



Vermont Auto Outlook™

Comprehensive information on the Vermont new vehicle market

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<p>% Change In New Retail Market: YTD '22 thru November vs. YTD '21</p>		<p>Light trucks</p> <p>-14.8%</p>		<p>Cars</p> <p>-23.7%</p>
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Vermont New Retail Light Vehicle Registrations

	Light Trucks	Cars	Total
YTD '21 thru Nov.	32,861	5,011	37,872
YTD '22 thru Nov.	28,008	3,822	31,830
% change	-14.8%	-23.7%	-16.0%
Oct. '21 & Nov. '21	4,862	649	5,511
Oct. '22 & Nov. '22	5,438	755	6,193
% change	11.8%	16.3%	12.4%

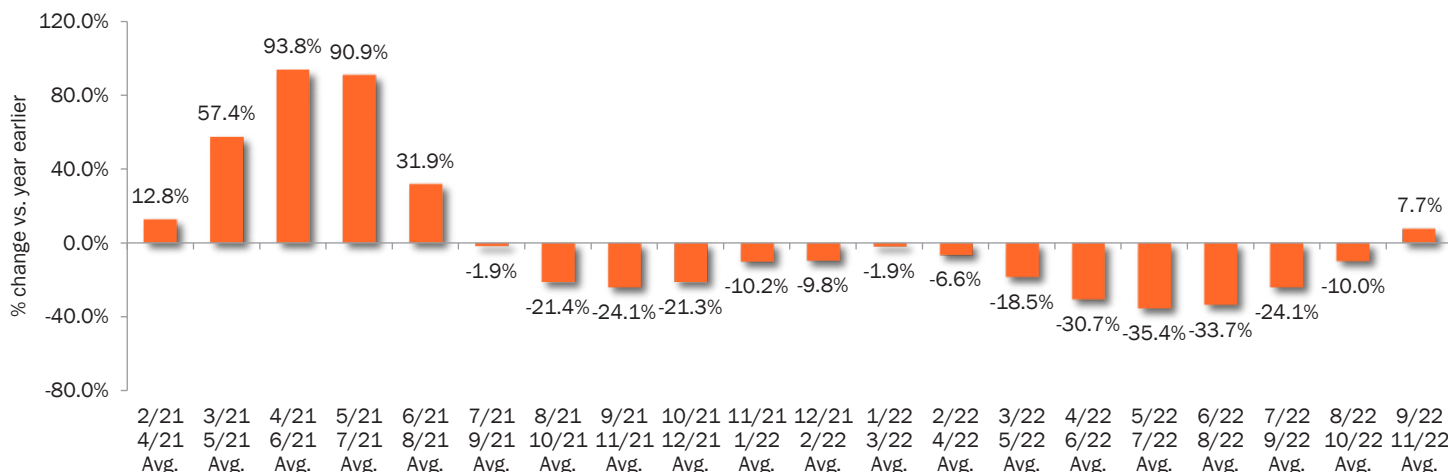
QUICK FACTS

New retail light vehicle registrations in Vermont declined 16% during the first 11 months of this year versus year earlier. The decline was in line with the 14.3% drop in the Nation.

As expected, the market has improved versus weak year-earlier levels during the past few months. Combined registrations in October and November of this year were up 12.4% versus the same period in 2021.

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 '22 thru November vs. Year Earlier

