



EV TRENDS REPORT

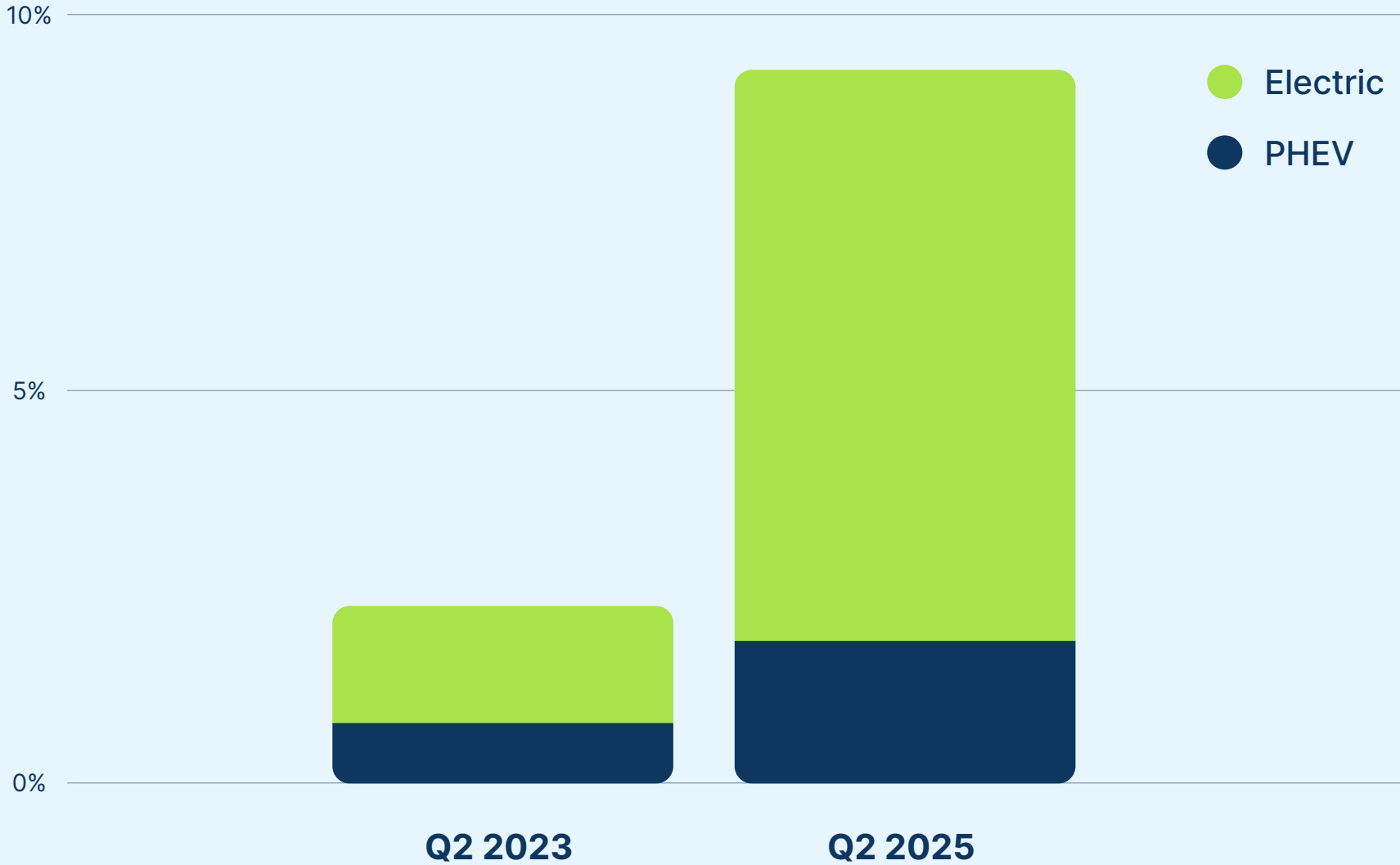


EV AND PHEV SALES MIX & SELECTION HIT NEW RECORD

Electrified vehicle adoption continues to rise with growing selection and familiarity.

EV and PHEV climbed from 2.3% to 9% of Carvana's retail unit sales between Q2 2023 and Q2 2025 - the highest mix to date.

