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# QUARTERLY LIGHT-VEHICLE SALES REPORT — Q2 2022 —

## **New-Car Sales**

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

# BRAND SUMMARY

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Acura	50,496	24,624	-51.2%	88,384	52,860	-40.2%	1.1%	0.7%	1.1%	0.8%
Alfa Romeo	5,018	3,083	-38.6%	9,664	6,374	-34.0%	0.1%	0.1%	0.1%	0.1%
Audi	66,995	48,049	-28.3%	121,835	83,554	-31.4%	1.5%	1.4%	1.5%	1.2%
BMW	96,561	78,905	-18.3%	167,994	152,619	-9.2%	2.2%	2.2%	2.0%	2.2%
BrightDrop		132			146			0.0%		0.0%
Buick	65,927	28,929	-56.1%	111,711	48,075	-57.0%	1.5%	0.8%	1.3%	0.7%
Cadillac	36,129	33,703	-6.7%	73,406	61,919	-15.6%	0.8%	1.0%	0.9%	0.9%
Chevrolet	428,615	383,820	-10.5%	853,721	724,129	-15.2%	9.7%	10.9%	10.2%	10.6%
Chrysler	18,900	36,934	95.4%	58,637	66,047	12.6%	0.4%	1.0%	0.7%	1.0%
Dodge	62,314	43,718	-29.8%	126,302	84,761	-32.9%	1.4%	1.2%	1.5%	1.2%
Fiat	891	249	-72.1%	1,706	589	-65.5%	0.0%	0.0%	0.0%	0.0%
Ford	448,746	456,813	1.8%	941,047	866,839	-7.9%	10.1%	13.0%	11.3%	12.6%
Genesis	11,076	13,945	25.9%	19,298	25,668	33.0%	0.3%	0.4%	0.2%	0.4%
GMC	153,025	132,055	-13.7%	284,264	253,492	-10.8%	3.5%	3.7%	3.4%	3.7%
Honda	435,923	215,165	-50.6%	745,126	453,347	-39.2%	9.9%	6.1%	8.9%	6.6%
Hyundai	240,005	184,191	-23.3%	407,135	343,867	-15.5%	5.4%	5.2%	4.9%	5.0%
Infiniti	17,866	10,559	-40.9%	36,937	21,805	-41.0%	0.4%	0.3%	0.4%	0.3%
Jaguar	5,491	1,816	-66.9%	9,721	4,484	-53.9%	0.1%	0.1%	0.1%	0.1%
Jeep	210,439	186,665	-11.3%	407,984	379,946	-6.9%	4.8%	5.3%	4.9%	5.5%
Kia	218,961	182,146	-16.8%	378,511	333,340	-11.9%	5.0%	5.2%	4.5%	4.9%
Land Rover	22,774	10,729	-52.9%	46,494	26,254	-43.5%	0.5%	0.3%	0.6%	0.4%
Lexus	83,460	66,723	-20.1%	157,713	131,088	-16.9%	1.9%	1.9%	1.9%	1.9%
Lincoln	23,514	23,745	1.0%	48,924	42,893	-12.3%	0.5%	0.7%	0.6%	0.6%
Lucid		482			942			0.0%		0.0%
Mazda	105,909	60,535	-42.8%	189,167	142,803	-24.5%	2.4%	1.7%	2.3%	2.1%
Mercedes-Benz	92,443	98,835	6.9%	182,358	174,774	-4.2%	2.1%	2.8%	2.2%	2.5%
Mini	9,340	5,131	-45.1%	15,625	12,007	-23.2%	0.2%	0.1%	0.2%	0.2%
Mitsubishi	25,146	21,872	-13.0%	53,377	48,272	-9.6%	0.6%	0.6%	0.6%	0.7%
Nissan	280,282	172,612	-38.4%	546,764	362,447	-33.7%	6.3%	4.9%	6.6%	5.3%
Polestar	148	2,227	1404.7%	266	3,737	1304.9%	0.0%	0.1%	0.0%	0.1%
Porsche	18,958	19,487	2.8%	36,326	32,529	-10.5%	0.4%	0.6%	0.4%	0.5%
Ram	187,750	137,872	-26.6%	350,670	276,025	-21.3%	4.2%	3.9%	4.2%	4.0%
Rivian		4,467			5,694			0.1%		0.1%
Subaru	160,824	131,449	-18.3%	321,250	263,795	-17.9%	3.6%	3.7%	3.8%	3.8%
Tesla	76,230	130,047	70.6%	145,530	259,790	78.5%	1.7%	3.7%	1.7%	3.8%
Toyota	605,353	464,382	-23.3%	1,134,166	914,609	-19.4%	13.7%	13.2%	13.6%	13.3%
Volkswagen	120,520	78,286	-35.0%	211,373	143,279	-32.2%	2.7%	2.2%	2.5%	2.1%
Volvo	36,515	27,828	-23.8%	63,754	50,585	-20.7%	0.8%	0.8%	0.8%	0.7%
INDUSTRY TOTAL	4,422,544	3,522,210	-20.4%	8,347,140	6,855,384	-17.9%	100.0%	100.0%	100.0%	100.0%

# MANUFACTURER SUMMARY

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>BMW</b>	105,901	84,036	-20.6%	183,619	164,626	-10.3%	2.4%	2.4%	2.2%	2.4%
<b>Daimler</b>	92,443	98,835	6.9%	182,358	174,774	-4.2%	2.1%	2.8%	2.2%	2.5%
<b>Ford Motor Company</b>	472,260	480,558	1.8%	989,971	909,732	-8.1%	10.7%	13.6%	11.9%	13.3%
<b>Geely Auto Group</b>	36,663	30,055	-18.0%	64,020	54,322	-15.1%	0.8%	0.9%	0.8%	0.8%
<b>General Motors</b>	683,696	578,639	-15.4%	1,323,102	1,087,761	-17.8%	15.5%	16.4%	15.9%	15.9%
<b>Honda Motor Company</b>	486,419	239,789	-50.7%	833,510	506,207	-39.3%	11.0%	6.8%	10.0%	7.4%
<b>Hyundai Motor Group</b>	470,042	380,282	-19.1%	804,944	702,875	-12.7%	10.6%	10.8%	9.6%	10.3%
<b>Lucid Motors</b>		482			942			0.0%		0.0%
<b>Mazda Motor Corporation</b>	105,909	60,535	-42.8%	189,167	142,803	-24.5%	2.4%	1.7%	2.3%	2.1%
<b>Renault-Nissan-Mitsubishi Alliance</b>	323,294	205,043	-36.6%	637,078	432,524	-32.1%	7.3%	5.8%	7.6%	6.3%
<b>Rivian</b>		4,467			5,694			0.1%		0.1%
<b>Stellantis</b>	485,312	408,521	-15.8%	954,963	813,742	-14.8%	11.0%	11.6%	11.4%	11.9%
<b>Subaru Corporation</b>	160,824	131,449	-18.3%	321,250	263,795	-17.9%	3.6%	3.7%	3.8%	3.8%
<b>Tata Motors</b>	28,265	12,545	-55.6%	56,215	30,738	-45.3%	0.6%	0.4%	0.7%	0.4%
<b>Tesla Motors</b>	76,230	130,047	70.6%	145,530	259,790	78.5%	1.7%	3.7%	1.7%	3.8%
<b>Toyota Motor Corporation</b>	688,813	531,105	-22.9%	1,291,879	1,045,697	-19.1%	15.6%	15.1%	15.5%	15.3%
<b>Volkswagen Group</b>	206,473	145,822	-29.4%	369,534	259,362	-29.8%	4.7%	4.1%	4.4%	3.8%
<b>INDUSTRY TOTAL</b>	4,422,544	3,522,210	-20.4%	8,347,140	6,855,384	-17.9%	100.0%	100.0%	100.0%	100.0%

## MONTHLY INDUSTRY VOLUME (SAAR)





## SEGMENT SUMMARY

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Compact Car	372,079	214,515	-42.3%	652,710	419,304	-35.8%	8.4%	6.1%	7.8%	6.1%
Compact SUV/Crossover	704,077	514,136	-27.0%	1,350,681	1,045,079	-22.6%	15.9%	14.6%	16.2%	15.2%
Electric Vehicle	111,396	187,642	68.4%	206,775	355,020	71.7%	2.5%	5.3%	2.5%	5.2%
Entry-level Luxury Car	110,089	82,222	-25.3%	203,424	151,573	-25.5%	2.5%	2.3%	2.4%	2.2%
Full-size Car	44,439	36,895	-17.0%	83,676	63,258	-24.4%	1.0%	1.0%	1.0%	0.9%
Full-size Pickup Truck	594,712	506,022	-14.9%	1,161,563	978,310	-15.8%	13.4%	14.4%	13.9%	14.3%
Full-size SUV/Crossover	99,980	73,337	-26.6%	184,517	149,874	-18.8%	2.3%	2.1%	2.2%	2.2%
High Performance Car	12,312	13,164	6.9%	23,884	25,595	7.2%	0.3%	0.4%	0.3%	0.4%
High-end Luxury Car	9,543	10,333	8.3%	17,909	20,340	13.6%	0.2%	0.3%	0.2%	0.3%
Hybrid/Alternative Energy Car	46,960	23,152	-50.7%	75,404	49,100	-34.9%	1.1%	0.7%	0.9%	0.7%
Luxury Car	21,263	11,992	-43.6%	41,815	25,513	-39.0%	0.5%	0.3%	0.5%	0.4%
Luxury Compact SUV/Crossover	160,117	122,226	-23.7%	293,803	224,965	-23.4%	3.6%	3.5%	3.5%	3.3%
Luxury Full-size SUV/Crossover	38,637	34,774	-10.0%	77,429	67,149	-13.3%	0.9%	1.0%	0.9%	1.0%
Luxury Mid-size SUV/Crossover	198,057	160,237	-19.1%	366,814	306,265	-16.5%	4.5%	4.5%	4.4%	4.5%
Luxury Subcompact SUV/Crossover	38,775	19,496	-49.7%	68,422	38,383	-43.9%	0.9%	0.6%	0.8%	0.6%
Mid-size Car	289,572	221,834	-23.4%	537,285	423,115	-21.2%	6.5%	6.3%	6.4%	6.2%
Mid-size SUV/Crossover	750,759	635,700	-15.3%	1,417,498	1,253,024	-11.6%	17.0%	18.0%	17.0%	18.3%
Minivan	82,251	62,134	-24.5%	167,496	123,840	-26.1%	1.9%	1.8%	2.0%	1.8%
Small/Mid-size Pickup Truck	184,549	183,190	-0.7%	348,563	359,015	3.0%	4.2%	5.2%	4.2%	5.2%
Sports Car	50,783	46,441	-8.6%	104,119	86,966	-16.5%	1.1%	1.3%	1.2%	1.3%
Subcompact Car	58,442	29,040	-50.3%	121,751	49,651	-59.2%	1.3%	0.8%	1.5%	0.7%
Subcompact SUV/Crossover	339,513	237,799	-30.0%	633,636	475,641	-24.9%	7.7%	6.8%	7.6%	6.9%
Van	104,239	95,929	-8.0%	207,966	164,404	-20.9%	2.4%	2.7%	2.5%	2.4%
<b>INDUSTRY TOTAL</b>	<b>4,422,544</b>	<b>3,522,210</b>	<b>-20.4%</b>	<b>8,347,140</b>	<b>6,855,384</b>	<b>-17.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

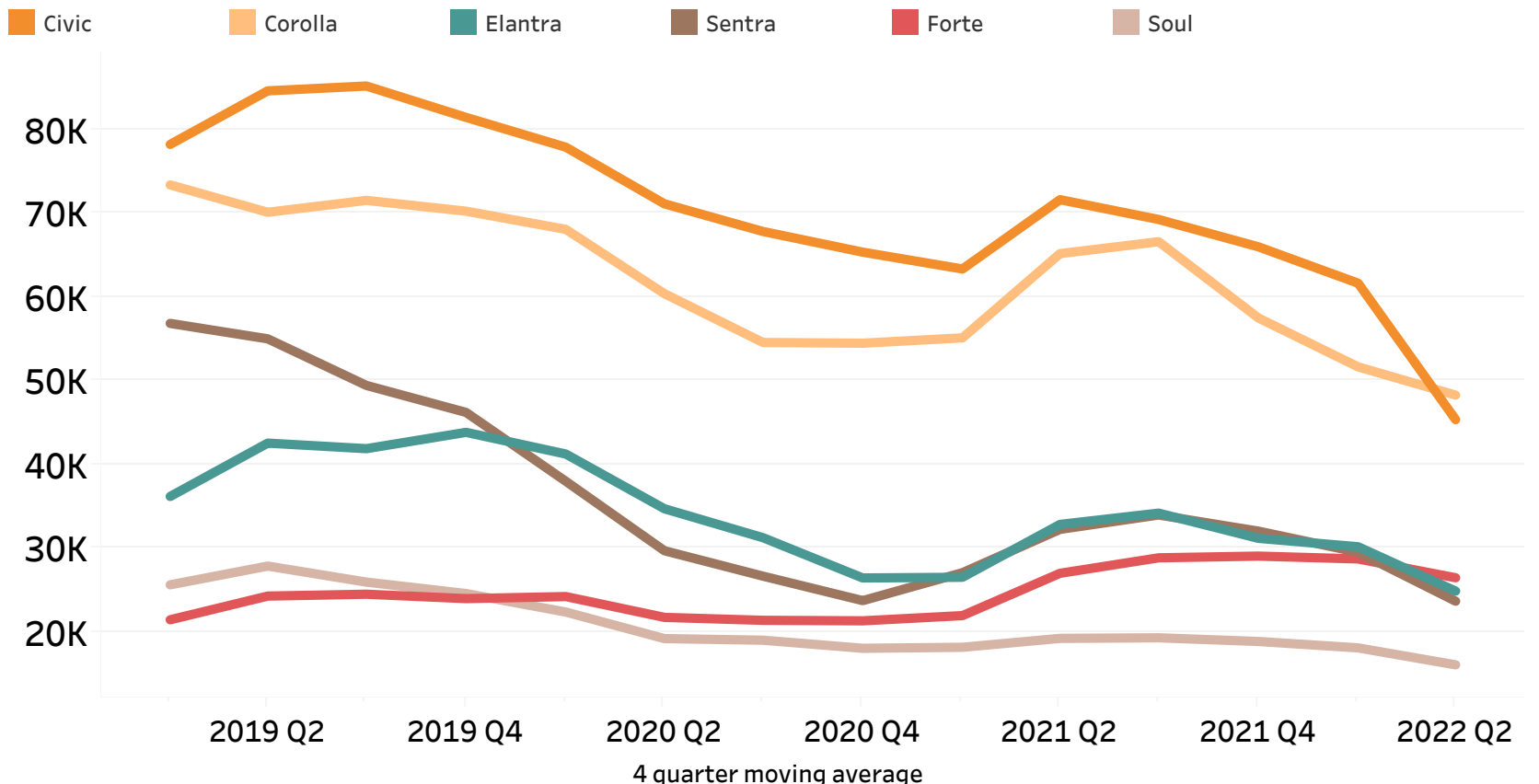
	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Car	1,117,816	859,671	-23.1%	2,049,015	1,640,032	-20.0%	25.3%	24.4%	24.5%	23.9%
SUV	2,338,977	1,810,566	-22.6%	4,412,537	3,583,809	-18.8%	52.9%	51.4%	52.9%	52.3%
Truck	779,261	693,910	-11.0%	1,510,126	1,343,286	-11.0%	17.6%	19.7%	18.1%	19.6%
Van	186,490	158,063	-15.2%	375,462	288,257	-23.2%	4.2%	4.5%	4.5%	4.2%
<b>INDUSTRY TOTAL</b>	<b>4,422,544</b>	<b>3,522,210</b>	<b>-20.4%</b>	<b>8,347,140</b>	<b>6,855,384</b>	<b>-17.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Luxury	709,601	628,183	-11.5%	1,320,315	1,185,644	-10.2%	16.0%	17.8%	15.8%	17.3%
Non-Luxury	3,712,943	2,894,027	-22.1%	7,026,825	5,669,740	-19.3%	84.0%	82.2%	84.2%	82.7%
<b>INDUSTRY TOTAL</b>	<b>4,422,544</b>	<b>3,522,210</b>	<b>-20.4%</b>	<b>8,347,140</b>	<b>6,855,384</b>	<b>-17.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

# COMPACT CAR

	SALES		SALES			Market Share			
	Q2		YTD			QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022	
500L	84	2 -97.6%	153	3 -98.0%	0.0%	0.0%	0.0%	0.0%	
Beetle	8	5 -37.5%	9	6 -33.3%	0.0%	0.0%	0.0%	0.0%	
Civic	97,053	31,820 -67.2%	152,956	70,335 -54.0%	26.1%	14.8%	23.4%	16.8%	
Corolla	76,327	62,811 -17.7%	143,538	106,632 -25.7%	20.5%	29.3%	22.0%	25.4%	
Corolla Hatchback	6,684	6,520 -2.5%	11,993	10,200 -15.0%	1.8%	3.0%	1.8%	2.4%	
Cruze	44	-100.0%	57	-100.0%	0.0%		0.0%		
Dart	1	0 -100.0%	2	1 -50.0%	0.0%	0.0%	0.0%	0.0%	
Elantra	47,964	26,772 -44.2%	74,057	48,844 -34.0%	12.9%	12.5%	11.3%	11.6%	
Forte	37,309	28,308 -24.1%	62,159	51,806 -16.7%	10.0%	13.2%	9.5%	12.4%	
Golf	3,734	3,068 -17.8%	7,978	5,393 -32.4%	1.0%	1.4%	1.2%	1.3%	
Impreza	8,050	5,538 -31.2%	17,165	14,326 -16.5%	2.2%	2.6%	2.6%	3.4%	
Jetta	20,295	12,913 -36.4%	43,009	23,791 -44.7%	5.5%	6.0%	6.6%	5.7%	
Mazda3	11,642	5,363 -53.9%	21,634	14,855 -31.3%	3.1%	2.5%	3.3%	3.5%	
Sentra	40,621	17,244 -57.5%	77,859	44,375 -43.0%	10.9%	8.0%	11.9%	10.6%	
Soul	21,589	13,484 -37.5%	38,780	27,608 -28.8%	5.8%	6.3%	5.9%	6.6%	
Veloster	674	667 -1.0%	1,361	1,129 -17.0%	0.2%	0.3%	0.2%	0.3%	
SEGMENT TOTAL	372,079	214,515 -42.3%	652,710	419,304 -35.8%	100.0%	100.0%	100.0%	100.0%	

