

Vermont Auto Outlook™

Comprehensive information on the Vermont new vehicle market

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Quick Facts

The Vermont new retail light vehicle market declined 1.8% from 2018 to 2019. The U.S. market was off by 2.6%.

New retail car and light truck registrations in the state declined an estimated 2% in January of this year versus a year earlier.

Passenger car registrations declined 16.6% in 2019. Light trucks increased by 2%.

The three month moving average declined in January of 2020 vs. a year earlier.

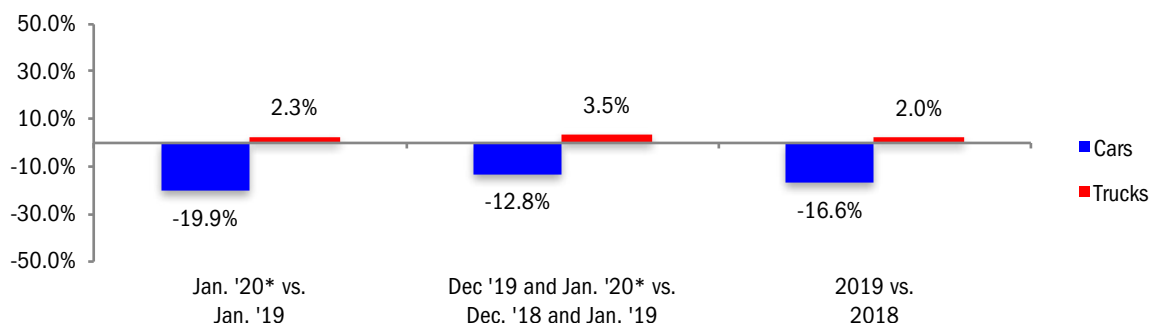
Toyota, Ford, Subaru, Chevrolet, and Honda were market share leaders in Vermont last year (see page 2).

Hybrid vehicle market share in the state was 4.2% for all of 2019. Electric vehicle share was 1.3%.

Vermont New Retail Car and Light Truck Registrations									
	January*			Dec. '19 and Jan. '20* Combined			Annual Totals		
	2018	2019*	% chg.	Previous	Current	% chg.	2018	2019	Chg.
Industry Total	2,235	2,190	-2.0%	5,516	5,550	0.6%	41,532	40,796	-1.8%
Cars	433	347	-19.9%	977	852	-12.8%	8,410	7,016	-16.6%
Light Trucks	1,802	1,843	2.3%	4,539	4,698	3.5%	33,122	33,780	2.0%

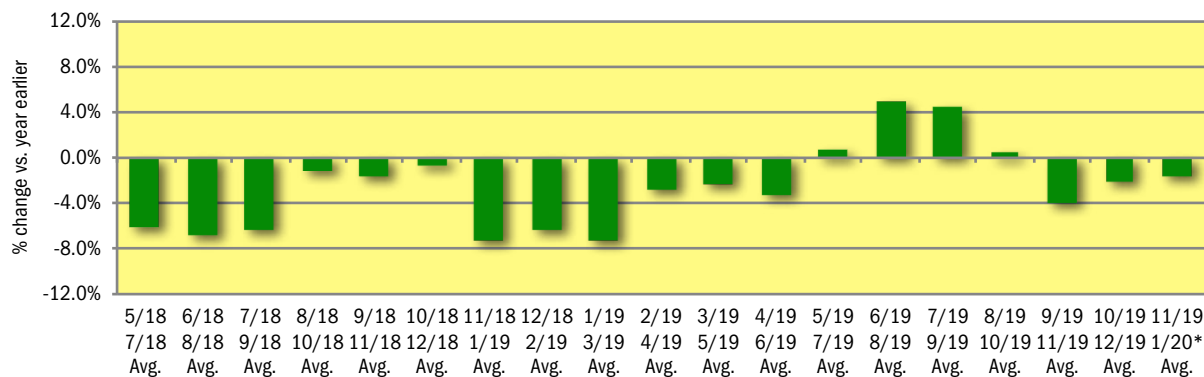
Source: IHS January 2020 figures were estimated by Auto Outlook.

