|  | **BEV**  **(Non-Tesla)** | **BEV**  **(Tesla)** | **PHEV** | **HEV** | **CV** |
| --- | --- | --- | --- | --- | --- |
| **Initial Sale Retention Rate** | | | | | |
| *exp(intercept)* | 23.95 (0.32) | 102.27 (2.21) | 72.68 (1.14) | 89.1 (0.37) | 104.37 (0.12) |
| **Vehicle Model Effects** | | | | | |
| *Reference Level:* | Nissan Leaf | Tesla Model S | Toyota Prius Prime | Honda Accord | BMW 3 Series |
| **Difference in Initial Sale Retention Rate (Relative to Reference Level)** | | | | | |
| Fortwo | 5.11 (0.53) |  |  |  |  |
| Spark | 6.56 (0.65) |  |  |  |  |
| Focus | 3.67 (0.46) |  |  |  |  |
| i3 | 18.71 (0.54) |  |  |  |  |
| e-Golf | 13.55 (0.7) |  |  |  |  |
| 500e | -2.88 (0.31) |  |  |  |  |
| Soul | 6.08 (0.67) |  |  |  | -5.61 (0.11) |
| Bolt EV | -2.21 (0.7) |  |  |  |  |
| Model 3 |  | 36.64 (4.8) |  |  |  |
| Prius Plug-In |  |  | -8.3 (0.82) |  |  |
| Sonata Plug-In Hybrid |  |  | -13.77 (1.44) |  |  |
| Volt |  |  | -13.39 (3.16) |  |  |
| Camry |  |  |  | -1.79 (0.23) | -23.39 (0.06) |
| Civic |  |  |  | -1.17 (0.5) | -6.08 (0.08) |
| CT |  |  |  | -0.79 (0.24) |  |
| ES |  |  |  | 14.02 (0.4) | 9.85 (0.18) |
| Fusion |  |  |  | -20.89 (0.15) | -27.19 (0.06) |
| Insight |  |  |  | -7.9 (0.7) |  |
| MKZ |  |  |  | -10.99 (0.26) |  |
| Niro |  |  |  | -9.39 (0.63) |  |
| Optima |  |  |  | -18.52 (0.27) | -31.7 (0.07) |
| Prius |  |  |  | -1.14 (0.16) |  |
| Prius C |  |  |  | -5.9 (0.2) |  |
| Prius V |  |  |  | 4.95 (0.46) |  |
| Sonata Hybrid |  |  |  | -14.59 (0.21) |  |
| 5 Series |  |  |  |  | -0.47 (0.16) |
| Accord |  |  |  |  | -9.6 (0.08) |
| Altima |  |  |  |  | -26.43 (0.06) |
| Camaro |  |  |  |  | -26.44 (0.09) |
| Challenger |  |  |  |  | -27.55 (0.1) |
| Charger |  |  |  |  | -30.04 (0.08) |
| Corolla |  |  |  |  | -14.36 (0.07) |
| Cruze |  |  |  |  | -14.76 (0.07) |
| Elantra |  |  |  |  | -20.63 (0.07) |
| Forte |  |  |  |  | -23.65 (0.1) |
| Jetta |  |  |  |  | -28.2 (0.08) |
| Malibu |  |  |  |  | -13.86 (0.07) |
| Maxima |  |  |  |  | -15.81 (0.11) |
| Mazda3 |  |  |  |  | -22.59 (0.27) |
| Mustang |  |  |  |  | -9.83 (0.09) |
| Outback |  |  |  |  | 5.69 (0.12) |
| Sentra |  |  |  |  | -17.47 (0.07) |
| Sonata |  |  |  |  | -26.87 (0.07) |
| **Annual Depreciation Rate** | | | | | |
| Base | 4.71 (0.11) | 15.32 (0.19) | 3.35 (0.4) | 6.87 (0.12) | 13.35 (0.02) |
| Fortwo | 14.17 (0.38) |  |  |  |  |
| Spark | 9.3 (0.42) |  |  |  |  |
| Focus | 7.02 (0.26) |  |  |  |  |
| i3 | 12.39 (0.16) |  |  |  |  |
| e-Golf | 12.51 (0.37) |  |  |  |  |
| 500e | 7.24 (0.25) |  |  |  |  |
| Soul | 8.75 (0.54) |  |  |  | 5.37 (0.02) |
| Bolt EV | 17.74 (0.66) |  |  |  |  |
| Model 3 |  | 16.4 (1.37) |  |  |  |
| Prius Plug-In |  |  | 5.28 (0.12) |  |  |
| Sonata Plug-In Hybrid |  |  | 10.92 (0.57) |  |  |
| Volt |  |  | 8.32 (0.08) |  |  |
| Camry |  |  |  | 5.92 (0.05) | 3.94 (0.02) |
| Civic |  |  |  | 8.58 (0.11) | 6.49 (0.02) |
| CT |  |  |  | 6.97 (0.05) |  |
| ES |  |  |  | 9.41 (0.09) | 10.01 (0.03) |
| Fusion |  |  |  | 8.03 (0.04) | 6.29 (0.02) |
| Insight |  |  |  | 7.08 (0.16) |  |
| MKZ |  |  |  | 8.7 (0.07) |  |
| Niro |  |  |  | -0.57 (0.41) |  |
| Optima |  |  |  | 5.72 (0.08) | 2.75 (0.02) |
| Prius |  |  |  | 6.43 (0.03) |  |
| Prius C |  |  |  | 4.51 (0.05) |  |
| Prius V |  |  |  | 7.33 (0.08) |  |
| Sonata Hybrid |  |  |  | 6.53 (0.05) |  |
| 5 Series |  |  |  |  | 14 (0.03) |
| Accord |  |  |  |  | 7.46 (0.02) |
| Altima |  |  |  |  | 6.44 (0.02) |
| Camaro |  |  |  |  | 5.52 (0.02) |
| Challenger |  |  |  |  | 1.8 (0.03) |
| Charger |  |  |  |  | 3.63 (0.03) |
| Corolla |  |  |  |  | 3.15 (0.02) |
| Cruze |  |  |  |  | 6.57 (0.02) |
| Elantra |  |  |  |  | 4.42 (0.02) |
| Forte |  |  |  |  | 4.97 (0.03) |
| Jetta |  |  |  |  | 5.55 (0.02) |
| Malibu |  |  |  |  | 8.49 (0.02) |
| Maxima |  |  |  |  | 8.68 (0.03) |
| Mazda3 |  |  |  |  | 7.24 (0.06) |
| Mustang |  |  |  |  | 6.65 (0.02) |
| Outback |  |  |  |  | 5.96 (0.02) |
| Sentra |  |  |  |  | 4.52 (0.02) |
| Sonata |  |  |  |  | 5.49 (0.02) |