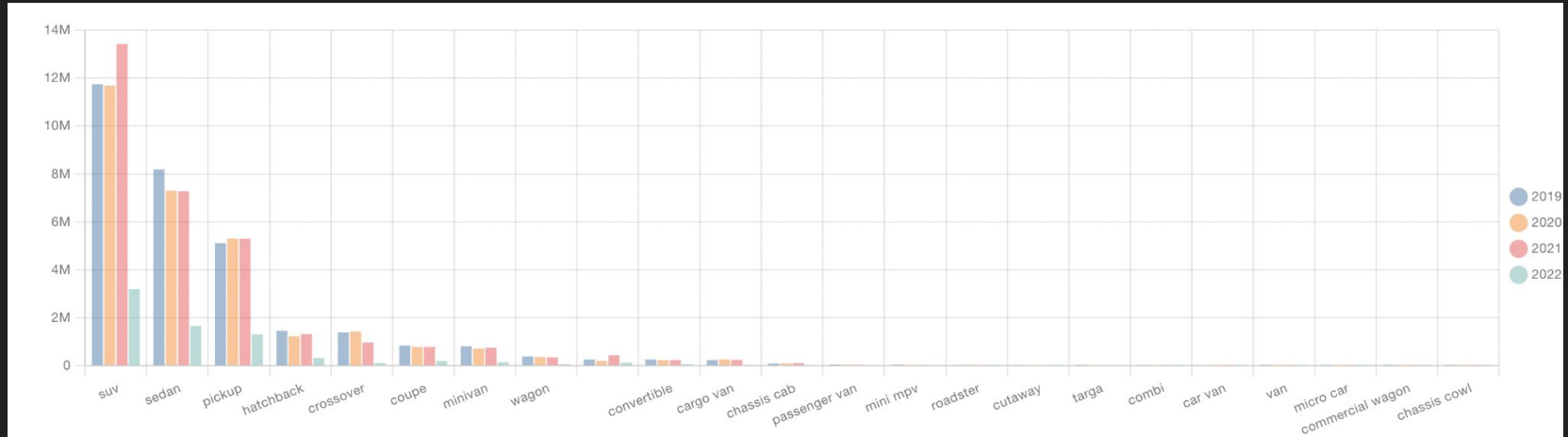
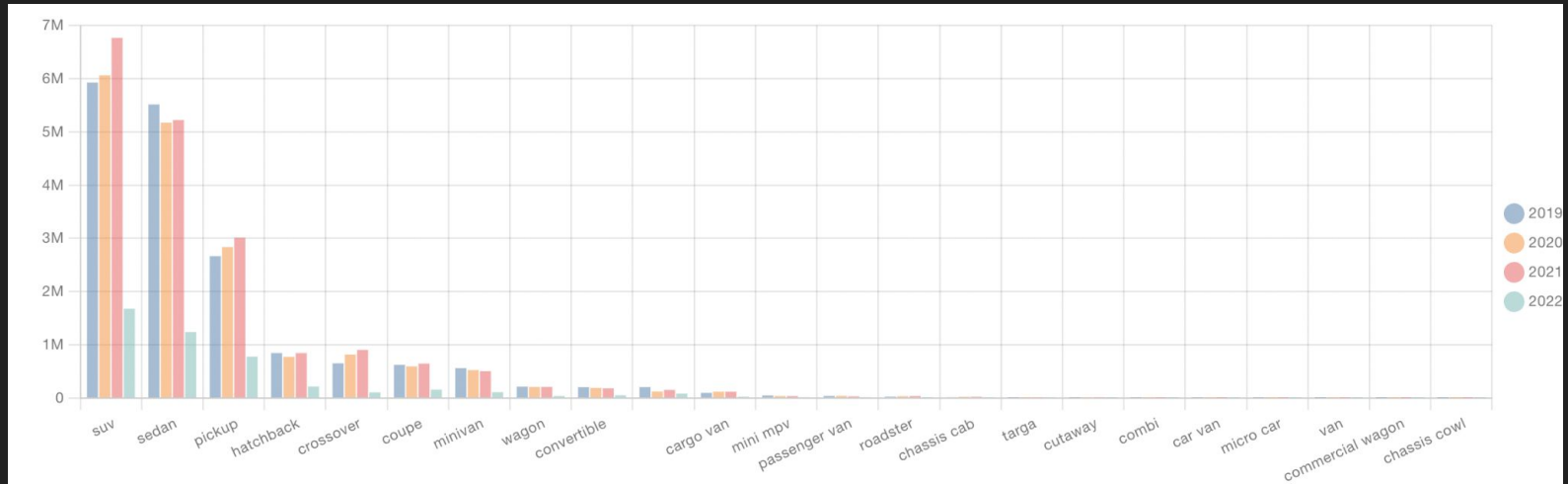


Amount of Total sales by Body Type



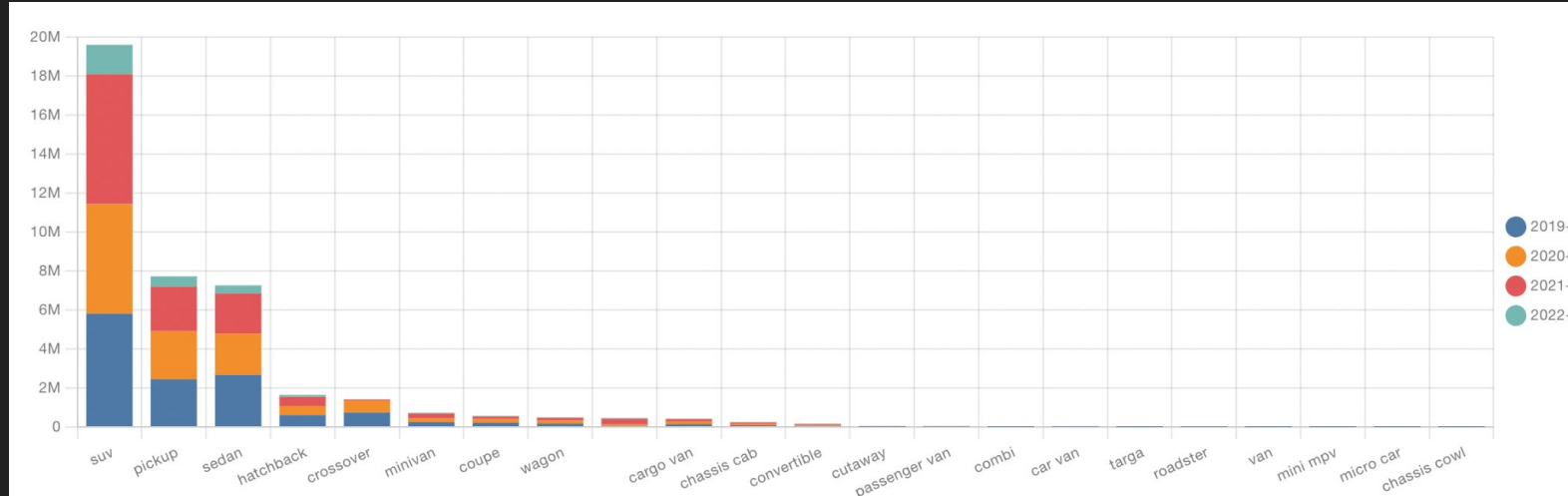
- **SUV** tops the Body type in terms of Sales across the years 2019, 2020, 2021 and early 2022 followed by **Sedan** and **Pickup**.
- **SUV** sales stood 11.74M in 2019, 11.68M in 2020 and 13.47M in 2021 respectively followed by **Sedan** sales which were 8.18M in 2019, 7.29M in 2020, 7.27M in 2021 and **Pickup** sales which are 5.11M in 2019, 5.30M in 2020 and 5.295M in 2021.
- SUV sales picked up considerably in 2021 compared to other body types and dominated the market in 2021.

Amount of Used car sales by Body Type



- **SUV** tops the Body type in terms of Used car Sales across the years 2019, 2020, 2021 and early 2022 followed by **Sedan** and **Pickup**.
- **SUV** sales stood 5.92M in 2019, 6.06M in 2020 and 6.76M in 2021 respectively followed by **Sedan** sales which were 5.513M in 2019, 5.17M in 2020, 5.22M in 2021 and **Pickup** sales which are 2.66M in 2019, 2.836M in 2020 and 3.015M in 2021.
- SUV sales picked up considerably in 2021 compared to other body types and dominated the market in 2021.

Amount of New car sales by Body Type



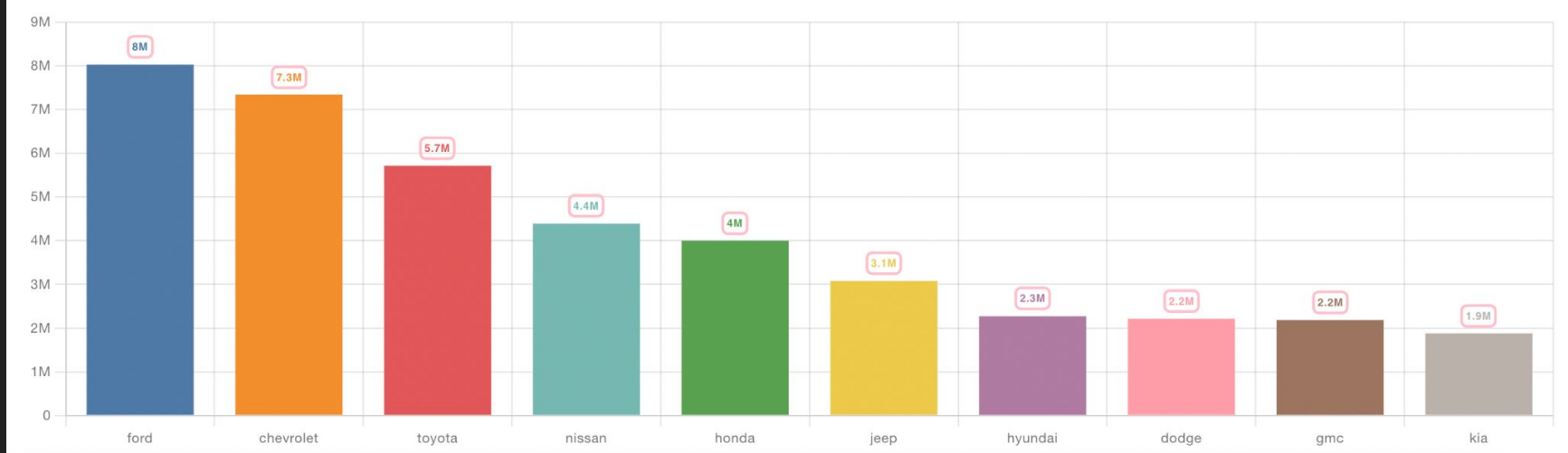
- **SUV** tops the Body type in terms of Used car Sales across the years 2019, 2020, 2021 and early 2022 followed by **Pickup** and **Sedan**.
- **SUV** sales stood 5.81M in 2019, 5.62M in 2020 and 6.65M in 2021 respectively followed by **Pickup** sales which were 2.45M in 2019, 2.465M in 2020, 2.283M in 2021 and **Pickup** sales which are 2.67M in 2019, 2.12M in 2020 and 2.05M in 2021.
- **SUV** sales picked up considerably in 2021 compared to other body types and dominated the market in 2021. However, in new car segment compared to used or overall, Pickup sales came second compared to Sedan for overall sales across 3 years 3 months.

Total Car Sales by Make (2019 Jan - 2022 Mar)



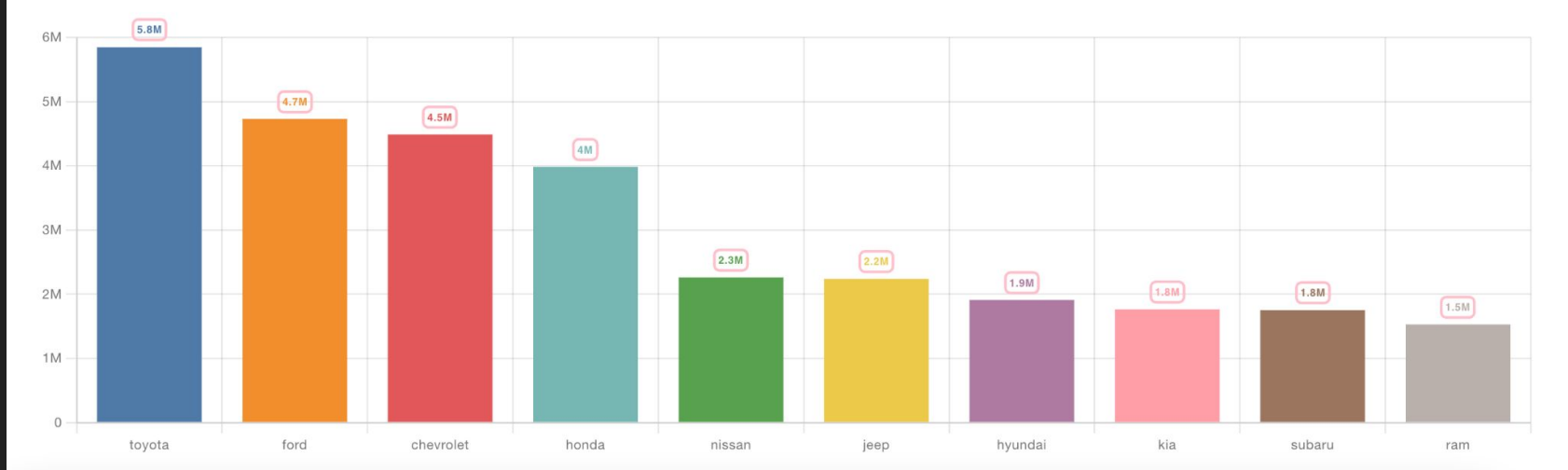
- Ford tops the total car sales followed by Chevrolet and Toyota in the last 3 years.

Total Used Car Sales by Make (2019 Jan - 2022 Mar)



- Ford, Chevrolet, Toyota take the top 1,2,3 positions in Used car sales in the last 3 years.

Total New Car Sales by Make (2019 Jan - 2022 Mar)



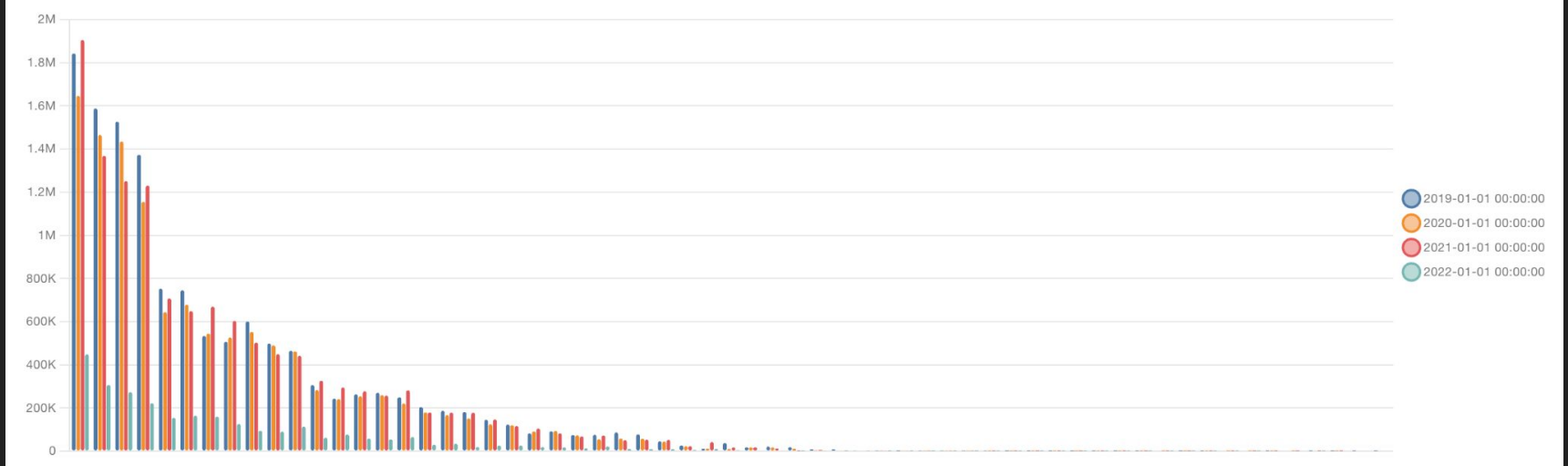
- However, Toyota tops the new car sales followed by Ford and Chevrolet in the last 3 years.

