



TCI Month End Sales Results for August 2016

Models	MTD			YTD		
	2016	2015	% Change	2016	2015	% Change
TOYOTA						
YARIS	634	664	-4.5%	5529	5488	0.7%
PRIUS C	228	304	-25.0%	2072	2365	-12.4%
PRIUS	288	133	116.5%	1860	1111	67.4%
PRIUS V	182	248	-26.6%	1465	1690	-13.3%
COROLLA	3772	4318	-12.6%	31988	34601	-7.6%
MATRIX	0	0		0	295	-100.0%
CAMRY	1455	1450	0.3%	11805	12195	-3.2%
AVALON	50	64	-21.9%	428	563	-24.0%
IQ	0	35	-100.0%	2	192	-99.0%
XD	0	0	#DIV/0!	0	27	-100.0%
XB	0	96	-100.0%	47	751	-93.7%
TC	98	95	3.2%	736	808	-8.9%
FR-S	80	143	-44.1%	823	1003	-17.9%
IM	50	0	#DIV/0!	2511	0	#DIV/0!
CAR TOTAL	6837	7550	-9.4%	59266	61089	-3.0%
TACOMA	900	1107	-18.7%	8734	6866	27.2%
TUNDRA	892	957	-6.8%	7393	7171	3.1%
RAV4	4482	3390	32.2%	33487	27057	23.8%
VENZA	469	581	-19.3%	3997	4453	-10.2%
FJ CRUISER	0	0	#DIV/0!	0	8	-100.0%
HIGHLANDER	1149	857	34.1%	8627	6775	27.3%
4RUNNER	632	587	7.7%	4459	3609	23.6%
SEQUOIA	44	40	10.0%	493	415	18.8%
SIENNA	1250	1271	-1.7%	9472	9953	-4.8%
LANDCRUISER	4	21	-81.0%	91	123	-26.0%
TRUCK TOTAL	9822	8811	11.5%	76753	66430	15.5%
TOYOTA TOTAL	16659	16361	1.8%	136019	127519	6.7%
LEXUS						
CT	27	57	-52.6%	343	586	-41.5%
IS	304	258	17.8%	2004	2318	-13.5%
RC	64	128	-50.0%	362	622	-41.8%
ES	185	199	-7.0%	1410	1547	-8.9%
GS	30	42	-28.6%	280	279	0.4%
LS	5	3	66.7%	60	93	-35.5%
LFA		0				
CAR TOTAL	615	687	-10.5%	4459	5445	-18.1%
NX	548	578	-5.2%	3883	3569	8.8%
RX	720	609	18.2%	5149	4440	16.0%
GX	32	45	-28.9%	347	442	-21.5%
LX	57	12	375.0%	456	198	130.3%
TRUCK TOTAL	1357	1244	9.1%	9835	8649	13.7%
LEXUS TOTAL	1972	1931	2.1%	14294	14094	1.4%
TCI TOTAL	18631	18292	1.9%	150313	141613	6.1%
TCI Car Total	7452	8237	-9.5%	63725	66534	-4.2%
TCI Truck Total	11179	10055	11.2%	86588	75079	15.3%