

Chicago Auto Outlook™

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Small Decline Predicted for Area Market in 2003

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 that are highlighted in this issue:

1 New retail car and light truck registrations in the eight county Chicago Area (see page 11 for the list of counties) are predicted to decline 2.4% from 2002 to 2003.

2 Light trucks are expected to grab an even larger share of the area market this year, with light truck registrations projected to increase slightly.

3 Traditional domestic (Big Three) market share in the area during the first six months of this year was 51.8%, below their 55.9% share of the U.S. market.

4 The area new retail light vehicle market declined 6.8% in the first half of this year versus a year earlier.

5 Auto Outlook predicts that the market will decline by 3.2% in the Third Quarter of 2003 versus a year earlier, with an increase likely for the Fourth Quarter.

6 At this point, it appears that the market will move higher in 2004. Our preliminary forecast is for registrations to increase 6.1% next year. (Look for more details on next year's outlook in the next issue.)

7 The area's Mini SUV segment has continued its hot streak this year, with market share increasing 1.2 points in the first half of this year versus the same period during 2002.

8 Toyota Camry maintained a lead in the area retail car market during the first six months of this year.

9 Pontiac, Hyundai, Lexus, Saturn, BMW, Acura, and Cadillac are strong performers in the area market, based on a comparison with the U.S. market (see page 7).

10 Toyota, Honda, Nissan, and Hyundai market share is on an upward trend in the area market, as shown in our "Market Trending Analysis" (see page 8).

11 Japanese brand market share in the area increased 3.8 points in the first half of this year versus a year earlier. Honda (including Acura) was the big winner (see page 10).

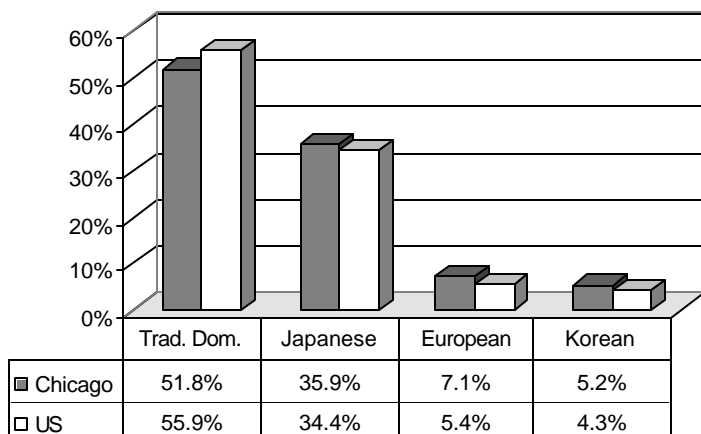
12 Chevrolet held onto its first place ranking in the area market during the Second Quarter of this year, although its market share slipped below 13%.

13 All eight county markets in the area declined in the first half of this year versus a year earlier. The Will County market had the smallest decline.

14 The 6.8% drop in the area market during the first half of 2003 was above the 4% decline in the U.S. market (see page 12).

CHICAGO AREA RETAIL LIGHT VEHICLE MARKET—AT A GLANCE

RETAIL MARKET SHARE—AREA VS. U.S. (YTD 2003, thru June)



CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

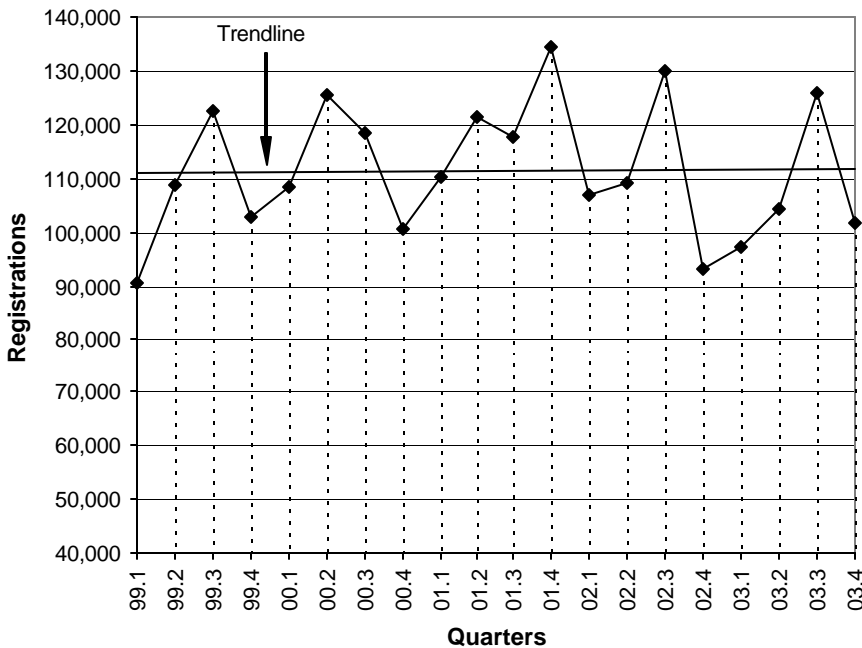
	2001	2002	Forecast 2003	% change '02 to '03
TOTAL	483,987	439,339	429,004	-2.4%
Car	270,882	236,268	225,098	-4.7%
Light Truck	213,105	203,071	203,906	0.4%
Traditional Domestic	288,973	247,701	228,856	-7.6%
Japanese	132,802	129,204	135,152	4.6%
European	40,809	41,618	43,663	4.9%
Korean	21,403	20,816	21,333	2.5%

Source for historical data: The Polk Company

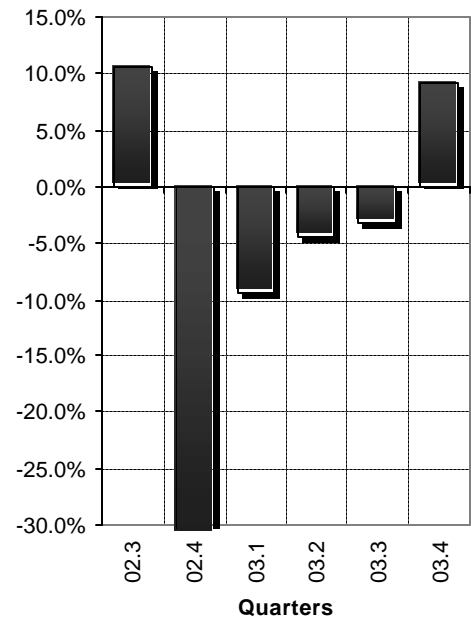
Quarterly Industry Results and Forecast

Increase in Registrations Predicted for Fourth Quarter of 2003

New Retail Light Vehicle Registrations



Quarterly Percent Change in Registrations vs. a Year Earlier
(Bars up indicate an increase; down a decrease)



Summary Table	01.1	01.2	01.3	01.4	02.1	02.2	02.3	02.4	03.1	03.2	03.3	03.4
Actual registrations	110,379	121,500	117,632	134,476	107,053	109,187	130,079	93,020	97,148	104,397	125,896	101,563
% change from year earlier	1.7%	-3.2%	-0.7%	33.6%	-3.0%	-10.1%	10.6%	-30.8%	-9.3%	-4.4%	-3.2%	9.2%

As expected, the Chicago Area new retail light vehicle market declined in the Second Quarter of this year versus a year earlier. We believe the market will drop in the Third Quarter as well, but the decline will be due mostly to the market's relatively strong performance in the Third Quarter of 2002. An increase seems likely in the Fourth Quarter. Source for Historical Data: The Polk Company.

