



Vehicle Sales BMW of North America, LLC, July 2018

	Jul 2018	Jul 2017	%	YTD Jul 2018	YTD Jul 2017	%
i3	464	601	-23.0%	3,968	3,593	10.4%
i8	72	55	31.0%	356	275	29.5%
2 Series	634	1,331	-52.4%	6,033	6,646	-9.2%
3 Series	3,185	4,084	-22.0%	27,365	31,791	-13.9%
4 Series	2,579	2,866	-10.0%	18,337	23,217	-21.0%
5 Series	3,104	3,713	-16.4%	24,272	21,212	14.4%
6 Series	328	314	4.5%	2,445	1,793	36.4%
7 Series	704	822	-14.4%	4,824	5,077	-5.0%
Z4	0	14	-100.0%	2	495	-99.6%
X1	1,812	1,824	-0.7%	18,063	16,703	8.1%
X2	1,383	0	0.0%	7,352	0	0.0%
BMW passenger cars	14,265	15,624	-8.7%	113,017	110,802	2.0%
X3	4,285	2,657	61.3%	29,035	27,007	7.5%
X4	406	336	20.8%	2,192	2,482	-11.7%
X5	2,655	2,986	-11.1%	27,031	27,145	-0.4%
X6	371	362	2.5%	4,093	3,615	13.2%
BMW light trucks	7,717	6,341	21.7%	62,351	60,249	3.5%
BMW brand	21,982	21,965	0.1%	175,368	171,051	2.5%
Hardtop 2 Door	867	808	7.3%	5,728	6,256	-8.4%
Hardtop 4 Door	694	551	26.0%	3,666	4,317	-15.1%
Convertible	562	506	11.1%	3,717	3,346	11.1%
Clubman	449	1,071	-58.1%	2,638	4,849	-45.6%
Countryman	1,724	1,462	17.9%	11,183	7,826	42.9%
Paceman	0	0	0.0%	0	9	-100.0%
MINI brand	4,296	4,398	-2.3%	26,932	26,603	1.2%
Total BMW of North America LLC	26,278	26,363	-0.3%	202,300	197,654	2.4%