



# U.S. AUTO SALES OVERVIEW

December, 2012 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company, Inc.

	Monthly Totals					Calendar Year Totals					12 Month Totals				
	December 2012	Share	December 2011	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
<b>GRAND TOTAL</b>	1,355,183		1,242,951		9.0%	14,483,584		12,771,339		13.4%	14,483,584		12,771,339		13.4%
<b>SAAR-Annual Rate</b>	15,368,578		13,606,958		12.9%	14,474,931		12,771,283		13.3%	14,474,931		12,771,283		13.3%
<b>TRADITIONAL DOMESTIC BRAND TOTALS</b>															
<b>GENERAL MOTORS</b>	245,733	18.1%	234,351	18.9%	4.9%	2,595,717	17.9%	2,503,797	19.6%	3.7%	2,595,717	17.9%	2,503,797	19.6%	3.7%
Car Total/Car Share	80,444	12.5%	70,463	12.6%	14.2%	1,030,858	14.0%	952,395	15.4%	8.2%	1,030,858	14.0%	952,395	15.4%	8.2%
Truck Total/Truck Share	165,289	23.2%	163,888	23.9%	0.9%	1,564,859	22.0%	1,551,402	23.6%	0.9%	1,564,859	22.0%	1,551,402	23.6%	0.9%
<b>FORD MOTOR</b>	212,902	15.7%	209,447	16.9%	1.6%	2,243,009	15.5%	2,143,101	16.8%	4.7%	2,243,009	15.5%	2,143,101	16.8%	4.7%
Car Total/Car Share	67,828	10.5%	55,215	9.9%	22.8%	760,646	10.3%	722,501	11.7%	5.3%	760,646	10.3%	722,501	11.7%	5.3%
Truck Total/Truck Share	145,074	20.4%	154,232	22.5%	-5.9%	1,482,363	20.8%	1,420,600	21.6%	4.3%	1,482,363	20.8%	1,420,600	21.6%	4.3%
<b>CHRYSLER GROUP LLC</b>	152,367	11.2%	138,019	11.1%	10.4%	1,651,787	11.4%	1,369,114	10.7%	20.6%	1,651,787	11.4%	1,369,114	10.7%	20.6%
Car Total/Car Share	45,289	7.0%	34,844	6.3%	30.0%	498,095	6.8%	354,359	5.7%	40.6%	498,095	6.8%	354,359	5.7%	40.6%
Truck Total/Truck Share	107,078	15.0%	103,175	15.0%	3.8%	1,153,692	16.2%	1,014,755	15.4%	13.7%	1,153,692	16.2%	1,014,755	15.4%	13.7%
<b>TOTAL 'DETROIT 3'</b>	611,002	45.1%	581,817	46.8%	5.0%	6,490,513	44.8%	6,016,012	47.1%	7.9%	6,490,513	44.8%	6,016,012	47.1%	7.9%
Car Total/Car Share	193,561	30.1%	160,522	28.8%	20.6%	2,289,599	31.1%	2,029,255	32.8%	12.8%	2,289,599	31.1%	2,029,255	32.8%	12.8%
Truck Total/Truck Share	417,441	58.6%	421,295	61.4%	-0.9%	4,200,914	59.0%	3,986,757	60.6%	5.4%	4,200,914	59.0%	3,986,757	60.6%	5.4%
<b>IMPORT BRAND TOTALS</b>															
<b>JAPANESE BRANDS</b>	496,170	36.6%	447,940	36.0%	10.8%	5,343,543	36.9%	4,457,534	34.9%	19.9%	5,343,543	36.9%	4,457,534	34.9%	19.9%
Car Total/Car Share	276,533	43.0%	249,494	44.8%	10.8%	3,143,466	42.7%	2,556,931	41.3%	22.9%	3,143,466	42.7%	2,556,931	41.3%	22.9%