DOMESTIC BRANDS	EUROPEAN BRANDS	JAPANESE BRANDS	KOREAN BRANDS
 DOWN 16.8%	 DOWN 10.5%	 DOWN 17.8%	 DOWN 0.8%

Vermont New Retail Car and Light Truck Registrations										
	Number of dealers	Oct. '22 and Nov. '22 Combined			YTD thru November			Year to date Market Share (%)		
		2021	2022	% chg.	2021	2022	% chg.	2021	2022	Chg.
TOTAL	--	5,511	6,193	12.4%	37,872	31,830	-16.0%			
Cars	--	649	755	16.3%	5,011	3,822	-23.7%	13.2	12.0	-1.2
Trucks	--	4,862	5,438	11.8%	32,861	28,008	-14.8%	86.8	88.0	1.2
Domestic Brands	--	2,363	2,408	1.9%	16,262	13,530	-16.8%	42.9	42.5	-0.4
European Brands	--	531	586	10.4%	3,080	2,756	-10.5%	8.1	8.7	0.5
Japanese Brands	--	2,365	2,814	19.0%	16,739	13,767	-17.8%	44.2	43.3	-0.9
Korean Brands	--	252	385	52.8%	1,791	1,777	-0.8%	4.7	5.6	0.9
Acura	1	20	17	-15.0%	176	118	-33.0%	0.5	0.4	-0.1
Alfa Romeo	0	2	0	-100.0%	6	4	-33.3%	0.0	0.0	0.0
Audi	2	72	100	38.9%	571	462	-19.1%	1.5	1.5	-0.1
BMW	1	41	53	29.3%	235	250	6.4%	0.6	0.8	0.2
Buick	7	62	60	-3.2%	493	283	-42.6%	1.3	0.9	-0.4
Cadillac	4	16	26	62.5%	132	110	-16.7%	0.3	0.3	0.0
Chevrolet	12	380	587	54.5%	3,248	2,676	-17.6%	8.6	8.4	-0.2
Chrysler	9	8	9	12.5%	103	71	-31.1%	0.3	0.2	0.0
Dodge	9	32	39	21.9%	232	202	-12.9%	0.6	0.6	0.0
Ford	11	887	818	-7.8%	4,813	4,698	-2.4%	12.7	14.8	2.1
Genesis	0	3	5	66.7%	12	22	83.3%	0.0	0.1	0.0
GMC	8	218	281	28.9%	2,113	1,746	-17.4%	5.6	5.5	-0.1
Honda	6	415	350	-15.7%	3,037	1,889	-37.8%	8.0	5.9	-2.1
Hyundai	2	118	204	72.9%	732	873	19.3%	1.9	2.7	0.8
Infiniti	0	0	5		11	15	36.4%	0.0	0.0	0.0
Jaguar	0	4	2	-50.0%	13	8	-38.5%	0.0	0.0	0.0
Jeep	9	343	287	-16.3%	2,514	1,892	-24.7%	6.6	5.9	-0.7
Kia	2	131	176	34.4%	1,047	882	-15.8%	2.8	2.8	0.0
Land Rover	0	15	3	-80.0%	87	42	-51.7%	0.2	0.1	-0.1
Lexus	0	18	19	5.6%	96	69	-28.1%	0.3	0.2	0.0
Lincoln	2	10	8	-20.0%	64	44	-31.3%	0.2	0.1	0.0
Mazda	2	110	154	40.0%	702	682	-2.8%	1.9	2.1	0.3
Mercedes	1	47	39	-17.0%	274	226	-17.5%	0.7	0.7	0.0
MINI	1	8	17	112.5%	78	95	21.8%	0.2	0.3	0.1
Mitsubishi	2	66	61	-7.6%	387	397	2.6%	1.0	1.2	0.2
Nissan	4	197	155	-21.3%	1,278	883	-30.9%	3.4	2.8	-0.6
Other	--	11	10	-9.1%	62	42	-32.3%	0.2	0.1	0.0
Porsche	0	4	11	175.0%	40	40	0.0%	0.1	0.1	0.0
Ram	8	333	215	-35.4%	2,239	1,486	-33.6%	5.9	4.7	-1.2
Subaru	7	631	748	18.5%	4,474	3,836	-14.3%	11.8	12.1	0.2
Tesla	0	73	78	6.8%	306	322	5.2%	0.8	1.0	0.2
Toyota	7	900	1,296	44.0%	6,540	5,843	-10.7%	17.3	18.4	1.1
Volkswagen	4	243	283	16.5%	1,278	1,229	-3.8%	3.4	3.9	0.5
Volvo	1	93	77	-17.2%	479	393	-18.0%	1.3	1.2	0.0

Top ten brands are shaded grey.

Source: AutoCount data from Experian

BRAND RESULTS



**Percent Change in Registrations
YTD '22 (November) vs. YTD '21
(Top 20 selling brands)**

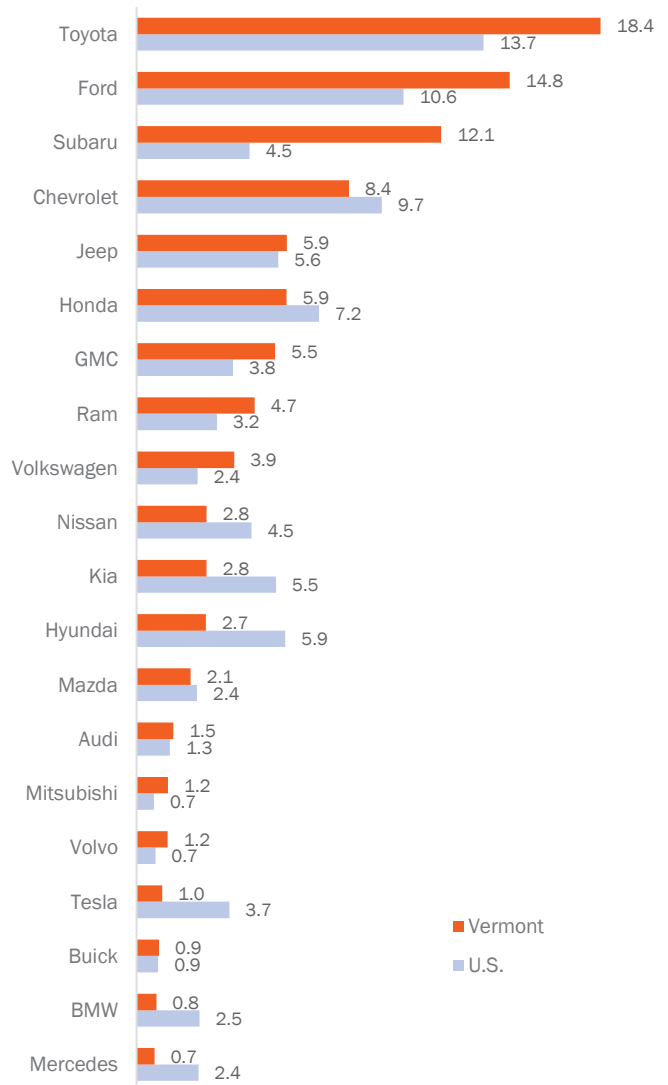


Registrations increased for Hyundai, BMW, Tesla, and Mitsubishi

Data Source: AutoCount data from Experian.
U.S. figures estimated by Auto Outlook.

