

Chicago Auto Outlook™

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Market Has Chance to Improve in Second Half of '04 Versus Year Earlier

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 approach 400,000 units this year and decline 3.8% from 2003.

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

3 Traditional domestic (Big Three) market share in the Chicago Area during the first six months of this year was 49.3%, below their 53.9% share of the U.S. market.

4 The Chicago Area new retail light vehicle market declined 6.3% during the first half of this year versus a year earlier.

5 Auto Outlook believes that the market has a good chance to improve in the second half of this year versus a year earlier. A 5.1% increase is predicted for the Fourth Quarter.

6 At this point, it appears that the market will decline next year, but remain relatively strong based on historical averages. (Look for more details on next year's outlook in the next issue.)

7 The area's Luxury SUV segment was the big winner in the first half of this year, with market share increasing by 1.6 points in the first half versus the same period a year earlier (see page 3).

8 Camry was the best-selling car in the area retail car market during the first half of this year. Accord was second (see page 6).

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

10 Toyota, Honda, Nissan, and Lexus market shares are 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 3.4 points during the first six months of this year versus a year earlier. Toyota (including Lexus and Scion) was the big winner (see page 10).

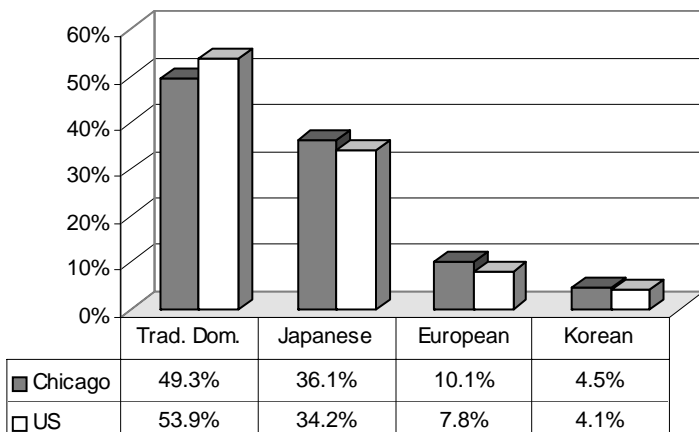
12 Toyota took over second place from Ford in the area market during the Second Quarter. Chrysler moved into the top 10 (see page 10).

13 Porter County was the only county market to have an increase in registrations during the first half of this year, up 4.5% versus the first half of 2003 (see page 11).

14 The 6.3% decline in the area market during the first half of this year was sharper than the 0.6% drop 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 '04 (thru June)



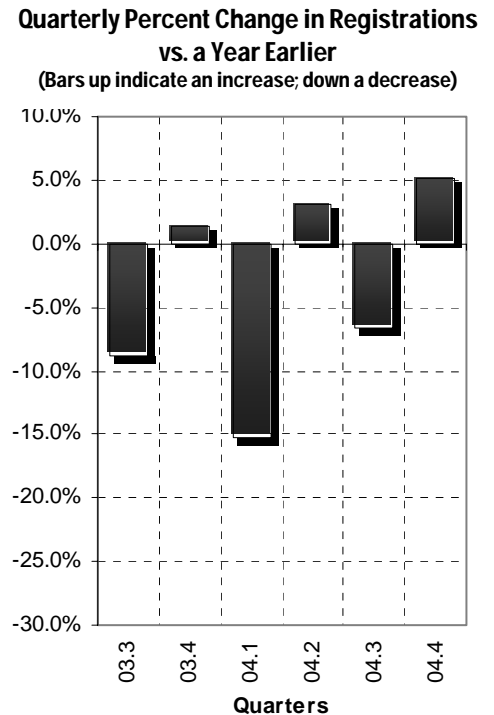
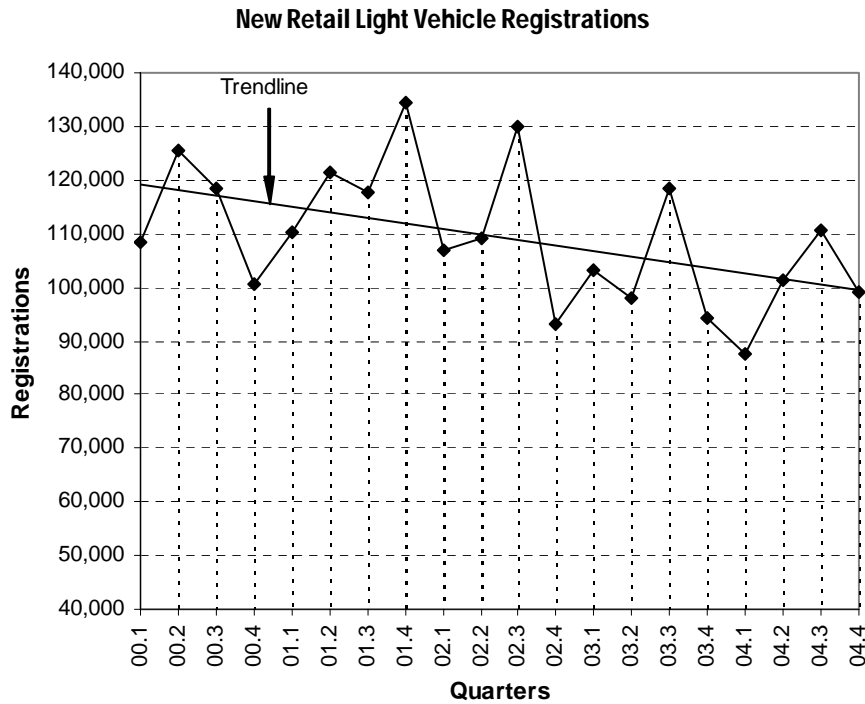
CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

	Forecast			% change '03 to '04
	2002	2003	2004	
TOTAL	439,339	414,117	398,284	-3.8%
Car	236,268	215,703	199,625	-7.5%
Light Truck	203,071	198,414	198,659	0.1%
Traditional Domestic	247,701	214,498	201,148	-6.2%
Japanese	129,204	136,250	138,414	1.6%
European	41,618	42,674	39,777	-6.8%
Korean	20,816	20,695	18,945	-8.5%

Source for historical data: The Polk Company

Quarterly Industry Results and Forecast

Area Market Improves in Second Quarter of 2004 versus Year Earlier



Summary Table	02.1	02.2	02.3	02.4	03.1	03.2	03.3	03.4	04.1	04.2	04.3	04.4
Actual registrations	107,053	109,187	130,079	93,020	103,148	98,139	118,598	94,232	87,469	101,155	110,655	99,005
% change from year earlier	-3.0%	-10.1%	10.6%	-30.8%	-3.6%	-10.1%	-8.8%	1.3%	-15.2%	3.1%	-6.7%	5.1%

After declining 15.2% in the First Quarter of this year versus a year earlier, the Chicago Area market recovered in the Second Quarter, with registrations increasing 3.1%. Auto Outlook believes that the market will have a hard time beating its relatively strong year-earlier results in the Third Quarter of this year, but an increase is likely in the Fourth Quarter. Source for Historical Data: The Polk Company.

