

**Total U.S. Motor Vehicle Registrations**

		<u>Millions - Units</u>			
		<u>1981*</u>	<u>1990*</u>	<u>10 yr. Avg. Annual Growth Rate</u>	<u>1991**</u>
Cars	- Domestic	123.1	143.5	+1.66% per year	123.3
	- Import	18.5	29.1	+5.73%	
Light Trucks	- Domestic	27.2	37.4	+3.75%	45.2
	- Import	2.1	6.1	+19.05%	
Total		150.3	180.9	+2.04% per year	168.5

\* U.S. Dept. of Transportation/R.L. Polk & Co.

\*\* APAA

**Total U.S. Motor Vehicle Sales (new)**

		<u>Millions - Units</u>		
		<u>1981*</u>	<u>1990*</u>	<u>1991**</u>
Cars	- Domestic	6.2	6.9	6.1
	- Import	2.3	2.4	2.1
Light Trucks	- Domestic	1.6	3.8	3.4
	- Import	0.4	0.8	0.7

\* U.S. Dept. of Commerce, Bureau of Economic Analysis

\*\* APAA

**U.S. New Car Sales by Class (1991)**

• Subcompact	24.9%
• Compact	16.3
• Intermediate	37.3
• Standard	7.8
• Specialty	1.7
• Luxury	8.0
• Near Luxury	4.0

**U.S. Light Truck Sales by Class (1991)**

A. Pickups	49.7%
• Compact	23.6%
• Full Size	26.1%
B. Sport/Utility	21.8%
• Compact	18.9%
• Full Size	2.9%
C. Vans	28.5%
• Minivans	21.1%
• Full Size	7.4%