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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 2.2% during the first nine months of this year versus a year earlier. The U.S. market was off by 3.8%.

New retail car and light truck registrations in the state were off an estimated 8% in September of 2019 versus a year earlier.

Passenger car registrations declined 15.8% so far this year. Light trucks increased by 1.3%.

The three month moving average increased in September of 2019 vs. a year earlier.

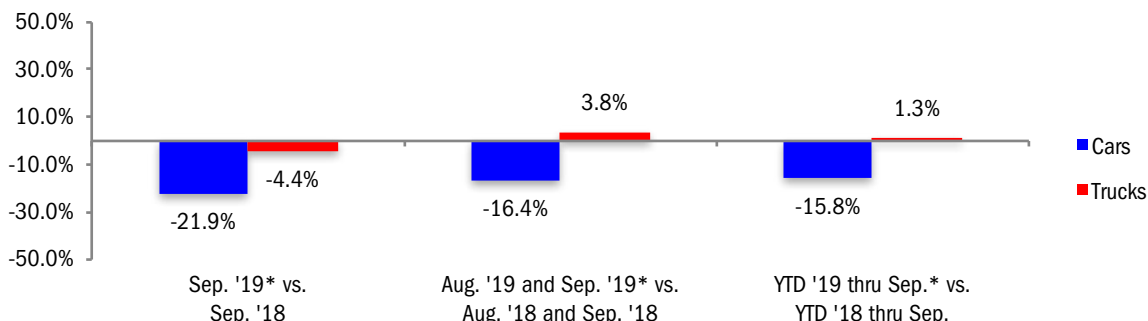
New retail registrations increased by more than 5% for BMW, Volvo, Ram, Honda, and Kia during the first nine months of 2019 (see page 2).

Hybrid vehicle market share in the state was 4.2% in August of this year. Electric vehicle share was 1.2%.

	September*			Aug. '19 and Sep. '19* Combined			YTD thru September*		
	2018	2019*	% chg.	Previous	Current	% chg.	YTD '18	YTD '19*	Chg.
Industry Total	3,903	3,590	-8.0%	7,974	7,953	-0.3%	31,849	31,135	-2.2%
Cars	803	627	-21.9%	1,594	1,332	-16.4%	6,640	5,593	-15.8%
Light Trucks	3,100	2,963	-4.4%	6,380	6,621	3.8%	25,209	25,542	1.3%

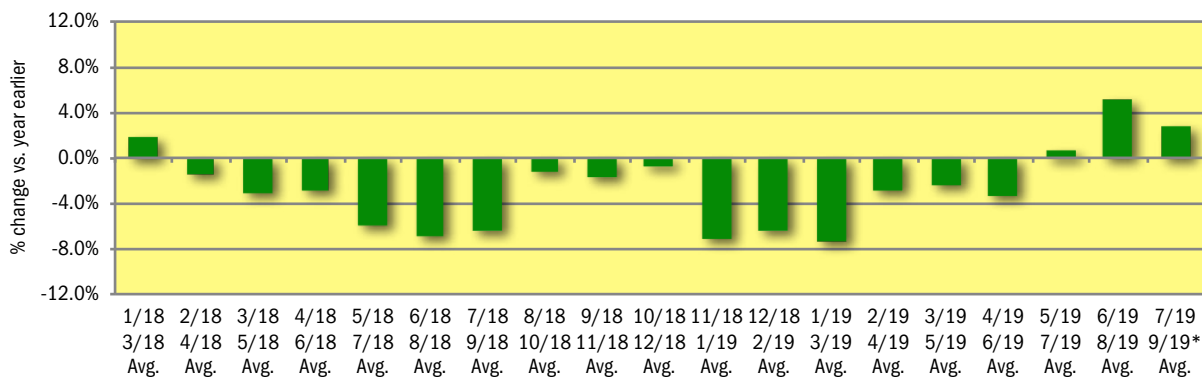
Source: IHS September 2019 figures were estimated by Auto Outlook.

### 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



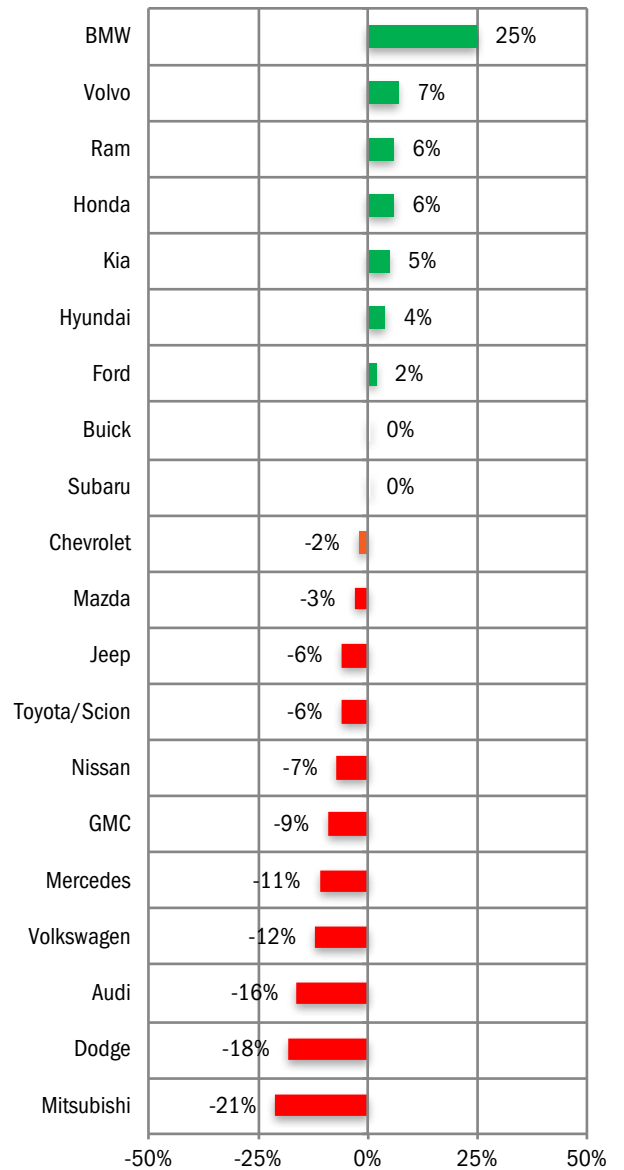
Data Source: IHS.