Chicago Auto Outlook

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Segment Watch

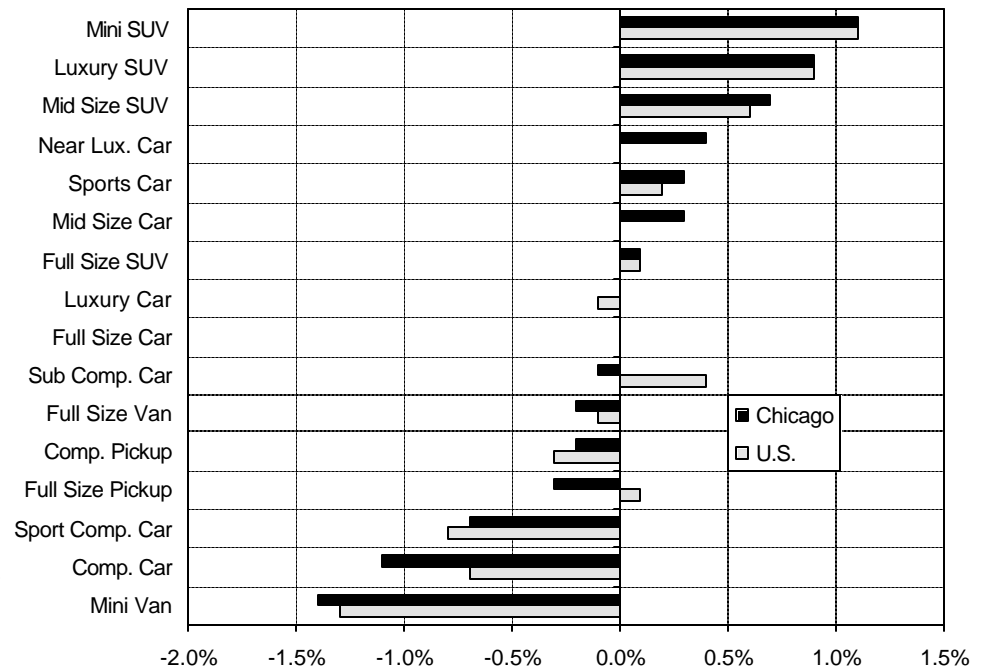
Mini SUV Segment Posts Biggest Increases in Chicago Area

Segment Watch provides a great deal of information on the makeup of the Chicago Area light vehicle market. The graph on the right shows the increase or decrease in market share during the first half of 2003 (versus the same period a year earlier) for each of the 16 primary segments in both the area and U.S. markets. The table below shows the top five sellers in each segment during the first six months of this year and the percent change in new registrations versus 2002.

Observations: Mini SUV market share in the Chicago Area increased 1.2 points this year, identical to the increase in the U.S. market. Hyundai Santa Fe registrations increased 35%. Honda Odyssey registrations were up 8% as it passed the Dodge Caravan as the best-selling Mini Van in the area.

Source: The Polk Company.

Change in Retail Light Vehicle Market Share - YTD '03 vs. '02 (thru June)



Top Five Selling Models in Each Segment											
New Retail Registrations, YTD 2003 (thru June) and Percent Change vs. 2002											
CARS											
Sub Compact			Compact			Sporty Compact			Mid Size		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Toyota Corolla	4273	49%	Chevrolet Malibu	2121	-6%	Ford Mustang	1099	-10%	Toyota Camry	5615	1%
Honda Civic	4223	-9%	Volkswagen Jetta	1971	-21%	Mitsubishi Eclipse	771	-29%	Honda Accord	4992	9%
Chevrolet Cavalier	3973	-24%	Pontiac Grand Am	1943	-24%	Acura RSX	465	0%	Chevrolet Impala	3057	19%
Saturn Ion	2505	1%	Chrysler Sebring	1576	-30%	Hyundai Tiburon	404	25%	Nissan Altima	2776	-4%
Ford Focus	2449	-18%	Hyundai Sonata	1309	10%	Toyota Celica	173	-47%	Ford Taurus	2053	-16%
Full Size			Near Luxury			Luxury			Sports Car		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Buick LeSabre	1530	-18%	BMW 3-Series	1892	10%	Cadillac Deville	1041	-18%	Chevrolet Corvette	691	21%
Mercury Gr. Marq.	1469	45%	Lexus ES300	1396	-14%	Mercedes E	1007	94%	Nissan 350ZX	567	-
Pontiac Bonneville	369	-40%	Infiniti G35	1156	217%	BMW 5-Series	886	12%	BMW Z4	356	170%
Buick Park Ave.	342	0%	Cadillac CTS	1121	117%	Lincoln Town Car	666	-14%	Ford Thunderbird	227	-30%
Ford Crown Vic.	252	-32%	Acura TL	1106	-16%	Audi A6	561	-12%	Porsche 911	184	-22%
LIGHT TRUCKS											
Compact Pickup			Full Size Pick Up			Mini Van			Full Size Van		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Chevrolet S10	1279	-7%	Ford F-Series	3451	-18%	Honda Odyssey	3074	8%	Chevrolet Express	1478	-4%
Ford Ranger	1274	-1%	Chevrolet Silverado	2851	-9%	Dodge Caravan	2722	-38%	Ford Econoline	1289	-16%
Dodge Dakota	964	-30%	Dodge Ram	2146	-1%	Chrysler T & C	1948	-17%	Dodge Ram Van	481	-43%
Toyota Tacoma	353	-16%	Chevrolet Avalanch	1070	-7%	Toyota Sienna	1668	-7%	GMC Savannah	343	-2%
GMC Sonoma	221	-32%	GMC Sierra	868	-17%	Ford Windstar	1569	-17%			
Mini SUV			Mid Size SUV			Full Size SUV			Luxury SUV		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Honda CRV	2657	-14%	Ford Explorer	4029	-19%	Chevrolet Tahoe	1573	-21%	Lexus RX330	1883	-5%
Ford Escape	2478	1%	Chevrolet TrailBlaze	3978	12%	Ford Expedition	1467	28%	Acura MDX	1412	14%
Hyundai Santa Fe	2422	35%	Jeep Gr. Cher.	2883	-32%	Chevrolet Suburbar	1188	-12%	Buick Rendezvous	1063	-29%
Jeep Liberty	2348	-8%	Toyota Highlander	2153	16%	Toyota Sequoia	582	-30%	BMW X5	887	-20%
Saturn Vue	1867	81%	GMC Envoy	2053	41%	Hummer H2	562	--	Cadillac Escalade	683	13%

CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

History and Forecast

(Historical data obtained from The Polk Company)

