



Kelley Blue Book  
**KBB.COM**  
The Trusted Resource

# QUARTERLY LIGHT-VEHICLE SALES REPORT — Q1 2022 —

## **New-Car Sales**

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

A COX AUTOMOTIVE BRAND

# BRAND SUMMARY

	SALES			SALES			Market Share			
	Q1			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Acura	37,888	28,236	-25.5%	37,888	28,236	-25.5%	1.0%	0.9%	1.0%	0.9%
Alfa Romeo	4,646	3,291	-29.2%	4,646	3,291	-29.2%	0.1%	0.1%	0.1%	0.1%
Audi	54,840	35,505	-35.3%	54,840	35,505	-35.3%	1.4%	1.1%	1.4%	1.1%
BMW	71,433	73,714	3.2%	71,433	73,714	3.2%	1.8%	2.2%	1.8%	2.2%
Buick	45,784	19,146	-58.2%	45,784	19,146	-58.2%	1.2%	0.6%	1.2%	0.6%
Cadillac	37,277	28,216	-24.3%	37,277	28,216	-24.3%	0.9%	0.9%	0.9%	0.9%
Chevrolet	425,106	340,309	-19.9%	425,106	340,309	-19.9%	10.8%	10.3%	10.8%	10.3%
Chrysler	39,737	29,113	-26.7%	39,737	29,113	-26.7%	1.0%	0.9%	1.0%	0.9%
Dodge	63,988	41,043	-35.9%	63,988	41,043	-35.9%	1.6%	1.2%	1.6%	1.2%
Fiat	815	340	-58.3%	815	340	-58.3%	0.0%	0.0%	0.0%	0.0%
Ford	492,301	410,026	-16.7%	492,301	410,026	-16.7%	12.5%	12.4%	12.5%	12.4%
Genesis	8,222	11,723	42.6%	8,222	11,723	42.6%	0.2%	0.4%	0.2%	0.4%
GMC	131,239	121,437	-7.5%	131,239	121,437	-7.5%	3.3%	3.7%	3.3%	3.7%
Honda	309,203	238,182	-23.0%	309,203	238,182	-23.0%	7.9%	7.2%	7.9%	7.2%
Hyundai	167,130	159,676	-4.5%	167,130	159,676	-4.5%	4.3%	4.8%	4.3%	4.8%
Infiniti	19,071	11,246	-41.0%	19,071	11,246	-41.0%	0.5%	0.3%	0.5%	0.3%
Jaguar	4,230	2,668	-36.9%	4,230	2,668	-36.9%	0.1%	0.1%	0.1%	0.1%
Jeep	197,545	193,281	-2.2%	197,545	193,281	-2.2%	5.0%	5.8%	5.0%	5.8%
Kia	159,550	151,194	-5.2%	159,550	151,194	-5.2%	4.1%	4.6%	4.1%	4.6%
Land Rover	23,720	15,525	-34.5%	23,720	15,525	-34.5%	0.6%	0.5%	0.6%	0.5%
Lexus	74,253	64,365	-13.3%	74,253	64,365	-13.3%	1.9%	1.9%	1.9%	1.9%
Lincoln	25,410	19,148	-24.6%	25,410	19,148	-24.6%	0.6%	0.6%	0.6%	0.6%
Lucid		460			460			0.0%		0.0%
Mazda	83,258	82,268	-1.2%	83,258	82,268	-1.2%	2.1%	2.5%	2.1%	2.5%
Mercedes-Benz	89,915	56,624	-37.0%	89,915	56,624	-37.0%	2.3%	1.7%	2.3%	1.7%
Mini	6,285	6,876	9.4%	6,285	6,876	9.4%	0.2%	0.2%	0.2%	0.2%
Mitsubishi	28,231	26,400	-6.5%	28,231	26,400	-6.5%	0.7%	0.8%	0.7%	0.8%
Nissan	266,482	189,835	-28.8%	266,482	189,835	-28.8%	6.8%	5.7%	6.8%	5.7%
Polestar	118	1,510	1179.7%	118	1,510	1179.7%	0.0%	0.0%	0.0%	0.0%
Porsche	17,368	13,042	-24.9%	17,368	13,042	-24.9%	0.4%	0.4%	0.4%	0.4%
Ram	162,920	138,153	-15.2%	162,920	138,153	-15.2%	4.2%	4.2%	4.2%	4.2%
Rivian		720			720			0.0%		0.0%
Subaru	160,426	132,346	-17.5%	160,426	132,346	-17.5%	4.1%	4.0%	4.1%	4.0%
Tesla	69,300	129,743	87.2%	69,300	129,743	87.2%	1.8%	3.9%	1.8%	3.9%
Toyota	528,813	450,227	-14.9%	528,813	450,227	-14.9%	13.5%	13.6%	13.5%	13.6%
Volkswagen	90,853	64,993	-28.5%	90,853	64,993	-28.5%	2.3%	2.0%	2.3%	2.0%
Volvo	27,239	18,939	-30.5%	27,239	18,939	-30.5%	0.7%	0.6%	0.7%	0.6%
INDUSTRY TOTAL	3,924,596	3,309,520	-15.7%	3,924,596	3,309,520	-15.7%	100.0%	100.0%	100.0%	100.0%

# MANUFACTURER SUMMARY

	SALES			SALES			Market Share			
	Q1		%	YTD		%	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>BMW</b>	77,718	80,590	3.7%	77,718	80,590	3.7%	2.0%	2.4%	2.0%	2.4%
<b>Daimler</b>	89,915	56,624	-37.0%	89,915	56,624	-37.0%	2.3%	1.7%	2.3%	1.7%
<b>Ford Motor Company</b>	517,711	429,174	-17.1%	517,711	429,174	-17.1%	13.2%	13.0%	13.2%	13.0%
<b>Geely Auto Group</b>	27,357	20,449	-25.3%	27,357	20,449	-25.3%	0.7%	0.6%	0.7%	0.6%
<b>General Motors</b>	639,406	509,108	-20.4%	639,406	509,108	-20.4%	16.3%	15.4%	16.3%	15.4%
<b>Honda Motor Company</b>	347,091	266,418	-23.2%	347,091	266,418	-23.2%	8.8%	8.1%	8.8%	8.1%
<b>Hyundai Motor Group</b>	334,902	322,593	-3.7%	334,902	322,593	-3.7%	8.5%	9.7%	8.5%	9.7%
<b>Lucid Motors</b>		460			460			0.0%		0.0%
<b>Mazda Motor Corporation</b>	83,258	82,268	-1.2%	83,258	82,268	-1.2%	2.1%	2.5%	2.1%	2.5%
<b>Renault-Nissan-Mitsubishi Alliance</b>	313,784	227,481	-27.5%	313,784	227,481	-27.5%	8.0%	6.9%	8.0%	6.9%
<b>Rivian</b>		720			720			0.0%		0.0%
<b>Stellantis</b>	469,651	405,221	-13.7%	469,651	405,221	-13.7%	12.0%	12.2%	12.0%	12.2%
<b>Subaru Corporation</b>	160,426	132,346	-17.5%	160,426	132,346	-17.5%	4.1%	4.0%	4.1%	4.0%
<b>Tata Motors</b>	27,950	18,193	-34.9%	27,950	18,193	-34.9%	0.7%	0.5%	0.7%	0.5%
<b>Tesla Motors</b>	69,300	129,743	87.2%	69,300	129,743	87.2%	1.8%	3.9%	1.8%	3.9%
<b>Toyota Motor Corporation</b>	603,066	514,592	-14.7%	603,066	514,592	-14.7%	15.4%	15.5%	15.4%	15.5%
<b>Volkswagen Group</b>	163,061	113,540	-30.4%	163,061	113,540	-30.4%	4.2%	3.4%	4.2%	3.4%
<b>INDUSTRY TOTAL</b>	3,924,596	3,309,520	-15.7%	3,924,596	3,309,520	-15.7%	100.0%	100.0%	100.0%	100.0%

## MONTHLY INDUSTRY VOLUME (SAAR)



## SEGMENT SUMMARY

	SALES			SALES			Market Share			
	Q1			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Compact Car	280,631	204,789	-27.0%	280,631	204,789	-27.0%	7.2%	6.2%	7.2%	6.2%
Compact SUV/Crossover	646,604	530,999	-17.9%	646,604	530,999	-17.9%	16.5%	16.0%	16.5%	16.0%
Electric Vehicle	98,692	173,561	76.0%	98,692	173,561	76.0%	2.5%	5.2%	2.5%	5.2%
Entry-level Luxury Car	93,335	69,673	-25.4%	93,335	69,673	-25.4%	2.4%	2.1%	2.4%	2.1%
Full-size Car	39,237	26,363	-32.8%	39,237	26,363	-32.8%	1.0%	0.8%	1.0%	0.8%
Full-size Pickup Truck	566,851	472,288	-16.7%	566,851	472,288	-16.7%	14.4%	14.3%	14.4%	14.3%
Full-size SUV/Crossover	84,537	76,537	-9.5%	84,537	76,537	-9.5%	2.2%	2.3%	2.2%	2.3%
High Performance Car	11,572	11,713	1.2%	11,572	11,713	1.2%	0.3%	0.4%	0.3%	0.4%
High-end Luxury Car	8,366	9,025	7.9%	8,366	9,025	7.9%	0.2%	0.3%	0.2%	0.3%
Hybrid/Alternative Energy Car	28,444	32,192	13.2%	28,444	32,192	13.2%	0.7%	1.0%	0.7%	1.0%
Luxury Car	20,552	11,043	-46.3%	20,552	11,043	-46.3%	0.5%	0.3%	0.5%	0.3%
Luxury Compact SUV/Crossover	133,686	94,749	-29.1%	133,686	94,749	-29.1%	3.4%	2.9%	3.4%	2.9%
Luxury Full-size SUV/Crossover	38,792	31,226	-19.5%	38,792	31,226	-19.5%	1.0%	0.9%	1.0%	0.9%
Luxury Mid-size SUV/Crossover	168,757	141,621	-16.1%	168,757	141,621	-16.1%	4.3%	4.3%	4.3%	4.3%
Luxury Subcompact SUV/Crossover	29,647	17,619	-40.6%	29,647	17,619	-40.6%	0.8%	0.5%	0.8%	0.5%
Mid-size Car	247,713	201,281	-18.7%	247,713	201,281	-18.7%	6.3%	6.1%	6.3%	6.1%
Mid-size SUV/Crossover	666,739	617,324	-7.4%	666,739	617,324	-7.4%	17.0%	18.7%	17.0%	18.7%
Minivan	85,245	61,706	-27.6%	85,245	61,706	-27.6%	2.2%	1.9%	2.2%	1.9%
Small/Mid-size Pickup Truck	164,014	175,825	7.2%	164,014	175,825	7.2%	4.2%	5.3%	4.2%	5.3%
Sports Car	53,336	40,525	-24.0%	53,336	40,525	-24.0%	1.4%	1.2%	1.4%	1.2%
Subcompact Car	63,309	20,611	-67.4%	63,309	20,611	-67.4%	1.6%	0.6%	1.6%	0.6%
Subcompact SUV/Crossover	294,123	237,786	-19.2%	294,123	237,786	-19.2%	7.5%	7.2%	7.5%	7.2%
Van	103,727	66,482	-35.9%	103,727	66,482	-35.9%	2.6%	2.0%	2.6%	2.0%
<b>INDUSTRY TOTAL</b>	<b>3,924,596</b>	<b>3,309,520</b>	<b>-15.7%</b>	<b>3,924,596</b>	<b>3,309,520</b>	<b>-15.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

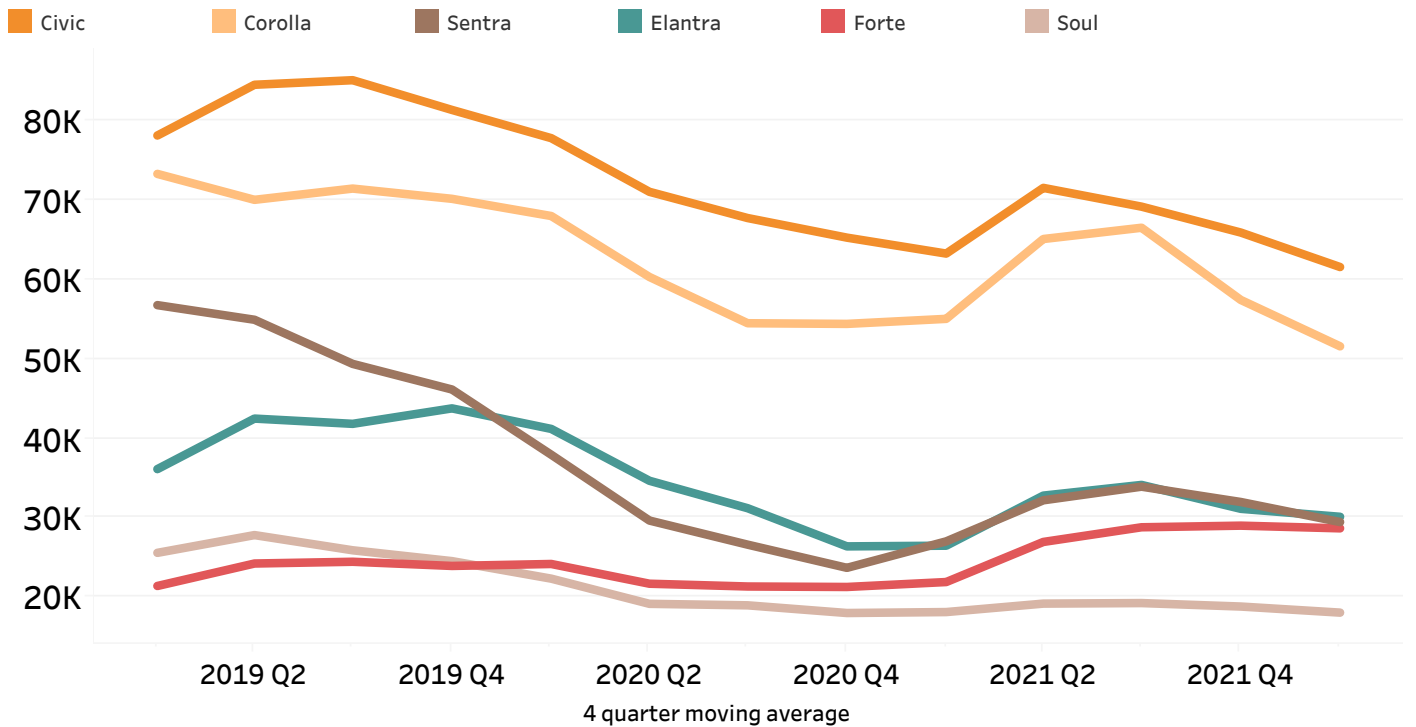
	SALES			SALES			Market Share			
	Q1			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Car	931,199	774,383	-16.8%	931,199	774,383	-16.8%	23.7%	23.4%	23.7%	23.4%
SUV	2,073,560	1,758,060	-15.2%	2,073,560	1,758,060	-15.2%	52.8%	53.1%	52.8%	53.1%
Truck	730,865	648,864	-11.2%	730,865	648,864	-11.2%	18.6%	19.6%	18.6%	19.6%
Van	188,972	128,213	-32.2%	188,972	128,213	-32.2%	4.8%	3.9%	4.8%	3.9%
<b>INDUSTRY TOTAL</b>	<b>3,924,596</b>	<b>3,309,520</b>	<b>-15.7%</b>	<b>3,924,596</b>	<b>3,309,520</b>	<b>-15.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

	SALES			SALES			Market Share			
	Q1			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Luxury	610,714	533,101	-12.7%	610,714	533,101	-12.7%	15.6%	16.1%	15.6%	16.1%
Non-Luxury	3,313,882	2,776,419	-16.2%	3,313,882	2,776,419	-16.2%	84.4%	83.9%	84.4%	83.9%
<b>INDUSTRY TOTAL</b>	<b>3,924,596</b>	<b>3,309,520</b>	<b>-15.7%</b>	<b>3,924,596</b>	<b>3,309,520</b>	<b>-15.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## COMPACT CAR

