



U.S. AUTO SALES OVERVIEW

November, 2007 (Month, CYTD, MYTD, 12-Month Totals)

Morgan & Company, Inc.

	Monthly Totals				Calendar Year-To-Date					12 Month Totals					
	November 2007	Share	November 2006	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change	Current Total	Share	Year Ago Total	Share	Vol. % Change
GRAND TOTAL	1,178,993		1,198,505		-1.6%	14,751,014		15,117,907		-2.4%	16,181,366		16,601,191		-2.5%
SAAR-Annual Rate	16,204,117		16,132,549		0.4%	16,158,050		16,543,004		-2.3%	16,195,695		16,582,476		-2.3%
TRADITIONAL DOMESTIC BRAND TOTALS (Excludes Foreign Subsidiaries)*															
GENERAL MOTORS	259,270	22.0%	291,061	24.3%	-10.9%	3,472,812	23.5%	3,698,026	24.5%	-6.1%	3,803,778	23.5%	4,079,880	24.6%	-6.8%
Car Total and Car Share	103,383	18.3%	107,774	20.1%	-4.1%	1,347,292	19.4%	1,464,432	20.6%	-8.0%	1,473,873	19.4%	1,593,245	20.6%	-7.5%
Truck Total and Truck Share	155,887	25.4%	183,287	27.7%	-14.9%	2,125,520	27.2%	2,233,594	27.9%	-4.8%	2,329,905	27.1%	2,486,635	28.1%	-6.3%
FORD MOTOR	168,403	14.3%	166,196	13.9%	1.3%	2,191,852	14.9%	2,500,893	16.5%	-12.4%	2,407,342	14.9%	2,748,550	16.6%	-12.4%
Car Total and Car Share	54,439	9.6%	55,033	10.3%	-1.1%	698,252	10.1%	939,698	13.2%	-25.7%	763,056	10.1%	1,011,200	13.1%	-24.5%
Truck Total and Truck Share	113,964	18.6%	111,163	16.8%	2.5%	1,493,600	19.1%	1,561,195	19.5%	-4.3%	1,644,286	19.1%	1,737,350	19.6%	-5.4%
CHRYSLER LLC	161,088	13.7%	164,556	13.7%	-2.1%	1,885,227	12.8%	1,952,090	12.9%	-3.4%	2,075,642	12.8%	2,141,539	12.9%	-3.1%
Car Total and Car Share	47,314	8.4%	33,034	6.2%	43.2%	481,063	6.9%	448,796	6.3%	7.2%	529,999	7.0%	483,217	6.2%	9.7%
Truck Total and Truck Share	113,774	18.6%	131,522	19.8%	-13.5%	1,404,164	18.0%	1,503,294	18.8%	-6.6%	1,545,643	18.0%	1,658,322	18.7%	-6.8%
TOTAL 'BIG 3'	588,761	49.9%	621,813	51.9%	-5.3%	7,549,891	51.2%	8,151,009	53.9%	-7.4%	8,286,762	51.2%	8,969,969	54.0%	-7.6%
Car Total and Car Share	205,136	36.2%	195,841	36.6%	4.7%	2,526,607	36.4%	2,852,926	40.1%	-11.4%	2,766,928	36.4%	3,087,662	39.9%	-10.4%
Truck Total and Truck Share	383,625	62.6%	425,972	64.3%	-9.9%	5,023,284	64.4%	5,298,083	66.3%	-5.2%	5,519,834	64.3%	5,882,307	66.4%	-6.2%
IMPORT BRAND TOTALS															
JAPANESE BRANDS	439,217	37.3%	431,965	36.0%	1.7%	5,458,720	37.0%	5,258,515	34.8%	3.8%	5,968,984	36.9%	5,742,096	34.6%	4.0%
Car Total and Car Share	258,103	45.6%	238,574	44.5%	8.2%	3,215,885	46.3%	3,034,072	42.6%	6.0%	3,496,953	46.1%	3,285,548	42.4%	6.4%
Truck Total and Truck Share	181,114	29.5%	193,391	29.2%	-6.3%	2,242,835	28.7%	2,224,443	27.8%	0.8%	2,472,031	28.8%	2,456,548	27.7%	0.6%
EUROPEAN BRANDS	94,955	8.1%	94,107	7.9%	0.9%	1,040,476	7.1%	1,025,931	6.8%	1.4%	1,156,324	7.1%	1,144,886	6.9%	1.0%
Car Total and Car Share	71,433	12.6%	71,784	13.4%	-0.5%	796,522	11.5%	803,430	11.3%	-0.9%	882,775	11.6%	893,177	11.5%	-1.2%
Truck Total and Truck Share	23,522	3.8%	22,323	3.4%	5.4%	243,954	3.1%	222,501	2.8%	9.6%	273,549	3.2%	251,709	2.8%	8.7%
KOREAN BRANDS	56,060	4.8%	50,620	4.2%	10.7%	701,927	4.8%	682,452	4.5%	2.9%	769,296	4.8%	744,240	4.5%	3.4%
Car Total and Car Share	31,343	5.5%	29,549	5.5%	6.1%	410,905	5.9%	436,111	6.1%	-5.8%	451,056	5.9%	479,715	6.2%	-6.0%
Truck Total and Truck Share	24,717	4.0%	21,071	3.2%	17.3%	291,022	3.7%	246,341	3.1%	18.1%	318,240	3.7%	264,525	3.0%	20.3%
IMPORT TOTAL	590,232	50.1%	576,692	48.1%	2.3%	7,201,123	48.8%	6,966,898	46.1%	3.4%	7,894,604	48.8%	7,631,222	46.0%	3.5%
Car Total and Car Share	360,879	63.8%	339,907	63.4%	6.2%	4,423,312	63.7%	4,273,613	60.0%	3.5%	4,830,784	63.6%	4,658,440	60.2%	3.7%
Truck Total and Truck Share	229,353	37.4%	236,785	35.7%	-3.1%	2,777,811	35.6%	2,693,285	33.7%	3.1%	3,063,820	35.7%	2,972,782	33.6%	3.1%
BY REGION OF MANUFACTURE															
N. AMERICAN SOURCE	892,894	75.7%	911,814	76.1%	-2.1%	11,320,502	76.7%	11,766,655	77.8%	-3.8%	12,408,582	76.7%	12,952,728	78.0%	-4.2%
ASIAN SOURCE	210,062	17.8%	209,317	17.5%	0.4%	2,593,953	17.6%	2,524,043	16.7%	2.8%	2,844,801	17.6%	2,727,039	16.4%	4.3%
EUROPEAN SOURCE	76,037	6.4%	77,374	6.5%	-1.7%	836,559	5.7%	827,209	5.5%	1.1%	927,983	5.7%	921,424	5.6%	0.7%
GRAND TOTAL	1,178,993	100.0%	1,198,505	100.0%	-1.6%	14,751,014	100.0%	15,117,907	100.0%	-2.4%	16,181,366	100.0%	16,601,191	100.0%	-2.5%
CAR - TRUCK SPLIT															
TOTAL CAR	566,015	48.0%	535,748	44.7%	5.6%	6,945,254	47.1%	7,121,386	47.1%	-2.5%	7,592,411	46.9%	7,740,483	46.6%	-1.9%
TOTAL LIGHT TRUCK	612,978	52.0%	662,757	55.3%	-7.5%	7,805,760	52.9%	7,996,521	52.9%	-2.4%	8,588,955	53.1%	8,860,708	53.4%	-3.1%
GRAND TOTAL	1,178,993	100.0%	1,198,505	100.0%	-1.6%	14,751,014	100.0%	15,117,907	100.0%	-2.4%	16,181,366	100.0%	16,601,191	100.0%	-2.5%