	ANNUAL TOTALS				PERCENT CHANGE		
	2000	2001	2002	Forecast	00 to 01	01 to 02	Forecast
				2003			02 to 03
TOTAL	453,188	483,987	439,339	429,004	6.8%	-9.2%	-2.4%
Acura	4,894	7,055	6,849	6,980	44.2%	-2.9%	1.9%
Car	4,704	4,998	4,317	4,115	6.3%	-13.6%	-4.7%
Truck	190	2,057	2,532	2,865	982.6%	23.1%	13.2%
Audi	3,329	3,735	3,661	3,559	12.2%	-2.0%	-2.8%
BMW	6,560	8,668	8,504	9,083	32.1%	-1.9%	6.8%
Car	5,498	6,469	6,322	7,123	17.7%	-2.3%	12.7%
Truck	1,062	2,199	2,182	1,960	107.1%	-0.8%	-10.2%
Buick	12,046	13,268	11,324	9,024	10.1%	-14.7%	-20.3%
Car	12,046	11,929	8,396	6,330	-1.0%	-29.6%	-24.6%
Truck	0	1,339	2,928	2,694	--	118.7%	-8.0%
Cadillac	6,672	7,219	7,528	7,947	8.2%	4.3%	5.6%
Car	6,017	6,239	5,853	5,858	3.7%	-6.2%	0.1%
Truck	655	980	1,675	2,089	49.6%	70.9%	24.7%
Chevrolet	63,711	68,968	62,190	58,345	8.3%	-9.8%	-6.2%
Car	28,722	29,891	25,260	24,482	4.1%	-15.5%	-3.1%
Truck	34,989	39,077	36,930	33,863	11.7%	-5.5%	-8.3%
Chrysler	14,989	17,515	14,802	13,492	16.9%	-15.5%	-8.9%
Car	6,545	7,619	6,440	5,142	16.4%	-15.5%	-20.2%
Truck	8,444	9,896	8,362	8,350	17.2%	-15.5%	-0.1%
Daewoo	1,269	1,574	534	161	24.0%	-66.1%	-69.9%
Dodge	36,374	34,176	27,816	24,063	-6.0%	-18.6%	-13.5%
Car	8,734	9,740	8,332	6,764	11.5%	-14.5%	-18.8%
Truck	27,640	24,436	19,484	17,299	-11.6%	-20.3%	-11.2%
Ferrari	47	52	46	44	10.6%	-11.5%	-4.3%
Ford	62,659	64,164	54,726	50,761	2.4%	-14.7%	-7.2%
Car	23,191	21,211	17,500	15,423	-8.5%	-17.5%	-11.9%
Truck	39,468	42,953	37,226	35,338	8.8%	-13.3%	-5.1%
GMC	8,752	10,612	10,527	10,372	21.3%	-0.8%	-1.5%
Honda	29,818	32,771	33,632	36,878	9.9%	2.6%	9.7%
Car	20,531	22,711	20,312	20,059	10.6%	-10.6%	-1.2%
Truck	9,287	10,060	13,320	16,819	8.3%	32.4%	26.3%
Hummer	0	0	560	1,076	--	--	92.1%
Hyundai	7,357	12,390	13,141	13,871	68.4%	6.1%	5.6%
Car	7,114	9,729	9,307	9,011	36.8%	-4.3%	-3.2%
Truck	243	2,661	3,834	4,860	995.1%	44.1%	26.8%
Infiniti	3,897	3,894	3,864	5,227	-0.1%	-0.8%	35.3%
Car	2,676	2,770	3,029	3,784	3.5%	9.4%	24.9%
Truck	1,221	1,124	835	1,443	-7.9%	-25.7%	72.8%
Isuzu	1,996	2,012	1,532	1,225	0.8%	-23.9%	-20.0%
Jaguar	1,463	1,501	2,369	2,049	2.6%	57.8%	-13.5%
Jeep	15,460	17,516	16,157	14,690	13.3%	-7.8%	-9.1%
Kia	5,943	7,344	7,003	7,167	23.6%	-4.6%	2.3%
Car	3,314	4,699	4,094	3,763	41.8%	-12.9%	-8.1%
Truck	2,629	2,645	2,909	3,404	0.6%	10.0%	17.0%
Land Rover	1,045	1,027	1,597	1,550	-1.7%	55.5%	-2.9%
Lexus	8,736	9,776	9,683	10,421	11.9%	-1.0%	7.6%
Car	3,881	5,243	5,738	5,321	35.1%	9.4%	-7.3%
Truck	4,855	4,533	3,945	5,100	-6.6%	-13.0%	29.3%

CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

History and Forecast

(Historical data obtained from The Polk Company)

	ANNUAL TOTALS				PERCENT CHANGE		
	2000	2001	2002	Forecast	00 to 01	01 to 02	Forecast
				2003			02 to 03
Lincoln	5,984	5,070	4,233	4,574	-15.3%	-16.5%	8.1%
Car	4,757	4,046	3,336	2,831	-14.9%	-17.5%	-15.1%
Truck	1,227	1,024	897	1,743	-16.5%	-12.4%	94.3%
Mazda	4,194	5,478	5,597	5,415	30.6%	2.2%	-3.3%
Car	2,906	3,241	3,129	2,983	11.5%	-3.5%	-4.7%
Truck	1,288	2,237	2,468	2,432	73.7%	10.3%	-1.5%
Mercedes	7,377	7,239	7,107	7,511	-1.9%	-1.8%	5.7%
Car	5,429	5,434	5,381	6,037	0.1%	-1.0%	12.2%
Truck	1,948	1,805	1,726	1,474	-7.3%	-4.4%	-14.6%
Mercury	10,497	8,829	6,709	6,415	-15.9%	-24.0%	-4.4%
Car	8,044	6,623	4,545	4,656	-17.7%	-31.4%	2.4%
Truck	2,453	2,206	2,164	1,759	-10.1%	-1.9%	-18.7%
Mini	0	0	830	1,279	--	--	54.1%
Mitsubishi	8,209	8,829	8,321	7,114	7.6%	-5.8%	-14.5%
Car	5,783	6,073	5,938	4,266	5.0%	-2.2%	-28.2%
Truck	2,426	2,756	2,383	2,848	13.6%	-13.5%	19.5%
Nissan	17,722	17,926	17,119	17,985	1.2%	-4.5%	5.1%
Car	10,942	11,312	12,161	12,986	3.4%	7.5%	6.8%
Truck	6,780	6,614	4,958	4,999	-2.4%	-25.0%	0.8%
Oldsmobile	9,184	8,714	4,250	2,301	-5.1%	-51.2%	-45.9%
Car	6,893	6,428	2,912	1,618	-6.7%	-54.7%	-44.4%
Truck	2,291	2,286	1,338	683	-0.2%	-41.5%	-49.0%
Plymouth	3,071	1,573	102	0	-48.8%	-93.5%	-100.0%
Car	1,921	1,508	99	0	-21.5%	-93.4%	-100.0%
Truck	1,150	65	3	0	-94.3%	-95.4%	-100.0%
Pontiac	21,613	20,574	15,987	14,580	-4.8%	-22.3%	-8.8%
Car	19,711	18,030	13,941	12,757	-8.5%	-22.7%	-8.5%
Truck	1,902	2,544	2,046	1,823	33.8%	-19.6%	-10.9%
Porsche	742	803	892	1,074	8.2%	11.1%	20.4%
Car	742	803	892	705	8.2%	11.1%	-21.0%
Truck	0	0	0	369	--	--	--
Saab	1,232	1,423	1,412	1,625	15.5%	-0.8%	15.1%
Saturn	10,814	10,775	10,790	11,216	-0.4%	0.1%	3.9%
Car	10,814	10,774	7,865	7,567	-0.4%	-27.0%	-3.8%
Truck	0	1	2,925	3,649	--	--	24.8%
Subaru	3,439	4,558	4,084	4,430	32.5%	-10.4%	8.5%
Car	1,751	2,779	2,493	2,734	58.7%	-10.3%	9.7%
Truck	1,688	1,779	1,591	1,696	5.4%	-10.6%	6.6%
Suzuki	1,498	1,697	1,290	1,099	13.3%	-24.0%	-14.8%
Car	384	336	344	431	-12.5%	2.4%	25.3%
Truck	1,114	1,361	946	668	22.2%	-30.5%	-29.4%
Toyota	34,642	38,806	37,233	38,378	12.0%	-4.1%	3.1%
Car	24,216	23,395	22,098	23,477	-3.4%	-5.5%	6.2%
Truck	10,426	15,411	15,135	14,901	47.8%	-1.8%	-1.5%
Volkswagen	12,354	12,331	11,917	11,228	-0.2%	-3.4%	-5.8%
Car	12,309	12,243	11,801	10,497	-0.5%	-3.6%	-11.0%
Truck	45	88	116	731	95.6%	31.8%	530.2%
Volvo	3,534	4,019	3,274	4,652	13.7%	-18.5%	42.1%
Car	3,534	4,019	3,252	3,558	13.7%	-19.1%	9.4%
Truck	0	0	22	1,094	--	--	4872.7%
Other	54	95	138	134	75.9%	45.3%	-2.9%

Leading Car Models

Toyota Camry Top Selling Car Model in Chicago Area Retail Market

The two graphs below show new retail registrations in both the Chicago Area and U.S. markets for the top 15 selling car models in the nation so far this year.