Chicago Auto Outlook

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Segment Watch

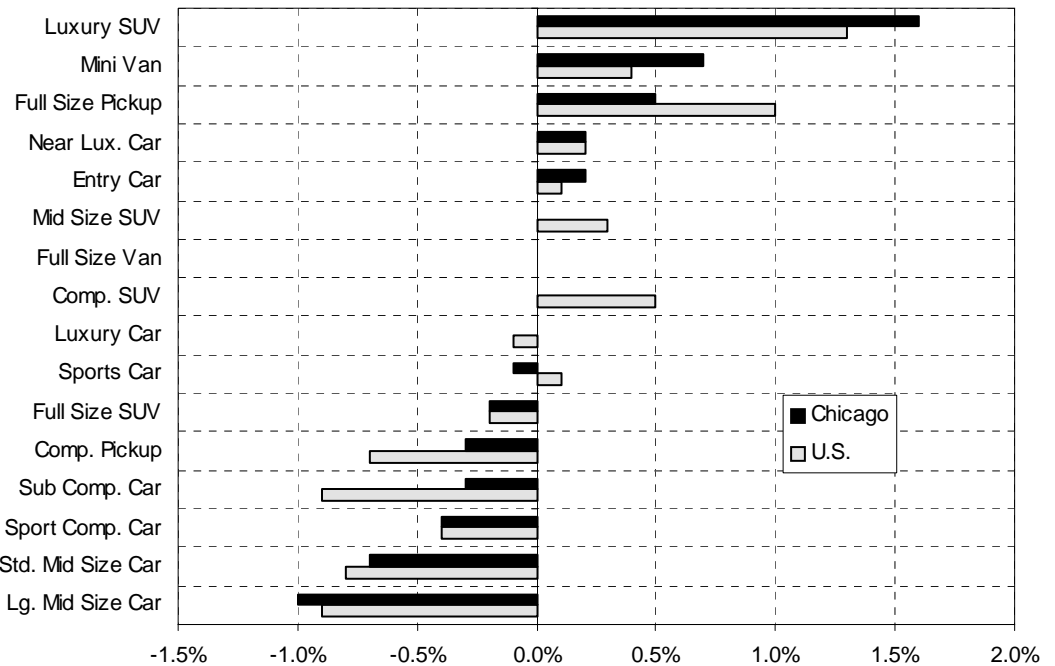
Luxury SUV Segment Market Share Moves Higher So Far This Year

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 six months of this year (versus 2003) 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 so far this year and the percent change in new registrations.

Observations: Continued strong sales of the Lexus RX330 and Acura MDX helped the Luxury SUV segment to a 1.6 market share point increase in the Chicago Area. Acura TL registrations increased 53%.

Source: The Polk Company.

Change in Retail Light Vehicle Market Share - YTD '04 (thru June) vs. '03



Top Five Selling Models in Each Segment

New Retail Registrations, YTD 2004 (thru June) and Percent Change vs. 2003

CARS

Entry			Sub Compact			Sporty Compact			Standard Mid Size		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Chevrolet Aveo	816	--	Toyota Corolla	4483	5%	Ford Mustang	1025	-7%	Toyota Camry	5391	-4%
Toyota Prius	431	66%	Honda Civic	4205	0%	Mitsubishi Eclipse	373	-52%	Honda Accord	5028	1%
Hyundai Accent	344	-39%	Chevrolet Cavalier	3836	-3%	Acura RSX	322	-31%	Nissan Altima	3233	16%
Kia Rio	337	-32%	Ford Focus	2743	12%	Hyundai Tiburon	248	-39%	Chevrolet Malibu	1784	-16%
Suzuki Aerio	104	-27%	Saturn Ion	1910	-24%	Toyota Celica	120	-31%	Pontiac Grand Am	1760	-9%
Large Mid Size			Near Luxury			Luxury			Sports Car		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Chevrolet Impala	2350	-23%	Acura TL	1687	53%	BMW 5-Series	980	10%	Chevrolet Corvette	519	-25%
Pontiac Grand Prix	2013	1%	Lexus ES300	1512	8%	Cadillac Deville	974	-6%	Nissan 350ZX	345	-39%
Buick LeSabre	1372	-10%	BMW 3-Series	1433	-24%	Mercedes E	926	-8%	Mazda RX8	236	--
Mercury Gr. Marq.	1346	-8%	Infiniti G35	1172	1%	Lexus LS	567	43%	BMW Z4	216	-39%
Chevrolet Monte Carlo	1101	-33%	Cadillac CTS	1056	-6%	Lincoln Town Car	525	-21%	Porsche 911	167	-7%

LIGHT TRUCKS

Compact Pickup			Full Size Pick Up			Minivan			Full Size Van		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Chevrolet Colorado/S10	931	-27%	Ford F-Series	3810	11%	Toyota Sienna	3097	86%	Chevrolet Express	1593	8%
Ford Ranger	880	-31%	Chevrolet Silverado	2678	-6%	Dodge Caravan	3074	13%	Ford Econoline	1131	-12%
Dodge Dakota	804	-17%	Dodge Ram	1809	-16%	Honda Odyssey	2807	-9%	GMC Savana	338	-1%
Toyota Tacoma	360	2%	Chevrolet Avalanche	959	-10%	Chrysler T & C	1848	-5%	Dodge Ram Van	250	-48%
Nissan Frontier	245	11%	GMC Sierra	891	3%	Ford Freestar	1142	-27%			
Compact SUV			Mid Size SUV			Full Size SUV			Luxury SUV		
Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.	Model	Regs.	% ch.
Ford Escape	2685	8%	Ford Explorer	3227	-20%	Chevrolet Tahoe	1608	2%	Lexus RX330	2126	13%
Honda CRV	2415	-9%	Chevrolet TrailBlazer	3181	-20%	Ford Expedition	1162	-21%	Acura MDX	1518	8%
Jeep Liberty	2098	-11%	Honda Pilot	2170	11%	Chevrolet Suburban	1074	-10%	Chrysler Pacifica	1000	--
Hyundai Santa Fe	2072	-14%	Jeep Gr. Cher.	2134	-26%	Toyota Sequoia	514	-12%	Buick Rendezvous	859	-19%
Saturn Vue	1735	-7%	Toyota Highlander	2084	-3%	GMC Yukon	364	1%	Volvo XC90	815	46%

CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

History and Forecast

(Historical data obtained from The Polk Company)

