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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 5.3% during the first five months of this year versus a year earlier. The U.S. market was off by 3.4%.

New retail car and light truck registrations in the state were off an estimated 3% in May of 2019 versus a year earlier.

Passenger car registrations declined 14.4% so far this year. Light trucks were off 2.9%.

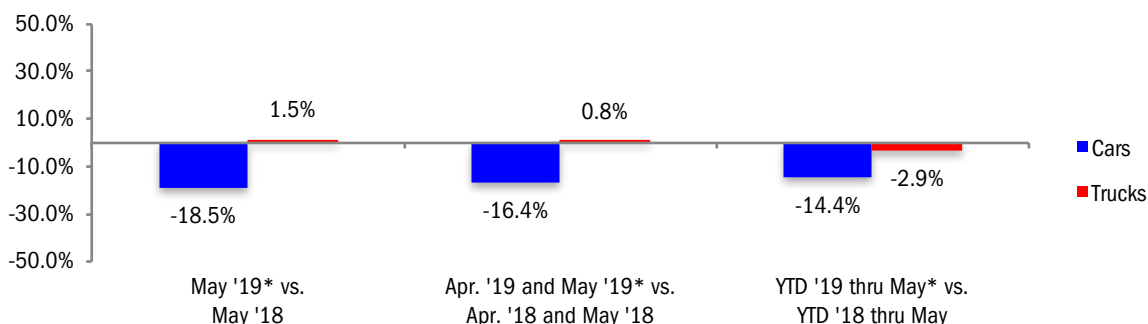
The three month moving average declined in May of 2019 vs. a year earlier.

New retail registrations increased for BMW, Kia, Ram, Nissan, Buick, and Subaru during the first five months of 2019 (see page 2).

| Vermont New Retail Car and Light Truck Registrations | | | | | | | | | |
|--|-------|-------|--------|--------------------------------|---------|--------|--------------|----------|--------|
| | May* | | | Apr. '19 and May '19* Combined | | | YTD thru May | | |
| | 2018 | 2019* | % chg. | Previous | Current | % chg. | YTD '18 | YTD '19* | Chg. |
| Industry Total | 4,028 | 3,907 | -3.0% | 7,816 | 7,582 | -3.0% | 16,834 | 15,945 | -5.3% |
| Cars | 906 | 738 | -18.5% | 1,707 | 1,427 | -16.4% | 3,512 | 3,007 | -14.4% |
| Light Trucks | 3,122 | 3,169 | 1.5% | 6,109 | 6,155 | 0.8% | 13,322 | 12,938 | -2.9% |
| Detroit Three | 1,715 | 1,654 | -3.6% | 3,371 | 3,222 | -4.4% | 7,251 | 6,826 | -5.9% |
| European | 311 | 309 | -0.6% | 598 | 584 | -2.3% | 1,232 | 1,163 | -5.6% |
| Japanese | 1,861 | 1,807 | -2.9% | 3,570 | 3,468 | -2.9% | 7,769 | 7,328 | -5.7% |
| Korean | 141 | 137 | -2.8% | 277 | 308 | 11.2% | 582 | 628 | 7.9% |

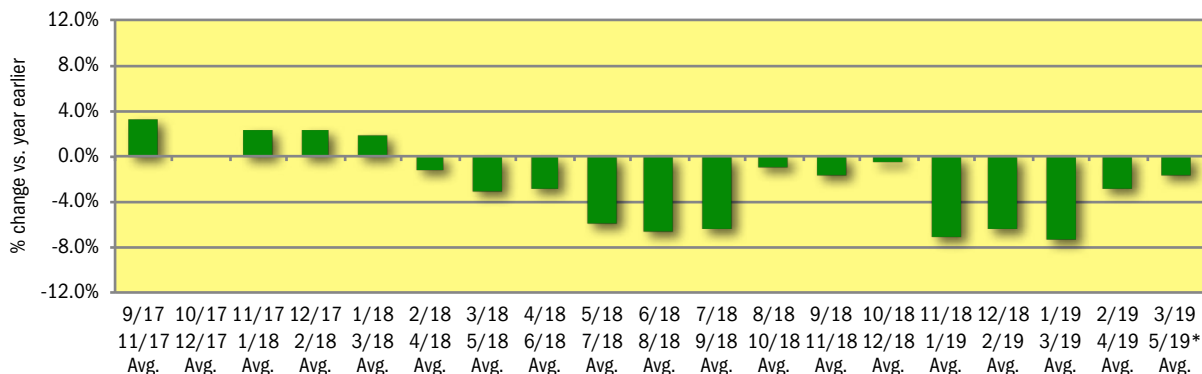
Source: IHS May 2019 figures were estimated by Auto Outlook.

