



Kelley Blue Book  
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# QUARTERLY LIGHT-VEHICLE SALES REPORT — Q3 2022 —

## New-Car Sales

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

# BRAND SUMMARY

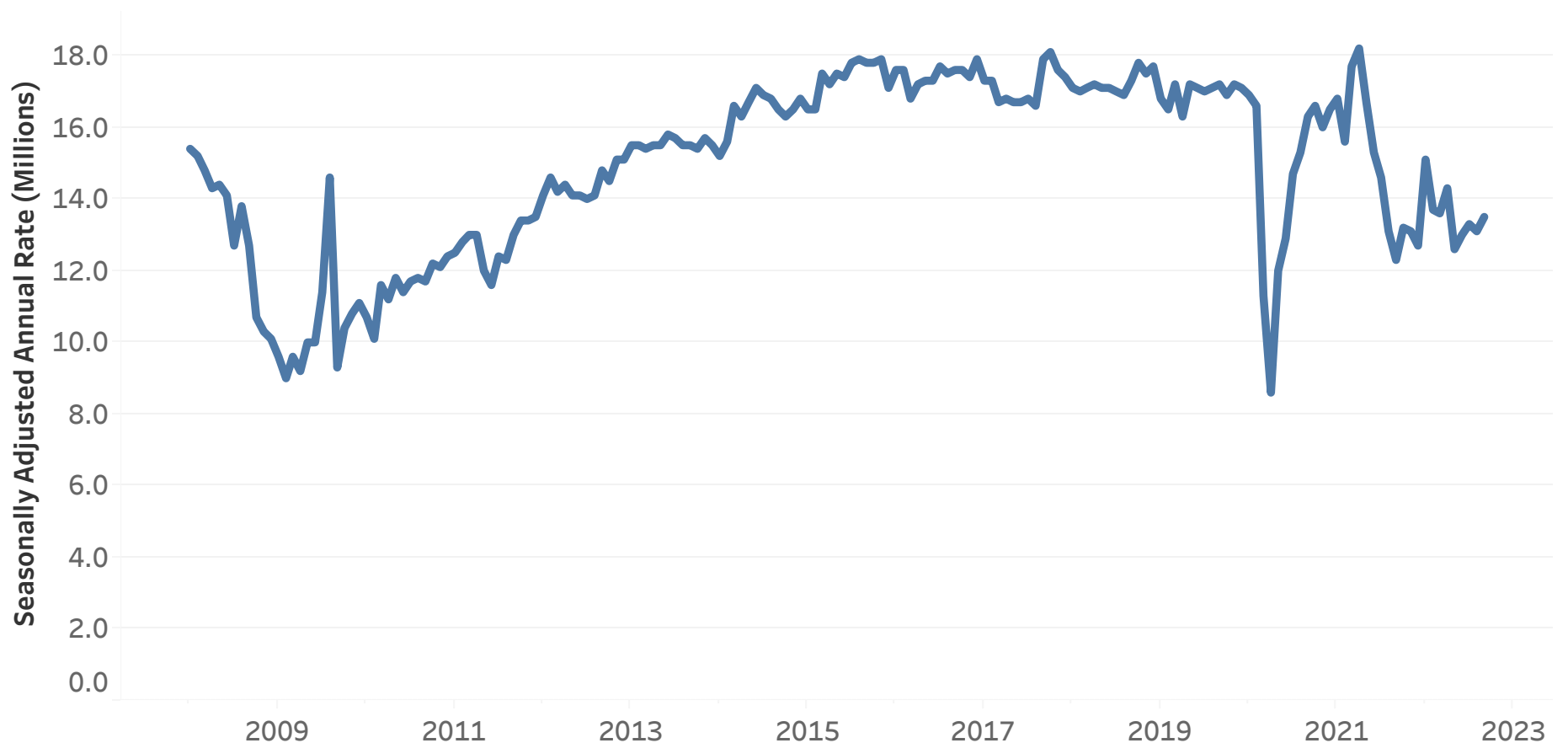
	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Acura	38,555	21,792	-43.5%	126,939	74,652	-41.2%	1.13%	0.64%	1.08%	0.73%
Alfa Romeo	4,529	3,440	-24.0%	14,193	9,814	-30.9%	0.13%	0.10%	0.12%	0.10%
Audi	41,019	49,267	20.1%	162,854	132,821	-18.4%	1.20%	1.44%	1.38%	1.29%
BMW	75,619	78,031	3.2%	243,613	230,650	-5.3%	2.21%	2.28%	2.07%	2.24%
Buick	39,299	28,523	-27.4%	151,010	76,598	-49.3%	1.15%	0.83%	1.28%	0.75%
Cadillac	22,519	33,672	49.5%	95,925	95,591	-0.3%	0.66%	0.98%	0.82%	0.93%
Chevrolet	284,045	369,269	30.0%	1,137,766	1,093,398	-3.9%	8.32%	10.80%	9.67%	10.64%
Chrysler	15,502	21,614	39.4%	74,139	87,661	18.2%	0.45%	0.63%	0.63%	0.85%
Dodge	49,059	59,756	21.8%	175,361	144,517	-17.6%	1.44%	1.75%	1.49%	1.41%
Fiat	401	208	-48.1%	2,107	797	-62.2%	0.01%	0.01%	0.02%	0.01%
Ford	380,606	441,397	16.0%	1,321,653	1,308,236	-1.0%	11.15%	12.91%	11.24%	12.73%
Genesis	15,022	15,212	1.3%	34,320	40,880	19.1%	0.44%	0.44%	0.29%	0.40%
GMC	97,254	120,512	23.9%	381,518	374,004	-2.0%	2.85%	3.53%	3.24%	3.64%
Honda	307,359	200,258	-34.8%	1,052,485	653,605	-37.9%	9.00%	5.86%	8.95%	6.36%
Hyundai	178,500	184,431	3.3%	585,635	528,298	-9.8%	5.23%	5.39%	4.98%	5.14%
Infiniti	10,666	11,241	5.4%	47,603	33,046	-30.6%	0.31%	0.33%	0.40%	0.32%
Jaguar	2,653	2,746	3.5%	12,374	7,230	-41.6%	0.08%	0.08%	0.11%	0.07%
Jeep	196,686	161,351	-18.0%	604,670	541,297	-10.5%	5.76%	4.72%	5.14%	5.27%
Kia	177,014	184,808	4.4%	555,525	518,148	-6.7%	5.18%	5.41%	4.72%	5.04%
Land Rover	16,411	13,256	-19.2%	62,905	39,510	-37.2%	0.48%	0.39%	0.53%	0.38%
Lexus	81,093	67,524	-16.7%	238,806	198,612	-16.8%	2.37%	1.98%	2.03%	1.93%
Lincoln	17,038	20,027	17.5%	65,962	62,920	-4.6%	0.50%	0.59%	0.56%	0.61%
Lucid		654			1,596			0.02%		0.02%
Mazda	84,046	72,589	-13.6%	273,213	215,392	-21.2%	2.46%	2.12%	2.32%	2.10%
Mercedes-Benz	71,185	87,682	23.2%	253,543	262,456	3.5%	2.08%	2.56%	2.16%	2.55%
Mini	6,445	7,178	11.4%	22,070	19,185	-13.1%	0.19%	0.21%	0.19%	0.19%
Mitsubishi	23,799	16,782	-29.5%	77,176	65,054	-15.7%	0.70%	0.49%	0.66%	0.63%
Nissan	188,289	142,845	-24.1%	735,053	505,292	-31.3%	5.51%	4.18%	6.25%	4.92%
Polestar	825	2,901	251.6%	1,091	6,638	508.4%	0.02%	0.08%	0.01%	0.06%
Porsche	15,289	16,581	8.5%	51,615	49,110	-4.9%	0.45%	0.49%	0.44%	0.48%
Ram	144,740	139,296	-3.8%	495,410	415,321	-16.2%	4.24%	4.07%	4.21%	4.04%
Rivian		6,584			12,278		0.00%	0.19%	0.00%	0.12%
Subaru	141,552	137,320	-3.0%	462,802	401,115	-13.3%	4.15%	4.02%	3.93%	3.90%
Tesla	91,693	131,024	42.9%	237,223	390,814	64.7%	2.69%	3.83%	2.02%	3.80%
Toyota	484,912	458,496	-5.4%	1,619,078	1,373,105	-15.2%	14.20%	13.41%	13.77%	13.36%
Volkswagen	79,321	88,820	12.0%	290,694	232,099	-20.2%	2.32%	2.60%	2.47%	2.26%
Volvo	31,611	21,631	-31.6%	95,365	72,216	-24.3%	0.93%	0.63%	0.81%	0.70%
<b>Grand Total</b>	<b>3,414,556</b>	<b>3,418,718</b>	<b>0.1%</b>	<b>11,761,696</b>	<b>10,274,102</b>	<b>-12.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>



# MANUFACTURER SUMMARY

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>BMW</b>	82,064	85,209	3.8%	265,683	249,835	-6.0%	2.40%	2.49%	2.26%	2.43%
<b>Daimler</b>	71,185	87,682	23.2%	253,543	262,456	3.5%	2.08%	2.56%	2.16%	2.55%
<b>Ford Motor Company</b>	397,644	461,424	16.0%	1,387,615	1,371,156	-1.2%	11.65%	13.50%	11.80%	13.35%
<b>Geely Auto Group</b>	32,436	24,532	-24.4%	96,456	78,854	-18.2%	0.95%	0.72%	0.82%	0.77%
<b>General Motors</b>	443,117	551,976	24.6%	1,766,219	1,639,737	-7.2%	12.98%	16.15%	15.02%	15.96%
<b>Honda Motor Company</b>	345,914	222,050	-35.8%	1,179,424	728,257	-38.3%	10.13%	6.50%	10.03%	7.09%
<b>Hyundai Motor Group</b>	370,536	384,451	3.8%	1,175,480	1,087,326	-7.5%	10.85%	11.25%	9.99%	10.58%
<b>Lucid Motors</b>		654			1,596			0.02%		0.02%
<b>Mazda Motor Corporation</b>	84,046	72,589	-13.6%	273,213	215,392	-21.2%	2.46%	2.12%	2.32%	2.10%
<b>Renault-Nissan-Mitsubishi Alliance</b>	222,754	170,868	-23.3%	859,832	603,392	-29.8%	6.52%	5.00%	7.31%	5.87%
<b>Rivian</b>		6,584			12,278		0.00%	0.19%	0.00%	0.12%
<b>Stellantis</b>	410,917	385,665	-6.1%	1,365,880	1,199,407	-12.2%	12.03%	11.28%	11.61%	11.67%
<b>Subaru Corporation</b>	141,552	137,320	-3.0%	462,802	401,115	-13.3%	4.15%	4.02%	3.93%	3.90%
<b>Tata Motors</b>	19,064	16,002	-16.1%	75,279	46,740	-37.9%	0.56%	0.47%	0.64%	0.45%
<b>Tesla Motors</b>	91,693	131,024	42.9%	237,223	390,814	64.7%	2.69%	3.83%	2.02%	3.80%
<b>Toyota Motor Corporation</b>	566,005	526,020	-7.1%	1,857,884	1,571,717	-15.4%	16.58%	15.39%	15.80%	15.30%
<b>Volkswagen Group</b>	135,629	154,668	14.0%	505,163	414,030	-18.0%	3.97%	4.52%	4.29%	4.03%
<b>INDUSTRY TOTAL</b>	3,414,556	3,418,718	0.1%	11,761,696	10,274,102	-12.6%	100.00%	100.00%	100.00%	100.00%

## MONTHLY INDUSTRY VOLUME (SAAR)



## SEGMENT SUMMARY

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Compact Car	268,487	208,564	-22.3%	921,197	627,868	-31.8%	7.86%	6.10%	7.83%	6.11%
Compact SUV/Crossover	487,005	524,096	7.6%	1,837,686	1,569,175	-14.6%	14.26%	15.33%	15.62%	15.27%
Electric Vehicle	114,768	193,870	68.9%	321,546	548,854	70.7%	3.36%	5.67%	2.73%	5.34%
Entry-level Luxury Car	83,720	72,921	-12.9%	287,144	224,494	-21.8%	2.45%	2.13%	2.44%	2.19%
Full-size Car	37,245	35,933	-3.5%	120,921	99,191	-18.0%	1.09%	1.05%	1.03%	0.97%
Full-size Pickup Truck	494,277	482,678	-2.3%	1,655,840	1,460,988	-11.8%	14.48%	14.12%	14.08%	14.22%
Full-size SUV/Crossover	73,577	100,228	36.2%	258,094	250,102	-3.1%	2.15%	2.93%	2.19%	2.43%
High Performance Car	13,656	12,146	-11.1%	39,549	38,571	-2.5%	0.40%	0.36%	0.34%	0.38%
High-end Luxury Car	14,713	7,985	-45.7%	30,603	27,490	-10.2%	0.43%	0.23%	0.26%	0.27%
Hybrid/Alternative Energy Car	31,524	9,866	-68.7%	106,935	59,007	-44.8%	0.92%	0.29%	0.91%	0.57%
Luxury Car	9,546	10,942	14.6%	51,361	36,455	-29.0%	0.28%	0.32%	0.44%	0.35%
Luxury Compact SUV/Crossover	126,197	124,397	-1.4%	420,000	349,362	-16.8%	3.70%	3.64%	3.57%	3.40%
Luxury Full-size SUV/Crossover	28,035	32,971	17.6%	105,464	100,120	-5.1%	0.82%	0.96%	0.90%	0.97%
Luxury Mid-size SUV/Crossover	148,466	159,816	7.6%	515,280	466,081	-9.5%	4.35%	4.67%	4.38%	4.54%
Luxury Subcompact SUV/Crossover	26,787	15,849	-40.8%	95,209	54,232	-43.0%	0.78%	0.46%	0.81%	0.53%
Mid-size Car	200,223	196,388	-1.9%	737,508	619,503	-16.0%	5.86%	5.74%	6.27%	6.03%
Mid-size SUV/Crossover	615,500	581,052	-5.6%	2,032,998	1,834,076	-9.8%	18.03%	17.00%	17.28%	17.85%
Minivan	66,749	48,798	-26.9%	234,245	172,638	-26.3%	1.95%	1.43%	1.99%	1.68%
Small/Mid-size Pickup Truck	138,187	180,694	30.8%	486,750	539,709	10.9%	4.05%	5.29%	4.14%	5.25%
Sports Car	41,349	54,352	31.4%	145,468	141,318	-2.9%	1.21%	1.59%	1.24%	1.38%
Subcompact Car	33,892	31,915	-5.8%	155,643	81,566	-47.6%	0.99%	0.93%	1.32%	0.79%
Subcompact SUV/Crossover	267,017	230,845	-13.5%	900,653	706,486	-21.6%	7.82%	6.75%	7.66%	6.88%
Van	93,637	102,412	9.4%	301,603	266,816	-11.5%	2.74%	3.00%	2.56%	2.60%
<b>INDUSTRY TOTAL</b>	<b>3,414,557</b>	<b>3,418,718</b>	<b>0.1%</b>	<b>11,761,697</b>	<b>10,274,102</b>	<b>-12.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

