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# QUARTERLY LIGHT-VEHICLE SALES REPORT — Q3 2019 —

## New-Car Sales

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

## BRAND SUMMARY

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Acura	39,046	41,830	-6.7%	112,813	114,483	-1.5%	0.9%	0.9%
Alfa Romeo	4,310	5,895	-26.9%	13,347	18,160	-26.5%	0.1%	0.1%
Audi	57,031	59,478	-4.1%	158,471	167,420	-5.3%	1.3%	1.2%
BMW	75,987	71,679	6.0%	232,427	225,065	3.3%	1.8%	1.8%
Buick	50,615	45,911	10.2%	157,855	155,606	1.4%	1.2%	1.2%
Cadillac	39,961	37,291	7.2%	115,695	113,240	2.2%	0.9%	0.9%
Chevrolet	504,286	484,435	4.1%	1,453,356	1,502,698	-3.3%	11.7%	11.4%
Chrysler	29,544	38,526	-23.3%	93,966	127,156	-26.1%	0.7%	0.7%
Dodge	104,146	108,795	-4.3%	332,245	359,728	-7.6%	2.4%	2.6%
Fiat	2,360	3,799	-37.9%	7,463	12,084	-38.2%	0.1%	0.1%
Ford	548,072	581,928	-5.8%	1,728,611	1,803,373	-4.1%	12.7%	13.6%
Genesis	4,902	1,647	197.6%	14,909	8,909	67.3%	0.1%	0.1%
GMC	140,789	126,417	11.4%	418,066	395,924	5.6%	3.3%	3.3%
Honda	390,168	377,343	3.4%	1,093,396	1,092,514	0.1%	9.0%	8.6%
Hyundai	173,028	165,006	4.9%	505,973	492,793	2.7%	4.0%	4.0%
Infiniti	24,876	33,079	-24.8%	87,934	105,249	-16.5%	0.6%	0.7%
Jaguar	6,150	6,389	-3.7%	22,432	21,176	5.9%	0.1%	0.2%
Jeep	245,474	251,172	-2.3%	701,755	746,194	-6.0%	5.7%	5.5%
Kia	158,754	158,479	0.2%	463,598	452,042	2.6%	3.7%	3.6%
Land Rover	20,516	20,354	0.8%	66,639	65,133	2.3%	0.5%	0.5%
Lexus	73,816	78,622	-6.1%	209,551	213,621	-1.9%	1.7%	1.6%
Lincoln	27,934	25,011	11.7%	78,849	75,280	4.7%	0.6%	0.6%
Mazda	69,612	71,198	-2.2%	208,167	235,122	-11.5%	1.6%	1.6%
Mercedes-Benz	89,636	77,656	15.4%	253,057	253,414	-0.1%	2.1%	2.0%
Mini	10,170	11,557	-12.0%	27,753	34,193	-18.8%	0.2%	0.2%
Mitsubishi	24,474	26,071	-6.1%	95,571	93,447	2.3%	0.6%	0.7%
Nissan	302,478	310,908	-2.7%	956,456	1,019,433	-6.2%	7.0%	7.5%
Porsche	14,805	13,205	12.1%	45,062	42,626	5.7%	0.3%	0.4%
Ram	179,200	156,320	14.6%	512,368	416,661	23.0%	4.1%	4.0%
Scion	0	0	#DIV/0!	0	2	-100.0%	0.0%	0.0%
Smart	130	309	-57.9%	626	959	-34.7%	0.0%	0.0%
Subaru	185,804	180,558	2.9%	525,330	503,418	4.4%	4.3%	4.1%
Toyota	553,378	556,301	-0.5%	1,568,348	1,610,609	-2.6%	12.8%	12.3%
Volkswagen	93,547	93,330	0.2%	278,155	266,228	4.5%	2.2%	2.2%
Volvo	27,169	26,307	3.3%	77,289	73,929	4.5%	0.6%	0.6%
<b>Total*</b>	<b>4,326,868</b>	<b>4,316,731</b>	<b>0.2%</b>	<b>12,756,108</b>	<b>12,931,991</b>	<b>-1.4%</b>		

\*Industry total includes estimates for Tesla

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## MANUFACTURER SUMMARY

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
American Honda	429,214	419,173	2.4%	1,206,209	1,206,997	-0.1%	9.9%	9.7%
BMW Group	86,157	83,236	3.5%	260,180	259,258	0.4%	2.0%	1.9%
Daimler	89,766	77,965	15.1%	253,683	254,373	-0.3%	2.1%	1.8%
Fiat Chrysler	565,034	564,507	0.1%	1,661,144	1,679,983	-1.1%	13.1%	13.1%
Ford Motor Co	576,006	606,939	-5.1%	1,807,460	1,878,653	-3.8%	13.3%	14.1%
GM	735,651	694,054	6.0%	2,144,972	2,167,468	-1.0%	17.0%	16.1%
Hyundai Kia	336,684	325,132	3.6%	984,480	953,744	3.2%	7.8%	7.5%
Mazda	69,612	71,198	-2.2%	208,167	235,122	-11.5%	1.6%	1.6%
Mitsubishi	24,474	26,071	-6.1%	95,571	93,447	2.3%	0.6%	0.6%
Nissan NA	327,354	343,987	-4.8%	1,044,390	1,124,682	-7.1%	7.6%	8.0%
Subaru	185,804	180,558	2.9%	525,330	503,418	4.4%	4.3%	4.2%
Tata	26,666	26,743	-0.3%	89,071	86,309	3.2%	0.6%	0.6%
Toyota Motor Co	627,194	634,923	-1.2%	1,777,899	1,824,232	-2.5%	14.5%	14.7%
Volvo NA	27,169	26,307	3.3%	77,289	73,929	4.5%	0.6%	0.6%
VW	165,383	166,013	-0.4%	481,688	476,274	1.1%	3.8%	3.8%
<b>Total*</b>	<b>4,326,868</b>	<b>4,316,731</b>	<b>0.2%</b>	<b>12,756,108</b>	<b>12,931,991</b>	<b>-1.4%</b>		

## INDUSTRY SAAR



Source: bea.gov

\*Industry total includes estimates for Tesla

## SEGMENT SUMMARY

	Q3 Sales		YTD Sales		Market Share	
	2019	YOY	2019	YOY	Q3-2019	YTD
Compact Car	368,884	-15.0%	1,173,602	-15.0%	8.5%	9.2%
Compact SUV/Crossover	793,453	0.2%	2,271,635	-3.3%	18.3%	17.8%
Electric Vehicle	67,732	-14.6%	173,146	21.6%	1.6%	1.4%
Entry-level Luxury Car	108,464	-11.9%	334,082	-14.6%	2.5%	2.6%
Full-size Car	66,709	-7.0%	204,340	-15.3%	1.5%	1.6%
Full-size Pickup Truck	634,813	5.6%	1,808,080	2.9%	14.7%	14.2%
Full-Size SUV/Crossover	84,937	-3.4%	269,843	6.0%	2.0%	2.1%
High Performance Car	8,624	3.8%	27,497	2.9%	0.2%	0.2%
High-end Luxury Car	10,412	10.3%	33,232	-5.5%	0.2%	0.3%
Hybrid/Alternative Energy Car	43,372	-16.8%	116,535	-18.6%	1.0%	0.9%
Luxury Car	30,135	-22.3%	117,201	-11.0%	0.7%	0.9%
Luxury Compact SUV/Crossover	136,846	3.8%	394,414	7.7%	3.2%	3.1%
Luxury Full-size SUV/Crossover	28,094	-0.4%	86,856	-1.1%	0.6%	0.7%
Luxury Mid-size SUV/Crossover	168,999	14.2%	478,765	8.6%	3.9%	3.8%
Luxury Subcompact SUV/Crossover	27,429	0.9%	73,937	-11.5%	0.6%	0.6%
Mid-size Car	339,587	-5.8%	1,054,961	-6.5%	7.8%	8.3%
Mid-size Pickup Truck	170,935	25.0%	468,877	18.3%	4.0%	3.7%
Mid-size SUV/Crossover	680,633	4.5%	1,996,537	4.4%	15.7%	15.7%
Minivan	96,872	-16.9%	313,710	-16.1%	2.2%	2.5%
Sports Car	64,968	-5.1%	191,566	-11.8%	1.5%	1.5%
Subcompact Car	71,198	-11.2%	267,057	-1.1%	1.6%	2.1%
Subcompact SUV/Crossover	190,514	19.5%	527,518	14.2%	4.4%	4.1%
Van	133,258	20.4%	372,717	9.3%	3.1%	2.9%
<b>Total*</b>	<b>4,326,868</b>	<b>0.2%</b>	<b>12,756,108</b>	<b>-1.4%</b>		

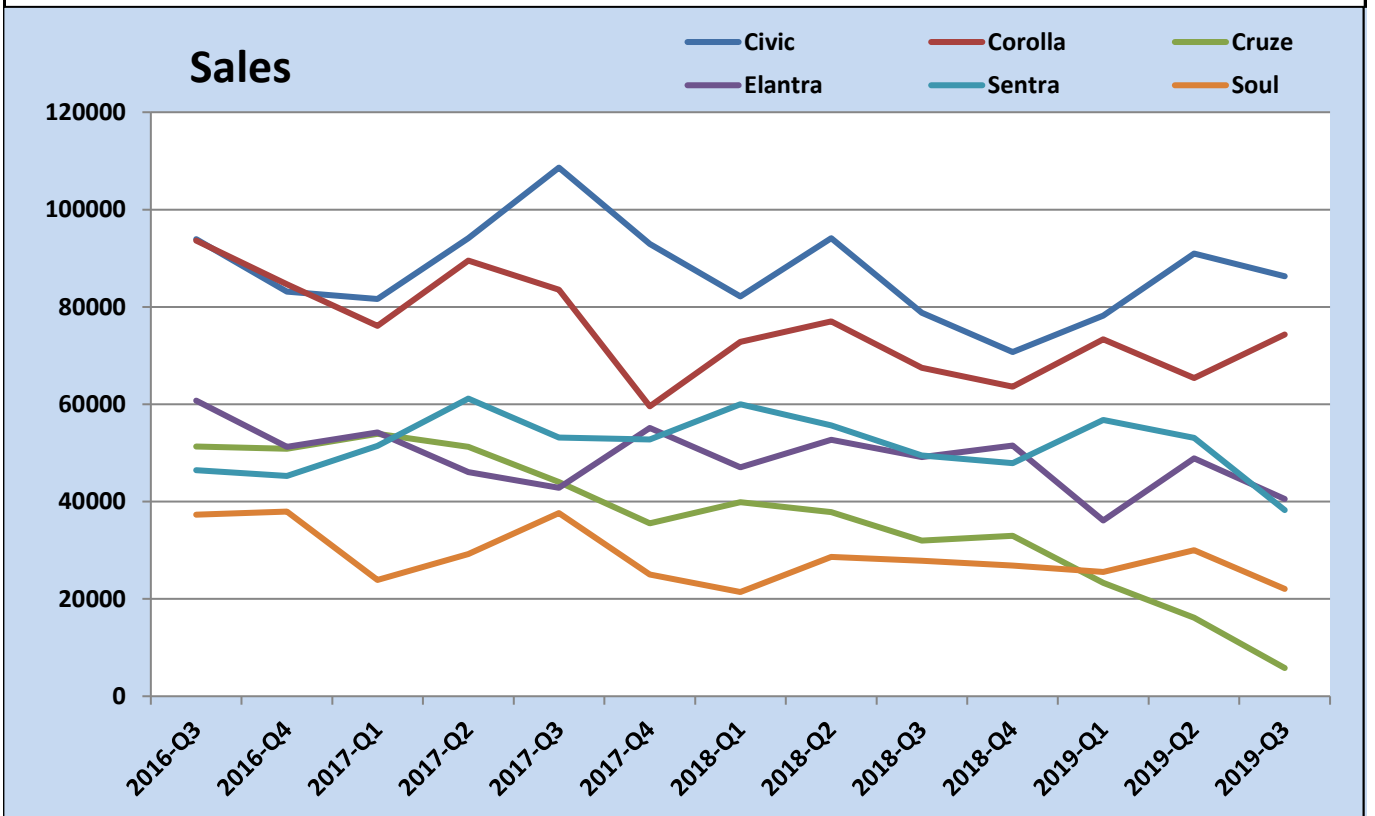
	Q3 Sales		YTD Sales		Market Share	
	2019	YOY	2019	YOY	Q3-2019	YTD
Car	1,180,085	-11.0%	3,693,219	-10.1%	27.3%	29.0%
SUV	2,110,905	4.2%	6,099,505	2.4%	48.8%	47.8%
Truck	805,748	9.2%	2,276,957	5.7%	18.6%	17.8%
Van	230,130	1.3%	686,427	-4.0%	5.3%	5.4%
<b>Total*</b>	<b>4,326,868</b>	<b>0.2%</b>	<b>12,756,108</b>	<b>-1.4%</b>		

	Q3 Sales		YTD Sales		Market Share	
	2019	YOY	2019	YOY	Q3-2019	YTD
Non-Luxury	3,715,414	0.4%	10,971,203	-1.7%	85.9%	86.0%
Luxury	611,454	-0.5%	1,784,905	1.0%	14.1%	14.0%
<b>Total*</b>	<b>4,326,868</b>	<b>0.2%</b>	<b>12,756,108</b>	<b>-1.4%</b>		

