

Chicago Auto Outlook™

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Comprehensive information on the Chicagoland automotive market

Quick Facts

New retail vehicle registrations increased an estimated 1% in September '17 vs. year earlier.

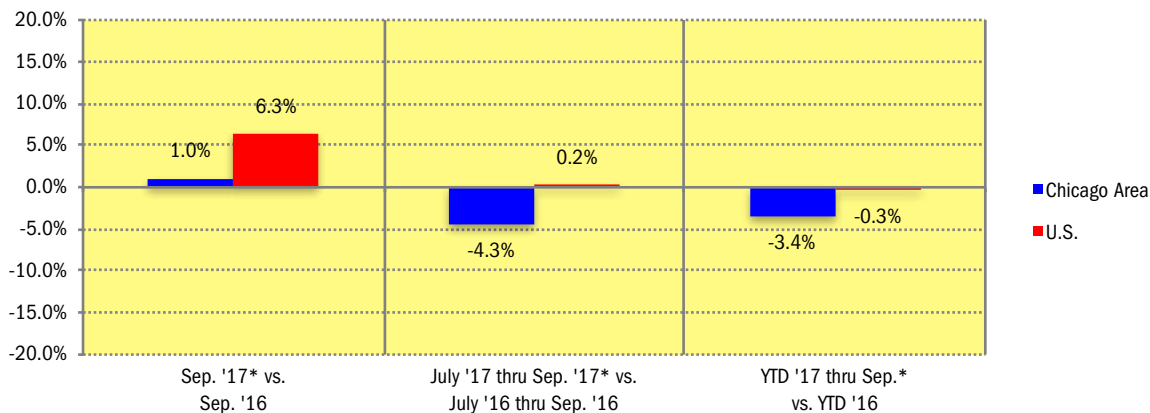
The area market fell 3.4% during the first nine months of this year. The U.S. market was down 0.3%.

Area used vehicle market fell in August '17 and was up 6.6%, year-to-date.

Hybrid/electric vehicle market share was below 3% in August of this year, but was up slightly versus a year earlier.

New vehicle registrations increased so far this year for the following brands: Tesla, Jaguar, Ram, Porsche, Audi, Volkswagen, Acura, and Toyota.

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



*Figures for September 2017 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					
	Sep. Estimate*			YTD thru Sep.		
	2016	2017	Change	2016	2017	Change
Total	32,629	32,955	1.0%	287,301	277,527	-3.4%
Cars	12,842	11,822	-7.9%	116,932	103,857	-11.2%
Light Trucks	19,787	21,133	6.8%	170,369	173,670	1.9%
Detroit Three Brands	12,892	12,763	-1.0%	115,559	108,823	-5.8%
European Brands	3,348	3,633	8.5%	29,684	30,019	1.1%
Japanese Brands	13,474	13,966	3.7%	116,790	114,076	-2.3%
Korean Brands	2,915	2,593	-11.0%	25,268	24,609	-2.6%

	Used Vehicle Registrations (vehicles seven years old or newer)					
	August			YTD thru August		
	2016	2017	Change	2016	2017	Change
Total	36,947	29,704	-19.6%	244,187	260,356	6.6%
Cars	20,761	15,785	-24.0%	139,406	139,759	0.3%
Light Trucks	16,186	13,919	-14.0%	104,781	120,597	15.1%
Detroit Three Brands	16,715	13,603	-18.6%	112,174	122,339	9.1%
European Brands	4,510	3,654	-19.0%	30,232	31,702	4.9%
Japanese Brands	12,921	9,873	-23.6%	82,216	84,974	3.4%
Korean Brands	2,801	2,574	-8.1%	19,565	21,341	9.1%

*Figures for September 2017 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.