Yearly Sales by Make



- Ford topped cumulative sales in all 3 years with 4.028M, 3.924M, 3.878M in the Top Makes in 2019, 2020, 2021 respectively followed by Chevrolet (2019- 3.75M, 2020-3.664M, 2021-3.571M) and Toyota (2019- 3.535M, 2020- 3.33M, 2021- 3.793M) as the top 3 makes in total number of sales.
- Toyota sales increased gradually over last 3 years and moved to 2nd position in 2021 whereas Chevrolet sales and Ford sales have been dropping over the past 3 years.

Yearly New Car Sales by Make



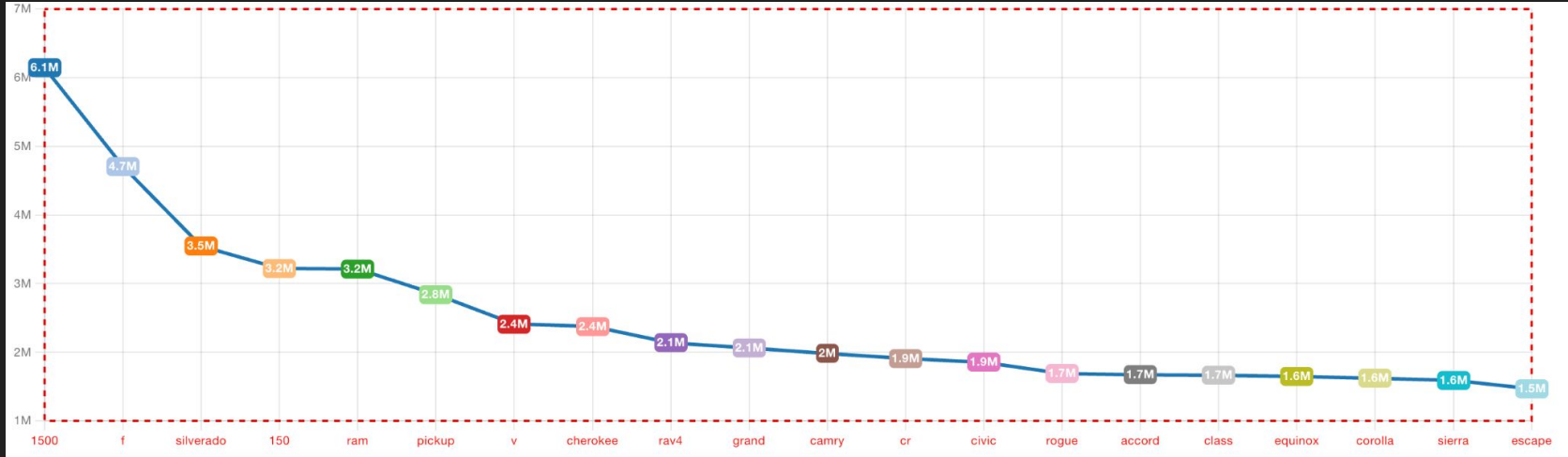
- Toyota topped cumulative New Car sales in all 3 years with 1.842M, 1.646M, 1.905M in the Top Makes in 2019, 2020, 2021 respectively followed by Ford (2019- 1.588M, 2020- 1.465M, 2021- 1.368M) and Chevrolet (2019- 1.526M, 2020- 1.434M, 2021- 1.252M) as the top 3 makes in total number of New car sales.

Yearly Used Car Sales by Make



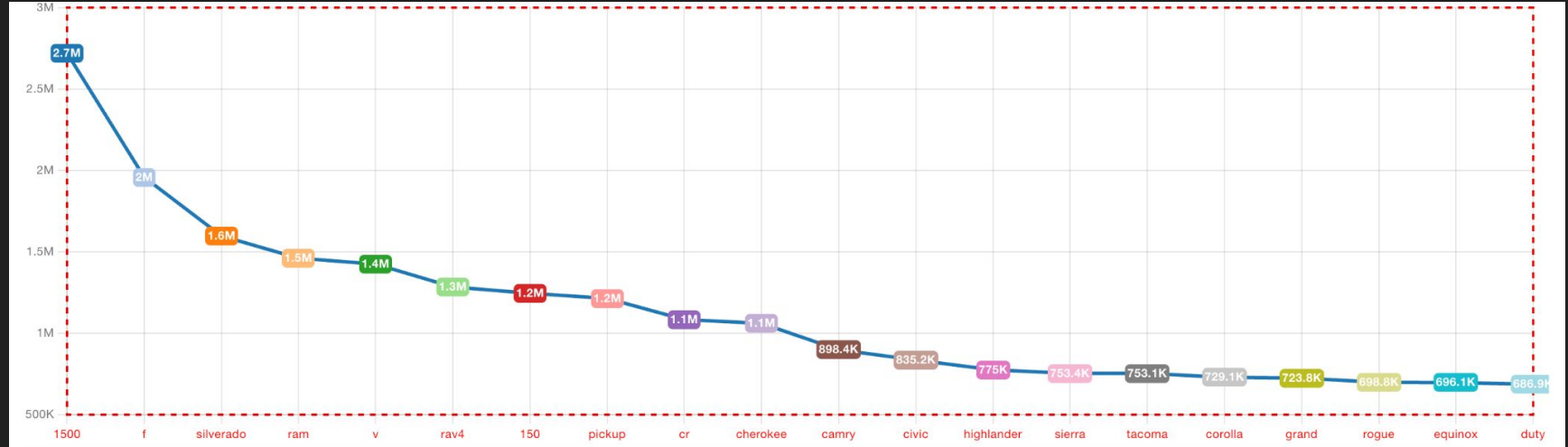
- Ford topped cumulative Used Car sales in all 3 years with 2.44M, 2.459M, 2.51M in the Top Makes in 2019, 2020, 2021 respectively followed by Chevrolet (2019- 2.224M, 2020- 2.229M, 2021- 2.319M) and Toyota (2019- 1.692M, 2020- 1.683M, 2021- 1.887M) as the top 3 makes in total number of Used car sales.

Total Sales by Model



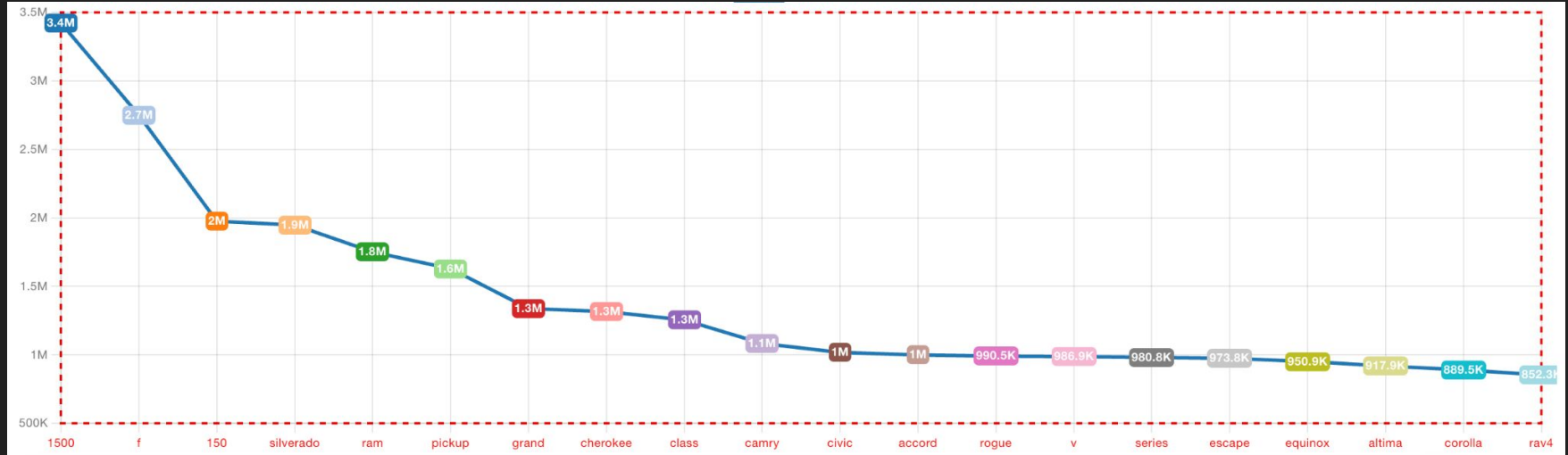
- Ram 1500, Ford F, Chevrolet Silverado occupy the top 3 positions in models sold across the last 3 years (2019 to March 2022) in overall sales.

New car Sales by Model



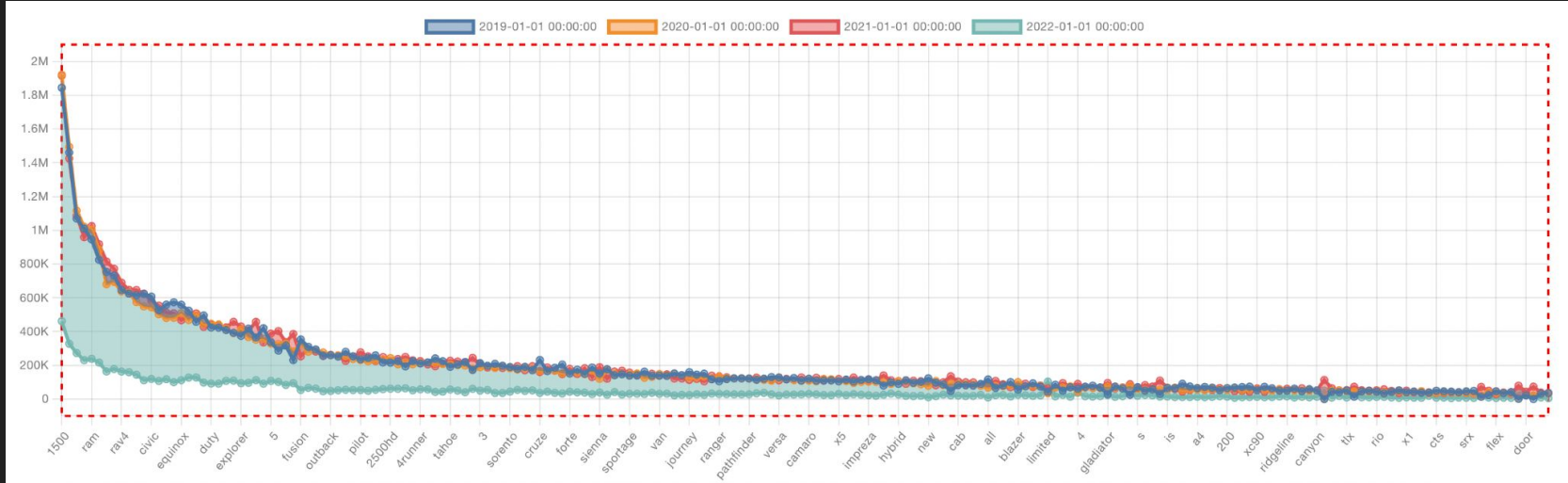
- Ram 1500, Ford F, Chevrolet Silverado occupy the top 3 positions in models sold across the last 3 years (2019 to March 2022) in New Car sales as well.

Used Car Sales by Model



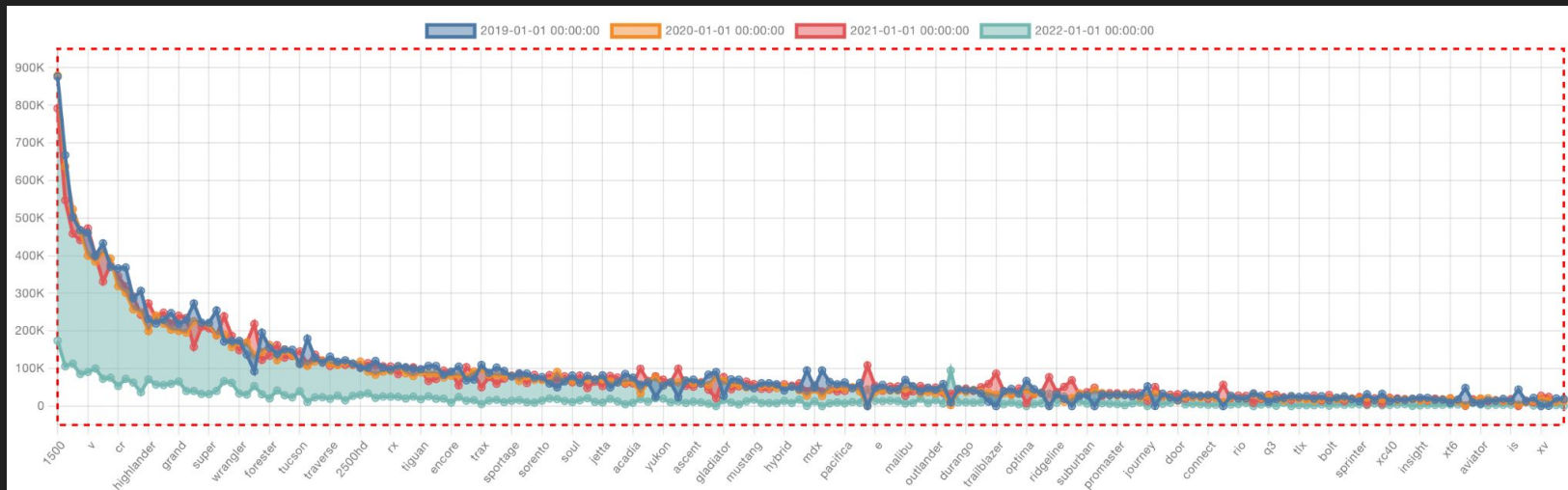
- However, Ram 1500, Ford F, 150 occupy the top 3 positions in models sold across the last 3 years (2019 to March 2022) in used Car sales.

Yearly Sales by Model



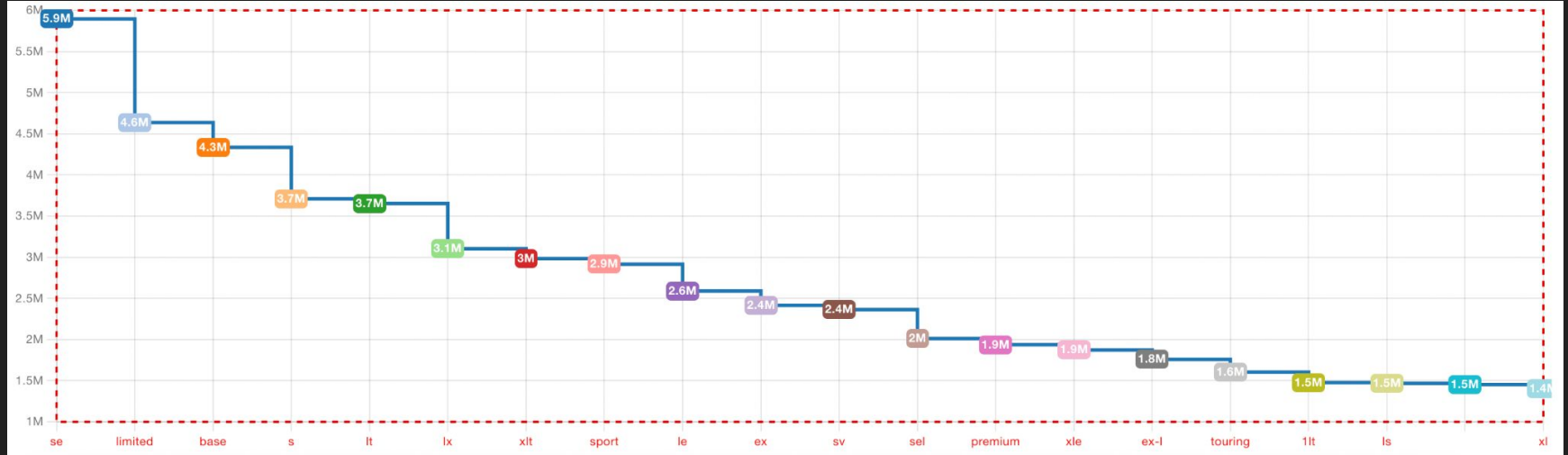
- Ram 1500 (1.844M in 2019, 1.921M in 2020, 1.916M in 2021), Ford F (1.46M in 2019, 1.494M in 2020, 1.425M in 2021), Chevrolet Silverado(1.069M in 2019, 1.116M in 2020, 1.086M in 2021) occupy the top 3 positions in models sold across the last 3 years in New Car sales as well.

