



Kelley Blue Book
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QUARTERLY LIGHT-VEHICLE SALES REPORT — Q3 2021 —

New-Car Sales

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

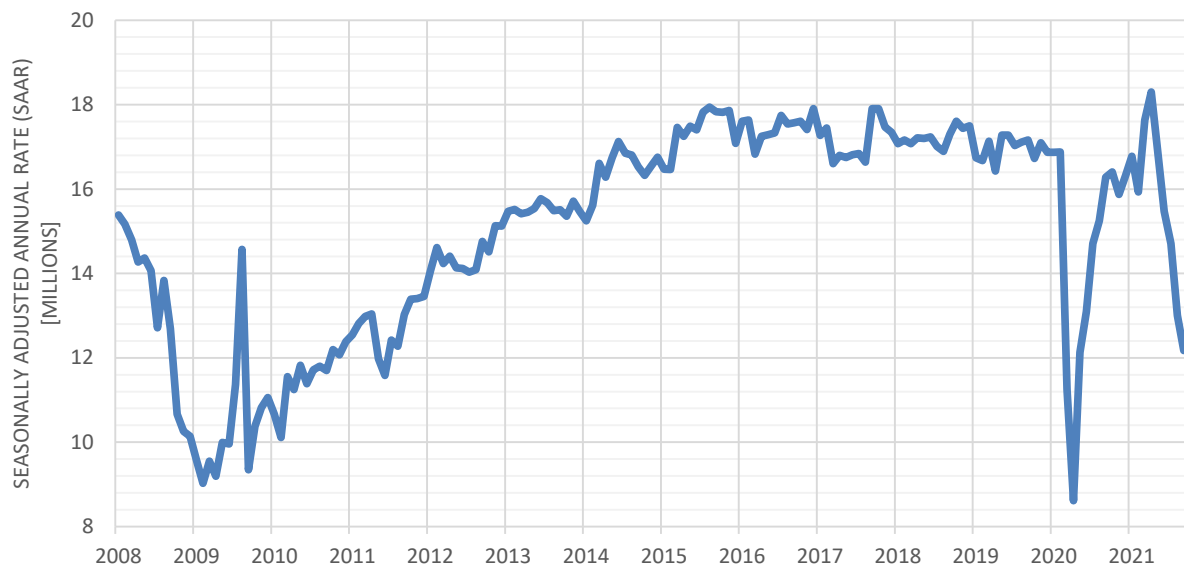
BRAND SUMMARY

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Acura	38,555	39,664	-2.8%	126,939	95,653	32.7%	1.1%	1.1%
Alfa Romeo	4,529	5,056	-10.4%	14,193	12,493	13.6%	0.1%	0.1%
Audi	41,019	47,893	-14.4%	162,854	124,103	31.2%	1.2%	1.4%
BMW	75,619	69,570	8.7%	243,613	179,982	35.4%	2.2%	2.1%
Bentley	992	385	157.7%	2,482	1,114	122.8%	0.0%	0.0%
Buick	39,299	49,163	-20.1%	151,010	118,553	27.4%	1.2%	1.3%
Cadillac	22,519	32,965	-31.7%	95,925	86,586	10.8%	0.7%	0.8%
Chevrolet	284,045	447,268	-36.5%	1,137,766	1,209,479	-5.9%	8.4%	9.7%
Chrysler	15,502	31,870	-51.4%	74,139	75,850	-2.3%	0.5%	0.6%
Dodge	49,059	71,936	-31.8%	175,361	204,350	-14.2%	1.4%	1.5%
Ferrari	625	420	48.8%	1,818	1,421	27.9%	0.0%	0.0%
Fiat	401	1,102	-63.6%	2,107	3,569	-41.0%	0.0%	0.0%
Ford	380,606	521,580	-27.0%	1,321,653	1,421,669	-7.0%	11.2%	11.2%
GMC	97,254	132,747	-26.7%	381,518	353,221	8.0%	2.9%	3.2%
Genesis	15,022	3,745	301.1%	34,320	11,285	204.1%	0.4%	0.3%
Honda	307,359	348,769	-11.9%	1,052,485	885,066	18.9%	9.1%	9.0%
Hyundai	178,500	170,828	4.5%	585,635	443,425	32.1%	5.3%	5.0%
Infiniti	10,666	17,367	-38.6%	47,603	59,020	-19.3%	0.3%	0.4%
Jaguar	2,653	4,717	-43.8%	12,374	14,727	-16.0%	0.1%	0.1%
Jeep	196,686	222,212	-11.5%	604,670	581,598	4.0%	5.8%	5.1%
Kia	177,014	165,013	7.3%	555,525	428,350	29.7%	5.2%	4.7%
Lamborghini	629	601	4.7%	1,884	1,548	21.7%	0.0%	0.0%
Land Rover	16,411	18,058	-9.1%	62,905	52,327	20.2%	0.5%	0.5%
Lexus	81,093	75,285	7.7%	238,806	182,086	31.2%	2.4%	2.0%
Lincoln	17,038	27,554	-38.2%	65,962	74,396	-11.3%	0.5%	0.6%
MINI	6,445	9,064	-28.9%	22,070	19,589	12.7%	0.2%	0.2%
Maserati	1,769	1,343	31.7%	5,361	3,979	34.7%	0.1%	0.0%
Mazda	84,046	74,411	12.9%	273,213	203,280	34.4%	2.5%	2.3%
Mercedes-Benz	63,747	85,122	-25.1%	246,105	230,609	6.7%	1.9%	2.1%
Mitsubishi	23,799	24,857	-4.3%	77,176	72,617	6.3%	0.7%	0.7%
Nissan	188,289	203,783	-7.6%	735,053	597,064	23.1%	5.5%	6.3%
Polestar	825	0	0.0%	1,091	0	0.0%	0.0%	0.0%
Porsche	15,289	15,548	-1.7%	51,615	39,734	29.9%	0.5%	0.4%
Ram	144,740	175,175	-17.4%	495,410	443,345	11.7%	4.3%	4.2%
Rolls Royce	414	343	20.7%	1,053	779	35.2%	0.0%	0.0%
Subaru	141,552	169,446	-16.5%	462,802	436,560	6.0%	4.2%	3.9%
Tesla	75,509	55,700	35.6%	221,039	137,400	60.9%	2.2%	1.9%
Toyota	484,912	483,164	0.4%	1,619,078	1,270,139	27.5%	14.3%	13.8%
Volkswagen	79,321	86,446	-8.2%	290,694	231,454	25.6%	2.3%	2.5%
Volvo	31,611	30,349	4.2%	95,365	73,604	29.6%	0.9%	0.8%
Total	3,395,397	3,920,519	-13.4%	11,750,748	10,382,024	13.2%		

MANUFACTURER SUMMARY

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
American Honda	345,914	388,433	-10.9%	1,179,424	980,719	20.3%	10.2%	10.0%
BMW Group	82,064	78,634	4.4%	265,683	199,571	33.1%	2.4%	2.3%
Daimler	63,747	85,122	-25.1%	246,105	230,609	6.7%	1.9%	2.1%
Stellantis	410,917	507,351	-19.0%	1,365,880	1,321,205	3.4%	12.1%	11.6%
Ford Motor Co	397,644	549,134	-27.6%	1,387,615	1,496,065	-7.2%	11.7%	11.8%
GM	443,117	662,143	-33.1%	1,766,219	1,767,839	-0.1%	13.1%	15.0%
Hyundai Kia	370,536	339,586	9.1%	1,175,480	883,060	33.1%	10.9%	10.0%
Mazda	84,046	74,411	12.9%	273,213	203,280	34.4%	2.5%	2.3%
Mitsubishi	23,799	24,857	-4.3%	77,176	72,617	6.3%	0.7%	0.7%
Nissan NA	198,955	221,150	-10.0%	782,656	656,084	19.3%	5.9%	6.7%
Subaru	141,552	169,446	-16.5%	462,802	436,560	6.0%	4.2%	3.9%
Tata	19,064	22,775	-16.3%	75,279	67,054	12.3%	0.6%	0.6%
Tesla Motors	75,509	55,700	35.6%	221,039	137,400	60.9%	2.2%	1.9%
Toyota Motor Co	566,005	558,449	1.4%	1,857,884	1,452,225	27.9%	16.7%	15.8%
VW	135,629	149,887	-9.5%	505,163	395,291	27.8%	4.0%	4.3%
Volvo NA	32,436	30,349	6.9%	96,456	73,604	31.0%	1.0%	0.8%
Total	3,395,397	3,920,519	-13.4%	11,750,748	10,382,024	13.2%		

MONTHLY INDUSTRY SAAR



Source: bea.gov

SEGMENT SUMMARY

	Q3 Sales		YTD Sales		Market Share	
	2021	YOY	2021	YOY	Q3-2021	YTD
Compact Car	268,487	-3.8%	921,197	18.6%	7.9%	7.8%
Compact SUV/Crossover	487,040	-26.0%	1,837,721	5.4%	14.3%	15.6%
Electric Vehicle	98,549	44.1%	305,324	82.9%	2.9%	2.6%
Entry-level Luxury Car	83,290	-12.1%	286,713	12.7%	2.5%	2.4%
Full-size Car	37,245	-12.9%	120,921	6.4%	1.1%	1.0%
Full-size Pickup Truck	494,277	-21.1%	1,655,840	-1.0%	14.6%	14.1%
Full-size SUV/Crossover	73,577	4.0%	258,094	31.5%	2.2%	2.2%
High Performance Car	12,926	35.6%	36,810	54.7%	0.4%	0.3%
High-end Luxury Car	13,605	33.5%	31,514	9.9%	0.4%	0.3%
Hybrid/Alternative Energy Car	32,028	17.9%	107,432	52.5%	0.9%	0.9%
Luxury Car	10,491	-51.8%	52,306	-15.5%	0.3%	0.4%
Luxury Compact SUV/Crossover	126,659	-2.2%	420,462	26.8%	3.7%	3.6%
Luxury Full-size SUV/Crossover	23,154	13.5%	89,304	30.6%	0.7%	0.8%
Luxury Mid-size SUV/Crossover	151,678	-5.1%	528,529	29.3%	4.5%	4.5%
Luxury Subcompact SUV/Crossover	27,527	-17.4%	95,949	19.6%	0.8%	0.8%
Mid-size Car	200,223	-28.3%	737,508	-4.4%	5.9%	6.3%
Mid-size Pickup Truck	134,688	-15.3%	483,251	12.6%	4.0%	4.1%
Mid-size SUV/Crossover	617,235	-7.2%	2,035,975	16.1%	18.2%	17.3%
Minivan	66,749	-8.7%	234,245	17.7%	2.0%	2.0%
Super Luxury/Exotic	4,462	44.3%	12,673	43.3%	0.1%	0.1%
Sports Car	41,349	-20.3%	145,468	-0.9%	1.2%	1.2%
Subcompact Car	33,892	-41.6%	155,644	-0.3%	1.0%	1.3%
Subcompact SUV/Crossover	270,010	5.0%	903,646	43.6%	8.0%	7.7%
Van	86,256	-29.2%	294,222	1.1%	2.5%	2.5%
Total	3,395,397	-13.4%	11,750,748	13.2%		

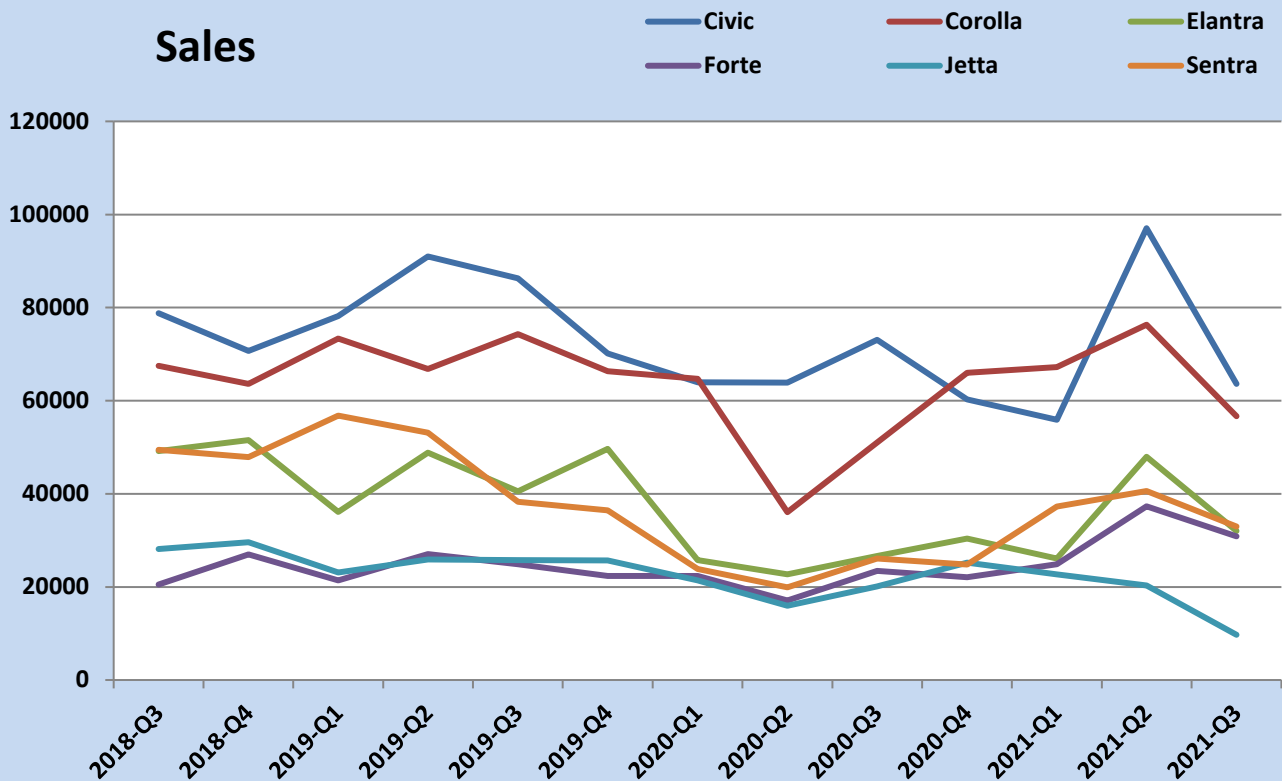
	Q3 Sales		YTD Sales		Market Share	
	2021	YOY	2021	YOY	Q3-2021	YTD
Car	836,547	-11.6%	2,913,510	12.9%	24.6%	24.8%
SUV	1,776,880	-10.9%	6,169,680	18.4%	52.3%	52.5%
Truck	628,965	-19.9%	2,139,091	1.8%	18.5%	18.2%
Van	153,005	-21.5%	528,467	7.8%	4.5%	4.5%
Total	3,395,397	-13.4%	11,750,748	13.2%		

