



MARKET BEAT

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U.S. light-vehicle sales fell as expected in June, largely due to a drop in fleet sales by the OEMs and a continued weakness in the sedan segments. Consumers continue to prefer light trucks over sedans; excluding fleet sales, two out of every three vehicles sold was a light truck or crossover vehicle. The average transaction price on a new vehicle was just over \$34,500, as rising incentives on small, midsize and even luxury cars kept prices effectively unchanged from last year. While June was a particularly weak month for selling vehicles, our forecast remains at 17.1 million new-vehicle sales for 2017—with the expectation that fleet sales and incentives will continue to increase sales as we move into late summer and early fall.



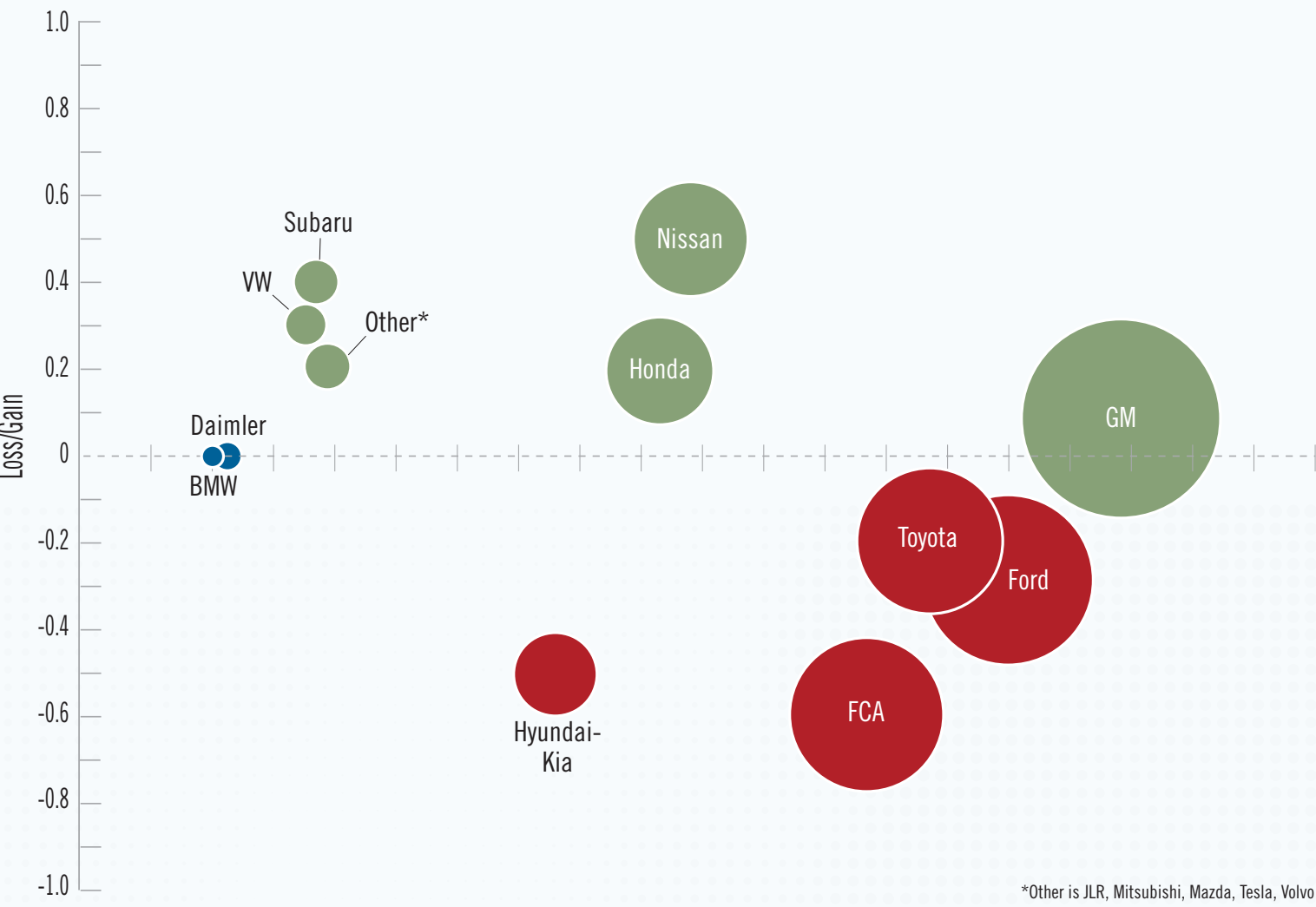
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

