

# Toyota Motor North America Reports U.S. Sales in June and First Half 2022

July 01, 2022



**PLANO, Texas (July 1, 2022)** – Toyota Motor North America (TMNA) reported U.S. sales in June 2022 of 170,155 vehicles, down 17.9 percent on a volume basis and down 21.1 percent on daily selling rate (DSR) basis versus June 2021. June 2022 sales of electrified vehicles totaled 39,965, representing 23.5 percent of total monthly sales.

For the first half of 2022, TMNA reported U.S. sales of 1,045,697 vehicles, down 19.1 percent on a volume basis and down 19.6 percent on a DSR basis. First half electrified vehicle sales totaled 266,413, representing 25.5 percent of total year-to-date sales.

Toyota division posted June sales of 147,495 vehicles, down 18.3 percent on a volume basis and down 21.5 percent on a DSR basis. For the first half of 2022, Toyota division reported sales of 914,609 vehicles, down 19.4 percent on a volume basis and down 19.9 percent on a DSR basis.

Lexus division posted June sales of 22,660 vehicles, down 15.2 percent on a volume basis and down 18.4 percent on a DSR basis. For the first half of 2022, Lexus division reported sales of 131,088 vehicles, down 16.9 percent on a volume basis and down 17.4 on a DSR basis.

“Despite the ongoing inventory challenges, so far this year, we launched a number of highly anticipated new products, including the Toyota battery electric bZ4X, Tundra and hybrid Tundra, and the Lexus LX, while continuing to closely focus on taking care of our customers,” said Jack Hollis, executive vice president, Sales, TMNA. “Later this year, customers can expect even more electrified, refreshed and limited edition Toyota and Lexus products that fit their lifestyles, all with the safety, quality and fun-to-drive features expected from us.”

## **June and First Half 2022 Highlights**

### TMNA:

- First half sales of electrified vehicles represent 25.5 percent of total sales
- 20 electrified Toyota and Lexus vehicle options
- TMNA’s digital retail sales of new vehicles through its SmartPath and Monogram platforms surpassed 125,000 at nearly 230 dealers; an additional 105 dealers will go live on both platforms by the fourth quarter.

### Toyota Division:

- Best ever month Corolla Cross: 4,639
- Best ever month GR86: 6,116
- Best ever first half RAV4 Hybrid: 86,673
- Best ever first half GR86: 6,116

### Lexus Division:

- Best ever month NX PHV: 628
- Best ever first half RXhL: 6,116

TOYOTA U.S. SALES SUMMARY								
June 2022								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2022	2021	DSR %	VOL %	2022	2021	DSR %	VOL %
<b>TOTAL TMNA</b>	170,155	207,331	-21.1	-17.9	1,045,697	1,291,879	-19.6	-19.1
TOTAL TOYOTA DIV.	147,495	180,623	-21.5	-18.3	914,609	1,134,166	-19.9	-19.4
TOTAL LEXUS DIV.	22,660	26,708	-18.4	-15.2	131,088	157,713	-17.4	-16.9
COROLLA	19,716	21,356	-11.2	-7.7	116,832	155,531	-25.4	-24.9
SUPRA	563	787	-31.2	-28.5	2,684	4,548	-41.4	-41.0
GR86 (INCL FR-S)	1,306	27	4,551.0	4,737.0	6,177	1,034	493.5	497.4
MIRAI	253	109	123.2	132.1	1,358	1,597	-15.5	-15.0
AVALON	2,219	1,289	65.5	72.1	8,120	10,328	-21.9	-21.4
PRIUS	1,950	5,828	-67.8	-66.5	20,214	38,763	-48.2	-47.9
CAMRY	23,192	31,905	-30.1	-27.3	135,925	177,671	-24.0	-23.5
<b>TOTAL TOYOTA DIV. CAR</b>	49,199	61,310	-22.8	-19.8	291,310	389,673	-25.7	-25.2
IS	2,010	2,177	-11.2	-7.7	10,911	13,393	-19.1	-18.5
RC	319	311	-1.4	2.6	1,150	1,702	-32.9	-32.4
ES	3,710	4,353	-18.0	-14.8	21,878	22,792	-4.6	-4.0
GS	1	1	-4	0	2	70	-97.2	-97.1
LS	274	338	-22.1	-18.9	1,248	2,251	-44.9	-44.6
LC	103	280	-64.6	-63.2	833	1,575	-47.5	-47.1
<b>TOTAL LEXUS DIV. CAR</b>	6,417	7,461	-17.3	-14.0	36,022	41,784	-14.4	-13.8
<b>TOTAL TMNA CAR</b>	55,616	68,771	-22.2	-19.1	327,332	431,457	-24.6	-24.1
C-HR	1,144	2,796	-60.7	-59.1	9,080	24,443	-63.1	-62.9
BZ4X	33	0	0	0	232	0	0	0
RAV4	33,200	36,027	-11.4	-7.8	200,885	221,195	-9.8	-9.2
COROLLA CROSS	4,646	0	0	0	22,315	0	0	0
VENZA	2,546	4,781	-48.8	-46.7	18,666	35,834	-48.3	-47.9
HIGHLANDER	15,970	24,036	-36.1	-33.6	117,403	144,380	-19.2	-18.7
4RUNNER	7,496	9,327	-22.7	-19.6	66,829	69,949	-5.1	-4.5
SEQUOIA	19	736	-97.5	-97.4	477	4,338	-89.1	-89.0
LAND CRUISER	0	240	-100.0	-100.0	39	3,550	-98.9	-98.9
<b>TOTAL TOYOTA DIV. SUV</b>	65,054	77,944	-19.7	-16.5	435,926	503,690	-14.0	-13.5
SIENNA	4,805	8,834	-47.7	-45.6	34,409	57,642	-40.7	-40.3
TACOMA	21,339	24,911	-17.6	-14.3	108,648	139,296	-22.5	-22.0
TUNDRA	7,098	7,624	-10.5	-6.9	44,316	43,865	0.4	1.0
<b>TOTAL TOYOTA DIV. PICKUP</b>	28,437	32,535	-16.0	-12.6	152,964	183,161	-17.0	-16.5
<b>TOTAL TOYOTA DIV. TRUCK</b>	98,296	119,313	-20.8	-17.6	623,299	744,493	-16.8	-16.3
UX	543	1,552	-66.4	-65.0	5,929	9,524	-38.2	-37.7
NX	3,737	5,747	-37.5	-35.0	19,615	32,066	-39.2	-38.8
RX	8,872	9,604	-11.2	-7.6	53,769	56,644	-5.7	-5.1
GX	2,633	2,150	17.8	22.5	13,956	15,406	-10.0	-9.4
LX	458	194	127.0	136.1	1,797	2,289	-22.0	-21.5
<b>TOTAL LEXUS DIV. TRUCK</b>	16,243	19,247	-18.9	-15.6	95,066	115,929	-18.5	-18.0
<b>TOTAL TMNA TRUCK</b>	114,539	138,560	-20.5	-17.3	718,365	860,422	-17.1	-16.5
<b>Selling Days</b>	26	25			152	151		