	Registrations				Percent Change		
	2001	2002	2003	Forecast	01 to 02	02 to 03	Forecast
				2004			03 to 04
TOTAL	483,987	439,339	414,117	398,284	-9.2%	-5.7%	-3.8%
Acura	7,055	6,849	7,288	7,959	-2.9%	6.4%	9.2%
Car	4,998	4,317	4,415	5,040	-13.6%	2.3%	14.2%
Truck	2,057	2,532	2,873	2,919	23.1%	13.5%	1.6%
Audi	3,735	3,661	3,577	3,252	-2.0%	-2.3%	-9.1%
BMW	8,668	8,504	9,136	8,989	-1.9%	7.4%	-1.6%
Car	6,469	6,322	7,191	6,585	-2.3%	13.7%	-8.4%
Truck	2,199	2,182	1,945	2,404	-0.8%	-10.9%	23.6%
Buick	13,268	11,324	9,141	7,996	-14.7%	-19.3%	-12.5%
Car	11,929	8,396	6,815	5,425	-29.6%	-18.8%	-20.4%
Truck	1,339	2,928	2,326	2,571	118.7%	-20.6%	10.5%
Cadillac	7,219	7,528	7,663	7,900	4.3%	1.8%	3.1%
Car	6,239	5,853	5,646	5,024	-6.2%	-3.5%	-11.0%
Truck	980	1,675	2,017	2,876	70.9%	20.4%	42.6%
Chevrolet	68,968	62,190	57,434	53,502	-9.8%	-7.6%	-6.8%
Car	29,891	25,260	24,013	22,203	-15.5%	-4.9%	-7.5%
Truck	39,077	36,930	33,421	31,299	-5.5%	-9.5%	-6.3%
Chrysler	17,515	14,802	11,574	12,356	-15.5%	-21.8%	6.8%
Car	7,619	6,440	4,390	4,875	-15.5%	-31.8%	11.0%
Truck	9,896	8,362	7,184	7,481	-15.5%	-14.1%	4.1%
Daewoo	1,574	534	236	0	-66.1%	-55.8%	-100.0%
Dodge	34,176	27,816	21,479	20,000	-18.6%	-22.8%	-6.9%
Car	9,740	8,332	5,914	4,617	-14.5%	-29.0%	-21.9%
Truck	24,436	19,484	15,565	15,383	-20.3%	-20.1%	-1.2%
Ford	64,164	54,726	47,615	44,530	-14.7%	-13.0%	-6.5%
Car	21,211	17,500	13,848	11,354	-17.5%	-20.9%	-18.0%
Truck	42,953	37,226	33,767	33,176	-13.3%	-9.3%	-1.8%
GMC	10,612	10,527	10,220	10,356	-0.8%	-2.9%	1.3%
Honda	32,771	33,632	37,057	36,135	2.6%	10.2%	-2.5%
Car	22,711	20,312	19,421	18,774	-10.6%	-4.4%	-3.3%
Truck	10,060	13,320	17,636	17,361	32.4%	32.4%	-1.6%
Hummer	0	560	967	705	--	72.7%	-27.1%
Hyundai	12,390	13,141	13,422	12,872	6.1%	2.1%	-4.1%
Car	9,729	9,307	8,901	8,382	-4.3%	-4.4%	-5.8%
Truck	2,661	3,834	4,521	4,490	44.1%	17.9%	-0.7%
Infiniti	3,894	3,864	4,820	5,037	-0.8%	24.7%	4.5%
Car	2,770	3,029	3,442	3,300	9.4%	13.6%	-4.1%
Truck	1,124	835	1,378	1,737	-25.7%	65.0%	26.1%
Isuzu	2,012	1,532	1,056	743	-23.9%	-31.1%	-29.6%
Jaguar	1,501	2,369	1,842	1,550	57.8%	-22.2%	-15.9%
Jeep	17,516	16,157	12,489	12,110	-7.8%	-22.7%	-3.0%
Kia	7,344	7,003	6,856	5,850	-4.6%	-2.1%	-14.7%
Car	4,699	4,094	3,374	2,756	-12.9%	-17.6%	-18.3%
Truck	2,645	2,909	3,482	3,094	10.0%	19.7%	-11.1%
Land Rover	1,027	1,597	1,373	1,319	55.5%	-14.0%	-3.9%
Lexus	9,776	9,683	10,440	10,701	-1.0%	7.8%	2.5%
Car	5,243	5,738	4,766	4,770	9.4%	-16.9%	0.1%
Truck	4,533	3,945	5,674	5,931	-13.0%	43.8%	4.5%
Lincoln	5,070	4,233	4,444	3,688	-16.5%	5.0%	-17.0%
Car	4,046	3,336	2,456	1,835	-17.5%	-26.4%	-25.3%
Truck	1,024	897	1,988	1,853	-12.4%	121.6%	-6.8%

CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

History and Forecast

(Historical data obtained from The Polk Company)

	Registrations				Percent Change		
	2001	2002	Forecast		01 to 02	02 to 03	Forecast 03 to 04
			2003	2004			
Mazda	5,478	5,597	5,450	5,887	2.2%	-2.6%	8.0%
Car	3,241	3,129	3,337	4,411	-3.5%	6.6%	32.2%
Truck	2,237	2,468	2,113	1,476	10.3%	-14.4%	-30.1%
Mercedes	7,239	7,107	7,439	6,917	-1.8%	4.7%	-7.0%
Car	5,434	5,381	6,218	5,860	-1.0%	15.6%	-5.8%
Truck	1,805	1,726	1,221	1,057	-4.4%	-29.3%	-13.4%
Mercury	8,829	6,709	5,913	5,445	-24.0%	-11.9%	-7.9%
Car	6,623	4,545	4,431	3,745	-31.4%	-2.5%	-15.5%
Truck	2,206	2,164	1,482	1,700	-1.9%	-31.5%	14.7%
Mini	0	830	1,218	1,142	--	46.7%	-6.2%
Mitsubishi	8,829	8,321	6,736	4,904	-5.8%	-19.0%	-27.2%
Car	6,073	5,938	3,954	2,747	-2.2%	-33.4%	-30.5%
Truck	2,756	2,383	2,782	2,157	-13.5%	16.7%	-22.5%
Nissan	17,926	17,119	19,212	21,258	-4.5%	12.2%	10.6%
Car	11,312	12,161	13,306	13,102	7.5%	9.4%	-1.5%
Truck	6,614	4,958	5,906	8,156	-25.0%	19.1%	38.1%
Oldsmobile	8,714	4,250	1,591	628	-51.2%	-62.6%	-60.5%
Car	6,428	2,912	1,022	294	-54.7%	-64.9%	-71.2%
Truck	2,286	1,338	569	334	-41.5%	-57.5%	-41.3%
Plymouth	1,573	102	0	0	-93.5%	-100.0%	--
Car	1,508	99	0	0	-93.4%	-100.0%	--
Truck	65	3	0	0	-95.4%	-100.0%	--
Pontiac	20,574	15,987	13,564	13,218	-22.3%	-15.2%	-2.6%
Car	18,030	13,941	11,927	11,954	-22.7%	-14.4%	0.2%
Truck	2,544	2,046	1,637	1,264	-19.6%	-20.0%	-22.8%
Porsche	803	892	1,063	1,103	11.1%	19.2%	3.8%
Car	803	892	555	397	11.1%	-37.8%	-28.5%
Truck	0	0	508	706	--	--	39.0%
Saab	1,423	1,412	1,728	1,627	-0.8%	22.4%	-5.8%
Saturn	10,775	10,790	10,404	8,714	0.1%	-3.6%	-16.2%
Car	10,774	7,865	6,864	5,162	-27.0%	-12.7%	-24.8%
Truck	1	2,925	3,540	3,552	--	21.0%	0.3%
Scion	0	0	0	602	--	--	--
Car	0	0	0	292	--	--	--
Truck	0	0	0	310	--	--	--
Subaru	4,558	4,084	4,055	3,775	-10.4%	-0.7%	-6.9%
Car	2,779	2,493	2,354	2,068	-10.3%	-5.6%	-12.1%
Truck	1,779	1,591	1,701	1,707	-10.6%	6.9%	0.4%
Suzuki	1,697	1,290	1,200	2,030	-24.0%	-7.0%	69.2%
Car	336	344	374	1,084	2.4%	8.7%	189.8%
Truck	1,361	946	826	946	-30.5%	-12.7%	14.5%
Toyota	38,806	37,233	38,936	39,383	-4.1%	4.6%	1.1%
Car	23,395	22,098	22,819	22,347	-5.5%	3.3%	-2.1%
Truck	15,411	15,135	16,117	17,036	-1.8%	6.5%	5.7%
Volkswagen	12,331	11,917	10,439	8,891	-3.4%	-12.4%	-14.8%
Car	12,243	11,801	9,755	7,668	-3.6%	-17.3%	-21.4%
Truck	88	116	684	1,223	31.8%	489.7%	78.8%
Volvo	4,019	3,274	4,796	4,929	-18.5%	46.5%	2.8%
Car	4,019	3,252	3,405	3,298	-19.1%	4.7%	-3.1%
Truck	0	22	1,391	1,631	--	6222.7%	17.3%
Other	95	138	181	223	45.3%	31.2%	23.2%

