



Kelley Blue Book
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QUARTERLY LIGHT-VEHICLE SALES REPORT — Q3 2020 —



New-Car Sales

- Summary by Brand, Manufacturer, and Segment
- Historical SAAR Chart
- Detailed Summary by Segment including Model Trends

BRAND SUMMARY

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Acura	39,664	39,046	1.6%	95,654	112,813	-15.2%	1.0%	0.9%
Alfa Romeo	5,056	4,310	17.3%	12,493	13,347	-6.4%	0.1%	0.1%
Audi	47,893	57,031	-16.0%	124,103	158,471	-21.7%	1.2%	1.2%
BMW	69,570	75,987	-8.4%	176,821	232,427	-23.9%	1.8%	1.7%
Buick	49,163	50,615	-2.9%	118,553	157,855	-24.9%	1.3%	1.1%
Cadillac	32,965	39,961	-17.5%	86,586	115,695	-25.2%	0.8%	0.8%
Chevrolet	447,268	504,286	-11.3%	1,209,479	1,453,356	-16.8%	11.5%	11.7%
Chrysler	31,870	29,544	7.9%	75,850	93,966	-19.3%	0.8%	0.7%
Dodge	71,936	104,146	-30.9%	204,350	332,245	-38.5%	1.8%	2.0%
Fiat	1,102	2,360	-53.3%	3,569	7,463	-52.2%	0.0%	0.0%
Ford	521,580	548,072	-4.8%	1,421,669	1,728,611	-17.8%	13.4%	13.8%
Genesis	3,745	4,902	-23.6%	11,285	14,909	-24.3%	0.1%	0.1%
GMC	132,747	140,789	-5.7%	353,221	418,066	-15.5%	3.4%	3.4%
Honda	348,769	390,168	-10.6%	885,066	1,093,396	-19.1%	9.0%	8.6%
Hyundai	170,828	173,028	-1.3%	443,425	505,973	-12.4%	4.4%	4.3%
Infiniti	17,367	24,876	-30.2%	59,020	87,934	-32.9%	0.4%	0.6%
Jaguar	4,889	6,150	-20.5%	16,623	22,432	-25.9%	0.1%	0.2%
Jeep	222,212	245,474	-9.5%	581,598	701,685	-17.1%	5.7%	5.6%
Kia	165,013	158,754	3.9%	428,350	463,913	-7.7%	4.2%	4.1%
Land Rover	16,852	20,516	-17.9%	53,462	66,639	-19.8%	0.4%	0.5%
Lexus	75,285	73,816	2.0%	182,086	209,551	-13.1%	1.9%	1.8%
Lincoln	27,554	27,934	-1.4%	74,396	78,849	-5.6%	0.7%	0.7%
Mazda	74,411	69,612	6.9%	203,280	208,167	-2.3%	1.9%	2.0%
Mercedes-Benz	72,868	89,636	-18.7%	198,402	253,057	-21.6%	1.9%	1.9%
Mini	9,064	10,170	-10.9%	19,534	27,753	-29.6%	0.2%	0.2%
Mitsubishi	18,763	24,474	-23.3%	66,523	95,571	-30.4%	0.5%	0.6%
Nissan	203,783	302,478	-32.6%	597,064	956,456	-37.6%	5.2%	5.8%
Porsche	13,156	14,805	-11.1%	36,045	45,062	-20.0%	0.3%	0.3%
Ram	175,175	179,200	-2.2%	443,345	512,368	-13.5%	4.5%	4.3%
Smart	0	130	-100.0%	0	626	-100.0%	0.0%	0.0%
Subaru	169,446	185,804	-8.8%	436,555	525,330	-16.9%	4.3%	4.2%
Tesla	55,700	54,700	1.8%	137,400	138,575	-0.8%	1.4%	1.3%
Toyota	483,164	553,378	-12.7%	1,270,139	1,569,751	-19.1%	12.4%	12.3%
Volkswagen	86,446	93,547	-7.6%	231,454	278,155	-16.8%	2.2%	2.2%
Volvo	30,349	27,169	11.7%	73,085	77,289	-5.4%	0.8%	0.7%
Total*	3,895,653	4,326,868	-10.0%	10,330,485	12,757,756	-19.0%		

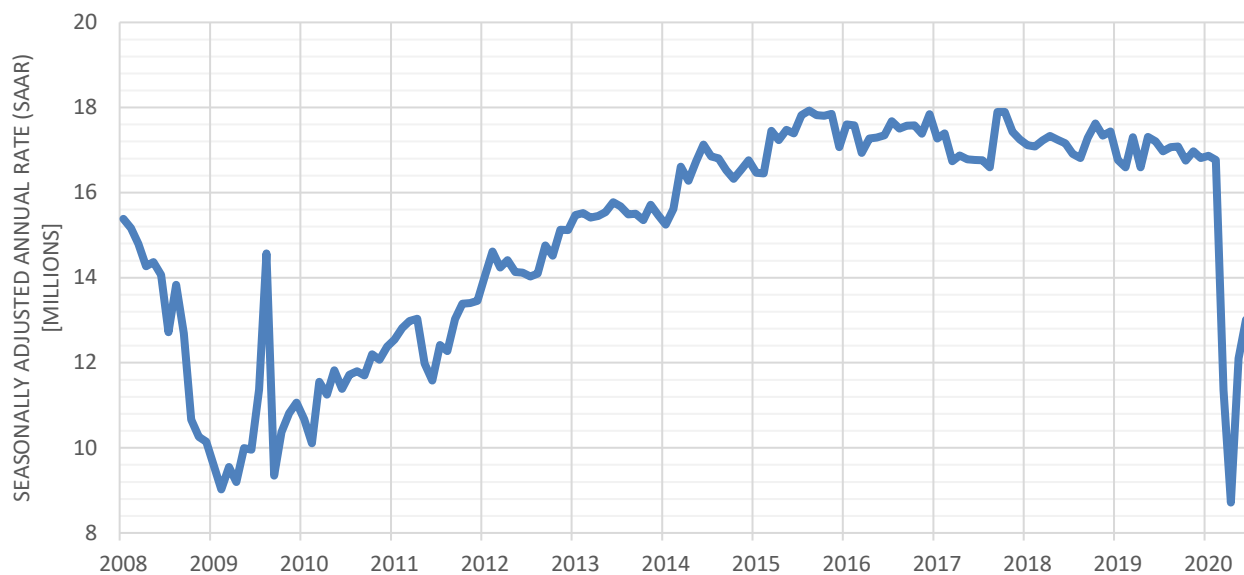
*Industry total includes estimates for Tesla

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MANUFACTURER SUMMARY

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
American Honda	388,433	429,214	-9.5%	980,720	1,206,209	-18.7%	10.0%	9.5%
BMW Group	78,634	86,157	-8.7%	196,355	260,180	-24.5%	2.0%	1.9%
Daimler	72,868	89,766	-18.8%	198,402	253,683	-21.8%	1.9%	1.9%
Fiat Chrysler	507,351	565,034	-10.2%	1,321,205	1,661,074	-20.5%	13.0%	12.8%
Ford Motor Co	549,134	576,006	-4.7%	1,496,065	1,807,460	-17.2%	14.1%	14.5%
GM	662,143	735,651	-10.0%	1,767,839	2,144,972	-17.6%	17.0%	17.1%
Hyundai Kia	339,586	336,684	0.9%	883,060	984,795	-10.3%	8.7%	8.5%
Mazda	74,411	69,612	6.9%	203,280	208,167	-2.3%	1.9%	2.0%
Mitsubishi	18,763	24,474	-23.3%	66,523	95,571	-30.4%	0.5%	0.6%
Nissan NA	221,150	327,354	-32.4%	656,084	1,044,390	-37.2%	5.7%	6.4%
Subaru	169,446	185,804	-8.8%	436,555	525,330	-16.9%	4.3%	4.2%
Tata	21,741	26,666	-18.5%	70,085	89,071	-21.3%	0.6%	0.7%
Toyota Motor Co	558,449	627,194	-11.0%	1,452,225	1,779,302	-18.4%	14.3%	14.1%
Volvo NA	30,349	27,169	11.7%	73,085	77,289	-5.4%	0.8%	0.7%
VW	147,495	165,383	-10.8%	391,602	481,688	-18.7%	3.8%	3.8%
Total*	3,895,653	4,326,868	-10.0%	10,330,485	12,757,756	-19.0%		

MONTHLY INDUSTRY SAAR



Source: bea.gov

*Industry total includes estimates for Tesla

SEGMENT SUMMARY

	Q3 Sales		YTD Sales		Market Share	
	2020	YOY	2020	YOY	Q3-2020	YTD
Compact Car	279,100	-24.3%	776,430	-33.9%	7.2%	7.5%
Compact SUV/Crossover	657,767	-12.7%	1,742,761	-19.8%	16.9%	16.9%
Electric Vehicle	68,030	0.4%	166,231	-4.0%	1.7%	1.6%
Entry-level Luxury Car	94,385	-13.0%	248,949	-25.5%	2.4%	2.4%
Full-size Car	42,759	-35.9%	113,622	-44.4%	1.1%	1.1%
Full-size Pickup Truck	626,282	-1.3%	1,672,273	-7.5%	16.1%	16.2%
Full-size SUV/Crossover	70,715	-16.7%	196,280	-27.3%	1.8%	1.9%
High Performance Car	9,615	11.5%	23,801	-13.4%	0.2%	0.2%
High-end Luxury Car	10,348	-0.6%	28,230	-15.1%	0.3%	0.3%
Hybrid/Alternative Energy Car	27,161	-37.4%	70,426	-39.6%	0.7%	0.7%
Luxury Car	21,519	-28.6%	59,861	-48.9%	0.6%	0.6%
Luxury Compact SUV/Crossover	126,606	-7.5%	325,527	-17.5%	3.2%	3.2%
Luxury Full-size SUV/Crossover	19,851	-29.3%	66,773	-23.1%		0.6%
Luxury Mid-size SUV/Crossover	156,837	-7.2%	403,482	-15.7%	4.0%	3.9%
Luxury Subcompact SUV/Crossover	31,740	15.7%	78,282	5.9%	0.8%	0.8%
Mid-size Car	279,267	-17.8%	771,558	-26.9%	7.2%	7.5%
Mid-size Pickup Truck	158,984	-7.0%	429,058	-8.5%	4.1%	4.2%
Mid-size SUV/Crossover	661,027	-2.9%	1,749,196	-12.4%	17.0%	16.9%
Minivan	73,093	-24.5%	199,048	-36.6%	1.9%	1.9%
Sports Car	51,537	-20.7%	146,318	-23.6%	1.3%	1.4%
Subcompact Car	57,930	-18.6%	155,977	-41.6%	1.5%	1.5%
Subcompact SUV/Crossover	255,762	10.9%	627,929	0.3%	6.6%	6.1%
Van	115,338	-13.4%	278,473	-25.3%	3.0%	2.7%
Total*	3,895,653	-10.0%	10,330,485	-19.0%		

	Q3 Sales		YTD Sales		Market Share	
	2020	YOY	2020	YOY	Q3-2020	YTD
Car	941,651	-20.2%	2,561,403	-30.7%	24.2%	24.8%
SUV	1,980,305	-6.2%	5,190,230	-14.9%	50.8%	50.2%
Truck	785,266	-2.5%	2,101,331	-7.7%	20.2%	20.3%
Van	188,431	-18.1%	477,521	-30.4%	4.8%	4.6%
Total*	3,895,653	-10.0%	10,330,485	-19.0%		

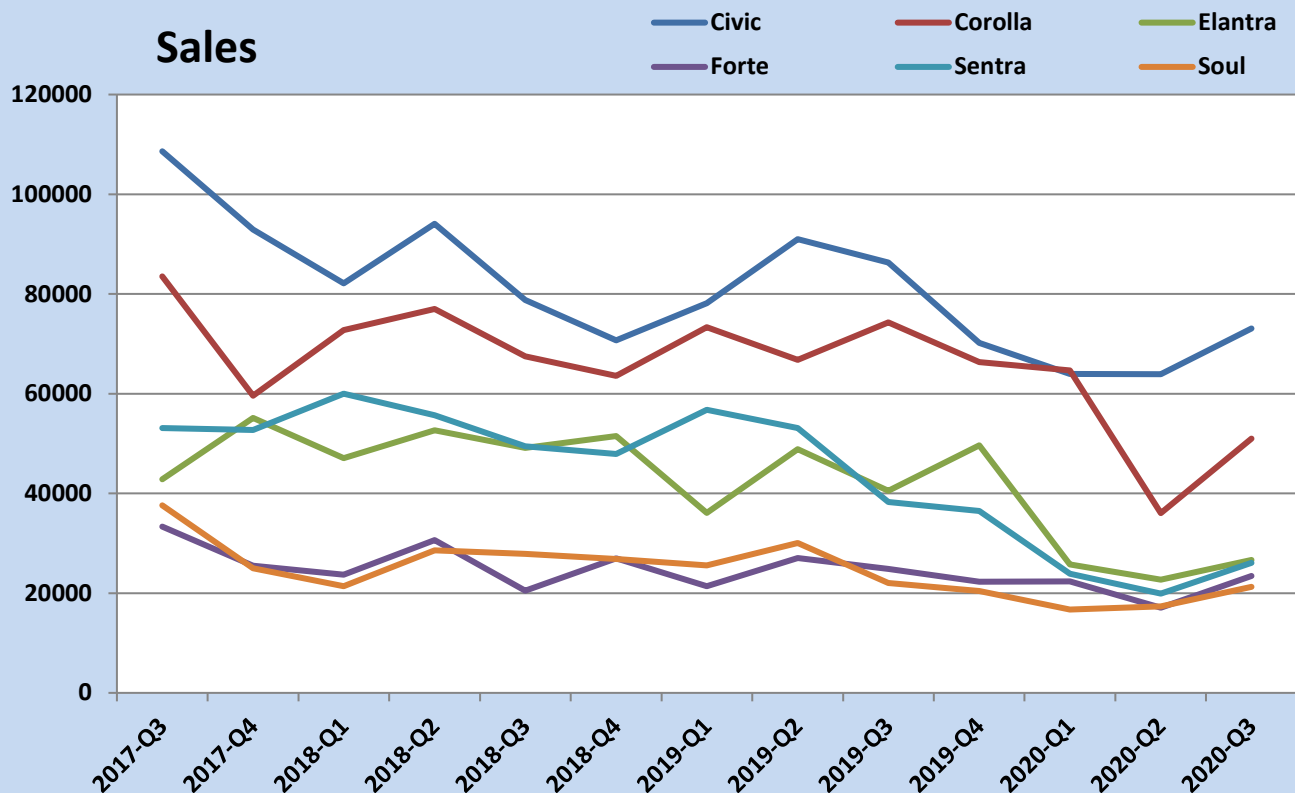
	Q3 Sales		YTD Sales		Market Share	
	2020	YOY	2020	YOY	Q3-2020	YTD
Non-Luxury	3,333,577	-10.3%	8,874,471	-19.1%	85.6%	85.9%
Luxury	562,076	-8.1%	1,456,014	-18.4%	14.4%	14.1%
Total*	3,895,653	-10.0%	10,330,485	-19.0%		

