U.S. car and light-truck sales by make, Q4 2020

Make	Car 2020	Car 2019	2020 Car Share	2019 Car Share	Car percent change	Truck 2020	Truck 2019	2020 Truck Share	2019 Truck Share	Truck percent change	Total 2020	Total 2019	2020 Total Share	2019 Total Share	Point change	Total Percent change
Toyota	180,314	179,434	18.8%	16.3%	0.5%	387,447	336,049	12.0%	10.5%	15.3%	**567,761**	**515,483**	13.5%	12.0%	1.5%	10.1%
Chevrolet	66,206	79,556	6.9%	7.2%	-16.8%	452,051	416,557	14.0%	13.0%	8.5%	**518,257**	**496,113**	12.3%	11.5%	0.8%	4.5%
Ford	33,544	57,475	3.5%	5.2%	-41.6%	474,085	507,898	14.6%	15.9%	-6.7%	**507,629**	**565,373**	12.1%	13.1%	-1.1%	-10.2%
Honda	127,856	148,613	13.3%	13.5%	-14.0%	196,883	208,776	6.1%	6.5%	-5.7%	**324,739**	**357,389**	7.7%	8.3%	-0.6%	-9.1%
Nissan	92,490	107,865	9.6%	9.8%	-14.3%	130,161	163,652	4.0%	5.1%	-20.5%	**222,651**	**271,517**	5.3%	6.3%	-1.0%	-18.0%
Jeep	-	-	-	-	-	213,715	221,536	6.6%	6.9%	-3.5%	**213,715**	**221,536**	5.1%	5.1%	-0.1%	-3.5%
Ram	-	-	-	-	-	181,297	190,655	5.6%	6.0%	-4.9%	**181,297**	**190,655**	4.3%	4.4%	-0.1%	-4.9%
Hyundai	63,240	82,227	6.6%	7.5%	-23.1%	115,604	100,188	3.6%	3.1%	15.4%	**178,844**	**182,415**	4.3%	4.2%	0.0%	-2.0%
Subaru	24,940	30,837	2.6%	2.8%	-19.1%	150,442	143,951	4.6%	4.5%	4.5%	**175,382**	**174,788**	4.2%	4.1%	0.1%	0.3%
GMC	-	-	-	-	-	162,090	146,880	5.0%	4.6%	10.4%	**162,090**	**146,880**	3.9%	3.4%	0.4%	10.4%
Kia	69,081	73,560	7.2%	6.7%	-6.1%	88,674	78,180	2.7%	2.4%	13.4%	**157,755**	**151,740**	3.8%	3.5%	0.2%	4.0%
BMW	37,843	40,212	3.9%	3.7%	-5.9%	60,907	60,585	1.9%	1.9%	0.5%	**98,750**	**100,797**	2.4%	2.3%	0.0%	-2.0%
Mercedes-Benz	22,331	35,240	2.3%	3.2%	-36.6%	72,975	69,431	2.3%	2.2%	5.1%	**95,306**	**104,671**	2.3%	2.4%	-0.2%	-8.9%
Volkswagen	37,745	38,688	3.9%	3.5%	-2.4%	56,585	46,479	1.7%	1.5%	21.7%	**94,330**	**85,167**	2.2%	2.0%	0.3%	10.8%
Lexus	21,868	20,368	2.3%	1.9%	7.4%	71,086	68,195	2.2%	2.1%	4.2%	**92,954**	**88,563**	2.2%	2.1%	0.2%	5.0%
Mazda	14,833	15,876	1.5%	1.4%	-6.6%	60,963	54,509	1.9%	1.7%	11.8%	**75,796**	**70,385**	1.8%	1.6%	0.2%	7.7%
Tesla*	48,000	48,985	5.0%	4.5%	-2.0%	16,000	5,815	0.5%	0.2%	175.2%	**64,000**	**54,800**	1.5%	1.3%	0.3%	16.8%
Dodge	38,402	40,129	4.0%	3.7%	-4.3%	24,576	50,512	0.8%	1.6%	-51.3%	**62,978**	**90,641**	1.5%	2.1%	-0.6%	-30.5%
Audi	16,484	22,624	1.7%	2.1%	-27.1%	46,033	43,016	1.4%	1.3%	7.0%	**62,517**	**65,640**	1.5%	1.5%	0.0%	-4.8%
Buick	73	2,054	0.0%	0.2%	-96.4%	44,115	47,020	1.4%	1.5%	-6.2%	**44,188**	**49,074**	1.1%	1.1%	-0.1%	-10.0%
Cadillac	8,362	4,430	0.9%	0.4%	88.8%	34,547	36,121	1.1%	1.1%	-4.4%	**42,909**	**40,551**	1.0%	0.9%	0.1%	5.8%
Acura	11,069	11,866	1.2%	1.1%	-6.7%	30,260	32,706	0.9%	1.0%	-7.5%	**41,329**	**44,572**	1.0%	1.0%	-0.1%	-7.3%
Volvo	4,995	7,113	0.5%	0.6%	-29.8%	31,530	23,689	1.0%	0.7%	33.1%	**36,525**	**30,802**	0.9%	0.7%	0.2%	18.6%
Chrysler	5,102	5,523	0.5%	0.5%	-7.6%	29,512	27,482	0.9%	0.9%	7.4%	**34,614**	**33,005**	0.8%	0.8%	0.1%	4.9%
Lincoln	3,775	5,925	0.4%	0.5%	-36.3%	27,239	27,430	0.8%	0.9%	-0.7%	**31,014**	**33,355**	0.7%	0.8%	0.0%	-7.0%
Land Rover*	-	-	-	-	-	27,700	28,097	0.9%	0.9%	-1.4%	**27,700**	**28,097**	0.7%	0.7%	0.0%	-1.4%
Infiniti	3,957	8,113	0.4%	0.7%	-51.2%	16,525	21,661	0.5%	0.7%	-23.7%	**20,482**	**29,774**	0.5%	0.7%	-0.2%	-31.2%
Porsche	6,197	5,360	0.6%	0.5%	15.6%	11,363	11,146	0.4%	0.3%	1.9%	**17,560**	**16,506**	0.4%	0.4%	0.0%	6.4%
Mitsubishi	4,844	5,789	0.5%	0.5%	-16.3%	9,926	19,686	0.3%	0.6%	-49.6%	**14,770**	**25,475**	0.4%	0.6%	-0.2%	-42.0%
Mini	5,485	5,535	0.6%	0.5%	-0.9%	3,064	3,329	0.1%	0.1%	-8.0%	**8,549**	**8,864**	0.2%	0.2%	0.0%	-3.6%
Alfa Romeo	2,567	2,345	0.3%	0.2%	9.5%	3,526	2,600	0.1%	0.1%	35.6%	**6,093**	**4,945**	0.1%	0.1%	0.0%	23.2%
Jaguar*	1,200	1,374	0.1%	0.1%	-12.7%	4,300	7,245	0.1%	0.2%	-40.6%	**5,500**	**8,619**	0.1%	0.2%	-0.1%	-36.2%
Genesis	3,582	6,324	0.4%	0.6%	-43.4%	1,517	-	0.0%	-	-	**5,099**	**6,324**	0.1%	0.1%	0.0%	-19.4%
Maserati*	861	1,335	0.1%	0.1%	-35.5%	672	1,017	0.0%	0.0%	-33.9%	**1,533**	**2,352**	0.0%	0.1%	0.0%	-34.8%
Fiat	338	1,129	0.0%	0.1%	-70.1%	396	608	0.0%	0.0%	-34.9%	**734**	**1,737**	0.0%	0.0%	0.0%	-57.7%
Bentley*	516	321	0.1%	0.0%	60.7%	201	363	0.0%	0.0%	-44.6%	**717**	**684**	0.0%	0.0%	0.0%	4.8%
Lamborghini*	255	261	0.0%	0.0%	-2.3%	312	389	0.0%	0.0%	-19.8%	**567**	**650**	0.0%	0.0%	0.0%	-12.8%
Ferrari*	543	717	0.1%	0.1%	-24.3%	-	-	-	-	-	**543**	**717**	0.0%	0.0%	0.0%	-24.3%
Aston Martin*	408	504	0.0%	0.0%	-19.0%	-	-	-	-	-	**408**	**504**	0.0%	0.0%	0.0%	-19.0%
McLaren*	360	456	0.0%	0.0%	-21.1%	-	-	-	-	-	**360**	**456**	0.0%	0.0%	0.0%	-21.1%
Rolls-Royce*	162	228	0.0%	0.0%	-28.9%	153	195	0.0%	0.0%	-21.5%	**315**	**423**	0.0%	0.0%	0.0%	-25.5%
Lotus*	30	21	0.0%	0.0%	42.9%	-	-	-	-	-	**30**	**21**	0.0%	0.0%	0.0%	42.9%
TOTAL	**959,858**	**1,098,412**	**100.0%**	**100.0%**	**-12.6%**	**3,238,432**	**3,203,648**	**100.0%**	**100.0%**	**1.1%**	**4,198,290**	**4,302,060**	**100.0%**	**100.0%**	**0.0%**	**-2.4%**
Made in North America	**691,403**	**776,815**	**72.0%**	**70.7%**	**-11.0%**	**2,511,511**	**2,491,254**	**77.6%**	**77.8%**	**0.8%**	**3,202,914**	**3,268,069**	**76.3%**	**76.0%**	**0.3%**	**-2.0%**
Made in Japan	**93,986**	**110,285**	**9.8%**	**10.0%**	**-14.8%**	**332,779**	**347,890**	**10.3%**	**10.9%**	**-4.3%**	**426,765**	**458,175**	**10.2%**	**10.7%**	**-0.5%**	**-6.9%**
Made in Europe	**98,900**	**122,075**	**10.3%**	**11.1%**	**-19.0%**	**216,261**	**209,408**	**6.7%**	**6.5%**	**3.3%**	**315,161**	**331,483**	**7.5%**	**7.7%**	**-0.2%**	**-4.9%**
Made in Korea	**70,725**	**83,447**	**7.4%**	**7.6%**	**-15.2%**	**139,291**	**132,665**	**4.3%**	**4.1%**	**5.0%**	**210,016**	**216,112**	**5.0%**	**5.0%**	**0.0%**	**-2.8%**
Made in Thailand	**4,844**	**5,789**	**0.5%**	**0.5%**	**-16.3%**	**-**	**-**	-	-	-	**4,844**	**5,789**	**0.1%**	**0.1%**	**0.0%**	**-16.3%**
Made in China	**-**	**-**	-	-	-	**25,245**	**8,380**	**0.8%**	**0.3%**	**201.3%**	**25,245**	**8,380**	**0.6%**	**0.2%**	**0.4%**	**201.3%**
Made in Australia	**-**	**1**	-	**0.0%**	-	**-**	**-**	-	-	-	**-**	**1**	-	**0.0%**	**0.0%**	-
Made in India	**-**	**-**	-	-	-	**13,345**	**14,051**	**0.4%**	**0.4%**	**-5.0%**	**13,345**	**14,051**	**0.3%**	**0.3%**	**0.0%**	**-5.0%**
Total N.A. (1)	**203,464**	**244,077**	**21.2%**	**22.2%**	**-16.6%**	**1,659,227**	**1,677,906**	**51.2%**	**52.4%**	**-1.1%**	**1,862,691**	**1,921,983**	**44.4%**	**44.7%**	**-0.3%**	**-3.1%**
Total Detroit 3 (2)	***155,464***	***195,092***	***16.2%***	***17.8%***	***-20.3%***	***#######***	***#######***	***50.7%***	***52.2%***	***-1.7%***	***#######***	***#######***	***42.8%***	***43.4%***	***-0.6%***	***-3.7%***
GM	74,641	86,040	7.8%	7.8%	-13.2%	692,803	646,578	21.4%	20.2%	7.1%	**767,444**	**732,618**	18.3%	17.0%	1.3%	4.8%
Ford Motor Co.	37,319	63,400	3.9%	5.8%	-41.1%	501,324	535,328	15.5%	16.7%	-6.4%	**538,643**	**598,728**	12.8%	13.9%	-1.1%	-10.0%
FCA US (domestic brands)	43,504	45,652	4.5%	4.2%	-4.7%	449,100	490,185	13.9%	15.3%	-8.4%	**492,604**	**535,837**	11.7%	12.5%	-0.7%	-8.1%
Total Japan (3)	**482,171**	**528,761**	**50.2%**	**48.1%**	**-8.8%**	**1,053,693**	**1,049,185**	**32.5%**	**32.7%**	**0.4%**	**1,535,864**	**1,577,946**	**36.6%**	**36.7%**	**-0.1%**	**-2.7%**
Total Europe (4)	**138,320**	**163,463**	**14.4%**	**14.9%**	**-15.4%**	**319,717**	**298,189**	**9.9%**	**9.3%**	**7.2%**	**458,037**	**461,652**	**10.9%**	**10.7%**	**0.2%**	**-0.8%**
Total Korea (5)	**135,903**	**162,111**	**14.2%**	**14.8%**	**-16.2%**	**205,795**	**178,368**	**6.4%**	**5.6%**	**15.4%**	**341,698**	**340,479**	**8.1%**	**7.9%**	**0.2%**	**0.4%**
General Motors	74,641	86,040	7.8%	7.8%	-13.2%	692,803	646,578	21.4%	20.2%	7.1%	**767,444**	**732,618**	18.3%	17.0%	1.3%	4.8%
Toyota Motor N.A.	202,182	199,802	21.1%	18.2%	1.2%	458,533	404,244	14.2%	12.6%	13.4%	**660,715**	**604,046**	15.7%	14.0%	1.7%	9.4%
Ford Motor Co.	37,319	63,400	3.9%	5.8%	-41.1%	501,324	535,328	15.5%	16.7%	-6.4%	**538,643**	**598,728**	12.8%	13.9%	-1.1%	-10.0%
Fiat Chrysler Automobiles	47,270	50,461	4.9%	4.6%	-6.3%	453,694	494,410	14.0%	15.4%	-8.2%	**500,964**	**544,871**	11.9%	12.7%	-0.7%	-8.1%
American Honda	138,925	160,479	14.5%	14.6%	-13.4%	227,143	241,482	7.0%	7.5%	-5.9%	**366,068**	**401,961**	8.7%	9.3%	-0.6%	-8.9%
Hyundai-Kia Automotive	135,903	162,111	14.2%	14.8%	-16.2%	205,795	178,368	6.4%	5.6%	15.4%	**341,698**	**340,479**	8.1%	7.9%	0.2%	0.4%
Nissan Group	96,447	115,978	10.0%	10.6%	-16.8%	146,686	185,313	4.5%	5.8%	-20.8%	**243,133**	**301,291**	5.8%	7.0%	-1.2%	-19.3%
VW Group of America	61,197	67,254	6.4%	6.1%	-9.0%	114,494	101,393	3.5%	3.2%	12.9%	**175,691**	**168,647**	4.2%	3.9%	0.3%	4.2%
BMW of N.A.	43,490	45,975	4.5%	4.2%	-5.4%	64,124	64,109	2.0%	2.0%	0.0%	**107,614**	**110,084**	2.6%	2.6%	0.0%	-2.2%
Mercedes-Benz USA	22,331	35,240	2.3%	3.2%	-36.6%	72,975	69,431	2.3%	2.2%	5.1%	**95,306**	**104,671**	2.3%	2.4%	-0.2%	-8.9%
Jaguar Land Rover N.A.*	1,200	1,374	0.1%	0.1%	-12.7%	32,000	35,342	1.0%	1.1%	-9.5%	**33,200**	**36,716**	0.8%	0.9%	-0.1%	-9.6%

*Estimate

1 Reflects Detroit 3 domestic brands and Tesla
2 Reflects Detroit 3 domestic brands
3 Reflects Japanese brands sold in the United States
4 Reflects European brands sold in the United States
5 Reflects Korean brands sold in the United States

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U.S. car and light-truck sales by make, 12 months 2020

Make	Car 2020	Car 2019	2020 Car Share	2019 Car Share	Car percent change	Truck 2020	Truck 2019	2020 Truck Share	2019 Truck Share	Truck percent change	Total 2020	Total 2019	2020 Total Share	2019 Total Share	Point change	Total Percent change
Ford	175,284	324,780	5.0%	6.8%	-46.0%	1,754,014	1,969,204	15.8%	16.0%	-10.9%	1,929,298	2,293,984	13.2%	13.4%	-0.2%	-15.9%
Toyota	608,771	769,013	17.3%	16.1%	-20.8%	1,229,129	1,316,221	11.1%	10.7%	-6.6%	1,837,900	2,085,234	12.5%	12.2%	0.4%	-11.9%
Chevrolet	232,088	357,713	6.6%	7.5%	-35.1%	1,495,648	1,591,756	13.5%	12.9%	-6.0%	1,727,736	1,949,469	11.8%	11.4%	0.4%	-11.4%
Honda	513,319	663,973	14.6%	13.9%	-22.7%	696,486	786,812	6.3%	6.4%	-11.5%	1,209,805	1,450,785	8.3%	8.5%	-0.2%	-16.6%
Nissan	310,791	510,553	8.8%	10.7%	-39.1%	508,924	717,420	4.6%	5.8%	-29.1%	819,715	1,227,973	5.6%	7.2%	-1.6%	-33.2%
Jeep	-	-	-	-	-	795,313	923,291	7.2%	7.5%	-13.9%	795,313	923,291	5.4%	5.4%	0.0%	-13.9%
Ram	-	-	-	-	-	624,642	703,023	5.6%	5.7%	-11.1%	624,642	703,023	4.3%	4.1%	0.2%	-11.1%
Hyundai	219,608	320,611	6.2%	6.7%	-31.5%	402,661	368,160	3.6%	3.0%	9.4%	622,269	688,771	4.2%	4.0%	0.2%	-9.7%
Subaru	94,313	125,650	2.7%	2.6%	-24.9%	517,629	574,467	4.7%	4.7%	-9.9%	611,942	700,117	4.2%	4.1%	0.1%	-12.6%
Kia	275,052	331,107	7.8%	6.9%	-16.9%	311,053	284,231	2.8%	2.3%	9.4%	586,105	615,338	4.0%	3.6%	0.4%	-4.8%
GMC	-	-	-	-	-	515,311	564,946	4.6%	4.6%	-8.8%	515,311	564,946	3.5%	3.3%	0.2%	-8.8%
Mercedes-Benz	95,710	139,581	2.7%	2.9%	-31.4%	230,205	218,148	2.1%	1.8%	5.5%	325,915	357,729	2.2%	2.1%	0.1%	-8.9%
Volkswagen	137,663	171,691	3.9%	3.6%	-19.8%	188,121	191,631	1.7%	1.6%	-1.8%	325,784	363,322	2.2%	2.1%	0.1%	-10.3%
Mazda	58,619	80,018	1.7%	1.7%	-26.7%	220,457	198,534	2.0%	1.6%	11.0%	279,076	278,552	1.9%	1.6%	0.3%	0.2%
BMW	110,788	145,320	3.1%	3.0%	-23.8%	167,944	192,683	1.5%	1.6%	-12.8%	278,732	338,003	1.9%	2.0%	-0.1%	-17.5%
Lexus	68,205	80,975	1.9%	1.7%	-15.8%	206,836	217,139	1.9%	1.8%	-4.7%	275,041	298,114	1.9%	1.7%	0.1%	-7.7%
Dodge	130,391	157,953	3.7%	3.3%	-17.4%	136,937	264,933	1.2%	2.2%	-48.3%	267,328	422,886	1.8%	2.5%	-0.6%	-36.8%
Tesla*	191,700	193,259	5.4%	4.0%	-0.8%	68,300	22,941	0.6%	0.2%	197.7%	260,000	216,200	1.8%	1.3%	0.5%	20.3%
Audi	64,287	87,499	1.8%	1.8%	-26.5%	122,333	136,612	1.1%	1.1%	-10.5%	186,620	224,111	1.3%	1.3%	0.0%	-16.7%
Buick	2,726	20,142	0.1%	0.4%	-86.5%	160,015	186,787	1.4%	1.5%	-14.3%	162,741	206,929	1.1%	1.2%	-0.1%	-21.4%
Acura	36,382	42,490	1.0%	0.9%	-14.4%	100,601	114,895	0.9%	0.9%	-12.4%	136,983	157,385	0.9%	0.9%	0.0%	-13.0%
Cadillac	24,643	27,397	0.7%	0.6%	-10.1%	104,852	128,849	0.9%	1.0%	-18.6%	129,495	156,246	0.9%	0.9%	0.0%	-17.1%
Chrysler	16,662	29,261	0.5%	0.6%	-43.1%	93,802	97,710	0.8%	0.8%	-4.0%	110,464	126,971	0.8%	0.7%	0.0%	-13.0%
Volvo	20,022	24,242	0.6%	0.5%	-17.4%	90,107	83,992	0.8%	0.7%	7.3%	110,129	108,234	0.8%	0.6%	0.1%	1.8%
Lincoln	17,780	24,311	0.5%	0.5%	-26.9%	87,630	87,893	0.8%	0.7%	-0.3%	105,410	112,204	0.7%	0.7%	0.1%	-6.1%
Mitsubishi	19,136	26,969	0.5%	0.6%	-29.0%	68,251	94,080	0.6%	0.8%	-27.5%	87,387	121,049	0.6%	0.7%	-0.1%	-27.8%
Land Rover*	-	-	-	-	-	80,034	94,736	0.7%	0.8%	-15.5%	80,034	94,736	0.5%	0.6%	0.0%	-15.5%
Infiniti	19,464	33,582	0.6%	0.7%	-42.0%	60,038	84,126	0.5%	0.7%	-28.6%	79,502	117,708	0.5%	0.7%	-0.1%	-32.5%
Porsche	20,571	19,900	0.6%	0.4%	3.4%	36,723	41,668	0.3%	0.3%	-11.9%	57,294	61,568	0.4%	0.4%	0.0%	-6.9%
Mini	18,744	21,750	0.5%	0.5%	-13.8%	9,394	14,522	0.1%	0.1%	-35.3%	28,138	36,272	0.2%	0.2%	0.0%	-22.4%
Jaguar*	5,252	8,184	0.1%	0.2%	-35.8%	16,534	22,867	0.1%	0.2%	-27.7%	21,786	31,051	0.1%	0.2%	0.0%	-29.8%
Alfa Romeo	8,302	8,848	0.2%	0.2%	-6.2%	10,284	9,444	0.1%	0.1%	8.9%	18,586	18,292	0.1%	0.1%	0.0%	1.6%
Genesis	14,867	21,233	0.4%	0.4%	-30.0%	1,517	-	0.0%	-	-	16,384	21,233	0.1%	0.1%	0.0%	-22.8%
Maserati*	3,444	5,333	0.1%	0.1%	-35.4%	2,688	4,060	0.0%	0.0%	-33.8%	6,132	9,393	0.0%	0.1%	0.0%	-34.7%
Fiat	2,385	5,911	0.1%	0.1%	-59.7%	1,918	3,289	0.0%	0.0%	-41.7%	4,303	9,200	0.0%	0.1%	0.0%	-53.2%
Bentley*	2,058	1,281	0.1%	0.0%	60.7%	801	1,450	0.0%	0.0%	-44.8%	2,859	2,731	0.0%	0.0%	0.0%	4.7%
Lamborghini*	1,020	1,040	0.0%	0.0%	-1.9%	1,240	1,550	0.0%	0.0%	-20.0%	2,260	2,590	0.0%	0.0%	0.0%	-12.7%
Ferrari*	2,172	2,860	0.1%	0.1%	-24.1%	-	-	-	-	-	2,172	2,860	0.0%	0.0%	0.0%	-24.1%
Aston Martin*	1,632	2,016	0.0%	0.0%	-19.0%	-	-	-	-	-	1,632	2,016	0.0%	0.0%	0.0%	-19.0%
McLaren*	1,440	1,820	0.0%	0.0%	-20.9%	-	-	-	-	-	1,440	1,820	0.0%	0.0%	0.0%	-20.9%
Rolls-Royce*	648	912	0.0%	0.0%	-28.9%	612	780	0.0%	0.0%	-21.5%	1,260	1,692	0.0%	0.0%	0.0%	-25.5%
Lotus*	126	84	0.0%	0.0%	50.0%	-	-	-	-	-	126	84	0.0%	0.0%	0.0%	50.0%
Smart	-	680	-	0.0%	-	-	-	-	-	-	-	680	-	0.0%	0.0%	-
TOTAL	**3,526,065**	**4,789,942**	**100.0%**	**100.0%**	**-26.4%**	**11,118,984**	**12,314,850**	**100.0%**	**100.0%**	**-9.7%**	**14,645,049**	**17,104,792**	**100.0%**	**100.0%**	**0.0%**	**-14.4%**
Made in North America	**2,509,230**	**3,445,052**	**71.2%**	**71.9%**	**-27.2%**	**8,622,072**	**9,598,839**	**77.5%**	**77.9%**	**-10.2%**	**11,131,302**	**13,043,891**	**76.0%**	**76.3%**	**-0.3%**	**-14.7%**
Made in Japan	**359,082**	**508,585**	**10.2%**	**10.6%**	**-29.4%**	**1,187,753**	**1,416,649**	**10.7%**	**11.5%**	**-16.2%**	**1,546,835**	**1,925,234**	**10.6%**	**11.3%**	**-0.7%**	**-19.7%**
Made in Europe	**358,224**	**464,280**	**10.2%**	**9.7%**	**-22.8%**	**662,411**	**728,560**	**6.0%**	**5.9%**	**-9.1%**	**1,020,635**	**1,192,840**	**7.0%**	**7.0%**	**0.0%**	**-14.4%**
Made in Korea	**280,393**	**345,049**	**8.0%**	**7.2%**	**-18.7%**	**504,981**	**472,865**	**4.5%**	**3.8%**	**6.8%**	**785,374**	**817,914**	**5.4%**	**4.8%**	**0.6%**	**-4.0%**
Made in Thailand	**19,136**	**26,966**	**0.5%**	**0.6%**	**-29.0%**	**-**	**-**	-	-	-	**19,136**	**26,966**	**0.1%**	**0.2%**	**0.0%**	**-29.0%**
Made in China	**-**	**-**	-	-	-	**81,222**	**33,229**	**0.7%**	**0.3%**	**144.4%**	**81,222**	**33,229**	**0.6%**	**0.2%**	**0.4%**	**144.4%**
Made in Australia	**-**	**10**	-	**0.0%**	-	**-**	**-**	-	-	-	**-**	**10**	-	**0.0%**	**0.0%**	-
Made in India	**-**	**-**	-	**-**	-	**60,545**	**64,708**	**0.5%**	**0.5%**	**100.0%**	**60,545**	**64,708**	**0.4%**	**0.4%**	**0.0%**	**-6.4%**
Total N.A. (1)	**791,274**	**1,134,816**	**22.4%**	**23.7%**	**-30.3%**	**5,836,464**	**6,541,333**	**52.5%**	**53.1%**	**-10.8%**	**6,627,738**	**7,676,149**	**45.3%**	**44.9%**	**0.4%**	**-13.7%**
Total Detroit 3 (2)	***599,574***	***941,557***	***17.0%***	***19.7%***	***-36.3%***	***5,768,164***	***6,518,392***	***51.9%***	***52.9%***	***-11.5%***	***6,367,738***	***7,459,949***	***43.5%***	***43.6%***	***-0.1%***	***-14.6%***
GM	259,457	405,252	7.4%	8.5%	-36.0%	2,275,826	2,472,338	20.5%	20.1%	-7.9%	2,535,283	2,877,590	17.3%	16.8%	0.5%	-11.9%
Ford Motor Co.	193,064	349,091	5.5%	7.3%	-44.7%	1,841,644	2,057,097	16.6%	16.7%	-10.5%	2,034,708	2,406,188	13.9%	14.1%	-0.2%	-15.4%
FCA US (domestic brands)	147,053	187,214	4.2%	3.9%	-21.5%	1,650,694	1,988,957	14.8%	16.2%	-17.0%	1,797,747	2,176,171	12.3%	12.7%	-0.4%	-17.4%
Total Japan (3)	**1,729,000**	**2,333,223**	**49.0%**	**48.7%**	**-25.9%**	**3,608,351**	**4,103,694**	**32.5%**	**33.3%**	**-12.1%**	**5,337,351**	**6,436,917**	**36.4%**	**37.6%**	**-1.2%**	**-17.1%**
Total Europe (4)	**496,264**	**648,952**	**14.1%**	**13.5%**	**-23.5%**	**958,938**	**1,017,432**	**8.6%**	**8.3%**	**-5.7%**	**1,455,202**	**1,666,384**	**9.9%**	**9.7%**	**0.2%**	**-12.7%**
Total Korea (5)	**509,527**	**672,951**	**14.5%**	**14.0%**	**-24.3%**	**715,231**	**652,391**	**6.4%**	**5.3%**	**9.6%**	**1,224,758**	**1,325,342**	**8.4%**	**7.7%**	**0.6%**	**-7.6%**
General Motors	259,457	405,252	7.4%	8.5%	-36.0%	2,275,826	2,472,338	20.5%	20.1%	-7.9%	2,535,283	2,877,590	17.3%	16.8%	0.5%	-11.9%
Toyota Motor N.A.	676,976	849,988	19.2%	17.7%	-20.4%	1,435,965	1,533,360	12.9%	12.5%	-6.4%	2,112,941	2,383,348	14.4%	13.9%	0.5%	-11.3%
Ford Motor Co.	193,064	349,091	5.5%	7.3%	-44.7%	1,841,644	2,057,097	16.6%	16.7%	-10.5%	2,034,708	2,406,188	13.9%	14.1%	-0.2%	-15.4%
Fiat Chrysler Automobiles	161,184	207,306	4.6%	4.3%	-22.2%	1,665,584	2,005,750	15.0%	16.3%	-17.0%	1,826,768	2,213,056	12.5%	12.9%	-0.5%	-17.5%
American Honda	549,701	706,463	15.6%	14.7%	-22.2%	797,087	901,707	7.2%	7.3%	-11.6%	1,346,788	1,608,170	9.2%	9.4%	-0.2%	-16.3%
Hyundai-Kia Automotive	509,527	672,951	14.5%	14.0%	-24.3%	715,231	652,391	6.4%	5.3%	9.6%	1,224,758	1,325,342	8.4%	7.7%	0.6%	-7.6%
Nissan Group	330,255	544,135	9.4%	11.4%	-39.3%	568,962	801,546	5.1%	6.5%	-29.0%	899,217	1,345,681	6.1%	7.9%	-1.7%	-33.2%
VW Group of America	225,599	281,411	6.4%	5.9%	-19.8%	349,218	372,911	3.1%	3.0%	-6.4%	574,817	654,322	3.9%	3.8%	0.1%	-12.2%
Mercedes-Benz USA	95,710	140,261	2.7%	2.9%	-31.8%	230,205	218,148	2.1%	1.8%	5.5%	325,915	358,409	2.2%	2.1%	0.1%	-9.1%
BMW of N.A.	130,180	167,982	3.7%	3.5%	-22.5%	177,950	207,985	1.6%	1.7%	-14.4%	308,130	375,967	2.1%	2.2%	-0.1%	-18.0%
Jaguar Land Rover N.A.*	5,252	8,184	0.1%	0.2%	-35.8%	96,568	117,603	0.9%	1.0%	-17.9%	101,820	125,787	0.7%	0.7%	0.0%	-19.1%

