

Chicago Auto Outlook™

Comprehensive information on the Chicagoland automotive market

Publication
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by:



January 2018
% Change In
New Retail Market vs.
Year Earlier

Chicago Area
-1.0%

U.S.
1.2%

Chicago Area and U.S. New Retail Light Vehicle Registrations

	Chicago Area	U.S.
2016 Annual	382,783	14,293,874
2017 Annual	368,699	14,172,806
% change	-3.7%	-0.8%
January 2017 registrations	25,195	1,011,036
January 2018 registrations*	24,943	1,022,730
% change	-1.0%	1.2%

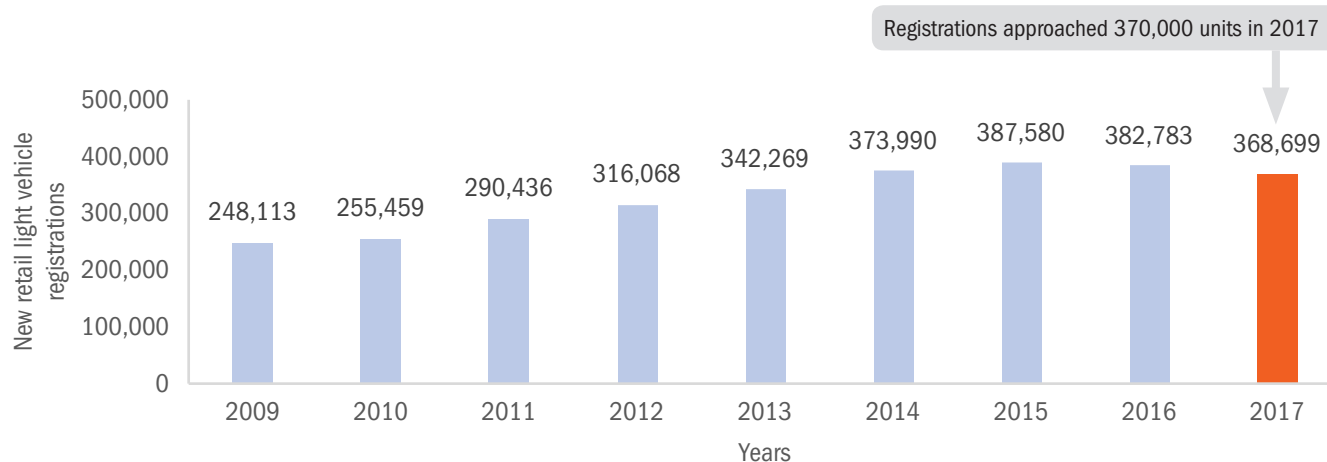
QUICK FACTS

Chicago area market was off 3.7% from 2016 to 2017. U.S. market declined by 0.8%.

January '18 registrations in the area declined an estimated 1% vs. year earlier.

The annual total last year was 368,699 units. Registrations in 2018 are predicted to remain above 350,000.

Annual Trends in Area New Vehicle Market



Data 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.

