



Kelley Blue Book  
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# ELECTRIFIED LIGHT-VEHICLE SALES REPORT

— Q3 2021 —



<b>ELECTRIC VEHICLES</b>								
	<b>Q3 Sales</b>			<b>YTD Sales</b>			<b>Segment Share</b>	
	<b>2021</b>	<b>2020</b>	<b>YOY</b>	<b>2,021</b>	<b>2,020</b>	<b>YOY</b>	<b>Q3 2021</b>	<b>YTD</b>
Audi e-tron	909	2,296	-60%	7,793	5,168	51%	0.9%	2.4%
BMW i3	426	616	-31%	1,277	1,063	20%	0.4%	0.4%
Chevy Bolt EV/EUV	4,515	5,682	-21%	24,803	14,053	76%	4.2%	7.7%
Ford Mustang Mach-E	5,880	-	-	18,855	-	-	5.5%	5.8%
Hyundai Ioniq	573	375	53%	1,848	662	179%	0.5%	0.6%
Hyundai Kona	2,038	777	162%	5,439	2,164	151%	1.9%	1.7%
Jaguar I-Pace	229	299	-23%	884	1,453	-39%	0.2%	0.3%
Kia Niro	3,310	842	293%	5,716	1,931	196%	3.1%	1.8%
Mini Cooper	488	49	896%	1,226	148	728%	0.5%	0.4%
Nissan Leaf	2,345	1,916	22%	10,074	4,923	105%	2.2%	3.1%
Polestar2	832	-	-	1,091	-	-	0.8%	0.3%
Porsche Taycan	1,861	1,858	0%	7,228	2,897	149%	1.7%	2.2%
Tesla Model 3	27,182	27,200	0%	74,562	95,500	-22%	25.5%	23.1%
Tesla Model S	3,021	1,850	63%	12,396	8,800	41%	2.8%	3.8%
Tesla Model X	3,776	1,250	202%	15,974	6,700	138%	3.5%	4.9%
Tesla Model Y	41,530	25,400	64%	118,107	26,400	347%	39.0%	36.5%
Volvo XC40	1,598	-	-	3,927	-	-	1.5%	1.2%
VW ID.4	6,049	-	-	12,279	-	-	5.7%	3.8%
<b>Total EV (Estimates)</b>	<b>106,562</b>	<b>70,410</b>	<b>51%</b>	<b>323,479</b>	<b>171,862</b>	<b>88.2%</b>	<b>100.0%</b>	<b>100.0%</b>

Mirai	671	132	408%	2,268	341	565%		
NEXO	148	62	139%	282	138	104%		
<b>Total EV &amp; FCEV</b>	<b>107,381</b>	<b>70,604</b>	<b>52%</b>	<b>326,029</b>	<b>172,341</b>	<b>89.2%</b>		

HYBRIDS / PLUG-IN HYBRIDS								
	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3-2021	YTD
Acura	69	627	-89%	2,644	1,773	49%	0.03%	0.36%
Audi	1,652	1,235	34%	6,278	2,495	152%	0.67%	0.86%
BMW	5,576	2,164	158%	16,151	3,785	327%	2.26%	2.20%
Chevrolet	-	5	-	16	67	-76%	0.00%	0.00%
Chrysler	3,350	2,194	53%	15,039	4,219	256%	1.36%	2.05%
Ford	23,011	15,155	52%	62,045	39,098	59%	9.34%	8.45%
Honda	23,095	20,440	13%	79,523	40,804	95%	9.37%	10.83%
Hyundai	18,075	4,455	306%	43,981	10,269	328%	7.33%	5.99%
Jeep	8,405	-	-	20,023	-	-	3.41%	2.73%
Kia	6,273	4,203	49%	17,750	11,439	55%	2.55%	2.42%
Land Rover	68	432	-84%	534	1,138	-53%	0.03%	0.07%
Lexus	16,124	12,901	25%	42,838	29,735	44%	6.54%	5.84%
Lincoln	549	1,028	-47%	2,533	2,806	-10%	0.22%	0.35%
Mercedes	-	712	-	1,068	796	34%	0.00%	0.15%
Mini	107	40	168%	308	73	322%	0.04%	0.04%
Mitsubishi	459	499	-8%	1,248	1,167	7%	0.19%	0.17%
Polestar	2	-	-	9	-	-	0.00%	0.00%
Porsche	708	693	2%	1,968	1,571	25%	0.29%	0.27%
Subaru	715	699	2%	2,210	1,700	30%	0.29%	0.30%
Toyota	133,445	77,487	72%	405,016	180,394	125%	54.14%	55.18%
Volvo	4,796	1,123	327%	12,829	2,752	366%	1.95%	1.75%
<b>Total (Estimates)</b>	<b>246,479</b>	<b>146,092</b>	<b>69%</b>	<b>734,011</b>	<b>336,081</b>	<b>118%</b>	<b>100.00%</b>	<b>100.00%</b>