*Estimate

1 Reflects Detroit 3 domestic brands and Tesla
2 Reflects Detroit 3 domestic brands
3 Reflects Japanese brands sold in the United States
4 Reflects European brands sold in the United States
5 Reflects Korean brands sold in the United States

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U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
ASTON MARTIN car (I)*	**408**	**504**	**-19.0%**	**1,632**	**2,016**	**-19.0%**
2 Series (I)	4,850	2,442	98.6%	14,616	8,330	75.5%
3 Series (I)	12,722	17,410	-26.9%	41,442	51,848	-20.1%
4 Series (I)	3,862	3,781	2.1%	9,495	21,439	-55.7%
5 Series (I)	11,087	9,479	17.0%	26,785	39,051	-31.4%
6 Series (I)	55	166	-66.9%	200	1,503	-86.7%
7 Series (I)	2,226	2,457	-9.4%	6,443	9,569	-32.7%
8 Series (I)	2,177	2,018	7.9%	7,737	4,410	75.4%
i3 (I)	640	1,342	-52.3%	1,508	4,980	-69.7%
i8 (I)	28	183	-84.7%	191	1,148	-83.4%
Z4 (I)	196	934	-79.0%	2,371	3,042	-22.1%
Total BMW car (I)	**37,843**	**40,212**	**-5.9%**	**110,788**	**145,320**	**-23.8%**
X1 (I)	4,322	6,585	-34.4%	14,405	19,961	-27.8%
X2 (I)	1,581	3,830	-58.7%	7,387	12,503	-40.9%
X3	23,541	20,382	15.5%	59,941	70,395	-14.9%
X4	2,896	2,979	-2.8%	7,677	8,868	-13.4%
X5	18,657	17,804	4.8%	50,642	55,045	-8.0%
X6	2,866	1,171	144.7%	7,313	4,337	68.6%
X7	7,044	7,834	-10.1%	20,579	21,574	-4.6%
BMW truck (D)	**55,004**	**50,170**	**9.6%**	**146,152**	**160,219**	**-8.8%**
BMW truck (I)	**5,903**	**10,415**	**-43.3%**	**21,792**	**32,464**	**-32.9%**
Total BMW truck	**60,907**	**60,585**	**0.5%**	**167,944**	**192,683**	**-12.8%**
BMW (D)	**55,004**	**50,170**	**9.6%**	**146,152**	**160,219**	**-8.8%**
BMW (I)	**43,746**	**50,627**	**-13.6%**	**132,580**	**177,784**	**-25.4%**
Total BMW	**98,750**	**100,797**	**-2.0%**	**278,732**	**338,003**	**-17.5%**
Cooper S (I)	5,485	5,535	-0.9%	18,744	21,750	-13.8%
Total Mini car (I)	**5,485**	**5,535**	**-0.9%**	**18,744**	**21,750**	**-13.8%**
Countryman (I)	3,064	3,329	-8.0%	9,394	14,522	-35.3%
Total Mini truck (I)	**3,064**	**3,329**	**-8.0%**	**9,394**	**14,522**	**-35.3%**
Total Mini	**8,549**	**8,864**	**-3.6%**	**28,138**	**36,272**	**-22.4%**
Rolls-Royce car (I)	162	228	-28.9%	648	912	-28.9%
Rolls-Royce truck (I)	153	195	-21.5%	612	780	-21.5%
Total Rolls-Royce (I)*	**315**	**423**	**-25.5%**	**1,260**	**1,692**	**-25.5%**
BMW of N.A. car	**43,490**	**45,975**	**-5.4%**	**130,180**	**167,982**	**-22.5%**
BMW of N.A. truck	**64,124**	**64,109**	**0.0%**	**177,950**	**207,985**	**-14.4%**
BMW of N.A. (D)	**55,004**	**50,170**	**9.6%**	**146,152**	**160,219**	**-8.8%**
BMW of N.A. (I)	**52,610**	**59,914**	**-12.2%**	**161,978**	**215,748**	**-24.9%**
BMW OF N.A.	**107,614**	**110,084**	**-2.2%**	**308,130**	**375,967**	**-18.0%**
FERRARI N.A. car (I)*	**543**	**717**	**-24.3%**	**2,172**	**2,860**	**-24.1%**
4C (I)	7	17	-58.8%	99	144	-31.3%
Giulia (I)	2,560	2,328	10.0%	8,203	8,704	-5.8%
Total Alfa Romeo car (I)	**2,567**	**2,345**	**9.5%**	**8,302**	**8,848**	**-6.2%**
Stelvio (I)	3,526	2,600	35.6%	10,284	9,444	8.9%
Total Alfa Romeo truck (I)	**3,526**	**2,600**	**35.6%**	**10,284**	**9,444**	**8.9%**
Total Alfa Romeo (I)	**6,093**	**4,945**	**23.2%**	**18,586**	**18,292**	**1.6%**
200	2	3	-33.3%	9	48	-81.3%
300	5,100	5,520	-7.6%	16,653	29,213	-43.0%
Total Chrysler car	**5,102**	**5,523**	**-7.6%**	**16,662**	**29,261**	**-43.1%**
Pacifica	29,512	27,481	7.4%	93,802	97,705	-4.0%
Town & Country	0	1	0.0%	0	5	0.0%
Total Chrysler truck	**29,512**	**27,482**	**7.4%**	**93,802**	**97,710**	**-4.0%**
Total Chrysler	**34,614**	**33,005**	**4.9%**	**110,464**	**126,971**	**-13.0%**
Avenger	0	0	0.0%	0	1	0.0%
Challenger	14,605	14,298	2.1%	52,955	60,997	-13.2%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Charger	23,794	25,829	-7.9%	77,425	96,935	-20.1%
Dart	1	2	-50.0%	7	15	-53.3%
Viper	2	0	0.0%	4	5	-20.0%
Total Dodge car	**38,402**	**40,129**	**-4.3%**	**130,391**	**157,953**	**-17.4%**
Grand Caravan	2,612	23,245	-88.8%	38,767	122,648	-68.4%
Durango	12,372	14,977	-17.4%	57,828	67,599	-14.5%
Journey	9,592	12,290	-22.0%	40,342	74,686	-46.0%
Total Dodge truck	**24,576**	**50,512**	**-51.3%**	**136,937**	**264,933**	**-48.3%**
Total Dodge	**62,978**	**90,641**	**-30.5%**	**267,328**	**422,886**	**-36.8%**
Cargo van	0	0	0.0%	1	0	0.0%
ProMaster	17,060	15,108	12.9%	50,556	56,409	-10.4%
ProMaster City (I)	2,971	2,968	0.1%	10,409	12,920	-19.4%
Ram pickup	161,266	172,579	-6.6%	563,676	633,694	-11.0%
Ram truck (D)	**178,326**	**187,687**	**-5.0%**	**614,233**	**690,103**	**-11.0%**
Ram truck (I)	**2,971**	**2,968**	**0.1%**	**10,409**	**12,920**	**-19.4%**
Total Ram truck	**181,297**	**190,655**	**-4.9%**	**624,642**	**703,023**	**-11.1%**
Total Dodge/Ram	***244,275***	***281,296***	***-13.2%***	***891,970***	***1,125,909***	***-20.8%***
500	12	699	-98.3%	674	3,267	-79.4%
Spider (I)	326	430	-24.2%	1,711	2,644	-35.3%
Fiat car (D)	**12**	**699**	**-98.3%**	**674**	**3,267**	**-79.4%**
Fiat car (I)	**326**	**430**	**-24.2%**	**1,711**	**2,644**	**-35.3%**
Total Fiat car	**338**	**1,129**	**-70.1%**	**2,385**	**5,911**	**-59.7%**
500L (I)	83	166	-50.0%	475	771	-38.4%
500X (I)	313	442	-29.2%	1,443	2,518	-42.7%
Total Fiat truck (I)	**396**	**608**	**-34.9%**	**1,918**	**3,289**	**-41.7%**
Fiat (D)	**12**	**699**	**-98.3%**	**674**	**3,267**	**-79.4%**
Fiat (I)	**722**	**1,038**	**-30.4%**	**3,629**	**5,933**	**-38.8%**
Total Fiat	**734**	**1,737**	**-57.7%**	**4,303**	**9,200**	**-53.2%**
Cherokee	37,936	42,048	-9.8%	135,855	191,397	-29.0%
Compass	30,160	33,263	-9.3%	107,969	143,934	-25.0%
Gladiator	20,552	16,663	23.3%	77,542	40,047	93.6%
Grand Cherokee	56,930	57,929	-1.7%	209,786	242,969	-13.7%
Patriot	1	6	-83.3%	3	27	-88.9%
Renegade (I)	17,027	19,615	-13.2%	62,847	76,885	-18.3%
Wrangler	51,109	52,012	-1.7%	201,311	228,032	-11.7%
Jeep truck (D)	**196,688**	**201,921**	**-2.6%**	**732,466**	**846,406**	**-13.5%**
Jeep truck (I)	**17,027**	**19,615**	**-13.2%**	**62,847**	**76,885**	**-18.3%**
Total Jeep truck	**213,715**	**221,536**	**-3.5%**	**795,313**	**923,291**	**-13.9%**
FCA US car	***46,409***	***49,126***	***-5.5%***	***157,740***	***201,973***	***-21.9%***
FCA US truck	***453,022***	***493,393***	***-8.2%***	***1,662,896***	***2,001,690***	***-16.9%***
FCA US (D)	***472,618***	***513,953***	***-8.0%***	***1,725,165***	***2,089,633***	***-17.4%***
FCA US (I)	***26,813***	***28,566***	***-6.1%***	***95,471***	***114,030***	***-16.3%***
FCA US	***499,431***	***542,519***	***-7.9%***	***1,820,636***	***2,203,663***	***-17.4%***
Maserati car (I)	861	1,335	*-35.5%*	3,444	5,333	*-35.4%*
Maserati truck (I)	672	1,017	*-33.9%*	2,688	4,060	*-33.8%*
Total Maserati*	**1,533**	**2,352**	***-34.8%***	**6,132**	**9,393**	***-34.7%***
Fiat Chrysler Automobiles car	**47,270**	**50,461**	**-6.3%**	**161,184**	**207,306**	**-22.2%**
Fiat Chrysler Automobiles truck	**453,694**	**494,410**	**-8.2%**	**1,665,584**	**2,005,750**	**-17.0%**
Fiat Chrysler Automobiles (D)	**472,618**	**513,953**	**-8.0%**	**1,725,165**	**2,089,633**	**-17.4%**
Fiat Chrysler Automobiles (I)	**28,346**	**30,918**	**-8.3%**	**101,603**	**123,423**	**-17.7%**
FIAT CHRYSLER AUTOMOBILES	**500,964**	**544,871**	**-8.1%**	**1,826,768**	**2,213,056**	**-17.5%**
C-Max	0	0	0.0%	0	38	0.0%
Fiesta	62	7,315	-99.2%	3,354	60,148	-94.4%
Focus	0	0	0.0%	0	12,480	0.0%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Fusion	20,001	32,137	-37.8%	110,665	166,045	-33.4%
GT	28	42	-33.3%	175	229	-23.6%
Mustang	13,453	17,124	-21.4%	61,090	72,489	-15.7%
Taurus	0	857	0.0%	0	13,351	0.0%
Total Ford car	**33,544**	**57,475**	**-41.6%**	**175,284**	**324,780**	**-46.0%**
Bronco Sport	5,120	0	0.0%	5,120	0	0.0%
E-Series van	11,815	12,837	-8.0%	37,001	45,063	-17.9%
EcoSport (I)	13,345	14,051	-5.0%	60,545	64,708	-6.4%
Edge	32,024	37,621	-14.9%	108,886	138,515	-21.4%
Escape	46,743	47,587	-1.8%	178,496	241,388	-26.1%
Expedition	26,091	24,267	7.5%	77,838	86,422	-9.9%
Explorer	66,008	51,284	28.7%	226,217	187,061	20.9%
F-Series	198,388	233,952	-15.2%	787,422	896,526	-12.2%
Flex	159	6,147	-97.4%	4,848	24,484	-80.2%
Mustang Mach-E	3	0	0.0%	3	0	0.0%
Ranger	27,148	33,059	-17.9%	101,486	89,571	13.3%
Transit	37,886	36,885	2.7%	131,556	153,868	-14.5%
Transit Connect (I)	9,355	10,208	-8.4%	34,596	41,598	-16.8%
Ford truck (D)	**451,385**	**483,639**	**-6.7%**	**1,658,873**	**1,862,898**	**-11.0%**
Ford truck (I)	**22,700**	**24,259**	**-6.4%**	**95,141**	**106,306**	**-10.5%**
Total Ford truck	**474,085**	**507,898**	**-6.7%**	**1,754,014**	**1,969,204**	**-10.9%**
Ford (D)	**484,929**	**541,114**	**-10.4%**	**1,834,157**	**2,187,678**	**-16.2%**
Ford (I)	**22,700**	**24,259**	**-6.4%**	**95,141**	**106,306**	**-10.5%**
Total Ford	**507,629**	**565,373**	**-10.2%**	**1,929,298**	**2,293,984**	**-15.9%**
Continental	1,390	1,845	-24.7%	5,262	6,586	-20.1%
MKZ	2,385	4,080	-41.5%	12,518	17,725	-29.4%
Total Lincoln car	**3,775**	**5,925**	**-36.3%**	**17,780**	**24,311**	**-26.9%**
Aviator	7,280	6,424	13.3%	23,080	8,323	177.3%
Corsair/MKC	8,050	7,549	6.6%	26,227	25,815	1.6%
MKT	177	275	-35.6%	329	3,388	-90.3%
Nautilus/MKX	6,690	7,727	-13.4%	22,742	31,711	-28.3%
Navigator	5,042	5,455	-7.6%	15,252	18,656	-18.2%
Total Lincoln truck	**27,239**	**27,430**	**-0.7%**	**87,630**	**87,893**	**-0.3%**
Total Lincoln	**31,014**	**33,355**	**-7.0%**	**105,410**	**112,204**	**-6.1%**
Ford Motor Co. car	**37,319**	**63,400**	**-41.1%**	**193,064**	**349,091**	**-44.7%**
Ford Motor Co. truck	**501,324**	**535,328**	**-6.4%**	**1,841,644**	**2,057,097**	**-10.5%**
Ford Motor Co. (D)	**515,943**	**574,469**	**-10.2%**	**1,939,567**	**2,299,882**	**-15.7%**
Ford Motor Co. (I)	**22,700**	**24,259**	**-6.4%**	**95,141**	**106,306**	**-10.5%**
FORD MOTOR CO.	**538,643**	**598,728**	**-10.0%**	**2,034,708**	**2,406,188**	**-15.4%**
Cascada (I)	0	77	0.0%	12	2,535	-99.5%
LaCrosse	14	463	-97.0%	230	7,241	-96.8%
Regal	59	1,514	-96.1%	2,484	10,363	-76.0%
Verano	0	0	0.0%	0	3	0.0%
Buick car (D)	**73**	**1,977**	**-96.3%**	**2,714**	**17,607**	**-84.6%**
Buick car (I)	**0**	**77**	**0.0%**	**12**	**2,535**	**-99.5%**
Total Buick car	**73**	**2,054**	**-96.4%**	**2,726**	**20,142**	**-86.5%**
Enclave	12,338	10,143	21.6%	38,480	51,156	-24.8%
Encore (I)	6,338	28,497	-77.8%	41,752	102,402	-59.2%
Encore GX (I)	16,965	0	0.0%	44,841	0	0.0%
Envision (I)	8,474	8,380	1.1%	34,942	33,229	5.2%
Buick truck (D)	**12,338**	**10,143**	**21.6%**	**38,480**	**51,156**	**-24.8%**
Buick truck (I)	**31,777**	**36,877**	**-13.8%**	**121,535**	**135,631**	**-10.4%**
Total Buick truck	**44,115**	**47,020**	**-6.2%**	**160,015**	**186,787**	**-14.3%**
Buick (D)	**12,411**	**12,120**	**2.4%**	**41,194**	**68,763**	**-40.1%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Buick (I)	**31,777**	**36,954**	**-14.0%**	**121,547**	**138,166**	**-12.0%**
Total Buick	**44,188**	**49,074**	**-10.0%**	**162,741**	**206,929**	**-21.4%**
ATS	6	83	-92.8%	116	1,134	-89.8%
CT4	2,721	0	0.0%	4,889	0	0.0%
CT5	5,135	43	11841.9%	14,711	43	34111.6%
CT6	145	2,276	-93.6%	3,117	7,951	-60.8%
CTS	135	966	-86.0%	611	6,965	-91.2%
XTS	220	1,062	-79.3%	1,199	11,304	-89.4%
Total Cadillac car	**8,362**	**4,430**	**88.8%**	**24,643**	**27,397**	**-10.1%**
Escalade/Escalade ESV	9,454	8,889	6.4%	24,547	35,424	-30.7%
XT4	6,988	8,895	-21.4%	22,473	31,987	-29.7%
XT5	10,950	11,168	-2.0%	35,223	49,879	-29.4%
XT6	7,155	7,169	-0.2%	22,609	11,559	95.6%
Total Cadillac truck	**34,547**	**36,121**	**-4.4%**	**104,852**	**128,849**	**-18.6%**
Total Cadillac	**42,909**	**40,551**	**5.8%**	**129,495**	**156,246**	**-17.1%**
Bolt	6,701	3,307	102.6%	20,754	16,418	26.4%
Camaro	7,549	11,474	-34.2%	29,775	48,265	-38.3%
Caprice (I)	0	0	0.0%	0	7	0.0%
Corvette	8,992	3,491	157.6%	21,626	17,988	20.2%
Cruze	30	2,699	-98.9%	784	47,975	-98.4%
Impala	1,028	9,545	-89.2%	9,942	44,978	-77.9%
Malibu	29,252	34,314	-14.8%	102,651	131,917	-22.2%
Sonic	2,208	3,339	-33.9%	13,007	13,971	-6.9%
Spark (I)	10,442	11,016	-5.2%	33,478	31,281	7.0%
SS (I)	0	1	0.0%	0	3	0.0%
Volt	4	370	-98.9%	71	4,910	-98.6%
Chevrolet car (D)	**55,764**	**68,539**	**-18.6%**	**198,610**	**326,422**	**-39.2%**
Chevrolet car (I)	**10,442**	**11,017**	**-5.2%**	**33,478**	**31,291**	**7.0%**
Total Chevrolet car	**66,206**	**79,556**	**-16.8%**	**232,088**	**357,713**	**-35.1%**
Blazer	23,243	23,008	1.0%	94,599	58,115	62.8%
City Express	0	0	0.0%	0	138	0.0%
Colorado	27,709	25,484	8.7%	96,238	122,304	-21.3%
Equinox	79,267	92,092	-13.9%	270,994	346,048	-21.7%
Express van	17,941	16,652	7.7%	55,131	77,457	-28.8%
Silverado	176,708	161,323	9.5%	586,675	570,639	2.8%
Suburban	13,577	10,242	32.6%	37,636	51,928	-27.5%
Tahoe	28,698	21,086	36.1%	88,238	101,189	-12.8%
Trailblazer	17,268	0	0.0%	34,292	0	0.0%
Traverse	41,534	33,631	23.5%	125,546	147,122	-14.7%
Trax	26,106	33,039	-21.0%	106,299	116,816	-9.0%
Total Chevrolet truck	**452,051**	**416,557**	**8.5%**	**1,495,648**	**1,591,756**	**-6.0%**
Chevrolet (D)	**507,815**	**485,096**	**4.7%**	**1,694,258**	**1,918,178**	**-11.7%**
Chevrolet (I)	**10,442**	**11,017**	**-5.2%**	**33,478**	**31,291**	**7.0%**
Total Chevrolet	**518,257**	**496,113**	**4.5%**	**1,727,736**	**1,949,469**	**-11.4%**
Acadia	21,378	19,471	9.8%	72,537	99,429	-27.0%
Canyon	9,007	6,525	38.0%	25,190	32,825	-23.3%
Savana van	3,099	3,136	-1.2%	15,108	24,226	-37.6%
Sierra	78,371	68,722	14.0%	253,016	232,323	8.9%
Terrain	25,476	28,060	-9.2%	86,020	101,470	-15.2%
Yukon/Yukon XL	24,759	20,966	18.1%	63,440	74,673	-15.0%
Total GMC truck	**162,090**	**146,880**	**10.4%**	**515,311**	**564,946**	**-8.8%**
General Motors car	**74,641**	**86,040**	**-13.2%**	**259,457**	**405,252**	**-36.0%**
General Motors truck	**692,803**	**646,578**	**7.1%**	**2,275,826**	**2,472,338**	**-7.9%**
General Motors (D)	**725,225**	**684,647**	**5.9%**	**2,380,258**	**2,708,133**	**-12.1%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
General Motors (I)	**42,219**	**47,971**	**-12.0%**	**155,025**	**169,457**	**-8.5%**
GENERAL MOTORS	**767,444**	**732,618**	**4.8%**	**2,535,283**	**2,877,590**	**-11.9%**
ILX	4,081	3,988	2.3%	13,414	14,685	-8.7%
NSX	45	36	25.0%	128	238	-46.2%
RL/RLX (I)	279	220	26.8%	1,055	1,019	3.5%
TLX	6,664	7,622	-12.6%	21,785	26,548	-17.9%
Acura car (D)	**10,790**	**11,646**	**-7.4%**	**35,327**	**41,471**	**-14.8%**
Acura car (I)	**279**	**220**	**26.8%**	**1,055**	**1,019**	**3.5%**
Total Acura car	**11,069**	**11,866**	**-6.7%**	**36,382**	**42,490**	**-14.4%**
MDX	15,263	14,788	3.2%	47,816	52,019	-8.1%
RDX	14,997	17,918	-16.3%	52,785	62,876	-16.0%
Total Acura truck	**30,260**	**32,706**	**-7.5%**	**100,601**	**114,895**	**-12.4%**
Acura (D)	**41,050**	**44,352**	**-7.4%**	**135,928**	**156,366**	**-13.1%**
Acura (I)	**279**	**220**	**26.8%**	**1,055**	**1,019**	**3.5%**
Total Acura	**41,329**	**44,572**	**-7.3%**	**136,983**	**157,385**	**-13.0%**
Accord (D)	*54,167*	*63,104*	-14.2%	*199,454*	*267,562*	-25.5%
Accord (I)	*0*	*0*	0.0%	*4*	*5*	-20.0%
Total Accord	54,167	63,104	-14.2%	199,458	267,567	-25.5%
Civic (D)	*49,933*	*55,254*	-9.6%	*209,137*	*235,071*	-11.0%
Civic (I)	*10,351*	*14,912*	-30.6%	*52,088*	*90,579*	-42.5%
Total Civic	60,284	70,166	-14.1%	261,225	325,650	-19.8%
Clarity (I)	1,617	2,295	-29.5%	4,215	11,654	-63.8%
CR-Z (I)	0	0	0.0%	1	2	-50.0%
Fit (D)	*8,100*	*8,146*	*-0.6%*	*32,485*	*35,408*	*-8.3%*
Fit (I)	*0*	*0*	*0.0%*	*3*	*6*	*-50.0%*
Total Fit	8,100	8,146	-0.6%	32,488	35,414	-8.3%
Insight (D)	*3,688*	*4,902*	*-24.8%*	*15,932*	*23,685*	*-32.7%*
Insight (I)	*0*	*0*	*0.0%*	*0*	*1*	*0.0%*
Total Insight	3,688	4,902	-24.8%	15,932	23,686	-32.7%
Honda car (D)	**115,888**	**131,406**	**-11.8%**	**457,008**	**561,726**	**-18.6%**
Honda car (I)	**11,968**	**17,207**	**-30.4%**	**56,311**	**102,247**	**-44.9%**
Total Honda car	**127,856**	**148,613**	**-14.0%**	**513,319**	**663,973**	**-22.7%**
CR-V (D)	*96,167*	*101,311*	-5.1%	332,859	361,893	-8.0%
CR-V (I)	*1*	*2,118*	-100.0%	*643*	*22,275*	-97.1%
Total CR-V	96,168	103,429	-7.0%	333,502	384,168	-13.2%
HR-V	22,228	28,790	-22.8%	84,027	99,104	-15.2%
Odyssey	23,718	24,855	-4.6%	83,409	99,113	-15.8%
Passport	11,902	10,962	8.6%	39,567	36,085	9.6%
Pilot	33,811	31,039	8.9%	123,813	135,008	-8.3%
Ridgeline	9,056	9,701	-6.6%	32,168	33,334	-3.5%
Honda truck (D)	**196,882**	**206,658**	**-4.7%**	**695,843**	**764,537**	**-9.0%**
Honda truck (I)	**1**	**2,118**	**-100.0%**	**643**	**22,275**	**-97.1%**
Total Honda truck	**196,883**	**208,776**	**-5.7%**	**696,486**	**786,812**	**-11.5%**
Honda (D)	**312,770**	**338,064**	**-7.5%**	**1,152,851**	**1,326,263**	**-13.1%**
Honda (I)	**11,969**	**19,325**	**-38.1%**	**56,954**	**124,522**	**-54.3%**
Total Honda	**324,739**	**357,389**	**-9.1%**	**1,209,805**	**1,450,785**	**-16.6%**
American Honda car	**138,925**	**160,479**	**-13.4%**	**549,701**	**706,463**	**-22.2%**
American Honda truck	**227,143**	**241,482**	**-5.9%**	**797,087**	**901,707**	**-11.6%**
American Honda (D)	**353,820**	**382,416**	**-7.5%**	**1,288,779**	**1,482,629**	**-13.1%**
American Honda (I)	**12,248**	**19,545**	**-37.3%**	**58,009**	**125,541**	**-53.8%**
AMERICAN HONDA	**366,068**	**401,961**	**-8.9%**	**1,346,788**	**1,608,170**	**-16.3%**
G70 (I)	2,312	3,395	-31.9%	9,436	11,901	-20.7%
G80 (I)	757	2,231	-66.1%	3,359	7,094	-52.7%
G90 (I)	513	698	-26.5%	2,072	2,238	-7.4%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Total Genesis car (I)	**3,582**	**6,324**	**-43.4%**	**14,867**	**21,233**	**-30.0%**
GV80 (I)	1,517	0	0.0%	1,517	0	0.0%
Total Genesis truck (I)	**1,517**	**0**	**0.0%**	**1,517**	**0**	**0.0%**
Total Genesis	**5,099**	**6,324**	**-19.4%**	**16,384**	**21,233**	**-22.8%**
Accent (I)	3,660	5,613	-34.8%	15,975	25,628	-37.7%
Elantra	30,372	49,625	-38.8%	105,475	175,094	-39.8%
Ioniq (I)	4,331	5,428	-20.2%	13,570	19,574	-30.7%
Sonata	23,871	19,098	25.0%	76,997	87,466	-12.0%
Veloster (I)	1,006	2,463	-59.2%	7,591	12,849	-40.9%
Hyundai car (D)	**54,243**	**68,723**	**-21.1%**	**182,472**	**262,560**	**-30.5%**
Hyundai car (I)	**8,997**	**13,504**	**-33.4%**	**37,136**	**58,051**	**-36.0%**
Total Hyundai car	**63,240**	**82,227**	**-23.1%**	**219,608**	**320,611**	**-31.5%**
Kona (I)	23,440	18,188	28.9%	76,253	73,326	4.0%
Nexo (I)	70	70	0.0%	208	267	-22.1%
Palisade (I)	22,078	15,279	44.5%	82,661	28,736	187.7%
Santa Fe	30,337	31,054	-2.3%	100,757	127,373	-20.9%
Tucson (I)	32,518	34,520	-5.8%	123,657	137,381	-10.0%
Venue (I)	7,161	1,077	564.9%	19,125	1,077	1675.8%
Hyundai truck (D)	**30,337**	**31,054**	**-2.3%**	**100,757**	**127,373**	**-20.9%**
Hyundai truck (I)	**85,267**	**69,134**	**23.3%**	**301,904**	**240,787**	**25.4%**
Total Hyundai truck	**115,604**	**100,188**	**15.4%**	**402,661**	**368,160**	**9.4%**
Hyundai (D)	**84,580**	**99,777**	**-15.2%**	**283,229**	**389,933**	**-27.4%**
Hyundai (I)	**94,264**	**82,638**	**14.1%**	**339,040**	**298,838**	**13.5%**
Total Hyundai	**178,844**	**182,415**	**-2.0%**	**622,269**	**688,771**	**-9.7%**
Hyundai Motor America car	***66,822***	***88,551***	***-24.5%***	***234,475***	***341,844***	***-31.4%***
Hyundai Motor America truck	***117,121***	***100,188***	***16.9%***	***404,178***	***368,160***	***9.8%***
Hyundai Motor America (D)	***84,580***	***99,777***	***-15.2%***	***283,229***	***389,933***	***-27.4%***
Hyundai Motor America (I)	***99,363***	***88,962***	***11.7%***	***355,424***	***320,071***	***11.0%***
Hyundai Motor America	***183,943***	***188,739***	***-2.5%***	***638,653***	***710,004***	***-10.0%***
Cadenza (I)	343	574	-40.2%	1,265	1,630	-22.4%
Forte (I)	22,086	22,324	-1.1%	84,997	95,609	-11.1%
K5	20,994	0	0.0%	31,656	0	0.0%
K900 (I)	96	79	21.5%	305	390	-21.8%
Optima	383	20,957	-98.2%	48,484	96,623	-49.8%
Rio (I)	5,884	5,775	1.9%	23,927	24,961	-4.1%
Soul (I)	16,531	20,406	-19.0%	71,862	98,033	-26.7%
Stinger (I)	2,764	3,445	-19.8%	12,556	13,861	-9.4%
Kia car (D)	**21,377**	**20,957**	**2.0%**	**80,140**	**96,623**	**-17.1%**
Kia car (I)	**47,704**	**52,603**	**-9.3%**	**194,912**	**234,484**	**-16.9%**
Total Kia car	**69,081**	**73,560**	**-6.1%**	**275,052**	**331,107**	**-16.9%**
Niro (I)	4,202	6,505	-35.4%	17,434	24,467	-28.7%
Sedona (I)	3,059	4,355	-29.8%	13,190	15,931	-17.2%
Seltos (I)	16,771	0	0.0%	46,280	0	0.0%
Sorento	14,185	23,751	-40.3%	74,677	95,951	-22.2%
Sportage (I)	21,943	24,174	-9.2%	84,343	89,278	-5.5%
Telluride	28,514	19,395	47.0%	75,129	58,604	28.2%
Kia truck (D)	**42,699**	**43,146**	**-1.0%**	**149,806**	**154,555**	**-3.1%**
Kia truck (I)	**45,975**	**35,034**	**31.2%**	**161,247**	**129,676**	**24.3%**
Total Kia truck	**88,674**	**78,180**	**13.4%**	**311,053**	**284,231**	**9.4%**
Kia Motors America (D)	***64,076***	***64,103***	***0.0%***	**229,946**	**251,178**	***-8.5%***
Kia Motors America (I)	***93,679***	***87,637***	***6.9%***	**356,159**	**364,160**	***-2.2%***
Kia Motors America	***157,755***	***151,740***	***4.0%***	**586,105**	**615,338**	***-4.8%***
Hyundai-Kia car	**135,903**	**162,111**	**-16.2%**	**509,527**	**672,951**	**-24.3%**
Hyundai-Kia truck	**205,795**	**178,368**	**15.4%**	**715,231**	**652,391**	**9.6%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Hyundai-Kia (D)	**148,656**	**163,880**	**-9.3%**	**513,175**	**641,111**	**-20.0%**
Hyundai-Kia (I)	**193,042**	**176,599**	**9.3%**	**711,583**	**684,231**	**4.0%**
HYUNDAI-KIA	**341,698**	**340,479**	**0.4%**	**1,224,758**	**1,325,342**	**-7.6%**
F-Type (I)	500	476	5.0%	1,700	2,279	-25.4%
XE (I)	400	508	-21.3%	1,686	3,551	-52.5%
XF (I)	200	153	30.7%	749	1,187	-36.9%
XJ (I)	100	237	-57.8%	1,117	1,167	-4.3%
Total Jaguar car (I)	**1,200**	**1,374**	**-12.7%**	**5,252**	**8,184**	**-35.8%**
E-Pace (I)	900	1,363	-34.0%	3,696	4,782	-22.7%
F-Pace (I)	3,000	5,130	-41.5%	10,892	15,491	-29.7%
I-Pace (I)	400	752	-46.8%	1,946	2,594	-25.0%
Total Jaguar truck (I)	**4,300**	**7,245**	**-40.6%**	**16,534**	**22,867**	**-27.7%**
Total Jaguar	**5,500**	**8,619**	**-36.2%**	**21,786**	**31,051**	**-29.8%**
Defender (I)	7,200	0	0.0%	9,100	0	0.0%
Discovery/LR4 (I)	1,000	2,766	-63.8%	5,811	9,184	-36.7%
Discovery Sport (I)	1,900	3,799	-50.0%	7,759	12,337	-37.1%
Range Rover (I)	4,000	5,328	-24.9%	13,982	18,831	-25.8%
Range Rover Evoque (I)	2,600	3,642	-28.6%	10,511	11,529	-8.8%
Range Rover Sport (I)	7,000	7,884	-11.2%	20,054	25,768	-22.2%
Range Rover Velar (I)	4,000	4,678	-14.5%	12,817	17,087	-25.0%
Total Land Rover truck (I)	**27,700**	**28,097**	**-1.4%**	**80,034**	**94,736**	**-15.5%**
Jaguar Land Rover car	**1,200**	**1,374**	**-12.7%**	**5,252**	**8,184**	**-35.8%**
Jaguar Land Rover truck	**32,000**	**35,342**	**-9.5%**	**96,568**	**117,603**	**-17.9%**
JAGUAR LAND ROVER N.A.	**33,200**	**36,716**	**-9.6%**	**101,820**	**125,787**	**-19.1%**
LOTUS car (I)*	**30**	**21**	**42.9%**	**126**	**84**	**50.0%**
Mazda3 (I)	8,439	10,235	-17.5%	33,608	50,741	-33.8%
Mazda6 (I)	4,239	4,239	0.0%	16,204	21,524	-24.7%
MX-5 Miata (I)	2,155	1,402	53.7%	8,807	7,753	13.6%
Total Mazda car (I)	**14,833**	**15,876**	**-6.6%**	**58,619**	**80,018**	**-26.7%**
CX-3 (I)	1,323	4,449	-70.3%	8,335	16,229	-48.6%
CX-30	10,271	899	1042.5%	38,064	899	4134.0%
CX-5 (I)	42,143	40,843	3.2%	146,420	154,545	-5.3%
CX-9 (I)	7,226	8,318	-13.1%	27,638	26,861	2.9%
Mazda truck (D)	**10,271**	**899**	**1042.5%**	**38,064**	**899**	**4134.0%**
Mazda truck (I)	**50,692**	**53,610**	**-5.4%**	**182,393**	**197,635**	**-7.7%**
Total Mazda truck	**60,963**	**54,509**	**11.8%**	**220,457**	**198,534**	**11.0%**
Mazda N.A. (D)	**10,271**	**899**	**1042.5%**	**38,064**	**899**	**4134.0%**
Mazda N.A. (I)	**65,525**	**69,486**	**-5.7%**	**241,012**	**277,653**	**-13.2%**
MAZDA N.A.	**75,796**	**70,385**	**7.7%**	**279,076**	**278,552**	**0.2%**
MCLAREN AUTOMOTIVE car*	**360**	**456**	**-21.1%**	**1,440**	**1,820**	**-20.9%**
A-Class (I)	3,600	4,201	-14.3%	15,332	17,641	-13.1%
B-Class (I)	0	1	0.0%	1	8	-87.5%
C-Class (D)	*5,469*	*10,462*	*-47.7%*	25,242	47,029	*-46.3%*
C-Class (I)	*228*	*515*	*-55.7%*	1,052	2,124	*-50.5%*
Total C-Class	5,697	10,977	-48.1%	26,294	49,153	-46.5%
CLA (I)	2,536	4,107	-38.3%	10,997	12,400	-11.3%
E-Class/CLS (I)	6,709	10,209	-34.3%	27,102	40,113	-32.4%
GT (I)	924	1,340	-31.0%	3,489	4,208	-17.1%
S-Class (I)	1,959	3,750	-47.8%	8,589	12,528	-31.4%
SL (I)	432	357	21.0%	1,784	1,690	5.6%
SLC/SLK (I)	474	298	59.1%	2,122	1,840	15.3%
Mercedes-Benz car (D)	**5,469**	**10,462**	**-47.7%**	**25,242**	**47,029**	**-46.3%**
Mercedes-Benz car (I)	**16,862**	**24,778**	**-31.9%**	**70,468**	**92,552**	**-23.9%**
Total Mercedes-Benz car	**22,331**	**35,240**	**-36.6%**	**95,710**	**139,581**	**-31.4%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
G-Class (I)	2,557	2,281	12.1%	7,723	7,348	5.1%
GLA (I)	8,839	7,005	26.2%	25,348	22,137	14.5%
GLB (I)	4,474	1,173	281.4%	23,183	1,173	1876.4%
GLC/GLK (I)	18,639	21,034	-11.4%	52,626	73,650	-28.5%
GLE	15,994	16,621	-3.8%	48,154	49,980	-3.7%
GLS	5,244	8,528	-38.5%	22,172	22,225	-0.2%
Metris (I)†	2,240	2,706	-17.2%	9,083	9,635	-5.7%
Sprinter (I)†	14,988	10,083	48.6%	41,916	32,000	31.0%
Mercedes-Benz truck (D)	**21,238**	**25,149**	**-15.6%**	**70,326**	**72,205**	**-2.6%**
Mercedes-Benz truck (I)	**51,737**	**44,282**	**16.8%**	**159,879**	**145,943**	**9.5%**
Total Mercedes-Benz truck	**72,975**	**69,431**	**5.1%**	**230,205**	**218,148**	**5.5%**
Mercedes-Benz (D)	**26,707**	**35,611**	**-25.0%**	**95,568**	**119,234**	**-19.8%**
Mercedes-Benz (I)	**68,599**	**69,060**	**-0.7%**	**230,347**	**238,495**	**-3.4%**
Total Mercedes-Benz	**95,306**	**104,671**	**-8.9%**	**325,915**	**357,729**	**-8.9%**
ForTwo (I)	0	0	0.0%	0	680	0.0%
Total Smart USA car (I)	**0**	**0**	**0.0%**	**0**	**680**	**0.0%**
Mercedes-Benz USA car	**22,331**	**35,240**	**-36.6%**	**95,710**	**140,261**	**-31.8%**
Mercedes-Benz USA truck	**72,975**	**69,431**	**5.1%**	**230,205**	**218,148**	**5.5%**
Mercedes-Benz USA (D)	**26,707**	**35,611**	**-25.0%**	**95,568**	**119,234**	**-19.8%**
Mercedes-Benz USA (I)	**68,599**	**69,060**	**-0.7%**	**230,347**	**239,175**	**-3.7%**
MERCEDES-BENZ USA	**95,306**	**104,671**	**-8.9%**	**325,915**	**358,409**	**-9.1%**
Lancer (I)	0	0	0.0%	0	3	0.0%
Mirage (I)	4,844	5,789	-16.3%	19,136	26,966	-29.0%
Total Mitsubishi car (I)	**4,844**	**5,789**	**-16.3%**	**19,136**	**26,969**	**-29.0%**
Eclipse Cross (I)	1,544	3,802	-59.4%	10,319	19,661	-47.5%
Outlander (I)	4,050	8,390	-51.7%	29,096	40,775	-28.6%
Outlander Sport (I)	4,332	7,494	-42.2%	28,836	33,644	-14.3%
Total Mitsubishi truck (I)	**9,926**	**19,686**	**-49.6%**	**68,251**	**94,080**	**-27.5%**
MITSUBISHI MOTORS N.A.	**14,770**	**25,475**	**-42.0%**	**87,387**	**121,049**	**-27.8%**
Q50 (I)	3,447	6,232	-44.7%	16,533	25,987	-36.4%
Q60 (I)	506	1,525	-66.8%	2,792	5,043	-44.6%
Q70 (I)	4	356	-98.9%	139	2,552	-94.6%
Total Infiniti car (I)	**3,957**	**8,113**	**-51.2%**	**19,464**	**33,582**	**-42.0%**
QX30 (I)	2	204	-99.0%	148	3,229	-95.4%
QX50 (I)	6,316	5,006	26.2%	20,885	18,616	12.2%
QX60	5,375	11,541	-53.4%	22,880	43,162	-47.0%
QX70 (I)	0	0	0.0%	0	6	0.0%
QX80 (I)	4,832	4,910	-1.6%	16,125	19,113	-15.6%
Infiniti truck (D)	**5,375**	**11,541**	**-53.4%**	**22,880**	**43,162**	**-47.0%**
Infiniti truck (I)	**11,150**	**10,120**	**10.2%**	**37,158**	**40,964**	**-9.3%**
Total Infiniti truck	**16,525**	**21,661**	**-23.7%**	**60,038**	**84,126**	**-28.6%**
Infiniti (D)	**5,375**	**11,541**	**-53.4%**	**22,880**	**43,162**	**-47.0%**
Infiniti (I)	**15,107**	**18,233**	**-17.1%**	**56,622**	**74,546**	**-24.0%**
Total Infiniti	**20,482**	**29,774**	**-31.2%**	**79,502**	**117,708**	**-32.5%**
370Z (I)	135	531	-74.6%	1,954	2,384	-18.0%
Altima	40,906	49,214	-16.9%	137,988	209,183	-34.0%
GT-R (I)	63	58	8.6%	304	331	-8.2%
Leaf	4,641	3,254	42.6%	9,564	12,365	-22.7%
Maxima	4,007	8,877	-54.9%	18,062	35,076	-48.5%
Sentra	24,773	36,468	-32.1%	94,646	184,618	-48.7%
Versa	17,965	9,463	89.8%	48,273	66,596	-27.5%
Nissan car (D)	**92,292**	**107,276**	**-14.0%**	**308,533**	**507,838**	**-39.2%**
Nissan car (I)	**198**	**589**	**-66.4%**	**2,258**	**2,715**	**-16.8%**
Total Nissan car	**92,490**	**107,865**	**-14.3%**	**310,791**	**510,553**	**-39.1%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Armada	2,120	7,435	-71.5%	19,640	32,044	-38.7%
Frontier	10,558	17,683	-40.3%	36,845	72,369	-49.1%
Juke (I)	0	1	0.0%	0	11	0.0%
Kicks	16,218	11,119	45.9%	58,858	58,193	1.1%
Murano	13,396	18,013	-25.6%	58,255	68,361	-14.8%
NV	4,871	4,346	12.1%	15,247	20,022	-23.8%
NV200	4,374	4,457	-1.9%	17,126	18,768	-8.7%
Pathfinder	11,054	16,349	-32.4%	48,579	65,691	-26.0%
*Rogue (D)**	*12,712*	*20,835*	*-39.0%*	41,130	95,763	*-57.1%*
Rogue (I)	*47,822*	*57,312*	*-16.6%*	186,805	254,684	*-26.7%*
Total Rogue	60,534	78,147	-22.5%	227,935	350,447	-35.0%
Titan	7,036	6,102	15.3%	26,439	31,514	-16.1%
Nissan truck (D)	**82,339**	**106,339**	**-22.6%**	**322,119**	**462,725**	**-30.4%**
Nissan truck (I)	**47,822**	**57,313**	**-16.6%**	**186,805**	**254,695**	**-26.7%**
Total Nissan truck	**130,161**	**163,652**	**-20.5%**	**508,924**	**717,420**	**-29.1%**
Nissan (D)	**174,631**	**213,615**	**-18.3%**	**630,652**	**970,563**	**-35.0%**
Nissan (I)	**48,020**	**57,902**	**-17.1%**	**189,063**	**257,410**	**-26.6%**
Total Nissan	**222,651**	**271,517**	**-18.0%**	**819,715**	**1,227,973**	**-33.2%**
Nissan Group car	**96,447**	**115,978**	**-16.8%**	**330,255**	**544,135**	**-39.3%**
Nissan Group truck	**146,686**	**185,313**	**-20.8%**	**568,962**	**801,546**	**-29.0%**
Nissan Group (D)	**180,006**	**225,156**	**-20.1%**	**653,532**	**1,013,725**	**-35.5%**
Nissan Group (I)	**63,127**	**76,135**	**-17.1%**	**245,685**	**331,956**	**-26.0%**
NISSAN GROUP	**243,133**	**301,291**	**-19.3%**	**899,217**	**1,345,681**	**-33.2%**
NISSAN GROUP/MITSUBISHI	**257,903**	**326,766**	**-21.1%**	**986,604**	**1,466,730**	**-32.7%**
BRZ (I)	521	358	45.5%	2,267	2,334	-2.9%
Impreza (D)	*11,473*	*17,122*	*-33.0%*	*43,628*	*66,414*	*-34.3%*
Impreza (I)	*0*	*0*	*0.0%*	*0*	*1*	*0.0%*
Total Impreza	11,473	17,122	-33.0%	43,628	66,415	-34.3%
Legacy	7,204	8,886	-18.9%	27,240	35,063	-22.3%
WRX (I)	5,742	4,471	28.4%	21,178	21,838	-3.0%
Subaru car (D)	**18,677**	**26,008**	**-28.2%**	**70,868**	**101,477**	**-30.2%**
Subaru car (I)	**6,263**	**4,829**	**29.7%**	**23,445**	**24,173**	**-3.0%**
Total Subaru car	**24,940**	**30,837**	**-19.1%**	**94,313**	**125,650**	**-24.9%**
Ascent	17,788	21,916	-18.8%	67,623	81,958	-17.5%
Crosstrek (I)	42,792	32,655	31.0%	119,716	131,152	-8.7%
Forester (I)	42,914	48,732	-11.9%	176,996	180,179	-1.8%
Outback	46,948	40,648	15.5%	153,294	181,178	-15.4%
Subaru truck (D)	**64,736**	**62,564**	**3.5%**	**220,917**	**263,136**	**-16.0%**
Subaru truck (I)	**85,706**	**81,387**	**5.3%**	**296,712**	**311,331**	**-4.7%**
Total Subaru truck	**150,442**	**143,951**	**4.5%**	**517,629**	**574,467**	**-9.9%**
Subaru of America (D)	**83,413**	**88,572**	**-5.8%**	**291,785**	**364,613**	**-20.0%**
Subaru of America (I)	**91,969**	**86,216**	**6.7%**	**320,157**	**335,504**	**-4.6%**
SUBARU OF AMERICA	**175,382**	**174,788**	**0.3%**	**611,942**	**700,117**	**-12.6%**
Model 3	43,000	44,051	-2.4%	171,000	173,794	-1.6%
Model S	5,000	4,934	1.3%	20,700	19,465	6.3%
Total Tesla car	**48,000**	**48,985**	-2.0%	**191,700**	**193,259**	-0.8%
Model X	11,000	5,815	89.2%	37,000	22,941	61.3%
Model Y	5,000	0	0.0%	31,300	0	0.0%
Total Tesla truck	**16,000**	**5,815**	**175.2%**	**68,300**	**22,941**	**197.7%**
TESLA*	**64,000**	**54,800**	**16.8%**	**260,000**	**216,200**	**20.3%**
ES (D)	*13,452*	*12,831*	*4.8%*	*42,961*	*45,099*	*-4.7%*
ES (I)	*56*	*609*	*-90.8%*	*331*	*6,237*	*-94.7%*
Total ES	13,508	13,440	0.5%	43,292	51,336	-15.7%
GS (I)	396	808	-51.0%	2,560	3,378	-24.2%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
IS (I)	4,879	3,020	61.6%	13,600	14,920	-8.8%
LC (I)	582	291	100.0%	1,325	1,219	8.7%
LFA (I)	0	0	0.0%	3	3	0.0%
LS (I)	1,334	1,580	-15.6%	3,617	5,528	-34.6%
RC (I)	1,169	1,229	-4.9%	3,808	4,591	-17.1%
Lexus car (D)	**13,452**	**12,831**	**4.8%**	**42,961**	**45,099**	**-4.7%**
Lexus car (I)	**8,416**	**7,537**	**11.7%**	**25,244**	**35,876**	**-29.6%**
Total Lexus car	**21,868**	**20,368**	**7.4%**	**68,205**	**80,975**	**-15.8%**
GX (I)	9,942	8,569	16.0%	28,519	25,945	9.9%
LX (I)	1,636	1,385	18.1%	4,512	4,718	-4.4%
NX (I)	19,855	18,641	6.5%	55,784	58,715	-5.0%
RX (D)	*28,754*	*30,279*	-5.0%	*86,584*	*94,210*	-8.1%
RX (I)	*6,054*	*4,587*	32.0%	*14,475*	*16,826*	-14.0%
Total RX	34,808	34,866	-0.2%	101,059	111,036	-9.0%
UX (I)	4,845	4,734	2.3%	16,962	16,725	1.4%
Lexus truck (D)	**28,754**	**30,279**	**-5.0%**	**86,584**	**94,210**	**-8.1%**
Lexus truck (I)	**42,332**	**37,916**	**11.6%**	**120,252**	**122,929**	**-2.2%**
Total Lexus truck	**71,086**	**68,195**	**4.2%**	**206,836**	**217,139**	**-4.7%**
Lexus (D)	**42,206**	**43,110**	**-2.1%**	**129,545**	**139,309**	**-7.0%**
Lexus (I)	**50,748**	**45,453**	**11.6%**	**145,496**	**158,805**	**-8.4%**
Total Lexus	**92,954**	**88,563**	**5.0%**	**275,041**	**298,114**	**-7.7%**
86 (Incl. FR-S) (I)	508	881	-42.3%	2,476	3,398	-27.1%
Avalon	5,450	5,314	2.6%	18,421	27,767	-33.7%
Camry (D)	*89,403*	*78,509*	13.9%	*294,342*	*336,392*	-12.5%
Camry (I)	*0*	*13*	0.0%	*6*	*586*	-99.0%
Total Camry	89,403	78,522	13.9%	294,348	336,978	-12.7%
Corolla (D)	*36,607*	*36,984*	-1.0%	116,915	154,355	-24.3%
Corolla/IM (I)	*34,358*	*33,888*	1.4%	*120,263*	150,495	-20.1%
Total Corolla	70,965	70,872	0.1%	237,178	304,850	-22.2%
Mirai (I)	158	253	-37.5%	499	1,502	-66.8%
Prius (I)	10,959	19,460	-43.7%	43,525	69,718	-37.6%
Supra (I)	2,089	1,407	48.5%	5,887	2,884	104.1%
Yaris (D)	*782*	*2,713*	*-71.2%*	*6,407*	*21,547*	*-70.3%*
Yaris Liftback (I)	*0*	*12*	*0.0%*	*30*	*369*	*-91.9%*
Total Yaris	782	2,725	-71.3%	6,437	21,916	-70.6%
Toyota car (D)	**132,242**	**123,520**	**7.1%**	**436,085**	**540,061**	**-19.3%**
Toyota car (I)	**48,072**	**55,914**	**-14.0%**	**172,686**	**228,952**	**-24.6%**
Total Toyota car	**180,314**	**179,434**	**0.5%**	**608,771**	**769,013**	**-20.8%**
4Runner (I)	42,225	36,192	16.7%	129,052	131,888	-2.2%
C-HR (I)	9,332	11,153	-16.3%	42,936	48,930	-12.3%
FJ Cruiser (I)	0	0	0.0%	0	1	0.0%
Highlander (D)	*70,975*	*59,269*	19.8%	*212,276*	*239,437*	-11.3%
Highlander (I)	*0*	*0*	0.0%	*0*	*1*	0.0%
Total Highlander	70,975	59,269	19.8%	212,276	239,438	-11.3%
Land Cruiser (I)	1,386	1,150	20.5%	3,147	3,536	-11.0%
RAV4 (D)	*107,009*	*86,000*	*24.4%*	*322,908*	*256,458*	*25.9%*
RAV4 (I)	*20,804*	*37,449*	*-44.4%*	*107,479*	*191,613*	*-43.9%*
Total RAV4	127,813	123,449	3.5%	430,387	448,071	-3.9%
Sequoia	2,631	2,706	-2.8%	7,364	10,289	-28.4%
Sienna	14,104	15,340	-8.1%	42,885	73,585	-41.7%
Tacoma	75,187	61,179	22.9%	238,806	248,801	-4.0%
Tundra	32,389	25,611	26.5%	109,203	111,673	-2.2%
Venza (D)	*0*	*0*	*0.0%*	*0*	*9*	*0.0%*
Venza (I)	*11,405*	*0*	*0.0%*	*13,073*	*0*	*0.0%*