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, Toyota Corolla, Chevrolet Cavalier, Chevrolet

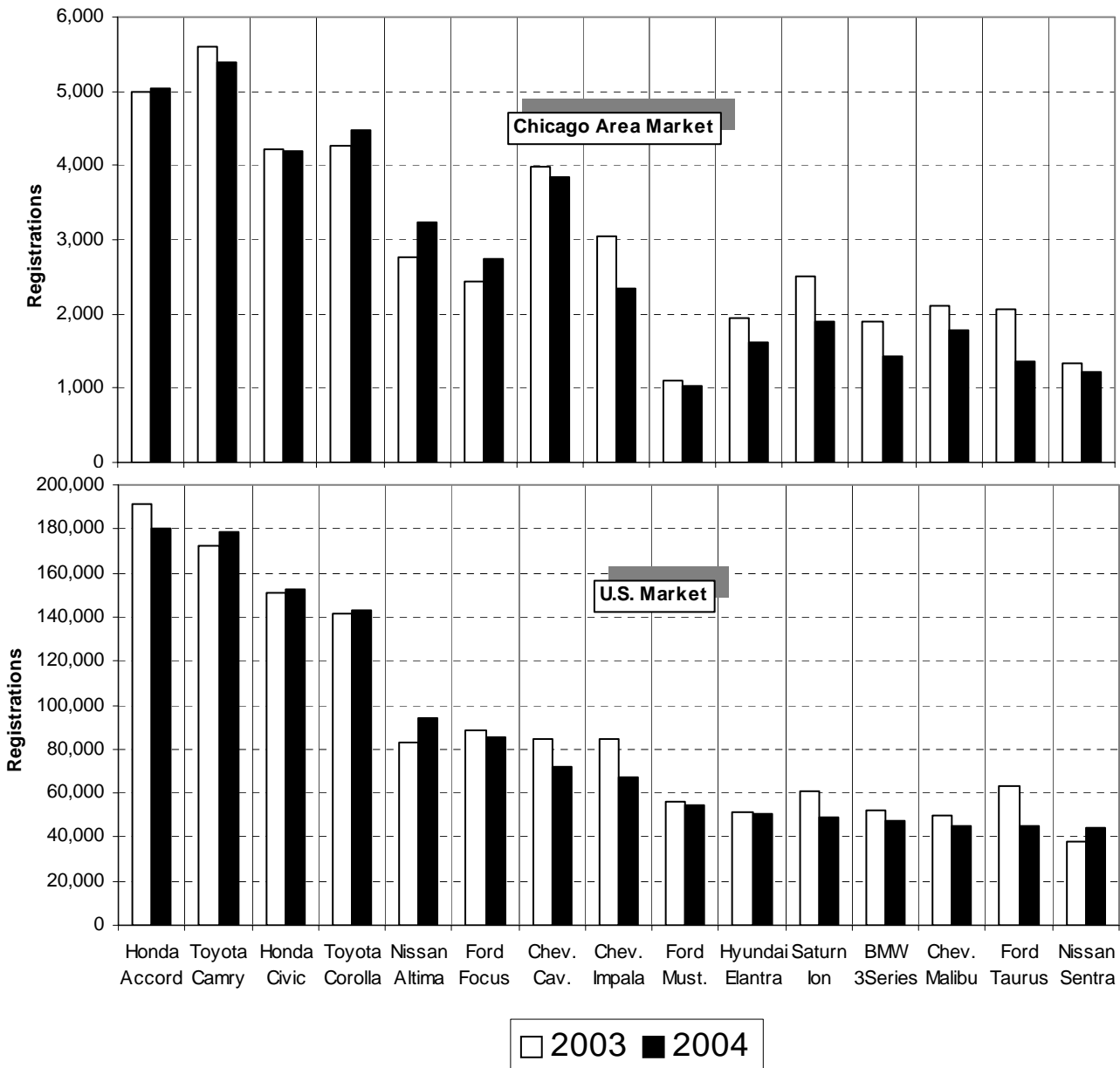
Impala, and Saturn Ion, for instance, are all relatively higher in the area than in the nation.

In addition, comparing the heights of the bars in 2003 and 2004 reveals those models that are gaining (or losing) ground. Chevrolet Cavalier registrations, for instance, have declined in both markets, while Nissan Altima registrations have increased.

Registrations of Honda Accord 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 2003 & 2004)



Note: Toyota Corolla registrations include Matrix.

