

VFACTS NATIONAL REPORT



FEDERAL CHAMBER OF AUTOMOTIVE INDUSTRIES

NEW VEHICLE SALES

AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Total Market								
AUSTRALIAN CAPITAL TERRITORY	1,713	1,410	12,205	10,730	303	1,475	21.5%	13.7%
NEW SOUTH WALES	34,655	30,501	242,060	226,855	4,154	15,205	13.6%	6.7%
NORTHERN TERRITORY	991	816	7,001	6,763	175	232	21.4%	3.4%
QUEENSLAND	23,049	21,379	170,728	155,262	1,670	15,446	7.8%	9.9%
SOUTH AUSTRALIA	6,952	5,702	51,240	46,482	1,258	4,758	21.9%	10.2%
TASMANIA	1,843	1,611	13,055	12,424	232	631	14.4%	5.1%
VICTORIA	29,126	25,053	209,937	189,125	4,073	20,872	16.3%	11.0%
WESTERN AUSTRALIA	11,637	8,784	82,358	69,908	2,853	12,450	32.5%	17.8%
Total	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%

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This report is compiled with the assistance of R. L. Polk Australia Pty Ltd in conjunction with the FCAI.

Volumes

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Passenger	19,336	19,997	140,419	140,612	-661	-193	-3.3	-0.1
SUV	62,313	48,571	441,529	375,036	13,742	66,493	28.3	17.7
Light Commercial	24,031	22,472	172,300	171,689	1,559	611	6.9	0.4
Heavy Commercial	4,286	4,216	34,336	30,238	70	4,098	1.7	13.6
Total Market	109,966	95,256	788,584	717,575	14,710	71,009	15.4	9.9

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Micro	1,047	696	5,605	4,322	351	1,283	50.4	29.7
Light	3,063	3,070	27,130	30,473	-7	-3,343	-0.2	-11.0
Small	8,754	8,946	52,573	61,869	-192	-9,296	-2.1	-15.0
Medium	3,902	5,075	33,343	26,108	-1,173	7,235	-23.1	27.7
Large	245	271	3,633	3,745	-26	-112	-9.6	-3.0
Upper Large	56	62	345	447	-6	-102	-9.7	-22.8
People Movers	1,142	950	9,828	8,032	192	1,796	20.2	22.4
Sports	1,127	927	7,962	5,616	200	2,346	21.6	41.8
SUV Light	3,728	4,581	35,985	35,969	-853	16	-18.6	0.0
SUV Small	17,480	12,633	113,736	92,687	4,847	21,049	38.4	22.7
SUV Medium	23,862	17,099	176,072	137,013	6,763	39,059	39.6	28.5
SUV Large	14,076	12,249	98,832	94,877	1,827	3,955	14.9	4.2
SUV Upper Large	3,167	2,009	16,904	14,490	1,158	2,414	57.6	16.7
Light Buses < 20 Seats	211	207	1,817	2,158	4	-341	1.9	-15.8
Light Buses => 20 Seats	37	32	257	168	5	89	15.6	53.0
Vans/CC <= 2.5t	122	73	729	1,099	49	-370	67.1	-33.7
Vans/CC 2.5-3.5t	1,355	2,191	13,495	15,872	-836	-2,377	-38.2	-15.0
PU/CC 4X2	2,888	3,161	20,407	23,427	-273	-3,020	-8.6	-12.9
PU/CC 4X4	18,626	16,015	128,484	124,142	2,611	4,342	16.3	3.5
Pick-Up/CC > \$100K	792	793	7,111	4,823	-1	2,288	-0.1	47.4
Heavy Commercial	4,286	4,216	34,336	30,238	70	4,098	1.7	13.6
Total Market	109,966	95,256	788,584	717,575	14,710	71,009	15.4	9.9

Percentage Mix

	Month		YTD		Yr to Yr change +/-	
	2023	2022	2023	2022	MTH	YTD
Passenger	17.6	21.0	17.8	19.6	-3.4	-1.8
SUV	56.7	51.0	56.0	52.3	5.7	3.7
Light Commercial	21.9	23.6	21.8	23.9	-1.7	-2.1
Heavy Commercial	3.9	4.4	4.4	4.2	-0.5	0.1
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

	Month		YTD		Yr to Yr change +/-	
	2023	2022	2023	2022	MTH	YTD
Micro	1.0	0.7	0.7	0.6	0.2	-1.1
Light	2.8	3.2	3.4	4.2	-0.4	-0.8
Small	8.0	9.4	6.7	8.6	-1.4	-2.0
Medium	3.5	5.3	4.2	3.6	-1.8	0.6
Large	0.2	0.3	0.5	0.5	-0.1	-0.1
Upper Large	0.1	0.1	0.0	0.1	0.0	0.0
People Movers	1.0	1.0	1.2	1.1	0.0	0.1
Sports	1.0	1.0	1.0	0.8	0.1	0.2
SUV Light	3.4	4.8	4.6	5.0	-1.4	-0.4
SUV Small	15.9	13.3	14.4	12.9	2.6	1.5
SUV Medium	21.7	18.0	22.3	19.1	3.7	3.2
SUV Large	12.8	12.9	12.5	13.2	-0.1	-0.7
SUV Upper Large	2.9	2.1	2.1	2.0	0.8	0.1
Light Buses < 20 Seats	0.2	0.2	0.2	0.3	0.0	-0.1
Light Buses => 20 Seats	0.0	0.0	0.0	0.0	0.0	0.0
Vans/CC <= 2.5t	0.1	0.1	0.1	0.2	0.0	-0.1
Vans/CC 2.5-3.5t	1.2	2.3	1.7	2.2	-1.1	-0.5
PU/CC 4X2	2.6	3.3	2.6	3.3	-0.7	-0.7
PU/CC 4X4	16.9	16.8	16.3	17.3	0.1	-1.0
Pick-Up/CC > \$100K	0.7	0.8	0.9	0.7	-0.1	0.2
Heavy Commercial	3.9	4.4	4.4	4.2	-0.5	0.1
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

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NEW VEHICLE SALES BY MARQUE
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Total Market								
Alfa Romeo	80	59	423	385	21	38	35.6%	9.9%
Alpine	0	0	0	4	0	-4	-	-100.0%
Aston Martin	6	13	98	89	-7	9	-53.8%	10.1%
Audi	1,344	1,350	11,988	9,098	-6	2,890	-0.4%	31.8%
Bentley	13	17	143	145	-4	-2	-23.5%	-1.4%
BMW	2,272	2,395	16,686	16,154	-123	532	-5.1%	3.3%
BYD	803	0	8,004	0	803	8,004	-	-
Caterham	0	2	0	2	-2	-2	-100.0%	-100.0%
Chery	760	0	3,023	0	760	3,023	-	-
Chevrolet	289	273	2,242	1,443	16	799	5.9%	55.4%
Chrysler	7	1	7	78	6	-71	600.0%	-91.0%
Citroen	29	9	164	197	20	-33	222.2%	-16.8%
CUPRA	302	116	2,109	165	186	1,944	160.3%	>999%
Ferrari	20	23	149	144	-3	5	-13.0%	3.5%
Fiat	69	8	532	322	61	210	762.5%	65.2%
Fiat Professional	115	65	848	467	50	381	76.9%	81.6%
Ford	7,898	5,839	53,189	38,840	2,059	14,349	35.3%	36.9%
Genesis	190	89	1,251	641	101	610	113.5%	95.2%
GWM	2,878	2,637	22,990	13,321	241	9,669	9.1%	72.6%
Honda	1,184	1,260	8,872	9,809	-76	-937	-6.0%	-9.6%
Hyundai	6,513	6,643	50,741	51,602	-130	-861	-2.0%	-1.7%
Isuzu Ute	4,712	2,800	28,409	24,337	1,912	4,072	68.3%	16.7%
Iveco Bus	0	2	3	17	-2	-14	-100.0%	-82.4%
Jaguar	47	86	326	557	-39	-231	-45.3%	-41.5%
Jeep	374	682	3,311	4,748	-308	-1,437	-45.2%	-30.3%
Kia	6,510	6,780	51,820	52,910	-270	-1,090	-4.0%	-2.1%
Lamborghini	28	25	136	96	3	40	12.0%	41.7%
Land Rover	1,039	327	5,315	3,217	712	2,098	217.7%	65.2%
LDV	1,826	1,438	14,450	9,829	388	4,621	27.0%	47.0%
Lexus	1,685	477	9,985	4,950	1,208	5,035	253.2%	101.7%
Lotus	21	0	97	62	21	35	-	56.5%
Maserati	64	45	440	396	19	44	42.2%	11.1%
Mazda	8,458	8,824	67,189	66,635	-366	554	-4.1%	0.8%
McLaren	9	13	66	41	-4	25	-30.8%	61.0%
Mercedes-Benz Cars	2,144	2,356	16,789	19,321	-242	-2,533	-10.1%	-13.1%
Mercedes-Benz Vans	364	500	3,126	2,823	-136	303	-27.2%	10.7%
MG	5,368	3,074	37,401	30,599	2,294	6,808	74.6%	22.2%
MINI	242	312	2,817	2,269	-70	548	-22.4%	24.2%
Mitsubishi	4,961	6,380	39,353	53,739	-1,419	-13,786	-22.2%	-25.7%
Nissan	4,233	1,666	23,910	19,104	2,567	4,806	154.1%	25.2%
Peugeot	275	203	1,649	1,437	72	212	35.5%	14.8%
Polestar	225	38	1,678	694	187	984	492.1%	141.8%
Porsche	418	301	4,201	3,769	17	432	38.9%	11.5%
RAM	541	552	5,075	3,550	-11	1,525	-2.0%	43.0%
Renault	668	746	5,766	6,435	-78	-669	-10.5%	-10.4%
Rolls-Royce	6	4	32	40	2	-8	50.0%	-20.0%
Skoda	698	409	5,261	4,167	289	1,094	70.7%	26.3%
SsangYong	487	358	4,282	2,165	129	2,117	36.0%	97.8%
Subaru	4,706	2,960	30,761	22,779	1,746	7,982	59.0%	35.0%
Suzuki	1,430	2,144	11,761	15,182	-714	-3,421	-33.3%	-22.5%
Tesla	3,309	3,397	32,820	8,054	-88	24,766	-2.6%	307.5%
Toyota	22,321	20,616	133,747	161,558	1,705	-27,811	8.3%	-17.2%
Volkswagen	3,721	2,868	27,659	17,945	853	9,714	29.7%	54.1%
Volvo Car	1,037	711	8,005	7,130	326	875	45.9%	12.3%
Daf	80	76	580	387	4	193	5.3%	49.9%
Dennis Eagle	7	6	44	30	1	14	16.7%	46.7%
Foton Mobility	1	0	39	0	1	39	-	-
Freightliner	27	41	262	319	-14	-57	-34.1%	-17.9%
Fuso	347	397	3,359	3,136	-50	223	-12.6%	7.1%
Hino	433	472	3,924	4,313	-39	-389	-8.3%	-9.0%
Hyundai Commercial Vehicles	20	25	212	194	-5	18	-20.0%	9.3%
International	0	0	0	2	0	-2	-	-100.0%
Isuzu Trucks	1,183	1,221	9,291	8,354	-38	937	-3.1%	11.2%
Iveco Trucks	142	201	1,348	1,113	-59	235	-29.4%	21.1%
Kenworth	284	281	2,260	1,911	3	349	1.1%	18.3%
Mack	92	58	696	499	34	197	58.6%	39.5%
Man	23	33	194	260	-10	-66	-30.3%	-25.4%
Mercedes-Benz Trucks	94	62	642	549	32	93	51.6%	16.9%
Scania	116	111	822	694	5	128	4.5%	18.4%
SEA Electric	5	4	15	11	1	4	25.0%	36.4%
UD Trucks	90	120	780	758	-30	22	-25.0%	2.9%
Volvo Commercial	308	218	2,302	1,412	90	890	41.3%	63.0%
Western Star	15	7	110	172	8	-62	114.3%	-36.0%
Total	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%

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NEW VEHICLE SALES SHARE BY MARQUE
AUGUST 2023

Total Market	Month		YTD		Variance +/- ppts.	
	2023	2022	2023	2022	MTH	YTD
Alfa Romeo	0.1	0.1	0.1	0.1	0.01	0.00
Alpine	0.0	0.0	0.0	0.0	0.00	0.00
Aston Martin	0.0	0.0	0.0	0.0	-0.01	0.00
Audi	1.2	1.4	1.5	1.3	-0.20	0.25
Bentley	0.0	0.0	0.0	0.0	-0.01	0.00
BMW	2.1	2.5	2.1	2.3	-0.45	-0.14
BYD	0.7	0.0	1.0	0.0	0.73	1.01
Caterham	0.0	0.0	0.0	0.0	0.00	0.00
Chery	0.7	0.0	0.4	0.0	0.69	0.38
Chevrolet	0.3	0.3	0.3	0.2	-0.02	0.08
Chrysler	0.0	0.0	0.0	0.0	0.01	-0.01
Citroen	0.0	0.0	0.0	0.0	0.02	-0.01
CUPRA	0.3	0.1	0.3	0.0	0.15	0.24
Ferrari	0.0	0.0	0.0	0.0	-0.01	0.00
Fiat	0.1	0.0	0.1	0.0	0.05	0.02
Fiat Professional	0.1	0.1	0.1	0.1	0.04	0.04
Ford	7.2	6.1	6.7	5.4	1.05	1.33
Genesis	0.2	0.1	0.2	0.1	0.08	0.07
GWM	2.6	2.8	2.9	1.9	-0.15	1.06
Honda	1.1	1.3	1.1	1.4	-0.25	-0.24
Hyundai	5.9	7.0	6.4	7.2	-1.05	-0.76
Isuzu Ute	4.3	2.9	3.6	3.4	1.35	0.21
Iveco Bus	0.0	0.0	0.0	0.0	0.00	0.00
Jaguar	0.0	0.1	0.0	0.1	-0.05	-0.04
Jeep	0.3	0.7	0.4	0.7	-0.38	-0.24
Kia	5.9	7.1	6.6	7.4	-1.20	-0.80
Lamborghini	0.0	0.0	0.0	0.0	0.00	0.00
Land Rover	0.9	0.3	0.7	0.4	0.60	0.23
LDV	1.7	1.5	1.8	1.4	0.15	0.46
Lexus	1.5	0.5	1.3	0.7	1.03	0.58
Lotus	0.0	0.0	0.0	0.0	0.02	0.00
Maserati	0.1	0.0	0.1	0.1	0.01	0.00
Mazda	7.7	9.3	8.5	9.3	-1.57	-0.77
McLaren	0.0	0.0	0.0	0.0	-0.01	0.00
Mercedes-Benz Cars	1.9	2.5	2.1	2.7	-0.56	-0.56
Mercedes-Benz Vans	0.3	0.5	0.4	0.4	-0.19	0.00
MG	4.9	3.2	4.7	4.3	1.65	0.48
MINI	0.2	0.3	0.4	0.3	-0.11	0.04
Mitsubishi	4.5	6.1	5.1	7.5	-2.19	-2.42
Nissan	3.8	1.7	3.0	2.7	2.10	0.37
Peugeot	0.3	0.2	0.2	0.2	0.04	0.01
Polestar	0.2	0.0	0.2	0.1	0.16	0.12
Porsche	0.4	0.3	0.5	0.5	0.06	0.01
RAM	0.5	0.6	0.6	0.5	-0.09	0.15
Renault	0.6	0.8	0.7	0.9	-0.18	-0.17
Rolls-Royce	0.0	0.0	0.0	0.0	0.00	0.00
Skoda	0.6	0.4	0.7	0.6	0.21	0.09
SsangYong	0.4	0.4	0.5	0.5	0.07	0.24
Subaru	4.3	3.1	3.9	3.2	1.17	0.73
Suzuki	1.3	2.3	1.5	2.1	-0.95	-0.62
Tesla	3.0	3.6	4.2	1.1	-0.56	3.04
Toyota	20.3	21.6	17.0	22.5	-1.34	-5.55
Volkswagen	3.4	3.0	3.5	2.5	0.37	1.01
Volvo Car	0.9	0.7	1.0	1.0	0.20	0.02
Daf	0.1	0.1	0.1	0.1	-0.01	0.02
Dennis Eagle	0.0	0.0	0.0	0.0	0.00	0.00
Foton Mobility	0.0	0.0	0.0	0.0	0.00	0.00
Freightliner	0.0	0.0	0.0	0.0	-0.02	-0.01
Fuso	0.3	0.4	0.4	0.4	-0.10	-0.01
Hino	0.4	0.5	0.5	0.6	-0.10	-0.10
Hyundai Commercial Vehicles	0.0	0.0	0.0	0.0	-0.01	0.00
International	0.0	0.0	0.0	0.0	0.00	0.00
Isuzu	1.1	1.3	1.2	1.2	-0.21	0.01
Iveco Trucks	0.1	0.2	0.2	0.2	-0.08	0.02
Kenworth	0.3	0.3	0.3	0.3	-0.04	0.02
Mack	0.1	0.1	0.1	0.1	0.02	0.02
Man	0.0	0.0	0.0	0.0	-0.01	-0.01
Mercedes-Benz Trucks	0.1	0.1	0.1	0.1	0.02	0.00
Scania	0.1	0.1	0.1	0.1	-0.01	0.01
SEA Electric	0.0	0.0	0.0	0.0	0.00	0.00
UD Trucks	0.1	0.1	0.1	0.1	-0.04	-0.01
Volvo Commercial	0.3	0.2	0.3	0.2	0.05	0.10
Western Star	0.0	0.0	0.0	0.0	0.01	-0.01
Total	100.0	100.0	100.0	100.0	0.00	0.00

