

California Auto Outlook™

Comprehensive Information on the California Vehicle Market

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Covering Second Quarter 2022

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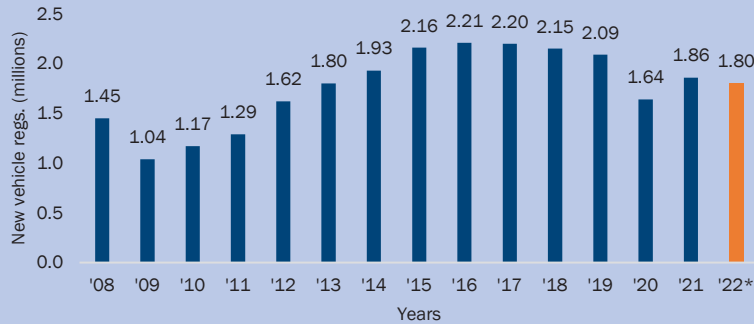


California New Vehicle Registrations Predicted to Decline Slightly in 2022

ANNUAL TRENDS



California Annual New Light Vehicle Registrations - 2008 thru 2022



Historical data source: AutoCount data from Experian. *2022 forecast by Auto Outlook.

Lean vehicle supplies continue to impact the California market. New vehicle registrations in the state are predicted to fall to 1.8 million units this year, a 3.2 percent decline from 2021. Demand for new vehicles is likely to soften in the coming months due to lower economic growth and weakening consumer affordability, but it's not expected to lead to a sharp drop in sales. Inventory shortages have already pushed sales to low levels and accumulating pent up demand will provide a boost when supplies improve.

California New Light Vehicle Registrations and U.S. New Vehicle Sales - YTD '21 and YTD '22 thru June

TWO YEAR PERSPECTIVE



	California			U.S.		
	YTD '21	YTD '22	Change	YTD '21	YTD '22	Change
Registrations						
TOTAL	1,039,229	853,347	-17.9%	8,360,820	6,831,596	-18.3%
Car	356,441	270,052	-24.2%	1,952,458	1,441,485	-26.2%
Light Truck	682,788	583,295	-14.6%	6,408,362	5,390,111	-15.9%
Domestic	323,161	302,701	-6.3%	3,411,941	3,037,177	-11.0%
European	157,450	123,661	-21.5%	871,052	700,518	-19.6%
Japanese	475,692	353,909	-25.6%	3,272,883	2,391,026	-26.9%
Korean	82,926	73,076	-11.9%	804,944	702,875	-12.7%
Market Share						
Car	34.3	31.6	-2.7	23.4	21.1	-2.3
Light Truck	65.7	68.4	2.7	76.6	78.9	2.3
Domestic	31.1	35.5	4.4	40.8	44.5	3.7
European	15.2	14.5	-0.7	10.4	10.3	-0.1
Japanese	45.9	41.5	-4.4	39.1	35.0	-4.1
Korean	8.0	8.6	0.6	9.6	10.3	0.7

New light vehicle registrations in California declined 17.9 percent during the first six months of this year versus year earlier, in line with the 18.3 percent drop in the Nation.

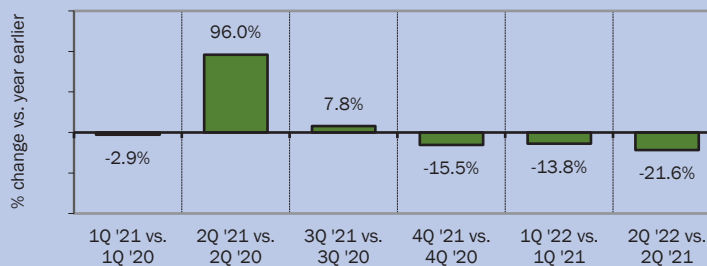
Light truck registrations fell by less than the overall industry and market share increased by 2.7 share points. Domestic brand registrations (including GM, Ford, Stellantis, and Tesla) declined by just 6.3 percent.

Source for California new vehicle registrations: AutoCount data from Experian. Source for U.S. sales: Automotive News.

QUARTERLY RESULTS



California Quarterly New Light Vehicle Registrations
Percent Change vs. Year Earlier



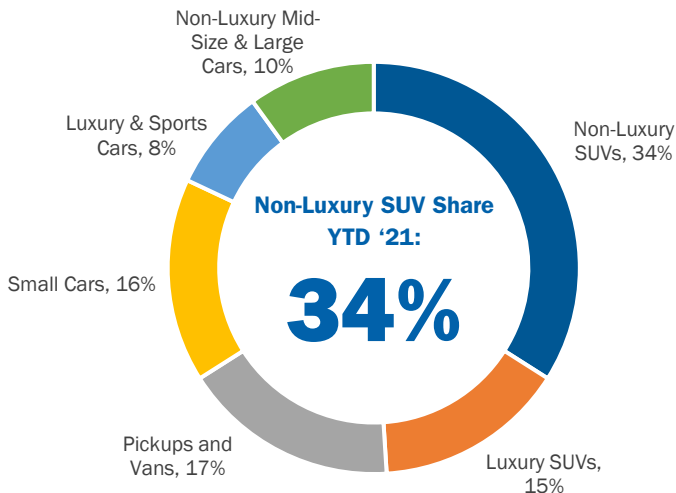
Data source: AutoCount data from Experian.