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Total Venza	11,405	0	0.0%	13,073	9	145155.6%
Toyota truck (D)	**302,295**	**250,105**	**20.9%**	**933,442**	**940,252**	**-0.7%**
Toyota truck (I)	**85,152**	**85,944**	**-0.9%**	**295,687**	**375,969**	**-21.4%**
Total Toyota truck	**387,447**	**336,049**	**15.3%**	**1,229,129**	**1,316,221**	**-6.6%**
Toyota (D)	**434,537**	**373,625**	**16.3%**	**1,369,527**	**1,480,313**	**-7.5%**
Toyota (I)	**133,224**	**141,858**	**-6.1%**	**468,373**	**604,921**	**-22.6%**
Total Toyota	**567,761**	**515,483**	**10.1%**	**1,837,900**	**2,085,234**	**-11.9%**
Toyota Motor N.A. car	**202,182**	**199,802**	**1.2%**	**676,976**	**849,988**	**-20.4%**
Toyota Motor N.A. truck	**458,533**	**404,244**	**13.4%**	**1,435,965**	**1,533,360**	**-6.4%**
Toyota Motor N.A. (D)	**476,743**	**416,735**	**14.4%**	**1,499,072**	**1,619,622**	**-7.4%**
Toyota Motor N.A. (I)	**183,972**	**187,311**	**-1.8%**	**613,869**	**763,726**	**-19.6%**
TOYOTA MOTOR N.A.	**660,715**	**604,046**	**9.4%**	**2,112,941**	**2,383,348**	**-11.3%**
A3 (I)	3,243	3,200	1.3%	9,937	10,418	-4.6%
A4/S4 (I)	4,019	6,386	-37.1%	18,341	26,435	-30.6%
A5/S5 (I)	4,799	5,701	-15.8%	18,828	23,023	-18.2%
A6/S6 (I)	2,500	4,642	-46.1%	10,535	17,807	-40.8%
A7/S7 (I)	866	994	-12.9%	2,859	4,955	-42.3%
A8/S8 (I)	703	1,246	-43.6%	2,376	2,963	-19.8%
R8 (I)	186	167	11.4%	581	574	1.2%
TT (I)	168	288	-41.7%	830	1,324	-37.3%
Total Audi car (I)	**16,484**	**22,624**	**-27.1%**	**64,287**	**87,499**	**-26.5%**
e-tron (I)	2,034	1,829	11.2%	7,202	5,369	34.1%
Q3 (I)	9,951	8,735	13.9%	27,251	14,822	83.9%
Q5 (I)	21,065	18,380	14.6%	50,435	67,516	-25.3%
Q7 (I)	8,588	10,100	-15.0%	25,371	34,649	-26.8%
Q8 (I)	4,395	3,972	10.7%	12,074	14,256	-15.3%
Total Audi truck (I)	**46,033**	**43,016**	**7.0%**	**122,333**	**136,612**	**-10.5%**
Total Audi (I)	**62,517**	**65,640**	**-4.8%**	**186,620**	**224,111**	**-16.7%**
Bentley car (I)	516	321	60.7%	2,058	1,281	60.7%
Bentley truck (I)	201	363	-44.6%	801	1,450	-44.8%
Total Bentley (I)*	**717**	**684**	**4.8%**	**2,859**	**2,731**	**4.7%**
Lamborghini car (I)	255	261	-2.3%	1,020	1,040	-1.9%
Lamborghini truck (I)	312	389	-19.8%	1,240	1,550	-20.0%
Total Lamborghini (I)*	**567**	**650**	**-12.8%**	**2,260**	**2,590**	**-12.7%**
718 (I)	1,491	677	120.2%	3,447	3,880	-11.2%
911 (I)	2,438	2,944	-17.2%	8,840	9,265	-4.6%
Panamera (I)	751	1,609	-53.3%	3,870	6,625	-41.6%
Taycan (I)	1,517	130	1066.9%	4,414	130	3295.4%
Total Porsche car (I)	**6,197**	**5,360**	**15.6%**	**20,571**	**19,900**	**3.4%**
Cayenne (I)	5,939	4,670	27.2%	18,092	19,001	-4.8%
Macan (I)	5,424	6,476	-16.2%	18,631	22,667	-17.8%
Total Porsche truck (I)	**11,363**	**11,146**	**1.9%**	**36,723**	**41,668**	**-11.9%**
Total Porsche (I)	**17,560**	**16,506**	**6.4%**	**57,294**	**61,568**	**-6.9%**
Arteon (I)	961	966	-0.5%	3,602	2,449	47.1%
Beetle	20	2,469	-99.2%	2,481	17,215	-85.6%
CC (I)	6	8	-25.0%	96	58	65.5%
Golf (D)	*1,963*	*970*	*102.4%*	*4,029*	*5,120*	*-21.3%*
Golf/Golf R/GTI (I)	*2,839*	*7,410*	*-61.7%*	*21,829*	*32,273*	*-32.4%*
Total Golf/Golf R/GTI	4,802	8,380	-42.7%	25,858	37,393	-30.8%
Jetta	25,182	25,712	-2.1%	82,662	100,453	-17.7%
Passat	6,774	1,153	487.5%	22,964	14,123	62.6%
VW car (D)	**33,939**	**30,304**	**12.0%**	**112,136**	**136,911**	**-18.1%**
VW car (I)	**3,806**	**8,384**	**-54.6%**	**25,527**	**34,780**	**-26.6%**
Total VW car	**37,745**	**38,688**	**-2.4%**	**137,663**	**171,691**	**-19.8%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Atlas	31,445	21,803	44.2%	87,362	81,508	7.2%
Tiguan (D)	*25,124*	*24,654*	*1.9%*	*100,687*	*109,572*	*-8.1%*
Tiguan (I)	*2*	*13*	*-84.6%*	*18*	*391*	*-95.4%*
Total Tiguan	25,126	24,667	1.9%	100,705	109,963	-8.4%
Touareg (I)	14	9	55.6%	54	160	-66.3%
VW truck (D)	**56,569**	**46,457**	**21.8%**	**188,049**	**191,080**	**-1.6%**
VW truck (I)	**16**	**22**	**-27.3%**	**72**	**551**	**-86.9%**
Total VW truck	**56,585**	**46,479**	**21.7%**	**188,121**	**191,631**	**-1.8%**
VW (D)	**90,508**	**76,761**	**17.9%**	**300,185**	**327,991**	**-8.5%**
VW (I)	**3,822**	**8,406**	**-54.5%**	**25,599**	**35,331**	**-27.5%**
Total VW	**94,330**	**85,167**	**10.8%**	**325,784**	**363,322**	**-10.3%**
VW Group of America car	**61,197**	**67,254**	**-9.0%**	**225,599**	**281,411**	**-19.8%**
VW Group of America truck	**114,494**	**101,393**	**12.9%**	**349,218**	**372,911**	**-6.4%**
VW Group of America (D)	**90,508**	**76,761**	**17.9%**	**300,185**	**327,991**	**-8.5%**
VW Group of America (I)	**85,183**	**91,886**	**-7.3%**	**274,632**	**326,331**	**-15.8%**
VW GROUP OF AMERICA	**175,691**	**168,647**	**4.2%**	**574,817**	**654,322**	**-12.2%**
60 series (I)	4,413	6,500	-32.1%	16,828	20,190	-16.7%
90 series (I)	582	613	-5.1%	3,194	4,052	-21.2%
Total Volvo car (I)	**4,995**	**7,113**	**-29.8%**	**20,022**	**24,242**	**-17.4%**
XC40 (I)	8,198	4,431	85.0%	23,778	17,654	34.7%
XC60 (I)	11,616	8,407	38.2%	32,078	30,578	4.9%
XC90 (I)	11,716	10,851	8.0%	34,251	35,760	-4.2%
Total Volvo truck (I)	**31,530**	**23,689**	**33.1%**	**90,107**	**83,992**	**7.3%**
VOLVO CAR USA	**36,525**	**30,802**	**18.6%**	**110,129**	**108,234**	**1.8%**
Domestic car	691,403	776,815	-11.0%	2,509,230	3,445,052	-27.2%
Import car	268,455	321,597	-16.5%	1,016,835	1,344,890	-24.4%
Total U.S. car	**959,858**	**1,098,412**	**-12.6%**	**3,526,065**	**4,789,942**	**-26.4%**
Domestic light truck	2,511,511	2,491,254	0.8%	8,622,072	9,598,839	-10.2%
Import light truck	726,921	712,394	2.0%	2,496,912	2,716,011	-8.1%
Total U.S. light truck	**3,238,432**	**3,203,648**	**1.1%**	**11,118,984**	**12,314,850**	**-9.7%**
Total domestic light vehicle	**3,202,914**	**3,268,069**	**-2.0%**	**11,131,302**	**13,043,891**	**-14.7%**
Total import light vehicle	**995,376**	**1,033,991**	**-3.7%**	**3,513,747**	**4,060,901**	**-13.5%**
TOTAL U.S. LIGHT VEHICLE	**4,198,290**	**4,302,060**	**-2.4%**	**14,645,049**	**17,104,792**	**-14.4%**

*Estimates

†Van splits are estimated.

Note: Vehicles are domestic unless noted; (D) = produced in North America; (I) = imported to U.S.

Source: Automotive News Data Center

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U.S. Car Sales by Market-Class

	Q4 2020	Q4 segment share	Car market share	Q4 2019	Q4 segment share	Car market share	Q4 % change	12 mos. 2020	12 mos. segment share	Car market share	12 mos. 2019	12 mos. segment share	Car market share	12 mos. % change
Chevrolet Spark	10,442	99.9%	1.1%	11,016	94.0%	1.0%	-5.2%	33,478	98.0%	0.9%	31,281	88.8%	0.7%	7%
Fiat 500	12	0.1%	0.0%	699	6.0%	0.1%	-98.3%	674	2.0%	0.0%	3,267	9.3%	0.1%	-79.4%
Smart ForTwo	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	680	1.9%	0.0%	-100.0%
TOTAL MINI	**10,454**	**100.0%**	**1.1%**	**11,715**	**100.0%**	**1.1%**	**-10.8%**	**34,152**	**100.0%**	**1.0%**	**35,228**	**100.0%**	**0.7%**	**-3.1%**
Kia Soul	16,531	25.2%	1.7%	20,406	27.5%	1.9%	-19.0%	71,862	28.4%	2.0%	98,033	24.8%	2.0%	-26.7%
Nissan Versa	17,965	27.4%	1.9%	9,463	12.8%	0.9%	89.8%	48,273	19.1%	1.4%	66,596	16.8%	1.4%	-27.5%
Honda Fit	8,100	12.4%	0.8%	8,146	11.0%	0.7%	-0.6%	32,488	12.8%	0.9%	35,414	9.0%	0.7%	-8.3%
Kia Rio	5,884	9.0%	0.6%	5,775	7.8%	0.5%	1.9%	23,927	9.4%	0.7%	24,961	6.3%	0.5%	-4.1%
Mitsubishi Mirage	4,844	7.4%	0.5%	5,789	7.8%	0.5%	-16.3%	19,136	7.6%	0.5%	26,966	6.8%	0.6%	-29.0%
Mini Cooper S	5,485	8.4%	0.6%	5,535	7.5%	0.5%	-0.9%	18,744	7.4%	0.5%	21,750	5.5%	0.5%	-13.8%
Hyundai Accent	3,660	5.6%	0.4%	5,613	7.6%	0.5%	-34.8%	15,975	6.3%	0.5%	25,628	6.5%	0.5%	-37.7%
Chevrolet Sonic	2,208	3.4%	0.2%	3,339	4.5%	0.3%	-33.9%	13,007	5.1%	0.4%	13,971	3.5%	0.3%	-6.9%
Toyota Yaris	782	1.2%	0.1%	2,725	3.7%	0.2%	-71.3%	6,437	2.5%	0.2%	21,916	5.5%	0.5%	-70.6%
Ford Fiesta	62	0.1%	0.0%	7,315	9.9%	0.7%	-99.2%	3,354	1.3%	0.1%	60,148	15.2%	1.3%	-94.4%
TOTAL SUBCOMPACT	**65,521**	**100.0%**	**6.8%**	**74,106**	**100.0%**	**6.7%**	**-11.6%**	**253,203**	**100.0%**	**7.2%**	**395,383**	**100.0%**	**8.3%**	**-36.0%**
Honda Civic	60,284	23.2%	6.3%	70,166	22.0%	6.4%	-14.1%	261,225	26.7%	7.4%	325,650	22.7%	6.8%	-19.8%
Toyota Corolla	70,965	27.4%	7.4%	70,872	22.2%	6.5%	0.1%	237,178	24.2%	6.7%	304,850	21.3%	6.4%	-22.2%
Hyundai Elantra	30,372	11.7%	3.2%	49,625	15.6%	4.5%	-38.8%	105,475	10.8%	3.0%	175,094	12.2%	3.7%	-39.8%
Nissan Sentra	24,773	9.5%	2.6%	36,468	11.4%	3.3%	-32.1%	94,646	9.7%	2.7%	184,618	12.9%	3.9%	-48.7%
Kia Forte	22,086	8.5%	2.3%	22,324	7.0%	2.0%	-1.1%	84,997	8.7%	2.4%	95,609	6.7%	2.0%	-11.1%
Volkswagen Jetta	25,182	9.7%	2.6%	25,712	8.1%	2.3%	-2.1%	82,662	8.4%	2.3%	100,453	7.0%	2.1%	-17.7%
Subaru Impreza	11,473	4.4%	1.2%	17,122	5.4%	1.6%	-33.0%	43,628	4.5%	1.2%	66,415	4.6%	1.4%	-34.3%
Mazda Mazda3	8,439	3.3%	0.9%	10,235	3.2%	0.9%	-17.5%	33,608	3.4%	1.0%	50,741	3.5%	1.1%	-33.8%
Volkswagen Golf/GTI	4,802	1.9%	0.5%	8,380	2.6%	0.8%	-42.7%	25,858	2.6%	0.7%	37,393	2.6%	0.8%	-30.8%
Hyundai Veloster	1,006	0.4%	0.1%	2,463	0.8%	0.2%	-59.2%	7,591	0.8%	0.2%	12,849	0.9%	0.3%	-40.9%
Volkswagen Beetle	20	0.0%	0.0%	2,469	0.8%	0.2%	-99.2%	2,481	0.3%	0.1%	17,215	1.2%	0.4%	-85.6%
Chevrolet Cruze	30	0.0%	0.0%	2,699	0.8%	0.2%	-98.9%	784	0.1%	0.0%	47,975	3.3%	1.0%	-98.4%
Buick Cascada	0	0.0%	0.0%	77	0.0%	0.0%	-100.0%	12	0.0%	0.0%	2,535	0.2%	0.1%	-99.5%
Dodge Dart	1	0.0%	0.0%	2	0.0%	0.0%	-50.0%	7	0.0%	0.0%	15	0.0%	0.0%	-53.3%
Buick Verano	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	3	0.0%	0.0%	-100.0%
Ford Focus	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	12,480	0.9%	0.3%	-100.0%
Mitsubishi Lancer	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	3	0.0%	0.0%	-100.0%
TOTAL COMPACT	**259,433**	**100.0%**	**27.0%**	**318,614**	**100.0%**	**29.0%**	**-18.6%**	**980,152**	**100.0%**	**27.8%**	**1,433,898**	**100.0%**	**29.9%**	**-31.6%**
Toyota Camry	89,403	29.9%	9.3%	78,522	25.0%	7.1%	13.9%	294,348	27.4%	8.3%	336,978	24.4%	7.0%	-12.7%
Honda Accord	54,167	18.1%	5.6%	63,104	20.1%	5.7%	-14.2%	199,458	18.5%	5.7%	267,567	19.4%	5.6%	-25.5%
Nissan Altima	40,906	13.7%	4.3%	49,214	15.6%	4.5%	-16.9%	137,988	12.8%	3.9%	209,183	15.1%	4.4%	-34.0%
Ford Fusion	20,001	6.7%	2.1%	32,137	10.2%	2.9%	-37.8%	110,665	10.3%	3.1%	166,045	12.0%	3.5%	-33.4%
Chevrolet Malibu	29,252	9.8%	3.0%	34,314	10.9%	3.1%	-14.8%	102,651	9.5%	2.9%	131,917	9.6%	2.8%	-22.2%
Hyundai Sonata	23,871	8.0%	2.5%	19,098	6.1%	1.7%	25.0%	76,997	7.2%	2.2%	87,466	6.3%	1.8%	-12.0%
Kia Optima	383	0.1%	0.0%	20,957	6.7%	1.9%	-98.2%	48,484	4.5%	1.4%	96,623	7.0%	2.0%	-49.8%
Kia K5	20,994	7.0%	2.2%	0	0.0%	0.0%	-	31,656	2.9%	0.9%	0	0.0%	0.0%	-
Subaru Legacy	7,204	2.4%	0.8%	8,886	2.8%	0.8%	-18.9%	27,240	2.5%	0.8%	35,063	2.5%	0.7%	-22.3%
Volkswagen Passat	6,774	2.3%	0.7%	1,153	0.4%	0.1%	487.5%	22,964	2.1%	0.7%	14,123	1.0%	0.3%	62.6%
Mazda Mazda6	4,239	1.4%	0.4%	4,239	1.3%	0.4%	0.0%	16,204	1.5%	0.5%	21,524	1.6%	0.4%	-24.7%
Volkswagen Arteon	961	0.3%	0.1%	966	0.3%	0.1%	-0.5%	3,602	0.3%	0.1%	2,449	0.2%	0.1%	47.1%
Buick Regal	59	0.0%	0.0%	1,514	0.5%	0.1%	-96.1%	2,484	0.2%	0.1%	10,363	0.8%	0.2%	-76.0%
Kia Cadenza	343	0.9%	0.0%	574	1.0%	0.1%	-40.2%	1,265	0.9%	0.0%	1,630	0.6%	0.0%	-22.4%
Volkswagen CC	6	0.0%	0.0%	8	0.0%	0.0%	-25.0%	96	0.0%	0.0%	58	0.0%	0.0%	65.5%
Chrysler 200	2	0.0%	0.0%	3	0.0%	0.0%	-33.3%	9	0.0%	0.0%	48	0.0%	0.0%	-81.3%

U.S. Car Sales by Market-Class

	Q4 2020	Q4 segment share	Car market share	Q4 2019	Q4 segment share	Car market share	Q4 % change	12 mos. 2020	12 mos. segment share	Car market share	12 mos. 2019	12 mos. segment share	Car market share	12 mos. % change
Dodge Avenger	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	1	0.0%	0.0%	-100.0%
TOTAL MIDSIZE	**298,565**	**100.0%**	**31.1%**	**314,689**	**100.0%**	**28.6%**	**-5.1%**	**1,076,111**	**100.0%**	**30.5%**	**1,381,038**	**100.0%**	**28.8%**	**-22.1%**
Dodge Charger	23,794	60.4%	2.5%	25,829	45.8%	2.4%	-7.9%	77,425	55.0%	2.2%	96,935	38.1%	2.0%	-20.1%
Toyota Avalon	5,450	13.8%	0.6%	5,314	9.4%	0.5%	2.6%	18,421	13.1%	0.5%	27,767	10.9%	0.6%	-33.7%
Nissan Maxima	4,007	10.2%	0.4%	8,877	15.7%	0.8%	-54.9%	18,062	12.8%	0.5%	35,076	13.8%	0.7%	-48.5%
Chrysler 300	5,100	12.9%	0.5%	5,520	9.8%	0.5%	-7.6%	16,653	11.8%	0.5%	29,213	11.5%	0.6%	-43.0%
Chevrolet Impala	1,028	2.6%	0.1%	9,545	16.9%	0.9%	-89.2%	9,942	7.1%	0.3%	44,978	17.7%	0.9%	-77.9%
Buick LaCrosse	14	0.0%	0.0%	463	0.8%	0.0%	-97.0%	230	0.2%	0.0%	7,241	2.8%	0.2%	-96.8%
Chevrolet Caprice	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	7	0.0%	0.0%	-100.0%
Chevrolet SS	0	0.0%	0.0%	1	0.0%	0.0%	-100.0%	0	0.0%	0.0%	3	0.0%	0.0%	-100.0%
Ford Taurus	0	0.0%	0.0%	857	1.5%	0.1%	-100.0%	0	0.0%	0.0%	13,351	5.2%	0.3%	-100.0%
TOTAL LARGE	**39,393**	**100.0%**	**4.1%**	**56,406**	**100.0%**	**5.1%**	**-30.2%**	**140,733**	**100.0%**	**4.0%**	**254,571**	**100.0%**	**5.3%**	**-45%**
BMW 3 Series	12,722	9.5%	1.3%	17,410	10.8%	1.6%	-26.9%	41,442	8.7%	1.2%	51,848	8.2%	1.1%	-20.1%
Mercedes-Benz C-Class	5,697	4.2%	0.6%	10,977	6.8%	1.0%	-48.1%	26,294	5.5%	0.7%	49,153	7.8%	1.0%	-46.5%
Audi A5/S5	4,799	7.3%	0.5%	5,701	8.6%	0.5%	-15.8%	18,828	7.7%	0.5%	23,023	8.2%	0.5%	-18.2%
Audi A4/S4	4,019	3.0%	0.4%	6,386	4.0%	0.6%	-37.1%	18,341	3.9%	0.5%	26,435	4.2%	0.6%	-30.6%
Volvo 60 series	4,413	3.3%	0.5%	6,500	4.0%	0.6%	-32.1%	16,828	3.5%	0.5%	20,190	3.2%	0.4%	-16.7%
Infiniti Q50	3,447	2.6%	0.4%	6,232	3.9%	0.6%	-44.7%	16,533	3.5%	0.5%	25,987	4.1%	0.5%	-36.4%
Mercedes-Benz A-Class	3,600	2.7%	0.4%	4,201	2.6%	0.4%	-14.3%	15,332	3.2%	0.4%	17,641	2.8%	0.4%	-13.1%
BMW 2 Series	4,850	3.6%	0.5%	2,442	1.5%	0.2%	98.6%	14,616	3.1%	0.4%	8,330	1.3%	0.2%	75.5%
Lexus IS	4,879	3.6%	0.5%	3,020	1.9%	0.3%	61.6%	13,600	2.9%	0.4%	14,920	2.4%	0.3%	-8.8%
Acura ILX	4,081	3.0%	0.4%	3,988	2.5%	0.4%	2.3%	13,414	2.8%	0.4%	14,685	2.3%	0.3%	-8.7%
Kia Stinger	2,764	2.1%	0.3%	3,445	2.1%	0.3%	-19.8%	12,556	2.6%	0.4%	13,861	2.2%	0.3%	-9.4%
Mercedes-Benz CLA	2,536	1.9%	0.3%	4,107	2.5%	0.4%	-38.3%	10,997	2.3%	0.3%	12,400	2.0%	0.3%	-11.3%
Audi A3	3,243	2.4%	0.3%	3,200	2.0%	0.3%	1.3%	9,937	2.1%	0.3%	10,418	1.7%	0.2%	-4.6%
BMW 4 Series	3,862	2.9%	0.4%	3,781	2.3%	0.3%	2.1%	9,495	2.0%	0.3%	21,439	3.4%	0.4%	-55.7%
Genesis G70	2,312	1.7%	0.2%	3,395	2.1%	0.3%	-31.9%	9,436	2.0%	0.3%	11,901	1.9%	0.2%	-20.7%
Cadillac CT4	2,721	2.0%	0.3%	0	0.0%	0.0%	-	4,889	1.0%	0.1%	0	0.0%	0.0%	-
Lexus RC	1,169	0.9%	0.1%	1,229	0.8%	0.1%	-4.9%	3,808	0.8%	0.1%	4,591	0.7%	0.1%	-17.1%
Infiniti Q40/Q60	506	0.4%	0.1%	1,525	0.9%	0.1%	-66.8%	2,792	0.6%	0.1%	5,043	0.8%	0.1%	-44.6%
Jaguar XE*	400	0.3%	0.0%	508	0.3%	0.0%	-21.3%	1,686	0.4%	0.0%	3,551	0.6%	0.1%	-52.5%
Cadillac ATS	6	0.0%	0.0%	83	0.1%	0.0%	-92.8%	116	0.0%	0.0%	1,134	0.2%	0.0%	-89.8%
Total compact luxury	**72,026**	**53.6%**	**7.5%**	**88,130**	**54.6%**	**8.0%**	**-18.3%**	**260,940**	**55.0%**	**7.4%**	**336,550**	**53.5%**	**7.0%**	**-22.5%**
Lexus ES	13,508	10.0%	1.4%	13,440	8.3%	1.2%	0.5%	43,292	9.1%	1.2%	51,336	8.2%	1.1%	-15.7%
Mercedes-Benz E-Class/CLS	6,709	5.0%	0.7%	10,209	6.3%	0.9%	-34.3%	27,102	5.7%	0.8%	40,113	6.4%	0.8%	-32.4%
BMW 5 Series	11,087	8.2%	1.2%	9,479	5.9%	0.9%	17.0%	26,785	5.6%	0.8%	39,051	6.2%	0.8%	-31.4%
Acura TLX	6,664	5.0%	0.7%	7,622	4.7%	0.7%	-12.6%	21,785	4.6%	0.6%	26,548	4.2%	0.6%	-17.9%
Cadillac CT5	5,135	3.8%	0.5%	43	0.0%	0.0%	11841.9%	14,711	3.1%	0.4%	43	0.0%	0.0%	34111.6%
Lincoln MKZ	2,385	1.8%	0.2%	4,080	2.5%	0.4%	-41.5%	12,518	2.6%	0.4%	17,725	2.8%	0.4%	-29.4%
Audi A6/S6	2,500	1.9%	0.3%	4,642	2.9%	0.4%	-46.1%	10,535	2.2%	0.3%	17,807	2.8%	0.4%	-40.8%
Alfa Romeo Giulia	2,560	1.9%	0.3%	2,328	1.4%	0.2%	10.0%	8,203	1.7%	0.2%	8,704	1.4%	0.2%	-5.8%
Genesis G80	757	0.6%	0.1%	2,231	1.4%	0.2%	-66.1%	3,359	0.7%	0.1%	7,094	1.1%	0.1%	-52.7%
Lexus GS	396	0.3%	0.0%	808	0.5%	0.1%	-51.0%	2,560	0.5%	0.1%	3,378	0.5%	0.1%	-24.2%
Acura RL/RLX	279	0.2%	0.0%	220	0.1%	0.0%	26.8%	1,055	0.2%	0.0%	1,019	0.2%	0.0%	3.5%
Jaguar XF*	200	0.1%	0.0%	153	0.1%	0.0%	30.7%	749	0.2%	0.0%	1,187	0.2%	0.0%	-36.9%
Cadillac CTS	135	0.1%	0.0%	966	0.6%	0.1%	-86.0%	611	0.1%	0.0%	6,965	1.1%	0.1%	-91.2%
Infiniti Q70	4	0.0%	0.0%	356	0.2%	0.0%	-98.9%	139	0.0%	0.0%	2,552	0.4%	0.1%	-94.6%
Total midsize luxury	**52,319**	**38.9%**	**5.5%**	**56,577**	**35.0%**	**5.2%**	**-7.5%**	**173,404**	**36.5%**	**4.9%**	**223,522**	**35.5%**	**4.7%**	**-22.4%**

U.S. Car Sales by Market-Class

	Q4 2020	Q4 segment share	Car market share	Q4 2019	Q4 segment share	Car market share	Q4 % change	12 mos. 2020	12 mos. segment share	Car market share	12 mos. 2019	12 mos. segment share	Car market share	12 mos. % change
Mercedes-Benz S-Class	1,959	1.5%	0.2%	3,750	2.3%	0.3%	-47.8%	8,589	1.8%	0.2%	12,528	2.0%	0.3%	-31.4%
BMW 7 Series	2,226	1.7%	0.2%	2,457	1.5%	0.2%	-9.4%	6,443	1.4%	0.2%	9,569	1.5%	0.2%	-32.7%
Lincoln Continental	1,390	1.0%	0.1%	1,845	1.1%	0.2%	-24.7%	5,262	1.1%	0.1%	6,586	1.0%	0.1%	-20.1%
Lexus LS	1,334	1.0%	0.1%	1,580	1.0%	0.1%	-15.6%	3,617	0.8%	0.1%	5,528	0.9%	0.1%	-34.6%
Volvo 90 series	582	0.4%	0.1%	613	0.4%	0.1%	-5.1%	3,194	0.7%	0.1%	4,052	0.6%	0.1%	-21.2%
Cadillac CT6	145	0.1%	0.0%	2,276	1.4%	0.2%	-93.6%	3,117	0.7%	0.1%	7,951	1.3%	0.2%	-60.8%
Audi A7/S7	866	0.6%	0.1%	994	0.6%	0.1%	-12.9%	2,859	0.6%	0.1%	4,955	0.8%	0.1%	-42.3%
Audi A8/S8	703	0.5%	0.1%	1,246	0.8%	0.1%	-43.6%	2,376	0.5%	0.1%	2,963	0.5%	0.1%	-19.8%
Genesis G90	513	0.4%	0.1%	698	0.4%	0.1%	-26.5%	2,072	0.4%	0.1%	2,238	0.4%	0.0%	-7.4%
Cadillac XTS	220	0.2%	0.0%	1,062	0.7%	0.1%	-79.3%	1,199	0.3%	0.0%	11,304	1.8%	0.2%	-89.4%
Jaguar XJ*	100	0.1%	0.0%	237	0.1%	0.0%	-57.8%	1,117	0.2%	0.0%	1,167	0.2%	0.0%	-4.3%
Kia K900	96	0.1%	0.0%	79	0.0%	0.0%	21.5%	305	0.1%	0.0%	390	0.1%	0.0%	-21.8%
Total large luxury	**10,134**	**7.5%**	**1.1%**	**16,837**	**10.4%**	**1.5%**	**-39.8%**	**40,150**	**8.5%**	**1.1%**	**69,231**	**11.0%**	**1.4%**	**-42.0%**
TOTAL LUXURY	**134,479**	**100.0%**	**14.0%**	**161,544**	**100.0%**	**14.7%**	**-16.8%**	**474,494**	**100.0%**	**13.5%**	**629,303**	**100.0%**	**13.1%**	**-24.6%**
Subaru WRX	5,742	8.8%	0.6%	4,471	6.8%	0.4%	28.4%	21,178	8.6%	0.6%	21,838	7.8%	0.5%	-3.0%
Mazda MX-5 Miata	2,155	3.3%	0.2%	1,402	2.1%	0.1%	53.7%	8,807	3.6%	0.2%	7,753	2.8%	0.2%	13.6%
Toyota Supra	2,089	3.2%	0.2%	1,407	2.1%	0.1%	48.5%	5,887	2.4%	0.2%	2,884	1.0%	0.1%	104.1%
Porsche 718	1,491	2.3%	0.2%	677	1.0%	0.1%	120.2%	3,447	1.4%	0.1%	3,880	1.4%	0.1%	-11.2%
Toyota 86 (incl. FR-S)	508	0.8%	0.1%	881	1.3%	0.1%	-42.3%	2,476	1.0%	0.1%	3,398	1.2%	0.1%	-27.1%
BMW Z4	196	0.3%	0.0%	934	1.4%	0.1%	-79.0%	2,371	1.0%	0.1%	3,042	1.1%	0.1%	-22.1%
Subaru BRZ	521	0.8%	0.1%	358	0.5%	0.0%	45.5%	2,267	0.9%	0.1%	2,334	0.8%	0.0%	-2.9%
Mercedes-Benz SLC/SLK	474	0.7%	0.0%	298	0.5%	0.0%	59.1%	2,122	0.9%	0.1%	1,840	0.7%	0.0%	15.3%
Nissan 370Z	135	0.2%	0.0%	531	0.8%	0.0%	-74.6%	1,954	0.8%	0.1%	2,384	0.8%	0.0%	-18.0%
Fiat Spider	326	0.5%	0.0%	430	0.7%	0.0%	-24.2%	1,711	0.7%	0.0%	2,644	0.9%	0.1%	-35.3%
Audi TT	168	0.3%	0.0%	288	0.4%	0.0%	-41.7%	830	0.3%	0.0%	1,324	0.5%	0.0%	-37.3%
Total compact sporty	**13,805**	**21.0%**	**1.4%**	**11,677**	**17.7%**	**1.1%**	**18.2%**	**53,050**	**21.7%**	**1.5%**	**53,321**	**19.0%**	**1.1%**	**-0.5%**
Ford Mustang	13,453	20.5%	1.4%	17,124	25.9%	1.6%	-21.4%	61,090	25.0%	1.7%	72,489	25.8%	1.5%	-15.7%
Dodge Challenger	14,605	22.3%	1.5%	14,298	21.6%	1.3%	2.1%	52,955	21.6%	1.5%	60,997	21.7%	1.3%	-13.2%
Chevrolet Camaro	7,549	11.5%	0.8%	11,474	17.3%	1.0%	-34.2%	29,775	12.2%	0.8%	48,265	17.2%	1.0%	-38.3%
Total midsize sporty	**35,607**	**54.3%**	**3.7%**	**42,896**	**64.8%**	**3.9%**	**-17.0%**	**143,820**	**58.7%**	**4.1%**	**181,751**	**64.7%**	**3.8%**	**-20.9%**
Chevrolet Corvette	8,992	13.7%	0.9%	3,491	5.3%	0.3%	157.6%	21,626	8.8%	0.6%	17,988	6.4%	0.4%	20.2%
Porsche 911	2,438	3.7%	0.3%	2,944	4.5%	0.3%	-17.2%	8,840	3.6%	0.3%	9,265	3.3%	0.2%	-4.6%
BMW 8 Series	2,177	3.3%	0.2%	2,018	3.1%	0.2%	7.9%	7,737	3.2%	0.2%	4,410	1.6%	0.1%	75.4%
Porsche Panamera	751	1.1%	0.1%	1,609	2.4%	0.1%	-53.3%	3,870	1.6%	0.1%	6,625	2.4%	0.1%	-41.6%
Mercedes-Benz SL	432	0.7%	0.0%	357	0.5%	0.0%	21.0%	1,784	0.7%	0.1%	1,690	0.6%	0.0%	5.6%
Jaguar F-Type*	500	0.8%	0.1%	476	0.7%	0.0%	5.0%	1,700	0.7%	0.0%	2,279	0.8%	0.0%	-25.4%
Lexus LC	582	0.9%	0.1%	291	0.4%	0.0%	100.0%	1,325	0.5%	0.0%	1,219	0.4%	0.0%	8.7%
Audi R8	186	0.3%	0.0%	167	0.3%	0.0%	11.4%	581	0.2%	0.0%	574	0.2%	0.0%	1.2%
Nissan GT-R	63	0.1%	0.0%	58	0.1%	0.0%	8.6%	304	0.1%	0.0%	331	0.1%	0.0%	-8.2%
BMW 6 Series	55	0.1%	0.0%	166	0.3%	0.0%	-66.9%	200	0.1%	0.0%	1,503	0.5%	0.0%	-86.7%
Total large premium sporty	**16,176**	**24.7%**	**1.7%**	**11,577**	**17.5%**	**1.1%**	**39.7%**	**47,967**	**19.6%**	**1.4%**	**45,884**	**16.3%**	**1.0%**	**4.5%**
TOTAL SPORTY	**65,588**	**100.0%**	**6.8%**	**66,150**	**100.0%**	**6.0%**	**-0.9%**	**244,837**	**100.0%**	**6.9%**	**280,956**	**100.0%**	**5.9%**	**-12.9%**
Mercedes-Benz GT	924	22.3%	0.1%	1,340	25.4%	0.1%	-31.0%	3,489	21.2%	0.1%	4,208	20.9%	0.1%	-17.1%
Maserati (all car models)**	861	20.8%	0.1%	1,335	25.3%	0.1%	-35.5%	3,444	21.0%	0.1%	5,333	26.4%	0.1%	-35.4%
Ferrari (all models)**	543	13.1%	0.1%	717	13.6%	0.1%	-24.3%	2,172	13.2%	0.1%	2,860	14.2%	0.1%	-24.1%
Bentley (all models)	516	12.5%	0.1%	321	6.1%	0.0%	60.7%	2,058	12.5%	0.1%	1,281	6.4%	0.0%	60.7%
Aston Martin (all models)**	408	9.9%	0.0%	504	9.5%	0.0%	-19.0%	1,632	9.9%	0.0%	2,016	10.0%	0.0%	-19.0%
McLaren (all car models)	360	8.7%	0.0%	456	8.6%	0.0%	-21.1%	1,440	8.8%	0.0%	1,820	9.0%	0.0%	-20.9%

