

VFACTS NATIONAL REPORT



FEDERAL CHAMBER OF AUTOMOTIVE INDUSTRIES

NEW VEHICLE SALES

JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Total Market								
AUSTRALIAN CAPITAL TERRITORY	1,396	1,371	10,472	9,926	25	546	1.8%	5.5%
NEW SOUTH WALES	27,789	26,594	204,144	196,210	1,195	7,934	4.5%	4.0%
NORTHERN TERRITORY	1,049	917	6,982	7,036	132	-54	14.4%	-0.8%
QUEENSLAND	18,618	18,234	139,384	135,569	384	3,815	2.1%	2.8%
SOUTH AUSTRALIA	5,485	5,298	40,927	38,464	187	2,463	3.5%	6.4%
TASMANIA	1,466	1,268	10,402	8,566	198	1,836	15.6%	21.4%
VICTORIA	24,584	22,991	176,828	166,763	1,593	10,065	6.9%	6.0%
WESTERN AUSTRALIA	9,848	9,968	74,807	71,961	-120	2,846	-1.2%	4.0%
Total	90,235	86,641	663,946	634,495	3,594	29,451	4.1%	4.6%

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This report is compiled with the assistance of R. L. Polk Australia Pty Ltd in conjunction with the Federal Chamber of Automotive Industries.

VFACTS
National

TOTAL MARKET SEGMENTATION
JULY 2013

Volumes

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Passenger	46,318	43,195	327,531	328,736	3,123	-1,205	7.2	-0.4
SUV	25,568	24,004	196,107	177,836	1,564	18,271	6.5	10.3
Light Commercial	15,639	16,861	122,039	110,586	-1,222	11,453	-7.2	10.4
Heavy Commercial	2,710	2,581	18,269	17,337	129	932	5.0	5.4
Total Market	90,235	86,641	663,946	634,495	3,594	29,451	4.1	4.6

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Light	9,882	11,038	79,571	79,589	-1,156	-18	-10.5	0.0
Small	22,345	17,931	155,117	143,826	4,414	11,291	24.6	7.9
Medium	6,266	6,750	43,952	49,984	-484	-6,032	-7.2	-12.1
Large	4,643	4,498	26,394	35,625	145	-9,231	3.2	-25.9
Upper Large	305	266	2,195	1,319	39	876	14.7	66.4
People Movers	955	796	5,246	6,085	159	-839	20.0	-13.8
Sports	1,922	1,916	15,056	12,308	6	2,748	0.3	22.3
SUV Small	5,246	4,848	42,958	35,794	398	7,164	8.2	20.0
SUV Medium	9,545	8,548	72,045	62,564	997	9,481	11.7	15.2
SUV Large	9,808	9,505	73,051	70,544	303	2,507	3.2	3.6
SUV Upper Large	969	1,103	8,053	8,934	-134	-881	-12.1	-9.9
Light Buses < 20 Seats	226	257	1,413	1,765	-31	-352	-12.1	-19.9
Light Buses => 20 Seats	51	70	448	634	-19	-186	-27.1	-29.3
Vans/CC <= 2.5t	224	247	1,990	1,915	-23	75	-9.3	3.9
Vans/CC 2.5-3.5t	1,238	1,497	9,364	10,229	-259	-865	-17.3	-8.5
PU/CC 4X2	3,953	4,029	26,829	27,219	-76	-390	-1.9	-1.4
PU/CC 4X4	9,947	10,761	81,995	68,824	-814	13,171	-7.6	19.1
Heavy Commercial	2,710	2,581	18,269	17,337	129	932	5.0	5.4
Total Market	90,235	86,641	663,946	634,495	3,594	29,451	4.1	4.6

Percentage Mix

	Month		YTD		Yr to Yr change +/-	
	2013	2012	2013	2012	MTH	YTD
Passenger	51.3	49.9	49.3	51.8	1.5	-2.5
SUV	28.3	27.7	29.5	28.0	0.6	1.5
Light Commercial	17.3	19.5	18.4	17.4	-2.1	1.0
Heavy Commercial	3.0	3.0	2.8	2.7	0.0	0.0
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

	Month		YTD		Yr to Yr change +/-	
	2013	2012	2013	2012	MTH	YTD
Light	11.0	12.7	12.0	12.5	-1.8	-0.6
Small	24.8	20.7	23.4	22.7	4.1	0.7
Medium	6.9	7.8	6.6	7.9	-0.8	-1.3
Large	5.1	5.2	4.0	5.6	0.0	-1.6
Upper Large	0.3	0.3	0.3	0.2	0.0	0.1
People Movers	1.1	0.9	0.8	1.0	0.1	-0.2
Sports	2.1	2.2	2.3	1.9	-0.1	0.3
SUV Small	5.8	5.6	6.5	5.6	0.2	0.8
SUV Medium	10.6	9.9	10.9	9.9	0.7	1.0
SUV Large	10.9	11.0	11.0	11.1	-0.1	-0.1
SUV Upper Large	1.1	1.3	1.2	1.4	-0.2	-0.2
Light Buses < 20 Seats	0.3	0.3	0.2	0.3	0.0	-0.1
Light Buses => 20 Seats	0.1	0.1	0.1	0.1	0.0	0.0
Vans/CC <= 2.5t	0.2	0.3	0.3	0.3	0.0	0.0
Vans/CC 2.5-3.5t	1.4	1.7	1.4	1.6	-0.4	-0.2
PU/CC 4X2	4.4	4.7	4.0	4.3	-0.3	-0.2
PU/CC 4X4	11.0	12.4	12.3	10.8	-1.4	1.5
Heavy Commercial	3.0	3.0	2.8	2.7	0.0	0.0
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

Total Market	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Alfa Romeo	320	82	1,038	554	238	484	290.2%	87.4%
Aston Martin	10	6	58	42	4	16	66.7%	38.1%
Audi	1,325	1,301	9,476	8,248	24	1,228	1.8%	14.9%
Bentley	4	11	65	36	-7	29	-63.6%	80.6%
BMW	1,713	1,613	11,702	10,459	100	1,243	6.2%	11.9%
Caterham	0	0	1	2	0	-1	-	-50.0%
Chery	92	62	618	827	30	-209	48.4%	-25.3%
Chrysler	172	99	1,487	150	73	1,337	73.7%	891.3%
Citroen	130	151	713	1,032	-21	-319	-13.9%	-30.9%
Dodge	119	218	954	1,280	-99	-326	-45.4%	-25.5%
Ferrari	9	9	79	58	0	21	0.0%	36.2%
Fiat	468	90	2,001	704	378	1,297	420.0%	184.2%
Ford	6,733	6,903	51,237	50,333	-170	904	-2.5%	1.8%
Great Wall	381	984	4,222	6,782	-603	-2,560	-61.3%	-37.7%
Holden	10,137	8,936	61,684	65,119	1,201	-3,435	13.4%	-5.3%
Honda	2,746	2,869	26,175	19,022	-123	7,153	-4.3%	37.6%
Hyundai	8,009	7,607	55,988	52,913	402	3,075	5.3%	5.8%
Infiniti	18	0	170	0	18	170	-	-
Isuzu Ute	855	669	5,828	4,335	186	1,493	27.8%	34.4%
Jaguar	89	63	604	487	26	117	41.3%	24.0%
Jeep	1,765	1,367	11,686	9,605	398	2,081	29.1%	21.7%
Kia	2,410	2,337	17,680	18,146	73	-466	3.1%	-2.6%
Lamborghini	1	0	27	28	1	-1	-	-3.6%
Land Rover	780	550	5,166	4,850	230	316	41.8%	6.5%
Lexus	564	527	3,893	3,874	37	19	7.0%	0.5%
Lotus	4	3	38	36	1	2	33.3%	5.6%
Maserati	9	10	89	75	-1	14	-10.0%	18.7%
Mazda	8,525	7,951	60,812	60,084	574	728	7.2%	1.2%
McLaren	3	1	16	13	2	3	200.0%	23.1%
Mercedes-Benz	1,952	1,902	15,076	12,387	50	2,689	2.6%	21.7%
MINI	226	218	1,521	1,388	8	133	3.7%	9.6%
Mitsubishi	5,655	3,428	42,984	34,567	2,227	8,417	65.0%	24.3%
Morgan	1	2	9	8	-1	1	-50.0%	12.5%
Nissan	5,074	6,155	49,139	46,034	-1,081	3,105	-17.6%	6.7%
Opel	111	0	1,100	0	111	1,100	-	-
Peugeot	280	340	2,959	2,979	-60	-20	-17.6%	-0.7%
Porsche	166	134	1,041	806	32	235	23.9%	29.2%
Proton	25	84	353	676	-59	-323	-70.2%	-47.8%
Renault	607	353	3,480	2,350	254	1,130	72.0%	48.1%
Rolls-Royce	0	0	6	9	0	-3	-	-33.3%
Saab	0	1	0	21	-1	-21	-100.0%	-100.0%
Skoda	308	331	2,066	2,224	-23	-158	-6.9%	-7.1%
Smart	11	12	86	84	-1	2	-8.3%	2.4%
Ssangyong	134	105	897	1,106	29	-209	27.6%	-18.9%
Subaru	3,102	3,023	23,815	24,364	79	-549	2.6%	-2.3%
Suzuki	1,518	1,867	13,204	13,916	-349	-712	-18.7%	-5.1%
Toyota	17,433	17,780	123,543	123,815	-347	-272	-2.0%	-0.2%
Volkswagen	3,705	3,964	31,359	30,930	-259	429	-6.5%	1.4%
Volvo Car	427	401	3,090	3,340	26	-250	6.5%	-7.5%
Caterpillar	12	25	45	161	-13	-116	-52.0%	-72.0%
Daf	36	20	213	173	16	40	80.0%	23.1%
Dennis Eagle	8	1	73	105	7	-32	700.0%	-30.5%
Foton	14	2	14	106	12	-92	600.0%	-86.8%
Freightliner	71	70	516	359	1	157	1.4%	43.7%
Hino	345	351	2,497	2,365	-6	132	-1.7%	5.6%
Hyundai Trucks	0	2	0	55	-2	-55	-100.0%	-100.0%
International	0	0	0	15	0	-15	-	-100.0%
Isuzu	575	615	3,828	4,092	-40	-264	-6.5%	-6.5%
Iveco	164	163	1,042	1,015	1	27	0.6%	2.7%
Kenworth	216	161	1,404	1,207	55	197	34.2%	16.3%
Mack	58	75	448	503	-17	-55	-22.7%	-10.9%
Man	33	24	206	244	9	-38	37.5%	-15.6%
Mitsubishi Fuso	269	273	2,333	1,981	-4	352	-1.5%	17.8%
Nissan UD	48	75	381	430	-27	-49	-36.0%	-11.4%
Scania	39	45	367	293	-6	74	-13.3%	25.3%
Volvo Commercial	138	140	753	744	-2	9	-1.4%	1.2%
Western Star	83	80	591	549	3	42	3.8%	7.7%
Total	90,235	86,641	663,946	634,495	3,594	29,451	4.1%	4.6%

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NEW VEHICLE SALES SHARE BY MARQUE
JULY 2013

Total Market	Month		YTD		Variance +/- pts.	
	2013	2012	2013	2012	MTH	YTD
Alfa Romeo	0.4	0.1	0.2	0.1	0.26	0.07
Aston Martin	0.0	0.0	0.0	0.0	0.00	0.00
Audi	1.5	1.5	1.4	1.3	-0.03	0.13
Bentley	0.0	0.0	0.0	0.0	-0.01	0.00
BMW	1.9	1.9	1.8	1.6	0.04	0.11
Caterham	0.0	0.0	0.0	0.0	0.00	0.00
Chery	0.1	0.1	0.1	0.1	0.03	-0.04
Chrysler	0.2	0.1	0.2	0.0	0.08	0.20
Citroen	0.1	0.2	0.1	0.2	-0.03	-0.06
Dodge	0.1	0.3	0.1	0.2	-0.12	-0.06
Ferrari	0.0	0.0	0.0	0.0	0.00	0.00
Fiat	0.5	0.1	0.3	0.1	0.41	0.19
Ford	7.5	8.0	7.7	7.9	-0.51	-0.22
Great Wall	0.4	1.1	0.6	1.1	-0.71	-0.43
Holden	11.2	10.3	9.3	10.3	0.92	-0.97
Honda	3.0	3.3	3.9	3.0	-0.27	0.94
Hyundai	8.9	8.8	8.4	8.3	0.10	0.09
Infiniti	0.0	0.0	0.0	0.0	0.02	0.03
Isuzu Ute	0.9	0.8	0.9	0.7	0.18	0.19
Jaguar	0.1	0.1	0.1	0.1	0.03	0.01
Jeep	2.0	1.6	1.8	1.5	0.38	0.25
Kia	2.7	2.7	2.7	2.9	-0.03	-0.20
Lamborghini	0.0	0.0	0.0	0.0	0.00	0.00
Land Rover	0.9	0.6	0.8	0.8	0.23	0.01
Lexus	0.6	0.6	0.6	0.6	0.02	-0.02
Lotus	0.0	0.0	0.0	0.0	0.00	0.00
Maserati	0.0	0.0	0.0	0.0	0.00	0.00
Mazda	9.4	9.2	9.2	9.5	0.27	-0.31
McLaren	0.0	0.0	0.0	0.0	0.00	0.00
Mercedes-Benz	2.2	2.2	2.3	2.0	-0.03	0.32
MINI	0.3	0.3	0.2	0.2	0.00	0.01
Mitsubishi	6.3	4.0	6.5	5.4	2.31	1.03
Morgan	0.0	0.0	0.0	0.0	0.00	0.00
Nissan	5.6	7.1	7.4	7.3	-1.48	0.15
Opel	0.1	0.0	0.2	0.0	0.12	0.17
Peugeot	0.3	0.4	0.4	0.5	-0.08	-0.02
Porsche	0.2	0.2	0.2	0.1	0.03	0.03
Proton	0.0	0.1	0.1	0.1	-0.07	-0.05
Renault	0.7	0.4	0.5	0.4	0.27	0.15
Rolls-Royce	0.0	0.0	0.0	0.0	0.00	0.00
Saab	0.0	0.0	0.0	0.0	0.00	0.00
Skoda	0.3	0.4	0.3	0.4	-0.04	-0.04
Smart	0.0	0.0	0.0	0.0	0.00	0.00
Ssangyong	0.1	0.1	0.1	0.2	0.03	-0.04
Subaru	3.4	3.5	3.6	3.8	-0.05	-0.25
Suzuki	1.7	2.2	2.0	2.2	-0.47	-0.20
Toyota	19.3	20.5	18.6	19.5	-1.20	-0.91
Volkswagen	4.1	4.6	4.7	4.9	-0.47	-0.15
Volvo Car	0.5	0.5	0.5	0.5	0.01	-0.06
Caterpillar	0.0	0.0	0.0	0.0	-0.02	-0.02
Daf	0.0	0.0	0.0	0.0	0.02	0.00
Dennis Eagle	0.0	0.0	0.0	0.0	0.01	-0.01
Foton	0.0	0.0	0.0	0.0	0.01	-0.01
Freightliner	0.1	0.1	0.1	0.1	0.00	0.02
Hino	0.4	0.4	0.4	0.4	-0.02	0.00
Hyundai Trucks	0.0	0.0	0.0	0.0	0.00	-0.01
International	0.0	0.0	0.0	0.0	0.00	0.00
Isuzu	0.6	0.7	0.6	0.6	-0.07	-0.07
Iveco	0.2	0.2	0.2	0.2	-0.01	0.00
Kenworth	0.2	0.2	0.2	0.2	0.05	0.02
Mack	0.1	0.1	0.1	0.1	-0.02	-0.01
Man	0.0	0.0	0.0	0.0	0.01	-0.01
Mitsubishi Fuso	0.3	0.3	0.4	0.3	-0.02	0.04
Nissan UD	0.1	0.1	0.1	0.1	-0.03	-0.01
Scania	0.0	0.1	0.1	0.0	-0.01	0.01
Volvo Commercial	0.2	0.2	0.1	0.1	-0.01	0.00
Western Star	0.1	0.1	0.1	0.1	0.00	0.00
Total	100.0	100.0	100.0	100.0	0.00	0.00

