

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

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Quick Facts

The area market declined 2.5% during the first ten months of this year versus a year earlier. The U.S. market was off 1.1%.

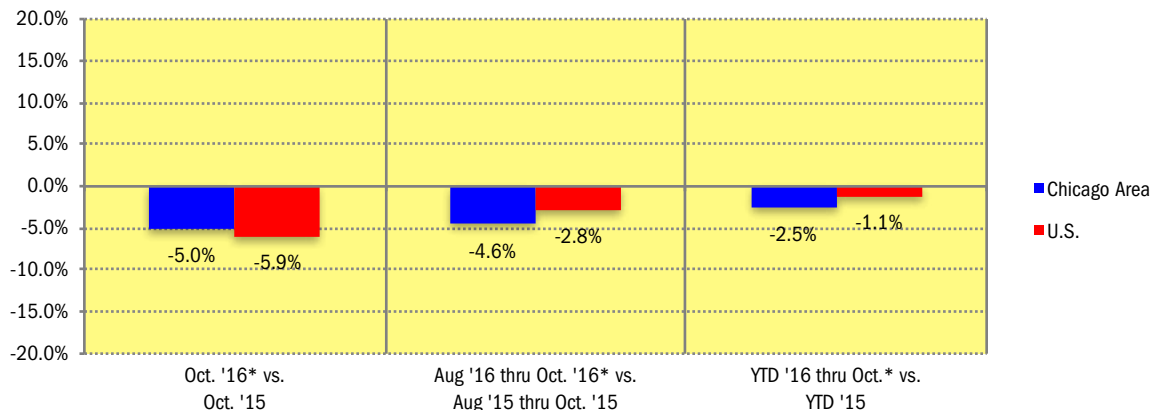
New retail vehicle registrations fell an estimated 5% in October '16 vs. year earlier.

Area used vehicle market improved in September, and was up 2.4% for the first nine months of this year (vehicles seven years old or newer).

Compact SUV market share increased by 0.9 points so far this year, while Standard Mid Size Car declined.

Volvo, Lincoln, Tesla, Infiniti, Ram, Subaru, and MINI 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 October 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					
	October Estimate*			YTD thru October*		
	2015	2016	Change	2015	2016	Change
Total	30,820	29,279	-5.0%	324,258	316,301	-2.5%
Cars	12,965	11,029	-14.9%	143,602	131,321	-8.6%
Light Trucks	17,855	18,250	2.2%	180,656	184,980	2.4%
Detroit Three Brands	12,212	11,457	-6.2%	129,444	126,696	-2.1%
European Brands	3,409	3,129	-8.2%	33,393	32,785	-1.8%
Japanese Brands	12,579	12,048	-4.2%	132,356	128,885	-2.6%
Korean Brands	2,620	2,645	1.0%	29,065	27,935	-3.9%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	September			YTD thru September		
	2015	2016	Change	2015	2016	Change
Total	30,067	30,990	3.1%	268,751	275,177	2.4%
Cars	17,338	17,210	-0.7%	155,194	156,616	0.9%
Light Trucks	12,729	13,780	8.3%	113,557	118,561	4.4%
Detroit Three Brands	13,437	14,318	6.6%	123,960	126,492	2.0%
European Brands	3,857	3,819	-1.0%	34,476	34,051	-1.2%
Japanese Brands	10,555	10,521	-0.3%	91,410	92,737	1.5%
Korean Brands	2,218	2,332	5.1%	18,905	21,897	15.8%

*Figures for October 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.

