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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 6.9% during the first two months of this year versus a year earlier. The U.S. market was off by 3.7%.

New retail car and light truck registrations in the state were up an estimated 3% in February of 2019 versus a year earlier.

Passenger car registrations declined 12.5% so far this year. Light trucks were off 5.5%.

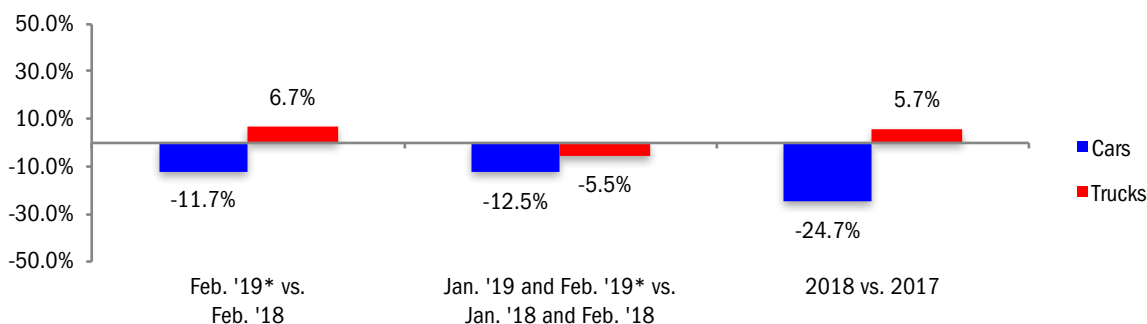
The three month moving average declined slightly in February of 2019 vs. a year earlier.

Buick, Ram, Subaru, and Honda registrations increased so far this year (see page 2).

Vermont New Retail Car and Light Truck Registrations									
	February*			Jan. '19 and Feb. '19* Combined			Annual Totals		
	2018	2019*	% chg.	Previous	Current	% chg.	2017	2018	Chg.
Industry Total	2,939	3,027	3.0%	5,655	5,266	-6.9%	42,548	41,564	-2.3%
Cars	588	519	-11.7%	1,089	953	-12.5%	11,180	8,422	-24.7%
Light Trucks	2,351	2,508	6.7%	4,566	4,313	-5.5%	31,368	33,142	5.7%
Detroit Three	1,325	1,365	3.0%	2,462	2,322	-5.7%	17,777	17,845	0.4%
European	227	225	-0.9%	410	373	-9.0%	3,312	2,974	-10.2%
Japanese	1,291	1,331	3.1%	2,595	2,388	-8.0%	19,839	19,231	-3.1%
Korean	96	106	10.4%	188	183	-2.7%	1,620	1,514	-6.5%

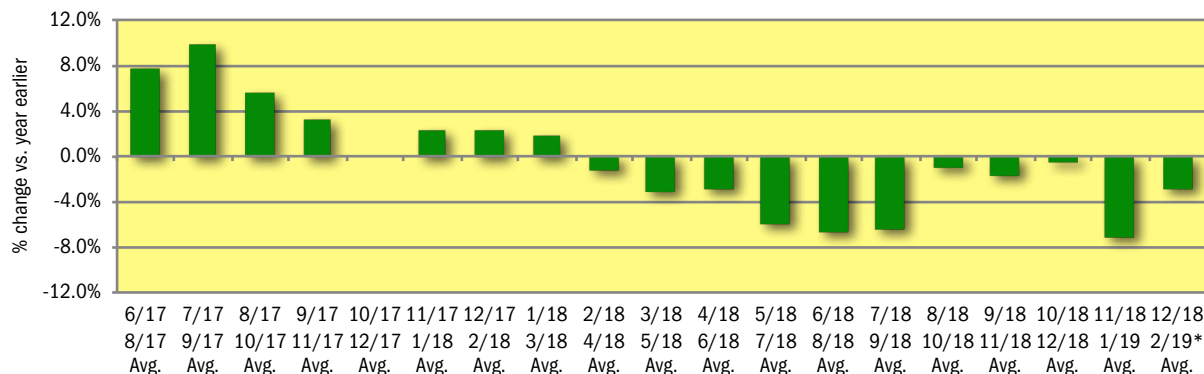
Source: IHS February 2019 figures were estimated by Auto Outlook.

