



SAAR - U.S. AUTO SALES OVERVIEW

May, 2011 (Month, CYTD, 12-Month Totals, MYTD)

SEASONALLY ADJUSTED ANNUAL RATES

	1 MONTH TOTALS SAAR			CALENDAR YEAR-TO-DATE SAAR					12 Month Totals SAAR						
	May 2011	Share	May 2010	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
GRAND TOTAL	11,790,159		11,644,378		1.3%	12,822,423		11,184,317		14.6%	12,256,427		11,081,237		10.6%

TRADITIONAL DOMESTIC BRAND TOTALS

GENERAL MOTORS	2,469,474	20.9%	2,385,401	20.5%	3.5%	2,566,953	20.0%	2,141,925	19.2%	19.8%	2,386,792	19.5%	2,175,161	19.6%	9.7%
Car Total/Car Share	1,035,933	18.0%	873,534	15.5%	18.6%	1,061,932	16.4%	849,135	14.9%	25.1%	899,334	14.8%	902,535	15.6%	-0.4%
Truck Total/Truck Share	1,433,540	23.7%	1,511,867	25.2%	-5.2%	1,505,022	23.7%	1,292,789	23.6%	16.4%	1,487,458	24.0%	1,272,626	24.1%	16.9%
FORD MOTOR	2,148,691	18.2%	2,056,197	17.7%	4.5%	2,118,466	16.5%	1,890,478	16.9%	12.1%	2,024,253	16.5%	1,796,818	16.2%	12.7%
Car Total/Car Share	796,241	13.9%	694,859	12.3%	14.6%	778,321	12.0%	700,390	12.3%	11.1%	730,070	12.1%	661,297	11.4%	10.4%
Truck Total/Truck Share	1,352,450	22.4%	1,361,338	22.7%	-0.7%	1,340,145	21.1%	1,190,088	21.7%	12.6%	1,294,183	20.9%	1,135,522	21.5%	14.0%
CHRYSLER GROUP LLC	1,308,238	11.1%	1,126,853	9.7%	16.1%	1,254,102	9.8%	1,049,814	9.4%	19.5%	1,165,435	9.5%	961,343	8.7%	21.2%
Car Total/Car Share	340,964	5.9%	337,319	6.0%	1.1%	307,302	4.7%	304,087	5.3%	1.1%	283,149	4.7%	263,596	4.5%	7.4%
Truck Total/Truck Share	967,274	16.0%	789,534	13.2%	22.5%	946,801	14.9%	745,727	13.6%	27.0%	882,286	14.2%	697,747	13.2%	26.4%
TOTAL 'DETROIT 3'	5,926,402	50.3%	5,568,451	47.8%	6.4%	5,939,521	46.3%	5,082,217	45.4%	16.9%	5,576,480	45.5%	4,933,322	44.5%	13.0%
Car Total/Car Share	2,173,138	37.9%	1,905,713	33.8%	14.0%	2,147,554	33.2%	1,853,613	32.5%	15.9%	1,912,553	31.6%	1,827,427	31.5%	4.7%
Truck Total/Truck Share	3,753,265	62.0%	3,662,738	61.0%	2.5%	3,791,968	59.8%	3,228,605	59.0%	17.4%	3,663,927	59.1%	3,105,895	58.8%	18.0%

