|  | **Non-Tesla**  **BEV** | **Tesla**  **BEV** | **PHEV** | **HEV** | **CV** |
| --- | --- | --- | --- | --- | --- |
| **Initial Sale Retention Rate** | | | | | |
| *exp(intercept)* | 7.05 (0.15) | 36.96 (0.43) | 17.98 (3.13) | 19.38 (0.1) | 21.33 (0.04) |
| Difference by Model Year  *Reference Level: 2013* | | | | | |
| 2014 | 1.83 (0.17) | -2.82 (0.37) | 6.39 (4.22) | 3.1 (0.1) | 3.76 (0.04) |
| 2015 | 3.62 (0.19) | 2.37 (0.39) | 11.67 (5.13) | 6.46 (0.1) | 8.34 (0.05) |
| 2016 | 5.22 (0.21) | 7 (0.38) | 24.46 (17.87) | 11.95 (0.11) | 15.65 (0.05) |
| 2017 | 6.81 (0.22) | 10.34 (0.38) | 31.24 (20.69) | 16.62 (0.1) | 22.67 (0.06) |
| 2018 | 10.39 (0.27) | 7.42 (0.36) | 42.38 (25.37) | 22.76 (0.11) | 30.93 (0.07) |
| 2019 | 12.21 (0.29) | 26.88 (0.42) | 56.27 (31.27) | 27.74 (0.09) | 41.29 (0.08) |
| 2020 | 13.99 (0.33) | 28.86 (0.43) | 66.7 (35.65) | 36.07 (0.17) | 51.7 (0.1) |
| 2021 | 16.92 (0.42) | 29.02 (0.47) | 82.31 (42.26) | 42.1 (0.95) | 64.59 (0.13) |
| **Percent Change in Retention Rate from Addition of…** | | | | | |
| …10,000 miles | -3.95 (0.06) | -3.28 (0.04) | -3.83 (0.04) | -4.28 (0.01) | -4.1 (0) |
| …10 days on market | -0.16 (0.01) | -0.14 (0.01) | -0.4 (0.01) | -0.27 (0.01) | -0.16 (0) |
| …1 cent per mile (operating cost) | -1.16 (0.07) | -0.1 (0.06) | -0.23 (0.08) | 2.3 (0.04) | 0.54 (0) |
| …10 miles driving range | 3.93 (0.06) | 1.58 (0.02) | -3.34 (15.2) |  |  |
| …$7,500 subsidy in new market | 8.96 (0.68) | 6.63 (0.76) | 20.95 (0.63) |  |  |
| Number of Observations: | 48,270 | 42,794 | 34,256 | 140,590 | 4,658,497 |
| Adjusted R-Squared: | 0.778 | 0.845 | 0.861 | 0.768 | 0.716 |