

Chicago Auto Outlook

Covering the Chicago Area Automotive Market

Data thru April, 2007

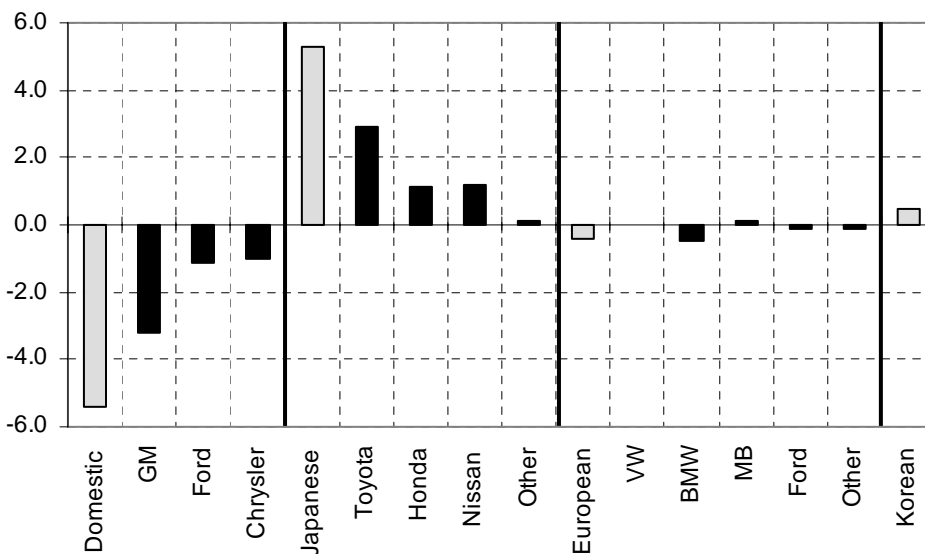
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Chicago
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Chicago Area New Retail Car and Light Truck Registrations

	March and April Combined			YTD (thru April)				YTD Market Share (%)		
	Chicago Area			Chicago Area			U.S.	Chicago Area		
	2006	2007	%chg.	2006	2007	%chg.	%chg.	2006	2007	Chg.
INDUSTRY TOTAL	50,674	47,662	-5.9%	98,347	92,407	-6.0%	-2.9%			
Cars	27,241	24,753	-9.1%	52,436	48,012	-8.4%	-5.3%	53.3	52.0	-1.3
Light Trucks	23,433	22,909	-2.2%	45,911	44,395	-3.3%	-0.6%	46.7	48.0	1.3
Domestic Brands	23,007	19,214	-16.5%	43,852	36,256	-17.3%	-7.8%	44.6	39.2	-5.4
General Motors	11,735	9,968	-15.1%	23,017	18,673	-18.9%	-6.4%	23.4	20.2	-3.2
Ford Motor	5,887	4,676	-20.6%	10,863	9,137	-15.9%	-13.4%	11.0	9.9	-1.1
Chrysler	5,385	4,571	-15.1%	9,972	8,446	-15.3%	-2.9%	10.1	9.1	-1.0
Japanese	20,227	21,344	5.5%	39,571	42,080	6.3%	3.9%	40.2	45.5	5.3
Toyota Motor	8,354	8,733	4.5%	15,811	17,595	11.3%	6.7%	16.1	19.0	2.9
Honda	6,376	6,852	7.5%	13,095	13,324	1.7%	1.6%	13.3	14.4	1.1
Nissan	3,350	3,751	12.0%	6,586	7,272	10.4%	0.0%	6.7	7.9	1.2
Other	2,147	2,009	-6.4%	4,079	3,888	-4.7%	5.3%	4.1	4.2	0.1
European	5,100	4,603	-9.7%	10,590	9,581	-9.5%	-0.2%	10.8	10.4	-0.4
Volkswagen	1,585	1,574	-0.7%	3,322	3,163	-4.8%	-0.6%	3.4	3.4	0.0
BMW	1,530	1,155	-24.5%	3,162	2,538	-19.7%	2.9%	3.2	2.7	-0.5
Mercedes	750	788	5.1%	1,642	1,697	3.3%	6.0%	1.7	1.8	0.1
Ford	884	803	-9.2%	1,728	1,587	-8.2%	-8.5%	1.8	1.7	-0.1
Other	351	283	-19.4%	736	596	-19.0%	-8.3%	0.7	0.6	-0.1
Korean	2,340	2,501	6.9%	4,334	4,490	3.6%	1.4%	4.4	4.9	0.5

