Covering the Third Quarter, 2006 Volume 11, Number 4

Chicago Auto Outlook ™

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Chicago Area Market Predicted to Post Small Decline in 2007; Increase Likely in '08

Forecasting the Chicago Area new vehicle market is a delicate balancing act. Indicators frequently present mixed signals on where the market is headed. Some point squarely to improvement, while others indicate a decline. The summary on the right presents Auto Outlook's list of key positive and negative forecast determinants for the area market in 2007.

Unfortunately, it's Auto Outlook's belief that the cumulative impact of the negative determinants slightly out weighs the impact of the positive determinants. This is expected to result in a decline in area new retail light vehicle registrations next year. The primary concern for the market next year is the financial well-being of area consumers, which should consequently impact their ability to purchase new vehicles. Consumer debt levels are high, economic growth is slowing, and personal income growth is easing off, all leading to a slight tightening of consumer purse strings.

On the flip side, fuel prices have declined over the past couple of months, unemployment rates remain low, and consumer affordability for new vehicles remains at close to all-time record strong levels. In addition, the carrot of appealing new products should lead many consumers to enter the new vehicle market.

Forecast Summary: Less than 1% decline in area new retail light vehicle registrations predicted for 2007. Improvement likely in 2008 (see Long Term Forecast on page 8).

Weighing Forecast Determinants:

Positives and Negatives for the area new vehicle market over the next 12 months

Positives (why the market could strengthen):

- Consumer affordability for new vehicles remains at healthy levels
- Impressive array of new products continue to be introduced at regular intervals
- Unemployment rates remain low
- Fuel prices have declined (at least temporarily)

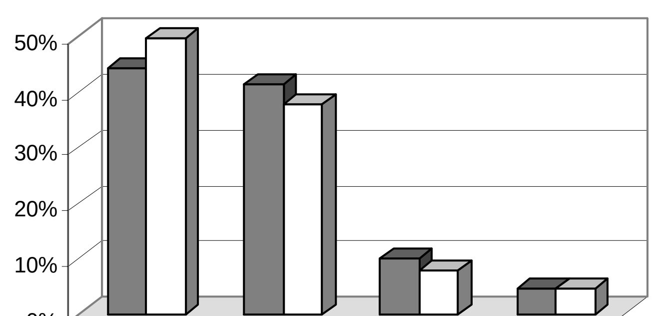
Negatives (why the market could weaken):

- Economic growth is likely to subside during 2007
- Strong new vehicle sales over the past several years could lead to a cyclical decline
- High consumer debt levels combined with softening housing market
- Personal income growth easing

VERDICT: Mild slowdown predicted

CHICAGO AREA RETAIL LIGHT VEHICLE MARKET—AT A GLANCE

RETAIL MARKET SHARE—AREA VS. U.S., YTD 2006 (thru Sept.)



	Trad. Dom.	Japanese	European	Korean
Chicago	44.1%	41.2%	10.1%	4.6%
US	49.6%	37.7%	8.0%	4.7%

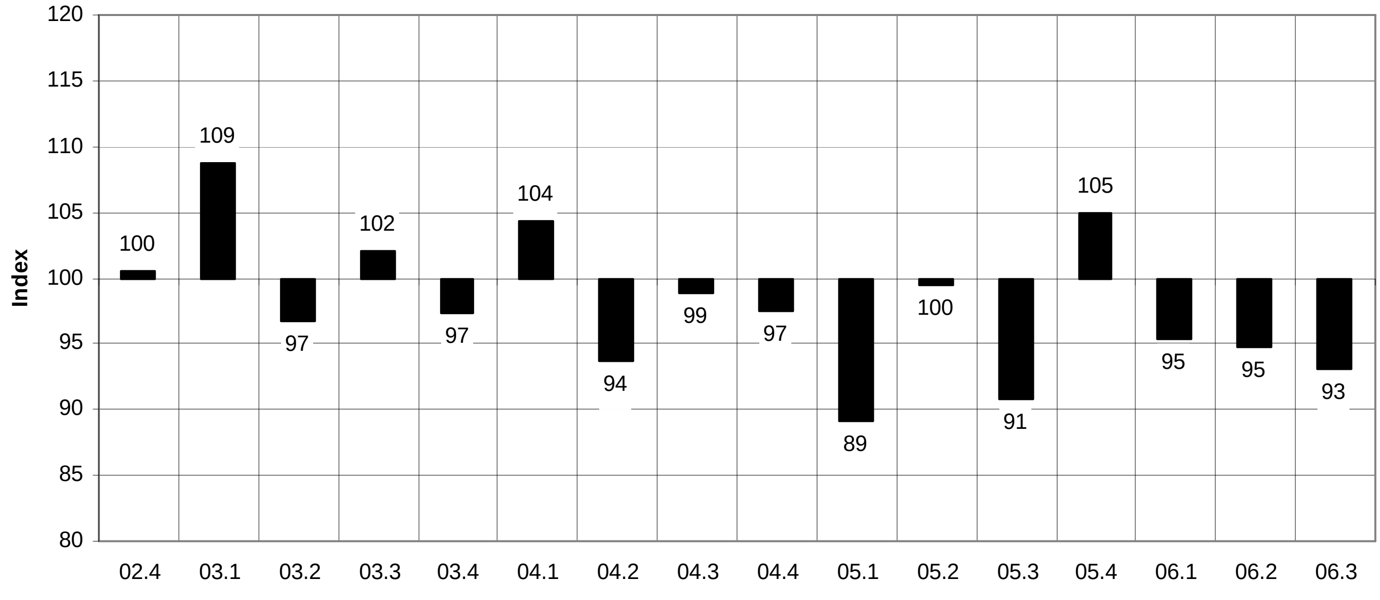
CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

	2005	Forecast 2006	% Chg. '05 to '06	Mkt. Share 2006
TOTAL	352,433	342,776	-2.7%	0.0%
Car	184,866	187,156	1.2%	54.6%
Light Truck	167,567	155,620	-7.1%	45.4%
Traditional Domestic	168,074	153,470	-8.7%	44.8%
Japanese	134,731	139,270	3.4%	40.6%
European	34,799	34,598	-0.6%	10.1%
Korean	14,829	15,438	4.1%	4.5%

Source for historical data: AutoCount, an Experian Company

Quarterly Industry Results and Forecast

Chicago Area Market Predicted to Decline Less Than 3% in Fourth Quarter of This Year



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 2003) 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	04.1	04.2	04.3	04.4	05.1	05.2	05.3	05.4	06.1	06.2	06.3	06.4
Actual registrations	81,505	88,604	100,724	88,260	69,375	97,900	96,561	88,597	75,047	88,369	92,908	86,452
% change from year earlier	-0.3%	-2.5%	-3.5%	2.0%	-14.9%	10.5%	-4.1%	0.4%	8.2%	-9.7%	-3.8%	-2.4%

New retail light vehicle registrations in the Chicago Area declined 3.8% in the Third Quarter of this year versus a year earlier. As shown on the graph above, the Quarterly Market Performance Index slipped to 93 in the Third Quarter of this year, indicating that the U.S. market slightly out-performed the area market.

Source for Historical Data: AutoCount, an Experian Company.

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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 this year.

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, August, and September of this year. Figures for these months were estimated by Auto Outlook.

