



Kelley Blue Book
KBB.COM
The Trusted Resource

QUARTERLY LIGHT-VEHICLE SALES REPORT

— Q4 2020 —

REVISED 1/13/21

New-Car Sales

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

BRAND SUMMARY

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Acura	41,329	44,572	-7.3%	136,982	157,385	-13.0%	1.0%	0.9%
Alfa Romeo	6,093	4,945	23.2%	18,586	18,292	1.6%	0.1%	0.1%
Audi	62,517	65,640	-4.8%	186,620	224,111	-16.7%	1.5%	1.3%
BMW	98,750	92,399	6.9%	278,732	324,826	-14.2%	2.4%	1.9%
Buick	44,188	49,074	-10.0%	162,741	206,929	-21.4%	1.1%	1.1%
Cadillac	42,909	40,551	5.8%	129,495	156,246	-17.1%	1.0%	0.9%
Chevrolet	518,257	496,113	4.5%	1,727,736	1,949,469	-11.4%	12.4%	11.9%
Chrysler	34,614	33,005	4.9%	110,464	126,971	-13.0%	0.8%	0.8%
Dodge	62,978	90,641	-30.5%	267,328	422,886	-36.8%	1.5%	1.8%
Fiat	734	1,737	-57.7%	4,303	9,200	-53.2%	0.0%	0.0%
Ford	507,629	565,373	-10.2%	1,929,298	2,293,984	-15.9%	12.1%	13.2%
Genesis	5,099	6,327	-19.4%	16,384	21,236	-22.8%	0.1%	0.1%
GMC	162,090	146,880	10.4%	515,311	564,946	-8.8%	3.9%	3.5%
Honda	324,739	357,389	-9.1%	1,209,805	1,450,785	-16.6%	7.7%	8.3%
Hyundai	178,844	182,415	-2.0%	622,269	688,388	-9.6%	4.3%	4.3%
Infiniti	20,482	29,774	-31.2%	79,502	117,708	-32.5%	0.5%	0.5%
Jaguar	3,249	8,619	-62.3%	17,976	31,051	-42.1%	0.1%	0.1%
Jeep	213,715	221,536	-3.5%	795,313	923,221	-13.9%	5.1%	5.5%
Kia	157,755	151,740	4.0%	586,105	615,653	-4.8%	3.8%	4.0%
Land Rover	27,115	28,097	-3.5%	79,442	94,736	-16.1%	0.6%	0.5%
Lexus	92,954	88,561	5.0%	275,040	298,112	-7.7%	2.2%	1.9%
Lincoln	31,014	33,355	-7.0%	105,410	112,204	-6.1%	0.7%	0.7%
Mazda	75,796	70,385	7.7%	279,076	278,552	0.2%	1.8%	1.9%
Mercedes-Benz	95,306	104,672	-8.9%	325,915	357,729	-8.9%	2.3%	2.2%
Mini	8,549	8,339	2.5%	28,138	36,092	-22.0%	0.2%	0.2%
Mitsubishi	14,770	25,475	-42.0%	87,387	121,046	-27.8%	0.4%	0.6%
Nissan	222,651	271,517	-18.0%	819,715	1,227,973	-33.2%	5.3%	5.6%
Porsche	17,560	16,506	6.4%	57,294	61,568	-6.9%	0.4%	0.4%
Ram	181,297	190,655	-4.9%	624,642	703,023	-11.1%	4.3%	4.3%
Scion	0	1	-100.0%	0	1	-100.0%	0.0%	0.0%
Subaru	175,382	174,788	0.3%	611,942	700,118	-12.6%	4.2%	4.2%
Tesla	68,200	53,750	26.9%	205,600	192,325	6.9%	1.6%	1.4%
Toyota	567,761	515,455	10.1%	1,837,900	2,085,206	-11.9%	13.5%	12.6%
Volkswagen	94,330	85,167	10.8%	325,784	363,322	-10.3%	2.2%	2.2%
Total*	4,195,181	4,286,255	-2.1%	14,568,364	17,044,011	-14.5%		

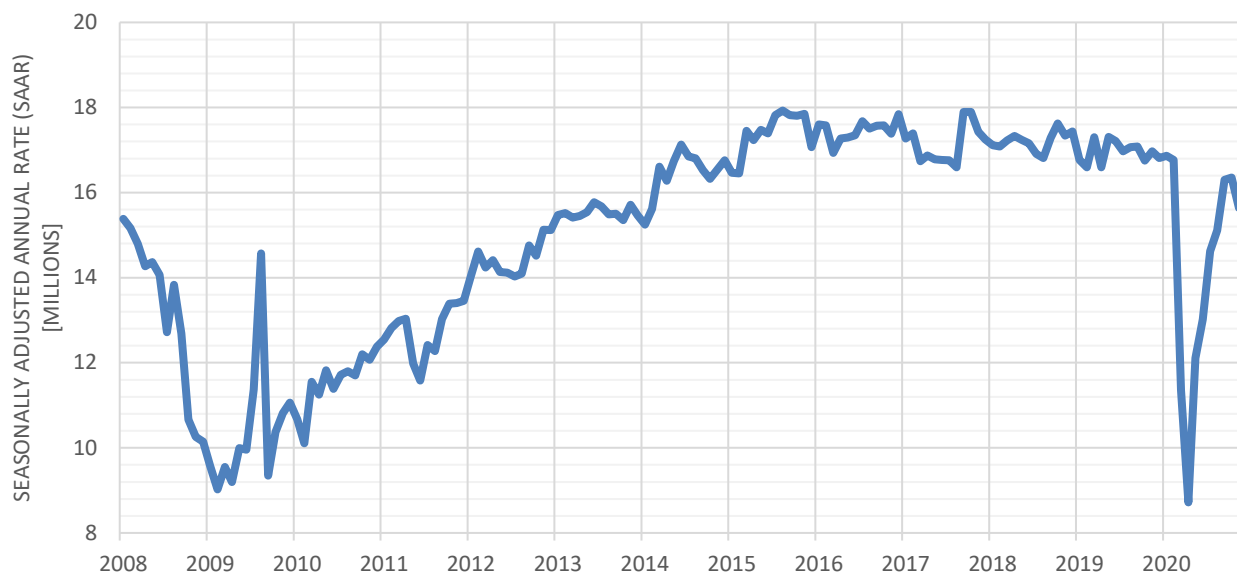
*Industry total includes estimates for Tesla

2

MANUFACTURER SUMMARY

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
American Honda	366,068	401,961	-8.9%	1,346,787	1,608,170	-16.3%	8.7%	9.2%
BMW Group	107,299	100,738	6.5%	306,870	360,918	-15.0%	2.6%	2.1%
Daimler	95,306	104,672	-8.9%	325,915	358,355	-9.1%	2.3%	2.2%
Fiat Chrysler	499,431	542,519	-7.9%	1,820,636	2,203,593	-17.4%	11.9%	12.5%
Ford Motor Co	538,643	598,728	-10.0%	2,034,708	2,406,188	-15.4%	12.8%	14.0%
GM	767,444	732,618	4.8%	2,535,283	2,877,590	-11.9%	18.3%	17.4%
Hyundai Kia	341,698	340,482	0.4%	1,224,758	1,325,277	-7.6%	8.1%	8.4%
Mazda	75,796	70,385	7.7%	279,076	278,552	0.2%	1.8%	1.9%
Mitsubishi	14,770	25,475	-42.0%	87,387	121,046	-27.8%	0.4%	0.6%
Nissan NA	243,133	301,291	-19.3%	899,217	1,345,681	-33.2%	5.8%	6.2%
Subaru	175,382	174,788	0.3%	611,942	700,118	-12.6%	4.2%	4.2%
Tata	30,364	36,716	-17.3%	97,418	125,787	-22.6%	0.7%	0.7%
Toyota Motor Co	660,715	604,017	9.4%	2,112,940	2,383,319	-11.3%	15.7%	14.5%
Volvo NA	36,525	30,802	18.6%	110,129	108,091	1.9%	0.9%	0.8%
VW	174,407	167,313	4.2%	569,698	649,001	-12.2%	4.2%	3.9%
Total*	4,195,181	4,286,255	-2.1%	14,568,364	17,044,011	-14.5%		

MONTHLY INDUSTRY SAAR



Source: bea.gov

*Industry total includes estimates for Tesla

3

SEGMENT SUMMARY

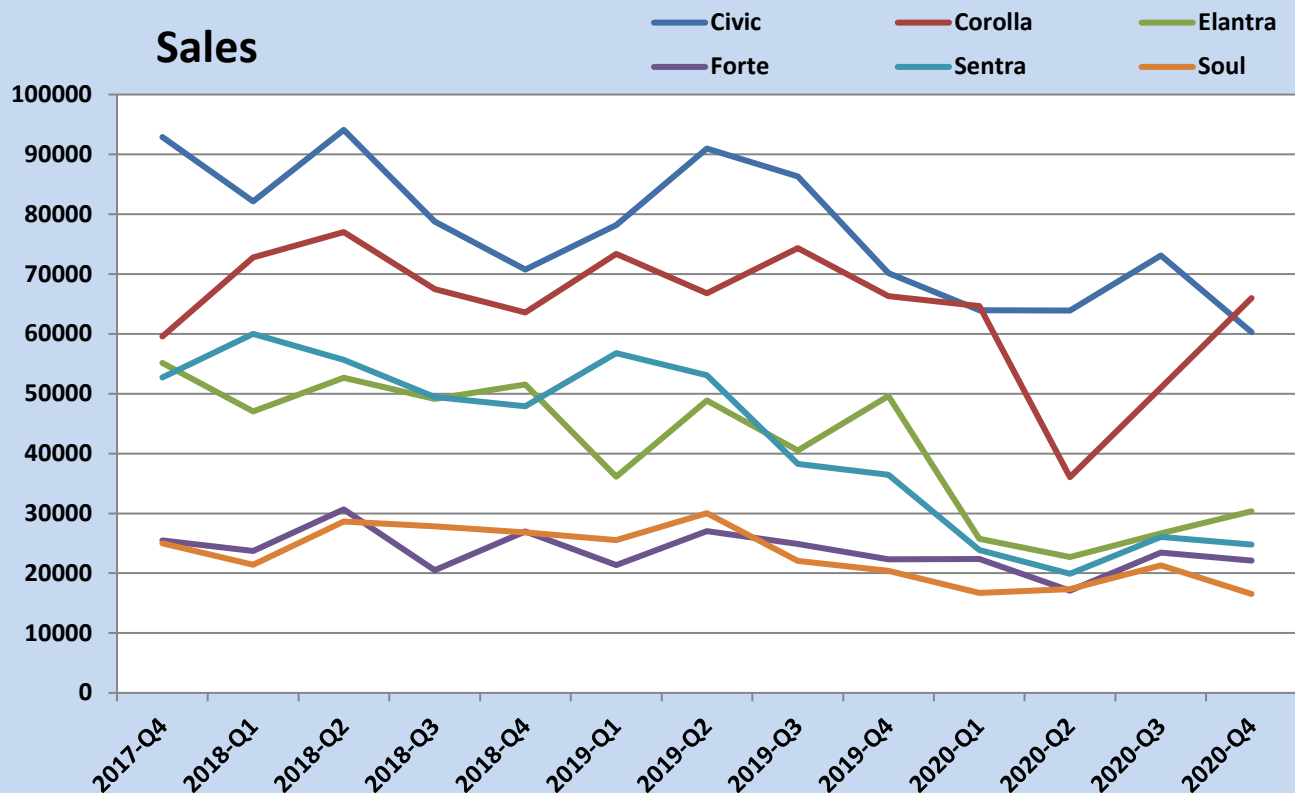
	Q4 Sales		YTD Sales		Market Share	
	2020	YOY	2020	YOY	Q4-2020	YTD
Compact Car	276,047	-17.5%	1,052,477	-30.3%	6.6%	7.2%
Compact SUV/Crossover	670,286	-7.5%	2,413,601	-16.7%	16.0%	16.6%
Electric Vehicle	83,941	27.9%	250,899	5.1%	2.0%	1.7%
Entry-level Luxury Car	100,204	-11.3%	354,616	-20.7%	2.4%	2.4%
Full-size Car	43,447	-28.7%	157,069	-40.8%	1.0%	1.1%
Full-size Pickup Truck	654,158	-2.1%	2,326,431	-6.1%	15.6%	16.0%
Full-size SUV/Crossover	97,876	12.9%	294,156	-17.5%	2.3%	2.0%
High Performance Car	13,144	50.7%	36,933	2.0%	0.3%	0.3%
High-end Luxury Car	10,944	-22.4%	39,626	-16.3%	0.3%	0.3%
Hybrid/Alternative Energy Car	25,029	-36.3%	95,455	-38.7%	0.6%	0.7%
Luxury Car	24,832	-23.8%	86,741	-42.1%	0.6%	0.6%
Luxury Compact SUV/Crossover	161,432	0.9%	493,013	-11.1%	3.8%	3.4%
Luxury Full-size SUV/Crossover	32,625	-8.5%	101,026	-17.5%		0.7%
Luxury Mid-size SUV/Crossover	207,239	2.1%	615,847	-9.7%	4.9%	4.2%
Luxury Subcompact SUV/Crossover	38,448	11.2%	118,688	9.4%	0.9%	0.8%
Mid-size Car	297,202	-4.6%	1,068,760	-21.8%	7.1%	7.3%
Mid-size Pickup Truck	179,217	5.2%	608,275	-4.8%	4.3%	4.2%
Mid-size SUV/Crossover	711,702	6.1%	2,464,806	-7.6%	17.0%	16.9%
Minivan	73,005	-23.4%	272,053	-33.5%	1.7%	1.9%
Sports Car	48,945	-15.0%	195,704	-21.5%	1.2%	1.3%
Subcompact Car	59,444	-8.8%	215,600	-35.1%	1.4%	1.5%
Subcompact SUV/Crossover	259,414	20.9%	888,856	5.8%	6.2%	6.1%
Van	126,600	6.0%	417,730	-15.1%	3.0%	2.9%
Total*	4,195,181	-2.1%	14,568,362	-14.5%		
	Q4 Sales		YTD Sales		Market Share	
	2020	YOY	2020	YOY	Q4-2020	YTD
Car	983,179	-10.9%	3,553,880	-25.9%	23.4%	24.4%
SUV	2,179,022	2.3%	7,389,993	-10.2%	51.9%	50.7%
Truck	833,375	-0.6%	2,934,706	-5.8%	19.9%	20.1%
Van	199,605	-7.0%	689,783	-23.5%	4.8%	4.7%
Total*	4,195,181	-2.1%	14,568,362	-14.5%		
	Q4 Sales		YTD Sales		Market Share	
	2020	YOY	2020	YOY	Q4-2020	YTD
Non-Luxury	3,501,891	-2.4%	12,382,516	-15.0%	83.5%	85.0%
Luxury	693,290	-0.6%	2,185,848	-12.0%	16.5%	15.0%
Total*	4,195,181	-2.1%	14,568,362	-14.5%		