Change in January
New Retail Light Vehicle
Registrations

LIGHT TRUCKS



UP
5.9%

PASSENGER CARS



DOWN
12.8%

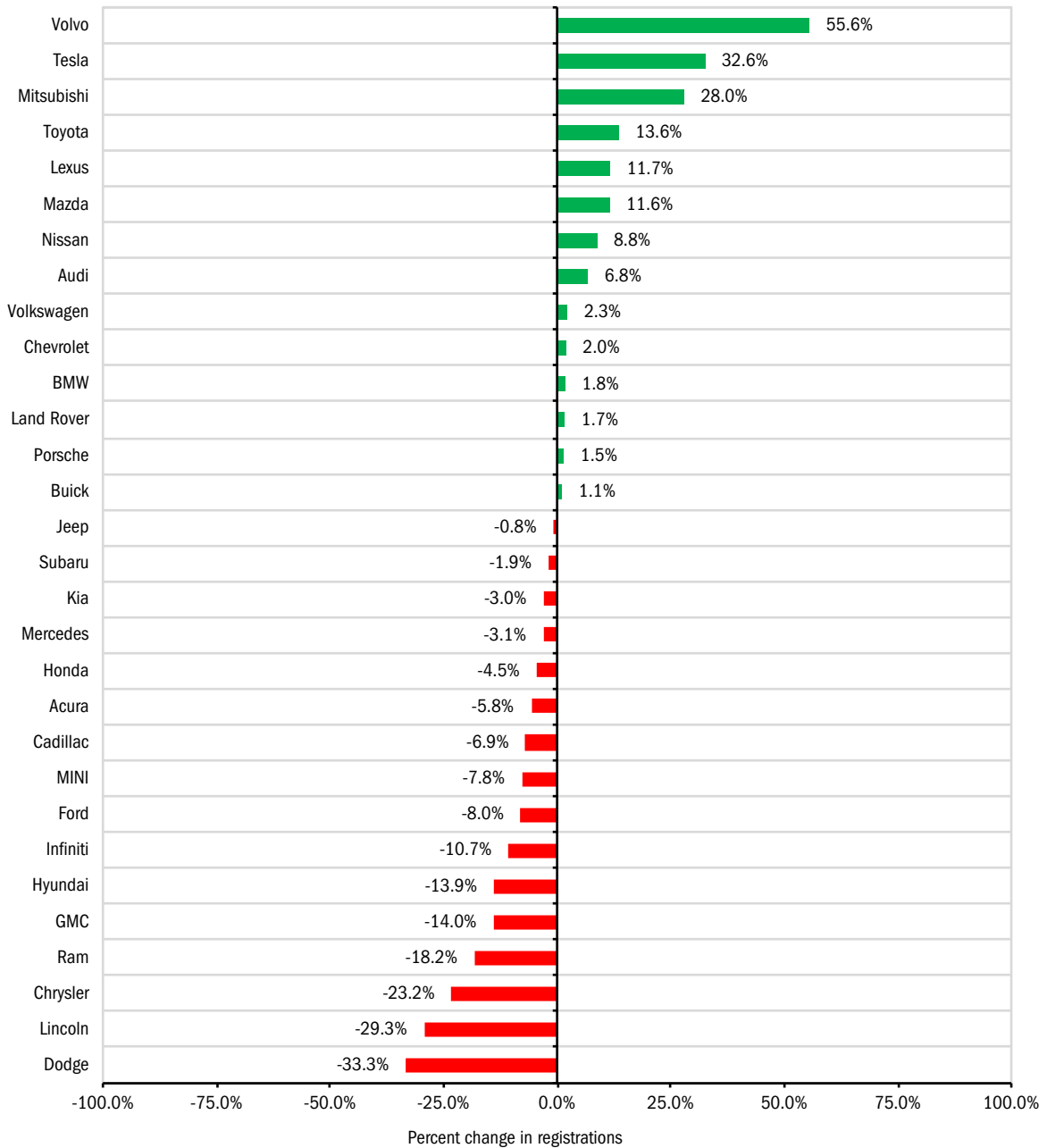
Chicago Area New Retail Car and Light Truck Registrations												
	January*			Three Month Period Nov. '17 thru Jan. '18*			Annual total			Annual Market Share (%)		
	2017	2018*	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	25,195	24,943	-1.0%	89,101	87,894	-1.4%	382,783	368,699	-3.7%			
Cars	9,309	8,115	-12.8%	32,240	28,293	-12.2%	151,920	133,314	-12.2%	39.7	36.2	-3.5
Trucks	15,886	16,828	5.9%	56,861	59,601	4.8%	230,863	235,385	2.0%	60.3	63.8	3.5
Detroit Three Brands	10,442	9,861	-5.6%	34,597	34,489	-0.3%	152,448	144,616	-5.1%	39.8	39.2	-0.6
European Brands	2,744	2,796	1.9%	10,392	10,643	2.4%	40,742	41,266	1.3%	10.6	11.2	0.6
Japanese Brands	9,942	10,419	4.8%	36,659	35,750	-2.5%	156,139	150,437	-3.7%	40.8	40.8	0.0
Korean Brands	2,067	1,867	-9.7%	7,453	7,012	-5.9%	33,454	32,380	-3.2%	8.7	8.8	0.1
Acura	377	355	-5.8%	1,467	1,597	8.9%	6,469	6,732	4.1%	1.7	1.8	0.1
Alfa Romeo	1	14		3	103	3333.3%	11	328	2881.8%	0.0	0.1	0.1
Audi	337	360	6.8%	1,531	1,653	8.0%	6,218	6,590	6.0%	1.6	1.8	0.2
BMW	504	513	1.8%	1,896	2,049	8.1%	7,826	7,662	-2.1%	2.0	2.1	0.1
Buick	470	475	1.1%	1,581	1,720	8.8%	7,068	6,621	-6.3%	1.8	1.8	0.0
Cadillac	305	284	-6.9%	1,148	1,111	-3.2%	5,131	4,592	-10.5%	1.3	1.2	-0.1
Chevrolet	2,869	2,925	2.0%	10,075	10,197	1.2%	45,385	42,348	-6.7%	11.9	11.5	-0.4
Chrysler	285	219	-23.2%	956	860	-10.0%	4,707	4,395	-6.6%	1.2	1.2	0.0
Dodge	607	405	-33.3%	1,935	1,506	-22.2%	9,567	8,349	-12.7%	2.5	2.3	-0.2
FIAT	54	30	-44.4%	184	78	-57.6%	665	504	-24.2%	0.2	0.1	-0.1
Ford	2,573	2,368	-8.0%	8,522	8,824	3.5%	36,828	35,776	-2.9%	9.6	9.7	0.1
