

Sponsored by:

Vermont Auto Outlook™

Comprehensive information on the Vermont new vehicle market



Quick Facts

The Vermont new retail light vehicle market declined 1.5% during the first eleven months of this year versus a year earlier. The U.S. market was off by 2.1%.

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

Passenger car registrations declined 17.6% so far this year. Light trucks increased by 2.7%.

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

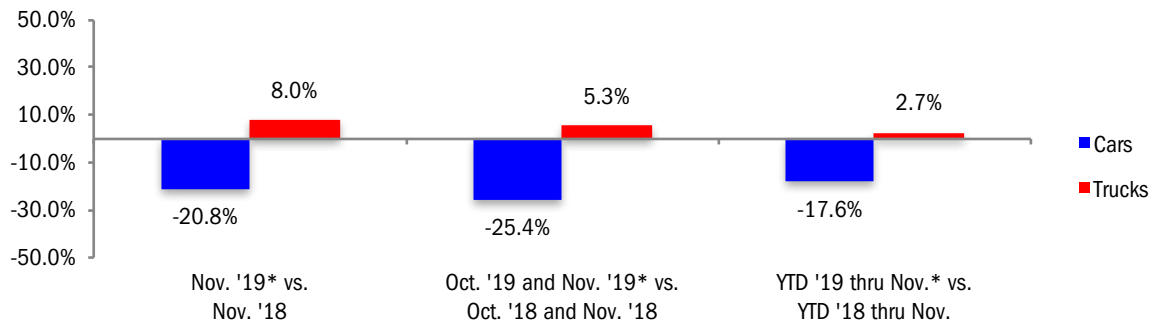
New retail registrations increased by more than 5% for BMW, Honda, Mazda, Hyundai, Volvo, and Ram during the first eleven months of 2019 (see page 2).

Hybrid vehicle market share in the state was 5.0% in October of this year. Electric vehicle share was 1.5%.

| Vermont New Retail Car and Light Truck Registrations | | | | | | | | | |
|--|-----------|-------|--------|---------------------------------|---------|--------|--------------------|----------|--------|
| | November* | | | Oct. '19 and Nov. '19* Combined | | | YTD thru November* | | |
| | 2018 | 2019* | % chg. | Previous | Current | % chg. | YTD '18 | YTD '19* | Chg. |
| Industry Total | 2,895 | 2,981 | 3.0% | 6,402 | 6,365 | -0.6% | 38,251 | 37,694 | -1.5% |
| Cars | 506 | 401 | -20.8% | 1,226 | 914 | -25.4% | 7,866 | 6,479 | -17.6% |
| Light Trucks | 2,389 | 2,580 | 8.0% | 5,176 | 5,451 | 5.3% | 30,385 | 31,215 | 2.7% |

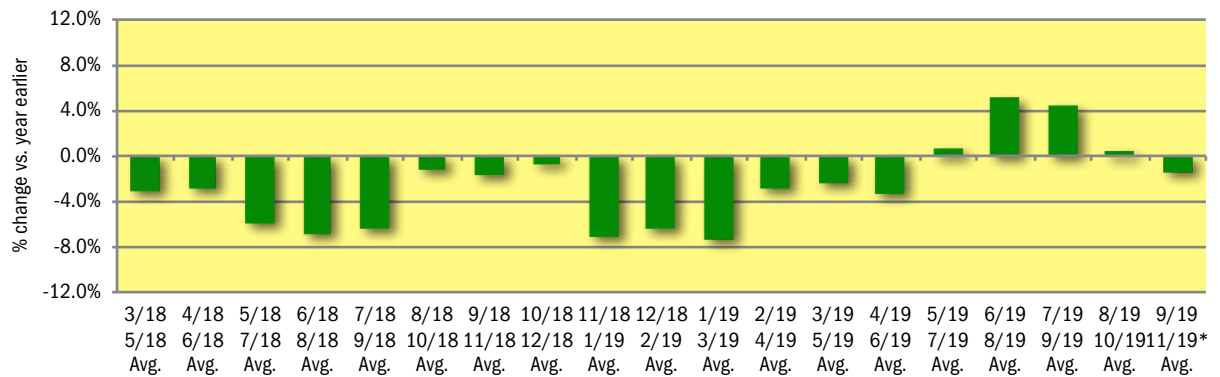
Source: IHS November 2019 figures were estimated by Auto Outlook.

