



Kelley Blue Book
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QUARTERLY LIGHT-VEHICLE SALES REPORT — Q2 2021 —

New-Car Sales

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

BRAND SUMMARY

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Acura	50,496	27,458	83.9%	88,384	55,989	57.9%	1.1%	1.1%
Alfa Romeo	5,018	3,734	34.4%	9,664	7,437	29.9%	0.1%	0.1%
Audi	66,995	34,843	92.3%	121,835	76,210	59.9%	1.5%	1.5%
BMW	96,561	50,957	89.5%	167,994	110,412	52.2%	2.2%	2.0%
Bentley	831	241	244.8%	1,490	729	104.4%	0.0%	0.0%
Buick	65,927	35,520	85.6%	111,711	69,390	61.0%	1.5%	1.3%
Cadillac	36,129	23,296	55.1%	73,406	53,621	36.9%	0.8%	0.9%
Chevrolet	428,615	328,692	30.4%	853,721	762,211	12.0%	9.7%	10.2%
Chrysler	18,900	13,856	36.4%	58,637	43,980	33.3%	0.4%	0.7%
Dodge	62,314	43,757	42.4%	126,302	132,414	-4.6%	1.4%	1.5%
Ferrari	576	422	36.5%	1,193	1,001	19.2%	0.0%	0.0%
Fiat	891	1,339	-33.5%	1,706	2,467	-30.8%	0.0%	0.0%
Ford	448,746	411,036	9.2%	941,047	900,089	4.6%	10.2%	11.3%
GMC	153,025	101,756	50.4%	284,264	220,474	28.9%	3.5%	3.4%
Genesis	11,076	3,585	209.0%	19,298	7,540	155.9%	0.3%	0.2%
Honda	435,923	266,044	63.9%	745,126	536,297	38.9%	9.9%	8.9%
Hyundai	240,005	141,722	69.3%	407,135	272,597	49.4%	5.4%	4.9%
Infiniti	17,866	16,095	11.0%	36,937	41,653	-11.3%	0.4%	0.4%
Jaguar	5,491	4,116	33.4%	9,721	10,010	-2.9%	0.1%	0.1%
Jeep	210,439	176,716	19.1%	407,984	359,386	13.5%	4.8%	4.9%
Karma	28			42		0.0%	0.0%	0.0%
Kia	218,961	125,392	74.6%	378,511	263,337	43.7%	5.0%	4.5%
Lamborghini	690	472	46.2%	1,255	947	32.5%	0.0%	0.0%
Land Rover	22,774	14,734	54.6%	46,494	34,269	35.7%	0.5%	0.6%
Lexus	83,460	50,456	65.4%	157,713	106,801	47.7%	1.9%	1.9%
Lincoln	23,514	21,281	10.5%	48,924	46,842	4.4%	0.5%	0.6%
MINI	9,340	5,288	76.6%	15,625	10,525	48.5%	0.2%	0.2%
Maserati	1,929	1,178	63.8%	3,592	2,636	36.3%	0.0%	0.0%
Mazda	105,909	61,199	73.1%	189,167	128,869	46.8%	2.4%	2.3%
Mercedes-Benz	78,246	70,221	11.4%	168,161	145,487	15.6%	1.8%	2.0%
Mitsubishi	25,146	12,197	106.2%	53,377	47,760	11.8%	0.6%	0.6%
Nissan	280,282	161,233	73.8%	546,764	393,281	39.0%	6.4%	6.6%
Polestar	148			266		0.0%	0.0%	0.0%
Porsche	18,958	12,192	55.5%	36,326	24,186	50.2%	0.4%	0.4%
Ram	187,750	127,684	47.0%	350,670	268,170	30.8%	4.3%	4.2%
Rolls Royce	336	195	72.3%	639	436	46.6%	0.0%	0.0%
Subaru	160,824	136,523	17.8%	321,250	267,114	20.3%	3.6%	3.9%
Tesla	76,230	25,500	198.9%	145,530	81,700	78.1%	1.7%	1.7%
Toyota	605,353	347,573	74.2%	1,134,166	786,975	44.1%	13.7%	13.6%
Volkswagen	120,520	69,933	72.3%	211,373	145,008	45.8%	2.7%	2.5%
Volvo	36,515	23,770	53.6%	63,754	43,255	47.4%	0.8%	0.8%
Total	4,412,737	2,952,206	49.5%	8,341,154	6,461,505	29.1%		

MANUFACTURER SUMMARY

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
American Honda	486,419	293,502	65.7%	833,510	592,286	40.7%	11.0%	10.0%
BMW Group	96,561	50,957	89.5%	167,994	110,412	52.2%	2.2%	2.0%
Daimler	78,246	70,221	11.4%	168,161	145,487	15.6%	1.8%	2.0%
Stellantis	485,312	367,086	32.2%	954,963	813,854	17.3%	11.0%	11.4%
Ford Motor Co	472,260	432,317	9.2%	989,971	946,931	4.5%	10.7%	11.9%
GM	683,696	489,264	39.7%	1,323,102	1,105,696	19.7%	15.5%	15.9%
Hyundai Kia	470,042	270,699	73.6%	804,944	543,474	48.1%	10.7%	9.7%
Mazda	105,909	61,199	73.1%	189,167	128,869	46.8%	2.4%	2.3%
Mitsubishi	25,146	12,197	106.2%	53,377	47,760	11.8%	0.6%	0.6%
Nissan NA	298,148	177,328	68.1%	583,701	434,934	34.2%	6.8%	7.0%
Subaru	160,824	136,523	17.8%	321,250	267,114	20.3%	3.6%	3.9%
Tata	28,265	18,850	49.9%	56,215	44,279	27.0%	0.6%	0.7%
Tesla Motors	76,230	25,500	198.9%	145,530	81,700	78.1%	1.7%	1.7%
Toyota Motor Co	688,813	398,029	73.1%	1,291,879	893,776	44.5%	15.6%	15.5%
VW	206,473	116,968	76.5%	369,534	245,404	50.6%	4.7%	4.4%
Volvo NA	36,515	23,770	53.6%	63,754	43,255	47.4%	0.8%	0.8%
Total	4,412,737	2,952,206	49.5%	8,341,154	6,461,505	29.1%		

MONTHLY INDUSTRY SAAR



Source: bea.gov

SEGMENT SUMMARY

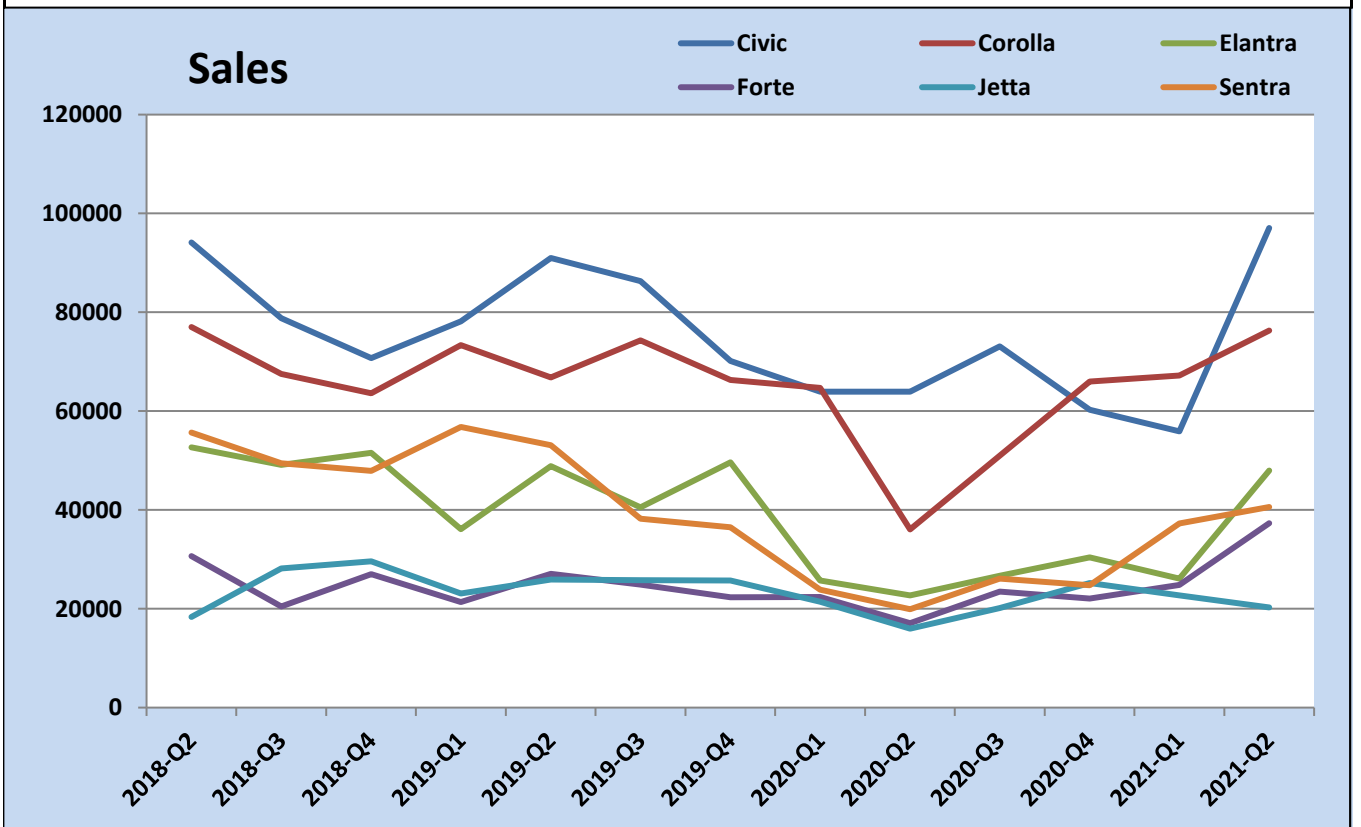
	Q2 Sales		YTD Sales		Market Share	
	2021	YOY	2021	YOY	Q2-2021	YTD
Compact Car	372,079	66.3%	652,710	31.2%	8.4%	7.8%
Compact SUV/Crossover	704,077	40.6%	1,350,681	24.5%	16.0%	16.2%
Electric Vehicle	111,396	248.2%	206,775	109.7%	2.5%	2.5%
Entry-level Luxury Car	107,821	42.8%	201,156	26.0%	2.4%	2.4%
Full-size Car	44,439	55.8%	83,676	18.1%	1.0%	1.0%
Full-size Pickup Truck	594,712	17.4%	1,161,563	11.0%	13.5%	13.9%
Full-size SUV/Crossover	99,980	90.9%	184,517	46.9%	2.3%	2.2%
High Performance Car	12,213	99.7%	23,785	66.8%	0.3%	0.3%
High-end Luxury Car	9,464	11.5%	17,830	-3.6%	0.2%	0.2%
Hybrid/Alternative Energy Car	46,960	162.3%	75,404	74.3%	1.1%	0.9%
Luxury Car	20,789	11.0%	41,341	3.0%	0.5%	0.5%
Luxury Compact SUV/Crossover	156,673	61.0%	290,359	43.7%	3.6%	3.5%
Luxury Full-size SUV/Crossover	31,377	47.0%	65,406	36.3%	0.7%	0.8%
Luxury Mid-size SUV/Crossover	199,457	77.5%	372,977	49.9%	4.5%	4.5%
Luxury Subcompact SUV/Crossover	38,421	82.8%	68,068	45.1%	0.9%	0.8%
Mid-size Car	289,572	48.2%	537,285	9.1%	6.6%	6.4%
Mid-size Pickup Truck	184,549	35.8%	348,563	29.1%	4.2%	4.2%
Mid-size SUV/Crossover	752,001	47.5%	1,418,740	30.3%	17.0%	17.0%
Minivan	82,251	84.3%	167,496	33.0%	1.9%	2.0%
Super Luxury/Exotic	4,390	74.9%	8,211	42.7%	0.1%	0.1%
Sports Car	50,783	10.1%	104,119	9.7%	1.2%	1.2%
Subcompact Car	58,442	47.5%	121,751	24.1%	1.3%	1.5%
Subcompact SUV/Crossover	339,513	82.5%	633,636	70.3%	7.7%	7.6%
Van	101,378	45.6%	205,105	21.2%	2.3%	2.5%
Total	4,412,737	49.5%	8,341,154	29.1%		

	Q2 Sales		YTD Sales		Market Share	
	2021	YOY	2021	YOY	Q2-2021	YTD
Car	1,129,149	62.5%	2,074,844	27.0%	25.6%	24.9%
SUV	2,320,698	54.6%	4,383,583	36.3%	52.6%	52.6%
Truck	779,261	21.3%	1,510,126	14.7%	17.7%	18.1%
Van	183,629	60.7%	372,601	26.2%	4.2%	4.5%
Total	4,412,737	49.5%	8,341,154	29.1%		

	Q2 Sales		YTD Sales		Market Share	
	2021	YOY	2021	YOY	Q2-2021	YTD
Luxury	564,002	59.0%	1,057,137	38.4%	12.8%	12.7%
Non-Luxury	3,848,735	48.2%	7,284,017	27.8%	87.2%	87.3%
Total	4,412,737	49.5%	8,341,154	29.1%		

