

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 8% in September '15 vs. year earlier.

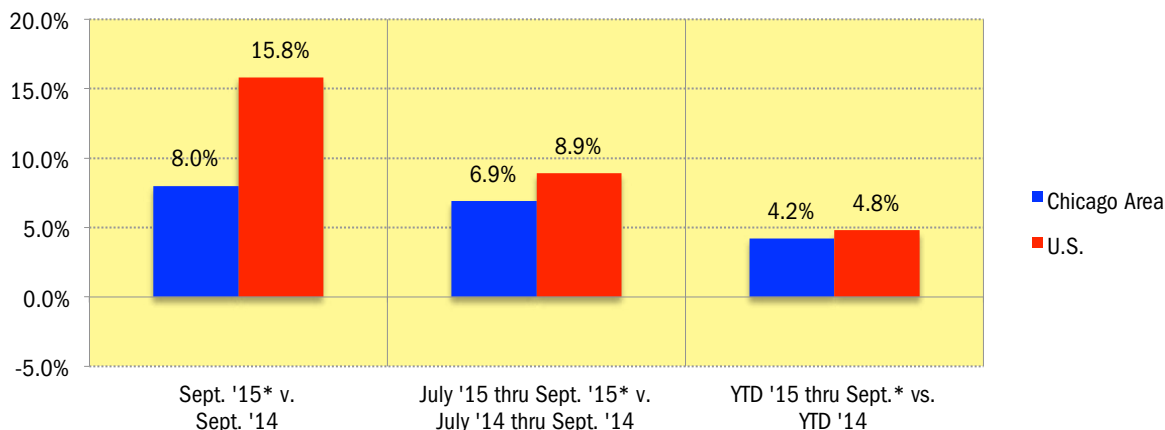
The area market was up 4.2% during the first nine months of this year vs. year earlier, just below the 4.8% increase in the Nation.

Area used vehicle market was up in August '15 (vehicles seven years old or newer). Used vehicle registrations increased 5.4% thru August of this year.

Compact SUV new vehicle market share was up 2.7 share points. Standard Mid Size Cars lost 2.2 share points.

Tesla, Jeep, Chrysler, Land Rover, Volvo, GMC, Subaru, Porsche, Lincoln, and Lexus new retail registrations increased by more than 12% so far this year.

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



*Figures for September 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 | | | | | |
|--|----------------------------------|--------|----------------|---------------------|---------|----------------|
| | September Estimate* | | | YTD thru September* | | |
| | 2014 | 2015 | Percent Change | 2014 | 2015 | Percent Change |
| Total | 32,914 | 35,547 | 8.0% | 284,341 | 290,230 | 4.2% |
| Cars | 15,571 | 15,115 | -2.9% | 140,350 | 131,783 | -6.1% |
| Light Trucks | 17,343 | 20,432 | 17.8% | 143,991 | 164,447 | 14.2% |
| Detroit Three Brands | 12,989 | 14,099 | 8.5% | 112,023 | 118,421 | 5.7% |
| European Brands | 3,401 | 3,443 | 1.2% | 29,399 | 30,084 | 2.3% |
| Japanese Brands | 13,667 | 14,871 | 8.8% | 117,186 | 121,238 | 3.5% |
| Korean Brands | 2,857 | 3,134 | 9.7% | 25,733 | 26,487 | 2.9% |
| Used Vehicle Registrations (vehicles seven years old or newer) | | | | | | |
| | August | | | YTD thru August | | |
| | 2014 | 2015 | Percent Change | 2014 | 2015 | Percent Change |
| | 2014 | 2015 | Percent Change | 2014 | 2015 | Percent Change |
| Total | 34,225 | 34,987 | 2.2% | 226,478 | 238,684 | 5.4% |
| Cars | 19,813 | 20,090 | 1.4% | 130,354 | 137,856 | 5.8% |
| Light Trucks | 14,412 | 14,897 | 3.4% | 96,124 | 100,828 | 4.9% |
| Detroit Three Brands | 15,837 | 15,833 | 0.0% | 104,969 | 110,523 | 5.3% |
| European Brands | 4,464 | 4,576 | 2.5% | 29,592 | 30,619 | 3.5% |
| Japanese Brands | 11,673 | 12,008 | 2.9% | 77,295 | 80,855 | 4.6% |
| Korean Brands | 2,251 | 2,570 | 14.2% | 14,622 | 16,687 | 14.1% |

*Figures for September 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.

