



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

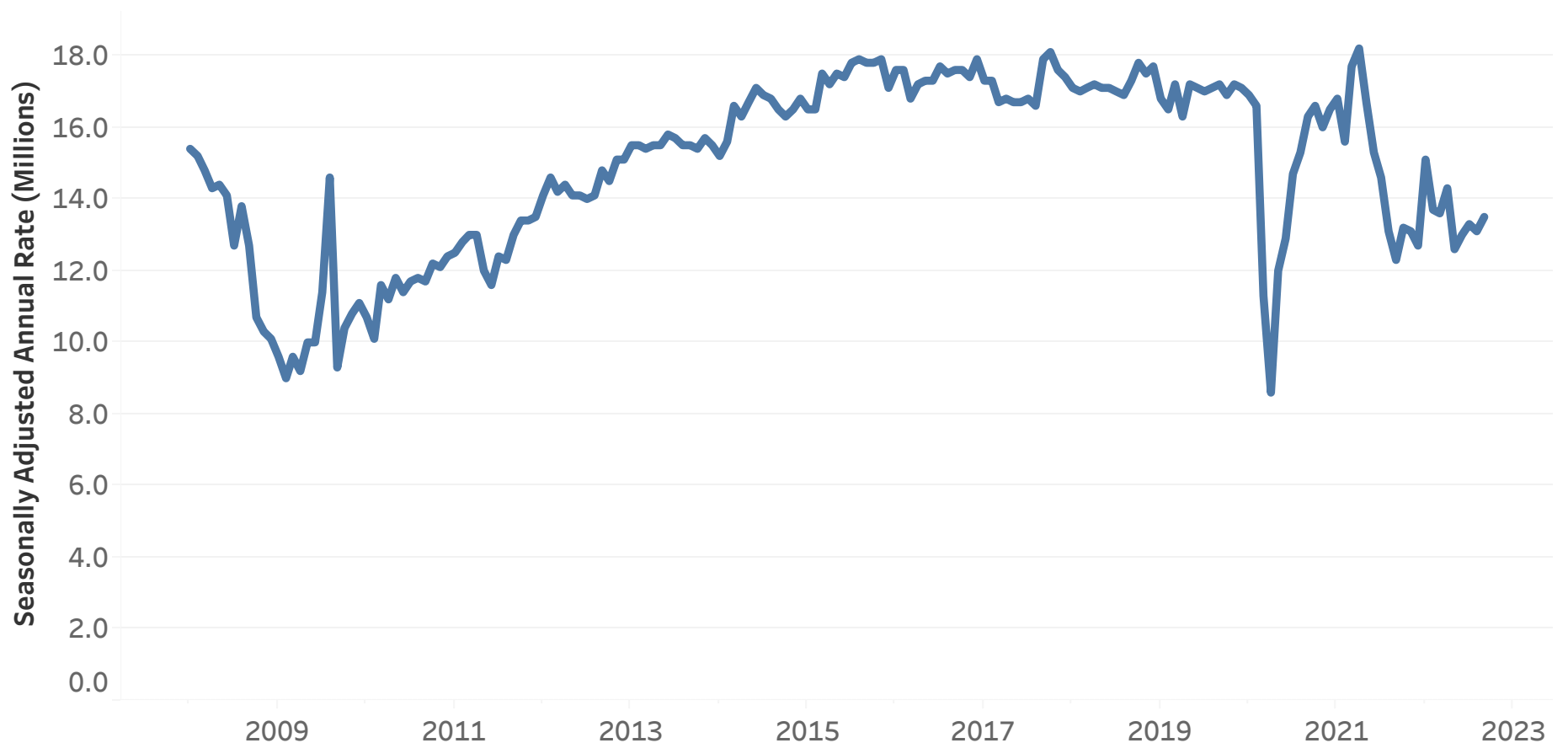
BRAND SUMMARY

	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%
Grand Total	3,414,556	3,418,718	0.1%	11,761,696	10,274,102	-12.6%	100.00%	100.00%	100.00%	100.00%

MANUFACTURER SUMMARY

	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
BMW	82,064	85,209	3.8%	265,683	249,835	-6.0%	2.40%	2.49%	2.26%	2.43%
Daimler	71,185	87,682	23.2%	253,543	262,456	3.5%	2.08%	2.56%	2.16%	2.55%
Ford Motor Company	397,644	461,424	16.0%	1,387,615	1,371,156	-1.2%	11.65%	13.50%	11.80%	13.35%
Geely Auto Group	32,436	24,532	-24.4%	96,456	78,854	-18.2%	0.95%	0.72%	0.82%	0.77%
General Motors	443,117	551,976	24.6%	1,766,219	1,639,737	-7.2%	12.98%	16.15%	15.02%	15.96%
Honda Motor Company	345,914	222,050	-35.8%	1,179,424	728,257	-38.3%	10.13%	6.50%	10.03%	7.09%
Hyundai Motor Group	370,536	384,451	3.8%	1,175,480	1,087,326	-7.5%	10.85%	11.25%	9.99%	10.58%
Lucid Motors		654			1,596			0.02%		0.02%
Mazda Motor Corporation	84,046	72,589	-13.6%	273,213	215,392	-21.2%	2.46%	2.12%	2.32%	2.10%
Renault-Nissan-Mitsubishi Alliance	222,754	170,868	-23.3%	859,832	603,392	-29.8%	6.52%	5.00%	7.31%	5.87%
Rivian		6,584			12,278		0.00%	0.19%	0.00%	0.12%
Stellantis	410,917	385,665	-6.1%	1,365,880	1,199,407	-12.2%	12.03%	11.28%	11.61%	11.67%
Subaru Corporation	141,552	137,320	-3.0%	462,802	401,115	-13.3%	4.15%	4.02%	3.93%	3.90%
Tata Motors	19,064	16,002	-16.1%	75,279	46,740	-37.9%	0.56%	0.47%	0.64%	0.45%
Tesla Motors	91,693	131,024	42.9%	237,223	390,814	64.7%	2.69%	3.83%	2.02%	3.80%
Toyota Motor Corporation	566,005	526,020	-7.1%	1,857,884	1,571,717	-15.4%	16.58%	15.39%	15.80%	15.30%
Volkswagen Group	135,629	154,668	14.0%	505,163	414,030	-18.0%	3.97%	4.52%	4.29%	4.03%
INDUSTRY TOTAL	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	194,147	69.2%	321,546	549,131	70.8%	3.36%	5.68%	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	32,694	16.6%	105,464	99,843	-5.3%	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%
INDUSTRY TOTAL	3,414,557	3,418,718	0.1%	11,761,697	10,274,102	-12.6%	100.00%	100.00%	100.00%	100.00%

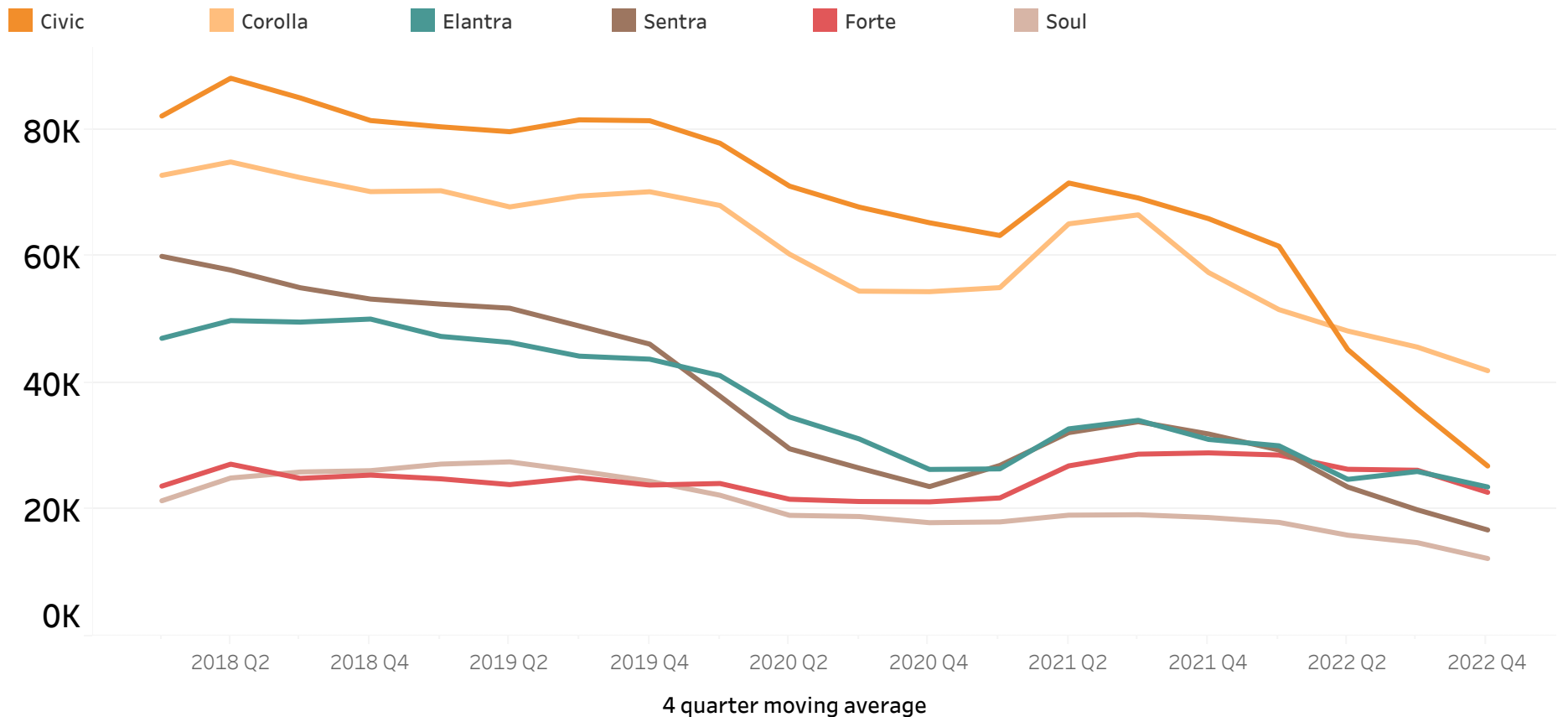
	SALES			SALES			Market Share			
	Q3			YTD			QTR		YTD	
	2021	2022		2021	2022		2021	2022	2021	2022
Car	843,399	818,188	-3.0%	2,892,414	2,458,220	-15.0%	24.70%	23.92%	24.59%	23.91%
SUV	1,778,307	1,779,216	0.1%	6,190,844	5,363,025	-13.4%	52.08%	52.05%	52.64%	52.21%
Truck	632,465	669,774	5.9%	2,142,591	2,013,060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

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

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%
SEGMENT TOTAL	268,487	208,564	-22.3%	921,140	627,868	-31.8%	100.00%	100.00%	100.00%	100.00%

