

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 10% in October '15 vs. year earlier.

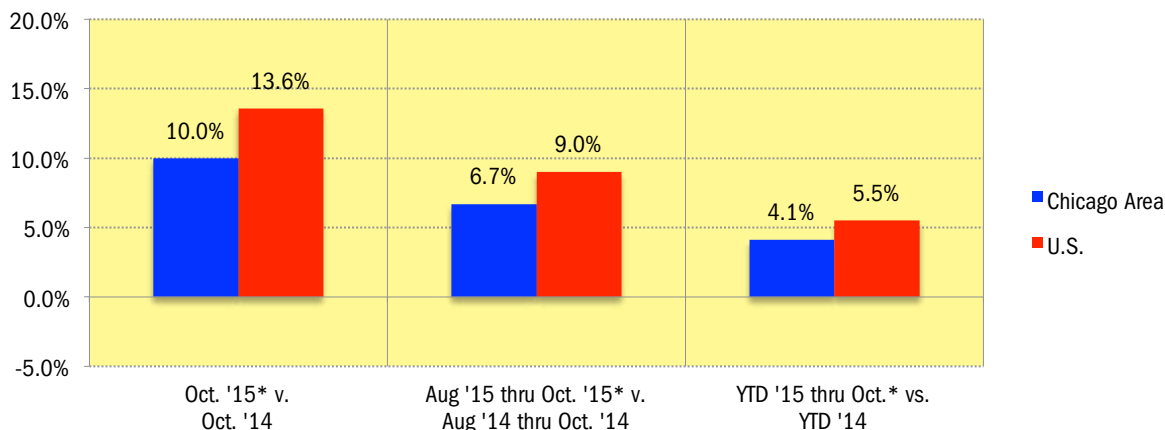
The area market was up 4.1% during the first ten months of this year vs. year earlier, below the 5.5% increase in the Nation.

Area used vehicle market was up slightly in September '15 (vehicles seven years old or newer). Used vehicle registrations increased 5.1% thru September of this year.

Compact SUV new vehicle market share was up 2.7 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 16% so far this year.

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



*Figures for October 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					
	October Estimate*			YTD thru October*		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	28,187	31,005	10.0%	311,942	324,718	4.1%
Cars	13,439	13,594	1.2%	153,201	144,274	-5.8%
Light Trucks	14,748	17,411	18.1%	158,741	180,444	13.7%
Detroit Three Brands	10,787	12,022	11.4%	122,807	129,485	5.4%
European Brands	3,102	3,219	3.8%	32,527	33,187	2.0%
Japanese Brands	11,874	13,047	9.9%	128,451	132,883	3.5%
Korean Brands	2,424	2,717	12.1%	28,157	29,163	3.6%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	September			YTD thru September		
	2014	2015	Percent Change	2014	2015	Percent Change
Total	29,340	30,067	2.5%	255,818	268,751	5.1%
Cars	16,767	17,338	3.4%	147,121	155,194	5.5%
Light Trucks	12,573	12,729	1.2%	108,697	113,557	4.5%
Detroit Three Brands	13,695	13,437	-1.9%	118,664	123,960	4.5%
European Brands	3,828	3,857	0.8%	33,420	34,476	3.2%
Japanese Brands	9,894	10,555	6.7%	87,189	91,410	4.8%
Korean Brands	1,923	2,218	15.3%	16,545	18,905	14.3%

*Figures for October 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.

