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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 three months of this year versus a year earlier. The U.S. market was off by 4%.

New retail car and light truck registrations in the state were up an estimated 2% in March of 2019 versus a year earlier.

Passenger car registrations declined 12.6% so far this year. Light trucks were off 5.5%.

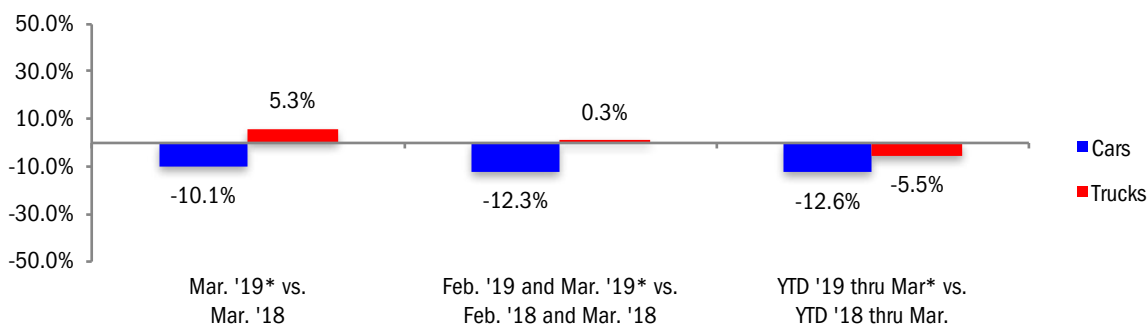
The three month moving average declined in March of 2019 vs. a year earlier.

BMW, Acura, Kia, Subaru, Mitsubishi, Ram, and Honda registrations increased so far this year (see page 2).

Vermont New Retail Car and Light Truck Registrations									
	March*			Feb. '19 and Mar. '19* Combined			YTD thru Mar.		
	2018	2019*	% chg.	Previous	Current	% chg.	YTD '18	YTD '19*	Chg.
Industry Total	3,363	3,430	2.0%	6,302	6,155	-2.3%	9,018	8,394	-6.9%
Cars	716	644	-10.1%	1,304	1,144	-12.3%	1,805	1,578	-12.6%
Light Trucks	2,647	2,786	5.3%	4,998	5,011	0.3%	7,213	6,816	-5.5%
Detroit Three	1,418	1,390	-2.0%	2,743	2,579	-6.0%	3,880	3,536	-8.9%
European	224	246	9.8%	451	419	-7.1%	634	567	-10.6%
Japanese	1,604	1,667	3.9%	2,895	2,921	0.9%	4,199	3,978	-5.3%
Korean	117	127	8.5%	213	236	10.8%	305	313	2.6%

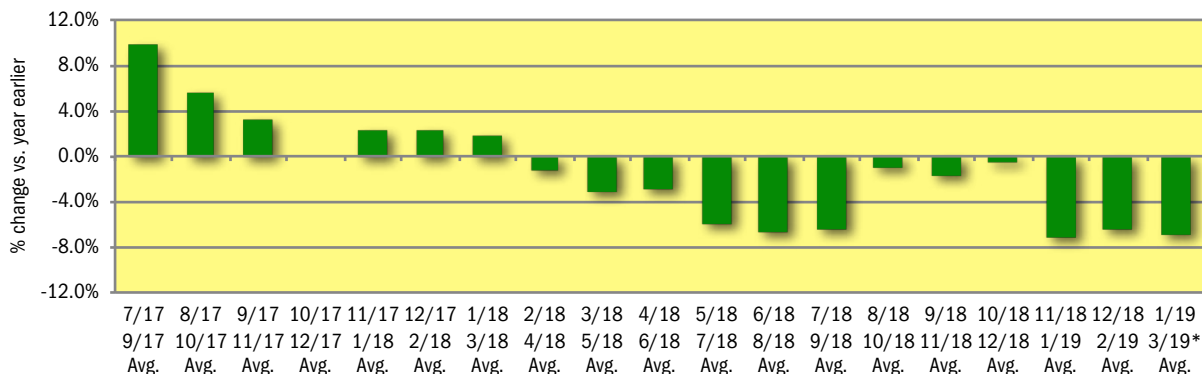
Source: IHS March 2019 figures were estimated by Auto Outlook.

