

Chicago Auto Outlook™

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2.9% Decline Predicted in Chicago Area Market This Year

2006 New Vehicle Market Forecast

Auto Outlook is predicting that new retail light vehicle registrations in the Chicago Area will decline less than 3% from 2005 to 2006. Despite the expected drop, the market should still remain in decent shape based on historical standards, with registrations exceeding 342,000 units. Following is a review of key forecast determinants.

Key Indicators Point to Decline

As mentioned in the past several releases of *Auto Outlook*, it is our contention that retail spending in general, and new vehicle purchases in particular, will ease during 2006. Households have accumulated significant debt over the past several years and the net household savings rate during the second half of 2005 turned negative, meaning that consumers dipped into savings to support spending. Tell-tale signs of these trends are likely evident at area dealerships, as credit worthiness of prospective buyers is increasingly a deterrent to selling new vehicles. The fact that many shoppers are also upside down on their trade-ins only compounds the situation. Most economists believe that these trends will likely lead to the brakes being applied to retail spending during 2006.

Not a panic stop, just a slowdown as households take the necessary steps to alleviate debt. In addition to cutbacks in retail spending, other concerns for new vehicle sales this year are high energy prices, a possible slowdown in economic growth, and higher interest rates.

Now the good news!

Thankfully, not all of the traffic signals for the Chicago Area new retail light vehicle market are red. In fact, many are bright green. As we have contended for quite some time, the impressive new products served up by the manufacturers are a powerful incentive for consumers to enter the new vehicle market. In other words, increasingly, vehicles are purchased out of want (a desire to purchase a new vehicle) not need (the current vehicle is wearing out). Indeed, a recent consumer survey by CNW Marketing Research bears this out, as a new vehicle purchase rose significantly on consumer wish lists for 2006. And there is no sign that this trend is abating, as manufacturers become more adept at combining the key attributes that buyers are looking for—styling, flexibility, interior fit and finish, performance, and fuel economy.

CHICAGO AREA MARKET SUMMARY

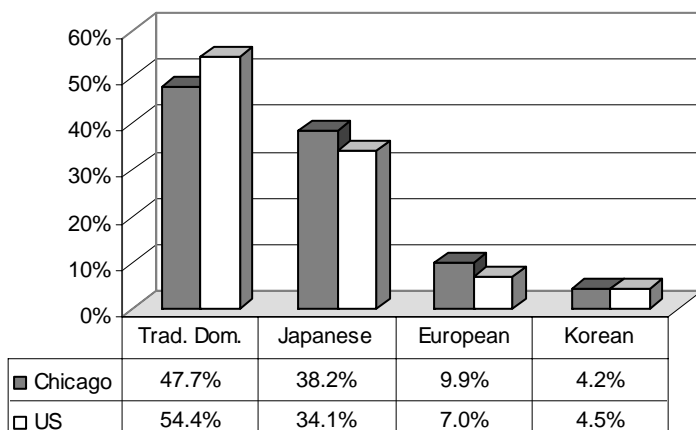
- Traditional domestic (Big Three) market share predicted to decline 0.8 point from 2005 to 2006.
- Brands predicted to post the largest percentage increases in registrations this year: Hummer, Suzuki, Audi, Saturn, Lexus, and Jeep. (see page 4).
- Comprehensive review of brand sales performance in each county in the area (page 8).

New Data Source

Beginning with this issue, the source for new vehicle registration data presented in *Chicago Auto Outlook* is AutoCount, an Experian Company. Figures include new vehicles registered in the six Illinois counties that were sold by Illinois dealerships, and new vehicles registered in the two Indiana counties that were sold by Indiana dealerships. For this reason, figures vary slightly from those presented in previous issues.

CHICAGO AREA RETAIL LIGHT VEHICLE MARKET—AT A GLANCE

RETAIL MARKET SHARE—AREA VS. U.S., 2005



CHICAGO AREA NEW RETAIL LIGHT VEHICLE REGISTRATIONS

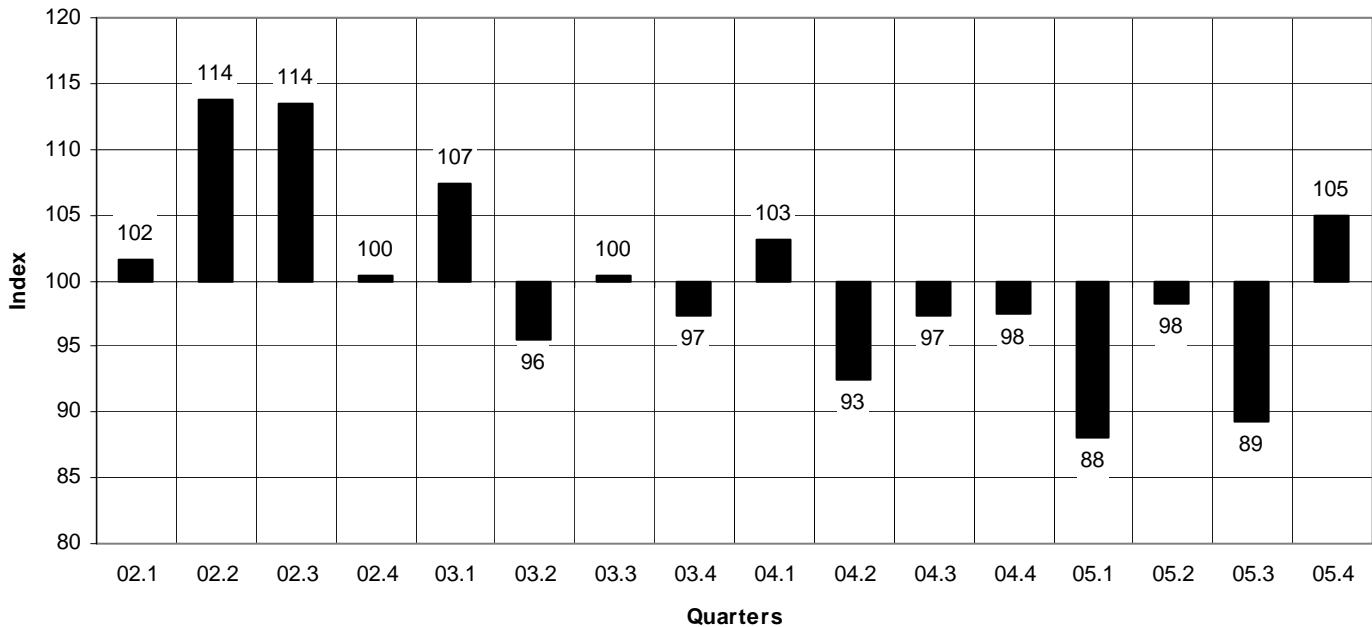
	2005	Forecast 2006	% Chg. '05 to '06	Mkt. Share 2006
TOTAL	352,433	342,314	-2.9%	0.0%
Car	184,866	180,399	-2.4%	52.7%
Light Truck	167,567	161,915	-3.4%	47.3%
Traditional Domestic	168,074	160,389	-4.6%	46.9%
Japanese	134,731	133,681	-0.8%	39.1%
European	34,799	33,200	-4.6%	9.7%
Korean	14,829	15,044	1.4%	4.4%

Source for historical data: The Polk Company

Quarterly Industry Results and Forecast

Small Improvement Possible for Area Market in First Quarter of This Year

Chicago Area Quarterly Market Performance Index (100=average)



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	69,546	91,112	95,878	85,778
% change from year earlier	-0.3%	-2.5%	-3.5%	2.0%	-14.9%	10.5%	-4.1%	0.4%	0.2%	-6.9%	-0.7%	-3.2%

The Chicago Area new vehicle market did not finish 2005 on a positive note, but it definitely could have been worse. New retail light vehicle registrations in the area increased by a slim 0.4% in the Fourth Quarter versus a weak performance a year earlier, but the Quarterly Market Performance Index increased to 105, indicating that the area market had a stronger Quarter than the Nation. Source for Historical Data: AutoCount, an Experian Company..

