

Vermont Auto Outlook™

Comprehensive information on the Vermont new vehicle market

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**% Change In
New Retail Market:
YTD '22 thru February
vs. YTD '21**



Light trucks

-7.7%



Cars

-15.1%

Vermont New Retail Light Vehicle Registrations

	Light Trucks	Cars	Total
YTD '21 thru Feb.	4,974	675	5,649
YTD '22 thru Feb.	4,589	573	5,162
% change	-7.7%	-15.1%	-8.6%
Feb-21	2,429	314	2,743
Feb-22	2,092	230	2,322
% change	-13.9%	-26.8%	-15.3%

QUICK FACTS

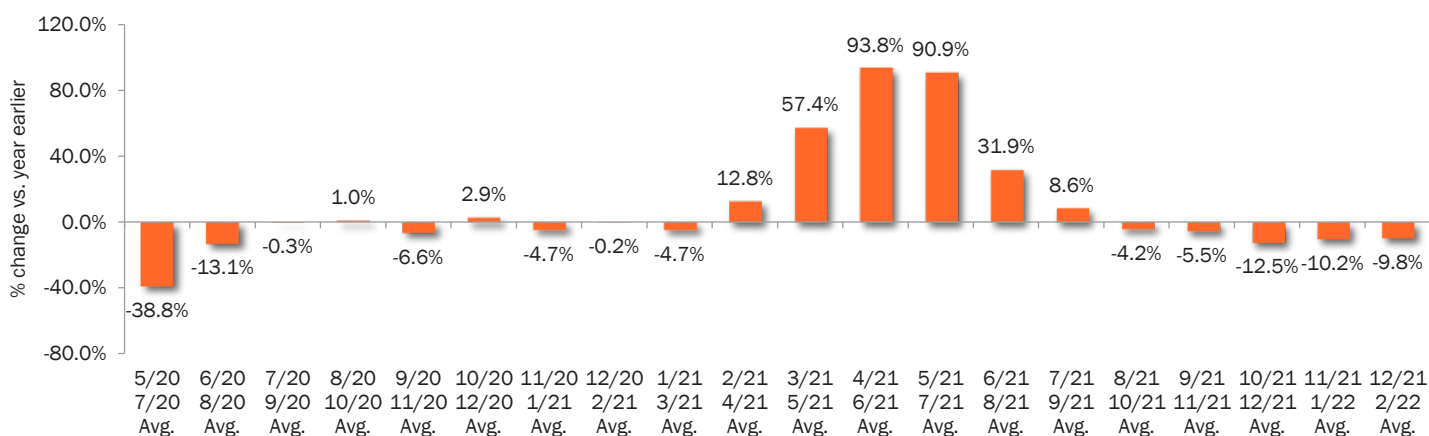
New retail light vehicle registrations in Vermont declined 8.6% during the first two months of this year versus year earlier. U.S. market fell by an estimated 10.4%

Five brands had increases of greater than 40%: Dodge, MINI, Mitsubishi, Hyundai, and Volkswagen.

Market share for pure electric vehicles was 3.1% during the first two months of this year.

Data Source: AutoCount data from Experian.

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




The graph above provides a clear picture of the trending direction of the state market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

Data Source: AutoCount data from Experian.


Data Information


Data presented in Auto Outlook measures new retail vehicle registrations in Vermont. Monthly recording of registrations occurs when vehicle title information is processed, which may differ from date of sale. Title recording can occasionally be subject to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results Data Source: AutoCount data from Experian.

