

## Retail vs. fleet sales

Estimated retail and fleet volume for Nov. 2012 vs. Nov. 2011

	Nov. 2012	Nov. 2012	Nov. 2011	Nov. 2011	Nov.	11 mos.	11 mos.	11 mos.	11 mos.	11 mos.
<b>Retail:</b>	retail sales	% retail share	retail sales	% retail share	% change	retail sales	% retail share	retail sales	% retail share	% change
General Motors	139,500	75%	139,700	77%	0%	1,729,400	74%	1,674,500	74%	3%
Toyota Motor	151,500	94%	127,400	92%	19%	1,697,100	90%	1,348,000	92%	26%
Ford Motor	135,000	76%	120,600	72%	12%	1,421,900	70%	1,315,100	68%	8%
American Honda	114,200	98%	82,200	98%	39%	1,264,400	98%	1,021,100	98%	24%
Chrysler Group	98,600	80%	83,500	78%	18%	1,105,300	74%	882,100	72%	25%
Hyundai-Kia	80,100	85%	77,400	89%	3%	1,044,700	90%	928,200	90%	13%
Nissan N.A.	87,600	91%	69,500	82%	26%	886,900	85%	806,500	86%	10%
<b>Top 7</b>	<b>806,500</b>	<b>84%</b>	<b>700,300</b>	<b>83%</b>	<b>15%</b>	<b>9,149,700</b>	<b>81%</b>	<b>7,975,500</b>	<b>80%</b>	<b>15%</b>

	Nov. 2012	Nov. 2012	Nov. 2011	Nov. 2011	Nov.	11 mos.	11 mos.	11 mos.	11 mos.	11 mos.
<b>Fleet:</b>	fleet sales	% fleet share	fleet sales	% fleet share	% change	fleet sales	% fleet share	fleet sales	% fleet share	% change
General Motors	47,000	25%	40,700	23%	16%	620,600	26%	595,000	26%	4%
Ford Motor	42,700	24%	46,200	28%	-8%	614,000	30%	623,600	32%	-2%
Chrysler Group	24,000	20%	23,600	22%	1%	394,100	26%	349,000	28%	13%
Toyota Motor	10,200	6%	10,500	8%	-4%	191,300	10%	118,600	8%	61%
Nissan N.A.	8,600	9%	15,700	18%	-45%	155,500	15%	135,100	14%	15%
Hyundai-Kia	14,500	15%	9,200	11%	57%	117,300	10%	108,800	10%	8%
American Honda	2,300	2%	1,700	2%	39%	25,600	2%	20,900	2%	22%
<b>Top 7</b>	<b>149,300</b>	<b>16%</b>	<b>147,600</b>	<b>17%</b>	<b>1%</b>	<b>2,118,400</b>	<b>19%</b>	<b>1,951,000</b>	<b>20%</b>	<b>9%</b>

Sources: Manufacturers, industry sources