

# BMW Group

## U.S. Press Information

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### BMW of North America Reports Q3 2021 U.S. Sales Results.

- Q3 2021 BMW Brand Sales Rise 8.7% vs Q3 2020.
- Year-to-Date BMW Brand Sales Up 35.4% vs 2020.

**Woodcliff Lake, NJ – October 1, 2021...** BMW of North America today reported Q3 2021 sales of 75,619 BMW vehicles in the U.S., an 8.7% increase compared to the same period last year. Year-to-date, BMW brand sales total 243,613 vehicles, an increase of 35.4% increase over the first three quarters of 2020.

The company also reported Q3 2021 sales of 6,445 MINI vehicles in the U.S., a 28.9% decrease compared to the time last period year. Year-to-date, MINI sales total 22,070, an increase of 12.7% over the first three quarters of 2020.

BMW's U.S. manufacturing operations in Spartanburg, South Carolina continue to play a pivotal role in the company's success through the first three quarters. The plant produces both the BMW X3 and BMW X5, the two best-selling BMW vehicles in the U.S., as well as the BMW X4, BMW X6 and BMW X7.

"It has been a challenging year, but our dealers have done an incredible job managing through it, and driving success for our business," said Sebastian Mackensen, president and CEO, BMW of North America. "We anticipate strong consumer demand through the remainder of the year and are managing inventory levels closely to continue our positive sales momentum."

**Table 1: New Vehicle Sales BMW of North America, LLC, Q3 2021\***

	Q3 2021	Q3 2020	%	YTD 2021	YTD 2020	%
BMW passenger cars	35,588	31,917	11.5%	117,823	88,834	32.6%
BMW light trucks	40,031	37,653	6.3%	125,790	91,148	38%

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<b>TOTAL BMW</b>	75,619	69,570	8.7%	243,613	179,982	35.4%
<b>TOTAL MINI</b>	6,445	9,064	- 28.9%	22,070	19,589	12.7%

### **BMW Certified Pre-Owned Vehicles.**

BMW reported Q3 2021 certified pre-owned vehicle sales of 26,048, an 8.7% decrease from the same quarter a year ago. Year-to-date, BMW certified pre-owned vehicle sales total 86,563, a 4.6% increase over the first three quarters of 2020.

### **MINI Certified Pre-Owned Vehicles.**

MINI reported Q3 2021 certified pre-owned vehicle sales of 2,691, a decrease of 0.3% from the same quarter a year ago. Year-to-date, MINI certified pre-owned vehicle sales total 8,802, a 20.3% increase over the first three quarters of 2020.

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\*The sales reported in today's figures are of BMW passenger cars and light trucks, as well as MINI passenger cars. Consistent with auto industry practice in the U.S., BMW of North America follows the U.S. Auto Industry Sales Release Schedule issued annually by Motor Intelligence for purposes of reporting sales of BMW passenger cars and light trucks and MINI passenger cars. As a result, the sales of BMW passenger cars and light trucks and MINI passenger cars reflected in today's Q3 2021 figures occurred between July 1, 2021 and September 30, 2021.

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### **About BMW Group in America**

BMW of North America, LLC has been present in the United States since 1975. Rolls-Royce Motor Cars NA, LLC began distributing vehicles in 2003. The BMW Group in the United States has grown to include marketing, sales, and financial service organizations for the BMW brand of motor vehicles, including motorcycles, the MINI brand, and the Rolls-Royce brand of Motor Cars; Designworks, a strategic design consultancy based in California; a technology office in Silicon Valley, and various other operations throughout the country. BMW Manufacturing Co., LLC in South Carolina is the BMW Group global center of competence for BMW X models and manufactures the X3, X4, X5, X6 and X7 Sports Activity Vehicles. The BMW Group sales organization is represented in the U.S. through networks of 350 BMW passenger car and BMW Sports Activity Vehicle centers, 144 BMW motorcycle retailers, 113 MINI passenger car dealers, and 38 Rolls-Royce Motor Car dealers. BMW (US) Holding Corp., the BMW Group's sales headquarters for North America, is located in Woodcliff Lake, New Jersey.

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Journalist note: Information about BMW Group and its products in the USA is available to journalists on-line at [www.bmwusa.com](http://www.bmwusa.com), [www.miniusanews.com](http://www.miniusanews.com) and [www.press.bmwna.com](http://www.press.bmwna.com).