**Change in New Retail
Light Vehicle Registrations
YTD '22 thru February vs.
Year Earlier**

**DOMESTIC
BRANDS**
 **DOWN
11.6%**

**EUROPEAN
BRANDS**
 **UP
12.1%**

**JAPANESE
BRANDS**
 **DOWN
10.0%**

**KOREAN
BRANDS**
 **DOWN
0.4%**

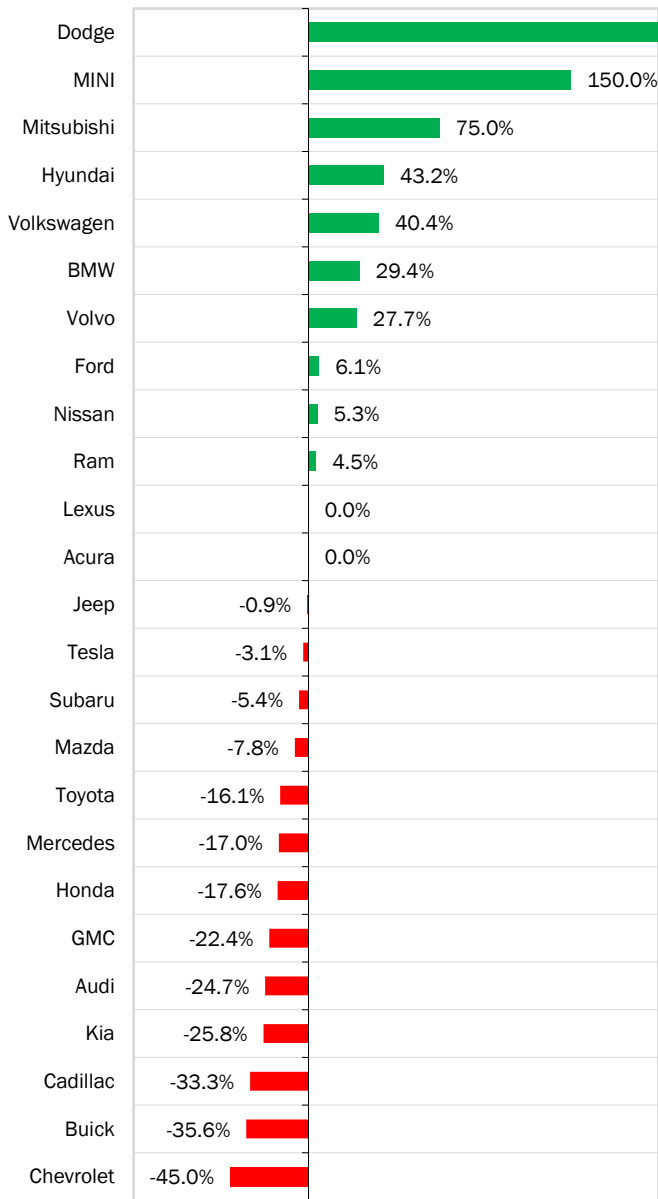
Vermont New Retail Car and Light Truck Registrations							
	Number of dealers	YTD thru Feb.			YTD Market Share (%)		
		2021	2022	% chg.	2021	2022	Chg.
TOTAL	--	5,649	5,162	-8.6%			
Cars	--	675	573	-15.1%	11.9	11.1	-0.8
Trucks	--	4,974	4,589	-7.7%	88.1	88.9	0.8
Domestic Brands	--	2,516	2,224	-11.6%	44.5	43.1	-1.5
European Brands	--	428	480	12.1%	7.6	9.3	1.7
Japanese Brands	--	2,460	2,214	-10.0%	43.5	42.9	-0.7
Korean Brands	--	245	244	-0.4%	4.3	4.7	0.4
Acura	1	20	20	0.0%	0.4	0.4	0.0
Alfa Romeo	0	1	1	0.0%	0.0	0.0	0.0
Audi	2	93	70	-24.7%	1.6	1.4	-0.3
BMW	1	34	44	29.4%	0.6	0.9	0.3
Buick	7	45	29	-35.6%	0.8	0.6	-0.2
Cadillac	4	21	14	-33.3%	0.4	0.3	-0.1
Chevrolet	12	605	333	-45.0%	10.7	6.5	-4.3
Chrysler	9	7	10	42.9%	0.1	0.2	0.1
Dodge	9	12	43	258.3%	0.2	0.8	0.6
Ford	11	735	780	6.1%	13.0	15.1	2.1
Genesis	0	2	3	50.0%	0.0	0.1	0.0
GMC	8	362	281	-22.4%	6.4	5.4	-1.0
Honda	6	392	323	-17.6%	6.9	6.3	-0.7
Hyundai	2	88	126	43.2%	1.6	2.4	0.9
Infiniti	0	2	3	50.0%	0.0	0.1	0.0
Jaguar	0	0	1		0.0	0.0	0.0
Jeep	9	345	342	-0.9%	6.1	6.6	0.5
Kia	2	155	115	-25.8%	2.7	2.2	-0.5
Land Rover	0	20	7	-65.0%	0.4	0.1	-0.2
Lexus	0	16	16	0.0%	0.3	0.3	0.0
Lincoln	2	8	4	-50.0%	0.1	0.1	-0.1
Mazda	2	90	83	-7.8%	1.6	1.6	0.0
Mercedes	1	53	44	-17.0%	0.9	0.9	-0.1
MINI	1	8	20	150.0%	0.1	0.4	0.2
Mitsubishi	2	40	70	75.0%	0.7	1.4	0.6
Nissan	4	171	180	5.3%	3.0	3.5	0.5
Other	--	8	1	-87.5%	0.1	0.0	-0.1
Porsche	0	5	5	0.0%	0.1	0.1	0.0
Ram	8	312	326	4.5%	5.5	6.3	0.8
Subaru	7	670	634	-5.4%	11.9	12.3	0.4
Tesla	0	64	62	-3.1%	1.1	1.2	0.1
Toyota	7	1,054	884	-16.1%	18.7	17.1	-1.5
Volkswagen	4	146	205	40.4%	2.6	4.0	1.4
Volvo	1	65	83	27.7%	1.2	1.6	0.5

Top ten brands are shaded grey.

