April 2017

MARKET BEAT

NADA

Steven Szakaly, *NADA Chief Economist*
Patrick Manzi, *Senior Economist*
Boyi Xu, *Economist*

Light-vehicle sales showed continued signs of weakness in April, with a SAAR of 16.8 million and a year-to-date SAAR just above 17 million units. This is slightly lower than our forecast of 17.1 million units, but we see incentives rising as the year progresses and inventory levels continue to rise. Light-truck sales continued to outperform sedans, and cars continued to outpace light-truck incentives. While there are financing challenges on the used-car side, this has not yet impacted the new-car market. But we are still concerned that rising rates and increasing loan terms may lead to longer buying cycles.

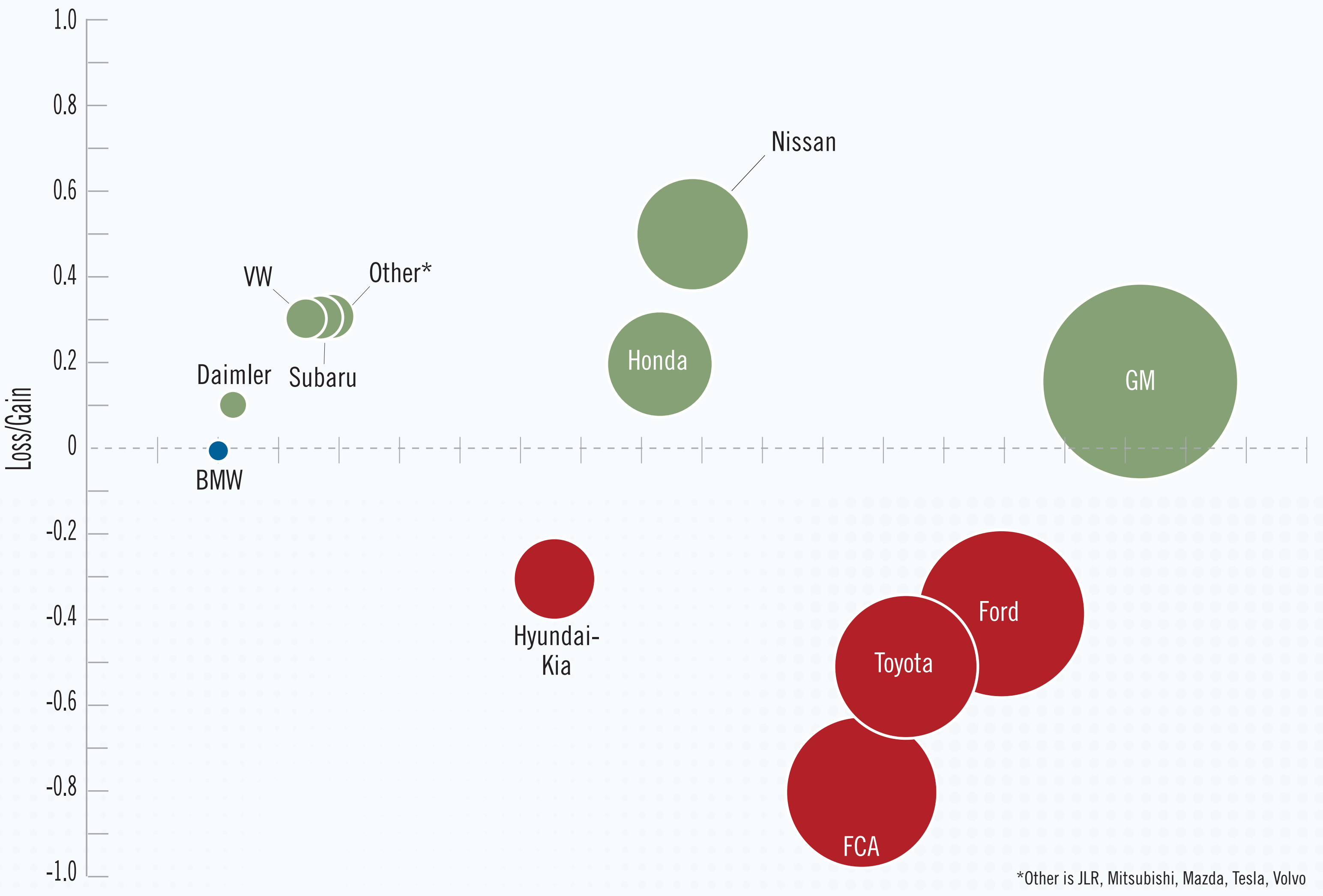
gain · no change · loss
All Figures are Year to Date / Year to Date Changes

