

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
DOMESTIC VEHICLES
Washington, DC

DOMESTIC VEHICLES	Year	Washington, DC	
		Dec	YTD
Buick	2002	4	162
	2001	12	183
Cadillac	2002	19	244
	2001	12	255
Chevrolet	2002	29	595
	2001	50	585
Chrysler	2002	9	208
	2001	12	205
Dodge	2002	11	132
	2001	7	175
Ford	2002	42	973
	2001	42	849
Gem	2002	1	1
	2001	0	0
Lincoln	2002	20	226
	2001	10	218
Mercury	2002	9	273
	2001	18	261
Oldsmobile	2002	1	46
	2001	2	86
Plymouth	2002	0	1
	2001	0	48
Pontiac	2002	10	190
	2001	6	125
Saturn	2002	3	207
	2001	22	260
TH!NK	2002	0	5
	2001	0	0
Domestic	2002	158	3,263
Total	2001	193	3,250

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
DOMESTIC VEHICLES
Northern Virginia

DOMESTIC VEHICLES		Alexandria		Arlington		Fairfax		Loudoun		Prince William		Northern VA Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Buick	2002	6	64	4	67	53	711	81	386	9	132	153	1,360
	2001	0	56	5	83	72	719	6	736	11	197	94	1,791
Cadillac	2002	6	87	10	83	52	546	1	80	10	94	79	890
	2001	6	68	12	88	48	544	3	133	5	69	74	902
Chevrolet	2002	15	118	9	196	82	1,378	14	387	33	559	153	2,638
	2001	11	135	13	243	115	1,409	28	1,132	48	637	215	3,556
Chrysler	2002	6	286	3	71	44	862	6	159	11	188	70	1,566
	2001	6	97	9	85	73	827	16	364	24	220	128	1,593
Dodge	2002	27	3,752	4	83	131	1,655	9	535	9	223	180	6,248
	2001	6	51	3	51	25	438	126	1,222	9	222	169	1,984
Ford	2002	11	340	33	1,735	130	2,453	23	1,914	40	850	237	7,292
	2001	29	404	94	1,757	219	3,599	27	2,346	67	1,080	436	9,186
Gem	2002	0	0	0	0	1	2	0	3	0	0	1	5
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Lincoln	2002	6	34	1	224	29	390	2	177	6	78	44	903
	2001	1	41	46	335	33	519	2	258	5	100	87	1,253
Mercury	2002	2	38	3	395	37	401	4	910	8	116	54	1,860
	2001	0	49	7	640	33	785	2	724	10	179	52	2,377
Oldsmobile	2002	0	13	0	62	7	109	2	55	0	22	9	261
	2001	1	38	6	57	15	313	4	402	6	117	32	927
Plymouth	2002	0	1	0	1	1	3	0	0	0	3	1	8
	2001	0	12	0	14	2	62	0	123	0	53	2	264
Pontiac	2002	21	94	3	64	61	571	17	350	17	332	119	1,411
	2001	4	55	8	60	53	598	13	695	26	399	104	1,807
Saturn	2002	3	81	10	104	38	719	4	179	15	290	70	1,373
	2001	7	131	6	147	45	868	15	250	15	403	88	1,799
TH!NK	2002	0	0	0	0	0	1	0	0	0	0	0	1
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Domestic Total	2002	103	4,908	80	3,085	666	9,801	163	5,135	158	2,887	1,170	25,816
	2001	71	1,137	209	3,560	733	10,681	242	8,385	226	3,676	1,481	27,439

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
DOMESTIC VEHICLES
Suburban Maryland