Source: The Polk Company

CHICAGO AREA BRAND SCOREBOARD



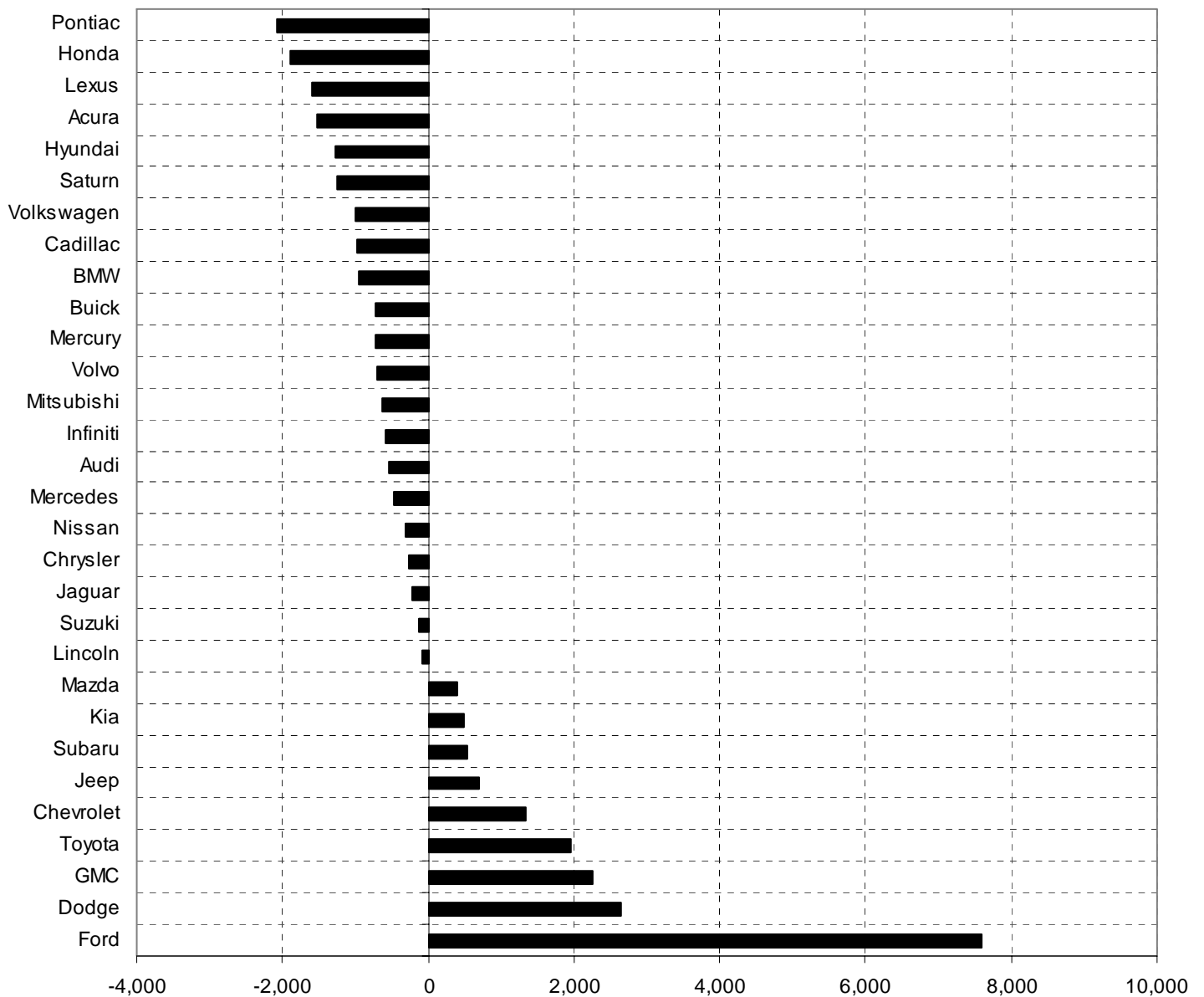
Unit Sales Potential Based on National Market Share

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 2004. 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, Honda, Lexus, Acura, Hyundai, and Saturn) have a "significant negative potential," indicating that they are strong sellers in the area.

Chicago Area Retail Market Potential—based on registrations for YTD 2004 (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.

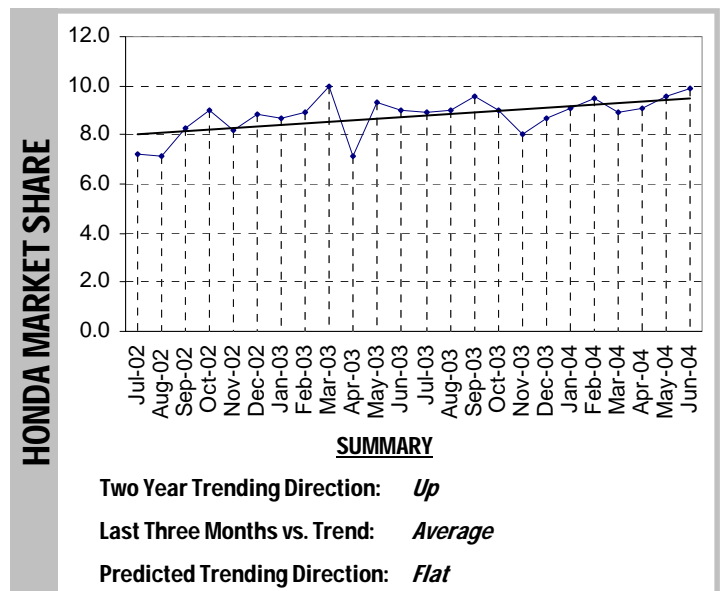
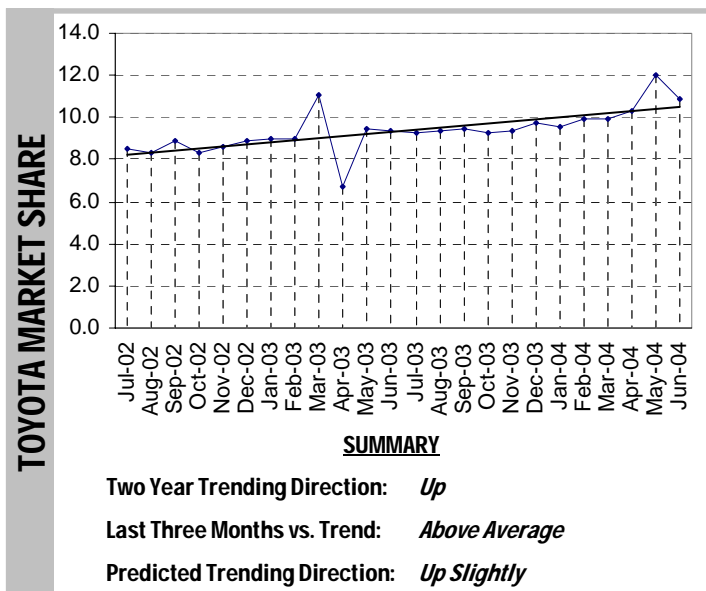
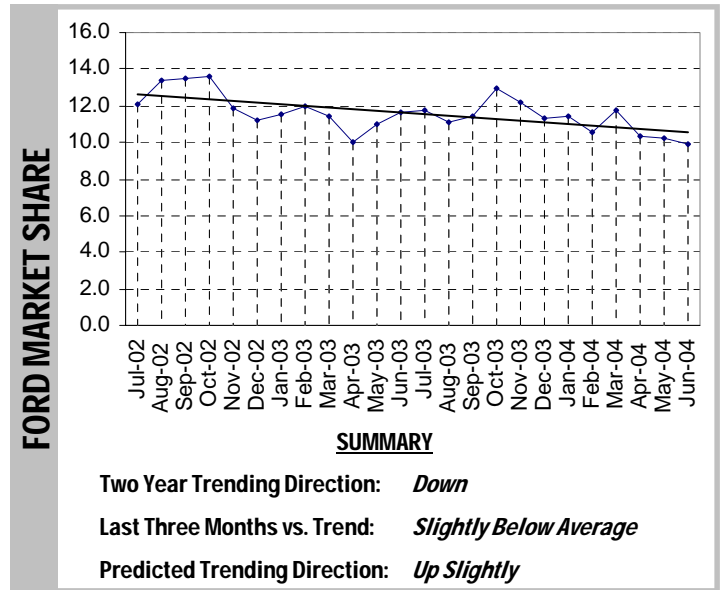
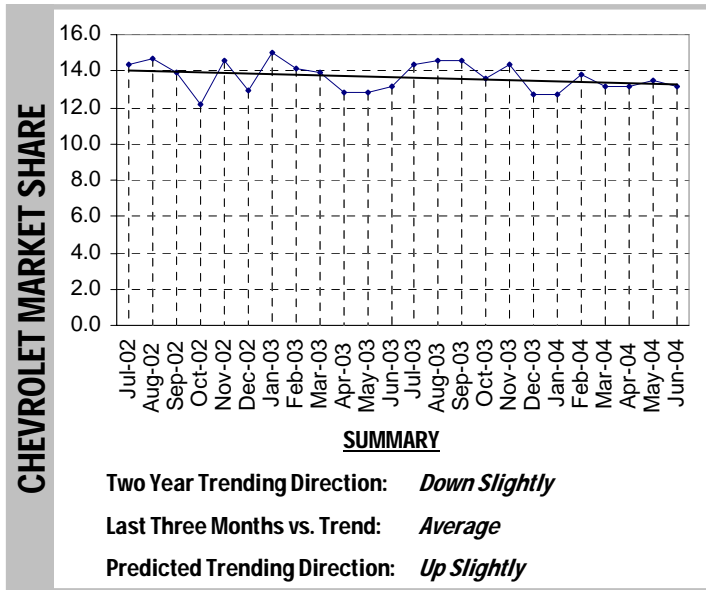
For instance, sales might have gone up last month versus a year earlier, but if the trend for the past several years is sharply lower, that singular indicator might be misleading. The graphs that follow focus on the longer term trend for the Top 10