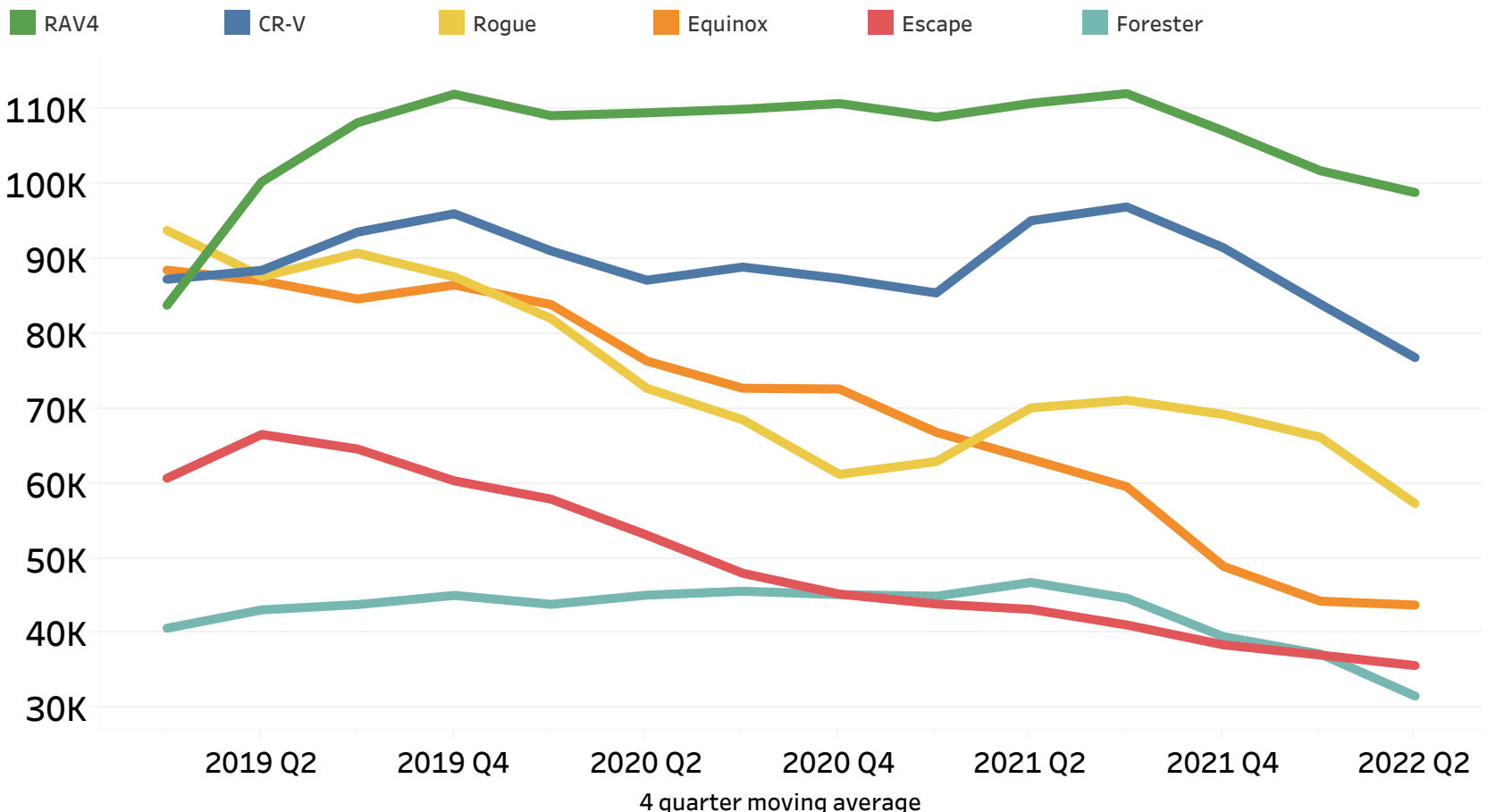
## COMPACT CAR VOLUME TREND



## COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q2		2021	YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
Cherokee	29,235	9,278 -68.3%	67,158	19,357 -71.2%	4.2%	1.8%	5.0%	1.9%		
Compass	14,195	21,927 54.5%	34,154	46,335 35.7%	2.0%	4.3%	2.5%	4.4%		
Corolla Cross		12,158		22,315		2.4%		2.1%		
CR-V	119,433	58,023 -51.4%	213,199	116,602 -45.3%	17.0%	11.3%	15.8%	11.2%		
CX-5	51,871	31,151 -39.9%	92,621	81,804 -11.7%	7.4%	6.1%	6.9%	7.8%		
Eclipse Cross	2,775	1,720 -38.0%	4,358	5,712 31.1%	0.4%	0.3%	0.3%	0.5%		
Equinox	55,448	60,642 9.4%	118,666	116,678 -1.7%	7.9%	11.8%	8.8%	11.2%		
Escape	44,502	33,958 -23.7%	85,492	73,920 -13.5%	6.3%	6.6%	6.3%	7.1%		
Forester	48,271	19,579 -59.4%	95,965	50,937 -46.9%	6.9%	3.8%	7.1%	4.9%		
RAV4	106,940	99,693 -6.8%	221,195	200,885 -9.2%	15.2%	19.4%	16.4%	19.2%		
Rogue	95,569	42,440 -55.6%	182,289	87,675 -51.9%	13.6%	8.3%	13.5%	8.4%		
Sportage	30,957	35,896 16.0%	53,374	52,356 -1.9%	4.4%	7.0%	4.0%	5.0%		
Terrain	16,616	22,758 37.0%	33,533	47,702 42.3%	2.4%	4.4%	2.5%	4.6%		
Tiguan	37,891	20,495 -45.9%	65,156	38,728 -40.6%	5.4%	4.0%	4.8%	3.7%		
Tucson	50,370	44,416 -11.8%	83,517	84,071 0.7%	7.2%	8.6%	6.2%	8.0%		
<b>SEGMENT TOTAL</b>	<b>704,073</b>	<b>514,134 -27.0%</b>	<b>1,350,677</b>	<b>1,045,077 -22.6%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

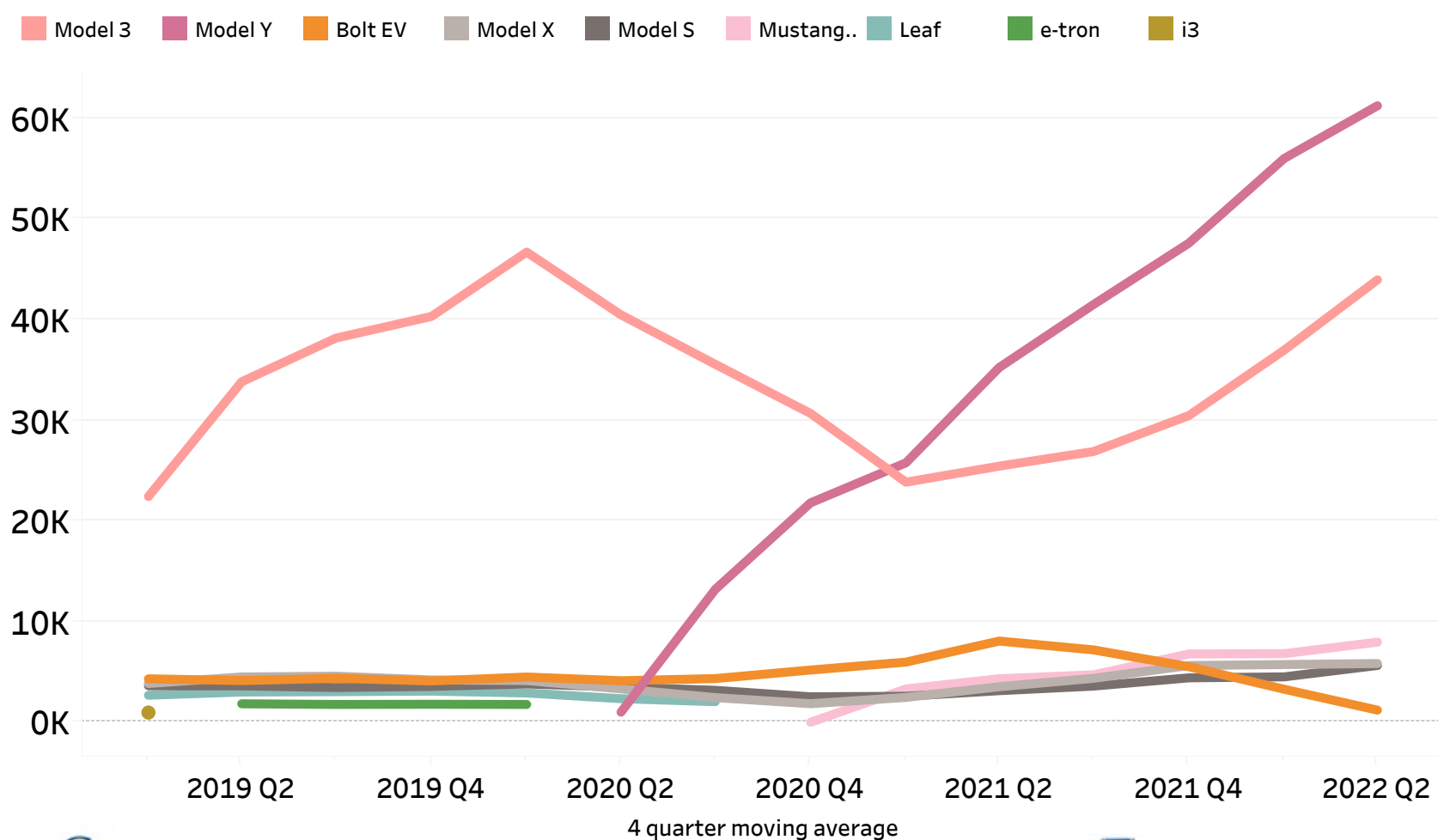
### COMPACT SUV/CROSSOVER VOLUME TREND



## ELECTRIC VEHICLE (BEV nameplates only, no ICE variants)

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Bolt EUV	406	4,384	979.8%	406	4,670	1050.2%	0.4%	2.3%	0.2%	1.3%
Bolt EV	10,857	2,561	-76.4%	19,882	2,633	-86.8%	9.7%	1.4%	9.6%	0.7%
BZ4X		232			232			0.1%		0.1%
C40		1,427			2,051			0.8%		0.6%
e-tron	2,560	4,777	86.6%	6,884	8,029	16.6%	2.3%	2.5%	3.3%	2.3%
EQS		1,959			4,050			1.0%		1.1%
EV6		7,287			12,568			3.9%		3.5%
GV60		233			233			0.1%		0.1%
Hummer EV		272			371			0.1%		0.1%
i3	511		-100.0%	851	9	-98.9%	0.5%		0.4%	0.0%
I-Pace	404	114	-71.8%	655	268	-59.1%	0.4%	0.1%	0.3%	0.1%
ID.4	5,756	1,660	-71.2%	6,230	4,415	-29.1%	5.2%	0.9%	3.0%	1.2%
Ioniq 5		7,448			13,692			4.0%		3.9%
iX		1,081			1,428			0.6%		0.4%
Leaf	4,804	3,251	-32.3%	7,729	7,622	-1.4%	4.3%	1.7%	3.7%	2.1%
Lucid Air		482			942			0.3%		0.3%
Model 3	26,680	54,620	104.7%	47,380	101,327	113.9%	24.0%	29.1%	22.9%	28.5%
Model S	4,575	9,103	99.0%	9,375	14,293	52.5%	4.1%	4.9%	4.5%	4.0%
Model X	6,098	6,502	6.6%	12,198	12,990	6.5%	5.5%	3.5%	5.9%	3.7%
Model Y	38,877	59,822	53.9%	76,577	131,180	71.3%	34.9%	31.9%	37.0%	37.0%
Mustang Mach-E	6,361	10,941	72.0%	12,975	17,675	36.2%	5.7%	5.8%	6.3%	5.0%
MX-30		136			316			0.1%		0.1%
Polestar1	4	21	425.0%	7	41	485.7%	0.0%	0.0%	0.0%	0.0%
Polestar2	144	2,206	1431.9%	259	3,696	1327.0%	0.1%	1.2%	0.1%	1.0%
R1S		41			91			0.0%		0.0%
R1T		4,426			5,590			2.4%		1.6%
Taycan	3,359	2,524	-24.9%	5,367	4,449	-17.1%	3.0%	1.3%	2.6%	1.3%
Zevo 600		132			146			0.1%		0.0%
<b>SEGMENT TOTAL</b>	<b>111,396</b>	<b>187,642</b>	<b>68.4%</b>	<b>206,775</b>	<b>355,007</b>	<b>71.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