DOMESTIC VEHICLES		Charles		Frederick		Montgomery		Prince Georges		Suburban MD Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Buick	2002	3	71	17	150	42	1,623	20	321	82	2,165
	2001	6	115	17	200	58	1,582	34	452	115	2,349
Cadillac	2002	3	51	0	55	55	760	30	394	88	1,260
	2001	1	43	4	61	34	823	35	363	74	1,290
Chevrolet	2002	13	385	44	704	236	3,710	81	1,530	374	6,329
	2001	28	416	83	753	210	3,723	118	1,744	439	6,636
Chrysler	2002	4	109	8	160	25	746	19	492	56	1,507
	2001	9	152	16	212	59	890	40	509	124	1,763
Dodge	2002	4	217	18	348	116	1,562	34	1,879	172	4,006
	2001	15	187	27	324	64	1,743	32	610	138	2,864
Ford	2002	32	483	36	507	115	3,276	97	1,680	280	5,946
	2001	33	569	30	605	244	3,757	126	2,209	433	7,140
Gem	2002	0	0	0	0	0	0	0	0	0	0
	2001	0	0	0	0	0	0	0	0	0	0
Lincoln	2002	4	40	1	64	10	335	29	279	44	718
	2001	0	41	2	61	22	522	23	361	47	985
Mercury	2002	8	83	12	120	20	744	25	322	65	1,269
	2001	4	104	10	139	33	957	26	553	73	1,753
Oldsmobile	2002	2	14	2	23	2	91	6	99	12	227
	2001	0	45	1	89	15	409	9	205	25	748
Plymouth	2002	0	1	0	2	0	2	0	0	0	5
	2001	0	19	0	39	0	79	3	147	3	284
Pontiac	2002	9	213	26	408	84	1,717	47	620	166	2,958
	2001	20	176	29	413	92	1,716	50	583	191	2,888
Saturn	2002	7	97	11	162	42	1,362	29	449	89	2,070
	2001	14	148	15	262	70	1,392	51	622	150	2,424
TH!NK	2002	0	0	0	0	0	0	0	1	0	1
	2001	0	0	0	0	0	0	0	0	0	0
Domestic Total	2002	89	1,764	175	2,703	747	15,928	417	8,066	1,428	28,461
	2001	130	2,015	234	3,158	901	17,593	547	8,358	1,812	31,124

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED VEHICLES
Washington, DC

IMPORTED VEHICLES	Year	Washington, DC	
		Dec	YTD
Acura	2002	13	161
	2001	12	192
Aston Martin	2002	0	0
	2001	0	0
Audi	2002	15	254
	2001	18	250
Bentley	2002	0	3
	2001	0	0
B.M.W.	2002	30	522
	2001	27	488
Daewoo	2002	1	25
	2001	1	20
Ferrari	2002	0	1
	2001	0	1
Honda	2002	98	1,189
	2001	95	1,245
Hyundai	2002	21	448
	2001	11	324
Infiniti	2002	10	72
	2001	3	67
Jaguar	2002	8	169
	2001	10	124
Kia	2002	6	158
	2001	19	152
Lamborghini	2002	0	0
	2001	0	0
Lexus	2002	11	203
	2001	22	190
Lotus	2002	0	0
	2001	0	0

IMPORTED VEHICLES	Year	Washington, DC	
		Dec	YTD
Maserati	2002	1	3
	2001	0	0
Mazda	2002	21	439
	2001	26	493
Mercedes	2002	37	537
	2001	39	509
Mini	2002	10	96
	2001	0	0
Mitsubishi	2002	34	519
	2001	13	396
Nissan	2002	35	542
	2001	42	479
Porsche	2002	1	41
	2001	4	40
Rolls	2002	0	0
	2001	0	0
Saab	2002	13	208
	2001	9	179
Subaru	2002	9	174
	2001	11	183
Suzuki	2002	4	57
	2001	6	60
Toyota	2002	92	1,347
	2001	90	1,135
Volkswagen	2002	59	1,193
	2001	96	1,219
Volvo	2002	28	394
	2001	28	479
Import	2002	557	8,755
	2001	582	8,225

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED VEHICLES
Northern Virginia

