

New Products, Improved Inventory Propels Ford To Top-Selling Automaker in September with Retail Sales Up 34.3 Percent Compared To August; 52,000 New Vehicle Orders Placed; Lincoln Brand Retail Sales Increase 52.6 Percent Over August as Nautilus Sales Soar





September 2021 SALES

	Total venicle	Truck	507	Car
Total U.S. Sales	156,614	83,554	70,260	2,800
Total Sales vs. Sep. 2020	-17.7%	-22.6%	3.4%	-80.3%
Retail Sales vs. Sep. 2020	-20.8%	-29.7%	3.7%	-79.5%

HIGHLIGHTS

- September's results made Ford the number No. 1 seller of vehicles in the U.S. for the month. August improvements in production and inventory paid off in September, with Ford's retail sales up 34.3 percent over the previous month, boosting Ford's retail share for the month to an estimated 12.9 percent up 3.8 percentage points over August. Ford's September U.S. sales totaled 156,614 vehicles. Going into October, Ford's gross stock totaled 236,000 up 21,000 vehicles compared to the start of September.
- Vehicles are moving from dealer lots to customers at the fastest pace this year, while 31 percent of retail sales where from previously placed customer orders. This compares to 6 percent last year. Ford continued to expand its retail orders in September with 52,000 new orders placed.
- Ford's electrified vehicle portfolio continues to attract new customers to the brand at a higher rate than Ford overall – at a conquest rate that is 6 points above. September brought another new record for Ford electrified vehicles. Ford's electrified vehicle sales hit 9,150 – up 91.6 percent over last year.
- F-150 Lightning reservations have now surpassed the 150,000 mark, with over 75 percent of these reservations coming from outside of Ford.
- At the end of September, Ford's highly anticipated new Maverick pickup posted its first sales report with 506 sold. Dealers are reporting that their customers love the size, maneuverability, and fuel efficiency and its affordable price point.
- F-Series sales continued to expand, marking its best month since the semiconductor shortage began with 63,164 sold, F-Series retail sales were up 13.4 percent over August results.
- Ford brand SUV retail sales expanded 56.0 percent over August, while retail share increased an estimated 3.9 points to 10.1 percent. Compared to August, Bronco Sport gained 74.2 percent at retail, Mustang Mach-E retail sales were up 9.2 percent, while Explorer gained 155.0 percent.

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for and deepen the loyalty of those customers. Ford designs, manufactures, markets and services a full line of connected, increasingly electrified passenger and commercial vehicles: Ford trucks, utility vehicles, vans and cars, and Lincoln luxury vehicles. The company is pursuing leadership positions in electrification, connected vehicle services and mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 182,000 people worldwide. More information about the company, its products and Ford Motor Credit Company is available at corporate ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

"New products and improved inventories made Ford America's best-selling automaker in September. Retail sales gained 34 percent, compared to August, and we expanded our retail share 3.8 percentage points. Inventory turn rates are at the highest we've ever seen, with 31 percent of our retail sales coming from filling customer orders. The highly anticipated Maverick had a successful launch at month's end, while the new Bronco is flowing to dealers with in-transit vehicles up 200 percent compared to a month ago." – Andrew Frick, vice president, Ford Sales U.S. and Canada

MUST-HAVE PRODUCTS



Ford Commercial



Ford Trucks



Ford SUV



Ford Performance



Lincoln SUVs

Ford saw strong expansion of its commercial truck sales in September, up 16.6 percent over August. Strong gains also came from F-Series, which was up 36.5 percent over last year. Overall F-650/F-750 medium trucks were up 47.2 percent relative to year ago.

F-Series continued to expand its lead as America's best-selling truck for 2021. F-Series lead year-to-date now stands at 100,059 trucks; this is an expansion of 23,487 in September compared to August. Sales of F-150 PowerBoost Hybrid with its onboard generator totaled 3,537 pickups. The highly anticipated Maverick recorded its first sales at the end of September.

Bronco is flowing to dealer lots with in-transit inventory up nearly 200 percent compared to last month. Bronco retail sales were up 26.4 percent over August, while Bronco Sport sales were up 75.2 percent. Ford recorded a record 77.3 percent of AWD/4WD SUV mix, which helped to lower its incentive spend as a percentage of average transaction pricing to 3.9 percent. This is 10.3 points lower than a year ago and 0.6 points lower than August. Explorer retail sales were up 155 percent compared to August on improved availability.