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 greater the decrease. Conversely, an "upward sloping" line indicates that market

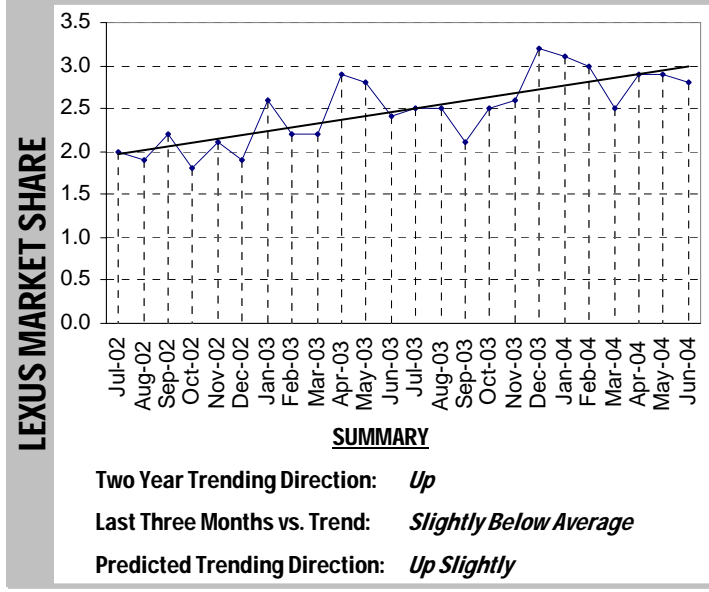
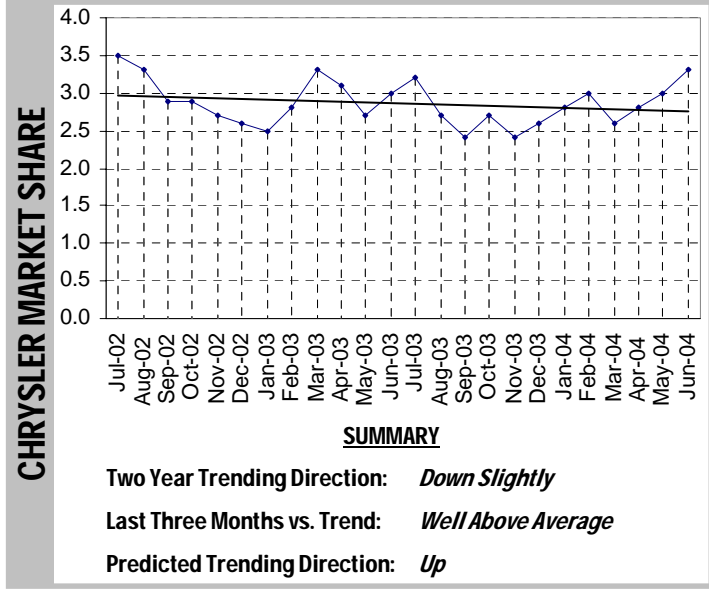
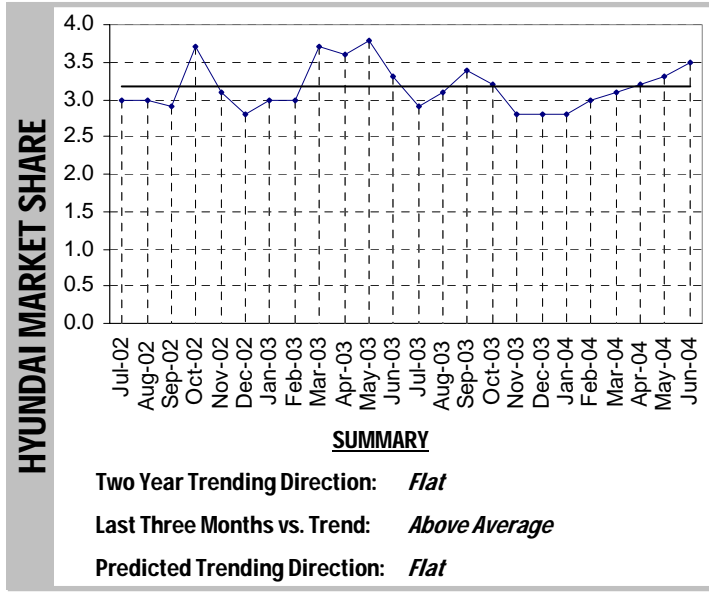
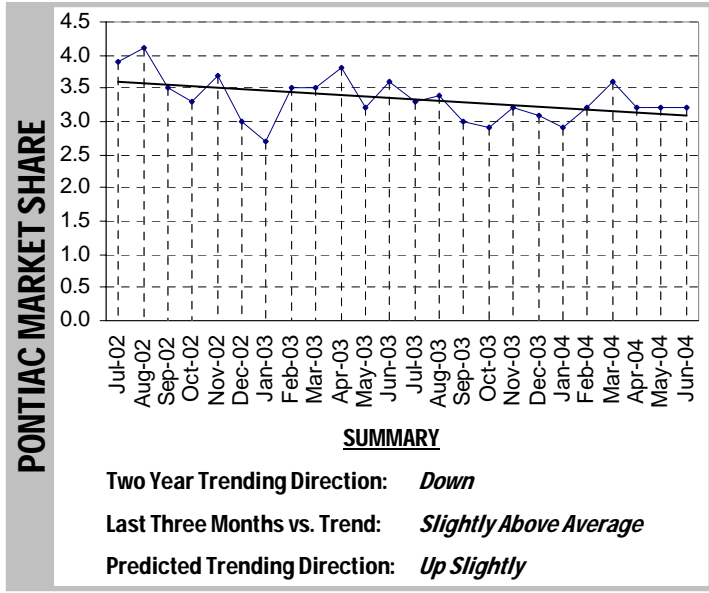
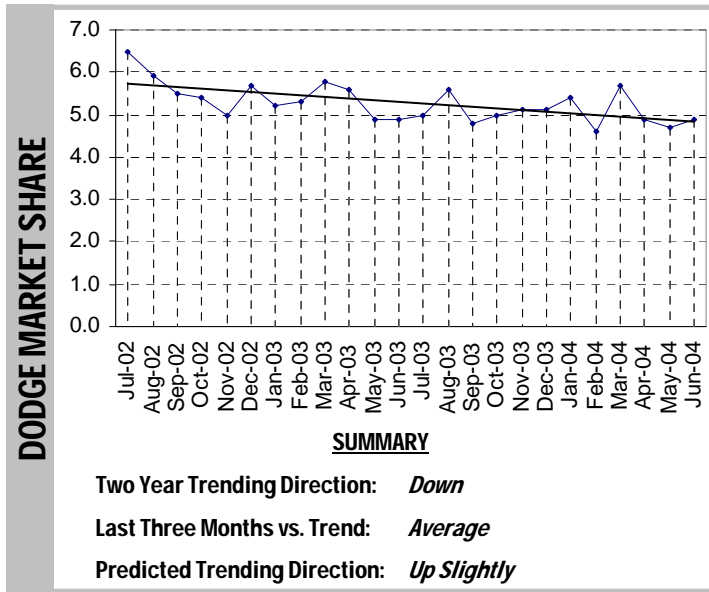
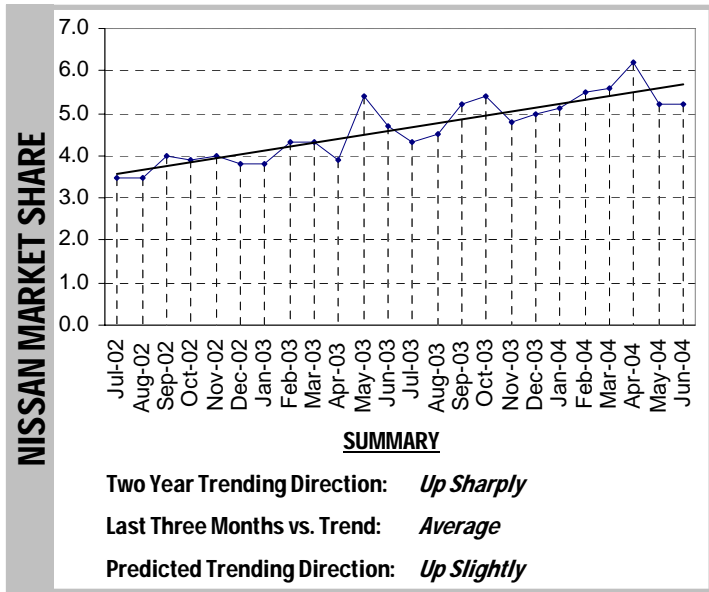
share is trending higher over the two year period (like Toyota).