COMPACT CAR

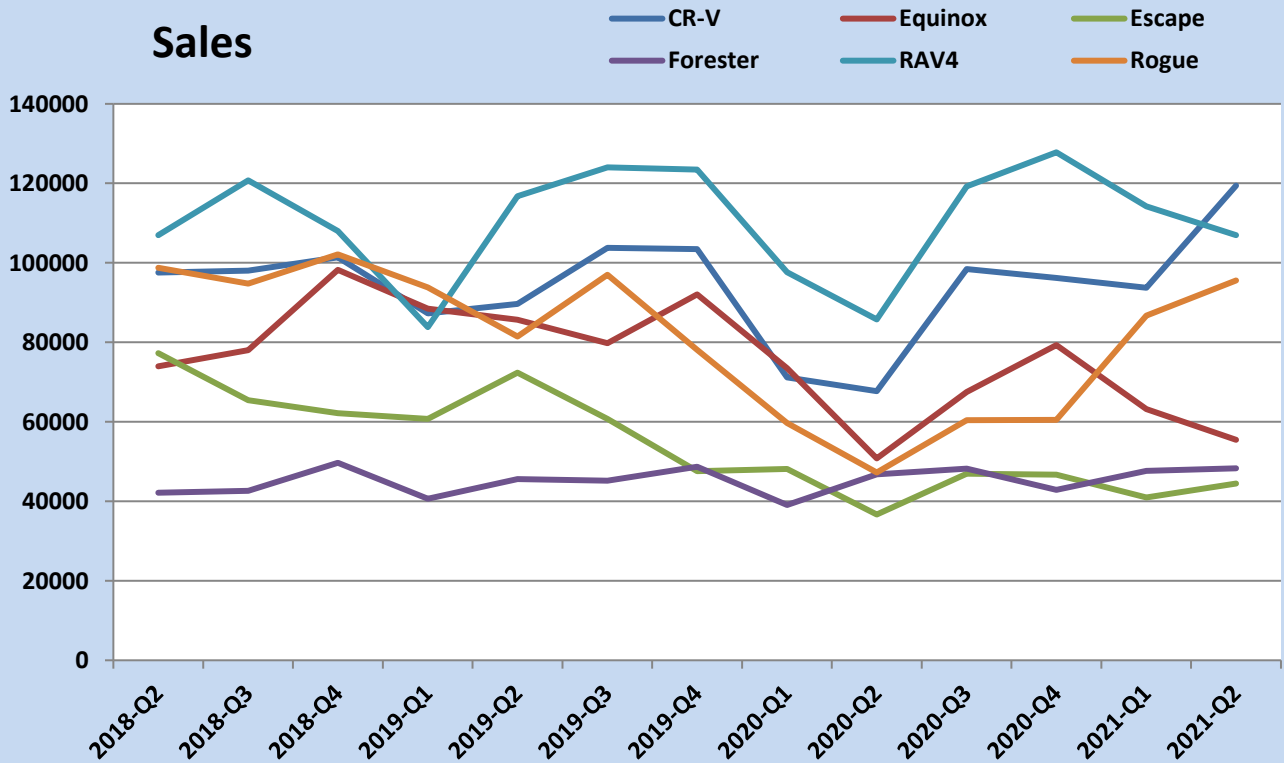
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
500L	84	124	-32.3%	153	254	-39.8%	0.0%	0.0%
Beetle	8	722	-98.9%	9	2,332	-99.6%	0.0%	0.0%
Civic	97,053	63,914	51.8%	152,956	127,858	19.6%	26.1%	23.4%
Corolla	76,327	36,054	111.7%	143,538	100,721	42.5%	20.5%	22.0%
Corolla Hatchback	6,684	4,333	54.3%	11,993	8,880	35.1%	1.8%	1.8%
Cruze	44	277	-84.1%	57	682	-91.6%	0.0%	0.0%
Dart	1	2	-50.0%	2	5	-60.0%	0.0%	0.0%
Elantra	47,964	22,705	111.2%	74,057	48,450	52.9%	12.9%	11.3%
Forte	37,309	17,085	118.4%	62,159	39,444	57.6%	10.0%	9.5%
Golf	3,734	6,677	-44.1%	7,978	14,377	-44.5%	1.0%	1.2%
Impreza	8,050	8,331	-3.4%	17,165	18,620	-7.8%	2.2%	2.6%
Jetta	20,295	15,971	27.1%	43,009	37,364	15.1%	5.5%	6.6%
Lancer		0			0			
Mazda3	11,642	8,110	43.6%	21,634	16,228	33.3%	3.1%	3.3%
Sentra	40,621	19,908	104.0%	77,859	43,787	77.8%	10.9%	11.9%
Soul	21,589	17,328	24.6%	38,780	34,041	13.9%	5.8%	5.9%
Veloster	674	2,205	-69.4%	1,361	4,287	-68.3%	0.2%	0.2%
Total	372,079	223,746	66.3%	652,710	497,330	31.2%		



COMPACT SUV/CROSSOVER

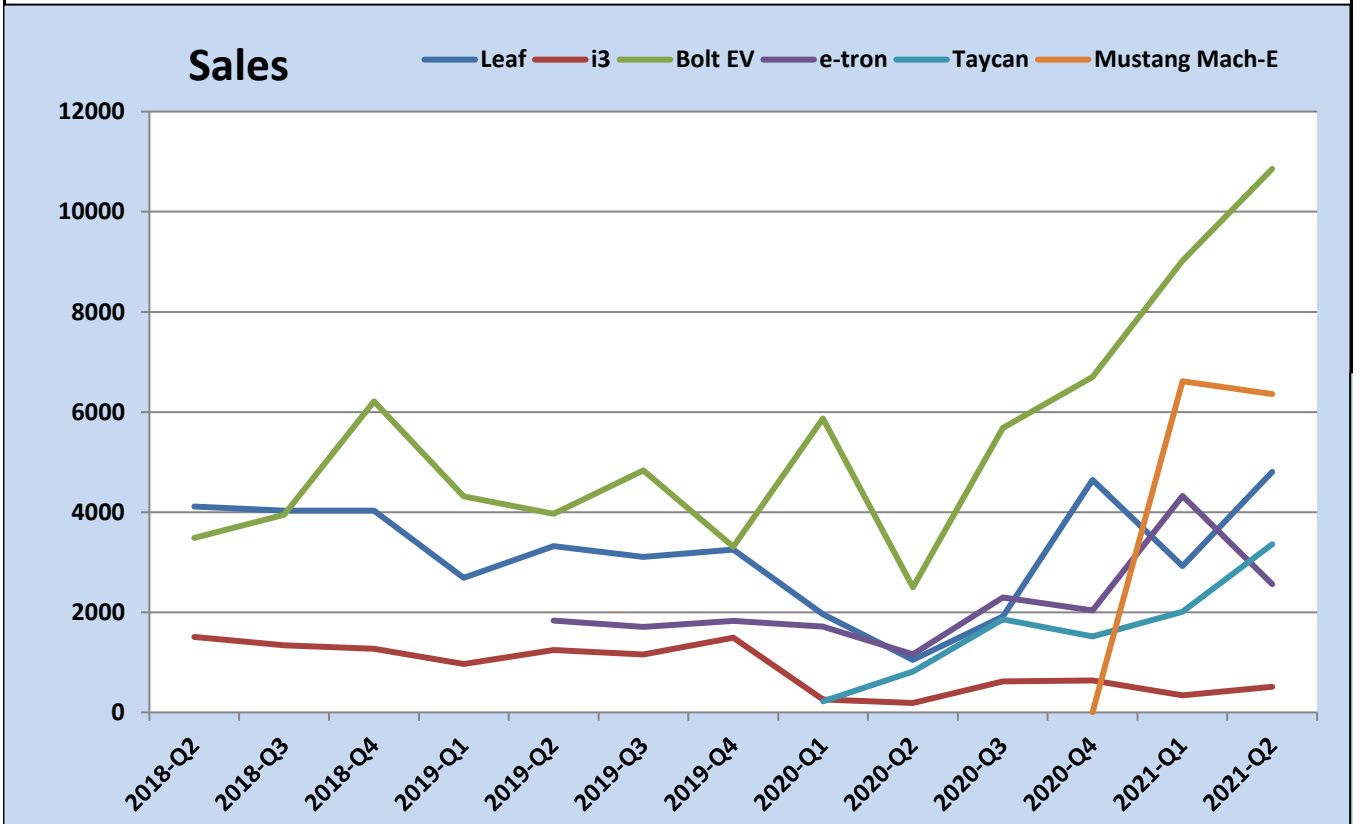
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
CR-V	119,433	67,712	76.4%	213,199	138,898	53.5%	17.0%	15.8%
CX-5	51,871	29,861	73.7%	92,621	65,072	42.3%	7.4%	6.9%
Cherokee	29,235	23,263	25.7%	67,158	56,938	17.9%	4.2%	5.0%
Compass	14,195	18,401	-22.9%	34,154	48,221	-29.2%	2.0%	2.5%
Eclipse Cross	2,775	1,162	138.8%	4,358	6,346	-31.3%	0.4%	0.3%
Equinox	55,448	50,798	9.2%	118,666	124,251	-4.5%	7.9%	8.8%
Escape	44,502	36,680	21.3%	85,492	84,797	0.8%	6.3%	6.3%
Forester	48,271	46,780	3.2%	95,965	85,860	11.8%	6.9%	7.1%
Patriot	4	0		4	1	300.0%	0.0%	0.0%
RAV4	106,940	85,729	24.7%	221,195	183,360	20.6%	15.2%	16.4%
Rogue	95,569	47,249	102.3%	182,289	106,965	70.4%	13.6%	13.5%
Sportage	30,957	19,561	58.3%	53,374	39,618	34.7%	4.4%	4.0%
Terrain	16,616	13,939	19.2%	33,533	39,231	-14.5%	2.4%	2.5%
Tiguan	37,891	25,318	49.7%	65,156	47,495	37.2%	5.4%	4.8%
Tucson	50,370	34,206	47.3%	83,517	57,941	44.1%	7.2%	6.2%
Total	704,077	500,659	40.6%	1,350,681	1,084,994	24.5%		

Sales



ELECTRIC VEHICLE

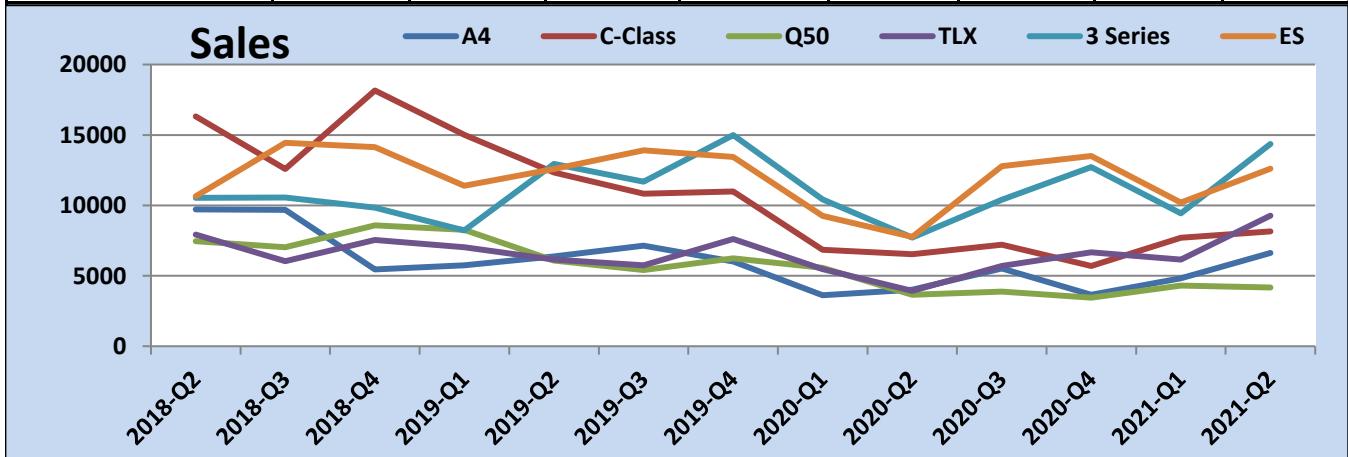
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	Q2-2021	YOY	Q2-2021	YTD
Bolt EUV	406			406			0.4%	0.2%
Bolt EV	10,857	2,498	334.6%	19,882	8,371	137.5%	9.7%	9.6%
I-Pace	404	776	-47.9%	655	1,154	-43.2%	0.4%	0.3%
ID.4	5,756			6,230			5.2%	3.0%
Leaf	4,804	1,049	358.0%	7,729	3,007	157.0%	4.3%	3.7%
Model 3	26,680	20,300	31.4%	47,380	68,300	-30.6%	24.0%	22.9%
Model S	4,575	2,350	94.7%	9,375	6,950	34.9%	4.1%	4.5%
Model X	6,098	1,850	229.6%	12,198	5,450	123.8%	5.5%	5.9%
Model Y	38,877	1,000	3787.7%	76,577	1,000	7557.7%	34.9%	37.0%
Mustang Mach-E	6,361			12,975			5.7%	6.3%
Polestar1	4			7			0.0%	0.0%
Polestar2	144			259			0.1%	0.1%
Taycan	3,359	818	310.6%	5,367	1,039	416.6%	3.0%	2.6%
e-tron	2,560	1,161	120.5%	6,884	2,872	139.7%	2.3%	3.3%
i3	511	188	171.8%	851	447	90.4%	0.5%	0.4%
Total	111,396	31,990	248.2%	206,775	98,590	109.7%		



*Segment total includes estimates for Tesla 6

ENTRY-LEVEL LUXURY CAR

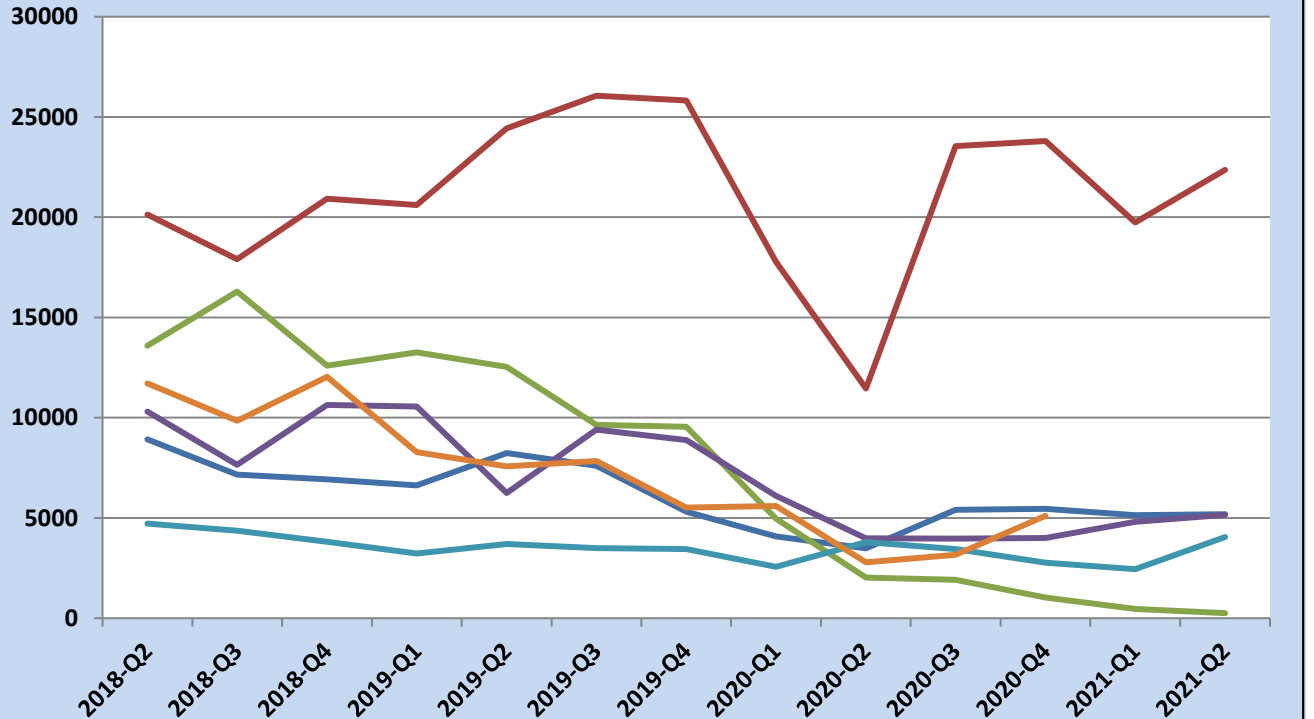
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
1/2 Series	4,033	3,804	6.0%	9,340	5,577	67.5%	3.7%	4.6%
3 Series	14,350	7,713	86.1%	23,776	18,133	31.1%	13.3%	11.8%
4 Series	7,748	1,760	340.2%	12,533	3,957	216.7%	7.2%	6.2%
60 Series	2,754	3,233	-14.8%	7,370	6,738	9.4%	2.6%	3.7%
A-Class	2,540	4,104	-38.1%	5,829	7,800	-25.3%	2.4%	2.9%
A3	1	1,902	-99.9%	1,330	4,139	-67.9%	0.0%	0.7%
A4	6,634	4,025	64.8%	11,465	7,644	50.0%	6.2%	5.7%
A5	6,768	4,991	35.6%	11,295	10,311	9.5%	6.3%	5.6%
ATS	13	46	-71.7%	17	93	-81.7%	0.0%	0.0%
C-Class	8,162	6,526	25.1%	15,858	13,382	18.5%	7.6%	7.9%
CLA	2,078	2,931	-29.1%	4,450	6,211	-28.4%	1.9%	2.2%
CT4	2,303	591	289.7%	4,930	632	680.1%	2.1%	2.5%
CT5	2,451	2,575	-4.8%	6,825	5,575	22.4%	2.3%	3.4%
Cascada	7	4	75.0%	7	11	-36.4%	0.0%	0.0%
ES	12,600	7,762	62.3%	22,792	17,009	34.0%	11.7%	11.3%
G70	2,925	2,318	26.2%	4,789	4,392	9.0%	2.7%	2.4%
G80	1,480	804	84.1%	2,992	2,001	49.5%	1.4%	1.5%
Genesis	0			0	0		0.0%	0.0%
Giulia	2,219	1,692	31.1%	4,284	3,451	24.1%	2.1%	2.1%
ILX	5,247	2,654	97.7%	8,233	5,395	52.6%	4.9%	4.1%
IS	7,365	2,380	209.5%	13,393	5,092	163.0%	6.8%	6.7%
LaCrosse	10	71	-85.9%	18	209	-91.4%	0.0%	0.0%
MKZ	395	2,985	-86.8%	1,633	6,467	-74.7%	0.4%	0.8%
Q50	4,180	3,643	14.7%	8,482	9,218	-8.0%	3.9%	4.2%
Q60	840	770	9.1%	1,526	1,697	-10.1%	0.8%	0.8%
RC	925	780	18.6%	1,702	1,537	10.7%	0.9%	0.8%
Regal	18	822	-97.8%	37	2,024	-98.2%	0.0%	0.0%
TLX	9,271	3,930	135.9%	15,412	9,414	63.7%	8.6%	7.7%
XE	8	322	-97.5%	102	792	-87.1%	0.0%	0.1%
allroad	496	390	27.2%	736	720	2.2%	0.5%	0.4%
Total	107,821	75,528	42.8%	201,156	159,621	26.0%		



