



U.S. AUTO SALES OVERVIEW

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

Morgan & Company, Inc.

	Monthly Totals			Calendar Year-To-Date					12 Month Totals				
	July 2019	July 2018	Vol. %	Current Total	Year Ago Total	Vol. %	Current Total	Year Ago Total	Vol. %	Current Total	Year Ago Total	Vol. %	

GRAND TOTAL	1,391,911	1,368,014	1.7%	9,844,476	9,969,250	-1.3%	17,132,125	17,325,850	-1.1%
SAAR-Annual Rate	16,823,545	16,778,696	0.3%	16,967,218	17,141,343	-1.0%	17,127,647	17,306,111	-1.0%

CAR - TRUCK SPLIT															
TOTAL CAR	393,013	28.2%	418,518	30.6%	-6.1%	2,923,829	29.7%	3,178,297	31.9%	-8.0%	5,063,405	29.6%	5,674,483	32.8%	-10.8%
TOTAL LIGHT TRUCK	998,898	71.8%	949,496	69.4%	5.2%	6,920,647	70.3%	6,790,953	68.1%	1.9%	12,068,720	70.4%	11,651,367	67.2%	3.6%
GRAND TOTAL	1,391,911	100.0%	1,368,014	100.0%	1.7%	9,844,476	100.0%	9,969,250	100.0%	-1.3%	17,132,125	100.0%	17,325,850	100.0%	-1.1%

CARS BY SOURCE REGION															
N. AMERICAN CAR	287,238	73.1%	319,918	76.4%	-10.2%	2,215,001	75.8%	2,433,982	76.6%	-9.0%	3,849,781	76.0%	4,323,490	76.2%	-11.0%
IMPORT CAR	105,775	26.9%	98,600	23.6%	7.3%	708,828	24.2%	744,315	23.4%	-4.8%	1,213,624	24.0%	1,350,993	23.8%	-10.2%
TOTAL CAR	393,013	100.0%	418,518	100.0%	-6.1%	2,923,829	100.0%	3,178,297	100.0%	-8.0%	5,063,405	100.0%	5,674,483	100.0%	-10.8%

TRUCKS BY SOURCE REGION															
NA LIGHT TRUCK	800,139	80.1%	740,812	78.0%	8.0%	5,499,755	79.5%	5,284,351	77.8%	4.1%	9,526,358	78.9%	9,121,070	78.3%	4.4%
IMPORT LIGHT TRUCK	198,759	19.9%	208,684	22.0%	-4.8%	1,420,892	20.5%	1,506,602	22.2%	-5.7%	2,542,362	21.1%	2,530,297	21.7%	0.5%
TOTAL LIGHT TRUCK	998,898	100.0%	949,496	100.0%	5.2%	6,920,647	100.0%	6,790,953	100.0%	1.9%	12,068,720	100.0%	11,651,367	100.0%	3.6%

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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