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



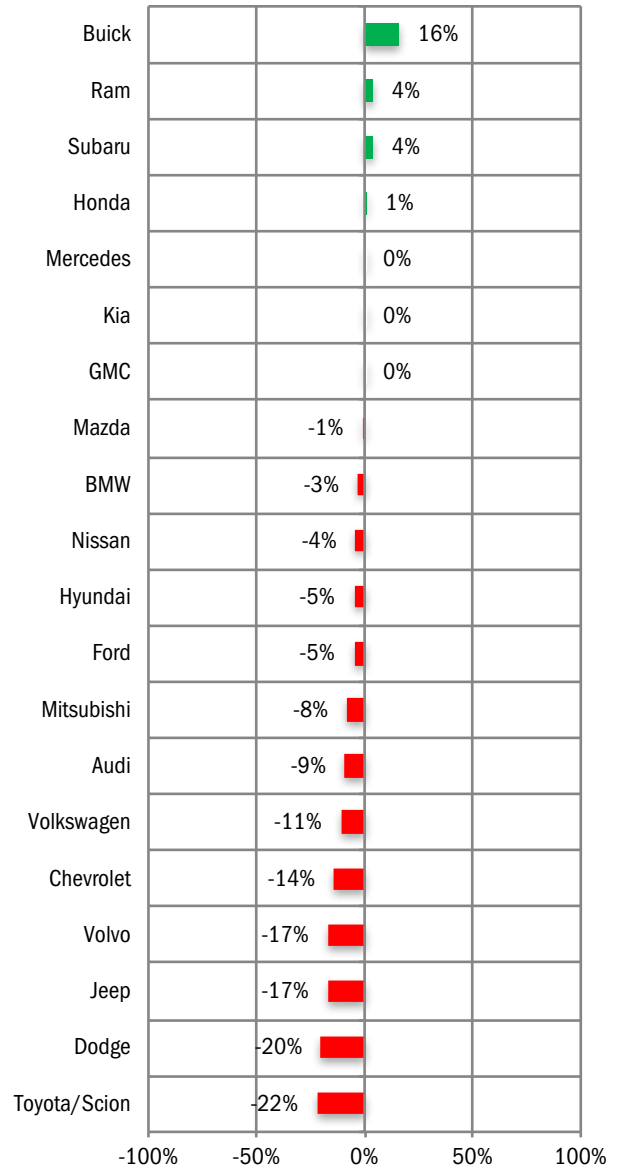
Data Source: IHS.

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			Market Share (%)		
		YTD thru February			YTD thru February		
		2018	2019*	% chg.	2018	2019*	Change
Acura	1	23	25	9%	0.4	0.5	0.1
Alfa Romeo	1	1	1	0%	0.0	0.0	0.0
Audi	2	57	52	-9%	1.0	1.0	0.0
BMW	1	33	32	-3%	0.6	0.6	0.0
Buick	9	94	109	16%	1.7	2.1	0.4
Cadillac	5	11	14	27%	0.2	0.3	0.1
Chevrolet	13	547	469	-14%	9.7	8.9	-0.8
Chrysler	10	19	15	-21%	0.3	0.3	0.0
Dodge	9	49	39	-20%	0.9	0.7	-0.2
Fiat	1	0	1		0.0	0.0	0.0
Ford	16	747	710	-5%	13.2	13.5	0.3
Genesis	1	1	0		0.0	0.0	0.0
GMC	9	395	396	0%	7.0	7.5	0.5
Honda	4	395	398	1%	7.0	7.6	0.6
Hyundai	3	78	74	-5%	1.4	1.4	0.0
Infiniti	0	3	2	-33%	0.1	0.0	-0.1
Jaguar	0	1	1	0%	0.0	0.0	0.0
Jeep	9	300	250	-17%	5.3	4.7	-0.6
Kia	3	109	109	0%	1.9	2.1	0.2
Land Rover	0	10	12	20%	0.2	0.2	0.0
Lexus	0	13	13	0%	0.2	0.2	0.0
Lincoln	4	8	9	13%	0.1	0.2	0.1
Mazda	2	67	66	-1%	1.2	1.3	0.1
Mercedes	1	33	33	0%	0.6	0.6	0.0
MINI	1	19	16	-16%	0.3	0.3	0.0
Mitsubishi	2	78	72	-8%	1.4	1.4	0.0
Nissan	5	251	242	-4%	4.4	4.6	0.2
Porsche	0	3	3	0%	0.1	0.1	0.0
Ram	6	285	297	4%	5.0	5.6	0.6
Subaru	7	757	788	4%	13.4	15.0	1.6
Tesla	0	6	14	133%	0.1	0.3	0.2
Toyota/Scion	7	1,008	782	-22%	17.8	14.8	-3.0
Volkswagen	4	205	182	-11%	3.6	3.5	-0.1
Volvo	2	46	38	-17%	0.8	0.7	-0.1
Others	-	3	2	-33%	0.1	0.0	-0.1

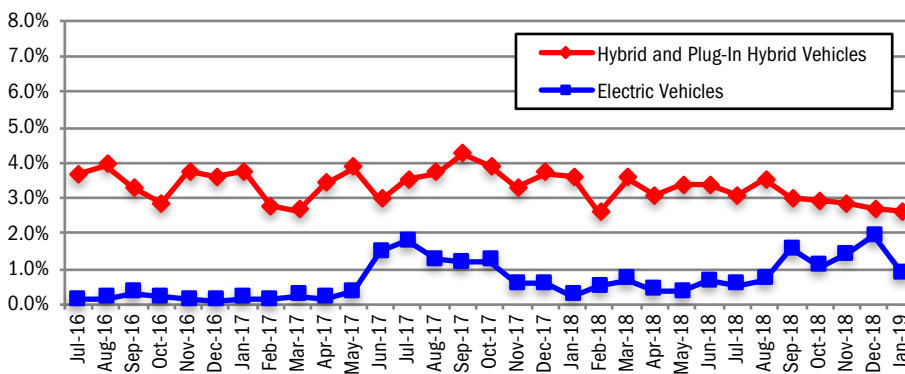
Percent Change in Brand Registrations
YTD 2019 thru February* vs. YTD '18



Data Source: IHS.

*Feb. 2019 figures estimated by Auto Outlook.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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