	SALES			SALES			Market Share			
	Q1		2021	YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
500L	69	1	-98.6%	69	1	-98.6%	0.0%	0.0%	0.0%	0.0%
Beetle	1	1	0.0%	1	1	0.0%	0.0%	0.0%	0.0%	0.0%
Civic	55,903	38,515	-31.1%	55,903	38,515	-31.1%	19.9%	18.8%	19.9%	18.8%
Corolla	67,211	43,821	-34.8%	67,211	43,821	-34.8%	23.9%	21.4%	23.9%	21.4%
Corolla Hatchback	5,309	3,680	-30.7%	5,309	3,680	-30.7%	1.9%	1.8%	1.9%	1.8%
Cruze	13		-100.0%	13		-100.0%	0.0%		0.0%	
Dart	1	1	0.0%	1	1	0.0%	0.0%	0.0%	0.0%	0.0%
Elantra	26,093	22,072	-15.4%	26,093	22,072	-15.4%	9.3%	10.8%	9.3%	10.8%
Forte	24,850	23,498	-5.4%	24,850	23,498	-5.4%	8.9%	11.5%	8.9%	11.5%
Golf	4,244	2,325	-45.2%	4,244	2,325	-45.2%	1.5%	1.1%	1.5%	1.1%
Impreza	9,115	8,788	-3.6%	9,115	8,788	-3.6%	3.2%	4.3%	3.2%	4.3%
Jetta	22,714	10,878	-52.1%	22,714	10,878	-52.1%	8.1%	5.3%	8.1%	5.3%
Mazda3	9,992	9,492	-5.0%	9,992	9,492	-5.0%	3.6%	4.6%	3.6%	4.6%
Sentra	37,238	27,131	-27.1%	37,238	27,131	-27.1%	13.3%	13.2%	13.3%	13.2%
Soul	17,191	14,124	-17.8%	17,191	14,124	-17.8%	6.1%	6.9%	6.1%	6.9%
Veloster	687	462	-32.8%	687	462	-32.8%	0.2%	0.2%	0.2%	0.2%
SEGMENT TOTAL	280,631	204,789	-27.0%	280,631	204,789	-27.0%	100.0%	100.0%	100.0%	100.0%

## COMPACT CAR VOLUME TREND

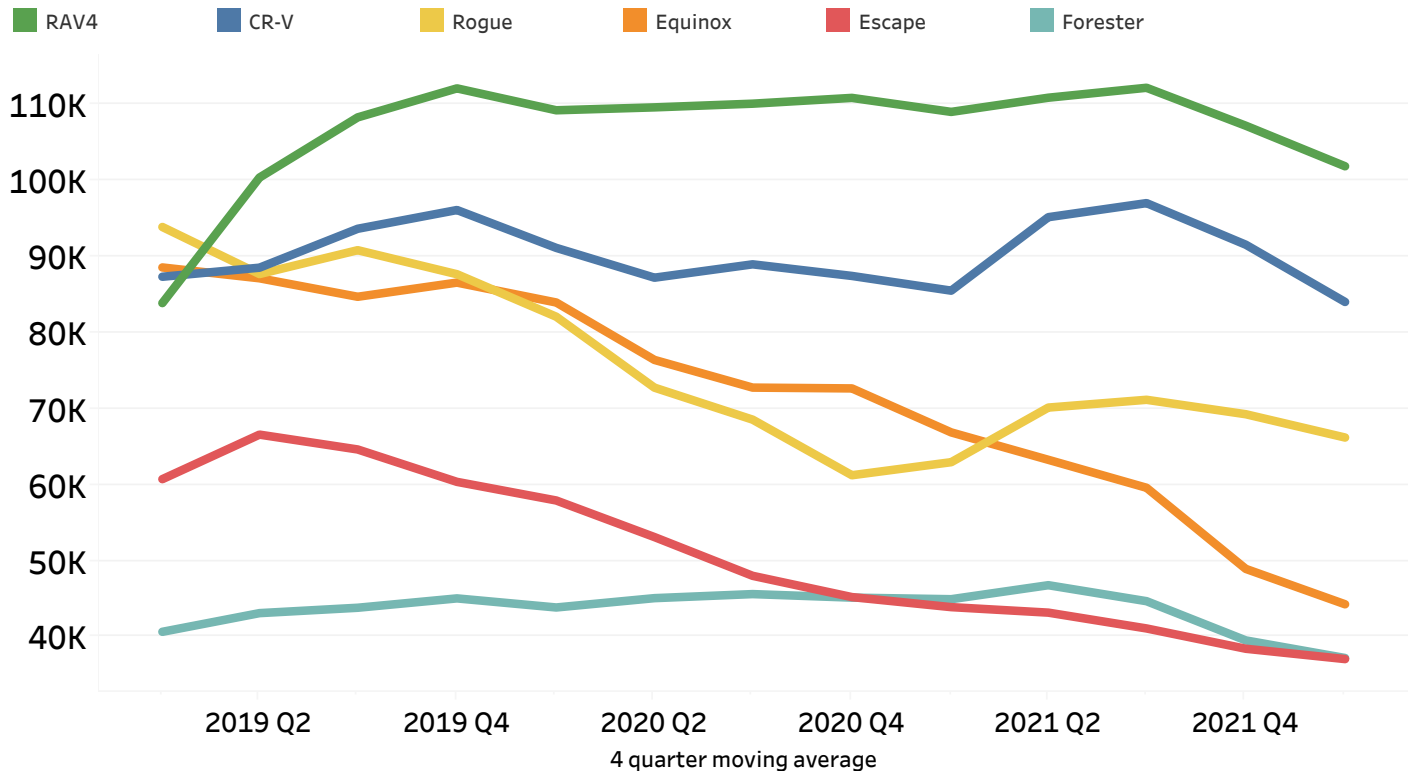




# COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q1		YTD	YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
Cherokee	37,923	10,079 -73.4%	37,923	10,079 -73.4%	5.9%	1.9%	5.9%	1.9%		
Compass	19,959	24,408 22.3%	19,959	24,408 22.3%	3.1%	4.6%	3.1%	4.6%		
Corolla Cross		10,157		10,157		1.9%		1.9%		
CR-V	93,766	58,579 -37.5%	93,766	58,579 -37.5%	14.5%	11.0%	14.5%	11.0%		
CX-5	40,750	50,709 24.4%	40,750	50,709 24.4%	6.3%	9.5%	6.3%	9.5%		
Eclipse Cross	1,583	3,992 152.2%	1,583	3,992 152.2%	0.2%	0.8%	0.2%	0.8%		
Equinox	63,218	56,036 -11.4%	63,218	56,036 -11.4%	9.8%	10.6%	9.8%	10.6%		
Escape	40,990	39,962 -2.5%	40,990	39,962 -2.5%	6.3%	7.5%	6.3%	7.5%		
Forester	47,694	31,358 -34.3%	47,694	31,358 -34.3%	7.4%	5.9%	7.4%	5.9%		
RAV4	114,255	101,192 -11.4%	114,255	101,192 -11.4%	17.7%	19.1%	17.7%	19.1%		
Rogue	86,720	45,235 -47.8%	86,720	45,235 -47.8%	13.4%	8.5%	13.4%	8.5%		
Sportage	22,417	16,460 -26.6%	22,417	16,460 -26.6%	3.5%	3.1%	3.5%	3.1%		
Terrain	16,917	24,944 47.4%	16,917	24,944 47.4%	2.6%	4.7%	2.6%	4.7%		
Tiguan	27,265	18,233 -33.1%	27,265	18,233 -33.1%	4.2%	3.4%	4.2%	3.4%		
Tucson	33,147	39,655 19.6%	33,147	39,655 19.6%	5.1%	7.5%	5.1%	7.5%		
<b>SEGMENT TOTAL</b>	<b>646,604</b>	<b>530,999 -17.9%</b>	<b>646,604</b>	<b>530,999 -17.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

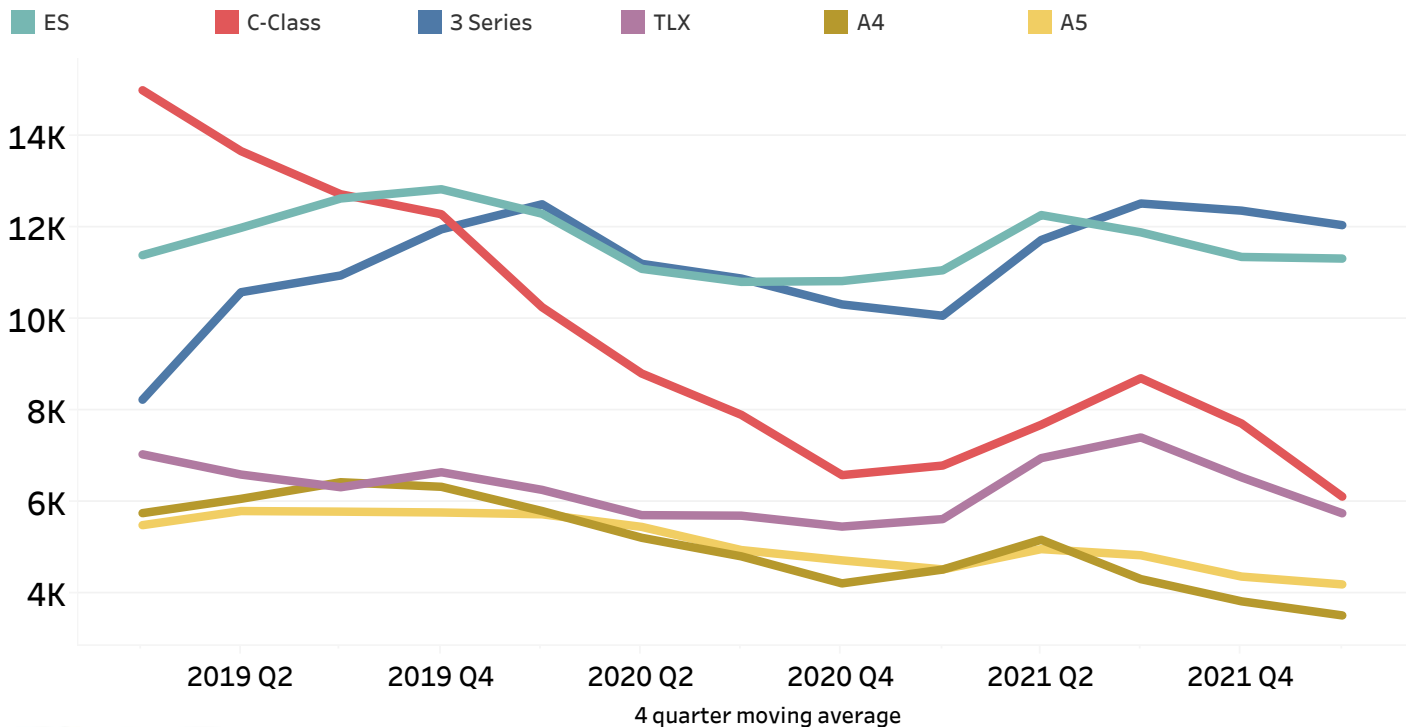
## COMPACT SUV/CROSSOVER VOLUME TREND



# ENTRY-LEVEL LUXURY CAR

	SALES			SALES			Market Share			
	Q1		2022	YTD		2022	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
1/2 Series	5,307	4,024	-24.2%	5,307	4,024	-24.2%	5.7%	5.8%	5.7%	5.8%
3 Series	9,426	8,156	-13.5%	9,426	8,156	-13.5%	10.1%	11.7%	10.1%	11.7%
4 Series	4,785	7,379	54.2%	4,785	7,379	54.2%	5.1%	10.6%	5.1%	10.6%
60 Series	4,616	2,471	-46.5%	4,616	2,471	-46.5%	4.9%	3.5%	4.9%	3.5%
A3	1,329	1,368	2.9%	1,329	1,368	2.9%	1.4%	2.0%	1.4%	2.0%
A4	4,831	3,597	-25.5%	4,831	3,597	-25.5%	5.2%	5.2%	5.2%	5.2%
A5	4,527	3,841	-15.2%	4,527	3,841	-15.2%	4.9%	5.5%	4.9%	5.5%
A-Class	3,289	913	-72.2%	3,289	913	-72.2%	3.5%	1.3%	3.5%	1.3%
allroad	240	256	6.7%	240	256	6.7%	0.3%	0.4%	0.3%	0.4%
C-Class	7,696	1,293	-83.2%	7,696	1,293	-83.2%	8.2%	1.9%	8.2%	1.9%
CLA	2,372	1,149	-51.6%	2,372	1,149	-51.6%	2.5%	1.6%	2.5%	1.6%
CT4	2,627	1,893	-27.9%	2,627	1,893	-27.9%	2.8%	2.7%	2.8%	2.7%
CT5	4,374	3,343	-23.6%	4,374	3,343	-23.6%	4.7%	4.8%	4.7%	4.8%
ES	10,192	10,051	-1.4%	10,192	10,051	-1.4%	10.9%	14.4%	10.9%	14.4%
G70	1,864	2,873	54.1%	1,864	2,873	54.1%	2.0%	4.1%	2.0%	4.1%
G80	1,512	1,048	-30.7%	1,512	1,048	-30.7%	1.6%	1.5%	1.6%	1.5%
Giulia	2,065	1,145	-44.6%	2,065	1,145	-44.6%	2.2%	1.6%	2.2%	1.6%
ILX	2,986	3,761	26.0%	2,986	3,761	26.0%	3.2%	5.4%	3.2%	5.4%
IS	6,028	4,462	-26.0%	6,028	4,462	-26.0%	6.5%	6.4%	6.5%	6.4%
MKZ	1,238		-100.0%	1,238		-100.0%	1.3%		1.3%	
Q50	4,302	2,429	-43.5%	4,302	2,429	-43.5%	4.6%	3.5%	4.6%	3.5%
Q60	686	768	12.0%	686	768	12.0%	0.7%	1.1%	0.7%	1.1%
RC	777	461	-40.7%	777	461	-40.7%	0.8%	0.7%	0.8%	0.7%
Regal	19	1	-94.7%	19	1	-94.7%	0.0%	0.0%	0.0%	0.0%
TLX	6,141	2,991	-51.3%	6,141	2,991	-51.3%	6.6%	4.3%	6.6%	4.3%
XE	94	0	-100.0%	94	0	-100.0%	0.1%	0.0%	0.1%	0.0%
SEGMENT TOTAL	93,323	69,673	-25.3%	93,323	69,673	-25.3%	100.0%	100.0%	100.0%	100.0%

