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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 six months of this year versus a year earlier. The U.S. market was off by 4.1%.

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

Passenger car registrations declined 15.5% so far this year. Light trucks were off 2.6%.

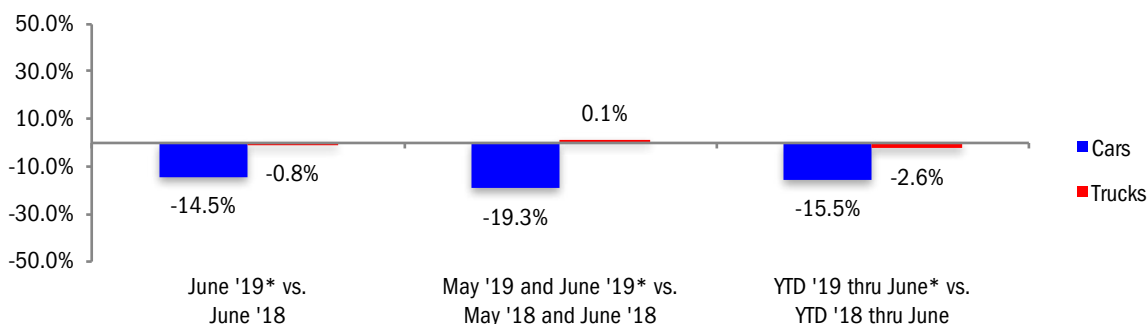
The three month moving average declined in June of 2019 vs. a year earlier.

New retail registrations increased for BMW, Kia, Ram, Buick, Mazda, and Honda during the first six months of 2019 (see page 2).

Vermont New Retail Car and Light Truck Registrations									
	June*			May '19 and June '19* Combined			YTD thru June		
	2018	2019*	% chg.	Previous	Current	% chg.	YTD '18	YTD '19*	Chg.
Industry Total	3,636	3,490	-4.0%	7,661	7,331	-4.3%	20,463	19,364	-5.4%
Cars	846	723	-14.5%	1,750	1,412	-19.3%	4,355	3,679	-15.5%
Light Trucks	2,790	2,767	-0.8%	5,911	5,919	0.1%	16,108	15,685	-2.6%
Detroit Three	1,490	1,479	-0.7%	3,205	3,140	-2.0%	8,738	8,309	-4.9%
European	255	253	-0.8%	566	518	-8.5%	1,487	1,372	-7.7%
Japanese	1,752	1,623	-7.4%	3,610	3,387	-6.2%	9,517	8,907	-6.4%
Korean	139	135	-2.9%	280	286	2.1%	721	776	7.6%

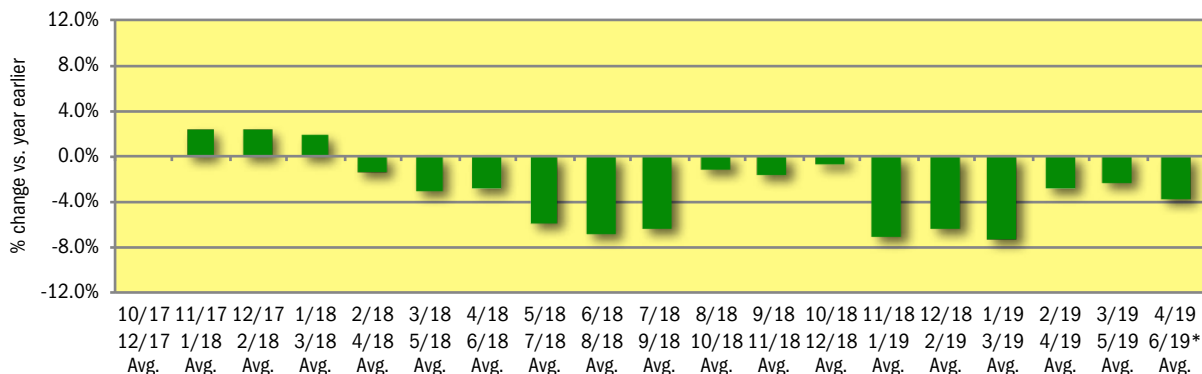
Source: IHS June 2019 figures were estimated by Auto Outlook.

### 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



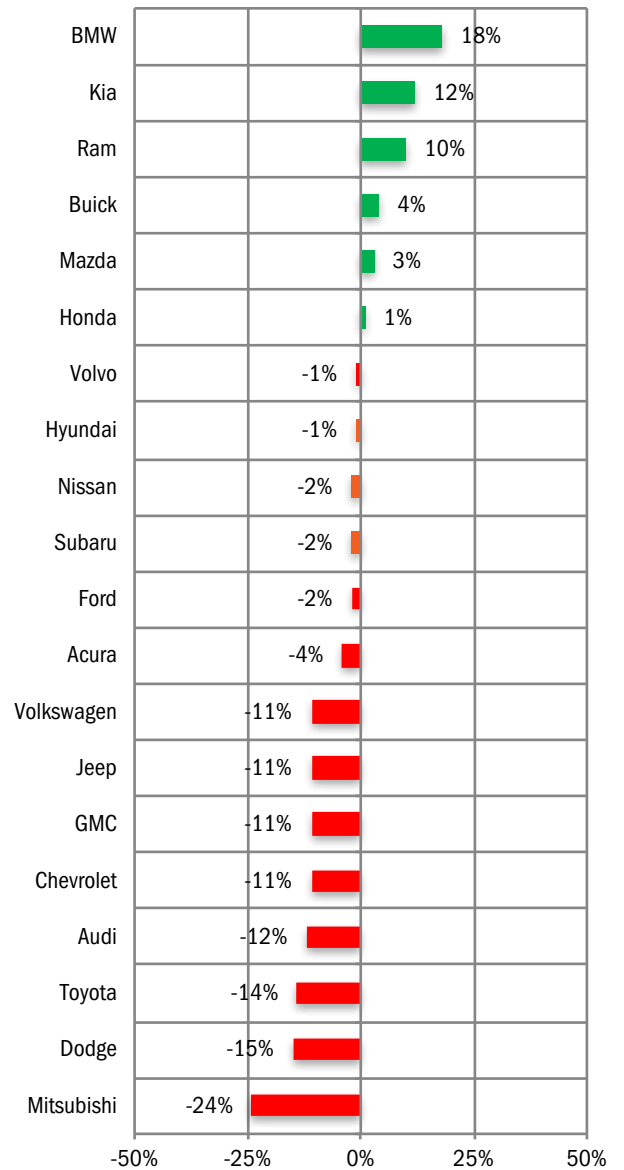
Data Source: IHS.

## 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 (%)		
		2018	2019*	% chg.	2018	2019*	Change
Acura	1	91	87	-4%	0.4	0.4	0.0
Alfa Romeo	1	10	10	0%	0.0	0.1	0.1
Audi	2	242	214	-12%	1.2	1.1	-0.1
BMW	1	137	161	18%	0.7	0.8	0.1
Buick	9	333	346	4%	1.6	1.8	0.2
Cadillac	5	45	54	20%	0.2	0.3	0.1
Chevrolet	13	1,868	1,671	-11%	9.1	8.6	-0.5
Chrysler	10	70	47	-33%	0.3	0.2	-0.1
Dodge	9	170	144	-15%	0.8	0.7	-0.1
Fiat	1	8	8	0%	0.0	0.0	0.0
Ford	16	2,738	2,676	-2%	13.4	13.8	0.4
Genesis	1	2	6	200%	0.0	0.0	0.0
GMC	9	1,321	1,170	-11%	6.5	6.0	-0.5
Honda	4	1,558	1,571	1%	7.6	8.1	0.5
Hyundai	3	290	288	-1%	1.4	1.5	0.1
Infiniti	0	9	11	22%	0.0	0.1	0.1
Jaguar	0	7	6	-14%	0.0	0.0	0.0
Jeep	9	1,138	1,014	-11%	5.6	5.2	-0.4
Kia	3	429	482	12%	2.1	2.5	0.4
Land Rover	0	31	25	-19%	0.2	0.1	-0.1
Lexus	0	28	39	39%	0.1	0.2	0.1
Lincoln	4	37	34	-8%	0.2	0.2	0.0
Mazda	2	220	226	3%	1.1	1.2	0.1
Mercedes	1	97	86	-11%	0.5	0.4	-0.1
MINI	1	67	55	-18%	0.3	0.3	0.0
Mitsubishi	2	292	223	-24%	1.4	1.2	-0.2
Nissan	5	942	920	-2%	4.6	4.8	0.2
Porsche	0	13	10	-23%	0.1	0.1	0.0
Ram	6	981	1,083	10%	4.8	5.6	0.8
Subaru	7	2,684	2,643	-2%	13.1	13.6	0.5
Tesla	0	34	67	97%	0.2	0.3	0.1
Toyota/Scion	7	3,693	3,187	-14%	18.0	16.5	-1.5
Volkswagen	4	695	621	-11%	3.4	3.2	-0.2
Volvo	2	175	173	-1%	0.9	0.9	0.0
Others	-	7	6	-14%	0.0	0.0	0.0

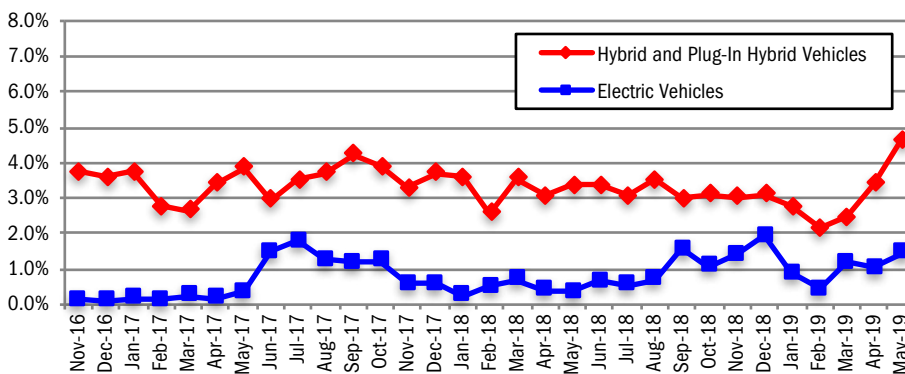
Percent Change in Brand Registrations  
YTD 2019 thru June\* vs. YTD '18



Data Source: IHS.

\*June 2019 figures estimated by Auto Outlook.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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