IMPORT BRAND TOTALS

JAPANESE BRANDS	3,569,815	30.3%	4,362,991	37.5%	-18.2%	4,672,897	36.4%	4,336,875	38.8%	7.7%	4,608,367	37.6%	4,429,952	40.0%	4.0%
Car Total/Car Share	2,000,693	34.9%	2,549,529	45.2%	-21.5%	2,761,724	42.6%	2,628,675	46.1%	5.1%	2,684,840	44.3%	2,742,997	47.3%	-2.1%
Truck Total/Truck Share	1,569,123	25.9%	1,813,463	30.2%	-13.5%	1,911,173	30.1%	1,708,200	31.2%	11.9%	1,923,527	31.0%	1,686,955	32.0%	14.0%
EUROPEAN BRANDS	1,122,117	9.5%	878,717	7.5%	27.7%	1,094,260	8.5%	935,550	8.4%	17.0%	1,057,876	8.6%	929,780	8.4%	13.8%
Car Total/Car Share	756,838	13.2%	624,688	11.1%	21.2%	770,386	11.9%	686,921	12.0%	12.2%	752,647	12.4%	690,802	11.9%	9.0%
Truck Total/Truck Share	365,279	6.0%	254,029	4.2%	43.8%	323,874	5.1%	248,629	4.5%	30.3%	305,229	4.9%	238,978	4.5%	27.7%
KOREAN BRANDS	1,171,824	9.9%	834,219	7.2%	40.5%	1,115,745	8.7%	829,675	7.4%	34.5%	1,013,704	8.3%	788,183	7.1%	28.6%
Car Total/Car Share	809,409	14.1%	561,210	9.9%	44.2%	797,668	12.3%	538,870	9.4%	48.0%	707,386	11.7%	540,594	9.3%	30.9%
Truck Total/Truck Share	362,415	6.0%	273,010	4.5%	32.7%	318,077	5.0%	290,804	5.3%	9.4%	306,318	4.9%	247,589	4.7%	23.7%
IMPORT TOTAL	5,863,756	49.7%	6,075,927	52.2%	-3.5%	6,882,901	53.7%	6,102,099	54.6%	12.8%	6,679,947	54.5%	6,147,915	55.5%	8.7%
Car Total/Car Share	3,566,939	62.1%	3,735,426	66.2%	-4.5%	4,329,777	66.8%	3,854,466	67.5%	12.3%	4,144,873	68.4%	3,974,393	68.5%	4.3%
Truck Total/Truck Share	2,296,817	38.0%	2,340,501	39.0%	-1.9%	2,553,124	40.2%	2,247,633	41.0%	13.6%	2,535,074	40.9%	2,173,521	41.2%	16.6%

BY REGION OF MANUFACTURE

N. AMERICAN SOURCE	9,250,781	78.5%	9,096,039	78.1%	1.7%	9,878,964	77.0%	8,599,899	76.9%	14.9%	9,346,290	76.3%	8,372,800	75.6%	11.6%
ASIAN SOURCE	1,729,889	14.7%	1,893,295	16.3%	-8.6%	2,158,832	16.8%	1,886,085	16.9%	14.5%	2,135,675	17.4%	2,006,766	18.1%	6.4%
EUROPEAN SOURCE	809,488	6.9%	655,044	5.6%	23.6%	784,627	6.1%	698,332	6.2%	12.4%	774,461	6.3%	701,671	6.3%	10.4%
GRAND TOTAL	11,790,159	100.0%	11,644,378	100.0%	1.3%	12,822,423	100.0%	11,184,317	100.0%	14.6%	12,256,427	100.0%	11,081,237	100.0%	10.6%

CAR - TRUCK SPLIT

TOTAL CAR	5,740,077	48.7%	5,641,138	48.4%	1.8%	6,477,331	50.5%	5,708,079	51.0%	13.5%	6,057,426	49.4%	5,801,821	52.4%	4.4%
TOTAL LIGHT TRUCK	6,050,082	51.3%	6,003,240	51.6%	0.8%	6,345,091	49.5%	5,476,238	49.0%	15.9%	6,199,001	50.6%	5,279,416	47.6%	17.4%
GRAND TOTAL	11,790,159	100.0%	11,644,378	100.0%	1.3%	12,822,423	100.0%	11,184,317	100.0%	14.6%	12,256,427	100.0%	11,081,237	100.0%	10.6%



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SEASONALLY ADJUSTED ANNUAL RATES

Morgan & Company, Inc.

	1 MONTH TOTALS SAAR			CALENDAR YEAR-TO-DATE SAAR					12 Month Totals SAAR					
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CARS BY SOURCE REGION

N. AMERICAN CAR	4,056,725	70.7%	3,988,695	70.7%	1.7%	4,508,569	69.6%	3,972,306	69.6%	13.5%	4,105,730	67.8%	3,959,185	68.2%	3.7%
IMPORT CAR	1,683,352	29.3%	1,652,444	29.3%	1.9%	1,968,763	30.4%	1,735,773	30.4%	13.4%	1,951,696	32.2%	1,842,636	31.8%	5.9%
TOTAL CAR	5,740,077	100.0%	5,641,138	100.0%	1.8%	6,477,331	100.0%	5,708,079	100.0%	13.5%	6,057,426	100.0%	5,801,821	100.0%	4.4%

TRUCKS BY SOURCE REGION

N. AMERICAN LT. TRUCK	5,194,056	85.9%	5,107,344	85.1%	1.7%	5,370,395	84.6%	4,627,593	84.5%	16.1%	5,240,561	84.5%	4,413,616	83.6%	18.7%
IMPORT LIGHT TRUCK	856,026	14.1%	895,896	14.9%	-4.5%	974,696	15.4%	848,645	15.5%	14.9%	958,441	15.5%	865,801	16.4%	10.7%
TOTAL LIGHT TRUCK	6,050,082	100.0%	6,003,240	100.0%	0.8%	6,345,091	100.0%	5,476,238	100.0%	15.9%	6,199,001	100.0%	5,279,416	100.0%	17.4%

