

VFACTS NATIONAL REPORT



FEDERAL CHAMBER OF AUTOMOTIVE INDUSTRIES

NEW VEHICLE SALES

NOVEMBER 2025

Total Market	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
AUSTRALIAN CAPITAL TERRITORY	1,302	1,333	15,600	16,365	-31	-765	-2.3%	-4.7%
NEW SOUTH WALES	30,062	30,490	338,054	340,835	-428	-2,781	-1.4%	-0.8%
NORTHERN TERRITORY	670	727	9,726	9,777	-57	-51	-7.8%	-0.5%
QUEENSLAND	20,572	21,320	239,489	243,078	-748	-3,589	-3.5%	-1.5%
SOUTH AUSTRALIA	6,096	6,591	72,052	74,614	-495	-2,562	-7.5%	-3.4%
TASMANIA	1,883	1,642	17,863	18,470	241	-607	14.7%	-3.3%
VICTORIA	25,995	26,729	297,289	301,552	-734	-4,263	-2.7%	-1.4%
WESTERN AUSTRALIA	10,457	10,259	120,991	120,021	198	970	1.9%	0.8%
Total	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%

Copyright © 2025 Federal Chamber of Automotive Industries (FCAI). No reproduction, distribution or transmission of the copyright materials contained in the VFACTS™ Reports in whole or in part is permitted without the prior permission of the FCAI.

The information contained in this report is preliminary and current as at the time of publication. In providing this report, the FCAI relies on data provided by third parties such as dealers and distributors. The FCAI does not make any warranty as to the accuracy, completeness and reliability of the information in the report or its suitability for any purpose, and the FCAI does not accept any liability arising in any way from any omissions or errors in the report.

The sales data is not necessarily limited to sales to a consumer and might include purchases by a distributor or dealer.

For information on Report content and segmentation criteria, please visit www.fcai.com.au

For subscription enquiries email: vfacts@fcai.com.au

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

VFACTS
National

TOTAL MARKET SEGMENTATION
NOVEMBER 2025

Volumes

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Passenger	11,483	13,621	145,451	189,379	-2,138	-43,928	-15.7	-23.2
SUV	60,728	60,612	672,301	637,689	116	34,612	0.2	5.4
Light Commercial	21,017	20,554	251,780	250,617	463	1,163	2.3	0.5
Heavy Commercial	3,809	4,304	41,532	47,027	-495	-5,495	-11.5	-11.7
Total Market	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1	-1.2

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Micro	616	384	7,105	5,788	232	1,317	60.4	22.8
Light	1,655	2,452	23,046	28,349	-797	-5,303	-32.5	-18.7
Small	5,366	6,880	66,780	86,183	-1,514	-19,403	-22.0	-22.5
Medium	1,672	1,582	21,325	44,529	90	-23,204	5.7	-52.1
Large	215	132	2,145	2,011	83	134	62.9	6.7
Upper Large	22	28	313	279	-6	34	-21.4	12.2
People Movers	1,362	1,292	13,574	12,697	70	877	5.4	6.9
Sports	575	871	11,163	9,543	-296	1,620	-34.0	17.0
SUV Light	3,997	5,152	49,399	51,559	-1,155	-2,160	-22.4	-4.2
SUV Small	15,621	16,261	187,031	168,508	-640	18,523	-3.9	11.0
SUV Medium	26,846	22,078	261,497	253,733	4,768	7,764	21.6	3.1
SUV Large	12,522	14,581	151,907	136,523	-2,059	15,384	-14.1	11.3
SUV Upper Large	1,742	2,540	22,467	27,366	-798	-4,899	-31.4	-17.9
Light Buses < 20 Seats	155	334	4,146	3,348	-179	798	-53.6	23.8
Light Buses => 20 Seats	43	20	661	245	23	416	115.0	169.8
Vans/CC <= 2.5t	129	119	1,444	1,332	10	112	8.4	8.4
Vans/CC 2.5-3.5t	1,875	2,232	20,614	23,521	-357	-2,907	-16.0	-12.4
PU/CC 4X2	1,800	2,017	21,509	24,568	-217	-3,059	-10.8	-12.5
PU/CC 4X4	16,258	14,913	195,517	188,154	1,345	7,363	9.0	3.9
Pick-Up/CC > \$100K	757	919	7,889	9,449	-162	-1,560	-17.6	-16.5
Heavy Commercial	3,809	4,304	41,532	47,027	-495	-5,495	-11.5	-11.7
Total Market	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1	-1.2

Percentage Mix

	Month		YTD		Yr to Yr change +/-	
	2025	2024	2025	2024	MTH	YTD
Passenger	11.8	13.7	13.1	16.8	-1.9	-3.7
SUV	62.6	61.2	60.5	56.7	1.4	3.8
Light Commercial	21.7	20.7	22.7	22.3	0.9	0.4
Heavy Commercial	3.9	4.3	3.7	4.2	-0.4	-0.4
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

	Month		YTD		Yr to Yr change +/-	
	2025	2024	2025	2024	MTH	YTD
Micro	0.6	0.4	0.6	0.5	0.2	0.1
Light	1.7	2.5	2.1	2.5	-0.8	-0.4
Small	5.5	6.9	6.0	7.7	-1.4	-1.7
Medium	1.7	1.6	1.9	4.0	0.1	-2.0
Large	0.2	0.1	0.2	0.2	0.1	0.0
Upper Large	0.0	0.0	0.0	0.0	0.0	0.0
People Movers	1.4	1.3	1.2	1.1	0.1	0.1
Sports	0.6	0.9	1.0	0.8	-0.3	0.2
SUV Light	4.1	5.2	4.4	4.6	-1.1	-0.1
SUV Small	16.1	16.4	16.8	15.0	-0.3	1.9
SUV Medium	27.7	22.3	23.5	22.6	5.4	1.0
SUV Large	12.9	14.7	13.7	12.1	-1.8	1.5
SUV Upper Large	1.8	2.6	2.0	2.4	-0.8	-0.4
Light Buses < 20 Seats	0.2	0.3	0.4	0.3	-0.2	0.1
Light Buses => 20 Seats	0.0	0.0	0.1	0.0	0.0	0.0
Vans/CC <= 2.5t	0.1	0.1	0.1	0.1	0.0	0.0
Vans/CC 2.5-3.5t	1.9	2.3	1.9	2.1	-0.3	-0.2
PU/CC 4X2	1.9	2.0	1.9	2.2	-0.2	-0.2
PU/CC 4X4	16.8	15.0	17.6	16.7	1.7	0.9
Pick-Up/CC > \$100K	0.8	0.9	0.7	0.8	-0.1	-0.1
Heavy Commercial	3.9	4.3	3.7	4.2	-0.4	-0.4
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

VFACTS
National

NEW VEHICLE SALES BY MARQUE
NOVEMBER 2025

Total Market	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Alfa Romeo	26	28	427	538	-2	-111	-7.1%	-20.6%
Aston Martin	13	12	165	139	1	26	8.3%	18.7%
Audi	1,712	1,418	14,265	13,782	294	483	20.7%	3.5%
Bentley	14	12	126	163	2	-37	16.7%	-22.7%
BMW	1,724	2,215	24,394	23,876	-491	518	-22.2%	2.2%
BYD	3,790	1,552	45,672	18,465	2,238	27,207	144.2%	147.3%
Chery	3,617	1,762	31,195	10,718	1,855	20,477	105.3%	191.1%
Chevrolet	402	400	3,749	3,878	2	-129	0.5%	-3.3%
Citroen	0	7	8	144	-7	-136	-100.0%	-94.4%
CUPRA	305	211	2,635	2,016	94	619	44.5%	30.7%
Deepal	83	0	415	0	83	415	-	-
Dodge	0	0	0	6	0	-6	-	-100.0%
Ferrari	24	22	203	235	2	-32	9.1%	-13.6%
Fiat	32	35	377	501	-3	-124	-8.6%	-24.8%
Fiat Professional	154	92	1,372	1,461	62	-89	67.4%	-6.1%
Ford	7,407	8,720	85,858	91,865	-1,313	-6,007	-15.1%	-6.5%
Foton	95	0	95	0	95	95	-	-
Geely	808	0	4,709	0	808	4,709	-	-
Genesis	125	135	1,445	1,287	-10	158	-7.4%	12.3%
GMC	40	0	310	0	40	310	-	-
GWM	4,160	3,566	47,934	38,709	594	9,225	16.7%	23.8%
Honda	1,309	547	14,194	13,007	762	1,187	139.3%	9.1%
Hyundai	6,707	5,606	71,568	66,639	1,101	4,929	19.6%	7.4%
Isuzu Ute	3,721	3,386	38,835	44,614	335	-5,779	9.9%	-13.0%
JAC	101	0	1,463	0	101	1,463	-	-
Jaguar	14	47	493	703	-33	-210	-70.2%	-29.9%
Jeep	48	162	1,521	2,220	-114	-699	-70.4%	-31.5%
KGM	298	358	3,841	5,102	-60	-1,261	-16.8%	-24.7%
Kia	6,510	6,410	76,004	75,485	100	519	1.6%	0.7%
Lamborghini	15	10	248	254	5	-6	50.0%	-2.4%
Land Rover	556	663	7,803	7,352	-107	451	-16.1%	6.1%
LDV	1,037	1,220	13,056	14,935	-183	-1,879	-15.0%	-12.6%
Leapmotor	90	0	606	0	90	606	-	-
Lexus	1,141	1,235	13,360	12,369	-94	991	-7.6%	8.0%
Lotus	4	9	60	150	-5	-90	-55.6%	-60.0%
Maserati	15	26	251	355	-11	-104	-42.3%	-29.3%
Mazda	6,979	7,588	84,361	88,731	-609	-4,370	-8.0%	-4.9%
McLaren	4	11	64	82	-7	-18	-63.6%	-22.0%
Mercedes-Benz Cars	1,718	1,526	21,050	18,308	192	2,742	12.6%	15.0%
Mercedes-Benz Vans	306	453	4,330	4,367	-147	-37	-32.5%	-0.8%
MG	2,672	5,072	38,848	46,374	-2,400	-7,526	-47.3%	-16.2%
MINI	402	348	5,122	3,676	54	1,446	15.5%	39.3%
Mitsubishi	4,414	6,205	56,778	68,793	-1,791	-12,015	-28.9%	-17.5%
Nissan	2,351	3,350	33,401	41,060	-999	-7,659	-29.8%	-18.7%
Omoda Jaecoo	515	0	3,224	0	515	3,224	-	-
Peugeot	81	90	1,249	1,788	-9	-539	-10.0%	-30.1%
Polestar	0	0	0	264	0	-264	-	-100.0%
Porsche	274	550	4,834	6,427	-276	-1,593	-50.2%	-24.8%
RAM	247	315	3,028	3,532	-68	-504	-21.6%	-14.3%
Renault	350	474	4,244	5,138	-124	-894	-26.2%	-17.4%
Rolls-Royce	6	7	64	49	-1	15	-14.3%	30.6%
Skoda	469	378	4,398	4,757	91	-359	24.1%	-7.5%
Stellantis	19	20	183	72	-1	111	-5.0%	154.2%
Subaru	3,007	3,002	35,794	37,635	5	-1,841	0.2%	-4.9%
Suzuki	1,050	2,253	14,460	19,923	-1,203	-5,463	-53.4%	-27.4%
Tesla	0	0	0	23,116	0	-23,116	-	-100.0%
Toyota	19,787	20,562	221,322	222,639	-775	-1,317	-3.8%	-0.6%
Volkswagen	2,075	3,214	26,806	33,761	-1,139	-6,955	-35.4%	-20.6%
Volvo Car	629	622	6,736	8,282	7	-1,546	1.1%	-18.7%
Zeekr	727	0	1,673	0	727	1,673	-	-
Daf	76	46	543	587	30	-44	65.2%	-7.5%
Dennis Eagle	7	22	92	86	-15	6	-68.2%	7.0%
Foton Mobility	21	6	64	65	15	-1	250.0%	-1.5%
Freightliner	6	13	116	250	-7	-134	-53.8%	-53.6%
Fuso	309	347	3,244	3,504	-38	-260	-11.0%	-7.4%
Hino	466	456	4,254	4,651	10	-397	2.2%	-8.5%
Hyundai Commercial Vehicles	14	19	236	322	-5	-86	-26.3%	-26.7%
Isuzu	969	1,152	11,559	12,218	-183	-659	-15.9%	-5.4%
Iveco Trucks	173	166	1,609	2,106	7	-497	4.2%	-23.6%
Kenworth	301	338	3,119	3,416	-37	-297	-10.9%	-8.7%
Mack	60	62	654	897	-2	-243	-3.2%	-27.1%
Man	29	67	312	369	-38	-57	-56.7%	-15.4%
Mercedes-Benz Trucks	59	105	819	1,087	-46	-268	-43.8%	-24.7%
Scania	113	98	1,047	1,364	15	-317	15.3%	-23.2%
SEA Electric	0	0	0	12	0	-12	-	-100.0%
UD Trucks	37	56	465	841	-19	-376	-33.9%	-44.7%
Volvo Commercial	198	218	2,149	2,973	-20	-824	-9.2%	-27.7%
Western Star	20	14	156	222	6	-66	42.9%	-29.7%
Total	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%

VFACTS
National

NEW VEHICLE SALES SHARE BY MARQUE
NOVEMBER 2025

Total Market	Month		YTD		Variance +/- ppts.	
	2025	2024	2025	2024	MTH	YTD
Alfa Romeo	0.0	0.0	0.0	0.0	0.00	-0.01
Aston Martin	0.0	0.0	0.0	0.0	0.00	0.00
Audi	1.8	1.4	1.3	1.2	0.33	0.06
Bentley	0.0	0.0	0.0	0.0	0.00	0.00
BMW	1.8	2.2	2.2	2.1	-0.46	0.07
BYD	3.9	1.6	4.1	1.6	2.34	2.47
Chery	3.7	1.8	2.8	1.0	1.95	1.85
Chevrolet	0.4	0.4	0.3	0.3	0.01	-0.01
Citroen	0.0	0.0	0.0	0.0	-0.01	-0.01
CUPRA	0.3	0.2	0.2	0.2	0.10	0.06
Deepal	0.1	0.0	0.0	0.0	0.09	0.04
Dodge	0.0	0.0	0.0	0.0	0.00	0.00
Ferrari	0.0	0.0	0.0	0.0	0.00	0.00
Fiat	0.0	0.0	0.0	0.0	0.00	-0.01
Fiat Professional	0.2	0.1	0.1	0.1	0.07	-0.01
Ford	7.6	8.8	7.7	8.2	-1.17	-0.44
Foton	0.1	0.0	0.0	0.0	0.10	0.01
Geely	0.8	0.0	0.4	0.0	0.83	0.42
Genesis	0.1	0.1	0.1	0.1	-0.01	0.02
GMC	0.0	0.0	0.0	0.0	0.04	0.03
GWM	4.3	3.6	4.3	3.4	0.69	0.87
Honda	1.3	0.6	1.3	1.2	0.80	0.12
Hyundai	6.9	5.7	6.4	5.9	1.25	0.52
Isuzu Ute	3.8	3.4	3.5	4.0	0.42	-0.47
JAC	0.1	0.0	0.1	0.0	0.10	0.13
Jaguar	0.0	0.0	0.0	0.1	-0.03	-0.02
Jeep	0.0	0.2	0.1	0.2	-0.11	-0.06
KGM	0.3	0.4	0.3	0.5	-0.05	-0.11
Kia	6.7	6.5	6.8	6.7	0.24	0.13
Lamborghini	0.0	0.0	0.0	0.0	0.01	0.00
Land Rover	0.6	0.7	0.7	0.7	-0.10	0.05
LDV	1.1	1.2	1.2	1.3	-0.16	-0.15
Leapmotor	0.1	0.0	0.1	0.0	0.09	0.05
Lexus	1.2	1.2	1.2	1.1	-0.07	0.10
Lotus	0.0	0.0	0.0	0.0	0.00	-0.01
Maserati	0.0	0.0	0.0	0.0	-0.01	-0.01
Mazda	7.2	7.7	7.6	7.9	-0.47	-0.30
McLaren	0.0	0.0	0.0	0.0	-0.01	0.00
Mercedes-Benz Cars	1.8	1.5	1.9	1.6	0.23	0.27
Mercedes-Benz Vans	0.3	0.5	0.4	0.4	-0.14	0.00
MG	2.8	5.1	3.5	4.1	-2.36	-0.63
MINI	0.4	0.4	0.5	0.3	0.06	0.13
Mitsubishi	4.5	6.3	5.1	6.1	-1.71	-1.01
Nissan	2.4	3.4	3.0	3.7	-0.96	-0.64
Omoda Jaecoo	0.5	0.0	0.3	0.0	0.53	0.29
Peugeot	0.1	0.1	0.1	0.2	-0.01	-0.05
Polestar	0.0	0.0	0.0	0.0	0.00	-0.02
Porsche	0.3	0.6	0.4	0.6	-0.27	-0.14
RAM	0.3	0.3	0.3	0.3	-0.06	-0.04
Renault	0.4	0.5	0.4	0.5	-0.12	-0.07
Rolls-Royce	0.0	0.0	0.0	0.0	0.00	0.00
Skoda	0.5	0.4	0.4	0.4	0.10	-0.03
Stellantis	0.0	0.0	0.0	0.0	0.00	0.01
Subaru	3.1	3.0	3.2	3.3	0.07	-0.12
Suzuki	1.1	2.3	1.3	1.8	-1.19	-0.47
Tesla	0.0	0.0	0.0	2.1	0.00	-2.06
Toyota	20.4	20.8	19.9	19.8	-0.36	0.12
Volkswagen	2.1	3.2	2.4	3.0	-1.11	-0.59
Volvo Car	0.6	0.6	0.6	0.7	0.02	-0.13
Zeekr	0.7	0.0	0.2	0.0	0.75	0.15
Daf	0.1	0.0	0.0	0.1	0.03	0.00
Dennis Eagle	0.0	0.0	0.0	0.0	-0.01	0.00
Foton Mobility	0.0	0.0	0.0	0.0	0.02	0.00
Freightliner	0.0	0.0	0.0	0.0	-0.01	-0.01
Fuso	0.3	0.4	0.3	0.3	-0.03	-0.02
Hino	0.5	0.5	0.4	0.4	0.02	-0.03
Hyundai Commercial Vehicles	0.0	0.0	0.0	0.0	0.00	-0.01
Isuzu	1.0	1.2	1.0	1.1	-0.16	-0.05
Iveco Trucks	0.2	0.2	0.1	0.2	0.01	-0.04
Kenworth	0.3	0.3	0.3	0.3	-0.03	-0.02
Mack	0.1	0.1	0.1	0.1	0.00	-0.02
Man	0.0	0.1	0.0	0.0	-0.04	0.00
Mercedes-Benz Trucks	0.1	0.1	0.1	0.1	-0.05	-0.02
Scania	0.1	0.1	0.1	0.1	0.02	-0.03
SEA Electric	0.0	0.0	0.0	0.0	0.00	0.00
UD Trucks	0.0	0.1	0.0	0.1	-0.02	-0.03
Volvo Commercial	0.2	0.2	0.2	0.3	-0.02	-0.07
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

