

# Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

## Quick Facts

The area market declined 1.7% during the first nine months of this year versus a year earlier. The U.S. market was off 0.7%.

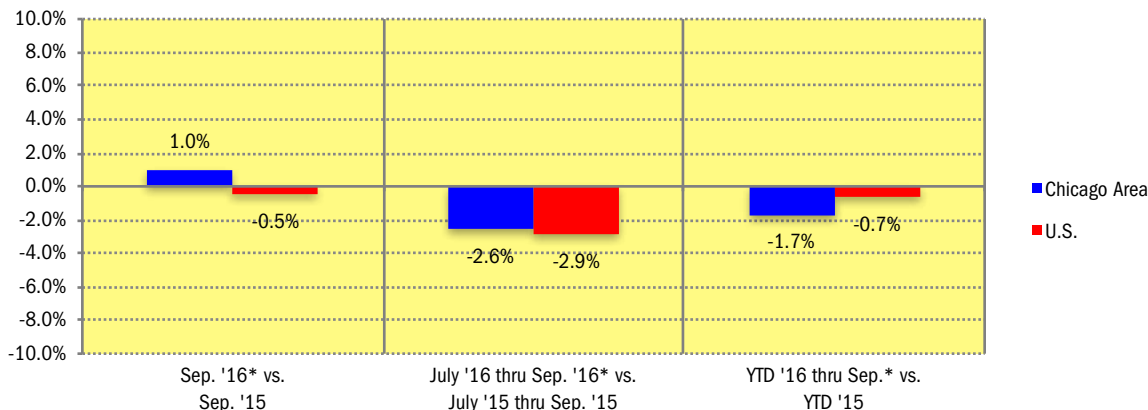
New retail vehicle registrations increased an estimated 1% in September '16 vs. year earlier.

Area used vehicle market improved in August, and was up 2.3% for the first eight months of this year (vehicles seven years old or newer).

Combined hybrid/electric vehicle market share trailed year-earlier levels in seven of eight months this year.

Volvo, Lincoln, Tesla, Infiniti, Ram, Subaru, Land Rover and Chevrolet 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 September 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					
	September Estimate*			YTD thru September*		
	2015	2016	Change	2015	2016	Change
Total	33,240	33,572	1.0%	293,438	288,322	-1.7%
Cars	14,131	13,346	-5.6%	130,637	120,370	-7.9%
Light Trucks	19,109	20,226	5.8%	162,801	167,952	3.2%
Detroit Three Brands	13,226	13,039	-1.4%	117,232	115,786	-1.2%
European Brands	3,259	3,303	1.4%	29,984	29,521	-1.5%
Japanese Brands	13,677	14,077	2.9%	119,777	117,474	-1.9%
Korean Brands	3,078	3,153	2.4%	26,445	25,541	-3.4%
	Used Vehicle Registrations (vehicles seven years old or newer)					
	August			YTD thru August		
	2015	2016	Change	2015	2016	Change
Total	34,987	36,947	5.6%	238,684	244,187	2.3%
Cars	20,090	20,761	3.3%	137,856	139,406	1.1%
Light Trucks	14,897	16,186	8.7%	100,828	104,781	3.9%
Detroit Three Brands	15,833	16,715	5.6%	110,523	112,174	1.5%
European Brands	4,576	4,510	-1.4%	30,619	30,232	-1.3%
Japanese Brands	12,008	12,921	7.6%	80,855	82,216	1.7%
Korean Brands	2,570	2,801	9.0%	16,687	19,565	17.2%

\*Figures for September 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.