Source: AutoCount data from Experian

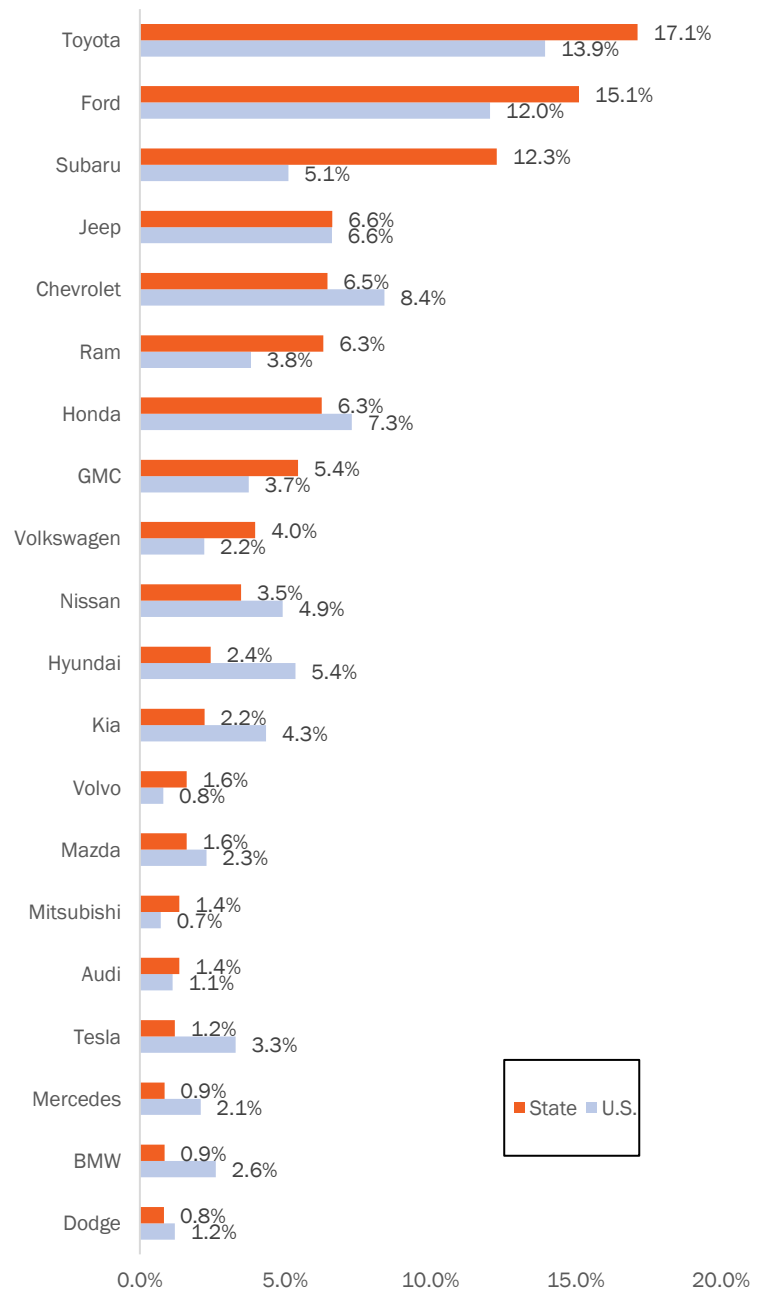
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Percent Change in Brand Registrations YTD '22 thru February vs. YTD '21 (Top 25 selling brands)



Percent change in registrations

Vermont Market Share YTD '22 thru February (Top 25 selling brands in state)



State U.S.



Registrations increased by more than 40% for Dodge (up 258%), MINI, Mitsubishi, Hyundai, and Volkswagen



