



# U.S. AUTO SALES OVERVIEW

June, 2016 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company, Inc.

	Monthly Totals			Calendar Year-To-Date					12 Month Totals				
	June 2016	June 2015	Vol. % Change	Current Total	Year Ago Total	Vol. % Change	Current Total	Year Ago Total	Vol. % Change	Current Total	Year Ago Total	Vol. % Change	

<b>GRAND TOTAL</b>	1,509,131	1,473,142	2.4%	8,620,236	8,503,457	1.4%	17,544,880	16,840,739	4.2%
<b>SAAR-Annual Rate</b>	16,628,004	16,970,835	-2.0%	17,161,150	16,918,553	1.4%	17,493,189	16,850,277	3.8%

**TRADITIONAL DOMESTIC BRAND TOTALS**

<b>GENERAL MOTORS</b>	255,210	16.9%	259,353	17.6%	-1.6%	1,438,915	16.7%	1,505,545	17.7%	-4.4%	3,015,736	17.2%	2,984,685	17.7%	1.0%
Car Total/Car Share	82,197	13.6%	83,262	12.7%	-1.3%	445,377	12.6%	489,847	12.8%	-9.1%	886,322	12.3%	996,024	13.1%	-11.0%
Truck Total/Truck Share	173,013	19.1%	176,091	21.6%	-1.7%	993,538	19.5%	1,015,698	21.7%	-2.2%	2,129,414	20.6%	1,988,661	21.5%	7.1%
<b>FORD MOTOR</b>	239,096	15.8%	224,681	15.3%	6.4%	1,345,170	15.6%	1,288,319	15.2%	4.4%	2,659,933	15.2%	2,494,277	14.8%	6.6%
Car Total/Car Share	68,478	11.4%	77,948	11.9%	-12.1%	391,273	11.1%	429,460	11.2%	-8.9%	759,630	10.5%	796,200	10.5%	-4.6%
Truck Total/Truck Share	170,618	18.8%	146,733	18.0%	16.3%	953,897	18.7%	858,859	18.4%	11.1%	1,900,303	18.4%	1,698,077	18.4%	11.9%
<b>FCA US</b>	197,073	13.1%	185,035	12.6%	6.5%	1,152,259	13.4%	1,082,143	12.7%	6.5%	2,314,023	13.2%	2,152,659	12.8%	7.5%
Car Total/Car Share	29,130	4.8%	47,112	7.2%	-38.2%	204,087	5.8%	291,591	7.6%	-30.0%	436,993	6.1%	539,585	7.1%	-19.0%
Truck Total/Truck Share	167,943	18.5%	137,923	16.9%	21.8%	948,172	18.6%	790,552	16.9%	19.9%	1,877,030	18.1%	1,613,074	17.5%	16.4%
<b>TOTAL 'DETROIT 3'</b>	691,379	45.8%	669,069	45.4%	3.3%	3,936,344	45.7%	3,876,007	45.6%	1.6%	7,989,692	45.5%	7,631,621	45.3%	4.7%
Car Total/Car Share	179,805	29.8%	208,322	31.7%	-13.7%	1,040,737	29.5%	1,210,898	31.6%	-14.1%	2,082,945	28.9%	2,331,809	30.6%	-10.7%
Truck Total/Truck Share	511,574	56.5%	460,747	56.5%	11.0%	2,895,607	56.9%	2,665,109	57.0%	8.6%	5,906,747	57.1%	5,299,812	57.4%	11.5%

**IMPORT BRAND TOTALS**

<b>JAPANESE BRANDS</b>	558,334	37.0%	548,058	37.2%	1.9%	3,265,015	37.9%	3,201,882	37.7%	2.0%	6,631,116	37.8%	6,356,949	37.7%	4.3%
Car Total/Car Share	271,623	45.1%	274,236	41.7%	-1.0%	1,610,827	45.6%	1,629,853	42.6%	-1.2%	3,272,427	45.4%	3,280,963	43.1%	-0.3%
Truck Total/Truck Share	286,711	31.6%	273,822	33.6%	4.7%	1,654,188	32.5%	1,572,029	33.6%	5.2%	3,358,689	32.5%	3,075,986	33.3%	9.2%
<b>EUROPEAN BRANDS</b>	129,335	8.6%	134,376	9.1%	-3.8%	716,490	8.3%	743,466	8.7%	-3.6%	1,516,259	8.6%	1,525,962	9.1%	-0.6%
Car Total/Car Share	74,598	12.4%	85,535	13.0%	-12.8%	408,665	11.6%	484,435	12.7%	-15.6%	890,242	12.4%	1,015,385	13.3%	-12.3%
Truck Total/Truck Share	54,737	6.0%	48,841	6.0%	12.1%	307,825	6.0%	259,031	5.5%	18.8%	626,017	6.1%	510,577	5.5%	22.6%
<b>KOREAN BRANDS</b>	130,083	8.6%	121,639	8.3%	6.9%	702,387	8.1%	682,102	8.0%	3.0%	1,407,813	8.0%	1,326,207	7.9%	6.2%
Car Total/Car Share	78,055	12.9%	89,636	13.6%	-12.9%	476,852	13.5%	503,746	13.2%	-5.3%	972,166	13.5%	984,401	12.9%	-1.2%
Truck Total/Truck Share	52,028	5.7%	32,003	3.9%	62.6%	225,535	4.4%	178,356	3.8%	26.5%	435,647	4.2%	341,806	3.7%	27.5%
<b>IMPORT TOTAL</b>	817,752	54.2%	804,073	54.6%	1.7%	4,683,892	54.3%	4,627,450	54.4%	1.2%	9,555,188	54.5%	9,209,118	54.7%	3.8%
Car Total/Car Share	424,276	70.4%	449,407	68.4%	-5.6%	2,496,344	70.7%	2,618,034	68.4%	-4.6%	5,134,835	71.3%	5,280,749	69.4%	-2.8%
Truck Total/Truck Share	393,476	43.4%	354,666	43.5%	10.9%	2,187,548	43.0%	2,009,416	43.0%	8.9%	4,420,353	42.7%	3,928,369	42.6%	12.5%

**BY REGION OF MANUFACTURE**

<b>N. AMERICAN SOURCE</b>	1,188,999	78.8%	1,172,700	79.6%	1.4%	6,784,709	78.7%	6,785,845	79.8%	0.0%	13,801,350	78.7%	13,405,799	79.6%	3.0%
<b>ASIAN SOURCE</b>	221,894	14.7%	211,966	14.4%	4.7%	1,295,167	15.0%	1,231,714	14.5%	5.2%	2,621,325	14.9%	2,431,646	14.4%	7.8%
<b>EUROPEAN SOURCE</b>	98,238	6.5%	88,476	6.0%	11.0%	540,360	6.3%	485,898	5.7%	11.2%	1,122,205	6.4%	1,003,294	6.0%	11.9%
<b>GRAND TOTAL</b>	1,509,131	100.0%	1,473,142	100.0%	2.4%	8,620,236	100.0%	8,503,457	100.0%	1.4%	17,544,880	100.0%	16,840,739	100.0%	4.2%

**CAR - TRUCK SPLIT**

<b>TOTAL CAR</b>	602,925	40.0%	657,405	44.6%	-8.3%	3,529,617	40.9%	3,828,600	45.0%	-7.8%	7,201,185	41.0%	7,612,226	45.2%	-5.4%
<b>TOTAL LIGHT TRUCK</b>	906,206	60.0%	815,737	55.4%	11.1%	5,090,619	59.1%	4,674,857	55.0%	8.9%	10,343,695	59.0%	9,228,513	54.8%	12.1%
<b>GRAND TOTAL</b>	1,509,131	100.0%	1,473,142	100.0%	2.4%	8,620,236	100.0%	8,503,457	100.0%	1.4%	17,544,880	100.0%	16,840,739	100.0%	4.2%



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Share	Share	Share	Share		Share	Share	Share	Share		Share	Share	Share	Share	

**CARS BY SOURCE REGION**

N. AMERICAN CAR	450,150	74.7%	490,391	74.6%	-8.2%	2,648,601	75.0%	2,848,726	74.4%	-7.0%	5,370,564	74.6%	5,605,458	73.6%	-4.2%
IMPORT CAR	152,775	25.3%	167,014	25.4%	-8.5%	881,016	25.0%	979,874	25.6%	-10.1%	1,830,621	25.4%	2,006,768	26.4%	-8.8%
<b>TOTAL CAR</b>	<b>602,925</b>	<b>100.0%</b>	<b>657,405</b>	<b>100.0%</b>	<b>-8.3%</b>	<b>3,529,617</b>	<b>100.0%</b>	<b>3,828,600</b>	<b>100.0%</b>	<b>-7.8%</b>	<b>7,201,185</b>	<b>100.0%</b>	<b>7,612,226</b>	<b>100.0%</b>	<b>-5.4%</b>

**TRUCKS BY SOURCE REGION**

NA LIGHT TRUCK	738,849	81.5%	682,309	83.6%	8.3%	4,136,108	81.2%	3,937,119	84.2%	5.1%	8,430,786	81.5%	7,800,341	84.5%	8.1%
IMPORT LIGHT TRUCK	167,357	18.5%	133,428	16.4%	25.4%	954,511	18.8%	737,738	15.8%	29.4%	1,912,909	18.5%	1,428,172	15.5%	33.9%
<b>TOTAL LIGHT TRUCK</b>	<b>906,206</b>	<b>100.0%</b>	<b>815,737</b>	<b>100.0%</b>	<b>11.1%</b>	<b>5,090,619</b>	<b>100.0%</b>	<b>4,674,857</b>	<b>100.0%</b>	<b>8.9%</b>	<b>10,343,695</b>	<b>100.0%</b>	<b>9,228,513</b>	<b>100.0%</b>	<b>12.1%</b>

**CORPORATE TOTALS**

BMW	28,855	1.9%	32,176	2.2%	-10.3%	153,436	1.8%	168,623	2.0%	-9.0%	330,836	1.9%	350,979	2.1%	-5.7%
MINI	4,914	0.3%	6,174	0.4%	-20.4%	25,144	0.3%	30,260	0.4%	-16.9%	53,398	0.3%	62,220	0.4%	-14.2%
<b>BMW GROUP</b>	<b>33,769</b>	<b>2.2%</b>	<b>38,350</b>	<b>2.6%</b>	<b>-11.9%</b>	<b>178,580</b>	<b>2.1%</b>	<b>198,883</b>	<b>2.3%</b>	<b>-10.2%</b>	<b>384,234</b>	<b>2.2%</b>	<b>413,199</b>	<b>2.5%</b>	<b>-7.0%</b>
CHRYSLER	24,747	1.6%	30,809	2.1%	-19.7%	137,372	1.6%	170,248	2.0%	-19.3%	291,970	1.7%	337,965	2.0%	-13.6%
DODGE / RAM	86,055	5.7%	79,535	5.4%	8.2%	528,712	6.1%	488,088	5.7%	8.3%	1,051,584	6.0%	1,010,101	6.0%	4.1%
ALFA / FIAT	2,580	0.2%	3,162	0.2%	-18.4%	18,044	0.2%	22,118	0.3%	-18.4%	38,999	0.2%	43,358	0.3%	-10.1%
JEEP	83,691	5.5%	71,529	4.9%	11.0%	468,131	5.4%	401,689	4.7%	7.4%	931,470	5.3%	761,235	4.5%	11.5%
<b>FCA US</b>	<b>197,073</b>	<b>13.1%</b>	<b>185,035</b>	<b>12.6%</b>	<b>5.9%</b>	<b>1,152,259</b>	<b>13.4%</b>	<b>1,082,143</b>	<b>12.7%</b>	<b>5.5%</b>	<b>2,314,023</b>	<b>13.2%</b>	<b>2,152,659</b>	<b>12.8%</b>	<b>6.3%</b>
FORD	230,287	15.3%	216,355	14.7%	6.4%	1,291,873	15.0%	1,241,207	14.6%	4.1%	2,552,521	14.5%	2,397,213	14.2%	6.5%
LINCOLN	8,809	0.6%	8,326	0.6%	5.8%	53,297	0.6%	47,112	0.6%	13.1%	107,412	0.6%	97,064	0.6%	10.7%
MERCURY	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
<b>FORD MOTOR</b>	<b>239,096</b>	<b>15.8%</b>	<b>224,681</b>	<b>15.3%</b>	<b>6.4%</b>	<b>1,345,170</b>	<b>15.6%</b>	<b>1,288,319</b>	<b>15.2%</b>	<b>4.4%</b>	<b>2,659,933</b>	<b>15.2%</b>	<b>2,494,277</b>	<b>14.8%</b>	<b>6.6%</b>
BUICK	16,575	1.1%	17,531	1.2%	-5.5%	104,207	1.2%	106,314	1.3%	-2.0%	220,948	1.3%	221,805	1.3%	-0.4%
CADILLAC	14,263	0.9%	13,515	0.9%	5.5%	73,231	0.8%	80,899	1.0%	-9.5%	167,599	1.0%	169,532	1.0%	-1.1%
CHEVROLET	181,387	12.0%	181,256	12.3%	0.1%	1,006,890	11.7%	1,053,619	12.4%	-4.4%	2,078,618	11.8%	2,059,153	12.2%	0.9%
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	42,985	2.8%	47,051	3.2%	-8.6%	254,587	3.0%	264,713	3.1%	-3.8%	548,571	3.1%	534,195	3.2%	2.7%
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>255,210</b>	<b>16.9%</b>	<b>259,353</b>	<b>17.6%</b>	<b>-1.6%</b>	<b>1,438,915</b>	<b>16.7%</b>	<b>1,505,545</b>	<b>17.7%</b>	<b>-4.4%</b>	<b>3,015,736</b>	<b>17.2%</b>	<b>2,984,685</b>	<b>17.7%</b>	<b>1.0%</b>
ACURA	11,352	0.8%	15,527	1.1%	-26.9%	78,994	0.9%	87,087	1.0%	-9.3%	169,072	1.0%	176,979	1.1%	-4.5%
HONDA	127,363	8.4%	118,870	8.1%	7.1%	713,361	8.3%	665,914	7.8%	7.1%	1,456,833	8.3%	1,377,458	8.2%	5.8%
<b>HONDA MOTOR</b>	<b>138,715</b>	<b>9.2%</b>	<b>134,397</b>	<b>9.1%</b>	<b>3.2%</b>	<b>792,355</b>	<b>9.2%</b>	<b>753,001</b>	<b>8.9%</b>	<b>5.2%</b>	<b>1,625,905</b>	<b>9.3%</b>	<b>1,554,437</b>	<b>9.2%</b>	<b>4.6%</b>