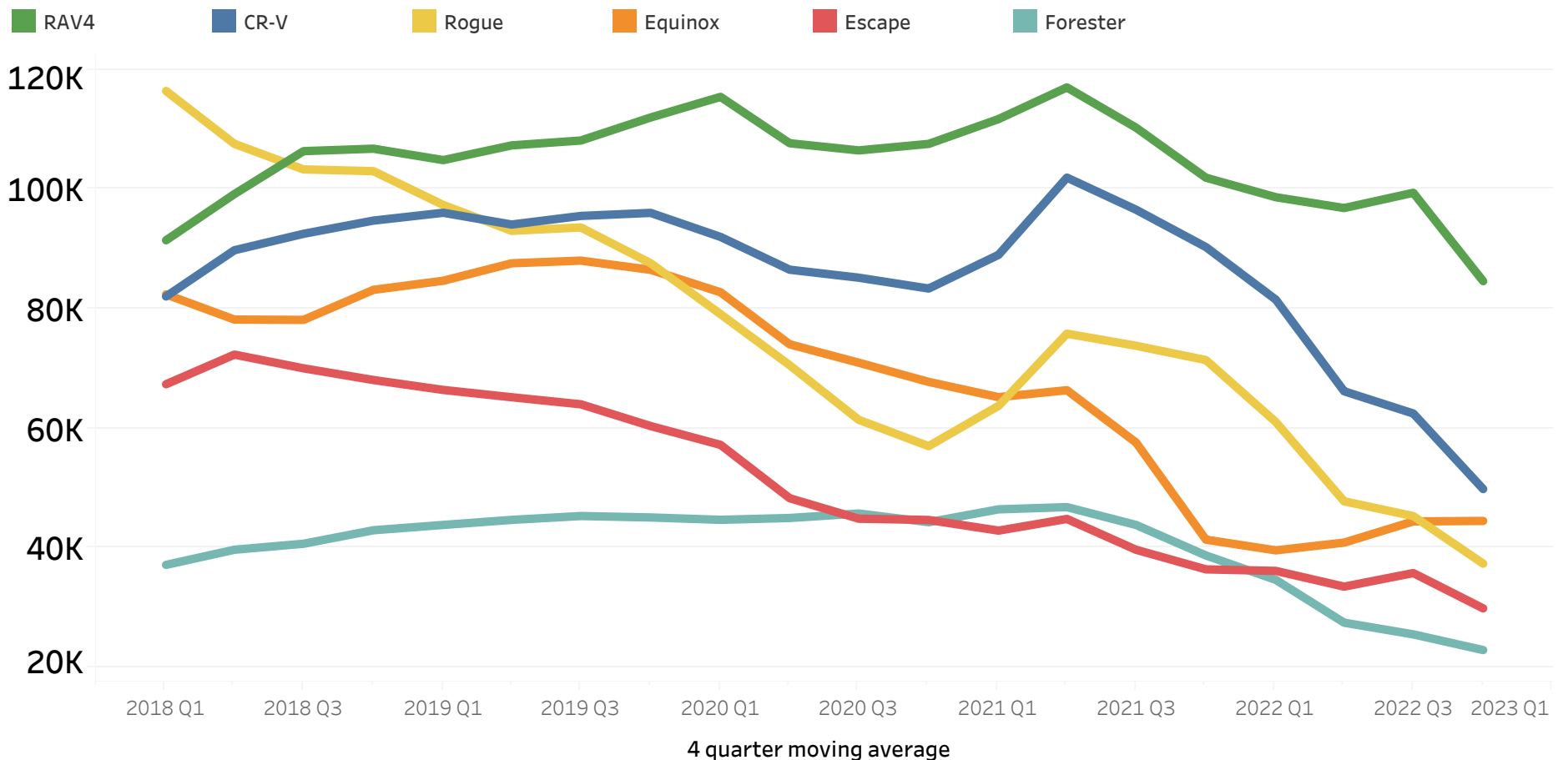
COMPACT CAR VOLUME TREND



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%	78,750	30,852	-60.8%	2.38%	2.19%	4.29%	1.97%
Compass	23,875	20,631	-13.6%	58,029	66,966	15.4%	4.90%	3.94%	3.16%	4.27%
Corolla Cross		15,206			37,521			2.90%		2.39%
CR-V	76,941	62,085	-19.3%	290,140	178,687	-38.4%	15.80%	11.85%	15.79%	11.39%
CX-5	44,687	34,145	-23.6%	137,308	115,949	-15.6%	9.18%	6.52%	7.47%	7.39%
Eclipse Cross	2,583	2,649	2.6%	6,941	8,361	20.5%	0.53%	0.51%	0.38%	0.53%
Equinox	32,444	46,646	43.8%	151,110	163,324	8.1%	6.66%	8.90%	8.22%	10.41%
Escape	26,299	35,391	34.6%	111,791	109,311	-2.2%	5.40%	6.75%	6.08%	6.97%
Forester	36,289	28,468	-21.6%	132,254	79,405	-40.0%	7.45%	5.43%	7.20%	5.06%
RAV4	92,252	102,456	11.1%	313,447	303,341	-3.2%	18.94%	19.55%	17.06%	19.33%
Rogue	52,358	42,460	-18.9%	234,647	130,135	-44.5%	10.75%	8.10%	12.77%	8.29%
Sportage	25,404	37,383	47.2%	78,778	89,739	13.9%	5.22%	7.13%	4.29%	5.72%
Terrain	9,901	17,917	81.0%	43,434	65,619	51.1%	2.03%	3.42%	2.36%	4.18%
Tiguan	19,847	25,608	29.0%	85,003	64,336	-24.3%	4.08%	4.89%	4.63%	4.10%
Tucson	32,530	41,554	27.7%	116,047	125,625	8.3%	6.68%	7.93%	6.31%	8.01%
SEGMENT TOTAL	487,002	524,094	7.6%	1,837,679	1,569,171	-14.6%	100.00%	100.00%	100.00%	100.00%

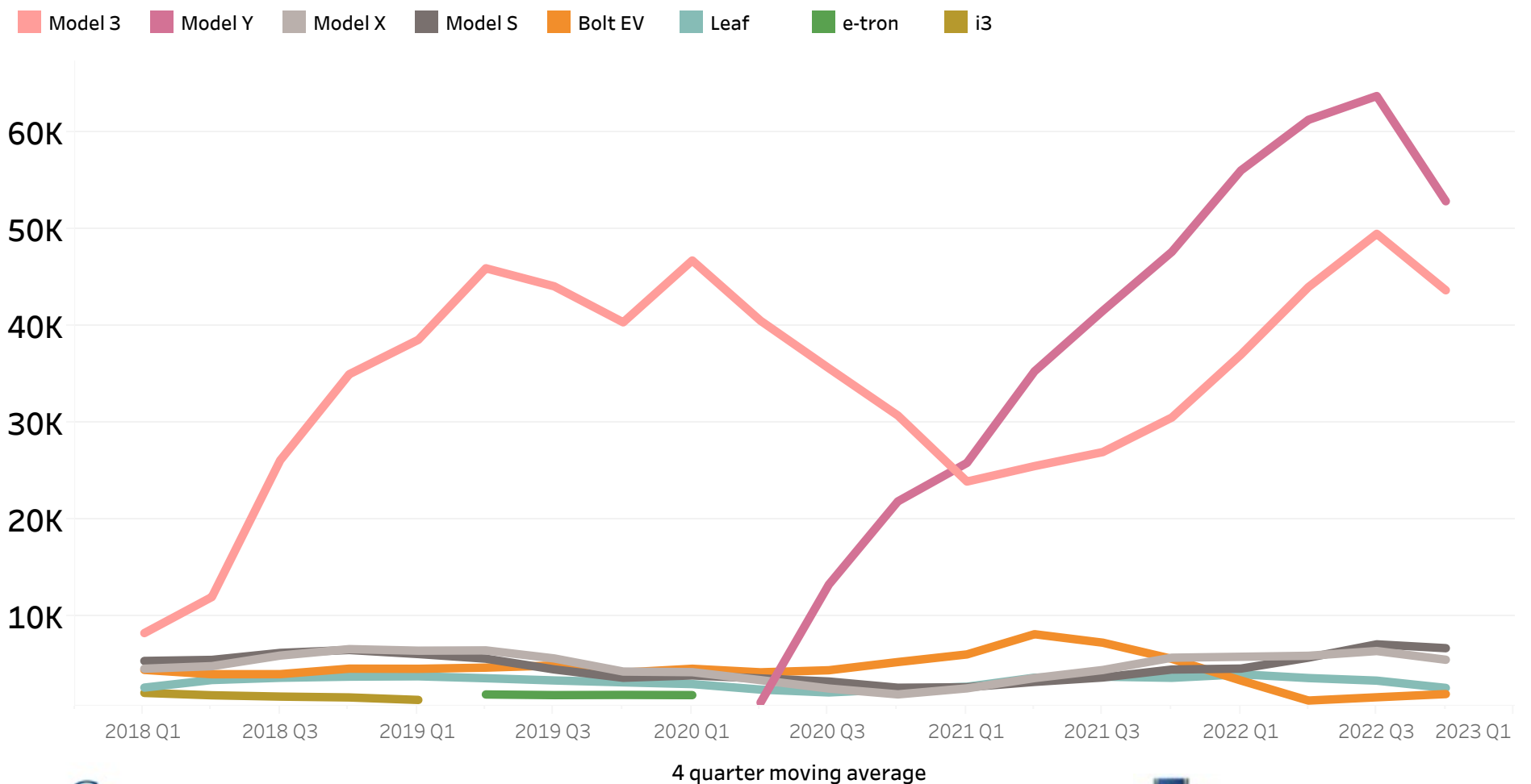
COMPACT SUV/CROSSOVER VOLUME TREND



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%	5.76%	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%
EQS SUV		277			277			0.14%		0.05%
EV6		4,996			17,564			2.57%		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%
i8	2		-100.0%	12	5	-58.3%	0.00%		0.00%	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			2.47%		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%	28.34%	25.00%	28.48%
Model S	3,668	9,171	150.0%	13,043	23,464	79.9%	3.20%	4.72%	4.06%	4.27%
Model X	4,585	6,552	42.9%	16,783	19,542	16.4%	4.00%	3.37%	5.22%	3.56%
Model Y	50,432	60,271	19.5%	127,009	191,451	50.7%	43.94%	31.04%	39.50%	34.87%
Mustang Mach-E	5,880	10,414	77.1%	18,855	28,089	49.0%	5.12%	5.36%	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%
SEGMENT TOTAL	114,767	194,147	69.2%	321,545	548,985	70.7%	100.00%	100.00%	100.00%	100.00%

