

2024 New Vehicle Sales by State

Executive Summary

State-by-state new vehicle sales totals for the 2024 calendar year, ranked by sales volume. Use this dataset for U.S. automotive market size, regional benchmarking, and state-level demand review.

National total (50 states)	15,928,641 units
Average per state	318,573 units
Median state volume	214,196 units
Top state	California (1,759,141 units)

Top 5 states by 2024 new vehicle sales

- California — 1,759,141 units (Rank 1)
- Texas — 1,558,263 units (Rank 2)
- Florida — 1,415,259 units (Rank 3)
- New York — 878,110 units (Rank 4)
- Oklahoma — 590,156 units (Rank 5)

Bottom 5 states by 2024 new vehicle sales

- Wyoming — 23,754 units (Rank 50)
- Alaska — 31,857 units (Rank 49)
- South Dakota — 34,323 units (Rank 48)
- North Dakota — 42,624 units (Rank 47)
- Vermont — 47,822 units (Rank 46)

2024 State-by-State Sales

State	Car Sales	Rank
Alabama	217,065	25
Alaska	31,857	49
Arizona	379,793	13
Arkansas	137,429	32
California	1,759,141	1
Colorado	221,891	23
Connecticut	155,280	29
Delaware	50,284	45
Florida	1,415,259	3
Georgia	493,252	11
Hawaii	64,622	42
Idaho	78,087	39
Illinois	561,435	8
Indiana	248,311	19
Iowa	125,625	33
Kansas	101,254	35
Kentucky	152,035	30
Louisiana	211,326	26
Maine	64,057	43
Maryland	219,565	24
Massachusetts	339,477	15
Michigan	567,833	7
Minnesota	242,955	21
Mississippi	110,500	34
Missouri	318,764	16

State	Car Sales	Rank
Montana	67,128	41
Nebraska	83,411	37
Nevada	159,035	28
New Hampshire	98,517	36
New Jersey	550,627	9
New Mexico	78,685	38
New York	878,110	4
North Carolina	455,984	12
North Dakota	42,624	47
Ohio	544,759	10
Oklahoma	590,156	5
Oregon	168,320	27
Pennsylvania	572,578	6
Rhode Island	55,726	44
South Carolina	227,526	22
South Dakota	34,323	48
Tennessee	303,541	17
Texas	1,558,263	2
Utah	142,625	31
Vermont	47,822	46
Virginia	357,625	14
Washington	295,899	18
West Virginia	77,321	40
Wisconsin	247,185	20
Wyoming	23,754	50
50 State Total	15,928,641	