



## U.S. AUTO SALES OVERVIEW

August, 2019 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company, Inc.

|  | Monthly Totals |       |             |       |               | Calendar Year-To-Date |       |                |       |               | 12 Month Totals |       |                |       |               |
|--|----------------|-------|-------------|-------|---------------|-----------------------|-------|----------------|-------|---------------|-----------------|-------|----------------|-------|---------------|
|  | August 2019    | Share | August 2018 | 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>      | 1,629,149  |  | 1,480,322  |  | 10.1% | 11,463,660 |  | 11,449,572 |  | 0.1%  | 17,270,987 |  | 17,324,110 |  | -0.3% |
| <b>SAAR-Annual Rate</b> | 16,878,326 |  | 16,839,298 |  | 0.2%  | 16,966,303 |  | 17,172,537 |  | -1.2% | 17,120,146 |  | 17,336,515 |  | -1.2% |

| BY REGION OF MANUFACTURE |                  |               |                  |               |              |                   |               |                   |               |             |                   |               |                   |               |              |
|--------------------------|------------------|---------------|------------------|---------------|--------------|-------------------|---------------|-------------------|---------------|-------------|-------------------|---------------|-------------------|---------------|--------------|
| N. AMERICAN SOURCE       | 1,264,032        | 77.6%         | 1,147,351        | 77.5%         | 10.2%        | 8,963,056         | 78.2%         | 8,865,684         | 77.4%         | 1.1%        | 13,477,088        | 78.0%         | 13,438,660        | 77.6%         | 0.3%         |
| ASIAN SOURCE             | 282,568          | 17.3%         | 248,398          | 16.8%         | 13.8%        | 1,878,666         | 16.4%         | 1,883,220         | 16.4%         | -0.2%       | 2,816,477         | 16.3%         | 2,804,855         | 16.2%         | 0.4%         |
| EUROPEAN SOURCE          | 82,549           | 5.1%          | 84,573           | 5.7%          | -2.4%        | 621,938           | 5.4%          | 700,668           | 6.1%          | -11.2%      | 977,422           | 5.7%          | 1,080,595         | 6.2%          | -9.5%        |
| <b>GRAND TOTAL</b>       | <b>1,629,149</b> | <b>100.0%</b> | <b>1,480,322</b> | <b>100.0%</b> | <b>10.1%</b> | <b>11,463,660</b> | <b>100.0%</b> | <b>11,449,572</b> | <b>100.0%</b> | <b>0.1%</b> | <b>17,270,987</b> | <b>100.0%</b> | <b>17,324,110</b> | <b>100.0%</b> | <b>-0.3%</b> |

| CAR - TRUCK SPLIT  |                  |               |                  |               |              |                   |               |                   |               |             |                   |               |                   |               |              |
|--------------------|------------------|---------------|------------------|---------------|--------------|-------------------|---------------|-------------------|---------------|-------------|-------------------|---------------|-------------------|---------------|--------------|
| TOTAL CAR          | 440,840          | 27.1%         | 436,525          | 29.5%         | 1.0%         | 3,338,999         | 29.1%         | 3,614,822         | 31.6%         | -7.6%       | 5,042,050         | 29.2%         | 5,582,873         | 32.2%         | -9.7%        |
| TOTAL LIGHT TRUCK  | 1,188,309        | 72.9%         | 1,043,797        | 70.5%         | 13.8%        | 8,124,661         | 70.9%         | 7,834,750         | 68.4%         | 3.7%        | 12,228,937        | 70.8%         | 11,741,237        | 67.8%         | 4.2%         |
| <b>GRAND TOTAL</b> | <b>1,629,149</b> | <b>100.0%</b> | <b>1,480,322</b> | <b>100.0%</b> | <b>10.1%</b> | <b>11,463,660</b> | <b>100.0%</b> | <b>11,449,572</b> | <b>100.0%</b> | <b>0.1%</b> | <b>17,270,987</b> | <b>100.0%</b> | <b>17,324,110</b> | <b>100.0%</b> | <b>-0.3%</b> |

| CARS BY SOURCE REGION |                |               |                |               |             |                  |               |                  |               |              |                  |               |                  |               |              |
|-----------------------|----------------|---------------|----------------|---------------|-------------|------------------|---------------|------------------|---------------|--------------|------------------|---------------|------------------|---------------|--------------|
| N. AMERICAN CAR       | 326,804        | 74.1%         | 329,901        | 75.6%         | -0.9%       | 2,516,001        | 75.4%         | 2,763,883        | 76.5%         | -9.0%        | 3,820,880        | 75.8%         | 4,251,068        | 76.1%         | -10.1%       |
| IMPORT CAR            | 114,036        | 25.9%         | 106,624        | 24.4%         | 7.0%        | 822,998          | 24.6%         | 850,939          | 23.5%         | -3.3%        | 1,221,170        | 24.2%         | 1,331,805        | 23.9%         | -8.3%        |
| <b>TOTAL CAR</b>      | <b>440,840</b> | <b>100.0%</b> | <b>436,525</b> | <b>100.0%</b> | <b>1.0%</b> | <b>3,338,999</b> | <b>100.0%</b> | <b>3,614,822</b> | <b>100.0%</b> | <b>-7.6%</b> | <b>5,042,050</b> | <b>100.0%</b> | <b>5,582,873</b> | <b>100.0%</b> | <b>-9.7%</b> |

| TRUCKS BY SOURCE REGION  |                  |               |                  |               |              |                  |               |                  |               |             |                   |               |                   |               |             |
|--------------------------|------------------|---------------|------------------|---------------|--------------|------------------|---------------|------------------|---------------|-------------|-------------------|---------------|-------------------|---------------|-------------|
| NA LIGHT TRUCK           | 937,228          | 78.9%         | 817,450          | 78.3%         | 14.7%        | 6,447,055        | 79.4%         | 6,101,801        | 77.9%         | 5.7%        | 9,656,208         | 79.0%         | 9,187,592         | 78.3%         | 5.1%        |
| IMPORT LIGHT TRUCK       | 251,081          | 21.1%         | 226,347          | 21.7%         | 10.9%        | 1,677,606        | 20.6%         | 1,732,949        | 22.1%         | -3.2%       | 2,572,729         | 21.0%         | 2,553,645         | 21.7%         | 0.7%        |
| <b>TOTAL LIGHT TRUCK</b> | <b>1,188,309</b> | <b>100.0%</b> | <b>1,043,797</b> | <b>100.0%</b> | <b>13.8%</b> | <b>8,124,661</b> | <b>100.0%</b> | <b>7,834,750</b> | <b>100.0%</b> | <b>3.7%</b> | <b>12,228,937</b> | <b>100.0%</b> | <b>11,741,237</b> | <b>100.0%</b> | <b>4.2%</b> |

Source: Morgan & Company, Inc. Ph: 616-842-0031 Email: info@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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