

Chicago Auto Outlook™

Used Vehicle Edition



Volume 5 Number 2

Released June 2010

RECENT RESULTS IN AREA MARKET

Area Retail Used Vehicle Market Declines 8.2% thru April of '10

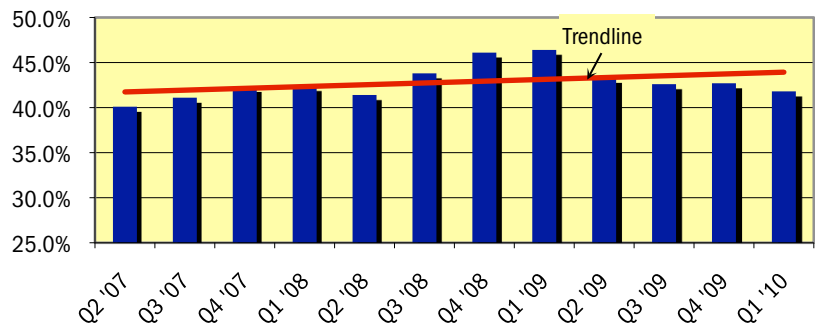
Car registrations slip 1.3%; light trucks off 16.5%

Below are seven key trends and developments in the Chicago Area retail used light vehicle market.

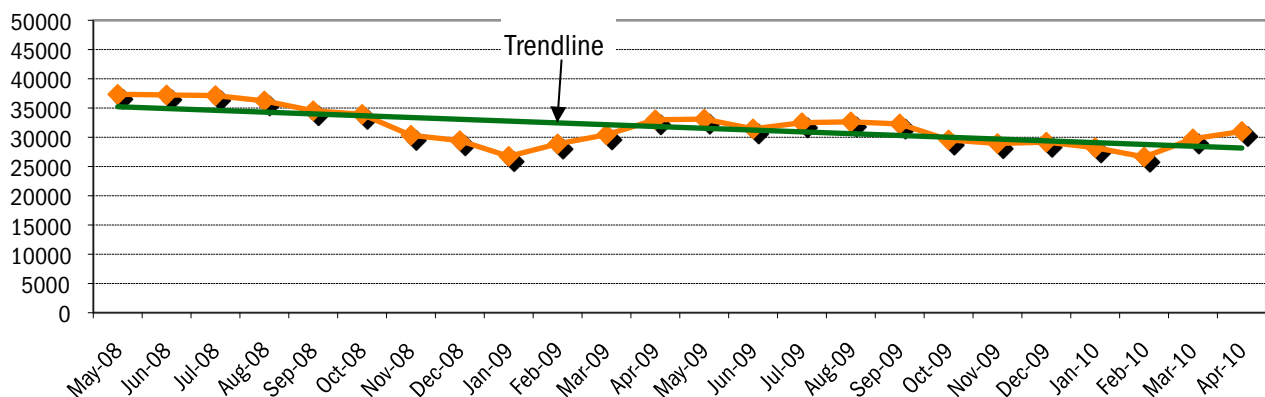
1. Retail used vehicle market fell 8.2% during the first four months of this year versus the same period a year earlier.
2. New vehicle sales in the area increased 7.3% so far this year. Primary reason for increase in new vehicle market is depressed sales during 2009.
3. Chicago Area retail used vehicle market is predicted to improve by approximately 2% for all of this year.
4. Car market share of the retail used vehicle market increased from 54.4% during first four months of 2009 to 58.5% this year.
5. Korean brand used registrations have increased 12.5% through April of this year. Japanese brands were up 3.9%.
6. Retail registrations of two and three year old used vehicles have increased slightly this year. One year old vehicle sales have dropped (see page two).
7. Mazda, Hyundai, Kia, and Honda used registrations have increased 12% or more this year.

| Area Retail Used Light Vehicle Registrations Year to date thru April | | | | | |
|---|---------------|---------|------------------------|--------------|---------|
| | Registrations | | % Change '09 TO '10 | Market Share | |
| | YTD '09 | YTD '10 | | YTD '09 | YTD '10 |
| TOTAL | 125,594 | 115,241 | -8.2% | | |
| Cars | 68,308 | 67,422 | -1.3% | 54.4% | 58.5% |
| Light Trucks | 57,286 | 47,819 | -16.5% | 45.6% | 41.5% |
| Big Three | 80,690 | 69,460 | -13.9% | 64.2% | 60.3% |
| Japanese | 29,360 | 30,502 | 3.9% | 23.4% | 26.5% |
| European | 11,767 | 11,031 | -6.3% | 9.4% | 9.6% |
| Korean | 3,777 | 4,248 | 12.5% | 3.0% | 3.7% |

Quarterly Light Truck Share of Used Vehicle Market



Area Retail Used Vehicle Registrations - Three Month Moving Average (May '08 thru April '10)