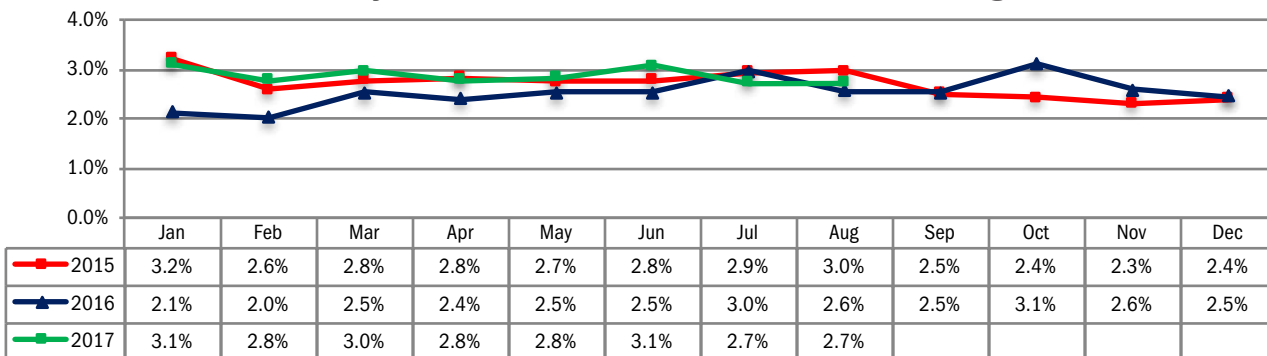
Data Source: IHS Markit.

Chicago Area New Retail Car and Light Truck Registrations												
	September*			Three Month Period July '17 thru Sep. '17*			YTD thru Sep.			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2016	2017*	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	32,629	32,955	1.0%	104,005	99,486	-4.3%	287,301	277,527	-3.4%			
Acura	567	545	-3.9%	1,753	1,760	0.4%	4,838	4,881	0.9%	1.7	1.8	0.1
Alfa Romeo	0	95		1	164	16300.0%	7	264	3671.4%	0.0	0.1	0.1
Audi	508	530	4.3%	1,656	1,706	3.0%	4,527	4,688	3.6%	1.6	1.7	0.1
BMW	699	670	-4.1%	1,996	1,891	-5.3%	5,742	5,636	-1.8%	2.0	2.0	0.0
Buick	623	473	-24.1%	1,930	1,488	-22.9%	5,398	4,802	-11.0%	1.9	1.7	-0.2
Cadillac	461	442	-4.1%	1,450	1,208	-16.7%	3,836	3,429	-10.6%	1.3	1.2	-0.1
Chevrolet	3,604	4,028	11.8%	11,947	11,752	-1.6%	34,290	31,793	-7.3%	11.9	11.5	-0.4
Chrysler	403	321	-20.3%	1,467	1,068	-27.2%	3,669	3,441	-6.2%	1.3	1.2	-0.1
Dodge	766	508	-33.7%	2,385	1,962	-17.7%	7,483	6,575	-12.1%	2.6	2.4	-0.2
FIAT	39	28	-28.2%	153	119	-22.2%	466	420	-9.9%	0.2	0.2	0.0
Ford	3,303	3,439	4.1%	10,067	9,923	-1.4%	27,890	27,113	-2.8%	9.7	9.8	0.1
Genesis	16	21	31.3%	26	133	411.5%	26	377	1350.0%	0.0	0.1	0.1
GMC	771	802	4.0%	2,568	2,395	-6.7%	7,295	6,579	-9.8%	2.5	2.4	-0.1
Honda	3,319	3,394	2.3%	10,967	10,604	-3.3%	29,977	29,817	-0.5%	10.4	10.7	0.3
Hyundai	1,754	1,410	-19.6%	5,783	4,822	-16.6%	14,852	14,282	-3.8%	5.2	5.1	-0.1
Infiniti	317	336	6.0%	971	971	0.0%	2,896	2,857	-1.3%	1.0	1.0	0.0
Jaguar	85	100	17.6%	293	305	4.1%	598	875	46.3%	0.2	0.3	0.1
Jeep	2,252	2,062	-8.4%	6,820	6,420	-5.9%	19,542	18,100	-7.4%	6.8	6.5	-0.3
Kia	1,145	1,162	1.5%	3,549	3,573	0.7%	10,390	9,950	-4.2%	3.6	3.6	0.0
Land Rover	211	227	7.6%	636	616	-3.1%	1,879	1,698	-9.6%	0.7	0.6	-0.1
Lexus	726	701	-3.4%	2,217	2,381	7.4%	6,024	5,865	-2.6%	2.1	2.1	0.0
Lincoln	250	237	-5.2%	752	735	-2.3%	2,260	2,196	-2.8%	0.8	0.8	0.0
Maserati	31	27	-12.9%	85	99	16.5%	198	292	47.5%	0.1	0.1	0.0
Mazda	716	704	-1.7%	2,229	2,306	3.5%	6,133	6,017	-1.9%	2.1	2.2	0.1
Mercedes	715	672	-6.0%	2,204	2,017	-8.5%	6,121	6,068	-0.9%	2.1	2.2	0.1
MINI	101	89	-11.9%	371	325	-12.4%	1,021	862	-15.6%	0.4	0.3	-0.1
Mitsubishi	246	274	11.4%	853	824	-3.4%	2,550	2,226	-12.7%	0.9	0.8	-0.1
Nissan	2,806	2,920	4.1%	8,479	7,377	-13.0%	23,094	21,079	-8.7%	8.0	7.6	-0.4
Other	39	39	0.0%	98	95	-3.1%	213	266	24.9%	0.1	0.1	0.0
Porsche	151	162	7.3%	463	439	-5.2%	1,272	1,389	9.2%	0.4	0.5	0.1
Ram	406	384	-5.4%	1,155	1,272	10.1%	3,108	3,629	16.8%	1.1	1.3	0.2
Subaru	1,380	1,318	-4.5%	4,278	4,121	-3.7%	11,286	11,206	-0.7%	3.9	4.0	0.1
Tesla	52	67	28.8%	415	205	-50.6%	784	1,161	48.1%	0.3	0.4	0.1
Toyota	3,391	3,774	11.3%	11,146	11,538	3.5%	29,972	30,117	0.5%	10.4	10.9	0.5
Volkswagen	611	774	26.7%	2,217	2,250	1.5%	5,957	6,066	1.8%	2.1	2.2	0.1
Volvo	165	220	33.3%	625	622	-0.5%	1,707	1,511	-11.5%	0.6	0.5	-0.1

*Figures for September 2017 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.

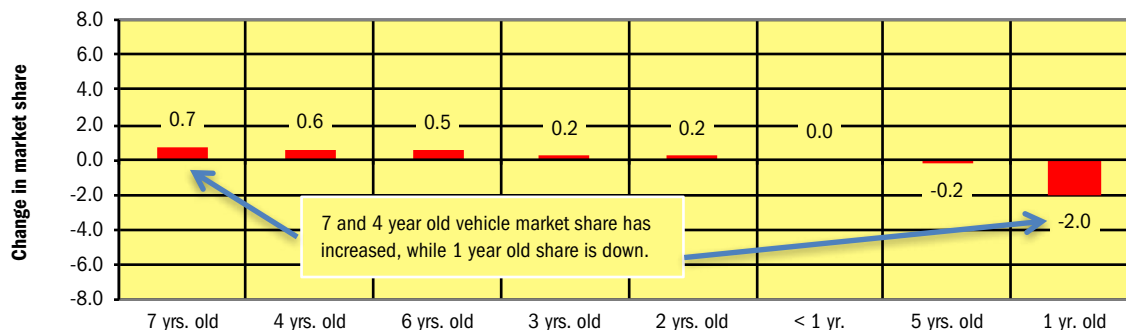
Used Vehicle Market Brand Registrations (only includes vehicles seven years old or newer)

Chicago Area Used Car and Light Truck Registrations												
	August			Three Month Period June '17 thru Aug. '17			YTD thru August			YTD Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2016	2017	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	36,947	29,704	-19.6%	94,059	99,112	5.4%	244,187	260,356	6.6%			
Acura	495	374	-24.4%	1,191	1,308	9.8%	2,950	3,636	23.3%	1.2	1.4	0.2
Audi	626	530	-15.3%	1,556	1,740	11.8%	4,188	4,572	9.2%	1.7	1.8	0.1
BMW	1,014	878	-13.4%	2,508	2,876	14.7%	6,352	7,592	19.5%	2.6	2.9	0.3
Buick	664	571	-14.0%	1,704	1,796	5.4%	4,569	4,916	7.6%	1.9	1.9	0.0
Cadillac	624	557	-10.7%	1,584	1,826	15.3%	4,145	4,879	17.7%	1.7	1.9	0.2
Chevrolet	4,876	3,891	-20.2%	12,484	13,224	5.9%	33,294	36,078	8.4%	13.6	13.9	0.3
Chrysler	1,031	671	-34.9%	2,589	2,481	-4.2%	6,981	6,882	-1.4%	2.9	2.6	-0.3
Dodge	1,876	1,561	-16.8%	4,859	5,242	7.9%	12,828	13,781	7.4%	5.3	5.3	0.0
FIAT	65	59	-9.2%	192	170	-11.5%	457	477	4.4%	0.2	0.2	0.0
Ford	4,599	3,613	-21.4%	11,831	12,579	6.3%	30,408	32,836	8.0%	12.5	12.6	0.1
GMC	874	755	-13.6%	2,274	2,576	13.3%	5,867	6,970	18.8%	2.4	2.7	0.3
Honda	2,487	1,971	-20.7%	6,045	6,495	7.4%	15,332	15,936	3.9%	6.3	6.1	-0.2
Hyundai	1,870	1,639	-12.4%	4,802	5,230	8.9%	12,748	13,551	6.3%	5.2	5.2	0.0
Infiniti	482	441	-8.5%	1,209	1,489	23.2%	3,381	3,932	16.3%	1.4	1.5	0.1
Jaguar	56	52	-7.1%	178	182	2.2%	449	476	6.0%	0.2	0.2	0.0
Jeep	1,613	1,567	-2.9%	4,056	5,075	25.1%	10,529	12,793	21.5%	4.3	4.9	0.6
Kia	931	932	0.1%	2,615	3,121	19.3%	6,817	7,780	14.1%	2.8	3.0	0.2
Land Rover	162	138	-14.8%	441	439	-0.5%	1,135	1,169	3.0%	0.5	0.4	-0.1
Lexus	706	574	-18.7%	1,935	1,917	-0.9%	5,068	5,311	4.8%	2.1	2.0	-0.1
Lincoln	348	342	-1.7%	886	1,060	19.6%	2,295	2,687	17.1%	0.9	1.0	0.1
Mazda	528	457	-13.4%	1,367	1,488	8.9%	3,493	3,604	3.2%	1.4	1.4	0.0
Mercedes	1,050	720	-31.4%	2,598	2,393	-7.9%	6,802	6,611	-2.8%	2.8	2.5	-0.3
MINI	142	116	-18.3%	359	349	-2.8%	896	869	-3.0%	0.4	0.3	-0.1
Mitsubishi	300	172	-42.7%	729	600	-17.7%	1,790	1,706	-4.7%	0.7	0.7	0.0
Nissan	3,710	2,895	-22.0%	9,083	9,405	3.5%	23,576	24,579	4.3%	9.7	9.4	-0.3
Other	265	134	-49.4%	650	423	-34.9%	1,668	998	-40.2%	0.7	0.4	-0.3
Porsche	151	143	-5.3%	399	463	16.0%	1,056	1,164	10.2%	0.4	0.4	0.0
smart	17	17	0.0%	48	58	20.8%	127	141	11.0%	0.1	0.1	0.0
Subaru	524	458	-12.6%	1,345	1,508	12.1%	3,268	3,733	14.2%	1.3	1.4	0.1
Suzuki	22	16	-27.3%	65	42	-35.4%	184	123	-33.2%	0.1	0.0	-0.1
Toyota	3,666	2,514	-31.4%	9,482	8,418	-11.2%	23,166	22,403	-3.3%	9.5	8.6	-0.9
Volkswagen	1,031	845	-18.0%	2,641	2,748	4.1%	7,437	7,150	-3.9%	3.0	2.7	-0.3
Volvo	142	101	-28.9%	354	391	10.5%	931	1,021	9.7%	0.4	0.4	0.0

Top ten are shaded green.