Comparing the relative heights of the bars reveals those models which are relatively popular (or unpopular) in the area. Bars for Toyota Camry, Honda Civic, Toyota Corolla, Chevrolet

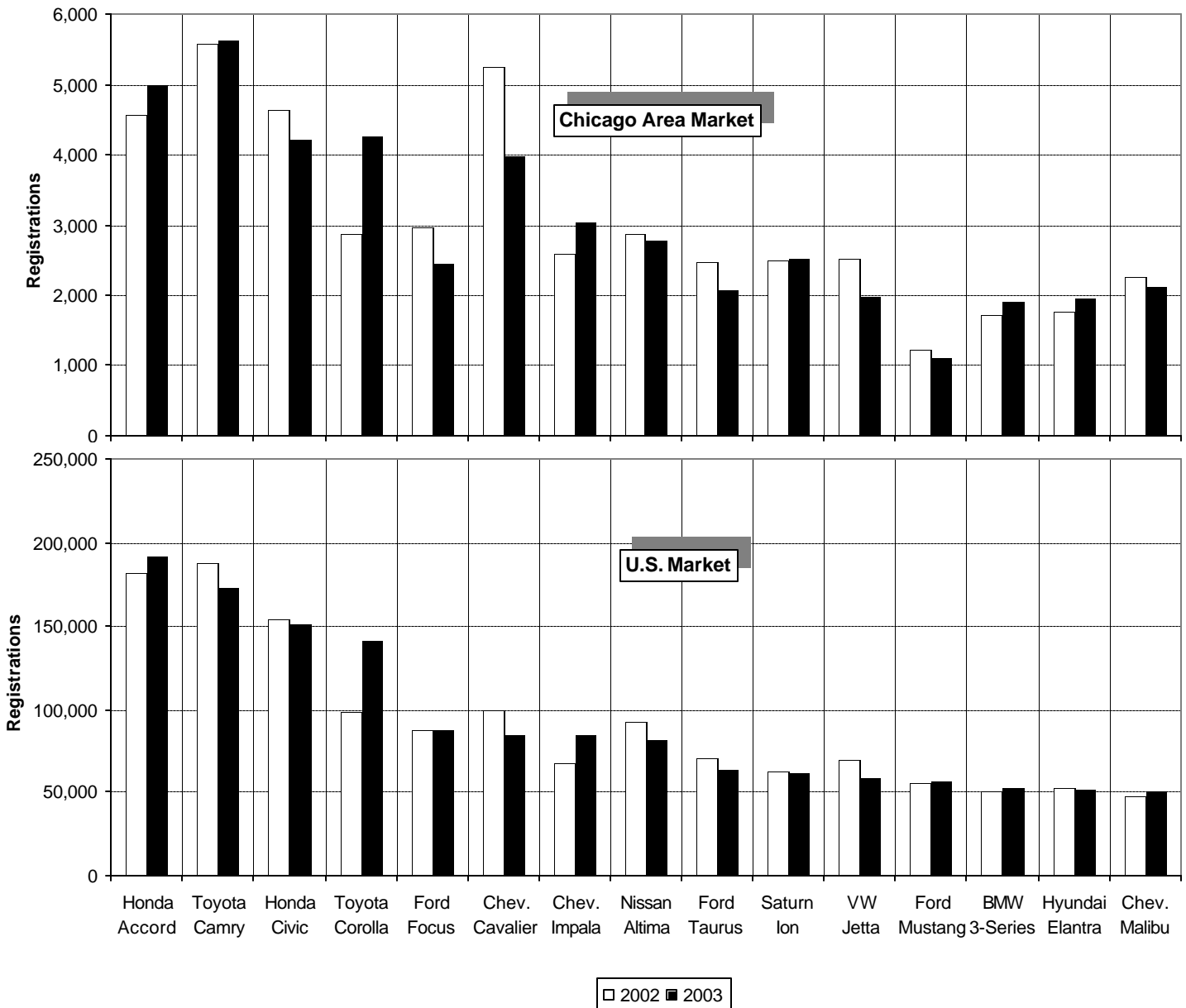
Cavalier, and Saturn Ion, for instance, are all relatively higher in the area than in the nation.

In addition, comparing the heights of the bars in 2002 and 2003 reveals those models that are gaining (or losing) ground. Chevrolet Cavalier registrations, for instance, have declined in both markets, while Honda Accord registrations have increased.

Registrations of Toyota Camry were up slightly in the area during the first six months of this year (versus a year earlier), and were lower in the National market.

Look for the Light Truck market report in the next issue of Chicago Auto Outlook.

New Retail Car Registrations—Chicago Area and U.S. (thru June 2002 & 2003)



Note: Toyota Corolla registrations include Matrix.

Source: The Polk Company

CHICAGO AREA BRAND SCOREBOARD



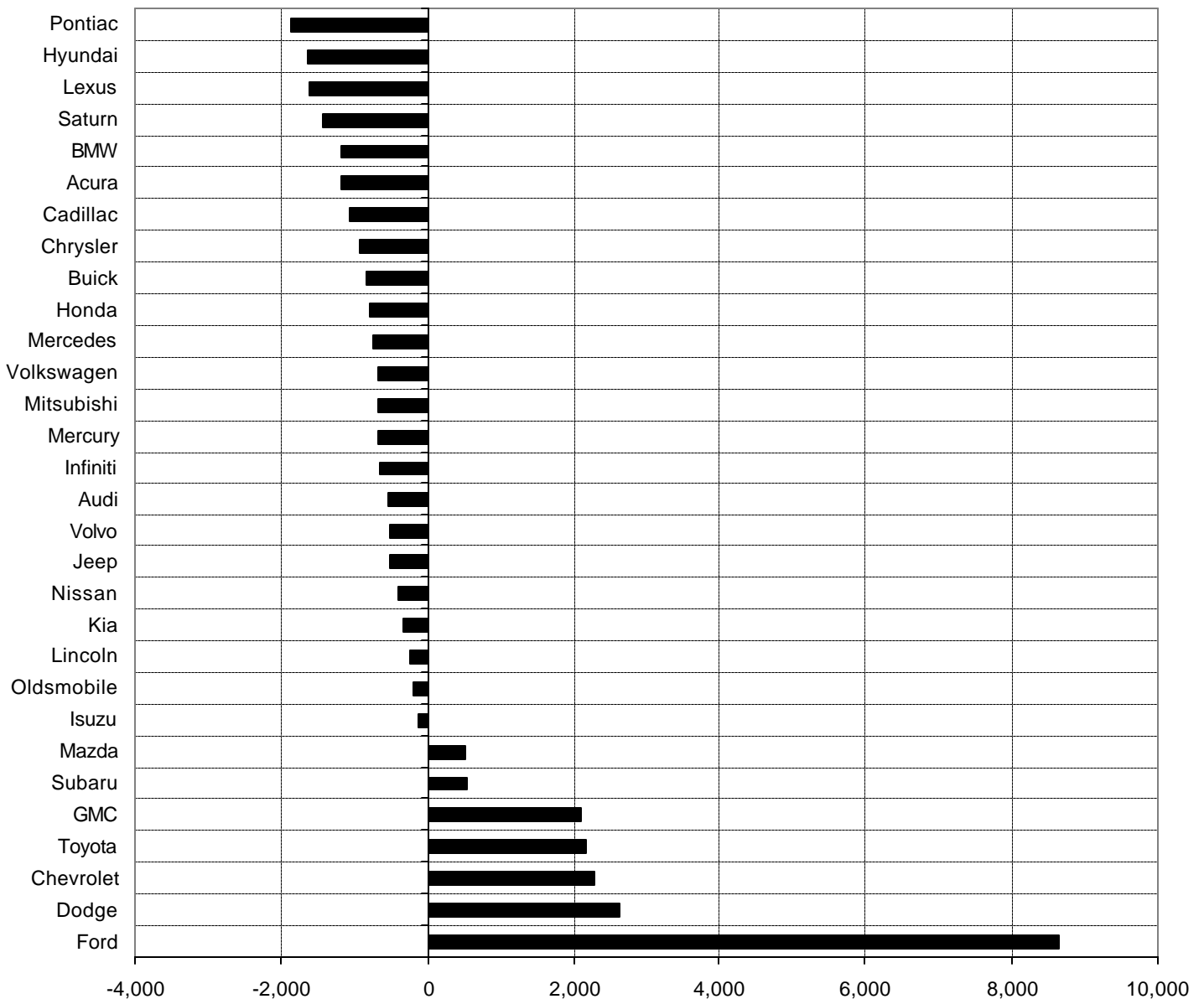
Unit Sales Potential Based on National Market Share

