



# Ford EV Sales Triple in Sept.; Continues As America's No. 2 EV Brand, Mustang Mach-E Climbs 47%; F-Series, Transit Vans Rank First in Both Gas And Electric; Bronco Sales More Than Triple

f  
www.facebook.com/ford

www.twitter.com/Ford

## SEPTEMBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
<b>Total U.S. Sales</b>	<b>142,644</b>	<b>68,299</b>	<b>70,887</b>	<b>4,691</b>
Total Sales vs. Sep 2021	-8.9%	-18.3%	0.9%	197.3%
Retail Sales vs. Sep 2021	-11.7%	-21.6%	-4.9%	152.1%

## HIGHLIGHTS

- Demand is strong with retail orders for '23MY vehicles up 244 percent over '22MY vehicles – totaling 197,000 retail vehicle orders. Ford continues to see strong demand growth and record turn rates on dealer lots. For the sixth straight month, more than 50 percent of Ford retail sales came from previously placed orders.
- Ford electric vehicles sales continue to outpace the segment, with sales up 197.3 percent. Ford share of the electric vehicle segment was up in September 3.1 percentage points over last year with 7.0 percent share.
- In September, F-150 Lightning continues as America's best-selling electric pickup; E-Transit was also America's best-selling electric van in September.
- F-Series through September continues as America's best-selling truck, totaling 467,307 vehicle sales and extending its lead over its second-place competitor to over 92,000 trucks. Bronco SUVs gained 221 percent on sales of 10,892 for the month - 99 percent of Bronco's retail sales came from previously placed orders for the month.
- Sales of Ford hybrid vehicles totaled 74,046 vehicles through September. Year-to-date sales of hybrid vehicles were up 22.6 percent over last year. F-150 and Maverick hybrids represent America's best-selling hybrid trucks.
- Ford's hot-selling Maverick truck turned on dealer lots in just 6 days last month with sales up 523 percent. More than 80 percent of Maverick's customers are first-time truck buyers, with top competitive conquests coming from CR-V, RAV4 and Civic.
- Ford's BlueCruise and Lincoln ActiveGlide technology now have accumulated more than 21 million hands-free miles with a 130,000 mile network of hands-free Blue Zones across North America. More than 83,000 customers have now enrolled in Ford BlueCruise and Lincoln ActiveGlide.

### About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for and deepen the loyalty of those customers. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, as well as connected services. Additionally, Ford is establishing leadership positions in mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 182,000 people worldwide. More information about the company, its products and Ford Credit is available at [corporate.ford.com](http://corporate.ford.com).

\*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

"Ford continued to see high-demand vehicles turning at record rates in September, while developing electric truck and van leadership and extending our overall truck leadership. Demand remains strong with new retail orders rapidly expanding. We are very pleased with the work from our dealers, employees and the area's first responders, as they are working tirelessly to recover in Florida from Hurricane Ian. – Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

## MUST-HAVE PRODUCTS



Ford Pro

Businesses of all sizes and types continued to use E-Transits and Ford Pro's suite of software and services to lower costs and accelerate productivity. America's top-selling electric commercial van, the E-Transit, represents 90 percent share of the overall electric van market. Through September, Ford has sold 4,387 electric vans. NYC announced its fleet now includes 200 Mustang Mach-Es, and the city has made its largest purchase of medium-duty EVs with the order of 300 E-Transits and F-150 Lightnings.



Ford Electric

Sales of Ford's electric vehicles tripled over last year, with F-150 Lightning sales totaling 8,760 since its launch this year in June. F-150 Lightning remains one of Ford's fastest-turning vehicles on dealer lots, turning in just 8 days. Mustang Mach-E sales increased 47.3 percent over last year, while turning in just 10 days on dealer lots.



Ford Trucks

Over 80 percent of Super Duty retail sales last month came from previously placed orders. New orders for Maverick totaled more than 86,000 vehicles in September – a new record for orders, coming in while order banks were open just one week.



Ford SUV

Ford's Bronco family, including Bronco Sport, achieved total sales for September of 20,156 – up 33.6 percent. Bronco has really been a primary driver behind Ford SUV growth this year, with overall Ford SUV sales up 11.1 percent.. Escape sales gained 7.0 percent, with Escape Hybrid sales increasing 12.9 percent over last year.



Lincoln SUVs

On improved inventory flow, Lincoln Aviator sales totaled 2,088 – up 21.0 over a year ago and 20.6 percent relative to August. For the month, 54 percent of Aviator retail sales came from previously placed orders.

**FORD MOTOR COMPANY SEPTEMBER 2022 U.S. SALES**

	September		%	Year-to-Date		%
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
<b>SALES BY BRAND</b>						
Ford	135,978	148,967	-8.7	1,317,574	1,331,542	-1.0
Lincoln	<u>6,666</u>	<u>7,647</u>	-12.8	<u>62,920</u>	<u>65,962</u>	-4.6
Total vehicles	142,644	156,614	-8.9	1,380,494	1,397,504	-1.2
<b>SALES BY TYPE</b>						
Cars	3,458	2,800	23.5	36,673	55,906	-34.4
SUVs	70,887	70,260	0.9	658,342	598,779	9.9
Trucks	<u>68,299</u>	<u>83,554</u>	-18.3	<u>685,479</u>	<u>742,819</u>	-7.7
Total vehicles	142,644	156,614	-8.9	1,380,494	1,397,504	-1.2
<b>FORD BRAND</b>						
Fusion	0	42	-100.0	0	11,678	-100.0
GT	4	10	-60.0	75	103	-27.2
Mustang	<u>3,454</u>	<u>2,728</u>	26.6	<u>36,598</u>	<u>41,065</u>	-10.9
<b>Ford Cars</b>	3,458	2,780	24.4	36,673	52,846	-30.6
EcoSport	2,108	1,797	17.3	26,186	34,494	-24.1
Bronco Sport	9,264	11,686	-20.7	79,976	81,204	-1.5
Escape	12,265	11,462	7.0	109,311	111,791	-2.2
Bronco	10,892	3,396	220.7	86,387	10,204	746.6
Mustang Mach-E	2,324	1,578	47.3	28,089	18,855	49.0
Edge	5,546	6,738	-17.7	67,623	54,951	23.1
Explorer	16,577	20,092	-17.5	156,243	160,174	-2.5
Expedition	<u>5,245</u>	<u>5,884</u>	-10.9	<u>41,607</u>	<u>64,204</u>	-35.2
<b>Ford SUVs</b>	64,221	62,633	2.5	595,422	535,877	11.1
F-Series	46,338	63,164	-26.6	467,307	534,831	-12.6
<i>Memo: F-150 Lightning (electric)</i>	<i>1,918</i>	<i>0</i>	<i>N/A</i>	<i>8,760</i>	<i>0</i>	<i>N/A</i>
Ranger	4,492	5,104	-12.0	46,293	72,706	-36.3
Maverick	3,154	506	523.3	51,802	506	10,137.5
E-Series	2,898	3,227	-10.2	22,223	26,467	-16.0
Transit	8,809	9,939	-11.4	68,333	78,799	-13.3
<i>Memo: E-Transit</i>	<i>449</i>	<i>0</i>	<i>N/A</i>	<i>4,387</i>	<i>0</i>	<i>N/A</i>
Transit Connect	1,597	384	315.9	20,183	19,621	2.9
Heavy trucks	<u>1,011</u>	<u>1,230</u>	-17.8	<u>9,338</u>	<u>9,889</u>	-5.6
<b>Ford Trucks</b>	<u>68,299</u>	<u>83,554</u>	-18.3	<u>685,479</u>	<u>742,819</u>	-7.7
<b>Ford Brand</b>	135,978	148,967	-8.7	1,317,574	1,331,542	-1.0
<b>LINCOLN BRAND</b>						
MKZ	0	6	-100.0	0	1,665	-100.0
Continental	<u>0</u>	<u>14</u>	-100.0	<u>0</u>	<u>1,395</u>	-100.0
<b>Lincoln Cars</b>	0	20	-100.0	0	3,060	-100.0
Corsair/MKC	2,138	2,040	4.8	20,277	17,005	19.2
Nautilus/MKX	1,458	2,666	-45.3	16,797	18,176	-7.6
Aviator	2,088	1,726	21.0	16,696	15,474	7.9
Navigator	<u>982</u>	<u>1,195</u>	-17.8	<u>9,150</u>	<u>12,247</u>	-25.3
<b>Lincoln SUVs</b>	<u>6,666</u>	<u>7,627</u>	-12.6	<u>62,920</u>	<u>62,902</u>	0.0
<b>Lincoln Brand</b>	6,666	7,647	-12.8	62,920	65,962	-4.6