NEW VEHICLE SALES BY BUYER TYPE
JULY 2013

Total Market	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Passenger	46,318	43,195	327,531	328,736	3,123	-1,205	7.2%	-0.4%
Private	25,470	23,348	192,221	185,747	2,122	6,474	9.1%	3.5%
Business	15,574	14,335	104,360	106,606	1,239	-2,246	8.6%	-2.1%
Gov't	1,509	1,975	9,790	15,068	-466	-5,278	-23.6%	-35.0%
Rental	3,765	3,537	21,160	21,315	228	-155	6.4%	-0.7%
SUV	25,568	24,004	196,107	177,836	1,564	18,271	6.5%	10.3%
Private	13,877	13,100	108,979	95,986	777	12,993	5.9%	13.5%
Business	9,716	9,182	76,272	68,386	534	7,886	5.8%	11.5%
Gov't	695	916	5,300	6,857	-221	-1,557	-24.1%	-22.7%
Rental	1,280	806	5,556	6,607	474	-1,051	58.8%	-15.9%
Light Commercial	15,639	16,861	122,039	110,586	-1,222	11,453	-7.2%	10.4%
Private	5,405	4,686	42,037	30,498	719	11,539	15.3%	37.8%
Business	8,826	10,296	69,974	67,104	-1,470	2,870	-14.3%	4.3%
Gov't	1,176	1,140	7,831	9,089	36	-1,258	3.2%	-13.8%
Rental	232	739	2,197	3,895	-507	-1,698	-68.6%	-43.6%
Sub Total	87,525	84,060	645,677	617,158	3,465	28,519	4.1%	4.6%
Private	44,752	41,134	343,237	312,231	3,618	31,006	8.8%	9.9%
Business	34,116	33,813	250,606	242,096	303	8,510	0.9%	3.5%
Gov't	3,380	4,031	22,921	31,014	-651	-8,093	-16.1%	-26.1%
Rental	5,277	5,082	28,913	31,817	195	-2,904	3.8%	-9.1%
Heavy Commercial	2,710	2,581	18,269	17,337	129	932	5.0%	5.4%
Total	90,235	86,641	663,946	634,495	3,594	29,451	4.1%	4.6%

NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE
JULY 2013

Total Market	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Passenger Private								
Diesel	1,136	1,231	9,540	11,785	-95	-2,245	-7.7%	-19.0%
Electric	9	8	56	18	1	38	12.5%	211.1%
Hybrid	365	423	2,516	2,375	-58	141	-13.7%	5.9%
LPG	18	65	167	303	-47	-136	-72.3%	-44.9%
Petrol	23,942	21,621	179,942	171,266	2,321	8,676	10.7%	5.1%
Passenger Non-Private								
Diesel	1,842	2,231	12,643	15,138	-389	-2,495	-17.4%	-16.5%
Electric	11	3	111	45	8	66	266.7%	146.7%
Hybrid	703	570	3,946	4,319	133	-373	23.3%	-8.6%
LPG	184	392	1,485	1,858	-208	-373	-53.1%	-20.1%
Petrol	18,108	16,651	117,125	121,629	1,457	-4,504	8.8%	-3.7%
SUV Private								
Diesel	5,341	4,565	38,690	33,606	776	5,084	17.0%	15.1%
Hybrid	17	29	204	191	-12	13	-41.4%	6.8%
Petrol	8,519	8,506	70,085	62,189	13	7,896	0.2%	12.7%
SUV Non-Private								
Diesel	4,945	4,705	37,168	35,526	240	1,642	5.1%	4.6%
Hybrid	15	28	180	179	-13	1	-46.4%	0.6%
Petrol	6,731	6,171	49,780	46,145	560	3,635	9.1%	7.9%
Light Commercial Private								
Diesel	4,607	3,671	36,514	23,072	936	13,442	25.5%	58.3%
LPG	15	17	130	132	-2	-2	-11.8%	-1.5%
Petrol	783	998	5,393	7,294	-215	-1,901	-21.5%	-26.1%
Light Commercial Non-Private								
Diesel	8,729	10,354	69,084	66,621	-1,625	2,463	-15.7%	3.7%
LPG	115	174	859	1,185	-59	-326	-33.9%	-27.5%
Petrol	1,390	1,647	10,059	12,282	-257	-2,223	-15.6%	-18.1%
Heavy Commercial	2,710	2,581	18,269	17,337	129	932	5.0%	5.4%
Total	90,235	86,641	663,946	634,495	3,594	29,451	4.1%	4.6%

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Locally Manufactured								
Ford	1,915	2,422	16,984	19,920	-507	-2,936	-20.9%	-14.7%
Holden	5,643	5,024	30,250	42,198	619	-11,948	12.3%	-28.3%
Toyota	2,665	2,311	15,591	17,315	354	-1,724	15.3%	-10.0%
Total Locally Manufactured	10,223	9,757	62,825	79,433	466	-16,608	4.8%	-20.9%
Imported								
Argentina	631	552	4,346	3,326	79	1,020	14.3%	30.7%
Austria	138	88	695	604	50	91	56.8%	15.1%
Belgium	854	1,041	4,982	6,083	-187	-1,101	-18.0%	-18.1%
China	487	1,046	4,854	7,609	-559	-2,755	-53.4%	-36.2%
Czech Republic	1,634	415	10,125	2,765	1,219	7,360	293.7%	266.2%
England	2,761	2,284	22,530	14,405	477	8,125	20.9%	56.4%
France	453	478	3,685	4,157	-25	-472	-5.2%	-11.4%
Germany	5,295	6,383	41,856	51,853	-1,088	-9,997	-17.0%	-19.3%
Hungary	1	1	13	34	0	-21	0.0%	-61.8%
India	1,734	1,759	10,492	9,218	-25	1,274	-1.4%	13.8%
Indonesia	37	45	277	294	-8	-17	-17.8%	-5.8%
Italy	471	164	1,967	1,311	307	656	187.2%	50.0%
Japan	28,968	29,110	216,309	234,429	-142	-18,120	-0.5%	-7.7%
Korea	10,644	11,467	81,431	84,724	-823	-3,293	-7.2%	-3.9%
Malaysia	25	84	353	676	-59	-323	-70.2%	-47.8%
Mexico	476	371	4,057	3,390	105	667	28.3%	19.7%
Poland	427	178	2,644	1,395	249	1,249	139.9%	89.5%
Portugal	57	68	497	456	-11	41	-16.2%	9.0%
Slovak Republic	623	160	2,895	1,105	463	1,790	289.4%	162.0%
South Africa	680	887	5,271	3,677	-207	1,594	-23.3%	43.4%
Spain	1,416	1,325	9,483	7,882	91	1,601	6.9%	20.3%
Sweden	130	116	888	1,297	14	-409	12.1%	-31.5%
Taiwan	1	66	39	696	-65	-657	-98.5%	-94.4%
Thailand	17,318	14,382	138,666	84,508	2,936	54,158	20.4%	64.1%
Turkey	126	151	1,011	1,375	-25	-364	-16.6%	-26.5%
USA	2,764	2,382	19,086	15,224	382	3,862	16.0%	25.4%
Other	1,861	1,881	12,669	12,569	-20	100	-1.1%	0.8%
Total Imported	80,012	76,884	601,121	555,062	3,128	46,059	4.1%	8.3%
Total Market	90,235	86,641	663,946	634,495	3,594	29,451	4.1%	4.6%

VFACTS
National

NEW VEHICLE SALES BY SEGMENT AND MODEL
JULY 2013

Light	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Light < \$25K										
Chery J1	28	0.3%	14	0.1%	142	0.2%	294	0.4%	100.0%	-51.7%
Fiat 500/Abarth	236	2.4%	27	0.2%	844	1.1%	295	0.4%	774.1%	186.1%
Fiat Punto	9	0.1%	0	0.0%	9	0.0%	0	0.0%	-	-
Ford Fiesta	491	5.1%	944	8.6%	5,271	6.7%	6,356	8.1%	-48.0%	-17.1%
Holden Barina	569	5.9%	973	8.9%	5,726	7.3%	7,692	9.8%	-41.5%	-25.6%
Holden Barina Spark	160	1.6%	89	0.8%	1,057	1.3%	935	1.2%	79.8%	13.0%
Honda City	76	0.8%	101	0.9%	468	0.6%	269	0.3%	-24.8%	74.0%
Honda Jazz	384	4.0%	786	7.2%	3,976	5.1%	5,700	7.2%	-51.1%	-30.2%
Hyundai Accent	557	5.7%	531	4.8%	3,588	4.6%	4,597	5.8%	4.9%	-21.9%
Hyundai i20	1,262	13.0%	1,382	12.6%	7,548	9.6%	6,861	8.7%	-8.7%	10.0%
Kia Rio	696	7.2%	541	4.9%	5,751	7.3%	4,622	5.9%	28.7%	24.4%
Mazda2	1,106	11.4%	1,272	11.6%	9,632	12.3%	10,315	13.1%	-13.1%	-6.6%
Mitsubishi Colt	0	0.0%	29	0.3%	0	0.0%	403	0.5%	-100.0%	-100.0%
Mitsubishi Mirage	914	9.4%	0	0.0%	6,449	8.2%	0	0.0%	-	-
Nissan Almera	115	1.2%	0	0.0%	1,460	1.9%	0	0.0%	-	-
Nissan Micra	322	3.3%	545	5.0%	2,768	3.5%	4,875	6.2%	-40.9%	-43.2%
Opel Corsa	13	0.1%	0	0.0%	127	0.2%	0	0.0%	-	-
Proton S16	5	0.1%	51	0.5%	95	0.1%	220	0.3%	-90.2%	-56.8%
Proton Satria	0	0.0%	2	0.0%	0	0.0%	55	0.1%	-100.0%	-100.0%
Skoda Fabia	45	0.5%	85	0.8%	360	0.5%	439	0.6%	-47.1%	-18.0%
Smart Fortwo	11	0.1%	12	0.1%	86	0.1%	84	0.1%	-8.3%	2.4%
Suzuki Alto	242	2.5%	392	3.6%	1,950	2.5%	2,417	3.1%	-38.3%	-19.3%
Suzuki Swift	762	7.9%	917	8.4%	6,659	8.5%	7,022	8.9%	-16.9%	-5.2%
Toyota Prius C	198	2.0%	182	1.7%	1,440	1.8%	1,024	1.3%	8.8%	40.6%
Toyota Yaris	1,156	11.9%	1,518	13.9%	8,760	11.2%	11,354	14.4%	-23.8%	-22.8%
Volkswagen Polo	334	3.4%	563	5.1%	3,020	3.9%	2,916	3.7%	-40.7%	3.6%
Volkswagen Up!	9	0.1%	0	0.0%	1,250	1.6%	0	0.0%	-	-
Total Light < \$25K	9,700	10.7%	10,956	12.6%	78,436	11.8%	78,745	12.4%	-11.5%	-0.4%
Light > \$25K										
Alfa Romeo MiTo	75	41.2%	10	12.2%	215	18.9%	90	10.7%	650.0%	138.9%
Citroen C3	0	0.0%	8	9.8%	3	0.3%	66	7.8%	-100.0%	-95.5%
Citroen DS3	28	15.4%	28	34.1%	150	13.2%	147	17.4%	0.0%	2.0%
Mitsubishi i-MiEV	0	0.0%	0	0.0%	0	0.0%	12	1.4%	-	-100.0%
Peugeot 207	5	2.7%	31	37.8%	36	3.2%	491	58.2%	-83.9%	-92.7%
Peugeot 208	73	40.1%	0	0.0%	657	57.9%	0	0.0%	-	-
Renault Clio	1	0.5%	5	6.1%	74	6.5%	38	4.5%	-80.0%	94.7%
Total Light > \$25K	182	0.2%	82	0.1%	1,135	0.2%	844	0.1%	122.0%	34.5%
Total Light	9,882	11.0%	11,038	12.7%	79,571	12.0%	79,589	12.5%	-10.5%	0.0%

Small	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
Small < \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Giulietta	241	1.1%	67	0.4%	772	0.5%	345	0.2%	259.7%	123.8%
Chery J3	39	0.2%	22	0.1%	308	0.2%	101	0.1%	77.3%	205.0%
Citroen C4	19	0.1%	36	0.2%	152	0.1%	360	0.3%	-47.2%	-57.8%
Dodge Caliber	0	0.0%	42	0.2%	0	0.0%	366	0.3%	-100.0%	-100.0%
Ford Focus	1,514	7.2%	1,092	6.5%	11,927	8.2%	10,092	7.3%	38.6%	18.2%
Holden Cruze	2,467	11.7%	1,875	11.1%	14,970	10.3%	18,312	13.2%	31.6%	-18.3%
Honda Civic	954	4.5%	917	5.4%	9,455	6.5%	4,933	3.6%	4.0%	91.7%
Honda Insight	78	0.4%	15	0.1%	109	0.1%	162	0.1%	420.0%	-32.7%
Hyundai Elantra	820	3.9%	709	4.2%	5,171	3.5%	5,409	3.9%	15.7%	-4.4%
Hyundai i30	2,290	10.9%	2,045	12.1%	17,272	11.8%	16,045	11.6%	12.0%	7.6%
Kia Cerato	413	2.0%	560	3.3%	3,382	2.3%	4,710	3.4%	-26.3%	-28.2%
Kia Soul	7	0.0%	13	0.1%	101	0.1%	219	0.2%	-46.2%	-53.9%
Mazda3	3,464	16.5%	3,355	19.8%	23,541	16.1%	25,168	18.2%	3.2%	-6.5%
Mitsubishi Lancer	866	4.1%	999	5.9%	6,997	4.8%	9,404	6.8%	-13.3%	-25.6%
Nissan Pulsar	1,132	5.4%	0	0.0%	9,153	6.3%	0	0.0%	-	-
Nissan Tiida	6	0.0%	164	1.0%	411	0.3%	1,977	1.4%	-96.3%	-79.2%
Opel Astra	81	0.4%	0	0.0%	758	0.5%	0	0.0%	-	-
Peugeot 3008	21	0.1%	21	0.1%	143	0.1%	172	0.1%	0.0%	-16.9%
Peugeot 308	15	0.1%	39	0.2%	403	0.3%	681	0.5%	-61.5%	-40.8%
Proton Gen.2	2	0.0%	11	0.1%	49	0.0%	105	0.1%	-81.8%	-53.3%
Proton Persona	16	0.1%	19	0.1%	57	0.0%	152	0.1%	-15.8%	-62.5%
Proton Preve	2	0.0%	0	0.0%	152	0.1%	0	0.0%	-	-
Renault Fluence	8	0.0%	110	0.6%	111	0.1%	288	0.2%	-92.7%	-61.5%
Renault Megane	116	0.6%	65	0.4%	565	0.4%	546	0.4%	78.5%	3.5%
Skoda Roomster	5	0.0%	7	0.0%	50	0.0%	20	0.0%	-28.6%	150.0%
Subaru Impreza	977	4.6%	617	3.6%	4,242	2.9%	4,811	3.5%	58.3%	-11.8%
Suzuki SX4	181	0.9%	123	0.7%	1,264	0.9%	1,111	0.8%	47.2%	13.8%
Toyota Corolla	3,945	18.8%	2,985	17.6%	24,915	17.1%	22,011	15.9%	32.2%	13.2%
Toyota Prius	45	0.2%	66	0.4%	322	0.2%	553	0.4%	-31.8%	-41.8%
Toyota Prius V	63	0.3%	129	0.8%	602	0.4%	291	0.2%	-51.2%	106.9%
Toyota Rukus	26	0.1%	51	0.3%	272	0.2%	528	0.4%	-49.0%	-48.5%
Volkswagen Golf	1,225	5.8%	776	4.6%	8,232	5.6%	9,473	6.8%	57.9%	-13.1%
Total Small < \$40K	21,038	23.3%	16,930	19.5%	145,858	22.0%	138,345	21.8%	24.3%	5.4%
Small > \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A1	128	9.8%	285	28.5%	899	9.7%	962	17.6%	-55.1%	-6.5%
Audi A3	186	14.2%	93	9.3%	941	10.2%	713	13.0%	100.0%	32.0%
BMW 1 Series	171	13.1%	134	13.4%	1,173	12.7%	1,189	21.7%	27.6%	-1.3%
Citroen DS4	13	1.0%	10	1.0%	61	0.7%	37	0.7%	30.0%	64.9%
Holden Volt	8	0.6%	0	0.0%	75	0.8%	0	0.0%	-	-
Lexus CT200H	52	4.0%	97	9.7%	541	5.8%	840	15.3%	-46.4%	-35.6%
Mercedes-Benz A-Class	308	23.6%	0	0.0%	1,636	17.7%	0	0.0%	-	-
Mercedes-Benz B-Class	146	11.2%	211	21.1%	2,096	22.6%	672	12.3%	-30.8%	211.9%
Mercedes-Benz CLA-Class	1	0.1%	0	0.0%	1	0.0%	0	0.0%	-	-
MINI Hatch/Clubman	168	12.9%	141	14.1%	1,003	10.8%	823	15.0%	19.1%	21.9%
MINI Paceman	8	0.6%	0	0.0%	56	0.6%	0	0.0%	-	-
Nissan Leaf	12	0.9%	11	1.1%	89	1.0%	51	0.9%	9.1%	74.5%
Volvo C30	4	0.3%	19	1.9%	84	0.9%	194	3.5%	-78.9%	-56.7%
Volvo V40 (2013)	102	7.8%	0	0.0%	604	6.5%	0	0.0%	-	-
Total Small > \$40K	1,307	1.4%	1,001	1.2%	9,259	1.4%	5,481	0.9%	30.6%	68.9%
Total Small	22,345	24.8%	17,931	20.7%	155,117	23.4%	143,826	22.7%	24.6%	7.9%