**Chicago Auto Outlook
Covering Fourth Quarter, 2005**

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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. Consider AutoCount as a source for sales data covering your local market. AutoCount provides new and used vehicle registration data with specific make and model detail for customized geographies. Data is available on a timely basis and is conveniently available directly over the Internet.

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



Segment Watch

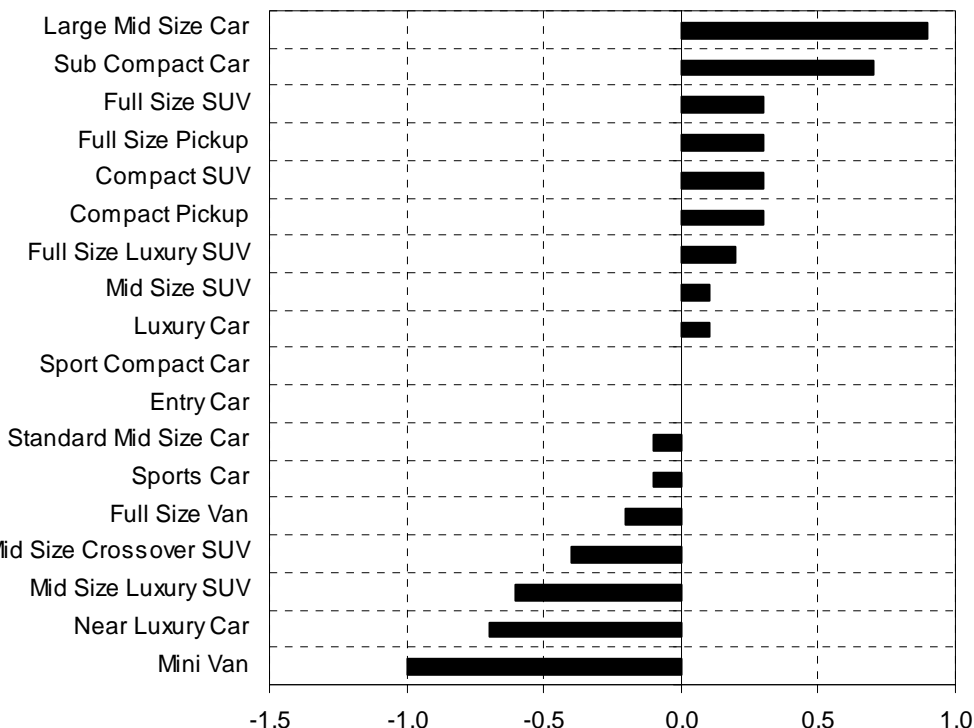
Large Mid Size Car Segment Posts Largest Increase During 2nd Half of 2005

The information on this page provides information on the make-up of the Chicago Area light vehicle market during the first and second halves of last year. Without question, conditions changed dramatically as 2005 progressed; gas prices surged and employee discount incentive programs were introduced. The graph on the right shows the increase or decrease in market share from the first half to the second half of last year for each of the 18 primary segments. The table below shows registrations and segment market shares for the top five sellers in each segment.

Observations: New products (including the Chrysler 300 and Buick LaCrosse) led the Large Mid Size Car segment to the highest market share increase in the Chicago Area. Acura TL was the best seller in the Near Luxury segment.

Source: AutoCount, an Experian Company.

Change in Retail Light Vehicle Market Share - 1st Half to 2nd Half (2005)



**Top Five Selling Models in Each Segment - Chicago Area
New Retail Registrations, 2005 Annual Totals 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	2233	53.3	Honda Civic	8371	14.8	Ford Mustang	3858	44.4	Toyota Camry	10250	24.1	
Kia Rio	908	21.7	Toyota Corolla	6344	11.2	Scion tC	2027	23.3	Honda Accord	8365	19.6	
Hyundai Accent	753	18.0	Chevrolet Cobalt	5713	10.1	Mitsubishi Eclipse	716	8.2	Nissan Altima	6049	14.2	
Suzuki Aerio	123	2.9	Ford Focus	4620	8.1	Hyundai Tiburon	594	6.8	Chevrolet Malibu	4068	9.6	
Chevrolet Metro	110	2.6	Saturn Ion	3389	6.0	Acura RSX	524	6.0	Pontiac G6	3894	9.1	
Large Mid Size			Near Luxury			Luxury			Sports Car			
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	
Chrysler 300	3943	13.2	Acura TL	3229	15.8	Mercedes E-Class	1857	12.2	Chevrolet Corvette	924	31.0	
Chevrolet Impala	3559	11.9	BMW 3-Series	2891	14.2	BMW 5-Series	1702	11.2	Nissan 350 ZX	477	16.0	
Buick LaCrosse	2918	9.8	Lexus ES330	2510	12.3	Cadillac DTS	1383	9.1	Mazda RX8	290	9.7	
Toyota Avalon	2530	8.5	Audi A4	2404	11.8	Lexus GS	1040	6.8	Porsche 911	265	8.9	
Pontiac Grand Prix	2325	7.8	Cadillac CTS	2380	11.7	Lexus LS430	736	4.8	BMW Z4	232	7.8	
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	
Ford Ranger	1273	21.2	Ford F-Series	7477	38.9	Honda Odyssey	6664	23.1	Chevrolet Express	2528	52.2	
Dodge Dakota	1243	20.7	Chevrolet Silverado	4418	23.0	Dodge Caravan	5465	19.0	Ford E-Series	1191	24.6	
Chevrolet Colorado	1183	19.7	Dodge Ram	2521	13.1	Toyota Sienna	4914	17.1	GMC Savana	954	19.7	
Toyota Tacoma	765	12.7	GMC Sierra	1907	9.9	Chrysler Town & Cou	3909	13.6				
Honda Ridgeline	650	10.8	Chevrolet Avalanche	1261	6.6	Ford Freestar	2390	8.3				
Compact SUV			Mid Size SUV/Crossover SUV			Full Size SUV			Mid Size & Full Size Luxury SUV			
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	
Chevrolet Equinox	4787	14.4	Chevrolet TrailBlazer	5221	12.3	Chevrolet Tahoe	2767	29.0	Lexus RX330	4286	21.8	
Honda CRV	4604	13.8	Honda Pilot	4315	10.1	GMC Yukon	2369	24.8	Acura MDX	2414	12.3	
Ford Escape	4448	13.4	Jeep Grand Cherokee	3868	9.1	Chevrolet Suburban	1447	15.2	Cadillac Escalade	1372	7.0	
Jeep Liberty	3243	9.7	Toyota Highlander	3623	8.5	Ford Expedition	1389	14.5	BMW X5	1330	6.8	
Saturn Vue	2872	8.6	Ford Explorer	3601	8.5	Toyota Sequoia	729	7.6	Lexus GX470	1254	6.4	

