



GENERAL MOTORS

SALES TABLES

NOVEMBER	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	167,777	-1.1%	128,485	1.9%
GMC	46,277	-5.8%	40,417	-1.9%
Buick	17,974	-3.0%	16,833	-3.5%
Cadillac	13,359	-12.8%	11,605	-9.9%
Total	245,387	-2.9%	197,340	-0.1%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,859,079	-1.3%	1,444,857	-0.9%
GMC	496,541	2.8%	420,393	-0.8%
Buick	196,946	-5.5%	183,657	0.2%
Cadillac	141,136	-5.0%	121,063	-7.8%
Total	2,693,702	-1.1%	2,169,970	-1.2%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	19.6%	-2.2 points	19.4%	0.1 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	819,327	83	813,648	80

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	17.4M	17.2M

GM U.S. DELIVERIES FOR NOVEMBER 2017

	NOVEMBER			(CALENDAR YEAR-TO-DATE)		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	312	367	-15.0	5,187	6,524	-20.5
Enclave	6,584	3,508	87.7	43,238	48,228	-10.3
Encore	6,248	7,162	-12.8	79,983	70,810	13.0
Envision	2,228	1,785	24.8	34,984	10,262	240.9
LaCrosse	1,734	2,427	-28.6	18,776	24,756	-24.2
Regal	781	1,746	-55.3	10,554	18,524	-43.0
Verano	87	1,535	-94.3	4,224	29,239	-85.6
Buick Total	17,974	18,530	-3.0	196,946	208,343	-5.5
ATS	831	1,490	-44.2	12,007	19,213	-37.5
CT6	777	1,169	-33.5	9,701	7,876	23.2
CTS	656	1,042	-37.0	9,539	14,214	-32.9
ELR	0	5	*** *	17	531	-96.8
Escalade	2,218	2,097	5.8	20,113	20,216	-0.5
Escalade ESV	1,314	1,395	-5.8	13,129	13,404	-2.1
SRX	2	111	-98.2	155	22,015	-99.3
XTS	5,623	5,364	4.8	61,424	32,049	91.7
XTS	1,938	2,653	-27.0	15,051	19,042	-21.0
Cadillac Total	13,359	15,326	-12.8	141,136	148,560	-5.0
Bolt EV	2,987	0	*** *	20,070	0	*** *
Camaro	4,737	4,893	-3.2	64,138	65,705	-2.4
Caprice	28	188	-85.1	675	897	-24.7
Colorado	10,346	8,669	19.3	103,370	99,294	4.1
Commercial Truck	584	254	129.9	7,425	6,290	18.0
Corvette	2,565	1,941	32.1	22,801	27,286	-16.4
Cruze	10,982	16,414	-33.1	171,345	171,552	-0.1
Equinox	19,667	21,600	-8.9	257,674	215,000	19.8
Express	4,316	5,034	-14.3	62,868	60,244	4.4
Impala	9,370	6,082	54.1	67,676	86,212	-21.5
Malibu	13,420	18,577	-27.8	169,229	205,117	-17.5
Silverado-C/K Pickup	46,441	45,280	2.6	518,188	520,604	-0.5
Sonic	2,721	3,082	-11.7	28,344	48,880	-42.0
Spark	3,714	1,507	146.4	19,510	31,254	-37.6
Suburban (Chevy)	5,523	6,577	-16.0	50,728	52,509	-3.4
SS	882	212	316.0	4,013	2,919	37.5
Tahoe	9,966	9,433	5.7	88,690	91,409	-3.0
Traverse	11,231	9,194	22.2	111,193	106,320	4.6
Trax	6,595	8,207	-19.6	72,726	71,009	2.4
Volt	1,702	2,531	-32.8	18,412	21,048	-12.5
Chevrolet Total	167,777	169,675	-1.1	1,859,079	1,883,551	-1.3
Acadia	8,649	9,168	-5.7	100,439	76,277	31.7
Canyon	2,510	3,410	-26.4	28,639	33,401	-14.3
Savana	1,712	1,635	4.7	27,725	16,291	70.2
Sierra	18,136	18,900	-4.0	191,507	198,390	-3.5
Terrain	7,598	6,215	22.3	78,941	80,485	-1.9
Yukon	4,567	6,169	-26.0	40,652	47,171	-13.8
Yukon XL	3,105	3,616	-14.1	28,638	31,198	-8.2
GMC Total	46,277	49,113	-5.8	496,541	483,213	2.8
GM Vehicle Total*	245,387	252,644	-2.9	2,693,702	2,723,667	-1.1

25 selling days for the NOVEMBER period this year and 25 for last year.