

Vermont Auto Outlook™

Comprehensive information on the Vermont new vehicle market

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<p>YTD thru November % Change In New Retail Market vs. Year Earlier</p>		<p>Light trucks</p> <p style="font-size: 2em; color: green;">+20.1%</p>		<p>Cars</p> <p style="font-size: 2em; color: red;">-0.9%</p>
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Vermont New Retail Light Vehicle Registrations

	Light Trucks	Cars	TOTAL
YTD '20 thru Nov.	28,922	5,311	34,233
YTD '21 thru Nov.	34,724	5,263	39,987
% change	20.1%	-0.9%	16.8%
Oct. '20 & Nov. '20	6,392	1,030	7,422
Oct. '21 & Nov. '21	5,708	754	6,462
% change	-10.7%	-26.8%	-12.9%

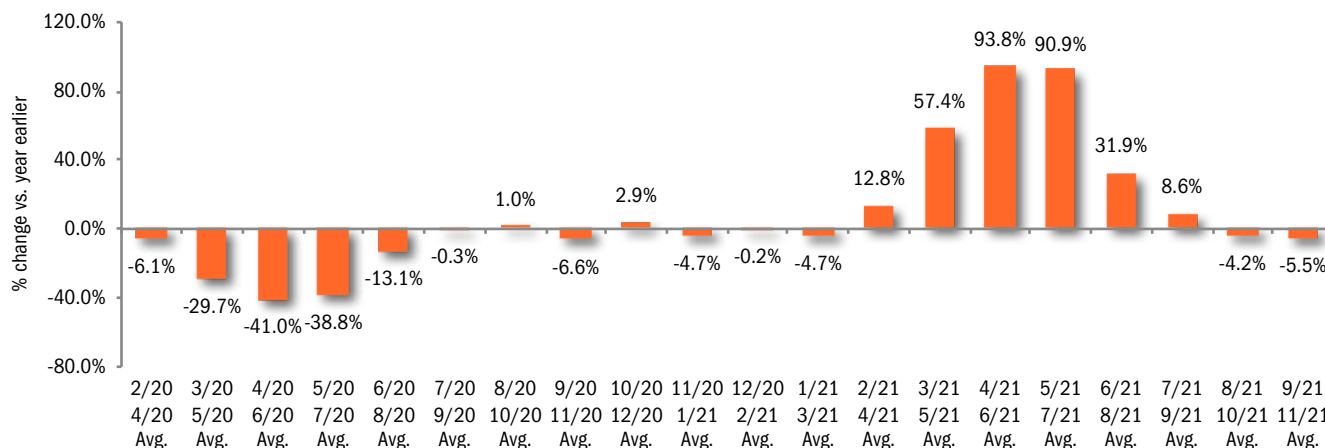
QUICK FACTS

New vehicle registrations in Vermont were up 16.8% during the first 11 months of this year versus a year earlier, higher than the estimated 9.2% increase in the Nation.

Depleted inventories have clearly impacted the market during the past several months. Combined registrations for October and November of this year fell by 12.9% compared to a year earlier.

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 2021 thru Nov. vs.
YTD 2020**

