

4 MAY 2022

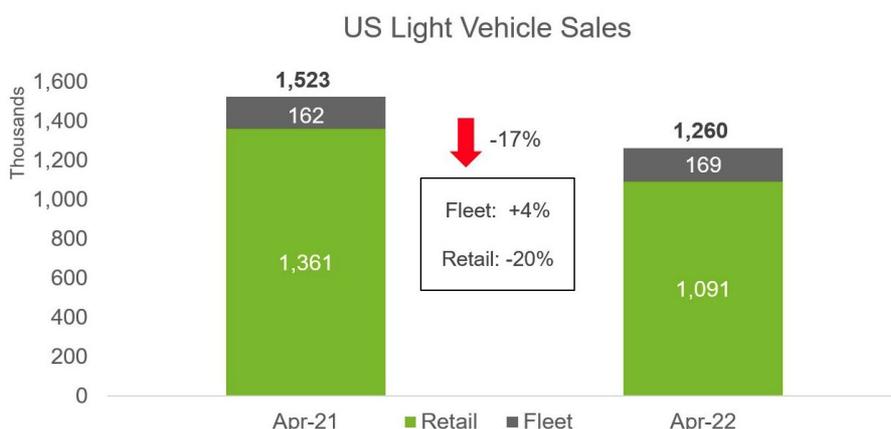
## Lean inventories make US Light Vehicle sales drop by 17% YoY in April, but there are signs that the industry is over its worst period

- April sales added 1.26 million Light Vehicles, a 17% YoY plunge. However, sales grew by 5,000 units from March, traditionally a stronger month. The annualized rate increased to 14.7 million units, and OEMs sold 46,700 units/selling day.
- General Motors kept the market leadership, outselling Toyota by 16,000 units. The Chevrolet Silverado was the most popular vehicle, followed by the Toyota RAV4 and Ford F-150. Tesla drove the Premium segment to their highest share ever, at 17%.
- Global update – Light Vehicle sales in March finished slightly stronger than expected, but they were still down by 14% from March 2021. The March selling rate of 76.1 million units brings the Q1 2022 selling rate to 79.5 million units, down by 4.5 million units from Q1 2021. Global supply chain issues, further complicated by the war in Ukraine and lockdowns in China, continued to constrain sales levels. This added risk and led to another cut to the global outlook. Light Vehicle sales have been trimmed to 81.6 million units, an increase of just 0.3% from 2022.

(DETROIT, MI): US Light Vehicle sales in April reached their highest level so far this year, according to LMC Automotive, a leading automotive forecasting and market intelligence company, now part of GlobalData. The 1.26 million units sold represent a 17% YoY decline, but volumes were up by about 5,000 units from March. The annualized rate grew to 14.7 million units, about 1.3 million units more than in March.

April had the same 27 selling days as March, but it is traditionally a weaker month. Yet, slightly better inventory levels and some recovery in fleet sales helped OEMs to sell 300 units more by selling day. Initial estimates for fleet sales indicate that they accounted for about 13% of total sales, down from 15% in March but in line with the level registered in February. This would be equivalent to a 4% YoY increase, while retail deliveries likely plunged by 20% from a very strong April in 2021. The highest annualized rate in 2021 was in April, at 18.3 million units.

In the first four months of 2022, Light Vehicle sales totalled 4.55 million units, down by 16% from a year ago. This volume is also down by 14% from 2019, but up by 8% from 2020, when the pandemic was already impacting sales negatively.

