

# Chicago Auto Outlook™



Analysis brought to you by: Chicago Automobile Trade Association

## FORECAST

### CARS Program Gives Market a Boost; Slow Recovery Heading into 2010

Market likely to improve in Fourth Quarter of '09 vs. '08; Projected 10.8% INCREASE in 2010

It's been nearly two years since the recession began, setting off the precipitous downturn in the Chicago Area new retail light vehicle market. During that time, uncertainty and confusion have reigned supreme. Highlighted on this page is a series of basic questions and concise answers that pinpoint key trends in the area market.

#### How has the area new vehicle market held up during the recession?

It could be worse. U.S. new vehicle sales declined 18% in 2008 (the first year of the recession) while the area market fell 10.7%. Through the first nine months of this year, U.S. sales were off 26.1% compared to 28.3% in the area.

#### Was the CARS program the only reason for the downturn in sales early this Fall?

Short answer: No. CARS contributed to the weak market early this Fall, but was by no means the sole cause. The unqualified success

of the program in boosting sales, and the resulting depletion of vehicle inventories contributed to the drop off, but for the most part, sales simply returned to pre-CARS levels.

#### Where will the market go in 2010?

It's headed up! As we have emphasized for quite some time (see page 5) key market determinants are almost universally pointing to a sustained, albeit gradual, improvement. Auto Outlook predicts that area new retail light vehicle registrations will increase 10.8% next year.

#### What happened to light truck market share this year?

It has increased from 42.8% during the first nine months of last year to 45% this year. Lower gas prices have clearly contributed to the increase in light truck market share.

#### Which brands have gained ground in the area market during the sales downturn?

Hyundai and Ford (see page 9).

## Market Trends

### CARs program helps stabilize market

New retail light vehicle registrations decreased 9.8% in Third Quarter versus a year earlier.

### Consumer affordability continues to be strong

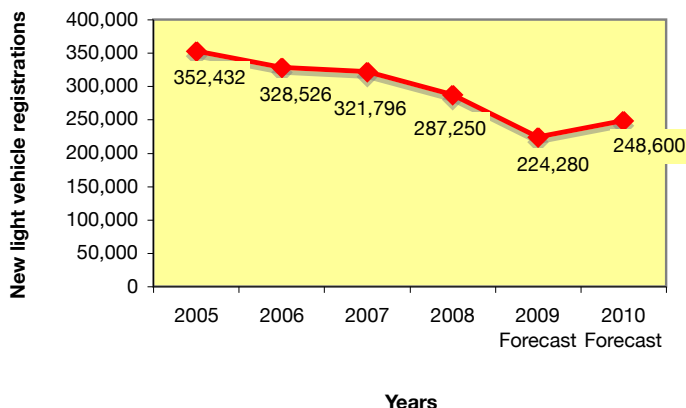
A key indicator of new vehicle affordability sends a positive signal.

### Mid Size Crossover segment fastest growing

Mid Size crossover segment market share increased 3.2 points during the first nine months of '09 vs. '08.

## Annual Trend in Area New Vehicle Market

Area New Retail Light Vehicle Registrations-2005 thru 2010



The graph above shows annual new retail light vehicle registrations in the area from 2005 thru 2008, and Auto Outlook's projections for all of this year and 2010.

## Market Summary

New Retail Light Vehicle Registrations 2008 History and 2009 Forecast

	2008	Forecast 2009	% Chg. '08 to '09	Mkt. Share 2009
TOTAL	287,250	224,280	-21.9%	0.0%
Car	162,166	121,111	-25.3%	54.0%
Light Truck	125,084	103,169	-17.5%	46.0%
Traditional Domestic	108,159	79,711	-26.3%	35.5%
Japanese	134,261	104,510	-22.2%	46.6%
European	30,325	24,393	-19.6%	10.9%
Korean	14,505	15,666	8.0%	7.0%

Traditional Domestic consists of vehicles sold by GM, Ford and Chrysler, and excludes import nameplates.

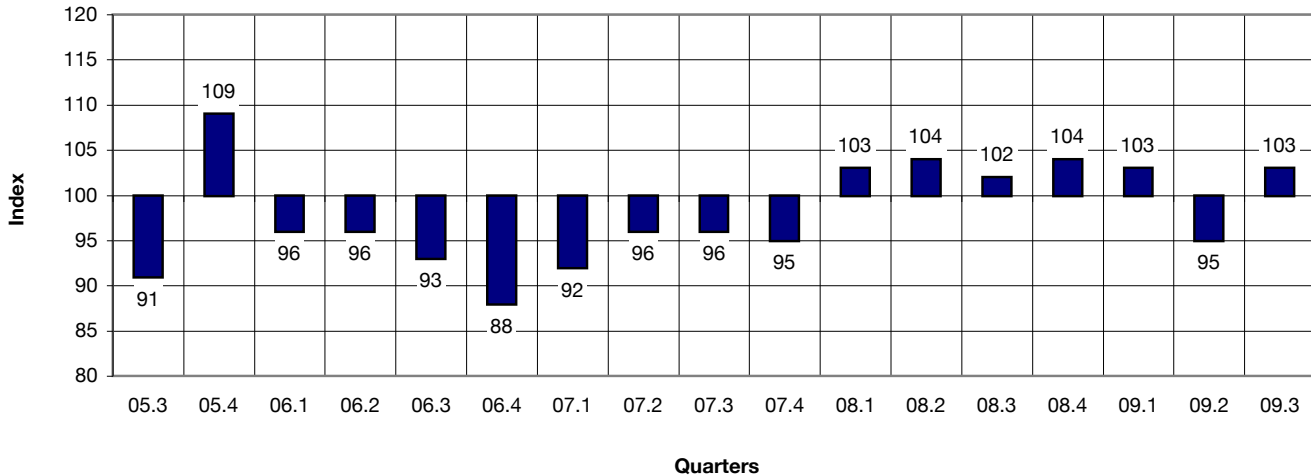
Source for historical data: AutoCount, an Experian Company.

## QUARTERLY INDUSTRY RESULTS AND FORECASTS

# 5.6% Increase Predicted in Fourth Quarter of 2009 vs. Year Earlier

Quarterly market performance index rises above 100 in Third Quarter of 2009

**Chicago Area Quarterly Market Performance Index**



The graph above shows the Chicago Area Quarterly Market Performance Index. The Index tracks the performance of the area's new retail light vehicle market relative to the U.S. market. When the Index is above 100, the area market had a better quarter than the U.S. But when the Index is below 100, the Chicago Area market was weaker.

Summary Table	07.1	07.2	07.3	07.4	08.1	08.2	08.3	08.4	09.1	09.2	09.3	09.4
Actual registrations	70,539	85,476	89,974	75,807	72,823	81,976	78,378	54,073	44,882	51,586	70,712	57,100
% change from year earlier	-6.0%	-3.7%	-2.5%	4.8%	3.2%	-4.1%	-12.9%	-28.7%	-38.4%	-37.1%	-9.8%	5.6%

Thanks in large part to the CARS program, new retail light vehicle registrations in the area decreased a relatively slim 9.8% in the Third Quarter of this year versus a year earlier. The Quarterly Market Performance Index was 103, an indicator that the stimulative impact of the program was somewhat higher in the area than it was in the Nation.