IMPORTED VEHICLES	Year	Alexandria		Arlington		Fairfax		Loudoun		Prince William		Northern VA Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Acura	2002	5	125	13	210	107	1,559	15	278	23	323	163	2,495
	2001	9	163	19	247	111	1,709	24	331	23	316	186	2,766
Aston Martin	2002	0	0	0	0	0	0	0	0	0	0	0	0
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Audi	2002	10	122	9	199	65	695	8	115	4	48	96	1,179
	2001	8	119	8	175	48	685	9	130	2	41	75	1,150
Bentley	2002	0	0	0	0	0	1	0	0	0	0	0	1
	2001	0	0	0	0	0	0	0	0	0	0	0	0
B.M.W.	2002	19	290	43	437	171	1,899	21	432	18	168	272	3,226
	2001	18	261	25	352	112	1,571	14	236	9	150	178	2,570
Daewoo	2002	0	1	0	1	6	37	0	3	3	13	9	55
	2001	0	6	0	7	1	47	0	9	1	26	2	95
Ferrari	2002	0	0	0	1	0	3	0	1	0	0	0	5
	2001	0	0	0	0	0	11	0	2	0	0	0	13
Honda	2002	50	753	111	1,203	487	6,057	71	994	132	1,681	851	10,688
	2001	77	969	113	1,287	528	6,825	63	1,044	105	1,685	886	11,810
Hyundai	2002	23	248	11	453	141	1,499	24	515	37	582	236	3,297
	2001	16	160	17	349	126	1,277	22	453	76	659	257	2,898
Infiniti	2002	8	39	11	63	70	495	17	105	8	67	114	769
	2001	3	23	3	34	22	284	3	44	2	27	33	412
Jaguar	2002	5	50	2	61	39	495	4	163	3	57	53	826
	2001	2	37	5	99	33	372	21	210	3	41	64	759
Kia	2002	2	27	1	64	7	145	8	217	7	119	25	572
	2001	1	25	1	246	11	173	16	79	8	144	37	667
Lamborghini	2002	0	0	0	0	0	0	0	0	0	0	0	0
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Lexus	2002	11	133	6	120	113	1,291	9	187	8	146	147	1,877
	2001	15	152	9	115	88	1,082	10	148	14	125	136	1,622
Lotus	2002	0	0	0	0	0	1	0	0	0	0	0	1
	2001	0	0	0	0	0	0	0	0	0	0	0	0

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED VEHICLES
Northern Virginia - (Continued)

IMPORTED VEHICLES	Year	Alexandria		Arlington		Fairfax		Loudoun		Prince William		Northern VA Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Maserati	2002	0	0	0	0	0	6	0	1	0	0	0	7
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Mazda	2002	6	144	4	204	39	868	5	938	21	281	75	2,435
	2001	11	136	29	233	69	930	67	1,099	21	255	197	2,653
Mercedes	2002	16	216	29	276	154	1,576	23	214	14	166	236	2,448
	2001	19	176	20	282	120	1,539	16	205	15	144	190	2,346
Mini	2002	14	35	9	55	26	174	11	60	3	27	63	351
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Mitsubishi	2002	60	390	9	203	62	1,026	64	771	28	539	223	2,929
	2001	8	131	35	254	133	2,564	46	593	46	427	268	3,969
Nissan	2002	12	278	22	620	157	2,269	54	1,182	64	795	309	5,144
	2001	29	241	27	375	154	1,682	42	556	51	634	303	3,488
Porsche	2002	0	19	1	35	8	161	0	27	1	11	10	253
	2001	1	27	4	34	8	177	1	31	1	12	15	281
Rolls Royce	2002	0	0	0	0	0	1	0	0	0	0	0	1
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Saab	2002	1	80	3	118	9	312	4	57	1	30	18	597
	2001	5	90	10	121	24	348	6	42	0	23	45	624
Subaru	2002	6	98	12	153	71	781	13	354	14	131	116	1,517
	2001	9	107	15	175	79	866	20	436	13	127	136	1,711
Suzuki	2002	0	155	3	6	20	51	2	28	0	33	25	273
	2001	0	7	0	6	0	30	0	24	1	49	1	116
Toyota	2002	60	757	84	1,005	546	6,947	69	1,059	149	1,586	908	11,354
	2001	50	687	86	1,175	503	6,028	83	1,214	101	1,133	823	10,237
Volkswagen	2002	33	602	60	841	185	2,939	28	437	29	566	335	5,385
	2001	41	604	67	927	238	3,112	48	561	51	613	445	5,817
Volvo	2002	5	134	14	189	44	840	15	378	4	100	82	1,641
	2001	4	152	34	257	105	1,558	15	666	11	147	169	2,780
Import	2002	346	4,696	457	6,517	2,527	32,128	465	8,516	571	7,469	4,366	59,326
Total	2001	326	4,273	527	6,750	2,513	32,870	526	8,113	554	6,778	4,446	58,784

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED VEHICLES
Suburban Maryland

IMPORTED VEHICLES	Year	Charles		Frederick		Montgomery		Prince Georges		Suburban MD Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Acura	2002	2	62	7	116	68	1,367	22	409	99	1,954
	2001	3	63	6	94	91	1,442	31	426	131	2,025
Aston Martin	2002	0	0	0	0	0	3	0	0	0	3
	2001	0	0	0	0	0	0	0	0	0	0
Audi	2002	3	14	6	63	57	704	5	89	71	870
	2001	1	15	9	76	43	705	5	92	58	888
Bentley	2002	0	0	0	0	0	3	0	0	0	3
	2001	0	0	0	0	0	0	0	0	0	0
B.M.W.	2002	10	81	7	94	122	1,442	41	356	180	1,973
	2001	7	77	9	81	113	1,335	24	371	153	1,864
Daewoo	2002	15	21	0	35	0	17	2	60	17	133
	2001	1	4	4	36	8	45	3	70	16	155
Ferrari	2002	0	0	0	0	0	5	0	0	0	5
	2001	0	0	0	0	1	6	0	0	1	6
Honda	2002	48	560	60	853	416	5,539	221	2,913	745	9,865
	2001	41	584	60	861	438	5,766	220	3,206	759	10,417
Hyundai	2002	15	281	29	440	74	1,039	88	1,261	206	3,021
	2001	17	148	35	454	75	958	97	1,136	224	2,696
Infiniti	2002	4	22	3	32	65	426	14	107	86	587
	2001	1	5	1	10	34	332	5	66	41	413
Jaguar	2002	1	15	1	38	23	516	8	191	33	760
	2001	3	15	5	22	33	350	21	158	62	545
Kia	2002	4	42	6	129	12	315	19	340	41	826
	2001	4	51	13	212	24	404	35	442	76	1,109
Lamborghini	2002	0	0	0	0	0	1	0	0	0	1
	2001	0	0	0	0	0	0	0	0	0	0
Lexus	2002	5	54	1	58	56	1,027	27	440	89	1,579
	2001	7	46	7	50	80	919	37	374	131	1,389
Lotus	2002	0	0	0	1	0	1	0	0	0	2
	2001	0	0	0	0	0	0	0	0	0	0

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED VEHICLES
Suburban Maryland - (Continued)

IMPORTED VEHICLES	Year	Charles		Frederick		Montgomery		Prince Georges		Suburban MD Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Maserati	2002	0	0	0	0	1	4	1	2	2	6
	2001	0	0	0	0	0	0	0	0	0	0
Mazda	2002	7	128	7	189	51	808	69	1,122	134	2,247
	2001	7	112	20	266	77	841	98	1,283	202	2,502
Mercedes	2002	4	60	7	114	156	1,707	87	773	254	2,654
	2001	2	40	9	90	152	1,679	55	699	218	2,508
Mini	2002	4	7	2	10	18	127	1	24	25	168
	2001	0	0	0	0	0	0	0	0	0	0
Mitsubishi	2002	3	130	9	194	78	1,867	85	938	175	3,129
	2001	15	118	17	239	142	1,381	81	1,193	255	2,931
Nissan	2002	25	298	23	563	168	2,328	103	2,076	319	5,265
	2001	21	223	31	289	120	1,474	170	1,714	342	3,700
Porsche	2002	0	0	0	7	3	170	0	6	3	183
	2001	0	2	1	9	13	154	2	28	16	193
Rolls Royce	2002	0	0	0	0	0	1	0	0	0	1
	2001	0	0	0	0	0	0	0	3	0	3
Saab	2002	0	13	2	45	23	337	2	29	27	424
	2001	1	3	0	28	20	385	3	32	24	448
Subaru	2002	4	51	11	174	53	740	7	141	75	1,106
	2001	6	59	20	202	70	705	12	199	108	1,165
Suzuki	2002	0	9	0	8	43	84	0	124	43	225
	2001	2	15	0	8	4	48	4	111	10	182
Toyota	2002	46	594	43	797	502	7,402	278	4,088	869	12,881
	2001	54	502	72	742	574	6,839	356	3,863	1,056	11,946
Volkswagen	2002	10	200	32	467	137	2,434	41	884	220	3,985
	2001	7	168	45	506	204	2,387	62	867	318	3,928
Volvo	2002	3	29	6	50	80	981	8	183	97	1,243
	2001	1	26	5	79	73	1,047	20	428	99	1,580
Import	2002	213	2,671	262	4,477	2,206	31,395	1,129	16,556	3,810	55,099
Total	2001	201	2,276	369	4,354	2,389	29,202	1,341	16,761	4,300	52,593