	Q3 Sales		YTD Sales		Market Share	
	2021	YOY	2021	YOY	Q3-2021	YTD
Luxury	551,404	-4.6%	1,871,719	25.4%	16.2%	15.9%
Non-Luxury	2,839,530	-15.0%	9,866,355	11.1%	83.6%	84.0%
Total	3,395,397	-13.4%	11,750,748	13.2%		

COMPACT CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
500L	24	138	-82.6%	177	392	-54.8%	0.0%	0.0%
Beetle	2	129	-98.5%	11	2,461	-99.6%	0.0%	0.0%
Civic	63,619	73,083	-13.0%	216,575	200,941	7.8%	23.7%	23.5%
Corolla	56,687	50,996	11.2%	200,225	151,717	32.0%	21.1%	21.7%
Corolla Hatchback	5,509	5,616	-1.9%	17,502	14,496	20.7%	2.1%	1.9%
Cruze	0	72	-100.0%	57	754	-92.4%	0.0%	0.0%
Dart	3	1	200.0%	5	6	-16.7%	0.0%	0.0%
Elantra	32,049	26,653	20.2%	106,106	75,103	41.3%	11.9%	11.5%
Forte	30,867	23,467	31.5%	93,026	62,911	47.9%	11.5%	10.1%
Golf	466	6,679	-93.0%	8,444	21,056	-59.9%	0.2%	0.9%
Impreza	5,658	13,535	-58.2%	22,823	32,155	-29.0%	2.1%	2.5%
Jetta	9,712	20,116	-51.7%	52,721	57,480	-8.3%	3.6%	5.7%
Mazda3	8,985	8,941	0.5%	30,619	25,169	21.7%	3.3%	3.3%
Sentra	32,962	26,086	26.4%	110,821	69,873	58.6%	12.3%	12.0%
Soul	21,565	21,290	1.3%	60,345	55,331	9.1%	8.0%	6.6%
Veloster	379	2,298	-83.5%	1,740	6,585	-73.6%	0.1%	0.2%
Total	268,487	279,100	-3.8%	921,197	776,430	18.6%		

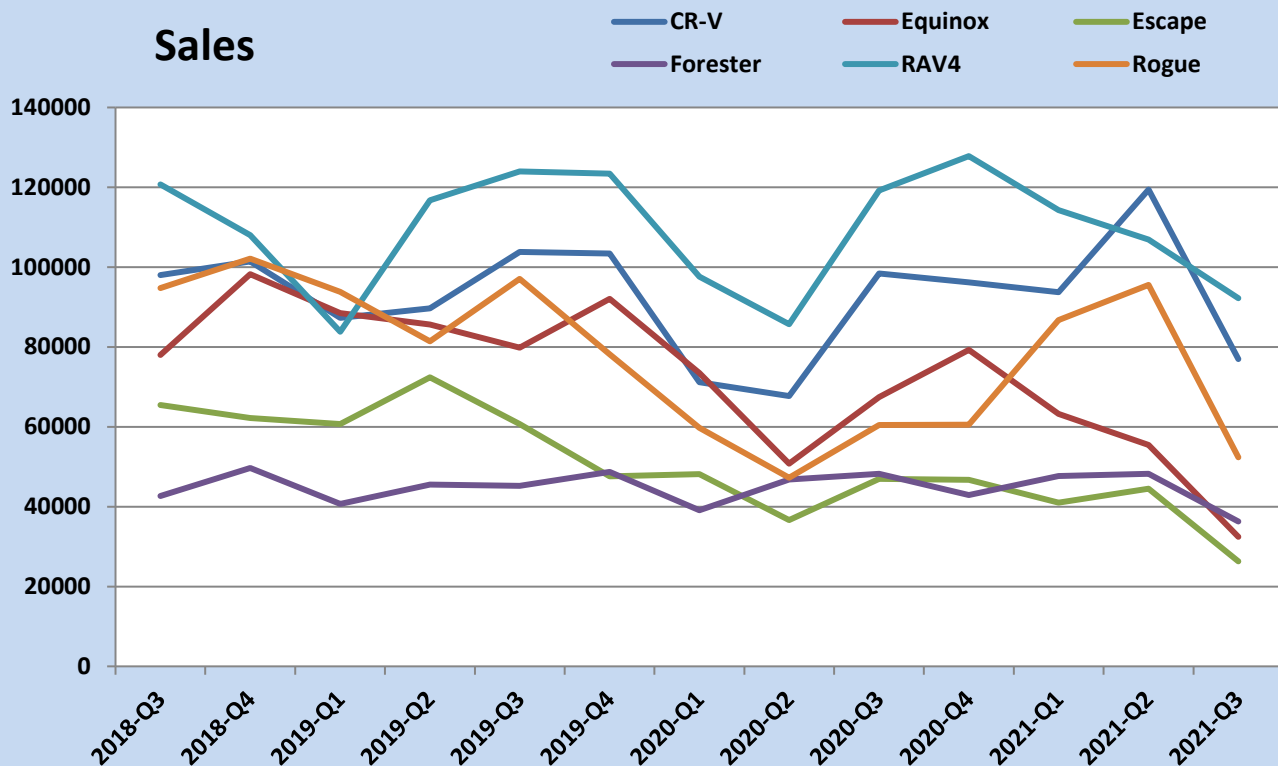
Sales



COMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
CR-V	76,941	98,436	-21.8%	290,140	237,334	22.3%	15.8%	15.8%
CX-5	44,722	39,205	14.1%	137,343	104,277	31.7%	9.2%	7.5%
Cherokee	11,592	40,981	-71.7%	78,750	97,919	-19.6%	2.4%	4.3%
Compass	23,875	29,588	-19.3%	58,029	77,809	-25.4%	4.9%	3.2%
Eclipse Cross	2,583	2,429	6.3%	6,941	8,775	-20.9%	0.5%	0.4%
Equinox	32,444	67,476	-51.9%	151,110	191,727	-21.2%	6.7%	8.2%
Escape	26,299	46,956	-44.0%	111,791	131,753	-15.2%	5.4%	6.1%
Forester	36,289	48,222	-24.7%	132,254	134,082	-1.4%	7.5%	7.2%
Patriot	3	1	200.0%	7	2	250.0%	0.0%	0.0%
RAV4	92,252	119,214	-22.6%	313,447	302,574	3.6%	18.9%	17.1%
Rogue	52,358	60,436	-13.4%	234,647	167,401	40.2%	10.8%	12.8%
Sportage	25,404	22,782	11.5%	78,778	62,400	26.2%	5.2%	4.3%
Terrain	9,901	21,313	-53.5%	43,434	60,544	-28.3%	2.0%	2.4%
Tiguan	19,847	28,084	-29.3%	85,003	75,579	12.5%	4.1%	4.6%
Tucson	32,530	33,198	-2.0%	116,047	91,139	27.3%	6.7%	6.3%
Total	487,040	658,321	-26.0%	1,837,721	1,743,315	5.4%		

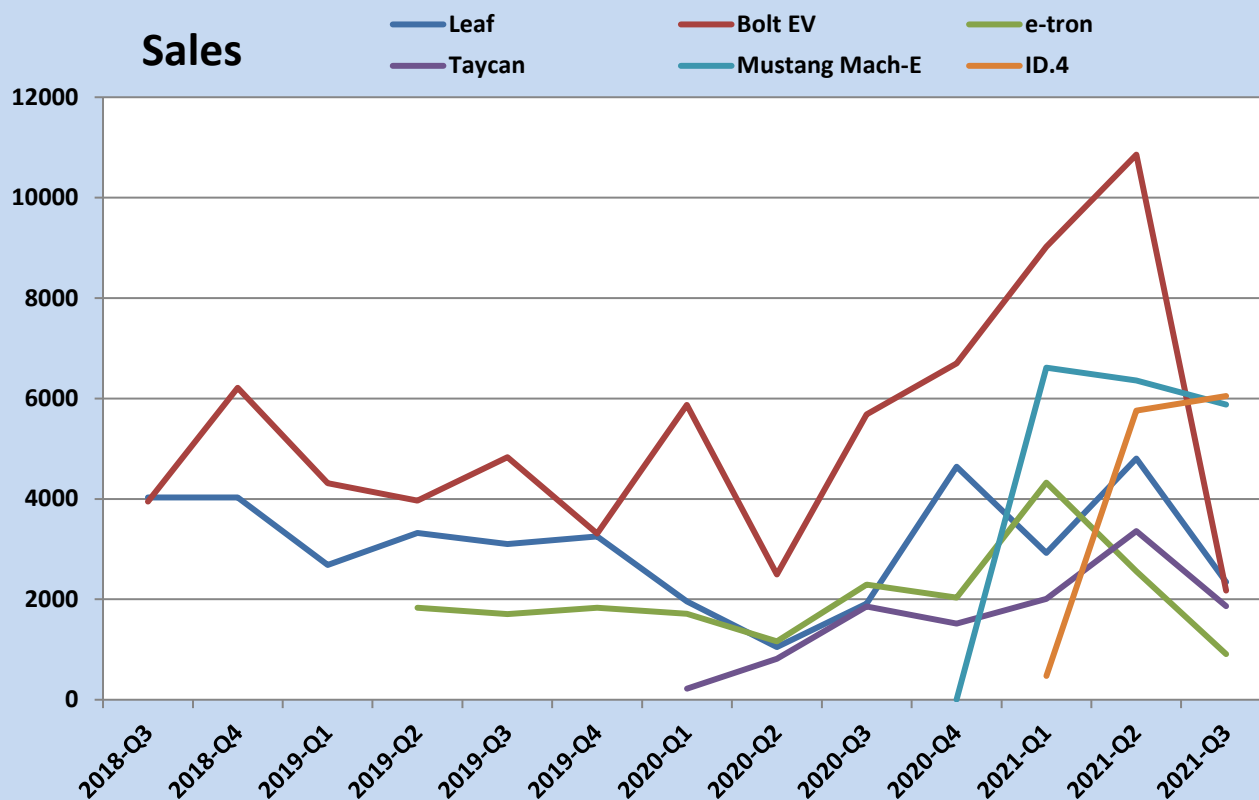
Sales



ELECTRIC VEHICLE

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	Q3-2021	YOY	Q3-2021	YTD
Bolt EUV	2,341	0	0.0%	2,747	0	0.0%	2.4%	0.9%
Bolt EV	2,174	5,682	-61.7%	22,056	14,053	56.9%	2.2%	7.2%
I-Pace	229	299	-23.4%	884	1,453	-39.2%	0.2%	0.3%
ID.4	6,049	0	0.0%	12,279	0	0.0%	6.1%	4.0%
Leaf	2,345	1,916	22.4%	10,074	4,923	104.6%	2.4%	3.3%
Model 3	27,182	27,200	-0.1%	74,562	95,500	-21.9%	27.6%	24.4%
Model S	3,021	1,850	63.3%	12,396	8,800	40.9%	3.1%	4.1%
Model X	3,776	1,250	202.1%	15,974	6,700	138.4%	3.8%	5.2%
Model Y	41,530	25,400	63.5%	118,107	26,400	347.4%	42.1%	38.7%
Mustang Mach-E	5,880	0	0.0%	18,855	0	0.0%	6.0%	6.2%
Polestar1	2	0	0.0%	9	0	0.0%	0.0%	0.0%
Polestar2	823	0	0.0%	1,082	0	0.0%	0.8%	0.4%
Taycan	1,861	1,858	0.2%	7,228	2,897	149.5%	1.9%	2.4%
e-tron	909	2,296	-60.4%	7,793	5,168	50.8%	0.9%	2.6%
i3	426	616	-30.8%	1,277	1,063	20.1%	0.4%	0.4%
Total	98,549	68,367	44.1%	305,324	166,957	82.9%		

