

Wall Street & Analyst Consensus >>>

U.S. car and light truck sales estimates for October 2018

Change from October 2017

SAAR¹ in millions

Analyst - Company	GM	Ford	Chrysler	SAAR	YoY change	
Jamie Albertine – CER	–	–	–	17.2M	-0.7M	▼
Alan Baum – Baum & Associates	–	–	–	16.9	-1.0	▼
Ryan Brinkman – JPMorgan	-4.3%	-4.8%	–	17.5	-0.4	▼
Jeremy Acevedo – Edmunds.com	-8.8	-5.0	9.2%	17.1	-0.8	▼
Charlie Chesbrough – Cox Automotive	-9.4	-9.9	15	17.1	-0.8	▼
Chris Hopson – IHS Markit	–	–	–	17.4	-0.5	▼
Jeff Schuster – LMC Automotive	–	–	–	17.4	-0.5	▼
Erin Sunde – WardsAuto	-6.7	-3.8	12	17.5	-0.4	▼
Joseph Spak – RBC Capital Markets	-5.0	-3.2	12	17.5	-0.4	▼
David Tamberrino – Goldman Sachs	-5.9	-6.3	12	17.5	-0.4	▼
Analyst average	-6.7%	-5.5%	12%	17.3M	-0.6M	▼

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Change from October 2017

Analyst - Company	Toyota	Honda	Nissan	Hyundai/Kia	VW/Audi
Jeremy Acevedo – Edmunds.com	2.3%	-0.6%	-13%	1.7%	1.2%
Charlie Chesbrough – Cox Automotive	-7.7	-1.8	-6.5	1.6	-0.3
Erin Sunde – WardsAuto	1.2	1.3	-10	4.6	–
Joseph Spak – RBC Capital Markets	0.9	0.6	-11	2.6	-0.7
Analyst average	-1.4%	-0.4%	-10%	2.6%	0.5%

Change from October 2017

U.S. car and light truck sales October 2018, selling-day adjusted figures

Analyst - Company	GM	Ford	Chrysler
Ryan Brinkman – JPMorgan	-8.0%	-8.5%	–
Joseph Spak – RBC Capital Markets	-10	-8.0	8.0
David Tamberrino – Goldman Sachs	-9.5	-9.9	7.9%
Analyst average	-9.2%	-8.8%	8.0%

1 – Seasonally Adjusted Annual Rate: An annualized measure of monthly sales that adjusts for seasonal trends.

Sources: Data compiled by Bloomberg

Note: October had 26 selling days, one more than in 2017.