\*Industry total includes estimates for Tesla

## COMPACT CAR

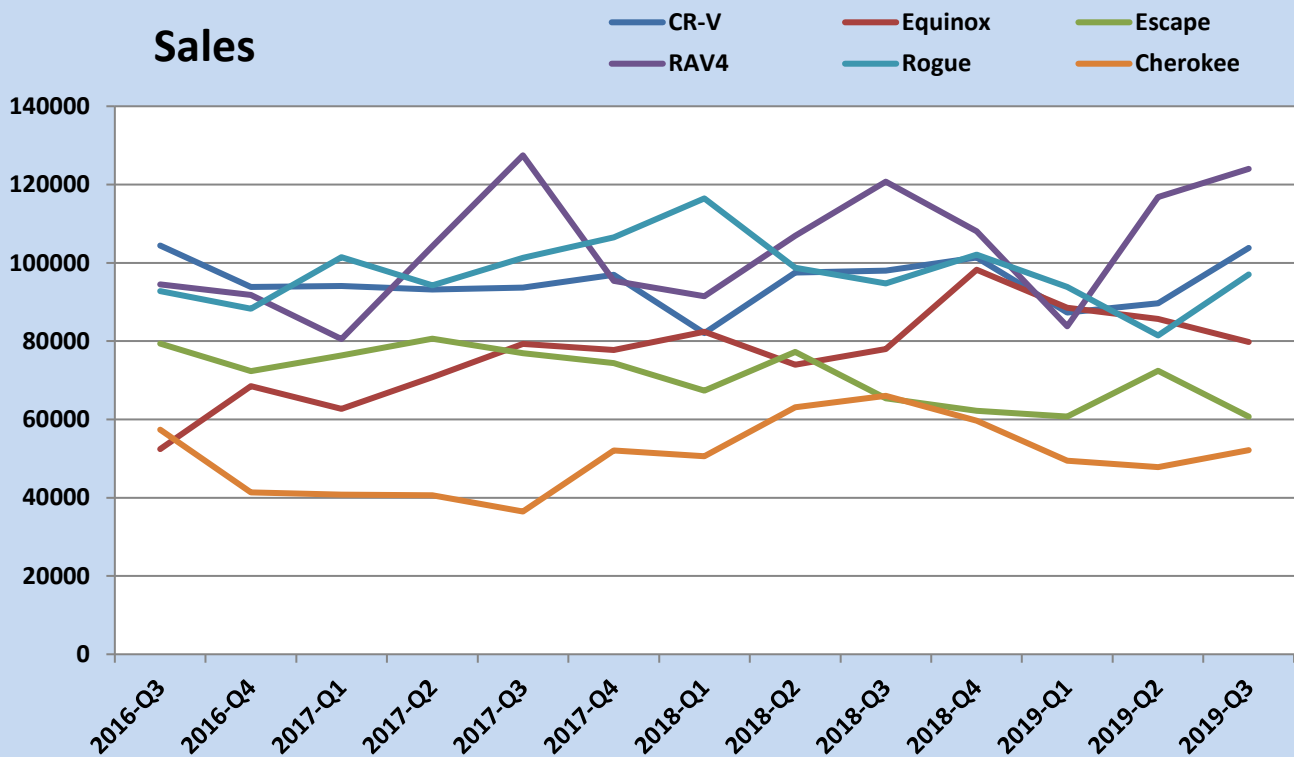
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Civic	86,312	78,794	9.5%	255,484	255,036	0.2%	23.4%	21.8%
Corolla	74,332	67,496	10.1%	213,079	217,301	-1.9%	20.2%	18.2%
Elantra	40,498	49,151	-17.6%	125,469	148,879	-15.7%	11.0%	10.7%
Sentra	38,251	49,471	-22.7%	148,150	165,147	-10.3%	10.4%	12.6%
Jetta	25,768	28,166	-8.5%	74,741	61,189	22.1%	7.0%	6.4%
Forte	24,872	20,488	21.4%	73,285	74,888	-2.1%	6.7%	6.2%
Soul	22,044	27,856	-20.9%	77,627	77,888	-0.3%	6.0%	6.6%
Impreza	19,605	21,726	-9.8%	49,293	59,540	-17.2%	5.3%	4.2%
Mazda3	11,983	15,498	-22.7%	40,506	51,294	-21.0%	3.2%	3.5%
Corolla Hatchback	6,778	6,210	9.1%	19,496	17,867	9.1%	1.8%	1.7%
Cruze	5,799	31,971	-81.9%	45,276	109,662	-58.7%	1.6%	3.9%
Beetle	5,348	4,183	27.9%	14,746	12,150	21.4%	1.4%	1.3%
Golf SportWagen	3,166	3,405	-7.0%	8,289	11,421	-27.4%	0.9%	0.7%
Veloster	2,782	2,477	12.3%	10,386	7,936	30.9%	0.8%	0.9%
Golf	1,137	1,635	-30.5%	4,674	5,671	-17.6%	0.3%	0.4%
500L	206	327	-37.0%	605	1,231	-50.9%	0.1%	0.1%
Dart	3	45	-93.3%	13	379	-96.6%	0.0%	0.0%
Lancer	0	3	-100.0%	0	3,351	-100.0%	0.0%	0.0%
<b>Total</b>	<b>368,884</b>	<b>434,073</b>	<b>-15.0%</b>	<b>1,173,602</b>	<b>1,381,304</b>	<b>-15.0%</b>		



## COMPACT SUV/CROSSOVER

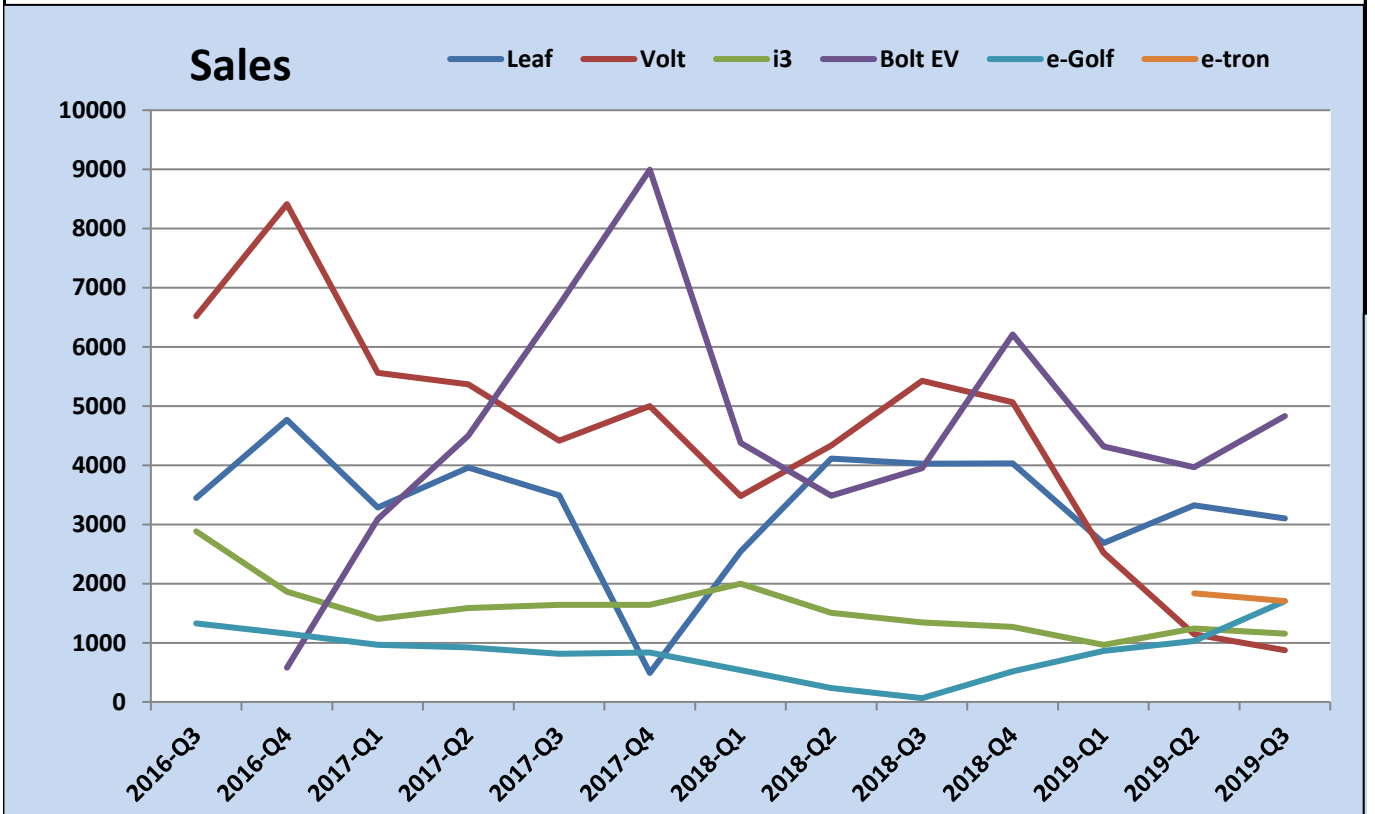
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
RAV4	124,012	120,755	2.7%	324,622	319,145	1.7%	15.6%	14.3%
CR-V	103,795	98,041	5.9%	280,739	277,621	1.1%	13.1%	12.4%
Rogue	97,033	94,777	2.4%	272,300	309,979	-12.2%	12.2%	12.0%
Equinox	79,799	78,014	2.3%	253,956	234,379	8.4%	10.1%	11.2%
Escape	60,701	65,423	-7.2%	193,801	210,050	-7.7%	7.7%	8.5%
Cherokee	52,139	66,024	-21.0%	149,349	179,743	-16.9%	6.6%	6.6%
Forester	45,228	42,647	6.1%	131,447	121,924	7.8%	5.7%	5.8%
Crosstrek	40,038	36,940	8.4%	98,497	111,415	-11.6%	5.0%	4.3%
CX-5	39,315	35,716	10.1%	113,702	116,728	-2.6%	5.0%	5.0%
Tucson	36,907	33,565	10.0%	102,861	103,514	-0.6%	4.7%	4.5%
Compass	35,158	45,164	-22.2%	110,671	132,674	-16.6%	4.4%	4.9%
Tiguan	27,965	24,432	14.5%	85,296	79,827	6.9%	3.5%	3.8%
Sportage	25,029	20,553	21.8%	65,104	62,272	4.5%	3.2%	2.9%
Terrain	23,058	27,428	-15.9%	73,410	82,719	-11.3%	2.9%	3.2%
Eclipse Cross	3,268	2,547	28.3%	15,859	5,513	187.7%	0.4%	0.7%
Patriot	8	50	-84.0%	21	599	-96.5%	0.0%	0.0%
<b>Total</b>	<b>793,453</b>	<b>792,076</b>	<b>0.2%</b>	<b>2,271,635</b>	<b>2,348,102</b>	<b>-3.3%</b>		

### Sales



# ELECTRIC VEHICLE

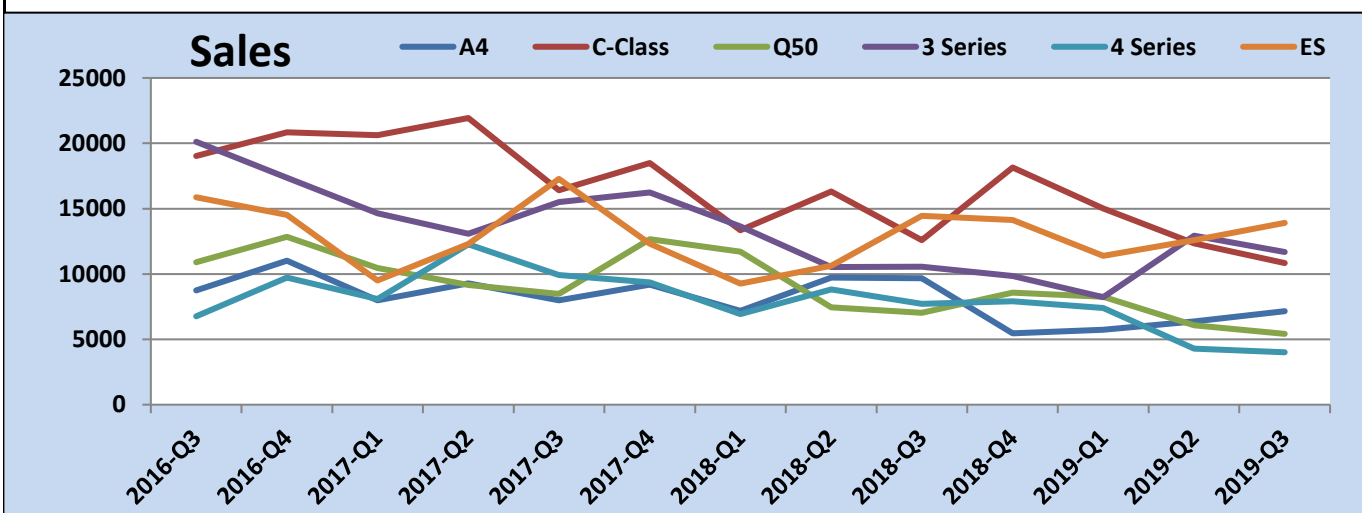
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Bolt EV	4,830	3,949	22.3%	13,111	11,807	11.0%	7.1%	7.6%
Leaf	3,103	4,027	-22.9%	9,111	10,686	-14.7%	4.6%	5.3%
e-tron	1,705	0		3,540	0		2.5%	2.0%
e-Golf	1,703	64	2560.9%	3,596	840	328.1%	2.5%	2.1%
i3	1,156	1,343	-13.9%	3,363	4,847	-30.6%	1.7%	1.9%
I-Pace	533	0		1,842	0		0.8%	1.1%
B-Class	2	1	100.0%	8	133	-94.0%	0.0%	0.0%
<b>Total*</b>	<b>67,732</b>	<b>79,309</b>	<b>-14.6%</b>	<b>173,146</b>	<b>142,416</b>	<b>21.6%</b>		



\*Segment total includes estimates for Tesla

## ENTRY-LEVEL LUXURY CAR

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
ES	13,916	14,443	-3.6%	37,896	34,344	10.3%	12.8%	11.3%
3 Series	11,679	10,551	10.7%	32,837	34,731	-5.5%	10.8%	9.8%
C-Class	10,837	12,594	-14.0%	38,174	42,253	-9.7%	10.0%	11.4%
A-Class	7,230	0		12,360	0		6.7%	3.7%
A4	7,145	9,684	-26.2%	19,255	26,586	-27.6%	6.6%	5.8%
TLX	5,754	6,027	-4.5%	18,926	22,917	-17.4%	5.3%	5.7%
A5	5,748	7,652	-24.9%	17,322	21,244	-18.5%	5.3%	5.2%
Q50	5,418	7,023	-22.9%	19,755	26,180	-24.5%	5.0%	5.9%
60 Series	4,696	3,457	35.8%	13,670	9,920	37.8%	4.3%	4.1%
MKZ	4,684	5,246	-10.7%	13,645	14,921	-8.6%	4.3%	4.1%
4 Series	4,008	7,708	-48.0%	15,702	23,466	-33.1%	3.7%	4.7%
ILX	3,741	2,716	37.7%	10,697	8,242	29.8%	3.4%	3.2%
IS	3,538	6,097	-42.0%	11,900	17,393	-31.6%	3.3%	3.6%
G70	2,791	1	#####	8,506	1	#####	2.6%	2.5%
Regal	2,456	2,793	-12.1%	8,849	11,008	-19.6%	2.3%	2.6%
1/2 Series	2,142	1,853	15.6%	5,755	7,252	-20.6%	2.0%	1.7%
A3	2,090	5,848	-64.3%	7,218	15,579	-53.7%	1.9%	2.2%
Giulia	2,030	2,571	-21.0%	6,376	8,933	-28.6%	1.9%	1.9%
G80	1,510	1,278	18.2%	4,863	6,924	-29.8%	1.4%	1.5%
LaCrosse	1,389	2,290	-39.3%	6,778	13,409	-49.5%	1.3%	2.0%
CLA	1,350	5,432	-75.1%	9,372	17,148	-45.3%	1.2%	2.8%
RC	1,253	844	48.5%	3,362	2,593	29.7%	1.2%	1.0%
Q60	1,116	2,264	-50.7%	3,518	6,956	-49.4%	1.0%	1.1%
allroad	750	702	6.8%	794	2,197	-63.9%	0.7%	0.2%
XE	635	718	-11.6%	3,043	3,381	-10.0%	0.6%	0.9%
Cascada	400	1,101	-63.7%	2,458	3,393	-27.6%	0.4%	0.7%
<b>Total</b>	<b>108,464</b>	<b>123,174</b>	<b>-11.9%</b>	<b>334,082</b>	<b>391,001</b>	<b>0.0%</b>		