Chicago Area New Retail Car and Light Truck Registrations - History and Forecast										
	Registrations					Market Share				
	Units			Percent Change		Share (%)			Change	
			Forecast		Forecast			Forecast		Forecast
	2004	2005	2006	'04 to '05	'05 to '06	2004	2005	2006	'04 to '05	'05 to '06
TOTAL	359,093	352,433	342,314	-1.9%	-2.9%					
Domesitic Brands	173,572	168,074	160,389	-3.2%	-4.6%	48.3	47.7	46.9	-0.6	-0.8
Japanese Brands	132,041	134,731	133,681	2.0%	-0.8%	36.8	38.2	39.1	1.4	0.9
European Brands	37,110	34,799	33,200	-6.2%	-4.6%	10.3	9.9	9.7	-0.4	-0.2
Korean Brands	16,370	14,829	15,044	-9.4%	1.4%	4.6	4.2	4.4	-0.4	0.2
Acura	7,925	8,185	7,801	3.3%	-4.7%	2.2	2.3	2.3	0.1	0.0
Audi	2,805	3,205	3,619	14.3%	12.9%	0.8	0.9	1.1	0.1	0.2
BMW	8,014	8,311	7,819	3.7%	-5.9%	2.2	2.4	2.3	0.2	-0.1
Buick	6,874	6,851	5,972	-0.3%	-12.8%	1.9	1.9	1.7	0.0	-0.2
Cadillac	6,582	6,453	6,090	-2.0%	-5.6%	1.8	1.8	1.8	0.0	0.0
Chevrolet	48,321	46,299	43,132	-4.2%	-6.8%	13.5	13.1	12.6	-0.4	-0.5
Chrysler	11,558	12,440	11,839	7.6%	-4.8%	3.2	3.5	3.5	0.3	0.0
Dodge	17,815	16,877	17,039	-5.3%	1.0%	5.0	4.8	5.0	-0.2	0.2
Ford	38,156	36,511	33,857	-4.3%	-7.3%	10.6	10.4	9.9	-0.2	-0.5
GMC	8,460	7,880	7,342	-6.9%	-6.8%	2.4	2.2	2.1	-0.2	-0.1
Honda	34,067	34,848	34,597	2.3%	-0.7%	9.5	9.9	10.1	0.4	0.2
Hummer	530	1,059	1,251	99.8%	18.1%	0.1	0.3	0.4	0.2	0.1
Hyundai	11,786	11,681	11,965	-0.9%	2.4%	3.3	3.3	3.5	0.0	0.2
Infiniti	4,416	4,096	3,705	-7.2%	-9.5%	1.2	1.2	1.1	0.0	-0.1
Isuzu	607	260	229	-57.2%	-11.9%	0.2	0.1	0.1	-0.1	0.0
Jaguar	1,368	828	666	-39.5%	-19.6%	0.4	0.2	0.2	-0.2	0.0
Jeep	8,531	8,630	8,989	1.2%	4.2%	2.4	2.4	2.6	0.0	0.2
Kia	4,584	3,148	3,079	-31.3%	-2.2%	1.3	0.9	0.9	-0.4	0.0
Land Rover	1,133	1,495	1,528	32.0%	2.2%	0.3	0.4	0.4	0.1	0.0
Lexus	10,480	10,562	11,178	0.8%	5.8%	2.9	3.0	3.3	0.1	0.3
Lincoln	2,941	2,220	2,292	-24.5%	3.2%	0.8	0.6	0.7	-0.2	0.1
Mazda	5,419	5,024	4,820	-7.3%	-4.1%	1.5	1.4	1.4	-0.1	0.0
Mercedes	6,188	5,685	5,561	-8.1%	-2.2%	1.7	1.6	1.6	-0.1	0.0
Mercury	5,327	5,405	4,796	1.5%	-11.3%	1.5	1.5	1.4	0.0	-0.1
Mini	1,262	1,939	1,828	53.6%	-5.7%	0.4	0.6	0.5	0.2	-0.1
Mitsubishi	4,419	3,318	2,941	-24.9%	-11.4%	1.2	0.9	0.9	-0.3	0.0
Nissan	20,226	20,662	19,210	2.2%	-7.0%	5.6	5.9	5.6	0.3	-0.3
Pontiac	10,979	10,514	10,349	-4.2%	-1.6%	3.1	3.0	3.0	-0.1	0.0
Porsche	978	948	887	-3.1%	-6.4%	0.3	0.3	0.3	0.0	0.0
Saab	1,222	1,365	1,160	11.7%	-15.0%	0.3	0.4	0.3	0.1	-0.1
Saturn	7,498	6,935	7,441	-7.5%	7.3%	2.1	2.0	2.2	-0.1	0.2
Subaru	3,272	3,682	3,318	12.5%	-9.9%	0.9	1.0	1.0	0.1	0.0
Suzuki	1,773	1,364	1,544	-23.1%	13.2%	0.5	0.4	0.5	-0.1	0.1
Toyota/Scion	39,437	42,730	44,338	8.4%	3.8%	11.0	12.1	13.0	1.1	0.9
Volkswagen	9,077	7,203	6,823	-20.6%	-5.3%	2.5	2.0	2.0	-0.5	0.0
Volvo	4,322	3,243	2,768	-25.0%	-14.6%	1.2	0.9	0.8	-0.3	-0.1
Others	741	577	541	-22.1%	-6.2%	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.

Brand Forecast

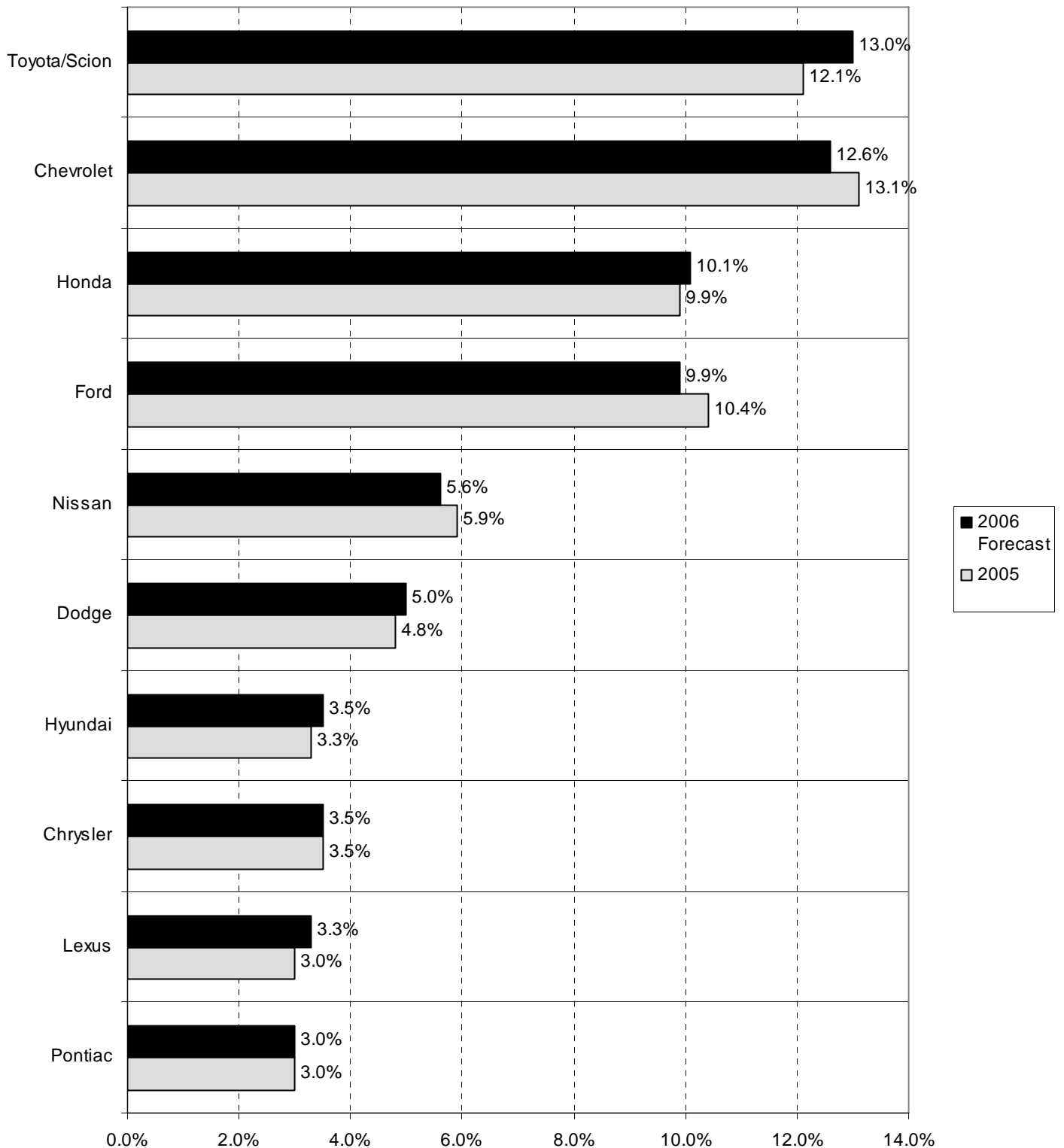
2006 Market Share Forecast for Top 10 Selling Brands in Area

The graph below shows new retail light vehicle market share during 2005 and Auto Outlook's forecast for 2006. The graph includes the top ten brands based on projected registra-

tions for 2006. Toyota/Scion is expected to have the largest market share gain this year due to the introduction of the all-new FJ Cruiser SUV and Yaris Sub Compact, as well as

significant redesigns for Camry and Tundra. Significant increases in market share are definitely hard to attain in the hotly contested area market.

Chicago Area New Retail Light Vehicle Market Share for Top 10 Brands—2005 (actual) and 2006 Forecast



CHICAGO AREA BRAND SCOREBOARD

COMPREHENSIVE REVIEW OF BRAND SALES PERFORMANCE IN THE AREA AUTOMOTIVE MARKET



2005 Sales Performance

The table below presents a well-rounded picture of brand sales performance during 2005. Two primary measures are displayed and rated. The first, entitled "Longer Term Sales Growth," represents the percent change in new retail light vehicle registrations from 2004 to 2005. Brands are then rated (from highest to lowest), using a 1 to 5 scale. Brands having the highest increases

in registrations receive a 5 rating, and those with the largest decreases get a 1 rating.

The second measure, "Shorter Term Sales Growth," represents the percent change in registrations from the Third to the Fourth Quarter of last year. Brands are also ranked and rated on a 1 to 5 scale.

The last column in the table is the sum of the ratings for Longer Term and Shorter Term sales growth. Two brands (Audi and Subaru) received the highest combined rating of 10. Land Rover, Toyota/Scion, BMW, and Honda each had 9's.

Brand	Longer Term Sales Growth 2004 to 2005				Shorter Term Sales Growth 3rd Qtr. 2005 to 4th Qtr. 2005				Combined Rating (10 is high)
	2004 sales	2005 sales	% ch 04 to 05	Rating (5 is high)	3Q '05 sales	4Q '05 sales	% Change	Rating (5 is high)	
Audi	2,805	3,205	14.3%	5	767	854	11.3%	5	10
Subaru	3,272	3,682	12.5%	5	885	1,156	30.6%	5	10
Land Rover	1,133	1,495	32.0%	5	437	456	4.3%	4	9
Toyota/Scion	39,437	42,730	8.4%	5	11,010	11,282	2.5%	4	9
BMW	8,014	8,311	3.7%	4	1,965	2,313	17.7%	5	9
Honda	34,067	34,848	2.3%	4	8,846	9,987	12.9%	5	9
Mini	1,262	1,939	53.6%	5	400	391	-2.3%	3	8
Acura	7,925	8,185	3.3%	4	1,966	2,086	6.1%	4	8
Hyundai	11,786	11,681	-0.9%	3	3,121	3,257	4.4%	4	7
Chrysler	11,558	12,440	7.6%	5	3,543	2,598	-26.7%	1	6
Nissan	20,226	20,662	2.2%	4	5,247	4,897	-6.7%	2	6
Jeep	8,531	8,630	1.2%	4	2,519	2,093	-16.9%	2	6
Pontiac	10,979	10,514	-4.2%	3	2,776	2,745	-1.1%	3	6
Infiniti	4,416	4,096	-7.2%	2	998	1,053	5.5%	4	6
Mercedes	6,188	5,685	-8.1%	1	1,477	1,570	6.3%	5	6
Volkswagen	9,077	7,203	-20.6%	1	1,733	2,170	25.2%	5	6
Mercury	5,327	5,405	1.5%	4	1,687	1,340	-20.6%	1	5
Lexus	10,480	10,562	0.8%	3	2,678	2,580	-3.7%	2	5
Cadillac	6,582	6,453	-2.0%	3	1,783	1,669	-6.4%	2	5
Mazda	5,419	5,024	-7.3%	2	1,306	1,329	1.8%	3	5
Mitsubishi	4,419	3,318	-24.9%	1	862	878	1.9%	4	5
Buick	6,874	6,851	-0.3%	3	2,308	1,246	-46.0%	1	4
Chevrolet	48,321	46,299	-4.2%	3	13,892	10,881	-21.7%	1	4
Ford	38,156	36,511	-4.3%	2	10,706	8,642	-19.3%	2	4
Dodge	17,815	16,877	-5.3%	2	4,671	4,160	-10.9%	2	4
Lincoln	2,941	2,220	-24.5%	1	553	538	-2.7%	3	4
Volvo	4,322	3,243	-25.0%	1	864	836	-3.2%	3	4
Kia	4,584	3,148	-31.3%	1	833	842	1.1%	3	4
GMC	8,460	7,880	-6.9%	2	2,763	1,427	-48.4%	1	3
Saturn	7,498	6,935	-7.5%	2	2,206	1,526	-30.8%	1	3

CHICAGO AREA BRAND SCOREBOARD (continued)