## ENTRY-LEVEL LUXURY VOLUME TREND



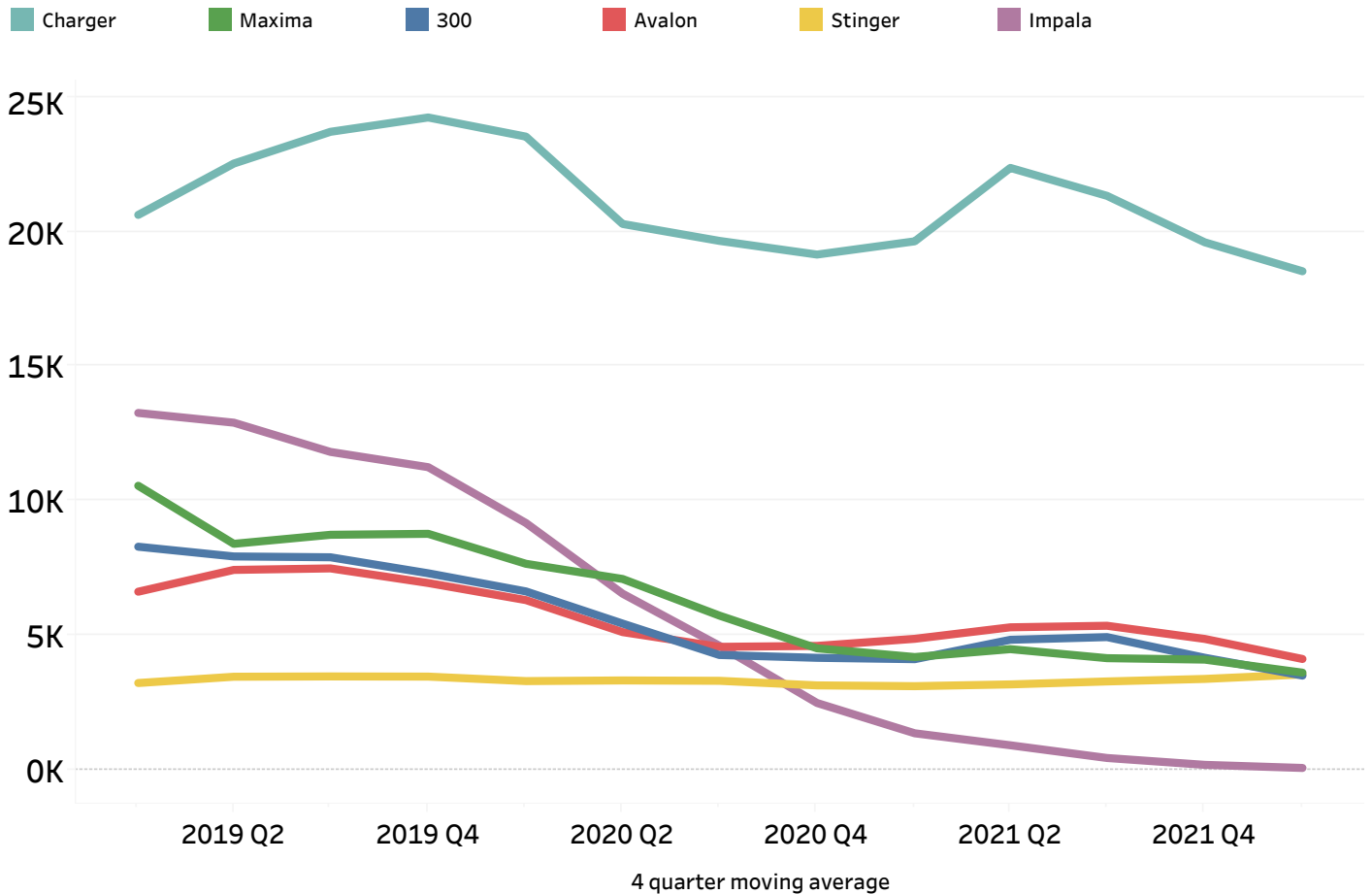
Source: Kelley Blue Book data



## FULL-SIZE CAR

	SALES			SALES			Market Share			
	Q1			YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
<b>300</b>	5,394	2,745 -49.1%	5,394	2,745 -49.1%	13.7%	10.4%	13.7%	10.4%		
<b>Arteon</b>	1,099	47 -95.7%	1,099	47 -95.7%	2.8%	0.2%	2.8%	0.2%		
<b>Avalon</b>	5,136	2,155 -58.0%	5,136	2,155 -58.0%	13.1%	8.2%	13.1%	8.2%		
<b>Cadenza</b>	155	-100.0%	155	-100.0%	0.4%		0.4%			
<b>Charger</b>	19,740	15,439 -21.8%	19,740	15,439 -21.8%	50.3%	58.6%	50.3%	58.6%		
<b>Impala</b>	462	1 -99.8%	462	1 -99.8%	1.2%	0.0%	1.2%	0.0%		
<b>Maxima</b>	4,807	2,869 -40.3%	4,807	2,869 -40.3%	12.3%	10.9%	12.3%	10.9%		
<b>Stinger</b>	2,444	3,107 27.1%	2,444	3,107 27.1%	6.2%	11.8%	6.2%	11.8%		
<b>SEGMENT TOTAL</b>	39,237	26,363 -32.8%	39,237	26,363 -32.8%	100.0%	100.0%	100.0%	100.0%		

## FULL-SIZE CAR VOLUME TREND



Source: Kelley Blue Book data

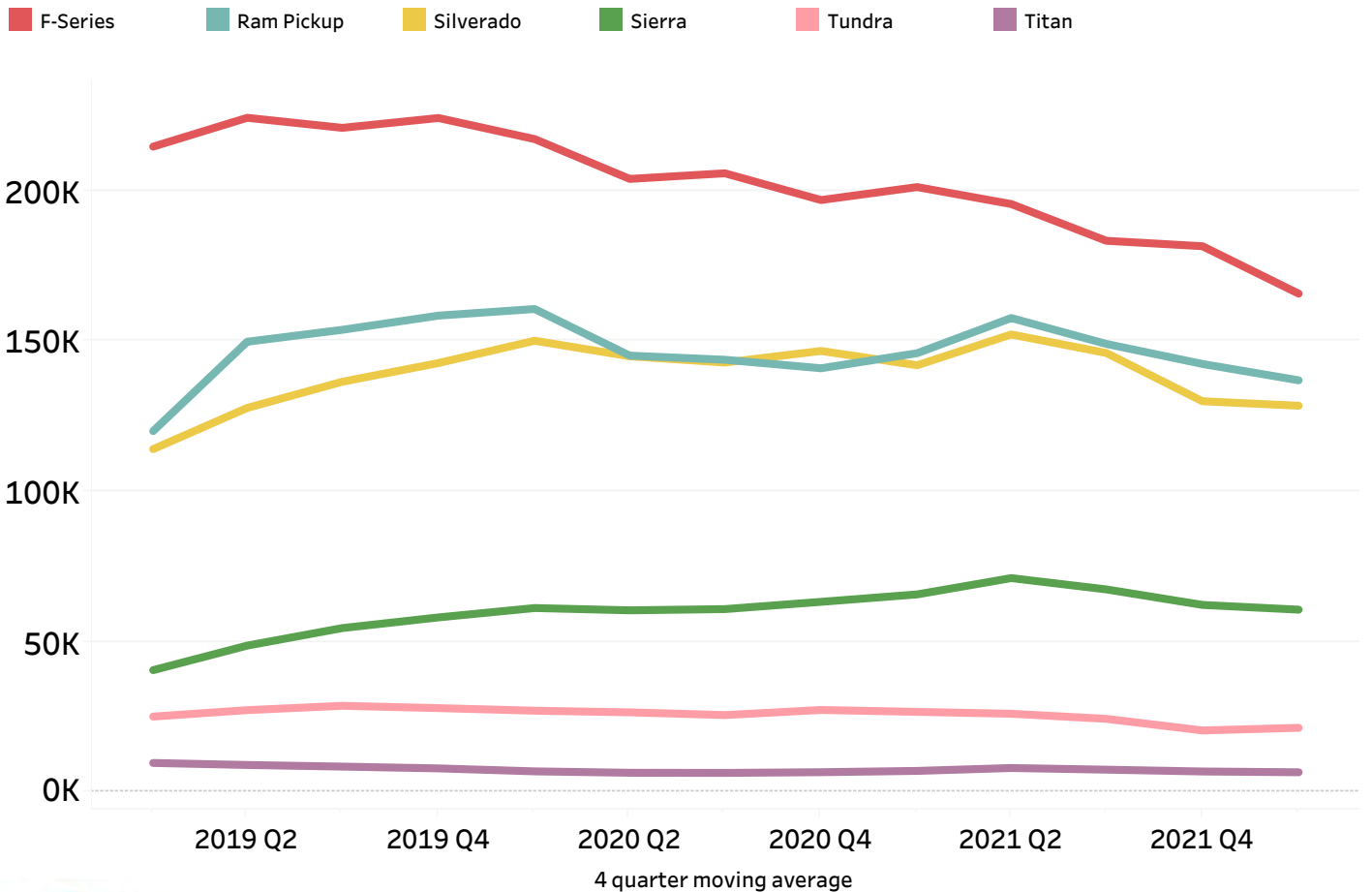




# FULL-SIZE PICKUP TRUCK

	SALES			SALES			Market Share			
	Q1		%	YTD		%	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>F-Series</b>	203,797	140,701	-31.0%	203,797	140,701	-31.0%	36.0%	29.8%	36.0%	29.8%
<b>Ram Pickup</b>	148,836	127,116	-14.6%	148,836	127,116	-14.6%	26.3%	26.9%	26.3%	26.9%
<b>Sierra</b>	62,917	56,617	-10.0%	62,917	56,617	-10.0%	11.1%	12.0%	11.1%	12.0%
<b>Silverado</b>	124,704	118,796	-4.7%	124,704	118,796	-4.7%	22.0%	25.2%	22.0%	25.2%
<b>Titan</b>	7,463	6,415	-14.0%	7,463	6,415	-14.0%	1.3%	1.4%	1.3%	1.4%
<b>Tundra</b>	19,134	22,643	18.3%	19,134	22,643	18.3%	3.4%	4.8%	3.4%	4.8%
<b>SEGMENT TOTAL</b>	566,851	472,288	-16.7%	566,851	472,288	-16.7%	100.0%	100.0%	100.0%	100.0%

## FULL-SIZE PICKUP TRUCK VOLUME TREND



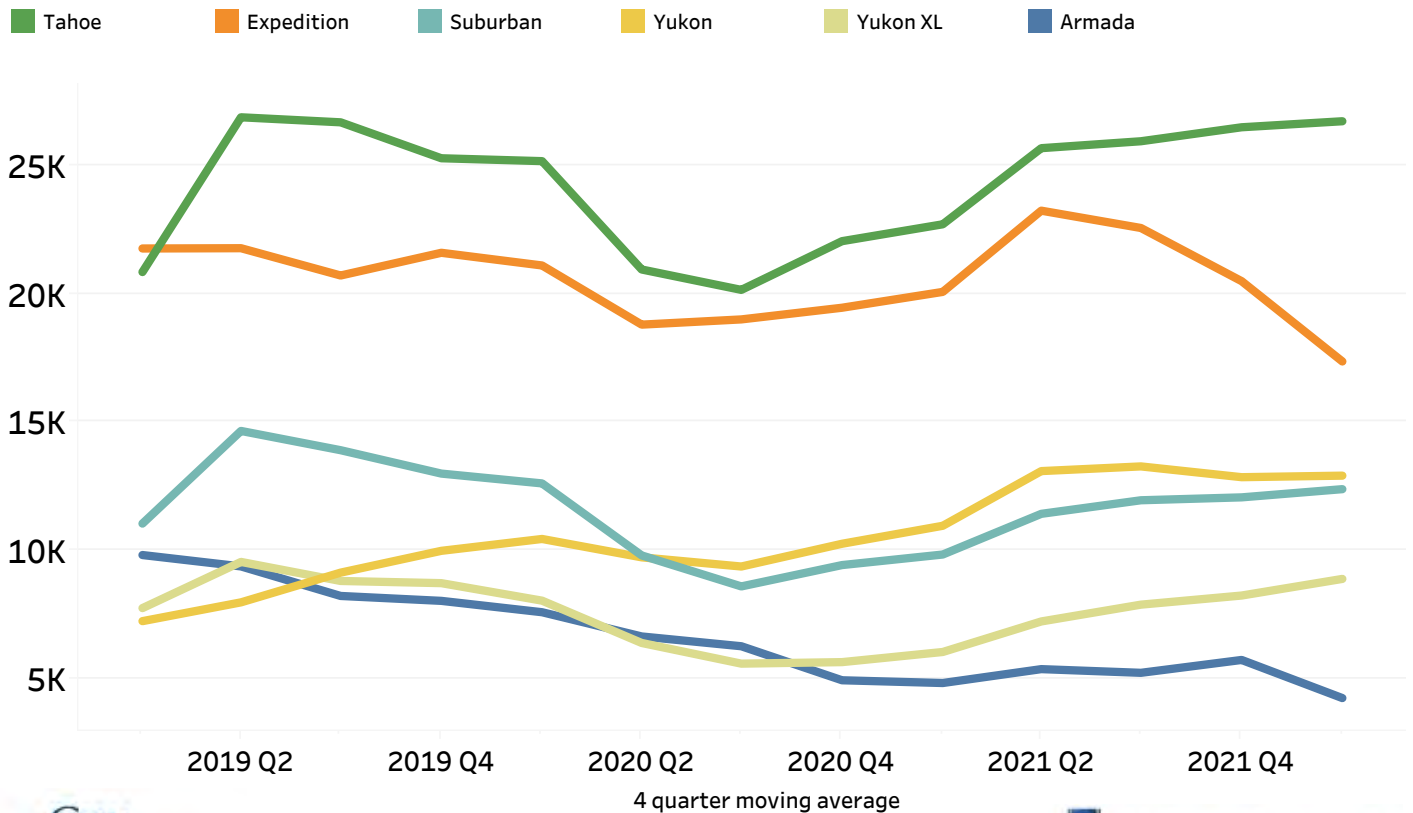
Source: Kelley Blue Book data



## FULL-SIZE SUV/CROSSOVER

	SALES		SALES			Market Share			
	Q1		YTD			QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022	
Armada	7,598	1,643 -78.4%	7,598	1,643 -78.4%	9.0%	2.1%	9.0%	2.1%	
Expedition	22,263	9,718 -56.3%	22,263	9,718 -56.3%	26.3%	12.7%	26.3%	12.7%	
Sequoia	2,037	422 -79.3%	2,037	422 -79.3%	2.4%	0.6%	2.4%	0.6%	
Suburban	11,143	12,424 11.5%	11,143	12,424 11.5%	13.2%	16.2%	13.2%	16.2%	
Tahoe	23,038	23,979 4.1%	23,038	23,979 4.1%	27.3%	31.3%	27.3%	31.3%	
Wagoneer		7,055		7,055		9.2%		9.2%	
Yukon	11,882	12,123 2.0%	11,882	12,123 2.0%	14.1%	15.8%	14.1%	15.8%	
Yukon XL	6,576	9,173 39.5%	6,576	9,173 39.5%	7.8%	12.0%	7.8%	12.0%	
SEGMENT TOTAL	84,537	76,537 -9.5%	84,537	76,537 -9.5%	100.0%	100.0%	100.0%	100.0%	

### FULL-SIZE SUV/CROSSOVER VOLUME TREND



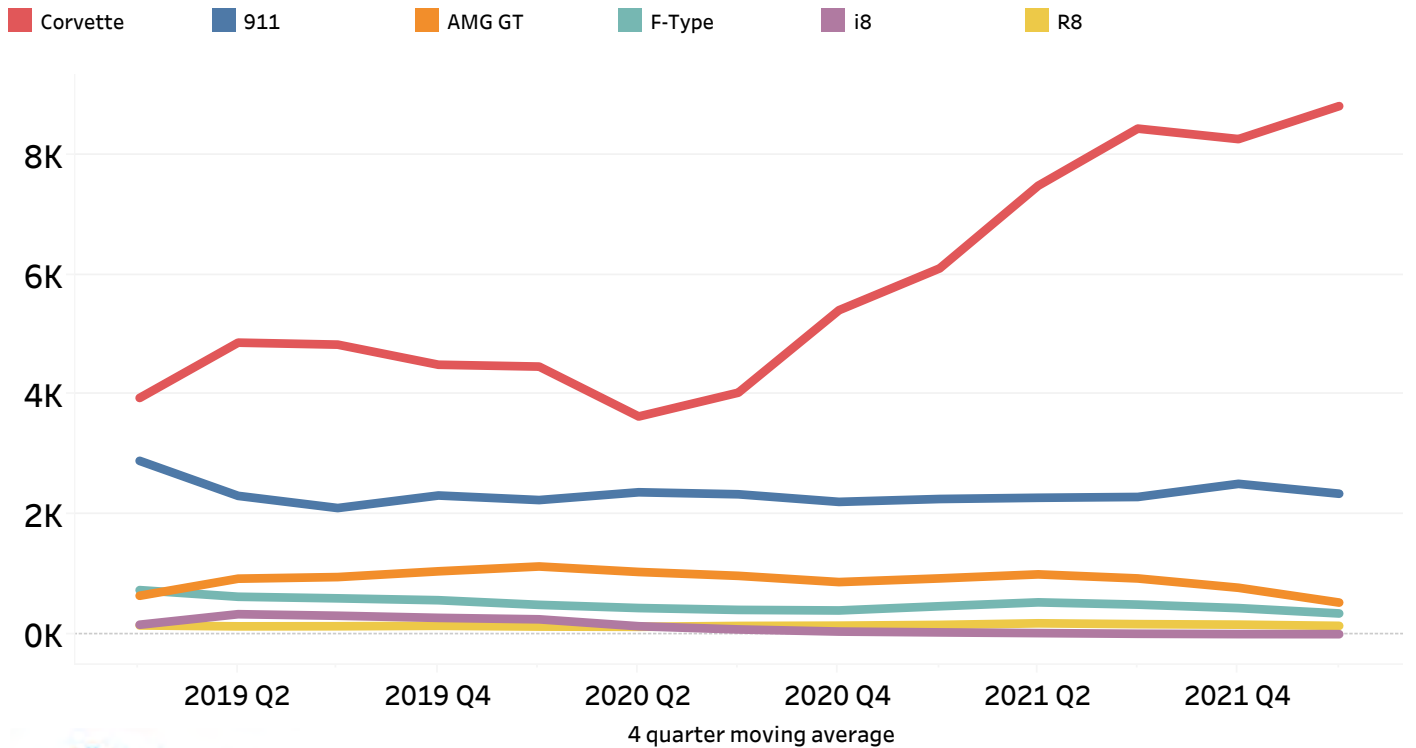
Source: Kelley Blue Book data



## HIGH PERFORMANCE CAR

	SALES			SALES			Market Share			
	Q1		2021	YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
<b>911</b>	2,782	2,123 -23.7%	2,782	2,123 -23.7%	24.0%	18.1%	24.0%	18.1%		
<b>AMG GT</b>	1,212	224 -81.5%	1,212	224 -81.5%	10.5%	1.9%	10.5%	1.9%		
<b>Corvette</b>	6,611	8,811 33.3%	6,611	8,811 33.3%	57.1%	75.2%	57.1%	75.2%		
<b>F-Type</b>	709	351 -50.5%	709	351 -50.5%	6.1%	3.0%	6.1%	3.0%		
<b>GT</b>	33	36 9.1%	33	36 9.1%	0.3%	0.3%	0.3%	0.3%		
<b>GTR</b>	50	50 0.0%	50	50 0.0%	0.4%	0.4%	0.4%	0.4%		
<b>i8</b>	8	4 -50.0%	8	4 -50.0%	0.1%	0.0%	0.1%	0.0%		
<b>NSX</b>	17	46 170.6%	17	46 170.6%	0.1%	0.4%	0.1%	0.4%		
<b>R8</b>	148	68 -54.1%	148	68 -54.1%	1.3%	0.6%	1.3%	0.6%		
<b>Viper</b>	2	0 -100.0%	2	0 -100.0%	0.0%	0.0%	0.0%	0.0%		
<b>SEGMENT TOTAL</b>	11,572	11,713 1.2%	11,572	11,713 1.2%	100.0%	100.0%	100.0%	100.0%		