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



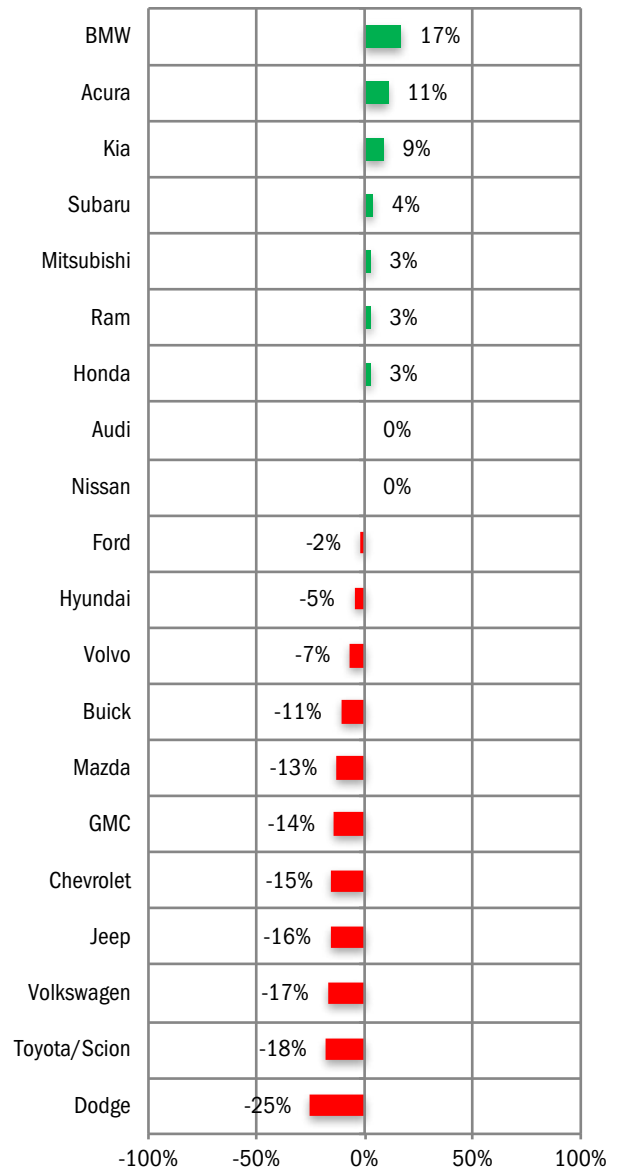
Data Source: IHS.

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 March			YTD thru March		
		2018	2019*	% chg.	2018	2019*	Change
Acura	1	37	41	11%	0.4	0.5	0.1
Alfa Romeo	1	1	5	400%	0.0	0.1	0.1
Audi	2	100	100	0%	1.1	1.2	0.1
BMW	1	46	54	17%	0.5	0.6	0.1
Buick	9	145	129	-11%	1.6	1.5	-0.1
Cadillac	5	20	20	0%	0.2	0.2	0.0
Chevrolet	13	867	733	-15%	9.6	8.7	-0.9
Chrysler	10	30	22	-27%	0.3	0.3	0.0
Dodge	9	72	54	-25%	0.8	0.6	-0.2
Fiat	1	1	2		0.0	0.0	0.0
Ford	16	1,162	1,141	-2%	12.9	13.6	0.7
Genesis	1	2	2		0.0	0.0	0.0
GMC	9	660	569	-14%	7.3	6.8	-0.5
Honda	4	638	656	3%	7.1	7.8	0.7
Hyundai	3	141	134	-5%	1.6	1.6	0.0
Infiniti	0	5	4	-20%	0.1	0.0	-0.1
Jaguar	0	3	4	33%	0.0	0.0	0.0
Jeep	9	471	397	-16%	5.2	4.7	-0.5
Kia	3	162	177	9%	1.8	2.1	0.3
Land Rover	0	15	13	-13%	0.2	0.2	0.0
Lexus	0	20	21	5%	0.2	0.3	0.1
Lincoln	4	13	15	15%	0.1	0.2	0.1
Mazda	2	98	85	-13%	1.1	1.0	-0.1
Mercedes	1	47	40	-15%	0.5	0.5	0.0
MINI	1	31	17	-45%	0.3	0.2	-0.1
Mitsubishi	2	134	138	3%	1.5	1.6	0.1
Nissan	5	411	413	0%	4.6	4.9	0.3
Porsche	0	5	4	-20%	0.1	0.0	-0.1
Ram	6	427	439	3%	4.7	5.2	0.5
Subaru	7	1,210	1,264	4%	13.4	15.1	1.7
Tesla	0	12	15	25%	0.1	0.2	0.1
Toyota/Scion	7	1,646	1,356	-18%	18.3	16.2	-2.1
Volkswagen	4	315	263	-17%	3.5	3.1	-0.4
Volvo	2	68	63	-7%	0.8	0.8	0.0
Others	-	3	4	33%	0.0	0.0	0.0

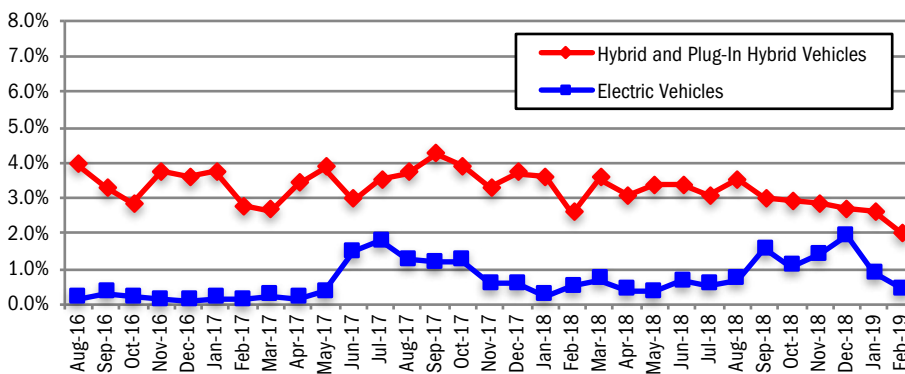
Percent Change in Brand Registrations
YTD 2019 thru March* vs. YTD '18



Data Source: IHS.

*March 2019 figures estimated by Auto Outlook.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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