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HYUNDAI	67,511	4.5%	67,502	4.6%	0.0%	374,060	4.3%	371,150	4.4%	0.8%	764,620	4.4%	732,434	4.3%	4.4%
ISUZU	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
KIA	62,572	4.1%	54,137	3.7%	15.6%	328,327	3.8%	310,952	3.7%	5.6%	643,193	3.7%	593,773	3.5%	8.3%
MAZDA	26,188	1.7%	27,223	1.8%	-3.8%	145,354	1.7%	158,996	1.9%	-8.6%	305,542	1.7%	308,367	1.8%	-0.9%
MERCEDES / MAYBACH	31,965	2.1%	31,260	2.1%	2.3%	181,132	2.1%	182,129	2.1%	-0.5%	379,464	2.2%	380,962	2.3%	-0.4%
MITSUBISHI	8,023	0.5%	7,963	0.5%	0.8%	51,934	0.6%	49,544	0.6%	4.8%	97,732	0.6%	87,515	0.5%	11.7%
NISSAN	129,495	8.6%	114,243	7.8%	13.4%	733,136	8.5%	672,203	7.9%	9.1%	1,412,353	8.0%	1,296,632	7.7%	8.9%
INFINITI	11,058	0.7%	9,985	0.7%	10.7%	64,978	0.8%	64,280	0.8%	1.1%	134,196	0.8%	122,269	0.7%	9.8%
<b>NISSAN MOTOR</b>	<b>140,553</b>	<b>9.3%</b>	<b>124,228</b>	<b>8.4%</b>	<b>13.1%</b>	<b>798,114</b>	<b>9.3%</b>	<b>736,483</b>	<b>8.7%</b>	<b>8.4%</b>	<b>1,546,549</b>	<b>8.8%</b>	<b>1,418,901</b>	<b>8.4%</b>	<b>9.0%</b>
PORSCHE (Est. June)	4,445	0.3%	4,223	0.3%	5.3%	26,671	0.3%	25,138	0.3%	6.1%	53,289	0.3%	49,226	0.3%	8.3%
SAAB / SPYKER	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
SUBARU	46,598	3.1%	44,335	3.0%	5.1%	279,458	3.2%	272,418	3.2%	2.6%	589,715	3.4%	548,103	3.3%	7.6%
SUZUKI	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
JAGUAR	2,743	0.2%	1,217	0.1%	125.4%	10,991	0.1%	7,836	0.1%	40.3%	17,621	0.1%	15,292	0.1%	15.2%
LAND ROVER	5,705	0.4%	4,643	0.3%	22.9%	36,648	0.4%	32,312	0.4%	13.4%	74,918	0.4%	57,591	0.3%	30.1%
<b>TATA MOTORS LTD</b>	<b>8,448</b>	<b>0.6%</b>	<b>5,860</b>	<b>0.4%</b>	<b>44.2%</b>	<b>47,639</b>	<b>0.6%</b>	<b>40,148</b>	<b>0.5%</b>	<b>18.7%</b>	<b>92,539</b>	<b>0.5%</b>	<b>72,883</b>	<b>0.4%</b>	<b>27.0%</b>
TOYOTA	166,299	11.0%	179,953	12.2%	-7.6%	1,008,516	11.7%	1,047,661	12.3%	-3.7%	2,059,400	11.7%	2,055,752	12.2%	0.2%
LEXUS	25,779	1.7%	26,121	1.8%	-1.3%	151,564	1.8%	158,848	1.9%	-4.6%	337,317	1.9%	331,570	2.0%	1.7%
SCION	6,179	0.4%	3,838	0.3%	61.0%	37,720	0.4%	24,931	0.3%	51.3%	68,956	0.4%	52,304	0.3%	31.8%
<b>TOYOTA MOTOR</b>	<b>198,257</b>	<b>13.1%</b>	<b>209,912</b>	<b>14.2%</b>	<b>-5.6%</b>	<b>1,197,800</b>	<b>13.9%</b>	<b>1,231,440</b>	<b>14.5%</b>	<b>-2.7%</b>	<b>2,465,673</b>	<b>14.1%</b>	<b>2,439,626</b>	<b>14.5%</b>	<b>1.1%</b>
VOLKSWAGEN	23,809	1.6%	30,436	2.1%	-21.8%	149,014	1.7%	174,442	2.1%	-14.6%	324,012	1.8%	362,268	2.2%	-10.6%
AUDI	18,445	1.2%	18,262	1.2%	1.0%	96,934	1.1%	93,615	1.1%	3.5%	205,521	1.2%	191,277	1.1%	7.4%
<b>VAG</b>	<b>42,254</b>	<b>2.8%</b>	<b>48,698</b>	<b>3.3%</b>	<b>-13.2%</b>	<b>245,948</b>	<b>2.9%</b>	<b>268,057</b>	<b>3.2%</b>	<b>-8.2%</b>	<b>529,533</b>	<b>3.0%</b>	<b>553,545</b>	<b>3.3%</b>	<b>-4.3%</b>
VOLVO / GEELY	8,454	0.6%	5,985	0.4%	41.3%	36,520	0.4%	29,111	0.3%	25.5%	77,200	0.4%	56,147	0.3%	37.5%
<b>GRAND TOTAL</b>	<b>1,509,131</b>	<b>100.0%</b>	<b>1,473,142</b>	<b>100.0%</b>	<b>2.4%</b>	<b>8,620,236</b>	<b>100.0%</b>	<b>8,503,457</b>	<b>100.0%</b>	<b>1.4%</b>	<b>17,544,880</b>	<b>100.0%</b>	<b>16,840,739</b>	<b>100.0%</b>	<b>4.2%</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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