## HIGH PERFORMANCE CAR VOLUME TREND



Source: Kelley Blue Book data

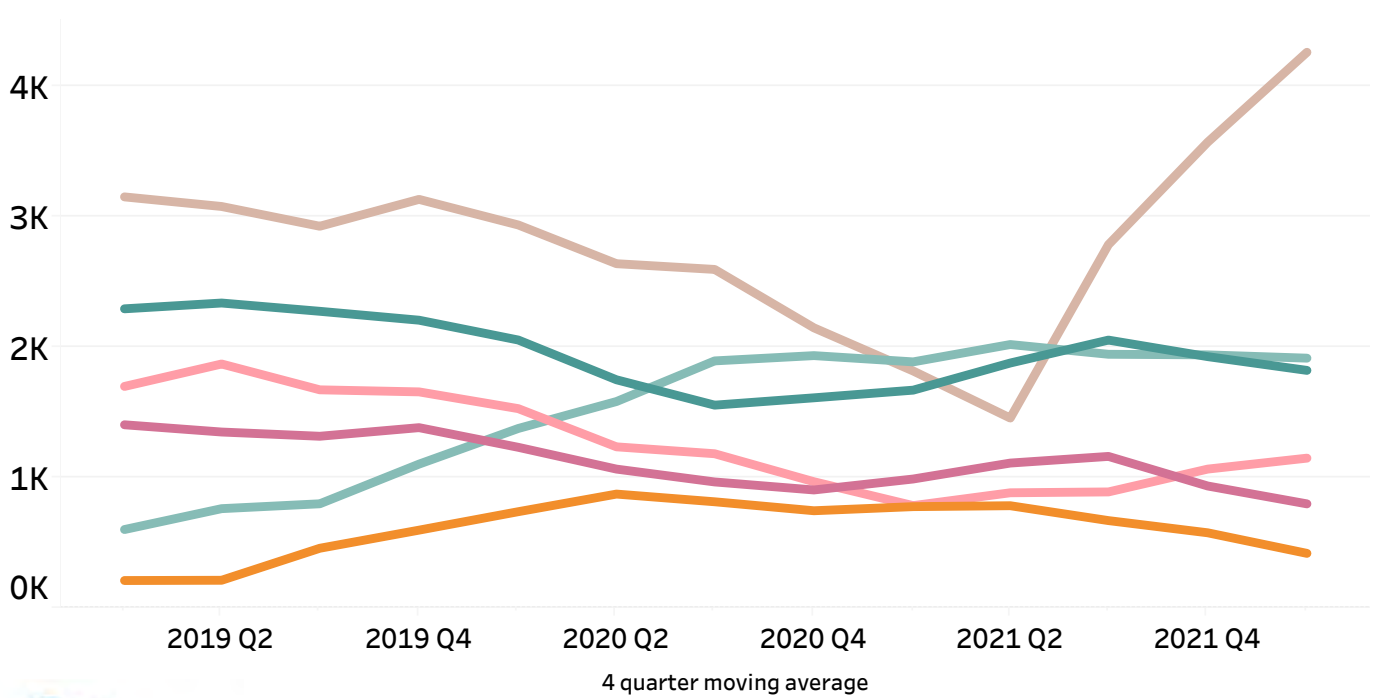


# HIGH-END LUXURY CAR

	SALES			SALES			Market Share			
	Q1		2022	YTD		2022	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
7 Series	1,920	1,498	-22.0%	1,920	1,498	-22.0%	23.0%	16.6%	23.0%	16.6%
8 Series	1,502	1,401	-6.7%	1,502	1,401	-6.7%	18.0%	15.5%	18.0%	15.5%
A8	441	234	-46.9%	441	234	-46.9%	5.3%	2.6%	5.3%	2.6%
CLS-Class	902	271	-70.0%	902	271	-70.0%	10.8%	3.0%	10.8%	3.0%
LC	654	442	-32.4%	654	442	-32.4%	7.8%	4.9%	7.8%	4.9%
LS	1,137	589	-48.2%	1,137	589	-48.2%	13.6%	6.5%	13.6%	6.5%
Panamera	451	787	74.5%	451	787	74.5%	5.4%	8.7%	5.4%	8.7%
S-Class	1,043	3,800	264.3%	1,043	3,800	264.3%	12.5%	42.1%	12.5%	42.1%
SL	311	3	-99.0%	311	3	-99.0%	3.7%	0.0%	3.7%	0.0%
XJ	5		-100.0%	5		-100.0%	0.1%		0.1%	
SEGMENT TOTAL	8,366	9,025	7.9%	8,366	9,025	7.9%	100.0%	100.0%	100.0%	100.0%

## HIGH-END LUXURY CAR VOLUME TREND

■ S-Class   
 ■ 8 Series   
 ■ 7 Series   
 ■ Panamera   
 ■ LS   
 ■ CLS-Class



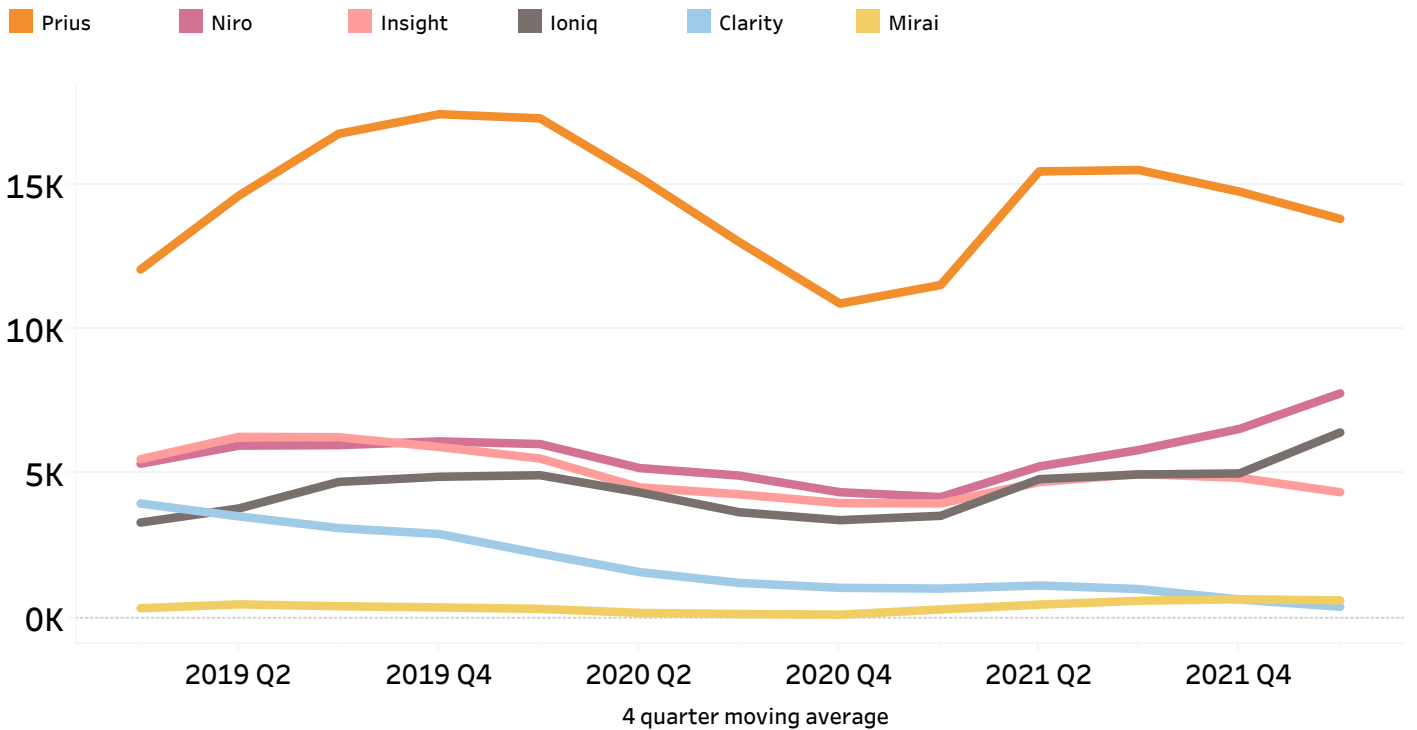
Source: Kelley Blue Book data



## HYBRID/ALTERNATIVE ENERGY CAR (Hybrid only namplate, no ICE variants)

	SALES		SALES				Market Share			
	Q1		YTD				QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022		
Clarity	1,147	154 -86.6%	1,147	154 -86.6%	4.0%	0.5%	4.0%	0.5%		
Insight	3,859	1,865 -51.7%	3,859	1,865 -51.7%	13.6%	5.8%	13.6%	5.8%		
Ioniq	4,125	9,788 137.3%	4,125	9,788 137.3%	14.5%	30.4%	14.5%	30.4%		
Mirai	869	715 -17.7%	869	715 -17.7%	3.1%	2.2%	3.1%	2.2%		
Nexo	78	166 112.8%	78	166 112.8%	0.3%	0.5%	0.3%	0.5%		
Niro	4,311	9,226 114.0%	4,311	9,226 114.0%	15.2%	28.7%	15.2%	28.7%		
Prius	14,050	10,278 -26.8%	14,050	10,278 -26.8%	49.4%	31.9%	49.4%	31.9%		
Volt	5	-100.0%	5	-100.0%	0.0%	0.0%	0.0%	0.0%		
SEGMENT TOTAL	28,444	32,192 13.2%	28,444	32,192 13.2%	100.0%	100.0%	100.0%	100.0%		

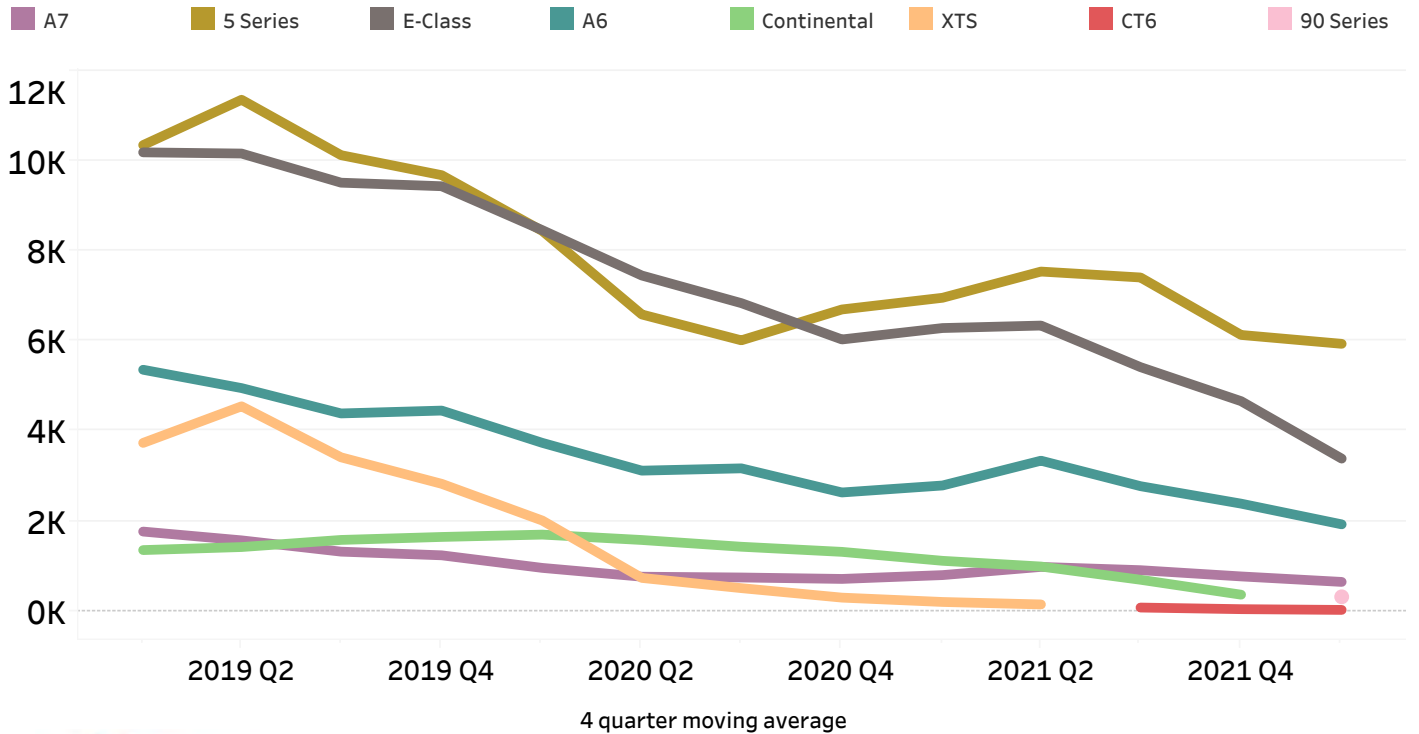
### HYBRID/ALTERNATIVE ENERGY CAR VOLUME TREND



# LUXURY CAR

	SALES		SALES				Market Share			
	Q1		YTD				QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022		
5 Series	6,433	5,645 -12.2%	6,433	5,645 -12.2%	31.3%	51.1%	31.3%	51.1%		
6 Series	41	-100.0%	41	-100.0%	0.2%		0.2%			
90 Series	594	379 -36.2%	594	379 -36.2%	2.9%	3.4%	2.9%	3.4%		
A6	3,113	1,274 -59.1%	3,113	1,274 -59.1%	15.1%	11.5%	15.1%	11.5%		
A7	989	502 -49.2%	989	502 -49.2%	4.8%	4.5%	4.8%	4.5%		
Continental	768	-100.0%	768	-100.0%	3.7%		3.7%			
CT6	67	1 -98.5%	67	1 -98.5%	0.3%	0.0%	0.3%	0.0%		
CTS	59	-100.0%	59	-100.0%	0.3%		0.3%			
E-Class	7,297	2,196 -69.9%	7,297	2,196 -69.9%	35.5%	19.9%	35.5%	19.9%		
G90	415	429 3.4%	415	429 3.4%	2.0%	3.9%	2.0%	3.9%		
GS	52	0 -100.0%	52	0 -100.0%	0.3%	0.0%	0.3%	0.0%		
K900	56	0 -100.0%	56	0 -100.0%	0.3%	0.0%	0.3%	0.0%		
Q70	0	0	0	0	0.0%	0.0%	0.0%	0.0%		
RLX	144	2 -98.6%	144	2 -98.6%	0.7%	0.0%	0.7%	0.0%		
SLK/SLC	198	-100.0%	198	-100.0%	1.0%		1.0%			
XF	239	615 157.3%	239	615 157.3%	1.2%	5.6%	1.2%	5.6%		
XTS	87	-100.0%	87	-100.0%	0.4%		0.4%			
<b>SEGMENT TOTAL</b>	<b>20,552</b>	<b>11,043 -46.3%</b>	<b>20,552</b>	<b>11,043 -46.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