*Industry total includes estimates for Tesla

COMPACT CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
500L	83	166	-50.0%	475	771	-38.4%	0.0%	0.0%
Beetle	20	2,469	-99.2%	2,481	17,215	-85.6%	0.0%	0.2%
Civic	60,284	70,166	-14.1%	261,225	325,650	-19.8%	21.8%	24.8%
Corolla	65,995	66,326	-0.5%	217,712	280,808	-22.5%	23.9%	20.7%
Corolla Hatchback	4,970	4,546	9.3%	19,466	24,042	-19.0%	1.8%	1.8%
Cruze	30	2,699	-98.9%	784	47,975	-98.4%	0.0%	0.1%
Dart	1	2	-50.0%	7	15	-53.3%	0.0%	0.0%
Elantra	30,372	49,625	-38.8%	105,475	175,094	-39.8%	11.0%	10.0%
Forte	22,086	22,324	-1.1%	84,997	95,609	-11.1%	8.0%	8.1%
Golf	4,802	970	395.1%	25,858	5,644	358.2%	1.7%	2.5%
Golf SportWagen	0	2,702	-100.0%	0	10,991	-100.0%	0.0%	0.0%
Impreza	11,473	17,122	-33.0%	43,628	66,415	-34.3%	4.2%	4.1%
Jetta	25,182	25,712	-2.1%	82,662	100,453	-17.7%	9.1%	7.9%
Mazda3	8,439	10,235	-17.5%	33,608	50,741	-33.8%	3.1%	3.2%
Sentra	24,773	36,468	-32.1%	94,646	184,618	-48.7%	9.0%	9.0%
Soul	16,531	20,406	-19.0%	71,862	98,033	-26.7%	6.0%	6.8%
Total	276,047	334,402	-17.5%	1,052,477	1,509,407	-30.3%		

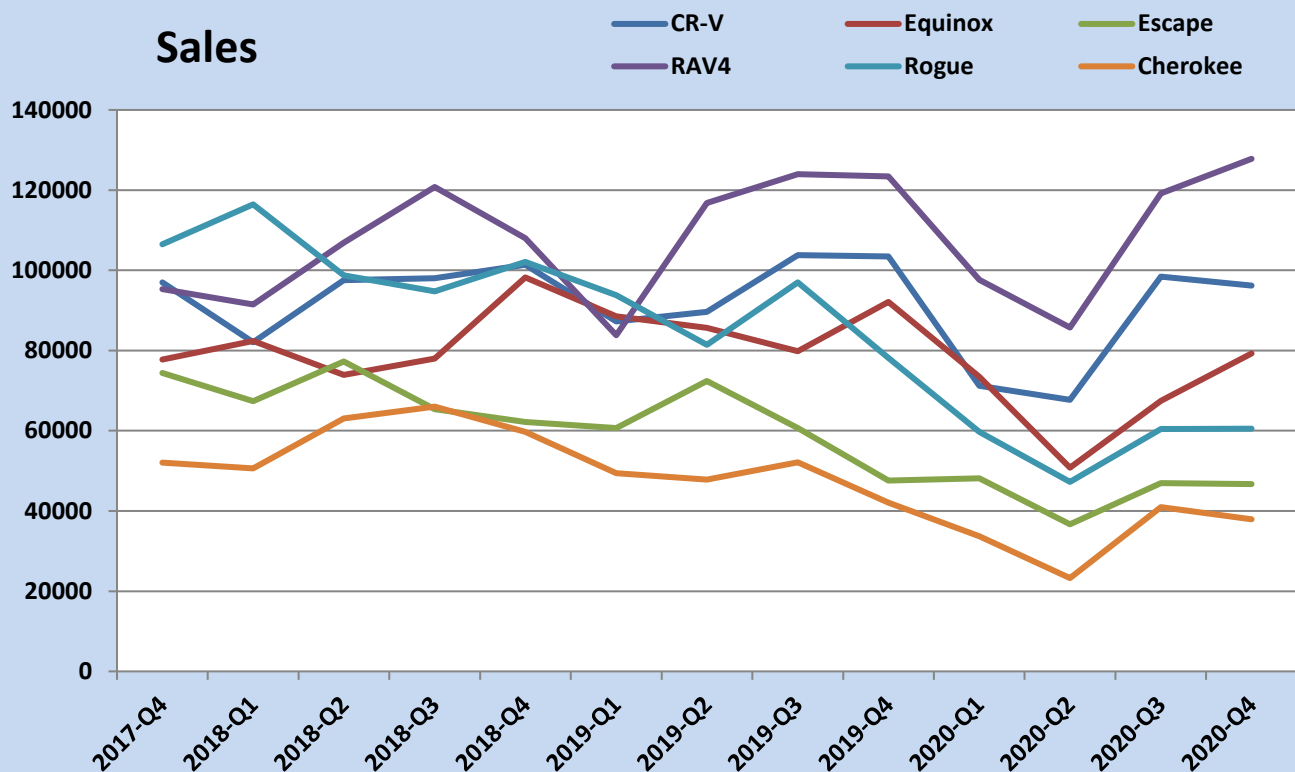
Sales



COMPACT SUV/CROSSOVER

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Compass	30,160	33,263	-9.3%	107,969	143,934	-25.0%	4.5%	4.5%
CR-V	96,168	103,429	-7.0%	333,502	384,168	-13.2%	14.3%	13.8%
Equinox	79,267	92,092	-13.9%	270,994	346,048	-21.7%	11.8%	11.2%
Escape	46,743	47,587	-1.8%	178,496	241,388	-26.1%	7.0%	7.4%
Forester	42,914	48,732	-11.9%	176,996	180,179	-1.8%	6.4%	7.3%
Patriot	1	6	-83.3%	3	27	-88.9%	0.0%	0.0%
RAV4	127,813	123,446	3.5%	430,387	448,068	-3.9%	19.1%	17.8%
Rogue	60,534	78,147	-22.5%	227,935	350,447	-35.0%	9.0%	9.4%
Sportage	21,943	24,174	-9.2%	84,343	89,278	-5.5%	3.3%	3.5%
Terrain	25,476	28,060	-9.2%	86,020	101,470	-15.2%	3.8%	3.6%
Tiguan	25,126	24,667	1.9%	100,705	109,963	-8.4%	3.7%	4.2%
Tucson	32,518	34,520	-5.8%	123,657	137,381	-10.0%	4.9%	5.1%
CX-5	42,143	40,843	3.2%	146,420	154,545	-5.3%	6.3%	6.1%
Cherokee	37,936	42,048	-9.8%	135,855	191,397	-29.0%	5.7%	5.6%
Eclipse Cross	1,544	3,802	-59.4%	10,319	19,661	-47.5%	0.2%	0.4%
Total	670,286	724,816	-7.5%	2,413,601	2,897,954	-16.7%		

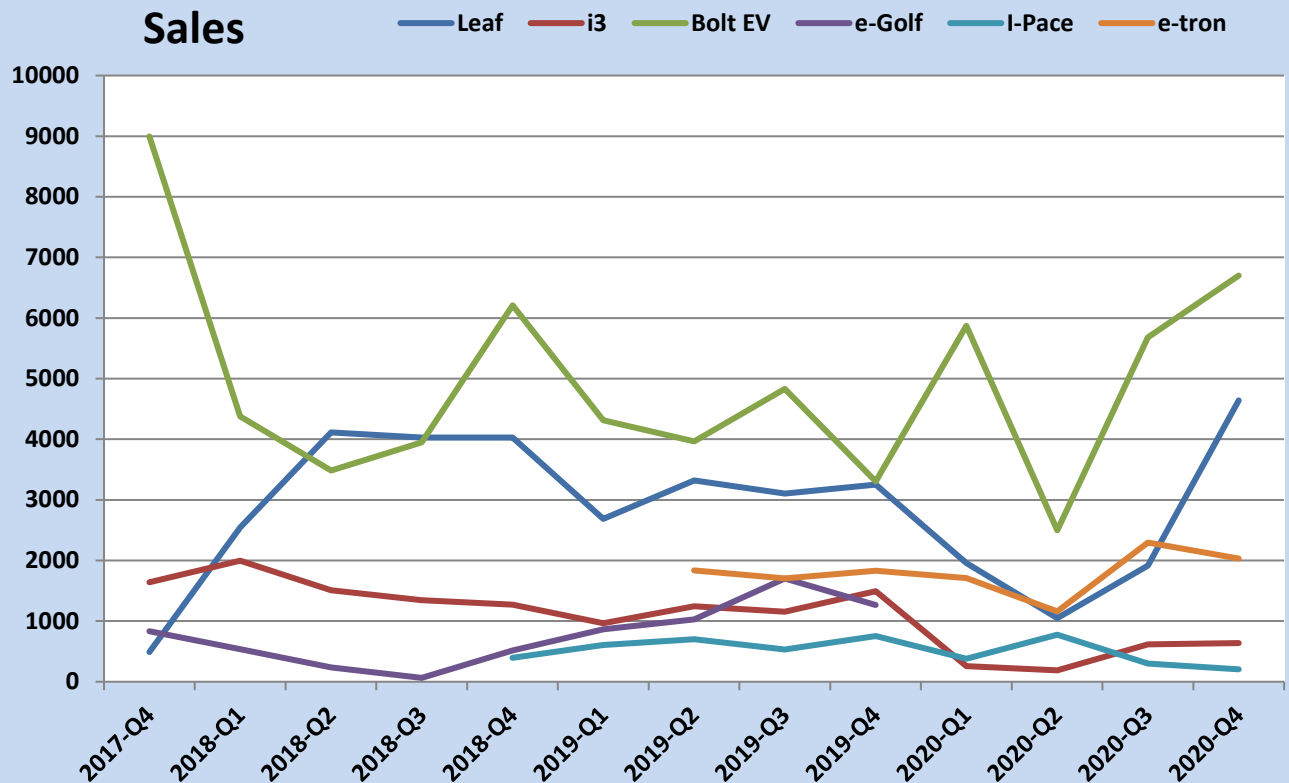
Sales



ELECTRIC VEHICLE

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Bolt EV	6,701	3,307	102.6%	20,754	16,418	26.4%	441.7%	470.2%
e-Golf	0	1,267	-100.0%	0	4,863	-100.0%	0.0%	0.0%
e-tron	2,034	1,829	11.2%	7,202	5,369	34.1%	134.1%	163.2%
i3	640	1,491	-57.1%	1,703	4,854	-64.9%	42.2%	38.6%
I-Pace	205	752	-72.7%	1,658	2,594	-36.1%	13.5%	37.6%
Leaf	4,641	3,254	42.6%	9,564	12,365	-22.7%	305.9%	216.7%
Mustang Mach-E	3	0		3	0		0.2%	0.1%
Taycan	1,517	0		4,414	0		100.0%	100.0%
Total*	100,204	113,021	-11.3%	354,616	447,103	-20.7%		

Sales



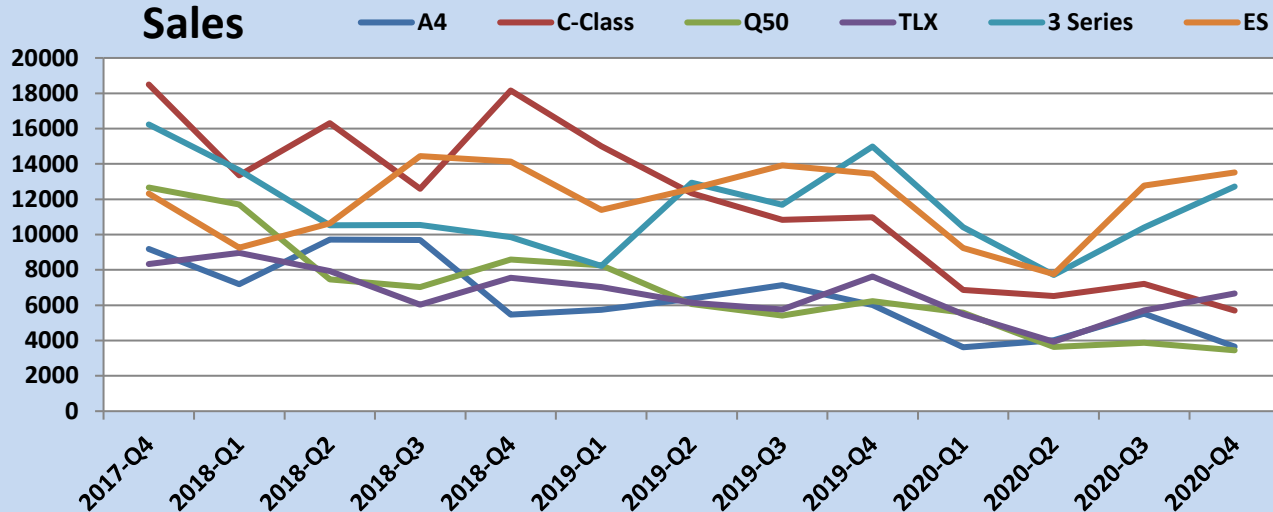
*Segment total includes estimates for Tesla

