



REPORTE DE VENTAS SEMINUEVOS

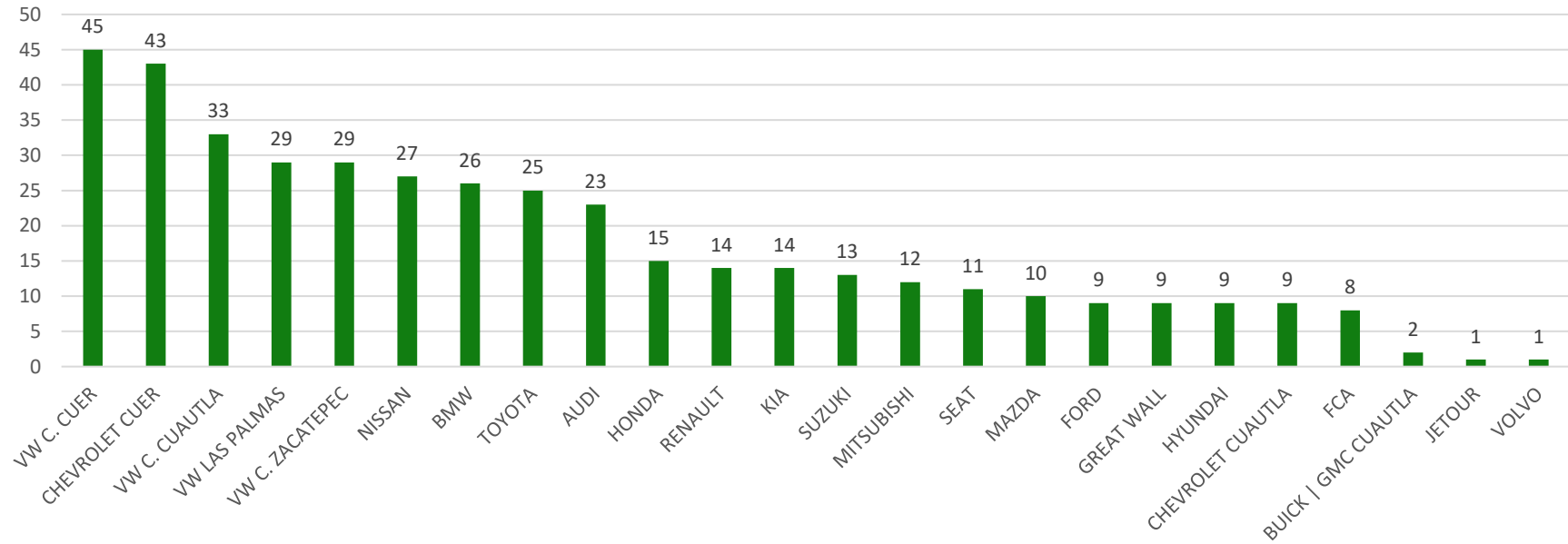
DICIEMBRE 2024

VENTAS MENSUALES 2024

| DISTRIBUIDORA | MARCA | ENE | FEB | MAR | ABR | MAY | JUN | JUL | AGO | SEP | OCT | NOV | DIC | TOTAL |
|---------------------------|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| CRESTA CUERNAVACA | VW C. CUER | 45 | 37 | 39 | 37 | 46 | 38 | 44 | 45 | 40 | 50 | 41 | 45 | 507 |
| CHAMPION MOTORS | CHEVROLET CUER | 36 | 38 | 50 | 38 | 36 | 41 | 45 | 39 | 28 | 18 | 54 | 43 | 466 |
| AUTOMOTORES DE MORELOS | VW LAS PALMAS | 38 | 31 | 41 | 39 | 24 | 30 | 34 | 32 | 28 | 32 | 30 | 29 | 388 |
| CRESTA CUAUTLA | VW C. CUAUTLA | 29 | 27 | 23 | 31 | 30 | 30 | 34 | 29 | 27 | 32 | 32 | 33 | 357 |
| GRUPO AUTOMOTRIZ IRAGORRI | NISSAN | 35 | 29 | 23 | 22 | 25 | 20 | 22 | 25 | 20 | 20 | 27 | 27 | 295 |
| CRESTA MORELOS | VW C. ZACATEPEC | 28 | 24 | 21 | 22 | 24 | 22 | 17 | 27 | 24 | 23 | 26 | 29 | 287 |
| MASTER MOTORS | BMW | 28 | 18 | 21 | 17 | 30 | 19 | 14 | 24 | 26 | 29 | 24 | 26 | 276 |
| 5 MEDICI | AUDI | 23 | 13 | 20 | 29 | 17 | 31 | 17 | 16 | 27 | 26 | 26 | 23 | 268 |
| TOY MOTORS | TOYOTA | 22 | 23 | 21 | 24 | 25 | 13 | 24 | 23 | 25 | 19 | 21 | 25 | 265 |
| RILE CUERNAVACA | KIA | 16 | 18 | 21 | 22 | 18 | 22 | 28 | 26 | 2 | 15 | 11 | 14 | 213 |
| MOTORES DE MORELOS | FORD | 13 | 15 | 13 | 12 | 15 | 14 | 9 | 22 | 16 | 12 | 13 | 9 | 163 |
| AUTO CIRC | HONDA | 19 | 17 | 9 | 13 | 15 | 18 | 9 | 13 | 11 | 12 | 10 | 15 | 161 |