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NEW VEHICLE SALES BY BUYER TYPE
AUGUST 2023

Total Market	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Passenger	19,336	19,997	140,419	140,612	-661	-193	-3.3%	-0.1%
Private	11,268	13,016	85,963	86,239	-1,748	-276	-13.4%	-0.3%
Business	5,893	4,794	41,278	36,268	1,099	5,010	22.9%	13.8%
Gov't	524	449	3,061	3,591	75	-530	16.7%	-14.8%
Rental	1,651	1,738	10,117	14,514	-87	-4,397	-5.0%	-30.3%
SUV	62,313	48,571	441,529	375,036	13,742	66,493	28.3%	17.7%
Private	39,069	31,421	275,519	244,245	7,648	31,274	24.3%	12.8%
Business	18,062	13,320	130,267	103,532	4,742	26,735	35.6%	25.8%
Gov't	1,400	1,085	9,351	7,721	315	1,630	29.0%	21.1%
Rental	3,782	2,745	26,392	19,538	1,037	6,854	37.8%	35.1%
Light Commercial	24,031	22,472	172,300	171,689	1,559	611	6.9%	0.4%
Private	7,579	7,214	52,247	55,224	365	-2,977	5.1%	-5.4%
Business	13,982	13,328	103,799	100,932	654	2,867	4.9%	2.8%
Gov't	1,336	869	8,682	7,432	467	1,250	53.7%	16.8%
Rental	1,134	1,061	7,572	8,101	73	-529	6.9%	-6.5%
Sub Total	105,680	91,040	754,248	687,337	14,640	66,911	16.1%	9.7%
Private	57,918	51,651	413,729	385,708	6,265	28,021	12.1%	7.3%
Business	37,937	31,442	275,344	240,732	6,495	34,612	20.7%	14.4%
Gov't	3,260	2,403	21,094	18,744	857	2,350	35.7%	12.5%
Rental	6,567	5,544	44,081	42,153	1,023	1,928	18.5%	4.6%
Heavy Commercial	4,286	4,216	34,336	30,238	70	4,098	1.7%	13.6%
Total	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%

NEW VEHICLE SALES BY FUEL TYPE
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Total Market								
Passenger								
Diesel	1,063	931	8,055	6,969	132	1,086	14.2%	15.6%
Electric	1,991	2,668	17,956	9,420	-677	8,536	-25.4%	90.6%
Hybrid	3,924	2,262	16,983	18,695	1,662	-1,712	73.5%	-9.2%
Hydrogen	2	0	2	9	2	-7	-	-77.8%
Petrol	12,310	14,093	97,143	105,238	-1,783	-8,095	-12.7%	-7.7%
PHEV	46	43	280	281	3	-1	7.0%	-0.4%
SUV								
Diesel	11,211	9,759	75,263	81,434	1,452	-6,171	14.9%	-7.6%
Electric	4,967	1,558	38,843	5,070	3,409	33,773	218.8%	666.1%
Hybrid	7,660	4,604	42,610	36,028	3,056	6,582	66.4%	18.3%
Hydrogen	0	0	0	1	0	-1	-	-100.0%
Petrol	37,408	32,153	279,614	248,725	5,255	30,889	16.3%	12.4%
PHEV	1,067	497	5,199	3,778	570	1,421	114.7%	37.6%
Light Commercial								
Diesel	21,316	20,095	154,002	156,858	1,221	-2,856	6.1%	-1.8%
Electric	26	9	123	34	17	89	188.9%	261.8%
Petrol	2,689	2,368	18,175	14,797	321	3,378	13.6%	22.8%
Heavy Commercial	4,286	4,216	34,336	30,238	70	4,098	1.7%	13.6%
Total	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%
Passenger, SUV, Light Commercial								
Diesel	33,590	30,785	237,320	245,261	2,805	-7,941	9.1%	-3.2%
Electric	6,984	4,235	56,922	14,524	2,749	42,398	64.9%	291.9%
Hybrid	11,584	6,866	59,593	54,723	4,718	4,870	68.7%	8.9%
Hydrogen	2	0	2	10	2	-8	-	-80.0%
Petrol	52,407	48,614	394,932	368,760	3,793	26,172	7.8%	7.1%
PHEV	1,113	540	5,479	4,059	573	1,420	106.1%	35.0%
Heavy Commercial	4,286	4,216	34,336	30,238	70	4,098	1.7%	13.6%
Total	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%

NEW VEHICLE SALES BY COUNTRY OF ORIGIN
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Locally Manufactured								
					0	0	-	-
Total Locally Manufactured	0	0	0	0	0	0	-	-
Imported								
Argentina	21	300	915	2,643	-279	-1,728	-93.0%	-65.4%
Austria	143	157	1,164	1,859	-14	-695	-8.9%	-37.4%
Belgium	23	114	137	1,344	-91	-1,207	-79.8%	-89.8%
China	16,150	11,155	127,855	67,695	4,995	60,160	44.8%	88.9%
Czech Republic	962	497	6,560	4,729	465	1,831	93.6%	38.7%
England	1,476	750	11,716	6,376	726	5,340	96.8%	83.8%
Finland	0	17	9	603	-17	-594	-100.0%	-98.5%
France	443	774	2,670	4,893	-331	-2,223	-42.8%	-45.4%
Germany	5,413	4,203	36,264	28,348	1,210	7,916	28.8%	27.9%
Hungary	565	1,273	6,133	6,810	-708	-677	-55.6%	-9.9%
India	9	334	259	5,362	-325	-5,103	-97.3%	-95.2%
Indonesia	49	107	548	164	-58	384	-54.2%	234.1%
Italy	337	233	2,088	1,731	104	357	44.6%	20.6%
Japan	35,945	29,147	219,330	227,299	6,798	-7,969	23.3%	-3.5%
Korea	13,764	14,020	110,231	109,307	-256	924	-1.8%	0.8%
Mexico	1,141	1,073	10,756	8,268	68	2,488	6.3%	30.1%
Poland	183	144	1,680	1,222	39	458	27.1%	37.5%
Portugal	504	428	5,418	1,648	76	3,770	17.8%	228.8%
Romania	113	237	1,389	1,617	-124	-228	-52.3%	-14.1%
Slovak Republic	884	451	6,022	3,759	433	2,263	96.0%	60.2%
South Africa	1,032	700	6,523	6,413	332	116	47.4%	1.8%
Spain	1,263	1,379	9,947	8,083	-116	1,864	-8.4%	23.1%
Sweden	117	84	910	937	33	-27	39.3%	-2.9%
Thailand	23,095	19,880	165,481	164,400	3,215	1,081	16.2%	0.7%
Turkey	317	236	2,793	1,699	8	1,094	34.3%	64.4%
USA	2,768	4,249	25,063	26,416	-1,481	-1,353	-34.9%	-5.1%
Wales	2	6	49	30	-4	19	-66.7%	63.3%
Other	3,247	3,308	26,668	23,920	-61	2,748	-1.8%	11.5%
Total Imported	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%
Total Market	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%

Micro	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Micro	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat 500/Abarth	69	6.6%	8	1.1%	532	9.5%	322	7.5%	762.5%	65.2%
Kia Picanto	978	93.4%	636	91.4%	5,072	90.5%	3,192	73.9%	53.8%	58.9%
Mitsubishi Mirage	0	0.0%	52	7.5%	1	0.0%	808	18.7%	-100.0%	-99.9%
Total Micro	1,047	1.0%	696	0.7%	5,605	0.7%	4,322	0.6%	50.4%	29.7%

Total Micro	1,047	1.0%	696	0.7%	5,605	0.7%	4,322	0.6%	50.4%	29.7%
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Light	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Light < \$30K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Fiesta	2	0.1%	14	0.5%	140	0.6%	85	0.3%	-85.7%	64.7%
Hyundai i20	70	2.4%	48	1.7%	455	1.8%	468	1.6%	45.8%	-2.8%
Kia Rio	355	12.4%	484	17.2%	3,943	15.6%	3,201	11.1%	-26.7%	23.2%
Mazda2	351	12.2%	520	18.5%	3,548	14.0%	3,302	11.5%	-32.5%	7.5%
MG MG3	1,153	40.2%	709	25.2%	10,642	42.1%	10,189	35.4%	62.6%	4.4%
Suzuki Baleno	9	0.3%	334	11.9%	259	1.0%	5,362	18.6%	-97.3%	-95.2%
Suzuki Swift	626	21.8%	462	16.4%	4,615	18.3%	2,889	10.0%	35.5%	59.7%
Toyota Yaris	222	7.7%	188	6.7%	1,277	5.1%	2,019	7.0%	18.1%	-36.8%
Volkswagen Polo	79	2.8%	58	2.1%	377	1.5%	1,304	4.5%	36.2%	-71.1%
Total Light < \$30K	2,867	2.6%	2,817	3.0%	25,256	3.2%	28,819	4.0%	1.8%	-12.4%

Light > \$30K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A1	46	23.5%	20	7.9%	293	15.6%	247	14.9%	130.0%	18.6%
Citroen C3	12	6.1%	4	1.6%	45	2.4%	67	4.1%	200.0%	-32.8%
MINI Hatch	90	45.9%	188	74.3%	1,248	66.6%	1,231	74.4%	-52.1%	1.4%
Skoda Fabia	48	24.5%	41	16.2%	288	15.4%	109	6.6%	17.1%	164.2%
Total Light > \$30K	196	0.2%	253	0.3%	1,874	0.2%	1,654	0.2%	-22.5%	13.3%

Total Light	3,063	2.8%	3,070	3.2%	27,130	3.4%	30,473	4.2%	-0.2%	-11.0%
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Small	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Small < \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Hyundai i30	1,765	26.7%	1,975	27.6%	14,844	37.1%	15,485	29.7%	-10.6%	-4.1%
Hyundai Ioniq	0	0.0%	97	1.4%	1	0.0%	654	1.3%	-100.0%	-99.8%
Kia Cerato	535	8.1%	1,092	15.2%	3,640	9.1%	9,513	18.2%	-51.0%	-61.7%
Mazda3	1,041	15.8%	1,500	20.9%	6,716	16.8%	7,020	13.4%	-30.6%	-4.3%
MG MG5	338	5.1%	0	0.0%	338	0.8%	0	0.0%	-	-
Skoda Scala	83	1.3%	25	0.3%	449	1.1%	292	0.6%	232.0%	53.8%
Subaru Impreza	39	0.6%	355	5.0%	1,913	4.8%	1,945	3.7%	-89.0%	-1.6%
Toyota Corolla	2,808	42.5%	2,115	29.5%	12,159	30.4%	17,251	33.0%	32.8%	-29.5%
Toyota Prius	0	0.0%	2	0.0%	1	0.0%	42	0.1%	-100.0%	-97.6%
Toyota Prius V	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Total Small < \$40K	6,609	6.0%	7,161	7.5%	40,061	5.1%	52,203	7.3%	-7.7%	-23.3%

Small > \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A3	235	11.0%	269	15.1%	1,875	15.0%	1,231	12.7%	-12.6%	52.3%
BMW 1 Series	100	4.7%	198	11.1%	1,249	10.0%	997	10.3%	-49.5%	25.3%
BMW 2 Series Gran Coupe	84	3.9%	219	12.3%	805	6.4%	933	9.7%	-61.6%	-13.7%
BMW i3	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
CUPRA Born	116	5.4%	0	0.0%	376	3.0%	0	0.0%	-	-
CUPRA Leon	31	1.4%	26	1.5%	275	2.2%	39	0.4%	19.2%	605.1%
Ford Focus	0	0.0%	16	0.9%	39	0.3%	118	1.2%	-100.0%	-66.9%
GWM Ora	90	4.2%	0	0.0%	212	1.7%	0	0.0%	-	-
Honda Civic	118	5.5%	53	3.0%	729	5.8%	545	5.6%	122.6%	33.8%
Mercedes-Benz A-Class	199	9.3%	295	16.5%	1,750	14.0%	2,035	21.1%	-32.5%	-14.0%
Mercedes-Benz B-Class	0	0.0%	17	1.0%	85	0.7%	204	2.1%	-100.0%	-58.3%
MG MG4	296	13.8%	0	0.0%	296	2.4%	0	0.0%	-	-
MINI Clubman	30	1.4%	23	1.3%	195	1.6%	200	2.1%	30.4%	-2.5%
Nissan Leaf	62	2.9%	38	2.1%	349	2.8%	276	2.9%	63.2%	26.4%
Peugeot 308	28	1.3%	3	0.2%	193	1.5%	3	0.0%	833.3%	>999%
Renault Megane	11	0.5%	7	0.4%	41	0.3%	98	1.0%	57.1%	-58.2%
Subaru WRX	245	11.4%	273	15.3%	1,888	15.1%	1,177	12.2%	-10.3%	60.4%
Volkswagen Golf	500	23.3%	348	19.5%	2,155	17.2%	1,807	18.7%	43.7%	19.3%
Total Small > \$40K	2,145	2.0%	1,785	1.9%	12,512	1.6%	9,666	1.3%	20.2%	29.4%

Total Small	8,754	8.0%	8,946	9.4%	52,573	6.7%	61,869	8.6%	-2.1%	-15.0%
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Medium	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Honda Accord	19	1.2%	18	1.2%	105	1.2%	75	0.8%	5.6%	40.0%
Hyundai Sonata	6	0.4%	33	2.2%	177	2.0%	379	3.8%	-81.8%	-53.3%
Mazda6	112	6.8%	217	14.2%	1,091	12.3%	897	9.0%	-48.4%	21.6%
Skoda Octavia	118	7.2%	8	0.5%	955	10.7%	732	7.4%	>999%	30.5%
Toyota Camry	1,337	81.1%	1,184	77.5%	6,041	67.9%	7,410	74.6%	12.9%	-18.5%
Volkswagen Passat	56	3.4%	67	4.4%	526	5.9%	445	4.5%	-16.4%	18.2%
Total Medium < \$60K	1,648	1.5%	1,527	1.6%	8,895	1.1%	9,938	1.4%	7.9%	-10.5%

Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Giulia	22	1.0%	29	0.8%	125	0.5%	181	1.1%	-24.1%	-30.9%
Audi A4	99	4.4%	40	1.1%	605	2.5%	344	2.1%	147.5%	74.7%
Audi A5 Sportback	68	3.0%	30	0.8%	355	1.5%	253	1.6%	126.7%	40.7%
BMW 3 Series	237	10.5%	246	6.9%	2,090	8.5%	1,832	11.3%	-3.7%	14.1%
BMW 4 Series Gran Coupe	70	3.1%	99	2.8%	641	2.6%	664	4.1%	-29.3%	-3.5%
BMW i4	14	0.6%	32	0.9%	130	0.5%	175	1.1%	-56.3%	-24.9%
Genesis G70	3	0.1%	15	0.4%	53	0.2%	60	0.4%	-80.0%	-11.7%
Hyundai Ioniq 6	46	2.0%	0	0.0%	388	1.6%	0	0.0%	-	-
Jaguar XE	1	0.0%	5	0.1%	56	0.2%	55	0.3%	-80.0%	1.8%
Lexus ES	135	6.0%	98	2.8%	1,233	5.0%	579	3.6%	37.8%	113.0%
Lexus IS	0	0.0%	0	0.0%	0	0.0%	21	0.1%	-	-100.0%
Mercedes-Benz C-Class	133	5.9%	306	8.6%	2,182	8.9%	2,402	14.9%	-56.5%	-9.2%
Mercedes-Benz CLA-Class	79	3.5%	132	3.7%	875	3.6%	1,147	7.1%	-40.2%	-23.7%
Peugeot 508	36	1.6%	10	0.3%	125	0.5%	103	0.6%	260.0%	21.4%
Polestar 2	225	10.0%	38	1.1%	1,678	6.9%	694	4.3%	492.1%	141.8%
Tesla Model 3	995	44.1%	2,380	67.1%	13,174	53.9%	7,037	43.5%	-58.2%	87.2%
Volkswagen Arteon	59	2.6%	59	1.7%	502	2.1%	322	2.0%	0.0%	55.9%
Volvo S60	9	0.4%	20	0.6%	102	0.4%	173	1.1%	-55.0%	-41.0%
Volvo V60 Cross Country	23	1.0%	9	0.3%	137	0.6%	130	0.8%	155.6%	5.4%
Total Medium > \$60K	2,254	2.0%	3,548	3.7%	24,448	3.1%	16,170	2.3%	-36.5%	51.2%

Total Medium	3,902	3.5%	5,075	5.3%	33,343	4.2%	26,108	3.6%	-23.1%	27.7%
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Large	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen C5 X	5	6.5%	0	0.0%	46	2.4%	0	0.0%	-	-
Kia Stinger	47	61.0%	49	57.0%	1,715	88.0%	1,844	77.8%	-4.1%	-7.0%
Skoda Superb	25	32.5%	37	43.0%	187	9.6%	527	22.2%	-32.4%	-64.5%
Total Large < \$70K	77	0.1%	86	0.1%	1,948	0.2%	2,371	0.3%	-10.5%	-17.8%

Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A6	24	14.3%	28	15.1%	147	8.7%	208	15.1%	-14.3%	-29.3%
Audi A7	6	3.6%	6	3.2%	41	2.4%	61	4.4%	0.0%	-32.8%
Audi e-tron GT	13	7.7%	0	0.0%	225	13.4%	0	0.0%	-	-
BMW 5 Series	30	17.9%	64	34.6%	292	17.3%	316	23.0%	-53.1%	-7.6%
Genesis G80	5	3.0%	15	8.1%	33	2.0%	55	4.0%	-66.7%	-40.0%
Jaguar XF	1	0.6%	0	0.0%	5	0.3%	11	0.8%	-	-54.5%
Maserati Ghibli	3	1.8%	8	4.3%	20	1.2%	78	5.7%	-62.5%	-74.4%
Mercedes-Benz CLS-Class	1	0.6%	3	1.6%	9	0.5%	35	2.5%	-66.7%	-74.3%
Mercedes-Benz E-Class	31	18.5%	36	19.5%	260	15.4%	227	16.5%	-13.9%	14.5%
Mercedes-Benz EQE	30	17.9%	0	0.0%	330	19.6%	0	0.0%	-	-
Porsche Taycan	22	13.1%	25	13.5%	321	19.1%	374	27.2%	-12.0%	-14.2%
Toyota Mirai	2	1.2%	0	0.0%	2	0.1%	9	0.7%	-	-77.8%
Total Large > \$70K	168	0.2%	185	0.2%	1,685	0.2%	1,374	0.2%	-9.2%	22.6%

Total Large	245	0.2%	271	0.3%	3,633	0.5%	3,745	0.5%	-9.6%	-3.0%
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Upper Large	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Upper Large < \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chrysler 300	7	100.0%	1	100.0%	7	100.0%	78	100.0%	600.0%	-91.0%
Total Upper Large < \$100K	7	0.0%	1	0.0%	7	0.0%	78	0.0%	600.0%	-91.0%

Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A8	0	0.0%	3	4.9%	10	3.0%	15	4.1%	-100.0%	-33.3%
Bentley Sedan	1	2.0%	3	4.9%	8	2.4%	16	4.3%	-66.7%	-50.0%
BMW 7 Series	5	10.2%	7	11.5%	56	16.6%	45	12.2%	-28.6%	24.4%
BMW 8 Series Gran Coupe	1	2.0%	5	8.2%	29	8.6%	35	9.5%	-80.0%	-17.1%
BMW i7	10	20.4%	0	0.0%	48	12.7%	0	0.0%	-	-
Lexus LS	3	6.1%	0	0.0%	16	4.7%	14	3.8%	-	14.3%
Maserati Quattroporte	0	0.0%	0	0.0%	1	0.3%	7	1.9%	-	-85.7%
Mercedes-AMG GT 4D	9	18.4%	0	0.0%	11	3.3%	1	0.3%	-	>999%
Mercedes-Benz EQS	3	6.1%	19	31.1%	27	8.0%	49	13.3%	-84.2%	-44.9%
Mercedes-Benz S-Class	9	18.4%	20	32.8%	73	21.6%	137	37.1%	-55.0%	-46.7%
Porsche Panamera	7	14.3%	4	6.6%	51	15.1%	38	10.3%	75.0%	34.2%
Rolls-Royce Sedan	1	2.0%	0	0.0%	13	3.8%	12	3.3%	-	8.3%
Total Upper Large > \$100K	49	0.0%	61	0.1%	338	0.0%	369	0.1%	-19.7%	-8.4%

Total Upper Large	56	0.1%	62	0.1%	345	0.0%	447	0.1%	-9.7%	-22.8%
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NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2023

People Movers	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
People Movers < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Honda Odyssey	0	0.0%	0	0.0%	0	0.0%	413	5.6%	-	-100.0%
Hyundai iMAX	0	0.0%	0	0.0%	0	0.0%	18	0.2%	-	-100.0%
Hyundai Staria	52	4.8%	148	18.2%	824	8.9%	1,017	13.8%	-64.9%	-19.0%
Kia Carnival	913	84.4%	622	76.7%	7,622	82.0%	5,399	73.2%	46.8%	41.2%
LDV G10 Wagon	0	0.0%	0	0.0%	0	0.0%	221	3.0%	-	-100.0%
LDV Mifa	60	5.5%	0	0.0%	274	2.9%	0	0.0%	-	-
Volkswagen Caddy	4	0.4%	0	0.0%	45	0.5%	45	0.6%	-	0.0%
Volkswagen Caravelle	0	0.0%	1	0.1%	24	0.3%	16	0.2%	-100.0%	50.0%
Volkswagen Multivan	53	4.9%	40	4.9%	511	5.5%	243	3.3%	32.5%	110.3%
Total People Movers < \$70K	1,082	1.0%	811	0.9%	9,300	1.2%	7,372	1.0%	33.4%	26.2%
People Movers > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
LDV Mifa9	1	1.7%	0	0.0%	9	1.7%	0	0.0%	-	-
Mercedes-Benz EQV	1	1.7%	0	0.0%	8	1.5%	1	0.2%	-	700.0%
Mercedes-Benz Marco Polo	2	3.3%	3	2.2%	15	2.8%	30	4.5%	-33.3%	-50.0%
Mercedes-Benz Valente	0	0.0%	5	3.6%	7	1.3%	101	15.3%	-100.0%	-93.1%
Mercedes-Benz V-Class	27	45.0%	97	69.8%	245	46.4%	368	55.8%	-72.2%	-33.4%
Mercedes-Benz Vito/eVito Tourer	9	15.0%	16	11.5%	90	17.0%	25	3.8%	-43.8%	260.0%
Toyota Granvia	9	15.0%	10	7.2%	81	15.3%	83	12.6%	-10.0%	-2.4%
Volkswagen California	11	18.3%	8	5.8%	73	13.8%	52	7.9%	37.5%	40.4%
Total People Movers > \$70K	60	0.1%	139	0.1%	528	0.1%	660	0.1%	-56.8%	-20.0%
Total People Movers	1,142	1.0%	950	1.0%	9,828	1.2%	8,032	1.1%	20.2%	22.4%
Sports	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Sports < \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BMW 2 Series Coupe/Conv	93	15.3%	58	11.4%	658	13.9%	337	12.1%	60.3%	95.3%
Ford Mustang	70	11.5%	261	51.2%	1,422	29.9%	1,220	43.9%	-73.2%	16.6%
Mazda MX5	38	6.3%	58	11.4%	305	6.4%	299	10.8%	-34.5%	2.0%
MINI Cabrio	27	4.4%	24	4.7%	207	4.4%	163	5.9%	12.5%	27.0%
Nissan 370Z	0	0.0%	0	0.0%	0	0.0%	15	0.5%	-	-100.0%
Nissan Z	87	14.3%	11	2.2%	323	6.8%	11	0.4%	690.9%	>999%
Subaru BRZ	164	27.0%	98	19.2%	1,128	23.7%	730	26.3%	67.3%	54.5%
Toyota GR86 / 86	128	21.1%	0	0.0%	701	14.9%	1	0.0%	-	>999%
Total Sports < \$80K	607	0.6%	510	0.5%	4,750	0.6%	2,776	0.4%	19.0%	71.1%

VFACTS
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NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2023

Sports > \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo 4C	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Alpine A110	0	0.0%	0	0.0%	0	0.0%	4	0.2%	-	-100.0%
Audi A5	19	4.9%	25	7.9%	97	4.1%	127	6.3%	-24.0%	-23.6%
Audi TT	6	1.5%	2	0.6%	69	2.9%	26	1.3%	200.0%	165.4%
BMW 4 Series Coupe/Conv	92	23.6%	124	39.2%	543	23.0%	655	32.3%	-25.8%	-17.1%
BMW Z4	12	3.1%	14	4.4%	56	2.4%	74	3.7%	-14.3%	-24.3%
Caterham	0	0.0%	2	0.6%	0	0.0%	2	0.1%	-100.0%	-100.0%
Chevrolet Corvette Stingray	38	9.7%	32	10.1%	206	8.7%	170	8.4%	18.8%	21.2%
Jaguar F-Type	3	0.8%	8	2.5%	35	1.5%	25	1.2%	-62.5%	40.0%
Lexus LC	12	3.1%	2	0.6%	40	1.7%	33	1.6%	500.0%	21.2%
Lexus RC	0	0.0%	0	0.0%	0	0.0%	5	0.2%	-	-100.0%
Lotus Elise	0	0.0%	0	0.0%	0	0.0%	17	0.8%	-	-100.0%
Lotus Emira	21	5.4%	0	0.0%	97	4.1%	0	0.0%	-	-
Lotus Exige	0	0.0%	0	0.0%	0	0.0%	45	2.2%	-	-100.0%
Mercedes-Benz C-Class Cpe/Conv	98	25.1%	53	16.8%	615	26.0%	425	21.0%	84.9%	44.7%
Mercedes-Benz E-Class Cpe/Conv	14	3.6%	34	10.8%	136	5.8%	156	7.7%	-58.8%	-12.8%
Porsche Boxster	21	5.4%	4	1.3%	103	4.4%	74	3.7%	425.0%	39.2%
Porsche Cayman	21	5.4%	9	2.8%	189	8.0%	83	4.1%	133.3%	127.7%
Toyota Supra	33	8.5%	7	2.2%	176	7.5%	103	5.1%	371.4%	70.9%
Total Sports > \$80K	390	0.4%	316	0.3%	2,362	0.3%	2,025	0.3%	23.4%	16.6%
Sports > \$200K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin Coupe/Conv	4	3.1%	7	6.9%	49	5.8%	56	6.9%	-42.9%	-12.5%
Audi R8	0	0.0%	0	0.0%	0	0.0%	1	0.1%	-	-100.0%
Bentley Coupe/Conv	3	2.3%	8	7.9%	67	7.9%	60	7.4%	-62.5%	11.7%
BMW 8 Series	10	7.7%	3	3.0%	42	4.9%	37	4.5%	233.3%	13.5%
Ferrari Coupe/Conv	20	15.4%	23	22.8%	149	17.5%	144	17.7%	-13.0%	3.5%
Lamborghini Coupe/Conv	21	16.2%	20	19.8%	89	10.5%	32	3.9%	5.0%	178.1%
Lexus LFA	0	0.0%	0	0.0%	1	0.1%	0	0.0%	-	-
Maserati Coupe/Conv	3	2.3%	2	2.0%	17	2.0%	17	2.1%	50.0%	0.0%
McLaren Coupe/Conv	9	6.9%	13	12.9%	66	7.8%	41	5.0%	-30.8%	61.0%
Mercedes-Benz SL-Class	4	3.1%	0	0.0%	24	2.8%	0	0.0%	-	-
Nissan GT-R	0	0.0%	0	0.0%	0	0.0%	9	1.1%	-	-100.0%
Porsche 911	56	43.1%	25	24.6%	346	40.7%	413	50.7%	124.0%	-16.2%
Rolls-Royce Coupe/Conv	0	0.0%	0	0.0%	0	0.0%	5	0.6%	-	-100.0%
Total Sports > \$200K	130	0.1%	101	0.1%	850	0.1%	815	0.1%	28.7%	4.3%
Total Sports	1,127	1.0%	927	1.0%	7,962	1.0%	5,616	0.8%	21.6%	41.8%
Total Passenger < \$	13,944	12.7%	13,609	14.3%	95,822	12.2%	107,879	15.0%	2.5%	-11.2%
Total Passenger > \$	5,392	4.9%	6,388	6.7%	44,597	5.7%	32,733	4.6%	-15.6%	36.2%
Total Passenger	19,336	17.6%	19,997	21.0%	140,419	17.8%	140,612	19.6%	-3.3%	-0.1%

NEW VEHICLE SALES BY MARQUE - PASSENGER
AUGUST 2023

	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	22	0.1%	29	0.1%	125	0.1%	182	0.1%	-24.1%	-31.3%
Alpine	0	0.0%	0	0.0%	0	0.0%	4	0.0%	-	-100.0%
Aston Martin	4	0.0%	7	0.0%	49	0.0%	56	0.0%	-42.9%	-12.5%
Audi	516	2.7%	423	2.1%	3,714	2.6%	2,513	1.8%	22.0%	47.8%
Bentley	4	0.0%	11	0.1%	75	0.1%	76	0.1%	-63.6%	-1.3%
BMW	758	3.9%	1,069	5.3%	6,634	4.7%	6,101	4.3%	-29.1%	8.7%
Caterham	0	0.0%	2	0.0%	0	0.0%	2	0.0%	-100.0%	-100.0%
Chevrolet	38	0.2%	32	0.2%	206	0.1%	170	0.1%	18.8%	21.2%
Chrysler	7	0.0%	1	0.0%	7	0.0%	78	0.1%	600.0%	-91.0%
Citroen	17	0.1%	4	0.0%	91	0.1%	67	0.0%	325.0%	35.8%
CUPRA	147	0.8%	26	0.1%	651	0.5%	39	0.0%	465.4%	>999%
Ferrari	20	0.1%	23	0.1%	149	0.1%	144	0.1%	-13.0%	3.5%
Fiat	69	0.4%	8	0.0%	532	0.4%	322	0.2%	762.5%	65.2%
Ford	72	0.4%	291	1.5%	1,601	1.1%	1,423	1.0%	-75.3%	12.5%
Genesis	8	0.0%	30	0.2%	86	0.1%	115	0.1%	-73.3%	-25.2%
GWM	0	0.0%	0	0.0%	212	0.2%	0	0.0%	-	-
Honda	131	0.7%	71	0.4%	834	0.6%	1,033	0.7%	93.0%	-19.3%
Hyundai	1,939	10.0%	2,301	11.5%	16,689	11.9%	18,021	12.8%	-15.7%	-7.4%
Jaguar	5	0.0%	13	0.1%	96	0.1%	91	0.1%	-61.5%	5.5%
Kia	2,826	14.6%	2,883	14.4%	21,992	15.7%	23,149	16.5%	-1.9%	-5.0%
Lamborghini	21	0.1%	20	0.1%	89	0.1%	32	0.0%	5.0%	178.1%
LDV	61	0.3%	0	0.0%	283	0.2%	221	0.2%	-	28.1%
Lexus	150	0.8%	100	0.5%	1,290	0.9%	652	0.5%	50.0%	97.9%
Lotus	21	0.1%	0	0.0%	97	0.1%	62	0.0%	-	56.5%
Maserati	6	0.0%	10	0.1%	38	0.0%	102	0.1%	-40.0%	-62.7%
Mazda	1,542	8.0%	2,295	11.5%	11,660	8.3%	11,518	8.2%	-32.8%	1.2%
McLaren	9	0.0%	13	0.1%	66	0.0%	41	0.0%	-30.8%	61.0%
Mercedes-Benz Cars	610	3.2%	915	4.6%	6,377	4.5%	6,818	4.8%	-33.3%	-6.5%
Mercedes-Benz Vans	39	0.2%	121	0.6%	365	0.3%	525	0.4%	-67.8%	-30.5%
MG	1,787	9.2%	709	3.5%	11,276	8.0%	10,189	7.2%	152.0%	10.7%
MINI	147	0.8%	235	1.2%	1,650	1.2%	1,594	1.1%	-37.4%	3.5%
Mitsubishi	0	0.0%	52	0.3%	1	0.0%	808	0.6%	-100.0%	-99.9%
Nissan	149	0.8%	49	0.2%	672	0.5%	311	0.2%	204.1%	116.1%
Peugeot	64	0.3%	13	0.1%	318	0.2%	106	0.1%	392.3%	200.0%
Polestar	225	1.2%	38	0.2%	1,678	1.2%	694	0.5%	492.1%	141.8%
Porsche	127	0.7%	67	0.3%	1,010	0.7%	982	0.7%	89.6%	2.9%
Renault	11	0.1%	7	0.0%	41	0.0%	98	0.1%	57.1%	-58.2%
Rolls-Royce	1	0.0%	0	0.0%	13	0.0%	17	0.0%	-	-23.5%
Skoda	274	1.4%	111	0.6%	1,879	1.3%	1,660	1.2%	146.8%	13.2%
Subaru	448	2.3%	726	3.6%	4,929	3.5%	3,852	2.7%	-38.3%	28.0%
Suzuki	635	3.3%	796	4.0%	4,874	3.5%	8,751	5.9%	-20.2%	-40.9%
Tesla	995	5.1%	2,380	11.9%	13,174	9.4%	7,037	5.0%	-58.2%	87.2%
Toyota	4,539	23.5%	3,506	17.5%	20,444	14.6%	26,919	19.1%	29.5%	-24.1%
Volkswagen	762	3.9%	581	2.9%	4,213	3.0%	4,234	3.0%	31.2%	-0.5%
Volvo Car	32	0.2%	29	0.1%	239	0.2%	303	0.2%	10.3%	-21.1%
Total Passenger	19,336	100.0%	19,997	100.0%	140,419	100.0%	140,612	100.0%	-3.3%	-0.1%

SUV Light	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
SUV Light	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Puma	113	3.0%	237	5.2%	1,389	3.9%	1,617	4.5%	-52.3%	-14.1%
Hyundai Venue	316	8.5%	582	12.7%	4,139	11.5%	5,039	14.0%	-45.7%	-17.9%
Kia Stonic	383	10.3%	788	17.2%	5,013	13.9%	6,130	17.0%	-51.4%	-18.2%
Mazda CX-3	1,115	29.9%	548	12.0%	10,708	29.8%	6,686	18.6%	103.5%	60.2%
Nissan Juke	71	1.9%	88	1.9%	812	2.3%	1,018	2.8%	-19.3%	-20.2%
Renault Captur	27	0.7%	90	2.0%	770	2.1%	926	2.6%	-70.0%	-16.8%
Suzuki Ignis	176	4.7%	136	3.0%	1,653	4.6%	1,360	3.8%	29.4%	21.5%
Suzuki Jimny	382	10.2%	672	14.7%	3,893	10.8%	3,630	10.1%	-43.2%	7.2%
Toyota Yaris Cross	547	14.7%	770	16.8%	3,579	9.9%	5,712	15.9%	-29.0%	-37.3%
Volkswagen T-Cross	598	16.0%	670	14.6%	4,029	11.2%	3,851	10.7%	-10.7%	4.6%
Total SUV Light	3,728	3.4%	4,581	4.8%	35,985	4.6%	35,969	5.0%	-18.6%	0.0%

