

Vermont Auto Outlook™

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Comprehensive information on the Vermont new vehicle market

Quick Facts

The Vermont new retail light vehicle market declined 2.3% from 2018 to 2019. The U.S. market was off by 2.9%.

New retail car and light truck registrations in the state declined an estimated 4% in December of 2019 versus a year earlier.

Passenger car registrations declined 17.4% in 2019. Light trucks increased by 1.6%.

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

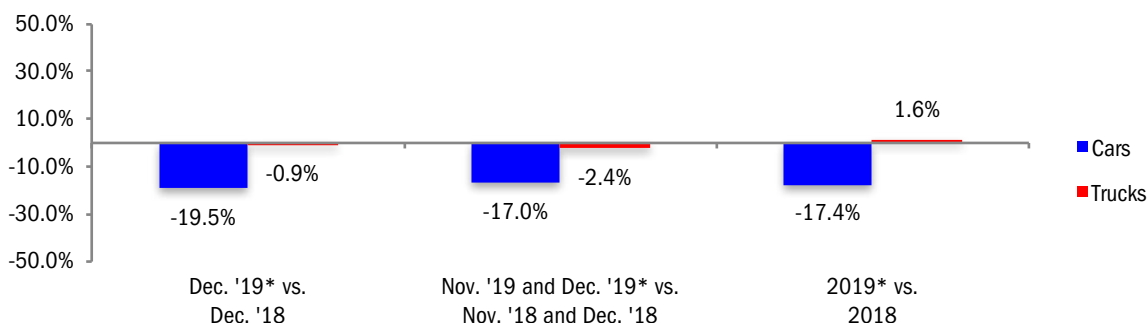
New retail registrations increased by more than 5% last year for BMW, Mazda, Hyundai, Honda, and Ram (see page 2).

Hybrid vehicle market share in the state was 4.9% in November of this year. Electric vehicle share was 1.0%.

Vermont New Retail Car and Light Truck Registrations									
	December*			Nov. '19 and Dec. '19* Combined			Annual Totals		
	2018	2019*	% chg.	Previous	Current	% chg.	2018	2019*	Chg.
Industry Total	3,281	3,149	-4.0%	6,176	5,872	-4.9%	41,532	40,585	-2.3%
Cars	544	438	-19.5%	1,050	871	-17.0%	8,410	6,949	-17.4%
Light Trucks	2,737	2,711	-0.9%	5,126	5,001	-2.4%	33,122	33,636	1.6%

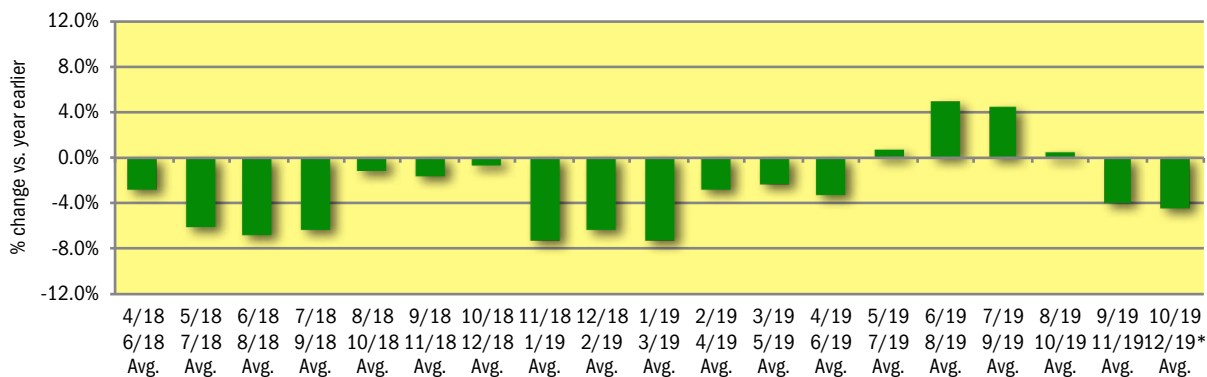
Source: IHS December 2019 figures were estimated by Auto Outlook.