Medium	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo 159	4	0.1%	5	0.1%	51	0.2%	116	0.3%	-20.0%	-56.0%
Citroen C5	15	0.3%	33	0.7%	90	0.3%	182	0.5%	-54.5%	-50.5%
Ford Mondeo	429	9.0%	470	9.3%	1,881	5.7%	3,057	7.7%	-8.7%	-38.5%
Holden Epica	0	0.0%	0	0.0%	0	0.0%	15	0.0%	-	-100.0%
Holden Malibu	139	2.9%	0	0.0%	306	0.9%	0	0.0%	-	-
Honda Accord	261	5.5%	78	1.5%	2,000	6.0%	266	0.7%	234.6%	651.9%
Honda Accord Euro	80	1.7%	252	5.0%	1,217	3.7%	4,867	12.3%	-68.3%	-75.0%
Hyundai i40	208	4.4%	209	4.1%	1,654	5.0%	1,148	2.9%	-0.5%	44.1%
Hyundai i45	3	0.1%	308	6.1%	284	0.9%	2,359	6.0%	-99.0%	-88.0%
Kia Optima	114	2.4%	168	3.3%	1,197	3.6%	1,207	3.1%	-32.1%	-0.8%
Mazda6	762	16.1%	429	8.5%	4,933	14.8%	3,797	9.6%	77.6%	29.9%
Opel Insignia	17	0.4%	0	0.0%	215	0.6%	0	0.0%	-	-
Renault Latitude	45	0.9%	14	0.3%	181	0.5%	115	0.3%	221.4%	57.4%
Saab 93	0	0.0%	0	0.0%	0	0.0%	10	0.0%	-	-100.0%
Skoda Octavia	110	2.3%	74	1.5%	812	2.4%	596	1.5%	48.6%	36.2%
Subaru Liberty	154	3.2%	337	6.7%	1,697	5.1%	2,872	7.3%	-54.3%	-40.9%
Suzuki Kizashi	29	0.6%	82	1.6%	410	1.2%	643	1.6%	-64.6%	-36.2%
Toyota Camry (4 cyl)	2,061	43.4%	1,775	35.1%	12,196	36.7%	12,723	32.2%	16.1%	-4.1%
Volkswagen Jetta	48	1.0%	111	2.2%	1,605	4.8%	1,698	4.3%	-56.8%	-5.5%
Volkswagen Passat	143	3.0%	581	11.5%	2,008	6.0%	3,127	7.9%	-75.4%	-35.8%
Volvo S40	0	0.0%	18	0.4%	11	0.0%	90	0.2%	-100.0%	-87.8%
Volvo S60	78	1.6%	77	1.5%	296	0.9%	389	1.0%	1.3%	-23.9%
Volvo V50	10	0.2%	4	0.1%	70	0.2%	55	0.1%	150.0%	27.3%
Volvo V60	36	0.8%	27	0.5%	128	0.4%	179	0.5%	33.3%	-28.5%
Volvo V70	0	0.0%	1	0.0%	0	0.0%	8	0.0%	-100.0%	-100.0%
Total Medium < \$60K	4,746	5.3%	5,053	5.8%	33,242	5.0%	39,519	6.2%	-6.1%	-15.9%

Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A4	264	17.4%	277	16.3%	1,610	15.0%	1,759	16.8%	-4.7%	-8.5%
Audi A5 Sportback	50	3.3%	52	3.1%	412	3.8%	474	4.5%	-3.8%	-13.1%
BMW 3 Series	487	32.0%	582	34.3%	3,284	30.7%	2,841	27.1%	-16.3%	15.6%
BMW 3 Series Gran Turismo	10	0.7%	0	0.0%	20	0.2%	0	0.0%	-	-
Citroen DS5	13	0.9%	1	0.1%	60	0.6%	1	0.0%	>999%	>999%
Lexus IS F	2	0.1%	6	0.4%	37	0.3%	49	0.5%	-66.7%	-24.5%
Lexus IS250	137	9.0%	101	6.0%	884	8.3%	893	8.5%	35.6%	-1.0%
Lexus IS300H	50	3.3%	0	0.0%	50	0.5%	0	0.0%	-	-
Lexus IS350	110	7.2%	51	3.0%	466	4.4%	407	3.9%	115.7%	14.5%
Mercedes-Benz C-Class	355	23.4%	464	27.3%	3,476	32.5%	3,590	34.3%	-23.5%	-3.2%
Volkswagen CC	42	2.8%	163	9.6%	411	3.8%	451	4.3%	-74.2%	-8.9%
Total Medium > \$60K	1,520	1.7%	1,697	2.0%	10,710	1.6%	10,465	1.6%	-10.4%	2.3%

Total Medium	6,266	6.9%	6,750	7.8%	43,952	6.6%	49,984	7.9%	-7.2%	-12.1%
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Large	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Falcon	594	14.2%	941	22.7%	5,664	24.2%	7,787	23.8%	-36.9%	-27.3%
Holden Commodore	2,827	67.6%	2,399	57.8%	13,128	56.0%	18,259	55.8%	17.8%	-28.1%
Hyundai Grandeur	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Nissan Maxima	90	2.2%	146	3.5%	617	2.6%	917	2.8%	-38.4%	-32.7%
Peugeot 508	36	0.9%	85	2.0%	420	1.8%	752	2.3%	-57.6%	-44.1%
Skoda Superb	30	0.7%	44	1.1%	227	1.0%	398	1.2%	-31.8%	-43.0%
Toyota Aurion	604	14.4%	536	12.9%	3,395	14.5%	4,592	14.0%	12.7%	-26.1%
Total Large < \$70K	4,181	4.6%	4,151	4.8%	23,451	3.5%	32,706	5.2%	0.7%	-28.3%

Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A6	38	8.2%	35	10.1%	296	10.1%	375	12.8%	8.6%	-21.1%
Audi A7	6	1.3%	11	3.2%	65	2.2%	77	2.6%	-45.5%	-15.6%
BMW 5 Series	124	26.8%	87	25.1%	644	21.9%	645	22.1%	42.5%	-0.2%
BMW 5 Series Gran Turismo	13	2.8%	10	2.9%	100	3.4%	53	1.8%	30.0%	88.7%
Citroen C6	0	0.0%	2	0.6%	0	0.0%	3	0.1%	-100.0%	-100.0%
Honda Legend	0	0.0%	1	0.3%	5	0.2%	18	0.6%	-100.0%	-72.2%
Infiniti M	4	0.9%	0	0.0%	28	1.0%	0	0.0%	-	-
Jaguar XF	78	16.9%	51	14.7%	507	17.2%	409	14.0%	52.9%	24.0%
Lexus GS	46	10.0%	54	15.6%	347	11.8%	320	11.0%	-14.8%	8.4%
Mercedes-Benz CLS-Class	25	5.4%	47	13.5%	283	9.6%	201	6.9%	-46.8%	40.8%
Mercedes-Benz E-Class	127	27.5%	47	13.5%	655	22.3%	782	26.8%	170.2%	-16.2%
Saab 95	0	0.0%	1	0.3%	0	0.0%	5	0.2%	-100.0%	-100.0%
Volvo S80	1	0.2%	1	0.3%	13	0.4%	31	1.1%	0.0%	-58.1%
Total Large > \$70K	462	0.5%	347	0.4%	2,943	0.4%	2,919	0.5%	33.1%	0.8%

Total Large	4,643	5.1%	4,498	5.2%	26,394	4.0%	35,625	5.6%	3.2%	-25.9%
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Upper Large	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
Upper Large < \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chrysler 300	166	66.4%	89	41.0%	1,379	76.6%	91	8.9%	86.5%	>999%
Holden Caprice	84	33.6%	128	59.0%	422	23.4%	932	91.1%	-34.4%	-54.7%
Total Upper Large < \$100K	250	0.3%	217	0.3%	1,801	0.3%	1,023	0.2%	15.2%	76.1%

Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A8	2	3.6%	5	10.2%	36	9.1%	51	17.2%	-60.0%	-29.4%
Bentley	4	7.3%	11	22.4%	65	16.5%	36	12.2%	-63.6%	80.6%
BMW 7 Series	15	27.3%	10	20.4%	75	19.0%	38	12.8%	50.0%	97.4%
Jaguar XJ SERIES	3	5.5%	6	12.2%	40	10.2%	32	10.8%	-50.0%	25.0%
Lexus LS	9	16.4%	0	0.0%	53	13.5%	9	3.0%	-	488.9%
Mercedes-Benz S-Class	6	10.9%	9	18.4%	62	15.7%	66	22.3%	-33.3%	-6.1%
Porsche Panamera	16	29.1%	8	16.3%	57	14.5%	55	18.6%	100.0%	3.6%
Rolls-Royce	0	0.0%	0	0.0%	6	1.5%	9	3.0%	-	-33.3%
Total Upper Large > \$100K	55	0.1%	49	0.1%	394	0.1%	296	0.0%	12.2%	33.1%

Total Upper Large	305	0.3%	266	0.3%	2,195	0.3%	1,319	0.2%	14.7%	66.4%
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People Movers	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
People Movers < \$55K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen C4 Grand Picasso	9	1.0%	14	1.9%	36	0.8%	85	1.5%	-35.7%	-57.6%
Honda Odyssey	54	6.1%	142	19.1%	582	12.7%	1,016	18.3%	-62.0%	-42.7%
Hyundai iMAX	277	31.2%	163	22.0%	876	19.1%	1,150	20.7%	69.9%	-23.8%
Kia Carnival	264	29.7%	276	37.2%	1,626	35.5%	2,097	37.7%	-4.3%	-22.5%
Kia Rondo	57	6.4%	18	2.4%	247	5.4%	201	3.6%	216.7%	22.9%
Mercedes-Benz Valente	24	2.7%	15	2.0%	210	4.6%	77	1.4%	60.0%	172.7%
Mercedes-Benz Vito Wagon	6	0.7%	3	0.4%	30	0.7%	58	1.0%	100.0%	-48.3%
Peugeot 5008	16	1.8%	0	0.0%	61	1.3%	0	0.0%	-	-
Ssangyong Stavic	47	5.3%	2	0.3%	93	2.0%	30	0.5%	>999%	210.0%
Toyota Tarago	113	12.7%	80	10.8%	565	12.3%	620	11.2%	41.3%	-8.9%
Volkswagen Caddy/Camper	18	2.0%	23	3.1%	202	4.4%	185	3.3%	-21.7%	9.2%
Volkswagen Caravelle	3	0.3%	6	0.8%	50	1.1%	36	0.6%	-50.0%	38.9%
Total People Movers < \$55K	888	1.0%	742	0.9%	4,578	0.7%	5,555	0.9%	19.7%	-17.6%

People Movers > \$55K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chrysler Voyager	6	9.0%	10	18.5%	108	16.2%	59	11.1%	-40.0%	83.1%
Mercedes-Benz Viano	22	32.8%	18	33.3%	134	20.1%	145	27.4%	22.2%	-7.6%
Volkswagen Multivan	39	58.2%	26	48.1%	426	63.8%	326	61.5%	50.0%	30.7%
Total People Movers > \$55K	67	0.1%	54	0.1%	668	0.1%	530	0.1%	24.1%	26.0%

Total People Movers	955	1.1%	796	0.9%	5,246	0.8%	6,085	1.0%	20.0%	-13.8%
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Sports	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Sports < \$80K										
Alfa Romeo Brera	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
Audi A3 Convertible	0	0.0%	26	1.7%	122	1.0%	195	2.3%	-100.0%	-37.4%
BMW 1 Series Coupe/Conv	94	6.2%	128	8.6%	637	5.3%	852	9.8%	-26.6%	-25.2%
Holden Monaro	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Honda CR-Z	3	0.2%	23	1.5%	45	0.4%	202	2.3%	-87.0%	-77.7%
Hyundai Veloster	340	22.4%	360	24.1%	2,379	19.8%	2,219	25.6%	-5.6%	7.2%
Kia Cerato Koup	6	0.4%	43	2.9%	184	1.5%	423	4.9%	-86.0%	-56.5%
Mazda MX5	14	0.9%	13	0.9%	106	0.9%	84	1.0%	7.7%	26.2%
Mazda RX8	0	0.0%	0	0.0%	0	0.0%	11	0.1%	-	-100.0%
Mercedes-Benz C-Class Coupe	97	6.4%	186	12.4%	1,283	10.7%	1,308	15.1%	-47.8%	-1.9%
MINI Cabrio	6	0.4%	13	0.9%	77	0.6%	99	1.1%	-53.8%	-22.2%
MINI Coupe/Roadster	6	0.4%	30	2.0%	87	0.7%	150	1.7%	-80.0%	-42.0%
Nissan 370Z	9	0.6%	43	2.9%	246	2.0%	304	3.5%	-79.1%	-19.1%
Peugeot 207 Convertible	8	0.5%	8	0.5%	64	0.5%	85	1.0%	0.0%	-24.7%
Peugeot 308 Convertible	4	0.3%	5	0.3%	39	0.3%	48	0.6%	-20.0%	-18.8%
Peugeot RCZ	14	0.9%	4	0.3%	115	1.0%	119	1.4%	250.0%	-3.4%
Renault Megane Convertible	8	0.5%	12	0.8%	59	0.5%	69	0.8%	-33.3%	-14.5%
Renault Sport Megane	52	3.4%	29	1.9%	338	2.8%	262	3.0%	79.3%	29.0%
Saab 93 Convertible	0	0.0%	0	0.0%	0	0.0%	6	0.1%	-	-100.0%
Subaru BRZ	118	7.8%	58	3.9%	873	7.3%	58	0.7%	103.4%	>999%
Toyota 86	589	38.9%	315	21.1%	4,049	33.7%	729	8.4%	87.0%	455.4%
Volkswagen Eos	27	1.8%	68	4.5%	241	2.0%	456	5.3%	-60.3%	-47.1%
Volkswagen Golf Cabriolet	18	1.2%	65	4.3%	335	2.8%	496	5.7%	-72.3%	-32.5%
Volkswagen New Beetle Cabrio	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
Volkswagen Scirocco	30	2.0%	67	4.5%	268	2.2%	474	5.5%	-55.2%	-43.5%
Volkswagen The Beetle	73	4.8%	0	0.0%	481	4.0%	0	0.0%	-	-
Total Sports < \$80K	1,516	1.7%	1,496	1.7%	12,028	1.8%	8,655	1.4%	1.3%	39.0%

Sports > \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A5	59	18.7%	61	18.0%	383	16.9%	636	20.7%	-3.3%	-39.8%
Audi TT	11	3.5%	15	4.4%	131	5.8%	194	6.3%	-26.7%	-32.5%
BMW 3 Series Coupe/Conv	87	27.6%	62	18.3%	473	20.8%	461	15.0%	40.3%	2.6%
BMW Z4	8	2.5%	12	3.6%	55	2.4%	84	2.7%	-33.3%	-34.5%
Caterham	0	0.0%	0	0.0%	1	0.0%	2	0.1%	-	-50.0%
Infiniti G Coupe/Convertible	1	0.3%	0	0.0%	38	1.7%	0	0.0%	-	-
Jaguar F-Type	1	0.3%	0	0.0%	12	0.5%	0	0.0%	-	-
Lexus IS250C	12	3.8%	17	5.0%	115	5.1%	134	4.4%	-29.4%	-14.2%
Lotus Elise	2	0.6%	2	0.6%	19	0.8%	18	0.6%	0.0%	5.6%
Lotus Evora	1	0.3%	1	0.3%	11	0.5%	16	0.5%	0.0%	-31.3%
Lotus Exige	1	0.3%	0	0.0%	8	0.4%	2	0.1%	-	300.0%
Mercedes-Benz E-Class Cpe/Conv	63	20.0%	13	3.8%	403	17.7%	837	27.2%	384.6%	-51.9%
Mercedes-Benz SLK-Class	27	8.6%	117	34.6%	311	13.7%	491	16.0%	-76.9%	-36.7%
Morgan Classics	1	0.3%	2	0.6%	9	0.4%	8	0.3%	-50.0%	12.5%
Nissan GT-R	4	1.3%	9	2.7%	45	2.0%	49	1.6%	-55.6%	-8.2%
Porsche Boxster	17	5.4%	19	5.6%	151	6.6%	50	1.6%	-10.5%	202.0%
Porsche Cayman	15	4.8%	1	0.3%	68	3.0%	28	0.9%	>999%	142.9%
Volvo C70	5	1.6%	7	2.1%	38	1.7%	67	2.2%	-28.6%	-43.3%
Total Sports > \$80K	315	0.3%	338	0.4%	2,271	0.3%	3,077	0.5%	-6.8%	-26.2%

Sports > \$200K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin Convertible	0	0.0%	0	0.0%	6	0.8%	2	0.3%	-	200.0%
Aston Martin Coupe	10	11.0%	6	7.3%	52	6.9%	40	6.9%	66.7%	30.0%
Audi R8	2	2.2%	8	9.8%	20	2.6%	34	5.9%	-75.0%	-41.2%
BMW 6 Series	18	19.8%	15	18.3%	159	21.0%	99	17.2%	20.0%	60.6%
Ferrari	9	9.9%	9	11.0%	79	10.4%	58	10.1%	0.0%	36.2%
Jaguar XK Series	7	7.7%	6	7.3%	45	5.9%	46	8.0%	16.7%	-2.2%
Lamborghini	1	1.1%	0	0.0%	24	3.2%	26	4.5%	-	-7.7%
Lamborghini Convertible	0	0.0%	0	0.0%	3	0.4%	2	0.3%	-	50.0%
Lexus LFA	0	0.0%	1	1.2%	1	0.1%	3	0.5%	-100.0%	-66.7%
Maserati	9	9.9%	10	12.2%	89	11.8%	75	13.0%	-10.0%	18.7%