## Chicago Auto Outlook

### Covering Third Quarter, 2009

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Experian Automotive is the data provider for Auto Outlook.

#### Explanation of Data

Data presented in Auto Outlook measures new vehicle registrations in the Chicago Area. Monthly recording of registrations occurs when vehicle title information is processed.

<b>Chicago Area Retail Car and Light Truck Registrations - History and Forecast</b>										
	Registrations					Market Share				
	Units			Percent Change		Share (%)			Change	
	2007	2008	2009	'07 to '08	Forecast '08 to '09	2007	2008	Forecast 2009	'07 to '08	Forecast '08 to '09
TOTAL	321,796	287,250	224,280	-10.7%	-21.9%					
Domestic Brands	131,427	108,159	79,711	-17.7%	-26.3%	40.8	37.7	35.5	-3.1	-2.2
Japanese Brands	142,213	134,261	104,510	-5.6%	-22.2%	44.2	46.7	46.6	2.5	-0.1
European Brands	31,595	30,325	24,393	-4.0%	-19.6%	9.8	10.6	10.9	0.8	0.3
Korean Brands	16,561	14,505	15,666	-12.4%	8.0%	5.1	5.0	7.0	-0.1	2.0
Acura	7,230	6,362	4,674	-12.0%	-26.5%	2.2	2.2	2.1	0.0	-0.1
Audi	2,870	2,887	2,832	0.6%	-1.9%	0.9	1.0	1.3	0.1	0.3
BMW	7,437	7,067	5,232	-5.0%	-26.0%	2.3	2.5	2.3	0.2	-0.2
Buick	4,872	3,982	3,065	-18.3%	-23.0%	1.5	1.4	1.4	-0.1	0.0
Cadillac	5,135	4,979	3,286	-3.0%	-34.0%	1.6	1.7	1.5	0.1	-0.2
Chevrolet	36,437	31,915	23,032	-12.4%	-27.8%	11.3	11.1	10.3	-0.2	-0.8
Chrysler	7,895	5,514	3,121	-30.2%	-43.4%	2.5	1.9	1.4	-0.6	-0.5
Dodge	12,894	9,257	6,814	-28.2%	-26.4%	4.0	3.2	3.0	-0.8	-0.2
Ford	27,744	24,792	21,866	-10.6%	-11.8%	8.6	8.6	9.7	0.0	1.1
GMC	6,748	5,320	3,687	-21.2%	-30.7%	2.1	1.9	1.6	-0.2	-0.3
Honda	38,491	37,643	30,223	-2.2%	-19.7%	12.0	13.1	13.5	1.1	0.4
Hummer	802	429	143	-46.5%	-66.7%	0.2	0.1	0.1	-0.1	0.0
Hyundai	12,661	11,375	11,922	-10.2%	4.8%	3.9	4.0	5.3	0.1	1.3
Infiniti	3,538	3,044	2,174	-14.0%	-28.6%	1.1	1.1	1.0	0.0	-0.1
Isuzu	101	70	21	-30.7%	-70.0%	0.0	0.0	0.0	0.0	0.0
Jaguar	491	539	367	9.8%	-31.9%	0.2	0.2	0.2	0.0	0.0
Jeep	8,231	6,876	5,348	-16.5%	-22.2%	2.6	2.4	2.4	-0.2	0.0
Kia	3,900	3,130	3,744	-19.7%	19.6%	1.2	1.1	1.7	-0.1	0.6
Land Rover	1,603	1,132	1,036	-29.4%	-8.5%	0.5	0.4	0.5	-0.1	0.1
Lexus	10,782	8,493	6,272	-21.2%	-26.2%	3.4	3.0	2.8	-0.4	-0.2
Lincoln	2,438	1,939	1,659	-20.5%	-14.4%	0.8	0.7	0.7	-0.1	0.0
Mazda	5,674	5,519	4,418	-2.7%	-19.9%	1.8	1.9	2.0	0.1	0.1
Mercedes	5,723	5,363	3,926	-6.3%	-26.8%	1.8	1.9	1.8	0.1	-0.1
Mercury	3,051	2,219	1,767	-27.3%	-20.4%	0.9	0.8	0.8	-0.1	0.0
MINI	1,177	1,488	1,318	26.4%	-11.4%	0.4	0.5	0.6	0.1	0.1
Mitsubishi	3,107	2,917	2,193	-6.1%	-24.8%	1.0	1.0	1.0	0.0	0.0
Nissan	21,587	22,053	16,782	2.2%	-23.9%	6.7	7.7	7.5	1.0	-0.2
Pontiac	8,901	6,050	3,668	-32.0%	-39.4%	2.8	2.1	1.6	-0.7	-0.5
Porsche	851	627	502	-26.3%	-19.9%	0.3	0.2	0.2	-0.1	0.0
Saab	767	616	294	-19.7%	-52.3%	0.2	0.2	0.1	0.0	-0.1
Saturn	6,279	4,887	2,255	-22.2%	-53.9%	2.0	1.7	1.0	-0.3	-0.7
smart	0	414	324	--	-21.7%	0.0	0.1	0.1	0.1	0.0
Subaru	2,661	3,168	3,633	19.1%	14.7%	0.8	1.1	1.6	0.3	0.5
Suzuki	1,663	1,402	794	-15.7%	-43.4%	0.5	0.5	0.4	0.0	-0.1
Toyota/Scion	47,379	43,590	33,326	-8.0%	-23.5%	14.7	15.2	14.9	0.5	-0.3
Volkswagen	7,446	7,492	6,838	0.6%	-8.7%	2.3	2.6	3.0	0.3	0.4
Volvo	2,595	1,943	1,474	-25.1%	-24.1%	0.8	0.7	0.7	-0.1	0.0
Others	635	757	250	19.2%	-67.0%	0.2	0.3	0.1	0.1	-0.2

Historical Data Source: AutoCount, an Experian Company

The table above presents Auto Outlook's forecast for new retail light vehicle registrations in the Chicago Area. Projections are based on a detailed analysis of competitive dynamics in the new vehicle market, including consumer tastes, new vehicle product plans, and manufacturers' sales targets. As with any forecast, please keep in mind that the projections are subject to uncertainty.