DSR = Daily Selling Rate

**TOYOTA U.S. ELECTRIFIED VEHICLE SALES SUMMARY**

June 2022

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2022	2021	DSR %	VOL%	2022	2021	DSR %	VOL%
TOYOTA PRIUS HYBRID	1,285	2,741	-54.9	-53.1	14,861	19,901	-25.8	-25.3
TOYOTA PRIUS PRIME	665	3,087	-79.3	-78.5	5,353	18,862	-71.8	-71.6
TOYOTA COROLLA HYBRID	1,950	2,545	-26.3	-23.4	18,065	16,675	7.6	8.3
TOYOTA CAMRY HYBRID	3,650	4,227	-17.0	-13.7	20,468	22,107	-8.0	-7.4
TOYOTA AVALON HYBRID	518	657	-24.2	-21.2	2,460	4,702	-48.0	-47.7
TOYOTA MIRAI	253	109	123.2	132.1	1,358	1,597	-15.5	-15.0
TOYOTA SIENNA HYBRID	4,805	8,674	-46.7	-44.6	34,391	56,804	-39.9	-39.5
TOYOTA HIGHLANDER HYBRID	2,915	4,877	-42.5	-40.2	27,809	34,528	-20.0	-19.5
TOYOTA BZ4X	33	0	0	0	232	0	0	0
TOYOTA RAV4 HYBRID	13,913	7,054	89.6	97.2	86,803	52,446	64.4	65.5
TOYOTA RAV4 PRIME	2,544	2,975	-17.8	-14.5	10,153	9,667	4.3	5
TOYOTA VENZA HYBRID	2,546	4,781	-48.8	-46.7	18,666	35,834	-48.3	-47.9
TOYOTA TUNDRA HYBRID	787	0	0	0	1,183	0	0	0
LEXUS ES HYBRID	1,177	1,207	-6.2	-2.5	6,802	5,679	19	19.8
LEXUS UX HYBRID	202	952	-79.6	-78.8	3,297	6,501	-49.6	-49.3
LEXUS NX HYBRID	739	1,100	-35.4	-32.8	4,905	6,103	-20.2	-19.6
LEXUS NX PLUG-IN HYBRID	634	0	0	0	1,716	0	0	0
LEXUS RX HYBRID	1,376	1,072	23.4	28.4	8,094	8,368	-3.9	-3.3
LEXUS LS HYBRID	3	13	-77.8	-76.9	17	29	-41.8	-41.4
LEXUS LC HYBRID	3	3	-3.8	0	11	7	56.1	57.1
<b>TOTAL TMNA Electrified Vehicles</b>	<b>39,965</b>	<b>46,074</b>	<b>-16.6</b>	<b>-13.3</b>	<b>266,413</b>	<b>299,811</b>	<b>-11.7</b>	<b>-11.1</b>
<b>TOTAL TOYOTA Electrified Vehicles</b>	<b>35,831</b>	<b>41,727</b>	<b>-17.4</b>	<b>-14.1</b>	<b>241,571</b>	<b>273,123</b>	<b>-12.1</b>	<b>-11.6</b>
<b>TOTAL LEXUS Electrified Vehicles</b>	<b>4,134</b>	<b>4,347</b>	<b>-8.6</b>	<b>-4.9</b>	<b>24,842</b>	<b>26,688</b>	<b>-7.5</b>	<b>-6.9</b>
<b>TOTAL TMNA SALES RATIO</b>	<b>23.5%</b>				<b>25.5%</b>			
<b>Selling Days</b>	<b>26</b>	<b>25</b>			<b>152</b>	<b>151</b>		