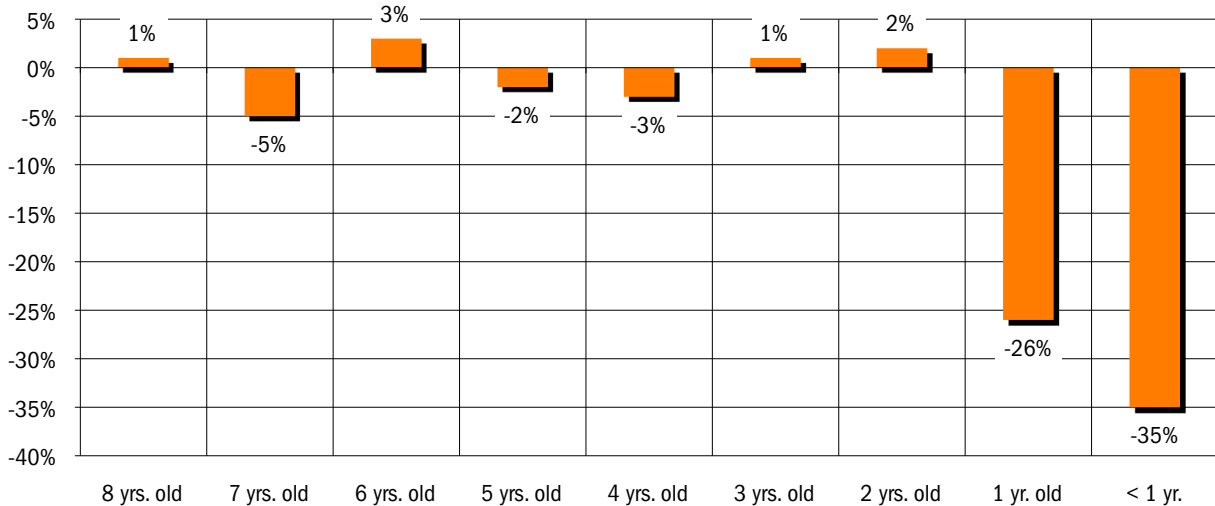
USED VEHICLE SALES BY AGE

Used Registrations Increase for Two and Three Year Old Vehicles

One year old registrations decline sharply

As shown on the graph below, used retail registrations of two and three year old vehicles have increased slightly during the first four months of this year versus the same period a year earlier. Not surprisingly, dwindling supplies of “nearly new” used vehicles (one year old or newer) have led to sharp declines. Used retail registrations of one year old vehicles were down 26%.

**Percent Change in Area Retail Used Registrations by Vehicle Age
YTD 2010 thru April vs. YTD 2009**



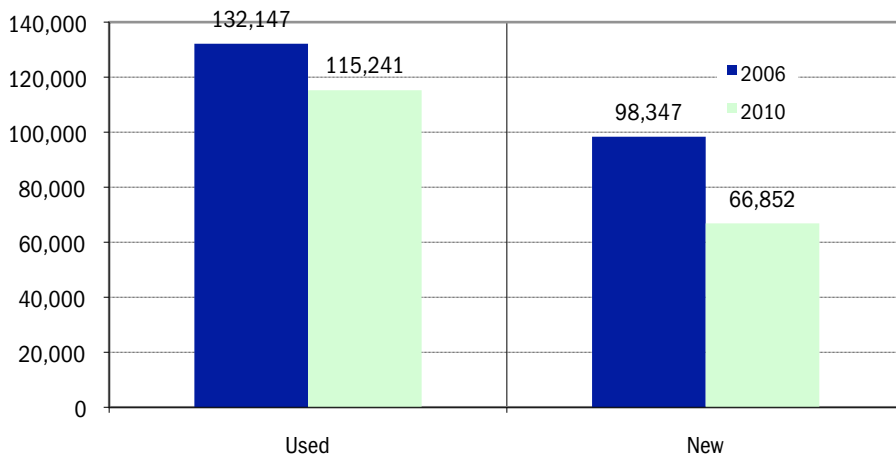
USED VEHICLE MARKET VERSUS NEW-LONG TERM TREND

Used Vehicle Sales Off 13% in Past 4 Years

New vehicle registrations fall 32% from '06 to '10

As mentioned on page 1, the area used vehicle market has declined so far this year, while the new vehicle market has improved. But this is due to extremely weak new vehicle sales during the first four months of 2009. As clearly illustrated on the graph below, new vehicle sales are still at depressed levels this year, while the used vehicle market has held up relatively well. Compared to the first four months of 2006 (a good year for both the new and used vehicle markets), used vehicle registrations have declined 13% in 2010, while new vehicles are off 32%.

New and Used Vehicle Registrations-YTD thru April, 2006 & 2010



WHO ARE MY TOP COMPETITORS? -BY MARKET AREA?

WHAT NEW AND USED CARS SELL WELL IN MY MARKETS?

ANSWERS DRIVE RESULTS.

You need insights into your marketplace to make the best decisions to maximize profits. The AutoCount® Dealer Report analyzes full details on new and used competitive dealer market share, down to specific areas you define. You bring the questions. We'll bring the answers.



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AutoCount is the data provider for Chicago Auto Outlook.

Used vehicle data consists of pre-owned vehicles registered by retail customers and excludes wholesale transactions. Includes vehicles sold at franchised and independent dealerships and excludes private party sales.