| CUERNAVACA AUTOMOTRIZ | FCA | 8 | 14 | 8 | 18 | 9 | 14 | 13 | 21 | 13 | 11 | 16 | 8 | 153 |
| FRANCO MOTORS | RENAULT | 13 | 15 | 9 | 9 | 17 | 3 | 13 | 15 | 5 | 10 | 12 | 14 | 135 |
| AUTO MOTORES DE SAN ÁNGEL | MITSUBISHI | 6 | 8 | 9 | 3 | 9 | 7 | 13 | 13 | 5 | 15 | 10 | 12 | 110 |
| PICACHO AUTOMOTRIZ DE MOR | MAZDA | 9 | 7 | 7 | 7 | 13 | 6 | 7 | 14 | 10 | 11 | 6 | 10 | 107 |
| GRUPO AUTO UNIÓN | SUZUKI | 6 | 11 | 8 | 13 | 8 | 5 | 3 | 12 | 4 | 6 | 5 | 13 | 94 |
| EXCELENCIA COREANA | HYUNDAI | 10 | 6 | 4 | 9 | 3 | 5 | 7 | 5 | 8 | 8 | 7 | 9 | 81 |
| DAYTONA MORELOS | GREAT WALL | 0 | 0 | 0 | 5 | 10 | 6 | 7 | 8 | 7 | 6 | 9 | 9 | 67 |
| AUTOMOTRIZ CATALANA | SEAT | 5 | 4 | 1 | 4 | 2 | 4 | 1 | 4 | 7 | 4 | 2 | 11 | 49 |
| AUTOS PLAZA SAN ANGEL | JETOUR | 0 | 0 | 4 | 5 | 7 | 10 | 9 | 4 | 0 | 3 | 3 | 1 | 46 |
| CHAMPION MOTORS | CHEVROLET CUAUTLA | 2 | 3 | 4 | 2 | 4 | 2 | 6 | 4 | 3 | 1 | 4 | 9 | 44 |
| SHIZI DE MORELOS | CHIREY | 0 | 0 | 1 | 2 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| PICACHO GRUPO AUTOMOTRIZ | VOLVO | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 1 | 1 | 1 | 1 | 8 |
| IMPULSO PREMIUM MOTORS | BUICK GMC CUAUTLA | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 2 | 4 |
| PICACHO GRUPO AUTOMOTRIZ | MOTORNATION | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 2 |
| TOTAL | | 392 | 358 | 357 | 383 | 390 | 364 | 376 | 423 | 338 | 365 | 392 | 417 | 4555 |

