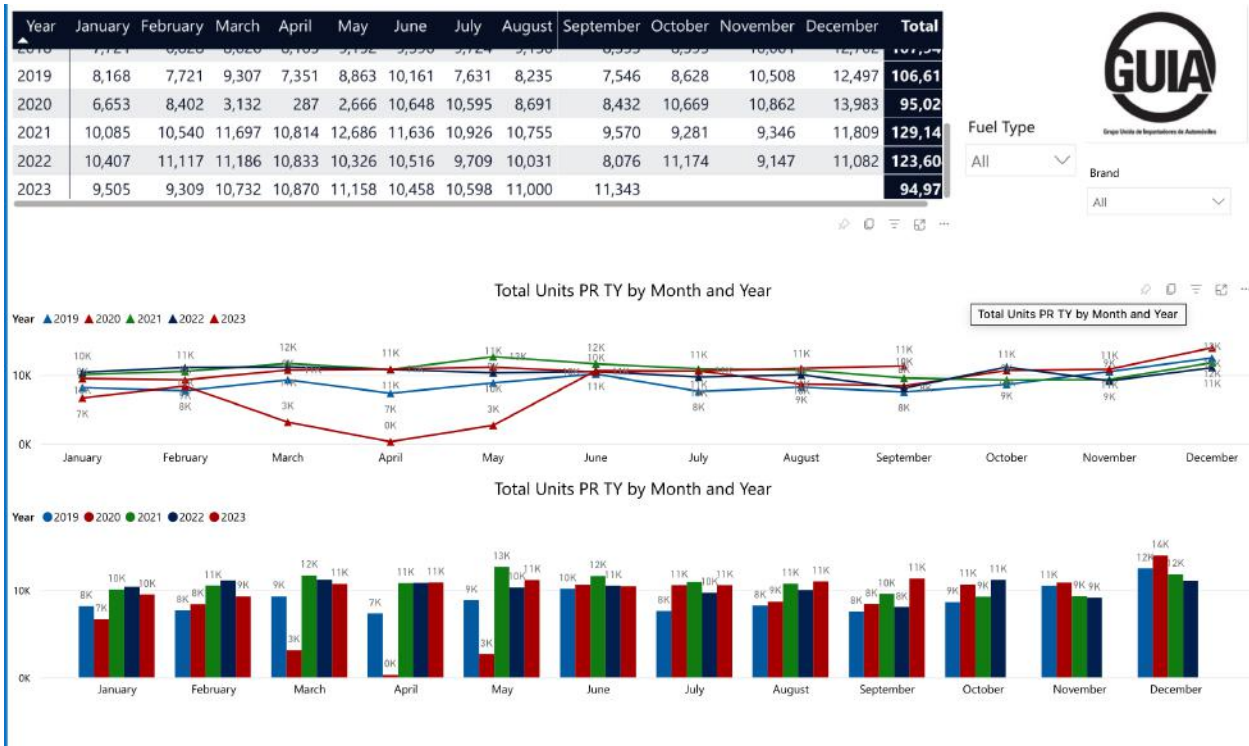


Total Industry



PR Only



PR Total by Segment

Year

2011 2016 2020

2012 2017 2021

2013 2018 2022

2014 2019 2023

Month

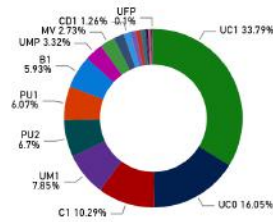
January May September

February June October

March July November

April August December

Total Units PR TY by Segment



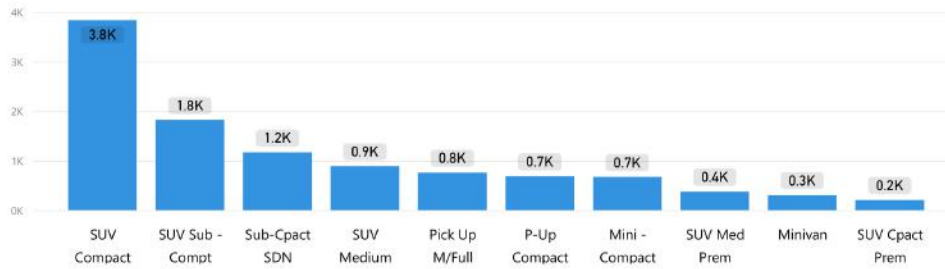
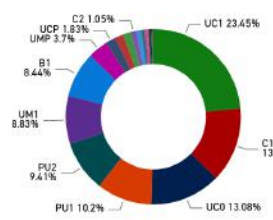
Fuel Type