U.S. Car Sales by Market-Class

	Q4 2020	Q4 segment share	Car market share	Q4 2019	Q4 segment share	Car market share	Q4 % change	12 mos. 2020	12 mos. segment share	Car market share	12 mos. 2019	12 mos. segment share	Car market share	12 mos. % change
Lamborghini (all models)**	255	6.2%	0.0%	261	4.9%	0.0%	-2.3%	1,020	6.2%	0.0%	1,040	5.2%	0.0%	-1.9%
Rolls-Royce (all models)	162	3.9%	0.0%	228	4.3%	0.0%	-28.9%	648	3.9%	0.0%	912	4.5%	0.0%	-28.9%
Ford GT	28	0.7%	0.0%	42	0.8%	0.0%	-33.3%	175	1.1%	0.0%	229	1.1%	0.0%	-23.6%
Acura NSX	45	1.1%	0.0%	36	0.7%	0.0%	25.0%	128	0.8%	0.0%	238	1.2%	0.0%	-46.2%
Lotus (all models)**	30	0.7%	0.0%	21	0.4%	0.0%	42.9%	126	0.8%	0.0%	84	0.4%	0.0%	50.0%
Alfa Romeo 4C	7	0.2%	0.0%	17	0.3%	0.0%	-58.8%	99	0.6%	0.0%	144	0.7%	0.0%	-31.3%
Dodge Viper	2	0.0%	0.0%	0	0.0%	0.0%	-	4	0.0%	0.0%	5	0.0%	0.0%	-20.0%
Lexus LFA	0	0.0%	0.0%	0	0.0%	0.0%	-	3	0.0%	0.0%	3	0.0%	0.0%	0.0%
TOTAL EXOTIC	**4,141**	**100.0%**	**0.4%**	**5,278**	**100.0%**	**0.5%**	**-21.5%**	**16,438**	**100.0%**	**0.5%**	**20,173**	**100.0%**	**0.4%**	**-18.5%**
Tesla Model 3	43,000	52.3%	4.5%	44,051	49.0%	4.0%	-2.4%	171,000	55.9%	4.8%	173,794	48.4%	3.6%	-1.6%
Chevrolet Bolt	6,701	8.1%	0.7%	3,307	3.7%	0.3%	102.6%	20,754	6.8%	0.6%	16,418	4.6%	0.3%	26.4%
Tesla Model S	5,000	6.1%	0.5%	4,934	5.5%	0.4%	1.3%	20,700	6.8%	0.6%	19,465	5.4%	0.4%	6.3%
Nissan Leaf	4,641	5.6%	0.5%	3,254	3.6%	0.3%	42.6%	9,564	3.1%	0.3%	12,365	3.4%	0.3%	-22.7%
Porsche Taycan	1,517	1.8%	0.2%	130	0.1%	0.0%	1066.9%	4,414	1.4%	0.1%	130	0.0%	0.0%	3295.4%
Mercedes-Benz B-Class	0	0.0%	0.0%	1	0.0%	0.0%	-100.0%	1	0.0%	0.0%	8	0.0%	0.0%	-87.5%
Total battery electric only	**60,859**	**74.0%**	**6.3%**	**55,677**	**61.9%**	**5.1%**	**9.3%**	**226,433**	**74.0%**	**6.4%**	**222,180**	**61.8%**	**4.6%**	**1.9%**
Honda Clarity	1,617	2.0%	0.2%	2,295	2.6%	0.2%	-29.5%	4,215	1.4%	0.1%	11,654	3.2%	0.2%	-63.8%
Toyota Mirai	158	0.2%	0.0%	253	0.3%	0.0%	-37.5%	499	0.2%	0.0%	1,502	0.4%	0.0%	-66.8%
Total fuel cell	**1,775**	**2.2%**	**0.2%**	**2,548**	**2.8%**	**0.2%**	**-30.3%**	**4,714**	**1.5%**	**0.1%**	**13,156**	**3.7%**	**0.3%**	**-64.2%**
Toyota Prius	10,959	13.3%	1.1%	19,460	21.6%	1.8%	-43.7%	43,525	14.2%	1.2%	69,718	19.4%	1.5%	-37.6%
Honda Insight	3,688	4.5%	0.4%	4,902	5.5%	0.4%	-24.8%	15,932	5.2%	0.5%	23,686	6.6%	0.5%	-32.7%
Hyundai Ioniq	4,331	5.3%	0.5%	5,428	6.0%	0.5%	-20.2%	13,570	4.4%	0.4%	19,574	5.4%	0.4%	-30.7%
BMW i3	640	0.8%	0.1%	1,342	1.5%	0.1%	-52.3%	1,508	0.5%	0.0%	4,980	1.4%	0.1%	-69.7%
BMW i8	28	0.0%	0.0%	183	0.2%	0.0%	-84.7%	191	0.1%	0.0%	1,148	0.3%	0.0%	-83.4%
Chevrolet Volt*	4	0.0%	0.0%	370	0.4%	0.0%	-98.9%	71	0.0%	0.0%	4,910	1.4%	0.1%	-98.6%
Honda CR-Z	0	0.0%	0.0%	0	0.0%	0.0%	-	1	0.0%	0.0%	2	0.0%	0.0%	-50.0%
Ford C-Max	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	38	0.0%	0.0%	-100.0%
Total hybrid	**19,650**	**23.9%**	**2.0%**	**31,685**	**35.2%**	**2.9%**	**-38.0%**	**74,798**	**24.4%**	**2.1%**	**124,056**	**34.5%**	**2.6%**	**-39.7%**
TOTAL ALTERNATIVE POWER†	**82,284**	**100.0%**	**8.6%**	**89,910**	**100.0%**	**8.2%**	**-8.5%**	**305,945**	**100.0%**	**8.7%**	**359,392**	**100.0%**	**7.5%**	**-14.9%**
SEGMENT SUMMARY														
Midsize	298,565		31.1%	314,689		28.6%	-5.1%	1,076,111		30.5%	1,381,038		28.8%	-22.1%
Compact	259,433		27.0%	318,614		29.0%	-18.6%	980,152		27.8%	1,433,898		29.9%	-31.6%
Luxury	134,479		14.0%	161,544		14.7%	-16.8%	474,494		13.5%	629,303		13.1%	-24.6%
Alternative power†	82,284		8.6%	89,910		8.2%	-8.5%	305,945		8.7%	359,392		7.5%	-14.9%
Subcompact	65,521		6.8%	74,106		6.7%	-11.6%	253,203		7.2%	395,383		8.3%	-36.0%
Sporty	65,588		6.8%	66,150		6.0%	-0.9%	244,837		6.9%	280,956		5.9%	-12.9%
Large	39,393		4.1%	56,406		5.1%	-30.2%	140,733		4.0%	254,571		5.3%	-44.7%
Mini	10,454		1.1%	11,715		1.1%	-10.8%	34,152		1.0%	35,228		0.7%	-3.1%
Exotic	4,141		0.4%	5,278		0.5%	-21.5%	16,438		0.5%	20,173		0.4%	-18.5%
TOTAL CAR‡	**959,858**		**100.0%**	**1,098,412**		**100.0%**	**-12.6%**	**3,526,065**		**100.0%**	**4,789,942**		**100.0%**	**-26.4%**

*Estimate

†Segment includes vehicles that are sold exclusively with electrified powertrains

‡Includes Automotive News Data Center estimates.

U.S. Light-Truck Sales by Market-Class

	Q4 2020	Q4 segment share	Truck market share	Q4 2019	Q4 segment share	Truck market share	Q4 % change	12 mos. 2020	12 mos. segment share	12 mos. Truck share	12 mos. 2019	12 mos. segment share	12 mos. Truck share	12 mos. % change
Toyota Tacoma	75,187	9.0%	2.3%	61,179	7.3%	1.9%	22.9%	238,806	8.1%	2.1%	248,801	8.0%	2.0%	-4.0%
Ford Ranger	27,148	3.3%	0.8%	33,059	3.9%	1.0%	-17.9%	101,486	3.5%	0.9%	89,571	2.9%	0.7%	13.3%
Chevrolet Colorado	27,709	3.3%	0.9%	25,484	3.0%	0.8%	8.7%	96,238	3.3%	0.9%	122,304	3.9%	1.0%	-21.3%
Jeep Gladiator	20,552	2.5%	0.6%	16,663	2.0%	0.5%	23.3%	77,542	2.6%	0.7%	40,047	1.3%	0.3%	93.6%
Nissan Frontier	10,558	1.3%	0.3%	17,683	2.1%	0.6%	-40.3%	36,845	1.3%	0.3%	72,369	2.3%	0.6%	-49.1%
Honda Ridgeline	9,056	1.1%	0.3%	9,701	1.2%	0.3%	-6.6%	32,168	1.1%	0.3%	33,334	1.1%	0.3%	-3.5%
GMC Canyon	9,007	1.1%	0.3%	6,525	0.8%	0.2%	38.0%	25,190	0.9%	0.2%	32,825	1.1%	0.3%	-23.3%
Total midsize pickup	**179,217**	**21.5%**	**5.5%**	**170,294**	**20.3%**	**5.3%**	**5.2%**	**608,275**	**20.7%**	**5.5%**	**639,251**	**20.5%**	**5.2%**	**-4.8%**
Ford F-Series	198,388	23.8%	6.1%	233,952	27.9%	7.3%	-15.2%	787,422	26.8%	7.1%	896,526	28.8%	7.3%	-12.2%
Chevrolet Silverado	176,708	21.2%	5.5%	161,323	19.2%	5.0%	9.5%	586,675	20.0%	5.3%	570,639	18.3%	4.6%	2.8%
Ram pickup	161,266	19.4%	5.0%	172,579	20.6%	5.4%	-6.6%	563,676	19.2%	5.1%	633,694	20.3%	5.1%	-11.0%
GMC Sierra	78,371	9.4%	2.4%	68,722	8.2%	2.1%	14.0%	253,016	8.6%	2.3%	232,323	7.5%	1.9%	8.9%
Toyota Tundra	32,389	3.9%	1.0%	25,611	3.1%	0.8%	26.5%	109,203	3.7%	1.0%	111,673	3.6%	0.9%	-2.2%
Nissan Titan	7,036	0.8%	0.2%	6,102	0.7%	0.2%	15.3%	26,439	0.9%	0.2%	31,514	1.0%	0.3%	-16.1%
Total full-size pickup	**654,158**	**78.5%**	**20.2%**	**668,289**	**79.7%**	**20.9%**	**-2.1%**	**2,326,431**	**79.3%**	**20.9%**	**2,476,369**	**79.5%**	**20.1%**	**-6.1%**
TOTAL PICKUP	**833,375**	**100.0%**	**25.7%**	**838,583**	**100.0%**	**26.2%**	**-0.6%**	**2,934,706**	**100.0%**	**26.4%**	**3,115,620**	**100.0%**	**25.3%**	**-5.8%**
Chrysler Pacifica	29,512	14.8%	0.9%	27,481	12.8%	0.9%	7.4%	93,802	13.6%	0.8%	97,705	10.8%	0.8%	-4.0%
Honda Odyssey	23,718	11.9%	0.7%	24,855	11.6%	0.8%	-4.6%	83,409	12.1%	0.8%	99,113	11.0%	0.8%	-15.8%
Toyota Sienna	14,104	7.1%	0.4%	15,340	7.1%	0.5%	-8.1%	42,885	6.2%	0.4%	73,585	8.2%	0.6%	-41.7%
Dodge Grand Caravan	2,612	1.3%	0.1%	23,245	10.8%	0.7%	-88.8%	38,767	5.6%	0.3%	122,648	13.6%	1.0%	-68.4%
Kia Sedona	3,059	1.5%	0.1%	4,355	2.0%	0.1%	-29.8%	13,190	1.9%	0.1%	15,931	1.8%	0.1%	-17.2%
Mercedes-Benz Metris	2,240	1.1%	0.1%	2,706	1.3%	0.1%	-17.2%	9,083	1.3%	0.1%	9,635	1.1%	0.1%	-5.7%
Chrysler Town & Country	0	0.0%	0.0%	1	0.0%	0.0%	-	0	0.0%	0.0%	5	0.0%	0.0%	-100.0%
Total minivan	**75,245**	**37.7%**	**2.3%**	**97,983**	**45.6%**	**3.1%**	**-23.2%**	**281,136**	**40.8%**	**2.5%**	**418,622**	**46.5%**	**3.4%**	**-32.8%**
Ford Transit Connect	9,355	4.7%	0.3%	10,208	4.8%	0.3%	-8.4%	34,596	5.0%	0.3%	41,598	4.6%	0.3%	-16.8%
Nissan NV200	4,374	2.2%	0.1%	4,457	2.1%	0.1%	-1.9%	17,126	2.5%	0.2%	18,768	2.1%	0.2%	-8.7%
Ram ProMaster City	2,971	1.5%	0.1%	2,968	1.4%	0.1%	0.1%	10,409	1.5%	0.1%	12,920	1.4%	0.1%	-19.4%
Chevrolet City Express	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	138	0.0%	0.0%	-100.0%
Total small van	**16,700**	**8.4%**	**0.5%**	**17,633**	**8.2%**	**0.6%**	**-5.3%**	**62,131**	**9.0%**	**0.6%**	**73,424**	**8.1%**	**0.6%**	**-15.4%**
Ford Transit	37,886	19.0%	1.2%	36,885	17.2%	1.2%	2.7%	131,556	19.1%	1.2%	153,868	17.1%	1.2%	-14.5%
Chevrolet Express van	17,941	9.0%	0.6%	16,652	7.8%	0.5%	7.7%	55,131	8.0%	0.5%	77,457	8.6%	0.6%	-28.8%
Ram ProMaster	17,060	8.5%	0.5%	15,108	7.0%	0.5%	12.9%	50,556	7.3%	0.5%	56,409	6.3%	0.5%	-10.4%
Mercedes-Benz Sprinter	14,988	7.5%	0.5%	10,083	4.7%	0.3%	48.6%	41,916	6.1%	0.4%	32,000	3.6%	0.3%	31.0%
Ford E-Series van	11,815	5.9%	0.4%	12,837	6.0%	0.4%	-8.0%	37,001	5.4%	0.3%	45,063	5.0%	0.4%	-17.9%
Nissan NV	4,871	2.4%	0.2%	4,346	2.0%	0.1%	12.1%	15,247	2.2%	0.1%	20,022	2.2%	0.2%	-23.8%
GMC Savana van	3,099	1.6%	0.1%	3,136	1.5%	0.1%	-1.2%	15,108	2.2%	0.1%	24,226	2.7%	0.2%	-37.6%
Ram Cargo van	0	0.0%	0.0%	0	0.0%	0.0%	-	1	0.0%	0.0%	0	0.0%	0.0%	-
Total large van	**107,660**	**53.9%**	**3.3%**	**99,047**	**46.1%**	**3.1%**	**8.7%**	**346,516**	**50.2%**	**3.1%**	**409,045**	**45.4%**	**3.3%**	**-15.3%**
TOTAL VAN	**199,605**	**100.0%**	**6.2%**	**214,663**	**100.0%**	**6.7%**	**-7.0%**	**689,783**	**100.0%**	**6.2%**	**901,091**	**100.0%**	**7.3%**	**-23.5%**
Subaru Crosstrek	42,792	2.9%	1.3%	32,655	2.3%	1.0%	31.0%	119,716	2.3%	1.1%	131,152	2.3%	1.1%	-8.7%
Chevrolet Trax	26,106	1.8%	0.8%	33,039	2.3%	1.0%	-21.0%	106,299	2.1%	1.0%	116,816	2.1%	0.9%	-9.0%
Honda HR-V	22,228	1.5%	0.7%	28,790	2.0%	0.9%	-22.8%	84,027	1.6%	0.8%	99,104	1.8%	0.8%	-15.2%
Hyundai Kona	23,440	1.6%	0.7%	18,188	1.3%	0.6%	28.9%	76,253	1.5%	0.7%	73,326	1.3%	0.6%	4.0%
Jeep Renegade	17,027	1.2%	0.5%	19,615	1.4%	0.6%	-13.2%	62,847	1.2%	0.6%	76,885	1.4%	0.6%	-18.3%
Ford EcoSport	13,345	0.9%	0.4%	14,051	1.0%	0.4%	-5.0%	60,545	1.2%	0.5%	64,708	1.1%	0.5%	-6.4%
Nissan Kicks	16,218	1.1%	0.5%	11,119	0.8%	0.3%	45.9%	58,858	1.1%	0.5%	58,193	1.0%	0.5%	1.1%
Kia Seltos	16,771	1.1%	0.5%	0	0.0%	0.0%	-	46,280	0.9%	0.4%	0	0.0%	0.0%	-
Buick Encore GX	16,965	1.2%	0.5%	0	0.0%	0.0%	-	44,841	0.9%	0.4%	0	0.0%	0.0%	-

U.S. Light-Truck Sales by Market-Class

	Q4 2020	Q4 segment share	Truck market share	Q4 2019	Q4 segment share	Truck market share	Q4 % change	12 mos. 2020	12 mos. segment share	12 mos. Truck share	12 mos. 2019	12 mos. segment share	12 mos. Truck share	12 mos. % change
Toyota C-HR	9,332	0.6%	0.3%	11,153	0.8%	0.3%	-16.3%	42,936	0.8%	0.4%	48,930	0.9%	0.4%	-12.3%
Buick Encore	6,338	0.4%	0.2%	28,497	2.0%	0.9%	-77.8%	41,752	0.8%	0.4%	102,402	1.8%	0.8%	-59.2%
Mazda CX-30	10,271	0.7%	0.3%	899	0.1%	0.0%	1042.5%	38,064	0.7%	0.3%	899	0.0%	0.0%	4134.0%
Chevrolet Trailblazer	17,268	1.2%	0.5%	0	0.0%	0.0%	-	34,292	0.7%	0.3%	0	0.0%	0.0%	-
Mitsubishi Outlander Sport	4,332	0.3%	0.1%	7,494	0.5%	0.2%	-42.2%	28,836	0.6%	0.3%	33,644	0.6%	0.3%	-14.3%
Hyundai Venue	7,161	0.5%	0.2%	1,077	0.1%	0.0%	564.9%	19,125	0.4%	0.2%	1,077	0.0%	0.0%	1675.8%
Kia Niro	4,202	0.3%	0.1%	6,505	0.5%	0.2%	-35.4%	17,434	0.3%	0.2%	24,467	0.4%	0.2%	-28.7%
Mazda CX-3	1,323	0.1%	0.0%	4,449	0.3%	0.1%	-70.3%	8,335	0.2%	0.1%	16,229	0.3%	0.1%	-48.6%
Fiat 500X	313	0.0%	0.0%	442	0.0%	0.0%	-29.2%	1,443	0.0%	0.0%	2,518	0.0%	0.0%	-42.7%
Fiat 500L	83	0.0%	0.0%	166	0.0%	0.0%	-50.0%	475	0.0%	0.0%	771	0.0%	0.0%	-38.4%
Nissan Juke	0	0.0%	0.0%	1	0.0%	0.0%	-100.0%	0	0.0%	0.0%	11	0.0%	0.0%	-100.0%
Total subcompact CUV	**255,515**	**17.5%**	**7.9%**	**218,140**	**15.2%**	**6.8%**	**17.1%**	**892,358**	**17.4%**	**8.0%**	**851,132**	**15.1%**	**6.9%**	**4.8%**
Toyota RAV4	127,813	8.7%	3.9%	123,449	8.6%	3.9%	3.5%	430,387	8.4%	3.9%	448,071	7.9%	3.6%	-3.9%
Honda CR-V	96,168	6.6%	3.0%	103,429	7.2%	3.2%	-7.0%	333,502	6.5%	3.0%	384,168	6.8%	3.1%	-13.2%
Chevrolet Equinox	79,267	5.4%	2.4%	92,092	6.4%	2.9%	-13.9%	270,994	5.3%	2.4%	346,048	6.1%	2.8%	-21.7%
Nissan Rogue	60,534	4.1%	1.9%	78,147	5.5%	2.4%	-22.5%	227,935	4.5%	2.0%	350,447	6.2%	2.8%	-35.0%
Ford Escape	46,743	3.2%	1.4%	47,587	3.3%	1.5%	-1.8%	178,496	3.5%	1.6%	241,388	4.3%	2.0%	-26.1%
Subaru Forester	42,914	2.9%	1.3%	48,732	3.4%	1.5%	-11.9%	176,996	3.5%	1.6%	180,179	3.2%	1.5%	-1.8%
Mazda CX-5	42,143	2.9%	1.3%	40,843	2.9%	1.3%	3.2%	146,420	2.9%	1.3%	154,545	2.7%	1.3%	-5.3%
Hyundai Tucson	32,518	2.2%	1.0%	34,520	2.4%	1.1%	-5.8%	123,657	2.4%	1.1%	137,381	2.4%	1.1%	-10.0%
Jeep Compass	30,160	2.1%	0.9%	33,263	2.3%	1.0%	-9.3%	107,969	2.1%	1.0%	143,934	2.5%	1.2%	-25.0%
Volkswagen Tiguan	25,126	1.7%	0.8%	24,667	1.7%	0.8%	1.9%	100,705	2.0%	0.9%	109,963	1.9%	0.9%	-8.4%
GMC Terrain	25,476	1.7%	0.8%	28,060	2.0%	0.9%	-9.2%	86,020	1.7%	0.8%	101,470	1.8%	0.8%	-15.2%
Kia Sportage	21,943	1.5%	0.7%	24,174	1.7%	0.8%	-9.2%	84,343	1.6%	0.8%	89,278	1.6%	0.7%	-5.5%
Dodge Journey	9,592	0.7%	0.3%	12,290	0.9%	0.4%	-22.0%	40,342	0.8%	0.4%	74,686	1.3%	0.6%	-46.0%
Buick Envision	8,474	0.6%	0.3%	8,380	0.6%	0.3%	1.1%	34,942	0.7%	0.3%	33,229	0.6%	0.3%	5.2%
Mitsubishi Eclipse Cross	1,544	0.1%	0.0%	3,802	0.3%	0.1%	-59.4%	10,319	0.2%	0.1%	19,661	0.3%	0.2%	-47.5%
Mini Countryman	3,064	0.2%	0.1%	3,329	0.2%	0.1%	-8.0%	9,394	0.2%	0.1%	14,522	0.3%	0.1%	-35.3%
Jeep Patriot	1	0.0%	0.0%	6	0.0%	0.0%	-83.3%	3	0.0%	0.0%	27	0.0%	0.0%	-88.9%
Total compact CUV	**653,480**	**44.7%**	**20.2%**	**706,770**	**49.3%**	**22.1%**	**-7.5%**	**2,362,424**	**46.1%**	**21.2%**	**2,828,997**	**50.0%**	**23.0%**	**-16.5%**
Subaru Outback	46,948	3.2%	1.4%	40,648	2.8%	1.3%	15.5%	153,294	3.0%	1.4%	181,178	3.2%	1.5%	-15.4%
Honda Pilot	33,811	2.3%	1.0%	31,039	2.2%	1.0%	8.9%	123,813	2.4%	1.1%	135,008	2.4%	1.1%	-8.3%
Ford Edge	32,024	2.2%	1.0%	37,621	2.6%	1.2%	-14.9%	108,886	2.1%	1.0%	138,515	2.5%	1.1%	-21.4%
Hyundai Santa Fe	30,337	2.1%	0.9%	31,054	2.2%	1.0%	-2.3%	100,757	2.0%	0.9%	127,373	2.3%	1.0%	-20.9%
Chevrolet Blazer	23,243	1.6%	0.7%	23,008	1.6%	0.7%	1.0%	94,599	1.8%	0.9%	58,115	1.0%	0.5%	62.8%
Kia Sorento	14,185	1.0%	0.4%	23,751	1.7%	0.7%	-40.3%	74,677	1.5%	0.7%	95,951	1.7%	0.8%	-22.2%
Nissan Murano	13,396	0.9%	0.4%	18,013	1.3%	0.6%	-25.6%	58,255	1.1%	0.5%	68,361	1.2%	0.6%	-14.8%
Nissan Pathfinder	11,054	0.8%	0.3%	16,349	1.1%	0.5%	-32.4%	48,579	0.9%	0.4%	65,691	1.2%	0.5%	-26.0%
Honda Passport	11,902	0.8%	0.4%	10,962	0.8%	0.3%	8.6%	39,567	0.8%	0.4%	36,085	0.6%	0.3%	9.6%
Mitsubishi Outlander	4,050	0.3%	0.1%	8,390	0.6%	0.3%	-51.7%	29,096	0.6%	0.3%	40,775	0.7%	0.3%	-28.6%
Toyota Venza	11,405	0.8%	0.4%	0	0.0%	0.0%	-	13,073	0.3%	0.1%	9	0.0%	0.0%	145155.6%
Total midsize CUV	**232,355**	**15.9%**	**7.2%**	**240,835**	**16.8%**	**7.5%**	**-3.5%**	**844,596**	**16.5%**	**7.6%**	**947,061**	**16.8%**	**7.7%**	**-10.8%**
Ford Explorer	66,008	4.5%	2.0%	51,284	3.6%	1.6%	28.7%	226,217	4.4%	2.0%	187,061	3.3%	1.5%	20.9%
Toyota Highlander	70,975	4.9%	2.2%	59,269	4.1%	1.9%	19.8%	212,276	4.1%	1.9%	239,438	4.2%	1.9%	-11.3%
Chevrolet Traverse	41,534	2.8%	1.3%	33,631	2.3%	1.0%	23.5%	125,546	2.5%	1.1%	147,122	2.6%	1.2%	-14.7%
Volkswagen Atlas	31,445	2.2%	1.0%	21,803	1.5%	0.7%	44.2%	87,362	1.7%	0.8%	81,508	1.4%	0.7%	7.2%
Hyundai Palisade	22,078	1.5%	0.7%	15,279	1.1%	0.5%	44.5%	82,661	1.6%	0.7%	28,736	0.5%	0.2%	187.7%
Kia Telluride	28,514	2.0%	0.9%	19,395	1.4%	0.6%	47.0%	75,129	1.5%	0.7%	58,604	1.0%	0.5%	28.2%
GMC Acadia	21,378	1.5%	0.7%	19,471	1.4%	0.6%	9.8%	72,537	1.4%	0.7%	99,429	1.8%	0.8%	-27.0%
Subaru Ascent	17,788	1.2%	0.5%	21,916	1.5%	0.7%	-18.8%	67,623	1.3%	0.6%	81,958	1.4%	0.7%	-17.5%
Buick Enclave	12,338	0.8%	0.4%	10,143	0.7%	0.3%	21.6%	38,480	0.8%	0.3%	51,156	0.9%	0.4%	-24.8%
Mazda CX-9	7,226	0.5%	0.2%	8,318	0.6%	0.3%	-13.1%	27,638	0.5%	0.2%	26,861	0.5%	0.2%	2.9%