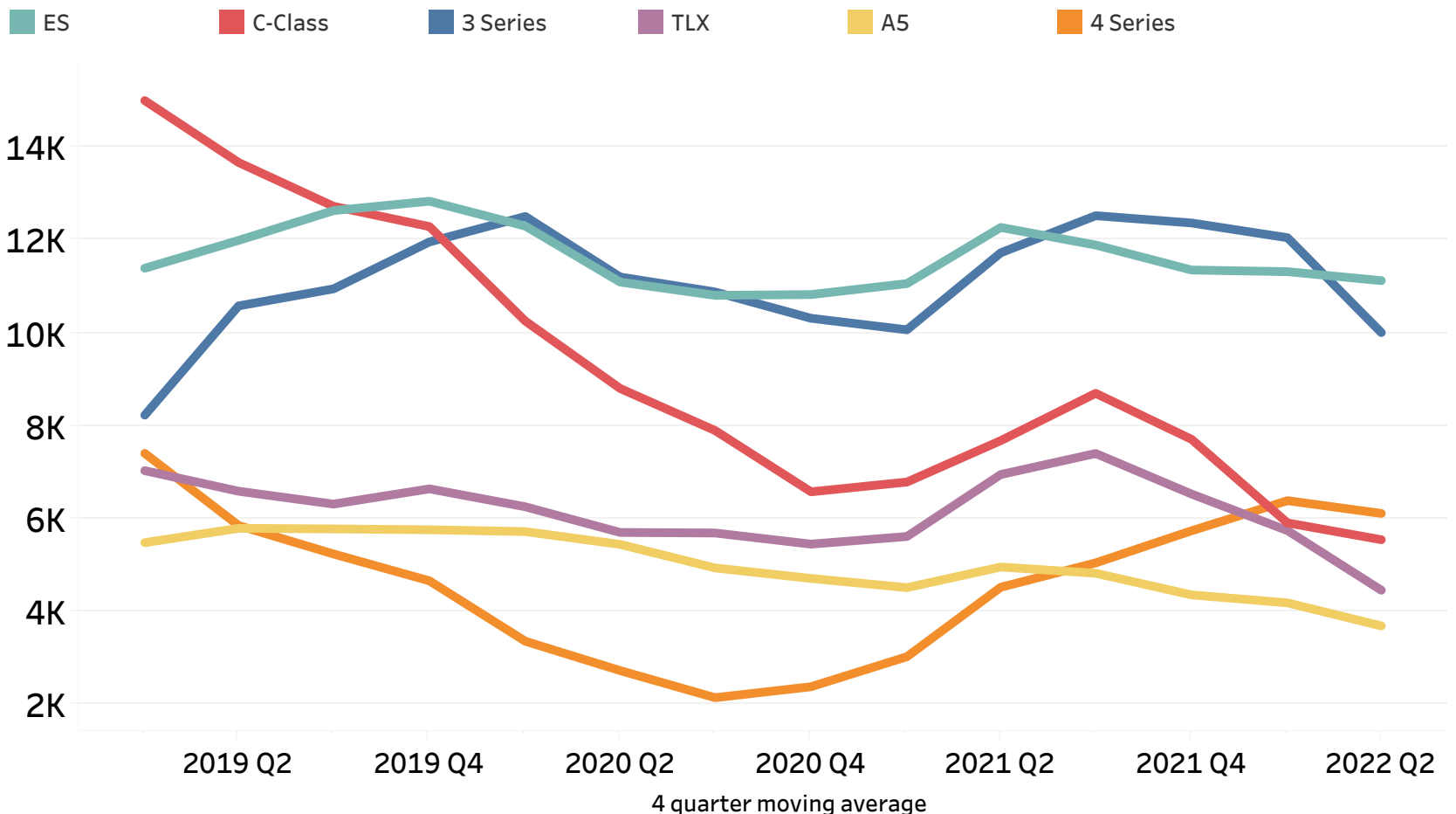
### ELECTRIC VEHICLE VOLUME TREND



# ENTRY-LEVEL LUXURY CAR

	SALES			SALES			Market Share			
	Q2		%	YTD		%	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
1/2 Series	4,033	3,581	-11.2%	9,340	7,605	-18.6%	3.7%	4.4%	4.6%	5.0%
3 Series	14,350	6,174	-57.0%	23,776	14,330	-39.7%	13.0%	7.5%	11.7%	9.5%
4 Series	7,748	6,646	-14.2%	12,533	14,025	11.9%	7.0%	8.1%	6.2%	9.3%
60 Series	2,754	1,184	-57.0%	7,370	4,004	-45.7%	2.5%	1.4%	3.6%	2.6%
A3		2,372		1,330	3,740	181.2%	0.0%	2.9%	0.7%	2.5%
A4	6,634	3,240	-51.2%	11,465	6,837	-40.4%	6.0%	3.9%	5.6%	4.5%
A5	6,768	4,783	-29.3%	11,295	8,624	-23.6%	6.1%	5.8%	5.6%	5.7%
A-Class	2,624	2,905	10.7%	5,913	4,031	-31.8%	2.4%	3.5%	2.9%	2.7%
allroad	496	190	-61.7%	736	446	-39.4%	0.5%	0.2%	0.4%	0.3%
C-Class	10,099	8,650	-14.3%	17,795	9,144	-48.6%	9.2%	10.5%	8.7%	6.0%
CLA	2,324	1,941	-16.5%	4,696	3,005	-36.0%	2.1%	2.4%	2.3%	2.0%
CT4	2,303	2,617	13.6%	4,930	4,510	-8.5%	2.1%	3.2%	2.4%	3.0%
CT5	2,451	4,171	70.2%	6,825	7,514	10.1%	2.2%	5.1%	3.4%	5.0%
ES	12,600	11,827	-6.1%	22,792	21,878	-4.0%	11.4%	14.4%	11.2%	14.4%
G70	2,925	3,889	33.0%	4,789	6,762	41.2%	2.7%	4.7%	2.4%	4.5%
G80	1,480	1,127	-23.9%	2,992	2,175	-27.3%	1.3%	1.4%	1.5%	1.4%
Giulia	2,219	1,179	-46.9%	4,284	2,324	-45.8%	2.0%	1.4%	2.1%	1.5%
ILX	5,247	2,506	-52.2%	8,233	6,267	-23.9%	4.8%	3.0%	4.0%	4.1%
IS	7,365	6,449	-12.4%	13,393	10,911	-18.5%	6.7%	7.8%	6.6%	7.2%
MKZ	395		-100.0%	1,633		-100.0%	0.4%		0.8%	
Q50	4,180	1,288	-69.2%	8,482	3,717	-56.2%	3.8%	1.6%	4.2%	2.5%
Q60	840	635	-24.4%	1,526	1,403	-8.1%	0.8%	0.8%	0.8%	0.9%
RC	925	689	-25.5%	1,702	1,150	-32.4%	0.8%	0.8%	0.8%	0.8%
Regal	18	48	166.7%	37	49	32.4%	0.0%	0.1%	0.0%	0.0%
TLX	9,271	4,131	-55.4%	15,412	7,122	-53.8%	8.4%	5.0%	7.6%	4.7%
XE	8	0	-100.0%	102	0	-100.0%	0.0%	0.0%	0.1%	0.0%
SEGMENT T..	110,057	82,222	-25.3%	203,381	151,573	-25.5%	100.0%	100.0%	100.0%	100.0%

## ENTRY-LEVEL LUXURY VOLUME TREND



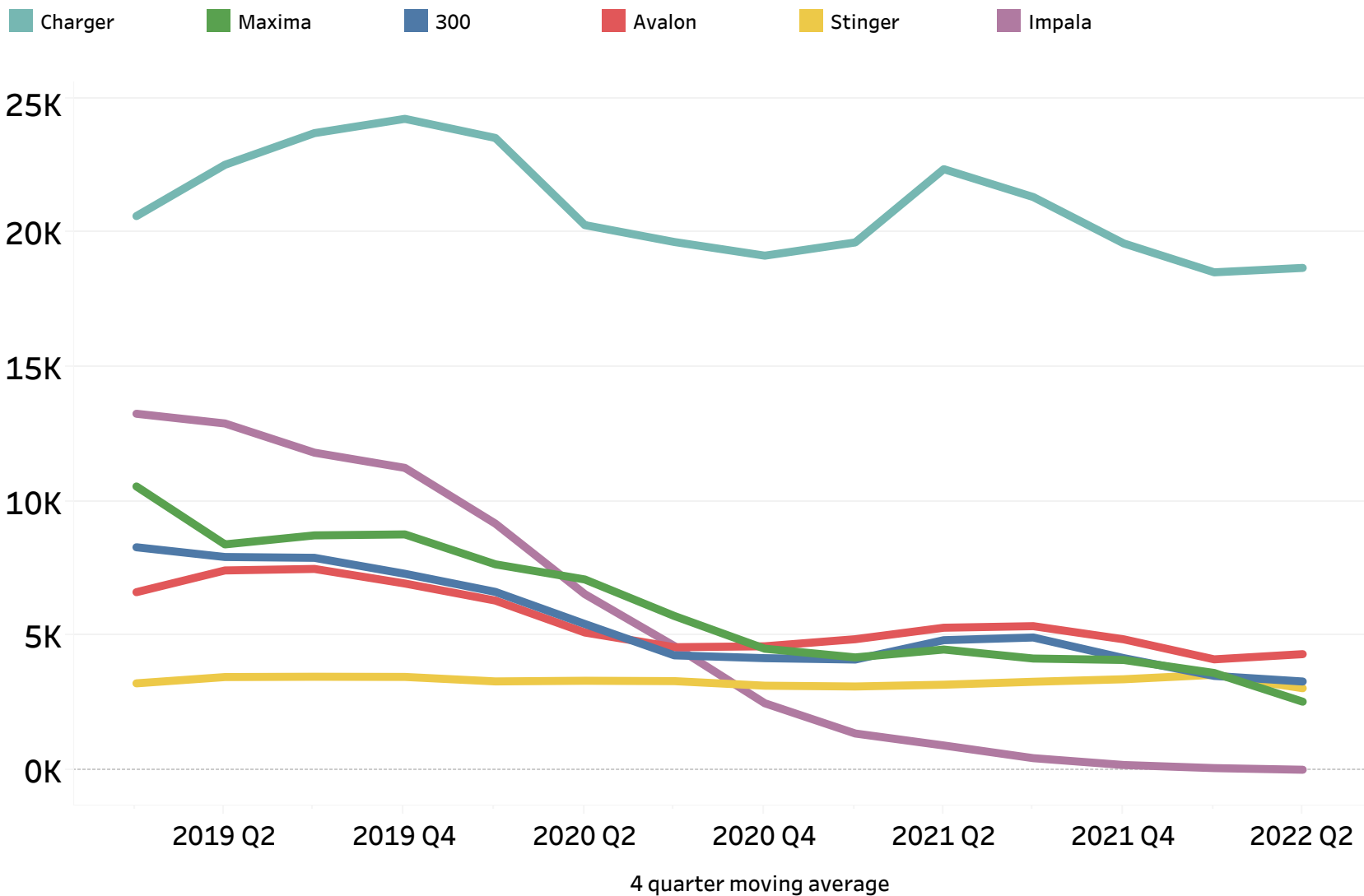
Source: Kelley Blue Book data



## FULL-SIZE CAR

	SALES			SALES			Market Share			
	Q2		%	YTD		%	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>300</b>	5,668	4,837	-14.7%	11,062	7,582	-31.5%	12.8%	13.1%	13.2%	12.0%
<b>Arteon</b>	1,682	123	-92.7%	2,781	170	-93.9%	3.8%	0.3%	3.3%	0.3%
<b>Avalon</b>	5,192	5,965	14.9%	10,328	8,120	-21.4%	11.7%	16.2%	12.3%	12.8%
<b>Cadenza</b>	70	1	-98.6%	225	1	-99.6%	0.2%	0.0%	0.3%	0.0%
<b>Charger</b>	22,363	23,020	2.9%	42,103	38,459	-8.7%	50.3%	62.4%	50.3%	60.8%
<b>Impala</b>	252	9	-96.4%	714	10	-98.6%	0.6%	0.0%	0.9%	0.0%
<b>Maxima</b>	5,158	884	-82.9%	9,965	3,753	-62.3%	11.6%	2.4%	11.9%	5.9%
<b>Stinger</b>	4,054	2,056	-49.3%	6,498	5,163	-20.5%	9.1%	5.6%	7.8%	8.2%
<b>SEGMENT TOTAL</b>	44,439	36,895	-17.0%	83,676	63,258	-24.4%	100.0%	100.0%	100.0%	100.0%

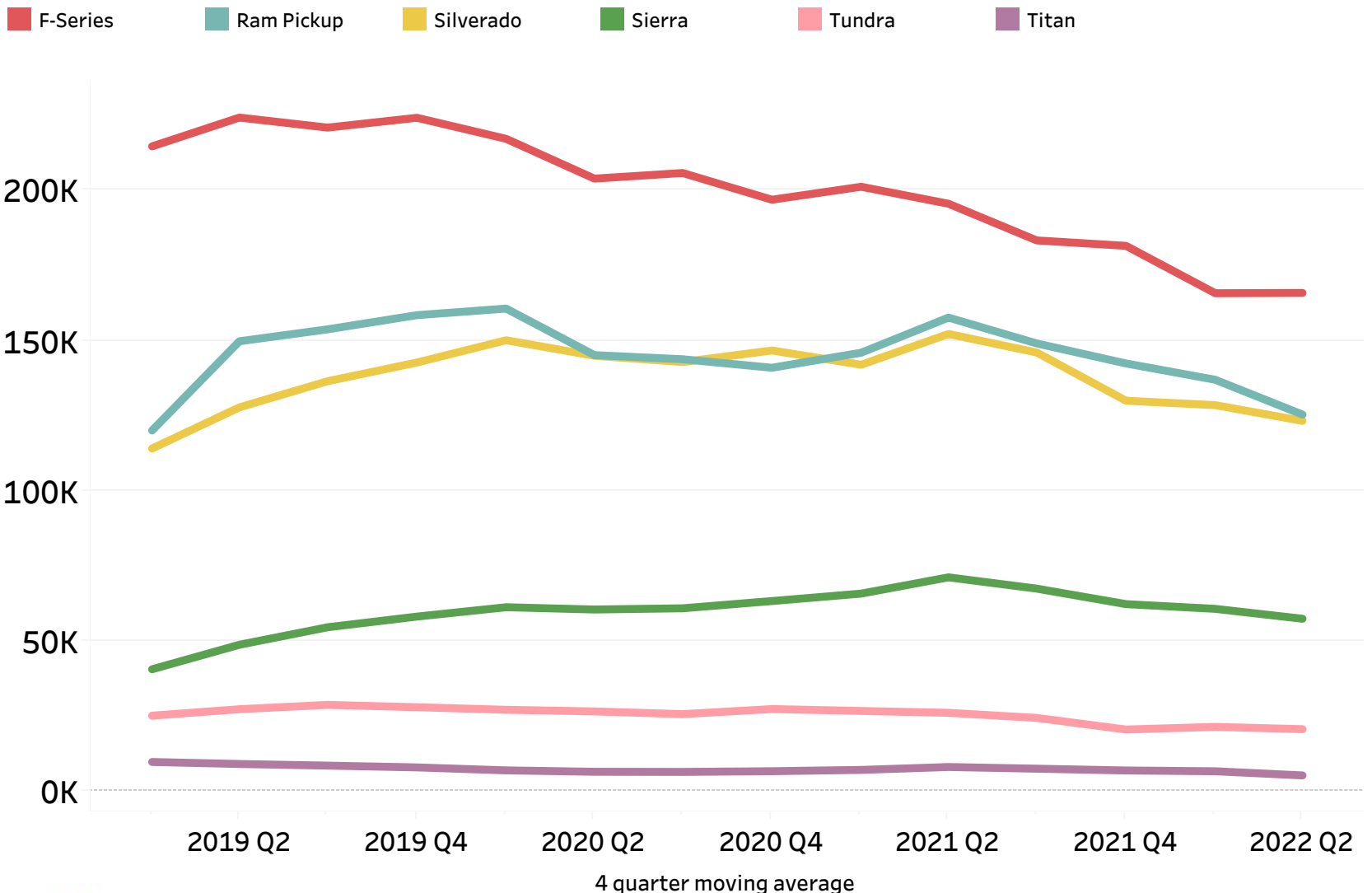
### FULL-SIZE CAR VOLUME TREND



# FULL-SIZE PICKUP TRUCK

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>F-Series</b>	158,235	158,644	0.3%	362,032	299,345	-17.3%	26.6%	31.4%	31.2%	30.6%
<b>Ram Pickup</b>	164,232	117,867	-28.2%	313,068	244,983	-21.7%	27.6%	23.3%	27.0%	25.0%
<b>Sierra</b>	75,495	62,321	-17.5%	138,412	118,938	-14.1%	12.7%	12.3%	11.9%	12.2%
<b>Silverado</b>	161,706	140,720	-13.0%	286,410	259,516	-9.4%	27.2%	27.8%	24.7%	26.5%
<b>Titan</b>	10,313	4,797	-53.5%	17,776	11,212	-36.9%	1.7%	0.9%	1.5%	1.1%
<b>Tundra</b>	24,731	21,673	-12.4%	43,865	44,316	1.0%	4.2%	4.3%	3.8%	4.5%
<b>SEGMENT TOTAL</b>	594,712	506,022	-14.9%	1,161,563	978,310	-15.8%	100.0%	100.0%	100.0%	100.0%

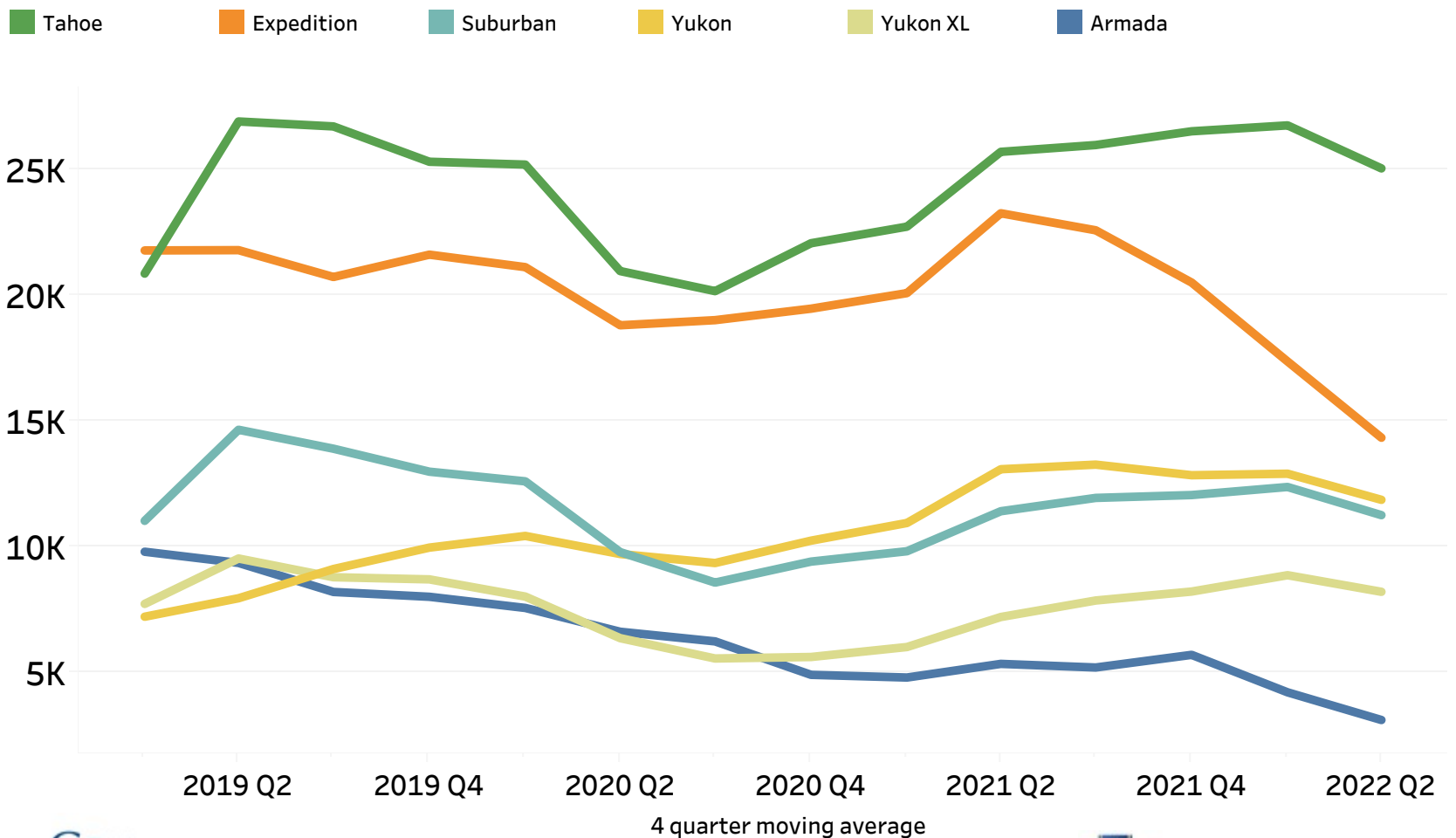
## FULL-SIZE PICKUP TRUCK VOLUME TREND



## FULL-SIZE SUV/CROSSOVER

	SALES		SALES			Market Share			
	Q2		YTD			QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022	
Armada	7,296	2,897 -60.3%	14,894	4,540 -69.5%	7.3%	4.0%	8.1%	3.0%	
Expedition	25,245	13,129 -48.0%	47,508	22,847 -51.9%	25.3%	17.9%	25.7%	15.2%	
Sequoia	2,301	55 -97.6%	4,338	477 -89.0%	2.3%	0.1%	2.4%	0.3%	
Suburban	13,373	8,897 -33.5%	24,516	21,321 -13.0%	13.4%	12.1%	13.3%	14.2%	
Tahoe	27,908	21,069 -24.5%	50,946	45,048 -11.6%	27.9%	28.7%	27.6%	30.1%	
Wagoneer		10,220		17,275		13.9%		11.5%	
Yukon	14,360	10,210 -28.9%	26,242	22,333 -14.9%	14.4%	13.9%	14.2%	14.9%	
Yukon XL	9,497	6,860 -27.8%	16,073	16,033 -0.2%	9.5%	9.4%	8.7%	10.7%	
<b>SEGMENT TOTAL</b>	<b>99,980</b>	<b>73,337 -26.6%</b>	<b>184,517</b>	<b>149,874 -18.8%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	

