



2020 AUTO INDUSTRY SALES REPORT

USA SALES BY QUARTER

F&I Tools

Automotive Industry

KEY POINTS

Quarter 4 finished strong.

Toyota bumped Ford down to 3rd place in 2020 for the first time in recent history.

Even after a rebound, auto industry sales dropped 15% year over year.

The final report landed at 14.6 million total vehicles sold in the USA in 2020, ending a five year run of 17 million vehicles sold per year.

Car sales will rebound next year as waiting buyers return to dealerships when vaccines prove effective and pandemic lockdowns cease.

2020 FULL YEAR REPORT

2020 Top 6	Rank	Q1	Q2	Q3	Q4	2020 YTD
GM	1	612,488	492,501	665,022	768,189	2,538,190
Toyota	2	496,644	398,734	558,452	660,310	2,113,140
Ford	3	515,111	433,874	549,134	536,426	2,034,545
FCA Jeep	4	446,595	367,094	507,384	499,600	1,820,673
Honda	5	299,041	292,744	378,422	366,657	1,336,864
Hyundai Kia	6	272,815	268,388	339,577	341,654	1,222,433
Other Leaders						
Nissan	7	292,988	189,335	264,102	257,809	1,004,234
Subaru	8	130,608	136,611	169,450	175,409	612,078
VW	9	128,585	116,844	148,033	173,867	567,329
Mercedes	10	75,297	69,505	85,109	95,306	325,217
BMW	11	67,397	56,285	77,383	107,330	308,395
Mazda	12	67,702	61,204	74,411	75,801	279,118
Tesla	13	52,800	36,800	64,000	64,000	217,600
Jag Land Rover	14	29,344	19,121	20,548	40,154	109,167
Volvo	15	19,477	22,392	30,349	38,023	110,241
Top 6 Total		2,641,694	2,253,335	2,997,991	3,172,836	11,065,845
Other Total		864,194	708,097	933,385	1,027,669	3,533,345
2020 Grand Total		3,505,888	2,961,432	3,931,376	4,200,505	14,599,190




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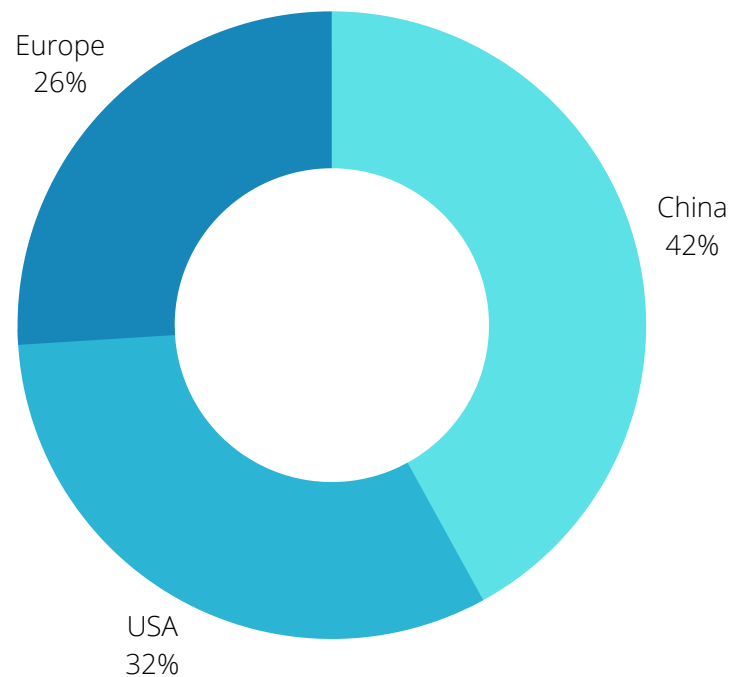
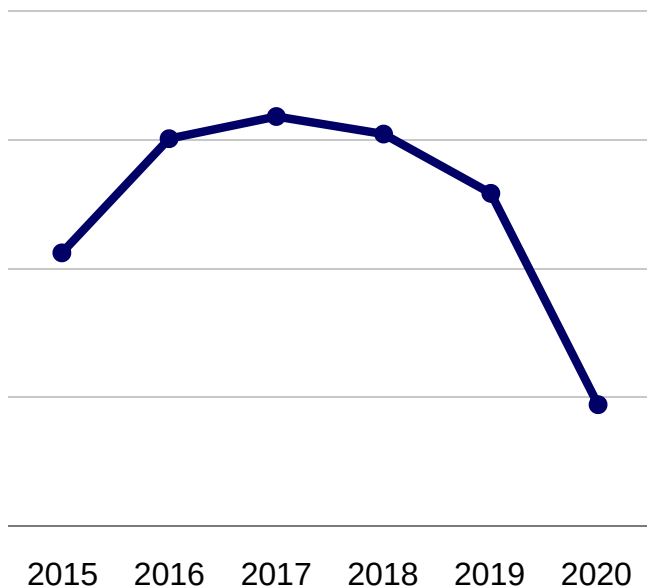
Current data can be accessed at

www.factorywarrantylist.com

Region	2105	2016	2017	2018	2019	2020	2015 - 2020
China	20.01	23.57	24.28	23.75	21.85	19.29	132.75
Europe	13.20	13.97	14.39	14.29	14.02	10.84	80.71
USA	17.70	17.50	17.23	17.18	17.05	14.59	101.25
Top 3 Total	50.61	55.04	55.90	55.22	52.92	44.72	315 Million

Analyst statement:

The Covid pandemic brought car sales to a halt in March 2020, but the recovery has been steady and if vaccines prove successful, look for an automotive industry boom in the new year as demand shows buyers are eager to return to market.



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www.factorywarrantylist.com/sales-report.html

Auto Finance

DATA SOURCE