FULL-SIZE CAR

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
300	5,668	2,787	103.4%	11,062	8,383	32.0%	12.8%	13.2%
Arteon	1,682	797	111.0%	2,781	1,585	75.5%	3.8%	3.3%
Avalon	5,192	3,483	49.1%	10,328	7,563	36.6%	11.7%	12.3%
Cadenza	70	185	-62.2%	225	670	-66.4%	0.2%	0.3%
Charger	22,363	11,456	95.2%	42,103	29,227	44.1%	50.3%	50.3%
Impala	252	2,033	-87.6%	714	6,998	-89.8%	0.6%	0.9%
Maxima	5,158	3,984	29.5%	9,965	10,086	-1.2%	11.6%	11.9%
Stinger	4,054	3,791	6.9%	6,498	6,351	2.3%	9.1%	7.8%
Total	44,439	28,516	55.8%	83,676	70,863	18.1%		

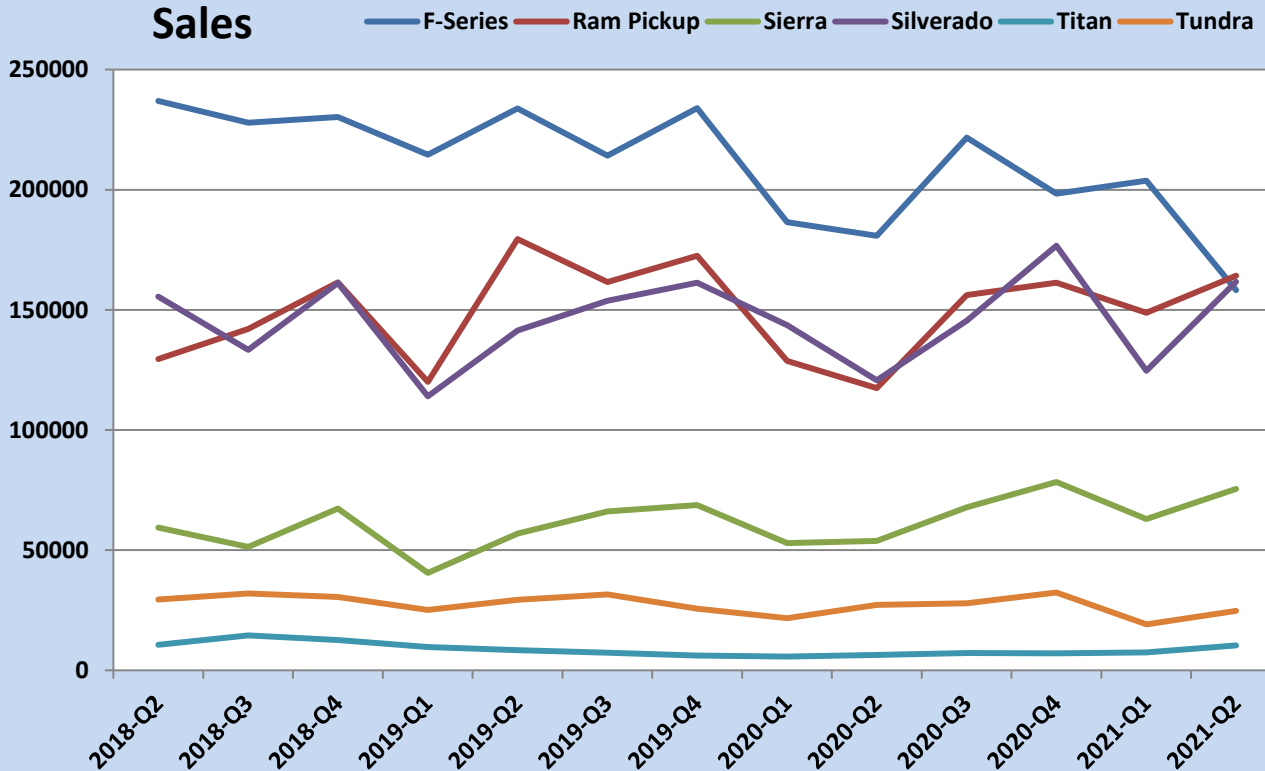
Sales



FULL-SIZE PICKUP TRUCK

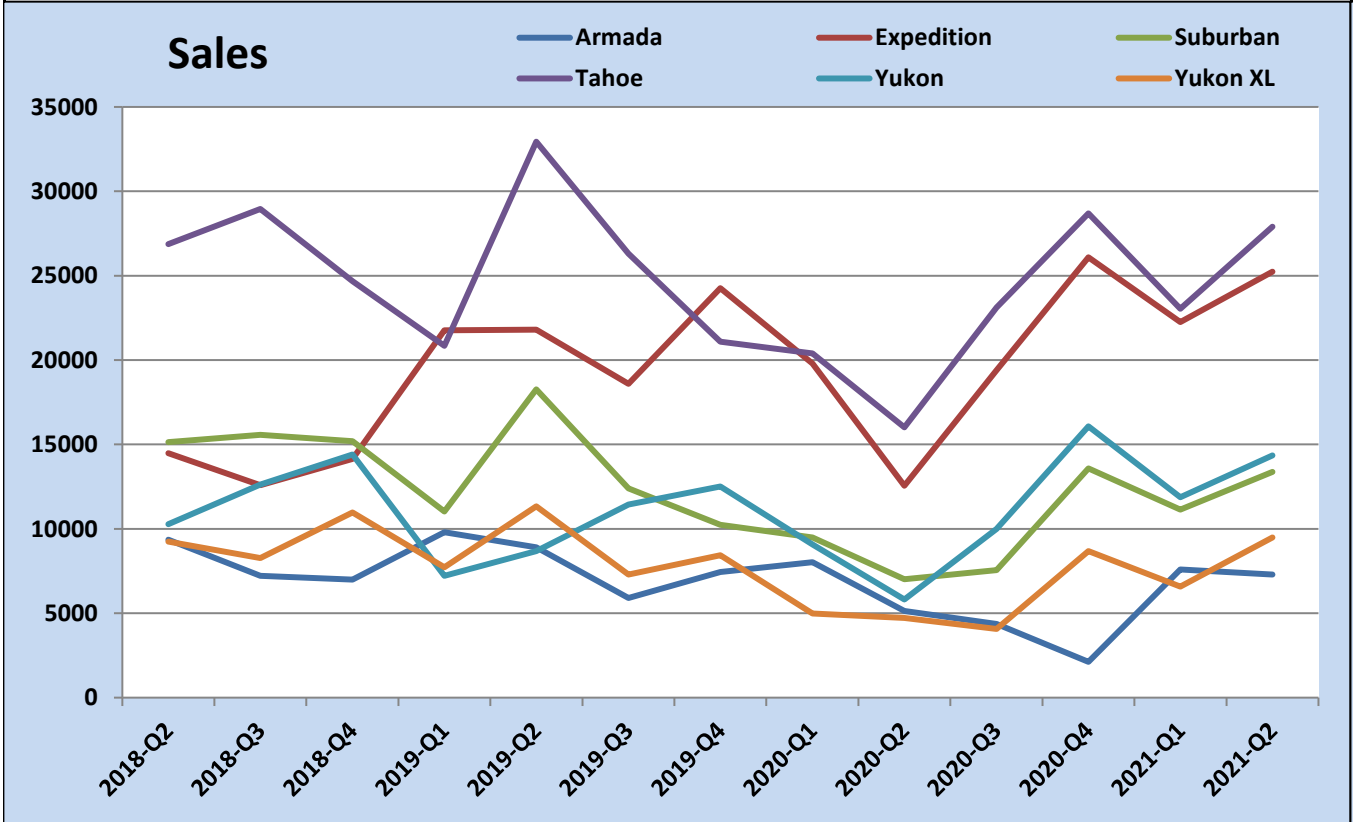
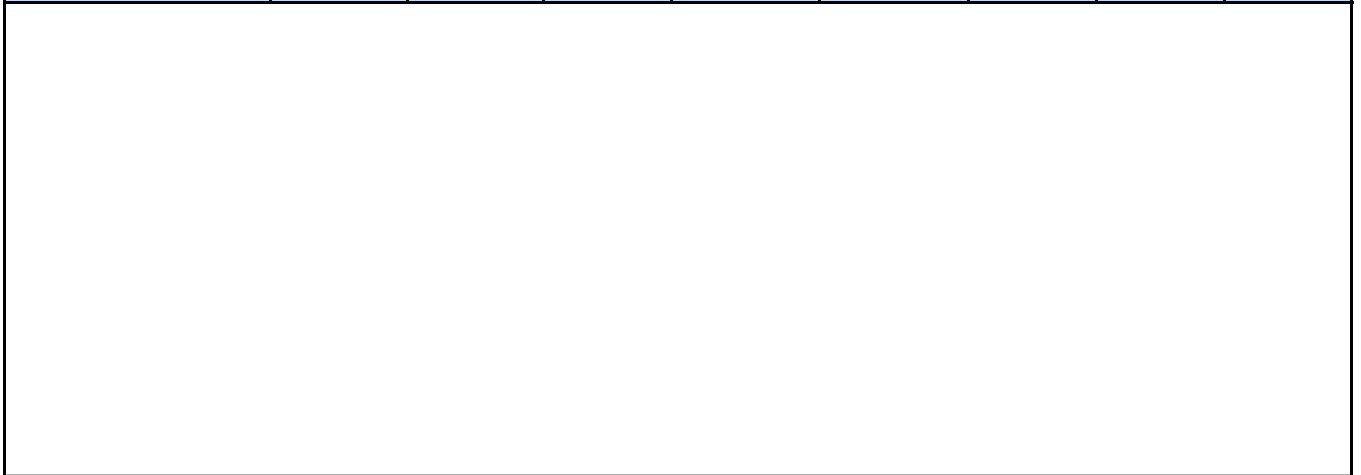
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
F-Series	158,235	180,825	-12.5%	362,032	367,387	-1.5%	26.6%	31.2%
Ram Pickup	164,232	117,448	39.8%	313,068	246,253	27.1%	27.6%	27.0%
Sierra	75,495	53,824	40.3%	138,412	106,833	29.6%	12.7%	11.9%
Silverado	161,706	120,744	33.9%	286,410	264,442	8.3%	27.2%	24.7%
Titan	10,313	6,464	59.5%	17,776	12,196	45.8%	1.7%	1.5%
Tundra	24,731	27,222	-9.2%	43,865	48,880	-10.3%	4.2%	3.8%
Total	594,712	506,527	17.4%	1,161,563	1,045,991	11.0%		

Sales



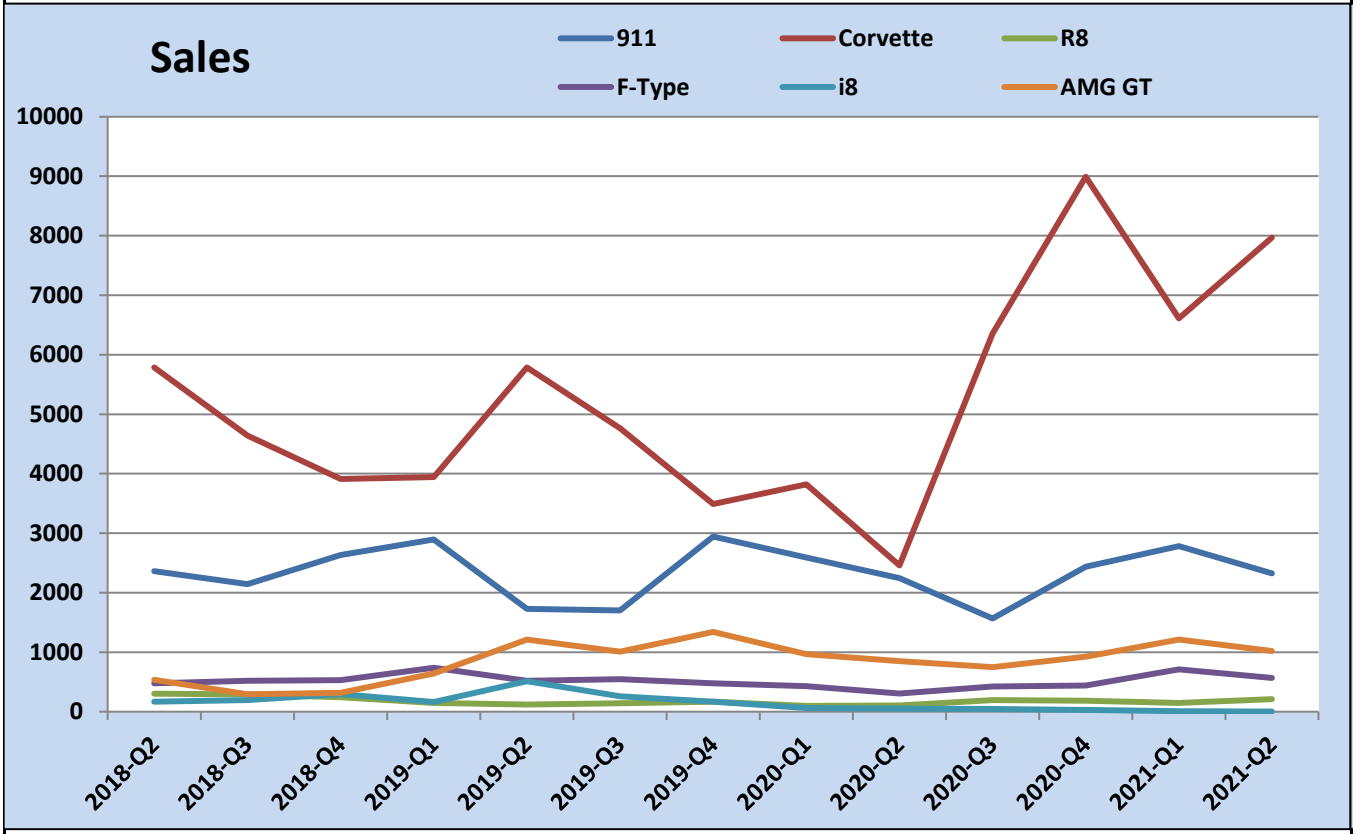
FULL-SIZE SUV/CROSSOVER

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Armada	7,296	5,127	42.3%	14,894	13,154	13.2%	7.3%	8.1%
Expedition	25,245	12,555	101.1%	47,508	32,345	46.9%	25.3%	25.7%
Sequoia	2,301	1,120	105.4%	4,338	2,528	71.6%	2.3%	2.4%
Suburban	13,373	7,016	90.6%	24,516	16,511	48.5%	13.4%	13.3%
Tahoe	27,908	16,016	74.3%	50,946	36,419	39.9%	27.9%	27.6%
Yukon	14,360	5,816	146.9%	26,242	14,889	76.3%	14.4%	14.2%
Yukon XL	9,497	4,726	101.0%	16,073	9,719	65.4%	9.5%	8.7%
Total	99,980	52,376	90.9%	184,517	125,565	46.9%		