## 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.

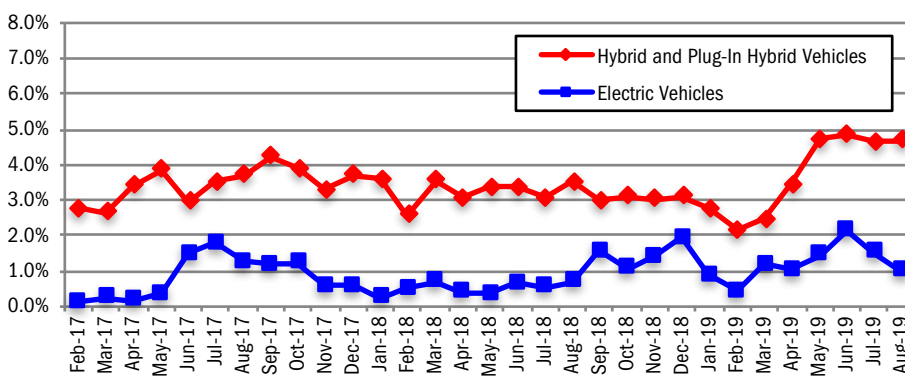
Vermont New Retail Car and Light Truck Registrations							
Brand	# of dealers	Registrations			Market Share (%)		
		YTD thru September*			YTD thru September*		
		2018	2019	% chg.	2018	2019	Change
Acura	1	133	134	1%	0.4	0.4	0.0
Alfa Romeo	1	22	18	-18%	0.1	0.1	0.0
Audi	2	367	310	-16%	1.2	1.0	-0.2
BMW	1	199	249	25%	0.6	0.8	0.2
Buick	9	457	459	0%	1.4	1.5	0.1
Cadillac	5	67	78	16%	0.2	0.3	0.1
Chevrolet	13	2,745	2,698	-2%	8.6	8.7	0.1
Chrysler	10	108	57	-47%	0.3	0.2	-0.1
Dodge	9	267	219	-18%	0.8	0.7	-0.1
Fiat	1	14	10	-29%	0.0	0.0	0.0
Ford	16	4,267	4,372	2%	13.4	14.0	0.6
Genesis	1	3	10	233%	0.0	0.0	0.0
GMC	9	2,006	1,823	-9%	6.3	5.9	-0.4
Honda	4	2,448	2,592	6%	7.7	8.3	0.6
Hyundai	3	450	468	4%	1.4	1.5	0.1
Infiniti	0	13	14	8%	0.0	0.0	0.0
Jaguar	0	8	10	25%	0.0	0.0	0.0
Jeep	9	1,810	1,708	-6%	5.7	5.5	-0.2
Kia	3	717	755	5%	2.3	2.4	0.1
Land Rover	0	48	41	-15%	0.2	0.1	-0.1
Lexus	0	52	53	2%	0.2	0.2	0.0
Lincoln	4	67	64	-4%	0.2	0.2	0.0
Mazda	2	346	334	-3%	1.1	1.1	0.0
Mercedes	1	152	136	-11%	0.5	0.4	-0.1
MINI	1	103	102	-1%	0.3	0.3	0.0
Mitsubishi	2	431	340	-21%	1.4	1.1	-0.3
Nissan	5	1,549	1,434	-7%	4.9	4.6	-0.3
Porsche	0	18	19	6%	0.1	0.1	0.0
Ram	6	1,572	1,663	6%	4.9	5.3	0.4
Subaru	7	4,172	4,170	0%	13.1	13.4	0.3
Tesla	0	89	118	33%	0.3	0.4	0.1
Toyota/Scion	7	5,806	5,439	-6%	18.2	17.5	-0.7
Volkswagen	4	1,063	939	-12%	3.3	3.0	-0.3
Volvo	2	270	289	7%	0.8	0.9	0.1
Others	-	8	8	0%	0.0	0.0	0.0

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



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

Alternative Powertrain Market Share (includes hybrids and electrics)



Data Source: IHS.

Vermont Auto Outlook

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PO Box 390  
Exton, PA 19341  
Phone: 610-640-1233  
Email: jfoltz@autooutlook.com

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