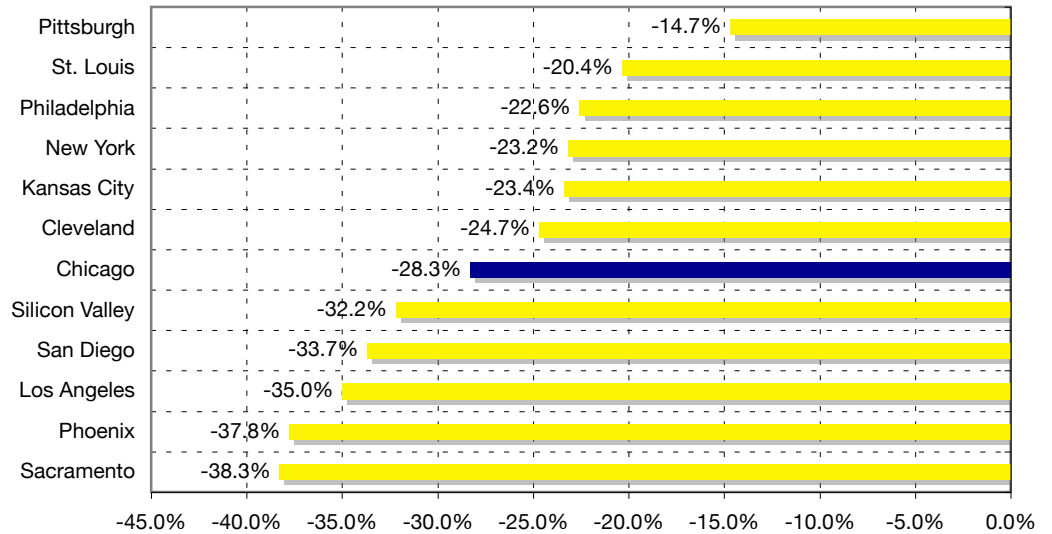
AREA MARKETS COMPARISON

# Chicago Area Market Impacted by Recession

Area market ranks 7th out of 12 based on change in registrations during first nine months of 2009

Obviously, there are no major new vehicle markets that have experienced significant growth this year. However, as shown on the graph to the right, some have fared better than others. The graph shows the percent change in new retail light vehicle registrations during the first nine months of 2009 versus the same period a year earlier for 12 selected metro area markets. The smallest decline was in the Pittsburgh Area, where new retail registrations were off 14.7%. The largest decline was in Sacramento, down 38.3%.

**Percent Change in New Retail Light Vehicle Registrations for Selected Markets YTD 2009 thru September vs. YTD 2008**



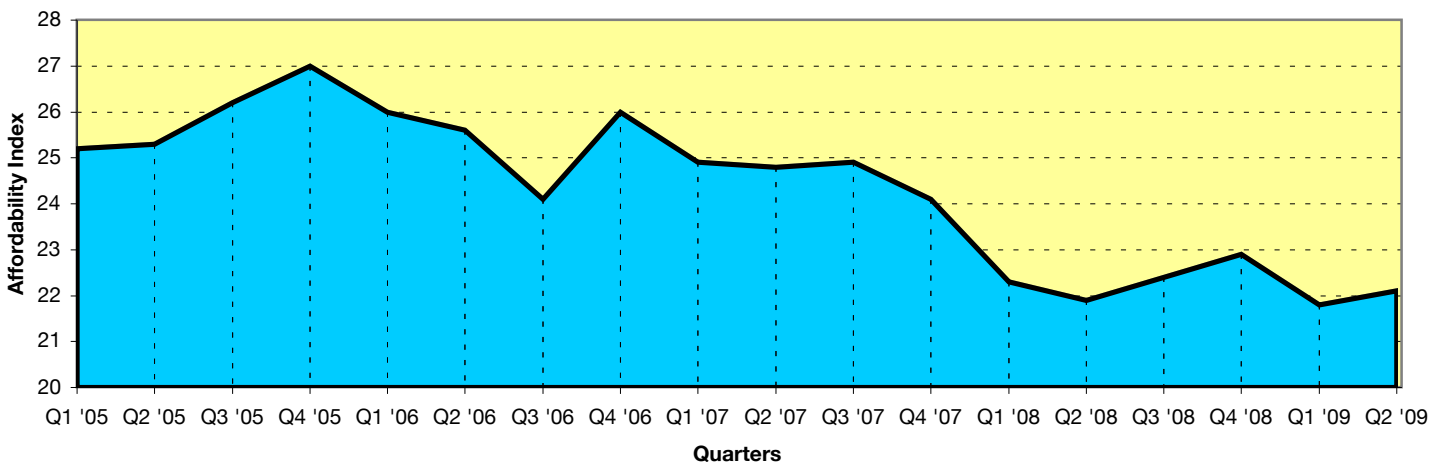
ECONOMIC UPDATE

# Consumer Affordability Remains Strong; Positive Sign for Area Market

Purchase of average priced new vehicle took 22.1 weeks of median family income in Second Quarter

Very low financing costs and respectable income levels helped keep the cost of a new vehicle at very affordable levels during the Second Quarter of this year. And although official results are not yet available, it is likely that affordability improved in the Third Quarter. The graph below shows Comerica Bank's Auto Affordability Index for the U.S. market, which tracks the number of weeks of median family income needed to purchase a new vehicle. The Index moved higher in the Second Quarter, indicating that the number of weeks of income needed to purchase a new vehicle increased slightly, but the Index is still at near-record low levels. Strong affordability, combined with an improving economy and consumer confidence, bodes well for a recovery in sales. Source: Comerica Bank.

**Comerica Bank U.S. Auto Affordability Index (weeks of family income needed to purchase a new vehicle)**



LONG TERM TRENDS

# Current Low Sales Levels Pave the Way for Eventual Rebound

## U.S. market could reach 17 million units again within the next five years

The graph below has appeared several times in Auto Outlook over the past year or so, and for good reason. It provides a highly illustrative picture of the long term picture of new vehicle sales. Given the free fall in sales during the past two years, the picture is definitely not a pretty one. But it does provide a powerful reminder of the cyclical nature of the new vehicle market.

The graph shows U.S. new vehicle sales between 1970 and 2010. (The 2009 and 2010 figures are projected.) Two lines are plotted on the graph. The first is actual (or projected) sales. The second is the overall trend that “fits” a line to the actual plotted sales. The trend line shows the overall direction of the market.

As the graph clearly shows, over time it’s inevitable that sales will move lower, as they did from 1973 to 1975, 1978 to 1982, 1986 to 1991, and 2005 to 2009.