7

ENTRY-LEVEL LUXURY CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
1/2 Series	4,850	2,260	114.6%	14,618	8,015	82.4%	4.8%	4.1%
3 Series	12,722	14,990	-15.1%	41,249	47,827	-13.8%	12.7%	11.6%
4 Series	3,862	2,919	32.3%	9,495	18,621	-49.0%	3.9%	2.7%
60 Series	4,413	6,500	-32.1%	16,828	20,170	-16.6%	4.4%	4.7%
A3	3,243	3,200	1.3%	9,937	10,418	-4.6%	3.2%	2.8%
A4	3,649	6,017	-39.4%	16,811	25,272	-33.5%	3.6%	4.7%
A5	4,799	5,701	-15.8%	18,828	23,023	-18.2%	4.8%	5.3%
A-Class	3,600	4,201	-14.3%	15,331	16,561	-7.4%	3.6%	4.3%
allroad	370	369	0.3%	1,530	1,163	31.6%	0.4%	0.4%
C-Class	5,697	10,977	-48.1%	26,294	49,151	-46.5%	5.7%	7.4%
CLA	2,536	4,107	-38.3%	10,997	13,479	-18.4%	2.5%	3.1%
CT4	2,721	0		4,889	0		2.7%	1.4%
CT5	5,135	43	11841.9%	14,711	43	34111.6%	5.1%	4.1%
ES	13,508	13,440	0.5%	43,292	51,336	-15.7%	13.5%	12.2%
G70	2,312	3,396	-31.9%	9,436	11,902	-20.7%	2.3%	2.7%
G80	757	2,232	-66.1%	3,359	7,095	-52.7%	0.8%	0.9%
Giulia	2,560	2,328	10.0%	8,203	8,704	-5.8%	2.6%	2.3%
ILX	4,081	3,988	2.3%	13,414	14,685	-8.7%	4.1%	3.8%
IS	4,879	3,020	61.6%	13,600	14,920	-8.8%	4.9%	3.8%
MKZ	2,385	4,080	-41.5%	12,518	17,725	-29.4%	2.4%	3.5%
Q50	3,447	6,232	-44.7%	16,533	25,987	-36.4%	3.4%	4.7%
Q60	506	1,525	-66.8%	2,792	5,043	-44.6%	0.5%	0.8%
RC	1,169	1,229	-4.9%	3,808	4,591	-17.1%	1.2%	1.1%
Regal	59	1,514	-96.1%	2,484	10,363	-76.0%	0.1%	0.7%
TLX	6,664	7,622	-12.6%	21,785	26,548	-17.9%	6.7%	6.1%
XE	260	508	-48.8%	1,516	3,551	-57.3%	0.3%	0.4%
Total	100,204	113,021	-11.3%	354,616	447,103	-20.7%		

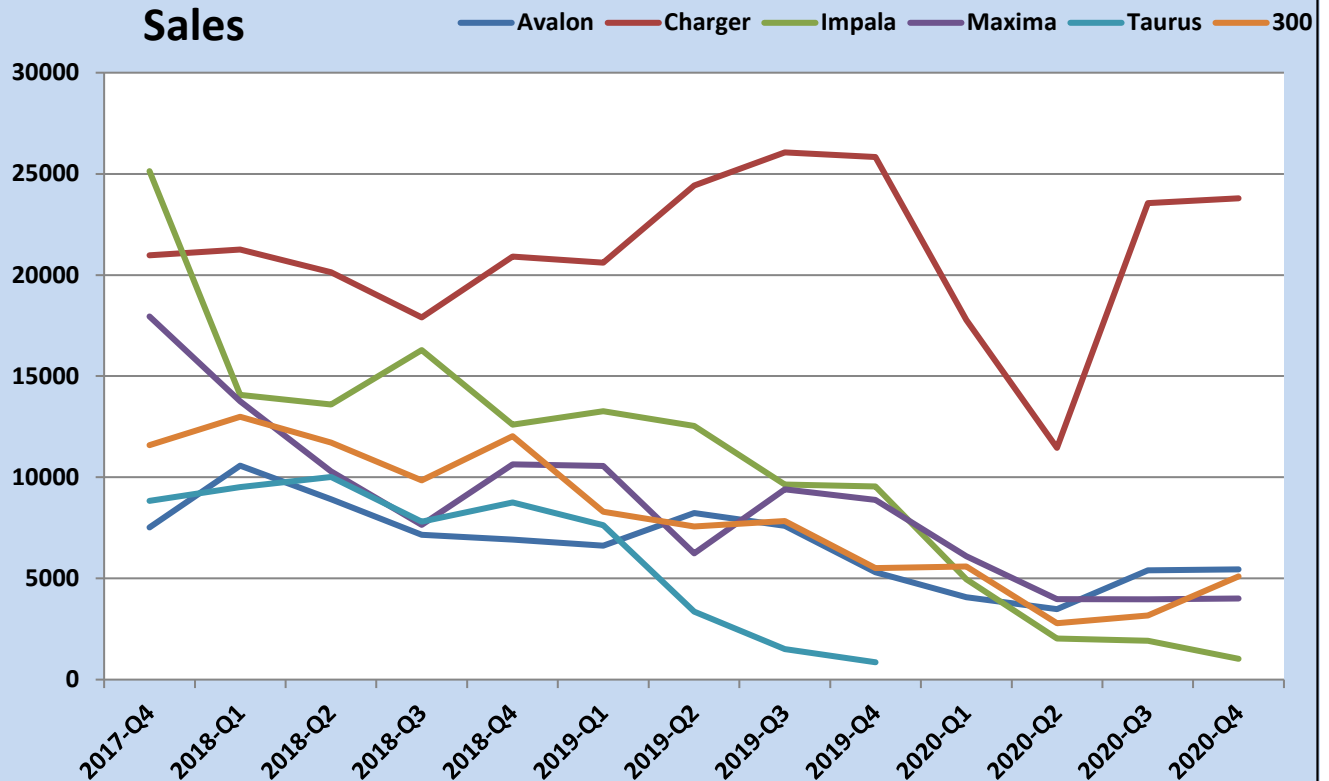
Sales



FULL-SIZE CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
300	5,100	5,520	-7.6%	16,653	29,213	-43.0%	11.7%	10.6%
Arteon	961	966	-0.5%	3,602	2,449	47.1%	2.2%	2.3%
Avalon	5,450	5,314	2.6%	18,421	27,767	-33.7%	12.5%	11.7%
Cadenza	343	574	-40.2%	1,265	1,630	-22.4%	0.8%	0.8%
Caprice	0	0		0	7	-100.0%	0.0%	0.0%
Charger	23,794	25,829	-7.9%	76,568	96,935	-21.0%	54.8%	48.7%
Impala	1,028	9,545	-89.2%	9,942	44,978	-77.9%	2.4%	6.3%
Maxima	4,007	8,877	-54.9%	18,062	35,076	-48.5%	9.2%	11.5%
Stinger	2,764	3,445	-19.8%	12,556	13,861	-9.4%	6.4%	8.0%
Taurus	0	857	-100.0%	0	13,351	-100.0%	0.0%	0.0%
Total	43,447	60,927	-28.7%	157,069	265,267	-40.8%		

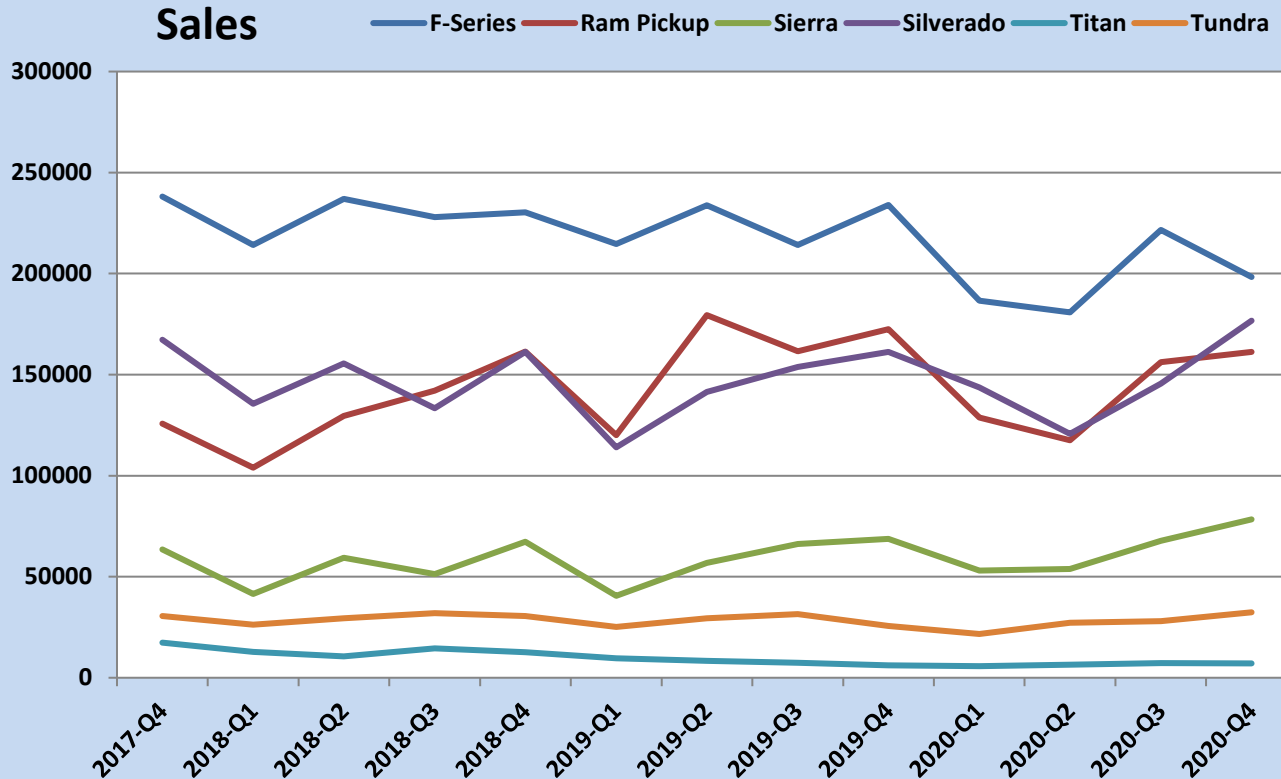
Sales



FULL-SIZE PICKUP TRUCK

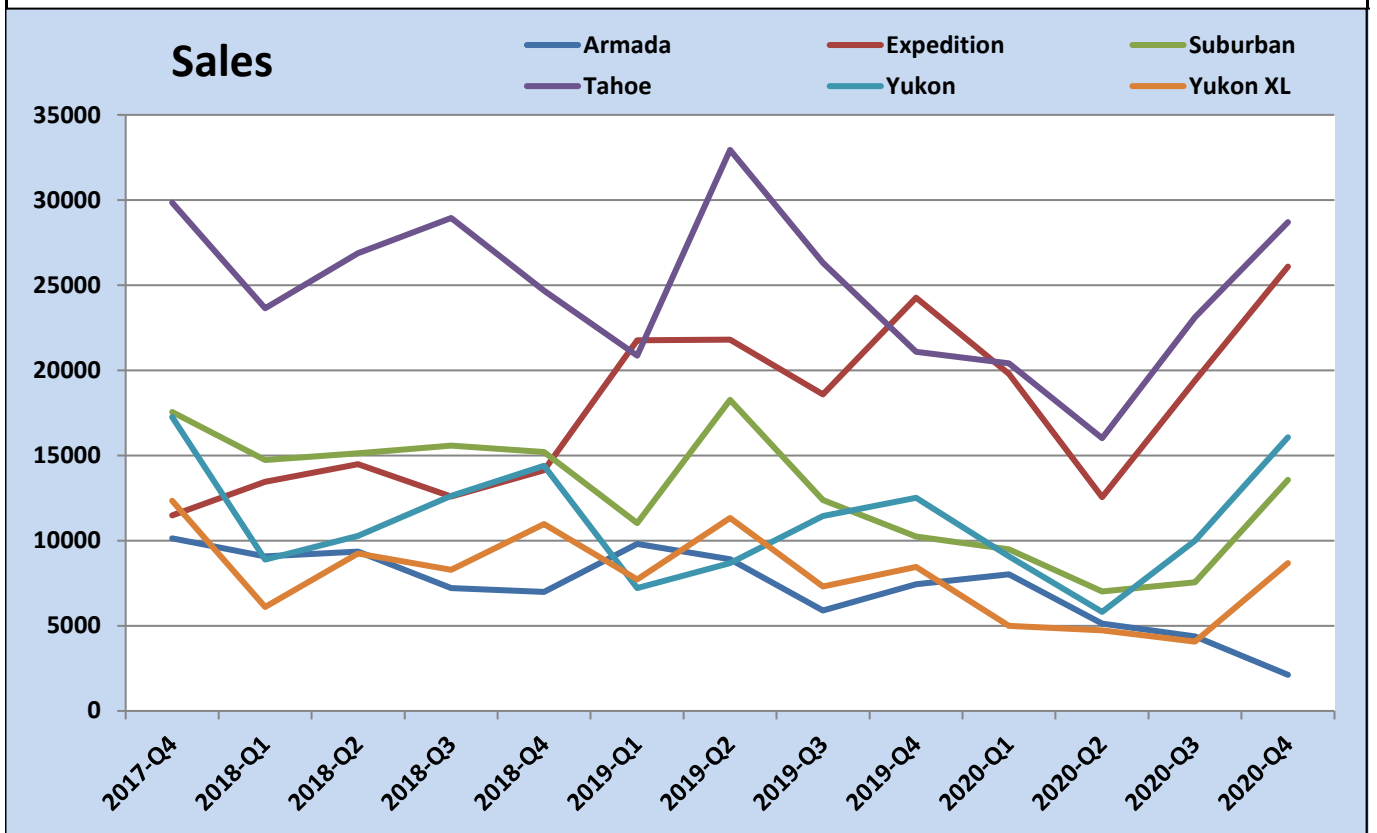
	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
F-Series	198,388	233,952	-15.2%	787,422	896,526	-12.2%	30.3%	33.8%
Ram Pickup	161,266	172,579	-6.6%	563,676	633,694	-11.0%	24.7%	24.2%
Sierra	78,371	68,722	14.0%	253,016	232,323	8.9%	12.0%	10.9%
Silverado	176,708	161,323	9.5%	586,675	570,639	2.8%	27.0%	25.2%
Titan	7,036	6,102	15.3%	26,439	31,514	-16.1%	1.1%	1.1%
Tundra	32,389	25,611	26.5%	109,203	111,673	-2.2%	5.0%	4.7%
Total	654,158	668,289	-2.1%	2,326,431	2,476,369	-6.1%		