*Industry total includes estimates for Tesla

COMPACT CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
500L	138	206	-33.0%	392	605	-35.2%	0.0%	0.1%
Beetle	129	5,348	-97.6%	2,461	14,746	-83.3%	0.0%	0.3%
Civic	73,083	86,312	-15.3%	200,941	255,484	-21.3%	26.2%	25.9%
Corolla	50,996	74,332	-31.4%	151,717	214,482	-29.3%	18.3%	19.5%
Corolla Hatchback	5,616	6,778	-17.1%	14,496	19,496	-25.6%	2.0%	1.9%
Cruze	72	5,799	-98.8%	754	45,276	-98.3%	0.0%	0.1%
Dart	1	3	-66.7%	6	13	-53.8%	0.0%	0.0%
Elantra	26,653	40,498	-34.2%	75,103	125,469	-40.1%	9.5%	9.7%
Forte	23,467	24,872	-5.6%	62,911	73,285	-14.2%	8.4%	8.1%
Golf	6,679	1,137	487.4%	21,056	4,674	350.5%	2.4%	2.7%
Golf SportWagen	0	3,166	-100.0%	0	8,289	-100.0%	0.0%	0.0%
Impreza	13,535	19,605	-31.0%	32,155	49,293	-34.8%	4.8%	4.1%
Jetta	20,116	25,768	-21.9%	57,480	74,741	-23.1%	7.2%	7.4%
Mazda3	8,941	11,983	-25.4%	25,169	40,506	-37.9%	3.2%	3.2%
Sentra	26,086	38,251	-31.8%	69,873	148,150	-52.8%	9.3%	9.0%
Soul	21,290	22,044	-3.4%	55,331	77,627	-28.7%	7.6%	7.1%
Total	279,100	368,884	-24.3%	776,430	1,175,005	-33.9%		

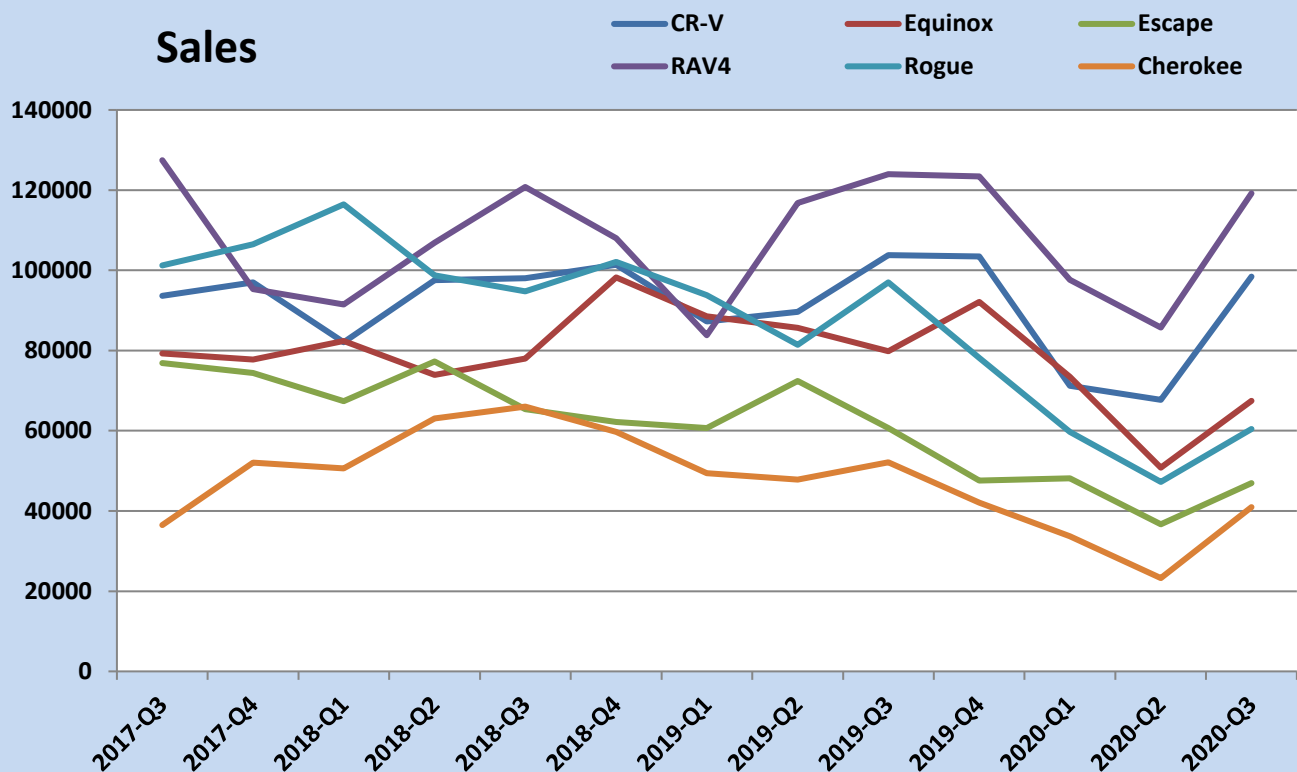
Sales



COMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Compass	29,588	35,158	-15.8%	77,809	110,671	-29.7%	4.5%	4.5%
CR-V	98,436	103,795	-5.2%	237,334	280,739	-15.5%	15.0%	13.6%
Equinox	67,476	79,799	-15.4%	191,727	253,956	-24.5%	10.3%	11.0%
Escape	46,956	60,701	-22.6%	131,753	193,801	-32.0%	7.1%	7.6%
Forester	48,222	45,228	6.6%	134,082	131,447	2.0%	7.3%	7.7%
Patriot	1	8	-87.5%	2	21	-90.5%	0.0%	0.0%
RAV4	119,214	124,012	-3.9%	302,574	324,622	-6.8%	18.1%	17.4%
Rogue	60,436	97,033	-37.7%	167,401	272,300	-38.5%	9.2%	9.6%
Sportage	22,782	25,029	-9.0%	62,400	65,104	-4.2%	3.5%	3.6%
Terrain	21,313	23,058	-7.6%	60,544	73,410	-17.5%	3.2%	3.5%
Tiguan	28,084	27,965	0.4%	75,579	85,296	-11.4%	4.3%	4.3%
Tucson	33,198	36,907	-10.0%	91,139	102,861	-11.4%	5.0%	5.2%
CX-5	39,205	39,315	-0.3%	104,277	113,702	-8.3%	6.0%	6.0%
Cherokee	40,981	52,139	-21.4%	97,919	149,349	-34.4%	6.2%	5.6%
Eclipse Cross	1,875	3,268	-42.6%	8,221	15,859	-48.2%	0.3%	0.5%
Total	657,767	753,415	-12.7%	1,742,761	2,173,138	-19.8%		

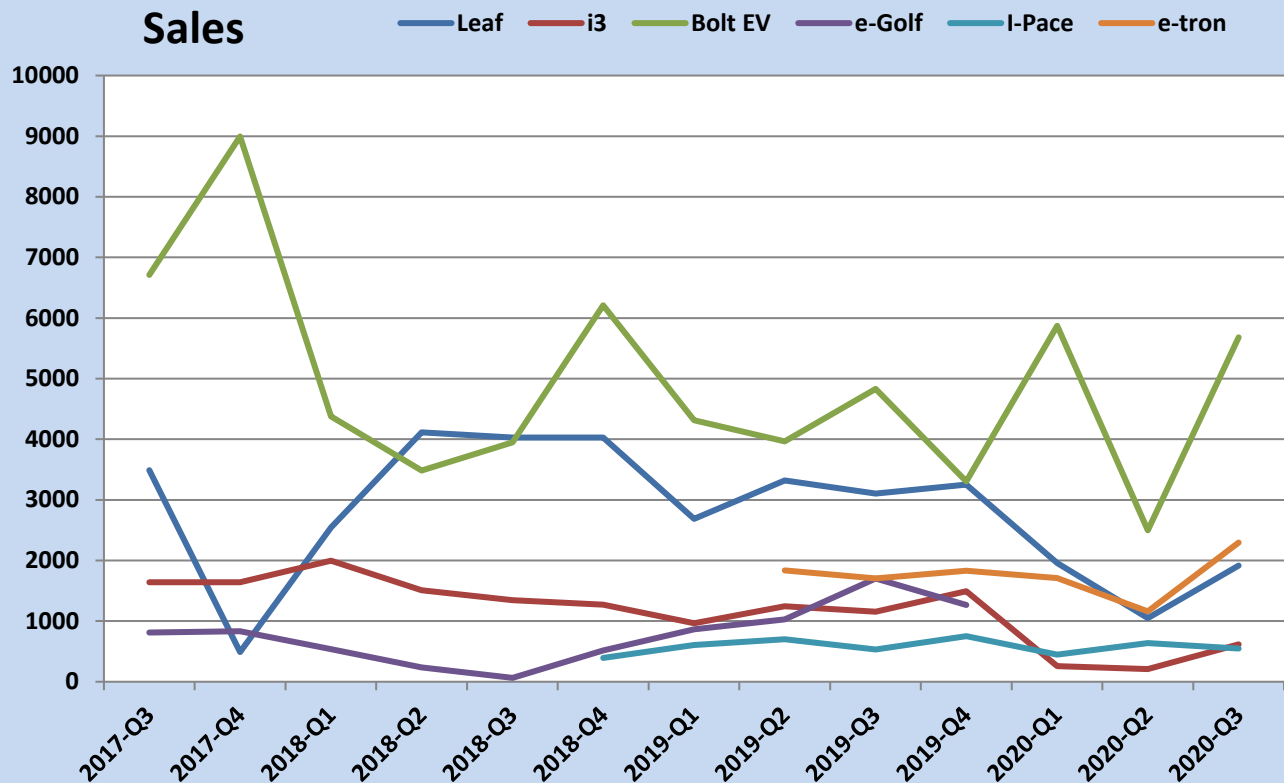
Sales



ELECTRIC VEHICLE

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Bolt EV	5,682	4,830	17.6%	14,053	13,111	7.2%	8.4%	8.5%
e-Golf	0	1,703	-100.0%	0	3,596	-100.0%	0.0%	0.0%
e-tron	2,296	1,705	34.7%	5,168	3,540	46.0%	3.4%	3.1%
i3	616	1,156	-46.7%	1,084	3,363	-67.8%	0.9%	0.7%
I-Pace	547	533	2.6%	1,634	1,842	-11.3%	0.8%	1.0%
Leaf	1,916	3,103	-38.3%	4,923	9,111	-46.0%	2.8%	3.0%
Taycan	1,273	0		1,969	0		1.9%	1.2%
Total*	68,030	67,732	0.4%	166,231	173,146	-4.0%		

Sales



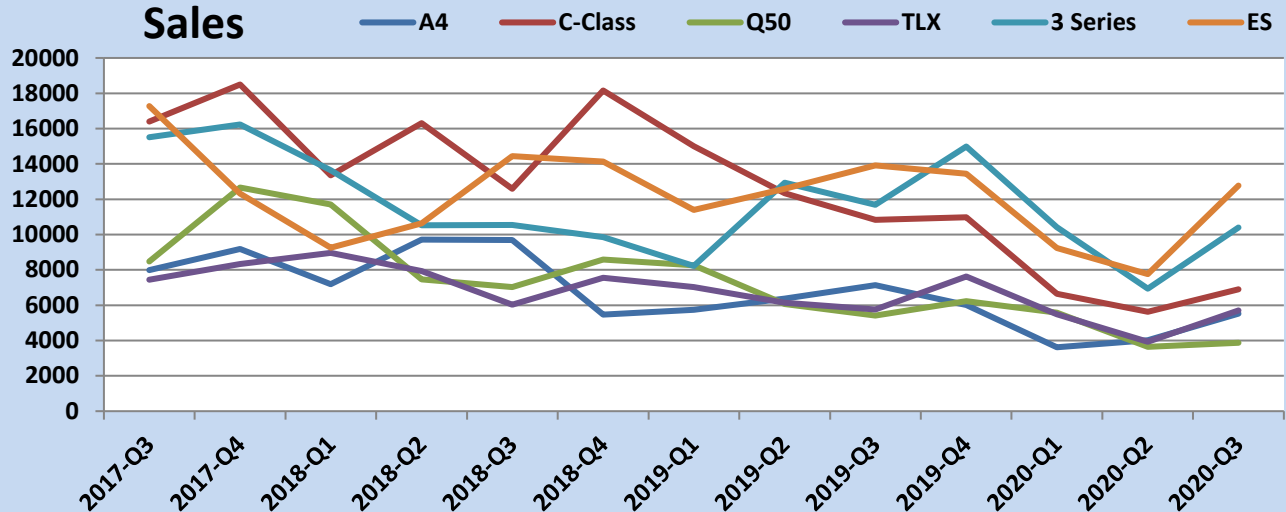
*Segment total includes estimates for Tesla