SEGMENT TOTALS

LUXURY CAR	820,142	7.0%	859,320	7.4%	-4.6%	933,963	7.3%	908,781	8.1%	2.8%	959,075	7.8%	917,678	8.3%	4.5%
LARGE CAR	248,254	2.1%	281,034	2.4%	-11.7%	268,354	2.1%	286,872	2.6%	-6.5%	260,532	2.1%	251,513	2.3%	3.6%
MIDSIZE CAR	2,621,593	22.2%	2,594,537	22.3%	1.0%	2,946,394	23.0%	2,574,663	23.0%	14.4%	2,760,972	22.5%	2,628,155	23.7%	5.1%
SMALL CAR	2,050,087	17.4%	1,906,248	16.4%	7.5%	2,328,621	18.2%	1,937,763	17.3%	20.2%	2,076,847	16.9%	2,004,474	18.1%	3.6%
SUV - TRUCK BASED	603,215	5.1%	797,158	6.8%	-24.3%	624,096	4.9%	732,431	6.5%	-14.8%	675,677	5.5%	704,279	6.4%	-4.1%
SUV - CROSSOVER	3,136,444	26.6%	2,762,374	23.7%	13.5%	3,307,137	25.8%	2,607,834	23.3%	26.8%	3,092,327	25.2%	2,491,892	22.5%	24.1%
SUV TOTAL	3,739,659	31.7%	3,559,532	30.6%	5.1%	3,931,234	30.7%	3,340,265	29.9%	17.7%	3,768,004	30.7%	3,196,171	28.8%	17.9%
VAN	753,973	6.4%	774,871	6.7%	-2.7%	757,911	5.9%	664,244	5.9%	14.1%	728,037	5.9%	619,206	5.6%	17.6%
PICKUP	1,556,450	13.2%	1,668,837	14.3%	-6.7%	1,655,947	12.9%	1,471,729	13.2%	12.5%	1,702,961	13.9%	1,464,040	13.2%	16.3%
GRAND TOTAL	11,790,159	100.0%	11,644,378	100.0%	1.3%	12,822,423	100.0%	11,184,317	100.0%	14.6%	12,256,427	100.0%	11,081,237	100.0%	10.6%

CAR SEGMENTS

LUXURY CAR	820,142	14.3%	859,320	15.2%	-4.6%	933,963	14.4%	908,781	15.9%	2.8%	959,075	15.8%	917,678	15.8%	4.5%
LARGE CAR	248,254	4.3%	281,034	5.0%	-11.7%	268,354	4.1%	286,872	5.0%	-6.5%	260,532	4.3%	251,513	4.3%	3.6%
MIDSIZE CAR	2,621,593	45.7%	2,594,537	46.0%	1.0%	2,946,394	45.5%	2,574,663	45.1%	14.4%	2,760,972	45.6%	2,628,155	45.3%	5.1%
SMALL CAR	2,050,087	35.7%	1,906,248	33.8%	7.5%	2,328,621	36.0%	1,937,763	33.9%	20.2%	2,076,847	34.3%	2,004,474	34.5%	3.6%
TOTAL CAR	5,740,077	100.0%	5,641,138	100.0%	1.8%	6,477,331	100.0%	5,708,079	100.0%	13.5%	6,057,426	100.0%	5,801,821	100.0%	4.4%

TRUCK SEGMENTS

SPORT UTILITY	3,739,659	61.8%	3,559,532	59.3%	5.1%	3,931,234	62.0%	3,340,265	61.0%	17.7%	3,768,004	60.8%	3,196,171	60.5%	17.9%
VAN	753,973	12.5%	774,871	12.9%	-2.7%	757,911	11.9%	664,244	12.1%	14.1%	728,037	11.7%	619,206	11.7%	17.6%
PICKUP	1,556,450	25.7%	1,668,837	27.8%	-6.7%	1,655,947	26.1%	1,471,729	26.9%	12.5%	1,702,961	27.5%	1,464,040	27.7%	16.3%
TOTAL LIGHT TRUCK	6,050,082	100.0%	6,003,240	100.0%	0.8%	6,345,091	100.0%	5,476,238	100.0%	15.9%	6,199,001	100.0%	5,279,416	100.0%	17.4%