NEW VEHICLE SALES BY BUYER TYPE
NOVEMBER 2025

Total Market	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Passenger	11,483	13,621	145,451	189,379	-2,138	-43,928	-15.7%	-23.2%
Private	5,642	7,467	77,079	109,379	-1,825	-32,300	-24.4%	-29.5%
Business	4,280	4,490	53,022	58,984	-210	-5,962	-4.7%	-10.1%
Gov't	198	303	2,613	4,645	-105	-2,032	-34.7%	-43.7%
Rental	1,363	1,361	12,737	16,371	2	-3,634	0.1%	-22.2%
SUV	60,728	60,612	672,301	637,689	116	34,612	0.2%	5.4%
Private	34,197	33,938	394,661	383,298	259	11,363	0.8%	3.0%
Business	19,191	20,674	220,242	201,995	-1,483	18,247	-7.2%	9.0%
Gov't	1,416	1,450	14,160	16,399	-34	-2,239	-2.3%	-13.7%
Rental	5,924	4,550	43,238	35,997	1,374	7,241	30.2%	20.1%
Light Commercial	21,017	20,554	251,780	250,617	463	1,163	2.3%	0.5%
Private	6,754	5,844	82,698	73,718	910	8,980	15.6%	12.2%
Business	12,499	12,664	147,123	153,323	-165	-6,200	-1.3%	-4.0%
Gov't	1,132	1,326	13,697	15,263	-194	-1,566	-14.6%	-10.3%
Rental	632	720	8,262	8,313	-88	-51	-12.2%	-0.6%
Sub Total	93,228	94,787	1,069,532	1,077,685	-1,559	-8,153	-1.6%	-0.8%
Private	46,593	47,249	554,438	566,395	-656	-11,957	-1.4%	-2.1%
Business	35,970	37,828	420,387	414,302	-1,858	6,085	-4.9%	1.5%
Gov't	2,746	3,079	30,470	36,307	-333	-5,837	-10.8%	-16.1%
Rental	7,919	6,631	64,237	60,681	1,288	3,556	19.4%	5.9%
Heavy Commercial	3,809	4,304	41,532	47,027	-495	-5,495	-11.5%	-11.7%
Total	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%

NEW VEHICLE SALES BY FUEL TYPE
NOVEMBER 2025

Total Market	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Passenger								
Diesel	772	871	9,606	9,595	-99	11	-11.4%	0.1%
Electric	900	1,741	14,233	30,472	-841	-16,239	-48.3%	-53.3%
Hybrid	3,353	2,461	35,319	37,741	892	-2,422	36.2%	-6.4%
Hydrogen	0	0	2	9	0	-7	-	-77.8%
Petrol	6,340	8,468	85,333	110,801	-2,128	-25,468	-25.1%	-23.0%
PHEV	118	80	958	761	38	197	47.5%	25.9%
SUV								
Diesel	9,106	11,488	113,138	104,859	-2,382	8,279	-20.7%	7.9%
Electric	5,283	2,205	49,680	39,241	3,078	10,439	139.6%	26.6%
Hybrid	15,529	11,561	143,963	119,860	3,968	24,103	34.3%	20.1%
Hydrogen	0	0	0	1	0	-1	-	-100.0%
Petrol	27,709	32,837	337,497	353,858	-5,128	-16,361	-15.6%	-4.6%
PHEV	3,101	2,521	28,023	19,870	580	8,153	23.0%	41.0%
Light Commercial								
Diesel	18,028	18,469	213,652	227,295	-441	-13,643	-2.4%	-6.0%
Electric	29	23	513	338	6	175	26.1%	51.8%
Hybrid	70	148	1,096	640	-78	456	-52.7%	71.3%
Petrol	1,341	1,914	17,935	22,344	-573	-4,409	-29.9%	-19.7%
PHEV	1,549	0	18,584	0	1,549	18,584	-	-
Heavy Commercial	3,809	4,304	41,532	47,027	-495	-5,495	-11.5%	-11.7%
Total	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%
Passenger, SUV, Light Commercial								
Diesel	27,906	30,828	336,396	341,749	-2,922	-5,353	-9.5%	-1.6%
Electric	6,212	3,969	64,426	70,051	2,243	-5,625	56.5%	-8.0%
Hybrid	18,952	14,170	180,378	158,241	4,782	22,137	33.7%	14.0%
Hydrogen	0	0	2	10	0	-8	-	-80.0%
Petrol	35,390	43,219	440,765	487,003	-7,829	-46,238	-18.1%	-9.5%
PHEV	4,768	2,601	47,565	20,631	2,167	26,934	83.3%	130.6%
Heavy Commercial	3,809	4,304	41,532	47,027	-495	-5,495	-11.5%	-11.7%
Total	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%

VFACTS
National

NEW VEHICLE SALES BY COUNTRY OF ORIGIN
NOVEMBER 2025

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Locally Manufactured					0	0	-	-
Total Locally Manufactured	0	0	0	0	0	0	-	-
Imported								
Argentina	0	0	0	5	0	-5	-	-100.0%
Austria	51	32	679	599	19	80	59.4%	13.4%
Belgium	0	8	95	142	-8	-47	-100.0%	-33.1%
China	18,616	14,192	200,767	161,875	4,424	38,892	31.2%	24.0%
Czech Republic	721	763	8,512	7,752	-42	760	-5.5%	9.8%
England	753	930	11,726	14,658	-177	-2,932	-19.0%	-20.0%
France	276	424	3,625	4,698	-148	-1,073	-34.9%	-22.8%
Germany	4,270	4,503	50,099	49,643	-233	456	-5.2%	0.9%
Hungary	630	1,220	7,693	9,458	-590	-1,765	-48.4%	-18.7%
India	559	621	5,104	4,814	-62	290	-10.0%	6.0%
Indonesia	74	101	1,269	1,537	-27	-268	-26.7%	-17.4%
Italy	251	204	2,740	3,157	47	-417	23.0%	-13.2%
Japan	29,239	32,717	330,044	348,442	-3,478	-18,398	-10.6%	-5.3%
Korea	12,506	12,011	138,799	146,699	495	-7,900	4.1%	-5.4%
Mexico	1,712	1,146	17,418	13,526	566	3,892	49.4%	28.8%
Poland	170	161	1,844	1,955	9	-111	5.6%	-5.7%
Portugal	303	684	4,786	7,251	-381	-2,465	-55.7%	-34.0%
Romania	24	0	164	839	24	-675	-	-80.5%
Slovak Republic	577	693	7,874	7,225	-116	649	-16.7%	9.0%
South Africa	958	907	11,505	11,734	51	-229	5.6%	-2.0%
Spain	573	517	5,342	5,365	56	-23	10.8%	-0.4%
Sweden	67	68	693	792	-1	-99	-1.5%	-12.5%
Thailand	19,314	20,785	230,643	251,704	-1,471	-21,061	-7.1%	-8.4%
Turkey	685	881	9,967	7,739	-196	2,228	-22.2%	28.8%
USA	1,861	2,352	29,423	28,399	-491	1,024	-20.9%	3.6%
Wales	3	5	51	56	-2	-5	-40.0%	-8.9%
Other	2,844	3,166	30,202	34,648	-322	-4,446	-10.2%	-12.8%
Total Imported	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%
Total Market	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%

Micro	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Micro										
Fiat 500 / Abarth	32	5.2%	35	9.1%	377	5.3%	501	8.7%	-8.6%	-24.8%
Kia Picanto	584	94.8%	349	90.9%	6,728	94.7%	5,287	91.3%	67.3%	27.3%
Total Micro	616	0.6%	384	0.4%	7,105	0.6%	5,788	0.5%	60.4%	22.8%

Total Micro	616	0.6%	384	0.4%	7,105	0.6%	5,788	0.5%	60.4%	22.8%
--------------------	------------	-------------	------------	-------------	--------------	-------------	--------------	-------------	--------------	--------------

Light	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Light < \$30K										
Mazda2	378	30.0%	525	26.4%	3,983	22.6%	4,948	20.7%	-28.0%	-19.5%
MG MG3	471	37.4%	714	35.9%	7,836	44.5%	11,135	46.5%	-34.0%	-29.6%
Suzuki Swift	256	20.3%	623	31.3%	3,161	17.9%	5,735	23.9%	-58.9%	-44.9%
Toyota Yaris	154	12.2%	129	6.5%	2,646	15.0%	2,130	8.9%	19.4%	24.2%
Total Light < \$30K	1,259	1.3%	1,991	2.0%	17,626	1.6%	23,948	2.1%	-36.8%	-26.4%

Light > \$30K	Volume		Share		Volume		Share		MTH	YTD
	2025	2024	2025	2024	2025	2024	2025	2024		
Audi A1	46	11.6%	1	0.2%	413	7.6%	175	4.0%	>999%	136.0%
Citroen C3	0	0.0%	1	0.2%	6	0.1%	22	0.5%	-100.0%	-72.7%
Hyundai i20	37	9.3%	48	10.4%	1,145	21.1%	305	6.9%	-22.9%	275.4%
MINI Aceman	25	6.3%	53	11.5%	587	10.8%	134	3.0%	-52.8%	338.1%
MINI Cooper	180	45.5%	106	23.0%	2,113	39.0%	1,459	33.2%	69.8%	44.8%
Peugeot 208/e208	0	0.0%	0	0.0%	4	0.1%	0	0.0%	-	-
Skoda Fabia	20	5.1%	16	3.5%	307	5.7%	311	7.1%	25.0%	-1.3%
Volkswagen Polo	88	22.2%	236	51.2%	845	15.6%	1,995	45.3%	-62.7%	-57.6%
Total Light > \$30K	396	0.4%	461	0.5%	5,420	0.5%	4,401	0.4%	-14.1%	23.2%

Total Light	1,655	1.7%	2,452	2.5%	23,046	2.1%	28,349	2.5%	-32.5%	-18.7%
--------------------	--------------	-------------	--------------	-------------	---------------	-------------	---------------	-------------	---------------	---------------

Small	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Small < \$45K										
BYD Dolphin	103	2.5%	78	1.6%	2,983	5.9%	1,885	2.8%	32.1%	58.2%
Hyundai i30	714	17.4%	1,080	21.9%	10,080	19.9%	11,616	17.5%	-33.9%	-13.2%
Kia Cerato	0	0.0%	1,035	21.0%	1,094	2.2%	14,807	22.4%	-100.0%	-92.6%
Kia K4	695	17.0%	0	0.0%	5,942	11.7%	0	0.0%	-	-
Mazda3	721	17.6%	696	14.1%	9,484	18.7%	9,618	14.5%	3.6%	-1.4%
MG MG5	48	1.2%	249	5.1%	1,871	3.7%	3,674	5.5%	-80.7%	-49.1%
Skoda Scala	29	0.7%	77	1.6%	234	0.5%	393	0.6%	-62.3%	-40.5%
Subaru Impreza	101	2.5%	112	2.3%	1,499	3.0%	1,698	2.6%	-9.8%	-11.7%
Toyota Corolla	1,686	41.2%	1,599	32.5%	17,400	34.4%	22,526	34.0%	5.4%	-22.8%
Total Small < \$45K	4,097	4.2%	4,926	5.0%	50,587	4.6%	66,217	5.9%	-16.8%	-23.6%

VFACTS
National

NEW VEHICLE SALES BY SEGMENT AND MODEL
NOVEMBER 2025

Small > \$45K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A3	248	19.5%	36	1.8%	2,063	12.7%	2,334	11.7%	588.9%	-11.6%
BMW 1 Series	92	7.2%	215	11.0%	1,575	9.7%	1,084	5.4%	-57.2%	45.3%
BMW 2 Series Gran Coupe	67	5.3%	32	1.6%	666	4.1%	517	2.6%	109.4%	28.8%
CUPRA Born	0	0.0%	36	1.8%	315	1.9%	439	2.2%	-100.0%	-28.2%
CUPRA Leon	49	3.9%	32	1.6%	322	2.0%	321	1.6%	53.1%	0.3%
GWM Ora	62	4.9%	127	6.5%	688	4.2%	1,182	5.9%	-51.2%	-41.8%
Honda Civic	124	9.8%	16	0.8%	854	5.3%	881	4.4%	675.0%	-3.1%
Mercedes-Benz A-Class	176	13.9%	88	4.5%	1,912	11.8%	1,837	9.2%	100.0%	4.1%
Mercedes-Benz B-Class	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
MG MG4	145	11.4%	821	42.0%	2,901	17.9%	6,079	30.4%	-82.3%	-52.3%
MINI Clubman	0	0.0%	0	0.0%	0	0.0%	174	0.9%	-	-100.0%
Nissan Leaf	0	0.0%	9	0.5%	62	0.4%	328	1.6%	-100.0%	-81.1%
Peugeot 308/e308	3	0.2%	7	0.4%	82	0.5%	147	0.7%	-57.1%	-44.2%
Renault Megane	0	0.0%	0	0.0%	1	0.0%	27	0.1%	-	-96.3%
Subaru WRX	142	11.2%	143	7.3%	1,887	11.7%	2,021	10.1%	-0.7%	-6.6%
Volkswagen Golf	161	12.7%	392	20.1%	2,865	17.7%	2,593	13.0%	-58.9%	10.5%
Total Small > \$45K	1,269	1.3%	1,954	2.0%	16,193	1.5%	19,966	1.8%	-35.1%	-18.9%

Total Small	5,366	5.5%	6,880	6.9%	66,780	6.0%	86,183	7.7%	-22.0%	-22.5%
--------------------	--------------	-------------	--------------	-------------	---------------	-------------	---------------	-------------	---------------	---------------

Medium	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BYD Seal	157	14.9%	360	37.5%	3,371	22.9%	5,981	25.1%	-56.4%	-43.6%
Honda Accord	1	0.1%	2	0.2%	91	0.6%	129	0.5%	-50.0%	-29.5%
Hyundai Sonata	34	3.2%	32	3.3%	343	2.3%	476	2.0%	6.3%	-27.9%
Mazda6	7	0.7%	115	12.0%	850	5.8%	1,262	5.3%	-93.9%	-32.6%
Skoda Octavia	53	5.0%	47	4.9%	670	4.6%	820	3.4%	12.8%	-18.3%
Toyota Camry	801	76.1%	400	41.7%	9,309	63.3%	15,014	63.1%	100.3%	-38.0%
Volkswagen Passat	0	0.0%	4	0.4%	66	0.4%	101	0.4%	-100.0%	-34.7%
Total Medium < \$60K	1,053	1.1%	960	1.0%	14,700	1.3%	23,783	2.1%	9.7%	-38.2%

Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Giulia	12	1.9%	9	1.4%	195	2.9%	185	0.9%	33.3%	5.4%
Audi A4	1	0.2%	25	4.0%	28	0.4%	482	2.3%	-96.0%	-94.2%
Audi A5	134	21.6%	14	2.3%	745	11.2%	371	1.8%	857.1%	100.8%
BMW 3 Series	138	22.3%	159	25.6%	1,714	25.9%	2,315	11.2%	-13.2%	-26.0%
BMW 4 Series Gran Coupe	0	0.0%	11	1.8%	20	0.3%	243	1.2%	-100.0%	-91.8%
BMW i4	48	7.8%	132	21.2%	798	12.0%	1,866	9.0%	-63.6%	-57.2%
Genesis G70	4	0.6%	6	1.0%	32	0.5%	43	0.2%	-33.3%	-25.6%
Hyundai Ioniq 6	40	6.5%	11	1.8%	179	2.7%	362	1.7%	263.6%	-50.6%
Jaguar XE	0	0.0%	1	0.2%	3	0.0%	65	0.3%	-100.0%	-95.4%
Lexus ES	116	18.7%	70	11.3%	951	14.4%	962	4.6%	65.7%	-1.1%
Mercedes-Benz C-Class	97	15.7%	116	18.6%	1,315	19.8%	1,830	8.8%	-16.4%	-28.1%
Mercedes-Benz CLA-Class	29	4.7%	45	7.2%	511	7.7%	718	3.5%	-35.6%	-28.8%
Peugeot 508	0	0.0%	0	0.0%	2	0.0%	65	0.3%	-	-96.9%
Polestar 2	0	0.0%	0	0.0%	0	0.0%	264	1.3%	-	-100.0%
Tesla Model 3	0	0.0%	0	0.0%	0	0.0%	10,600	51.1%	-	-100.0%
Volkswagen Arteon	0	0.0%	0	0.0%	0	0.0%	87	0.4%	-	-100.0%
Volvo S60	0	0.0%	15	2.4%	37	0.6%	146	0.7%	-100.0%	-74.7%
Volvo V60 Cross Country	0	0.0%	8	1.3%	95	1.4%	142	0.7%	-100.0%	-33.1%
Total Medium > \$60K	619	0.6%	622	0.6%	6,625	0.6%	20,746	1.8%	-0.5%	-68.1%

Total Medium	1,672	1.7%	1,582	1.6%	21,325	1.9%	44,529	4.0%	5.7%	-52.1%
---------------------	--------------	-------------	--------------	-------------	---------------	-------------	---------------	-------------	-------------	---------------

NEW VEHICLE SALES BY SEGMENT AND MODEL
NOVEMBER 2025

Large	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen C5 X	0	0.0%	2	25.0%	2	1.1%	39	20.6%	-100.0%	-94.9%
Skoda Superb	11	100.0%	6	75.0%	181	98.9%	150	79.4%	83.3%	20.7%
Total Large < \$70K	11	0.0%	8	0.0%	183	0.0%	189	0.0%	37.5%	-3.2%

Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A6	12	5.9%	21	16.9%	155	7.9%	253	13.9%	-42.9%	-38.7%
Audi A7	3	1.5%	5	4.0%	42	2.1%	56	3.1%	-40.0%	-25.0%
Audi e-tron GT	5	2.5%	1	0.8%	31	1.6%	80	4.4%	400.0%	-61.3%
BMW 5 Series	13	6.4%	51	41.1%	301	15.3%	441	24.2%	-74.5%	-31.7%
BMW i5	71	34.8%	13	10.5%	474	24.2%	124	6.8%	446.2%	282.3%
Genesis G80	1	0.5%	1	0.8%	37	1.9%	54	3.0%	0.0%	-31.5%
Jaguar XF	0	0.0%	1	0.8%	0	0.0%	12	0.7%	-100.0%	-100.0%
Maserati Ghibli	0	0.0%	2	1.6%	7	0.4%	17	0.9%	-100.0%	-58.8%
Mercedes-Benz E-Class	30	14.7%	18	14.5%	487	24.8%	353	19.4%	66.7%	38.0%
Mercedes-Benz EQE	1	0.5%	3	2.4%	112	5.7%	157	8.6%	-66.7%	-28.7%
MG IM5	47	23.0%	0	0.0%	132	6.7%	0	0.0%	-	-
Porsche Taycan	4	2.0%	8	6.5%	165	8.4%	266	14.6%	-50.0%	-38.0%
Toyota Mirai	0	0.0%	0	0.0%	2	0.1%	9	0.5%	-	-77.8%
Volvo ES90	17	8.3%	0	0.0%	17	0.9%	0	0.0%	-	-
Total Large > \$70K	204	0.2%	124	0.1%	1,962	0.2%	1,822	0.2%	64.5%	7.7%

Total Large	215	0.2%	132	0.1%	2,145	0.2%	2,011	0.2%	62.9%	6.7%
--------------------	------------	-------------	------------	-------------	--------------	-------------	--------------	-------------	--------------	-------------

Upper Large	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A8	0	0.0%	2	7.1%	3	1.0%	10	3.6%	-100.0%	-70.0%
Bentley Sedan	1	4.5%	0	0.0%	10	3.2%	19	6.8%	-	-47.4%
BMW 6 Series GT	0	0.0%	0	0.0%	0	0.0%	3	1.1%	-	-100.0%
BMW 7 Series	1	4.5%	9	32.1%	37	11.8%	45	16.1%	-88.9%	-17.8%
BMW 8 Series Gran Coupe	1	4.5%	1	3.6%	17	5.4%	14	5.0%	0.0%	21.4%
BMW i7	11	50.0%	2	7.1%	45	14.4%	33	11.8%	450.0%	36.4%
Lexus LS	1	4.5%	1	3.6%	13	4.2%	11	3.9%	0.0%	18.2%
Lotus Emeya	0	0.0%	0	0.0%	3	1.0%	5	1.8%	-	-40.0%
Mercedes-AMG GT 4D	0	0.0%	2	7.1%	6	1.9%	14	5.0%	-100.0%	-57.1%
Mercedes-Benz EQS	2	9.1%	0	0.0%	6	1.9%	20	7.2%	-	-70.0%
Mercedes-Benz S-Class	3	13.6%	5	17.9%	77	24.6%	40	14.3%	-40.0%	92.5%
Porsche Panamera	2	9.1%	5	17.9%	81	25.9%	56	20.1%	-60.0%	44.6%
Rolls-Royce Sedan	0	0.0%	1	3.6%	15	4.8%	9	3.2%	-100.0%	66.7%
Total Upper Large > \$100K	22	0.0%	28	0.0%	313	0.0%	279	0.0%	-21.4%	12.2%

