1919	60.3	63.4	3.0
Kane, IL	19,502	19,197	-1.6%	-305	61.5	64.9	3.4
Lake, IL	32,616	31,950	-2.0%	-666	62.1	65.2	3.1
Mc Henry, IL	13,340	13,259	-0.6%	-81	64.7	67.4	2.7
Will, IL	31,761	30,103	-5.2%	-1658	61.5	64.7	3.2
Lake, IN	16,312	15,554	-4.6%	-758	61.4	64.4	3.0
Porter, IN	6,656	6,675	0.3%	19	69.1	70.6	1.5

COUNTY MARKETS - PART 2													
Market Share Summary - YTD thru October													
	Domestic Brands			Top Ten Selling Brands in Area-YTD 2017									
	YTD 2016	YTD 2017	Change '16 to '17	Chevrolet	Toyota	Honda	Ford	Nissan	Jeep	Hyundai	Subaru	Kia	Dodge
Cook, IL	37.2	36.0	-1.2	10.7	11.6	11.0	8.8	8.1	6.3	5.4	4.1	3.6	2.6
Du Page, IL	34.8	33.4	-1.4	8.6	12.3	12.2	8.6	7.1	5.8	5.0	4.2	3.3	1.5
Kane, IL	41.1	40.4	-0.7	12.1	10.3	10.8	9.4	9.0	6.9	6.6	4.4	3.7	2.1
Lake, IL	37.0	36.0	-1.0	10.9	11.2	10.8	7.7	5.5	6.8	4.2	4.6	3.8	1.6
Mc Henry, IL	48.6	47.8	-0.8	14.0	8.7	9.2	11.9	9.0	8.0	4.6	4.4	3.7	2.3
Will, IL	49.5	48.6	-0.9	14.6	8.0	10.1	11.6	6.1	7.5	6.0	2.8	4.0	3.1
Lake, IN	57.0	55.7	-1.3	17.1	8.9	9.0	15.2	4.7	6.9	4.2	2.9	3.7	2.9
Porter, IN	57.8	56.0	-1.8	15.1	8.9	8.6	15.7	5.0	9.0	1.8	5.3	3.3	2.4

TOP 3 COUNTIES

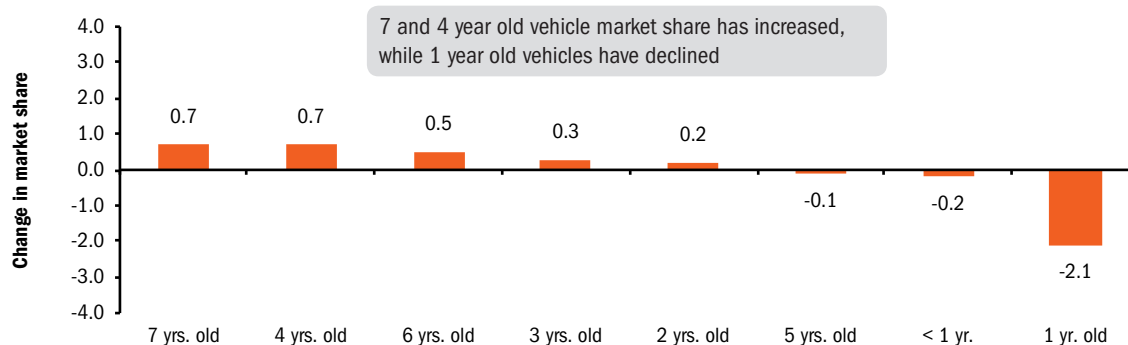
New retail registrations YTD '17 - <i>greater than 30,000 units</i>	% change in registrations YTD '17 - <i>small increase or decrease of smaller than 1.6%</i>	Increase in truck share YTD '17 - <i>Up by more than 3.2 market share points</i>	Chevrolet market share YTD '17 - <i>Higher than 14.6%</i>
Cook DuPage Lake, IL	Porter Mc Henry Kane	Cook Kane Will	Lake, IN Porter Will