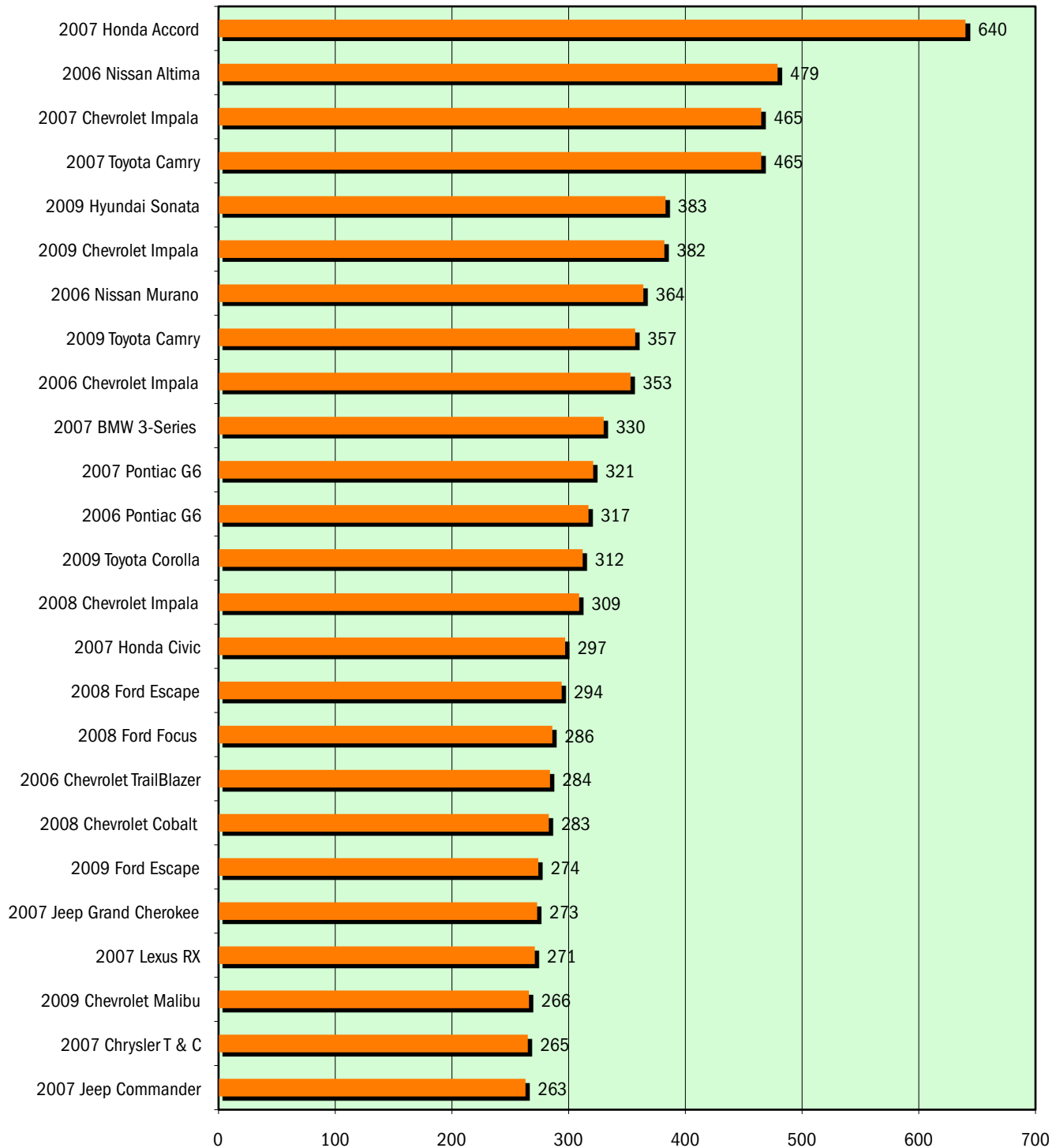
BEST SELLING MODELS

2007 Honda Accord Best Seller in Chicago Area

2006 Nissan Altima ranked second

The graph below shows the top 30 selling models in the Chicago Area retail used vehicle market during the first four months of this year. Figures only include vehicles five years old or newer.

**Top 30 Selling Models in Chicago Area Retail Used Light Vehicle Market
(Includes vehicle five years old or newer)
Year-to-date 2010 thru April**



USED VEHICLE REGISTRATIONS BY BRAND

Retail Used Vehicle Market Declines 18% in April of 2010

Toyota increases slightly in April

The table below shows used retail light vehicle registrations in the Chicago area for three time periods, and year earlier comparisons. Note: figures exclude private party transactions

Source: AutoCount data from Experian Automotive.