Total Upper Large	22	0.0%	28	0.0%	313	0.0%	279	0.0%	-21.4%	12.2%
--------------------------	-----------	-------------	-----------	-------------	------------	-------------	------------	-------------	---------------	--------------

People Movers	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
People Movers < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Tourneo	63	5.2%	14	1.2%	749	6.2%	14	0.1%	350.0%	>999%
Hyundai Staria	156	12.8%	159	14.0%	1,109	9.2%	1,285	11.4%	-1.9%	-13.7%
Kia Carnival	999	81.7%	909	80.3%	9,962	82.4%	9,412	83.5%	9.9%	5.8%
LDV Mifa	0	0.0%	34	3.0%	166	1.4%	447	4.0%	-100.0%	-62.9%
Volkswagen Caddy	5	0.4%	13	1.1%	101	0.8%	104	0.9%	-61.5%	-2.9%
Volkswagen Caravelle	0	0.0%	3	0.3%	3	0.0%	7	0.1%	-100.0%	-57.1%
Total People Movers < \$70K	1,223	1.3%	1,132	1.1%	12,090	1.1%	11,269	1.0%	8.0%	7.3%

People Movers > \$70K	Volume		Share		Volume		Share		Variance +/- %	
	2025	2024	2025	2024	2025	2024	2025	2024	MTH	YTD
LDV Mifa9	0	0.0%	6	3.8%	3	0.2%	15	1.1%	-100.0%	-80.0%
Lexus LM	3	2.2%	49	30.6%	212	14.3%	265	18.6%	-93.9%	-20.0%
Mercedes-Benz EQV	3	2.2%	2	1.3%	38	2.6%	12	0.8%	50.0%	216.7%
Mercedes-Benz Marco Polo	0	0.0%	21	13.1%	0	0.0%	52	3.6%	-100.0%	-100.0%
Mercedes-Benz V-Class	22	15.8%	25	15.6%	227	15.3%	232	16.2%	-12.0%	-2.2%
Mercedes-Benz Vito/ eVito Tour	2	1.4%	7	4.4%	122	8.2%	92	6.4%	-71.4%	32.6%
Toyota Granvia	0	0.0%	5	3.1%	33	2.2%	110	7.7%	-100.0%	-70.0%
Volkswagen California	0	0.0%	7	4.4%	17	1.1%	125	8.8%	-100.0%	-86.4%
Volkswagen ID. Buzz	73	52.5%	4	2.5%	444	29.9%	4	0.3%	>999%	>999%
Volkswagen Multivan	21	15.1%	34	21.3%	269	18.1%	521	36.5%	-38.2%	-48.4%
Zeekr 009	15	10.8%	0	0.0%	119	8.0%	0	0.0%	-	-
Total People Movers > \$70K	139	0.1%	160	0.2%	1,484	0.1%	1,428	0.1%	-13.1%	3.9%

Total People Movers	1,362	1.4%	1,292	1.3%	13,574	1.2%	12,697	1.1%	5.4%	6.9%
----------------------------	--------------	-------------	--------------	-------------	---------------	-------------	---------------	-------------	-------------	-------------

Sports	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
Sports < \$90K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Mustang	10	4.9%	167	48.7%	3,712	58.4%	1,033	28.7%	-94.0%	259.3%
Mazda MX5	63	30.9%	53	15.5%	760	12.0%	621	17.3%	18.9%	22.4%
MINI Cabrio	26	12.7%	0	0.0%	354	5.6%	188	5.2%	-	88.3%
Nissan Z	11	5.4%	12	3.5%	147	2.3%	308	8.6%	-8.3%	-52.3%
Subaru BRZ	58	28.4%	67	19.5%	715	11.3%	899	25.0%	-13.4%	-20.5%
Toyota GR86 / 86	36	17.6%	44	12.8%	666	10.5%	550	15.3%	-18.2%	21.1%
Total Sports < \$90K	204	0.2%	343	0.3%	6,354	0.6%	3,599	0.3%	-40.5%	76.5%

Sports > \$90K	Volume		Share		Volume		Share		Variance +/- %	
	2025	2024	2025	2024	2025	2024	2025	2024	MTH	YTD
Audi A5	0	0.0%	9	2.1%	7	0.2%	120	2.7%	-100.0%	-94.2%
Audi TT	0	0.0%	0	0.0%	0	0.0%	47	1.1%	-	-100.0%
BMW 2 Series Coupe/Conv	88	35.3%	98	23.2%	1,065	31.7%	1,453	33.1%	-10.2%	-26.7%
BMW 4 Series Coupe/Conv	50	20.1%	68	16.1%	540	16.1%	735	16.7%	-26.5%	-26.5%
BMW Z4	1	0.4%	6	1.4%	49	1.5%	87	2.0%	-83.3%	-43.7%
Chevrolet Corvette Stingray	14	5.6%	72	17.0%	194	5.8%	312	7.1%	-80.6%	-37.8%
Jaguar F-Type	0	0.0%	3	0.7%	20	0.6%	48	1.1%	-100.0%	-58.3%
Lotus Emira	3	1.2%	8	1.9%	48	1.4%	134	3.0%	-62.5%	-64.2%
Mercedes-Benz C-Class Cpe/Conv	0	0.0%	0	0.0%	0	0.0%	42	1.0%	-	-100.0%
Mercedes-Benz CLE-Class	57	22.9%	63	14.9%	862	25.6%	448	10.2%	-9.5%	92.4%
Mercedes-Benz E-Class Cpe/Conv	0	0.0%	1	0.2%	1	0.0%	18	0.4%	-100.0%	-94.4%
MG Cyberster	4	1.6%	30	7.1%	51	1.5%	30	0.7%	-86.7%	70.0%
Porsche Boxster	9	3.6%	22	5.2%	149	4.4%	283	6.4%	-59.1%	-47.3%
Porsche Cayman	12	4.8%	40	9.5%	201	6.0%	421	9.6%	-70.0%	-52.3%
Toyota Supra	11	4.4%	3	0.7%	177	5.3%	216	4.9%	266.7%	-18.1%
Total Sports > \$90K	249	0.3%	423	0.4%	3,364	0.3%	4,394	0.4%	-41.1%	-23.4%

VFACTS
National

NEW VEHICLE SALES BY SEGMENT AND MODEL
NOVEMBER 2025

Sports > \$200K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin Coupe/Conv	10	8.2%	7	6.7%	114	7.9%	83	5.4%	42.9%	37.3%
Bentley Coupe/Conv	6	4.9%	1	1.0%	58	4.0%	77	5.0%	500.0%	-24.7%
BMW 8 Series	1	0.8%	2	1.9%	26	1.8%	25	1.6%	-50.0%	4.0%
Chevrolet Corvette E-Ray	0	0.0%	4	3.8%	17	1.2%	9	0.6%	-100.0%	88.9%
Chevrolet Corvette Z06	7	5.7%	12	11.4%	31	2.1%	57	3.7%	-41.7%	-45.6%
Ferrari Coupe/Conv	16	13.1%	16	15.2%	152	10.5%	176	11.4%	0.0%	-13.6%
Lamborghini Coupe/Conv	7	5.7%	7	6.7%	106	7.3%	150	9.7%	0.0%	-29.3%
Lexus LC	4	3.3%	3	2.9%	52	3.6%	50	3.2%	33.3%	4.0%
Maserati Coupe/Conv	0	0.0%	1	1.0%	13	0.9%	25	1.6%	-100.0%	-48.0%
McLaren Coupe/Conv	4	3.3%	11	10.5%	64	4.4%	82	5.3%	-63.6%	-22.0%
Mercedes-AMG GT Cpe/Conv	9	7.4%	3	2.9%	128	8.9%	3	0.2%	200.0%	>999%
Mercedes-Benz SL-Class	0	0.0%	0	0.0%	27	1.9%	40	2.6%	-	-32.5%
Porsche 911	56	45.9%	37	35.2%	641	44.4%	755	48.7%	51.4%	-15.1%
Rolls-Royce Coupe/Conv	2	1.6%	1	1.0%	16	1.1%	18	1.2%	100.0%	-11.1%
Total Sports > \$200K	122	0.1%	105	0.1%	1,445	0.1%	1,550	0.1%	16.2%	-6.8%
Total Sports	575	0.6%	871	0.9%	11,163	1.0%	9,543	0.8%	-34.0%	17.0%
Total Passenger < \$	8,463	8.7%	9,744	9.8%	108,645	9.8%	134,793	12.0%	-13.1%	-19.4%
Total Passenger > \$	3,020	3.1%	3,877	3.9%	36,806	3.3%	54,586	4.9%	-22.1%	-32.6%
Total Passenger	11,483	11.8%	13,621	13.7%	145,451	13.1%	189,379	16.8%	-15.7%	-23.2%

NEW VEHICLE SALES BY MARQUE - PASSENGER
NOVEMBER 2025

	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	12	0.1%	9	0.1%	195	0.1%	185	0.1%	33.3%	5.4%
Aston Martin	10	0.1%	7	0.1%	114	0.1%	83	0.0%	42.9%	37.3%
Audi	449	3.9%	114	0.8%	3,487	2.4%	3,928	2.1%	293.9%	-11.2%
Bentley	7	0.1%	1	0.0%	68	0.0%	96	0.1%	600.0%	-29.2%
BMW	582	5.1%	799	5.9%	7,327	5.0%	8,985	4.7%	-27.2%	-18.5%
BYD	260	2.3%	438	3.2%	6,354	4.4%	7,866	4.2%	-40.6%	-19.2%
Chevrolet	21	0.2%	88	0.6%	242	0.2%	378	0.2%	-76.1%	-36.0%
Citroen	0	0.0%	3	0.0%	8	0.0%	61	0.0%	-100.0%	-86.9%
CUPRA	49	0.4%	68	0.5%	637	0.4%	760	0.4%	-27.9%	-16.2%
Ferrari	16	0.1%	16	0.1%	152	0.1%	176	0.1%	0.0%	-13.6%
Fiat	32	0.3%	35	0.3%	377	0.3%	501	0.3%	-8.6%	-24.8%
Ford	73	0.6%	181	1.3%	4,461	3.1%	1,047	0.6%	-59.7%	326.1%
Genesis	5	0.0%	7	0.1%	69	0.0%	97	0.1%	-28.6%	-28.9%
GWM	62	0.5%	127	0.9%	688	0.5%	1,182	0.6%	-51.2%	-41.8%
Honda	125	1.1%	18	0.1%	945	0.6%	1,010	0.5%	594.4%	-6.4%
Hyundai	981	8.5%	1,330	9.8%	12,856	8.8%	14,044	7.4%	-26.2%	-8.5%
Jaguar	0	0.0%	5	0.0%	23	0.0%	125	0.1%	-100.0%	-81.6%
Kia	2,278	19.8%	2,293	16.8%	23,726	16.3%	29,506	15.6%	-0.7%	-19.6%
Lamborghini	7	0.1%	7	0.1%	106	0.1%	150	0.1%	0.0%	-29.3%
LDV	0	0.0%	40	0.3%	169	0.1%	462	0.2%	-100.0%	-63.4%
Lexus	124	1.1%	123	0.9%	1,228	0.8%	1,288	0.7%	0.8%	-4.7%
Lotus	3	0.0%	8	0.1%	51	0.0%	139	0.1%	-62.5%	-63.3%
Maserati	0	0.0%	3	0.0%	20	0.0%	42	0.0%	-100.0%	-52.4%
Mazda	1,169	10.2%	1,389	10.2%	15,077	10.4%	16,449	8.7%	-15.8%	-8.3%
McLaren	4	0.0%	11	0.1%	64	0.0%	82	0.0%	-63.6%	-22.0%
Mercedes-Benz Cars	404	3.5%	344	2.5%	5,444	3.7%	5,522	2.9%	17.4%	-1.4%
Mercedes-Benz Vans	27	0.2%	55	0.4%	387	0.3%	388	0.2%	-50.9%	-0.3%
MG	715	6.2%	1,814	13.3%	12,791	8.8%	20,918	11.0%	-60.6%	-38.9%
MINI	231	2.0%	159	1.2%	3,054	2.1%	1,955	1.0%	45.3%	56.2%
Nissan	11	0.1%	21	0.2%	209	0.1%	636	0.3%	-47.6%	-67.1%
Peugeot	3	0.0%	7	0.1%	88	0.1%	212	0.1%	-57.1%	-58.5%
Polestar	0	0.0%	0	0.0%	0	0.0%	264	0.1%	-	-100.0%
Porsche	83	0.7%	112	0.8%	1,237	0.9%	1,781	0.9%	-25.9%	-30.5%
Renault	0	0.0%	0	0.0%	1	0.0%	27	0.0%	-	-96.3%
Rolls-Royce	2	0.0%	2	0.0%	31	0.0%	27	0.0%	0.0%	14.8%
Skoda	113	1.0%	146	1.1%	1,392	1.0%	1,674	0.9%	-22.6%	-16.8%
Subaru	301	2.6%	322	2.4%	4,101	2.8%	4,618	2.4%	-6.5%	-11.2%
Suzuki	256	2.2%	623	4.6%	3,161	2.2%	5,735	3.0%	-58.9%	-44.9%
Tesla	0	0.0%	0	0.0%	0	0.0%	10,600	5.6%	-	-100.0%
Toyota	2,688	23.4%	2,180	16.0%	30,233	20.8%	40,555	21.4%	23.3%	-25.5%
Volkswagen	348	3.0%	693	5.1%	4,610	3.2%	5,537	2.9%	-49.8%	-16.7%
Volvo Car	17	0.1%	23	0.2%	149	0.1%	288	0.2%	-26.1%	-48.3%
Zeekr	15	0.1%	0	0.0%	119	0.1%	0	0.0%	-	-
Total Passenger	11,483	100.0%	13,621	100.0%	145,451	100.0%	189,379	100.0%	-15.7%	-23.2%

SUV Light	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
SUV Light	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Junior	13	0.3%	0	0.0%	91	0.2%	0	0.0%	-	-
Ford Puma	0	0.0%	0	0.0%	1	0.0%	839	1.6%	-	-99.9%
Hyundai Inster	42	1.1%	0	0.0%	426	0.9%	0	0.0%	-	-
Hyundai Venue	694	17.4%	550	10.7%	7,313	14.8%	6,370	12.4%	26.2%	14.8%
Jeep Avenger	6	0.2%	20	0.4%	92	0.2%	72	0.1%	-70.0%	27.8%
Kia Stonic	558	14.0%	715	13.9%	6,049	12.2%	5,467	10.6%	-22.0%	10.6%
Mazda CX-3	997	24.9%	1,624	31.5%	14,263	28.9%	17,057	33.1%	-38.6%	-16.4%
Nissan Juke	49	1.2%	96	1.9%	695	1.4%	1,592	3.1%	-49.0%	-56.3%
Renault Captur	0	0.0%	5	0.1%	7	0.0%	163	0.3%	-100.0%	-95.7%
Suzuki Fronx	314	7.9%	0	0.0%	1,447	2.9%	0	0.0%	-	-
Suzuki Ignis	64	1.6%	154	3.0%	821	1.7%	1,694	3.3%	-58.4%	-51.5%
Suzuki Jimny	332	8.3%	1,111	21.6%	6,731	13.6%	9,096	17.6%	-70.1%	-26.0%
Toyota Yaris Cross	861	21.5%	648	12.6%	10,058	20.4%	7,477	14.5%	32.9%	34.5%
Volkswagen T-Cross	67	1.7%	229	4.4%	1,405	2.8%	1,732	3.4%	-70.7%	-18.9%
Total SUV Light	3,997	4.1%	5,152	5.2%	49,399	4.4%	51,559	4.6%	-22.4%	-4.2%

Total SUV Light	3,997	4.1%	5,152	5.2%	49,399	4.4%	51,559	4.6%	-22.4%	-4.2%
------------------------	--------------	-------------	--------------	-------------	---------------	-------------	---------------	-------------	---------------	--------------

SUV Small	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
SUV Small < \$45K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BYD Atto 2	365	2.8%	0	0.0%	365	0.2%	0	0.0%	-	-
Chery C5/E5 & Omoda 5	319	2.5%	542	4.3%	4,855	3.2%	5,571	4.3%	-41.1%	-12.9%
Chery Tiggo 4 Pro	2,287	17.8%	745	5.9%	18,151	12.1%	1,099	0.8%	207.0%	>999%
Citroen C4	0	0.0%	4	0.0%	0	0.0%	30	0.0%	-100.0%	-100.0%
GWM Haval Jolion	1,610	12.5%	1,274	10.1%	17,351	11.6%	12,547	9.7%	26.4%	38.3%
Honda HR-V	352	2.7%	356	2.8%	4,451	3.0%	3,092	2.4%	-1.1%	44.0%
Hyundai Kona	2,008	15.6%	1,279	10.2%	21,036	14.0%	16,431	12.6%	57.0%	28.0%
Jeep Compass	1	0.0%	24	0.2%	139	0.1%	479	0.4%	-95.8%	-71.0%
Kia Seltos	759	5.9%	473	3.8%	8,641	5.8%	7,446	5.7%	60.5%	16.0%
Leapmotor B10	33	0.3%	0	0.0%	40	0.0%	0	0.0%	-	-
Mazda CX-30	917	7.1%	967	7.7%	11,212	7.5%	11,770	9.1%	-5.2%	-4.7%
Mazda MX-30	0	0.0%	0	0.0%	5	0.0%	108	0.1%	-	-95.4%
MG S5	222	1.7%	0	0.0%	1,688	1.1%	0	0.0%	-	-
MG ZS	1,186	9.2%	2,794	22.2%	18,944	12.7%	21,462	16.5%	-57.6%	-11.7%
Mitsubishi ASX	223	1.7%	1,176	9.3%	9,160	6.1%	11,325	8.7%	-81.0%	-19.1%
Mitsubishi Eclipse Cross	186	1.4%	627	5.0%	4,287	2.9%	8,632	6.6%	-70.3%	-50.3%
Nissan Qashqai	219	1.7%	302	2.4%	4,265	2.8%	6,129	4.7%	-27.5%	-30.4%
Renault Arkana	14	0.1%	46	0.4%	209	0.1%	407	0.3%	-69.6%	-48.6%
Renault Duster	24	0.2%	0	0.0%	163	0.1%	0	0.0%	-	-
Skoda Kamiq	62	0.5%	78	0.6%	893	0.6%	1,234	0.9%	-20.5%	-27.6%
Subaru Crosstrek	862	6.7%	896	7.1%	10,009	6.7%	10,668	8.2%	-3.8%	-6.2%
Suzuki S-Cross	25	0.2%	41	0.3%	453	0.3%	672	0.5%	-39.0%	-32.6%
Suzuki Vitara	59	0.5%	324	2.6%	1,847	1.2%	2,726	2.1%	-81.8%	-32.2%
Toyota Corolla Cross	1,143	8.9%	639	5.1%	11,581	7.7%	8,098	6.2%	78.9%	43.0%
Total SUV Small < \$45K	12,876	13.3%	12,587	12.7%	149,745	13.5%	129,926	11.6%	2.3%	15.3%