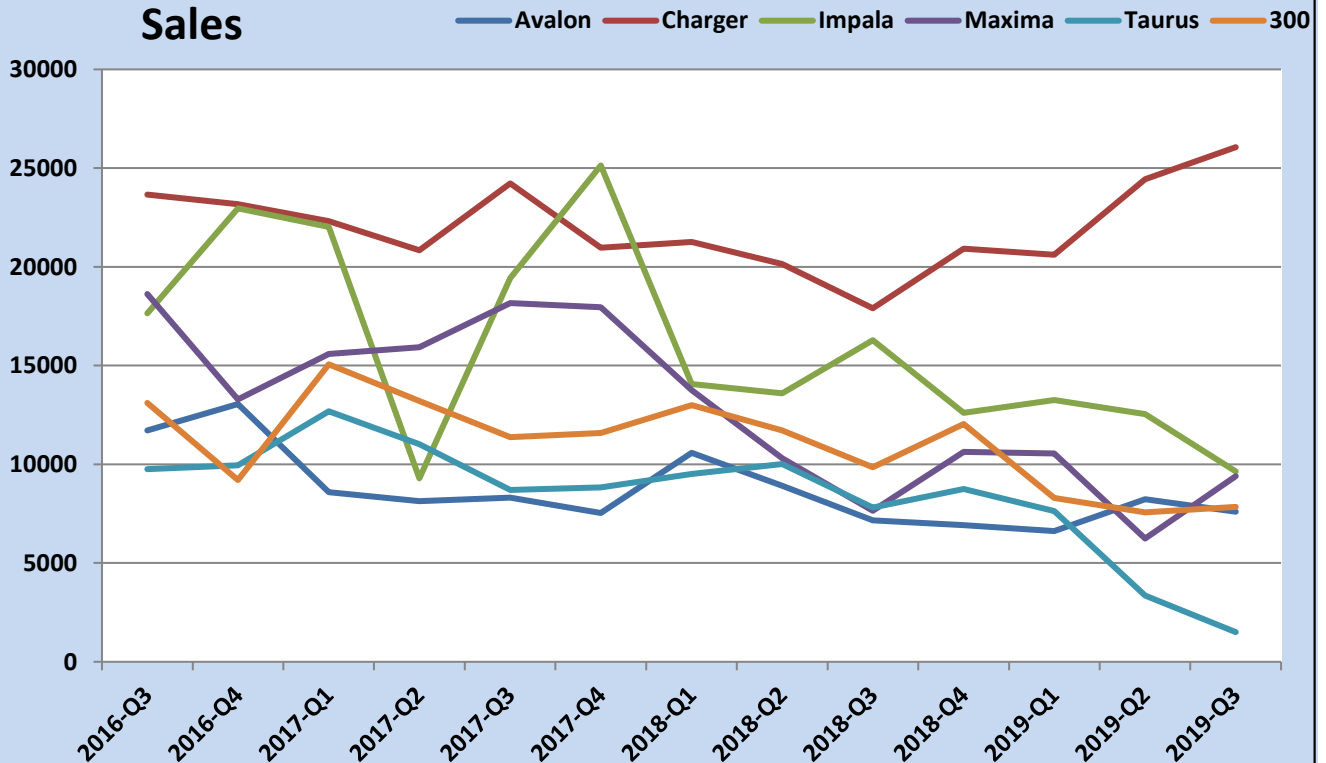




## FULL-SIZE CAR

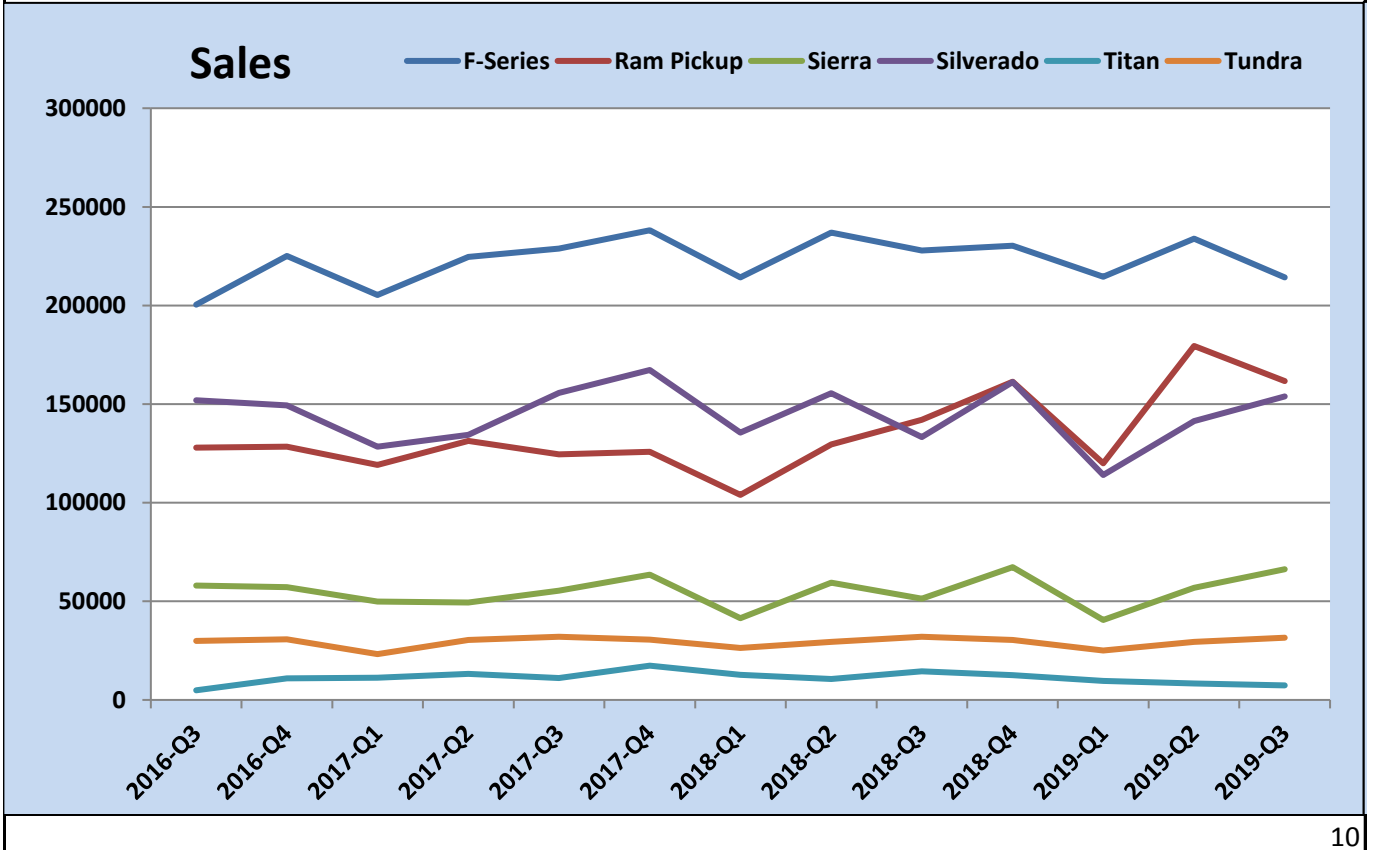
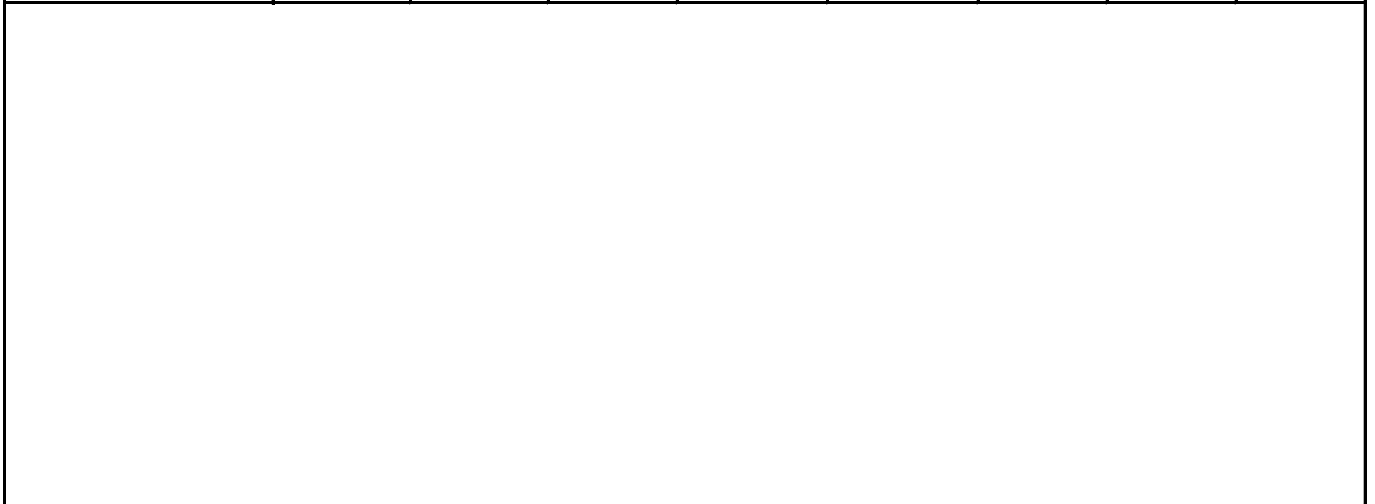
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Charger	26,060	17,902	45.6%	71,106	59,308	19.9%	39.1%	34.8%
Impala	9,638	16,290	-40.8%	35,433	43,952	-19.4%	14.4%	17.3%
Maxima	9,404	7,650	22.9%	26,199	31,702	-17.4%	14.1%	12.8%
300	7,836	9,848	-20.4%	23,693	34,555	-31.4%	11.7%	11.6%
Avalon	7,596	7,159	6.1%	22,453	26,654	-15.8%	11.4%	11.0%
Stinger	3,495	4,361	-19.9%	10,416	12,999	-19.9%	5.2%	5.1%
Taurus	1,502	7,805	-80.8%	12,494	27,338	-54.3%	2.3%	6.1%
Arteon	885	0		1,483	0		1.3%	0.7%
Cadenza	293	650	-54.9%	1,056	3,951	-73.3%	0.4%	0.5%
<b>Total</b>	<b>66,709</b>	<b>71,696</b>	<b>-7.0%</b>	<b>204,340</b>	<b>241,160</b>	<b>-15.3%</b>		

### Sales



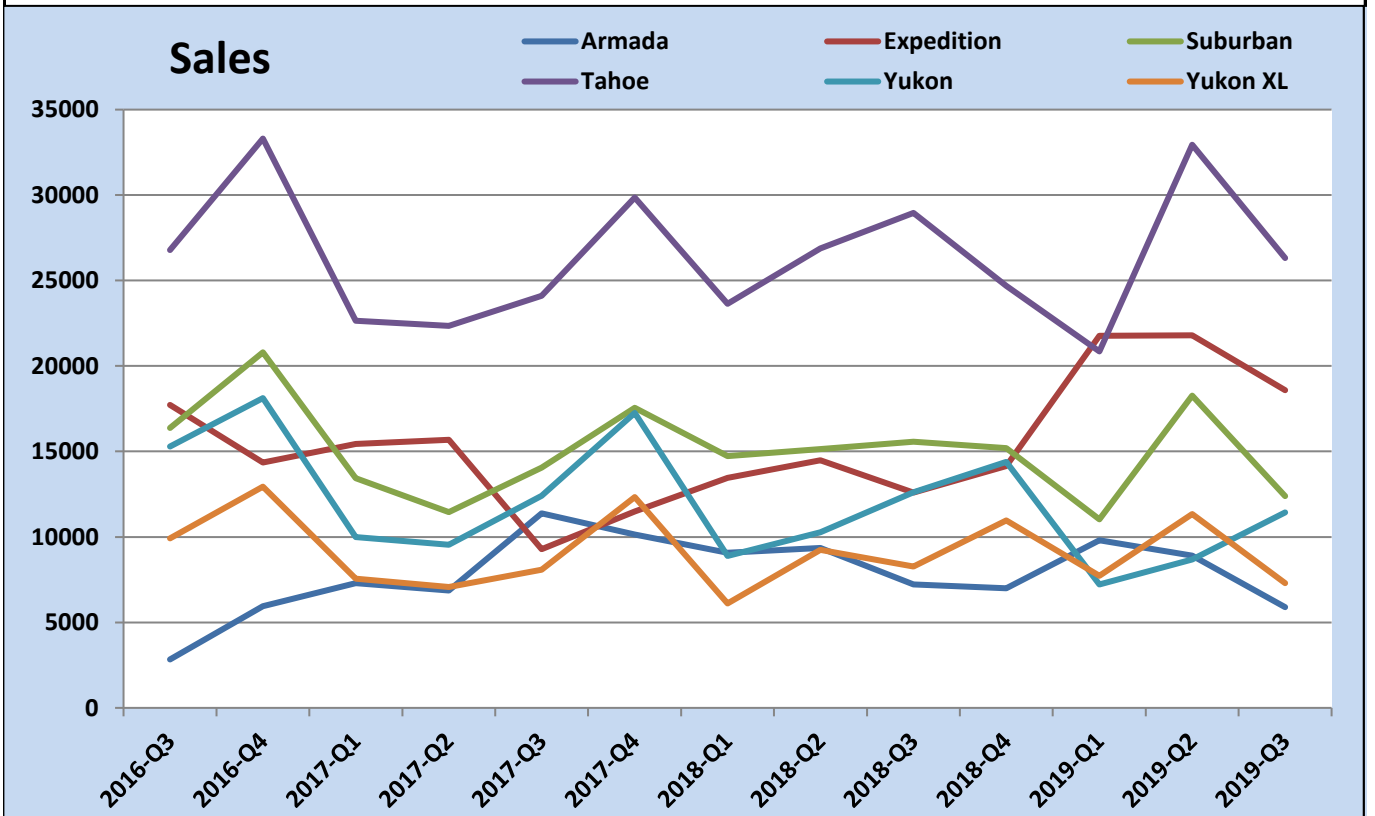
## FULL-SIZE PICKUP TRUCK

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
F-Series	214,176	227,880	-6.0%	662,574	679,018	-2.4%	33.7%	36.6%
Ram Pickup	161,635	142,044	13.8%	461,115	375,583	22.8%	25.5%	25.5%
Silverado	153,853	133,329	15.4%	409,316	424,403	-3.6%	24.2%	22.6%
Sierra	66,198	51,368	28.9%	163,601	152,242	7.5%	10.4%	9.0%
Tundra	31,565	31,990	-1.3%	86,062	87,782	-2.0%	5.0%	4.8%
Titan	7,386	14,545	-49.2%	25,412	37,839	-32.8%	1.2%	1.4%
<b>Total</b>	<b>634,813</b>	<b>601,156</b>	<b>5.6%</b>	<b>1,808,080</b>	<b>1,756,867</b>	<b>2.9%</b>		



