



Ford Escape, Explorer and Mustang Post Record Sales; Lincoln Delivers Best November Since 2007

- Ford Escape posts best November sales ever; sales of 25,528 vehicles are up 22 percent
- Ford Explorer sales of 14,949 vehicles represent vehicle's best November results since 2004
- Mustang sales of 8,728 vehicles represent strongest November sales since 2006
- Lincoln delivers its best November sales results in seven years
- Ford Motor Company U.S. sales of 187,000 vehicles for November represent a 2 percent decline compared to a year ago

DEARBORN, Mich., Dec. 2, 2014 – Ford Motor Company U.S. sales totaled 187,000 vehicles in November, down 2 percent from a year ago.

The overall sales decline was anticipated, as Ford manages its inventory levels as vehicle availability starts growing for the all-new Ford Mustang, F-150 and Transit models.

“Our all-new Mustang is moving quickly off dealer lots,” said John Felice, Ford vice president, U.S. Marketing, Sales and Service. “Mustang had its best November sales in eight years and is turning in just eight days on dealer lots, on average. Escape saw record sales for November, while Lincoln sales continue gaining momentum, with the brand posting its best sales since 2007.”

Escape sales increased 22 percent versus last year with 25,528 vehicles sold, representing the vehicle's best-ever November performance. Explorer sales of 14,949 vehicles marks a 13 percent increase, making this Explorer's best November performance since 2004.

Mustang surpassed the 8,000-vehicle mark in November, with 8,728 cars sold. Mustang's largest markets, Texas and California, saw retail sales increases of 46 percent and 76 percent, respectively.

Lincoln sales of 8,113 vehicles provided a 21 percent gain and the brand's best November in seven years. Lincoln MKC sales represent its second month above the 2,000 vehicle mark, with 2,152 vehicles sold as it continues to strengthen the brand overall. The new Navigator was up 88 percent with sales of 1,433 vehicles, representing Navigator's best November sales since 2007.

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About Ford Motor Company

[Ford Motor Company](#), a global automotive industry leader based in Dearborn, Michigan, manufactures or distributes automobiles across six continents. With about 189,000 employees and 65 plants worldwide, the company's automotive brands include Ford and Lincoln. The company provides financial services through Ford Motor Credit Company. For more information regarding Ford and its products worldwide, please visit <http://corporate.ford.com>.

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FORD MOTOR COMPANY NOVEMBER 2014 U.S. SALES

	<u>November</u>		%	<u>Year-To-Date</u>		%
	<u>2014</u>	<u>2013</u>	<u>Change</u>	<u>2014</u>	<u>2013</u>	<u>Change</u>
SALES BY BRAND						
Ford	178,887	183,722	-2.6	2,175,487	2,202,150	-1.2
Lincoln	<u>8,113</u>	<u>6,727</u>	20.6	<u>84,784</u>	<u>73,710</u>	15.0
Total Vehicles	187,000	190,449	-1.8	2,260,271	2,275,860	-0.7
SALES BY TYPE						
Cars	55,186	58,983	-6.4	744,157	774,917	-4.0
Utilities	60,911	52,773	15.4	681,670	656,105	3.9
Trucks	<u>70,903</u>	<u>78,693</u>	-9.9	<u>834,444</u>	<u>844,838</u>	-1.2
Total Vehicles	187,000	190,449	-1.8	2,260,271	2,275,860	-0.7
FORD BRAND						
Fiesta	3,436	4,642	-26.0	59,468	66,597	-10.7
Focus	14,862	15,239	-2.5	204,751	219,001	-6.5
C-MAX	1,940	2,398	-19.1	25,633	33,182	-22.8
Fusion	20,263	22,839	-11.3	283,694	270,872	4.7
Taurus	2,733	4,400	-37.9	49,334	64,367	-23.4
Police Interceptor Sedan	679	501	35.5	9,547	10,182	-6.2
Mustang	<u>8,728</u>	<u>5,376</u>	62.4	<u>73,124</u>	<u>71,459</u>	2.3
Ford Cars	52,641	55,395	-5.0	705,551	735,660	-4.1
Escape	25,528	20,988	21.6	280,609	271,531	3.3
Edge	7,648	8,761	-12.7	100,924	117,031	-13.8
Flex	1,803	2,125	-15.2	22,036	23,575	-6.5
Explorer	14,949	13,220	13.1	172,707	162,651	6.2
Police Interceptor Utility	1,433	1,048	36.7	18,823	12,839	46.6
Expedition	<u>3,982</u>	<u>3,492</u>	14.0	<u>40,393</u>	<u>34,025</u>	18.7
Ford Utilities	55,343	49,634	11.5	635,492	621,652	2.2
F-Series	59,049	65,501	-9.9	679,496	688,810	-1.4
E-Series	4,151	10,145	-59.1	98,007	112,896	-13.2
Transit	4,851	0	NA	10,418	0	NA
Transit Connect	2,186	2,303	-5.1	38,198	35,916	6.4
Heavy Trucks	<u>666</u>	<u>744</u>	-10.5	<u>8,325</u>	<u>7,216</u>	15.4
Ford Trucks	<u>70,903</u>	<u>78,693</u>	-9.9	<u>834,444</u>	<u>844,838</u>	-1.2
Ford Brand	178,887	183,722	-2.6	2,175,487	2,202,150	-1.2

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LINCOLN BRAND						
MKZ	2,096	2,854	-26.6	31,373	29,538	6.2
MKS	<u>449</u>	<u>734</u>	-38.8	<u>7,233</u>	<u>9,719</u>	-25.6
Lincoln Cars	2,545	3,588	-29.1	38,606	39,257	-1.7
MKC	2,152	0	NA	10,767	0	NA
MKX	1,602	1,946	-17.7	22,326	21,366	4.5
MKT	381	431	-11.6	4,444	5,416	-17.9
Navigator	<u>1,433</u>	<u>762</u>	88.1	<u>8,641</u>	<u>7,671</u>	12.6
Lincoln Utilities	<u>5,568</u>	<u>3,139</u>	77.4	<u>46,178</u>	<u>34,453</u>	34.0
Lincoln Brand	8,113	6,727	20.6	84,784	73,710	15.0