



MARKET BEAT

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While May traditionally is a good month for selling cars, light-vehicle sales came in below expectations. Even incentives during the Memorial Day weekend did not boost demand. The result: the SAAR for May was 16.58 million units, with a year-to-date SAAR just shy of 17 million. The industry remains saddled with higher-than-normal inventory, particularly in the small- and mid-size car segments. We expect incentives to continue rising the rest of the year, as manufacturers battle for market share against a backdrop of declining overall volume. The bright spot is the light-truck segment, which continues to grow market share and has comprised 62.7 percent of sales so far this year. Overall, our forecast remains unchanged, and we still expect light-vehicle sales to close out the year at 17.1 million.

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

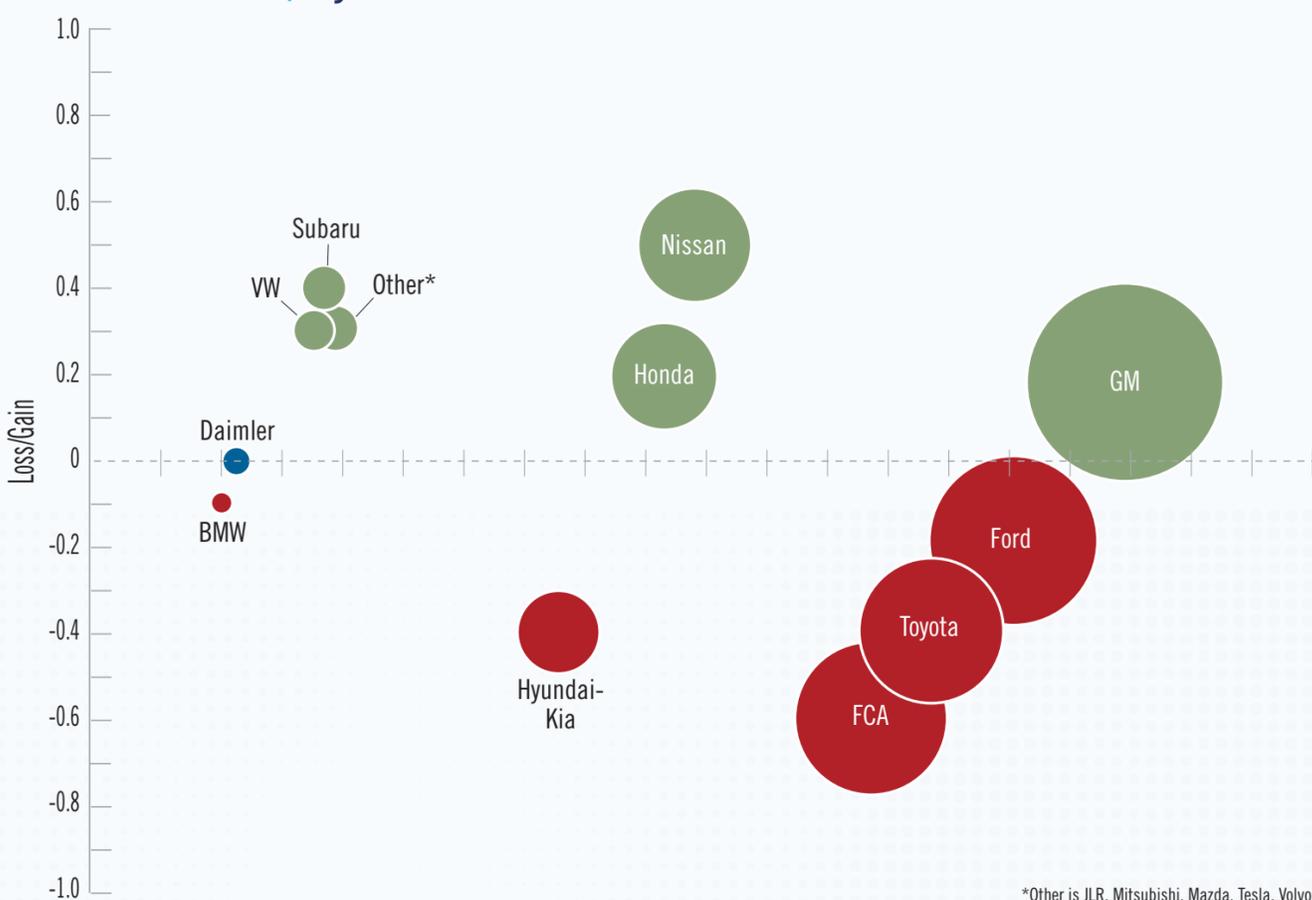
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

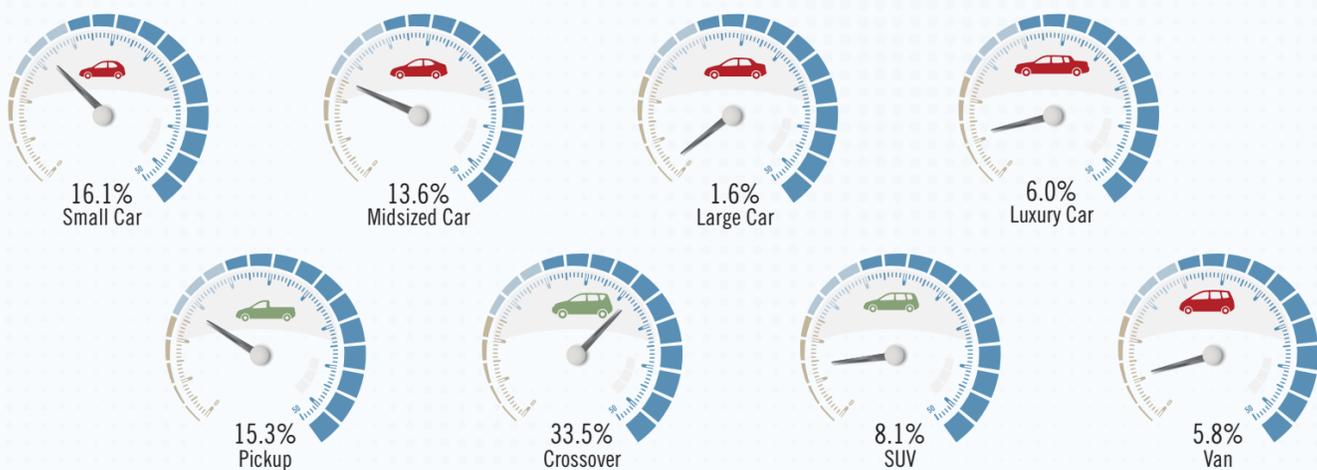


	May 2017	Y/Y Change %	Jan - May 2017	YTD Change%
Total Car	5.96	-12.4%	6.15	-11.4%
Total Light Truck	10.62	2.9%	10.76	4.6%
Domestic Light Vehicle	12.84	-1.9%	13.19	-2.1%
Import Light Vehicle	3.74	-7.0%	3.72	-0.8%
Total Light Vehicle SAAR	16.58	-3.1%	16.92	-1.8%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain

