

NEWS

CARVANA REPORT REVEALS RECORD EV AND PHEV SALES MIX

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Electrified vehicles accounted for nearly 1 in 10 Carvana sales in Q2, fueled by expanding selection

PHOENIX--(BUSINESS WIRE)-- Carvana Co. (NYSE: CVNA), an industry pioneer for buying and selling used cars online, today released an [EV Trends Report](#), highlighting continued momentum in battery electric vehicle (EV) and plug-in hybrid (PHEV) (together, "electrified vehicles") adoption. The report shows electrified vehicles now 9% of Carvana's retail unit sales, with SUV models driving much of the growth in recent years.

This press release features multimedia. View the full release here:
<https://www.businesswire.com/news/home/20250806409038/en/>



Carvana EV Trends Report

Highlights from the report include:

Record Electrified Vehicle Sales Mix: EVs and PHEVs accounted for 9% of Carvana unit sales in Q2 2025, up from just over 2% in Q2 2023.

Rapidly Expanding Selection: With growing electrified vehicle selection in the used fleet, Carvana offered 66% more EV make/model combinations in Q2 2025 than in Q2 2023; PHEV options doubled over the same period.

SUVs Lead the Shift: SUVs now represent the largest share of EV and PHEV sales, surpassing sedans and hatchbacks as the dominant electrified vehicle body style. In Q2 2025, nearly 44% of all EV and PHEV sales were SUVs, up from just 24% Q2 2023.

"We're always working to grow selection to offer an inventory that meets our customers' preferences, and as electrified vehicle options expand, this segment continues to increase as a percentage of Carvana's sales. Last quarter, nearly 1 in 10 vehicles we sold was an EV or PHEV – a significant shift from just a couple of years ago," said Christina Keiser, Executive Vice President of Strategy at Carvana. "The widening selection of electrified SUVs has been especially powerful, offering buyers greater variety in one of the most sought-after body styles."

The full [report](#) provides additional analysis and information. For details on shopping for a used EV and to easily browse the hundreds of EVs on Carvana.com, please visit [our guide to buying a used EV](#).

About Carvana

Carvana's mission is to change the way people buy and sell cars. Since launching in 2013, Carvana has revolutionized automotive retail and delighted millions of customers with an offering that is fun, fast, and fair. With Carvana, customers can find a car, get financing, trade in, and complete a purchase entirely online with

the convenience of delivery or local pickup as soon as the same day. Carvana's unique offering is powered by its passionate team, differentiated national infrastructure, and purpose-built technology.

For more information, please visit www.carvana.com.

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MEDIA CONTACT:

Carvana Communications

press@carvana.com

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