**DOMESTIC
BRANDS**
 **UP
12.1%**

**EUROPEAN
BRANDS**
 **UP
28.6%**

**JAPANESE
BRANDS**
 **UP
18.2%**

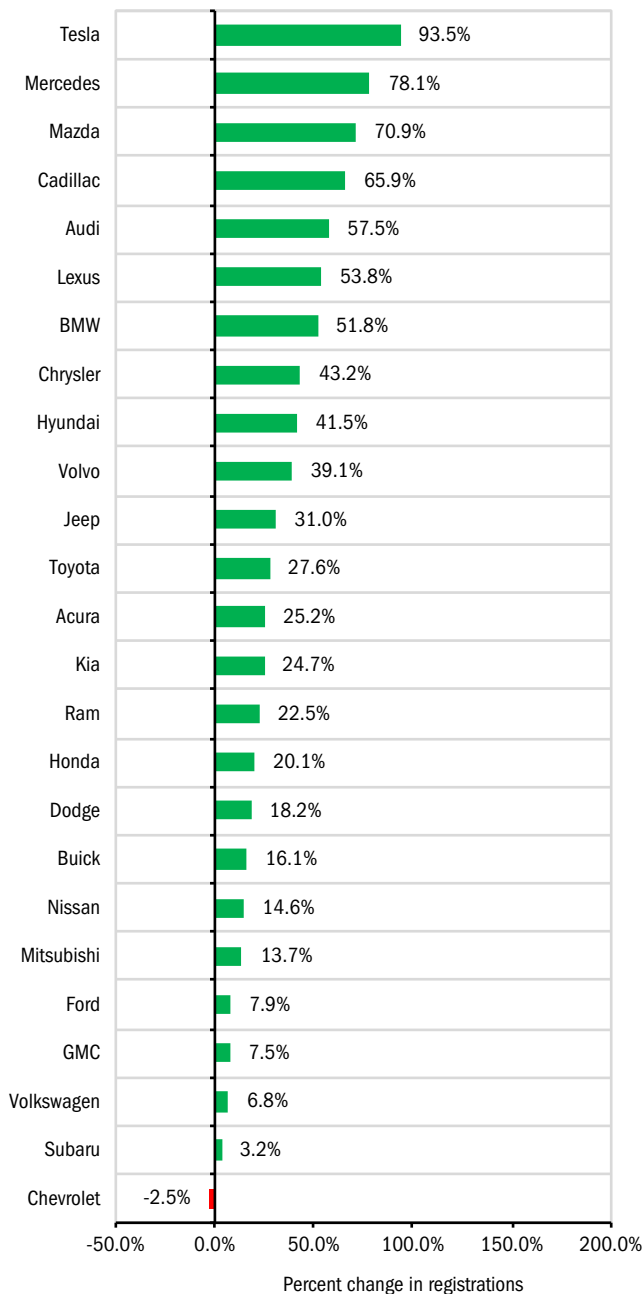
**KOREAN
BRANDS**
 **UP
31.7%**

Vermont New Retail Car and Light Truck Registrations										
	Number of dealers	Oct. and Nov. Combined			YTD thru Nov.			YTD Market Share (%)		
		2020	2021	% chg.	2020	2021	% chg.	2020	2021	Chg.
TOTAL	--	7,422	6,462	-12.9%	34,233	39,987	16.8%			
Cars	--	1,030	754	-26.8%	5,311	5,263	-0.9%	15.5	13.2	-2.4
Trucks	--	6,392	5,708	-10.7%	28,922	34,724	20.1%	84.5	86.8	2.4
Domestic Brands	--	3,267	2,764	-15.4%	15,292	17,143	12.1%	44.7	42.9	-1.8
European Brands	--	545	603	10.6%	2,518	3,237	28.6%	7.4	8.1	0.7
Japanese Brands	--	3,274	2,802	-14.4%	14,992	17,723	18.2%	43.8	44.3	0.5
Korean Brands	--	336	293	-12.8%	1,431	1,884	31.7%	4.2	4.7	0.5
Acura	1	31	23	-25.8%	147	184	25.2%	0.4	0.5	0.0
Alfa Romeo	1	2	2		8	6	-25.0%	0.0	0.0	0.0
Audi	2	70	80	14.3%	381	600	57.5%	1.1	1.5	0.4
BMW	1	45	48	6.7%	164	249	51.8%	0.5	0.6	0.1
Buick	9	92	69	-25.0%	442	513	16.1%	1.3	1.3	0.0
Cadillac	5	22	16	-27.3%	82	136	65.9%	0.2	0.3	0.1
Chevrolet	13	725	450	-37.9%	3,504	3,415	-2.5%	10.2	8.5	-1.7
Chrysler	10	21	9	-57.1%	74	106	43.2%	0.2	0.3	0.0
Dodge	9	48	37	-22.9%	209	247	18.2%	0.6	0.6	0.0
FIAT	1	5	1	-80.0%	16	7	-56.3%	0.0	0.0	0.0
Ford	16	991	1,024	3.3%	4,715	5,087	7.9%	13.8	12.7	-1.1
Genesis	1	0	3		4	12	200.0%	0.0	0.0	0.0
GMC	9	438	255	-41.8%	2,059	2,214	7.5%	6.0	5.5	-0.5
Honda	4	607	492	-18.9%	2,667	3,204	20.1%	7.8	8.0	0.2
Hyundai	3	131	137	4.6%	549	777	41.5%	1.6	1.9	0.3
Infiniti	0	3	0	-100.0%	12	11	-8.3%	0.0	0.0	0.0
Jaguar	0	3	4	33.3%	10	13	30.0%	0.0	0.0	0.0
Jeep	9	459	413	-10.0%	2,028	2,656	31.0%	5.9	6.6	0.7
Kia	3	205	153	-25.4%	878	1,095	24.7%	2.6	2.7	0.2
Land Rover	0	12	16	33.3%	44	90	104.5%	0.1	0.2	0.1
Lexus	0	20	19	-5.0%	65	100	53.8%	0.2	0.3	0.1
Lincoln	4	10	10	0.0%	67	66	-1.5%	0.2	0.2	0.0
Mazda	2	99	130	31.3%	440	752	70.9%	1.3	1.9	0.6
Mercedes	1	41	52	26.8%	160	285	78.1%	0.5	0.7	0.2
MINI	1	12	9	-25.0%	47	81	72.3%	0.1	0.2	0.1
Mitsubishi	2	73	78	6.8%	365	415	13.7%	1.1	1.0	0.0
Nissan	5	201	222	10.4%	1,170	1,341	14.6%	3.4	3.4	-0.1
Other	--	16	11	-31.3%	137	58	-57.7%	0.4	0.1	-0.3
Porsche	0	9	4	-55.6%	35	42	20.0%	0.1	0.1	0.0
Ram	6	413	394	-4.6%	1,936	2,371	22.5%	5.7	5.9	0.3
Subaru	7	981	761	-22.4%	4,595	4,744	3.2%	13.4	11.9	-1.6
Tesla	0	47	86	83.0%	169	327	93.5%	0.5	0.8	0.3
Toyota	7	1,247	1,068	-14.4%	5,432	6,932	27.6%	15.9	17.3	1.5
Volkswagen	4	239	277	15.9%	1,256	1,342	6.8%	3.7	3.4	-0.3
Volvo	2	104	109	4.8%	366	509	39.1%	1.1	1.3	0.2