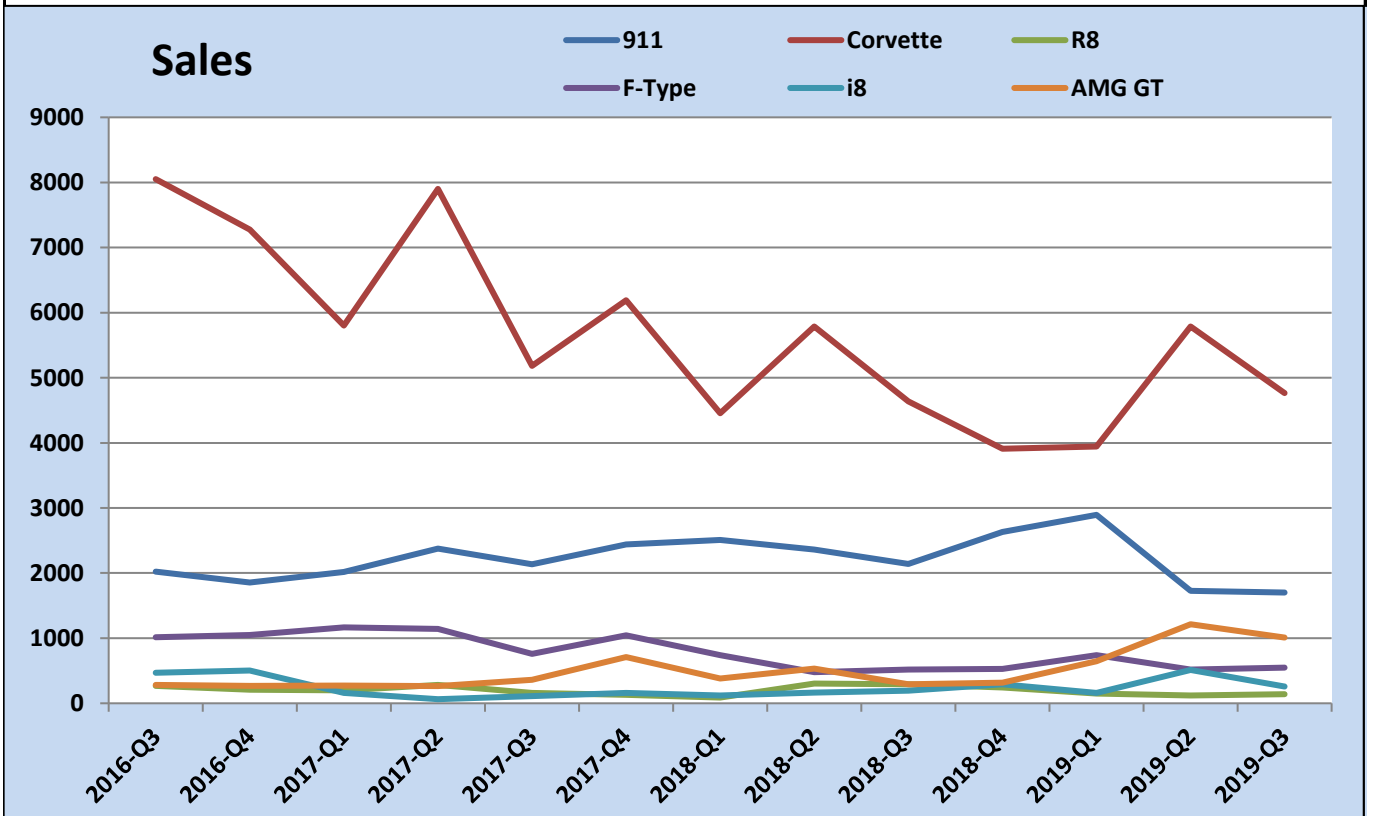
## FULL-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Tahoe	26,308	28,951	-9.1%	80,103	79,474	0.8%	31.0%	29.7%
Expedition	18,586	12,587	47.7%	62,155	40,521	53.4%	21.9%	23.0%
Suburban	12,391	15,572	-20.4%	41,686	45,433	-8.2%	14.6%	15.4%
Yukon	11,436	12,619	-9.4%	27,342	31,791	-14.0%	13.5%	10.1%
Yukon XL	7,301	8,277	-11.8%	26,365	23,627	11.6%	8.6%	9.8%
Armada	5,896	7,215	-18.3%	24,609	25,660	-4.1%	6.9%	9.1%
Sequoia	3,019	2,664	13.3%	7,583	8,105	-6.4%	3.6%	2.8%
<b>Total</b>	<b>84,937</b>	<b>87,885</b>	<b>-3.4%</b>	<b>269,843</b>	<b>254,611</b>	<b>6.0%</b>		



## HIGH PERFORMANCE CAR

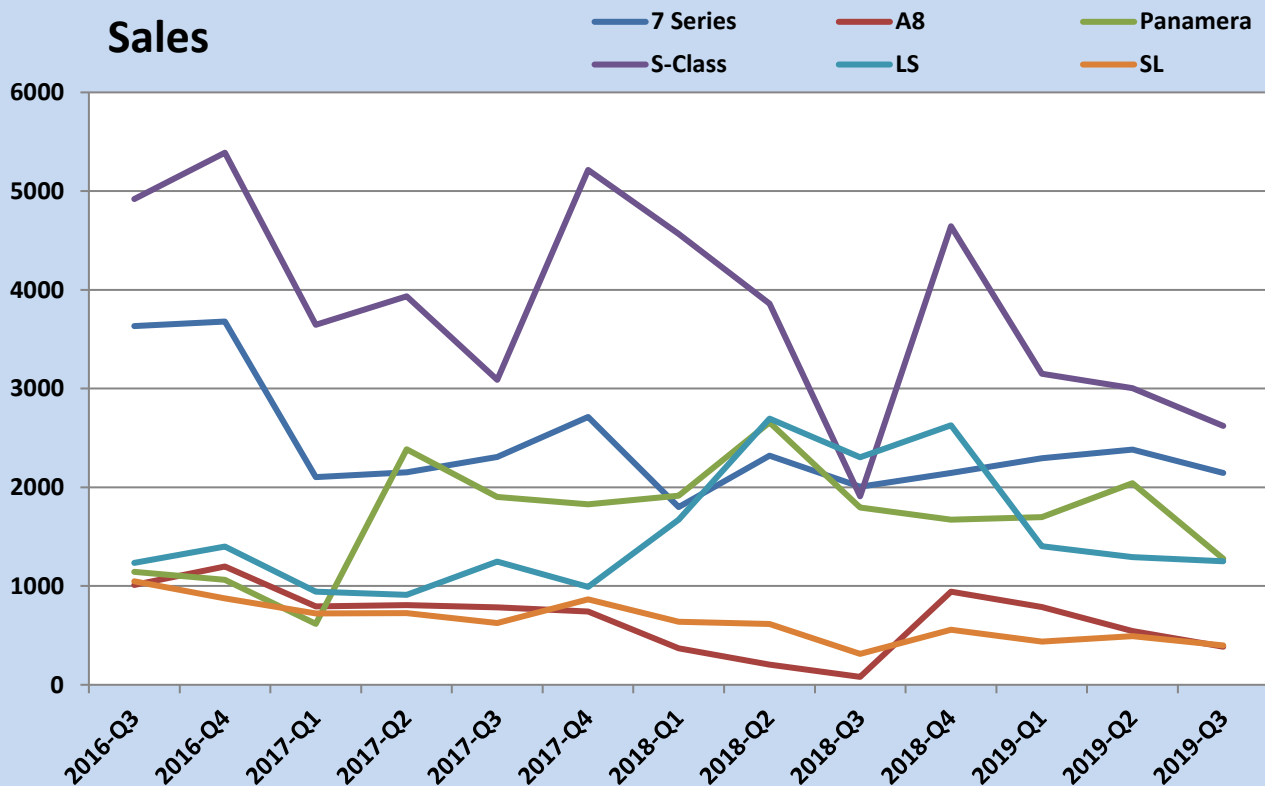
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Corvette	4,766	4,639	2.7%	14,497	14,881	-2.6%	55.3%	52.7%
911	1,701	2,142	-20.6%	6,321	7,013	-9.9%	19.7%	23.0%
AMG GT	1,009	293	244.4%	2,867	1,204	138.1%	11.7%	10.4%
F-Type	548	520	5.4%	1,803	1,739	3.7%	6.4%	6.6%
i8	259	194	33.5%	932	478	95.0%	3.0%	3.4%
R8	139	291	-52.2%	407	682	-40.3%	1.6%	1.5%
GTR	99	166	-40.4%	273	470	-41.9%	1.1%	1.0%
GT	52	35	48.6%	187	102	83.3%	0.6%	0.7%
NSX	51	29	75.9%	202	122	65.6%	0.6%	0.7%
Viper	0	1	-100.0%	5	15	-66.7%	0.0%	0.0%
<b>Total</b>	<b>8,624</b>	<b>8,310</b>	<b>3.8%</b>	<b>27,497</b>	<b>26,711</b>	<b>2.9%</b>		



## HIGH-END LUXURY CAR

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
S-Class	2,623	1,909	37.4%	8,778	10,334	-15.1%	25.2%	26.4%
7 Series	2,147	2,006	7.0%	6,822	6,126	11.4%	20.6%	20.5%
Panamera	1,276	1,796	-29.0%	5,016	6,369	-21.2%	12.3%	15.1%
LS	1,251	2,303	-45.7%	3,948	6,671	-40.8%	12.0%	11.9%
CLS-Class	948	161	488.8%	1,372	608	125.7%	9.1%	4.1%
8 Series	873	0		2,395	0		8.4%	7.2%
SL	398	313	27.2%	1,326	1,569	-15.5%	3.8%	4.0%
A8	387	80	383.8%	1,717	656	161.7%	3.7%	5.2%
LC	260	532	-51.1%	928	1,548	-40.1%	2.5%	2.8%
XJ	249	343	-27.4%	930	1,287	-27.7%	2.4%	2.8%
<b>Total</b>	<b>10,412</b>	<b>9,443</b>	<b>10.3%</b>	<b>33,232</b>	<b>35,168</b>	<b>-5.5%</b>		

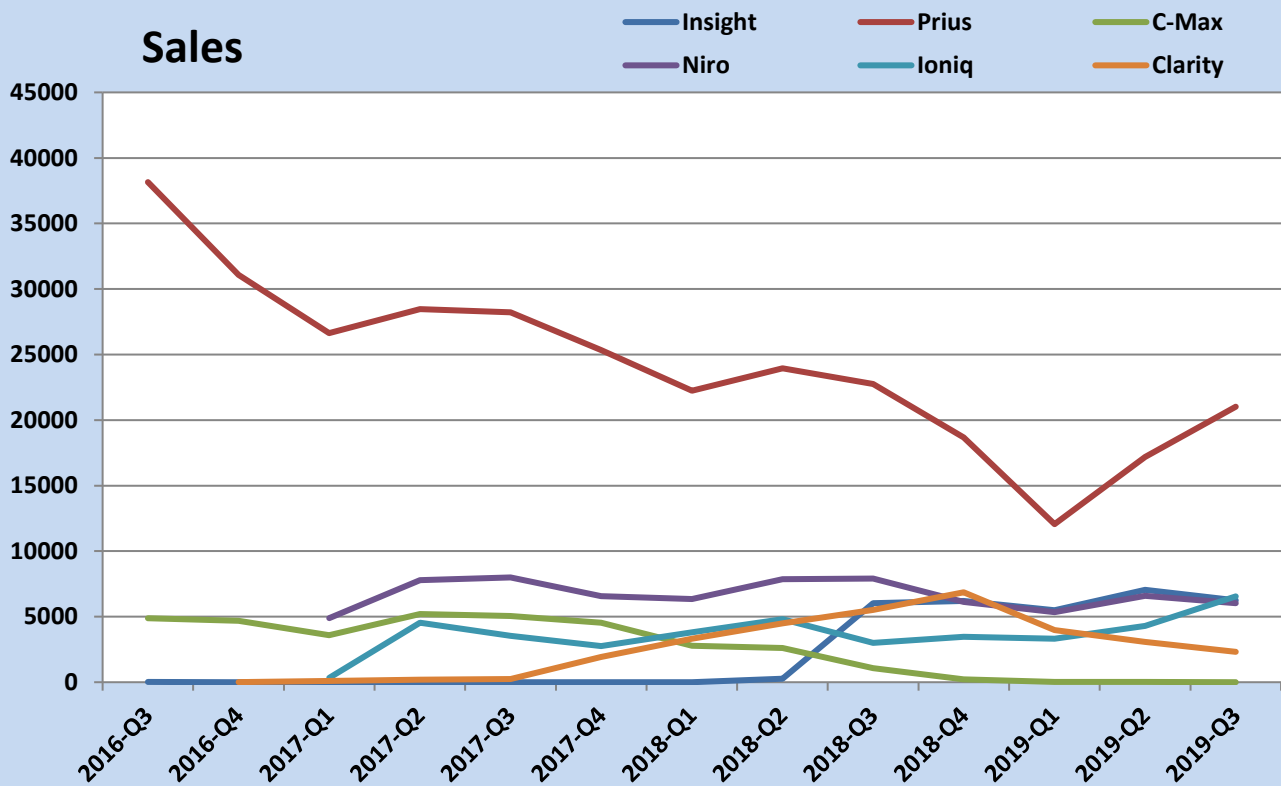
### Sales



## HYBRID/ALTERNATIVE ENERGY CAR

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Prius	21,017	22,754	-7.6%	50,258	68,925	-27.1%	48.5%	43.1%
Ioniq	6,547	3,007	117.7%	14,146	11,606	21.9%	15.1%	12.1%
Insight	6,236	6,028	3.5%	18,784	6,302	198.1%	14.4%	16.1%
Niro	6,020	7,897	-23.8%	17,962	22,100	-18.7%	13.9%	15.4%
Clarity	2,314	5,504	-58.0%	9,359	13,314	-29.7%	5.3%	8.0%
Volt	874	5,429	-83.9%	4,540	13,243	-65.7%	2.0%	3.9%
Mirai	286	412	-30.6%	1,249	1,155	8.1%	0.7%	1.1%
Nexo	78	0		197	0		0.2%	0.2%
CR-Z	0	1	-100.0%	2	35	-94.3%	0.0%	0.0%
<b>Total</b>	<b>43,372</b>	<b>52,101</b>	<b>-16.8%</b>	<b>116,535</b>	<b>143,154</b>	<b>-18.6%</b>		

