



Morgan & Company, Inc.  
Summary Page

## U.S. AUTO SALES SUMMARY

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

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	July 2017	Share	July 2016	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
<b>TRADITIONAL DOMESTIC BRAND TOTALS</b>															
General Motors	226,107	16.0%	267,258	17.6%	-15.4%	1,640,553	16.7%	1,706,173	16.8%	-3.8%	2,977,155	17.3%	3,010,482	17.2%	-1.1%
Ford Motor	199,318	14.1%	215,268	14.2%	-7.4%	1,493,715	15.2%	1,560,438	15.4%	-4.3%	2,532,488	14.7%	2,653,187	15.1%	-4.5%
FCA US	161,477	11.4%	180,389	11.9%	-10.5%	1,228,839	12.5%	1,324,673	13.1%	-7.2%	2,148,481	12.5%	2,308,469	13.2%	-6.9%
<b>TOTAL 'DETROIT THREE'</b>	<b>586,902</b>	<b>41.6%</b>	<b>662,915</b>	<b>43.7%</b>	<b>-11.5%</b>	<b>4,363,107</b>	<b>44.4%</b>	<b>4,591,284</b>	<b>45.3%</b>	<b>-5.0%</b>	<b>7,658,124</b>	<b>44.5%</b>	<b>7,972,138</b>	<b>45.4%</b>	<b>-3.9%</b>
Honda / Acura	150,980	10.7%	152,799	10.1%	-1.2%	942,866	9.6%	945,154	9.3%	-0.2%	1,635,654	9.5%	1,632,380	9.3%	0.2%
Hyundai / Genesis	54,063	3.8%	75,003	4.9%	-27.9%	400,423	4.1%	449,063	4.4%	-10.8%	726,365	4.2%	768,610	4.4%	-5.5%
Isuzu	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Kia	56,403	4.0%	59,969	4.0%	-5.9%	352,139	3.6%	388,296	3.8%	-9.3%	611,441	3.6%	646,851	3.7%	-5.5%
Mazda	27,089	1.9%	27,915	1.8%	-3.0%	168,713	1.7%	173,269	1.7%	-2.6%	293,217	1.7%	306,300	1.7%	-4.3%
Mitsubishi	8,025	0.6%	7,890	0.5%	1.7%	62,601	0.6%	59,824	0.6%	4.6%	99,044	0.6%	97,754	0.6%	1.3%
Nissan / Infiniti	128,295	9.1%	132,475	8.7%	-3.2%	947,983	9.6%	930,589	9.2%	1.9%	1,581,817	9.2%	1,548,152	8.8%	2.2%
Subaru	55,703	3.9%	52,093	3.4%	6.9%	360,513	3.7%	331,551	3.3%	8.7%	644,094	3.7%	591,291	3.4%	8.9%
Suzuki	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Toyota / Lexus / Scion	222,057	15.7%	214,233	14.1%	3.7%	1,377,218	14.0%	1,412,033	13.9%	-2.5%	2,414,772	14.0%	2,462,725	14.0%	-1.9%
<b>ASIAN BRANDS</b>	<b>702,615</b>	<b>49.8%</b>	<b>722,377</b>	<b>47.6%</b>	<b>-2.7%</b>	<b>4,612,456</b>	<b>46.9%</b>	<b>4,689,779</b>	<b>46.3%</b>	<b>-1.6%</b>	<b>8,006,404</b>	<b>46.6%</b>	<b>8,054,063</b>	<b>45.9%</b>	<b>-0.6%</b>
BMW / Mini	26,363	1.9%	30,551	2.0%	-13.7%	197,651	2.0%	209,131	2.1%	-5.5%	353,724	2.1%	382,624	2.2%	-7.6%
Jaguar (Tata Motors)	3,166	0.2%	3,398	0.2%	-6.8%	23,831	0.2%	14,389	0.1%	65.6%	40,685	0.2%	19,777	0.1%	105.7%
Land Rover (Tata Motors)	5,915	0.4%	6,075	0.4%	-2.6%	41,754	0.4%	42,723	0.4%	-2.3%	72,892	0.4%	75,982	0.4%	-4.1%
Daimler (Mercedes-Benz)	28,849	2.0%	32,288	2.1%	-10.7%	208,592	2.1%	213,420	2.1%	-2.3%	375,924	2.2%	381,622	2.2%	-1.5%
Porsche	3,901	0.3%	3,878	0.3%	0.6%	31,469	0.3%	30,586	0.3%	2.9%	55,163	0.3%	52,474	0.3%	5.1%
Saab (Spyker)	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Volvo (Geely)	6,967	0.5%	8,584	0.6%	-18.8%	41,072	0.4%	45,104	0.4%	-8.9%	78,561	0.5%	80,165	0.5%	-2.0%
Volkswagen / Audi (VAG)	46,133	3.3%	47,122	3.1%	-2.1%	310,342	3.2%	293,070	2.9%	5.9%	550,433	3.2%	527,701	3.0%	4.3%
<b>EUROPEAN BRANDS</b>	<b>121,294</b>	<b>8.6%</b>	<b>131,896</b>	<b>8.7%</b>	<b>-8.0%</b>	<b>854,711</b>	<b>8.7%</b>	<b>848,423</b>	<b>8.4%</b>	<b>0.7%</b>	<b>1,527,382</b>	<b>8.9%</b>	<b>1,520,345</b>	<b>8.7%</b>	<b>0.5%</b>
<b>TOTAL AUTO SALES</b>	<b>1,410,811</b>		<b>1,517,188</b>		<b>-7.0%</b>	<b>9,830,274</b>		<b>10,129,486</b>		<b>-3.0%</b>	<b>17,191,910</b>		<b>17,546,546</b>		<b>-2.0%</b>
<b>SAAR-Annual Rate</b>	<b>16,719,511</b>		<b>17,814,520</b>		<b>-6.1%</b>	<b>16,882,646</b>		<b>17,315,116</b>		<b>-2.5%</b>	<b>17,236,343</b>		<b>17,547,430</b>		<b>-1.8%</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.

Copyright © 2017 Morgan & Company, Inc.