



TCI Month End Sales Results for December 2017

Models	MTD			YTD		
	2017	2016	% Change	2017	2016	% Change
TOYOTA						
YARIS	336	397	-15.4%	7061	7779	-9.2%
PRIUS C	118	139	-15.1%	2285	3135	-27.1%
PRIUS	169	282	-40.1%	3640	2855	27.5%
PRIUS V	61	133	-54.1%	2052	2105	-2.5%
COROLLA	1952	2215	-11.9%	50332	45626	10.3%
86	43	26	65.4%	907	152	496.7%
CAMRY	1017	835	21.8%	14574	15683	-7.1%
AVALON	36	21	71.4%	444	586	-24.2%
IQ	0	0		0	2	-100.0%
XB	0	0		0	47	-100.0%
TC	0	11	-100.0%	65	868	-92.5%
FR-S	0	12	-100.0%	69	945	-92.7%
IM	0	8	-100.0%	1	2569	-100.0%
CAR TOTAL	3732	4079	-8.5%	81430	82352	-1.1%
TACOMA	943	950	-0.7%	12454	12618	-1.3%
TUNDRA	668	973	-31.3%	9442	11364	-16.9%
C-HR	463	0		4321	0	
RAV4	2512	3000	-16.3%	50894	49103	3.6%
VENZA	0	364	-100.0%	1680	5971	-71.9%
HIGHLANDER	1001	1105	-9.4%	15259	12964	17.7%
4RUNNER	562	458	22.7%	7869	6677	17.9%
SEQUOIA	81	51	58.8%	755	697	8.3%
SIENNA	1061	945	12.3%	15470	13404	15.4%
LANDCRUISER	37	18	105.6%	208	133	56.4%
TRUCK TOTAL	7328	7864	-6.8%	118352	112931	4.8%
TOYOTA TOTAL	11060	11943	-7.4%	199782	195283	2.3%
LEXUS						
CT	0	29	-100.0%	367	546	-32.8%
IS	161	147	9.5%	3221	3033	6.2%
RC	26	26	0.0%	512	526	-2.7%
ES	158	215	-26.5%	1892	2153	-12.1%
GS	20	27	-25.9%	328	415	-21.0%
LC	9	0		171	0	
LS	0	9	-100.0%	40	95	-57.9%
CAR TOTAL	374	453	-17.4%	6531	6768	-3.5%
NX	416	501	-17.0%	7407	6295	17.7%
RX	674	697	-3.3%	9402	8147	15.4%
GX	33	48	-31.3%	508	551	-7.8%
LX	58	46	26.1%	917	748	22.6%
TRUCK TOTAL	1181	1292	-8.6%	18234	15741	15.8%
LEXUS TOTAL	1555	1745	-10.9%	24765	22509	10.0%
TCI TOTAL	12615	13688	-7.8%	224547	217792	3.1%
TCI Car Total	4106	4532	-9.4%	87961	89120	-1.3%
TCI Truck Total	8509	9156	-7.1%	136586	128672	6.2%