| Chicago Area Used Retail Car and Light Truck Registrations | | | | | | | | | | | | |
|--|--------|--------|--------|--------------------------------------|--------|--------|----------------|---------|--------|---|---------|------|
| | April | | | Three Month Period Feb thru April | | | YTD thru April | | | Year to date thru April Market Share (%) | | |
| | 2009 | 2010 | % chg. | 2009 | 2010 | % chg. | YTD '09 | YTD '10 | % chg. | YTD '09 | YTD '10 | Chg. |
| TOTAL | 34,282 | 28,121 | -18.0% | 98,990 | 90,919 | -8.2% | 125,594 | 115,241 | -8.2% | | | |
| Cars | 19,365 | 16,717 | -13.7% | 54,701 | 53,569 | -2.1% | 68,308 | 67,422 | -1.3% | 54.4 | 58.5 | 4.1 |
| Trucks | 14,917 | 11,404 | -23.6% | 44,289 | 37,350 | -15.7% | 57,286 | 47,819 | -16.5% | 45.6 | 41.5 | -4.1 |
| Detroit Three | 21,881 | 16,493 | -24.6% | 64,202 | 55,440 | -13.6% | 80,690 | 69,460 | -13.9% | 64.2 | 60.3 | -3.9 |
| Japanese | 8,177 | 7,816 | -4.4% | 22,812 | 23,683 | 3.8% | 29,360 | 30,502 | 3.9% | 23.4 | 26.5 | 3.1 |
| European | 3,056 | 2,790 | -8.7% | 8,974 | 8,501 | -5.3% | 11,767 | 11,031 | -6.3% | 9.4 | 9.6 | 0.2 |
| Korean | 1,168 | 1,022 | -12.5% | 3,002 | 3,295 | 9.8% | 3,777 | 4,248 | 12.5% | 3.0 | 3.7 | 0.7 |
| Acura | 437 | 450 | 3.0% | 1,230 | 1,316 | 7.0% | 1,673 | 1,663 | -0.6% | 1.3 | 1.4 | 0.1 |
| Audi | 369 | 267 | -27.6% | 1,055 | 836 | -20.8% | 1,362 | 1,103 | -19.0% | 1.1 | 1.0 | -0.1 |
| BMW | 672 | 689 | 2.5% | 2,088 | 2,023 | -3.1% | 2,762 | 2,620 | -5.1% | 2.2 | 2.3 | 0.1 |
| Buick | 940 | 758 | -19.4% | 2,800 | 2,781 | -0.7% | 3,446 | 3,411 | -1.0% | 2.7 | 3.0 | 0.3 |
| Cadillac | 912 | 698 | -23.5% | 2,803 | 2,261 | -19.3% | 3,573 | 2,835 | -20.7% | 2.8 | 2.5 | -0.3 |
| Chevrolet | 5,112 | 3,725 | -27.1% | 15,096 | 12,697 | -15.9% | 18,961 | 15,856 | -16.4% | 15.1 | 13.8 | -1.3 |
| Chrysler | 1,646 | 1,176 | -28.6% | 4,517 | 3,956 | -12.4% | 5,634 | 4,967 | -11.8% | 4.5 | 4.3 | -0.2 |
| Dodge | 2,538 | 1,817 | -28.4% | 7,461 | 6,183 | -17.1% | 9,345 | 7,801 | -16.5% | 7.4 | 6.8 | -0.6 |
| Ford | 4,522 | 3,656 | -19.2% | 13,166 | 11,921 | -9.5% | 16,623 | 14,945 | -10.1% | 13.2 | 13.0 | -0.2 |
| GMC | 701 | 561 | -20.0% | 2,088 | 1,844 | -11.7% | 2,723 | 2,331 | -14.4% | 2.2 | 2.0 | -0.2 |
| Honda | 1,515 | 1,593 | 5.1% | 4,219 | 4,833 | 14.6% | 5,457 | 6,132 | 12.4% | 4.3 | 5.3 | 1.0 |
| Hummer | 88 | 77 | -12.5% | 254 | 246 | -3.1% | 332 | 321 | -3.3% | 0.3 | 0.3 | 0.0 |
| Hyundai | 763 | 664 | -13.0% | 1,945 | 2,100 | 8.0% | 2,432 | 2,742 | 12.7% | 1.9 | 2.4 | 0.5 |
| Infiniti | 418 | 365 | -12.7% | 1,206 | 1,128 | -6.5% | 1,547 | 1,454 | -6.0% | 1.2 | 1.3 | 0.1 |
| Jaguar | 108 | 59 | -45.4% | 261 | 235 | -10.0% | 346 | 305 | -11.8% | 0.3 | 0.3 | 0.0 |
| Jeep | 1,278 | 832 | -34.9% | 3,975 | 2,868 | -27.8% | 5,316 | 3,812 | -28.3% | 4.2 | 3.3 | -0.9 |
| Kia | 392 | 349 | -11.0% | 1,017 | 1,160 | 14.1% | 1,298 | 1,462 | 12.6% | 1.0 | 1.3 | 0.3 |
| Land Rover | 128 | 113 | -11.7% | 375 | 380 | 1.3% | 518 | 532 | 2.7% | 0.4 | 0.5 | 0.1 |
| Lexus | 657 | 564 | -14.2% | 1,771 | 1,817 | 2.6% | 2,319 | 2,406 | 3.8% | 1.8 | 2.1 | 0.3 |
| Lincoln | 399 | 371 | -7.0% | 1,197 | 1,176 | -1.8% | 1,504 | 1,432 | -4.8% | 1.2 | 1.2 | 0.0 |
| Mazda | 460 | 439 | -4.6% | 1,285 | 1,435 | 11.7% | 1,612 | 1,860 | 15.4% | 1.3 | 1.6 | 0.3 |
| Mercedes | 585 | 563 | -3.8% | 1,719 | 1,631 | -5.1% | 2,273 | 2,101 | -7.6% | 1.8 | 1.8 | 0.0 |
| Mercury | 732 | 535 | -26.9% | 2,083 | 1,819 | -12.7% | 2,545 | 2,229 | -12.4% | 2.0 | 1.9 | -0.1 |
| MINI | 28 | 34 | 21.4% | 71 | 114 | 60.6% | 90 | 148 | 64.4% | 0.1 | 0.1 | 0.0 |
| Mitsubishi | 521 | 420 | -19.4% | 1,411 | 1,265 | -10.3% | 1,751 | 1,581 | -9.7% | 1.4 | 1.4 | 0.0 |
| Nissan | 1,730 | 1,689 | -2.4% | 4,804 | 5,177 | 7.8% | 6,139 | 6,574 | 7.1% | 4.9 | 5.7 | 0.8 |
| Pontiac | 1,728 | 1,240 | -28.2% | 4,909 | 4,330 | -11.8% | 5,995 | 5,390 | -10.1% | 4.8 | 4.7 | -0.1 |
| Porsche | 74 | 59 | -20.3% | 186 | 167 | -10.2% | 226 | 208 | -8.0% | 0.2 | 0.2 | 0.0 |
| Saab | 112 | 105 | -6.3% | 352 | 332 | -5.7% | 480 | 418 | -12.9% | 0.4 | 0.4 | 0.0 |
| Saturn | 571 | 507 | -11.2% | 1,619 | 1,508 | -6.9% | 2,024 | 1,915 | -5.4% | 1.6 | 1.7 | 0.1 |
| Subaru | 161 | 164 | 1.9% | 475 | 491 | 3.4% | 655 | 667 | 1.8% | 0.5 | 0.6 | 0.1 |
| Suzuki | 218 | 110 | -49.5% | 537 | 328 | -38.9% | 654 | 408 | -37.6% | 0.5 | 0.4 | -0.1 |
| Toyota/Scion | 1,971 | 1,974 | 0.2% | 5,627 | 5,733 | 1.9% | 7,236 | 7,525 | 4.0% | 5.8 | 6.5 | 0.7 |
| Volkswagen | 684 | 666 | -2.6% | 1,982 | 1,975 | -0.4% | 2,547 | 2,571 | 0.9% | 2.0 | 2.2 | 0.2 |
| Volvo | 272 | 209 | -23.2% | 834 | 742 | -11.0% | 1,093 | 939 | -14.1% | 0.9 | 0.8 | -0.1 |
| Other | 840 | 623 | -25.8% | 2,572 | 2,111 | -17.9% | 3,103 | 2,577 | -17.0% | 2.5 | 2.2 | -0.3 |

