



Ford F-Series Hit Best May in 13 Years; Ford Brand SUVs Set Record – up 4.2 percent; Average Transaction Prices Up Substantially; Company’s U.S. Sales Up 2.2 Percent



MAY 2017 SALES

	Total Vehicle	Retail	Fleet	Truck	SUV	Car
U.S. Sales	241,126	158,282	82,844	99,237	81,324	60,565
Versus May 2016	2.2%	-0.8%	8.4%	9.4%	4.3%	-10.0%

HIGHLIGHTS

- **Ford Motor Company’s overall U.S. sales for May 2017** totaled 241,126 vehicles, a 2.2 percent gain compared to last year
- **Retail results declined 0.8 percent**, with 158,282 vehicle sales
- **Fleet sales totaled 82,844 vehicles**, representing an 8.4 percent gain versus a year ago
- **Ford’s average transaction pricing** increased \$2,100 last month, significantly outpacing an overall industry increase of \$500*
- **Ford F-Series sales of 76,027 pickups** increased 12.8 percent last month, for the best May results in 13 years. F-Series also saw a \$3,300 increase in average transaction pricing*
- **Ford brand SUVs set May record**, with 74,910 vehicles sold – up 4.2 percent versus a year ago
- **Ford Explorer sales increased 20.7 percent**, with 22,715 SUVs sold, marking the vehicle’s best May performance in 13 years
- **Ford Expedition sales of 5,758 SUVs** were up 13.9 percent last month
- **Ford Edge sales increased 11.0 percent**, with 13,752 vehicles sold
- **Lincoln retail sales increased 9.7 percent in May**, marking the brand’s 16th straight month of year-over-year sales gains

About Ford Motor Company

[Ford Motor Company](http://www.ford.com) is a global company based in Dearborn, Michigan. The company designs, manufactures, markets and services a full line of Ford cars, trucks, SUVs, electrified vehicles and Lincoln luxury vehicles, provides financial services through Ford Motor Credit Company and is pursuing leadership positions in electrification, autonomous vehicles and mobility solutions. Ford employs approximately 202,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

*Average transaction pricing is based on J.D. Power and Associates PIN data.



“May marked a standout month for Ford brand SUVs, with a May record 74,910 SUVs sold. Plus, we continued to see strong F-Series performance, with sales and share rising this year, along with average transaction pricing. In May, overall F-Series sales were up double digits and transaction prices grew \$3,300 per truck.”

Mark LaNeve, vice president, U.S. Marketing, Sales and Service

KEY VEHICLES



Ford F-Series Super Duty

Ford F-Series sales totaled 76,027 trucks. This marks F-Series’ best May sales performance since 2004, with F-Series retail sales up in every region of the U.S.



2018 Ford Explorer

Ford brand SUV sales totaled 74,910 vehicles, marking another record-setting May. Growth came from a 21 percent gain in Explorer sales, along with a double-digit increase for both Expedition and Edge. The 2018 Explorer, left, hits Ford dealerships this fall.



2018 Ford Expedition

Ford Expedition sales totaled 5,758 vehicles last month, a 14 percent increase, for the SUV’s best May performance in a decade. The all-new 2018 Expedition, left, goes on sale this fall.



2018 Lincoln Navigator

Lincoln retail sales were up 16 consecutive months in May. Lincoln MKC delivered strong gains, up 17 percent, followed by the all-new Lincoln Continental, with sales of 1,061 cars. The all-new Lincoln Navigator, left, arrives in dealer showrooms later this year.

FORD MOTOR COMPANY

MAY 2017

Fleet Segment	May 2017		May CYTD	
	Percent of Total Sales	YOY Change	Percent of Total Sales	YOY Change
Rental	15.7%	2.7 points	15.5%	0.4 points
Commercial	12.4%	(0.3) points	12.1%	(0.9) points
Government	6.3%	(0.4) points	6.1%	(0.2) points
Total Fleet	34.4%	2.0 points	33.7%	(0.7) points

Gross Stock (incl. in-transit)	May 2017		April 2017		May 2016	
	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply
Cars	165,543	68	167,779	87	178,176	64
SUVs	196,011	60	196,668	70	191,263	59
Trucks	<u>329,711</u>	83	<u>323,523</u>	92	<u>353,900</u>	94
Total	691,265	72	687,970	83	723,339	74

Dealer Stock (on ground)	May 2017		April 2017		May 2016	
	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply
Cars	133,273	55	138,063	72	144,284	51
SUVs	161,170	50	170,863	61	157,646	49
Trucks	<u>279,106</u>	70	<u>284,684</u>	81	<u>313,041</u>	83
Total	573,549	59	593,610	72	614,971	63

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FORD MOTOR COMPANY MAY 2017 U.S. SALES

	<u>May</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2017</u>	<u>2016</u>	<u>Change</u>	<u>2017</u>	<u>2016</u>	<u>Change</u>
SALES BY BRAND						
Ford	230,838	226,190	2.1	1,026,061	1,068,451	-4.0
Lincoln	<u>10,288</u>	<u>9,807</u>	4.9	<u>47,062</u>	<u>44,488</u>	5.8
Total vehicles	241,126	235,997	2.2	1,073,123	1,112,939	-3.6
SALES BY TYPE						
Cars	60,565	67,315	-10.0	259,617	322,795	-19.6
SUVs	81,324	78,006	4.3	364,393	354,998	2.6
Trucks	<u>99,237</u>	<u>90,676</u>	9.4	<u>449,113</u>	<u>435,146</u>	3.2
Total vehicles	241,126	235,997	2.2	1,073,123	1,112,939	-3.6
FORD BRAND						
Fiesta	4,181	6,150	-32.0	20,554	21,475	-4.3
Focus	17,244	17,455	-1.2	67,146	83,653	-19.7
C-MAX	1,830	1,865	-1.9	6,893	8,152	-15.4
Fusion	21,603	24,589	-12.1	89,086	120,313	-26.0
Taurus	3,027	2,461	23.0	16,589	17,181	-3.4
Police Interceptor Sedan	906	766	18.3	3,448	3,867	-10.8
GT	5	0	N/A	12	0	N/A
Mustang	<u>7,895</u>	<u>10,327</u>	-23.5	<u>38,422</u>	<u>53,189</u>	-27.8
Ford Cars	56,691	63,613	-10.9	242,150	307,830	-21.3
Escape	27,830	30,861	-9.8	129,805	126,375	2.7
Edge	13,752	12,384	11.0	57,846	59,861	-3.4
Flex	1,938	1,809	7.1	9,565	10,237	-6.6
Explorer	22,715	18,813	20.7	97,157	94,981	2.3
Police Interceptor Utility	2,917	2,977	-2.0	14,109	13,770	2.5
Expedition	<u>5,758</u>	<u>5,057</u>	13.9	<u>26,316</u>	<u>20,251</u>	29.9
Ford SUVs	74,910	71,901	4.2	334,798	325,475	2.9
F-Series	76,027	67,412	12.8	351,965	324,307	8.5
E-Series	5,389	3,985	35.2	22,663	22,163	2.3
Transit	13,801	13,640	1.2	55,584	64,043	-13.2
Transit Connect	3,144	4,390	-28.4	13,009	17,768	-26.8
Heavy trucks	<u>876</u>	<u>1,249</u>	-29.9	<u>5,892</u>	<u>6,865</u>	-14.2
Ford Trucks	<u>99,237</u>	<u>90,676</u>	9.4	<u>449,113</u>	<u>435,146</u>	3.2
Ford Brand	230,838	226,190	2.1	1,026,061	1,068,451	-4.0
LINCOLN BRAND						
MKZ	2,801	3,250	-13.8	12,102	11,933	1.4
MKS	12	452	-97.3	92	3,032	-97.0
Continental	<u>1,061</u>	<u>0</u>	N/A	<u>5,273</u>	<u>0</u>	N/A
Lincoln Cars	3,874	3,702	4.6	17,467	14,965	16.7
MKC	2,524	2,162	16.7	11,161	10,122	10.3
MKX	2,682	2,794	-4.0	13,027	12,623	3.2
MKT	382	298	28.2	1,390	1,899	-26.8
Navigator	<u>826</u>	<u>851</u>	-2.9	<u>4,017</u>	<u>4,879</u>	-17.7
Lincoln SUVs	<u>6,414</u>	<u>6,105</u>	5.1	<u>29,595</u>	<u>29,523</u>	0.2
Lincoln Brand	10,288	9,807	4.9	47,062	44,488	5.8