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ENTRY-LEVEL LUXURY CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
1/2 Series	4,191	2,142	95.7%	9,447	5,755	64.2%	4.4%	3.8%
3 Series	10,394	11,679	-11.0%	27,750	32,837	-15.5%	11.0%	11.1%
4 Series	1,676	4,008	-58.2%	5,839	15,702	-62.8%	1.8%	2.3%
60 Series	5,677	4,696	20.9%	12,610	13,670	-7.8%	6.0%	5.1%
A3	2,555	2,090	22.2%	6,694	7,218	-7.3%	2.7%	2.7%
A4	5,518	7,145	-22.8%	13,162	19,255	-31.6%	5.8%	5.3%
A5	3,718	5,748	-35.3%	14,029	17,322	-19.0%	3.9%	5.6%
A-Class	3,806	7,230	-47.4%	9,147	12,360	-26.0%	4.0%	3.7%
allroad	440	750	-41.3%	1,160	794	46.1%	0.5%	0.5%
C-Class	6,893	10,837	-36.4%	19,171	38,174	-49.8%	7.3%	7.7%
CLA	2,313	1,350	71.3%	7,633	9,372	-18.6%	2.5%	3.1%
CT4	1,536	0		2,168	0		1.6%	0.9%
CT5	4,001	0		9,576	0		4.2%	3.8%
ES	12,775	13,916	-8.2%	29,784	37,896	-21.4%	13.5%	12.0%
G70	2,732	2,791	-2.1%	7,124	8,506	-16.2%	2.9%	2.9%
G80	601	1,510	-60.2%	2,602	4,863	-46.5%	0.6%	1.0%
Giulia	2,192	2,030	8.0%	5,643	6,376	-11.5%	2.3%	2.3%
ILX	3,938	3,741	5.3%	9,333	10,697	-12.8%	4.2%	3.7%
IS	3,629	3,538	2.6%	8,721	11,900	-26.7%	3.8%	3.5%
MKZ	3,666	4,684	-21.7%	10,133	13,645	-25.7%	3.9%	4.1%
Q50	3,868	5,418	-28.6%	13,086	19,755	-33.8%	4.1%	5.3%
Q60	589	1,116	-47.2%	2,286	3,518	-35.0%	0.6%	0.9%
RC	1,102	1,253	-12.1%	2,639	3,362	-21.5%	1.2%	1.1%
Regal	401	2,456	-83.7%	2,425	8,849	-72.6%	0.4%	1.0%
TLX	5,707	5,754	-0.8%	15,121	18,926	-20.1%	6.0%	6.1%
XE	442	635	-30.4%	1,328	3,043	-56.4%	0.5%	0.5%
Total	94,385	108,464	-13.0%	248,949	334,082	-25.5%		

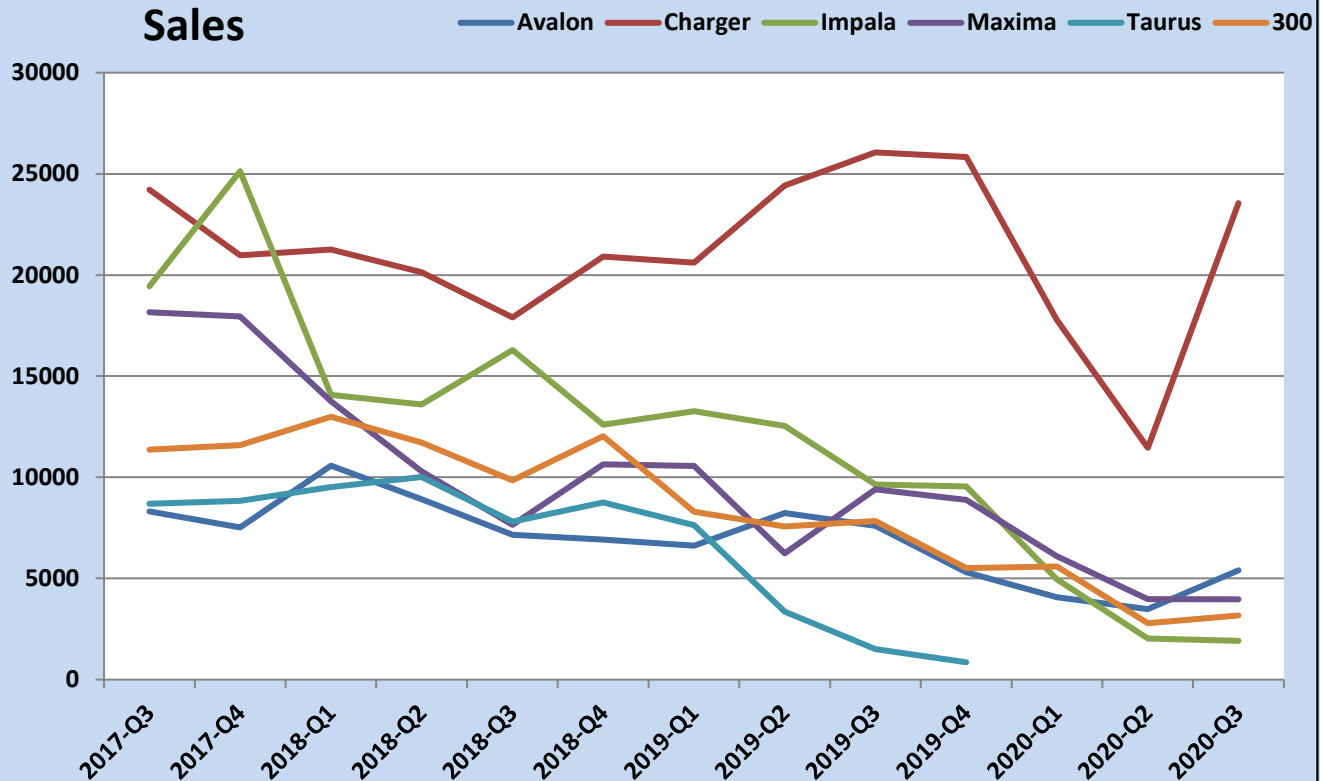
Sales



FULL-SIZE CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
300	3,170	7,836	-59.5%	11,553	23,693	-51.2%	7.4%	10.2%
Arteon	1,056	885	19.3%	2,641	1,483	78.1%	2.5%	2.3%
Avalon	5,408	7,596	-28.8%	12,971	22,453	-42.2%	12.6%	11.4%
Cadenza	252	293	-14.0%	922	1,056	-12.7%	0.6%	0.8%
Caprice	0	0		0	7	-100.0%	0.0%	0.0%
Charger	23,547	26,060	-9.6%	52,774	71,106	-25.8%	55.1%	46.4%
Impala	1,916	9,638	-80.1%	8,914	35,433	-74.8%	4.5%	7.8%
Maxima	3,969	9,404	-57.8%	14,055	26,199	-46.4%	9.3%	12.4%
Stinger	3,441	3,495	-1.5%	9,792	10,416	-6.0%	8.0%	8.6%
Taurus	0	1,502	-100.0%	0	12,494	-100.0%	0.0%	0.0%
Total	42,759	66,709	-35.9%	113,622	204,340	-44.4%		

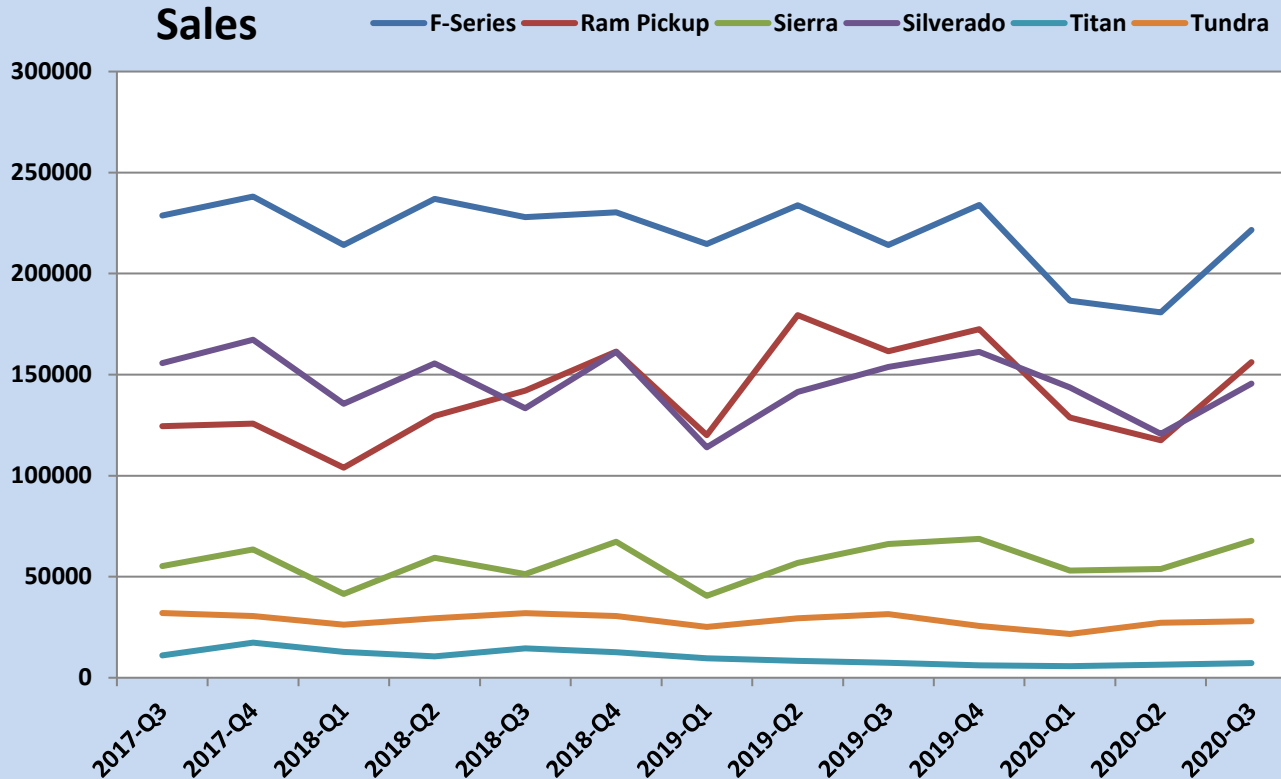
Sales



FULL-SIZE PICKUP TRUCK

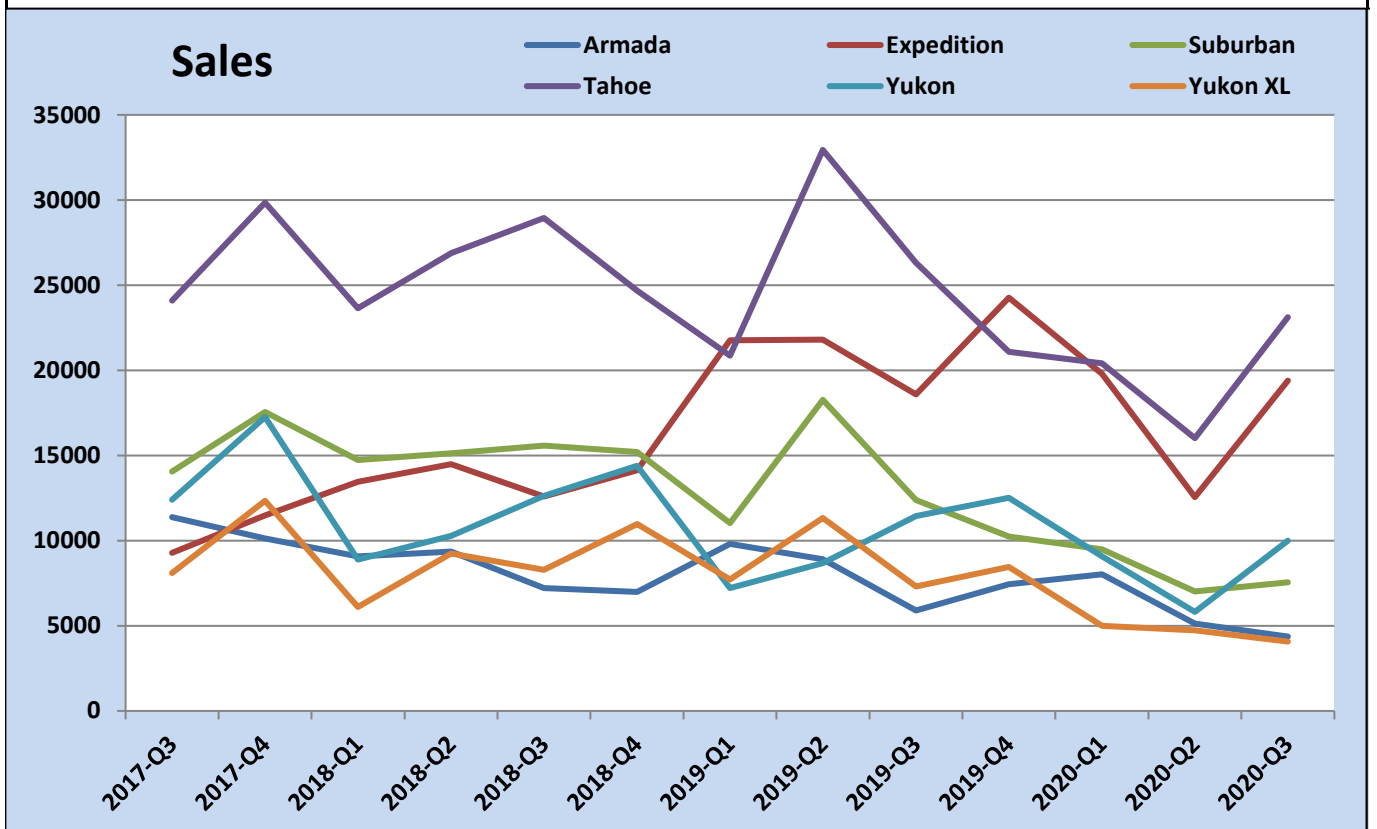
	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
F-Series	221,647	214,176	3.5%	589,034	662,574	-11.1%	35.4%	35.2%
Ram Pickup	156,157	161,635	-3.4%	402,410	461,115	-12.7%	24.9%	24.1%
Sierra	67,812	66,198	2.4%	174,645	163,601	6.8%	10.8%	10.4%
Silverado	145,525	153,853	-5.4%	409,967	409,316	0.2%	23.2%	24.5%
Titan	7,207	7,386	-2.4%	19,403	25,412	-23.6%	1.2%	1.2%
Tundra	27,934	31,565	-11.5%	76,814	86,062	-10.7%	4.5%	4.6%
Total	626,282	634,813	-1.3%	1,672,273	1,808,080	-7.5%		