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CARS BY SOURCE REGION

N. AMERICAN CAR	389,806	68.9%	359,166	67.0%	8.5%	4,774,926	68.8%	4,990,215	70.1%	-4.3%	5,208,253	68.6%	5,424,060	70.1%	-4.0%
IMPORT CAR	176,209	31.1%	176,582	33.0%	-0.2%	2,170,328	31.2%	2,131,171	29.9%	1.8%	2,384,158	31.4%	2,316,423	29.9%	2.9%
TOTAL CAR	566,015	100.0%	535,748	100.0%	5.6%	6,945,254	100.0%	7,121,386	100.0%	-2.5%	7,592,411	100.0%	7,740,483	100.0%	-1.9%

TRUCKS BY SOURCE REGION

N. AMERICAN LT. TRUCK	503,088	82.1%	552,648	83.4%	-9.0%	6,545,576	83.9%	6,776,440	84.7%	-3.4%	7,200,329	83.8%	7,528,668	85.0%	-4.4%
IMPORT LIGHT TRUCK	109,890	17.9%	110,109	16.6%	-0.2%	1,260,184	16.1%	1,220,081	15.3%	3.3%	1,388,626	16.2%	1,332,040	15.0%	4.2%
TOTAL LIGHT TRUCK	612,978	100.0%	662,757	100.0%	-7.5%	7,805,760	100.0%	7,996,521	100.0%	-2.4%	8,588,955	100.0%	8,860,708	100.0%	-3.1%

CORPORATE TOTALS

BMW	23,808	2.0%	22,602	1.9%	5.3%	263,596	1.8%	243,487	1.6%	8.3%	294,541	1.8%	269,951	1.6%	9.1%
MINI	3,177	0.3%	3,287	0.3%	-3.3%	38,483	0.3%	36,699	0.2%	4.9%	40,955	0.3%	39,135	0.2%	4.7%
BMW GROUP	26,985	2.3%	25,889	2.2%	4.2%	302,079	2.0%	280,186	1.9%	7.8%	335,496	2.1%	309,086	1.9%	8.5%
CHRYSLER	45,510	3.9%	52,400	4.4%	-13.1%	494,627	3.4%	549,035	3.6%	-9.9%	550,466	3.4%	601,243	3.6%	-8.4%
DODGE	80,670	6.8%	76,371	6.4%	5.6%	960,167	6.5%	989,090	6.5%	-2.9%	1,048,656	6.5%	1,073,113	6.5%	-2.3%
JEEP	34,908	3.0%	35,785	3.0%	-2.5%	430,433	2.9%	413,965	2.7%	4.0%	476,520	2.9%	467,183	2.8%	2.0%
CHRYSLER LLC	161,088	13.7%	164,556	13.7%	-1.5%	1,885,227	12.8%	1,952,090	12.9%	-2.8%	2,075,642	12.8%	2,141,539	12.9%	-2.6%
FORD	146,455	12.4%	146,442	12.2%	0.0%	1,914,639	13.0%	2,226,184	14.7%	-14.0%	2,103,514	13.0%	2,447,722	14.7%	-14.1%
LINCOLN	8,744	0.7%	9,410	0.8%	-7.1%	121,422	0.8%	107,670	0.7%	12.8%	134,228	0.8%	120,282	0.7%	11.6%
MERCURY	13,204	1.1%	10,344	0.9%	27.6%	155,791	1.1%	167,039	1.1%	-6.7%	169,600	1.0%	180,546	1.1%	-6.1%
JAGUAR	1,114	0.1%	1,256	0.1%	-11.3%	14,161	0.1%	19,130	0.1%	-26.0%	15,714	0.1%	21,575	0.1%	-27.2%
VOLVO	8,227	0.7%	9,229	0.8%	-10.9%	96,872	0.7%	107,282	0.7%	-9.7%	105,397	0.7%	116,362	0.7%	-9.4%
LAND ROVER	4,352	0.4%	4,229	0.4%	2.9%	44,663	0.3%	41,760	0.3%	7.0%	50,677	0.3%	48,673	0.3%	4.1%
FORD MOTOR	182,096	15.4%	180,910	15.1%	0.7%	2,347,548	15.9%	2,669,065	17.7%	-12.0%	2,579,130	15.9%	2,935,160	17.7%	-12.1%
BUICK	13,245	1.1%	18,089	1.5%	-26.8%	171,391	1.2%	224,671	1.5%	-23.7%	187,377	1.2%	246,673	1.5%	-24.0%
CADILLAC	17,041	1.4%	17,250	1.4%	-1.2%	193,291	1.3%	204,299	1.4%	-5.4%	216,006	1.3%	227,245	1.4%	-4.9%
CHEVROLET	150,364	12.8%	169,713	14.2%	-11.4%	2,066,280	14.0%	2,203,971	14.6%	-6.2%	2,258,841	14.0%	2,433,275	14.7%	-7.2%
OLDSMOBILE	0	0.0%	0	0.0%	-	0	0.0%	96	0.0%	-100.0%	0	0.0%	163	0.0%	-100.0%
PONTIAC	26,040	2.2%	26,154	2.2%	-0.4%	327,811	2.2%	377,457	2.5%	-13.2%	360,583	2.2%	413,745	2.5%	-12.8%
GMC	33,446	2.8%	35,870	3.0%	-6.8%	441,491	3.0%	417,247	2.8%	5.8%	480,809	3.0%	465,270	2.8%	3.3%
HUMMER	4,029	0.3%	5,795	0.5%	-30.5%	50,653	0.3%	64,596	0.4%	-21.6%	57,581	0.4%	72,675	0.4%	-20.8%
SATURN	15,105	1.3%	18,190	1.5%	-17.0%	221,895	1.5%	205,689	1.4%	7.9%	242,581	1.5%	220,834	1.3%	9.8%
SAAB	2,003	0.2%	2,497	0.2%	-19.8%	29,963	0.2%	32,814	0.2%	-8.7%	33,498	0.2%	35,580	0.2%	-5.9%
GENERAL MOTORS	261,273	22.2%	293,558	24.5%	-11.0%	3,502,775	23.7%	3,730,840	24.7%	-6.1%	3,837,276	23.7%	4,115,460	24.8%	-6.8%
ACURA	12,910	1.1%	17,200	1.4%	-24.9%	162,522	1.1%	182,167	1.2%	-10.8%	181,578	1.1%	200,788	1.2%	-9.6%
HONDA	98,521	8.4%	89,246	7.4%	10.4%	1,257,228	8.5%	1,195,413	7.9%	5.2%	1,369,950	8.5%	1,309,592	7.9%	4.6%
HONDA MOTOR	111,431	9.5%	106,446	8.9%	4.7%	1,419,750	9.6%	1,377,580	9.1%	3.1%	1,551,528	9.6%	1,510,380	9.1%	2.7%
HYUNDAI	31,883	2.7%	28,417	2.4%	12.2%	420,522	2.9%	418,155	2.8%	0.6%	457,887	2.8%	461,176	2.8%	-0.7%