VFACTS
National

NEW VEHICLE SALES BY SEGMENT AND MODEL
JULY 2013

McLaren MP4-12C	3	3.3%	1	1.2%	16	2.1%	13	2.3%	200.0%	23.1%
Mercedes-Benz CL-Class	3	3.3%	1	1.2%	4	0.5%	7	1.2%	200.0%	-42.9%
Mercedes-Benz SL-Class	8	8.8%	7	8.5%	117	15.5%	13	2.3%	14.3%	800.0%
Mercedes-Benz SLS-Class	1	1.1%	0	0.0%	13	1.7%	12	2.1%	-	8.3%
Porsche 911	20	22.0%	18	22.0%	129	17.0%	146	25.3%	11.1%	-11.6%
Total Sports > \$200K	91	0.1%	82	0.1%	757	0.1%	576	0.1%	11.0%	31.4%
Total Sports	1,922	2.1%	1,916	2.2%	15,056	2.3%	12,308	1.9%	0.3%	22.3%
Total Passenger < \$	42,319	46.9%	39,545	45.6%	299,394	45.1%	304,548	48.0%	7.0%	-1.7%
Total Passenger > \$	3,999	4.4%	3,650	4.2%	28,137	4.2%	24,188	3.8%	9.6%	16.3%
Total Passenger	46,318	51.3%	43,195	49.9%	327,531	49.3%	328,736	51.8%	7.2%	-0.4%

NEW VEHICLE SALES BY MARQUE - PASSENGER
JULY 2013

	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	320	0.7%	82	0.2%	1,038	0.3%	554	0.2%	290.2%	87.4%
Aston Martin	10	0.0%	6	0.0%	58	0.0%	42	0.0%	66.7%	38.1%
Audi	746	1.6%	868	2.0%	4,915	1.5%	5,470	1.7%	-14.1%	-10.1%
Bentley	4	0.0%	11	0.0%	65	0.0%	36	0.0%	-63.6%	80.6%
BMW	1,027	2.2%	1,040	2.4%	6,620	2.0%	6,262	1.9%	-1.3%	5.7%
Caterham	0	0.0%	0	0.0%	1	0.0%	2	0.0%	-	-50.0%
Chery	67	0.1%	36	0.1%	450	0.1%	395	0.1%	86.1%	13.9%
Chrysler	172	0.4%	99	0.2%	1,487	0.5%	150	0.0%	73.7%	891.3%
Citroen	97	0.2%	132	0.3%	552	0.2%	881	0.3%	-26.5%	-37.3%
Dodge	0	0.0%	42	0.1%	0	0.0%	366	0.1%	-100.0%	-100.0%
Ferrari	9	0.0%	9	0.0%	79	0.0%	58	0.0%	0.0%	36.2%
Fiat	245	0.5%	27	0.1%	853	0.3%	295	0.1%	807.4%	189.2%
Ford	3,028	6.5%	3,447	8.0%	24,743	7.6%	27,292	8.3%	-12.2%	-9.3%
Holden	6,254	13.5%	5,464	12.6%	35,684	10.9%	46,146	14.0%	14.5%	-22.7%
Honda	1,890	4.1%	2,315	5.4%	17,857	5.5%	17,433	5.3%	-18.4%	2.4%
Hyundai	5,757	12.4%	5,707	13.2%	38,772	11.8%	39,789	12.1%	0.9%	-2.6%
Infiniti	5	0.0%	0	0.0%	66	0.0%	0	0.0%	-	-
Jaguar	89	0.2%	63	0.1%	604	0.2%	487	0.1%	41.3%	24.0%
Kia	1,557	3.4%	1,619	3.7%	12,488	3.8%	13,479	4.1%	-3.8%	-7.4%
Lamborghini	1	0.0%	0	0.0%	27	0.0%	28	0.0%	-	-3.6%
Lexus	418	0.9%	327	0.8%	2,494	0.8%	2,655	0.8%	27.8%	-6.1%
Lotus	4	0.0%	3	0.0%	38	0.0%	36	0.0%	33.3%	5.6%
Maserati	9	0.0%	10	0.0%	89	0.0%	75	0.0%	-10.0%	18.7%
Mazda	5,346	11.5%	5,069	11.7%	38,212	11.7%	39,375	12.0%	5.5%	-3.0%
McLaren	3	0.0%	1	0.0%	16	0.0%	13	0.0%	200.0%	23.1%
Mercedes-Benz	1,219	2.6%	1,138	2.6%	10,714	3.3%	8,259	2.5%	7.1%	29.7%
MINI	188	0.4%	184	0.4%	1,223	0.4%	1,072	0.3%	2.2%	14.1%
Mitsubishi	1,780	3.8%	1,028	2.4%	13,446	4.1%	9,819	3.0%	73.2%	36.9%
Morgan	1	0.0%	2	0.0%	9	0.0%	8	0.0%	-50.0%	12.5%
Nissan	1,690	3.6%	918	2.1%	14,789	4.5%	8,173	2.5%	84.1%	80.9%
Opel	111	0.2%	0	0.0%	1,100	0.3%	0	0.0%	-	-
Peugeot	192	0.4%	193	0.4%	1,938	0.6%	2,348	0.7%	-0.5%	-17.5%
Porsche	68	0.1%	46	0.1%	405	0.1%	279	0.1%	47.8%	45.2%
Proton	25	0.1%	83	0.2%	353	0.1%	532	0.2%	-69.9%	-33.6%
Renault	230	0.5%	235	0.5%	1,328	0.4%	1,318	0.4%	-2.1%	0.8%
Rolls-Royce	0	0.0%	0	0.0%	6	0.0%	9	0.0%	-	-33.3%
Saab	0	0.0%	1	0.0%	0	0.0%	21	0.0%	-100.0%	-100.0%
Skoda	190	0.4%	210	0.5%	1,449	0.4%	1,453	0.4%	-9.5%	-0.3%
Smart	11	0.0%	12	0.0%	86	0.0%	84	0.0%	-8.3%	2.4%
Ssangyong	47	0.1%	2	0.0%	93	0.0%	30	0.0%	>999%	210.0%
Subaru	1,249	2.7%	1,012	2.3%	6,812	2.1%	7,741	2.4%	23.4%	-12.0%
Suzuki	1,214	2.6%	1,514	3.5%	10,283	3.1%	11,193	3.4%	-19.8%	-8.1%
Toyota	8,800	19.0%	7,637	17.7%	56,516	17.3%	54,425	16.6%	15.2%	3.8%
Volkswagen	2,009	4.3%	2,449	5.7%	18,529	5.7%	19,640	6.0%	-18.0%	-5.7%
Volvo Car	236	0.5%	154	0.4%	1,244	0.4%	1,013	0.3%	53.2%	22.8%
Total Passenger	46,318	100.0%	43,195	100.0%	327,531	100.0%	328,736	100.0%	7.2%	-0.4%

VFACTS
National

NEW VEHICLE SALES BY SEGMENT AND MODEL
JULY 2013

SUV Small	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Small < \$40K										
Chery J11	25	0.5%	26	0.6%	168	0.4%	432	1.3%	-3.8%	-61.1%
Citroen C4 Aircross	14	0.3%	6	0.1%	72	0.2%	18	0.1%	133.3%	300.0%
Holden Trax	2	0.0%	0	0.0%	22	0.1%	0	0.0%	-	-
Hyundai ix35	1,401	29.1%	942	20.5%	11,021	27.8%	6,739	19.8%	48.7%	63.5%
Jeep Compass	225	4.7%	202	4.4%	2,076	5.2%	1,712	5.0%	11.4%	21.3%
Jeep Patriot	163	3.4%	158	3.4%	1,717	4.3%	1,284	3.8%	3.2%	33.7%
Mitsubishi ASX	841	17.5%	500	10.9%	3,808	9.6%	4,267	12.5%	68.2%	-10.8%
Nissan Dualis	944	19.6%	1,183	25.7%	8,454	21.3%	7,345	21.5%	-20.2%	15.1%
Peugeot 4008	54	1.1%	59	1.3%	697	1.8%	138	0.4%	-8.5%	405.1%
Skoda Yeti	108	2.2%	107	2.3%	559	1.4%	653	1.9%	0.9%	-14.4%
Ssangyong Korando	52	1.1%	51	1.1%	474	1.2%	455	1.3%	2.0%	4.2%
Subaru XV	511	10.6%	768	16.7%	6,241	15.7%	5,841	17.1%	-33.5%	6.8%
Suzuki Jimny	70	1.5%	100	2.2%	581	1.5%	539	1.6%	-30.0%	7.8%
Volkswagen Tiguan	402	8.4%	497	10.8%	3,822	9.6%	4,676	13.7%	-19.1%	-18.3%
Total SUV Small < \$40K	4,812	5.3%	4,599	5.3%	39,712	6.0%	34,099	5.4%	4.6%	16.5%

SUV Small > \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q3	246	56.7%	115	46.2%	1,881	57.9%	532	31.4%	113.9%	253.6%
BMW X1	150	34.6%	100	40.2%	1,067	32.9%	847	50.0%	50.0%	26.0%
MINI Countryman	38	8.8%	34	13.7%	298	9.2%	316	18.6%	11.8%	-5.7%
Total SUV Small > \$40K	434	0.5%	249	0.3%	3,246	0.5%	1,695	0.3%	74.3%	91.5%

Total SUV Small	5,246	5.8%	4,848	5.6%	42,958	6.5%	35,794	5.6%	8.2%	20.0%
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SUV Medium	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Medium < \$60K										
Dodge Nitro	0	0.0%	17	0.2%	0	0.0%	178	0.3%	-100.0%	-100.0%
Ford Escape	1	0.0%	66	0.9%	39	0.1%	696	1.2%	-98.5%	-94.4%
Ford Kuga	458	5.3%	110	1.4%	1,827	2.8%	458	0.8%	316.4%	298.9%
Great Wall X200	86	1.0%	235	3.1%	976	1.5%	1,319	2.4%	-63.4%	-26.0%
Great Wall X240	16	0.2%	88	1.2%	295	0.5%	723	1.3%	-81.8%	-59.2%
Holden Captiva 5	439	5.1%	662	8.7%	4,152	6.4%	3,801	6.8%	-33.7%	9.2%
Honda CR-V	856	9.9%	554	7.2%	8,318	12.8%	1,589	2.8%	54.5%	423.5%
Jeep Cherokee	0	0.0%	175	2.3%	82	0.1%	771	1.4%	-100.0%	-89.4%
Kia Sportage	604	7.0%	462	6.0%	3,372	5.2%	2,712	4.8%	30.7%	24.3%
Land Rover Defender S/Wgn	54	0.6%	25	0.3%	380	0.6%	429	0.8%	116.0%	-11.4%
Mazda CX-5	1,638	18.9%	1,483	19.4%	11,731	18.0%	8,040	14.3%	10.5%	45.9%
Mazda CX-7	0	0.0%	51	0.7%	1	0.0%	3,133	5.6%	-100.0%	-100.0%
Mitsubishi Outlander	883	10.2%	434	5.7%	6,187	9.5%	4,320	7.7%	103.5%	43.2%
Nissan X-Trail	761	8.8%	1,074	14.0%	7,181	11.0%	9,377	16.7%	-29.1%	-23.4%
Peugeot 4007	18	0.2%	40	0.5%	214	0.3%	397	0.7%	-55.0%	-46.1%
Renault Koleos	225	2.6%	39	0.5%	1,085	1.7%	404	0.7%	476.9%	168.6%
Skoda Octavia Scout	10	0.1%	14	0.2%	58	0.1%	118	0.2%	-28.6%	-50.8%
Ssangyong Actyon	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Ssangyong Kyron	1	0.0%	5	0.1%	4	0.0%	46	0.1%	-80.0%	-91.3%
Subaru Forester	888	10.3%	847	11.1%	7,937	12.2%	7,048	12.6%	4.8%	12.6%
Suzuki Grand Vitara	197	2.3%	208	2.7%	2,063	3.2%	1,890	3.4%	-5.3%	9.2%
Toyota RAV4	1,521	17.6%	1,061	13.9%	9,160	14.1%	8,614	15.4%	43.4%	6.3%
Total SUV Medium < \$60K	8,656	9.6%	7,650	8.8%	65,062	9.8%	56,064	8.8%	13.2%	16.0%

SUV Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q5	205	23.1%	218	24.3%	1,768	25.3%	1,602	24.6%	-6.0%	10.4%
BMW X3	216	24.3%	226	25.2%	1,744	25.0%	1,406	21.6%	-4.4%	24.0%
Land Rover Freelander 2	98	11.0%	93	10.4%	781	11.2%	526	8.1%	5.4%	48.5%
Land Rover Range Rover Evoque	267	30.0%	194	21.6%	1,553	22.2%	1,635	25.2%	37.6%	-5.0%
Volvo XC60	103	11.6%	167	18.6%	1,137	16.3%	1,331	20.5%	-38.3%	-14.6%
Total SUV Medium > \$60K	889	1.0%	898	1.0%	6,983	1.1%	6,500	1.0%	-1.0%	7.4%

Total SUV Medium	9,545	10.6%	8,548	9.9%	72,045	10.9%	62,564	9.9%	11.7%	15.2%
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SUV Large	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Large < \$70K										
Dodge Journey	119	1.4%	159	2.0%	954	1.5%	736	1.2%	-25.2%	29.6%
Fiat Freemont	100	1.2%	0	0.0%	423	0.7%	0	0.0%	-	-
Ford Territory	966	11.7%	1,084	13.4%	8,475	13.6%	8,779	14.4%	-10.9%	-3.5%
Holden Captiva 7	1,016	12.3%	896	11.1%	7,992	12.8%	6,053	10.0%	13.4%	32.0%
Holden Colorado 7	142	1.7%	0	0.0%	969	1.6%	0	0.0%	-	-
Hyundai Santa Fe	564	6.8%	367	4.5%	3,761	6.0%	2,437	4.0%	53.7%	54.3%
Jeep Grand Cherokee	1,196	14.5%	672	8.3%	6,001	9.6%	4,255	7.0%	78.0%	41.0%
Jeep Wrangler	181	2.2%	160	2.0%	1,810	2.9%	1,583	2.6%	13.1%	14.3%
Kia Sorento	249	3.0%	255	3.1%	1,820	2.9%	1,817	3.0%	-2.4%	0.2%
Mazda CX-9	394	4.8%	337	4.2%	2,575	4.1%	2,656	4.4%	16.9%	-3.0%
Mitsubishi Challenger	34	0.4%	120	1.5%	981	1.6%	1,389	2.3%	-71.7%	-29.4%
Mitsubishi Pajero	351	4.3%	397	4.9%	3,511	5.6%	3,819	6.3%	-11.6%	-8.1%
Nissan Murano	111	1.3%	190	2.3%	942	1.5%	1,416	2.3%	-41.6%	-33.5%
Nissan Pathfinder	86	1.0%	296	3.7%	696	1.1%	1,573	2.6%	-70.9%	-55.8%
Ssangyong Rexton	0	0.0%	7	0.1%	19	0.0%	113	0.2%	-100.0%	-83.2%
Subaru Outback	398	4.8%	327	4.0%	2,423	3.9%	2,903	4.8%	21.7%	-16.5%
Subaru Tribeca	56	0.7%	69	0.9%	402	0.6%	831	1.4%	-18.8%	-51.6%
Toyota FJ Cruiser	195	2.4%	233	2.9%	1,701	2.7%	1,778	2.9%	-16.3%	-4.3%
Toyota Kluger	931	11.3%	1,114	13.8%	7,255	11.6%	7,916	13.0%	-16.4%	-8.4%
Toyota Prado	1,059	12.8%	1,415	17.5%	8,991	14.4%	10,735	17.7%	-25.2%	-16.2%
Volkswagen Passat Alltrack	100	1.2%	0	0.0%	589	0.9%	0	0.0%	-	-
Total SUV Large < \$70K	8,248	9.1%	8,098	9.3%	62,290	9.4%	60,789	9.6%	1.9%	2.5%

