



U.S. AUTO SALES OVERVIEW

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

Morgan & Company, Inc.

	Monthly Totals					Calendar Year-To-Date					12 Month Totals				
	June 2011	Share	June 2010	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
GRAND TOTAL	1,052,612		983,200		7.1%	6,329,472		5,611,448		12.8%	12,301,130		11,229,672		9.5%
SAAR-Annual Rate	11,440,446		11,160,041		2.5%	12,592,093		11,180,271		12.6%	12,279,794		11,193,331		9.7%
TRADITIONAL DOMESTIC BRAND TOTALS															
GENERAL MOTORS	215,335	20.5%	194,716	19.8%	10.6%	1,261,610	19.9%	1,076,993	19.2%	17.1%	2,395,708	19.5%	2,197,930	19.6%	9.0%
Car Total/Car Share	95,416	18.2%	74,891	15.0%	27.4%	533,825	16.6%	426,459	14.9%	25.2%	915,979	15.1%	895,588	15.3%	2.3%
Truck Total/Truck Share	119,919	22.7%	119,825	24.8%	0.1%	727,785	23.3%	650,534	23.7%	11.9%	1,479,729	23.7%	1,302,342	24.2%	13.6%
FORD MOTOR	193,415	18.4%	170,695	17.4%	13.3%	1,069,736	16.9%	953,146	17.0%	12.2%	2,048,124	16.6%	1,825,449	16.3%	12.2%
Car Total/Car Share	73,116	13.9%	62,519	12.5%	17.0%	399,937	12.5%	354,882	12.4%	12.7%	741,973	12.2%	670,501	11.5%	10.7%
Truck Total/Truck Share	120,299	22.8%	108,176	22.4%	11.2%	669,799	21.4%	598,264	21.8%	12.0%	1,306,151	21.0%	1,154,948	21.5%	13.1%
CHRYSLER GROUP LLC	120,394	11.4%	92,482	9.4%	30.2%	639,932	10.1%	527,219	9.4%	21.4%	1,197,924	9.7%	987,424	8.8%	21.3%
Car Total/Car Share	31,659	6.0%	30,065	6.0%	5.3%	163,570	5.1%	157,849	5.5%	3.6%	290,007	4.8%	279,220	4.8%	3.9%
Truck Total/Truck Share	88,735	16.8%	62,417	12.9%	42.2%	476,362	15.3%	369,370	13.5%	29.0%	907,917	14.6%	708,204	13.2%	28.2%
TOTAL 'DETROIT 3'	529,144	50.3%	457,893	46.6%	15.6%	2,971,278	46.9%	2,557,358	45.6%	16.2%	5,641,756	45.9%	5,010,803	44.6%	12.6%
Car Total/Car Share	200,191	38.2%	167,475	33.5%	19.5%	1,097,332	34.2%	939,190	32.7%	16.8%	1,947,959	32.1%	1,845,309	31.5%	5.6%
Truck Total/Truck Share	328,953	62.3%	290,418	60.1%	13.3%	1,873,946	60.0%	1,618,168	59.0%	15.8%	3,693,797	59.3%	3,165,494	58.9%	16.7%
IMPORT BRAND TOTALS															
JAPANESE BRANDS	316,448	30.1%	357,873	36.4%	-11.6%	2,237,148	35.3%	2,160,501	38.5%	3.5%	4,552,355	37.0%	4,477,104	39.9%	1.7%
Car Total/Car Share	177,919	33.9%	214,466	42.9%	-17.0%	1,313,762	41.0%	1,306,270	45.5%	0.6%	2,635,329	43.4%	2,762,017	47.2%	-4.6%
Truck Total/Truck Share	138,529	26.2%	143,407	29.7%	-3.4%	923,386	29.6%	854,231	31.1%	8.1%	1,917,026	30.8%	1,715,087	31.9%	11.8%
EUROPEAN BRANDS	102,767	9.8%	84,323	8.6%	21.9%	553,145	8.7%	467,737	8.3%	18.3%	1,070,473	8.7%	932,876	8.3%	14.7%
Car Total/Car Share	71,848	13.7%	61,644	12.3%	16.6%	388,918	12.1%	342,588	11.9%	13.5%	758,087	12.5%	690,603	11.8%	9.8%
Truck Total/Truck Share	30,919	5.9%	22,679	4.7%	36.3%	164,227	5.3%	125,149	4.6%	31.2%	312,386	5.0%	242,273	4.5%	28.9%
KOREAN BRANDS	104,253	9.9%	83,111	8.5%	25.4%	567,901	9.0%	425,852	7.6%	33.4%	1,036,546	8.4%	808,889	7.2%	28.1%
Car Total/Car Share	74,398	14.2%	56,421	11.3%	31.9%	406,835	12.7%	280,248	9.8%	45.2%	727,965	12.0%	555,072	9.5%	31.1%
Truck Total/Truck Share	29,855	5.7%	26,690	5.5%	11.9%	161,066	5.2%	145,604	5.3%	10.6%	308,581	5.0%	253,817	4.7%	21.6%
IMPORT TOTAL	523,468	49.7%	525,307	53.4%	-0.4%	3,358,194	53.1%	3,054,090	54.4%	10.0%	6,659,374	54.1%	6,218,869	55.4%	7.1%
Car Total/Car Share	324,165	61.8%	332,531	66.5%	-2.5%	2,109,515	65.8%	1,929,106	67.3%	9.4%	4,121,381	67.9%	4,007,692	68.5%	2.8%
Truck Total/Truck Share	199,303	37.7%	192,776	39.9%	3.4%	1,248,679	40.0%	1,124,984	41.0%	11.0%	2,537,993	40.7%	2,211,177	41.1%	14.8%
BY REGION OF MANUFACTURE															
N. AMERICAN SOURCE	829,733	78.8%	759,002	77.2%	9.3%	4,896,432	77.4%	4,321,530	77.0%	13.3%	9,405,802	76.5%	8,509,377	75.8%	10.5%
ASIAN SOURCE	150,172	14.3%	159,363	16.2%	-5.8%	1,037,260	16.4%	938,519	16.7%	10.5%	2,116,933	17.2%	2,014,418	17.9%	5.1%
EUROPEAN SOURCE	72,707	6.9%	64,835	6.6%	12.1%	395,780	6.3%	351,399	6.3%	12.6%	778,395	6.3%	705,877	6.3%	10.3%
GRAND TOTAL	1,052,612	100.0%	983,200	100.0%	7.1%	6,329,472	100.0%	5,611,448	100.0%	12.8%	12,301,130	100.0%	11,229,672	100.0%	9.5%
CAR - TRUCK SPLIT															
TOTAL CAR	524,356	49.8%	500,006	50.9%	4.9%	3,206,847	50.7%	2,868,296	51.1%	11.8%	6,069,340	49.3%	5,853,001	52.1%	3.7%
TOTAL LIGHT TRUCK	528,256	50.2%	483,194	49.1%	9.3%	3,122,625	49.3%	2,743,152	48.9%	13.8%	6,231,790	50.7%	5,376,671	47.9%	15.9%
GRAND TOTAL	1,052,612	100.0%	983,200	100.0%	7.1%	6,329,472	100.0%	5,611,448	100.0%	12.8%	12,301,130	100.0%	11,229,672	100.0%	9.5%