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



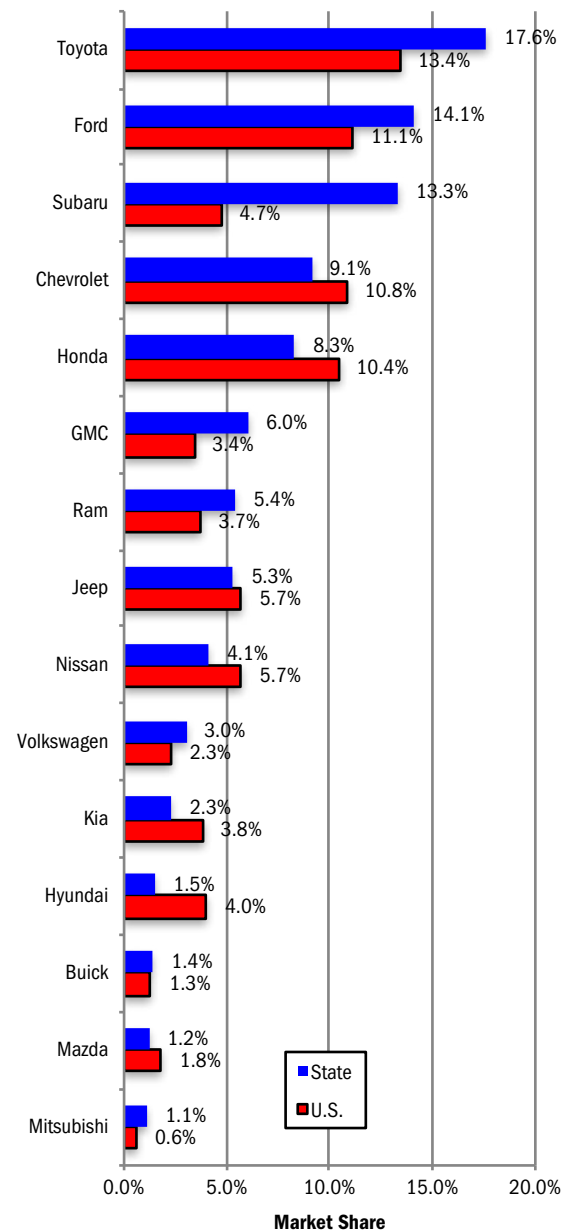
Data Source: IHS.

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.

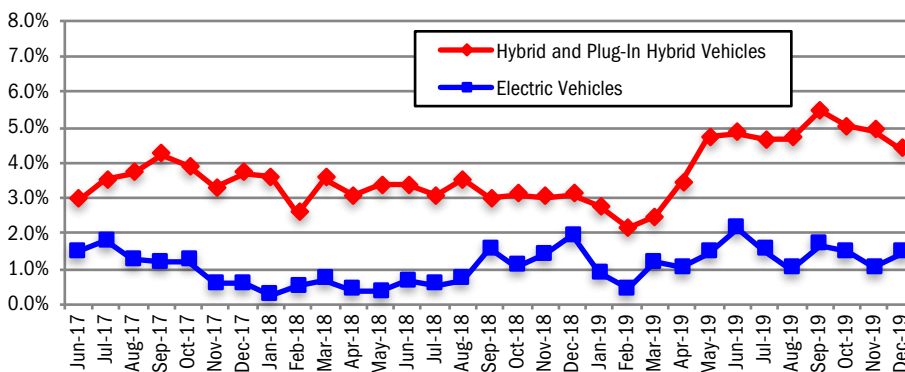
Vermont New Retail Car and Light Truck Registrations							
Brand	# of dealers	Registrations Annual Totals			Market Share (%) Annual Totals		
		2018	2019	% chg.	2018	2019	Change
Acura	1	172	166	-3%	0.4	0.4	0.0
Alfa Romeo	1	22	21	-5%	0.1	0.1	0.0
Audi	2	478	423	-12%	1.2	1.0	-0.2
BMW	1	277	319	15%	0.7	0.8	0.1
Buick	9	573	584	2%	1.4	1.4	0.0
Cadillac	5	92	106	15%	0.2	0.3	0.1
Chevrolet	13	3,674	3,704	1%	8.8	9.1	0.3
Chrysler	10	129	74	-43%	0.3	0.2	-0.1
Dodge	9	332	257	-23%	0.8	0.6	-0.2
Fiat	1	17	13	-24%	0.0	0.0	0.0
Ford	16	5,679	5,748	1%	13.7	14.1	0.4
Genesis	1	3	9	200%	0.0	0.0	0.0
GMC	9	2,677	2,435	-9%	6.4	6.0	-0.4
Honda	4	3,176	3,398	7%	7.6	8.3	0.7
Hyundai	3	574	626	9%	1.4	1.5	0.1
Infiniti	0	18	19	6%	0.0	0.0	0.0
Jaguar	0	11	13	18%	0.0	0.0	0.0
Jeep	9	2,287	2,178	-5%	5.5	5.3	-0.2
Kia	3	937	921	-2%	2.3	2.3	0.0
Land Rover	0	61	57	-7%	0.1	0.1	0.0
Lexus	0	66	68	3%	0.2	0.2	0.0
Lincoln	4	93	89	-4%	0.2	0.2	0.0
Mazda	2	442	471	7%	1.1	1.2	0.1
Mercedes	1	205	202	-1%	0.5	0.5	0.0
MINI	1	136	115	-15%	0.3	0.3	0.0
Mitsubishi	2	522	449	-14%	1.3	1.1	-0.2
Nissan	5	1,985	1,693	-15%	4.8	4.1	-0.7
Porsche	0	28	25	-11%	0.1	0.1	0.0
Ram	6	2,087	2,204	6%	5.0	5.4	0.4
Subaru	7	5,515	5,419	-2%	13.3	13.3	0.0
Tesla	0	194	163	-16%	0.5	0.4	-0.1
Toyota/Scion	7	7,319	7,192	-2%	17.6	17.6	0.0
Volkswagen	4	1,362	1,234	-9%	3.3	3.0	-0.3
Volvo	2	373	379	2%	0.9	0.9	0.0
Others	-	14	21	50%	0.0	0.1	0.1

Vermont and U.S. Market Share Top 15 selling brands - 2019



Data Source: IHS.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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