SUV Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q7	128	8.2%	100	7.1%	912	8.5%	644	6.6%	28.0%	41.6%
BMW X5	295	18.9%	202	14.4%	2,062	19.2%	1,693	17.4%	46.0%	21.8%
BMW X6	25	1.6%	45	3.2%	209	1.9%	251	2.6%	-44.4%	-16.7%
Infiniti FX	13	0.8%	0	0.0%	104	1.0%	0	0.0%	-	-
Land Rover Discovery	251	16.1%	146	10.4%	1,422	13.2%	1,206	12.4%	71.9%	17.9%
Land Rover Range Rover Sport	87	5.6%	67	4.8%	817	7.6%	884	9.1%	29.9%	-7.6%
Lexus RX	136	8.7%	187	13.3%	1,297	12.1%	1,114	11.4%	-27.3%	16.4%
Mercedes-Benz M-Class	227	14.6%	320	22.7%	1,523	14.2%	1,297	13.3%	-29.1%	17.4%
Mercedes-Benz R-Class	1	0.1%	28	2.0%	46	0.4%	141	1.4%	-96.4%	-67.4%
Porsche Cayenne	98	6.3%	88	6.3%	636	5.9%	527	5.4%	11.4%	20.7%
Volkswagen Touareg	211	13.5%	144	10.2%	1,024	9.5%	1,002	10.3%	46.5%	2.2%
Volvo XC70	10	0.6%	15	1.1%	103	1.0%	156	1.6%	-33.3%	-34.0%
Volvo XC90	78	5.0%	65	4.6%	606	5.6%	840	8.6%	20.0%	-27.9%
Total SUV Large > \$70K	1,560	1.7%	1,407	1.6%	10,761	1.6%	9,755	1.5%	10.9%	10.3%

Total SUV Large	9,808	10.9%	9,505	11.0%	73,051	11.0%	70,544	11.1%	3.2%	3.6%
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SUV Upper Large	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Upper Large < \$100K										
Nissan Patrol Wagon	198	22.4%	266	25.9%	1,598	21.4%	2,015	23.7%	-25.6%	-20.7%
Toyota Landcruiser Wagon	686	77.6%	760	74.1%	5,866	78.6%	6,473	76.3%	-9.7%	-9.4%
Total SUV Upper Large < \$100K	884	1.0%	1,026	1.2%	7,464	1.1%	8,488	1.3%	-13.8%	-12.1%

SUV Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Land Rover Range Rover	16	18.8%	15	19.5%	172	29.2%	107	24.0%	6.7%	60.7%
Lexus LX	10	11.8%	13	16.9%	102	17.3%	105	23.5%	-23.1%	-2.9%
Mercedes-Benz G-Class	3	3.5%	0	0.0%	33	5.6%	39	8.7%	-	-15.4%
Mercedes-Benz GL-Class	56	65.9%	49	63.6%	282	47.9%	195	43.7%	14.3%	44.6%
Total SUV Upper Large > \$100K	85	0.1%	77	0.1%	589	0.1%	446	0.1%	10.4%	32.1%
Total SUV Upper Large	969	1.1%	1,103	1.3%	8,053	1.2%	8,934	1.4%	-12.1%	-9.9%
Total SUV < \$	22,600	25.0%	21,373	24.7%	174,528	26.3%	159,440	25.1%	5.7%	9.5%
Total SUV > \$	2,968	3.3%	2,631	3.0%	21,579	3.3%	18,396	2.9%	12.8%	17.3%
Total SUV	25,568	28.3%	24,004	27.7%	196,107	29.5%	177,836	28.0%	6.5%	10.3%

NEW VEHICLE SALES BY MARQUE - SUV
JULY 2013

	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi	579	2.3%	433	1.8%	4,561	2.3%	2,778	1.6%	33.7%	64.2%
BMW	686	2.7%	573	2.4%	5,082	2.6%	4,197	2.4%	19.7%	21.1%
Chery	25	0.1%	26	0.1%	168	0.1%	432	0.2%	-3.8%	-61.1%
Citroen	14	0.1%	6	0.0%	72	0.0%	18	0.0%	133.3%	300.0%
Dodge	119	0.5%	176	0.7%	954	0.5%	914	0.5%	-32.4%	4.4%
Fiat	100	0.4%	0	0.0%	423	0.2%	0	0.0%	-	-
Ford	1,425	5.6%	1,260	5.2%	10,341	5.3%	9,933	5.6%	13.1%	4.1%
Great Wall	102	0.4%	323	1.3%	1,271	0.6%	2,042	1.1%	-68.4%	-37.8%
Holden	1,599	6.3%	1,558	6.5%	13,135	6.7%	9,854	5.5%	2.6%	33.3%
Honda	856	3.3%	554	2.3%	8,318	4.2%	1,589	0.9%	54.5%	423.5%
Hyundai	1,965	7.7%	1,309	5.5%	14,782	7.5%	9,176	5.2%	50.1%	61.1%
Infiniti	13	0.1%	0	0.0%	104	0.1%	0	0.0%	-	-
Jeep	1,765	6.9%	1,367	5.7%	11,686	6.0%	9,605	5.4%	29.1%	21.7%
Kia	853	3.3%	717	3.0%	5,192	2.6%	4,529	2.5%	19.0%	14.6%
Land Rover	773	3.0%	540	2.2%	5,125	2.6%	4,787	2.7%	43.1%	7.1%
Lexus	146	0.6%	200	0.8%	1,399	0.7%	1,219	0.7%	-27.0%	14.8%
Mazda	2,032	7.9%	1,871	7.8%	14,307	7.3%	13,829	7.8%	8.6%	3.5%
Mercedes-Benz	287	1.1%	397	1.7%	1,884	1.0%	1,672	0.9%	-27.7%	12.7%
MINI	38	0.1%	34	0.1%	298	0.2%	316	0.2%	11.8%	-5.7%
Mitsubishi	2,109	8.2%	1,451	6.0%	14,487	7.4%	13,795	7.8%	45.3%	5.0%
Nissan	2,100	8.2%	3,009	12.5%	18,871	9.6%	21,726	12.2%	-30.2%	-13.1%
Peugeot	72	0.3%	99	0.4%	911	0.5%	535	0.3%	-27.3%	70.3%
Porsche	98	0.4%	88	0.4%	636	0.3%	527	0.3%	11.4%	20.7%
Renault	225	0.9%	39	0.2%	1,085	0.6%	404	0.2%	476.9%	168.6%
Skoda	118	0.5%	121	0.5%	617	0.3%	771	0.4%	-2.5%	-20.0%
Ssangyong	53	0.2%	63	0.3%	497	0.3%	615	0.3%	-15.9%	-19.2%
Subaru	1,853	7.2%	2,011	8.4%	17,003	8.7%	16,623	9.3%	-7.9%	2.3%
Suzuki	267	1.0%	308	1.3%	2,644	1.3%	2,429	1.4%	-13.3%	8.9%
Toyota	4,392	17.2%	4,583	19.1%	32,973	16.8%	35,516	20.0%	-4.2%	-7.2%
Volkswagen	713	2.8%	641	2.7%	5,435	2.8%	5,678	3.2%	11.2%	-4.3%
Volvo Car	191	0.7%	247	1.0%	1,846	0.9%	2,327	1.3%	-22.7%	-20.7%
Total SUV	25,568	100.0%	24,004	100.0%	196,107	100.0%	177,836	100.0%	6.5%	10.3%

Light Commercial	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
Light Buses < 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Bus	10	4.4%	18	7.0%	69	4.9%	180	10.2%	-44.4%	-61.7%
Mercedes-Benz Sprinter Bus	2	0.9%	3	1.2%	14	1.0%	36	2.0%	-33.3%	-61.1%
Toyota Hiace Bus	214	94.7%	236	91.8%	1,330	94.1%	1,549	87.8%	-9.3%	-14.1%
Total Light Buses < 20 Seats	226	0.3%	257	0.3%	1,413	0.2%	1,765	0.3%	-12.1%	-19.9%

Light Buses => 20 Seats	2013		2012		2013		2012		Variance +/- %	
	Volume	Share	Volume	Share	Volume	Share	Volume	Share	MTH	YTD
Mitsubishi Rosa Bus	35	68.6%	38	54.3%	266	59.4%	401	63.2%	-7.9%	-33.7%
Toyota Coaster	16	31.4%	32	45.7%	182	40.6%	233	36.8%	-50.0%	-21.9%
Total Light Buses => 20 Seats	51	0.1%	70	0.1%	448	0.1%	634	0.1%	-27.1%	-29.3%

Vans/CC <= 2.5t	2013		2012		2013		2012		Variance +/- %	
	Volume	Share	Volume	Share	Volume	Share	Volume	Share	MTH	YTD
Citroen Berlingo	19	8.5%	13	5.3%	88	4.4%	131	6.8%	46.2%	-32.8%
Holden Combo	0	0.0%	18	7.3%	14	0.7%	193	10.1%	-100.0%	-92.7%
Peugeot Partner	16	7.1%	32	13.0%	85	4.3%	71	3.7%	-50.0%	19.7%
Renault Kangoo	16	7.1%	13	5.3%	181	9.1%	177	9.2%	23.1%	2.3%
Suzuki APV	37	16.5%	45	18.2%	277	13.9%	294	15.4%	-17.8%	-5.8%
Volkswagen Caddy Van	136	60.7%	126	51.0%	1,345	67.6%	1,049	54.8%	7.9%	28.2%
Total Vans/CC <= 2.5t	224	0.2%	247	0.3%	1,990	0.3%	1,915	0.3%	-9.3%	3.9%

Vans/CC 2.5-3.5t	2013		2012		2013		2012		Variance +/- %	
	Volume	Share	Volume	Share	Volume	Share	Volume	Share	MTH	YTD
Citroen Dispatch	0	0.0%	0	0.0%	1	0.0%	2	0.0%	-	-50.0%
Fiat Scudo	18	1.5%	8	0.5%	126	1.3%	70	0.7%	125.0%	80.0%
Ford Transit	53	4.3%	38	2.5%	346	3.7%	349	3.4%	39.5%	-0.9%
Hyundai iLOAD	287	23.2%	591	39.5%	2,434	26.0%	3,948	38.6%	-51.4%	-38.3%
Kia K2900	0	0.0%	1	0.1%	0	0.0%	138	1.3%	-100.0%	-100.0%
Mercedes-Benz Vito	127	10.3%	74	4.9%	598	6.4%	582	5.7%	71.6%	2.7%
Mitsubishi Express	0	0.0%	47	3.1%	231	2.5%	365	3.6%	-100.0%	-36.7%
Peugeot Expert	0	0.0%	16	1.1%	25	0.3%	25	0.2%	-100.0%	0.0%
Renault Trafic	72	5.8%	29	1.9%	522	5.6%	227	2.2%	148.3%	130.0%
Toyota Hiace Van	534	43.1%	557	37.2%	3,823	40.8%	3,717	36.3%	-4.1%	2.9%
Volkswagen Transporter	147	11.9%	136	9.1%	1,258	13.4%	806	7.9%	8.1%	56.1%
Total Vans/CC 2.5-3.5t	1,238	1.4%	1,497	1.7%	9,364	1.4%	10,229	1.6%	-17.3%	-8.5%

PU/CC 4X2	2013		2012		2013		2012		Variance +/- %	
	Volume	Share	Volume	Share	Volume	Share	Volume	Share	MTH	YTD
Ford Falcon Ute	355	9.0%	397	9.9%	2,845	10.6%	3,354	12.3%	-10.6%	-15.2%
Ford Ranger 4X2	565	14.3%	438	10.9%	3,029	11.3%	2,646	9.7%	29.0%	14.5%
Great Wall V200 4X2	38	1.0%	126	3.1%	451	1.7%	862	3.2%	-69.8%	-47.7%
Great Wall V240 4X2	102	2.6%	135	3.4%	948	3.5%	1,260	4.6%	-24.4%	-24.8%
Holden Colorado 4X2	320	8.1%	115	2.9%	1,849	6.9%	396	1.5%	178.3%	366.9%
Holden Utility 4X2	590	14.9%	622	15.4%	3,074	11.5%	4,696	17.3%	-5.1%	-34.5%
Isuzu Ute D-Max 4X2	197	5.0%	91	2.3%	965	3.6%	739	2.7%	116.5%	30.6%
Mazda BT-50 4X2	374	9.5%	361	9.0%	2,847	10.6%	1,893	7.0%	3.6%	50.4%
Mitsubishi Triton 4X2	356	9.0%	351	8.7%	2,337	8.7%	3,095	11.4%	1.4%	-24.5%
Nissan Navara 4X2	126	3.2%	185	4.6%	1,781	6.6%	1,022	3.8%	-31.9%	74.3%
Proton Jumbuck	0	0.0%	1	0.0%	0	0.0%	144	0.5%	-100.0%	-100.0%
Ssangyong Actyon Sports 4X2	16	0.4%	18	0.4%	149	0.6%	192	0.7%	-11.1%	-22.4%
Toyota Hilux 4X2	873	22.1%	1,119	27.8%	6,198	23.1%	6,525	24.0%	-22.0%	-5.0%
Volkswagen Amarok 4X2	41	1.0%	70	1.7%	356	1.3%	395	1.5%	-41.4%	-9.9%
Total PU/CC 4X2	3,953	4.4%	4,029	4.7%	26,829	4.0%	27,219	4.3%	-1.9%	-1.4%

PU/CC 4X4	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X4	1,216	12.2%	1,250	11.6%	9,315	11.4%	6,070	8.8%	-2.7%	53.5%
Great Wall V200 4X4	127	1.3%	327	3.0%	1,365	1.7%	2,136	3.1%	-61.2%	-36.1%
Great Wall V240 4X4	12	0.1%	73	0.7%	187	0.2%	482	0.7%	-83.6%	-61.2%
Holden Colorado 4X4	1,374	13.8%	1,159	10.8%	7,928	9.7%	3,834	5.6%	18.6%	106.8%
Isuzu Ute D-Max 4X4	658	6.6%	578	5.4%	4,863	5.9%	3,596	5.2%	13.8%	35.2%
Land Rover Defender PU/CC	7	0.1%	10	0.1%	41	0.1%	63	0.1%	-30.0%	-34.9%
Mazda BT-50 4X4	773	7.8%	650	6.0%	5,446	6.6%	4,987	7.2%	18.9%	9.2%
Mitsubishi Triton 4X4	1,410	14.2%	551	5.1%	12,483	15.2%	7,493	10.9%	155.9%	66.6%
Nissan Navara 4X4	1,111	11.2%	1,979	18.4%	13,179	16.1%	14,322	20.8%	-43.9%	-8.0%
Nissan Patrol PU/CC	47	0.5%	64	0.6%	519	0.6%	791	1.1%	-26.6%	-34.4%
Ssangyong Actyon Sports 4X4	18	0.2%	22	0.2%	158	0.2%	269	0.4%	-18.2%	-41.3%
Toyota Hilux 4X4	2,098	21.1%	3,044	28.3%	17,494	21.3%	17,050	24.8%	-31.1%	2.6%
Toyota Landcruiser PU/CC	506	5.1%	572	5.3%	5,027	6.1%	4,800	7.0%	-11.5%	4.7%
Volkswagen Amarok 4X4	590	5.9%	482	4.5%	3,990	4.9%	2,931	4.3%	22.4%	36.1%
Total PU/CC 4X4	9,947	11.0%	10,761	12.4%	81,995	12.3%	68,824	10.8%	-7.6%	19.1%
Total Light Commercial	15,639	17.3%	16,861	19.5%	122,039	18.4%	110,586	17.4%	-7.2%	10.4%

NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL
JULY 2013

	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen	19	0.1%	13	0.1%	89	0.1%	133	0.1%	46.2%	-33.1%
Fiat	18	0.1%	8	0.0%	126	0.1%	70	0.1%	125.0%	80.0%
Ford	2,199	14.1%	2,141	12.7%	15,604	12.8%	12,599	11.4%	2.7%	23.9%
Great Wall	279	1.8%	661	3.9%	2,951	2.4%	4,740	4.3%	-57.8%	-37.7%
Holden	2,284	14.6%	1,914	11.4%	12,865	10.5%	9,119	8.2%	19.3%	41.1%
Hyundai	287	1.8%	591	3.5%	2,434	2.0%	3,948	3.6%	-51.4%	-38.3%
Isuzu Ute	855	5.5%	669	4.0%	5,828	4.8%	4,335	3.9%	27.8%	34.4%
Kia	0	0.0%	1	0.0%	0	0.0%	138	0.1%	-100.0%	-100.0%
Land Rover	7	0.0%	10	0.1%	41	0.0%	63	0.1%	-30.0%	-34.9%
Mazda	1,147	7.3%	1,011	6.0%	8,293	6.8%	6,880	6.2%	13.5%	20.5%
Mercedes-Benz	129	0.8%	77	0.5%	612	0.5%	618	0.6%	67.5%	-1.0%
Mitsubishi	1,766	11.3%	949	5.6%	15,051	12.3%	10,953	9.9%	86.1%	37.4%
Mitsubishi Fuso	35	0.2%	38	0.2%	266	0.2%	401	0.4%	-7.9%	-33.7%
Nissan	1,284	8.2%	2,228	13.2%	15,479	12.7%	16,135	14.6%	-42.4%	-4.1%
Peugeot	16	0.1%	48	0.3%	110	0.1%	96	0.1%	-66.7%	14.6%
Proton	0	0.0%	1	0.0%	0	0.0%	144	0.1%	-100.0%	-100.0%
Renault	88	0.6%	42	0.2%	703	0.6%	404	0.4%	109.5%	74.0%
Ssangyong	34	0.2%	40	0.2%	307	0.3%	461	0.4%	-15.0%	-33.4%
Suzuki	37	0.2%	45	0.3%	277	0.2%	294	0.3%	-17.8%	-5.8%
Toyota	4,241	27.1%	5,560	33.0%	34,054	27.9%	33,874	30.6%	-23.7%	0.5%
Volkswagen	914	5.8%	814	4.8%	6,949	5.7%	5,181	4.7%	12.3%	34.1%
Total Light Commercial	15,639	100.0%	16,861	100.0%	122,039	100.0%	110,586	100.0%	-7.2%	10.4%