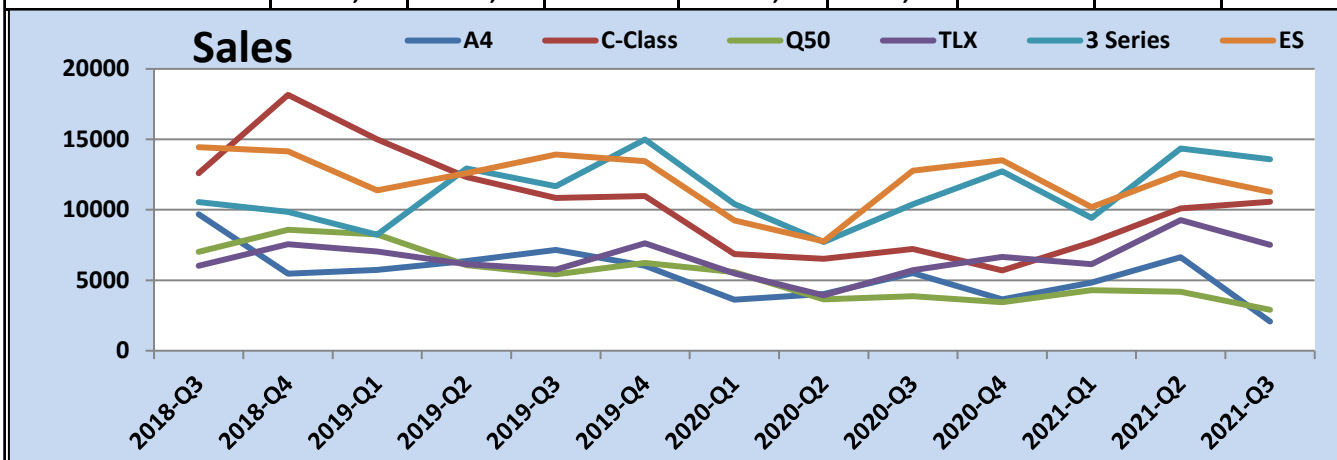
Sales



*Segment total includes estimates for Tesla

ENTRY-LEVEL LUXURY CAR

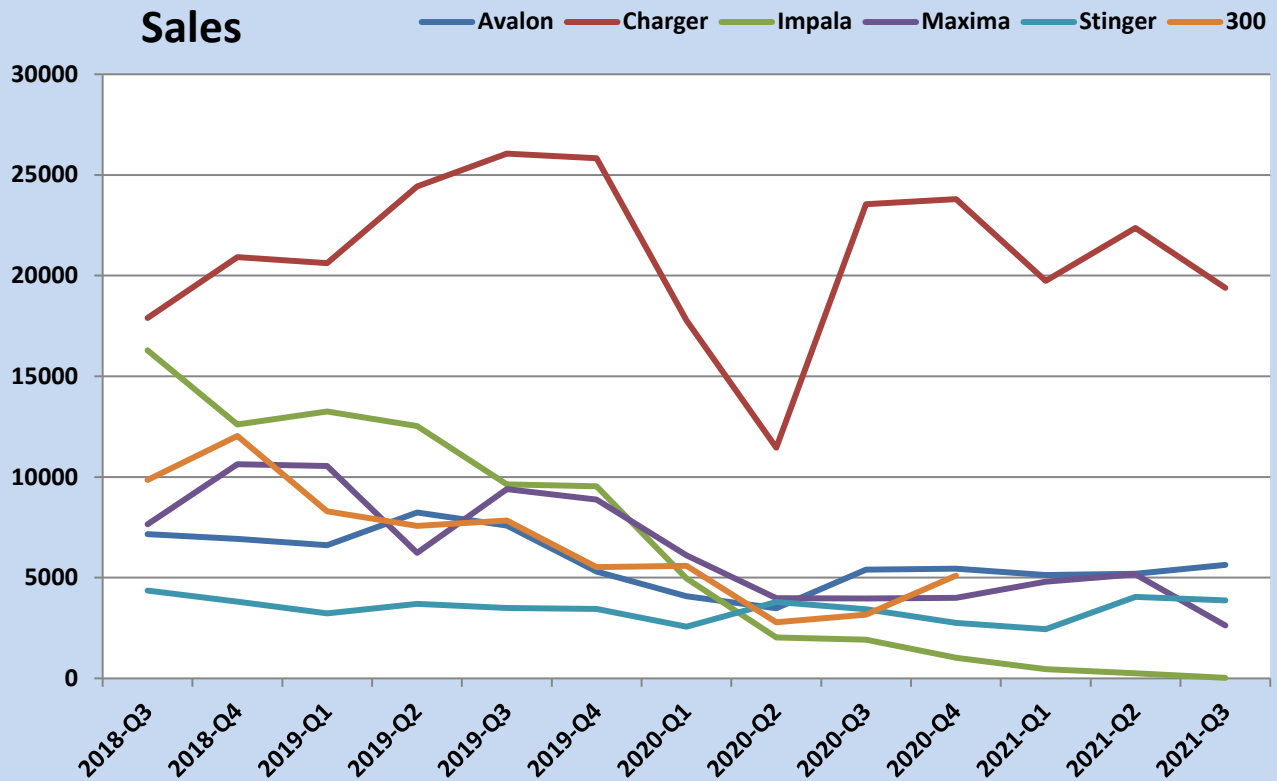
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
1/2 Series	3,211	4,191	-23.4%	12,551	9,768	28.5%	3.9%	4.4%
3 Series	13,591	10,394	30.8%	37,367	28,527	31.0%	16.3%	13.0%
4 Series	3,772	1,676	125.1%	16,305	5,633	189.5%	4.5%	5.7%
60 Series	3,042	5,677	-46.4%	10,412	12,415	-16.1%	3.7%	3.6%
A-Class	1,136	3,931	-71.1%	7,049	11,731	-39.9%	1.4%	2.5%
A3	75	2,555	-97.1%	1,405	6,694	-79.0%	0.1%	0.5%
A4	2,071	5,518	-62.5%	13,536	13,162	2.8%	2.5%	4.7%
A5	3,182	3,718	-14.4%	14,477	14,029	3.2%	3.8%	5.0%
ATS	0	17	-100.0%	17	110	-84.5%	0.0%	0.0%
C-Class	10,569	7,215	46.5%	28,364	20,597	37.7%	12.7%	9.9%
CLA	707	2,250	-68.6%	5,403	8,461	-36.1%	0.8%	1.9%
CT4	927	1,536	-39.6%	5,857	2,168	170.2%	1.1%	2.0%
CT5	811	4,001	-79.7%	7,636	9,576	-20.3%	1.0%	2.7%
Cascada	0	1	-100.0%	7	12	-41.7%	0.0%	0.0%
ES	11,261	12,775	-11.9%	34,053	29,784	14.3%	13.5%	11.9%
G70	2,930	2,732	7.2%	7,719	7,124	8.4%	3.5%	2.7%
G80	1,605	601	167.1%	4,597	2,602	76.7%	1.9%	1.6%
Genesis	0	0	0.0%	0	0	0.0%	0.0%	0.0%
Giulia	1,830	2,192	-16.5%	6,114	5,643	8.3%	2.2%	2.1%
ILX	3,397	3,938	-13.7%	11,630	9,333	24.6%	4.1%	4.1%
IS	6,767	3,629	86.5%	20,160	8,721	131.2%	8.1%	7.0%
LaCrosse	0	7	-100.0%	18	216	-91.7%	0.0%	0.0%
MKZ	32	3,666	-99.1%	1,665	10,133	-83.6%	0.0%	0.6%
Q50	2,902	3,868	-25.0%	11,384	13,086	-13.0%	3.5%	4.0%
Q60	676	589	14.8%	2,202	2,286	-3.7%	0.8%	0.8%
RC	1,018	1,102	-7.6%	2,720	2,639	3.1%	1.2%	0.9%
Regal	2	401	-99.5%	39	2,425	-98.4%	0.0%	0.0%
TLX	7,520	5,707	31.8%	22,932	15,121	51.7%	9.0%	8.0%
XE	3	464	-99.4%	105	1,256	-91.6%	0.0%	0.0%
allroad	253	440	-42.5%	989	1,160	-14.7%	0.3%	0.3%
Total	83,290	94,791	-12.1%	286,713	254,412	12.7%		



FULL-SIZE CAR

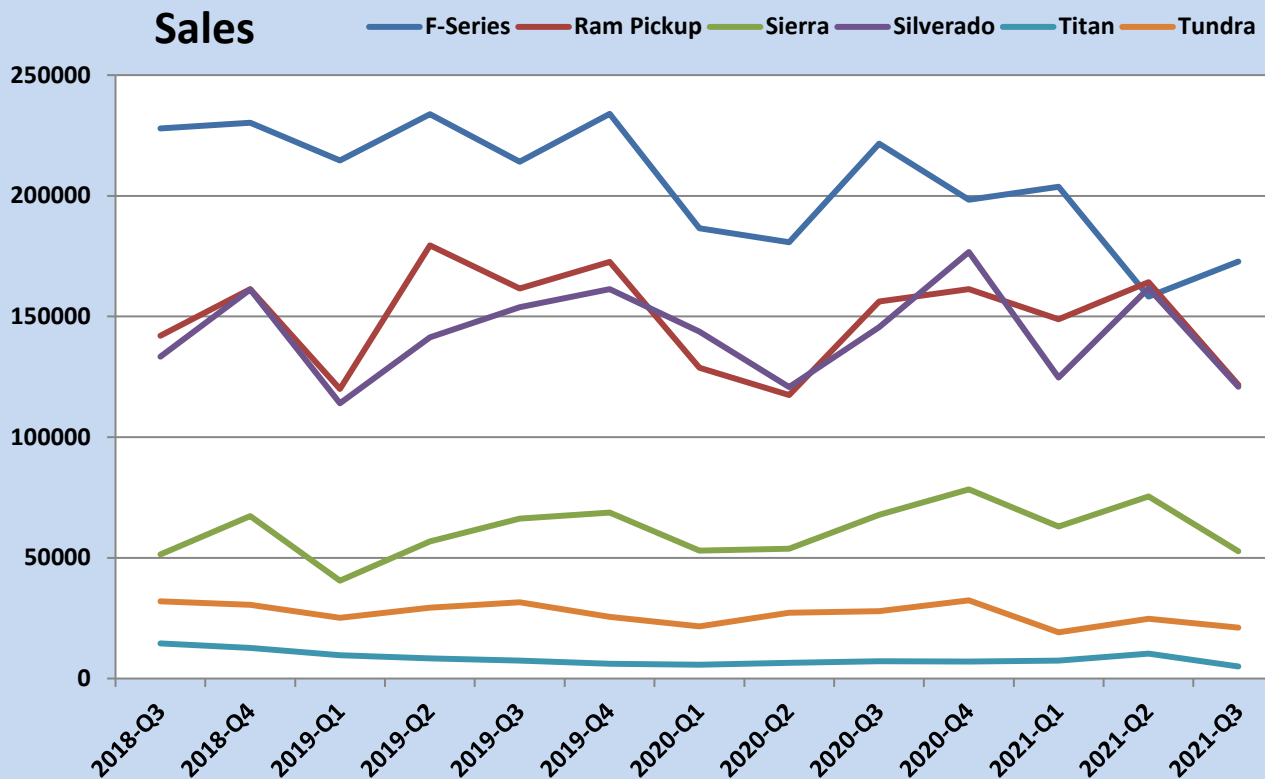
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
300	3,569	3,170	12.6%	14,631	11,553	26.6%	9.6%	12.1%
Arteon	2,084	1,056	97.3%	4,865	2,641	84.2%	5.6%	4.0%
Avalon	5,639	5,408	4.3%	15,967	12,971	23.1%	15.1%	13.2%
Cadenza	24	252	-90.5%	249	922	-73.0%	0.1%	0.2%
Charger	19,395	23,547	-17.6%	61,498	52,774	16.5%	52.1%	50.9%
Impala	27	1,916	-98.6%	741	8,914	-91.7%	0.1%	0.6%
Maxima	2,628	3,969	-33.8%	12,593	14,055	-10.4%	7.1%	10.4%
Stinger	3,879	3,441	12.7%	10,377	9,792	6.0%	10.4%	8.6%
Total	37,245	42,759	-12.9%	120,921	113,622	6.4%		

Sales



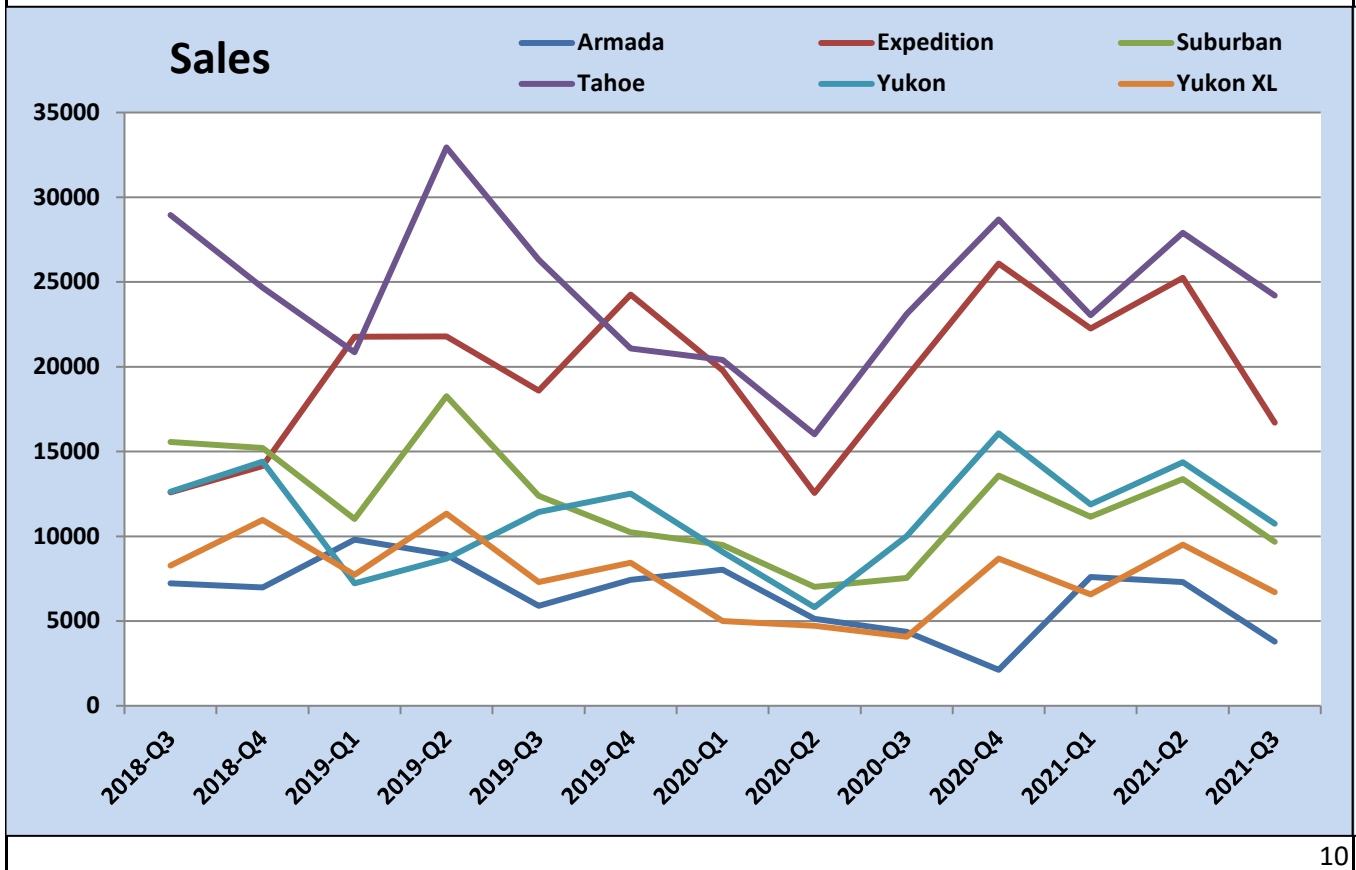
FULL-SIZE PICKUP TRUCK

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
F-Series	172,799	221,647	-22.0%	534,831	589,034	-9.2%	35.0%	32.3%
Ram Pickup	121,704	156,157	-22.1%	434,772	402,410	8.0%	24.6%	26.3%
Sierra	52,774	67,812	-22.2%	191,186	174,645	9.5%	10.7%	11.5%
Silverado	120,856	145,525	-17.0%	407,266	409,967	-0.7%	24.5%	24.6%
Titan	4,996	7,207	-30.7%	22,772	19,403	17.4%	1.0%	1.4%
Tundra	21,148	27,934	-24.3%	65,013	76,814	-15.4%	4.3%	3.9%
Total	494,277	626,282	-21.1%	1,655,840	1,672,273	-1.0%		