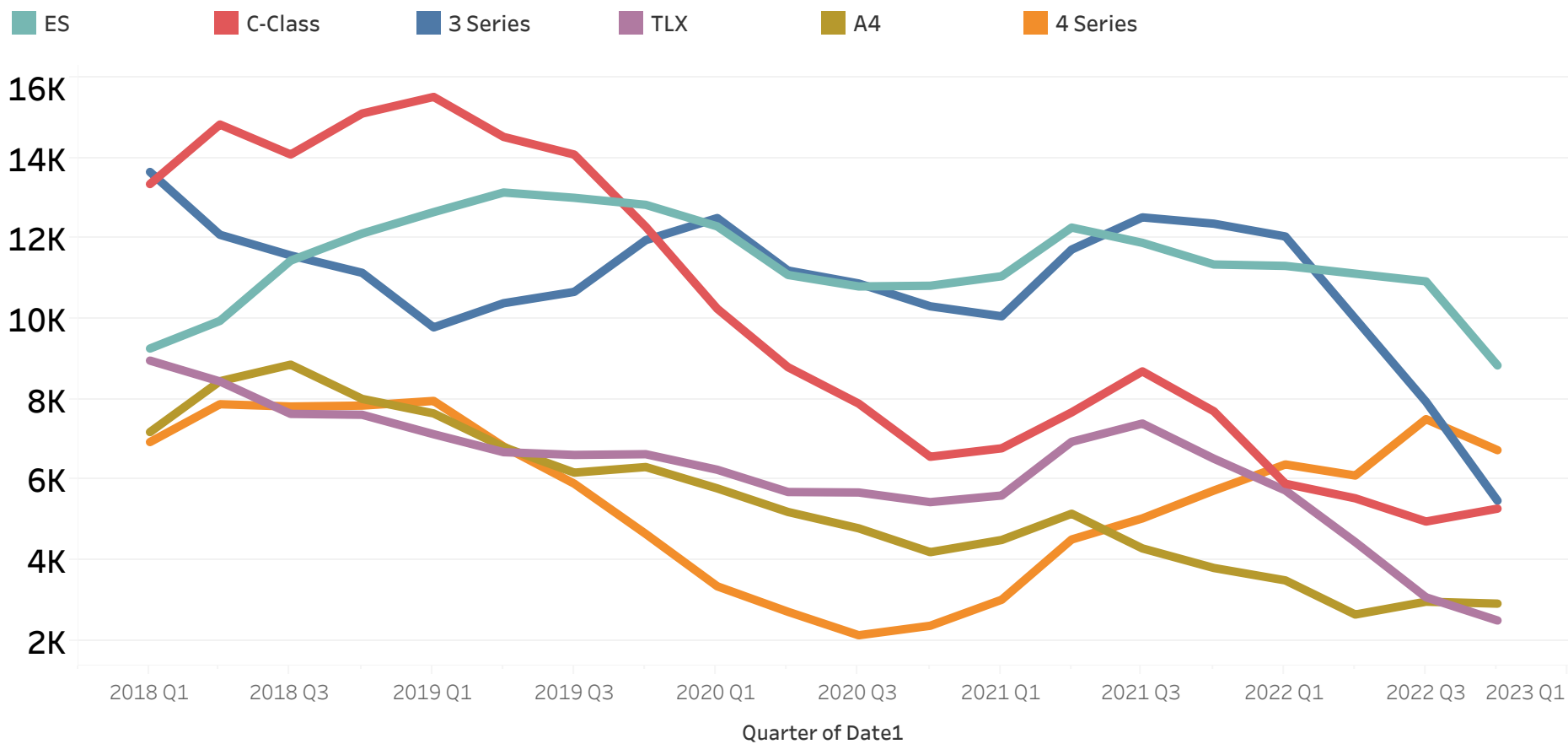
ELECTRIC VEHICLE VOLUME TREND



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

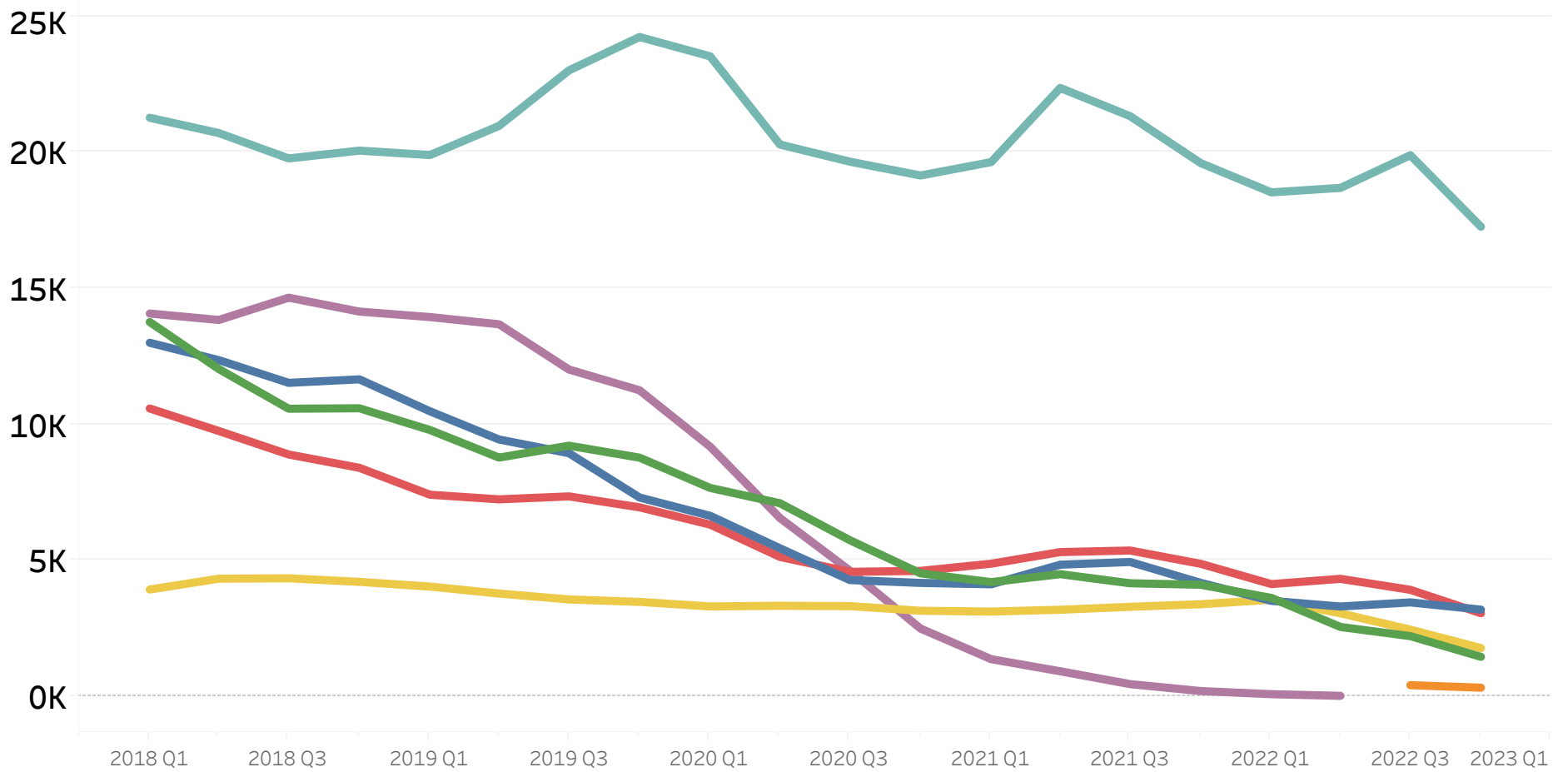


FULL-SIZE CAR

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



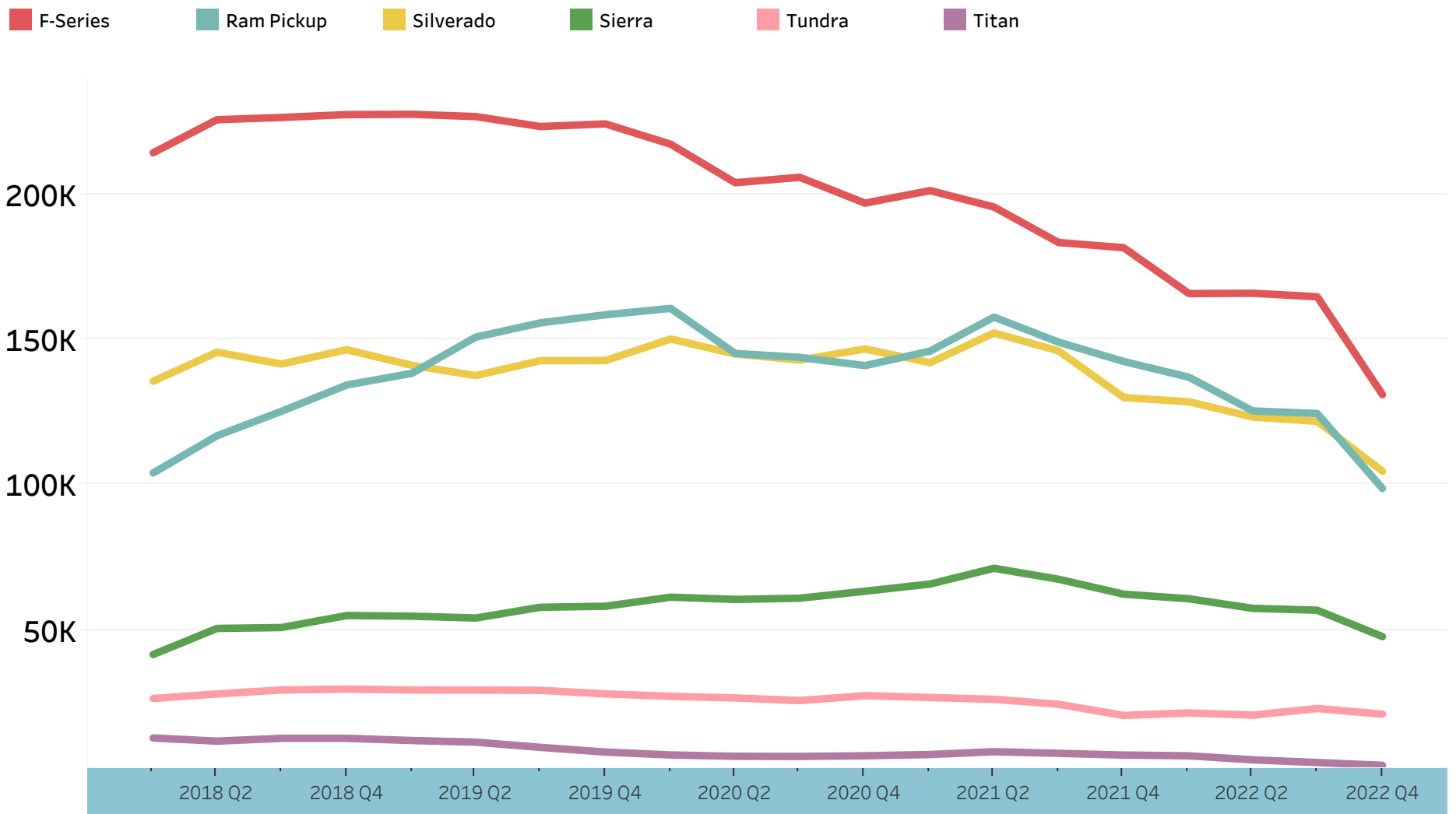
Source: Kelley Blue Book data



FULL-SIZE PICKUP TRUCK

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

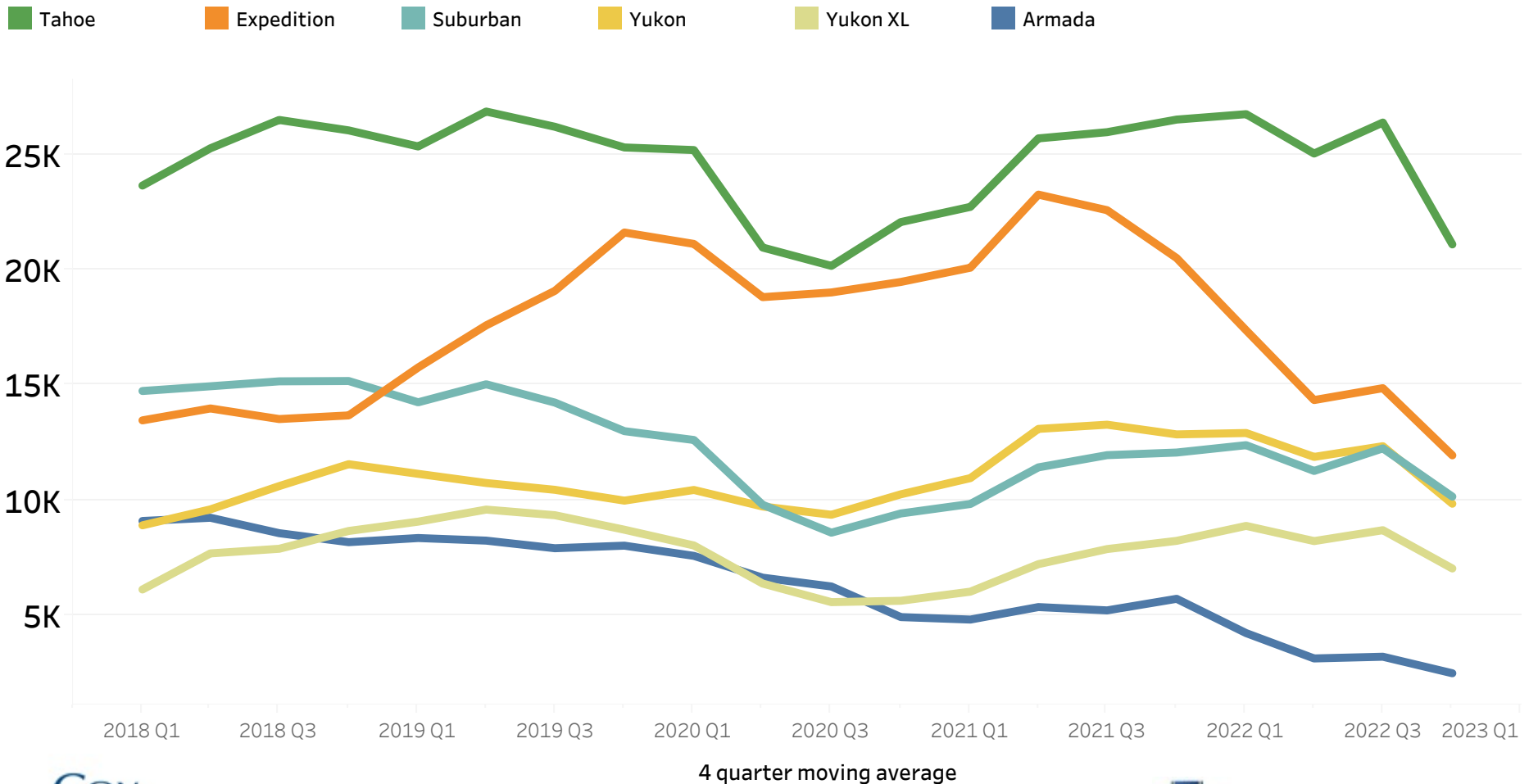