Segment Watch

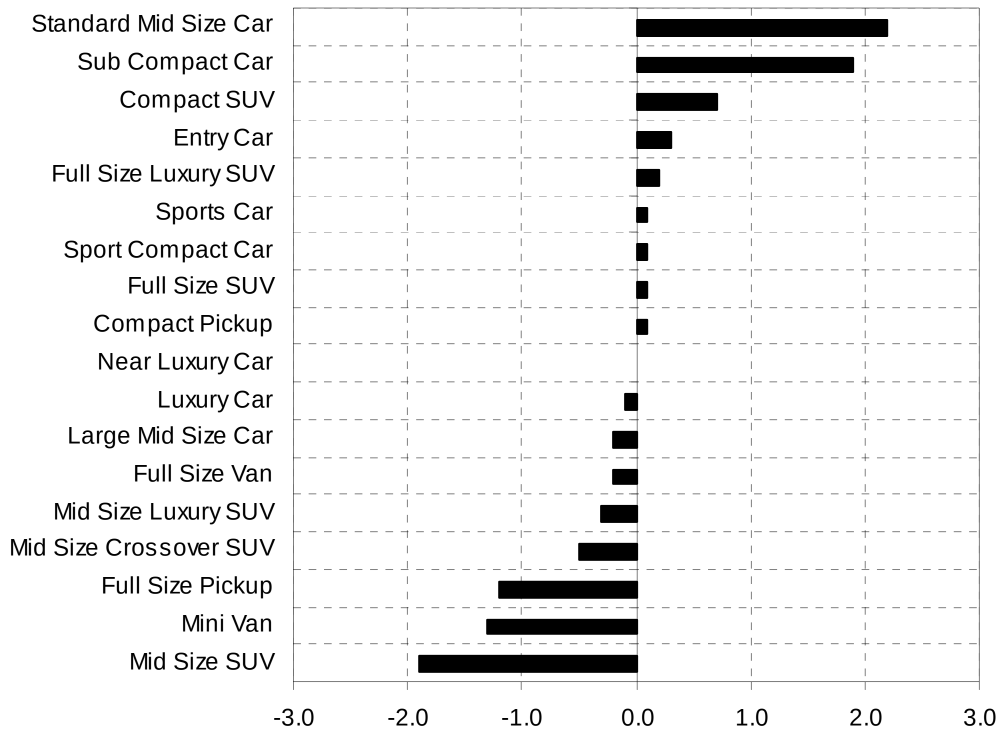
Standard Mid Size Car Segment Posts Largest Market Share Gain in Chicago Area

The information on this page provides information on the make-up of the Chicago Area light vehicle market during the first nine 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 nine months of this year versus the same period a year earlier. The table below shows the top sellers in each segment.

Observations: Higher fuel prices have undoubtedly led many area consumers to purchase Standard Mid Size Cars instead of SUVs. Standard Mid Size Car market share in the area increased 2.2 share points so far this year. New products (i.e., Toyota Camry, Pontiac G6, and Hyundai Sonata) also contributed to the increase.

Source: AutoCount, an Experian Company.

Change in Segment Market Share-YTD '06 (thru September) vs. YTD '05



Top Five Selling Models in Each Segment - Chicago Area
New Retail Registrations, YTD 2006 (thru September) 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
Chevrolet Aveo	1410	37.1	Honda Civic	6434	15.8	Ford Mustang	2485	41.5	Toyota Camry	7235	21.0
Toyota Yaris	769	20.2	Toyota Corolla	5663	13.9	Scion tC	1446	24.2	Honda Accord	6449	18.7
Scion xA	649	17.1	Chevrolet Cobalt	3614	8.9	Mitsubishi Eclipse	770	12.9	Pontiac G6	4127	12.0
Hyundai Accent	396	10.4	Ford Focus	2626	6.4	Acura RSX	387	6.5	Nissan Altima	3639	10.5
Kia Rio	251	6.6	Volkswagen Jetta	2280	5.6	Hyundai Tiburon	372	6.2	Chevrolet Malibu	2704	7.8
Large Mid Size			**Near Luxury**			**Luxury**			**Sports Car**		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Chevrolet Impala	3390	16.7	Acura TL	2462	17.4	BMW 5-Series	1248	12.4	Chevrolet Corvette	724	29.1
Chrysler 300	2886	14.2	BMW 3-Series	2359	16.7	Cadillac DTS	1154	11.5	Pontiac Solstice	379	15.2
Buick Lucerne	2028	10.0	Audi A4	1558	11.0	Mercedes E-Class	1074	10.7	Nissan 350 ZX	305	12.3
Toyota Avalon	1792	8.8	Cadillac CTS	1216	8.6	Lexus GS	715	7.1	Porsche 911	234	9.4
Buick LaCrosse	1416	7.0	Lexus ES330	1102	7.8	Mercedes S-Class	697	6.9	Mazda MX5	219	8.8

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	801	19.2	Ford F-Series	4498	41.7	Honda Odyssey	5462	30.9	Chevrolet Express	1711	58.7
Ford Ranger	745	17.8	Chevrolet Silverado	2814	26.1	Toyota Sienna	3341	18.9	Ford E-Series	732	25.1
Toyota Tacoma	710	17.0	Dodge Ram	1222	11.3	Dodge Caravan	3169	17.9	GMC Savana	365	12.5
Dodge Dakota	692	16.6	GMC Sierra	842	7.8	Chrysler T & C	2238	12.6			
Chevrolet Colorado	653	15.6	Chevrolet Avalanche	558	5.2	Nissan Quest	908	5.1			
Compact SUV			**Mid Size SUV/Crossover SUV**			**Full Size SUV**			**Mid & Full Size Luxury SUV**		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Honda CRV	3352	13.7	Honda Pilot	3614	14.6	Chevrolet Tahoe	2289	31.9	Lexus RX350	3227	24.1
Chevrolet Equinox	3028	12.4	Chevrolet TrailBlazer	2484	10.1	GMC Yukon	1395	19.4	Acura MDX	1365	10.2
Toyota RAV4	2966	12.1	Jeep Grand Cherokee	2199	8.9	Hummer H3	722	10.1	Cadillac Escalade	992	7.4
Ford Escape	2829	11.5	Nissan Murano	1966	8.0	Ford Expedition	688	9.6	Volvo XC90	982	7.3
Saturn Vue	1974	8.1	Ford Explorer	1916	7.8	Chevrolet Suburban	573	8.0	Land Rover Range	807	6.0