U.S. Light-Truck Sales by Market-Class

	Q4 2020	Q4 segment share	Truck market share	Q4 2019	Q4 segment share	Truck market share	Q4 % change	12 mos. 2020	12 mos. segment share	12 mos. Truck share	12 mos. 2019	12 mos. segment share	12 mos. Truck share	12 mos. % change
Ford Flex	159	0.0%	0.0%	6,147	0.4%	0.2%	-97.4%	4,848	0.1%	0.0%	24,484	0.4%	0.2%	-80.2%
Total large CUV	**319,443**	**21.9%**	**9.9%**	**266,656**	**18.6%**	**8.3%**	**19.8%**	**1,020,317**	**19.9%**	**9.2%**	**1,026,357**	**18.2%**	**8.3%**	**-0.6%**
TOTAL CUV	**1,460,793**	**100.0%**	**45.1%**	**1,432,401**	**100.0%**	**44.7%**	**2.0%**	**5,119,695**	**100.0%**	**46.0%**	**5,653,547**	**100.0%**	**45.9%**	**-9.4%**
Infiniti QX30	2	0.0%	0.0%	204	0.1%	0.0%	-99.0%	148	0.0%	0.0%	3,229	0.3%	0.0%	-95.4%
Total subcompact premium CUV	**2**	**0.0%**	**0.0%**	**204**	**0.1%**	**0.0%**	**-99.0%**	**148**	**0.0%**	**0.0%**	**3,229**	**0.3%**	**0.0%**	**-95.4%**
BMW X3	23,541	6.5%	0.7%	20,382	5.6%	0.6%	15.5%	59,941	5.5%	0.5%	70,395	5.9%	0.6%	-14.9%
Lexus NX	19,855	5.5%	0.6%	18,641	5.2%	0.6%	6.5%	55,784	5.1%	0.5%	58,715	4.9%	0.5%	-5.0%
Acura RDX	14,997	4.1%	0.5%	17,918	5.0%	0.6%	-16.3%	52,785	4.8%	0.5%	62,876	5.2%	0.5%	-16.0%
Mercedes-Benz GLK/GLC	18,639	5.1%	0.6%	21,034	5.8%	0.7%	-11.4%	52,626	4.8%	0.5%	73,650	6.1%	0.6%	-28.5%
Audi Q3	9,951	2.7%	0.3%	8,735	2.4%	0.3%	13.9%	27,251	2.5%	0.2%	14,822	1.2%	0.1%	83.9%
Lincoln MKC	8,050	2.2%	0.2%	7,549	2.1%	0.2%	6.6%	26,227	2.4%	0.2%	25,815	2.1%	0.2%	1.6%
Mercedes-Benz GLA	8,839	2.4%	0.3%	7,005	1.9%	0.2%	26.2%	25,348	2.3%	0.2%	22,137	1.8%	0.2%	14.5%
Volvo XC40	8,198	2.3%	0.3%	4,431	1.2%	0.1%	85.0%	23,778	2.2%	0.2%	17,654	1.5%	0.1%	34.7%
Cadillac XT4	6,988	1.9%	0.2%	8,895	2.5%	0.3%	-21.4%	22,473	2.1%	0.2%	31,987	2.7%	0.3%	-29.7%
Infiniti QX50	6,316	1.7%	0.2%	5,006	1.4%	0.2%	26.2%	20,885	1.9%	0.2%	18,616	1.5%	0.2%	12.2%
Porsche Macan	5,424	1.5%	0.2%	6,476	1.8%	0.2%	-16.2%	18,631	1.7%	0.2%	22,667	1.9%	0.2%	-17.8%
Lexus UX	4,845	1.3%	0.1%	4,734	1.3%	0.1%	2.3%	16,962	1.6%	0.2%	16,725	1.4%	0.1%	1.4%
BMW X1	4,322	1.2%	0.1%	6,585	1.8%	0.2%	-34.4%	14,405	1.3%	0.1%	19,961	1.7%	0.2%	-27.8%
Land Rover Range Rover Evoque*	2,600	0.7%	0.1%	3,642	1.0%	0.1%	-28.6%	10,511	1.0%	0.1%	11,529	1.0%	0.1%	-8.8%
Alfa Romeo Stelvio	3,526	1.0%	0.1%	2,600	0.7%	0.1%	35.6%	10,284	0.9%	0.1%	9,444	0.8%	0.1%	8.9%
BMW X4	2,896	0.8%	0.1%	2,979	0.8%	0.1%	-2.8%	7,677	0.7%	0.1%	8,868	0.7%	0.1%	-13.4%
BMW X2	1,581	0.4%	0.0%	3,830	1.1%	0.1%	-58.7%	7,387	0.7%	0.1%	12,503	1.0%	0.1%	-40.9%
Jaguar E-Pace*	900	0.2%	0.0%	1,363	0.4%	0.0%	-34.0%	3,696	0.3%	0.0%	4,782	0.4%	0.0%	-22.7%
Total compact premium CUV	**151,468**	**41.8%**	**4.7%**	**151,805**	**42.0%**	**4.7%**	**-0.2%**	**456,651**	**41.9%**	**4.1%**	**503,146**	**41.9%**	**4.1%**	**-9.2%**
Lexus RX	34,808	9.6%	1.1%	34,866	9.6%	1.1%	-0.2%	101,059	9.3%	0.9%	111,036	9.2%	0.9%	-9.0%
BMW X5	18,657	5.1%	0.6%	17,804	4.9%	0.6%	4.8%	50,642	4.6%	0.5%	55,045	4.6%	0.4%	-8.0%
Audi Q5	21,065	5.8%	0.7%	18,380	5.1%	0.6%	14.6%	50,435	4.6%	0.5%	67,516	5.6%	0.5%	-25.3%
Mercedes-Benz GLE/M-Class	15,994	4.4%	0.5%	16,621	4.6%	0.5%	-3.8%	48,154	4.4%	0.4%	49,980	4.2%	0.4%	-3.7%
Acura MDX	15,263	4.2%	0.5%	14,788	4.1%	0.5%	3.2%	47,816	4.4%	0.4%	52,019	4.3%	0.4%	-8.1%
Cadillac XT5	10,950	3.0%	0.3%	11,168	3.1%	0.3%	-2.0%	35,223	3.2%	0.3%	49,879	4.2%	0.4%	-29.4%
Volvo XC60	11,616	3.2%	0.4%	8,407	2.3%	0.3%	38.2%	32,078	2.9%	0.3%	30,578	2.5%	0.2%	4.9%
Mercedes-Benz GLB	4,474	1.2%	0.1%	1,173	0.3%	0.0%	281.4%	23,183	2.1%	0.2%	1,173	0.1%	0.0%	1876.4%
Infiniti QX60	5,375	1.5%	0.2%	11,541	3.2%	0.4%	-53.4%	22,880	2.1%	0.2%	43,162	3.6%	0.4%	-47.0%
Lincoln Nautilus/MKX	6,690	1.8%	0.2%	7,727	2.1%	0.2%	-13.4%	22,742	2.1%	0.2%	31,711	2.6%	0.3%	-28.3%
Porsche Cayenne	5,939	1.6%	0.2%	4,670	1.3%	0.1%	27.2%	18,092	1.7%	0.2%	19,001	1.6%	0.2%	-4.8%
Land Rover Velar*	4,000	1.1%	0.1%	4,678	1.3%	0.1%	-14.5%	12,817	1.2%	0.1%	17,087	1.4%	0.1%	-25.0%
Audi Q8	4,395	1.2%	0.1%	3,972	1.1%	0.1%	10.7%	12,074	1.1%	0.1%	14,256	1.2%	0.1%	-15.3%
Jaguar F-Pace*	3,000	0.8%	0.1%	5,130	1.4%	0.2%	-41.5%	10,892	1.0%	0.1%	15,491	1.3%	0.1%	-29.7%
Land Rover Discovery Sport*	1,900	0.5%	0.1%	3,799	1.1%	0.1%	-50.0%	7,759	0.7%	0.1%	12,337	1.0%	0.1%	-37.1%
BMW X6	2,866	0.8%	0.1%	1,171	0.3%	0.0%	144.7%	7,313	0.7%	0.1%	4,337	0.4%	0.0%	68.6%
Genesis GV80	1,517	0.4%	0.0%	0	0.0%	0.0%	-	1,517	0.1%	0.0%	0	0.0%	0.0%	-
Volkswagen Touareg	14	0.0%	0.0%	9	0.0%	0.0%	55.6%	54	0.0%	0.0%	160	0.0%	0.0%	-66.3%
Infiniti QX70	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	6	0.0%	0.0%	-100.0%
Total midsize premium CUV	**168,523**	**46.5%**	**5.2%**	**165,904**	**45.9%**	**5.2%**	**1.6%**	**504,730**	**46.3%**	**4.5%**	**574,774**	**47.8%**	**4.7%**	**-12.2%**
Volvo XC90	11,716	3.2%	0.4%	10,851	3.0%	0.3%	8.0%	34,251	3.1%	0.3%	35,760	3.0%	0.3%	-4.2%
Audi Q7	8,588	2.4%	0.3%	10,100	2.8%	0.3%	-15.0%	25,371	2.3%	0.2%	34,649	2.9%	0.3%	-26.8%
Lincoln Aviator	7,280	2.0%	0.2%	6,424	1.8%	0.2%	13.3%	23,080	2.1%	0.2%	8,323	0.7%	0.1%	177.3%
Cadillac XT6	7,155	2.0%	0.2%	7,169	2.0%	0.2%	-0.2%	22,609	2.1%	0.2%	11,559	1.0%	0.1%	95.6%
BMW X7	7,044	1.9%	0.2%	7,834	2.2%	0.2%	-10.1%	20,579	1.9%	0.2%	21,574	1.8%	0.2%	-4.6%

U.S. Light-Truck Sales by Market-Class

	Q4 2020	Q4 segment share	Truck market share	Q4 2019	Q4 segment share	Truck market share	Q4 % change	12 mos. 2020	12 mos. segment share	12 mos. Truck share	12 mos. 2019	12 mos. segment share	12 mos. Truck share	12 mos. % change
Maserati (all models)*	672	0.2%	0.0%	1,017	0.3%	0.0%	-33.9%	2,688	0.2%	0.0%	4,060	0.3%	0.0%	-33.8%
Rolls-Royce Cullinan	153	0.0%	0.0%	195	0.1%	0.0%	-21.5%	612	0.1%	0.0%	780	0.1%	0.0%	-21.5%
Lincoln MKT	177	0.0%	0.0%	275	0.1%	0.0%	-35.6%	329	0.0%	0.0%	3,388	0.3%	0.0%	-90.3%
Total large premium CUV	**42,785**	**11.8%**	**1.3%**	**43,865**	**12.1%**	**1.4%**	**-2.5%**	**129,519**	**11.9%**	**1.2%**	**120,093**	**10.0%**	**1.0%**	**7.8%**
TOTAL PREMIUM CUV	**362,778**	**100.0%**	**11.2%**	**361,778**	**100.0%**	**11.3%**	**0.3%**	**1,091,048**	**100.0%**	**9.8%**	**1,201,242**	**100.0%**	**9.8%**	**-9.2%**
Jeep Grand Cherokee	56,930	15.7%	1.8%	57,929	16.7%	1.8%	-1.7%	209,786	17.4%	1.9%	242,969	17.2%	2.0%	-13.7%
Jeep Wrangler	51,109	14.1%	1.6%	52,012	15.0%	1.6%	-1.7%	201,311	16.7%	1.8%	228,032	16.1%	1.9%	-11.7%
Jeep Cherokee	37,936	10.4%	1.2%	42,048	12.1%	1.3%	-9.8%	135,855	11.3%	1.2%	191,397	13.6%	1.6%	-29.0%
Toyota 4Runner	42,225	11.6%	1.3%	36,192	10.4%	1.1%	16.7%	129,052	10.7%	1.2%	131,888	9.3%	1.1%	-2.2%
Ford Bronco Sport	5,120	1.4%	0.2%	0	0.0%	0.0%	-	5,120	0.4%	0.0%	0	0.0%	0.0%	-
Toyota FJ Cruiser	0	0.0%	0.0%	0	0.0%	0.0%	-	0	0.0%	0.0%	1	0.0%	0.0%	-100.0%
Total midsize SUV	**193,320**	**53.2%**	**6.0%**	**188,181**	**54.1%**	**5.9%**	**2.7%**	**681,124**	**56.5%**	**6.1%**	**794,287**	**56.2%**	**6.4%**	**-14.2%**
Chevrolet Tahoe	28,698	7.9%	0.9%	21,086	6.1%	0.7%	36.1%	88,238	7.3%	0.8%	101,189	7.2%	0.8%	-12.8%
Ford Expedition	26,091	7.2%	0.8%	24,267	7.0%	0.8%	7.5%	77,838	6.5%	0.7%	86,422	6.1%	0.7%	-9.9%
GMC Yukon/Yukon XL	24,759	6.8%	0.8%	20,966	6.0%	0.7%	18.1%	63,440	5.3%	0.6%	74,673	5.3%	0.6%	-15.0%
Dodge Durango	12,372	3.4%	0.4%	14,977	4.3%	0.5%	-17.4%	57,828	4.8%	0.5%	67,599	4.8%	0.5%	-14.5%
Chevrolet Suburban	13,577	3.7%	0.4%	10,242	2.9%	0.3%	32.6%	37,636	3.1%	0.3%	51,928	3.7%	0.4%	-27.5%
Nissan Armada	2,120	0.6%	0.1%	7,435	2.1%	0.2%	-71.5%	19,640	1.6%	0.2%	32,044	2.3%	0.3%	-38.7%
Toyota Sequoia	2,631	0.7%	0.1%	2,706	0.8%	0.1%	-2.8%	7,364	0.6%	0.1%	10,289	0.7%	0.1%	-28.4%
Total large SUV	**110,248**	**30.3%**	**3.4%**	**101,679**	**29.2%**	**3.2%**	**8.4%**	**351,984**	**29.2%**	**3.2%**	**424,144**	**30.0%**	**3.4%**	**-17.0%**
Lexus GX	9,942	2.7%	0.3%	8,569	2.5%	0.3%	16.0%	28,519	2.4%	0.3%	25,945	1.8%	0.2%	9.9%
Land Rover Discovery/LR4*	1,000	0.3%	0.0%	2,766	0.8%	0.1%	-63.8%	5,811	0.5%	0.1%	9,184	0.7%	0.1%	-36.7%
Total midsize premium SUV	***10,942***	***3.0%***	***0.3%***	***11,335***	***3.3%***	***0.4%***	***-3.5%***	***34,330***	***2.8%***	***0.3%***	***35,129***	***2.5%***	***0.3%***	***-2.3%***
Cadillac Escalade/Escalade ESV	9,454	2.6%	0.3%	8,889	2.6%	0.3%	6.4%	24,547	2.0%	0.2%	35,424	2.5%	0.3%	-30.7%
Mercedes-Benz GL/GLS	5,244	1.4%	0.2%	8,528	2.5%	0.3%	-38.5%	22,172	1.8%	0.2%	22,225	1.6%	0.2%	-0.2%
Land Rover Range Rover Sport*	7,000	1.9%	0.2%	7,884	2.3%	0.2%	-11.2%	20,054	1.7%	0.2%	25,768	1.8%	0.2%	-22.2%
Infiniti QX80	4,832	1.3%	0.1%	4,910	1.4%	0.2%	-1.6%	16,125	1.3%	0.1%	19,113	1.4%	0.2%	-15.6%
Lincoln Navigator	5,042	1.4%	0.2%	5,455	1.6%	0.2%	-7.6%	15,252	1.3%	0.1%	18,656	1.3%	0.2%	-18.2%
Land Rover Range Rover*	4,000	1.1%	0.1%	5,328	1.5%	0.2%	-24.9%	13,982	1.2%	0.1%	18,831	1.3%	0.2%	-25.8%
Land Rover Defender*	7,200	2.0%	0.2%	0	0.0%	0.0%	-	9,100	0.8%	0.1%	0	0.0%	0.0%	-
Mercedes-Benz G-Class	2,557	0.7%	0.1%	2,281	0.7%	0.1%	12.1%	7,723	0.6%	0.1%	7,348	0.5%	0.1%	5.1%
Lexus LX	1,636	0.5%	0.1%	1,385	0.4%	0.0%	18.1%	4,512	0.4%	0.0%	4,718	0.3%	0.0%	-4.4%
Toyota Land Cruiser	1,386	0.4%	0.0%	1,150	0.3%	0.0%	20.5%	3,147	0.3%	0.0%	3,536	0.3%	0.0%	-11.0%
Total Large premium SUV	***48,351***	***13.3%***	***1.5%***	***45,810***	***13.2%***	***1.4%***	***5.5%***	***136,614***	***11.3%***	***1.2%***	***155,619***	***11.0%***	***1.3%***	***-12.2%***
Total premium SUV	**59,293**	**16.3%**	**1.8%**	**57,145**	**16.4%**	**1.8%**	**3.8%**	**170,944**	**14.2%**	**1.5%**	**190,748**	**13.5%**	**1.5%**	**-10.4%**
Lamborghini Urus*	312	0.1%	0.0%	389	0.1%	0.0%	-19.8%	1,240	0.1%	0.0%	1,550	0.1%	0.0%	-20.0%
Bentley Bentayga*	201	0.1%	0.0%	363	0.1%	0.0%	-44.6%	801	0.1%	0.0%	1,450	0.1%	0.0%	-44.8%
Total super premium SUV	**513**	**0.1%**	**0.0%**	**752**	**0.2%**	**0.0%**	**-31.8%**	**2,041**	**0.2%**	**0.0%**	**3,000**	**0.2%**	**0.0%**	**-32.0%**
TOTAL SUV	**363,374**	**100.0%**	**11.2%**	**347,757**	**100.0%**	**10.9%**	**4.5%**	**1,206,093**	**100.0%**	**10.8%**	**1,412,179**	**100.0%**	**11.5%**	**-14.6%**
Tesla Model X*	11,000	59.4%	0.3%	5,815	0.4%	0.2%	89.2%	37,000	0.7%	0.3%	22,941	0.4%	0.2%	61.3%
Tesla Model Y*	5,000	27.0%	0.2%	0	0.0%	0.0%	-	31,300	0.6%	0.3%	0	0.0%	0.0%	-
Audi e-tron	2,034	11.0%	0.1%	1,829	21.6%	0.1%	11.2%	7,202	9.3%	0.1%	5,369	17.2%	0.0%	34.1%
Jaguar I-Pace	400	2.2%	0.0%	752	8.9%	0.0%	-46.8%	1,946	2.5%	0.0%	2,594	8.3%	0.0%	-25.0%
Hyundai Nexo	70	0.4%	0.0%	70	0.8%	0.0%	0.0%	208	0.3%	0.0%	267	0.9%	0.0%	-22.1%
Ford Mustang Mach-E	3	0.0%	0.0%	0	0.0%	0.0%	-	3	0.0%	0.0%	0	0.0%	0.0%	-
Total battery electric	**18,507**	**100.0%**	**0.6%**	**8,466**	**100.0%**	**0.3%**	**118.6%**	**77,659**	**100.0%**	**0.7%**	**31,171**	**100.0%**	**0.3%**	**149.1%**

U.S. Light-Truck Sales by Market-Class

	Q4 2020	Q4 segment share	Truck market share	Q4 2019	Q4 segment share	Truck market share	Q4 % change	12 mos. 2020	12 mos. segment share	12 mos. Truck share	12 mos. 2019	12 mos. segment share	12 mos. Truck share	12 mos. % change
TOTAL ALTERNATIVE POWER†	**18,507**	**100.0%**	**0.6%**	**8,466**	**100.0%**	**0.3%**	**118.6%**	**77,659**	**100.0%**	**0.7%**	**31,171**	**100.0%**	**0.3%**	**149.1%**
SEGMENT SUMMARY														
CUV	*1,460,793*		*45.1%*	*1,432,401*		*44.7%*	*2.0%*	*5,119,695*		*46.0%*	*5,653,547*		*45.9%*	*-9.4%*
Premium CUV	*362,778*		*11.2%*	*361,778*		*11.3%*	*0.3%*	*1,091,048*		*9.8%*	*1,201,242*		*9.8%*	*-9.2%*
Total CUV	1,823,571		56.3%	1,794,179		56.0%	1.6%	6,210,743		55.9%	6,854,789		55.7%	-9.4%
Pickup	833,375		25.7%	838,583		26.2%	-0.6%	2,934,706		26.4%	3,115,620		25.3%	-5.8%
SUV	363,374		11.2%	347,757		10.9%	4.5%	1,206,093		10.8%	1,412,179		11.5%	-14.6%
Van	199,605		6.2%	214,663		6.7%	-7.0%	689,783		6.2%	901,091		7.3%	-23.5%
Total Alternative power†	18,507		0.6%	8,466		0.3%	118.6%	77,659		0.7%	31,171		0.3%	149.1%
TOTAL LIGHT TRUCK‡	**3,238,432**		**100.0%**	**3,203,648**		**100.0%**	**1.1%**	**11,118,984**		**100.0%**	**12,314,850**		**100.0%**	**-9.7%**

*Estimate

†Segment includes vehicles that are sold exclusively with electrified powertrains

‡Includes Automotive News Data Center estimates.

Top 10 Sellers – Q4 & 12 months 2020

	Total Vehicle	Q4 2020
1	Ford F-Series	198,388
2	Chevrolet Silverado	176,708
3	Ram pickup	161,266
4	Toyota RAV4	127,813
5	Honda CR-V	96,168
6	Toyota Camry	89,403
7	Chevrolet Equinox	79,267
8	GMC Sierra	78,371
9	Toyota Tacoma	75,187
10	Toyota Highlander	70,975

	Car	Q4 2020
1	Toyota Camry	89,403
2	Toyota Corolla	70,965
3	Honda Civic	60,284
4	Honda Accord	54,167
5	Hyundai Sonata	23,871
6	Nissan Altima	40,906
7	Hyundai Elantra	30,372
8	Chevrolet Malibu	29,252
9	Volkswagen Jetta	25,182
10	Nissan Sentra	24,773

	Light-truck	Q4 2020
1	Ford F-Series	198,388
2	Chevrolet Silverado	176,708
3	Ram pickup	161,266
4	Toyota RAV4	127,813
5	Honda CR-V	96,168
6	Chevrolet Equinox	79,267
7	GMC Sierra	78,371
8	Toyota Tacoma	75,187
9	Toyota Highlander	70,975
10	Ford Explorer	66,008

	Total Vehicle	12 mos. 2020
1	Ford F-Series	787,422
2	Chevrolet Silverado	586,675
3	Ram pickup	563,676
4	Toyota RAV4	430,387
5	Honda CR-V	333,502
6	Toyota Camry	294,348
7	Chevrolet Equinox	270,994
8	Honda Civic	261,225
9	GMC Sierra	253,016
10	Toyota Tacoma	238,806

	Car	12 mos. 2020
1	Toyota Camry	294,348
2	Honda Civic	261,225
3	Toyota Corolla	237,178
4	Honda Accord	199,458
5	Nissan Altima	137,988
6	Ford Fusion	110,665
7	Hyundai Elantra	105,475
8	Chevrolet Malibu	102,651
9	Nissan Sentra	94,646
10	Kia Forte	84,997

	Light-truck	12 mos. 2020
1	Ford F-Series	787,422
2	Chevrolet Silverado	586,675
3	Ram pickup	563,676
4	Toyota RAV4	430,387
5	Honda CR-V	333,502
6	Chevrolet Equinox	270,994
7	GMC Sierra	253,016
8	Toyota Tacoma	238,806
9	Nissan Rogue	227,935
10	Ford Explorer	226,217

Winners/Losers - Q4 2020

Make	Q4 Percent change
Lotus*	42.9%
Alfa Romeo	23.2%
Volvo	18.6%
Tesla*	16.8%
Volkswagen	10.8%
GMC	10.4%
Toyota	10.1%
Mazda	7.7%
Porsche	6.4%
Cadillac	5.8%
Lexus	5.0%
Chrysler	4.9%
Bentley*	4.8%
Chevrolet	4.5%
Kia	4.0%
Subaru	0.3%
Scion	-
Smart	-
Fiat	-57.7%
Mitsubishi	-42.0%
Jaguar*	-36.2%
Maserati*	-34.8%
Infiniti	-31.2%
Dodge	-30.5%
Rolls-Royce*	-25.5%
Ferrari*	-24.3%
McLaren*	-21.1%
Genesis	-19.4%
Aston Martin*	-19.0%
Nissan	-18.0%
Lamborghini*	-12.8%
Ford	-10.2%
Buick	-10.0%
Honda	-9.1%
Mercedes-Benz	-8.9%
Acura	-7.3%
Lincoln	-7.0%
Ram	-4.9%
Audi	-4.8%
Mini	-3.6%
Jeep	-3.5%
BMW	-2.0%
Hyundai	-2.0%
Land Rover*	-1.4%

	Winners	Q4 Percent change
1	Alfa Romeo	23.2%
2	Volvo	18.6%
3	Volkswagen	10.8%
4	GMC	10.4%
5	Toyota	10.1%

	Losers	Q4 change
1	Fiat	-57.7%
2	Mitsubishi	-42.0%
3	Infiniti	-31.2%
4	Dodge	-30.5%
5	Genesis	-19.4%

Winners/Losers - 12 months 2020

Make	12 mos. Percent change
Lotus*	50.0%
Tesla*	20.3%
Bentley	4.7%
Volvo	1.8%
Alfa Romeo	1.6%
Mazda	0.2%
Scion	-
Smart	-
Fiat	-53.2%
Dodge	-36.8%
Maserati*	-34.7%
Nissan	-33.2%
Infiniti	-32.5%
Jaguar*	-29.8%
Mitsubishi	-27.8%
Rolls-Royce*	-25.5%
Ferrari*	-24.1%
Genesis	-22.8%
Mini	-22.4%
Buick	-21.4%
McLaren*	-20.9%
Aston Martin*	-19.0%
BMW	-17.5%
Cadillac	-17.1%
Audi	-16.7%
Honda	-16.6%
Ford	-15.9%
Land Rover*	-15.5%
Jeep	-13.9%
Chrysler	-13.0%
Acura	-13.0%
Lamborghini*	-12.7%
Subaru	-12.6%
Toyota	-11.9%
Chevrolet	-11.4%
Ram	-11.1%
Volkswagen	-10.3%
Hyundai	-9.7%
Mercedes-Benz	-8.9%
GMC	-8.8%
Lexus	-7.7%
Porsche	-6.9%
Lincoln	-6.1%
Kia	-4.8%