Mustang Mach-E retail sales expanded 9.2 percent in September. With 18,855 Mach-Es sold through September, Mach-E ranks second in full electric SUV sales behind Tesla's Model Y. Over-the-air modem activation rates for Mach-E are the highest in Ford's portfolio at 97 percent.

Retail sales of Lincoln's new Nautilus were up 37.5 percent over a year ago. At retail, Nautilus realized its best September retail sales performance in 14 years. Nautilus was Lincoln's best-selling vehicle for the month of September. On the strength of better production and inventory, Lincoln's overall retail sales increased 52.6 percent, compared to August results. Sales totaled 7,647 for the month, as Lincoln's entire lineup of SUVs posted sequential sales increases.

FORD MOTOR COMPANY SEPTEMBER 2021 U.S. SALES

	<u>September</u>		% <u>Year-to-Date</u>			%	
	2021	2020	Change	2021	2020	Change	
SALES BY BRAND							
Ford	148,967	180,563	-17.5	1,331,542	1,427,599	-6.7	
Lincoln	<u>7,647</u>	<u>9,670</u>	-20.9	<u>65,962</u>	74,396	-11.3	
Total vehicles	156,614	190,233	-17.7	1,397,504	1,501,995	-7.0	
SALES BY TYPE							
Cars	2,800	14,240	-80.3	55,906	155,745	-64.1	
SUVs	70,260	67,978	3.4	598,779	532,851	12.4	
Trucks	83,554	108,015	-22.6	<u>742,819</u>	813,399	-8.7	
Total vehicles	156,614	190,233	-17.7	1,397,504	1,501,995	-7.0	
FORD BRAND							
Fiesta	0	18	-100.0	0	3,292	-100.0	
Fusion	42	8,367	-99.5	11,678	90,664	-87.1	
GT	10	22	-54.5	103	147	-29.9	
Mustang	2,728	4,307	-36.7	41,065	<u>47,637</u>	-13.8	
Ford Cars	2,780	12,714	-78.1	52,846	141,740	-62.7	
EcoSport	1,797	5,117	-64.9	34,494	47,200	-26.9	
Bronco Sport	11,686	0	N/A	81,204	0	N/A	
Escape	11,462	16,811	-31.8	111,791	131,753	-15.2	
Bronco	3,396	0	N/A	10,204	0	N/A	
Mustang Mach-E	1,578	0	N/A	18,855	0	N/A	
Edge	6,738	9,189	-26.7	54,951	76,862	-28.5	
Flex	0	66	-100.0	0	4,689	-100.0	
Explorer	20,092	21,215	-5.3	160,174	160,209	0.0	
Expedition	<u>5,884</u>	<u>7,436</u>	-20.9	64,204	<u>51,747</u>	24.1	
Ford SUVs	62,633	59,834	4.7	535,877	472,460	13.4	
F-Series	63,164	76,785	-17.7	534,831	589,034	-9.2	
Ranger	5,104	9,244	-44.8	72,706	74,338	-2.2	
Maverick	506	0	N/A	506	0	N/A	
E-Series	3,227	3,297	-2.1	26,467	25,186	5.1	
Transit	9,939	14,127	-29.6	78,799	93,670	-15.9	
Transit Connect	384	3,704	-89.6	19,621	25,241	-22.3	
Heavy trucks	<u>1,230</u>	<u>858</u>	43.4	<u>9,889</u>	<u>5,930</u>	66.8	
Ford Trucks	83,554	108,015	-22.6	<u>742,819</u>	813,399	-8.7	
Ford Brand	148,967	180,563	-17.5	1,331,542	1,427,599	-6.7	
LINCOLN BRAND							
MKZ	6	1,113	-99.5	1,665	10,133	-83.6	
Continental	<u>14</u>	<u>413</u>	-96.6	<u>1,395</u>	<u>3,872</u>	-64.0	
Lincoln Cars	20	1,526	-98.7	3,060	14,005	-78.2	
Corsair/MKC	2,040	2,682	-23.9	17,005	18,177	-6.4	
Nautilus/MKX	2,666	1,971	35.3	18,176	16,052	13.2	
MKT	0	8	-100.0	0	152	-100.0	
Aviator	1,726	2,108	-18.1	15,474	15,800	-2.1	
Navigator	<u>1,195</u>	<u>1,375</u>	-13.1	<u>12,247</u>	<u>10,210</u>	20.0	
Lincoln SUVs	<u>7,627</u>	<u>8,144</u>	-6.3	<u>62,902</u>	60,391	4.2	
Lincoln Brand	7,647	9,670	-20.9	65,962	74,396	-11.3	