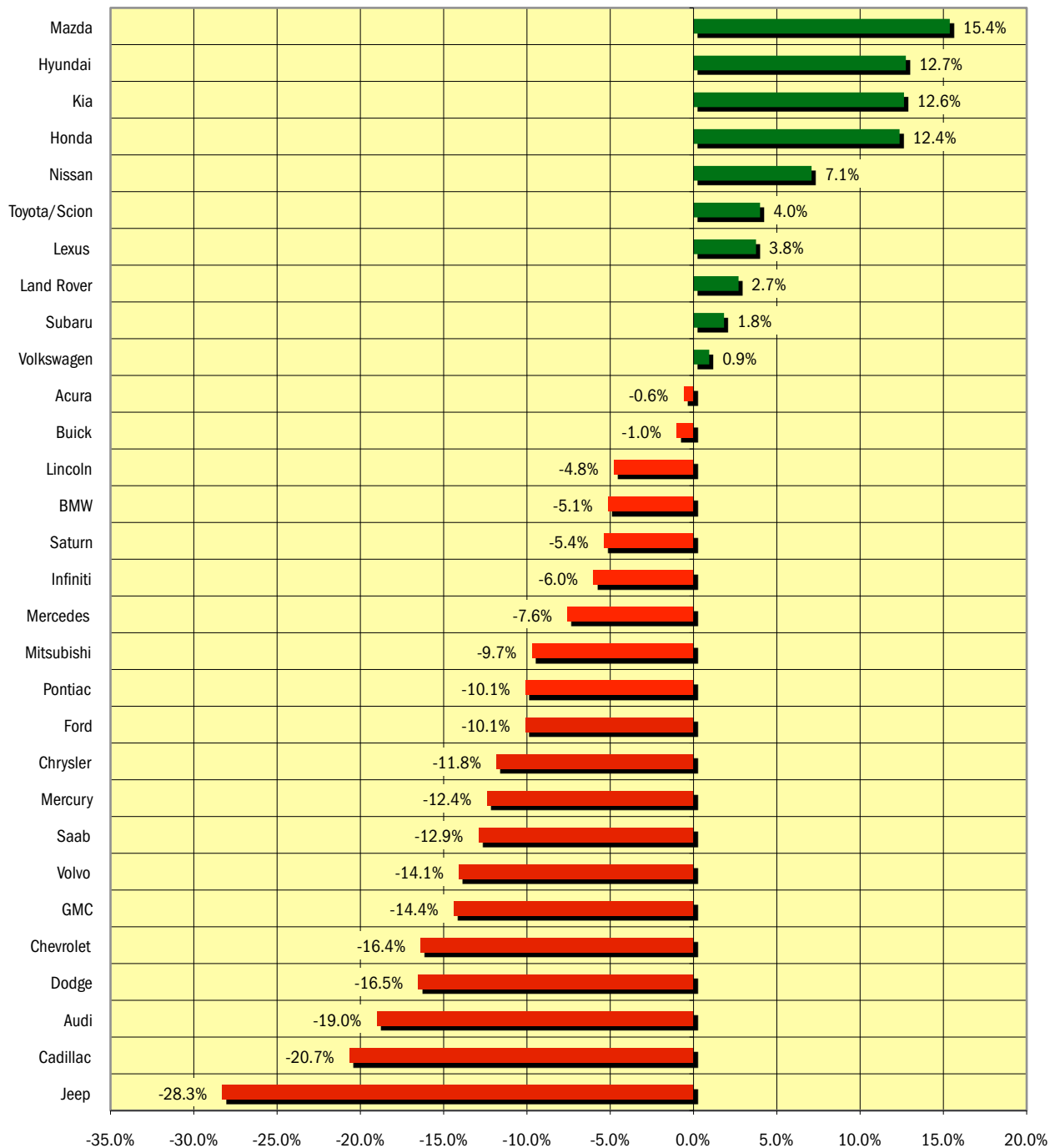
BRAND SCOREBOARD

Mazda, Hyundai, Kia, and Honda Post Gains

Ten brands have increases during first four months of this year

The graph below shows the percent change in retail used light vehicle registrations during the first four months of 2010 versus the same period a year earlier for the top 30 selling brands in the area. Mazda had the largest increase, up 15.4%. Source: AutoCount, an Experian Company.

