



MARKET BEAT

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October was another strong month for new light-vehicle sales, pushing the year-to-date SAAR just above 17 million units. High incentive levels and replacement demand from the recent hurricanes continue to be strong drivers of new light-vehicle sales. As has been the case all year, consumers continue to choose high-margin crossovers, SUVs and pickups over sedans. Through the remainder of the year we expect incentives to rise further to clear unsold inventory, especially in slower-selling segments such as sedans. Although 2017 won't be another record year for new-vehicles sales, we still expect the year to close out strong with total sales of 17.1 million units.

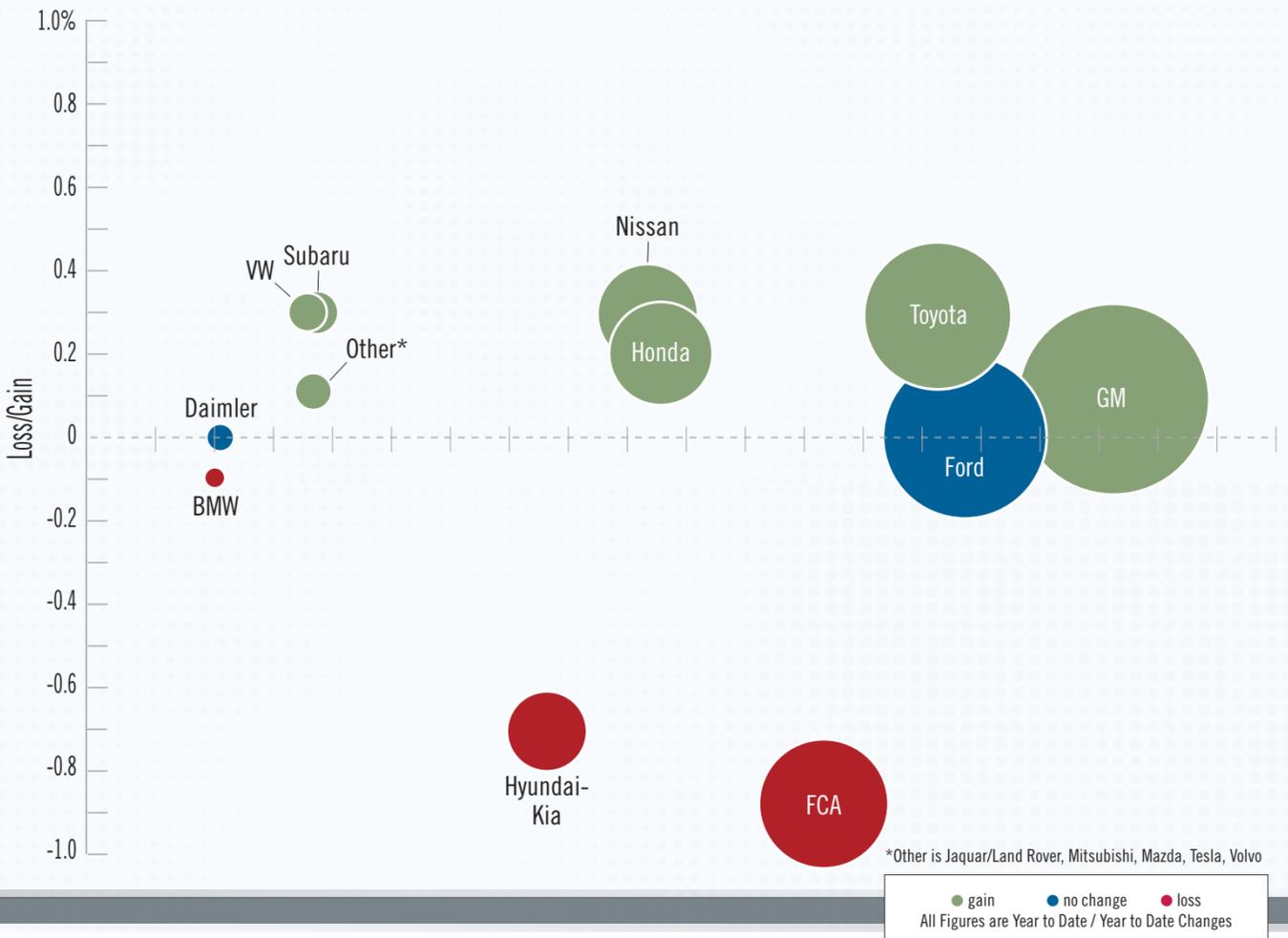
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

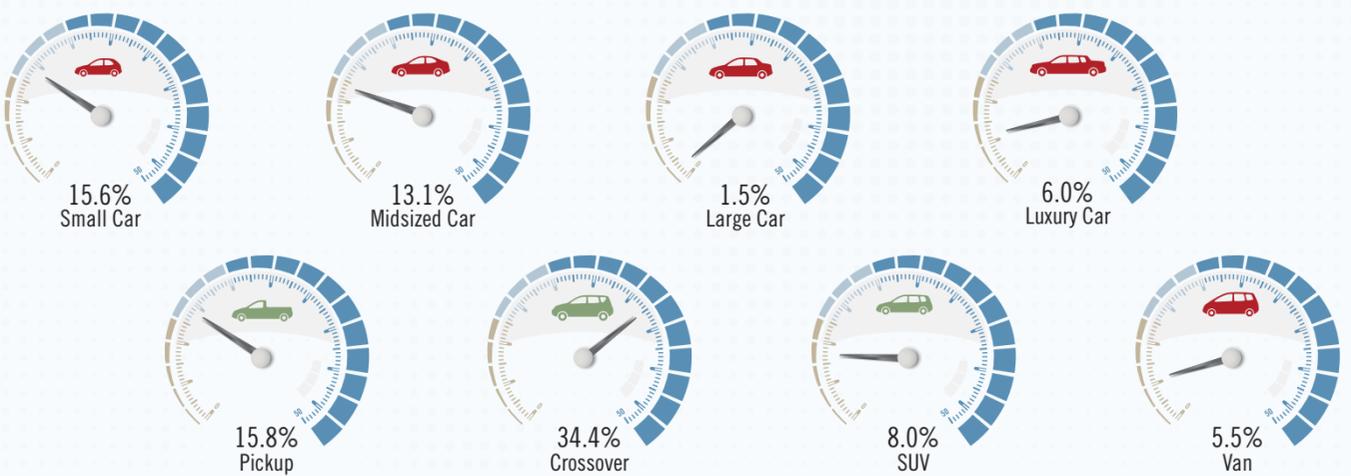


	Oct. 2017	Y/Y Change %	Jan. - Oct. 2017	YTD Change%
Total Car	6.25	-7.7%	6.10	-11.2%
Total Light Truck	11.75	6.4%	10.94	4.2%
Domestic Light Vehicle	14.02	0.3%	13.25	-2.3%
Import Light Vehicle	3.98	4.2%	3.80	-0.5%
Total Light Vehicle SAAR	18.00	1.1%	17.04	-2.0%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain

