Covering the First Quarter, 2007 Volume 12, Number 2

Chicago Auto Outlook ™

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Mild 2.9% Decline Predicted for Chicago Area Market in 2007

This issue of *Chicago Auto Outlook* is filled with valuable and objective information on the area new retail automotive market that can't be found anywhere else. Following is a compilation of 14 facts and figures highlighted in this issue:

1 New retail car and light truck registrations in the eight county Chicago Area are predicted to decline 2.9% for all of this year versus 2006, which follows a 6.6% drop last year.

2 Light trucks are expected to grab a larger share of the market this year, with light truck registrations projected to increase 1.7% versus a 6.4% drop for cars.

3 Tradtional domestic (Big Three) market share in the Chicago Area during the first three months of this year was 40.4%, below their 45.9% share of the U.S. market.

4 The Chicago Area new retail light vehicle market declined 8.4% during the first three months of this year versus a year earlier.

5 Auto Outlook believes that the market will increase slightly versus year earlier levels in the second half of this year.

6 At this point, it appears that the market has a good chance to improve next year. (Look for more details on next year's outlook in upcoming issues.)

7 The area's Compact SUV segment was the winner during the First Quarter of this year, with market share increasing more than 1.5 points versus the same period a year earlier (see page 3).

8 Toyota Camry was the best-selling car in the area retail car market during the first three months of this year. Honda Odyssey was the light truck leader (see page 3).

9 The area unemployment rate was 4.4% in March of this year, down 0.6 of a point versus a year earlier. Total employment was up 2.1%. Consumer affordability for new vehicles improved in the Fourth Quarter of '06.

10 Honda, Lexus, Acura, Volkswagen, and Pontiac rank high in our appraisal of brand sales performance in the Chicago Area market (see page 6).

11 Japanese brand market share in the area increased 4.5 points during the first three months of this year versus a year earlier. Toyota was the big winner (see page 10).

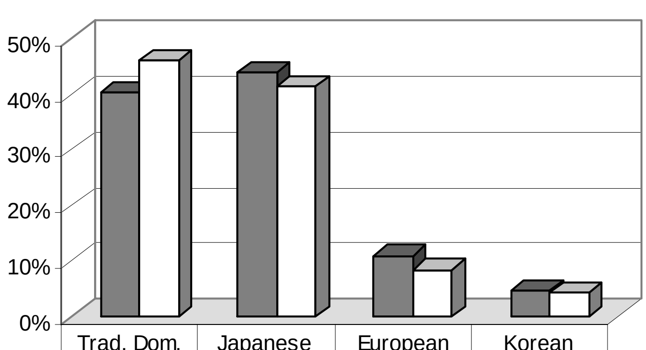
12 Toyota held onto the top spot in the area market during the First Quarter of this year, ahead of second place Honda.

13 Cook County was the largest county market in the Chicago Area during the First Quarter of this year, accounting for nearly 50% of the area market.

14 Average manufacturer new vehicle incentives were $3,643 In March of this year, up sharply versus a year earlier. (Source:CNW Marketing Research.)

CHICAGO AREA RETAIL LIGHT VEHICLE MARKET—AT A GLANCE

RETAIL MARKET SHARE—YTD '07 (thru March)



	Trad. Dom.	Japanese	European	Korean
Chicago	40.4%	43.8%	11.0%	4.8%
US	45.9%	41.3%	8.5%	4.3%

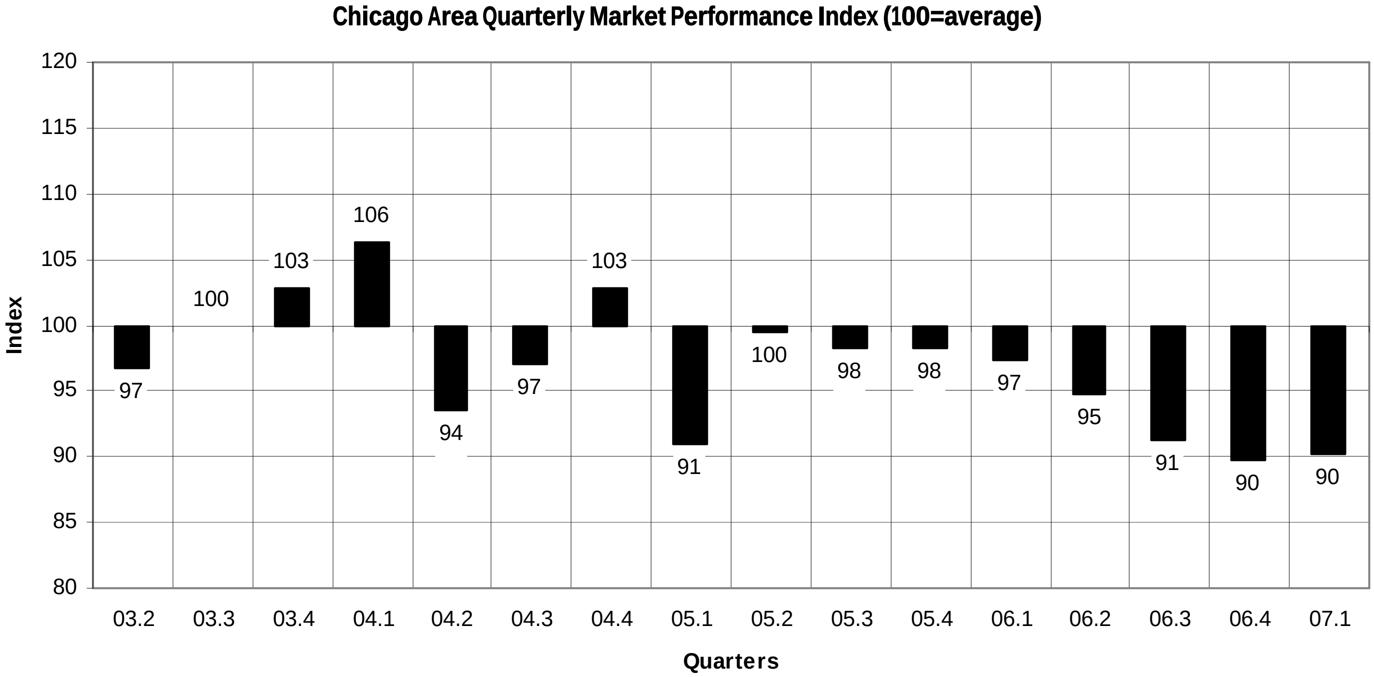
CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

	2006	Forecast 2007	% Chg. '06 to '07	Mkt. Share 2007
TOTAL	329,150	319,740	-2.9%	0.0%
Car	184,459	172,660	-6.4%	54.0%
Light Truck	144,691	147,080	1.7%	46.0%
Traditional Domestic	142,782	129,627	-9.2%	40.5%
Japanese	137,676	141,182	2.5%	44.2%
European	33,528	33,315	-0.6%	10.4%
Korean	15,164	15,616	3.0%	4.9%

Source for historical data: AutoCount, an Experian Company

Quarterly Industry Results and Forecast

Chicago Area Market Predicted to Increase Slightly in Second Half of 2007



The graph above shows the Chicago Area Quarterly Market Performance Index. The Index tracks the performance of the area new retail light vehicle market relative to the U.S. market. When the Index is above 100 (such as in the First Quarter of 2004) the area market had a better quarter than the U.S. Conversely, when the Index falls below 100, the area market was weaker.