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

	Registrations					Market Share				
	Units			Percent Change		Share (%)			Change	
	2004	2005	Forecast 2006	'04 to '05	Forecast '05 to '06	2004	2005	Forecast 2006	'04 to '05	Forecast '05 to '06
TOTAL	359,093	352,433	342,776	-1.9%	-2.7%					
Domestic Brands	173,572	168,074	153,470	-3.2%	-8.7%	48.3	47.7	44.8	-0.6	-2.9
Japanese Brands	132,041	134,731	139,270	2.0%	3.4%	36.8	38.2	40.6	1.4	2.4
European Brands	37,110	34,799	34,598	-6.2%	-0.6%	10.3	9.9	10.1	-0.4	0.2
Korean Brands	16,370	14,829	15,438	-9.4%	4.1%	4.6	4.2	4.5	-0.4	0.3
Acura	7,925	8,185	8,444	3.3%	3.2%	2.2	2.3	2.5	0.1	0.2
Audi	2,805	3,205	3,151	14.3%	-1.7%	0.8	0.9	0.9	0.1	0.0
BMW	8,014	8,311	8,200	3.7%	-1.3%	2.2	2.4	2.4	0.2	0.0
Buick	6,874	6,851	5,524	-0.3%	-19.4%	1.9	1.9	1.6	0.0	-0.3
Cadillac	6,582	6,453	6,323	-2.0%	-2.0%	1.8	1.8	1.8	0.0	0.0
Chevrolet	48,321	46,299	41,848	-4.2%	-9.6%	13.5	13.1	12.2	-0.4	-0.9
Chrysler	11,558	12,440	9,990	7.6%	-19.7%	3.2	3.5	2.9	0.3	-0.6
Dodge	17,815	16,877	15,833	-5.3%	-6.2%	5.0	4.8	4.6	-0.2	-0.2
Ford	38,156	36,511	33,306	-4.3%	-8.8%	10.6	10.4	9.7	-0.2	-0.7
GMC	8,460	7,880	6,317	-6.9%	-19.8%	2.4	2.2	1.8	-0.2	-0.4
Honda	34,067	34,848	36,510	2.3%	4.8%	9.5	9.9	10.7	0.4	0.8
Hummer	530	1,059	1,386	99.8%	30.9%	0.1	0.3	0.4	0.2	0.1
Hyundai	11,786	11,681	12,408	-0.9%	6.2%	3.3	3.3	3.6	0.0	0.3
Infiniti	4,416	4,096	3,461	-7.2%	-15.5%	1.2	1.2	1.0	0.0	-0.2
Isuzu	607	260	135	-57.2%	-48.1%	0.2	0.1	0.0	-0.1	-0.1
Jaguar	1,368	828	600	-39.5%	-27.5%	0.4	0.2	0.2	-0.2	0.0
Jeep	8,531	8,630	8,690	1.2%	0.7%	2.4	2.4	2.5	0.0	0.1
Kia	4,584	3,148	3,030	-31.3%	-3.7%	1.3	0.9	0.9	-0.4	0.0
Land Rover	1,133	1,495	1,641	32.0%	9.8%	0.3	0.4	0.5	0.1	0.1
Lexus	10,480	10,562	10,991	0.8%	4.1%	2.9	3.0	3.2	0.1	0.2
Lincoln	2,941	2,220	2,162	-24.5%	-2.6%	0.8	0.6	0.6	-0.2	0.0
Mazda	5,419	5,024	5,164	-7.3%	2.8%	1.5	1.4	1.5	-0.1	0.1
Mercedes	6,188	5,685	5,793	-8.1%	1.9%	1.7	1.6	1.7	-0.1	0.1
Mercury	5,327	5,405	4,535	1.5%	-16.1%	1.5	1.5	1.3	0.0	-0.2
Mini	1,262	1,939	1,778	53.6%	-8.3%	0.4	0.6	0.5	0.2	-0.1
Mitsubishi	4,419	3,318	3,284	-24.9%	-1.0%	1.2	0.9	1.0	-0.3	0.1
Nissan	20,226	20,662	18,772	2.2%	-9.1%	5.6	5.9	5.5	0.3	-0.4
Pontiac	10,979	10,514	11,083	-4.2%	5.4%	3.1	3.0	3.2	-0.1	0.2
Porsche	978	948	961	-3.1%	1.4%	0.3	0.3	0.3	0.0	0.0
Saab	1,222	1,365	1,117	11.7%	-18.2%	0.3	0.4	0.3	0.1	-0.1
Saturn	7,498	6,935	6,473	-7.5%	-6.7%	2.1	2.0	1.9	-0.1	-0.1
Subaru	3,272	3,682	3,601	12.5%	-2.2%	0.9	1.0	1.1	0.1	0.1
Suzuki	1,773	1,364	1,867	-23.1%	36.9%	0.5	0.4	0.5	-0.1	0.1
Toyota/Scion	39,437	42,730	47,041	8.4%	10.1%	11.0	12.1	13.7	1.1	1.6
Volkswagen	9,077	7,203	7,835	-20.6%	8.8%	2.5	2.0	2.3	-0.5	0.3
Volvo	4,322	3,243	2,965	-25.0%	-8.6%	1.2	0.9	0.9	-0.3	0.0
Others	741	577	557	-22.1%	-3.5%	0.2	0.2	0.2	0.0	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.

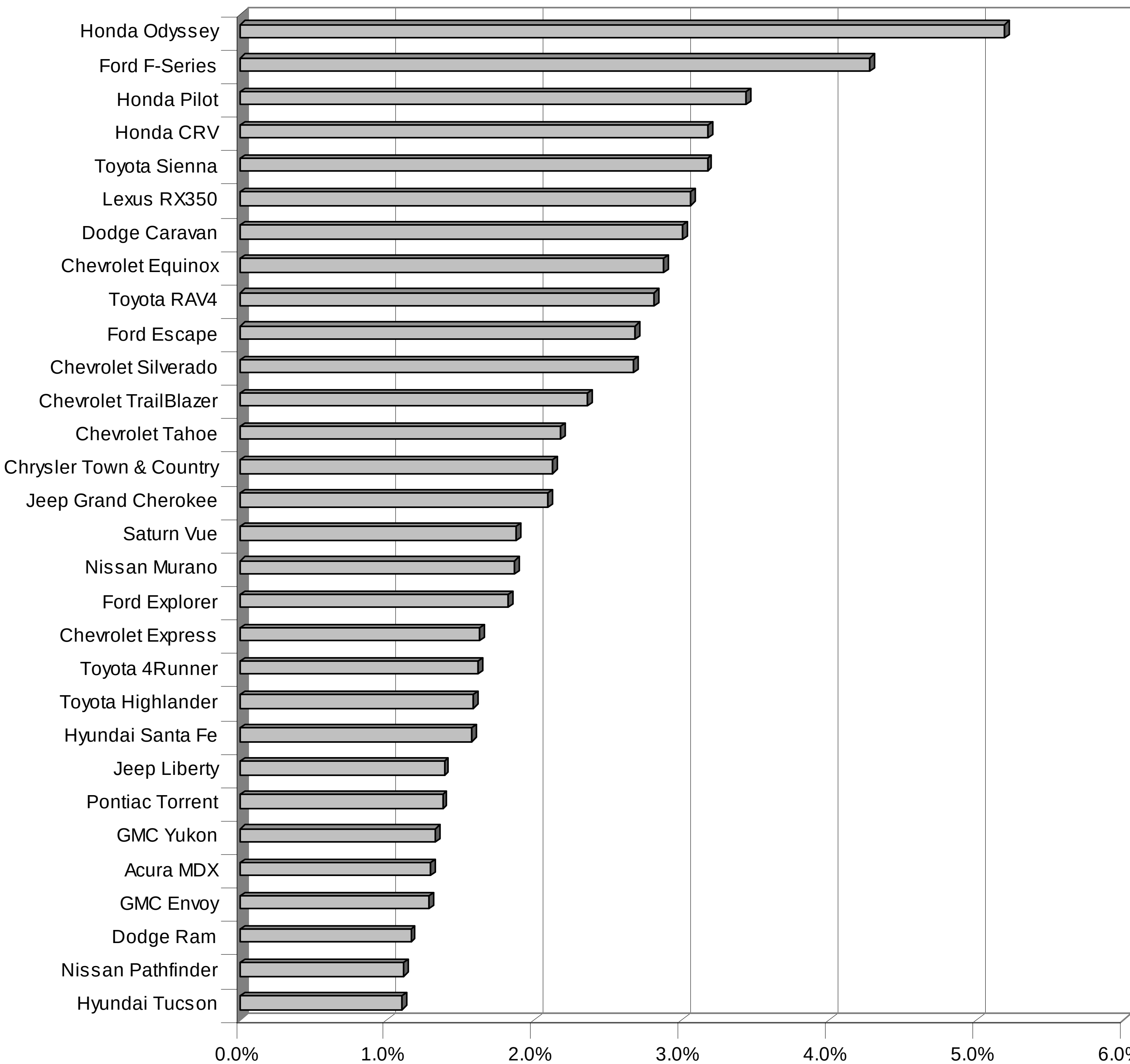
Light Truck Registrations

Honda Odyssey Best Selling Light Truck in Area Market During First Nine Months of This Year

The graph below shows market share for each of the top 30 selling light truck models in the Chicago Area retail market during the first nine months of this year. Honda Odyssey was the leader in the area, accounting for 5.2% of the market. Ford F-Series was in second place, followed by Honda Pilot, Honda CRV, Toyota Sienna, Lexus RX350, Dodge Caravan, and Chevrolet Equinox.