FULL-SIZE PICKUP TRUCK VOLUME TREND



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%

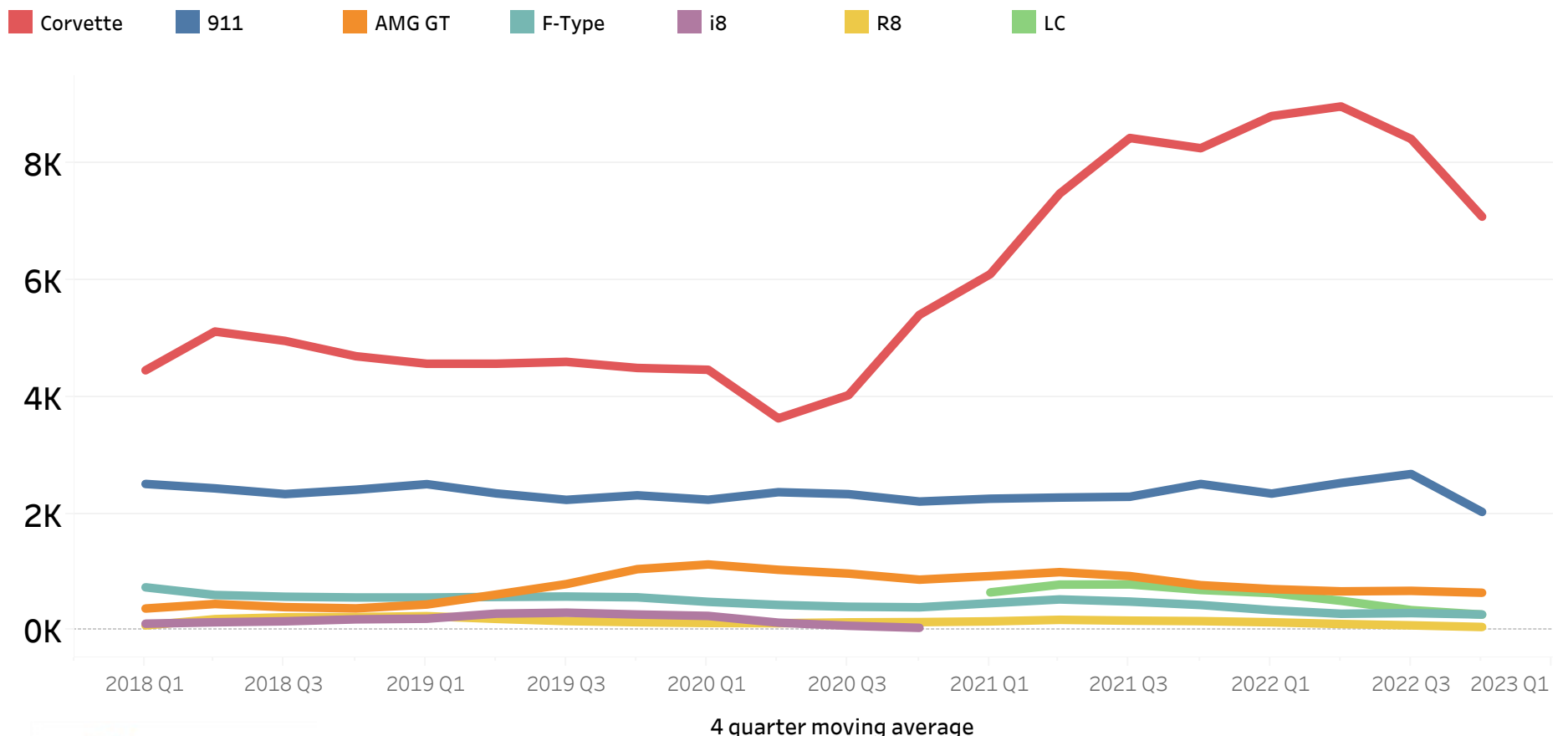
FULL-SIZE SUV/CROSSOVER VOLUME TREND



HIGH PERFORMANCE CAR

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

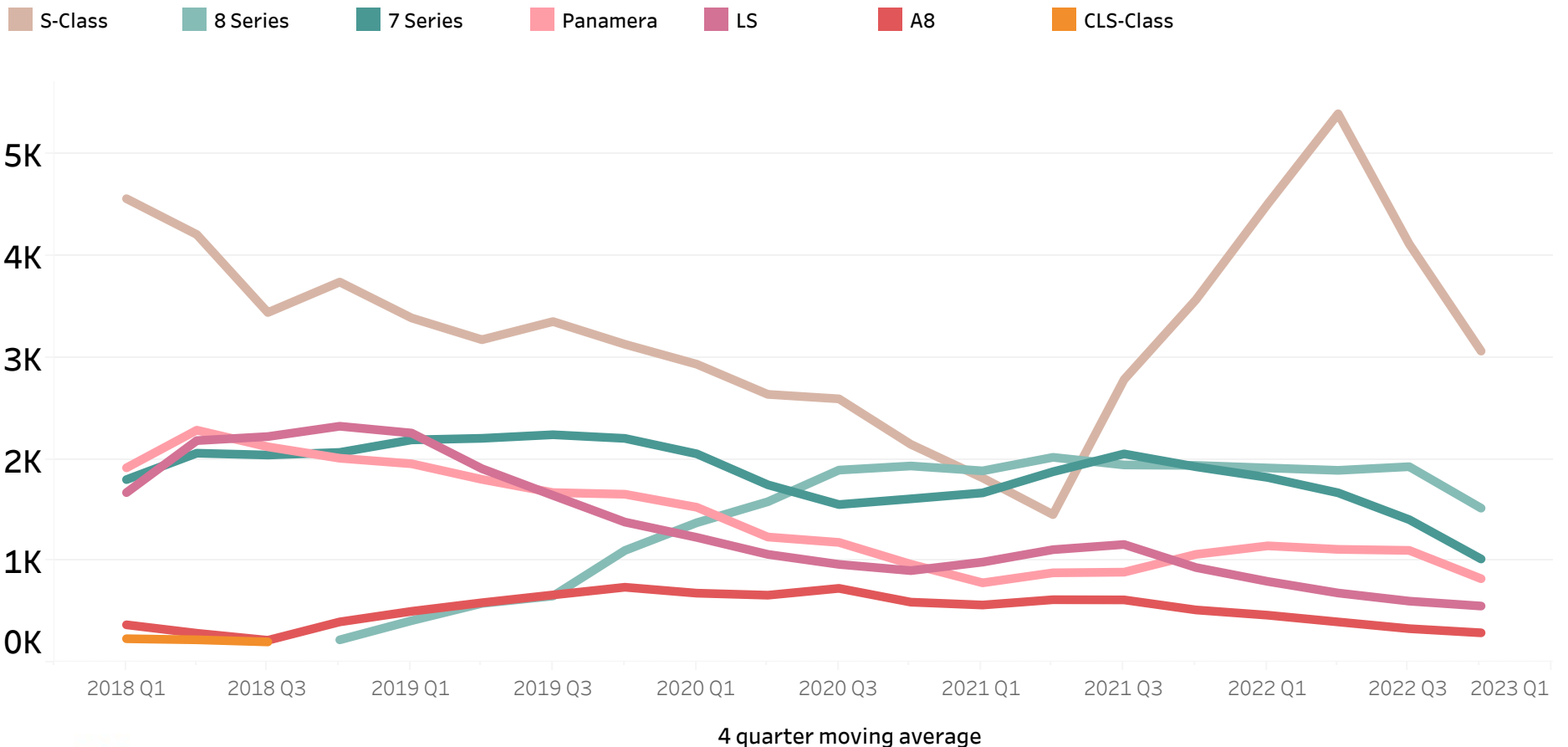
HIGH PERFORMANCE CAR VOLUME TREND



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%	
SEGMENT TOTAL	14,713	7,985	-45.7%	30,603	27,490	-10.2%	100.00%	100.00%	100.00%	100.00%

