

**U.S. car and light-truck sales by make, Q4 2025**

(Ranked by total sales)

Make	Car 2025	Car 2024	2025 share	2024 share	Percent change	Truck 2025	Truck 2024	2025 share	2024 share	Percent change	Total 2025	Total 2024	2025 share	2024 share	Percent change
Toyota	166,025	158,622	25.8	21.3	4.7%	386,485	347,013	11.3	10.0	11.4%	552,510	505,635	13.6	11.9	9.3%
Ford	12,515	7,518	1.9	1.0	66.5	501,800	489,574	14.6	14.0	2.5	514,315	497,092	12.6	11.7	3.5
Chevrolet	7,145	31,559	1.1	4.2	-77.4	439,181	445,968	12.8	12.8	-1.5	446,326	477,527	11.0	11.3	-6.5
Honda	94,159	91,617	14.7	12.3	2.8	204,269	240,502	6.0	6.9	-15.1	298,428	332,119	7.3	7.8	-10.1
Hyundai	47,514	59,160	7.4	7.9	-19.7	175,823	167,148	5.1	4.8	5.2	223,337	226,308	5.5	5.3	-1.3
Kia	62,766	65,912	9.8	8.8	-4.8	153,241	146,406	4.5	4.2	4.7	216,007	212,318	5.3	5.0	1.7
Nissan	54,824	74,171	8.5	10.0	-26.1	145,223	132,810	4.2	3.8	9.3	200,047	206,981	4.9	4.9	-3.4
GMC	-	-	-	-	-	171,635	178,289	5.0	5.1	-3.7	171,635	178,289	4.2	4.2	-3.7
Subaru	14,392	19,306	2.2	2.6	-25.5	146,162	154,807	4.3	4.4	-5.6	160,554	174,113	3.9	4.1	-7.8
Jeep	-	-	-	-	-	143,428	138,576	4.2	4.0	3.5	143,428	138,576	3.5	3.3	3.5
Tesla*	44,100	46,400	6.9	6.2	-5.0	95,900	122,000	2.8	3.5	-21.4	140,000	168,400	3.4	4.0	-16.9
Ram	-	-	-	-	-	123,969	129,321	3.6	3.7	-4.1	123,969	129,321	3.0	3.1	-4.1
BMW	35,537	39,716	5.5	5.3	-10.5	77,975	77,790	2.3	2.2	0.2	113,512	117,506	2.8	2.8	-3.4
Lexus	15,923	18,538	2.5	2.5	-14.1	83,762	78,931	2.4	2.3	6.1	99,685	97,469	2.4	2.3	2.3
Mercedes-Benz†	18,674	26,689	2.9	3.6	-30.0	73,126	75,511	2.1	2.2	-3.2	91,800	102,200	2.3	2.4	-10.2
Mazda	7,857	13,132	1.2	1.8	-40.2	82,825	97,798	2.4	2.8	-15.3	90,682	110,930	2.2	2.6	-18.3
Volkswagen	12,855	22,742	2.0	3.1	-43.5	69,943	80,452	2.0	2.3	-13.1	82,798	103,194	2.0	2.4	-19.8
Buick	-	-	-	-	-	41,320	46,186	1.2	1.3	-10.5	41,320	46,186	1.0	1.1	-10.5
Cadillac	5,943	5,178	0.9	0.7	14.8	34,943	43,906	1.0	1.3	-20.4	40,886	49,084	1.0	1.2	-16.7
Audi	9,825	12,516	1.5	1.7	-21.5	26,408	44,395	0.8	1.3	-40.5	36,233	56,911	0.9	1.3	-36.3
Chrysler	15	626	0.0	0.1	-97.6	35,625	27,003	1.0	0.8	31.9	35,640	27,629	0.9	0.7	29.0
Acura	7,440	6,789	1.2	0.9	9.6	26,710	28,454	0.8	0.8	-6.1	34,150	35,243	0.8	0.8	-3.1
Volvo	697	1,929	0.1	0.3	-63.9	30,209	33,767	0.9	1.0	-10.5	30,906	35,696	0.8	0.8	-13.4
Dodge	696	4,956	0.1	0.7	-86.0	27,630	17,480	0.8	0.5	58.1	28,326	22,436	0.7	0.5	26.3
Lincoln	-	-	-	-	-	28,045	30,293	0.8	0.9	-7.4	28,045	30,293	0.7	0.7	-7.4
Genesis	4,780	5,258	0.7	0.7	-9.1	18,721	17,807	0.5	0.5	5.1	23,501	23,065	0.6	0.5	1.9
Mitsubishi	1,094	9,742	0.2	1.3	-88.8	20,260	17,383	0.6	0.5	16.6	21,354	27,125	0.5	0.6	-21.3
Land Rover*	-	-	-	-	-	19,508	25,886	0.6	0.7	-24.6	19,508	25,886	0.5	0.6	-24.6
Porsche	7,450	7,972	1.2	1.1	-6.5	11,670	14,112	0.3	0.4	-17.3	19,120	22,084	0.5	0.5	-13.4
Infiniti	1	1,291	0.0	0.2	-99.9	14,202	14,212	0.4	0.4	-0.1	14,203	15,503	0.3	0.4	-8.4
Rivian*	-	-	-	-	-	12,140	11,405	0.4	0.3	6.4	12,140	11,405	0.3	0.3	6.4
Mini	3,627	3,977	0.6	0.5	-8.8	3,260	4,771	0.1	0.1	-31.7	6,887	8,748	0.2	0.2	-21.3
Lucid*	3,500	2,900	0.5	0.4	20.7	900	-	-	-	-	4,400	2,900	0.1	0.1	51.7
Polestar*	100	1,800	0.0	0.2	-94.4	2,300	-	-	-	-	2,400	1,800	0.1	0.0	33.3
Jaguar*	176	422	0.0	0.1	-58.3	983	2,030	0.0	0.1	-51.6	1,159	2,452	0.0	0.1	-52.7
Maserati*	260	370	0.0	0.0	-29.7	640	1,230	0.0	0.0	-48.0	900	1,600	0.0	0.0	-43.8
Alfa Romeo	198	596	0.0	0.1	-66.8	676	1,443	0.0	0.0	-53.2	874	2,039	0.0	0.0	-57.1