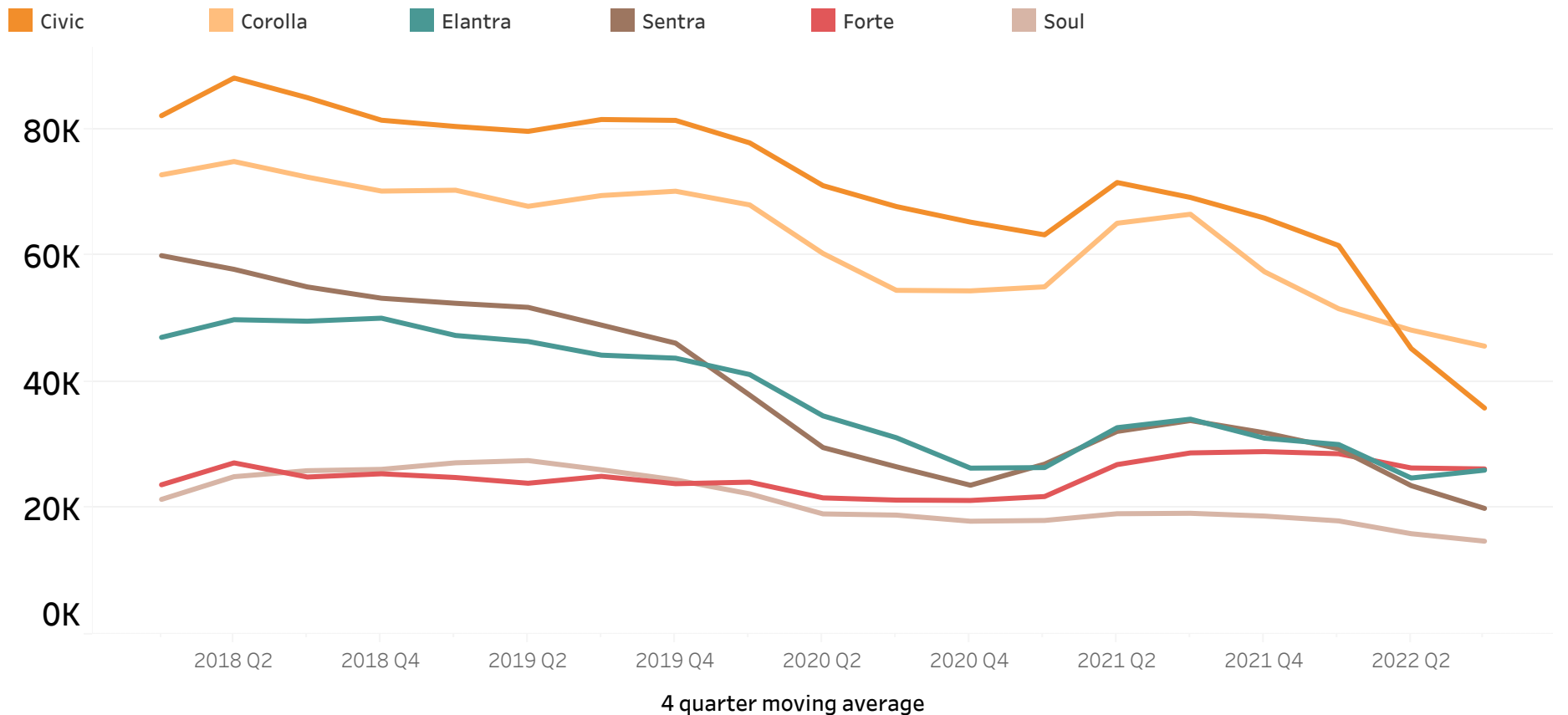
	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>Car</b>	<b>843,399</b>	<b>818,188</b>	<b>-3.0%</b>	<b>2,892,414</b>	<b>2,458,220</b>	<b>-15.0%</b>	<b>24.70%</b>	<b>23.92%</b>	<b>24.59%</b>	<b>23.91%</b>
<b>SUV</b>	<b>1,778,307</b>	<b>1,779,216</b>	<b>0.1%</b>	<b>6,190,844</b>	<b>5,363,025</b>	<b>-13.4%</b>	<b>52.08%</b>	<b>52.05%</b>	<b>52.64%</b>	<b>52.21%</b>
<b>Truck</b>	<b>632,465</b>	<b>669,774</b>	<b>5.9%</b>	<b>2,142,591</b>	<b>2,013,060</b>	<b>-6.0%</b>	<b>18.52%</b>	<b>19.60%</b>	<b>18.22%</b>	<b>19.60%</b>
<b>Van</b>	<b>160,386</b>	<b>151,540</b>	<b>-5.5%</b>	<b>535,848</b>	<b>439,797</b>	<b>-17.9%</b>	<b>4.70%</b>	<b>4.43%</b>	<b>4.56%</b>	<b>4.28%</b>
<b>Grand Total</b>	<b>3,414,557</b>	<b>3,418,718</b>	<b>0.1%</b>	<b>11,761,697</b>	<b>10,274,102</b>	<b>-12.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>lux</b>	<b>575,027</b>	<b>611,788</b>	<b>6.4%</b>	<b>1,895,342</b>	<b>1,797,432</b>	<b>-5.2%</b>	<b>16.84%</b>	<b>17.88%</b>	<b>16.11%</b>	<b>17.48%</b>
<b>non-lux</b>	<b>2,839,530</b>	<b>2,806,930</b>	<b>-1.1%</b>	<b>9,866,355</b>	<b>8,476,670</b>	<b>-14.1%</b>	<b>83.16%</b>	<b>82.12%</b>	<b>83.89%</b>	<b>82.52%</b>
<b>INDUSTRY TOTAL</b>	<b>3,414,557</b>	<b>3,418,718</b>	<b>0.1%</b>	<b>11,761,697</b>	<b>10,274,102</b>	<b>-12.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## COMPACT CAR

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
500L	24	5	-79.2%	177	8	-95.5%	0.01%	0.00%	0.02%	0.00%
Beetle	2	0	-100.0%	11	6	-45.5%	0.00%	0.00%	0.00%	0.00%
Civic	63,619	25,951	-59.2%	216,575	96,286	-55.5%	23.70%	12.44%	23.51%	15.34%
Corolla	56,687	46,518	-17.9%	200,225	153,150	-23.5%	21.11%	22.30%	21.74%	24.39%
Corolla Hatchback	5,509	8,206	49.0%	17,502	18,406	5.2%	2.05%	3.93%	1.90%	2.93%
Dart	3	3	0.0%	5	4	-20.0%	0.00%	0.00%	0.00%	0.00%
Elantra	32,049	37,020	15.5%	106,106	85,864	-19.1%	11.94%	17.75%	11.52%	13.68%
Forte	30,867	30,258	-2.0%	93,026	82,064	-11.8%	11.50%	14.51%	10.10%	13.07%
Golf	466	1,916	311.2%	8,444	7,309	-13.4%	0.17%	0.92%	0.92%	1.16%
Impreza	5,658	8,303	46.7%	22,823	22,629	-0.9%	2.11%	3.98%	2.48%	3.60%
Jetta	9,712	9,193	-5.3%	52,721	32,984	-37.4%	3.62%	4.41%	5.72%	5.25%
Mazda3	8,985	5,125	-43.0%	30,619	19,980	-34.7%	3.35%	2.46%	3.32%	3.18%
Sentra	32,962	18,565	-43.7%	110,821	62,940	-43.2%	12.28%	8.90%	12.03%	10.02%
Soul	21,565	16,837	-21.9%	60,345	44,445	-26.3%	8.03%	8.07%	6.55%	7.08%
Veloster	379	664	75.2%	1,740	1,793	3.0%	0.14%	0.32%	0.19%	0.29%
<b>SEGMENT TOTAL</b>	<b>268,487</b>	<b>208,564</b>	<b>-22.3%</b>	<b>921,140</b>	<b>627,868</b>	<b>-31.8%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

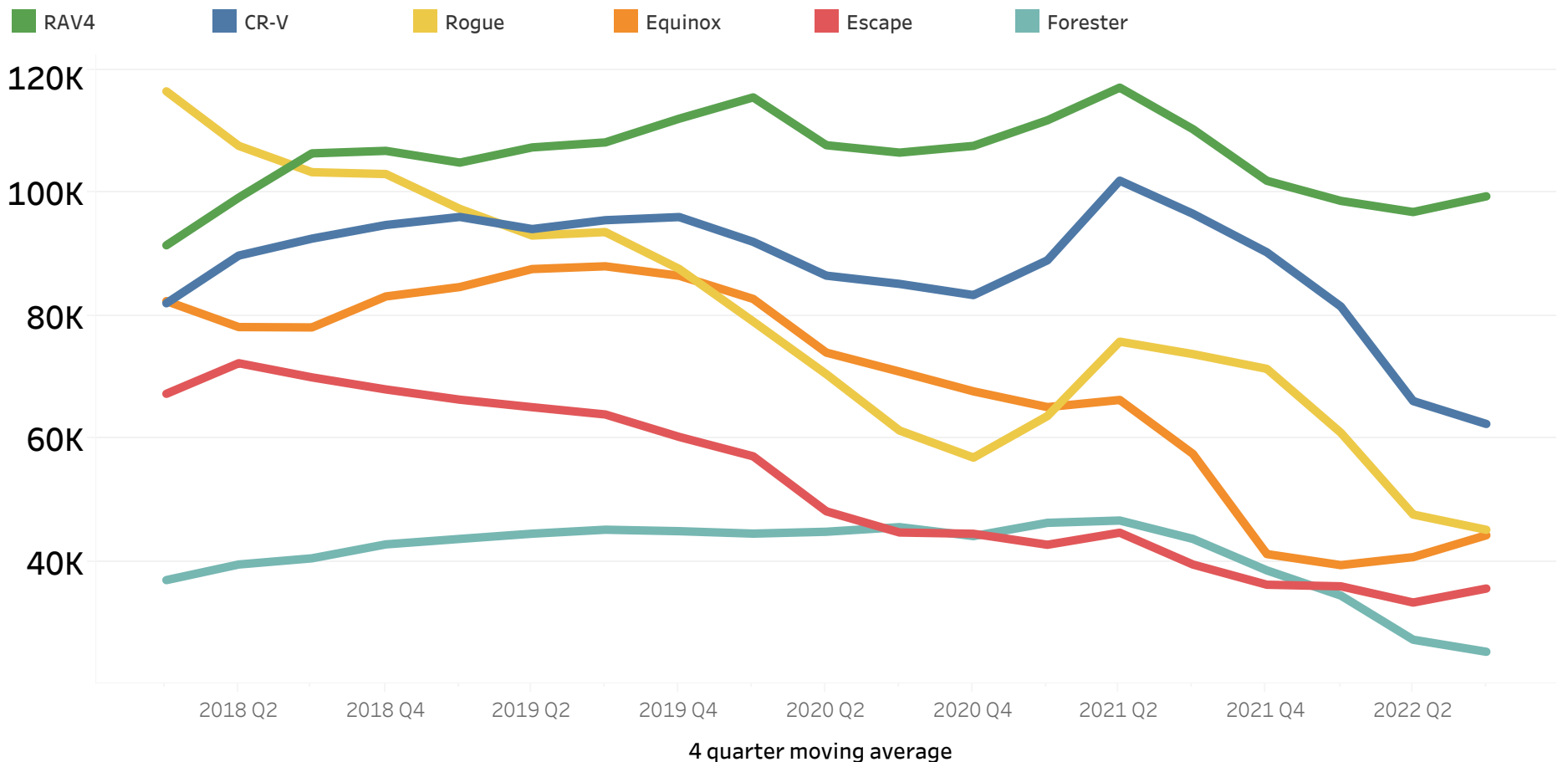
## COMPACT CAR VOLUME TREND



## COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Cherokee	11,592	11,495	-0.8%	11,592	11,495	-0.8%	2.38%	2.19%	4.29%	1.97%
Compass	23,875	20,631	-13.6%	23,875	20,631	-13.6%	4.90%	3.94%	3.16%	4.27%
Corolla Cross		15,206			15,206			2.90%		2.39%
CR-V	76,941	62,085	-19.3%	76,941	62,085	-19.3%	15.80%	11.85%	15.79%	11.39%
CX-5	44,687	34,145	-23.6%	44,687	34,145	-23.6%	9.18%	6.52%	7.47%	7.39%
Eclipse Cross	2,583	2,649	2.6%	2,583	2,649	2.6%	0.53%	0.51%	0.38%	0.53%
Equinox	32,444	46,646	43.8%	32,444	46,646	43.8%	6.66%	8.90%	8.22%	10.41%
Escape	26,299	35,391	34.6%	26,299	35,391	34.6%	5.40%	6.75%	6.08%	6.97%
Forester	36,289	28,468	-21.6%	36,289	28,468	-21.6%	7.45%	5.43%	7.20%	5.06%
RAV4	92,252	102,456	11.1%	92,252	102,456	11.1%	18.94%	19.55%	17.06%	19.33%
Rogue	52,358	42,460	-18.9%	52,358	42,460	-18.9%	10.75%	8.10%	12.77%	8.29%
Sportage	25,404	37,383	47.2%	25,404	37,383	47.2%	5.22%	7.13%	4.29%	5.72%
Terrain	9,901	17,917	81.0%	9,901	17,917	81.0%	2.03%	3.42%	2.36%	4.18%
Tiguan	19,847	25,608	29.0%	19,847	25,608	29.0%	4.08%	4.89%	4.63%	4.10%
Tucson	32,530	41,554	27.7%	32,530	41,554	27.7%	6.68%	7.93%	6.31%	8.01%
<b>SEGMENT TOTAL</b>	<b>487,002</b>	<b>524,094</b>	<b>7.6%</b>	<b>487,002</b>	<b>524,094</b>	<b>7.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

### COMPACT SUV/CROSSOVER VOLUME TREND

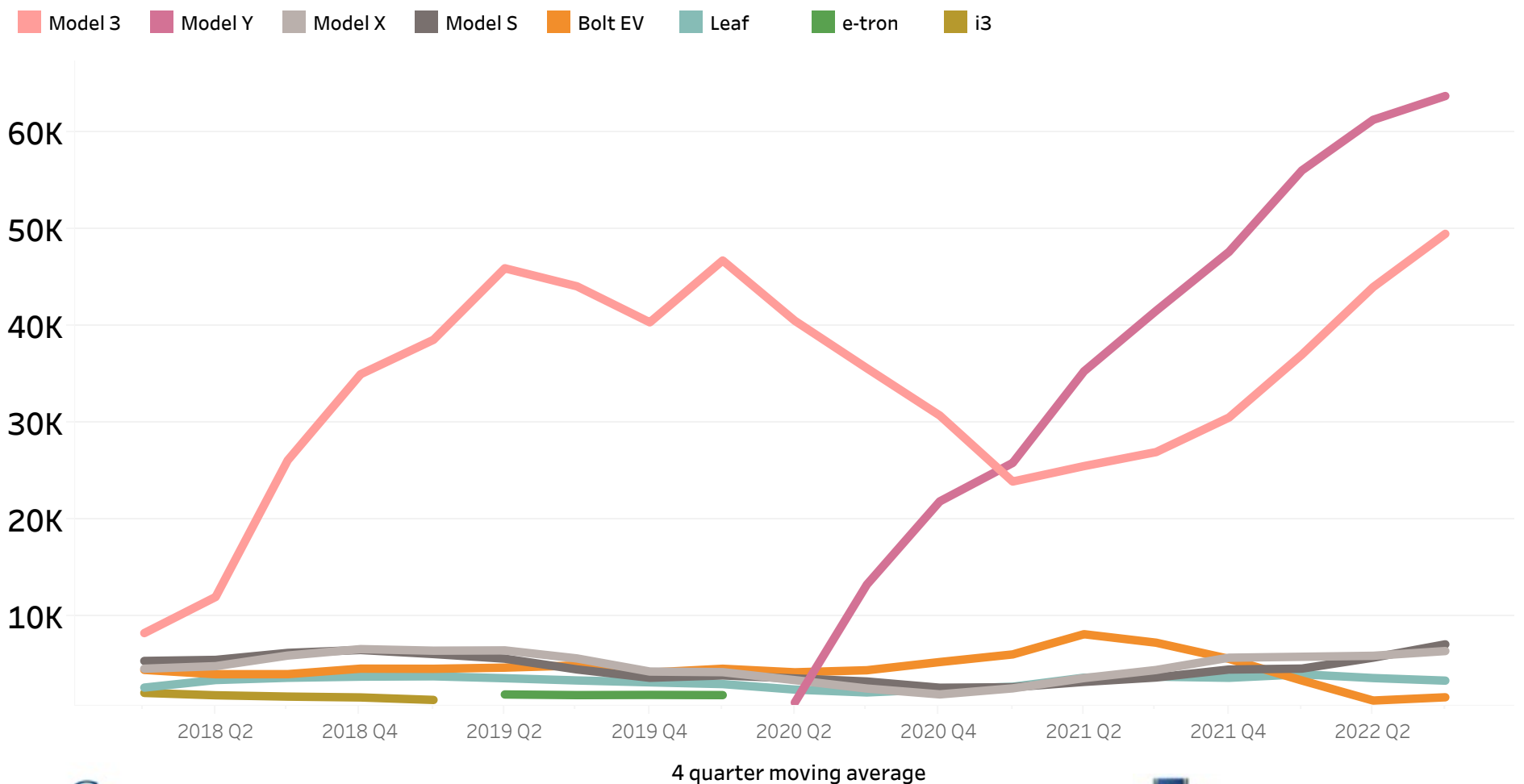


# ELECTRIC VEHICLE

(BEV nameplates only, no ICE variants)

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Bolt EUV	2,341	11,179	377.5%	2,747	15,849	477.0%	2.04%	5.77%	0.85%	2.89%
Bolt EV	2,174	3,530	62.4%	22,056	6,163	-72.1%	1.89%	1.82%	6.86%	1.12%
BZ4X		3			235			0.00%		0.04%
C40		326			2,377			0.17%		0.43%
e-tron	909	2,799	207.9%	7,793	10,828	38.9%	0.79%	1.44%	2.42%	1.97%
EDV700		330			343			0.17%		0.06%
EQB		739			739			0.38%		0.13%
EQS		1,701			5,751			0.88%		1.05%
EV6		4,996			17,564			2.58%		3.20%
GV60		807			1,040			0.42%		0.19%
Hummer EV		411			782			0.21%		0.14%
i3	426		-100.0%	1,277	9	-99.3%	0.37%		0.40%	0.00%
I-Pace	229	22	-90.4%	884	290	-67.2%	0.20%	0.01%	0.27%	0.05%
ID.4	6,049	6,657	10.1%	12,279	11,072	-9.8%	5.27%	3.43%	3.82%	2.02%
Ioniq 5		4,800			18,492			2.48%		3.37%
iX		1,727			3,155			0.89%		0.57%
Leaf	2,345	1,276	-45.6%	10,074	8,898	-11.7%	2.04%	0.66%	3.13%	1.62%
Lucid Air		654			1,596			0.34%		0.29%
LYRIQ EV		36			36			0.02%		0.01%
Model 3	33,008	55,030	66.7%	80,388	156,357	94.5%	28.76%	28.39%	25.00%	28.50%
Model S	3,668	9,171	150.0%	13,043	23,464	79.9%	3.20%	4.73%	4.06%	4.28%
Model X	4,585	6,552	42.9%	16,783	19,542	16.4%	4.00%	3.38%	5.22%	3.56%
Model Y	50,432	60,271	19.5%	127,009	191,451	50.7%	43.94%	31.09%	39.50%	34.89%
Mustang Mach-E	5,880	10,414	77.1%	18,855	28,089	49.0%	5.12%	5.37%	5.86%	5.12%
MX-30	35	8	-77.1%	35	324	825.7%	0.03%	0.00%	0.01%	0.06%
Polestar2	823	2,852	246.5%	1,082	6,548	505.2%	0.72%	1.47%	0.34%	1.19%
R1S		263			354			0.14%		0.06%
R1T		5,991			11,581		0.00%	3.09%	0.00%	2.11%
Taycan	1,861	1,325	-28.8%	7,228	5,774	-20.1%	1.62%	0.68%	2.25%	1.05%
<b>SEGMENT TOTAL</b>	<b>114,765</b>	<b>193,870</b>	<b>68.9%</b>	<b>321,533</b>	<b>548,703</b>	<b>70.7%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

