

U.S. LIGHT-VEHICLE SALES, DECEMBER & YTD

	Dec.2018	Dec. 2017	% change	2018	2017	% change
BMW	34,357	34,253	0.3%	311,014	305,685	1.7%
Mini	2,797	4,611	-39.3%	43,684	47,105	-7.3%
Rolls-Royce*	90	86	4.7%	1,080	1,029	5%
BMW of N.A.	37,244	38,950	-4.4%	355,778	353,819	0.6%
Alfa Romeo	1,946	2,034	-4.3%	23,800	12,031	97.8%
Chrysler	12,425	17,208	-27.8%	165,964	188,545	-12%
Dodge	32,528	27,885	16.7%	459,324	446,996	2.8%
Ram	68,195	49,876	36.7%	597,368	556,790	7.3%
Fiat	977	1,738	-43.8%	15,521	26,492	-41.4%
Jeep	80,449	73,205	9.9%	973,227	828,522	17.5%
FCA US	196,520	171,946	14.3%	2,235,204	2,059,376	8.5%
Maserati*	950	1,427	-33.4%	11,263	13,699	-17.8%
Fiat Chrysler Automobiles	197,470	173,373	13.9%	2,246,467	2,073,075	8.4%
Ford	208,106	230,291	-9.6%	2,381,635	2,464,041	-3.3%
Lincoln	11,526	10,619	8.5%	103,587	111,159	-6.8%
Ford Motor Co.	219,632	240,910	-8.8%	2,485,222	2,575,200	-3.5%
General Motors**	297,017	308,539	-3.7%	2,954,037	3,002,241	-1.6%
Acura	16,774	15,062	11.4%	158,934	154,602	2.8%
Honda	138,341	134,255	3%	1,445,894	1,486,827	-2.8%
American Honda Motor Co.	155,115	149,317	3.9%	1,604,828	1,641,429	-2.2%
Genesis	614	1,948	-68.5%	10,312	20,594	-49.9%
Hyundai brand	65,107	61,646	5.6%	667,633	664,961	0.4%
Hyundai Motor America	65,721	63,594	3.3%	677,945	685,555	-1.1%
Kia Motors America	47,428	43,039	10.2%	589,673	589,668	0%
Hyundai-Kia	113,149	106,633	6.1%	1,267,618	1,275,223	-0.6%
Jaguar	3,462	3,414	1.4%	30,483	39,594	-23%
Land Rover	10,617	7,980	33%	92,143	74,739	23.3%
Jaguar Land Rover N.A.	14,079	11,394	23.6%	122,626	114,333	7.3%
Mazda N.A.	25,870	26,893	-3.8%	300,325	289,470	3.8%
McLaren*	232	233	-0.4%	1,569	1,112	41.1%
Mercedes-Benz	36,132	39,250	-7.9%	354,137	372,240	-4.9%
Smart USA	122	166	-26.5%	1,276	3,071	-58.5%
Mercedes-Benz USA	36,254	39,416	-8%	355,413	375,311	-5.3%

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Mitsubishi Motors N.A.	8,986	8,501	5.7%	118,074	103,686	13.9%
Infiniti	18,065	16,379	10.3%	149,280	153,415	-2.7%
Nissan	130,655	121,847	7.2%	1,344,597	1,440,049	-6.6%
Nissan North America	148,720	138,226	7.6%	1,493,877	1,593,464	-6.3%
Nissan/Mitsubishi	157,706	146,727	7.5%	1,611,951	1,697,150	-5%
Subaru of America	64,541	63,342	1.9%	680,135	647,956	5%
Tesla Motors*	31,700	4,200	654.8%	182,400	48,000	280%
Lexus	35,524	35,461	0.2%	298,310	305,132	-2.2%
Scion	2	6	-66.7%	5	205	-97.6%
Toyota	185,384	187,518	-1.1%	2,128,357	2,129,180	0%
Toyota/Scion	185,386	187,524	-1.1%	2,128,362	2,129,385	0%
Toyota Motor Sales U.S.A.	220,910	222,985	-0.9%	2,426,672	2,434,517	-0.3%
Audi	22,765	26,977	-15.6%	223,323	226,511	-1.4%
Bentley*	165	298	-44.6%	1,972	2,405	-18%
Lamborghini*	94	92	2.2%	1,128	1,095	3%
Porsche	4,086	3,913	4.4%	57,202	55,420	3.2%
VW	32,047	30,281	5.8%	354,064	339,676	4.2%
VW Group of America	59,157	61,561	-3.9%	637,689	625,107	2%
Volvo Cars N.A.	8,826	9,679	-8.8%	98,263	81,504	20.6%
Other***	291	296	-1.7%	3,488	3,468	0.6%
U.S. LIGHT VEHICLE	1,639,193	1,604,448	2.2%	17,334,481	17,238,915	0.6%

**Dec. totals are estimated, 12 mos. totals are actual.

***Reflects Aston Martin, Ferrari and Lotus sales estimates.

Source: <https://www.autonews.com/sales/us-sales-rise-22-dec-saar-hits-2018-high>

Source 2: <https://goo.gl/NULKbU>