Yearly New Car Sales by Model



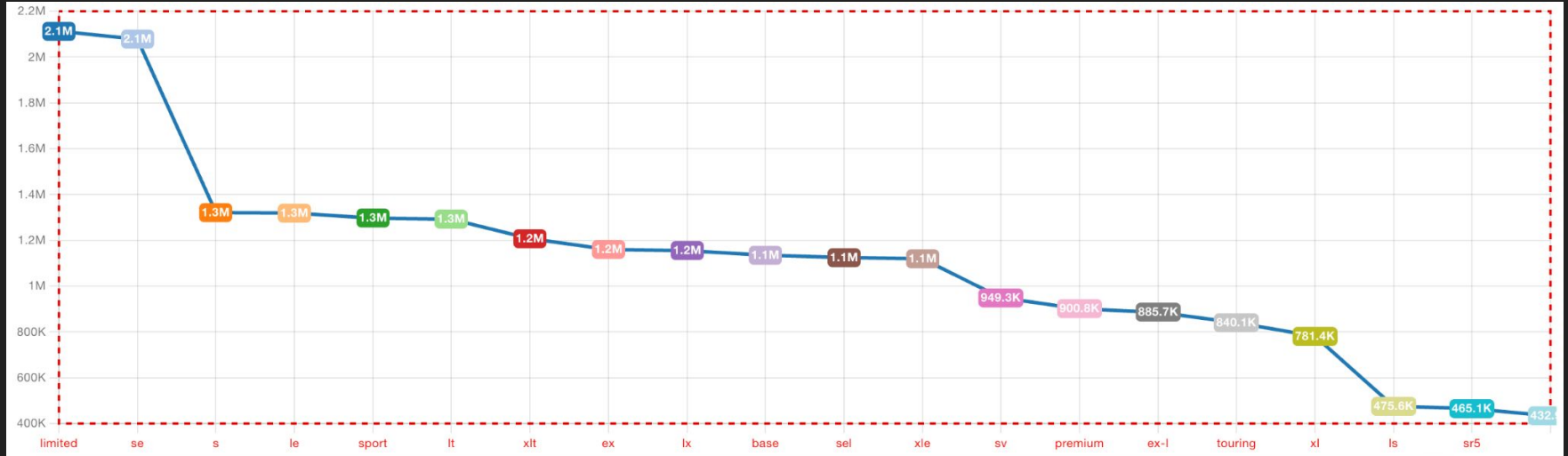
- Ram 1500 (876K in 2019, 879K in 2020, 791K in 2021), Ford F (667K in 2019, 637K in 2020, 547K in 2021), Chevrolet Silverado(502K in 2019, 523K in 2020, 458K in 2021) occupy the top 3 positions in models sold across the last 3 years in New Car sales as well.

Total Sales by Trim



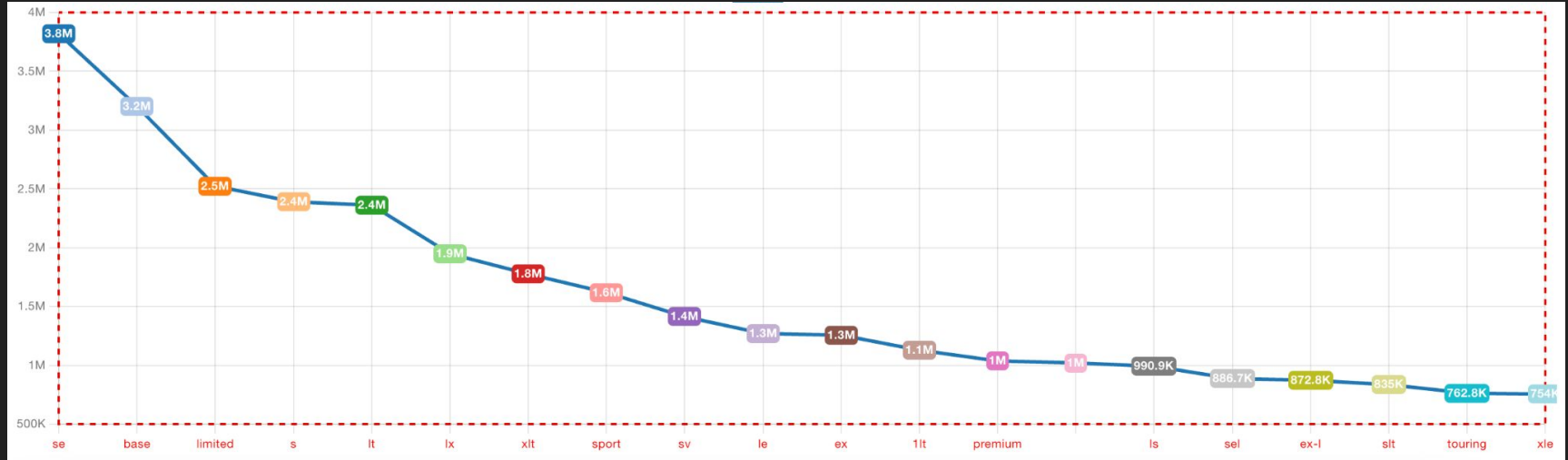
- Se, limited, base form the top trims for overall car sales in the last 3 years.

New Car Sales by Trim



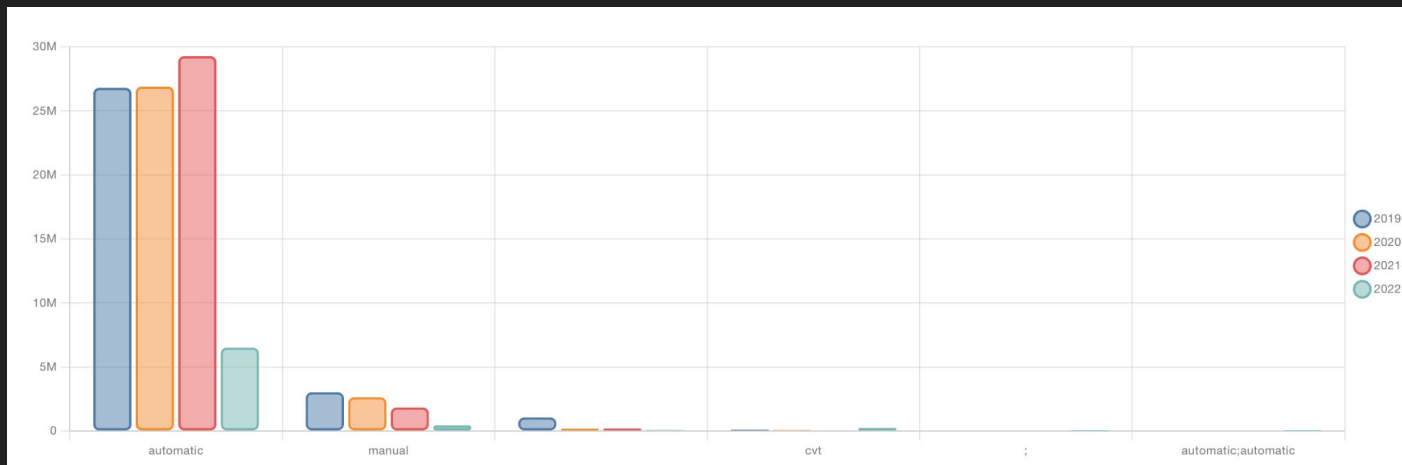
- Limited, se, s form the top 3 trims being sold for New cars.

Used Car Sales by Trim



- Se, base, limited form the top 3 trims in Used car sales.

Total Annual Sales by Transmission



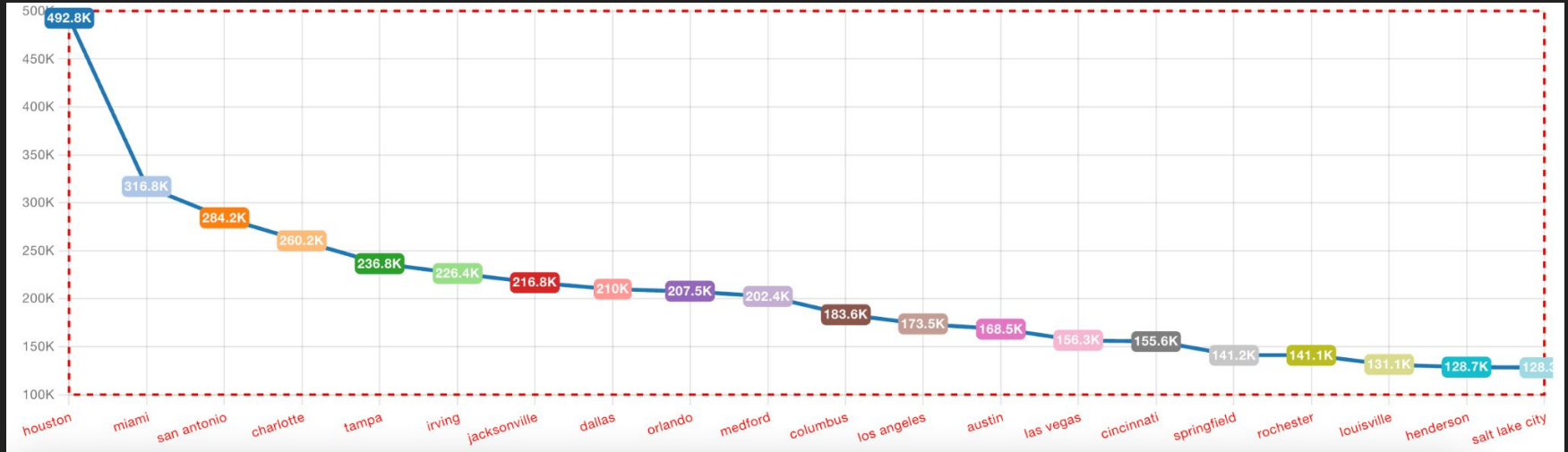
- Automatic dominates the sales by Transmission

Total Sales by City



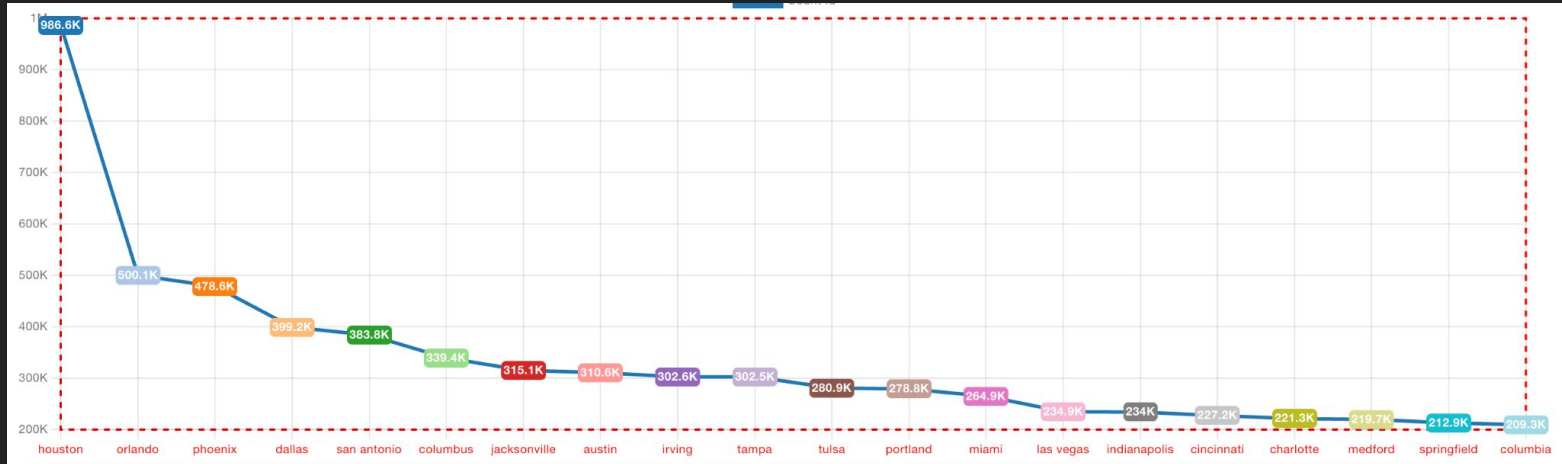
- Houston tops the total sales by city followed by Orlando and San Antonio in the top 3 cities by overall sales in the last 3 years.

New car Sales by City



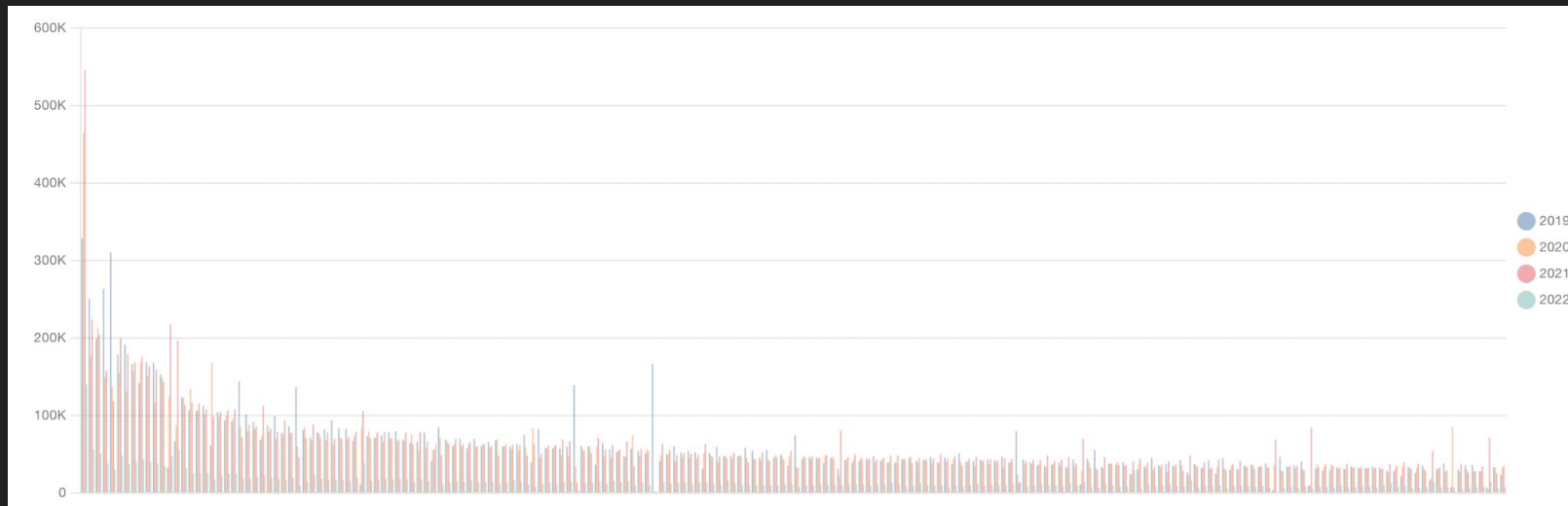
- Houston tops the total sales by city followed by Miami and San Antonio in the top 3 cities for new car sales in the last 3 years.

Used car Sales by City



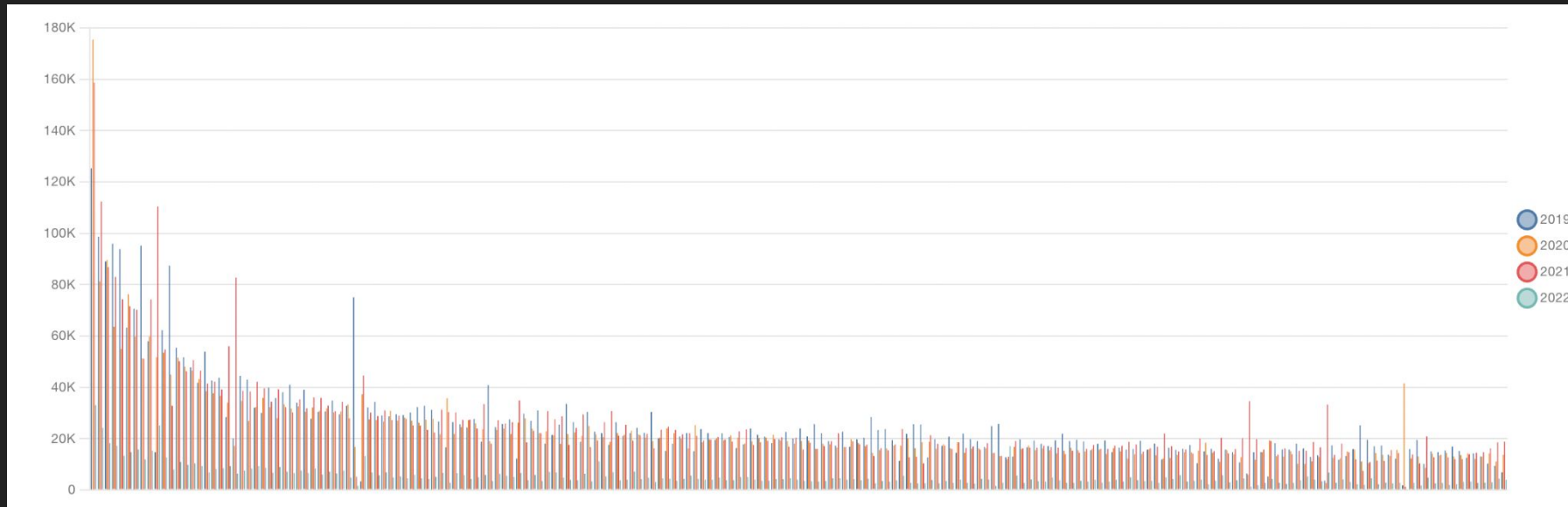
- Houston tops the total sales by city followed by Orlando and Phoenix in the top 3 cities for used car sales in the last 3 years.

