



Morgan & Company

## U.S. AUTO SALES OVERVIEW

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

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	June 2019	Share	June 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>	1,511,413		1,551,380		-2.6%	8,429,465		8,601,236		-2.0%	17,085,128		17,371,699		-1.6%
<b>SAAR-Annual Rate</b>	17,252,587		17,310,493		-0.3%	16,949,216		17,201,784		-1.5%	17,102,936		17,305,340		-1.2%
<b>DOMESTIC BRAND TOTALS</b>															
<b>GENERAL MOTORS</b>	254,441	16.8%	255,177	16.4%	-0.3%	1,410,635	16.7%	1,473,126	17.1%	-4.2%	2,888,978	16.9%	3,060,921	17.6%	-5.6%
Car Total/Car Share	37,203	8.5%	47,951	9.9%	-22.4%	231,520	9.2%	303,265	11.0%	-23.7%	505,879	10.0%	665,964	11.6%	-24.0%
Truck Total/Truck Share	217,238	20.2%	207,226	19.4%	4.8%	1,179,115	19.9%	1,169,861	20.0%	0.8%	2,383,099	19.8%	2,394,957	20.6%	-0.5%
<b>FORD MOTOR</b>	218,691	14.5%	229,537	14.8%	-4.7%	1,231,454	14.6%	1,271,714	14.8%	-3.2%	2,444,962	14.3%	2,552,517	14.7%	-4.2%
Car Total/Car Share	36,725	8.4%	45,335	9.3%	-19.0%	208,460	8.3%	269,020	9.7%	-22.5%	425,464	8.4%	552,062	9.6%	-22.9%
Truck Total/Truck Share	181,966	17.0%	184,202	17.3%	-1.2%	1,022,994	17.3%	1,002,694	17.2%	2.0%	2,019,498	16.8%	2,000,455	17.2%	1.0%
<b>FCA US</b>	206,083	13.6%	202,264	13.0%	1.9%	1,096,110	13.0%	1,115,476	13.0%	-1.7%	2,215,838	13.0%	2,107,490	12.1%	5.1%
Car Total/Car Share	19,536	4.5%	21,535	4.4%	-9.3%	103,762	4.1%	125,275	4.5%	-17.2%	212,798	4.2%	249,067	4.3%	-14.6%
Truck Total/Truck Share	186,547	17.4%	180,729	16.9%	3.2%	992,348	16.8%	990,201	17.0%	0.2%	2,003,040	16.7%	1,858,423	16.0%	7.8%
<b>TESLA (est)</b>	12,000	0.8%	9,450	0.6%	27.0%	81,000	1.0%	30,490	0.4%	165.7%	178,400	1.0%	52,315	0.3%	241.0%
Car Total/Car Share	10,700	2.4%	7,325	1.5%	46.1%	71,100	2.8%	22,870	0.8%	210.9%	156,075	3.1%	35,600	0.6%	338.4%
Truck Total/Truck Share	1,300	0.1%	2,125	0.2%	-38.8%	9,900	0.2%	7,620	0.1%	29.9%	22,325	0.2%	16,715	0.1%	33.6%
<b>TOTAL 'DOMESTIC'</b>	691,215	45.7%	696,428	44.9%	-0.7%	3,819,199	45.3%	3,890,806	45.2%	-1.8%	7,728,178	45.2%	7,773,243	44.7%	-0.6%
Car Total/Car Share	104,164	23.8%	122,146	25.2%	-14.7%	614,842	24.5%	720,430	26.1%	-14.7%	1,300,216	25.7%	1,502,693	26.1%	-13.5%
Truck Total/Truck Share	587,051	54.7%	574,282	53.9%	2.2%	3,204,357	54.1%	3,170,376	54.3%	1.1%	6,427,962	53.5%	6,270,550	54.0%	2.5%
<b>IMPORT BRAND TOTALS</b>															