Source: AutoCount, an Experian Company.

Share of Chicago Area Market for Top 30 Selling Models YTD 2006 thru September



Market Trending Analysis

Toyota is "Trending Up" in the Chicago Area Market

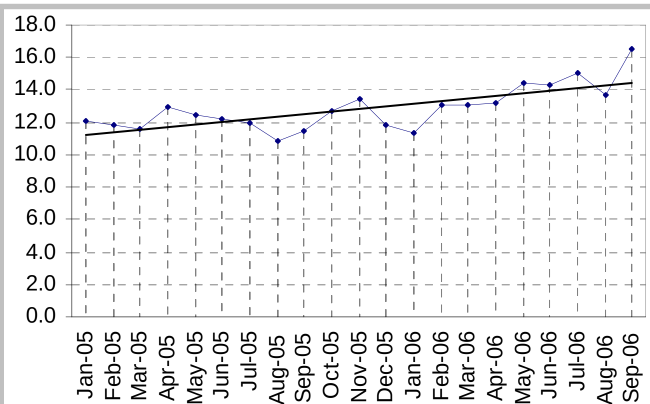
Popular statistical analysis of automotive sales often concentrates on two basic measurements. First, how have sales changed versus the same period a year earlier? Are they up or down? And two, what have sales been like in the recent past, i.e., a week or a month? The problem with these two measurements 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 months 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 21 months.

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 generally trending lower over the 21 month period. The steeper the slope of the line, the greater the decrease. Conversely, an "upward sloping" line (i.e., up from left to right) indicates that market share is trending higher over the period (Toyota, for example).

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.

TOYOTA/SCION MARKET SHARE



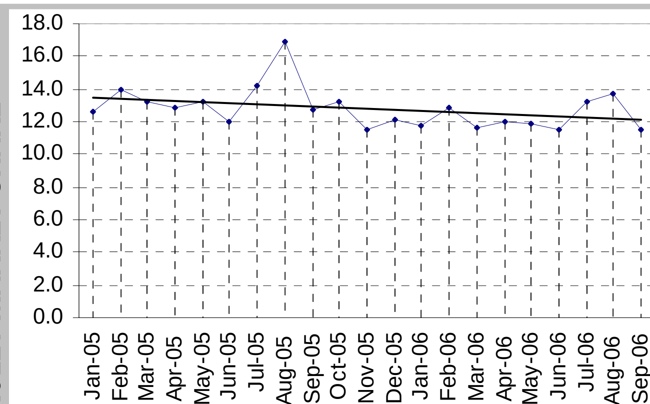
SUMMARY

21 Month Trending Direction: ***Up***

Last Three Months vs. Trend: ***Slightly Above Average***

Predicted Trending Direction: ***Up Slightly***

CHEVROLET MARKET SHARE



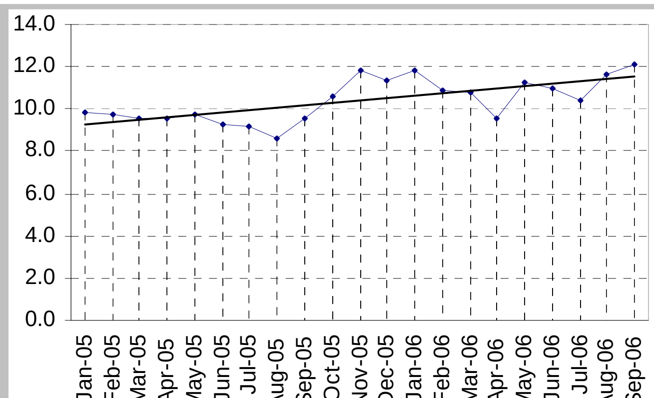
SUMMARY

21 Month Trending Direction: ***Down***

Last Three Months vs. Trend: ***Slightly Above Average***

Predicted Trending Direction: ***Flat***

HONDA MARKET SHARE



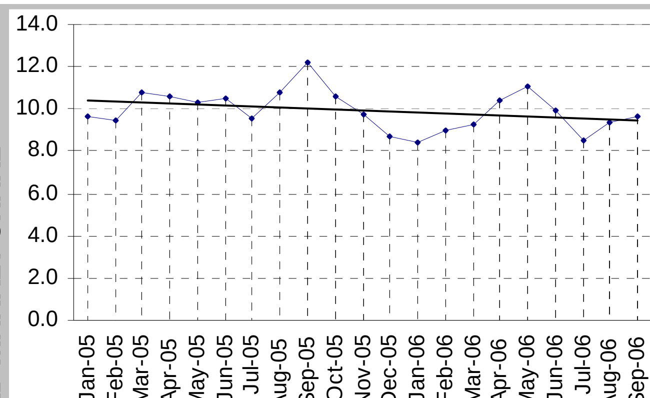
SUMMARY

21 Month Trending Direction: ***Up***

Last Three Months vs. Trend: ***Average***

Predicted Trending Direction: ***Up Slightly***

FORD MARKET SHARE



SUMMARY

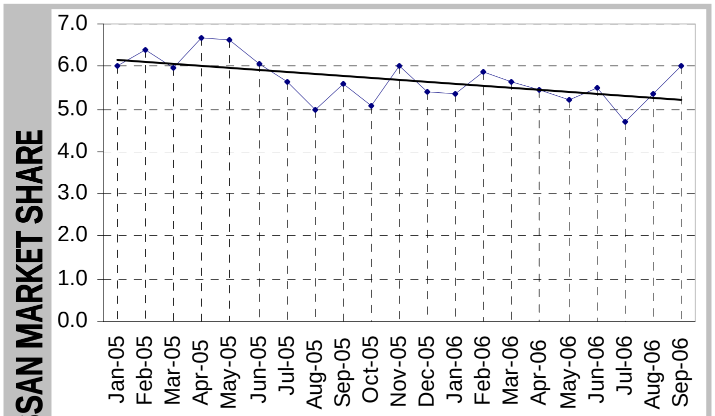
21 Month Trending Direction: ***Down Slightly***

Last Three Months vs. Trend: ***Slightly Below Average***

Predicted Trending Direction: ***Flat***

Market Trending Analysis (continued)