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



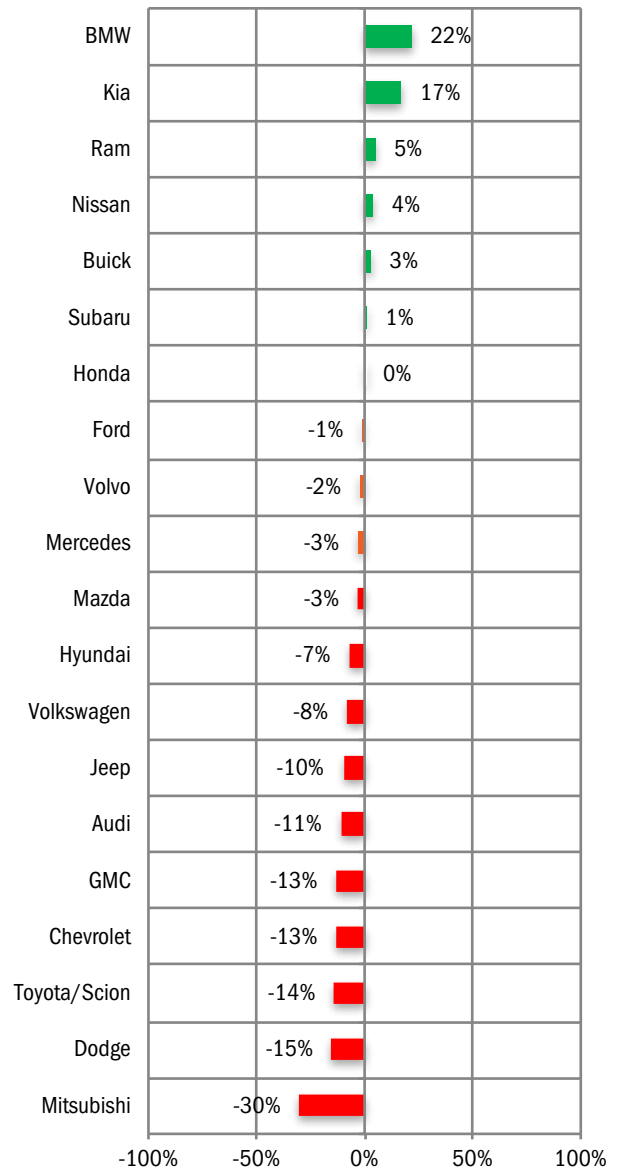
Data Source: IHS.

