



Morgan & Company, Inc.  
Summary Page

## U.S. AUTO SALES SUMMARY

May, 2018 (Month, CYTD, 12-Month Totals, MYTD)

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	May 2018	Share	May 2017	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	259,875	16.5%	237,364	15.7%	9.5%	1,211,544	17.3%	1,171,291	16.9%	3.4%	3,042,494	17.6%	3,030,361	17.5%	0.4%
Ford Motor	241,527	15.3%	240,250	15.9%	0.5%	1,042,177	14.8%	1,067,231	15.4%	-2.3%	2,550,146	14.8%	2,560,368	14.8%	-0.4%
FCA US	214,294	13.6%	193,040	12.8%	11.0%	913,212	13.0%	880,014	12.7%	3.8%	2,092,574	12.1%	2,182,466	12.6%	-4.1%
<b>TOTAL 'DETROIT THREE'</b>	<b>715,696</b>	<b>45.3%</b>	<b>670,654</b>	<b>44.3%</b>	<b>6.7%</b>	<b>3,166,933</b>	<b>45.1%</b>	<b>3,118,536</b>	<b>44.9%</b>	<b>1.6%</b>	<b>7,685,214</b>	<b>44.6%</b>	<b>7,773,195</b>	<b>44.8%</b>	<b>-1.1%</b>
Honda / Acura	153,069	9.7%	148,414	9.8%	3.1%	641,261	9.1%	652,093	9.4%	-1.7%	1,630,597	9.5%	1,636,395	9.4%	-0.4%
Hyundai / Genesis	66,056	4.2%	60,011	4.0%	10.1%	270,997	3.9%	291,853	4.2%	-7.1%	664,699	3.9%	760,309	4.4%	-12.6%
Isuzu	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Kia	59,462	3.8%	58,507	3.9%	1.6%	236,992	3.4%	239,593	3.4%	-1.1%	587,067	3.4%	621,436	3.6%	-5.5%
Mazda	29,980	1.9%	26,047	1.7%	15.1%	137,031	2.0%	119,282	1.7%	14.9%	307,219	1.8%	297,889	1.7%	3.1%
Mitsubishi	12,416	0.8%	9,429	0.6%	31.7%	56,178	0.8%	46,951	0.7%	19.7%	112,913	0.7%	99,307	0.6%	13.7%
Nissan / Infiniti	131,832	8.3%	137,471	9.1%	-4.1%	635,599	9.1%	676,360	9.7%	-6.0%	1,552,703	9.0%	1,583,222	9.1%	-1.9%
Subaru	60,146	3.8%	56,135	3.7%	7.1%	263,019	3.7%	252,753	3.6%	4.1%	658,222	3.8%	635,025	3.7%	3.7%
Suzuki	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Toyota / Lexus / Scion	215,321	13.6%	218,248	14.4%	-1.3%	979,707	14.0%	952,785	13.7%	2.8%	2,461,433	14.3%	2,402,829	13.9%	2.4%
<b>ASIAN BRANDS</b>	<b>728,282</b>	<b>46.1%</b>	<b>714,262</b>	<b>47.2%</b>	<b>2.0%</b>	<b>3,220,784</b>	<b>45.9%</b>	<b>3,231,670</b>	<b>46.5%</b>	<b>-0.3%</b>	<b>7,974,853</b>	<b>46.3%</b>	<b>8,036,412</b>	<b>46.3%</b>	<b>-0.8%</b>
BMW / Mini	30,888	2.0%	29,878	2.0%	3.4%	142,469	2.0%	137,916	2.0%	3.3%	357,340	2.1%	358,309	2.1%	-0.3%
Jaguar (Tata Motors)	2,366	0.1%	3,113	0.2%	-24.0%	12,434	0.2%	17,719	0.3%	-29.8%	34,309	0.2%	40,714	0.2%	-15.7%
Land Rover (Tata Motors)	7,103	0.4%	4,993	0.3%	42.3%	37,797	0.5%	30,079	0.4%	25.7%	82,457	0.5%	72,997	0.4%	13.0%
Daimler (Mercedes-Benz)	30,187	1.9%	30,290	2.0%	-0.3%	147,283	2.1%	147,415	2.1%	-0.1%	375,179	2.2%	379,000	2.2%	-1.0%
Porsche	5,005	0.3%	4,805	0.3%	4.2%	24,529	0.3%	23,052	0.3%	6.4%	56,897	0.3%	55,106	0.3%	3.3%
Saab (Spyker)	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
Volvo (Geely)	9,338	0.6%	6,202	0.4%	50.6%	37,754	0.5%	26,802	0.4%	40.9%	92,459	0.5%	81,329	0.5%	13.7%
Volkswagen / Audi (VAG)	50,526	3.2%	49,211	3.3%	2.7%	232,428	3.3%	217,416	3.1%	6.9%	581,417	3.4%	546,883	3.2%	6.3%
<b>EUROPEAN BRANDS</b>	<b>135,413</b>	<b>8.6%</b>	<b>128,492</b>	<b>8.5%</b>	<b>5.4%</b>	<b>634,694</b>	<b>9.0%</b>	<b>600,399</b>	<b>8.6%</b>	<b>5.7%</b>	<b>1,580,058</b>	<b>9.2%</b>	<b>1,534,338</b>	<b>8.8%</b>	<b>3.0%</b>
<b>TOTAL AUTO SALES</b>	<b>1,579,391</b>		<b>1,513,408</b>		<b>4.4%</b>	<b>7,022,411</b>		<b>6,950,605</b>		<b>1.0%</b>	<b>17,240,125</b>		<b>17,343,945</b>		<b>-0.6%</b>
<b>SAAR-Annual Rate</b>	<b>16,787,564</b>		<b>16,738,686</b>		<b>0.3%</b>	<b>17,072,691</b>		<b>17,039,000</b>		<b>0.2%</b>	<b>17,215,886</b>		<b>17,352,689</b>		<b>-0.8%</b>

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

GM sales estimated for current month. GM has now decided to only report sales quarterly.

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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