



# U.S. AUTO SALES OVERVIEW

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

Morgan & Company

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	December 2019	Share	December 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>	1,525,824		1,625,043		-6.1%	17,053,785		17,289,809		-1.4%	17,053,785		17,289,809		-1.4%
<b>SAAR-Annual Rate</b>	16,797,610		17,456,307		-3.8%	16,990,542		17,291,430		-1.7%	16,990,542		17,291,430		-1.7%

<b>BY REGION OF MANUFACTURE</b>															
N. AMERICAN SOURCE	1,184,698	77.6%	1,261,427	77.6%	-6.1%	13,302,362	78.0%	13,412,626	77.6%	-0.8%	13,302,362	78.0%	13,412,626	77.6%	-0.8%
ASIAN SOURCE	245,058	16.1%	267,341	16.5%	-8.3%	2,778,688	16.3%	2,821,031	16.3%	-1.5%	2,778,688	16.3%	2,821,031	16.3%	-1.5%
EUROPEAN SOURCE	96,068	6.3%	96,275	5.9%	-0.2%	972,735	5.7%	1,056,152	6.1%	-7.9%	972,735	5.7%	1,056,152	6.1%	-7.9%
<b>GRAND TOTAL</b>	<b>1,525,824</b>	<b>100.0%</b>	<b>1,625,043</b>	<b>100.0%</b>	<b>-6.1%</b>	<b>17,053,785</b>	<b>100.0%</b>	<b>17,289,809</b>	<b>100.0%</b>	<b>-1.4%</b>	<b>17,053,785</b>	<b>100.0%</b>	<b>17,289,809</b>	<b>100.0%</b>	<b>-1.4%</b>

<b>CAR - TRUCK SPLIT</b>															
TOTAL CAR	381,513	25.0%	451,334	27.8%	-15.5%	4,789,446	28.1%	5,349,803	30.9%	-10.5%	4,789,446	28.1%	5,349,803	30.9%	-10.5%
TOTAL LIGHT TRUCK	1,144,311	75.0%	1,173,709	72.2%	-2.5%	12,264,339	71.9%	11,940,006	69.1%	2.7%	12,264,339	71.9%	11,940,006	69.1%	2.7%
<b>GRAND TOTAL</b>	<b>1,525,824</b>	<b>100.0%</b>	<b>1,625,043</b>	<b>100.0%</b>	<b>-6.1%</b>	<b>17,053,785</b>	<b>100.0%</b>	<b>17,289,809</b>	<b>100.0%</b>	<b>-1.4%</b>	<b>17,053,785</b>	<b>100.0%</b>	<b>17,289,809</b>	<b>100.0%</b>	<b>-1.4%</b>

<b>CARS BY SOURCE REGION</b>															
N. AMERICAN CAR	285,129	74.7%	346,508	76.8%	-17.7%	3,592,810	75.0%	4,100,692	76.7%	-12.4%	3,592,810	75.0%	4,100,692	76.7%	-12.4%
IMPORT CAR	96,384	25.3%	104,826	23.2%	-8.1%	1,196,636	25.0%	1,249,111	23.3%	-4.2%	1,196,636	25.0%	1,249,111	23.3%	-4.2%
<b>TOTAL CAR</b>	<b>381,513</b>	<b>100.0%</b>	<b>451,334</b>	<b>100.0%</b>	<b>-15.5%</b>	<b>4,789,446</b>	<b>100.0%</b>	<b>5,349,803</b>	<b>100.0%</b>	<b>-10.5%</b>	<b>4,789,446</b>	<b>100.0%</b>	<b>5,349,803</b>	<b>100.0%</b>	<b>-10.5%</b>

<b>TRUCKS BY SOURCE REGION</b>															
NA LIGHT TRUCK	899,569	78.6%	914,919	78.0%	-1.7%	9,709,552	79.2%	9,311,934	78.0%	4.3%	9,709,552	79.2%	9,311,934	78.0%	4.3%
IMPORT LIGHT TRUCK	244,742	21.4%	258,790	22.0%	-5.4%	2,554,787	20.8%	2,628,072	22.0%	-2.8%	2,554,787	20.8%	2,628,072	22.0%	-2.8%
<b>TOTAL LIGHT TRUCK</b>	<b>1,144,311</b>	<b>100.0%</b>	<b>1,173,709</b>	<b>100.0%</b>	<b>-2.5%</b>	<b>12,264,339</b>	<b>100.0%</b>	<b>11,940,006</b>	<b>100.0%</b>	<b>2.7%</b>	<b>12,264,339</b>	<b>100.0%</b>	<b>11,940,006</b>	<b>100.0%</b>	<b>2.7%</b>

<b>CORPORATE TOTALS</b>															
<b>GRAND TOTAL</b>	<b>1,525,824</b>	<b>100.0%</b>	<b>1,625,043</b>	<b>100.0%</b>	<b>-6.1%</b>	<b>17,053,785</b>	<b>100.0%</b>	<b>17,289,809</b>	<b>100.0%</b>	<b>-1.4%</b>	<b>17,053,785</b>	<b>100.0%</b>	<b>17,289,809</b>	<b>100.0%</b>	<b>-1.4%</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.

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