CORPORATE TOTALS

BMW	223,824	1.9%	182,730	1.6%	22.5%	226,059	1.8%	199,572	1.8%	13.3%	233,258	1.9%	202,763	1.8%	15.0%
MINI	63,656	0.5%	42,263	0.4%	50.6%	58,373	0.5%	40,552	0.4%	43.9%	53,051	0.4%	45,058	0.4%	17.7%
BMW GROUP	287,480	2.4%	224,993	1.9%	27.8%	284,432	2.2%	240,124	2.1%	18.5%	286,309	2.3%	247,821	2.2%	15.5%
CHRYSLER	180,102	1.5%	222,867	1.9%	-19.2%	189,158	1.5%	217,087	1.9%	-12.9%	184,841	1.5%	191,166	1.7%	-3.3%
DODGE	695,503	5.9%	649,597	5.6%	7.1%	684,925	5.3%	573,248	5.1%	19.5%	638,769	5.2%	535,968	4.8%	19.2%
FIAT	18,592	0.2%	0	0.0%	-	6,761	0.1%	0	0.0%	-	2,817	0.0%	0	0.0%	-
JEEP	414,041	3.5%	254,389	2.2%	62.8%	373,258	2.9%	259,479	2.3%	43.8%	339,008	2.8%	234,208	2.1%	44.7%
CHRYSLER GROUP LLC	1,308,238	11.1%	1,126,853	9.7%	15.3%	1,254,102	9.8%	1,049,814	9.4%	17.4%	1,165,435	9.5%	961,343	8.7%	18.9%
FORD	2,067,549	17.5%	1,879,215	16.1%	10.0%	2,033,842	15.9%	1,698,416	15.2%	19.7%	1,889,057	15.4%	1,612,905	14.6%	17.1%
LINCOLN	81,142	0.7%	81,038	0.7%	0.1%	83,848	0.7%	91,793	0.8%	-8.7%	83,580	0.7%	87,351	0.8%	-4.3%
MERCURY	0	0.0%	95,944	0.8%	-100.0%	775	0.0%	100,270	0.9%	-99.2%	51,616	0.4%	96,563	0.9%	-46.5%
FORD MOTOR	2,148,691	18.2%	2,056,197	17.7%	4.5%	2,118,466	16.5%	1,890,478	16.9%	12.1%	2,024,253	16.5%	1,796,818	16.2%	12.7%