<b>JAPANESE BRANDS</b>	558,413	36.9%	599,144	38.6%	-6.8%	3,195,316	37.9%	3,311,939	38.5%	-3.5%	6,507,275	38.1%	6,754,710	38.9%	-3.7%
Car Total/Car Share	211,209	48.2%	236,797	48.8%	-10.8%	1,225,561	48.9%	1,334,496	48.4%	-8.2%	2,402,806	47.4%	2,748,065	47.7%	-12.6%
Truck Total/Truck Share	347,204	32.4%	362,347	34.0%	-4.2%	1,969,755	33.3%	1,977,443	33.9%	-0.4%	4,104,469	34.1%	4,006,645	34.5%	2.4%
<b>EUROPEAN BRANDS</b>	138,895	9.2%	135,185	8.7%	2.7%	766,770	9.1%	769,879	9.0%	-0.4%	1,562,487	9.1%	1,582,007	9.1%	-1.2%
Car Total/Car Share	56,601	12.9%	59,502	12.3%	-4.9%	313,681	12.5%	334,429	12.1%	-6.2%	644,258	12.7%	744,592	12.9%	-13.5%
Truck Total/Truck Share	82,294	7.7%	75,683	7.1%	8.7%	453,089	7.7%	435,450	7.5%	4.1%	918,229	7.6%	837,415	7.2%	9.7%
<b>KOREAN BRANDS</b>	122,890	8.1%	120,623	7.8%	1.9%	648,180	7.7%	628,612	7.3%	3.1%	1,287,188	7.5%	1,261,739	7.3%	2.0%
Car Total/Car Share	67,245	15.3%	68,302	14.1%	-1.5%	358,966	14.3%	379,418	13.7%	-5.4%	732,136	14.5%	781,925	13.6%	-6.4%
Truck Total/Truck Share	55,645	5.2%	52,321	4.9%	6.4%	289,214	4.9%	249,194	4.3%	16.1%	555,052	4.6%	479,814	4.1%	15.7%
<b>IMPORT TOTAL</b>	820,198	54.3%	854,952	55.1%	-4.1%	4,610,266	54.7%	4,710,430	54.8%	-2.1%	9,356,950	54.8%	9,598,456	55.3%	-2.5%
Car Total/Car Share	335,055	76.5%	364,601	75.2%	-8.1%	1,898,208	75.7%	2,048,343	74.2%	-7.3%	3,779,200	74.6%	4,274,582	74.2%	-11.6%
Truck Total/Truck Share	485,143	45.2%	490,351	46.0%	-1.1%	2,712,058	45.8%	2,662,087	45.6%	1.9%	5,577,750	46.4%	5,323,874	45.9%	4.8%
<b>BY REGION OF MANUFACTURE</b>															
<b>N. AMERICAN SOURCE</b>	1,189,374	78.7%	1,198,657	77.3%	-0.8%	6,604,027	78.3%	6,657,603	77.4%	-0.8%	13,326,140	78.0%	13,485,009	77.6%	-1.2%
<b>ASIAN SOURCE</b>	239,867	15.9%	257,138	16.6%	-6.7%	1,359,347	16.1%	1,406,634	16.4%	-3.4%	2,773,744	16.2%	2,793,066	16.1%	-0.7%
<b>EUROPEAN SOURCE</b>	82,172	5.4%	95,585	6.2%	-14.0%	466,091	5.5%	536,999	6.2%	-13.2%	985,244	5.8%	1,093,624	6.3%	-9.9%
<b>GRAND TOTAL</b>	1,511,413	100.0%	1,551,380	100.0%	-2.6%	8,429,465	100.0%	8,601,236	100.0%	-2.0%	17,085,128	100.0%	17,371,699	100.0%	-1.6%
<b>CAR - TRUCK SPLIT</b>															
<b>TOTAL CAR</b>	438,201	29.0%	485,002	31.3%	-9.6%	2,506,966	29.7%	2,759,779	32.1%	-9.2%	5,065,060	29.6%	5,761,877	33.2%	-12.1%
<b>TOTAL LIGHT TRUCK</b>	1,073,212	71.0%	1,066,378	68.7%	0.6%	5,922,499	70.3%	5,841,457	67.9%	1.4%	12,020,068	70.4%	11,609,822	66.8%	3.5%