Truck Total/Truck Share	219,637	30.8%	198,446	28.9%	10.7%	2,200,077	30.9%	1,900,603	28.9%	15.8%	2,200,077	30.9%	1,900,603	28.9%	15.8%
<b>EUROPEAN BRANDS</b>	149,398	11.0%	119,039	9.6%	25.5%	1,388,922	9.6%	1,166,610	9.1%	19.1%	1,388,922	9.6%	1,166,610	9.1%	19.1%
Car Total/Car Share	98,959	15.4%	79,192	14.2%	25.0%	966,417	13.1%	809,453	13.1%	19.4%	966,417	13.1%	809,453	13.1%	19.4%
Truck Total/Truck Share	50,439	7.1%	39,847	5.8%	26.6%	422,505	5.9%	357,157	5.4%	18.3%	422,505	5.9%	357,157	5.4%	18.3%
<b>KOREAN BRANDS</b>	98,613	7.3%	94,155	7.6%	4.7%	1,260,606	8.7%	1,131,183	8.9%	11.4%	1,260,606	8.7%	1,131,183	8.9%	11.4%
Car Total/Car Share	74,157	11.5%	67,898	12.2%	9.2%	959,014	13.0%	798,193	12.9%	20.1%	959,014	13.0%	798,193	12.9%	20.1%
Truck Total/Truck Share	24,456	3.4%	26,257	3.8%	-6.9%	301,592	4.2%	332,990	5.1%	-9.4%	301,592	4.2%	332,990	5.1%	-9.4%
<b>IMPORT TOTAL</b>	744,181	54.9%	661,134	53.2%	12.6%	7,993,071	55.2%	6,755,327	52.9%	18.3%	7,993,071	55.2%	6,755,327	52.9%	18.3%
Car Total/Car Share	449,649	69.9%	396,584	71.2%	13.4%	5,068,897	68.9%	4,164,577	67.2%	21.7%	5,068,897	68.9%	4,164,577	67.2%	21.7%
Truck Total/Truck Share	294,532	41.4%	264,550	38.6%	11.3%	2,924,174	41.0%	2,590,750	39.4%	12.9%	2,924,174	41.0%	2,590,750	39.4%	12.9%
<b>BY REGION OF MANUFACTURE</b>															
<b>N. AMERICAN SOURCE</b>	1,068,459	78.8%	967,323	77.8%	10.5%	11,322,963	78.2%	9,850,508	77.1%	14.9%	11,322,963	78.2%	9,850,508	77.1%	14.9%
<b>ASIAN SOURCE</b>	190,475	14.1%	198,327	16.0%	-4.0%	2,250,787	15.5%	2,111,293	16.5%	6.6%	2,250,787	15.5%	2,111,293	16.5%	6.6%
<b>EUROPEAN SOURCE</b>	96,249	7.1%	77,301	6.2%	24.5%	909,834	6.3%	809,538	6.3%	12.4%	909,834	6.3%	809,538	6.3%	12.4%
<b>GRAND TOTAL</b>	1,355,183	100.0%	1,242,951	100.0%	9.0%	14,483,584	100.0%	12,771,339	100.0%	13.4%	14,483,584	100.0%	12,771,339	100.0%	13.4%
<b>CAR - TRUCK SPLIT</b>															
<b>TOTAL CAR</b>	643,210	47.5%	557,106	44.8%	15.5%	7,358,496	50.8%	6,193,832	48.5%	18.8%	7,358,496	50.8%	6,193,832	48.5%	18.8%
<b>TOTAL LIGHT TRUCK</b>	711,973	52.5%	685,845	55.2%	3.8%	7,125,088	49.2%	6,577,507	51.5%	8.3%	7,125,088	49.2%	6,577,507	51.5%	8.3%
<b>GRAND TOTAL</b>	1,355,183	100.0%	1,242,951	100.0%	9.0%	14,483,584	100.0%	12,771,339	100.0%	13.4%	14,483,584	100.0%	12,771,339	100.0%	13.4%