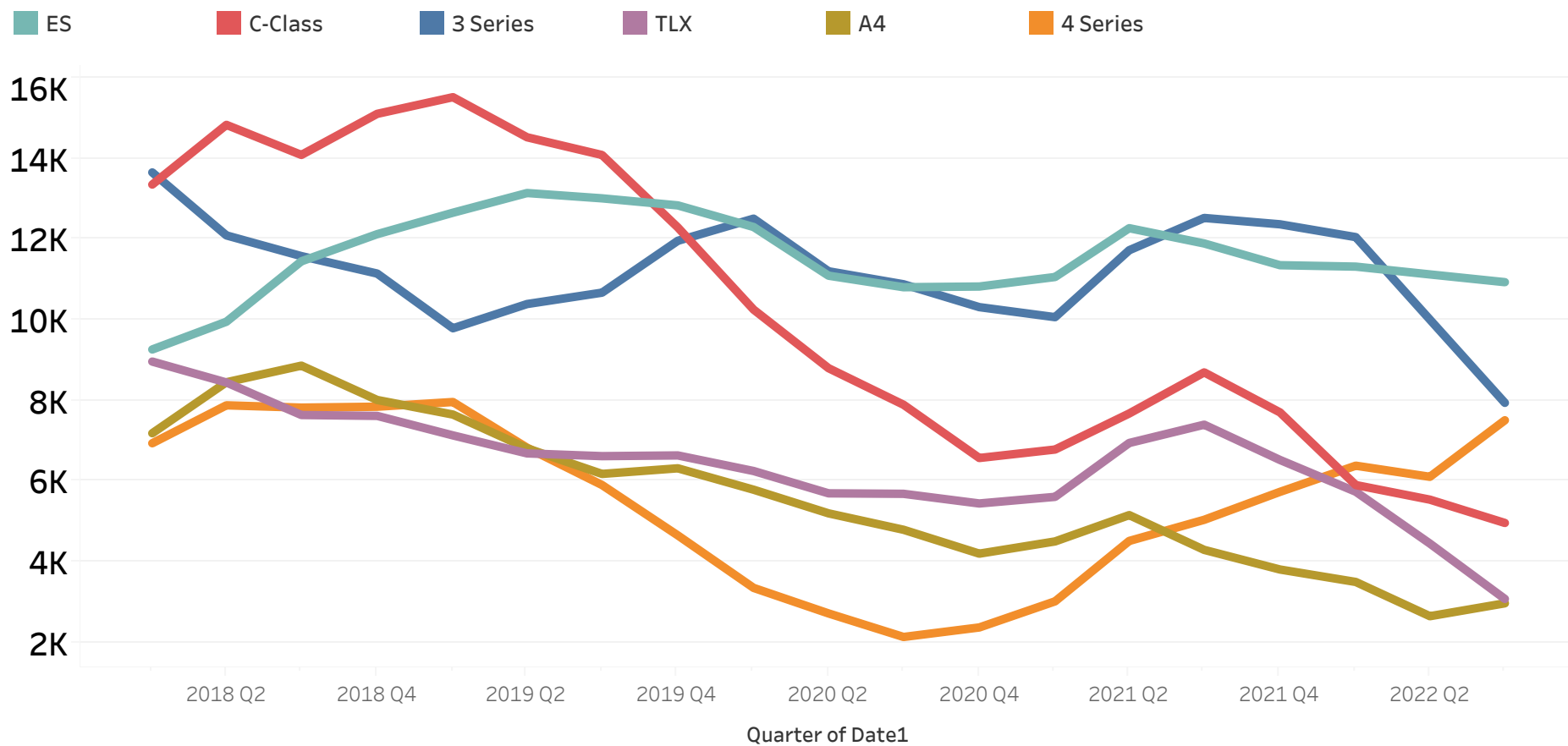
## ELECTRIC VEHICLE VOLUME TREND



## ENTRY-LEVEL LUXURY CAR

	SALES			SALES			Market Share			
	Q3			YTD			2021		2022	
	2021	2022	% Change	2021	2022	% Change	QTR	YTD	QTR	YTD
1/2 Series	3,211	1,573	-51.0%	12,551	9,178	-26.9%	3.84%	4.37%	2.16%	4.09%
3 Series	13,591	5,337	-60.7%	37,367	19,667	-47.4%	16.23%	13.02%	7.32%	8.76%
4 Series	3,772	9,377	148.6%	16,305	23,402	43.5%	4.51%	5.68%	12.86%	10.42%
60 Series	3,042	1,516	-50.2%	10,412	5,520	-47.0%	3.63%	3.63%	2.08%	2.46%
A3	75	3,298	4297.3%	1,405	7,038	400.9%	0.09%	0.49%	4.52%	3.14%
A4	2,071	3,349	61.7%	13,536	10,186	-24.7%	2.47%	4.71%	4.59%	4.54%
A5	3,182	4,953	55.7%	14,477	13,577	-6.2%	3.80%	5.04%	6.79%	6.05%
A-Class	969	1,413	45.8%	6,882	5,444	-20.9%	1.16%	2.40%	1.94%	2.43%
allroad	253	193	-23.7%	989	639	-35.4%	0.30%	0.34%	0.26%	0.28%
C-Class	11,289	8,980	-20.5%	29,084	18,124	-37.7%	13.48%	10.13%	12.31%	8.07%
CLA	584	2,305	294.7%	5,280	5,310	0.6%	0.70%	1.84%	3.16%	2.37%
CT4	927	2,581	178.4%	5,857	7,091	21.1%	1.11%	2.04%	3.54%	3.16%
CT5	811	2,991	268.8%	7,636	10,505	37.6%	0.97%	2.66%	4.10%	4.68%
ES	11,261	10,494	-6.8%	34,053	32,372	-4.9%	13.45%	11.86%	14.39%	14.42%
G70	2,930	3,190	8.9%	7,719	9,952	28.9%	3.50%	2.69%	4.37%	4.43%
G80	1,605	1,001	-37.6%	4,597	3,176	-30.9%	1.92%	1.60%	1.37%	1.41%
Giulia	1,830	1,338	-26.9%	6,114	3,662	-40.1%	2.19%	2.13%	1.83%	1.63%
ILX	3,397	29	-99.1%	11,630	6,296	-45.9%	4.06%	4.05%	0.04%	2.80%
IS	6,767	5,420	-19.9%	20,160	16,331	-19.0%	8.08%	7.02%	7.43%	7.27%
MKZ	32		-100.0%	1,665		-100.0%	0.04%	0.58%		
Q50	2,902	513	-82.3%	11,384	4,230	-62.8%	3.47%	3.97%	0.70%	1.88%
Q60	676	238	-64.8%	2,202	1,641	-25.5%	0.81%	0.77%	0.33%	0.73%
RC	1,018	800	-21.4%	2,720	1,950	-28.3%	1.22%	0.95%	1.10%	0.87%
Regal	2		-100.0%	39	49	25.6%	0.00%	0.01%		0.02%
TLX	7,520	2,032	-73.0%	22,932	9,154	-60.1%	8.98%	7.99%	2.79%	4.08%
XE	3		-100.0%	105	0	-100.0%	0.00%	0.04%		0.00%
SEGMENT T..	83,720	72,921	-12.9%	287,101	224,494	-21.8%	100.00%	100.00%	100.00%	100.00%

## ENTRY-LEVEL LUXURY VOLUME TREND



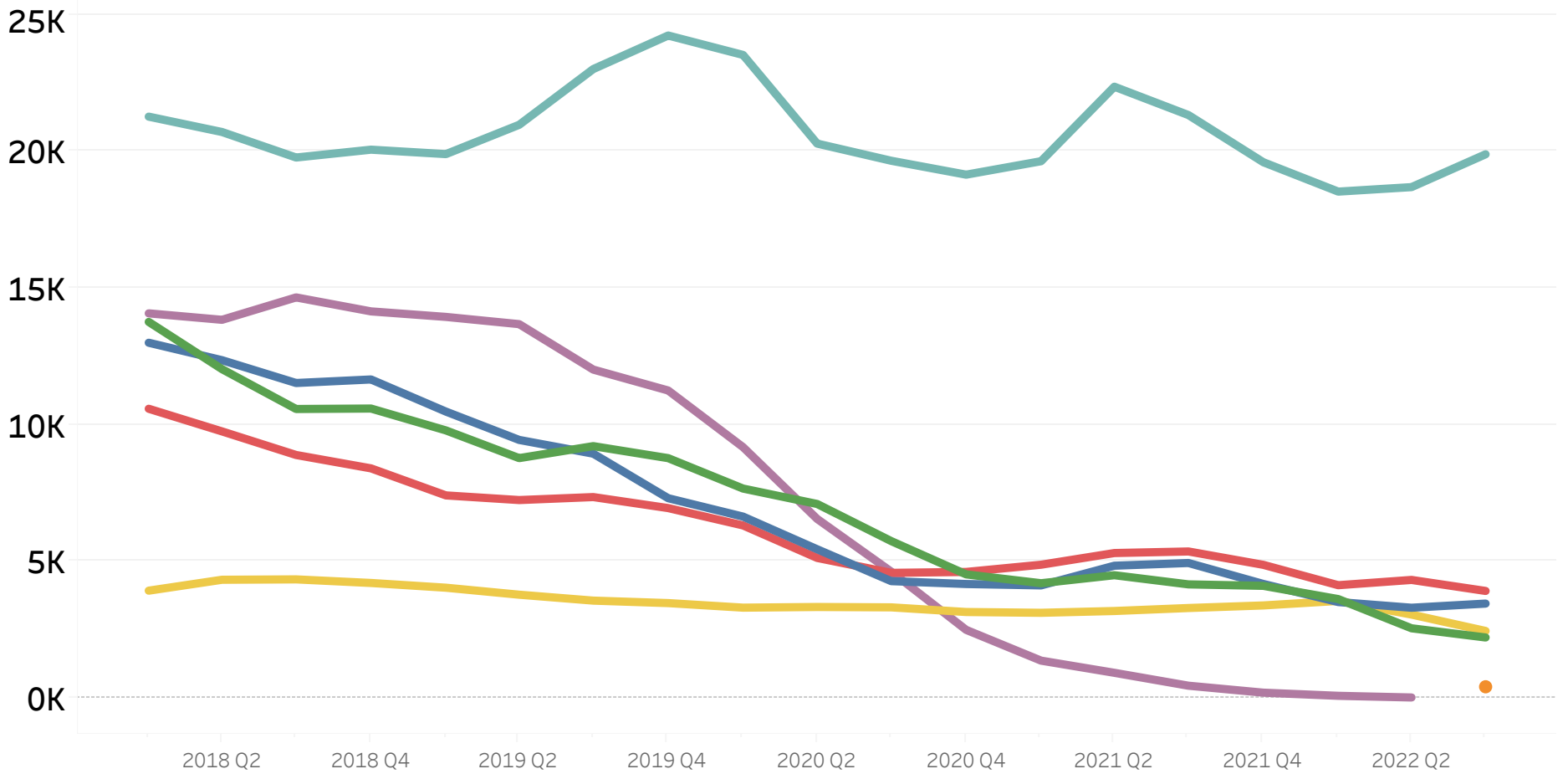


# FULL-SIZE CAR

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>300</b>	3,569	4,175	17.0%	14,631	11,757	-19.6%	9.58%	11.62%	12.10%	11.85%
<b>Arteon</b>	2,084	771	-63.0%	4,865	941	-80.7%	5.60%	2.15%	4.02%	0.95%
<b>Avalon</b>	5,639	4,024	-28.6%	15,967	12,144	-23.9%	15.14%	11.20%	13.20%	12.24%
<b>Cadenza</b>	24		-100.0%	249	1	-99.6%	0.06%		0.21%	0.00%
<b>Charger</b>	19,395	24,201	24.8%	61,498	62,660	1.9%	52.07%	67.35%	50.86%	63.17%
<b>Impala</b>	27		-100.0%	741	10	-98.7%	0.07%		0.61%	0.01%
<b>Maxima</b>	2,628	1,282	-51.2%	12,593	5,035	-60.0%	7.06%	3.57%	10.41%	5.08%
<b>Stinger</b>	3,879	1,480	-61.8%	10,377	6,643	-36.0%	10.41%	4.12%	8.58%	6.70%
<b>SEGMENT TOTAL</b>	37,245	35,933	-3.5%	120,921	99,191	-18.0%	100.00%	100.00%	100.00%	100.00%

## FULL-SIZE CAR VOLUME TREND

Charger Maxima 300 Avalon Stinger Impala Arteon

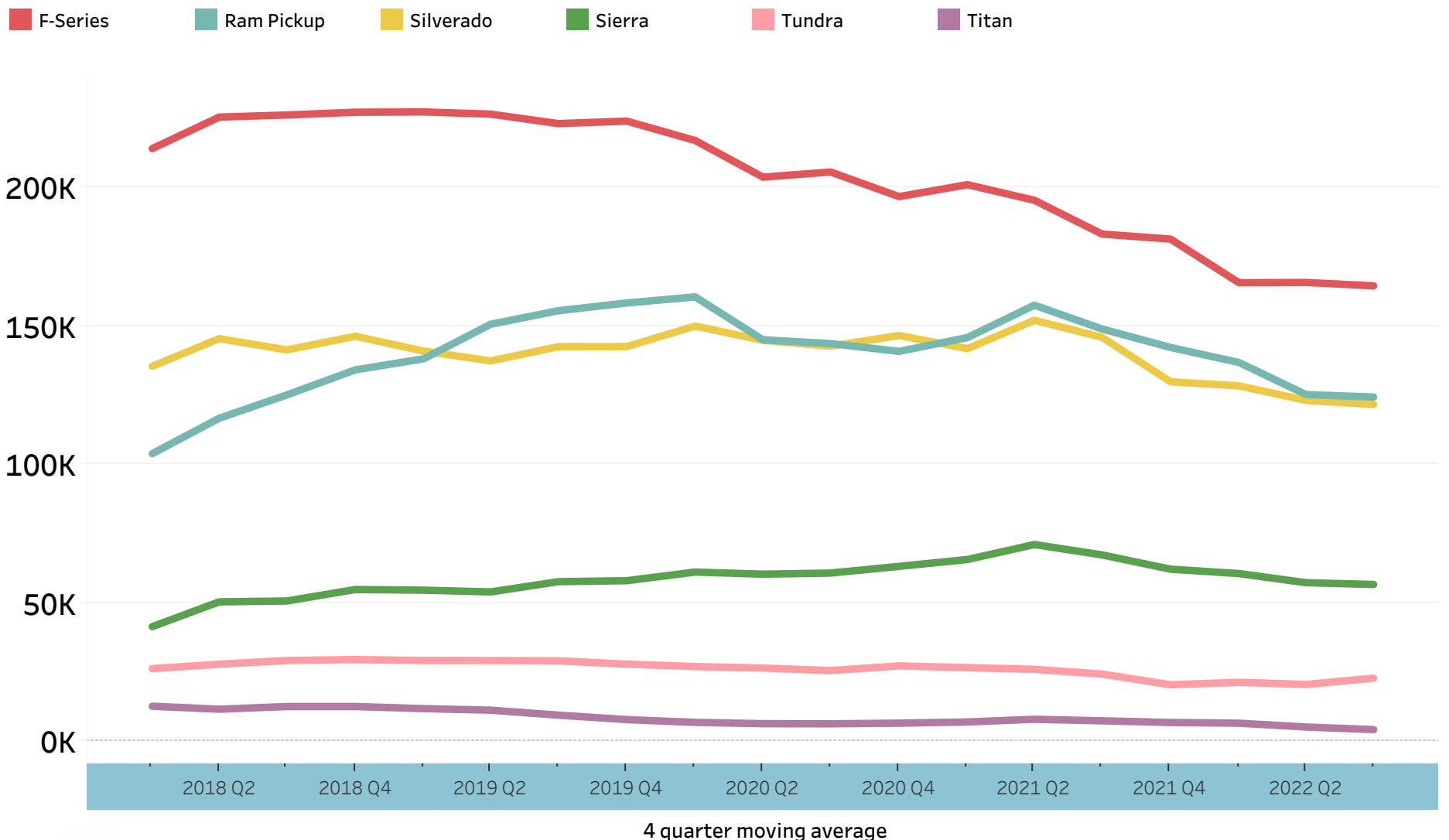


4 quarter moving average

## FULL-SIZE PICKUP TRUCK

	SALES			SALES			Market Share			
	Q3		YTD	YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
<b>F-Series</b>	172,799	167,962	-2.8%	534,831	467,307	-12.6%	34.96%	34.80%	32.30%	31.99%
<b>Ram Pickup</b>	121,704	118,106	-3.0%	434,772	363,089	-16.5%	24.62%	24.47%	26.26%	24.85%
<b>Sierra</b>	52,774	50,169	-4.9%	191,186	169,107	-11.5%	10.68%	10.39%	11.55%	11.57%
<b>Silverado</b>	120,856	114,963	-4.9%	407,266	374,479	-8.1%	24.45%	23.82%	24.60%	25.63%
<b>Titan</b>	4,996	1,275	-74.5%	22,772	12,487	-45.2%	1.01%	0.26%	1.38%	0.85%
<b>Tundra</b>	21,148	30,203	42.8%	65,013	74,519	14.6%	4.28%	6.26%	3.93%	5.10%
<b>SEGMENT TOTAL</b>	494,277	482,678	-2.3%	1,655,840	1,460,988	-11.8%	100.00%	100.00%	100.00%	100.00%