VENTAS MES

DICIEMBRE

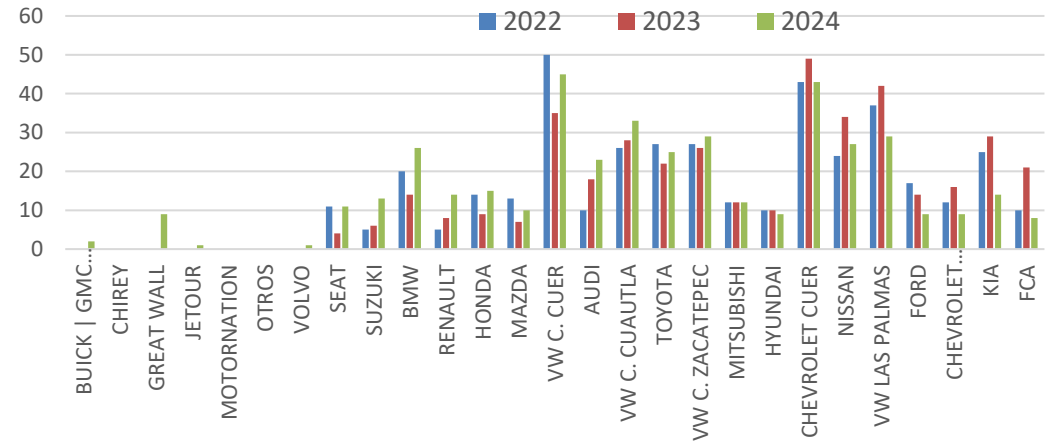
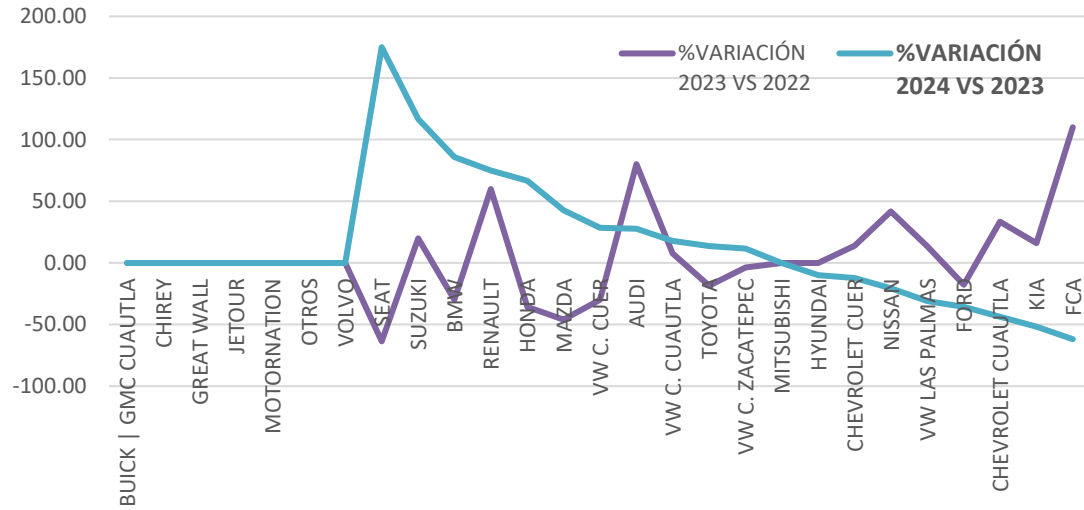