SUV Small > \$45K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Tonale	6	0.2%	11	0.3%	127	0.3%	235	0.6%	-45.5%	-46.0%
Audi Q2	82	3.0%	26	0.7%	806	2.2%	1,117	2.9%	215.4%	-27.8%
Audi Q3	422	15.4%	736	20.0%	3,875	10.4%	4,864	12.6%	-42.7%	-20.3%
BMW X1	341	12.4%	373	10.2%	4,738	12.7%	4,187	10.9%	-8.6%	13.2%
BMW X2	103	3.8%	196	5.3%	1,940	5.2%	1,731	4.5%	-47.4%	12.1%
CUPRA Ateca	7	0.3%	28	0.8%	96	0.3%	246	0.6%	-75.0%	-61.0%
CUPRA Formentor	170	6.2%	115	3.1%	1,368	3.7%	1,010	2.6%	47.8%	35.4%
Genesis GV60	0	0.0%	4	0.1%	15	0.0%	69	0.2%	-100.0%	-78.3%
Jaguar E-Pace	1	0.0%	21	0.6%	177	0.5%	162	0.4%	-95.2%	9.3%
Kia EV3	235	8.6%	0	0.0%	2,416	6.5%	0	0.0%	-	-
Kia Niro	25	0.9%	95	2.6%	375	1.0%	1,396	3.6%	-73.7%	-73.1%
Lexus LBX	88	3.2%	128	3.5%	1,885	5.1%	1,355	3.5%	-31.3%	39.1%
Lexus UX	89	3.2%	63	1.7%	1,113	3.0%	779	2.0%	41.3%	42.9%
Mercedes-Benz EQA	103	3.8%	60	1.6%	838	2.2%	975	2.5%	71.7%	-14.1%
Mercedes-Benz GLA-Class	161	5.9%	311	8.5%	3,064	8.2%	2,809	7.3%	-48.2%	9.1%
MINI Countryman	171	6.2%	189	5.1%	2,068	5.5%	1,721	4.5%	-9.5%	20.2%
Peugeot 2008	4	0.1%	3	0.1%	147	0.4%	333	0.9%	33.3%	-55.9%
Renault Megane E-Tech	11	0.4%	16	0.4%	201	0.5%	246	0.6%	-31.3%	-18.3%
Toyota C-HR	98	3.6%	232	6.3%	2,774	7.4%	2,659	6.9%	-57.8%	4.3%
Volkswagen T-Roc	303	11.0%	684	18.6%	4,786	12.8%	7,251	18.8%	-55.7%	-34.0%
Volvo C40	0	0.0%	32	0.9%	165	0.4%	504	1.3%	-100.0%	-67.3%
Volvo EX30	90	3.3%	164	4.5%	1,189	3.2%	2,020	5.2%	-45.1%	-41.1%
Volvo XC40	205	7.5%	187	5.1%	2,482	6.7%	2,913	7.6%	9.6%	-14.8%
Zeekr X	30	1.1%	0	0.0%	641	1.7%	0	0.0%	-	-
Total SUV Small > \$45K	2,745	2.8%	3,674	3.7%	37,286	3.4%	38,582	3.4%	-25.3%	-3.4%
Total SUV Small	15,621	16.1%	16,261	16.4%	187,031	16.8%	168,508	15.0%	-3.9%	11.0%

NEW VEHICLE SALES BY SEGMENT AND MODEL
NOVEMBER 2025

SUV Medium	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Medium < \$60K										
BYD Atto 3	261	1.2%	267	1.4%	3,591	1.6%	5,523	2.6%	-2.2%	-35.0%
BYD Sealion 6	647	2.9%	847	4.5%	8,100	3.7%	5,076	2.4%	-23.6%	59.6%
BYD Sealion 7	1,040	4.6%	0	0.0%	10,864	5.0%	0	0.0%	-	-
Chery Tiggo 7 Pro	686	3.1%	203	1.1%	5,030	2.3%	2,546	1.2%	237.9%	97.6%
Citroen C5 Aircross	0	0.0%	0	0.0%	0	0.0%	53	0.0%	-	-100.0%
Deepal S07	27	0.1%	0	0.0%	244	0.1%	0	0.0%	-	-
Ford Escape	0	0.0%	4	0.0%	28	0.0%	370	0.2%	-100.0%	-92.4%
Geely EX5	412	1.8%	0	0.0%	3,770	1.7%	0	0.0%	-	-
Geely Staray EM-i	396	1.8%	0	0.0%	939	0.4%	0	0.0%	-	-
GWM Haval H6	887	4.0%	964	5.1%	12,227	5.6%	11,382	5.4%	-8.0%	7.4%
GWM Haval H7	93	0.4%	4	0.0%	379	0.2%	4	0.0%	>999%	>999%
Honda CR-V	399	1.8%	55	0.3%	5,210	2.4%	5,090	2.4%	625.5%	2.4%
Honda ZR-V	433	1.9%	118	0.6%	3,588	1.6%	3,815	1.8%	266.9%	-6.0%
Hyundai Tucson	1,942	8.7%	1,542	8.1%	18,604	8.5%	17,743	8.4%	25.9%	4.9%
KGM Ssangyong Actyon	23	0.1%	0	0.0%	153	0.1%	0	0.0%	-	-
KGM SsangYong Korando	15	0.1%	22	0.1%	185	0.1%	403	0.2%	-31.8%	-54.1%
KGM SsangYong Torres	15	0.1%	34	0.2%	279	0.1%	131	0.1%	-55.9%	113.0%
Kia Sportage	1,185	5.3%	1,766	9.3%	17,806	8.1%	19,997	9.5%	-32.9%	-11.0%
Leapmotor C10	57	0.3%	0	0.0%	566	0.3%	0	0.0%	-	-
Mazda CX-5	1,879	8.4%	1,727	9.1%	20,721	9.5%	21,237	10.1%	8.8%	-2.4%
MG HS	222	1.0%	464	2.4%	4,030	1.8%	3,994	1.9%	-52.2%	0.9%
Mitsubishi Outlander	2,006	9.0%	2,472	13.0%	20,523	9.4%	25,622	12.2%	-18.9%	-19.9%
Nissan Ariya	13	0.1%	0	0.0%	114	0.1%	0	0.0%	-	-
Nissan X-Trail	1,316	5.9%	1,495	7.9%	14,746	6.7%	15,398	7.3%	-12.0%	-4.2%
Omada Jaecoo J7	342	1.5%	0	0.0%	2,344	1.1%	0	0.0%	-	-
Renault Koleos	81	0.4%	43	0.2%	932	0.4%	865	0.4%	88.4%	7.7%
Skoda Elroq	36	0.2%	0	0.0%	217	0.1%	0	0.0%	-	-
Skoda Karoq	47	0.2%	49	0.3%	427	0.2%	713	0.3%	-4.1%	-40.1%
Subaru Forester	1,178	5.3%	1,038	5.5%	13,658	6.2%	12,386	5.9%	13.5%	10.3%
Toyota RAV4	6,390	28.6%	5,526	29.1%	45,909	21.0%	53,599	25.5%	15.6%	-14.3%
Volkswagen Tiguan	347	1.6%	341	1.8%	3,382	1.5%	4,334	2.1%	1.8%	-22.0%
Total SUV Medium < \$60K	22,375	23.1%	18,981	19.2%	218,566	19.7%	210,281	18.7%	17.9%	3.9%

SUV Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Stelvio	8	0.2%	8	0.3%	105	0.2%	118	0.3%	0.0%	-11.0%
Audi Q4 e-tron	77	1.7%	74	2.4%	855	2.0%	90	0.2%	4.1%	850.0%
Audi Q5	444	9.9%	302	9.8%	3,050	7.1%	2,411	5.5%	47.0%	26.5%
Audi Q6 e-tron	90	2.0%	0	0.0%	478	1.1%	3	0.0%	-	>999%
BMW X3	348	7.8%	276	8.9%	4,450	10.4%	3,020	7.0%	26.1%	47.4%
BMW X4	48	1.1%	74	2.4%	410	1.0%	737	1.7%	-35.1%	-44.4%
CUPRA Tavascan	42	0.9%	0	0.0%	317	0.7%	0	0.0%	-	-
CUPRA Terramar	37	0.8%	0	0.0%	217	0.5%	0	0.0%	-	-
Genesis GV70	95	2.1%	109	3.5%	1,099	2.6%	816	1.9%	-12.8%	34.7%
Hyundai Ioniq 5	23	0.5%	71	2.3%	578	1.3%	850	2.0%	-67.6%	-32.0%
Hyundai Nexo	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Kia EV5	300	6.7%	199	6.4%	4,541	10.6%	336	0.8%	50.8%	>999%
Land Rover Discovery Sport	33	0.7%	39	1.3%	373	0.9%	326	0.8%	-15.4%	14.4%
Land Rover Range Rover Evoque	48	1.1%	38	1.2%	582	1.4%	536	1.2%	-26.3%	8.6%
Lexus NX	439	9.8%	517	16.7%	5,523	12.9%	5,619	12.9%	-15.1%	-1.7%
Maserati Grecale	15	0.3%	17	0.5%	225	0.5%	270	0.6%	-11.8%	-16.7%
Mazda CX-60	442	9.9%	228	7.4%	4,932	11.5%	3,682	8.5%	93.9%	33.9%
Mercedes-Benz EQB	59	1.3%	74	2.4%	802	1.9%	409	0.9%	-20.3%	96.1%
Mercedes-Benz EQC	0	0.0%	0	0.0%	0	0.0%	70	0.2%	-	-100.0%
Mercedes-Benz GLB-Class	125	2.8%	100	3.2%	1,099	2.6%	1,156	2.7%	25.0%	-4.9%
Mercedes-Benz GLC-Class Coupe	90	2.0%	135	4.4%	1,406	3.3%	1,374	3.2%	-33.3%	2.3%
Mercedes-Benz GLC-Class Wagon	341	7.6%	245	7.9%	3,920	9.1%	2,638	6.1%	39.2%	48.6%
Peugeot 3008 / E3008	20	0.4%	1	0.0%	249	0.6%	347	0.8%	>999%	-28.2%
Peugeot 408	7	0.2%	14	0.5%	86	0.2%	71	0.2%	-50.0%	21.1%
Peugeot 5008 (Gen 2)	0	0.0%	4	0.1%	4	0.0%	40	0.1%	-100.0%	-90.0%
Porsche Macan	76	1.7%	320	10.3%	2,133	5.0%	2,934	6.8%	-76.3%	-27.3%
Renault Scenic E-Tech	2	0.0%	0	0.0%	2	0.0%	0	0.0%	-	-
Skoda Enyaq	90	2.0%	31	1.0%	313	0.7%	31	0.1%	190.3%	909.7%
Subaru Solterra	15	0.3%	12	0.4%	157	0.4%	372	0.9%	25.0%	-57.8%
Tesla Model Y	0	0.0%	0	0.0%	0	0.0%	12,516	28.8%	-	-100.0%
Toyota bZ4X	61	1.4%	61	2.0%	858	2.0%	914	2.1%	0.0%	-6.1%
Volkswagen ID.4	129	2.9%	0	0.0%	1,055	2.5%	0	0.0%	-	-
Volkswagen ID.5	51	1.1%	0	0.0%	344	0.8%	0	0.0%	-	-
Volvo XC60	234	5.2%	148	4.8%	1,855	4.3%	1,765	4.1%	58.1%	5.1%
Zeekr 7X	682	15.3%	0	0.0%	913	2.1%	0	0.0%	-	-
Total SUV Medium > \$60K	4,471	4.6%	3,097	3.1%	42,931	3.9%	43,452	3.9%	44.4%	-1.2%
Total SUV Medium	26,846	27.7%	22,078	22.3%	261,497	23.5%	253,733	22.6%	21.6%	3.1%

NEW VEHICLE SALES BY SEGMENT AND MODEL
NOVEMBER 2025

SUV Large	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Large < \$80K										
Chery Tiggo 8 Pro	325	3.1%	272	2.2%	3,159	2.5%	1,502	1.3%	19.5%	110.3%
Deepal E07	56	0.5%	0	0.0%	171	0.1%	0	0.0%	-	-
Dodge Journey	0	0.0%	0	0.0%	0	0.0%	6	0.0%	-	-100.0%
Ford Everest	2,097	19.8%	2,737	21.8%	24,012	18.7%	24,018	21.2%	-23.4%	0.0%
GWM Tank 300	379	3.6%	353	2.8%	4,586	3.6%	3,662	3.2%	7.4%	25.2%
GWM Tank 500	136	1.3%	144	1.1%	1,408	1.1%	1,531	1.4%	-5.6%	-8.0%
Hyundai Palisade	260	2.5%	214	1.7%	2,123	1.7%	2,890	2.6%	21.5%	-26.5%
Hyundai Santa Fe	507	4.8%	368	2.9%	5,877	4.6%	4,957	4.4%	37.8%	18.6%
Isuzu Ute MU-X	1,602	15.1%	1,206	9.6%	14,101	11.0%	16,790	14.8%	32.8%	-16.0%
Jeep Wrangler	23	0.2%	53	0.4%	396	0.3%	672	0.6%	-56.6%	-41.1%
KGM Ssangyong Rexton	89	0.8%	117	0.9%	1,295	1.0%	1,484	1.3%	-23.9%	-12.7%
Kia Sorento	547	5.2%	714	5.7%	8,135	6.3%	9,093	8.0%	-23.4%	-10.5%
LDV D90	212	2.0%	182	1.4%	3,140	2.5%	2,191	1.9%	16.5%	43.3%
Mazda CX-8	0	0.0%	4	0.0%	9	0.0%	2,632	2.3%	-100.0%	-99.7%
Mazda CX-80	257	2.4%	273	2.2%	3,515	2.7%	386	0.3%	-5.9%	810.6%
Mazda CX-9	0	0.0%	2	0.0%	1	0.0%	387	0.3%	-100.0%	-99.7%
MG QS	111	1.0%	0	0.0%	888	0.7%	0	0.0%	-	-
Mitsubishi Pajero Sport	517	4.9%	425	3.4%	5,531	4.3%	6,792	6.0%	21.6%	-18.6%
Nissan Pathfinder	40	0.4%	11	0.1%	676	0.5%	508	0.4%	263.6%	33.1%
Omoda Jaecoo J8	95	0.9%	0	0.0%	575	0.4%	0	0.0%	-	-
Omoda Jaecoo Omoda 9	78	0.7%	0	0.0%	305	0.2%	0	0.0%	-	-
Peugeot 5008	3	0.0%	0	0.0%	55	0.0%	0	0.0%	-	-
Skoda Kodiaq	121	1.1%	74	0.6%	1,156	0.9%	1,105	1.0%	63.5%	4.6%
Subaru Outback	651	6.1%	734	5.8%	7,869	6.1%	9,591	8.5%	-11.3%	-18.0%
Toyota Fortuner	226	2.1%	244	1.9%	3,154	2.5%	2,721	2.4%	-7.4%	15.9%
Toyota Kluger	543	5.1%	515	4.1%	7,588	5.9%	9,236	8.2%	5.4%	-17.8%
Toyota Prado	1,481	14.0%	3,590	28.5%	24,779	19.3%	7,115	6.3%	-58.7%	248.3%
Volkswagen Passat Alltrack	0	0.0%	0	0.0%	3	0.0%	81	0.1%	-	-96.3%
Volkswagen Tayron	199	1.9%	0	0.0%	645	0.5%	0	0.0%	-	-
Volkswagen Tiguan Allspace	44	0.4%	343	2.7%	3,007	2.3%	3,803	3.4%	-87.2%	-20.9%
Total SUV Large < \$80K	10,599	10.9%	12,575	12.7%	128,159	11.5%	113,153	10.1%	-15.7%	13.3%

SUV Large > \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q7	67	3.5%	122	6.1%	1,201	5.1%	790	3.4%	-45.1%	52.0%
Audi Q8	66	3.4%	36	1.8%	456	1.9%	409	1.8%	83.3%	11.5%
Audi Q8 e-tron	15	0.8%	8	0.4%	57	0.2%	170	0.7%	87.5%	-66.5%
BMW iX	5	0.3%	38	1.9%	413	1.7%	472	2.0%	-86.8%	-12.5%
BMW X5	190	9.9%	266	13.3%	3,328	14.0%	2,878	12.3%	-28.6%	15.6%
BMW X6	42	2.2%	78	3.9%	682	2.9%	723	3.1%	-46.2%	-5.7%
Ford Mustang Mach-E	46	2.4%	27	1.3%	435	1.8%	639	2.7%	70.4%	-31.9%
Genesis GV80 Coupe	8	0.4%	8	0.4%	80	0.3%	98	0.4%	0.0%	-18.4%
Genesis GV80 Wagon	17	0.9%	7	0.3%	182	0.8%	207	0.9%	142.9%	-12.1%
Jaguar F-Pace	13	0.7%	21	1.0%	288	1.2%	405	1.7%	-38.1%	-28.9%
Jaguar I-Pace	0	0.0%	0	0.0%	5	0.0%	11	0.0%	-	-54.5%
Jeep Grand Cherokee	10	0.5%	38	1.9%	665	2.8%	602	2.6%	-73.7%	10.5%
Kia EV6	8	0.4%	111	5.5%	339	1.4%	1,710	7.3%	-92.8%	-80.2%
Land Rover Defender	248	12.9%	274	13.7%	3,627	15.3%	3,029	13.0%	-9.5%	19.7%
Land Rover Range Rover Sport	152	7.9%	206	10.3%	2,134	9.0%	2,053	8.8%	-26.2%	3.9%
Land Rover Range Rover Velar	30	1.6%	23	1.1%	343	1.4%	332	1.4%	30.4%	3.3%
Lexus RX	236	12.3%	145	7.2%	1,925	8.1%	1,871	8.0%	62.8%	2.9%
Lexus RZ	0	0.0%	11	0.5%	41	0.2%	200	0.9%	-100.0%	-79.5%
Maserati Levante	0	0.0%	6	0.3%	6	0.0%	43	0.2%	-100.0%	-86.0%
Mazda CX-70	30	1.6%	49	2.4%	333	1.4%	86	0.4%	-38.8%	287.2%
Mazda CX-90	63	3.3%	62	3.1%	658	2.8%	874	3.7%	1.6%	-24.7%
Mercedes-Benz EQE SUV	12	0.6%	15	0.7%	952	4.0%	741	3.2%	-20.0%	28.5%
Mercedes-Benz GLE-Class Coupe	93	4.8%	34	1.7%	451	1.9%	348	1.5%	173.5%	29.6%
Mercedes-Benz GLE-Class Wagon	271	14.1%	129	6.4%	1,856	7.8%	1,342	5.7%	110.1%	38.3%
MG IM6	53	2.8%	0	0.0%	203	0.9%	0	0.0%	-	-
Porsche Cayenne Coupe	60	3.1%	71	3.5%	849	3.6%	933	4.0%	-15.5%	-9.0%
Porsche Cayenne Wagon	55	2.9%	47	2.3%	615	2.6%	779	3.3%	17.0%	-21.1%
Volkswagen Touareg	50	2.6%	106	5.3%	728	3.1%	833	3.6%	-52.8%	-12.6%
Volvo EX90	16	0.8%	0	0.0%	203	0.9%	0	0.0%	-	-
Volvo XC90	67	3.5%	68	3.4%	693	2.9%	792	3.4%	-1.5%	-12.5%
Total SUV Large > \$80K	1,923	2.0%	2,006	2.0%	23,748	2.1%	23,370	2.1%	-4.1%	1.6%
Total SUV Large	12,522	12.9%	14,581	14.7%	151,907	13.7%	136,523	12.1%	-14.1%	11.3%