Genesis	31	26	-16.1%	91	128	40.7%	115	579	403.5%	0.0	0.2	0.2
GMC	658	566	-14.0%	2,224	2,233	0.4%	9,599	8,879	-7.5%	2.5	2.4	-0.1
Honda	2,632	2,514	-4.5%	9,273	9,613	3.7%	39,883	40,055	0.4%	10.4	10.9	0.5
Hyundai	1,231	1,060	-13.9%	4,506	4,096	-9.1%	19,858	18,776	-5.4%	5.2	5.1	-0.1
Infiniti	242	216	-10.7%	1,028	914	-11.1%	3,971	3,835	-3.4%	1.0	1.0	0.0
Jaguar	75	65	-13.3%	259	220	-15.1%	858	1,094	27.5%	0.2	0.3	0.1
Jeep	1,857	1,843	-0.8%	5,904	5,719	-3.1%	25,609	24,114	-5.8%	6.7	6.5	-0.2
Kia	805	781	-3.0%	2,856	2,788	-2.4%	13,481	13,025	-3.4%	3.5	3.5	0.0
Land Rover	178	181	1.7%	612	600	-2.0%	2,476	2,303	-7.0%	0.6	0.6	0.0
Lexus	426	476	11.7%	2,092	2,001	-4.3%	8,371	8,004	-4.4%	2.2	2.2	0.0
Lincoln	222	157	-29.3%	774	601	-22.4%	3,077	2,839	-7.7%	0.8	0.8	0.0
Maserati	32	31	-3.1%	78	97	24.4%	270	397	47.0%	0.1	0.1	0.0
Mazda	492	549	11.6%	1,816	1,874	3.2%	8,085	7,978	-1.3%	2.1	2.2	0.1
Mercedes	610	591	-3.1%	2,197	2,128	-3.1%	8,481	8,393	-1.0%	2.2	2.3	0.1
MINI	77	71	-7.8%	240	241	0.4%	1,279	1,137	-11.1%	0.3	0.3	0.0
Mitsubishi	193	247	28.0%	630	927	47.1%	3,256	3,184	-2.2%	0.9	0.9	0.0
Nissan	1,905	2,073	8.8%	7,172	6,297	-12.2%	30,849	26,596	-13.8%	8.1	7.2	-0.9
Other	26	4	-84.6%	81	42	-48.1%	288	313	8.7%	0.1	0.1	0.0
Porsche	133	135	1.5%	434	414	-4.6%	1,723	1,815	5.3%	0.5	0.5	0.0
Ram	329	269	-18.2%	1,092	1,122	2.7%	4,238	4,945	16.7%	1.1	1.3	0.2
Subaru	1,186	1,164	-1.9%	3,905	3,602	-7.8%	15,332	14,734	-3.9%	4.0	4.0	0.0
Tesla	264	350	32.6%	379	593	56.5%	1,230	1,750	42.3%	0.3	0.5	0.2
Toyota	2,487	2,825	13.6%	9,271	8,923	-3.8%	39,898	39,305	-1.5%	10.4	10.7	0.3
Volkswagen	605	619	2.3%	2,434	2,403	-1.3%	8,452	8,615	1.9%	2.2	2.3	0.1
Volvo	117	182	55.6%	455	620	36.3%	2,229	2,137	-4.1%	0.6	0.6	0.0