| DICIEMBRE | | | | | | |
|----------------------------------|------------------------|------------|------------|------------|----------------------------|----------------------------|
| DISTRIBUIDORA | MARCA | 2022 | 2023 | 2024 | %VARIACIÓN 2023 VS 2022 | %VARIACIÓN 2024 VS 2023 |
| IMPULSO PREMIUM MOTORS | BUICK GMC CUAUTLA | 0 | 0 | 2 | - | - |
| SHIZI MORELOS | CHIREY | 0 | 0 | 0 | - | - |
| DAYTONA MORELOS | GREAT WALL | 0 | 0 | 9 | - | - |
| AUTOS PLAZA SAN ANGEL | JETOUR | 0 | 0 | 1 | - | - |
| GRUPO AUTOMOTRIZ PICH | MOTORNATION | 0 | 0 | 0 | - | - |
| OTROS | OTROS | 0 | 0 | 0 | - | - |
| GRUPO AUTOMOTRIZ PICACHO | VOLVO | 0 | 0 | 1 | - | - |
| AUTOMOTRIZ CATALANA | SEAT | 11 | 4 | 11 | -63.64 | 175.00 |
| GRUPO AUTO UNIÓN | SUZUKI | 5 | 6 | 13 | 20.00 | 116.67 |
| MASTER MOTORS | BMW | 20 | 14 | 26 | -30.00 | 85.71 |
| FRANCO MOTORS | RENAULT | 5 | 8 | 14 | 60.00 | 75.00 |
| AUTO CIRC | HONDA | 14 | 9 | 15 | -35.71 | 66.67 |
| PICACHO AUTOMOTRIZ DE MORELOS | MAZDA | 13 | 7 | 10 | -46.15 | 42.86 |
| CRESTA CUERNAVACA | VW C. CUER | 50 | 35 | 45 | -30.00 | 28.57 |
| 5 MEDICI | AUDI | 10 | 18 | 23 | 80.00 | 27.78 |
| CRESTA CUAUTLA | VW C. CUAUTLA | 26 | 28 | 33 | 7.69 | 17.86 |
| TOY MOTORS | TOYOTA | 27 | 22 | 25 | -18.52 | 13.64 |
| CRESTA MORELOS | VW C. ZACATEPEC | 27 | 26 | 29 | -3.70 | 11.54 |
| AUTO MOTORES DE SAN ÁNGEL | MITSUBISHI | 12 | 12 | 12 | 0.00 | 0.00 |
| EXCELENCIA COREANA | HYUNDAI | 10 | 10 | 9 | 0.00 | -10.00 |
| CHAMPION MOTORS | CHEVROLET CUER | 43 | 49 | 43 | 13.95 | -12.24 |
| GRUPO AUTOMOTRIZ IRAGORRI | NISSAN | 24 | 34 | 27 | 41.67 | -20.59 |
| AUTOMOTORES DE MORELOS | VW LAS PALMAS | 37 | 42 | 29 | 13.51 | -30.95 |
| MOTORES DE MORELOS | FORD | 17 | 14 | 9 | -17.65 | -35.71 |
| CHAMPION MOTORS | CHEVROLET CUAUTLA | 12 | 16 | 9 | 33.33 | -43.75 |
| RILE CUERNAVACA | KIA | 25 | 29 | 14 | 16.00 | -51.72 |
| CUERNAVACA AUTOMOTRIZ | FCA | 10 | 21 | 8 | 110.00 | -61.90 |
| TOTAL | | 398 | 404 | 417 | 1.51 | 3.22 |

*Valores en orden descendente (mayor a menor) de acuerdo con la columna: % VARIACIÓN 2024 vs 2023

VARIACIÓN MENSUAL

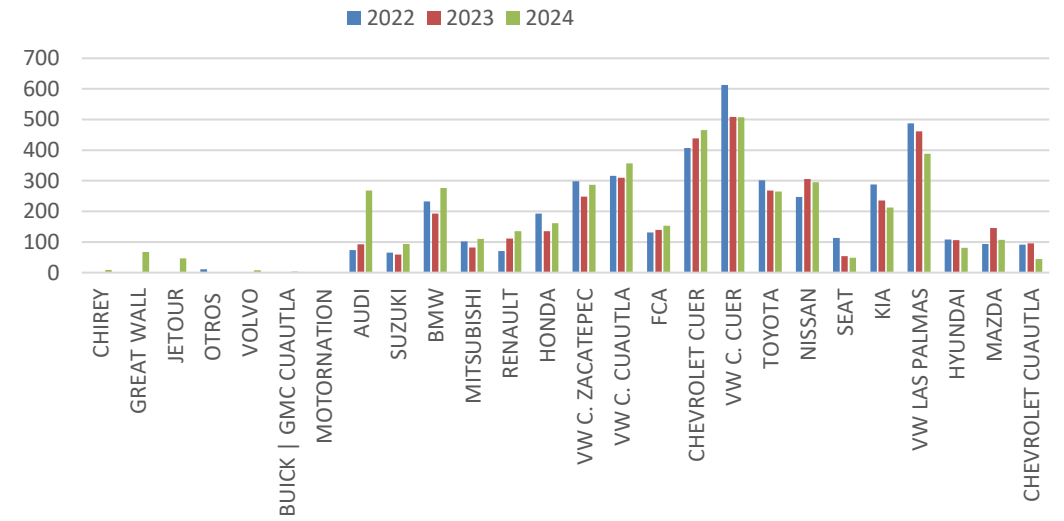
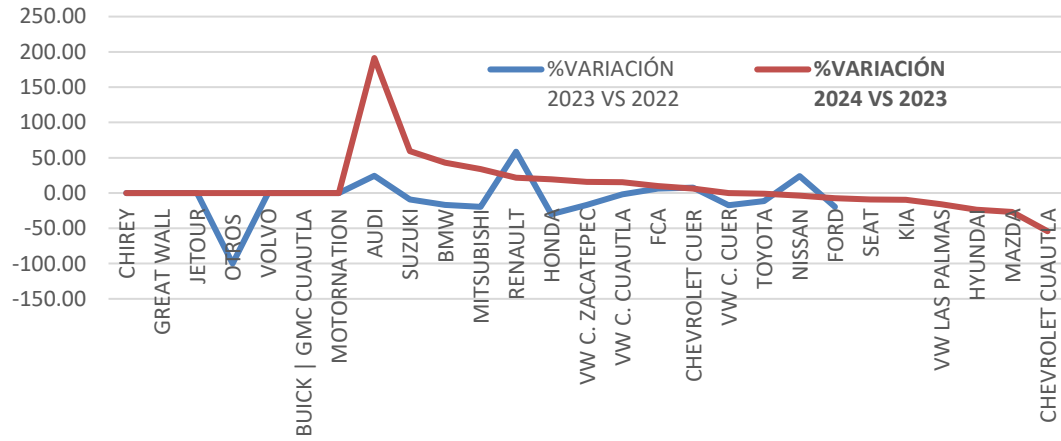