Heavy Commercial	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
LD 3,501-8,000 kgs GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat Ducato	105	8.4%	55	5.0%	599	7.5%	339	4.4%	90.9%	76.7%
Ford Transit Heavy	81	6.5%	55	5.0%	549	6.8%	509	6.7%	47.3%	7.9%
Foton (LD)	14	1.1%	2	0.2%	14	0.2%	106	1.4%	600.0%	-86.8%
Hino (LD)	158	12.6%	137	12.4%	972	12.1%	1,028	13.5%	15.3%	-5.4%
Hyundai HD	0	0.0%	2	0.2%	0	0.0%	55	0.7%	-100.0%	-100.0%
Isuzu N-Series (LD)	277	22.1%	279	25.3%	1,853	23.1%	1,945	25.5%	-0.7%	-4.7%
Iveco Daily C/C	73	5.8%	77	7.0%	386	4.8%	389	5.1%	-5.2%	-0.8%
Iveco Daily Van	13	1.0%	13	1.2%	81	1.0%	80	1.0%	0.0%	1.3%
Mercedes-Benz G-Wagon (4.6t)	92	7.3%	54	4.9%	319	4.0%	247	3.2%	70.4%	29.1%
Mercedes-Benz Sprinter	190	15.2%	197	17.9%	1,240	15.5%	1,369	18.0%	-3.6%	-9.4%
Mitsubishi Canter (LD)	118	9.4%	134	12.2%	1,195	14.9%	900	11.8%	-11.9%	32.8%
Renault Master	64	5.1%	37	3.4%	364	4.5%	224	2.9%	73.0%	62.5%
Volkswagen Crafter	69	5.5%	60	5.4%	446	5.6%	431	5.7%	15.0%	3.5%
Total LD 3,501-8,000 kgs GVM	1,254	1.4%	1,102	1.3%	8,018	1.2%	7,622	1.2%	13.8%	5.2%
MD => 8,001 GVM & GCM < 39,001	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
DAF (MD)	9	1.3%	3	0.4%	46	0.9%	38	0.8%	200.0%	21.1%
Freightliner (MD)	12	1.8%	3	0.4%	65	1.3%	26	0.5%	300.0%	150.0%
Hino (MD)	176	26.1%	206	28.0%	1,431	28.9%	1,262	26.6%	-14.6%	13.4%
Isuzu F-Series (MD)	225	33.4%	268	36.5%	1,493	30.1%	1,696	35.8%	-16.0%	-12.0%
Isuzu N-Series (MD)	29	4.3%	37	5.0%	244	4.9%	264	5.6%	-21.6%	-7.6%
Iveco (MD)	54	8.0%	51	6.9%	376	7.6%	366	7.7%	5.9%	2.7%
Mack (MD)	5	0.7%	0	0.0%	46	0.9%	0	0.0%	-	-
MAN (MD)	13	1.9%	10	1.4%	76	1.5%	89	1.9%	30.0%	-14.6%
Mercedes (MD)	15	2.2%	8	1.1%	123	2.5%	65	1.4%	87.5%	89.2%
Mercedes-Benz Vario	0	0.0%	5	0.7%	2	0.0%	14	0.3%	-100.0%	-85.7%
Mitsubishi Canter (MD)	30	4.5%	15	2.0%	125	2.5%	106	2.2%	100.0%	17.9%
Mitsubishi Fighter (MD)	67	9.9%	67	9.1%	598	12.1%	460	9.7%	0.0%	30.0%
Mitsubishi F-Series (MD)	0	0.0%	0	0.0%	2	0.0%	0	0.0%	-	-
Mitsubishi Fuso MP City Bus	0	0.0%	0	0.0%	1	0.0%	0	0.0%	-	-
Nissan UD (MD)	34	5.0%	62	8.4%	308	6.2%	350	7.4%	-45.2%	-12.0%
Volvo Truck (MD)	0	0.0%	0	0.0%	5	0.1%	4	0.1%	-	25.0%
Western Star (MD)	5	0.7%	0	0.0%	12	0.2%	0	0.0%	-	-
Total MD => 8,001 GVM & GCM < 39,001	674	0.7%	735	0.8%	4,953	0.7%	4,740	0.7%	-8.3%	4.5%
HD => 8,001 GVM & GCM > 39,000	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Caterpillar	12	1.5%	25	3.4%	45	0.8%	161	3.2%	-52.0%	-72.0%
DAF (HD)	27	3.5%	17	2.3%	167	3.2%	135	2.7%	58.8%	23.7%
Dennis Eagle	8	1.0%	1	0.1%	73	1.4%	105	2.1%	700.0%	-30.5%
Freightliner (HD)	59	7.5%	67	9.0%	451	8.5%	333	6.7%	-11.9%	35.4%
Hino (HD)	11	1.4%	8	1.1%	94	1.8%	75	1.5%	37.5%	25.3%
International	0	0.0%	0	0.0%	0	0.0%	15	0.3%	-	-100.0%
Isuzu (HD)	44	5.6%	31	4.2%	238	4.5%	187	3.8%	41.9%	27.3%
Iveco (HD)	24	3.1%	22	3.0%	199	3.8%	180	3.6%	9.1%	10.6%
Kenworth	216	27.6%	161	21.6%	1,404	26.5%	1,207	24.3%	34.2%	16.3%
Mack (HD)	53	6.8%	75	10.1%	402	7.6%	503	10.1%	-29.3%	-20.1%
MAN (HD)	20	2.6%	14	1.9%	130	2.5%	155	3.1%	42.9%	-16.1%
Mercedes (HD)	20	2.6%	26	3.5%	182	3.4%	143	2.9%	-23.1%	27.3%
Mitsubishi F-Series (HD)	19	2.4%	19	2.6%	146	2.8%	114	2.3%	0.0%	28.1%
Nissan UD (HD)	14	1.8%	13	1.7%	73	1.4%	80	1.6%	7.7%	-8.8%
Scania (HD)	39	5.0%	45	6.0%	367	6.9%	293	5.9%	-13.3%	25.3%
Volvo Truck (HD)	138	17.6%	140	18.8%	748	14.1%	740	14.9%	-1.4%	1.1%
Western Star (HD)	78	10.0%	80	10.8%	579	10.9%	549	11.0%	-2.5%	5.5%
Total HD => 8,001 GVM & GCM > 39,000	782	0.9%	744	0.9%	5,298	0.8%	4,975	0.8%	5.1%	6.5%
Total Heavy Commercial	2,710	3.0%	2,581	3.0%	18,269	2.8%	17,337	2.7%	5.0%	5.4%

NEW VEHICLE SALES BY MARQUE - HEAVY COMMERCIAL
JULY 2013

	Month				Year to Date				Variance +/- %	
	2013		2012		2013		2012		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Caterpillar	12	0.4%	25	1.0%	45	0.2%	161	0.9%	-52.0%	-72.0%
Daf	36	1.3%	20	0.8%	213	1.2%	173	1.0%	80.0%	23.1%
Dennis Eagle	8	0.3%	1	0.0%	73	0.4%	105	0.6%	700.0%	-30.5%
Fiat	105	3.9%	55	2.1%	599	3.3%	339	2.0%	90.9%	76.7%
Ford	81	3.0%	55	2.1%	549	3.0%	509	2.9%	47.3%	7.9%
Foton	14	0.5%	2	0.1%	14	0.1%	106	0.6%	600.0%	-86.8%
Freightliner	71	2.6%	70	2.7%	516	2.8%	359	2.1%	1.4%	43.7%
Hino	345	12.7%	351	13.6%	2,497	13.7%	2,365	13.6%	-1.7%	5.6%
Hyundai Trucks	0	0.0%	2	0.1%	0	0.0%	55	0.3%	-100.0%	-100.0%
International	0	0.0%	0	0.0%	0	0.0%	15	0.1%	-	-100.0%
Isuzu	575	21.2%	615	23.8%	3,828	21.0%	4,092	23.6%	-6.5%	-6.5%
Iveco	164	6.1%	163	6.3%	1,042	5.7%	1,015	5.9%	0.6%	2.7%
Kenworth	216	8.0%	161	6.2%	1,404	7.7%	1,207	7.0%	34.2%	16.3%
Mack	58	2.1%	75	2.9%	448	2.5%	503	2.9%	-22.7%	-10.9%
Man	33	1.2%	24	0.9%	206	1.1%	244	1.4%	37.5%	-15.6%
Mercedes-Benz	317	11.7%	290	11.2%	1,866	10.2%	1,838	10.6%	9.3%	1.5%
Mitsubishi Fuso	234	8.6%	235	9.1%	2,067	11.3%	1,580	9.1%	-0.4%	30.8%
Nissan UD	48	1.8%	75	2.9%	381	2.1%	430	2.5%	-36.0%	-11.4%
Renault	64	2.4%	37	1.4%	364	2.0%	224	1.3%	73.0%	62.5%
Scania	39	1.4%	45	1.7%	367	2.0%	293	1.7%	-13.3%	25.3%
Volkswagen	69	2.5%	60	2.3%	446	2.4%	431	2.5%	15.0%	3.5%
Volvo Commercial	138	5.1%	140	5.4%	753	4.1%	744	4.3%	-1.4%	1.2%
Western Star	83	3.1%	80	3.1%	591	3.2%	549	3.2%	3.8%	7.7%
Total Heavy Commercial	2,710	100.0%	2,581	100.0%	18,269	100.0%	17,337	100.0%	5.0%	5.4%

VFACTS
National

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Alfa Romeo								
Alfa Romeo 159	4	5	51	116	-1	-65	-20.0%	-56.0%
Alfa Romeo Brera	0	0	0	3	0	-3	-	-100.0%
Alfa Romeo Giulietta	241	67	772	345	174	427	259.7%	123.8%
Alfa Romeo MiTo	75	10	215	90	65	125	650.0%	138.9%
Alfa Romeo Total	320	82	1,038	554	238	484	290.2%	87.4%
Aston Martin								
Aston Martin Convertible	0	0	6	2	0	4	-	200.0%
Aston Martin Coupe	10	6	52	40	4	12	66.7%	30.0%
Aston Martin Total	10	6	58	42	4	16	66.7%	38.1%
Audi								
Audi A1	128	285	899	962	-157	-63	-55.1%	-6.5%
Audi A3	186	93	941	713	93	228	100.0%	32.0%
Audi A3 Convertible	0	26	122	195	-26	-73	-100.0%	-37.4%
Audi A4	264	277	1,610	1,759	-13	-149	-4.7%	-8.5%
Audi A5	59	61	383	636	-2	-253	-3.3%	-39.8%
Audi A5 Sportback	50	52	412	474	-2	-62	-3.8%	-13.1%
Audi A6	38	35	296	375	3	-79	8.6%	-21.1%
Audi A7	6	11	65	77	-5	-12	-45.5%	-15.6%
Audi A8	2	5	36	51	-3	-15	-60.0%	-29.4%
Audi Q3	246	115	1,881	532	131	1,349	113.9%	253.6%
Audi Q5	205	218	1,768	1,602	-13	166	-6.0%	10.4%
Audi Q7	128	100	912	644	28	268	28.0%	41.6%
Audi R8	2	8	20	34	-6	-14	-75.0%	-41.2%
Audi TT	11	15	131	194	-4	-63	-26.7%	-32.5%
Audi Total	1,325	1,301	9,476	8,248	24	1,228	1.8%	14.9%
Bentley								
Bentley	4	11	65	36	-7	29	-63.6%	80.6%
Bentley Total	4	11	65	36	-7	29	-63.6%	80.6%
BMW								
BMW 1 Series	171	134	1,173	1,189	37	-16	27.6%	-1.3%
BMW 1 Series Coupe/Conv	94	128	637	852	-34	-215	-26.6%	-25.2%
BMW 3 Series	487	582	3,284	2,841	-95	443	-16.3%	15.6%
BMW 3 Series Coupe/Conv	87	62	473	461	25	12	40.3%	2.6%
BMW 3 Series Gran Turismo	10	0	20	0	10	20	-	-
BMW 5 Series	124	87	644	645	37	-1	42.5%	-0.2%
BMW 5 Series Gran Turismo	13	10	100	53	3	47	30.0%	88.7%
BMW 6 Series	18	15	159	99	3	60	20.0%	60.6%
BMW 7 Series	15	10	75	38	5	37	50.0%	97.4%
BMW X1	150	100	1,067	847	50	220	50.0%	26.0%
BMW X3	216	226	1,744	1,406	-10	338	-4.4%	24.0%
BMW X5	295	202	2,062	1,693	93	369	46.0%	21.8%
BMW X6	25	45	209	251	-20	-42	-44.4%	-16.7%
BMW Z4	8	12	55	84	-4	-29	-33.3%	-34.5%
BMW Total	1,713	1,613	11,702	10,459	100	1,243	6.2%	11.9%
Caterham								
Caterham	0	0	1	2	0	-1	-	-50.0%
Caterham Total	0	0	1	2	0	-1	-	-50.0%
Caterpillar								
Caterpillar	12	25	45	161	-13	-116	-52.0%	-72.0%
Caterpillar Total	12	25	45	161	-13	-116	-52.0%	-72.0%

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Chery								
Chery J1	28	14	142	294	14	-152	100.0%	-51.7%
Chery J11	25	26	168	432	-1	-264	-3.8%	-61.1%
Chery J3	39	22	308	101	17	207	77.3%	205.0%
Chery Total	92	62	618	827	30	-209	48.4%	-25.3%
Chrysler								
Chrysler 300	166	89	1,379	91	77	1,288	86.5%	>999%
Chrysler Voyager	6	10	108	59	-4	49	-40.0%	83.1%
Chrysler Total	172	99	1,487	150	73	1,337	73.7%	891.3%
Citroen								
Citroen Berlingo	19	13	88	131	6	-43	46.2%	-32.8%
Citroen C3	0	8	3	66	-8	-63	-100.0%	-95.5%
Citroen C4	19	36	152	360	-17	-208	-47.2%	-57.8%
Citroen C4 Aircross	14	6	72	18	8	54	133.3%	300.0%
Citroen C4 Grand Picasso	9	14	36	85	-5	-49	-35.7%	-57.6%
Citroen C5	15	33	90	182	-18	-92	-54.5%	-50.5%
Citroen C6	0	2	0	3	-2	-3	-100.0%	-100.0%
Citroen Dispatch	0	0	1	2	0	-1	-	-50.0%
Citroen DS3	28	28	150	147	0	3	0.0%	2.0%
Citroen DS4	13	10	61	37	3	24	30.0%	64.9%
Citroen DS5	13	1	60	1	12	59	>999%	>999%
Citroen Total	130	151	713	1,032	-21	-319	-13.9%	-30.9%
Daf								
DAF (HD)	27	17	167	135	10	32	58.8%	23.7%
DAF (MD)	9	3	46	38	6	8	200.0%	21.1%
Daf Total	36	20	213	173	16	40	80.0%	23.1%
Dennis Eagle								
Dennis Eagle	8	1	73	105	7	-32	700.0%	-30.5%
Dennis Eagle Total	8	1	73	105	7	-32	700.0%	-30.5%
Dodge								
Dodge Caliber	0	42	0	366	-42	-366	-100.0%	-100.0%
Dodge Journey	119	159	954	736	-40	218	-25.2%	29.6%
Dodge Nitro	0	17	0	178	-17	-178	-100.0%	-100.0%
Dodge Total	119	218	954	1,280	-99	-326	-45.4%	-25.5%
Ferrari								
Ferrari	9	9	79	58	0	21	0.0%	36.2%
Ferrari Total	9	9	79	58	0	21	0.0%	36.2%
Fiat								
Fiat 500/Abarth	236	27	844	295	209	549	774.1%	186.1%
Fiat Ducato	105	55	599	339	50	260	90.9%	76.7%
Fiat Freemont	100	0	423	0	100	423	-	-
Fiat Punto	9	0	9	0	9	9	-	-
Fiat Scudo	18	8	126	70	10	56	125.0%	80.0%
Fiat Total	468	90	2,001	704	378	1,297	420.0%	184.2%

