

Retail vs. fleet sales

Nonretail volume as a percentage of total sales in July

Fleet:	July 2011 fleet sales	July 2011 % fleet share	July 2010 fleet sales	July 2010 % fleet share	July % change
General Motors	56,400	26%	49,900	25%	13%
Ford Motor	56,100	31%	41,600	25%	35%
Chrysler Group	18,300	16%	23,000	25%	-20%
Hyundai-Kia	9,900	9%	18,000	20%	-45%
Nissan N.A.	3,400	4%	3,800	5%	-11%
Toyota Motor	2,500	2%	9,800	6%	-75%
American Honda*	1,600	2%	2,300	2%	-28%
Top 7	148,100	16%	148,400	16%	0%

*Automotive News estimate

Sources: Manufacturers, industry sources