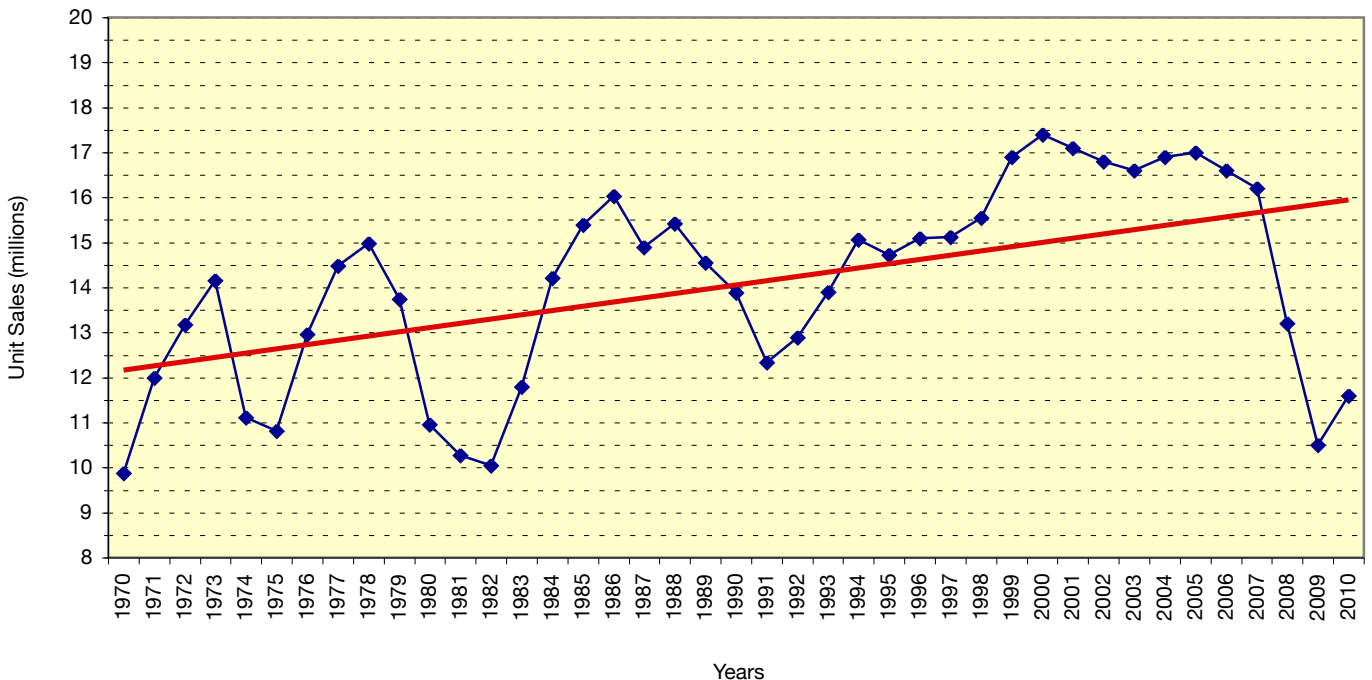
But it’s also inevitable that sales will move upward, something important to remember during an economic recession, when it’s easy to believe that bad times are here to stay. As shown below, the market enjoyed strong upward moves from 1970 to 1973, 1975 to 1978, 1982 to 1986, and 1991 thru 2000. And there’s no reason to believe that it will be any different this time around.

In addition, the trend line conveys a great deal about the likely future course of the market. When sales significantly exceed trend, it’s a strong signal that the market is poised for a downturn. Conversely, when sales fall below trend, it’s a signal that a recovery is likely around the corner. And as clearly shown on the graph, the extent that the market has fallen below trend this time around is unprecedented. Simply put, we believe that the 2009 annual U.S. sales level of about 10.5 million units is unsustainably low.

The shape of the trend line is a critical component in predicting how high sales will go during the recovery. If the trend line continues in its current direction for the next five to 10 years, then annual sales levels of 18 to even 20 million units are not out of the question. If it flattens (which is unlikely since the trend line is largely a function of growing population), sales would still need to rise above 16 million units to make up for the trend deficits accumulated during the current slump.

Bottom line: A fast, abrupt return to lofty sales totals recorded earlier this decade is highly unlikely. New vehicle shoppers are facing too many economic and financial headwinds (i.e., excessive debt and high unemployment) to push sales up aggressively. However, almost all signals point to a sustained new vehicle market recovery, with an eventual return to record-high sales totals.

**U.S. New Light Vehicle Sales - 1970 thru 2008 Actual, 2009 and 2010 Projections**



The graph shows actual new vehicle sales from 1970 thru 2008, and projections for 2009 and 2010. The overall trend represents the trend line of actual sales. Source: CNW Research.

MODEL SCOREBOARD - CARS

# Toyota Camry is Best Selling Car in Area Market

## Civic best selling small car; BMW 3-Series top luxury model

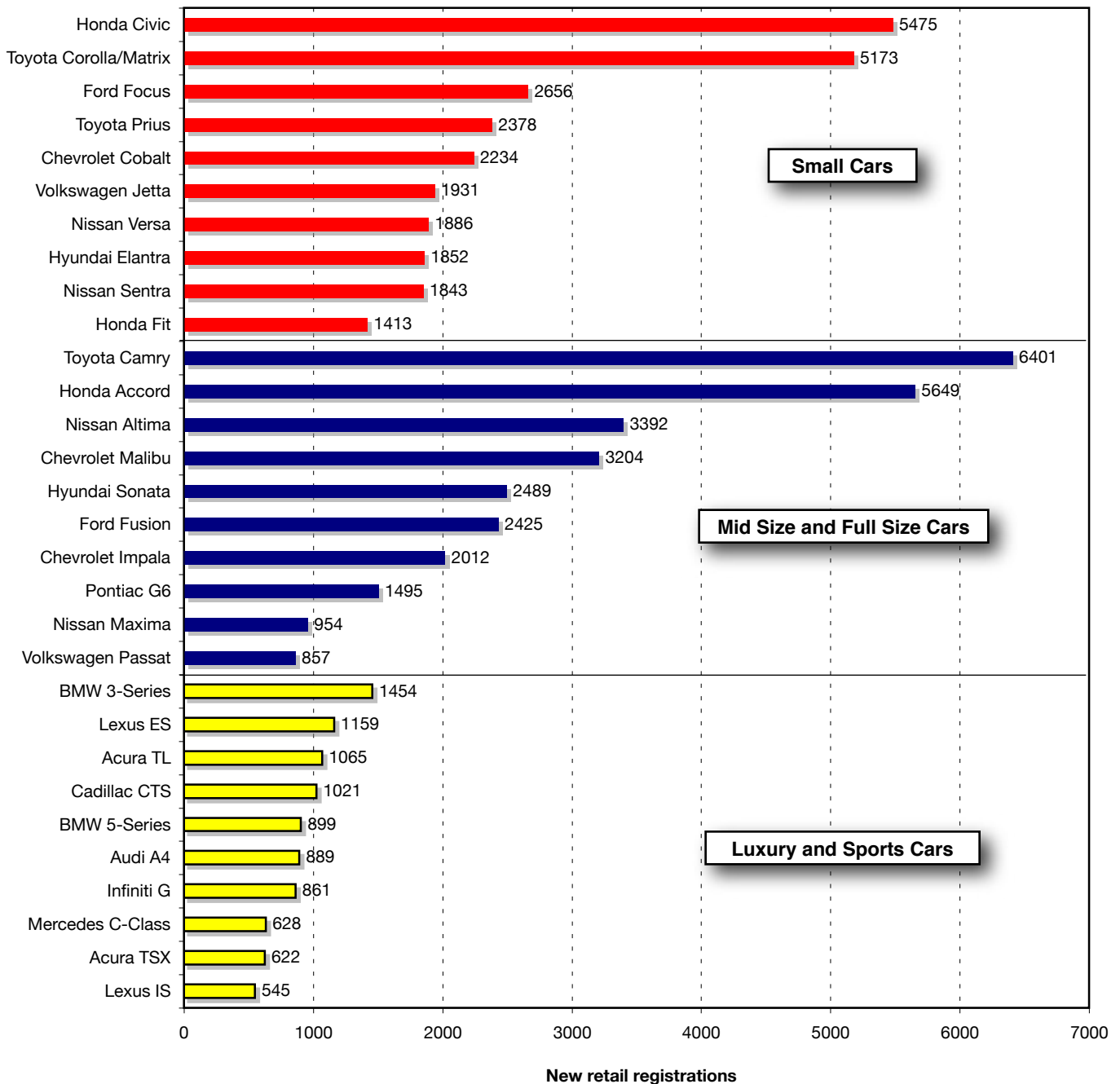
The graph below shows the top 30 selling new cars in the Chicago Area during the first nine months of this year. Models are positioned on the graph based on primary market segment (Small Cars, Mid Size and Full Size Cars, and Luxury and