Hyundai "Trending Up" in the Area Market

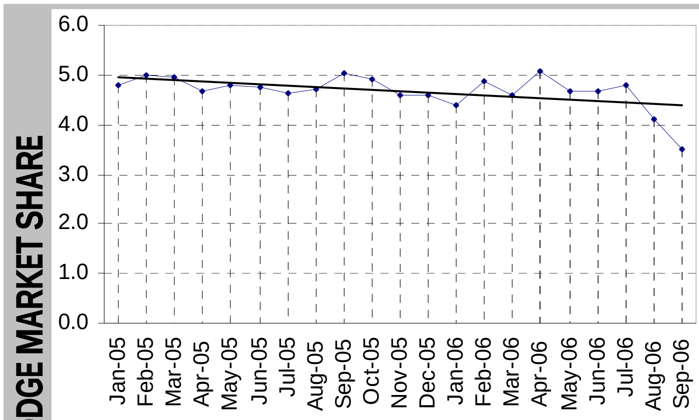


SUMMARY

21 Month Trending Direction: ***Down***

Last Three Months vs. Trend: ***Average***

Predicted Trending Direction: ***Up***

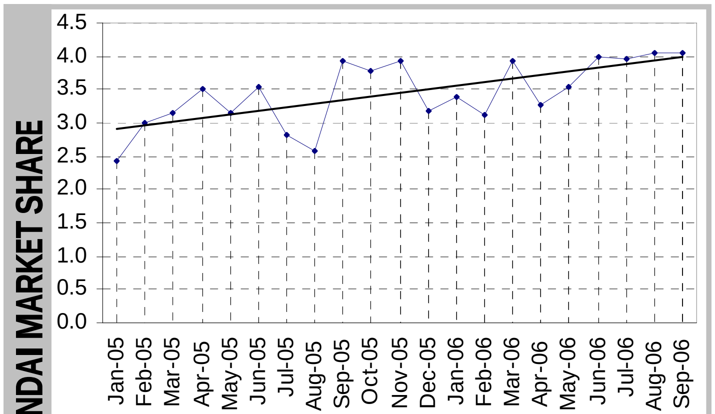


SUMMARY

21 Month Trending Direction: ***Down Slightly***

Last Three Months vs. Trend: ***Below Average***

Predicted Trending Direction: ***Up Slightly***

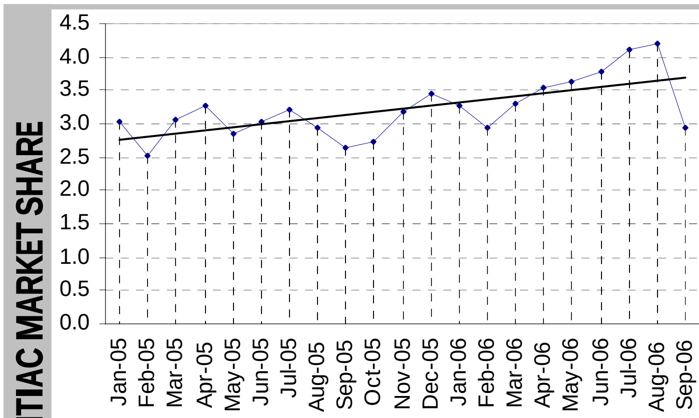


SUMMARY

21 Month Trending Direction: ***Up Sharply***

Last Three Months vs. Trend: ***Average***

Predicted Trending Direction: ***Up***

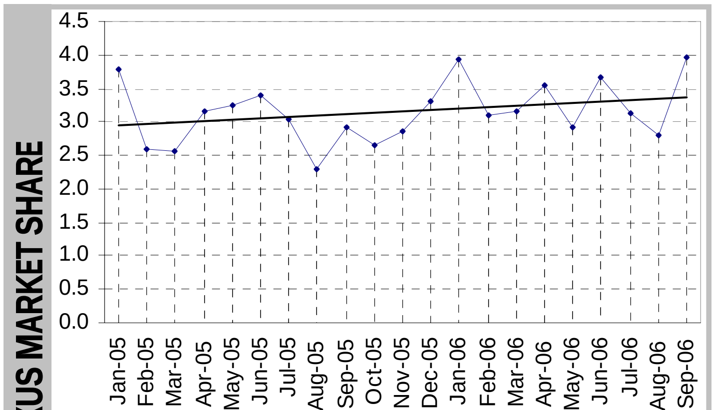


SUMMARY

21 Month Trending Direction: ***Up***

Last Three Months vs. Trend: ***Average***

Predicted Trending Direction: ***Up Slightly***

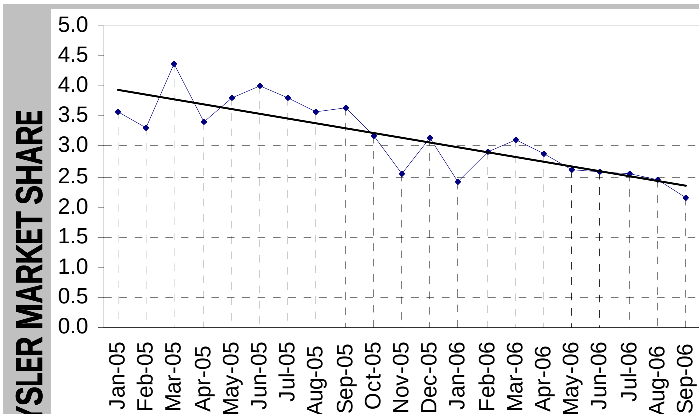


SUMMARY

21 Month Trending Direction: ***Up***

Last Three Months vs. Trend: ***Average***

Predicted Trending Direction: ***Up Slightly***



SUMMARY

21 Month Trending Direction: ***Down***

Last Three Months vs. Trend: ***Average***

Predicted Trending Direction: ***Flat***

Special Report: Long Term Forecast

Area Market Predicted to Improve in 2008 and 2009

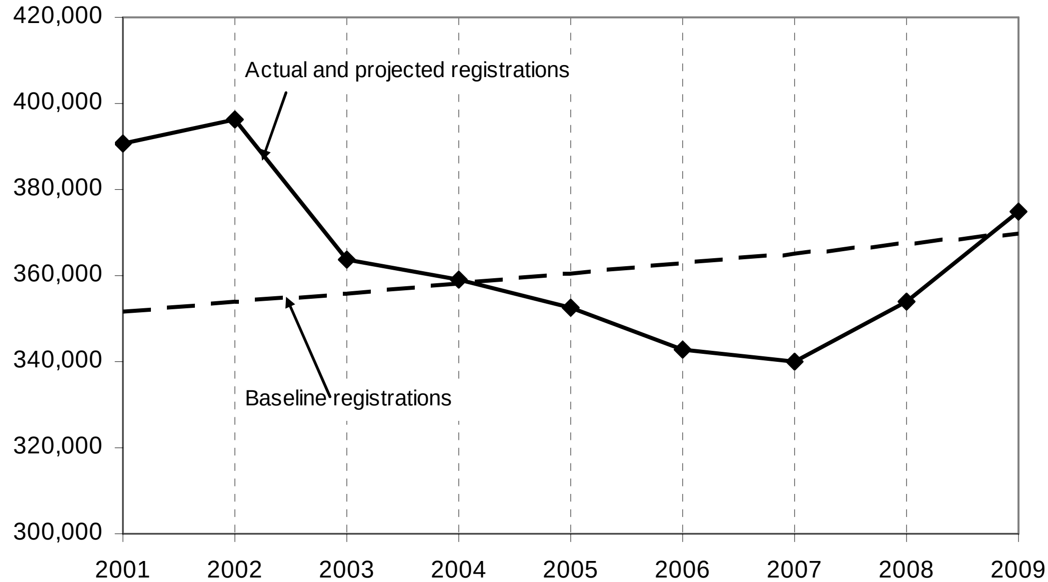
As shown on the graph to the right, the Chicago Area new vehicle market has been on a bit of downward slide during the past four years. After approaching the 400,000 unit mark in 2002, new retail light vehicle registrations in the Chicago Area fell relatively sharply in 2003, and posted successive declines in 2004, 2005, and most likely, this year as well. The market is expected to decline again in 2007, but that should mark the end of the current cyclical downturn in sales, with increases likely in 2008 and 2009. In 2009, registrations could approach the 375,000 unit mark, higher than the total reached in 2003.

