



# MARKET BEAT

Patrick Manzi, NADA Senior Economist  
Boyi Xu, Economist

November sales exceeded most analysts’ expectations with a year-to-date SAAR of 17.35 million units. Sales were given a boost from higher-than-normal deals on 2017 model-year vehicles and lingering replacement demand from hurricanes in Texas and Florida. Light-truck market share topped 64% for the first time. In the light-truck segment, crossovers continue to be extremely popular, accounting for more than one-third of the total new-vehicle market. The gain in market share for crossovers came mainly from slower sales of mid-size sedans, which lost 2.2% in market share since this time last year. Before the end of 2018, we expect the market share of light trucks to easily top 65%. With such strong November sales, we expect new light-vehicle sales to easily meet, if not exceed, our forecast of 17.1 million units for 2017.

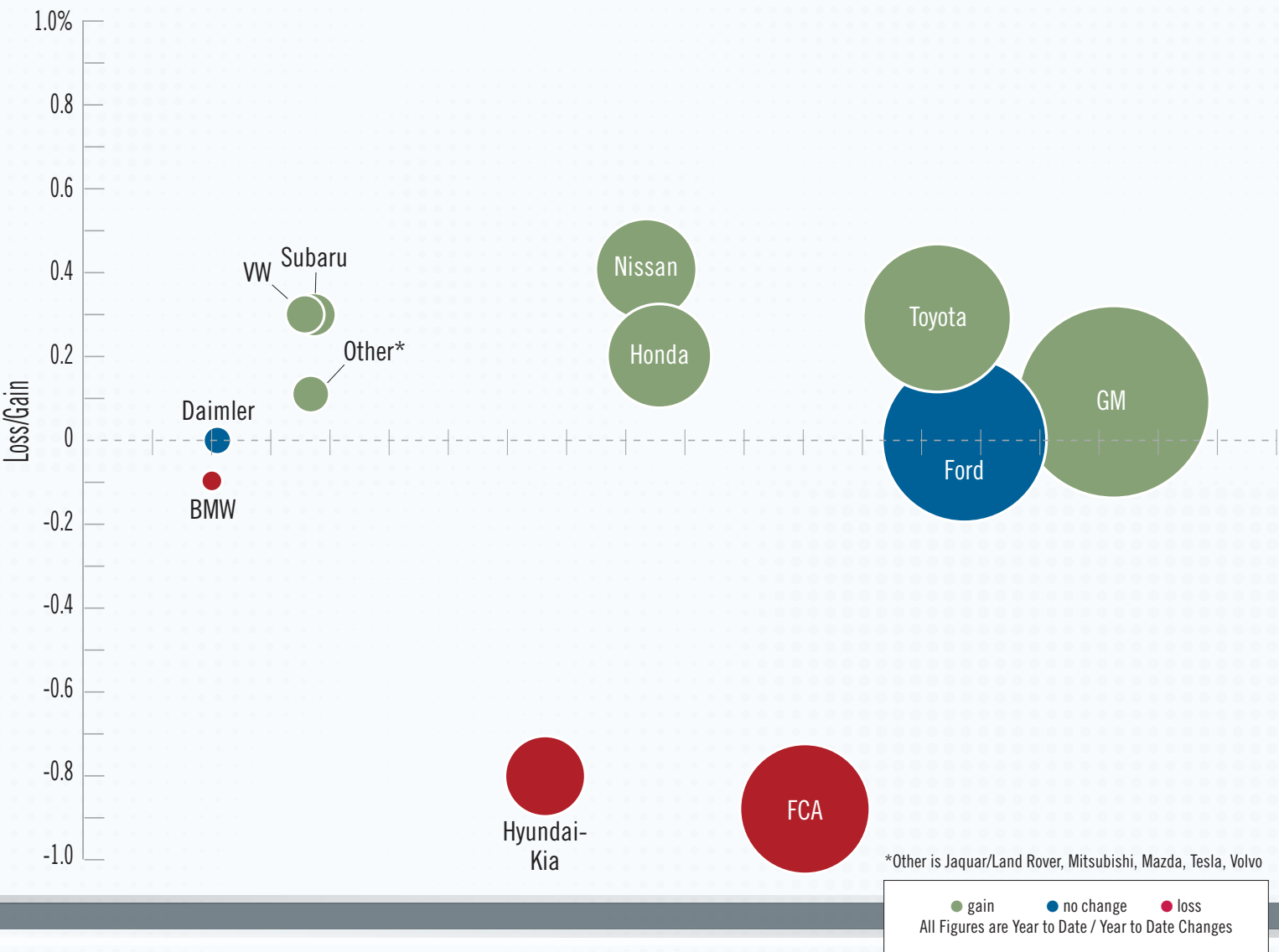
## U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