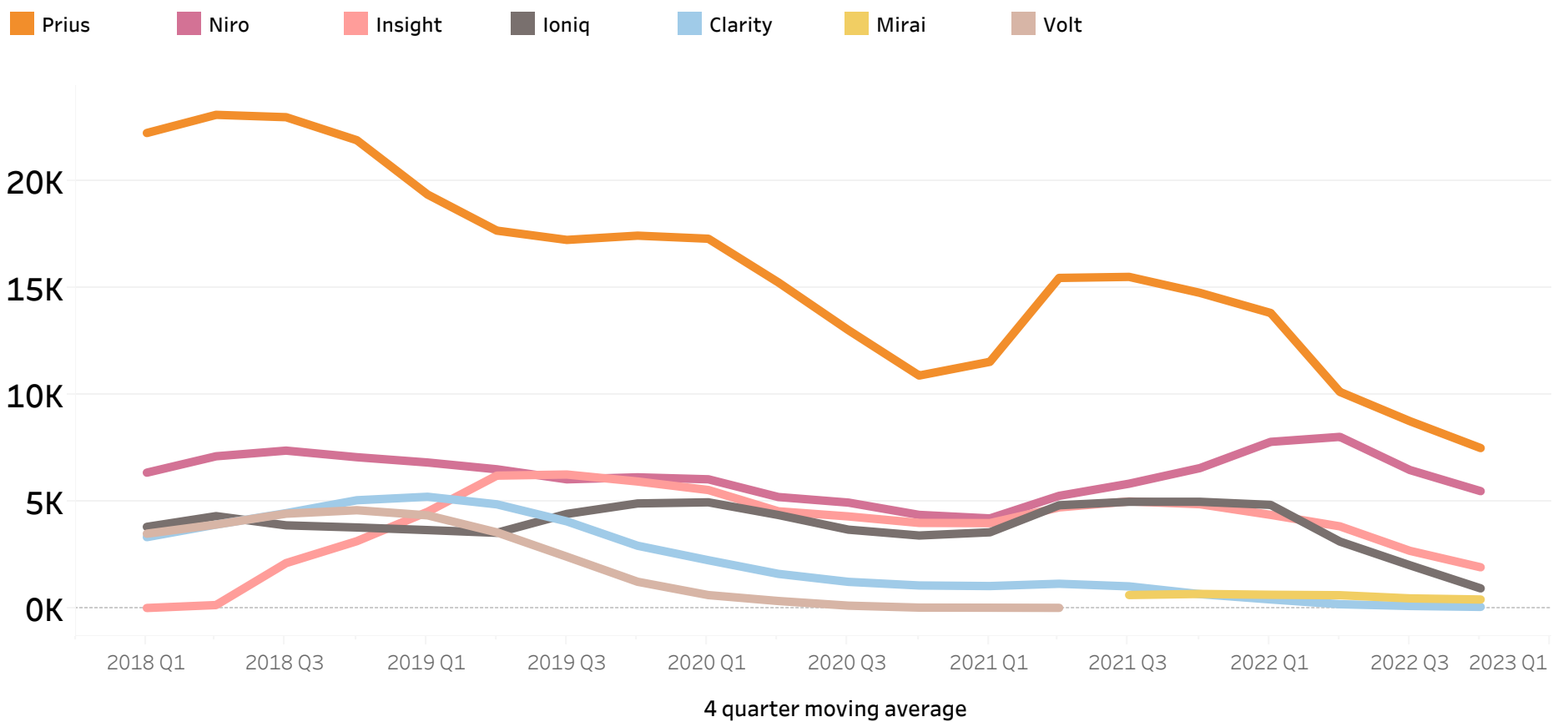
HIGH-END LUXURY CAR VOLUME TREND



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%

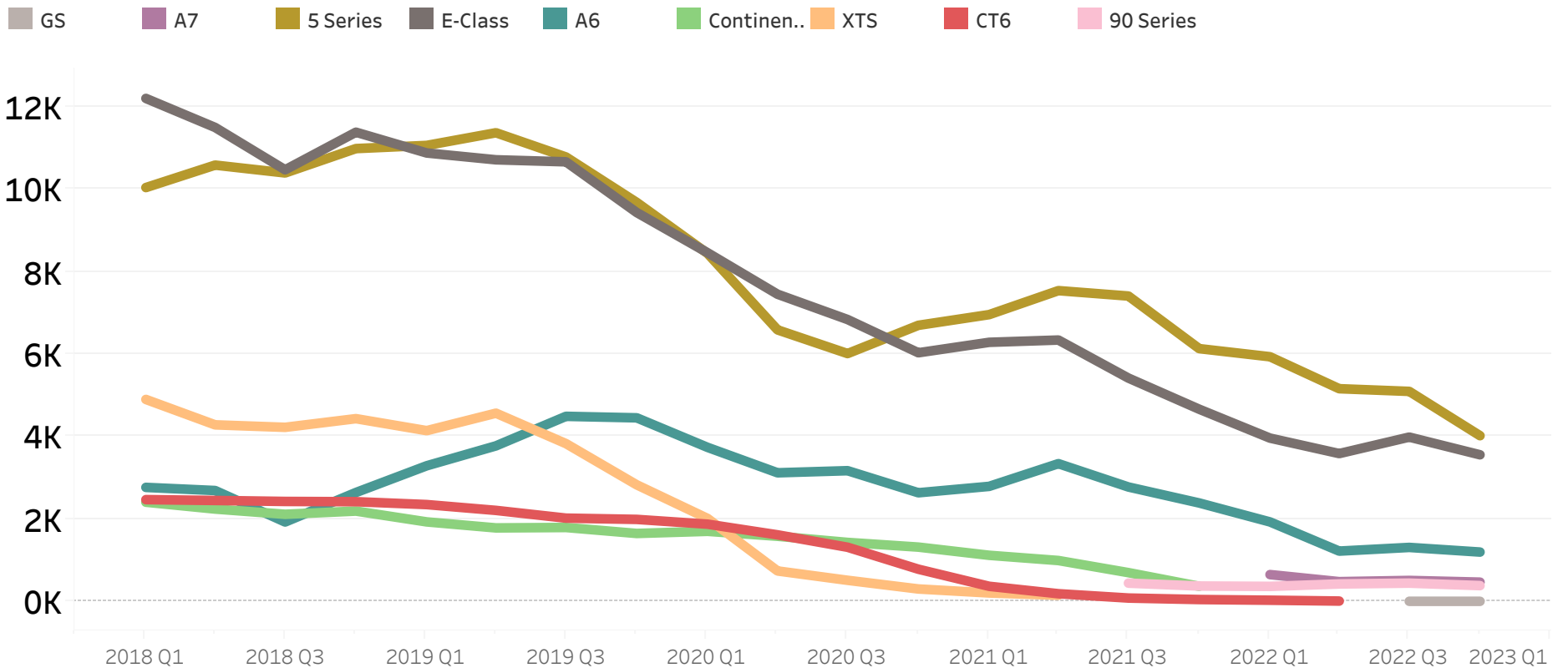
HYBRID/ALTERNATIVE ENERGY CAR VOLUME TREND



LUXURY CAR

	SALES			SALES			Market Share			
	Q3		2022	YTD		2022	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%
SEGMENT TOTAL	9,546	10,942	14.6%	51,067	36,455	-28.6%	100.00%	100.00%	100.00%	100.00%

LUXURY CAR VOLUME TREND



4 quarter moving average



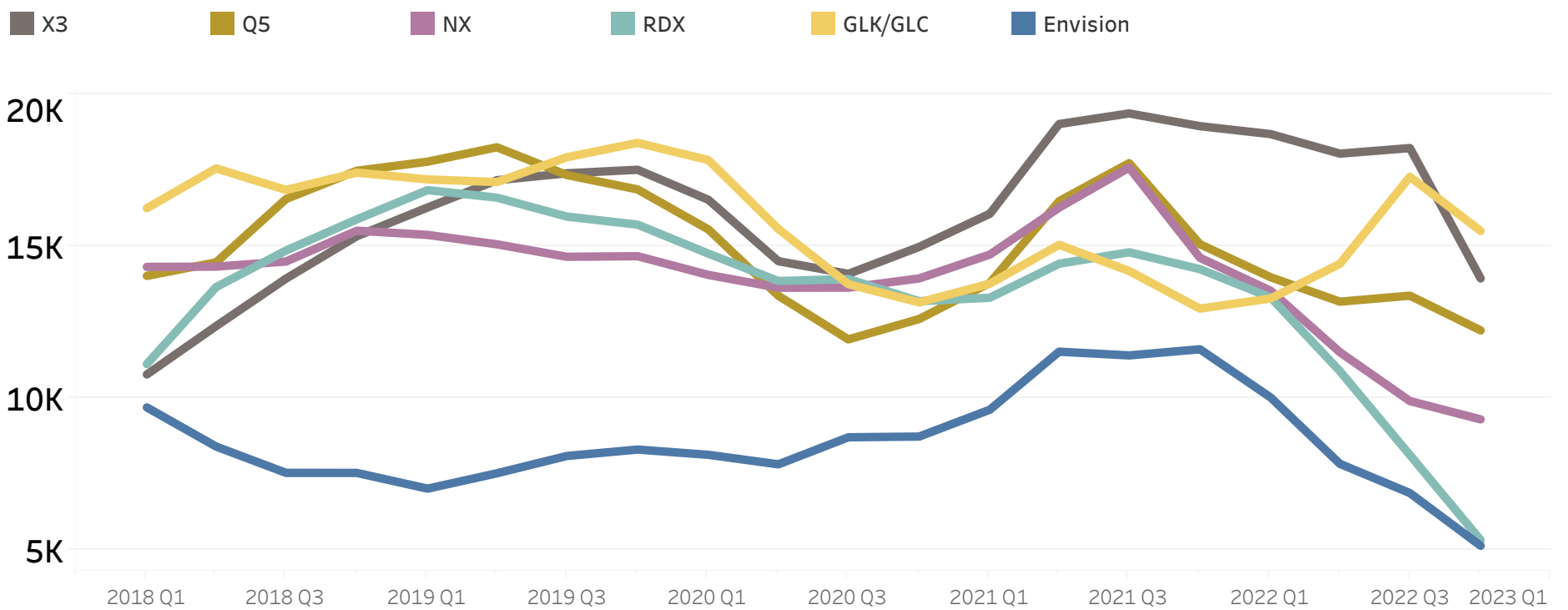
Source: Kelley Blue Book data



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%
SEGMENT TOTAL	126,197	124,397	-1.4%	420,000	349,362	-16.8%	100.00%	100.00%	100.00%	100.00%

LUXURY COMPACT SUV/CROSSOVER VOLUME TREND



4 quarter moving average



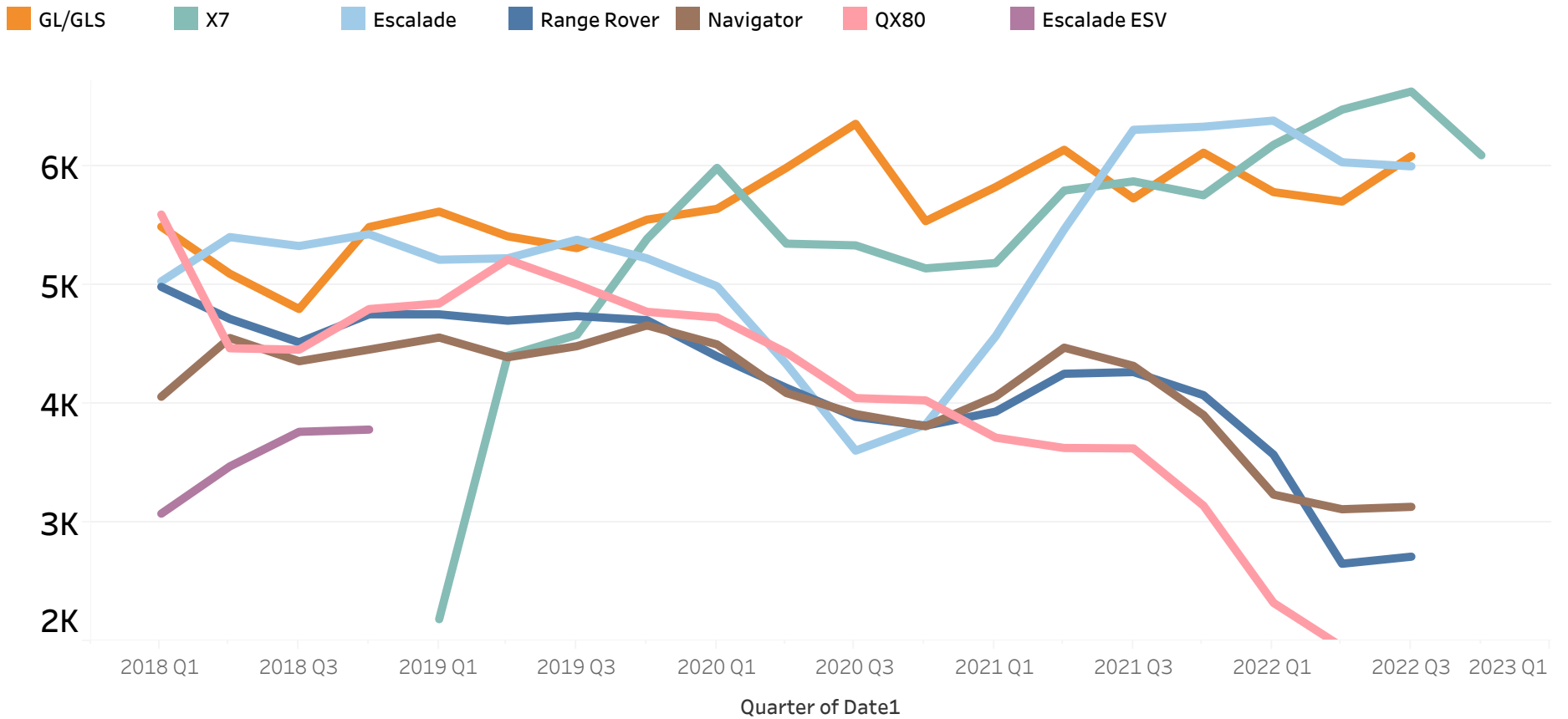
Source: Kelley Blue Book data



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%	18.69%	18.28%	17.97%
Escalade ESV	3,877	3,842	-0.9%	11,567	11,741	1.5%	13.83%	11.75%	10.97%	11.76%
GL/GLS	3,654	5,187	42.0%	17,696	17,581	-0.6%	13.03%	15.87%	16.78%	17.61%
Grand Wagoneer	12	2,353	19508.3%	12	9,454	78683.3%	0.04%	7.20%	0.01%	9.47%
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%	2.79%	2.66%	2.71%
Navigator	3,019	3,100	2.7%	12,247	9,150	-25.3%	10.77%	9.48%	11.61%	9.16%
QX80	2,043	1,786	-12.6%	9,674	4,653	-51.9%	7.29%	5.46%	9.17%	4.66%
Range Rover	3,356	3,595	7.1%	12,050	6,602	-45.2%	11.97%	11.00%	11.43%	6.61%
X7	5,192	5,803	11.8%	16,471	19,971	21.2%	18.52%	17.75%	15.62%	20.00%
SEGMENT TOTAL	28,035	32,694	16.6%	105,464	99,843	-5.3%	100.00%	100.00%	100.00%	100.00%