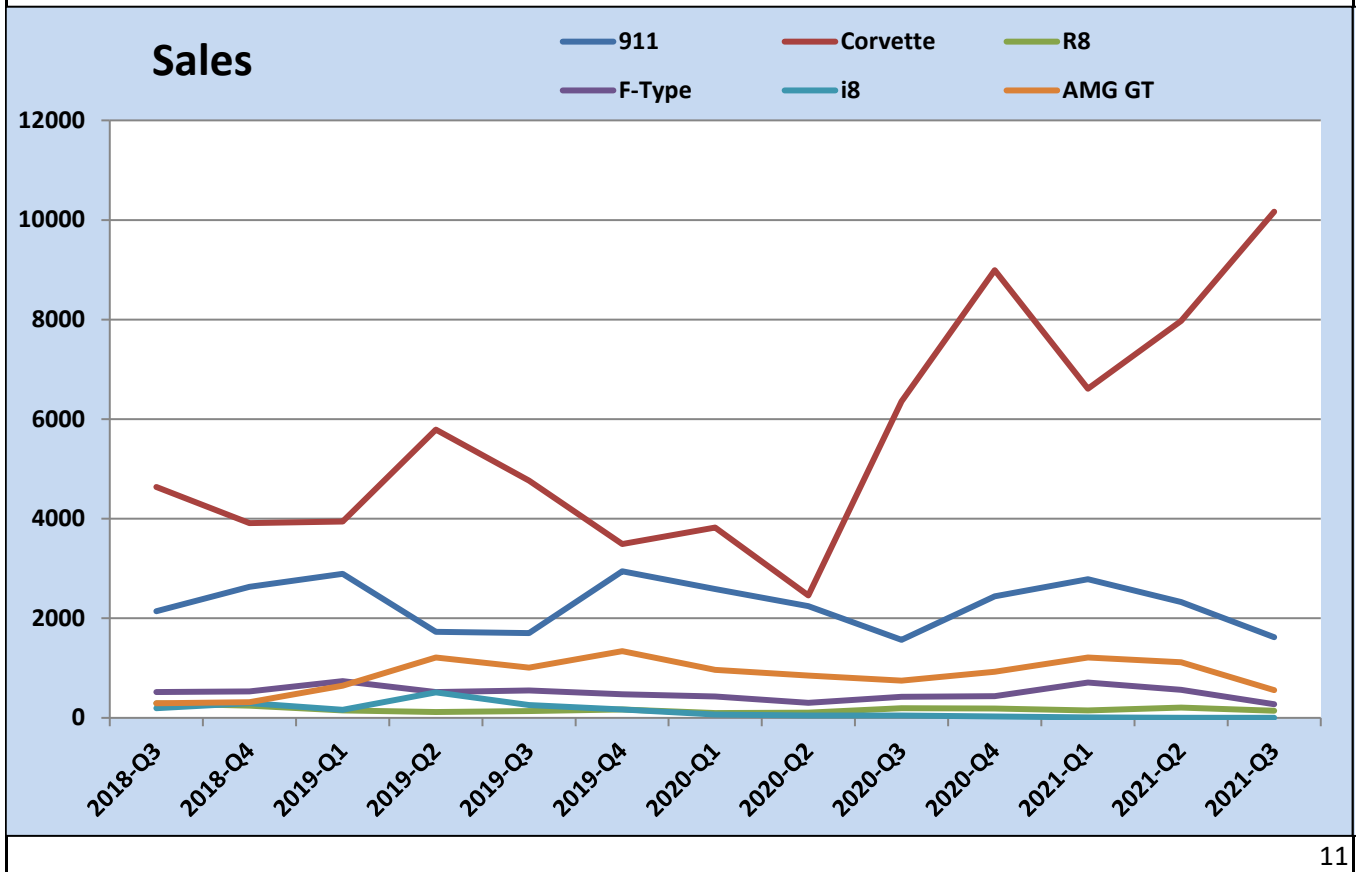
FULL-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Armada	3,790	4,366	-13.2%	18,684	17,520	6.6%	5.2%	7.2%
Expedition	16,696	19,402	-13.9%	64,204	51,747	24.1%	22.7%	24.9%
Sequoia	1,773	2,205	-19.6%	6,111	4,733	29.1%	2.4%	2.4%
Suburban	9,667	7,548	28.1%	34,183	24,059	42.1%	13.1%	13.2%
Tahoe	24,202	23,121	4.7%	75,148	59,540	26.2%	32.9%	29.1%
Wagoneer	21	0	0.0%	21	0	0.0%	0.0%	0.0%
Yukon	10,733	10,002	7.3%	36,975	24,891	48.5%	14.6%	14.3%
Yukon XL	6,695	4,071	64.5%	22,768	13,790	65.1%	9.1%	8.8%
Total	73,577	70,715	4.0%	258,094	196,280	31.5%		



HIGH PERFORMANCE CAR

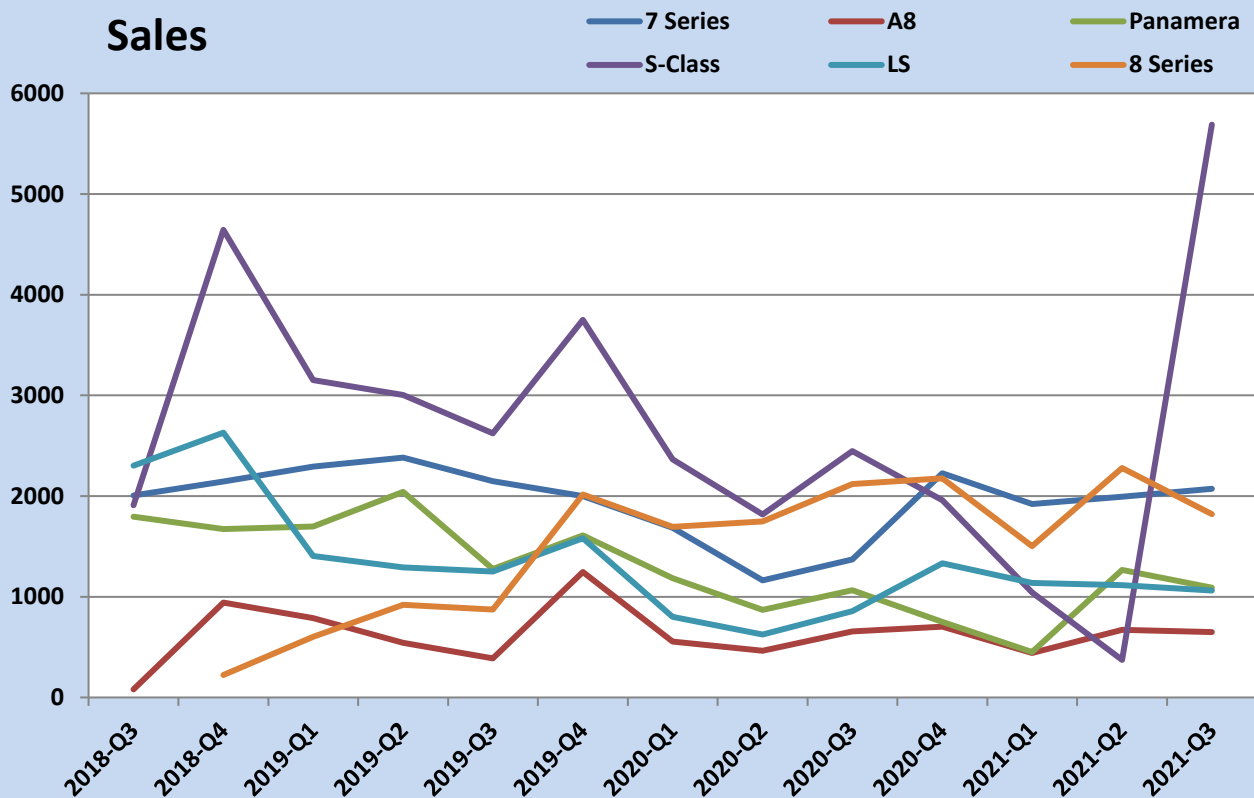
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
911	1,621	1,567	3.4%	6,729	6,402	5.1%	12.5%	18.3%
AMG GT	557	750	-25.7%	2,886	2,565	12.5%	4.3%	7.8%
Corvette	10,166	6,355	60.0%	24,748	12,634	95.9%	78.6%	67.2%
F-Type	274	424	-35.4%	1,548	1,157	33.8%	2.1%	4.2%
GT	40	50	-20.0%	103	147	-29.9%	0.3%	0.3%
GTR	68	113	-39.8%	167	241	-30.7%	0.5%	0.5%
LFA	0	1	-100.0%	1	3	-66.7%	0.0%	0.0%
NSX	58	28	107.1%	118	83	42.2%	0.4%	0.3%
R8	140	196	-28.6%	496	395	25.6%	1.1%	1.3%
Viper	0	2	-100.0%	2	2	0.0%	0.0%	0.0%
i8	2	47	-95.7%	12	160	-92.5%	0.0%	0.0%
Total	12,926	9,533	35.6%	36,810	23,791	54.7%		



HIGH-END LUXURY CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
7 Series	2,072	1,369	51.4%	5,987	4,217	42.0%	15.2%	19.0%
8 Series	1,820	2,119	-14.1%	5,601	5,560	0.7%	13.4%	17.8%
A8	649	656	-1.1%	1,762	1,673	5.3%	4.8%	5.6%
CLS-Class	387	712	-45.6%	2,071	2,242	-7.6%	2.8%	6.6%
LC	797	327	143.7%	2,372	742	219.7%	5.9%	7.5%
LS	1,061	857	23.8%	3,312	2,283	45.1%	7.8%	10.5%
Panamera	1,090	1,064	2.4%	2,806	3,119	-10.0%	8.0%	8.9%
S-Class	5,689	2,447	132.5%	7,105	6,630	7.2%	41.8%	22.5%
SL	40	555	-92.8%	484	1,350	-64.1%	0.3%	1.5%
XJ	0	84	-100.0%	14	866	-98.4%	0.0%	0.0%
Total	13,605	10,190	33.5%	31,514	28,682	9.9%		

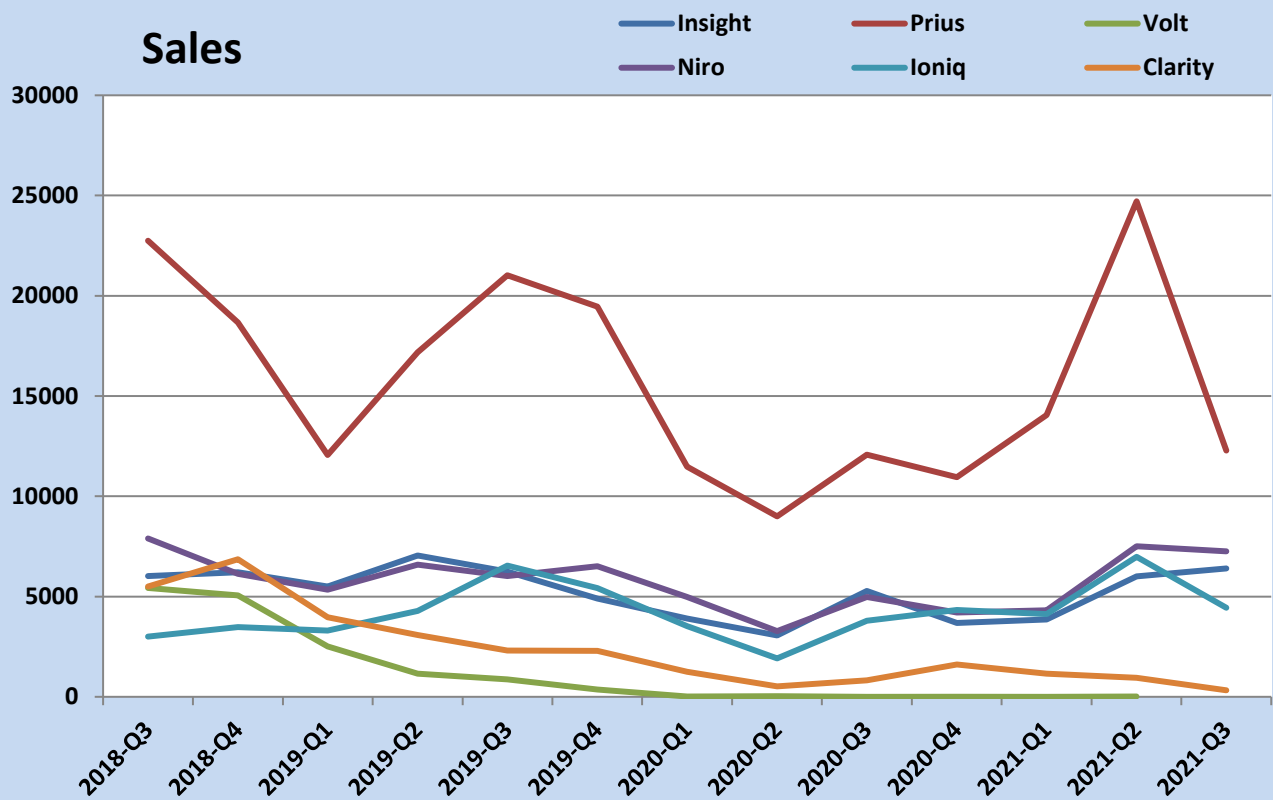
Sales



HYBRID/ALTERNATIVE ENERGY CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Clarity	325	818	-60.3%	2,428	2,598	-6.5%	1.0%	2.3%
Insight	6,400	5,280	21.2%	16,267	12,244	32.9%	20.0%	15.1%
Ioniq	4,449	3,801	17.0%	15,556	9,239	68.4%	13.9%	14.5%
Maverick	506	0	0.0%	506	0	0.0%	1.6%	0.5%
Mirai	671	132	408.3%	2,268	341	565.1%	2.1%	2.1%
Nexo	148	62	138.7%	282	138	104.3%	0.5%	0.3%
Niro	7,254	4,980	45.7%	19,071	13,232	44.1%	22.6%	17.8%
Prius	12,275	12,083	1.6%	51,038	32,566	56.7%	38.3%	47.5%
Volt	0	5	-100.0%	16	67	-76.1%	0.0%	0.0%
Total	32,028	27,161	17.9%	107,432	70,426	52.5%		