The two graphs illustrate the market fundamentals that contribute to our long term forecast. The top graph shows two lines: 1. **Actual** new retail light vehicle registrations from 2001 through 2005, and our forecast from 2006 through 2009. 2. **Baseline** registrations (denoted by the dotted line), representing "anticipated" sales in the absence of economic fluctuations.

Historically, sales have followed a cyclical trend, moving in response to economic factors and consumer behavior. When **actual** sales fall below **baseline,** new vehicle purchases are either postponed due to a slowing economy; or, sales slack off following periods of elevated sales. This is likely to occur from 2006 through 2008. When conditions improve, **actual** sales move above **baseline**, the case between 2001 and 2005.

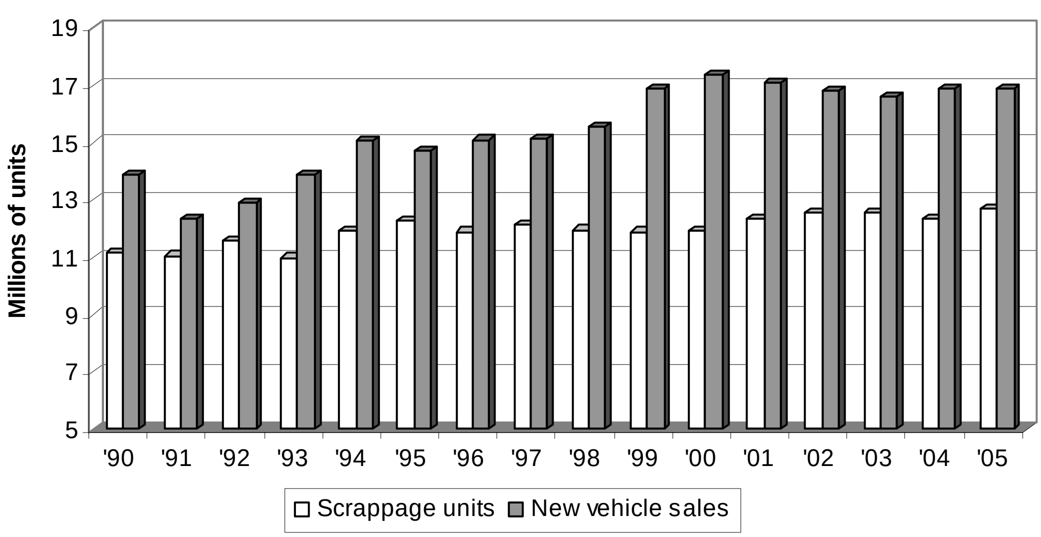
(Continued on page 9)

AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS—ACTUAL VS. BASELINE



The two lines on the graph provide a synopsis of the past and anticipated future performance of the Chicago Area new automotive market. **Actual and projected registrations** shows actual market results through 2005 and Auto Outlook's forecast for 2006 through 2009. **Baseline** represents anticipated registrations that would occur in the absence of economic fluctuations, and is a function of "core" factors, such as the number of households in the area and population over age 20. Data Sources: AutoCount, an Experian Company and CNW Marketing Research.

NEW VEHICLE SALES AND SCRAPPAGE —U.S. MARKET



The graph above compares National new vehicle sales and scrappage between 1990 and 2005. The relationship between these two measurements can serve as a significant predictor of new vehicle sales. When new vehicle sales exceed scrappage, the size of the "overall vehicle fleet" is growing at an accelerated pace, which could portend a slowdown in new vehicle sales. The gap between the two was relatively large in 1999 and 2000. An increase in scrappage in 2001 and a decline in new vehicle sales in 2001 helped narrow the gap somewhat. In 2004, however, the gap widened as scrappage declined and new vehicle sales increased.

Source: CNW Marketing Research, Inc.

Special Report: Long Term Forecast

Major Decline in Area New Vehicle Sales Highly Unlikely

(Continued from page 8)

The common perception in the industry is that consistently aggressive incentives over the past several years have pushed vehicle sales significantly above trend line levels, resulting in an imminent, prolonged sales slump. We believe that this will not happen. Although the market has been strong for the past several years, sales have not exceeded baseline enough to indicate that a major collapse is in the offing.

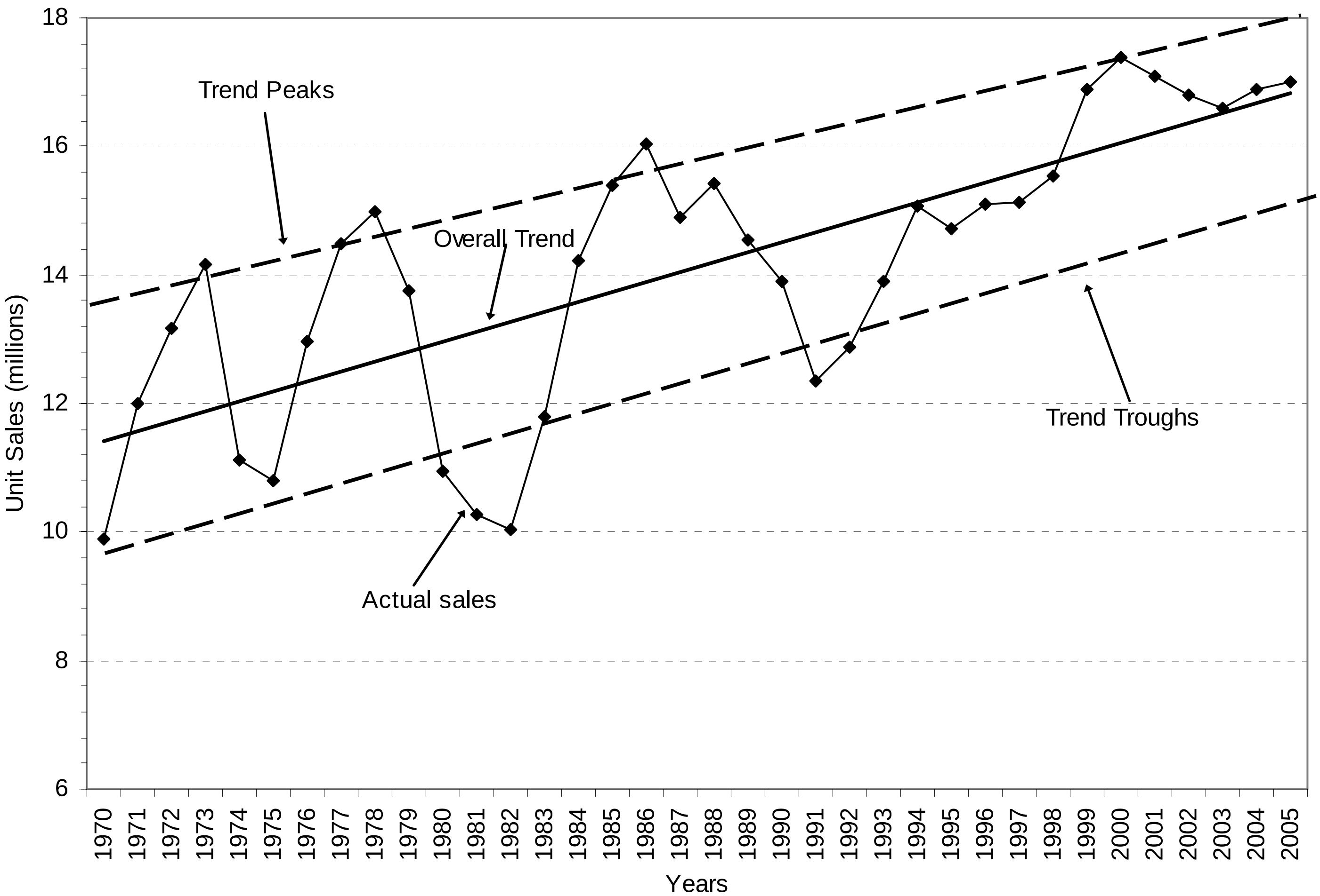
The second graph on page six shows the relationship between new vehicle sales in the U.S. market and scrappage. Bottom line conclusion from this graph: relatively flat scrappage levels and elevated new vehicle sales over the past several years point to a relatively sluggish market for the next year or so.

