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Vermont Auto Outlook™

Comprehensive information on the Vermont new vehicle market



Quick Facts

The Vermont new retail light vehicle market declined 5.4% during the first four months of this year versus a year earlier. The U.S. market was off by 4.4%.

New retail car and light truck registrations in the state were off an estimated 1% in April of 2019 versus a year earlier.

Passenger car registrations declined 11.6% so far this year. Light trucks were off 3.8%.

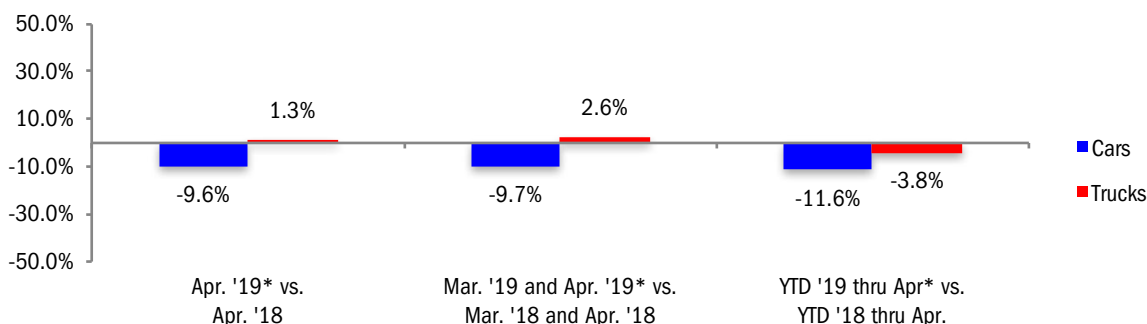
The three month moving average declined in April of 2019 vs. a year earlier.

Toyota, Subaru, Ford, Chevrolet, and Honda were market share leaders in the state so far this year (see page 2).

Vermont New Retail Car and Light Truck Registrations									
	April*			Mar. '19 and Apr. '19* Combined			YTD thru Apr.		
	2018	2019*	% chg.	Previous	Current	% chg.	YTD '18	YTD '19*	Chg.
Industry Total	3,788	3,750	-1.0%	7,151	7,149	0.0%	12,806	12,113	-5.4%
Cars	801	724	-9.6%	1,517	1,370	-9.7%	2,606	2,304	-11.6%
Light Trucks	2,987	3,026	1.3%	5,634	5,779	2.6%	10,200	9,809	-3.8%
Detroit Three	1,656	1,637	-1.1%	3,074	3,095	0.7%	5,536	5,241	-5.3%
European	287	275	-4.2%	511	533	4.3%	921	854	-7.3%
Japanese	1,709	1,701	-0.5%	3,313	3,250	-1.9%	5,908	5,561	-5.9%
Korean	136	137	0.7%	253	271	7.1%	441	457	3.6%

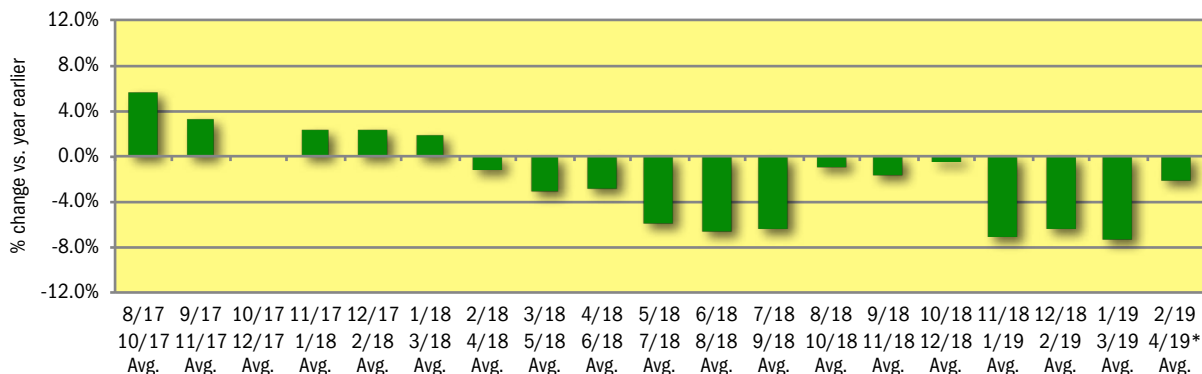
Source: IHS April 2019 figures were estimated by Auto Outlook.

Percent Change in Vermont New Retail Light Vehicle Registrations



Data Source: IHS .

Percent Change in Three Month Moving Average of New Retail Registrations versus Same Period Year Earlier



