



MARKET BEAT

September 2017

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September was a strong month for new light-vehicle sales, with a year-to-date SAAR of 16.95 million. Following the recent hurricanes, strong replacement demand from consumers in Texas and Florida helped reboot sales. Light trucks continue to be a hot segment, as consumers continue to choose new crossovers and SUVs over sedans. The light-truck segment has gained nearly 4 percentage points of market share since this time last year. We foresee replacement demand from the hurricanes to continue the rest of the year, which should relieve some inventory pressure on dealer lots. We also expect light-vehicle sales to close out the year at around 17 million units.

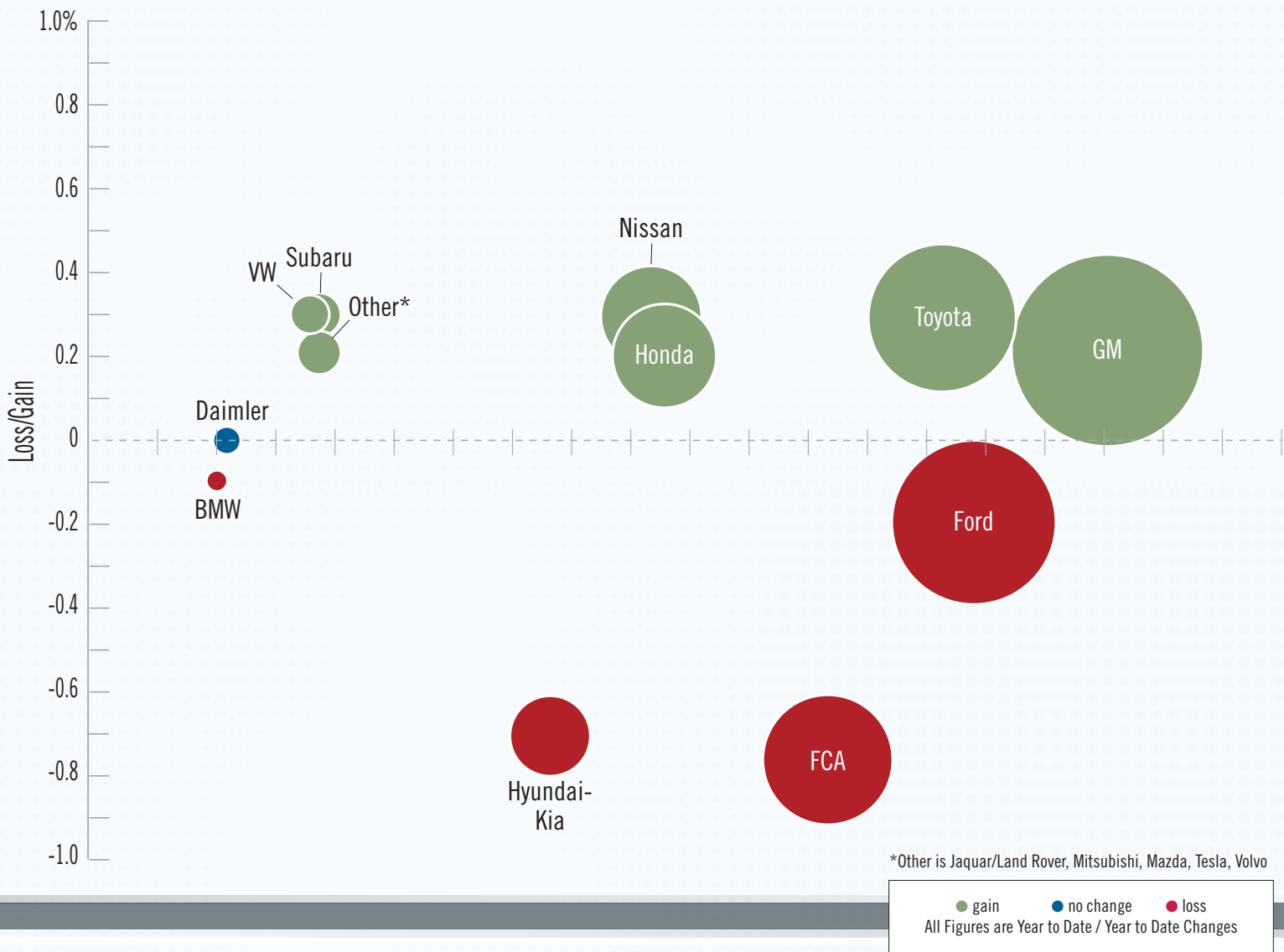
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

