



## U.S. AUTO SALES SUMMARY

December, 2018 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company, Inc.  
Summary Page

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	December 2018	Share	December 2017	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
<b>DOMESTIC BRAND TOTALS</b>															
General Motors	293,289	18.0%	308,539	19.2%	-4.9%	2,951,469	17.1%	3,002,241	17.4%	-1.7%	2,951,469	17.1%	3,002,241	17.4%	-1.7%
Ford Motor	219,632	13.5%	240,910	15.0%	-8.8%	2,485,222	14.4%	2,575,200	15.0%	-3.5%	2,485,222	14.4%	2,575,200	15.0%	-3.5%
FCA US	196,520	12.1%	171,946	10.7%	14.3%	2,235,204	13.0%	2,059,376	12.0%	8.5%	2,235,204	13.0%	2,059,376	12.0%	8.5%
Tesla (est)	27,300	1.7%	5,315	0.3%	413.6%	126,340	0.7%	43,085	0.3%	193.2%	126,340	0.7%	43,085	0.3%	193.2%
<b>TOTAL DOMESTIC BRANDS</b>	<b>736,741</b>	<b>45.2%</b>	<b>726,710</b>	<b>45.3%</b>	<b>1.4%</b>	<b>7,798,235</b>	<b>45.2%</b>	<b>7,679,902</b>	<b>44.6%</b>	<b>1.5%</b>	<b>7,798,235</b>	<b>45.2%</b>	<b>7,679,902</b>	<b>44.6%</b>	<b>1.5%</b>
<b>ASIAN BRANDS</b>															
Honda / Acura	155,115	9.5%	149,317	9.3%	3.9%	1,604,828	9.3%	1,641,429	9.5%	-2.2%	1,604,828	9.3%	1,641,429	9.5%	-2.2%
Hyundai / Genesis	65,721	4.0%	63,594	4.0%	3.3%	677,947	3.9%	685,555	4.0%	-1.1%	677,947	3.9%	685,555	4.0%	-1.1%
Kia	47,428	2.9%	43,039	2.7%	10.2%	589,673	3.4%	589,668	3.4%	0.0%	589,673	3.4%	589,668	3.4%	0.0%
Mazda	25,870	1.6%	26,893	1.7%	-3.8%	300,325	1.7%	289,470	1.7%	3.7%	300,325	1.7%	289,470	1.7%	3.7%
Mitsubishi	8,986	0.6%	8,501	0.5%	5.7%	118,074	0.7%	103,686	0.6%	13.9%	118,074	0.7%	103,686	0.6%	13.9%
Nissan / Infiniti	148,720	9.1%	138,226	8.6%	7.6%	1,493,877	8.7%	1,593,464	9.3%	-6.2%	1,493,877	8.7%	1,593,464	9.3%	-6.2%
Subaru	64,541	4.0%	63,342	4.0%	1.9%	680,135	3.9%	647,956	3.8%	5.0%	680,135	3.9%	647,956	3.8%	5.0%
Toyota / Lexus / Scion	220,910	13.6%	222,985	13.9%	-0.9%	2,426,659	14.1%	2,434,511	14.1%	-0.3%	2,426,659	14.1%	2,434,511	14.1%	-0.3%
<b>ASIAN BRANDS</b>	<b>737,291</b>	<b>45.3%</b>	<b>715,897</b>	<b>44.7%</b>	<b>3.0%</b>	<b>7,891,518</b>	<b>45.7%</b>	<b>7,985,739</b>	<b>46.4%</b>	<b>-1.2%</b>	<b>7,891,518</b>	<b>45.7%</b>	<b>7,985,739</b>	<b>46.4%</b>	<b>-1.2%</b>
<b>EUROPEAN BRANDS</b>															
BMW / Mini	37,154	2.3%	38,864	2.4%	-4.4%	354,698	2.1%	352,787	2.0%	0.5%	354,698	2.1%	352,787	2.0%	0.5%
Jaguar (Tata Motors)	3,462	0.2%	3,414	0.2%	1.4%	30,483	0.2%	39,594	0.2%	-23.0%	30,483	0.2%	39,594	0.2%	-23.0%
Land Rover (Tata Motors)	10,617	0.7%	7,980	0.5%	33.0%	92,143	0.5%	74,739	0.4%	23.3%	92,143	0.5%	74,739	0.4%	23.3%
Daimler (Mercedes-Benz)	36,254	2.2%	39,416	2.5%	-8.0%	355,420	2.1%	375,311	2.2%	-5.3%	355,420	2.1%	375,311	2.2%	-5.3%
Porsche	4,086	0.3%	3,913	0.2%	4.4%	57,202	0.3%	55,420	0.3%	3.2%	57,202	0.3%	55,420	0.3%	3.2%
Volvo (Geely)	8,826	0.5%	9,679	0.6%	-8.8%	98,263	0.6%	81,507	0.5%	20.6%	98,263	0.6%	81,507	0.5%	20.6%
Volkswagen / Audi (VAG)	54,812	3.4%	57,258	3.6%	-4.3%	577,387	3.3%	566,187	3.3%	2.0%	577,387	3.3%	566,187	3.3%	2.0%
<b>EUROPEAN BRANDS</b>	<b>155,211</b>	<b>9.5%</b>	<b>160,524</b>	<b>10.0%</b>	<b>-3.3%</b>	<b>1,565,596</b>	<b>9.1%</b>	<b>1,545,545</b>	<b>9.0%</b>	<b>1.3%</b>	<b>1,565,596</b>	<b>9.1%</b>	<b>1,545,545</b>	<b>9.0%</b>	<b>1.3%</b>
<b>TOTAL AUTO SALES</b>	<b>1,629,243</b>		<b>1,603,131</b>		<b>1.6%</b>	<b>17,255,349</b>		<b>17,211,186</b>		<b>0.3%</b>	<b>17,255,349</b>		<b>17,211,186</b>		<b>0.3%</b>
<b>SAAR-Annual Rate</b>	<b>17,619,028</b>		<b>17,435,789</b>		<b>1.1%</b>	<b>17,273,471</b>		<b>17,225,207</b>		<b>0.3%</b>	<b>17,273,471</b>		<b>17,225,207</b>		<b>0.3%</b>

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

General Motors = monthly sales are estimated in that GM only reports sales quarterly without monthly specifics.

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.