Electric Vehicle Sales: Facts & Figures

October 2018

ELECTRIC VEHICLES ON THE ROAD IN THE U.S.

Source: InsideEVs.com and HybridCars.com

MORE THAN 1 million EVs are on the road in the U.S.

TOTAL EV SALES for 2018 are up 65% compared to 2017

Q3 2018 was the BEST SALES QUARTER EVER with more than 110,000 EVs SOLD
**EV SHARE OF NEW CAR SALES IN THE U.S.**

### KEY FACTS
- EV sales as a fraction of all new car sales reached nearly 3% in Q3 2018, primarily driven by the Tesla Model 3.
- EVs are averaging 2% of new car sales in 2018.
- EV market share is increasing against an overall auto market that is down 7% for the year.

---

**QUARTERLY EV SALES IN THE U.S.**

### KEY FACTS
- Q3 2018 was a breakout quarter, with more than 110,000 EVs sold.
- Q3 2018 sales increased 60% over Q2 and more than doubled the sales of Q3 2017.
- Overall, EV sales are up 65% for the year compared to 2017.
**KEY FACTS**

- Ten EV models have surpassed 30,000 in total cumulative sales.

- These 10 EV models account for 80% of all EV sales in the U.S. More than 40 other EV models that have been sold in the U.S. since 2010 account for the remaining sales.

---

**TOTAL EV SALES BY AUTOMAKER**

- Tesla sales have surpassed the 200,000 cap for the federal tax credit, triggering a phase-out of the credit for Tesla vehicles over the course of 2019. General Motors is nearly at the cap.

- The top 6 automakers account for 87% of total EV sales, while the bottom 6 account for the remaining 13%.

---

**TOTAL EV SALES BY MODEL: TOP 10**

- Ten EV models have surpassed 30,000 in total cumulative sales.

- These 10 EV models account for 80% of all EV sales in the U.S. More than 40 other EV models that have been sold in the U.S. since 2010 account for the remaining sales.

---

**KEY FACTS**

- GM
- Nissan
- Ford
- Toyota
- BMW
- Fiat Chrysler
- Volkswagen
- Hyundai-Kia
- Daimler
- Honda
- Volvo

---

**Source:** InsideEVs.com and HybridCars.com

**Note:** Fisker Automotive and CODA (totaling approximately 1,500 EV sales) are included in the overall sales total, but not in the chart. Mitsubishi sales are included with Nissan sales, reflecting the Renault-Nissan-Mitsubishi Alliance.
**GLOBAL EV SALES JANUARY TO JUNE 2018 VS. JANUARY TO JUNE 2017**

**KEY FACTS**

- Global EV sales totaled about 783,000 in the first half of 2018, an increase of 66% compared to the first half of 2017.
- China and Europe are the leaders in EV Sales. U.S. EV sales made up about 16% of global EV sales in the first half of 2018.
- U.S. EV sales grew by about 37% in the first half of 2018 compared to the first half of 2017, lagging behind growth in Europe of 42% and growth in China of 105%.

Questions or comments? Contact Kellen Schefter at kschefter@eei.org