

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 light vehicle registrations during 2018

Includes hybrid, plug in hybrid, electric, and fuel cell powered vehicles

Rank	Model	Powertrain type	New retail registrations
1	Tesla Model 3	Electric	51293
2	Toyota Prius	Hybrid	19366
3	Toyota Prius	Plug In Hybrid	13415
4	Chevrolet Volt	Plug In Hybrid	10749
5	Tesla Model S	Electric	10120
6	Chevrolet Bolt	Electric	9745
7	Tesla Model X	Electric	8925
8	Honda Clarity	Plug In Hybrid	8717
9	Toyota RAV4	Hybrid	8413
10	Ford Fusion	Hybrid	7135
11	Toyota Camry	Hybrid	6511
12	Nissan Leaf	Electric	5498
13	Lexus RX	Hybrid	5245
14	Kia Niro	Hybrid	5100
15	BMW 5-Series	Plug In Hybrid	4719
16	Ford Fusion	Plug In Hybrid	4105
17	Honda Accord	Hybrid	3785
18	Lexus NX	Hybrid	3648
19	Hyundai Ioniq	Hybrid	3236
20	Toyota Highlander	Hybrid	3137

Data Source: IHS.

Note: alternative powertrain consists of all vehicles not powered by gasoline or diesel engines.

Best Sellers in California

Hybrid

Toyota Prius
Toyota RAV4
Ford Fusion

Plug In Hybrid

Toyota Prius
Chevrolet Volt
Honda Clarity

Electric

Tesla Model 3
Tesla Model S
Chevrolet Bolt

Fuel Cell

Toyota Mirai
Honda Clarity
Hyundai Tucson

California Green Vehicle Report

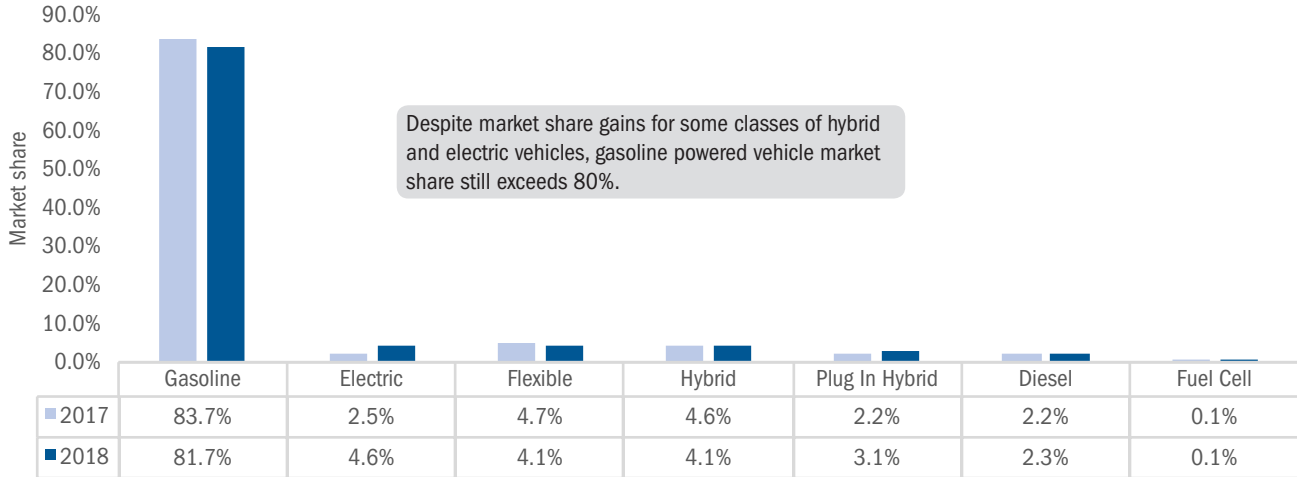
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MARKET TRENDS BY POWERTRAIN TYPE

Share of California New Vehicle Market by Powertrain Type - 2017 and 2018



Data Source: IHS.

New vehicle registrations in California - 2017 and 2018

Powertrain Type	New vehicle registrations		Percent Change
	2017	2018	
Gasoline	1,714,824	1,633,789	-4.7%
Electric	51,176	92,447	80.6%
Flexible	95,835	82,416	-14.0%
Hybrid	93,338	82,352	-11.8%
Plug In Hybrid	45,040	62,846	39.5%
Diesel	45,256	45,750	1.1%
Fuel Cell	2,324	2,366	1.8%
Other	16	29	81.3%



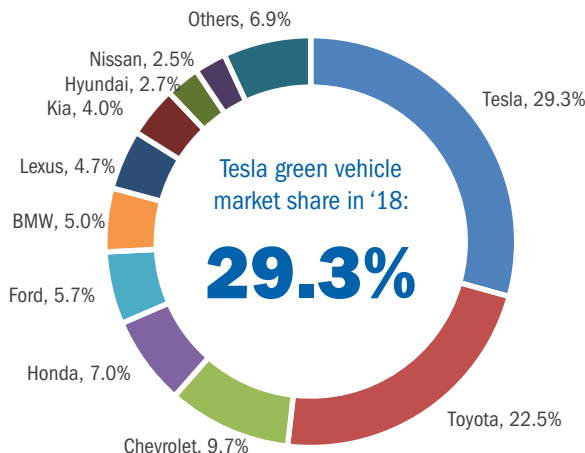
Electric and plug in hybrid vehicle registrations increased by more than 39 percent in 2018

Data Source: IHS.