**Percent Change in Chicago Area Retail Used Light Vehicle Registrations
Year-to-date 2010 thru April vs. Year Earlier**



ANALYSIS OF COUNTY USED VEHICLE MARKETS

All Eight County Markets Decline During First Four Months of '10

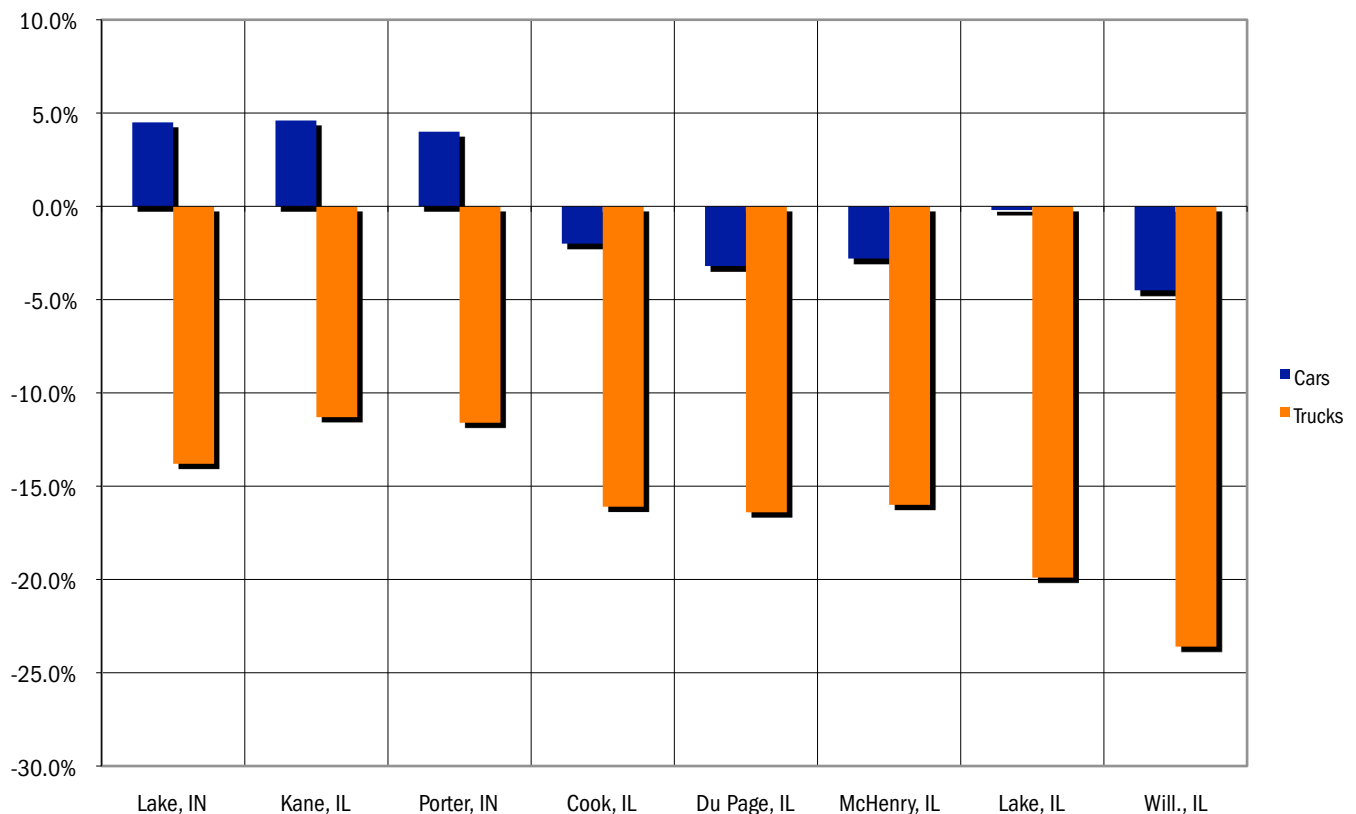
Lake County, Indiana had the smallest decline, down 3.6%

The table below provides detailed information on county retail used vehicle markets in the Chicago Area. The table shows retail used vehicle registrations by county for all vehicles, cars, and light trucks. Figures are shown for the first four months of 2009 and 2010.