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



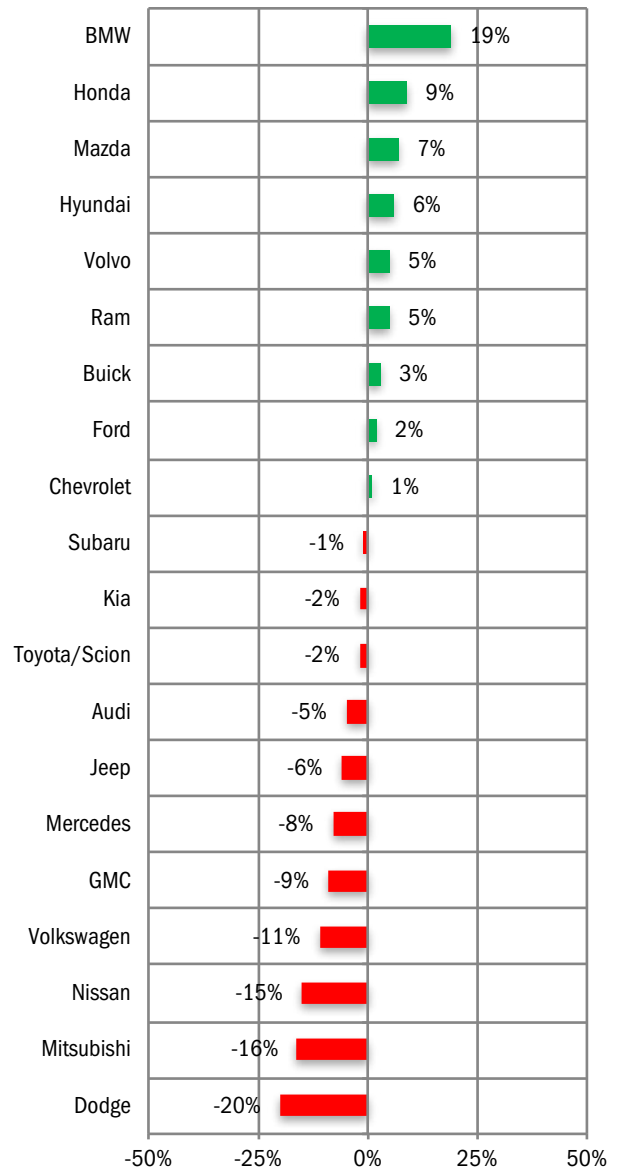
Data Source: IHS.

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.