HIGH PERFORMANCE CAR

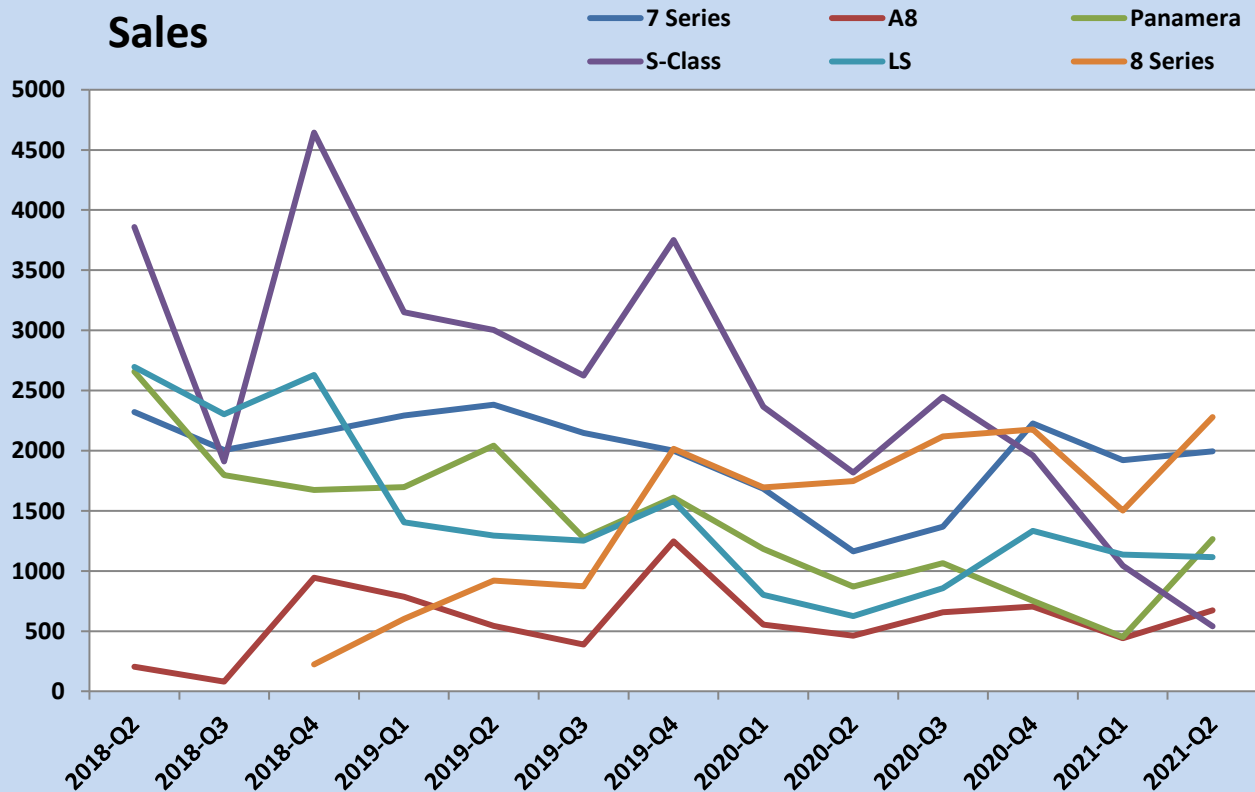
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
911	2,326	2,245	3.6%	5,108	4,835	5.6%	19.0%	21.5%
AMG GT	1,018	848	20.0%	2,230	1,815	22.9%	8.3%	9.4%
Corvette	7,971	2,459	224.2%	14,582	6,279	132.2%	65.3%	61.3%
F-Type	565	305	85.2%	1,274	733	73.8%	4.6%	5.4%
GT	30	18	66.7%	63	97	-35.1%	0.2%	0.3%
GTR	49	70	-30.0%	99	128	-22.7%	0.4%	0.4%
LFA	1	0		1	2	-50.0%	0.0%	0.0%
NSX	43	21	104.8%	60	55	9.1%	0.4%	0.3%
R8	208	102	103.9%	356	199	78.9%	1.7%	1.5%
Viper	0	0		2	0		0.0%	0.0%
i8	2	49	-95.9%	10	113	-91.2%	0.0%	0.0%
Total	12,213	6,117	99.7%	23,785	14,256	66.8%		



HIGH-END LUXURY CAR

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
7 Series	1,995	1,163	71.5%	3,915	2,848	37.5%	21.1%	22.0%
8 Series	2,279	1,747	30.5%	3,781	3,441	9.9%	24.1%	21.2%
A8	672	463	45.1%	1,113	1,017	9.4%	7.1%	6.2%
CLS-Class	528	754	-30.0%	1,430	1,530	-6.5%	5.6%	8.0%
LC	921	175	426.3%	1,575	415	279.5%	9.7%	8.8%
LS	1,114	625	78.2%	2,251	1,426	57.9%	11.8%	12.6%
Panamera	1,265	871	45.2%	1,716	2,055	-16.5%	13.4%	9.6%
S-Class	540	1,817	-70.3%	1,583	4,183	-62.2%	5.7%	8.9%
SL	141	394	-64.2%	452	795	-43.1%	1.5%	2.5%
XJ	9	482	-98.1%	14	782	-98.2%	0.1%	0.1%
Total	9,464	8,491	11.5%	17,830	18,492	-3.6%		

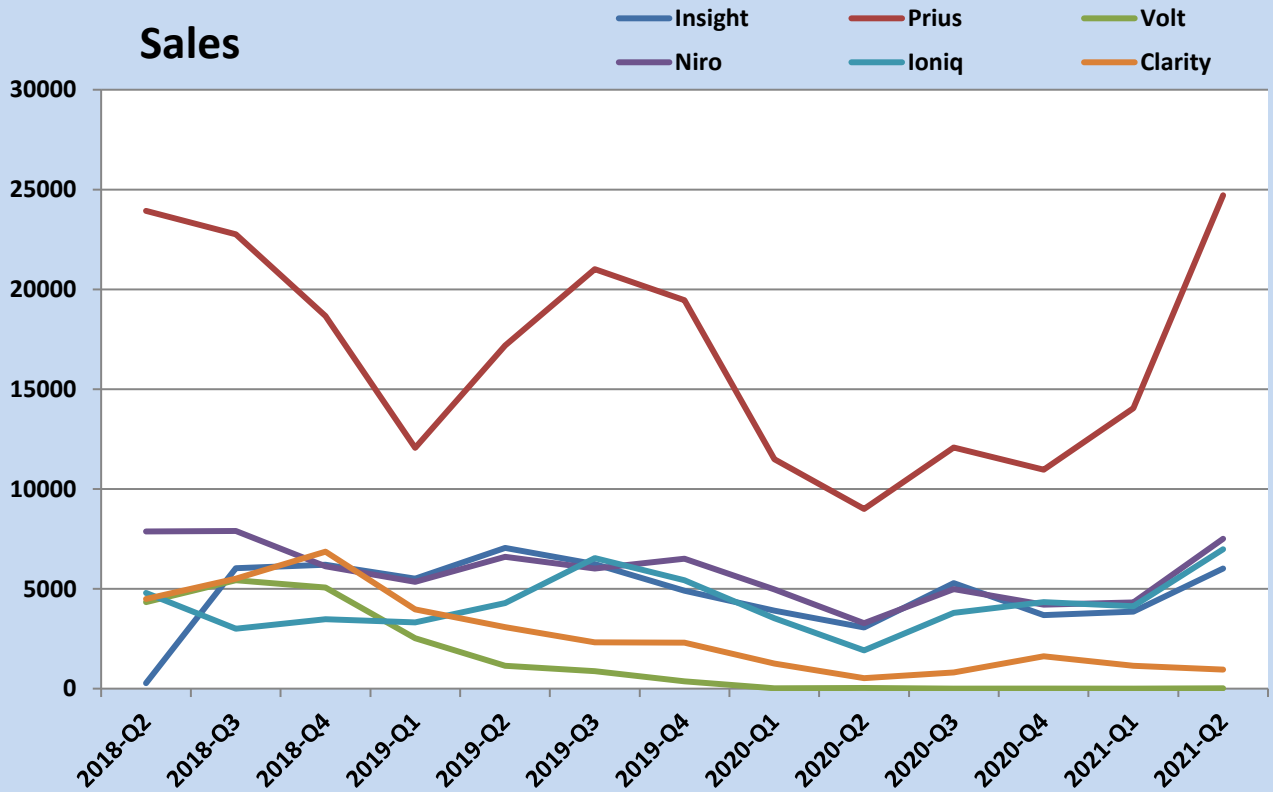
Sales



HYBRID/ALTERNATIVE ENERGY CAR

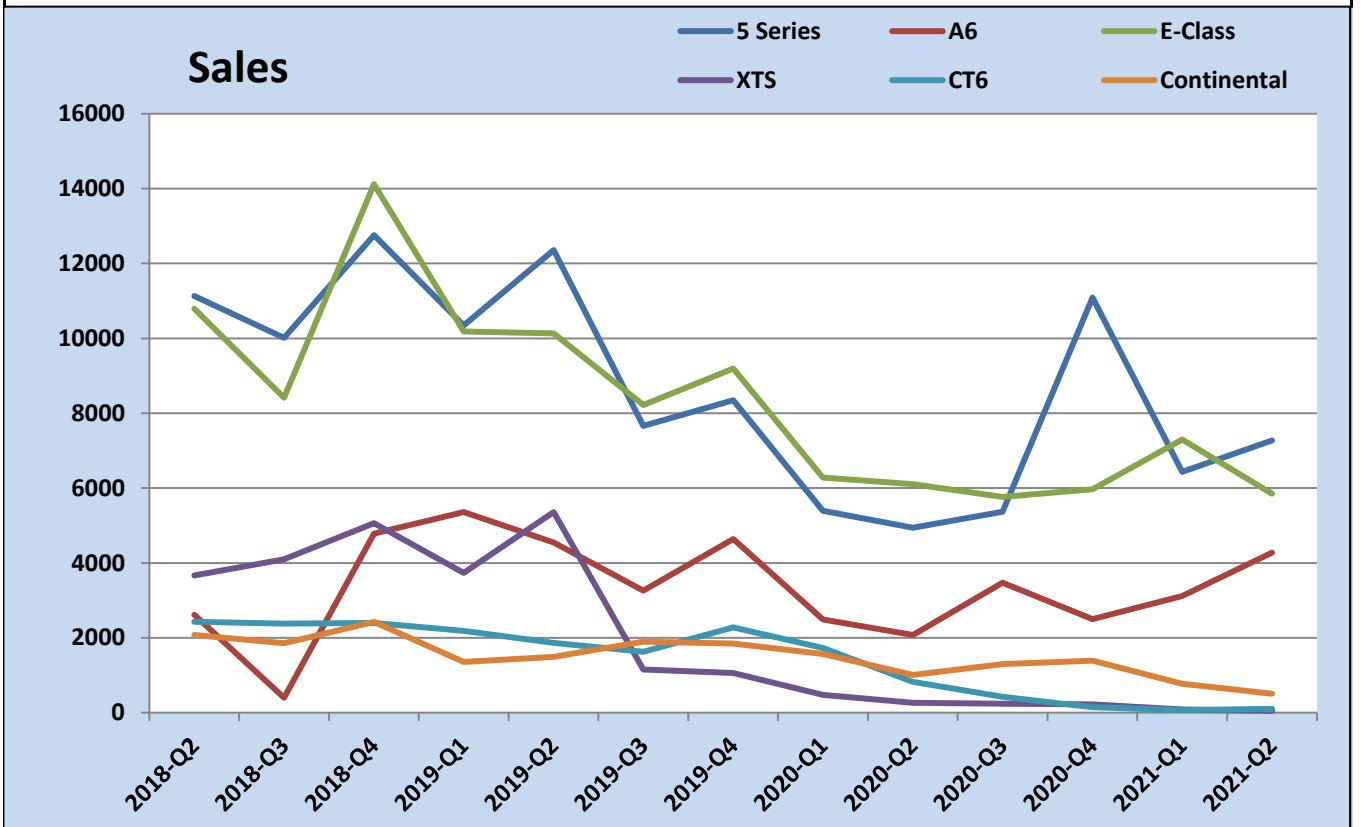
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Clarity	956	525	82.1%	2,103	1,780	18.1%	2.0%	2.8%
Insight	6,008	3,061	96.3%	9,867	6,964	41.7%	12.8%	13.1%
Ioniq	6,982	1,916	264.4%	11,107	5,438	104.2%	14.9%	14.7%
Mirai	728	62	1074.2%	1,597	209	664.1%	1.6%	2.1%
Nexo	56	25	124.0%	134	76	76.3%	0.1%	0.2%
Niro	7,506	3,277	129.1%	11,817	8,252	43.2%	16.0%	15.7%
Prius	24,713	9,000	174.6%	38,763	20,483	89.2%	52.6%	51.4%
Volt	11	39	-71.8%	16	62	-74.2%	0.0%	0.0%
Total	46,960	17,905	162.3%	75,404	43,264	74.3%		