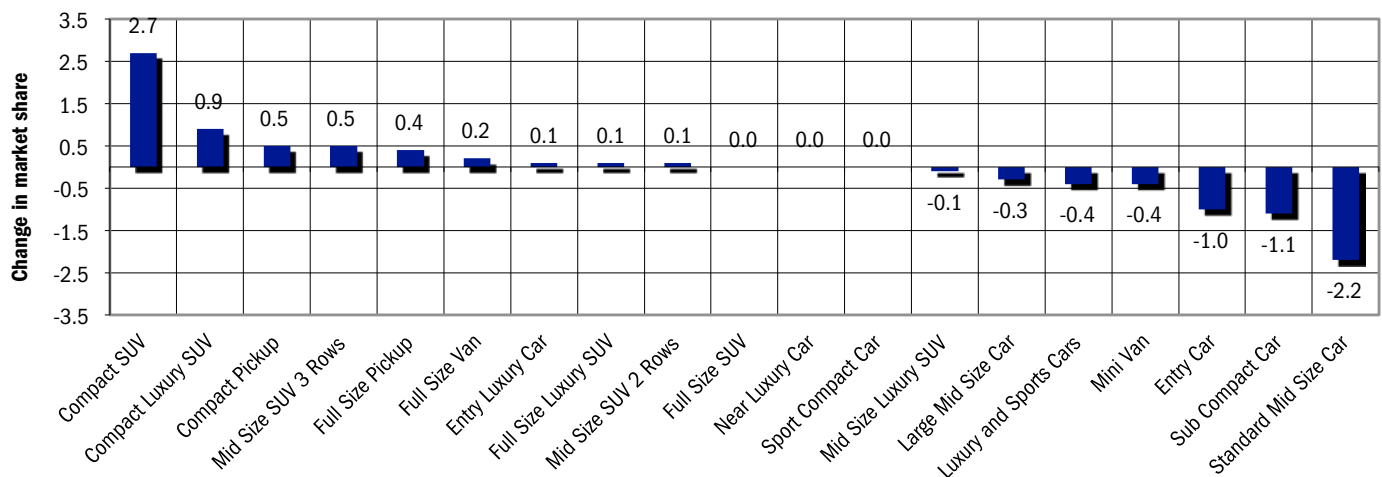
New Vehicle Market Brand Registrations

| Chicago Area New Retail Car and Light Truck Registrations | | | | | | | | | | | | |
|---|--------------|--------|--------|--|---------|--------|---------------------|---------|--------|---|-------|------|
| | September | | | Three Month Period July '15 thru Sept. '15* | | | YTD thru September* | | | YTD thru Sept. '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 | 32,914 | 35,547 | 8.0% | 103,092 | 110,164 | 6.9% | 284,341 | 296,230 | 4.2% | | | |
| Acura | 617 | 608 | -1.5% | 1,838 | 1,923 | 4.6% | 5,167 | 5,671 | 9.8% | 1.8 | 1.9 | 0.1 |
| Audi | 511 | 552 | 8.0% | 1,486 | 1,642 | 10.5% | 4,166 | 4,529 | 8.7% | 1.5 | 1.5 | 0.0 |
| BMW | 734 | 709 | -3.4% | 2,090 | 2,137 | 2.2% | 6,354 | 6,214 | -2.2% | 2.2 | 2.1 | -0.1 |
| Buick | 704 | 686 | -2.6% | 1,972 | 2,168 | 9.9% | 5,403 | 5,523 | 2.2% | 1.9 | 1.9 | 0.0 |
| Cadillac | 484 | 484 | 0.0% | 1,420 | 1,434 | 1.0% | 4,072 | 3,776 | -7.3% | 1.4 | 1.3 | -0.1 |
| Chevrolet | 3,664 | 3,771 | 2.9% | 11,607 | 12,061 | 3.9% | 31,185 | 32,522 | 4.3% | 11.0 | 11.0 | 0.0 |
| Chrysler | 468 | 411 | -12.2% | 1,437 | 1,440 | 0.2% | 3,787 | 4,655 | 22.9% | 1.3 | 1.6 | 0.3 |
| Dodge | 970 | 923 | -4.8% | 3,403 | 2,842 | -16.5% | 10,659 | 8,616 | -19.2% | 3.7 | 2.9 | -0.8 |
| FIAT | 89 | 83 | -6.7% | 226 | 279 | 23.5% | 598 | 621 | 3.8% | 0.2 | 0.2 | 0.0 |
| Ford | 3,164 | 3,623 | 14.5% | 10,095 | 11,377 | 12.7% | 28,659 | 29,564 | 3.2% | 10.1 | 10.0 | -0.1 |
| GMC | 807 | 927 | 14.9% | 2,286 | 2,885 | 26.2% | 6,583 | 7,564 | 14.9% | 2.3 | 2.6 | 0.3 |
| Honda | 3,182 | 3,367 | 5.8% | 10,967 | 11,209 | 2.2% | 29,426 | 29,318 | -0.4% | 10.3 | 9.9 | -0.4 |
| Hyundai | 1,764 | 1,870 | 6.0% | 5,579 | 5,978 | 7.2% | 15,623 | 15,898 | 1.8% | 5.5 | 5.4 | -0.1 |
| Infiniti | 298 | 361 | 21.1% | 816 | 1,021 | 25.1% | 2,616 | 2,726 | 4.2% | 0.9 | 0.9 | 0.0 |