Sports Cars) and then by registrations within each segment.

The overall best-seller in the area during the first nine months of this year was the Toyota Camry, followed by Honda Ac-

cord. Honda Civic was the sales leader among Small Cars, followed by Toyota Corolla. The BMW 3-Series and Lexus ES ranked first and second, respectively, among luxury cars

**Top Selling Models in Chicago Area New Retail Car Market-YTD 2009 thru September**



**MODEL SCOREBOARD - LIGHT TRUCKS**

# Honda CRV Leads Among Light Trucks

## Lexus RX best-selling luxury truck; F-Series Pickup leader

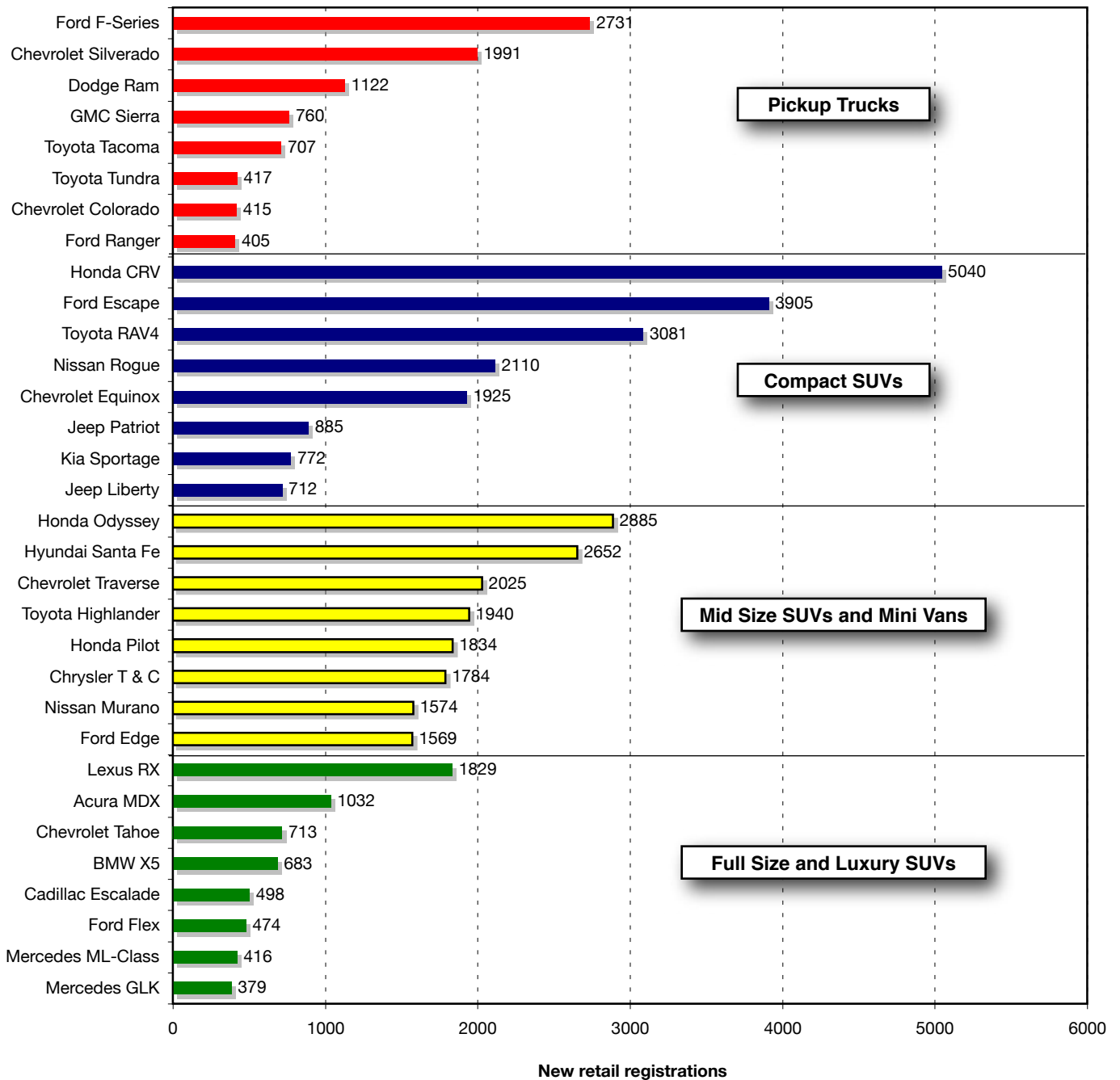
The graph below shows the top 30 selling new light trucks in the Chicago Area during the first nine months of this year. Models are positioned on the graph based on primary market segment (Pickup Trucks, Compact SUVs, Mid Size

SUVs and Mini Vans, and Full Size and Luxury SUVs) and by registrations within each segment.

The overall best-seller in the area during the first nine months of this year was

Honda CRV, followed by Ford Escape. Honda Odyssey was the sales leader among Mid Size SUVs and Mini Vans, followed by Hyundai Santa Fe. Lexus RX was the luxury leader, followed by Acura MDX.

**Top Selling Models in Chicago Area New Retail Light Truck Market-YTD 2009 thru September**



SEGMENT WATCH

# Sub Compact Car Segment Loses the Most Market Share

## Hybrid vehicle market share moves higher

The graphs below answer a fundamental question: What types of vehicles are Chicago Area new vehicle shoppers finding increasingly desirable? The first graph shows the change in market share for 18 segments during the first nine months of this year versus the same period a year earlier. The second graph shows hybrid

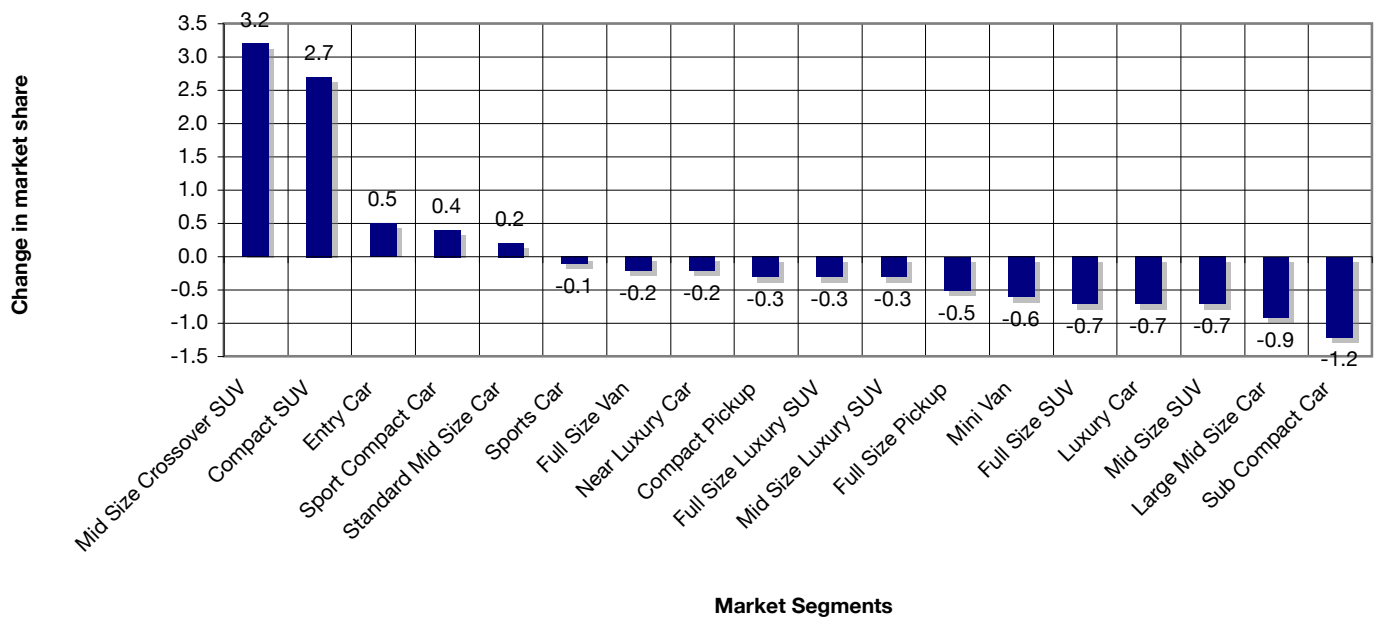
vehicle share of the overall market during the first nine months of 2005 thru 2009.

So, what's the answer to the question of what types of vehicles area shoppers are gravitating towards? Mid Size Crossover SUVs (i.e., Toyota Highlander) and Compact SUVs (i.e., Honda CRV). Market share for both segments has increased

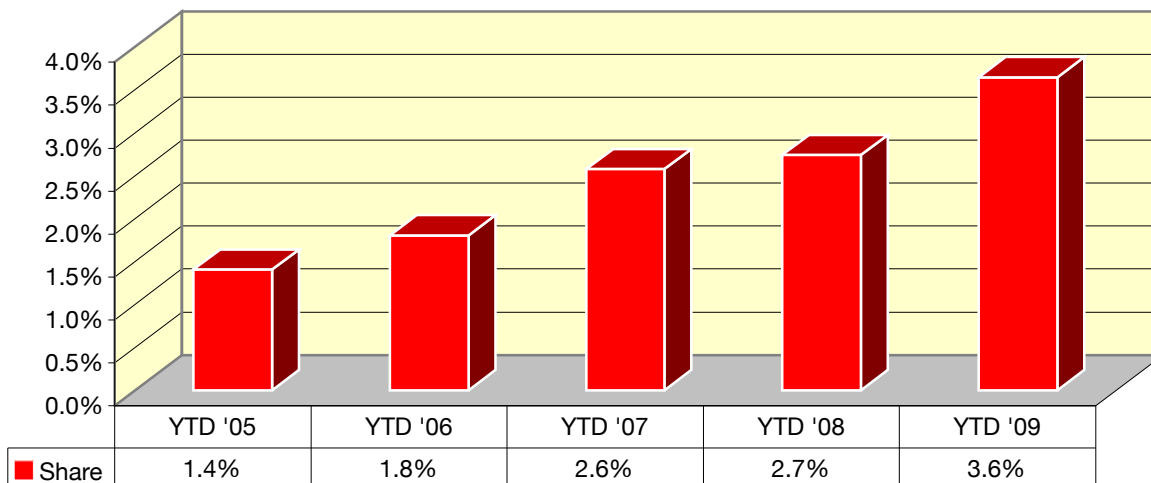
by more than two share points so far this year.

The CARS program gave a boost to hybrid vehicle sales in the area during the Third Quarter. Year-to-date hybrid market share was 3.6% during the first nine months of this year, up from 2.7% a year earlier.

