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ELECTRIFIED LIGHT-VEHICLE SALES REPORT

— Q3 2022 —



ELECTRIC VEHICLES								
	Q3 Sales			YTD Sales			Segment Share	
	2022	2021	YOY	2022	2021	YOY	Q2	YTD
Audi e-tron	2,799	909	208%	10,828	7,793	38.9%	1.4%	1.9%
Audi Q4 e-tron	1,112	-	-	1,112	-	-	0.5%	0.2%
BMW i3	-	426	-100%	9	1,277	-99.3%	0.0%	0.0%
BMW i8	-	-	-	5	10	-50.0%	0.0%	0.0%
BMW iX	1,727	-	-	3,155	-	-	0.8%	0.5%
Brightdrop Zevo 600 / 400	-	-	-	155	-	-	0.0%	0.0%
Cadillac Lyric	36	-	-	36	-	-	0.0%	0.0%
Chevy Bolt EV/EUV	14,709	4,515	226%	22,012	24,803	-11.3%	7.2%	3.8%
Ford E-Transit	1,379	-	-	4,387	-	-	0.7%	0.8%
Ford F-150 Lightning	6,464	-	-	8,760	-	-	3.1%	1.5%
Ford Mustang Mach-E	10,414	5,880	-	28,089	18,855	49.0%	5.1%	4.9%
Genesis GV60	807	-	-	1,040	-	-	0.4%	0.2%
GMC Hummer	411	-	-	782	-	-	0.2%	0.1%
Hyundai Ioniq	7	573	-99%	18	1,848	-99.0%	0.0%	0.0%
Hyundai Ioniq5	4,800	-	-	18,492	-	-	2.3%	3.2%
Hyundai Kona	903	2,038	-56%	2,800	5,439	-48.5%	0.4%	0.5%
Jaguar I-Pace	22	229	-90%	290	884	-67.2%	0.0%	0.1%
Kia EV6	4,996	-	-	17,564	-	-	2.4%	3.0%
Kia Niro	533	3,310	-84%	5,688	5,716	-0.5%	0.3%	1.0%
Lucid Air	654	-	-	1,596	-	-	0.3%	0.3%
Mazda MX-30	8	-	-	324	-	-	0.0%	0.1%
Mercedes EQB	739	-	-	739	-	-	0.4%	0.1%
Mercedes EQS1	1,978	-	-	6,028	-	-	1.0%	1.0%
Mini Cooper	1,099	488	125%	2,615	1,226	113.3%	0.5%	0.5%
Nissan Leaf	1,276	2,345	-46%	8,898	10,074	-11.7%	0.6%	1.5%
Polestar 2	2,852	832	-	6,548	1,091	500.2%	1.4%	1.1%
Porsche Taycan	1,325	1,861	-29%	5,774	7,228	-20.1%	0.6%	1.0%
Rivian EDV700	346	-	-	346	-	-	0.2%	0.1%
Rivian R1S	263	-	-	354	-	-	0.1%	0.1%
Rivian R1T	5,991	-	-	11,581	-	-	2.9%	2.0%
Tesla Model 3	55,030	33,008	67%	156,357	80,388	94.5%	26.8%	27.1%
Tesla Model S	9,171	3,668	150%	23,464	13,043	79.9%	4.5%	4.1%
Tesla Model X	6,552	4,585	43%	19,542	16,783	16.4%	3.2%	3.4%
Tesla Model Y	60,271	50,430	20%	191,451	127,007	50.7%	29.3%	33.2%
Toyota BZ4X	-	-	-	232	-	-	0.0%	0.0%
Volvo C40	339	-	-	2,138	-	-	0.2%	0.4%
Volvo XC40	12	1,598	-99%	2,127	3,927	-45.8%	0.0%	0.4%
VW ID.4	6,657	6,049	10%	11,072	12,279	-9.8%	3.2%	1.9%
Total (Estimates)	205,682	122,744	68%	576,408	339,671	69.7%	100%	100%

Toyota Mirai	79	671	-88%	1,437	2,268	-36.6%		
Hyundia Nexo	74	62	19%	345	196	76.0%		
Honda Clarity	19	37	-49%	212	183	15.8%		
Total EV & FCEV (Estimates)	205,854	123,514	67%	578,402	342,318	69.0%		