Washington Area New Automobile Dealers Association

New Motor Vehicles Titled (Sold)

DOMESTIC TRUCKS

Washington, DC

DOMESTIC TRUCKS	Year	Washington, DC	
		Dec	YTD
Buick	2002	0	27
	2001	1	18
Cadillac	2002	4	43
	2001	5	36
Chevrolet	2002	50	795
	2001	44	566
Chrysler	2002	13	257
	2001	23	342
Dodge	2002	21	347
	2001	16	382
Ford	2002	81	1,317
	2001	72	1,766
GMC	2002	19	133
	2001	15	120
Hummer	2002	1	6
	2001	0	0
Jeep	2002	27	398
	2001	37	407
Lincoln	2002	5	41
	2001	2	44
Mercury	2002	2	81
	2001	2	79
Oldsmobile	2002	1	11
	2001	0	17
Plymouth	2002	0	0
	2001	0	6
Pontiac	2002	0	14
	2001	1	16
Saturn	2002	6	53
	2001	0	0
Workhorse	2002	0	3
	2001	0	0
Domestic	2002	230	3,526
Total	2001	218	3,799

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
DOMESTIC TRUCKS
Northern Virginia

DOMESTIC TRUCKS	Year	Alexandria		Arlington		Fairfax		Loudoun		Prince William		Northern VA Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Buick	2002	0	9	0	16	6	172	4	52	5	67	15	316
	2001	0	4	3	12	21	73	9	32	6	29	39	150
Cadillac	2002	2	15	3	14	12	141	4	41	3	34	24	245
	2001	3	13	1	16	20	108	3	37	2	20	29	194
Chevrolet	2002	16	253	20	360	264	3,588	108	1,374	127	1,603	535	7,178
	2001	17	234	30	347	280	3,150	82	1,600	119	1,268	528	6,599
Chrysler	2002	5	252	10	151	101	1,336	14	324	32	470	162	2,533
	2001	4	112	15	180	130	1,604	35	601	39	472	223	2,969
Dodge	2002	18	627	18	208	141	2,030	37	618	76	972	290	4,455
	2001	8	142	12	242	184	2,242	47	892	78	1,019	329	4,537
Ford	2002	35	569	38	1,167	448	5,780	134	2,012	179	2,308	834	11,836
	2001	34	488	138	2,002	460	6,508	129	2,324	182	2,310	943	13,632
GMC	2002	11	95	8	106	126	1,254	34	431	31	509	210	2,395
	2001	3	88	7	91	138	1,056	37	389	41	512	226	2,136
Hummer	2002	1	3	6	12	40	113	9	26	3	17	59	171
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Jeep	2002	21	467	25	340	153	1,791	43	507	35	533	277	3,638
	2001	29	259	40	395	164	1,711	49	555	44	481	326	3,401
Lincoln	2002	0	2	0	10	12	126	4	47	6	33	22	218
	2001	0	40	1	10	5	106	1	56	3	30	10	242
Mercury	2002	2	9	0	15	18	189	2	47	5	59	27	319
	2001	0	9	1	142	24	205	3	41	8	65	36	462
Oldsmobile	2002	1	9	0	5	2	81	4	28	1	30	8	153
	2001	0	8	1	20	12	163	3	229	7	46	23	466
Plymouth	2002	0	0	0	0	0	0	0	0	0	0	0	0
	2001	0	0	0	0	0	2	0	0	0	5	0	7
Pontiac	2002	0	6	0	4	7	101	2	52	2	69	11	232
	2001	0	13	0	13	12	150	2	205	2	76	16	457
Saturn	2002	9	49	9	36	38	327	13	109	20	163	89	684
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Workhorse	2002	0	0	0	1	0	0	0	1	0	1	0	3
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Domestic	2002	121	2,365	137	2,445	1,368	17,029	412	5,669	525	6,868	2,563	34,376
Total	2001	98	1,410	249	3,470	1,450	17,078	400	6,961	531	6,333	2,728	35,252

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
DOMESTIC TRUCKS
Suburban Maryland