As expected, Second Quarter registrations declined sharply as supply constraints continued and the market struggled to approach elevated year-earlier levels.

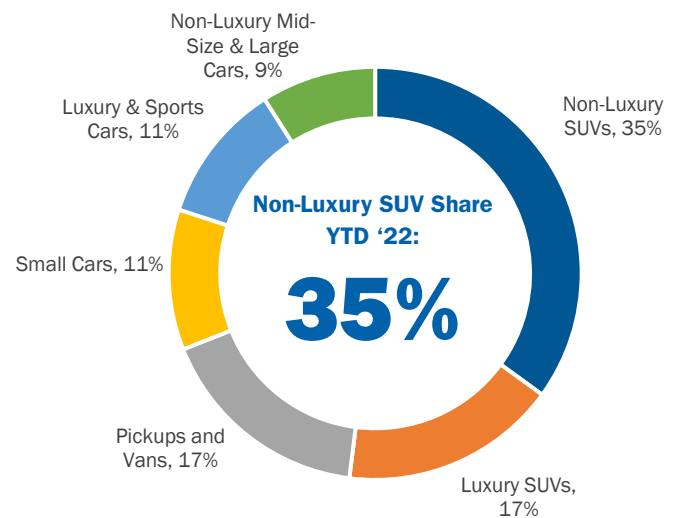
Second Quarter registrations this year fell 21.6 percent versus 2021, the third consecutive quarterly decline that exceeded 10 percent.

SEGMENT MARKET SHARE TRENDS

Small Car Market Share Declined by Five Points So Far This Year

Segment Market Shares in California
YTD 2021 thru June

Data Source: AutoCount data from Experian.

Segment Market Shares in California
YTD 2022 thru June

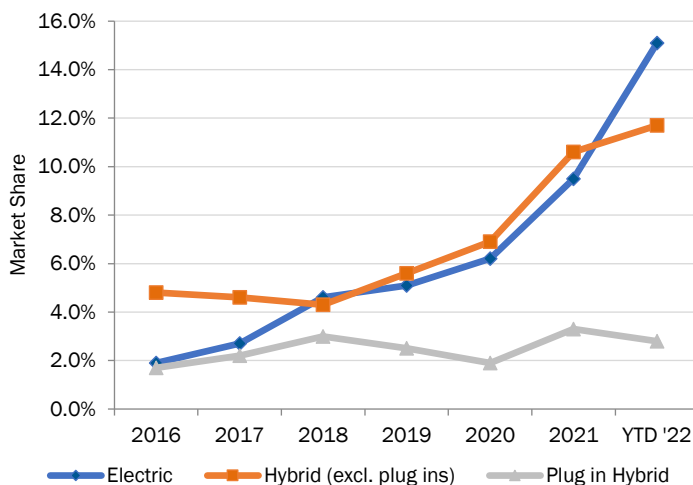
Data Source: AutoCount data from Experian.

The two graphs above show market shares for primary segments during the first six months of 2021 and 2022.

HYBRID AND ELECTRIC VEHICLES

Estimated Electric Vehicle Market Share Reached 15.1% in First Half of 2022

Estimated Hybrid and Electric Vehicle Market Share



Hybrid/electric vehicle market share, YTD '22:

29.6%

Estimated Hybrid and Electric New Vehicle Registrations and Market Share

	2018	2019	2020	2021	YTD 2022
Electric registrations	99121	106752	101628	176357	128855
Electric share	4.6%	5.1%	6.2%	9.5%	15.1%
Hybrid regs. (excl. plug ins)	92658	117218	113103	196777	99842
Hybrid share (excl. plug ins)	4.3%	5.6%	6.9%	10.6%	11.7%
Plug in hybrid regs.	64644	52329	31144	61261	23894
Plug in hybrid share	3.0%	2.5%	1.9%	3.3%	2.8%

The graph above shows the estimated hybrid powertrain and electric vehicle market share in the state. Registrations by powertrain for vehicles equipped with multiple engine types were estimated by Auto Outlook. The estimates are based on model registrations compiled by Experian, and engine installation rates collected from other sources.

MODEL RANKINGS

Tesla Model Y Retains Top Spot in California Market

The table below shows the top five selling models during the first six months of 2022 in 20 segments. In addition to unit registrations, it also shows each model's market share in its respective segment. Sales results in the first half of this year were primarily determined by vehicle production and availability. New registrations of the Honda Civic and Toyota Camry, two perennial top-sellers in the state, were impacted by diminished inventories.



BEST SELLERS IN PRIMARY SEGMENTS

Compact Car: Toyota Corolla	Full Size Pickup: Chevrolet Silverado
Mid-Size Car: Toyota Camry	Compact SUV: Toyota RAV4
Near Luxury Car: Tesla Model 3	Mid-Size SUV: Toyota Highlander
Comp./Mid Pickup: Toyota Tacoma	Luxury Compact SUV: Tesla Model Y

Top Selling Models in Each Segment - New Light Vehicle Registrations (YTD 2022, thru June)

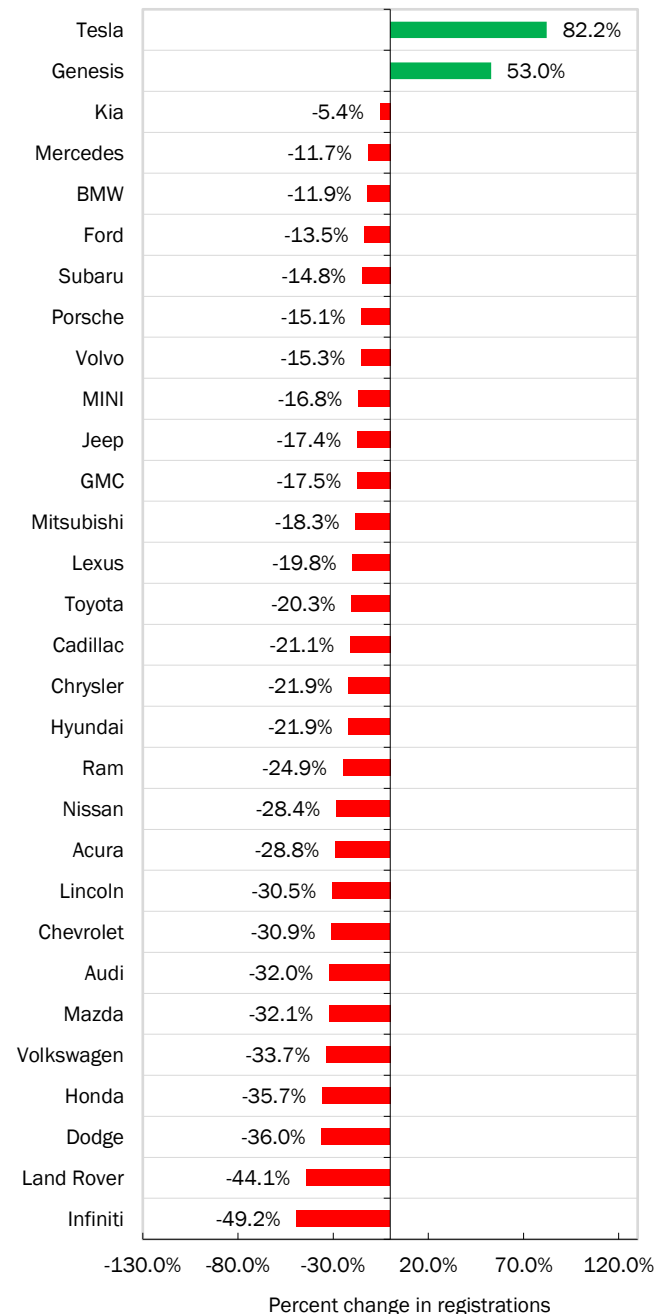
Cars											
Subcompact			Compact			Sports/Pony Cars			Mid-Size		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Chevrolet Bolt	1293	23.7	Toyota Corolla	22391	27.9	Ford Mustang	4466	40.8	Toyota Camry	28745	40.5
Toyota Mirai	1172	21.5	Honda Civic	18302	22.8	Dodge Challenger	2641	24.1	Honda Accord	18384	25.9
Kia Rio	914	16.8	Kia Forte	8071	10.1	Toyota 86	1213	11.1	Nissan Altima	10259	14.5
Mitsubishi Mirage	740	13.6	Nissan Sentra	6020	7.5	Chevrolet Camaro	1096	10.0	Chevrolet Malibu	6072	8.6
Nissan Versa	575	10.6	Toyota Prius	5952	7.4	Subaru BRZ	506	4.6	Kia K5/Optima	4752	6.7
Large			Entry Luxury			Near Luxury			Luxury and High-End Sports Cars		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Dodge Charger	4739	65.3	BMW 2-Series	1557	35.8	Tesla Model 3	38993	60.8	Tesla Model S	5791	21.7
Toyota Avalon	987	13.6	Acura ILX	1110	25.5	Lexus ES	5159	8.0	BMW 5-Series	2792	10.5
Kia Stinger	761	10.5	Mercedes A-Class	937	21.6	BMW 3-Series	4041	6.3	Mercedes S-Class	2629	9.9
Chrysler 300	429	5.9	Audi A3	692	15.9	BMW 4-Series	3243	5.1	Mercedes E-Class	2405	9.0
Nissan Maxima	337	4.6	Acura Integra	44	1.0	Lexus IS	2694	4.2	Chevrolet Corvette	1699	6.4
Light Trucks											
Compact/Mid-Size Pickup			Full Size Pickup			Mini Van			Large Van		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Toyota Tacoma	17777	42.6	Chevrolet Silverado	20349	28.1	Toyota Sienna	6170	42.6	Ford Transit Connect	4722	35.7
Ford Maverick	4888	11.7	Ford F-Series	18598	25.7	Chrysler Pacifica	4906	33.9	Mercedes Sprinter	4106	31.0
Nissan Frontier	4706	11.3	Ram Pickup	17412	24.1	Honda Odyssey	2283	15.8	Ram Promaster	3003	22.7
Ford Ranger	3956	9.5	GMC Sierra	8947	12.4	Kia Carnival	721	5.0	Chevrolet Express	791	6.0
Chevrolet Colorado	3389	8.1	Toyota Tundra	4253	5.9	Chrysler Voyager	381	2.6	Mercedes Metris	374	2.8
Subcompact SUV			Compact SUV			Mid-Size SUV			Large SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Subaru Crosstrek	10181	18.8	Toyota RAV4	31599	25.7	Toyota Highlander	15867	14.7	Chevrolet Tahoe	3384	25.0
Honda HR-V	10015	18.5	Honda CR-V	13547	11.0	Subaru Outback	8450	7.8	Jeep Grand Wagoneer	3131	23.2
Kia Niro	5157	9.5	Mazda CX-5	9302	7.6	Ford Explorer	8226	7.6	Chevrolet Suburban	1908	14.1
Nissan Kicks	4350	8.0	Jeep Wrangler	8461	6.9	Toyota 4Runner	7090	6.6	GMC Yukon	1642	12.1
Volkswagen Taos	3173	5.9	Hyundai Tucson	6469	5.3	Jeep Grand Cherokee	5485	5.1	GMC Yukon XL	1421	10.5
Luxury Subcompact SUV			Luxury Compact SUV			Luxury Mid-Size SUV			Luxury Large SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Mercedes GLB-Class	2143	22.0	Tesla Model Y	42320	54.2	Lexus RX	8796	19.5	Cadillac Escalade	2400	24.9
Audi Q3	2003	20.6	Mercedes GLC-Class	7856	10.1	Mercedes GLE-Class	6367	14.1	Mercedes GLS-Class	2229	23.2
Lexus UX	1796	18.5	BMW X3	5364	6.9	BMW X5	5779	12.8	BMW X7	1877	19.5
Mercedes GLA-Class	1303	13.4	Audi Q5	4650	6.0	Tesla Model X	3791	8.4	Land Rover Range Rover	892	9.3
Volvo XC40	1106	11.4	Lexus NX	3780	4.8	Acura MDX	2785	6.2	Mercedes G-Class	849	8.8

Data Source: AutoCount data from Experian. Figures for Prius include Prius Prime.

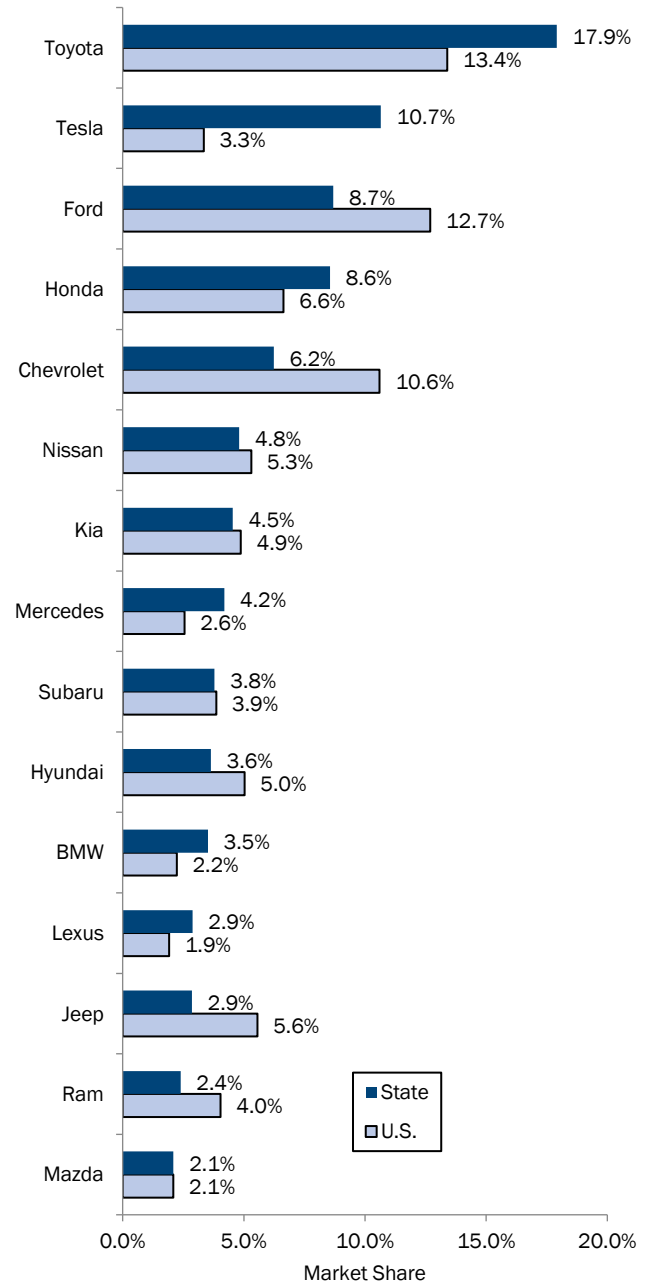
BRAND SUMMARY

Registrations Declined for Most Brands as Supply Issues Continue to Restrict Sales

Percent Change in Brand Registrations
YTD 2022 thru June vs. YTD 2021
(Top 30 selling brands in state)



California and U.S. Market Share - YTD 2022 thru June
(Top 15 selling brands in state)



Registrations increased for Tesla and Genesis. Kia, Mercedes, BMW, Ford, and Subaru had declines of less than 15 percent.



Toyota, Tesla, Ford, Honda, and Chevrolet were market share leaders in California.

BRAND REGISTRATIONS

Detailed Results for All Brands in California Market

California New Car and Light Truck Registrations												
	Second Quarter						Year to date thru June					
	Registrations			Market Share (%)			Registrations			Market Share (%)		
	2Q '21	2Q '22	% Change	2Q '21	2Q '22	Change	YTD '21	YTD '22	% Change	YTD '21	YTD '22	Change
TOTAL	546,069	428,131	-21.6				1,039,229	853,347	-17.9			
Acura	5,658	3,550	-37.3	1.0	0.8	-0.2	9,423	6,705	-28.8	0.9	0.8	-0.1
Alfa Romeo	752	410	-45.5	0.1	0.1	0.0	1,763	1,000	-43.3	0.2	0.1	-0.1
Audi	12,476	8,883	-28.8	2.3	2.1	-0.2	23,425	15,925	-32.0	2.3	1.9	-0.4
BMW	18,096	13,878	-23.3	3.3	3.2	-0.1	34,095	30,046	-11.9	3.3	3.5	0.2
Buick	2,637	768	-70.9	0.5	0.2	-0.3	4,142	1,726	-58.3	0.4	0.2	-0.2
Cadillac	2,914	2,335	-19.9	0.5	0.5	0.0	6,281	4,954	-21.1	0.6	0.6	0.0
Chevrolet	38,285	29,757	-22.3	7.0	7.0	0.0	76,981	53,226	-30.9	7.4	6.2	-1.2
Chrysler	2,039	3,513	72.3	0.4	0.8	0.4	7,320	5,717	-21.9	0.7	0.7	0.0
Dodge	7,026	4,404	-37.3	1.3	1.0	-0.3	13,774	8,816	-36.0	1.3	1.0	-0.3
Ford	43,225	37,040	-14.3	7.9	8.7	0.8	85,704	74,146	-13.5	8.2	8.7	0.5
Genesis	1,177	1,687	43.3	0.2	0.4	0.2	2,077	3,177	53.0	0.2	0.4	0.2
GMC	9,639	8,280	-14.1	1.8	1.9	0.1	19,391	15,997	-17.5	1.9	1.9	0.0
Honda	65,536	34,284	-47.7	12.0	8.0	-4.0	113,567	72,990	-35.7	10.9	8.6	-2.3
Hyundai	23,487	17,459	-25.7	4.3	4.1	-0.2	39,823	31,097	-21.9	3.8	3.6	-0.2
Infiniti	2,477	1,232	-50.3	0.5	0.3	-0.2	4,989	2,533	-49.2	0.5	0.3	-0.2
Jaguar	1,204	338	-71.9	0.2	0.1	-0.1	1,849	774	-58.1	0.2	0.1	-0.1
Jeep	14,763	11,203	-24.1	2.7	2.6	-0.1	29,487	24,364	-17.4	2.8	2.9	0.1
Kia	22,213	19,909	-10.4	4.1	4.7	0.6	41,026	38,802	-5.4	3.9	4.5	0.6
Land Rover	4,480	2,448	-45.4	0.8	0.6	-0.2	9,627	5,384	-44.1	0.9	0.6	-0.3
Lexus	15,892	12,402	-22.0	2.9	2.9	0.0	30,698	24,630	-19.8	3.0	2.9	-0.1
Lincoln	1,379	1,117	-19.0	0.3	0.3	0.0	3,003	2,086	-30.5	0.3	0.2	-0.1
Maserati	371	319	-14.0	0.1	0.1	0.0	652	686	5.2	0.1	0.1	0.0
Mazda	13,705	7,791	-43.2	2.5	1.8	-0.7	26,341	17,886	-32.1	2.5	2.1	-0.4
Mercedes	20,685	19,295	-6.7	3.8	4.5	0.7	40,576	35,815	-11.7	3.9	4.2	0.3
MINI	1,559	939	-39.8	0.3	0.2	-0.1	2,865	2,385	-16.8	0.3	0.3	0.0
Mitsubishi	1,936	1,417	-26.8	0.4	0.3	-0.1	3,588	2,932	-18.3	0.3	0.3	0.0
Nissan	29,580	20,896	-29.4	5.4	4.9	-0.5	57,297	41,052	-28.4	5.5	4.8	-0.7
Other	942	935	-0.7	0.2	0.2	0.0	1,904	1,920	0.8	0.2	0.2	0.0
Porsche	4,571	4,493	-1.7	0.8	1.0	0.2	9,376	7,956	-15.1	0.9	0.9	0.0
Ram	13,153	9,526	-27.6	2.4	2.2	-0.2	27,200	20,415	-24.9	2.6	2.4	-0.2
Subaru	19,937	15,041	-24.6	3.7	3.5	-0.2	37,980	32,343	-14.8	3.7	3.8	0.1
Tesla	23,721	42,857	80.7	4.3	10.0	5.7	49,875	90,895	82.2	4.8	10.7	5.9
Toyota	102,530	78,897	-23.0	18.8	18.4	-0.4	191,809	152,838	-20.3	18.5	17.9	-0.6
Volkswagen	13,780	7,447	-46.0	2.5	1.7	-0.8	23,890	15,835	-33.7	2.3	1.9	-0.4
Volvo	4,244	3,381	-20.3	0.8	0.8	0.0	7,431	6,294	-15.3	0.7	0.7	0.0

Source: AutoCount data from Experian.