*Figures for January 2018 were estimated by Auto Outlook.

Top ten are shaded yellow.

Source: IHS Markit

**New Vehicle Market Percent Change in Brand Registrations
January 2018* vs. January 2017
(Top 30 selling brands)**



**Registrations increased by more than 11% for the following brands:
Volvo, Tesla, Mitsubishi, Toyota, Lexus, and Mazda**

*January 2018 figures estimated by Auto Outlook.

Data Source: IHS Markit.

COUNTY NEW VEHICLE MARKETS

COUNTY MARKETS - PART 1							
	Annual Registrations		Percent Change	Unit Change	Light Truck Market Share (%)		
	2016	2017	2016 to 2017	2016 to 2017	2016	2017	Change
Cook, IL	186,775	177,310	-5.1%	-9465	57.8	61.8	3.9
Du Page, IL	51,634	49,948	-3.3%	-1686	61.1	64.3	3.1
Kane, IL	23,427	23,358	-0.3%	-69	62.3	65.7	3.5
Lake, IL	39,367	38,902	-1.2%	-465	62.8	66.1	3.3
Mc Henry, IL	16,020	16,051	0.2%	31	65.5	68.3	2.8
Will, IL	38,111	36,453	-4.4%	-1658	62.4	65.6	3.2
Lake, IN	19,527	18,730	-4.1%	-797	62.3	65.1	2.8
Porter, IN	7,922	7,947	0.3%	25	69.7	71.4	1.6

COUNTY MARKETS - PART 2													
Market Share Summary - Annual Totals													
	Domestic Brands			Top Ten Selling Brands in Area-2017									
	2016	2017	Change '16 to '17	Chevrolet	Honda	Toyota	Ford	Nissan	Jeep	Hyundai	Subaru	Kia	GMC
Cook, IL	36.6	36.0	-0.6	10.7	11.1	11.4	8.9	7.9	6.3	5.3	4.1	3.5	1.7
Du Page, IL	34.5	33.6	-0.9	8.7	12.4	12.0	8.6	7.1	5.7	4.8	4.1	3.1	2.2
Kane, IL	41.1	41.0	-0.1	12.4	10.9	9.9	9.8	8.8	6.8	6.4	4.3	3.5	2.9
Lake, IL	36.7	36.3	-0.4	11.0	10.7	10.9	7.8	5.5	6.7	4.1	4.6	3.8	2.0
Mc Henry, IL	48.2	47.6	-0.6	13.9	9.2	8.7	12.2	8.7	7.9	4.6	4.4	3.8	3.1
Will, IL	49.2	48.4	-0.8	14.5	10.2	7.9	11.7	6.0	7.3	5.9	2.7	3.9	3.9
Lake, IN	57.2	56.0	-1.2	17.1	9.0	8.6	15.6	4.7	6.8	4.1	2.8	3.6	4.9
Porter, IN	57.1	56.2	-0.9	14.8	8.7	8.8	16.2	4.7	8.8	1.8	5.3	3.4	5.3