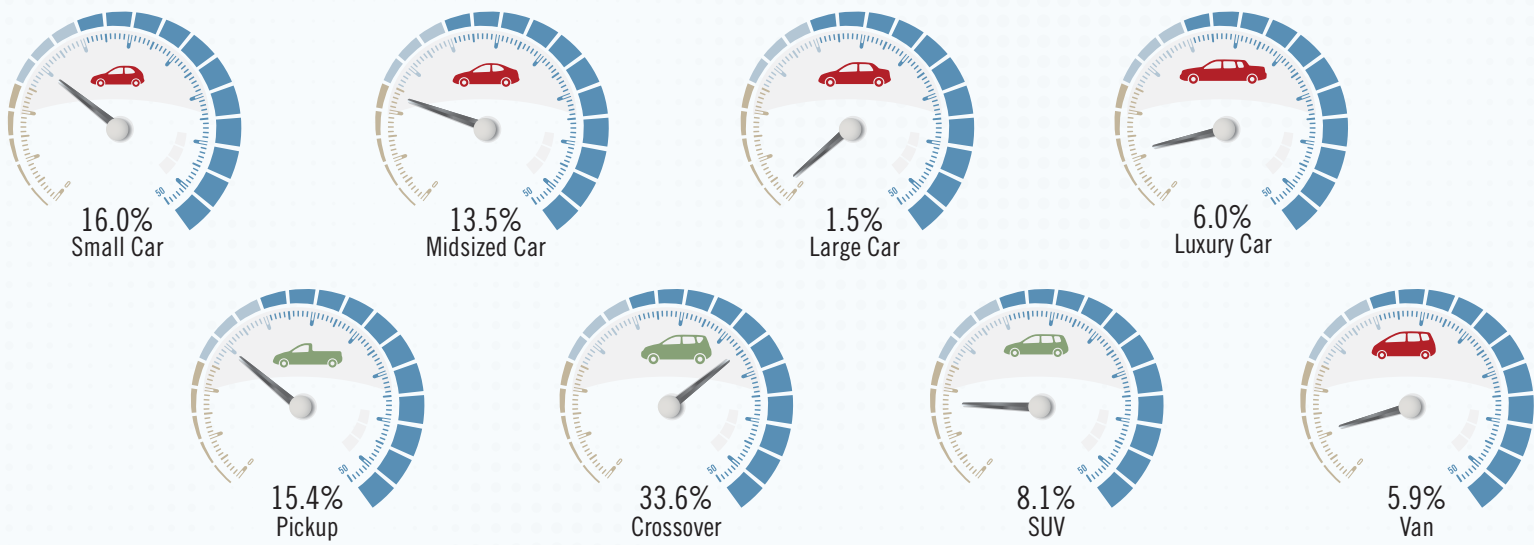


	June 2017	Y/Y Change %	Jan - Jun 2017	YTD Change%
Total Car	5.68	-13.9%	6.07	-11.8%
Total Light Truck	10.73	5.6%	10.76	4.9%
Domestic Light Vehicle	12.79	-1.2%	13.12	-1.9%
Import Light Vehicle	3.62	-5.0%	3.71	-1.6%
Total Light Vehicle SAAR	16.41	-2.1%	16.83	-1.8%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain

