

U.S. new-car and light-truck sales per franchise, 2021 vs. 2020										
	Car 2021	Car 2020	Unit change	Truck 2021	Truck 2020	Unit change	Total 2021	Total 2020	Unit change	Percent change
Toyota	527	491	36	1,111	992	119	1,638	1,483	155	10.5%
Lexus	317	281	36	936	851	85	1,253	1,132	121	10.7%
Honda	467	483	-16	762	656	106	1,229	1,139	90	7.9%
BMW	377	317	60	585	481	104	962	798	164	20.6%
Subaru	137	149	-12	785	819	-34	922	968	-46	-4.8%
Kia	427	361	66	485	408	77	912	769	143	18.6%
Hyundai	314	266	48	580	487	93	894	753	141	18.7%
Mercedes-Benz	223	250	-27	638	601	37	861	851	10	1.2%
Nissan	301	289	12	555	474	81	856	763	93	12.2%
Audi	172	212	-40	473	404	69	645	616	29	4.7%
Mazda	118	106	12	492	399	93	610	505	105	20.8%
Ford	21	58	-37	580	581	-1	601	639	-38	-5.9%
Volkswagen	159	215	-56	430	294	136	589	509	80	15.7%
Acura	149	135	14	434	373	61	583	508	75	14.8%
Chevrolet	50	79	-29	438	510	-72	488	589	-101	-17.1%
Land Rover	-	-	-	476	428	48	476	428	48	11.2%
Volvo	54	71	-17	381	320	61	435	391	44	11.3%
Porsche	145	107	38	218	191	27	363	298	65	21.8%
Jeep	-	-	-	325	332	-7	325	332	-7	-2.1%
Mitsubishi	70	57	13	244	204	40	314	261	53	20.3%
Infiniti	82	95	-13	207	294	-87	289	389	-100	-25.7%
GMC	-	-	-	288	306	-18	288	306	-18	-5.9%
Mini	176	158	18	94	79	15	270	237	33	13.9%
Ram	-	-	-	270	260	10	270	260	10	3.8%
Cadillac	24	28	-4	141	119	22	165	147	18	12.2%
Genesis	58	43	15	96	4	92	154	47	107	227.7%
Alfa Romeo	55	55	-	75	69	6	130	124	6	4.8%
Lincoln	4	23	-19	117	114	3	121	137	-16	-11.7%
Jaguar	20	29	-9	74	92	-18	94	121	-27	-22.3%
Buick	-	1	-1	91	81	10	91	82	9	11.0%
Dodge	55	54	1	35	57	-22	90	111	-21	-18.9%
Lamborghini	34	28	6	41	34	7	75	62	13	21.0%
Bentley	51	44	7	23	17	6	74	61	13	21.3%
Maserati	33	29	4	33	23	10	66	52	14	26.9%
Ferrari	60	57	3	-	-	-	60	57	3	5.3%
McLaren	52	58	-6	-	-	-	52	58	-6	-10.3%
Chrysler	7	7	-	41	39	2	48	46	2	4.3%
Aston Martin	39	45	-6	-	-	-	39	45	-6	-13.3%
Rolls-Royce	21	18	3	18	17	1	39	35	4	11.4%
Lotus	9	3	6	-	-	-	9	3	6	200.0%
Fiat	3	7	-4	4	5	-1	7	12	-5	-41.7%
Source: Automotive News Research & Data Center										