Ferrari*	700	740	0.1	0.1	-5.4	110	75	0.0	0.0	46.7	810	815	0.0	0.0	-0.6
Bentley*	570	480	0.1	0.1	18.8	230	240	0.0	0.0	-4.2	800	720	0.0	0.0	11.1
Lamborghini*	120	250	0.0	0.0	-52.0	500	520	0.0	0.0	-3.8	620	770	0.0	0.0	-19.5
VinFast*	-	-	-	-	-	532	900	0.0	0.0	-40.9	532	900	0.0	0.0	-40.9
Aston Martin*	290	280	0.0	0.0	3.6	150	200	0.0	0.0	-25.0	440	480	0.0	0.0	-8.3
Rolls-Royce*	180	160	0.0	0.0	12.5	240	280	0.0	0.0	-14.3	420	440	0.0	0.0	-4.5
Lotus*	270	800	0.0	0.1	-66.3	30	-	0.0	0.0	-	300	800	0.0	0.0	-62.5
McLaren*	265	270	0.0	0.0	-1.9	-	-	-	-	-	265	270	0.0	0.0	-1.9
Fiat	66	531	0.0	0.1	-87.6	18	211	0.0	0.0	-91.5	84	742	0.0	0.0	-88.7
<b>TOTAL</b>	<b>642,549</b>	<b>744,915</b>	<b>100.0</b>	<b>100.0</b>	<b>-13.7%</b>	<b>3,432,707</b>	<b>3,487,085</b>	<b>100.0</b>	<b>100.0</b>	<b>-1.6%</b>	<b>4,075,256</b>	<b>4,232,000</b>	<b>100.0</b>	<b>100.0</b>	<b>-3.7%</b>
<b>Made in North America</b>	<b>472,424</b>	<b>529,685</b>	<b>73.5</b>	<b>71.1</b>	<b>-10.8</b>	<b>2,785,112</b>	<b>2,814,849</b>	<b>81.1</b>	<b>80.7</b>	<b>-1.1</b>	<b>3,257,536</b>	<b>3,344,534</b>	<b>79.9</b>	<b>79.0</b>	<b>-2.6</b>
<b>Made in Japan</b>	<b>64,221</b>	<b>70,776</b>	<b>10.0</b>	<b>9.5</b>	<b>-9.3</b>	<b>252,143</b>	<b>239,972</b>	<b>7.3</b>	<b>6.9</b>	<b>5.1</b>	<b>316,364</b>	<b>310,748</b>	<b>7.8</b>	<b>7.3</b>	<b>1.8</b>
<b>Made in Europe</b>	<b>74,679</b>	<b>91,271</b>	<b>11.6</b>	<b>12.3</b>	<b>-18.2</b>	<b>202,091</b>	<b>252,736</b>	<b>5.9</b>	<b>7.2</b>	<b>-20.0</b>	<b>276,770</b>	<b>344,007</b>	<b>6.8</b>	<b>8.1</b>	<b>-19.5</b>
<b>Made in Korea</b>	<b>30,031</b>	<b>41,641</b>	<b>4.7</b>	<b>5.6</b>	<b>-27.9</b>	<b>187,775</b>	<b>165,713</b>	<b>5.5</b>	<b>4.8</b>	<b>13.3</b>	<b>217,806</b>	<b>207,354</b>	<b>5.3</b>	<b>4.9</b>	<b>5.0</b>
<b>Made in Thailand</b>	<b>1,094</b>	<b>9,742</b>	<b>0.2</b>	<b>1.3</b>	<b>-88.8</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,094</b>	<b>9,742</b>	<b>0.0</b>	<b>0.2</b>	<b>-88.8</b>
<b>Made in China</b>	<b>100</b>	<b>1,800</b>	<b>0.0</b>	<b>0.2</b>	<b>-94.4</b>	<b>5,054</b>	<b>12,915</b>	<b>0.1</b>	<b>0.4</b>	<b>-60.9</b>	<b>5,154</b>	<b>14,715</b>	<b>0.1</b>	<b>0.3</b>	<b>-65.0</b>
<b>Made in Vietnam</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>532</b>	<b>900</b>	<b>0.0</b>	<b>0.0</b>	<b>-40.9</b>	<b>532</b>	<b>900</b>	<b>0.0</b>	<b>0.0</b>	<b>-40.9</b>
General Motors	13,088	36,737	2.0	4.9	-64.4	687,079	714,349	20.0	20.5	-3.8	700,167	751,086	17.2	17.7	-6.8
Toyota Motor N.A.	181,948	177,160	28.3	23.8	2.7	470,247	425,944	13.7	12.2	10.4	652,195	603,104	16.0	14.3	8.1
Ford Motor Co.	12,515	7,518	1.9	1.0	66.5	529,845	519,867	15.4	14.9	1.9	542,360	527,385	13.3	12.5	2.8
Hyundai-Kia Automotive	115,060	130,330	17.9	17.5	-11.7	347,785	331,361	10.1	9.5	5.0	462,845	461,691	11.4	10.9	0.3
Stellantis	1,235	7,079	0.2	1.0	-82.6	331,986	315,264	9.7	9.0	5.3	333,221	322,343	8.2	7.6	3.4
American Honda	101,599	98,406	15.8	13.2	3.2	230,979	268,956	6.7	7.7	-14.1	332,578	367,362	8.2	8.7	-9.5
Nissan Group	54,825	75,462	8.5	10.1	-27.3	159,425	147,022	4.6	4.2	8.4	214,250	222,484	5.3	5.3	-3.7
VW Group	30,820	43,960	4.8	5.9	-29.9	108,751	139,719	3.2	4.0	-22.2	139,571	183,679	3.4	4.3	-24.0
BMW of N.A.	39,344	43,853	6.1	5.9	-10.3	81,475	82,841	2.4	2.4	-1.6	120,819	126,694	3.0	3.0	-4.6
JLR N.A.*	176	422	0.0	0.1	-58.3	20,491	27,916	0.6	0.8	-26.6	20,667	28,338	0.5	0.7	-27.1