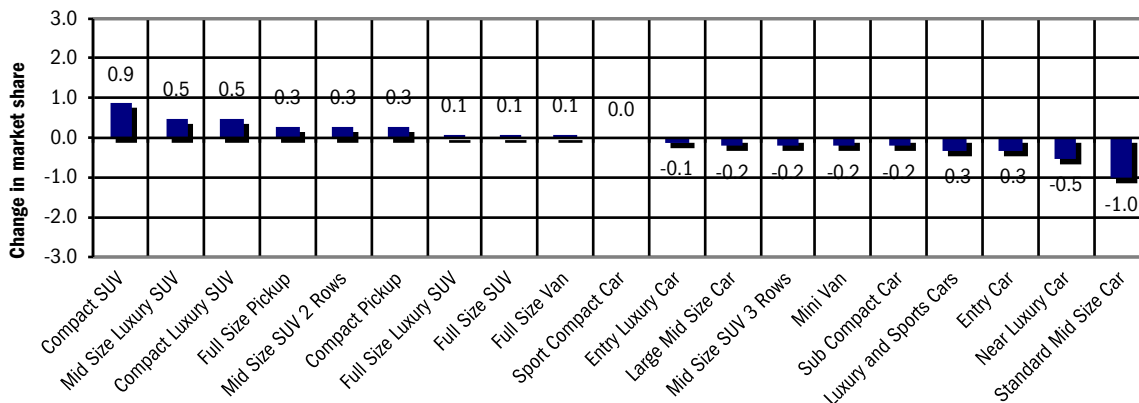
New Vehicle Market Brand Registrations

Chicago Area New Retail Car and Light Truck Registrations												
	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	30,820	29,279	-5.0%	103,051	98,320	-4.6%	324,258	316,301	-2.5%			
Acura	633	509	-19.6%	2,007	1,690	-15.8%	6,387	5,347	-16.3%	2.0	1.7	-0.3
Audi	513	516	0.6%	1,545	1,571	1.7%	4,955	5,038	1.7%	1.5	1.6	0.1
BMW	637	522	-18.1%	2,045	1,901	-7.0%	6,814	6,236	-8.5%	2.1	2.0	-0.1
Buick	620	669	7.9%	2,071	1,875	-9.5%	6,116	6,070	-0.8%	1.9	1.9	0.0
Cadillac	429	391	-8.9%	1,385	1,339	-3.3%	4,171	4,228	1.4%	1.3	1.3	0.0
Chevrolet	3,473	3,462	-0.3%	11,339	10,921	-3.7%	35,893	37,189	3.6%	11.1	11.8	0.7
Chrysler	372	207	-44.4%	1,363	1,121	-17.8%	5,085	3,876	-23.8%	1.6	1.2	-0.4
Dodge	853	716	-16.1%	2,665	2,267	-14.9%	9,361	8,215	-12.2%	2.9	2.6	-0.3
FIAT	48	36	-25.0%	221	132	-40.3%	654	505	-22.8%	0.2	0.2	0.0
Ford	2,782	2,441	-12.3%	10,193	9,532	-6.5%	31,844	30,533	-4.1%	9.8	9.7	-0.1
GMC	730	688	-5.8%	2,479	2,199	-11.3%	8,122	7,994	-1.6%	2.5	2.5	0.0
Honda	3,160	3,113	-1.5%	10,653	10,249	-3.8%	32,434	33,093	2.0%	10.0	10.5	0.5
Hyundai	1,575	1,617	2.7%	5,589	5,445	-2.6%	17,455	16,468	-5.7%	5.4	5.2	-0.2
Infiniti	333	337	1.2%	982	995	1.3%	2,998	3,230	7.7%	0.9	1.0	0.1