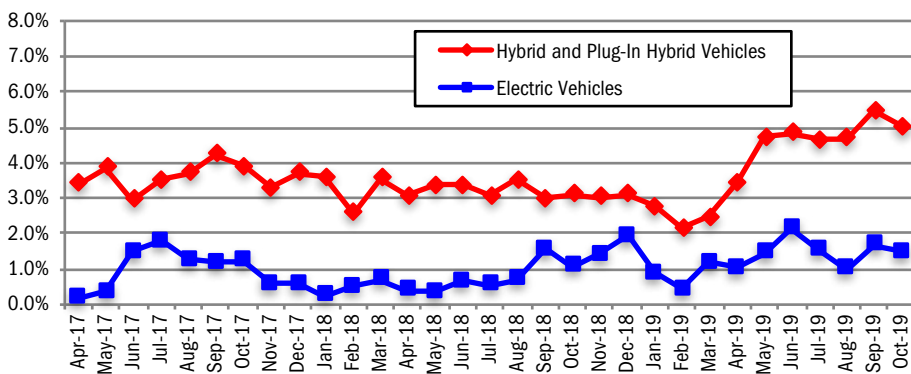
| Vermont New Retail Car and Light Truck Registrations | | | | | | | |
|---|--------------|--------------------|-------|--------|--------------------|------|--------|
| Brand | # of dealers | Registrations | | | Market Share (%) | | |
| | | YTD thru November* | | | YTD thru November* | | |
| | | 2018 | 2019 | % chg. | 2018 | 2019 | Change |
| Acura | 1 | 158 | 160 | 1% | 0.4 | 0.4 | 0.0 |
| Alfa Romeo | 1 | 22 | 18 | -18% | 0.1 | 0.0 | -0.1 |
| Audi | 2 | 441 | 420 | -5% | 1.2 | 1.1 | -0.1 |
| BMW | 1 | 249 | 296 | 19% | 0.7 | 0.8 | 0.1 |
| Buick | 9 | 524 | 540 | 3% | 1.4 | 1.4 | 0.0 |
| Cadillac | 5 | 81 | 91 | 12% | 0.2 | 0.2 | 0.0 |
| Chevrolet | 13 | 3,311 | 3,358 | 1% | 8.7 | 8.9 | 0.2 |
| Chrysler | 10 | 122 | 66 | -46% | 0.3 | 0.2 | -0.1 |
| Dodge | 9 | 311 | 249 | -20% | 0.8 | 0.7 | -0.1 |
| Fiat | 1 | 15 | 11 | -27% | 0.0 | 0.0 | 0.0 |
| Ford | 16 | 5,179 | 5,261 | 2% | 13.5 | 14.0 | 0.5 |
| Genesis | 1 | 3 | 10 | 233% | 0.0 | 0.0 | 0.0 |
| GMC | 9 | 2,423 | 2,208 | -9% | 6.3 | 5.9 | -0.4 |
| Honda | 4 | 2,920 | 3,177 | 9% | 7.6 | 8.4 | 0.8 |
| Hyundai | 3 | 543 | 577 | 6% | 1.4 | 1.5 | 0.1 |
| Infiniti | 0 | 16 | 16 | 0% | 0.0 | 0.0 | 0.0 |
| Jaguar | 0 | 8 | 12 | 50% | 0.0 | 0.0 | 0.0 |
| Jeep | 9 | 2,121 | 1,997 | -6% | 5.5 | 5.3 | -0.2 |
| Kia | 3 | 865 | 845 | -2% | 2.3 | 2.2 | -0.1 |
| Land Rover | 0 | 58 | 47 | -19% | 0.2 | 0.1 | -0.1 |
| Lexus | 0 | 61 | 62 | 2% | 0.2 | 0.2 | 0.0 |
| Lincoln | 4 | 82 | 79 | -4% | 0.2 | 0.2 | 0.0 |
| Mazda | 2 | 413 | 440 | 7% | 1.1 | 1.2 | 0.1 |
| Mercedes | 1 | 189 | 173 | -8% | 0.5 | 0.5 | 0.0 |
| MINI | 1 | 124 | 112 | -10% | 0.3 | 0.3 | 0.0 |
| Mitsubishi | 2 | 494 | 413 | -16% | 1.3 | 1.1 | -0.2 |
| Nissan | 5 | 1,861 | 1,584 | -15% | 4.9 | 4.2 | -0.7 |
| Porsche | 0 | 26 | 25 | -4% | 0.1 | 0.1 | 0.0 |
| Ram | 6 | 1,895 | 1,992 | 5% | 5.0 | 5.3 | 0.3 |
| Subaru | 7 | 5,116 | 5,059 | -1% | 13.4 | 13.4 | 0.0 |
| Tesla | 0 | 142 | 157 | 11% | 0.4 | 0.4 | 0.0 |
| Toyota/Scion | 7 | 6,842 | 6,717 | -2% | 17.9 | 17.8 | -0.1 |
| Volkswagen | 4 | 1,278 | 1,139 | -11% | 3.3 | 3.0 | -0.3 |
| Volvo | 2 | 344 | 361 | 5% | 0.9 | 1.0 | 0.1 |
| Others | - | 12 | 21 | 75% | 0.0 | 0.1 | 0.1 |

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



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

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

Published for:
Vermont Vehicle and Automotive Distributors Association
1284 US Route 302-Berlin, Suite 2
Barre, VT 05641
Phone: 802-461-2655
www.vermontada.org

Published by:
Auto Outlook, Inc.
PO Box 390
Exton, PA 19341
Phone: 610-640-1233
Email: jfoltz@autooutlook.com

Copyright Auto Outlook, Inc., December 2019