Total SUV Light	3,728	3.4%	4,581	4.8%	35,985	4.6%	35,969	5.0%	-18.6%	0.0%
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SUV Small	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
SUV Small < \$45K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chery Omoda 5	760	5.1%	0	0.0%	3,023	3.1%	0	0.0%	-	-
Citroen C4	9	0.1%	3	0.0%	42	0.0%	79	0.1%	200.0%	-46.8%
GWM Haval H2	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
GWM Haval Jolion	996	6.6%	845	7.8%	7,353	7.7%	4,614	5.9%	17.9%	59.4%
Honda HR-V	349	2.3%	408	3.8%	1,412	1.5%	3,419	4.4%	-14.5%	-58.7%
Hyundai Kona	998	6.6%	783	7.2%	6,260	6.5%	8,355	10.7%	26.8%	-25.1%
Jeep Compass	111	0.7%	185	1.7%	1,062	1.1%	1,259	1.6%	-40.0%	-15.6%
Kia Seltos	1,085	7.2%	869	8.0%	7,304	7.6%	6,267	8.0%	24.9%	16.5%
Mazda CX-30	1,132	7.5%	1,516	14.0%	8,376	8.7%	11,036	14.1%	-25.3%	-24.1%
Mazda MX-30	57	0.4%	126	1.2%	432	0.4%	542	0.7%	-55.5%	-20.3%
MG ZS	3,193	21.3%	1,463	8.5%	20,624	21.5%	13,072	16.7%	118.3%	57.8%
Mitsubishi ASX	1,053	7.0%	1,100	10.2%	5,695	5.9%	7,797	10.0%	-4.3%	-27.0%
Mitsubishi Eclipse Cross	678	4.5%	741	6.9%	5,207	5.4%	4,746	6.1%	-8.5%	9.7%
Nissan Qashqai	512	3.4%	0	0.0%	4,385	4.6%	9	0.0%	-	>999%
Peugeot 2008	40	0.3%	35	0.3%	174	0.2%	257	0.3%	14.3%	-32.3%
Renault Arkana	259	1.7%	180	1.7%	1,092	1.1%	943	1.2%	43.9%	15.9%
Skoda Kamiq	142	0.9%	94	0.9%	1,273	1.3%	1,029	1.3%	51.1%	23.7%
Subaru Crosstrek	1,177	7.8%	0	0.0%	5,014	5.2%	0	0.0%	-	-
Subaru XV	0	0.0%	960	8.9%	1,440	1.5%	5,688	7.3%	-100.0%	-74.7%
Suzuki S-Cross	69	0.5%	74	0.7%	356	0.4%	152	0.2%	-6.8%	135.5%
Suzuki Vitara	168	1.1%	466	4.3%	983	1.0%	1,789	2.3%	-63.9%	-45.1%
Toyota C-HR	863	5.8%	533	4.9%	4,131	4.3%	5,555	7.1%	61.9%	-25.6%
Toyota Corolla Cross	858	5.7%	0	0.0%	4,978	5.2%	0	0.0%	-	-
Volkswagen T-Roc	504	3.4%	428	4.0%	5,418	5.6%	1,648	2.1%	17.8%	228.8%
Total SUV Small < \$45K	15,008	13.6%	10,811	11.3%	96,037	12.2%	78,259	10.9%	38.8%	22.7%

SUV Small > \$45K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Tonale	49	2.0%	0	0.0%	188	1.1%	0	0.0%	-	-
Audi Q2	109	4.4%	100	5.5%	734	4.1%	449	3.1%	9.0%	63.5%
Audi Q3	232	9.4%	483	26.5%	3,021	17.1%	2,821	19.6%	-52.0%	7.1%
BMW X1	537	21.7%	252	13.8%	2,468	13.9%	2,033	14.1%	113.1%	21.4%
BMW X2	12	0.5%	72	4.0%	249	1.4%	385	2.7%	-83.3%	-35.3%
Genesis GV60	14	0.6%	0	0.0%	155	0.9%	12	0.1%	-	>999%
Jaguar E-Pace	5	0.2%	12	0.7%	31	0.2%	199	1.4%	-58.3%	-84.4%
Kia Niro	137	5.5%	122	6.7%	1,196	6.8%	789	5.5%	12.3%	51.6%
Lexus UX	252	10.2%	99	5.4%	1,643	9.3%	779	5.4%	154.5%	110.9%
Mercedes-Benz EQA	153	6.2%	24	1.3%	617	3.5%	489	3.4%	537.5%	26.2%
Mercedes-Benz GLA-Class	162	6.6%	282	15.5%	1,206	6.8%	2,468	17.1%	-42.6%	-51.1%
MINI Countryman	95	3.8%	77	4.2%	1,167	6.6%	675	4.7%	23.4%	72.9%
Renault Megane E-Tech	1	0.0%	0	0.0%	1	0.0%	0	0.0%	-	-
Volvo C40	122	4.9%	2	0.1%	903	5.1%	2	0.0%	>999%	>999%
Volvo XC40	592	23.9%	297	16.3%	4,120	23.3%	3,327	23.1%	99.3%	23.8%
Total SUV Small > \$45K	2,472	2.2%	1,822	1.9%	17,699	2.2%	14,428	2.0%	35.7%	22.7%

Total SUV Small	17,480	15.9%	12,633	13.3%	113,736	14.4%	92,687	12.9%	38.4%	22.7%
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SUV Medium	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
SUV Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BYD Atto 3	808	4.5%	0	0.0%	8,004	6.0%	0	0.0%	-	-
Citroen C5 Aircross	8	0.0%	2	0.0%	31	0.0%	51	0.0%	50.0%	-39.2%
CUPRA Formentor	146	0.8%	72	0.5%	1,200	0.9%	98	0.1%	102.8%	>999%
Ford Escape	204	1.2%	209	1.5%	1,818	1.4%	1,340	1.2%	-2.4%	35.7%
GWM Haval H6	677	3.8%	529	3.8%	5,742	4.3%	3,598	3.1%	28.0%	59.6%
GWM Haval H6 GT	351	2.0%	329	2.4%	2,690	2.0%	436	0.4%	6.7%	517.0%
Honda CR-V	279	1.6%	761	5.6%	5,801	4.4%	5,357	4.7%	-64.3%	8.3%
Honda ZR-V	419	2.4%	0	0.0%	825	0.6%	0	0.0%	-	-
Hyundai Tucson	2,084	11.8%	1,719	12.4%	14,495	10.9%	11,260	9.8%	21.2%	28.7%
Jeep Cherokee	0	0.0%	42	0.3%	16	0.0%	242	0.2%	-100.0%	-93.4%
Kia Sportage	1,259	7.1%	1,237	8.9%	9,082	6.8%	11,845	10.3%	1.8%	-23.3%
Mazda CX-5	1,784	10.1%	2,325	16.8%	15,007	11.3%	18,685	16.2%	-23.3%	-19.7%
MG HS	388	2.2%	902	6.5%	5,507	4.1%	7,338	6.4%	-57.0%	-25.0%
Mitsubishi Outlander	2,030	11.5%	1,568	11.3%	15,150	11.4%	12,121	10.5%	29.5%	25.0%
Nissan X-Trail	1,533	8.7%	516	3.7%	7,566	5.7%	5,740	5.0%	197.1%	31.8%
Peugeot 3008	46	0.3%	82	0.6%	365	0.3%	517	0.4%	-43.9%	-23.4%
Peugeot 5008	13	0.1%	16	0.1%	82	0.1%	124	0.1%	-18.8%	-33.9%
Renault Koleos	110	0.6%	63	0.5%	2,331	1.8%	1,854	1.6%	74.6%	25.7%
Skoda Karoq	87	0.5%	99	0.7%	1,006	0.8%	513	0.4%	-12.1%	95.3%
SsangYong Korando	66	0.4%	59	0.4%	440	0.3%	388	0.3%	11.9%	13.4%
Subaru Forester	1,427	8.1%	580	4.2%	10,699	8.1%	6,860	6.0%	146.0%	56.0%
Toyota RAV4	3,317	18.7%	2,482	17.9%	19,590	14.8%	25,292	22.0%	33.6%	-22.5%
Volkswagen Tiguan	687	3.9%	259	1.9%	5,295	4.0%	1,423	1.2%	165.3%	272.1%
Total SUV Medium < \$60K	17,713	16.1%	13,871	14.6%	132,773	16.8%	115,084	16.0%	27.7%	15.4%

SUV Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Stelvio	9	0.1%	30	0.9%	110	0.3%	203	0.9%	-70.0%	-45.8%
Audi Q5	305	5.0%	227	7.0%	2,935	6.8%	2,228	10.2%	34.4%	31.7%
BMW X3	393	6.4%	420	13.0%	2,670	6.2%	3,325	15.2%	-6.4%	-19.7%
BMW X4	59	1.0%	102	3.2%	522	1.2%	722	3.3%	-42.2%	-27.7%
CUPRA Ateca	9	0.1%	18	0.6%	258	0.6%	28	0.1%	-50.0%	821.4%
Genesis GV70	111	1.8%	38	1.2%	745	1.7%	350	1.6%	192.1%	112.9%
Hyundai Ioniq 5	105	1.7%	72	2.2%	631	1.5%	418	1.9%	45.8%	51.0%
Hyundai Nexo	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Land Rover Discovery Sport	3	0.0%	28	0.9%	153	0.4%	403	1.8%	-89.3%	-62.0%
Land Rover Range Rover Evoque	9	0.1%	102	3.2%	264	0.6%	550	2.5%	-91.2%	-52.0%
Lexus NX	866	14.1%	134	4.2%	4,291	9.9%	2,153	9.8%	546.3%	99.3%
Lexus RZ	41	0.7%	0	0.0%	140	0.3%	0	0.0%	-	-
Maserati Grecale	53	0.9%	0	0.0%	331	0.8%	0	0.0%	-	-
Mazda CX-60	572	9.3%	0	0.0%	1,241	2.9%	0	0.0%	-	-
Mercedes-Benz EQB	127	2.1%	29	0.9%	507	1.2%	29	0.1%	337.9%	>999%
Mercedes-Benz EQC	29	0.5%	4	0.1%	212	0.5%	269	1.2%	625.0%	-21.2%
Mercedes-Benz GLB-Class	61	1.0%	198	6.1%	1,394	3.2%	1,258	5.7%	-69.2%	10.8%
Mercedes-Benz GLC-Class Coupe	229	3.7%	58	1.8%	1,156	2.7%	1,198	5.5%	294.8%	-3.5%
Mercedes-Benz GLC-Class Wagon	476	7.7%	316	9.8%	2,167	5.0%	3,381	15.4%	50.6%	-35.9%
Peugeot 408	4	0.1%	0	0.0%	4	0.0%	0	0.0%	-	-
Porsche Macan	200	3.3%	136	4.2%	2,089	4.8%	1,835	8.4%	47.1%	13.8%
Tesla Model Y	2,374	37.6%	1,017	31.5%	19,646	45.4%	1,017	4.6%	127.5%	>999%
Volvo XC60	174	2.8%	299	9.3%	1,833	4.2%	2,561	11.7%	-41.8%	-28.4%
Total SUV Medium > \$60K	6,149	5.6%	3,228	3.4%	43,299	5.5%	21,929	3.1%	90.5%	97.5%

Total SUV Medium	23,862	21.7%	17,099	18.0%	176,072	22.3%	137,013	19.1%	39.6%	28.5%
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SUV Large	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
SUV Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Everest	1,502	13.3%	417	4.0%	8,399	10.5%	6,004	7.5%	260.2%	39.9%
GWM Haval H9	0	0.0%	0	0.0%	0	0.0%	10	0.0%	-	-100.0%
GWM Tank 300	112	1.0%	0	0.0%	356	0.4%	0	0.0%	-	-
Hyundai Palisade	266	2.4%	492	4.7%	2,559	3.2%	2,891	3.6%	-45.9%	-11.5%
Hyundai Santa Fe	647	5.7%	368	3.5%	4,223	5.3%	2,936	3.7%	75.8%	43.8%
Isuzu Ute MU-X	1,431	12.7%	872	8.4%	9,815	12.3%	7,017	8.8%	64.1%	39.9%
Jeep Wrangler	92	0.8%	181	1.7%	750	0.9%	884	1.1%	-49.2%	-15.2%
Kia Sorento	575	5.1%	801	7.7%	6,258	7.8%	4,304	5.4%	-28.2%	46.1%
LDV D90	378	3.3%	170	1.6%	2,316	2.9%	2,410	3.0%	122.4%	-3.9%
Mazda CX-8	420	3.7%	614	5.9%	3,410	4.3%	3,861	4.8%	-31.6%	-11.7%
Mazda CX-9	277	2.5%	754	7.3%	3,979	5.0%	4,811	6.0%	-63.3%	-17.8%
Mitsubishi Pajero	0	0.0%	17	0.2%	70	0.1%	101	0.1%	-100.0%	-30.7%
Mitsubishi Pajero Sport	112	1.0%	597	5.8%	2,827	3.5%	6,185	7.7%	-81.2%	-54.3%
Nissan Pathfinder	97	0.9%	0	0.0%	1,109	1.4%	0	0.0%	-	-
Skoda Kodiaq	195	1.7%	105	1.0%	1,103	1.4%	963	1.2%	85.7%	14.5%
Ssangyong Rexton	141	1.2%	119	1.1%	1,258	1.6%	879	1.1%	18.5%	43.1%
Subaru Outback	1,654	14.6%	694	6.7%	8,679	10.8%	6,379	8.0%	138.3%	36.1%
Toyota FJ Cruiser	0	0.0%	0	0.0%	2	0.0%	0	0.0%	-	-
Toyota Fortuner	223	2.0%	301	2.9%	2,067	2.6%	3,259	4.1%	-25.9%	-36.6%
Toyota Kluger	842	7.5%	1,682	16.2%	6,813	8.5%	9,654	12.0%	-49.9%	-29.4%
Toyota Prado	1,969	17.4%	1,903	18.4%	10,849	13.5%	15,928	19.9%	3.5%	-31.9%
Volkswagen Passat Alltrack	12	0.1%	18	0.2%	167	0.2%	90	0.1%	-33.3%	85.6%
Volkswagen Tiguan Allspace	348	3.1%	264	2.5%	3,065	3.8%	1,581	2.0%	31.8%	93.9%
Total SUV Large < \$70K	11,293	10.3%	10,369	10.9%	80,104	10.2%	80,177	11.2%	8.9%	-0.1%

SUV Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi e-tron	12	0.4%	9	0.5%	87	0.5%	90	0.6%	33.3%	-3.3%
Audi Q7	126	4.5%	64	3.4%	1,169	6.2%	703	4.8%	96.9%	66.3%
Audi Q8	44	1.6%	44	2.3%	328	1.8%	294	2.0%	0.0%	11.6%
BMW iX	47	1.7%	75	4.0%	604	3.2%	238	1.6%	-37.3%	153.8%
BMW X5	307	11.0%	242	12.9%	2,412	12.9%	2,148	14.6%	26.9%	12.3%
BMW X6	79	2.8%	74	3.9%	399	2.1%	533	3.6%	6.8%	-25.1%
Genesis GV80	57	2.0%	21	1.1%	265	1.4%	164	1.1%	171.4%	61.6%
Jaguar F-Pace	37	1.3%	57	3.0%	175	0.9%	250	1.7%	-35.1%	-30.0%
Jaguar I-Pace	0	0.0%	4	0.2%	24	0.1%	17	0.1%	-100.0%	41.2%
Jeep Grand Cherokee	95	3.4%	177	9.4%	900	4.8%	1,334	9.1%	-46.3%	-32.5%
Kia EV6	243	8.7%	80	4.3%	945	5.0%	426	2.9%	203.8%	121.8%
Land Rover Defender	466	16.7%	133	7.1%	2,422	12.9%	1,051	7.1%	250.4%	130.4%
Land Rover Range Rover Sport	294	10.6%	15	0.8%	1,391	7.4%	800	5.4%	>999%	73.9%
Land Rover Range Rover Velar	54	1.9%	18	1.0%	342	1.8%	268	1.8%	200.0%	27.6%
Lexus RX	295	10.6%	124	6.6%	1,892	10.1%	1,128	7.7%	137.9%	67.7%
Maserati Levante	5	0.2%	35	1.9%	71	0.4%	294	2.0%	-85.7%	-75.9%
Mazda CX-90	153	5.5%	0	0.0%	170	0.9%	0	0.0%	-	-
Mercedes-Benz EQE SUV	11	0.4%	0	0.0%	12	0.1%	0	0.0%	-	-
Mercedes-Benz GLE-Class Coupe	36	1.3%	107	5.7%	526	2.8%	461	3.1%	-66.4%	14.1%
Mercedes-Benz GLE-Class Wagon	153	5.5%	314	16.7%	1,879	10.0%	2,001	13.6%	-51.3%	-6.1%
Porsche Cayenne Coupe	46	1.7%	61	3.2%	605	3.2%	445	3.0%	-24.6%	36.0%
Porsche Cayenne Wagon	45	1.6%	37	2.0%	497	2.7%	507	3.4%	21.6%	-2.0%
Volkswagen Touareg	61	2.2%	105	5.6%	703	3.8%	611	4.2%	-41.9%	15.1%
Volvo XC90	117	4.2%	84	4.5%	910	4.9%	937	6.4%	39.3%	-2.9%
Total SUV Large > \$70K	2,783	2.5%	1,880	2.0%	18,728	2.4%	14,700	2.0%	48.0%	27.4%
Total SUV Large	14,076	12.8%	12,249	12.9%	98,832	12.5%	94,877	13.2%	14.9%	4.2%
SUV Upper Large	Month		Year to Date		Variance +/- %					
	2023	2022	2023	2022	MTH	YTD				
SUV Upper Large < \$120K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Land Rover Discovery	84	3.0%	8	0.2%	253	1.8%	81	0.7%	>999%	212.3%
Nissan Patrol Wagon	1,032	37.4%	496	29.0%	4,374	31.2%	4,020	32.5%	108.1%	8.8%
Toyota Landcruiser Wagon	1,641	59.5%	1,213	70.9%	9,412	67.0%	8,280	66.9%	35.3%	13.7%
Total SUV Upper Large < \$120K	2,757	2.5%	1,712	1.8%	14,039	1.8%	12,381	1.7%	61.0%	13.4%
SUV Upper Large > \$120K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin DBX	2	0.5%	6	2.0%	49	1.7%	33	1.6%	-66.7%	48.5%
Bentley Bentayga	9	2.2%	6	2.0%	68	2.4%	69	3.3%	50.0%	-1.4%
BMW X7	70	17.1%	89	30.0%	667	23.3%	669	31.7%	-21.3%	-0.3%
BMW XM	10	2.4%	0	0.0%	61	2.1%	0	0.0%	-	-
Lamborghini Urus	7	1.7%	5	1.7%	47	1.6%	64	3.0%	40.0%	-26.6%
Land Rover Range Rover	129	31.5%	28	9.4%	490	17.1%	64	3.0%	360.7%	665.6%
Lexus LX	81	19.8%	20	6.7%	729	25.4%	238	11.3%	305.0%	206.3%
Mercedes-Benz EQS SUV	10	2.4%	0	0.0%	11	0.4%	0	0.0%	-	-
Mercedes-Benz G-Class	46	11.2%	24	8.1%	218	7.6%	401	19.0%	91.7%	-45.6%
Mercedes-Benz GLS-Class	41	10.0%	115	38.7%	506	17.7%	548	26.0%	-64.3%	-7.7%
Rolls-Royce Cullinan	5	1.2%	4	1.3%	19	0.7%	23	1.1%	25.0%	-17.4%
Total SUV Upper Large > \$120K	410	0.4%	297	0.3%	2,865	0.4%	2,109	0.3%	38.0%	35.8%
Total SUV Upper Large	3,167	2.9%	2,009	2.1%	16,904	2.1%	14,490	2.0%	57.6%	16.7%
Total SUV < \$	50,499	45.9%	41,344	43.4%	358,938	45.5%	321,870	44.9%	22.1%	11.5%
Total SUV > \$	11,814	10.7%	7,227	7.6%	82,591	10.5%	53,166	7.4%	63.5%	55.3%
Total SUV	62,313	56.7%	48,571	51.0%	441,529	56.0%	375,036	52.3%	28.3%	17.7%

