



U.S. AUTO SALES OVERVIEW

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

Morgan & Company

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

GRAND TOTAL	984,477	1,606,088	-38.7%	3,480,644	4,000,401	-13.0%	16,534,025	17,179,648	-3.8%
SAAR-Annual Rate	11,283,348	17,339,695	-34.9%	15,030,158	16,902,384	-11.1%	16,523,277	17,210,165	-4.0%

BY REGION OF MANUFACTURE															
N. AMERICAN SOURCE	794,130	80.7%	1,253,835	78.1%	-36.7%	2,750,612	79.0%	3,113,758	77.8%	-11.7%	12,963,695	78.4%	13,345,236	77.7%	-2.9%
ASIAN SOURCE	145,264	14.8%	259,801	16.2%	-44.1%	555,777	16.0%	656,238	16.4%	-15.3%	2,673,041	16.2%	2,807,571	16.3%	-4.8%
EUROPEAN SOURCE	45,083	4.6%	92,452	5.8%	-51.2%	174,255	5.0%	230,405	5.8%	-24.4%	897,289	5.4%	1,026,841	6.0%	-12.6%
GRAND TOTAL	984,477	100.0%	1,606,088	100.0%	-38.7%	3,480,644	100.0%	4,000,401	100.0%	-13.0%	16,534,025	100.0%	17,179,648	100.0%	-3.8%

CAR - TRUCK SPLIT															
TOTAL CAR	259,782	26.4%	488,258	30.4%	-46.8%	906,112	26.0%	1,214,879	30.4%	-25.4%	4,482,245	27.1%	5,229,335	30.4%	-14.3%
TOTAL LIGHT TRUCK	724,695	73.6%	1,117,830	69.6%	-35.2%	2,574,532	74.0%	2,785,522	69.6%	-7.6%	12,051,780	72.9%	11,950,313	69.6%	0.8%
GRAND TOTAL	984,477	100.0%	1,606,088	100.0%	-38.7%	3,480,644	100.0%	4,000,401	100.0%	-13.0%	16,534,025	100.0%	17,179,648	100.0%	-3.8%

CARS BY SOURCE REGION															
N. AMERICAN CAR	204,808	78.8%	377,836	77.4%	-45.8%	698,578	77.1%	946,927	77.9%	-26.2%	3,363,753	75.0%	4,019,481	76.9%	-16.3%
IMPORT CAR	54,974	21.2%	110,422	22.6%	-50.2%	207,534	22.9%	267,952	22.1%	-22.5%	1,118,492	25.0%	1,209,854	23.1%	-7.6%
TOTAL CAR	259,782	100.0%	488,258	100.0%	-46.8%	906,112	100.0%	1,214,879	100.0%	-25.4%	4,482,245	100.0%	5,229,335	100.0%	-14.3%

TRUCKS BY SOURCE REGION															
NA LIGHT TRUCK	589,322	81.3%	875,999	78.4%	-32.7%	2,052,034	79.7%	2,166,831	77.8%	-5.3%	9,599,942	79.7%	9,325,755	78.0%	2.9%
IMPORT LIGHT TRUCK	135,373	18.7%	241,831	21.6%	-44.0%	522,498	20.3%	618,691	22.2%	-15.5%	2,451,838	20.3%	2,624,558	22.0%	-6.6%
TOTAL LIGHT TRUCK	724,695	100.0%	1,117,830	100.0%	-35.2%	2,574,532	100.0%	2,785,522	100.0%	-7.6%	12,051,780	100.0%	11,950,313	100.0%	0.8%

GRAND TOTAL	984,477	100.0%	1,606,088	100.0%	-38.7%	3,480,644	100.0%	4,000,401	100.0%	-13.0%	16,534,025	100.0%	17,179,648	100.0%	-3.8%
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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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