

## U.S. car and light-truck sales by make – November 2016 (Ranked by total sales)

Make	Car 2016	Car 2015	2016 share	2015 share	Percent change	Truck 2016	Truck 2015	2016 share	2015 share	Percent change	Total 2016	Total 2015	2016 share	2015 share	Percent change
Ford	40,039	45,986	7.8	8.6	-12.9%	146,973	132,985	16.9	16.7	10.2%	187,012	178,971	13.6	13.5	4.5%
Chevrolet	55,427	52,240	10.8	9.8	6.1	114,248	104,667	13.2	13.1	9.2%	169,675	156,907	12.3	11.8	8.1
Toyota	74,609	77,297	14.6	14.5	-3.5	93,816	81,178	10.8	10.2	11.5	168,425	158,475	12.2	11.9	6.3
Honda	56,943	54,427	11.1	10.2	4.6	54,365	46,770	6.3	6.1	111.5%	111,308	103,197	8.1	7.8	7.0
Nissan	47,945	50,209	9.4	9.4	-4.5	35,263	45,880	6.4	5.7	12.1	83,208	96,089	6.2	5.7	8.0
Jeep						67,285	76,689	7.8	9.6	-12.3	67,285	76,689	4.9	5.8	-12.3
Hyundai	42,799	43,945	8.4	8.3	-2.6	18,402	16,062	2.1	2.0	14.6	61,201	60,007	4.4	4.5	2.0
Kia	34,683	30,076	6.8	5.7	15.3	17,821	15,477	2.1	1.9	15.1	52,504	45,553	3.8	3.4	15.3
Subaru	10,672	12,000	2.1	2.4	-15.0	40,636	33,520	4.7	4.2	21.2	51,308	40,700	3.7	3.5	11.4
GMC						42,933	43,039	5.7	5.4	14.1	49,113	43,039	3.6	3.2	14.1
Ram						42,511	37,952	4.9	4.8	12.0	42,511	37,952	3.1	2.9	12.0
Dodge	15,312	18,362	3.0	3.5	-16.6	18,763	24,993	2.2	3.1	-23.7	34,075	42,955	2.5	3.2	-20.7
Mercedes-Benz	16,132	17,606	3.2	3.3	-8.4	16,795	15,207	1.9	1.9	10.4	32,927	32,813	2.4	2.5	0.3
Volkswagen	24,808	19,578	4.9	3.7	26.7	4,864	4,304	0.6	0.5	13.0	29,672	23,882	2.2	1.8	24.2
Lexus	10,740	12,762	2.1	2.4	-34.8	18,310	16,578	2.1	2.1	10.4	29,050	29,340	2.1	2.2	-1.0
Mazda	9,821	11,229	1.9	2.1	-12.5	12,220	11,503	1.4	1.4	6.2	22,041	22,732	1.6	1.7	-3.0
Buick	6,075	6,169	1.2	1.2	-1.5	12,455	9,791	1.4	1.2	27.2	18,530	15,960	1.3	1.2	16.1
Audi	8,442	9,491	1.7	1.8	-11.1	8,676	7,209	1.0	0.9	20.4	17,118	16,700	1.2	1.3	2.5
Cadillac	6,359	5,322	1.2	1.0	19.5	8,967	8,068	1.0	1.0	11.1	15,326	13,390	1.1	1.0	14.5
Chrysler	5,415	14,738	1.0	1.8	-63.3	9,333	12,977	1.1	1.6	-2.4	14,151	25,715	1.1	2.1	-46.8
Infiniti	4,521	4,703	0.9	0.9	-3.9	7,951	6,991	0.9	0.9	8.6	12,112	11,694	0.9	0.9	3.6
Acura	3,244	4,461	0.6	0.8	-27.3	8,372	7,783	1.0	1.0	7.6	11,616	12,244	0.8	0.9	-5.1
Lincoln	4,049	2,845	0.8	0.5	42.3	5,380	5,073	0.6	0.6	6.1	9,429	7,918	0.7	0.6	19.1
Volvo	2,990	2,589	0.6	0.5	15.5	4,733	4,313	0.5	0.5	9.7	7,723	6,902	0.6	0.5	11.9
Mitsubishi	2,321	2,100	0.5	0.4	10.5	4,575	4,472	0.5	0.5	-2.1	6,896	6,772	0.5	0.5	1.8
Land Rover						5,639	6,339	0.7	0.8	-13.5	5,639	6,339	0.4	0.5	-13.5
Porsche	1,887	1,965	0.4	0.4	-4.0	3,626	2,485	0.4	0.3	45.9	5,513	4,440	0.4	0.3	23.9
Mini	3,640	3,184	0.7	0.6	14.3	867	1,260	0.1	0.2	-31.2	4,507	4,444	0.3	0.3	1.4
Jaguar	1,856	1,965	0.4	0.2	74.3	1,525	—	0.2	—	—	3,381	1,865	0.2	0.1	217.5