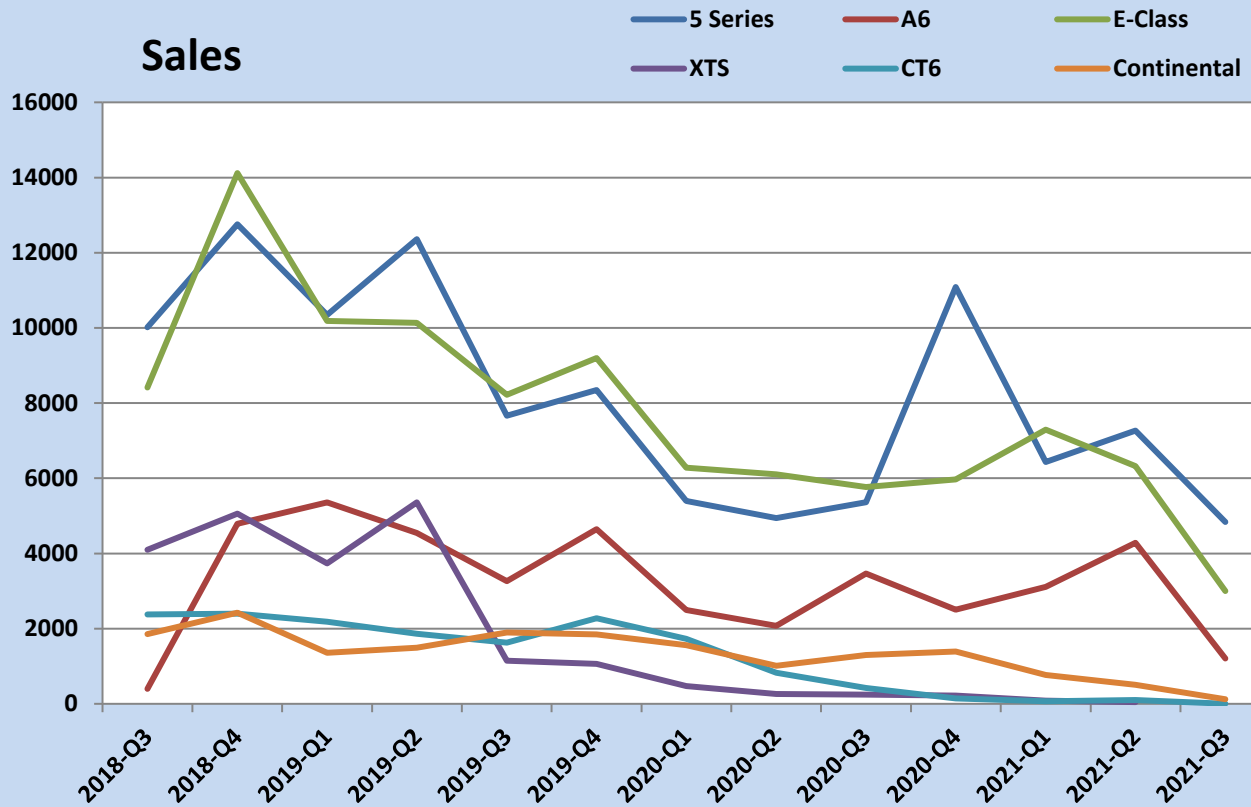
Sales



LUXURY CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
5 Series	4,837	5,363	-9.8%	18,538	15,698	18.1%	46.1%	35.4%
6 Series	5	27	-81.5%	53	144	-63.2%	0.0%	0.1%
90 Series	239	1,726	-86.2%	1,183	2,612	-54.7%	2.3%	2.3%
A6	1,203	3,467	-65.3%	8,595	8,035	7.0%	11.5%	16.4%
A7	459	749	-38.7%	2,770	1,993	39.0%	4.4%	5.3%
CT6	2	422	-99.5%	173	2,972	-94.2%	0.0%	0.3%
CTS	0	148	-100.0%	162	476	-66.0%	0.0%	0.3%
Continental	122	1,297	-90.6%	1,395	3,872	-64.0%	1.2%	2.7%
E-Class	3,000	5,764	-48.0%	16,621	18,151	-8.4%	28.6%	31.8%
G90	404	412	-1.9%	1,266	1,559	-18.8%	3.9%	2.4%
GS	5	861	-99.4%	75	2,164	-96.5%	0.0%	0.1%
K900	13	84	-84.5%	83	209	-60.3%	0.1%	0.2%
Q70	0	6	-100.0%	0	135	-100.0%	0.0%	0.0%
RLX	11	374	-97.1%	209	775	-73.0%	0.1%	0.4%
SLK/SLC	24	728	-96.7%	246	1,648	-85.1%	0.2%	0.5%
XF	167	117	42.7%	805	487	65.3%	1.6%	1.5%
XTS	0	242	-100.0%	132	979	-86.5%	0.0%	0.3%
Total	10,491	21,787	-51.8%	52,306	61,909	-15.5%		

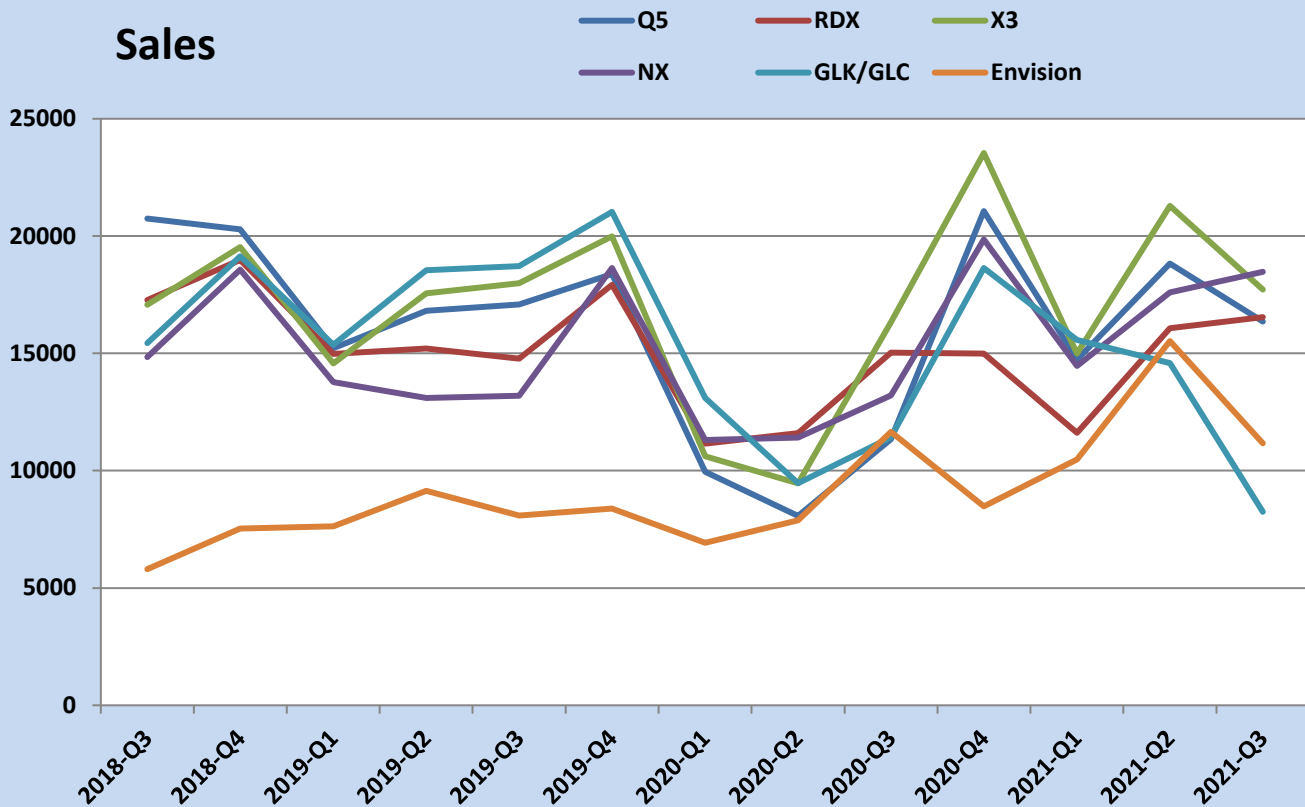
Sales



LUXURY COMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Corsair/MKC	3,498	7,044	-50.3%	17,005	18,177	-6.4%	2.8%	4.0%
Discovery Sport	1,372	2,104	-34.8%	5,316	5,777	-8.0%	1.1%	1.3%
Envision	11,162	11,655	-4.2%	37,164	26,468	40.4%	8.8%	8.8%
Evoque	939	1,884	-50.2%	5,186	6,907	-24.9%	0.7%	1.2%
F-Pace	1,612	2,288	-29.5%	7,070	6,806	3.9%	1.3%	1.7%
GLB	5,631	7,190	-21.7%	23,072	18,709	23.3%	4.4%	5.5%
GLK/GLC	8,247	11,428	-27.8%	38,396	33,988	13.0%	6.5%	9.1%
Macan	5,090	5,466	-6.9%	16,579	13,207	25.5%	4.0%	3.9%
NX	18,478	13,204	39.9%	50,544	35,929	40.7%	14.6%	12.0%
Q5	16,354	11,339	44.2%	49,920	29,370	70.0%	12.9%	11.9%
QX50	3,242	5,500	-41.1%	16,991	14,569	16.6%	2.6%	4.0%
RDX	16,546	15,038	10.0%	44,236	37,788	17.1%	13.1%	10.5%
Stelvio	2,690	2,843	-5.4%	8,003	6,758	18.4%	2.1%	1.9%
X3	17,720	16,326	8.5%	53,993	36,400	48.3%	14.0%	12.8%
X4	2,520	1,620	55.6%	6,871	4,781	43.7%	2.0%	1.6%
XC60	10,991	8,250	33.2%	31,583	20,462	54.4%	8.7%	7.5%
XT4	567	6,345	-91.1%	8,533	15,485	-44.9%	0.4%	2.0%
Total	126,659	129,524	-2.2%	420,462	331,581	26.8%		