## HYBRIDS / PLUG-IN HYBRIDS

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3 2021	YTD
Acura MDX	-	424	-	2,491	1,451	71.7%	-	0.34%
Acura NS-X	58	28	107%	108	61	77.0%	0.02%	0.01%
Acura RLX	11	175	-94%	45	261	-82.8%	0.00%	0.01%
Audi A7	165	-	-	343	-	-	0.07%	0.05%
Audi A8	18	22	-18%	54	63	-14.3%	0.01%	0.01%
Audi Q5	1,469	1,213	21%	5,881	2,432	141.8%	0.60%	0.80%
BMW 3-Series	1,217	142	757%	3,492	159	-	0.49%	0.48%
BMW 5-Series	440	261	69%	1,760	1,395	26.2%	0.18%	0.24%
BMW 7-Series	8	71	-89%	82	173	-52.6%	0.00%	0.01%
BMW X3	2,130	930	129%	5,799	1,273	355.5%	0.86%	0.79%
BMW X5	1,781	760	134%	5,018	785	539.2%	0.72%	0.68%
Chevy Volt	-	5	-	16	67	-76.1%	0.00%	0.00%
Chrysler Pacifica	3,350	2,194	53%	15,039	4,219	256.5%	1.36%	2.05%
Ford Escape	6,209	6,470	-4%	21,851	17,193	27.1%	2.52%	2.98%
Ford Explorer	2,512	2,769	-9%	8,256	6,159	34.0%	1.02%	1.12%
Ford F Series	14,186	-	-	28,641	-	-	5.76%	3.90%
Ford Fusion	104	5,916	-98%	3,297	15,746	-79.1%	0.04%	0.45%
Honda Accord	7,754	5,939	31%	22,567	13,379	69%	3.15%	3.07%
Honda Clarity	325	818	-60%	2,428	2,598	-7%	0.13%	0.33%
Honda CR-V	8,616	8,403	3%	38,261	12,583	204%	3.50%	5.21%
Honda Insight	6,400	5,280	21%	16,267	12,244	33%	2.60%	2.22%
Hyundai Elantra	1,874	-	-	3,643	-	-	0.76%	0.50%
Hyundai Ioniq	3,876	3,426	13%	14,273	8,606	65.8%	1.57%	1.94%
Hyundai Santa Fe	2,828	-	-	5,482	-	-	1.15%	0.75%
Hyundai Sonata	3,290	1,029	220%	9,277	1,663	457.8%	1.33%	1.26%
Hyundai Tucson	6,207	-	-	11,306	-	-	2.52%	1.54%
Jeep Wrangler	8,405	-	-	20,023	-	-	3.41%	2.73%
Kia Niro	5,082	4,138	23%	14,092	10,999	28.1%	2.06%	1.92%
Kia Optima/K5	6	65	-91%	10	440	-97.7%	0.00%	0.00%
Kia Sorento	1,185	-	-	3,648	-	-	0.48%	0.50%
Land Rover Range Rover	68	432	-84%	534	1,138	-53.1%	0.03%	0.07%
Lexus ES	3,988	2,448	63%	9,667	5,453	77.3%	1.62%	1.32%
Lexus LC	5	3	67%	12	9	33.3%	0.00%	0.00%
Lexus LS	32	8	300%	61	62	-1.6%	0.01%	0.01%
Lexus NX	3,302	1,475	124%	9,405	6,024	56.1%	1.34%	1.28%
Lexus RX	5,090	4,523	13%	13,485	10,154	32.8%	2.07%	1.84%
Lexus UX	3,707	4,444	-17%	10,208	8,033	27.1%	1.50%	1.39%
Lincoln Aviator	451	402	12%	2,189	933	134.6%	0.18%	0.30%
Lincoln Corsair	97	-	-	169	-	-	0.04%	0.02%
Lincoln MKZ	1	626	-100%	175	1,873	-90.7%	0.00%	0.02%
Mercedes GLC	-	712	-	1,068	796	34.2%	0.00%	0.15%
Mini Cooper Countryman	107	40	168%	308	73	321.9%	0.04%	0.04%

## HYBRIDS / PLUG-IN HYBRIDS

	Q3 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q3 2021	YTD
Mitsubishi Outlander	459	499	-8%	1,248	1,167	6.9%	0.19%	0.17%
Polestar 1	2	-	-	9	-	-	0.00%	0.00%
Porsche Cayenne	551	549	0%	1,623	1,118	45.2%	0.22%	0.22%
Porsche Panamera	157	144	9%	345	453	-23.8%	0.06%	0.05%
Subaru Crosstrek	715	699	2%	2,210	1,700	30.0%	0.29%	0.30%
Toyota Avalon	3,213	2,130	51%	7,915	4,696	68.5%	1.30%	1.08%
Toyota Camry	14,587	9,642	51%	36,694	20,819	76.3%	5.92%	5.00%
Toyota Corolla	6,538	4,696	39%	23,258	11,256	106.6%	2.65%	3.17%
Toyota Highlander	15,936	14,548	10%	50,464	24,539	105.6%	6.47%	6.88%
Toyota Prius / Prius Prime	12,275	12,083	2%	51,038	32,566	56.7%	4.98%	6.95%
Toyota RAV4	40,444	32,720	24%	102,557	84,850	20.9%	16.41%	13.97%
Toyota Sienna	25,793	-	-	82,597	-	-	10.46%	11.25%
Toyota Venza HEV	14,659	1,668	779%	50,493	1,668	-	5.95%	6.88%
Volvo 60 Series	1,911	528	262%	5,005	1,322	278.6%	0.78%	0.68%
Volvo 90 Series	2,885	595	385%	7,824	1,430	447.1%	1.17%	1.07%
<b>Total (Estimates)</b>	<b>246,479</b>	<b>146,092</b>	<b>68.7%</b>	<b>734,011</b>	<b>336,081</b>	<b>118.4%</b>	<b>100.00%</b>	<b>100.00%</b>