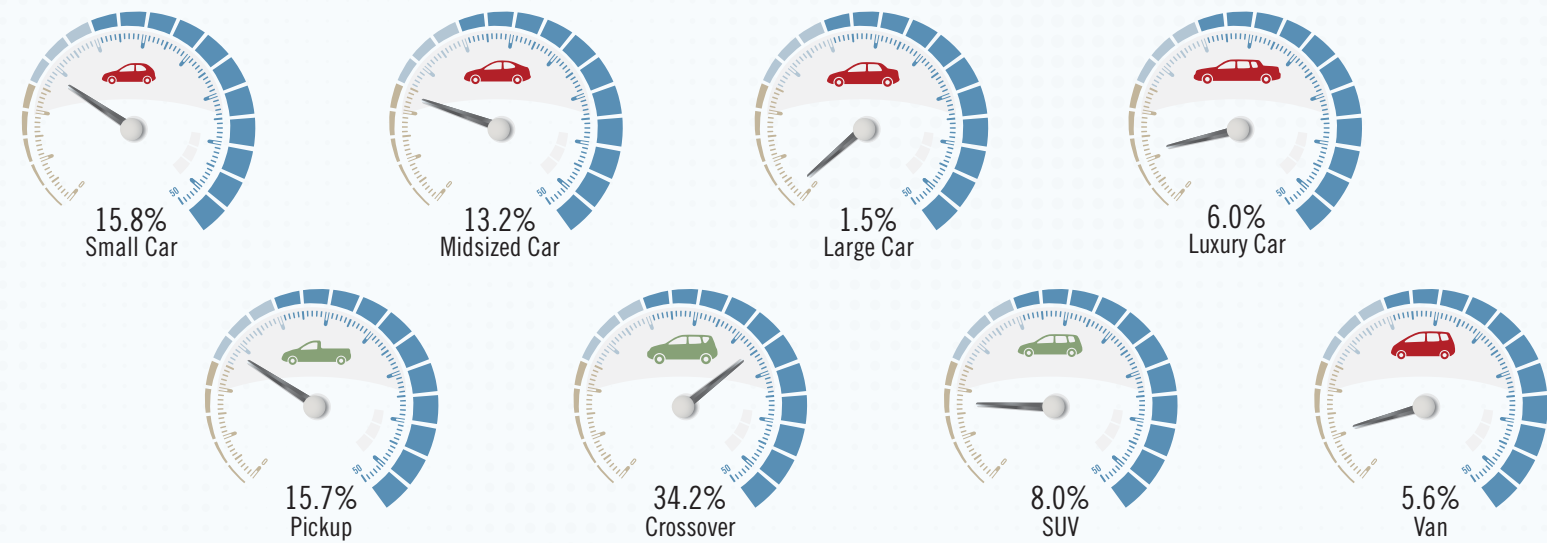


	Sept. 2017	Y/Y Change %	Jan. - Sept. 2017	YTD Change%
Total Car	6.54	-5.8%	6.09	-11.6%
Total Light Truck	11.93	11.4%	10.86	3.9%
Domestic Light Vehicle	14.33	3.4%	13.17	-2.6%
Import Light Vehicle	4.14	9.2%	3.78	-0.8%
Total Light Vehicle SAAR	18.47	4.6%	16.95	-2.2%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain

