



July 2017

MARKET BEAT

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

U.S. light-vehicle sales were up slightly in July, thanks mainly to a strong performance in the light-truck segment. Crossover vehicles, of course, continue to be the hot sellers. The market share of cross-utility vehicles has increased by nearly 3 percent over the year, with much of the gain coming from the decline in sales of midsize cars. Inventories on dealer lots remain high, and lofty incentives may need to rise further to bring in new customers. However, we won't see another record year. It is our view that with stronger sales in the late summer and fall, new light-vehicle sales for 2017 will reach 17.1 million.



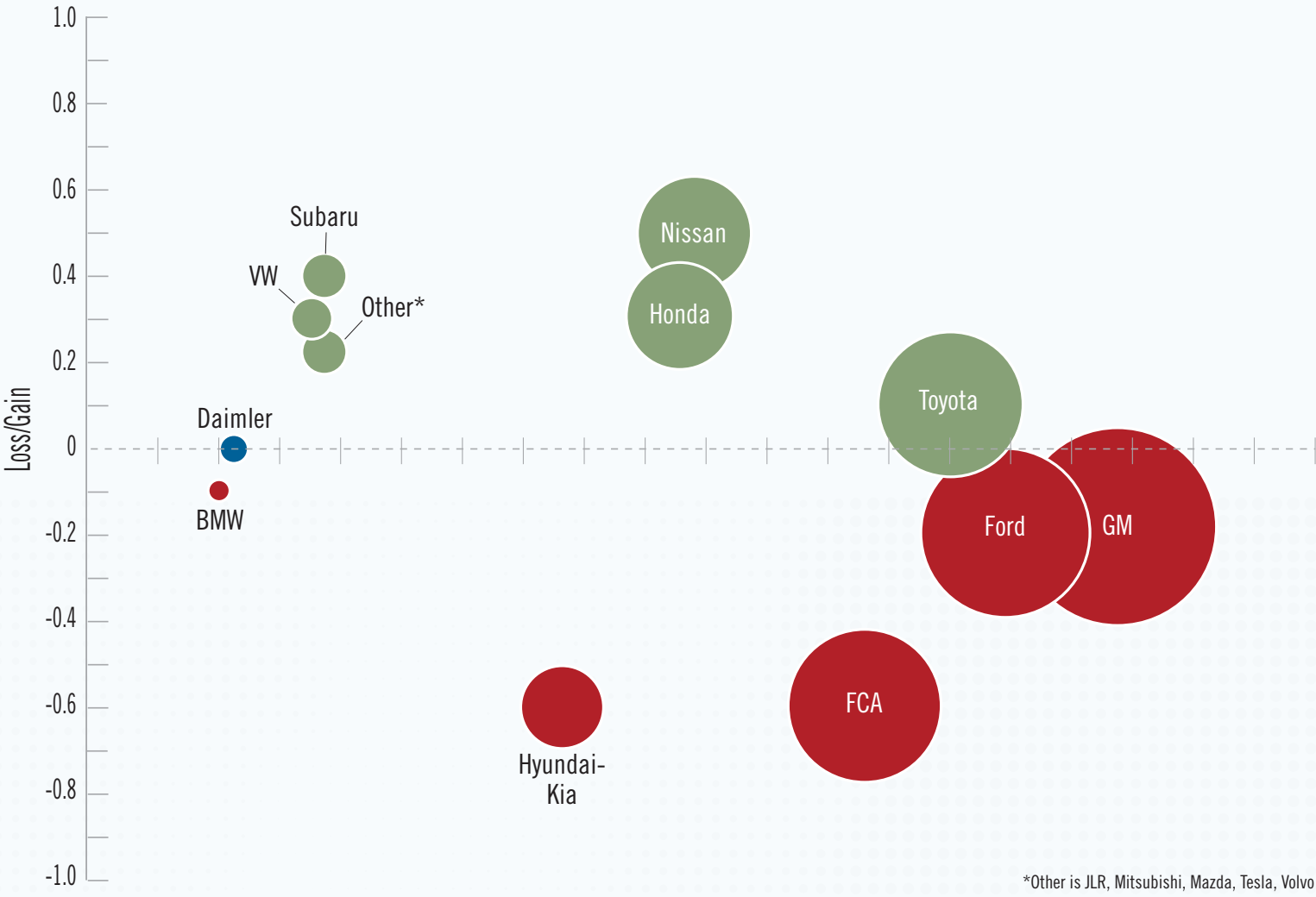
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