Yearly Sales by City



- In 2019, Houston (329K), Phoenix (310K), Dallas (263K) were the top 3 cities in overall sales.
- In 2020, Houston (465K), San Antonio (214K), Orlando (177K) were the top 3 cities in overall sales.
- In 2021, Houston (546K), Orlando (223K), Medford (218K) were the top 3 cities in overall sales.
- Houston tops overall sales and keeps continuously growing every year.

Yearly New Car Sales by City



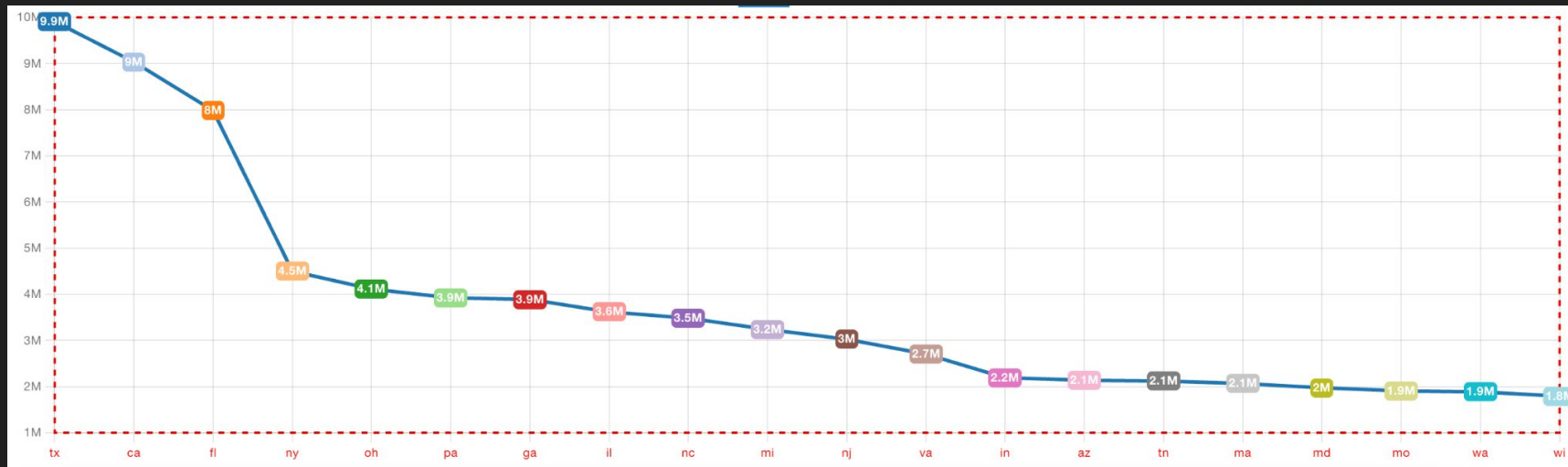
- In 2019, Houston (125K), Miami (98.7K), Charlotte (96K) were the top 3 cities in the New car sales.
- In 2020, Houston (175K), San Antonio (89.7K), Miami (81.3K) were the top 3 cities in the New car sales.
- In 2021, Houston (158.6K), Miami (112K), Medford (110.5K) were the top 3 cities in the New car sales.

Yearly Used Car Sales by City



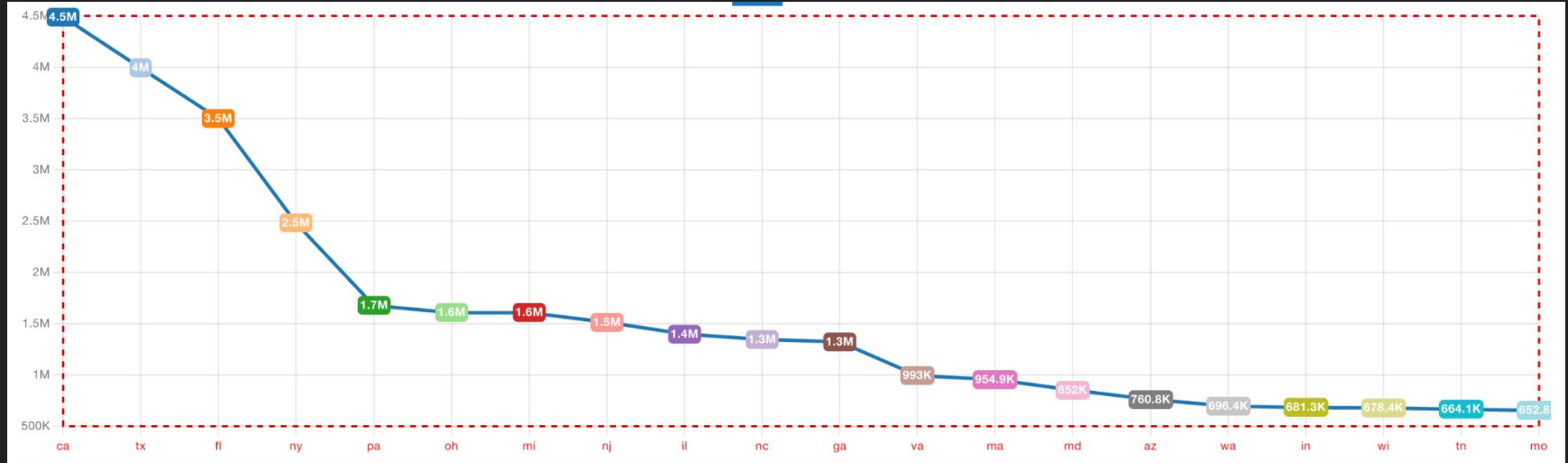
- In 2019, Phoenix (267K), Houston (203K), Orlando (192K) were the top 3 cities in the New car sales.
- In 2020, Houston (289K), Tulsa (149K), San Antonio (124K) were the top 3 cities in the New car sales.
- In 2021, Houston (387K), Orlando (149K), San Antonio (117K) were the top 3 cities in the New car sales.
- Houston tops overall New car sales and keeps continuously growing every year.

Total Sales by State



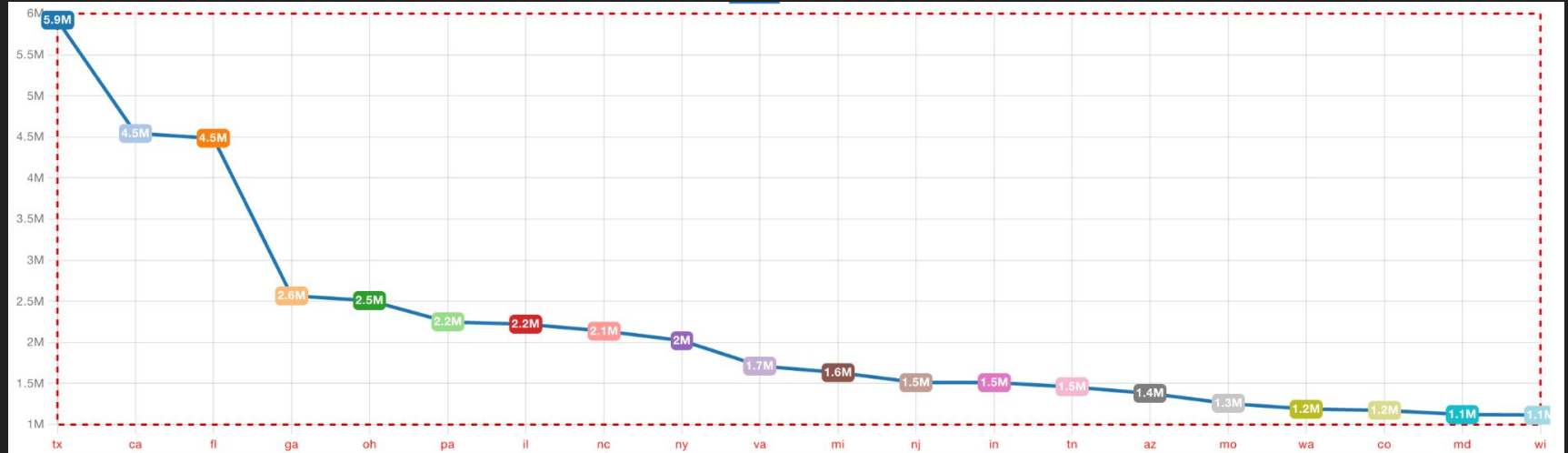
- Texas tops the states with highest sales followed by California and Florida for overall sales in the past 3 years with 9.9M, 9M and 8M each

New car Sales by State



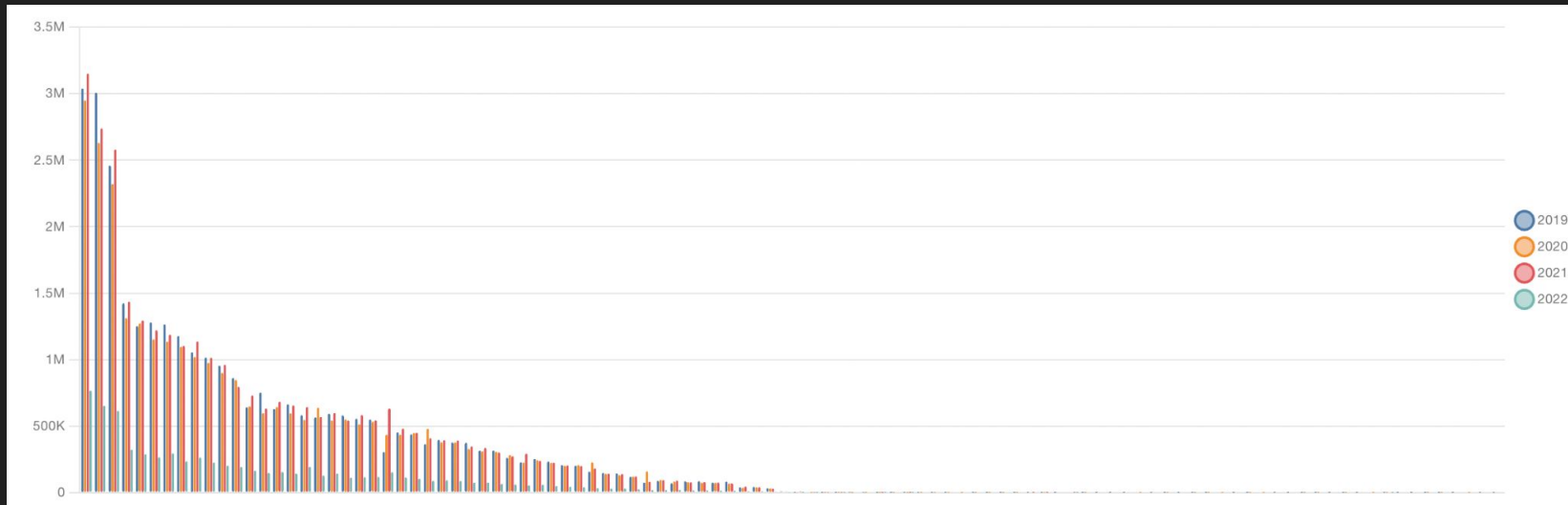
- California tops the states with Highest New Car sales followed by Texas and Florida for overall New Car sales in the past 3 years with 4.5M, 4M and 3.5M each

Used Car Sales by State



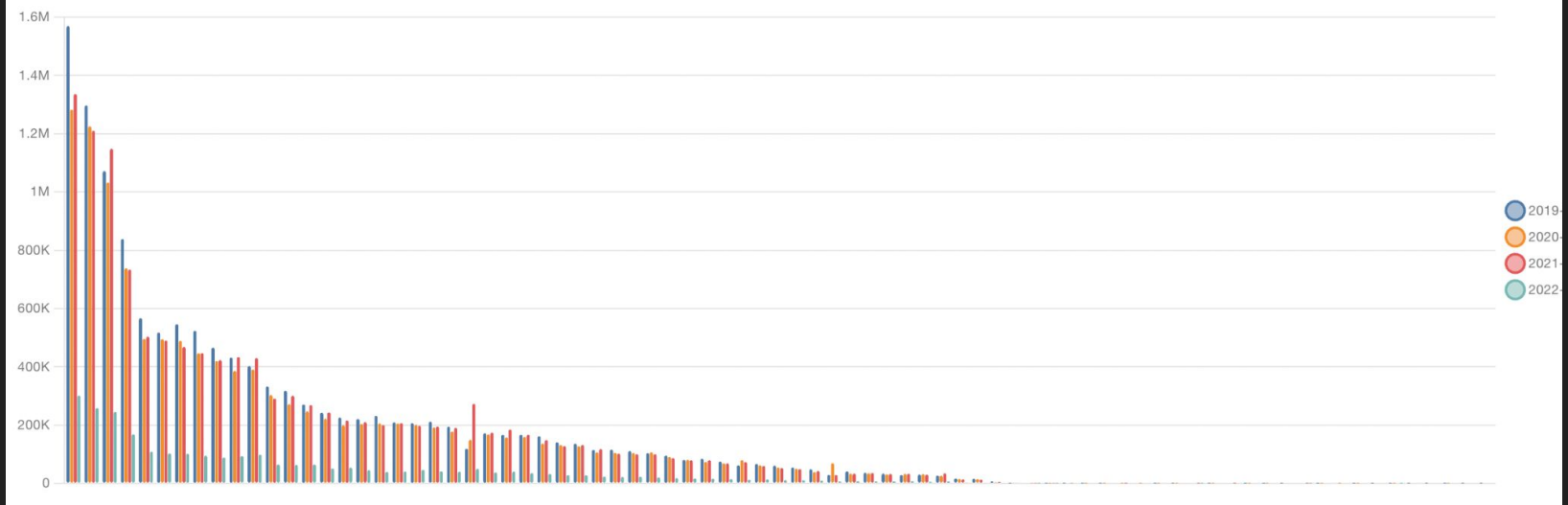
- Texas tops the states with highest sales followed by California and Florida for overall sales in the past 3 years with 5.9M, 4.5M and 4.5M each

Yearly Sales by State



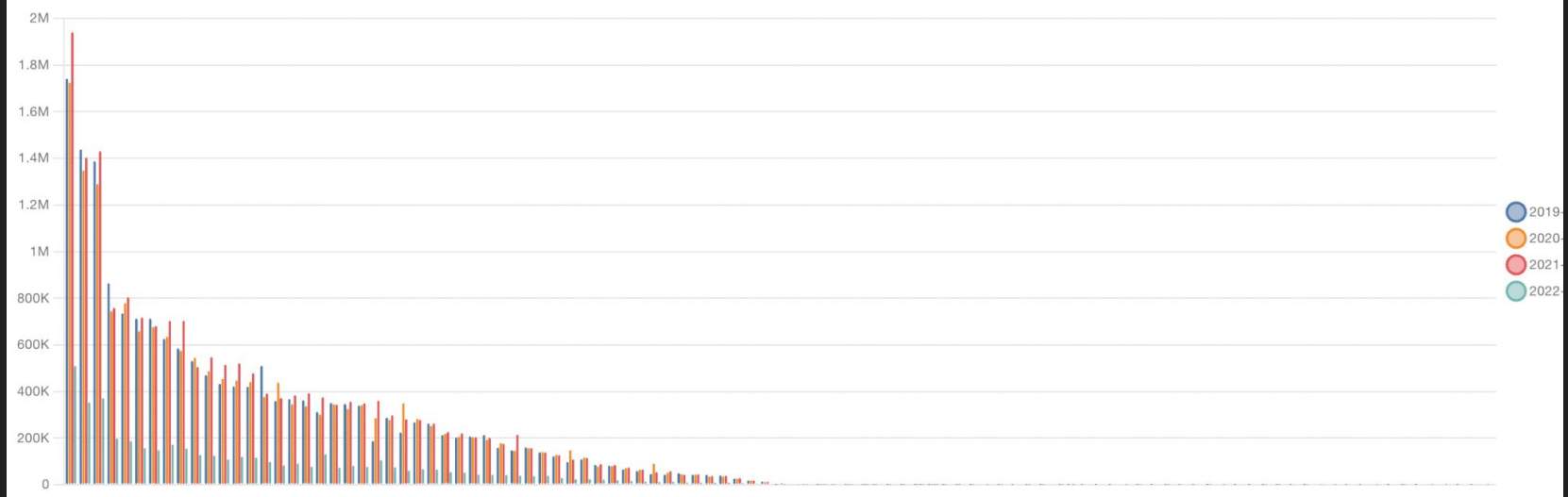
- In 2019, Texas (3.03M), California (3M), Florida (2.46M) were the top 3 states in the overall car sales.
- In 2020, Texas (2.95M), California (2.63M), Florida (2.32M) were the top 3 states in the overall car sales.
- In 2021, Texas (3.15M), California (2.74M), Florida (2.58M) were the top 3 states in the overall car sales.