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### CARS BY SOURCE REGION

N. AMERICAN CAR	458,801	71.3%	380,239	68.3%	20.7%	5,256,154	71.4%	4,253,753	68.7%	23.6%	5,256,154	71.4%	4,253,753	68.7%	23.6%
IMPORT CAR	184,409	28.7%	176,867	31.7%	4.3%	2,102,342	28.6%	1,940,079	31.3%	8.4%	2,102,342	28.6%	1,940,079	31.3%	8.4%
<b>TOTAL CAR</b>	<b>643,210</b>	<b>100.0%</b>	<b>557,106</b>	<b>100.0%</b>	<b>15.5%</b>	<b>7,358,496</b>	<b>100.0%</b>	<b>6,193,832</b>	<b>100.0%</b>	<b>18.8%</b>	<b>7,358,496</b>	<b>100.0%</b>	<b>6,193,832</b>	<b>100.0%</b>	<b>18.8%</b>

### TRUCKS BY SOURCE REGION

NA LIGHT TRUCK	609,658	85.6%	587,084	85.6%	3.8%	6,066,809	85.1%	5,596,755	85.1%	8.4%	6,066,809	85.1%	5,596,755	85.1%	8.4%
IMPORT LIGHT TRUCK	102,315	14.4%	98,761	14.4%	3.6%	1,058,279	14.9%	980,752	14.9%	7.9%	1,058,279	14.9%	980,752	14.9%	7.9%
<b>TOTAL LIGHT TRUCK</b>	<b>711,973</b>	<b>100.0%</b>	<b>685,845</b>	<b>100.0%</b>	<b>3.8%</b>	<b>7,125,088</b>	<b>100.0%</b>	<b>6,577,507</b>	<b>100.0%</b>	<b>8.3%</b>	<b>7,125,088</b>	<b>100.0%</b>	<b>6,577,507</b>	<b>100.0%</b>	<b>8.3%</b>

### CORPORATE TOTALS

BMW	37,399	2.8%	26,834	2.2%	39.4%	281,460	1.9%	247,907	1.9%	13.5%	281,460	1.9%	247,907	1.9%	13.5%
MINI	6,456	0.5%	5,711	0.5%	13.0%	66,123	0.5%	57,511	0.5%	15.0%	66,123	0.5%	57,511	0.5%	15.0%
<b>BMW GROUP</b>	<b>43,855</b>	<b>3.2%</b>	<b>32,545</b>	<b>2.6%</b>	<b>34.8%</b>	<b>347,583</b>	<b>2.4%</b>	<b>305,418</b>	<b>2.4%</b>	<b>13.8%</b>	<b>347,583</b>	<b>2.4%</b>	<b>305,418</b>	<b>2.4%</b>	<b>13.8%</b>
CHRYSLER	25,513	1.9%	23,974	1.9%	6.4%	307,967	2.1%	221,346	1.7%	39.1%	307,967	2.1%	221,346	1.7%	39.1%
DODGE	83,276	6.1%	68,143	5.5%	22.2%	825,917	5.7%	708,650	5.5%	16.5%	825,917	5.7%	708,650	5.5%	16.5%
FIAT	3,707	0.3%	2,325	0.2%	59.4%	43,772	0.3%	19,769	0.2%	121.4%	43,772	0.3%	19,769	0.2%	121.4%
JEEP	39,871	2.9%	43,577	3.5%	-8.5%	474,131	3.3%	419,349	3.3%	13.1%	474,131	3.3%	419,349	3.3%	13.1%
<b>CHRYSLER GROUP LLC</b>	<b>152,367</b>	<b>11.2%</b>	<b>138,019</b>	<b>11.1%</b>	<b>10.7%</b>	<b>1,651,787</b>	<b>11.4%</b>	<b>1,369,114</b>	<b>10.7%</b>	<b>19.6%</b>	<b>1,651,787</b>	<b>11.4%</b>	<b>1,369,114</b>	<b>10.7%</b>	<b>19.6%</b>
FORD	205,518	15.2%	201,044	16.2%	2.2%	2,160,859	14.9%	2,057,210	16.1%	5.0%	2,160,859	14.9%	2,057,210	16.1%	5.0%
LINCOLN	7,384	0.5%	8,403	0.7%	-12.1%	82,150	0.6%	85,643	0.7%	-4.1%	82,150	0.6%	85,643	0.7%	-4.1%
MERCURY	0	0.0%	0	0.0%	-	0	0.0%	248	0.0%	-100.0%	0	0.0%	248	0.0%	-100.0%
<b>FORD MOTOR</b>	<b>212,902</b>	<b>15.7%</b>	<b>209,447</b>	<b>16.9%</b>	<b>1.6%</b>	<b>2,243,009</b>	<b>15.5%</b>	<b>2,143,101</b>	<b>16.8%</b>	<b>4.7%</b>	<b>2,243,009</b>	<b>15.5%</b>	<b>2,143,101</b>	<b>16.8%</b>	<b>4.7%</b>
BUICK	16,473	1.2%	14,974	1.2%	10.0%	180,408	1.2%	177,633	1.4%	1.6%	180,408	1.2%	177,633	1.4%	1.6%
CADILLAC	18,248	1.3%	16,259	1.3%	12.2%	149,782	1.0%	152,389	1.2%	-1.7%	149,782	1.0%	152,389	1.2%	-1.7%
CHEVROLET	167,091	12.3%	161,158	13.0%	3.7%	1,851,646	12.8%	1,775,802	13.9%	4.3%	1,851,646	12.8%	1,775,802	13.9%	4.3%
OLDSMOBILE	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
PONTIAC	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
GMC	43,921	3.2%	41,960	3.4%	4.7%	413,881	2.9%	397,973	3.1%	4.0%	413,881	2.9%	397,973	3.1%	4.0%
HUMMER	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
SATURN	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
<b>GENERAL MOTORS</b>	<b>245,733</b>	<b>18.1%</b>	<b>234,351</b>	<b>18.9%</b>	<b>4.9%</b>	<b>2,595,717</b>	<b>17.9%</b>	<b>2,503,797</b>	<b>19.6%</b>	<b>3.7%</b>	<b>2,595,717</b>	<b>17.9%</b>	<b>2,503,797</b>	<b>19.6%</b>	<b>3.7%</b>
ACURA	16,034	1.2%	13,129	1.1%	22.1%	156,216	1.1%	123,299	1.0%	26.7%	156,216	1.1%	123,299	1.0%	26.7%
HONDA	116,740	8.6%	92,101	7.4%	26.8%	1,266,569	8.7%	1,023,986	8.0%	23.7%	1,266,569	8.7%	1,023,986	8.0%	23.7%
<b>HONDA MOTOR</b>	<b>132,774</b>	<b>9.8%</b>	<b>105,230</b>	<b>8.5%</b>	<b>26.2%</b>	<b>1,422,785</b>	<b>9.8%</b>	<b>1,147,285</b>	<b>9.0%</b>	<b>24.0%</b>	<b>1,422,785</b>	<b>9.8%</b>	<b>1,147,285</b>	<b>9.0%</b>	<b>24.0%</b>