## LUXURY CAR VOLUME TREND



Source: Kelley Blue Book data



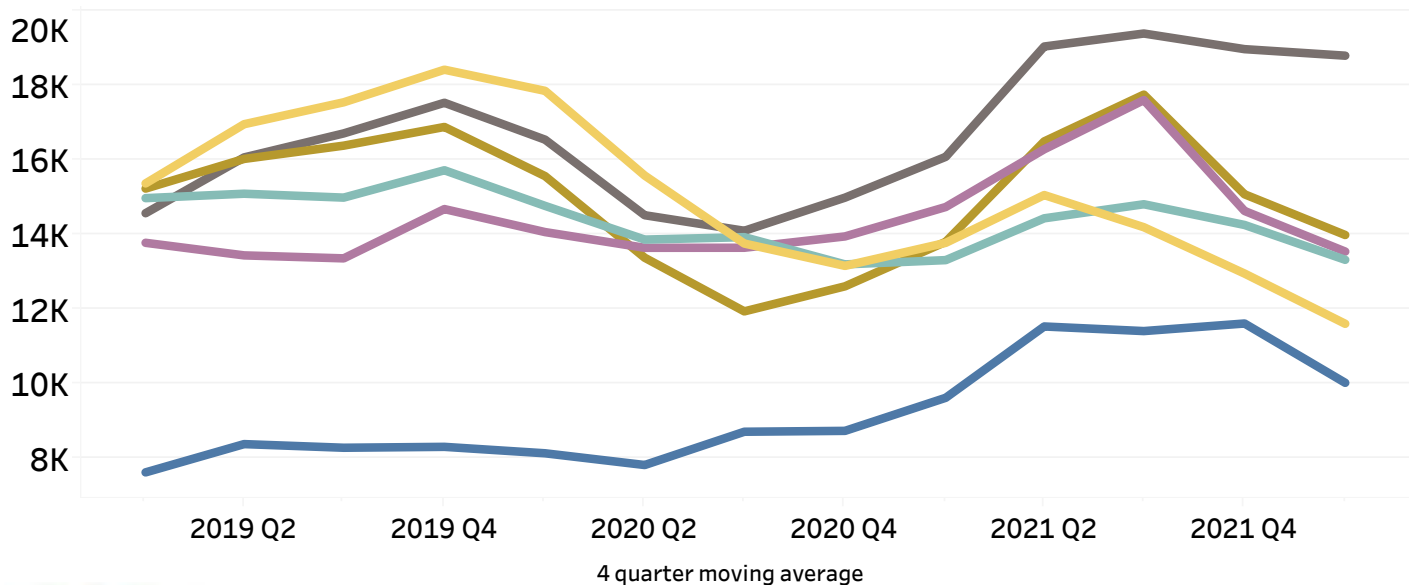


## LUXURY COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q1		2021	YTD		2021	QTR		YTD	
	2021	2022		2022	2022		2021	2022	2021	2022
Corsair/MKC	7,114	6,944	-2.4%	7,114	6,944	-2.4%	5.3%	7.3%	5.3%	7.3%
Discovery Sport	2,435	1,898	-22.1%	2,435	1,898	-22.1%	1.8%	2.0%	1.8%	2.0%
Envision	10,476	4,118	-60.7%	10,476	4,118	-60.7%	7.8%	4.3%	7.8%	4.3%
Evoque	2,480	1,868	-24.7%	2,480	1,868	-24.7%	1.9%	2.0%	1.9%	2.0%
F-Pace	2,339	1,009	-56.9%	2,339	1,009	-56.9%	1.7%	1.1%	1.7%	1.1%
GLB	7,081	2,831	-60.0%	7,081	2,831	-60.0%	5.3%	3.0%	5.3%	3.0%
GLK/GLC	15,569	10,183	-34.6%	15,569	10,183	-34.6%	11.6%	10.7%	11.6%	10.7%
Macan	6,391	4,772	-25.3%	6,391	4,772	-25.3%	4.8%	5.0%	4.8%	5.0%
NX	14,462	10,109	-30.1%	14,462	10,109	-30.1%	10.8%	10.7%	10.8%	10.7%
Q5	14,731	10,368	-29.6%	14,731	10,368	-29.6%	11.0%	10.9%	11.0%	10.9%
QX50	6,425	3,450	-46.3%	6,425	3,450	-46.3%	4.8%	3.6%	4.8%	3.6%
RDX	11,612	7,878	-32.2%	11,612	7,878	-32.2%	8.7%	8.3%	8.7%	8.3%
Stelvio	2,557	2,145	-16.1%	2,557	2,145	-16.1%	1.9%	2.3%	1.9%	2.3%
X3	14,988	14,288	-4.7%	14,988	14,288	-4.7%	11.2%	15.1%	11.2%	15.1%
X4	1,682	2,286	35.9%	1,682	2,286	35.9%	1.3%	2.4%	1.3%	2.4%
XC60	7,890	6,901	-12.5%	7,890	6,901	-12.5%	5.9%	7.3%	5.9%	7.3%
XT4	5,454	3,701	-32.1%	5,454	3,701	-32.1%	4.1%	3.9%	4.1%	3.9%
<b>SEGMENT TOTAL</b>	<b>133,686</b>	<b>94,749</b>	<b>-29.1%</b>	<b>133,686</b>	<b>94,749</b>	<b>-29.1%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## LUXURY COMPACT SUV/CROSSOVER VOLUME TREND

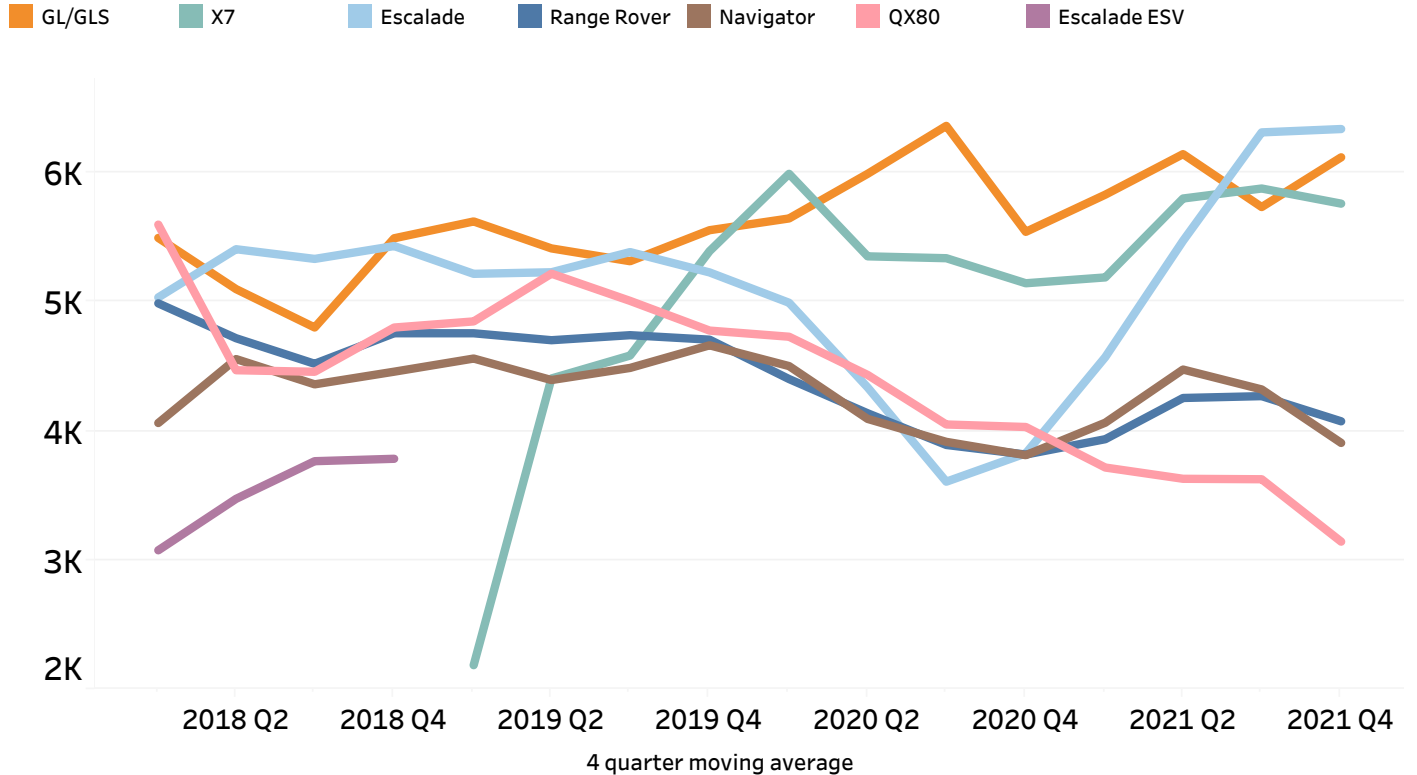
■ X3
 ■ Q5
 ■ NX
 ■ RDX
 ■ GLK/GLC
 ■ Envision



## LUXURY FULL-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q1		2021	YTD		2021	QTR		YTD	
	2021	2022		2022	2022		2021	2022	2021	2022
Escalade	6,217	6,424	3.3%	6,217	6,424	3.3%	16.0%	20.6%	16.0%	20.6%
Escalade ESV	3,625	4,081	12.6%	3,625	4,081	12.6%	9.3%	13.1%	9.3%	13.1%
GL/GLS	7,533	5,054	-32.9%	7,533	5,054	-32.9%	19.4%	16.2%	19.4%	16.2%
Grand Wagoneer		3,169			3,169			10.1%		10.1%
Land Cruiser	1,896	28	-98.5%	1,896	28	-98.5%	4.9%	0.1%	4.9%	0.1%
LX	1,340	558	-58.4%	1,340	558	-58.4%	3.5%	1.8%	3.5%	1.8%
Navigator	4,832	2,148	-55.5%	4,832	2,148	-55.5%	12.5%	6.9%	12.5%	6.9%
QX80	4,342	1,064	-75.5%	4,342	1,064	-75.5%	11.2%	3.4%	11.2%	3.4%
Range Rover	4,244	2,238	-47.3%	4,244	2,238	-47.3%	10.9%	7.2%	10.9%	7.2%
X7	4,763	6,462	35.7%	4,763	6,462	35.7%	12.3%	20.7%	12.3%	20.7%
<b>SEGMENT TOTAL</b>	<b>38,792</b>	<b>31,226</b>	<b>-19.5%</b>	<b>38,792</b>	<b>31,226</b>	<b>-19.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

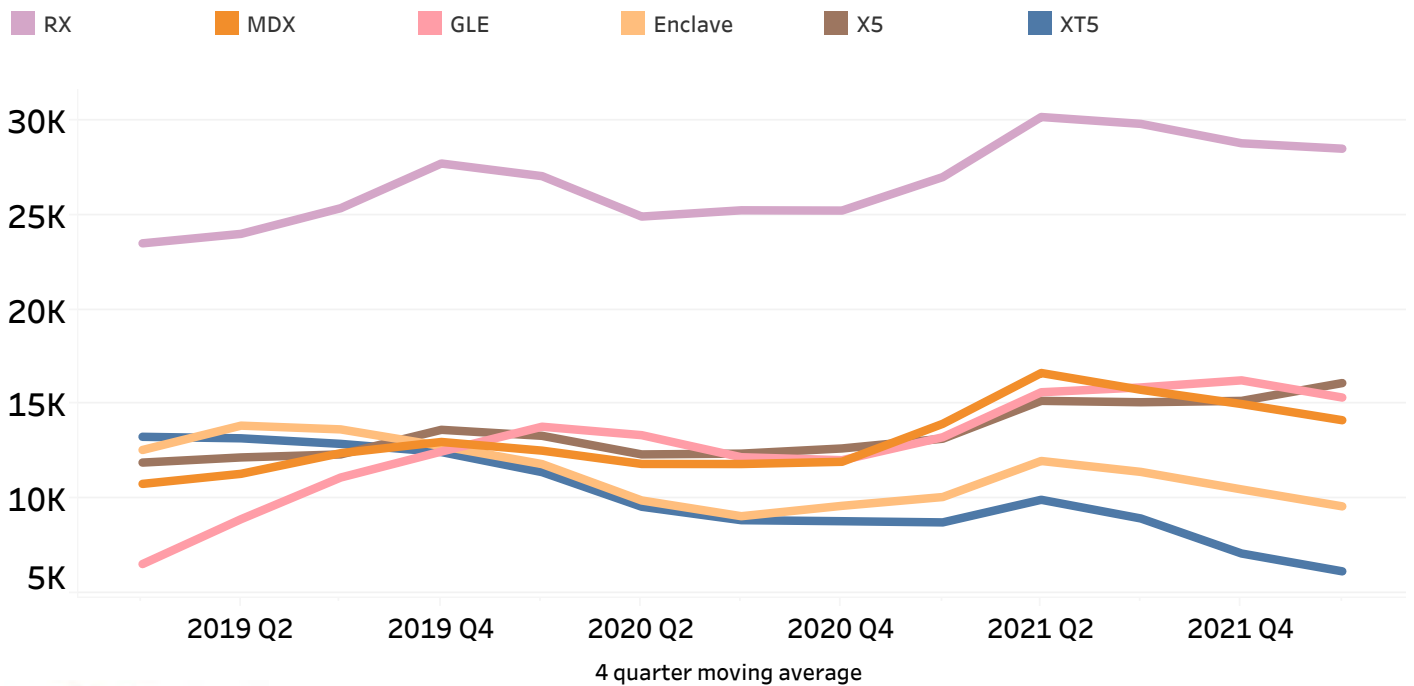
## LUXURY FULL-SIZE SUV/CROSSOVER VOLUME TREND



## LUXURY MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q1		2022	YTD		2022	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Aviator	6,086	4,967	-18.4%	6,086	4,967	-18.4%	3.6%	3.5%	3.6%	3.5%
Cayenne	4,230	2,653	-37.3%	4,230	2,653	-37.3%	2.5%	1.9%	2.5%	1.9%
Defender	5,249	3,587	-31.7%	5,249	3,587	-31.7%	3.1%	2.5%	3.1%	2.5%
Discovery	365	314	-14.0%	365	314	-14.0%	0.2%	0.2%	0.2%	0.2%
Enclave	10,617	7,025	-33.8%	10,617	7,025	-33.8%	6.3%	5.0%	6.3%	5.0%
G-Class	1,709	1,705	-0.2%	1,709	1,705	-0.2%	1.0%	1.2%	1.0%	1.2%
GLE	16,668	13,028	-21.8%	16,668	13,028	-21.8%	9.9%	9.2%	9.9%	9.2%
GV70		4,114			4,114			2.9%		2.9%
GV80	4,431	3,259	-26.5%	4,431	3,259	-26.5%	2.6%	2.3%	2.6%	2.3%
GX	7,677	7,255	-5.5%	7,677	7,255	-5.5%	4.5%	5.1%	4.5%	5.1%
MDX	16,988	13,558	-20.2%	16,988	13,558	-20.2%	10.1%	9.6%	10.1%	9.6%
Nautilus/MKX	5,372	5,089	-5.3%	5,372	5,089	-5.3%	3.2%	3.6%	3.2%	3.6%
Q7	7,714	3,962	-48.6%	7,714	3,962	-48.6%	4.6%	2.8%	4.6%	2.8%
Q8	3,612	1,425	-60.5%	3,612	1,425	-60.5%	2.1%	1.0%	2.1%	1.0%
QX55		999			999			0.7%		0.7%
QX60	3,315	2,536	-23.5%	3,315	2,536	-23.5%	2.0%	1.8%	2.0%	1.8%
Range Rover Sport	6,490	4,003	-38.3%	6,490	4,003	-38.3%	3.8%	2.8%	3.8%	2.8%
Range Rover Velar	2,457	1,617	-34.2%	2,457	1,617	-34.2%	1.5%	1.1%	1.5%	1.1%
RX	27,941	26,795	-4.1%	27,941	26,795	-4.1%	16.6%	18.9%	16.6%	18.9%
X5	12,700	16,477	29.7%	12,700	16,477	29.7%	7.5%	11.6%	7.5%	11.6%
X6	2,038	2,768	35.8%	2,038	2,768	35.8%	1.2%	2.0%	1.2%	2.0%
XC90	8,335	5,712	-31.5%	8,335	5,712	-31.5%	4.9%	4.0%	4.9%	4.0%
XT5	8,773	4,993	-43.1%	8,773	4,993	-43.1%	5.2%	3.5%	5.2%	3.5%
XT6	5,990	3,780	-36.9%	5,990	3,780	-36.9%	3.5%	2.7%	3.5%	2.7%
SEGMENT TOTAL	168,757	141,621	-16.1%	168,757	141,621	-16.1%	100.0%	100.0%	100.0%	100.0%