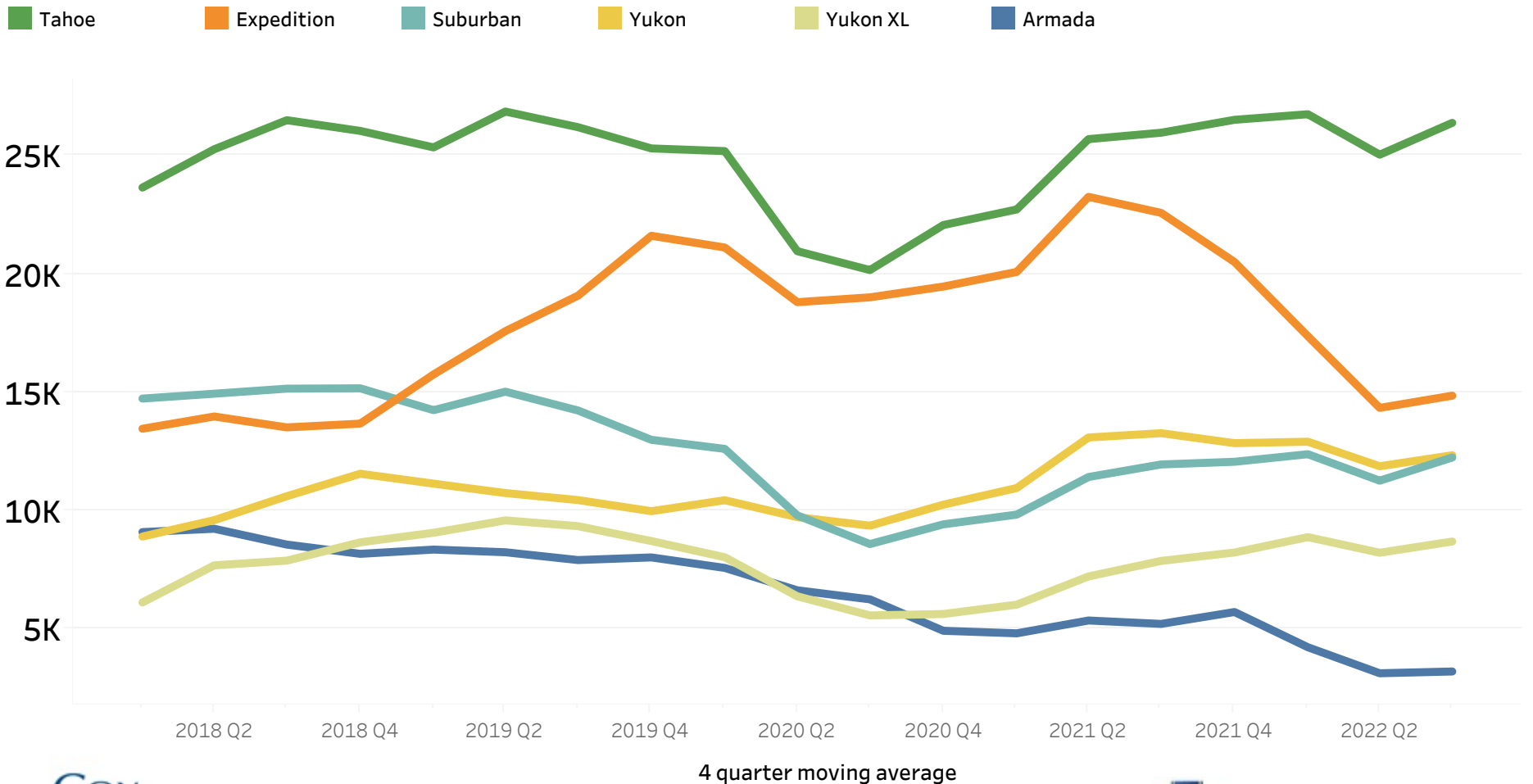
### FULL-SIZE PICKUP TRUCK VOLUME TREND



# FULL-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Armada	3,790	4,089	7.9%	18,684	8,629	-53.8%	5.15%	4.08%	7.24%	3.45%
Expedition	16,696	18,760	12.4%	64,204	41,607	-35.2%	22.69%	18.72%	24.88%	16.64%
Sequoia	1,773	30	-98.3%	6,111	507	-91.7%	2.41%	0.03%	2.37%	0.20%
Suburban	9,667	13,585	40.5%	34,183	34,906	2.1%	13.14%	13.55%	13.24%	13.96%
Tahoe	24,202	29,585	22.2%	75,148	74,633	-0.7%	32.89%	29.52%	29.12%	29.84%
Wagoneer		13,001			30,276		0.03%	12.97%	0.01%	12.11%
Yukon	10,733	12,591	17.3%	36,975	34,924	-5.5%	14.59%	12.56%	14.33%	13.96%
Yukon XL	6,695	8,587	28.3%	22,768	24,620	8.1%	9.10%	8.57%	8.82%	9.84%
SEGMENT TOTAL	73,556	100,228	36.3%	258,073	250,102	-3.1%	100.00%	100.00%	100.00%	100.00%

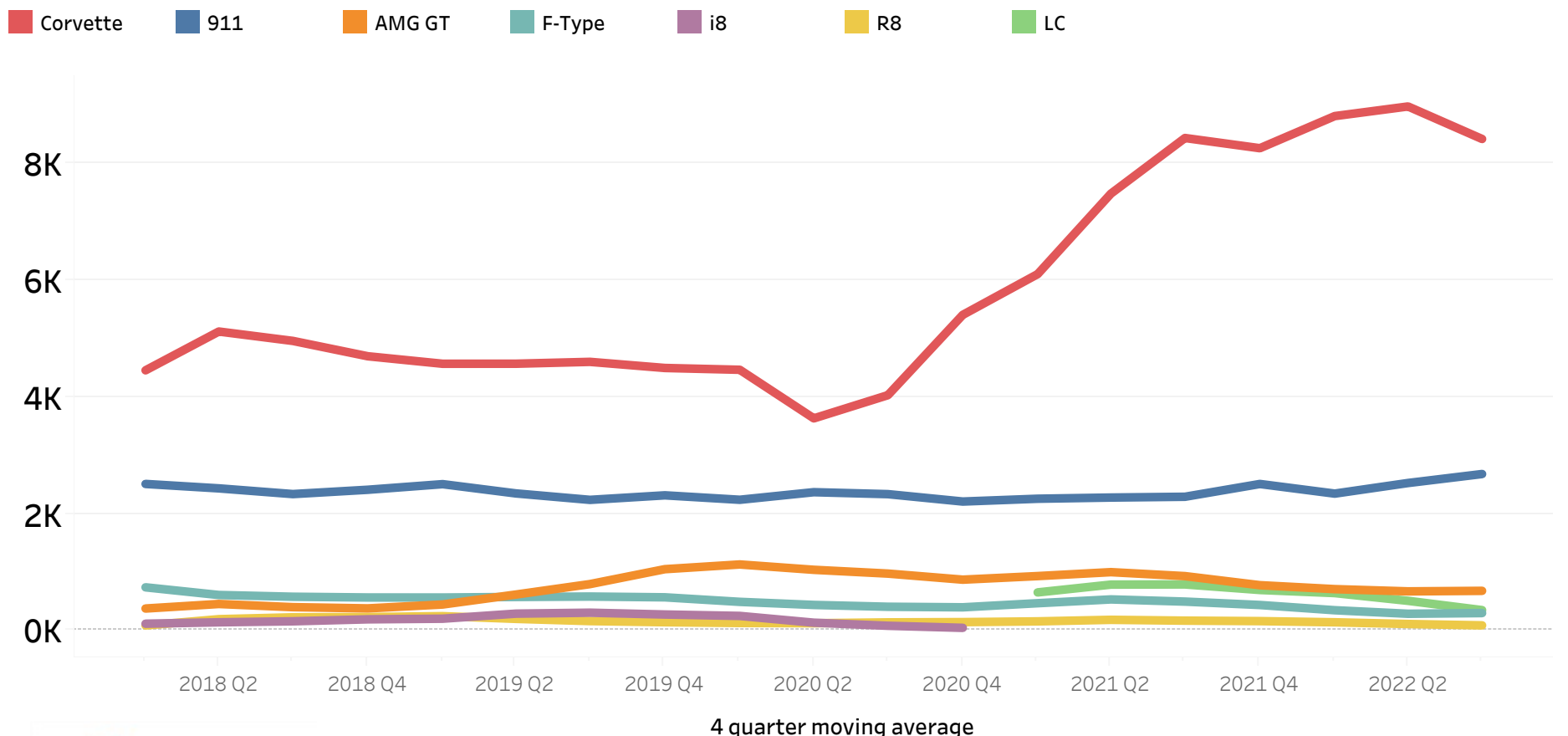
## FULL-SIZE SUV/CROSSOVER VOLUME TREND



## HIGH PERFORMANCE CAR

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022	Change	2021	2022	Change	2021	2022	2021	2022
<b>911</b>	1,621	2,236	37.9%	6,729	7,411	10.1%	11.88%	19.74%	17.22%	19.63%
<b>AMG GT</b>	478	514	7.5%	2,807	2,420	-13.8%	3.50%	4.54%	7.18%	6.41%
<b>Corvette</b>	10,166	7,939	-21.9%	24,748	25,380	2.6%	74.52%	70.10%	63.31%	67.24%
<b>F-Type</b>	274	321	17.2%	1,548	995	-35.7%	2.01%	2.83%	3.96%	2.64%
<b>GT</b>	40	17	-57.5%	103	75	-27.2%	0.29%	0.15%	0.26%	0.20%
<b>GTR</b>	68	2	-97.1%	167	56	-66.5%	0.50%	0.02%	0.43%	0.15%
<b>LC</b>	797	160	-79.9%	2,372	993	-58.1%	5.84%	1.41%	6.07%	2.63%
<b>NSX</b>	58	88	51.7%	118	211	78.8%	0.43%	0.78%	0.30%	0.56%
<b>R8</b>	140	48	-65.7%	496	206	-58.5%	1.03%	0.42%	1.27%	0.55%
<b>SEGMENT TOTAL</b>	13,642	11,325	-17.0%	39,088	37,747	-3.4%	100.00%	100.00%	100.00%	100.00%

## HIGH PERFORMANCE CAR VOLUME TREND

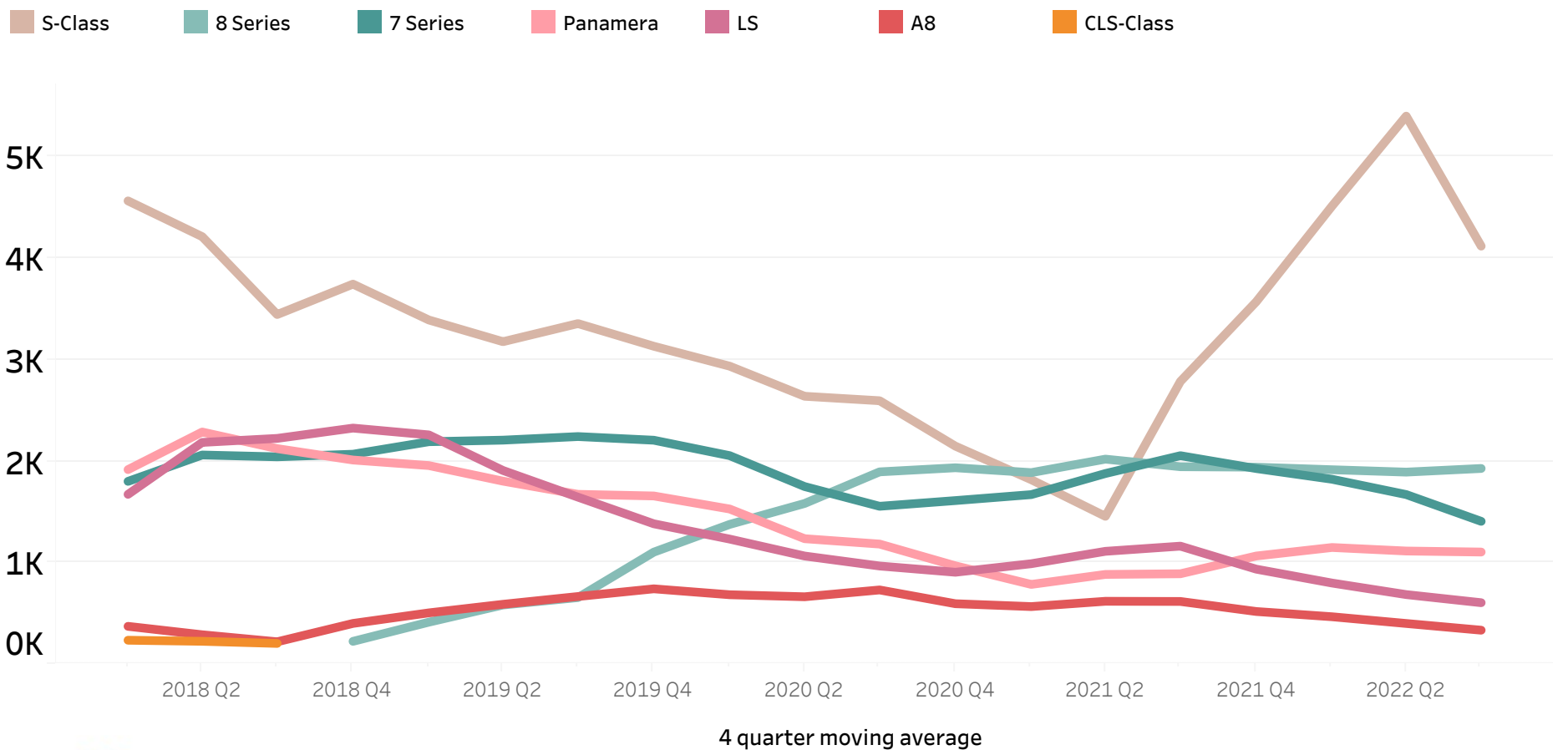




## HIGH-END LUXURY CAR

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
7 Series	2,072	1,016	-51.0%	5,987	3,905	-34.8%	14.08%	12.72%	19.56%	14.21%
8 Series	1,820	1,964	7.9%	5,601	5,550	-0.9%	12.37%	24.60%	18.30%	20.19%
A8	649	384	-40.8%	1,762	1,025	-41.8%	4.41%	4.81%	5.76%	3.73%
CLS-Class	256	193	-24.6%	1,940	684	-64.7%	1.74%	2.42%	6.34%	2.49%
LS	1,061	741	-30.2%	3,312	1,989	-39.9%	7.21%	9.28%	10.82%	7.24%
Panamera	1,090	1,050	-3.7%	2,806	2,963	5.6%	7.41%	13.15%	9.17%	10.78%
S-Class	7,765	2,637	-66.0%	9,181	11,374	23.9%	52.78%	33.02%	30.00%	41.38%
XJ	0			14		-100.0%	0.00%		0.05%	
<b>SEGMENT TOTAL</b>	<b>14,713</b>	<b>7,985</b>	<b>-45.7%</b>	<b>30,603</b>	<b>27,490</b>	<b>-10.2%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

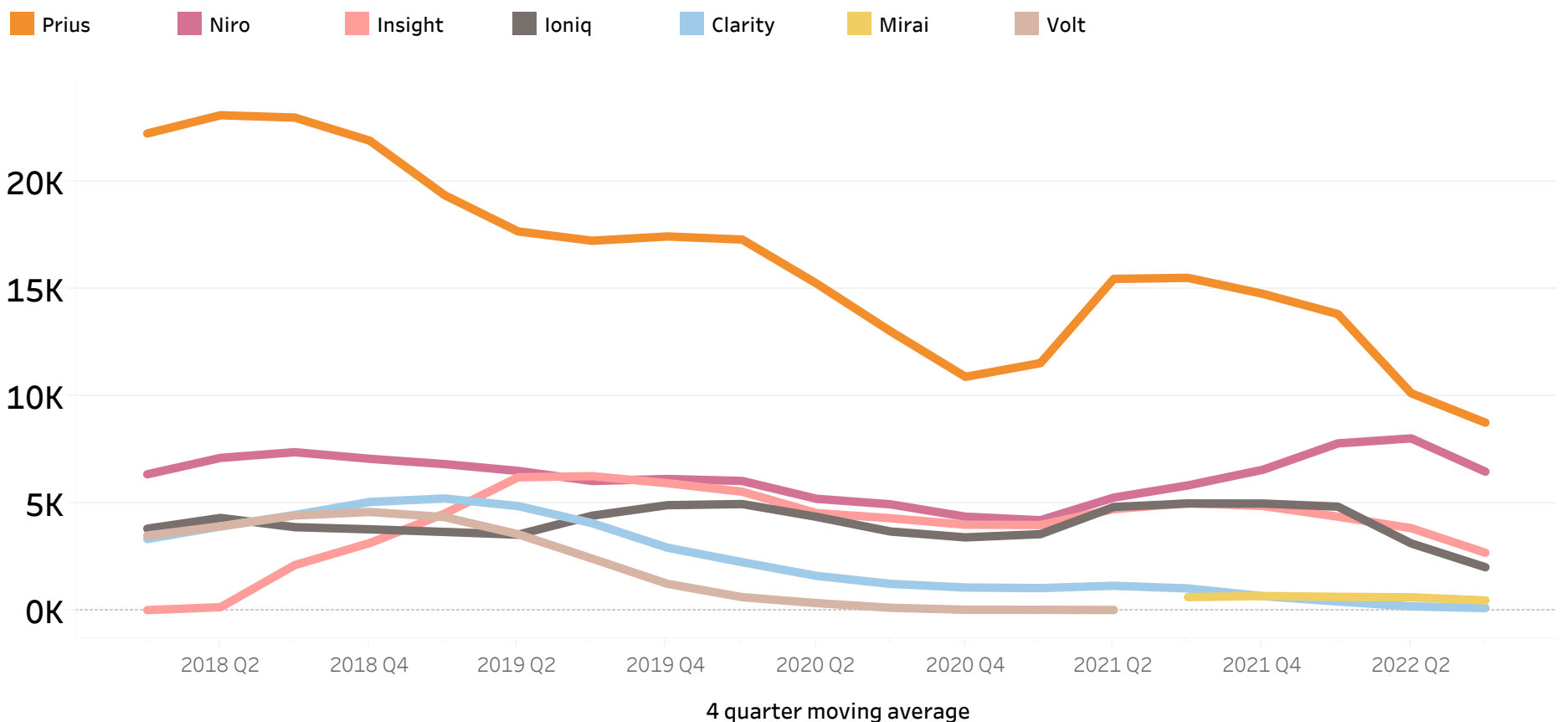
## HIGH-END LUXURY CAR VOLUME TREND



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

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Clarity	325	1	-99.7%	2,428	208	-91.4%	1.03%	0.01%	2.27%	0.35%
Insight	6,400	1,817	-71.6%	16,267	7,539	-53.7%	20.30%	18.42%	15.21%	12.78%
Ioniq	4,449	7	-99.8%	15,556	3,669	-76.4%	14.11%	0.07%	14.55%	6.22%
Mirai	671	79	-88.2%	2,268	1,437	-36.6%	2.13%	0.80%	2.12%	2.44%
Nexo	148	74	-50.0%	282	345	22.3%	0.47%	0.75%	0.26%	0.58%
Niro	7,254	1,045	-85.6%	19,071	18,711	-1.9%	23.01%	10.59%	17.84%	31.71%
Polestar1	2	49	2350.0%	9	90	900.0%	0.01%	0.50%	0.01%	0.15%
Prius	12,275	6,794	-44.7%	51,038	27,008	-47.1%	38.94%	68.86%	47.74%	45.77%
SEGMENT TOTAL	31,524	9,866	-68.7%	106,919	59,007	-44.8%	100.00%	100.00%	100.00%	100.00%