Sales



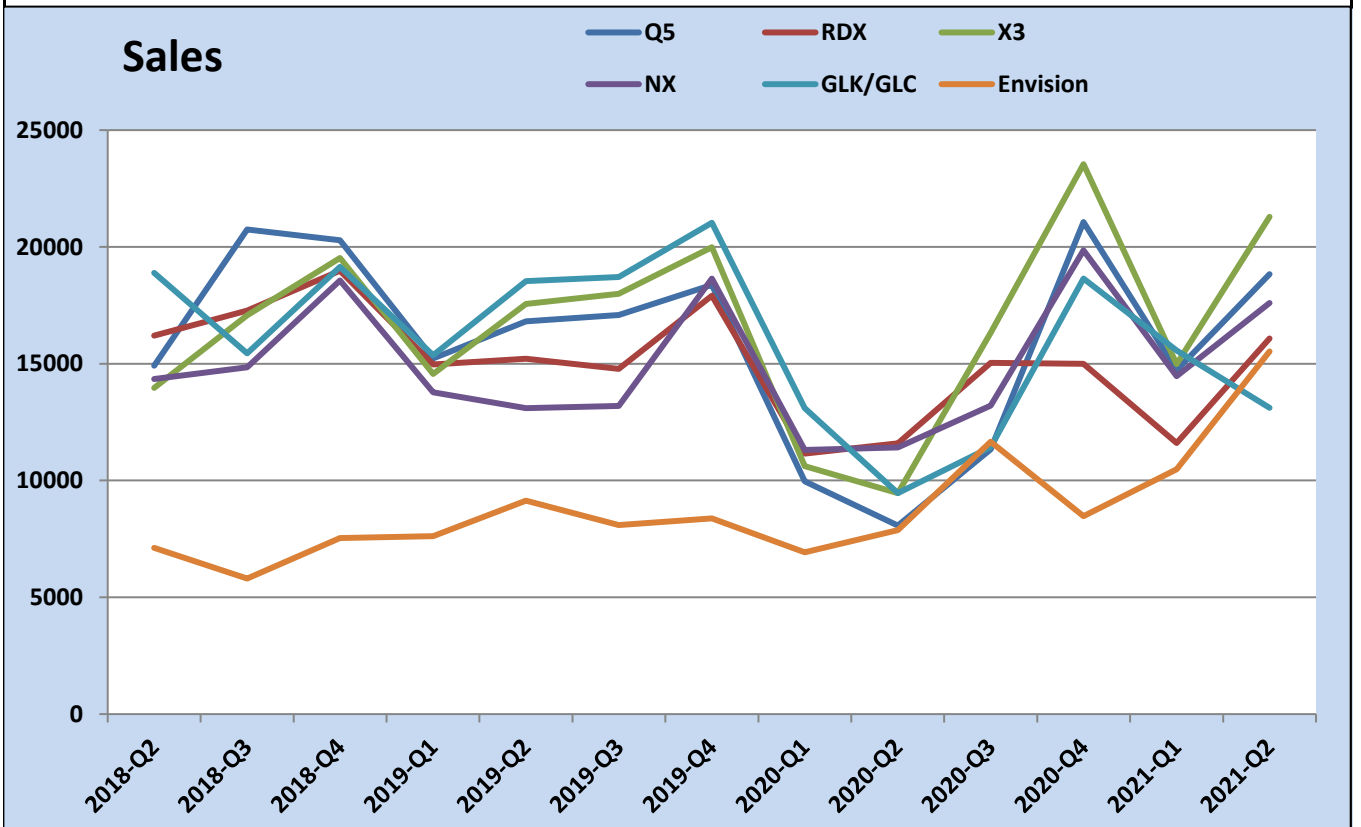
LUXURY CAR

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
5 Series	7,268	4,940	47.1%	13,701	10,335	32.6%	35.0%	33.1%
6 Series	7	66	-89.4%	48	117	-59.0%	0.0%	0.1%
90 Series	350	532	-34.2%	944	886	6.5%	1.7%	2.3%
A6	4,279	2,076	106.1%	7,392	4,568	61.8%	20.6%	17.9%
A7	1,322	595	122.2%	2,311	1,244	85.8%	6.4%	5.6%
CT6	104	825	-87.4%	171	2,550	-93.3%	0.5%	0.4%
CTS	103	168	-38.7%	162	328	-50.6%	0.5%	0.4%
Continental	505	1,012	-50.1%	1,273	2,575	-50.6%	2.4%	3.1%
E-Class	5,851	6,103	-4.1%	13,148	12,387	6.1%	28.1%	31.8%
G90	447	463	-3.5%	862	1,147	-24.8%	2.2%	2.1%
GS	18	679	-97.3%	70	1,303	-94.6%	0.1%	0.2%
K900	14	60	-76.7%	70	125	-44.0%	0.1%	0.2%
Q70	0	14	-100.0%	0	129	-100.0%	0.0%	0.0%
RLX	54	223	-75.8%	198	401	-50.6%	0.3%	0.5%
SLK/SLC	23	501	-95.4%	221	920	-76.0%	0.1%	0.5%
XF	399	207	92.8%	638	370	72.4%	1.9%	1.5%
XTS	45	264	-83.0%	132	737	-82.1%	0.2%	0.3%
Total	20,789	18,728	11.0%	41,341	40,122	3.0%		



LUXURY COMPACT SUV/CROSSOVER

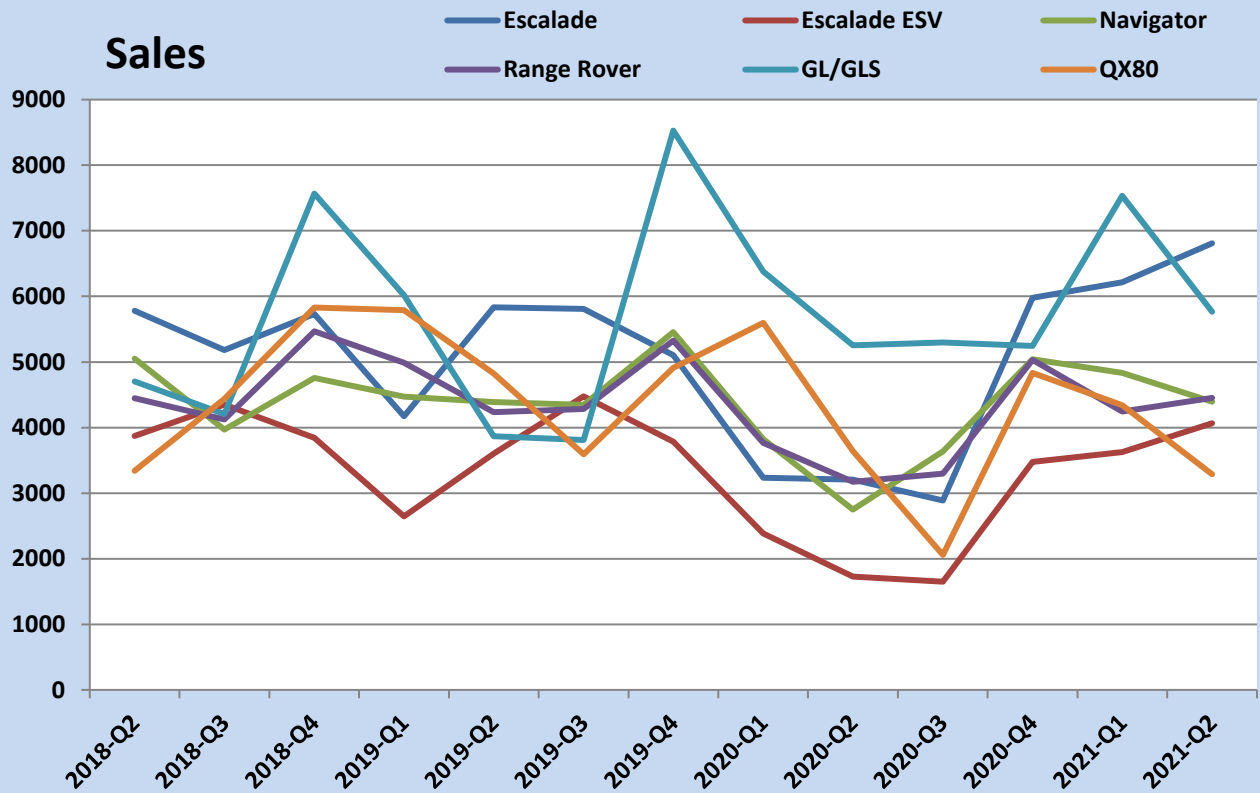
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Corsair/MKC	6,393	5,463	17.0%	13,507	11,133	21.3%	4.1%	4.7%
Discovery Sport	1,509	1,301	16.0%	3,944	3,673	7.4%	1.0%	1.4%
Envision	15,526	7,881	97.0%	26,002	14,813	75.5%	9.9%	9.0%
Evoque	1,767	1,675	5.5%	4,247	5,023	-15.4%	1.1%	1.5%
F-Pace	3,119	1,407	121.7%	5,458	4,518	20.8%	2.0%	1.9%
GLB	8,383	6,699	25.1%	15,464	11,519	34.2%	5.4%	5.3%
GLK/GLC	13,113	9,461	38.6%	28,682	22,560	27.1%	8.4%	9.9%
Macan	5,098	3,964	28.6%	11,489	7,741	48.4%	3.3%	4.0%
NX	17,604	11,416	54.2%	32,066	22,725	41.1%	11.2%	11.0%
Q5	18,835	8,072	133.3%	33,566	18,031	86.2%	12.0%	11.6%
QX50	7,324	4,899	49.5%	13,749	9,069	51.6%	4.7%	4.7%
RDX	16,078	11,597	38.6%	27,690	22,750	21.7%	10.3%	9.5%
Stelvio	2,756	2,002	37.7%	5,313	3,915	35.7%	1.8%	1.8%
X3	21,285	9,460	125.0%	36,273	20,074	80.7%	13.6%	12.5%
X4	2,669	1,373	94.4%	4,351	3,161	37.6%	1.7%	1.5%
XC60	12,702	6,643	91.2%	20,592	12,212	68.6%	8.1%	7.1%
XT4	2,512	3,978	-36.9%	7,966	9,140	-12.8%	1.6%	2.7%
Total	156,673	97,291	61.0%	290,359	202,057	43.7%		



LUXURY FULL-SIZE SUV/CROSSOVER

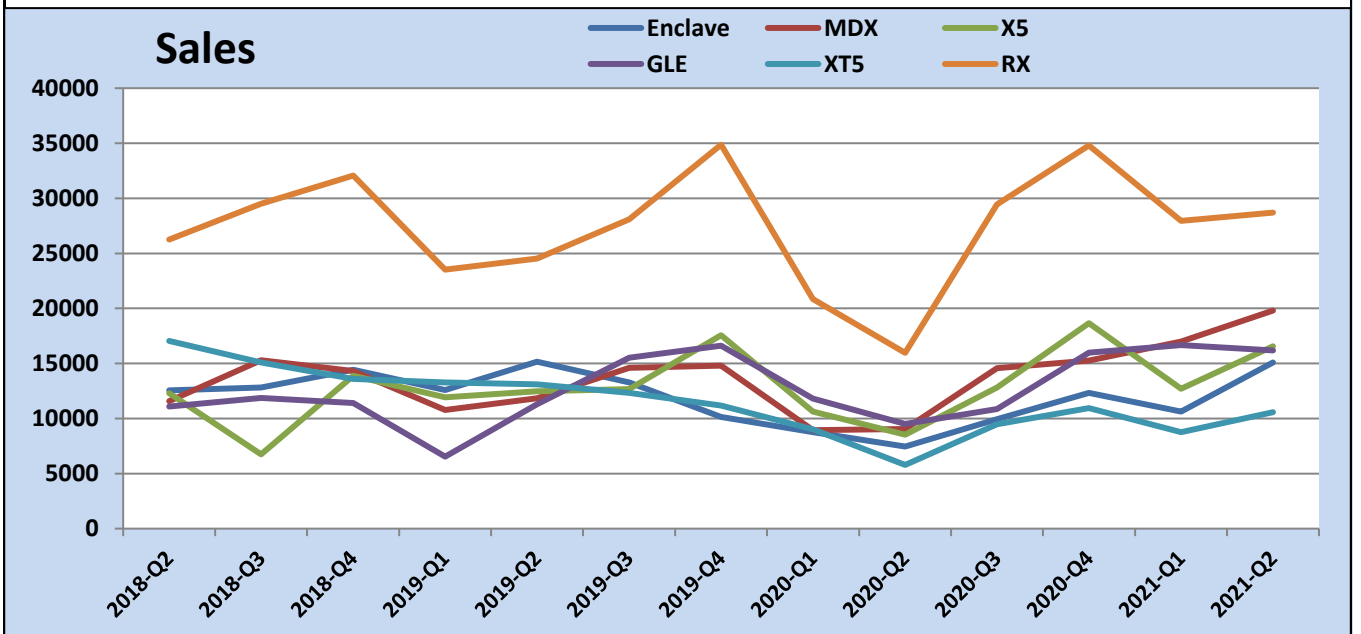
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Escalade	6,809	3,206	112.4%	13,026	6,440	102.3%	21.7%	19.9%
Escalade ESV	4,065	1,729	135.1%	7,690	4,115	86.9%	13.0%	11.8%
GL/GLS	5,765	5,252	9.8%	13,298	11,633	14.3%	18.4%	20.3%
LX	949	968	-2.0%	2,289	1,814	26.2%	3.0%	3.5%
Land Cruiser	1,654	636	160.1%	3,550	1,250	184.0%	5.3%	5.4%
Navigator	4,396	2,749	59.9%	9,228	6,575	40.4%	14.0%	14.1%
QX80	3,289	3,638	-9.6%	7,631	9,236	-17.4%	10.5%	11.7%
Range Rover	4,450	3,173	40.2%	8,694	6,941	25.3%	14.2%	13.3%
Total	31,377	21,351	47.0%	65,406	48,004	36.3%		