SUV Upper Large	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
SUV Upper Large < \$120K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Hyundai Ioniq 9	8	0.6%	0	0.0%	39	0.2%	0	0.0%	-	-
Kia EV9	8	0.6%	44	2.2%	260	1.5%	534	2.3%	-81.8%	-51.3%
Land Rover Discovery	31	2.3%	36	1.8%	392	2.2%	430	1.9%	-13.9%	-8.8%
Nissan Patrol Wagon	400	29.2%	858	42.5%	5,854	33.5%	7,567	32.8%	-53.4%	-22.6%
Toyota Landcruiser Wagon	921	67.3%	1,082	53.6%	10,947	62.6%	14,546	63.0%	-14.9%	-24.7%
Total SUV Upper Large < \$120K	1,368	1.4%	2,020	2.0%	17,492	1.6%	23,077	2.1%	-32.3%	-24.2%
SUV Upper Large > \$120K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin DBX	3	0.8%	5	1.0%	51	1.0%	56	1.3%	-40.0%	-8.9%
Bentley Bentayga	7	1.9%	11	2.1%	58	1.2%	67	1.6%	-36.4%	-13.4%
BMW X7	63	16.8%	104	20.0%	1,014	20.4%	1,019	23.8%	-39.4%	-0.5%
BMW XM	2	0.5%	11	2.1%	92	1.8%	124	2.9%	-81.8%	-25.8%
Ferrari Purosangue	8	2.1%	6	1.2%	51	1.0%	59	1.4%	33.3%	-13.6%
GMC Yukon	40	10.7%	0	0.0%	310	6.2%	0	0.0%	-	-
Lamborghini Urus	8	2.1%	3	0.6%	142	2.9%	104	2.4%	166.7%	36.5%
Land Rover Range Rover	14	3.7%	47	9.0%	352	7.1%	646	15.1%	-70.2%	-45.5%
Lexus GX	123	32.9%	173	33.3%	1,088	21.9%	753	17.6%	-28.9%	44.5%
Lexus LX	42	11.2%	75	14.4%	557	11.2%	504	11.8%	-44.0%	10.5%
Lotus Eletre	1	0.3%	1	0.2%	9	0.2%	11	0.3%	0.0%	-18.2%
Mercedes-Benz EQS SUV	8	2.1%	6	1.2%	145	2.9%	129	3.0%	33.3%	12.4%
Mercedes-Benz G-Class	40	10.7%	29	5.6%	506	10.2%	372	8.7%	37.9%	36.0%
Mercedes-Benz GLS-Class	11	2.9%	44	8.5%	567	11.4%	423	9.9%	-75.0%	34.0%
Rolls-Royce Cullinan	4	1.1%	5	1.0%	33	0.7%	22	0.5%	-20.0%	50.0%
Total SUV Upper Large > \$120K	374	0.4%	520	0.5%	4,975	0.4%	4,289	0.4%	-28.1%	16.0%
Total SUV Upper Large	1,742	1.8%	2,540	2.6%	22,467	2.0%	27,366	2.4%	-31.4%	-17.9%
Total SUV < \$	51,215	52.8%	51,315	51.8%	563,361	50.7%	527,996	46.9%	-0.2%	6.7%
Total SUV > \$	9,513	9.8%	9,297	9.4%	108,940	9.8%	109,693	9.8%	2.3%	-0.7%
Total SUV	60,728	62.6%	60,612	61.2%	672,301	60.5%	637,689	56.7%	0.2%	5.4%

NEW VEHICLE SALES BY MARQUE - SUV
NOVEMBER 2025

	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	14	0.0%	19	0.0%	232	0.0%	353	0.1%	-26.3%	-34.3%
Aston Martin	3	0.0%	5	0.0%	51	0.0%	56	0.0%	-40.0%	-8.9%
Audi	1,263	2.1%	1,304	2.2%	10,778	1.6%	9,854	1.5%	-3.1%	9.4%
Bentley	7	0.0%	11	0.0%	58	0.0%	67	0.0%	-36.4%	-13.4%
BMW	1,142	1.9%	1,416	2.3%	17,067	2.5%	14,891	2.3%	-19.4%	14.6%
BYD	2,313	3.8%	1,114	1.8%	22,920	3.4%	10,599	1.7%	107.6%	116.2%
Chery	3,617	6.0%	1,762	2.9%	31,195	4.6%	10,718	1.7%	105.3%	191.1%
Citroen	0	0.0%	4	0.0%	0	0.0%	83	0.0%	-100.0%	-100.0%
CUPRA	256	0.4%	143	0.2%	1,998	0.3%	1,256	0.2%	79.0%	59.1%
Deepal	83	0.1%	0	0.0%	415	0.1%	0	0.0%	-	-
Dodge	0	0.0%	0	0.0%	0	0.0%	6	0.0%	-	-100.0%
Ferrari	8	0.0%	6	0.0%	51	0.0%	59	0.0%	33.3%	-13.6%
Ford	2,143	3.5%	2,768	4.6%	24,476	3.6%	25,866	4.1%	-22.6%	-5.4%
Geely	808	1.3%	0	0.0%	4,709	0.7%	0	0.0%	-	-
Genesis	120	0.2%	128	0.2%	1,376	0.2%	1,190	0.2%	-6.3%	15.6%
GMC	40	0.1%	0	0.0%	310	0.0%	0	0.0%	-	-
GWM	3,105	5.1%	2,739	4.5%	35,951	5.3%	29,126	4.6%	13.4%	23.4%
Honda	1,184	1.9%	529	0.9%	13,249	2.0%	11,997	1.9%	123.8%	10.4%
Hyundai	5,484	9.0%	4,024	6.6%	55,996	8.3%	49,242	7.7%	36.3%	13.7%
Isuzu Ute	1,602	2.6%	1,206	2.0%	14,101	2.1%	16,790	2.6%	32.8%	-16.0%
Jaguar	14	0.0%	42	0.1%	470	0.1%	578	0.1%	-66.7%	-18.7%
Jeep	34	0.1%	115	0.2%	1,200	0.2%	1,753	0.3%	-70.4%	-31.5%
KGM	142	0.2%	173	0.3%	1,912	0.3%	2,018	0.3%	-17.9%	-5.3%
Kia	3,625	6.0%	4,117	6.8%	48,562	7.2%	45,979	7.2%	-12.0%	5.6%
Lamborghini	8	0.0%	3	0.0%	142	0.0%	104	0.0%	166.7%	36.5%
Land Rover	556	0.9%	663	1.1%	7,803	1.2%	7,352	1.2%	-16.1%	6.1%
LDV	212	0.3%	182	0.3%	3,140	0.5%	2,191	0.3%	16.5%	43.3%
Leapmotor	90	0.1%	0	0.0%	606	0.1%	0	0.0%	-	-
Lexus	1,017	1.7%	1,112	1.8%	12,132	1.8%	11,081	1.7%	-8.5%	9.5%
Lotus	1	0.0%	1	0.0%	9	0.0%	11	0.0%	0.0%	-18.2%
Maserati	15	0.0%	23	0.0%	231	0.0%	313	0.0%	-34.8%	-26.2%
Mazda	4,585	7.6%	4,936	8.1%	55,649	8.3%	58,219	9.1%	-7.1%	-4.4%
Mercedes-Benz Cars	1,314	2.2%	1,182	2.0%	15,606	2.3%	12,786	2.0%	11.2%	22.1%
MG	1,794	3.0%	3,258	5.4%	25,753	3.8%	25,456	4.0%	-44.9%	1.2%
MINI	171	0.3%	189	0.3%	2,068	0.3%	1,721	0.3%	-9.5%	20.2%
Mitsubishi	2,932	4.8%	4,700	7.8%	39,501	5.9%	52,371	8.2%	-37.6%	-24.6%
Nissan	2,037	3.4%	2,762	4.6%	26,350	3.9%	31,194	4.9%	-26.2%	-15.5%
Omoda Jaecoo	515	0.8%	0	0.0%	3,224	0.5%	0	0.0%	-	-
Peugeot	34	0.1%	22	0.0%	541	0.1%	791	0.1%	54.5%	-31.6%
Porsche	191	0.3%	438	0.7%	3,597	0.5%	4,646	0.7%	-56.4%	-22.6%
Renault	132	0.2%	110	0.2%	1,514	0.2%	1,681	0.3%	20.0%	-9.9%
Rolls-Royce	4	0.0%	5	0.0%	33	0.0%	22	0.0%	-20.0%	50.0%
Skoda	356	0.6%	232	0.4%	3,006	0.4%	3,083	0.5%	53.4%	-2.5%
Stellantis	19	0.0%	20	0.0%	183	0.0%	72	0.0%	-5.0%	154.2%
Subaru	2,706	4.5%	2,680	4.4%	31,693	4.7%	33,017	5.2%	1.0%	-4.0%
Suzuki	794	1.3%	1,630	2.7%	11,299	1.7%	14,188	2.2%	-51.3%	-20.4%
Tesla	0	0.0%	0	0.0%	0	0.0%	12,516	2.0%	-	-100.0%
Toyota	11,724	19.3%	12,537	20.7%	117,648	17.5%	106,365	16.7%	-6.5%	10.6%
Volkswagen	1,190	2.0%	1,703	2.8%	15,355	2.3%	18,034	2.8%	-30.1%	-14.9%
Volvo Car	612	1.0%	599	1.0%	6,587	1.0%	7,994	1.3%	2.2%	-17.6%
Zeekr	712	1.2%	0	0.0%	1,554	0.2%	0	0.0%	-	-
Total SUV	60,728	100.0%	60,612	100.0%	672,301	100.0%	637,689	100.0%	0.2%	5.4%

Light Commercial	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
Light Buses < 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Bus	2	1.3%	28	8.4%	152	3.7%	128	3.8%	-92.9%	18.8%
LDV Deliver 9 Bus	33	21.3%	36	10.8%	323	7.8%	422	12.6%	-8.3%	-23.5%
Mercedes-Benz Sprinter Bus	3	1.9%	11	3.3%	71	1.7%	95	2.8%	-72.7%	-25.3%
Renault Master Bus	1	0.6%	34	10.2%	35	0.8%	70	2.1%	-97.1%	-50.0%
Toyota Hiace Commuter	116	74.8%	225	67.4%	3,565	86.0%	2,633	78.6%	-48.4%	35.4%
Total Light Buses < 20 Seats	155	0.2%	334	0.3%	4,146	0.4%	3,348	0.3%	-53.6%	23.8%

Light Buses => 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Toyota Coaster	43	100.0%	20	100.0%	661	100.0%	245	100.0%	115.0%	169.8%
Total Light Buses => 20 Seats	43	0.0%	20	0.0%	661	0.1%	245	0.0%	115.0%	169.8%

Vans/CC <= 2.5t	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Peugeot Partner / E-Partner	31	24.0%	42	35.3%	390	27.0%	452	33.9%	-26.2%	-13.7%
Renault Kangoo	27	20.9%	33	27.7%	236	16.3%	171	12.8%	-18.2%	38.0%
Volkswagen Caddy Cargo Van	71	55.0%	44	37.0%	818	56.6%	709	53.2%	61.4%	15.4%
Total Vans/CC <= 2.5t	129	0.1%	119	0.1%	1,444	0.1%	1,332	0.1%	8.4%	8.4%

Vans/CC 2.5-3.5t	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Custom	296	15.8%	409	18.3%	3,205	15.5%	3,121	13.3%	-27.6%	2.7%
Hyundai Staria Load	242	12.9%	250	11.2%	2,712	13.2%	3,335	14.2%	-3.2%	-18.7%
LDV Deliver 7 / eDeliver7	86	4.6%	41	1.8%	1,100	5.3%	181	0.8%	109.8%	507.7%
LDV G10/G10+	99	5.3%	189	8.5%	1,533	7.4%	2,745	11.7%	-47.6%	-44.2%
LDV V80	0	0.0%	14	0.6%	40	0.2%	280	1.2%	-100.0%	-85.7%
Mercedes-Benz Vito / eVito Van	33	1.8%	27	1.2%	508	2.5%	365	1.6%	22.2%	39.2%
Peugeot Expert / E-Expert	12	0.6%	18	0.8%	211	1.0%	298	1.3%	-33.3%	-29.2%
Renault Trafic	49	2.6%	72	3.2%	719	3.5%	1,210	5.1%	-31.9%	-40.6%
Toyota Hiace Van	1,021	54.5%	1,122	50.3%	10,109	49.0%	11,171	47.5%	-9.0%	-9.5%
Volkswagen ID. Buzz Cargo	8	0.4%	2	0.1%	182	0.9%	2	0.0%	300.0%	>999%
Volkswagen Transporter	29	1.5%	88	3.9%	295	1.4%	813	3.5%	-67.0%	-63.7%
Total Vans/CC 2.5-3.5t	1,875	1.9%	2,232	2.3%	20,614	1.9%	23,521	2.1%	-16.0%	-12.4%

PU/CC 4X2	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X2	158	8.8%	280	13.9%	2,686	12.5%	4,371	17.8%	-43.6%	-38.5%
Foton Tunland V7 4X2	14	0.8%	0	0.0%	14	0.1%	0	0.0%	-	-
GWM Cannon 4X2	66	3.7%	0	0.0%	254	1.2%	0	0.0%	-	-
GWM Ute 4X2	0	0.0%	5	0.2%	8	0.0%	182	0.7%	-100.0%	-95.6%
Isuzu Ute D-Max 4X2	558	31.0%	398	19.7%	5,268	24.5%	5,809	23.6%	40.2%	-9.3%
KGM Ssangyong Musso 4X2	6	0.3%	0	0.0%	6	0.0%	0	0.0%	-	-
Kia Tasman 4X2	51	2.8%	0	0.0%	225	1.0%	0	0.0%	-	-
LDV T60/T60 EV 4X2	0	0.0%	3	0.1%	19	0.1%	26	0.1%	-100.0%	-26.9%
Mazda BT-50 4X2	303	16.8%	293	14.5%	2,849	13.2%	3,022	12.3%	3.4%	-5.7%
Mitsubishi Triton 4X2	266	14.8%	279	13.8%	2,359	11.0%	3,087	12.6%	-4.7%	-23.6%
Nissan Navara 4X2	47	2.6%	56	2.8%	401	1.9%	973	4.0%	-16.1%	-58.8%
Toyota Hilux 4X2	331	18.4%	703	34.9%	7,420	34.5%	7,098	28.9%	-52.9%	4.5%
Total PU/CC 4X2	1,800	1.9%	2,017	2.0%	21,509	1.9%	24,568	2.2%	-10.8%	-12.5%

PU/CC 4X4	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BYD Shark 6	1,217	7.5%	0	0.0%	16,398	8.4%	0	0.0%	-	-
Ford Ranger 4X4	4,515	27.8%	4,701	31.5%	48,439	24.8%	53,729	28.6%	-4.0%	-9.8%
Foton Tunland V7 4X4	24	0.1%	0	0.0%	24	0.0%	0	0.0%	-	-
Foton Tunland V9	57	0.4%	0	0.0%	57	0.0%	0	0.0%	-	-
GWM Cannon 4X4	684	4.2%	0	0.0%	6,659	3.4%	0	0.0%	-	-
GWM Cannon Alpha	242	1.5%	162	1.1%	2,295	1.2%	930	0.5%	49.4%	146.8%
GWM Ute 4X4	1	0.0%	533	3.6%	2,079	1.1%	7,289	3.9%	-99.8%	-71.5%
Isuzu Ute D-Max 4X4	1,561	9.6%	1,782	11.9%	19,466	10.0%	22,015	11.7%	-12.4%	-11.6%
JAC T9 4X4	101	0.6%	0	0.0%	1,463	0.7%	0	0.0%	-	-
Jeep Gladiator	14	0.1%	47	0.3%	321	0.2%	467	0.2%	-70.2%	-31.3%
KGM Ssangyong Musso/MusXLV 4X4	150	0.9%	185	1.2%	1,923	1.0%	3,084	1.6%	-18.9%	-37.6%
Kia Tasman 4X4	556	3.4%	0	0.0%	3,491	1.8%	0	0.0%	-	-
LDV T60/T60 MAX 4X4	300	1.8%	487	3.3%	3,980	2.0%	5,848	3.1%	-38.4%	-31.9%
LDV Terron 9	114	0.7%	0	0.0%	513	0.3%	0	0.0%	-	-
Mazda BT-50 4X4	922	5.7%	970	6.5%	10,786	5.5%	11,041	5.9%	-4.9%	-2.3%
MG MGU9	163	1.0%	0	0.0%	304	0.2%	0	0.0%	-	-
Mitsubishi Triton 4X4	1,216	7.5%	1,226	8.2%	14,918	7.6%	13,335	7.1%	-0.8%	11.9%
Nissan Navara 4X4	256	1.6%	511	3.4%	6,441	3.3%	8,257	4.4%	-49.9%	-22.0%
Toyota Hilux 4X4	3,087	19.0%	2,869	19.2%	41,255	21.1%	43,068	22.9%	7.6%	-4.2%
Toyota Landcruiser PU/CC	707	4.3%	817	5.5%	9,685	5.0%	11,171	5.9%	-13.5%	-13.3%
Volkswagen Amarok 4X4	371	2.3%	623	4.2%	5,020	2.6%	7,920	4.2%	-40.4%	-36.6%
Total PU/CC 4X4	16,258	16.8%	14,913	15.0%	195,517	17.6%	188,154	16.7%	9.0%	3.9%

Pick-Up/CC > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chevrolet Silverado	195	25.8%	172	18.7%	2,009	25.5%	2,161	22.9%	13.4%	-7.0%
Chevrolet Silverado HD	186	24.6%	140	15.2%	1,498	19.0%	1,339	14.2%	32.9%	11.9%
Ford F150	59	7.8%	203	22.1%	608	7.7%	2,084	22.1%	-70.9%	-70.8%
RAM 1500	191	25.2%	272	29.6%	2,512	31.8%	2,962	31.3%	-29.8%	-15.2%
RAM 2500	55	7.3%	43	4.7%	503	6.4%	525	5.6%	27.9%	-4.2%
RAM 3500	1	0.1%	0	0.0%	13	0.2%	45	0.5%	-	-71.1%
Toyota Tundra	70	9.2%	89	9.7%	746	9.5%	333	3.5%	-21.3%	124.0%
Total Pick-Up/CC > \$100K	757	0.8%	919	0.9%	7,889	0.7%	9,449	0.8%	-17.6%	-16.5%

Total Light Commercial	21,017	21.7%	20,554	20.7%	251,780	22.7%	250,617	22.3%	2.3%	0.5%
-------------------------------	---------------	--------------	---------------	--------------	----------------	--------------	----------------	--------------	-------------	-------------

NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL
NOVEMBER 2025

	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BYD	1,217	5.8%	0	0.0%	16,398	6.5%	0	0.0%	-	-
Chevrolet	381	1.8%	312	1.5%	3,507	1.4%	3,500	1.4%	22.1%	0.2%
Ford	5,030	23.9%	5,621	27.3%	55,090	21.9%	63,433	25.3%	-10.5%	-13.2%
Foton	95	0.5%	0	0.0%	95	0.0%	0	0.0%	-	-
GWM	993	4.7%	700	3.4%	11,295	4.5%	8,401	3.4%	41.9%	34.4%
Hyundai	242	1.2%	250	1.2%	2,712	1.1%	3,335	1.3%	-3.2%	-18.7%
Isuzu Ute	2,119	10.1%	2,180	10.6%	24,734	9.8%	27,824	11.1%	-2.8%	-11.1%
JAC	101	0.5%	0	0.0%	1,463	0.6%	0	0.0%	-	-
Jeep	14	0.1%	47	0.2%	321	0.1%	467	0.2%	-70.2%	-31.3%
KGM	156	0.7%	185	0.9%	1,929	0.8%	3,084	1.2%	-15.7%	-37.5%
Kia	607	2.9%	0	0.0%	3,716	1.5%	0	0.0%	-	-
LDV	632	3.0%	770	3.7%	7,508	3.0%	9,502	3.8%	-17.9%	-21.0%
Mazda	1,225	5.8%	1,263	6.1%	13,635	5.4%	14,063	5.6%	-3.0%	-3.0%
Mercedes-Benz Vans	36	0.2%	38	0.2%	579	0.2%	460	0.2%	-5.3%	25.9%
MG	163	0.8%	0	0.0%	304	0.1%	0	0.0%	-	-
Mitsubishi	1,482	7.1%	1,505	7.3%	17,277	6.9%	16,422	6.6%	-1.5%	5.2%
Nissan	303	1.4%	567	2.8%	6,842	2.7%	9,230	3.7%	-46.6%	-25.9%
Peugeot	43	0.2%	60	0.3%	601	0.2%	750	0.3%	-28.3%	-19.9%
RAM	247	1.2%	315	1.5%	3,028	1.2%	3,532	1.4%	-21.6%	-14.3%
Renault	77	0.4%	139	0.7%	990	0.4%	1,451	0.6%	-44.6%	-31.8%
Toyota	5,375	25.6%	5,845	28.4%	73,441	29.2%	75,719	30.2%	-8.0%	-3.0%
Volkswagen	479	2.3%	757	3.7%	6,315	2.5%	9,444	3.8%	-36.7%	-33.1%
Total Light Commercial	21,017	100.0%	20,554	100.0%	251,780	100.0%	250,617	100.0%	2.3%	0.5%