VARIACIÓN
ACUMULADA
2024 VS 2023

| DICIEMBRE | | | | | | |
|---------------------------|---------------------|------|------|------|----------------------------|----------------------------|
| DISTRIBUIDORA | MARCA | 2022 | 2023 | 2024 | %VARIACIÓN 2023 VS 2022 | %VARIACIÓN 2024 VS 2023 |
| SHIZI MORELOS | CHIREY | 0 | 0 | 9 | - | - |
| DAYTONA MORELOS | GREAT WALL | 0 | 0 | 67 | - | - |
| AUTOS PLAZA SAN ANGEL | JETOUR | 0 | 0 | 46 | - | - |
| OTROS | OTROS | 11 | 0 | 0 | -100.00 | - |
| PICACHO GRUPO AUTOMOTRIZ | VOLVO | 0 | 0 | 8 | - | - |
| IMPULSO PREMIUM MOTORS | BUICK GMC CUAUTLA | 0 | 0 | 4 | - | - |
| GRUPO AUTOMOTRIZ PICHACHO | MOTORNATION | 0 | 0 | 2 | - | - |
| 5 MEDICI | AUDI | 74 | 92 | 268 | 24.32 | 191.30 |
| GRUPO AUTO UNIÓN | SUZUKI | 65 | 59 | 94 | -9.23 | 59.32 |
| MASTER MOTORS | BMW | 232 | 193 | 276 | -16.81 | 43.01 |
| AUTOMOTRES DE SAN ANGEL | MITSUBISHI | 102 | 82 | 110 | -19.61 | 34.15 |
| FRANCO MOTORS | RENAULT | 70 | 111 | 135 | 58.57 | 21.62 |
| AUTO CIRC | HONDA | 193 | 135 | 161 | -30.05 | 19.26 |
| CRESTA MORELOS | VW C. ZACATEPEC | 298 | 248 | 287 | -16.78 | 15.73 |
| CRESTA CUAUTLA | VW C. CUAUTLA | 316 | 310 | 357 | -1.90 | 15.16 |
| CUERNAVACA AUTOMOTRIZ | FCA | 131 | 139 | 153 | 6.11 | 10.07 |
| CHAMPION MOTORS | CHEVROLET CUER | 407 | 438 | 466 | 7.62 | 6.39 |
| CRESTA CUERNAVACA | VW C. CUER | 613 | 508 | 507 | -17.13 | -0.20 |
| TOY MOTORS | TOYOTA | 302 | 268 | 265 | -11.26 | -1.12 |
| GRUPO AUTOMOTRIZ IRAGORRI | NISSAN | 247 | 306 | 295 | 23.89 | -3.59 |
| MOTORES DE MORELOS | FORD | 219 | 176 | 163 | -19.63 | -7.39 |
| AUTOMOTRIZ CATALANA | SEAT | 113 | 54 | 49 | -52.21 | -9.26 |
| RILE CUERNAVACA | KIA | 288 | 236 | 213 | -18.06 | -9.75 |
| AUTOMOTORES DE MORELOS | VW LAS PALMAS | 488 | 461 | 388 | -5.53 | -15.84 |
| EXCELENCIA COREANA | HYUNDAI | 108 | 106 | 81 | -1.85 | -23.58 |
| PICACHO AUTOMOTRIZ DE MOR | MAZDA | 94 | 146 | 107 | 55.32 | -26.71 |
| CHAMPION MOTORS | CHEVROLET CUAUTLA | 91 | 96 | 44 | 5.49 | -54.17 |
| TOTAL | | 4462 | 4164 | 4555 | -6.68 | 9.39 |

