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MARKET BEAT

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February sales kept the SAAR for 2017 flat at 17.47 million, even with strong sales in light trucks. High incentives from Presidents' Day sales events didn't stimulate the slower-selling car segments. Like our January estimate, rising incentives are unlikely to reverse a longer consumer buying cycle and other fundamentals that drive demand.

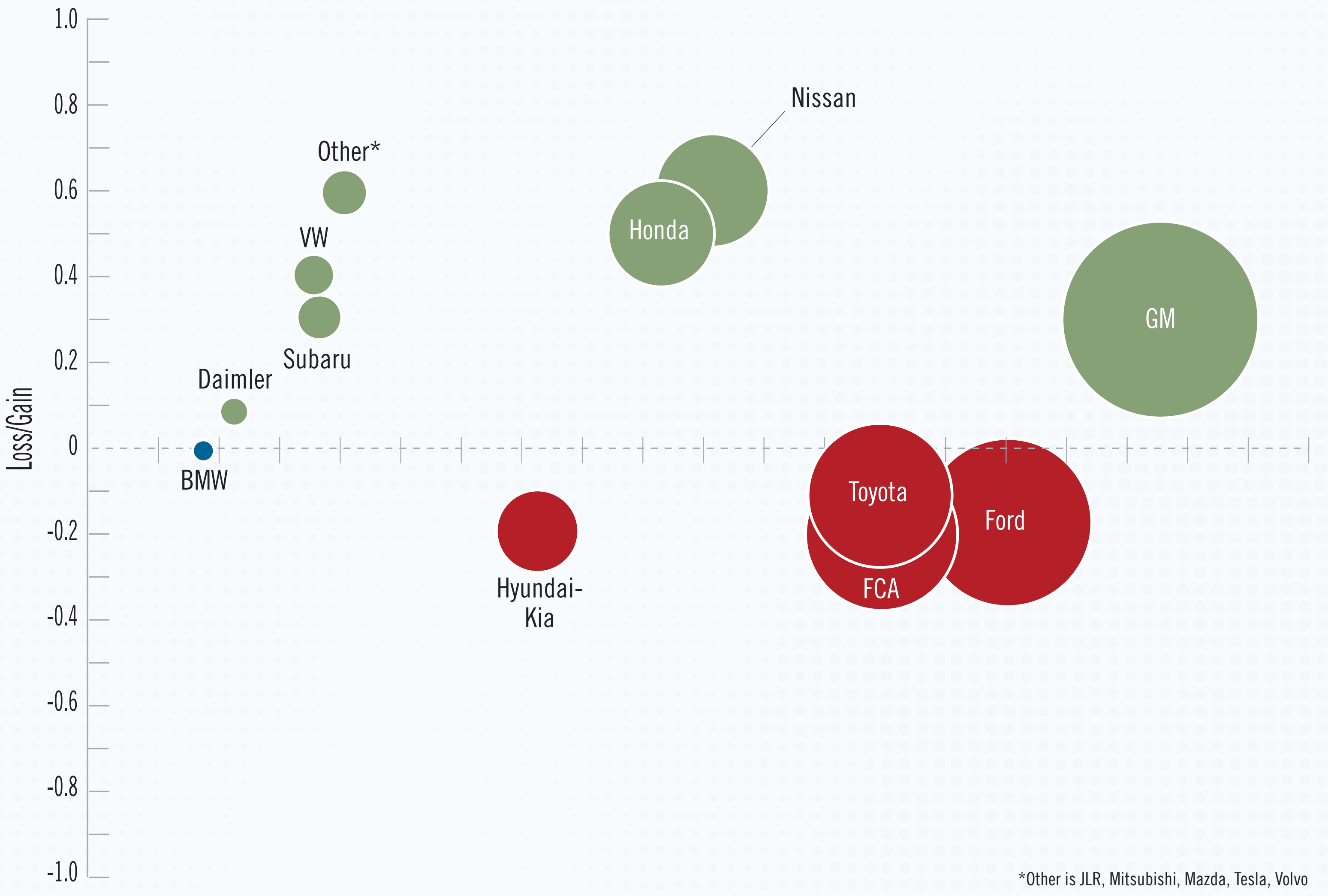
● gain ● no change ● loss
All Figures are Year to Date / Year to Date Changes

U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

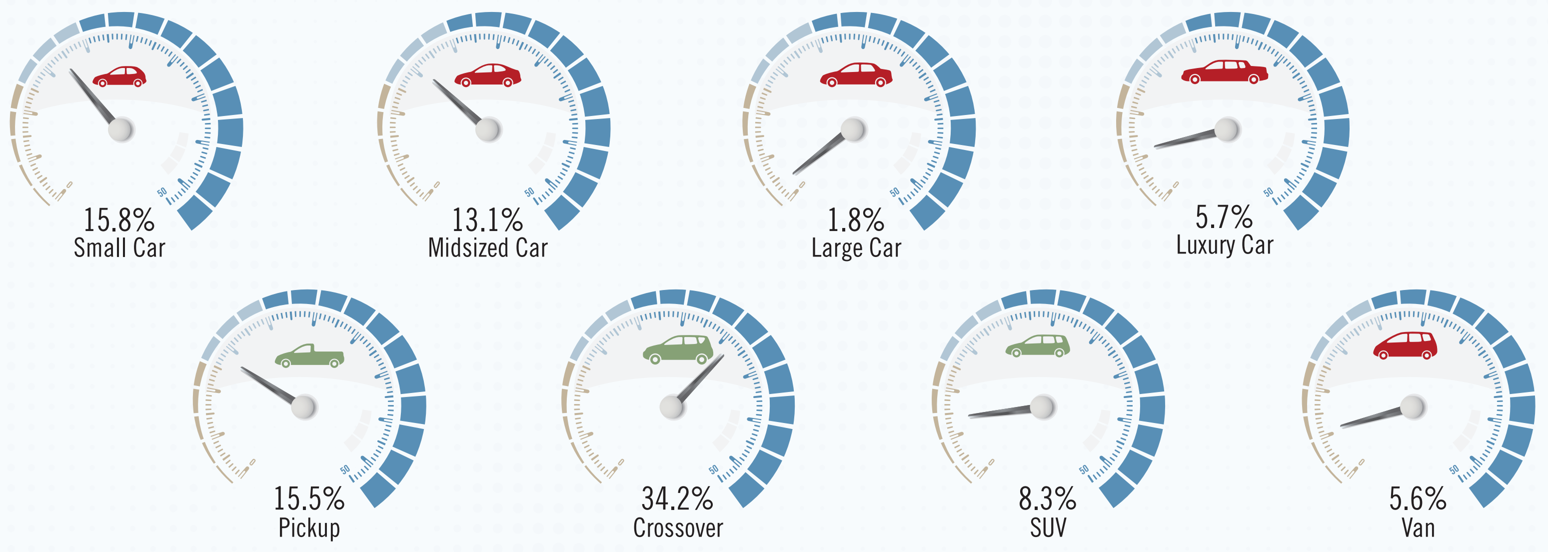
	Jan 2017	Y/Y Change %	Jan - Jan 2017	YTD Change%
Total Car	6.27	-12.4%	6.29	-12.5%
Total Light Truck	11.19	7.2%	11.18	6.7%
Domestic Light Vehicle	13.65	-1.7%	13.62	-2.5%
Import Light Vehicle	3.82	3.0%	3.85	4.1%
Total Light Vehicle SAAR	17.47	-0.7%	17.47	-1.1%

Market Share, by manufacturer



*Other is JLR, Mitsubishi, Mazda, Tesla, Volvo

Market Share, by segment



Market Share, by powertrain