Heavy Commercial	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
LD 3501-8000 kgs GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat Ducato	154	7.3%	92	4.2%	1,372	6.2%	1,461	6.1%	67.4%	-6.1%
Ford Transit Heavy	161	7.7%	150	6.8%	1,831	8.2%	1,519	6.4%	7.3%	20.5%
Foton Mobility T5	21	1.0%	6	0.3%	63	0.3%	65	0.3%	250.0%	-3.1%
Fuso Canter (LD)	173	8.2%	180	8.1%	1,685	7.6%	1,893	7.9%	-3.9%	-11.0%
Hino (LD)	270	12.8%	163	7.4%	1,642	7.4%	1,775	7.4%	65.6%	-7.5%
Hyundai EX4	5	0.2%	7	0.3%	109	0.5%	170	0.7%	-28.6%	-35.9%
Hyundai EX8	1	0.0%	0	0.0%	21	0.1%	20	0.1%	-	5.0%
Hyundai Mighty	0	0.0%	2	0.1%	4	0.0%	18	0.1%	-100.0%	-77.8%
Isuzu N-Series (LD)	559	26.6%	604	27.3%	6,479	29.1%	6,186	26.0%	-7.5%	4.7%
Iveco C/C (LD)	76	3.6%	106	4.8%	833	3.7%	1,275	5.4%	-28.3%	-34.7%
Iveco Van (LD)	46	2.2%	30	1.4%	347	1.6%	369	1.5%	53.3%	-6.0%
LDV Deliver 9 / eDeliver 9	191	9.1%	228	10.3%	2,237	10.0%	2,780	11.7%	-16.2%	-19.5%
LDV Deliver 9 Motorhome	2	0.1%	0	0.0%	2	0.0%	0	0.0%	-	-
Mercedes (LD)	0	0.0%	0	0.0%	0	0.0%	18	0.1%	-	-100.0%
Mercedes-Benz Sprinter	243	11.6%	360	16.3%	3,364	15.1%	3,519	14.8%	-32.5%	-4.4%
Peugeot Boxer	1	0.0%	1	0.0%	19	0.1%	35	0.1%	0.0%	-45.7%
Renault Master	141	6.7%	225	10.2%	1,739	7.8%	1,979	8.3%	-37.3%	-12.1%
Volkswagen Crafter	58	2.8%	61	2.8%	526	2.4%	746	3.1%	-4.9%	-29.5%
Total LD 3501-8000 kgs GVM	2,102	2.2%	2,215	2.2%	22,273	2.0%	23,828	2.1%	-5.1%	-6.5%
MD => 8001 GVM & GCM < 39001	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
DAF (MD)	1	0.2%	2	0.3%	14	0.2%	33	0.4%	-50.0%	-57.6%
Freightliner (MD)	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
Fuso Fighter (MD)	77	16.6%	113	16.1%	827	13.3%	934	12.6%	-31.9%	-11.5%
Hino (MD)	121	26.1%	222	31.6%	1,972	31.7%	2,157	29.0%	-45.5%	-8.6%
Hyundai EX10	1	0.2%	4	0.6%	24	0.4%	29	0.4%	-75.0%	-17.2%
Hyundai EX9	3	0.6%	6	0.9%	49	0.8%	75	1.0%	-50.0%	-34.7%
Hyundai Pavise	4	0.9%	2	0.3%	33	0.5%	28	0.4%	100.0%	17.9%
Isuzu N-Series (MD)	238	51.3%	323	45.9%	3,047	48.9%	3,771	50.8%	-26.3%	-19.2%
Iveco (MD)	5	1.1%	12	1.7%	73	1.2%	127	1.7%	-58.3%	-42.5%
MAN (MD)	12	2.6%	8	1.1%	55	0.9%	45	0.6%	50.0%	22.2%
Mercedes (MD)	2	0.4%	2	0.3%	57	0.9%	61	0.8%	0.0%	-6.6%
SEA Electric (MD)	0	0.0%	0	0.0%	0	0.0%	9	0.1%	-	-100.0%
UD Trucks (MD)	0	0.0%	6	0.9%	50	0.8%	87	1.2%	-100.0%	-42.5%
Volvo Truck (MD)	0	0.0%	3	0.4%	25	0.4%	69	0.9%	-100.0%	-63.8%
Total MD => 8001 GVM & GCM < 39001	464	0.5%	703	0.7%	6,226	0.6%	7,427	0.7%	-34.0%	-16.2%
HD => 8001 GVM & GCM > 39000	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
DAF (HD)	75	6.0%	44	3.2%	529	4.1%	554	3.5%	70.5%	-4.5%
Dennis Eagle (HD)	7	0.6%	22	1.6%	92	0.7%	86	0.5%	-68.2%	7.0%
Foton Mobility (HD)	0	0.0%	0	0.0%	1	0.0%	0	0.0%	-	-
Freightliner (HD)	6	0.5%	13	0.9%	116	0.9%	248	1.6%	-53.8%	-53.2%
Fuso F-Series (HD)	59	4.7%	54	3.9%	732	5.6%	677	4.3%	9.3%	8.1%
Hino (HD)	75	6.0%	71	5.1%	640	4.9%	719	4.6%	5.6%	-11.0%
Isuzu (HD)	172	13.8%	225	16.2%	2,033	15.6%	2,261	14.3%	-23.6%	-10.1%
Iveco (HD)	46	3.7%	18	1.3%	356	2.7%	335	2.1%	155.6%	6.3%
Kenworth	301	24.2%	338	24.4%	3,119	23.9%	3,416	21.7%	-10.9%	-8.7%
Mack (HD)	60	4.8%	62	4.5%	654	5.0%	897	5.7%	-3.2%	-27.1%
MAN (HD)	17	1.4%	59	4.3%	257	2.0%	324	2.1%	-71.2%	-20.7%
Mercedes (HD)	57	4.6%	103	7.4%	762	5.8%	1,008	6.4%	-44.7%	-24.4%
Scania (HD)	113	9.1%	98	7.1%	1,047	8.0%	1,364	8.6%	15.3%	-23.2%
SEA Electric (HD)	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
UD Trucks (HD)	37	3.0%	50	3.6%	415	3.2%	754	4.8%	-26.0%	-45.0%
Volvo Truck (HD)	198	15.9%	215	15.5%	2,124	16.3%	2,904	18.4%	-7.9%	-26.9%
Western Star (HD)	20	1.6%	14	1.0%	156	1.2%	222	1.4%	42.9%	-29.7%
Total HD => 8001 GVM & GCM > 39000	1,243	1.3%	1,386	1.4%	13,033	1.2%	15,772	1.4%	-10.3%	-17.4%
Total Heavy Commercial	3,809	3.9%	4,304	4.3%	41,532	3.7%	47,027	4.2%	-11.5%	-11.7%

NEW VEHICLE SALES BY MARQUE - HEAVY COMMERCIAL
NOVEMBER 2025

	Month				Year to Date				Variance +/- %	
	2025		2024		2025		2024		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Daf	76	2.0%	46	1.1%	543	1.3%	587	1.2%	65.2%	-7.5%
Dennis Eagle	7	0.2%	22	0.5%	92	0.2%	86	0.2%	-68.2%	7.0%
Fiat Professional	154	4.0%	92	2.1%	1,372	3.3%	1,461	3.1%	67.4%	-6.1%
Ford	161	4.2%	150	3.5%	1,831	4.4%	1,519	3.2%	7.3%	20.5%
Foton Mobility	21	0.6%	6	0.1%	64	0.2%	65	0.1%	250.0%	-1.5%
Freightliner	6	0.2%	13	0.3%	116	0.3%	250	0.5%	-53.8%	-53.6%
Fuso	309	8.1%	347	8.1%	3,244	7.8%	3,504	7.5%	-11.0%	-7.4%
Hino	466	12.2%	456	10.6%	4,254	10.2%	4,651	9.9%	2.2%	-8.5%
Hyundai	0	0.0%	2	0.0%	4	0.0%	18	0.0%	-100.0%	-77.8%
Hyundai Commercial Vehicles	14	0.4%	19	0.4%	236	0.6%	322	0.7%	-26.3%	-26.7%
Isuzu	969	25.4%	1,152	26.8%	11,559	27.8%	12,218	26.0%	-15.9%	-5.4%
Iveco Trucks	173	4.5%	166	3.9%	1,609	3.9%	2,106	4.5%	4.2%	-23.6%
Kenworth	301	7.9%	338	7.9%	3,119	7.5%	3,416	7.3%	-10.9%	-8.7%
LDV	193	5.1%	228	5.3%	2,239	5.4%	2,780	5.9%	-15.4%	-19.5%
Mack	60	1.6%	62	1.4%	654	1.6%	897	1.9%	-3.2%	-27.1%
Man	29	0.8%	67	1.6%	312	0.8%	369	0.8%	-56.7%	-15.4%
Mercedes-Benz Trucks	59	1.5%	105	2.4%	819	2.0%	1,087	2.3%	-43.8%	-24.7%
Mercedes-Benz Vans	243	6.4%	360	8.4%	3,364	8.1%	3,519	7.5%	-32.5%	-4.4%
Peugeot	1	0.0%	1	0.0%	19	0.0%	35	0.1%	0.0%	-45.7%
Renault	141	3.7%	225	5.2%	1,739	4.2%	1,979	4.2%	-37.3%	-12.1%
Scania	113	3.0%	98	2.3%	1,047	2.5%	1,364	2.9%	15.3%	-23.2%
SEA Electric	0	0.0%	0	0.0%	0	0.0%	12	0.0%	-	-100.0%
UD Trucks	37	1.0%	56	1.3%	465	1.1%	841	1.8%	-33.9%	-44.7%
Volkswagen	58	1.5%	61	1.4%	526	1.3%	746	1.6%	-4.9%	-29.5%
Volvo Commercial	198	5.2%	218	5.1%	2,149	5.2%	2,973	6.3%	-9.2%	-27.7%
Western Star	20	0.5%	14	0.3%	156	0.4%	222	0.5%	42.9%	-29.7%
Total Heavy Commercial	3,809	100.0%	4,304	100.0%	41,532	100.0%	47,027	100.0%	-11.5%	-11.7%

NEW VEHICLE SALES BY MARQUE & MODEL
NOVEMBER 2025

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Alfa Romeo								
Alfa Romeo Giulia	12	9	195	185	3	10	33.3%	5.4%
Alfa Romeo Stelvio	8	8	105	118	0	-13	0.0%	-11.0%
Alfa Romeo Tonale	6	11	127	235	-5	-108	-45.5%	-46.0%
Alfa Romeo Total	26	28	427	538	-2	-111	-7.1%	-20.6%
Aston Martin								
Aston Martin Coupe/Conv	10	7	114	83	3	31	42.9%	37.3%
Aston Martin DBX	3	5	51	56	-2	-5	-40.0%	-8.9%
Aston Martin Total	13	12	165	139	1	26	8.3%	18.7%
Audi								
Audi A1	46	1	413	175	45	238	>999%	136.0%
Audi A3	248	36	2,063	2,334	212	-271	588.9%	-11.6%
Audi A4	1	25	28	482	-24	-454	-96.0%	-94.2%
Audi A5	134	23	752	491	111	261	482.6%	53.2%
Audi A6	12	21	155	253	-9	-98	-42.9%	-38.7%
Audi A7	3	5	42	56	-2	-14	-40.0%	-25.0%
Audi A8	0	2	3	10	-2	-7	-100.0%	-70.0%
Audi e-tron GT	5	1	31	80	4	-49	400.0%	-61.3%
Audi Q2	82	26	806	1,117	56	-311	215.4%	-27.8%
Audi Q3	422	736	3,875	4,864	-314	-989	-42.7%	-20.3%
Audi Q4 e-tron	77	74	855	90	3	765	4.1%	850.0%
Audi Q5	444	302	3,050	2,411	142	639	47.0%	26.5%
Audi Q6 e-tron	90	0	478	3	90	475	-	>999%
Audi Q7	67	122	1,201	790	-55	411	-45.1%	52.0%
Audi Q8	66	36	456	409	30	47	83.3%	11.5%
Audi Q8 e-tron	15	8	57	170	7	-113	87.5%	-66.5%
Audi TT	0	0	0	47	0	-47	-	-100.0%
Audi Total	1,712	1,418	14,265	13,782	294	483	20.7%	3.5%
Bentley								
Bentley Bentayga	7	11	58	67	-4	-9	-36.4%	-13.4%
Bentley Coupe/Conv	6	1	58	77	5	-19	500.0%	-24.7%
Bentley Sedan	1	0	10	19	1	-9	-	-47.4%
Bentley Total	14	12	126	163	2	-37	16.7%	-22.7%

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
BMW								
BMW 1 Series	92	215	1,575	1,084	-123	491	-57.2%	45.3%
BMW 2 Series Coupe/Conv	88	98	1,065	1,453	-10	-388	-10.2%	-26.7%
BMW 2 Series Gran Coupe	67	32	666	517	35	149	109.4%	28.8%
BMW 3 Series	138	159	1,714	2,315	-21	-601	-13.2%	-26.0%
BMW 4 Series Coupe/Conv	50	68	540	735	-18	-195	-26.5%	-26.5%
BMW 4 Series Gran Coupe	0	11	20	243	-11	-223	-100.0%	-91.8%
BMW 5 Series	13	51	301	441	-38	-140	-74.5%	-31.7%
BMW 6 Series GT	0	0	0	3	0	-3	-	-100.0%
BMW 7 Series	1	9	37	45	-8	-8	-88.9%	-17.8%
BMW 8 Series	1	2	26	25	-1	1	-50.0%	4.0%
BMW 8 Series Gran Coupe	1	1	17	14	0	3	0.0%	21.4%
BMW i4	48	132	798	1,866	-84	-1,068	-63.6%	-57.2%
BMW i5	71	13	474	124	58	350	446.2%	282.3%
BMW i7	11	2	45	33	9	12	450.0%	36.4%
BMW iX	5	38	413	472	-33	-59	-86.8%	-12.5%
BMW X1	341	373	4,738	4,187	-32	551	-8.6%	13.2%
BMW X2	103	196	1,940	1,731	-93	209	-47.4%	12.1%
BMW X3	348	276	4,450	3,020	72	1,430	26.1%	47.4%
BMW X4	48	74	410	737	-26	-327	-35.1%	-44.4%
BMW X5	190	266	3,328	2,878	-76	450	-28.6%	15.6%
BMW X6	42	78	682	723	-36	-41	-46.2%	-5.7%
BMW X7	63	104	1,014	1,019	-41	-5	-39.4%	-0.5%
BMW XM	2	11	92	124	-9	-32	-81.8%	-25.8%
BMW Z4	1	6	49	87	-5	-38	-83.3%	-43.7%
BMW Total	1,724	2,215	24,394	23,876	-491	518	-22.2%	2.2%
BYD								
BYD Atto 2	365	0	365	0	365	365	-	-
BYD Atto 3	261	267	3,591	5,523	-6	-1,932	-2.2%	-35.0%
BYD Dolphin	103	78	2,983	1,885	25	1,098	32.1%	58.2%
BYD Seal	157	360	3,371	5,981	-203	-2,610	-56.4%	-43.6%
BYD Sealion 6	647	847	8,100	5,076	-200	3,024	-23.6%	59.6%
BYD Sealion 7	1,040	0	10,864	0	1,040	10,864	-	-
BYD Shark 6	1,217	0	16,398	0	1,217	16,398	-	-
BYD Total	3,790	1,552	45,672	18,465	2,238	27,207	144.2%	147.3%
Chery								
Chery C5/E5 & Omoda 5	319	542	4,855	5,571	-223	-716	-41.1%	-12.9%
Chery Tiggo 4 Pro	2,287	745	18,151	1,099	1,542	17,052	207.0%	>999%
Chery Tiggo 7 Pro	686	203	5,030	2,546	483	2,484	237.9%	97.6%
Chery Tiggo 8 Pro	325	272	3,159	1,502	53	1,657	19.5%	110.3%
Chery Total	3,617	1,762	31,195	10,718	1,855	20,477	105.3%	191.1%
Chevrolet								
Chevrolet Corvette E-Ray	0	4	17	9	-4	8	-100.0%	88.9%
Chevrolet Corvette Stingray	14	72	194	312	-58	-118	-80.6%	-37.8%
Chevrolet Corvette Z06	7	12	31	57	-5	-26	-41.7%	-45.6%
Chevrolet Silverado	195	172	2,009	2,161	23	-152	13.4%	-7.0%
Chevrolet Silverado HD	186	140	1,498	1,339	46	159	32.9%	11.9%
Chevrolet Total	402	400	3,749	3,878	2	-129	0.5%	-3.3%
Citroen								
Citroen C3	0	1	6	22	-1	-16	-100.0%	-72.7%
Citroen C4	0	4	0	30	-4	-30	-100.0%	-100.0%
Citroen C5 Aircross	0	0	0	53	0	-53	-	-100.0%
Citroen C5 X	0	2	2	39	-2	-37	-100.0%	-94.9%
Citroen Total	0	7	8	144	-7	-136	-100.0%	-94.4%

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
CUPRA								
CUPRA Ateca	7	28	96	246	-21	-150	-75.0%	-61.0%
CUPRA Born	0	36	315	439	-36	-124	-100.0%	-28.2%
CUPRA Formentor	170	115	1,368	1,010	55	358	47.8%	35.4%
CUPRA Leon	49	32	322	321	17	1	53.1%	0.3%
CUPRA Tavascan	42	0	317	0	42	317	-	-
CUPRA Terramar	37	0	217	0	37	217	-	-
CUPRA Total	305	211	2,635	2,016	94	619	44.5%	30.7%
Daf								
DAF (HD)	75	44	529	554	31	-25	70.5%	-4.5%
DAF (MD)	1	2	14	33	-1	-19	-50.0%	-57.6%
Daf Total	76	46	543	587	30	-44	65.2%	-7.5%
Deepal								
Deepal E07	56	0	171	0	56	171	-	-
Deepal S07	27	0	244	0	27	244	-	-
Deepal Total	83	0	415	0	83	415	-	-
Dennis Eagle								
Dennis Eagle (HD)	7	22	92	86	-15	6	-68.2%	7.0%
Dennis Eagle Total	7	22	92	86	-15	6	-68.2%	7.0%
Dodge								
Dodge Journey	0	0	0	6	0	-6	-	-100.0%
Dodge Total	0	0	0	6	0	-6	-	-100.0%
Ferrari								
Ferrari Coupe/Conv	16	16	152	176	0	-24	0.0%	-13.6%
Ferrari Purosangue	8	6	51	59	2	-8	33.3%	-13.6%
Ferrari Total	24	22	203	235	2	-32	9.1%	-13.6%
Fiat								
Fiat 500 / Abarth	32	35	377	501	-3	-124	-8.6%	-24.8%
Fiat Total	32	35	377	501	-3	-124	-8.6%	-24.8%
Fiat Professional								
Fiat Ducato	154	92	1,372	1,461	62	-89	67.4%	-6.1%
Fiat Professional Total	154	92	1,372	1,461	62	-89	67.4%	-6.1%
Ford								
Ford Escape	0	4	28	370	-4	-342	-100.0%	-92.4%
Ford Everest	2,097	2,737	24,012	24,018	-640	-6	-23.4%	0.0%
Ford F150	59	203	608	2,084	-144	-1,476	-70.9%	-70.8%
Ford Mustang	10	167	3,712	1,033	-157	2,679	-94.0%	259.3%
Ford Mustang Mach-E	46	27	435	639	19	-204	70.4%	-31.9%
Ford Puma	0	0	1	839	0	-838	-	-99.9%
Ford Ranger 4X2	158	280	2,686	4,371	-122	-1,685	-43.6%	-38.5%
Ford Ranger 4X4	4,515	4,701	48,439	53,729	-186	-5,290	-4.0%	-9.8%
Ford Tourneo	63	14	749	14	49	735	350.0%	>999%
Ford Transit Bus	2	28	152	128	-26	24	-92.9%	18.8%
Ford Transit Custom	296	409	3,205	3,121	-113	84	-27.6%	2.7%
Ford Transit Heavy	161	150	1,831	1,519	11	312	7.3%	20.5%
Ford Total	7,407	8,720	85,858	91,865	-1,313	-6,007	-15.1%	-6.5%
Foton								
Foton Tunland V7 4X2	14	0	14	0	14	14	-	-
Foton Tunland V7 4X4	24	0	24	0	24	24	-	-
Foton Tunland V9	57	0	57	0	57	57	-	-
Foton Total	95	0	95	0	95	95	-	-