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HYUNDAI	59,435	4.4%	50,765	4.1%	17.1%	703,007	4.9%	645,691	5.1%	8.9%	703,007	4.9%	645,691	5.1%	8.9%
ISUZU	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
KIA	39,178	2.9%	43,390	3.5%	-9.7%	557,599	3.8%	485,492	3.8%	14.9%	557,599	3.8%	485,492	3.8%	14.9%
MAZDA	27,251	2.0%	22,353	1.8%	21.9%	277,048	1.9%	250,426	2.0%	10.6%	277,048	1.9%	250,426	2.0%	10.6%
MERCEDES / MAYBACH	31,372	2.3%	28,011	2.3%	12.0%	305,052	2.1%	267,016	2.1%	14.2%	305,052	2.1%	267,016	2.1%	14.2%
MITSUBISHI	4,113	0.3%	5,032	0.4%	-18.3%	57,790	0.4%	79,020	0.6%	-26.9%	57,790	0.4%	79,020	0.6%	-26.9%
NISSAN	86,663	6.4%	89,937	7.2%	-3.6%	1,021,779	7.1%	944,073	7.4%	8.2%	1,021,779	7.1%	944,073	7.4%	8.2%
INFINITI	12,627	0.9%	10,990	0.9%	14.9%	119,877	0.8%	98,461	0.8%	21.8%	119,877	0.8%	98,461	0.8%	21.8%
<b>NISSAN MOTOR</b>	<b>99,290</b>	<b>7.3%</b>	<b>100,927</b>	<b>8.1%</b>	<b>-1.6%</b>	<b>1,141,656</b>	<b>7.9%</b>	<b>1,042,534</b>	<b>8.2%</b>	<b>9.5%</b>	<b>1,141,656</b>	<b>7.9%</b>	<b>1,042,534</b>	<b>8.2%</b>	<b>9.5%</b>
PORSCHE	2,952	0.2%	1,834	0.1%	61.0%	35,043	0.2%	29,023	0.2%	20.7%	35,043	0.2%	29,023	0.2%	20.7%
SAAB / SPYKER	0	0.0%	270	0.0%	-100.0%	0	0.0%	5,577	0.0%	-100.0%	0	0.0%	5,577	0.0%	-100.0%
SUBARU	36,653	2.7%	33,701	2.7%	8.8%	336,441	2.3%	266,989	2.1%	26.0%	336,441	2.3%	266,989	2.1%	26.0%
SUZUKI	1,946	0.1%	2,566	0.2%	-24.2%	25,358	0.2%	26,619	0.2%	-4.7%	25,358	0.2%	26,619	0.2%	-4.7%
JAGUAR	1,049	0.1%	1,137	0.1%	-7.7%	12,011	0.1%	12,276	0.1%	-2.2%	12,011	0.1%	12,276	0.1%	-2.2%
LAND ROVER	5,174	0.4%	4,743	0.4%	9.1%	43,664	0.3%	38,099	0.3%	14.6%	43,664	0.3%	38,099	0.3%	14.6%
<b>TATA MOTORS LTD</b>	<b>6,223</b>	<b>0.5%</b>	<b>5,880</b>	<b>0.5%</b>	<b>5.8%</b>	<b>55,675</b>	<b>0.4%</b>	<b>50,375</b>	<b>0.4%</b>	<b>10.5%</b>	<b>55,675</b>	<b>0.4%</b>	<b>50,375</b>	<b>0.4%</b>	<b>10.5%</b>
TOYOTA	158,014	11.7%	148,617	12.0%	6.3%	1,764,802	12.2%	1,396,838	10.9%	26.3%	1,764,802	12.2%	1,396,838	10.9%	26.3%
LEXUS	30,607	2.3%	25,355	2.0%	20.7%	244,162	1.7%	198,552	1.6%	23.0%	244,162	1.7%	198,552	1.6%	23.0%
SCION	5,522	0.4%	4,159	0.3%	32.8%	73,501	0.5%	49,271	0.4%	49.2%	73,501	0.5%	49,271	0.4%	49.2%
<b>TOYOTA MOTOR</b>	<b>194,143</b>	<b>14.3%</b>	<b>178,131</b>	<b>14.3%</b>	<b>9.0%</b>	<b>2,082,465</b>	<b>14.4%</b>	<b>1,644,661</b>	<b>12.9%</b>	<b>26.6%</b>	<b>2,082,465</b>	<b>14.4%</b>	<b>1,644,661</b>	<b>12.9%</b>	<b>26.6%</b>
VOLKSWAGEN	44,005	3.2%	32,502	2.6%	35.4%	438,134	3.0%	324,400	2.5%	35.1%	438,134	3.0%	324,400	2.5%	35.1%
AUDI	14,841	1.1%	12,655	1.0%	17.3%	139,310	1.0%	117,561	0.9%	18.5%	139,310	1.0%	117,561	0.9%	18.5%
<b>VAG</b>	<b>58,846</b>	<b>4.3%</b>	<b>45,157</b>	<b>3.6%</b>	<b>30.3%</b>	<b>577,444</b>	<b>4.0%</b>	<b>441,961</b>	<b>3.5%</b>	<b>30.7%</b>	<b>577,444</b>	<b>4.0%</b>	<b>441,961</b>	<b>3.5%</b>	<b>30.7%</b>
VOLVO / GEELY	6,150	0.5%	5,342	0.4%	15.1%	68,125	0.5%	67,240	0.5%	1.3%	68,125	0.5%	67,240	0.5%	1.3%
<b>GRAND TOTAL</b>	<b>1,355,183</b>	<b>100.0%</b>	<b>1,242,951</b>	<b>100.0%</b>	<b>9.0%</b>	<b>14,483,584</b>	<b>100.0%</b>	<b>12,771,339</b>	<b>100.0%</b>	<b>13.4%</b>	<b>14,483,584</b>	<b>100.0%</b>	<b>12,771,339</b>	<b>100.0%</b>	<b>13.4%</b>

Source: Morgan & Company, Inc. Ph: 616-842-0031 Email: augie@morgancom.com Web: www.morgancom.com

SAAR is Seasonally Adjusted Annual Rate.  
 Model Year is October 1 through September 30.  
 Table includes light vehicle sales as reported by the automakers, and may differ from information provided by other sources.

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