DOMESTIC TRUCKS	Year	Charles		Frederick		Montgomery		Prince Georges		Suburban MD Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Buick	2002	1	22	5	47	3	149	10	101	19	319
	2001	2	6	3	22	18	85	7	46	30	159
Cadillac	2002	4	30	0	24	8	124	10	195	22	373
	2001	1	13	1	16	13	91	14	142	29	262
Chevrolet	2002	66	944	96	1,522	340	5,568	161	2,844	663	10,878
	2001	77	917	136	1,364	402	5,485	263	2,866	878	10,632
Chrysler	2002	9	181	29	362	51	1,099	53	811	142	2,453
	2001	14	247	29	337	101	1,422	76	947	220	2,953
Dodge	2002	45	631	44	668	162	2,290	96	1,726	347	5,315
	2001	55	618	81	808	140	2,550	113	1,814	389	5,790
Ford	2002	93	1,359	107	1,643	329	5,023	247	3,553	776	11,578
	2001	112	1,332	146	1,796	405	5,261	229	3,937	892	12,326
GMC	2002	13	203	26	338	61	1,186	63	772	163	2,499
	2001	12	109	25	354	117	1,224	55	607	209	2,294
Hummer	2002	2	8	1	6	11	64	8	39	22	117
	2001	0	0	0	0	0	0	0	0	0	0
Jeep	2002	13	184	29	322	96	1,555	55	714	193	2,775
	2001	11	172	33	397	121	1,749	67	684	232	3,002
Lincoln	2002	0	10	1	20	12	78	7	106	20	214
	2001	0	5	1	15	10	102	11	119	22	241
Mercury	2002	2	24	8	79	9	139	7	137	26	379
	2001	4	28	6	60	21	164	10	160	41	412
Oldsmobile	2002	1	6	0	16	0	58	3	27	4	107
	2001	2	22	4	36	10	108	7	68	23	234
Plymouth	2002	0	0	0	0	0	0	0	0	0	0
	2001	0	2	0	0	0	3	0	13	0	18
Pontiac	2002	0	19	4	51	7	170	9	65	20	305
	2001	3	17	5	87	6	219	8	80	22	403
Saturn	2002	6	50	28	115	33	299	21	216	88	680
	2001	0	0	0	0	0	0	0	0	0	0
Workhorse	2002	0	0	0	1	0	0	0	1	0	2
	2001	0	0	0	0	0	0	0	0	0	0
Domestic	2002	255	3,671	378	5,214	1,122	17,802	750	11,307	2,505	37,994
Total	2001	293	3,488	470	5,292	1,364	18,463	860	11,483	2,987	38,726

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED TRUCKS
Washington, DC

IMPORTED TRUCKS	Year	Washington, DC	
		Dec	YTD
Acura	2002	7	82
	2001	2	60
BMW	2002	3	92
	2001	4	81
Freightliner	2002	0	1
	2001	0	0
Honda	2002	42	376
	2001	25	290
Hyundai	2002	5	82
	2001	3	60
Infiniti	2002	0	16
	2001	1	19
Isuzu	2002	2	97
	2001	6	124
Kia	2002	4	83
	2001	4	47
Land Rover	2002	9	135
	2001	5	56
Lexus	2002	14	120
	2001	7	116
Mazda	2002	8	131
	2001	9	138
Mercedes	2002	7	103
	2001	7	142
Mitsubishi	2002	13	139
	2001	6	193
Nissan	2002	9	153
	2001	16	209
Subaru	2002	5	91
	2001	2	118
Suzuki	2002	4	43
	2001	1	82
Toyota	2002	36	620
	2001	32	560
Volkswagen	2002	1	9
	2001	0	7
Volvo	2002	4	4
	2001	0	0
Import	2002	173	2,377
Total	2001	130	2,302

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
IMPORTED TRUCKS
Northern Virginia