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



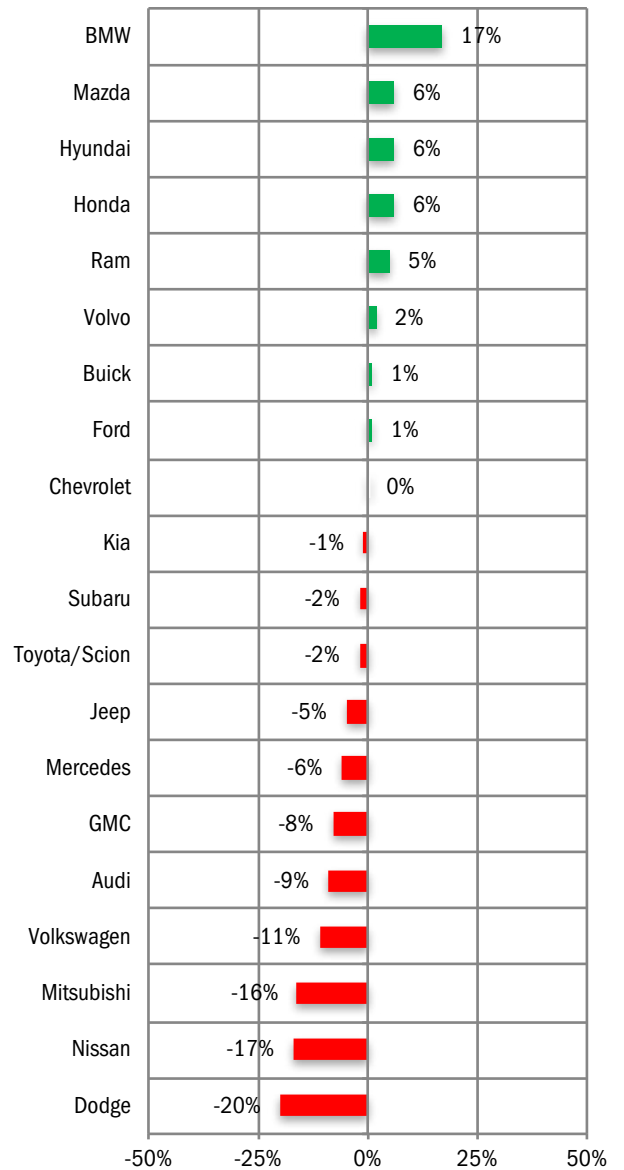
Data Source: IHS.

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.

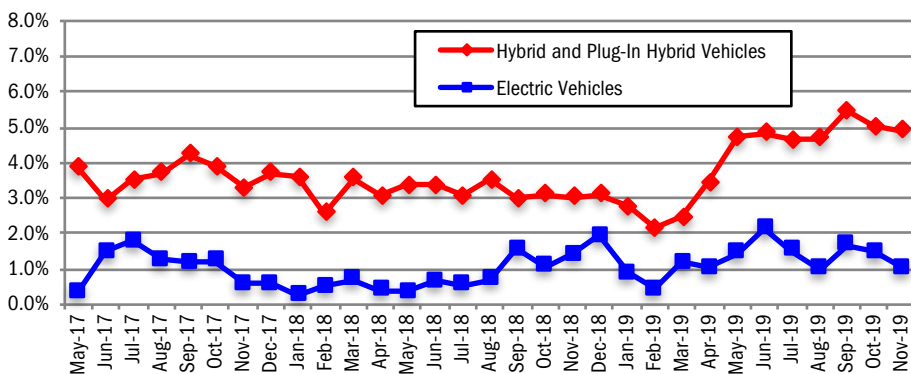
Vermont New Retail Car and Light Truck Registrations							
Brand	# of dealers	Registrations Annual Totals			Market Share (%) Annual Totals		
		2018	2019*	% chg.	2018	2019*	Change
Acura	1	172	170	-1%	0.4	0.4	0.0
Alfa Romeo	1	22	19	-14%	0.1	0.0	-0.1
Audi	2	478	437	-9%	1.2	1.1	-0.1
BMW	1	277	324	17%	0.7	0.8	0.1
Buick	9	573	578	1%	1.4	1.4	0.0
Cadillac	5	92	103	12%	0.2	0.3	0.1
Chevrolet	13	3,674	3,687	0%	8.8	9.1	0.3
Chrysler	10	129	78	-40%	0.3	0.2	-0.1
Dodge	9	332	266	-20%	0.8	0.7	-0.1
Fiat	1	17	13	-24%	0.0	0.0	0.0
Ford	16	5,679	5,737	1%	13.7	14.1	0.4
Genesis	1	3	10	233%	0.0	0.0	0.0
GMC	9	2,677	2,466	-8%	6.4	6.1	-0.3
Honda	4	3,176	3,372	6%	7.6	8.3	0.7
Hyundai	3	574	611	6%	1.4	1.5	0.1
Infiniti	0	18	18	0%	0.0	0.0	0.0
Jaguar	0	11	14	27%	0.0	0.0	0.0
Jeep	9	2,287	2,163	-5%	5.5	5.3	-0.2
Kia	3	937	925	-1%	2.3	2.3	0.0
Land Rover	0	61	52	-15%	0.1	0.1	0.0
Lexus	0	66	69	5%	0.2	0.2	0.0
Lincoln	4	93	93	0%	0.2	0.2	0.0
Mazda	2	442	468	6%	1.1	1.2	0.1
Mercedes	1	205	192	-6%	0.5	0.5	0.0
MINI	1	136	116	-15%	0.3	0.3	0.0
Mitsubishi	2	522	436	-16%	1.3	1.1	-0.2
Nissan	5	1,985	1,654	-17%	4.8	4.1	-0.7
Porsche	0	28	24	-14%	0.1	0.1	0.0
Ram	6	2,087	2,196	5%	5.0	5.4	0.4
Subaru	7	5,515	5,384	-2%	13.3	13.3	0.0
Tesla	0	194	159	-18%	0.5	0.4	-0.1
Toyota/Scion	7	7,319	7,143	-2%	17.6	17.6	0.0
Volkswagen	4	1,362	1,210	-11%	3.3	3.0	-0.3
Volvo	2	373	381	2%	0.9	0.9	0.0
Others	-	14	16	14%	0.0	0.0	0.0

Percent Change in Brand Registrations
2019* vs. 2018



Data Source: IHS. *December 2019 figures estimated by Auto Outlook.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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