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Foton Mobility								
Foton Mobility (HD)	0	0	1	0	0	1	-	-
Foton Mobility T5	21	6	63	65	15	-2	250.0%	-3.1%
Foton Mobility Total	21	6	64	65	15	-1	250.0%	-1.5%
Freightliner								
Freightliner (HD)	6	13	116	248	-7	-132	-53.8%	-53.2%
Freightliner (MD)	0	0	0	2	0	-2	-	-100.0%
Freightliner Total	6	13	116	250	-7	-134	-53.8%	-53.6%
Fuso								
Fuso Canter (LD)	173	180	1,685	1,893	-7	-208	-3.9%	-11.0%
Fuso Fighter (MD)	77	113	827	934	-36	-107	-31.9%	-11.5%
Fuso F-Series (HD)	59	54	732	677	5	55	9.3%	8.1%
Fuso Total	309	347	3,244	3,504	-38	-260	-11.0%	-7.4%
Geely								
Geely EX5	412	0	3,770	0	412	3,770	-	-
Geely Starray EM-i	396	0	939	0	396	939	-	-
Geely Total	808	0	4,709	0	808	4,709	-	-
Genesis								
Genesis G70	4	6	32	43	-2	-11	-33.3%	-25.6%
Genesis G80	1	1	37	54	0	-17	0.0%	-31.5%
Genesis GV60	0	4	15	69	-4	-54	-100.0%	-78.3%
Genesis GV70	95	109	1,099	816	-14	283	-12.8%	34.7%
Genesis GV80 Coupe	8	8	80	98	0	-18	0.0%	-18.4%
Genesis GV80 Wagon	17	7	182	207	10	-25	142.9%	-12.1%
Genesis Total	125	135	1,445	1,287	-10	158	-7.4%	12.3%
GMC								
GMC Yukon	40	0	310	0	40	310	-	-
GMC Total	40	0	310	0	40	310	-	-
GWM								
GWM Cannon 4X2	66	0	254	0	66	254	-	-
GWM Cannon 4X4	684	0	6,659	0	684	6,659	-	-
GWM Cannon Alpha	242	162	2,295	930	80	1,365	49.4%	146.8%
GWM Haval H6	887	964	12,227	11,382	-77	845	-8.0%	7.4%
GWM Haval H7	93	4	379	4	89	375	>999%	>999%
GWM Haval Jolion	1,610	1,274	17,351	12,547	336	4,804	26.4%	38.3%
GWM Ora	62	127	688	1,182	-65	-494	-51.2%	-41.8%
GWM Tank 300	379	353	4,586	3,662	26	924	7.4%	25.2%
GWM Tank 500	136	144	1,408	1,531	-8	-123	-5.6%	-8.0%
GWM Ute 4X2	0	5	8	182	-5	-174	-100.0%	-95.6%
GWM Ute 4X4	1	533	2,079	7,289	-532	-5,210	-99.8%	-71.5%
GWM Total	4,160	3,566	47,934	38,709	594	9,225	16.7%	23.8%
Hino								
Hino (HD)	75	71	640	719	4	-79	5.6%	-11.0%
Hino (LD)	270	163	1,642	1,775	107	-133	65.6%	-7.5%
Hino (MD)	121	222	1,972	2,157	-101	-185	-45.5%	-8.6%
Hino Total	466	456	4,254	4,651	10	-397	2.2%	-8.5%
Honda								
Honda Accord	1	2	91	129	-1	-38	-50.0%	-29.5%
Honda Civic	124	16	854	881	108	-27	675.0%	-3.1%
Honda CR-V	399	55	5,210	5,090	344	120	625.5%	2.4%
Honda HR-V	352	356	4,451	3,092	-4	1,359	-1.1%	44.0%
Honda ZR-V	433	118	3,588	3,815	315	-227	266.9%	-6.0%
Honda Total	1,309	547	14,194	13,007	762	1,187	139.3%	9.1%

NEW VEHICLE SALES BY MARQUE & MODEL
NOVEMBER 2025

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Hyundai								
Hyundai i20	37	48	1,145	305	-11	840	-22.9%	275.4%
Hyundai i30	714	1,080	10,080	11,616	-366	-1,536	-33.9%	-13.2%
Hyundai Instar	42	0	426	0	42	426	-	-
Hyundai Ioniq 5	23	71	578	850	-48	-272	-67.6%	-32.0%
Hyundai Ioniq 6	40	11	179	362	29	-183	263.6%	-50.6%
Hyundai Ioniq 9	8	0	39	0	8	39	-	-
Hyundai Kona	2,008	1,279	21,036	16,431	729	4,605	57.0%	28.0%
Hyundai Mighty	0	2	4	18	-2	-14	-100.0%	-77.8%
Hyundai Nexø	0	0	0	1	0	-1	-	-100.0%
Hyundai Palisade	260	214	2,123	2,890	46	-767	21.5%	-26.5%
Hyundai Santa Fe	507	368	5,877	4,957	139	920	37.8%	18.6%
Hyundai Sonata	34	32	343	476	2	-133	6.3%	-27.9%
Hyundai Staria	156	159	1,109	1,285	-3	-176	-1.9%	-13.7%
Hyundai Staria Load	242	250	2,712	3,335	-8	-623	-3.2%	-18.7%
Hyundai Tucson	1,942	1,542	18,604	17,743	400	861	25.9%	4.9%
Hyundai Venue	694	550	7,313	6,370	144	943	26.2%	14.8%
Hyundai Total	6,707	5,606	71,568	66,639	1,101	4,929	19.6%	7.4%
Hyundai Commercial Vehicles								
Hyundai EX10	1	4	24	29	-3	-5	-75.0%	-17.2%
Hyundai EX4	5	7	109	170	-2	-61	-28.6%	-35.9%
Hyundai EX8	1	0	21	20	1	1	-	5.0%
Hyundai EX9	3	6	49	75	-3	-26	-50.0%	-34.7%
Hyundai Pavise	4	2	33	28	2	5	100.0%	17.9%
Hyundai Commercial Vehicles Total	14	19	236	322	-5	-86	-26.3%	-26.7%
Isuzu								
Isuzu (HD)	172	225	2,033	2,261	-53	-228	-23.6%	-10.1%
Isuzu N-Series (LD)	559	604	6,479	6,186	-45	293	-7.5%	4.7%
Isuzu N-Series (MD)	238	323	3,047	3,771	-85	-724	-26.3%	-19.2%
Isuzu Total	969	1,152	11,559	12,218	-183	-659	-15.9%	-5.4%
Isuzu Ute								
Isuzu Ute D-Max 4X2	558	398	5,268	5,809	160	-541	40.2%	-9.3%
Isuzu Ute D-Max 4X4	1,561	1,782	19,466	22,015	-221	-2,549	-12.4%	-11.6%
Isuzu Ute MU-X	1,602	1,206	14,101	16,790	396	-2,689	32.8%	-16.0%
Isuzu Ute Total	3,721	3,386	38,835	44,614	335	-5,779	9.9%	-13.0%
Iveco Trucks								
Iveco (HD)	46	18	356	335	28	21	155.6%	6.3%
Iveco (MD)	5	12	73	127	-7	-54	-58.3%	-42.5%
Iveco C/C (LD)	76	106	833	1,275	-30	-442	-28.3%	-34.7%
Iveco Van (LD)	46	30	347	369	16	-22	53.3%	-6.0%
Iveco Trucks Total	173	166	1,609	2,106	7	-497	4.2%	-23.6%
JAC								
JAC T9 4X4	101	0	1,463	0	101	1,463	-	-
JAC Total	101	0	1,463	0	101	1,463	-	-
Jaguar								
Jaguar E-Pace	1	21	177	162	-20	15	-95.2%	9.3%
Jaguar F-Pace	13	21	288	405	-8	-117	-38.1%	-28.9%
Jaguar F-Type	0	3	20	48	-3	-28	-100.0%	-58.3%
Jaguar I-Pace	0	0	5	11	0	-6	-	-54.5%
Jaguar XE	0	1	3	65	-1	-62	-100.0%	-95.4%
Jaguar XF	0	1	0	12	-1	-12	-100.0%	-100.0%
Jaguar Total	14	47	493	703	-33	-210	-70.2%	-29.9%

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Jeep								
Jeep Compass	1	24	139	479	-23	-340	-95.8%	-71.0%
Jeep Gladiator	14	47	321	467	-33	-146	-70.2%	-31.3%
Jeep Grand Cherokee	10	38	665	602	-28	63	-73.7%	10.5%
Jeep Wrangler	23	53	396	672	-30	-276	-56.6%	-41.1%
Jeep Total	48	162	1,521	2,220	-114	-699	-70.4%	-31.5%
Kenworth								
Kenworth	301	338	3,119	3,416	-37	-297	-10.9%	-8.7%
Kenworth Total	301	338	3,119	3,416	-37	-297	-10.9%	-8.7%
KGM								
KGM Ssangyong Actyon	23	0	153	0	23	153	-	-
KGM SsangYong Korando	15	22	185	403	-7	-218	-31.8%	-54.1%
KGM Ssangyong Musso 4X2	6	0	6	0	6	6	-	-
KGM Ssangyong Musso/MusXLV 4X4	150	185	1,923	3,084	-35	-1,161	-18.9%	-37.6%
KGM Ssangyong Rexton	89	117	1,295	1,484	-28	-189	-23.9%	-12.7%
KGM SsangYong Torres	15	34	279	131	-19	148	-55.9%	113.0%
KGM Total	298	358	3,841	5,102	-60	-1,261	-16.8%	-24.7%
Kia								
Kia Carnival	999	909	9,962	9,412	90	550	9.9%	5.8%
Kia Cerato	0	1,035	1,094	14,807	-1,035	-13,713	-100.0%	-92.6%
Kia EV3	235	0	2,416	0	235	2,416	-	-
Kia EV5	300	199	4,541	336	101	4,205	50.8%	>999%
Kia EV6	8	111	339	1,710	-103	-1,371	-92.8%	-80.2%
Kia EV9	8	44	260	534	-36	-274	-81.8%	-51.3%
Kia K4	695	0	5,942	0	695	5,942	-	-
Kia Niro	25	95	375	1,396	-70	-1,021	-73.7%	-73.1%
Kia Picanto	584	349	6,728	5,287	235	1,441	67.3%	27.3%
Kia Seltos	759	473	8,641	7,446	286	1,195	60.5%	16.0%
Kia Sorento	547	714	8,135	9,093	-167	-958	-23.4%	-10.5%
Kia Sportage	1,185	1,766	17,806	19,997	-581	-2,191	-32.9%	-11.0%
Kia Stonic	558	715	6,049	5,467	-157	582	-22.0%	10.6%
Kia Tasman 4X2	51	0	225	0	51	225	-	-
Kia Tasman 4X4	556	0	3,491	0	556	3,491	-	-
Kia Total	6,510	6,410	76,004	75,485	100	519	1.6%	0.7%
Lamborghini								
Lamborghini Coupe/Conv	7	7	106	150	0	-44	0.0%	-29.3%
Lamborghini Urus	8	3	142	104	5	38	166.7%	36.5%
Lamborghini Total	15	10	248	254	5	-6	50.0%	-2.4%
Land Rover								
Land Rover Defender	248	274	3,627	3,029	-26	598	-9.5%	19.7%
Land Rover Discovery	31	36	392	430	-5	-38	-13.9%	-8.8%
Land Rover Discovery Sport	33	39	373	326	-6	47	-15.4%	14.4%
Land Rover Range Rover	14	47	352	646	-33	-294	-70.2%	-45.5%
Land Rover Range Rover Evoque	48	38	582	536	10	46	26.3%	8.6%
Land Rover Range Rover Sport	152	206	2,134	2,053	-54	81	-26.2%	3.9%
Land Rover Range Rover Velar	30	23	343	332	7	11	30.4%	3.3%
Land Rover Total	556	663	7,803	7,352	-107	451	-16.1%	6.1%

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
LDV								
LDV D90	212	182	3,140	2,191	30	949	16.5%	43.3%
LDV Deliver 7 / eDeliver7	86	41	1,100	181	45	919	109.8%	507.7%
LDV Deliver 9 / eDeliver 9	191	228	2,237	2,780	-37	-543	-16.2%	-19.5%
LDV Deliver 9 Bus	33	36	323	422	-3	-99	-8.3%	-23.5%
LDV Deliver 9 Motorhome	2	0	2	0	2	2	-	-
LDV G10/G10+	99	189	1,533	2,745	-90	-1,212	-47.6%	-44.2%
LDV Mifa	0	34	166	447	-34	-281	-100.0%	-62.9%
LDV Mifa9	0	6	3	15	-6	-12	-100.0%	-80.0%
LDV T60/T60 EV 4X2	0	3	19	26	-3	-7	-100.0%	-26.9%
LDV T60/T60 MAX 4X4	300	487	3,980	5,848	-187	-1,868	-38.4%	-31.9%
LDV Terron 9	114	0	513	0	114	513	-	-
LDV V80	0	14	40	280	-14	-240	-100.0%	-85.7%
LDV Total	1,037	1,220	13,056	14,935	-183	-1,879	-15.0%	-12.6%
Leapmotor								
Leapmotor B10	33	0	40	0	33	40	-	-
Leapmotor C10	57	0	566	0	57	566	-	-
Leapmotor Total	90	0	606	0	90	606	-	-
Lexus								
Lexus ES	116	70	951	962	46	-11	65.7%	-1.1%
Lexus GX	123	173	1,088	753	-50	335	-28.9%	44.5%
Lexus LBX	88	128	1,885	1,355	-40	530	-31.3%	39.1%
Lexus LC	4	3	52	50	1	2	33.3%	4.0%
Lexus LM	3	49	212	265	-46	-53	-93.9%	-20.0%
Lexus LS	1	1	13	11	0	2	0.0%	18.2%
Lexus LX	42	75	557	504	-33	53	-44.0%	10.5%
Lexus NX	439	517	5,523	5,619	-78	-96	-15.1%	-1.7%
Lexus RX	236	145	1,925	1,871	91	54	62.8%	2.9%
Lexus RZ	0	11	41	200	-11	-159	-100.0%	-79.5%
Lexus UX	89	63	1,113	779	26	334	41.3%	42.9%
Lexus Total	1,141	1,235	13,360	12,369	-94	991	-7.6%	8.0%
Lotus								
Lotus Eletre	1	1	9	11	0	-2	0.0%	-18.2%
Lotus Emeya	0	0	3	5	0	-2	-	-40.0%
Lotus Emira	3	8	48	134	-5	-86	-62.5%	-64.2%
Lotus Total	4	9	60	150	-5	-90	-55.6%	-60.0%
Mack								
Mack (HD)	60	62	654	897	-2	-243	-3.2%	-27.1%
Mack Total	60	62	654	897	-2	-243	-3.2%	-27.1%
Man								
MAN (HD)	17	59	257	324	-42	-67	-71.2%	-20.7%
MAN (MD)	12	8	55	45	4	10	50.0%	22.2%
Man Total	29	67	312	369	-38	-57	-56.7%	-15.4%
Maserati								
Maserati Coupe/Conv	0	1	13	25	-1	-12	-100.0%	-48.0%
Maserati Ghibli	0	2	7	17	-2	-10	-100.0%	-58.8%
Maserati Grecale	15	17	225	270	-2	-45	-11.8%	-16.7%
Maserati Levante	0	6	6	43	-6	-37	-100.0%	-86.0%
Maserati Total	15	26	251	355	-11	-104	-42.3%	-29.3%

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Mazda								
Mazda BT-50 4X2	303	293	2,849	3,022	10	-173	3.4%	-5.7%
Mazda BT-50 4X4	922	970	10,786	11,041	-48	-255	-4.9%	-2.3%
Mazda CX-3	997	1,624	14,263	17,057	-627	-2,794	-38.6%	-16.4%
Mazda CX-30	917	967	11,212	11,770	-50	-558	-5.2%	-4.7%
Mazda CX-5	1,879	1,727	20,721	21,237	152	-516	8.8%	-2.4%
Mazda CX-60	442	228	4,932	3,682	214	1,250	93.9%	33.9%
Mazda CX-70	30	49	333	86	-19	247	-38.8%	287.2%
Mazda CX-8	0	4	9	2,632	-4	-2,623	-100.0%	-99.7%
Mazda CX-80	257	273	3,515	386	-16	3,129	-5.9%	810.6%
Mazda CX-9	0	2	1	387	-2	-386	-100.0%	-99.7%
Mazda CX-90	63	62	658	874	1	-216	1.6%	-24.7%
Mazda MX-30	0	0	5	108	0	-103	-	-95.4%
Mazda MX5	63	53	760	621	10	139	18.9%	22.4%
Mazda2	378	525	3,983	4,948	-147	-965	-28.0%	-19.5%
Mazda3	721	696	9,484	9,618	25	-134	3.6%	-1.4%
Mazda6	7	115	850	1,262	-108	-412	-93.9%	-32.6%
Mazda Total	6,979	7,588	84,361	88,731	-609	-4,370	-8.0%	-4.9%
McLaren								
McLaren Coupe/Conv	4	11	64	82	-7	-18	-63.6%	-22.0%
McLaren Total	4	11	64	82	-7	-18	-63.6%	-22.0%
Mercedes-Benz Cars								
Mercedes-AMG GT 4D	0	2	6	14	-2	-8	-100.0%	-57.1%
Mercedes-AMG GT Cpe/Conv	9	3	128	3	6	125	200.0%	>999%
Mercedes-Benz A-Class	176	88	1,912	1,837	88	75	100.0%	4.1%
Mercedes-Benz B-Class	0	0	0	2	0	-2	-	-100.0%
Mercedes-Benz C-Class	97	116	1,315	1,830	-19	-515	-16.4%	-28.1%
Mercedes-Benz C-Class Cpe/Conv	0	0	0	42	0	-42	-	-100.0%
Mercedes-Benz CLA-Class	29	45	511	718	-16	-207	-35.6%	-28.8%
Mercedes-Benz CLE-Class	57	63	862	448	-6	414	-9.5%	92.4%
Mercedes-Benz E-Class	30	18	487	353	12	134	66.7%	38.0%
Mercedes-Benz E-Class Cpe/Conv	0	1	1	18	-1	-17	-100.0%	-94.4%
Mercedes-Benz EQA	103	60	838	975	43	-137	71.7%	-14.1%
Mercedes-Benz EQB	59	74	802	409	-15	393	-20.3%	96.1%
Mercedes-Benz EQC	0	0	0	70	0	-70	-	-100.0%
Mercedes-Benz EQE	1	3	112	157	-2	-45	-66.7%	-28.7%
Mercedes-Benz EQE SUV	12	15	952	741	-3	211	-20.0%	28.5%
Mercedes-Benz EQS	2	0	6	20	2	-14	-	-70.0%
Mercedes-Benz EQS SUV	8	6	145	129	2	16	33.3%	12.4%
Mercedes-Benz G-Class	40	29	506	372	11	134	37.9%	36.0%
Mercedes-Benz GLA-Class	161	311	3,064	2,809	-150	255	-48.2%	9.1%
Mercedes-Benz GLB-Class	125	100	1,099	1,156	25	-57	25.0%	-4.9%
Mercedes-Benz GLC-Class Coupe	90	135	1,406	1,374	-45	32	-33.3%	2.3%
Mercedes-Benz GLC-Class Wagon	341	245	3,920	2,638	96	1,282	39.2%	48.6%
Mercedes-Benz GLE-Class Coupe	93	34	451	348	59	103	173.5%	29.6%
Mercedes-Benz GLE-Class Wagon	271	129	1,856	1,342	142	514	110.1%	38.3%
Mercedes-Benz GLS-Class	11	44	567	423	-33	144	-75.0%	34.0%
Mercedes-Benz S-Class	3	5	77	40	-2	37	-40.0%	92.5%
Mercedes-Benz SL-Class	0	0	27	40	0	-13	-	-32.5%
Mercedes-Benz Cars Total	1,718	1,526	21,050	18,308	192	2,742	12.6%	15.0%
Mercedes-Benz Trucks								
Mercedes (HD)	57	103	762	1,008	-46	-246	-44.7%	-24.4%
Mercedes (LD)	0	0	0	18	0	-18	-	-100.0%
Mercedes (MD)	2	2	57	61	0	-4	0.0%	-6.6%
Mercedes-Benz Trucks Total	59	105	819	1,087	-46	-268	-43.8%	-24.7%