Chicago Area Used Car and Light Truck Registrations												
	October			Three Month Period Aug. '17 thru Oct. '17			YTD thru September			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	34,167	29,192	-14.6%	102,104	95,897	-6.1%	309,344	326,549	5.6%			
Acura	498	399	-19.9%	1,413	1,228	-13.1%	3,868	4,490	16.1%	1.3	1.4	0.1
Audi	530	564	6.4%	1,750	1,826	4.3%	5,312	5,868	10.5%	1.7	1.8	0.1
BMW	947	828	-12.6%	2,854	2,726	-4.5%	8,192	9,440	15.2%	2.6	2.9	0.3
Buick	665	531	-20.2%	1,904	1,833	-3.7%	5,809	6,178	6.4%	1.9	1.9	0.0
Cadillac	685	532	-22.3%	1,889	1,767	-6.5%	5,410	6,089	12.6%	1.7	1.9	0.2
Chevrolet	4,369	4,094	-6.3%	13,332	13,145	-1.4%	41,750	45,332	8.6%	13.5	13.9	0.4
Chrysler	949	606	-36.1%	2,915	2,102	-27.9%	8,865	8,313	-6.2%	2.9	2.5	-0.4
Dodge	1,747	1,511	-13.5%	5,284	5,025	-4.9%	16,236	17,245	6.2%	5.2	5.3	0.1
FIAT	46	56	21.7%	160	188	17.5%	552	606	9.8%	0.2	0.2	0.0
Ford	4,095	3,472	-15.2%	12,482	11,677	-6.4%	38,291	40,900	6.8%	12.4	12.5	0.1
GMC	881	814	-7.6%	2,511	2,544	1.3%	7,504	8,759	16.7%	2.4	2.7	0.3
Honda	2,200	1,832	-16.7%	6,692	6,242	-6.7%	19,537	20,207	3.4%	6.3	6.2	-0.1
Hyundai	1,770	1,425	-19.5%	5,185	4,911	-5.3%	16,063	16,823	4.7%	5.2	5.2	0.0
Infiniti	458	424	-7.4%	1,332	1,403	5.3%	4,231	4,894	15.7%	1.4	1.5	0.1
Jaguar	61	60	-1.6%	174	182	4.6%	567	606	6.9%	0.2	0.2	0.0
Jeep	1,666	1,481	-11.1%	4,759	4,944	3.9%	13,675	16,170	18.2%	4.4	5.0	0.6
Kia	924	861	-6.8%	2,642	2,918	10.4%	8,528	9,766	14.5%	2.8	3.0	0.2
Land Rover	152	144	-5.3%	456	436	-4.4%	1,429	1,467	2.7%	0.5	0.4	-0.1
Lexus	717	587	-18.1%	2,050	1,927	-6.0%	6,412	6,664	3.9%	2.1	2.0	-0.1
Lincoln	329	335	1.8%	971	1,087	11.9%	2,918	3,432	17.6%	0.9	1.1	0.2
Mazda	489	373	-23.7%	1,445	1,411	-2.4%	4,410	4,558	3.4%	1.4	1.4	0.0
Mercedes	936	796	-15.0%	2,831	2,399	-15.3%	8,583	8,290	-3.4%	2.8	2.5	-0.3
MINI	109	102	-6.4%	380	339	-10.8%	1,134	1,092	-3.7%	0.4	0.3	-0.1
Mitsubishi	290	178	-38.6%	841	541	-35.7%	2,331	2,075	-11.0%	0.8	0.6	-0.2
Nissan	3,434	2,859	-16.7%	10,046	9,124	-9.2%	29,912	30,808	3.0%	9.7	9.4	-0.3
Other	232	115	-50.4%	702	431	-38.6%	2,105	1,295	-38.5%	0.7	0.4	-0.3
Porsche	166	139	-16.3%	442	429	-2.9%	1,347	1,450	7.6%	0.4	0.4	0.0
smart	24	12	-50.0%	67	44	-34.3%	177	168	-5.1%	0.1	0.1	0.0
Subaru	506	489	-3.4%	1,497	1,527	2.0%	4,241	4,802	13.2%	1.4	1.5	0.1
Suzuki	16	13	-18.8%	58	53	-8.6%	220	160	-27.3%	0.1	0.0	-0.1
Toyota	3,224	2,463	-23.6%	9,899	8,126	-17.9%	29,399	28,015	-4.7%	9.5	8.6	-0.9
Volkswagen	909	988	8.7%	2,742	3,005	9.6%	9,148	9,310	1.8%	3.0	2.9	-0.1
Volvo	143	109	-23.8%	399	357	-10.5%	1,188	1,277	7.5%	0.4	0.4	0.0

Top ten are shaded yellow.