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 during the first half of 2003. 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 Dodge) 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 (Pontiac, Hyundai, Lexus, Saturn, BMW, 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 YTD 2003 (thru June)
 (Increase or decrease in registrations required for brand to equal National market share in the area)



Market Trending Analysis

Honda is “Trending Up” in the Chicago Area Market

Popular statistical analysis of automotive sales often concentrates on two basic measurements. First, how have sales changed versus the same period a year earlier? Are they up or down? And two, what have sales been like in the recent past, i.e., a week or a month. The problem with these two measurements is that they don't look at the overall trend over a longer period of time.

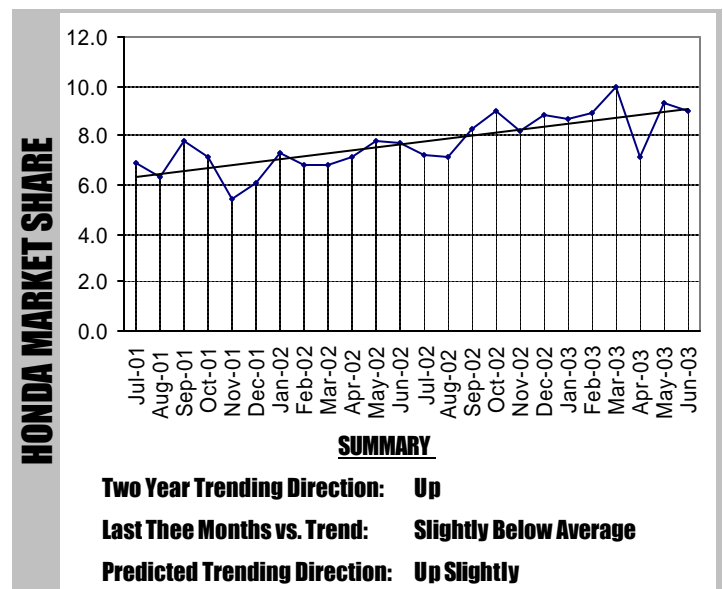
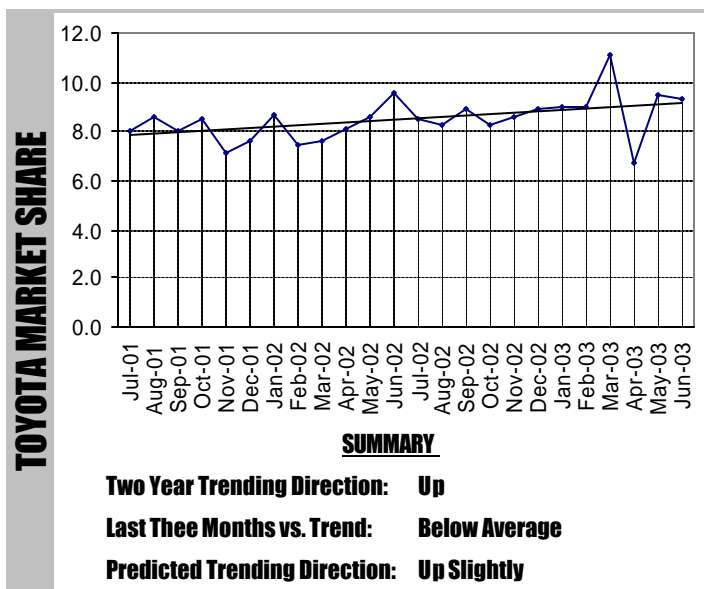
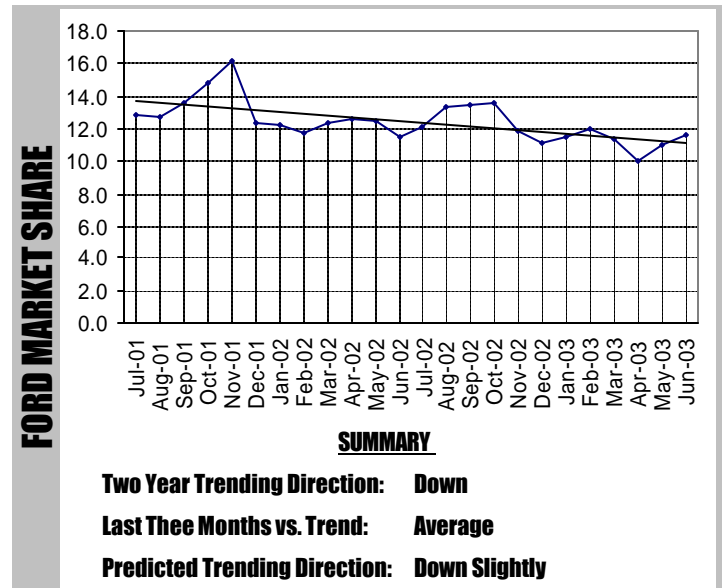
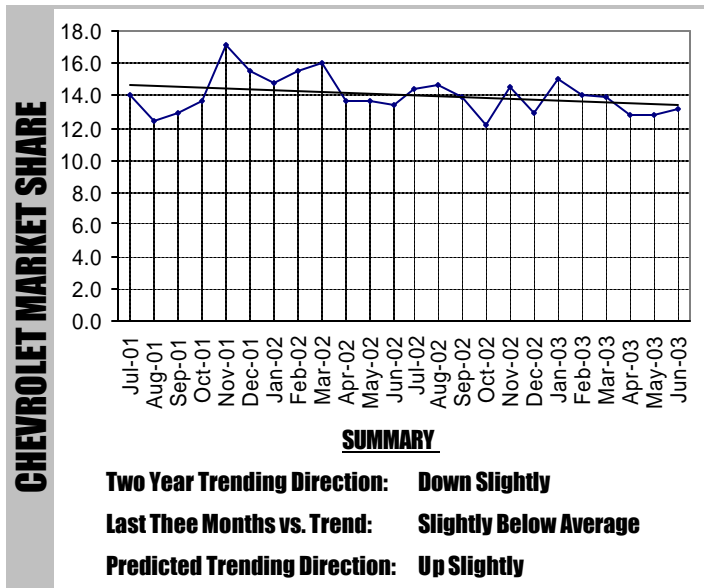
For instance, sales might have gone up last month versus a year earlier, but if the trend for the past several years is sharply lower, that singular indicator might be misleading. The graphs that follow focus on the longer term trend for the Top 10

selling brands in the Chicago Area retail automotive market. For each brand, the graph shows monthly new retail light vehicle market share over the past two years.