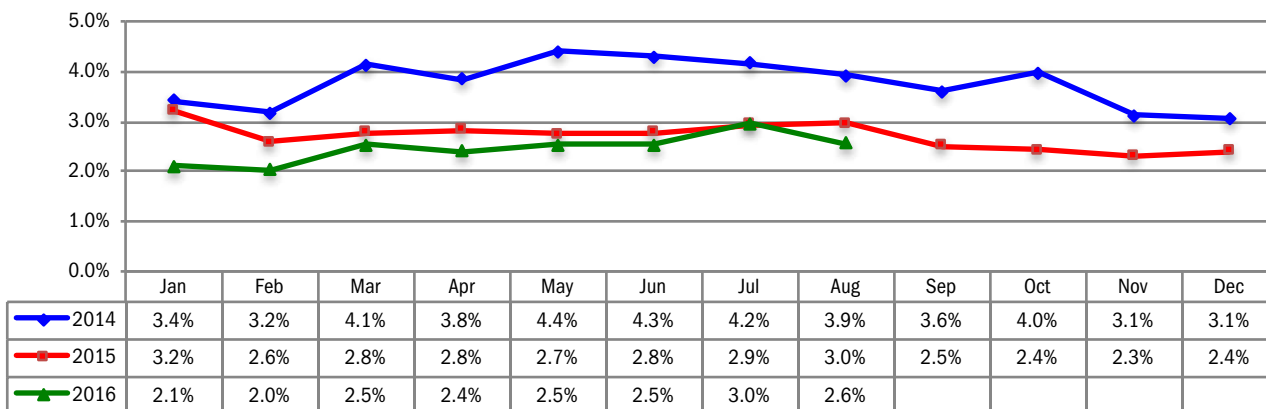
**New Vehicle Market Brand Registrations**

Chicago Area New Retail Car and Light Truck Registrations												
	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	33,240	33,572	1.0%	107,713	104,864	-2.6%	293,438	288,322	-1.7%			
Acura	680	601	-11.6%	1,995	1,787	-10.4%	5,754	4,870	-15.4%	2.0	1.7	-0.3
Audi	477	492	3.1%	1,557	1,638	5.2%	4,442	4,471	0.7%	1.5	1.6	0.1
BMW	605	586	-3.1%	2,052	1,876	-8.6%	6,177	5,580	-9.7%	2.1	1.9	-0.2
Buick	654	757	15.7%	2,135	2,071	-3.0%	5,496	5,545	0.9%	1.9	1.9	0.0
Cadillac	450	471	4.7%	1,392	1,458	4.7%	3,742	3,842	2.7%	1.3	1.3	0.0
Chevrolet	3,702	3,753	1.4%	11,976	11,867	-0.9%	32,420	34,044	5.0%	11.0	11.8	0.8
Chrysler	462	341	-26.2%	1,491	1,405	-5.8%	4,713	3,617	-23.3%	1.6	1.3	-0.3
Dodge	857	821	-4.2%	2,757	2,445	-11.3%	8,508	7,568	-11.0%	2.9	2.6	-0.3
FIAT	73	51	-30.1%	264	168	-36.4%	606	498	-17.8%	0.2	0.2	0.0
Ford	3,353	3,120	-6.9%	11,041	9,981	-9.6%	29,062	28,073	-3.4%	9.9	9.7	-0.2
GMC	771	714	-7.4%	2,716	2,512	-7.5%	7,392	7,256	-1.8%	2.5	2.5	0.0
Honda	3,324	3,429	3.2%	11,163	11,079	-0.8%	29,274	30,094	2.8%	10.0	10.4	0.4
Hyundai	1,844	1,915	3.9%	5,952	5,951	0.0%	15,880	15,017	-5.4%	5.4	5.2	-0.2
Infiniti	303	343	13.2%	963	996	3.4%	2,665	2,917	9.5%	0.9	1.0	0.1
Jaguar	27	73	170.4%	95	281	195.8%	265	585	120.8%	0.1	0.2	0.1
Jeep	2,392	2,365	-1.1%	7,579	6,934	-8.5%	20,520	19,668	-4.2%	7.0	6.8	-0.2
Kia	1,234	1,238	0.3%	3,960	3,644	-8.0%	10,565	10,524	-0.4%	3.6	3.7	0.1
Land Rover	186	181	-2.7%	547	609	11.3%	1,759	1,852	5.3%	0.6	0.6	0.0
Lexus	758	785	3.6%	2,514	2,276	-9.5%	6,524	6,083	-6.8%	2.2	2.1	-0.1
Lincoln	214	220	2.8%	664	723	8.9%	1,785	2,231	25.0%	0.6	0.8	0.2
Mazda	800	789	-1.4%	2,407	2,302	-4.4%	6,444	6,208	-3.7%	2.2	2.2	0.0
Mercedes	720	757	5.1%	2,239	2,253	0.6%	6,300	6,153	-2.3%	2.1	2.1	0.0
MINI	84	77	-8.3%	311	337	8.4%	942	977	3.7%	0.3	0.3	0.0
Mitsubishi	376	363	-3.5%	1,014	970	-4.3%	2,771	2,669	-3.7%	0.9	0.9	0.0
Nissan	2,733	2,898	6.0%	8,331	8,593	3.1%	23,096	23,249	0.7%	7.9	8.1	0.2
Other	35	75	114.3%	147	189	28.6%	440	419	-4.8%	0.1	0.1	0.0
Porsche	140	143	2.1%	521	456	-12.5%	1,249	1,269	1.6%	0.4	0.4	0.0
Ram	332	429	29.2%	994	1,181	18.8%	2,910	3,158	8.5%	1.0	1.1	0.1
Subaru	1,167	1,227	5.1%	3,767	4,130	9.6%	10,474	11,148	6.4%	3.6	3.9	0.3
Tesla	39	48	23.1%	223	411	84.3%	675	781	15.7%	0.2	0.3	0.1
Toyota	3,535	3,642	3.0%	12,064	11,400	-5.5%	32,763	30,222	-7.8%	11.2	10.5	-0.7
Volkswagen	764	715	-6.4%	2,447	2,328	-4.9%	6,522	6,040	-7.4%	2.2	2.1	-0.1
Volvo	149	153	2.7%	435	613	40.9%	1,303	1,694	30.0%	0.4	0.6	0.2