Sales



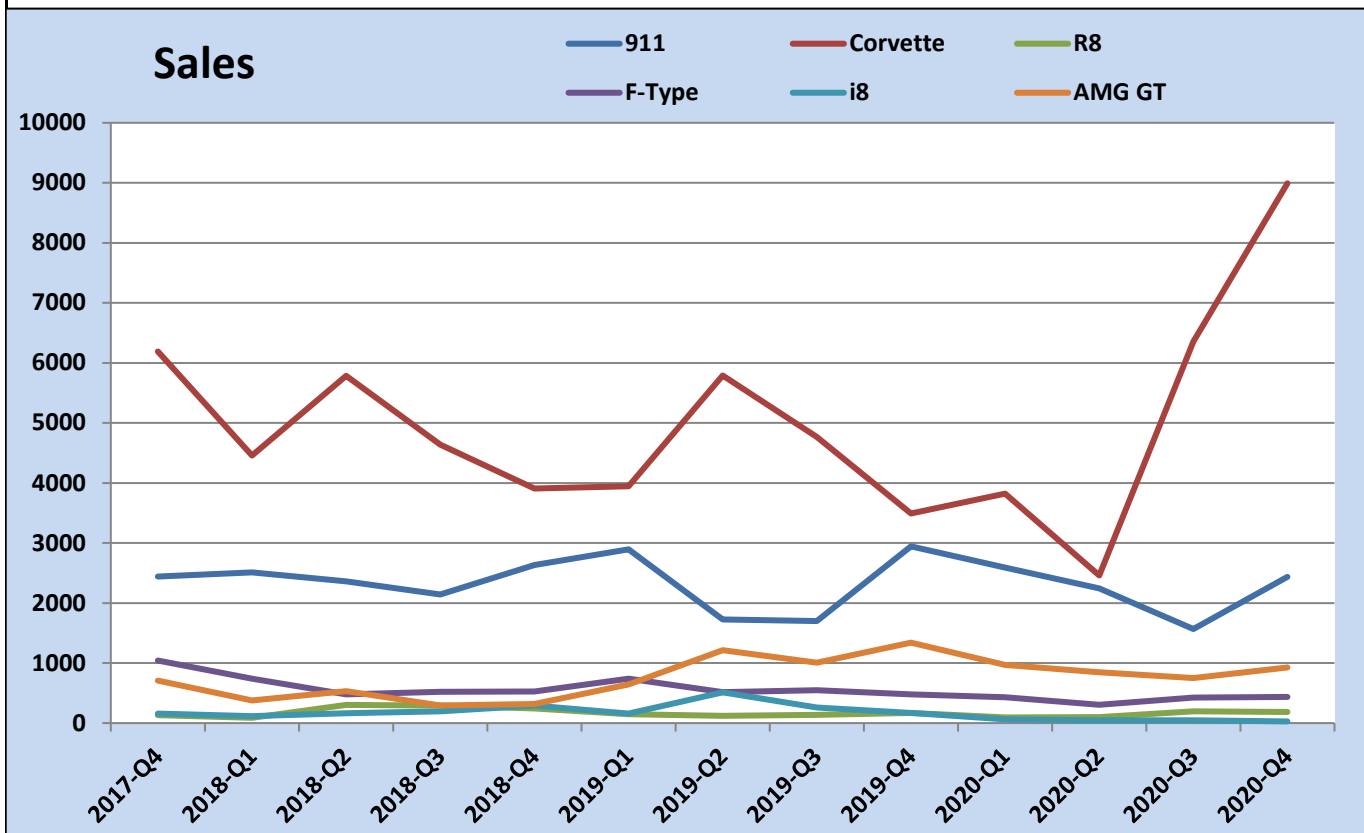
FULL-SIZE SUV/CROSSOVER

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Armada	2,120	7,435	-71.5%	19,640	32,044	-38.7%	2.2%	6.7%
Expedition	26,091	24,267	7.5%	77,838	86,422	-9.9%	26.7%	26.5%
Sequoia	2,631	2,706	-2.8%	7,364	10,289	-28.4%	2.7%	2.5%
Suburban	13,577	10,242	32.6%	37,636	51,928	-27.5%	13.9%	12.8%
Tahoe	28,698	21,086	36.1%	88,238	101,189	-12.8%	29.3%	30.0%
Yukon	16,074	12,519	28.4%	40,965	39,861	2.8%	16.4%	13.9%
Yukon XL	8,685	8,447	2.8%	22,475	34,812	-35.4%	8.9%	7.6%
Total	97,876	86,702	12.9%	294,156	356,545	-17.5%		



HIGH PERFORMANCE CAR

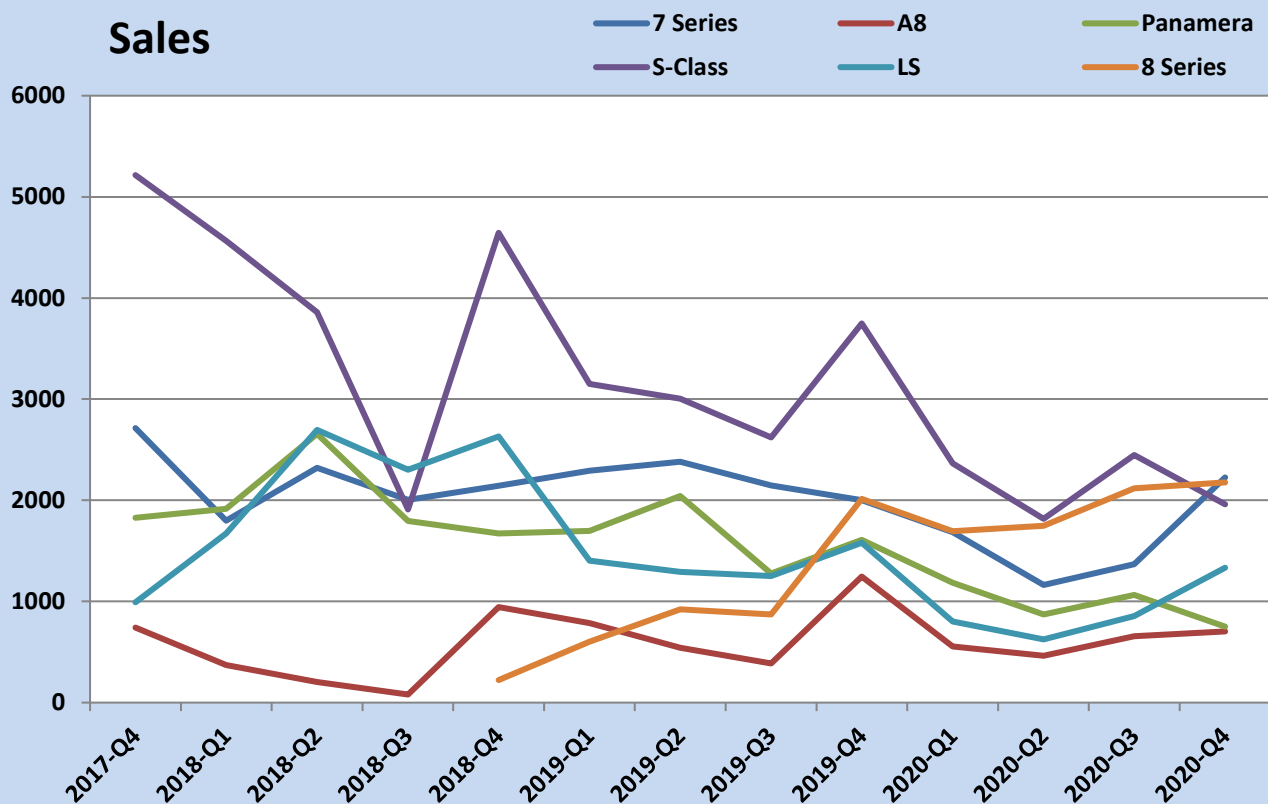
	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
911	2,438	2,944	-17.2%	8,840	9,265	-4.6%	18.5%	23.9%
AMG GT	924	1,340	-31.0%	3,489	4,207	-17.1%	7.0%	9.4%
Corvette	8,992	3,491	157.6%	21,626	17,988	20.2%	68.4%	58.6%
F-Type	438	476	-8.0%	1,595	2,279	-30.0%	3.3%	4.3%
GT	28	42	-33.3%	175	229	-23.6%	0.2%	0.5%
GTR	63	58	8.6%	304	331	-8.2%	0.5%	0.8%
i8	28	170	-83.5%	188	1,102	-82.9%	0.2%	0.5%
LFA	0	0		3	3	0.0%	0.0%	0.0%
NSX	45	36	25.0%	128	238	-46.2%	0.3%	0.3%
R8	186	167	11.4%	581	574	1.2%	1.4%	1.6%
Viper	2	0		4	5	-20.0%	0.0%	0.0%
Total	13,144	8,724	50.7%	36,933	36,221	2.0%		



HIGH-END LUXURY CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
7 Series	2,226	2,001	11.2%	6,443	8,823	-27.0%	20.3%	16.3%
8 Series	2,177	2,015	8.0%	7,737	4,410	75.4%	19.9%	19.5%
A8	703	1,246	-43.6%	2,376	2,963	-19.8%	6.4%	6.0%
CLS-Class	738	1,013	-27.1%	2,980	2,385	24.9%	6.7%	7.5%
LC	582	291	100.0%	1,324	1,219	8.6%	5.3%	3.3%
LS	1,334	1,580	-15.6%	3,617	5,528	-34.6%	12.2%	9.1%
Panamera	751	1,609	-53.3%	3,870	6,625	-41.6%	6.9%	9.8%
S-Class	1,959	3,750	-47.8%	8,589	12,528	-31.4%	17.9%	21.7%
SL	432	357	21.0%	1,782	1,683	5.9%	3.9%	4.5%
XJ	42	237	-82.3%	908	1,167	-22.2%	0.4%	2.3%
Total	10,944	14,099	-22.4%	39,626	47,331	-16.3%		

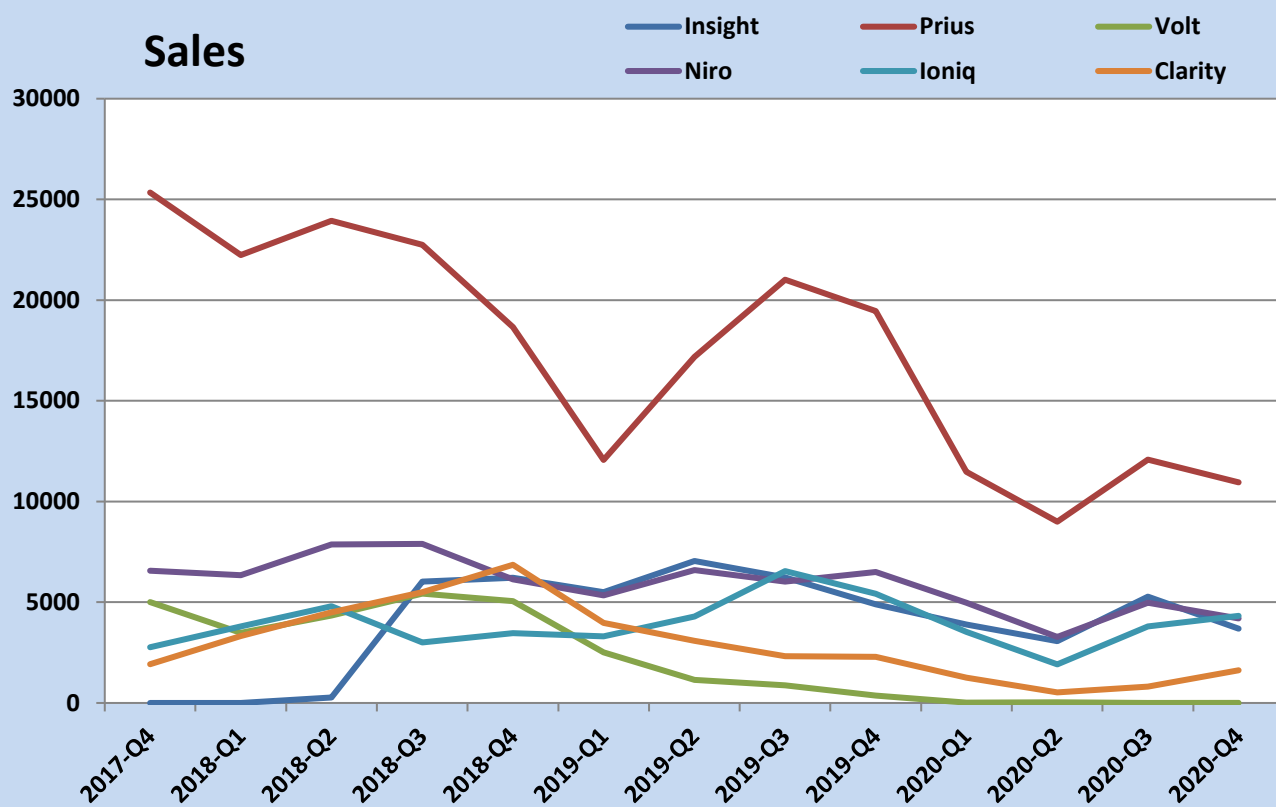
Sales



HYBRID/ALTERNATIVE ENERGY CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Clarity	1,617	2,295	-29.5%	4,215	11,654	-63.8%	6.5%	4.4%
C-Max	0	0		0	38	-100.0%	0.0%	0.0%
CR-Z	0	0		0	2	-100.0%	0.0%	0.0%
Insight	3,688	4,902	-24.8%	15,932	23,686	-32.7%	14.7%	16.7%
Ioniq	4,331	5,428	-20.2%	13,570	19,574	-30.7%	17.3%	14.2%
Mirai	158	253	-37.5%	499	1,502	-66.8%	0.6%	0.5%
Nexo	70	70	0.0%	208	267	-22.1%	0.3%	0.2%
Niro	4,202	6,505	-35.4%	17,434	24,467	-28.7%	16.8%	18.3%
Prius	10,959	19,460	-43.7%	43,525	69,718	-37.6%	43.8%	45.6%
Volt	4	370	-98.9%	71	4,910	-98.6%	0.0%	0.1%
Grand Total	25,029	39,283	-36.3%	95,454	155,818	-38.7%	100.0%	100.0%
Total	25,029	39,283	-36.3%	95,455	155,818	-38.7%		

