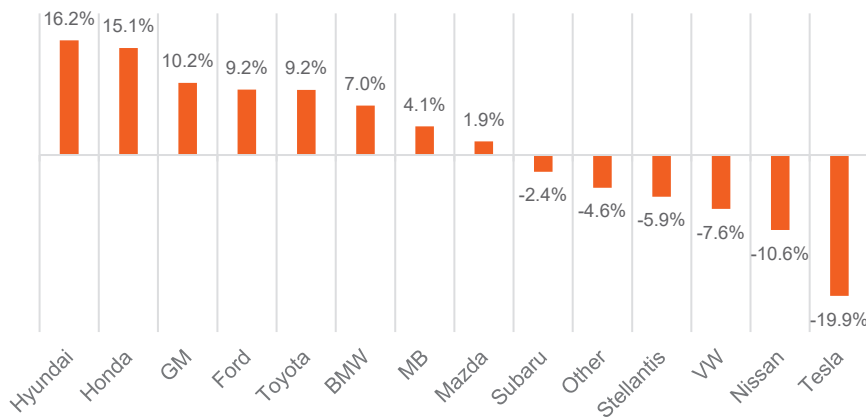


Washington Area New Retail Car and Light Truck Registrations

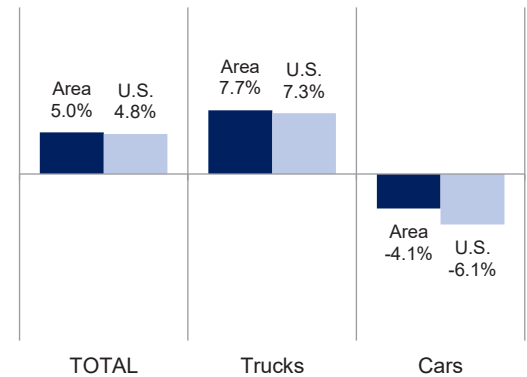
	Most Recent Two Months			YTD thru Oct.			YTD Market Share		
	9/24 & 10/24	9/25 & 10/25	% change	YTD '24	YTD '25	% change	YTD '24	YTD '25	change
Industry Total	36,640	38,494	5.1%	177,040	185,856	5.0%			
Cars	8,537	7,842	-8.1%	40,139	38,474	-4.1%	22.7	20.7	-2.0
Light Trucks	28,103	30,652	9.1%	136,901	147,382	7.7%	77.3	79.3	2.0

Data sourced from Experian Automotive. October '25 figures partially estimated.

Percent Change in Area Registrations by Manufacturer YTD 2025 thru Oct. vs. YTD 2024



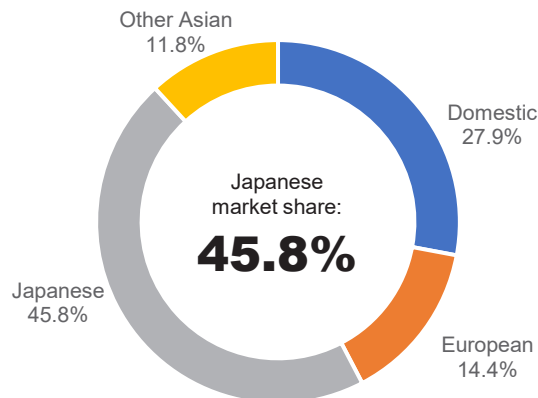
Percent Change in Area and U.S. New Retail Light Vehicle Markets YTD 2025 thru Oct. vs. YTD 2024



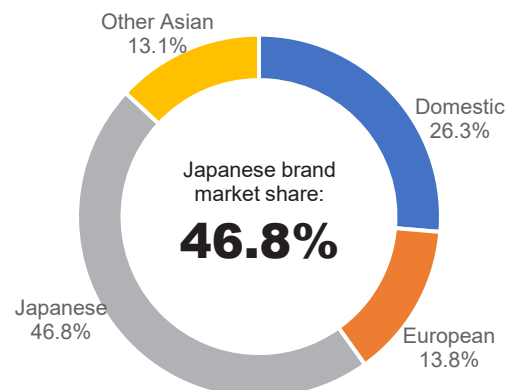
The graph above shows the percent change in new car and light truck registrations by manufacturer during the first ten months of this year versus the same period a year earlier. Data sourced from Experian Automotive. Note: MB is Mercedes-Benz.

The graph above compares the change in new retail car and light truck registrations in both the area and U.S. markets. Data sourced from Experian Automotive.

Washington Area Market Shares YTD '24 thru Oct.



Washington Area Market Shares YTD '25 thru Oct.



Data Information

Data presented in Auto Outlook measures new retail vehicle registrations in the Washington Area. Monthly recording of registrations occurs when vehicle title information is processed, which may differ from date of sale. Title recording can occasionally be subject to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results.