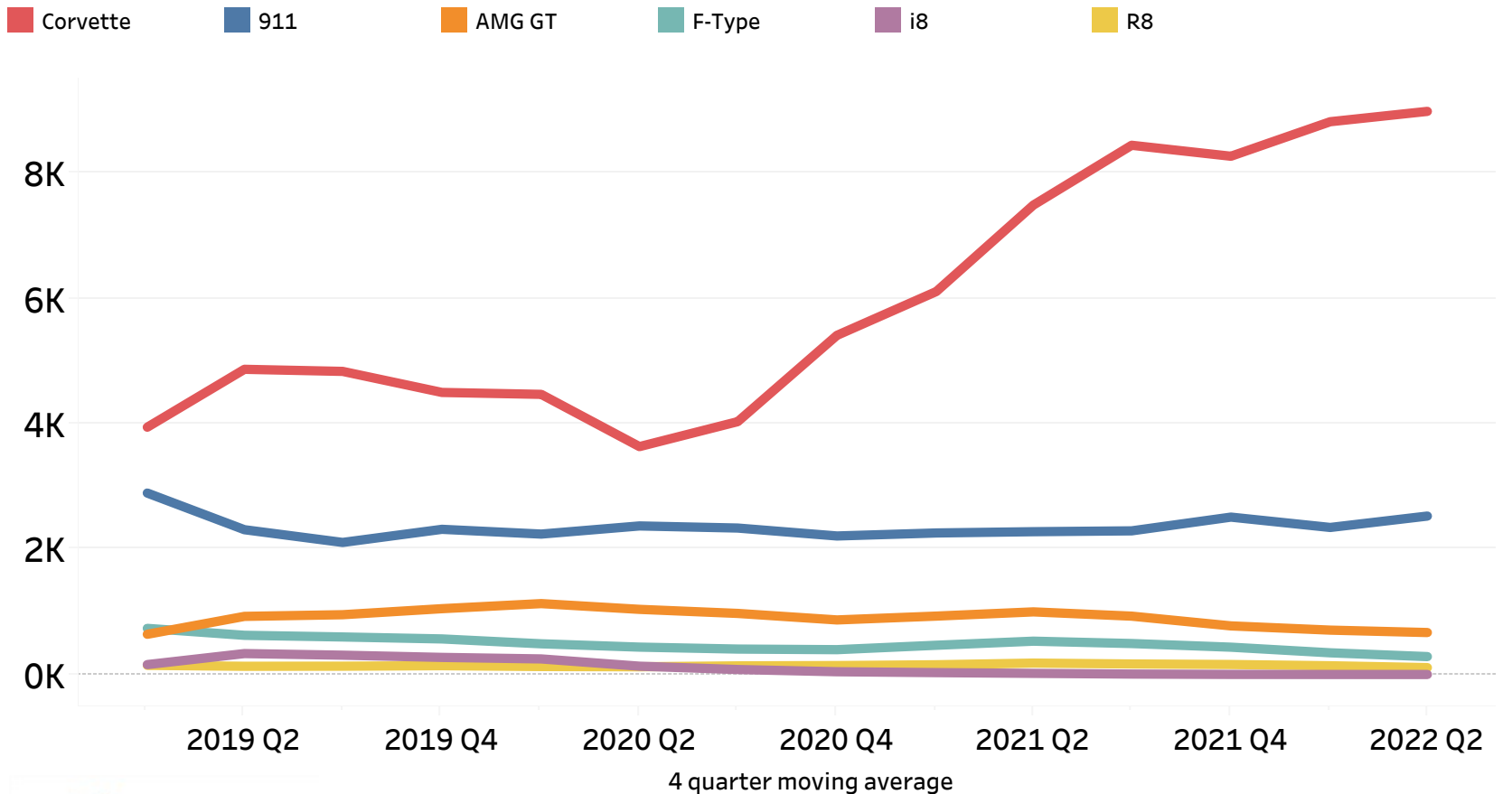
### FULL-SIZE SUV/CROSSOVER VOLUME TREND



## HIGH PERFORMANCE CAR

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>911</b>	2,326	3,052	31.2%	5,108	5,175	1.3%	18.9%	23.2%	21.4%	20.2%
<b>AMG GT</b>	1,117	964	-13.7%	2,329	1,906	-18.2%	9.1%	7.3%	9.8%	7.4%
<b>Corvette</b>	7,971	8,630	8.3%	14,582	17,441	19.6%	64.8%	65.6%	61.1%	68.2%
<b>F-Type</b>	565	323	-42.8%	1,274	674	-47.1%	4.6%	2.5%	5.3%	2.6%
<b>GT</b>	30	22	-26.7%	63	58	-7.9%	0.2%	0.2%	0.3%	0.2%
<b>GTR</b>	49	4	-91.8%	99	54	-45.5%	0.4%	0.0%	0.4%	0.2%
<b>NSX</b>	43	77	79.1%	60	123	105.0%	0.3%	0.6%	0.3%	0.5%
<b>R8</b>	208	90	-56.7%	356	158	-55.6%	1.7%	0.7%	1.5%	0.6%
<b>SEGMENT TOTAL</b>	12,309	13,162	6.9%	23,871	25,589	7.2%	100.0%	100.0%	100.0%	100.0%

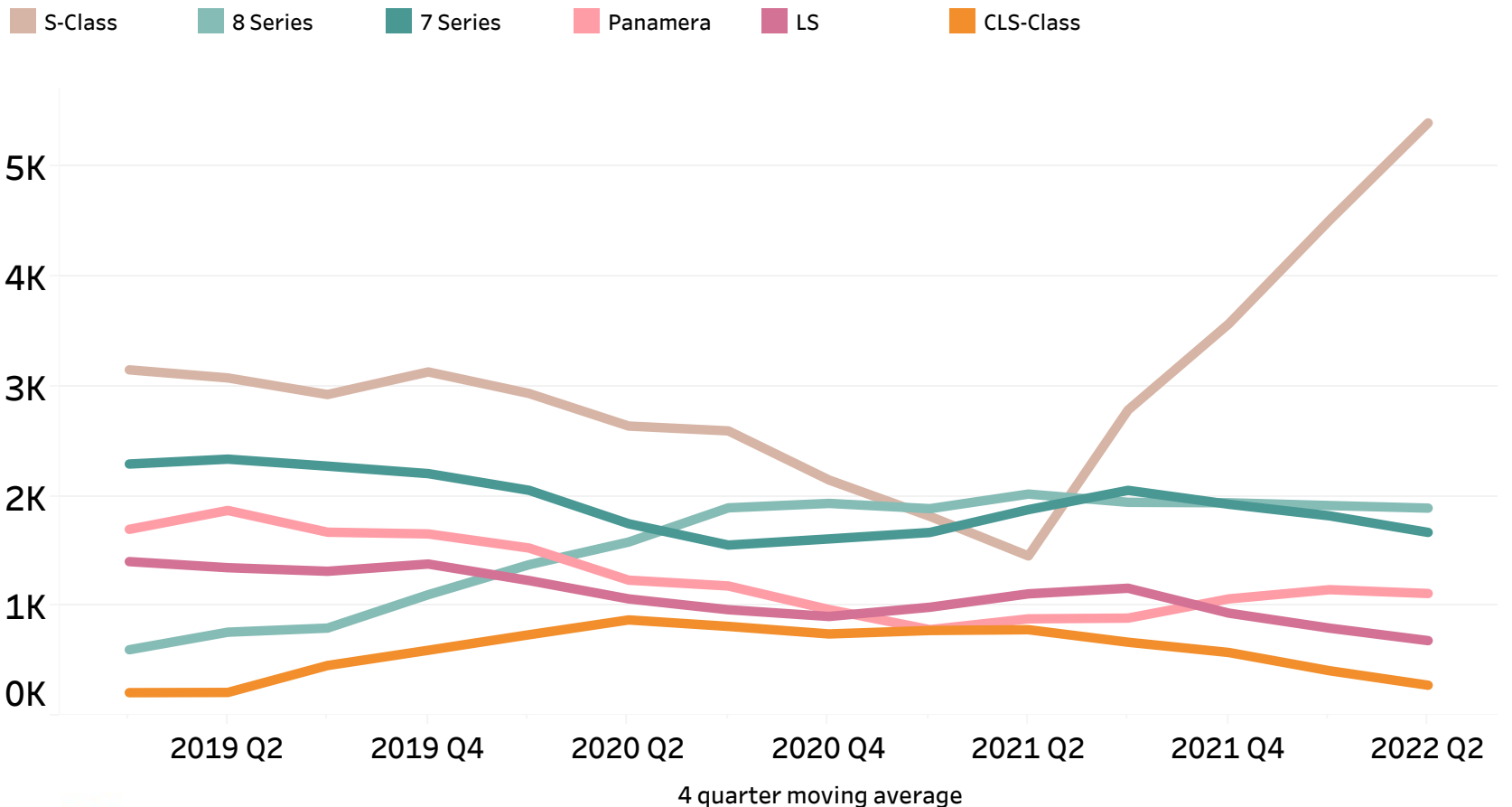
## HIGH PERFORMANCE CAR VOLUME TREND



# HIGH-END LUXURY CAR

	SALES			SALES			Market Share			
	Q2			YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
7 Series	1,995	1,391 -30.3%	3,915	2,889 -26.2%	20.9%	13.5%	21.9%	14.2%		
8 Series	2,279	2,185 -4.1%	3,781	3,586 -5.2%	23.9%	21.1%	21.1%	17.6%		
A8	672	407 -39.4%	1,113	641 -42.4%	7.0%	3.9%	6.2%	3.2%		
CLS-Class	782	254 -67.5%	1,684	491 -70.8%	8.2%	2.5%	9.4%	2.4%		
LC	921	391 -57.5%	1,575	833 -47.1%	9.7%	3.8%	8.8%	4.1%		
LS	1,114	659 -40.8%	2,251	1,248 -44.6%	11.7%	6.4%	12.6%	6.1%		
Panamera	1,265	1,126 -11.0%	1,716	1,913 11.5%	13.3%	10.9%	9.6%	9.4%		
S-Class	373	3,920 950.9%	1,416	8,737 517.0%	3.9%	37.9%	7.9%	43.0%		
SL	133	0 -100.0%	444	2 -99.5%	1.4%	0.0%	2.5%	0.0%		
XJ	9	-100.0%	14	-100.0%	0.1%		0.1%			
<b>SEGMENT TOTAL</b>	<b>9,543</b>	<b>10,333 8.3%</b>	<b>17,909</b>	<b>20,340 13.6%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

## HIGH-END LUXURY CAR VOLUME TREND

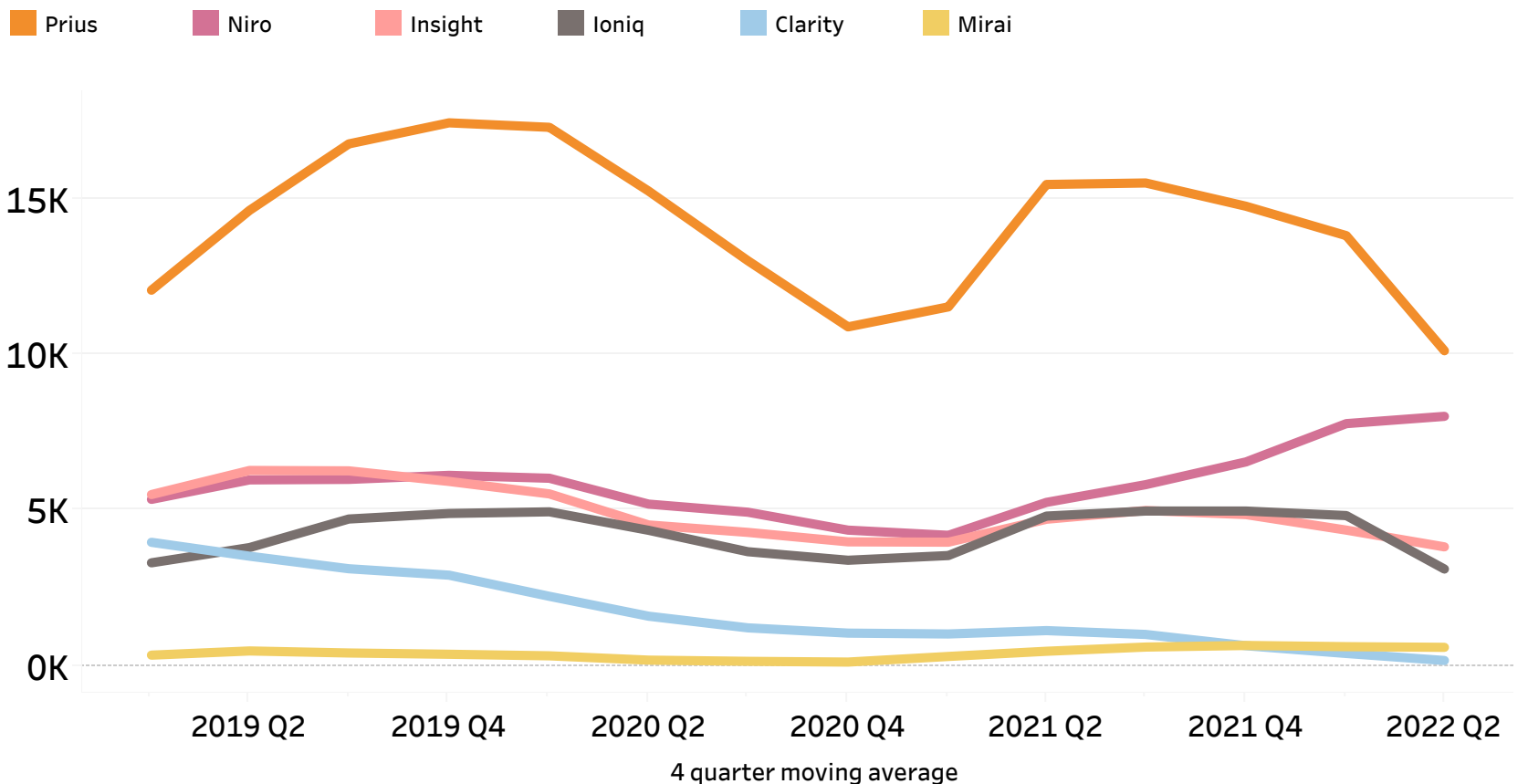




## HYBRID/ALTERNATIVE ENERGY CAR (Hybrid only namplate, no ICE variants)

	SALES			SALES			Market Share			
	Q2		YTD			QTR		YTD		
	2021	2022	2021	2022	2021	2022	2021	2022		
Clarity	956	53 -94.5%	2,103	207 -90.2%	2.0%	0.2%	2.8%	0.4%		
Insight	6,008	3,857 -35.8%	9,867	5,722 -42.0%	12.8%	16.7%	13.1%	11.7%		
Ioniq	6,982	118 -98.3%	11,107	3,662 -67.0%	14.9%	0.5%	14.7%	7.5%		
Mirai	728	643 -11.7%	1,597	1,358 -15.0%	1.6%	2.8%	2.1%	2.8%		
Nexo	56	105 87.5%	134	271 102.2%	0.1%	0.5%	0.2%	0.6%		
Niro	7,506	8,440 12.4%	11,817	17,666 49.5%	16.0%	36.5%	15.7%	36.0%		
Prius	24,713	9,936 -59.8%	38,763	20,214 -47.9%	52.6%	42.9%	51.4%	41.2%		
Volt	11	-100.0%	16	-100.0%	0.0%		0.0%			
SEGMENT TOTAL	46,960	23,152 -50.7%	75,404	49,100 -34.9%	100.0%	100.0%	100.0%	100.0%		