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CARS BY SOURCE REGION

N. AMERICAN CAR	373,002	71.1%	341,842	68.4%	9.1%	2,249,949	70.2%	1,999,567	69.7%	12.5%	4,137,458	68.2%	4,007,328	68.5%	3.2%
IMPORT CAR	151,354	28.9%	158,164	31.6%	-4.3%	956,898	29.8%	868,729	30.3%	10.1%	1,931,882	31.8%	1,845,673	31.5%	4.7%
TOTAL CAR	524,356	100.0%	500,006	100.0%	4.9%	3,206,847	100.0%	2,868,296	100.0%	11.8%	6,069,340	100.0%	5,853,001	100.0%	3.7%

TRUCKS BY SOURCE REGION

NA LIGHT TRUCK	456,731	86.5%	417,160	86.3%	9.5%	2,646,483	84.8%	2,321,963	84.6%	14.0%	5,268,344	84.5%	4,502,049	83.7%	17.0%
IMPORT LIGHT TRUCK	71,525	13.5%	66,034	13.7%	8.3%	476,142	15.2%	421,189	15.4%	13.0%	963,446	15.5%	874,622	16.3%	10.2%
TOTAL LIGHT TRUCK	528,256	100.0%	483,194	100.0%	9.3%	3,122,625	100.0%	2,743,152	100.0%	13.8%	6,231,790	100.0%	5,376,671	100.0%	15.9%

CORPORATE TOTALS

BMW	21,637	2.1%	19,182	2.0%	12.8%	113,705	1.8%	100,632	1.8%	13.0%	233,186	1.9%	203,571	1.8%	14.5%
MINI	5,228	0.5%	4,149	0.4%	26.0%	29,816	0.5%	20,953	0.4%	42.3%	54,507	0.4%	45,293	0.4%	20.3%
BMW GROUP	26,865	2.6%	23,331	2.4%	15.1%	143,521	2.3%	121,585	2.2%	18.0%	287,693	2.3%	248,864	2.2%	15.6%
CHRYSLER	16,529	1.6%	17,893	1.8%	-7.6%	96,068	1.5%	108,126	1.9%	-11.2%	185,388	1.5%	195,821	1.7%	-5.3%
DODGE	65,948	6.3%	53,858	5.5%	22.4%	349,996	5.5%	292,322	5.2%	19.7%	654,301	5.3%	553,579	4.9%	18.2%
FIAT	1,803	0.2%	0	0.0%	-	4,944	0.1%	0	0.0%	-	4,944	0.0%	0	0.0%	-
JEEP	36,114	3.4%	20,731	2.1%	74.2%	188,924	3.0%	126,771	2.3%	49.0%	353,291	2.9%	238,024	2.1%	48.4%
CHRYSLER GROUP LLC	120,394	11.4%	92,482	9.4%	27.9%	639,932	10.1%	527,219	9.4%	19.3%	1,197,924	9.7%	987,424	8.8%	19.0%
FORD	186,054	17.7%	155,127	15.8%	19.9%	1,027,485	16.2%	858,454	15.3%	19.7%	1,921,542	15.6%	1,641,015	14.6%	17.1%
LINCOLN	7,361	0.7%	6,318	0.6%	16.5%	42,003	0.7%	43,762	0.8%	-4.0%	84,069	0.7%	85,899	0.8%	-2.1%
MERCURY	0	0.0%	9,250	0.9%	-100.0%	248	0.0%	50,930	0.9%	-99.5%	42,513	0.3%	98,535	0.9%	-56.9%
FORD MOTOR	193,415	18.4%	170,695	17.4%	13.3%	1,069,736	16.9%	953,146	17.0%	12.2%	2,048,124	16.6%	1,825,449	16.3%	12.2%
BUICK	14,868	1.4%	13,133	1.3%	13.2%	93,599	1.5%	70,032	1.2%	33.7%	178,956	1.5%	125,115	1.1%	43.0%
CADILLAC	10,860	1.0%	11,788	1.2%	-7.9%	76,122	1.2%	64,785	1.2%	17.5%	158,262	1.3%	125,294	1.1%	26.3%
CHEVROLET	156,838	14.9%	141,025	14.3%	11.2%	904,538	14.3%	781,006	13.9%	15.8%	1,687,413	13.7%	1,526,000	13.6%	10.6%
OLDSMOBILE	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
PONTIAC	0	0.0%	112	0.0%	-100.0%	0	0.0%	927	0.0%	-100.0%	255	0.0%	90,433	0.8%	-99.7%
GMC	32,769	3.1%	28,218	2.9%	16.1%	187,351	3.0%	150,834	2.7%	24.2%	369,721	3.0%	288,940	2.6%	28.0%
HUMMER	0	0.0%	303	0.0%	-100.0%	0	0.0%	2,929	0.1%	-100.0%	883	0.0%	5,784	0.1%	-84.7%
SATURN	0	0.0%	137	0.0%	-100.0%	0	0.0%	6,480	0.1%	-100.0%	218	0.0%	36,364	0.3%	-99.4%
GENERAL MOTORS	215,335	20.5%	194,716	19.8%	10.6%	1,261,610	19.9%	1,076,993	19.2%	17.1%	2,395,708	19.5%	2,197,930	19.6%	9.0%
ACURA	8,708	0.8%	10,839	1.1%	-19.7%	60,680	1.0%	61,117	1.1%	-0.7%	133,169	1.1%	115,758	1.0%	15.0%
HONDA	75,184	7.1%	95,788	9.7%	-21.5%	546,762	8.6%	532,792	9.5%	2.6%	1,110,844	9.0%	1,098,157	9.8%	1.2%
HONDA MOTOR	83,892	8.0%	106,627	10.8%	-21.3%	607,442	9.6%	593,909	10.6%	2.3%	1,244,013	10.1%	1,213,915	10.8%	2.5%