The table above shows new light vehicle (car and light truck) registrations in California. Figures are shown for the Second Quarters of 2021 and 2022, and year-to-date totals. Vehicle registrations are recorded based on when the vehicle title information is processed by the state, which typically occurs after the vehicle is sold. The top ten ranked brands in each category are shaded yellow.

California Auto Outlook

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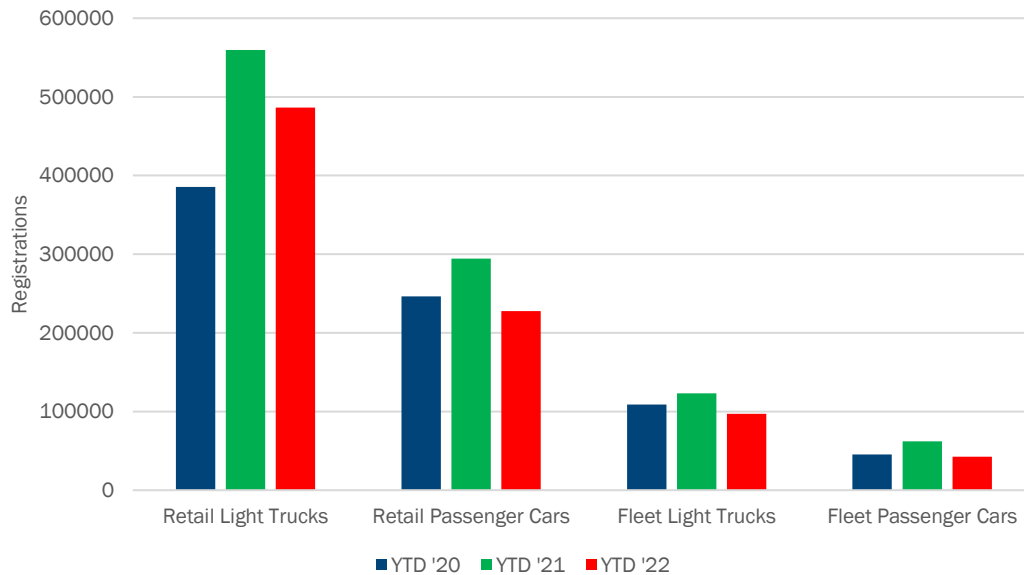
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BREAKDOWN OF RETAIL AND FLEET MARKETS

Decline in Retail Registrations Not as Steep as Fleets

California New Car and Light Truck Retail and Fleet Registrations - YTD '20, '21, & '22 thru June



Data Source: AutoCount data from Experian.



PERCENT CHANGE:
YTD '22 thru June vs. YTD '21

Retail cars: DOWN 22.7%
Retail light trucks: DOWN 13.1%
Fleet cars: DOWN 31.7%
Fleet light trucks: DOWN 21.2%

REGIONAL MARKETS IN CALIFORNIA

San Francisco Bay Market Posts Smallest Decline in First Half of 2022

New Retail Light Vehicle Registrations (excluding fleets) YTD thru June			
North and South California	YTD '21	YTD '22	% chg.
Statewide Total	853,830	713,784	-16.4%
Cars	294,322	227,601	-22.7%
Light Trucks	559,508	486,183	-13.1%
Northern California	286,520	240,906	-15.9%
Cars	91,074	71,702	-21.3%
Light Trucks	195,446	169,204	-13.4%
Southern California	567,310	472,878	-16.6%
Cars	203,248	155,899	-23.3%
Light Trucks	364,062	316,979	-12.9%
Selected Regional Markets			
San Francisco Bay	147,602	128,553	-12.9%
Cars	49,043	40,335	-17.8%
Light Trucks	98,559	88,218	-10.5%
LA and Orange Counties	322,650	265,176	-17.8%
Cars	120,358	91,499	-24.0%
Light Trucks	202,292	173,677	-14.1%
San Diego County	75,263	65,040	-13.6%
Cars	22,951	18,779	-18.2%
Light Trucks	52,312	46,261	-11.6%

Data Source: AutoCount data from Experian.