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Ford Motor Company

SEP 2021 U.S. GROSS STOCKS

Gross Stock

	Unito
	Units (000)
	` ,
Fusion	0.1
Mustang	6.0
GT	0.0
Ford Cars	6.1
MKZ	0.0
Continental	0.1
Lincoln Cars	0.1
Total Cars	6.2
Escape	14.5
Bronco Sport	12.6
Mustang Mach-E	5.0
EcoSport	6.5
Edge	12.8
Bronco	5.0
Explorer	23.4
Expedition	7.9
Ford SUVs	87.8
Corsair	2.5
Nautilus	3.5
Aviator	1.8
Navigator	1.4
Lincoln SUVs	9.2
Total SUVs	97.0
Econoline Van	7.4
Transit Connect (Tourneo)	1.5
Transit Van	11.9
Maverick	3.9
Ranger	10.1
F-Series	94.2
Medium/Heavy	3.6
Ford Trucks	132.5
Total Car, Utility, Truck	235.7

SEPTEMBER 2021 PRODUCTION

				2021 Ca	alcridar i c		Jan Dy I	<u>iaiii</u>					
	<u>Jan</u>	<u>Feb</u>	Mar	<u>Apr</u>	May	<u>Jun</u>	<u>Jul</u>	Aug	<u>Sep</u>	Oct	Nov	<u>Dec</u>	Full Year
Flat Rock	6 714	7,501	9,586	2,288	-	5,091	3,683	7 207	4,660				46,73
Ford Mustang Chicago Main	6,714	7,501	9,300	2,200	-	5,091	3,003	7,207	4,000				40,73
Ford Explorer	21,531	19,054	29,176	7,045	_	15,127	2,583	23,343	25,621				143,48
Lincoln Aviator	1,564	1,734	3,016	704	-	1,645	198	1,974	2,676				13,51
Chicago SHO	1,001	1,101	0,0.0			1,010		1,011	2,0.0				.0,0.
Ford Explorer	2,396	2,278	3,024	442	-	1,545	172	1,882	1,788				13,52
Lincoln Aviator	361	210	313	89	-	142	-	204	243				1,562
Cuautitlan													
Mustang Mach-E	4,250	3,846	6,720	6,155	6,845	6,963	5,694	5,353	5,390				51,216
Dearborn Truck Plant													
Ford F-Series (F-150)	28,309	24,133	31,135	16,319	26,823	14,237	23,993	29,778	18,181				212,90
Detroit Chassis Plant													
Stripped Chassis	1,112	2,384	2,860	1,131	-	1,164	2,210	2,109	1,443				14,413
Hermosillo													
Bronco Sport	4,046	13,429	18,414	17,084	6,730	13,325	8,387	14,550	13,049				109,014
Maverick	-	-	-	-	-	216	150	1,297	5,660				7,323
Kansas City (SUV)													
Ford Transit	6,840	11,371	15,109	2,864	-	10,749	9,258	15,878	9,923				81,992
Kansas City (Truck)													
Ford F-Series (F-150)	22,107	15,552	30,810	9,177	-	11,229	14,092	19,415	9,011				131,393
Kentucky Truck													
Ford F-Series (Super Duty)	29,075	28,167	30,611	24,626	23,020	16,680	18,516	30,603	27,239				228,53
Ford Expedition	7,296	7,885	8,737	7,085	6,475	5,242	5,507	8,538	6,500				63,265
Lincoln Navigator	2,008	1,963	2,035	1,355	1,415	1,039	1,207	2,122	1,684				14,828
Louisville Assembly	,	,			, -	,	, -		, -				,
Ford Escape	7,681	7,788	20,987	9,684	16,798	-	8,554	19,729	15,087				106,308
Lincoln Corsair	1,113	1,124	4,085	1,010	904	-	473	2,725	3,019				14,453
Michigan Assembly			,	,				, -	- ,, .				,
Ranger	9,799	11,380	13,393	10,680	3,642	7,708	3,779	9,439	9,216				79,036
Bronco	99	87	127	437	1,069	5,489	6,072	8,243	3,916				25,539
Multimatic					.,	2,122	-,	-,	-,				
Ford GT	19	19	24	21	20	23	20	22	21				189
Oakville													
Ford Edge	64	5,406	12,271	3,153	9,642	1,839	1,980	9,709	9,449				53,513
Lincoln Nautilus	123	1,415	2,721	963	1,123	547	3,064	3,398	2,321				15,675
Ohio Assembly	120	1,110	2,721	000	1,120	011	0,001	0,000	2,021				10,070
Ford Econoline	4,374	4,021	4,049	1,112	-	1,542	3,654	5,340	4,320				28,412
Medium Truck	151	356	1,076	1,177	1,080	1,822	935	1,534	1,420				9,551
Super Duty	376	2,270	1,749	1,874	1,301	2,862	1,555	1,673	1,408				15,068
Cuper Daty	370	2,210	1,745	1,014	1,001	2,002	1,000	1,070	1,400				10,000
Total Production	161,408	173,373	252,028	126,475	106,887	126,226	125,736	226,065	183,245	-	-	-	1,481,443
			20)21 Calen	dar Year l	Production	n Bv Vehic	cle Line					