| Jaguar | 37 | 30 | -18.9% | 93 | 98 | 5.4% | 331 | 267 | -19.3% | 0.1 | 0.1 | 0.0 |
| Jeep | 2,099 | 2,723 | 29.7% | 6,175 | 7,910 | 28.1% | 16,776 | 20,864 | 24.4% | 5.9 | 7.0 | 1.1 |
| Kia | 1,093 | 1,244 | 13.8% | 3,512 | 3,971 | 13.1% | 10,110 | 10,569 | 4.5% | 3.6 | 3.6 | 0.0 |
| Land Rover | 132 | 231 | 75.0% | 477 | 591 | 23.9% | 1,484 | 1,803 | 21.5% | 0.5 | 0.6 | 0.1 |
| Lexus | 635 | 682 | 7.4% | 2,168 | 2,438 | 12.5% | 5,735 | 6,437 | 12.2% | 2.0 | 2.2 | 0.2 |
| Lincoln | 201 | 223 | 10.9% | 578 | 673 | 16.4% | 1,583 | 1,797 | 13.5% | 0.6 | 0.6 | 0.0 |
| Mazda | 688 | 682 | -0.9% | 2,255 | 2,292 | 1.6% | 6,093 | 6,326 | 3.8% | 2.1 | 2.1 | 0.0 |
| Mercedes | 756 | 744 | -1.6% | 2,097 | 2,259 | 7.7% | 5,847 | 6,297 | 7.7% | 2.1 | 2.1 | 0.0 |
| MINI | 104 | 101 | -2.9% | 362 | 328 | -9.4% | 985 | 958 | -2.7% | 0.3 | 0.3 | 0.0 |
| Mitsubishi | 308 | 388 | 26.0% | 910 | 1,026 | 12.7% | 2,738 | 2,788 | 1.8% | 1.0 | 0.9 | -0.1 |
| Nissan | 2,650 | 2,884 | 8.8% | 8,012 | 8,493 | 6.0% | 22,712 | 23,278 | 2.5% | 8.0 | 7.9 | -0.1 |
| Other | 54 | 25 | -53.7% | 154 | 139 | -9.7% | 464 | 440 | -5.2% | 0.2 | 0.1 | -0.1 |
| Porsche | 126 | 144 | 14.3% | 425 | 522 | 22.8% | 1,095 | 1,254 | 14.5% | 0.4 | 0.4 | 0.0 |
| Ram | 402 | 387 | -3.7% | 1,141 | 1,049 | -8.1% | 2,963 | 2,974 | 0.4% | 1.0 | 1.0 | 0.0 |
| Subaru | 1,219 | 1,446 | 18.6% | 3,687 | 4,053 | 9.9% | 9,568 | 10,994 | 14.9% | 3.4 | 3.7 | 0.3 |
| Tesla | 24 | 25 | 4.2% | 114 | 208 | 82.5% | 344 | 642 | 86.6% | 0.1 | 0.2 | 0.1 |
| Toyota | 4,069 | 4,391 | 7.9% | 12,754 | 12,927 | 1.4% | 33,118 | 33,627 | 1.5% | 11.6 | 11.4 | -0.2 |
| Volkswagen | 750 | 700 | -6.7% | 2,582 | 2,383 | -7.7% | 7,062 | 6,483 | -8.2% | 2.5 | 2.2 | -0.3 |
| Volvo | 111 | 122 | 9.9% | 374 | 408 | 9.1% | 1,035 | 1,235 | 19.3% | 0.4 | 0.4 | 0.0 |

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

Source: IHS Automotive

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



Data Source: IHS Automotive.