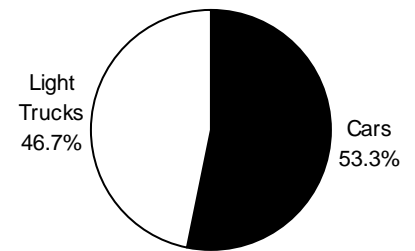
Brands included above: Big 3: GM (Buick, Cadillac, Chevrolet, GMC, Hummer, Pontiac, and Saturn), Ford (Ford, Lincoln, and Mercury), Chrysler (Chrysler, Dodge, and Jeep). Japanese: Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Isuzu, Mazda, Mitsubishi, 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, Maserati, and Saab). Korean: Hyundai and Kia.

Change in Market Share—YTD '07 (April) vs. '06

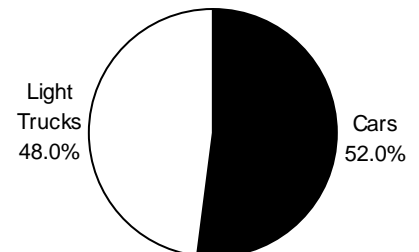


Area Car and Light Truck

YTD '06 (thru April)



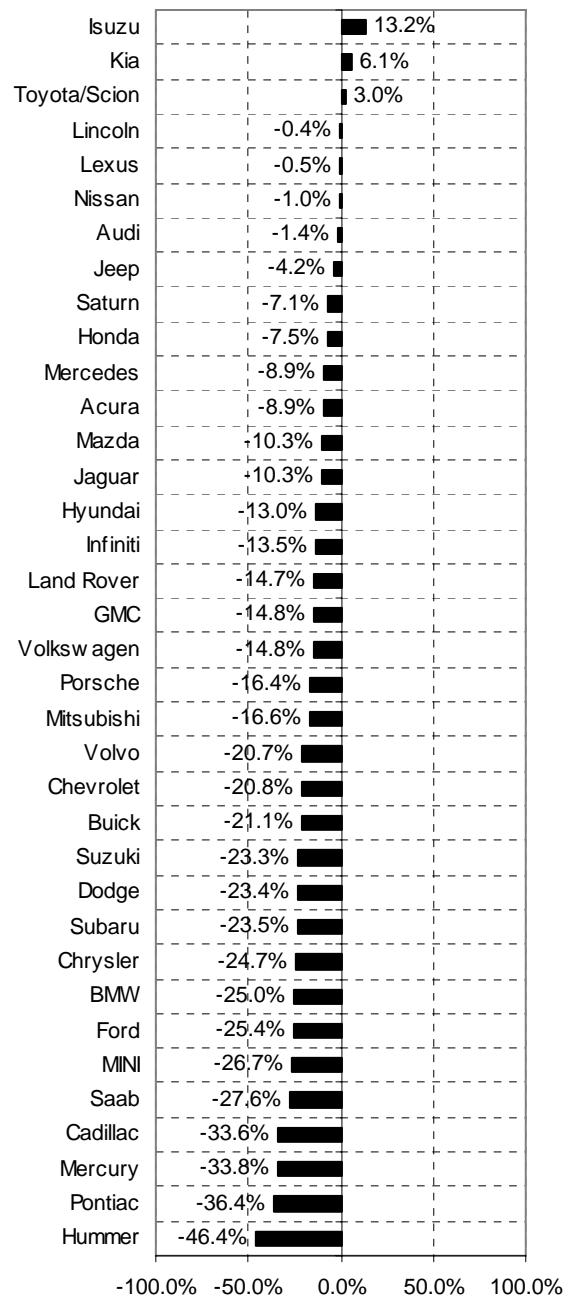
YTD '07 (thru April)



The table above shows new retail light vehicle registrations in the Chicago Area. Figures include new vehicles registered in the eight county Chicago Area that were sold by dealerships in Illinois and Indiana. Please keep in mind that monthly registration figures for area markets 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. The top 10 ranked brands in each percent change category are shaded gray. Data source for area registrations: AutoCount, an Experian Company. Source for U.S. data: Automotive News.