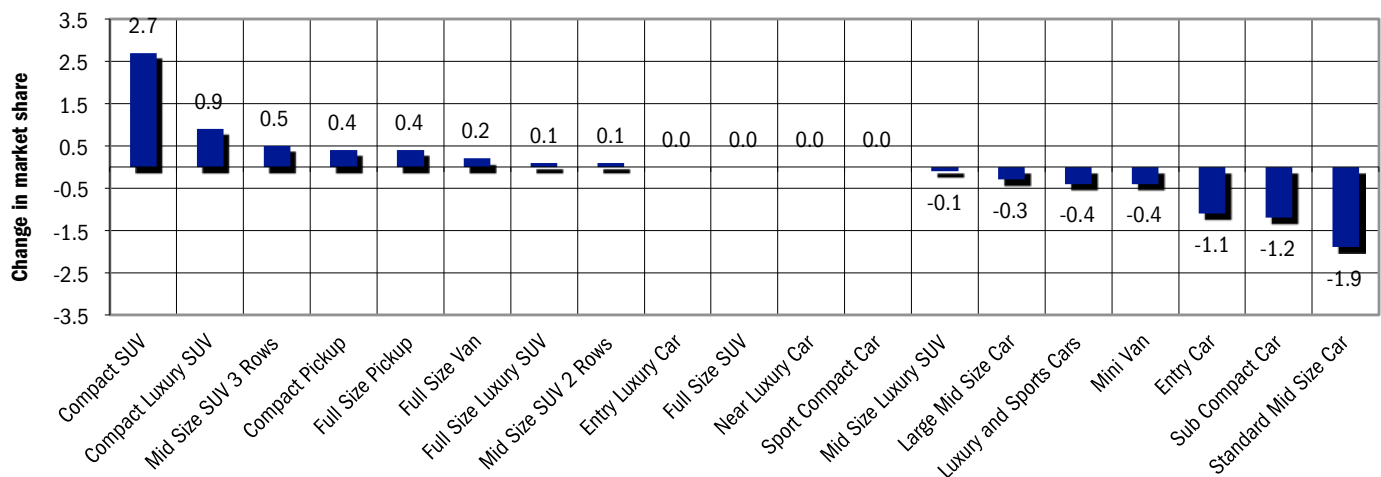
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	October			Three Month Period Aug. '15 thru Oct. '15*			YTD thru October*			YTD thru Oct. '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	28,187	31,005	10.0%	96,856	103,362	6.7%	311,942	324,718	4.1%			
Acura	619	620	0.2%	1,907	1,993	4.5%	5,786	6,372	10.1%	1.9	2.0	0.1
Audi	476	535	12.4%	1,507	1,576	4.6%	4,645	4,992	7.5%	1.5	1.5	0.0
BMW	641	593	-7.5%	2,043	1,990	-2.6%	7,007	6,731	-3.9%	2.2	2.1	-0.1
Buick	518	497	-4.1%	1,895	1,947	2.7%	5,921	5,992	1.2%	1.9	1.8	-0.1
Cadillac	424	461	8.7%	1,350	1,422	5.3%	4,497	4,212	-6.3%	1.4	1.3	-0.1
Chevrolet	2,737	3,094	13.0%	10,209	10,970	7.5%	33,919	35,543	4.8%	10.9	10.9	0.0
Chrysler	384	373	-2.9%	1,317	1,364	3.6%	4,171	5,079	21.8%	1.3	1.6	0.3
Dodge	859	928	8.0%	2,940	2,745	-6.6%	11,518	9,463	-17.8%	3.7	2.9	-0.8
FIAT	61	59	-3.3%	211	232	10.0%	659	665	0.9%	0.2	0.2	0.0
Ford	2,648	2,910	9.9%	9,529	10,393	9.1%	31,307	32,129	2.6%	10.0	9.9	-0.1
GMC	682	774	13.5%	2,265	2,525	11.5%	7,265	8,176	12.5%	2.3	2.5	0.2
Honda	3,028	3,181	5.1%	10,598	10,674	0.7%	32,454	32,457	0.0%	10.4	10.0	-0.4
Hyundai	1,446	1,665	15.1%	5,092	5,679	11.5%	17,069	17,545	2.8%	5.5	5.4	-0.1
Infiniti	263	311	18.3%	807	960	19.0%	2,879	2,975	3.3%	0.9	0.9	0.0
