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Auto Sales

OVERVIEW CHARTS

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Tuesday, December 01, 2015

What's Moving: U.S. Auto Sales

Kicking the tires

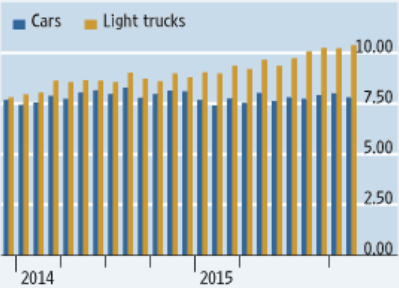
Sales of cars and light trucks in the U.S. retail market; in millions of units at seasonally adjusted annual rate.

At the pump

Unleaded gasoline, average weekly retail price per gallon


Cars

Light trucks



10.00
7.50
5.00
2.50
0.00

2014 2015



\$4.00
3.00
2.00
1.00
0.00

2015

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WHAT'S HOT OFF THE LOTS

GO TO: [Overview Charts](#) | [Top 20 vehicles](#) | [The U.S. Market](#) | [Sales and Share of Total Market by Manufacturer](#)

Tuesday, December 01, 2015

Segment totals, ranked by Nov unit sales

	Nov 2015	% Chg from Nov'14	YTD 2015	% Chg from YTD 2014
Cars	546,757	-8.5	7,085,095	-2.1
Midsize	245,016	-7.3	3,215,320	-2.1
Small	208,880	-8.9	2,838,857	-1.6
Luxury	92,665	-10.6	1,029,293	-3.7
Large	196	-31.9	1,625	-52.7
Light-duty trucks	773,156	9.7	8,742,729	12.5
Pickup	199,469	2.9	2,279,849	9.5
Cross-over	364,007	15.1	4,103,110	17.6
Minivan	39,461	2.5	452,242	-9.0

http://online.wsj.com/mdc/public/page/2_3022-autosales.html#autosalesA

1/6

Midsize SUV	71,521	6.3	849,978	15.0
Large SUV	24,261	-2.3	247,888	-4.7
Small SUV	17,972	2.3	234,284	7.7
Luxury SUV	21,081	6.4	199,980	16.8
Total SUV/Cross-over	498,842	11.9	5,635,240	15.6
Total SUV	134,835	4.1	1,532,130	10.4
Total Cross-over	364,007	15.1	4,103,110	17.6

Source: www.motorintelligence.com[Return To Top](#)**TOP 20 VEHICLES****GO TO:** [Overview Charts](#) | [What's Hot Off the Lots](#) | [The U.S. Market](#) | [Sales and Share of Total Market by Manufacturer](#)

