

TNMA July 2019 Sales 2

August 01, 2019

	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
COROLLA	8,740	24,589	-65.9	-64.5	101,615	174,394	-41.7	-41.7
CAMRY	27,113	25,159	3.5	7.8	202,590	191,869	5.6	5.6
AVALON	2,705	2,573	0.9	5.1	17,562	22,068	-20.4	-20.4
YARIS SD (INCL YARIS IA)	1,351	2,306	-43.8	-41.4	17,684	18,051	-2.0	-2.0
YARIS HB	0	0	0.0	0.0	0	0	0.0	0.0
RAV4	25,189	16,890	43.2	49.1	116,134	103,414	12.3	12.3
VENZA	0	0	0.0	0.0	2	0	0.0	0.0
HIGHLANDER	22,328	21,159	1.3	5.5	133,510	135,413	-1.4	-1.4
SIENNA	6,552	6,757	-6.9	-3.0	47,635	52,760	-9.7	-9.7
SEQUOIA	1,041	907	10.2	14.8	5,605	6,348	-11.7	-11.7
TACOMA	20,416	21,844	-10.3	-6.5	142,282	138,110	3.0	3.0
TUNDRA	11,088	9,478	12.3	17.0	65,585	65,270	0.5	0.5
ES	4,564	4,053	8.1	12.6	23,900	21,764	9.8	9.8
RX	7,934	7,303	4.3	8.6	47,814	45,623	4.8	4.8
TOTAL	139,021	143,018	-6.7	-2.8	921,918	975,084	-5.5	-5.5
N.A VEHICLES % OF TOTAL	66.5%	68.5%			67.7%	69.7%		
TOYOTA DIV. IMPORT CAR	29,273	11,181	151.3	161.8	121,986	84,998	43.5	43.5
LEXUS IMPORT CAR	2,961	4,173	-31.9	-29.0	23,174	28,487	-18.7	-18.7
TOYOTA DIV NA BUILT CARS	39,909	54,627	-29.9	-26.9	339,451	406,382	-16.5	-16.5
LEXUS NA BUILT CARS	4,564	4,053	8.1	12.6	23,900	21,764	9.8	9.8
TOTAL TMNA CARS	76,707	74,034	-0.5	3.6	508,511	541,631	-6.1	-6.1
TOYOTA DIV. IMPORT TRUCK	28,383	40,524	-32.8	-30.0	228,362	244,983	-6.8	-6.8
LEXUS IMPORT TRUCK	9,566	9,874	-7.0	-3.1	65,872	64,529	2.1	2.1