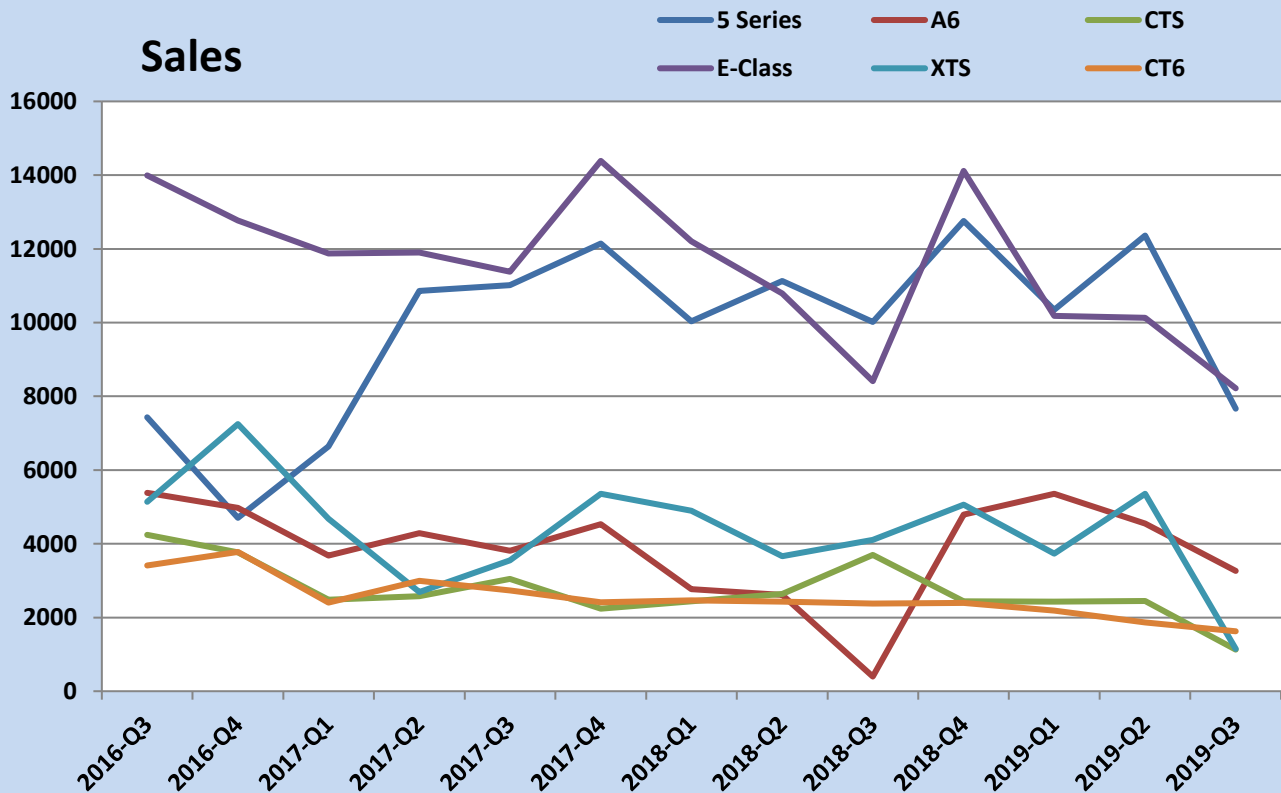
### Sales



## LUXURY CAR

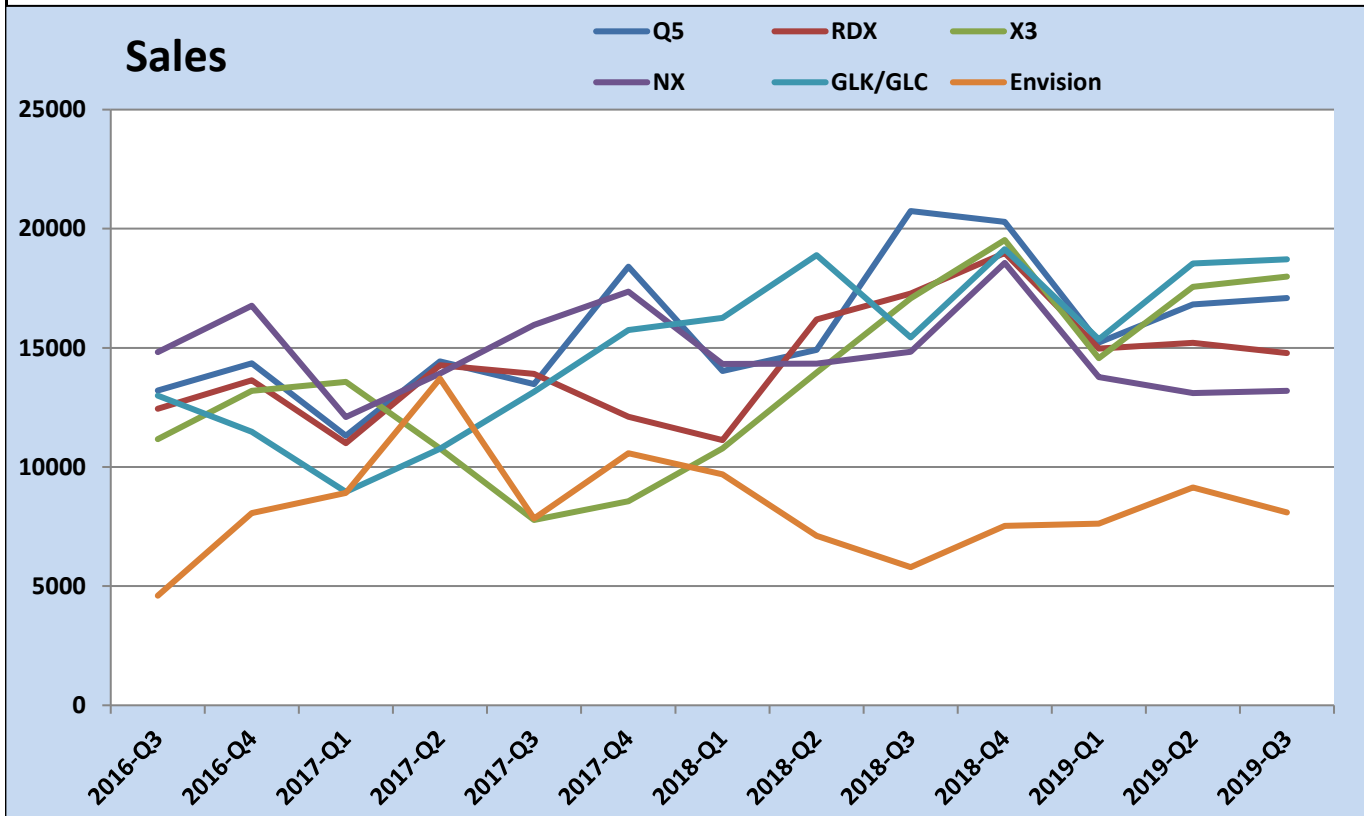
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
E-Class	8,217	8,414	-2.3%	28,532	31,407	-9.2%	27.3%	24.3%
5 Series	7,661	10,013	-23.5%	30,364	31,179	-2.6%	25.4%	25.9%
A6	3,263	398	719.8%	13,165	5,774	128.0%	10.8%	11.2%
Continental	1,896	1,856	2.2%	4,741	6,334	-25.1%	6.3%	4.0%
CT6	1,625	2,376	-31.6%	5,675	7,270	-21.9%	5.4%	4.8%
90 Series	1,433	2,516	-43.0%	3,425	7,813	-56.2%	4.8%	2.9%
XTS	1,149	4,101	-72.0%	10,242	12,664	-19.1%	3.8%	8.7%
CTS	1,128	3,695	-69.5%	5,999	8,777	-31.7%	3.7%	5.1%
GS	840	1,470	-42.9%	2,570	5,158	-50.2%	2.8%	2.2%
A7	819	324	152.8%	3,961	1,904	108.0%	2.7%	3.4%
G90	601	368	63.3%	1,540	1,984	-22.4%	2.0%	1.3%
Q70	503	959	-47.5%	2,196	3,476	-36.8%	1.7%	1.9%
SLK/SLC	362	325	11.4%	1,549	1,506	2.9%	1.2%	1.3%
XF	263	590	-55.4%	1,034	1,873	-44.8%	0.9%	0.9%
6 Series	147	811	-81.9%	1,098	2,930	-62.5%	0.5%	0.9%
RLX	126	495	-74.5%	799	1,417	-43.6%	0.4%	0.7%
K900	102	85	20.0%	311	260	19.6%	0.3%	0.3%
<b>Total</b>	<b>30,135</b>	<b>38,796</b>	<b>-22.3%</b>	<b>117,201</b>	<b>131,726</b>	<b>-11.0%</b>		

### Sales



## LUXURY COMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
GLK/GLC	18,715	15,442	21.2%	52,621	50,587	4.0%	13.7%	13.3%
X3	17,993	17,075	5.4%	50,120	41,825	19.8%	13.1%	12.7%
Q5	17,090	20,743	-17.6%	49,136	49,694	-1.1%	12.5%	12.5%
RDX	14,777	17,276	-14.5%	44,958	44,598	0.8%	10.8%	11.4%
NX	13,198	14,841	-11.1%	40,074	43,513	-7.9%	9.6%	10.2%
XT4	8,986	212	4138.7%	23,092	212	#####	6.6%	5.9%
Envision	8,088	5,803	39.4%	24,849	22,617	9.9%	5.9%	6.3%
XC60	7,467	8,721	-14.4%	22,033	23,511	-6.3%	5.5%	5.6%
MKC	6,523	6,981	-6.6%	18,266	19,270	-5.2%	4.8%	4.6%
Macan	6,480	6,453	0.4%	16,191	18,103	-10.6%	4.7%	4.1%
QX50	4,886	6,825	-28.4%	13,610	15,891	-14.4%	3.6%	3.5%
F-Pace	3,052	2,836	7.6%	10,361	10,088	2.7%	2.2%	2.6%
Evoque	2,959	1,957	51.2%	7,887	6,219	26.8%	2.2%	2.0%
Stelvio	2,244	3,275	-31.5%	6,844	9,044	-24.3%	1.6%	1.7%
X4	2,217	1,016	118.2%	5,834	2,802	108.2%	1.6%	1.5%
Discovery Sport	2,171	2,371	-8.4%	8,538	8,116	5.2%	1.6%	2.2%
<b>Total</b>	<b>136,846</b>	<b>131,827</b>	<b>3.8%</b>	<b>394,414</b>	<b>366,090</b>	<b>7.7%</b>		