**CONTACT**

Said Deep  
 313.594.0942  
[sdeep@ford.com](mailto:sdeep@ford.com)

**GM U.S. DELIVERIES FOR QUARTER 3 2022**

	QUARTER 3			(CALENDAR YEAR-TO-DATE) JANUARY - SEPTEMBER		
	2022	2021	%Change Volume	2022	2021	%Change Volume
Enclave	7,904	7,623	3.7	22,814	33,336	-31.6
Encore	3,487	4,012	-13.1	11,231	19,267	-41.7
Encore GX	9,825	16,500	-40.5	24,296	61,179	-60.3
Envision	7,307	11,162	-34.5	18,208	37,164	-51.0
<b>Buick Total*</b>	<b>28,523</b>	<b>39,299</b>	<b>-27.4</b>	<b>76,598</b>	<b>151,010</b>	<b>-49.3</b>
CT4	2,581	927	178.4	7,091	5,857	21.1
CT5	2,991	811	268.8	10,505	7,636	37.6
Escalade	9,953	10,125	-1.7	29,679	30,841	-3.8
LYRIQ	36	0	***.*	36	0	***.*
XT4	5,838	567	929.6	14,971	8,533	75.4
XT5	7,260	5,506	31.9	18,894	24,852	-24.0
XT6	5,013	4,581	9.4	14,392	17,722	-18.8
<b>Cadillac Total*</b>	<b>33,672</b>	<b>22,519</b>	<b>49.5</b>	<b>95,591</b>	<b>95,925</b>	<b>-0.3</b>
Blazer	17,511	10,484	67.0	50,615	50,339	0.5
Bolt EV / Bolt EUV	14,709	4,515	225.8	22,012	24,803	-11.3
Camaro	7,922	5,203	52.3	19,177	15,084	27.1
Colorado	24,405	12,696	92.2	68,595	51,555	33.1
Corvette	7,939	10,166	-21.9	25,380	24,748	2.6
Equinox	46,646	32,444	43.8	163,324	151,110	8.1
Express	14,981	7,160	109.2	36,528	36,589	-0.2
LCF	1,369	1,669	-18.0	4,232	4,141	2.2
Malibu	21,630	269	7941.0	79,799	32,155	148.2
Silverado HD	51,334	32,550	57.7	141,289	110,980	27.3
Silverado LD	63,629	88,306	-27.9	233,190	296,286	-21.3
Silverado MD	2,235	2,211	1.1	6,858	7,123	-3.7
<b>TOTAL Silverado</b>	<b>117,198</b>	<b>123,067</b>	<b>-4.8</b>	<b>381,337</b>	<b>414,389</b>	<b>-8.0</b>
Spark	6,288	3,748	67.8	10,426	23,007	-54.7
Suburban	13,585	9,667	40.5	34,906	34,183	2.1
Tahoe	29,585	24,202	22.2	74,633	75,148	-0.7
Trailblazer	17,388	25,531	-31.9	41,932	73,898	-43.3
Traverse	25,388	10,767	135.8	69,694	94,198	-26.0
Trax	6,329	6,259	1.1	21,882	41,306	-47.0
<b>Chevrolet Total*</b>	<b>372,873</b>	<b>287,925</b>	<b>29.5</b>	<b>1,104,488</b>	<b>1,149,030</b>	<b>-3.9</b>
Acadia	14,406	9,457	52.3	39,072	55,679	-29.8
Canyon	7,750	5,479	41.4	21,411	17,970	19.1
Hummer EV Pickup	411	0	***.*	782	0	***.*
Savana	8,681	2,215	291.9	18,469	13,506	36.7
Sierra HD	23,055	15,137	52.3	71,655	54,652	31.1
Sierra LD	27,114	37,637	-28.0	97,452	136,534	-28.6
<b>TOTAL Sierra</b>	<b>50,169</b>	<b>52,774</b>	<b>-4.9</b>	<b>169,107</b>	<b>191,186</b>	<b>-11.5</b>
Terrain	17,917	9,901	81.0	65,619	43,434	51.1
Yukon	21,178	17,428	21.5	59,544	59,743	-0.3
<b>GMC Total</b>	<b>120,512</b>	<b>97,254</b>	<b>23.9</b>	<b>374,004</b>	<b>381,518</b>	<b>-2.0</b>
<b>GM Vehicle Total*</b>	<b>555,580</b>	<b>446,997</b>	<b>24.3</b>	<b>1,650,827</b>	<b>1,777,483</b>	<b>-7.1</b>