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 line, 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)

Nissan "Trending Up Sharply" in the Area Market



Market Tracker

Japanese Brands Gain 3.4 Market Share Points During First Six Months of This Year

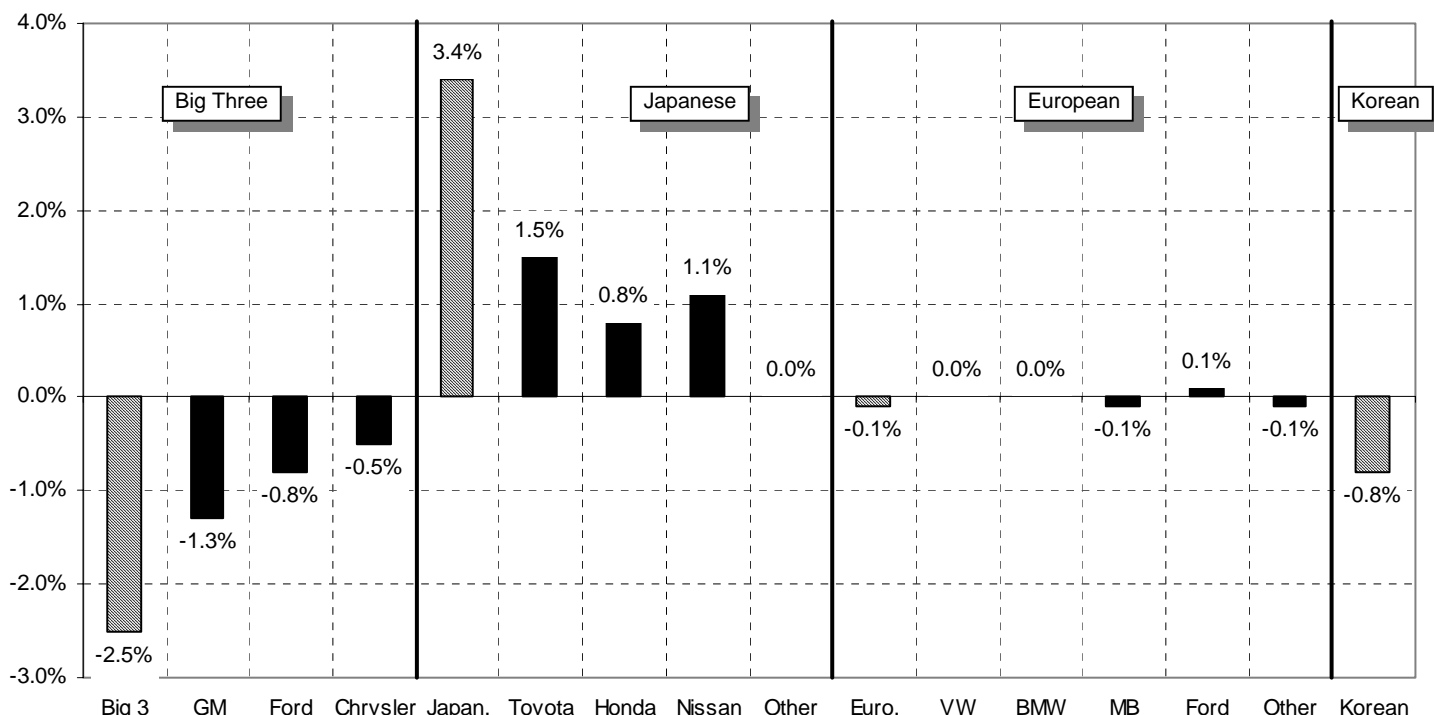
The graph below tracks the changing composition of the area market. As shown on the graph, the Big Three (consisting of “traditional domestic” brands) lost 2.5 market share points in the last six months (January thru June of this year) versus the same period a

year earlier. The decline was spread out, with GM losing 1.3 points, Ford down 0.8, and Chrysler off 0.5. (Big Three does not include import brands owned by GM and Ford, such as Volvo and Saab.) Japanese brand market share increased 3.4 points,

with Toyota (including Lexus and Scion), Honda (including Acura), and Nissan (including Infiniti) all up 0.8 points or more. Korean brand share declined 0.8 points.

Source: The Polk Company.

**Change in New Retail Light Vehicle Market Share
Last Six Months (January '04 thru June '04) 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, 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, and Maserati). **Korean:** Daewoo, Hyundai and Kia.