Yearly New Car Sales by State



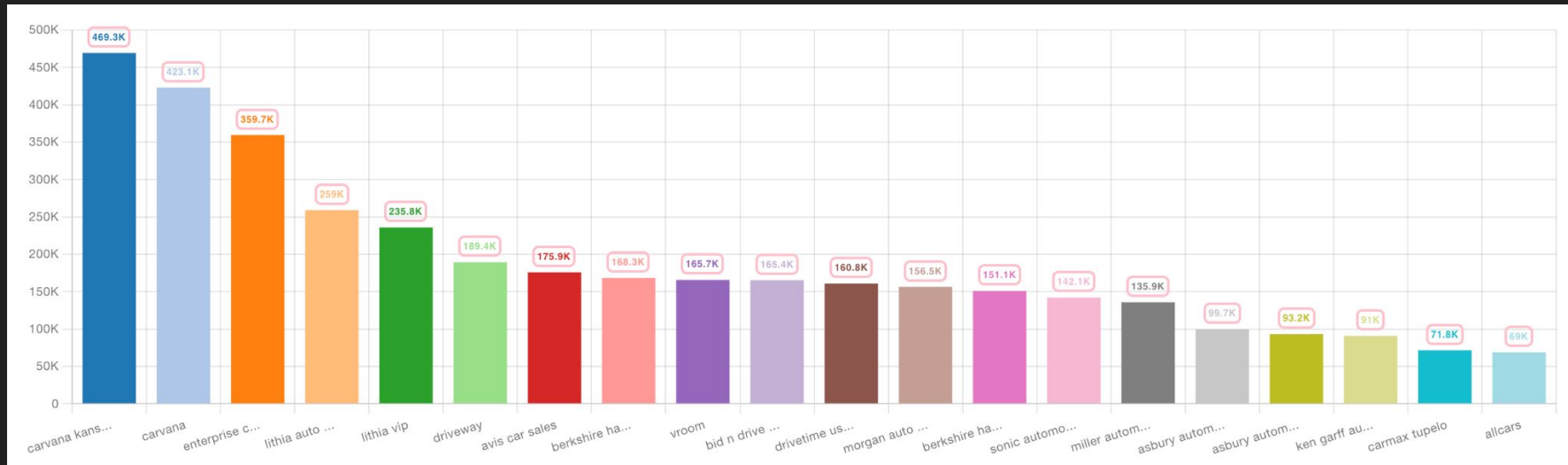
- In 2019, Texas (1.57M), California (1.297M), Florida (1.072M) were the top 3 states in the total New car sales.
- In 2020, California (1.282M), Texas (1.225M), Florida (1.032M) were the top 3 states in the total New car sales.
- In 2021, California (1.336M), Texas (1.21M), Florida (1.15M) were the top 3 states in the total New car sales.

Yearly Used Car Sales by State



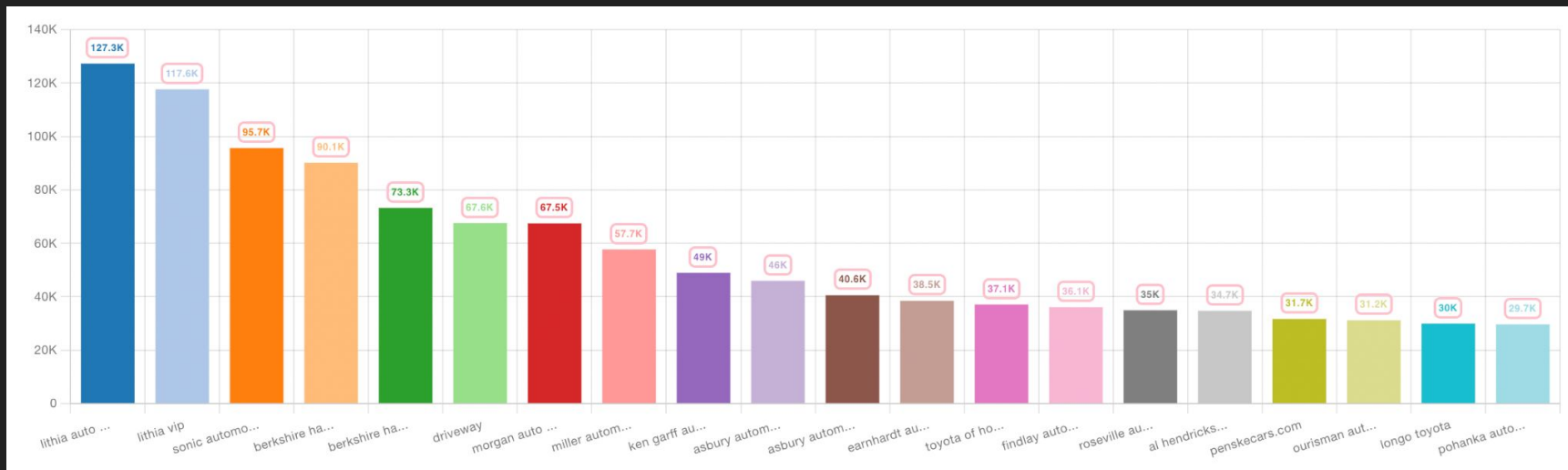
- In 2019, Texas (1.74M), California (1.43M), Florida (1.39M) were the top 3 states in the total Used car sales.
- In 2020, Texas (1.725M), California (1.349M), Florida (1.29M) were the top 3 states in the total Used car sales.
- In 2021, Texas (1.941M), Florida (1.43M), California (1.4M) were the top 3 states in the total Used car sales.

Total Sales by Seller Name



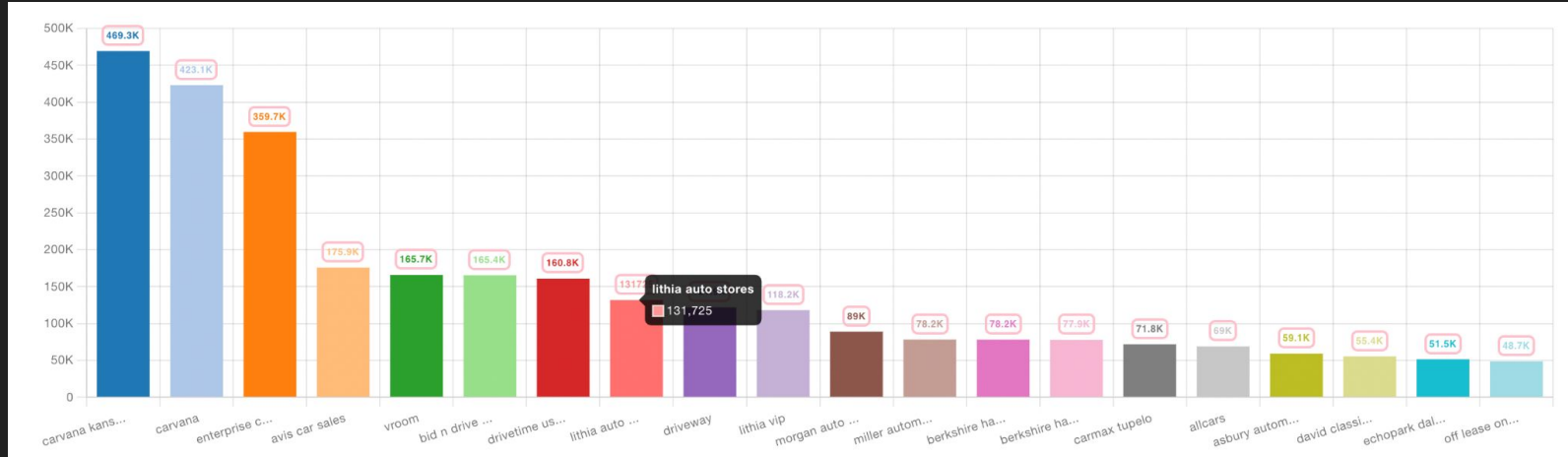
- Across the three years data (2019 Jan - 2022 March), the top 3 sellers are Carvana Kansas City, Carvana and Enterprise car sales followed by Lithia Auto

New car Sales by Seller Name



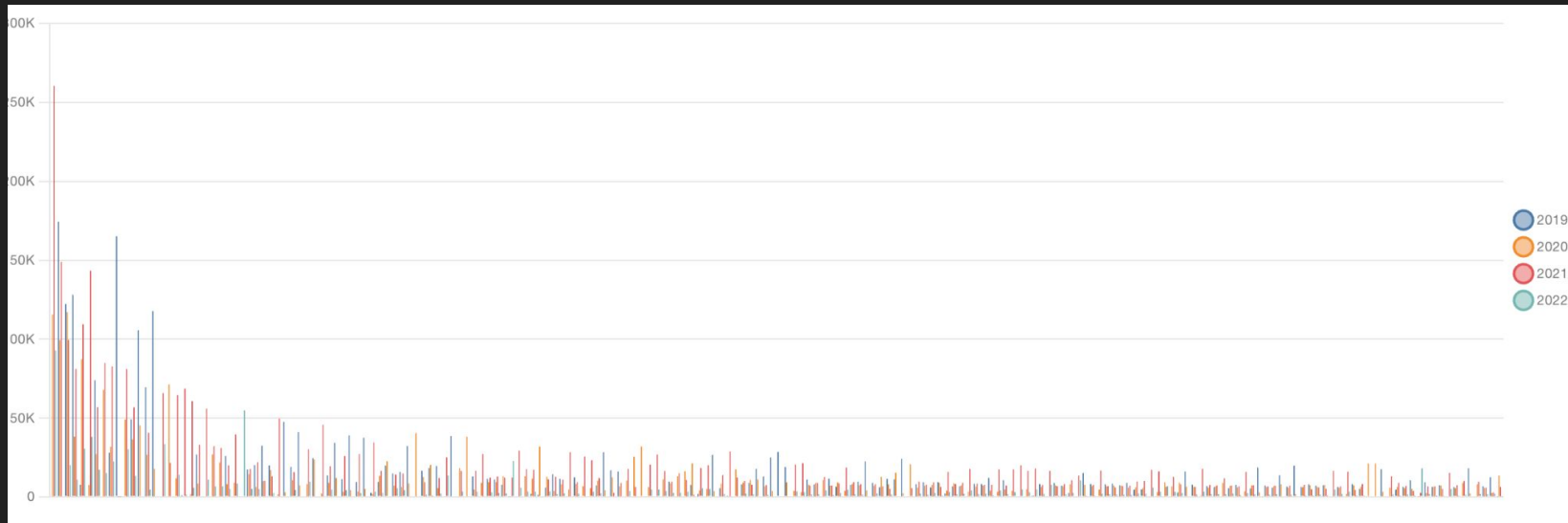
- Across the three years data (2019 Jan - 2022 March), the top 3 sellers are Lithia Auto sales, Lithia VIP and Sonic Automotive followed by Berkshire Hathaway.

Used Car Sales by Seller Name



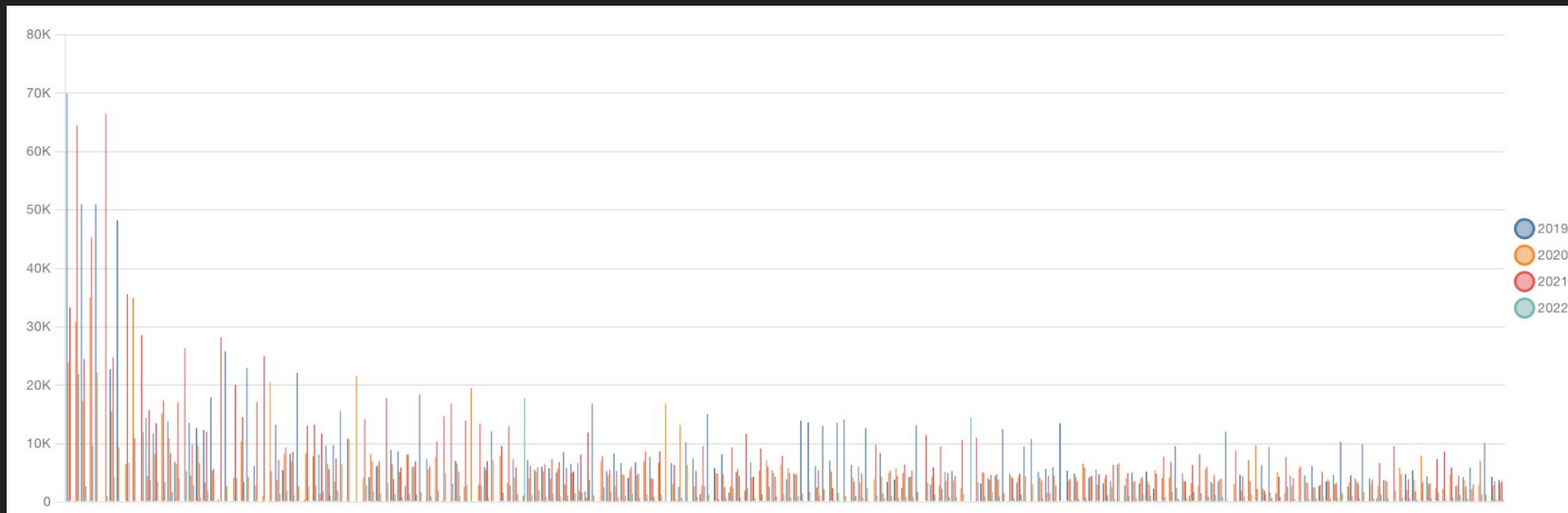
- Across the three years data (2019 Jan - 2022 March), the top 3 sellers are Carvana Kansas City, Carvana and Enterprise car sales followed by Lithia Auto

Yearly Sales by Seller Name



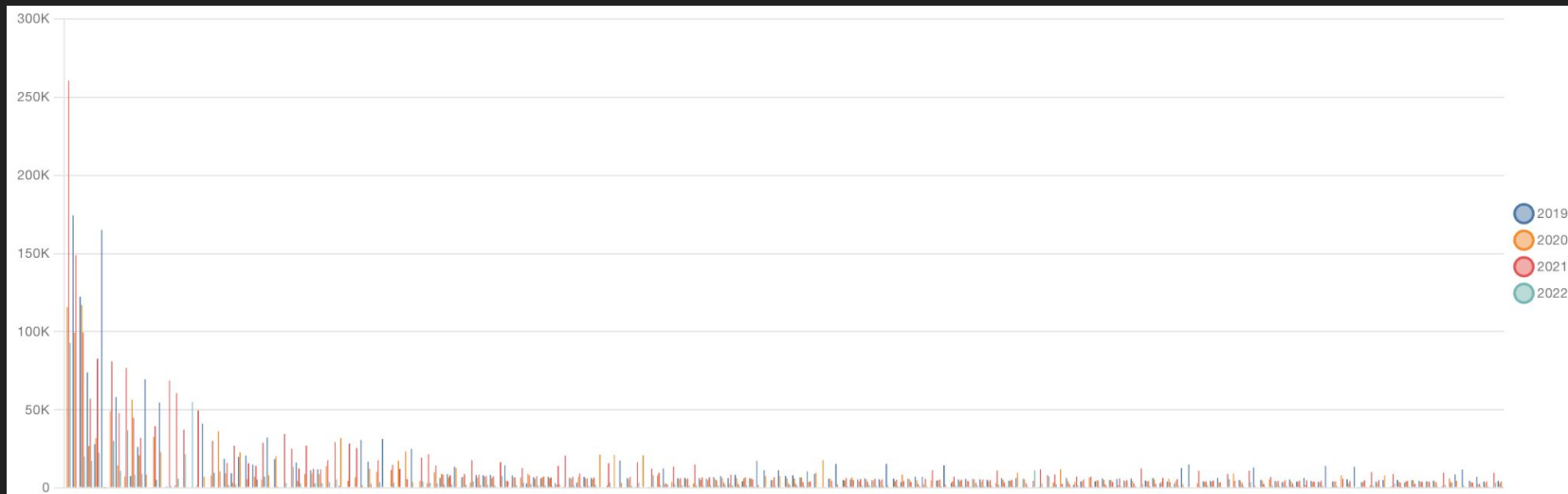
- In 2019, Carvana (174k), bid n drive inc (165k), Lithia Auto Stores (128k) occupied the Top 3 Seller positions in overall Sales.
- In 2020, Carvana Kansas City (165k), Carvana (128k), Enterprise car sales (117k) occupied the Top 3 Seller positions in overall Sales.
- In 2021, Carvana Kansas City (260k), Carvana (149k), Driveway (143k) occupied the Top 3 Seller positions in overall Sales.