**Change in Chicago Area Segment Market Share - YTD 2009 thru September vs. Year Earlier**



**Hybrid Vehicle Share of Chicago Area New Retail Market - YTD thru September, 2005 thru 2009**



**BRAND SCOREBOARD**

# Hyundai and Ford Record Big Share Gains in Area Market

## Chevrolet, Toyota, and Nissan market share declines

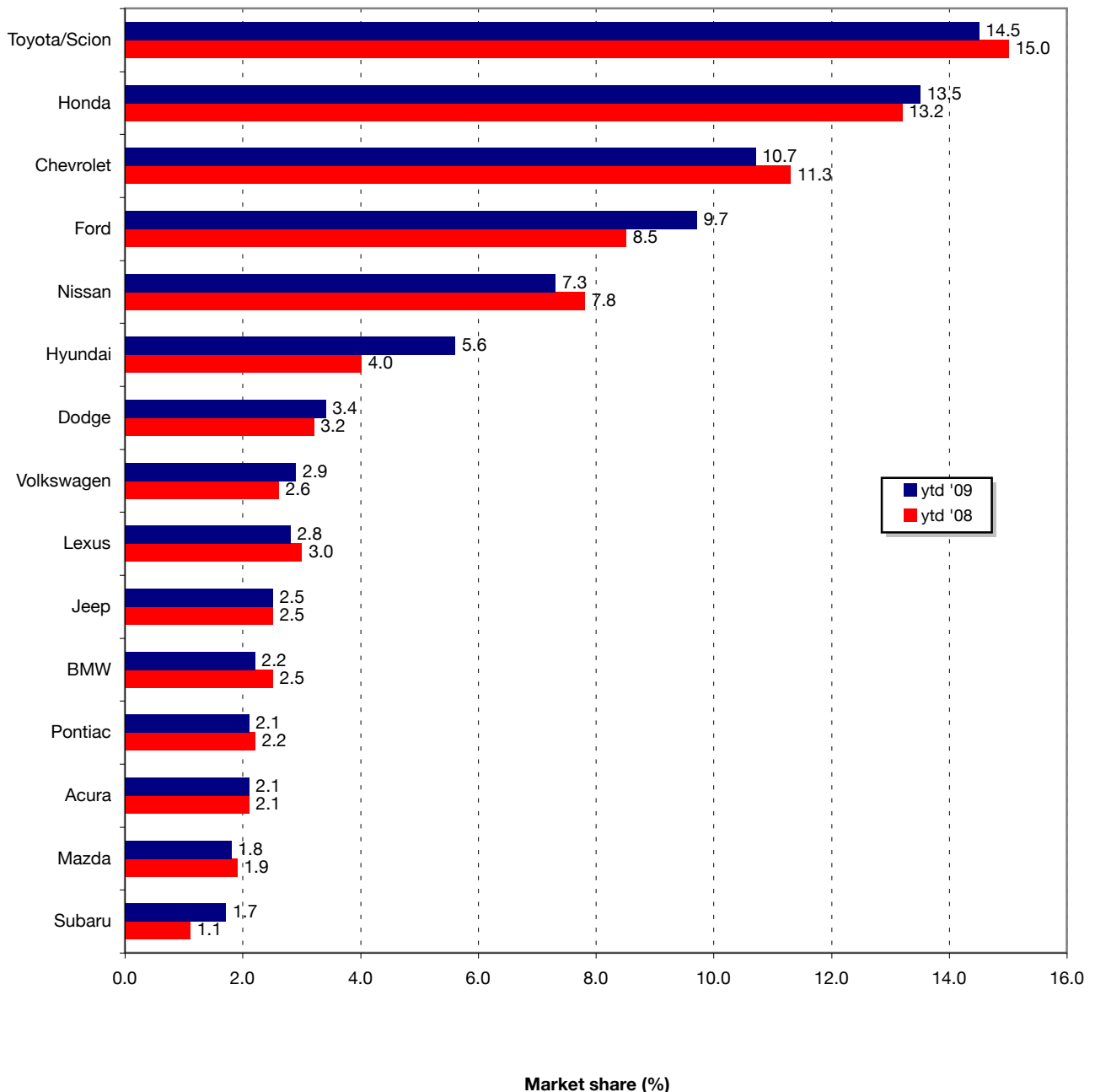
With the Chicago Area new vehicle market declining 28.3% so far this year, there were very few brands that managed to post increased sales. During periods of sharply declining industry sales, changes in market share provide a

more accurate picture of brand sales performance. The graph below shows the change in area new retail light vehicle market share during the first nine months of 2008 and 2009 for the top 15 selling

brands. Brands are ranked from top to bottom based on market share this year.

Source: AutoCount data from Experian Automotive.

**Chicago Area New Retail Light Vehicle Market Share for Top 15 Selling Brands  
YTD 2008 and 2009, thru September**



ECONOMIC UPDATE

# Area Unemployment Rate Hits 11% in June of This Year

## High unemployment rate exerting a major drag on new vehicle market

The graph below shows the unemployment rate in the Chicago Area between January of 2008 and August of this year. With the financial market crisis and economic recession, the picture is clearly not a pretty one. The area's unemployment rate was a respectable 5.4% in April of 2008, but increased to 11% in June of this year, before declining slightly in July and August.

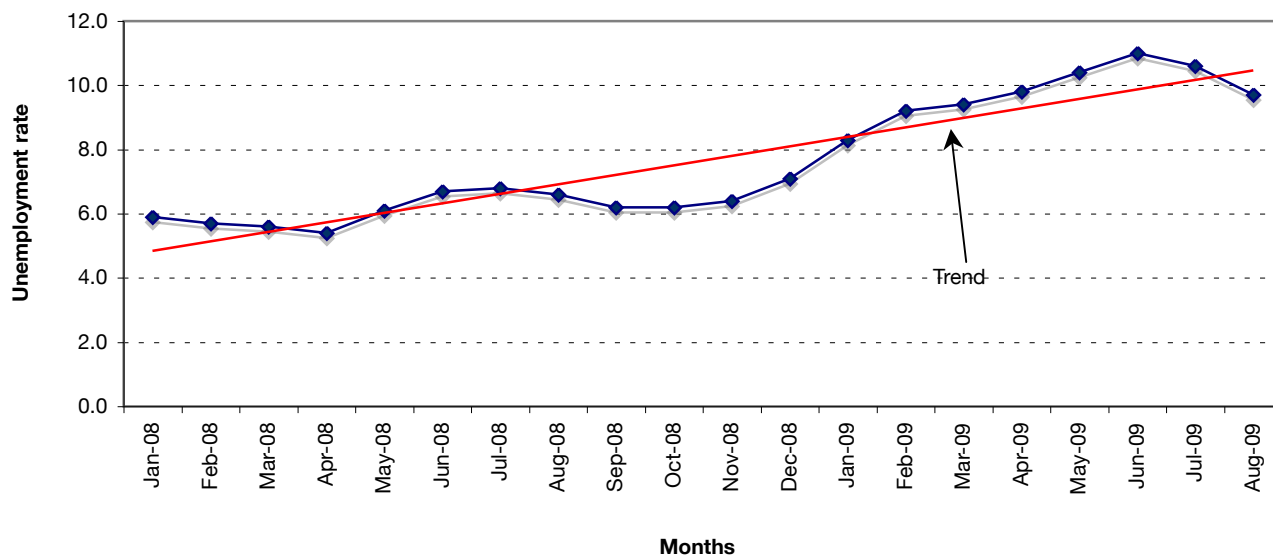
The trend line is headed sharply in the wrong direction.

A turnaround in unemployment will go a long way to fueling a recovery in new vehicle sales. Consumers are generally reluctant to make a major purchase, such as a new vehicle, when they are concerned about their employment status.

And the prospects of a double digit percentage unemployment rate clearly feeds this uneasiness. Most economists do not expect meaningful improvement in the employment market until mid-2010 at the earliest, so don't look for a sharp increase in new vehicle sales anytime soon.

Source: Bureau of Labor Statistics.

**Chicago Area Unemployment Rate - January 2008 thru August 2009**



CHICAGO AREA TOP TEN SCOREBOARD

# Toyota Takes First Place Lead in Third Quarter

## Hyundai solidifies sixth place

SECOND QUARTER, 2009			THIRD QUARTER, 2009			change in mkt. share
Rank	Make	Market Share	Rank	Make	Market Share	
1	Honda	14.7%	1	Toyota/Scion	15.5%	1.4%
2	Toyota/Scion	14.1%	2	Honda	14.1%	-0.6%
3	Chevrolet	10.1%	3	Chevrolet	11.2%	1.1%
4	Ford	9.4%	4	Ford	10.5%	1.1%
5	Nissan	7.0%	5	Nissan	8.1%	1.1%
6	Hyundai	5.0%	6	Hyundai	6.2%	1.2%
7	Dodge	3.7%	7	Dodge	2.9%	-0.8%
8	Volkswagen	3.1%	8	Volkswagen	2.6%	-0.5%
9	Lexus	2.7%	9	Lexus	2.5%	-0.2%
10	Jeep	2.6%	10	Pontiac	2.4%	0.7%

The table to the left shows the top ten selling brands in the Chicago Area new retail light vehicle market during the Second and Third Quarters of this year. Availability of vehicles eligible for the CARS program was a primary determinant of brands that moved up or down in the standings.