Chicago Area Top Ten Scoreboard

Toyota Moves Into Second Place, Ahead of Ford

FIRST QUARTER, 2004			SECOND QUARTER, 2004			change in mkt. share
Rank	Make	Market Share	Rank	Make	Market Share	
1	Chevrolet	13.2%	1	Chevrolet	13.3%	0.1%
2	Ford	11.3%	2	Toyota	11.2%	1.4%
3	Toyota	9.8%	3	Ford	10.1%	-1.2%
4	Honda	9.1%	4	Honda	9.5%	0.4%
5	Nissan	5.4%	5	Nissan	5.5%	0.1%
6	Dodge	5.3%	6	Dodge	4.8%	-0.5%
7	Pontiac	3.3%	7	Hyundai	3.3%	0.3%
8	Jeep	3.1%	8	Pontiac	3.2%	-0.1%
9	Hyundai	3.0%	9	Chrysler	3.0%	0.2%
10	Lexus	2.9%	10	Lexus	2.9%	0.0%

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. Ford lost 1.2 share points, while Toyota gained 1.4 points and moved ahead of Ford into second place. Chrysler entered the Top 10 in ninth place. Source: The Polk Company.

County Scoreboard

Porter County Market Improves in the First Half of 2004 (vs. Year Earlier)

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 during the first six months of 2002, 2003, and 2004. 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.

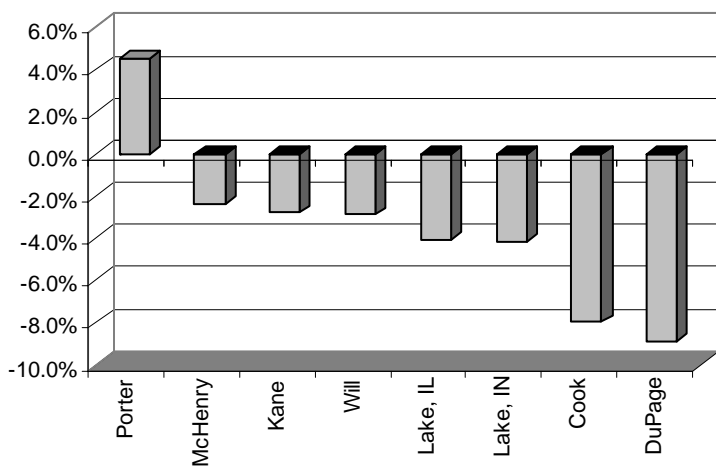
Part 2 presents market share data for light trucks, Domestic brands, and the top five selling car and light truck brands in the area. The top two ranked counties in each category are shaded.

Source: The Polk Company

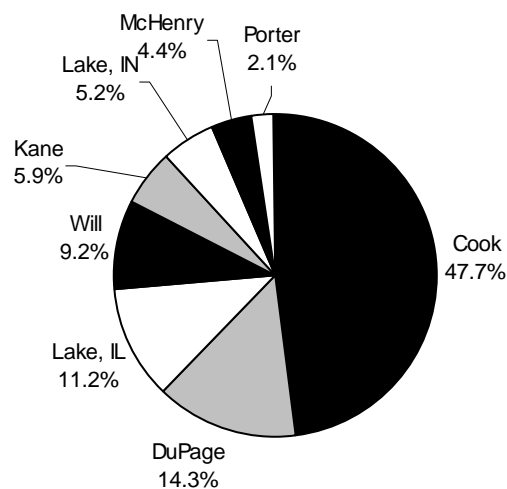
COUNTY BY COUNTY - PART 1									
	Registrations (YTD thru June)			Percent Change			Unit Change		
	2002	2003	2004	2002 to 2003	2003 to 2004	2002 to 2004	2002 to 2003	2003 to 2004	2002 to 2004
Cook	107,685	97,779	89,937	-9.2%	-8.0%	-16.5%	-9,906	-7,842	-17,748
DuPage	31,661	29,521	26,900	-6.8%	-8.9%	-15.0%	-2,140	-2,621	-4,761
Kane	11,916	11,505	11,186	-3.4%	-2.8%	-6.1%	-411	-319	-730
Lake, IL	23,130	22,011	21,119	-4.8%	-4.1%	-8.7%	-1,119	-892	-2,011
Lake, IN	11,122	10,322	9,884	-7.2%	-4.2%	-11.1%	-800	-438	-1,238
McHenry	8,727	8,523	8,318	-2.3%	-2.4%	-4.7%	-204	-205	-409
Porter	4,095	3,839	4,010	-6.3%	4.5%	-2.1%	-256	171	-85
Will	17,904	17,787	17,270	-0.7%	-2.9%	-3.5%	-117	-517	-634

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 2004	Change from '03	YTD 2004	Change from '03	Toyota	Chev.	Honda	Nissan	Ford	Ford	Chev.	Toyota	Honda	Dodge
Cook	46.0	2.6	46.9	-2.2	12.7	11.2	9.8	6.6	6.0	14.5	15.0	10.1	9.3	7.5
DuPage	49.3	1.8	43.3	-4.5	12.0	8.2	10.4	6.7	5.3	14.6	13.3	11.2	10.4	6.0
Kane	55.1	2.0	53.8	-2.2	10.0	11.5	10.6	7.0	7.1	15.8	17.3	8.6	8.1	9.2
Lake, IL	51.9	1.2	42.7	-2.4	11.3	8.9	9.8	5.3	3.4	10.2	15.3	11.6	9.3	6.7
Lake, IN	51.7	0.8	68.4	-2.4	8.7	16.7	7.1	7.1	12.0	23.8	18.7	5.5	5.3	8.9
McHenry	57.8	1.8	58.4	-1.7	8.7	11.2	11.7	4.8	7.7	17.8	19.2	8.3	7.3	9.5
Porter	58.3	3.7	66.3	-3.2	8.5	11.4	9.2	6.9	10.0	18.0	14.7	5.5	7.2	10.5
Will	56.1	2.3	57.3	-3.4	9.2	13.2	9.3	6.4	8.1	17.6	17.1	6.1	7.8	9.2





Percent Change in Registrations – YTD '04 (thru June) vs. YTD '03



Share of Area Market – YTD '04 (thru June)



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

	Area Market	U.S. Market
 Market Growth % change in registrations YTD 2004 vs. YTD 2003 (thru June)	-6.3%	-0.6%
 Car Market Share Car share of industry retail light vehicle registrations - YTD 2004 (thru June)	50.3%	42.1%
 Domestic Brand Market Share Domestic brand share of industry retail light vehicle registrations - YTD 2004 (thru June)	49.3%	53.9%
 Top Selling Retail Brands <i>Top selling light vehicle brands and market share - Second Quarter 2004</i>		
First	Chevrolet 13.3%	Ford 14.3%
Second	Toyota 11.2%	Chevrolet 14.0%
Third	Ford 10.1%	Toyota 11.9%
Fourth	Honda 9.5%	Honda 8.6%
Fifth	Nissan 5.5%	Dodge 6.5%
Sixth	Dodge 4.8%	Nissan 5.3%
Seventh	Hyundai 3.3%	GMC 3.5%
Eighth	Pontiac 3.2%	Chrysler 3.1%
Ninth	Chrysler 3.0%	Jeep 2.8%
Tenth	Lexus 2.9%	Hyundai 2.7%

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