Fiat	1,497	1,074	0.3	0.2	53.7	918	1,852	0.1	0.1	-50.4	2,415	2,826	0.2	0.2	-14.4
Tesla*	2,000	2,100	0.4	0.4	-4.8	250	55	0.0	0.0	—	2,250	2,156	0.2	0.2	4.5
Maserati	1,049	1,084	0.2	0.2	-3.2	331	—	0.0	—	—	1,380	1,084	0.1	0.1	27.3
Genesis	1,306	—	0.3	—	—	—	—	—	—	—	1,306	—	0.1	—	—
Smart	563	662	0.1	0.1	-15.0	—	—	—	—	—	563	662	0.0	0.0	-15.0
Bentley	249	188	0.0	0.0	32.4	138	—	0.0	—	—	249	188	0.0	0.0	32.4
Ferrari†	205	200	0.0	0.0	2.5	—	—	—	—	—	205	200	0.0	0.0	2.5
Scion	170	1,702	0.0	0.3	-90.0	—	—	—	—	—	170	1,702	0.0	0.1	-90.0
Rolls-Royce*	102	99	0.0	0.0	1.2	—	—	—	—	—	102	99	0.0	0.0	3.0
Aston Martin*	86	85	0.0	0.0	1.2	—	—	—	—	—	86	85	0.0	0.0	1.2
Lamborghini*	86	84	0.0	0.0	2.4	—	—	—	—	—	86	84	0.0	0.0	2.4
Alfa Romeo	23	34	0.0	0.0	-32.4	—	—	—	—	—	23	34	0.0	0.0	-32.4
Lotus*	14	13	0.0	0.0	7.7	—	—	—	—	—	14	13	0.0	0.0	7.7
<b>TOTAL</b>	<b>511,281</b>	<b>532,140</b>	<b>100.0</b>	<b>100.0</b>	<b>-3.9%</b>	<b>867,354</b>	<b>798,320</b>	<b>100.0</b>	<b>100.0</b>	<b>8.6%</b>	<b>1,378,635</b>	<b>1,330,460</b>	<b>100.0</b>	<b>100.0</b>	<b>3.6%</b>
<b>Made in North America</b>	<b>371,394</b>	<b>390,291</b>	<b>72.6</b>	<b>73.3</b>	<b>-4.8</b>	<b>695,557</b>	<b>650,807</b>	<b>80.2</b>	<b>81.5</b>	<b>6.9</b>	<b>1,066,951</b>	<b>1,041,098</b>	<b>77.4</b>	<b>78.3</b>	<b>2.5</b>
Made in Japan	51,492	56,589	10.1	10.7	-2.2	92,415	87,118	10.7	11.2	-4.7	143,907	143,707	10.4	10.4	4.3
Made in Europe	49,757	55,499	9.7	10.4	-10.3	54,696	47,702	6.3	6.0	14.7	104,453	103,201	7.6	7.8	1.2
Made in Korea	36,806	28,235	7.2	5.3	30.4	22,901	18,493	2.6	2.3	23.8	59,707	46,728	4.3	3.5	27.8
Made in Thailand	1,432	1,085	0.3	0.2	32.0	—	—	—	—	—	1,432	1,085	0.1	0.1	32.0
Made in Australia	400	344	0.1	0.1	16.3	—	—	—	—	—	400	344	0.0	0.0	16.3
Made in China						1,785	—	0.2	—	—	1,785	—	0.1	—	—
<b>Total N.A.</b>	<b>134,676</b>	<b>147,763</b>	<b>26.3</b>	<b>27.8</b>	<b>-8.9</b>	<b>475,048</b>	<b>455,449</b>	<b>54.8</b>	<b>57.1</b>	<b>4.3</b>	<b>609,724</b>	<b>603,212</b>	<b>44.2</b>	<b>45.3</b>	<b>1.1</b>
<b>Total Detroit<sup>3,2</sup></b>	<b>132,676</b>	<b>145,662</b>	<b>25.9</b>	<b>27.4</b>	<b>-8.9</b>	<b>474,798</b>	<b>455,394</b>	<b>54.7</b>	<b>57.0</b>	<b>4.3</b>	<b>607,474</b>	<b>601,056</b>	<b>44.1</b>	<b>45.2</b>	<b>1.1</b>
<b>Total Japan<sup>4</sup></b>	<b>220,886</b>	<b>231,440</b>	<b>43.2</b>	<b>43.5</b>	<b>-4.5</b>	<b>294,964</b>	<b>256,175</b>	<b>34.0</b>	<b>32.1</b>	<b>15.1</b>	<b>515,950</b>	<b>487,615</b>	<b>37.4</b>	<b>36.7</b>	<b>5.8</b>
<b>Total Europe<sup>5</sup></b>	<b>76,831</b>	<b>78,916</b>	<b>15.0</b>	<b>14.8</b>	<b>-2.6</b>	<b>61,119</b>	<b>55,157</b>	<b>7.0</b>	<b>6.9</b>	<b>10.8</b>	<b>137,950</b>	<b>134,073</b>	<b>10.0</b>	<b>10.1</b>	<b>2.9</b>
<b>Total Korea<sup>6</sup></b>	<b>78,788</b>	<b>74,021</b>	<b>15.4</b>	<b>13.9</b>	<b>6.4</b>	<b>36,223</b>	<b>31,539</b>	<b>4.2</b>	<b>4.0</b>	<b>14.8</b>	<b>115,011</b>	<b>105,560</b>	<b>8.3</b>	<b>7.9</b>	<b>9.0</b>
General Motors	67,861	63,737	13.3	12.0	6.5	184,755	165,565	21.3	20.7	11.6	252,544	229,266	18.3	17.2	10.2
Toyota Motor Sales U.S.A.	85,519	91,761	16.7	17.2	-6.8	112,126	97,756	12.9	12.2	14.7	189,517	188,517	14.3	14.2	4.3
Ford Motor Co.	44,088	48,831	8.6	9.2	-9.7	152,353	138,058	17.6	17.3	10.4	196,441	186,889	14.2	14.0	5.1
Fiat Chrysler Automobiles†	23,296	35,192	4.6	6.6	-33.8	138,911	153,623	16.0	19.2	-9.6	162,207	188,815	11.8	14.2	-14.1
American Honda Motor Co.	67,188	58,888	13.3	11.1	2.2	62,737	56,553	7.2	7.1	10.9	122,924	115,441	8.9	8.7	6.5
Nissan N.A.	54,912	54,912	10.7	10.3	4.5	62,676	59,527	7.2	7.5	8.1	115,136	107,863	8.3	8.1	7.5
Hyundai-Kia Automotive	70,787	74,021	13.8	13.9	6.4	36,223	31,539	4.2	4.0	14.9	115,011	110,560	8.3	7.9	9.0
VW Group of America	35,472	31,306	6.9	5.9	13.3	17,304	13,998	2.0	1.8	23.6	52,776	45,304	3.8	3.4	16.5
Mercedes-Benz USA	16,695	18,268	3.3	3.4	-8.6	16,795	15,207	1.9	1.9	10.4	33,490	33,475	2.4	2.5	0.0
BMW of N.A.	16,944	23,298	3.3	4.4	-27.3	13,854	13,248	1.6	1.7	4.6	30,798	36,546	2.2	2.7	-15.7
Jaguar Land Rover N.A.	1,856	1,065	0.4	0.2	74.3	7,184	6,539	0.8	0.8	9.9	9,040	7,604	0.7	0.6	19.9

## U.S. car and light-truck sales by make – 11 months 2016 (Ranked by total sales)

Make	Car 2016	Car 2015	2016 share	2015 share	Percent change	Truck 2016	Truck 2015	2016 share	2015 share	Percent change	Total 2016	Total 2015	2016 share	2015 share	Percent change
Ford	606,805	705,723	10.2	11.5	-14.0%	1,655,693	1,568,381	17.3	17.6	5.5%	2,262,493	2,275,104	16.1	16.2	-0.6%
Toyota	913,920	1,003,887	14.5	14.5	-9.0	990,468	922,773	10.4	10.4	-7.3	1,904,388	1,926,660	12.0	12.2	-1.2
Chevrolet	660,870	709,845	10.5	10.2	6.9	1,222,681	1,226,708	12.8	13.8	-7.0	1,883,551	1,936,553	11.9	12.2	-2.7
Honda	701,972	684,300	11.2	9.9	2.6	631,281	591,016	6.6	6.6	6.8	1,333,253	1,275,316	8.4	8.0	4.5
Nissan	679,281	681,526	10.8	9.8	-0.3	612,304	554,687	6.4	6.1	12.2	1,291,585	1,227,213	8.1	7.7	5.2
Jeep						893,217	784,040	8.2	8.2	8.8	893,217	784,040	6.8	6.3	9.5
Hyundai	506,053	534,306	8.0	7.7	-5.3	201,432	163,896	2.1	1.8	22.9	707,485	698,202	4.5	4.4	1.3
Kia	373,199	386,066	5.9	5.6	-3.3	220,046	185,511	2.3	2.1	8.6	593,245	571,577	3.7	3.6	3.8
Subaru	143,726	150,942	2.3	2.2	-4.8	408,229	375,459	4.3	4.2	8.7	551,955	526,401	3.5	3.3	4.9
Ram						492,254	442,554	5.1	5.0	11.2	492,254	442,554	3.1	2.8	11.2
GMC						483,213	498,756	5.1	5.8	-3.1	483,213	498,756	3.0	3.1	-3.1
Dodge	189,869	234,098	3.0	3.4	-18.9	280,800									