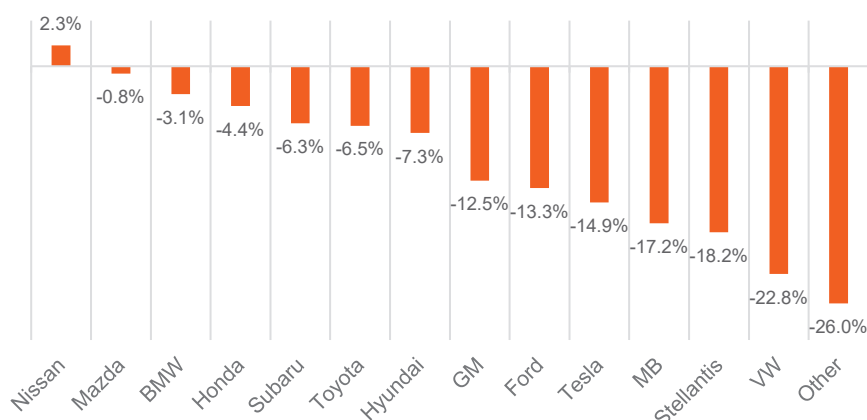


Washington Area New Retail Car and Light Truck Registrations

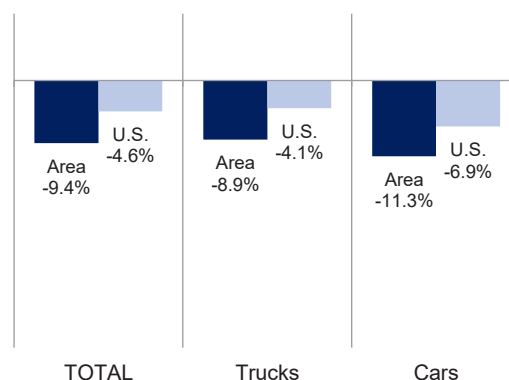
	Most Recent Two Months			YTD thru Aug.			YTD Market Share		
	7/25 & 8/25	7/26 & 8/26	% change	YTD '25	YTD '26	% change	YTD '25	YTD '26	change
Industry Total	36,814	35,574	-3.4%	147,400	133,576	-9.4%			
Cars	7,620	7,410	-2.8%	30,641	27,171	-11.3%	20.8	20.3	-0.5
Light Trucks	29,194	28,164	-3.5%	116,759	106,405	-8.9%	79.2	79.7	0.5

Data sourced from Experian Automotive. Figures for August 2026 are partially estimated.

Percent Change in Area Registrations by Manufacturer YTD 2026 thru Aug. vs. YTD 2025



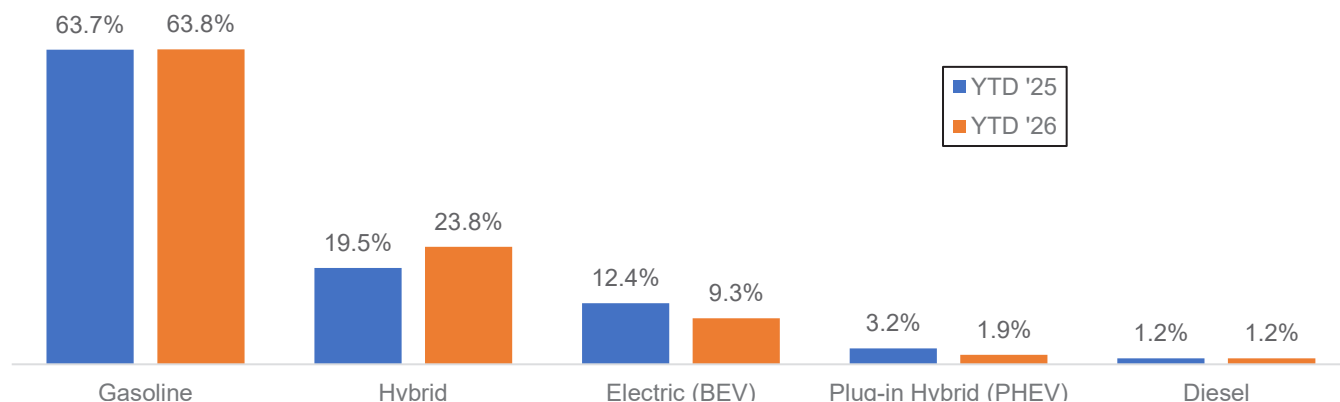
Percent Change in Area and U.S. New Retail Light Vehicle Markets YTD 2026 thru Aug. vs. YTD 2025



The graph above shows the percent change in new car and light truck registrations by manufacturer during the first eight 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 county and U.S. markets. Data sourced from Experian Automotive.

Washington Area Market Shares by Powertrain Type YTD 2025 and YTD 2026, thru August



The graph above shows market share by type of powertrain. Hybrid vehicle market share excludes mild hybrids. Data sourced from Experian Automotive.

