

Record Light Truck Sales Lead American Honda to Strong Finish in 2021 Despite Supply Issues

- American Honda nears 1.5 million in sales despite severe supply issues during 2nd half of 2021
- Honda light truck sales set new record topping 800,000 units as brand posts sales of over 1.3 million vehicles
- Sales of Honda electrified vehicles set new annual record topping 100,000 units for the first time
- Honda passenger car annual sales near half-million with red-hot Civic topping 260,000, Accord over 200,000
- Acura SUVs set all-time annual sales record, leading Acura brand to highest annual sales in three years
- Acura MDX posts 2nd best annual sales of all-time with improved year-end supply and sustained demand

	American Honda			ACURA			HONDA		
	Total	Cars	Trucks	Total	Cars	Trucks	Total	Cars	Trucks
2021	1,466,630	537,524	929,106	157,408	40,338	117,070	1,309,222	497,186	812,036
	8.9%	-2.2%	16.6%	14.9%	10.9%	16.4%	8.2%	-3.1%	16.6%
Dec.	105,068	37,860	67,208	11,040	2,017	9,023	94,028	35,843	58,185
	-23%	-22.5%	-23.3%	-29.4%	-46.8%	-23.9%	-22.2%	-20.4%	-23.2%



“All things considered, we had a very successful 2021 with record sales of light trucks and electrified vehicles coupled with incredible demand, especially for all-new models like the Civic and Acura MDX,” said Dave Gardner, executive vice president of National Operations at American Honda. “While we’re not out of the woods yet with supply issues or the global pandemic, I thank our procurement and production team, suppliers, and dealers for braving the difficult obstacles to get products to our customers at this unprecedented time.”



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Sales Highlights

Achieving balanced sales unique in the industry, Honda overcame supply issues to post record light truck sales of over 800,000 units, record electrified vehicles sales topping 100,000 units, and passenger car sales of nearly 500,000 units.

- HR-V and Passport post all-time annual sales records, Pilot posts 4th best annual sales, and Ridgeline achieves best annual sales since 2007
- Best-ever annual sales of Honda electrified vehicles led by record sales of CR-V Hybrid (over 56,000 units) and Accord Hybrid (over 28,500 units)
- Civic remains red hot with all-new Hatchback up over 55% in December

Notes



Ridgeline and Passport kicked off a new rugged design direction to better reflect true off-road abilities of Honda light trucks.



On the heels of the 11th-gen 2022 Civic Sedan, Si and Hatchback, the all-new Civic Type R will arrive this year as the best performing Civic ever.



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Sales Highlights

Acura finished 2021 on a high note with increased MDX inventory leading Acura SUVs to all-time best annual sales of 117,070 despite difficult supply constraints

- MDX posts strong December and 2nd best annual sales result, topping 60,000 units for the first time since 2014
- RDX tops 57,000 units on strength of refreshed '22 model and PMC Edition
- ILX leads Acura sedans in December; all-new Type S variant represents nearly 40% of TLX sales

Notes



Acura introduced three Type S models in 2021, the highest expression of performance for the brand.



Integra returns this year as an all-new performance gateway model for Acura.