Area New Retail Car and Light Truck Registrations Six Month Average (Nov '06 thru Apr '07 vs. Year Earlier)							
	Average Monthly Regs.			U.S. % chg.	Area Market Share		
	Previous 6 Months	Recent 6 Months	% chg.		Prev.	Recent	Chg.
TOTAL	26,011	22,416	-13.8%	-2.2%			
Acura	649	591	-8.9%	-2.5%	2.5	2.6	0.1
Audi	251	247	-1.4%	19.5%	1.0	1.1	0.1
BMW	718	538	-25.0%	5.1%	2.8	2.4	-0.4
Buick	437	345	-21.1%	-24.5%	1.7	1.5	-0.2
Cadillac	540	359	-33.6%	-2.4%	2.1	1.6	-0.5
Chevrolet	3,101	2,457	-20.8%	-6.5%	11.9	11.0	-0.9
Chrysler	732	551	-24.7%	-5.6%	2.8	2.5	-0.3
Dodge	1,212	929	-23.4%	-2.2%	4.7	4.1	-0.6
Ford	2,409	1,798	-25.4%	-14.5%	9.3	8.0	-1.3
GMC	465	396	-14.8%	5.2%	1.8	1.8	0.0
Honda	2,888	2,670	-7.5%	1.6%	11.1	11.9	0.8
Hummer	121	65	-46.4%	-17.5%	0.5	0.3	-0.2
Hyundai	914	795	-13.0%	-6.4%	3.5	3.5	0.0
Infiniti	310	268	-13.5%	6.4%	1.2	1.2	0.0
Isuzu	11	12	13.2%	-26.8%	0.0	0.1	0.1
Jaguar	47	42	-10.3%	-26.2%	0.2	0.2	0.0
Jeep	649	621	-4.2%	6.0%	2.5	2.8	0.3
Kia	243	258	6.1%	15.5%	0.9	1.2	0.3
Land Rover	158	135	-14.7%	-7.1%	0.6	0.6	0.0
Lexus	860	855	-0.5%	6.2%	3.3	3.8	0.5
Lincoln	165	165	-0.4%	7.1%	0.6	0.7	0.1
Mazda	386	346	-10.3%	11.2%	1.5	1.5	0.0
Mercedes	453	413	-8.9%	4.0%	1.7	1.8	0.1
Mercury	317	210	-33.8%	-6.9%	1.2	0.9	-0.3
MINI	120	88	-26.7%	-3.4%	0.5	0.4	-0.1
Mitsubishi	255	212	-16.6%	14.1%	1.0	0.9	-0.1
Nissan	1,466	1,451	-1.0%	-1.0%	5.6	6.5	0.9
Other	37	33	-11.1%	16.2%	0.1	0.1	0.0
Pontiac	854	543	-36.4%	-17.9%	3.3	2.4	-0.9
Porsche	71	59	-16.4%	-7.2%	0.3	0.3	0.0
Saab	84	61	-27.6%	-2.6%	0.3	0.3	0.0
Saturn	446	414	-7.1%	23.1%	1.7	1.8	0.1
Subaru	310	237	-23.5%	-2.5%	1.2	1.1	-0.1
Suzuki	159	122	-23.3%	2.0%	0.6	0.5	-0.1
Toyota/Scion	3,297	3,395	3.0%	9.6%	12.7	15.1	2.4
Volkswagen	628	535	-14.8%	-9.7%	2.4	2.4	0.0
Volvo	251	199	-20.7%	-4.5%	1.0	0.9	-0.1

Percent Change in Area Registrations
(Nov '06 thru Apr '07 vs. Year Earlier)



Explanation and Notes

The table above shows combined new car and light truck registrations for all major brands in the Chicago Area. Average monthly registrations are shown for the most recent six month period (November '06 thru April '07) and the same period a year earlier. The six month average trend provides a clearer picture of brand sales performance than individual monthly registrations, which are subject to significant volatility. The table also shows the percent change in U.S new vehicle sales during the same time span, and area market share during the most recent six month period. The top ten brands in each percent change category are shaded green. The graph shows the percent change in area registrations during the most recent six month period versus a year earlier (the fourth column in the table). Brands are ranked from highest to lowest percentage change.

This report is sponsored by the Chicago Automobile Trade Association and produced by Auto Outlook. For questions or comments regarding this report, please contact CATA (630-495-2282) or Auto Outlook (800-206-0102).

Exclusive source for new vehicle registration data is AutoCount, an Experian Company. AutoCount specializes in providing detailed new and used vehicle sales and registration statistics. For more information on AutoCount, call 407.770.5900 or visit their web site: www.autocount.com.