### HYBRID/ALTERNATIVE ENERGY CAR VOLUME TREND

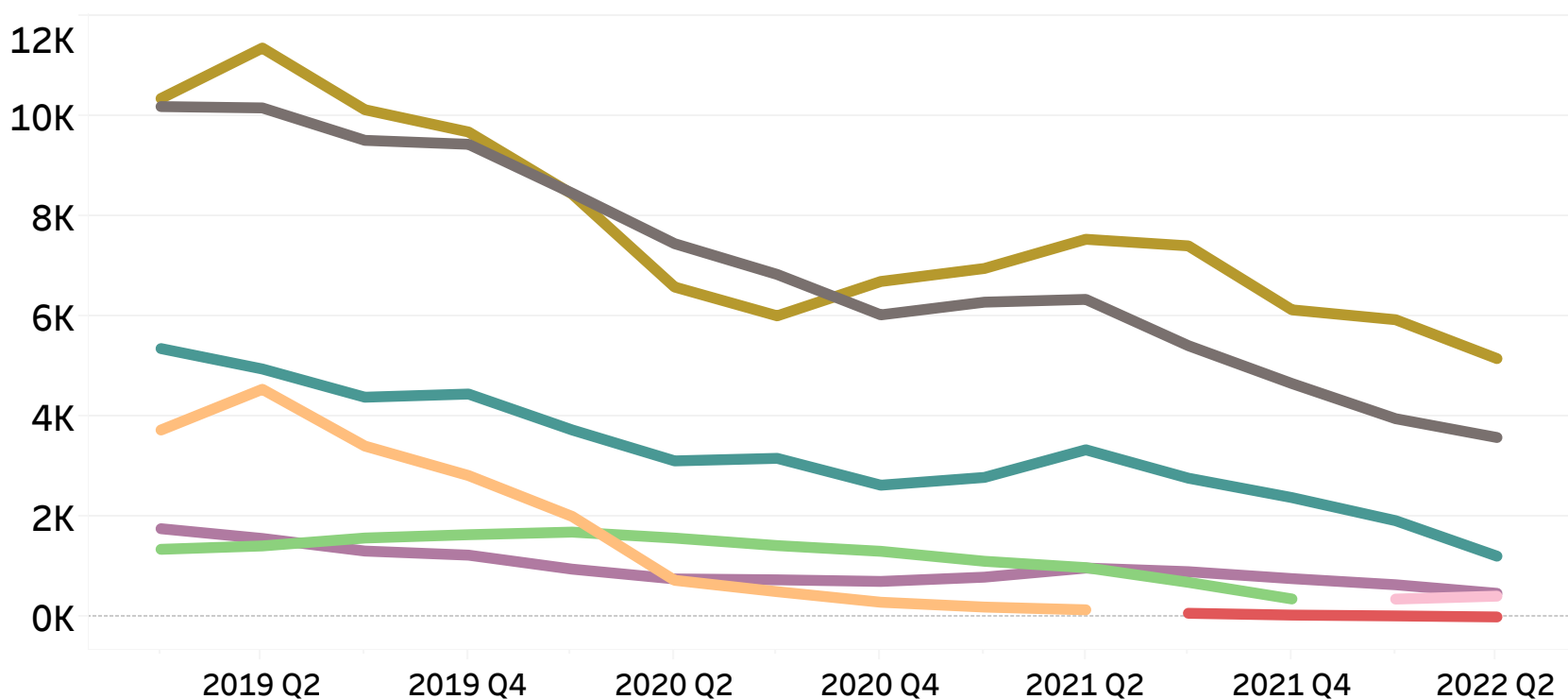


# LUXURY CAR

	SALES		SALES				Market Share			
	Q2		YTD				QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022		
5 Series	7,268	4,166 -42.7%	13,701	9,811 -28.4%	34.2%	34.7%	32.8%	38.5%		
6 Series	7	-100.0%	48	-100.0%	0.0%		0.1%			
90 Series	350	586 67.4%	944	1,145 21.3%	1.6%	4.9%	2.3%	4.5%		
A6	4,279	1,448 -66.2%	7,392	2,722 -63.2%	20.1%	12.1%	17.7%	10.7%		
A7	1,322	637 -51.8%	2,311	1,139 -50.7%	6.2%	5.3%	5.5%	4.5%		
Continental	505	-100.0%	1,273	-100.0%	2.4%		3.0%			
CT6	104	22 -78.8%	171	23 -86.5%	0.5%	0.2%	0.4%	0.1%		
CTS	103	-100.0%	162	-100.0%	0.5%		0.4%			
E-Class	6,324	4,823 -23.7%	13,621	9,317 -31.6%	29.7%	40.2%	32.6%	36.5%		
G90	447	151 -66.2%	862	580 -32.7%	2.1%	1.3%	2.1%	2.3%		
GS	18	2 -88.9%	70	2 -97.1%	0.1%	0.0%	0.2%	0.0%		
K900	14	-100.0%	70	0 -100.0%	0.1%		0.2%	0.0%		
Q70	0	1	0	1	0.0%	0.0%	0.0%	0.0%		
RLX	54	1 -98.1%	198	3 -98.5%	0.3%	0.0%	0.5%	0.0%		
SLK/SLC	24	-100.0%	222	-100.0%	0.1%		0.5%			
XF	399	155 -61.2%	638	770 20.7%	1.9%	1.3%	1.5%	3.0%		
XTS	45	-100.0%	132	-100.0%	0.2%		0.3%			
<b>SEGMENT TOTAL</b>	<b>21,263</b>	<b>11,992 -43.6%</b>	<b>41,815</b>	<b>25,513 -39.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

## LUXURY CAR VOLUME TREND

■ A7   
 ■ 5 Series   
 ■ E-Class   
 ■ A6   
 ■ Continen..   
 ■ XTS   
 ■ CT6   
 ■ 90 Series



4 quarter moving average



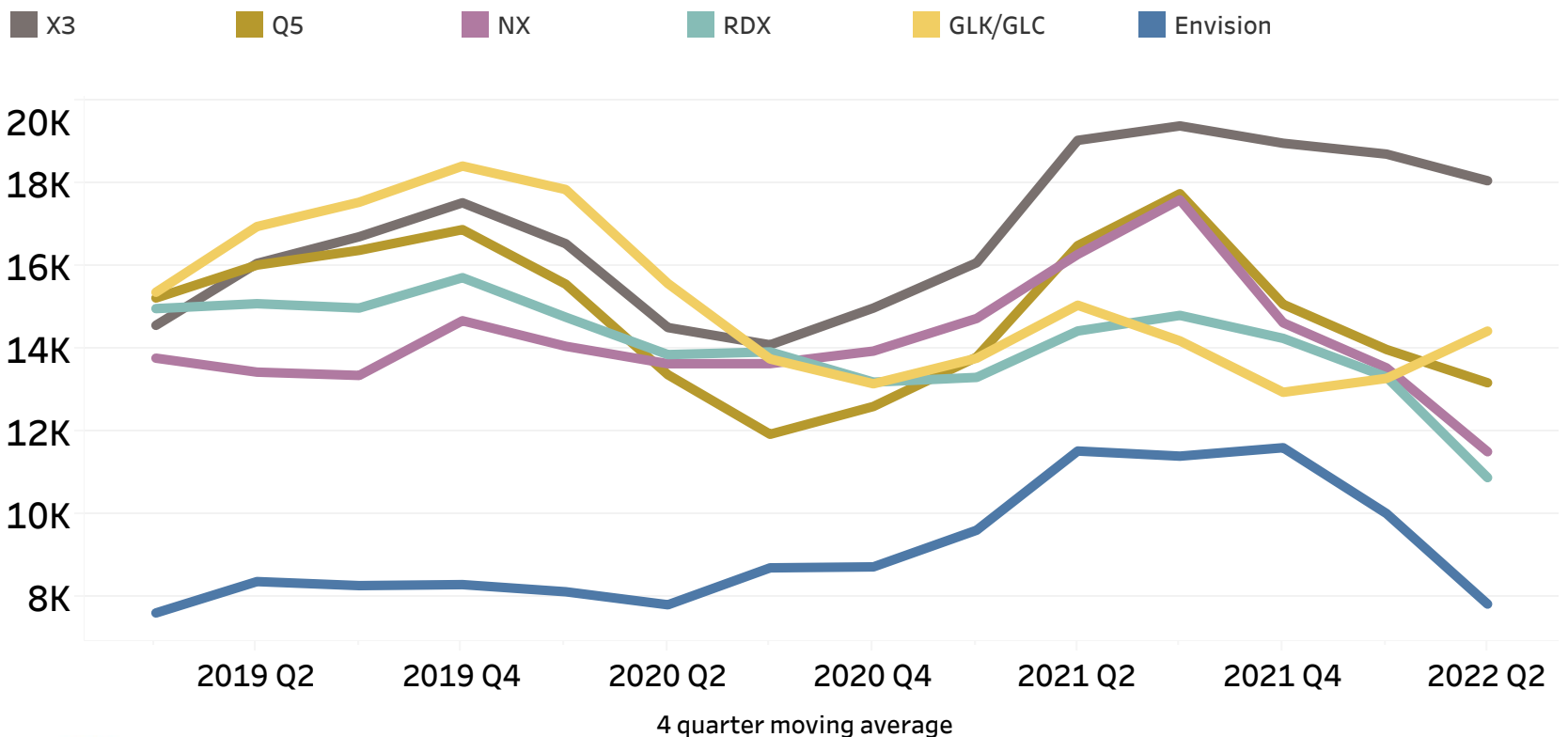
Source: Kelley Blue Book data



# LUXURY COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q2		YTD		QTR		YTD			
	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022
Corsair/MKC	6,393	7,094	11.0%	13,507	14,038	3.9%	4.0%	5.8%	4.6%	6.2%
Discovery Sport	1,509	1,124	-25.5%	3,944	3,022	-23.4%	0.9%	0.9%	1.3%	1.3%
Envision	15,526	6,783	-56.3%	26,002	10,901	-58.1%	9.7%	5.5%	8.9%	4.8%
Evoque	1,767	1,275	-27.8%	4,247	3,143	-26.0%	1.1%	1.0%	1.4%	1.4%
F-Pace	3,119	1,089	-65.1%	5,458	2,098	-61.6%	1.9%	0.9%	1.9%	0.9%
GLB	10,360	7,976	-23.0%	17,441	11,500	-34.1%	6.5%	6.5%	5.9%	5.1%
GLK/GLC	14,580	19,149	31.3%	30,149	36,059	19.6%	9.1%	15.7%	10.3%	16.0%
Macan	5,098	5,910	15.9%	11,489	10,682	-7.0%	3.2%	4.8%	3.9%	4.7%
NX	17,604	9,506	-46.0%	32,066	19,615	-38.8%	11.0%	7.8%	10.9%	8.7%
Q4		-20			-20			0.0%		0.0%
Q5	18,835	15,621	-17.1%	33,566	25,989	-22.6%	11.8%	12.8%	11.4%	11.6%
QX50	7,324	2,112	-71.2%	13,749	5,562	-59.5%	4.6%	1.7%	4.7%	2.5%
RDX	16,078	6,361	-60.4%	27,690	14,239	-48.6%	10.0%	5.2%	9.4%	6.3%
Stelvio	2,756	1,904	-30.9%	5,313	4,049	-23.8%	1.7%	1.6%	1.8%	1.8%
X3	21,285	18,710	-12.1%	36,273	32,651	-10.0%	13.3%	15.3%	12.3%	14.5%
X4	2,669	2,686	0.6%	4,351	4,972	14.3%	1.7%	2.2%	1.5%	2.2%
XC60	12,702	9,514	-25.1%	20,592	17,332	-15.8%	7.9%	7.8%	7.0%	7.7%
XT4	2,512	5,432	116.2%	7,966	9,133	14.6%	1.6%	4.4%	2.7%	4.1%
<b>SEGMENT TOTAL</b>	<b>160,117</b>	<b>122,226</b>	<b>-23.7%</b>	<b>293,803</b>	<b>224,965</b>	<b>-23.4%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

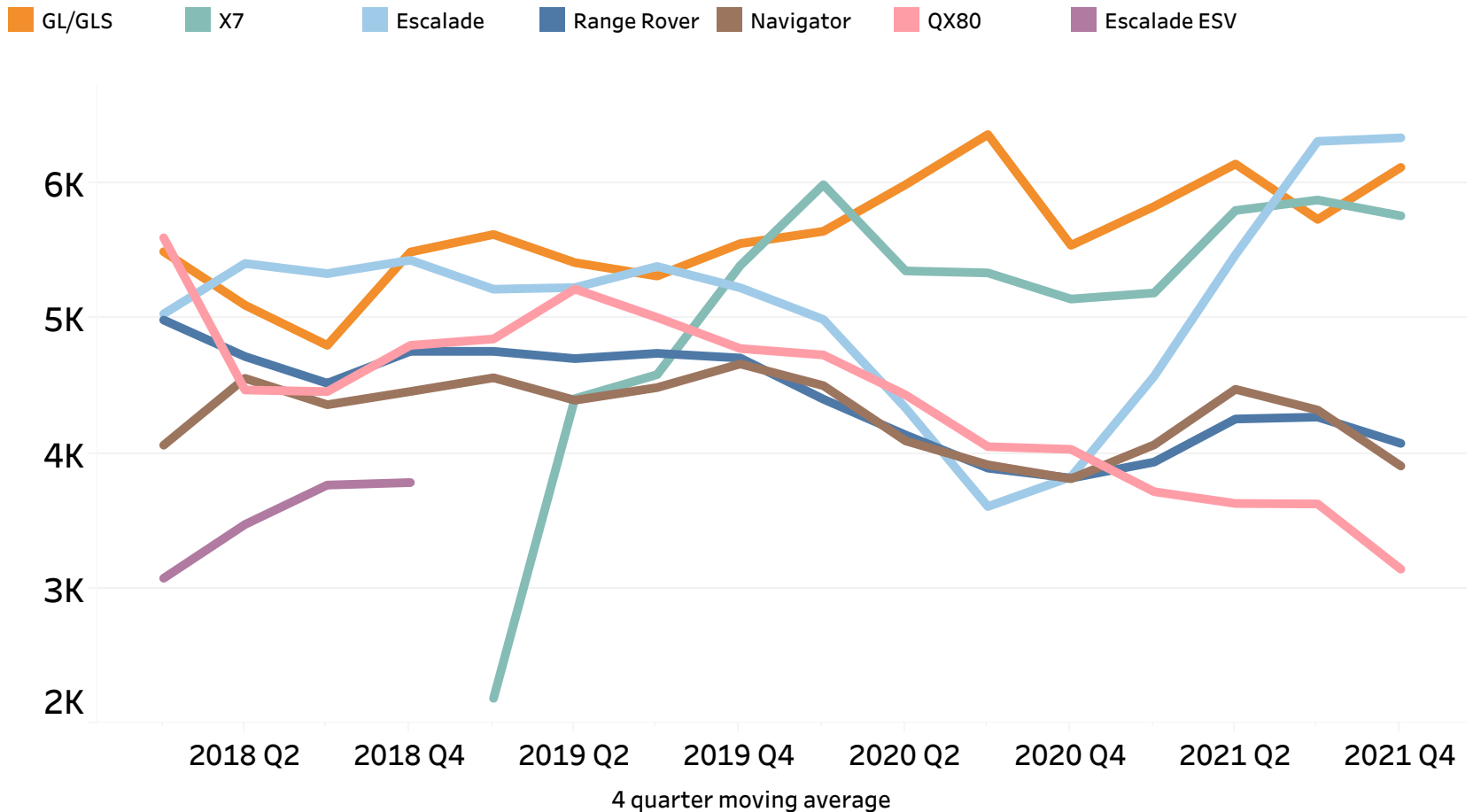
## LUXURY COMPACT SUV/CROSSOVER VOLUME TREND



# LUXURY FULL-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q2			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Escalade	6,809	5,403	-20.6%	13,026	11,827	-9.2%	17.6%	15.5%	16.8%	17.6%
Escalade ESV	4,065	3,818	-6.1%	7,690	7,899	2.7%	10.5%	11.0%	9.9%	11.8%
GL/GLS	6,509	6,191	-4.9%	14,042	12,394	-11.7%	16.8%	17.8%	18.1%	18.5%
Grand Wagoneer		3,932			7,101			11.3%		10.6%
Land Cruiser	1,654	11	-99.3%	3,550	39	-98.9%	4.3%	0.0%	4.6%	0.1%
LX	949	1,239	30.6%	2,289	1,797	-21.5%	2.5%	3.6%	3.0%	2.7%
Navigator	4,396	3,902	-11.2%	9,228	6,050	-34.4%	11.4%	11.2%	11.9%	9.0%
QX80	3,289	1,803	-45.2%	7,631	2,867	-62.4%	8.5%	5.2%	9.9%	4.3%
Range Rover	4,450	769	-82.7%	8,694	3,007	-65.4%	11.5%	2.2%	11.2%	4.5%
X7	6,516	7,706	18.3%	11,279	14,168	25.6%	16.9%	22.2%	14.6%	21.1%
<b>SEGMENT TOTAL</b>	<b>38,637</b>	<b>34,774</b>	<b>-10.0%</b>	<b>77,429</b>	<b>67,149</b>	<b>-13.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

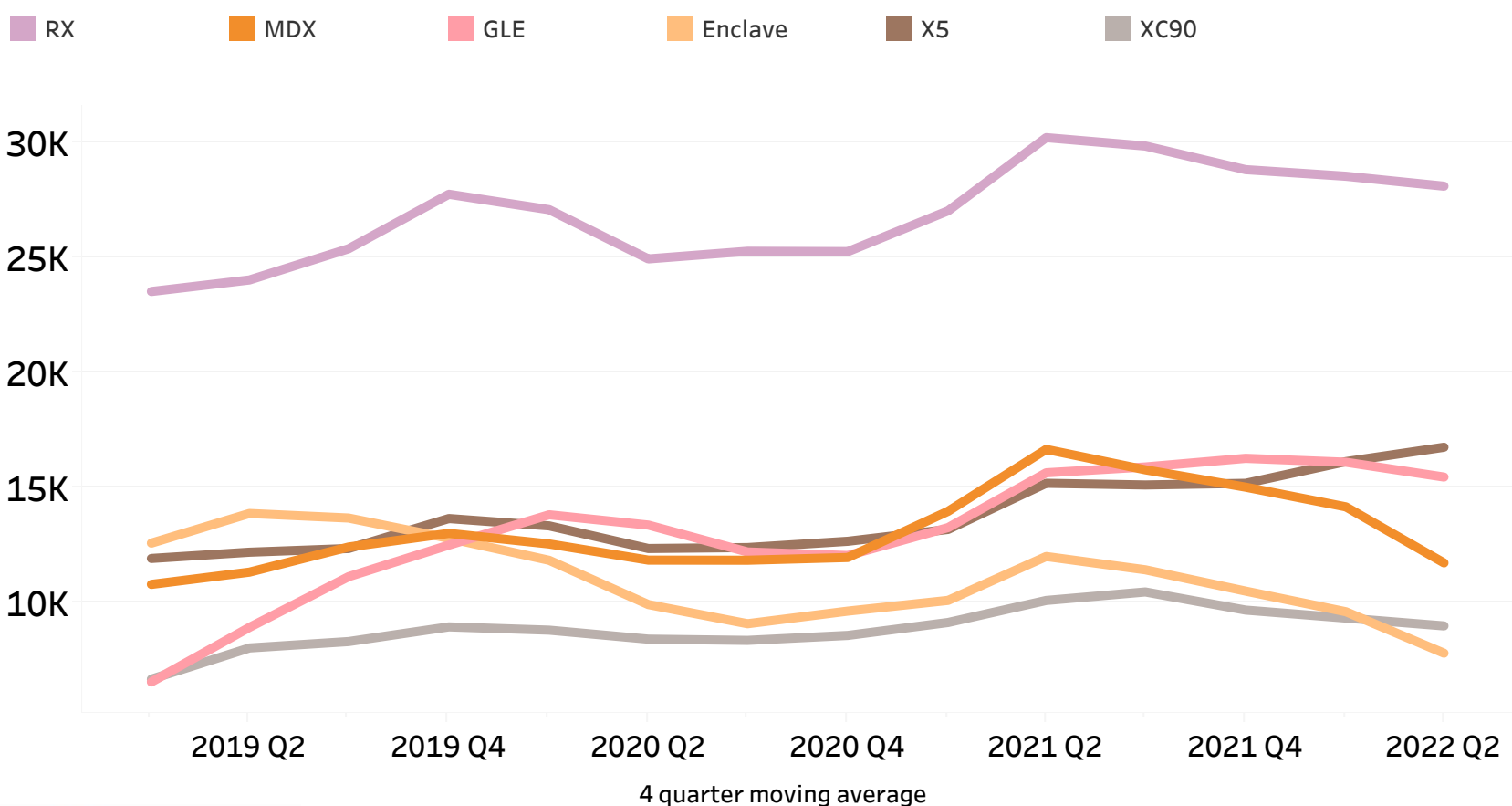
## LUXURY FULL-SIZE SUV/CROSSOVER VOLUME TREND