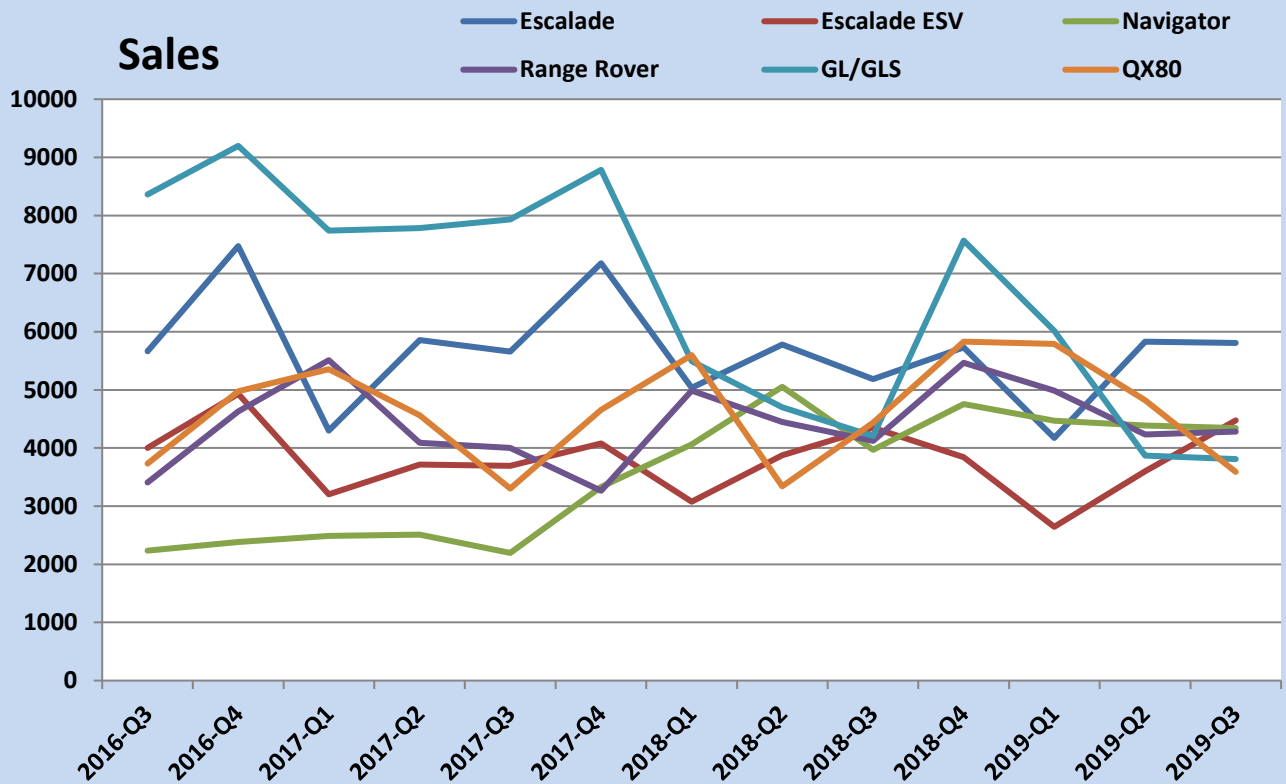




## LUXURY FULL-SIZE SUV/CROSSOVER

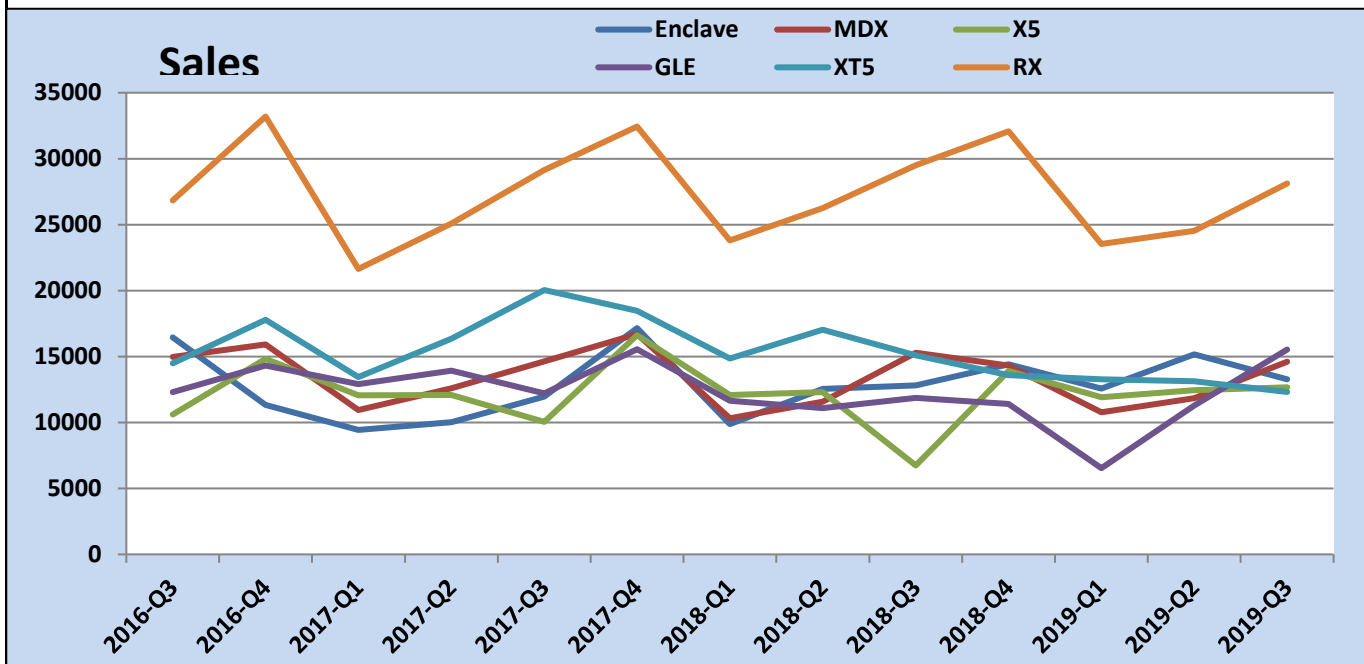
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Escalade	5,808	5,183	12.1%	15,813	16,000	-1.2%	20.7%	18.2%
Escalade ESV	4,476	4,350	2.9%	10,722	11,299	-5.1%	15.9%	12.3%
Navigator	4,345	3,970	9.4%	13,201	13,085	0.9%	15.5%	15.2%
Range Rover	4,281	4,125	3.8%	13,503	13,563	-0.4%	15.2%	15.5%
GL/GLS	3,810	4,207	-9.4%	13,695	14,406	-4.9%	13.6%	15.8%
QX80	3,592	4,435	-19.0%	14,203	13,377	6.2%	12.8%	16.4%
LX	1,024	1,153	-11.2%	3,333	3,735	-10.8%	3.6%	3.8%
Land Cruiser	758	795	-4.7%	2,386	2,331	2.4%	2.7%	2.7%
<b>Total</b>	<b>28,094</b>	<b>28,218</b>	<b>-0.4%</b>	<b>86,856</b>	<b>87,796</b>	<b>0.0%</b>		

### Sales



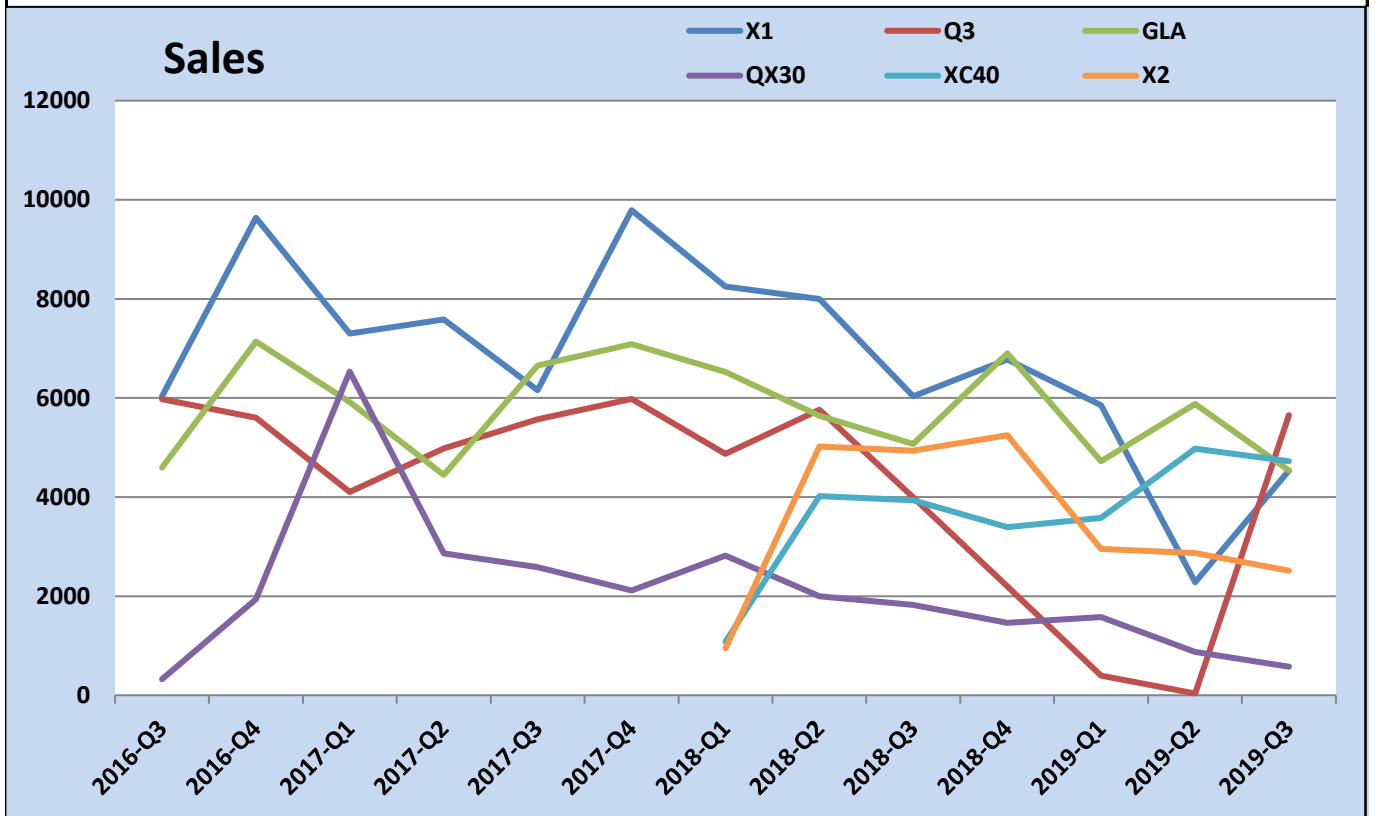
## LUXURY MID-SIZE SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
RX	28,109	29,512	-4.8%	76,170	79,563	-4.3%	16.6%	15.9%
GLE	15,533	11,876	30.8%	33,359	34,617	-3.6%	9.2%	7.0%
MDX	14,597	15,287	-4.5%	37,231	37,187	0.1%	8.6%	7.8%
Enclave	13,274	12,807	3.6%	41,013	35,227	16.4%	7.9%	8.6%
X5	12,665	6,744	87.8%	37,035	31,120	19.0%	7.5%	7.7%
XT5	12,315	15,093	-18.4%	38,711	46,983	-17.6%	7.3%	8.1%
XC90	8,851	7,678	15.3%	24,886	23,652	5.2%	5.2%	5.2%
QX60	8,785	9,619	-8.7%	31,621	31,795	-0.5%	5.2%	6.6%
Q7	8,516	9,507	-10.4%	24,549	27,270	-10.0%	5.0%	5.1%
Nautilus/MKX	7,962	6,416	24.1%	23,984	19,886	20.6%	4.7%	5.0%
GX	6,405	7,427	-13.8%	17,376	19,097	-9.0%	3.8%	3.6%
Range Rover Sport	5,752	5,426	6.0%	17,884	17,321	3.3%	3.4%	3.7%
X7	4,940	0		13,754	0		2.9%	2.9%
XT6	4,316	0		4,390	0		2.6%	0.9%
Cayenne	4,300	1,566	174.6%	14,331	6,841	109.5%	2.5%	3.0%
Range Rover Velar	3,687	3,949	-6.6%	12,409	12,761	-2.8%	2.2%	2.6%
Q8	3,324	0		10,284	0		2.0%	2.1%
Aviator	1,899	0		1,899	0		1.1%	0.4%
Discovery	1,666	2,526	-34.0%	6,418	7,153	-10.3%	1.0%	1.3%
G-Class	1,248	502	148.6%	5,067	2,380	112.9%	0.7%	1.1%
MKT	625	542	15.3%	3,113	1,784	74.5%	0.4%	0.7%
X6	230	1,392	-83.5%	3,275	5,114	-36.0%	0.1%	0.7%
<b>Total</b>	<b>168,999</b>	<b>147,998</b>	<b>14.2%</b>	<b>478,765</b>	<b>440,692</b>	<b>8.6%</b>		



## LUXURY SUBCOMPACT SUV/CROSSOVER

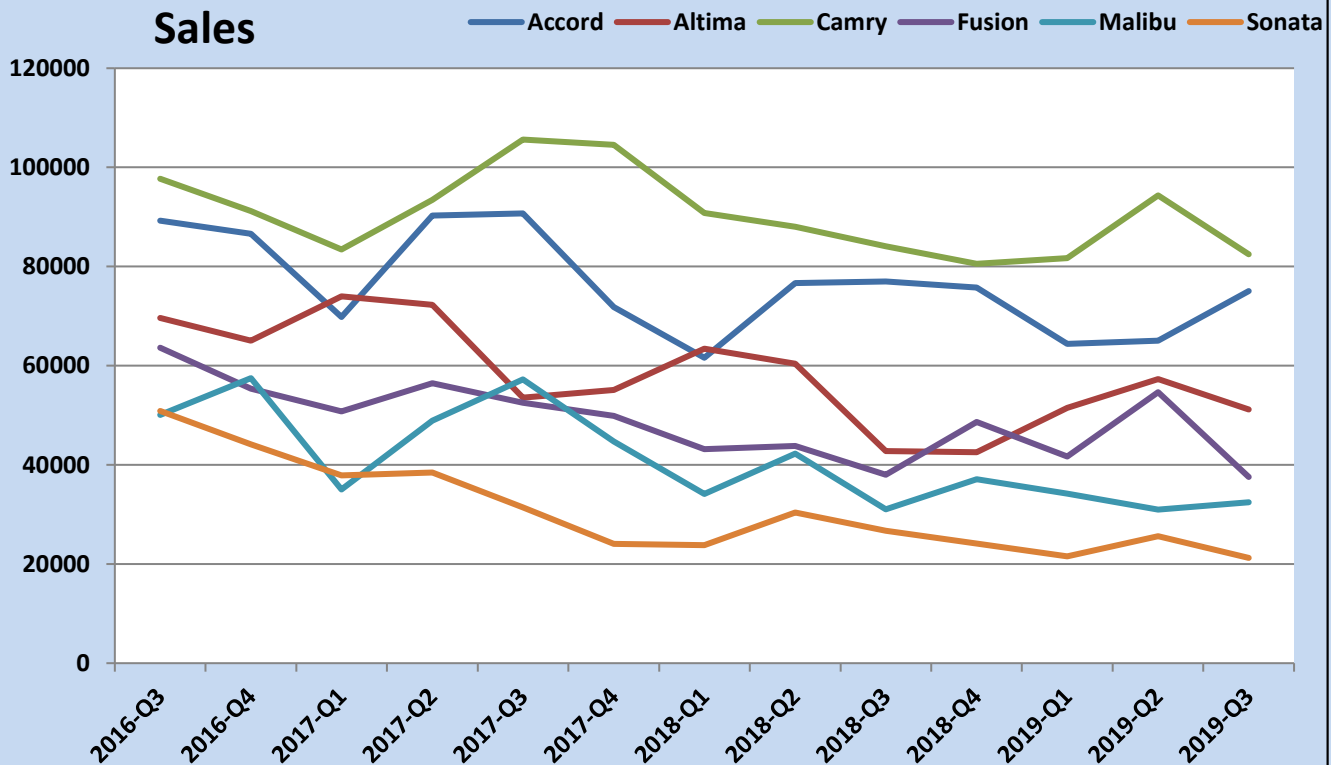
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
<b>Q3</b>	5,655	3,994	41.6%	6,087	14,630	-58.4%	20.6%	8.2%
<b>XC40</b>	4,722	3,935	20.0%	13,275	9,033	47.0%	17.2%	18.0%
<b>X1</b>	4,537	6,035	-24.8%	12,673	22,286	-43.1%	16.5%	17.1%
<b>GLA</b>	4,534	5,073	-10.6%	15,132	17,235	-12.2%	16.5%	20.5%
<b>UX</b>	4,022	0		11,991	0		14.7%	16.2%
<b>X2</b>	2,513	4,938	-49.1%	8,335	10,907	-23.6%	9.2%	11.3%
<b>E-Pace</b>	870	1,382	-37.0%	3,419	2,808	21.8%	3.2%	4.6%
<b>QX30</b>	576	1,825	-68.4%	3,025	6,639	-54.4%	2.1%	4.1%
<b>Total</b>	<b>27,429</b>	<b>27,182</b>	<b>0.9%</b>	<b>73,937</b>	<b>83,538</b>	<b>-11.5%</b>		