Sales



FULL-SIZE SUV/CROSSOVER

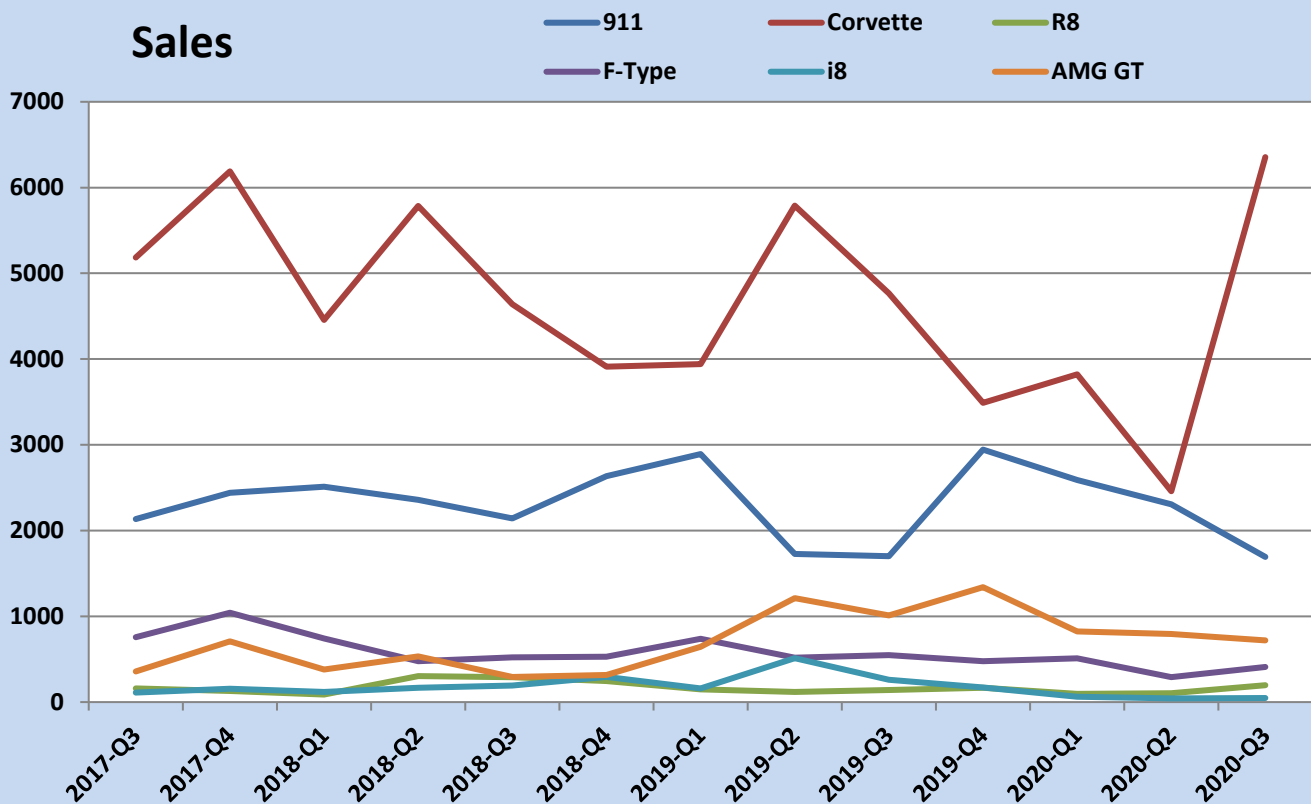
	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Armada	4,366	5,896	-25.9%	17,520	24,609	-28.8%	6.2%	8.9%
Expedition	19,402	18,586	4.4%	51,747	62,155	-16.7%	27.4%	26.4%
Sequoia	2,205	3,019	-27.0%	4,733	7,583	-37.6%	3.1%	2.4%
Suburban	7,548	12,391	-39.1%	24,059	41,686	-42.3%	10.7%	12.3%
Tahoe	23,121	26,308	-12.1%	59,540	80,103	-25.7%	32.7%	30.3%
Yukon	10,002	11,436	-12.5%	24,891	27,342	-9.0%	14.1%	12.7%
Yukon XL	4,071	7,301	-44.2%	13,790	26,365	-47.7%	5.8%	7.0%
Total	70,715	84,937	-16.7%	196,280	269,843	-27.3%		



HIGH PERFORMANCE CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
911	1,693	1,701	-0.5%	6,589	6,321	4.2%	17.6%	27.7%
AMG GT	719	1,009	-28.7%	2,339	2,867	-18.4%	7.5%	9.8%
Corvette	6,355	4,766	33.3%	12,634	14,497	-12.9%	66.1%	53.1%
F-Type	411	548	-25.0%	1,214	1,803	-32.7%	4.3%	5.1%
GT	50	52	-3.8%	147	187	-21.4%	0.5%	0.6%
GTR	113	99	14.1%	241	273	-11.7%	1.2%	1.0%
i8	47	259	-81.9%	154	932	-83.5%	0.5%	0.6%
LFA	1	0		3	3	0.0%	0.0%	0.0%
NSX	28	51	-45.1%	83	202	-58.9%	0.3%	0.3%
R8	196	139	41.0%	395	407	-2.9%	2.0%	1.7%
Viper	2	0		2	5	-60.0%	0.0%	0.0%
Total	9,615	8,624	11.5%	23,801	27,497	-13.4%		

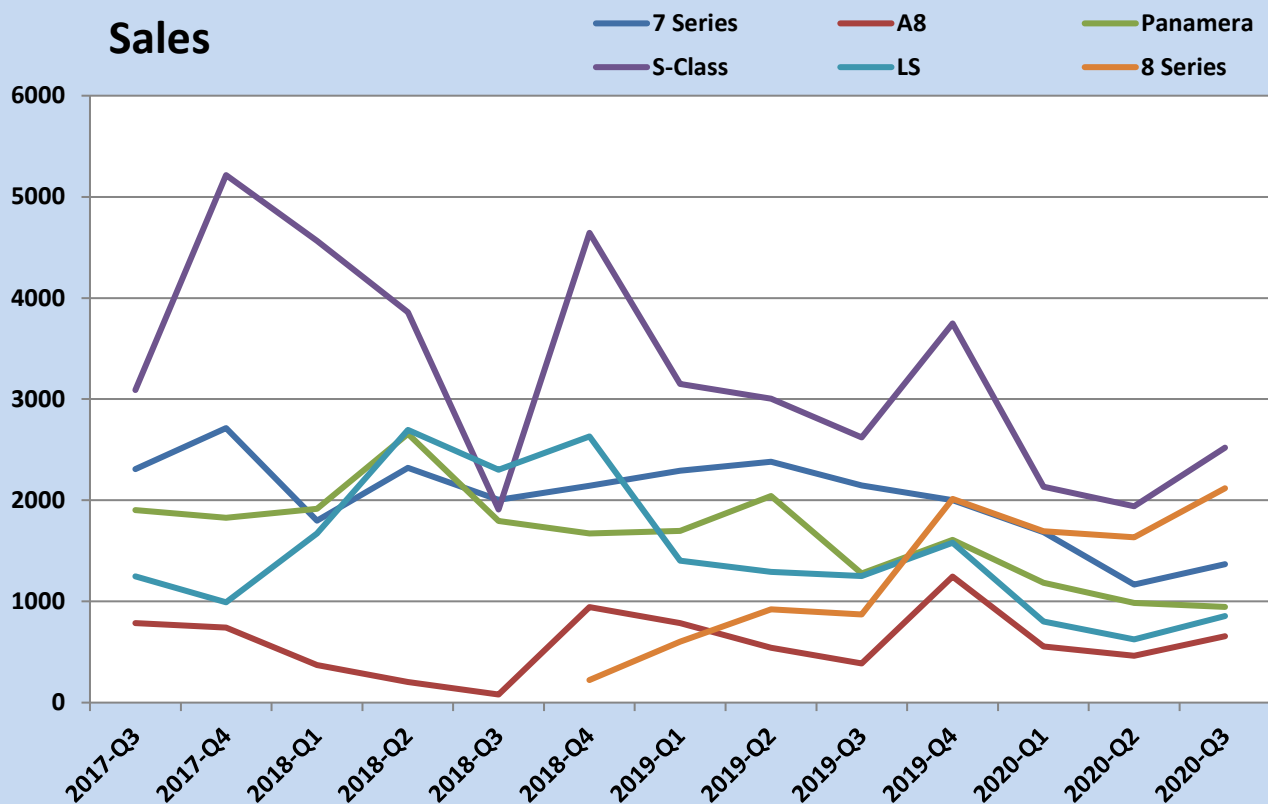
Sales



HIGH-END LUXURY CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
7 Series	1,369	2,147	-36.2%	4,221	6,822	-38.1%	13.2%	15.0%
8 Series	2,119	873	142.7%	5,447	2,395	127.4%	20.5%	19.3%
A8	656	387	69.5%	1,673	1,717	-2.6%	6.3%	5.9%
CLS-Class	727	948	-23.3%	2,012	1,372	46.6%	7.0%	7.1%
LC	327	260	25.8%	742	928	-20.0%	3.2%	2.6%
LS	857	1,251	-31.5%	2,283	3,948	-42.2%	8.3%	8.1%
Panamera	946	1,276	-25.9%	3,116	5,016	-37.9%	9.1%	11.0%
S-Class	2,521	2,623	-3.9%	6,597	8,778	-24.8%	24.4%	23.4%
SL	548	398	37.7%	1,145	1,326	-13.7%	5.3%	4.1%
XJ	278	249	11.6%	994	930	6.9%	2.7%	3.5%
Total	10,348	10,412	-0.6%	28,230	33,232	-15.1%		

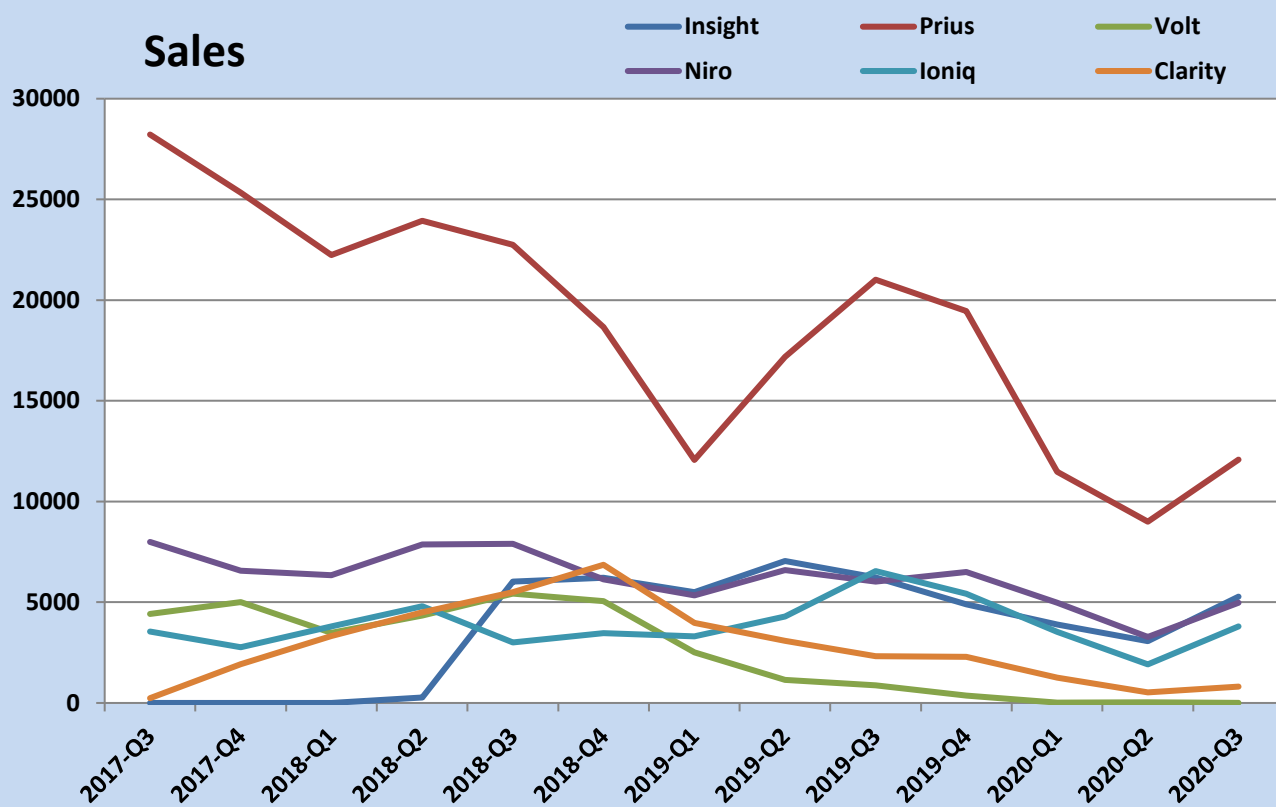
Sales



HYBRID/ALTERNATIVE ENERGY CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Clarity	818	2,314	-64.6%	2,598	9,359	-72.2%	3.0%	3.7%
C-Max	0	0		0	38	-100.0%	0.0%	0.0%
CR-Z	0	0		0	2	-100.0%	0.0%	0.0%
CT	0	0		0	0		0.0%	0.0%
Insight	5,280	6,236	-15.3%	12,244	18,784	-34.8%	19.4%	17.4%
Ioniq	3,801	6,547	-41.9%	9,239	14,146	-34.7%	14.0%	13.1%
Mirai	132	286	-53.8%	341	1,249	-72.7%	0.5%	0.5%
Nexo	62	78	-20.5%	138	197	-29.9%	0.2%	0.2%
Niro	4,980	6,020	-17.3%	13,232	17,962	-26.3%	18.3%	18.8%
Prius	12,083	21,017	-42.5%	32,566	50,258	-35.2%	44.5%	46.2%
Volt	5	874	-99.4%	67	4,540	-98.5%	0.0%	0.1%
Total	27,161	43,372	-37.4%	70,426	116,535	-39.6%		