	Winners	12 mos. Percent change
1	Volvo	1.8%
2	Alfa Romeo	1.6%
3	Mazda	0.2%

	Losers	12 mos. change
1	Fiat	-53.2%
2	Dodge	-36.8%
3	Nissan	-33.2%
4	Infiniti	-32.5%
5	Mitsubishi	-27.8%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
ASTON MARTIN car (I)*	**408**	**504**	**-19.0%**	**1,632**	**2,016**	**-19.0%**
2 Series (I)	4,850	2,442	98.6%	14,616	8,330	75.5%
3 Series (I)	12,722	17,410	-26.9%	41,442	51,848	-20.1%
4 Series (I)	3,862	3,781	2.1%	9,495	21,439	-55.7%
5 Series (I)	11,087	9,479	17.0%	26,785	39,051	-31.4%
6 Series (I)	55	166	-66.9%	200	1,503	-86.7%
7 Series (I)	2,226	2,457	-9.4%	6,443	9,569	-32.7%
8 Series (I)	2,177	2,018	7.9%	7,737	4,410	75.4%
i3 (I)	640	1,342	-52.3%	1,508	4,980	-69.7%
i8 (I)	28	183	-84.7%	191	1,148	-83.4%
Z4 (I)	196	934	-79.0%	2,371	3,042	-22.1%
Total BMW car (I)	**37,843**	**40,212**	**-5.9%**	**110,788**	**145,320**	**-23.8%**
X1 (I)	4,322	6,585	-34.4%	14,405	19,961	-27.8%
X2 (I)	1,581	3,830	-58.7%	7,387	12,503	-40.9%
X3	23,541	20,382	15.5%	59,941	70,395	-14.9%
X4	2,896	2,979	-2.8%	7,677	8,868	-13.4%
X5	18,657	17,804	4.8%	50,642	55,045	-8.0%
X6	2,866	1,171	144.7%	7,313	4,337	68.6%
X7	7,044	7,834	-10.1%	20,579	21,574	-4.6%
BMW truck (D)	**55,004**	**50,170**	**9.6%**	**146,152**	**160,219**	**-8.8%**
BMW truck (I)	**5,903**	**10,415**	**-43.3%**	**21,792**	**32,464**	**-32.9%**
Total BMW truck	**60,907**	**60,585**	**0.5%**	**167,944**	**192,683**	**-12.8%**
BMW (D)	**55,004**	**50,170**	**9.6%**	**146,152**	**160,219**	**-8.8%**
BMW (I)	**43,746**	**50,627**	**-13.6%**	**132,580**	**177,784**	**-25.4%**
Total BMW	**98,750**	**100,797**	**-2.0%**	**278,732**	**338,003**	**-17.5%**
Cooper S (I)	5,485	5,535	-0.9%	18,744	21,750	-13.8%
Total Mini car (I)	**5,485**	**5,535**	**-0.9%**	**18,744**	**21,750**	**-13.8%**
Countryman (I)	3,064	3,329	-8.0%	9,394	14,522	-35.3%
Total Mini truck (I)	**3,064**	**3,329**	**-8.0%**	**9,394**	**14,522**	**-35.3%**
Total Mini	**8,549**	**8,864**	**-3.6%**	**28,138**	**36,272**	**-22.4%**
Rolls-Royce car (I)	162	228	-28.9%	648	912	-28.9%
Rolls-Royce truck (I)	153	195	-21.5%	612	780	-21.5%
Total Rolls-Royce (I)*	**315**	**423**	**-25.5%**	**1,260**	**1,692**	**-25.5%**
BMW of N.A. car	**43,490**	**45,975**	**-5.4%**	**130,180**	**167,982**	**-22.5%**
BMW of N.A. truck	**64,124**	**64,109**	**0.0%**	**177,950**	**207,985**	**-14.4%**
BMW of N.A. (D)	**55,004**	**50,170**	**9.6%**	**146,152**	**160,219**	**-8.8%**
BMW of N.A. (I)	**52,610**	**59,914**	**-12.2%**	**161,978**	**215,748**	**-24.9%**
BMW OF N.A.	**107,614**	**110,084**	**-2.2%**	**308,130**	**375,967**	**-18.0%**
FERRARI N.A. car (I)*	**543**	**717**	**-24.3%**	**2,172**	**2,860**	**-24.1%**
4C (I)	7	17	-58.8%	99	144	-31.3%
Giulia (I)	2,560	2,328	10.0%	8,203	8,704	-5.8%
Total Alfa Romeo car (I)	**2,567**	**2,345**	**9.5%**	**8,302**	**8,848**	**-6.2%**
Stelvio (I)	3,526	2,600	35.6%	10,284	9,444	8.9%
Total Alfa Romeo truck (I)	**3,526**	**2,600**	**35.6%**	**10,284**	**9,444**	**8.9%**
Total Alfa Romeo (I)	**6,093**	**4,945**	**23.2%**	**18,586**	**18,292**	**1.6%**
200	2	3	-33.3%	9	48	-81.3%
300	5,100	5,520	-7.6%	16,653	29,213	-43.0%
Total Chrysler car	**5,102**	**5,523**	**-7.6%**	**16,662**	**29,261**	**-43.1%**
Pacifica	29,512	27,481	7.4%	93,802	97,705	-4.0%
Town & Country	0	1	0.0%	0	5	0.0%
Total Chrysler truck	**29,512**	**27,482**	**7.4%**	**93,802**	**97,710**	**-4.0%**
Total Chrysler	**34,614**	**33,005**	**4.9%**	**110,464**	**126,971**	**-13.0%**
Avenger	0	0	0.0%	0	1	0.0%
Challenger	14,605	14,298	2.1%	52,955	60,997	-13.2%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Charger	23,794	25,829	-7.9%	77,425	96,935	-20.1%
Dart	1	2	-50.0%	7	15	-53.3%
Viper	2	0	0.0%	4	5	-20.0%
Total Dodge car	**38,402**	**40,129**	**-4.3%**	**130,391**	**157,953**	**-17.4%**
Grand Caravan	2,612	23,245	-88.8%	38,767	122,648	-68.4%
Durango	12,372	14,977	-17.4%	57,828	67,599	-14.5%
Journey	9,592	12,290	-22.0%	40,342	74,686	-46.0%
Total Dodge truck	**24,576**	**50,512**	**-51.3%**	**136,937**	**264,933**	**-48.3%**
Total Dodge	**62,978**	**90,641**	**-30.5%**	**267,328**	**422,886**	**-36.8%**
Cargo van	0	0	0.0%	1	0	0.0%
ProMaster	17,060	15,108	12.9%	50,556	56,409	-10.4%
ProMaster City (I)	2,971	2,968	0.1%	10,409	12,920	-19.4%
Ram pickup	161,266	172,579	-6.6%	563,676	633,694	-11.0%
Ram truck (D)	**178,326**	**187,687**	**-5.0%**	**614,233**	**690,103**	**-11.0%**
Ram truck (I)	**2,971**	**2,968**	**0.1%**	**10,409**	**12,920**	**-19.4%**
Total Ram truck	**181,297**	**190,655**	**-4.9%**	**624,642**	**703,023**	**-11.1%**
Total Dodge/Ram	***244,275***	***281,296***	***-13.2%***	***891,970***	***1,125,909***	***-20.8%***
500	12	699	-98.3%	674	3,267	-79.4%
Spider (I)	326	430	-24.2%	1,711	2,644	-35.3%
Fiat car (D)	**12**	**699**	**-98.3%**	**674**	**3,267**	**-79.4%**
Fiat car (I)	**326**	**430**	**-24.2%**	**1,711**	**2,644**	**-35.3%**
Total Fiat car	**338**	**1,129**	**-70.1%**	**2,385**	**5,911**	**-59.7%**
500L (I)	83	166	-50.0%	475	771	-38.4%
500X (I)	313	442	-29.2%	1,443	2,518	-42.7%
Total Fiat truck (I)	**396**	**608**	**-34.9%**	**1,918**	**3,289**	**-41.7%**
Fiat (D)	**12**	**699**	**-98.3%**	**674**	**3,267**	**-79.4%**
Fiat (I)	**722**	**1,038**	**-30.4%**	**3,629**	**5,933**	**-38.8%**
Total Fiat	**734**	**1,737**	**-57.7%**	**4,303**	**9,200**	**-53.2%**
Cherokee	37,936	42,048	-9.8%	135,855	191,397	-29.0%
Compass	30,160	33,263	-9.3%	107,969	143,934	-25.0%
Gladiator	20,552	16,663	23.3%	77,542	40,047	93.6%
Grand Cherokee	56,930	57,929	-1.7%	209,786	242,969	-13.7%
Patriot	1	6	-83.3%	3	27	-88.9%
Renegade (I)	17,027	19,615	-13.2%	62,847	76,885	-18.3%
Wrangler	51,109	52,012	-1.7%	201,311	228,032	-11.7%
Jeep truck (D)	**196,688**	**201,921**	**-2.6%**	**732,466**	**846,406**	**-13.5%**
Jeep truck (I)	**17,027**	**19,615**	**-13.2%**	**62,847**	**76,885**	**-18.3%**
Total Jeep truck	**213,715**	**221,536**	**-3.5%**	**795,313**	**923,291**	**-13.9%**
FCA US car	***46,409***	***49,126***	***-5.5%***	***157,740***	***201,973***	***-21.9%***
FCA US truck	***453,022***	***493,393***	***-8.2%***	***1,662,896***	***2,001,690***	***-16.9%***
FCA US (D)	***472,618***	***513,953***	***-8.0%***	***1,725,165***	***2,089,633***	***-17.4%***
FCA US (I)	***26,813***	***28,566***	***-6.1%***	***95,471***	***114,030***	***-16.3%***
FCA US	***499,431***	***542,519***	***-7.9%***	***1,820,636***	***2,203,663***	***-17.4%***
Maserati car (I)	861	1,335	*-35.5%*	3,444	5,333	*-35.4%*
Maserati truck (I)	672	1,017	*-33.9%*	2,688	4,060	*-33.8%*
Total Maserati*	**1,533**	**2,352**	***-34.8%***	**6,132**	**9,393**	***-34.7%***
Fiat Chrysler Automobiles car	**47,270**	**50,461**	**-6.3%**	**161,184**	**207,306**	**-22.2%**
Fiat Chrysler Automobiles truck	**453,694**	**494,410**	**-8.2%**	**1,665,584**	**2,005,750**	**-17.0%**
Fiat Chrysler Automobiles (D)	**472,618**	**513,953**	**-8.0%**	**1,725,165**	**2,089,633**	**-17.4%**
Fiat Chrysler Automobiles (I)	**28,346**	**30,918**	**-8.3%**	**101,603**	**123,423**	**-17.7%**
FIAT CHRYSLER AUTOMOBILES	**500,964**	**544,871**	**-8.1%**	**1,826,768**	**2,213,056**	**-17.5%**
C-Max	0	0	0.0%	0	38	0.0%
Fiesta	62	7,315	-99.2%	3,354	60,148	-94.4%
Focus	0	0	0.0%	0	12,480	0.0%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Fusion	20,001	32,137	-37.8%	110,665	166,045	-33.4%
GT	28	42	-33.3%	175	229	-23.6%
Mustang	13,453	17,124	-21.4%	61,090	72,489	-15.7%
Taurus	0	857	0.0%	0	13,351	0.0%
Total Ford car	**33,544**	**57,475**	**-41.6%**	**175,284**	**324,780**	**-46.0%**
Bronco Sport	5,120	0	0.0%	5,120	0	0.0%
E-Series van	11,815	12,837	-8.0%	37,001	45,063	-17.9%
EcoSport (I)	13,345	14,051	-5.0%	60,545	64,708	-6.4%
Edge	32,024	37,621	-14.9%	108,886	138,515	-21.4%
Escape	46,743	47,587	-1.8%	178,496	241,388	-26.1%
Expedition	26,091	24,267	7.5%	77,838	86,422	-9.9%
Explorer	66,008	51,284	28.7%	226,217	187,061	20.9%
F-Series	198,388	233,952	-15.2%	787,422	896,526	-12.2%
Flex	159	6,147	-97.4%	4,848	24,484	-80.2%
Mustang Mach-E	3	0	0.0%	3	0	0.0%
Ranger	27,148	33,059	-17.9%	101,486	89,571	13.3%
Transit	37,886	36,885	2.7%	131,556	153,868	-14.5%
Transit Connect (I)	9,355	10,208	-8.4%	34,596	41,598	-16.8%
Ford truck (D)	**451,385**	**483,639**	**-6.7%**	**1,658,873**	**1,862,898**	**-11.0%**
Ford truck (I)	**22,700**	**24,259**	**-6.4%**	**95,141**	**106,306**	**-10.5%**
Total Ford truck	**474,085**	**507,898**	**-6.7%**	**1,754,014**	**1,969,204**	**-10.9%**
Ford (D)	**484,929**	**541,114**	**-10.4%**	**1,834,157**	**2,187,678**	**-16.2%**
Ford (I)	**22,700**	**24,259**	**-6.4%**	**95,141**	**106,306**	**-10.5%**
Total Ford	**507,629**	**565,373**	**-10.2%**	**1,929,298**	**2,293,984**	**-15.9%**
Continental	1,390	1,845	-24.7%	5,262	6,586	-20.1%
MKZ	2,385	4,080	-41.5%	12,518	17,725	-29.4%
Total Lincoln car	**3,775**	**5,925**	**-36.3%**	**17,780**	**24,311**	**-26.9%**
Aviator	7,280	6,424	13.3%	23,080	8,323	177.3%
Corsair/MKC	8,050	7,549	6.6%	26,227	25,815	1.6%
MKT	177	275	-35.6%	329	3,388	-90.3%
Nautilus/MKX	6,690	7,727	-13.4%	22,742	31,711	-28.3%
Navigator	5,042	5,455	-7.6%	15,252	18,656	-18.2%
Total Lincoln truck	**27,239**	**27,430**	**-0.7%**	**87,630**	**87,893**	**-0.3%**
Total Lincoln	**31,014**	**33,355**	**-7.0%**	**105,410**	**112,204**	**-6.1%**
Ford Motor Co. car	**37,319**	**63,400**	**-41.1%**	**193,064**	**349,091**	**-44.7%**
Ford Motor Co. truck	**501,324**	**535,328**	**-6.4%**	**1,841,644**	**2,057,097**	**-10.5%**
Ford Motor Co. (D)	**515,943**	**574,469**	**-10.2%**	**1,939,567**	**2,299,882**	**-15.7%**
Ford Motor Co. (I)	**22,700**	**24,259**	**-6.4%**	**95,141**	**106,306**	**-10.5%**
FORD MOTOR CO.	**538,643**	**598,728**	**-10.0%**	**2,034,708**	**2,406,188**	**-15.4%**
Cascada (I)	0	77	0.0%	12	2,535	-99.5%
LaCrosse	14	463	-97.0%	230	7,241	-96.8%
Regal	59	1,514	-96.1%	2,484	10,363	-76.0%
Verano	0	0	0.0%	0	3	0.0%
Buick car (D)	**73**	**1,977**	**-96.3%**	**2,714**	**17,607**	**-84.6%**
Buick car (I)	**0**	**77**	**0.0%**	**12**	**2,535**	**-99.5%**
Total Buick car	**73**	**2,054**	**-96.4%**	**2,726**	**20,142**	**-86.5%**
Enclave	12,338	10,143	21.6%	38,480	51,156	-24.8%
Encore (I)	6,338	28,497	-77.8%	41,752	102,402	-59.2%
Encore GX (I)	16,965	0	0.0%	44,841	0	0.0%
Envision (I)	8,474	8,380	1.1%	34,942	33,229	5.2%
Buick truck (D)	**12,338**	**10,143**	**21.6%**	**38,480**	**51,156**	**-24.8%**
Buick truck (I)	**31,777**	**36,877**	**-13.8%**	**121,535**	**135,631**	**-10.4%**
Total Buick truck	**44,115**	**47,020**	**-6.2%**	**160,015**	**186,787**	**-14.3%**
Buick (D)	**12,411**	**12,120**	**2.4%**	**41,194**	**68,763**	**-40.1%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Buick (I)	**31,777**	**36,954**	**-14.0%**	**121,547**	**138,166**	**-12.0%**
Total Buick	**44,188**	**49,074**	**-10.0%**	**162,741**	**206,929**	**-21.4%**
ATS	6	83	-92.8%	116	1,134	-89.8%
CT4	2,721	0	0.0%	4,889	0	0.0%
CT5	5,135	43	11841.9%	14,711	43	34111.6%
CT6	145	2,276	-93.6%	3,117	7,951	-60.8%
CTS	135	966	-86.0%	611	6,965	-91.2%
XTS	220	1,062	-79.3%	1,199	11,304	-89.4%
Total Cadillac car	**8,362**	**4,430**	**88.8%**	**24,643**	**27,397**	**-10.1%**
Escalade/Escalade ESV	9,454	8,889	6.4%	24,547	35,424	-30.7%
XT4	6,988	8,895	-21.4%	22,473	31,987	-29.7%
XT5	10,950	11,168	-2.0%	35,223	49,879	-29.4%
XT6	7,155	7,169	-0.2%	22,609	11,559	95.6%
Total Cadillac truck	**34,547**	**36,121**	**-4.4%**	**104,852**	**128,849**	**-18.6%**
Total Cadillac	**42,909**	**40,551**	**5.8%**	**129,495**	**156,246**	**-17.1%**
Bolt	6,701	3,307	102.6%	20,754	16,418	26.4%
Camaro	7,549	11,474	-34.2%	29,775	48,265	-38.3%
Caprice (I)	0	0	0.0%	0	7	0.0%
Corvette	8,992	3,491	157.6%	21,626	17,988	20.2%
Cruze	30	2,699	-98.9%	784	47,975	-98.4%
Impala	1,028	9,545	-89.2%	9,942	44,978	-77.9%
Malibu	29,252	34,314	-14.8%	102,651	131,917	-22.2%
Sonic	2,208	3,339	-33.9%	13,007	13,971	-6.9%
Spark (I)	10,442	11,016	-5.2%	33,478	31,281	7.0%
SS (I)	0	1	0.0%	0	3	0.0%
Volt	4	370	-98.9%	71	4,910	-98.6%
Chevrolet car (D)	**55,764**	**68,539**	**-18.6%**	**198,610**	**326,422**	**-39.2%**
Chevrolet car (I)	**10,442**	**11,017**	**-5.2%**	**33,478**	**31,291**	**7.0%**
Total Chevrolet car	**66,206**	**79,556**	**-16.8%**	**232,088**	**357,713**	**-35.1%**
Blazer	23,243	23,008	1.0%	94,599	58,115	62.8%
City Express	0	0	0.0%	0	138	0.0%
Colorado	27,709	25,484	8.7%	96,238	122,304	-21.3%
Equinox	79,267	92,092	-13.9%	270,994	346,048	-21.7%
Express van	17,941	16,652	7.7%	55,131	77,457	-28.8%
Silverado	176,708	161,323	9.5%	586,675	570,639	2.8%
Suburban	13,577	10,242	32.6%	37,636	51,928	-27.5%
Tahoe	28,698	21,086	36.1%	88,238	101,189	-12.8%
Trailblazer	17,268	0	0.0%	34,292	0	0.0%
Traverse	41,534	33,631	23.5%	125,546	147,122	-14.7%
Trax	26,106	33,039	-21.0%	106,299	116,816	-9.0%
Total Chevrolet truck	**452,051**	**416,557**	**8.5%**	**1,495,648**	**1,591,756**	**-6.0%**
Chevrolet (D)	**507,815**	**485,096**	**4.7%**	**1,694,258**	**1,918,178**	**-11.7%**
Chevrolet (I)	**10,442**	**11,017**	**-5.2%**	**33,478**	**31,291**	**7.0%**
Total Chevrolet	**518,257**	**496,113**	**4.5%**	**1,727,736**	**1,949,469**	**-11.4%**
Acadia	21,378	19,471	9.8%	72,537	99,429	-27.0%
Canyon	9,007	6,525	38.0%	25,190	32,825	-23.3%
Savana van	3,099	3,136	-1.2%	15,108	24,226	-37.6%
Sierra	78,371	68,722	14.0%	253,016	232,323	8.9%
Terrain	25,476	28,060	-9.2%	86,020	101,470	-15.2%
Yukon/Yukon XL	24,759	20,966	18.1%	63,440	74,673	-15.0%
Total GMC truck	**162,090**	**146,880**	**10.4%**	**515,311**	**564,946**	**-8.8%**
General Motors car	**74,641**	**86,040**	**-13.2%**	**259,457**	**405,252**	**-36.0%**
General Motors truck	**692,803**	**646,578**	**7.1%**	**2,275,826**	**2,472,338**	**-7.9%**
General Motors (D)	**725,225**	**684,647**	**5.9%**	**2,380,258**	**2,708,133**	**-12.1%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
General Motors (I)	**42,219**	**47,971**	**-12.0%**	**155,025**	**169,457**	**-8.5%**
GENERAL MOTORS	**767,444**	**732,618**	**4.8%**	**2,535,283**	**2,877,590**	**-11.9%**
ILX	4,081	3,988	2.3%	13,414	14,685	-8.7%
NSX	45	36	25.0%	128	238	-46.2%
RL/RLX (I)	279	220	26.8%	1,055	1,019	3.5%
TLX	6,664	7,622	-12.6%	21,785	26,548	-17.9%
Acura car (D)	**10,790**	**11,646**	**-7.4%**	**35,327**	**41,471**	**-14.8%**
Acura car (I)	**279**	**220**	**26.8%**	**1,055**	**1,019**	**3.5%**
Total Acura car	**11,069**	**11,866**	**-6.7%**	**36,382**	**42,490**	**-14.4%**
MDX	15,263	14,788	3.2%	47,816	52,019	-8.1%
RDX	14,997	17,918	-16.3%	52,785	62,876	-16.0%
Total Acura truck	**30,260**	**32,706**	**-7.5%**	**100,601**	**114,895**	**-12.4%**
Acura (D)	**41,050**	**44,352**	**-7.4%**	**135,928**	**156,366**	**-13.1%**
Acura (I)	**279**	**220**	**26.8%**	**1,055**	**1,019**	**3.5%**
Total Acura	**41,329**	**44,572**	**-7.3%**	**136,983**	**157,385**	**-13.0%**
Accord (D)	*54,167*	*63,104*	-14.2%	*199,454*	*267,562*	-25.5%
Accord (I)	*0*	*0*	0.0%	*4*	*5*	-20.0%
Total Accord	54,167	63,104	-14.2%	199,458	267,567	-25.5%
Civic (D)	*49,933*	*55,254*	-9.6%	*209,137*	*235,071*	-11.0%
Civic (I)	*10,351*	*14,912*	-30.6%	*52,088*	*90,579*	-42.5%
Total Civic	60,284	70,166	-14.1%	261,225	325,650	-19.8%
Clarity (I)	1,617	2,295	-29.5%	4,215	11,654	-63.8%
CR-Z (I)	0	0	0.0%	1	2	-50.0%
Fit (D)	*8,100*	*8,146*	*-0.6%*	*32,485*	*35,408*	*-8.3%*
Fit (I)	*0*	*0*	*0.0%*	*3*	*6*	*-50.0%*
Total Fit	8,100	8,146	-0.6%	32,488	35,414	-8.3%
Insight (D)	*3,688*	*4,902*	*-24.8%*	*15,932*	*23,685*	*-32.7%*
Insight (I)	*0*	*0*	*0.0%*	*0*	*1*	*0.0%*
Total Insight	3,688	4,902	-24.8%	15,932	23,686	-32.7%
Honda car (D)	**115,888**	**131,406**	**-11.8%**	**457,008**	**561,726**	**-18.6%**
Honda car (I)	**11,968**	**17,207**	**-30.4%**	**56,311**	**102,247**	**-44.9%**
Total Honda car	**127,856**	**148,613**	**-14.0%**	**513,319**	**663,973**	**-22.7%**
CR-V (D)	*96,167*	*101,311*	-5.1%	332,859	361,893	-8.0%
CR-V (I)	*1*	*2,118*	-100.0%	*643*	*22,275*	-97.1%
Total CR-V	96,168	103,429	-7.0%	333,502	384,168	-13.2%
HR-V	22,228	28,790	-22.8%	84,027	99,104	-15.2%
Odyssey	23,718	24,855	-4.6%	83,409	99,113	-15.8%
Passport	11,902	10,962	8.6%	39,567	36,085	9.6%
Pilot	33,811	31,039	8.9%	123,813	135,008	-8.3%
Ridgeline	9,056	9,701	-6.6%	32,168	33,334	-3.5%
Honda truck (D)	**196,882**	**206,658**	**-4.7%**	**695,843**	**764,537**	**-9.0%**
Honda truck (I)	**1**	**2,118**	**-100.0%**	**643**	**22,275**	**-97.1%**
Total Honda truck	**196,883**	**208,776**	**-5.7%**	**696,486**	**786,812**	**-11.5%**
Honda (D)	**312,770**	**338,064**	**-7.5%**	**1,152,851**	**1,326,263**	**-13.1%**
Honda (I)	**11,969**	**19,325**	**-38.1%**	**56,954**	**124,522**	**-54.3%**
Total Honda	**324,739**	**357,389**	**-9.1%**	**1,209,805**	**1,450,785**	**-16.6%**
American Honda car	**138,925**	**160,479**	**-13.4%**	**549,701**	**706,463**	**-22.2%**
American Honda truck	**227,143**	**241,482**	**-5.9%**	**797,087**	**901,707**	**-11.6%**
American Honda (D)	**353,820**	**382,416**	**-7.5%**	**1,288,779**	**1,482,629**	**-13.1%**
American Honda (I)	**12,248**	**19,545**	**-37.3%**	**58,009**	**125,541**	**-53.8%**
AMERICAN HONDA	**366,068**	**401,961**	**-8.9%**	**1,346,788**	**1,608,170**	**-16.3%**
G70 (I)	2,312	3,395	-31.9%	9,436	11,901	-20.7%
G80 (I)	757	2,231	-66.1%	3,359	7,094	-52.7%
G90 (I)	513	698	-26.5%	2,072	2,238	-7.4%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Total Genesis car (I)	**3,582**	**6,324**	**-43.4%**	**14,867**	**21,233**	**-30.0%**
GV80 (I)	1,517	0	0.0%	1,517	0	0.0%
Total Genesis truck (I)	**1,517**	**0**	**0.0%**	**1,517**	**0**	**0.0%**
Total Genesis	**5,099**	**6,324**	**-19.4%**	**16,384**	**21,233**	**-22.8%**
Accent (I)	3,660	5,613	-34.8%	15,975	25,628	-37.7%
Elantra	30,372	49,625	-38.8%	105,475	175,094	-39.8%
Ioniq (I)	4,331	5,428	-20.2%	13,570	19,574	-30.7%
Sonata	23,871	19,098	25.0%	76,997	87,466	-12.0%
Veloster (I)	1,006	2,463	-59.2%	7,591	12,849	-40.9%
Hyundai car (D)	**54,243**	**68,723**	**-21.1%**	**182,472**	**262,560**	**-30.5%**
Hyundai car (I)	**8,997**	**13,504**	**-33.4%**	**37,136**	**58,051**	**-36.0%**
Total Hyundai car	**63,240**	**82,227**	**-23.1%**	**219,608**	**320,611**	**-31.5%**
Kona (I)	23,440	18,188	28.9%	76,253	73,326	4.0%
Nexo (I)	70	70	0.0%	208	267	-22.1%
Palisade (I)	22,078	15,279	44.5%	82,661	28,736	187.7%
Santa Fe	30,337	31,054	-2.3%	100,757	127,373	-20.9%
Tucson (I)	32,518	34,520	-5.8%	123,657	137,381	-10.0%
Venue (I)	7,161	1,077	564.9%	19,125	1,077	1675.8%
Hyundai truck (D)	**30,337**	**31,054**	**-2.3%**	**100,757**	**127,373**	**-20.9%**
Hyundai truck (I)	**85,267**	**69,134**	**23.3%**	**301,904**	**240,787**	**25.4%**
Total Hyundai truck	**115,604**	**100,188**	**15.4%**	**402,661**	**368,160**	**9.4%**
Hyundai (D)	**84,580**	**99,777**	**-15.2%**	**283,229**	**389,933**	**-27.4%**
Hyundai (I)	**94,264**	**82,638**	**14.1%**	**339,040**	**298,838**	**13.5%**
Total Hyundai	**178,844**	**182,415**	**-2.0%**	**622,269**	**688,771**	**-9.7%**
Hyundai Motor America car	***66,822***	***88,551***	***-24.5%***	***234,475***	***341,844***	***-31.4%***
Hyundai Motor America truck	***117,121***	***100,188***	***16.9%***	***404,178***	***368,160***	***9.8%***
Hyundai Motor America (D)	***84,580***	***99,777***	***-15.2%***	***283,229***	***389,933***	***-27.4%***
Hyundai Motor America (I)	***99,363***	***88,962***	***11.7%***	***355,424***	***320,071***	***11.0%***
Hyundai Motor America	***183,943***	***188,739***	***-2.5%***	***638,653***	***710,004***	***-10.0%***
Cadenza (I)	343	574	-40.2%	1,265	1,630	-22.4%
Forte (I)	22,086	22,324	-1.1%	84,997	95,609	-11.1%
K5	20,994	0	0.0%	31,656	0	0.0%
K900 (I)	96	79	21.5%	305	390	-21.8%
Optima	383	20,957	-98.2%	48,484	96,623	-49.8%
Rio (I)	5,884	5,775	1.9%	23,927	24,961	-4.1%
Soul (I)	16,531	20,406	-19.0%	71,862	98,033	-26.7%
Stinger (I)	2,764	3,445	-19.8%	12,556	13,861	-9.4%
Kia car (D)	**21,377**	**20,957**	**2.0%**	**80,140**	**96,623**	**-17.1%**
Kia car (I)	**47,704**	**52,603**	**-9.3%**	**194,912**	**234,484**	**-16.9%**
Total Kia car	**69,081**	**73,560**	**-6.1%**	**275,052**	**331,107**	**-16.9%**
Niro (I)	4,202	6,505	-35.4%	17,434	24,467	-28.7%
Sedona (I)	3,059	4,355	-29.8%	13,190	15,931	-17.2%
Seltos (I)	16,771	0	0.0%	46,280	0	0.0%
Sorento	14,185	23,751	-40.3%	74,677	95,951	-22.2%
Sportage (I)	21,943	24,174	-9.2%	84,343	89,278	-5.5%
Telluride	28,514	19,395	47.0%	75,129	58,604	28.2%
Kia truck (D)	**42,699**	**43,146**	**-1.0%**	**149,806**	**154,555**	**-3.1%**
Kia truck (I)	**45,975**	**35,034**	**31.2%**	**161,247**	**129,676**	**24.3%**
Total Kia truck	**88,674**	**78,180**	**13.4%**	**311,053**	**284,231**	**9.4%**
Kia Motors America (D)	***64,076***	***64,103***	***0.0%***	**229,946**	**251,178**	***-8.5%***
Kia Motors America (I)	***93,679***	***87,637***	***6.9%***	**356,159**	**364,160**	***-2.2%***
Kia Motors America	***157,755***	***151,740***	***4.0%***	**586,105**	**615,338**	***-4.8%***
Hyundai-Kia car	**135,903**	**162,111**	**-16.2%**	**509,527**	**672,951**	**-24.3%**
Hyundai-Kia truck	**205,795**	**178,368**	**15.4%**	**715,231**	**652,391**	**9.6%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Hyundai-Kia (D)	**148,656**	**163,880**	**-9.3%**	**513,175**	**641,111**	**-20.0%**
Hyundai-Kia (I)	**193,042**	**176,599**	**9.3%**	**711,583**	**684,231**	**4.0%**
HYUNDAI-KIA	**341,698**	**340,479**	**0.4%**	**1,224,758**	**1,325,342**	**-7.6%**
F-Type (I)	500	476	5.0%	1,700	2,279	-25.4%
XE (I)	400	508	-21.3%	1,686	3,551	-52.5%
XF (I)	200	153	30.7%	749	1,187	-36.9%
XJ (I)	100	237	-57.8%	1,117	1,167	-4.3%
Total Jaguar car (I)	**1,200**	**1,374**	**-12.7%**	**5,252**	**8,184**	**-35.8%**
E-Pace (I)	900	1,363	-34.0%	3,696	4,782	-22.7%
F-Pace (I)	3,000	5,130	-41.5%	10,892	15,491	-29.7%
I-Pace (I)	400	752	-46.8%	1,946	2,594	-25.0%
Total Jaguar truck (I)	**4,300**	**7,245**	**-40.6%**	**16,534**	**22,867**	**-27.7%**
Total Jaguar	**5,500**	**8,619**	**-36.2%**	**21,786**	**31,051**	**-29.8%**
Defender (I)	7,200	0	0.0%	9,100	0	0.0%
Discovery/LR4 (I)	1,000	2,766	-63.8%	5,811	9,184	-36.7%
Discovery Sport (I)	1,900	3,799	-50.0%	7,759	12,337	-37.1%
Range Rover (I)	4,000	5,328	-24.9%	13,982	18,831	-25.8%
Range Rover Evoque (I)	2,600	3,642	-28.6%	10,511	11,529	-8.8%
Range Rover Sport (I)	7,000	7,884	-11.2%	20,054	25,768	-22.2%
Range Rover Velar (I)	4,000	4,678	-14.5%	12,817	17,087	-25.0%
Total Land Rover truck (I)	**27,700**	**28,097**	**-1.4%**	**80,034**	**94,736**	**-15.5%**
Jaguar Land Rover car	**1,200**	**1,374**	**-12.7%**	**5,252**	**8,184**	**-35.8%**
Jaguar Land Rover truck	**32,000**	**35,342**	**-9.5%**	**96,568**	**117,603**	**-17.9%**
JAGUAR LAND ROVER N.A.	**33,200**	**36,716**	**-9.6%**	**101,820**	**125,787**	**-19.1%**
LOTUS car (I)*	**30**	**21**	**42.9%**	**126**	**84**	**50.0%**
Mazda3 (I)	8,439	10,235	-17.5%	33,608	50,741	-33.8%
Mazda6 (I)	4,239	4,239	0.0%	16,204	21,524	-24.7%
MX-5 Miata (I)	2,155	1,402	53.7%	8,807	7,753	13.6%
Total Mazda car (I)	**14,833**	**15,876**	**-6.6%**	**58,619**	**80,018**	**-26.7%**
CX-3 (I)	1,323	4,449	-70.3%	8,335	16,229	-48.6%
CX-30	10,271	899	1042.5%	38,064	899	4134.0%
CX-5 (I)	42,143	40,843	3.2%	146,420	154,545	-5.3%
CX-9 (I)	7,226	8,318	-13.1%	27,638	26,861	2.9%
Mazda truck (D)	**10,271**	**899**	**1042.5%**	**38,064**	**899**	**4134.0%**
Mazda truck (I)	**50,692**	**53,610**	**-5.4%**	**182,393**	**197,635**	**-7.7%**
Total Mazda truck	**60,963**	**54,509**	**11.8%**	**220,457**	**198,534**	**11.0%**
Mazda N.A. (D)	**10,271**	**899**	**1042.5%**	**38,064**	**899**	**4134.0%**
Mazda N.A. (I)	**65,525**	**69,486**	**-5.7%**	**241,012**	**277,653**	**-13.2%**
MAZDA N.A.	**75,796**	**70,385**	**7.7%**	**279,076**	**278,552**	**0.2%**
MCLAREN AUTOMOTIVE car*	**360**	**456**	**-21.1%**	**1,440**	**1,820**	**-20.9%**
A-Class (I)	3,600	4,201	-14.3%	15,332	17,641	-13.1%
B-Class (I)	0	1	0.0%	1	8	-87.5%
C-Class (D)	*5,469*	*10,462*	*-47.7%*	25,242	47,029	*-46.3%*
C-Class (I)	*228*	*515*	*-55.7%*	1,052	2,124	*-50.5%*
Total C-Class	5,697	10,977	-48.1%	26,294	49,153	-46.5%
CLA (I)	2,536	4,107	-38.3%	10,997	12,400	-11.3%
E-Class/CLS (I)	6,709	10,209	-34.3%	27,102	40,113	-32.4%
GT (I)	924	1,340	-31.0%	3,489	4,208	-17.1%
S-Class (I)	1,959	3,750	-47.8%	8,589	12,528	-31.4%
SL (I)	432	357	21.0%	1,784	1,690	5.6%
SLC/SLK (I)	474	298	59.1%	2,122	1,840	15.3%
Mercedes-Benz car (D)	**5,469**	**10,462**	**-47.7%**	**25,242**	**47,029**	**-46.3%**
Mercedes-Benz car (I)	**16,862**	**24,778**	**-31.9%**	**70,468**	**92,552**	**-23.9%**
Total Mercedes-Benz car	**22,331**	**35,240**	**-36.6%**	**95,710**	**139,581**	**-31.4%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
G-Class (I)	2,557	2,281	12.1%	7,723	7,348	5.1%
GLA (I)	8,839	7,005	26.2%	25,348	22,137	14.5%
GLB (I)	4,474	1,173	281.4%	23,183	1,173	1876.4%
GLC/GLK (I)	18,639	21,034	-11.4%	52,626	73,650	-28.5%
GLE	15,994	16,621	-3.8%	48,154	49,980	-3.7%
GLS	5,244	8,528	-38.5%	22,172	22,225	-0.2%
Metris (I)†	2,240	2,706	-17.2%	9,083	9,635	-5.7%
Sprinter (I)†	14,988	10,083	48.6%	41,916	32,000	31.0%
Mercedes-Benz truck (D)	**21,238**	**25,149**	**-15.6%**	**70,326**	**72,205**	**-2.6%**
Mercedes-Benz truck (I)	**51,737**	**44,282**	**16.8%**	**159,879**	**145,943**	**9.5%**
Total Mercedes-Benz truck	**72,975**	**69,431**	**5.1%**	**230,205**	**218,148**	**5.5%**
Mercedes-Benz (D)	**26,707**	**35,611**	**-25.0%**	**95,568**	**119,234**	**-19.8%**
Mercedes-Benz (I)	**68,599**	**69,060**	**-0.7%**	**230,347**	**238,495**	**-3.4%**
Total Mercedes-Benz	**95,306**	**104,671**	**-8.9%**	**325,915**	**357,729**	**-8.9%**
ForTwo (I)	0	0	0.0%	0	680	0.0%
Total Smart USA car (I)	**0**	**0**	**0.0%**	**0**	**680**	**0.0%**
Mercedes-Benz USA car	**22,331**	**35,240**	**-36.6%**	**95,710**	**140,261**	**-31.8%**
Mercedes-Benz USA truck	**72,975**	**69,431**	**5.1%**	**230,205**	**218,148**	**5.5%**
Mercedes-Benz USA (D)	**26,707**	**35,611**	**-25.0%**	**95,568**	**119,234**	**-19.8%**
Mercedes-Benz USA (I)	**68,599**	**69,060**	**-0.7%**	**230,347**	**239,175**	**-3.7%**
MERCEDES-BENZ USA	**95,306**	**104,671**	**-8.9%**	**325,915**	**358,409**	**-9.1%**
Lancer (I)	0	0	0.0%	0	3	0.0%
Mirage (I)	4,844	5,789	-16.3%	19,136	26,966	-29.0%
Total Mitsubishi car (I)	**4,844**	**5,789**	**-16.3%**	**19,136**	**26,969**	**-29.0%**
Eclipse Cross (I)	1,544	3,802	-59.4%	10,319	19,661	-47.5%
Outlander (I)	4,050	8,390	-51.7%	29,096	40,775	-28.6%
Outlander Sport (I)	4,332	7,494	-42.2%	28,836	33,644	-14.3%
Total Mitsubishi truck (I)	**9,926**	**19,686**	**-49.6%**	**68,251**	**94,080**	**-27.5%**
MITSUBISHI MOTORS N.A.	**14,770**	**25,475**	**-42.0%**	**87,387**	**121,049**	**-27.8%**
Q50 (I)	3,447	6,232	-44.7%	16,533	25,987	-36.4%
Q60 (I)	506	1,525	-66.8%	2,792	5,043	-44.6%
Q70 (I)	4	356	-98.9%	139	2,552	-94.6%
Total Infiniti car (I)	**3,957**	**8,113**	**-51.2%**	**19,464**	**33,582**	**-42.0%**
QX30 (I)	2	204	-99.0%	148	3,229	-95.4%
QX50 (I)	6,316	5,006	26.2%	20,885	18,616	12.2%
QX60	5,375	11,541	-53.4%	22,880	43,162	-47.0%
QX70 (I)	0	0	0.0%	0	6	0.0%
QX80 (I)	4,832	4,910	-1.6%	16,125	19,113	-15.6%
Infiniti truck (D)	**5,375**	**11,541**	**-53.4%**	**22,880**	**43,162**	**-47.0%**
Infiniti truck (I)	**11,150**	**10,120**	**10.2%**	**37,158**	**40,964**	**-9.3%**
Total Infiniti truck	**16,525**	**21,661**	**-23.7%**	**60,038**	**84,126**	**-28.6%**
Infiniti (D)	**5,375**	**11,541**	**-53.4%**	**22,880**	**43,162**	**-47.0%**
Infiniti (I)	**15,107**	**18,233**	**-17.1%**	**56,622**	**74,546**	**-24.0%**
Total Infiniti	**20,482**	**29,774**	**-31.2%**	**79,502**	**117,708**	**-32.5%**
370Z (I)	135	531	-74.6%	1,954	2,384	-18.0%
Altima	40,906	49,214	-16.9%	137,988	209,183	-34.0%
GT-R (I)	63	58	8.6%	304	331	-8.2%
Leaf	4,641	3,254	42.6%	9,564	12,365	-22.7%
Maxima	4,007	8,877	-54.9%	18,062	35,076	-48.5%
Sentra	24,773	36,468	-32.1%	94,646	184,618	-48.7%
Versa	17,965	9,463	89.8%	48,273	66,596	-27.5%
Nissan car (D)	**92,292**	**107,276**	**-14.0%**	**308,533**	**507,838**	**-39.2%**
Nissan car (I)	**198**	**589**	**-66.4%**	**2,258**	**2,715**	**-16.8%**
Total Nissan car	**92,490**	**107,865**	**-14.3%**	**310,791**	**510,553**	**-39.1%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Armada	2,120	7,435	-71.5%	19,640	32,044	-38.7%
Frontier	10,558	17,683	-40.3%	36,845	72,369	-49.1%
Juke (I)	0	1	0.0%	0	11	0.0%
Kicks	16,218	11,119	45.9%	58,858	58,193	1.1%
Murano	13,396	18,013	-25.6%	58,255	68,361	-14.8%
NV	4,871	4,346	12.1%	15,247	20,022	-23.8%
NV200	4,374	4,457	-1.9%	17,126	18,768	-8.7%
Pathfinder	11,054	16,349	-32.4%	48,579	65,691	-26.0%
*Rogue (D)**	*12,712*	*20,835*	*-39.0%*	41,130	95,763	*-57.1%*
Rogue (I)	*47,822*	*57,312*	*-16.6%*	186,805	254,684	*-26.7%*
Total Rogue	60,534	78,147	-22.5%	227,935	350,447	-35.0%
Titan	7,036	6,102	15.3%	26,439	31,514	-16.1%
Nissan truck (D)	**82,339**	**106,339**	**-22.6%**	**322,119**	**462,725**	**-30.4%**
Nissan truck (I)	**47,822**	**57,313**	**-16.6%**	**186,805**	**254,695**	**-26.7%**
Total Nissan truck	**130,161**	**163,652**	**-20.5%**	**508,924**	**717,420**	**-29.1%**
Nissan (D)	**174,631**	**213,615**	**-18.3%**	**630,652**	**970,563**	**-35.0%**
Nissan (I)	**48,020**	**57,902**	**-17.1%**	**189,063**	**257,410**	**-26.6%**
Total Nissan	**222,651**	**271,517**	**-18.0%**	**819,715**	**1,227,973**	**-33.2%**
Nissan Group car	**96,447**	**115,978**	**-16.8%**	**330,255**	**544,135**	**-39.3%**
Nissan Group truck	**146,686**	**185,313**	**-20.8%**	**568,962**	**801,546**	**-29.0%**
Nissan Group (D)	**180,006**	**225,156**	**-20.1%**	**653,532**	**1,013,725**	**-35.5%**
Nissan Group (I)	**63,127**	**76,135**	**-17.1%**	**245,685**	**331,956**	**-26.0%**
NISSAN GROUP	**243,133**	**301,291**	**-19.3%**	**899,217**	**1,345,681**	**-33.2%**
NISSAN GROUP/MITSUBISHI	**257,903**	**326,766**	**-21.1%**	**986,604**	**1,466,730**	**-32.7%**
BRZ (I)	521	358	45.5%	2,267	2,334	-2.9%
Impreza (D)	*11,473*	*17,122*	*-33.0%*	*43,628*	*66,414*	*-34.3%*
Impreza (I)	*0*	*0*	*0.0%*	*0*	*1*	*0.0%*
Total Impreza	11,473	17,122	-33.0%	43,628	66,415	-34.3%
Legacy	7,204	8,886	-18.9%	27,240	35,063	-22.3%
WRX (I)	5,742	4,471	28.4%	21,178	21,838	-3.0%
Subaru car (D)	**18,677**	**26,008**	**-28.2%**	**70,868**	**101,477**	**-30.2%**
Subaru car (I)	**6,263**	**4,829**	**29.7%**	**23,445**	**24,173**	**-3.0%**
Total Subaru car	**24,940**	**30,837**	**-19.1%**	**94,313**	**125,650**	**-24.9%**
Ascent	17,788	21,916	-18.8%	67,623	81,958	-17.5%
Crosstrek (I)	42,792	32,655	31.0%	119,716	131,152	-8.7%
Forester (I)	42,914	48,732	-11.9%	176,996	180,179	-1.8%
Outback	46,948	40,648	15.5%	153,294	181,178	-15.4%
Subaru truck (D)	**64,736**	**62,564**	**3.5%**	**220,917**	**263,136**	**-16.0%**
Subaru truck (I)	**85,706**	**81,387**	**5.3%**	**296,712**	**311,331**	**-4.7%**
Total Subaru truck	**150,442**	**143,951**	**4.5%**	**517,629**	**574,467**	**-9.9%**
Subaru of America (D)	**83,413**	**88,572**	**-5.8%**	**291,785**	**364,613**	**-20.0%**
Subaru of America (I)	**91,969**	**86,216**	**6.7%**	**320,157**	**335,504**	**-4.6%**
SUBARU OF AMERICA	**175,382**	**174,788**	**0.3%**	**611,942**	**700,117**	**-12.6%**
Model 3	43,000	44,051	-2.4%	171,000	173,794	-1.6%
Model S	5,000	4,934	1.3%	20,700	19,465	6.3%
Total Tesla car	**48,000**	**48,985**	-2.0%	**191,700**	**193,259**	-0.8%
Model X	11,000	5,815	89.2%	37,000	22,941	61.3%
Model Y	5,000	0	0.0%	31,300	0	0.0%
Total Tesla truck	**16,000**	**5,815**	**175.2%**	**68,300**	**22,941**	**197.7%**
TESLA*	**64,000**	**54,800**	**16.8%**	**260,000**	**216,200**	**20.3%**
ES (D)	*13,452*	*12,831*	*4.8%*	*42,961*	*45,099*	*-4.7%*
ES (I)	*56*	*609*	*-90.8%*	*331*	*6,237*	*-94.7%*
Total ES	13,508	13,440	0.5%	43,292	51,336	-15.7%
GS (I)	396	808	-51.0%	2,560	3,378	-24.2%