IMPORTED TRUCKS	Year	Alexandria		Arlington		Fairfax		Loudoun		Prince William		Northern VA Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Acura	2002	4	43	8	75	62	684	16	137	6	94	96	1,033
	2001	1	30	2	55	28	443	9	110	3	51	43	689
BMW	2002	5	47	6	55	29	377	5	80	3	28	48	587
	2001	2	24	6	40	27	273	5	55	0	14	40	406
Freightliner	2002	0	0	0	0	0	7	0	2	0	0	0	9
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Honda	2002	24	254	48	443	372	3,450	87	774	67	794	598	5,715
	2001	22	223	39	350	238	2,516		0		0	299	3,089
Hyundai	2002	4	68	6	93	46	484	6	132	15	188	77	965
	2001	8	60	6	46	48	388	8	114	22	187	92	795
Infiniti	2002	0	10	1	15	14	93	3	17	3	17	21	152
	2001	1	12	0	9	10	132	3	31	1	7	15	191
Isuzu	2002	3	24	4	80	27	413	4	89	16	235	54	841
	2001	4	64	5	152	54	637	7	290	32	352	102	1,495
Kia	2002	2	17	2	19	22	227	3	133	8	132	37	528
	2001	1	9	1	56	17	148	9	48	14	85	42	346
Land Rover	2002	12	79	5	67	22	270	12	78	3	40	54	534
	2001	1	39	3	33	13	173	4	104	3	20	24	369
Lexus	2002	8	82	4	80	67	781	12	114	6	99	97	1,156
	2001	8	96	11	109	46	763	5	123	5	66	75	1,157
Mazda	2002	6	75	6	122	40	698	12	169	16	234	80	1,298
	2001	7	57	13	125	69	684	11	170	23	252	123	1,288
Mercedes	2002	3	45	3	57	40	494	4	66	6	56	56	718
	2001	5	46	7	56	49	563	7	87	5	44	73	796
Mitsubishi	2002	16	128	5	67	52	392	32	280	24	195	129	1,062
	2001	5	246	22	73	45	727	23	246	15	213	110	1,505
Nissan	2002	8	116	16	242	99	1,213	34	375	37	473	194	2,419
	2001	13	174	14	259	91	1,476	28	393	46	622	192	2,924
Subaru	2002	6	60	12	87	32	417	6	140	8	54	64	758
	2001	3	57	9	96	42	492	11	140	10	56	75	841
Suzuki	2002	0	7	0	56	8	73	3	33	6	76	17	245
	2001	1	16	0	54	11	168	8	92	1	115	21	445
Toyota	2002	44	534	50	737	432	5,756	80	1,162	109	1,595	715	9,784
	2001	35	468	69	737	458	5,101	89	1,193	97	1,282	748	8,781
Volkswagen	2002	0	8	0	8	6	39	1	11	0	5	7	71
	2001	0	3	1	7	3	31	3	6	2	3	9	50
Volvo	2002	0	1	0	0	4	6	3	3	0	0	7	10
	2001	0	0	0	0	0	0	0	0	0	0	0	0
Import	2002	145	1,598	176	2,303	1,374	15,874	323	3,795	333	4,315	2,351	27,885
Total	2001	117	1,624	208	2,257	1,249	14,715	230	3,202	279	3,369	2,083	25,167

Washington Area New Automobile Dealers Association

New Motor Vehicles Titled (Sold)