**U.S. car and light-truck sales by make, 12 months 2025**

(Ranked by total sales)

Make	Car 2025	Car 2024	2025 share	2024 share	Percent change	Truck 2025	Truck 2024	2025 share	2024 share	Percent change	Total 2025	Total 2024	2025 share	2024 share	Percent change
Toyota	646,178	621,696	23.5	20.7	3.9%	1,501,633	1,365,258	11.0	10.5	10.0%	2,147,811	1,986,954	13.1	12.4	8.1%
Ford	45,333	44,003	1.6	1.5	3.0	2,040,782	1,916,335	15.0	14.8	6.5	2,086,115	1,960,338	12.8	12.3	6.4
Chevrolet	34,861	165,135	1.3	5.5	-78.9	1,782,118	1,566,475	13.1	12.1	13.8	1,816,979	1,731,610	11.1	10.8	4.9
Honda	389,061	404,728	14.1	13.5	-3.9	908,083	886,762	6.7	6.8	2.4	1,297,144	1,291,490	7.9	8.1	0.4
Hyundai	218,772	218,305	8.0	7.3	0.2	682,914	618,497	5.0	4.8	10.4	901,686	836,802	5.5	5.2	7.8
Nissan	307,845	324,745	11.2	10.8	-5.2	565,462	541,193	4.2	4.2	4.5	873,307	865,938	5.3	5.4	0.9
Kia	263,398	240,403	9.6	8.0	9.6	588,757	556,085	4.3	4.3	5.9	852,155	796,488	5.2	5.0	7.0
GMC	-	-	-	-	-	652,394	614,117	4.8	4.7	6.2	652,394	614,117	4.0	3.8	6.2
Subaru	63,966	72,889	2.3	2.4	-12.2	579,625	594,836	4.3	4.6	-2.6	643,591	667,725	3.9	4.2	-3.6
Jeep	-	-	-	-	-	593,399	587,725	4.4	4.5	1.0	593,399	587,725	3.6	3.7	1.0
Tesla*	182,000	160,100	6.6	5.3	13.7	362,500	466,300	2.7	3.6	-22.3	544,500	626,400	3.3	3.9	-13.1
Ram	-	-	-	-	-	431,670	439,039	3.2	3.4	-1.7	431,670	439,039	2.6	2.7	-1.7
Mazda	37,993														