NEW VEHICLE SALES BY MARQUE & MODEL
NOVEMBER 2025

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Mercedes-Benz Vans								
Mercedes-Benz EQV	3	2	38	12	1	26	50.0%	216.7%
Mercedes-Benz Marco Polo	0	21	0	52	-21	-52	-100.0%	-100.0%
Mercedes-Benz Sprinter	243	360	3,364	3,519	-117	-155	-32.5%	-4.4%
Mercedes-Benz Sprinter Bus	3	11	71	95	-8	-24	-72.7%	-25.3%
Mercedes-Benz V-Class	22	25	227	232	-3	-5	-12.0%	-2.2%
Mercedes-Benz Vito / eVito Van	33	27	508	365	6	143	22.2%	39.2%
Mercedes-Benz Vito/ eVito Tour	2	7	122	92	-5	30	-71.4%	32.6%
Mercedes-Benz Vans Total	306	453	4,330	4,367	-147	-37	-32.5%	-0.8%
MG								
MG Cyberster	4	30	51	30	-26	21	-86.7%	70.0%
MG HS	222	464	4,030	3,994	-242	36	-52.2%	0.9%
MG IM5	47	0	132	0	47	132	-	-
MG IM6	53	0	203	0	53	203	-	-
MG MG3	471	714	7,836	11,135	-243	-3,299	-34.0%	-29.6%
MG MG4	145	821	2,901	6,079	-676	-3,178	-82.3%	-52.3%
MG MG5	48	249	1,871	3,674	-201	-1,803	-80.7%	-49.1%
MG MGU9	163	0	304	0	163	304	-	-
MG QS	111	0	888	0	111	888	-	-
MG S5	222	0	1,688	0	222	1,688	-	-
MG ZS	1,186	2,794	18,944	21,462	-1,608	-2,518	-57.6%	-11.7%
MG Total	2,672	5,072	38,848	46,374	-2,400	-7,526	-47.3%	-16.2%
MINI								
MINI Aceman	25	53	587	134	-28	453	-52.8%	338.1%
MINI Cabrio	26	0	354	188	26	166	-	88.3%
MINI Clubman	0	0	0	174	0	-174	-	-100.0%
MINI Cooper	180	106	2,113	1,459	74	654	69.8%	44.8%
MINI Countryman	171	189	2,068	1,721	-18	347	-9.5%	20.2%
MINI Total	402	348	5,122	3,676	54	1,446	15.5%	39.3%
Mitsubishi								
Mitsubishi ASX	223	1,176	9,160	11,325	-953	-2,165	-81.0%	-19.1%
Mitsubishi Eclipse Cross	186	627	4,287	8,632	-441	-4,345	-70.3%	-50.3%
Mitsubishi Outlander	2,006	2,472	20,523	25,622	-466	-5,099	-18.9%	-19.9%
Mitsubishi Pajero Sport	517	425	5,531	6,792	92	-1,261	21.6%	-18.6%
Mitsubishi Triton 4X2	266	279	2,359	3,087	-13	-728	-4.7%	-23.6%
Mitsubishi Triton 4X4	1,216	1,226	14,918	13,335	-10	1,583	-0.8%	11.9%
Mitsubishi Total	4,414	6,205	56,778	68,793	-1,791	-12,015	-28.9%	-17.5%
Nissan								
Nissan Ariya	13	0	114	0	13	114	-	-
Nissan Juke	49	96	695	1,592	-47	-897	-49.0%	-56.3%
Nissan Leaf	0	9	62	328	-9	-266	-100.0%	-81.1%
Nissan Navara 4X2	47	56	401	973	-9	-572	-16.1%	-58.8%
Nissan Navara 4X4	256	511	6,441	8,257	-255	-1,816	-49.9%	-22.0%
Nissan Pathfinder	40	11	676	508	29	168	263.6%	33.1%
Nissan Patrol Wagon	400	858	5,854	7,567	-458	-1,713	-53.4%	-22.6%
Nissan Qashqai	219	302	4,265	6,129	-83	-1,864	-27.5%	-30.4%
Nissan X-Trail	1,316	1,495	14,746	15,398	-179	-652	-12.0%	-4.2%
Nissan Z	11	12	147	308	-1	-161	-8.3%	-52.3%
Nissan Total	2,351	3,350	33,401	41,060	-999	-7,659	-29.8%	-18.7%
Omoda Jaecoo								
Omoda Jaecoo J7	342	0	2,344	0	342	2,344	-	-
Omoda Jaecoo J8	95	0	575	0	95	575	-	-
Omoda Jaecoo Omoda 9	78	0	305	0	78	305	-	-
Omoda Jaecoo Total	515	0	3,224	0	515	3,224	-	-

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Peugeot								
Peugeot 2008	4	3	147	333	1	-186	33.3%	-55.9%
Peugeot 208/e208	0	0	4	0	0	4	-	-
Peugeot 3008 / E3008	20	1	249	347	19	-98	>999%	-28.2%
Peugeot 308/e308	3	7	82	147	-4	-65	-57.1%	-44.2%
Peugeot 408	7	14	86	71	-7	15	-50.0%	21.1%
Peugeot 5008	3	0	55	0	3	55	-	-
Peugeot 5008 (Gen 2)	0	4	4	40	-4	-36	-100.0%	-90.0%
Peugeot 508	0	0	2	65	0	-63	-	-96.9%
Peugeot Boxer	1	1	19	35	0	-16	0.0%	-45.7%
Peugeot Expert / E-Expert	12	18	211	298	-6	-87	-33.3%	-29.2%
Peugeot Partner / E-Partner	31	42	390	452	-11	-62	-26.2%	-13.7%
Peugeot Total	81	90	1,249	1,788	-9	-539	-10.0%	-30.1%
Polestar								
Polestar 2	0	0	0	264	0	-264	-	-100.0%
Polestar Total	0	0	0	264	0	-264	-	-100.0%
Porsche								
Porsche 911	56	37	641	755	19	-114	51.4%	-15.1%
Porsche Boxster	9	22	149	283	-13	-134	-59.1%	-47.3%
Porsche Cayenne Coupe	60	71	849	933	-11	-84	-15.5%	-9.0%
Porsche Cayenne Wagon	55	47	615	779	8	-164	17.0%	-21.1%
Porsche Cayman	12	40	201	421	-28	-220	-70.0%	-52.3%
Porsche Macan	76	320	2,133	2,934	-244	-801	-76.3%	-27.3%
Porsche Panamera	2	5	81	56	-3	25	-60.0%	44.6%
Porsche Taycan	4	8	165	266	-4	-101	-50.0%	-38.0%
Porsche Total	274	550	4,834	6,427	-276	-1,593	-50.2%	-24.8%
RAM								
RAM 1500	191	272	2,512	2,962	-81	-450	-29.8%	-15.2%
RAM 2500	55	43	503	525	12	-22	27.9%	-4.2%
RAM 3500	1	0	13	45	1	-32	-	-71.1%
RAM Total	247	315	3,028	3,532	-68	-504	-21.6%	-14.3%
Renault								
Renault Arkana	14	46	209	407	-32	-198	-69.6%	-48.6%
Renault Captur	0	5	7	163	-5	-156	-100.0%	-95.7%
Renault Duster	24	0	163	0	24	163	-	-
Renault Kangoo	27	33	236	171	-6	65	-18.2%	38.0%
Renault Koleos	81	43	932	865	38	67	88.4%	7.7%
Renault Master	141	225	1,739	1,979	-84	-240	-37.3%	-12.1%
Renault Master Bus	1	34	35	70	-33	-35	-97.1%	-50.0%
Renault Megane	0	0	1	27	0	-26	-	-96.3%
Renault Megane E-Tech	11	16	201	246	-5	-45	-31.3%	-18.3%
Renault Scenic E-Tech	2	0	2	0	2	2	-	-
Renault Trafic	49	72	719	1,210	-23	-491	-31.9%	-40.6%
Renault Total	350	474	4,244	5,138	-124	-894	-26.2%	-17.4%
Rolls-Royce								
Rolls-Royce Coupe/Conv	2	1	16	18	1	-2	100.0%	-11.1%
Rolls-Royce Cullinan	4	5	33	22	-1	11	-20.0%	50.0%
Rolls-Royce Sedan	0	1	15	9	-1	6	-100.0%	66.7%
Rolls-Royce Total	6	7	64	49	-1	15	-14.3%	30.6%
Scania								
Scania (HD)	113	98	1,047	1,364	15	-317	15.3%	-23.2%
Scania Total	113	98	1,047	1,364	15	-317	15.3%	-23.2%

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
SEA Electric								
SEA Electric (HD)	0	0	0	3	0	-3	-	-100.0%
SEA Electric (MD)	0	0	0	9	0	-9	-	-100.0%
SEA Electric Total	0	0	0	12	0	-12	-	-100.0%
Skoda								
Skoda Elroq	36	0	217	0	36	217	-	-
Skoda Enyaq	90	31	313	31	59	282	190.3%	909.7%
Skoda Fabia	20	16	307	311	4	-4	25.0%	-1.3%
Skoda Kamiq	62	78	893	1,234	-16	-341	-20.5%	-27.6%
Skoda Karoq	47	49	427	713	-2	-286	-4.1%	-40.1%
Skoda Kodiaq	121	74	1,156	1,105	47	51	63.5%	4.6%
Skoda Octavia	53	47	670	820	6	-150	12.8%	-18.3%
Skoda Scala	29	77	234	393	-48	-159	-62.3%	-40.5%
Skoda Superb	11	6	181	150	5	31	83.3%	20.7%
Skoda Total	469	378	4,398	4,757	91	-359	24.1%	-7.5%
Stellantis								
Alfa Romeo Junior	13	0	91	0	13	91	-	-
Jeep Avenger	6	20	92	72	-14	20	-70.0%	27.8%
Stellantis Total	19	20	183	72	-1	111	-5.0%	154.2%
Subaru								
Subaru BRZ	58	67	715	899	-9	-184	-13.4%	-20.5%
Subaru Crosstrek	862	896	10,009	10,668	-34	-659	-3.8%	-6.2%
Subaru Forester	1,178	1,038	13,658	12,386	140	1,272	13.5%	10.3%
Subaru Impreza	101	112	1,499	1,698	-11	-199	-9.8%	-11.7%
Subaru Outback	651	734	7,869	9,591	-83	-1,722	-11.3%	-18.0%
Subaru Solterra	15	12	157	372	3	-215	25.0%	-57.8%
Subaru WRX	142	143	1,887	2,021	-1	-134	-0.7%	-6.6%
Subaru Total	3,007	3,002	35,794	37,635	5	-1,841	0.2%	-4.9%
Suzuki								
Suzuki Fronx	314	0	1,447	0	314	1,447	-	-
Suzuki Ignis	64	154	821	1,694	-90	-873	-58.4%	-51.5%
Suzuki Jimny	332	1,111	6,731	9,096	-779	-2,365	-70.1%	-26.0%
Suzuki S-Cross	25	41	453	672	-16	-219	-39.0%	-32.6%
Suzuki Swift	256	623	3,161	5,735	-367	-2,574	-58.9%	-44.9%
Suzuki Vitara	59	324	1,847	2,726	-265	-879	-81.8%	-32.2%
Suzuki Total	1,050	2,253	14,460	19,923	-1,203	-5,463	-53.4%	-27.4%
Tesla								
Tesla Model 3	0	0	0	10,600	0	-10,600	-	-100.0%
Tesla Model Y	0	0	0	12,516	0	-12,516	-	-100.0%
Tesla Total	0	0	0	23,116	0	-23,116	-	-100.0%

NEW VEHICLE SALES BY MARQUE & MODEL
NOVEMBER 2025

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Toyota								
Toyota bZ4X	61	61	858	914	0	-56	0.0%	-6.1%
Toyota Camry	801	400	9,309	15,014	401	-5,705	100.3%	-38.0%
Toyota C-HR	98	232	2,774	2,659	-134	115	-57.8%	4.3%
Toyota Coaster	43	20	661	245	23	416	115.0%	169.8%
Toyota Corolla	1,686	1,599	17,400	22,526	87	-5,126	5.4%	-22.8%
Toyota Corolla Cross	1,143	639	11,581	8,098	504	3,483	78.9%	43.0%
Toyota Fortuner	226	244	3,154	2,721	-18	433	-7.4%	15.9%
Toyota GR86 / 86	36	44	666	550	-8	116	-18.2%	21.1%
Toyota Granvia	0	5	33	110	-5	-77	-100.0%	-70.0%
Toyota Hiace Commuter	116	225	3,565	2,633	-109	932	-48.4%	35.4%
Toyota Hiace Van	1,021	1,122	10,109	11,171	-101	-1,062	-9.0%	-9.5%
Toyota Hilux 4X2	331	703	7,420	7,098	-372	322	-52.9%	4.5%
Toyota Hilux 4X4	3,087	2,869	41,255	43,068	218	-1,813	7.6%	-4.2%
Toyota Kluger	543	515	7,588	9,236	28	-1,648	5.4%	-17.8%
Toyota Landcruiser PU/CC	707	817	9,685	11,171	-110	-1,486	-13.5%	-13.3%
Toyota Landcruiser Wagon	921	1,082	10,947	14,546	-161	-3,599	-14.9%	-24.7%
Toyota Mirai	0	0	2	9	0	-7	-	-77.8%
Toyota Prado	1,481	3,590	24,779	7,115	-2,109	17,664	-58.7%	248.3%
Toyota RAV4	6,390	5,526	45,909	53,599	864	-7,690	15.6%	-14.3%
Toyota Supra	11	3	177	216	8	-39	266.7%	-18.1%
Toyota Tundra	70	89	746	333	-19	413	-21.3%	124.0%
Toyota Yaris	154	129	2,646	2,130	25	516	19.4%	24.2%
Toyota Yaris Cross	861	648	10,058	7,477	213	2,581	32.9%	34.5%
Toyota Total	19,787	20,562	221,322	222,639	-775	-1,317	-3.8%	-0.6%
UD Trucks								
UD Trucks (HD)	37	50	415	754	-13	-339	-26.0%	-45.0%
UD Trucks (MD)	0	6	50	87	-6	-37	-100.0%	-42.5%
UD Trucks Total	37	56	465	841	-19	-376	-33.9%	-44.7%
Volkswagen								
Volkswagen Amarok 4X4	371	623	5,020	7,920	-252	-2,900	-40.4%	-36.6%
Volkswagen Arteon	0	0	0	87	0	-87	-	-100.0%
Volkswagen Caddy	5	13	101	104	-8	-3	-61.5%	-2.9%
Volkswagen Caddy Cargo Van	71	44	818	709	27	109	61.4%	15.4%
Volkswagen California	0	7	17	125	-7	-108	-100.0%	-86.4%
Volkswagen Caravelle	0	3	3	7	-3	-4	-100.0%	-57.1%
Volkswagen Crafter	58	61	526	746	-3	-220	-4.9%	-29.5%
Volkswagen Golf	161	392	2,865	2,593	-231	272	-58.9%	10.5%
Volkswagen ID. Buzz	73	4	444	4	69	440	>999%	>999%
Volkswagen ID. Buzz Cargo	8	2	182	2	6	180	300.0%	>999%
Volkswagen ID.4	129	0	1,055	0	129	1,055	-	-
Volkswagen ID.5	51	0	344	0	51	344	-	-
Volkswagen Multivan	21	34	269	521	-13	-252	-38.2%	-48.4%
Volkswagen Passat	0	4	66	101	-4	-35	-100.0%	-34.7%
Volkswagen Passat Alltrack	0	0	3	81	0	-78	-	-96.3%
Volkswagen Polo	88	236	845	1,995	-148	-1,150	-62.7%	-57.6%
Volkswagen Tayron	199	0	645	0	199	645	-	-
Volkswagen T-Cross	67	229	1,405	1,732	-162	-327	-70.7%	-18.9%
Volkswagen Tiguan	347	341	3,382	4,334	6	-952	1.8%	-22.0%
Volkswagen Tiguan Allspace	44	343	3,007	3,803	-299	-796	-87.2%	-20.9%
Volkswagen Touareg	50	106	728	833	-56	-105	-52.8%	-12.6%
Volkswagen Transporter	29	88	295	813	-59	-518	-67.0%	-63.7%
Volkswagen T-Roc	303	684	4,786	7,251	-381	-2,465	-55.7%	-34.0%
Volkswagen Total	2,075	3,214	26,806	33,761	-1,139	-6,955	-35.4%	-20.6%

NEW VEHICLE SALES BY MARQUE & MODEL
NOVEMBER 2025

	Month		YTD		Variance +/- Vol. & %			
	2025	2024	2025	2024	MTH	YTD	MTH	YTD
Volvo Car								
Volvo C40	0	32	165	504	-32	-339	-100.0%	-67.3%
Volvo ES90	17	0	17	0	17	17	-	-
Volvo EX30	90	164	1,189	2,020	-74	-831	-45.1%	-41.1%
Volvo EX90	16	0	203	0	16	203	-	-
Volvo S60	0	15	37	146	-15	-109	-100.0%	-74.7%
Volvo V60 Cross Country	0	8	95	142	-8	-47	-100.0%	-33.1%
Volvo XC40	205	187	2,482	2,913	18	-431	9.6%	-14.8%
Volvo XC60	234	148	1,855	1,765	86	90	58.1%	5.1%
Volvo XC90	67	68	693	792	-1	-99	-1.5%	-12.5%
Volvo Car Total	629	622	6,736	8,282	7	-1,546	1.1%	-18.7%
Volvo Commercial								
Volvo Truck (HD)	198	215	2,124	2,904	-17	-780	-7.9%	-26.9%
Volvo Truck (MD)	0	3	25	69	-3	-44	-100.0%	-63.8%
Volvo Commercial Total	198	218	2,149	2,973	-20	-824	-9.2%	-27.7%
Western Star								
Western Star (HD)	20	14	156	222	6	-66	42.9%	-29.7%
Western Star Total	20	14	156	222	6	-66	42.9%	-29.7%
Zeekr								
Zeekr 009	15	0	119	0	15	119	-	-
Zeekr 7X	682	0	913	0	682	913	-	-
Zeekr X	30	0	641	0	30	641	-	-
Zeekr Total	727	0	1,673	0	727	1,673	-	-
TOTAL	97,037	99,091	1,111,064	1,124,712	-2,054	-13,648	-2.1%	-1.2%