Yearly New Car Sales by Seller Name



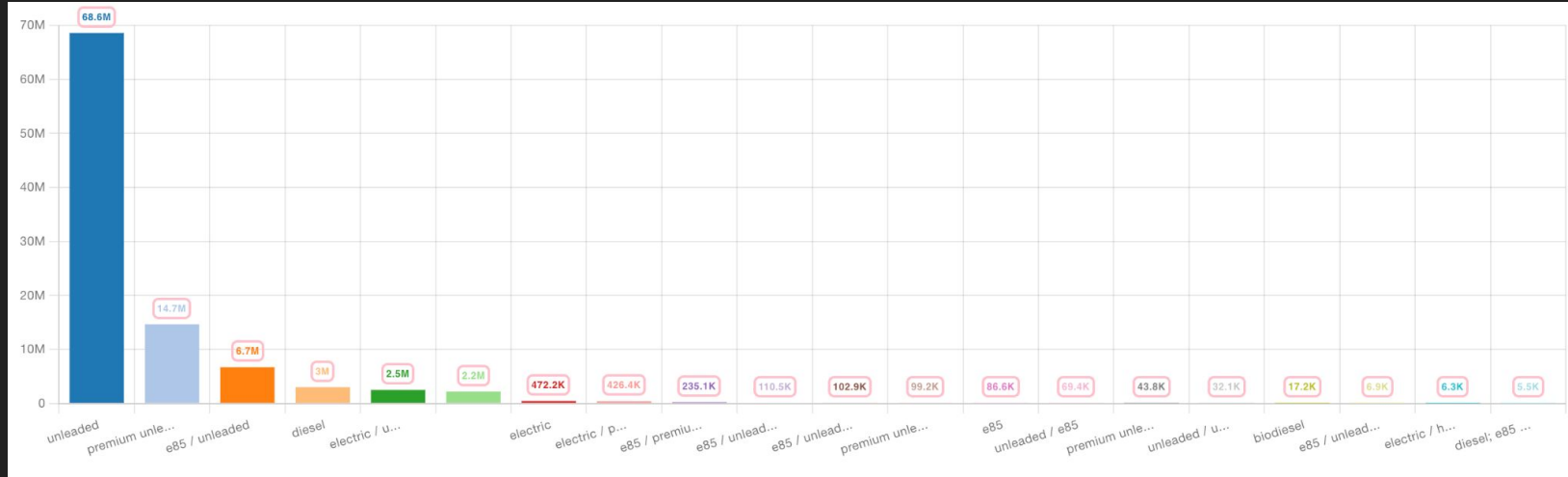
- In 2019, Lithia Auto Stores (70k), Berkshire Hathaway Automotive (51k), Sonic Automotive (51k) occupied the Top 3 Seller positions in New car Sales.
- In 2020, Berkshire Hathaway Automotive (35k), Asbury Automotive Group (35k), Lithia VIP (31k) occupied the Top 3 Seller positions in New car Sales.
- In 2021, Driveway (66k), Lithia VIP (64k), Berkshire Hathaway Automotive (45k) occupied the Top 3 Seller positions in New car Sales.

Yearly Used Car Sales by Seller Name



- In 2019, Carvana (174k), bid n drive inc (165k), Enterprise Car Sales(122k) occupied the Top 3 Seller positions in overall Sales.
- In 2020, Enterprise car sales (117k), Carvana Kansas City (115k), Carvana (99k) occupied the Top 3 Seller positions in overall sales.
- In 2021, Carvana Kansas City (260k), Carvana (149k), Enterprise car sales (99k) occupied the Top 3 Seller positions in overall Sales.

Total Sales by Fuel Type



- Unleaded (68.6M) leads the number of overall sales by Fuel type across the past 3 years (Jan 2019 to March 2022) followed by Premium Unleaded (14.7M) and e85/unleaded (6.7M).

New car Sales by Fuel Type



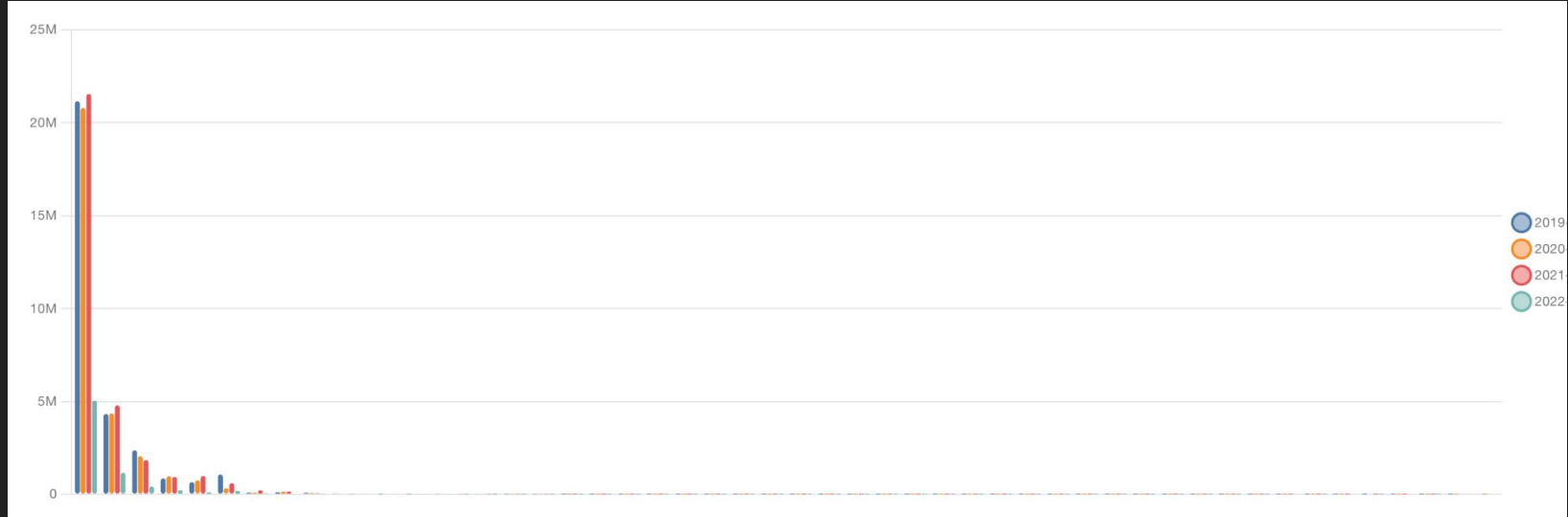
- Unleaded (30.3M) leads the number of New car sales by Fuel type across the past 3 years (Jan 2019 to March 2022) followed by Premium Unleaded (5M) and **electric/unleaded** (1.5M).

Used Car Sales by Fuel Type



- Unleaded (38.3M) leads the number of Used car sales by Fuel type across the past 3 years (Jan 2019 to March 2022) followed by Premium Unleaded (9.6M) and e85/unleaded (5.6M).

Yearly Sales by Fuel Type



- In 2019, 2020, 2021, Unleaded, Premium Unleaded, e85/unleaded occupy the top 3 positions for sales by fuel type followed by diesel and electric/unleaded in all 3 years for overall car sales in the 3 years.

Yearly New Car Sales by Fuel Type



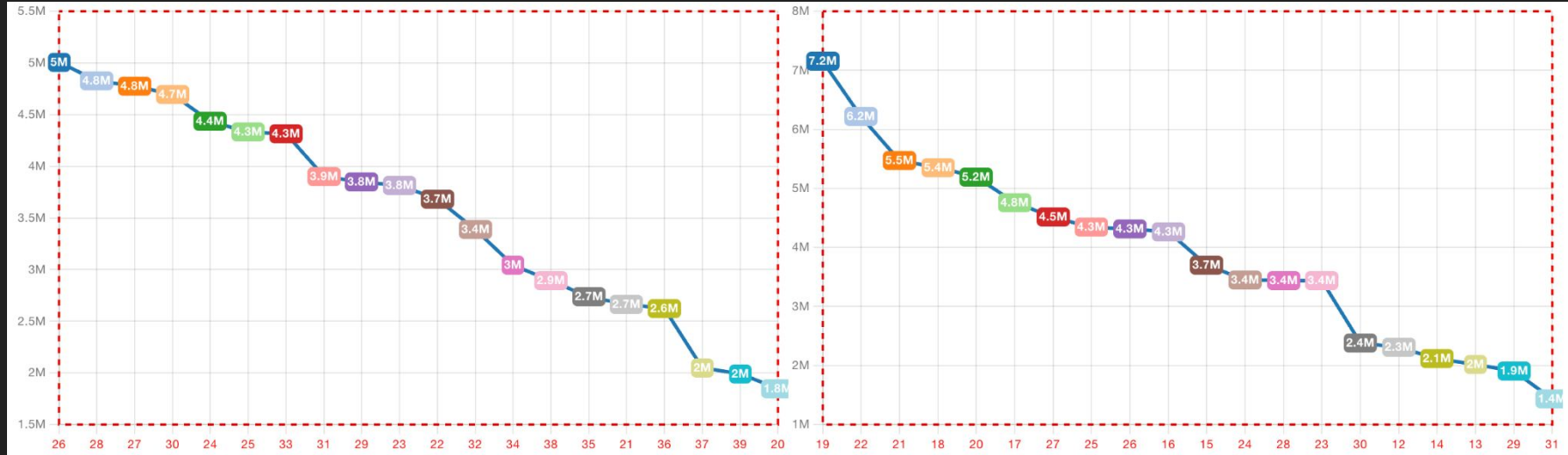
- In 2019, Unleaded, Premium Unleaded, e85/unleaded occupy the top 3 positions for sales by fuel type followed by diesel and electric/unleaded for new car sales.
- In 2020, Unleaded, Premium Unleaded, Diesel, electric / unleaded, e85 / unleaded occupied the top 5 positions for new car sales by fuel type. (electric/unleaded moved from 5th position in 2019 to 4th position in 2020).
- In 2021, Unleaded, Premium Unleaded, electric / unleaded, Diesel, e85 / unleaded occupied the top 5 positions for new car sales by fuel type. (electric/unleaded moved from 4th position in 2020 to 3rd position in 2021) although the overall market is dominated by Unleaded and Premium Unleaded in general.

Yearly Used Car Sales by Fuel Type



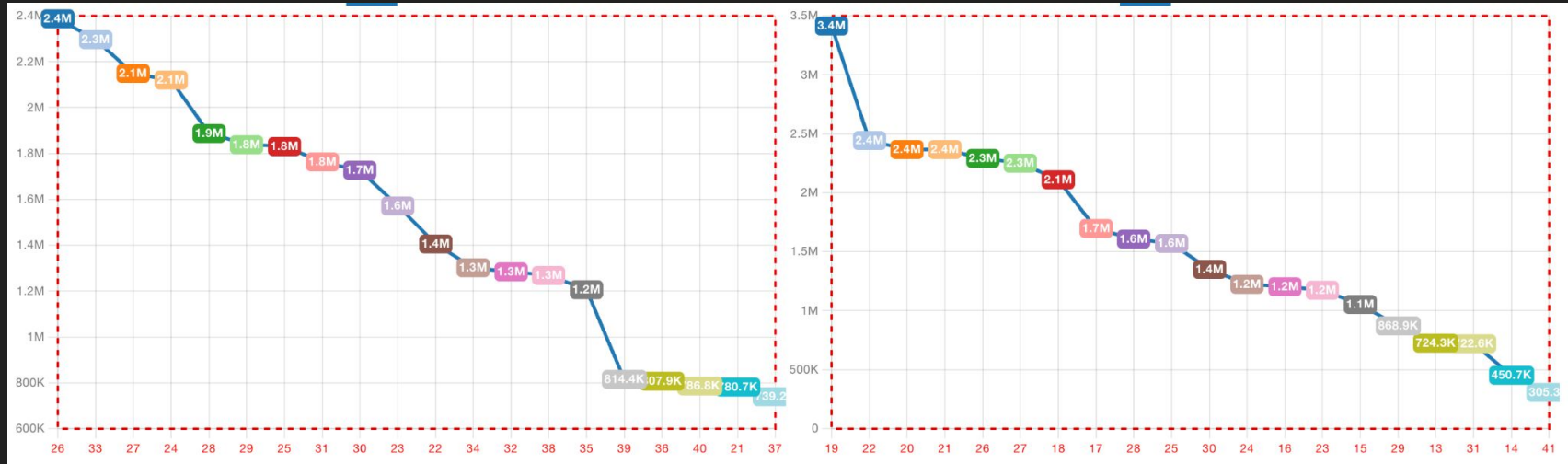
- In 2019, 2020, 2021, Unleaded, Premium Unleaded, e85/unleaded occupy the top 3 positions for sales by fuel type in all 3 years for used car sales by Fuel type.

Total Sales by Highway MPG vs City MPG



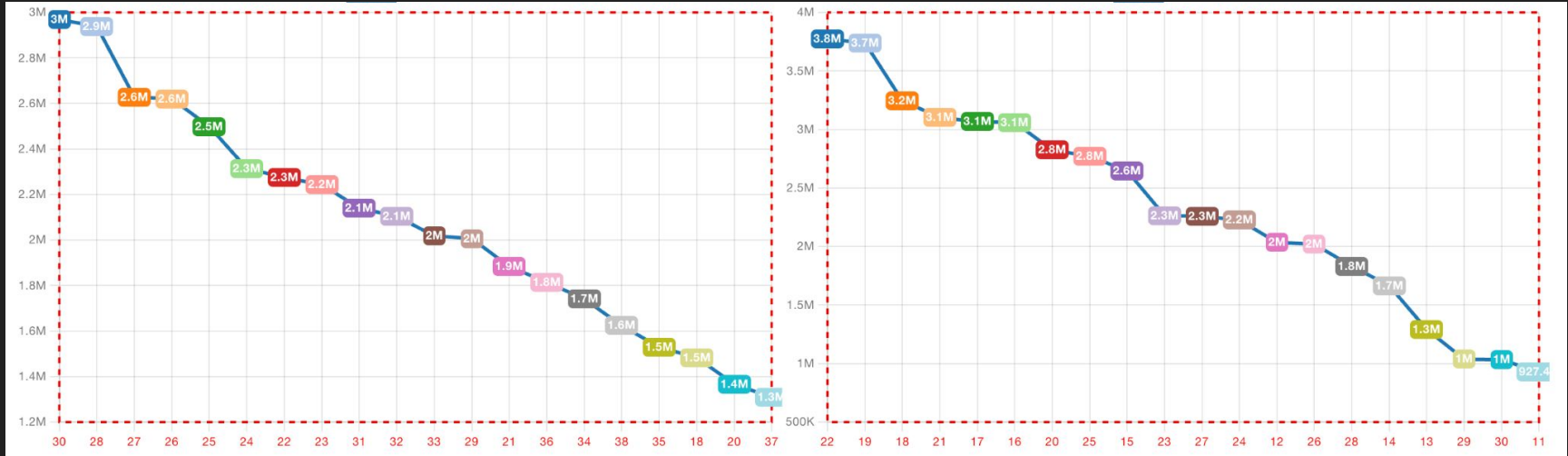
- Overall, across used and new cars, in 3 years (2019 Jan -2022 March), most people bought cars with highway mpg 26 followed by 28 and 27 whereas more people bought cars with city mpg 19 followed by 22 and 21.

