

2020 New Light-Duty Vehicle Registrations By Vehicle Type, Segment, & Powertrain



State	Vehicle Type		Light Truck Segments				Powertrain				
	Cars	Light Trucks	CUVs	SUVs	Pickups	Vans/Minivans	Hybrid	PHEV	BEV	FCEV	ZEV
AL	25.43%	74.57%	34.82%	10.71%	25.61%	3.42%	2.02%	0.10%	0.43%	0.00%	0.53%
AK	10.54%	89.46%	37.74%	10.39%	36.81%	4.53%	3.10%	0.12%	0.60%	0.00%	0.72%
AZ	25.50%	74.50%	35.06%	8.30%	22.45%	8.68%	3.47%	0.32%	1.91%	0.00%	2.23%
AR	19.59%	80.41%	34.40%	10.92%	32.16%	2.93%	1.91%	0.09%	0.28%	0.00%	0.37%
CA	37.29%	62.71%	36.87%	7.34%	15.08%	3.41%	7.41%	1.80%	6.09%	0.06%	7.95%
CO	16.13%	83.87%	43.13%	12.66%	23.49%	4.58%	4.08%	0.75%	3.02%	0.00%	3.77%
CT	24.97%	75.03%	49.52%	10.15%	11.97%	3.39%	4.13%	0.66%	1.70%	0.00%	2.36%
DE	23.71%	76.29%	44.11%	10.18%	17.70%	4.30%	4.42%	0.48%	1.34%	0.00%	1.82%
DC	33.18%	66.82%	45.55%	8.65%	7.94%	4.68%	9.48%	2.13%	3.82%	0.00%	5.95%
FL	31.43%	68.57%	41.65%	8.13%	14.95%	3.84%	2.78%	0.20%	1.57%	0.00%	1.78%
GA	28.48%	71.52%	35.60%	9.65%	21.26%	5.01%	2.62%	0.21%	1.07%	0.00%	1.28%
HI	28.59%	71.41%	34.55%	11.16%	20.53%	5.17%	2.97%	0.83%	4.26%	0.01%	5.11%
ID	13.42%	86.58%	37.58%	10.03%	35.54%	3.43%	4.48%	0.24%	0.81%	0.00%	1.06%
IL	23.54%	76.46%	47.47%	8.92%	14.21%	5.86%	4.48%	0.26%	1.36%	0.00%	1.62%
IN	19.71%	80.29%	42.87%	8.90%	22.04%	6.48%	3.39%	0.19%	0.76%	0.00%	0.95%
IA	13.54%	86.46%	41.17%	9.58%	30.84%	4.86%	3.38%	0.16%	0.46%	0.00%	0.62%
KS	19.09%	80.91%	38.15%	10.33%	27.22%	5.20%	3.49%	0.21%	0.85%	0.00%	1.06%
KY	20.82%	79.18%	40.25%	9.61%	25.04%	4.28%	3.18%	0.15%	0.54%	0.00%	0.69%
LA	23.81%	76.19%	32.34%	11.42%	29.24%	3.19%	1.58%	0.07%	0.26%	0.00%	0.33%
ME	14.17%	85.83%	43.37%	8.84%	29.74%	3.88%	3.85%	0.89%	0.84%	0.00%	1.74%
MD	28.73%	71.27%	41.50%	8.30%	14.44%	7.03%	5.04%	0.64%	2.00%	0.00%	2.63%
MA	22.71%	77.29%	48.49%	9.98%	14.82%	4.00%	4.88%	0.90%	2.06%	0.00%	2.96%
MI	11.45%	88.55%	49.74%	11.40%	24.46%	2.95%	2.48%	0.13%	0.62%	0.00%	0.75%
MN	13.70%	86.30%	46.84%	9.09%	25.82%	4.55%	3.80%	0.34%	1.21%	0.00%	1.55%
MS	26.74%	73.26%	31.65%	10.55%	28.02%	3.04%	1.80%	0.06%	0.23%	0.00%	0.29%
MO	19.26%	80.74%	34.97%	9.26%	28.01%	8.49%	3.59%	0.19%	0.68%	0.00%	0.87%