Jaguar	36	34	-5.6%	95	106	11.6%	367	299	-18.5%	0.1	0.1	0.0
Jeep	1,853	2,374	28.1%	5,993	7,384	23.2%	18,630	22,897	22.9%	6.0	7.1	1.1
Kia	978	1,053	7.7%	3,212	3,791	18.0%	11,088	11,619	4.8%	3.6	3.6	0.0
Land Rover	123	234	90.2%	413	603	46.0%	1,607	1,992	24.0%	0.5	0.6	0.1
Lexus	614	669	9.0%	2,084	2,398	15.1%	6,349	7,192	13.3%	2.0	2.2	0.2
Lincoln	187	171	-8.6%	582	620	6.5%	1,769	1,957	10.6%	0.6	0.6	0.0
Mazda	525	683	30.1%	1,983	2,367	19.4%	6,618	7,132	7.8%	2.1	2.2	0.1
Mercedes	693	688	-0.7%	2,147	2,209	2.9%	6,546	6,995	6.9%	2.1	2.2	0.1
MINI	87	64	-26.4%	308	271	-12.0%	1,072	1,006	-6.2%	0.3	0.3	0.0
Mitsubishi	246	283	15.0%	868	1,013	16.7%	2,984	3,060	2.5%	1.0	0.9	-0.1
Nissan	2,218	2,378	7.2%	7,559	7,990	5.7%	24,930	25,493	2.3%	8.0	7.9	-0.1
Other	52	34	-34.6%	149	127	-14.8%	516	476	-7.8%	0.2	0.1	-0.1
Porsche	77	82	6.5%	348	426	22.4%	1,177	1,329	12.9%	0.4	0.4	0.0
Ram	333	329	-1.2%	1,096	1,016	-7.3%	3,295	3,248	-1.4%	1.1	1.0	-0.1
Subaru	1,062	1,225	15.3%	3,351	3,826	14.2%	10,021	11,714	16.9%	3.2	3.6	0.4
Tesla	162	179	10.5%	199	318	59.8%	506	848	67.6%	0.2	0.3	0.1
Toyota	3,296	3,579	8.6%	11,992	11,542	-3.8%	36,414	36,358	-0.2%	11.7	11.2	-0.5
Volkswagen	719	693	-3.6%	2,438	2,323	-4.7%	7,781	7,217	-7.2%	2.5	2.2	-0.3
Volvo	140	252	80.0%	369	562	52.3%	1,175	1,555	32.3%	0.4	0.5	0.1

*Figures for October 2015 were estimated by Auto Outlook. Top ten are shaded green.

Source: IHS Automotive

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



Data Source: IHS Automotive.

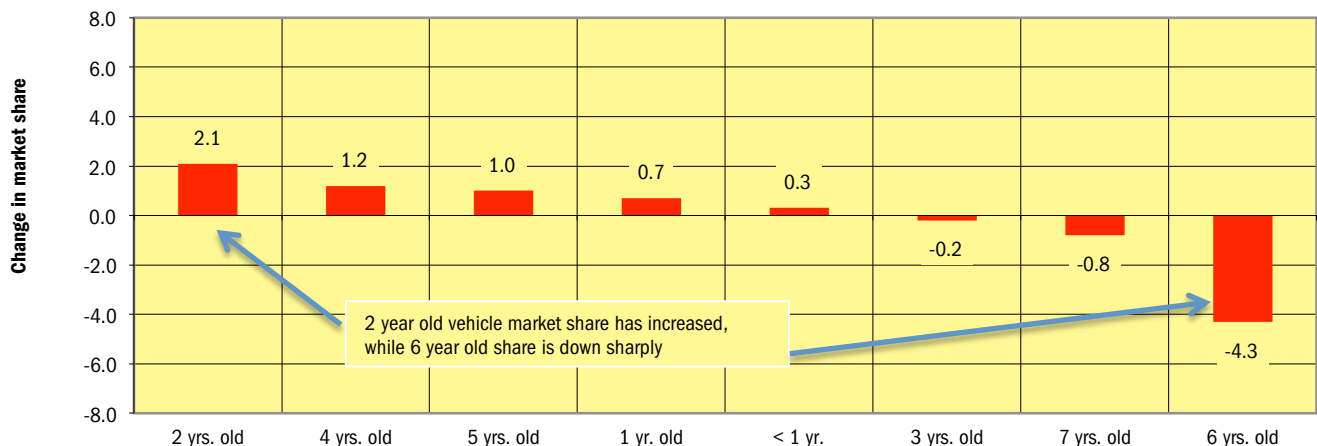
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	September			Three Month Period July '15 thru Sept. '15			YTD thru September			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	29,340	30,067	2.5%	91,531	95,736	4.6%	255,818	268,751	5.1%			
Acura	445	499	12.1%	1,400	1,419	1.4%	3,981	4,071	2.3%	1.6	1.5	-0.1
Audi	493	555	12.6%	1,582	1,710	8.1%	4,237	4,619	9.0%	1.7	1.7	0.0
BMW	794	749	-5.7%	2,519	2,573	2.1%	7,159	7,098	-0.9%	2.8	2.6	-0.2
Buick	634	606	-4.4%	2,011	1,876	-6.7%	5,207	5,546	6.5%	2.0	2.1	0.1
Cadillac	583	461	-20.9%	1,860	1,473	-20.8%	5,247	4,484	-14.5%	2.1	1.7	-0.4
Chevrolet	4,302	4,074	-5.3%	13,175	13,032	-1.1%	36,524	39,072	7.0%	14.3	14.5	0.2
Chrysler	790	840	6.3%	2,373	2,739	15.4%	6,808	7,728	13.5%	2.7	2.9	0.2
Dodge	1,513	1,520	0.5%	4,571	5,014	9.7%	13,005	14,320	10.1%	5.1	5.3	0.2
FIAT	23	44	91.3%	83	149	79.5%	252	396	57.1%	0.1	0.1	0.0
Ford	3,272	3,420	4.5%	10,283	11,068	7.6%	29,135	30,375	4.3%	11.4	11.3	-0.1
GMC	683	684	0.1%	2,141	2,180	1.8%	5,872	6,234	6.2%	2.3	2.3	0.0
Honda	2,077	1,944	-6.4%	6,612	6,415	-3.0%	18,537	18,026	-2.8%	7.2	6.7	-0.5
Hyundai	1,363	1,459	7.0%	4,061	4,481	10.3%	11,060	12,204	10.3%	4.3	4.5	0.2
Infiniti	501	490	-2.2%	1,613	1,583	-1.9%	4,094	4,202	2.6%	1.6	1.6	0.0
Jaguar	51	55	7.8%	170	168	-1.2%	508	495	-2.6%	0.2	0.2	0.0
Jeep	1,060	1,136	7.2%	3,222	3,702	14.9%	8,713	9,987	14.6%	3.4	3.7	0.3
Kia	560	759	35.5%	1,875	2,466	31.5%	5,485	6,701	22.2%	2.1	2.5	0.4
Land Rover	147	165	12.2%	458	525	14.6%	1,253	1,410	12.5%	0.5	0.5	0.0
Lexus	649	636	-2.0%	1,895	2,017	6.4%	5,673	5,663	-0.2%	2.2	2.1	-0.1
Lincoln	284	303	6.7%	910	959	5.4%	2,570	2,659	3.5%	1.0	1.0	0.0
Mazda	486	474	-2.5%	1,514	1,541	1.8%	4,348	4,270	-1.8%	1.7	1.6	-0.1
Mercedes	940	828	-11.9%	2,885	2,581	-10.5%	7,720	7,636	-1.1%	3.0	2.8	-0.2
MINI	115	104	-9.6%	335	355	6.0%	891	956	7.3%	0.3	0.4	0.1
Mitsubishi	234	228	-2.6%	793	809	2.0%	2,314	2,237	-3.3%	0.9	0.8	-0.1
Nissan	2,362	2,779	17.7%	7,545	8,941	18.5%	21,656	24,759	14.3%	8.5	9.2	0.7
Other	639	446	-30.2%	2,144	1,386	-35.4%	6,184	4,096	-33.8%	2.4	1.5	-0.9
Porsche	115	121	5.2%	338	405	19.8%	912	1,128	23.7%	0.4	0.4	0.0
smart	15	21	40.0%	47	71	51.1%	112	178	58.9%	0.0	0.1	0.1
Subaru	360	410	13.9%	1,082	1,229	13.6%	2,776	3,337	20.2%	1.1	1.2	0.1
Suzuki	62	36	-41.9%	208	141	-32.2%	551	412	-25.2%	0.2	0.2	0.0
Toyota	2,717	3,059	12.6%	8,412	9,102	8.2%	23,231	24,414	5.1%	9.1	9.1	0.0
Volkswagen	928	1,004	8.2%	2,933	3,162	7.8%	8,514	8,793	3.3%	3.3	3.3	0.0
Volvo	143	158	10.5%	481	464	-3.5%	1,289	1,245	-3.4%	0.5	0.5	0.0

Top ten are shaded green.