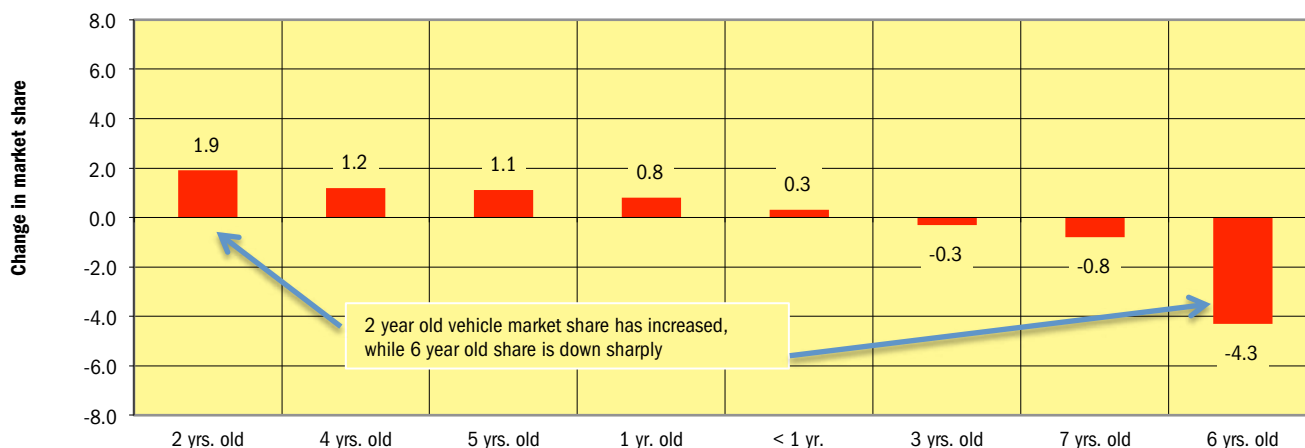
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