Source: AutoCount data from Experian Automotive.

| Retail Used Vehicle Registrations | | | | | | | | | |
|-----------------------------------|-------------------|----------------|--------------|---------------|---------------|--------------|---------------|---------------|---------------|
| Year to date thru April | | | | | | | | | |
| County | All Used Vehicles | | | Cars | | | Light Trucks | | |
| | YTD 2009 | YTD 2010 | % change | YTD 2009 | YTD 2010 | % change | YTD 2009 | YTD 2010 | % change |
| Cook, IL | 69,709 | 64,084 | -8.1% | 39,755 | 38,952 | -2.0% | 29,954 | 25,132 | -16.1% |
| Du Page, IL | 12,839 | 11,640 | -9.3% | 6,896 | 6,672 | -3.2% | 5,943 | 4,968 | -16.4% |
| Kane, IL | 7,178 | 6,914 | -3.7% | 3,435 | 3,593 | 4.6% | 3,743 | 3,321 | -11.3% |
| Lake, IL | 9,705 | 8,710 | -10.3% | 4,769 | 4,758 | -0.2% | 4,936 | 3,952 | -19.9% |
| McHenry, IL | 4,300 | 3,873 | -9.9% | 1,980 | 1,924 | -2.8% | 2,320 | 1,949 | -16.0% |
| Will., IL | 10,175 | 8,765 | -13.9% | 5,166 | 4,936 | -4.5% | 5,009 | 3,829 | -23.6% |
| Lake, IN | 9,017 | 8,695 | -3.6% | 5,038 | 5,267 | 4.5% | 3,979 | 3,428 | -13.8% |
| Porter, IN | 2,671 | 2,560 | -4.2% | 1,269 | 1,320 | 4.0% | 1,402 | 1,240 | -11.6% |
| TOTAL | 125,594 | 115,241 | -8.2% | 68,308 | 67,422 | -1.3% | 57,286 | 47,819 | -16.5% |

**Percent Change in County Used Retail Light Vehicle Registrations
YTD 2010 thru April vs. YTD 2009**



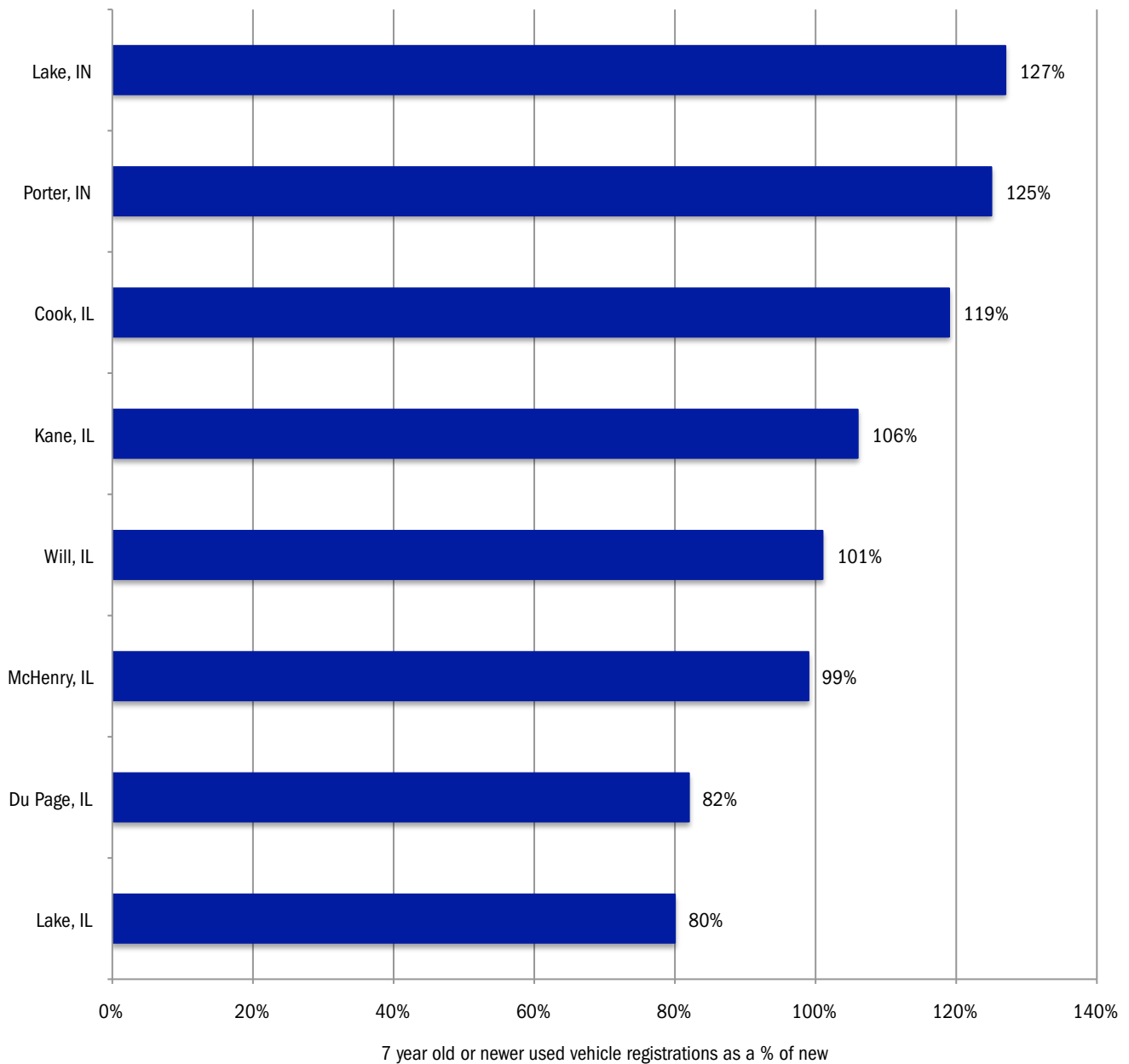
GAUGING THE RELATIVE STRENGTH OF COUNTY USED VEHICLE MARKETS

Sales of Used Vehicles Seven Years Old or Newer Outsell New Vehicles in Five Counties

The graph below provides a comparative indicator of the relative strength of county used vehicle markets. It shows county retail used vehicle registrations (only includes vehicles seven years old or newer) as a percent of new vehicle registrations during the first four months of this year. For counties at the top of the graph, the seven year old or newer used vehicle market is relatively strong compared to the new vehicle market. In Lake County (Indiana) for instance, registrations of used vehicles seven years old or newer were 127% of the new vehicle total. In Lake County, Illinois, the used vehicle market was smaller than the new vehicle market.