The graphs also have a trend line that “fits” the data. This trend line conveys a great deal of information regarding the recent and longer term sales performance for each brand in the area market. A “downward sloping” line (i.e., down from left to right) indicates that market share is trending lower over the two year period. The steeper the slope of the line, the higher the decrease. Conversely, an “upward sloping” line indicates that market

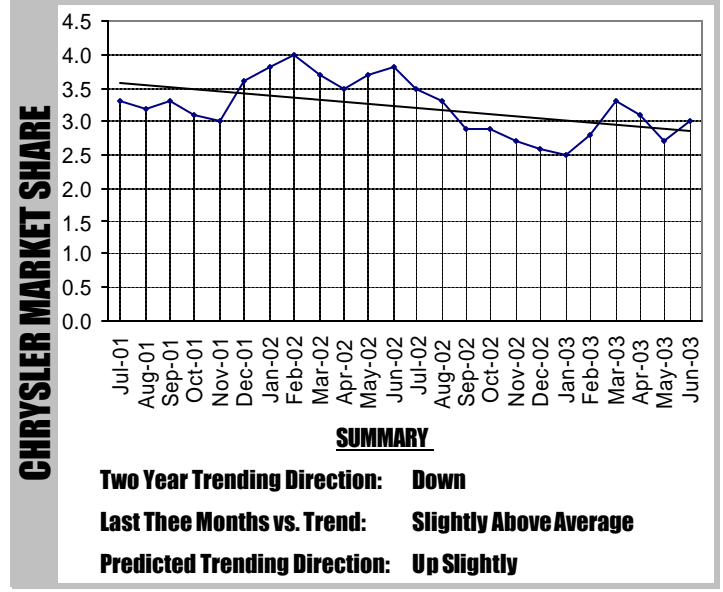
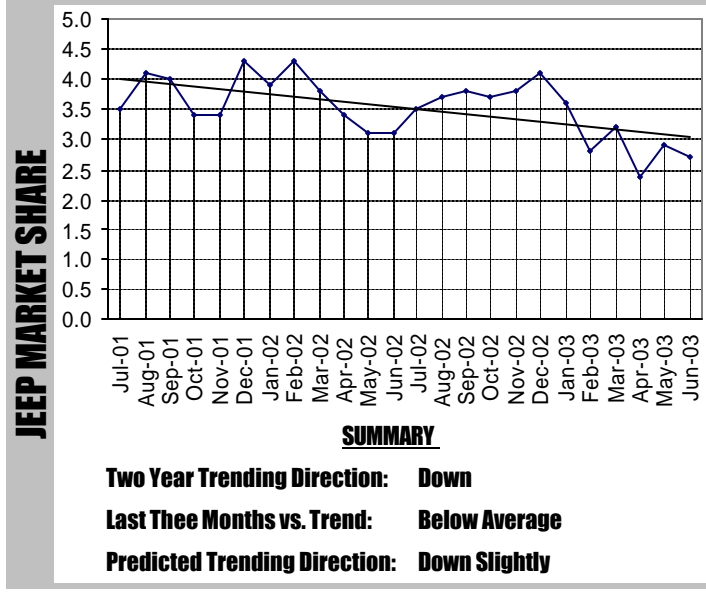
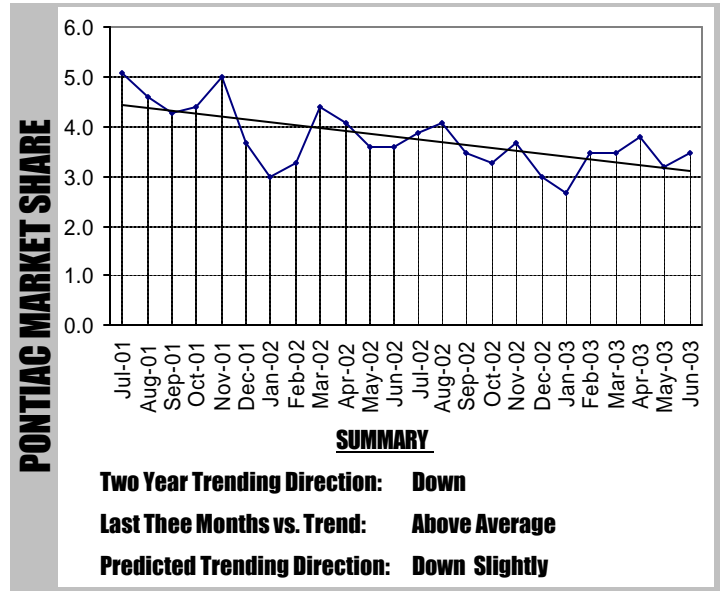
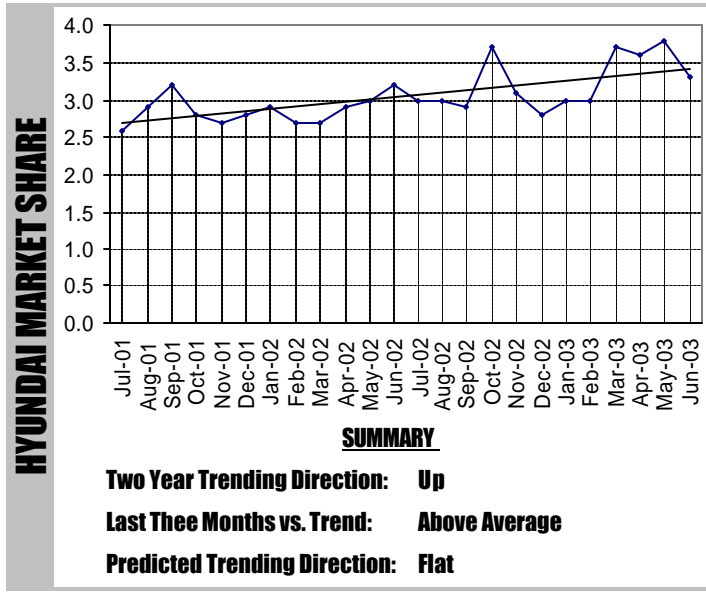
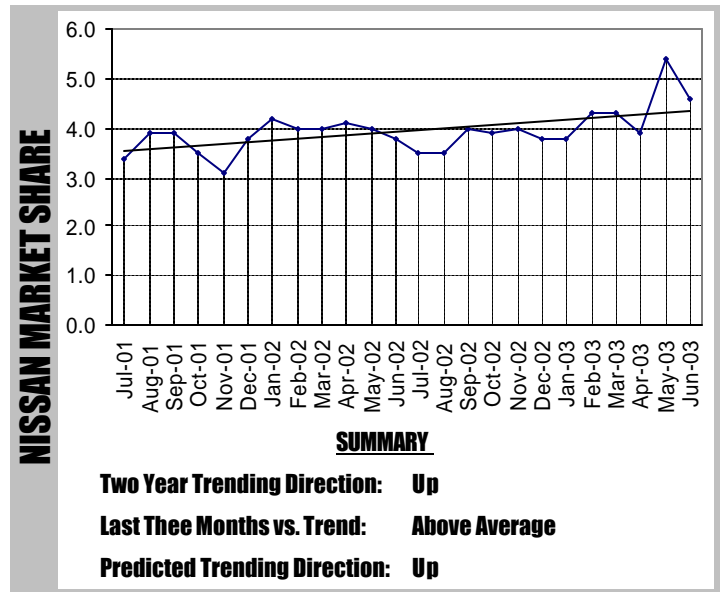
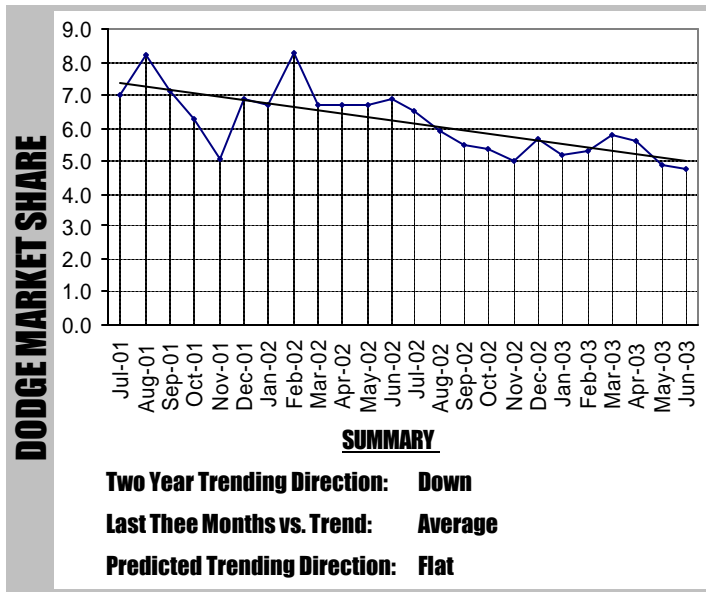
share is trending higher over the two year period (like Honda).

Want to know what sales performance has been like over the past few months? Check the actual monthly market share as indicated by the dots on the graph. If the dots are above the trend, market share has exceeded the trend, which could be an indicator that the trend is likely to improve. The opposite is true if the dots are below the line. These basic evaluators are summarized for each of the 10 brands, as well as Auto Outlook's prediction for the future trend.



Market Trending Analysis (continued)

Hyundai "Trending Up" in the Area Market



Market Tracker

Japanese Brands Gain 3.8 Market Share Points During Last Six Months

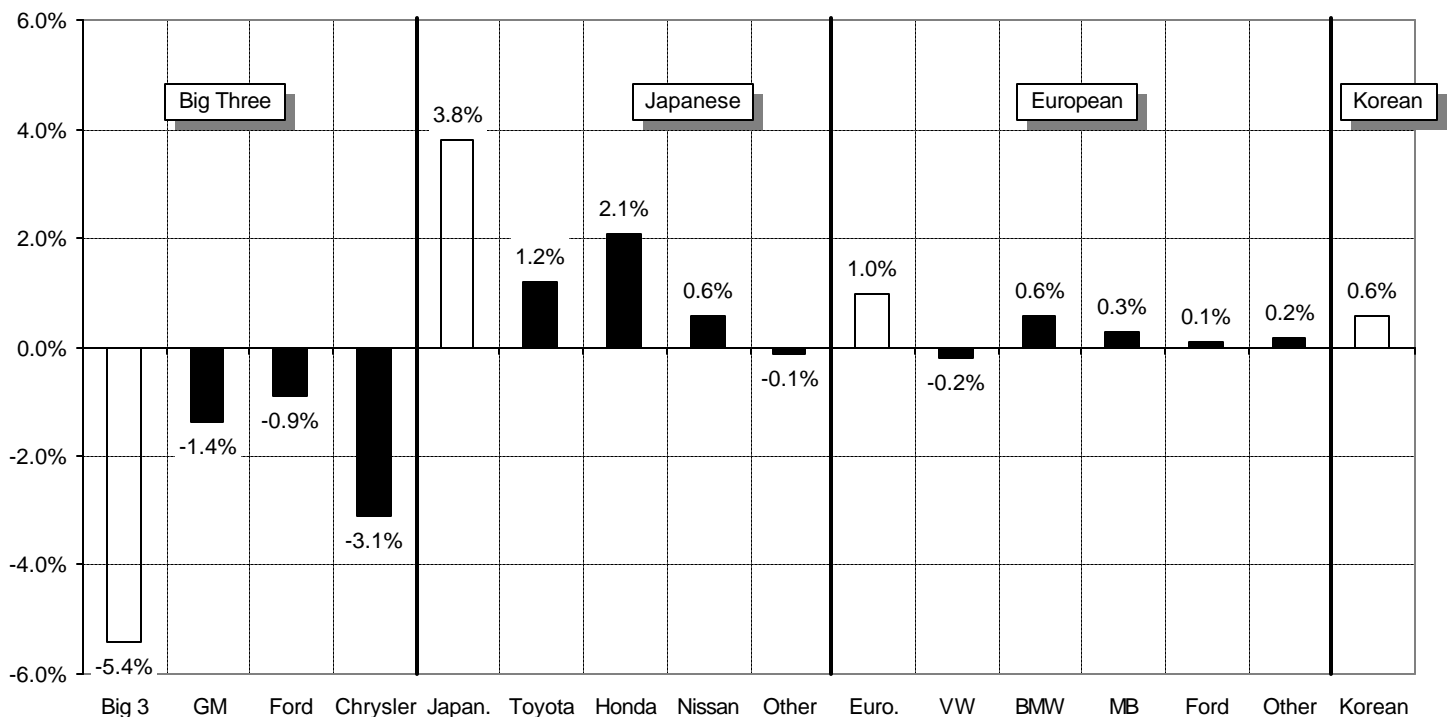
The graph below tracks the changing composition of the area market. As shown on the graph, the Big Three (consisting of “traditional domestic” brands) lost 5.4 market share points in the last six months (January thru June of this year) versus the same period a

year earlier. The decline was spread out, with Chrysler losing 3.1 points, GM down 1.4, and Ford off 0.9. (Big Three does not include import brands owned by GM and Ford, such as Volvo and Saab.) Japanese brand market share increased 3.8 points,

with Honda (including Acura) increasing 2.1 points and Toyota (including Lexus) up 1.2 points. European brand share increased by one point.

Source: The Polk Company.

**Change in New Retail Light Vehicle Market Share
Last Six Months (January '03 thru June '03) versus Same Period a Year Earlier**



Brands included above: **Big 3:** GM (Buick, Cadillac, Chevrolet, GMC, Hummer, Oldsmobile, Pontiac, and Saturn), Ford (Ford, Lincoln, and Mercury), Chrysler (Chrysler, Dodge, and Jeep). **Japanese:** Toyota (Toyota and Lexus), 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, and Maserati). **Korean:** Daewoo, Hyundai and Kia.

