Toyota Motor North America Reports U.S. September and Third Quarter 2022 Sales Results

October 03, 2022

PLANO, Texas (October 3, 2022) – Toyota Motor North America (TMNA) today reported U.S. September 2022 sales of 179,050 vehicles, up 17.1 percent on a volume and daily selling rate (DSR) basis versus September 2021. September 2022 sales of electrified vehicles totaled 35,419, representing nearly 20 percent of total monthly sales.

For the third quarter of 2022, TMNA reported U.S. sales of 526,017 vehicles, down 7.1 percent on a volume and DSR basis. Third quarter electrified vehicle sales totaled 111,713, representing 21.2 percent of total year-to-date sales.

Toyota division posted September sales of 157,332 vehicles, up 20.8 percent on a volume and DSR basis. For the third quarter of 2022, Toyota division reported sales of 458,493 vehicles, down 5.4 percent on a volume basis and DSR basis.

Lexus division posted September sales of 21,718 vehicles, down 4.3 percent on a volume and DSR basis. For the third quarter of 2022, Lexus division reported sales of 67,524 vehicles, down 16.7 percent on a volume and DSR basis.

"While our teams and dealers continue to face on-going challenges, taking care of our customers and their needs remains a top priority," said Jack Hollis, executive vice president, Sales, TMNA. "Through the end of 2022, customers can expect even more electrified options in showrooms from both brands including four new Corolla hybrid grades, the all-new Toyota Crown with two hybrid options, and the all-new Lexus RX with available hybrid."

September and Year-To-Date 2022 Highlights

TMNA:

- September 2022 sales up 17.1 percent on a volume and DSR basis
- September 2022 car division sales up 31.6 percent on a volume and DSR basis
- September 2022 truck division sales up 11.5 percent on a volume and DSR basis
- September 2022 sales of electrified vehicles totaled 35,419 representing nearly 20 percent of total volume
- Year-to-date electrified vehicle sales including battery, fuel cells, hybrids and plug-in hybrids represent nearly one-quarter of total volume
- With sales of the Sequoia hybrid starting in September, TMNA now offers 21 electrified vehicle options between both Toyota and Lexus brands, the most among any automaker
- TMNA's digital retail sales of new vehicles through its SmartPath and Monogram platforms surpassed 189,000 at more than 300 dealers; more than 100 dealers will go live on both platforms by the fourth quarter.

Toyota Division:

- September sales up 20.8 percent on a volume and DSR basis
- September car division up 33.9 percent on a volume and DSR basis
- September SUV division up 19.3 percent on a volume and DSR basis
- September truck division up 15.5 percent on a volume and DSR basis
- Corolla September sales up 32.2 percent on a volume and DSR basis
- GR86 September and year-to-date sales up significantly
- Prius September sales up 16.1 percent on a volume and DSR basis
- Camry September sales up 45.8 percent on a volume and DSR basis
- RAV4 September sales up 50.8 percent on a volume and DSR basis
- Tacoma September sales up 18.7 percent on a volume and DSR basis

- Tacoma September sales up 11.2 percent on a volume and DSR basis
- Best-ever September sales:
  - GR86
  - Corolla Cross
  - Corolla Hatchback
  - Tundra hybrid
- Best-ever year-to-date:
  - GR86
  - Corolla Cross
  - RAV4 hybrid
  - Tundra hybrid

Lexus Division:

- September car division up 14.1 percent on a volume and DSR basis
- September electrified vehicle sales up 10.8 percent on a volume and DSR basis,
- IS September sales up 8.9 percent on a volume and DSR basis
- RC and ES September sales up more than 20 percent on a volume and DSR basis
- ES hybrid September sales up 29.2 percent on a volume and DSR basis
- RX hybrid September sales up 10.3 percent on a volume and DSR basis
- LS hybrid September sales up 366.7 percent on a volume and DSR basis
- Best-ever September sales:
  - Total electrified vehicle sales
  - NX hybrid
  - NX plug-in hybrid
- Best-ever year-to-date:
  - LC hybrid