Summary Table	05.1	05.2	05.3	05.4	06.1	06.2	06.3	06.4	07.1	07.2	07.3	07.4
Actual registrations	69,375	97,900	106,561	78,597	75,047	88,369	92,908	72,826	68,769	83,412	93,003	74,556
% change from year earlier	-14.9%	10.5%	5.8%	-10.9%	8.2%	-9.7%	-12.8%	-7.3%	-8.4%	-5.6%	0.1%	2.4%

New retail light vehicle registrations in the Chicago Area declined 8.4% in the First Quarter of 2007 versus a year earlier. Auto Outlook predicts that the market will decline in the Second Quarter of this year versus 2006, with small increases likely in the Third and Fourth Quarters.

Source for Historical Data: AutoCount, an Experian Company.

Chicago Auto Outlook
Covering First Quarter, 2007

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Information on Data Source

Source for new vehicle registration data presented in *Chicago Auto Outlook* is AutoCount, an Experian Company. Figures include new vehicles registered in the six Northeast Illinois counties that were sold by Illinois dealerships, and new vehicles registered in the two Northwest Indiana counties that were sold by Indiana dealerships. For this reason, figures vary slightly from those presented in issues released prior to 2006.

Note: Due to processing delays at the Indiana Department of Motor Vehicles, new vehicle registration data is unavailable for the two Indiana counties (Lake and Porter) for July of last year thru March of this year. Figures for these months were estimated by Auto Outlook.

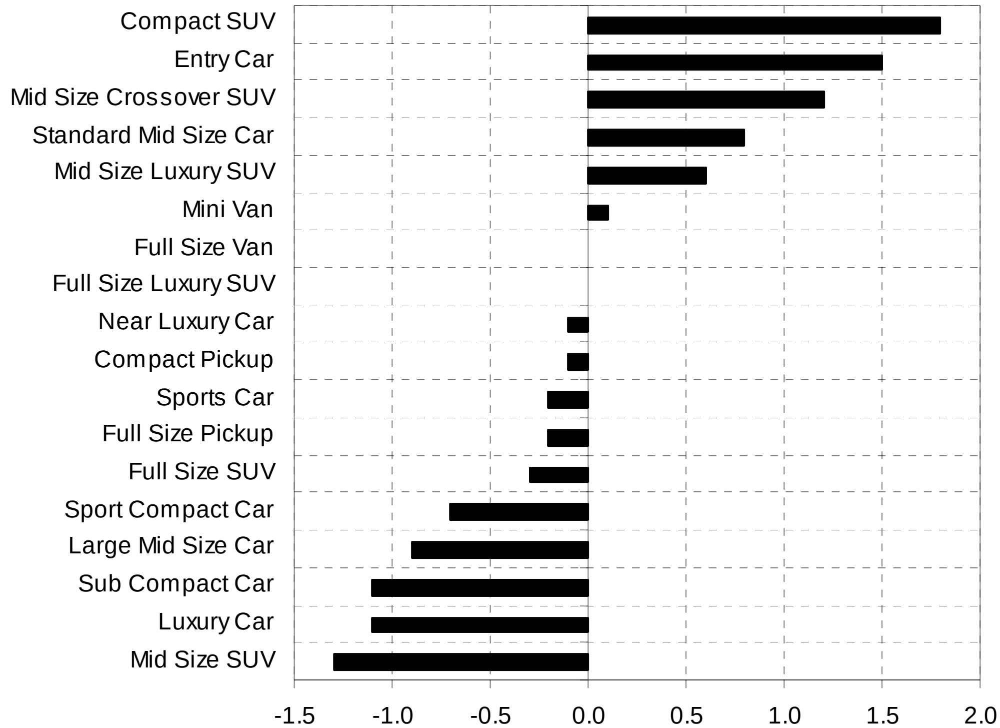
Segment Watch

Compact SUV Segment Market Share Increases in First Quarter

This page provides information on the make-up of the Chicago Area light vehicle market during the first three months of this year. The graph on the right provides a snapshot of market segments that have lost or gained market share during the first three months of this year versus the same period a year earlier. The table below shows the top sellers in each market segment.

Observations: Higher fuel prices and several new products have undoubtedly given a boost to the Compact SUV segment, which had the largest increase in market share in the First Quarter. Entry Car segment market share increased 1.5 points. Toyota Camry was the best selling Standard Mid Size Car, while Chevrolet Tahoe was the leader among Full Size SUVs.

Change in Segment Market Share-YTD '07 (thru March) vs. YTD '06



Top Selling Models in Each Segment - Chicago Area
New Retail Registrations, YTD '07 (thru March) and Market Share of Segment

Cars											
Entry			**Sub Compact**			**Sporty Compact**			**Standard Mid Size**		
Model	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**
Toyota Yaris	421	26.8	Honda Civic	1646	17.9	Scion tC	337	39.6	Toyota Camry	2198	25.8
Nissan Versa	325	20.7	Toyota Corolla	1500	16.3	Ford Mustang	287	33.7	Honda Accord	1735	20.4
Chevrolet Aveo	312	19.8	Ford Focus	731	8.0	Mitsubishi Eclipse	92	10.8	Pontiac G6	851	10.0
Honda Fit	157	10.0	Toyota Prius	628	6.8	Hyundai Tiburon	77	9.0	Hyundai Sonata	698	8.2
Hyundai Accent	126	8.0	Chevrolet Cobalt	537	5.8	Pontiac GTO	52	6.1	Nissan Altima	616	7.2
Large Mid Size			**Near Luxury**			**Luxury**			**Sports Car**		
Model	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**
Chevrolet Impala	1135	26.1	Lexus ES	652	16.8	BMW 5-Series	390	16.8	Chevrolet Corvette	154	34.6
Buick Lucerne	437	10.0	BMW 3-Series	572	14.8	Cadillac DTS	249	10.8	Saturn Sky	51	11.5
Toyota Avalon	412	9.5	Infiniti G35	445	11.5	Mercedes E-Class	208	9.0	Pontiac Solstice	46	10.3
Chrysler 300	376	8.6	Acura TL	435	11.2	Mercedes S-Class	167	7.2	Porsche 911	36	8.1
Dodge Charger	367	8.4	Audi A4	341	8.8	Lexus LS	161	7.0	Nissan 350 ZX	30	6.7
Light Trucks											
Compact Pickup			**Full Size Pick Up**			**Mini Van**			**Full Size Van**		
Model	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**
Honda Ridgeline	229	22.0	Ford F-Series	1017	35.6	Honda Odyssey	1494	32.6	Chevrolet Express	357	40.8
Toyota Tacoma	210	20.2	Chevrolet Silverado	844	29.5	Toyota Sienna	937	20.4	Ford E-Series	265	30.3
Chevrolet Colorado	204	19.6	Dodge Ram	372	13.0	Dodge Caravan	635	13.8	GMC Savana	150	17.1
Ford Ranger	148	14.2	Chevrolet Avalanche	230	8.1	Chrysler T & C	528	11.5			
Dodge Dakota	114	11.0	GMC Sierra	225	7.9	Nissan Quest	253	5.5			
Compact SUV			**Mid Size SUV/Crossover SUV**			**Full Size SUV**			**Mid and Full Size Luxury SUV**		
Model	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**	**Model**	**Regs.**	**Share**
Honda CRV	1281	18.6	Honda Pilot	922	12.9	Chevrolet Tahoe	494	28.4	Lexus RX	1052	24.0
Toyota RAV4	962	14.0	Chevrolet TrailBlazer	645	9.0	Ford Expedition	232	13.3	Acura MDX	376	8.6
Ford Escape	873	12.7	Toyota Highlander	577	8.1	Chevrolet Suburban	218	12.5	Cadillac Escalade	292	6.7
Chevrolet Equinox	574	8.3	Nissan Murano	557	7.8	GMC Yukon	185	10.6	BMW X5	240	5.5
Saturn Vue	503	7.3	Jeep Grand Cherokee	531	7.4	GMC Yukon XL	147	8.4	Mercedes ML-Class	237	5.4

Chicago Area Retail Car and Light Truck Registrations - History and Forecast

	Registrations					Market Share				
	Units			Percent Change		Share (%)			Change	
	2005	2006	Forecast 2007	'05 to '06	Forecast '06 to '07	2005	2006	Forecast 2007	'05 to '06	Forecast '06 to '07
TOTAL	352,433	329,150	319,740	-6.6%	-2.9%					
Domestic Brands	168,074	142,782	129,627	-15.0%	-9.2%	47.7	43.4	40.5	-4.3	-2.9
Japanese Brands	134,731	137,676	141,182	2.2%	2.5%	38.2	41.8	44.2	3.6	2.4
European Brands	34,799	33,528	33,315	-3.7%	-0.6%	9.9	10.2	10.4	0.3	0.2
Korean Brands	14,829	15,164	15,616	2.3%	3.0%	4.2	4.6	4.9	0.4	0.3
Acura	8,185	8,108	8,088	-0.9%	-0.2%	2.3	2.5	2.5	0.2	0.0
Audi	3,205	2,874	3,147	-10.3%	9.5%	0.9	0.9	1.0	0.0	0.1
BMW	8,311	7,655	7,562	-7.9%	-1.2%	2.4	2.3	2.4	-0.1	0.1
Buick	6,851	5,987	4,770	-12.6%	-20.3%	1.9	1.8	1.5	-0.1	-0.3
Cadillac	6,453	6,304	5,202	-2.3%	-17.5%	1.8	1.9	1.6	0.1	-0.3
Chevrolet	46,299	39,770	36,470	-14.1%	-8.3%	13.1	12.1	11.4	-1.0	-0.7
Chrysler	12,440	8,488	7,608	-31.8%	-10.4%	3.5	2.6	2.4	-0.9	-0.2
Dodge	16,877	14,559	13,478	-13.7%	-7.4%	4.8	4.4	4.2	-0.4	-0.2
Ford	36,511	30,649	27,074	-16.1%	-11.7%	10.4	9.3	8.5	-1.1	-0.8
GMC	7,880	5,569	5,342	-29.3%	-4.1%	2.2	1.7	1.7	-0.5	0.0
Honda	34,848	36,431	36,364	4.5%	-0.2%	9.9	11.1	11.4	1.2	0.3
Hummer	1,059	1,281	961	21.0%	-25.0%	0.3	0.4	0.3	0.1	-0.1
Hyundai	11,681	12,117	12,235	3.7%	1.0%	3.3	3.7	3.8	0.4	0.1
Infiniti	4,096	3,276	3,330	-20.0%	1.6%	1.2	1.0	1.0	-0.2	0.0
Isuzu	260	123	121	-52.7%	-1.6%	0.1	0.0	0.0	-0.1	0.0
Jaguar	828	613	562	-26.0%	-8.3%	0.2	0.2	0.2	0.0	0.0
Jeep	8,630	7,856	7,878	-9.0%	0.3%	2.4	2.4	2.5	0.0	0.1
Kia	3,148	3,047	3,381	-3.2%	11.0%	0.9	0.9	1.1	0.0	0.2
Land Rover	1,495	1,655	1,854	10.7%	12.0%	0.4	0.5	0.6	0.1	0.1
Lexus	10,562	11,099	11,642	5.1%	4.9%	3.0	3.4	3.6	0.4	0.2
Lincoln	2,220	2,062	2,085	-7.1%	1.1%	0.6	0.6	0.7	0.0	0.1
Mazda	5,024	4,980	5,111	-0.9%	2.6%	1.4	1.5	1.6	0.1	0.1
Mercedes	5,685	5,618	5,741	-1.2%	2.2%	1.6	1.7	1.8	0.1	0.1
Mercury	5,405	3,750	3,216	-30.6%	-14.2%	1.5	1.1	1.0	-0.4	-0.1
Mini	1,939	1,529	1,627	-21.1%	6.4%	0.6	0.5	0.5	-0.1	0.0
Mitsubishi	3,318	3,183	3,317	-4.1%	4.2%	0.9	1.0	1.0	0.1	0.0
Nissan	20,662	18,417	18,657	-10.9%	1.3%	5.9	5.6	5.8	-0.3	0.2
Pontiac	10,514	10,885	8,830	3.5%	-18.9%	3.0	3.3	2.8	0.3	-0.5
Porsche	948	923	788	-2.6%	-14.6%	0.3	0.3	0.2	0.0	-0.1
Saab	1,365	1,059	822	-22.4%	-22.4%	0.4	0.3	0.3	-0.1	0.0
Saturn	6,935	5,622	6,713	-18.9%	19.4%	2.0	1.7	2.1	-0.3	0.4
Subaru	3,682	3,349	2,967	-9.0%	-11.4%	1.0	1.0	0.9	0.0	-0.1
Suzuki	1,364	1,800	1,951	32.0%	8.4%	0.4	0.5	0.6	0.1	0.1
Toyota/Scion	42,730	46,910	49,634	9.8%	5.8%	12.1	14.3	15.5	2.2	1.2
Volkswagen	7,203	7,922	7,934	10.0%	0.2%	2.0	2.4	2.5	0.4	0.1
Volvo	3,243	3,198	2,814	-1.4%	-12.0%	0.9	1.0	0.9	0.1	-0.1
Others	577	482	464	-16.5%	-3.7%	0.2	0.1	0.1	-0.1	0.0

Historical Data Source: AutoCount, an Experian Company

Forecast Projections: Auto Outlook

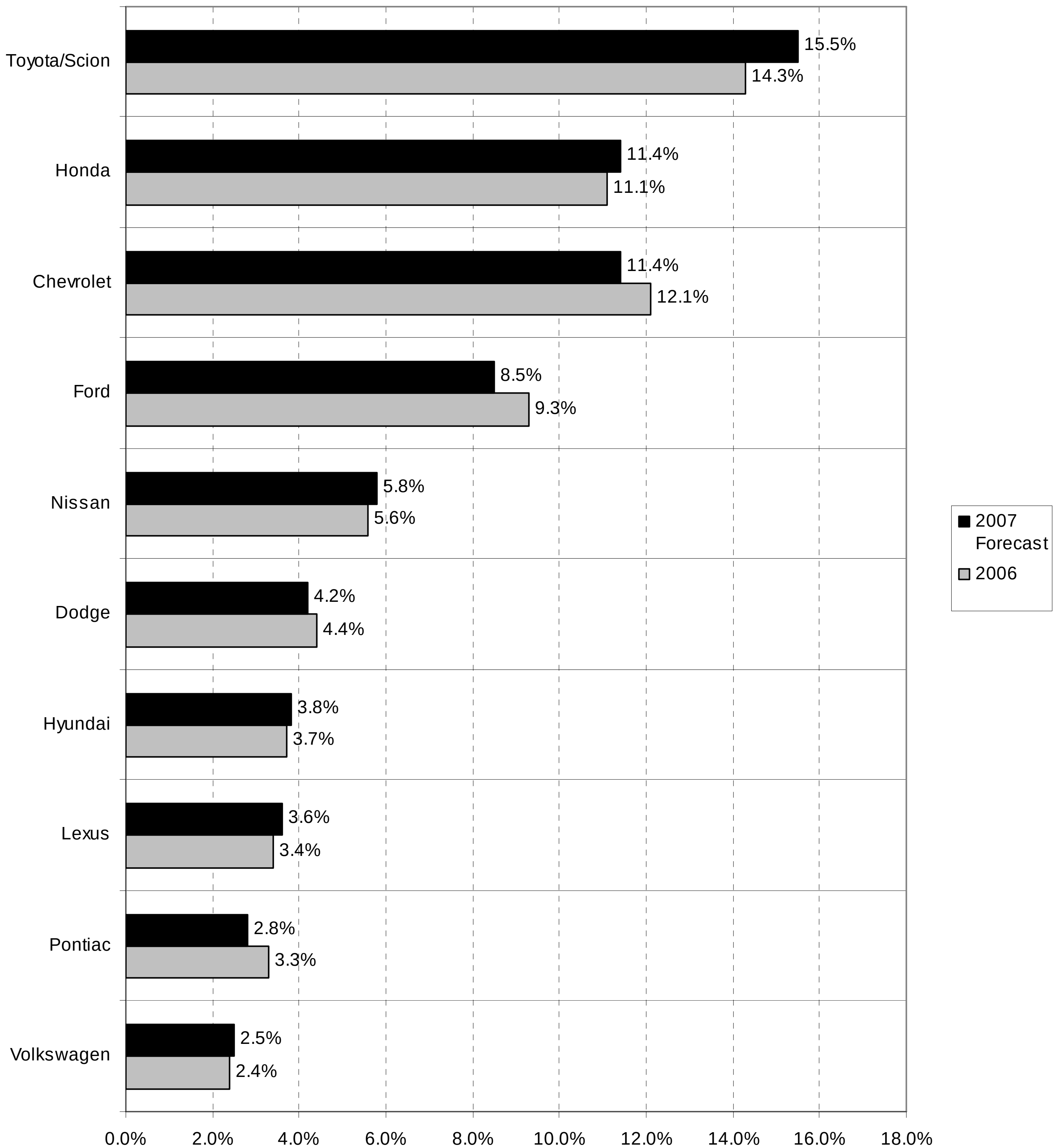
The table above presents Auto Outlook's forecast for new retail light vehicle registrations in the Chicago Area. Projections are based on a detailed analysis of competitive dynamics in the new vehicle market, including consumer tastes, new vehicle product plans, and manufacturers' sales targets. As with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

Brand Forecast

2007 Market Share Forecast for Top 10 Selling Brands in Area

Toyota was the winner in the Chicago Area new vehicle market during 2006, with its market share increasing a significant 2.2 share points from 2005. Combined Toyota and Scion car and light truck registrations increased 9.8% last year, while the overall market declined 6.6%. As shown on the graph below, 2007 is predicted to be another good year for Toyota, although its market share gain is likely to be smaller than last year. Auto Outlook projects that market share for Toyota will increase to 15.5% this year, up from 14.3% a year earlier. Market share projections for the top 10 selling brands in the area are shown on the graph below.

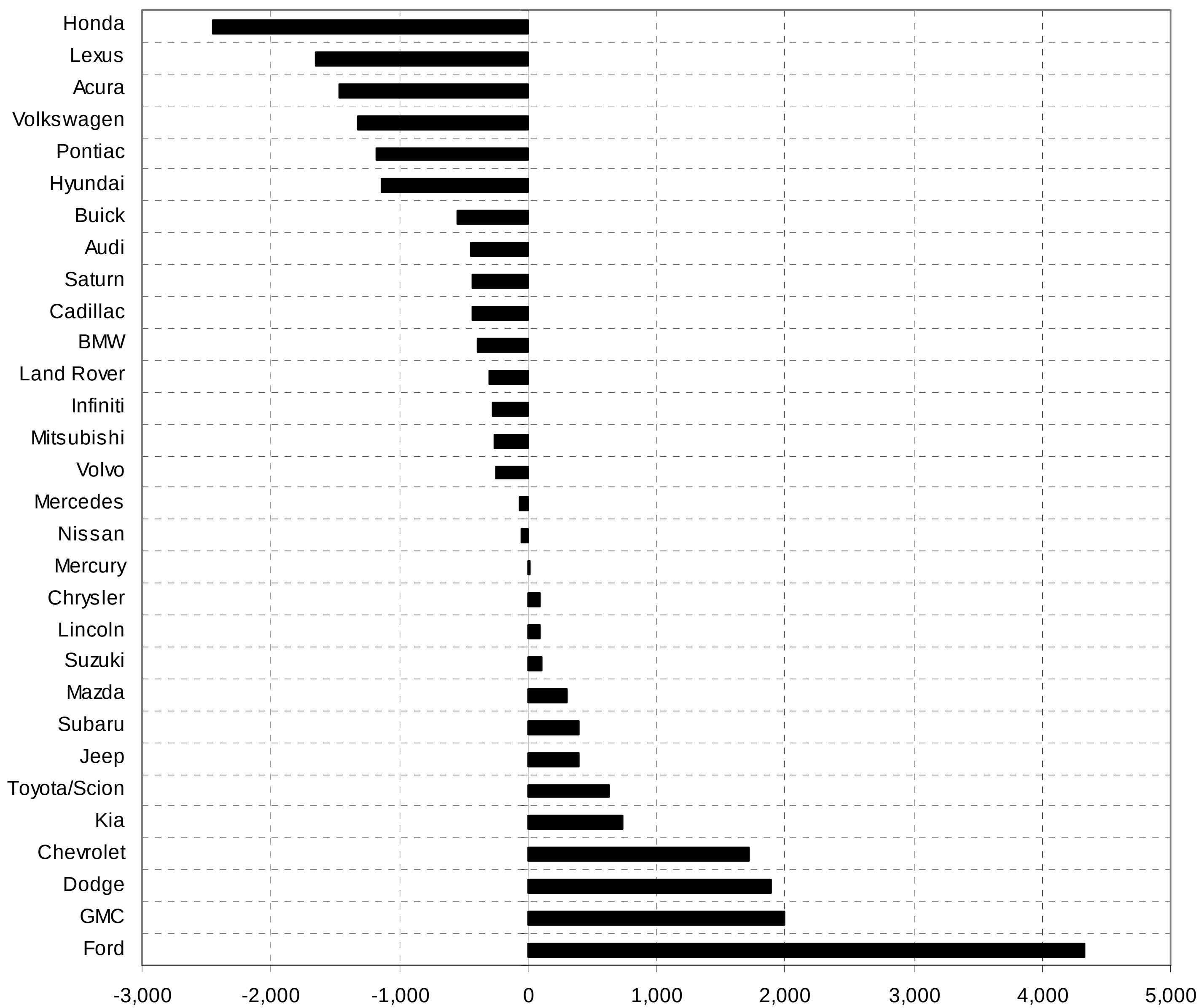
Chicago Area New Retail Light Vehicle Market Share for Top 10 Brands—2006 (actual) and 2007 Forecast



CHICAGO AREA BRAND SCOREBOARD-Part 1

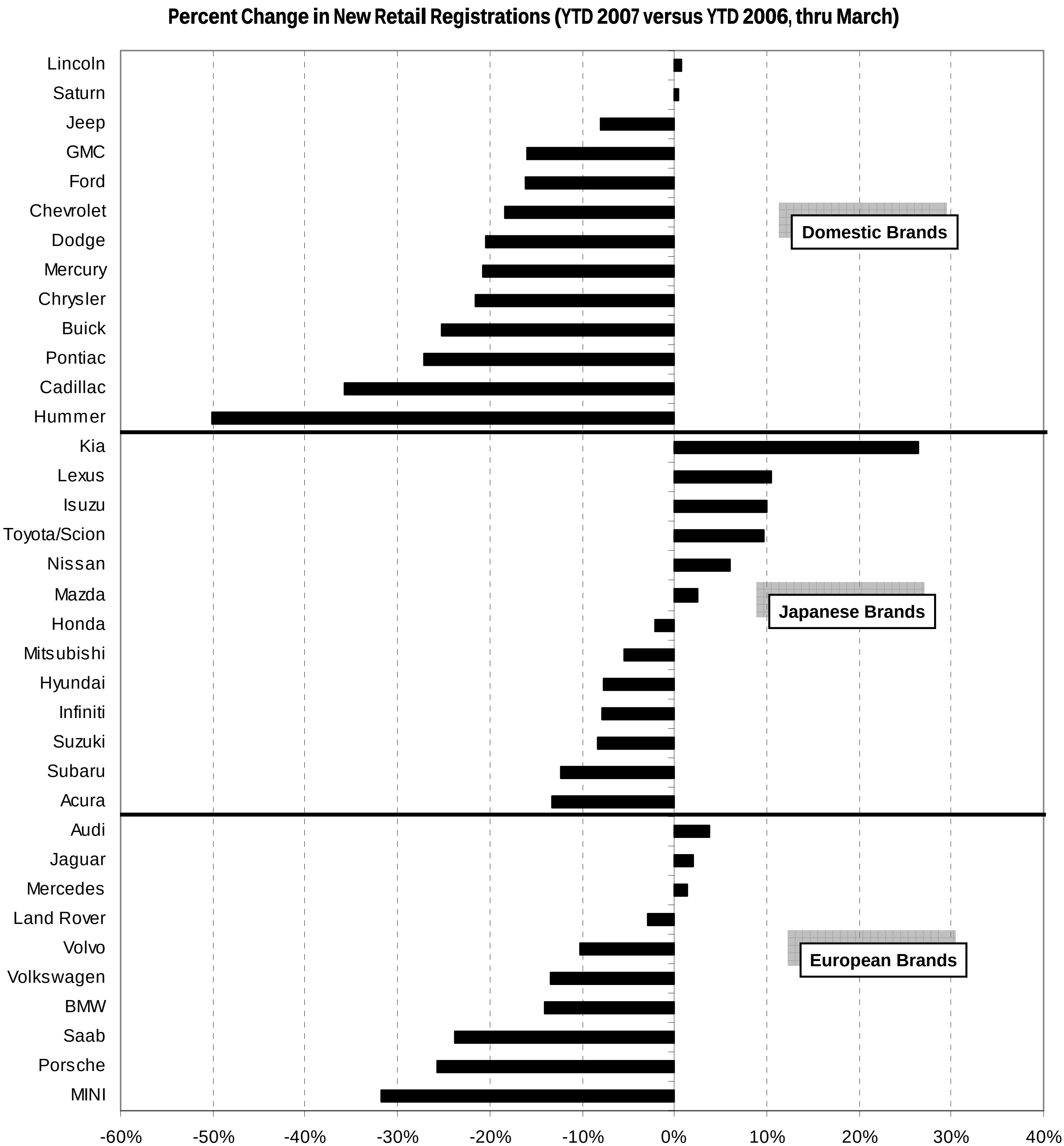
The graph below provides an indicator of brands that are popular in the Chicago Area (relative to the National standard), and those that are not. Here's how it works: For the top 30 selling brands in the area, each brand's share of the U.S. market is multiplied by retail registrations in the area from October of 2006 to March of this year. This yields a "target" for the Chicago Area market. Actual registrations are subtracted from this target to arrive at the Unit Potential estimate. Brands at the bottom of the graph (i.e., Ford and GMC) have a high unit potential in the area, meaning that registrations would need to increase by a significant number for area market share to equal National. Brands at the top of the graph (Honda, Lexus, and Acura) have a "significant negative potential," indicating that they are strong sellers in the area. Registrations would have to decline in order for area market share to equal National.

Chicago Area Retail Market Potential—based on registrations for Oct. '06 thru Mar. '07
(Increase or decrease in registrations required for brand to equal National market share in area)



CHICAGO AREA BRAND SCOREBOARD-Part 2

The graph below shows the percent change in new retail light vehicle registrations from January thru March of this year versus the same period a year earlier. Brands are organized based on primary segments (Domestic, Asian, and European). This makes it easy to see how each brand stacks up versus its primary competitors. Lincoln had the biggest percentage increase among Domestic brands. Kia had the largest percentage increase for Asian brands, while Audi led among European brands.



Economic Review

Economy and Automotive Consumers in Relatively Good Shape; Risks Ahead

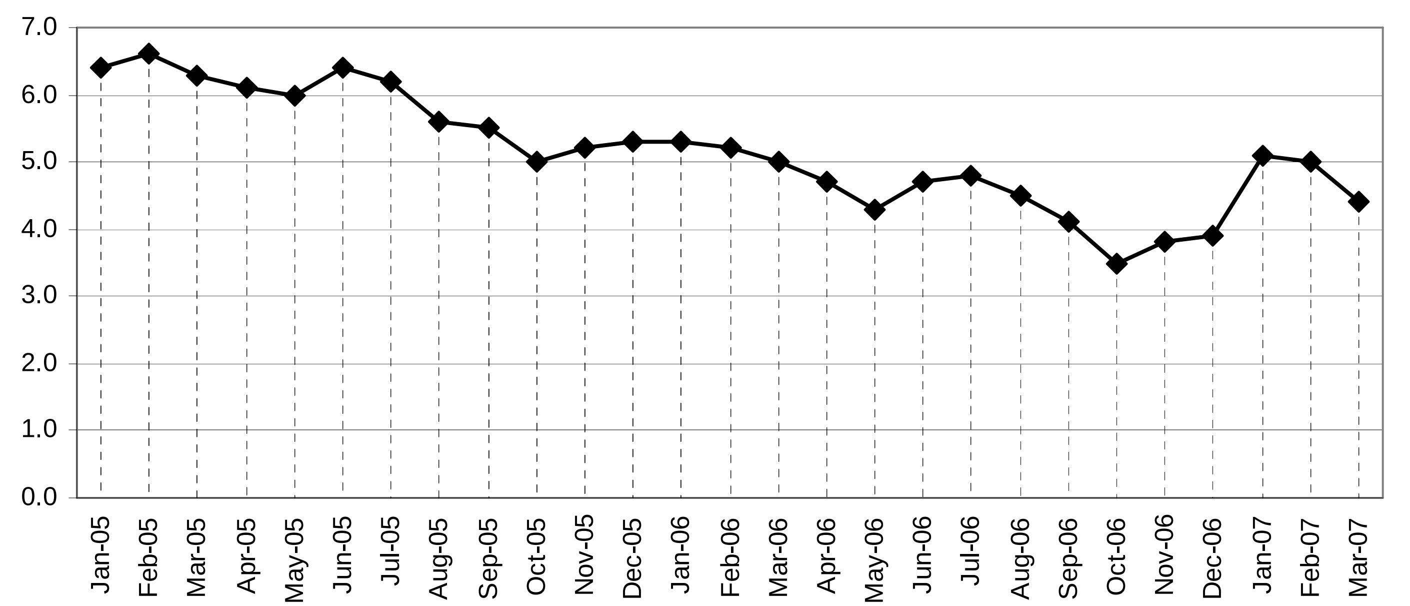
As discussed on page one, the Chicago Area new retail light vehicle market is predicted to decline slightly this year, which follows on the heels of a 6.6% drop last year. This less than robust outlook is partly attributable to strong results posted between 2000 and 2005, and the cyclical decline in sales that usually follows. One piece of good news for the market is that the area's economy was in relatively good shape in the First Quarter of this year. As shown on the table to the right, according to the Bureau of Labor Statistics, the area's unemployment rate was just 4.4% in March of 2007, and total employment increased 2.1% versus March of 2006. Interest rates were up over the period, while manufacturer incentives moved higher. New vehicle affordability was up slightly in the Fourth Quarter of '06 versus a year earlier.

Unfortunately, this relatively bright economic picture is likely to turn cloudier during the rest of this year. Most economists expect economic growth to ease during 2007, and consumers are adding to already elevated debt levels while dealing with a softening housing market. The cumulative impact is expected to put a damper on new vehicle sales.

Key Indicators of Chicago Area Economy and Financial Health of Automotive Consumers

Chicago Area Unemployment Rate	
March, 2006	5.0%
March, 2007	4.4%
Change (percentage points)	Down 0.6 of a point
(Source: Bureau of Labor Statistics)	
Total Non-Farm Employment in the Chicago Area	
March, 2006	4,556,065
March, 2007	4,652,328
Percent Change	Up 2.1%
(Source: Bureau of Labor Statistics)	
Prime Interest Rate	
March, 2006	7.50%
March, 2007	8.25%
Change (percentage points)	Up 0.75 points
(Source: Federal Reserve Bank)	
Average Manufacturer New Vehicle Incentives	
March, 2006	$2,992
March, 2007	$3,643
Percent Change	Up 21.8%
(Source: CNW Marketing Research)	
Comerica Bank New Vehicle Affordability Index (U.S.)	
Number of weeks (median household income) to purchase a new vehicle	
Fourth Quarter, 2005	27.0 weeks
Fourth Quarter, 2006	26.2 weeks
Percent Change	Improvement of 0.8 of a week
(Source: Comerica Bank)	

Chicago Area Unemployment Rate (January, 2005 thru March, 2007)



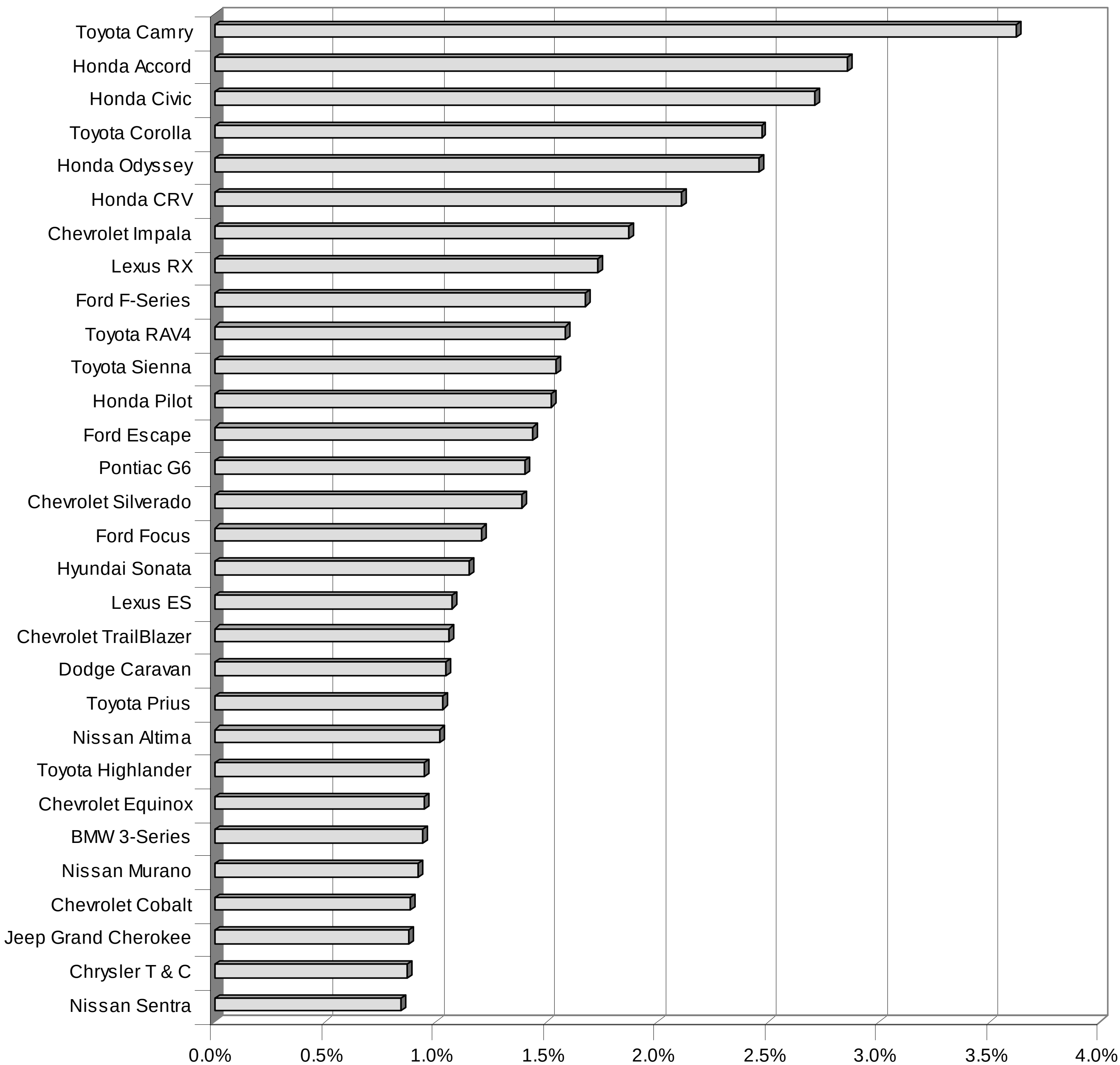
Best Selling Models in Chicago Area

Toyota Camry Best Selling Model in Area Market During First Quarter of '07

The graph below shows market share for each of the top 30 selling models in the Chicago Area retail market during the first three months of this year. Toyota Camry was the leader in the area, accounting for 3.6% of the market. Honda Accord was second, followed by Honda Civic, Toyota Corolla, Honda Odyssey, Honda CRV, and Chevrolet Impala.

Source: AutoCount, an Experian Company.

Share of Chicago Area Market for Top 30 Selling Models YTD 2007 thru March

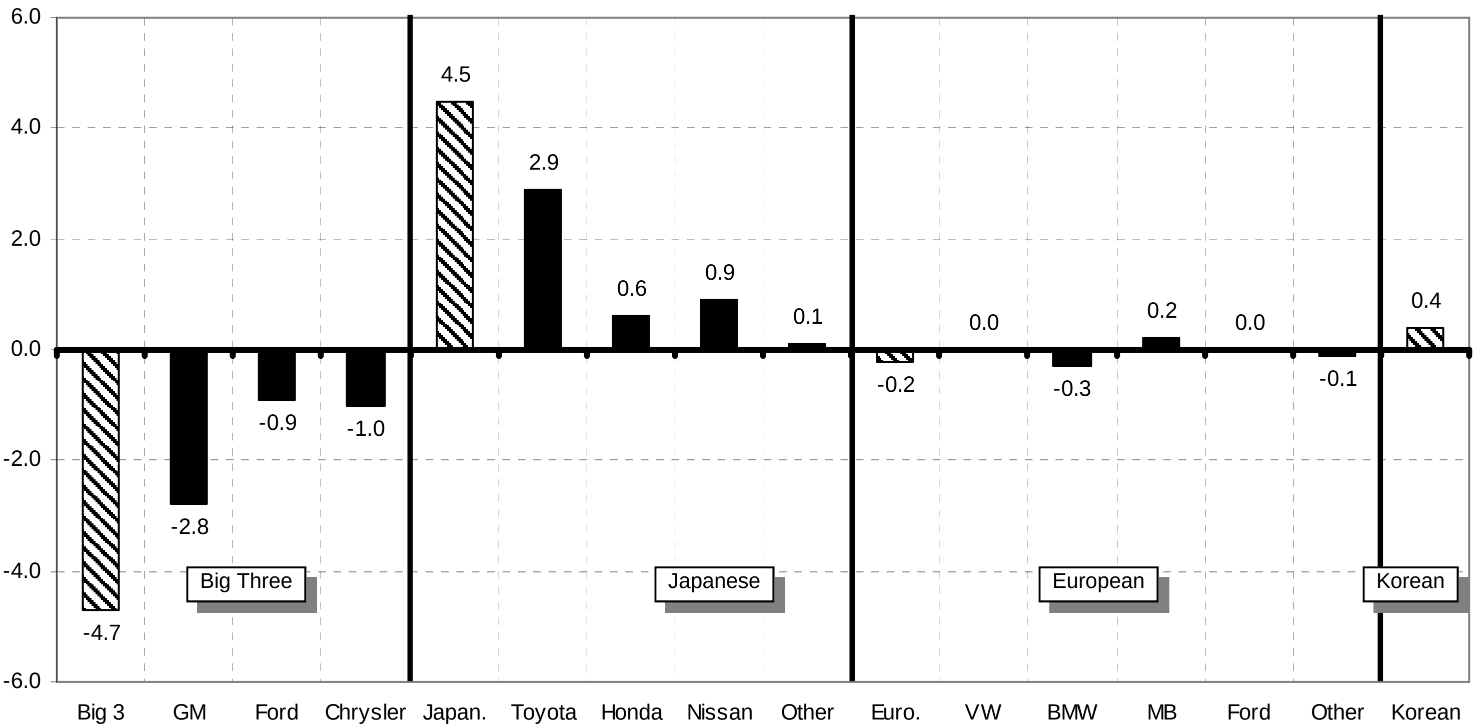


Market Tracker

Japanese Brands Gain 4.5 Market Share Points During First Quarter

It's no secret that Domestic Brands (the Traditional Big Three) are behind the eight ball in the hotly contested new vehicle market. The basic strategy is one of retrenchment and regrouping. Market share losses for the Big Three are inevitable as the companies cut production and scale back incentive offers. Their hope is that they will emerge as leaner, more focused, more profitable, and more competitive. In the meantime, the picture will not be pretty, as illustrated by the graph below. Collectively, the Big Three lost 4.7 market share points in the Chicago Area during the First Quarter of this year. Japanese brands were the primary benefactors, with their market share increasing 4.5 points.

Change in Retail Light Vehicle Market Share - YTD '07 (thru March) vs. YTD '06



Brands included above: Big 3: GM (Buick, Cadillac, Chevrolet, GMC, Hummer, Pontiac, and Saturn), Ford (Ford, Lincoln, and Mercury), Chrysler (Chrysler, Dodge, and Jeep). **Japanese:** Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Isuzu, Mazda, Mitsubishi, Subaru, and Suzuki). **European:** VW (Audi, Bentley, and Volkswagen), BMW (BMW, Rolls Royce, and Mini), MB (Mercedes Benz), Ford (Aston Martin, Jaguar, Land Rover, and Volvo), Other (Ferrari, Lotus, Maserati, and Saab). **Korean:** Hyundai and Kia.

Chicago Area Top Ten Scoreboard

Honda Moves into Second Place Ahead of Chevrolet

FOURTH QUARTER, 2006			FIRST QUARTER, 2007			*change in*
Rank	Make	Market Share	**Rank**	Make	Market Share	*mkt. share*
1	Toyota	15.5%	**1**	Toyota	14.9%	*-0.6%*
2	Chevrolet	11.5%	**2**	Honda	11.9%	*0.9%*
3	Honda	11.0%	**3**	Chevrolet	10.7%	*-0.8%*
4	Ford	8.5%	**4**	Ford	8.1%	*-0.4%*
5	Nissan	6.2%	**5**	Nissan	6.5%	*0.3%*
6	Dodge	4.2%	**6**	Lexus	4.1%	*0.6%*
7	Lexus	3.5%	**7**	Dodge	4.0%	*-0.2%*
8	Hyundai	3.5%	**8**	Hyundai	3.5%	*0.0%*
9	Jeep	2.9%	**9**	Jeep	2.6%	*-0.3%*
10	Acura	2.9%	**10**	BMW	2.6%	*0.4%*

This table shows the Top 10 sellers in the Chicago Area retail light vehicle market during the Fourth Quarter of last year and the First Quarter of this year. Honda gained 0.9 of a market share point and moved into second place. Lexus improved from seventh place to sixth.