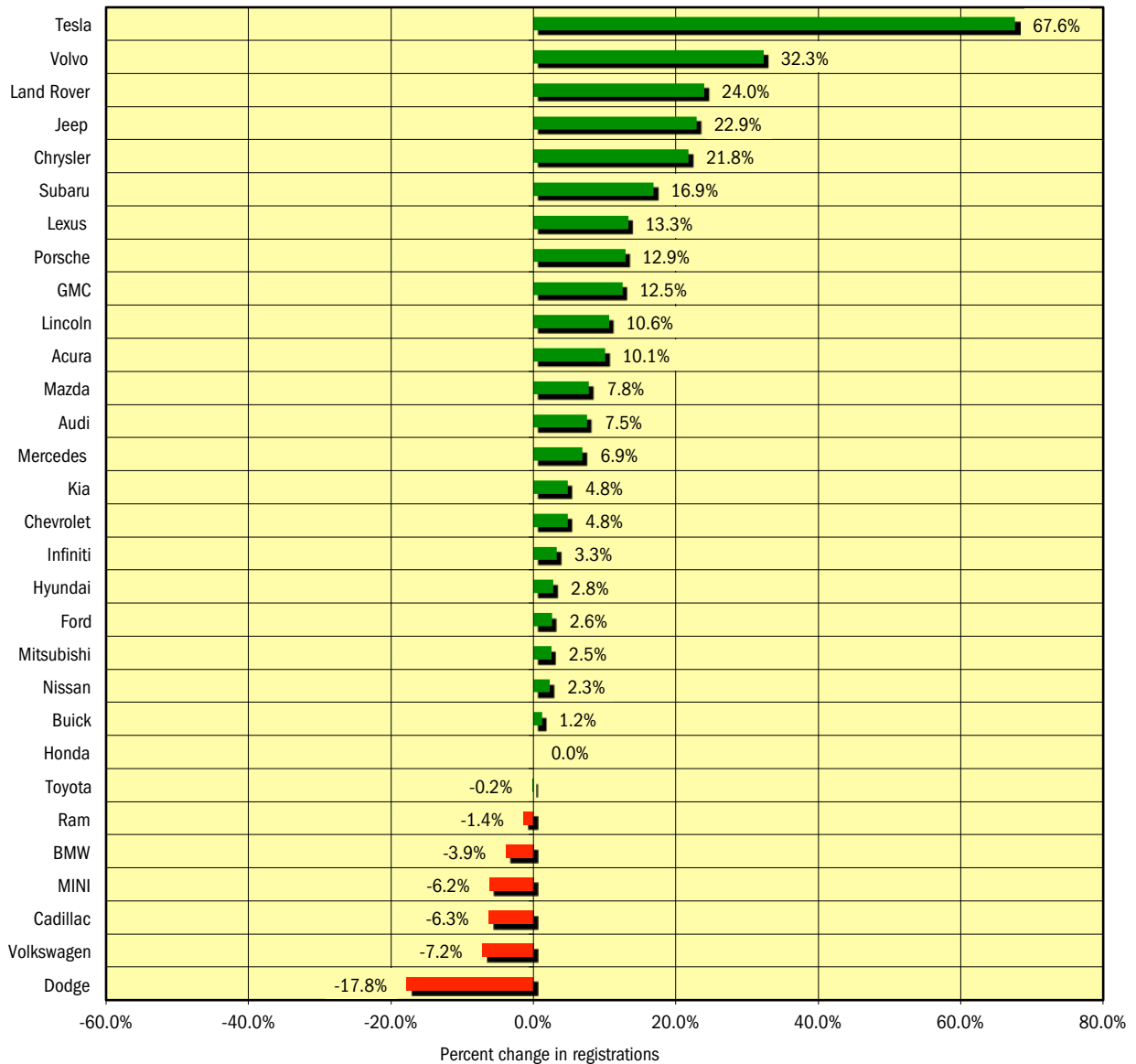
Source: IHS Automotive.

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



Data Source: IHS Automotive.

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



*Figures for October 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

Chicago Auto Outlook

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

Published by:
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