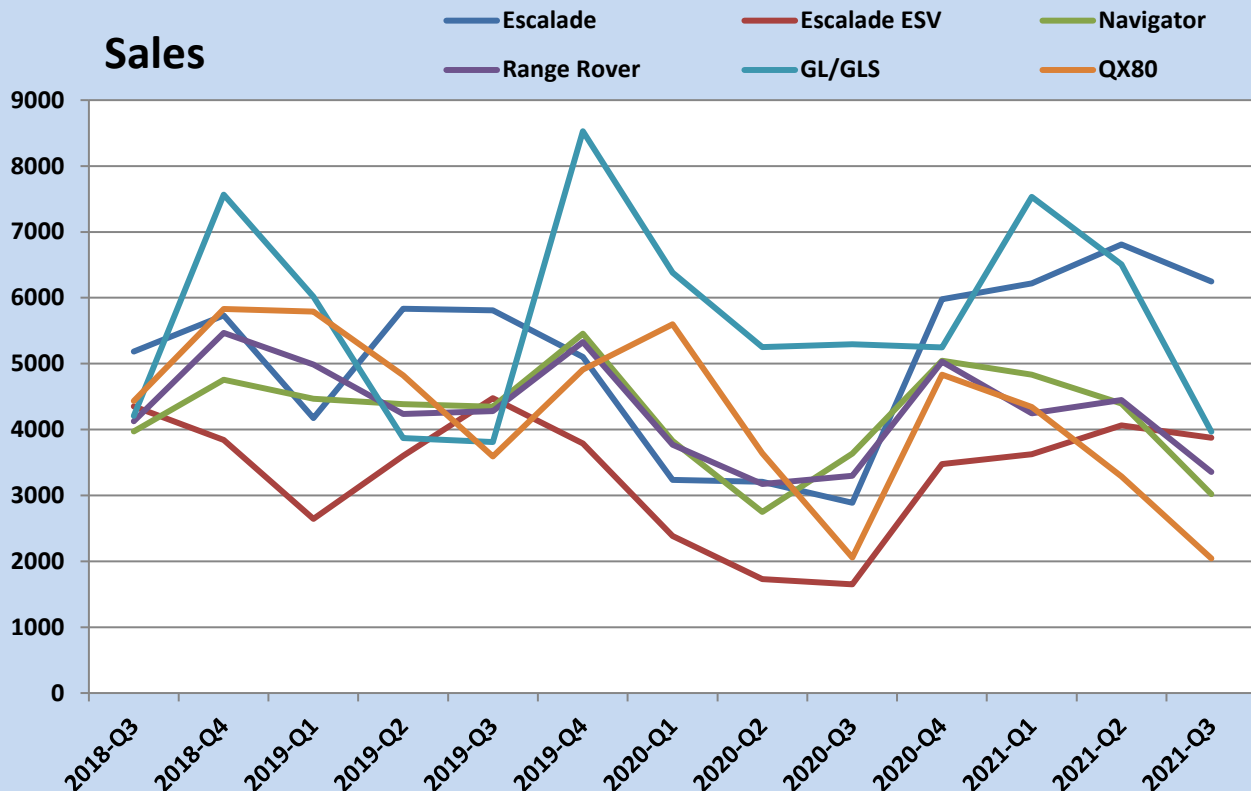
Sales



LUXURY FULL-SIZE SUV/CROSSOVER

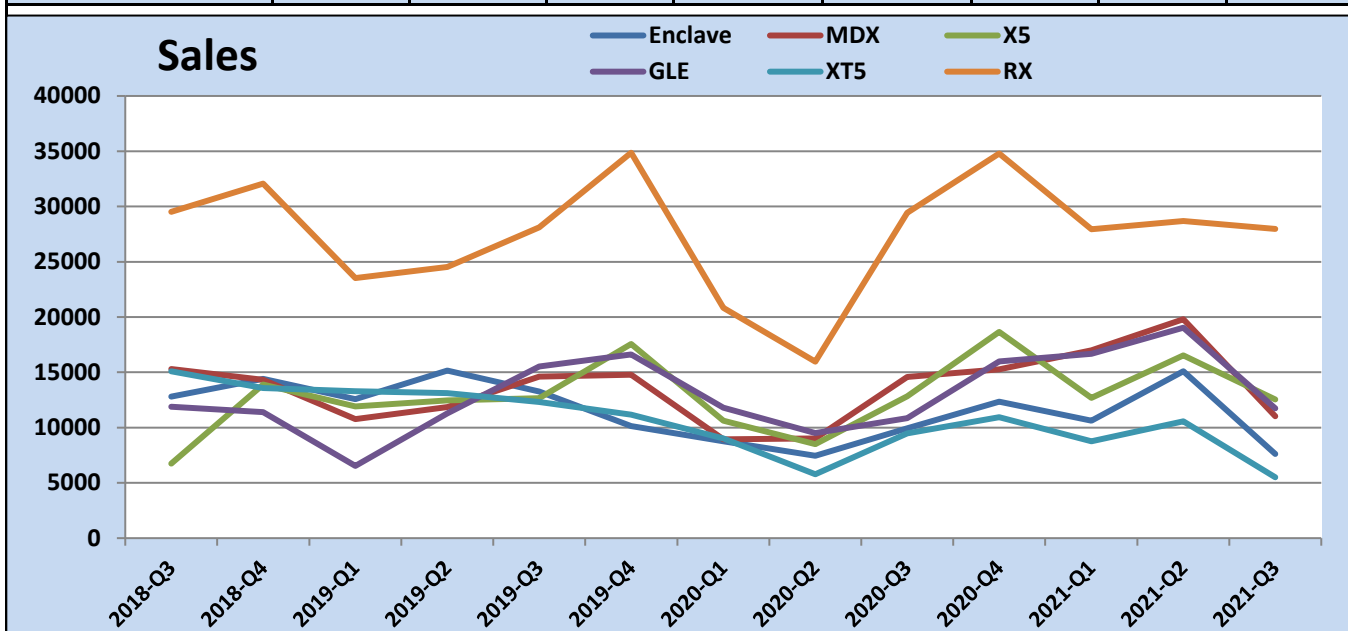
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Escalade	6,248	2,888	116.3%	19,274	9,328	106.6%	27.0%	21.6%
Escalade ESV	3,877	1,650	135.0%	11,567	5,765	100.6%	16.7%	13.0%
GL/GLS	3,965	5,295	-25.1%	18,007	16,928	6.4%	17.1%	20.2%
Grand Wagoneer	12	0	0.0%	12	0	0.0%	0.1%	0.0%
LX	519	1,062	-51.1%	2,808	2,876	-2.4%	2.2%	3.1%
Land Cruiser	115	511	-77.5%	3,665	1,761	108.1%	0.5%	4.1%
Navigator	3,019	3,635	-16.9%	12,247	10,210	20.0%	13.0%	13.7%
QX80	2,043	2,057	-0.7%	9,674	11,293	-14.3%	8.8%	10.8%
Range Rover	3,356	3,299	1.7%	12,050	10,240	17.7%	14.5%	13.5%
Total	23,154	20,397	13.5%	89,304	68,401	30.6%		

Sales



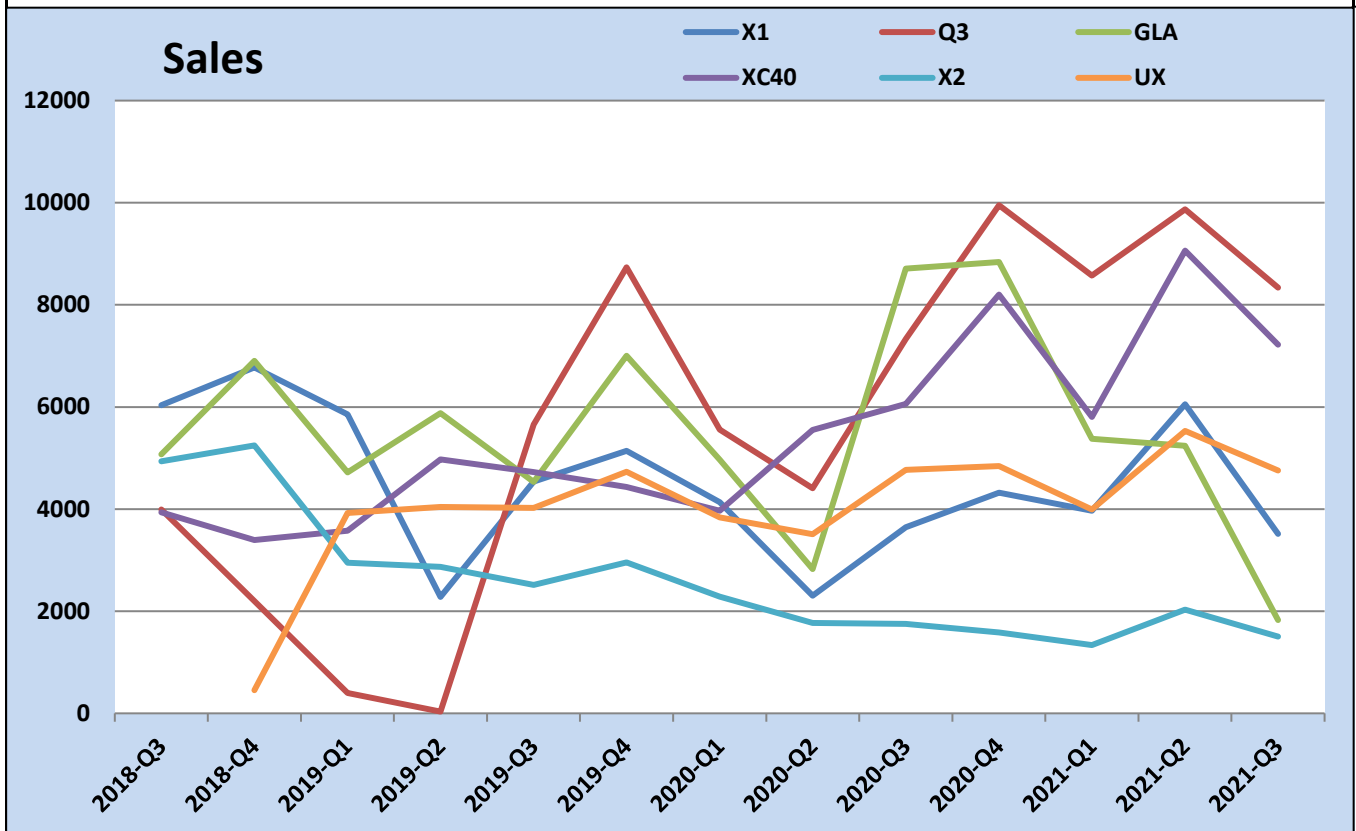
LUXURY MID-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Aviator	3,618	6,118	-40.9%	15,474	15,800	-2.1%	2.4%	2.9%
Cayenne	4,874	4,509	8.1%	15,108	12,153	24.3%	3.2%	2.9%
Defender	3,731	2,314	61.2%	13,025	2,920	346.1%	2.5%	2.5%
Discovery	1,111	1,330	-16.5%	2,935	4,419	-33.6%	0.7%	0.6%
Enclave	7,623	9,937	-23.3%	33,336	26,142	27.5%	5.0%	6.3%
G-Class	1,538	1,796	-14.4%	6,109	5,166	18.3%	1.0%	1.2%
GLE	11,756	10,858	8.3%	47,461	32,163	47.6%	7.8%	9.0%
GV70	4,696	0	0.0%	5,274	0	0.0%	3.1%	1.0%
GV80	5,387	0	0.0%	15,464	0	0.0%	3.6%	2.9%
GX	8,453	7,261	16.4%	23,859	18,577	28.4%	5.6%	4.5%
MDX	11,023	14,579	-24.4%	47,814	32,553	46.9%	7.3%	9.0%
MKT	0	23	-100.0%	0.0%	152	0	0.0%	0.0%
Nautilus/MKX	6,749	5,771	16.9%	18,176	16,052	13.2%	4.5%	3.4%
Q7	4,636	6,133	-24.4%	22,341	16,783	33.1%	3.1%	4.2%
Q8	2,538	3,257	-22.1%	11,163	7,679	45.4%	1.7%	2.1%
QX60	68	5,334	-98.7%	4,374	17,505	-75.0%	0.0%	0.8%
RX	27,981	29,438	-4.9%	84,625	66,251	27.7%	18.4%	16.0%
Range Rover Sport	3,134	4,052	-22.7%	14,509	13,309	9.0%	2.1%	2.7%
Range Rover Velar	2,768	3,075	-10.0%	9,884	8,755	12.9%	1.8%	1.9%
X5	12,536	12,830	-2.3%	41,780	31,985	30.6%	8.3%	7.9%
X6	2,063	1,995	3.4%	6,675	4,447	50.1%	1.4%	1.3%
X7	5,192	4,882	6.4%	16,471	13,535	21.7%	3.4%	3.1%
XC90	10,116	8,636	17.1%	30,098	22,535	33.6%	6.7%	5.7%
XT5	5,506	9,467	-41.8%	24,852	24,273	2.4%	3.6%	4.7%
XT6	4,581	6,249	-26.7%	17,722	15,454	14.7%	3.0%	3.4%
Total	151,678	159,844	-5.1%	528,529	408,608	29.3%		



LUXURY SUBCOMPACT SUV/CROSSOVER

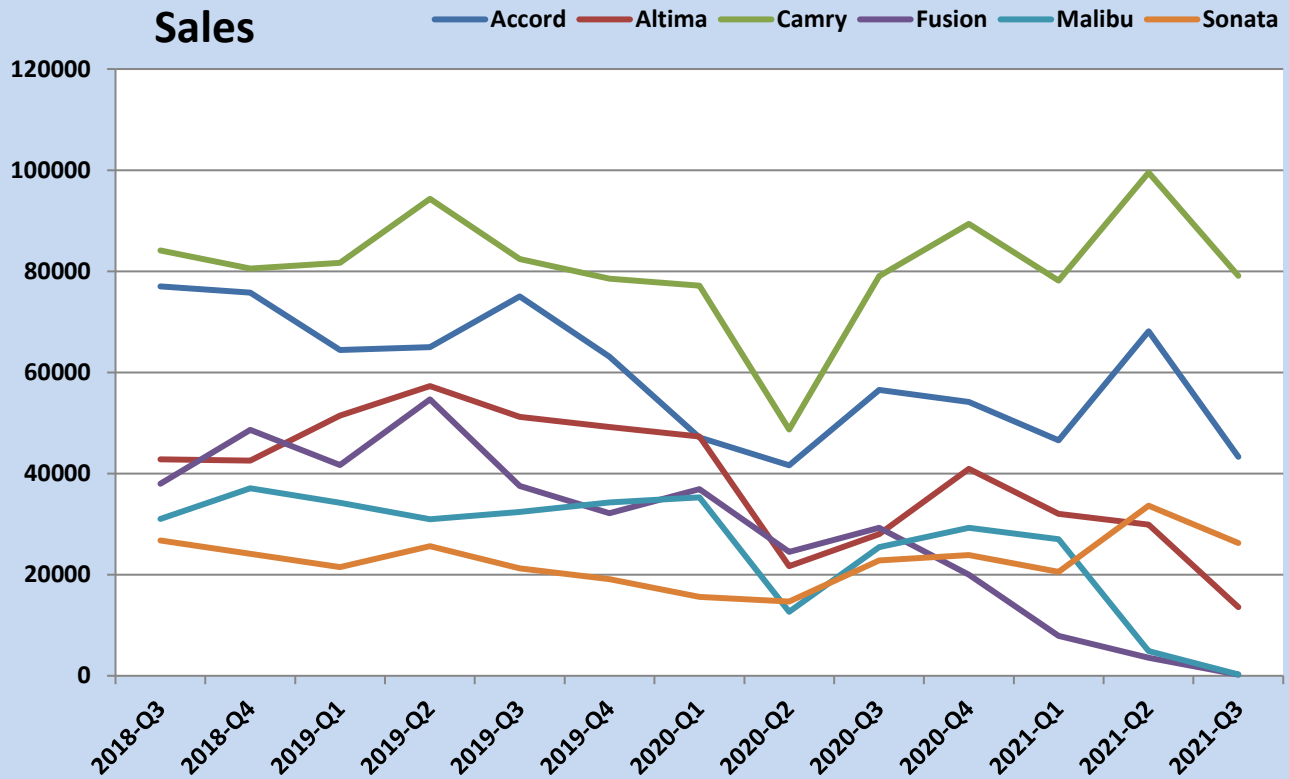
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
E-Pace	368	1,041	-64.6%	1,948	2,702	-27.9%	1.3%	2.0%
GLA	1,827	8,712	-79.0%	12,444	16,506	-24.6%	6.6%	13.0%
Q3	8,337	7,333	13.7%	26,782	17,300	54.8%	30.3%	27.9%
QX30	0	13	-100.0%	1	146	-99.3%	0.0%	0.0%
UX	4,753	4,768	-0.3%	14,277	12,117	17.8%	17.3%	14.9%
X1	3,513	3,643	-3.6%	13,535	10,083	34.2%	12.8%	14.1%
X2	1,506	1,752	-14.0%	4,873	5,806	-16.1%	5.5%	5.1%
XC40	7,223	6,060	19.2%	22,089	15,580	41.8%	26.2%	23.0%
Total	27,527	33,322	-17.4%	95,949	80,240	19.6%		



MID-SIZE CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
200	2	4	-50.0%	5	7	-28.6%	0.0%	0.0%
Accord	43,281	56,537	-23.4%	157,988	145,291	8.7%	21.6%	21.4%
Altima	13,578	28,033	-51.6%	75,508	97,082	-22.2%	6.8%	10.2%
Camry	79,098	79,046	0.1%	256,769	204,945	25.3%	39.5%	34.8%
Fusion	225	29,243	-99.2%	11,678	90,664	-87.1%	0.1%	1.6%
K5	22,305	10,662	109.2%	73,354	10,662	588.0%	11.1%	9.9%
Legacy	5,774	8,135	-29.0%	18,695	20,036	-6.7%	2.9%	2.5%
Malibu	269	25,455	-98.9%	32,155	73,399	-56.2%	0.1%	4.4%
Mazda6	4,245	3,880	9.4%	14,271	11,965	19.3%	2.1%	1.9%
Optima	47	9,276	-99.5%	118	48,101	-99.8%	0.0%	0.0%
Passat	5,137	6,089	-15.6%	16,504	16,190	1.9%	2.6%	2.2%
Sonata	26,262	22,837	15.0%	80,460	53,126	51.5%	13.1%	10.9%
Total	200,223	279,267	-28.3%	737,508	771,558	-4.4%		