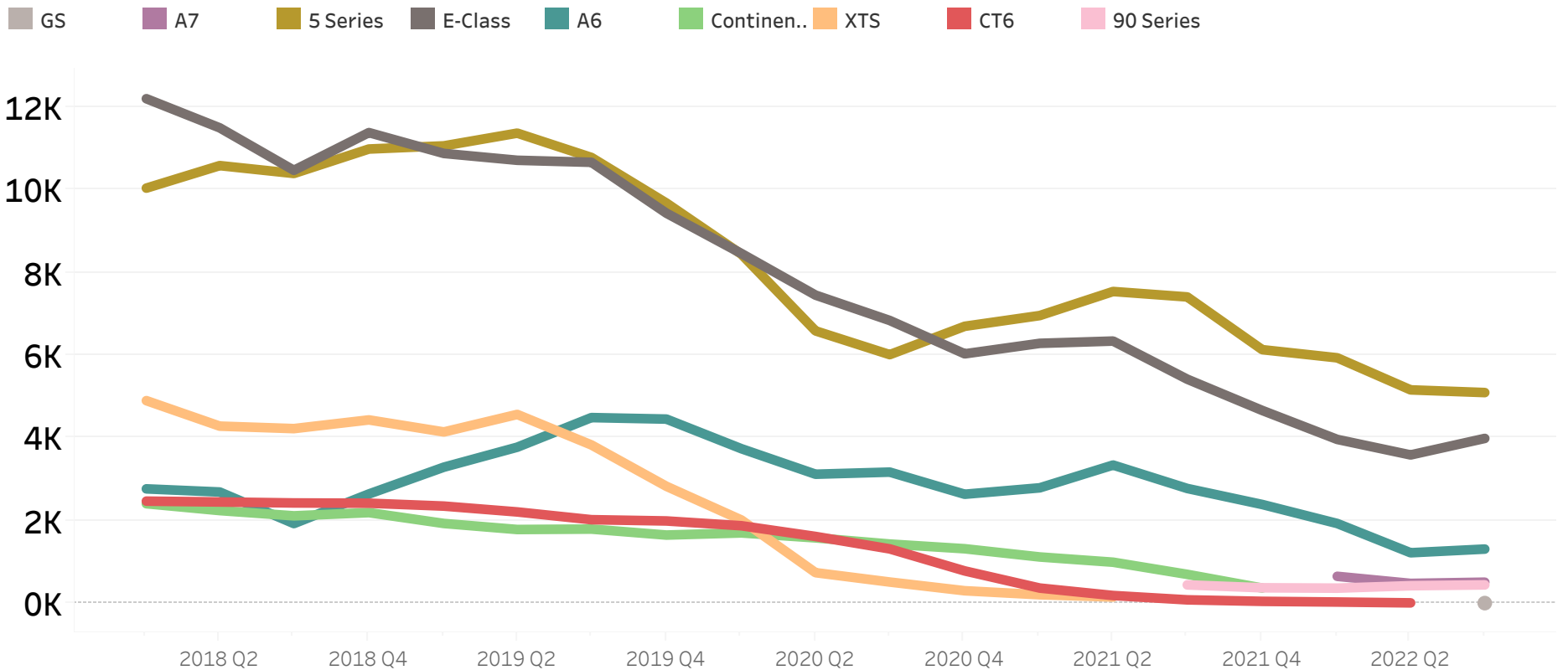
### HYBRID/ALTERNATIVE ENERGY CAR VOLUME TREND



# LUXURY CAR

	SALES			SALES			Market Share			
	Q3		YTD	YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
5 Series	4,837	4,577	-5.4%	18,538	14,388	-22.4%	50.67%	41.83%	36.30%	39.47%
6 Series	5		-100.0%	53		-100.0%	0.05%		0.10%	
90 Series	239	320	33.9%	1,183	1,465	23.8%	2.50%	2.92%	2.32%	4.02%
A6	1,203	1,560	29.7%	8,595	4,282	-50.2%	12.60%	14.26%	16.83%	11.75%
A7	459	577	25.7%	2,770	1,716	-38.1%	4.81%	5.27%	5.42%	4.71%
Continental	122		-100.0%	1,395		-100.0%	1.28%		2.73%	
CT6	2		-100.0%	173	23	-86.7%	0.02%		0.34%	0.06%
E-Class	2,073	3,671	77.1%	15,694	12,988	-17.2%	21.72%	33.55%	30.73%	35.63%
G90	404	206	-49.0%	1,266	786	-37.9%	4.23%	1.88%	2.48%	2.16%
GS	5	0	-100.0%	75	2	-97.3%	0.05%	0.00%	0.15%	0.01%
K900	13		-100.0%	83	0	-100.0%	0.14%		0.16%	0.00%
Q70	0			0	1		0.00%		0.00%	0.00%
RLX	11		-100.0%	209	3	-98.6%	0.12%		0.41%	0.01%
SLK/SLC	6		-100.0%	228		-100.0%	0.06%		0.45%	
XF	167	31	-81.4%	805	801	-0.5%	1.75%	0.28%	1.58%	2.20%
<b>SEGMENT TOTAL</b>	<b>9,546</b>	<b>10,942</b>	<b>14.6%</b>	<b>51,067</b>	<b>36,455</b>	<b>-28.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## LUXURY CAR VOLUME TREND

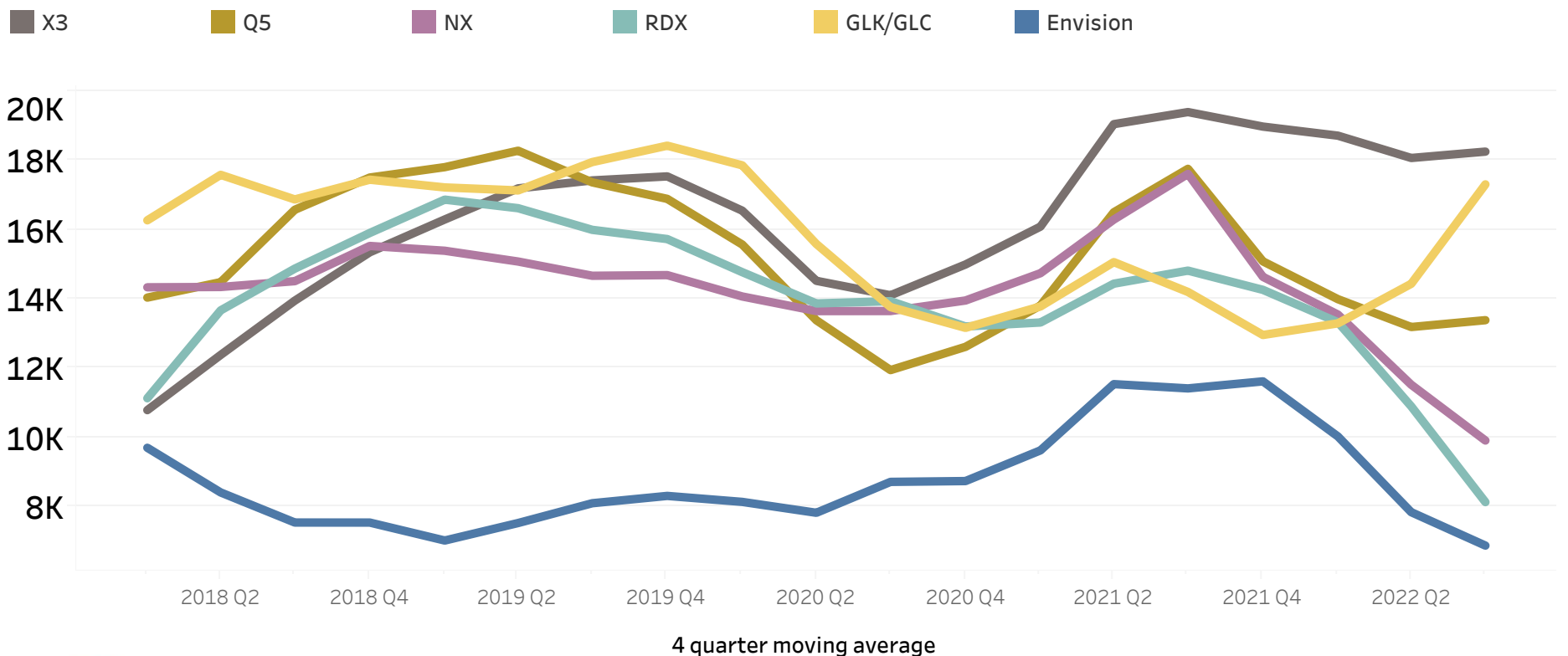


4 quarter moving average

## LUXURY COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Corsair/MKC	3,498	6,239	78.4%	17,005	20,277	19.2%	2.77%	5.02%	4.05%	5.80%
Discovery Sport	1,372	1,392	1.5%	5,316	4,414	-17.0%	1.09%	1.12%	1.27%	1.26%
Envision	11,162	7,307	-34.5%	37,164	18,208	-51.0%	8.84%	5.87%	8.85%	5.21%
Evoque	939	1,290	37.4%	5,186	4,433	-14.5%	0.74%	1.04%	1.23%	1.27%
F-Pace	1,612	2,345	45.5%	7,070	4,443	-37.2%	1.28%	1.89%	1.68%	1.27%
GLB	5,434	5,850	7.7%	22,875	17,350	-24.2%	4.31%	4.70%	5.45%	4.97%
GLK/GLC	7,982	19,456	143.7%	38,131	55,515	45.6%	6.33%	15.64%	9.08%	15.89%
Macan	5,090	5,271	3.6%	16,579	15,953	-3.8%	4.03%	4.24%	3.95%	4.57%
NX	18,478	12,036	-34.9%	50,544	31,651	-37.4%	14.64%	9.68%	12.03%	9.06%
Q4		1,112			1,092			0.89%		0.31%
Q5	16,354	17,143	4.8%	49,920	43,132	-13.6%	12.96%	13.78%	11.89%	12.35%
QX50	3,242	2,986	-7.9%	16,991	8,548	-49.7%	2.57%	2.40%	4.05%	2.45%
RDX	16,546	5,497	-66.8%	44,236	19,736	-55.4%	13.11%	4.42%	10.53%	5.65%
Stelvio	2,690	2,102	-21.9%	8,003	6,151	-23.1%	2.13%	1.69%	1.91%	1.76%
X3	17,720	18,453	4.1%	53,993	51,104	-5.4%	14.04%	14.83%	12.86%	14.63%
X4	2,520	1,658	-34.2%	6,871	6,630	-3.5%	2.00%	1.33%	1.64%	1.90%
XC60	10,991	8,422	-23.4%	31,583	25,754	-18.5%	8.71%	6.77%	7.52%	7.37%
XT4	567	5,838	929.6%	8,533	14,971	75.4%	0.45%	4.69%	2.03%	4.29%
<b>SEGMENT TOTAL</b>	<b>126,197</b>	<b>124,397</b>	<b>-1.4%</b>	<b>420,000</b>	<b>349,362</b>	<b>-16.8%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## LUXURY COMPACT SUV/CROSSOVER VOLUME TREND

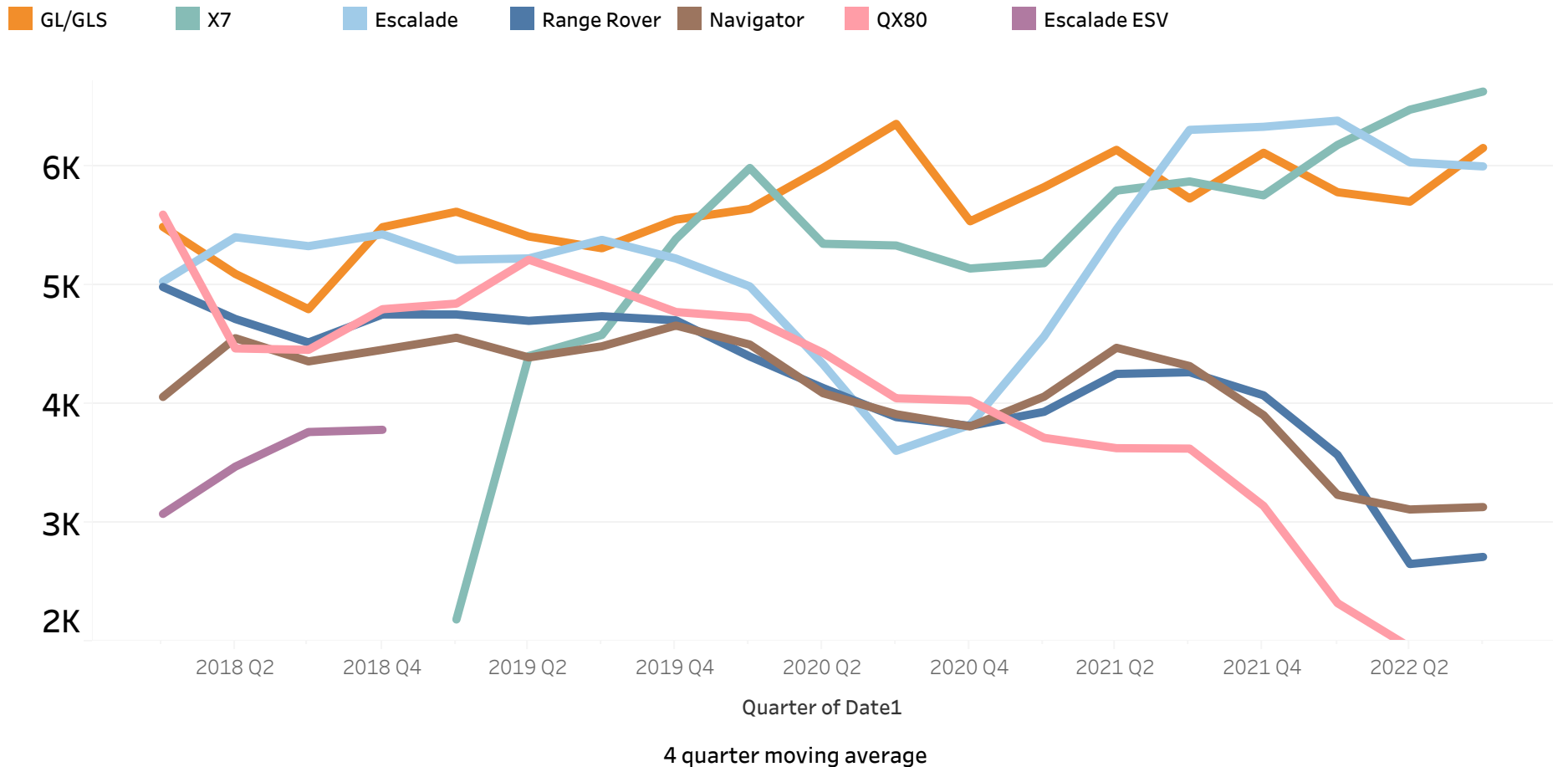




# LUXURY FULL-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Escalade	6,248	6,111	-2.2%	19,274	17,938	-6.9%	22.29%	18.53%	18.28%	17.92%
Escalade ESV	3,877	3,842	-0.9%	11,567	11,741	1.5%	13.83%	11.65%	10.97%	11.73%
GL/GLS	3,654	5,464	49.5%	17,696	17,858	0.9%	13.03%	16.57%	16.78%	17.84%
Grand Wagoneer	12	2,353	19508.3%	12	9,454	78683.3%	0.04%	7.14%	0.01%	9.44%
Land Cruiser	115	5	-95.7%	3,665	44	-98.8%	0.41%	0.02%	3.48%	0.04%
LX	519	912	75.7%	2,808	2,709	-3.5%	1.85%	2.77%	2.66%	2.71%
Navigator	3,019	3,100	2.7%	12,247	9,150	-25.3%	10.77%	9.40%	11.61%	9.14%
QX80	2,043	1,786	-12.6%	9,674	4,653	-51.9%	7.29%	5.42%	9.17%	4.65%
Range Rover	3,356	3,595	7.1%	12,050	6,602	-45.2%	11.97%	10.90%	11.43%	6.59%
X7	5,192	5,803	11.8%	16,471	19,971	21.2%	18.52%	17.60%	15.62%	19.95%
<b>SEGMENT TOTAL</b>	<b>28,035</b>	<b>32,971</b>	<b>17.6%</b>	<b>105,464</b>	<b>100,120</b>	<b>-5.1%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