## Car and light-truck franchises in the U.S.

	Jan. 1 2022	Jan. 1 2021	Unit change
<b>Aston Martin</b>	<b>35</b>	<b>35</b>	<b>-</b>
BMW	351	349	2
Mini	105	116	(11)
Rolls-Royce	38	37	1
<b>BMW of N.A.</b>	<b>494</b>	<b>502</b>	<b>(8)</b>
<b>Ferrari*</b>	<b>46</b>	<b>37</b>	<b>9</b>
Ford	2,997	3,006	(9)
Lincoln	685	745	(60)
<b>Ford Motor Co.</b>	<b>3,682</b>	<b>3,751</b>	<b>(69)</b>
Buick	1,963	1,974	(11)
Cadillac	562	875	(313)
Chevrolet	2,904	2,924	(20)
GMC	1,671	1,683	(12)
<b>General Motors</b>	<b>7,100</b>	<b>7,456</b>	<b>(356)</b>
Acura	270	270	-
Honda	1,067	1,063	4
<b>American Honda</b>	<b>1,337</b>	<b>1,333</b>	<b>4</b>
Genesis	306	337	(31)
Hyundai	827	825	2
Kia	775	763	12
<b>Hyundai-Kia</b>	<b>1,908</b>	<b>1,925</b>	<b>(17)</b>
Jaguar	190	181	9
Land Rover	198	189	9
<b>Jaguar Land Rover</b>	<b>388</b>	<b>370</b>	<b>18</b>
<b>Lotus*</b>	<b>38</b>	<b>39</b>	<b>(1)</b>
<b>Mazda</b>	<b>542</b>	<b>547</b>	<b>(5)</b>
<b>McLaren</b>	<b>25</b>	<b>25</b>	<b>-</b>
<b>Mercedes-Benz</b>	<b>383</b>	<b>383</b>	<b>-</b>
<b>Mitsubishi</b>	<b>323</b>	<b>327</b>	<b>(4)</b>
Infiniti	202	203	(1)
Nissan	1,076	1,072	4
<b>Nissan Group</b>	<b>1,278</b>	<b>1,275</b>	<b>3</b>
Chrysler	2,405	2,398	7
Dodge	2,401	2,395	6
Jeep	2,397	2,390	7
Ram	2,401	2,396	5
<i>Domestic brands</i>	<i>9,604</i>	<i>9,579</i>	<i>25</i>
Alfa Romeo	138	143	(5)
Fiat	358	363	(5)
Maserati	116	116	-
<b>Stellantis</b>	<b>10,216</b>	<b>10,201</b>	<b>15</b>
<b>Subaru</b>	<b>634</b>	<b>632</b>	<b>2</b>
Lexus	243	243	-
Toyota	1,238	1,238	-
<b>Toyota Motor N.A.</b>	<b>1,481</b>	<b>1,481</b>	<b>-</b>
Audi	304	303	1
Bentley	48	47	1
Lamborghini*	35	38	(3)
Porsche	194	192	2
VW	638	636	2
<b>VW Group</b>	<b>1,219</b>	<b>1,216</b>	<b>3</b>
<b>Volvo</b>	<b>281</b>	<b>281</b>	<b>-</b>
<b>U.S. badged</b>	<b>20,386</b>	<b>20,786</b>	<b>(400)</b>
<b>Import-badged</b>	<b>11,024</b>	<b>11,030</b>	<b>(6)</b>
<b>TOTAL</b>	<b>31,410</b>	<b>31,816</b>	<b>(406)</b>

\*Estimate

Source: Automotive News Research & Data Center

## Exclusive outlets

U.S. dealerships handling only the designated brand on Jan. 1, 2022

### U.S.-badged

Brand	Exclusives within parent corp.	Total franchises
Ford	2,445	2,997
Lincoln	133	685
<b>Ford Motor Co.</b>	<b>2,578</b>	<b>3,682</b>
Buick	13	1,963
Cadillac	158	562
Chevrolet	1,502	2,904
GMC	50	1,671
<b>General Motors</b>	<b>1,723</b>	<b>7,100</b>
Chrysler	1	2,405
Dodge	-	2,401
Jeep	15	2,397
Ram	-	2,401
<b>Stellantis (domestic brands)</b>	<b>16</b>	<b>9,604</b>
<b>Total Detroit 3-badged</b>	<b>4,317</b>	<b>20,386</b>
<i>Year-ago total</i>	<i>4,221</i>	<i>20,786</i>

### Import-badged

Brand	Exclusives	Total franchises
Toyota	1,077	1,238
Honda	1,004	1,067
Nissan	958	1,076
Kia	627	775
Subaru	509	634
Volkswagen	448	638
Hyundai	393	827
Mazda	386	542
Mercedes-Benz	339	383
BMW	257	351
Acura	246	270
Audi	237	304
Mitsubishi	228	323
Lexus	226	243
Volvo	222	281
Infiniti	175	202
Porsche	125	194
Alfa Romeo	82	138
Mini	64	105
Land Rover	19	198
Ferrari*	14	46
Maserati	11	116
Lamborghini*	10	35
McLaren	8	25
Jaguar	6	190
Aston Martin	4	35
Bentley	4	48
Lotus*	4	38
Fiat	-	358
Genesis	-	306
Rolls-Royce	-	38
<b>Total import-badged</b>	<b>7,683</b>	<b>11,024</b>
<i>Year-ago total</i>	<i>7,947</i>	<i>11,030</i>
<b>Total exclusives</b>	<b>12,000</b>	<b>31,410</b>
<i>(Detroit 3 and imports)</i>		
<i>Year-ago total</i>	<i>12,168</i>	<i>31,816</i>

\*Estimate

Source: Automotive News Research & Data Center

## Car and light-truck dealerships in the U.S.

	Jan. 1 2022	Jan. 1 2021
General Motors	4,041	4,071
Ford Motor Co.	3,129	3,143
Stellantis (domestic brands)	2,465	2,461
<b>Total U.S.-badged</b>	<b>9,635</b>	<b>9,675</b>
<b>Import-badged exclusives</b>	<b>7,683</b>	<b>7,947</b>
<b>Import-only duals</b>	<b>893</b>	<b>641</b>
<b>Total light-vehicle dealerships</b>	<b>18,211</b>	<b>18,263</b>

Source: Automotive News Research & Data Center

## A decade of U.S. dealerships

Jan. 1	Total light-vehicle dealerships	Numerical change from previous year	Year-to-year percent change
2022	18,211	-52	-0.3%
2021	18,263	-54	-0.3%
2020	18,317	42	0.2%
2019	18,275	-52	-0.3%
2018	18,327	66	0.4%
2017	18,261	193	1.1%
2016	18,068	68	0.4%
2015	18,000	125	0.7%
2014	17,875	115	0.6%
2013	17,760	-98	-0.5%

Source: Automotive News Research & Data Center