



## U.S. AUTO SALES OVERVIEW

February, 2020 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	February 2020		February 2019		Vol. % Change	Current Total		Year Ago Total		Vol. % Change	Current Total		Year Ago Total		Vol. % Change
	Share	Share	Share	Share		Share	Share	Share	Share		Share	Share	Share	Share	

<b>GRAND TOTAL</b>	1,342,419		1,256,483		6.8%	2,475,419		2,394,313		3.4%	17,134,888		17,227,857		-0.5%
<b>SAAR-Annual Rate</b>	16,663,923		16,585,544		0.5%	16,774,991		16,683,728		0.5%	17,006,544		17,206,847		-1.2%

<b>BY REGION OF MANUFACTURE</b>															
N. AMERICAN SOURCE	1,045,813	77.9%	974,379	77.5%	7.3%	1,927,769	77.9%	1,859,923	77.7%	3.6%	13,394,687	78.2%	13,369,566	77.6%	0.2%
ASIAN SOURCE	225,694	16.8%	210,376	16.7%	7.3%	413,381	16.7%	396,437	16.6%	4.3%	2,790,446	16.3%	2,820,599	16.4%	-1.1%
EUROPEAN SOURCE	70,912	5.3%	71,728	5.7%	-1.1%	134,269	5.4%	137,953	5.8%	-2.7%	949,755	5.5%	1,037,692	6.0%	-8.5%
<b>GRAND TOTAL</b>	<b>1,342,419</b>	<b>100.0%</b>	<b>1,256,483</b>	<b>100.0%</b>	<b>6.8%</b>	<b>2,475,419</b>	<b>100.0%</b>	<b>2,394,313</b>	<b>100.0%</b>	<b>3.4%</b>	<b>17,134,888</b>	<b>100.0%</b>	<b>17,227,857</b>	<b>100.0%</b>	<b>-0.5%</b>

<b>CAR - TRUCK SPLIT</b>															
TOTAL CAR	352,123	26.2%	369,842	29.4%	-4.8%	643,331	26.0%	726,621	30.3%	-11.5%	4,707,722	27.5%	5,282,402	30.7%	-10.9%
TOTAL LIGHT TRUCK	990,296	73.8%	886,641	70.6%	11.7%	1,832,088	74.0%	1,667,692	69.7%	9.9%	12,427,166	72.5%	11,945,455	69.3%	4.0%
<b>GRAND TOTAL</b>	<b>1,342,419</b>	<b>100.0%</b>	<b>1,256,483</b>	<b>100.0%</b>	<b>6.8%</b>	<b>2,475,419</b>	<b>100.0%</b>	<b>2,394,313</b>	<b>100.0%</b>	<b>3.4%</b>	<b>17,134,888</b>	<b>100.0%</b>	<b>17,227,857</b>	<b>100.0%</b>	<b>-0.5%</b>

<b>CARS BY SOURCE REGION</b>															
N. AMERICAN CAR	269,968	76.7%	288,302	78.0%	-6.4%	489,301	76.1%	569,091	78.3%	-14.0%	3,532,312	75.0%	4,059,713	76.9%	-13.0%
IMPORT CAR	82,155	23.3%	81,540	22.0%	0.8%	154,030	23.9%	157,530	21.7%	-2.2%	1,175,410	25.0%	1,222,689	23.1%	-3.9%
<b>TOTAL CAR</b>	<b>352,123</b>	<b>100.0%</b>	<b>369,842</b>	<b>100.0%</b>	<b>-4.8%</b>	<b>643,331</b>	<b>100.0%</b>	<b>726,621</b>	<b>100.0%</b>	<b>-11.5%</b>	<b>4,707,722</b>	<b>100.0%</b>	<b>5,282,402</b>	<b>100.0%</b>	<b>-10.9%</b>

<b>TRUCKS BY SOURCE REGION</b>															
NA LIGHT TRUCK	775,845	78.3%	686,077	77.4%	13.1%	1,438,468	78.5%	1,290,832	77.4%	11.4%	9,862,375	79.4%	9,309,853	77.9%	5.9%
IMPORT LIGHT TRUCK	214,451	21.7%	200,564	22.6%	6.9%	393,620	21.5%	376,860	22.6%	4.4%	2,564,791	20.6%	2,635,602	22.1%	-2.7%
<b>TOTAL LIGHT TRUCK</b>	<b>990,296</b>	<b>100.0%</b>	<b>886,641</b>	<b>100.0%</b>	<b>11.7%</b>	<b>1,832,088</b>	<b>100.0%</b>	<b>1,667,692</b>	<b>100.0%</b>	<b>9.9%</b>	<b>12,427,166</b>	<b>100.0%</b>	<b>11,945,455</b>	<b>100.0%</b>	<b>4.0%</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.

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