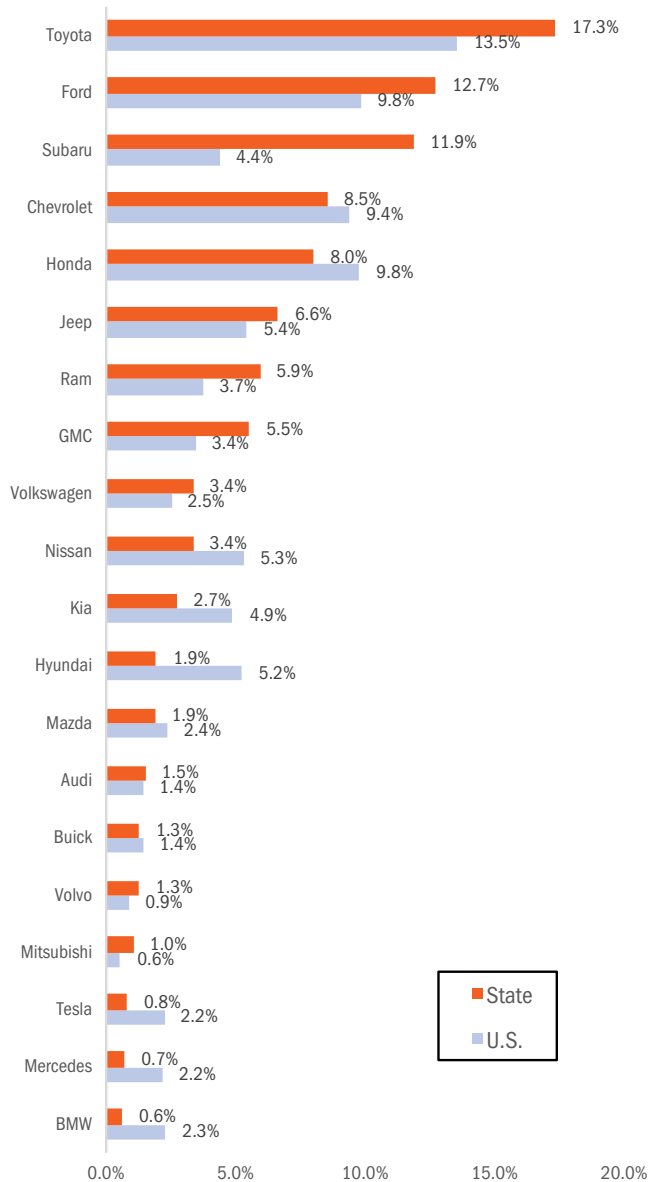
Top ten brands are shaded grey.