*Valores en orden descendente (mayor a menor) de acuerdo con la columna: % VARIACIÓN 2024 vs 2023

VARIACIÓN ACUMULADA



MARCA

| MARCA | DICIEMBRE |
|---------------|------------|
| VW | 99 |
| CHEVROLET | 69 |
| NISSAN | 45 |
| TOYOTA | 30 |
| KIA | 21 |
| HONDA | 20 |
| RENAULT | 16 |
| BMW | 15 |
| SEAT | 15 |
| JEEP | 12 |
| MAZDA | 11 |
| FORD | 9 |
| HYUNDAI | 9 |
| AUDI | 8 |
| MINI | 6 |
| SUZUKI | 5 |
| MERCEDES BENZ | 5 |
| RAM | 4 |
| CUPRA | 4 |
| MITSUBISHI | 3 |
| DODGE | 3 |
| GMC | 2 |
| MG | 2 |
| PEUGEOT | 2 |
| JAC | 1 |
| BYD | 1 |
| FIAT | 0 |
| CHIREY | 0 |
| ALFA ROMEO | 0 |
| BAIC | 0 |
| BUICK | 0 |
| VOLVO | 0 |
| CHANGAN | 0 |
| CHRYSLER | 0 |
| LEXUS | 0 |
| INFINITI | 0 |
| ACURA | 0 |
| LINCOLN | 0 |
| OMODA | 0 |
| PORSCHE | 0 |
| SUBARU | 0 |
| TOTAL | 417 |

| MARCA | TOTAL ACUM |
|---------------|-------------|
| VW | 1161 |
| CHEVROLET | 650 |
| NISSAN | 503 |
| KIA | 262 |
| TOYOTA | 253 |
| BMW | 183 |
| HONDA | 156 |
| MAZDA | 151 |
| AUDI | 148 |
| FORD | 143 |
| RENAULT | 133 |
| SEAT | 114 |
| HYUNDAI | 97 |
| SUZUKI | 89 |
| JEEP | 79 |
| MINI | 74 |
| MITSUBISHI | 70 |
| MERCEDES BENZ | 60 |
| DODGE | 45 |
| RAM | 35 |
| FIAT | 32 |
| CUPRA | 26 |
| GMC | 12 |
| MG | 11 |
| PEUGEOT | 10 |
| CHIREY | 9 |
| JAC | 8 |
| ALFA ROMEO | 8 |
| BAIC | 5 |
| BUICK | 5 |
| VOLVO | 5 |
| CHANGAN | 4 |
| CHRYSLER | 3 |
| LEXUS | 3 |
| INFINITI | 2 |
| BYD | 1 |
| ACURA | 1 |
| LINCOLN | 1 |
| OMODA | 1 |
| PORSCHE | 1 |
| SUBARU | 1 |
| TOTAL | 4555 |