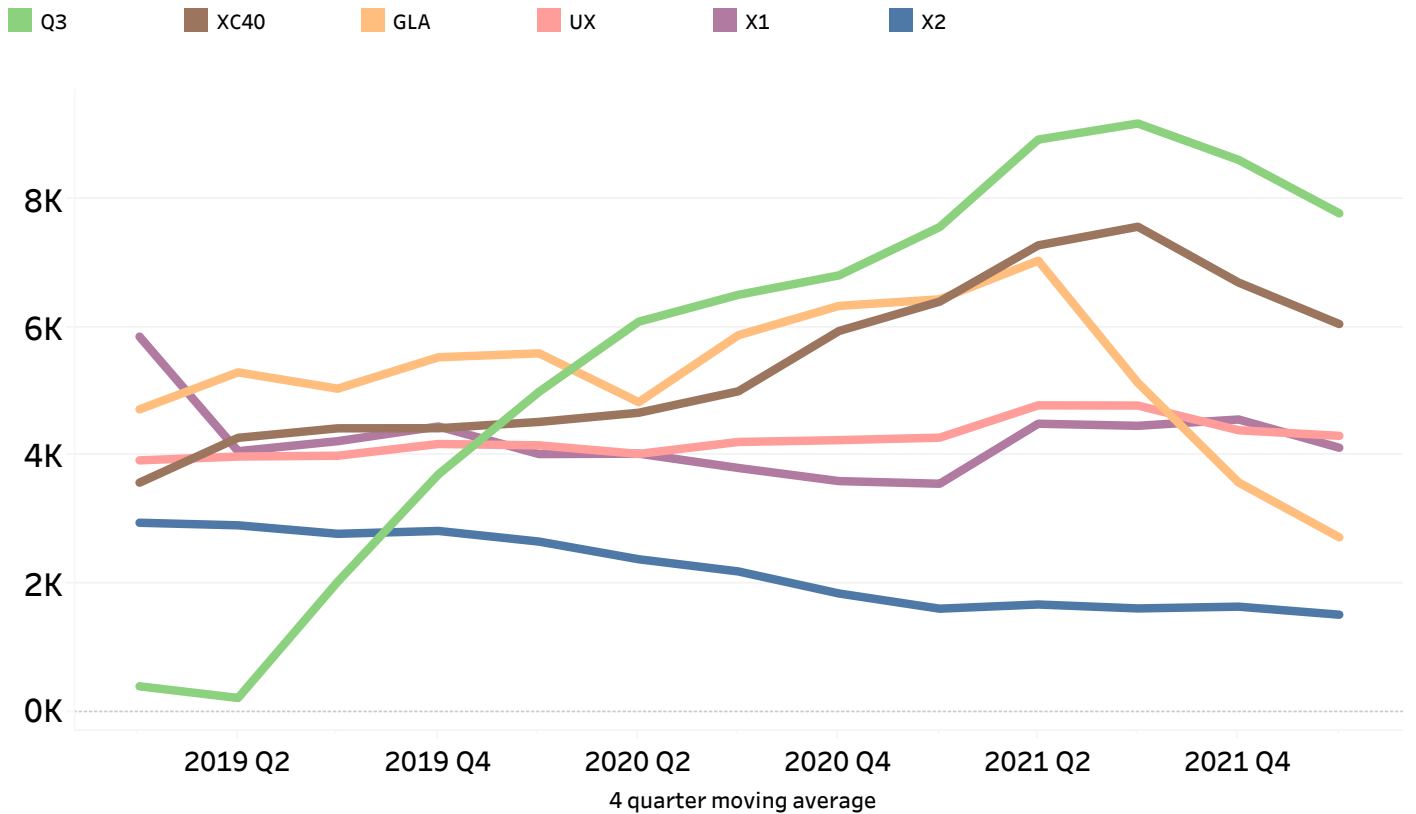
## LUXURY MID-SIZE SUV/CROSSOVER VOLUME TREND



## LUXURY SUBCOMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q1		2021	YTD		2021	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
E-Pace	593	539 -9.1%	593	539 -9.1%	2.0%	3.1%	2.0%	3.1%		
GLA	5,376	1,949 -63.7%	5,376	1,949 -63.7%	18.1%	11.1%	18.1%	11.1%		
Q3	8,575	5,236 -38.9%	8,575	5,236 -38.9%	28.9%	29.7%	28.9%	29.7%		
QX30	1	-100.0%	1	-100.0%	0.0%		0.0%			
UX	3,993	3,643 -8.8%	3,993	3,643 -8.8%	13.5%	20.7%	13.5%	20.7%		
X1	3,968	2,203 -44.5%	3,968	2,203 -44.5%	13.4%	12.5%	13.4%	12.5%		
X2	1,337	835 -37.5%	1,337	835 -37.5%	4.5%	4.7%	4.5%	4.7%		
XC40	5,804	3,214 -44.6%	5,804	3,214 -44.6%	19.6%	18.2%	19.6%	18.2%		
SEGMENT TOTAL	29,647	17,619 -40.6%	29,647	17,619 -40.6%	100.0%	100.0%	100.0%	100.0%		

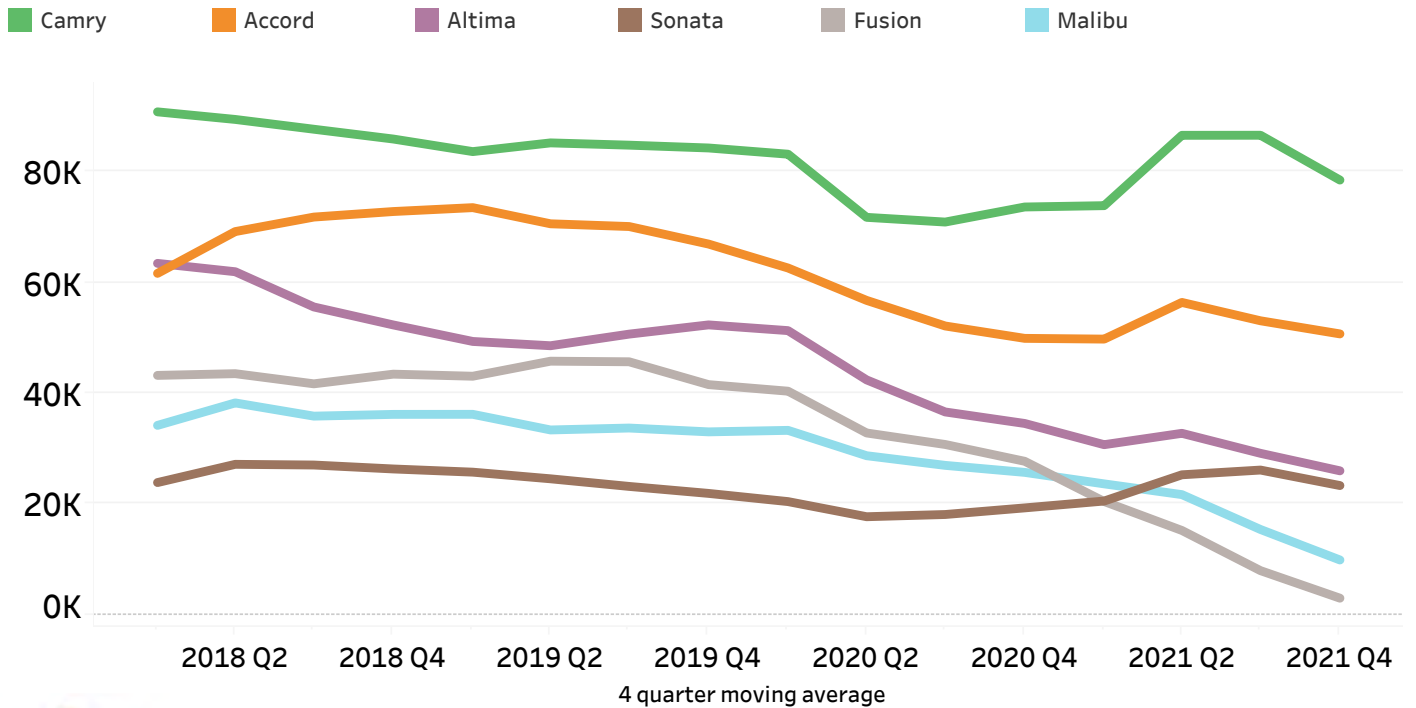
## LUXURY SUBCOMPACT SUV/CROSSOVER VOLUME TREND



# MID-SIZE CAR

	SALES			SALES			Market Share			
	Q1			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>200</b>	1	2	100.0%	1	2	100.0%	0.0%	0.0%	0.0%	0.0%
<b>Accord</b>	46,591	42,039	-9.8%	46,591	42,039	-9.8%	18.8%	20.9%	18.8%	20.9%
<b>Altima</b>	32,017	38,295	19.6%	32,017	38,295	19.6%	12.9%	19.0%	12.9%	19.0%
<b>Camry</b>	78,151	61,505	-21.3%	78,151	61,505	-21.3%	31.5%	30.6%	31.5%	30.6%
<b>CC</b>	1	1	0.0%	1	1	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Fusion</b>	7,889	-100.0%		7,889	-100.0%		3.2%		3.2%	
<b>K5</b>	20,359	17,822	-12.5%	20,359	17,822	-12.5%	8.2%	8.9%	8.2%	8.9%
<b>Legacy</b>	6,305	5,520	-12.5%	6,305	5,520	-12.5%	2.5%	2.7%	2.5%	2.7%
<b>Malibu</b>	26,987	25,682	-4.8%	26,987	25,682	-4.8%	10.9%	12.8%	10.9%	12.8%
<b>Mazda6</b>	4,285	325	-92.4%	4,285	325	-92.4%	1.7%	0.2%	1.7%	0.2%
<b>Optima</b>	35	0	-100.0%	35	0	-100.0%	0.0%	0.0%	0.0%	0.0%
<b>Passat</b>	4,535	2,345	-48.3%	4,535	2,345	-48.3%	1.8%	1.2%	1.8%	1.2%
<b>Sonata</b>	20,557	7,744	-62.3%	20,557	7,744	-62.3%	8.3%	3.8%	8.3%	3.8%
<b>SEGMENT TOTAL</b>	247,713	201,280	-18.7%	247,713	201,280	-18.7%	100.0%	100.0%	100.0%	100.0%

## MID-SIZE CAR VOLUME TREND



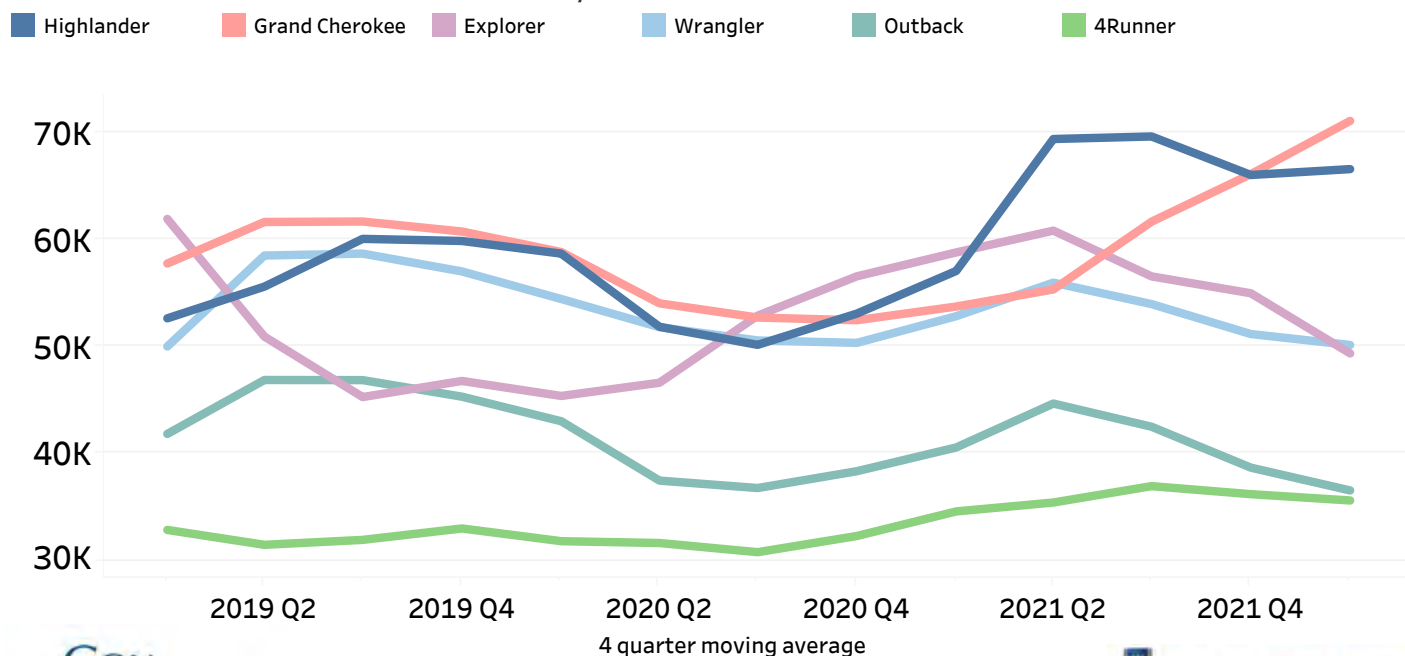
Source: Kelley Blue Book data



## MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q1			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
4Runner	37,263	34,907	-6.3%	37,263	34,907	-6.3%	5.6%	5.7%	5.6%	5.7%
Acadia	19,956	9,336	-53.2%	19,956	9,336	-53.2%	3.0%	1.5%	3.0%	1.5%
Ascent	14,473	14,698	1.6%	14,473	14,698	1.6%	2.2%	2.4%	2.2%	2.4%
Atlas	19,218	9,046	-52.9%	19,218	9,046	-52.9%	2.9%	1.5%	2.9%	1.5%
Atlas Cross Sport	11,302	5,688	-49.7%	11,302	5,688	-49.7%	1.7%	0.9%	1.7%	0.9%
Blazer	19,265	18,808	-2.4%	19,265	18,808	-2.4%	2.9%	3.0%	2.9%	3.0%
Bronco		23,573			23,573			3.8%		3.8%
CX-9	9,386	10,463	11.5%	9,386	10,463	11.5%	1.4%	1.7%	1.4%	1.7%
Durango	20,560	14,349	-30.2%	20,560	14,349	-30.2%	3.1%	2.3%	3.1%	2.3%
Edge	22,150	26,412	19.2%	22,150	26,412	19.2%	3.3%	4.3%	3.3%	4.3%
Explorer	65,244	42,736	-34.5%	65,244	42,736	-34.5%	9.8%	6.9%	9.8%	6.9%
Grand Cherokee	55,198	75,117	36.1%	55,198	75,117	36.1%	8.3%	12.2%	8.3%	12.2%
Highlander	63,831	66,026	3.4%	63,831	66,026	3.4%	9.6%	10.7%	9.6%	10.7%
Journey	6,880	111	-98.4%	6,880	111	-98.4%	1.0%	0.0%	1.0%	0.0%
Murano	11,523	9,403	-18.4%	11,523	9,403	-18.4%	1.7%	1.5%	1.7%	1.5%
Outback	41,503	32,972	-20.6%	41,503	32,972	-20.6%	6.2%	5.3%	6.2%	5.3%
Outlander	4,360	13,784	216.1%	4,360	13,784	216.1%	0.7%	2.2%	0.7%	2.2%
Palisade	21,207	21,025	-0.9%	21,207	21,025	-0.9%	3.2%	3.4%	3.2%	3.4%
Passport	11,610	10,474	-9.8%	11,610	10,474	-9.8%	1.7%	1.7%	1.7%	1.7%
Pathfinder	8,905	8,975	0.8%	8,905	8,975	0.8%	1.3%	1.5%	1.3%	1.5%
Pilot	31,451	23,989	-23.7%	31,451	23,989	-23.7%	4.7%	3.9%	4.7%	3.9%
Santa Fe	28,570	25,582	-10.5%	28,570	25,582	-10.5%	4.3%	4.1%	4.3%	4.1%
Sorento	19,724	17,923	-9.1%	19,724	17,923	-9.1%	3.0%	2.9%	3.0%	2.9%
Telluride	21,854	22,076	1.0%	21,854	22,076	1.0%	3.3%	3.6%	3.3%	3.6%
Touareg	0			0			0.0%		0.0%	
Traverse	38,037	23,464	-38.3%	38,037	23,464	-38.3%	5.7%	3.8%	5.7%	3.8%
Venza	13,623	10,836	-20.5%	13,623	10,836	-20.5%	2.0%	1.8%	2.0%	1.8%
Wrangler	49,646	45,551	-8.2%	49,646	45,551	-8.2%	7.4%	7.4%	7.4%	7.4%
SEGMENT TOTAL	666,739	617,324	-7.4%	666,739	617,324	-7.4%	100.0%	100.0%	100.0%	100.0%