All

Segment	Segment Description	Total Units PR TY	Total Units PR LY	Total Units Var PR	Total Units PR % Var
UC1	SUV Compact	3,833	1,894	1,939	102.38%
UC0	SUV Sub - Compt	1,821	920	901	97.93%
C1	Sub-Cpact SDN	1,167	1,118	49	4.38%
UM1	SUV Medium	890	713	177	24.82%
PU2	Pick Up M/Full	760	760	0	0.00%
PU1	P-Up Compact	688	824	-136	-16.50%
B1	Mini - Compact	673	682	-9	-1.32%
UMP	SUV Med Prem	377	299	78	26.09%
MV	Minivan	310	118	192	162.71%
UCP	SUV Cpact Prem	208	148	60	40.54%
CD1	Compact SDN	143	70	73	104.29%
C2	Sub-Cpact 2DR	112	85	27	31.76%
Van	Van	102	125	-23	-18.40%
CDP	Cpact SDN Prem	86	51	35	68.63%
UF1	SUV Full Size	34	7	27	385.71%
DE	M/L SDN	30	5	25	500.00%
SP	Sport Prem	29	27	2	7.41%
Total		11,343	7,925	3,418	43.13%

Top 10 Segments PR TY

Total Units PR LY by Segment



PR Segment % Share

Year

2011 2016 2020

2012 2017 2021

2013 2018 2022

2014 2019 2023

Month

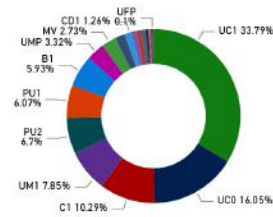
January May September

February June October

March July November

April August December

Total Units PR TY by Segment



Fuel Type

All

Seg Parent	Total Units PR TY	% Share Total Units PR TY	Total Units PR LY	% Share Total Units PR LY	Total Units Var PR	Total Units PR % Var	Prior Month Units PR	% Share Prior Month Units
B TTL	681	6.00%	690	8.54%	-9	-1.30%	780	7.09%
Mini - Compact	673	5.93%	682	8.44%	-9	-1.32%	773	7.03%
Mini - CompPrem	8	0.07%	8	0.10%	0	0.00%	7	0.06%
C TTL	1,301	11.47%	1,226	15.18%	75	6.12%	1,465	13.32%
Crossover SDN	22	0.19%	8	0.10%	14	175.00%	16	0.15%
Sub-Cpact 2DR	112	0.99%	85	1.05%	27	31.76%	131	1.19%
Sub-Cpact Prem			15	0.19%	-15			
Sub-Cpact SDN	1,167	10.29%	1,118	13.84%	49	4.38%	1,318	11.98%
CD TTL	229	2.02%	121	1.50%	108	89.26%	158	1.44%
Compact SDN	143	1.26%	70	0.87%	73	104.29%	76	0.69%
Cpact SDN Prem	86	0.76%	51	0.63%	35	68.63%	82	0.75%
DE TTL	42	0.37%	30	0.37%	12	40.00%	22	0.20%
Full SDN Prem	5	0.04%	4	0.05%	1	25.00%	2	0.02%
M/L SDN	30	0.26%	5	0.06%	25	500.00%	14	0.13%
M/L SDN Prem	7	0.06%	21	0.26%	-14	-66.67%	6	0.05%
MV TTL	310	2.73%	118	1.46%	192	162.71%	289	2.63%
Minivan	310	2.73%	118	1.46%	192	162.71%	289	2.63%
Other TTL	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Other	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Trucks	0	0.00%	0	0.00%	0	0.00%	0	0.00%
PU TTL	1,360	11.99%	1,512	18.72%	-152	-10.05%	1,426	12.96%
Pick Up M/Full	760	6.70%	760	9.41%	0	0.00%	849	7.72%
P-Up Compact	600	5.29%	752	9.31%	-152	-20.21%	577	5.25%
SP TTL	56	0.49%	59	0.73%	-3	-5.08%	100	0.91%
Sport	27	0.24%	32	0.40%	-5	-15.63%	34	0.31%
Sport Prem	29	0.26%	27	0.33%	2	7.41%	66	0.60%
SUV TTL	7,262	64.02%	4,195	51.94%	3,067	73.11%	6,607	60.06%
P-Up Compact	88	0.78%	72	0.89%	16	22.22%	81	0.74%
SUV Compact	3,833	33.79%	1,894	23.45%	1,939	102.38%	3,432	31.20%
SUV Compact Prem	708	6.18%	148	1.83%	560	40.54%	771	7.16%
Total	11,343	100.00%	8,076	100.00%	3,267	40.45%	11,000	100.00%

PR Market Month

Year

2011	2016	2020
2012	2017	2021
2013	2018	2022
2014	2019	2023

Month

January	May	September
February	June	October
March	July	November
April	August	December