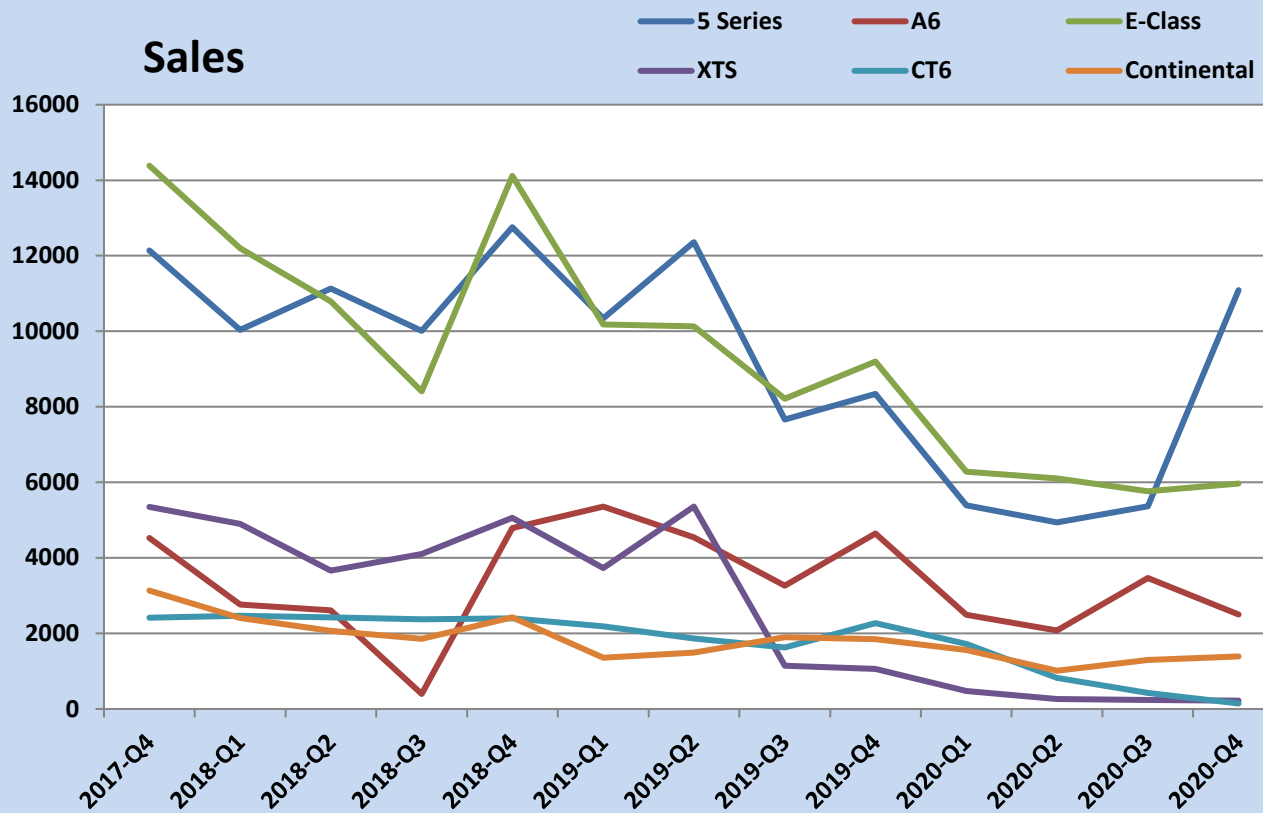
Sales



LUXURY CAR

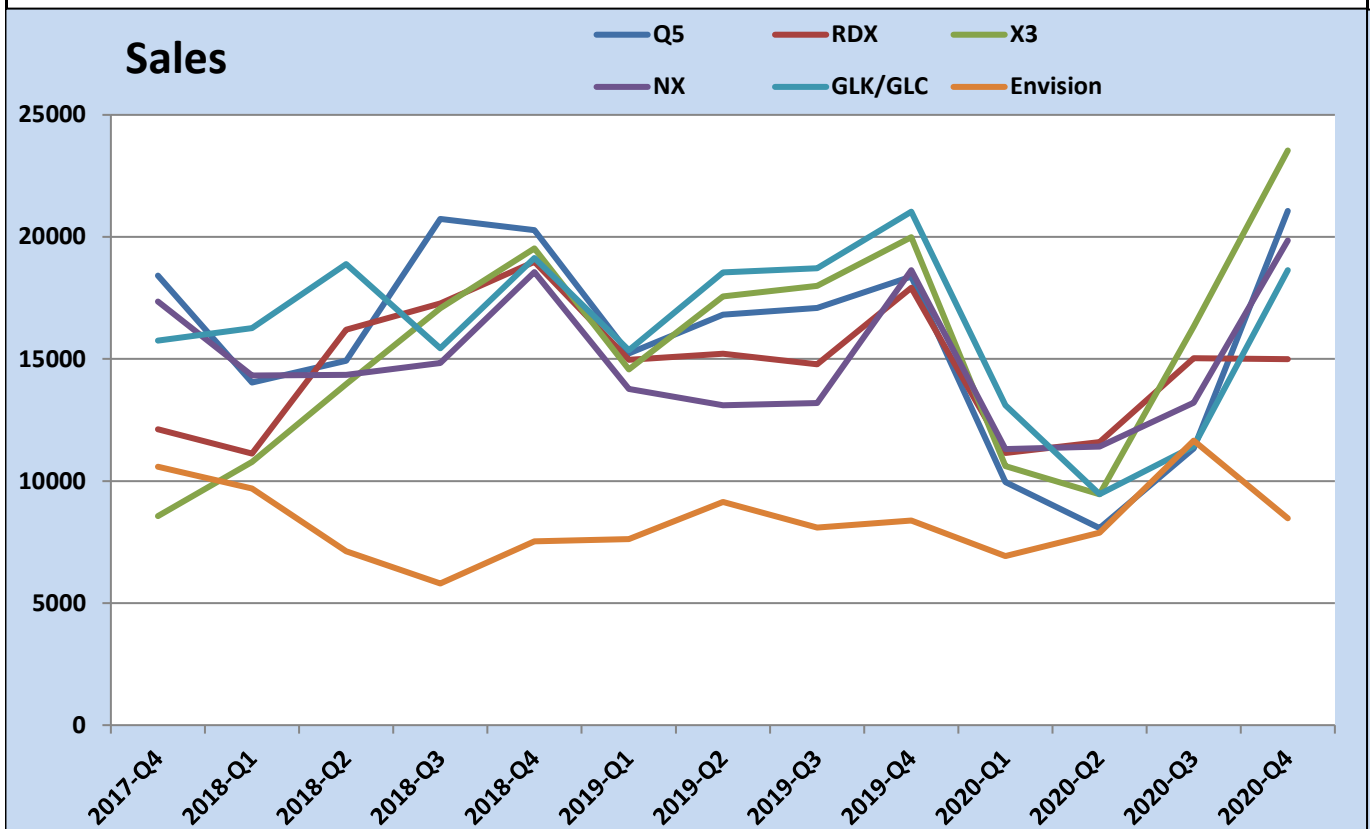
	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
5 Series	11,087	8,345	32.9%	26,785	38,709	-30.8%	44.6%	30.9%
6 Series	55	41	34.1%	199	1,139	-82.5%	0.2%	0.2%
90 Series	582	613	-5.1%	3,194	4,038	-20.9%	2.3%	3.7%
A6	2,500	4,642	-46.1%	10,535	17,807	-40.8%	10.1%	12.1%
A7	866	994	-12.9%	2,859	4,955	-42.3%	3.5%	3.3%
Continental	1,390	1,845	-24.7%	5,262	6,586	-20.1%	5.6%	6.1%
CT6	145	2,276	-93.6%	3,117	7,951	-60.8%	0.6%	3.6%
CTS	135	966	-86.0%	611	6,965	-91.2%	0.5%	0.7%
E-Class	5,971	9,196	-35.1%	24,122	37,728	-36.1%	24.0%	27.8%
G90	513	699	-26.6%	2,072	2,239	-7.5%	2.1%	2.4%
GS	396	808	-51.0%	2,560	3,378	-24.2%	1.6%	3.0%
K900	96	79	21.5%	305	390	-21.8%	0.4%	0.4%
Q70	4	356	-98.9%	139	2,552	-94.6%	0.0%	0.2%
RLX	279	220	26.8%	1,054	1,019	3.4%	1.1%	1.2%
SLK/SLC	474	298	59.1%	2,122	1,847	14.9%	1.9%	2.4%
XF	119	153	-22.2%	606	1,187	-48.9%	0.5%	0.7%
XTS	220	1,062	-79.3%	1,199	11,304	-89.4%	0.9%	1.4%
Total	24,832	32,593	-23.8%	86,741	149,794	-42.1%		

Sales



LUXURY COMPACT SUV/CROSSOVER

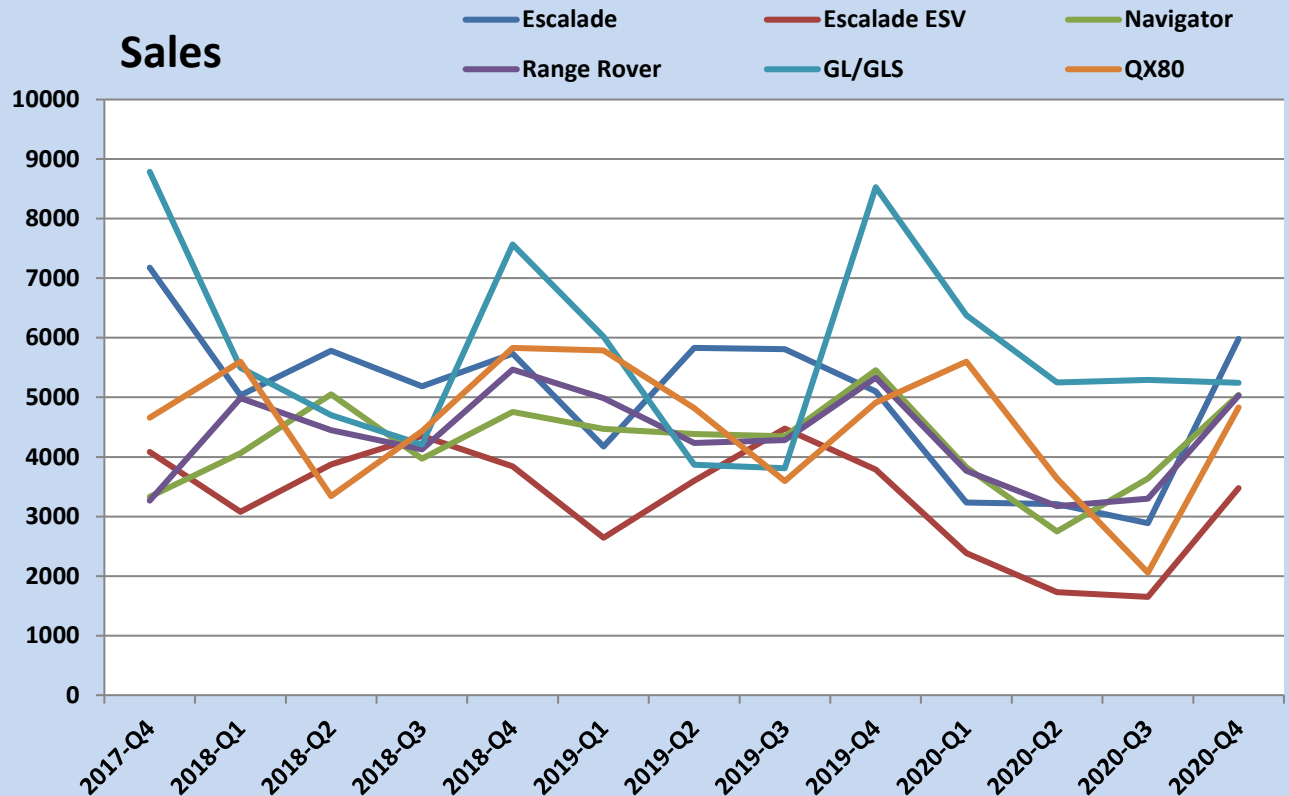
	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Corsair/MKC	8,050	7,549	6.6%	26,227	25,815	1.6%	5.0%	5.3%
Discovery Sport	1,668	3,799	-56.1%	7,445	12,337	-39.7%	1.0%	1.5%
Envision	8,474	8,380	1.1%	34,942	33,229	5.2%	5.2%	7.1%
Evoque	2,428	3,642	-33.3%	9,335	11,529	-19.0%	1.5%	1.9%
F-Pace	1,475	5,130	-71.2%	8,281	15,491	-46.5%	0.9%	1.7%
GLB	4,474	1,173	281.4%	23,183	1,173	1876.4%	2.8%	4.7%
GLK/GLC	18,639	21,034	-11.4%	52,627	73,655	-28.5%	11.5%	10.7%
Macan	5,424	6,476	-16.2%	18,631	22,667	-17.8%	3.4%	3.8%
NX	19,855	18,641	6.5%	55,784	58,715	-5.0%	12.3%	11.3%
Q5	21,065	18,380	14.6%	50,435	67,516	-25.3%	13.0%	10.2%
QX50	6,316	5,006	26.2%	20,885	18,616	12.2%	3.9%	4.2%
RDX	14,997	17,918	-16.3%	52,785	62,876	-16.0%	9.3%	10.7%
Stelvio	3,526	2,600	35.6%	10,284	9,444	8.9%	2.2%	2.1%
X3	23,541	19,990	17.8%	59,941	70,110	-14.5%	14.6%	12.2%
X4	2,896	2,924	-1.0%	7,677	8,758	-12.3%	1.8%	1.6%
XC60	11,616	8,407	38.2%	32,078	30,440	5.4%	7.2%	6.5%
XT4	6,988	8,895	-21.4%	22,473	31,987	-29.7%	4.3%	4.6%
Total	161,432	159,944	0.9%	493,013	554,358	-11.1%		



LUXURY FULL-SIZE SUV/CROSSOVER

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Escalade	5,980	5,102	17.2%	15,308	20,915	-26.8%	18.3%	15.2%
Escalade ESV	3,474	3,787	-8.3%	9,239	14,509	-36.3%	10.6%	9.1%
GL/GLS	5,244	8,528	-38.5%	22,172	22,223	-0.2%	16.1%	21.9%
Land Cruiser	1,386	1,150	20.5%	3,147	3,536	-11.0%	4.2%	3.1%
LX	1,636	1,385	18.1%	4,512	4,718	-4.4%	5.0%	4.5%
Navigator	5,042	5,455	-7.6%	15,252	18,656	-18.2%	15.5%	15.1%
QX80	4,832	4,910	-1.6%	16,125	19,113	-15.6%	14.8%	16.0%
Range Rover	5,031	5,328	-5.6%	15,271	18,831	-18.9%	15.4%	15.1%
Total	32,625	35,645	-8.5%	101,026	122,501	-17.5%		