## MID-SIZE SUV/CROSSOVER VOLUME TREND



Source: Kelley Blue Book data



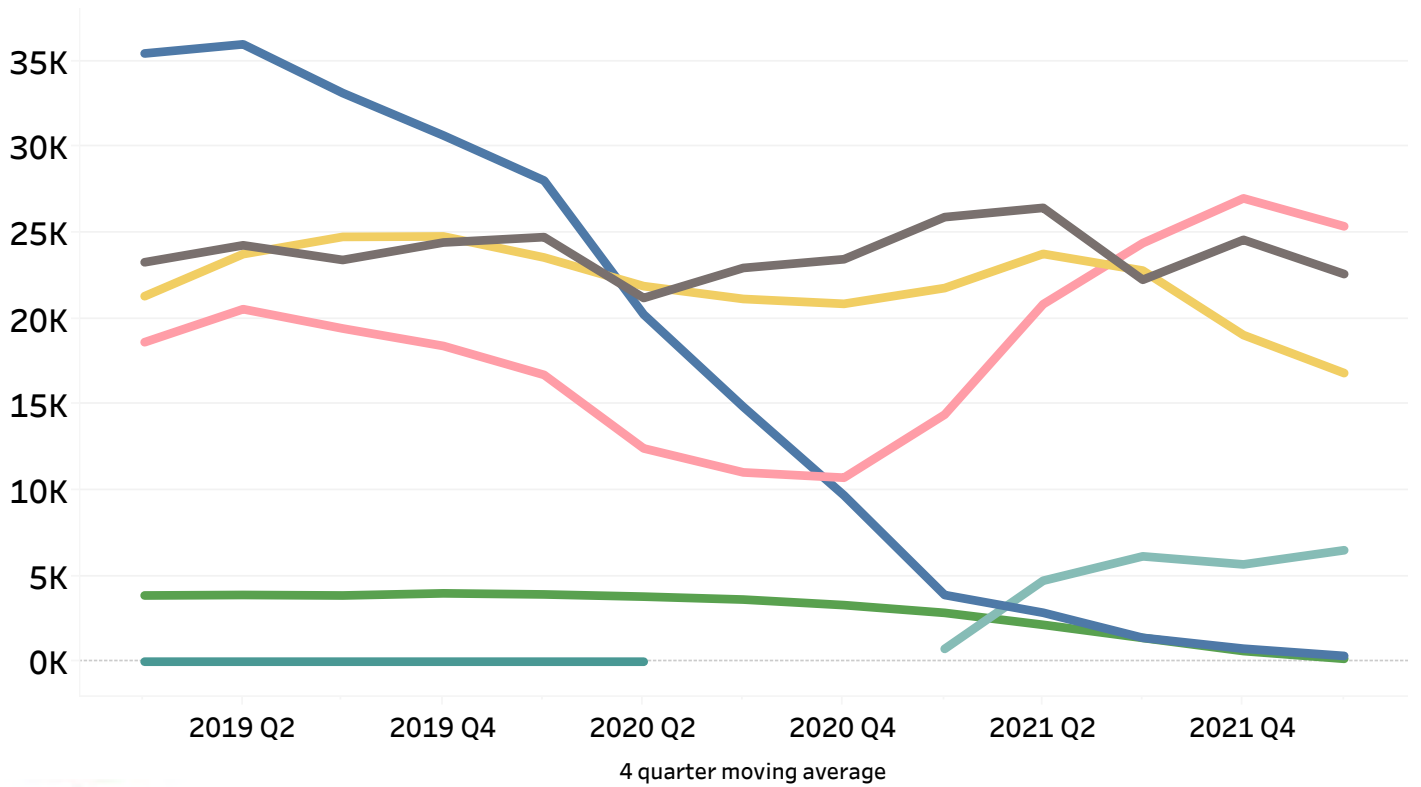


# MINIVAN

	SALES		SALES		Market Share			
	Q1		YTD		QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022
Caravan	1,709	18 -98.9%	1,709	18 -98.9%	2.0%	0.0%	2.0%	0.0%
Carnival	747	4,051 442.3%	747	4,051 442.3%	0.9%	6.6%	0.9%	6.6%
Odyssey	20,066	11,210 -44.1%	20,066	11,210 -44.1%	23.5%	18.2%	23.5%	18.2%
Pacifica	34,342	26,366 -23.2%	34,342	26,366 -23.2%	40.3%	42.7%	40.3%	42.7%
Sedona	1,803	0 -100.0%	1,803	0 -100.0%	2.1%	0.0%	2.1%	0.0%
Sienna	26,578	20,061 -24.5%	26,578	20,061 -24.5%	31.2%	32.5%	31.2%	32.5%
<b>SEGMENT TOTAL</b>	<b>85,245</b>	<b>61,706 -27.6%</b>	<b>85,245</b>	<b>61,706 -27.6%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## MINIVAN VOLUME TREND

■ Pacifica 
 ■ Odyssey 
 ■ Sienna 
 ■ Caravan 
 ■ Carnival 
 ■ Sedona 
 ■ Town & Country



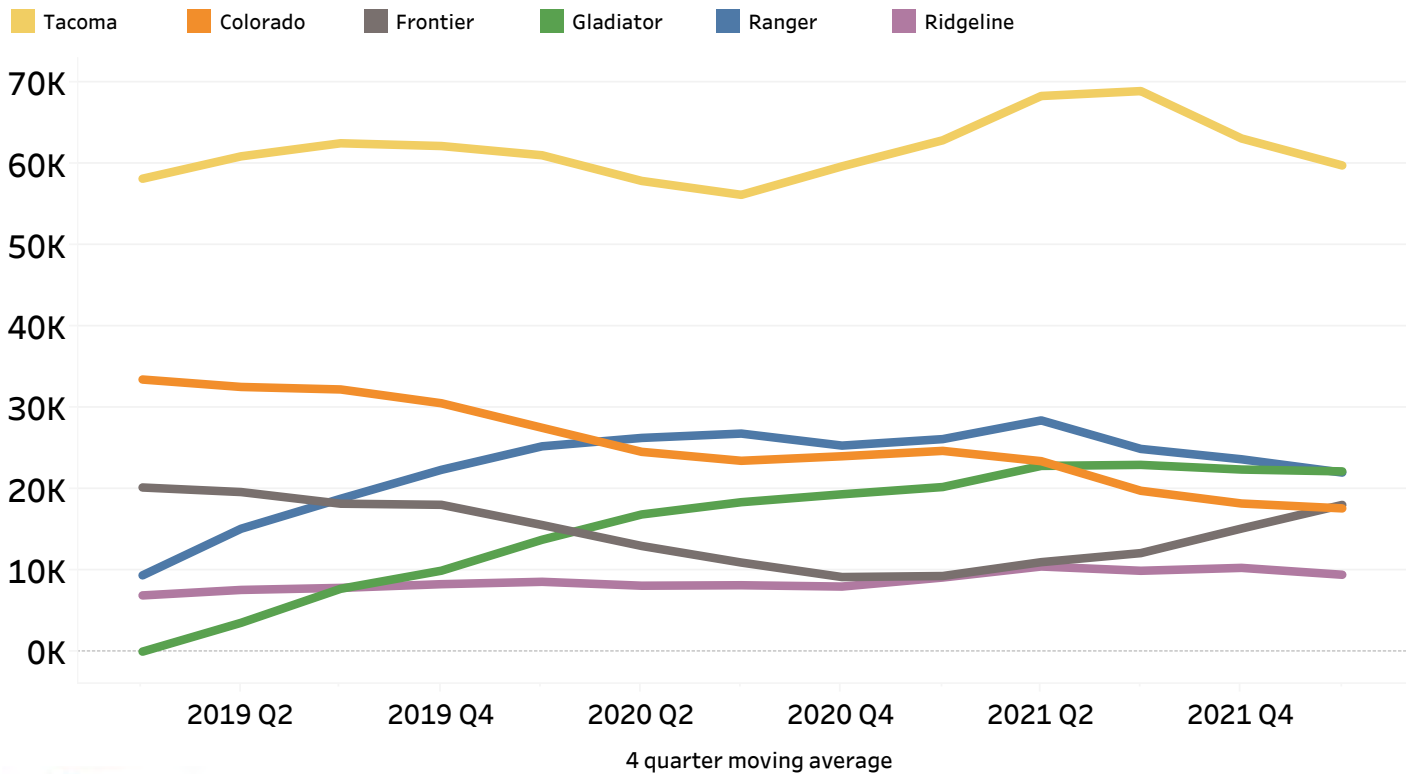
Source: Kelley Blue Book data



## SMALL/MID-SIZE PICKUP TRUCK

Model	SALES		SALES			Market Share			
	Q1		YTD			QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022	
Canyon	7,144	6,160 -13.8%	7,144	6,160 -13.8%	4.36%	3.50%	4.36%	3.50%	
Colorado	24,083	21,693 -9.9%	24,083	21,693 -9.9%	14.68%	12.34%	14.68%	12.34%	
Frontier	10,780	22,405 107.8%	10,780	22,405 107.8%	6.57%	12.74%	6.57%	12.74%	
Gladiator	18,822	17,912 -4.8%	18,822	17,912 -4.8%	11.48%	10.19%	11.48%	10.19%	
Maverick		19,245		19,245		10.95%		10.95%	
Ranger	24,166	17,639 -27.0%	24,166	17,639 -27.0%	14.73%	10.03%	14.73%	10.03%	
Ridgeline	12,570	9,189 -26.9%	12,570	9,189 -26.9%	7.66%	5.23%	7.66%	5.23%	
Santa Cruz		8,400		8,400		4.78%		4.78%	
Tacoma	66,449	53,182 -20.0%	66,449	53,182 -20.0%	40.51%	30.25%	40.51%	30.25%	
<b>SEGMENT TOTAL</b>	<b>164,014</b>	<b>175,825 7.2%</b>	<b>164,014</b>	<b>175,825 7.2%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	

## SMALL/MID-SIZE PICKUP TRUCK VOLUME TREND



Source: Kelley Blue Book data

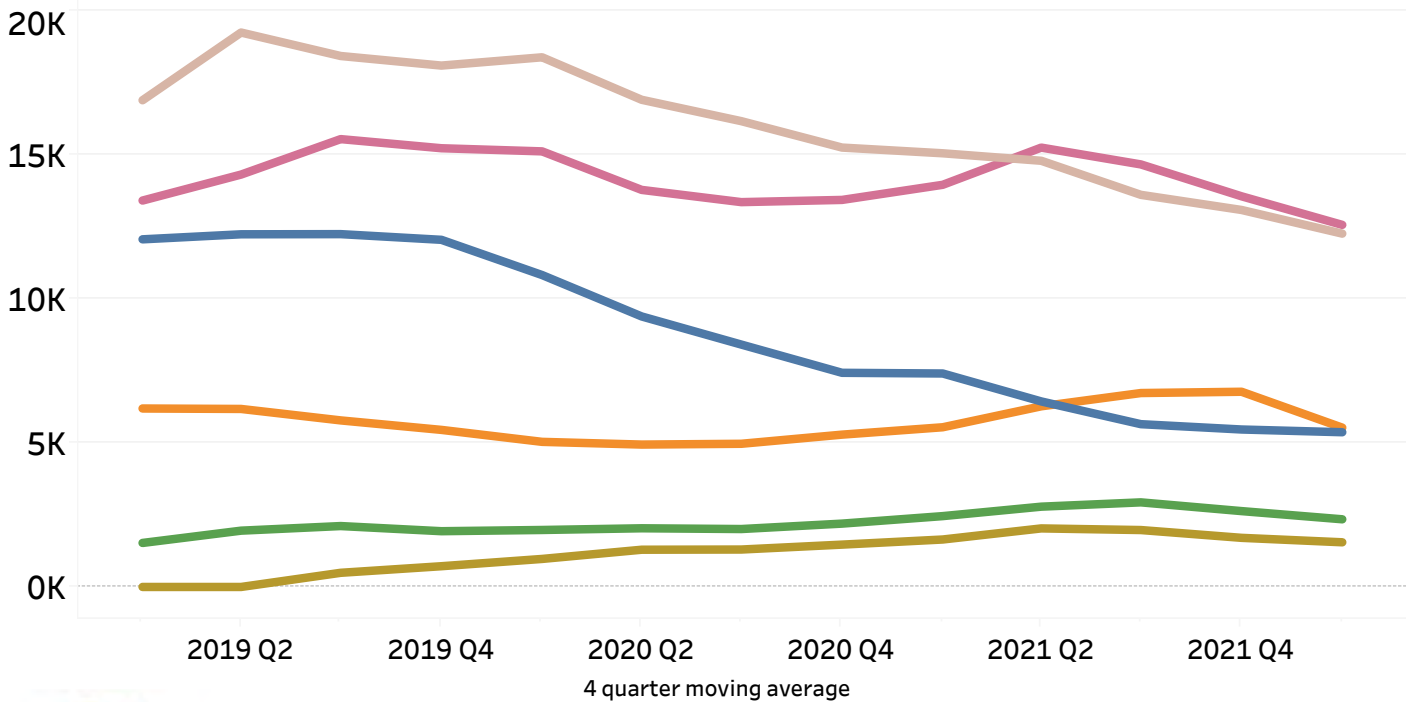


# SPORTS CAR

Model	SALES		SALES				Market Share			
	Q1		YTD				QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022		
4C	24	1 -95.8%	24	1 -95.8%	0.0%	0.0%	0.0%	0.0%		
86	764	3,257 326.3%	764	3,257 326.3%	1.4%	8.0%	1.4%	8.0%		
124 Spider	477	5 -99.0%	477	5 -99.0%	0.9%	0.0%	0.9%	0.0%		
370Z	28	0 -100.0%	28	0 -100.0%	0.1%	0.0%	0.1%	0.0%		
Boxster	602	376 -37.5%	602	376 -37.5%	1.1%	0.9%	1.1%	0.9%		
BRZ	583	971 66.6%	583	971 66.6%	1.1%	2.4%	1.1%	2.4%		
Camaro	7,089	6,710 -5.3%	7,089	6,710 -5.3%	13.3%	16.6%	13.3%	16.6%		
Cayman	904	406 -55.1%	904	406 -55.1%	1.7%	1.0%	1.7%	1.0%		
Challenger	15,096	11,124 -26.3%	15,096	11,124 -26.3%	28.3%	27.4%	28.3%	27.4%		
Mustang	17,274	13,986 -19.0%	17,274	13,986 -19.0%	32.4%	34.5%	32.4%	34.5%		
MX-5	2,743	1,605 -41.5%	2,743	1,605 -41.5%	5.1%	4.0%	5.1%	4.0%		
Supra	1,725	1,107 -35.8%	1,725	1,107 -35.8%	3.2%	2.7%	3.2%	2.7%		
TT	266	122 -54.1%	266	122 -54.1%	0.5%	0.3%	0.5%	0.3%		
WRX	5,566	576 -89.7%	5,566	576 -89.7%	10.4%	1.4%	10.4%	1.4%		
Z4	195	279 43.1%	195	279 43.1%	0.4%	0.7%	0.4%	0.7%		
<b>SEGMENT TOTAL</b>	<b>53,336</b>	<b>40,525 -24.0%</b>	<b>53,336</b>	<b>40,525 -24.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