| Chicago Area Used Car and Light Truck Registrations | | | | | | | | | | | | |
|---|--------------|--------|--------|--|---------|--------|-----------------|---------|--------|-------------------------|------|------|
| | August | | | Three Month Period June '15 thru Aug. '15 | | | YTD thru August | | | 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 | 34,225 | 34,987 | 2.2% | 96,850 | 93,044 | -3.9% | 226,478 | 238,684 | 5.4% | | | |
| Acura | 505 | 478 | -5.3% | 1,450 | 1,348 | -7.0% | 3,536 | 3,572 | 1.0% | 1.6 | 1.5 | -0.1 |
| Audi | 587 | 624 | 6.3% | 1,677 | 1,657 | -1.2% | 3,744 | 4,064 | 8.5% | 1.7 | 1.7 | 0.0 |
| BMW | 935 | 994 | 6.3% | 2,717 | 2,597 | -4.4% | 6,365 | 6,349 | -0.3% | 2.8 | 2.7 | -0.1 |
| Buick | 798 | 727 | -8.9% | 2,086 | 1,812 | -13.1% | 4,573 | 4,940 | 8.0% | 2.0 | 2.1 | 0.1 |
| Cadillac | 673 | 541 | -19.6% | 1,965 | 1,454 | -26.0% | 4,664 | 4,023 | -13.7% | 2.1 | 1.7 | -0.4 |
| Chevrolet | 4,987 | 4,615 | -7.5% | 13,672 | 12,711 | -7.0% | 32,222 | 34,998 | 8.6% | 14.2 | 14.7 | 0.5 |
| Chrysler | 863 | 1,025 | 18.8% | 2,488 | 2,738 | 10.0% | 6,018 | 6,888 | 14.5% | 2.7 | 2.9 | 0.2 |
| Dodge | 1,597 | 1,844 | 15.5% | 4,694 | 4,904 | 4.5% | 11,492 | 12,800 | 11.4% | 5.1 | 5.4 | 0.3 |
| FIAT | 35 | 47 | 34.3% | 100 | 141 | 41.0% | 229 | 352 | 53.7% | 0.1 | 0.1 | 0.0 |
| Ford | 3,805 | 4,110 | 8.0% | 11,090 | 10,904 | -1.7% | 25,863 | 26,955 | 4.2% | 11.4 | 11.3 | -0.1 |
| GMC | 817 | 812 | -0.6% | 2,193 | 2,106 | -4.0% | 5,189 | 5,550 | 7.0% | 2.3 | 2.3 | 0.0 |
| Honda | 2,574 | 2,288 | -11.1% | 7,057 | 6,261 | -11.3% | 16,460 | 16,082 | -2.3% | 7.3 | 6.7 | -0.6 |
| Hyundai | 1,508 | 1,621 | 7.5% | 4,238 | 4,214 | -0.6% | 9,697 | 10,745 | 10.8% | 4.3 | 4.5 | 0.2 |
| Infiniti | 608 | 602 | -1.0% | 1,746 | 1,537 | -12.0% | 3,593 | 3,712 | 3.3% | 1.6 | 1.6 | 0.0 |
| Jaguar | 53 | 53 | 0.0% | 201 | 162 | -19.4% | 457 | 440 | -3.7% | 0.2 | 0.2 | 0.0 |
| Jeep | 1,192 | 1,397 | 17.2% | 3,310 | 3,562 | 7.6% | 7,653 | 8,851 | 15.7% | 3.4 | 3.7 | 0.3 |
| Kia | 743 | 949 | 27.7% | 2,133 | 2,432 | 14.0% | 4,925 | 5,942 | 20.6% | 2.2 | 2.5 | 0.3 |
| Land Rover | 183 | 202 | 10.4% | 470 | 507 | 7.9% | 1,106 | 1,245 | 12.6% | 0.5 | 0.5 | 0.0 |
| Lexus | 705 | 761 | 7.9% | 2,082 | 1,975 | -5.1% | 5,024 | 5,027 | 0.1% | 2.2 | 2.1 | -0.1 |
| Lincoln | 351 | 337 | -4.0% | 960 | 923 | -3.9% | 2,286 | 2,356 | 3.1% | 1.0 | 1.0 | 0.0 |
| Mazda | 579 | 554 | -4.3% | 1,616 | 1,524 | -5.7% | 3,862 | 3,796 | -1.7% | 1.7 | 1.6 | -0.1 |
| Mercedes | 1,082 | 937 | -13.4% | 2,984 | 2,544 | -14.7% | 6,780 | 6,808 | 0.4% | 3.0 | 2.9 | -0.1 |
| MINI | 115 | 133 | 15.7% | 352 | 357 | 1.4% | 776 | 852 | 9.8% | 0.3 | 0.4 | 0.1 |
| Mitsubishi | 315 | 323 | 2.5% | 872 | 827 | -5.2% | 2,080 | 2,009 | -3.4% | 0.9 | 0.8 | -0.1 |
| Nissan | 2,822 | 3,319 | 17.6% | 8,234 | 8,725 | 6.0% | 19,294 | 21,980 | 13.9% | 8.5 | 9.2 | 0.7 |
| Other | 832 | 511 | -38.6% | 2,247 | 1,361 | -39.4% | 5,545 | 3,650 | -34.2% | 2.4 | 1.5 | -0.9 |
| Porsche | 116 | 144 | 24.1% | 374 | 403 | 7.8% | 797 | 1,007 | 26.3% | 0.4 | 0.4 | 0.0 |
| smart | 17 | 27 | 58.8% | 46 | 70 | 52.2% | 97 | 157 | 61.9% | 0.0 | 0.1 | 0.1 |
| Subaru | 410 | 423 | 3.2% | 1,114 | 1,121 | 0.6% | 2,416 | 2,927 | 21.2% | 1.1 | 1.2 | 0.1 |
| Suzuki | 82 | 43 | -47.6% | 220 | 144 | -34.5% | 489 | 376 | -23.1% | 0.2 | 0.2 | 0.0 |
| Toyota | 3,068 | 3,211 | 4.7% | 8,750 | 8,477 | -3.1% | 20,514 | 21,355 | 4.1% | 9.1 | 8.9 | -0.2 |
| Volkswagen | 1,070 | 1,180 | 10.3% | 3,206 | 3,102 | -3.2% | 7,586 | 7,789 | 2.7% | 3.3 | 3.3 | 0.0 |
| Volvo | 198 | 155 | -21.7% | 506 | 444 | -12.3% | 1,146 | 1,087 | -5.1% | 0.5 | 0.5 | 0.0 |

Top ten are shaded green.