Percent Change in New Retail Registrations - YTD '22 vs. YTD '21



BRAND SCOREBOARD

Brand Market Share Leaders in Primary Segments



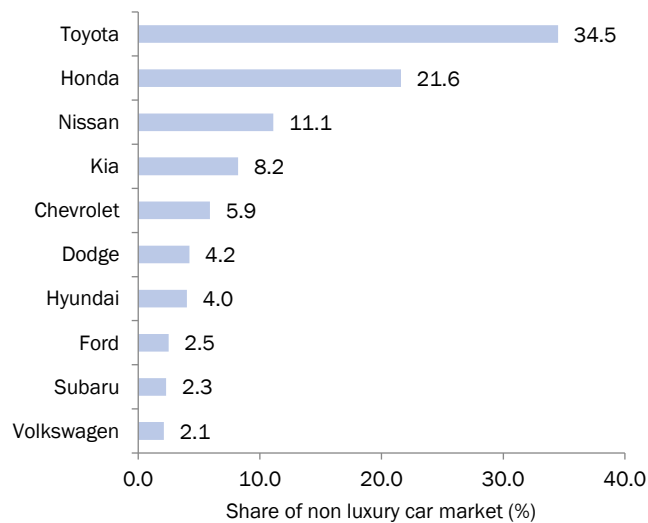
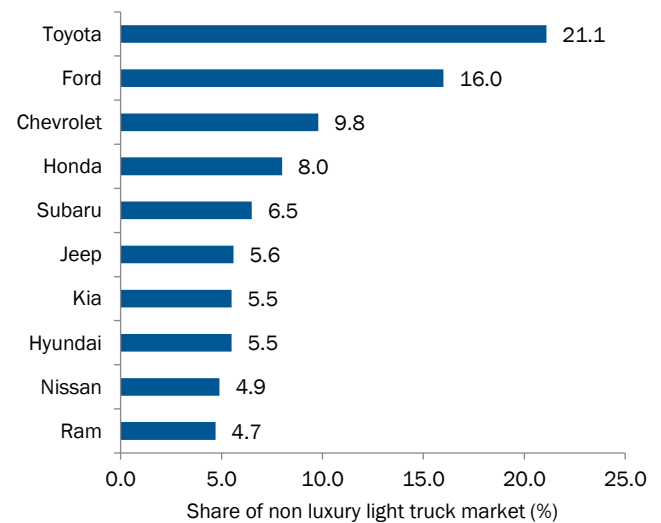
Leading Car Brands

Non Luxury: Toyota, Honda, and Nissan
Luxury: Tesla, BMW, and Mercedes

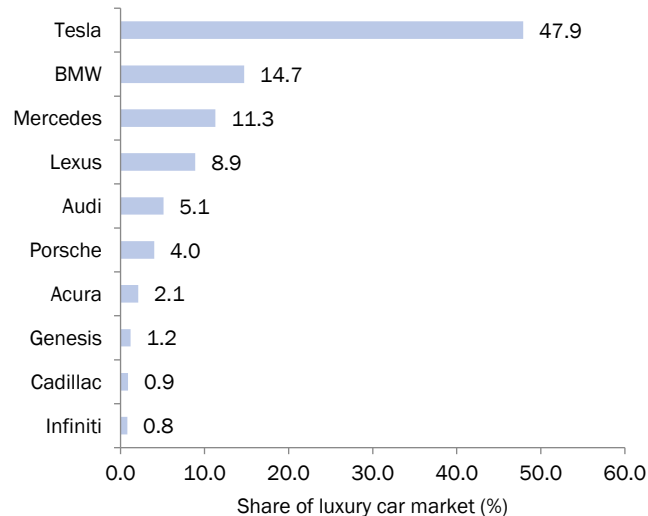
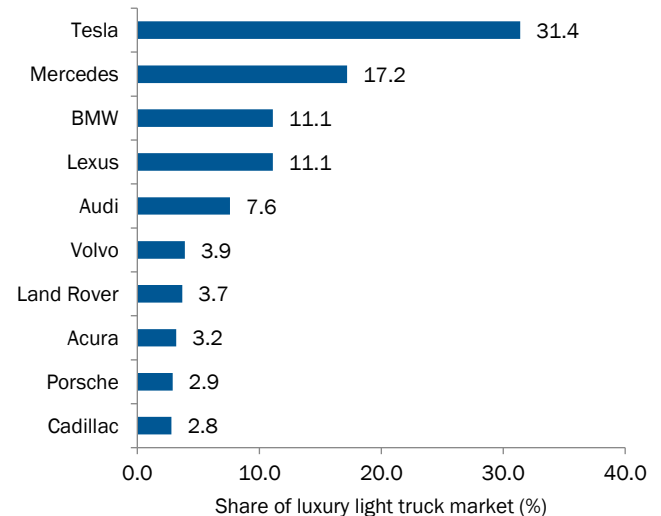


Leading Light Truck Brands

Non Luxury: Toyota, Ford, and Chevrolet
Luxury: BMW, Mercedes, and BMW

Top 10 Non Luxury Car Brands in State Market
YTD 2022 thru JuneTop 10 Non Luxury Light Truck Brands in State Market
YTD 2022 thru June

Data Source: AutoCount data from Experian.

