



June Industry Sales Recap

NADA Industry Analysis - with data from WardsAuto.com

Industry						
	June '11 YTD	June '10 YTD	Chg.	June '11	June '10	Chg.
Car	3,155,730	2,824,863	11.7%	516,588	493,473	4.7%
Truck	3,154,925	2,776,112	13.6%	532,632	487,790	9.2%
Total	6,310,655	5,600,975	12.7%	1,049,220	981,263	6.9%

SAAR: June 11.4M (May 11.7/April 13.2/Mar. 13.1/Feb. 13.4/Jan. 12.6/Dec. 12.6)

Share of Industry						
	June '11 YTD	June '10 YTD	Chg.	June '11	June '10	Chg.
Detroit 3	46.7	45.4	1.3	50.1	46.4	3.7
Japanese	35.5	38.6	-3.1	30.2	36.5	-6.3
European	8.8	8.4	0.4	9.8	8.6	1.2
S. Korea	9.0	7.6	1.4	9.9	8.5	1.4
Total	100.0	100.0		100.0	100.0	

Note: Zhejiang Geely Volvo/Tata Motors included European total

Market Share By Group						
	June '11 YTD	June '10 YTD	Chg.	June '11	June '10	Chg.
GM	20.0	19.2	0.8	20.5	19.8	0.7
Ford	16.7	16.8	-0.1	18.2	17.2	1.0
Toyota	12.9	15.1	-2.2	10.6	14.3	-3.7
Honda	9.6	10.6	-1.0	8.0	10.9	-2.9
Chrysler	10.1	9.4	0.7	11.4	9.4	2.0
Hyundai	5.1	4.6	0.5	5.6	5.2	0.4
Nissan	8.0	7.9	0.1	6.9	6.6	0.3
Total	82.4	83.6		81.2	83.4	

Market Share Big 6 Brands						
	June '11 YTD	June '10 YTD	Chg.	June '11	June '10	Chg.
Ford	16.0	15.1	0.9	17.5	15.6	1.9
Chevrolet	14.3	13.9	0.4	14.9	14.4	0.5
Toyota	11.5	13.2	-1.7	9.5	12.6	-3.1
Honda	8.7	9.5	-0.8	7.2	9.8	-2.6
Nissan	7.3	7.0	0.3	6.3	5.7	0.6
Dodge	5.5	5.2	0.3	6.2	5.5	0.7
Total	63.3	63.9		61.6	63.6	

Top 10 Most Sold - YTD												
	Cars	YTD '11	YTD '10	Chg.	Trucks	YTD '11	YTD '10	Chg.				
Camry		147,469	154,239	-4.4%	F-Series	264,079	240,345	9.9%				
Corolla/Matrix		136,747	140,501	-2.7%	Silverado	182,785	166,782	9.6%				
Altima		131,842	112,115	17.6%	Escape	122,607	98,980	23.9%				
Fusion		131,686	111,175	18.4%	Ram Pickup	111,898	84,869	31.8%				
Civic		127,571	133,601	-4.5%	CR-V	110,916	86,870	27.7%				
Accord		127,105	147,669	-13.9%	Equinox	95,838	66,990	43.1%				
Cruze		122,972	0	n/a	RAV4	73,155	81,000	-9.7%				
Malibu		122,783	108,317	13.4%	Sierra	67,598	55,608	21.6%				
Sonata		115,014	89,249	28.9%	Explorer	65,823	31,864	106.6%				
Impala		103,644	89,491	15.8%	Econoline	62,545	55,708	12.3%				
Total		1,266,833	1,086,357	16.6%	Total	1,157,244	969,016	19.4%				
% of Industry		20.1%	19.4%			18.3%	17.3%					

Share by Segment as a % of Total Industry												
	YTD '11	YTD '10	Vol. Chg.	June '11	June '10	Chg.	May '11					
Small Car	19.8	18.4	21.1%	19.8	18.2	1.6	19.8					
Middle Car	20.7	21.3	9.4%	19.6	21.2	-1.6	21.1					
Large Car	2.1	3.5	-33.5%	2.2	3.5	-1.3	2.1					
Luxury Car	7.5	7.3	16.2%	7.7	7.5	0.2	7.5					
CUV	24.7	24.0	16.2%	24.0	22.9	1.1	24.0					
SUV	6.8	6.6	15.4%	6.8	6.6	0.2	7.1					
Small Van	3.9	4.2	5.0%	3.9	4.4	-0.5	3.9					
Large Van	1.8	1.7	21.0%	2.0	1.9	1.6	2.0					
Small P/U	2.2	2.3	8.6%	2.4	2.2	0.2	2.4					
Large P/U	10.5	10.8	10.3%	11.6	11.6	0.0	10.0					
Total	100	100		100	100		100					

Note: Volume chg. Reflects actual change in volume year-over-year

Hybrid Sales YTD				Hyb. % Ind.	June '11	June '10	Chg.
Hybrid Car	121,344	109,286	11.0%	3.8%	12,982	17,508	-25.9%
Hybrid Truck	17,086	21,283	-19.7%	0.5%	1,780	4,117	-56.8%
Total	138,430	130,569	6.0%	2.2%	14,762	21,625	-31.7%

Volt Sales: 2,745/Leaf sales: 3,875