New car Sales by Highway MPG vs City MPG



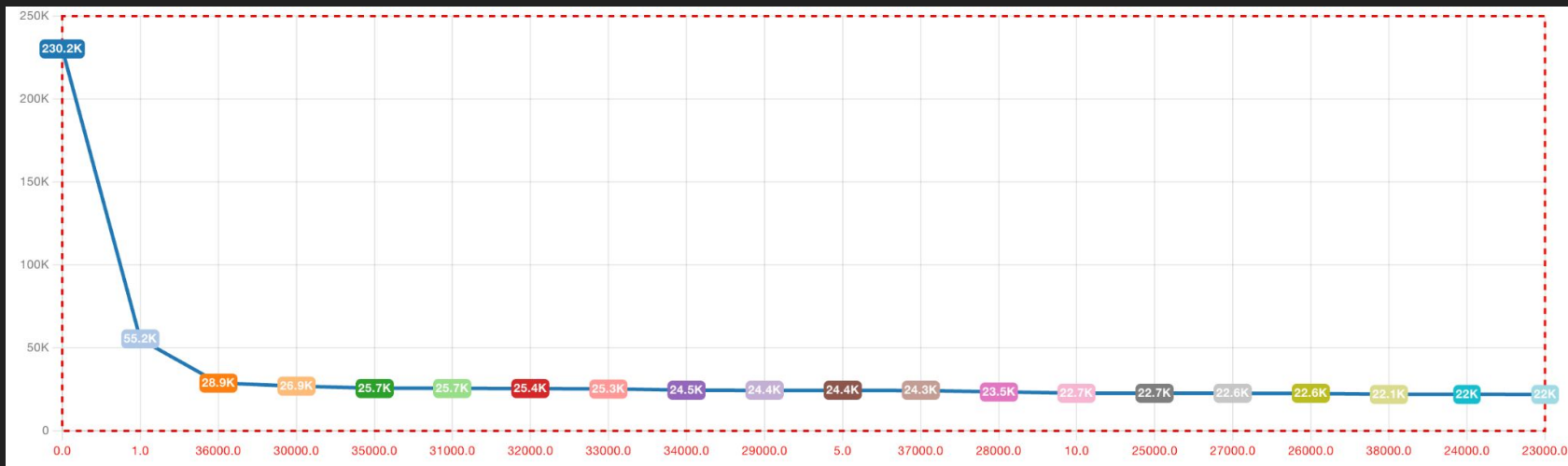
- Overall in new car sales, in 3 years (2019 Jan -2022 March), most people bought cars with highway mpg 26 followed by 33 and 27 whereas more people bought cars with city mpg 19 followed by 22 and 20.

Used Car Sales by Highway MPG vs City MPG

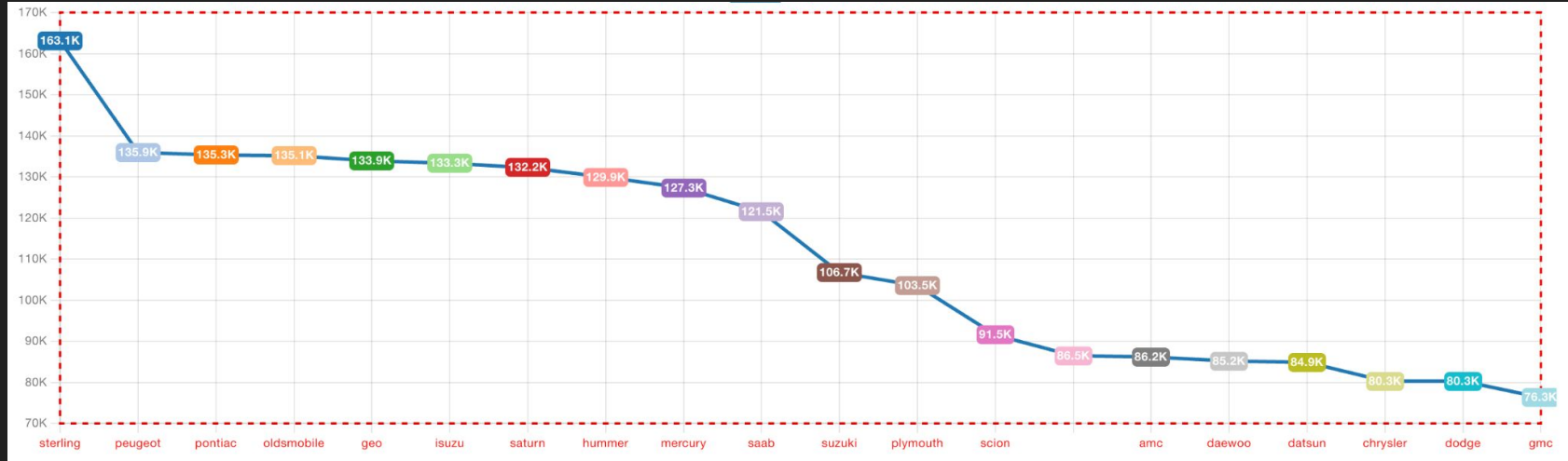


- Overall in used car sales, in 3 years (2019 Jan -2022 March), most people bought cars with highway mpg 30 followed by 28 and 27 whereas more people bought cars with city mpg 22 followed by 19 and 18.

Total Used Car Sales by Miles

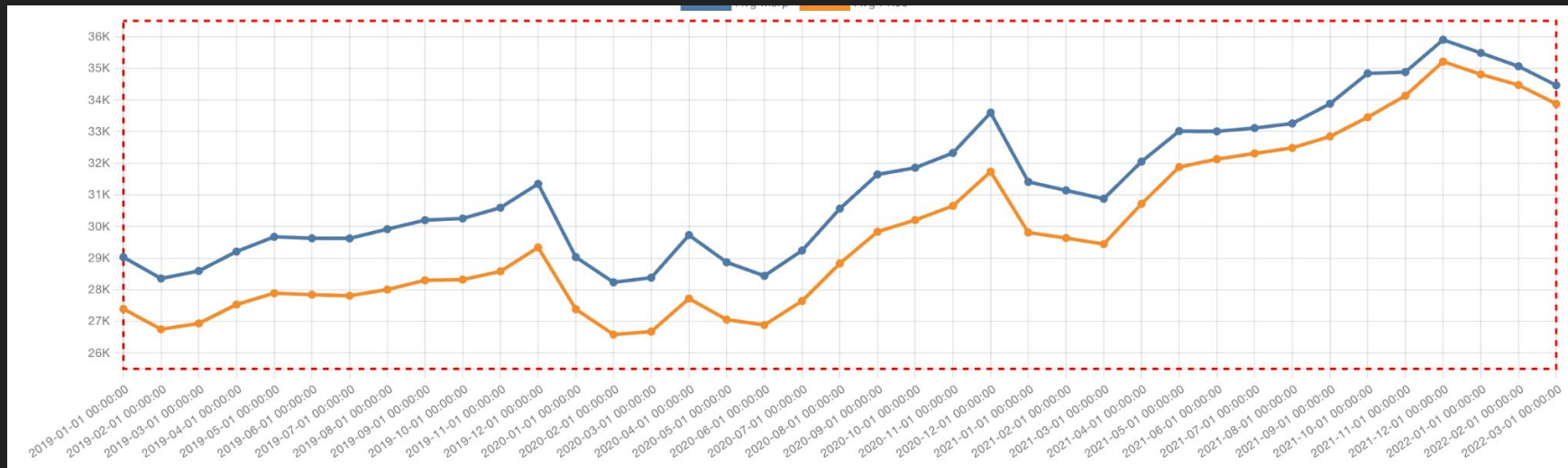


Avg Miles by Make for used cars



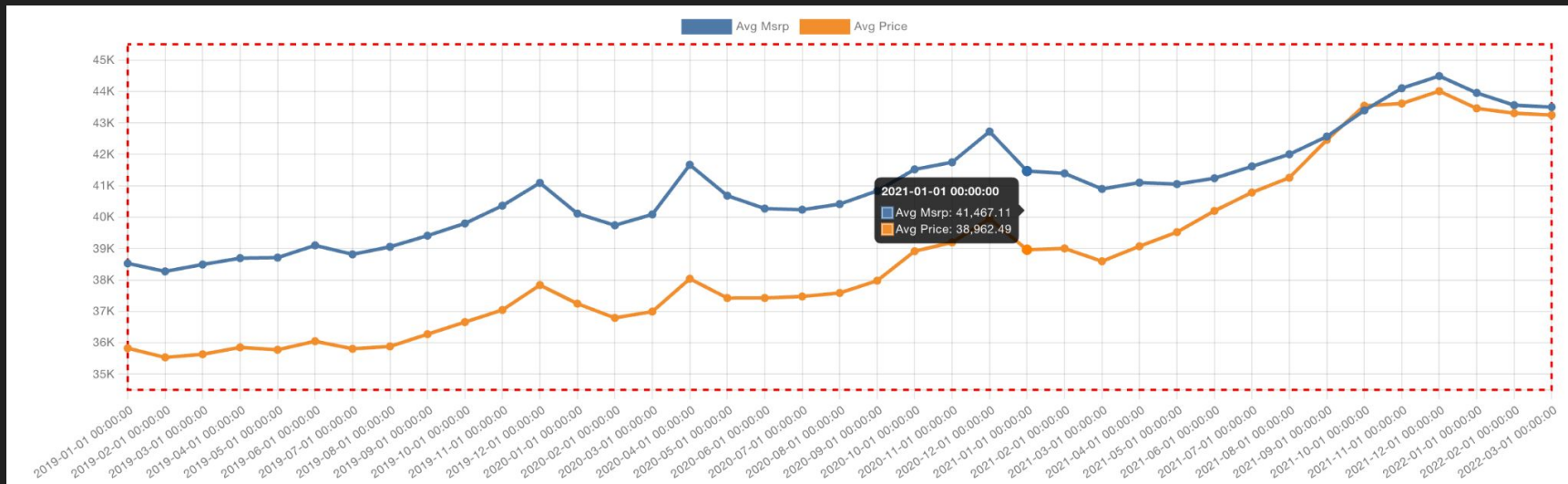
- Sterling, Peugeot and Pontiac have the most average miles used.

Monthly Price and MSRP Trend



- For overall car sales, the price and msrp trend dropped during the first quarter of 2020 and there was a price spike in April 2020 and drop spike in Dec 2020.
- The gap between MSRP and Price has been consistently decreasing over the past 3 years from above ~1500\$ in 2019 Jan to <500\$ in March 2022.

Monthly Price and MSRP Trend for New Cars

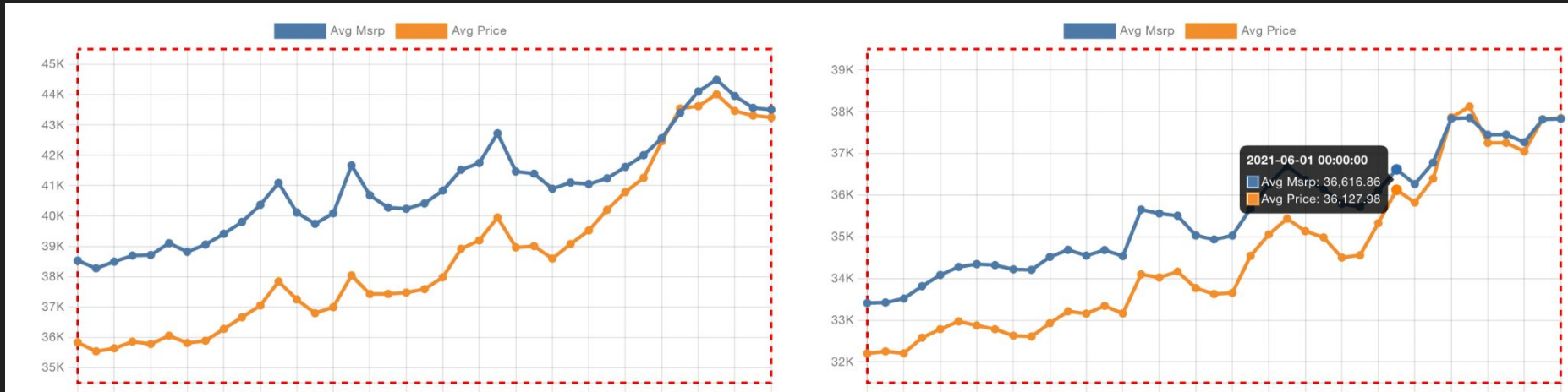


- For overall NEW car sales, the price and msrp trend dropped during the first quarter of 2020 and there was a price spike in April 2020 and drop spike in Dec 2020.
- The gap between MSRP and Price has been consistently decreasing over the past 3 years from above ~3000\$ in 2019 Jan to <200\$ in March 2022 (During the months of Sep and Oct 2021, the Avg Price crossed Avg MSRP for New cars).

Price and MSRP trend for High priced New cars (100k to 5M) vs Other cars (<100k)

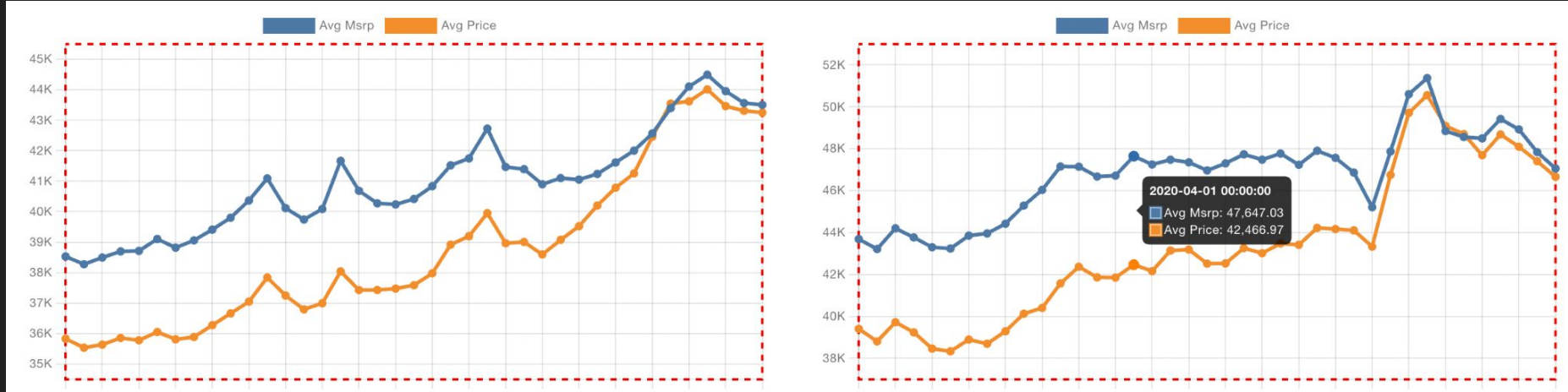


Price and MSRP trend of all New cars vs Price, MSRP Trend for Toyota New Cars



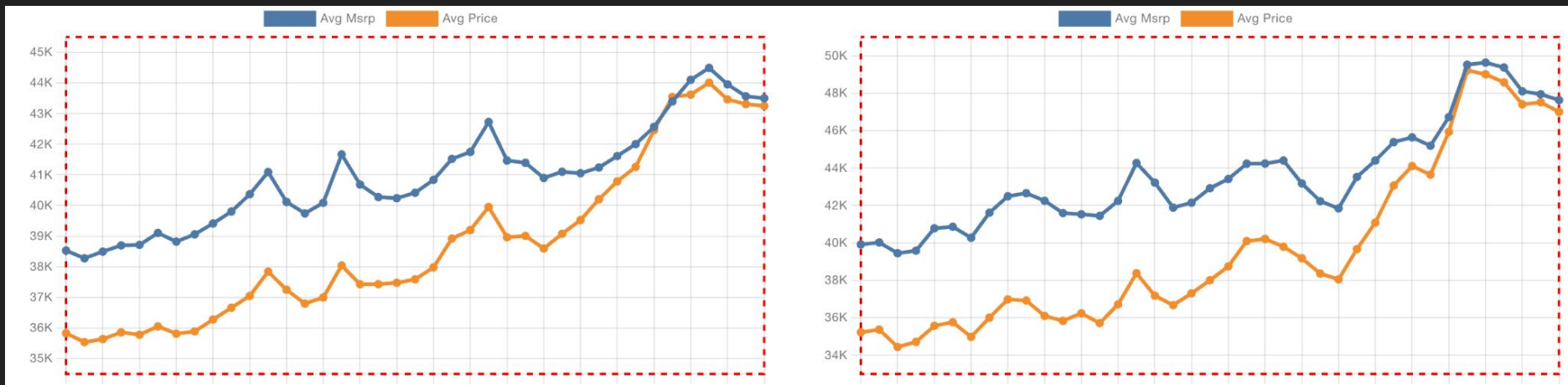
*Toyota is the no.1 most sold New car make in the 3 years.