## LUXURY MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q2		2021	YTD		2021	QTR		YTD	
	2021	2022		2022	2021		2022	2021	2022	
Aviator	5,770	5,983	3.7%	11,856	10,950	-7.6%	2.9%	3.7%	3.2%	3.6%
Cayenne	6,004	5,913	-1.5%	10,234	8,566	-16.3%	3.0%	3.7%	2.8%	2.8%
Defender	4,045	2,960	-26.8%	9,294	6,547	-29.6%	2.0%	1.8%	2.5%	2.1%
Discovery	1,459	363	-75.1%	1,824	677	-62.9%	0.7%	0.2%	0.5%	0.2%
Enclave	15,096	7,885	-47.8%	25,713	14,910	-42.0%	7.6%	4.9%	7.0%	4.9%
G-Class	2,862	473	-83.5%	4,571	2,386	-47.8%	1.4%	0.3%	1.2%	0.8%
GLE	19,037	16,458	-13.5%	35,705	32,448	-9.1%	9.6%	10.3%	9.7%	10.6%
GV70	578	4,199	626.5%	578	8,313	1338.2%	0.3%	2.6%	0.2%	2.7%
GV80	5,646	4,346	-23.0%	10,077	7,605	-24.5%	2.9%	2.7%	2.7%	2.5%
GX	7,729	6,701	-13.3%	15,406	13,956	-9.4%	3.9%	4.2%	4.2%	4.6%
MDX	19,803	10,052	-49.2%	36,791	23,610	-35.8%	10.0%	6.3%	10.0%	7.7%
Nautilus/MKX	6,055	6,766	11.7%	11,427	11,855	3.7%	3.1%	4.2%	3.1%	3.9%
Q7	9,991	5,221	-47.7%	17,705	9,183	-48.1%	5.0%	3.3%	4.8%	3.0%
Q8	5,013	2,782	-44.5%	8,625	4,207	-51.2%	2.5%	1.7%	2.4%	1.4%
QX55	1,242	1,475	18.8%	1,242	2,474	99.2%	0.6%	0.9%	0.3%	0.8%
QX60	991	3,245	227.4%	4,306	5,781	34.3%	0.5%	2.0%	1.2%	1.9%
Range Rover Sport	4,885	2,797	-42.7%	11,375	6,800	-40.2%	2.5%	1.7%	3.1%	2.2%
Range Rover Velar	4,659	1,441	-69.1%	7,116	3,058	-57.0%	2.4%	0.9%	1.9%	1.0%
RX	28,703	26,974	-6.0%	56,644	53,769	-5.1%	14.5%	16.8%	15.4%	17.6%
X5	16,544	19,049	15.1%	29,244	35,526	21.5%	8.4%	11.9%	8.0%	11.6%
X6	2,574	2,631	2.2%	4,612	5,399	17.1%	1.3%	1.6%	1.3%	1.8%
XC90	11,647	10,283	-11.7%	19,982	17,232	-13.8%	5.9%	6.4%	5.4%	5.6%
XT5	10,573	6,641	-37.2%	19,346	11,634	-39.9%	5.3%	4.1%	5.3%	3.8%
XT6	7,151	5,599	-21.7%	13,141	9,379	-28.6%	3.6%	3.5%	3.6%	3.1%
<b>SEGMENT TOTAL</b>	<b>198,057</b>	<b>160,237</b>	<b>-19.1%</b>	<b>366,814</b>	<b>306,265</b>	<b>-16.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

### LUXURY MID-SIZE SUV/CROSSOVER VOLUME TREND

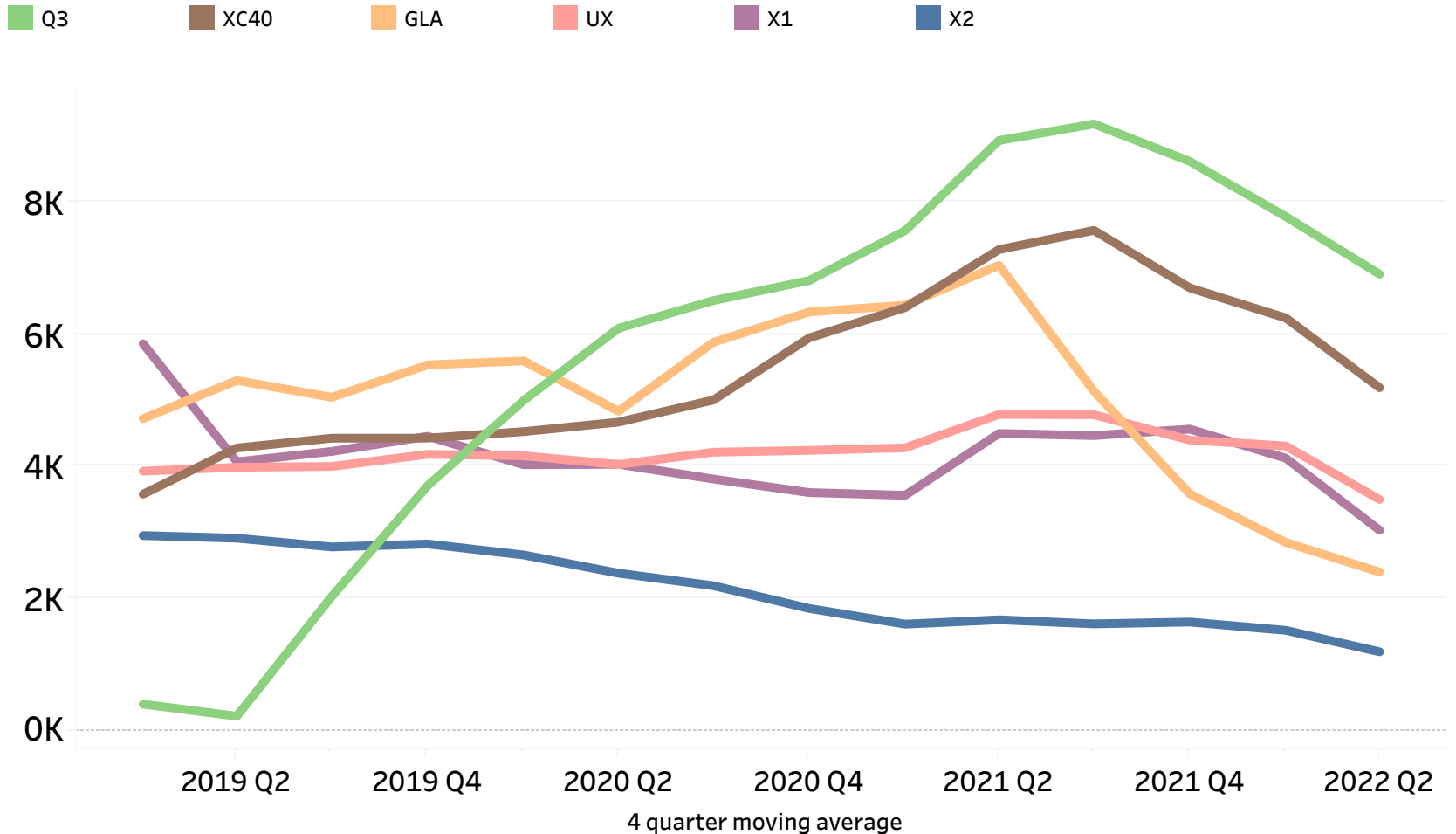




## LUXURY SUBCOMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q2			YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
E-Pace	987	135 -86.3%	1,580	674 -57.3%	2.5%	0.7%	2.3%	1.8%		
GLA	5,241	3,442 -34.3%	10,617	5,886 -44.6%	13.5%	17.7%	15.5%	15.3%		
Q3	9,870	6,378 -35.4%	18,445	11,614 -37.0%	25.5%	32.7%	27.0%	30.3%		
UX	5,531	2,286 -58.7%	9,524	5,929 -37.7%	14.3%	11.7%	13.9%	15.4%		
X1	6,054	1,691 -72.1%	10,022	3,894 -61.1%	15.6%	8.7%	14.6%	10.1%		
X2	2,030	730 -64.0%	3,367	1,565 -53.5%	5.2%	3.7%	4.9%	4.1%		
XC40	9,062	4,834 -46.7%	14,866	8,821 -40.7%	23.4%	24.8%	21.7%	23.0%		
<b>SEGMENT TOTAL</b>	<b>38,775</b>	<b>19,496 -49.7%</b>	<b>68,421</b>	<b>38,383 -43.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

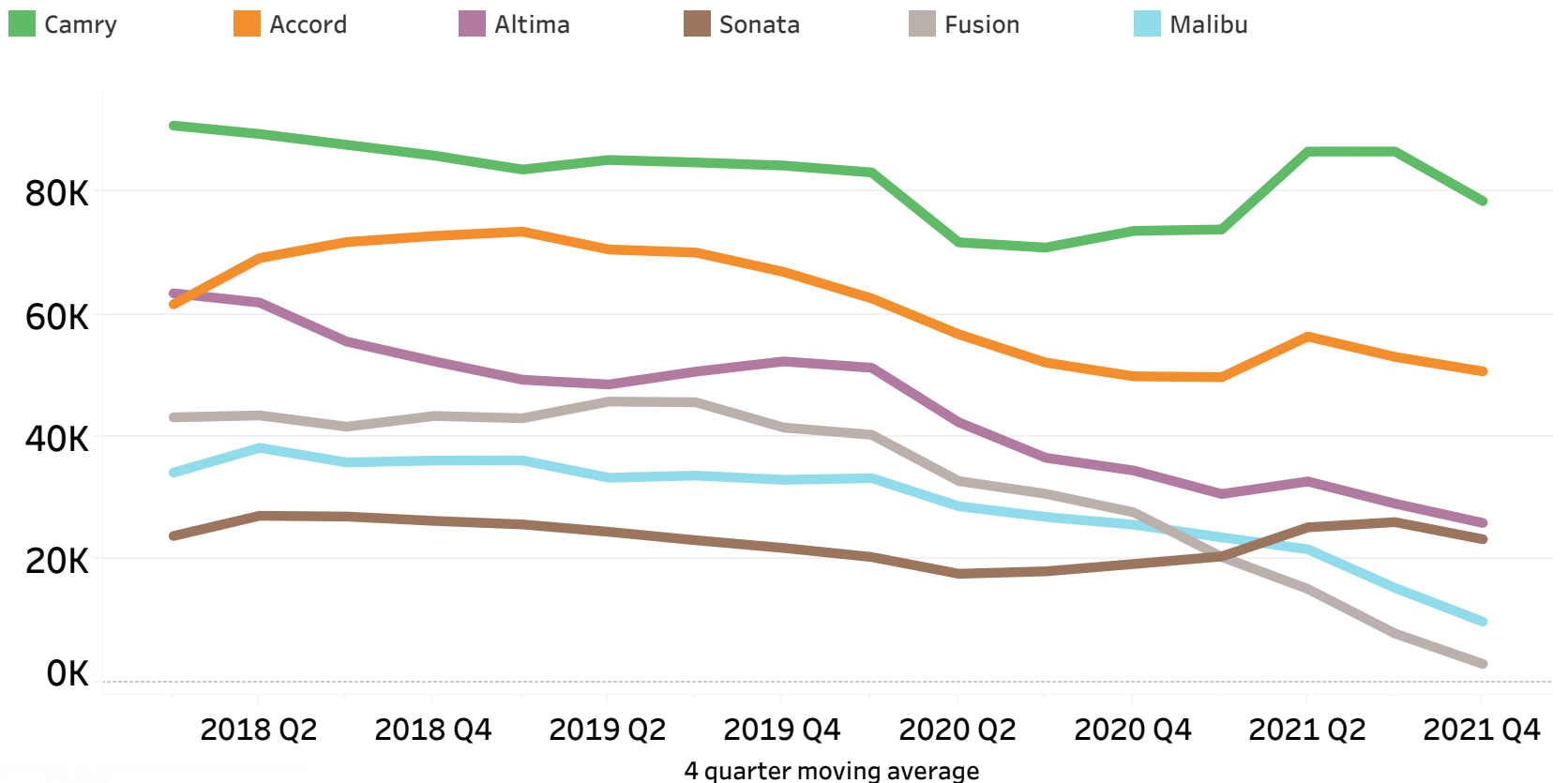
## LUXURY SUBCOMPACT SUV/CROSSOVER VOLUME TREND



# MID-SIZE CAR

	SALES		SALES			Market Share			
	Q2		YTD			QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022	
<b>200</b>	2	0 -100.0%	3	2 -33.3%	0.0%	0.0%	0.0%	0.0%	
<b>Accord</b>	68,116	38,383 -43.7%	114,707	80,422 -29.9%	23.5%	17.3%	21.3%	19.0%	
<b>Altima</b>	29,913	40,315 34.8%	61,930	78,610 26.9%	10.3%	18.2%	11.5%	18.6%	
<b>Camry</b>	99,520	74,420 -25.2%	177,671	135,925 -23.5%	34.4%	33.5%	33.1%	32.1%	
<b>CC</b>	2	0 -100.0%	3	1 -66.7%	0.0%	0.0%	0.0%	0.0%	
<b>Fusion</b>	3,564	-100.0%	11,453	-100.0%	1.2%		2.1%		
<b>K5</b>	30,690	17,489 -43.0%	51,049	35,311 -30.8%	10.6%	7.9%	9.5%	8.3%	
<b>Legacy</b>	6,616	6,815 3.0%	12,921	12,335 -4.5%	2.3%	3.1%	2.4%	2.9%	
<b>Malibu</b>	4,899	32,487 563.1%	31,886	58,169 82.4%	1.7%	14.6%	5.9%	13.7%	
<b>Mazda6</b>	5,741	9 -99.8%	10,026	334 -96.7%	2.0%	0.0%	1.9%	0.1%	
<b>Optima</b>	36	1 -97.2%	71	1 -98.6%	0.0%	0.0%	0.0%	0.0%	
<b>Passat</b>	6,832	63 -99.1%	11,367	2,408 -78.8%	2.4%	0.0%	2.1%	0.6%	
<b>Sonata</b>	33,641	11,851 -64.8%	54,198	19,595 -63.8%	11.6%	5.3%	10.1%	4.6%	
<b>SEGMENT TOTAL</b>	289,572	221,833 -23.4%	537,285	423,113 -21.2%	100.0%	100.0%	100.0%	100.0%	