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HYUNDAI	59,209	5.6%	51,205	5.2%	15.6%	322,797	5.1%	255,782	4.6%	26.2%	605,243	4.9%	486,160	4.3%	24.5%
ISUZU	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-	0	0.0%	0	0.0%	-
KIA	45,044	4.3%	31,906	3.2%	41.2%	245,104	3.9%	170,070	3.0%	44.1%	431,303	3.5%	322,729	2.9%	33.6%
MAZDA	19,307	1.8%	18,238	1.9%	5.9%	122,379	1.9%	115,719	2.1%	5.8%	236,226	1.9%	223,105	2.0%	5.9%
MERCEDES / MAYBACH	22,897	2.2%	19,580	2.0%	16.9%	120,606	1.9%	110,350	2.0%	9.3%	241,189	2.0%	221,799	2.0%	8.7%
MINI	8,299	0.8%	4,198	0.4%	97.7%	44,115	0.7%	26,490	0.5%	66.5%	73,308	0.6%	54,009	0.5%	35.7%
NISSAN	65,659	6.2%	56,266	5.7%	16.7%	457,705	7.2%	393,032	7.0%	16.5%	869,832	7.1%	772,750	6.9%	12.6%
INFINITI	6,282	0.6%	8,304	0.8%	-24.3%	47,268	0.7%	47,300	0.8%	-0.1%	103,379	0.8%	89,941	0.8%	14.9%
NISSAN MOTOR	71,941	6.8%	64,570	6.6%	11.4%	504,973	8.0%	440,332	7.8%	14.7%	973,211	7.9%	862,691	7.7%	12.8%
PORSCHE	2,546	0.2%	2,141	0.2%	18.9%	15,542	0.2%	10,983	0.2%	41.5%	29,878	0.2%	21,020	0.2%	42.1%
SAAB / SPYKER	323	0.0%	216	0.0%	49.5%	3,438	0.1%	1,346	0.0%	155.4%	7,537	0.1%	4,640	0.0%	62.4%
SUBARU	19,794	1.9%	21,601	2.2%	-8.4%	132,049	2.1%	125,960	2.2%	4.8%	269,909	2.2%	249,306	2.2%	8.3%
SUZUKI	2,278	0.2%	2,035	0.2%	11.9%	13,402	0.2%	11,549	0.2%	16.0%	25,847	0.2%	27,836	0.2%	-7.1%
JAGUAR	1,389	0.1%	1,618	0.2%	-14.2%	6,410	0.1%	5,851	0.1%	9.6%	13,899	0.1%	11,672	0.1%	19.1%
LAND ROVER	3,152	0.3%	2,790	0.3%	13.0%	17,292	0.3%	14,964	0.3%	15.6%	34,192	0.3%	29,218	0.3%	17.0%
TATA MOTORS LTD	4,541	0.4%	4,408	0.4%	3.0%	23,702	0.4%	20,815	0.4%	13.9%	48,091	0.4%	40,890	0.4%	17.6%
TOYOTA	96,708	9.2%	119,527	12.2%	-19.1%	698,157	11.0%	718,105	12.8%	-2.8%	1,468,640	11.9%	1,560,013	13.9%	-5.9%
LEXUS	10,773	1.0%	17,332	1.8%	-37.8%	88,010	1.4%	107,430	1.9%	-18.1%	209,909	1.7%	233,345	2.1%	-10.0%
SCION	3,456	0.3%	3,745	0.4%	-7.7%	26,621	0.4%	21,007	0.4%	26.7%	51,292	0.4%	52,884	0.5%	-3.0%
TOYOTA MOTOR	110,937	10.5%	140,604	14.3%	-21.1%	812,788	12.8%	846,542	15.1%	-4.0%	1,729,841	14.1%	1,846,242	16.4%	-6.3%
VOLKSWAGEN	28,444	2.7%	21,051	2.1%	35.1%	154,124	2.4%	126,012	2.2%	22.3%	284,942	2.3%	242,457	2.2%	17.5%
AUDI	10,051	1.0%	8,601	0.9%	16.9%	55,909	0.9%	48,440	0.9%	15.4%	109,098	0.9%	93,311	0.8%	16.9%
VAG	38,495	3.7%	29,652	3.0%	29.8%	210,033	3.3%	174,452	3.1%	20.4%	394,040	3.2%	335,768	3.0%	17.4%
VOLVO / GEELY	7,100	0.7%	4,995	0.5%	42.1%	36,303	0.6%	28,206	0.5%	28.7%	62,045	0.5%	59,895	0.5%	3.6%
GRAND TOTAL	1,052,612	100.0%	983,200	100.0%	7.1%	6,329,472	100.0%	5,611,448	100.0%	12.8%	12,301,130	100.0%	11,229,672	100.0%	9.5%

Source: Morgan & Company, Inc. Ph: 616-842-0031 Email: augie@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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