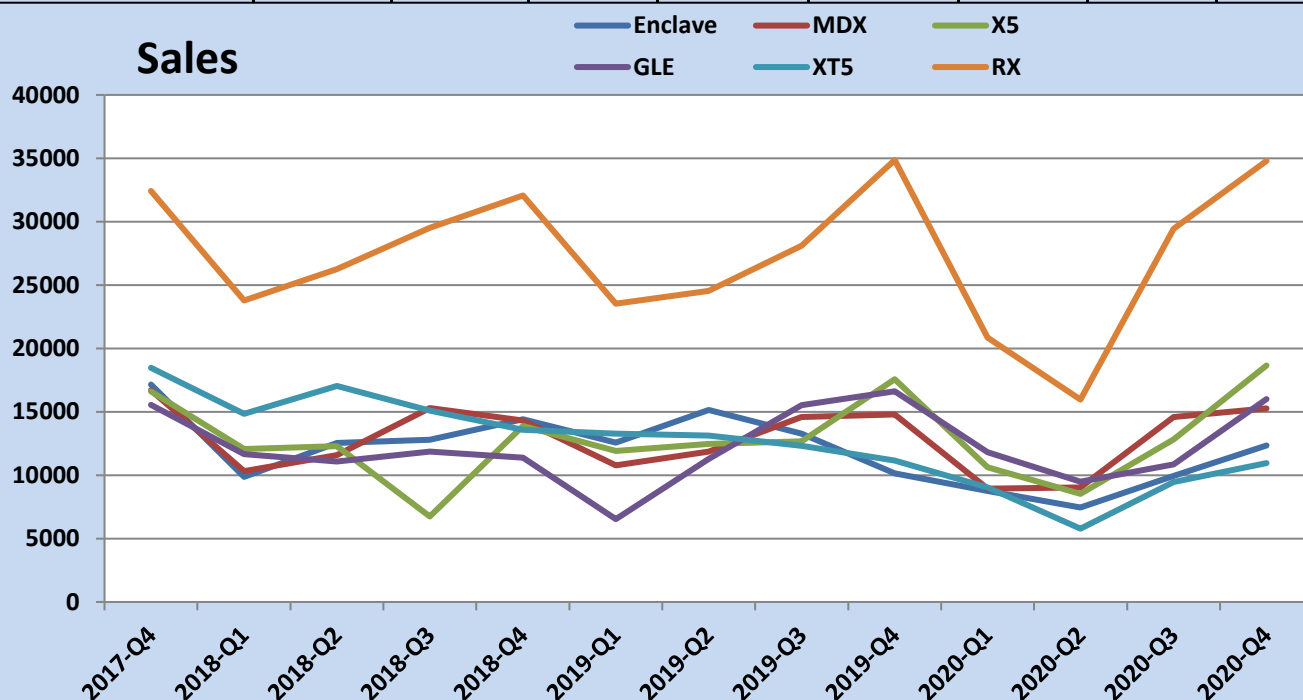
Sales



LUXURY MID-SIZE SUV/CROSSOVER

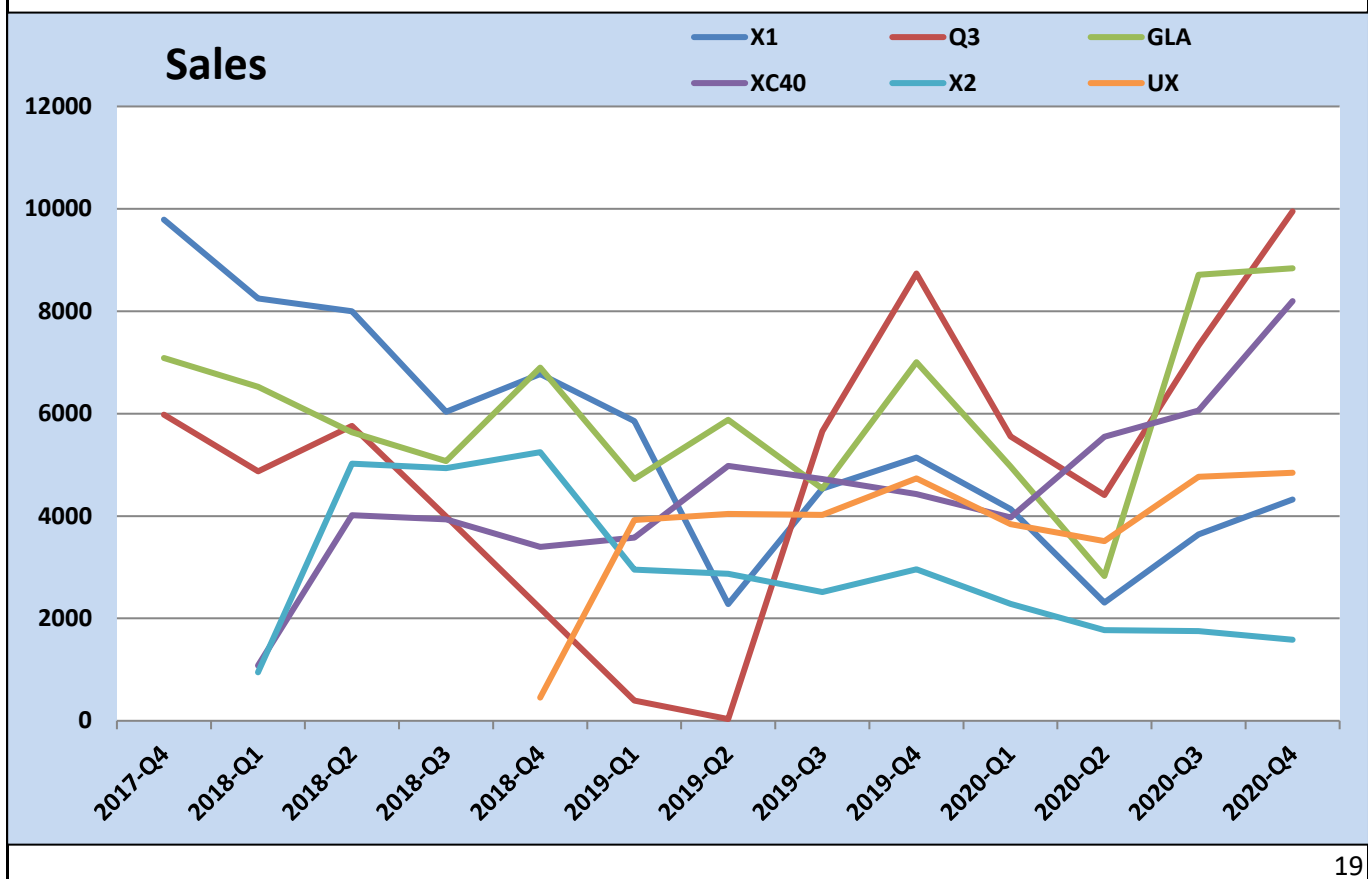
	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Aviator	7,280	6,424	13.3%	23,080	8,323	177.3%	101.7%	102.1%
Cayenne	5,939	4,800	23.7%	18,092	19,131	-5.4%	83.0%	80.0%
Defender	6,195	0		9,115	0		86.6%	40.3%
Discovery	776	2,766	-71.9%	5,195	9,184	-43.4%	10.8%	23.0%
Enclave	12,338	10,143	21.6%	38,480	51,156	-24.8%	172.4%	170.2%
G-Class	2,557	2,281	12.1%	7,723	7,348	5.1%	35.7%	34.2%
GLE	15,994	16,621	-3.8%	48,157	49,980	-3.6%	223.5%	213.0%
GV80	1,517	0		1,517	0		21.2%	6.7%
GX	9,942	8,569	16.0%	28,519	25,945	9.9%	139.0%	126.1%
MDX	15,263	14,788	3.2%	47,816	52,019	-8.1%	213.3%	211.5%
Nautilus/MKX	6,690	7,727	-13.4%	22,742	31,711	-28.3%	93.5%	100.6%
Q7	8,588	10,100	-15.0%	25,371	34,649	-26.8%	120.0%	112.2%
Q8	4,395	3,972	10.6%	12,074	14,256	-15.3%	61.4%	53.4%
QX60	5,375	11,541	-53.4%	22,880	43,162	-47.0%	75.1%	101.2%
Range Rover Sport	7,161	7,884	-9.2%	20,470	25,768	-20.6%	100.1%	90.5%
Range Rover Velar	3,856	4,678	-17.6%	12,611	17,087	-26.2%	53.9%	55.8%
RX	34,808	34,866	-0.2%	101,059	111,036	-9.0%	486.5%	447.0%
X5	18,657	17,560	6.2%	50,642	54,595	-7.2%	260.8%	224.0%
X6	2,866	965	197.0%	7,313	4,240	72.5%	40.1%	32.3%
X7	7,044	7,820	-9.9%	20,579	21,574	-4.6%	98.4%	91.0%
XC90	11,716	10,851	8.0%	34,251	35,737	-4.2%	163.7%	151.5%
XT5	10,950	11,168	-2.0%	35,223	49,879	-29.4%	153.0%	155.8%
XT6	7,155	7,169	-0.2%	22,609	11,559	95.6%	100.0%	100.0%
Total	38,448	34,570	11.2%	118,688	108,507	9.4%		

Sales



LUXURY SUBCOMPACT SUV/CROSSOVER

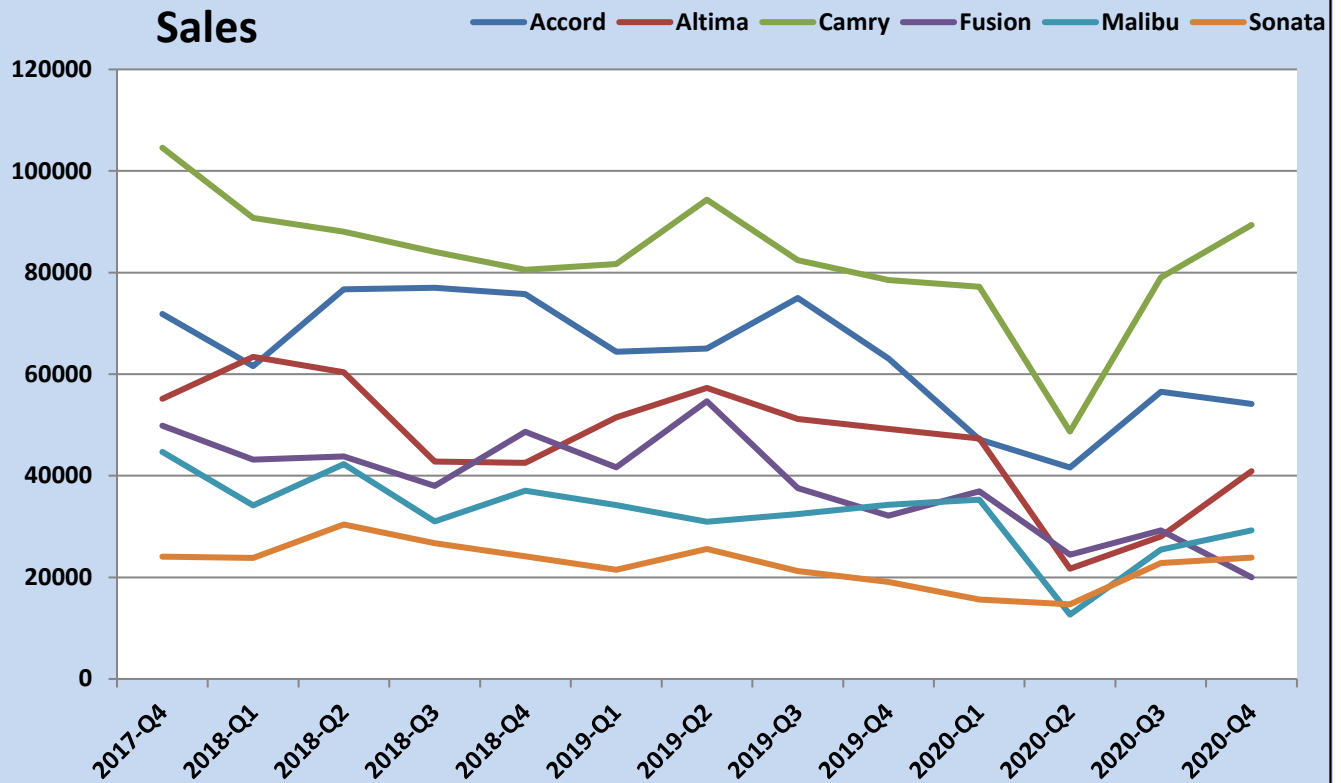
	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
E-Pace	710	1,363	-47.9%	3,412	4,782	-28.6%	1.8%	2.9%
GLA	8,839	7,005	26.2%	25,345	22,137	14.5%	23.0%	21.4%
Q3	9,951	8,735	13.9%	27,251	14,822	83.9%	25.9%	23.0%
QX30	2	204	-99.0%	148	3,229	-95.4%	0.0%	0.1%
UX	4,845	4,732	2.4%	16,962	16,723	1.4%	12.6%	14.3%
X1	4,322	5,142	-15.9%	14,405	17,815	-19.1%	11.2%	12.1%
X2	1,581	2,958	-46.6%	7,387	11,293	-34.6%	4.1%	6.2%
XC40	8,198	4,431	85.0%	23,778	17,706	34.3%	21.3%	20.0%
Total	38,448	34,570	11.2%	118,688	108,507	9.4%		



MID-SIZE CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Accord	54,167	63,104	-14.2%	199,458	267,567	-25.5%	18.2%	18.7%
Altima	40,906	49,214	-16.9%	137,988	209,183	-34.0%	13.8%	12.9%
Camry	89,403	78,522	13.9%	294,348	336,978	-12.7%	30.1%	27.5%
CC	6	8	-25.0%	96	58	65.5%	0.0%	0.0%
Fusion	20,001	32,137	-37.8%	110,665	166,045	-33.4%	6.7%	10.4%
K5	20,994	0		31,656	0		7.1%	3.0%
Legacy	7,204	8,886	-18.9%	27,240	35,063	-22.3%	2.4%	2.5%
Malibu	29,252	34,314	-14.8%	102,651	131,917	-22.2%	9.8%	9.6%
Mazda6	4,239	4,239	0.0%	16,204	21,524	-24.7%	1.4%	1.5%
Optima	383	20,957	-98.2%	48,484	96,623	-49.8%	0.1%	4.5%
Passat	6,774	1,153	487.5%	22,964	14,123	62.6%	2.3%	2.1%
Sonata	23,871	19,098	25.0%	76,997	87,466	-12.0%	8.0%	7.2%
Total	297,202	311,635	-4.6%	1,068,760	1,366,596	-21.8%		