NEW VEHICLE SALES BY MARQUE - SUV
AUGUST 2023

	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	58	0.1%	30	0.1%	298	0.1%	203	0.1%	93.3%	46.8%
Aston Martin	2	0.0%	6	0.0%	49	0.0%	33	0.0%	-66.7%	48.5%
Audi	828	1.3%	927	1.9%	8,274	1.9%	6,585	1.8%	-10.7%	25.6%
Bentley	9	0.0%	6	0.0%	68	0.0%	69	0.0%	50.0%	-1.4%
BMW	1,514	2.4%	1,326	2.7%	10,052	2.3%	10,053	2.7%	14.2%	0.0%
BYD	803	1.3%	0	0.0%	8,004	1.8%	0	0.0%	-	-
Chery	760	1.2%	0	0.0%	3,023	0.7%	0	0.0%	-	-
Citroen	12	0.0%	5	0.0%	73	0.0%	130	0.0%	140.0%	-43.8%
CUPRA	155	0.2%	90	0.2%	1,458	0.3%	126	0.0%	72.2%	>999%
Ford	1,819	2.9%	863	1.8%	11,606	2.6%	8,961	2.4%	110.8%	29.5%
Genesis	182	0.3%	59	0.1%	1,165	0.3%	526	0.1%	208.5%	121.5%
GWM	2,136	3.4%	1,703	3.5%	16,141	3.7%	8,661	2.3%	25.4%	86.4%
Honda	1,047	1.7%	1,189	2.4%	8,038	1.8%	8,776	2.3%	-11.9%	-8.4%
Hyundai	4,411	7.1%	4,016	8.3%	32,307	7.3%	30,900	8.2%	9.8%	4.6%
Isuzu Ute	1,431	2.3%	872	1.8%	9,815	2.2%	7,017	1.9%	64.1%	39.9%
Jaguar	42	0.1%	73	0.2%	230	0.1%	466	0.1%	-42.5%	-50.6%
Jeep	299	0.5%	585	1.2%	2,728	0.6%	3,719	1.0%	-49.1%	-26.6%
Kia	3,682	5.9%	3,897	8.0%	29,828	6.8%	29,761	7.9%	-5.5%	0.2%
Lamborghini	7	0.0%	5	0.0%	47	0.0%	64	0.0%	40.0%	-26.6%
Land Rover	1,083	1.7%	327	0.7%	5,315	1.2%	3,217	0.9%	217.7%	65.2%
LDV	378	0.6%	170	0.4%	2,316	0.5%	2,410	0.6%	122.4%	-3.9%
Lexus	1,535	2.5%	377	0.8%	8,695	2.0%	4,298	1.1%	307.2%	102.3%
Maserati	58	0.1%	35	0.1%	402	0.1%	294	0.1%	65.7%	36.7%
Mazda	5,510	8.8%	5,885	12.1%	43,323	9.8%	45,651	12.2%	-6.4%	-5.1%
Mercedes-Benz Cars	1,534	2.5%	1,471	3.0%	10,411	2.4%	12,503	3.3%	4.3%	-16.7%
MG	3,581	5.7%	2,865	4.9%	26,131	5.9%	20,410	5.4%	51.4%	28.0%
MINI	95	0.2%	77	0.2%	1,167	0.3%	675	0.2%	23.4%	72.9%
Mitsubishi	3,873	6.2%	4,023	8.3%	28,949	6.6%	30,950	8.3%	-3.7%	-6.5%
Nissan	3,245	5.2%	1,100	2.3%	18,246	4.1%	10,787	2.9%	195.0%	69.1%
Peugeot	103	0.2%	133	0.3%	656	0.1%	898	0.2%	-22.6%	-26.9%
Porsche	291	0.5%	234	0.5%	3,191	0.7%	2,787	0.7%	24.4%	14.5%
Renault	397	0.6%	333	0.7%	4,195	1.0%	3,723	1.0%	19.2%	12.7%
Rolls-Royce	5	0.0%	4	0.0%	19	0.0%	23	0.0%	25.0%	-17.4%
Skoda	424	0.7%	298	0.6%	3,382	0.8%	2,507	0.7%	42.3%	34.9%
SsangYong	207	0.3%	178	0.4%	1,698	0.4%	1,267	0.3%	16.3%	34.0%
Subaru	4,258	6.8%	2,234	4.6%	25,832	5.9%	18,927	5.0%	90.6%	36.5%
Suzuki	795	1.3%	1,348	2.8%	6,887	1.6%	6,931	1.8%	-41.0%	-0.6%
Tesla	2,314	3.7%	1,017	2.1%	19,646	4.4%	1,017	0.3%	127.5%	>999%
Toyota	10,260	16.5%	8,884	18.3%	61,421	13.9%	73,680	19.6%	15.5%	-16.6%
Volkswagen	2,210	3.5%	1,744	3.6%	18,677	4.2%	9,204	2.5%	26.7%	102.9%
Volvo Car	1,005	1.6%	682	1.4%	7,766	1.8%	6,527	1.8%	47.4%	13.8%
Total SUV	62,313	100.0%	48,571	100.0%	441,529	100.0%	375,036	100.0%	28.3%	17.7%

Light Commercial	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
Light Buses < 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Bus	0	0.0%	1	0.5%	0	0.0%	13	0.6%	-100.0%	-100.0%
Iveco Minibus < 20 Seats	0	0.0%	2	1.0%	2	0.1%	16	0.7%	-100.0%	-87.5%
LDV Deliver 9 Bus	21	10.0%	21	10.1%	164	9.0%	142	6.6%	0.0%	15.5%
Mercedes-Benz Sprinter Bus	0	0.0%	8	3.9%	4	0.2%	24	1.1%	-100.0%	-83.3%
Renault Master Bus	0	0.0%	0	0.0%	0	0.0%	11	0.5%	-	-100.0%
Toyota Hiace Commuter	190	90.0%	172	83.1%	1,646	90.6%	1,889	87.5%	10.5%	-12.9%
Volkswagen Crafter Bus	0	0.0%	3	1.4%	1	0.1%	63	2.9%	-100.0%	-98.4%
Total Light Buses < 20 Seats	211	0.2%	207	0.2%	1,817	0.2%	2,158	0.3%	1.9%	-15.8%
Light Buses => 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Iveco Minibus => 20Seats	0	0.0%	0	0.0%	1	0.4%	1	0.6%	-	0.0%
Toyota Coaster	37	100.0%	32	100.0%	256	99.6%	167	99.4%	15.6%	53.3%
Total Light Buses => 20 Seats	37	0.0%	32	0.0%	257	0.0%	168	0.0%	15.6%	53.0%
Vans/CC <= 2.5t	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Peugeot Partner	62	50.8%	16	21.9%	398	54.6%	202	18.4%	287.5%	97.0%
Renault Kangoo	0	0.0%	14	19.2%	12	1.6%	483	43.9%	-100.0%	-97.5%
Volkswagen Caddy Van	60	49.2%	43	58.9%	319	43.8%	414	37.7%	39.5%	-22.9%
Total Vans/CC <= 2.5t	122	0.1%	73	0.1%	729	0.1%	1,099	0.2%	67.1%	-33.7%
Vans/CC 2.5-3.5t	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Custom	199	4.7%	164	7.5%	2,164	16.0%	868	5.5%	21.3%	149.3%
Hyundai iLOAD	0	0.0%	0	0.0%	0	0.0%	78	0.5%	-	-100.0%
Hyundai Staria Load	163	12.0%	326	14.9%	1,742	12.9%	2,603	16.4%	-50.0%	-33.1%
LDV G10/G10+	290	21.4%	316	14.4%	2,485	18.4%	2,153	13.6%	-8.2%	15.4%
LDV V80	46	3.4%	59	2.7%	442	3.3%	257	1.6%	-22.0%	72.0%
Mercedes-Benz Vito/eVito Van	59	4.4%	113	5.2%	584	4.3%	599	3.8%	-47.8%	-2.5%
Mitsubishi Express	0	0.0%	218	9.9%	27	0.2%	1,095	6.9%	-100.0%	-97.5%
Peugeot Expert	43	3.2%	34	1.6%	239	1.8%	204	1.3%	26.5%	17.2%
Renault Trafic	60	4.4%	201	9.2%	822	6.1%	933	5.9%	-70.1%	-11.9%
Toyota Hiace Van	431	31.8%	642	29.3%	4,409	32.7%	6,200	39.1%	-32.9%	-28.9%
Volkswagen Transporter	64	4.7%	118	5.4%	561	4.3%	882	5.6%	-45.8%	-34.1%
Total Vans/CC 2.5-3.5t	1,355	1.2%	2,191	2.3%	13,495	1.7%	15,872	2.2%	-38.2%	-15.0%
PU/CC 4X2	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X2	379	13.1%	467	14.8%	3,815	18.7%	2,217	9.5%	-18.8%	72.1%
GWM Steed 4X2	0	0.0%	0	0.0%	0	0.0%	4	0.0%	-	-100.0%
GWM Ute 4X2	21	0.7%	27	0.9%	162	0.8%	201	0.9%	-22.2%	-19.4%
Isuzu Ute D-Max 4X2	653	22.6%	218	6.9%	3,498	17.1%	3,573	15.3%	199.5%	-2.1%
LDV T60/T60 EV 4X2	5	0.2%	0	0.0%	60	0.3%	0	0.0%	-	-
Mazda BT-50 4X2	307	10.6%	111	3.5%	2,310	11.3%	1,896	8.1%	176.6%	21.8%
Mitsubishi Triton 4X2	171	5.9%	330	10.4%	1,727	8.5%	2,578	11.0%	-48.2%	-33.0%
Nissan Navara 4X2	151	5.2%	123	3.9%	456	2.2%	1,354	5.8%	22.8%	-66.3%
Toyota Hilux 4X2	1,201	41.6%	1,885	59.6%	8,379	41.1%	11,604	49.5%	-36.3%	-27.8%
Total PU/CC 4X2	2,888	2.6%	3,161	3.3%	20,407	2.6%	23,427	3.3%	-8.6%	-12.9%

PU/CC 4X4	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X4	5,381	28.9%	4,030	25.2%	33,829	26.3%	25,008	20.1%	33.5%	35.3%
GWM Steed 4X4	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
GWM Ute 4X4	631	3.4%	907	5.7%	6,475	5.0%	4,453	3.6%	-30.4%	45.4%
Isuzu Ute D-Max 4X4	2,628	14.1%	1,710	10.7%	15,096	11.7%	13,747	11.1%	53.7%	9.8%
Jeep Gladiator	76	0.4%	97	0.6%	583	0.5%	1,029	0.8%	-21.6%	-43.3%
LDV T60/T60 MAX 4X4	710	3.8%	612	3.8%	5,995	4.7%	2,733	2.2%	16.0%	119.4%
Mazda BT-50 4X4	1,099	5.9%	533	3.3%	9,896	7.7%	7,570	6.1%	106.2%	30.7%
Mitsubishi Triton 4X4	917	4.9%	1,757	11.0%	9,249	7.2%	18,308	14.7%	-47.8%	-49.5%
Nissan Navara 4X4	688	3.7%	394	2.5%	4,536	3.5%	6,652	5.4%	74.6%	-31.8%
Ssangyong Musso/Musso X4V 4X4	280	1.5%	180	1.1%	2,584	2.0%	898	0.7%	55.6%	187.8%
Toyota Hilux 4X4	4,561	24.5%	4,329	27.0%	30,146	23.5%	33,022	26.6%	5.4%	-8.7%
Toyota Landcruiser PU/CC	1,102	5.9%	1,166	7.3%	7,046	5.5%	8,077	6.5%	-5.5%	-12.8%
Volkswagen Amarok 4X4	553	3.0%	300	1.9%	3,049	2.4%	2,643	2.1%	84.3%	15.4%
Total PU/CC 4X4	18,626	16.9%	16,015	16.8%	128,484	16.3%	124,142	17.3%	16.3%	3.5%

Pick-Up/CC > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chevrolet Silverado	121	15.3%	195	24.6%	1,240	17.4%	924	19.2%	-37.9%	34.2%
Chevrolet Silverado HD	130	16.4%	46	5.8%	796	11.2%	349	7.2%	182.6%	128.1%
RAM 1500	457	57.7%	499	62.9%	4,436	62.4%	3,079	63.8%	-8.4%	44.1%
RAM 2500	74	9.3%	49	6.2%	583	8.2%	433	9.0%	51.0%	34.6%
RAM 3500	0	1.3%	4	0.5%	56	0.8%	38	0.8%	150.0%	47.4%
Total Pick-Up/CC > \$100K	792	0.7%	793	0.8%	7,111	0.9%	4,823	0.7%	-0.1%	47.4%

Total Light Commercial	24,081	21.9%	22,472	23.6%	172,300	21.8%	171,689	23.9%	6.9%	0.4%
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NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL
AUGUST 2023

	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chevrolet	251	1.0%	241	1.1%	2,036	1.2%	1,273	0.7%	4.1%	59.9%
Ford	5,959	24.8%	4,662	20.7%	39,808	23.1%	28,106	16.4%	27.8%	41.6%
GWM	652	2.7%	934	4.2%	6,637	3.9%	4,660	2.7%	-30.2%	42.4%
Hyundai	163	0.7%	326	1.5%	1,742	1.0%	2,681	1.6%	-50.0%	-35.0%
Isuzu Ute	3,281	13.7%	1,928	8.6%	18,594	10.8%	17,320	10.1%	70.2%	7.4%
Iveco Bus	0	0.0%	2	0.0%	3	0.0%	17	0.0%	-100.0%	-82.4%
Jeep	76	0.3%	97	0.4%	583	0.3%	1,029	0.6%	-21.6%	-43.3%
LDV	1,072	4.5%	1,008	4.5%	9,146	5.3%	5,285	3.1%	6.3%	73.1%
Mazda	1,406	5.9%	644	2.9%	12,206	7.1%	9,466	5.5%	118.3%	28.9%
Mercedes-Benz Vans	59	0.2%	121	0.5%	588	0.3%	623	0.4%	-51.2%	-5.6%
Mitsubishi	1,088	4.5%	2,305	10.3%	11,003	6.4%	21,981	12.8%	-52.8%	-49.9%
Nissan	839	3.5%	517	2.3%	4,992	2.9%	8,006	4.7%	62.3%	-37.6%
Peugeot	105	0.4%	50	0.2%	637	0.4%	406	0.2%	110.0%	56.9%
RAM	541	2.3%	552	2.5%	5,075	2.9%	3,550	2.1%	-2.0%	43.0%
Renault	60	0.2%	215	1.0%	834	0.5%	1,427	0.8%	-72.1%	-41.6%
SsangYong	280	1.2%	180	0.8%	2,584	1.5%	898	0.5%	55.6%	187.8%
Toyota	7,522	31.3%	8,226	36.6%	51,882	30.1%	60,959	35.5%	-8.6%	-14.9%
Volkswagen	677	2.8%	464	2.1%	3,950	2.3%	4,002	2.3%	45.9%	-1.3%
Total Light Commercial	24,081	100.0%	22,472	100.0%	172,300	100.0%	171,689	100.0%	6.9%	0.4%