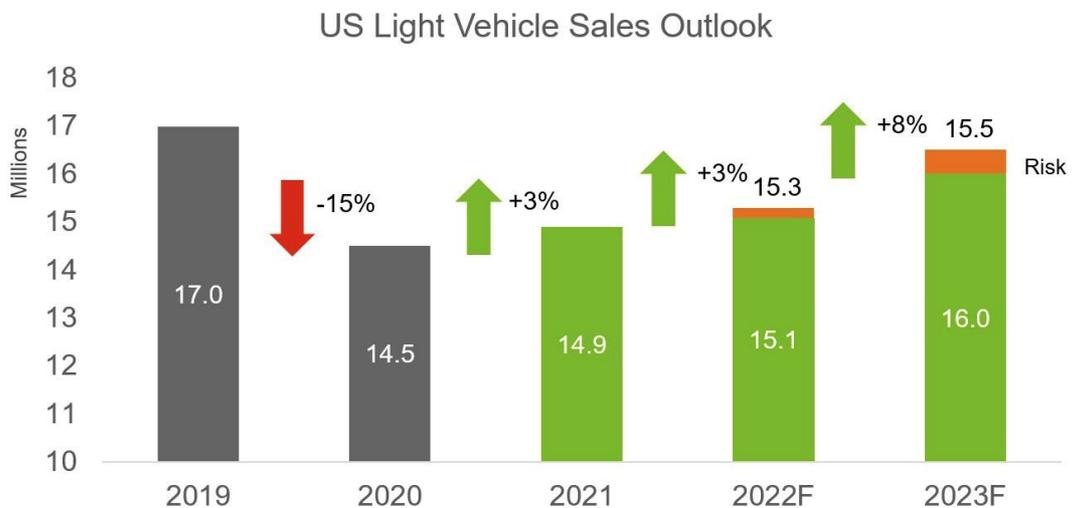




**Augusto Amorim, Senior Manager, Americas Vehicle Sales Forecasts, LMC Automotive, adds:**

“While most measurements would indicate a positive April, the industry is still being impacted by the parts shortage that has plagued sales for almost a year now. General Motors, Toyota and Stellantis sold fewer vehicles in April than in March, and Honda sales fell more than those of any other OEM. Yet, for GM, the worst seems to be behind them. They led April sales, being the only OEM to sell more than 200,000 units, and the Chevrolet Silverado was the bestselling vehicle in the country. The Ford F-150, which traditionally holds the bestseller title, was outsold not only by the Silverado, but also by the Toyota RAV4. In the Premium market, Tesla continues to grow its leadership, especially now that it is resuming sales of the Model X. Its more than 44k units sold helped the Premium segment to reach a 17% market share, a record for any given month.”

SUVs accounted for just over 55% of total sales, with Compact and Midsize Non-Premium models virtually tied for the market leadership. Compact models had a 17.7% share, just 0.2 pp more than their Midsize counterparts. Large Pickups came in at a distant third place, accounting for 13.6% of sales. Thanks to the Tesla Model Y, Compact Premium SUVs gained 1.2 pp of share, more than any other segment, and the best-ever month for the Ford Maverick made Compact Pickup represent 1% of sales – the segment did not exist in April 2021.



The current US Light Vehicle market remains resilient, though constraints on demand are expected to be with the industry into 2023. The outlook for 2022 remains at 15.3 million units after being revised downward last month. Q1 North American production came in about 75,000 units higher than forecast, which is well received news for some supply recovery.

Our sales forecast for 2023 is also unchanged from last month. Total Light Vehicle volume is holding at 16.5 million units, an increase of 8% from 2022. High transaction prices and rising interest rates are headwinds to a further recovery in the market. Risk of a further economic slowdown or even a recession has increased, as the Fed walks a tight rope in managing inflation.



**Jeff Schuster, President, Americas Operations and Global Vehicle Forecasts, LMC Automotive said:**

“As we progress through 2022 and into 2023, we do see supply and demand forces starting to balance out, leaving the consumer to drive the level of recovery by next year. If the Fed is able to orchestrate a soft landing, there could be some upside potential to the outlook late in 2022 and 2023. That said, given the auto market has lost more than 7 million units of volume since 2020, there most certainly will be an element of demand destruction. We do expect Light Vehicle sales to reach 17.3 million units by 2026, but don’t see the market making up more than half of the pandemic-lost sales.”

**ENDS**

**About LMC Automotive:** For over 30 years, LMC’s mission has been to provide the most comprehensive, timely and actionable services to all sectors of the auto industry. Focusing exclusively on this sector, while being highly responsive to our large and growing client base of car and truck makers, component manufacturers and suppliers, and financial and government institutions, has fostered our rapid growth. Today, from offices in all the major automotive markets, LMC provides insights and forecasts for both the Light Vehicle and Commercial Vehicle sectors, with specific emphasis on vehicle sales, production and propulsion systems. Our experts examine global industry dynamics from every angle – be they macroeconomic trends, market and production developments or regulatory and technological changes. These insights are shaped into a comprehensive suite of services that can be tailored to an individual client’s needs and are delivered in a range of flexible and sophisticated formats.

As a company, we pride ourselves on the quality of our products, as well as our commitment to customer service. Our team, and our carefully selected partner companies, are dedicated to what they do – bringing the most accurate information to market and helping our clients to gain maximum benefit from our insights.

For more information about LMC Automotive, visit [www.lmc-auto.com](http://www.lmc-auto.com), email us at [media@lmc-auto.com](mailto:media@lmc-auto.com) or follow [@LMCAutomotive](https://twitter.com/LMCAutomotive) on Twitter and LinkedIn.

**Media Contact:**

Volker Krueger: [vkrueger@lmc-auto.com](mailto:vkrueger@lmc-auto.com)