

Toyota Motor Sales Reports June 2016 and First Half Sales

July 01, 2016

June 2016 Sales Chart

June 2016 Sales Conference Call (audio clip)

TORRANCE, Calif. (July 1, 2016) – Toyota Motor Sales (TMS), U.S.A., Inc., today reported June 2016 sales of 198,257 units, a decrease of 5.6 percent from June 2015 on a volume basis. With one more selling day in June 2016 compared to June 2015, sales were down 9.2 percent on a daily selling rate (DSR) basis.

For the first half of the year, TMS reported sales of 1,197,800 units, down 2.7 percent versus the same period in 2015 on a DSR basis. With the same amount of selling days in the first half of 2016 compared to 2015, sales were down 2.7 percent on an unadjusted raw-volume basis.

Toyota division posted June 2016 sales of 172,478 units, down 6.2 percent on a volume basis, and 9.8 percent on a DSR basis.

“The auto industry had its best first half since 2000,” said Bill Fay, group vice president and general manager, Toyota division. “Toyota remains the No. 1 retail brand for the first half, and anticipates record sales for the year for our light trucks as availability continues to strengthen.”

Lexus posted June sales of 25,779 units, down 1.3 percent on a volume basis, and 5.1 percent on a DSR basis.

“Lexus maintained its strength in the luxury SUV segment with a particularly strong sales month for RX and NX as both models have momentum with consumers. Our meticulously crafted products continue to garner industry attention,” said Jeff Bracken, Lexus group vice president and general manager. “In June, our Lexus manufacturing facility in Kentucky, which builds the ES sedan, earned a JD Power Platinum award for initial quality.”

June 2016 and First Half Highlights:

- Corolla posts sales of 30,950 units for the month
- Camry, the most American made car according to a Cars.com study, posts June sales of 32,561 units
- TMS posts best-ever light truck in first half
- RAV4 sales rose 15.5 percent in the first half, with sales of 165,900 units; best-ever first half
- Highlander posts June sales of 13,436 units; best-ever first half
- 4Runner posts sales of 54,468 units in the first half, up almost 18 percent; best-ever first half
- Land Cruiser up almost 40 percent in June
- Tacoma posts June sales of 15,809 units
- ES up 6.7 percent in June with sales of 5,060 units
- NX up 16.2 percent for the month and year-to-date
- LX up 54.6 percent in the first half
- RX posts sales of 8,045 units, up more than 11 percent for the month

*Note: Unless otherwise stated, all figures reflect unadjusted raw sales volume