SAMPLE ONLY

Heavy Commercial	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
LD 3501-8000 kgs GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat Ducato	115	5.3%	65	2.9%	848	4.8%	467	3.0%	76.9%	81.6%
Ford Transit Heavy	48	2.2%	23	1.0%	174	1.0%	350	2.2%	108.7%	-50.3%
Foton Mobility T5	1	0.0%	0	0.0%	39	0.2%	0	0.0%	-	-
Fuso Canter (LD)	198	9.1%	216	9.8%	1,978	11.2%	1,784	11.4%	-8.3%	10.9%
Hino (LD)	197	9.1%	229	10.4%	2,049	11.6%	2,209	14.1%	-14.0%	-7.2%
Hyundai EX4	13	0.6%	13	0.6%	134	0.8%	126	0.8%	0.0%	6.3%
Hyundai EX8	1	0.0%	2	0.1%	16	0.1%	17	0.1%	-50.0%	-5.9%
Hyundai HD	0	0.0%	0	0.0%	1	0.0%	0	0.0%	-	-
Hyundai Mighty	0	0.0%	0	0.0%	3	0.0%	0	0.0%	-	-
Isuzu N-Series (LD)	647	29.8%	704	31.8%	4,968	28.1%	4,690	29.9%	-8.1%	5.9%
Iveco C/C (LD)	83	3.8%	98	4.4%	831	4.7%	572	3.6%	-15.3%	45.3%
Iveco Van (LD)	15	0.7%	67	3.0%	230	1.3%	175	1.1%	-77.6%	31.4%
LDV Deliver 9	315	14.5%	260	11.8%	2,705	15.3%	1,913	12.2%	21.2%	41.4%
Mercedes-Benz Sprinter	266	12.2%	258	11.7%	2,173	12.3%	1,675	10.7%	3.1%	29.7%
Peugeot Boxer	3	0.1%	7	0.3%	38	0.2%	27	0.2%	-57.1%	40.7%
Renault Master	200	9.2%	191	8.6%	696	3.9%	1,187	7.6%	4.7%	-41.4%
Volkswagen Crafter	72	3.3%	79	3.6%	819	4.6%	505	3.2%	-8.9%	62.2%
Total LD 3501-8000 kgs GVM	2,174	2.0%	2,212	2.3%	17,702	2.2%	15,697	2.2%	-1.7%	12.8%
MD => 8001 GVM & GCM < 39001	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
DAF (MD)	2	0.3%	5	0.7%	13	0.2%	24	0.5%	-60.0%	-45.8%
Fuso Fighter (MD)	95	13.7%	109	16.1%	889	16.5%	866	16.6%	-12.8%	2.7%
Hino (MD)	187	27.0%	174	25.7%	1,363	25.4%	1,600	30.6%	7.5%	-14.8%
Hyundai EX10	1	0.1%	1	0.1%	11	0.2%	14	0.3%	0.0%	-21.4%
Hyundai EX9	0	0.0%	6	0.9%	25	0.5%	23	0.4%	-100.0%	8.7%
Hyundai Pavise	5	0.7%	2	0.3%	24	0.4%	9	0.2%	150.0%	166.7%
Isuzu N-Series (MD)	368	55.1%	338	49.9%	2,775	51.6%	2,352	45.0%	8.9%	18.0%
Iveco (MD)	6	0.9%	8	1.2%	70	1.3%	96	1.8%	-25.0%	-27.1%
MAN (MD)	2	0.3%	8	1.2%	22	0.4%	54	1.0%	-75.0%	-59.3%
Mercedes (MD)	4	0.6%	2	0.3%	29	0.5%	30	0.6%	100.0%	-3.3%
SEA Electric (MD)	5	0.7%	4	0.6%	15	0.3%	11	0.2%	25.0%	36.4%
UD Trucks (MD)	12	1.7%	19	2.8%	113	2.1%	126	2.4%	-36.8%	-10.3%
Volvo Truck (MD)	6	0.9%	2	0.3%	26	0.5%	26	0.5%	200.0%	0.0%
Total MD => 8001 GVM & GCM < 39001	693	0.6%	678	0.7%	5,375	0.7%	5,231	0.7%	2.2%	2.8%
HD => 8001 GVM & GCM > 39000	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
DAF (HD)	78	5.5%	71	5.4%	567	5.0%	363	3.9%	9.9%	56.2%
Dennis Eagle (HD)	7	0.5%	6	0.5%	44	0.4%	30	0.3%	16.7%	46.7%
Freightliner (HD)	27	1.9%	41	3.1%	262	2.3%	319	3.4%	-34.1%	-17.9%
Fuso F-Series (HD)	54	3.8%	72	5.4%	492	4.4%	486	5.2%	-25.0%	1.2%
Hino (HD)	49	3.5%	69	5.2%	512	4.5%	504	5.4%	-29.0%	1.6%
Hyundai Xcient	0	0.0%	1	0.1%	1	0.0%	5	0.1%	-100.0%	-80.0%
International	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
Isuzu (HD)	168	11.8%	179	13.5%	1,548	13.7%	1,312	14.1%	-6.1%	18.0%
Iveco (HD)	38	2.7%	28	2.1%	217	1.9%	270	2.9%	35.7%	-19.6%
Kenworth	284	20.0%	281	21.2%	2,260	20.1%	1,911	20.5%	1.1%	18.3%
Mack (HD)	92	6.5%	58	4.4%	696	6.2%	499	5.4%	58.6%	39.5%
MAN (HD)	21	1.5%	25	1.9%	172	1.5%	206	2.2%	-16.0%	-16.5%
Mercedes (HD)	90	6.3%	60	4.5%	613	5.4%	519	5.6%	50.0%	18.1%
Scania (HD)	116	8.2%	111	8.4%	822	7.3%	694	7.5%	4.5%	18.4%
UD Trucks (HD)	78	5.5%	101	7.6%	667	5.9%	632	6.8%	-22.8%	5.5%
Volvo Truck (HD)	302	21.3%	216	16.3%	2,276	20.2%	1,386	14.9%	39.8%	64.2%
Western Star (HD)	15	1.1%	7	0.5%	110	1.0%	172	1.8%	114.3%	-36.0%
Total HD => 8001 GVM & GCM > 39000	1,419	1.3%	1,326	1.4%	11,259	1.4%	9,310	1.3%	7.0%	20.9%
Total Heavy Commercial	4,286	3.9%	4,216	4.4%	34,336	4.4%	30,238	4.2%	1.7%	13.6%

NEW VEHICLE SALES BY MARQUE - HEAVY COMMERCIAL
AUGUST 2023

	Month				Year to Date				Variance +/- %	
	2023		2022		2023		2022		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Daf	80	1.9%	76	1.8%	580	1.7%	387	1.3%	5.3%	49.9%
Dennis Eagle	7	0.2%	6	0.1%	44	0.1%	30	0.1%	16.7%	46.7%
Fiat Professional	115	2.7%	65	1.5%	848	2.5%	467	1.5%	76.9%	81.6%
Ford	48	1.1%	23	0.5%	174	0.5%	350	1.2%	108.7%	-50.3%
Foton Mobility	1	0.0%	0	0.0%	39	0.1%	0	0.0%	-	-
Freightliner	27	0.6%	41	1.0%	262	0.8%	319	1.1%	-34.1%	-17.9%
Fuso	347	8.1%	397	9.4%	3,359	9.8%	3,136	10.4%	-12.6%	7.1%
Hino	433	10.1%	472	11.2%	3,924	11.4%	4,313	14.3%	-8.3%	-9.0%
Hyundai	0	0.0%	0	0.0%	3	0.0%	0	0.0%	-	-
Hyundai Commercial Vehicles	20	0.5%	25	0.6%	212	0.6%	194	0.6%	-20.0%	9.3%
International	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
Isuzu	1,183	27.6%	1,221	29.0%	9,291	27.1%	8,354	27.6%	-3.1%	11.2%
Iveco Trucks	142	3.3%	201	4.8%	1,348	3.9%	1,113	3.7%	-29.4%	21.1%
Kenworth	284	6.6%	281	6.7%	2,260	6.6%	1,911	6.3%	1.1%	18.3%
LDV	315	7.3%	260	6.2%	2,705	7.9%	1,913	6.3%	21.2%	41.4%
Mack	92	2.1%	58	1.4%	696	2.0%	499	1.7%	58.6%	39.5%
Man	23	0.5%	33	0.8%	194	0.6%	260	0.9%	-30.3%	-25.4%
Mercedes-Benz Trucks	94	2.2%	62	1.5%	642	1.9%	549	1.8%	51.6%	16.9%
Mercedes-Benz Vans	266	6.2%	258	6.1%	2,173	6.3%	1,675	5.5%	3.1%	29.7%
Peugeot	3	0.1%	7	0.2%	38	0.1%	27	0.1%	-57.1%	40.7%
Renault	200	4.7%	191	4.5%	696	2.0%	1,187	3.9%	4.7%	-41.4%
Scania	116	2.7%	111	2.6%	822	2.4%	694	2.3%	4.5%	18.4%
SEA Electric	5	0.1%	4	0.1%	15	0.0%	11	0.0%	25.0%	36.4%
UD Trucks	90	2.1%	120	2.8%	780	2.3%	758	2.5%	-25.0%	2.9%
Volkswagen	72	1.7%	79	1.9%	819	2.4%	505	1.7%	-8.9%	62.2%
Volvo Commercial	308	7.2%	218	5.2%	2,302	6.7%	1,412	4.7%	41.3%	63.0%
Western Star	15	0.3%	7	0.2%	110	0.3%	172	0.6%	114.3%	-36.0%
Total Heavy Commercial	4,286	100.0%	4,216	100.0%	34,336	100.0%	30,238	100.0%	1.7%	13.6%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Alfa Romeo								
Alfa Romeo 4C	0	0	0	1	0	-1	-	-100.0%
Alfa Romeo Giulia	22	29	125	181	-7	-56	-24.1%	-30.9%
Alfa Romeo Stelvio	9	30	110	203	-21	-93	-70.0%	-45.8%
Alfa Romeo Tonale	49	0	188	0	49	188	-	-
Alfa Romeo Total	80	59	423	385	21	38	35.6%	9.9%
Alpine								
Alpine A110	0	0	0	4	0	-4	-	-100.0%
Alpine Total	0	0	0	4	0	-4	-	-100.0%
Aston Martin								
Aston Martin Coupe/Conv	4	7	49	56	-3	-7	-42.9%	-12.5%
Aston Martin DBX	2	6	49	33	-4	16	-66.7%	48.5%
Aston Martin Total	6	13	98	89	-7	9	-53.8%	10.1%
Audi								
Audi A1	46	20	293	247	26	46	130.0%	18.6%
Audi A3	235	269	1,875	1,231	-34	644	-12.6%	52.3%
Audi A4	99	40	601	344	59	257	147.5%	74.7%
Audi A5	19	25	97	127	-6	-30	-24.0%	-23.6%
Audi A5 Sportback	68	30	356	253	38	103	126.7%	40.7%
Audi A6	24	28	147	208	-4	-61	-14.3%	-29.3%
Audi A7	6	6	41	61	0	-20	0.0%	-32.8%
Audi A8	0	3	10	15	-3	-5	-100.0%	-33.3%
Audi e-tron	12	9	87	90	3	-3	33.3%	-3.3%
Audi e-tron GT	13	0	225	0	13	225	-	-
Audi Q2	109	100	734	449	9	285	9.0%	63.5%
Audi Q3	232	483	3,021	2,821	-251	200	-52.0%	7.1%
Audi Q5	305	227	2,935	2,228	78	707	34.4%	31.7%
Audi Q7	126	64	1,169	703	62	466	96.9%	66.3%
Audi Q8	44	44	328	294	0	34	0.0%	11.6%
Audi R8	0	0	0	1	0	-1	-	-100.0%
Audi TT	6	2	69	26	4	43	200.0%	165.4%
Audi Total	1,344	1,350	11,988	9,098	-6	2,890	-0.4%	31.8%
Bentley								
Bentley Bentayga	9	6	68	69	3	-1	50.0%	-1.4%
Bentley Coupe/Conv	3	8	67	60	-5	7	-62.5%	11.7%
Bentley Sedan	1	3	8	10	-2	-8	-66.7%	-50.0%
Bentley Total	13	17	143	145	-4	-2	-23.5%	-1.4%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
BMW								
BMW 1 Series	100	198	1,249	997	-98	252	-49.5%	25.3%
BMW 2 Series Coupe/Conv	93	58	658	337	35	321	60.3%	95.3%
BMW 2 Series Gran Coupe	84	219	805	933	-135	-128	-61.6%	-13.7%
BMW 3 Series	237	246	2,090	1,832	-9	258	-3.7%	14.1%
BMW 4 Series Coupe/Conv	92	124	543	655	-32	-112	-25.8%	-17.1%
BMW 4 Series Gran Coupe	70	99	641	664	-29	-23	-29.3%	-3.5%
BMW 5 Series	30	64	292	316	-34	-24	-53.1%	-7.6%
BMW 7 Series	5	7	56	45	-2	11	-28.6%	24.4%
BMW 8 Series	10	3	42	37	7	5	233.3%	13.5%
BMW 8 Series Gran Coupe	1	5	29	35	-4	-6	-80.0%	-17.1%
BMW i3	0	0	0	3	0	-3	-	-100.0%
BMW i4	14	32	130	173	-18	-43	-56.3%	-24.9%
BMW i7	10	0	43	0	10	43	-	-
BMW iX	47	75	604	238	-28	366	-37.3%	153.8%
BMW X1	537	252	2,468	2,033	285	435	113.1%	21.4%
BMW X2	12	72	249	385	-60	-136	-83.3%	-35.3%
BMW X3	393	420	2,670	3,325	-27	-655	-6.4%	-19.7%
BMW X4	59	102	522	722	-43	-200	-42.2%	-27.7%
BMW X5	307	242	2,412	2,148	65	264	26.9%	12.3%
BMW X6	79	74	399	533	5	-134	6.8%	-25.1%
BMW X7	70	89	667	669	-19	-2	-21.3%	-0.3%
BMW XM	10	0	61	0	10	61	-	-
BMW Z4	12	14	56	74	-2	-18	-14.3%	-24.3%
BMW Total	2,272	2,395	16,686	16,154	-123	532	-5.1%	3.3%
BYD								
BYD Atto 3	803	0	8,004	0	803	8,004	-	-
BYD Total	803	0	8,004	0	803	8,004	-	-
Caterham								
Caterham	0	2	0	2	-2	-2	-100.0%	-100.0%
Caterham Total	0	2	0	2	-2	-2	-100.0%	-100.0%
Chery								
Chery Omoda 5	760	0	3,023	0	760	3,023	-	-
Chery Total	760	0	3,023	0	760	3,023	-	-
Chevrolet								
Chevrolet Corvette Stingray	38	32	206	170	6	36	18.8%	21.2%
Chevrolet Silverado	121	195	1,240	924	71	316	-37.9%	34.2%
Chevrolet Silverado HD	130	46	796	349	84	447	182.6%	128.1%
Chevrolet Total	289	273	2,242	1,443	16	799	5.9%	55.4%
Chrysler								
Chrysler 300	7	1	7	78	6	-71	600.0%	-91.0%
Chrysler Total	7	1	7	78	6	-71	600.0%	-91.0%
Citroen								
Citroen C3	12	4	45	67	8	-22	200.0%	-32.8%
Citroen C4	9	3	42	79	6	-37	200.0%	-46.8%
Citroen C5 Aircross	3	2	31	51	1	-20	50.0%	-39.2%
Citroen C5 X	5	0	46	0	5	46	-	-
Citroen Total	29	9	164	197	20	-33	222.2%	-16.8%
CUPRA								
CUPRA Ateca	9	18	258	28	-9	230	-50.0%	821.4%
CUPRA Born	116	0	376	0	116	376	-	-
CUPRA Formentor	146	72	1,200	98	74	1,102	102.8%	>999%
CUPRA Leon	31	26	275	39	5	236	19.2%	605.1%
CUPRA Total	302	116	2,109	165	186	1,944	160.3%	>999%