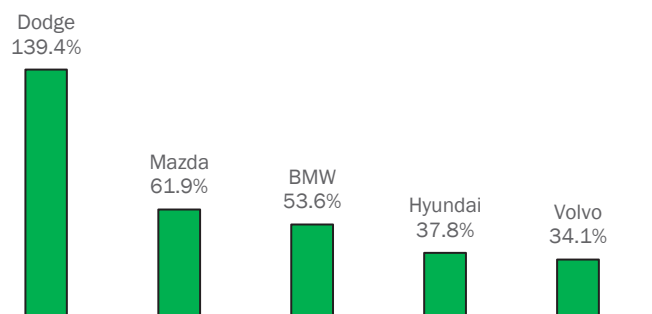


**State and U.S. Market Share - YTD '22
(Top 20 selling brands in state)**



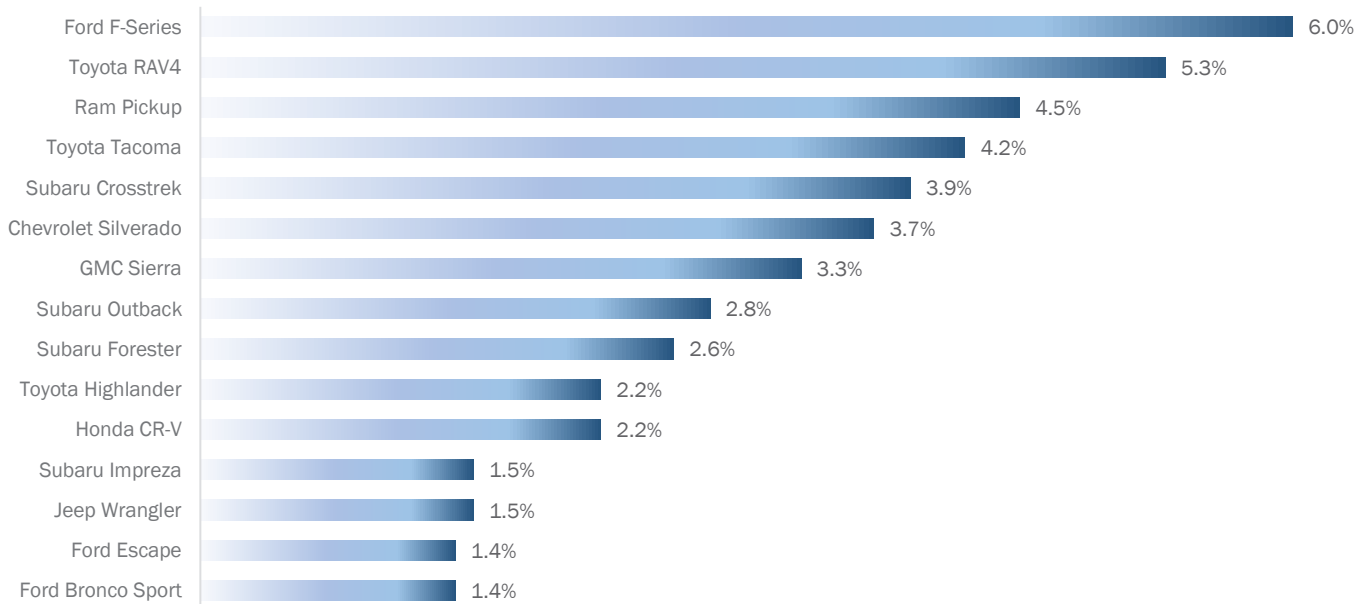
Brands On the Move

Largest % increase in registrations during past 3 months (Sep '22 thru Nov '22) vs. preceding 3 months (Jun '22 thru Aug '22) Among top 20 selling brands



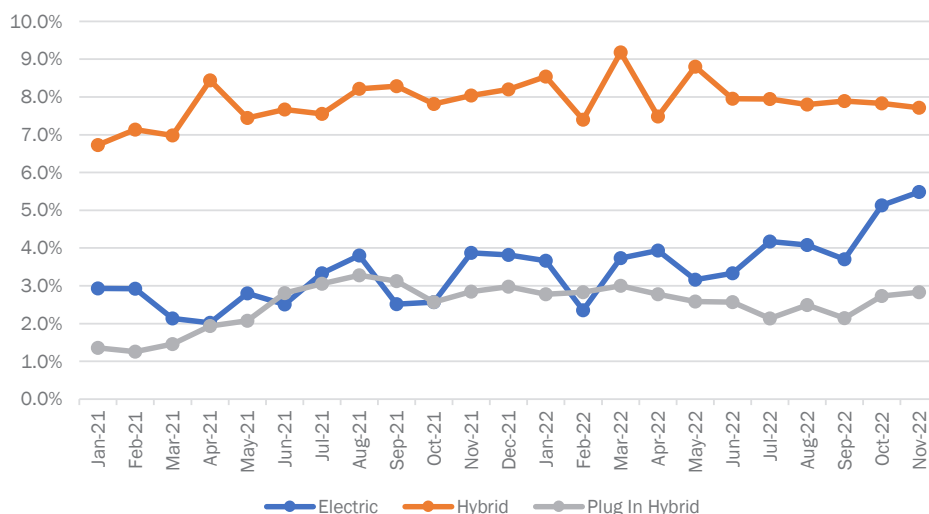
BEST SELLERS

**Top 20 Selling Models in Vermont New Retail Light Vehicle Market
Market share during YTD 2022 thru November**



HYBRID AND ELECTRIC VEHICLES

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



**Market Share by Engine Type
(YTD '22 thru November)**

	YTD '21	YTD '22	
Hybrid	7.7%	8.1%	↑
Electric (BEV)	2.8%	3.9%	↑
Plug In Hybrid (PHEV)	2.4%	2.6%	↑

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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