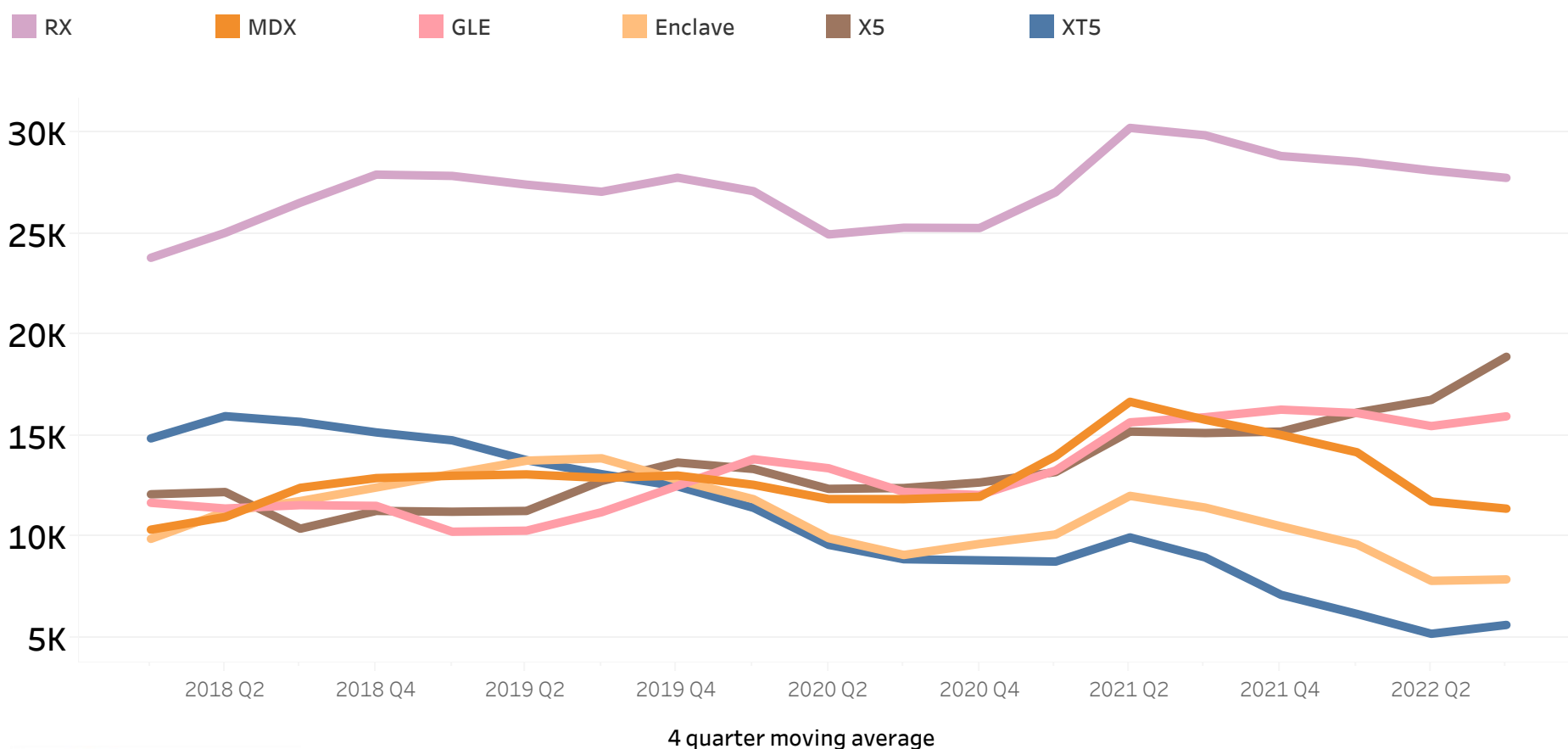
## LUXURY FULL-SIZE SUV/CROSSOVER VOLUME TREND



# LUXURY MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Aviator	3,618	5,746	58.8%	15,474	16,696	7.9%	2.44%	3.60%	3.00%	3.58%
Cayenne	4,874	6,017	23.5%	15,108	14,583	-3.5%	3.28%	3.76%	2.93%	3.13%
Defender	3,731	3,305	-11.4%	13,025	9,852	-24.4%	2.51%	2.07%	2.53%	2.11%
Discovery	1,111	261	-76.5%	2,935	938	-68.0%	0.75%	0.16%	0.57%	0.20%
Enclave	7,623	7,904	3.7%	33,336	22,814	-31.6%	5.13%	4.95%	6.47%	4.89%
G-Class	1,665	2,161	29.8%	6,236	4,547	-27.1%	1.12%	1.35%	1.21%	0.98%
GLE	11,874	13,802	16.2%	47,579	46,250	-2.8%	8.00%	8.64%	9.23%	9.92%
GV70	4,696	4,994	6.3%	5,274	13,307	152.3%	3.16%	3.12%	1.02%	2.86%
GV80	5,387	5,014	-6.9%	15,464	12,619	-18.4%	3.63%	3.14%	3.00%	2.71%
GX	8,453	8,510	0.7%	23,859	22,466	-5.8%	5.69%	5.32%	4.63%	4.82%
MDX	11,023	9,604	-12.9%	47,814	33,214	-30.5%	7.42%	6.01%	9.28%	7.13%
Nautilus/MKX	6,749	4,942	-26.8%	18,176	16,797	-7.6%	4.55%	3.09%	3.53%	3.60%
Q7	4,636	4,152	-10.4%	22,341	13,335	-40.3%	3.12%	2.60%	4.34%	2.86%
Q8	2,538	2,533	-0.2%	11,163	6,740	-39.6%	1.71%	1.58%	2.17%	1.45%
QX55	1,735	1,169	-32.6%	2,977	3,643	22.4%	1.17%	0.73%	0.58%	0.78%
QX60	68	4,549	6589.7%	4,374	10,330	136.2%	0.05%	2.85%	0.85%	2.22%
Range Rover Sport	3,134	686	-78.1%	14,509	7,486	-48.4%	2.11%	0.43%	2.82%	1.61%
Range Rover Velar	2,768	2,727	-1.5%	9,884	5,785	-41.5%	1.86%	1.71%	1.92%	1.24%
RX	27,981	26,530	-5.2%	84,625	80,299	-5.1%	18.85%	16.60%	16.42%	17.23%
X5	12,536	21,077	68.1%	41,780	56,603	35.5%	8.44%	13.19%	8.11%	12.14%
X6	2,063	3,811	84.7%	6,675	9,210	38.0%	1.39%	2.38%	1.30%	1.98%
XC90	10,116	8,049	-20.4%	30,098	25,281	-16.0%	6.81%	5.04%	5.84%	5.42%
XT5	5,506	7,260	31.9%	24,852	18,894	-24.0%	3.71%	4.54%	4.82%	4.05%
XT6	4,581	5,013	9.4%	17,722	14,392	-18.8%	3.09%	3.14%	3.44%	3.09%
SEGMENT TOTAL	148,466	159,816	7.6%	515,280	466,081	-9.5%	100.00%	100.00%	100.00%	100.00%

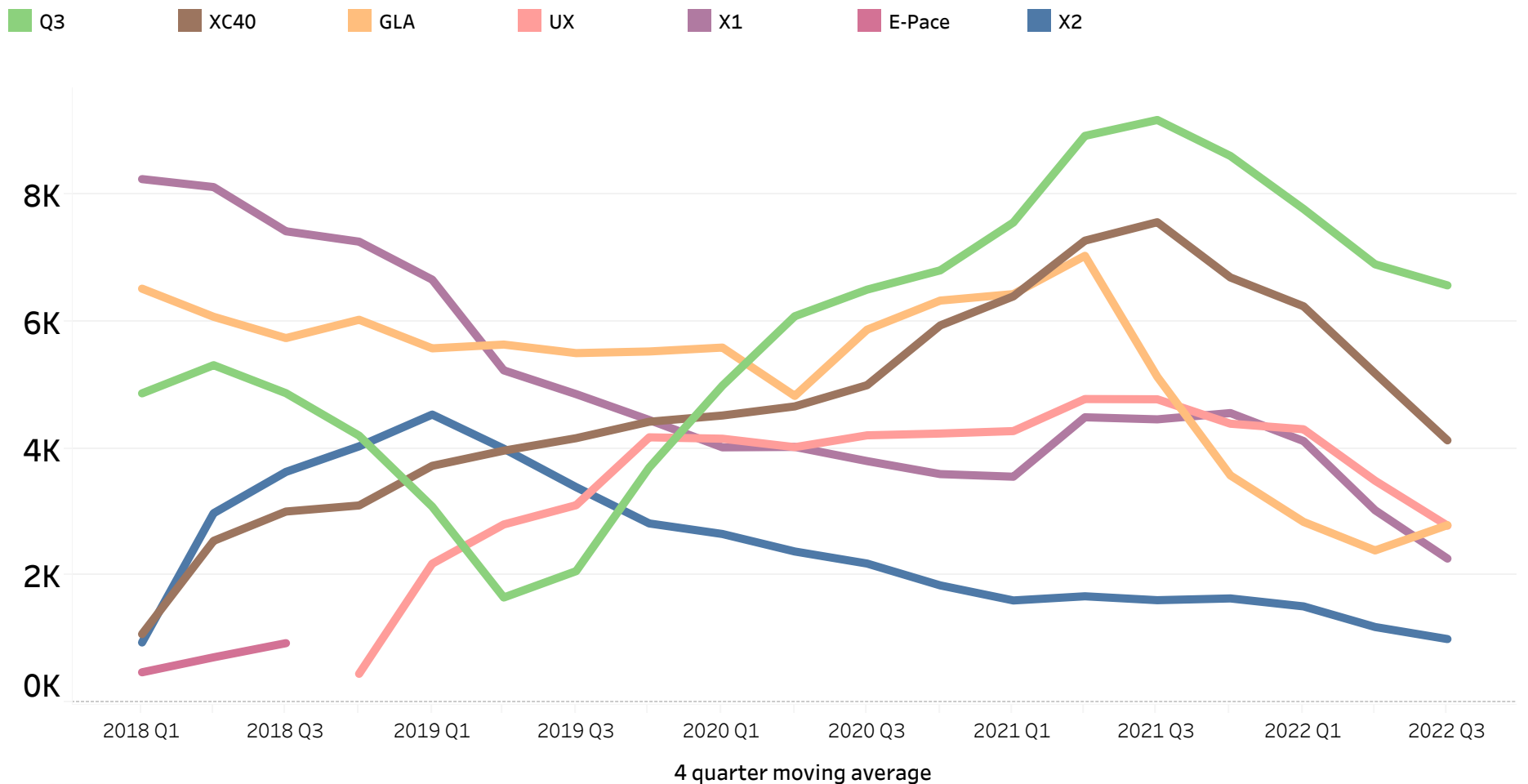
## LUXURY MID-SIZE SUV/CROSSOVER VOLUME TREND



## LUXURY SUBCOMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
E-Pace	368	27	-92.7%	1,948	701	-64.0%	1.37%	0.17%	2.05%	1.29%
GLA	1,087	2,682	146.7%	11,704	8,568	-26.8%	4.06%	16.92%	12.29%	15.80%
Q3	8,337	7,010	-15.9%	26,782	18,624	-30.5%	31.12%	44.23%	28.13%	34.34%
UX	4,753	1,921	-59.6%	14,277	7,850	-45.0%	17.74%	12.12%	15.00%	14.47%
X1	3,513	465	-86.8%	13,535	4,359	-67.8%	13.11%	2.93%	14.22%	8.04%
X2	1,506	746	-50.5%	4,873	2,311	-52.6%	5.62%	4.71%	5.12%	4.26%
XC40	7,223	2,998	-58.5%	22,089	11,819	-46.5%	26.96%	18.92%	23.20%	21.79%
<b>SEGMENT TOTAL</b>	<b>26,787</b>	<b>15,849</b>	<b>-40.8%</b>	<b>95,208</b>	<b>54,232</b>	<b>-43.0%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## LUXURY SUBCOMPACT SUV/CROSSOVER VOLUME TREND

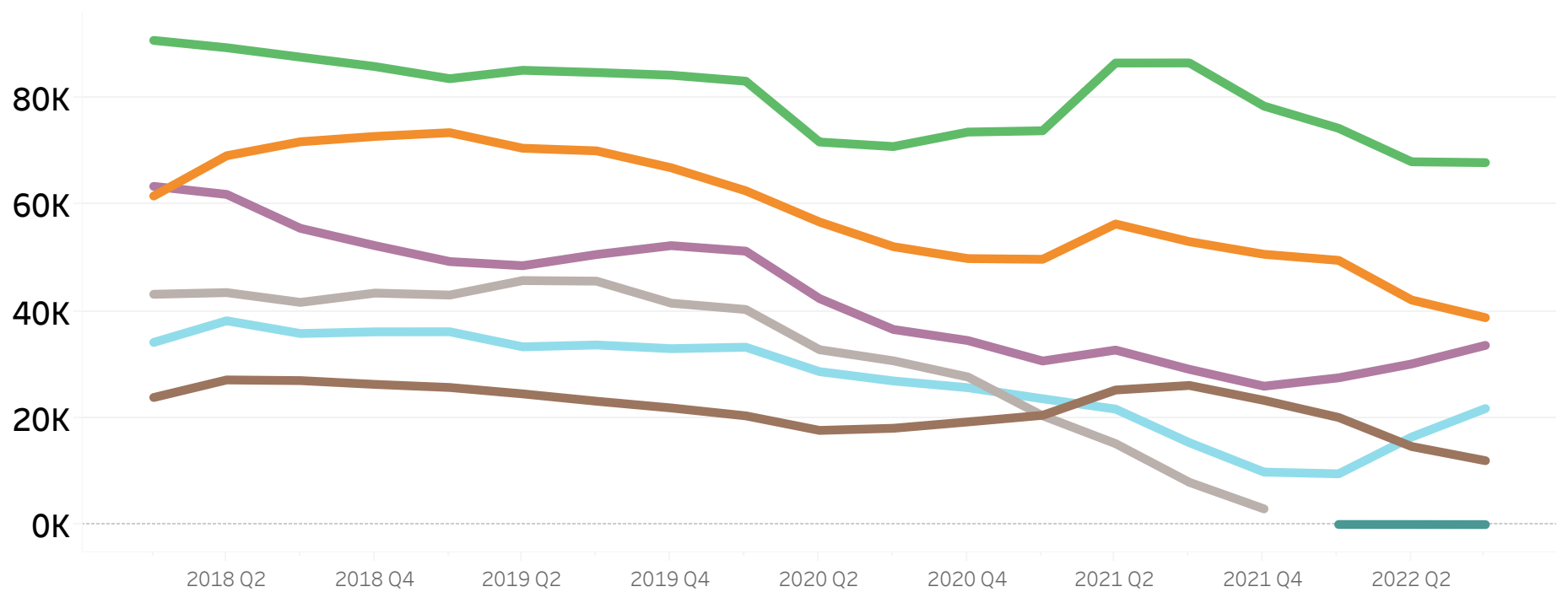


## MID-SIZE CAR

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
<b>200</b>	2	0	-100.0%	5	2	-60.0%	0.00%	0.00%	0.00%	0.00%
<b>Accord</b>	43,281	30,041	-30.6%	157,988	110,463	-30.1%	21.62%	15.30%	21.42%	17.83%
<b>Altima</b>	13,578	27,512	102.6%	75,508	106,122	40.5%	6.78%	14.01%	10.24%	17.13%
<b>Camry</b>	79,098	78,478	-0.8%	256,769	214,403	-16.5%	39.50%	39.96%	34.82%	34.61%
<b>CC</b>	0	0		3	1	-66.7%	0.00%	0.00%	0.00%	0.00%
<b>Fusion</b>	225		-100.0%	11,678		-100.0%	0.11%		1.58%	
<b>K5</b>	22,305	18,251	-18.2%	73,354	53,562	-27.0%	11.14%	9.29%	9.95%	8.65%
<b>Legacy</b>	5,774	4,824	-16.5%	18,695	17,159	-8.2%	2.88%	2.46%	2.53%	2.77%
<b>Malibu</b>	269	21,630	7940.9%	32,155	79,799	148.2%	0.13%	11.01%	4.36%	12.88%
<b>Mazda6</b>	4,245	1	-100.0%	14,271	335	-97.7%	2.12%	0.00%	1.94%	0.05%
<b>Optima</b>	47	0	-100.0%	118	1	-99.2%	0.02%	0.00%	0.02%	0.00%
<b>Passat</b>	5,137	8	-99.8%	16,504	2,416	-85.4%	2.57%	0.00%	2.24%	0.39%
<b>Sonata</b>	26,262	15,643	-40.4%	80,460	35,238	-56.2%	13.12%	7.97%	10.91%	5.69%
<b>SEGMENT TOTAL</b>	200,223	196,388	-1.9%	737,508	619,501	-16.0%	100.00%	100.00%	100.00%	100.00%

### MID-SIZE CAR VOLUME TREND

■ Camry   
 ■ Accord   
 ■ Altima   
 ■ Sonata   
 ■ Fusion   
 ■ Malibu   
 ■ Optima