Source: AutoCount, an Experian Company.

County Scoreboard

Will County Market Posts Small Increase in First Quarter of This Year

The tables on this page provide a thorough summary of each of the Chicago Area's eight county retail light vehicle markets. This 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 new retail light vehicle registrations during the First Quarters of 2006 and 2007, as well as the percent change and unit change over the period. Light truck market share is also shown

Part 2 presents market share data for Domestic Brands, and the top ten selling car and light truck brands in the four Illinois counties. The top two counties in each category are shaded.

Note: As discussed on page 2, registration data for the state of Indiana was unavailable from July of 2006 thru March of this year. Figures below were estimated.

Source: AutoCount and Experian Company

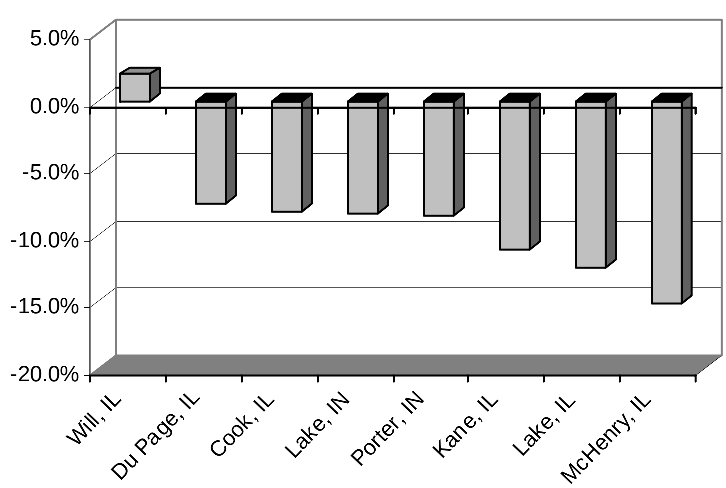
COUNTY BY COUNTY - PART 1

	Registrations (ytd thru March)		Percent Change	Unit Change	Light Truck Market Share (%)		
	2006	2007	2006 to 2007	2006 to 2007	2006	2007	Change '06 to '07
Cook, IL	37,115	34,016	-8.3%	-3,099	44.0	45.6	1.6
Du Page, IL	11,051	10,196	-7.7%	-855	46.1	48.6	2.5
Kane, IL	4,732	4,208	-11.1%	-524	51.8	53.1	1.3
Lake, IL	9,109	7,967	-12.5%	-1,142	48.0	52.1	4.1
McHenry, IL	3,178	2,699	-15.1%	-479	52.8	57.8	5.0
Will, IL	6,275	6,398	2.0%	123	52.5	54.3	1.8
Lake, IN	2,570	2,354	-8.4%	-216	51.6	53.8	2.2
Porter, IN	1,017	931	-8.5%	-86	55.7	57.8	2.1

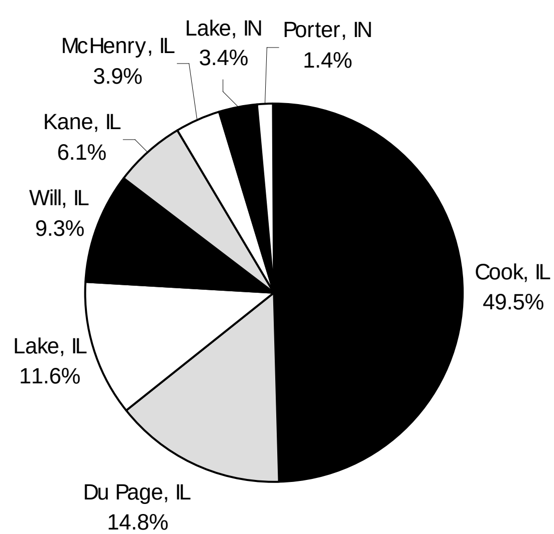
COUNTY BY COUNTY - PART 2

	Market Share Summary-Year To Date (thru March)												
	Domestic Brands			Top Ten Selling Brands in Area									
	YTD 2006	YTD 2007	Change '06 to '07	Toyota/ Scion	Honda	Chev.	Ford	Nissan	Lexus	Dodge	Hyund.	Jeep	BMW
Cook, IL	43.1	39.3	-3.8	15.6	11.6	10.5	7.9	6.8	4.1	4.1	3.5	2.5	2.3
Du Page, IL	39.0	33.1	-5.9	15.8	12.6	8.6	8.0	6.5	5.1	2.6	3.5	2.3	3.3
Kane, IL	44.8	41.1	-3.7	13.5	11.8	12.9	8.3	7.7	2.8	4.8	3.8	2.8	2.0
Lake, IL	36.4	32.4	-4.0	15.2	12.5	10.0	6.0	4.8	5.8	3.3	2.5	3.1	4.4
McHenry, IL	51.5	45.8	-5.7	11.9	14.5	13.0	9.7	6.0	2.0	5.4	4.3	3.8	1.5
Will, IL	52.1	49.8	-2.3	11.3	11.2	13.6	11.4	6.0	2.6	5.2	4.5	2.9	1.9

Percent Change in Registrations – YTD '07 thru March vs. YTD '06



Share of Regional Market – YTD '07 (thru March)



NEW RETAIL LIGHT VEHICLE MARKET COMPARISON: CHICAGO AREA VS. U.S.

	Area Market		U.S. Market	
Market Growth % change in registrations YTD '07 thru March vs. YTD '06	**-8.4%**		**-0.8%**	
Car Market Share Car share of industry retail light vehicle registrations - YTD '07	**51.0%**		**47.9%**	
Domestic Brand Market Share Domestic brand share of industry retail light vehicle registrations - YTD '07	**40.4%**		**45.9%**	
Top Selling Retail Brands *Top selling light vehicle brands and market share - YTD 2007*				
First	**Toyota**	**14.9%**	**Toyota/Scion**	**15.4%**
Second	**Honda**	**11.9%**	**Chevrolet**	**12.3%**
Third	**Chevrolet**	**10.7%**	**Ford**	**11.6%**
Fourth	**Ford**	**8.1%**	**Honda**	**9.9%**
Fifth	**Nissan**	**6.5%**	**Nissan**	**6.3%**
Sixth	**Lexus**	**4.1%**	**Dodge**	**5.5%**
Seventh	**Dodge**	**4.0%**	**GMC**	**3.2%**
Eighth	**Hyundai**	**3.5%**	**Jeep**	**3.0%**
Ninth	**Jeep**	**2.6%**	**Lexus**	**2.7%**
Tenth	**BMW**	**2.6%**	**Hyundai**	**2.5%**

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Data Source for Vehicle Registration Statistics Presented in Auto Outlook

Exclusive source for new vehicle registration data presented in *Chicago Auto Outlook* is AutoCount, an Experian Company. AutoCount specializes in providing detailed new and used vehicle sales and registration statistics for dealers, leading auctions, marketing/advertising companies, and auto finance institutions. AutoCount provides new and used vehicle registration data with specific make and model detail for customized geographies. Data is available on a timely basis directly over the Internet.

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