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 YTD thru May | | | Market Share (%) YTD thru May | | |
| | | 2018 | 2019* | % chg. | 2018 | 2019* | Change |
| Acura | 1 | 71 | 73 | 3% | 0.4 | 0.5 | 0.1 |
| Alfa Romeo | 1 | 8 | 10 | 25% | 0.0 | 0.1 | 0.1 |
| Audi | 2 | 190 | 169 | -11% | 1.1 | 1.1 | 0.0 |
| BMW | 1 | 111 | 135 | 22% | 0.7 | 0.8 | 0.1 |
| Buick | 9 | 270 | 277 | 3% | 1.6 | 1.7 | 0.1 |
| Cadillac | 5 | 38 | 37 | -3% | 0.2 | 0.2 | 0.0 |
| Chevrolet | 13 | 1,587 | 1,388 | -13% | 9.4 | 8.7 | -0.7 |
| Chrysler | 10 | 59 | 44 | -25% | 0.4 | 0.3 | -0.1 |
| Dodge | 9 | 136 | 115 | -15% | 0.8 | 0.7 | -0.1 |
| Fiat | 1 | 6 | 8 | 33% | 0.0 | 0.1 | 0.1 |
| Ford | 16 | 2,250 | 2,231 | -1% | 13.4 | 14.0 | 0.6 |
| Genesis | 1 | 2 | 5 | 150% | 0.0 | 0.0 | 0.0 |
| GMC | 9 | 1,101 | 954 | -13% | 6.5 | 6.0 | -0.5 |
| Honda | 4 | 1,248 | 1,249 | 0% | 7.4 | 7.8 | 0.4 |
| Hyundai | 3 | 231 | 215 | -7% | 1.4 | 1.3 | -0.1 |
| Infiniti | 0 | 9 | 10 | 11% | 0.1 | 0.1 | 0.0 |
| Jaguar | 0 | 6 | 5 | -17% | 0.0 | 0.0 | 0.0 |
| Jeep | 9 | 939 | 846 | -10% | 5.6 | 5.3 | -0.3 |
| Kia | 3 | 349 | 408 | 17% | 2.1 | 2.6 | 0.5 |
| Land Rover | 0 | 26 | 21 | -19% | 0.2 | 0.1 | -0.1 |
| Lexus | 0 | 23 | 28 | 22% | 0.1 | 0.2 | 0.1 |
| Lincoln | 4 | 31 | 31 | 0% | 0.2 | 0.2 | 0.0 |
| Mazda | 2 | 171 | 166 | -3% | 1.0 | 1.0 | 0.0 |
| Mercedes | 1 | 86 | 83 | -3% | 0.5 | 0.5 | 0.0 |
| MINI | 1 | 56 | 44 | -21% | 0.3 | 0.3 | 0.0 |
| Mitsubishi | 2 | 239 | 168 | -30% | 1.4 | 1.1 | -0.3 |
| Nissan | 5 | 767 | 801 | 4% | 4.6 | 5.0 | 0.4 |
| Porsche | 0 | 12 | 9 | -25% | 0.1 | 0.1 | 0.0 |
| Ram | 6 | 816 | 860 | 5% | 4.8 | 5.4 | 0.6 |
| Subaru | 7 | 2,200 | 2,211 | 1% | 13.1 | 13.9 | 0.8 |
| Tesla | 0 | 21 | 41 | 95% | 0.1 | 0.3 | 0.2 |
| Toyota/Scion | 7 | 3,041 | 2,622 | -14% | 18.1 | 16.4 | -1.7 |
| Volkswagen | 4 | 582 | 536 | -8% | 3.5 | 3.4 | -0.1 |
| Volvo | 2 | 144 | 141 | -2% | 0.9 | 0.9 | 0.0 |
| Others | - | 7 | 4 | -43% | 0.0 | 0.0 | 0.0 |

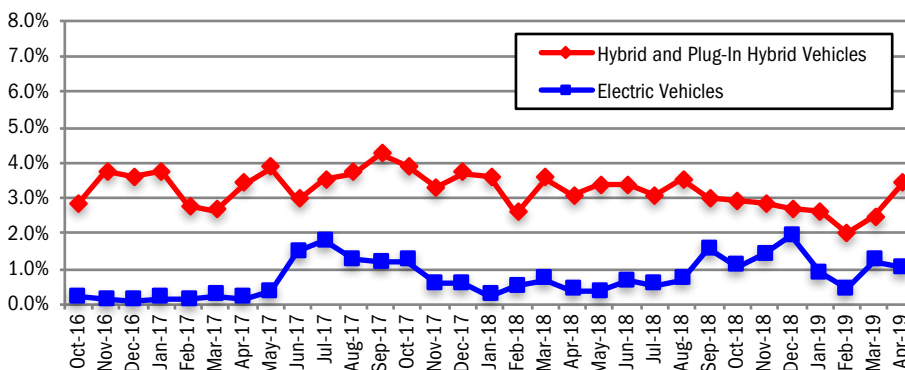
Percent Change in Brand Registrations
YTD 2019 thru May* vs. YTD '18



Data Source: IHS.

*May 2019 figures estimated by Auto Outlook.

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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