Jaguar	25	82	228.0%	97	265	173.2%	290	680	134.5%	0.1	0.2	0.1
Jeep	2,242	2,105	-6.1%	7,252	6,664	-8.1%	22,762	21,650	-4.9%	7.0	6.8	-0.2
Kia	1,045	1,028	-1.6%	3,782	3,376	-10.7%	11,610	11,441	-1.5%	3.6	3.6	0.0
Land Rover	226	175	-22.6%	595	603	1.3%	1,985	2,057	3.6%	0.6	0.7	0.1
Lexus	634	598	-5.7%	2,363	2,173	-8.0%	7,158	6,622	-7.5%	2.2	2.1	-0.1
Lincoln	231	248	7.4%	680	792	16.5%	2,016	2,510	24.5%	0.6	0.8	0.2
Mazda	666	598	-10.2%	2,345	2,091	-10.8%	7,110	6,732	-5.3%	2.2	2.1	-0.1
Mercedes	649	644	-0.8%	2,172	2,144	-1.3%	6,949	6,772	-2.5%	2.1	2.1	0.0
MINI	73	71	-2.7%	280	297	6.1%	1,015	1,075	5.9%	0.3	0.3	0.0
Mitsubishi	325	336	3.4%	1,055	903	-14.4%	3,096	2,886	-6.8%	1.0	0.9	-0.1
Nissan	2,442	2,393	-2.0%	8,038	8,187	1.9%	25,538	25,521	-0.1%	7.9	8.1	0.2
Other	61	73	19.7%	153	234	52.9%	501	512	2.2%	0.2	0.2	0.0
Porsche	120	134	11.7%	464	463	-0.2%	1,369	1,406	2.7%	0.4	0.4	0.0
Ram	395	442	11.9%	1,082	1,224	13.1%	3,305	3,555	7.6%	1.0	1.1	0.1
Subaru	1,181	1,236	4.7%	3,772	4,305	14.1%	11,655	12,532	7.5%	3.6	4.0	0.4
Tesla	84	88	4.8%	229	242	5.7%	759	872	14.9%	0.2	0.3	0.1
Toyota	3,204	2,928	-8.6%	11,158	10,414	-6.7%	35,967	32,902	-8.5%	11.1	10.4	-0.7
Volkswagen	866	710	-18.0%	2,494	2,165	-13.2%	7,388	6,680	-9.6%	2.3	2.1	-0.2
Volvo	193	166	-14.0%	503	541	7.6%	1,496	1,874	25.3%	0.5	0.6	0.1