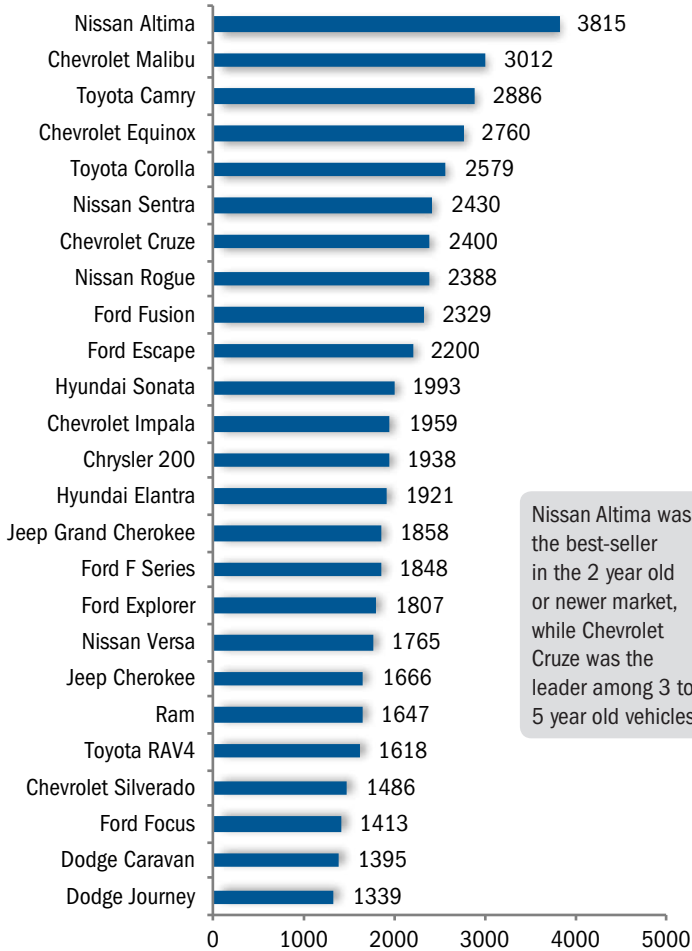
Source: IHS Markit.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2017 thru October vs. YTD 2016



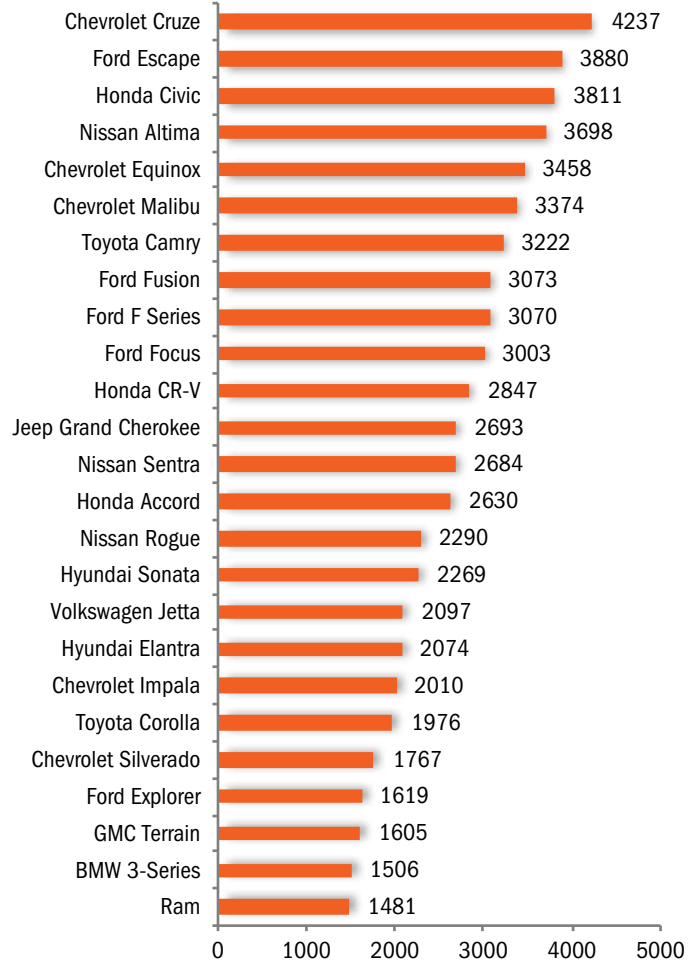
TOP SELLING USED VEHICLES

**Top 25 Selling Models (2 years old or newer)
Used Light Vehicle Registrations
YTD '17 thru October**



Nissan Altima was the best-seller in the 2 year old or newer market, while Chevrolet Cruze was the leader among 3 to 5 year old vehicles.

**Top 25 Selling Models (3 to 5 years old)
Used Light Vehicle Registrations
YTD '17 thru October**



Data Source: IHS Markit

Chicago Auto Outlook

Published for:
Chicago Automobile Trade Association
18W200 Butterfield Road
Oakbrook Terrace, IL 60181-4810
Phone: 630-495-CATA (2282)

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