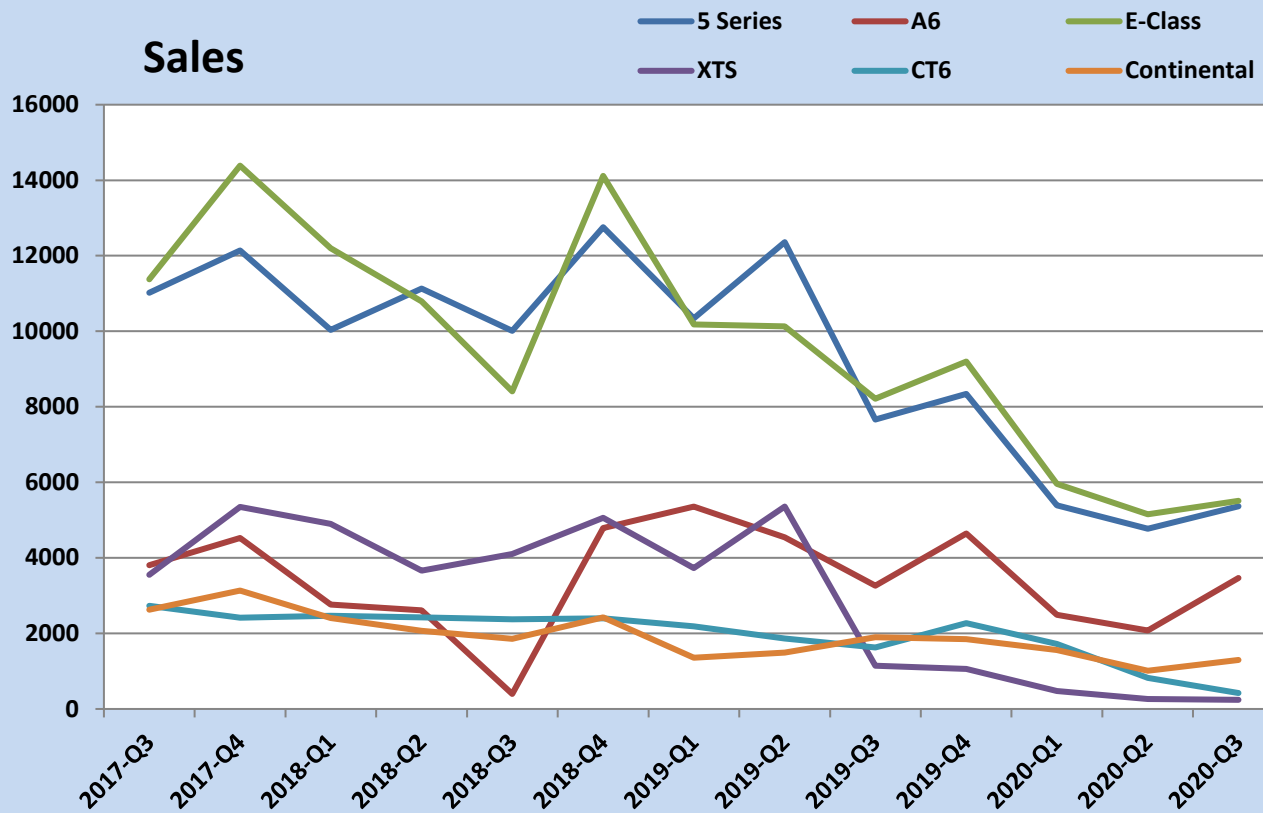
Sales



LUXURY CAR

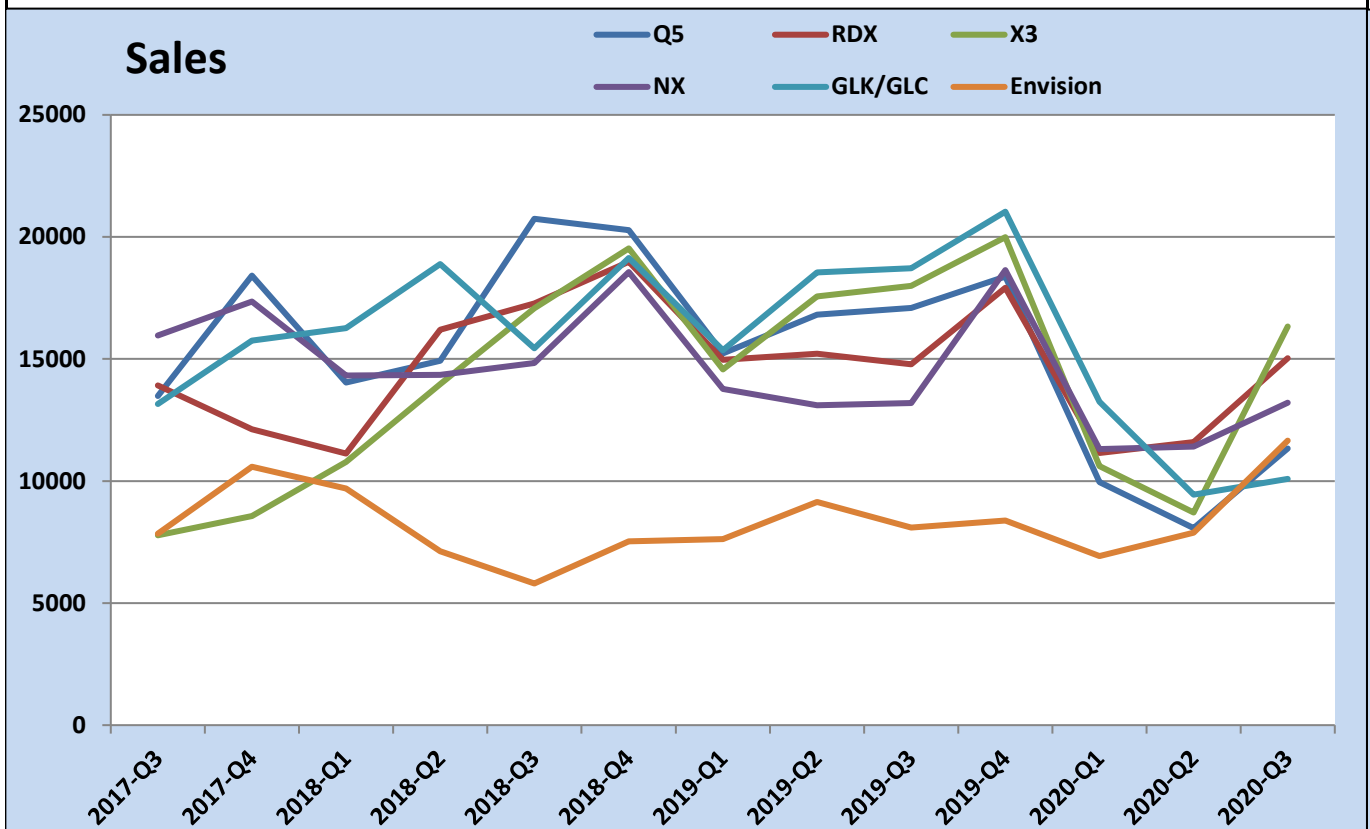
	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
5 Series	5,363	7,661	-30.0%	15,530	30,364	-48.9%	24.9%	25.9%
6 Series	27	147	-81.6%	132	1,098	-88.0%	0.1%	0.2%
90 Series	1,726	1,433	20.4%	2,586	3,425	-24.5%	8.0%	4.3%
A6	3,467	3,263	6.3%	8,035	13,165	-39.0%	16.1%	13.4%
A7	749	819	-8.5%	1,993	3,961	-49.7%	3.5%	3.3%
Continental	1,297	1,896	-31.6%	3,872	4,741	-18.3%	6.0%	6.5%
CT6	422	1,625	-74.0%	2,972	5,675	-47.6%	2.0%	5.0%
CTS	148	1,128	-86.9%	476	5,999	-92.1%	0.7%	0.8%
E-Class	5,511	8,217	-32.9%	16,623	28,532	-41.7%	25.6%	27.8%
G90	412	601	-31.4%	1,559	1,540	1.2%	1.9%	2.6%
GS	861	840	2.5%	2,164	2,570	-15.8%	4.0%	3.6%
K900	84	102	-17.6%	209	311	-32.8%	0.4%	0.3%
Q70	6	503	-98.8%	135	2,196	-93.9%	0.0%	0.2%
RLX	374	126	196.8%	776	799	-2.9%	1.7%	1.3%
SLK/SLC	653	362	80.4%	1,298	1,549	-16.2%	3.0%	2.2%
XF	177	263	-32.7%	522	1,034	-49.5%	0.8%	0.9%
XTS	242	1,149	-78.9%	979	10,242	-90.4%	1.1%	1.6%
Total	21,519	30,135	-28.6%	59,861	117,201	-48.9%		

Sales



LUXURY COMPACT SUV/CROSSOVER

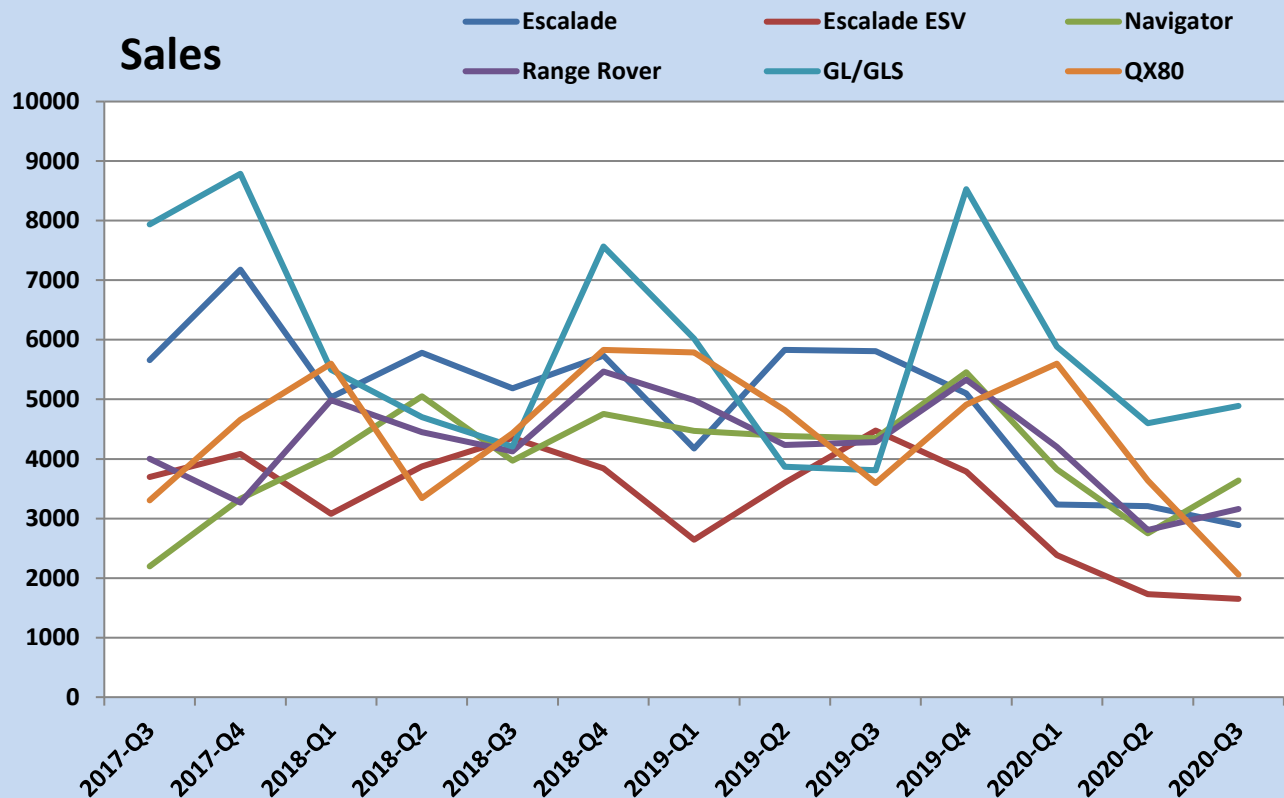
	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Corsair/MKC	7,044	6,523	8.0%	18,177	18,266	-0.5%	5.6%	5.6%
Discovery Sport	2,068	2,171	-4.7%	5,972	8,538	-30.1%	1.6%	1.8%
Envision	11,655	8,088	44.1%	26,468	24,849	6.5%	9.2%	8.1%
Evoque	1,975	2,959	-33.3%	8,026	7,887	1.8%	1.6%	2.5%
F-Pace	2,119	3,052	-30.6%	8,111	10,361	-21.7%	1.7%	2.5%
GLB	6,604	0		13,624	0		5.2%	4.2%
GLK/GLC	10,084	18,715	-46.1%	32,771	52,621	-37.7%	8.0%	10.1%
Macan	4,592	6,480	-29.1%	11,749	16,191	-27.4%	3.6%	3.6%
NX	13,204	13,198	0.0%	35,929	40,074	-10.3%	10.4%	11.0%
Q5	11,339	17,090	-33.7%	29,370	49,136	-40.2%	9.0%	9.0%
QX50	5,500	4,886	12.6%	14,569	13,610	7.0%	4.3%	4.5%
RDX	15,038	14,777	1.8%	37,788	44,958	-15.9%	11.9%	11.6%
Stelvio	2,843	2,244	26.7%	6,758	6,844	-1.3%	2.2%	2.1%
X3	16,326	17,993	-9.3%	35,656	50,120	-28.9%	12.9%	11.0%
X4	1,620	2,217	-26.9%	4,746	5,834	-18.6%	1.3%	1.5%
XC60	8,250	7,467	10.5%	20,328	22,033	-7.7%	6.5%	6.2%
XT4	6,345	8,986	-29.4%	15,485	23,092	-32.9%	5.0%	4.8%
Total	126,606	136,846	-7.5%	325,527	394,414	-17.5%		