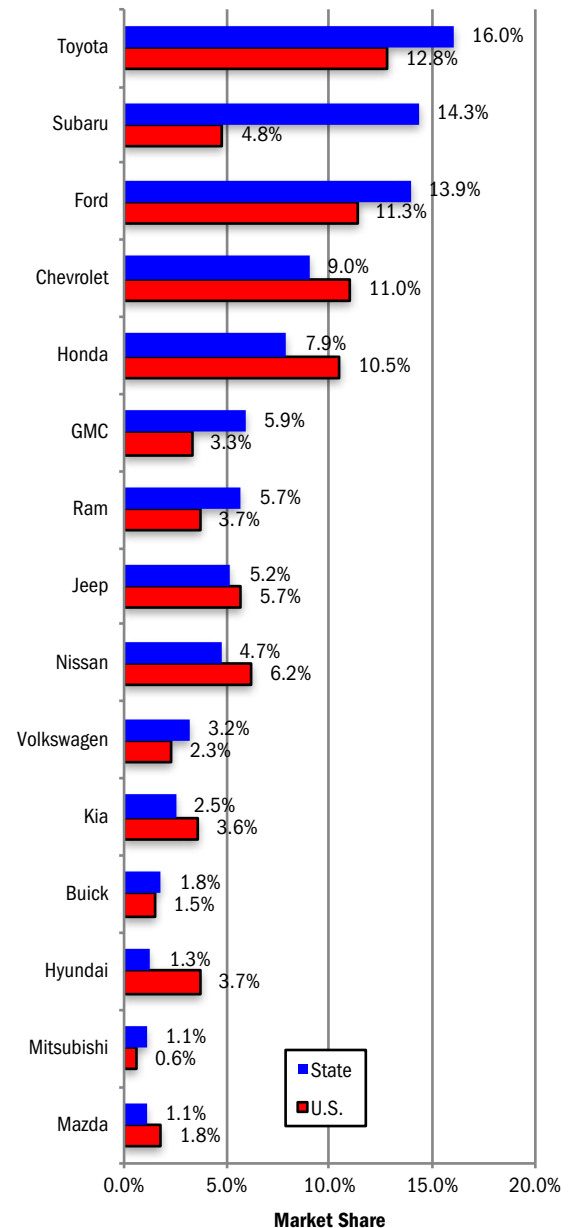
Data Source: IHS.

Data Information

All data represents new retail registrations in Vermont and excludes fleet transactions. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results.

Vermont New Retail Car and Light Truck Registrations							
Brand	# of dealers	Registrations YTD thru April			Market Share (%) YTD thru April		
		2018	2019*	% chg.	2018	2019*	Change
		Acura	1	55	59	7%	0.4
Alfa Romeo	1	4	8	100%	0.0	0.1	0.1
Audi	2	146	130	-11%	1.1	1.1	0.0
BMW	1	76	99	30%	0.6	0.8	0.2
Buick	9	210	219	4%	1.6	1.8	0.2
Cadillac	5	29	30	3%	0.2	0.2	0.0
Chevrolet	13	1,236	1,094	-11%	9.7	9.0	-0.7
Chrysler	10	43	34	-21%	0.3	0.3	0.0
Dodge	9	106	89	-16%	0.8	0.7	-0.1
Fiat	1	4	7	75%	0.0	0.1	0.1
Ford	16	1,661	1,684	1%	13.0	13.9	0.9
Genesis	1	2	3	50%	0.0	0.0	0.0
GMC	9	887	719	-19%	6.9	5.9	-1.0
Honda	4	927	958	3%	7.2	7.9	0.7
Hyundai	3	185	155	-16%	1.4	1.3	-0.1
Infiniti	0	7	9	29%	0.1	0.1	0.0
Jaguar	0	5	6	20%	0.0	0.0	0.0
Jeep	9	699	627	-10%	5.5	5.2	-0.3
Kia	3	254	299	18%	2.0	2.5	0.5
Land Rover	0	22	21	-5%	0.2	0.2	0.0
Lexus	0	21	22	5%	0.2	0.2	0.0
Lincoln	4	19	21	11%	0.1	0.2	0.1
Mazda	2	138	130	-6%	1.1	1.1	0.0
Mercedes	1	62	51	-18%	0.5	0.4	-0.1
MINI	1	42	26	-38%	0.3	0.2	-0.1
Mitsubishi	2	187	137	-27%	1.5	1.1	-0.4
Nissan	5	549	574	5%	4.3	4.7	0.4
Porsche	0	9	8	-11%	0.1	0.1	0.0
Ram	6	627	693	11%	4.9	5.7	0.8
Subaru	7	1,695	1,733	2%	13.2	14.3	1.1
Tesla	0	17	29	71%	0.1	0.2	0.1
Toyota/Scion	7	2,329	1,939	-17%	18.2	16.0	-2.2
Volkswagen	4	439	386	-12%	3.4	3.2	-0.2
Volvo	2	108	110	2%	0.8	0.9	0.1
Others	-	6	4	-33%	0.0	0.0	0.0

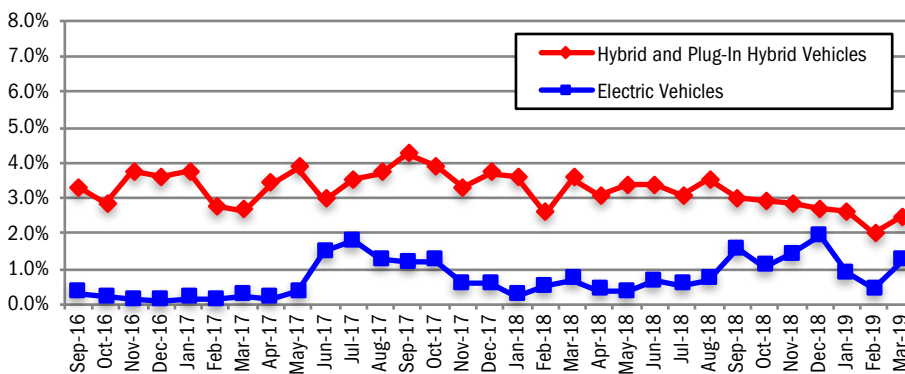
Vermont and U.S. Market Share Top 15 selling brands - YTD '19 thru April*



Data Source: IHS.

*April 2019 figures estimated by Auto Outlook.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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