BRAND SHARES IN ALTERNATIVE POWERTRAIN MARKET



Share of California Alternative Powertrain Market - 2018



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

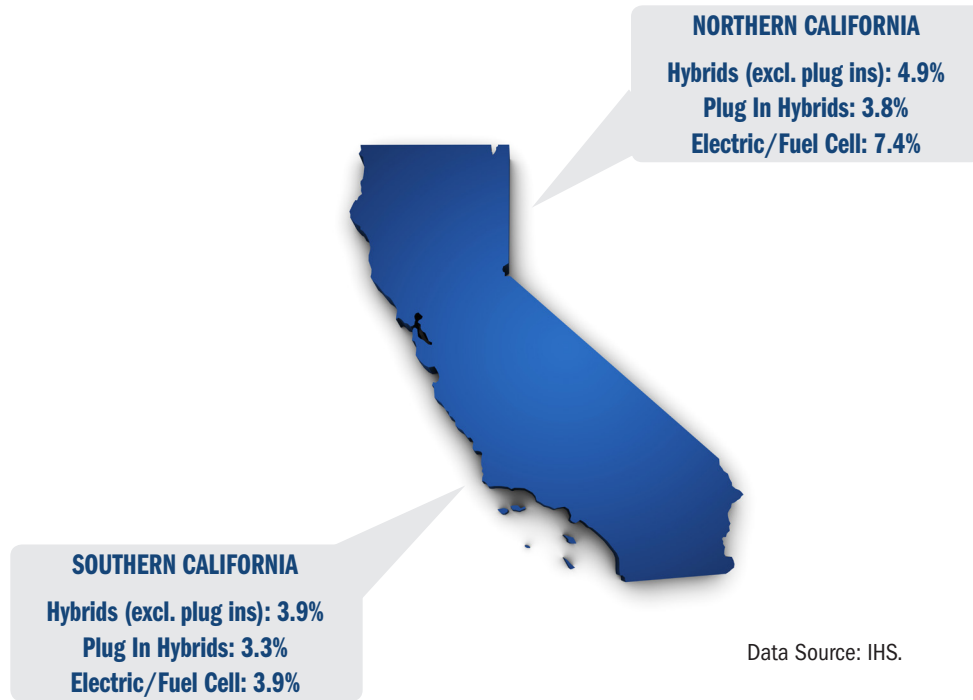
1. Tesla
2. Toyota
3. Chevrolet
4. Honda
5. Ford

Data Source: IHS.

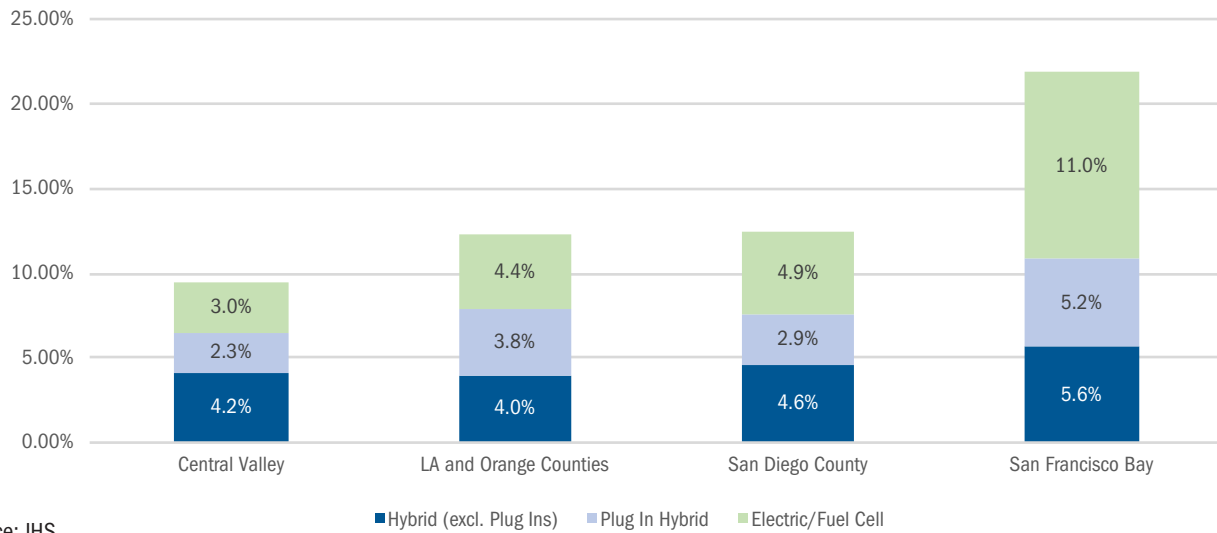
GREEN VEHICLE MARKET SHARE ACROSS THE STATE



Alternative Powertrain Share of Northern and Southern California New Retail Light Vehicle Markets 2018



Alternative Powertrain Share of Selected Regional New Retail Light Vehicle Markets 2018



Note: all information on this page includes retail registrations only, and excludes fleet transactions.

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