

# California Green Vehicle Report™

Tracking the California hybrid and electric vehicle market

Released August 2018

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## TOP SELLING MODELS



### Top 20 Selling Alternative Powertrain Vehicles in California

Rankings based on new light vehicle registrations during YTD '18 thru June

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

Rank	Model	Powertrain type	New retail registrations
1	Tesla Model 3	Electric	12674
2	Toyota Prius	Hybrid	10043
3	Toyota Prius	Plug In Hybrid	6812
4	Tesla Model S	Electric	4993
5	Chevrolet Volt	Plug In Hybrid	4737
6	Toyota RAV4	Hybrid	4383
7	Chevrolet Bolt	Electric	4055
8	Tesla Model X	Electric	3962
9	Ford Fusion	Hybrid	3759
10	Toyota Camry	Hybrid	3173
11	Honda Clarity	Plug In Hybrid	3115
12	Kia Niro	Hybrid	2723
13	Ford Fusion	Plug In Hybrid	2399
14	Nissan Leaf	Electric	2370
15	Lexus RX	Hybrid	1929
16	BMW I3	Plug In Hybrid	1790
17	Hyundai Ioniq	Hybrid	1785
18	Toyota Highlander	Hybrid	1710
19	BMW 5-Series	Plug In Hybrid	1701
20	Lexus NX	Hybrid	1599

Data Source: IHS Markit.

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

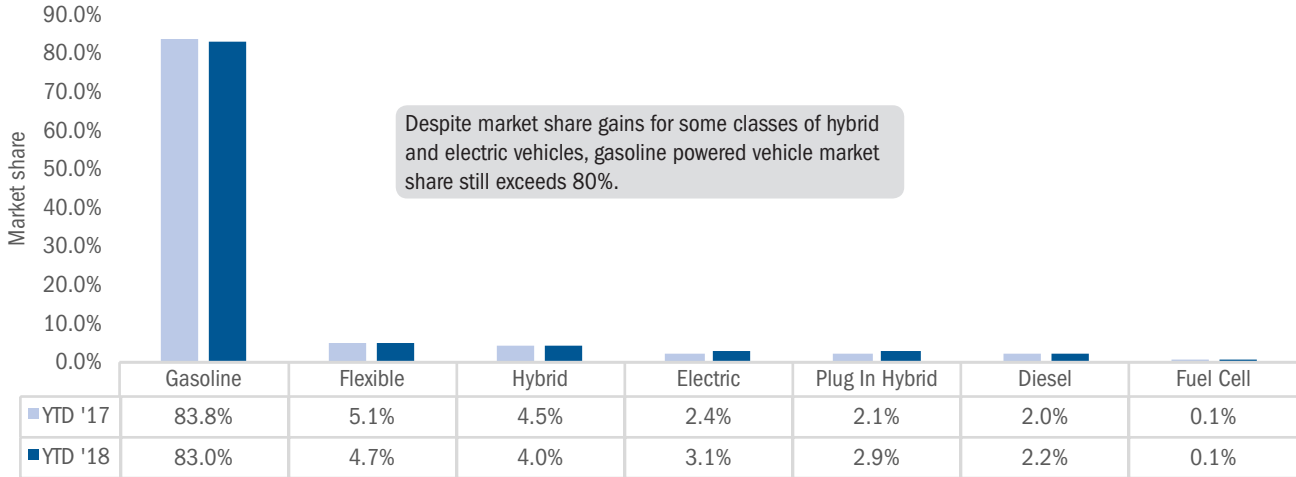
Published by: Auto Outlook, Inc. PO Box 390 Exton, PA 19341. Phone 800-206-0102 Email: autooutlook@icloud.com

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# MARKET TRENDS BY POWERTRAIN TYPE

Share of California New Vehicle Market by Powertrain Type - Year to date 2017 and 2018, thru June



Data Source: IHS Markit.

New vehicle registrations in California - YTD 2017 and 2018, thru June			
Powertrain Type	New vehicle registrations		Percent Change
	YTD '17 thru June	YTD '18 thru June	
Gasoline	860,597	832,683	-3.2%
Flexible	52,335	47,050	-10.1%
Hybrid	46,651	40,011	-14.2%
Electric	24,599	31,624	28.6%
Plug In Hybrid	21,089	29,622	40.5%
Diesel	20,978	22,193	5.8%
Fuel Cell	1,038	1,391	34.0%
Other	9	13	44.4%

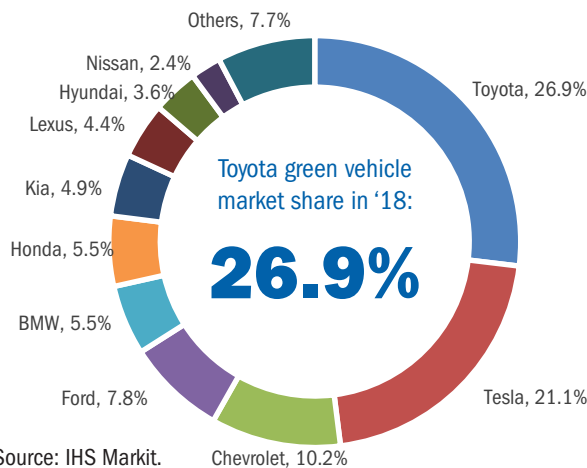


Fuel cell, plug in hybrid, and electric vehicle registrations increased by more than 28% so far this year

Data Source: IHS Markit.

# BRAND SHARES IN ALTERNATIVE POWERTRAIN MARKET

Share of California Alternative Powertrain Market - YTD '18 thru June



Data Source: IHS Markit.

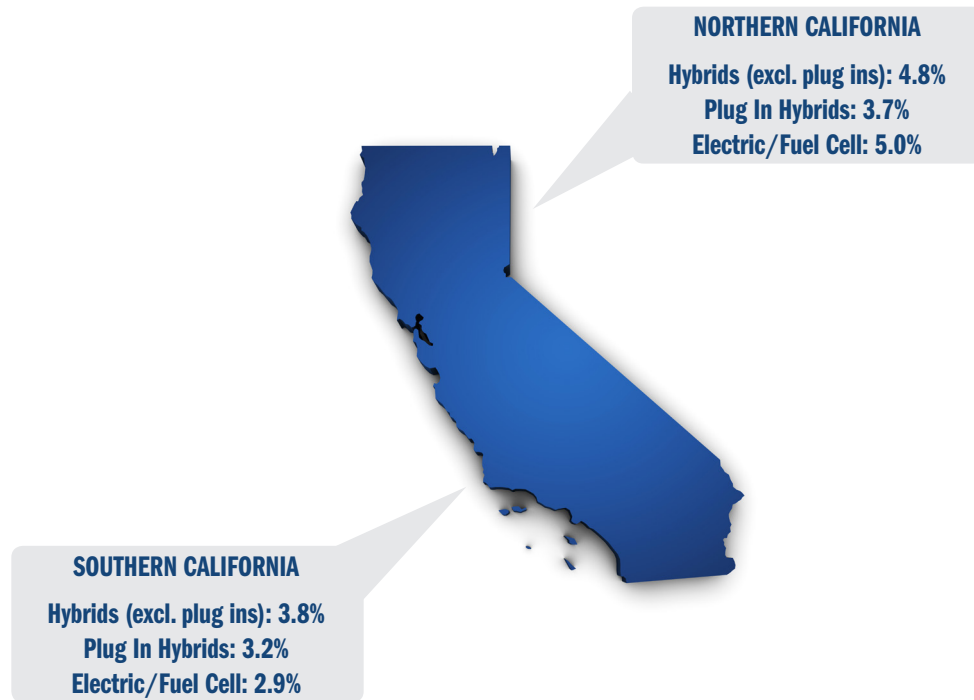
TOP FIVE SELLING BRANDS IN CALIFORNIA FOR HYBRID, PLUG IN HYBRID, ELECTRIC AND FUEL CELL VEHICLES:

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

# GREEN VEHICLE MARKET SHARE ACROSS THE STATE

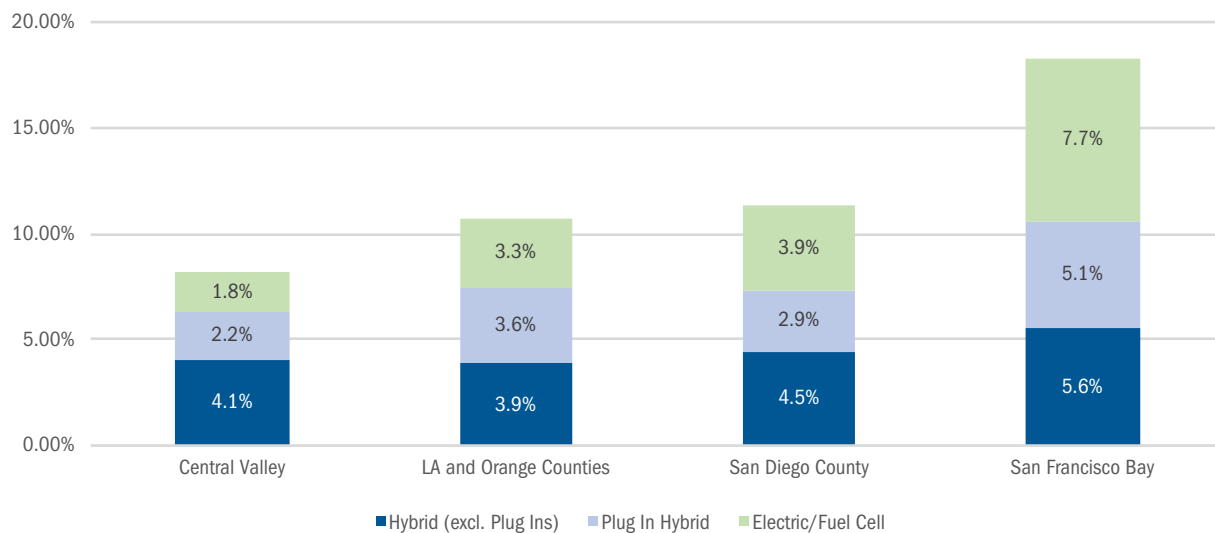


**Alternative Powertrain Share of Northern and Southern California New Retail Light Vehicle Markets**  
Year to date 2018, thru June



Data Source: IHS Markit.

**Alternative Powertrain Share of Selected Regional New Retail Light Vehicle Markets**  
Year to date 2018, thru June



Data Source: IHS Markit.

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