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ISUZU	496	0.0%	565	0.0%	-12.2%	6,606	0.0%	7,977	0.1%	-17.2%	7,243	0.0%	8,816	0.1%	-17.8%
KIA	24,177	2.1%	22,203	1.9%	8.9%	281,405	1.9%	264,297	1.7%	6.5%	311,409	1.9%	283,064	1.7%	10.0%
MAZDA	20,580	1.7%	20,792	1.7%	-1.0%	271,177	1.8%	248,874	1.6%	9.0%	291,089	1.8%	268,030	1.6%	8.6%
MERCEDES / MAYBACH	22,819	1.9%	22,105	1.8%	3.2%	225,904	1.5%	219,965	1.5%	2.7%	254,019	1.6%	251,157	1.5%	1.1%
MITSUBISHI	7,983	0.7%	9,256	0.8%	-13.8%	123,089	0.8%	108,648	0.7%	13.3%	132,999	0.8%	118,321	0.7%	12.4%
NISSAN	70,079	5.9%	65,633	5.5%	6.8%	864,300	5.9%	819,440	5.4%	5.5%	942,963	5.8%	897,837	5.4%	5.0%
INFINITI	10,604	0.9%	10,382	0.9%	2.1%	114,382	0.8%	108,034	0.7%	5.9%	127,494	0.8%	120,890	0.7%	5.5%
NISSAN MOTOR	80,683	6.8%	76,015	6.3%	6.1%	978,682	6.6%	927,474	6.1%	5.5%	1,070,457	6.6%	1,018,727	6.1%	5.1%
PORSCHE	2,662	0.2%	2,611	0.2%	2.0%	31,802	0.2%	31,377	0.2%	1.4%	34,652	0.2%	34,238	0.2%	1.2%
SUBARU	14,868	1.3%	15,800	1.3%	-5.9%	168,466	1.1%	180,086	1.2%	-6.5%	189,079	1.2%	200,005	1.2%	-5.5%
SUZUKI	5,987	0.5%	6,395	0.5%	-6.4%	94,523	0.6%	93,673	0.6%	0.9%	101,840	0.6%	100,335	0.6%	1.5%
TOYOTA	162,722	13.8%	159,208	13.3%	2.2%	1,980,567	13.4%	1,866,296	12.3%	6.1%	2,161,328	13.4%	2,021,932	12.2%	6.9%
LEXUS	24,848	2.1%	26,719	2.2%	-7.0%	294,623	2.0%	285,199	1.9%	3.3%	331,858	2.1%	320,385	1.9%	3.6%
SCION	9,619	0.8%	10,769	0.9%	-10.7%	121,237	0.8%	162,708	1.1%	-25.5%	131,563	0.8%	175,165	1.1%	-24.9%
TOYOTA MOTOR	197,189	16.7%	196,696	16.4%	0.3%	2,396,427	16.2%	2,314,203	15.3%	3.6%	2,624,749	16.2%	2,517,482	15.2%	4.3%
VOLKSWAGEN	17,689	1.5%	17,082	1.4%	3.6%	210,028	1.4%	215,198	1.4%	-2.4%	229,970	1.4%	241,154	1.5%	-4.6%
AUDI	9,104	0.8%	9,209	0.8%	-1.1%	85,004	0.6%	78,219	0.5%	8.7%	96,901	0.6%	87,061	0.5%	11.3%
VAG	26,793	2.3%	26,291	2.2%	1.9%	295,032	2.0%	293,417	1.9%	0.6%	326,871	2.0%	328,215	2.0%	-0.4%
GRAND TOTAL	1,178,993	100.0%	1,198,505	100.0%	-1.6%	14,751,014	100.0%	15,117,907	100.0%	-2.4%	16,181,366	100.0%	16,601,191	100.0%	-2.5%

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

* Traditional Big 3 (the Detroit 3) excluding foreign subsidiaries and affiliates.

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.