Sales



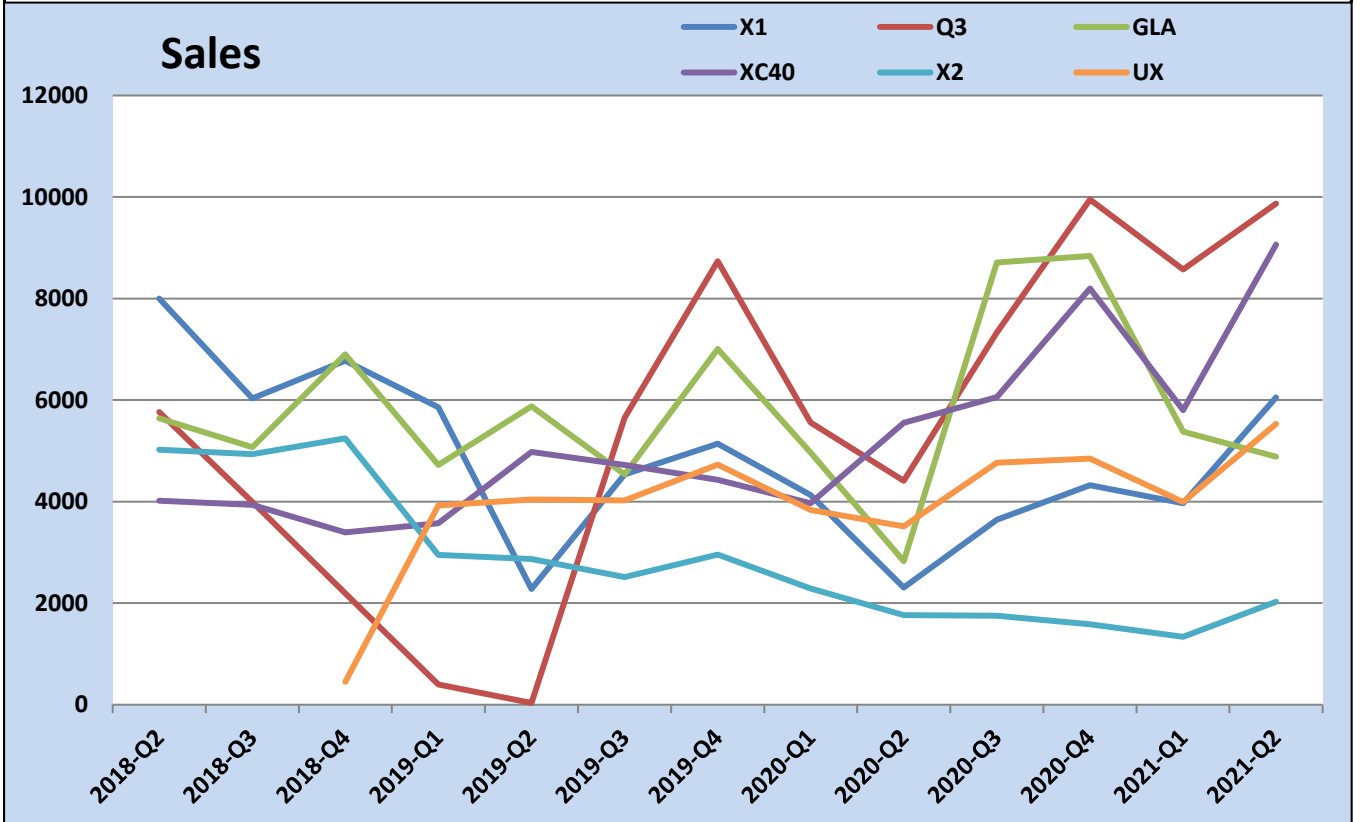
LUXURY MID-SIZE SUV/CROSSOVER

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Aviator	5,770	4,016	43.7%	11,856	9,682	22.5%	2.9%	3.2%
Cayenne	6,004	3,822	57.1%	10,234	7,644	33.9%	3.0%	2.7%
Defender	4,045	606	567.5%	9,294	606	1433.7%	2.0%	2.5%
Discovery	1,459	1,153	26.5%	1,824	3,089	-41.0%	0.7%	0.5%
Enclave	15,096	7,453	102.5%	25,713	16,205	58.7%	7.6%	6.9%
G-Class	1,847	1,740	6.1%	3,556	3,370	5.5%	0.9%	1.0%
GLE	16,178	9,500	70.3%	32,846	21,305	54.2%	8.1%	8.8%
GV70	578			578			0.3%	0.2%
GV80	5,646			10,077			2.8%	2.7%
GX	7,729	6,194	24.8%	15,406	11,316	36.1%	3.9%	4.1%
MDX	19,803	9,033	119.2%	36,791	17,974	104.7%	9.9%	9.9%
MKT		20			129			
Nautilus/MKX	6,055	5,036	20.2%	11,427	10,281	11.1%	3.0%	3.1%
Q7	9,991	4,418	126.1%	17,705	10,650	66.2%	5.0%	4.7%
Q8	5,013	1,986	152.4%	8,625	4,422	95.0%	2.5%	2.3%
QX60	991	3,110	-68.1%	4,306	12,171	-64.6%	0.5%	1.2%
RX	28,703	15,966	79.8%	56,644	36,813	53.9%	14.4%	15.2%
Range Rover Sport	4,885	4,386	11.4%	11,375	9,257	22.9%	2.4%	3.0%
Range Rover Velar	4,659	2,440	90.9%	7,116	5,680	25.3%	2.3%	1.9%
X5	16,544	8,517	94.2%	29,244	19,155	52.7%	8.3%	7.8%
X6	2,574	1,201	114.3%	4,612	2,452	88.1%	1.3%	1.2%
X7	6,516	4,071	60.1%	11,279	8,653	30.3%	3.3%	3.0%
XC90	11,647	7,812	49.1%	19,982	13,899	43.8%	5.8%	5.4%
XT5	10,573	5,783	82.8%	19,346	14,806	30.7%	5.3%	5.2%
XT6	7,151	4,131	73.1%	13,141	9,205	42.8%	3.6%	3.5%
Total	199,457	112,394	77.5%	372,977	248,764	49.9%		



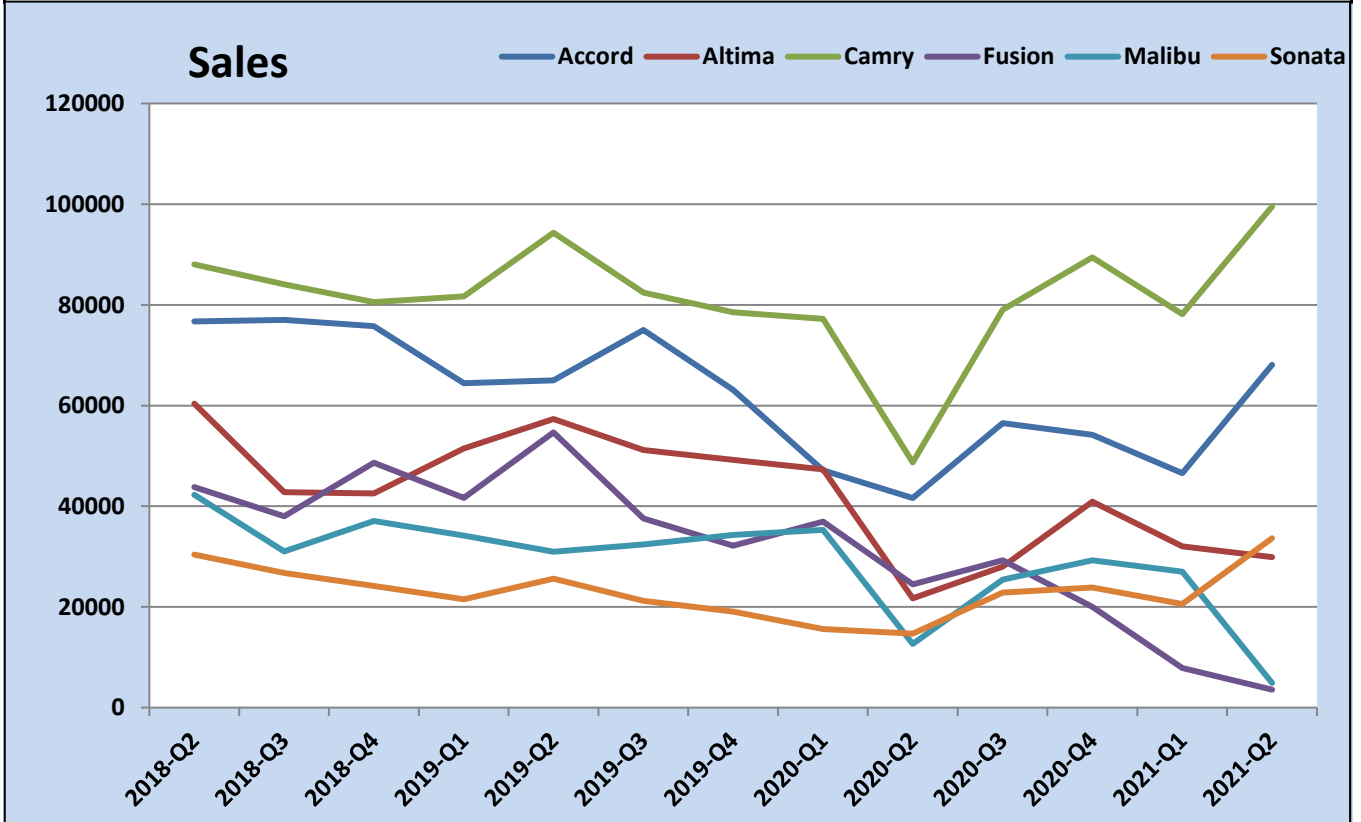
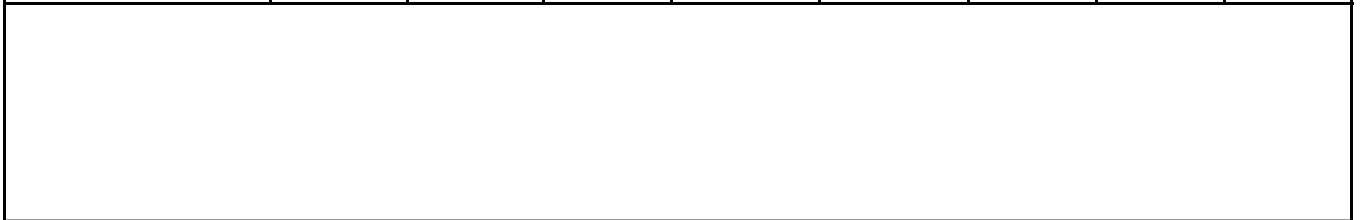
LUXURY SUBCOMPACT SUV/CROSSOVER

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
E-Pace	987	617	60.0%	1,580	1,661	-4.9%	2.6%	2.3%
GLA	4,887	2,828	72.8%	10,263	7,794	31.7%	12.7%	15.1%
Q3	9,870	4,411	123.8%	18,445	9,967	85.1%	25.7%	27.1%
QX30		21		1	133	-99.2%		0.0%
UX	5,531	3,511	57.5%	9,524	7,349	29.6%	14.4%	14.0%
X1	6,054	2,307	162.4%	10,022	6,440	55.6%	15.8%	14.7%
X2	2,030	1,768	14.8%	3,367	4,054	-16.9%	5.3%	4.9%
XC40	9,062	5,550	63.3%	14,866	9,520	56.2%	23.6%	21.8%
Total	38,421	21,013	82.8%	68,068	46,918	45.1%		



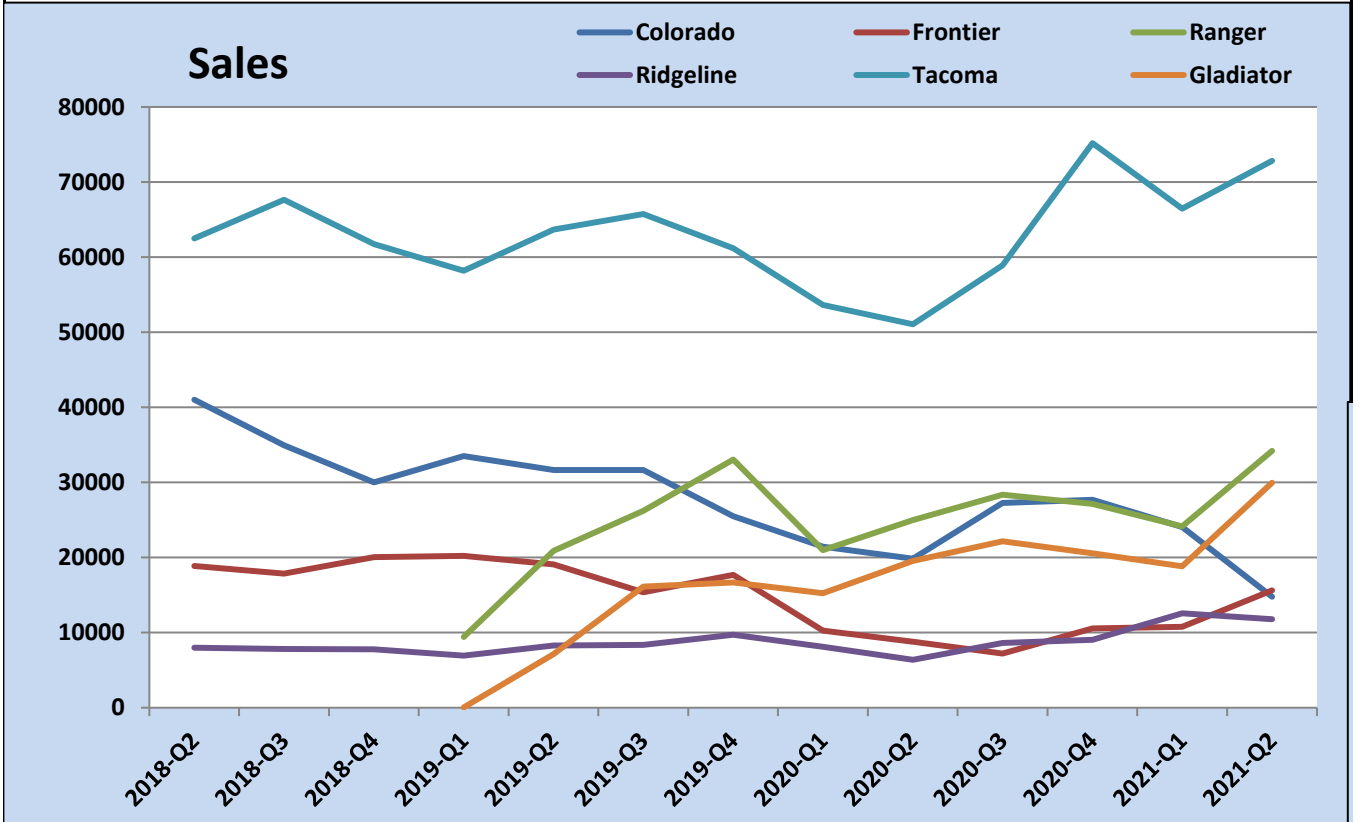
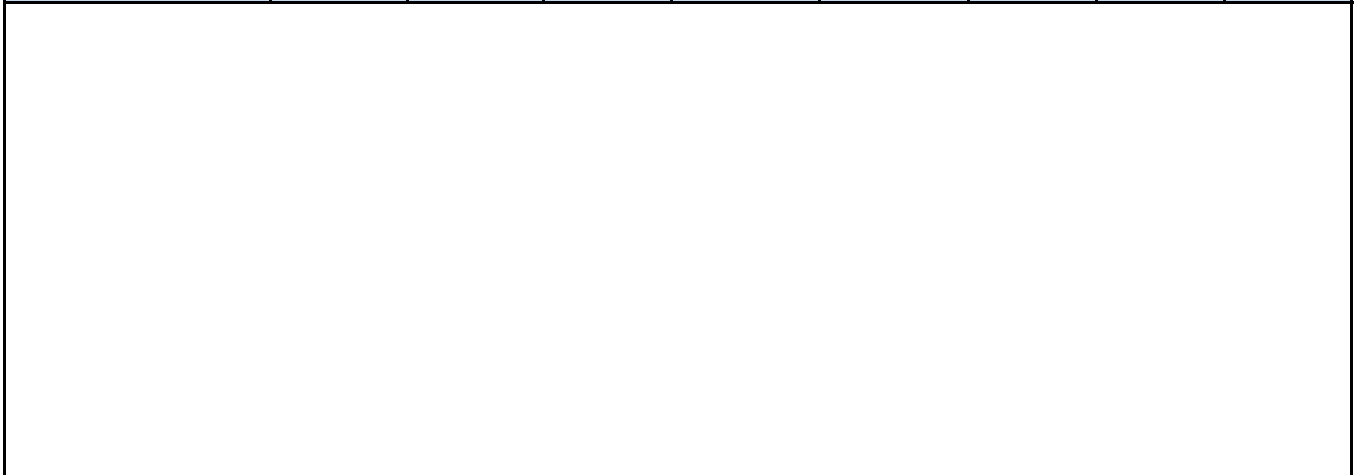
MID-SIZE CAR