*Figures for October 2016 were estimated by Auto Outlook Top ten are shaded green.

Source: IHS Markit

Change in Area Segment Market Share - YTD 2016 thru September vs. YTD 2015



Data Source: IHS Markit.

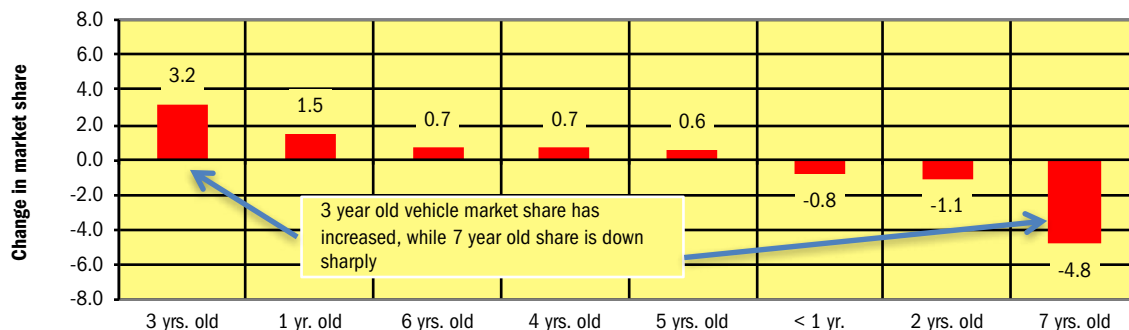
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	September			Three Month Period July '16 thru Sep. '16			YTD thru September			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	30,067	30,990	3.1%	95,736	97,237	1.6%	268,751	275,177	2.4%		
Acura	499	420	-15.8%	1,419	1,267	-10.7%	4,071	3,370	-17.2%	1.5	1.2	-0.3
Audi	555	594	7.0%	1,710	1,713	0.2%	4,619	4,782	3.5%	1.7	1.7	0.0
BMW	749	893	19.2%	2,573	2,688	4.5%	7,098	7,245	2.1%	2.6	2.6	0.0
Buick	606	575	-5.1%	1,876	1,803	-3.9%	5,546	5,144	-7.2%	2.1	1.9	-0.2
Cadillac	461	580	25.8%	1,473	1,732	17.6%	4,484	4,725	5.4%	1.7	1.7	0.0
Chevrolet	4,074	4,087	0.3%	13,032	12,826	-1.6%	39,072	37,381	-4.3%	14.5	13.6	-0.9
Chrysler	840	935	11.3%	2,739	2,760	0.8%	7,728	7,916	2.4%	2.9	2.9	0.0
Dodge	1,520	1,661	9.3%	5,014	5,127	2.3%	14,320	14,489	1.2%	5.3	5.3	0.0
FIAT	44	49	11.4%	149	185	24.2%	396	506	27.8%	0.1	0.2	0.1
Ford	3,420	3,788	10.8%	11,068	12,035	8.7%	30,375	34,196	12.6%	11.3	12.4	1.1
GMC	684	756	10.5%	2,180	2,370	8.7%	6,234	6,623	6.2%	2.3	2.4	0.1
Honda	1,944	2,005	3.1%	6,415	6,313	-1.6%	18,026	17,337	-3.8%	6.7	6.3	-0.4
Hyundai	1,459	1,545	5.9%	4,481	4,972	11.0%	12,204	14,293	17.1%	4.5	5.2	0.7
Infiniti	490	392	-20.0%	1,583	1,223	-22.7%	4,202	3,773	-10.2%	1.6	1.4	-0.2
Jaguar	55	57	3.6%	168	171	1.8%	495	506	2.2%	0.2	0.2	0.0
Jeep	1,136	1,480	30.3%	3,702	4,320	16.7%	9,987	12,009	20.2%	3.7	4.4	0.7
Kia	759	787	3.7%	2,466	2,566	4.1%	6,701	7,604	13.5%	2.5	2.8	0.3
Land Rover	165	142	-13.9%	525	440	-16.2%	1,410	1,277	-9.4%	0.5	0.5	0.0
Lexus	636	627	-1.4%	2,017	2,006	-0.5%	5,663	5,695	0.6%	2.1	2.1	0.0
Lincoln	303	294	-3.0%	959	900	-6.2%	2,659	2,589	-2.6%	1.0	0.9	-0.1
Mazda	474	428	-9.7%	1,541	1,377	-10.6%	4,270	3,921	-8.2%	1.6	1.4	-0.2
Mercedes	828	845	2.1%	2,581	2,665	3.3%	7,636	7,647	0.1%	2.8	2.8	0.0
MINI	104	129	24.0%	355	379	6.8%	956	1,025	7.2%	0.4	0.4	0.0
Mitsubishi	228	251	10.1%	809	767	-5.2%	2,237	2,041	-8.8%	0.8	0.7	-0.1
Nissan	2,779	2,902	4.4%	8,941	9,393	5.1%	24,759	26,478	6.9%	9.2	9.6	0.4
Other	446	205	-54.0%	1,386	656	-52.7%	4,096	1,873	-54.3%	1.5	0.7	-0.8
Porsche	121	125	3.3%	405	411	1.5%	1,128	1,181	4.7%	0.4	0.4	0.0
smart	21	26	23.8%	71	54	-23.9%	178	153	-14.0%	0.1	0.1	0.0
Subaru	410	467	13.9%	1,229	1,413	15.0%	3,337	3,735	11.9%	1.2	1.4	0.2
Suzuki	36	20	-44.4%	141	66	-53.2%	412	204	-50.5%	0.2	0.1	-0.1
Toyota	3,059	3,009	-1.6%	9,102	9,642	5.9%	24,414	26,175	7.2%	9.1	9.5	0.4
Volkswagen	1,004	802	-20.1%	3,162	2,634	-16.7%	8,793	8,239	-6.3%	3.3	3.0	-0.3
Volvo	158	114	-27.8%	464	363	-21.8%	1,245	1,045	-16.1%	0.5	0.4	-0.1

Top ten are shaded green.