Price and MSRP trend of all New cars vs Price, MSRP Trend for Ford New Cars



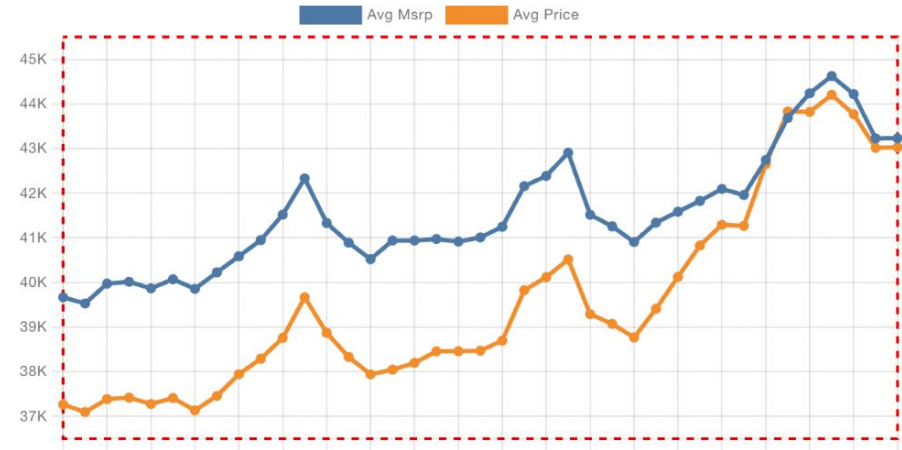
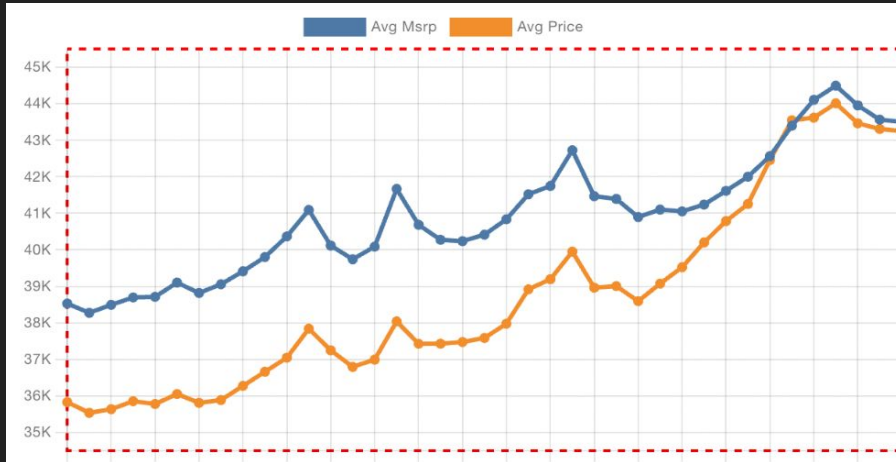
*Ford is the no.2 most sold New car make in the 3 years.

Price and MSRP trend of all New cars vs Price, MSRP Trend for Chevrolet New Cars



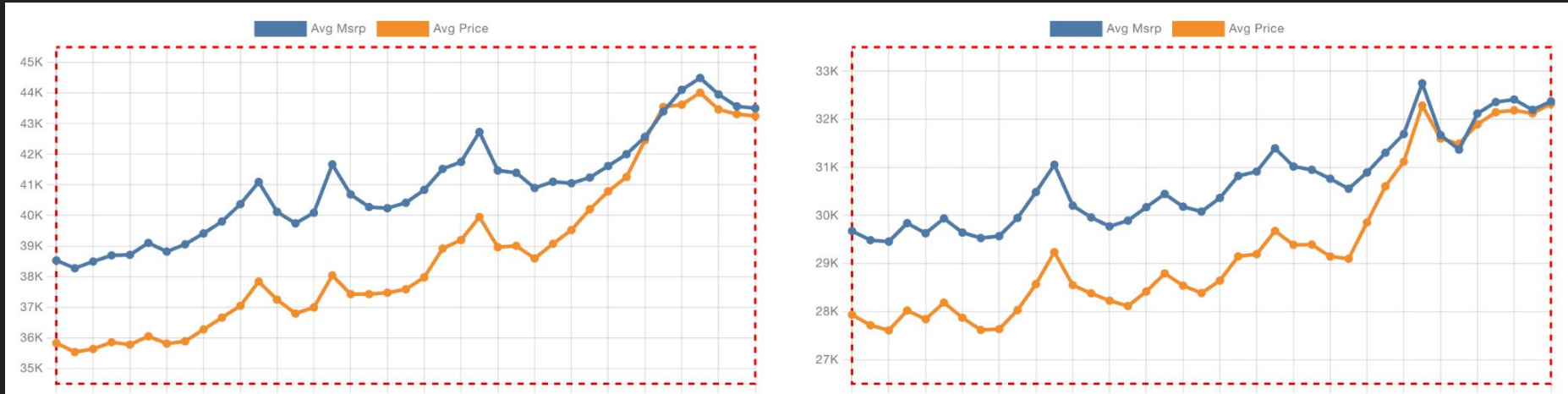
*Chevrolet is the no.3 most sold new car make in the 3 years.

Price and MSRP trend of all New cars vs Price, MSRP Trend for SUV New Cars



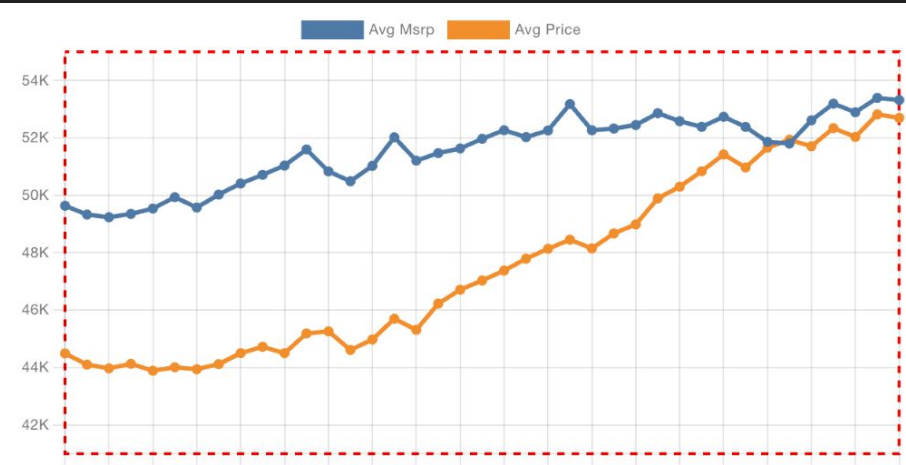
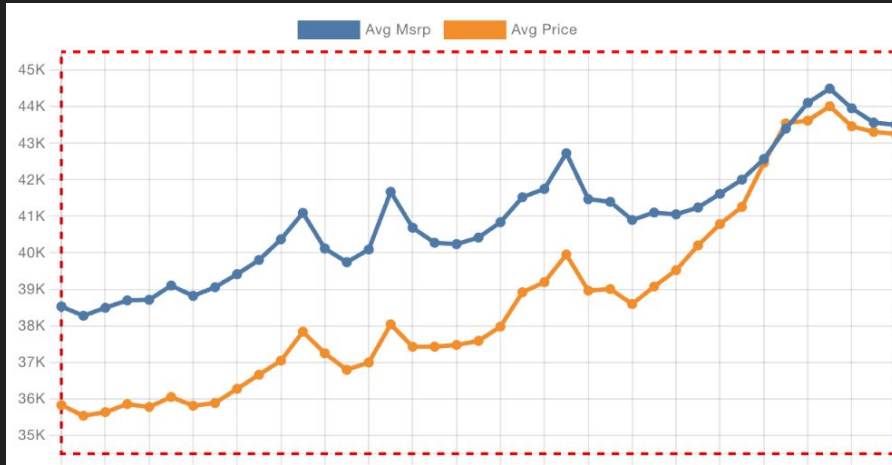
*SUV is the no.1 Body Type sold for New cars in the last 3 years period

Price and MSRP trend of all New cars vs Price, MSRP Trend for Sedan New Cars



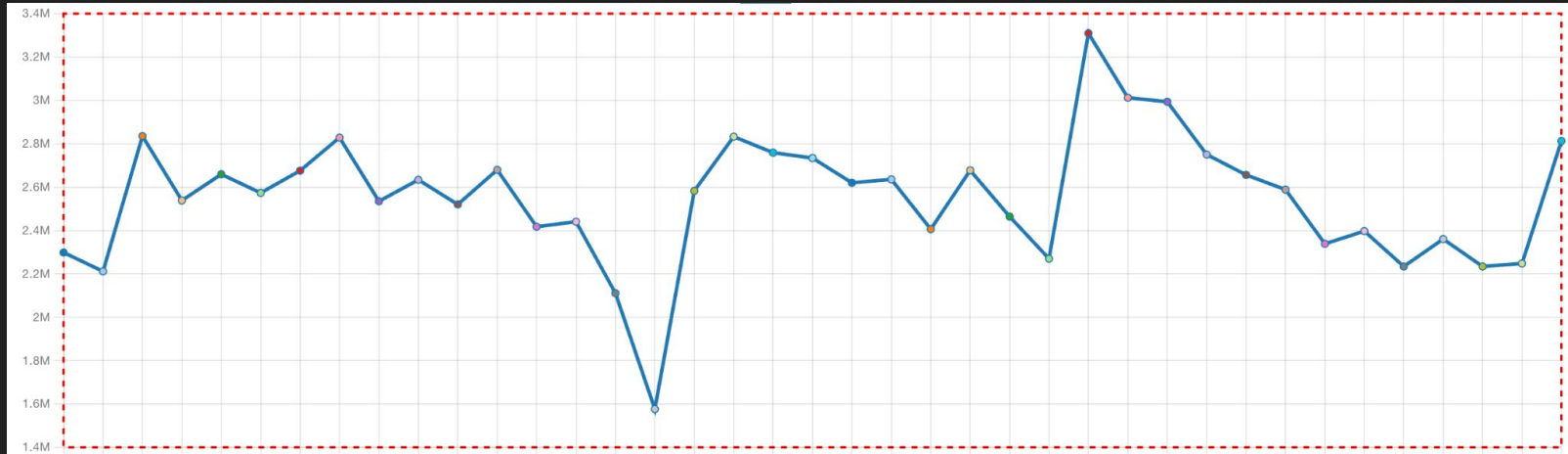
*Sedan is the no.2 Body Type sold for New cars in the last 3 years period

Price and MSRP trend of all New cars vs Price, MSRP Trend for SUV New Cars



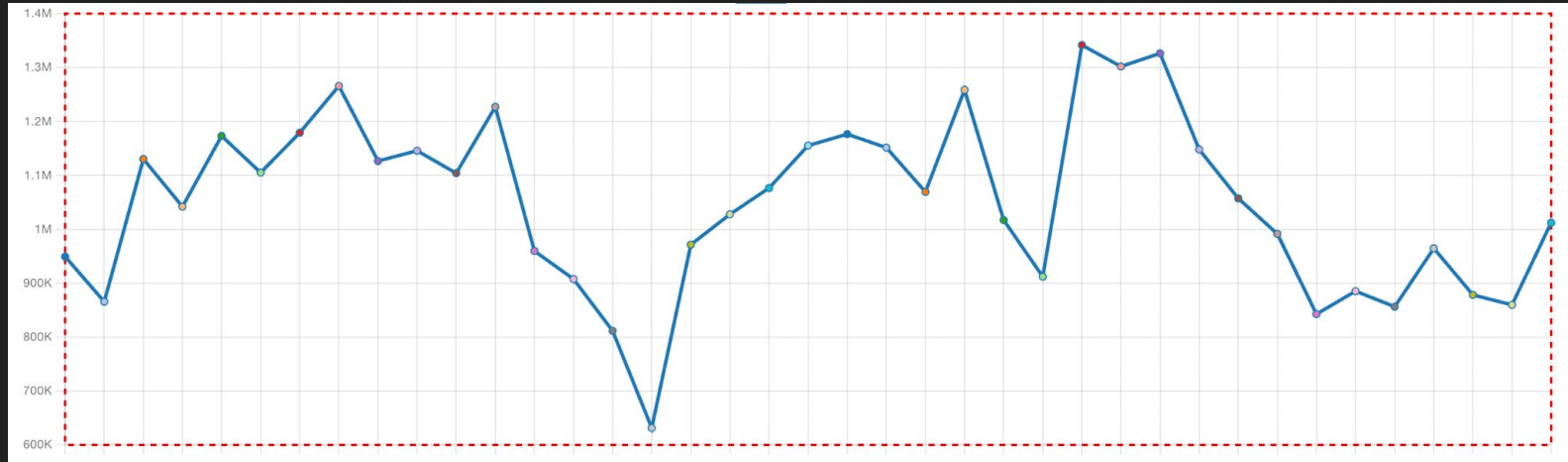
*Pickup is the no.3 Body Type sold for New cars in the last 3 years period

Monthly Overall Car Sales Trend from 2019 through 2022 March



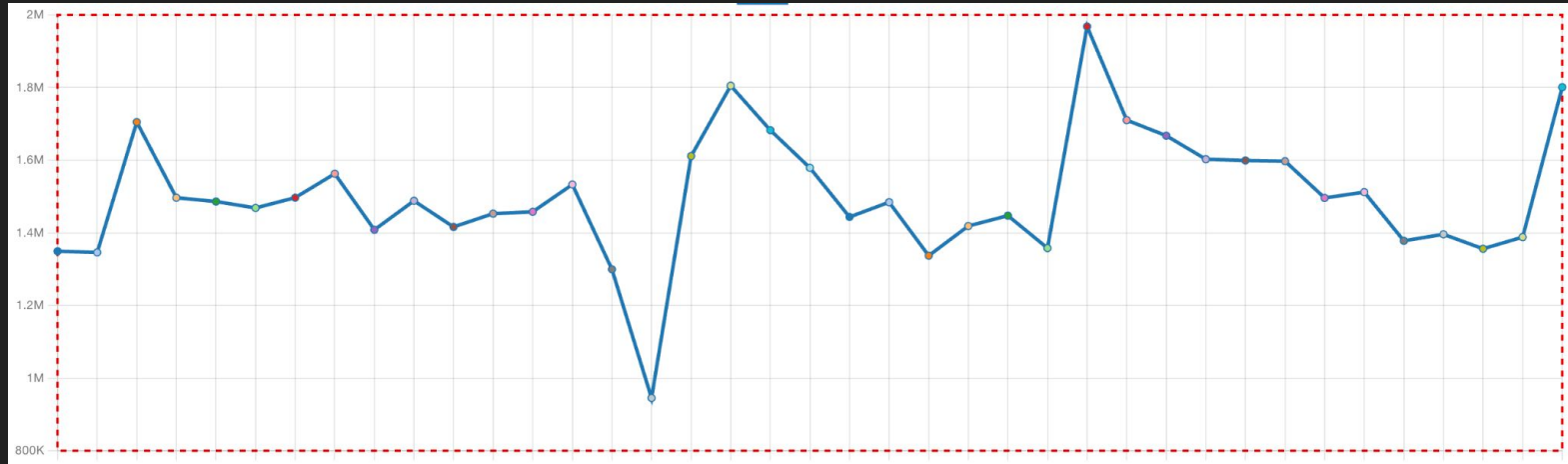
- Monthly Overall Car sales has been up and down trend every month but the lowest car sales happened in April 2020 and the immediate recovery happened (which was the second most sales month) in June 2020.
- The maximum peak of sales happened in March 2021 post which the sales have again dropped in 2021 overall.

Monthly New Car Sales Trend from 2019 through 2022 March



- Monthly New Car sales has been up and down trend every month but the lowest car sales happened in April 2020 and the following peak happened in Dec 2020 and the maximum peak of sales happened in March 2021 post which the sales have again dropped in 2021 overall.
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Monthly Used Car Sales Trend from 2019 through 2022 March



- Monthly Used Car sales has been up and down trend every month but the lowest car sales happened in April 2020 and the immediate recovery happened (which was the second most sales month) in June 2020.
- The maximum peak of sales happened in March 2021 post which the sales have again dropped in 2021 overall and picking up again in 2022 March.