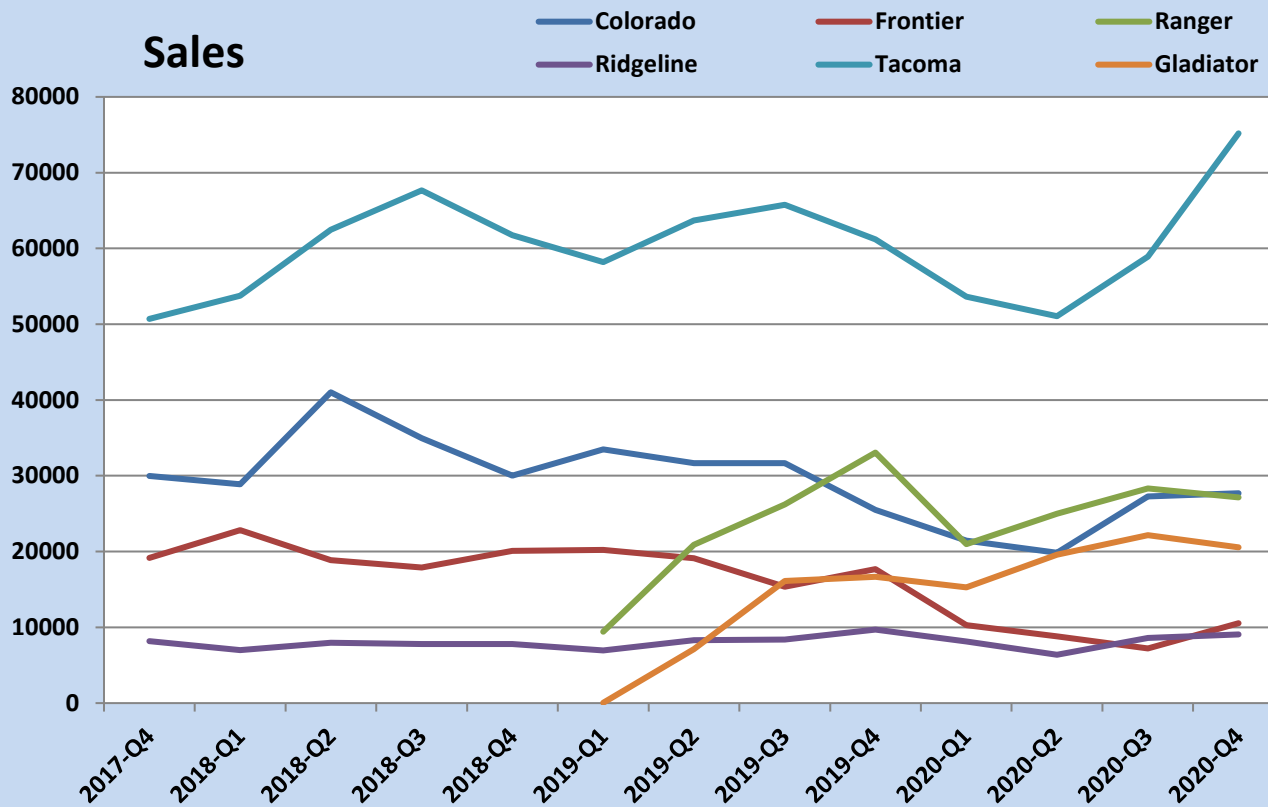
Sales



MID-SIZE PICKUP TRUCK

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Canyon	9,007	6,525	38.0%	25,190	32,825	-23.3%	5.0%	4.1%
Colorado	27,709	25,484	8.7%	96,238	122,304	-21.3%	15.5%	15.8%
Frontier	10,558	17,683	-40.3%	36,845	72,369	-49.1%	5.9%	6.1%
Gladiator	20,552	16,663	23.3%	77,542	39,967	94.0%	11.5%	12.7%
Ranger	27,148	33,059	-17.9%	101,486	89,571	13.3%	15.1%	16.7%
Ridgeline	9,056	9,701	-6.6%	32,168	33,334	-3.5%	5.1%	5.3%
Tacoma	75,187	61,179	22.9%	238,806	248,801	-4.0%	42.0%	39.3%
Total	179,217	170,294	5.2%	608,275	639,171	-4.8%		

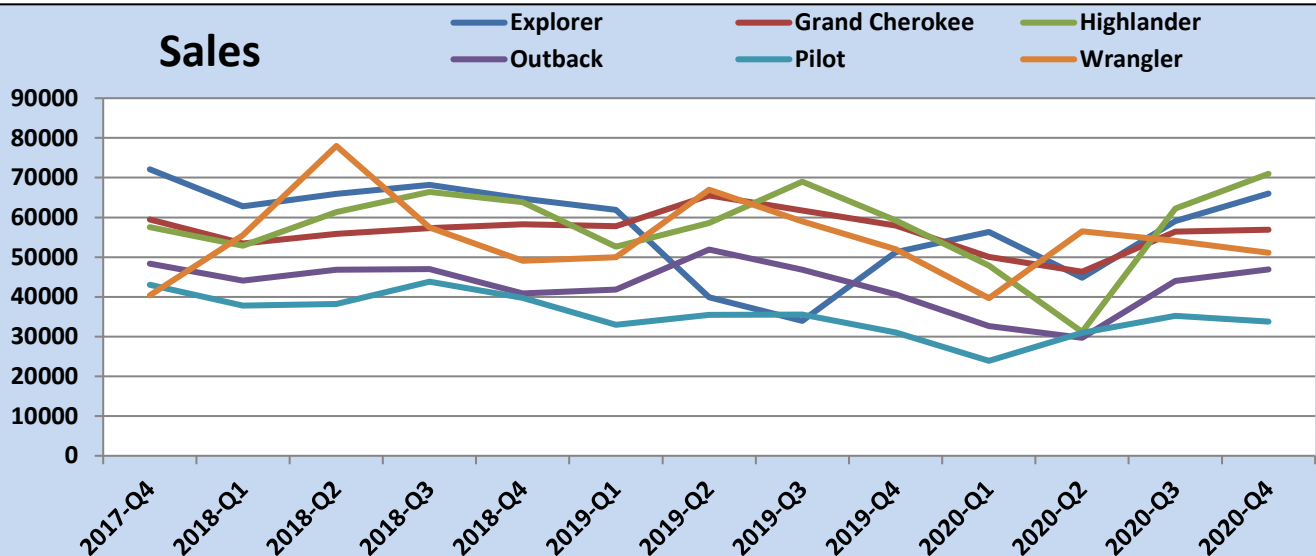
Sales



MID-SIZE SUV/CROSSOVER

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
4Runner	42,225	36,168	16.7%	129,052	131,864	-2.1%	5.9%	5.2%
Acadia	21,378	19,471	9.8%	72,537	99,429	-27.0%	3.0%	2.9%
Ascent	17,788	21,916	-18.8%	67,623	81,958	-17.5%	2.5%	2.7%
Atlas	20,366	21,803	-6.6%	58,293	81,508	-28.5%	2.9%	2.4%
Atlas Cross Sport	11,079	0		29,069	0		1.6%	1.2%
Blazer	23,243	23,008	1.0%	94,599	58,115	62.8%	3.3%	3.8%
CX-9	7,226	8,318	-13.1%	27,638	26,861	2.9%	1.0%	1.1%
Durango	12,372	14,977	-17.4%	57,828	67,599	-14.5%	1.7%	2.3%
Edge	32,024	37,621	-14.9%	108,886	138,515	-21.4%	4.5%	4.4%
Explorer	66,008	51,284	28.7%	226,217	187,061	20.9%	9.3%	9.2%
Grand Cherokee	56,930	57,929	-1.7%	209,786	242,969	-13.7%	8.0%	8.5%
Highlander	70,975	59,268	19.8%	212,276	239,437	-11.3%	10.0%	8.6%
Journey	9,592	12,290	-22.0%	40,342	74,686	-46.0%	1.3%	1.6%
Murano	13,396	18,013	-25.6%	58,255	68,361	-14.8%	1.9%	2.4%
Outback	46,948	40,648	15.5%	153,294	181,178	-15.4%	6.6%	6.2%
Outlander	4,050	8,390	-51.7%	29,096	40,775	-28.6%	0.6%	1.2%
Palisade	22,078	15,279	44.5%	81,905	28,353	188.9%	3.1%	3.3%
Passport	11,902	10,962	8.6%	39,567	36,085	9.6%	1.7%	1.6%
Pathfinder	11,054	16,349	-32.4%	48,579	65,691	-26.0%	1.6%	2.0%
Pilot	33,811	31,039	8.9%	123,813	135,008	-8.3%	4.8%	5.0%
Santa Fe	30,330	30,676	-1.1%	100,706	118,102	-14.7%	4.3%	4.1%
Sorento	14,185	23,751	-40.3%	74,677	96,266	-22.4%	2.0%	3.0%
Telluride	28,514	19,395	47.0%	75,129	58,604	28.2%	4.0%	3.0%
Traverse	41,534	33,631	23.5%	125,546	147,122	-14.7%	5.8%	5.1%
Venza	11,405	0		13,073	9	145155.6%	1.6%	0.5%
Wrangler	51,109	52,012	-1.7%	201,311	228,042	-11.7%	7.2%	8.2%
Total	711,702	670,732	6.1%	2,464,806	2,667,514	-7.6%		

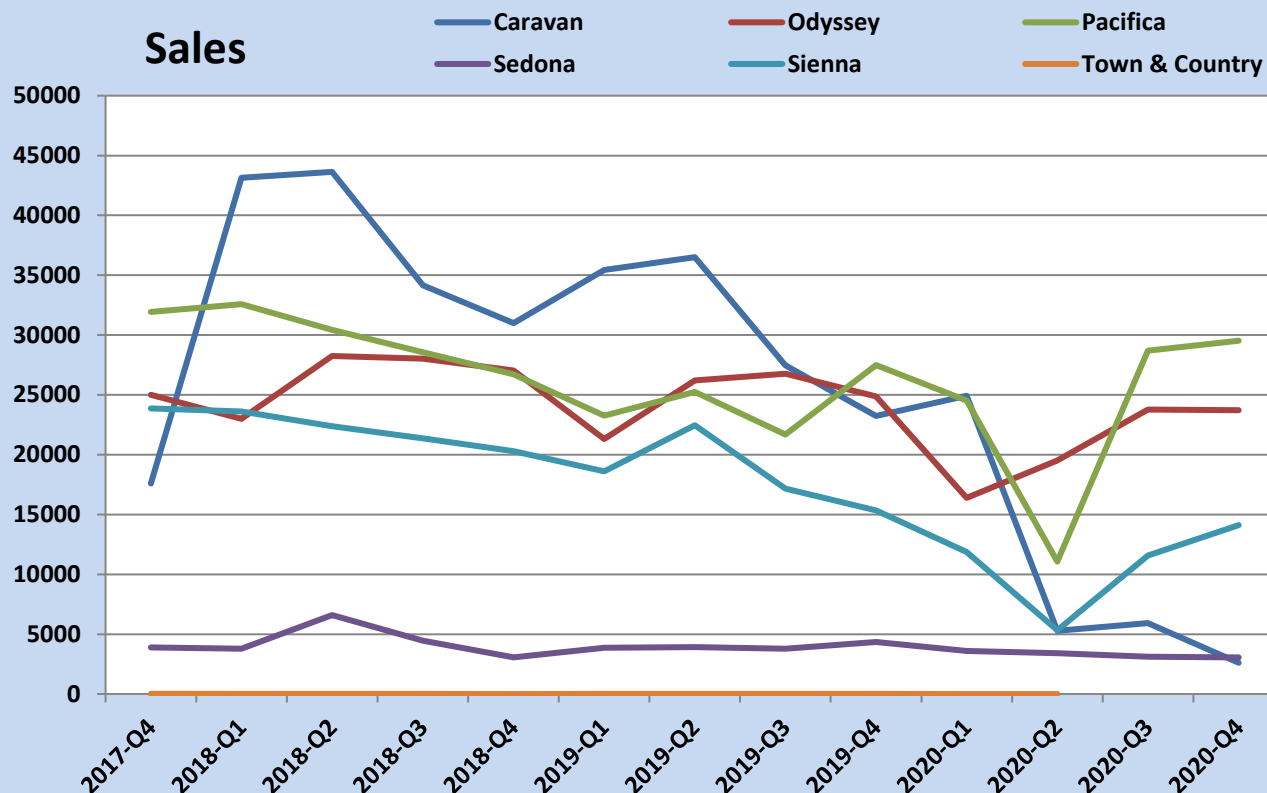
Sales



MINIVAN

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Caravan	2,612	23,245	-88.8%	38,767	122,648	-68.4%	3.6%	14.2%
Odyssey	23,718	24,855	-4.6%	83,409	99,113	-15.8%	32.5%	30.7%
Pacifica	29,512	27,481	7.4%	93,802	97,705	-4.0%	40.4%	34.5%
Sedona	3,059	4,355	-29.8%	13,190	15,931	-17.2%	4.2%	4.8%
Sienna	14,104	15,340	-8.1%	42,885	73,585	-41.7%	19.3%	15.8%
Total	73,005	95,277	-23.4%	272,053	408,987	-33.5%		

