



Kelley Blue Book  
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# ELECTRIFIED LIGHT-VEHICLE SALES REPORT

— Q4 2021 —



<b>ELECTRIC VEHICLE</b>									
	<b>Q4 Sales</b>				<b>YTD Sales</b>			<b>Segment Share</b>	
	<b>2021</b>	<b>2020</b>	<b>YOY</b>		<b>2021</b>	<b>2020</b>	<b>YOY</b>	<b>Q4</b>	<b>YTD</b>
Audi e-tron	3,128	2,034	54%		10,921	7,202	52%	2.1%	2.2%
BMW i3	199	640	-69%		1,476	1,703	-13%	0.1%	0.3%
Chevy Bolt EV/EUV	25	6,701	-100%		24,828	20,754	20%	0.0%	5.1%
GMC Hummer	1	-	-		1	-	-	0.0%	0.0%
Ford Mustang Mach-E	8,285	3	-		27,140	3	-	5.6%	5.6%
Hyundai Ioniq	541	906	-40%		2,389	1,568	52%	0.4%	0.5%
Hyundai Ioniq5	153	-	-		153	-	-	0.1%	0.0%
Hyundai Kona	2,206	822	168%		7,645	2,986	156%	1.5%	1.6%
Jaguar I-Pace	136	205	-34%		1,020	1,658	-38%	0.1%	0.2%
Kia Niro	2,347	638	268%		8,063	2,569	214%	1.6%	1.7%
Lucid Air	577	-	-		577	-	-	0.4%	0.1%
Mazda MX-30	116	-	-		116	-	-	0.1%	0.0%
Mercedes EQS	443	-	-		443	-	-	0.3%	0.1%
Mini Cooper	680	10	-		1,906	158	-	0.5%	0.4%
Nissan Leaf	4,165	4,641	-10%		14,239	9,564	49%	2.8%	2.9%
Polestar 2	1,320	-	-		2,411	-	-	0.9%	0.5%
Porsche Taycan	1,517	1,192	27%		8,745	4,089	114%	1.0%	1.8%
Rivian RT1	575	-	-		575	-	-	0.4%	0.1%
Rivian RS1	8	-	-		8	-	-	0.0%	0.0%
Tesla Model 3	41,489	27,200	53%		121,877	122,700	-1%	28.1%	25.0%
Tesla Model S	4,610	1,325	248%		17,653	10,125	74%	3.1%	3.6%
Tesla Model X	5,763	675	754%		22,546	7,375	206%	3.9%	4.6%
Tesla Model Y	63,386	39,000	63%		190,393	65,400	191%	42.9%	39.1%
Volvo XC40	1,666	18	-		5,593	18	-	1.1%	1.1%
VW ID.4	4,463	-	-		16,742	-	-	3.0%	3.4%
<b>Total (Estimates)</b>	<b>147,799</b>	<b>86,010</b>	<b>72%</b>		<b>487,460</b>	<b>257,872</b>	<b>89%</b>	<b>100.0%</b>	<b>100.0%</b>

## HYBRIDS / PLUG-IN HYBRIDS

	Q4 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q4 2021	YTD
Acura	19	429	-96%	2,663	2,202	21%	0.01%	0.27%
Audi	880	1,774	-50%	6,644	4,269	56%	0.37%	0.69%
BMW	5,989	4,514	33%	21,040	8,299	154%	2.49%	2.17%
Chevrolet	-	-	-	16	67	-76%	0.00%	0.00%
Chrysler	13,199	4,946	167%	28,747	9,165	214%	5.48%	2.97%
Ford	28,237	13,329	112%	90,282	52,427	72%	11.72%	9.31%
Honda	20,247	21,578	-6%	100,678	62,382	61%	8.40%	10.39%
Hyundai	17,456	5,226	234%	58,322	15,495	276%	7.25%	6.02%
Jeep	8,510	97	-	26,827	97	-	3.53%	2.77%
Kia	6,540	3,634	80%	25,293	15,073	68%	2.71%	2.61%
Land Rover	48	405	-88%	573	1,543	-63%	0.02%	0.06%
Lexus	12,535	14,716	-15%	55,373	44,451	25%	5.20%	5.71%
Lincoln	1,010	1,376	-27%	3,543	4,182	-15%	0.42%	0.37%
Mercedes	-	351	-	113	1,147	-90%	0.00%	0.01%
Mini	150	88	70%	438	161	172%	0.06%	0.05%
Mitsubishi	978	518	89%	2,738	1,685	62%	0.41%	0.28%
Polestar	7	-	-	16	-	-	0.00%	0.00%
Porsche	325	709	-54%	2,286	2,280	-	0.13%	0.24%
Subaru	507	692	-27%	2,662	2,392	11%	0.21%	0.27%
Toyota	120,678	111,691	8%	525,694	292,085	80%	50.09%	54.23%
Volvo	3,585	3,451	4%	15,459	6,203	149%	1.49%	1.59%
<b>Total (Estimates)</b>	<b>240,900</b>	<b>189,524</b>	<b>27%</b>	<b>969,407</b>	<b>525,605</b>	<b>84%</b>	<b>100.00%</b>	<b>100.00%</b>