LUXURY FULL-SIZE SUV/CROSSOVER VOLUME TREND

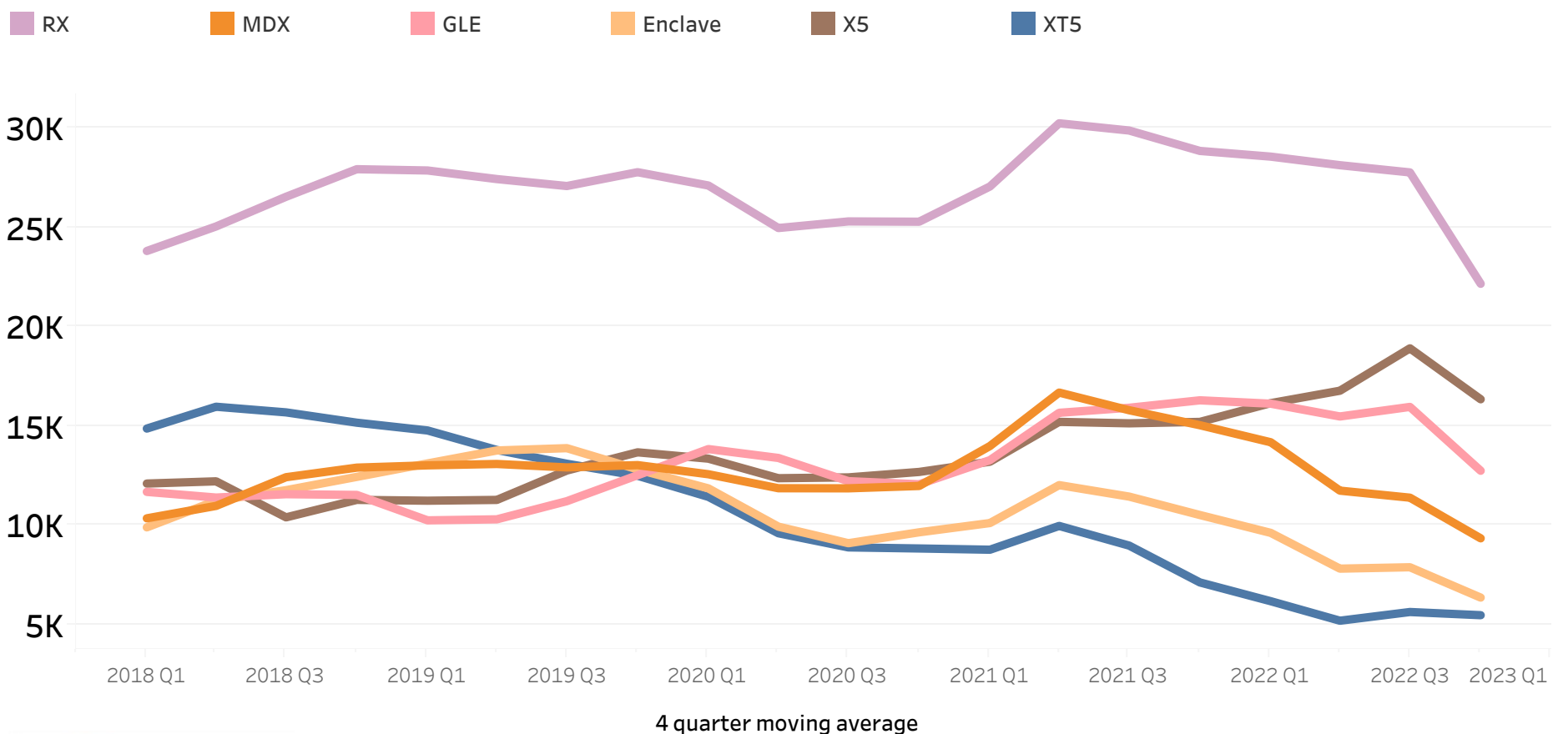


4 quarter moving average

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%

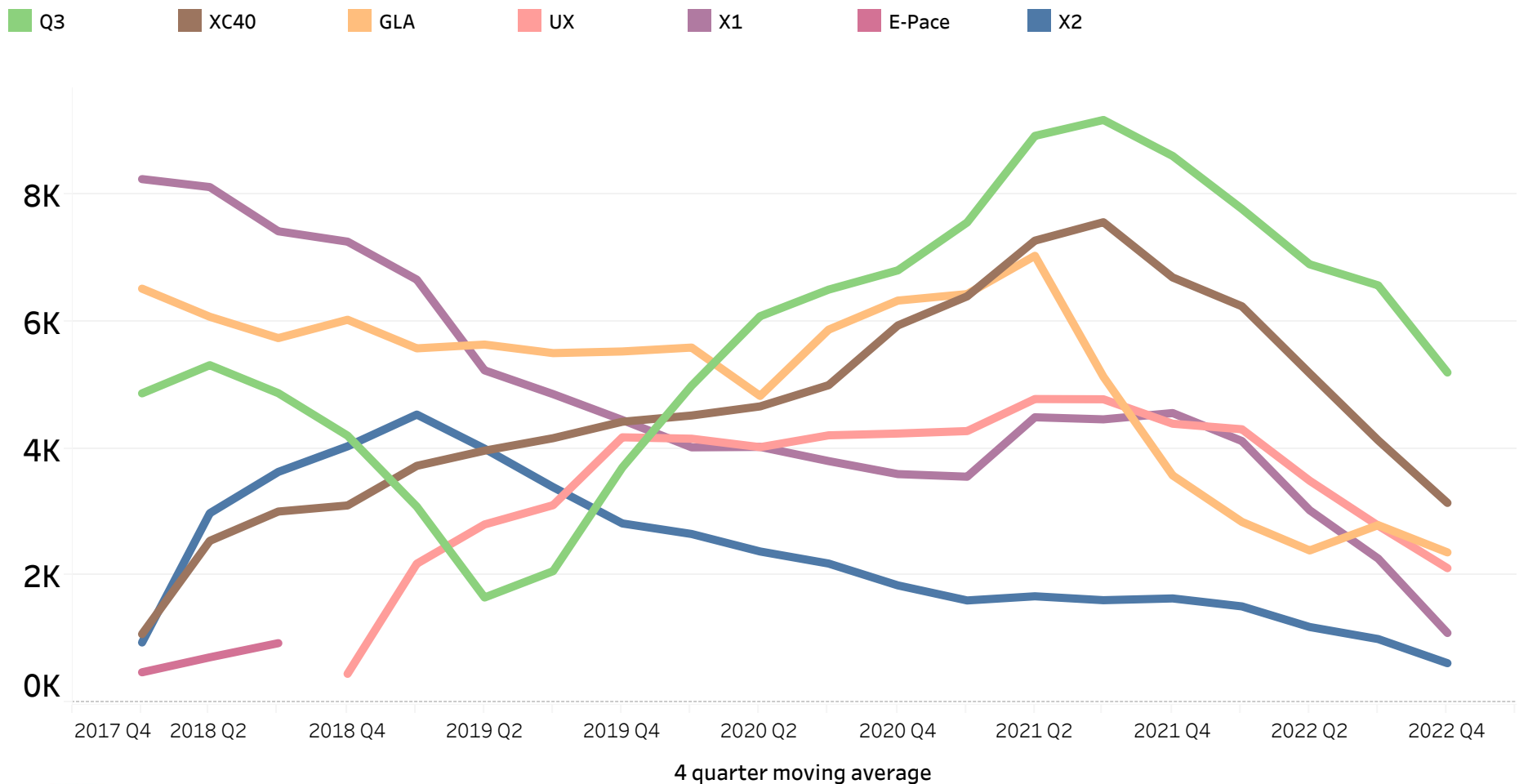
LUXURY MID-SIZE SUV/CROSSOVER VOLUME TREND



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%
SEGMENT TOTAL	26,787	15,849	-40.8%	95,208	54,232	-43.0%	100.00%	100.00%	100.00%	100.00%

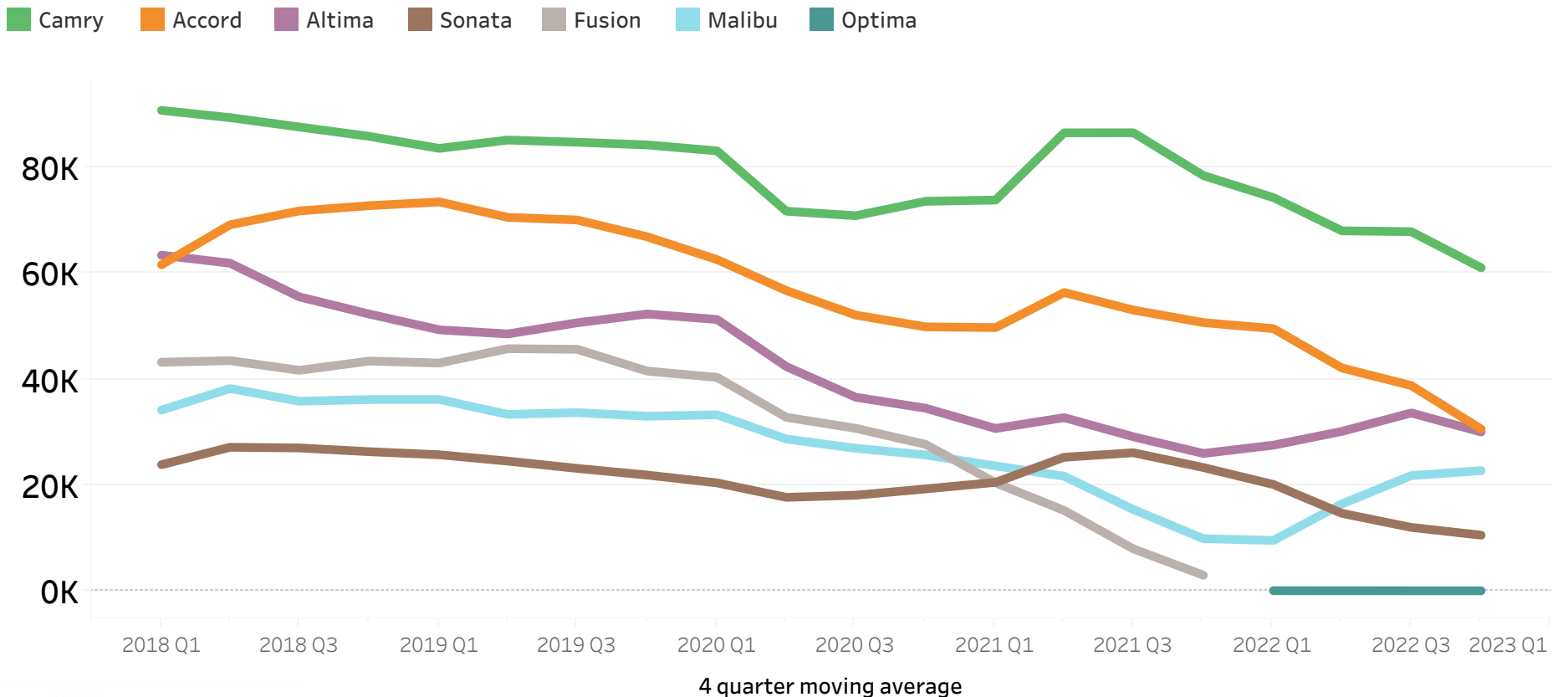
LUXURY SUBCOMPACT SUV/CROSSOVER VOLUME TREND