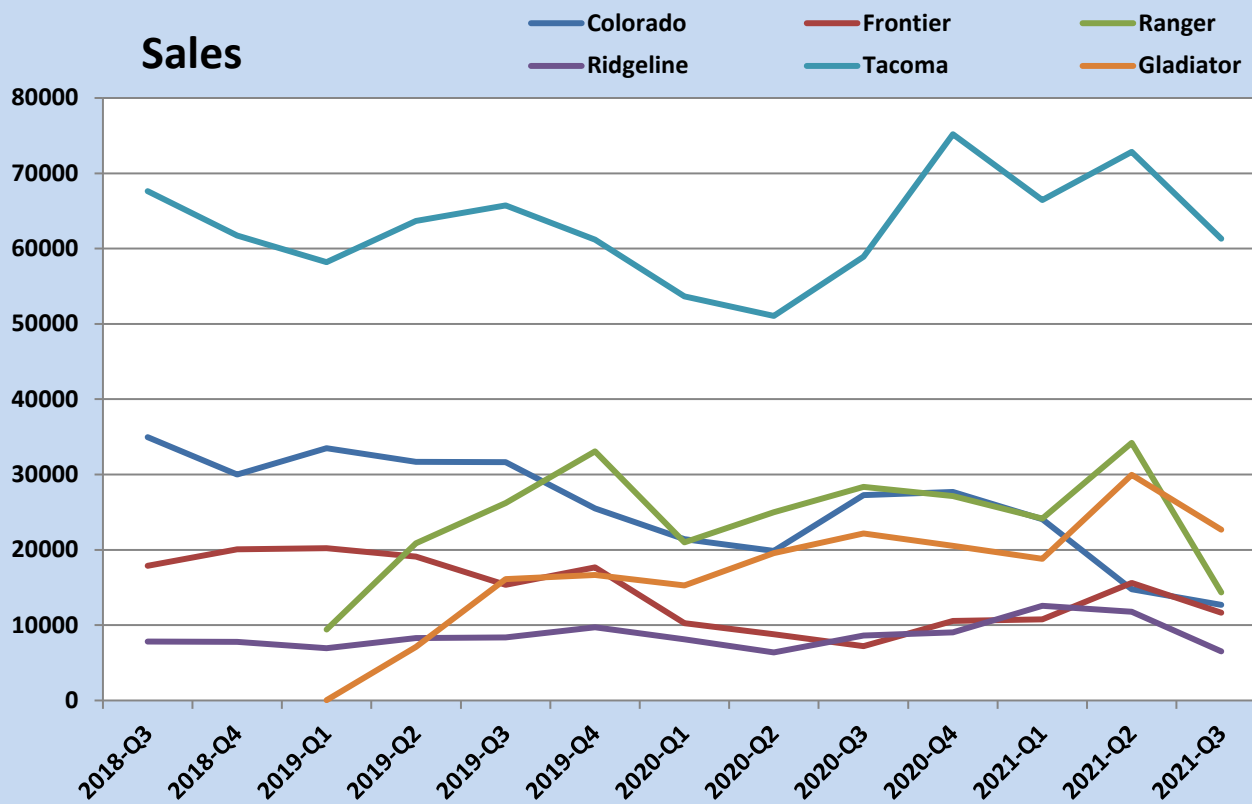
Sales



MID-SIZE PICKUP TRUCK

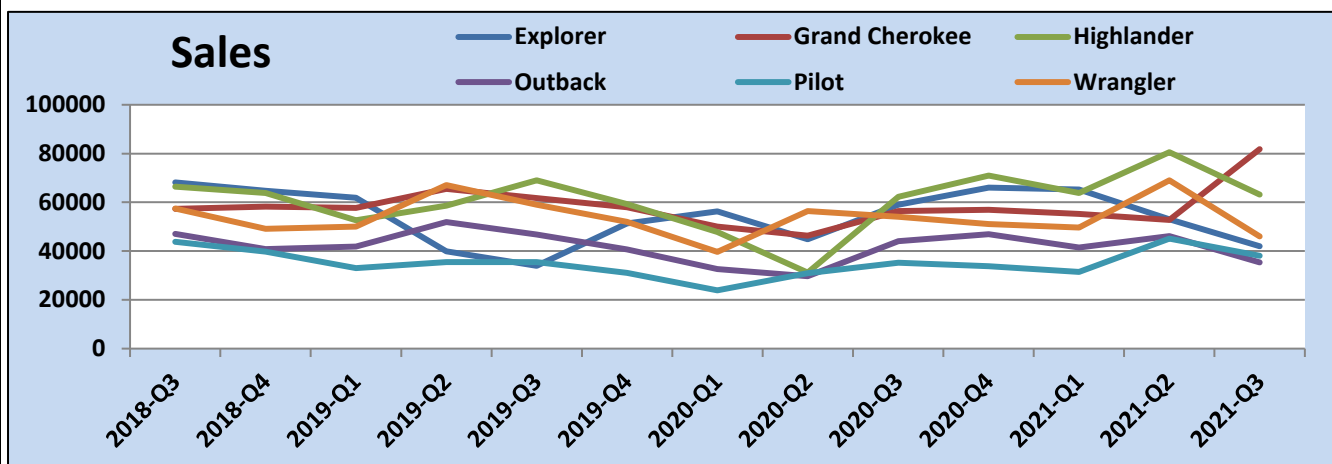
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Canyon	5,479	6,475	-15.4%	17,970	16,183	11.0%	4.1%	3.7%
Colorado	12,696	27,256	-53.4%	51,555	68,529	-24.8%	9.4%	10.7%
Frontier	11,667	7,213	61.8%	38,059	26,287	44.8%	8.7%	7.9%
Gladiator	22,674	22,163	2.3%	71,458	56,990	25.4%	16.8%	14.8%
Ranger	14,335	28,350	-49.4%	72,706	74,338	-2.2%	10.6%	15.0%
Ridgeline	6,502	8,607	-24.5%	30,872	23,112	33.6%	4.8%	6.4%
Tacoma	61,335	58,920	4.1%	200,631	163,619	22.6%	45.5%	41.5%
Total	134,688	158,984	-15.3%	483,251	429,058	12.6%		

Sales



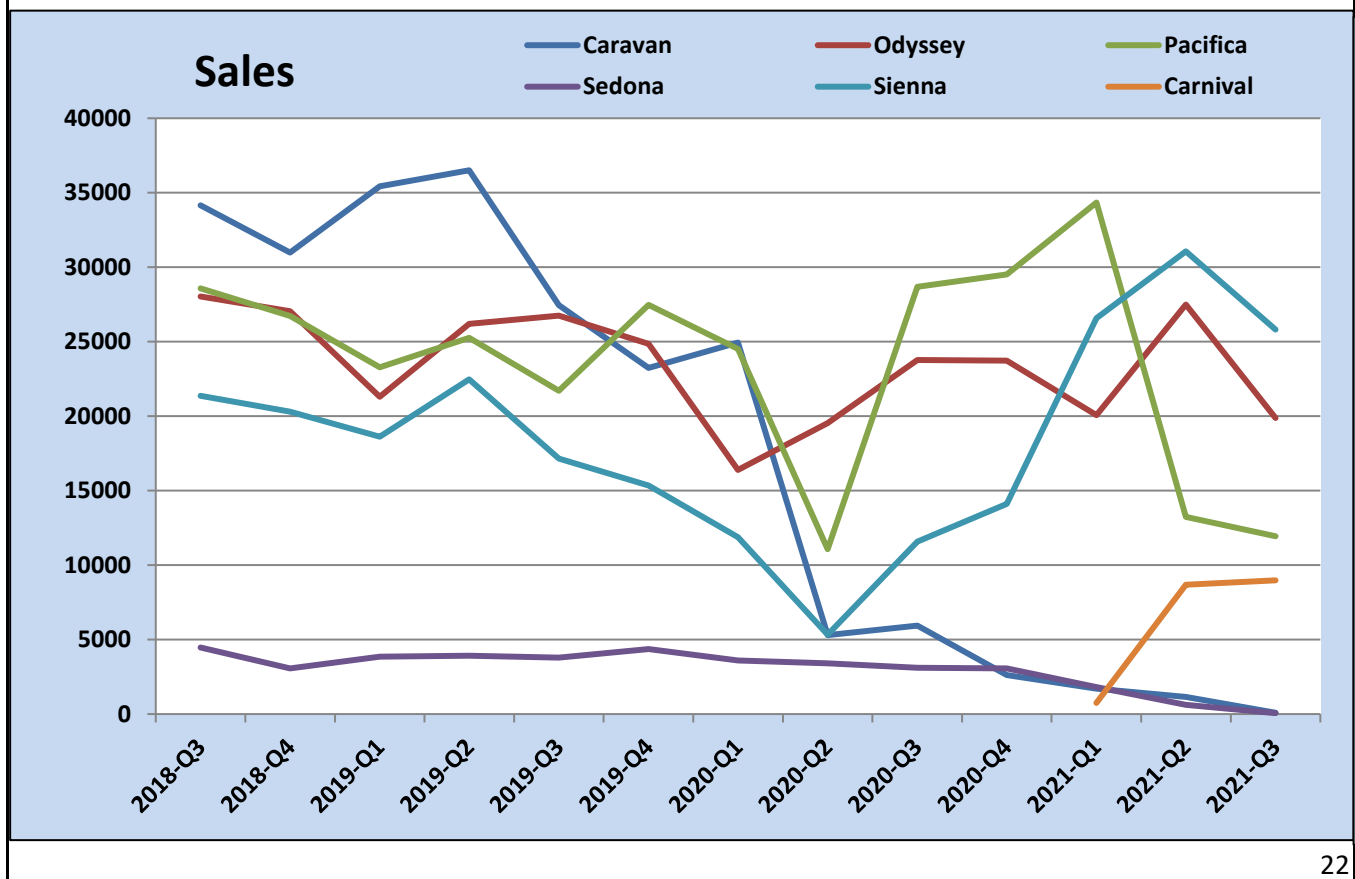
MID-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
4Runner	35,526	29,399	20.8%	105,475	86,827	21.5%	5.8%	5.2%
Acadia	9,457	18,231	-48.1%	55,679	51,159	8.8%	1.5%	2.7%
Ascent	14,670	18,438	-20.4%	43,043	49,835	-13.6%	2.4%	2.1%
Atlas	13,659	14,084	-3.0%	57,728	37,927	52.2%	2.2%	2.8%
Atlas Cross Sport	9,259	10,105	-8.4%	35,087	17,990	95.0%	1.5%	1.7%
Blazer	10,484	29,486	-64.4%	50,339	71,356	-29.5%	1.7%	2.5%
Bronco	9,403	0	0.0%	10,204	0	0.0%	1.5%	0.5%
CX-9	8,534	6,961	22.6%	28,799	20,412	41.1%	1.4%	1.4%
Durango	14,516	15,957	-9.0%	52,931	45,456	16.4%	2.4%	2.6%
Edge	15,596	26,211	-40.5%	54,951	76,862	-28.5%	2.5%	2.7%
Explorer	41,933	59,060	-29.0%	160,174	160,209	0.0%	6.8%	7.9%
Grand Cherokee	81,803	56,447	44.9%	189,727	152,856	24.1%	13.3%	9.3%
Highlander	63,184	62,230	1.5%	207,564	141,301	46.9%	10.2%	10.2%
Journey	1,062	10,164	-89.6%	13,827	30,750	-55.0%	0.2%	0.7%
Murano	12,268	14,884	-17.6%	39,287	44,859	-12.4%	2.0%	1.9%
Outback	35,359	44,037	-19.7%	122,978	106,346	15.6%	5.7%	6.0%
Outlander	11,610	8,870	30.9%	22,924	25,046	-8.5%	1.9%	1.1%
Palisade	21,172	24,128	-12.3%	64,673	59,827	8.1%	3.4%	3.2%
Passport	15,320	11,642	31.6%	42,014	27,665	51.9%	2.5%	2.1%
Pathfinder	15,333	10,572	45.0%	28,885	37,525	-23.0%	2.5%	1.4%
Pilot	38,107	35,187	8.3%	114,667	90,002	27.4%	6.2%	5.6%
QX55	1,735	0	0.0%	2,977	0	0.0%	0.3%	0.1%
Santa Fe	26,546	26,984	-1.6%	89,656	70,376	27.4%	4.3%	4.4%
Sorento	13,942	22,696	-38.6%	62,255	60,492	2.9%	2.3%	3.1%
Telluride	25,286	21,239	19.1%	70,724	46,615	51.7%	4.1%	3.5%
Touareg	2	34	-94.1%	6	40	-85.0%	0.0%	0.0%
Traverse	10,767	31,603	-65.9%	94,198	84,012	12.1%	1.7%	4.6%
Venza	14,659	1,668	778.8%	50,493	1,668	2927.2%	2.4%	2.5%
Wrangler	46,043	54,071	-14.8%	164,709	150,202	9.7%	7.5%	8.1%
Total	617,235	664,933	-7.2%	2,035,975	1,753,104	16.1%		



MINIVAN

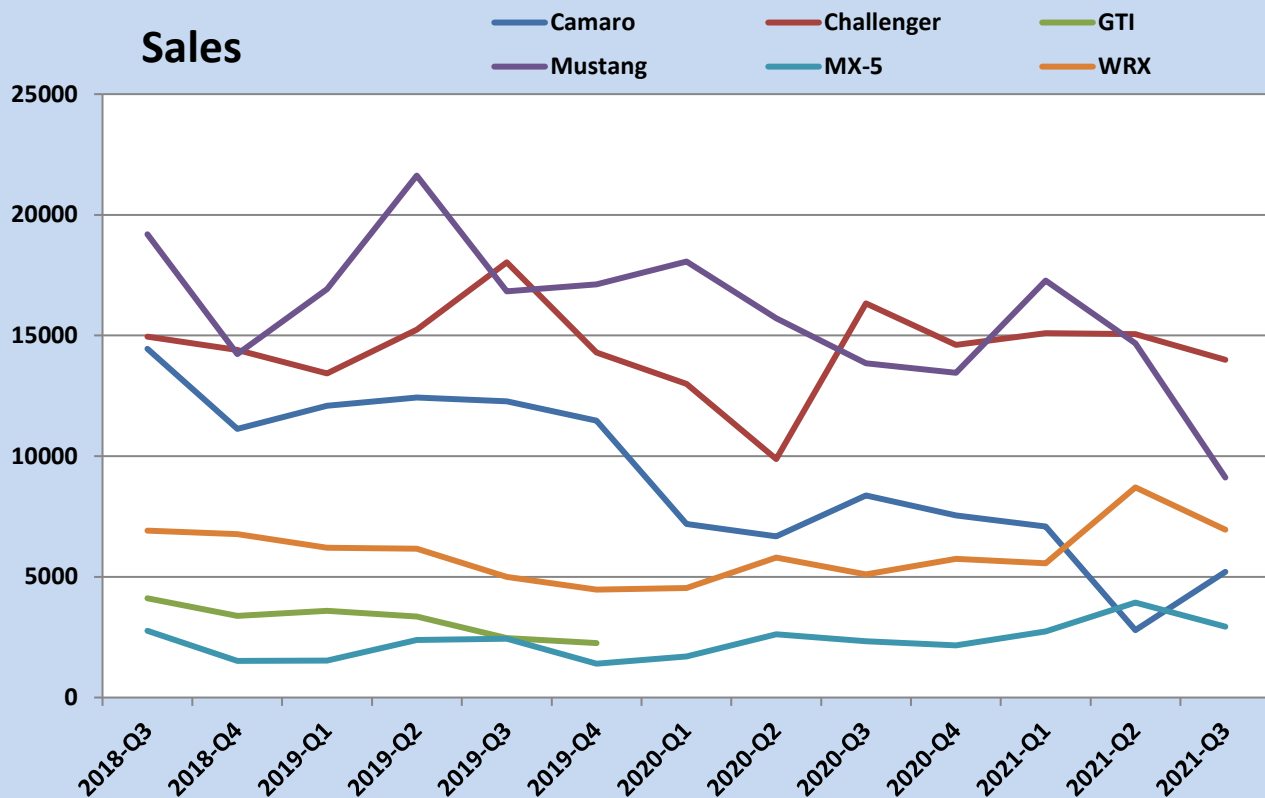
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Caravan	89	5,933	-98.5%	2,956	36,155	-91.8%	0.1%	1.3%
Carnival	8,978	0	0.0%	18,417	0	0.0%	13.5%	7.9%
Odyssey	19,885	23,774	-16.4%	67,441	59,691	13.0%	29.8%	28.8%
Pacifica	11,931	28,696	-58.4%	59,502	64,290	-7.4%	17.9%	25.4%
Sedona	61	3,117	-98.0%	2,481	10,131	-75.5%	0.1%	1.1%
Sienna	25,805	11,573	123.0%	83,447	28,781	189.9%	38.7%	35.6%
Town & Country	0	0	-100.0%	1	0	0.0%	0.0%	0.0%
Total	66,749	73,093	-8.7%	234,245	199,048	17.7%		