## MID-SIZE CAR

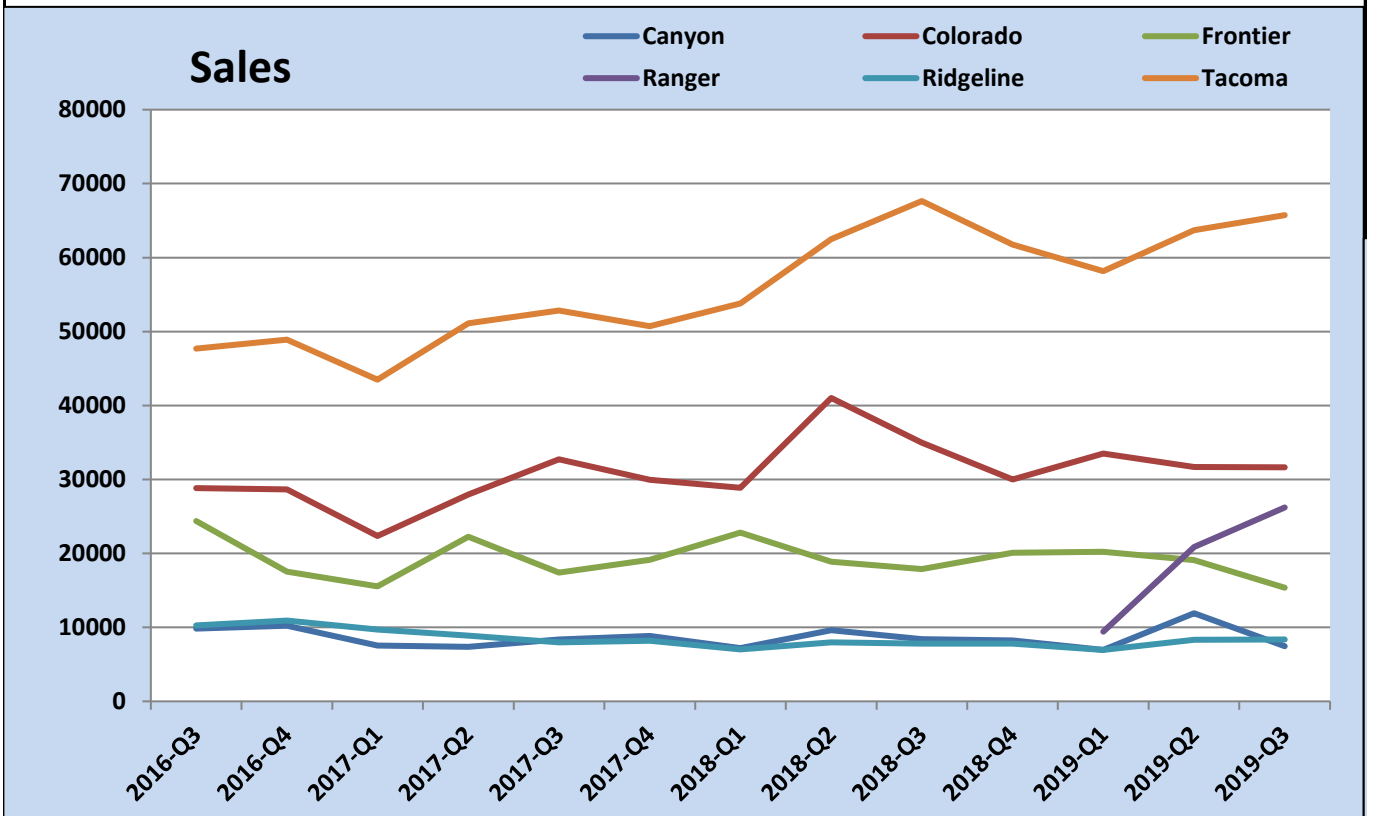
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Camry	82,448	84,092	-2.0%	258,456	262,887	-1.7%	24.3%	24.5%
Accord	75,028	77,009	-2.6%	204,463	215,299	-5.0%	22.1%	19.4%
Altima	51,192	42,807	19.6%	159,969	166,599	-4.0%	15.1%	15.2%
Fusion	37,557	37,986	-1.1%	133,908	124,964	7.2%	11.1%	12.7%
Malibu	32,432	31,041	4.5%	97,603	107,458	-9.2%	9.6%	9.3%
Optima	25,197	32,969	-23.6%	75,666	79,845	-5.2%	7.4%	7.2%
Sonata	21,236	26,740	-20.6%	68,368	80,975	-15.6%	6.3%	6.5%
Legacy	8,751	9,665	-9.5%	26,177	31,080	-15.8%	2.6%	2.5%
Mazda6	4,210	6,659	-36.8%	17,285	24,741	-30.1%	1.2%	1.6%
Passat	1,514	11,171	-86.4%	12,970	33,527	-61.3%	0.4%	1.2%
CC	12	115	-89.6%	50	409	-87.8%	0.0%	0.0%
200	10	106	-90.6%	45	1,000	-95.5%	0.0%	0.0%
Avenger	0	1	-100.0%	1	4	-75.0%	0.0%	0.0%
<b>Total</b>	<b>339,587</b>	<b>360,361</b>	<b>-5.8%</b>	<b>1,054,961</b>	<b>1,128,788</b>	<b>-6.5%</b>		

### Sales



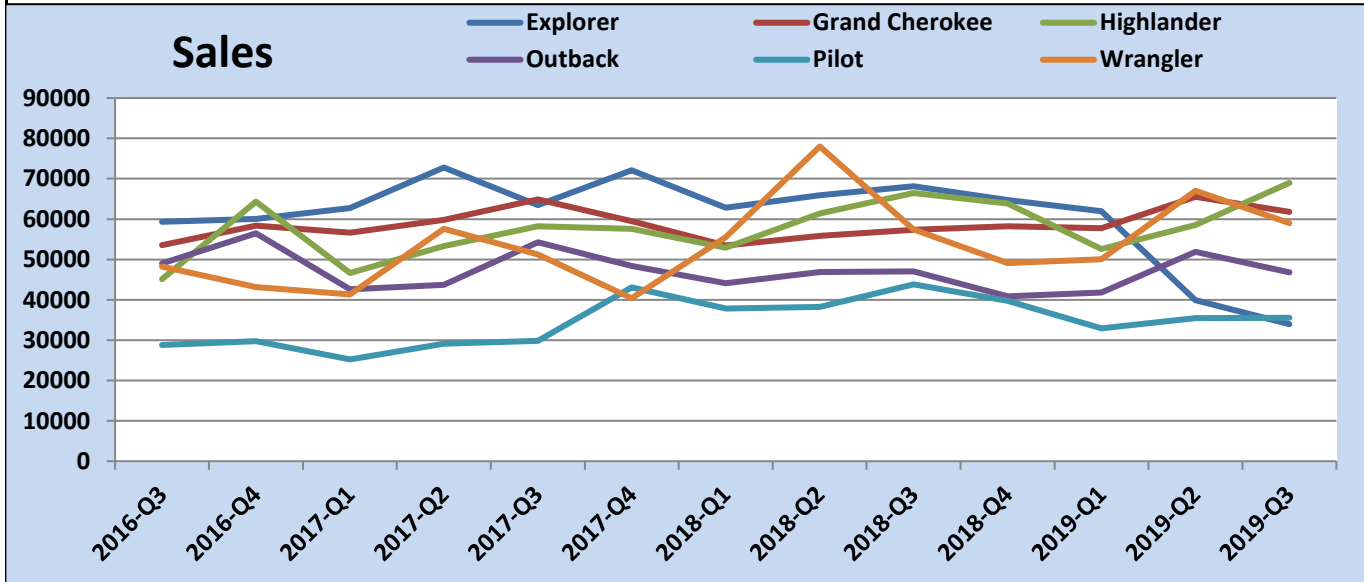
## MID-SIZE PICKUP TRUCK

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Tacoma	65,756	67,643	-2.8%	187,622	183,909	2.0%	38.5%	40.0%
Colorado	31,657	34,963	-9.5%	96,820	104,838	-7.6%	18.5%	20.6%
Ranger	26,211	0		56,512	0		15.3%	12.1%
Gladiator	16,132	0		23,304	0		9.4%	5.0%
Frontier	15,364	17,873	-14.0%	54,686	59,574	-8.2%	9.0%	11.7%
Ridgeline	8,378	7,816	7.2%	23,633	22,804	3.6%	4.9%	5.0%
Canyon	7,437	8,425	-11.7%	26,300	25,273	4.1%	4.4%	5.6%
<b>Total</b>	<b>170,935</b>	<b>136,720</b>	<b>25.0%</b>	<b>468,877</b>	<b>396,398</b>	<b>18.3%</b>		



## MID-SIZE SUV/CROSSOVER

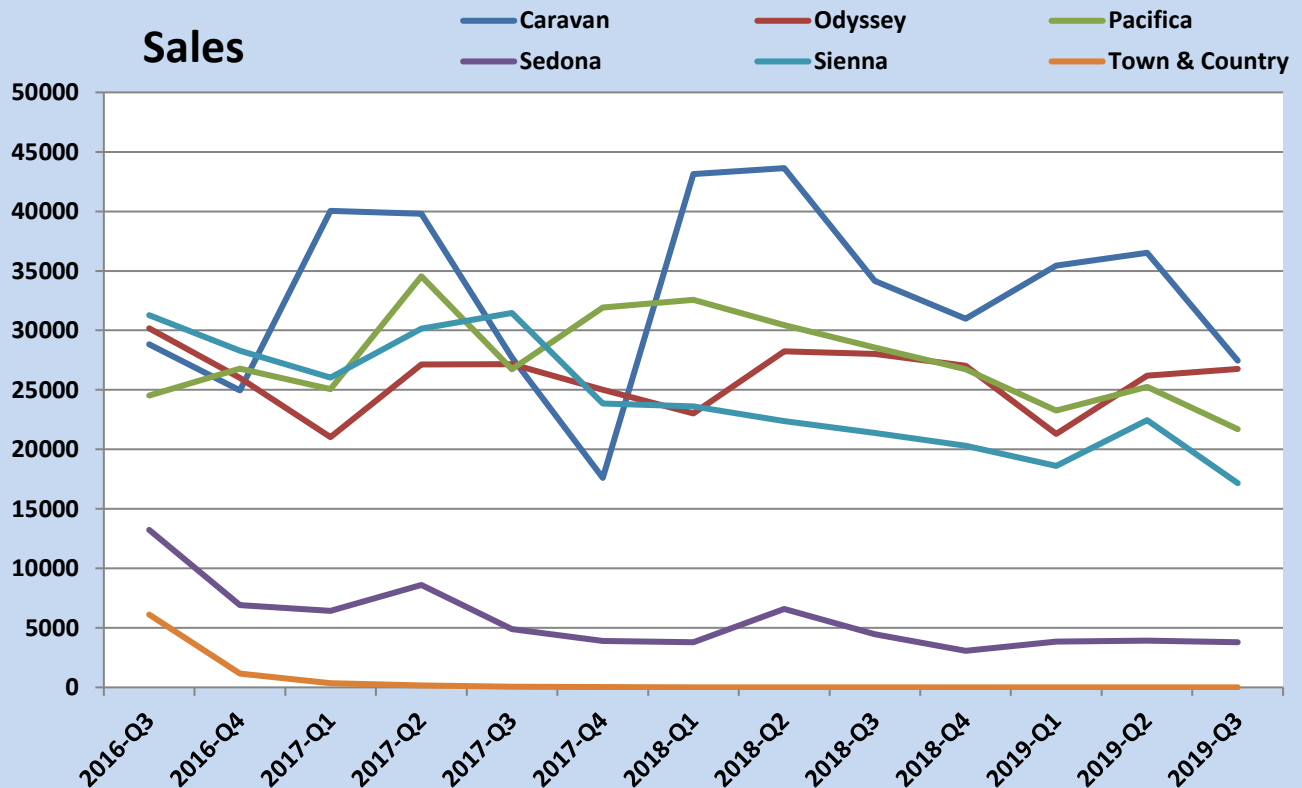
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Highlander	68,986	66,445	3.8%	180,169	180,699	-0.3%	10.1%	9.0%
Grand Cherokee	61,768	57,340	7.7%	185,040	166,653	11.0%	9.1%	9.3%
Wrangler	59,035	57,459	2.7%	176,100	190,951	-7.8%	8.7%	8.8%
Outback	46,819	47,014	-0.4%	140,530	137,992	1.8%	6.9%	7.0%
Traverse	41,116	32,908	24.9%	113,491	106,998	6.1%	6.0%	5.7%
Edge	36,660	30,890	18.7%	100,894	98,938	2.0%	5.4%	5.1%
Pilot	35,517	43,822	-19.0%	103,969	119,901	-13.3%	5.2%	5.2%
Explorer	33,954	68,164	-50.2%	135,777	196,870	-31.0%	5.0%	6.8%
4Runner	32,823	37,439	-12.3%	95,696	102,267	-6.4%	4.8%	4.8%
Santa Fe	27,104	24,132	12.3%	87,426	70,266	24.4%	4.0%	4.4%
Sorento	25,182	32,932	-23.5%	72,515	85,692	-15.4%	3.7%	3.6%
Murano	24,376	24,425	-0.2%	50,348	63,225	-20.4%	3.6%	2.5%
Atlas	21,979	14,844	48.1%	59,705	43,002	38.8%	3.2%	3.0%
Acadia	20,338	13,485	50.8%	79,958	63,493	25.9%	3.0%	4.0%
Blazer	20,312	0		35,107	0		3.0%	1.8%
Ascent	19,934	14,683	35.8%	60,042	16,580	262.1%	2.9%	3.0%
Journey	16,965	24,924	-31.9%	62,396	77,233	-19.2%	2.5%	3.1%
Telluride	15,982	0		38,894	0		2.3%	1.9%
Durango	15,631	16,819	-7.1%	52,622	49,541	6.2%	2.3%	2.6%
Palisade	13,074	0		13,074	0		1.9%	0.7%
Pathfinder	13,030	16,450	-20.8%	49,342	50,152	-1.6%	1.9%	2.5%
Passport	10,583	0		25,123	0		1.6%	1.3%
CX-9	6,671	6,468	3.1%	18,543	21,184	-12.5%	1.0%	0.9%
Flex	5,574	6,014	-7.3%	18,337	16,158	13.5%	0.8%	0.9%
<b>Total</b>	<b>680,633</b>	<b>651,032</b>	<b>4.5%</b>	<b>1,996,537</b>	<b>1,912,132</b>	<b>4.4%</b>		



# MINIVAN

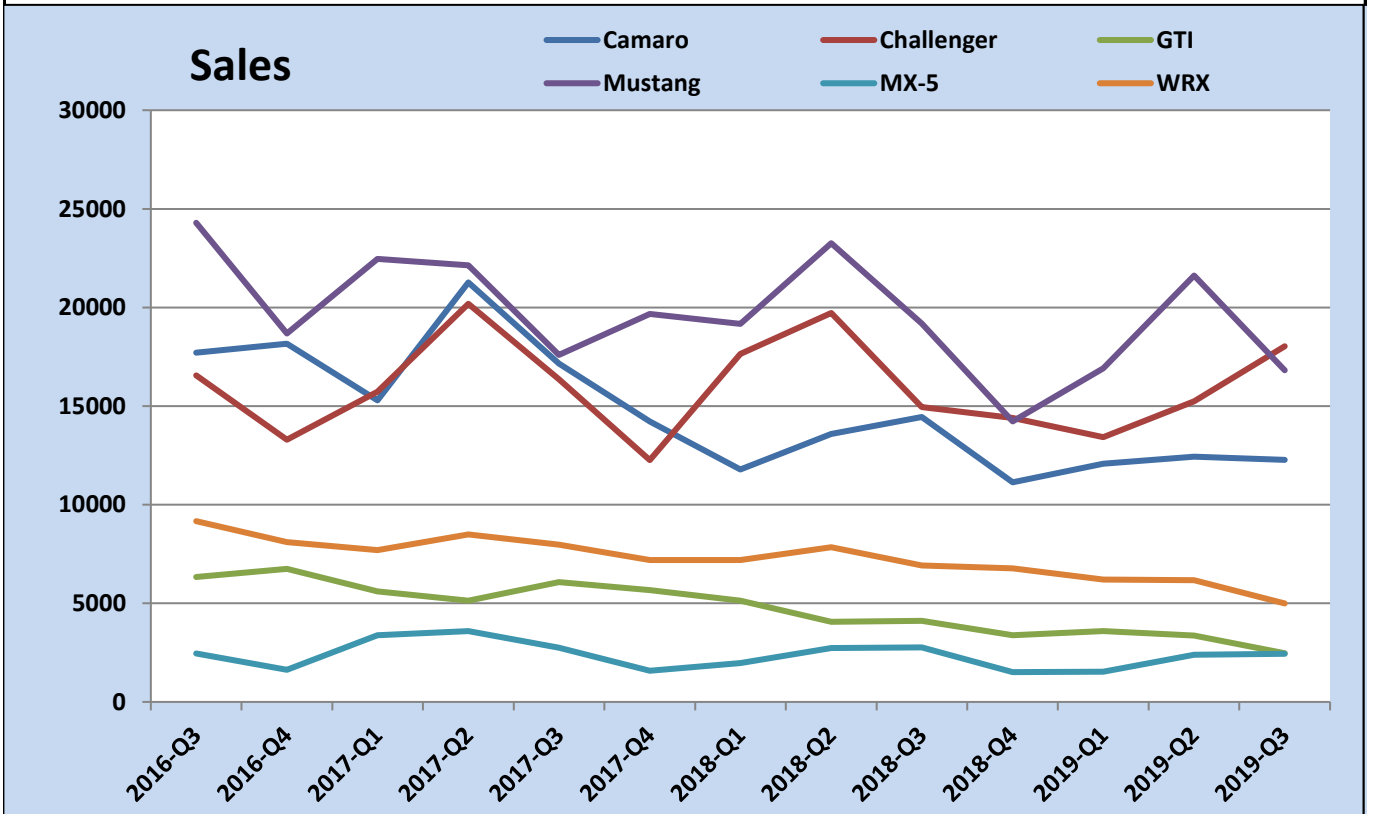
	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Caravan	27,456	34,157	-19.6%	99,403	120,935	-17.8%	28.3%	31.7%
Odyssey	26,758	28,034	-4.6%	74,258	79,289	-6.3%	27.6%	23.7%
Pacifica	21,697	28,571	-24.1%	70,224	91,595	-23.3%	22.4%	22.4%
Sienna	17,162	21,369	-19.7%	58,245	67,373	-13.5%	17.7%	18.6%
Sedona	3,798	4,468	-15.0%	11,576	14,856	-22.1%	3.9%	3.7%
<b>Total</b>	<b>96,872</b>	<b>116,601</b>	<b>-16.9%</b>	<b>313,710</b>	<b>374,057</b>	<b>-16.1%</b>		

## Sales



## SPORTS CAR

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Challenger	18,031	14,946	20.6%	46,699	52,313	-10.7%	27.8%	24.4%
Mustang	16,823	19,191	-12.3%	55,365	61,619	-10.1%	25.9%	28.9%
Camaro	12,275	14,448	-15.0%	36,791	39,828	-7.6%	18.9%	19.2%
WRX	4,993	6,919	-27.8%	17,368	21,957	-20.9%	7.7%	9.1%
GTI	2,469	4,112	-40.0%	9,416	13,301	-29.2%	3.8%	4.9%
MX-5	2,437	2,769	-12.0%	6,351	7,460	-14.9%	3.8%	3.3%
Golf R	1,580	880	79.5%	3,038	3,120	-2.6%	2.4%	1.6%
Supra	1,477	0		1,477	0		2.3%	0.8%
86	856	935	-8.4%	2,517	3,210	-21.6%	1.3%	1.3%
Z4	820	0		2,133	2	#####	1.3%	1.1%
124 Spider	686	1,021	-32.8%	2,214	2,915	-24.0%	1.1%	1.2%
370z	601	756	-20.5%	1,853	2,705	-31.5%	0.9%	1.0%
Cayman	585	819	-28.6%	1,767	2,625	-32.7%	0.9%	0.9%
Boxster	463	429	7.9%	1,436	1,675	-14.3%	0.7%	0.7%
BRZ	436	964	-54.8%	1,976	2,930	-32.6%	0.7%	1.0%
TT	400	255	56.9%	1,036	1,204	-14.0%	0.6%	0.5%
4C	36	49	-26.5%	127	183	-30.6%	0.1%	0.1%
<b>Total</b>	<b>64,968</b>	<b>68,494</b>	<b>-5.1%</b>	<b>191,566</b>	<b>217,101</b>	<b>-11.8%</b>		

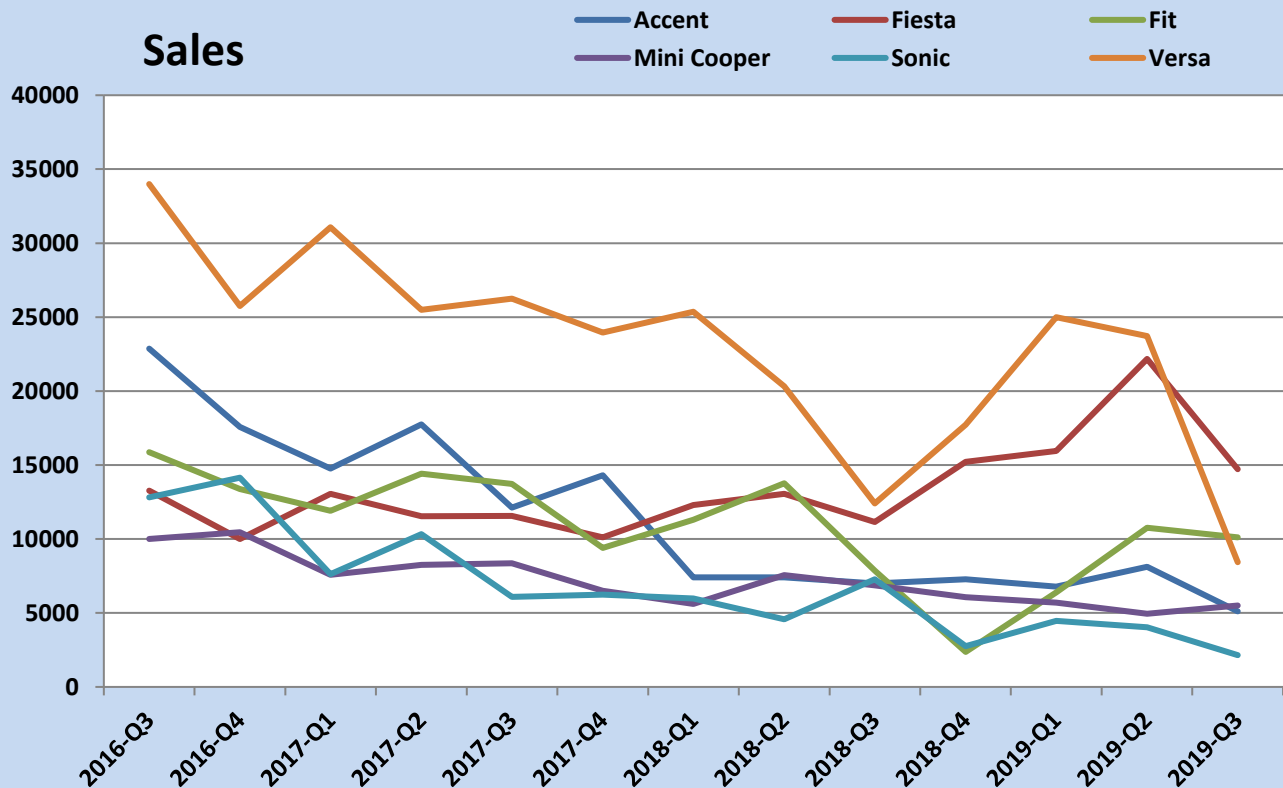




## SUBCOMPACT CAR

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Fiesta	14,717	11,159	31.9%	52,833	36,518	44.7%	20.7%	19.8%
Fit	10,112	7,870	28.5%	27,268	32,934	-17.2%	14.2%	10.2%
Versa	8,433	12,399	-32.0%	57,133	58,083	-1.6%	11.8%	21.4%
Mirage	8,276	6,131	35.0%	21,177	19,316	9.6%	11.6%	7.9%
Rio	6,740	6,220	8.4%	19,186	17,291	11.0%	9.5%	7.2%
Spark	6,616	7,029	-5.9%	20,265	18,428	10.0%	9.3%	7.6%
Mini Cooper	5,507	6,874	-19.9%	16,163	20,051	-19.4%	7.7%	6.1%
Accent	5,109	6,995	-27.0%	20,015	21,820	-8.3%	7.2%	7.5%
Sonic	2,148	7,283	-70.5%	10,632	17,848	-40.4%	3.0%	4.0%
Yaris iA	1,680	5,818	-71.1%	18,013	21,563	-16.5%	2.4%	6.7%
500	876	1,455	-39.8%	2,568	3,717	-30.9%	1.2%	1.0%
Yaris	854	632	35.1%	1,178	1,503	-21.6%	1.2%	0.4%
ForTwo	130	309	-57.9%	626	959	-34.7%	0.2%	0.2%
<b>Total</b>	<b>71,198</b>	<b>80,174</b>	<b>-11.2%</b>	<b>267,057</b>	<b>270,031</b>	<b>-1.1%</b>		

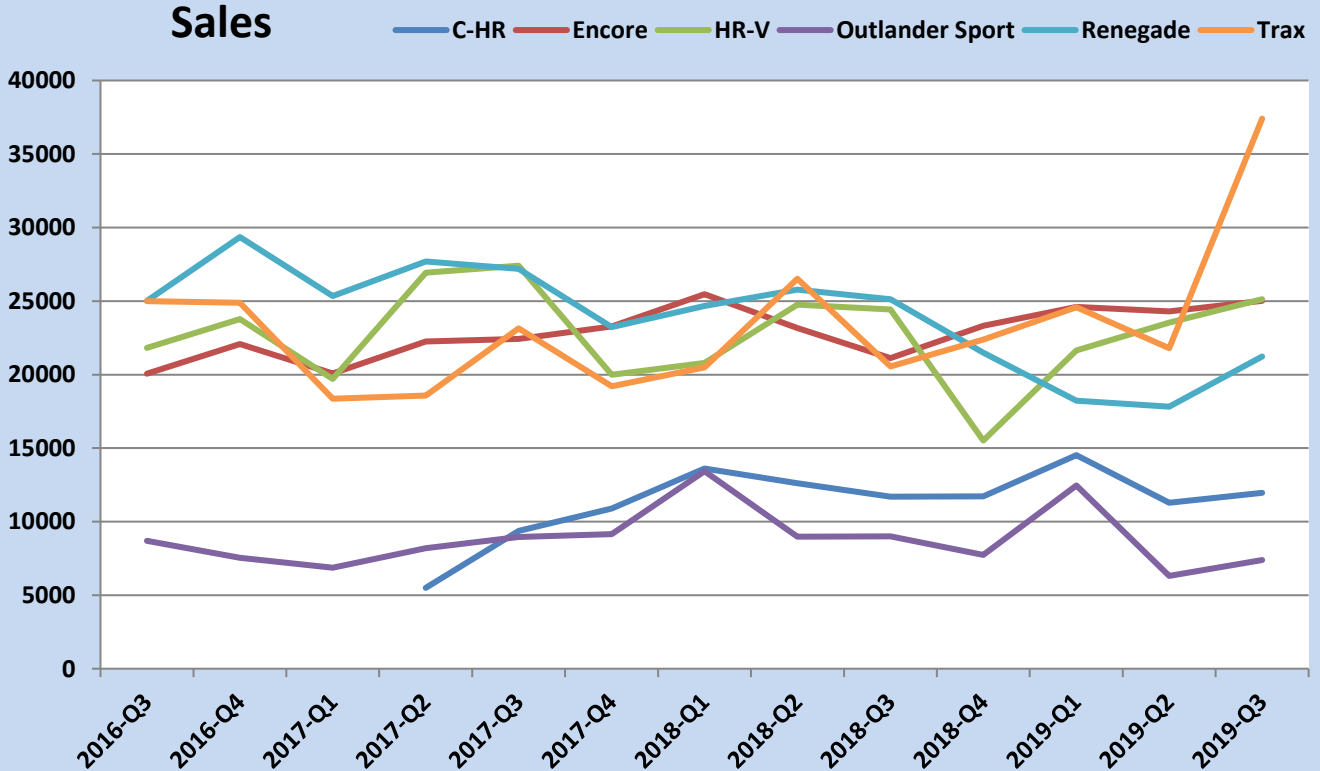
### Sales



## SUBCOMPACT SUV/CROSSOVER

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Trax	37,407	20,549	82.0%	83,777	67,538	24.0%	19.6%	15.9%
HR-V	25,135	24,424	2.9%	70,314	69,979	0.5%	13.2%	13.3%
Encore	25,008	21,112	18.5%	73,905	69,747	6.0%	13.1%	14.0%
Renegade	21,234	25,135	-15.5%	57,270	75,574	-24.2%	11.1%	10.9%
Kona	18,049	13,272	36.0%	55,138	28,465	93.7%	9.5%	10.5%
Kicks	17,811	9,749	82.7%	47,074	10,312	356.5%	9.3%	8.9%
EcoSport	16,271	14,700	10.7%	50,657	38,310	32.2%	8.5%	9.6%
C-HR	11,966	11,691	2.4%	37,777	37,930	-0.4%	6.3%	7.2%
Outlander Sport	7,382	8,992	-17.9%	26,150	31,407	-16.7%	3.9%	5.0%
CX-3	4,996	4,088	22.2%	11,780	13,715	-14.1%	2.6%	2.2%
Countryman	4,663	4,683	-0.4%	11,590	14,142	-18.0%	2.4%	2.2%
500X	592	996	-40.6%	2,076	4,221	-50.8%	0.3%	0.4%
Juke	0	63	-100.0%	10	715	-98.6%	0.0%	0.0%
<b>Total</b>	<b>190,514</b>	<b>159,454</b>	<b>19.5%</b>	<b>527,518</b>	<b>462,055</b>	<b>14.2%</b>		

### Sales



## VAN

	Q3 Sales			YTD Sales			Market Share	
	2019	2018	YOY	2019	2018	YOY	Q3-2019	YTD
Transit	43,876	35,051	25.2%	116,983	106,463	9.9%	23.0%	22.2%
Express	22,062	17,509	26.0%	60,805	58,696	3.6%	11.6%	11.5%
ProMaster	14,589	11,229	29.9%	41,301	31,591	30.7%	7.7%	7.8%
Transit Connect	11,537	7,764	48.6%	31,390	23,218	35.2%	6.1%	6.0%
Sprinter	10,371	8,990	15.4%	23,333	22,669	2.9%	5.4%	4.4%
E-Series	9,875	11,044	-10.6%	32,226	36,549	-11.8%	5.2%	6.1%
NV	6,140	4,051	51.6%	15,676	12,299	27.5%	3.2%	3.0%
Savana	5,021	4,815	4.3%	21,090	16,779	25.7%	2.6%	4.0%
NV200	4,359	4,483	-2.8%	14,311	14,283	0.2%	2.3%	2.7%
ProMaster City	2,976	3,047	-2.3%	9,952	9,487	4.9%	1.6%	1.9%
Metris	2,449	2,124	15.3%	5,512	5,355	2.9%	1.3%	1.0%
City Express	3	544	-99.4%	138	3,704	-96.3%	0.0%	0.0%
<b>Total</b>	<b>133,258</b>	<b>110,651</b>	<b>20.4%</b>	<b>372,717</b>	<b>341,093</b>	<b>9.3%</b>		