Chicago Area Top Ten Scoreboard

Chevrolet Remains in First Place

FIRST QUARTER, 2003			SECOND QUARTER, 2003			change in mkt. share
Rank	Make	Market Share	Rank	Make	Market Share	
1	Chevrolet	14.3%	1	Chevrolet	12.9%	-1.4%
2	Ford	11.6%	2	Ford	10.9%	-0.7%
3	Toyota	10.0%	3	Toyota	8.7%	-1.3%
4	Honda	9.4%	4	Honda	8.6%	-0.8%
5	Dodge	5.5%	5	Dodge	5.0%	-0.5%
6	Nissan	4.1%	6	Nissan	4.7%	0.6%
7	Hyundai	3.3%	7	Hyundai	3.6%	0.3%
8	Pontiac	3.3%	8	Pontiac	3.5%	0.2%
9	Jeep	3.3%	9	Chrysler	2.9%	0.0%
10	Chrysler	2.9%	10	Jeep	2.7%	-0.6%

The table on the left shows the Top 10 sellers in the Chicago Area light vehicle market during the First and Second Quarters of this year. Chevrolet remained in first place, despite losing 1.4 market share points. Nissan gained 0.6 points and moved to within 0.3 points of fifth place Dodge. Source: The Polk Company.

County Scoreboard

Will County Market Declines by Less Than 1% in First Half of 2003

The tables on this page provide a thorough summary of the retail light vehicle markets for each of the eight counties that comprise the Chicago Area. 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 six months of 2001, 2002, and 2003. Percentage change, reflecting the **relative** growth or contraction of county markets, is shown in the middle of the table. Unit change, reflecting the **absolute** growth or contraction of county markets, is shown in the last three columns.

Part 2 presents market share data for light trucks, Domestic brands, and the top five selling car and light truck brands in the area. The top two ranked counties in each category are shaded.

Source: The Polk Company

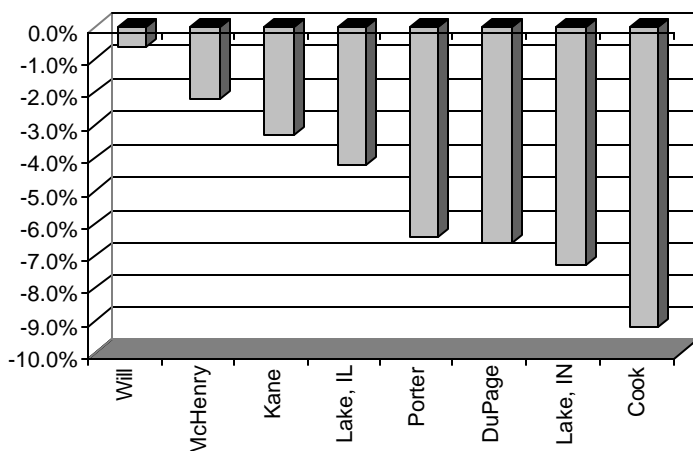
COUNTY BY COUNTY - PART 1

	Registrations (YTD 2003, thru June)			Percent Change			Unit Change		
	2001	2002	2003	2001 to 2002	2002 to 2003	2001 to 2003	2001 to 2002	2002 to 2003	2001 to 2003
Cook	116,565	107,685	97,813	-7.6%	-9.2%	-16.1%	-8,880	-9,872	-18,752
DuPage	35,141	31,661	29,581	-9.9%	-6.6%	-15.8%	-3,480	-2,080	-5,560
Kane	12,046	11,916	11,525	-1.1%	-3.3%	-4.3%	-130	-391	-521
Lake, IL	25,263	23,130	22,155	-8.4%	-4.2%	-12.3%	-2,133	-975	-3,108
Lake, IN	11,359	11,122	10,313	-2.1%	-7.3%	-9.2%	-237	-809	-1,046
McHenry	9,437	8,727	8,534	-7.5%	-2.2%	-9.6%	-710	-193	-903
Porter	4,202	4,095	3,834	-2.5%	-6.4%	-8.8%	-107	-261	-368
Will	17,866	17,904	17,790	0.2%	-0.6%	-0.4%	38	-114	-76

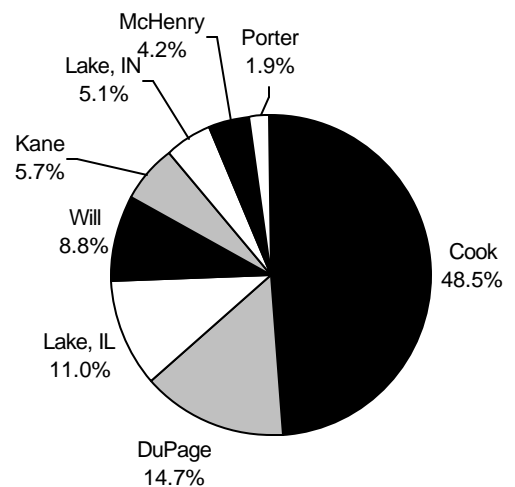
COUNTY BY COUNTY - PART 2

	Market Share Summary				Brand Market Share - Top Five Chicago Area Retail Brands									
	Light Truck		Domestic Brand		Cars					Light Trucks				
	YTD 2003	Change from '02	YTD 2003	Change from '02	Chev.	Toyota	Honda	Ford	Pont.	Chev.	Ford	Honda	Dodge	Toyota
Cook	43.4	0.6	49.1	-5.5	10.9	11.8	8.7	6.2	5.2	15.6	15.4	9.7	7.8	8.7
DuPage	47.6	1.6	47.8	-4.4	8.7	10.6	9.4	5.9	5.3	15.8	16.2	10.4	6.1	8.3
Kane	53.1	0.4	55.9	-5.9	10.3	8.6	10.3	7.1	5.0	18.9	17.7	8.8	9.1	6.6
Lake, IL	50.4	1.1	44.9	-4.4	8.5	11.2	8.6	4.4	4.7	16.2	12.5	9.7	7.0	10.2
Lake, IN	50.8	0.5	70.7	-4.3	17.3	6.9	6.7	12.4	7.3	17.6	25.6	5.3	8.7	4.0
McHenry	56.1	-0.5	60.1	-5.2	12.3	7.8	10.6	7.0	8.2	21.5	18.5	8.0	10.3	5.7
Porter	54.6	-0.3	69.6	-4.8	13.6	6.5	8.5	10.9	10.6	15.6	22.3	7.6	9.9	4.0
Will	53.8	1.1	60.7	-5.2	13.5	8.0	8.1	7.7	7.2	19.1	18.3	7.4	9.2	5.8





Percent Change in Registrations – YTD 2003 (thru June)



Share of Area Market – YTD 2003 (thru June)



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

	Area Market	U.S. Market
 <p>Market Growth % change in registrations YTD 2003 vs. YTD 2002 (thru June)</p>	-6.8%	-4.0%
 <p>Car Market Share Car share of industry retail light vehicle registrations - YTD 2003 (thru June)</p>	52.6%	44.8%
 <p>Domestic Brand Market Share Domestic brand share of industry retail light vehicle registrations - YTD 2003 (thru June)</p>	51.8%	55.9%
 <p>Top Selling Retail Brands <i>Top selling light vehicle brands and market share - Second Quarter 2003</i></p>		
First	Chevrolet 12.9%	Ford 15.6%
Second	Ford 10.9%	Chevrolet 15.1%
Third	Toyota 8.7%	Toyota 10.5%
Fourth	Honda 8.6%	Honda 8.6%
Fifth	Dodge 5.0%	Dodge 6.5%
Sixth	Nissan 4.7%	Nissan 4.3%
Seventh	Hyundai 3.6%	GMC 3.6%
Eighth	Pontiac 3.5%	Hyundai 2.7%
Ninth	Chrysler 2.9%	Jeep 2.7%
Tenth	Jeep 2.7%	Chrysler 2.5%

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