TOP 3 COUNTIES

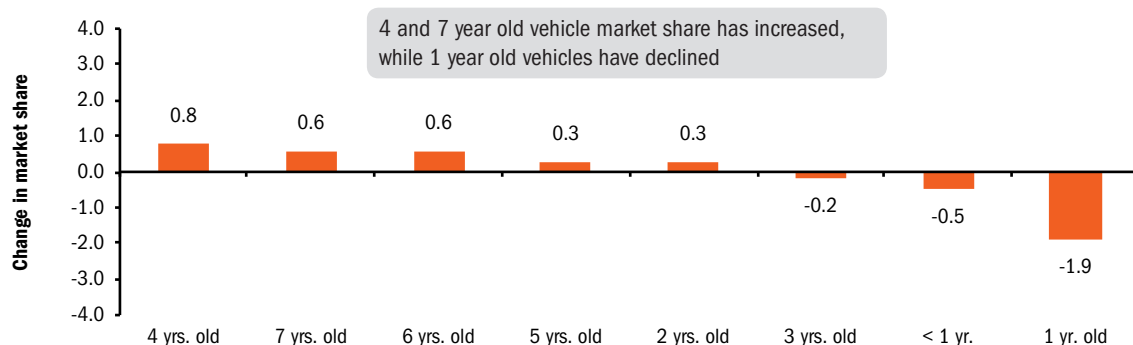
New retail registrations 2017 - greater than 38,000 units	% change in registrations 2017 vs. 2016 - small increase or decrease of smaller than 1%	Increase in truck share 2017 vs. 2016 - Up by more than 3.2 market share points	Chevrolet market share 2017 - Higher than 14.5%
Cook DuPage Lake, IL	Porter Mc Henry Kane	Cook Kane Lake, IL	Lake, IN Porter Will