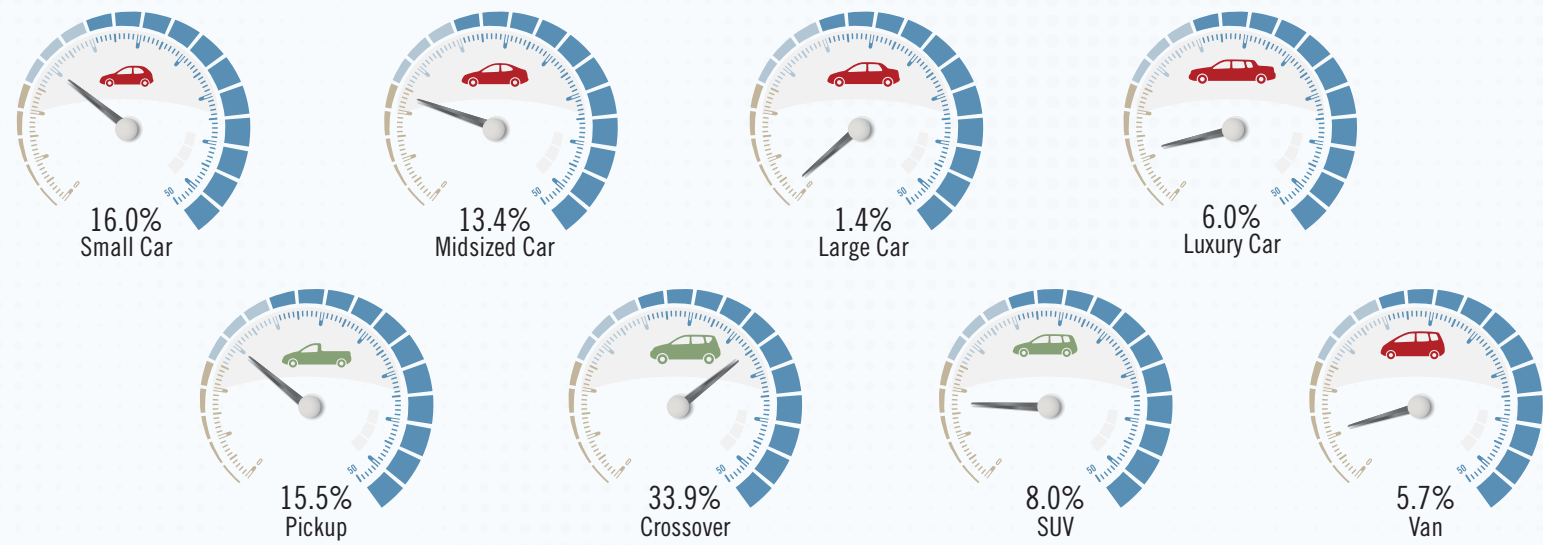


	July 2017	Y/Y Change %	Jan - Jul 2017	YTD Change%
Total Car	5.94	-13.8%	6.08	-12.1%
Total Light Truck	10.74	-1.1%	10.79	3.7%
Domestic Light Vehicle	12.96	-6.3%	13.15	-2.6%
Import Light Vehicle	3.73	-5.1%	3.72	-2.6%
Total Light Vehicle SAAR	16.69	-6.0%	16.88	-2.5%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain



Gasoline 94.0%

Diesel 2.9%

Hybrid 2.1%

Electric 0.5%

Plug-in hybrid 0.5%



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

SOURCE: WardsAuto; Autodata