



Morgan & Company, Inc.
Summary Page

U.S. AUTO SALES SUMMARY

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

| | Monthly Totals | | | | | Calendar Year-To-Date | | | | | 12 Month Totals | | | | |
|--|-------------------|--------------|-------------------|--------------|---------------|-----------------------|--------------|-------------------|--------------|---------------|-------------------|--------------|-------------------|--------------|---------------|
| | May 2017 | Share | May 2016 | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change |
| TRADITIONAL DOMESTIC BRAND TOTALS | | | | | | | | | | | | | | | |
| General Motors | 237,364 | 15.7% | 240,450 | 15.8% | -1.3% | 1,171,291 | 16.9% | 1,183,705 | 16.7% | -1.0% | 3,030,361 | 17.5% | 3,019,879 | 17.3% | 0.3% |
| Ford Motor | 240,250 | 15.9% | 234,748 | 15.4% | 2.3% | 1,067,231 | 15.4% | 1,106,074 | 15.6% | -3.5% | 2,560,368 | 14.8% | 2,645,518 | 15.1% | -3.2% |
| FCA US | 193,040 | 12.8% | 194,720 | 12.8% | -0.9% | 880,014 | 12.7% | 941,863 | 13.3% | -6.6% | 2,182,466 | 12.6% | 2,295,845 | 13.1% | -4.9% |
| TOTAL 'DETROIT THREE' | 670,654 | 44.3% | 669,918 | 44.0% | 0.1% | 3,118,536 | 44.9% | 3,231,642 | 45.5% | -3.5% | 7,773,195 | 44.8% | 7,961,242 | 45.5% | -2.4% |
| Honda / Acura | 148,414 | 9.8% | 147,108 | 9.7% | 0.9% | 652,093 | 9.4% | 653,640 | 9.2% | -0.2% | 1,636,395 | 9.4% | 1,621,587 | 9.3% | 0.9% |
| Hyundai / Genesis | 60,011 | 4.0% | 71,006 | 4.7% | -15.5% | 291,853 | 4.2% | 306,549 | 4.3% | -4.8% | 760,309 | 4.4% | 764,611 | 4.4% | -0.6% |
| Isuzu | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| Kia | 58,507 | 3.9% | 62,926 | 4.1% | -7.0% | 239,593 | 3.4% | 265,755 | 3.7% | -9.8% | 621,436 | 3.6% | 634,758 | 3.6% | -2.1% |
| Mazda | 26,047 | 1.7% | 28,328 | 1.9% | -8.1% | 119,282 | 1.7% | 119,166 | 1.7% | 0.1% | 297,889 | 1.7% | 306,577 | 1.8% | -2.8% |
| Mitsubishi | 9,429 | 0.6% | 9,025 | 0.6% | 4.5% | 46,951 | 0.7% | 43,911 | 0.6% | 6.9% | 99,307 | 0.6% | 97,672 | 0.6% | 1.7% |
| Nissan / Infiniti | 137,471 | 9.1% | 133,496 | 8.8% | 3.0% | 676,360 | 9.7% | 657,561 | 9.3% | 2.9% | 1,583,222 | 9.1% | 1,530,224 | 8.7% | 3.5% |
| Subaru | 56,135 | 3.7% | 50,083 | 3.3% | 12.1% | 252,753 | 3.6% | 232,860 | 3.3% | 8.5% | 635,025 | 3.7% | 587,452 | 3.4% | 8.1% |
| Suzuki | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| Toyota / Lexus / Scion | 218,248 | 14.4% | 219,339 | 14.4% | -0.5% | 952,785 | 13.7% | 999,543 | 14.1% | -4.7% | 2,402,829 | 13.9% | 2,477,328 | 14.2% | -3.0% |
| ASIAN BRANDS | 714,262 | 47.2% | 721,311 | 47.4% | -1.0% | 3,231,670 | 46.5% | 3,278,985 | 46.2% | -1.4% | 8,036,412 | 46.3% | 8,020,209 | 45.8% | 0.2% |
| BMW / Mini | 29,878 | 2.0% | 33,612 | 2.2% | -11.1% | 137,916 | 2.0% | 144,811 | 2.0% | -4.8% | 358,309 | 2.1% | 388,815 | 2.2% | -7.8% |
| Jaguar (Tata Motors) | 3,113 | 0.2% | 2,164 | 0.1% | 43.9% | 17,719 | 0.3% | 8,248 | 0.1% | 114.8% | 40,714 | 0.2% | 16,095 | 0.1% | 153.0% |
| Land Rover (Tata Motors) | 4,993 | 0.3% | 4,950 | 0.3% | 0.9% | 30,079 | 0.4% | 30,943 | 0.4% | -2.8% | 72,997 | 0.4% | 73,856 | 0.4% | -1.2% |
| Daimler (Mercedes-Benz) | 30,290 | 2.0% | 32,567 | 2.1% | -7.0% | 147,415 | 2.1% | 149,167 | 2.1% | -1.2% | 379,000 | 2.2% | 378,759 | 2.2% | 0.1% |
| Porsche | 4,805 | 0.3% | 4,578 | 0.3% | 5.0% | 23,052 | 0.3% | 22,226 | 0.3% | 3.7% | 55,106 | 0.3% | 53,067 | 0.3% | 3.8% |
| Saab (Spyker) | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| Volvo (Geely) | 6,202 | 0.4% | 5,536 | 0.4% | 12.0% | 26,802 | 0.4% | 28,066 | 0.4% | -4.5% | 81,329 | 0.5% | 74,731 | 0.4% | 8.8% |
| Volkswagen / Audi (VAG) | 49,211 | 3.3% | 47,507 | 3.1% | 3.6% | 217,416 | 3.1% | 203,694 | 2.9% | 6.7% | 546,883 | 3.2% | 535,977 | 3.1% | 2.0% |
| EUROPEAN BRANDS | 128,492 | 8.5% | 130,914 | 8.6% | -1.9% | 600,399 | 8.6% | 587,155 | 8.3% | 2.3% | 1,534,338 | 8.8% | 1,521,300 | 8.7% | 0.9% |
| TOTAL AUTO SALES | 1,513,408 | | 1,522,143 | | -0.6% | 6,950,605 | | 7,097,782 | | -2.1% | 17,343,945 | | 17,502,751 | | -0.9% |
| SAAR-Annual Rate | 16,613,267 | | 17,144,503 | | -3.1% | 17,000,591 | | 17,324,399 | | -1.9% | 17,353,698 | | 17,557,931 | | -1.2% |

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.

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