

Hawaii New Retail Car and Light Truck Registrations - History and Forecast									
	Registrations			Percent Change			Market Share		
	2003	Forecast 2004	Forecast 2005	2003	Forecast 2004	Forecast 2005	2003	Forecast 2004	Forecast 2005
TOTAL	62,712	65,882	64,363	17.6%	5.1%	-2.3%	100	100	100
Acura	766	836	845	4.2%	9.1%	1.1%	1.2	1.3	1.3
Audi	349	304	328	33.2%	-12.9%	7.9%	0.6	0.5	0.5
BMW	1,234	1,400	1,368	34.9%	13.5%	-2.3%	2.0	2.1	2.1
Buick	291	213	216	-0.3%	-26.8%	1.4%	0.5	0.3	0.3
Cadillac	246	333	366	39.8%	35.4%	9.9%	0.4	0.5	0.6
Chevrolet	3,917	4,072	3,673	22.8%	4.0%	-9.8%	6.2	6.2	5.7
Chrysler	441	580	549	-24.1%	31.5%	-5.3%	0.7	0.9	0.9
Dodge	3,276	3,508	3,256	21.0%	7.1%	-7.2%	5.2	5.3	5.1
Ford	7,302	6,891	6,679	7.7%	-5.6%	-3.1%	11.6	10.5	10.4
GMC	1,053	1,051	887	38.7%	-0.2%	-15.6%	1.7	1.6	1.4
Honda	7,329	7,395	7,465	25.4%	0.9%	0.9%	11.7	11.2	11.6
Hummer	82	103	117	412.5%	25.6%	13.6%	0.1	0.2	0.2
Hyundai	867	1,072	1,088	17.0%	23.6%	1.5%	1.4	1.6	1.7
Infiniti	697	750	756	94.2%	7.6%	0.8%	1.1	1.1	1.2
Isuzu	362	391	316	-17.0%	8.0%	-19.2%	0.6	0.6	0.5
Jaguar	306	263	200	-4.7%	-14.1%	-24.0%	0.5	0.4	0.3
Jeep	726	755	746	2.0%	4.0%	-1.2%	1.2	1.1	1.2
Kia	652	985	1,014	14.6%	51.1%	2.9%	1.0	1.5	1.6
Land Rover	129	111	123	-1.5%	-14.0%	10.8%	0.2	0.2	0.2
Lexus	1,394	1,460	1,441	22.4%	4.7%	-1.3%	2.2	2.2	2.2
Lincoln Mercury	498	471	476	-3.7%	-5.4%	1.1%	0.8	0.7	0.7
Mazda	3,037	2,893	2,686	10.3%	-4.7%	-7.2%	4.8	4.4	4.2
Mercedes	1,164	1,338	1,354	19.9%	14.9%	1.2%	1.9	2.0	2.1
Mini	477	371	346	100.4%	-22.2%	-6.7%	0.8	0.6	0.5
Mitsubishi	464	438	285	-31.7%	-5.6%	-34.9%	0.7	0.7	0.4
Nissan	6,295	7,666	7,820	24.8%	21.8%	2.0%	10.0	11.6	12.1
Others	33	62	58	-26.7%	87.9%	-6.5%	0.1	0.1	0.1
Pontiac	447	424	446	10.4%	-5.1%	5.2%	0.7	0.6	0.7
Porsche	130	148	147	100.0%	13.8%	-0.7%	0.2	0.2	0.2
Saab	168	127	107	86.7%	-24.4%	-15.7%	0.3	0.2	0.2
Saturn	1,119	831	757	38.0%	-25.7%	-8.9%	1.8	1.3	1.2
Scion	0	670	951	--	--	41.9%	0.0	1.0	1.5
Subaru	812	757	804	36.0%	-6.8%	6.2%	1.3	1.1	1.2
Suzuki	638	509	513	-18.7%	-20.2%	0.8%	1.0	0.8	0.8
Toyota	14,118	15,018	14,672	20.6%	6.4%	-2.3%	22.5	22.8	22.8
Volkswagen	1,457	1,217	1,082	-7.4%	-16.5%	-11.1%	2.3	1.8	1.7
Volvo	436	469	426	16.0%	7.6%	-9.2%	0.7	0.7	0.7

Source for historical data: The Polk Company

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