



Morgan & Company, Inc.
Summary Page

U.S. AUTO SALES SUMMARY

December, 2017 (Month, CYTD, 12-Month Totals, MYTD)

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	December 2017	Share	December 2016	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
TRADITIONAL DOMESTIC BRAND TOTALS															
General Motors	308,539	19.3%	319,108	19.0%	-3.3%	3,002,241	17.5%	3,042,775	17.4%	-1.3%	3,002,241	17.5%	3,042,775	17.4%	-1.3%
Ford Motor	240,910	15.1%	237,785	14.1%	1.3%	2,575,200	15.0%	2,599,211	14.9%	-0.9%	2,575,200	15.0%	2,599,211	14.9%	-0.9%
FCA US	171,946	10.8%	192,519	11.4%	-10.7%	2,059,376	12.0%	2,244,315	12.8%	-8.2%	2,059,376	12.0%	2,244,315	12.8%	-8.2%
TOTAL 'DETROIT THREE'	721,395	45.1%	749,412	44.5%	-3.7%	7,636,817	44.5%	7,886,301	45.1%	-3.2%	7,636,817	44.5%	7,886,301	45.1%	-3.2%
ASIAN BRANDS															
Honda / Acura	149,317	9.3%	160,477	9.5%	-7.0%	1,641,429	9.6%	1,637,942	9.4%	0.2%	1,641,429	9.6%	1,637,942	9.4%	0.2%
Hyundai / Genesis	63,594	4.0%	62,305	3.7%	2.1%	685,555	4.0%	775,005	4.4%	-11.5%	685,555	4.0%	775,005	4.4%	-11.5%
Isuzu	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Kia	43,039	2.7%	54,353	3.2%	-20.8%	589,668	3.4%	647,598	3.7%	-8.9%	589,668	3.4%	647,598	3.7%	-8.9%
Mazda	26,893	1.7%	28,754	1.7%	-6.5%	289,470	1.7%	297,773	1.7%	-2.8%	289,470	1.7%	297,773	1.7%	-2.8%
Mitsubishi	8,501	0.5%	7,383	0.4%	15.1%	103,686	0.6%	96,267	0.6%	7.7%	103,686	0.6%	96,267	0.6%	7.7%
Nissan / Infiniti	138,226	8.7%	152,743	9.1%	-9.5%	1,593,464	9.3%	1,564,423	8.9%	1.9%	1,593,464	9.3%	1,564,423	8.9%	1.9%
Subaru	63,342	4.0%	63,177	3.8%	0.3%	647,956	3.8%	615,132	3.5%	5.3%	647,956	3.8%	615,132	3.5%	5.3%
Suzuki	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Toyota / Lexus / Scion	222,985	14.0%	243,229	14.4%	-8.3%	2,434,511	14.2%	2,449,587	14.0%	-0.6%	2,434,511	14.2%	2,449,587	14.0%	-0.6%
EUROPEAN BRANDS	160,524	10.0%	161,691	9.6%	-0.7%	1,545,763	9.0%	1,521,094	8.7%	1.6%	1,545,763	9.0%	1,521,094	8.7%	1.6%
TOTAL AUTO SALES	1,597,816		1,683,524		-5.1%	17,168,319		17,491,122		-1.8%	17,168,319		17,491,122		-1.8%
SAAR-Annual Rate	17,791,697		18,066,151		-1.5%	17,202,071		17,491,701		-1.7%	17,202,071		17,491,701		-1.7%

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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