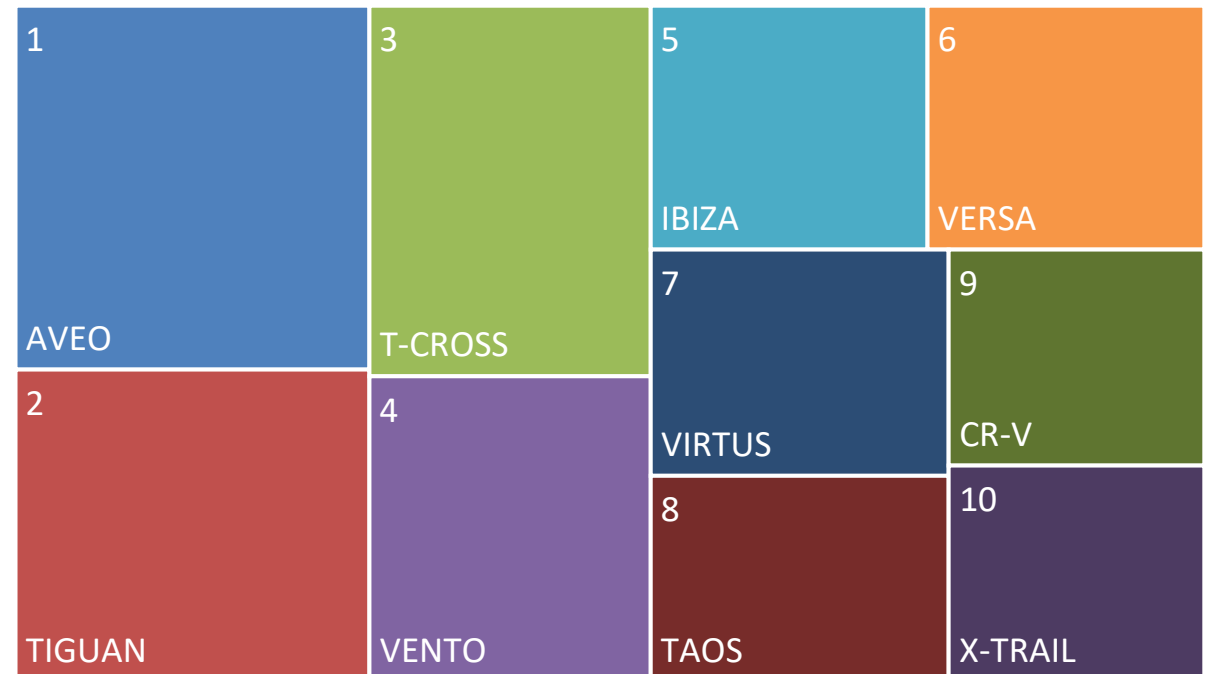
| AÑO | DICIEMBRE |
|--------------|------------|
| 2023 | 79 |
| 2020 | 63 |
| 2022 | 60 |
| 2021 | 53 |
| 2024 | 50 |
| 2018 | 40 |
| 2019 | 34 |
| 2017 | 14 |
| 2015 | 9 |
| 2016 | 8 |
| 2025 | 3 |
| 2014 | 1 |
| 2013 | 1 |
| 2012 | 1 |
| 2008 | 1 |
| 2011 | 0 |
| 2004 | 0 |
| 2009 | 0 |
| 2010 | 0 |
| 2007 | 0 |
| 2006 | 0 |
| 2005 | 0 |
| TOTAL | 417 |

| AÑO | TOTAL ACUM |
|--------------|-------------|
| 2023 | 750 |
| 2020 | 730 |
| 2022 | 649 |
| 2021 | 670 |
| 2024 | 206 |
| 2018 | 456 |
| 2019 | 516 |
| 2017 | 284 |
| 2015 | 80 |
| 2016 | 145 |
| 2025 | 4 |
| 2014 | 38 |
| 2013 | 16 |
| 2012 | 5 |
| 2008 | 1 |
| 2011 | 2 |
| 2004 | 2 |
| 2009 | 1 |
| 2010 | 0 |
| 2007 | 0 |
| 2006 | 0 |
| 2005 | 0 |
| TOTAL | 4555 |

AÑO MODELO

MODELO TOP 10

| DICIEMBRE | | | |
|-----------|-----------|---------|--------|
| NO. | MARCA | MODELO | NÚMERO |
| 1 | CHEVROLET | AVEO | 21 |
| 2 | VW | TIGUAN | 18 |
| 3 | VW | T-CROSS | 17 |
| 4 | VW | VENTO | 14 |
| 5 | SEAT | IBIZA | 11 |
| 6 | NISSAN | VERSA | 11 |
| 7 | VW | VIRTUS | 11 |
| 8 | VW | TAOS | 10 |
| 9 | HONDA | CR-V | 9 |
| 10 | NISSAN | X-TRAIL | 9 |