MT	10.34%	89.66%	31.85%	13.60%	40.00%	4.21%	3.51%	0.20%	0.57%	0.00%	0.76%
NE	14.92%	85.08%	40.92%	10.37%	29.88%	3.92%	3.01%	0.18%	0.58%	0.00%	0.77%
NV	28.78%	71.22%	38.79%	9.35%	19.89%	3.18%	3.72%	0.37%	2.46%	0.00%	2.83%
NH	18.34%	81.66%	42.44%	8.04%	24.06%	7.13%	3.46%	0.39%	0.84%	0.00%	1.22%
NJ	27.73%	72.27%	49.46%	10.13%	9.10%	3.59%	3.28%	0.47%	2.41%	0.00%	2.88%
NM	23.40%	76.60%	32.83%	10.34%	30.90%	2.53%	3.61%	0.28%	0.75%	0.00%	1.03%
NY	22.85%	77.15%	51.74%	10.31%	11.55%	3.56%	3.44%	0.76%	1.34%	0.00%	2.10%
NC	25.54%	74.46%	39.25%	10.03%	21.03%	4.14%	3.10%	0.23%	1.11%	0.00%	1.34%
ND	7.30%	92.70%	37.32%	11.69%	41.25%	2.44%	1.77%	0.09%	0.14%	0.00%	0.23%
OH	22.28%	77.72%	46.58%	8.10%	18.26%	4.78%	3.15%	0.16%	0.81%	0.00%	0.97%
OK	34.27%	65.73%	30.64%	10.11%	16.02%	8.96%	0.80%	0.03%	0.13%	0.00%	0.16%
OR	21.09%	78.91%	42.76%	8.89%	22.30%	4.95%	6.85%	1.18%	3.58%	0.00%	4.76%
PA	20.88%	79.12%	48.46%	8.34%	17.57%	4.76%	3.74%	0.33%	1.04%	0.00%	1.37%
RI	25.64%	74.36%	48.31%	8.05%	14.83%	3.17%	3.77%	0.76%	1.13%	0.00%	1.89%
SC	24.67%	75.33%	38.28%	10.50%	22.76%	3.79%	2.46%	0.16%	0.61%	0.00%	0.77%
SD	8.71%	91.29%	39.71%	10.62%	37.74%	3.23%	2.24%	0.13%	0.24%	0.00%	0.37%
TN	25.19%	74.81%	37.35%	10.03%	23.04%	4.40%	2.79%	0.14%	0.84%	0.00%	0.97%
TX	23.90%	76.10%	33.66%	10.94%	28.52%	2.98%	2.20%	0.15%	0.94%	0.00%	1.09%
UT	19.50%	80.50%	36.65%	9.69%	29.56%	4.59%	3.94%	0.39%	1.92%	0.00%	2.31%
VT	14.82%	85.18%	46.72%	6.77%	29.22%	2.48%	5.08%	1.10%	1.72%	0.00%	2.82%
VA	26.67%	73.33%	42.28%	9.74%	16.29%	5.02%	4.79%	0.41%	1.57%	0.00%	1.97%
WA	21.53%	78.47%	45.66%	8.15%	19.52%	5.13%	8.53%	0.74%	4.32%	0.00%	5.06%
WV	16.06%	83.94%	43.35%	10.27%	28.05%	2.26%	2.71%	0.16%	0.27%	0.00%	0.42%
WI	15.11%	84.89%	46.75%	8.36%	24.59%	5.19%	3.69%	0.22%	0.69%	0.00%	0.90%
WY	8.94%	91.06%	32.08%	12.60%	43.90%	2.49%	2.78%	0.11%	0.42%	0.00%	0.53%
U.S.	25.02%	74.98%	41.15%	9.42%	19.99%	4.41%	3.73%	0.49%	1.80%	0.01%	2.29%

Source: Figures compiled by Alliance for Automotive Innovation with new registration retail and fleet data provided by IHS Markit covering January 1, 2020 - December 31, 2020

Market share based on 14.3 million light vehicle sales in 2020.