LUXURY FULL-SIZE SUV/CROSSOVER

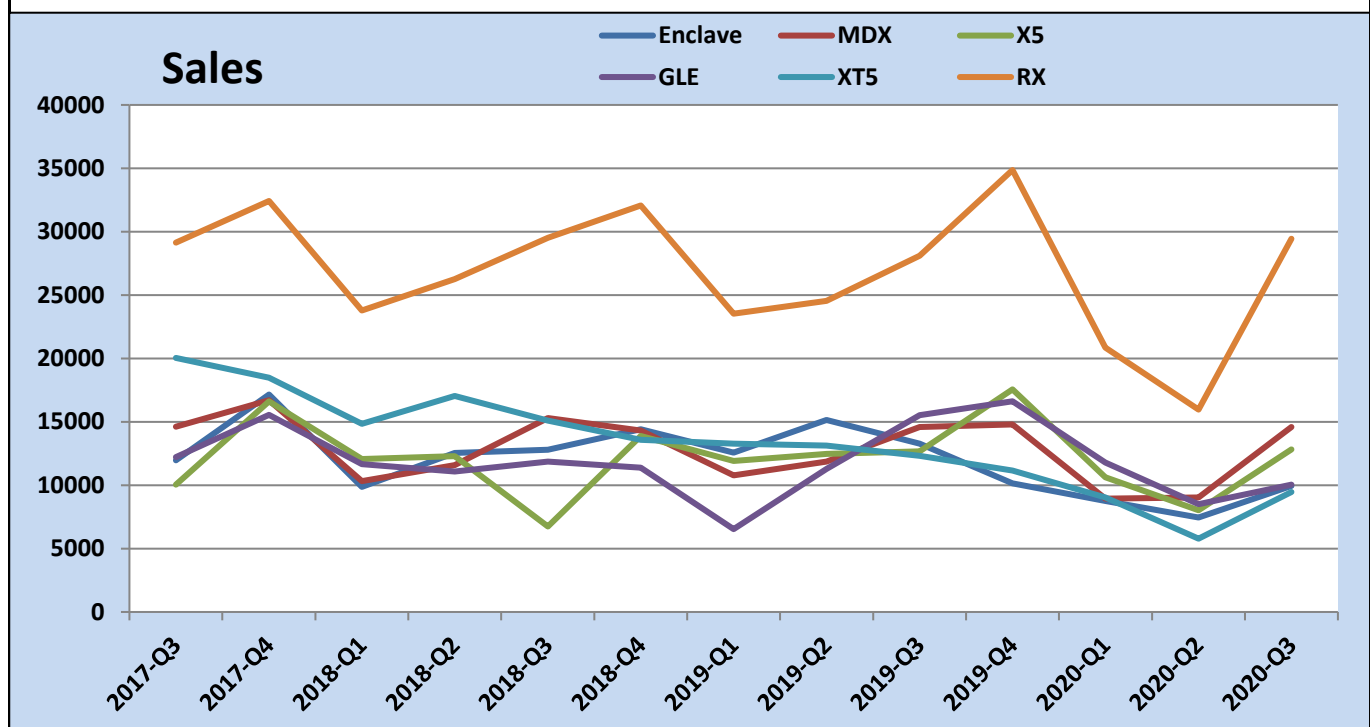
	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Escalade	2,888	5,808	-50.3%	9,328	15,813	-41.0%	14.5%	14.0%
Escalade ESV	1,650	4,476	-63.1%	5,765	10,722	-46.2%	8.3%	8.6%
GL/GLS	4,891	3,810	28.4%	15,375	13,695	12.3%	24.6%	23.0%
Land Cruiser	511	758	-32.6%	1,761	2,386	-26.2%	2.6%	2.6%
LX	1,062	1,024	3.7%	2,876	3,333	-13.7%	5.3%	4.3%
Navigator	3,635	4,345	-16.3%	10,210	13,201	-22.7%	18.3%	15.3%
QX80	2,057	3,592	-42.7%	11,293	14,203	-20.5%	10.4%	16.9%
Range Rover	3,157	4,281	-26.3%	10,165	13,503	-24.7%	15.9%	15.2%
Total	19,851	28,094	-29.3%	66,773	86,856	-23.1%		

Sales



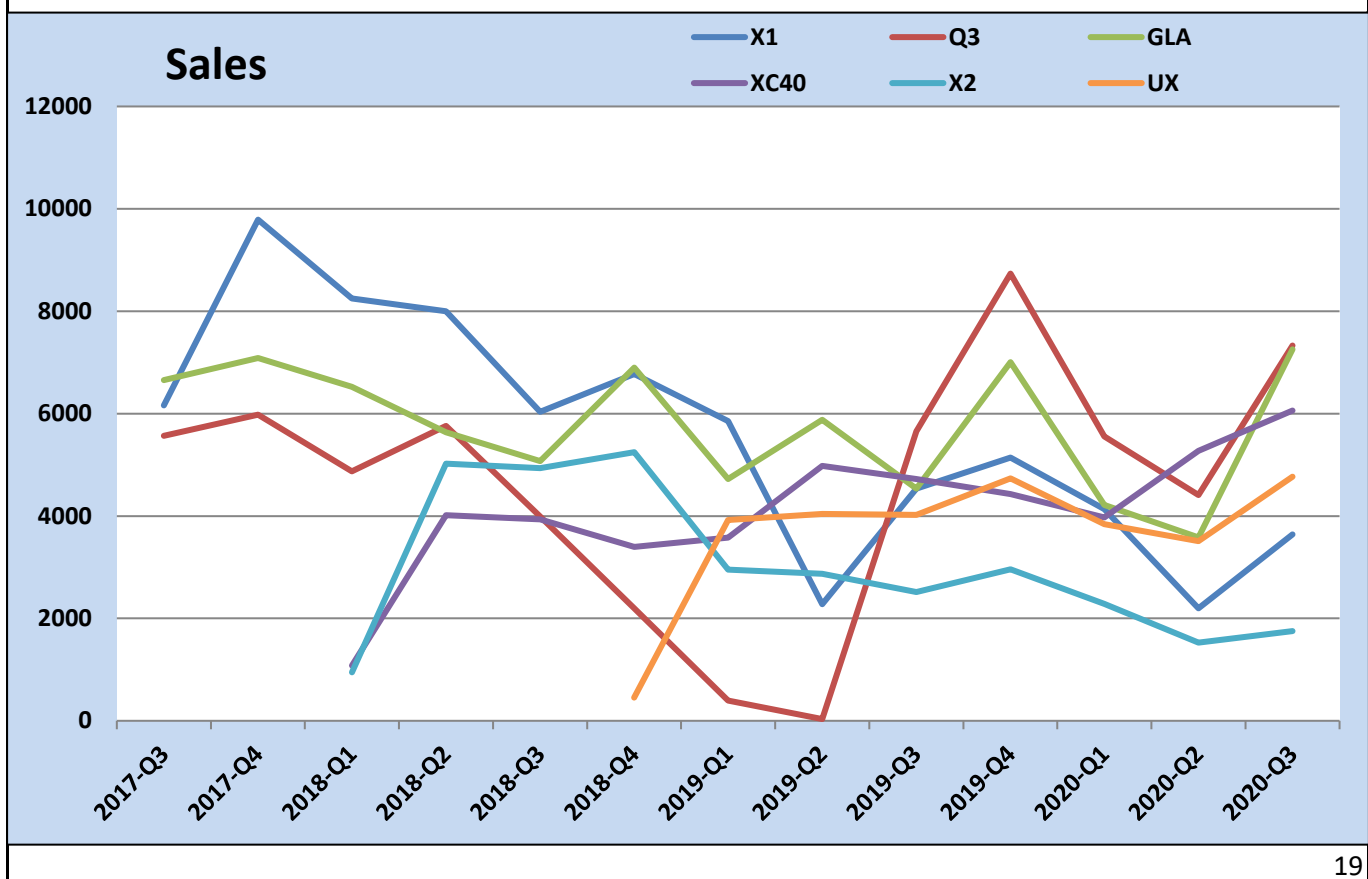
LUXURY MID-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Aviator	6,118	1,899	222.2%	15,800	1,899	732.0%	3.9%	3.9%
Cayenne	3,908	4,300	-9.1%	11,067	14,331	-22.8%	2.5%	2.7%
Defender	1,403	0		2,009	0		0.9%	0.5%
Discovery	1,311	1,666	-21.3%	4,933	6,418	-23.1%	0.8%	1.2%
Enclave	9,937	13,274	-25.1%	26,142	41,013	-36.3%	6.3%	6.5%
G-Class	1,326	1,248	6.3%	4,164	5,067	-17.8%	0.8%	1.0%
GLE	10,041	15,533	-35.4%	30,333	33,359	-9.1%	6.4%	7.5%
GX	7,261	6,405	13.4%	18,577	17,376	6.9%	4.6%	4.6%
MDX	14,579	14,597	-0.1%	32,553	37,231	-12.6%	9.3%	8.1%
Nautilus/MKX	5,771	7,962	-27.5%	16,052	23,984	-33.1%	3.7%	4.0%
Q7	6,133	8,516	-28.0%	16,783	24,549	-31.6%	3.9%	4.2%
Q8	3,257	3,324	-2.0%	7,679	10,284	-25.3%	2.1%	1.9%
QX60	5,334	8,785	-39.3%	17,505	31,621	-44.6%	3.4%	4.3%
Range Rover Sport	4,045	5,752	-29.7%	13,352	17,884	-25.3%	2.6%	3.3%
Range Rover Velar	2,893	3,687	-21.5%	9,005	12,409	-27.4%	1.8%	2.2%
RX	29,438	28,109	4.7%	66,251	76,170	-13.0%	18.8%	16.4%
X5	12,830	12,665	1.3%	31,501	37,035	-14.9%	8.2%	7.8%
X6	1,995	230	767.4%	4,445	3,275	35.7%	1.3%	1.1%
X7	4,882	4,940	-1.2%	13,197	13,754	-4.0%	3.1%	3.3%
XC90	8,636	8,851	-2.4%	22,255	24,886	-10.6%	5.5%	5.5%
XT5	9,467	12,315	-23.1%	24,273	38,711	-37.3%	6.0%	6.0%
XT6	6,249	4,316	44.8%	15,454	4,390	252.0%	4.0%	3.8%
Total	156,837	168,999	-7.2%	403,482	478,765	-15.7%		



LUXURY SUBCOMPACT SUV/CROSSOVER

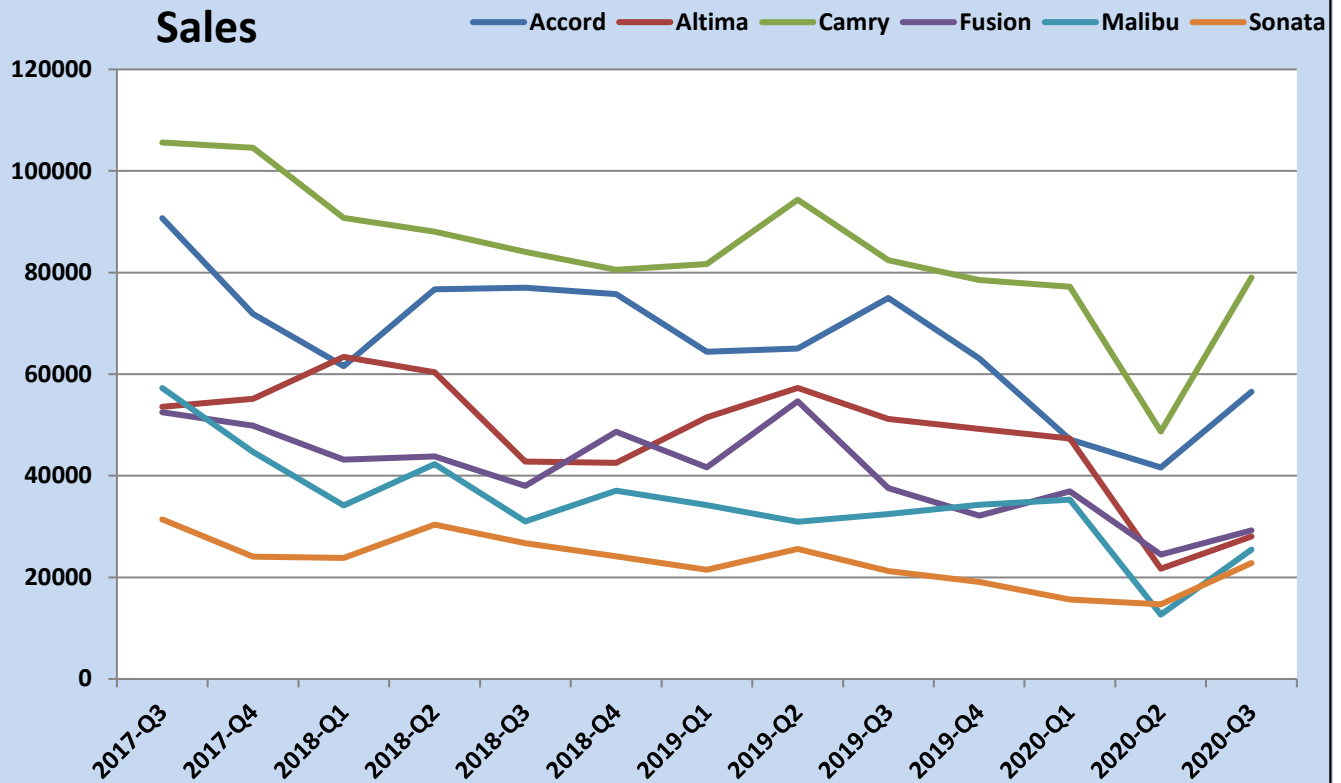
	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
E-Pace	915	870	5.2%	2,820	3,419	-17.5%	2.9%	3.6%
GLA	7,256	4,534	60.0%	15,056	15,132	-0.5%	22.9%	19.2%
Q3	7,333	5,655	29.7%	17,300	6,087	184.2%	23.1%	22.1%
QX30	13	576	-97.7%	146	3,025	-95.2%	0.0%	0.2%
UX	4,768	4,022	18.5%	12,117	11,991	1.1%	15.0%	15.5%
X1	3,643	4,537	-19.7%	9,973	12,673	-21.3%	11.5%	12.7%
X2	1,752	2,513	-30.3%	5,564	8,335	-33.2%	5.5%	7.1%
XC40	6,060	4,722	28.3%	15,306	13,275	15.3%	19.1%	19.6%
Total	31,740	27,429	15.7%	78,282	73,937	5.9%		



MID-SIZE CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Accord	56,537	75,028	-24.6%	145,291	204,463	-28.9%	20.2%	18.8%
Altima	28,033	51,192	-45.2%	97,082	159,969	-39.3%	10.0%	12.6%
Camry	79,046	82,448	-4.1%	204,945	258,456	-20.7%	28.3%	26.6%
CC	70	12	483.3%	90	50	80.0%	0.0%	0.0%
Fusion	29,243	37,557	-22.1%	90,664	133,908	-32.3%	10.5%	11.8%
K5	10,662	0		10,662	0		3.8%	1.4%
Legacy	8,135	8,751	-7.0%	20,036	26,177	-23.5%	2.9%	2.6%
Malibu	25,455	32,432	-21.5%	73,399	97,603	-24.8%	9.1%	9.5%
Mazda6	3,880	4,210	-7.8%	11,965	17,285	-30.8%	1.4%	1.6%
Optima	9,276	25,197	-63.2%	48,101	75,666	-36.4%	3.3%	6.2%
Passat	6,089	1,514	302.2%	16,190	12,970	24.8%	2.2%	2.1%
Total	279,267	339,587	-17.8%	771,558	1,054,961	-26.9%		