DETALLE DE MODELOS

| MODELOS | TOTAL |
|-----------|-------|
| AVEO | 21 |
| TIGUAN | 18 |
| T-CROSS | 17 |
| VENTO | 14 |
| IBIZA | 11 |
| VERSA | 11 |
| VIRTUS | 11 |
| TAOS | 10 |
| CR-V | 9 |
| X-TRAIL | 9 |
| JETTA | 8 |
| RIO | 8 |
| COMPASS | 7 |
| NP300 | 7 |
| BEAT | 6 |
| CAPTIVA | 6 |
| KICKS | 6 |
| ONIX | 6 |
| TRAX | 6 |
| YARIS | 6 |
| FORTE | 5 |
| SAVEIRO | 5 |
| SIENNA | 5 |
| SPARK | 5 |
| TRACKER | 5 |
| DUSTER | 4 |
| MARCH | 4 |
| MAZDA 3 | 4 |
| POLO | 4 |
| PRIUS | 4 |
| RAM 1500 | 4 |
| SENTRA | 4 |
| SILVERADO | 4 |
| TUCSON | 4 |
| X4 | 4 |
| AVANZA | 3 |
| CAPTUR | 3 |
| CAVALIER | 3 |
| COOPER | 3 |
| CRETA | 3 |
| CX-5 | 3 |
| FORMENTOR | 3 |
| KWID | 3 |
| LEÓN | 3 |

| | |
|------------|---|
| Q5 | 3 |
| RAV4 | 3 |
| RENEGADE | 3 |
| SERIE 3 | 3 |
| TAIGUN | 3 |
| ARONA | 2 |
| ATTITUDE | 2 |
| BRONCO | 2 |
| BR-V | 2 |
| CITY | 2 |
| CIVIC | 2 |
| COROLLA | 2 |
| Countryman | 2 |
| ESCAPE | 2 |
| FRONTIER | 2 |
| GLB 200 | 2 |
| GOL | 2 |
| GOLF | 2 |
| GRAND I10 | 2 |
| GROOVE | 2 |
| HILUX | 2 |
| NIVUS | 2 |
| ODYSSEY | 2 |
| OROCH | 2 |
| SEDONA | 2 |
| SERIE 1 | 2 |
| SIERRA | 2 |
| SONIC | 2 |
| SOUL | 2 |
| STEPWAY | 2 |
| X1 | 2 |
| X2 | 2 |
| XPANDER | 2 |
| 2008 | 1 |
| ACCORD | 1 |
| ALTIMA | 1 |
| AMAROK | 1 |
| BLAZER | 1 |
| CAMRY | 1 |
| C-HR | 1 |
| COOPER S | 1 |
| CRUISER | 1 |
| CRUZ | 1 |
| CX-3 | 1 |
| CX-30 | 1 |

| | |
|--------------|------------|
| CX-9 | 1 |
| ERTIGA | 1 |
| EXPEDITION | 1 |
| FIGO | 1 |
| GLC 300 | 1 |
| GLE 450 | 1 |
| GLE 63 | 1 |
| HIGHLANDER | 1 |
| HR-V | 1 |
| IGNIS | 1 |
| JIMNY | 1 |
| JOURNEY | 1 |
| JT | 1 |
| KARDIAN | 1 |
| L200 | 1 |
| LOBO | 1 |
| LOGAN | 1 |
| MAVERICK | 1 |
| MG3 | 1 |
| MG5 | 1 |
| MX-5 | 1 |
| NIRO | 1 |
| PARTNER | 1 |
| PASSAT | 1 |
| PILOT | 1 |
| Q2 | 1 |
| Q7 | 1 |
| Q8 | 1 |
| RAIZE | 1 |
| RS 3 | 1 |
| S10 MAX | 1 |
| S3 | 1 |
| SEI3 | 1 |
| SELTOS | 1 |
| SONG | 1 |
| SORENTO | 1 |
| SPORTAGE | 1 |
| SWIFT | 1 |
| TERAMONT | 1 |
| TERRITORY | 1 |
| V-DRIVE | 1 |
| VITARA | 1 |
| WRANGLER | 1 |
| X3 | 1 |
| X7 | 1 |
| TOTAL | 417 |