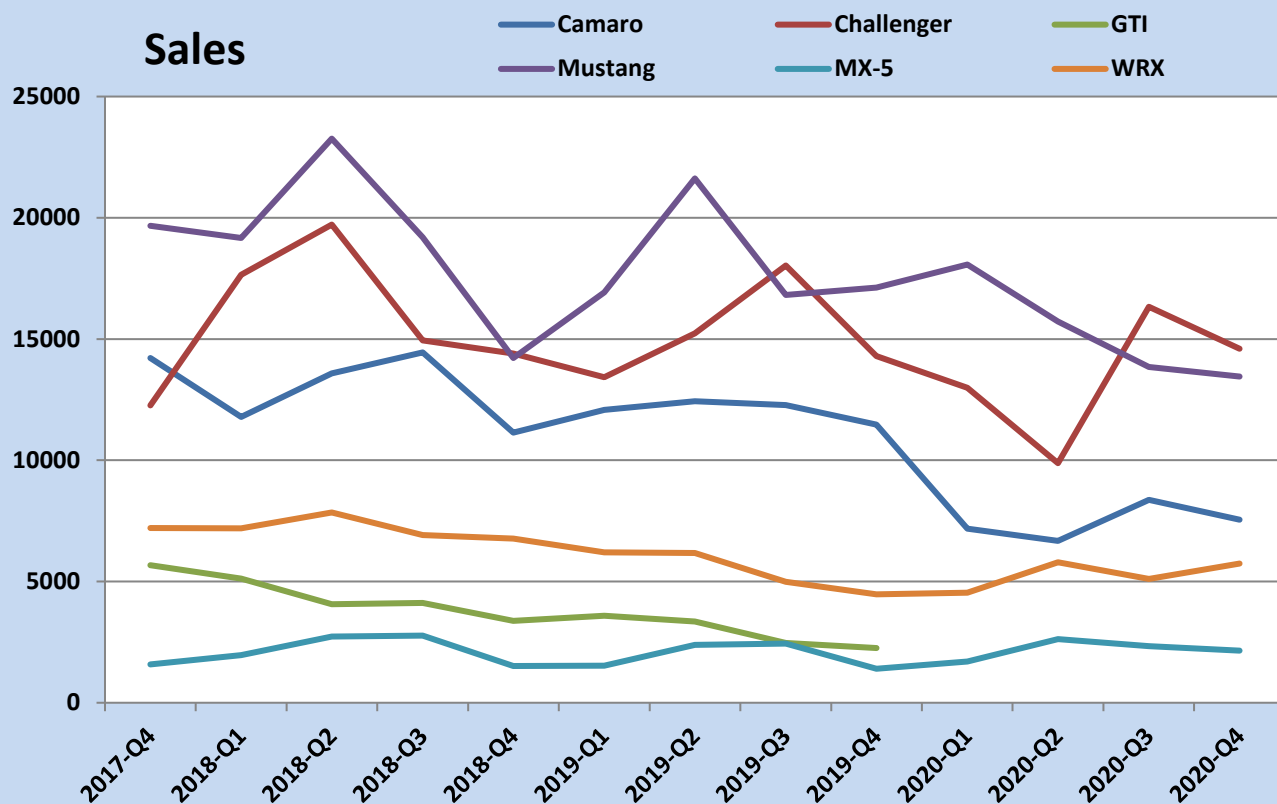
Sales



SPORTS CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
86	508	881	-42.3%	2,476	3,398	-27.1%	1.0%	1.3%
124 Spider	326	430	-24.2%	1,711	2,644	-35.3%	0.7%	0.9%
370z	135	531	-74.6%	1,954	2,384	-18.0%	0.3%	1.0%
4C	7	17	-58.8%	99	144	-31.3%	0.0%	0.1%
Boxster	683	313	118.2%	1,507	1,749	-13.8%	1.4%	0.8%
BRZ	521	358	45.5%	2,267	2,334	-2.9%	1.1%	1.2%
Camaro	7,549	11,474	-34.2%	29,775	48,265	-38.3%	15.4%	15.2%
Cayman	808	364	122.0%	1,940	2,131	-9.0%	1.7%	1.0%
Challenger	14,605	14,298	2.1%	53,812	60,997	-11.8%	29.8%	27.5%
Golf R	0	1,185	-100.0%	0	4,223	-100.0%	0.0%	0.0%
GTI	0	2,256	-100.0%	0	11,672	-100.0%	0.0%	0.0%
Mustang	13,453	17,124	-21.4%	61,090	72,489	-15.7%	27.5%	31.2%
MX-5	2,155	1,402	53.7%	8,807	7,753	13.6%	4.4%	4.5%
SS	0	0		0	2	-100.0%	0.0%	0.0%
Supra	2,089	1,407	48.5%	5,887	2,884	104.1%	4.3%	3.0%
TT	168	288	-41.7%	830	1,324	-37.3%	0.3%	0.4%
WRX	5,742	4,471	28.4%	21,178	21,839	-3.0%	11.7%	10.8%
Z4	196	808	-75.7%	2,371	2,941	-19.4%	0.4%	1.2%
Total	48,945	57,607	-15.0%	195,704	249,173	-21.5%		

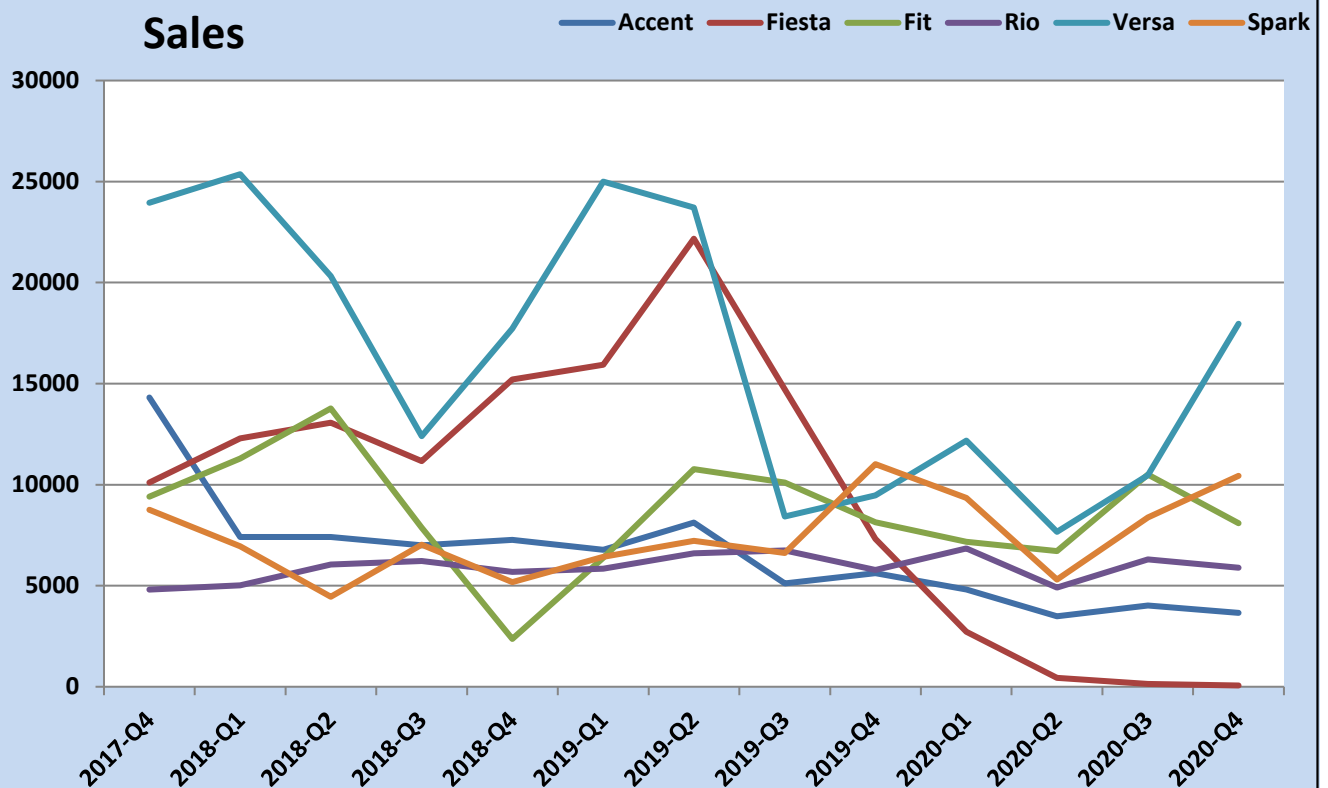
Sales



SUBCOMPACT CAR

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
500	12	699	-98.3%	674	3,267	-79.4%	0.0%	0.3%
Accent	3,660	5,613	-34.8%	15,975	25,628	-37.7%	6.2%	7.4%
Fiesta	62	7,315	-99.2%	3,354	60,148	-94.4%	0.1%	1.6%
Fit	8,100	8,146	-0.6%	32,488	35,414	-8.3%	13.6%	15.1%
ForTwo	0	0		0	626	-100.0%	0.0%	0.0%
Mini Cooper	5,485	5,309	3.3%	18,851	21,472	-12.2%	9.2%	8.7%
Mirage	4,844	5,789	-16.3%	19,136	26,966	-29.0%	8.1%	8.9%
Rio	5,884	5,775	1.9%	23,927	24,961	-4.1%	9.9%	11.1%
Sonic	2,208	3,339	-33.9%	13,007	13,971	-6.9%	3.7%	6.0%
Spark	10,442	11,016	-5.2%	33,478	31,281	7.0%	17.6%	15.5%
Versa	17,965	9,463	89.8%	48,273	66,596	-27.5%	30.2%	22.4%
Yaris	359	1,815	-80.2%	3,983	2,993	33.1%	0.6%	1.8%
Yaris iA	423	910	-53.5%	2,454	18,923	-87.0%	0.7%	1.1%
Total	59,444	65,189	-8.8%	215,600	332,246	-35.1%		

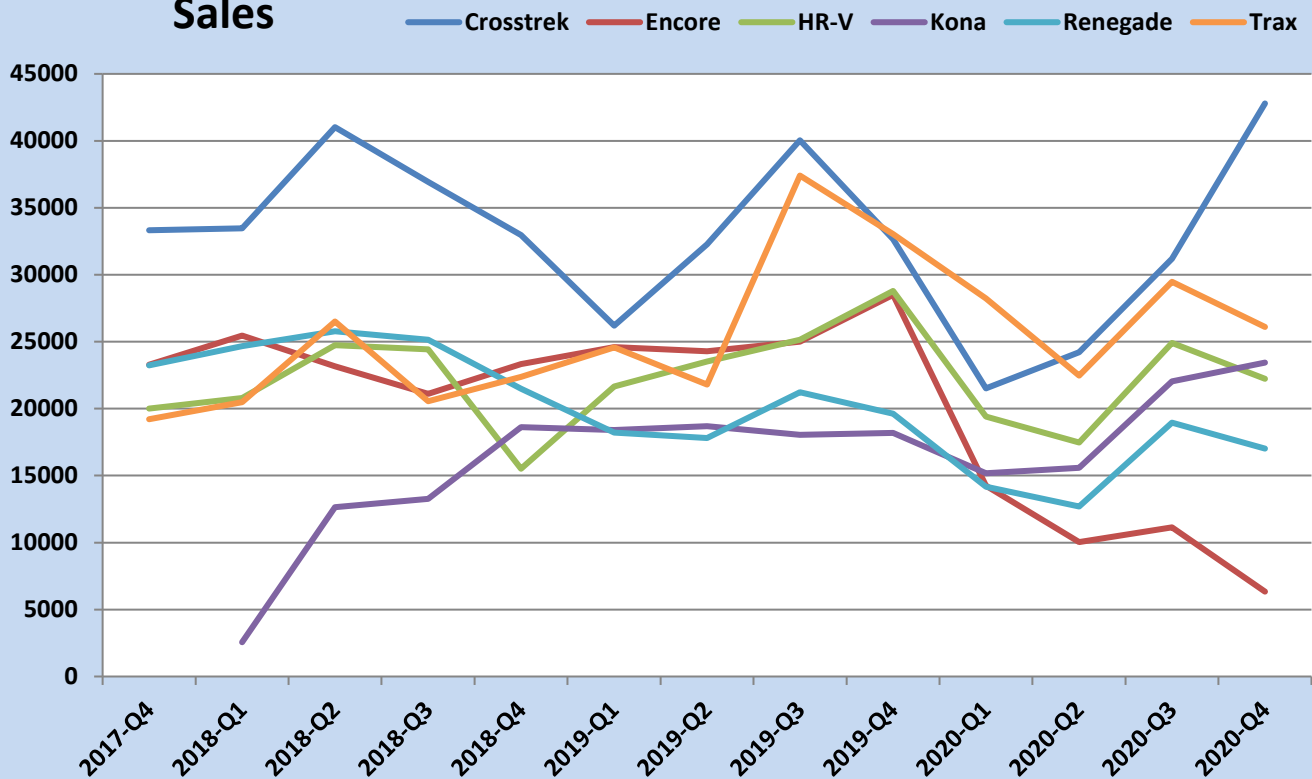
Sales



SUBCOMPACT SUV/CROSSOVER

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
500X	313	442	-29.2%	1,443	2,518	-42.7%	0.1%	0.2%
Bronco Sport	5,120	0		5,120	0		2.0%	0.6%
C-HR	9,332	11,153	-16.3%	42,936	48,930	-12.3%	3.6%	4.8%
Countryman	3,064	3,030	1.1%	9,287	14,620	-36.5%	1.2%	1.0%
Crosstrek	42,792	32,655	31.0%	119,716	131,152	-8.7%	16.5%	13.5%
CX-3	1,323	4,480	-70.5%	8,335	16,260	-48.7%	0.5%	0.9%
CX-30	10,271	868	1083.3%	38,064	868	4285.3%	4.0%	4.3%
EcoSport	13,345	14,051	-5.0%	60,545	64,708	-6.4%	5.1%	6.8%
Encore	6,338	28,497	-77.8%	41,752	102,402	-59.2%	2.4%	4.7%
Encore GX	16,965	0		44,841	0		6.5%	5.0%
HR-V	22,228	28,790	-22.8%	84,027	99,104	-15.2%	8.6%	9.5%
Juke	0	1	-100.0%	0	11	-100.0%	0.0%	0.0%
Kicks	16,218	11,119	45.9%	58,858	58,193	1.1%	6.3%	6.6%
Kona	23,440	18,188	28.9%	76,253	73,326	4.0%	9.0%	8.6%
Outlander Sport	4,332	7,494	-42.2%	28,836	33,644	-14.3%	1.7%	3.2%
Renegade	17,027	19,615	-13.2%	62,847	76,885	-18.3%	6.6%	7.1%
Seltos	16,771	0		46,280	0		6.5%	5.2%
TrailBlazer	17,268	0		34,292	0		6.7%	3.9%
Trax	26,106	33,039	-21.0%	106,299	116,816	-9.0%	10.1%	12.0%
Total	259,414	214,499	20.9%	888,856	840,514	5.8%		

Sales



VAN

	Q4 Sales			YTD Sales			Market Share	
	2020	2019	YOY	2020	2019	YOY	Q4-2020	YTD
Cargo Van	0	0		1	0		0.0%	0.0%
City Express	0	1	-100.0%	0	139	-100.0%	0.0%	0.0%
E-Series	11,815	12,837	-8.0%	37,001	45,063	-17.9%	4.6%	4.2%
Express	17,941	16,652	7.7%	55,131	77,457	-28.8%	6.9%	6.2%
Metris	689	2,444	-71.8%	9,880	7,956	24.2%	0.3%	1.1%
NV	4,871	4,346	12.1%	15,247	20,022	-23.8%	1.9%	1.7%
NV200	4,374	4,457	-1.9%	17,126	18,768	-8.7%	1.7%	1.9%
ProMaster	17,060	15,108	12.9%	50,556	56,409	-10.4%	6.6%	5.7%
ProMaster City	2,971	2,968	0.1%	10,409	12,920	-19.4%	1.1%	1.2%
Savana	3,099	3,136	-1.2%	15,108	24,226	-37.6%	1.2%	1.7%
Sprinter	16,539	10,346	59.9%	41,119	33,679	22.1%	6.4%	4.6%
Transit	37,886	36,885	2.7%	131,556	153,868	-14.5%	14.6%	14.8%
Transit Connect	9,355	10,208	-8.4%	34,596	41,598	-16.8%	3.6%	3.9%
Total	126,600	119,388	6.0%	417,730	492,105	-15.1%		

Sales