<b>GRAND TOTAL</b>	1,511,413	100.0%	1,551,380	100.0%	-2.6%	8,429,465	100.0%	8,601,236	100.0%	-2.0%	17,085,128	100.0%	17,371,699	100.0%	-1.6%
<b>CARS BY SOURCE REGION</b>															
<b>N. AMERICAN CAR</b>	320,533	73.1%	370,688	76.4%	-13.5%	1,904,331	76.0%	2,114,064	76.6%	-9.9%	3,859,029	76.2%	4,391,621	76.2%	-12.1%
<b>IMPORT CAR</b>	117,668	26.9%	114,314	23.6%	2.9%	602,635	24.0%	645,715	23.4%	-6.7%	1,206,031	23.8%	1,370,256	23.8%	-12.0%



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	June 2019	Share	June 2018	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
<b>TOTAL CAR</b>	438,201	100.0%	485,002	100.0%	-9.6%	2,506,966	100.0%	2,759,779	100.0%	-9.2%	5,065,060	100.0%	5,761,877	100.0%	-12.1%
<b>TRUCKS BY SOURCE REGION</b>															
NA LIGHT TRUCK	868,841	81.0%	827,969	77.6%	4.9%	4,699,696	79.4%	4,543,539	77.8%	3.4%	9,467,111	78.8%	9,093,388	78.3%	4.1%
IMPORT LIGHT TRUCK	204,371	19.0%	238,409	22.4%	-14.3%	1,222,803	20.6%	1,297,918	22.2%	-5.8%	2,552,957	21.2%	2,516,434	21.7%	1.5%
<b>TOTAL LIGHT TRUCK</b>	<b>1,073,212</b>	<b>100.0%</b>	<b>1,066,378</b>	<b>100.0%</b>	<b>0.6%</b>	<b>5,922,499</b>	<b>100.0%</b>	<b>5,841,457</b>	<b>100.0%</b>	<b>1.4%</b>	<b>12,020,068</b>	<b>100.0%</b>	<b>11,609,822</b>	<b>100.0%</b>	<b>3.5%</b>
<b>CORPORATE TOTALS</b>															
BMW	31,627	2.1%	29,407	1.9%	7.5%	156,440	1.9%	153,386	1.8%	2.0%	314,068	1.8%	309,985	1.8%	1.3%
MINI	3,235	0.2%	4,146	0.3%	-22.0%	17,583	0.2%	22,636	0.3%	-22.3%	38,631	0.2%	47,536	0.3%	-18.7%
<b>BMW GROUP</b>	<b>34,862</b>	<b>2.3%</b>	<b>33,553</b>	<b>2.2%</b>	<b>3.9%</b>	<b>174,023</b>	<b>2.1%</b>	<b>176,022</b>	<b>2.0%</b>	<b>-1.1%</b>	<b>352,699</b>	<b>2.1%</b>	<b>357,521</b>	<b>2.1%</b>	<b>-1.3%</b>
CHRYSLER	12,941	0.9%	13,484	0.9%	-4.0%	64,422	0.8%	88,630	1.0%	-27.3%	141,756	0.8%	175,080	1.0%	-19.0%
DODGE / RAM	113,788	7.5%	98,116	6.3%	16.0%	561,267	6.7%	511,274	5.9%	9.8%	1,106,685	6.5%	974,485	5.6%	13.6%
ALFA / FIAT	2,528	0.2%	3,675	0.2%	-31.2%	14,140	0.2%	20,550	0.2%	-31.2%	32,911	0.2%	40,672	0.2%	-19.1%
JEEP	76,826	5.1%	86,989	5.6%	-9.8%	456,281	5.4%	495,022	5.8%	-5.5%	934,486	5.5%	917,253	5.3%	4.3%
<b>FCA US</b>	<b>206,083</b>	<b>13.6%</b>	<b>202,264</b>	<b>13.0%</b>	<b>1.7%</b>	<b>1,096,110</b>	<b>13.0%</b>	<b>1,115,476</b>	<b>13.0%</b>	<b>-2.5%</b>	<b>2,215,838</b>	<b>13.0%</b>	<b>2,107,490</b>	<b>12.1%</b>	<b>3.2%</b>