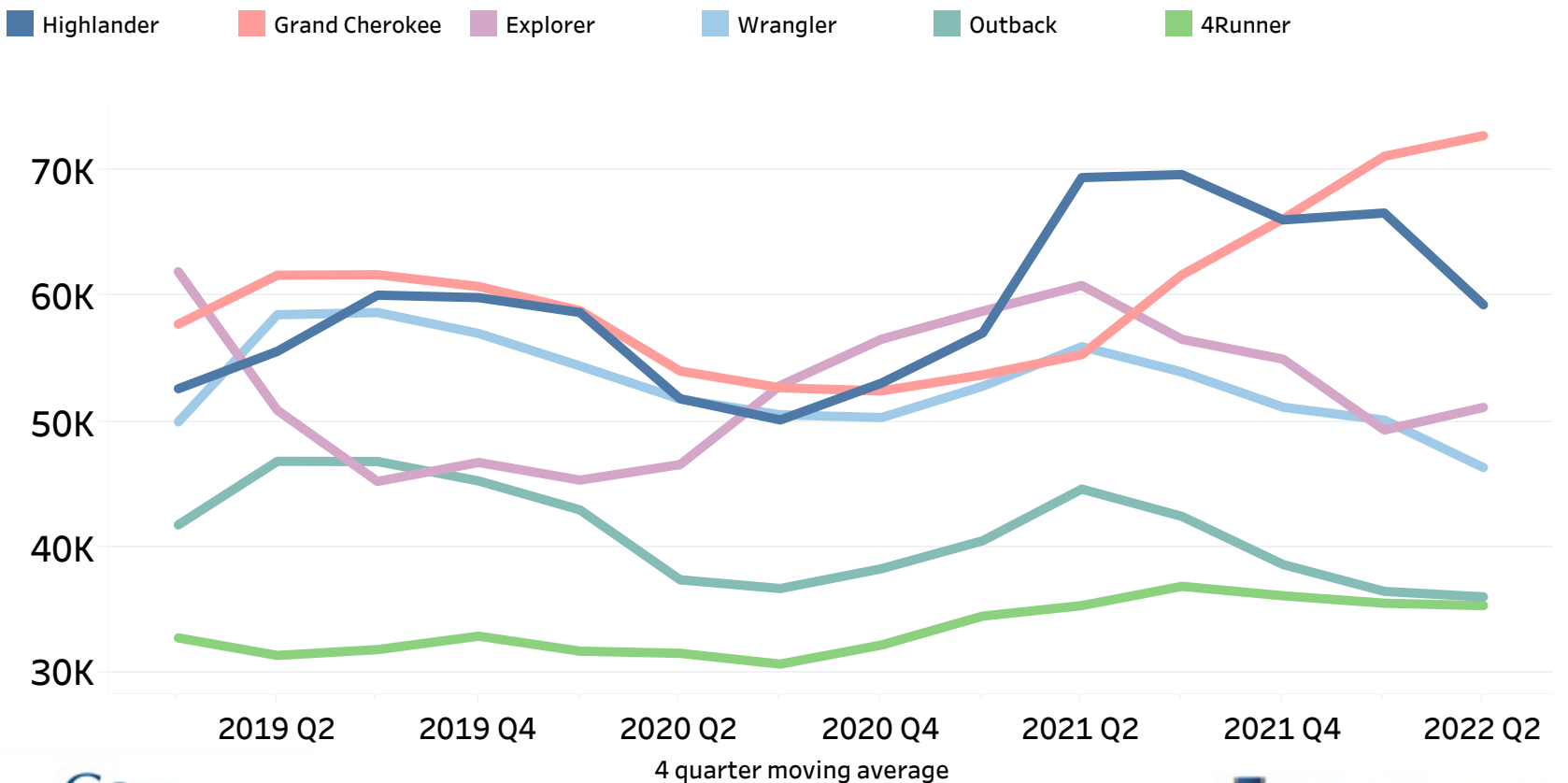
## MID-SIZE CAR VOLUME TREND



# MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q2		%	YTD		%	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
4Runner	32,686	31,922	-2.3%	69,949	66,829	-4.5%	4.4%	5.0%	4.9%	5.3%
Acadia	26,266	15,330	-41.6%	46,222	24,666	-46.6%	3.5%	2.4%	3.3%	2.0%
Ascent	13,900	16,233	16.8%	28,373	30,931	9.0%	1.9%	2.6%	2.0%	2.5%
Atlas	24,851	17,595	-29.2%	44,069	26,641	-39.5%	3.3%	2.8%	3.1%	2.1%
Atlas Cross Sport	14,526	8,083	-44.4%	25,828	13,771	-46.7%	1.9%	1.3%	1.8%	1.1%
Blazer	20,590	14,296	-30.6%	39,855	33,104	-16.9%	2.7%	2.2%	2.8%	2.6%
Bronco	801	31,269	3803.7%	801	54,842	6746.7%	0.1%	4.9%	0.1%	4.4%
CX-9	10,879	5,717	-47.4%	20,265	16,180	-20.2%	1.4%	0.9%	1.4%	1.3%
Durango	17,855	6,090	-65.9%	38,415	20,439	-46.8%	2.4%	1.0%	2.7%	1.6%
Edge	17,205	25,041	45.5%	39,355	51,453	30.7%	2.3%	3.9%	2.8%	4.1%
Explorer	52,997	60,181	13.6%	118,241	102,917	-13.0%	7.1%	9.5%	8.3%	8.2%
Grand Cherokee	52,726	59,252	12.4%	107,924	134,369	24.5%	7.0%	9.3%	7.6%	10.7%
Highlander	80,549	51,377	-36.2%	144,380	117,403	-18.7%	10.7%	8.1%	10.2%	9.4%
Journey	5,885	45	-99.2%	12,765	156	-98.8%	0.8%	0.0%	0.9%	0.0%
Murano	15,496	7,396	-52.3%	27,019	16,799	-37.8%	2.1%	1.2%	1.9%	1.3%
Outback	46,116	44,369	-3.8%	87,619	77,341	-11.7%	6.1%	7.0%	6.2%	6.2%
Outlander	6,954	10,645	53.1%	11,314	24,429	115.9%	0.9%	1.7%	0.8%	1.9%
Palisade	22,294	22,612	1.4%	43,501	43,637	0.3%	3.0%	3.6%	3.1%	3.5%
Passport	15,084	9,628	-36.2%	26,694	20,102	-24.7%	2.0%	1.5%	1.9%	1.6%
Pathfinder	4,647	15,303	229.3%	13,552	24,278	79.1%	0.6%	2.4%	1.0%	1.9%
Pilot	45,109	22,446	-50.2%	76,560	46,435	-39.3%	6.0%	3.5%	5.4%	3.7%
Santa Fe	34,540	32,313	-6.4%	63,110	57,895	-8.3%	4.6%	5.1%	4.5%	4.6%
Sorento	28,589	21,122	-26.1%	48,313	39,045	-19.2%	3.8%	3.3%	3.4%	3.1%
Telluride	23,584	24,817	5.2%	45,438	46,893	3.2%	3.1%	3.9%	3.2%	3.7%
Touareg	4		-100.0%	4		-100.0%	0.0%		0.0%	
Traverse	45,394	20,842	-54.1%	83,431	44,306	-46.9%	6.0%	3.3%	5.9%	3.5%
Venza	22,211	7,830	-64.7%	35,834	18,666	-47.9%	3.0%	1.2%	2.5%	1.5%
Wrangler	69,020	53,946	-21.8%	118,666	99,497	-16.2%	9.2%	8.5%	8.4%	7.9%
SEGMENT TOTAL	750,758	635,700	-15.3%	1,417,497	1,253,024	-11.6%	100.0%	100.0%	100.0%	100.0%

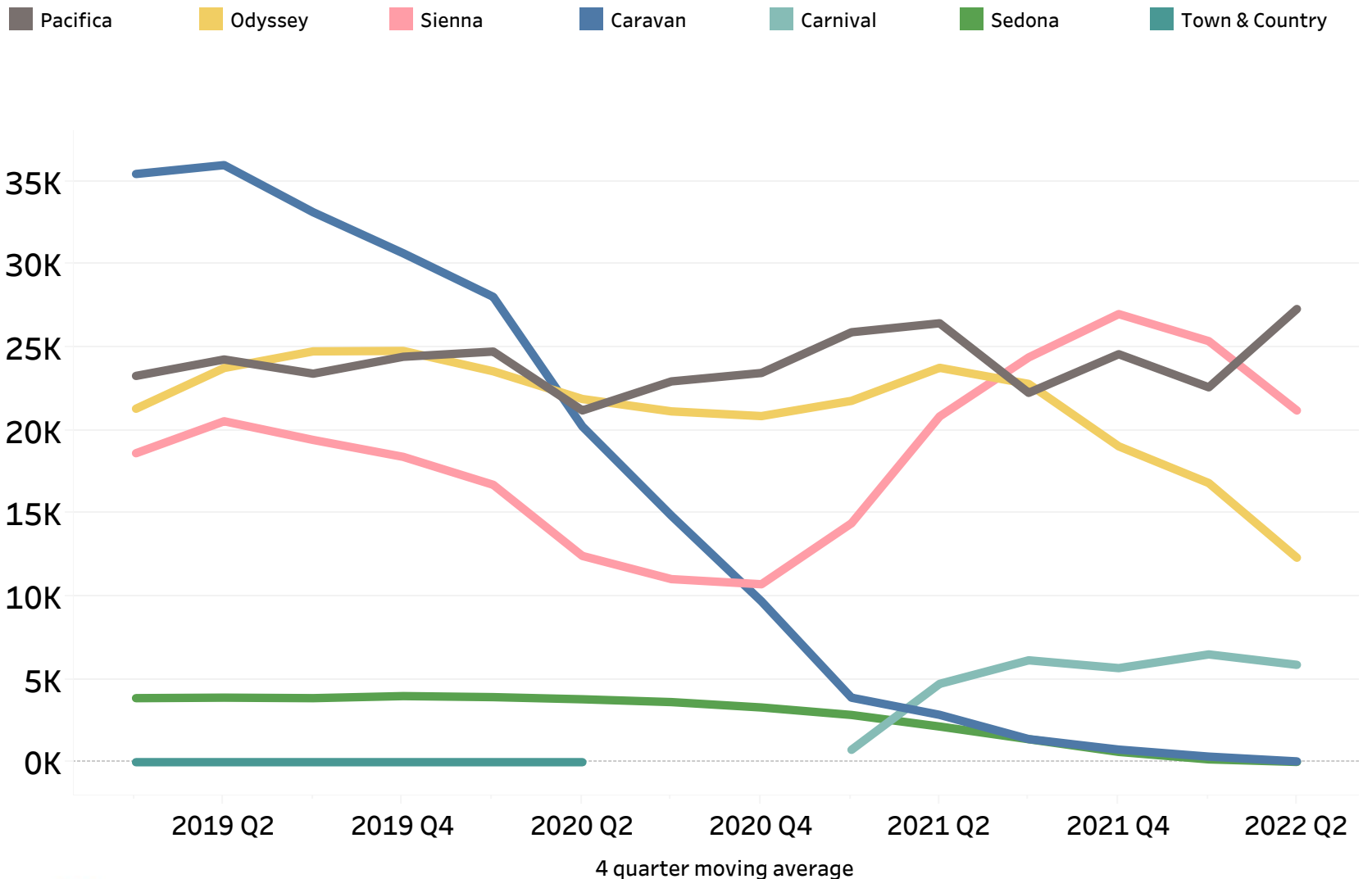
## MID-SIZE SUV/CROSSOVER VOLUME TREND



# MINIVAN

	SALES		SALES		Market Share			
	Q2		YTD		QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022
Caravan	1,158	3 -99.7%	2,867	21 -99.3%	1.4%	0.0%	1.7%	0.0%
Carnival	8,692	6,180 -28.9%	9,439	10,231 8.4%	10.6%	9.9%	5.6%	8.3%
Odyssey	27,490	9,499 -65.4%	47,556	20,709 -56.5%	33.4%	15.3%	28.4%	16.7%
Pacifica	13,229	32,097 142.6%	47,571	58,463 22.9%	16.1%	51.7%	28.4%	47.2%
Sedona	617	7 -98.9%	2,420	7 -99.7%	0.8%	0.0%	1.4%	0.0%
Sienna	31,064	14,348 -53.8%	57,642	34,409 -40.3%	37.8%	23.1%	34.4%	27.8%
<b>SEGMENT TOTAL</b>	<b>82,250</b>	<b>62,134 -24.5%</b>	<b>167,495</b>	<b>123,840 -26.1%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

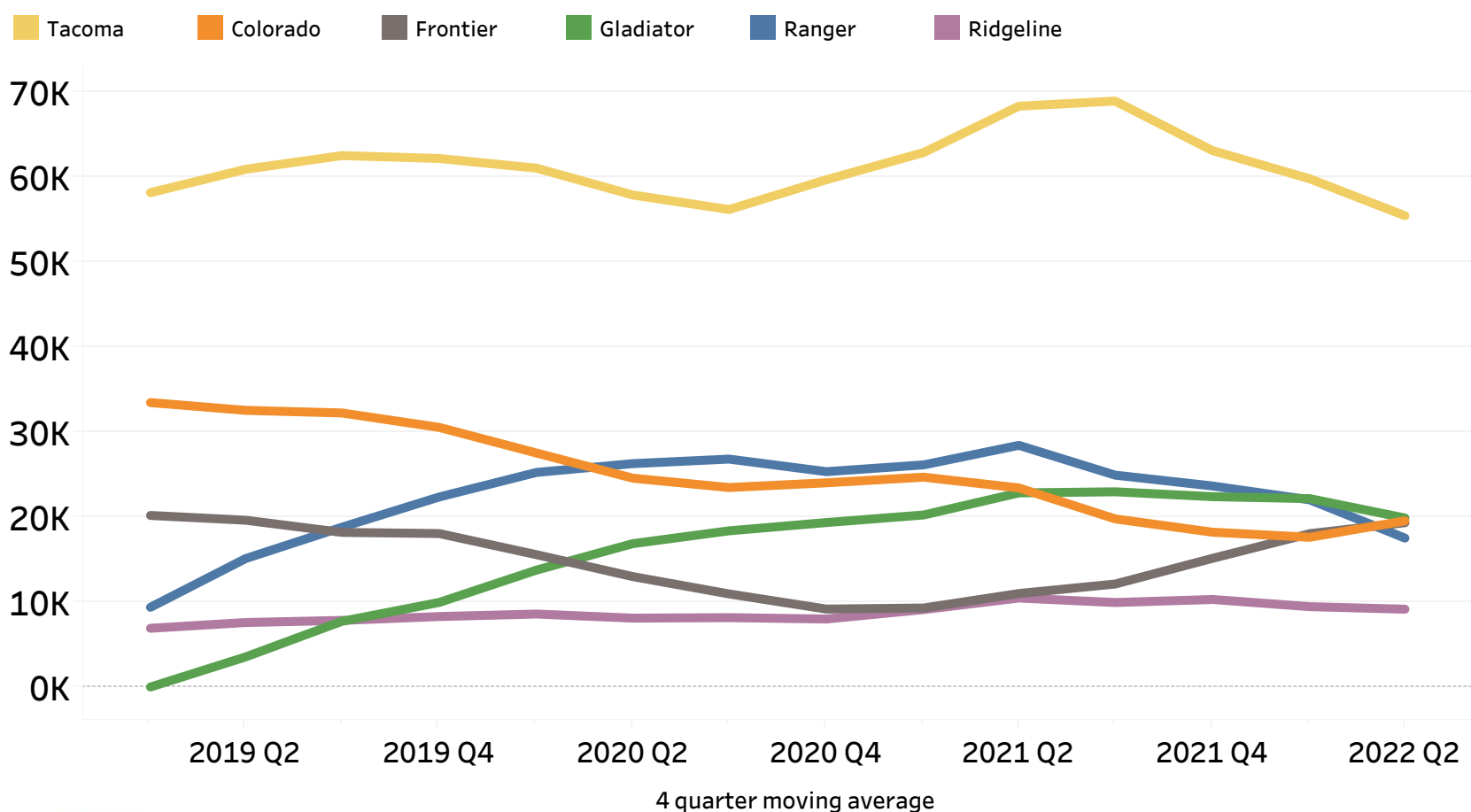
## MINIVAN VOLUME TREND



## SMALL/MID-SIZE PICKUP TRUCK

Model	SALES			SALES			Market Share			
	Q2		YTD			QTR		YTD		
	2021	2022	2021	2022		2021	2022	2021	2022	
Canyon	5,347	7,501 40.3%	12,491	13,661 9.4%		2.90%	4.09%	3.58%	3.81%	
Colorado	14,776	22,497 52.3%	38,859	44,190 13.7%		8.01%	12.28%	11.15%	12.31%	
Frontier	15,612	20,761 33.0%	26,392	43,166 63.6%		8.46%	11.33%	7.57%	12.02%	
Gladiator	29,962	20,845 -30.4%	48,784	38,757 -20.6%		16.24%	11.38%	14.00%	10.80%	
Maverick		19,508		38,753			10.65%		10.79%	
Ranger	34,205	16,201 -52.6%	58,371	33,840 -42.0%		18.53%	8.84%	16.75%	9.43%	
Ridgeline	11,800	10,608 -10.1%	24,370	19,797 -18.8%		6.39%	5.79%	6.99%	5.51%	
Santa Cruz		9,803		18,203			5.35%		5.07%	
Tacoma	72,847	55,466 -23.9%	139,296	108,648 -22.0%		39.47%	30.28%	39.96%	30.26%	
<b>SEGMENT TOTAL</b>	<b>184,549</b>	<b>183,190 -0.7%</b>	<b>348,563</b>	<b>359,015 3.0%</b>		<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	