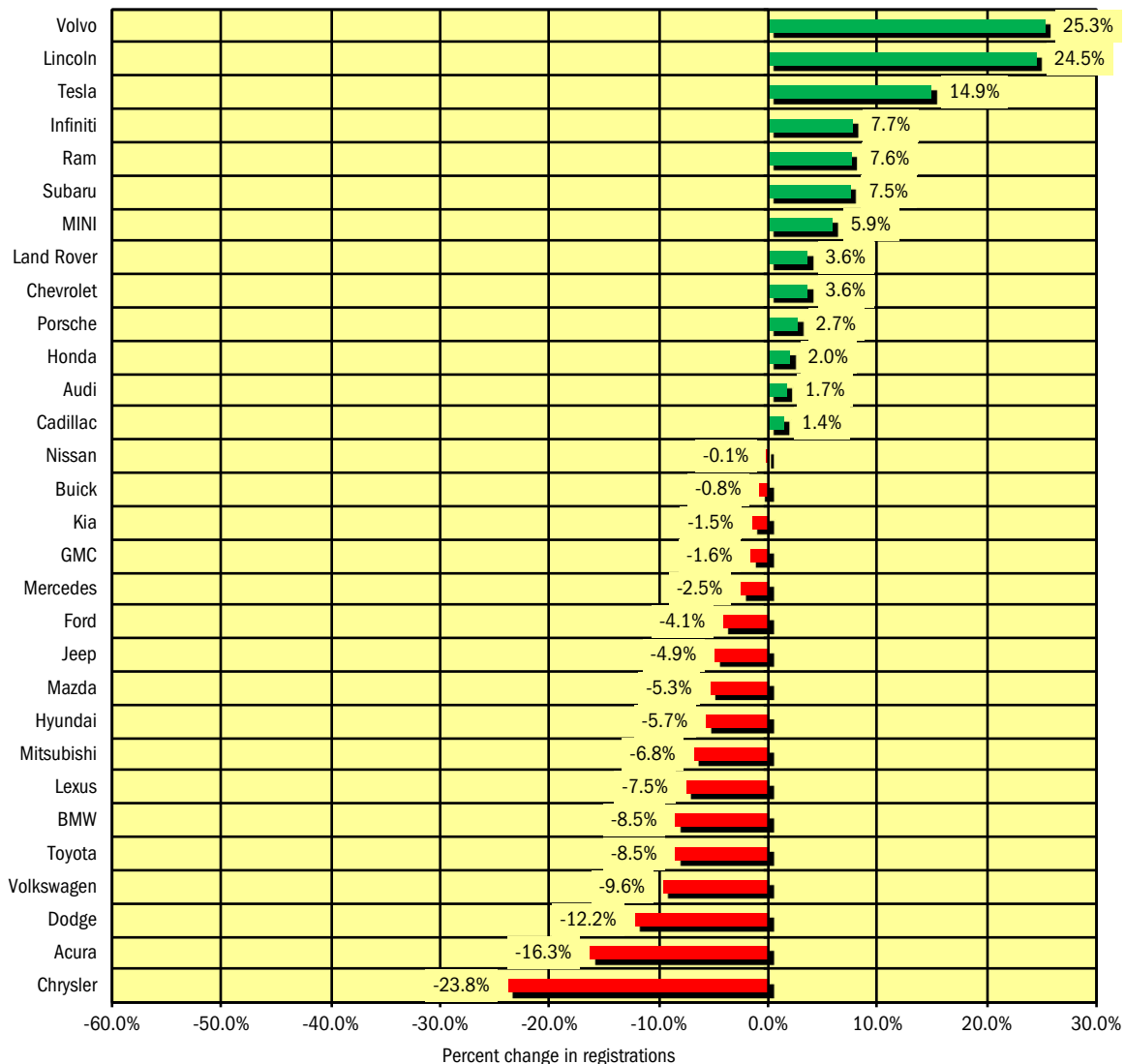
Source: IHS Markit.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2016 thru September vs. YTD 2015



Data Source: IHS Markit.

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



*Figures for October 2016 were estimated by Auto Outlook.

Data Source: IHS Markit.

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