4 quarter moving average



Source: Kelley Blue Book data



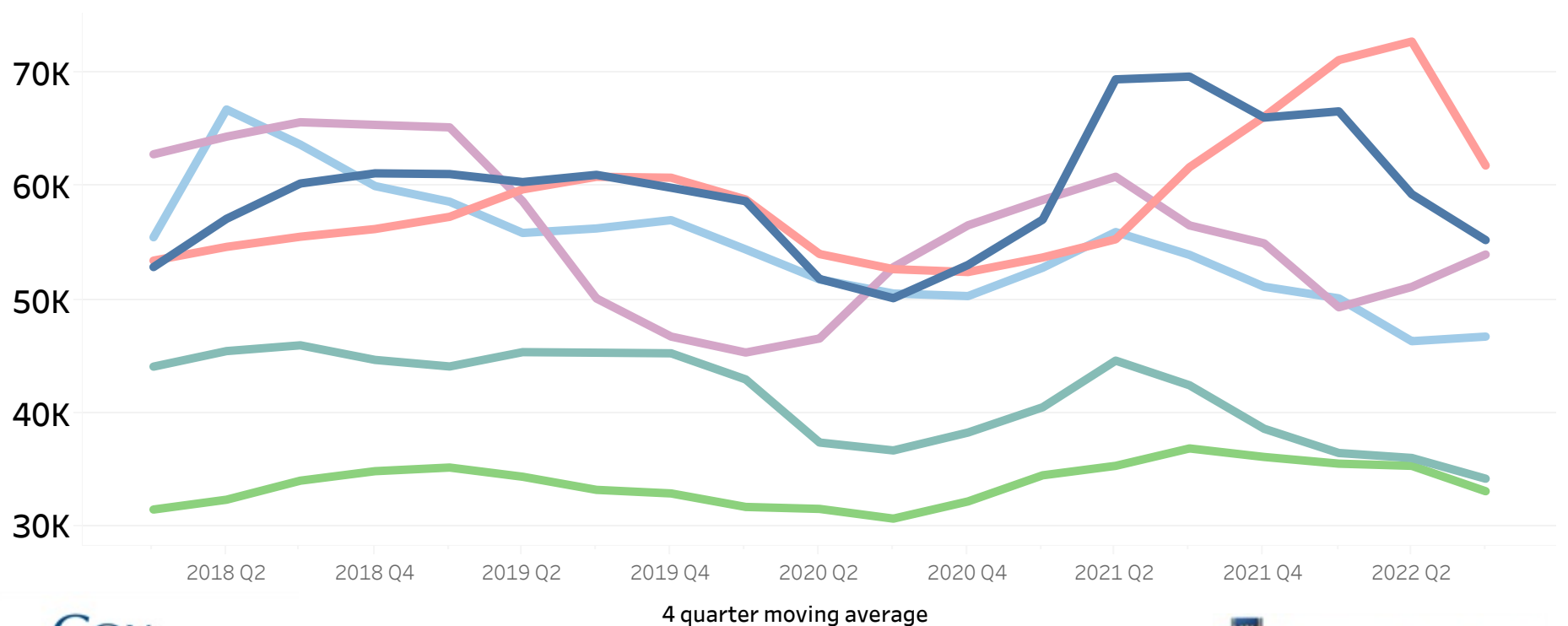


# MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q3			YTD		QTR		YTD		
	2021	2022		2021	2022	2021	2022	2021	2022	
4Runner	35,526	26,590	-25.2%	105,475	93,419	-11.4%	5.77%	4.58%	5.19%	5.09%
Acadia	9,457	14,406	52.3%	55,679	39,072	-29.8%	1.54%	2.48%	2.74%	2.13%
Ascent	14,670	15,091	2.9%	43,043	46,022	6.9%	2.38%	2.60%	2.12%	2.51%
Atlas	13,659	16,884	23.6%	57,728	43,525	-24.6%	2.22%	2.91%	2.84%	2.37%
Atlas Cross Sport	9,259	8,903	-3.8%	35,087	22,674	-35.4%	1.50%	1.53%	1.73%	1.24%
Blazer	10,484	17,511	67.0%	50,339	50,615	0.5%	1.70%	3.01%	2.48%	2.76%
Bronco	9,403	31,545	235.5%	10,204	86,387	746.6%	1.53%	5.43%	0.50%	4.71%
CX-9	8,534	7,289	-14.6%	28,799	23,469	-18.5%	1.39%	1.25%	1.42%	1.28%
Durango	14,516	19,104	31.6%	52,931	39,543	-25.3%	2.36%	3.29%	2.60%	2.16%
Edge	15,596	16,170	3.7%	54,951	67,623	23.1%	2.53%	2.78%	2.70%	3.69%
Explorer	41,933	53,326	27.2%	160,174	156,243	-2.5%	6.81%	9.18%	7.88%	8.52%
Grand Cherokee	81,803	38,176	-53.3%	189,727	172,545	-9.1%	13.29%	6.57%	9.33%	9.41%
Highlander	63,184	47,048	-25.5%	207,564	164,451	-20.8%	10.27%	8.10%	10.21%	8.97%
Journey	1,062	31	-97.1%	13,827	187	-98.6%	0.17%	0.01%	0.68%	0.01%
Murano	12,268	5,578	-54.5%	39,287	22,377	-43.0%	1.99%	0.96%	1.93%	1.22%
Outback	35,359	28,063	-20.6%	122,978	105,404	-14.3%	5.74%	4.83%	6.05%	5.75%
Outlander	11,610	7,184	-38.1%	22,924	31,613	37.9%	1.89%	1.24%	1.13%	1.72%
Palisade	21,172	20,119	-5.0%	64,673	63,756	-1.4%	3.44%	3.46%	3.18%	3.48%
Passport	15,320	10,509	-31.4%	42,014	30,611	-27.1%	2.49%	1.81%	2.07%	1.67%
Pathfinder	15,333	13,304	-13.2%	28,885	37,582	30.1%	2.49%	2.29%	1.42%	2.05%
Pilot	38,107	27,517	-27.8%	114,667	73,952	-35.5%	6.19%	4.74%	5.64%	4.03%
Santa Fe	26,546	28,234	6.4%	89,656	86,129	-3.9%	4.31%	4.86%	4.41%	4.70%
Sorento	13,942	25,555	83.3%	62,255	64,600	3.8%	2.27%	4.40%	3.06%	3.52%
Telluride	25,286	25,403	0.5%	70,724	72,296	2.2%	4.11%	4.37%	3.48%	3.94%
Touareg	2		-100.0%	6		-100.0%	0.00%		0.00%	
Traverse	10,767	25,388	135.8%	94,198	69,694	-26.0%	1.75%	4.37%	4.63%	3.80%
Venza	14,659	4,465	-69.5%	50,493	23,131	-54.2%	2.38%	0.77%	2.48%	1.26%
Wrangler	46,043	47,659	3.5%	164,709	147,156	-10.7%	7.48%	8.20%	8.10%	8.02%
SEGMENT TOTAL	615,500	581,052	-5.6%	2,032,997	1,834,076	-9.8%	100.00%	100.00%	100.00%	100.00%

## MID-SIZE SUV/CROSSOVER VOLUME TREND

Highlander Grand Cherokee Explorer Wrangler Outback 4Runner



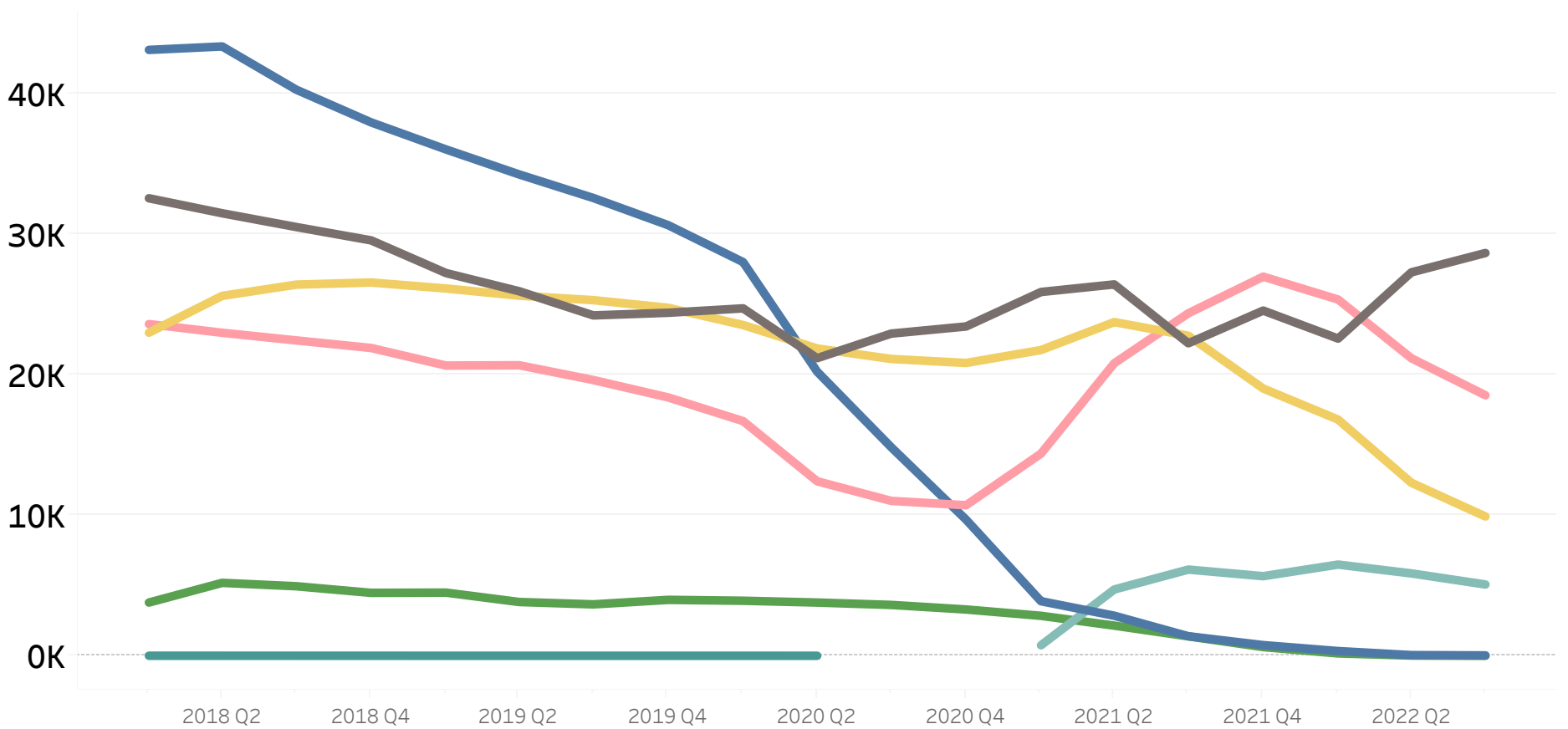
Source: Kelley Blue Book data

# MINIVAN

	SALES			SALES			Market Share			
	Q3			YTD			2021		2022	
	2021	2022	%	2021	2022	%	QTR	YTD	QTR	YTD
Caravan	89	5	-94.4%	2,956	26	-99.1%	0.13%	1.26%	0.01%	0.02%
Carnival	8,978	5,822	-35.2%	18,417	16,053	-12.8%	13.45%	7.86%	11.93%	9.30%
Odyssey	19,885	10,283	-48.3%	67,441	30,992	-54.0%	29.79%	28.79%	21.07%	17.95%
Pacifica	11,931	17,439	46.2%	59,502	75,902	27.6%	17.87%	25.40%	35.74%	43.97%
Sedona	61	0	-100.0%	2,481	7	-99.7%	0.09%	1.06%	0.00%	0.00%
Sienna	25,805	15,249	-40.9%	83,447	49,658	-40.5%	38.66%	35.62%	31.25%	28.76%
<b>SEGMENT TOTAL</b>	<b>66,749</b>	<b>48,798</b>	<b>-26.9%</b>	<b>234,244</b>	<b>172,638</b>	<b>-26.3%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## MINIVAN VOLUME TREND

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

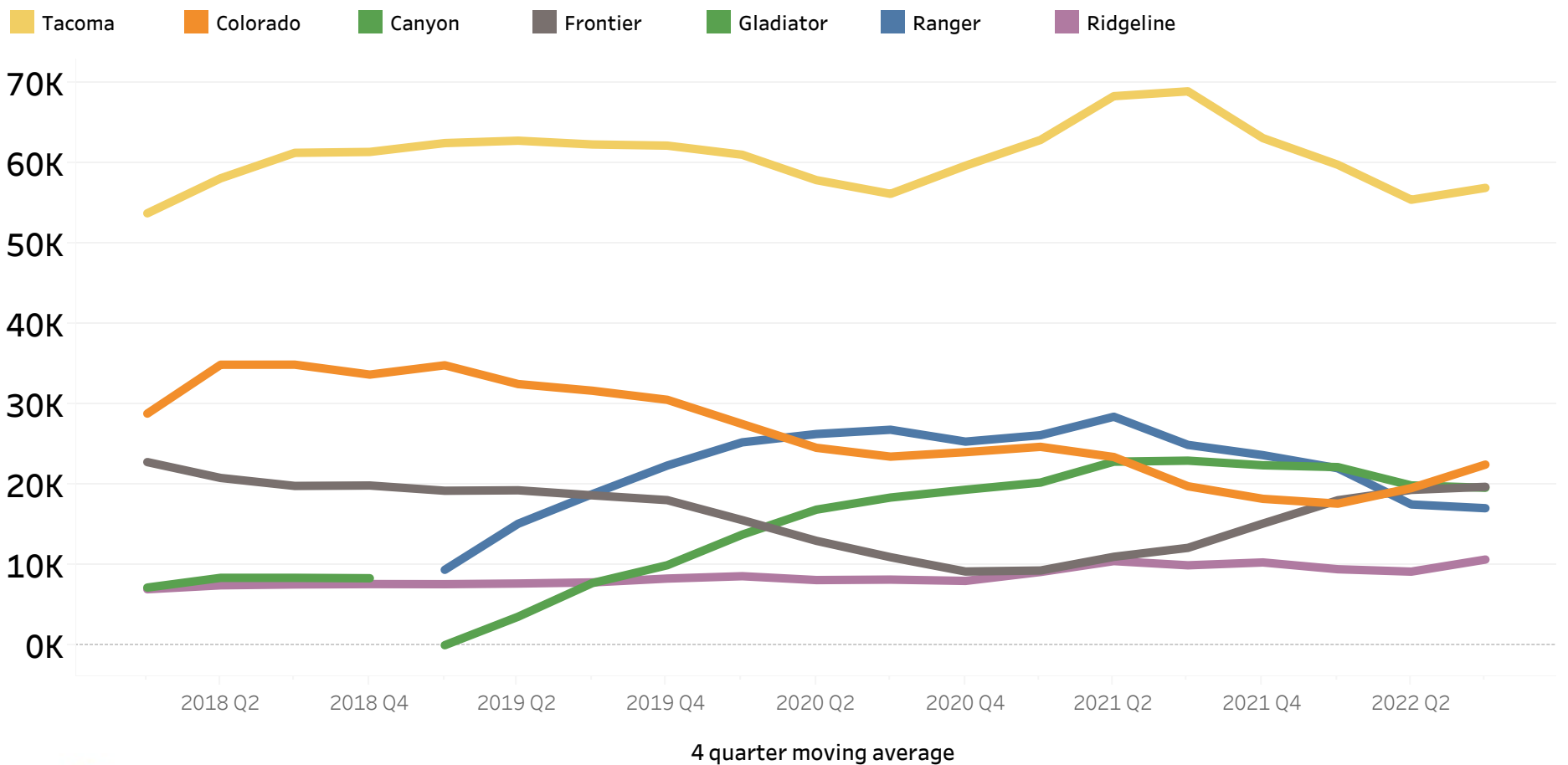


4 quarter moving average

## SMALL/MID-SIZE PICKUP TRUCK

Model	SALES			SALES			Market Share			
	Q3			YTD			2021		2022	
	2021	2022	41.4%	2021	2022	19.1%	QTR	YTD	QTR	YTD
Canyon	5,479	7,750	41.4%	17,970	21,411	19.1%	3.96%	3.69%	4.29%	3.97%
Colorado	12,696	24,405	92.2%	51,555	68,595	33.1%	9.19%	10.59%	13.51%	12.71%
Frontier	11,667	13,187	13.0%	38,059	56,353	48.1%	8.44%	7.82%	7.30%	10.44%
Gladiator	22,674	21,511	-5.1%	71,458	60,268	-15.7%	16.41%	14.68%	11.90%	11.17%
Maverick	506	13,049	2478.9%	506	51,802	10137.5%	0.37%	0.10%	7.22%	9.60%
Ranger	14,335	12,453	-13.1%	72,706	46,293	-36.3%	10.37%	14.94%	6.89%	8.58%
Ridgeline	6,502	12,515	92.5%	30,872	32,312	4.7%	4.71%	6.34%	6.93%	5.99%
Santa Cruz	2,993	8,600	187.3%	2,993	26,803	795.5%	2.17%	0.61%	4.76%	4.97%
Tacoma	61,335	67,224	9.6%	200,631	175,872	-12.3%	44.39%	41.22%	37.20%	32.59%
<b>SEGMENT TOTAL</b>	<b>138,187</b>	<b>180,694</b>	<b>30.8%</b>	<b>486,750</b>	<b>539,709</b>	<b>10.9%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

