

**TOYOTA RETAIL SALES
(INCLUDES FLEET & HAWAII)
August, 2011**

	---- CURRENT MONTH ----			-- CALENDAR YEAR TO DATE --		
	2011	2010	DSR % CHG	2011	2010	DSR % CHG
YARIS	1,112	2,900	-63.1	14,192	28,958	-51.2
COROLLA	16,420	20,280	-22.1	170,744	188,126	-9.7
CAMRY	30,185	30,764	-5.7	204,670	220,061	-7.4
AVALON	2,392	2,512	-8.4	18,531	18,801	-1.9
PRIUS	9,491	11,799	-22.7	83,918	91,940	-9.2
SCION xB	1,785	1,965	-12.7	11,559	14,116	-18.5
SCION tC	1,114	1,092	-1.9	15,589	8,848	75.3
SCION xD	750	955	-24.5	6,621	6,708	-1.8
TOTAL TOYOTA DIV. PASS. CAR	63,250	72,267	-15.8	525,825	577,558	-9.4
ES	3,887	4,161	-10.2	23,333	30,263	-23.3
CT	2,087	0	N/A	7,408	0	N/A
HS	284	594	-54.0	1,947	7,251	-73.3
LS	816	939	-16.4	5,643	7,575	-25.9
SC	0	35	-100.0	18	257	-93.0
GS	388	619	-39.7	2,794	4,697	-40.8
IS	2,865	3,005	-8.3	18,185	22,247	-18.7
LFA	4	0	N/A	40	0	N/A
TOTAL LEXUS PASS. CAR	10,331	9,353	6.2	59,368	72,290	-18.3
TOTAL TOYOTA PASS. CAR	73,581	81,620	-13.3	585,193	649,848	-10.4
SIENNA	8,648	8,729	-4.7	74,213	62,211	18.7
RAV4	6,502	14,727	-57.5	88,471	111,706	-21.2
FJ CRUISER	1,146	1,434	-23.2	9,276	9,926	-7.0
4RUNNER	3,608	3,833	-9.5	28,936	29,600	-2.7
HIGHLANDER	8,047	7,670	0.9	65,536	55,206	18.1
VENZA	3,725	3,644	-1.7	26,386	32,864	-20.1
LAND CRUISER	135	114	13.9	1,094	1,169	-6.9
SEQUOIA	917	1,059	-16.7	7,848	7,992	-2.3
TOTAL SUV	24,080	32,481	-28.7	227,547	248,463	-8.9
4X2 TACOMA	3,497	3,857	-12.8	31,212	33,034	-6.0
4X4 TACOMA	5,153	4,382	13.1	39,262	35,676	9.5
TOTAL TACOMA	8,650	8,239	1.0	70,474	68,710	2.1
TUNDRA	6,752	7,207	-9.9	54,362	61,722	-12.4
TOTAL PICKUP	15,402	15,446	-4.1	124,836	130,432	-4.8
TOTAL TOYOTA DIV. LT TRUCK	48,130	56,656	-18.3	426,596	441,106	-3.8
LX	310	379	-21.4	2,047	2,256	-9.7
GX	958	1,227	-24.9	7,424	10,468	-29.4
RX	6,504	8,506	-26.5	51,813	60,476	-14.7
TOTAL LEXUS LIGHT TRUCK	7,772	10,112	-26.1	61,284	73,200	-16.7
TOTAL TOYOTA LIGHT TRUCK	55,902	66,768	-19.5	487,880	514,306	-5.6
TOTAL TOYOTA DIV.	111,380	128,923	-16.9	952,421	1,018,664	-7.0
TOTAL LEXUS	18,103	19,465	-10.6	120,652	145,490	-17.5
TOTAL TOYOTA	129,483	148,388	-16.1	1,073,073	1,164,154	-8.3
MEMO:						
DOM. COROLLA	12,402	12,174	-2.0	120,441	169,387	-29.2
DOM. CAMRY	30,164	30,502	-4.9	203,688	218,184	-7.1
DOM. RAV4	4,973	10,164	-53.0	71,901	56,878	25.8
DOM. HIGHLANDER	7,785	4,711	58.9	61,659	42,419	44.6
DOM. PICKUP	15,402	15,446	-4.1	124,836	130,432	-4.8
DOM. RX	5,394	6,533	-20.6	40,806	46,674	-13.0
SELLING DAYS	26	25		204	203	

**TOYOTA RETAIL SALES
(INCLUDES FLEET & HAWAII)
August, 2011**

	---- CURRENT MONTH ----			-- CALENDAR YEAR TO DATE --		
	2011	2010	DSR % CHG	2011	2010	DSR % CHG
TOYOTA DIV. IMPORT CAR	18,292	27,079	-35.0	183,165	171,186	6.5
LEXUS IMPORT CAR	10,331	9,353	6.2	59,368	72,290	-18.3
TOYOTA DIV NA BUILT CARS	44,958	45,188	-4.3	342,660	406,372	-16.1
TOTAL TOYOTA CARS	73,581	81,620	-13.3	585,193	649,848	-10.4
TOYOTA DIV. IMPORT LT TRUCK	6,680	12,903	-50.2	59,753	108,310	-45.1
LEXUS IMPORT LT TRUCK	2,378	3,579	-36.1	20,478	26,526	-23.2
TOYOTA DIV NA BUILT LT TRUCK	41,450	43,753	-8.9	366,843	332,796	9.7
LEXUS NA BUILT LT TRUCK	5,394	6,533	-20.6	40,806	46,674	-13.0
TOTAL TOYOTA LT TRUCK	55,902	66,768	-19.5	487,880	514,306	-5.6
SPORT UTILITY VEHICLES	31,852	42,593	-28.1	288,831	321,663	-10.6
Memo: Lexus Sport Utility	7,772	10,112	-26.1	61,284	73,200	-16.7
SMALL VANS	8,648	8,729	-4.7	74,213	62,211	18.7
PICKUPS	15,402	15,446	-4.1	124,836	130,432	-4.8
* NORTH AMERICAN BUILT VEHICLES						
COROLLA	12,402	12,174	-2.0	120,441	169,387	-29.2
CAMRY	30,164	30,502	-4.9	203,688	218,184	-7.1
AVALON	2,392	2,512	-8.4	18,531	18,801	-1.9
SIENNA	8,648	8,729	-4.7	74,213	62,211	18.7
RAV4	4,973	10,164	-53.0	71,901	56,878	25.8
HIGHLANDER	7,785	4,711	58.9	61,659	42,419	44.6
VENZA	3,725	3,644	-1.7	26,386	32,864	-20.1
PICKUP	15,402	15,446	-4.1	124,836	130,432	-4.8
SEQUOIA	917	1,059	-16.7	7,848	7,992	-2.3
RX	5,394	6,533	-20.6	40,806	46,674	-13.0
TOTAL	91,802	95,474	-7.5	750,309	785,842	-5.0
N.A. VEHICLES % OF TOTAL	70.9%	64.3%		69.9%	67.5%	
SELLING DAYS	26	25		204	203	
DSR = DAILY SELLING RATE						