U.S. Market-Long Term View

Similar to the Chicago Area outlook, long term sales trends in the U.S. market do not support the likelihood of a major meltdown in new vehicle sales. The graph below clearly shows the up and down cyclical pattern new vehicle sales have followed over the past 35 years. Our conclusion that sales should remain relatively strong (despite the prediction of a mild slowdown) over the next few years is demonstrated by looking at the three “trend lines.” The overall trend has moved steadily upward, and importantly, the same is true for trends in the cyclical peaks and troughs. In fact, the trend line for the market troughs portends that, in the worst case scenario, the low point for a downward sales cycle is now higher than 15 million units. A far cry from 17.4 million in 2000, but nowhere near the 12.5 million units in 1991.

Despite the prediction of a mild decline, there is convincing evidence that new vehicle sales will remain strong, and that a sub-15 million unit sales year is not likely any time soon. The impressive array of new vehicles regularly being introduced, and new power train technologies that are being developed should provide further support for the new vehicle market.

U.S. New Light Vehicle Sales—Long Term Perspective



The graph shows four data series from 1970 to 2005: 1. ***Actual*** *new vehicle sales. 2. The* ***Overall Sales Trend****. 3.* ***Trend Peaks****, which is the trend line for the four cyclical sales peaks. 4.* ***Trend Troughs****, which is the trend line for the cyclical sales troughs.*

Source: CNW Marketing Research, Inc.

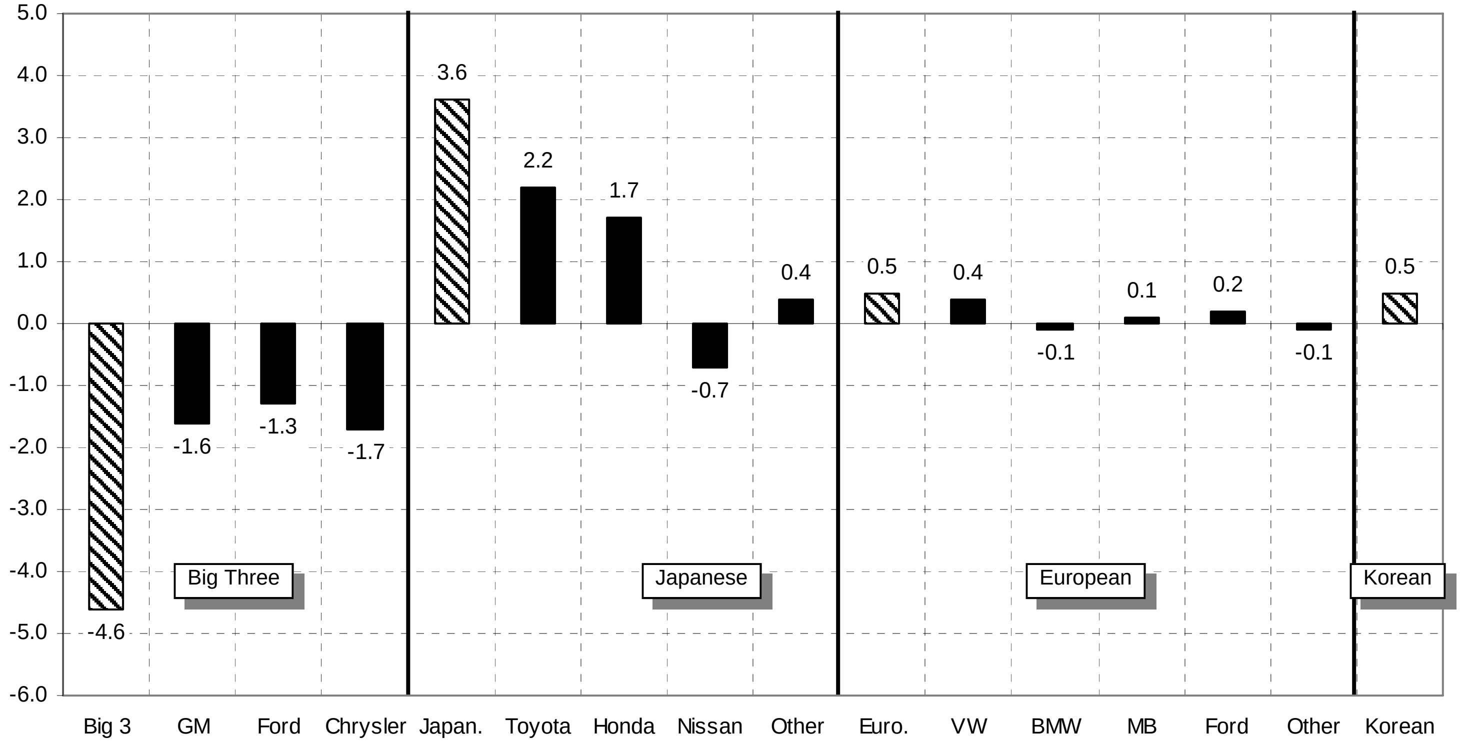
Market Tracker

Japanese Brands Gain 3.6 Market Share Points During First Nine Months of 2006

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 4.6 market share points during the first nine months of this year versus a year earlier. GM, Ford, and Chrysler each lost more than one market share point. (Big Three does not include import brands owned by GM and Ford, such as Volvo and Saab.) Japanese brand market share increased 3.6 points, with Toyota (including Lexus and Scion) and Honda (including Acura) each up sharply. European and Korean brand market share each increased by 0.5 of a market share point.

Source: AutoCount, an Experian Company.

Change in Retail Light Vehicle Market Share - YTD 2006 thru September vs. 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:** Hyundai and Kia.