Fuel Type

All



CB	Total Units PR TY	% Share Total Units PR	Total Units PR LY	% Share Total Units PR LY	Total Units Var PR	Total Units PR % Var
US	2,110	18.60%	1,893	23.44%	217	11.46%
GM	160	1.41%	62	0.77%	98	158.06%
Ford	1,181	10.41%	909	11.26%	272	29.92%
Chrysler	769	6.78%	922	11.42%	-153	-16.59%
KO	3,444	30.36%	2,013	24.93%	1,431	71.09%
Kia	1,110	9.79%	796	9.86%	314	39.45%
Hyundai	2,311	20.37%	1,189	14.72%	1,122	94.37%
Genesis	23	0.20%	28	0.35%	-5	-17.86%
JA	5,275	46.50%	3,777	46.77%	1,498	39.66%
Toyota	2,892	25.50%	2,186	27.07%	706	32.30%
Subaru	18	0.16%	15	0.19%	3	20.00%
Nissan	810	7.14%	367	4.54%	443	120.71%
Mitsubishi	794	7.00%	626	7.75%	168	26.84%
Mazda	108	0.95%	79	0.98%	29	36.71%
Lexus	113	1.00%	89	1.10%	24	26.97%
Infiniti	41	0.36%	20	0.25%	21	105.00%
Honda	438	3.86%	355	4.40%	83	23.38%
Acura	61	0.54%	40	0.50%	21	52.50%
EU	514	4.53%	393	4.87%	121	30.79%
VW	84	0.74%	43	0.53%	41	95.35%
Volvo	40	0.35%	24	0.30%	16	66.67%
Porsche	9	0.08%	2	0.02%	7	350.00%
Mini	26	0.23%	16	0.20%	10	62.50%
Mercedes	91	0.80%	94	1.16%	-3	-3.19%
Maserati	1	0.01%	1	0.01%	0	0.00%
LandRover	26	0.23%	21	0.26%	5	23.81%
Lamborghini	3	0.03%	3	0.04%	0	0.00%
Total	11,343	100.00%	8,076	100.00%	3,267	40.45%

Lamborghini	3	0.03%	3	0.04%	0	0.00%
Jaguar			3	0.04%	-3	
Fiat	4	0.04%			4	
Ferrari			2	0.02%	-2	
BMW	190	1.68%	128	1.58%	62	48.44%
Bentley			1	0.01%	-1	
Audi	40	0.35%	53	0.66%	-13	-24.53%
Alfa Romeo			2	0.02%	-2	
Total	11,343	100.00%	8,076	100.00%	3,267	40.45%

PR Market YTD

Year

2011	2016	2020
2012	2017	2021
2013	2018	2022
2014	2019	2023

Month

January	May	September
February	June	October
March	July	November
April	August	December

Fuel Type

All



CB	Total Units PR TY	% Share Total Units PR	Total Units PR LY	% Share Total Units PR LY	Total Units Var PR	Total Units PR % Var
US	18,377	19.35%	17,156	18.61%	1,221	7.12%
GM	1,199	1.26%	1,118	1.21%	81	7.25%
Ford	9,201	9.69%	8,499	9.22%	702	8.26%
Chrysler	7,977	8.40%	7,539	8.18%	438	5.81%
KO	26,598	28.01%	21,604	23.43%	4,994	23.12%
Kia	9,422	9.92%	6,360	6.90%	3,062	48.14%
Hyundai	16,880	17.77%	14,924	16.19%	1,956	13.11%
Genesis	296	0.31%	320	0.35%	-24	-7.50%
JA	45,133	47.52%	49,003	53.15%	-3,870	-7.90%
Toyota	23,184	24.41%	28,236	30.62%	-5,052	-17.89%
Subaru	193	0.20%	138	0.15%	55	39.86%
Nissan	6,882	7.25%	5,806	6.30%	1,076	18.53%
Mitsubishi	8,105	8.53%	8,108	8.79%	-3	-0.04%
Mazda	988	1.04%	985	1.07%	3	0.30%
Lexus	1,039	1.09%	1,085	1.18%	-46	-4.24%
Infiniti	337	0.35%	482	0.52%	-145	-30.08%
Honda	3,926	4.13%	3,683	3.99%	243	6.60%
Acura	479	0.50%	480	0.52%	-1	-0.21%
EU	4,865	5.12%	4,438	4.81%	427	9.62%
VW	689	0.73%	605	0.66%	84	13.88%
Volvo	502	0.53%	494	0.54%	8	1.62%
Porsche	264	0.28%	154	0.17%	110	71.43%
Mini	223	0.23%	205	0.22%	18	8.78%
Mercedes	862	0.91%	870	0.94%	-8	-0.92%
Maserati	10	0.01%	16	0.02%	-6	-37.50%
LandRover	190	0.20%	135	0.15%	55	40.74%
Lamborghini	24	0.03%	18	0.02%	6	33.33%
Total	94,973	100.00%	92,201	100.00%	2,772	3.01%

Lamborghini	24	0.03%	18	0.02%	6	33.33%
Jaguar	7	0.01%	16	0.02%	-9	-56.25%
Fiat	24	0.03%	15	0.02%	9	60.00%
Ferrari	18	0.02%	5	0.01%	13	260.00%
BMW	1,536	1.62%	1,513	1.64%	23	1.52%
Bentley	4	0.00%	9	0.01%	-5	-55.56%
Audi	483	0.51%	347	0.38%	136	39.19%
Alfa Romeo	29	0.03%	36	0.04%	-7	-19.44%
Total	94,973	100.00%	92,201	100.00%	2,772	3.01%