## SPORTS CAR VOLUME TREND

Mustang Challenger Camaro WRX MX-5 Supra

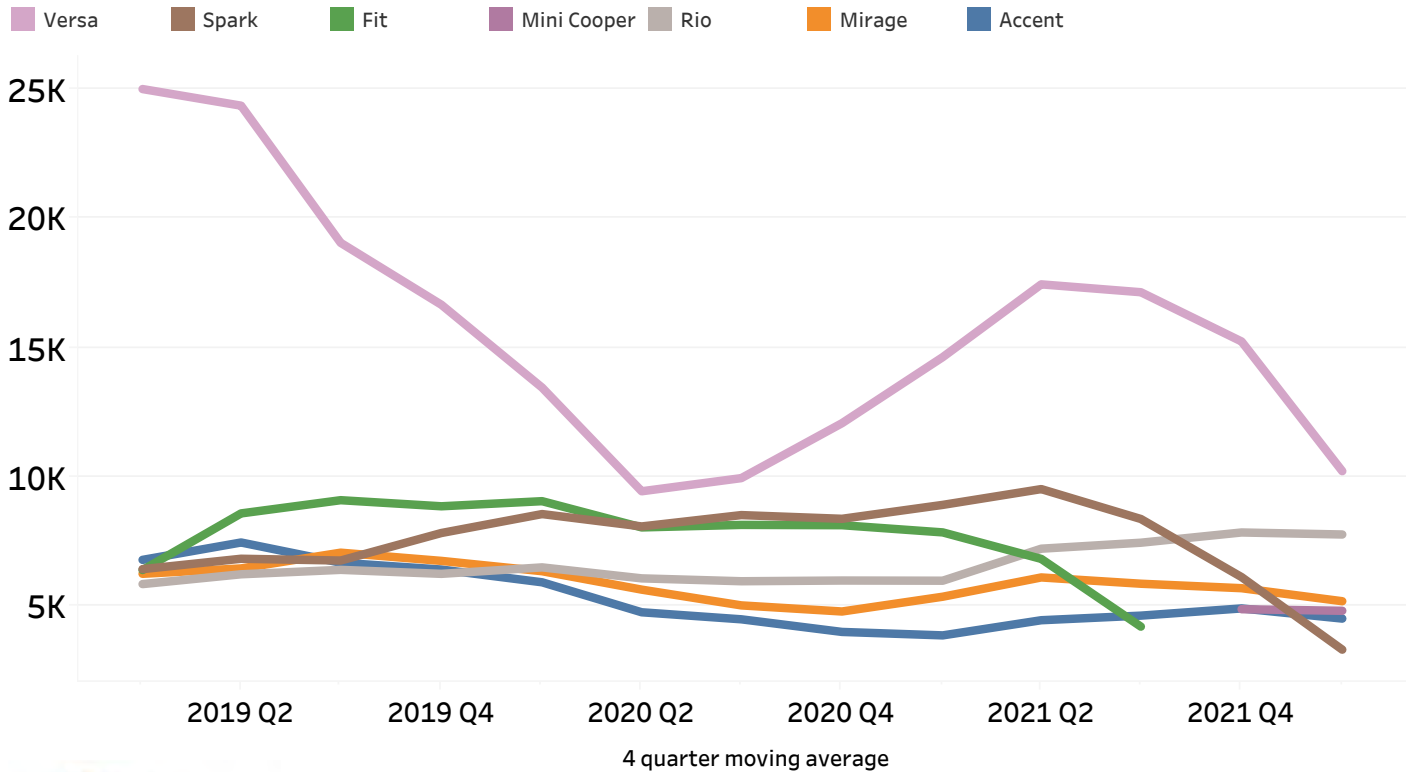


Source: Kelley Blue Book data

## SUBCOMPACT CAR

Model	SALES		SALES				Market Share			
	Q1		YTD				QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022		
500	4	1 -75.0%	4	1 -75.0%	0.0%	0.0%	0.0%	0.0%		
Accent	4,272	2,697 -36.9%	4,272	2,697 -36.9%	6.7%	13.1%	6.7%	13.1%		
Fit	6,065	-100.0%	6,065	-100.0%	9.6%		9.6%			
Mini Cooper	4,123	3,879 -5.9%	4,123	3,879 -5.9%	6.5%	18.8%	6.5%	18.8%		
Mirage	6,932	4,917 -29.1%	6,932	4,917 -29.1%	10.9%	23.9%	10.9%	23.9%		
Rio	6,818	6,507 -4.6%	6,818	6,507 -4.6%	10.8%	31.6%	10.8%	31.6%		
Sonic	1,065	2 -99.8%	1,065	2 -99.8%	1.7%	0.0%	1.7%	0.0%		
Spark	11,505	278 -97.6%	11,505	278 -97.6%	18.2%	1.3%	18.2%	1.3%		
Versa	22,394	2,330 -89.6%	22,394	2,330 -89.6%	35.4%	11.3%	35.4%	11.3%		
Yaris	62	-100.0%	62	-100.0%	0.1%		0.1%			
Yaris iA	69	-100.0%	69	-100.0%	0.1%		0.1%			
<b>SEGMENT TOTAL</b>	<b>63,309</b>	<b>20,611 -67.4%</b>	<b>63,309</b>	<b>20,611 -67.4%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

## SUBCOMPACT CAR VOLUME TREND



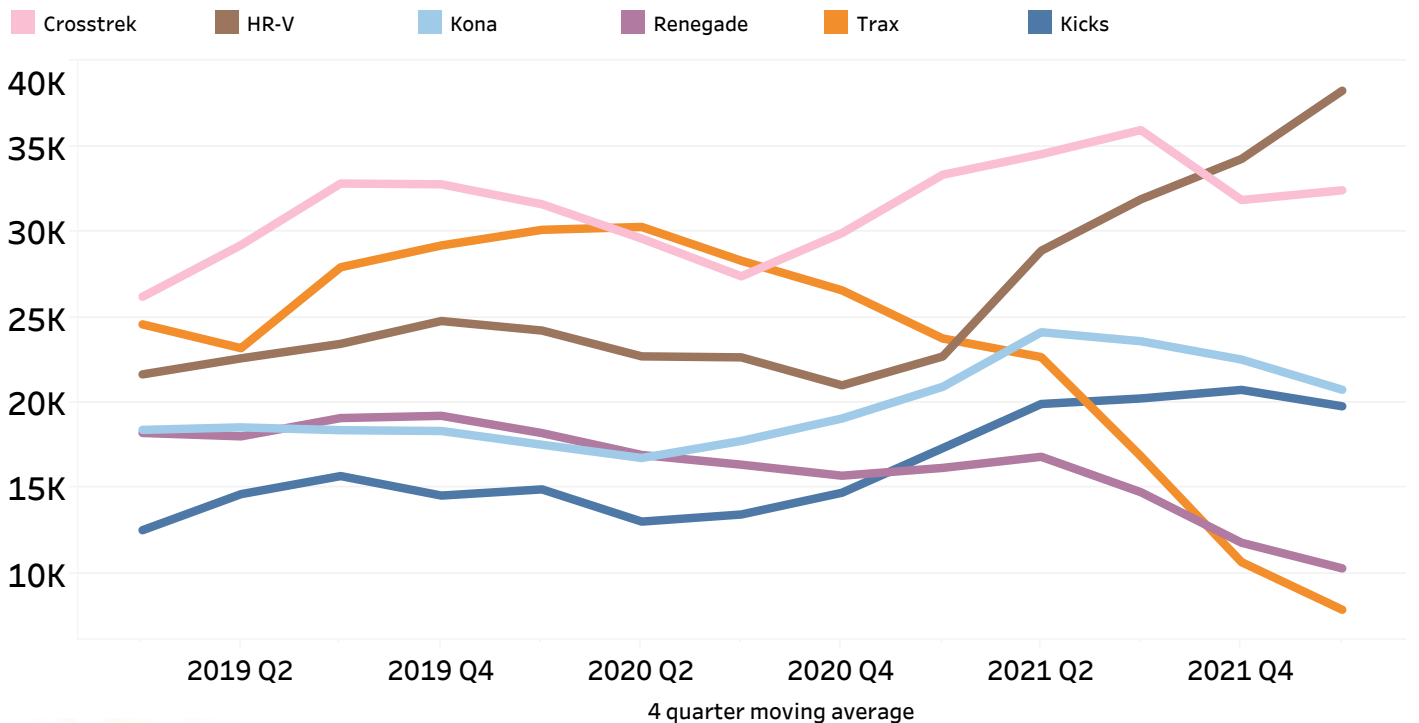
Source: Kelley Blue Book data



## SUBCOMPACT SUV/CROSSOVER

Model	SALES			SALES			Market Share			
	Q1		2021	YTD		2021	QTR		YTD	
	2021	2022		2022	2021		2022	2021	2022	2021
500X	265	333	25.7%	265	333	25.7%	0.1%	0.1%	0.1%	0.1%
Bronco Sport	23,356	29,089	24.5%	23,356	29,089	24.5%	7.9%	12.2%	7.9%	12.2%
C-HR	10,401	4,255	-59.1%	10,401	4,255	-59.1%	3.5%	1.8%	3.5%	1.8%
Countryman	2,162	2,997	38.6%	2,162	2,997	38.6%	0.7%	1.3%	0.7%	1.3%
Crosstrek	35,187	37,463	6.5%	35,187	37,463	6.5%	12.0%	15.8%	12.0%	15.8%
CX-3	1,513		-100.0%	1,513		-100.0%	0.5%		0.5%	
CX-30	14,589	9,494	-34.9%	14,589	9,494	-34.9%	5.0%	4.0%	5.0%	4.0%
EcoSport	12,878	8,426	-34.6%	12,878	8,426	-34.6%	4.4%	3.5%	4.4%	3.5%
Encore	6,229	2,620	-57.9%	6,229	2,620	-57.9%	2.1%	1.1%	2.1%	1.1%
Encore GX	18,435	5,382	-70.8%	18,435	5,382	-70.8%	6.3%	2.3%	6.3%	2.3%
HR-V	26,175	42,168	61.1%	26,175	42,168	61.1%	8.9%	17.7%	8.9%	17.7%
Kicks	24,421	20,577	-15.7%	24,421	20,577	-15.7%	8.3%	8.7%	8.3%	8.7%
Kona	22,610	15,536	-31.3%	22,610	15,536	-31.3%	7.7%	6.5%	7.7%	6.5%
Outlander Sport	15,356	3,707	-75.9%	15,356	3,707	-75.9%	5.2%	1.6%	5.2%	1.6%
Renegade	15,997	9,990	-37.6%	15,997	9,990	-37.6%	5.4%	4.2%	5.4%	4.2%
Seltos	16,786	11,119	-33.8%	16,786	11,119	-33.8%	5.7%	4.7%	5.7%	4.7%
Taos		13,674			13,674			5.8%		5.8%
Trailblazer	25,024	8,606	-65.6%	25,024	8,606	-65.6%	8.5%	3.6%	8.5%	3.6%
Trax	16,955	5,801	-65.8%	16,955	5,801	-65.8%	5.8%	2.4%	5.8%	2.4%
Venue	5,784	6,549	13.2%	5,784	6,549	13.2%	2.0%	2.8%	2.0%	2.8%
<b>SEGMENT TOTAL</b>	<b>294,123</b>	<b>237,786</b>	<b>-19.2%</b>	<b>294,123</b>	<b>237,786</b>	<b>-19.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## SUBCOMPACT SUV/CROSSOVER VOLUME TREND

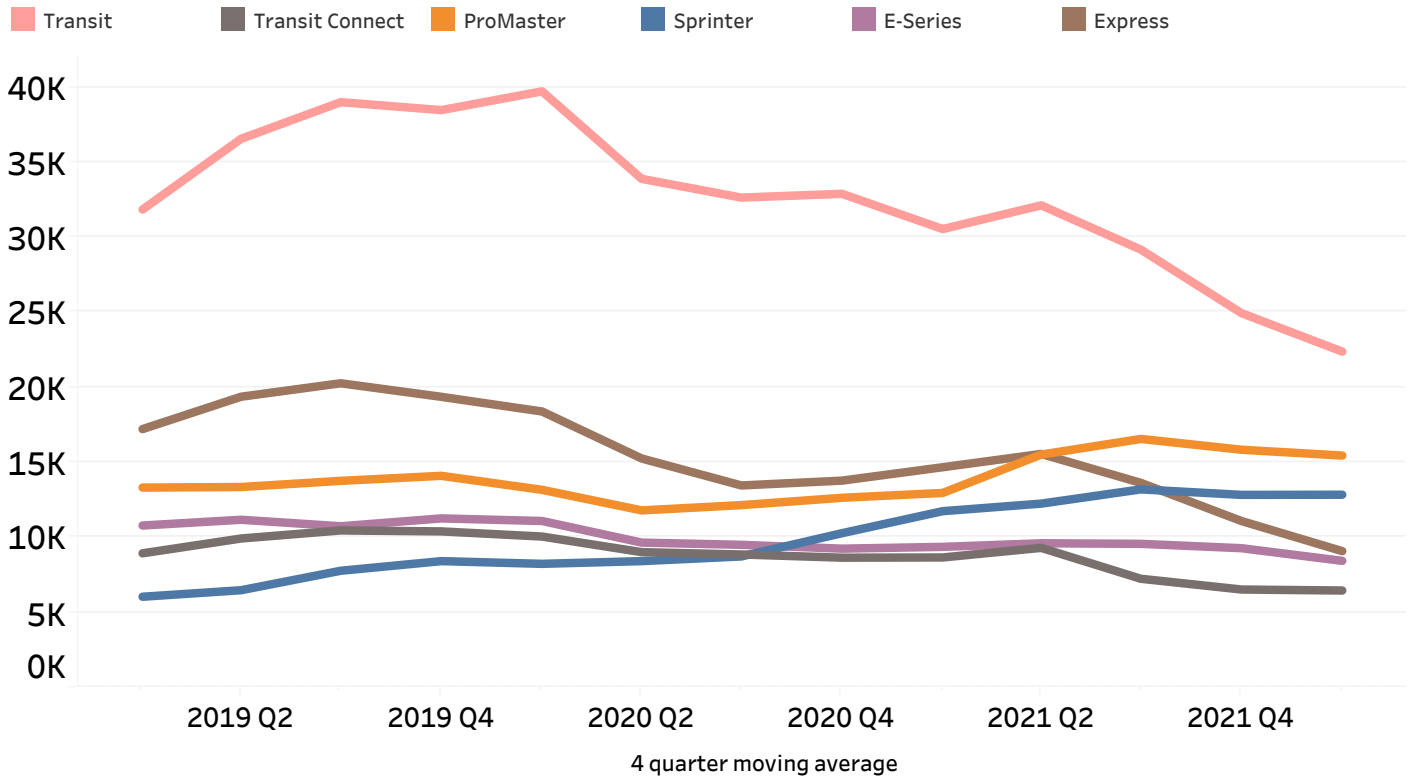


Source: Kelley Blue Book data

# VAN

Model	SALES			SALES			Market Share			
	Q1		2022	YTD		2022	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
E-Series	10,573	7,201	-31.9%	10,573	7,201	-31.9%	10.2%	10.8%	10.2%	10.8%
Express	16,877	8,860	-47.5%	16,877	8,860	-47.5%	16.3%	13.3%	16.3%	13.3%
Metris	466	467	0.2%	466	467	0.2%	0.4%	0.7%	0.4%	0.7%
NV	4,074	2	-100.0%	4,074	2	-100.0%	3.9%	0.0%	3.9%	0.0%
NV200	5,539	134	-97.6%	5,539	134	-97.6%	5.3%	0.2%	5.3%	0.2%
ProMaster	10,880	9,328	-14.3%	10,880	9,328	-14.3%	10.5%	14.0%	10.5%	14.0%
ProMaster City	3,204	1,709	-46.7%	3,204	1,709	-46.7%	3.1%	2.6%	3.1%	2.6%
Savana	5,847	2,985	-48.9%	5,847	2,985	-48.9%	5.6%	4.5%	5.6%	4.5%
Sprinter	11,193	11,228	0.3%	11,193	11,228	0.3%	10.8%	16.9%	10.8%	16.9%
Transit	27,451	17,211	-37.3%	27,451	17,211	-37.3%	26.5%	25.9%	26.5%	25.9%
Transit Connect	7,623	7,357	-3.5%	7,623	7,357	-3.5%	7.3%	11.1%	7.3%	11.1%
<b>SEGMENT TOTAL</b>	<b>103,727</b>	<b>66,482</b>	<b>-35.9%</b>	<b>103,727</b>	<b>66,482</b>	<b>-35.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## VAN VOLUME TREND



Source: Kelley Blue Book data