Chicago Area Top Ten Scoreboard

Toyota Market Share Approaches 15% in Third Quarter

SECOND QUARTER, 2006			THIRD QUARTER, 2006			*change in*
Rank	Make	Market Share	**Rank**	Make	Market Share	*mkt. share*
1	Toyota/Scion	14.1%	**1**	Toyota/Scion	14.9%	*0.8%*
2	Chevrolet	11.8%	**2**	Chevrolet	12.9%	*1.1%*
3	Honda	10.7%	**3**	Honda	11.4%	*0.7%*
4	Ford	10.5%	**4**	Ford	9.2%	*-1.3%*
5	Nissan	5.4%	**5**	Nissan	5.3%	*-0.1%*
6	Dodge	4.8%	**6**	Dodge	4.1%	*-0.7%*
7	Pontiac	3.7%	**7**	Hyundai	4.0%	*0.4%*
8	Hyundai	3.6%	**8**	Pontiac	3.8%	*0.1%*
9	Lexus	3.4%	**9**	Lexus	3.3%	*-0.1%*
10	Chrysler	2.7%	**10**	Chrysler	2.4%	*-0.3%*

This table shows the Top 10 sellers in the Chicago Area retail light vehicle market during the Second and Third Quarters of this year. Toyota (including Scion) gained 0.8 of a market share point and remained in first place ahead of Chevrolet, which had a 1.1 point increase in share.

Source: AutoCount, an Experian Company.

County Scoreboard

Kane County Market Flat This Year; All Other Markets Decline

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 nine months of 2005 and 2006, 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 area. The top three ranked counties in each category are shaded.

Kane County registrations were essentially unchanged, while the other seven markets declined. Light Truck and Domestic Brand market share declined in each of the eight counties

Source: AutoCount and Experian Company

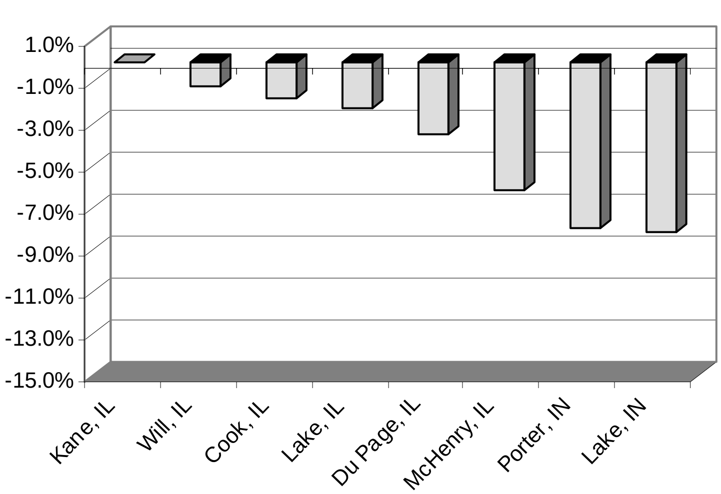
COUNTY BY COUNTY - PART 1

	Registrations (YTD, thru Sept.)		Percent Change	Unit Change	Light Truck Market Share (%)		
	2005	2006	2005 to 2006	2005 to 2006	YTD 2005	YTD 2006	Change '05 to '06
Cook, IL	127,375	125,149	-1.7%	-2,226	45.2	41.8	-3.4
Du Page, IL	39,199	37,845	-3.5%	-1,354	48.4	43.8	-4.6
Kane, IL	15,685	15,687	0.0%	2	53.0	48.1	-4.9
Lake, IL	29,407	28,768	-2.2%	-639	50.2	46.1	-4.1
McHenry, IL	11,200	10,514	-6.1%	-686	56.3	49.8	-6.5
Will, IL	23,537	23,262	-1.2%	-275	55.3	49.9	-5.4
Lake, IN	11,604	10,655	-8.2%	-949	52.7	46.3	-6.4
Porter, IN	4,829	4,444	-8.0%	-385	58.4	48.9	-9.5

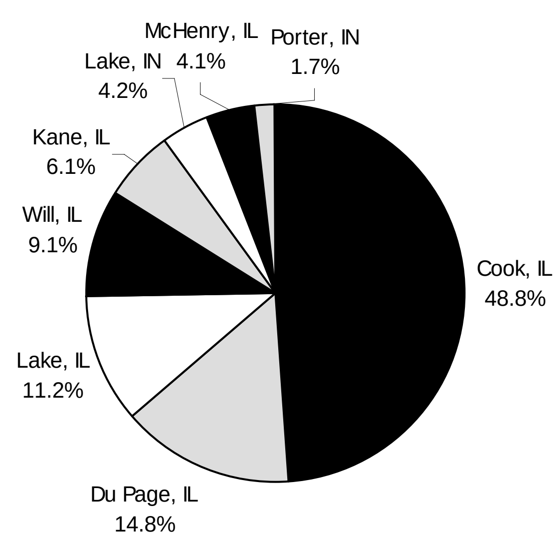
COUNTY BY COUNTY - PART 2

	Market Share Summary-YTD 2006 (thru September)												
	Domestic Brands			Top Ten Selling Brands in Area									
	YTD 2005	YTD 2006	Change '05 to '06	Toyota/ Scion	Chev.	Honda	Ford	Nissan	Dodge	Hyund.	Pontiac	Lexus	Chrys.
Cook, IL	47.2	43.4	-3.7	14.4	11.9	10.9	9.1	5.8	4.3	3.8	3.7	3.3	2.6
Du Page, IL	42.7	38.8	-3.9	14.9	9.3	12.0	9.8	5.4	3.4	3.7	3.0	4.4	2.3
Kane, IL	49.6	45.3	-4.2	13.2	13.9	10.8	10.0	6.7	4.7	4.1	3.0	2.4	2.9
Lake, IL	41.6	36.6	-4.9	14.4	10.3	11.9	6.5	4.7	4.5	2.5	3.0	4.5	2.1
McHenry, IL	56.2	50.4	-5.8	12.1	13.8	12.0	11.5	5.4	6.5	4.2	3.5	1.9	4.1
Will, IL	57.8	53.4	-4.5	11.3	15.8	10.4	12.7	4.5	5.5	4.8	3.6	2.3	2.9
Lake, IN	70.9	65.6	-5.3	10.5	22.1	8.7	13.5	3.3	5.1	2.6	6.7	2.3	2.7
Porter, IN	68.9	65.3	-3.6	12.2	16.4	7.9	13.0	3.7	6.4	2.5	6.8	1.1	4.0

Percent Change in Registrations – YTD '06 (thru Sept.) vs. YTD '05



Share of Regional Market – YTD '06 (thru Sept.)



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

	Area Market		U.S. Market	
Market Growth % change in registrations YTD 2006 (thru September) vs. YTD 2005	**-2.3%**		**-3.7%**	
Car Market Share Car share of industry retail light vehicle registrations - YTD 2006 (thru September)	**55.7%**		**49.8%**	
Domestic Brand Market Share Domestic brand share of industry retail light vehicle registrations -YTD 2006	**44.1%**		**49.6%**	
Top Selling Retail Brands *Top selling light vehicle brands and market share - Third Quarter 2006*				
First	**Toyota/Scion**	**14.9%**	**Ford**	**13.9%**
Second	**Chevrolet**	**12.9%**	**Chevrolet**	**13.3%**
Third	**Honda**	**11.4%**	**Toyota/Scion**	**13.2%**
Fourth	**Ford**	**9.2%**	**Honda**	**8.2%**
Fifth	**Nissan**	**5.3%**	**Dodge**	**6.7%**
Sixth	**Dodge**	**4.1%**	**Nissan**	**6.1%**
Seventh	**Hyundai**	**4.0%**	**Chrysler**	**3.7%**
Eighth	**Pontiac**	**3.8%**	**Hyundai**	**3.1%**
Ninth	**Lexus**	**3.3%**	**Jeep**	**2.6%**
Tenth	**Chrysler**	**2.4%**	**GMC**	**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.

For more information on Auto Count, call 407.770.5900 or visit AutoCount's web site: www.autocount.com

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