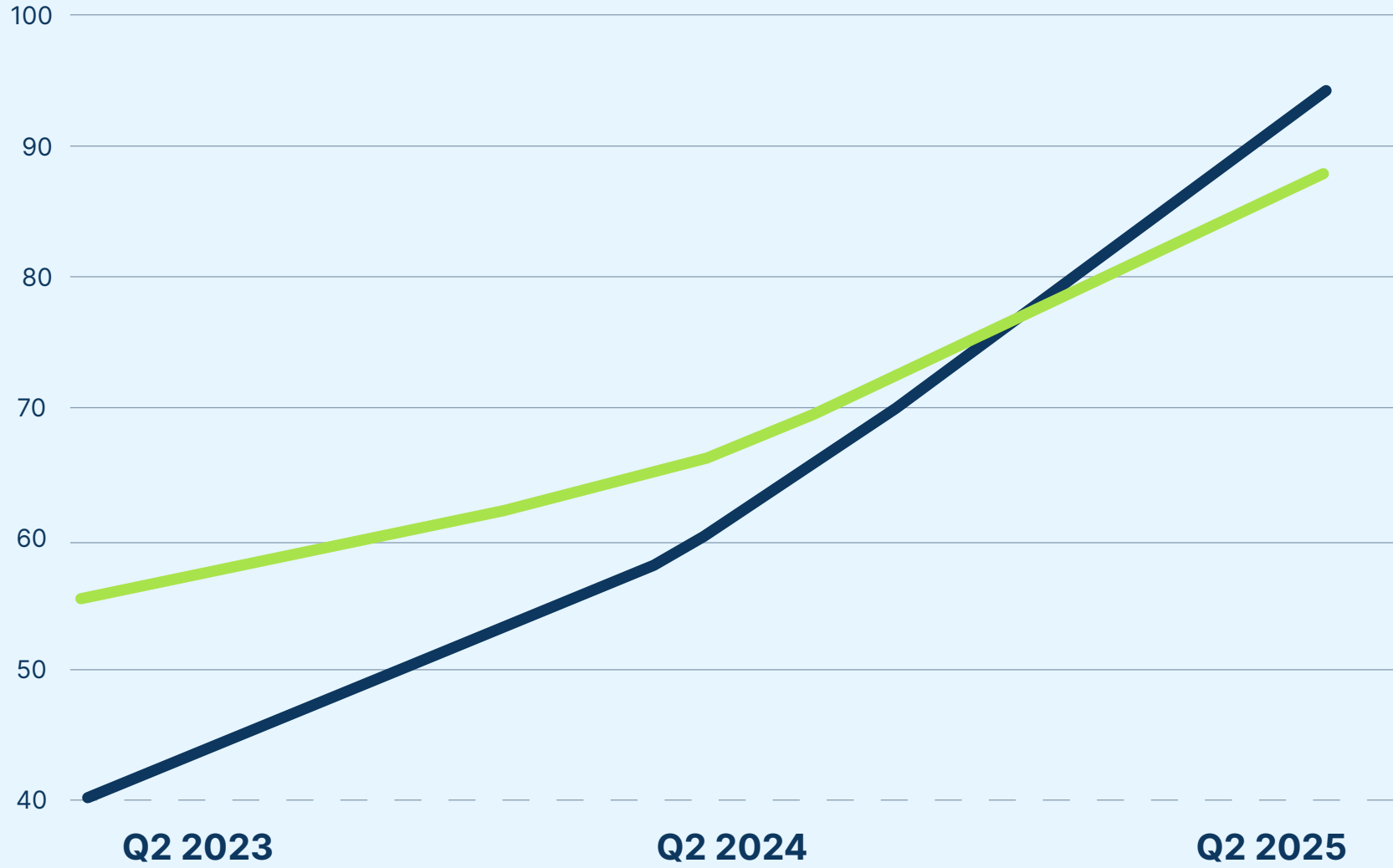
EV + PHEV Sales Mix Grows, Taking Share from ICE & Hybrid