Washington Area New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '24 thru Oct.	YTD '25 thru Oct.	% change	YTD '24 thru Oct.	YTD '25 thru Oct.
Acura	3,365	3,566	6%	1.9%	1.9%
Alfa Romeo	99	59	-40%	0.1%	0.0%
Audi	2,902	2,911	0%	1.6%	1.6%
BMW	6,157	6,526	6%	3.5%	3.5%
Buick	677	760	12%	0.4%	0.4%
Cadillac	1,492	1,621	9%	0.8%	0.9%
Chevrolet	9,439	10,318	9%	5.3%	5.6%
Chrysler	527	417	-21%	0.3%	0.2%
Dodge	1,093	604	-45%	0.6%	0.3%
Ford	13,203	14,379	9%	7.5%	7.7%
Genesis	964	1,049	9%	0.5%	0.6%
GMC	2,197	2,515	14%	1.2%	1.4%
Honda	21,122	24,620	17%	11.9%	13.2%
Hyundai	9,696	11,744	21%	5.5%	6.3%
Ineos	80	64	-20%	0.0%	0.0%
Infiniti	669	577	-14%	0.4%	0.3%
Jeep	4,425	4,315	-2%	2.5%	2.3%
Kia	10,288	11,545	12%	5.8%	6.2%
Land Rover	1,290	1,299	1%	0.7%	0.7%
Lexus	6,917	8,018	16%	3.9%	4.3%
Lincoln	799	914	14%	0.5%	0.5%
Lucid	89	183	106%	0.1%	0.1%
Mazda	5,033	5,130	2%	2.8%	2.8%
Mercedes-Benz	4,485	4,667	4%	2.5%	2.5%
MINI	668	775	16%	0.4%	0.4%
Mitsubishi	861	513	-40%	0.5%	0.3%
Nissan	6,010	5,394	-10%	3.4%	2.9%
Polestar	177	152	-14%	0.1%	0.1%
Porsche	982	1,075	9%	0.6%	0.6%
Ram	1,687	1,968	17%	1.0%	1.1%
Rivian	578	445	-23%	0.3%	0.2%
Subaru	8,507	8,306	-2%	4.8%	4.5%
Tesla	13,140	10,524	-20%	7.4%	5.7%
Toyota	28,660	30,832	8%	16.2%	16.6%
Volkswagen	5,853	5,011	-14%	3.3%	2.7%
Volvo	2,409	2,769	15%	1.4%	1.5%
Other	500	291	-42%	0.3%	0.2%

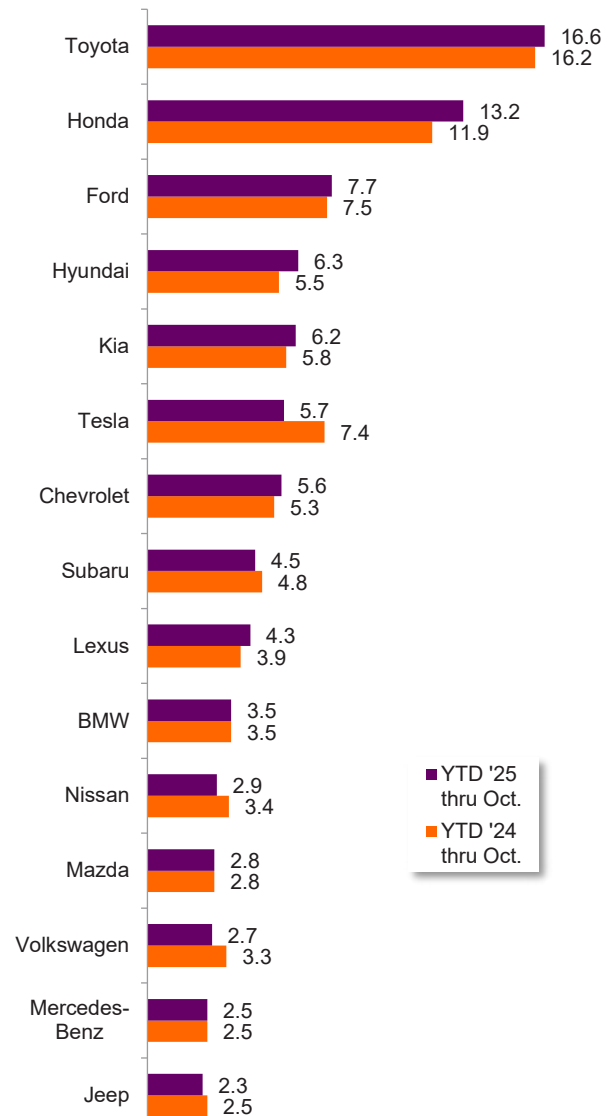
Top ten ranked brands in each percent change category are shaded gray. Data sourced from Experian Automotive.

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**Area Market Share for
Top 15 Selling Brands
YTD '25 thru October vs. YTD '24**



Brands On the Move

**Largest % increase in registrations
during past 3 months (Aug '25 thru Oct '25) vs.
preceding 3 months (May '25 thru Jul '25)
Among top 20 selling brands in past three months**