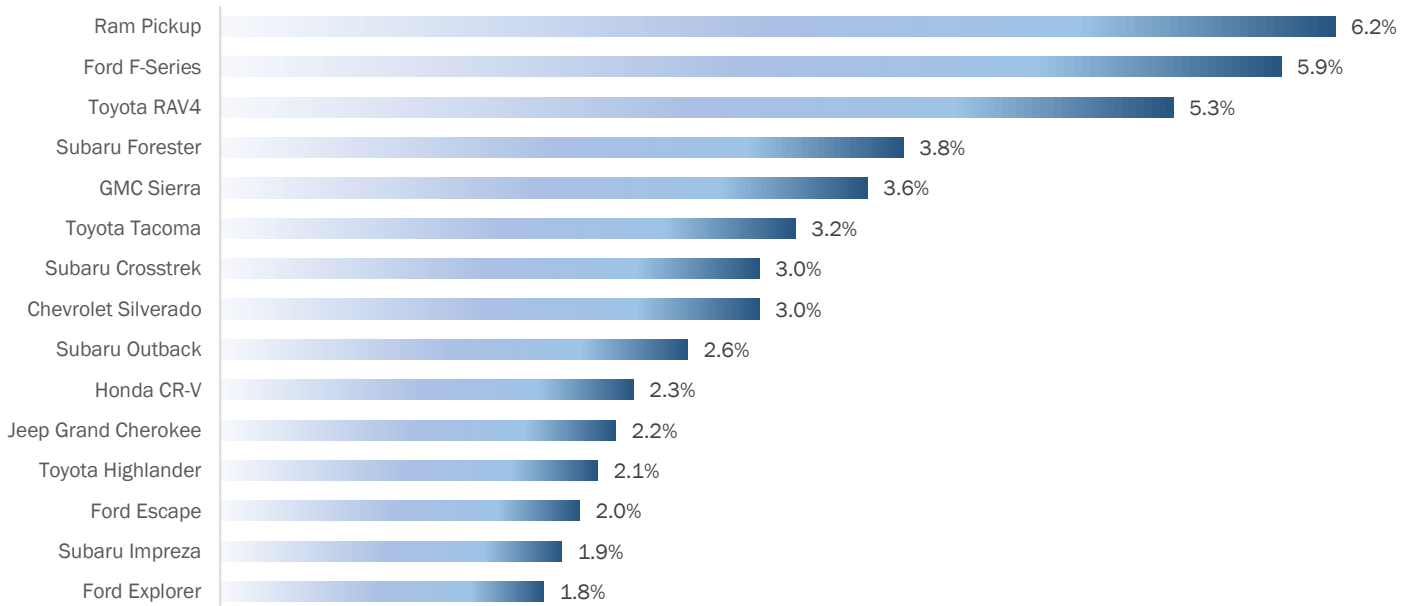
Toyota, Ford, Subaru, Jeep, and Chevrolet were market share leaders in Vermont

Data Source: AutoCount data from Experian.

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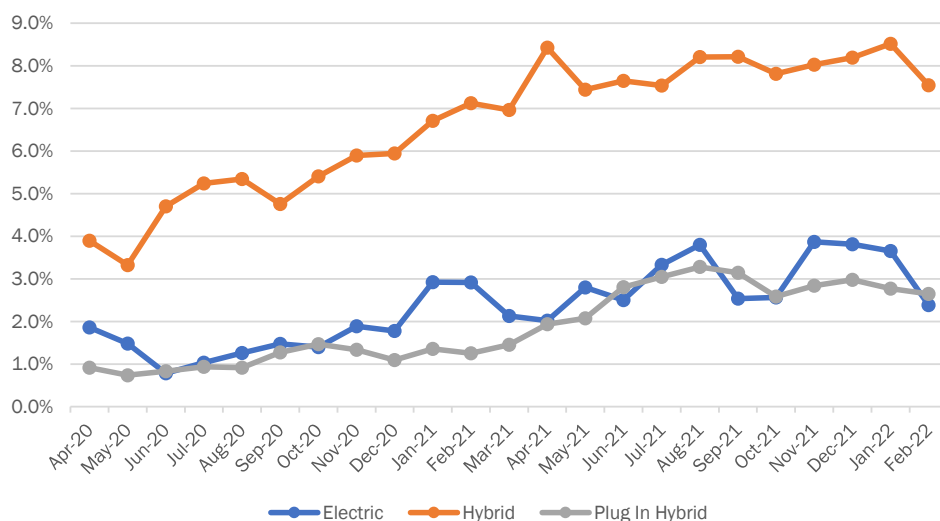
BEST SELLERS

**Top 20 Selling Models in Vermont New Retail Light Vehicle Market
Market share during YTD 2022 thru February**



HYBRID AND ELECTRIC VEHICLES

**Estimated Alternative Powertrain Market Share
(includes hybrid and electric vehicles)**



**Market Share by Engine Type
(YTD '22 thru February)**

	YTD '21	YTD '22	
Hybrid	6.9%	8.1%	↑
Electric (BEV)	2.9%	3.1%	↑
Plug In Hybrid (PHEV)	1.3%	2.7%	↑

The graph above shows estimated hybrid powertrain and electric vehicle market share in the state. Registrations by powertrain for vehicles equipped with multiple engine types were estimated by Auto Outlook. The estimates are based on model registrations compiled by Experian, and engine installation rates collected from other sources.

**Vermont
Auto Outlook**

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