



MARKET BEAT

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

U.S. light-vehicle sales were down in July. The light-truck segment continues to see the most sales activity, and crossover vehicles specifically continue to be hot sellers. The market share of cross-utility vehicles has increased by nearly 3 percent over the course of the year, with much of the gain coming from the decline in the midsize car segment. Inventories on dealer lots remain high, and lofty incentives may need to rise even 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.

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

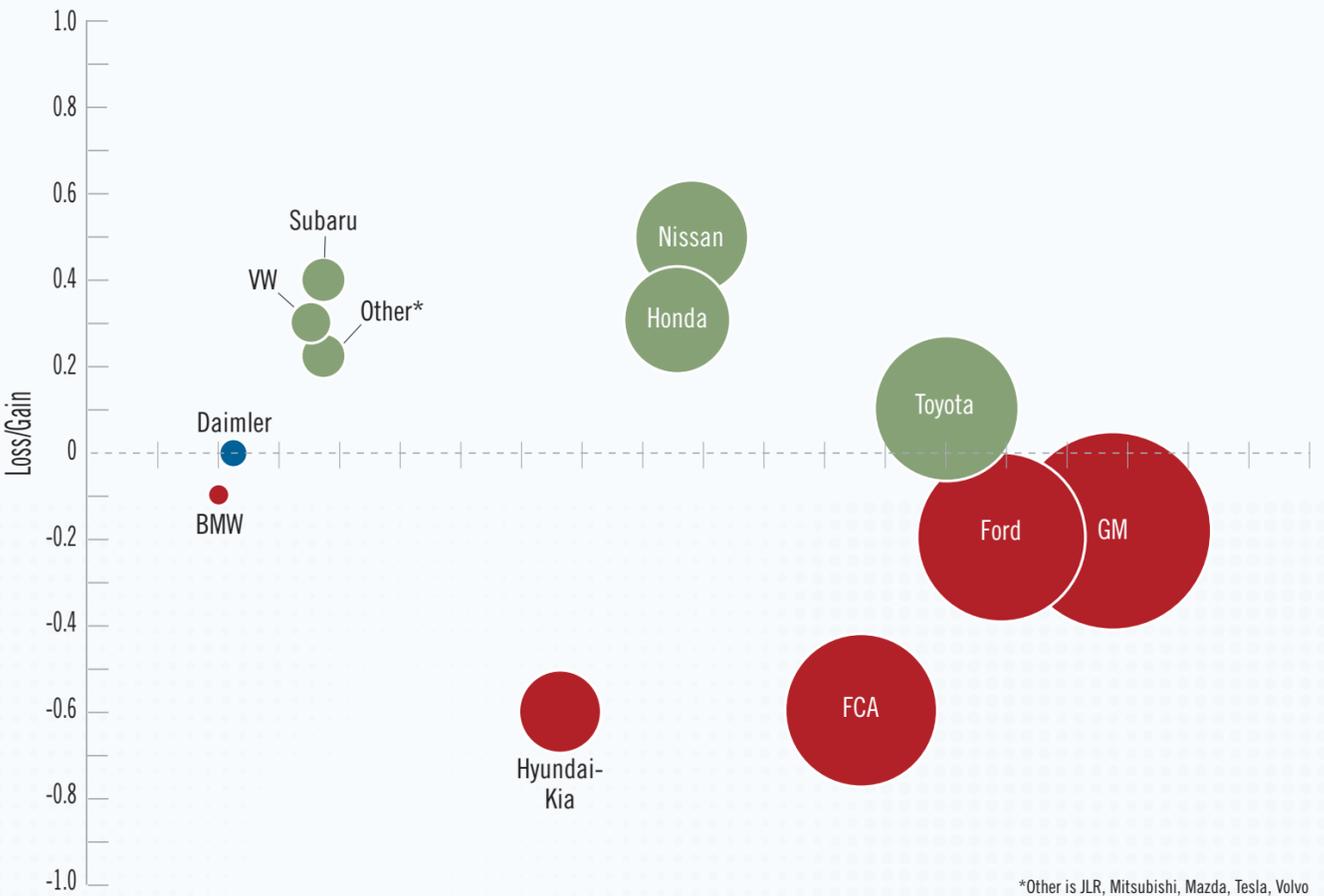
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

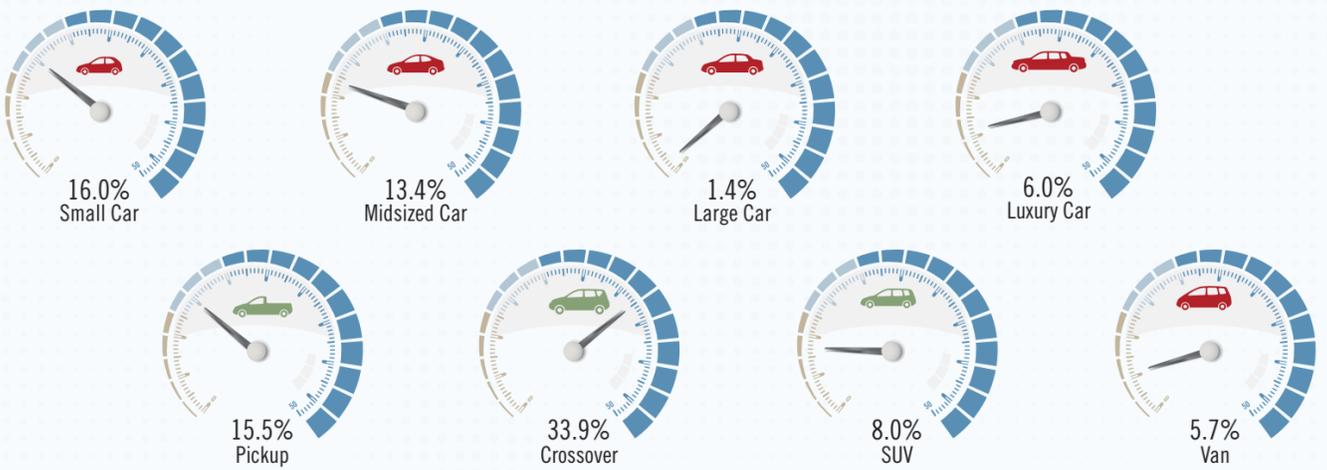


	July 2017	Y/Y Change %	Jan - Jul 2017	YTD Change%
Total Car	5.94	-13.8%	6.08	-12.1%
Total Light Truck	10.74	-1.1%	10.79	3.7%
Domestic Light Vehicle	12.96	-6.3%	13.15	-2.6%
Import Light Vehicle	3.73	-5.1%	3.72	-2.6%
Total Light Vehicle SAAR	16.69	-6.0%	16.88	-2.5%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain