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Ford								
Ford Escape	1	66	39	696	-65	-657	-98.5%	-94.4%
Ford Falcon	594	941	5,664	7,787	-347	-2,123	-36.9%	-27.3%
Ford Falcon Ute	355	397	2,845	3,354	-42	-509	-10.6%	-15.2%
Ford Fiesta	491	944	5,271	6,356	-453	-1,085	-48.0%	-17.1%
Ford Focus	1,514	1,092	11,927	10,092	422	1,835	38.6%	18.2%
Ford Kuga	458	110	1,827	458	348	1,369	316.4%	298.9%
Ford Mondeo	429	470	1,881	3,057	-41	-1,176	-8.7%	-38.5%
Ford Ranger 4X2	565	438	3,029	2,646	127	383	29.0%	14.5%
Ford Ranger 4X4	1,216	1,250	9,315	6,070	-34	3,245	-2.7%	53.5%
Ford Territory	966	1,084	8,475	8,779	-118	-304	-10.9%	-3.5%
Ford Transit	53	38	346	349	15	-3	39.5%	-0.9%
Ford Transit Bus	10	18	69	180	-8	-111	-44.4%	-61.7%
Ford Transit Heavy	81	55	549	509	26	40	47.3%	7.9%
Ford Total	6,733	6,903	51,237	50,333	-170	904	-2.5%	1.8%
Foton								
Foton (LD)	14	2	14	106	12	-92	600.0%	-86.8%
Foton Total	14	2	14	106	12	-92	600.0%	-86.8%
Freightliner								
Freightliner (HD)	59	67	451	333	-8	118	-11.9%	35.4%
Freightliner (MD)	12	3	65	26	9	39	300.0%	150.0%
Freightliner Total	71	70	516	359	1	157	1.4%	43.7%
Great Wall								
Great Wall V200 4X2	38	126	451	862	-88	-411	-69.8%	-47.7%
Great Wall V200 4X4	127	327	1,365	2,136	-200	-771	-61.2%	-36.1%
Great Wall V240 4X2	102	135	948	1,260	-33	-312	-24.4%	-24.8%
Great Wall V240 4X4	12	73	187	482	-61	-295	-83.6%	-61.2%
Great Wall X200	86	235	976	1,319	-149	-343	-63.4%	-26.0%
Great Wall X240	16	88	295	723	-72	-428	-81.8%	-59.2%
Great Wall Total	381	984	4,222	6,782	-603	-2,560	-61.3%	-37.7%
Hino								
Hino (HD)	11	8	94	75	3	19	37.5%	25.3%
Hino (LD)	158	137	972	1,028	21	-56	15.3%	-5.4%
Hino (MD)	176	206	1,431	1,262	-30	169	-14.6%	13.4%
Hino Total	345	351	2,497	2,365	-6	132	-1.7%	5.6%
Holden								
Holden Barina	569	973	5,726	7,692	-404	-1,966	-41.5%	-25.6%
Holden Barina Spark	160	89	1,057	935	71	122	79.8%	13.0%
Holden Caprice	84	128	422	932	-44	-510	-34.4%	-54.7%
Holden Captiva 5	439	662	4,152	3,801	-223	351	-33.7%	9.2%
Holden Captiva 7	1,016	896	7,992	6,053	120	1,939	13.4%	32.0%
Holden Colorado 4X2	320	115	1,849	396	205	1,453	178.3%	366.9%
Holden Colorado 4X4	1,374	1,159	7,928	3,834	215	4,094	18.6%	106.8%
Holden Colorado 7	142	0	969	0	142	969	-	-
Holden Combo	0	18	14	193	-18	-179	-100.0%	-92.7%
Holden Commodore	2,827	2,399	13,128	18,259	428	-5,131	17.8%	-28.1%
Holden Cruze	2,467	1,875	14,970	18,312	592	-3,342	31.6%	-18.3%
Holden Epica	0	0	0	15	0	-15	-	-100.0%
Holden Malibu	139	0	306	0	139	306	-	-
Holden Monaro	0	0	0	1	0	-1	-	-100.0%
Holden Trax	2	0	22	0	2	22	-	-
Holden Utility 4X2	590	622	3,074	4,696	-32	-1,622	-5.1%	-34.5%
Holden Volt	8	0	75	0	8	75	-	-
Holden Total	10,137	8,936	61,684	65,119	1,201	-3,435	13.4%	-5.3%

VFACTS
National

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Honda								
Honda Accord	261	78	2,000	266	183	1,734	234.6%	651.9%
Honda Accord Euro	80	252	1,217	4,867	-172	-3,650	-68.3%	-75.0%
Honda City	76	101	468	269	-25	199	-24.8%	74.0%
Honda Civic	954	917	9,455	4,933	37	4,522	4.0%	91.7%
Honda CR-V	856	554	8,318	1,589	302	6,729	54.5%	423.5%
Honda CR-Z	3	23	45	202	-20	-157	-87.0%	-77.7%
Honda Insight	78	15	109	162	63	-53	420.0%	-32.7%
Honda Jazz	384	786	3,976	5,700	-402	-1,724	-51.1%	-30.2%
Honda Legend	0	1	5	18	-1	-13	-100.0%	-72.2%
Honda Odyssey	54	142	582	1,016	-88	-434	-62.0%	-42.7%
Honda Total	2,746	2,869	26,175	19,022	-123	7,153	-4.3%	37.6%
Hyundai								
Hyundai Accent	557	531	3,588	4,597	26	-1,009	4.9%	-21.9%
Hyundai Elantra	820	709	5,171	5,409	111	-238	15.7%	-4.4%
Hyundai Grandeur	0	0	0	1	0	-1	-	-100.0%
Hyundai i20	1,262	1,382	7,548	6,861	-120	687	-8.7%	10.0%
Hyundai i30	2,290	2,045	17,272	16,045	245	1,227	12.0%	7.6%
Hyundai i40	208	209	1,654	1,148	-1	506	-0.5%	44.1%
Hyundai i45	3	308	284	2,359	-305	-2,075	-99.0%	-88.0%
Hyundai iLOAD	287	591	2,434	3,948	-304	-1,514	-51.4%	-38.3%
Hyundai iMAX	277	163	876	1,150	114	-274	69.9%	-23.8%
Hyundai ix35	1,401	942	11,021	6,739	459	4,282	48.7%	63.5%
Hyundai Santa Fe	564	367	3,761	2,437	197	1,324	53.7%	54.3%
Hyundai Veloster	340	360	2,379	2,219	-20	160	-5.6%	7.2%
Hyundai Total	8,009	7,607	55,988	52,913	402	3,075	5.3%	5.8%
Hyundai Trucks								
Hyundai HD	0	2	0	55	-2	-55	-100.0%	-100.0%
Hyundai Trucks Total	0	2	0	55	-2	-55	-100.0%	-100.0%
Infiniti								
Infiniti FX	13	0	104	0	13	104	-	-
Infiniti G Coupe/Convertible	1	0	38	0	1	38	-	-
Infiniti M	4	0	28	0	4	28	-	-
Infiniti Total	18	0	170	0	18	170	-	-
International								
International	0	0	0	15	0	-15	-	-100.0%
International Total	0	0	0	15	0	-15	-	-100.0%
Isuzu								
Isuzu (HD)	44	31	238	187	13	51	41.9%	27.3%
Isuzu F-Series (MD)	225	268	1,493	1,696	-43	-203	-16.0%	-12.0%
Isuzu N-Series (LD)	277	279	1,853	1,945	-2	-92	-0.7%	-4.7%
Isuzu N-Series (MD)	29	37	244	264	-8	-20	-21.6%	-7.6%
Isuzu Total	575	615	3,828	4,092	-40	-264	-6.5%	-6.5%
Isuzu Ute								
Isuzu Ute D-Max 4X2	197	91	965	739	106	226	116.5%	30.6%
Isuzu Ute D-Max 4X4	658	578	4,863	3,596	80	1,267	13.8%	35.2%
Isuzu Ute Total	855	669	5,828	4,335	186	1,493	27.8%	34.4%
Iveco								
Iveco (HD)	24	22	199	180	2	19	9.1%	10.6%
Iveco (MD)	54	51	376	366	3	10	5.9%	2.7%
Iveco Daily C/C	73	77	386	389	-4	-3	-5.2%	-0.8%
Iveco Daily Van	13	13	81	80	0	1	0.0%	1.3%
Iveco Total	164	163	1,042	1,015	1	27	0.6%	2.7%

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Jaguar								
Jaguar F-Type	1	0	12	0	1	12	-	-
Jaguar XF	78	51	507	409	27	98	52.9%	24.0%
Jaguar XJ SERIES	3	6	40	32	-3	8	-50.0%	25.0%
Jaguar XK Series	7	6	45	46	1	-1	16.7%	-2.2%
Jaguar Total	89	63	604	487	26	117	41.3%	24.0%
Jeep								
Jeep Cherokee	0	175	82	771	-175	-689	-100.0%	-89.4%
Jeep Compass	225	202	2,076	1,712	23	364	11.4%	21.3%
Jeep Grand Cherokee	1,196	672	6,001	4,255	524	1,746	78.0%	41.0%
Jeep Patriot	163	158	1,717	1,284	5	433	3.2%	33.7%
Jeep Wrangler	181	160	1,810	1,583	21	227	13.1%	14.3%
Jeep Total	1,765	1,367	11,686	9,605	398	2,081	29.1%	21.7%
Kenworth								
Kenworth	216	161	1,404	1,207	55	197	34.2%	16.3%
Kenworth Total	216	161	1,404	1,207	55	197	34.2%	16.3%
Kia								
Kia Carnival	264	276	1,626	2,097	-12	-471	-4.3%	-22.5%
Kia Cerato	413	560	3,382	4,710	-147	-1,328	-26.3%	-28.2%
Kia Cerato Koup	6	43	184	423	-37	-239	-86.0%	-56.5%
Kia K2900	0	1	0	138	-1	-138	-100.0%	-100.0%
Kia Optima	114	168	1,197	1,207	-54	-10	-32.1%	-0.8%
Kia Rio	696	541	5,751	4,622	155	1,129	28.7%	24.4%
Kia Rondo	57	18	247	201	39	46	216.7%	22.9%
Kia Sorento	249	255	1,820	1,817	-6	3	-2.4%	0.2%
Kia Soul	7	13	101	219	-6	-118	-46.2%	-53.9%
Kia Sportage	604	462	3,372	2,712	142	660	30.7%	24.3%
Kia Total	2,410	2,337	17,680	18,146	73	-466	3.1%	-2.6%
Lamborghini								
Lamborghini	1	0	24	26	1	-2	-	-7.7%
Lamborghini Convertible	0	0	3	2	0	1	-	50.0%
Lamborghini Total	1	0	27	28	1	-1	-	-3.6%
Land Rover								
Land Rover Defender PU/CC	7	10	41	63	-3	-22	-30.0%	-34.9%
Land Rover Defender S/Wgn	54	25	380	429	29	-49	116.0%	-11.4%
Land Rover Discovery	251	146	1,422	1,206	105	216	71.9%	17.9%
Land Rover Freelander 2	98	93	781	526	5	255	5.4%	48.5%
Land Rover Range Rover	16	15	172	107	1	65	6.7%	60.7%
Land Rover Range Rover Evoque	267	194	1,553	1,635	73	-82	37.6%	-5.0%
Land Rover Range Rover Sport	87	67	817	884	20	-67	29.9%	-7.6%
Land Rover Total	780	550	5,166	4,850	230	316	41.8%	6.5%
Lexus								
Lexus CT200H	52	97	541	840	-45	-299	-46.4%	-35.6%
Lexus GS	46	54	347	320	-8	27	-14.8%	8.4%
Lexus IS F	2	6	37	49	-4	-12	-66.7%	-24.5%
Lexus IS250	137	101	884	893	36	-9	35.6%	-1.0%
Lexus IS250C	12	17	115	134	-5	-19	-29.4%	-14.2%
Lexus IS300H	50	0	50	0	50	50	-	-
Lexus IS350	110	51	466	407	59	59	115.7%	14.5%
Lexus LFA	0	1	1	3	-1	-2	-100.0%	-66.7%
Lexus LS	9	0	53	9	9	44	-	488.9%
Lexus LX	10	13	102	105	-3	-3	-23.1%	-2.9%
Lexus RX	136	187	1,297	1,114	-51	183	-27.3%	16.4%
Lexus Total	564	527	3,893	3,874	37	19	7.0%	0.5%

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Lotus								
Lotus Elise	2	2	19	18	0	1	0.0%	5.6%
Lotus Evora	1	1	11	16	0	-5	0.0%	-31.3%
Lotus Exige	1	0	8	2	1	6	-	300.0%
Lotus Total	4	3	38	36	1	2	33.3%	5.6%
Mack								
Mack (HD)	53	75	402	503	-22	-101	-29.3%	-20.1%
Mack (MD)	5	0	46	0	5	46	-	-
Mack Total	58	75	448	503	-17	-55	-22.7%	-10.9%
Man								
MAN (HD)	20	14	130	155	6	-25	42.9%	-16.1%
MAN (MD)	13	10	76	89	3	-13	30.0%	-14.6%
Man Total	33	24	206	244	9	-38	37.5%	-15.6%
Maserati								
Maserati	9	10	89	75	-1	14	-10.0%	18.7%
Maserati Total	9	10	89	75	-1	14	-10.0%	18.7%
Mazda								
Mazda BT-50 4X2	374	361	2,847	1,893	13	954	3.6%	50.4%
Mazda BT-50 4X4	773	650	5,446	4,987	123	459	18.9%	9.2%
Mazda CX-5	1,638	1,483	11,731	8,040	155	3,691	10.5%	45.9%
Mazda CX-7	0	51	1	3,133	-51	-3,132	-100.0%	-100.0%
Mazda CX-9	394	337	2,575	2,656	57	-81	16.9%	-3.0%
Mazda MX5	14	13	106	84	1	22	7.7%	26.2%
Mazda RX8	0	0	0	11	0	-11	-	-100.0%
Mazda2	1,106	1,272	9,632	10,315	-166	-683	-13.1%	-6.6%
Mazda3	3,464	3,355	23,541	25,168	109	-1,627	3.2%	-6.5%
Mazda6	762	429	4,933	3,797	333	1,136	77.6%	29.9%
Mazda Total	8,525	7,951	60,812	60,084	574	728	7.2%	1.2%
McLaren								
McLaren MP4-12C	3	1	16	13	2	3	200.0%	23.1%
McLaren Total	3	1	16	13	2	3	200.0%	23.1%

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National

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Mercedes-Benz								
Mercedes (HD)	20	26	182	143	-6	39	-23.1%	27.3%
Mercedes (MD)	15	8	123	65	7	58	87.5%	89.2%
Mercedes-Benz A-Class	308	0	1,636	0	308	1,636	-	-
Mercedes-Benz B-Class	146	211	2,096	672	-65	1,424	-30.8%	211.9%
Mercedes-Benz C-Class	355	464	3,476	3,590	-109	-114	-23.5%	-3.2%
Mercedes-Benz C-Class Coupe	97	186	1,283	1,308	-89	-25	-47.8%	-1.9%
Mercedes-Benz CLA-Class	1	0	1	0	1	1	-	-
Mercedes-Benz CL-Class	3	1	4	7	2	-3	200.0%	-42.9%
Mercedes-Benz CLS-Class	25	47	283	201	-22	82	-46.8%	40.8%
Mercedes-Benz E-Class	127	47	655	782	80	-127	170.2%	-16.2%
Mercedes-Benz E-Class Cpe/Con	63	13	403	837	50	-434	384.6%	-51.9%
Mercedes-Benz G-Class	3	0	33	39	3	-6	-	-15.4%
Mercedes-Benz GL-Class	56	49	282	195	7	87	14.3%	44.6%
Mercedes-Benz G-Wagon (4.6t)	92	54	319	247	38	72	70.4%	29.1%
Mercedes-Benz M-Class	227	320	1,523	1,297	-93	226	-29.1%	17.4%
Mercedes-Benz R-Class	1	28	46	141	-27	-95	-96.4%	-67.4%
Mercedes-Benz S-Class	6	9	62	66	-3	-4	-33.3%	-6.1%
Mercedes-Benz SL-Class	8	7	117	13	1	104	14.3%	800.0%
Mercedes-Benz SLK-Class	27	117	311	491	-90	-180	-76.9%	-36.7%
Mercedes-Benz SLS-Class	1	0	13	12	1	1	-	8.3%
Mercedes-Benz Sprinter	190	197	1,240	1,369	-7	-129	-3.6%	-9.4%
Mercedes-Benz Sprinter Bus	2	3	14	36	-1	-22	-33.3%	-61.1%
Mercedes-Benz Valente	24	15	210	77	9	133	60.0%	172.7%
Mercedes-Benz Vario	0	5	2	14	-5	-12	-100.0%	-85.7%
Mercedes-Benz Viano	22	18	134	145	4	-11	22.2%	-7.6%
Mercedes-Benz Vito	127	74	598	582	53	16	71.6%	2.7%
Mercedes-Benz Vito Wagon	6	3	30	58	3	-28	100.0%	-48.3%
Mercedes-Benz Total	1,952	1,902	15,076	12,387	50	2,689	2.6%	21.7%
MINI								
MINI Cabrio	6	13	77	99	-7	-22	-53.8%	-22.2%
MINI Countryman	38	34	298	316	4	-18	11.8%	-5.7%
MINI Coupe/Roadster	6	30	87	150	-24	-63	-80.0%	-42.0%
MINI Hatch/Clubman	168	141	1,003	823	27	180	19.1%	21.9%
MINI Paceman	8	0	56	0	8	56	-	-
MINI Total	226	218	1,521	1,388	8	133	3.7%	9.6%
Mitsubishi								
Mitsubishi ASX	841	500	3,808	4,267	341	-459	68.2%	-10.8%
Mitsubishi Challenger	34	120	981	1,389	-86	-408	-71.7%	-29.4%
Mitsubishi Colt	0	29	0	403	-29	-403	-100.0%	-100.0%
Mitsubishi Express	0	47	231	365	-47	-134	-100.0%	-36.7%
Mitsubishi i-MiEV	0	0	0	12	0	-12	-	-100.0%
Mitsubishi Lancer	866	999	6,997	9,404	-133	-2,407	-13.3%	-25.6%
Mitsubishi Mirage	914	0	6,449	0	914	6,449	-	-
Mitsubishi Outlander	883	434	6,187	4,320	449	1,867	103.5%	43.2%
Mitsubishi Pajero	351	397	3,511	3,819	-46	-308	-11.6%	-8.1%
Mitsubishi Triton 4X2	356	351	2,337	3,095	5	-758	1.4%	-24.5%
Mitsubishi Triton 4X4	1,410	551	12,483	7,493	859	4,990	155.9%	66.6%
Mitsubishi Total	5,655	3,428	42,984	34,567	2,227	8,417	65.0%	24.3%
Mitsubishi Fuso								
Mitsubishi Canter (LD)	118	134	1,195	900	-16	295	-11.9%	32.8%
Mitsubishi Canter (MD)	30	15	125	106	15	19	100.0%	17.9%
Mitsubishi Fighter (MD)	67	67	598	460	0	138	0.0%	30.0%
Mitsubishi F-Series (HD)	19	19	146	114	0	32	0.0%	28.1%
Mitsubishi F-Series (MD)	0	0	2	0	0	2	-	-
Mitsubishi Fuso MP City Bus	0	0	1	0	0	1	-	-
Mitsubishi Rosa Bus	35	38	266	401	-3	-135	-7.9%	-33.7%
Mitsubishi Fuso Total	269	273	2,333	1,981	-4	352	-1.5%	17.8%