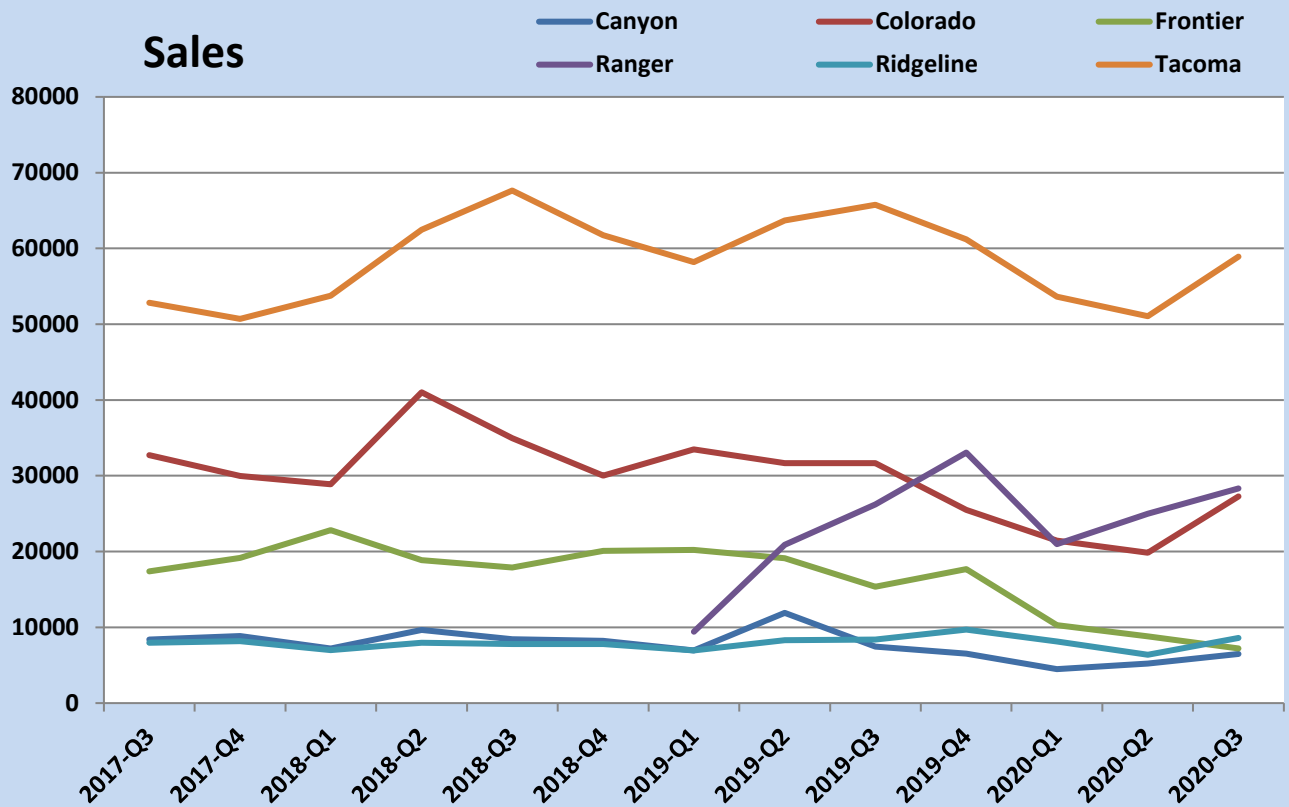
Sales



MID-SIZE PICKUP TRUCK

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Canyon	6,475	7,437	-12.9%	16,183	26,300	-38.5%	4.1%	3.8%
Colorado	27,256	31,657	-13.9%	68,529	96,820	-29.2%	17.1%	16.0%
Frontier	7,213	15,364	-53.1%	26,287	54,686	-51.9%	4.5%	6.1%
Gladiator	22,163	16,132	37.4%	56,990	23,304	144.6%	13.9%	13.3%
Ranger	28,350	26,211	8.2%	74,338	56,512	31.5%	17.8%	17.3%
Ridgeline	8,607	8,378	2.7%	23,112	23,633	-2.2%	5.4%	5.4%
Tacoma	58,920	65,756	-10.4%	163,619	187,622	-12.8%	37.1%	38.1%
Total	158,984	170,935	-7.0%	429,058	468,877	-8.5%		

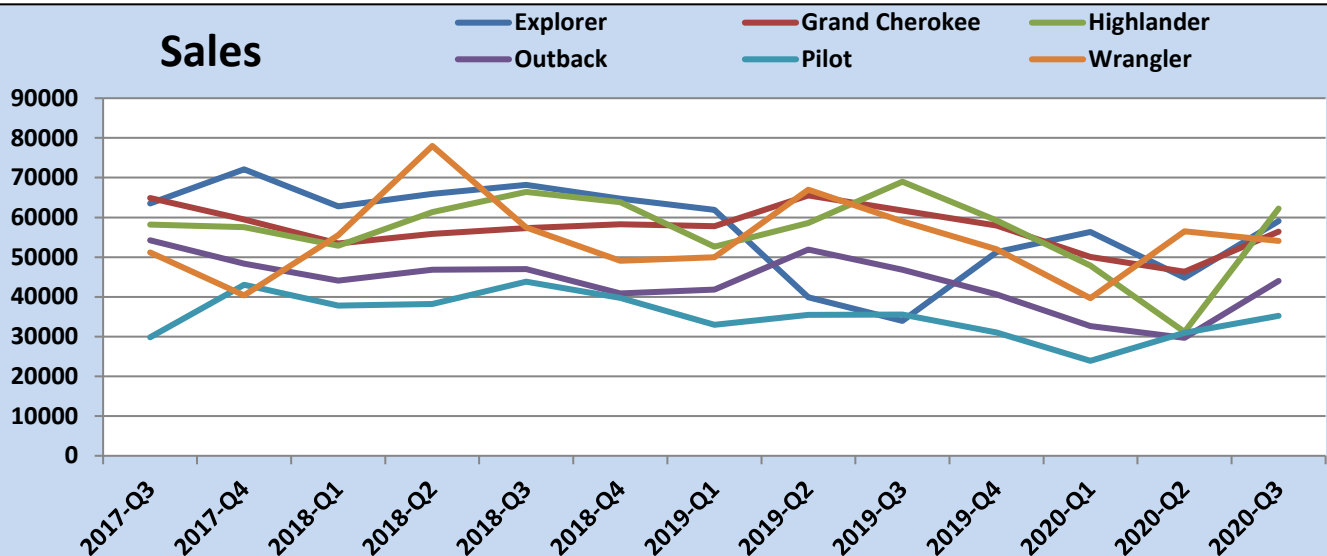
Sales



MID-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
4Runner	29,399	32,823	-10.4%	86,827	95,696	-9.3%	4.4%	5.0%
Acadia	18,231	20,338	-10.4%	51,159	79,958	-36.0%	2.8%	2.9%
Ascent	18,438	19,934	-7.5%	49,835	60,042	-17.0%	2.8%	2.8%
Atlas	14,084	21,979	-35.9%	45,812	59,705	-23.3%	2.1%	2.6%
Atlas Cross Sport	10,105	0		10,105	0		1.5%	0.6%
Blazer	29,486	20,312	45.2%	71,359	35,107	103.3%	4.5%	4.1%
CX-9	6,961	6,671	4.3%	20,412	18,543	10.1%	1.1%	1.2%
Durango	15,957	15,631	2.1%	45,456	52,622	-13.6%	2.4%	2.6%
Edge	26,211	36,660	-28.5%	76,862	100,894	-23.8%	4.0%	4.4%
Explorer	59,060	33,954	73.9%	160,209	135,777	18.0%	8.9%	9.2%
Grand Cherokee	56,447	61,768	-8.6%	152,856	185,040	-17.4%	8.5%	8.7%
Highlander	62,230	68,986	-9.8%	141,301	180,169	-21.6%	9.4%	8.1%
Journey	10,164	16,965	-40.1%	30,750	62,396	-50.7%	1.5%	1.8%
Murano	14,884	24,376	-38.9%	44,859	50,348	-10.9%	2.3%	2.6%
Outback	44,037	46,819	-5.9%	106,341	140,530	-24.3%	6.7%	6.1%
Outlander	4,964	5,548	-10.5%	21,140	32,385	-34.7%	0.8%	1.2%
Palisade	24,128	13,074	84.5%	59,827	13,074	357.6%	3.7%	3.4%
Passport	11,642	10,583	10.0%	27,665	25,123	10.1%	1.8%	1.6%
Pathfinder	10,572	13,030	-18.9%	37,525	49,342	-23.9%	1.6%	2.1%
Pilot	35,187	35,517	-0.9%	90,002	103,969	-13.4%	5.3%	5.1%
Santa Fe	26,984	27,104	-0.4%	70,376	87,426	-19.5%	4.1%	4.0%
Sorento	22,696	25,182	-9.9%	60,492	72,515	-16.6%	3.4%	3.5%
Telluride	21,239	15,982	32.9%	46,615	39,209	18.9%	3.2%	2.7%
Traverse	31,603	41,116	-23.1%	84,012	113,491	-26.0%	4.8%	4.8%
Venza	1,668	7	23728.6%	1,668	9	18433.3%	0.3%	0.1%
Wrangler	54,071	59,035	-8.4%	150,202	176,030	-14.7%	8.2%	8.6%
Total	661,027	680,633	-2.9%	1,749,196	1,996,782	-12.4%		

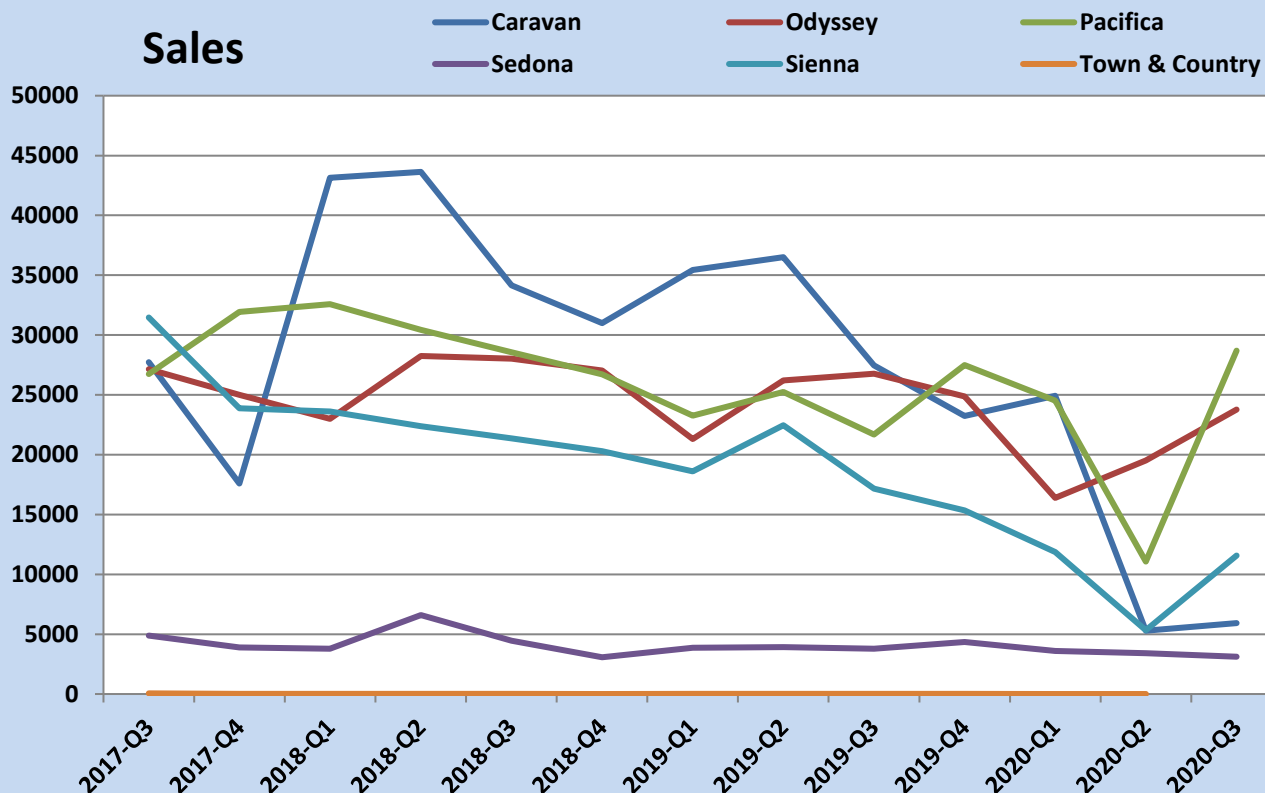
Sales



MINIVAN

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Caravan	5,933	27,456	-78.4%	36,155	99,403	-63.6%	8.1%	18.2%
Odyssey	23,774	26,758	-11.2%	59,691	74,258	-19.6%	32.5%	30.0%
Pacifica	28,696	21,697	32.3%	64,290	70,224	-8.5%	39.3%	32.3%
Sedona	3,117	3,798	-17.9%	10,131	11,576	-12.5%	4.3%	5.1%
Sienna	11,573	17,162	-32.6%	28,781	58,245	-50.6%	15.8%	14.5%
Total	73,093	96,872	-24.5%	199,048	313,710	-36.6%		