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	Aug	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	Full Year
Bronco Sport										Oct -	Nov -	Dec -	
· · · · · · · · · · · · · · · · · · ·	<u>Jan</u> 4,046	<u>Feb</u> 13,429	<u>Mar</u> 18,414	<u>Apr</u> 17,084	<u>May</u> 6,730	13,325	8,387	14,550	13,049				109,014
Maverick	4,046	13,429	18,414	17,084	6,730	13,325 216	8,387 150	14,550 1,297	13,049 5,660	-	-	-	109,014 7,323
Maverick Ford Mustang	4,046 - 6,714	13,429 - 7,501	18,414	17,084	6,730	13,325 216 5,091	8,387 150 3,683	14,550 1,297 7,207	13,049 5,660 4,660	-	-	-	109,014 7,323 46,730
Maverick Ford Mustang Ford GT	4,046 - 6,714 19	13,429 - 7,501 19	9,586 24	17,084 - 2,288 21	6,730	13,325 216 5,091 23	8,387 150 3,683 20	14,550 1,297 7,207 22	13,049 5,660 4,660 21	-	-	-	109,014 7,323 46,730 189
Maverick Ford Mustang Ford GT Ranger	4,046 - 6,714 19 9,799	13,429 - 7,501 19 11,380	9,586 24 13,393	17,084 - 2,288 21 10,680	6,730 - 20 3,642	13,325 216 5,091 23 7,708	8,387 150 3,683 20 3,779	14,550 1,297 7,207 22 9,439	13,049 5,660 4,660 21 9,216	- - -	-	-	109,014 7,323 46,730 189 79,036
Maverick Ford Mustang Ford GT Ranger Bronco	4,046 - 6,714 19	13,429 - 7,501 19	9,586 24	17,084 - 2,288 21	6,730	13,325 216 5,091 23	8,387 150 3,683 20	14,550 1,297 7,207 22	13,049 5,660 4,660 21	- - -	-	-	109,014 7,323 46,730 189 79,036
Maverick Ford Mustang Ford GT Ranger Bronco	4,046 - 6,714 19 9,799	13,429 - 7,501 19 11,380	9,586 24 13,393	17,084 - 2,288 21 10,680	6,730 - 20 3,642	13,325 216 5,091 23 7,708	8,387 150 3,683 20 3,779	14,550 1,297 7,207 22 9,439	13,049 5,660 4,660 21 9,216	- - - -	-	-	109,014 7,325 46,730 188 79,030 25,538
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E	4,046 - 6,714 19 9,799 99 4,250	13,429 - 7,501 19 11,380 87 3,846	9,586 24 13,393 127 6,720	17,084 - 2,288 21 10,680 437 6,155	6,730 - 20 3,642 1,069 6,845	13,325 216 5,091 23 7,708 5,489 6,963	8,387 150 3,683 20 3,779 6,072 5,694	14,550 1,297 7,207 22 9,439 8,243 5,353	13,049 5,660 4,660 21 9,216 3,916 5,390	- - - - -		-	109,014 7,325 46,736 188 79,036 25,538 51,216
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150)	4,046 - 6,714 19 9,799 99 4,250 50,416	13,429 - 7,501 19 11,380 87 3,846 39,685	18,414 - 9,586 24 13,393 127 6,720 61,945	17,084 - 2,288 21 10,680 437 6,155 25,496	6,730 - 20 3,642 1,069 6,845 26,823	13,325 216 5,091 23 7,708 5,489 6,963 25,466	8,387 150 3,683 20 3,779 6,072 5,694 38,085	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192	-	-	-	109,014 7,323 46,730 188 79,036 25,538 51,216 344,30
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150)	4,046 - 6,714 19 9,799 99 4,250	13,429 - 7,501 19 11,380 87 3,846	9,586 24 13,393 127 6,720	17,084 - 2,288 21 10,680 437 6,155	6,730 - 20 3,642 1,069 6,845	13,325 216 5,091 23 7,708 5,489 6,963	8,387 150 3,683 20 3,779 6,072 5,694	14,550 1,297 7,207 22 9,439 8,243 5,353	13,049 5,660 4,660 21 9,216 3,916 5,390	- - - - -		-	109,014 7,323 46,730 188 79,036 25,538 51,216 344,30
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty)	4,046 - 6,714 19 9,799 99 4,250 50,416	13,429 - 7,501 19 11,380 87 3,846 39,685	18,414 - 9,586 24 13,393 127 6,720 61,945	17,084 - 2,288 21 10,680 437 6,155 25,496	6,730 - 20 3,642 1,069 6,845 26,823	13,325 216 5,091 23 7,708 5,489 6,963 25,466	8,387 150 3,683 20 3,779 6,072 5,694 38,085	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192	-	-	-	109,014 7,323 46,736 188 79,036 25,538 51,216 344,30
