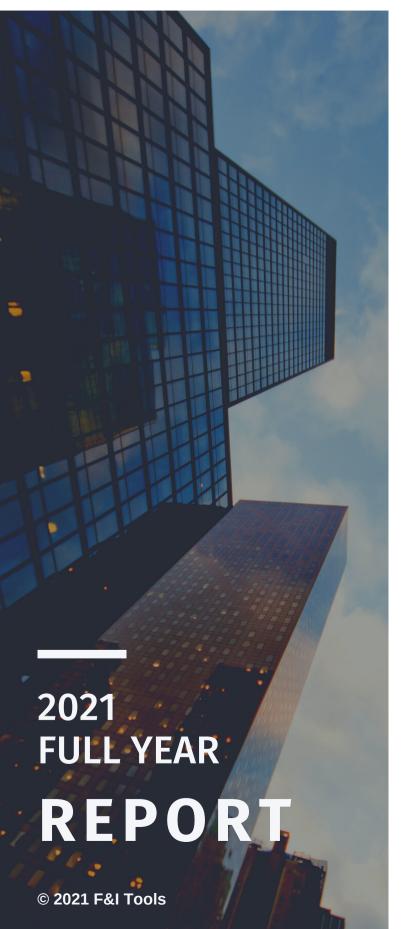


2021 USA Auto Industry Sales Report







Automotive Industry

KEY POINTS

2021 USA automotive sales increased 3% year-over-year nationwide.

Toyota surpassed GM in the third quarter, and held the #1 spot to year end.

BMW Group had the highest gain in rank, up 21% year-overyear, overtaking Mercedes and Mazda to make the top ten list.

Demand continued to outpace supply and hold prices steady with fewer rebates available. This trend is paced to hold into late 2022.

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| 2021 Top 6 | Rank | Q1 | Q1 Q2 | | Q4 | 2021 YTD | |
|-----------------|------|-----------------|-----------|-----------------|-----------|------------|--|
| Toyota | 1 | 604,215 | 686,832 | 567,104 | 474,112 | 2,332,262 | |
| General Motors | 2 | 642,250 | 688,386 | 476,997 | 439,215 | 2,246,848 | |
| Ford | 3 | 521,334 | 472,313 | 400,857 | 504,211 | 1,898,715 | |
| Stellantis | 4 | 468,651 | 485,734 | 411,056 | 411,914 | 1,777,355 | |
| Honda | 5 | 347,091 | 486,498 | 388,474 | 245,248 | 1,467,311 | |
| Hyundai Kia | 6 | 334,903 454,965 | | 347,991 316,119 | | 1,453,978 | |
| Other Leaders | | | | | | | |
| Nissan | 7 | 280,430 | 303,312 | 198,947 | 297,484 | 1,080,173 | |
| VW | 8 | 158,857 | 198,677 | 135,613 | 137,398 | 630,545 | |
| Subaru | 9 | 160,426 | 160,887 | 141,504 | 135,825 | 598,642 | |
| BMW | 10 | 77,768 | 105,914 | 82,134 | 105,965 | 371,781 | |
| Mazda | 11 | 78,805 | 105,896 | 89,122 | 59,215 | 333,038 | |
| Mercedes | 12 | 90,122 | 92,458 | 85,137 | 61,520 | 329,237 | |
| Tesla | 13 | 66,000 | 73000 | 84,000 | 79,000 | 302,000 | |
| Volvo | 14 | 27,332 | 36,557 | 31,611 | 54,117 | 149,617 | |
| Jag Land Rover | 15 | 25,124 | 22,144 | 22,133 | 37,723 | 107,124 | |
| | | | | | | | |
| Top 6 Total | | 2,978,444 | 3,274,727 | 2,622,479 | 2,300,819 | 11,176,469 | |
| Other Total | | 964,864 | 1,098,845 | 870,201 | 968,247 | 3,902,157 | |
| 2021 Grand Tota | ıl | 3,943,308 | 4,373,572 | 3,492,680 | 3,269,066 | 15,078,626 | |

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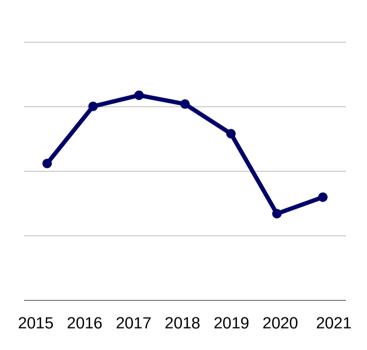


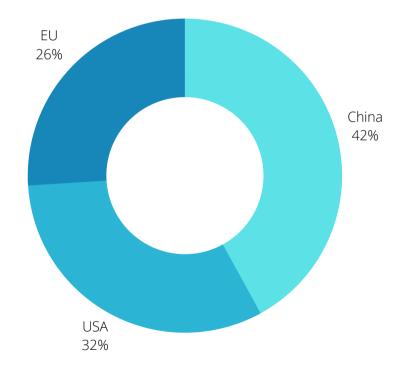
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| Region | 2105 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------|-------|-------|-------|-------|-------|-------|-----------------|
| China | 20.01 | 23.57 | 24.28 | 23.75 | 21.85 | 19.29 | 21.48 |
| Europe | 13.20 | 13.97 | 14.39 | 14.29 | 14.02 | 10.84 | 10.49 |
| USA | 17.70 | 17.50 | 17.23 | 17.18 | 17.05 | 14.59 | 15.08 |
| Top 3 Total | 50.61 | 55.04 | 55.90 | 55.22 | 52.92 | 44.72 | 47 Million Cars |

Analyst statement:

Manufacturing roadblocks stalled US automotive production in 2021. Demand exceeded supply, boosting car prices as high as 20% over last year's pricing in many regions. Higher car prices contributed to the overall inflation in the USA, and triggered economic plans to raise interest rates to slow down price escalations.





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Auto Finance

DATA SOURCE