MID-SIZE CAR

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

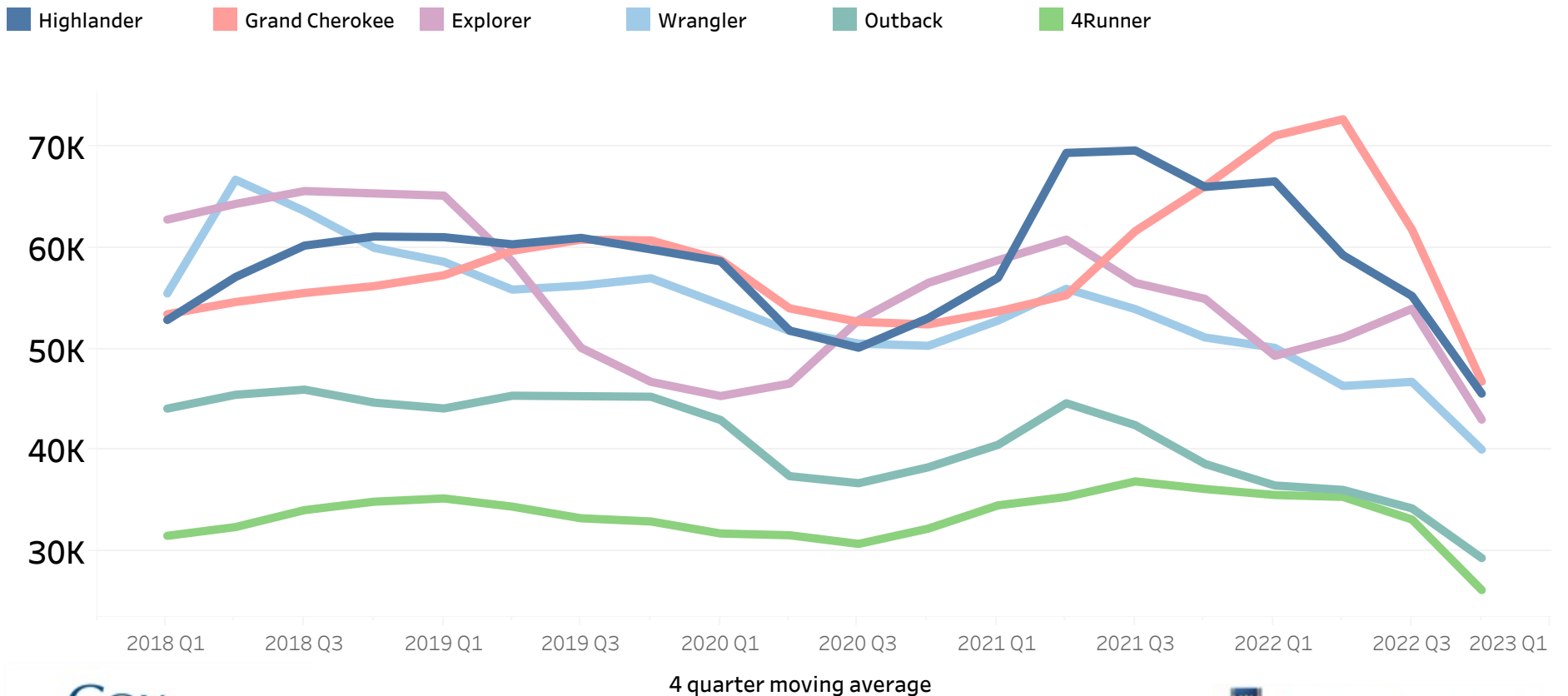
MID-SIZE CAR VOLUME TREND



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

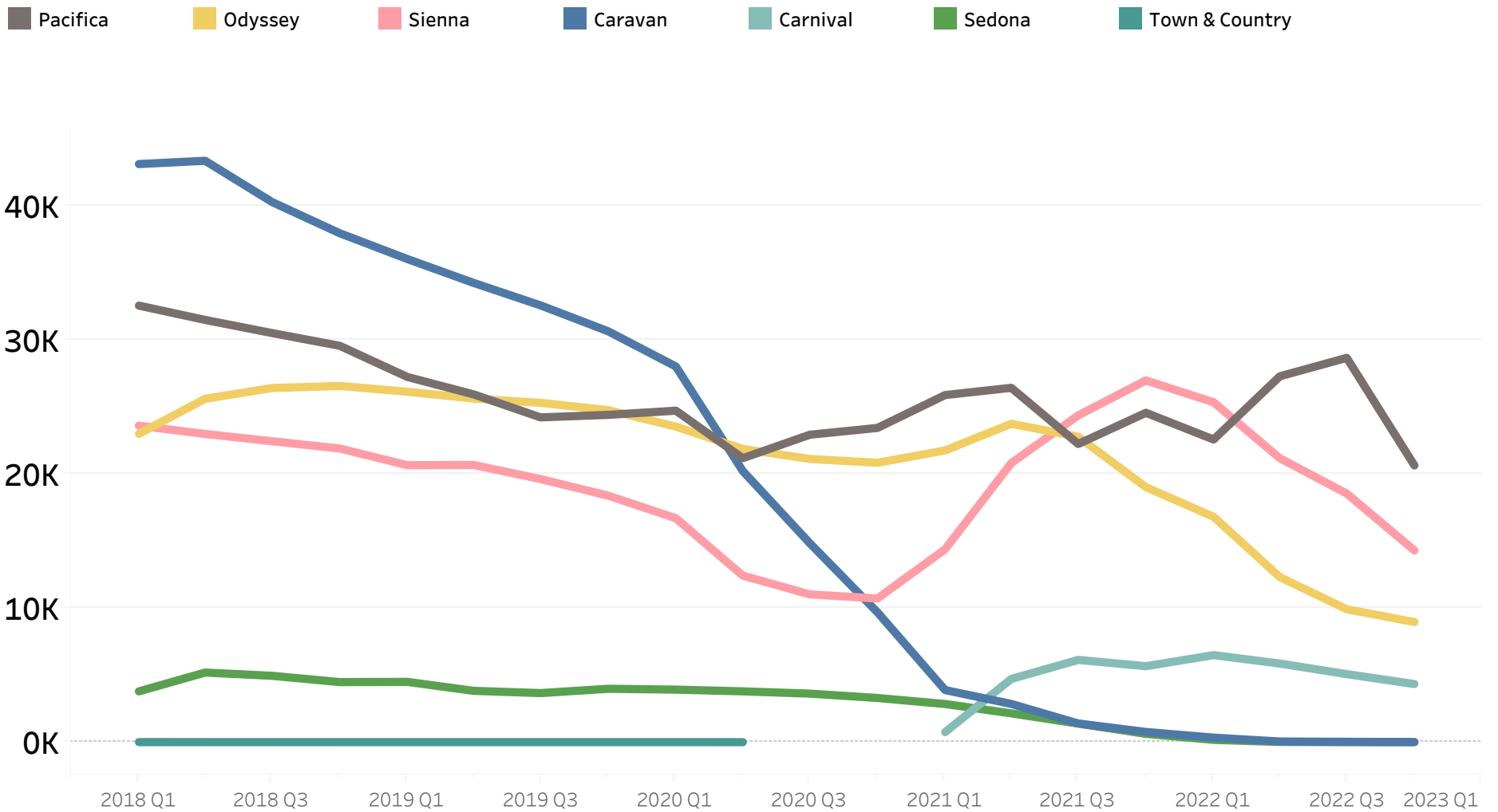


Source: Kelley Blue Book data

MINIVAN

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

MINIVAN VOLUME TREND



4 quarter moving average



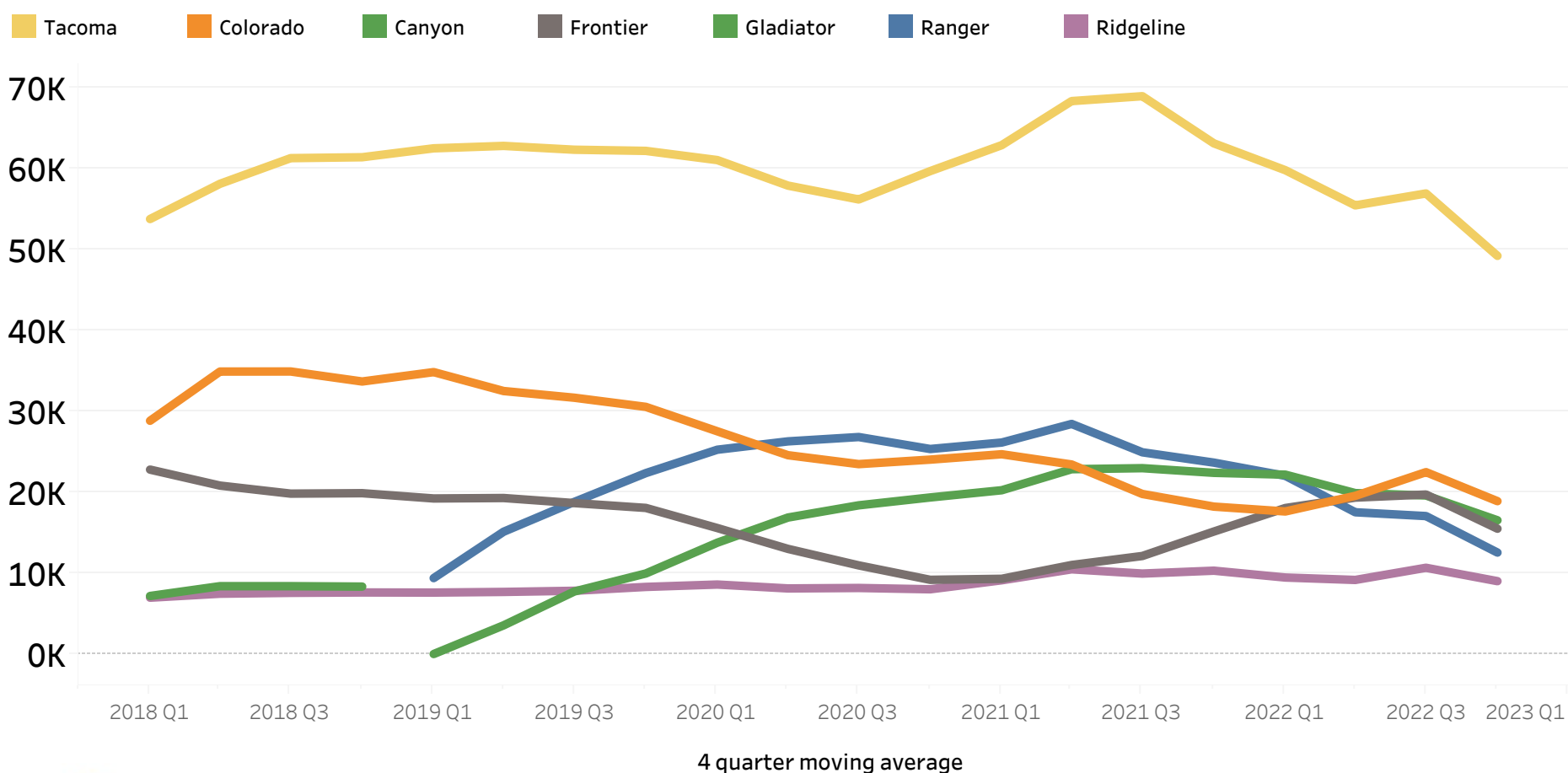
Source: Kelley Blue Book data



SMALL/MID-SIZE PICKUP TRUCK

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

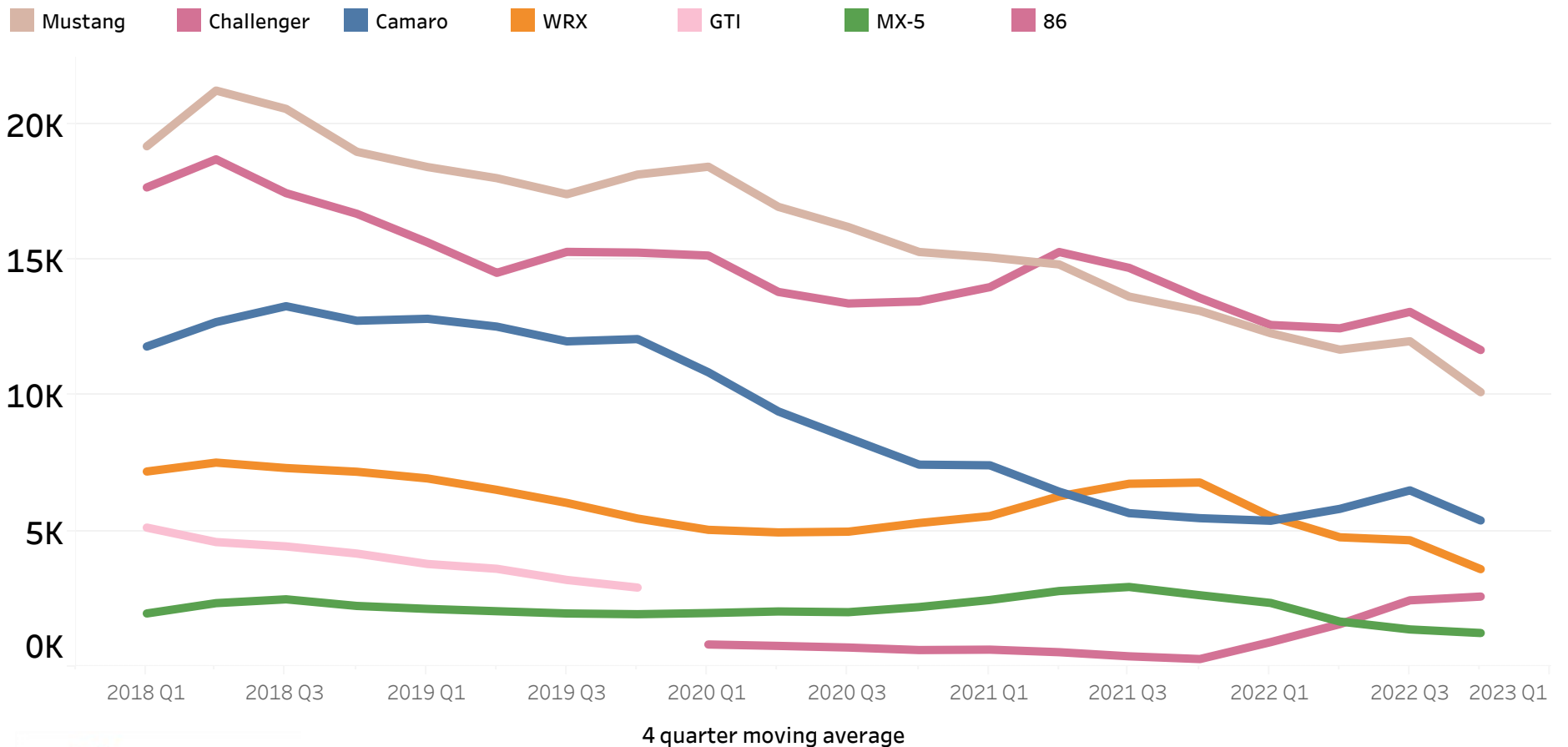
SMALL/MID-SIZE PICKUP TRUCK VOLUME TREND



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%