Chicago Area Used Car and Light Truck Registrations												
	December			Three Month Period Oct. '17 thru Dec. '17			Annual			Annual Market Share (%)		
	Chicago Area			Chicago Area			Chicago Area			Chicago Area		
	2016	2017	% chg.	Yr. Ago	Current	% chg.	2016	2017	% chg.	2016	2017	Chg.
TOTAL	27,931	31,014	11.0%	90,146	90,022	-0.1%	365,323	387,379	6.0%			
Acura	445	413	-7.2%	1,355	1,161	-14.3%	4,725	5,252	11.2%	1.3	1.4	0.1
Audi	480	618	28.8%	1,516	1,746	15.2%	6,298	7,050	11.9%	1.7	1.8	0.1
BMW	822	834	1.5%	2,574	2,425	-5.8%	9,819	11,037	12.4%	2.7	2.8	0.1
Buick	516	620	20.2%	1,693	1,750	3.4%	6,837	7,397	8.2%	1.9	1.9	0.0
Cadillac	520	591	13.7%	1,737	1,656	-4.7%	6,462	7,213	11.6%	1.8	1.9	0.1
Chevrolet	3,798	4,241	11.7%	11,902	12,548	5.4%	49,283	53,786	9.1%	13.5	13.9	0.4
Chrysler	693	650	-6.2%	2,355	1,952	-17.1%	10,271	9,659	-6.0%	2.8	2.5	-0.3
Dodge	1,418	1,506	6.2%	4,617	4,432	-4.0%	19,106	20,166	5.5%	5.2	5.2	0.0
FIAT	41	43	4.9%	143	145	1.4%	649	695	7.1%	0.2	0.2	0.0
Ford	3,497	3,751	7.3%	10,972	10,747	-2.1%	45,168	48,175	6.7%	12.4	12.4	0.0
GMC	773	832	7.6%	2,405	2,488	3.5%	9,028	10,433	15.6%	2.5	2.7	0.2
Honda	1,724	1,873	8.6%	5,735	5,527	-3.6%	23,072	23,902	3.6%	6.3	6.2	-0.1
Hyundai	1,340	1,575	17.5%	4,489	4,580	2.0%	18,782	19,978	6.4%	5.1	5.2	0.1
Infiniti	417	475	13.9%	1,255	1,371	9.2%	5,028	5,841	16.2%	1.4	1.5	0.1
Jaguar	50	44	-12.0%	151	149	-1.3%	657	695	5.8%	0.2	0.2	0.0
Jeep	1,417	1,579	11.4%	4,411	4,628	4.9%	16,420	19,317	17.6%	4.5	5.0	0.5
Kia	770	938	21.8%	2,416	2,684	11.1%	10,020	11,589	15.7%	2.7	3.0	0.3
Land Rover	135	176	30.4%	408	471	15.4%	1,685	1,794	6.5%	0.5	0.5	0.0
Lexus	603	605	0.3%	1,876	1,754	-6.5%	7,571	7,831	3.4%	2.1	2.0	-0.1
Lincoln	280	300	7.1%	866	958	10.6%	3,455	4,055	17.4%	0.9	1.0	0.1
Mazda	343	471	37.3%	1,236	1,289	4.3%	5,157	5,474	6.1%	1.4	1.4	0.0
Mercedes	744	851	14.4%	2,442	2,423	-0.8%	10,089	9,917	-1.7%	2.8	2.6	-0.2
MINI	82	82	0.0%	262	265	1.1%	1,287	1,255	-2.5%	0.4	0.3	-0.1
Mitsubishi	197	219	11.2%	703	588	-16.4%	2,744	2,485	-9.4%	0.8	0.6	-0.2
Nissan	2,628	3,220	22.5%	8,798	8,991	2.2%	35,276	36,940	4.7%	9.7	9.5	-0.2
Other	152	142	-6.6%	580	388	-33.1%	2,453	1,568	-36.1%	0.7	0.4	-0.3
Porsche	118	143	21.2%	413	426	3.1%	1,594	1,737	9.0%	0.4	0.4	0.0
smart	18	12	-33.3%	63	33	-47.6%	216	189	-12.5%	0.1	0.0	-0.1
Subaru	454	550	21.1%	1,419	1,586	11.8%	5,154	5,899	14.5%	1.4	1.5	0.1
Suzuki	14	16	14.3%	53	44	-17.0%	257	191	-25.7%	0.1	0.0	-0.1
Toyota	2,605	2,587	-0.7%	8,583	7,569	-11.8%	34,758	33,121	-4.7%	9.5	8.6	-0.9
Volkswagen	743	922	24.1%	2,367	2,901	22.6%	10,606	11,223	5.8%	2.9	2.9	0.0
Volvo	94	135	43.6%	351	347	-1.1%	1,396	1,515	8.5%	0.4	0.4	0.0

Top ten are shaded yellow.