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition	4,046 - 6,714 19 9,799 99 4,250 50,416 29,451	13,429 - 7,501 19 11,380 87 3,846 39,685 30,437	18,414 - 9,586 24 13,393 127 6,720 61,945 32,360	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500	6,730 - 20 3,642 1,069 6,845 26,823 24,321	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647	-	-	-	109,014 7,323 46,736 186 79,036 25,539 51,216 344,30 243,609
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator	4,046 - 6,714 19 9,799 99 4,250 50,416 29,451 7,296	7,501 19 11,380 87 3,846 39,685 30,437 7,885	9,586 24 13,393 127 6,720 61,945 32,360 8,737	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500	-	-	-	109,014 7,323 46,730 188 79,030 25,539 51,210 344,30 243,600 63,269 14,820
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer	4,046 - 6,714 19 9,799 99 4,250 50,416 29,451 7,296 2,008	7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963	9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684	-	-	-	109,014 7,323 46,730 188 79,033 25,533 51,210 344,30 243,600 63,260 14,820 157,00
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator	4,046 	7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919	-		-	109,014 7,323 46,733 188 79,036 25,538 51,216 344,300 243,608 63,266 14,826 157,000 15,073
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator	4,046 - 6,714 19 9,799 99 4,250 50,416 29,451 7,296 2,008 23,927	13,429 7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409	-	-	-	109,014 7,323 46,731 188 79,036 25,538 51,210 344,300 243,609 63,269 14,820 15,700 15,073
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit	4,046 	7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919	-		-	109,014 7,323 46,730 188 79,034 25,538 51,210 344,300 243,609 63,269 14,820 157,000 15,073
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape	4,046 - 6,714 19 9,799 99 4,250 50,416 29,451 7,296 2,008 23,927 1,925 6,840 7,681	13,429 7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788	18,414 - 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087	-		-	109,014 7,323 46,730 188 79,034 25,538 51,210 344,300 243,600 63,269 14,829 157,000 15,073 81,999
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape Lincoln MKC	4,046 	13,429 7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788 1,124	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987 4,085	17,084 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684 1,010	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415 - - 16,798 904	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 1,039 16,672 1,787	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554 473	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729 2,725	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087 3,019	-			109,01 7,32 46,73 18 79,03 25,53 51,21 344,30 243,60 14,82 157,00 15,07 81,99
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape Lincoln MKC Ford Edge	4,046 	13,429 - 7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788 1,124 5,406	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987 4,085 12,271	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684 1,010 3,153	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415 - - 16,798 904 9,642	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554 473 1,980	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729 2,725 9,709	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087 3,019 9,449	-		-	109,01- 7,32: 46,73(18: 79,03: 25,53: 51,21(344,30 243,60: 14,82: 157,00: 15,07: 81,99: 106,30: 14,45: 53,51:
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape Lincoln MKC Ford Edge	4,046 	13,429 7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788 1,124	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987 4,085	17,084 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684 1,010	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415 - - 16,798 904	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 1,039 16,672 1,787	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554 473	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729 2,725	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087 3,019	-			109,014 7,323 46,730 188 79,033 25,538 51,210 344,30° 243,608 14,828 157,00° 15,07° 81,992 106,308 14,450 53,51°
Bronco Sport Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape Lincoln MKC Ford Edge Lincoln MKX Ford Econoline	4,046	7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788 1,124 5,406	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987 4,085 12,271 2,721	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684 1,010 3,153 963	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415 - - 16,798 904 9,642 1,123	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787 10,749	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554 473 1,980 3,064	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729 2,725 9,709 3,398	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087 3,019 9,449 2,321	-			109,014 7,323 46,730 189 79,036 25,538 51,216 344,301 243,605 14,826 157,007 15,073 81,992 106,308 14,453 53,513 15,675
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape Lincoln MKC Ford Edge Lincoln MKX Ford Econoline	4,046	13,429 7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788 1,124 5,406 1,415 4,021	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987 4,085 12,271 2,721 4,049	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684 1,010 3,153 963 1,112	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415 - - 16,798 904 9,642 1,123	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787 10,749	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554 473 1,980 3,064 3,654	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729 2,725 9,709 3,398 5,340	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087 3,019 9,449 2,321 4,320	-			109,014 7,323 46,736 188 79,036 25,539 51,216 344,30 243,609 14,828 157,000 15,073 81,992 106,308 14,453 53,511 15,678
Maverick Ford Mustang Ford GT Ranger Bronco Mustang Mach-E Ford F-Series (F-150) Ford F-Series (Super Duty) Ford Expedition Lincoln Navigator Ford Explorer Lincoln Aviator Ford Transit Ford Escape Lincoln MKC Ford Edge Lincoln MKX	4,046	7,501 19 11,380 87 3,846 39,685 30,437 7,885 1,963 21,332 1,944 11,371 7,788 1,124 5,406	18,414 9,586 24 13,393 127 6,720 61,945 32,360 8,737 2,035 32,200 3,329 15,109 20,987 4,085 12,271 2,721	17,084 - 2,288 21 10,680 437 6,155 25,496 26,500 7,085 1,355 7,487 793 2,864 9,684 1,010 3,153 963	6,730 - 20 3,642 1,069 6,845 26,823 24,321 6,475 1,415 - - 16,798 904 9,642 1,123	13,325 216 5,091 23 7,708 5,489 6,963 25,466 19,542 5,242 1,039 16,672 1,787 10,749	8,387 150 3,683 20 3,779 6,072 5,694 38,085 20,071 5,507 1,207 2,755 198 9,258 8,554 473 1,980 3,064	14,550 1,297 7,207 22 9,439 8,243 5,353 49,193 32,276 8,538 2,122 25,225 2,178 15,878 19,729 2,725 9,709 3,398	13,049 5,660 4,660 21 9,216 3,916 5,390 27,192 28,647 6,500 1,684 27,409 2,919 9,923 15,087 3,019 9,449 2,321	-			109,014 7,323 46,730 188 79,033 25,538 51,210 344,30° 243,608 14,828 157,00° 15,07° 81,992 106,308 14,450 53,51°