## SMALL/MID-SIZE PICKUP TRUCK VOLUME TREND

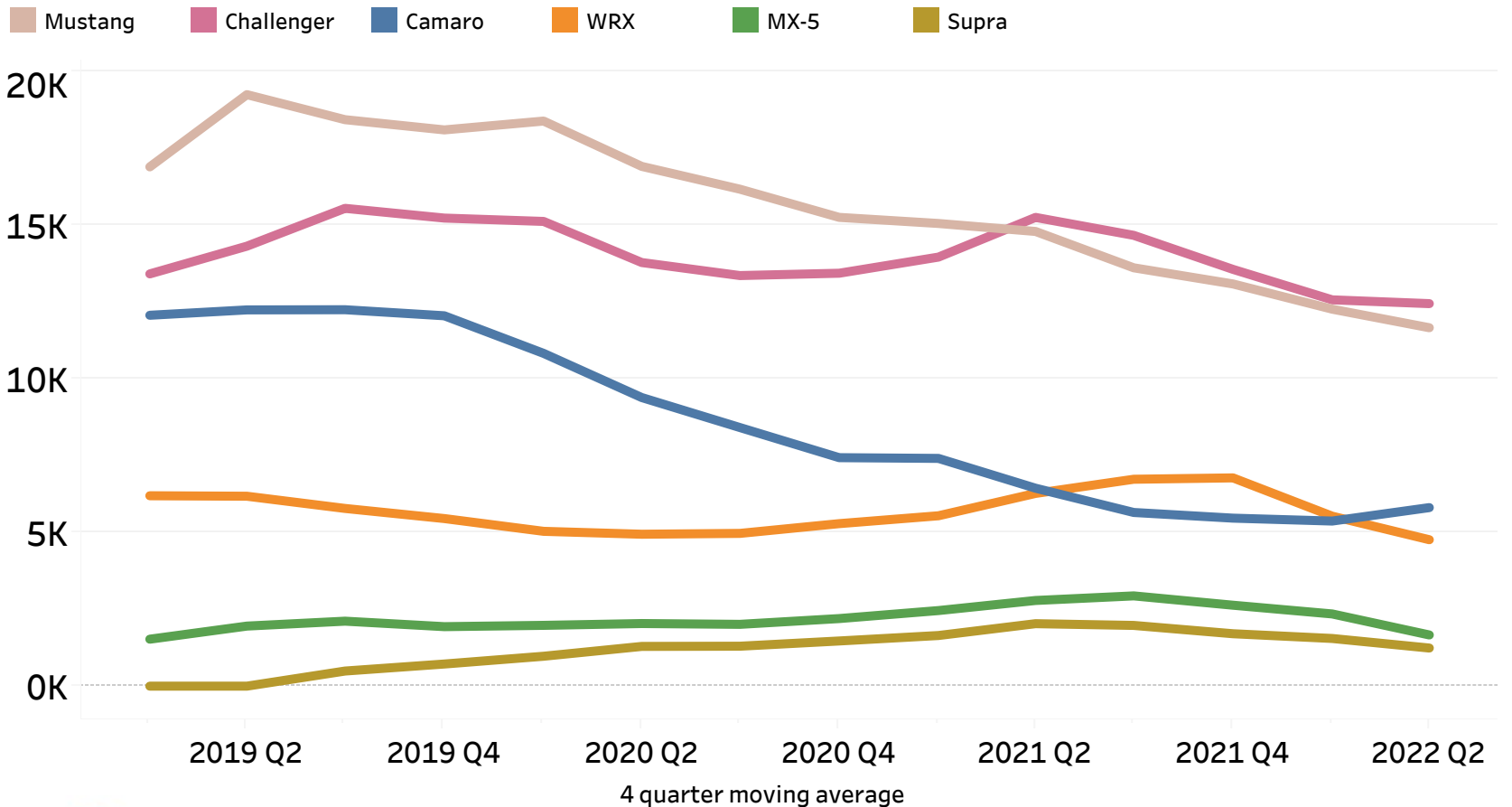




# SPORTS CAR

Model	SALES		SALES			Market Share				
	Q2		YTD			QTR		YTD		
	2021	2022	2021	2022	2021	2022	2021	2022		
4C	43	-100.0%	67	1	-98.5%	0.1%		0.1%	0.0%	
86	270	2,920	981.5%	1,034	6,177	497.4%	0.5%	6.3%	1.0%	7.1%
124 Spider	396	2	-99.5%	873	7	-99.2%	0.8%	0.0%	0.8%	0.0%
370Z	5	0	-100.0%	33	0	-100.0%	0.0%	0.0%	0.0%	0.0%
Boxster	362	465	28.5%	964	841	-12.8%	0.7%	1.0%	0.9%	1.0%
BRZ	138	692	401.4%	721	1,663	130.7%	0.3%	1.5%	0.7%	1.9%
Camaro	2,792	4,545	62.8%	9,881	11,255	13.9%	5.5%	9.8%	9.5%	12.9%
Cayman	544	497	-8.6%	1,448	903	-37.6%	1.1%	1.1%	1.4%	1.0%
Challenger	15,052	14,558	-3.3%	30,148	25,682	-14.8%	29.6%	31.3%	29.0%	29.5%
Integra		1,496			1,496			3.2%		1.7%
Mustang	14,676	12,258	-16.5%	31,950	26,244	-17.9%	28.9%	26.4%	30.7%	30.2%
MX-5	3,934	1,195	-69.6%	6,677	2,800	-58.1%	7.7%	2.6%	6.4%	3.2%
Supra	2,823	1,577	-44.1%	4,548	2,684	-41.0%	5.6%	3.4%	4.4%	3.1%
TT	346	123	-64.5%	612	245	-60.0%	0.7%	0.3%	0.6%	0.3%
WRX	8,706	5,636	-35.3%	14,272	6,212	-56.5%	17.1%	12.1%	13.7%	7.1%
Z4	696	477	-31.5%	891	756	-15.2%	1.4%	1.0%	0.9%	0.9%
<b>SEGMENT TOTAL</b>	<b>50,783</b>	<b>46,441</b>	<b>-8.6%</b>	<b>104,119</b>	<b>86,966</b>	<b>-16.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

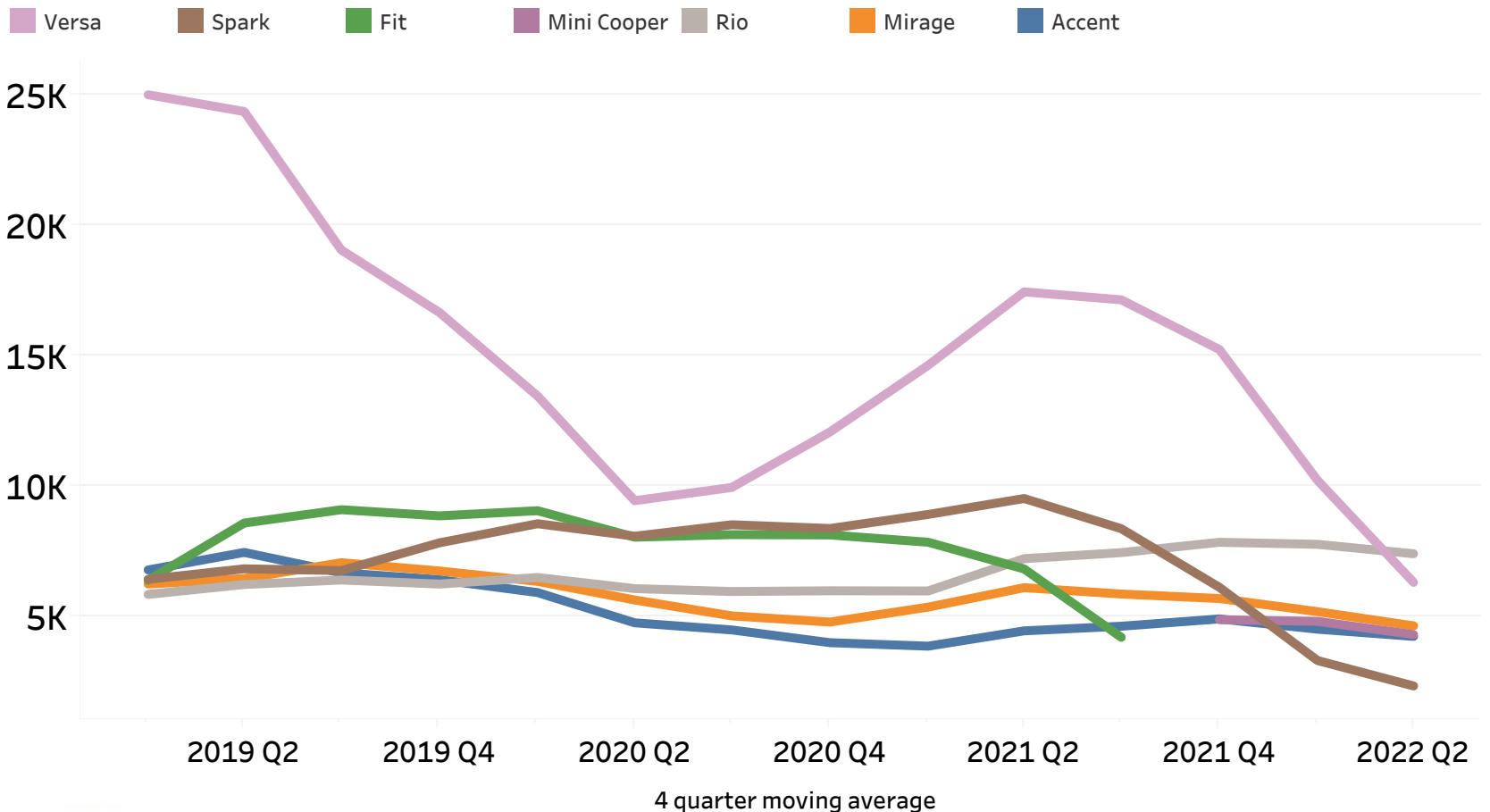
## SPORTS CAR VOLUME TREND



## SUBCOMPACT CAR

Model	SALES		SALES		Market Share			
	Q2		YTD		QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022
500	8	0 -100.0%	12	1 -91.7%	0.0%	0.0%	0.0%	0.0%
Accent	5,832	4,733 -18.8%	10,104	7,430 -26.5%	10.0%	16.3%	8.3%	15.0%
Fit	2,608	-100.0%	8,673	-100.0%	4.5%		7.1%	
Mini Cooper	6,151	4,118 -33.1%	10,274	7,997 -22.2%	10.5%	14.2%	8.4%	16.1%
Mirage	6,790	4,618 -32.0%	13,722	9,535 -30.5%	11.6%	15.9%	11.3%	19.2%
Rio	9,855	8,411 -14.7%	16,673	14,918 -10.5%	16.9%	29.0%	13.7%	30.0%
Sonic	447	4 -99.1%	1,512	6 -99.6%	0.8%	0.0%	1.2%	0.0%
Spark	7,754	3,860 -50.2%	19,259	4,138 -78.5%	13.3%	13.3%	15.8%	8.3%
Versa	18,927	3,296 -82.6%	41,321	5,626 -86.4%	32.4%	11.3%	33.9%	11.3%
Yaris	44	-100.0%	106	-100.0%	0.1%		0.1%	
Yaris iA	26	-100.0%	95	-100.0%	0.0%		0.1%	
<b>SEGMENT TOTAL</b>	<b>58,442</b>	<b>29,040 -50.3%</b>	<b>121,751</b>	<b>49,651 -59.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

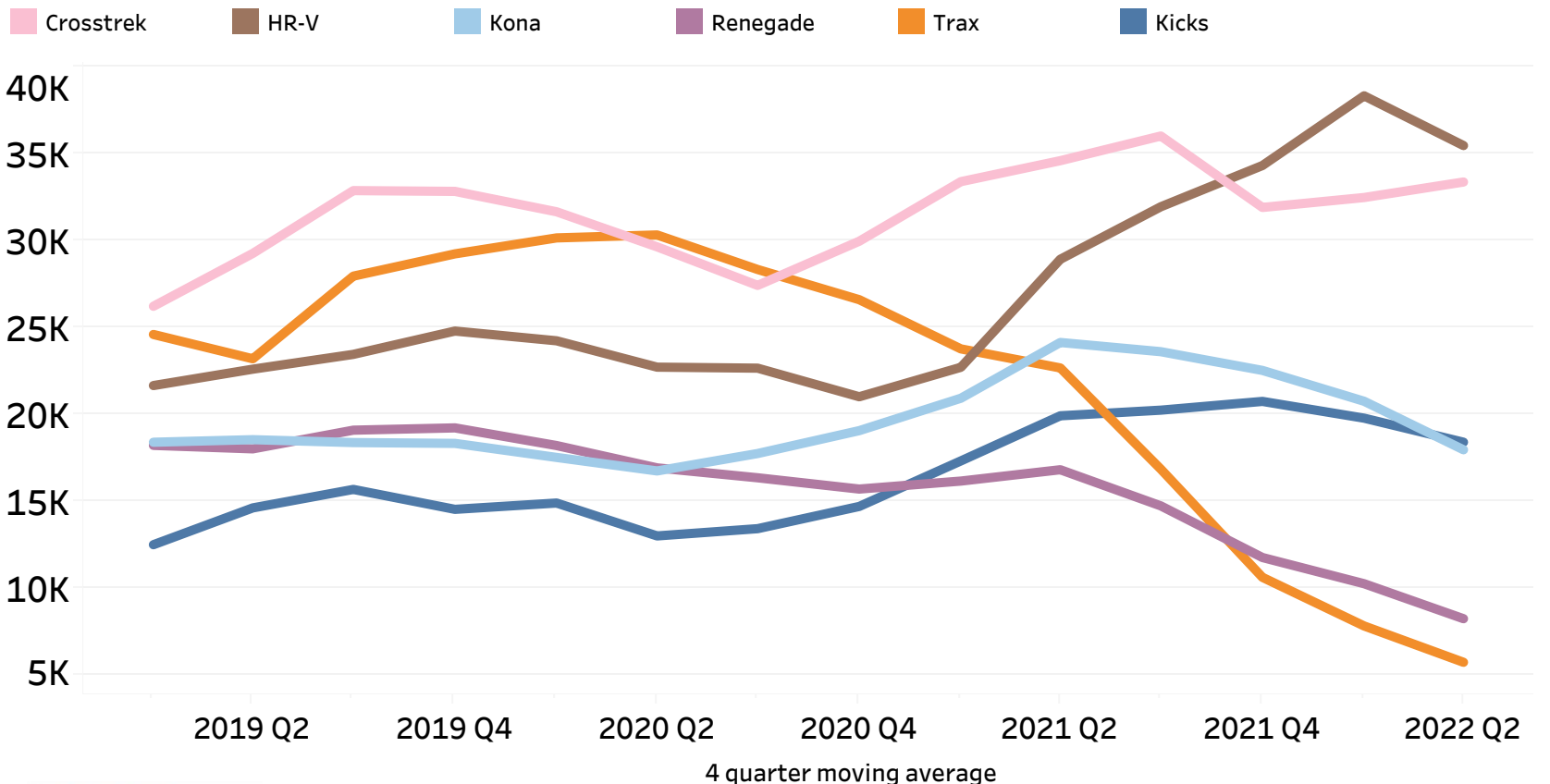
### SUBCOMPACT CAR VOLUME TREND



# SUBCOMPACT SUV/CROSSOVER

Model	SALES		SALES			Market Share			
	Q2		YTD			QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022	
500X	403	245 -39.2%	668	578 -13.5%	0.1%	0.1%	0.1%	0.1%	
Bronco Sport	37,158	29,460 -20.7%	60,514	58,549 -3.2%	10.9%	12.4%	9.6%	12.3%	
C-HR	14,042	4,825 -65.6%	24,443	9,080 -62.9%	4.1%	2.0%	3.9%	1.9%	
Countryman	3,189	1,013 -68.2%	5,351	4,010 -25.1%	0.9%	0.4%	0.8%	0.8%	
Crosstrek	29,027	32,587 12.3%	64,214	70,050 9.1%	8.5%	13.7%	10.1%	14.7%	
CX-3	2,527	-100.0%	4,040	-100.0%	0.7%		0.6%		
CX-30	19,315	12,233 -36.7%	33,904	21,727 -35.9%	5.7%	5.1%	5.4%	4.6%	
CX-50		4,731		4,787		2.0%		1.0%	
EcoSport	13,426	9,498 -29.3%	26,304	17,924 -31.9%	4.0%	4.0%	4.2%	3.8%	
Encore	9,026	5,124 -43.2%	15,255	7,744 -49.2%	2.7%	2.2%	2.4%	1.6%	
Encore GX	26,244	9,089 -65.4%	44,679	14,471 -67.6%	7.7%	3.8%	7.1%	3.0%	
HR-V	42,266	30,848 -27.0%	68,441	73,016 6.7%	12.4%	13.0%	10.8%	15.4%	
Kicks	19,541	14,023 -28.2%	43,962	34,600 -21.3%	5.8%	5.9%	6.9%	7.3%	
Kona	28,386	17,251 -39.2%	50,996	32,787 -35.7%	8.4%	7.3%	8.0%	6.9%	
Outlander Sport	8,627	4,889 -43.3%	23,983	8,596 -64.2%	2.5%	2.1%	3.8%	1.8%	
Renegade	15,297	7,263 -52.5%	31,294	17,253 -44.9%	4.5%	3.1%	4.9%	3.6%	
Seltos	15,399	8,647 -43.8%	32,185	19,766 -38.6%	4.5%	3.6%	5.1%	4.2%	
Taos	4,939	14,281 189.1%	4,939	27,955 466.0%	1.5%	6.0%	0.8%	5.9%	
Trailblazer	23,343	15,938 -31.7%	48,367	24,544 -49.3%	6.9%	6.7%	7.6%	5.2%	
Trax	18,092	9,752 -46.1%	35,047	15,553 -55.6%	5.3%	4.1%	5.5%	3.3%	
Venue	9,266	6,102 -34.1%	15,050	12,651 -15.9%	2.7%	2.6%	2.4%	2.7%	
<b>SEGMENT TOTAL</b>	<b>339,513</b>	<b>237,799 -30.0%</b>	<b>633,636</b>	<b>475,641 -24.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	

## SUBCOMPACT SUV/CROSSOVER VOLUME TREND



# VAN

Model	SALES		SALES		Market Share			
	Q2		YTD		QTR		YTD	
	2021	2022	2021	2022	2021	2022	2021	2022
E-Series	6,762	5,336 -21.1%	17,335	12,537 -27.7%	6.5%	5.6%	8.3%	7.6%
Express	12,552	12,687 1.1%	29,429	21,547 -26.8%	12.0%	13.2%	14.2%	13.1%
Metris	402	789 96.3%	868	1,337 54.0%	0.4%	0.8%	0.4%	0.8%
NV	5,298	1 -100.0%	9,372	3 -100.0%	5.1%	0.0%	4.5%	0.0%
NV200	7,033	-100.0%	12,572	134 -98.9%	6.7%		6.0%	0.1%
ProMaster	18,129	15,961 -12.0%	29,009	25,289 -12.8%	17.4%	16.6%	13.9%	15.4%
ProMaster City	5,389	4,044 -25.0%	8,593	5,753 -33.1%	5.2%	4.2%	4.1%	3.5%
Savana	5,444	6,803 25.0%	11,291	9,788 -13.3%	5.2%	7.1%	5.4%	6.0%
Sprinter	9,651	18,941 96.3%	20,844	32,081 53.9%	9.3%	19.7%	10.0%	19.5%
Transit	24,262	24,617 1.5%	51,713	41,828 -19.1%	23.3%	25.7%	24.9%	25.4%
Transit Connect	9,317	6,750 -27.6%	16,940	14,107 -16.7%	8.9%	7.0%	8.1%	8.6%
<b>SEGMENT TOTAL</b>	<b>104,239</b>	<b>95,929 -8.0%</b>	<b>207,966</b>	<b>164,404 -20.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## VAN VOLUME TREND