SEGMENT TOTAL	41,338	54,352	31.5%	145,468	141,318	-2.9%	100.00%	100.00%	100.00%	100.00%

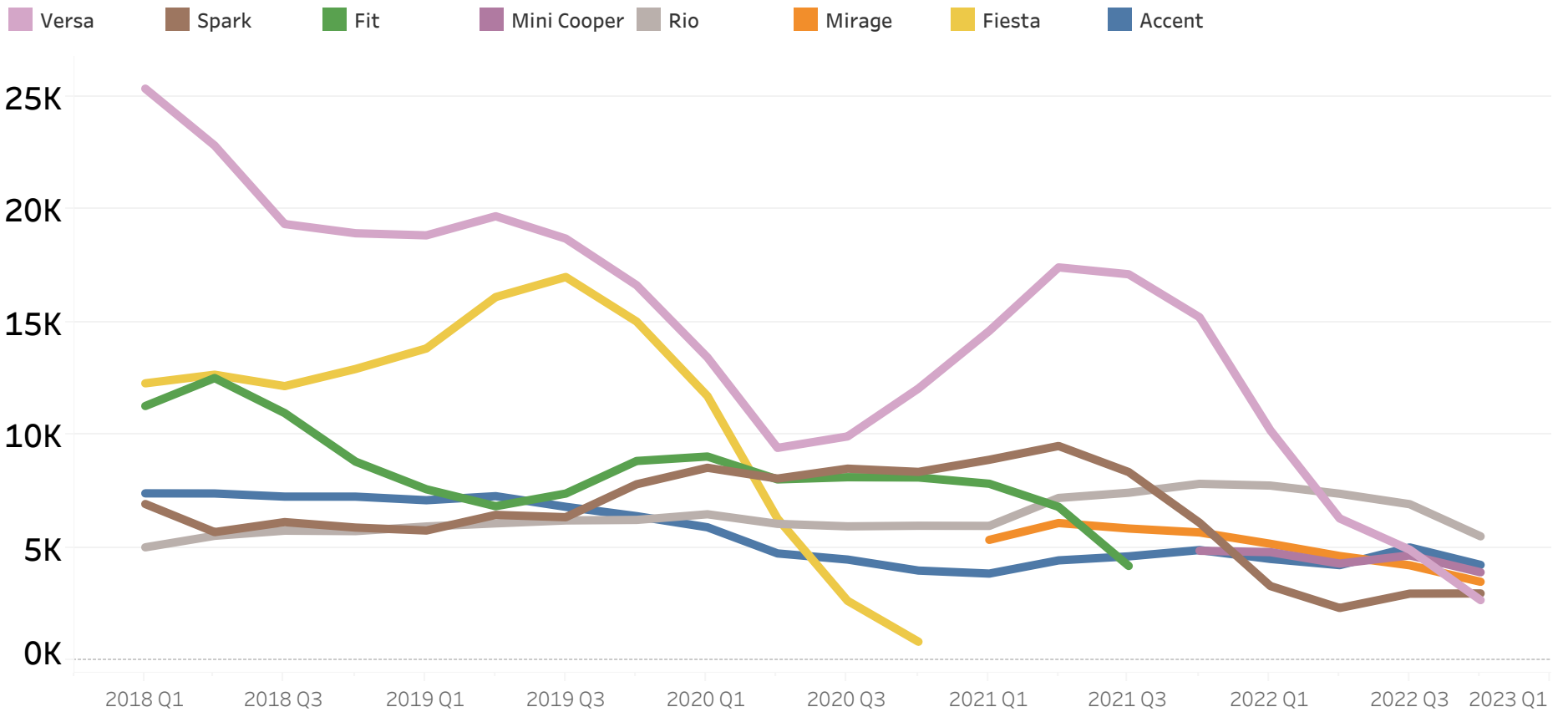
SPORTS CAR VOLUME TREND



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%	
SEGMENT TOTAL	33,892	31,915	-5.8%	155,643	81,566	-47.6%	100.00%	100.00%	100.00%	100.00%

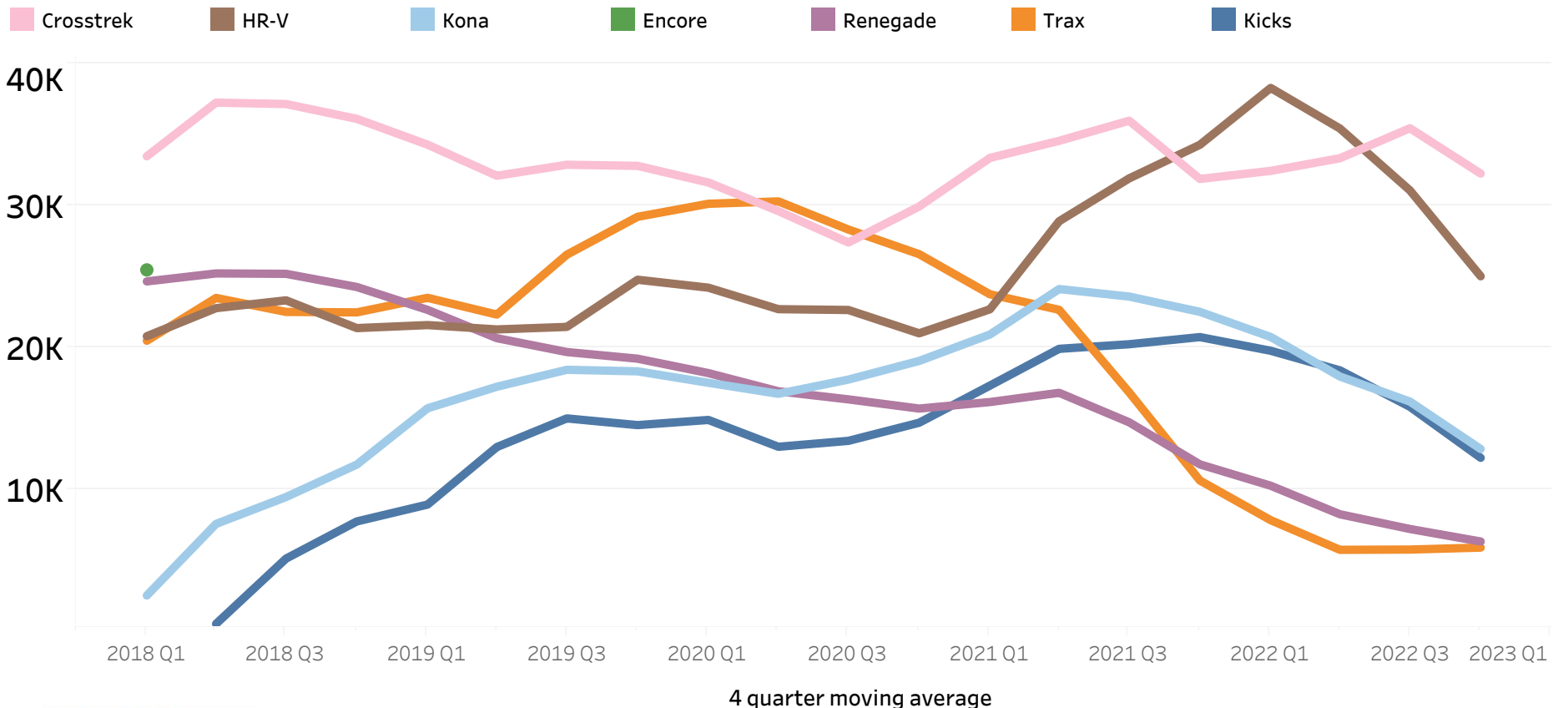
SUBCOMPACT CAR VOLUME TREND



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%
SEGMENT TOTAL	267,017	230,845	-13.5%	900,653	706,486	-21.6%	100.00%	100.00%	100.00%	100.00%

SUBCOMPACT SUV/CROSSOVER VOLUME TREND



VAN

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

VAN VOLUME TREND