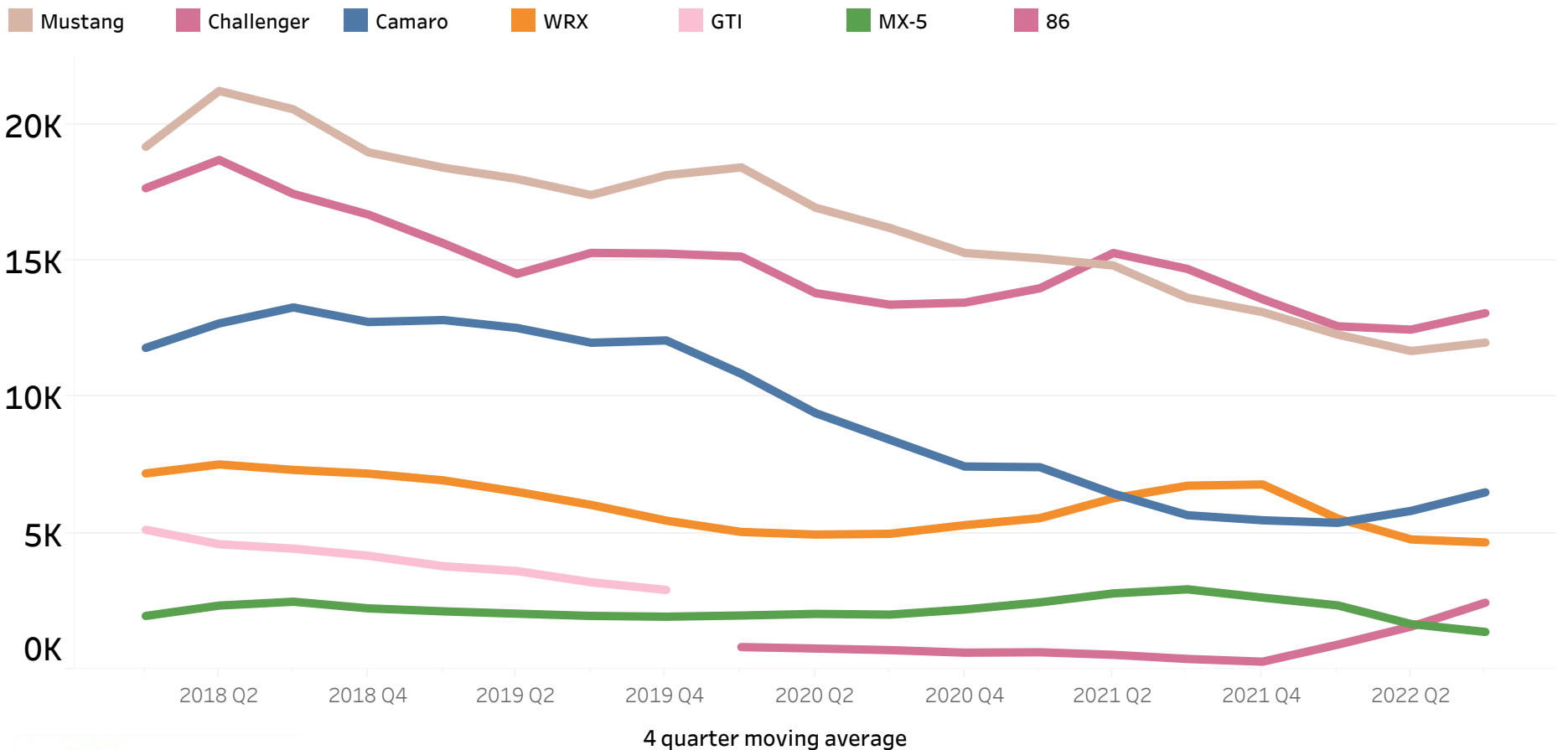
### SMALL/MID-SIZE PICKUP TRUCK VOLUME TREND



# SPORTS CAR

Model	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
4C	9	-100.0%		76	1	-98.7%	0.02%		0.05%	0.00%
86		3,514		1,044	9,691	828.3%	0.02%	6.47%	0.72%	6.86%
124 Spider	59	17	-71.2%	932	24	-97.4%	0.14%	0.03%	0.64%	0.02%
370Z	3	86	2766.7%	36	86	138.9%	0.01%	0.16%	0.02%	0.06%
Boxster	516	343	-33.5%	1,480	1,184	-20.0%	1.25%	0.63%	1.02%	0.84%
BRZ		767		722	2,430	236.6%	0.00%	1.41%	0.50%	1.72%
Camaro	5,203	7,922	52.3%	15,084	19,177	27.1%	12.58%	14.58%	10.37%	13.57%
Cayman	237	339	43.0%	1,685	1,242	-26.3%	0.57%	0.62%	1.16%	0.88%
Challenger	13,994	16,412	17.3%	44,142	42,094	-4.6%	33.84%	30.20%	30.34%	29.79%
Integra		4,542			6,038			8.36%		4.27%
Mustang	9,115	10,354	13.6%	41,065	36,598	-10.9%	22.04%	19.05%	28.23%	25.90%
MX-5	2,931	1,772	-39.5%	9,608	4,572	-52.4%	7.09%	3.26%	6.60%	3.24%
Supra	1,277	1,171	-8.3%	5,825	3,855	-33.8%	3.09%	2.15%	4.00%	2.73%
TT	213	156	-26.8%	825	401	-51.4%	0.52%	0.29%	0.57%	0.28%
WRX	6,948	6,510	-6.3%	21,220	12,722	-40.0%	16.80%	11.98%	14.59%	9.00%
Z4	833	447	-46.3%	1,724	1,203	-30.2%	2.01%	0.82%	1.19%	0.85%
<b>SEGMENT TOTAL</b>	<b>41,338</b>	<b>54,352</b>	<b>31.5%</b>	<b>145,468</b>	<b>141,318</b>	<b>-2.9%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## SPORTS CAR VOLUME TREND

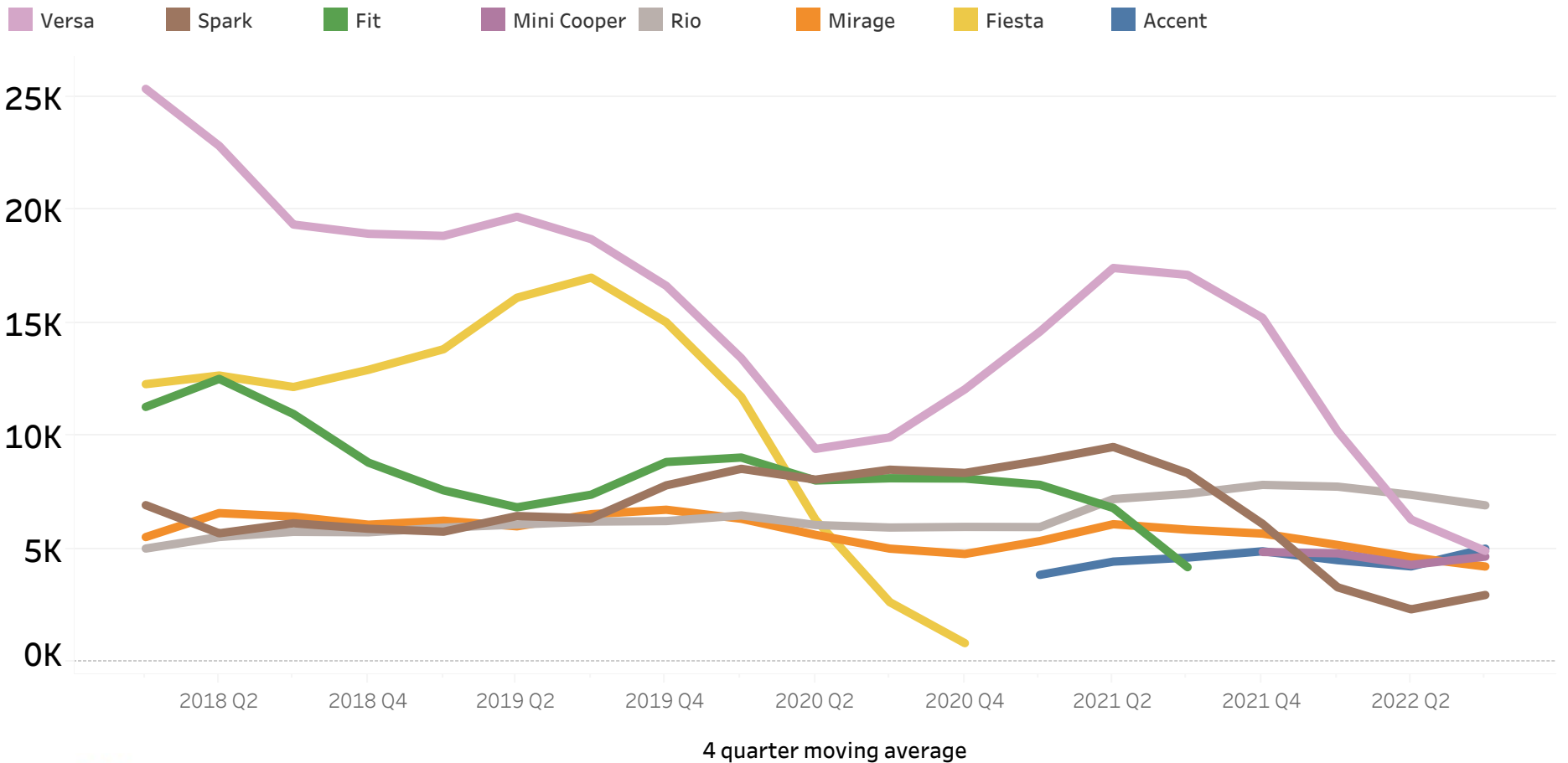




## SUBCOMPACT CAR

Model	SALES			SALES			Market Share			
	Q3		%	YTD		%	QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
500	6	7	16.7%	18	8	-55.6%	0.02%	0.02%	0.01%	0.01%
Accent	4,732	7,869	66.3%	14,836	15,299	3.1%	13.96%	24.66%	9.53%	18.76%
Fit	22		-100.0%	8,695		-100.0%	0.06%		5.59%	
Mini Cooper	3,992	5,452	36.6%	14,266	13,449	-5.7%	11.78%	17.08%	9.17%	16.49%
Mirage	4,867	3,228	-33.7%	18,589	12,763	-31.3%	14.36%	10.11%	11.94%	15.65%
Rio	7,222	5,362	-25.8%	23,895	20,280	-15.1%	21.31%	16.80%	15.35%	24.86%
Sonic	51		-100.0%	1,563	6	-99.6%	0.15%		1.00%	0.01%
Spark	3,748	6,288	67.8%	23,007	10,426	-54.7%	11.06%	19.70%	14.78%	12.78%
Versa	9,248	3,709	-59.9%	50,569	9,335	-81.5%	27.29%	11.62%	32.49%	11.44%
Yaris	3		-100.0%	109		-100.0%	0.01%		0.07%	
Yaris iA	1		-100.0%	96		-100.0%	0.00%		0.06%	
<b>SEGMENT TOTAL</b>	<b>33,892</b>	<b>31,915</b>	<b>-5.8%</b>	<b>155,643</b>	<b>81,566</b>	<b>-47.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

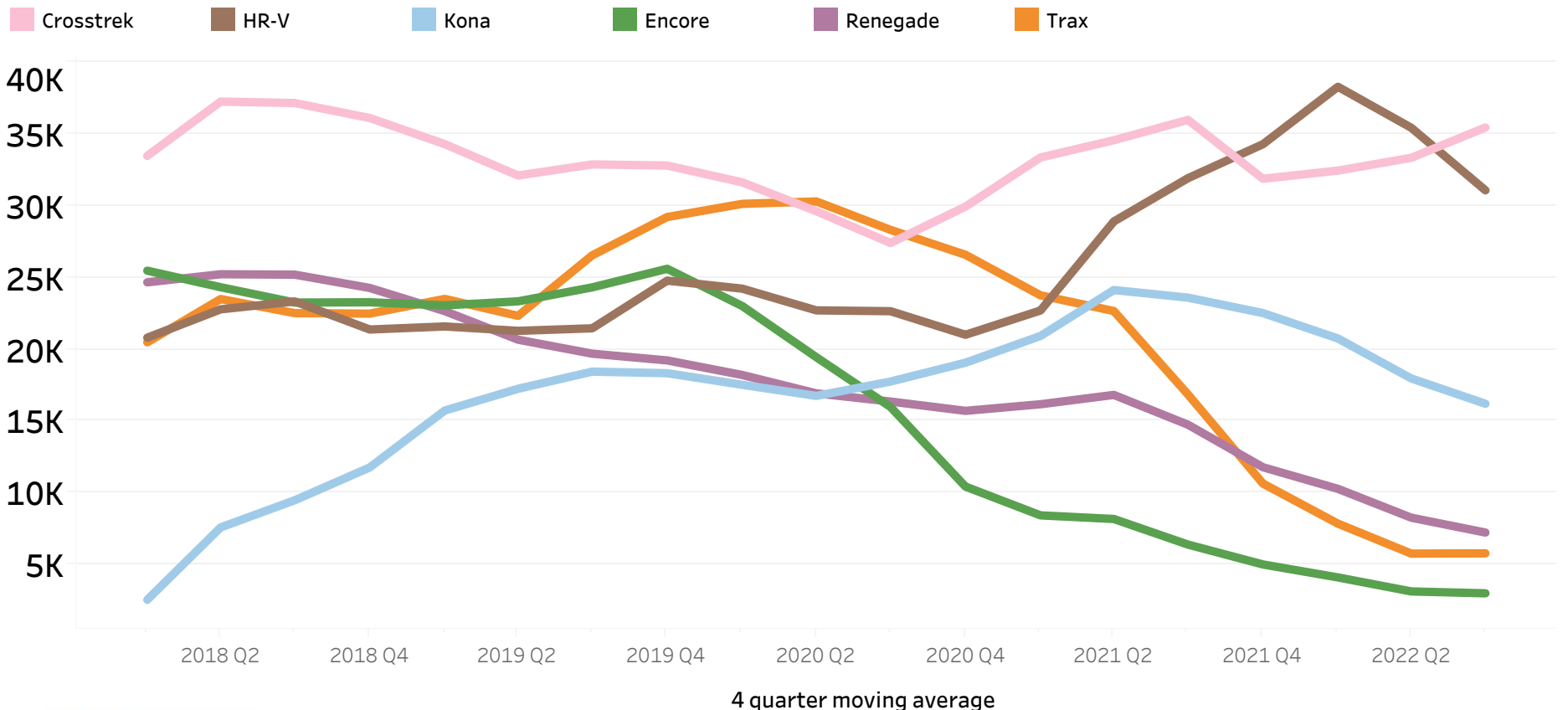
### SUBCOMPACT CAR VOLUME TREND



# SUBCOMPACT SUV/CROSSOVER

Model	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
500X	312	179	-42.6%	980	757	-22.8%	0.12%	0.08%	0.11%	0.11%
Bronco Sport	20,690	21,427	3.6%	81,204	79,976	-1.5%	7.75%	9.28%	9.02%	11.32%
C-HR	7,945	1,233	-84.5%	32,388	10,313	-68.2%	2.98%	0.53%	3.60%	1.46%
Countryman	2,453	1,726	-29.6%	7,804	5,736	-26.5%	0.92%	0.75%	0.87%	0.81%
Crosstrek	36,853	45,294	22.9%	101,067	115,344	14.1%	13.80%	19.62%	11.22%	16.33%
CX-3	1,059		-100.0%	5,099		-100.0%	0.40%		0.57%	
CX-30	13,570	15,660	15.4%	47,474	37,387	-21.2%	5.08%	6.78%	5.27%	5.29%
CX-50		8,589			13,376			3.72%		1.89%
EcoSport	8,190	8,262	0.9%	34,494	26,186	-24.1%	3.07%	3.58%	3.83%	3.71%
Encore	4,012	3,487	-13.1%	19,267	11,231	-41.7%	1.50%	1.51%	2.14%	1.59%
Encore GX	16,500	9,825	-40.5%	61,179	24,296	-60.3%	6.18%	4.26%	6.79%	3.44%
HR-V	36,957	19,539	-47.1%	105,398	92,555	-12.2%	13.84%	8.46%	11.70%	13.10%
Kicks	20,773	10,520	-49.4%	64,735	45,120	-30.3%	7.78%	4.56%	7.19%	6.39%
Kona	19,932	12,893	-35.3%	70,928	45,680	-35.6%	7.46%	5.59%	7.88%	6.47%
Outlander Sport	4,739	3,721	-21.5%	28,722	12,317	-57.1%	1.77%	1.61%	3.19%	1.74%
Renegade	10,663	6,523	-38.8%	41,957	23,776	-43.3%	3.99%	2.83%	4.66%	3.37%
Seltos	10,167	12,416	22.1%	42,352	32,182	-24.0%	3.81%	5.38%	4.70%	4.56%
Taos	13,104	18,880	44.1%	18,043	46,835	159.6%	4.91%	8.18%	2.00%	6.63%
Trailblazer	25,531	17,388	-31.9%	73,898	41,932	-43.3%	9.56%	7.53%	8.20%	5.94%
Trax	6,259	6,329	1.1%	41,306	21,882	-47.0%	2.34%	2.74%	4.59%	3.10%
Venue	7,308	6,954	-4.8%	22,358	19,605	-12.3%	2.74%	3.01%	2.48%	2.78%
<b>SEGMENT TOTAL</b>	<b>267,017</b>	<b>230,845</b>	<b>-13.5%</b>	<b>900,653</b>	<b>706,486</b>	<b>-21.6%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## SUBCOMPACT SUV/CROSSOVER VOLUME TREND



# VAN

Model	SALES			SALES			Market Share			
	Q3			YTD			2021		2022	
	2021	2022	%	2021	2022	%	QTR	YTD	QTR	YTD
E-Series	9,132	9,686	6.1%	26,467	22,223	-16.0%	9.75%	8.78%	9.46%	8.33%
Express	7,160	14,981	109.2%	36,589	36,528	-0.2%	7.65%	12.13%	14.63%	13.69%
Metris	642	612	-4.7%	1,510	1,949	29.1%	0.69%	0.50%	0.60%	0.73%
NV	1,925		-100.0%	11,297	3	-100.0%	2.06%	3.75%		0.00%
NV200	4,347		-100.0%	16,919	134	-99.2%	4.64%	5.61%		0.05%
ProMaster	20,168	16,742	-17.0%	49,177	42,031	-14.5%	21.54%	16.31%	16.35%	15.75%
ProMaster City	2,868	4,448	55.1%	11,461	10,201	-11.0%	3.06%	3.80%	4.34%	3.82%
Savana	2,215	8,681	291.9%	13,506	18,469	36.7%	2.37%	4.48%	8.48%	6.92%
Sprinter	15,413	14,681	-4.7%	36,257	46,762	29.0%	16.46%	12.02%	14.34%	17.53%
Transit	27,086	26,505	-2.1%	78,799	68,333	-13.3%	28.93%	26.13%	25.88%	25.61%
Transit Connect	2,681	6,076	126.6%	19,621	20,183	2.9%	2.86%	6.51%	5.93%	7.56%
<b>SEGMENT TOTAL</b>	<b>93,637</b>	<b>102,412</b>	<b>9.4%</b>	<b>301,603</b>	<b>266,816</b>	<b>-11.5%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## VAN VOLUME TREND