Source: AutoCount data from Experian Automotive.

**Used Retail Light Vehicle Registrations as a Percent of New Registrations
Only Includes Vehicles Seven Years Old or Newer
YTD 2010 thru April**



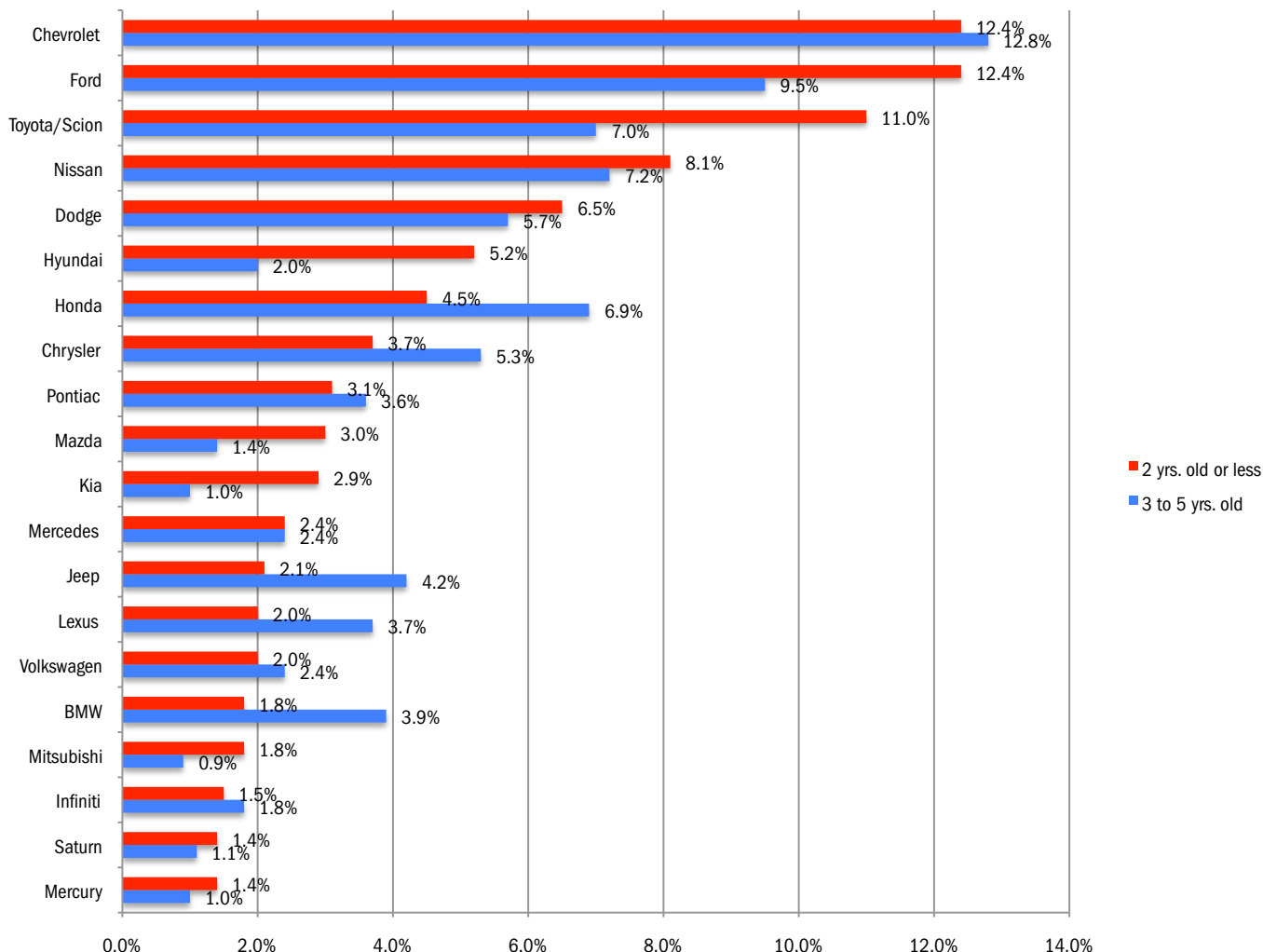
BRAND REGISTRATIONS BY VEHICLE AGE

Chevrolet is Leading Brand in Area Used Vehicle Market

Chevy tied with Ford for market share lead in three to five year old category

The graph shows used vehicle market share in the Chicago Area during the first four months of this year. Two data points are shown for each brand: market share in the newer than two year old category, and in the three to five year old category. Chevrolet was tied with Ford in less than two year old category, and was the leader among three to five year old vehicles. Honda and BMW market share was significantly higher in the three to five year old category, most likely due to the high number of three year lease contracts for the two brands.

AREA USED VEHICLE MARKET SHARE BY AGE OF VEHICLE, YTD 2010 THRU APRIL



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