Source: AutoCount data from Experian

Percent Change in Brand Registrations YTD 2021 thru November vs. YTD 2020 (Top 25 selling brands)



Vermont Market Share YTD 2021 thru November (Top 25 selling brands in state)



Registrations increased by more than 50% for Tesla, Mercedes, Mazda, Cadillac, Audi, Lexus, and BMW



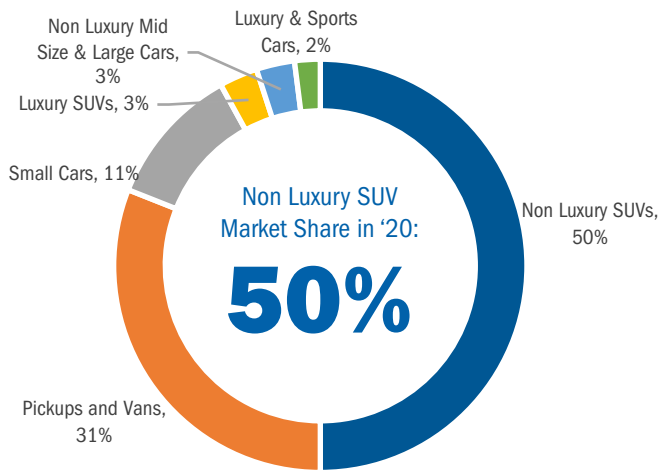
Toyota, Ford, Subaru, Chevrolet, and Honda were market share leaders in Vermont

Data Source: AutoCount data from Experian.

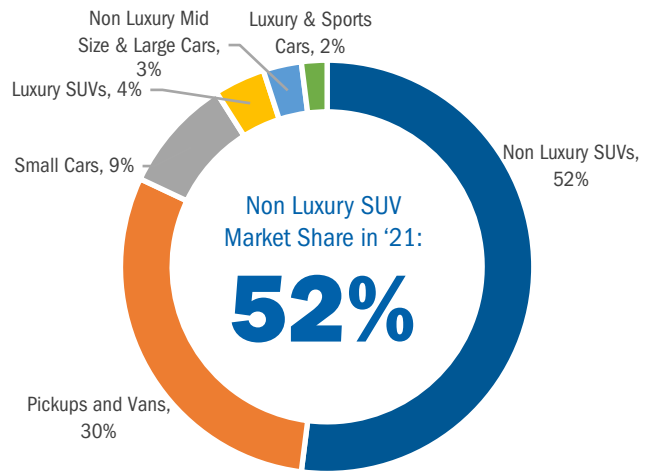
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VEHICLE SEGMENTS

**Segment Market Shares
YTD 2020 thru November**



**Segment Market Shares
YTD 2021 thru November**

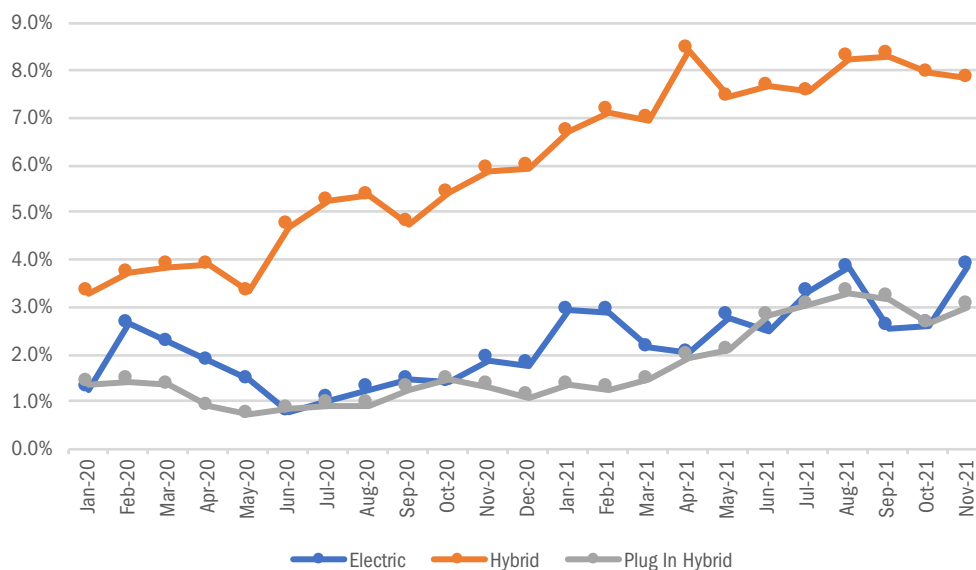


Data Source: AutoCount data from Experian.

The two graphs above show market shares for primary segments during the first 11 months of 2020 and 2021.

HYBRID AND ELECTRIC VEHICLES

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



**Year To Date Share by Engine Type
(2020 and 2021, thru November)**

	YTD '20	YTD '21	
Hybrid	4.5%	7.6%	↑
Electric	1.5%	2.8%	↑
Plug In Hybrid	1.2%	2.4%	↑

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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