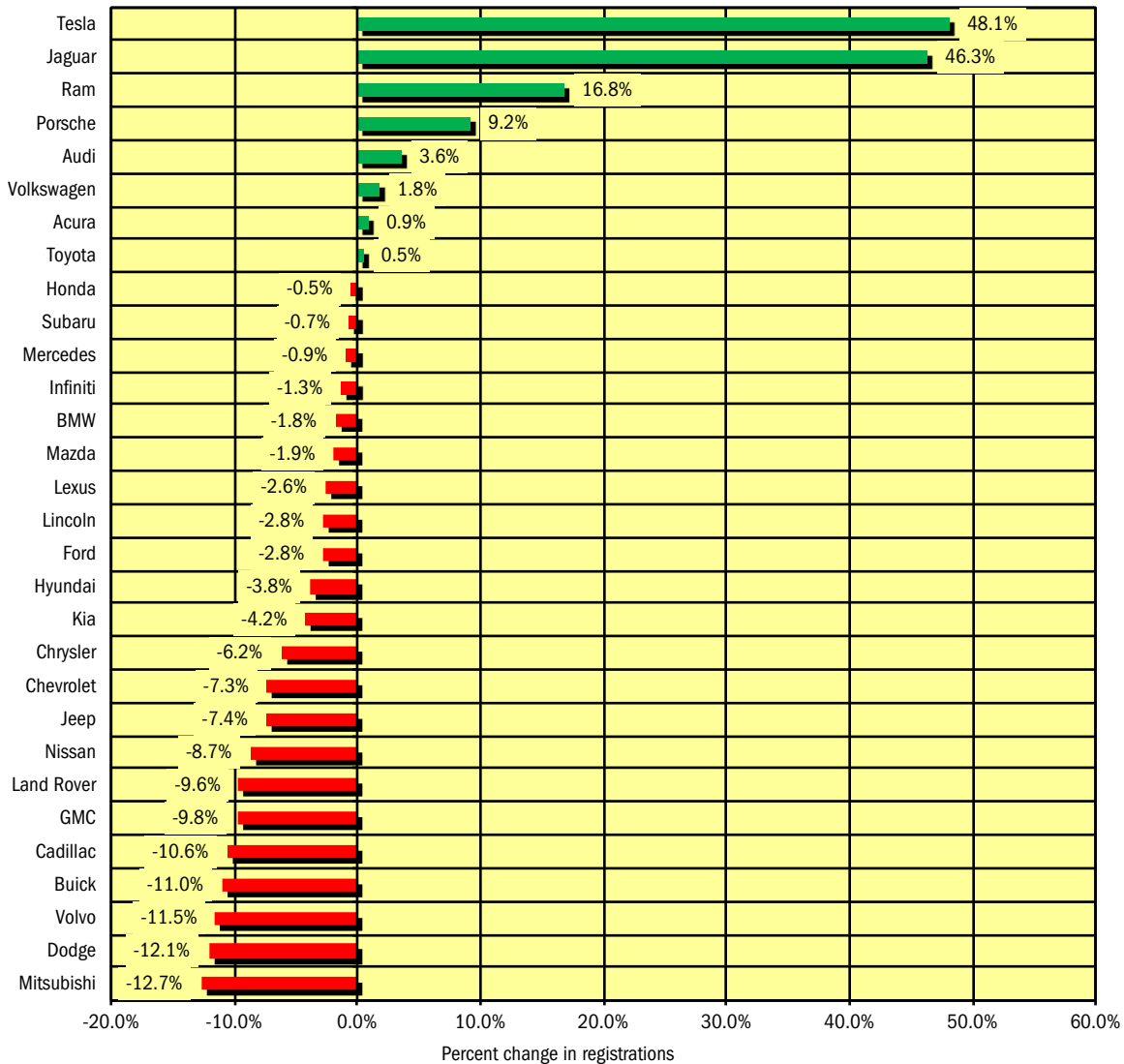
Source: IHS Markit.

Change in Used Vehicle Market Share by Age of Vehicle - YTD 2017 thru Aug. vs. YTD 2016



Data Source: IHS Markit.

**New Vehicle Market Percent Change in Brand Registrations
YTD 2017 thru September* vs. YTD 2016
(Top 30 selling brands)**



*Figures for September 2017 were estimated by Auto Outlook.

Data Source: IHS Markit.

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Auto Outlook, Inc.
PO Box 390
Exton, PA 19341
Phone: 800-206-0102
Email: jfoltz@autooutlook.com

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