SPORTS CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
124 Spider	59	416	-85.8%	932	1,385	-32.7%	0.1%	0.6%
370Z	3	509	-99.4%	36	1,819	-98.0%	0.0%	0.0%
4C	9	21	-57.1%	76	87	-12.6%	0.0%	0.1%
86	10	619	-98.4%	1,044	1,968	-47.0%	0.0%	0.7%
BRZ	1	784	-99.9%	722	1,746	-58.6%	0.0%	0.5%
Boxster	516	434	18.9%	1,480	824	79.6%	1.2%	1.0%
Camaro	5,203	8,366	-37.8%	15,084	22,226	-32.1%	12.6%	10.4%
Cayman	237	650	-63.5%	1,685	1,132	48.9%	0.6%	1.2%
Challenger	13,994	16,332	-14.3%	44,142	39,207	12.6%	33.8%	30.3%
MX-5	2,931	2,332	25.7%	9,608	6,652	44.4%	7.1%	6.6%
Mustang	9,115	13,851	-34.2%	41,065	47,637	-13.8%	22.0%	28.2%
Supra	1,277	1,504	-15.1%	5,825	3,798	53.4%	3.1%	4.0%
TT	213	236	-9.7%	825	662	24.6%	0.5%	0.6%
WRX	6,948	5,103	36.2%	21,220	15,436	37.5%	16.8%	14.6%
Z4	833	720	15.7%	1,724	2,175	-20.7%	2.0%	1.2%
Total	41,349	51,877	-20.3%	145,468	146,754	-0.9%		

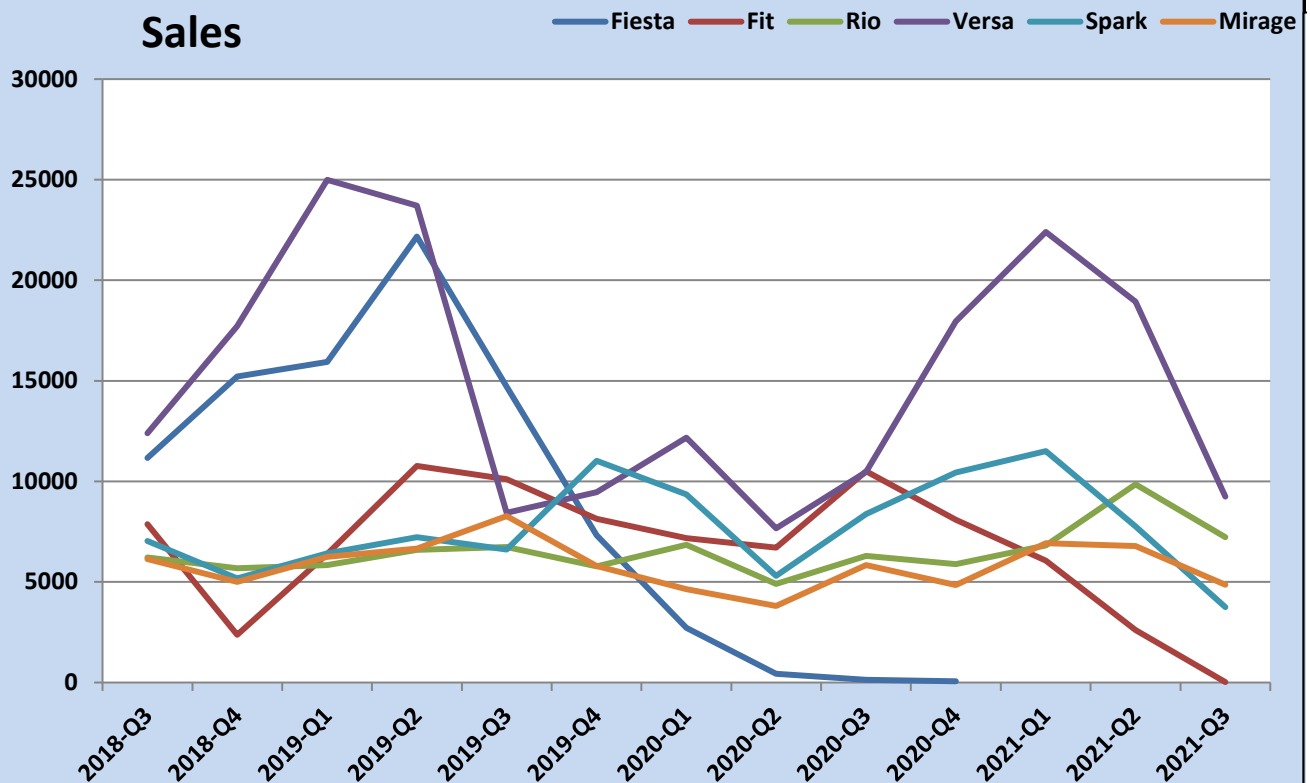
Sales



SUBCOMPACT CAR

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
500	6	96	-93.8%	18	662	-97.3%	0.0%	0.0%
Accent	4,732	4,021	17.7%	14,836	12,315	20.5%	14.0%	9.5%
Fiesta	0	135	-100.0%	0	3,292	0.0%	0.0%	0.0%
Fit	22	10,501	-99.8%	8,695	24,388	-64.3%	0.1%	5.6%
Mini Cooper	3,992	6,054	-34.1%	14,266	13,366	6.7%	11.8%	9.2%
Mirage	4,867	5,839	-16.6%	18,589	14,292	30.1%	14.4%	11.9%
Rio	7,222	6,296	14.7%	23,895	18,043	32.4%	21.3%	15.4%
Sonic	51	4,347	-98.8%	1,563	10,799	-85.5%	0.2%	1.0%
Spark	3,748	8,373	-55.2%	23,007	23,036	-0.1%	11.1%	14.8%
Versa	9,248	10,466	-11.6%	50,569	30,308	66.9%	27.3%	32.5%
Yaris	3	993	-99.7%	109	3,624	-97.0%	0.0%	0.1%
Yaris iA	1	933	-99.9%	96	2,031	-95.3%	0.0%	0.1%
Total	33,892	58,054	-41.6%	155,644	156,157	-0.3%		

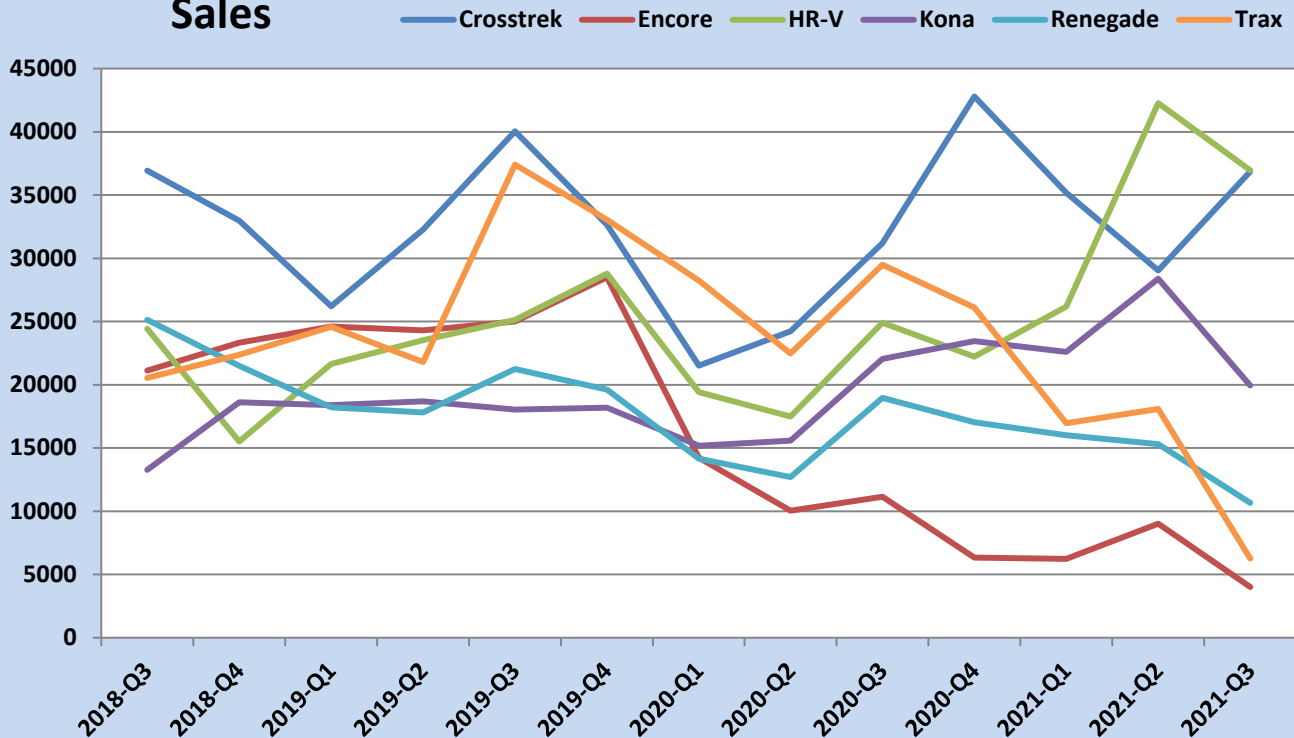
Sales



SUBCOMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
500X	312	452	-31.0%	980	1,130	-13.3%	0.1%	0.1%
Bronco Sport	20,690	0	0.0%	81,204	0	0.0%	7.7%	9.0%
C-HR	7,945	12,180	-34.8%	32,388	33,604	-3.6%	2.9%	3.6%
CX-3	1,059	2,255	-53.0%	5,099	7,012	-27.3%	0.4%	0.6%
CX-30	13,570	10,837	25.2%	47,474	27,793	70.8%	5.0%	5.3%
Countryman	2,453	3,010	-18.5%	7,804	6,223	25.4%	0.9%	0.9%
Crosstrek	36,853	31,192	18.1%	101,067	76,924	31.4%	13.6%	11.2%
EcoSport	8,190	17,045	-52.0%	34,494	47,200	-26.9%	3.0%	3.8%
Encore	4,012	11,143	-64.0%	19,267	35,414	-45.6%	1.5%	2.1%
Encore GX	16,500	16,019	3.0%	61,179	27,876	119.5%	6.1%	6.8%
HR-V	36,957	24,904	48.4%	105,398	61,799	70.6%	13.7%	11.7%
Kicks	20,773	19,478	6.6%	64,735	42,640	51.8%	7.7%	7.2%
Kona	19,932	22,046	-9.6%	70,928	52,813	34.3%	7.4%	7.8%
Outlander Sport	4,739	7,719	-38.6%	28,722	24,504	17.2%	1.8%	3.2%
Renegade	10,663	18,961	-43.8%	41,957	45,820	-8.4%	3.9%	4.6%
Santa Cruz	2,993	0	0.0%	2,993	0	0.0%	1.1%	0.3%
Seltos	10,167	15,431	-34.1%	42,352	29,509	43.5%	3.8%	4.7%
Taos	13,104	0	0.0%	18,043	0	0.0%	4.9%	2.0%
Trailblazer	25,531	10,322	147.3%	73,898	17,024	334.1%	9.5%	8.2%
Trax	6,259	29,485	-78.8%	41,306	80,193	-48.5%	2.3%	4.6%
Venue	7,308	4,793	52.5%	22,358	11,964	86.9%	2.7%	2.5%
Total	270,010	257,272	5.0%	903,646	629,442	43.6%		

Sales



VAN

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
E-Series	9,132	9,286	-1.7%	26,467	25,186	5.1%	10.6%	9.0%
Express	7,160	14,875	-51.9%	36,589	37,190	-1.6%	8.3%	12.4%
Metris	485	3,873	-87.5%	1,353	9,191	-85.3%	0.6%	0.5%
NV	1,925	3,760	-48.8%	11,297	10,376	8.9%	2.2%	3.8%
NV200	4,347	4,775	-9.0%	16,919	12,752	32.7%	5.0%	5.8%
ProMaster	20,168	15,998	26.1%	49,177	33,496	46.8%	23.4%	16.7%
ProMaster City	2,868	3,020	-5.0%	11,461	7,438	54.1%	3.3%	3.9%
Savana	2,215	4,843	-54.3%	13,506	12,009	12.5%	2.6%	4.6%
Sprinter	8,189	11,618	-29.5%	29,033	24,580	18.1%	9.5%	9.9%
Transit	27,086	38,890	-30.4%	78,799	93,670	-15.9%	31.4%	26.8%
Transit Connect	2,681	10,916	-75.4%	19,621	25,241	-22.3%	3.1%	6.7%
Total	86,256	121,854	-29.2%	294,222	291,130	1.1%		