Data: AutoCount data from Experian Automotive.

**COUNTY SCOREBOARD**

**All Eight County Markets Decline During First Nine Months of 2009**

**Lake County, IN posts smallest decline, down 22.1%**

The tables on this page provide a thorough summary of each of the Chicago Area's eight county new retail light vehicle markets. The unique county-level information provides a valuable perspective

on local market performance, and a barometer to evaluate the performance of your dealership. Part 1 below shows registration data and light truck market share during the first nine months of

2008 and 2009. Part 2 presents data for Domestic brands, and the top 10 selling car and light truck brands in the Chicago Area. The top ranked county in each category is shaded.

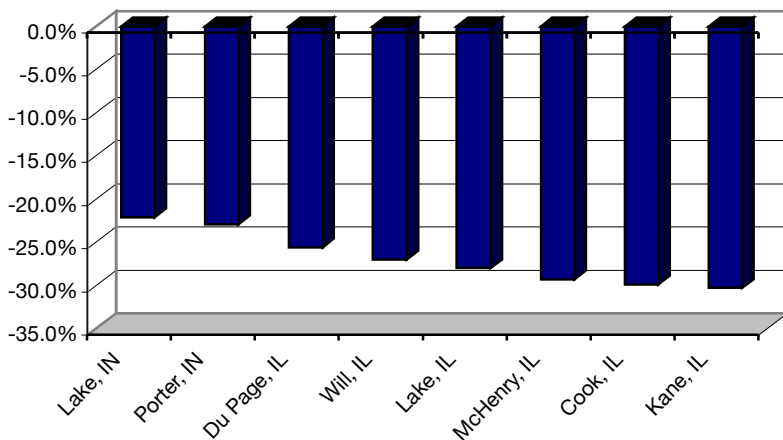
**COUNTY BY COUNTY - PART 1**

	Registrations (YTD thru September)		Percent Change	Unit Change	Light Truck Market Share (%)		
	2008	2009	YTD '09 vs. YTD '08	YTD '09 vs. YTD '08	YTD 2008	YTD 2009	Change '08 to '09
	Cook, IL	111,613	78,226	-29.9%	-33,387	40.4	42.8
Du Page, IL	34,177	25,422	-25.6%	-8,755	42.6	44.1	1.5
Kane, IL	14,485	10,100	-30.3%	-4,385	46.0	46.8	0.8
Lake, IL	26,169	18,838	-28.0%	-7,331	46.2	48.0	1.8
McHenry, IL	9,397	6,645	-29.3%	-2,752	47.4	51.4	4.0
Will, IL	22,111	16,130	-27.0%	-5,981	46.1	48.4	2.3
Lake, IN	10,848	8,446	-22.1%	-2,402	43.0	45.9	2.9
Porter, IN	4,377	3,373	-22.9%	-1,004	47.8	49.5	1.7

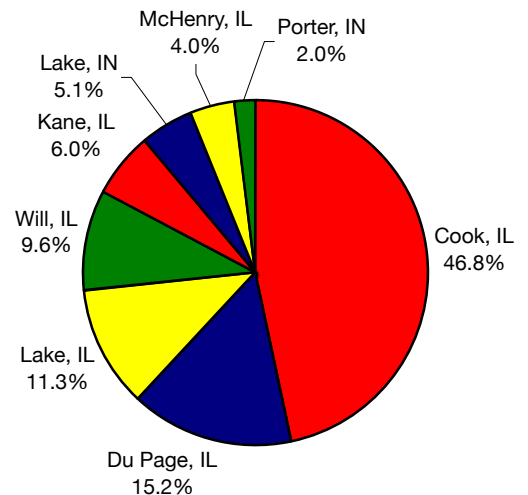
**COUNTY BY COUNTY - PART 2**

	Market Share Summary													
	Domestic Brands			Top Ten Selling Brands in Area-YTD 2009 thru September										
	YTD 2008	YTD 2009	Change '08 to '09	Toyota/Scion	Honda	Chevrolet	Ford	Nissan	Dodge	Hyundai	Lexus	Pontiac	Jeep	
Cook, IL	36.1	32.7	-3.4	16.1	13.9	9.5	9.3	7.7	6.3	3.1	3.1	3.0	2.2	
Du Page, IL	32.2	30.7	-1.5	15.2	15.1	8.6	9.1	7.6	5.5	1.7	2.7	3.4	1.7	
Kane, IL	38.9	38.8	-0.1	14.8	12.9	13.2	10.1	8.9	5.2	3.1	2.2	1.8	2.7	
Lake, IL	31.2	31.2	0.0	15.0	14.7	8.7	5.8	6.4	3.1	3.1	4.1	3.7	3.3	
McHenry, IL	45.7	48.0	2.3	7.1	13.1	13.3	12.8	8.1	6.2	4.3	2.0	1.7	4.5	
Will, IL	47.6	47.4	-0.2	10.8	11.4	13.6	11.9	6.6	7.0	5.5	2.2	1.8	2.5	
Lake, IN	59.2	60.0	0.8	11.0	9.1	19.1	14.4	4.8	2.8	4.9	1.6	1.7	2.5	
Porter, IN	59.8	61.2	1.4	12.6	8.3	16.5	15.1	4.8	2.3	7.4	1.3	1.1	3.5	

**Percent Change in Registrations - YTD 2009 thru Sept. vs. YTD 2008**



**Share of Area Market - YTD '09 (Sept.)**



**CHICAGO AREA MARKET VERSUS U.S.****Decline in Area Market Slightly Steeper than U.S.**

**Detroit Three market share in area 3.2 points lower than in Nation**

	Area Market		U.S. Market	
<b>Change in registrations</b> % change in registrations YTD '09 thru September vs. YTD '08	-28.3%		-26.1%	
<b>Car Market Share</b> Car share of industry retail light vehicle registrations - YTD '09 thru September	55.0%		54.1%	
<b>Domestic Brand Market Share</b> Domestic brand share of industry retail light vehicle registrations - YTD '09 thru September	36.6%		39.8%	
<b>Top Selling Retail Brands</b> <i>Top selling light vehicle brands and market share - YTD '09 thru September</i>				
First	Toyota/Scion	14.5%	Toyota	15.7%
Second	Honda	13.5%	Honda	12.3%
Third	Chevrolet	10.7%	Ford	11.3%
Fourth	Ford	9.7%	Chevrolet	10.8%
Fifth	Nissan	7.3%	Nissan	6.8%
Sixth	Hyundai	5.6%	Dodge	4.6%
Seventh	Dodge	3.4%	Hyundai	4.3%
Eighth	Volkswagen	2.9%	Kia	2.7%
Ninth	Lexus	2.8%	Jeep	2.6%
Tenth	Jeep	2.5%	GMC	2.3%

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