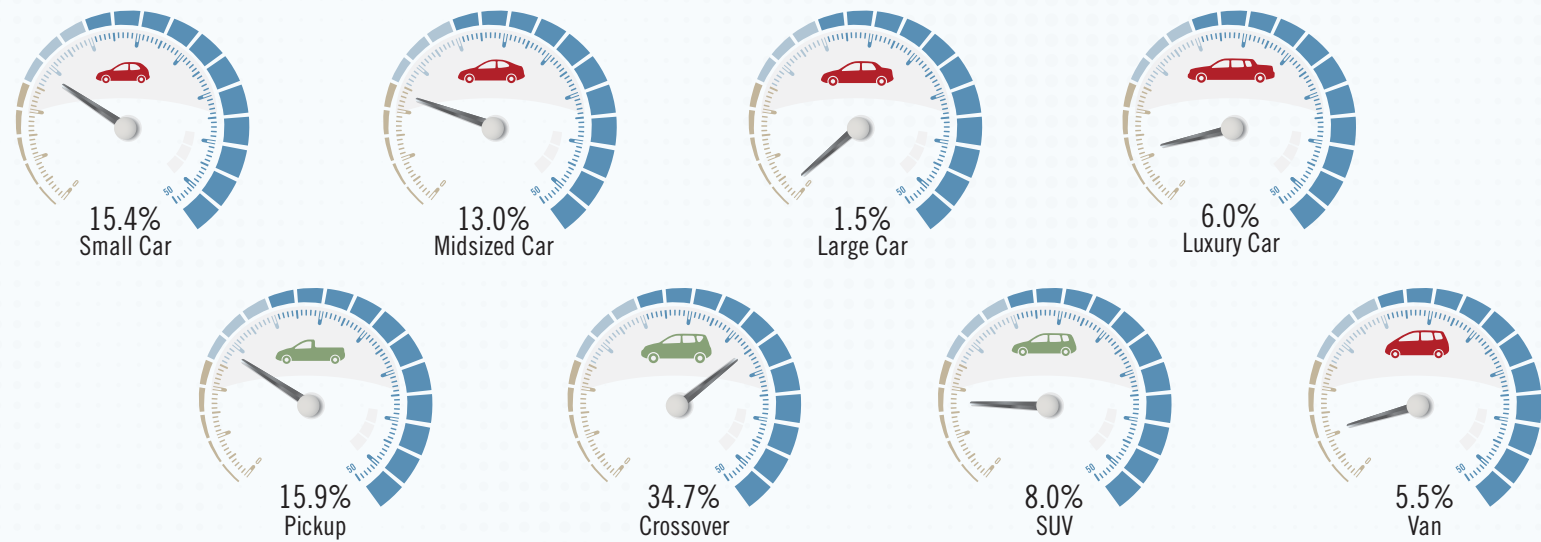


	Nov. 2017	Y/Y Change %	Jan. - Nov. 2017	YTD Change%
Total Car	6.04	-10.7%	6.10	-11.2%
Total Light Truck	11.31	4.7%	10.97	4.2%
Domestic Light Vehicle	13.38	-2.3%	13.26	-2.3%
Import Light Vehicle	3.96	2.6%	3.82	0.0%
Total Light Vehicle SAAR	17.35	-1.2%	17.07	-1.8%

## Market Share, by manufacturer



## Market Share, by segment



## Market Share, by powertrain