Tuesday, December 01, 2015

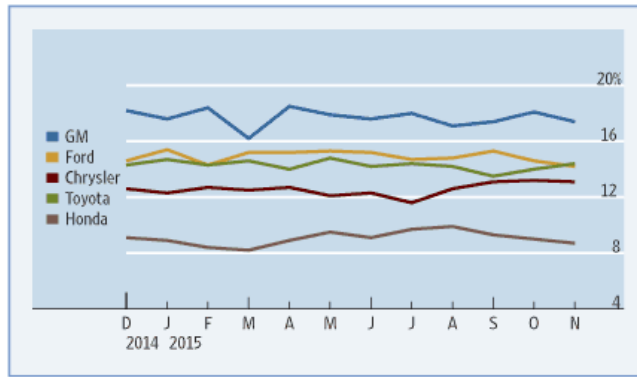
Top 20 vehicles, current month's sales

	Nov 2015	% Chg from Nov '14	YTD 2015	% Chg from YTD 2014
Ford F - Series PU	65,192	10.4	695,143	2.3
Chevrolet Silverado PU	45,001	5.1	537,552	13.9
Dodge Ram PU	36,407	1.5	407,981	3.1
Toyota Camry	30,945	7.3	392,056	-1.2
Toyota Corolla / Matrix	24,194	-5.5	330,887	7.0
Honda Accord	25,566	1.2	320,501	-10.2
Honda CR-V	25,931	-19.9	314,462	3.9
Nissan Altima	20,564	-9.9	303,936	0.2
Honda Civic	25,050	8.6	302,588	0.6
Toyota RAV4	27,368	29.7	283,546	15.9
Ford Escape	20,807	-18.5	278,538	-0.7
Ford Fusion	19,451	-4.0	274,594	-3.2
Nissan Rogue	22,565	49.8	260,711	41.4
Chevrolet Equinox	19,634	5.9	255,762	15.8
Ford Explorer	16,690	1.9	227,584	18.8
Hyundai Elantra	17,634	25.9	227,464	12.0
Chevrolet Cruze	16,073	-29.7	209,753	-17.8
GMC Sierra PU	16,527	-26.7	196,701	4.4
Jeep Cherokee	17,426	2.8	196,211	22.0
Ford Focus	11,186	-24.7	191,473	-6.5

Source: www.motorintelligence.com[Return To Top](#)**THE U.S. MARKET****GO TO:** [Overview Charts](#) | [What's Hot Off the Lots](#) | [Top 20 vehicles](#) | [Sales and Share of Total Market by Manufacturer](#)

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SALES AND SHARE OF TOTAL MARKET BY MANUFACTURER

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Tuesday, December 01, 2015

	SALES			YTD SALES			% MARKET SHARE			
	November 2015	November 2014	% Chg	2015	2014	% Chg	November 2015	November 2014	YTD 2015	YTD 2014
General Motors Corp.	229,296	225,818	1.5	2,792,136	2,660,525	4.9	17.4	17.3	17.6	17.7
Total Cars	63,731	77,369	-17.6	856,393	999,512	-14.3	4.8	5.9	5.4	6.7
Domestic Car	63,387	76,976	-17.7	852,007	993,687	-14.3	4.8	5.9	5.4	6.6
Import Car	344	393	-12.5	4,386	5,825	-24.7	...	...	...	...
Total Light Trucks	165,565	148,449	11.5	1,935,743	1,661,013	16.5	12.5	11.4	12.2	11.1
Domestic Truck	165,565	148,449	11.5	1,935,743	1,661,013	16.5	12.5	11.4	12.2	11.1
Import Truck	...	...	...	...	...	...	...	...	...	...
Ford Motor Company	186,889	186,334	0.3	2,365,476	2,251,946	5.0	14.2	14.3	14.9	15.0