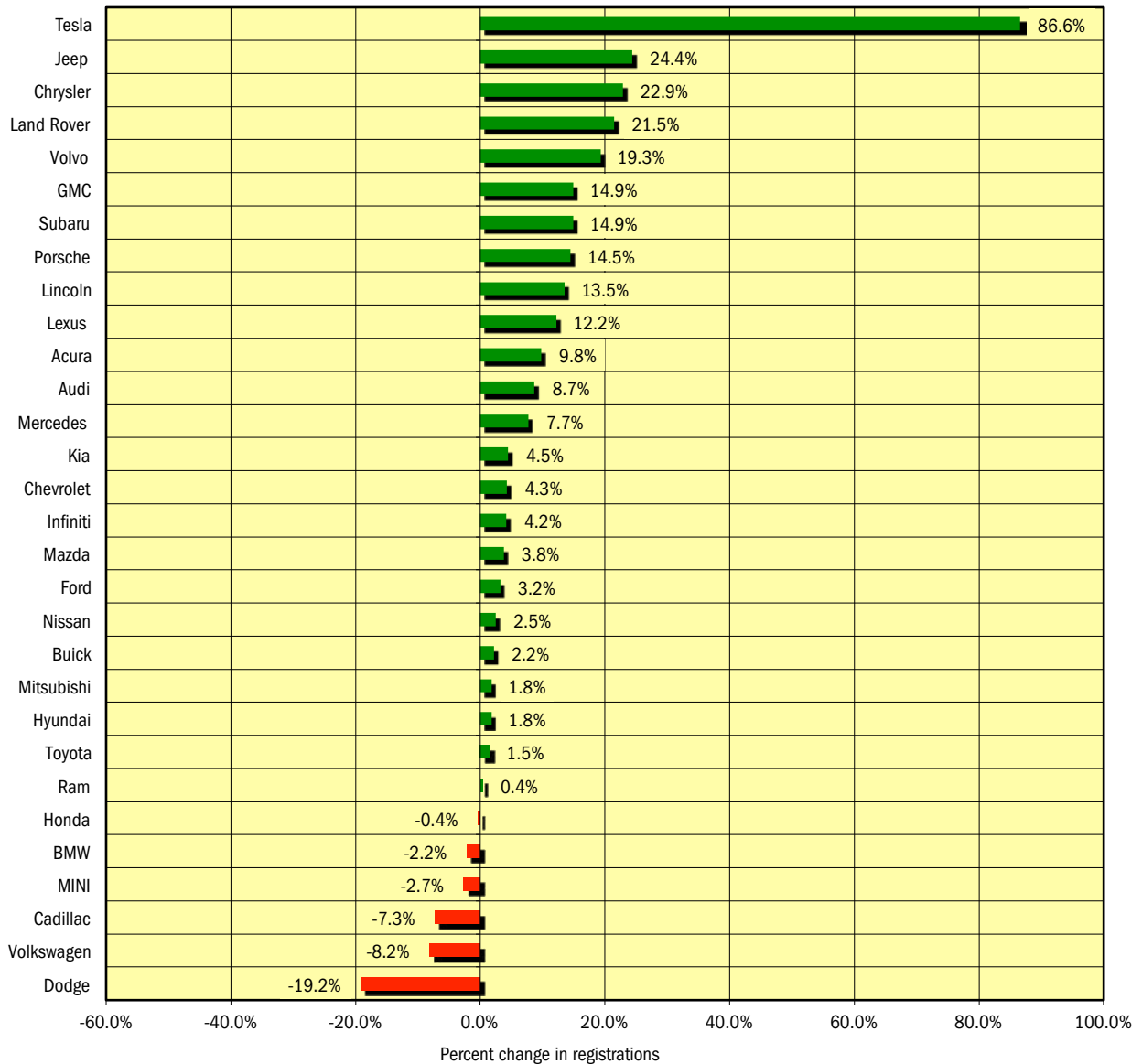
Source: IHS Automotive.

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



Data Source: IHS Automotive.

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



*Figures for September 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

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18W200 Butterfield Road
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Published by:
Auto Outlook, Inc.
PO Box 390
Exton, PA 19341
Phone: 800-206-0102
Email: jfoltz@autooutlook.com

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