NEW VEHICLE SALES BY MARQUE & MODEL
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Daf								
DAF (HD)	78	71	567	363	7	204	9.9%	56.2%
DAF (MD)	2	5	13	24	-3	-11	-60.0%	-45.8%
Daf Total	80	76	580	387	4	193	5.3%	49.9%
Dennis Eagle								
Dennis Eagle (HD)	7	6	44	30	1	14	16.7%	46.7%
Dennis Eagle Total	7	6	44	30	1	14	16.7%	46.7%
Ferrari								
Ferrari Coupe/Conv	20	23	149	144	-3	5	-13.0%	3.5%
Ferrari Total	20	23	149	144	-3	5	-13.0%	3.5%
Fiat								
Fiat 500/Abarth	69	8	532	322	61	210	762.5%	65.2%
Fiat Total	69	8	532	322	61	210	762.5%	65.2%
Fiat Professional								
Fiat Ducato	115	65	848	467	50	381	76.9%	81.6%
Fiat Professional Total	115	65	848	467	50	381	76.9%	81.6%
Ford								
Ford Escape	204	209	1,818	1,340	-5	478	-2.4%	35.7%
Ford Everest	1,502	417	8,399	6,004	1,085	2,395	260.2%	39.9%
Ford Fiesta	2	14	140	85	-12	55	-85.7%	64.7%
Ford Focus	8	16	39	118	-16	-79	-100.0%	-66.9%
Ford Mustang	70	261	1,422	1,220	-191	202	-73.2%	16.6%
Ford Puma	113	237	1,389	1,617	-124	-228	-52.3%	-14.1%
Ford Ranger 4X2	379	467	3,815	2,217	-88	1,598	-18.8%	72.1%
Ford Ranger 4X4	5,381	4,030	33,829	25,008	1,351	8,821	33.5%	35.3%
Ford Transit Bus	0	1	0	13	-1	-13	-100.0%	-100.0%
Ford Transit Custom	199	164	2,164	868	35	1,296	21.3%	149.3%
Ford Transit Heavy	48	23	174	350	25	-176	108.7%	-50.3%
Ford Total	7,898	5,839	53,189	38,840	2,059	14,349	35.3%	36.9%
Foton Mobility								
Foton Mobility T5	1	0	39	0	1	39	-	-
Foton Mobility Total	1	0	39	0	1	39	-	-
Freightliner								
Freightliner (HD)	27	41	262	319	-14	-57	-34.1%	-17.9%
Freightliner Total	27	41	262	319	-14	-57	-34.1%	-17.9%
Fuso								
Fuso Canter (LD)	198	216	1,978	1,784	-18	194	-8.3%	10.9%
Fuso Fighter (MD)	95	109	889	866	-14	23	-12.8%	2.7%
Fuso F-Series (HD)	54	72	492	486	-18	6	-25.0%	1.2%
Fuso Total	347	397	3,359	3,136	-50	223	-12.6%	7.1%
Genesis								
Genesis G70	3	15	53	60	-12	-7	-80.0%	-11.7%
Genesis G80	5	15	33	55	-10	-22	-66.7%	-40.0%
Genesis GV60	14	0	155	12	14	143	-	>999%
Genesis GV70	111	38	745	350	73	395	192.1%	112.9%
Genesis GV80	57	21	265	164	36	101	171.4%	61.6%
Genesis Total	190	89	1,251	641	101	610	113.5%	95.2%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
GWM								
GWM Haval H2	0	0	0	3	0	-3	-	-100.0%
GWM Haval H6	677	529	5,742	3,598	148	2,144	28.0%	59.6%
GWM Haval H6 GT	351	329	2,690	436	22	2,254	6.7%	517.0%
GWM Haval H9	0	0	0	10	0	-10	-	-100.0%
GWM Haval Jolion	996	845	7,353	4,614	151	2,739	17.9%	59.4%
GWM Ora	90	0	212	0	90	212	-	-
GWM Steed 4X2	0	0	0	4	0	-4	-	-100.0%
GWM Steed 4X4	0	0	0	2	0	-2	-	-100.0%
GWM Tank 300	112	0	356	0	112	356	-	-
GWM Ute 4X2	21	27	162	201	-6	-39	-22.2%	-19.4%
GWM Ute 4X4	631	907	6,475	4,453	-276	2,022	-30.4%	45.4%
GWM Total	2,878	2,637	22,990	13,321	241	9,669	9.1%	72.6%
Hino								
Hino (HD)	49	69	512	504	-20	8	-29.0%	1.6%
Hino (LD)	197	229	2,049	2,209	-32	-160	-14.0%	-7.2%
Hino (MD)	187	174	1,363	1,600	13	-237	7.5%	-14.8%
Hino Total	433	472	3,924	4,313	-39	-389	-8.3%	-9.0%
Honda								
Honda Accord	19	18	105	75	1	30	5.6%	40.0%
Honda Civic	118	53	729	545	65	184	122.6%	33.8%
Honda CR-V	270	781	5,801	5,357	-502	444	-64.3%	8.3%
Honda HR-V	349	408	1,412	3,419	-59	-2,007	-14.5%	-58.7%
Honda Odyssey	0	0	0	413	0	-413	-	-100.0%
Honda ZR-V	419	0	825	0	419	825	-	-
Honda Total	1,184	1,260	8,872	9,809	-76	-937	-6.0%	-9.6%
Hyundai								
Hyundai i20	70	48	455	468	22	-13	45.8%	-2.8%
Hyundai i30	1,765	1,975	14,844	15,485	-210	-641	-10.6%	-4.1%
Hyundai iLOAD	0	0	0	78	0	-78	-	-100.0%
Hyundai iMAX	0	0	0	18	0	-18	-	-100.0%
Hyundai Ioniq	0	97	1	654	-97	-653	-100.0%	-99.8%
Hyundai Ioniq 5	105	72	631	418	33	213	45.8%	51.0%
Hyundai Ioniq 6	46	0	388	0	46	388	-	-
Hyundai Kona	993	783	6,260	8,355	210	-2,095	26.8%	-25.1%
Hyundai Mighty	0	0	3	0	0	3	-	-
Hyundai Nexo	0	0	0	0	0	-1	-	-100.0%
Hyundai Palisade	266	492	2,559	2,891	-226	-332	-45.9%	-11.5%
Hyundai Santa Fe	647	368	4,223	2,936	279	1,287	75.8%	43.8%
Hyundai Sonata	6	33	177	379	-27	-202	-81.8%	-53.3%
Hyundai Staria	52	148	824	1,017	-96	-193	-64.9%	-19.0%
Hyundai Staria Load	163	326	1,742	2,603	-163	-861	-50.0%	-33.1%
Hyundai Tucson	2,084	1,719	14,495	11,260	365	3,235	21.2%	28.7%
Hyundai Venue	316	582	4,139	5,039	-266	-900	-45.7%	-17.9%
Hyundai Total	6,513	6,643	50,741	51,602	-130	-861	-2.0%	-1.7%
Hyundai Commercial Vehicles								
Hyundai EX10	1	1	11	14	0	-3	0.0%	-21.4%
Hyundai EX4	13	13	134	126	0	8	0.0%	6.3%
Hyundai EX8	1	2	16	17	-1	-1	-50.0%	-5.9%
Hyundai EX9	0	6	25	23	-6	2	-100.0%	8.7%
Hyundai HD	0	0	1	0	0	1	-	-
Hyundai Pavise	5	2	24	9	3	15	150.0%	166.7%
Hyundai Xcient	0	1	1	5	-1	-4	-100.0%	-80.0%
Hyundai Commercial Vehicles Total	20	25	212	194	-5	18	-20.0%	9.3%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
International								
International	0	0	0	2	0	-2	-	-100.0%
International Total	0	0	0	2	0	-2	-	-100.0%
Isuzu								
Isuzu (HD)	168	179	1,548	1,312	-11	236	-6.1%	18.0%
Isuzu N-Series (LD)	647	704	4,968	4,690	-57	278	-8.1%	5.9%
Isuzu N-Series (MD)	368	338	2,775	2,352	30	423	8.9%	18.0%
Isuzu Total	1,183	1,221	9,291	8,354	-38	937	-3.1%	11.2%
Isuzu Ute								
Isuzu Ute D-Max 4X2	653	218	3,498	3,573	435	-75	199.5%	-2.1%
Isuzu Ute D-Max 4X4	2,628	1,710	15,096	13,747	918	1,349	53.7%	9.8%
Isuzu Ute MU-X	1,431	872	9,815	7,017	559	2,798	64.1%	39.9%
Isuzu Ute Total	4,712	2,800	28,409	24,337	1,912	4,072	68.3%	16.7%
Iveco Bus								
Iveco Minibus < 20 Seats	0	2	2	16	-2	-14	-100.0%	-87.5%
Iveco Minibus => 20Seats	0	0	1	1	0	0	-	0.0%
Iveco Bus Total	0	2	3	17	-2	-14	-100.0%	-82.4%
Iveco Trucks								
Iveco (HD)	38	28	217	270	10	-53	35.7%	-19.6%
Iveco (MD)	6	8	70	96	-2	-26	-25.0%	-27.1%
Iveco C/C (LD)	83	98	831	572	-15	259	-15.3%	45.3%
Iveco Van (LD)	15	67	230	175	-52	55	-77.6%	31.4%
Iveco Trucks Total	142	201	1,348	1,113	-59	235	-29.4%	21.1%
Jaguar								
Jaguar E-Pace	5	12	31	199	-7	-168	-58.3%	-84.4%
Jaguar F-Pace	37	57	175	250	-20	-75	-35.1%	-30.0%
Jaguar F-Type	3	8	25	25	-5	10	-62.5%	40.0%
Jaguar I-Pace	0	4	24	17	-4	7	-100.0%	41.2%
Jaguar XE	1	5	56	55	-4	1	-80.0%	1.8%
Jaguar XF	1	0	5	11	1	-6	-	-54.5%
Jaguar Total	47	86	326	557	-39	-231	-45.3%	-41.5%
Jeep								
Jeep Cherokee	0	42	16	242	-42	-226	-100.0%	-93.4%
Jeep Compass	111	185	1,062	1,253	-74	-197	-40.0%	-15.6%
Jeep Gladiator	76	97	583	1,029	-21	-446	-21.6%	-43.3%
Jeep Grand Cherokee	95	177	900	1,334	-82	-434	-46.3%	-32.5%
Jeep Wrangler	92	181	750	884	-89	-134	-49.2%	-15.2%
Jeep Total	374	682	3,311	4,748	-308	-1,437	-45.2%	-30.3%
Kenworth								
Kenworth	284	281	2,260	1,911	3	349	1.1%	18.3%
Kenworth Total	284	281	2,260	1,911	3	349	1.1%	18.3%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Kia								
Kia Carnival	913	622	7,622	5,399	291	2,223	46.8%	41.2%
Kia Cerato	535	1,092	3,640	9,513	-557	-5,873	-51.0%	-61.7%
Kia EV6	243	80	945	426	163	519	203.8%	121.8%
Kia Niro	137	122	1,196	789	15	407	12.3%	51.6%
Kia Picanto	978	636	5,072	3,192	342	1,880	53.8%	58.9%
Kia Rio	355	484	3,943	3,201	-129	742	-26.7%	23.2%
Kia Seltos	1,085	869	7,304	6,267	216	1,037	24.9%	16.5%
Kia Sorento	575	801	6,288	4,304	-226	1,984	-28.2%	46.1%
Kia Sportage	1,259	1,237	9,082	11,845	22	-2,763	1.8%	-23.3%
Kia Stinger	47	49	1,715	1,844	-2	-129	-4.1%	-7.0%
Kia Stonic	383	788	5,013	6,130	-405	-1,117	-51.4%	-18.2%
Kia Total	6,510	6,780	51,820	52,910	-270	-1,090	-4.0%	-2.1%
Lamborghini								
Lamborghini Coupe/Conv	21	20	89	32	1	57	5.0%	178.1%
Lamborghini Urus	7	5	47	64	2	-17	40.0%	-26.6%
Lamborghini Total	28	25	136	96	3	40	12.0%	41.7%
Land Rover								
Land Rover Defender	466	133	2,422	1,051	333	1,371	250.4%	130.4%
Land Rover Discovery	84	3	253	81	81	172	>999%	212.3%
Land Rover Discovery Sport	3	28	153	403	-25	-250	-89.3%	-62.0%
Land Rover Range Rover	120	28	490	64	101	426	360.7%	665.6%
Land Rover Range Rover Evoque	9	102	264	550	-93	-286	-91.2%	-52.0%
Land Rover Range Rover Sport	294	15	1,391	800	279	591	>999%	73.9%
Land Rover Range Rover Velar	54	18	342	268	36	74	200.0%	27.6%
Land Rover Total	1,039	327	5,315	3,217	712	2,098	217.7%	65.2%
LDV								
LDV D90	378	170	2,316	2,410	208	-94	122.4%	-3.9%
LDV Deliver 9	315	260	2,705	1,913	55	792	21.2%	41.4%
LDV Deliver 9 Bus	21	21	164	142	0	22	0.0%	15.5%
LDV G10 Wagon	0	0	0	221	0	-221	-	-100.0%
LDV G10/G10+	290	316	2,485	2,153	-26	332	-8.2%	15.4%
LDV Mifa	60	0	274	0	60	274	-	-
LDV Mifa9	1	0	9	0	1	9	-	-
LDV T60/T60 EV 4X2	5	0	60	0	5	60	-	-
LDV T60/T60 MAX 4X4	710	612	5,995	2,739	98	3,262	16.0%	119.4%
LDV V80	46	59	442	257	-13	185	-22.0%	72.0%
LDV Total	1,826	1,438	14,450	9,829	388	4,621	27.0%	47.0%
Lexus								
Lexus ES	135	98	1,233	579	37	654	37.8%	113.0%
Lexus IS	0	0	0	21	0	-21	-	-100.0%
Lexus LC	12	2	40	33	10	7	500.0%	21.2%
Lexus LFA	0	0	1	0	0	1	-	-
Lexus LS	3	0	16	14	3	2	-	14.3%
Lexus LX	81	20	729	238	61	491	305.0%	206.3%
Lexus NX	866	134	4,291	2,153	732	2,138	546.3%	99.3%
Lexus RC	0	0	0	5	0	-5	-	-100.0%
Lexus RX	295	124	1,892	1,128	171	764	137.9%	67.7%
Lexus RZ	41	0	140	0	41	140	-	-
Lexus UX	252	99	1,643	779	153	864	154.5%	110.9%
Lexus Total	1,685	477	9,985	4,950	1,208	5,035	253.2%	101.7%
Lotus								
Lotus Elise	0	0	0	17	0	-17	-	-100.0%
Lotus Emira	21	0	97	0	21	97	-	-
Lotus Exige	0	0	0	45	0	-45	-	-100.0%
Lotus Total	21	0	97	62	21	35	-	56.5%

