

MODEL RANKINGS

Honda Civic Is Top-Seller in California New Vehicle Market

The table below shows the top five selling models during the first nine months of 2019 in 20 segments. In addition to unit registrations, it also shows each model's market share in its respective segment.

**BEST SELLERS IN PRIMARY SEGMENTS**

Compact Car: Honda Civic	Full Size Pickup: Ford F-Series
Mid Size Car: Toyota Camry	Compact SUV: Toyota RAV4
Near Luxury Car: Tesla Model 3	Mid Size SUV: Toyota Highlander
Luxury Car: BMW 5-Series	Luxury Mid Size SUV: Lexus RX

Top Selling Models in Each Segment - New Light Vehicle Registrations (YTD '19 thru September)

Cars											
Subcompact			Compact			Sports/Pony Cars			Mid Size		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Kia Soul	6904	16.3	Honda Civic	58967	28.2	Ford Mustang	6472	29.6	Toyota Camry	48760	31.1
Chevrolet Bolt	6723	15.9	Toyota Corolla	40928	19.6	Dodge Challenger	6301	28.9	Honda Accord	43709	27.9
Ford Fiesta	5304	12.6	Toyota Prius	18723	9.0	Chevrolet Camaro	3845	17.6	Ford Fusion	18082	11.5
Honda Fit	5294	12.5	Nissan Sentra	15387	7.4	Hyundai Veloster	1988	9.1	Nissan Altima	11407	7.3
Nissan Versa	5046	11.9	Hyundai Elantra	11392	5.4	Mazda MX5	1157	5.3	Kia Optima	10334	6.6
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	8472	48.9	Mercedes CLA-Class	3094	23.6	Tesla Model 3	48483	45.4	BMW 5-Series	8141	19.2
Chevrolet Impala	2683	15.5	Mercedes A-Class	3078	23.5	Mercedes C-Class	10855	10.2	Mercedes E-Class	7007	16.5
Toyota Avalon	2448	14.1	BMW I3	1968	15.0	Lexus ES	8513	8.0	Tesla Model S	4756	11.2
Chrysler 300	1808	10.4	Audi A3	1949	14.9	BMW 3-Series	8039	7.5	Audi A6	2147	5.1
Nissan Maxima	1121	6.5	Acura ILX	1850	14.1	BMW 4-Series	5164	4.8	Mercedes S-Class	2128	5.0
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	33930	58.9	Ford F Series	37872	33.8	Honda Odyssey	9490	33.7	Ford Transit Connect Van	12731	46.9
Chevrolet Colorado	8052	14.0	Chevrolet Silverado	28028	25.0	Toyota Sienna	8188	29.1	Ram Promaster	3577	13.2
Ford Ranger	6228	10.8	Ram Pickup	25756	23.0	Chrysler Pacifica	4826	17.2	Mercedes Sprinter	3313	12.2
Nissan Frontier /Xe	3853	6.7	GMC Sierra	10386	9.3	Dodge Caravan	4572	16.3	Nissan NV	3306	12.2
GMC Canyon	2084	3.6	Toyota Tundra	8800	7.9	Kia Sedona	1045	3.7	Chevrolet Express	2741	10.1
Subcompact SUV			Compact SUV			Mid Size SUV			Large SUV		
Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share	Model	Regs.	Share
Honda HR-V	9750	16.6	Toyota RAV4	40029	19.6	Toyota Highlander	18706	12.5	Chevrolet Tahoe	5260	26.8
Toyota C-HR	8646	14.7	Honda CR-V	29671	14.5	Subaru Outback	15107	10.1	Ford Expedition	3382	17.2
Nissan Kicks	7007	11.9	Mazda CX-5	15961	7.8	Ford Explorer	12582	8.4	Chevrolet Suburban	3169	16.1
Hyundai Kona	6269	10.7	Jeep Wrangler	15371	7.5	Jeep Grand Cherokee	11424	7.6	Ford Flex	2311	11.8
Kia Niro	5454	9.3	Subaru Forester	13156	6.4	Honda Pilot	11168	7.4	GMC Yukon	2038	10.4
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 GLA-Class	3545	22.6	Mercedes GLC-Class	11869	18.2	Lexus RX	14994	23.0	Land Rover Range Rover	2817	19.8
BMW X1	3326	21.2	Lexus NX	9700	14.9	Mercedes GLE-Class	5770	8.8	Cadillac Escalade	2372	16.7
Lexus UX	3289	21.0	Audi Q5	9140	14.0	BMW X5	5691	8.7	Mercedes GLS-Class	1890	13.3
BMW X2	2111	13.5	BMW X3	8754	13.4	Tesla Model X	5388	8.2	BMW X7	1832	12.9
Volvo XC40	1533	9.8	Acura RDX	6078	9.3	Acura MDX	4678	7.2	Audi Q8	1491	10.5

Source: IHS