

# Toyota Reports May 2016 Sales, Sees SUV Surge

June 01, 2016

## May 2016 Sales Chart

**TORRANCE, Calif. (June 1, 2016)** – Toyota Motor Sales (TMS), U.S.A., Inc., today reported May 2016 sales of 219,339 units, a decrease of 9.6 percent from May 2015 on a volume basis. With two fewer selling days in May 2016 compared to May 2015, sales were down 2.0 percent on a daily selling rate (DSR) basis.

Toyota division posted May 2016 sales of 192,657 units, down 9.5 percent on a volume basis, and 2.0 percent on a DSR basis.

"Industry sales remain steady in May with the shift toward light trucks and SUVs continuing," said Bill Fay, Toyota division group vice president and general manager. "Mirroring that trend, Toyota division SUVs had a best-ever month, led by RAV4, Highlander and 4Runner."

Lexus posted sales of 26,682 units, down 10.1 percent on a volume basis, and 2.6 percent on a DSR basis.

"May finished at a lower than ideal supply for our luxury utility vehicles, a sign of continued demand, though likely limiting our full sales potential," said Jeff Bracken, Lexus group vice president and general manager.

"From the compact NX to the dramatically restyled RX and the off-road conquering GX & LX, our utility vehicle family continues to appeal to the preferences of U.S. consumers."

## **May 2016 Highlights:**

- RAV4 sales rose 12 percent, with sales of 32,261 units, a best-ever May
- 4Runner sales of 10,352 up more than 21 percent; second consecutive month over 10,000 units
- Land Cruiser up 31.3 percent
- RX posts sales of 8,804 units, up more than 10 percent
- Lexus saw total sedan sales increase more than 18 percent month-over-month
- ES posts sales of 5,373 units, a month-over-month increase of 21 percent
- LS sales up nearly 16 percent, with sales of more than 700 units

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