IMPORTED TRUCKS

Suburban Maryland

IMPORTED TRUCKS	Year	Charles		Frederick		Montgomery		Prince Georges		Suburban MD Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Acura	2002	1	15	3	35	68	657	6	126	78	833
	2001	1	9	2	20	58	472	5	79	66	580
BMW	2002	2	10	0	7	40	313	7	79	49	409
	2001	2	10	0	8	27	282	11	73	40	373
Freightliner	2002	0	0	0	4	0	7	2	6	2	17
	2001	0	0	0	0	0	0	0	0	0	0
Honda	2002	15	198	66	489	277	3,050	86	953	444	4,690
	2001	9	129	34	292	213	2,105	73	713	329	3,239
Hyundai	2002	9	76	6	114	14	210	24	271	53	671
	2001	6	34	8	115	23	195	13	238	50	582
Infiniti	2002	1	7	0	5	5	178	4	23	10	213
	2001	0	3	2	6	18	118	2	28	22	155
Isuzu	2002	3	53	3	61	17	345	35	473	58	932
	2001	6	57	10	91	36	396	44	602	96	1,146
Kia	2002	3	48	6	118	18	310	20	198	47	674
	2001	2	33	10	121	27	270	17	188	56	612
Land Rover	2002	0	7	2	28	59	473	2	51	63	559
	2001	2	6	0	8	11	179	6	59	19	252
Lexus	2002	1	30	7	48	52	605	16	181	76	864
	2001	2	17	0	34	51	606	14	183	67	840
Mazda	2002	6	70	6	154	32	603	19	442	63	1,269
	2001	7	77	15	131	54	530	46	448	122	1,186
Mercedes	2002	0	11	5	48	35	517	14	175	54	751
	2001	0	12	5	38	50	594	21	205	76	849
Mitsubishi	2002	4	47	5	81	138	479	37	388	184	995
	2001	3	55	9	84	40	552	34	462	86	1,153
Nissan	2002	11	124	19	298	82	998	33	512	145	1,932
	2001	9	142	20	261	101	988	59	716	189	2,107
Subaru	2002	3	17	7	86	33	410	9	107	52	620
	2001	5	26	7	112	30	398	3	108	45	644
Suzuki	2002	0	6	2	20	4	107	6	103	12	236
	2001	2	26	2	29	12	573	8	203	24	831
Toyota	2002	30	476	57	769	272	4,276	181	2,496	540	8,017
	2001	46	385	62	697	348	4,179	172	2,239	628	7,500
Volkswagen	2002	0	4	0	9	2	27	1	10	3	50
	2001	0	1	1	5	2	12	1	6	4	24
Volvo	2002	0	0	1	1	10	13	1	1	12	15
	2001	0	0	0	0	0	0	0	0	0	0
Import	2002	89	1,199	195	2,375	1,158	13,578	503	6,595	1,945	23,747
Total	2001	102	1,022	187	2,052	1,101	12,449	529	6,550	1,919	22,073

Washington Area New Automobile Dealers Association
New Motor Vehicles Titled (Sold)
Washington Metropolitan Area

TOTALS		District of Columbia		Northern Virginia		Suburban Maryland		Metropolitan Area Totals	
		Dec	YTD	Dec	YTD	Dec	YTD	Dec	YTD
Domestic Cars	2002	158	3,263	1,170	25,816	1,428	28,461	2,756	57,540
	2001	193	3,250	1,481	27,439	1,812	31,124	3,486	61,813
	% Change	-18.1%	0.4%	-21.0%	-5.9%	-21.2%	-8.6%	-20.9%	-6.9%
Imported Cars	2002	557	8,755	4,366	59,326	3,810	55,099	8,733	123,180
	2001	582	8,225	4,446	58,784	4,300	52,593	9,328	119,602
	% Change	-4.3%	6.4%	-1.8%	0.9%	-11.4%	4.8%	-6.4%	3.0%
Total Domestic and Imported Cars	2002	715	12,018	5,536	85,142	5,238	83,560	11,489	180,720
	2001	775	11,475	5,927	86,223	6,112	83,717	12,814	181,415
	% Change	-7.7%	4.7%	-6.6%	-1.3%	-14.3%	-0.2%	-10.3%	-0.4%
Imports as a % of All Cars	2002	77.9%	72.8%	78.9%	69.7%	72.7%	65.9%	76.0%	68.2%
	2001	75.1%	71.7%	75.0%	68.2%	70.4%	62.8%	72.8%	65.9%
Domestic Trucks	2002	230	3,526	2,563	34,376	2,505	37,994	5,298	75,896
	2001	218	3,799	2,728	35,252	2,987	38,726	5,933	77,777
	% Change	5.5%	-7.2%	-6.0%	-2.5%	-16.1%	-1.9%	-10.7%	-2.4%
Imported Trucks	2002	173	2,377	2,351	27,885	1,945	23,747	4,469	54,009
	2001	130	2,302	2,083	25,167	1,919	22,073	4,132	49,542
	% Change	33.1%	3.3%	12.9%	10.8%	1.4%	7.6%	8.2%	9.0%
Total Domestic and Imported Trucks	2002	403	5,903	4,914	62,261	4,450	61,741	9,767	129,905
	2001	348	6,101	4,811	60,419	4,906	60,799	10,065	127,319
	% Change	15.8%	-3.2%	2.1%	3.0%	-9.3%	1.5%	-3.0%	2.0%
Total of All Cars and Trucks	2002	1,118	17,921	10,450	147,403	9,688	145,301	21,256	310,625
	2001	1,123	17,576	10,738	146,642	11,018	144,516	22,879	308,734
	% Change	-0.4%	2.0%	-2.7%	0.5%	-12.1%	0.5%	-7.1%	0.6%