Total Cars	48,831	55,186	-11.5	739,828	744,157	-0.6	3.7	4.2	4.7	5.0
Domestic Car	48,831	55,186	-11.5	739,828	744,157	-0.6	3.7	4.2	4.7	5.0
Import Car	...	...	...	...	...	...	...	...	...	...
Total Light Trucks	138,058	131,148	5.3	1,625,648	1,507,789	7.8	10.5	10.1	10.3	10.0
Domestic Truck	138,058	131,148	5.3	1,625,648	1,507,789	7.8	10.5	10.1	10.3	10.0
Import Truck	...	...	...	...	...	...	...	...	...	...
Chrysler	172,901	167,704	3.1	1,987,169	1,855,017	7.1	13.1	12.9	12.6	12.4
Total Cars	31,466	39,511	-20.4	447,709	411,772	8.7	2.4	3.0	2.8	2.7
Domestic Car	31,466	39,511	-20.4	447,709	411,772	8.7	2.4	3.0	2.8	2.7
Import Car	...	...	...	...	...	...	...	...	...	...
Total Light Trucks	141,435	128,193	10.3	1,539,460	1,443,245	6.7	10.7	9.8	9.7	9.6
Domestic Truck	134,090	128,193	4.6	1,487,489	1,443,245	3.1	10.2	9.8	9.4	9.6
Import Truck	7,345	...	...	51,971	...	...	0.6	...	0.3	...
Toyota Motor Sales USA Inc.	189,517	183,346	3.4	2,260,963	2,158,714	4.7	14.4	14.1	14.3	14.4
Total Cars	91,159	93,721	-2.7	1,164,815	1,179,960	-1.3	6.9	7.2	7.4	7.9
Domestic Car	62,313	59,828	4.2	783,097	766,836	2.1	4.7	4.6	4.9	5.1
Import Car	28,846	33,893	-14.9	381,718	413,124	-7.6	2.2	2.6	2.4	2.8
Total Light Trucks	98,358	89,625	9.7	1,096,148	978,754	12.0	7.5	6.9	6.9	6.5
Domestic Truck	69,142	72,695	-4.9	832,750	768,376	8.4	5.2	5.6	5.3	5.1
Import Truck	29,216	16,930	72.6	263,398	210,378	25.2	2.2	1.3	1.7	1.4
American Honda Motor Co Inc.	115,441	121,814	-5.2	1,435,658	1,403,591	2.3	8.7	9.4	9.1	9.3
Total Cars	58,361	61,430	-5.0	738,111	768,719	-4.0	4.4	4.7	4.7	5.1
Domestic Car	55,655	60,651	-8.2	729,135	731,828	-0.4	4.2	4.7	4.6	4.9
Import Car	2,706	779	247.4	8,976	36,891	-75.7	0.2	0.1	0.1	0.2
Total Light Trucks	57,080	60,384	-5.5	697,547	634,872	9.9	4.3	4.6	4.4	4.2
Domestic Truck	57,080	60,384	-5.5	697,547	634,872	9.9	4.3	4.6	4.4	4.2
Import Truck	...	...	...	...	...	...	...	...	...	...
Nissan North America Inc.	107,083	103,188	3.8	1,345,618	1,269,577	6.0	8.1	7.9	8.5	8.5
Total Cars	56,809	60,825	-6.6	765,781	782,730	-2.2	4.3	4.7	4.8	5.2

Domestic Car	49,790	51,618	-3.5	672,665	676,159	-0.5	3.8	4.0	4.2	4.5
Import Car	7,019	9,207	-23.8	93,116	106,571	-12.6	0.5	0.7	0.6	0.7
Total Light Trucks	50,274	42,363	18.7	579,837	486,847	19.1	3.8	3.3	3.7	3.2
Domestic Truck	48,756	37,914	28.6	570,782	436,645	30.7	3.7	2.9	3.6	2.9
Import Truck	1,518	4,449	-65.9	9,055	50,202	-82.0	0.1	0.3	0.1	0.3
Hyundai Motor America	60,007	53,672	11.8	698,202	661,211	5.6	4.5	4.1	4.4	4.4
Total Cars	43,945	40,243	9.2	534,306	519,507	2.8	3.3	3.1	3.4	3.5
Total Light Trucks	16,062	13,429	19.6	163,896	141,704	15.7	1.2	1.0	1.0	0.9
Mazda Motor of America Inc.	22,732	21,242	7.0	289,890	280,993	3.2	1.7	1.6	1.8	1.9
Total Cars	11,229	12,178	-7.8	159,958	161,990	-1.3	0.9	0.9	1.0	1.1
Domestic Car	...	...	...	...	...	...	...	...	...	...
Import Car	11,229	12,178	-7.8	159,958	161,990	-1.3	0.9	0.9	1.0	1.1
Total Light Trucks	11,503	9,064	26.9	129,932	119,003	9.2	0.9	0.7	0.8	0.8
Domestic Truck	...	...	...	...	1	-100.0	...	...	...	...
Import Truck	11,503	9,064	26.9	129,932	119,002	9.2	0.9	0.7	0.8	0.8
Mitsubishi Motors N A, Inc.	6,772	6,534	3.6	87,455	71,098	23.0	0.5	0.5	0.6	0.5
Total Cars	2,100	2,841	-26.1	36,726	30,827	19.1	0.2	0.2	0.2	0.2
Domestic Car	...	...	...	...	122	-100.0	...	...	...	...
Import Car	2,100	2,841	-26.1	36,726	30,705	19.6	0.2	0.2	0.2	0.2
Total Light Trucks	4,672	3,693	26.5	50,729	40,271	26.0	0.4	0.3	0.3	0.3
Domestic Truck	...	...	...	...	...	...	...	...	...	...
Import Truck	4,672	3,693	26.5	50,729	40,271	26.0	0.4	0.3	0.3	0.3
Kia Motors America Inc.	45,553	44,936	1.4	571,577	534,647	6.9	3.5	3.5	3.6	3.6
Total Cars	30,076	29,539	1.8	386,066	390,598	-1.2	2.3	2.3	2.4	2.6
Total Light Trucks	15,477	15,397	0.5	185,511	144,049	28.8	1.2	1.2	1.2	1.0
Subaru of America Inc.	46,070	45,273	1.8	526,401	463,770	13.5	3.5	3.5	3.3	3.1
Total Cars	25,629	25,565	0.3	287,169	252,783	13.6	1.9	2.0	1.8	1.7
Domestic Car	17,848	19,861	-10.1	190,915	170,831	11.8	1.4	1.5	1.2	1.1
Import Car	7,781	5,704	36.4	96,254	81,952	17.5	0.6	0.4	0.6	0.5
Total Light Trucks	20,441	19,708	3.7	239,232	210,987	13.4	1.5	1.5	1.5	1.4
Domestic Truck	...	30	-100.0	...	723	-100.0	...	...	...	...
Import Truck	20,441	19,678	3.9	239,232	210,264	13.8	1.5	1.5	1.5	1.4
Mercedes-Benz	33,331	37,110	-10.2	335,246	318,838	5.1	2.5	2.9	2.1	2.1
Total Cars	17,954	21,891	-18.0	187,794	191,402	-1.9	1.4	1.7	1.2	1.3
Total Light Trucks	15,377	15,219	1.0	147,452	127,436	15.7	1.2	1.2	0.9	0.8
Domestic Truck	8,001	8,255	-3.1	71,408	64,311	11.0	0.6	0.6	0.5	0.4
Import Truck	7,376	6,964	5.9	76,044	63,125	20.5	0.6	0.5	0.5	0.4
Volvo	6,902	3,623	90.5	60,705	51,446	18.0	0.5	0.3	0.4	0.3
Total Cars	2,105	1,488	41.5	21,191	25,742	-17.7	0.2	0.1	0.1	0.2
Total Light Trucks	4,797	2,135	124.7	39,514	25,704	53.7	0.4	0.2	0.2	0.2
Volkswagen of America Inc.	23,882	31,725	-24.7	318,484	332,912	-4.3	1.8	2.4	2.0	2.2
Total Cars	19,578	29,065	-32.6	280,990	302,448	-7.1	1.5	2.2	1.8	2.0
Domestic Car	13,710	18,669	-26.6	165,863	177,134	-6.4	1.0	1.4	1.0	1.2
Import Car	5,868	10,396	-43.6	115,127	125,314	-8.1	0.4	0.8	0.7	0.8
Total Light Trucks	4,304	2,660	61.8	37,494	30,464	23.1	0.3	0.2	0.2	0.2
Domestic Truck	...	...	...	...	1,103	-100.0	...	...	...	...
Import Truck	4,304	2,660	61.8	37,494	29,361	27.7	0.3	0.2	0.2	0.2
Audi of America Inc.	16,700	16,640	0.4	181,803	162,773	11.7	1.3	1.3	1.1	1.1
Total Cars	9,792	9,975	-1.8	106,320	105,562	0.7	0.7	0.8	0.7	0.7
Total Light Trucks	6,908	6,665	3.6	75,483	57,211	31.9	0.5	0.5	0.5	0.4
BMW of North America Inc.	32,003	31,019	3.2	311,398	298,212	4.4	2.4	2.4	2.0	2.0
Total Cars	20,015	20,915	-4.3	209,298	200,706	4.3	1.5	1.6	1.3	1.3
Domestic Car	...	...	...	...	...	...	...	...	...	...
Import Car	20,015	20,915	-4.3	209,298	200,706	4.3	1.5	1.6	1.3	1.3
Total Light Trucks	11,988	10,104	18.6	102,100	97,506	4.7	0.9	0.8	0.6	0.6
Domestic Truck	10,196	7,688	32.6	89,449	77,289	15.7	0.8	0.6	0.6	0.5
Import Truck	1,792	2,416	-25.8	12,651	20,217	-37.4	0.1	0.2	0.1	0.1
Porsche Cars NA Inc.	4,450	4,699	-5.3	47,820	43,732	9.3	0.3	0.4	0.3	0.3
Total Cars	1,965	2,093	-6.1	20,425	22,084	-7.5	0.1	0.2	0.1	0.1
Total Light Trucks	2,485	2,606	-4.6	27,395	21,648	26.5	0.2	0.2	0.2	0.1

Fiat	3,029	3,111	-2.6	38,605	42,337	-8.8	0.2	0.2	0.2	0.3
Total Cars	1,196	3,111	-61.6	31,138	42,337	-26.5	0.1	0.2	0.2	0.3
Total Light Trucks	1,833	...	...	7,467	...	...	0.1	...	...	...
Tesla	3,000	1,650	81.8	20,350	17,150	18.7	0.2	0.1	0.1	0.1
Total Cars	3,000	1,650	81.8	20,350	17,150	18.7	0.2	0.1	0.1	0.1
Total Light Trucks	...	...	...	...	...	...	...	...	...	...
Jaguar *	1,065	1,253	-15.0	13,269	14,090	-5.8	0.1	0.1	0.1	0.1
Land Rover **	6,539	3,644	79.4	62,141	45,711	35.9	0.5	0.3	0.4	0.3
Alfa Romeo *	44	24	83.3	606	24	999.9	...	...	...	...
Mini *	4,444	5,009	-11.3	53,505	49,497	8.1	0.3	0.4	0.3	0.3
Smart *	758	815	-7.0	6,911	9,480	-27.1	0.1	0.1	...	0.1
Ferrari *	96	159	-39.6	1,999	1,898	5.3	...	...	...	...
Maserati *	1,083	1,203	-10.0	10,627	11,530	-7.8	0.1	0.1	0.1	0.1
Bentley *	188	323	-41.8	2,105	2,591	-18.8	...	...	...	...
Lamborghini *	64	113	-43.4	930	607	53.2	...	...	...	...
Rolls Royce *	74	62	19.4	775	744	4.2	...	...	...	...
Maybach *	...	...	...	...	...	...	...	...	...	...
Total Car	546,757	597,557	-8.5	7,085,095	7,240,447	-2.1	41.4	45.9	44.8	48.2
Domestic Car	147,028	173,716	-15.4	2,064,280	2,172,591	-5.0	11.1	13.3	13.0	14.5
Import Car	399,729	423,841	-5.7	5,020,815	5,067,856	-0.9	30.3	32.6	31.7	33.8
Total Truck	773,156	704,486	9.7	8,742,729	7,774,214	12.5	58.6	54.1	55.2	51.8
Domestic Truck	445,058	407,790	9.1	5,100,851	4,612,047	10.6	33.7	31.3	32.2	30.7
Import Truck	328,098	296,696	10.6	3,641,878	3,162,167	15.2	24.9	22.8	23.0	21.1
TOTAL LIGHT VEHICLE SALES	1,319,913	1,302,043	1.4	15,827,824	15,014,661	5.4	100.0	100.0	100.0	100.0
Selling Days	23	25	...	280	281

† Estimate * Imported cars only ** Imported trucks only

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