77 selling days for QUARTER 3 this year and 77 selling days for the same QUARTER last year.  
 Vehicle Total \* Includes ZEVO 600 and discontinued models.

## FCA US LLC Sales Summary Q3 2022

Model	Q3 Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	20,631	23,875	-14%	66,966	58,029	15%
Wrangler	47,659	46,044	4%	147,156	164,710	-11%
Gladiator	21,511	22,674	-5%	60,268	71,458	-16%
Cherokee	11,495	11,592	-1%	30,852	78,750	-61%
Grand Cherokee	38,176	81,803	-53%	172,545	189,727	-9%
Renegade	6,523	10,663	-39%	23,776	41,957	-43%
Wagoneer	13,001	21	New	30,276	21	New
Grand Wagoneer	2,353	12	New	9,454	12	New
<b>JEEP BRAND</b>	<b>161,351</b>	<b>196,687</b>	<b>-18%</b>	<b>541,297</b>	<b>604,671</b>	<b>-10%</b>
Ram P/U	118,106	121,704	-3%	363,089	434,772	-16%
ProMaster Van	16,742	20,168	-17%	42,031	49,177	-15%
ProMaster City	4,448	2,868	55%	10,201	11,461	-11%
<b>RAM BRAND</b>	<b>139,296</b>	<b>144,740</b>	<b>-4%</b>	<b>415,321</b>	<b>495,410</b>	<b>-16%</b>
200	0	2	-100%	2	5	-60%
300	4,175	3,569	17%	11,757	14,631	-20%
Pacifica	17,439	11,931	46%	75,902	59,502	28%
<b>CHRYSLER BRAND</b>	<b>21,614</b>	<b>15,502</b>	<b>39%</b>	<b>87,661</b>	<b>74,139</b>	<b>18%</b>
Dart	3	3	0%	4	5	-20%
Charger	24,201	19,395	25%	62,660	61,498	2%
Challenger	16,412	13,994	17%	42,094	44,142	-5%
Viper	0	0		1	2	-50%
Journey	31	1,062	-97%	187	13,827	-99%
Caravan	5	89	-94%	26	2,956	-99%
Durango	19,104	14,516	32%	39,543	52,931	-25%
<b>DODGE BRAND</b>	<b>59,756</b>	<b>49,059</b>	<b>22%</b>	<b>144,517</b>	<b>175,361</b>	<b>-18%</b>
500	7	6	17%	8	18	-56%
500L	5	24	-79%	8	177	-95%
500X	179	312	-43%	757	980	-23%
Spider	17	59	-71%	24	932	-97%
<b>FIAT BRAND</b>	<b>208</b>	<b>401</b>	<b>-48%</b>	<b>797</b>	<b>2,107</b>	<b>-62%</b>
Giulia	1,338	1,830	-27%	3,662	6,114	-40%
Alfa 4C	0	9	-100%	1	76	-99%
Stelvio	2,102	2,690	-22%	6,151	8,003	-23%
<b>ALFA ROMEO</b>	<b>3,440</b>	<b>4,529</b>	<b>-24%</b>	<b>9,814</b>	<b>14,193</b>	<b>-31%</b>
<b>FCA US LLC</b>	<b>385,665</b>	<b>410,918</b>	<b>-6%</b>	<b>1,199,407</b>	<b>1,365,881</b>	<b>-12%</b>