\*Figures for September 2016 were estimated by Auto Out Top ten are shaded green.

Source: IHS Markit

**Combined Hybrid and Electric Vehicle Market Share in Chicago Area**



Data Source: IHS Markit.

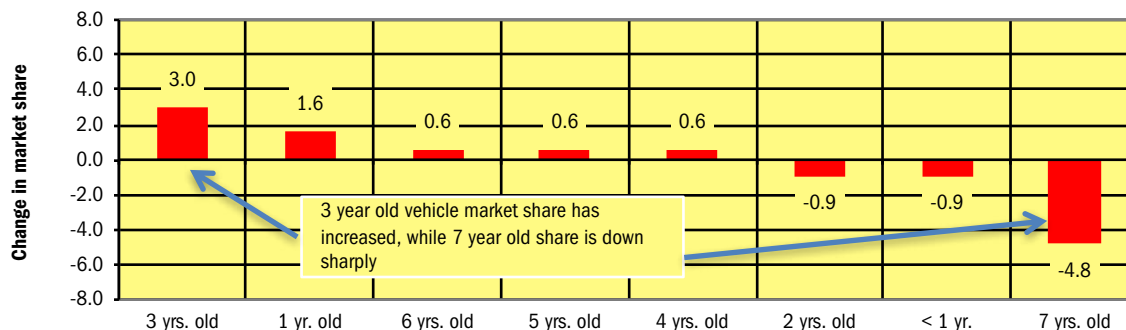
**Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)**

