

California Green Vehicle Report™

Tracking the California hybrid and electric vehicle market

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TOP SELLING MODELS



Top 20 Selling Alternative Powertrain Vehicles in California
Rankings based on new retail light vehicle registrations during 2017
Includes hybrid, plug in hybrid, electric, and fuel cell powered vehicles

Rank	Model	Powertrain type	New retail registrations
1	Toyota Prius	Hybrid	31090
2	Chevrolet Bolt	Electric	13487
3	Tesla Model S	Electric	11813
4	Chevrolet Volt	Plug In Hybrid	11117
5	Toyota Prius	Plug In Hybrid	9645
6	Toyota RAV4	Hybrid	8380
7	Ford Fusion	Hybrid	7989
8	Tesla Model X	Electric	6910
9	Toyota Camry	Hybrid	5506
10	Kia Niro	Hybrid	5165
11	Ford Fusion	Plug In Hybrid	5093
12	Fiat 500	Electric	4943
13	Honda Accord	Hybrid	4937
14	Nissan Leaf	Electric	4418
15	Toyota Highlander	Hybrid	3700
16	Volkswagen Golf	Electric	3202
17	Lexus Ct200H	Hybrid	3183
18	Ford C-Max	Plug In Hybrid	3183
19	BMW I3	Plug In Hybrid	2865
20	Lexus RX	Hybrid	2827

Data Source: IHS Markit.

Note: alternative powertrain consists of all non-gasoline or diesel powered vehicles.

Best Sellers in California

Hybrid

Toyota Prius
Toyota RAV4
Ford Fusion

Plug In Hybrid

Chevrolet Volt
Toyota Prius
Ford Fusion

Electric

Chevrolet Bolt
Tesla Model S
Tesla Model X

Fuel Cell

Toyota Mirai
Honda Clarity
Hyundai Tucson

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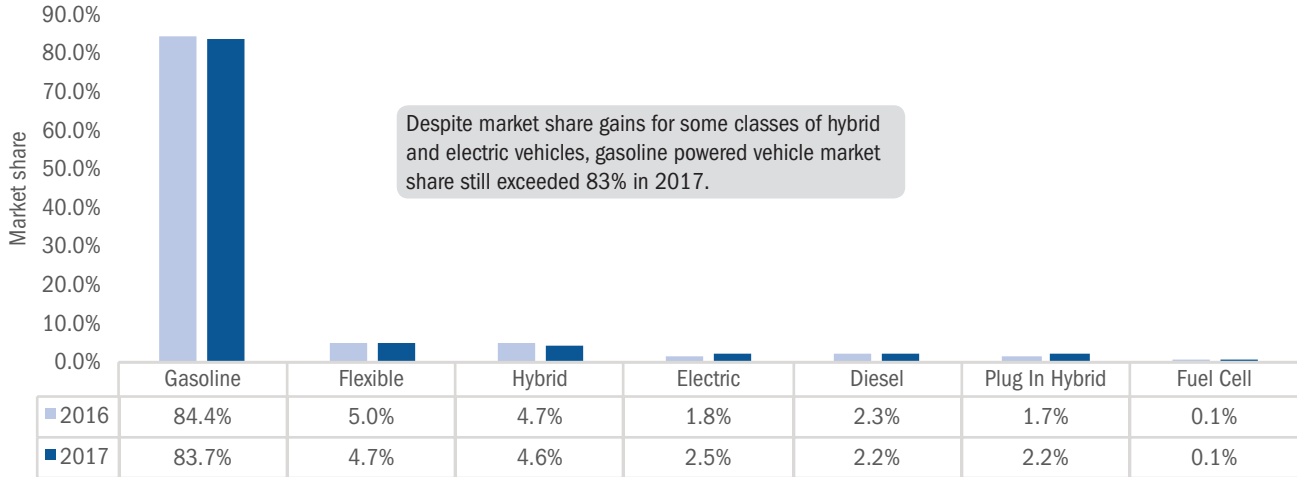
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MARKET TRENDS BY POWERTRAIN TYPE

Share of California New Vehicle Market by Powertrain Type - 2016 and 2017 Annual Totals



Data Source: IHS Markit.

New vehicle registrations in California - 2016 and 2017 Annual Totals

Powertrain Type	New vehicle registrations		Percent Change
	2016	2017	
Gasoline	1,763,504	1,714,760	-2.8%
Flexible	104,670	95,840	-8.4%
Hybrid	98,083	93,251	-4.9%
Electric	39,277	51,225	30.4%
Diesel	47,486	45,254	-4.7%
Plug In Hybrid	34,727	44,962	29.5%
Fuel Cell	1,070	2,324	117.2%
Other	88	16	-81.8%



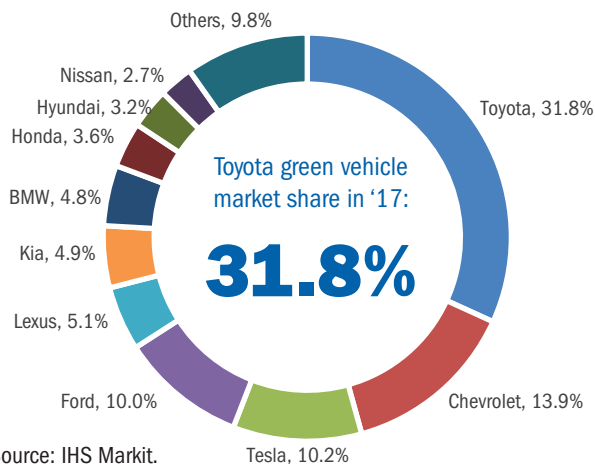
Fuel cell, plug in hybrid, and electric vehicle registrations increased by more than 29% in 2017

Data Source: IHS Markit.

BRAND SHARES IN ALTERNATIVE POWERTRAIN MARKET



Share of California Alternative Powertrain Market - 2017



Data Source: IHS Markit.

TOP FIVE SELLING BRANDS IN CALIFORNIA FOR HYBRID, PLUG IN HYBRID, ELECTRIC AND FUEL CELL VEHICLES:

1. Toyota
2. Chevrolet
3. Tesla
4. Ford
5. Lexus