U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

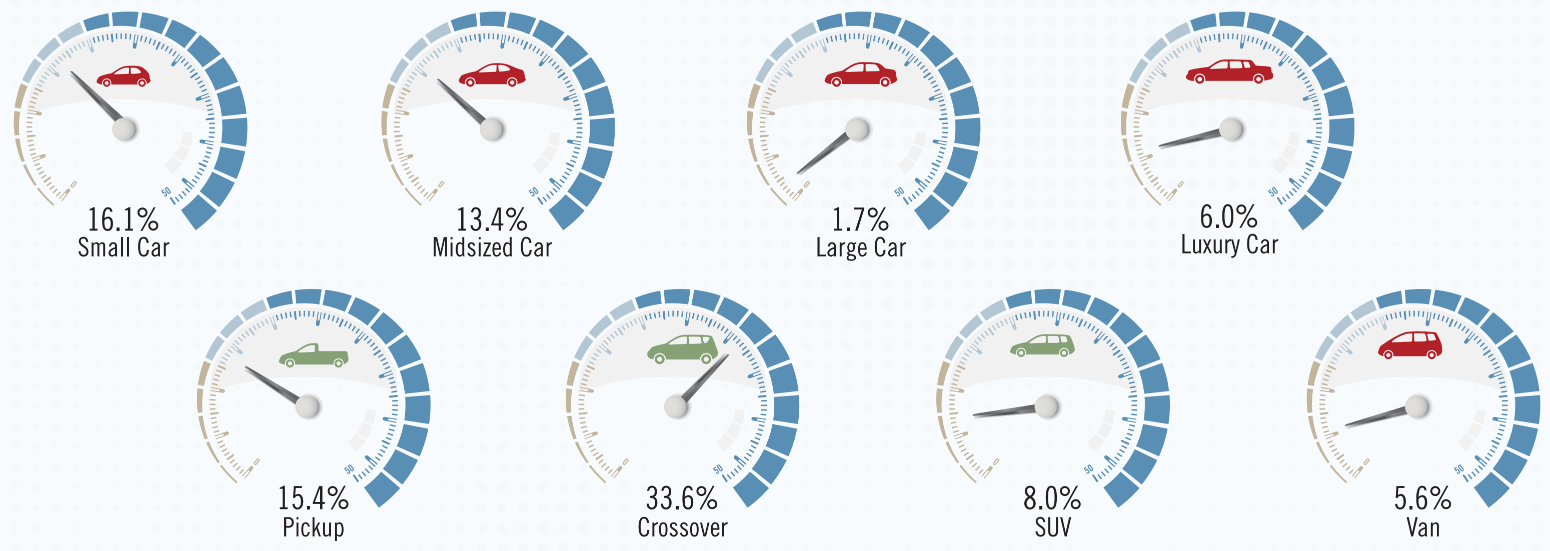
	Apr 2017	Y/Y Change %	Jan - Apr 2017	YTD Change%
Total Car	6.20	-9.6%	6.20	-11.2%
Total Light Truck	10.61	1.1%	10.81	5.2%
Domestic Light Vehicle	13.12	-2.9%	13.29	-2.1%
Import Light Vehicle	3.69	-3.7%	3.72	1.1%
Total Light Vehicle SAAR	16.81	-3.1%	17.01	-1.4%

Market Share, by manufacturer

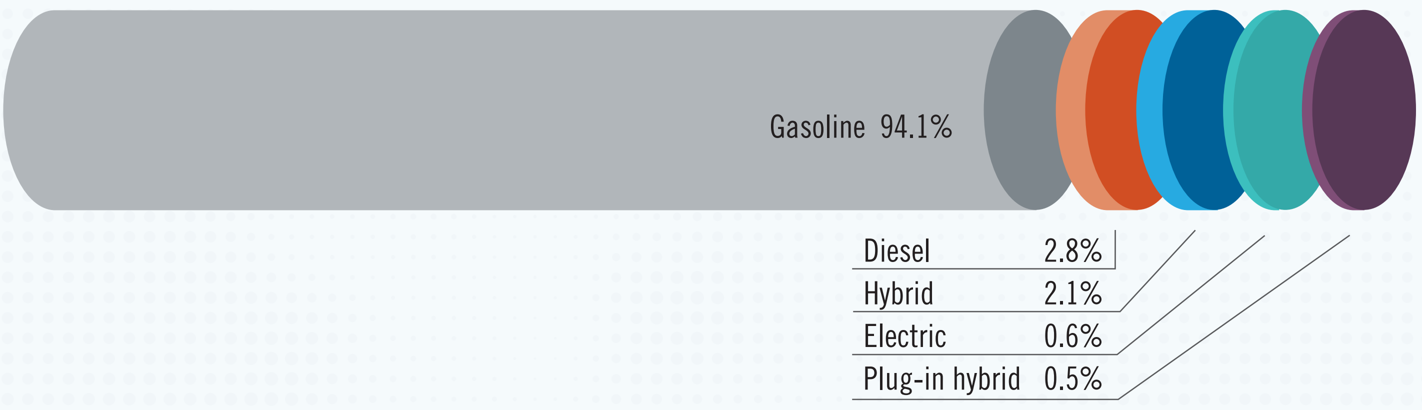


*Other is JLR, Mitsubishi, Mazda, Tesla, Volvo

Market Share, by segment



Market Share, by powertrain



NADA
NATIONAL AUTOMOBILE DEALERS ASSOCIATION
8400 Westpark Drive | Tysons, VA 22102

SOURCE: WardsAuto; Autodata