Chicago Area Used Car and Light Truck Registrations												
	August			Three Month Period June '16 thru Aug. '16			YTD thru August			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	34,987	36,947	5.6%	93,044	94,059	1.1%	238,684	244,187	2.3%			
Acura	478	495	3.6%	1,348	1,191	-11.6%	3,572	2,950	-17.4%	1.5	1.2	-0.3
Audi	624	626	0.3%	1,657	1,556	-6.1%	4,064	4,188	3.1%	1.7	1.7	0.0
BMW	994	1,014	2.0%	2,597	2,508	-3.4%	6,349	6,352	0.0%	2.7	2.6	-0.1
Buick	727	664	-8.7%	1,812	1,704	-6.0%	4,940	4,569	-7.5%	2.1	1.9	-0.2
Cadillac	541	624	15.3%	1,454	1,584	8.9%	4,023	4,145	3.0%	1.7	1.7	0.0
Chevrolet	4,615	4,876	5.7%	12,711	12,484	-1.8%	34,998	33,294	-4.9%	14.7	13.6	-1.1
Chrysler	1,025	1,031	0.6%	2,738	2,589	-5.4%	6,888	6,981	1.4%	2.9	2.9	0.0
Dodge	1,844	1,876	1.7%	4,904	4,859	-0.9%	12,800	12,828	0.2%	5.4	5.3	-0.1
FIAT	47	65	38.3%	141	192	36.2%	352	457	29.8%	0.1	0.2	0.1
Ford	4,110	4,599	11.9%	10,904	11,831	8.5%	26,955	30,408	12.8%	11.3	12.5	1.2
GMC	812	874	7.6%	2,106	2,274	8.0%	5,550	5,867	5.7%	2.3	2.4	0.1
Honda	2,288	2,487	8.7%	6,261	6,045	-3.4%	16,082	15,332	-4.7%	6.7	6.3	-0.4
Hyundai	1,621	1,870	15.4%	4,214	4,802	14.0%	10,745	12,748	18.6%	4.5	5.2	0.7
Infiniti	602	482	-19.9%	1,537	1,209	-21.3%	3,712	3,381	-8.9%	1.6	1.4	-0.2
Jaguar	53	56	5.7%	162	178	9.9%	440	449	2.0%	0.2	0.2	0.0
Jeep	1,397	1,613	15.5%	3,562	4,056	13.9%	8,851	10,529	19.0%	3.7	4.3	0.6
Kia	949	931	-1.9%	2,432	2,615	7.5%	5,942	6,817	14.7%	2.5	2.8	0.3
Land Rover	202	162	-19.8%	507	441	-13.0%	1,245	1,135	-8.8%	0.5	0.5	0.0
Lexus	761	706	-7.2%	1,975	1,935	-2.0%	5,027	5,068	0.8%	2.1	2.1	0.0
Lincoln	337	348	3.3%	923	886	-4.0%	2,356	2,295	-2.6%	1.0	0.9	-0.1
Mazda	554	528	-4.7%	1,524	1,367	-10.3%	3,796	3,493	-8.0%	1.6	1.4	-0.2
Mercedes	937	1,050	12.1%	2,544	2,598	2.1%	6,808	6,802	-0.1%	2.9	2.8	-0.1
MINI	133	142	6.8%	357	359	0.6%	852	896	5.2%	0.4	0.4	0.0
Mitsubishi	323	300	-7.1%	827	729	-11.9%	2,009	1,790	-10.9%	0.8	0.7	-0.1
Nissan	3,319	3,710	11.8%	8,725	9,083	4.1%	21,980	23,576	7.3%	9.2	9.7	0.5
Other	511	265	-48.1%	1,361	650	-52.2%	3,650	1,668	-54.3%	1.5	0.7	-0.8
Porsche	144	151	4.9%	403	399	-1.0%	1,007	1,056	4.9%	0.4	0.4	0.0
smart	27	17	-37.0%	70	48	-31.4%	157	127	-19.1%	0.1	0.1	0.0
Subaru	423	524	23.9%	1,121	1,345	20.0%	2,927	3,268	11.7%	1.2	1.3	0.1
Suzuki	43	22	-48.8%	144	65	-54.9%	376	184	-51.1%	0.2	0.1	-0.1
Toyota	3,211	3,666	14.2%	8,477	9,482	11.9%	21,355	23,166	8.5%	8.9	9.5	0.6
Volkswagen	1,180	1,031	-12.6%	3,102	2,641	-14.9%	7,789	7,437	-4.5%	3.3	3.0	-0.3
Volvo	155	142	-8.4%	444	354	-20.3%	1,087	931	-14.4%	0.5	0.4	-0.1

Top ten are shaded green.

Source: IHS Markit.