HYBRIDS / PLUG-IN HYBRIDS

	Q3 Sales			YTD Sales			Segment Share	
	2022	2021	YOY	2022	2021	YOY	Q2	YTD
Acura MDX	-	-	-	-	2,491	-100.0%	0.00%	0.00%
Acura NS-X	88	58	-	211	108	95.4%	0.04%	0.03%
Acura RLX	-	11	-	144	45	220.0%	0.00%	0.02%
Audi A7	-	165	-	10	343	-	0.00%	0.00%
Audi A8	-	18	-	5	54	-90.7%	0.00%	0.00%
Audi Q5	404	1,247	-68%	2,069	5,367	-61.4%	0.20%	0.30%
BMW 3-Series	1,334	1,230	8%	2,420	3,499	-	0.65%	0.35%
BMW 5-Series	961	440	118%	2,066	1,756	17.7%	0.47%	0.30%
BMW 7-Series	10	29	-65%	89	103	-13.4%	0.00%	0.01%
BMW X3	-	1,673	-	64	5,419	-98.8%	0.00%	0.01%
BMW X5	4,215	1,047	303%	10,002	4,274	134.0%	2.05%	1.46%
Chevy Volt	-	-	-	-	16	-100.0%	0.00%	0.00%
Chrysler Pacifica	2,087	3,859	-46%	10,344	15,548	-33.5%	1.01%	1.51%
Ford Escape	7,571	6,209	22%	23,849	21,851	9.1%	3.67%	3.48%
Ford Explorer	2,620	2,512	4%	5,732	8,256	-30.6%	1.27%	0.84%
Ford F Series	8,379	14,186	-41%	26,159	28,641	-	4.07%	3.81%
Ford Maverick	4,886	-	-	24,030	-	-	2.37%	3.50%
Ford Fusion	-	104	-	-	3,297	-100.0%	0.00%	0.00%
Honda Accord	8,382	5,918	42%	30,204	20,731	45.7%	4.07%	4.40%
Honda Clarity	-	288	-	14	2,245	-99.4%	0.00%	0.00%
Honda CR-V	9,427	11,543	-18%	37,996	41,188	-7.7%	4.57%	5.54%
Honda Insight	1,817	6,400	-72%	7,539	16,267	-53.7%	0.88%	1.10%
Hyundai Elantra	6,317	1,929	227%	9,739	4,185	-	3.07%	1.42%
Hyundai Ioniq	7	3,706	-100%	3,658	13,518	-72.9%	0.00%	0.53%
Hyundai Santa Fe	2,855	2,811	2%	7,293	4,738	-13.7%	1.39%	1.06%
Hyundai Sonata	1,389	3,482	-60%	5,202	9,897	-47.4%	0.67%	0.76%
Hyundai Tucson	6,863	5,107	34%	21,715	8,528	-	3.33%	3.16%
Jeep Wrangler	13,478	8,514	58%	32,685	18,317	-	6.54%	4.76%
Kia Niro	512	4,397	-88%	12,447	13,356	-6.8%	0.25%	1.81%
Kia Optima/K5	-	6	-	-	10	-100.0%	0.00%	0.00%
Kia Sorento	3,322	1,732	-	8,916	5,387	-	1.61%	1.30%
Land Rover Range Rover/Sport	-	59	-	-	525	-100.0%	0.00%	0.00%
Lexus ES	3,657	3,988	-8%	10,459	9,667	8.2%	1.77%	1.52%
Lexus LC	4	5	-20%	15	12	25.0%	0.00%	0.00%
Lexus LS	29	32	-9%	46	61	-24.6%	0.01%	0.01%
Lexus NX	4,732	3,302	43%	11,353	9,405	20.7%	2.30%	1.65%
Lexus RX	5,634	5,090	11%	13,728	13,485	1.8%	2.73%	2.00%
Lexus UX	1,214	3,707	-67%	4,511	10,208	-55.8%	0.59%	0.66%
Lincoln Aviator	684	451	52%	1,514	2,189	-30.8%	0.33%	0.22%
Lincoln Corsair	515	97	431%	1,475	169	772.8%	0.25%	0.21%
Lincoln MKZ	-	1	-	-	175	-100.0%	0.00%	0.00%
Mercedes GLC	-	3	-	-	113	-100.0%	0.00%	0.00%
Mini Cooper Countryman	129	87	48%	308	288	6.9%	0.06%	0.04%
Mitsubishi Outlander	6	975	-99%	1,150	1,760	-34.7%	0.00%	0.17%
Polestar 1	49	2	-	90	9	-	0.02%	0.01%
Porsche Cayenne	662	521	27%	1,571	1,593	-1.4%	0.32%	0.23%
Porsche Panamera	147	184	-20%	501	368	36.1%	0.07%	0.07%
Subaru Crosstrek	634	660	-4%	1,731	2,155	-19.7%	0.31%	0.25%
Toyota Avalon	1,087	3,213	-66%	3,547	7,915	-55.2%	0.53%	0.52%
Toyota Camry	12,636	14,587	-13%	33,104	36,694	-9.8%	6.13%	4.82%
Toyota Corolla	4,839	6,538	-26%	22,904	23,258	-1.5%	2.35%	3.34%
Toyota Highlander	3,978	15,936	-75%	31,787	50,464	-37.0%	1.93%	4.63%
Toyota Prius / Prius Prime	6,794	12,275	-45%	27,008	51,038	-47.1%	3.30%	3.94%
Toyota RAV4 / RAV4 Prime	41,319	40,444	2%	138,275	102,557	34.8%	20.05%	20.15%
Toyota Sequoia	1	-	-	1	-	-	0.00%	0.00%
Toyota Sienna	15,239	25,793	-41%	49,630	82,597	-39.9%	7.39%	7.23%
Toyota Tundra	6,006	-	-	7,189	-	-	2.91%	1.05%
Toyota Venza	4,465	14,659	-70%	23,131	50,493	-54.2%	2.17%	3.37%
Volvo 60 Series	2,133	1,644	30%	7,320	4,414	65.8%	1.04%	1.07%
Volvo 90 Series	2,554	2,576	-1%	9,320	7,460	24.9%	1.24%	1.36%
Total (Estimates)	206,072	245,450	-16.0%	686,271	728,507	-5.8%	100.00%	100.00%