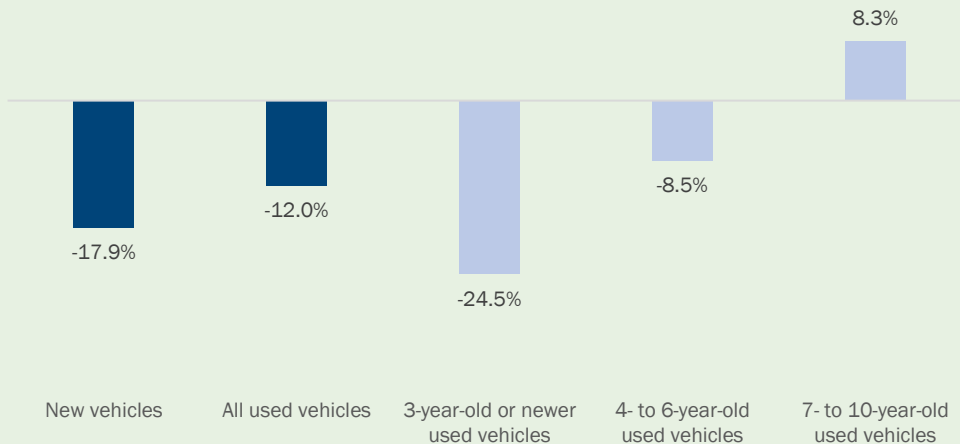
Top 10 Luxury Car Brands in State Market
YTD 2022 thru JuneTop 10 Luxury Light Truck Brands in State Market
YTD 2022 thru June

Data Source: AutoCount data from Experian.

CALIFORNIA USED VEHICLE MARKET

California Used Vehicle Market Declined by 12 Percent During First Six Months of 2022

Percent Change in New and Used Vehicle Registrations - YTD '22 thru June vs. YTD '21



Data Source: AutoCount data from Experian.

THREE KEY TRENDS IN USED VEHICLE MARKET



01.

Used vehicle registrations in California fell 12 percent during the first six months of 2022 versus strong year earlier levels. The decline was not as sharp as the 17.9% drop in the new vehicle market.

02.

The state used vehicle market should remain relatively stable in 2022. Depleted new vehicle inventories will boost demand for used cars, but historically high prices will limit any possible sales gains.

03.

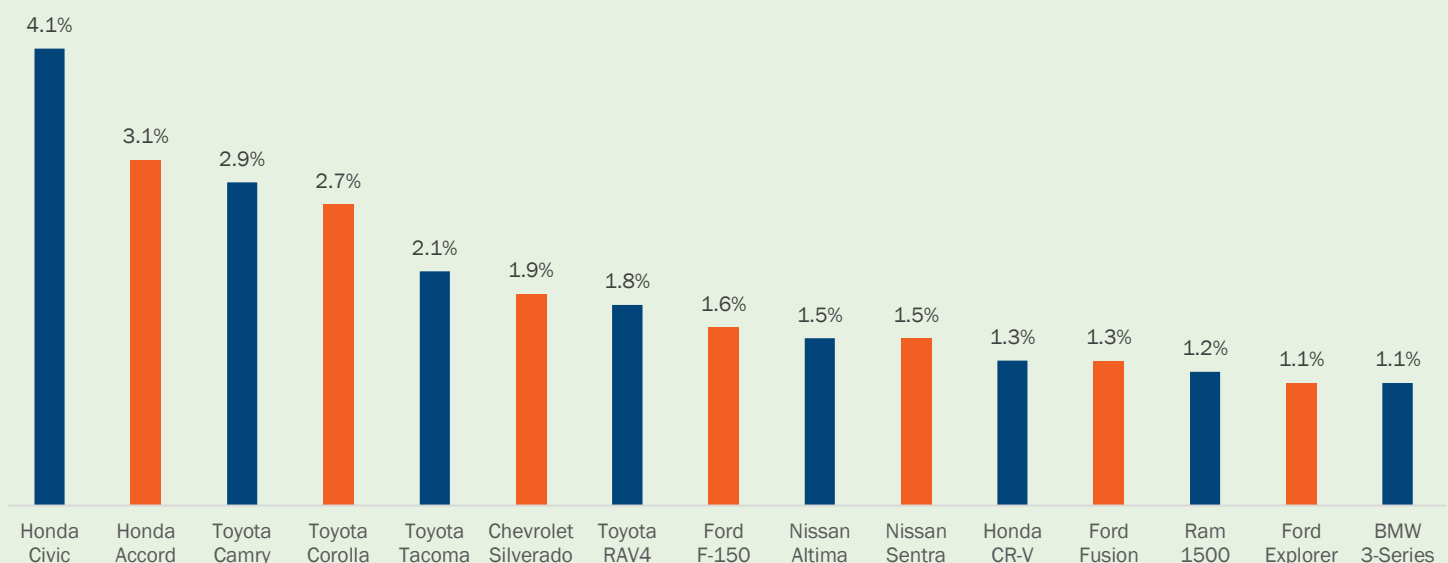
Lower than anticipated new vehicle sales during the past two years due to the pandemic are starting to impact supplies of late model used cars and light trucks. As shown on the graph, registrations for three year old or newer vehicles fell by 24.5 percent.

BEST SELLERS IN CALIFORNIA USED VEHICLE MARKET

Honda Civic is Top Seller in California Used Vehicle Market

The graph below shows market shares for the top 15 selling models in the California used vehicle market (only includes vehicles 8 years old or newer).

Market Share for Top 15 Selling Models in State Used Vehicle Market (only includes vehicles 8 yrs. old or newer) - YTD '22 thru June



Data Source: AutoCount data from Experian.