FORD	209,922	13.9%	220,003	14.2%	-4.6%	1,180,539	14.0%	1,221,445	14.2%	-3.3%	2,340,729	13.7%	2,447,426	14.1%	-4.4%
LINCOLN	8,769	0.6%	9,534	0.6%	-8.0%	50,915	0.6%	50,269	0.6%	1.3%	104,233	0.6%	105,091	0.6%	-0.8%
<b>FORD MOTOR</b>	<b>218,691</b>	<b>14.5%</b>	<b>229,537</b>	<b>14.8%</b>	<b>-4.7%</b>	<b>1,231,454</b>	<b>14.6%</b>	<b>1,271,714</b>	<b>14.8%</b>	<b>-3.2%</b>	<b>2,444,962</b>	<b>14.3%</b>	<b>2,552,517</b>	<b>14.7%</b>	<b>-4.2%</b>
BUICK	20,593	1.4%	18,192	1.2%	13.2%	107,240	1.3%	109,674	1.3%	-2.2%	204,408	1.2%	218,589	1.3%	-6.5%
CADILLAC	13,319	0.9%	12,828	0.8%	3.8%	75,734	0.9%	75,944	0.9%	-0.3%	154,487	0.9%	160,311	0.9%	-3.6%
CHEVROLET	168,304	11.1%	176,286	11.4%	-4.5%	950,384	11.3%	1,018,001	11.8%	-6.6%	1,965,864	11.5%	2,115,002	12.2%	-7.1%
GMC	52,225	3.5%	47,871	3.1%	9.1%	277,277	3.3%	269,507	3.1%	2.9%	564,219	3.3%	567,019	3.3%	-0.5%
<b>GENERAL MOTORS</b>	<b>254,441</b>	<b>16.8%</b>	<b>255,177</b>	<b>16.4%</b>	<b>-0.3%</b>	<b>1,410,635</b>	<b>16.7%</b>	<b>1,473,126</b>	<b>17.1%</b>	<b>-4.2%</b>	<b>2,888,978</b>	<b>16.9%</b>	<b>3,060,921</b>	<b>17.6%</b>	<b>-5.6%</b>
ACURA	12,148	0.8%	14,532	0.9%	-16.4%	73,767	0.9%	72,653	0.8%	1.5%	160,048	0.9%	153,384	0.9%	4.3%
HONDA	123,753	8.2%	132,031	8.5%	-6.3%	703,228	8.3%	715,171	8.3%	-1.7%	1,433,951	8.4%	1,483,983	8.5%	-3.4%
<b>HONDA MOTOR</b>	<b>135,901</b>	<b>9.0%</b>	<b>146,563</b>	<b>9.4%</b>	<b>-7.3%</b>	<b>776,995</b>	<b>9.2%</b>	<b>787,824</b>	<b>9.2%</b>	<b>-1.4%</b>	<b>1,593,999</b>	<b>9.3%</b>	<b>1,637,367</b>	<b>9.4%</b>	<b>-2.6%</b>
HYUNDAI / GENESIS	66,089	4.4%	64,052	4.1%	3.2%	343,336	4.1%	335,049	3.9%	2.5%	686,234	4.0%	674,244	3.9%	1.8%
KIA	56,801	3.8%	56,571	3.6%	0.4%	304,844	3.6%	293,563	3.4%	3.8%	600,954	3.5%	587,495	3.4%	2.3%
MAZDA	22,828	1.5%	26,893	1.7%	-15.1%	138,555	1.6%	163,924	1.9%	-15.5%	274,956	1.6%	311,770	1.8%	-11.8%
MERCEDES / MAYBACH	29,275	1.9%	29,125	1.9%	0.5%	163,917	1.9%	176,408	2.1%	-7.1%	342,929	2.0%	371,976	2.1%	-7.8%
MITSUBISHI	12,317	0.8%	11,149	0.7%	10.5%	71,097	0.8%	67,327	0.8%	5.6%	121,844	0.7%	116,437	0.7%	4.6%



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NISSAN	113,665	7.5%	134,398	8.7%	-15.4%	653,978	7.8%	708,525	8.2%	-7.7%	1,290,050	7.6%	1,408,029	8.1%	-8.4%
INFINITI	9,839	0.7%	10,698	0.7%	-8.0%	63,058	0.7%	72,170	0.8%	-12.6%	140,168	0.8%	146,442	0.8%	-4.3%