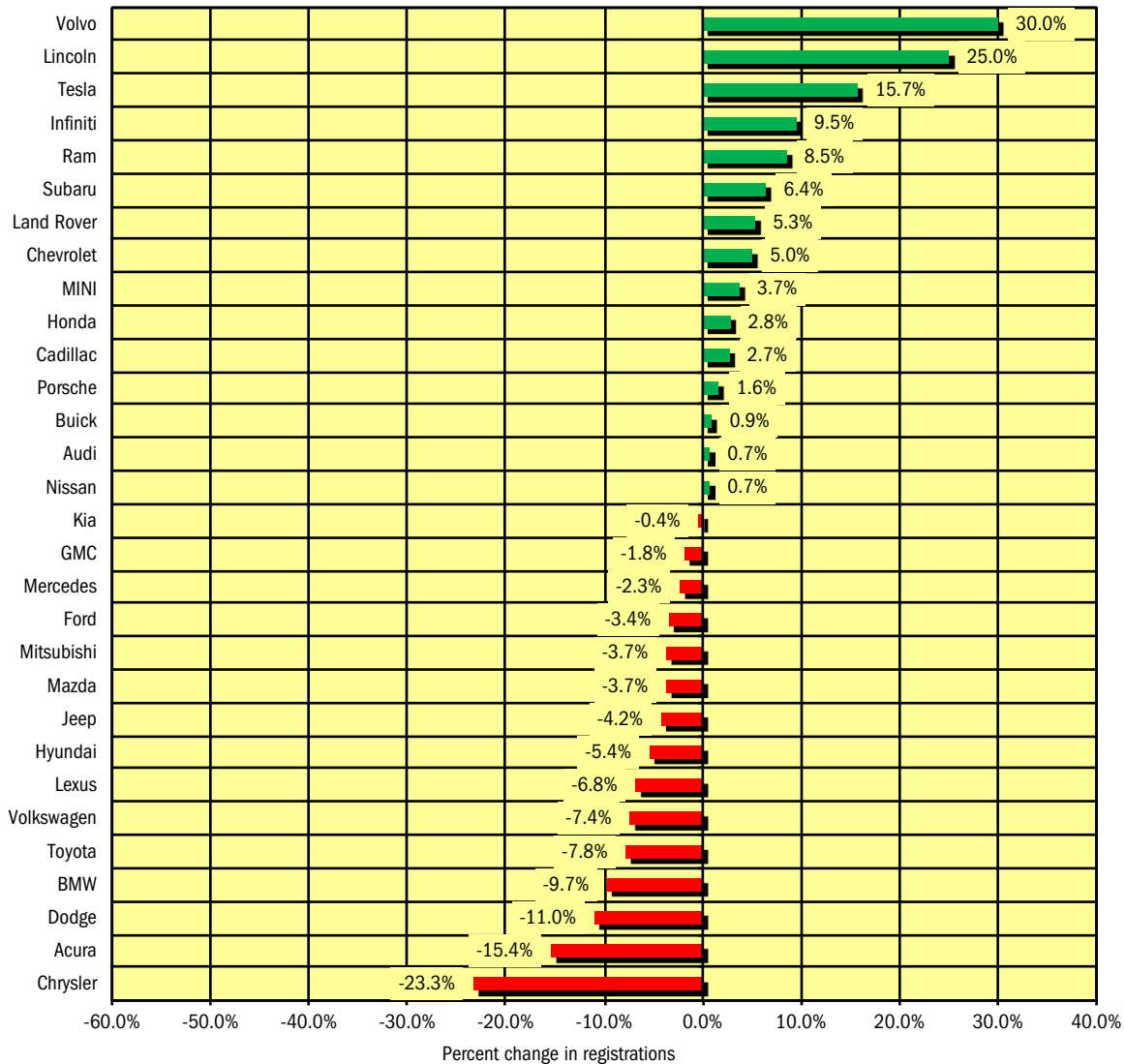
**Change in Used Vehicle Market Share by Age of Vehicle - YTD 2016 thru August vs. YTD 2015**



3 year old vehicle market share has increased, while 7 year old share is down sharply

Data Source: IHS Markit.

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



\*Figures for September 2016 were estimated by Auto Outlook.

Data Source: IHS Markit.

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