



Ford Total U.S. Sales Up 5 Percent in November, Retail Up 10 Percent; F-Series, SUVs and Lincoln Vehicles Drive Gains

- Ford Motor Company's U.S. sales for November total 197,574 vehicles – up 5 percent versus a year ago – with retail sales up 10 percent and fleet sales down 9 percent
- Ford F-Series has its best November since 2001 on strong F-150 and Super Duty retail demand; total F-Series sales of 72,089 trucks is up 11 percent
- Ford brand SUV sales increase 20 percent with 60,079 vehicles sold
- Lincoln sales total 9,429 vehicles for November, representing a 19 percent increase on strong demand for its newest products, including Lincoln Continental, MKX and MKZ

DEARBORN, Mich., Dec. 1, 2016 – Ford Motor Company's overall sales totaled 197,574 vehicles in November – a 5 percent increase versus last year – driven by a 10 percent retail sales gain with 154,114 vehicles sold.

Fleet sales of 43,460 vehicles, including daily rental, commercial and government segments, declined 9 percent. This reflects the company's plan to front-load fleet sales this year.

F-Series sales increased 11 percent, totaling 72,089 trucks, the truck line's best November sales since 2001. F-Series retail sales were up 14 percent.

“Strong retail sales increases for both F-150 and our all-new Super Duty pickups drove F-Series above the 70,000 vehicle mark – a November threshold we have not seen in 15 years,” said Mark LaNeve, vice president, U.S. Marketing, Sales and Service. “Plus, strong consumer demand for well-equipped Super Dutys helped boost Ford's overall average transaction prices in November, which are up \$1,000 versus a year ago – well ahead of the industry average of \$320.”

Ford brand SUV sales totaled 60,079 vehicles for November – a 20 percent increase. Escape was up 11 percent; Explorer grew 14 percent, Edge climbed 32 percent and Expedition gained 75 percent.

Lincoln sales increased 19 percent, with sales totaling 9,429 vehicles. Retail sales were up 20 percent. Lincoln MKZ was up 9 percent, while Lincoln MKX was up 30 percent. Lincoln's all-new Continental had its best sales month since launch – with 1,419 cars sold.

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About Ford Motor Company

[Ford Motor Company](#) is a global automotive and mobility company based in Dearborn, Michigan. With about 203,000 employees and 62 plants worldwide, the company's core business includes designing, manufacturing, marketing and servicing a full line of Ford cars, trucks and SUVs, as well as Lincoln luxury vehicles. To expand its business model, Ford is aggressively pursuing emerging opportunities with investments in electrification, autonomy and mobility. Ford provides financial services through Ford Motor Credit Company. For more information regarding Ford and its products and services, please visit www.corporate.ford.com.

Contact: Erich Merkle
313.806.4562
emerkle2@ford.com

FORD MOTOR COMPANY NOVEMBER 2016 U.S. SALES

	<u>November</u>		<u>%</u>	<u>Year-To-Date</u>		<u>%</u>
	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>2016</u>	<u>2015</u>	<u>Change</u>
SALES BY BRAND						
Ford	188,145	179,876	4.6	2,275,910	2,283,553	-0.3
Lincoln	<u>9,429</u>	<u>7,918</u>	19.1	<u>98,933</u>	<u>90,367</u>	9.5
Total Vehicles	197,574	187,794	5.2	2,374,843	2,373,920	0.0
SALES BY TYPE						
Cars	44,088	48,831	-9.7	642,841	739,828	-13.1
SUVs	65,459	55,051	18.9	766,879	731,468	4.8
Trucks	<u>88,027</u>	<u>83,912</u>	4.9	<u>965,123</u>	<u>902,624</u>	6.9
Total Vehicles	197,574	187,794	5.2	2,374,843	2,373,920	0.0
FORD BRAND						
Fiesta	2,847	3,422	-16.8	45,035	60,908	-26.1
Focus	9,130	11,186	-18.4	158,547	191,473	-17.2
C-MAX	1,532	1,454	5.4	17,650	20,352	-13.3
Fusion	17,560	19,451	-9.7	246,708	274,594	-10.2
Taurus	1,926	2,485	-22.5	31,191	35,801	-12.9
Police Interceptor Sedan	848	702	20.8	8,806	8,993	-2.1
Mustang	<u>6,196</u>	<u>7,286</u>	-15.0	<u>98,868</u>	<u>113,607</u>	-13.0
Ford Cars	40,039	45,986	-12.9	606,805	705,728	-14.0
Escape	23,012	20,807	10.6	281,281	278,538	1.0
Edge	10,757	8,137	32.2	121,897	113,857	7.1
Flex	1,478	1,364	8.4	19,578	17,835	9.8
Explorer	17,245	15,141	13.9	197,264	205,417	-4.0
Police Interceptor Utility	2,383	1,549	53.8	29,386	22,167	32.6
Expedition	<u>5,204</u>	<u>2,980</u>	74.6	<u>54,576</u>	<u>37,387</u>	46.0
Ford SUVs	60,079	49,978	20.2	703,982	675,201	4.3
F-Series	72,089	65,192	10.6	733,287	695,143	5.5
E-Series	4,705	3,994	17.8	49,492	47,066	5.2
Transit	7,379	9,584	-23.0	130,188	105,030	24.0
Transit Connect	2,721	4,237	-35.8	38,739	46,941	-17.5
Heavy Trucks	<u>1,133</u>	<u>905</u>	25.2	<u>13,417</u>	<u>8,444</u>	58.9
Ford Trucks	<u>88,027</u>	<u>83,912</u>	4.9	<u>965,123</u>	<u>902,624</u>	6.9
Ford Brand	188,145	179,876	4.6	2,275,910	2,283,553	-0.3
LINCOLN BRAND						
MKZ	2,541	2,325	9.3	27,884	27,694	0.7
MKS	89	520	-82.9	4,736	6,406	-26.1
Continental	<u>1,419</u>	<u>0</u>	N/A	<u>3,416</u>	<u>0</u>	N/A
Lincoln Cars	4,049	2,845	42.3	36,036	34,100	5.7
MKC	2,065	1,805	14.4	22,767	22,024	3.4
MKX	2,451	1,883	30.2	27,440	19,239	42.6
MKT	187	425	-56.0	3,379	4,290	-21.2
Navigator	<u>677</u>	<u>960</u>	-29.5	<u>9,311</u>	<u>10,714</u>	-13.1
Lincoln SUVs	<u>5,380</u>	<u>5,073</u>	6.1	<u>62,897</u>	<u>56,267</u>	11.8
Lincoln Brand	9,429	7,918	19.1	98,933	90,367	9.5