NEW VEHICLE SALES BY MARQUE & MODEL
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Mack								
Mack (HD)	92	58	696	499	34	197	58.6%	39.5%
Mack Total	92	58	696	499	34	197	58.6%	39.5%
Man								
MAN (HD)	21	25	172	206	-4	-34	-16.0%	-16.5%
MAN (MD)	2	8	22	54	-6	-32	-75.0%	-59.3%
Man Total	23	33	194	260	-10	-66	-30.3%	-25.4%
Maserati								
Maserati Coupe/Conv	3	2	17	17	1	0	50.0%	0.0%
Maserati Ghibli	3	8	20	78	-5	-58	-62.5%	-74.4%
Maserati Grecale	53	0	331	0	53	331	-	-
Maserati Levante	5	35	71	294	-30	-223	-85.7%	-75.9%
Maserati Quattroporte	0	0	1	7	0	-6	-	-85.7%
Maserati Total	64	45	440	396	19	44	42.2%	11.1%
Mazda								
Mazda BT-50 4X2	307	111	2,310	1,896	196	414	176.6%	21.8%
Mazda BT-50 4X4	1,099	533	9,896	7,570	566	2,326	106.2%	30.7%
Mazda CX-3	1,115	548	10,708	6,686	567	4,022	103.5%	60.2%
Mazda CX-30	1,132	1,516	8,376	11,036	-384	-2,660	-25.3%	-24.1%
Mazda CX-5	1,784	2,325	15,007	18,685	-541	-3,678	-23.3%	-19.7%
Mazda CX-60	572	0	1,241	0	572	1,241	-	-
Mazda CX-8	120	614	3,410	3,861	-194	-451	-31.6%	-11.7%
Mazda CX-9	277	754	3,979	4,841	-477	-862	-63.3%	-17.8%
Mazda CX-90	153	0	170	0	153	170	-	-
Mazda MX-30	57	128	432	542	-71	-110	-55.5%	-20.3%
Mazda MX5	38	59	305	299	-20	6	-34.5%	2.0%
Mazda2	351	520	3,548	3,302	-169	246	-32.5%	7.5%
Mazda3	1,041	1,500	6,716	7,020	-459	-304	-30.6%	-4.3%
Mazda6	112	217	1,091	897	-105	194	-48.4%	21.6%
Mazda Total	8,458	8,824	67,189	66,635	-366	554	-4.1%	0.8%
McLaren								
McLaren Coupe/Conv	9	13	66	41	-4	25	-30.8%	61.0%
McLaren Total	9	13	66	41	-4	25	-30.8%	61.0%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Mercedes-Benz Cars								
Mercedes-AMG GT 4D	9	0	11	1	9	10	-	>999%
Mercedes-Benz A-Class	199	295	1,750	2,035	-96	-285	-32.5%	-14.0%
Mercedes-Benz B-Class	0	17	85	204	-17	-119	-100.0%	-58.3%
Mercedes-Benz C-Class	133	306	2,182	2,402	-173	-220	-56.5%	-9.2%
Mercedes-Benz C-Class Cpe/Conv	98	53	615	425	45	190	84.9%	44.7%
Mercedes-Benz CLA-Class	79	132	875	1,147	-53	-272	-40.2%	-23.7%
Mercedes-Benz CLS-Class	1	3	9	35	-2	-26	-66.7%	-74.3%
Mercedes-Benz E-Class	31	36	260	227	-5	33	-13.9%	14.5%
Mercedes-Benz E-Class Cpe/Conv	14	34	136	156	-20	-20	-58.8%	-12.8%
Mercedes-Benz EQA	153	24	617	489	129	128	537.5%	26.2%
Mercedes-Benz EQB	127	29	507	29	98	478	337.9%	>999%
Mercedes-Benz EQC	29	4	212	269	25	-57	625.0%	-21.2%
Mercedes-Benz EQE	30	0	330	0	30	330	-	-
Mercedes-Benz EQE SUV	11	0	12	0	11	12	-	-
Mercedes-Benz EQS	3	19	27	49	-16	-22	-84.2%	-44.9%
Mercedes-Benz EQS SUV	10	0	11	0	10	11	-	-
Mercedes-Benz G-Class	46	24	218	401	22	-183	91.7%	-45.6%
Mercedes-Benz GLA-Class	162	282	1,206	2,468	-120	-1,262	-42.6%	-51.1%
Mercedes-Benz GLB-Class	61	198	1,394	1,258	-137	136	-69.2%	10.8%
Mercedes-Benz GLC-Class Coupe	229	58	1,156	1,198	171	-42	294.8%	-3.5%
Mercedes-Benz GLC-Class Wagon	476	316	2,167	3,381	160	-1,214	50.6%	-35.9%
Mercedes-Benz GLE-Class Coupe	36	107	526	461	-71	65	-66.4%	14.1%
Mercedes-Benz GLE-Class Wagon	153	314	1,879	2,001	-161	-122	-51.3%	-6.1%
Mercedes-Benz GLS-Class	41	115	506	548	-74	-42	-64.3%	-7.7%
Mercedes-Benz S-Class	9	20	73	137	-11	-64	-55.0%	-46.7%
Mercedes-Benz SL-Class	4	0	24	0	4	24	-	-
Mercedes-Benz Cars Total	2,144	2,386	16,788	19,321	-242	-2,533	-10.1%	-13.1%
Mercedes-Benz Trucks								
Mercedes (HD)	90	60	613	519	30	94	50.0%	18.1%
Mercedes (MD)	4	2	29	30	2	-1	100.0%	-3.3%
Mercedes-Benz Trucks Total	94	62	642	549	32	93	51.6%	16.9%
Mercedes-Benz Vans								
Mercedes-Benz EQV	1	0	8	1	1	7	-	700.0%
Mercedes-Benz Marco Polo	2	3	15	30	-1	-15	-33.3%	-50.0%
Mercedes-Benz Sprinter	266	258	2,173	1,675	8	498	3.1%	29.7%
Mercedes-Benz Sprinter Bus	0	8	4	24	-8	-20	-100.0%	-83.3%
Mercedes-Benz Valente	0	5	7	10	-5	-94	-100.0%	-93.1%
Mercedes-Benz V-Class	27	97	245	368	-70	-123	-72.2%	-33.4%
Mercedes-Benz Vito/eVito Tour	9	16	90	25	-7	65	-43.8%	260.0%
Mercedes-Benz Vito/eVito Van	59	113	584	599	-54	-15	-47.8%	-2.5%
Mercedes-Benz Vans Total	364	500	3,126	2,823	-136	303	-27.2%	10.7%
MG								
MG HS	388	902	5,507	7,338	-514	-1,831	-57.0%	-25.0%
MG MG3	1,153	709	10,642	10,189	444	453	62.6%	4.4%
MG MG4	296	0	296	0	296	296	-	-
MG MG5	338	0	338	0	338	338	-	-
MG ZS	3,193	1,463	20,624	13,072	1,730	7,552	118.3%	57.8%
MG Total	5,368	3,074	37,407	30,599	2,294	6,808	74.6%	22.2%
MINI								
MINI Cabrio	27	24	207	163	3	44	12.5%	27.0%
MINI Clubman	30	23	195	200	7	-5	30.4%	-2.5%
MINI Countryman	95	77	1,167	675	18	492	23.4%	72.9%
MINI Hatch	90	188	1,248	1,231	-98	17	-52.1%	1.4%
MINI Total	242	312	2,817	2,269	-70	548	-22.4%	24.2%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Mitsubishi								
Mitsubishi ASX	1,053	1,100	5,695	7,797	-47	-2,102	-4.3%	-27.0%
Mitsubishi Eclipse Cross	678	741	5,207	4,746	-63	461	-8.5%	9.7%
Mitsubishi Express	0	218	27	1,095	-218	-1,068	-100.0%	-97.5%
Mitsubishi Mirage	0	52	1	808	-52	-807	-100.0%	-99.9%
Mitsubishi Outlander	2,030	1,568	15,150	12,121	462	3,029	29.5%	25.0%
Mitsubishi Pajero	0	17	70	101	-17	-31	-100.0%	-30.7%
Mitsubishi Pajero Sport	112	597	2,827	6,185	-485	-3,358	-81.2%	-54.3%
Mitsubishi Triton 4X2	171	330	1,727	2,578	-159	-851	-48.2%	-33.0%
Mitsubishi Triton 4X4	917	1,757	9,249	18,308	-840	-9,059	-47.8%	-49.5%
Mitsubishi Total	4,961	6,380	39,953	53,739	-1,419	-13,786	-22.2%	-25.7%
Nissan								
Nissan 370Z	0	0	0	15	0	-15	-	-100.0%
Nissan GT-R	0	0	0	9	0	-9	-	-100.0%
Nissan Juke	71	88	812	1,018	-17	-206	-19.3%	-20.2%
Nissan Leaf	62	38	349	276	24	73	63.2%	26.4%
Nissan Navara 4X2	151	123	456	1,354	28	-898	22.8%	-66.3%
Nissan Navara 4X4	688	394	4,536	6,652	294	-2,116	74.6%	-31.8%
Nissan Pathfinder	97	0	1,109	0	97	1,109	-	-
Nissan Patrol Wagon	1,032	496	4,374	4,020	536	354	108.1%	8.8%
Nissan Qashqai	512	0	4,385	9	512	4,376	-	>999%
Nissan X-Trail	1,533	516	7,566	5,740	1,017	1,826	197.1%	31.8%
Nissan Z	87	11	323	11	76	312	690.9%	>999%
Nissan Total	4,233	1,666	23,910	19,104	2,567	4,806	154.1%	25.2%
Peugeot								
Peugeot 2008	40	35	174	257	5	-83	14.3%	-32.3%
Peugeot 3008	46	82	396	517	-36	-121	-43.9%	-23.4%
Peugeot 308	28	3	193	3	25	190	833.3%	>999%
Peugeot 408	4	0	4	0	4	4	-	-
Peugeot 5008	13	16	82	124	-3	-42	-18.8%	-33.9%
Peugeot 508	36	10	125	103	26	22	260.0%	21.4%
Peugeot Boxer	3	7	38	27	-4	11	-57.1%	40.7%
Peugeot Expert	43	34	239	204	9	35	26.5%	17.2%
Peugeot Partner	62	16	398	202	46	196	287.5%	97.0%
Peugeot Total	275	203	1,649	1,437	72	212	35.5%	14.8%
Polestar								
Polestar 2	225	38	1,678	694	187	984	492.1%	141.8%
Polestar Total	225	38	1,678	694	187	984	492.1%	141.8%
Porsche								
Porsche 911	56	25	346	413	31	-67	124.0%	-16.2%
Porsche Boxster	21	4	103	74	17	29	425.0%	39.2%
Porsche Cayenne Coupe	46	61	605	445	-15	160	-24.6%	36.0%
Porsche Cayenne Wagon	45	37	497	507	8	-10	21.6%	-2.0%
Porsche Cayman	21	9	189	83	12	106	133.3%	127.7%
Porsche Macan	200	136	2,089	1,835	64	254	47.1%	13.8%
Porsche Panamera	7	4	51	38	3	13	75.0%	34.2%
Porsche Taycan	22	25	321	374	-3	-53	-12.0%	-14.2%
Porsche Total	418	301	4,201	3,769	117	432	38.9%	11.5%
RAM								
RAM 1500	457	499	4,436	3,079	-42	1,357	-8.4%	44.1%
RAM 2500	74	49	583	433	25	150	51.0%	34.6%
RAM 3500	10	4	56	38	6	18	150.0%	47.4%
RAM Total	541	552	5,075	3,550	-11	1,525	-2.0%	43.0%

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Renault								
Renault Arkana	259	180	1,093	943	79	150	43.9%	15.9%
Renault Captur	27	90	770	926	-63	-156	-70.0%	-16.8%
Renault Kangoo	0	14	12	483	-14	-471	-100.0%	-97.5%
Renault Koleos	110	63	2,331	1,854	47	477	74.6%	25.7%
Renault Master	200	191	696	1,187	9	-491	4.7%	-41.4%
Renault Master Bus	0	0	0	11	0	-11	-	-100.0%
Renault Megane	11	7	41	98	4	-57	57.1%	-58.2%
Renault Megane E-Tech	1	0	1	0	1	1	-	-
Renault Trafic	60	201	822	933	-141	-111	-70.1%	-11.9%
Renault Total	668	746	5,766	6,435	-78	-669	-10.5%	-10.4%
Rolls-Royce								
Rolls-Royce Coupe/Conv	0	0	0	5	0	-5	-	-100.0%
Rolls-Royce Cullinan	5	4	19	23	1	-4	25.0%	-17.4%
Rolls-Royce Sedan	1	0	13	12	1	1	-	8.3%
Rolls-Royce Total	6	4	32	40	2	-8	50.0%	-20.0%
Scania								
Scania (HD)	116	111	822	694	5	128	4.5%	18.4%
Scania Total	116	111	822	694	5	128	4.5%	18.4%
SEA Electric								
SEA Electric (MD)	5	4	15	11	1	4	25.0%	36.4%
SEA Electric Total	5	4	15	11	1	4	25.0%	36.4%
Skoda								
Skoda Fabia	48	41	288	109	7	179	17.1%	164.2%
Skoda Kamiq	142	94	1,273	1,029	48	244	51.1%	23.7%
Skoda Karoq	87	99	1,006	515	-12	491	-12.1%	95.3%
Skoda Kodiaq	195	105	1,103	963	90	140	85.7%	14.5%
Skoda Octavia	118	8	955	732	110	223	>999%	30.5%
Skoda Scala	83	25	449	292	58	157	232.0%	53.8%
Skoda Superb	25	37	187	527	-12	-340	-32.4%	-64.5%
Skoda Total	698	409	5,261	4,167	289	1,094	70.7%	26.3%
SsangYong								
SsangYong Korando	66	59	440	388	7	52	11.9%	13.4%
SsangYong Musso/Musso XLV 4X4	280	180	2,584	899	100	1,686	55.6%	187.8%
SsangYong Rexton	141	119	1,258	879	22	379	18.5%	43.1%
SsangYong Total	487	358	4,282	2,165	129	2,117	36.0%	97.8%
Subaru								
Subaru BRZ	164	98	1,128	730	66	398	67.3%	54.5%
Subaru Crosstrek	1,177	0	5,014	0	1,177	5,014	-	-
Subaru Forester	1,427	580	10,699	6,860	847	3,839	146.0%	56.0%
Subaru Impreza	39	355	1,913	1,945	-316	-32	-89.0%	-1.6%
Subaru Outback	1,654	694	8,679	6,379	960	2,300	138.3%	36.1%
Subaru WRX	245	273	1,888	1,177	-28	711	-10.3%	60.4%
Subaru XV	0	960	1,440	5,688	-960	-4,248	-100.0%	-74.7%
Subaru Total	4,706	2,960	30,761	22,779	1,746	7,982	59.0%	35.0%
Suzuki								
Suzuki Baleno	9	334	259	5,362	-325	-5,103	-97.3%	-95.2%
Suzuki Ignis	176	136	1,653	1,360	40	293	29.4%	21.5%
Suzuki Jimny	382	672	3,893	3,630	-290	263	-43.2%	7.2%
Suzuki S-Cross	69	74	358	152	-5	206	-6.8%	135.5%
Suzuki Swift	626	462	4,615	2,889	164	1,726	35.5%	59.7%
Suzuki Vitara	168	466	983	1,789	-298	-806	-63.9%	-45.1%
Suzuki Total	1,430	2,144	11,761	15,182	-714	-3,421	-33.3%	-22.5%

NEW VEHICLE SALES BY MARQUE & MODEL
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Tesla								
Tesla Model 3	995	2,380	13,174	7,037	-1,385	6,137	-58.2%	87.2%
Tesla Model Y	2,314	1,017	19,646	1,017	1,297	18,629	127.5%	>999%
Tesla Total	3,309	3,397	32,820	8,054	-88	24,766	-2.6%	307.5%
Toyota								
Toyota Camry	1,337	1,184	6,041	7,410	153	-1,369	12.9%	-18.5%
Toyota C-HR	863	533	4,131	5,555	330	-1,424	61.9%	-25.6%
Toyota Coaster	37	32	256	167	5	89	15.6%	53.3%
Toyota Corolla	2,808	2,115	12,159	17,251	693	-5,092	32.8%	-29.5%
Toyota Corolla Cross	858	0	4,978	0	858	4,978	-	-
Toyota FJ Cruiser	0	0	2	0	0	2	-	-
Toyota Fortuner	223	301	2,067	3,259	-78	-1,192	-25.9%	-36.6%
Toyota GR86 / 86	128	0	707	1	128	706	-	>999%
Toyota Granvia	9	10	81	83	-1	-2	-10.0%	-2.4%
Toyota Hiace Commuter	190	172	1,646	1,889	18	-243	10.5%	-12.9%
Toyota Hiace Van	431	642	4,409	6,200	-211	-1,791	-32.9%	-28.9%
Toyota Hilux 4X2	1,201	1,885	8,379	11,604	-684	-3,225	-36.3%	-27.8%
Toyota Hilux 4X4	4,561	4,329	30,146	33,022	232	-2,876	5.4%	-8.7%
Toyota Kluger	842	1,682	6,813	9,654	-840	-2,841	-49.9%	-29.4%
Toyota Landcruiser PU/CC	1,102	1,166	7,046	8,077	-64	-1,031	-5.5%	-12.8%
Toyota Landcruiser Wagon	1,641	1,213	9,412	8,280	428	1,132	35.3%	13.7%
Toyota Mirai	2	0	2	9	2	-7	-	-77.8%
Toyota Prado	1,969	1,903	10,849	15,928	66	-5,079	3.5%	-31.9%
Toyota Prius	0	2	1	42	-2	-41	-100.0%	-97.6%
Toyota Prius V	0	0	0	1	0	-1	-	-100.0%
Toyota RAV4	3,317	2,482	19,590	25,292	835	-5,702	33.6%	-22.5%
Toyota Supra	33	7	176	103	26	73	371.4%	70.9%
Toyota Yaris	222	186	1,277	2,019	34	-742	18.1%	-36.8%
Toyota Yaris Cross	547	770	3,579	5,712	-223	-2,133	-29.0%	-37.3%
Toyota Total	22,321	20,616	133,747	161,558	1,705	-27,811	8.3%	-17.2%
UD Trucks								
UD Trucks (HD)	78	101	667	632	-23	35	-22.8%	5.5%
UD Trucks (MD)	12	19	113	126	-7	-13	-36.8%	-10.3%
UD Trucks Total	90	120	780	758	-30	22	-25.0%	2.9%
Volkswagen								
Volkswagen Amarok 4X4	553	300	3,049	2,648	253	406	84.3%	15.4%
Volkswagen Arteon	59	59	502	322	0	180	0.0%	55.9%
Volkswagen Caddy	4	0	45	45	4	0	-	0.0%
Volkswagen Caddy Van	60	43	319	414	17	-95	39.5%	-22.9%
Volkswagen California	11	8	73	52	3	21	37.5%	40.4%
Volkswagen Caravelle	0	1	24	16	-1	8	-100.0%	50.0%
Volkswagen Crafter	72	79	819	505	-7	314	-8.9%	62.2%
Volkswagen Crafter Bus	0	3	1	63	-3	-62	-100.0%	-98.4%
Volkswagen Golf	500	348	2,155	1,807	152	348	43.7%	19.3%
Volkswagen Multivan	53	40	511	243	13	268	32.5%	110.3%
Volkswagen Passat	56	67	526	445	-11	81	-16.4%	18.2%
Volkswagen Passat Alltrack	12	18	167	90	-6	77	-33.3%	85.6%
Volkswagen Polo	79	58	377	1,304	21	-927	36.2%	-71.1%
Volkswagen T-Cross	598	670	4,029	3,851	-72	178	-10.7%	4.6%
Volkswagen Tiguan	687	259	5,295	1,423	428	3,872	165.3%	272.1%
Volkswagen Tiguan Allspace	348	264	3,065	1,581	84	1,484	31.8%	93.9%
Volkswagen Touareg	61	105	703	611	-44	92	-41.9%	15.1%
Volkswagen Transporter	64	118	581	882	-54	-301	-45.8%	-34.1%
Volkswagen T-Roc	504	428	5,418	1,648	76	3,770	17.8%	228.8%
Volkswagen Total	3,721	2,868	27,659	17,945	853	9,714	29.7%	54.1%

NEW VEHICLE SALES BY MARQUE & MODEL
AUGUST 2023

	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
Volvo Car								
Volvo C40	122	2	903	2	120	901	>999%	>999%
Volvo S60	9	20	102	173	-11	-71	-55.0%	-41.0%
Volvo V60 Cross Country	23	9	137	130	14	7	155.6%	5.4%
Volvo XC40	592	297	4,120	3,327	295	793	99.3%	23.8%
Volvo XC60	174	299	1,833	2,561	-125	-728	-41.8%	-28.4%
Volvo XC90	117	84	910	937	33	-27	39.3%	-2.9%
Volvo Car Total	1,037	711	8,005	7,130	326	875	45.9%	12.3%
Volvo Commercial								
Volvo Truck (HD)	302	216	2,276	1,386	86	890	39.8%	64.2%
Volvo Truck (MD)	6	2	26	26	4	0	200.0%	0.0%
Volvo Commercial Total	308	218	2,302	1,412	90	890	41.3%	63.0%
Western Star								
Western Star (HD)	15	7	110	172	8	-62	114.3%	-36.0%
Western Star Total	15	7	110	172	8	-62	114.3%	-36.0%
TOTAL	109,966	95,256	788,584	717,575	14,710	71,009	15.4%	9.9%

SAMPLE ONLY