## HYBRIDS / PLUG-IN HYBRIDS

	Q4 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q4 2021	YTD
Acura MDX	-	285	-	2,491	1,736	43%	0.00%	0.26%
Acura NS-X	16	67	-76.1%	124	128	-3%	0.01%	0.01%
Acura RLX	3	77	-96.1%	48	338	-86%	0.00%	0.00%
Audi A7	42	8	425.0%	385	8	-	0.02%	0.04%
Audi A8	7	60	-88.3%	61	123	-50%	0.00%	0.01%
Audi Q5	831	1,706	-51.3%	6,198	4,138	50%	0.34%	0.64%
BMW 3-Series	972	404	140.6%	4,471	563	-	0.40%	0.46%
BMW 5-Series	599	768	-22.0%	2,355	2,163	9%	0.25%	0.24%
BMW 7-Series	18	76	-76.3%	121	249	-51%	0.01%	0.01%
BMW X3	562	1,414	-60.3%	5,981	2,687	123%	0.23%	0.62%
BMW X5	3,838	1,852	107.2%	8,112	2,637	208%	1.59%	0.84%
Chevy Volt	-	-	-	16	67	-76%	0.00%	0.00%
Chrysler Pacifica	13,199	4,946	166.9%	28,747	9,165	214%	5.48%	2.97%
Ford Escape	8,682	6,835	27.0%	30,533	24,028	27%	3.60%	3.15%
Ford Explorer	2,197	2,711	-19.0%	10,453	8,870	18%	0.91%	1.08%
Ford F Series	15,002	127	-	43,643	127	-	6.23%	4.50%
Ford Maverick	2,311	-	-	2,311	-	-	0.96%	0.24%
Ford Fusion	45	3,656	-98.8%	3,342	19,402	-83%	0.02%	0.34%
Honda Accord	3,670	4,769	-23.0%	24,401	18,148	34%	1.52%	2.52%
Honda Clarity	121	1,559	-92.2%	2,366	4,157	-43%	0.05%	0.24%
Honda CR-V	13,292	11,562	15.0%	54,480	24,145	126%	5.52%	5.62%
Honda Insight	3,164	3,688	-14.2%	19,431	15,932	22%	1.31%	2.00%
Hyundai Elantra	1,684	9	-	5,869	9	-	0.70%	0.61%
Hyundai Ioniq	3,941	3,424	15.1%	17,459	12,030	45%	1.64%	1.80%
Hyundai Santa Fe	1,869	19	0.0%	6,607	19	-	0.78%	0.68%
Hyundai Sonata	1,869	1,774	5.4%	11,766	3,437	242%	0.78%	1.21%
Hyundai Tucson	8,093	-	0.0%	16,621	-	-	3.36%	1.71%
Jeep Wrangler	8,510	97	0.0%	26,827	97	-	3.53%	2.77%
Kia Niro	4,772	3,563	33.9%	18,128	14,562	24%	1.98%	1.87%
Kia Optima/K5	-	-	-	10	440	-98%	0.00%	0.00%
Kia Sorento	1,768	71	-	7,155	71	-	0.73%	0.74%
Land Rover Range Rover	48	405	-88.1%	573	1,543	-63%	0.02%	0.06%
Lexus ES	3,323	3,331	-0.2%	12,990	8,784	48%	1.38%	1.34%
Lexus LC	2	5	-60.0%	14	14	-	0.00%	0.00%
Lexus LS	23	4	475.0%	84	66	27%	0.01%	0.01%
Lexus NX	1,227	3,334	-63.2%	10,632	9,358	14%	0.51%	1.10%
Lexus RX	5,496	4,257	29.1%	18,981	14,411	32%	2.28%	1.96%
Lexus UX	2,464	3,785	-34.9%	12,672	11,818	7%	1.02%	1.31%
Lincoln Aviator	712	910	-21.8%	2,901	1,843	57%	0.30%	0.30%
Lincoln Corsair	296	65	355.4%	465	65	615%	0.12%	0.05%
Lincoln MKZ	2	401	-99.5%	177	2,274	-92%	0.00%	0.02%
Mercedes GLC	-	351	-	113	1,147	-90%	0.00%	0.01%
Mini Cooper Countryman	150	88	70.5%	438	161	172%	0.06%	0.05%
Mitsubishi Outlander	978	518	88.8%	2,738	1,685	62%	0.41%	0.28%
Polestar 1	7	-	-	16	-	-	0.00%	0.00%

## HYBRIDS / PLUG-IN HYBRIDS

	Q4 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q4 2021	YTD
Porsche Cayenne	190	640	-70%	1,783	1,758	1%	0.08%	0.18%
Porsche Panamera	135	69	96%	503	522	-4%	0.06%	0.05%
Subaru Crosstrek	507	692	-27%	2,662	2,392	11%	0.21%	0.27%
Toyota Avalon	1,819	2,018	-10%	9,734	6,714	45%	0.76%	1.00%
Toyota Camry	9,705	13,007	-25%	46,399	33,826	37%	4.03%	4.79%
Toyota Corolla	4,318	6,372	-32%	27,576	17,628	56%	1.79%	2.84%
Toyota Highlander	14,703	23,916	-39%	65,167	48,455	34%	6.10%	6.72%
Toyota Prius / Prius Prime	7,972	10,959	-27%	59,010	43,525	36%	3.31%	6.09%
Toyota RAV4	46,133	34,324	34%	148,690	119,174	25%	19.15%	15.34%
Toyota Sienna	24,533	9,690	153%	107,130	9,690	-	10.18%	11.05%
Toyota Venza HEV	11,495	11,405	1%	61,988	13,073	374%	4.77%	6.39%
Volvo 60 Series	1,555	1,192	30%	5,969	2,514	137%	0.65%	0.62%
Volvo 90 Series	2,030	2,259	-10%	9,490	3,689	157%	0.84%	0.98%
<b>Total (Estimates)</b>	<b>240,900</b>	<b>189,524</b>	<b>27%</b>	<b>969,407</b>	<b>525,605</b>	<b>84%</b>	<b>100.00%</b>	<b>100.00%</b>