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 '25 thru Aug.	YTD '26 thru Aug.	% change	YTD '25 thru Aug.	YTD '26 thru Aug.
Acura	2,889	2,650	-8%	2.0%	2.0%
Alfa Romeo	46	31	-33%	0.0%	0.0%
Audi	2,281	1,573	-31%	1.5%	1.2%
BMW	5,174	5,134	-1%	3.5%	3.8%
Buick	621	438	-29%	0.4%	0.3%
Cadillac	1,276	944	-26%	0.9%	0.7%
Chevrolet	8,161	7,352	-10%	5.5%	5.5%
Chrysler	364	241	-34%	0.2%	0.2%
Dodge	470	372	-21%	0.3%	0.3%
Ferrari	34	32	-6%	0.0%	0.0%
Ford	11,569	10,031	-13%	7.8%	7.5%
Genesis	809	699	-14%	0.5%	0.5%
GMC	1,998	1,807	-10%	1.4%	1.4%
Honda	19,389	18,656	-4%	13.2%	14.0%
Hyundai	9,148	8,360	-9%	6.2%	6.3%
Ineos	52	46	-12%	0.0%	0.0%
Infiniti	460	366	-20%	0.3%	0.3%
Jeep	3,522	2,641	-25%	2.4%	2.0%
Kia	9,078	8,587	-5%	6.2%	6.4%
Land Rover	1,086	841	-23%	0.7%	0.6%
Lexus	6,499	5,447	-16%	4.4%	4.1%
Lincoln	738	634	-14%	0.5%	0.5%
Lucid	149	181	21%	0.1%	0.1%
Mazda	4,185	4,151	-1%	2.8%	3.1%
Mercedes-Benz	3,704	3,066	-17%	2.5%	2.3%
MINI	623	491	-21%	0.4%	0.4%
Mitsubishi	443	212	-52%	0.3%	0.2%
Nissan	4,208	4,408	5%	2.9%	3.3%
Porsche	878	663	-24%	0.6%	0.5%
Ram	1,561	1,604	3%	1.1%	1.2%
Rivian	382	317	-17%	0.3%	0.2%
Subaru	6,708	6,288	-6%	4.6%	4.7%
Tesla	8,130	6,917	-15%	5.5%	5.2%
Toyota	24,199	23,251	-4%	16.4%	17.4%
Volkswagen	4,025	3,313	-18%	2.7%	2.5%
Volvo	2,197	1,652	-25%	1.5%	1.2%
Other	344	180	-48%	0.2%	0.1%

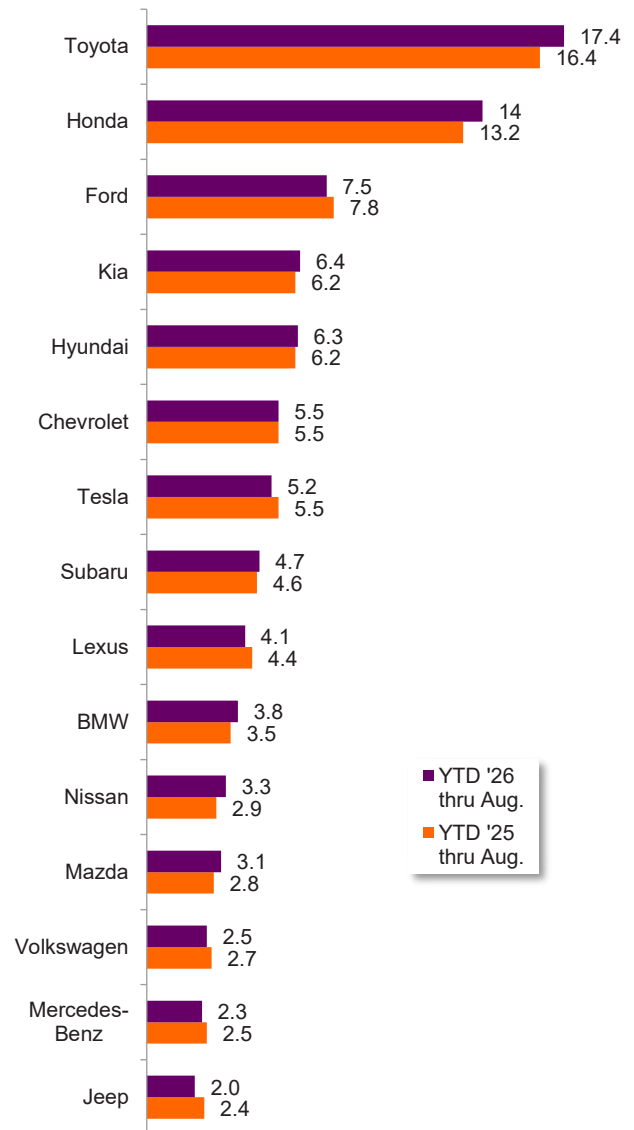
Top ten ranked brands in each percent change category are shaded gray. Data sourced from Experian Automotive.

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**Area Market Share for
Top 15 Selling Brands
YTD '26 thru August vs. Year Earlier**



Brands On the Move

**Largest % increase in registrations
during past 3 months (Jun '26 thru Aug '26) vs.
preceding 3 months (Mar '26 thru May '26)
Among top 20 selling brands in past three months**