Electrified Selection Expanding Rapidly

● Electric ● PHEV

EV & PHEV Unique Make/Model Count



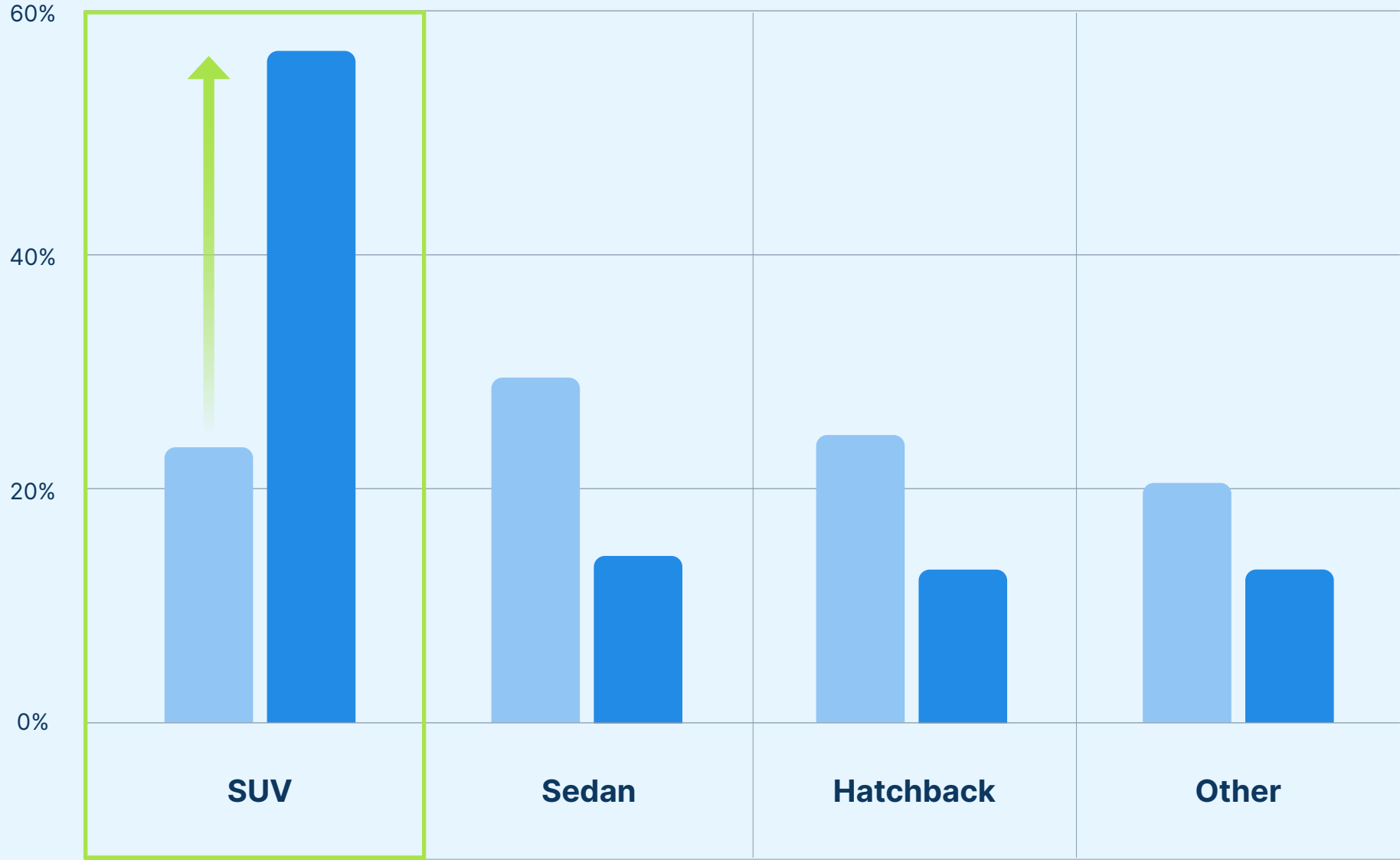
Source: Carvana.com sales data

SUVS NOW LEAD EV AND PHEV PURCHASES

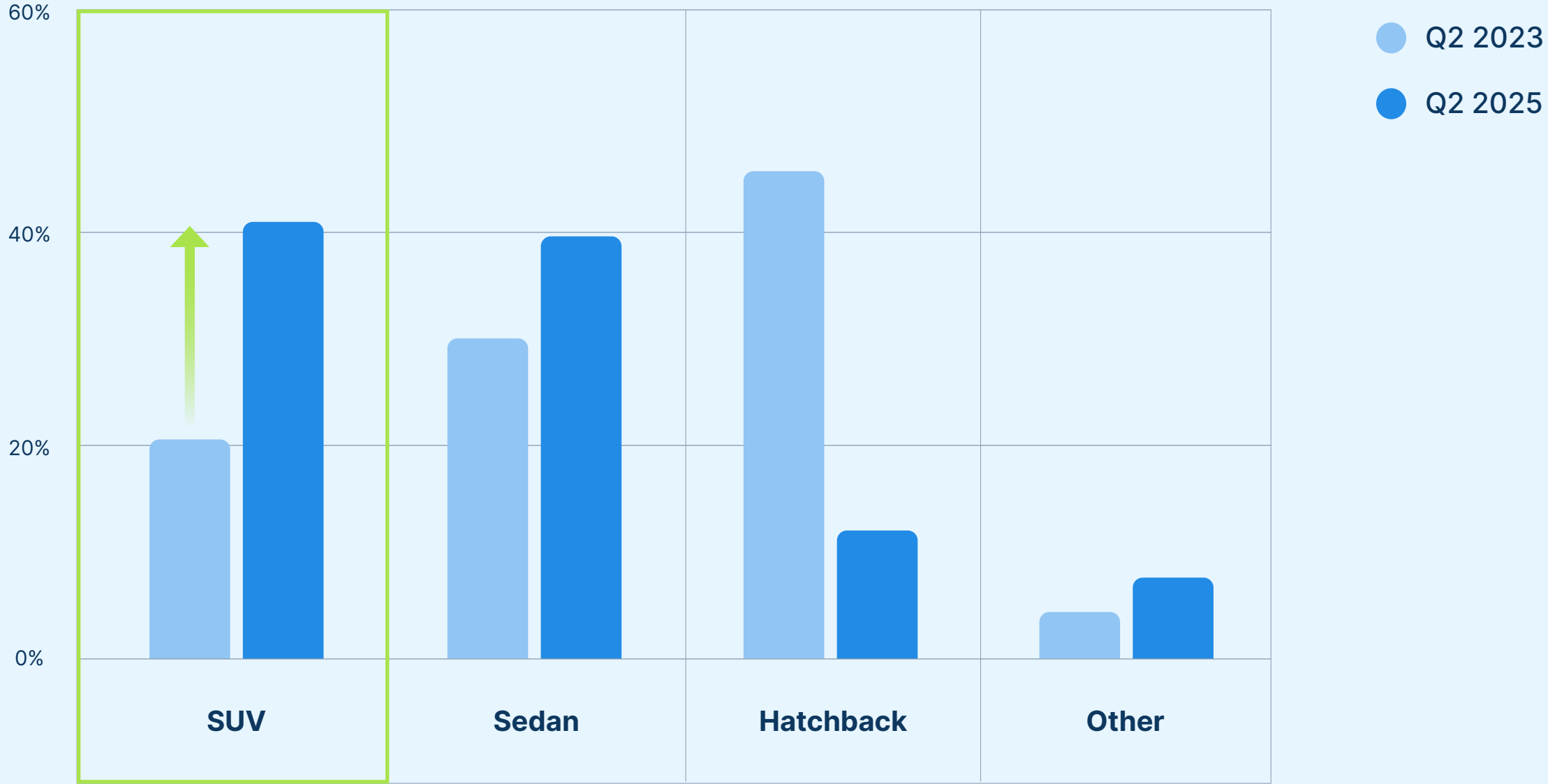
It's not just ICE vehicle buyers who prefer SUVs; as more electrified SUV options have hit the market, customers continue to make the switch.

Over the last two years, SUVs have eclipsed sedans and hatchbacks as the dominant body style for EV and PHEV purchases.

 PHEV % Sales by Body Style



 EV % Sales by Body Style



Source: Carvana.com sales data

TOP PHEV AND EV MODELS

Top 5 PHEV Models – Q2 2025



Jeep Wrangler Unlimited 4xe

Fuel Type	Battery Range	Drivetrain
Plug-in Hybrid	22 mi	4WD

- 1 Jeep Wrangler Unlimited 4xe
- 2 Jeep Wrangler 4xe
- 3 Jeep Grand Cherokee 4xe
- 4 Chrysler Pacifica Hybrid
- 5 Chevrolet Volt

Top 5 EV Models – Q2 2025



Tesla Model 3

Fuel Type	Battery Range	Drivetrain
Electric	260 mi	4WD

- 1 Tesla Model 3
- 2 Tesla Model Y
- 3 Tesla Model S
- 4 Chevrolet Bolt EV
- 5 Nissan Leaf

Source: Carvana.com sales data