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
200	2	0		3	3	0.0%	0.0%	0.0%
Accord	68,116	41,629	63.6%	114,707	88,754	29.2%	23.5%	21.3%
Altima	29,913	21,702	37.8%	61,930	69,049	-10.3%	10.3%	11.5%
Avenger	0	0		0	0		0.0%	0.0%
CC	2	3	-33.3%	3	20	-85.0%	0.0%	0.0%
Camry	99,520	48,711	104.3%	177,671	125,899	41.1%	34.4%	33.1%
Fusion	3,564	24,484	-85.4%	11,453	61,421	-81.4%	1.2%	2.1%
K5	30,690			51,049			10.6%	9.5%
Legacy	6,616	5,366	23.3%	12,921	11,901	8.6%	2.3%	2.4%
Malibu	4,899	12,661	-61.3%	31,886	47,944	-33.5%	1.7%	5.9%
Mazda6	5,741	3,579	60.4%	10,026	8,085	24.0%	2.0%	1.9%
Optima	36	18,480	-99.8%	71	38,825	-99.8%	0.0%	0.0%
Passat	6,832	4,120	65.8%	11,367	10,101	12.5%	2.4%	2.1%
Sonata	33,641	14,687	129.1%	54,198	30,289	78.9%	11.6%	10.1%
Total	289,572	195,422	48.2%	537,285	492,291	9.1%		



MID-SIZE PICKUP TRUCK

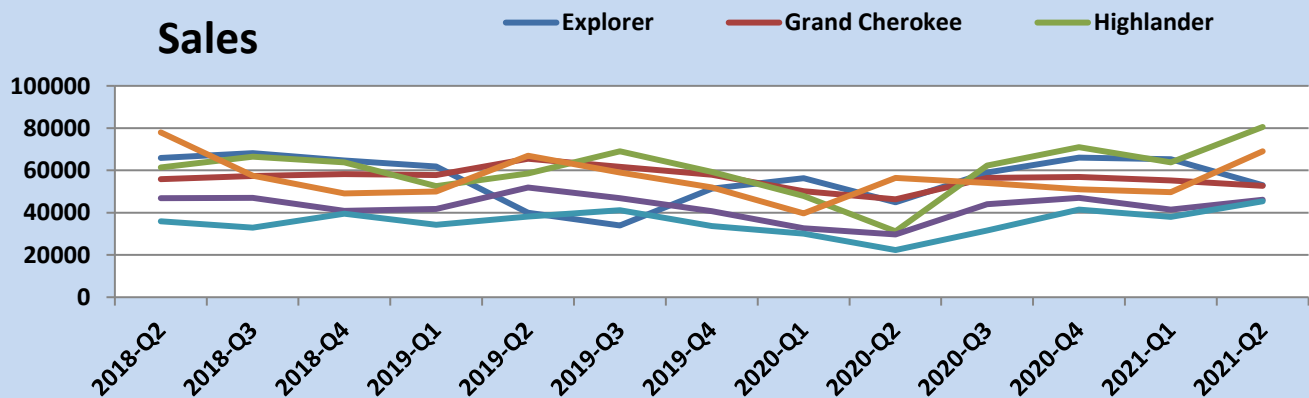
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Canyon	5,347	5,225	2.3%	12,491	9,708	28.7%	2.9%	3.6%
Colorado	14,776	19,843	-25.5%	38,859	41,273	-5.8%	8.0%	11.1%
Frontier	15,612	8,794	77.5%	26,392	19,074	38.4%	8.5%	7.6%
Gladiator	29,962	19,568	53.1%	48,784	34,827	40.1%	16.2%	14.0%
Ranger	34,205	25,008	36.8%	58,371	45,988	26.9%	18.5%	16.7%
Ridgeline	11,800	6,380	85.0%	24,370	14,505	68.0%	6.4%	7.0%
Tacoma	72,847	51,063	42.7%	139,296	104,699	33.0%	39.5%	40.0%
Total	184,549	135,881	35.8%	348,563	270,074	29.1%		



MID-SIZE SUV/CROSSOVER

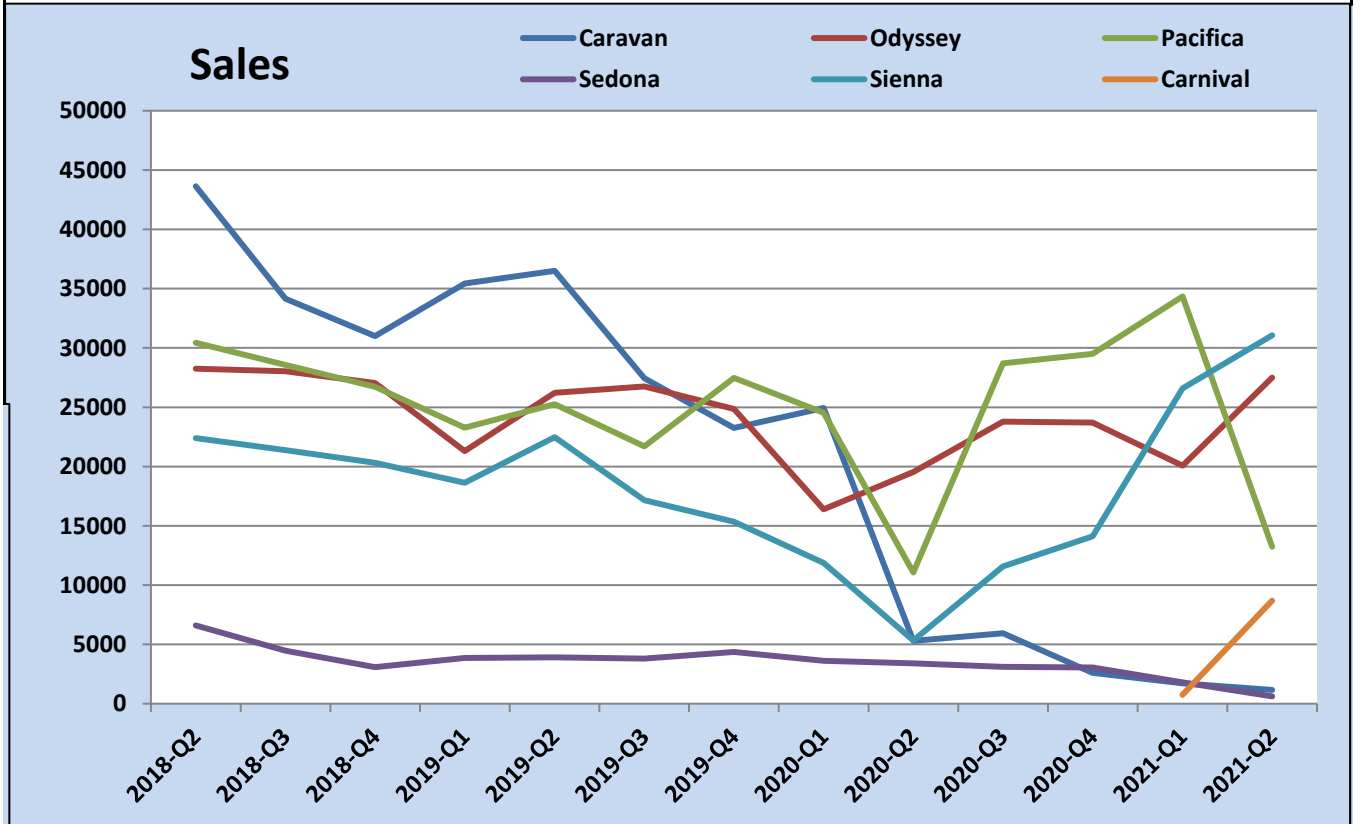
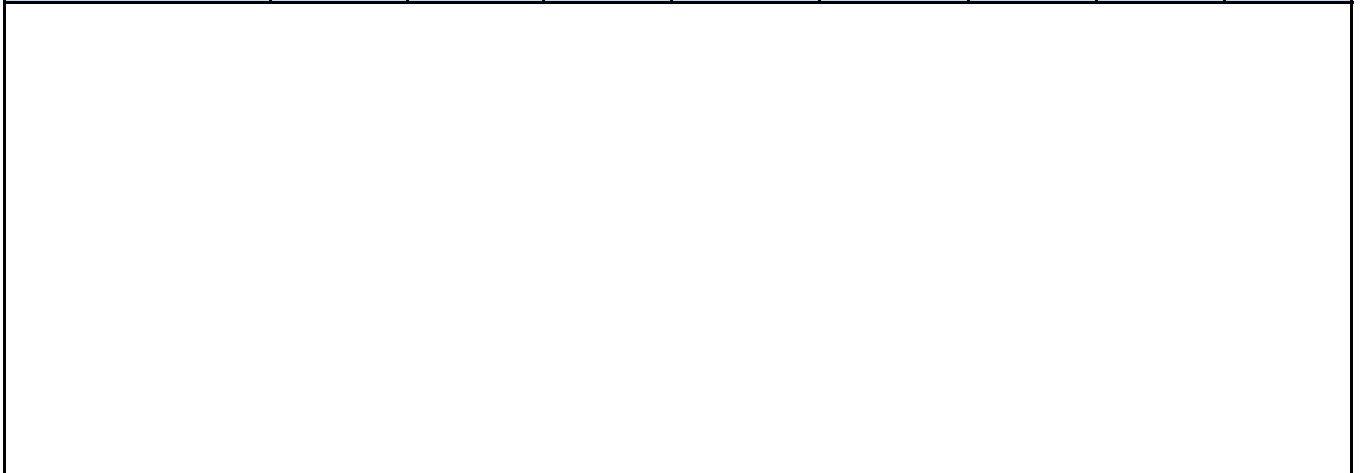
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
4Runner	32,686	29,356	11.3%	69,949	57,428	21.8%	4.4%	4.9%
Acadia	26,266	15,242	72.3%	46,222	32,928	40.4%	3.5%	3.3%
Ascent	13,900	15,773	-11.9%	28,373	31,397	-9.6%	1.9%	2.0%
Atlas	24,851	9,565	159.8%	44,069	23,843	84.8%	3.3%	3.1%
Atlas Cross Sport	14,526	6,756	115.0%	25,828	7,885	227.6%	1.9%	1.8%
Blazer	20,590	19,726	4.4%	39,855	41,870	-4.8%	2.7%	2.8%
Bronco	801			801			0.1%	0.1%
CX-9	10,879	6,232	74.6%	20,265	13,451	50.7%	1.4%	1.4%
Durango	17,855	11,694	52.7%	38,415	29,499	30.2%	2.4%	2.7%
Edge	17,205	21,052	-18.3%	39,355	50,651	-22.3%	2.3%	2.8%
Explorer	52,997	44,839	18.2%	118,241	101,149	16.9%	7.1%	8.3%
FJ Cruiser	1	0		1	0		0.0%	0.0%
Flex		1,686			4,151			
Grand Cherokee	52,726	46,326	13.8%	107,924	96,409	11.9%	7.0%	7.6%
Highlander	80,549	31,181	158.3%	144,380	79,071	82.6%	10.7%	10.2%
Journey	5,885	5,434	8.3%	12,765	20,586	-38.0%	0.8%	0.9%
Murano	15,496	14,292	8.4%	27,019	29,975	-9.9%	2.1%	1.9%
Outback	46,116	29,694	55.3%	87,619	62,309	40.6%	6.1%	6.2%
Outlander	6,954	3,020	130.3%	11,314	16,176	-30.1%	0.9%	0.8%
Palisade	22,294	19,366	15.1%	43,501	35,699	21.9%	3.0%	3.1%
Passport	15,084	8,190	84.2%	26,694	16,023	66.6%	2.0%	1.9%
Pathfinder	4,647	8,861	-47.6%	13,552	26,953	-49.7%	0.6%	1.0%
Pilot	45,109	30,917	45.9%	76,560	54,815	39.7%	6.0%	5.4%
QX55	1,242			1,242			0.2%	0.1%
Santa Fe	34,540	23,515	46.9%	63,110	43,392	45.4%	4.6%	4.5%
Santa Fe XL		12			793			
Sorento	28,589	19,741	44.8%	48,313	37,796	27.8%	3.8%	3.4%
Telluride	23,584	8,550	175.8%	45,438	25,376	79.1%	3.1%	3.2%
Touareg	4	4	0.0%	4	6	-33.3%	0.0%	0.0%
Traverse	45,394	22,314	103.4%	83,431	52,409	59.2%	6.0%	5.9%
Venza	22,211			35,834			3.0%	2.5%
Wrangler	69,020	56,463	22.2%	118,666	96,131	23.4%	9.2%	8.4%
Total	752,001	509,801	47.4%	1,418,740	1,088,171	30.3%		

Sales



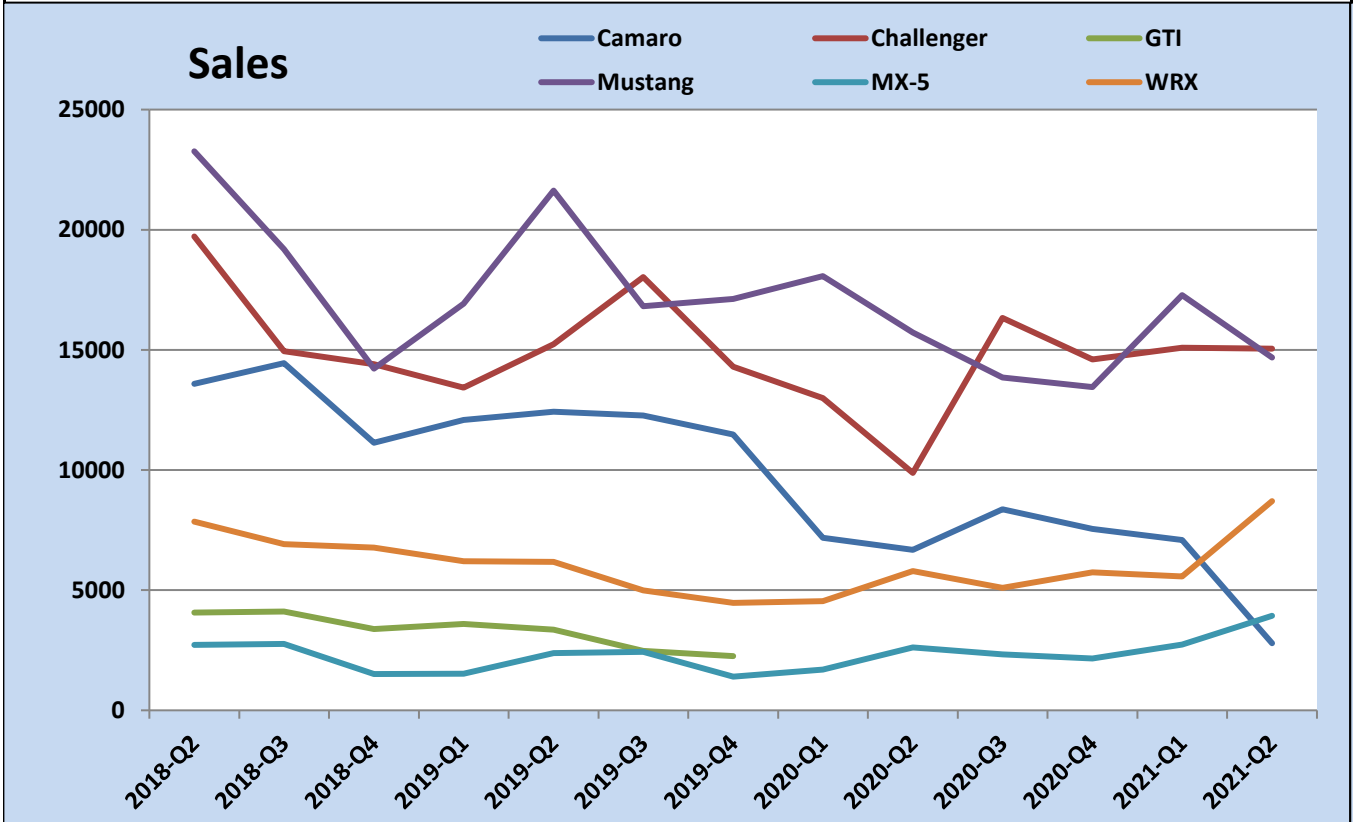
MINIVAN

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Caravan	1,158	5,291	-78.1%	2,867	30,222	-90.5%	1.4%	1.7%
Carnival	8,692			9,439			10.6%	5.6%
Odyssey	27,490	19,527	40.8%	47,556	35,917	32.4%	33.4%	28.4%
Pacifica	13,229	11,069	19.5%	47,571	35,594	33.6%	16.1%	28.4%
Sedona	617	3,406	-81.9%	2,420	7,014	-65.5%	0.8%	1.4%
Sienna	31,064	5,332	482.6%	57,642	17,208	235.0%	37.8%	34.4%
Town & Country	1	0		1	0		0.0%	0.0%
Total	82,251	44,625	84.3%	167,496	125,955	33.0%		



SPORTS CAR

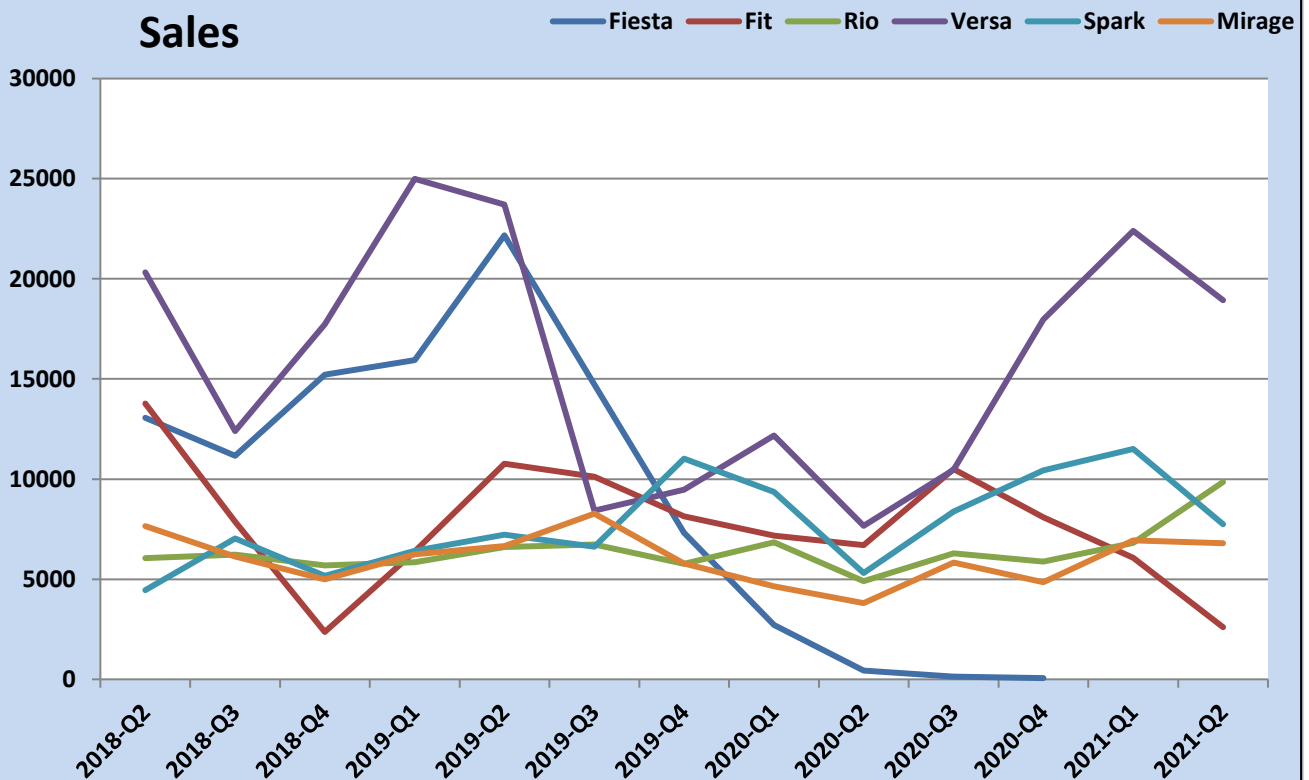
	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
124 Spider	396	581	-31.8%	873	969	-9.9%	0.8%	0.8%
370Z	5	749	-99.3%	33	1,310	-97.5%	0.0%	0.0%
4C	43	40	7.5%	67	66	1.5%	0.1%	0.1%
86	270	645	-58.1%	1,034	1,349	-23.4%	0.5%	1.0%
BRZ	138	570	-75.8%	721	962	-25.1%	0.3%	0.7%
Boxster	362	198	82.8%	964	390	147.2%	0.7%	0.9%
Camaro	2,792	6,675	-58.2%	9,881	13,860	-28.7%	5.5%	9.5%
Cayman	544	274	98.5%	1,448	482	200.4%	1.1%	1.4%
Challenger	15,052	9,880	52.3%	30,148	22,875	31.8%	29.6%	29.0%
MX-5	3,934	2,620	50.2%	6,677	4,320	54.6%	7.7%	6.4%
Mustang	14,676	15,717	-6.6%	31,950	33,786	-5.4%	28.9%	30.7%
Supra	2,823	1,281	120.4%	4,548	2,294	98.3%	5.6%	4.4%
TT	346	251	37.8%	612	426	43.7%	0.7%	0.6%
WRX	8,706	5,793	50.3%	14,272	10,333	38.1%	17.1%	13.7%
Z4	696	830	-16.1%	891	1,455	-38.8%	1.4%	0.9%
Total	50,783	46,104	10.1%	104,119	94,877	9.7%		



SUBCOMPACT CAR

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
500	8	239	-96.7%	12	566	-97.9%	0.0%	0.0%
Accent	5,832	3,487	67.3%	10,104	8,294	21.8%	10.0%	8.3%
B Class		1			1			
Fiesta		434			3,157			
Fit	2,608	6,708	-61.1%	8,673	13,887	-37.5%	4.5%	7.1%
Mini Cooper	6,151	3,642	68.9%	10,274	7,312	40.5%	10.5%	8.4%
Mirage	6,790	3,807	78.4%	13,722	8,453	62.3%	11.6%	11.3%
Rio	9,855	4,902	101.0%	16,673	11,747	41.9%	16.9%	13.7%
Sonic	447	2,111	-78.8%	1,512	6,452	-76.6%	0.8%	1.2%
Spark	7,754	5,311	46.0%	19,259	14,663	31.3%	13.3%	15.8%
Versa	18,927	7,666	146.9%	41,321	19,842	108.3%	32.4%	33.9%
Yaris	44	975	-95.5%	106	2,631	-96.0%	0.1%	0.1%
Yaris iA	26	338	-92.3%	95	1,098	-91.3%	0.0%	0.1%
Total	58,442	39,621	47.5%	121,751	98,103	24.1%		

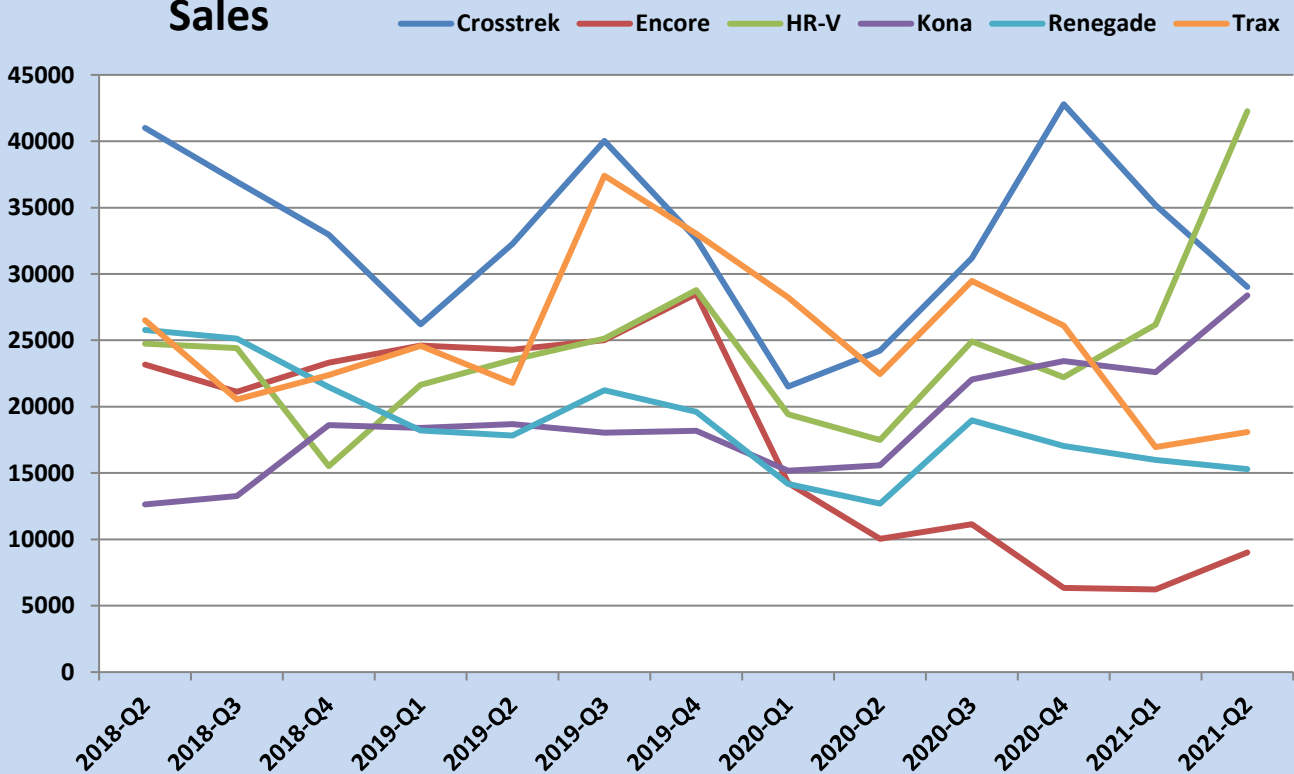
Sales



SUBCOMPACT SUV/CROSSOVER

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
500X	403	395	2.0%	668	678	-1.5%	0.1%	0.1%
Bronco Sport	37,158			60,514			10.9%	9.6%
C-HR	14,042	11,052	27.1%	24,443	21,424	14.1%	4.1%	3.9%
CX-3	2,527	2,205	14.6%	4,040	4,757	-15.1%	0.7%	0.6%
CX-30	19,315	8,592	124.8%	33,904	16,956	100.0%	5.7%	5.4%
Countryman	3,189	1,646	93.7%	5,351	3,213	66.5%	0.9%	0.8%
Crosstrek	29,027	24,216	19.9%	64,214	45,732	40.4%	8.5%	10.1%
EcoSport	13,426	17,232	-22.1%	26,304	30,155	-12.8%	4.0%	4.2%
Encore	9,026	10,033	-10.0%	15,255	24,271	-37.1%	2.7%	2.4%
Encore GX	26,244	9,256	183.5%	44,679	11,857	276.8%	7.7%	7.1%
HR-V	42,266	17,481	141.8%	68,441	36,895	85.5%	12.4%	10.8%
Kicks	19,541	9,193	112.6%	43,962	23,162	89.8%	5.8%	6.9%
Kona	28,386	15,593	82.0%	50,996	30,767	65.7%	8.4%	8.0%
Outlander Sport	8,627	4,208	105.0%	23,983	16,785	42.9%	2.5%	3.8%
Renegade	15,297	12,695	20.5%	31,294	26,859	16.5%	4.5%	4.9%
Seltos	15,399	9,026	70.6%	32,185	14,078	128.6%	4.5%	5.1%
Taos	4,939			4,939			1.5%	0.8%
Trailblazer	23,343	6,699	248.5%	48,367	6,702	621.7%	6.9%	7.6%
Trax	18,092	22,466	-19.5%	35,047	50,708	-30.9%	5.3%	5.5%
Venue	9,266	4,005	131.4%	15,050	7,171	109.9%	2.7%	2.4%
Total	339,513	185,993	82.5%	633,636	372,170	70.3%		

Sales



VAN

	Q2 Sales			YTD Sales			Market Share	
	2021	2020	YOY	2021	2020	YOY	Q2-2021	YTD
Cargo Van	0	1	-100.0%	0	1	-100.0%	0.0%	0.0%
E-Series	6,762	5,802	16.5%	17,335	15,900	9.0%	6.7%	8.5%
Express	12,552	9,006	39.4%	29,429	22,315	31.9%	12.4%	14.3%
Metris	582	3,120	-81.3%	1,048	5,318	-80.3%	0.6%	0.5%
NV	5,298	2,888	83.4%	9,372	6,616	41.7%	5.2%	4.6%
NV200	7,033	3,237	117.3%	12,572	7,977	57.6%	6.9%	6.1%
ProMaster	18,129	7,913	129.1%	29,009	17,498	65.8%	17.9%	14.1%
ProMaster City	5,389	2,322	132.1%	8,593	4,418	94.5%	5.3%	4.2%
Savana	5,444	2,984	82.4%	11,291	7,166	57.6%	5.4%	5.5%
Sprinter	6,610	7,640	-13.5%	17,803	12,962	37.3%	6.5%	8.7%
Transit	24,262	17,944	35.2%	51,713	54,780	-5.6%	23.9%	25.2%
Transit Connect	9,317	6,760	37.8%	16,940	14,325	18.3%	9.2%	8.3%
Total	101,378	69,617	45.6%	205,105	169,276	21.2%		