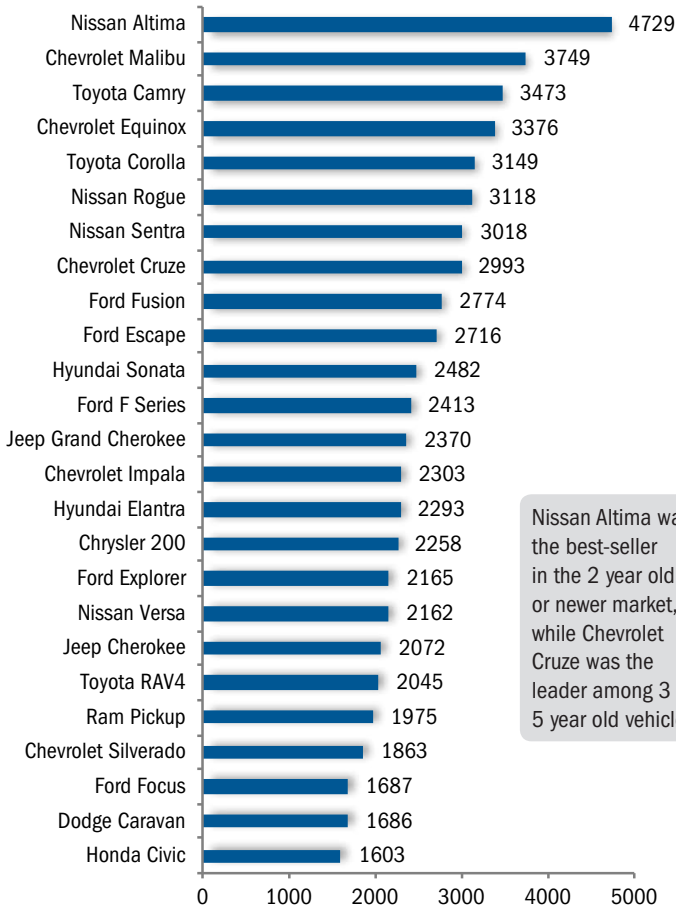
Source: IHS Markit.

Change in Used Vehicle Market Share by Age of Vehicle - Oct. '17 thru Dec. '17 vs. Year Earlier



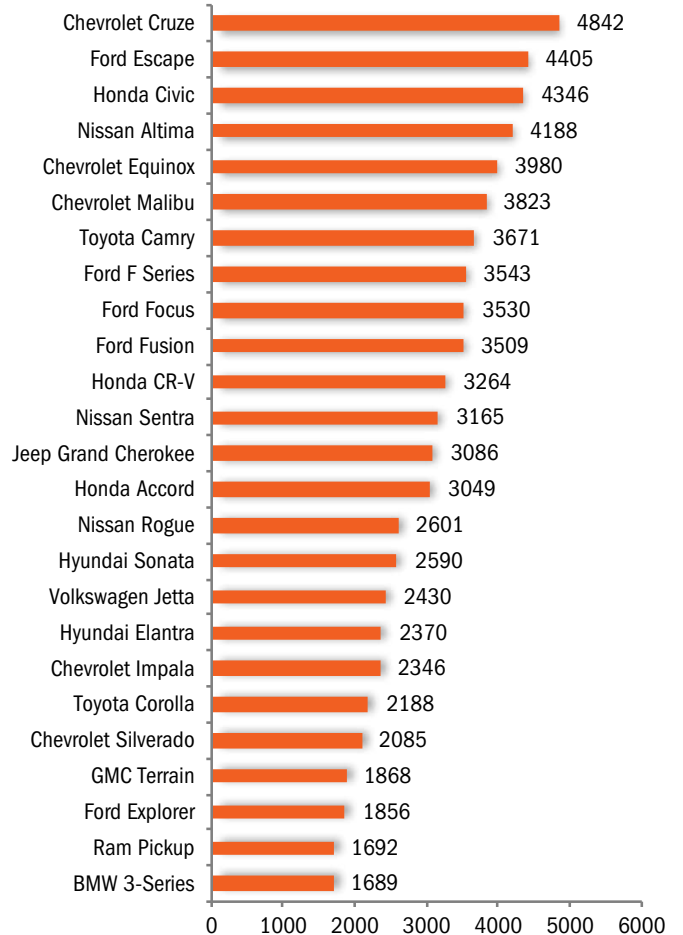
TOP SELLING USED VEHICLES

**Top 25 Selling Models (2 years old or newer)
Used Light Vehicle Registrations
2017**



Nissan Altima was the best-seller in the 2 year old or newer market, while Chevrolet Cruze was the leader among 3 to 5 year old vehicles.

**Top 25 Selling Models (3 to 5 years old)
Used Light Vehicle Registrations
2017**



Data Source: IHS Markit

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