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
IS (I)	4,879	3,020	61.6%	13,600	14,920	-8.8%
LC (I)	582	291	100.0%	1,325	1,219	8.7%
LFA (I)	0	0	0.0%	3	3	0.0%
LS (I)	1,334	1,580	-15.6%	3,617	5,528	-34.6%
RC (I)	1,169	1,229	-4.9%	3,808	4,591	-17.1%
Lexus car (D)	**13,452**	**12,831**	**4.8%**	**42,961**	**45,099**	**-4.7%**
Lexus car (I)	**8,416**	**7,537**	**11.7%**	**25,244**	**35,876**	**-29.6%**
Total Lexus car	**21,868**	**20,368**	**7.4%**	**68,205**	**80,975**	**-15.8%**
GX (I)	9,942	8,569	16.0%	28,519	25,945	9.9%
LX (I)	1,636	1,385	18.1%	4,512	4,718	-4.4%
NX (I)	19,855	18,641	6.5%	55,784	58,715	-5.0%
RX (D)	*28,754*	*30,279*	-5.0%	*86,584*	*94,210*	-8.1%
RX (I)	*6,054*	*4,587*	32.0%	*14,475*	*16,826*	-14.0%
Total RX	34,808	34,866	-0.2%	101,059	111,036	-9.0%
UX (I)	4,845	4,734	2.3%	16,962	16,725	1.4%
Lexus truck (D)	**28,754**	**30,279**	**-5.0%**	**86,584**	**94,210**	**-8.1%**
Lexus truck (I)	**42,332**	**37,916**	**11.6%**	**120,252**	**122,929**	**-2.2%**
Total Lexus truck	**71,086**	**68,195**	**4.2%**	**206,836**	**217,139**	**-4.7%**
Lexus (D)	**42,206**	**43,110**	**-2.1%**	**129,545**	**139,309**	**-7.0%**
Lexus (I)	**50,748**	**45,453**	**11.6%**	**145,496**	**158,805**	**-8.4%**
Total Lexus	**92,954**	**88,563**	**5.0%**	**275,041**	**298,114**	**-7.7%**
86 (Incl. FR-S) (I)	508	881	-42.3%	2,476	3,398	-27.1%
Avalon	5,450	5,314	2.6%	18,421	27,767	-33.7%
Camry (D)	*89,403*	*78,509*	13.9%	*294,342*	*336,392*	-12.5%
Camry (I)	*0*	*13*	0.0%	*6*	*586*	-99.0%
Total Camry	89,403	78,522	13.9%	294,348	336,978	-12.7%
Corolla (D)	*36,607*	*36,984*	-1.0%	116,915	154,355	-24.3%
Corolla/IM (I)	*34,358*	*33,888*	1.4%	*120,263*	150,495	-20.1%
Total Corolla	70,965	70,872	0.1%	237,178	304,850	-22.2%
Mirai (I)	158	253	-37.5%	499	1,502	-66.8%
Prius (I)	10,959	19,460	-43.7%	43,525	69,718	-37.6%
Supra (I)	2,089	1,407	48.5%	5,887	2,884	104.1%
Yaris (D)	*782*	*2,713*	*-71.2%*	*6,407*	*21,547*	*-70.3%*
Yaris Liftback (I)	*0*	*12*	*0.0%*	*30*	*369*	*-91.9%*
Total Yaris	782	2,725	-71.3%	6,437	21,916	-70.6%
Toyota car (D)	**132,242**	**123,520**	**7.1%**	**436,085**	**540,061**	**-19.3%**
Toyota car (I)	**48,072**	**55,914**	**-14.0%**	**172,686**	**228,952**	**-24.6%**
Total Toyota car	**180,314**	**179,434**	**0.5%**	**608,771**	**769,013**	**-20.8%**
4Runner (I)	42,225	36,192	16.7%	129,052	131,888	-2.2%
C-HR (I)	9,332	11,153	-16.3%	42,936	48,930	-12.3%
FJ Cruiser (I)	0	0	0.0%	0	1	0.0%
Highlander (D)	*70,975*	*59,269*	19.8%	*212,276*	*239,437*	-11.3%
Highlander (I)	*0*	*0*	0.0%	*0*	*1*	0.0%
Total Highlander	70,975	59,269	19.8%	212,276	239,438	-11.3%
Land Cruiser (I)	1,386	1,150	20.5%	3,147	3,536	-11.0%
RAV4 (D)	*107,009*	*86,000*	*24.4%*	*322,908*	*256,458*	*25.9%*
RAV4 (I)	*20,804*	*37,449*	*-44.4%*	*107,479*	*191,613*	*-43.9%*
Total RAV4	127,813	123,449	3.5%	430,387	448,071	-3.9%
Sequoia	2,631	2,706	-2.8%	7,364	10,289	-28.4%
Sienna	14,104	15,340	-8.1%	42,885	73,585	-41.7%
Tacoma	75,187	61,179	22.9%	238,806	248,801	-4.0%
Tundra	32,389	25,611	26.5%	109,203	111,673	-2.2%
Venza (D)	*0*	*0*	*0.0%*	*0*	*9*	*0.0%*
Venza (I)	*11,405*	*0*	*0.0%*	*13,073*	*0*	*0.0%*

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Total Venza	11,405	0	0.0%	13,073	9	145155.6%
Toyota truck (D)	**302,295**	**250,105**	**20.9%**	**933,442**	**940,252**	**-0.7%**
Toyota truck (I)	**85,152**	**85,944**	**-0.9%**	**295,687**	**375,969**	**-21.4%**
Total Toyota truck	**387,447**	**336,049**	**15.3%**	**1,229,129**	**1,316,221**	**-6.6%**
Toyota (D)	**434,537**	**373,625**	**16.3%**	**1,369,527**	**1,480,313**	**-7.5%**
Toyota (I)	**133,224**	**141,858**	**-6.1%**	**468,373**	**604,921**	**-22.6%**
Total Toyota	**567,761**	**515,483**	**10.1%**	**1,837,900**	**2,085,234**	**-11.9%**
Toyota Motor N.A. car	**202,182**	**199,802**	**1.2%**	**676,976**	**849,988**	**-20.4%**
Toyota Motor N.A. truck	**458,533**	**404,244**	**13.4%**	**1,435,965**	**1,533,360**	**-6.4%**
Toyota Motor N.A. (D)	**476,743**	**416,735**	**14.4%**	**1,499,072**	**1,619,622**	**-7.4%**
Toyota Motor N.A. (I)	**183,972**	**187,311**	**-1.8%**	**613,869**	**763,726**	**-19.6%**
TOYOTA MOTOR N.A.	**660,715**	**604,046**	**9.4%**	**2,112,941**	**2,383,348**	**-11.3%**
A3 (I)	3,243	3,200	1.3%	9,937	10,418	-4.6%
A4/S4 (I)	4,019	6,386	-37.1%	18,341	26,435	-30.6%
A5/S5 (I)	4,799	5,701	-15.8%	18,828	23,023	-18.2%
A6/S6 (I)	2,500	4,642	-46.1%	10,535	17,807	-40.8%
A7/S7 (I)	866	994	-12.9%	2,859	4,955	-42.3%
A8/S8 (I)	703	1,246	-43.6%	2,376	2,963	-19.8%
R8 (I)	186	167	11.4%	581	574	1.2%
TT (I)	168	288	-41.7%	830	1,324	-37.3%
Total Audi car (I)	**16,484**	**22,624**	**-27.1%**	**64,287**	**87,499**	**-26.5%**
e-tron (I)	2,034	1,829	11.2%	7,202	5,369	34.1%
Q3 (I)	9,951	8,735	13.9%	27,251	14,822	83.9%
Q5 (I)	21,065	18,380	14.6%	50,435	67,516	-25.3%
Q7 (I)	8,588	10,100	-15.0%	25,371	34,649	-26.8%
Q8 (I)	4,395	3,972	10.7%	12,074	14,256	-15.3%
Total Audi truck (I)	**46,033**	**43,016**	**7.0%**	**122,333**	**136,612**	**-10.5%**
Total Audi (I)	**62,517**	**65,640**	**-4.8%**	**186,620**	**224,111**	**-16.7%**
Bentley car (I)	516	321	60.7%	2,058	1,281	60.7%
Bentley truck (I)	201	363	-44.6%	801	1,450	-44.8%
Total Bentley (I)*	**717**	**684**	**4.8%**	**2,859**	**2,731**	**4.7%**
Lamborghini car (I)	255	261	-2.3%	1,020	1,040	-1.9%
Lamborghini truck (I)	312	389	-19.8%	1,240	1,550	-20.0%
Total Lamborghini (I)*	**567**	**650**	**-12.8%**	**2,260**	**2,590**	**-12.7%**
718 (I)	1,491	677	120.2%	3,447	3,880	-11.2%
911 (I)	2,438	2,944	-17.2%	8,840	9,265	-4.6%
Panamera (I)	751	1,609	-53.3%	3,870	6,625	-41.6%
Taycan (I)	1,517	130	1066.9%	4,414	130	3295.4%
Total Porsche car (I)	**6,197**	**5,360**	**15.6%**	**20,571**	**19,900**	**3.4%**
Cayenne (I)	5,939	4,670	27.2%	18,092	19,001	-4.8%
Macan (I)	5,424	6,476	-16.2%	18,631	22,667	-17.8%
Total Porsche truck (I)	**11,363**	**11,146**	**1.9%**	**36,723**	**41,668**	**-11.9%**
Total Porsche (I)	**17,560**	**16,506**	**6.4%**	**57,294**	**61,568**	**-6.9%**
Arteon (I)	961	966	-0.5%	3,602	2,449	47.1%
Beetle	20	2,469	-99.2%	2,481	17,215	-85.6%
CC (I)	6	8	-25.0%	96	58	65.5%
Golf (D)	*1,963*	*970*	*102.4%*	*4,029*	*5,120*	*-21.3%*
Golf/Golf R/GTI (I)	*2,839*	*7,410*	*-61.7%*	*21,829*	*32,273*	*-32.4%*
Total Golf/Golf R/GTI	4,802	8,380	-42.7%	25,858	37,393	-30.8%
Jetta	25,182	25,712	-2.1%	82,662	100,453	-17.7%
Passat	6,774	1,153	487.5%	22,964	14,123	62.6%
VW car (D)	**33,939**	**30,304**	**12.0%**	**112,136**	**136,911**	**-18.1%**
VW car (I)	**3,806**	**8,384**	**-54.6%**	**25,527**	**34,780**	**-26.6%**
Total VW car	**37,745**	**38,688**	**-2.4%**	**137,663**	**171,691**	**-19.8%**

U.S. light-vehicle sales by nameplate, Q4 & 12 months

	Q4 2020	Q4 2019	Q4 percent change	12 mos. 2020	12 mos. 2019	12 mos. percent change
Atlas	31,445	21,803	44.2%	87,362	81,508	7.2%
Tiguan (D)	*25,124*	*24,654*	*1.9%*	*100,687*	*109,572*	*-8.1%*
Tiguan (I)	*2*	*13*	*-84.6%*	*18*	*391*	*-95.4%*
Total Tiguan	25,126	24,667	1.9%	100,705	109,963	-8.4%
Touareg (I)	14	9	55.6%	54	160	-66.3%
VW truck (D)	**56,569**	**46,457**	**21.8%**	**188,049**	**191,080**	**-1.6%**
VW truck (I)	**16**	**22**	**-27.3%**	**72**	**551**	**-86.9%**
Total VW truck	**56,585**	**46,479**	**21.7%**	**188,121**	**191,631**	**-1.8%**
VW (D)	**90,508**	**76,761**	**17.9%**	**300,185**	**327,991**	**-8.5%**
VW (I)	**3,822**	**8,406**	**-54.5%**	**25,599**	**35,331**	**-27.5%**
Total VW	**94,330**	**85,167**	**10.8%**	**325,784**	**363,322**	**-10.3%**
VW Group of America car	**61,197**	**67,254**	**-9.0%**	**225,599**	**281,411**	**-19.8%**
VW Group of America truck	**114,494**	**101,393**	**12.9%**	**349,218**	**372,911**	**-6.4%**
VW Group of America (D)	**90,508**	**76,761**	**17.9%**	**300,185**	**327,991**	**-8.5%**
VW Group of America (I)	**85,183**	**91,886**	**-7.3%**	**274,632**	**326,331**	**-15.8%**
VW GROUP OF AMERICA	**175,691**	**168,647**	**4.2%**	**574,817**	**654,322**	**-12.2%**
60 series (I)	4,413	6,500	-32.1%	16,828	20,190	-16.7%
90 series (I)	582	613	-5.1%	3,194	4,052	-21.2%
Total Volvo car (I)	**4,995**	**7,113**	**-29.8%**	**20,022**	**24,242**	**-17.4%**
XC40 (I)	8,198	4,431	85.0%	23,778	17,654	34.7%
XC60 (I)	11,616	8,407	38.2%	32,078	30,578	4.9%
XC90 (I)	11,716	10,851	8.0%	34,251	35,760	-4.2%
Total Volvo truck (I)	**31,530**	**23,689**	**33.1%**	**90,107**	**83,992**	**7.3%**
VOLVO CAR USA	**36,525**	**30,802**	**18.6%**	**110,129**	**108,234**	**1.8%**
Domestic car	691,403	776,815	-11.0%	2,509,230	3,445,052	-27.2%
Import car	268,455	321,597	-16.5%	1,016,835	1,344,890	-24.4%
Total U.S. car	**959,858**	**1,098,412**	**-12.6%**	**3,526,065**	**4,789,942**	**-26.4%**
Domestic light truck	2,511,511	2,491,254	0.8%	8,622,072	9,598,839	-10.2%
Import light truck	726,921	712,394	2.0%	2,496,912	2,716,011	-8.1%
Total U.S. light truck	**3,238,432**	**3,203,648**	**1.1%**	**11,118,984**	**12,314,850**	**-9.7%**
Total domestic light vehicle	**3,202,914**	**3,268,069**	**-2.0%**	**11,131,302**	**13,043,891**	**-14.7%**
Total import light vehicle	**995,376**	**1,033,991**	**-3.7%**	**3,513,747**	**4,060,901**	**-13.5%**
TOTAL U.S. LIGHT VEHICLE	**4,198,290**	**4,302,060**	**-2.4%**	**14,645,049**	**17,104,792**	**-14.4%**

*Estimates

†Van splits are estimated.

Note: Vehicles are domestic unless noted; (D) = produced in North America; (I) = imported to U.S.

Source: Automotive News Data Center

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