HYBRIDS / PLUG-IN HYBRIDS

	Q3 Sales			YTD Sales			Segment Share	
	2022	2021	YOY	2022	2021	YOY	Q3 Share	YTD
Acura	88	69	28%	355	2,644	-86.6%	0.04%	0.05%
Audi	404	1,430	-72%	2,084	5,764	-63.8%	0.20%	0.30%
BMW	6,521	4,419	48%	14,642	15,051	-2.7%	3.16%	2.13%
Chevrolet	-	-	-	-	16	-100.0%	0.00%	0.00%
Chrysler	2,087	3,859	-46%	10,344	15,548	-33.5%	1.01%	1.51%
Ford	23,456	23,011	2%	79,770	62,045	28.6%	11.38%	11.62%
Honda	19,626	24,149	-19%	75,753	80,431	-5.8%	9.52%	11.04%
Hyundai	17,431	17,035	2%	47,607	40,866	16.5%	8.46%	6.94%
Jeep	13,478	8,514	-	32,685	18,317	-	6.54%	4.76%
Kia	3,834	6,135	-38%	21,363	18,753	13.9%	1.86%	3.11%
Land Rover	-	59	-100%	-	525	-100.0%	0.00%	0.00%
Lexus	15,270	16,124	-5%	40,112	42,838	-6.4%	7.41%	5.84%
Lincoln	1,199	549	118%	2,989	2,533	18.0%	0.58%	0.44%
Mercedes	-	3	-	-	113	-100.0%	0.00%	0.00%
Mini	129	87	48%	308	288	6.9%	0.06%	0.04%
Mitsubishi	6	975	-99%	1,150	1,760	-34.7%	0.00%	0.17%
Polestar	49	2	-	90	9	-	0.02%	0.01%
Porsche	809	705	15%	2,072	1,961	5.7%	0.39%	0.30%
Subaru	634	660	-4%	1,731	2,155	-19.7%	0.31%	0.25%
Toyota	96,364	133,445	-28%	336,576	405,016	-16.9%	46.76%	49.04%
Volvo	4,687	4,220	11%	16,640	11,874	40.1%	2.27%	2.42%
Total (Estimates)	206,072	245,450	-16.0%	686,271	728,507	-5.8%	100.00%	100.00%