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BUICK	169,225	1.4%	131,245	1.1%	28.9%	193,199	1.5%	138,384	1.2%	39.6%	178,338	1.5%	121,570	1.1%	46.7%
CADILLAC	128,945	1.1%	130,166	1.1%	-0.9%	162,617	1.3%	128,459	1.1%	26.6%	161,054	1.3%	122,598	1.1%	31.4%
CHEVROLET	1,791,995	15.2%	1,775,247	15.2%	0.9%	1,828,454	14.3%	1,550,929	13.9%	17.9%	1,678,202	13.7%	1,489,786	13.4%	12.6%
OLDSMOBILE	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
PONTIAC	0	0.0%	1,812	0.0%	-100.0%	0	0.0%	2,169	0.0%	-100.0%	360	0.0%	111,433	1.0%	-99.7%
GMC	379,309	3.2%	332,120	2.9%	14.2%	382,683	3.0%	299,976	2.7%	27.6%	367,325	3.0%	279,826	2.5%	31.3%
HUMMER	0	0.0%	14,300	0.1%	-100.0%	0	0.0%	6,214	0.1%	-100.0%	1,174	0.0%	6,442	0.1%	-81.8%
SATURN	0	0.0%	510	0.0%	-100.0%	0	0.0%	15,793	0.1%	-100.0%	339	0.0%	43,506	0.4%	-99.2%
GENERAL MOTORS	2,469,474	20.9%	2,385,401	20.5%	3.5%	2,566,953	20.0%	2,141,925	19.2%	19.8%	2,386,792	19.5%	2,175,161	19.6%	9.7%
ACURA	100,415	0.9%	124,115	1.1%	-19.1%	127,232	1.0%	121,733	1.1%	4.5%	135,778	1.1%	113,684	1.0%	19.4%
HONDA	904,806	7.7%	1,103,040	9.5%	-18.0%	1,139,948	8.9%	1,049,625	9.4%	8.6%	1,130,241	9.2%	1,085,427	9.8%	4.1%
HONDA MOTOR	1,005,221	8.5%	1,227,155	10.5%	-18.1%	1,267,180	9.9%	1,171,358	10.5%	8.2%	1,266,019	10.3%	1,199,110	10.8%	5.6%
HYUNDAI	640,198	5.4%	504,525	4.3%	26.9%	633,185	4.9%	493,417	4.4%	28.3%	595,584	4.9%	470,311	4.2%	26.6%
ISUZU	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
KIA	531,626	4.5%	329,695	2.8%	61.2%	482,560	3.8%	336,258	3.0%	43.5%	418,120	3.4%	317,872	2.9%	31.5%
MAZDA	196,580	1.7%	235,094	2.0%	-16.4%	247,341	1.9%	236,197	2.1%	4.7%	234,699	1.9%	218,434	2.0%	7.4%
MERCEDES / MAYBACH	229,917	2.0%	206,624	1.8%	11.3%	239,605	1.9%	222,010	2.0%	7.9%	239,956	2.0%	220,425	2.0%	8.9%
MINI	10,000	0.1%	10,000	0.1%	0.0%	10,000	0.1%	10,000	0.1%	0.0%	10,000	0.1%	10,000	0.1%	0.0%
MITSUBISHI	83,452	0.7%	49,169	0.4%	69.7%	87,032	0.7%	54,540	0.5%	59.6%	69,519	0.6%	54,318	0.5%	28.0%
NISSAN	767,603	6.5%	789,334	6.8%	-2.8%	951,957	7.4%	817,246	7.3%	16.5%	864,625	7.1%	770,025	6.9%	12.3%
INFINITI	70,011	0.6%	83,673	0.7%	-16.3%	101,340	0.8%	95,430	0.9%	6.2%	106,253	0.9%	88,346	0.8%	20.3%
NISSAN MOTOR	837,614	7.1%	873,006	7.5%	-4.1%	1,053,297	8.2%	912,676	8.2%	15.4%	970,878	7.9%	858,371	7.7%	13.1%
PORSCHE	31,540	0.3%	18,970	0.2%	66.3%	31,677	0.2%	21,658	0.2%	46.3%	29,642	0.2%	20,045	0.2%	47.9%
SAAB / SPYKER	4,058	0.0%	1,758	0.0%	130.8%	7,780	0.1%	3,011	0.0%	158.4%	7,673	0.1%	5,272	0.0%	45.5%
SUBARU	219,374	1.9%	248,089	2.1%	-11.6%	272,683	2.1%	251,078	2.2%	8.6%	273,616	2.2%	245,979	2.2%	11.2%
SUZUKI	24,888	0.2%	19,699	0.2%	26.3%	27,525	0.2%	23,433	0.2%	17.5%	26,074	0.2%	27,797	0.3%	-6.2%
JAGUAR	13,397	0.1%	9,605	0.1%	39.5%	12,268	0.1%	10,320	0.1%	18.9%	14,135	0.1%	11,168	0.1%	26.6%
LAND ROVER	34,720	0.3%	30,755	0.3%	12.9%	33,895	0.3%	29,214	0.3%	16.0%	33,841	0.3%	28,223	0.3%	19.9%
TATA MOTORS LTD	48,116	0.4%	40,360	0.3%	19.2%	46,163	0.4%	39,534	0.4%	16.8%	47,976	0.4%	39,391	0.4%	21.8%
TOYOTA	1,015,597	8.6%	1,433,525	12.3%	-29.2%	1,473,849	11.5%	1,426,397	12.8%	3.3%	1,498,517	12.2%	1,539,686	13.9%	-2.7%
LEXUS	137,591	1.2%	236,198	2.0%	-41.7%	187,816	1.5%	218,794	2.0%	-14.2%	217,149	1.8%	233,389	2.1%	-7.0%
SCION	49,497	0.4%	41,055	0.4%	20.6%	56,173	0.4%	42,402	0.4%	32.5%	51,895	0.4%	52,867	0.5%	-1.8%
TOYOTA MOTOR	1,202,685	10.2%	1,710,778	14.7%	-29.7%	1,717,838	13.4%	1,687,593	15.1%	1.8%	1,767,561	14.4%	1,825,942	16.5%	-3.2%
VOLKSWAGEN	324,719	2.8%	240,849	2.1%	34.8%	302,768	2.4%	255,415	2.3%	18.5%	277,797	2.3%	241,923	2.2%	14.8%
AUDI	114,725	1.0%	95,604	0.8%	20.0%	111,732	0.9%	96,823	0.9%	15.4%	108,653	0.9%	92,895	0.8%	17.0%
VAG	439,444	3.7%	336,453	2.9%	30.6%	414,500	3.2%	352,239	3.1%	17.7%	386,450	3.2%	334,818	3.0%	15.4%
VOLVO / GEELY	81,561	0.7%	49,559	0.4%	64.6%	70,104	0.5%	56,975	0.5%	23.0%	59,871	0.5%	62,008	0.6%	-3.4%
GRAND TOTAL	11,790,159	100.0%	11,644,378	100.0%	1.3%	12,822,423	100.0%	11,184,317	100.0%	14.6%	12,256,427	100.0%	11,081,237	100.0%	10.6%