

Through the third quarter, commercial vehicles sales were just shy of 400,000 units—an increase of 12.7% compared to this time last year. Heavy-duty truck sales have been red hot all year, and September was no exception. According to FTR, the sale of 28,258 Class 8 units in September set an all-time high for monthly sales, besting the previous record in December 2006 by 4%. At the end of the third quarter, Class 8 truck sales were more than 211,000 units—an increase of 18.8% compared to this time last year. Medium-duty truck sales also posted significant gains, increasing by 6.5% compared to this time last year. Look for 2019 to be a banner year for commercial vehicle sales, with total sales topping last year's sales of 488,000 units. But after several solid years, we expect Class 8 truck sales will decrease significantly in 2020 as freight growth slows and equipment demand returns to a more normal level.

U.S. Medium- and Heavy-Duty Vehicle Sales

	Sep 2019	Y/Y %	Jan-Sep	YTD/YTD %
Medium Duty	20,278	5.7%	187,746	6.5%
Heavy Duty	28,258	19.3%	211,720	18.8%
Total	48,536	13.2%	399,466	12.7%



Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer	Market Share (%)	YTD Change (%)
37.1	↑ 0.9	FREIGHTLINER	31.7	↓ 0.8
14.8	↓ 0.1	PETERBILT	22.0	↓ 3.2
14.7	↔ 0.0	KENWORTH	17.1	↑ 2.6
14.3	↑ 0.6	INTERNATIONAL	7.6	↓ 0.4
9.3	↓ 1.6	VOLVO	6.6	↔ 0.0
7.4	↑ 0.2	MACK	5.4	↓ 0.2
2.4	↔ 0.0	WESTERN STAR	3.4	↑ 0.3
			3.2	↑ 2.3
			3.1	↓ 0.2
			0.0	↓ 0.3