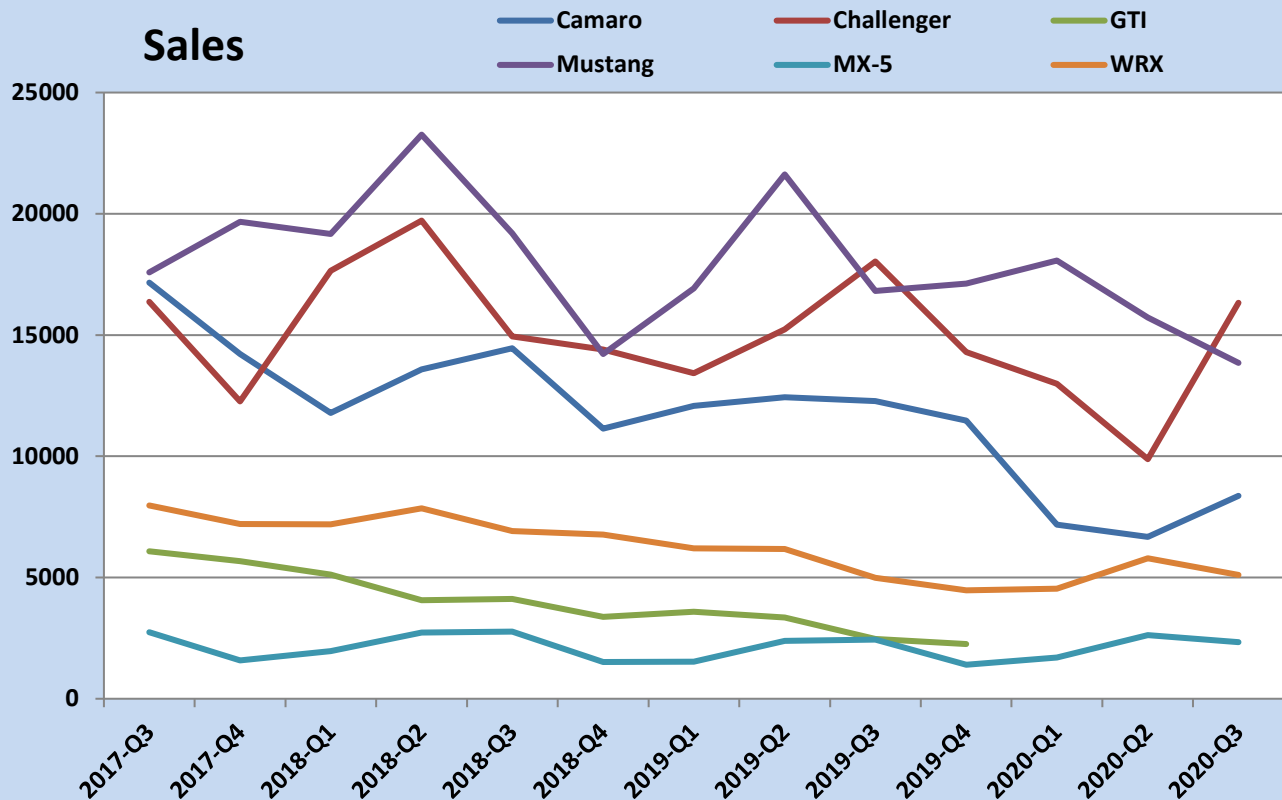
Sales



SPORTS CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
86	619	856	-27.7%	1,968	2,517	-21.8%	1.2%	1.3%
124 Spider	416	686	-39.4%	1,385	2,214	-37.4%	0.8%	0.9%
370z	509	601	-15.3%	1,819	1,853	-1.8%	1.0%	1.2%
4C	21	36	-41.7%	92	127	-27.6%	0.0%	0.1%
Boxster	306	463	-33.9%	682	1,436	-52.5%	0.6%	0.5%
BRZ	784	436	79.8%	1,746	1,976	-11.6%	1.5%	1.2%
Camaro	8,366	12,275	-31.8%	22,226	36,791	-39.6%	16.2%	15.2%
Cayman	438	585	-25.1%	873	1,767	-50.6%	0.8%	0.6%
Challenger	16,332	18,031	-9.4%	39,207	46,699	-16.0%	31.7%	26.8%
Golf R	0	1,580	-100.0%	0	3,038	-100.0%	0.0%	0.0%
GTI	0	2,469	-100.0%	0	9,416	-100.0%	0.0%	0.0%
Mustang	13,851	16,823	-17.7%	47,637	55,365	-14.0%	26.9%	32.6%
MX-5	2,332	2,437	-4.3%	6,652	6,351	4.7%	4.5%	4.5%
SS	0	0		0	2	-100.0%	0.0%	0.0%
Supra	1,504	1,477	1.8%	3,798	1,477	157.1%	2.9%	2.6%
TT	236	400	-41.0%	662	1,036	-36.1%	0.5%	0.5%
WRX	5,103	4,993	2.2%	15,436	17,368	-11.1%	9.9%	10.5%
Z4	720	820	-12.2%	2,135	2,133	0.1%	1.4%	1.5%
Total	51,537	64,968	-20.7%	146,318	191,566	-23.6%		

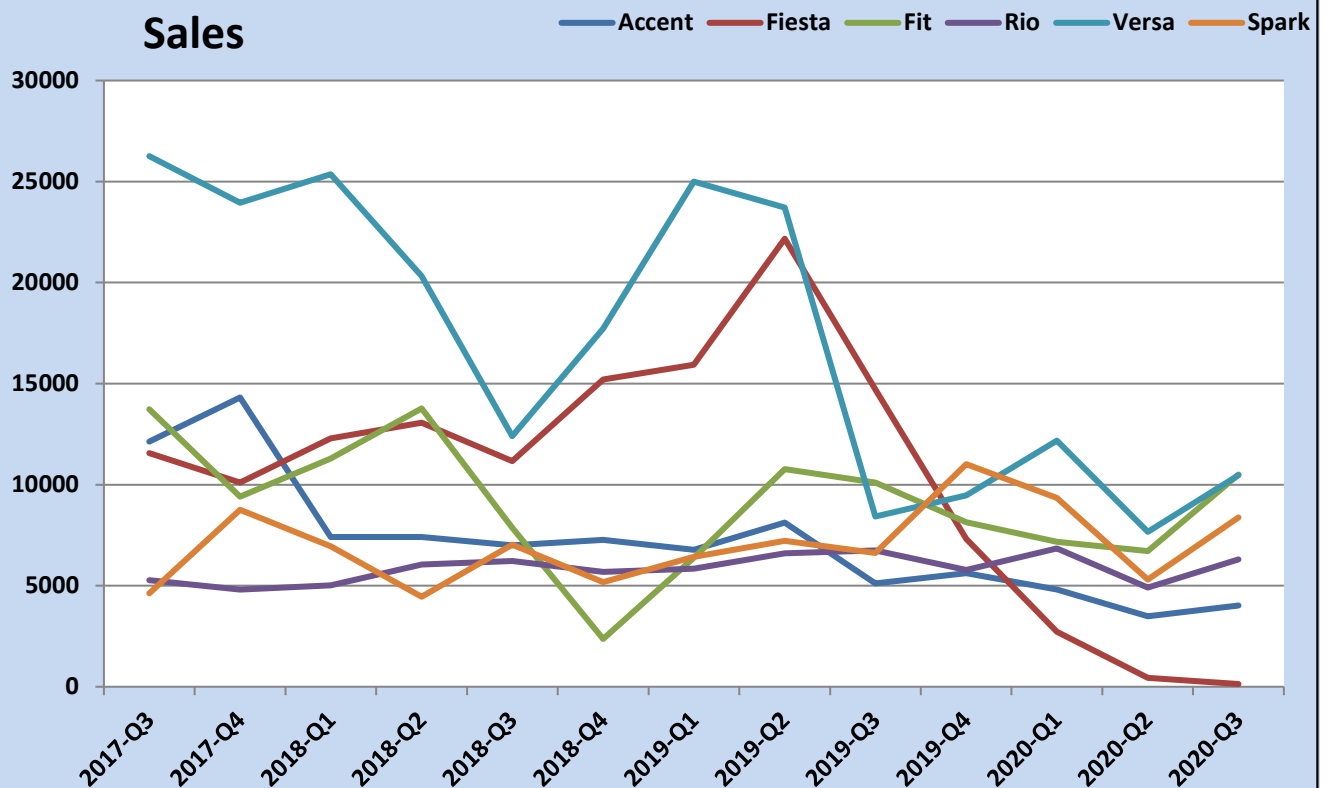
Sales



SUBCOMPACT CAR

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
500	96	876	-89.0%	662	2,568	-74.2%	0.2%	0.4%
Accent	4,021	5,109	-21.3%	12,315	20,015	-38.5%	6.9%	7.9%
Fiesta	135	14,717	-99.1%	3,292	52,833	-93.8%	0.2%	2.1%
Fit	10,501	10,112	3.8%	24,388	27,268	-10.6%	18.1%	15.6%
ForTwo	0	130	-100.0%	0	626	-100.0%	0.0%	0.0%
Mini Cooper	6,054	5,507	9.9%	13,311	16,163	-17.6%	10.5%	8.5%
Mirage	5,715	8,276	-30.9%	14,168	21,177	-33.1%	9.9%	9.1%
Rio	6,296	6,740	-6.6%	18,043	19,186	-6.0%	10.9%	11.6%
Sonic	4,347	2,148	102.4%	10,799	10,632	1.6%	7.5%	6.9%
Spark	8,373	6,616	26.6%	23,036	20,265	13.7%	14.5%	14.8%
Versa	10,466	8,433	24.1%	30,308	57,133	-47.0%	18.1%	19.4%
Yaris	993	854	16.3%	3,624	1,178	207.6%	1.7%	2.3%
Yaris iA	933	1,680	-44.5%	2,031	18,013	-88.7%	1.6%	1.3%
Total	57,930	71,198	-18.6%	155,977	267,057	-41.6%		

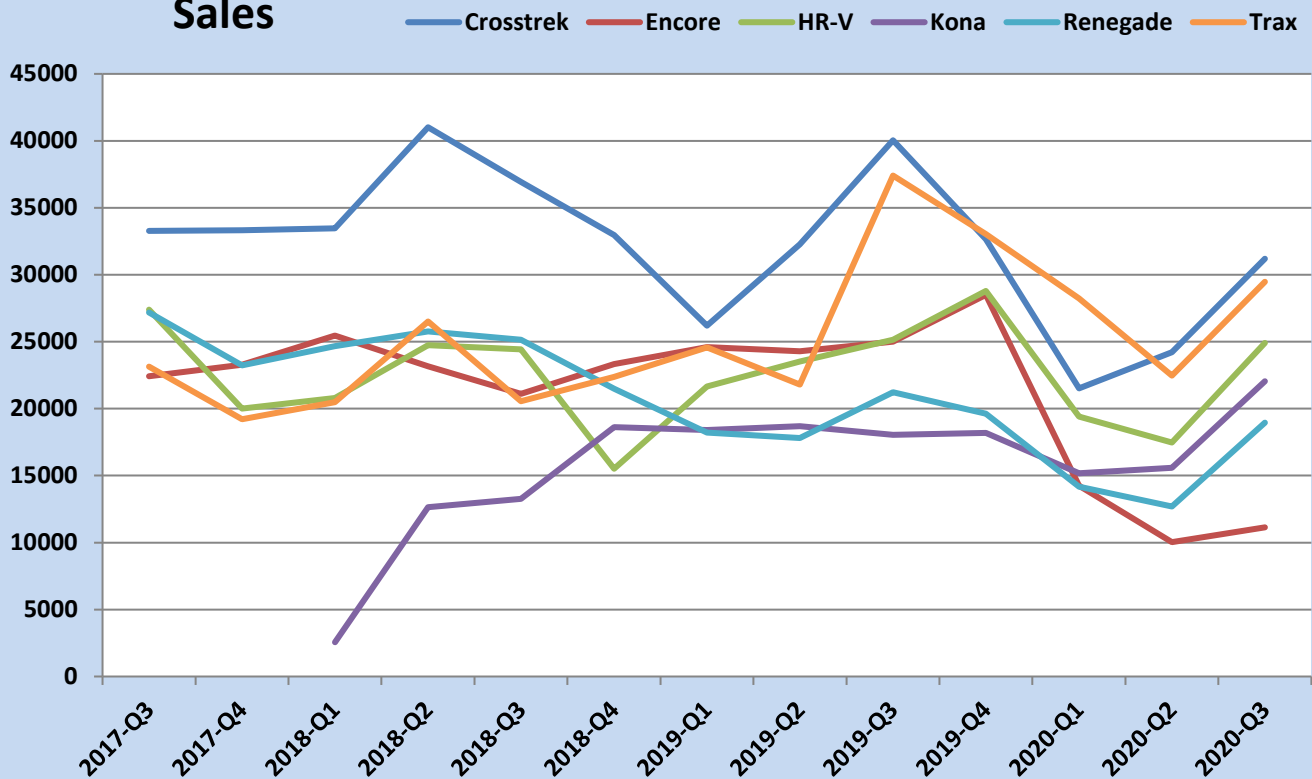
Sales



SUBCOMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
500X	452	592	-23.6%	1,130	2,076	-45.6%	0.2%	0.2%
C-HR	12,180	11,966	1.8%	33,604	37,777	-11.0%	4.8%	5.4%
Countryman	3,010	4,663	-35.4%	6,223	11,590	-46.3%	1.2%	1.0%
Crosstrek	31,192	40,038	-22.1%	76,924	98,497	-21.9%	12.2%	12.3%
CX-3	2,255	4,996	-54.9%	7,012	11,780	-40.5%	0.9%	1.1%
CX-30	10,837	0		27,793	0		4.2%	4.4%
EcoSport	17,045	16,271	4.8%	47,200	50,657	-6.8%	6.7%	7.5%
Encore	11,143	25,008	-55.4%	35,414	73,905	-52.1%	4.4%	5.6%
Encore GX	16,019	0		27,876	0		6.3%	4.4%
HR-V	24,904	25,135	-0.9%	61,799	70,314	-12.1%	9.7%	9.8%
Juke	0	0		0	10	-100.0%	0.0%	0.0%
Kicks	19,478	17,811	9.4%	42,640	47,074	-9.4%	7.6%	6.8%
Kona	22,046	18,049	22.1%	52,813	55,138	-4.2%	8.6%	8.4%
Outlander Sport	6,209	7,382	-15.9%	22,994	26,150	-12.1%	2.4%	3.7%
Renegade	18,961	21,234	-10.7%	45,820	57,270	-20.0%	7.4%	7.3%
Seltos	15,431	0		29,509	0		6.0%	4.7%
TrailBlazer	10,322	0		17,021	0		4.0%	2.7%
Trax	29,485	37,407	-21.2%	80,193	83,777	-4.3%	11.5%	12.8%
Venue	4,793	0		11,964	0		1.9%	1.9%
Total	255,762	230,552	10.9%	627,929	626,015	0.3%		

Sales



VAN

	Q3 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q3-2020	YTD
Cargo Van	0	0		1	0		0.0%	0.0%
City Express	0	3	-100.0%	0	138	-100.0%	0.0%	0.0%
E-Series	9,286	9,875	-6.0%	25,186	32,226	-21.8%	3.6%	4.0%
Express	14,875	22,062	-32.6%	37,190	60,805	-38.8%	5.8%	5.9%
Metris	1,143	2,449	-53.3%	4,666	5,512	-15.3%	0.4%	0.7%
NV	3,760	6,140	-38.8%	10,376	15,676	-33.8%	1.5%	1.7%
NV200	4,775	4,359	9.5%	12,752	14,311	-10.9%	1.9%	2.0%
ProMaster	15,998	14,589	9.7%	33,496	41,301	-18.9%	6.3%	5.3%
ProMaster City	3,020	2,976	1.5%	7,438	9,952	-25.3%	1.2%	1.2%
Savana	4,843	5,021	-3.5%	12,009	21,090	-43.1%	1.9%	1.9%
Sprinter	7,832	10,371	-24.5%	16,448	23,333	-29.5%	3.1%	2.6%
Transit	38,890	43,876	-11.4%	93,670	116,983	-19.9%	15.2%	14.9%
Transit Connect	10,916	11,537	-5.4%	25,241	31,390	-19.6%	4.3%	4.0%
Total	115,338	133,258	-13.4%	278,473	372,717	-25.3%		