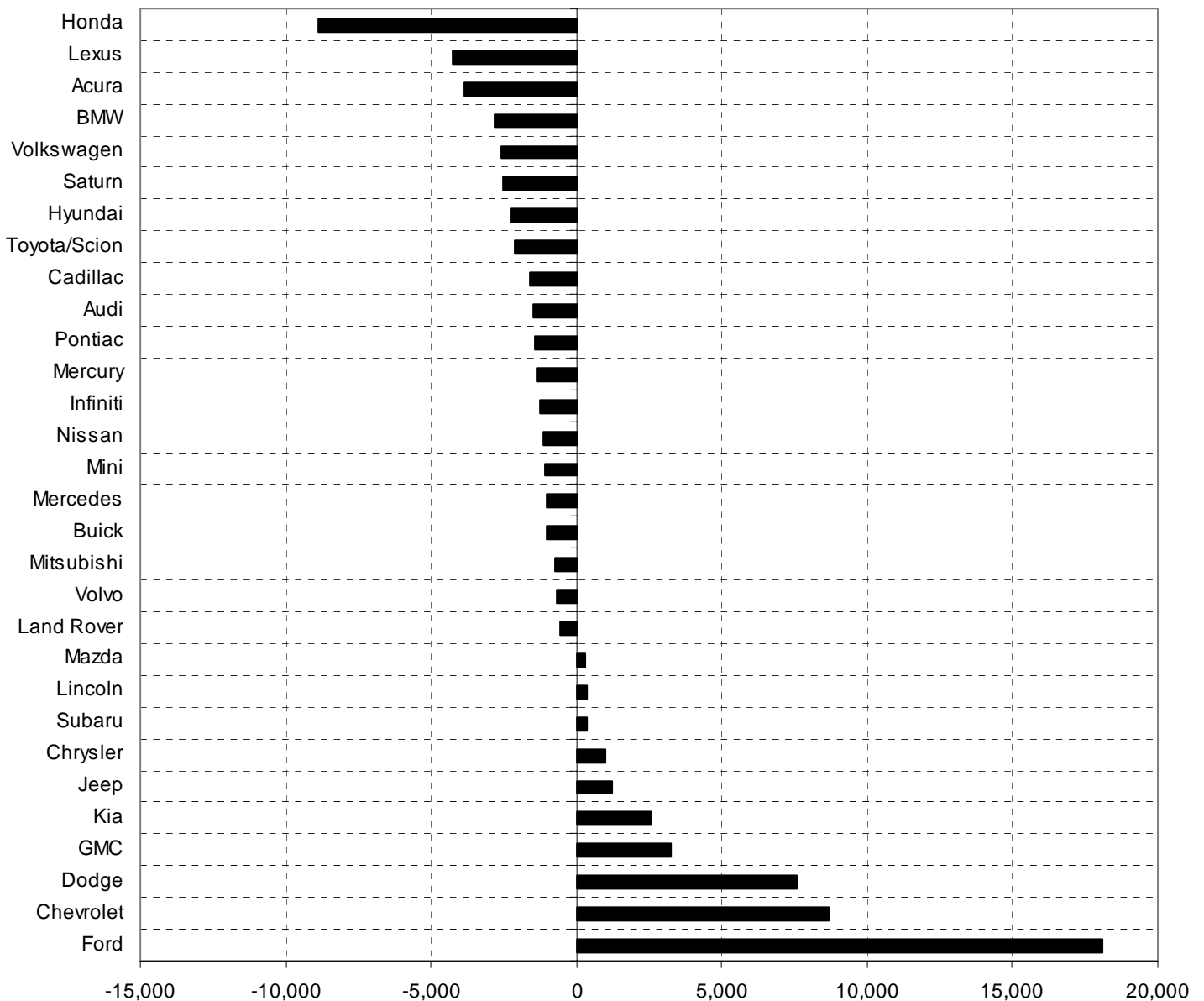
Unit Sales Potential Based on National Market Share

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 all of 2005. 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 Chevrolet) 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 (Honda, Lexus, Acura, BMW, and Volkswagen) 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 2005
(Increase or decrease in registrations required for brand to equal National market share in the area)



County Market Analysis

County Market Share as a Percent of National Market Share

The following tables are an excellent snapshot of the competitive position of the top 30 retail brands (as ranked by Chicago Area retail registrations during 2005) in the eight county Chicago Area market.

The tables show three numbers for each brand in each county. The first is the brand's share of county new retail light vehicle registrations (combined cars and light trucks) during 2005. The second number is U.S. retail market share over the same period. The third is county market share as a percent of U.S.

Brands at the top of the tables have a much higher market share in the county than in the Nation. Those at the end have a much lower market share in the county than in the Nation. And those brands that are rated 100% have the same market

share in the county as in the Nation. Dotted horizontal lines denote those brands that are above and below National market share in each county.

Why are some brands at the top of the list and others at the bottom? Here are a few possible explanations:

- ◆ *Consumer preferences.* Demographics obviously has an influence on vehicle sales. Luxury brands tend to rank higher in counties with relatively high income levels. For example, in DuPage County the top five brands are luxury nameplates.
- ◆ *Strong performing dealers.* Clearly, strong performing dealers can provide a significant boost to a brand's sales in county markets.

◆ *Under-representation.* Brands could be at the end of the list due to inadequate retailer representation, but might represent an excellent opportunity for a retailer interested in adding a franchise.

As mentioned above, this analysis only includes brands ranking in the top 30 in area retail registrations during 2005. If you would like to know the county rankings for any brand, or if you would like additional information about any of these tables, please call Auto Outlook at 800-206-0102.

Source: AutoCount, an Experian Company.

COOK COUNTY					DUPAGE COUNTY					KANE COUNTY				
Rank	Brand	Market Share		County as a % of U.S.	Rank	Brand	Market Share		County as a % of U.S.	Rank	Brand	Market Share		County as a % of U.S.
		County	U.S.				County	U.S.				County	U.S.	
1	Audi	0.9	0.5	187.7	1	Acura	3.3	1.2	266.9	1	Acura	3.1	1.2	255.1
2	Cadillac	2.4	1.4	174.7	2	Audi	1.1	0.5	224.5	2	Mitsubishi	1.4	0.7	189.3
3	Lexus	3.1	1.8	172.5	3	Lexus	4.0	1.8	222.2	3	Saturn	2.3	1.3	179.3
4	Acura	2.1	1.2	172.4	4	Infiniti	1.4	0.8	180.6	4	Suzuki	0.8	0.5	163.8
5	Volkswagen	2.3	1.3	171.9	5	BMW	2.6	1.6	167.5	5	Saab	0.3	0.2	144.5
6	Saab	0.4	0.2	171.3	6	Mitsubishi	1.2	0.7	162.2	6	Nissan	7.9	5.5	143.1
7	Saturn	2.0	1.3	161.3	7	Volvo	1.2	0.7	158.8	7	Audi	0.7	0.5	133.4
8	BMW	2.4	1.6	153.9	8	Mercedes	2.1	1.3	156.1	8	Infiniti	1.1	0.8	132.1
9	Volvo	1.1	0.7	145.3	9	Volkswagen	2.0	1.3	148.5	9	Honda	9.6	7.4	130.5
10	Infiniti	1.1	0.8	139.8	10	Honda	10.9	7.4	147.8	10	Lexus	2.3	1.8	127.8
11	Honda	9.9	7.4	133.9	11	Mercury	1.7	1.2	144.0	11	Hyundai	3.2	2.7	120.7
12	Mercury	1.5	1.2	133.3	12	Saturn	1.8	1.3	140.0	12	Mercury	1.4	1.2	117.7
13	Mercedes	1.7	1.3	128.3	13	Saab	0.3	0.2	134.1	13	Volkswagen	1.5	1.3	113.8
14	Mitsubishi	0.9	0.7	126.6	14	Buick	2.1	1.7	125.2	14	Volvo	0.8	0.7	109.5
15	Hyundai	3.3	2.7	124.7	15	Hyundai	3.2	2.7	121.2	15	Chrysler	4.1	3.8	107.5
16	Buick	2.0	1.7	119.6	16	Toyota/Scion	13.6	11.5	117.9	16	Lincoln	0.7	0.7	101.9
17	Pontiac	3.0	2.6	118.3	17	Mazda	1.7	1.5	109.5	17	Toyota/Scion	11.5	11.5	99.8
18	Nissan	6.3	5.5	113.8	18	Lincoln	0.8	0.7	109.1	18	BMW	1.5	1.6	98.3
19	Toyota/Scion	12.9	11.5	111.9	19	Nissan	5.9	5.5	106.8	19	Jeep	2.7	2.8	97.5
20	Subaru	1.2	1.2	100.0	20	Cadillac	1.3	1.4	92.8	20	Mazda	1.5	1.5	96.5
21	Mazda	1.3	1.5	86.9	21	Subaru	1.1	1.2	91.8	21	Chevrolet	14.5	15.6	93.2
22	Chrysler	3.3	3.8	85.2	22	Pontiac	2.3	2.6	87.6	22	Subaru	1.0	1.2	90.2
23	Lincoln	0.6	0.7	83.1	23	Jeep	2.4	2.8	84.7	23	Pontiac	2.2	2.6	86.2
24	Chevrolet	12.8	15.6	82.3	24	Chrysler	3.2	3.8	84.6	24	Mercedes	1.1	1.3	81.8
25	Jeep	2.2	2.8	78.3	25	Chevrolet	10.5	15.6	67.3	25	Buick	1.3	1.7	81.1
26	Suzuki	0.4	0.5	75.6	26	Ford	9.9	15.5	63.6	26	GMC	2.5	3.2	78.5
27	Dodge	4.6	6.9	66.4	27	Suzuki	0.3	0.5	61.4	27	Cadillac	1.0	1.4	74.9
28	Ford	9.7	15.5	62.4	28	Dodge	4.0	6.9	57.1	28	Dodge	5.1	6.9	73.1
29	GMC	1.7	3.2	53.6	29	Kia	0.9	1.6	53.6	29	Ford	10.3	15.5	66.3
30	Kia	0.8	1.6	48.4	30	GMC	1.6	3.2	50.7	30	Kia	0.7	1.6	42.8

County Market Analysis

County Market Share as a Percent of National Market Share - (continued)

LAKE COUNTY, IL					MCHENRY COUNTY					WILL COUNTY				
Rank	Brand	Market Share		County as a % of U.S.	Rank	Brand	Market Share		County as a % of U.S.	Rank	Brand	Market Share		County as a % of U.S.
		County	U.S.				County	U.S.				County	U.S.	
1	Saab	0.9	0.2	380.2	1	Saturn	1.9	1.3	153.4	1	Saturn	2.5	1.3	200.1
2	Audi	1.7	0.5	345.3	2	Hyundai	3.9	2.7	144.3	2	Hyundai	4.9	2.7	182.5
3	Acura	3.5	1.2	282.3	3	Honda	10.4	7.4	141.6	3	Mitsubishi	1.1	0.7	148.3
4	Lexus	4.5	1.8	249.8	4	Acura	1.7	1.2	139.1	4	Mercury	1.6	1.2	136.3
5	BMW	3.6	1.6	233.0	5	Chrysler	5.3	3.8	138.7	5	Acura	1.6	1.2	131.6
6	Infiniti	1.8	0.8	228.5	6	Volkswagen	1.7	1.3	132.6	6	Infiniti	1.0	0.8	130.8
7	Volkswagen	2.8	1.3	208.6	7	Mercury	1.4	1.2	121.3	7	Honda	9.0	7.4	122.1
8	Mercedes	2.6	1.3	196.5	8	Subaru	1.4	1.2	121.2	8	Buick	1.9	1.7	112.5
9	Honda	10.8	7.4	147.0	9	BMW	1.9	1.6	119.7	9	Pontiac	2.8	2.6	108.9
10	Volvo	0.9	0.7	129.0	10	Pontiac	3.0	2.6	117.8	10	Lexus	1.9	1.8	107.7
11	Mazda	1.8	1.5	115.3	11	Saab	0.3	0.2	111.6	11	Volkswagen	1.4	1.3	106.2
12	Mercury	1.3	1.2	113.4	12	Jeep	3.1	2.8	110.8	12	Chevrolet	16.4	15.6	105.1
13	Jeep	3.1	2.8	110.4	13	Nissan	5.9	5.5	106.9	13	GMC	3.2	3.2	101.3
14	Toyota/Scion	11.8	11.5	102.6	14	Buick	1.8	1.7	106.5	14	Chrysler	3.9	3.8	101.0
15	Lincoln	0.7	0.7	101.7	15	Infiniti	0.8	0.8	103.2	15	Suzuki	0.5	0.5	98.7
16	Pontiac	2.5	2.6	97.1	16	Chevrolet	15.3	15.6	98.3	16	Saab	0.2	0.2	91.4
17	Subaru	1.1	1.2	95.5	17	Lexus	1.7	1.8	94.4	17	Ford	14.1	15.5	90.8
18	Saturn	1.2	1.3	95.0	18	Dodge	6.3	6.9	90.3	18	Volvo	0.7	0.7	89.9
19	Cadillac	1.3	1.4	93.9	19	Mazda	1.4	1.5	88.9	19	Kia	1.4	1.6	88.5
20	Nissan	4.9	5.5	89.0	20	Cadillac	1.2	1.4	85.3	20	Dodge	6.1	6.9	88.2
21	Chrysler	3.4	3.8	88.9	21	Toyota/Scion	9.6	11.5	83.0	21	Audi	0.4	0.5	87.6
22	Buick	1.4	1.7	83.9	22	Suzuki	0.4	0.5	82.3	22	Nissan	4.8	5.5	86.1
23	Hyundai	2.2	2.7	81.5	23	Mitsubishi	0.6	0.7	80.8	23	BMW	1.3	1.6	83.3
24	Mitsubishi	0.6	0.7	80.0	24	Ford	12.5	15.5	80.5	24	Jeep	2.3	2.8	81.3
25	Chevrolet	10.9	15.6	69.9	25	Lincoln	0.5	0.7	74.9	25	Toyota/Scion	9.2	11.5	80.0
26	GMC	2.1	3.2	66.4	26	Audi	0.4	0.5	74.6	26	Lincoln	0.6	0.7	80.0
27	Dodge	4.4	6.9	63.2	27	GMC	2.2	3.2	68.7	27	Mazda	1.2	1.5	79.5
28	Suzuki	0.3	0.5	61.4	28	Volvo	0.5	0.7	63.8	28	Cadillac	1.1	1.4	79.2
29	Ford	7.9	15.5	51.2	29	Kia	1.0	1.6	62.0	29	Mercedes	1.0	1.3	77.1
30	Kia	0.7	1.6	45.6	30	Mercedes	0.7	1.3	54.7	30	Subaru	0.7	1.2	57.2

LAKE COUNTY, IN					PORTER COUNTY, IN					CHICAGO METRO AREA				
Rank	Brand	Market Share		County as a % of U.S.	Rank	Brand	Market Share		County as a % of U.S.	Rank	Brand	Market Share		Area as a % of U.S.
		County	U.S.				County	U.S.				County	U.S.	
1	Pontiac	6.3	2.6	243.7	1	GMC	7.9	3.2	248.9	1	Acura	2.3	1.2	188.3
2	Saturn	2.6	1.3	203.3	2	Pontiac	5.6	2.6	219.0	2	Audi	0.9	0.5	186.1
3	GMC	6.3	3.2	198.7	3	Buick	3.5	1.7	209.1	3	Saab	0.4	0.2	171.7
4	Buick	2.9	1.7	177.0	4	Saturn	2.0	1.3	156.2	4	Lexus	3.0	1.8	168.1
5	Mercury	1.9	1.2	163.5	5	Mercury	1.7	1.2	145.8	5	Saturn	2.0	1.3	156.5
6	Cadillac	1.9	1.4	139.7	6	Mazda	1.9	1.5	122.0	6	Volkswagen	2.0	1.3	154.9
7	Mitsubishi	0.9	0.7	127.4	7	Chrysler	4.7	3.8	121.7	7	BMW	2.4	1.6	150.6
8	BMW	2.0	1.6	126.7	8	Jeep	3.3	2.8	118.8	8	Infiniti	1.2	0.8	144.8
9	Chevrolet	19.7	15.6	126.0	9	Dodge	7.3	6.9	105.5	9	Honda	9.9	7.4	134.1
10	Chrysler	4.3	3.8	113.6	10	Honda	7.8	7.4	105.3	10	Mercury	1.5	1.2	133.0
11	Hyundai	3.0	2.7	112.8	11	Chevrolet	15.6	15.6	99.9	11	Cadillac	1.8	1.4	132.4
12	Kia	1.7	1.6	103.5	12	Saab	0.2	0.2	97.5	12	Mitsubishi	0.9	0.7	129.0
13	Jeep	2.8	2.8	99.7	13	Cadillac	1.3	1.4	96.6	13	Volvo	0.9	0.7	126.5
14	Suzuki	0.5	0.5	98.9	14	Ford	14.2	15.5	91.6	14	Hyundai	3.3	2.7	123.8
15	Ford	15.1	15.5	97.7	15	Audi	0.4	0.5	90.0	15	Mercedes	1.6	1.3	122.2
16	Honda	6.7	7.4	90.3	16	Volkswagen	1.1	1.3	85.8	16	Buick	1.9	1.7	117.0
17	Toyota/Scion	9.6	11.5	83.2	17	Hyundai	2.3	2.7	85.7	17	Pontiac	3.0	2.6	115.8
18	Mazda	1.2	1.5	79.9	18	Nissan	4.7	5.5	84.6	18	Nissan	5.9	5.5	106.0
19	Dodge	5.1	6.9	74.1	19	Toyota/Scion	9.7	11.5	83.9	19	Toyota/Scion	12.1	11.5	105.3
20	Nissan	3.1	5.5	55.5	20	Subaru	0.8	1.2	72.2	20	Mazda	1.4	1.5	93.8
21	Volkswagen	0.7	1.3	50.3	21	Suzuki	0.3	0.5	58.5	21	Chrysler	3.5	3.8	92.4
22	Saab	0.1	0.2	50.0	22	Mitsubishi	0.4	0.7	56.0	22	Subaru	1.0	1.2	90.6
23	Audi	0.2	0.5	42.1	23	Kia	0.8	1.6	50.3	23	Jeep	2.4	2.8	87.3
24	Lincoln	0.3	0.7	35.7	24	Lincoln	0.4	0.7	49.9	24	Lincoln	0.6	0.7	86.9
25	Lexus	0.4	1.8	23.5	25	Lexus	0.7	1.8	40.6	25	Chevrolet	13.1	15.6	84.2
26	Subaru	0.1	1.2	12.1	26	BMW	0.5	1.6	35.1	26	Suzuki	0.4	0.5	80.1
27	Infiniti	0.0	0.8	5.0	27	Mercedes	0.2	1.3	14.3	27	GMC	2.2	3.2	70.7
28	Volvo	0.0	0.7	4.6	28	Volvo	0.1	0.7	10.8	28	Dodge	4.8	6.9	69.0
29	Mercedes	0.0	1.3	2.0	29	Acura	0.1	1.2	6.4	29	Ford	10.4	15.5	66.8
30	Acura	0.0	1.2	0.5	30	Infiniti	0.0	0.8	3.9	30	Kia	0.9	1.6	55.0

Market Tracker

Japanese Brands Gain 1.5 Market Share Points During 2005

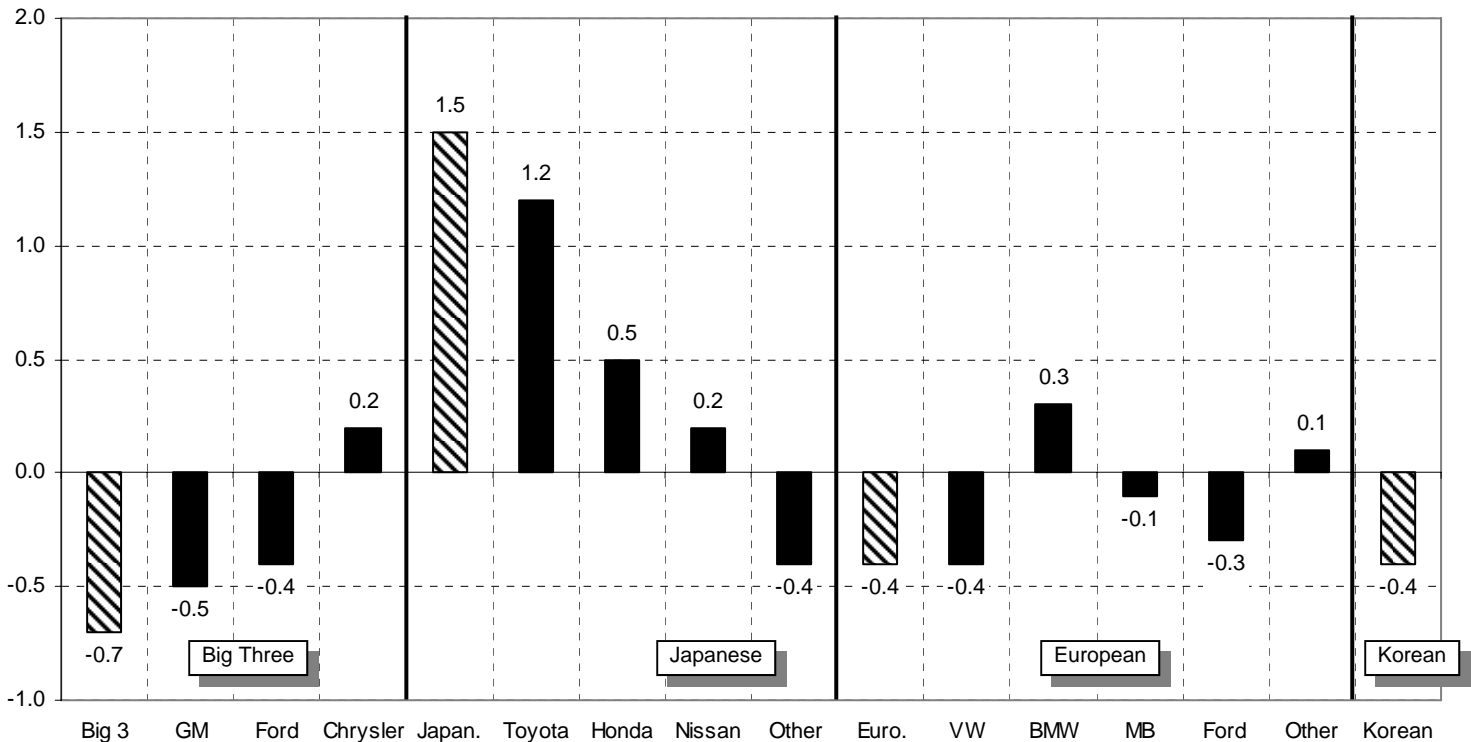
The graph below tracks the changing composition of the area market. As shown on the graph, the Big Three (consisting of “traditional domestic” brands) lost 0.7 market share point from 2004 to 2005. GM and Ford lost

0.5 and 0.4 point, respectively, while Chrysler was up slightly. (Big Three does not include import brands owned by GM and Ford, such as Volvo and Saab.) Japanese brand market share increased 1.5 points, with Toyota

(including Lexus and Scion) up 1.2. European and Korean brands each lost 0.4 point.

Source: AutoCount, an Experian Company.

Change in Retail Light Vehicle Market Share - 2005 vs. 2004



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 Takes Over First Place in Area Market

THIRD QUARTER, 2005			FOURTH QUARTER, 2005			change in mkt. share
Rank	Make	Market Share	Rank	Make	Market Share	
1	Chevrolet	14.4%	1	Toyota/Scion	12.7%	1.3%
1	Toyota/Scion	11.4%	2	Chevrolet	12.3%	-2.1%
3	Ford	11.1%	3	Honda	11.3%	2.1%
4	Honda	9.2%	4	Ford	9.8%	-1.3%
5	Nissan	5.4%	5	Nissan	5.5%	0.1%
6	Dodge	4.8%	6	Dodge	4.7%	-0.1%
7	Chrysler	3.7%	7	Hyundai	3.7%	0.5%
8	Hyundai	3.2%	8	Pontiac	3.1%	0.2%
9	Pontiac	2.9%	9	Chrysler	2.9%	-0.8%
10	GMC	2.9%	10	Lexus	2.9%	0.1%

This table shows the Top 10 sellers in the Chicago Area retail light vehicle market during the Third and Fourth Quarters of last year. Toyota/Scion gained 1.3 share points in the Fourth Quarter and moved into first place ahead of Chevrolet. Honda gained 2.1 points and moved into third place.

Source: AutoCount, an Experian Company.

Leading Light Truck Models

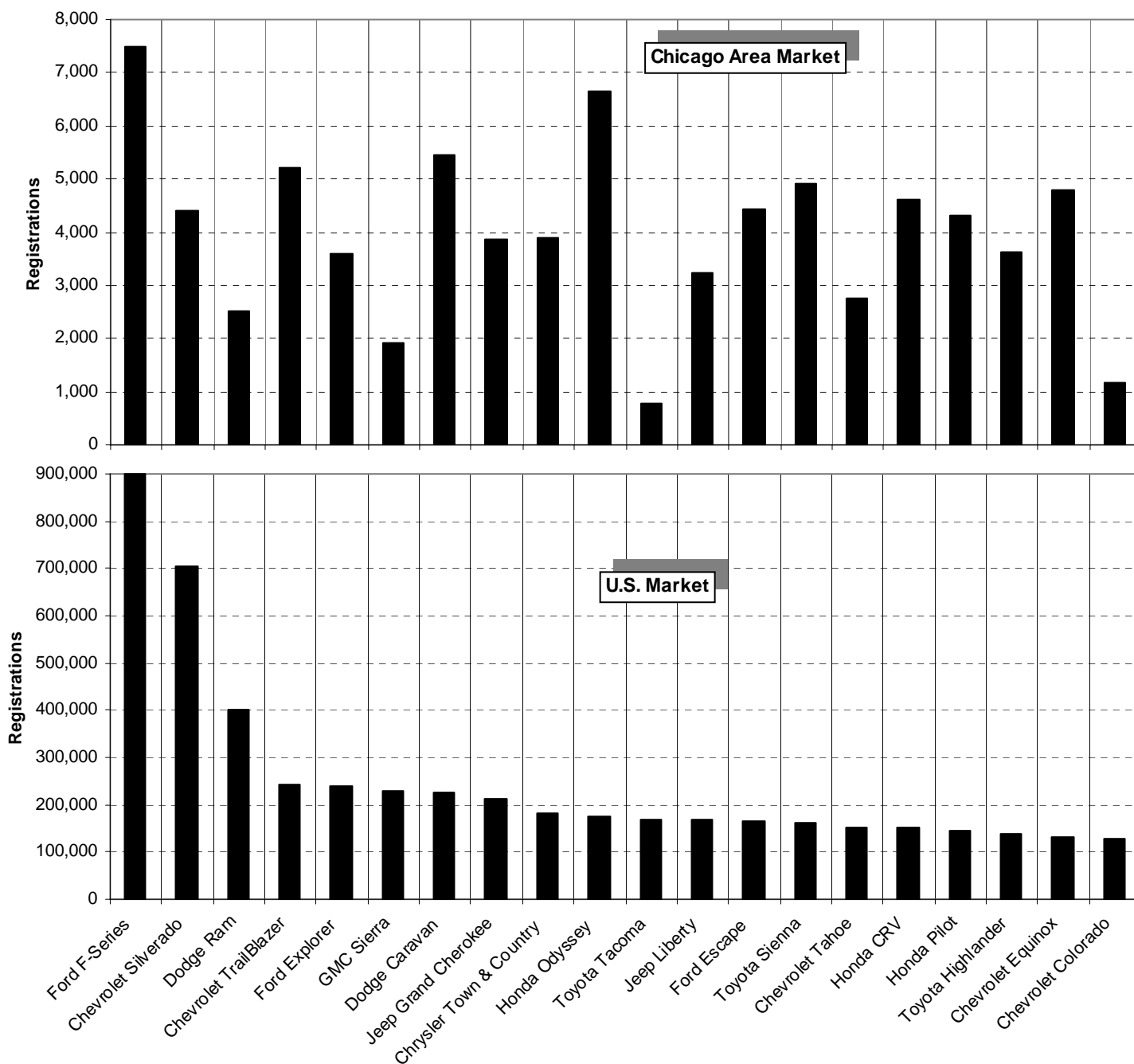
Ford F-Series Best Selling Light Truck in Chicago Area Market

The two graphs below show new retail registrations in both the Chicago Area and U.S. markets for the top 20 selling light truck models in the nation during 2005. Comparing the relative heights of the bars reveals those





models which are relatively popular (or unpopular) in the Chicago Area. Bars for Chevrolet TrailBlazer, Dodge Caravan, Honda Odyssey, Toyota Sienna, Honda CRV and Chevrolet Equinox, for instance, are all higher in

the Chicago Area than in the Nation. Clearly, SUVs and Mini Vans are more popular in the area market than in the Nation.

New Retail Light Truck Registrations—Chicago Area and U.S. (2005 Annual Totals)



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

	Area Market	U.S. Market
 Market Growth % change in registrations 2005 vs. 2004	-1.9%	0.5%
 Car Market Share Car share of industry retail light vehicle registrations - 2005	52.5%	46.8%
 Domestic Brand Market Share Domestic brand share of industry retail light vehicle registrations - 2005	47.7%	54.4%
 Top Selling Retail Brands <i>Top selling light vehicle brands and market share - Fourth Quarter 2005</i>		
First	Toyota/Scion 12.7%	Chevrolet 15.6%
Second	Chevrolet 12.3%	Ford 15.5%
Third	Honda 11.3%	Toyota/Scion 11.5%
Fourth	Ford 9.8%	Honda 7.4%
Fifth	Nissan 5.5%	Dodge 6.9%
Sixth	Dodge 4.7%	Nissan 5.5%
Seventh	Hyundai 3.7%	Chrysler 3.8%
Eighth	Pontiac 3.1%	GMC 3.2%
Ninth	Chrysler 2.9%	Jeep 2.8%
Tenth	Lexus 2.9%	Hyundai 2.7%

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