<b>NISSAN MOTOR</b>	<b>123,504</b>	<b>8.2%</b>	<b>145,096</b>	<b>9.4%</b>	<b>-14.9%</b>	<b>717,036</b>	<b>8.5%</b>	<b>780,695</b>	<b>9.1%</b>	<b>-8.2%</b>	<b>1,430,218</b>	<b>8.4%</b>	<b>1,554,471</b>	<b>8.9%</b>	<b>-8.0%</b>
PORSCHE	5,205	0.3%	4,892	0.3%	6.4%	30,257	0.4%	29,421	0.3%	2.8%	58,038	0.3%	57,273	0.3%	1.3%
SUBARU	61,511	4.1%	59,841	3.9%	2.8%	339,525	4.0%	322,860	3.8%	5.2%	696,800	4.1%	666,006	3.8%	4.6%
JAGUAR	1,892	0.1%	2,353	0.2%	-48.0%	16,282	0.2%	14,787	0.2%	-16.3%	31,978	0.2%	33,716	0.2%	-37.0%
LAND ROVER	6,593	0.4%	6,982	0.5%	-5.6%	46,123	0.5%	44,779	0.5%	3.0%	93,487	0.5%	83,679	0.5%	11.7%
<b>TATA MOTORS LTD</b>	<b>8,485</b>	<b>0.6%</b>	<b>9,335</b>	<b>0.6%</b>	<b>-9.1%</b>	<b>62,405</b>	<b>0.7%</b>	<b>59,566</b>	<b>0.7%</b>	<b>4.8%</b>	<b>125,465</b>	<b>0.7%</b>	<b>117,395</b>	<b>0.7%</b>	<b>6.9%</b>
TESLA (est)	12,000	0.8%	9,450	0.6%	27.0%	81,000	1.0%	30,490	0.4%	165.7%	178,400	1.0%	52,315	0.3%	241.0%
TOYOTA	177,491	11.7%	180,947	11.7%	-1.9%	1,003,746	11.9%	1,024,631	11.9%	-2.0%	2,055,222	12.0%	2,102,919	12.1%	-2.3%
LEXUS	23,047	1.5%	23,750	1.5%	-3.0%	135,735	1.6%	134,999	1.6%	0.5%	299,043	1.8%	306,371	1.8%	-2.4%
SCION	1,814	0.1%	4,905	0.3%	-63.0%	12,627	0.1%	29,679	0.3%	-57.5%	35,193	0.2%	59,369	0.3%	-40.7%
<b>TOYOTA MOTOR</b>	<b>202,352</b>	<b>13.4%</b>	<b>209,602</b>	<b>13.5%</b>	<b>-3.5%</b>	<b>1,152,108</b>	<b>13.7%</b>	<b>1,189,309</b>	<b>13.8%</b>	<b>-3.1%</b>	<b>2,389,458</b>	<b>14.0%</b>	<b>2,468,659</b>	<b>14.2%</b>	<b>-3.2%</b>
VOLKSWAGEN	31,725	2.1%	28,941	1.9%	9.6%	184,608	2.2%	172,898	2.0%	6.8%	365,774	2.1%	351,336	2.0%	4.1%
AUDI	19,409	1.3%	19,471	1.3%	-0.3%	101,440	1.2%	107,942	1.3%	-6.0%	216,821	1.3%	231,482	1.3%	-6.3%
<b>VAG</b>	<b>51,134</b>	<b>3.4%</b>	<b>48,412</b>	<b>3.1%</b>	<b>5.6%</b>	<b>286,048</b>	<b>3.4%</b>	<b>280,840</b>	<b>3.3%</b>	<b>1.9%</b>	<b>582,595</b>	<b>3.4%</b>	<b>582,818</b>	<b>3.4%</b>	<b>0.0%</b>
VOLVO / GEELY	9,934	0.7%	9,868	0.6%	0.7%	50,120	0.6%	47,622	0.6%	5.2%	100,761	0.6%	95,024	0.5%	6.0%
<b>GRAND TOTAL</b>	<b>1,511,413</b>	<b>100.0%</b>	<b>1,551,380</b>	<b>100.0%</b>	<b>-2.6%</b>	<b>8,429,465</b>	<b>100.0%</b>	<b>8,601,236</b>	<b>100.0%</b>	<b>-2.0%</b>	<b>17,085,128</b>	<b>100.0%</b>	<b>17,371,699</b>	<b>100.0%</b>	<b>-1.6%</b>

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

General Motors and Ford Motor - monthly sales are estimated. They only report 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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