VFACTS
National

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Morgan								
Morgan Classics	1	2	9	8	-1	1	-50.0%	12.5%
Morgan Total	1	2	9	8	-1	1	-50.0%	12.5%
Nissan								
Nissan 370Z	9	43	246	304	-34	-58	-79.1%	-19.1%
Nissan Almera	115	0	1,460	0	115	1,460	-	-
Nissan Dualis	944	1,183	8,454	7,345	-239	1,109	-20.2%	15.1%
Nissan GT-R	4	9	45	49	-5	-4	-55.6%	-8.2%
Nissan Leaf	12	11	89	51	1	38	9.1%	74.5%
Nissan Maxima	90	146	617	917	-56	-300	-38.4%	-32.7%
Nissan Micra	322	545	2,768	4,875	-223	-2,107	-40.9%	-43.2%
Nissan Murano	111	190	942	1,416	-79	-474	-41.6%	-33.5%
Nissan Navara 4X2	126	185	1,781	1,022	-59	759	-31.9%	74.3%
Nissan Navara 4X4	1,111	1,979	13,179	14,322	-868	-1,143	-43.9%	-8.0%
Nissan Pathfinder	86	296	696	1,573	-210	-877	-70.9%	-55.8%
Nissan Patrol PU/CC	47	64	519	791	-17	-272	-26.6%	-34.4%
Nissan Patrol Wagon	198	266	1,598	2,015	-68	-417	-25.6%	-20.7%
Nissan Pulsar	1,132	0	9,153	0	1,132	9,153	-	-
Nissan Tiida	6	164	411	1,977	-158	-1,566	-96.3%	-79.2%
Nissan X-Trail	761	1,074	7,181	9,377	-313	-2,196	-29.1%	-23.4%
Nissan Total	5,074	6,155	49,139	46,034	-1,081	3,105	-17.6%	6.7%
Nissan UD								
Nissan UD (HD)	14	13	73	80	1	-7	7.7%	-8.8%
Nissan UD (MD)	34	62	308	350	-28	-42	-45.2%	-12.0%
Nissan UD Total	48	75	381	430	-27	-49	-36.0%	-11.4%
Opel								
Opel Astra	81	0	758	0	81	758	-	-
Opel Corsa	13	0	127	0	13	127	-	-
Opel Insignia	17	0	215	0	17	215	-	-
Opel Total	111	0	1,100	0	111	1,100	-	-
Peugeot								
Peugeot 207	5	31	36	491	-26	-455	-83.9%	-92.7%
Peugeot 207 Convertible	8	8	64	85	0	-21	0.0%	-24.7%
Peugeot 208	73	0	657	0	73	657	-	-
Peugeot 3008	21	21	143	172	0	-29	0.0%	-16.9%
Peugeot 308	15	39	403	681	-24	-278	-61.5%	-40.8%
Peugeot 308 Convertible	4	5	39	48	-1	-9	-20.0%	-18.8%
Peugeot 4007	18	40	214	397	-22	-183	-55.0%	-46.1%
Peugeot 4008	54	59	697	138	-5	559	-8.5%	405.1%
Peugeot 5008	16	0	61	0	16	61	-	-
Peugeot 508	36	85	420	752	-49	-332	-57.6%	-44.1%
Peugeot Expert	0	16	25	25	-16	0	-100.0%	0.0%
Peugeot Partner	16	32	85	71	-16	14	-50.0%	19.7%
Peugeot RCZ	14	4	115	119	10	-4	250.0%	-3.4%
Peugeot Total	280	340	2,959	2,979	-60	-20	-17.6%	-0.7%
Porsche								
Porsche 911	20	18	129	146	2	-17	11.1%	-11.6%
Porsche Boxster	17	19	151	50	-2	101	-10.5%	202.0%
Porsche Cayenne	98	88	636	527	10	109	11.4%	20.7%
Porsche Cayman	15	1	68	28	14	40	>999%	142.9%
Porsche Panamera	16	8	57	55	8	2	100.0%	3.6%
Porsche Total	166	134	1,041	806	32	235	23.9%	29.2%

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Proton								
Proton Gen.2	2	11	49	105	-9	-56	-81.8%	-53.3%
Proton Jumbuck	0	1	0	144	-1	-144	-100.0%	-100.0%
Proton Persona	16	19	57	152	-3	-95	-15.8%	-62.5%
Proton Preve	2	0	152	0	2	152	-	-
Proton S16	5	51	95	220	-46	-125	-90.2%	-56.8%
Proton Satria	0	2	0	55	-2	-55	-100.0%	-100.0%
Proton Total	25	84	353	676	-59	-323	-70.2%	-47.8%
Renault								
Renault Clio	1	5	74	38	-4	36	-80.0%	94.7%
Renault Fluence	8	110	111	288	-102	-177	-92.7%	-61.5%
Renault Kangoo	16	13	181	177	3	4	23.1%	2.3%
Renault Koleos	225	39	1,085	404	186	681	476.9%	168.6%
Renault Latitude	45	14	181	115	31	66	221.4%	57.4%
Renault Master	64	37	364	224	27	140	73.0%	62.5%
Renault Megane	116	65	565	546	51	19	78.5%	3.5%
Renault Megane Convertible	8	12	59	69	-4	-10	-33.3%	-14.5%
Renault Sport Megane	52	29	338	262	23	76	79.3%	29.0%
Renault Trafic	72	29	522	227	43	295	148.3%	130.0%
Renault Total	607	353	3,480	2,350	254	1,130	72.0%	48.1%
Rolls-Royce								
Rolls-Royce	0	0	6	9	0	-3	-	-33.3%
Rolls-Royce Total	0	0	6	9	0	-3	-	-33.3%
Saab								
Saab 93	0	0	0	10	0	-10	-	-100.0%
Saab 93 Convertible	0	0	0	6	0	-6	-	-100.0%
Saab 95	0	1	0	5	-1	-5	-100.0%	-100.0%
Saab Total	0	1	0	21	-1	-21	-100.0%	-100.0%
Scania								
Scania (HD)	39	45	367	293	-6	74	-13.3%	25.3%
Scania Total	39	45	367	293	-6	74	-13.3%	25.3%
Skoda								
Skoda Fabia	45	85	360	439	-40	-79	-47.1%	-18.0%
Skoda Octavia	110	74	812	596	36	216	48.6%	36.2%
Skoda Octavia Scout	10	14	58	118	-4	-60	-28.6%	-50.8%
Skoda Roomster	5	7	50	20	-2	30	-28.6%	150.0%
Skoda Superb	30	44	227	398	-14	-171	-31.8%	-43.0%
Skoda Yeti	108	107	559	653	1	-94	0.9%	-14.4%
Skoda Total	308	331	2,066	2,224	-23	-158	-6.9%	-7.1%
Smart								
Smart Fortwo	11	12	86	84	-1	2	-8.3%	2.4%
Smart Total	11	12	86	84	-1	2	-8.3%	2.4%
Ssangyong								
Ssangyong Actyon	0	0	0	1	0	-1	-	-100.0%
Ssangyong Actyon Sports 4X2	16	18	149	192	-2	-43	-11.1%	-22.4%
Ssangyong Actyon Sports 4X4	18	22	158	269	-4	-111	-18.2%	-41.3%
Ssangyong Korando	52	51	474	455	1	19	2.0%	4.2%
Ssangyong Kyron	1	5	4	46	-4	-42	-80.0%	-91.3%
Ssangyong Rexton	0	7	19	113	-7	-94	-100.0%	-83.2%
Ssangyong Stavic	47	2	93	30	45	63	>999%	210.0%
Ssangyong Total	134	105	897	1,106	29	-209	27.6%	-18.9%

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Subaru								
Subaru BRZ	118	58	873	58	60	815	103.4%	>999%
Subaru Forester	888	847	7,937	7,048	41	889	4.8%	12.6%
Subaru Impreza	977	617	4,242	4,811	360	-569	58.3%	-11.8%
Subaru Liberty	154	337	1,697	2,872	-183	-1,175	-54.3%	-40.9%
Subaru Outback	398	327	2,423	2,903	71	-480	21.7%	-16.5%
Subaru Tribeca	56	69	402	831	-13	-429	-18.8%	-51.6%
Subaru XV	511	768	6,241	5,841	-257	400	-33.5%	6.8%
Subaru Total	3,102	3,023	23,815	24,364	79	-549	2.6%	-2.3%
Suzuki								
Suzuki Alto	242	392	1,950	2,417	-150	-467	-38.3%	-19.3%
Suzuki APV	37	45	277	294	-8	-17	-17.8%	-5.8%
Suzuki Grand Vitara	197	208	2,063	1,890	-11	173	-5.3%	9.2%
Suzuki Jimny	70	100	581	539	-30	42	-30.0%	7.8%
Suzuki Kizashi	29	82	410	643	-53	-233	-64.6%	-36.2%
Suzuki Swift	762	917	6,659	7,022	-155	-363	-16.9%	-5.2%
Suzuki SX4	181	123	1,264	1,111	58	153	47.2%	13.8%
Suzuki Total	1,518	1,867	13,204	13,916	-349	-712	-18.7%	-5.1%
Toyota								
Toyota 86	589	315	4,049	729	274	3,320	87.0%	455.4%
Toyota Aurion	604	536	3,395	4,592	68	-1,197	12.7%	-26.1%
Toyota Camry (4 cyl)	2,061	1,775	12,196	12,723	286	-527	16.1%	-4.1%
Toyota Coaster	16	32	182	233	-16	-51	-50.0%	-21.9%
Toyota Corolla	3,945	2,985	24,915	22,011	960	2,904	32.2%	13.2%
Toyota FJ Cruiser	195	233	1,701	1,778	-38	-77	-16.3%	-4.3%
Toyota Hiace Bus	214	236	1,330	1,549	-22	-219	-9.3%	-14.1%
Toyota Hiace Van	534	557	3,823	3,717	-23	106	-4.1%	2.9%
Toyota Hilux 4X2	873	1,119	6,198	6,525	-246	-327	-22.0%	-5.0%
Toyota Hilux 4X4	2,098	3,044	17,494	17,050	-946	444	-31.1%	2.6%
Toyota Kluger	931	1,114	7,255	7,916	-183	-661	-16.4%	-8.4%
Toyota Landcruiser PU/CC	506	572	5,027	4,800	-66	227	-11.5%	4.7%
Toyota Landcruiser Wagon	686	760	5,866	6,473	-74	-607	-9.7%	-9.4%
Toyota Prado	1,059	1,415	8,991	10,735	-356	-1,744	-25.2%	-16.2%
Toyota Prius	45	66	322	553	-21	-231	-31.8%	-41.8%
Toyota Prius C	198	182	1,440	1,024	16	416	8.8%	40.6%
Toyota Prius V	63	129	602	291	-66	311	-51.2%	106.9%
Toyota RAV4	1,521	1,061	9,160	8,614	460	546	43.4%	6.3%
Toyota Rukus	26	51	272	528	-25	-256	-49.0%	-48.5%
Toyota Tarago	113	80	565	620	33	-55	41.3%	-8.9%
Toyota Yaris	1,156	1,518	8,760	11,354	-362	-2,594	-23.8%	-22.8%
Toyota Total	17,433	17,780	123,543	123,815	-347	-272	-2.0%	-0.2%

NEW VEHICLE SALES BY MARQUE & MODEL
JULY 2013

	Month		YTD		Variance +/- Vol. & %			
	2013	2012	2013	2012	MTH	YTD	MTH	YTD
Volkswagen								
Volkswagen Amarok 4X2	41	70	356	395	-29	-39	-41.4%	-9.9%
Volkswagen Amarok 4X4	590	482	3,990	2,931	108	1,059	22.4%	36.1%
Volkswagen Caddy Van	136	126	1,345	1,049	10	296	7.9%	28.2%
Volkswagen Caddy/Camper	18	23	202	185	-5	17	-21.7%	9.2%
Volkswagen Caravelle	3	6	50	36	-3	14	-50.0%	38.9%
Volkswagen CC	42	163	411	451	-121	-40	-74.2%	-8.9%
Volkswagen Crafter	69	60	446	431	9	15	15.0%	3.5%
Volkswagen Eos	27	68	241	456	-41	-215	-60.3%	-47.1%
Volkswagen Golf	1,225	776	8,232	9,473	449	-1,241	57.9%	-13.1%
Volkswagen Golf Cabriolet	18	65	335	496	-47	-161	-72.3%	-32.5%
Volkswagen Jetta	48	111	1,605	1,698	-63	-93	-56.8%	-5.5%
Volkswagen Multivan	39	26	426	326	13	100	50.0%	30.7%
Volkswagen New Beetle Cabrio	0	0	0	2	0	-2	-	-100.0%
Volkswagen Passat	143	581	2,008	3,127	-438	-1,119	-75.4%	-35.8%
Volkswagen Passat Alltrack	100	0	589	0	100	589	-	-
Volkswagen Polo	334	563	3,020	2,916	-229	104	-40.7%	3.6%
Volkswagen Scirocco	30	67	268	474	-37	-206	-55.2%	-43.5%
Volkswagen The Beetle	73	0	481	0	73	481	-	-
Volkswagen Tiguan	402	497	3,822	4,676	-95	-854	-19.1%	-18.3%
Volkswagen Touareg	211	144	1,024	1,002	67	22	46.5%	2.2%
Volkswagen Transporter	147	136	1,258	806	11	452	8.1%	56.1%
Volkswagen Up!	9	0	1,250	0	9	1,250	-	-
Volkswagen Total	3,705	3,964	31,359	30,930	-259	429	-6.5%	1.4%
Volvo Car								
Volvo C30	4	19	84	194	-15	-110	-78.9%	-56.7%
Volvo C70	5	7	38	67	-2	-29	-28.6%	-43.3%
Volvo S40	0	18	11	90	-18	-79	-100.0%	-87.8%
Volvo S60	78	77	296	389	1	-93	1.3%	-23.9%
Volvo S80	1	1	13	31	0	-18	0.0%	-58.1%
Volvo V40 (2013)	102	0	604	0	102	604	-	-
Volvo V50	10	4	70	55	6	15	150.0%	27.3%
Volvo V60	36	27	128	179	9	-51	33.3%	-28.5%
Volvo V70	0	1	0	8	-1	-8	-100.0%	-100.0%
Volvo XC60	103	167	1,137	1,331	-64	-194	-38.3%	-14.6%
Volvo XC70	10	15	103	156	-5	-53	-33.3%	-34.0%
Volvo XC90	78	65	606	840	13	-234	20.0%	-27.9%
Volvo Car Total	427	401	3,090	3,340	26	-250	6.5%	-7.5%
Volvo Commercial								
Volvo Truck (HD)	138	140	748	740	-2	8	-1.4%	1.1%
Volvo Truck (MD)	0	0	5	4	0	1	-	25.0%
Volvo Commercial Total	138	140	753	744	-2	9	-1.4%	1.2%
Western Star								
Western Star (HD)	78	80	579	549	-2	30	-2.5%	5.5%
Western Star (MD)	5	0	12	0	5	12	-	-
Western Star Total	83	80	591	549	3	42	3.8%	7.7%
TOTAL	90,235	86,641	663,946	634,495	3,594	29,451	4.1%	4.6%