



# MARKET BEAT

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Light-vehicle sales topped 17 million units for the third consecutive year. Closing out 2017 at 17.14 million units, this marks only the fifth time that light-vehicle sales have topped 17 million units. Most consumers who purchased a new vehicle this year chose a light truck. Light-truck sales accounted for 64.5% of new-vehicle purchases in 2017, up 3.9 percentage points from 2016. We expect light trucks to account for two-thirds of the total new-vehicle market in 2018.

We also expect light-vehicle sales to cool slightly to 16.7 million units this year. Selling 16 million-plus vehicles is still indicative of a strong market and a healthy level of consumer demand for new vehicles. The U.S. has a solid labor market with low unemployment and steady wage gains in certain parts of the country. Recent federal tax cuts and a robust stock market will put more cash in the pockets of consumers, and more disposable income will help alleviate the increased costs from interest rates that are likely to rise further in 2018.

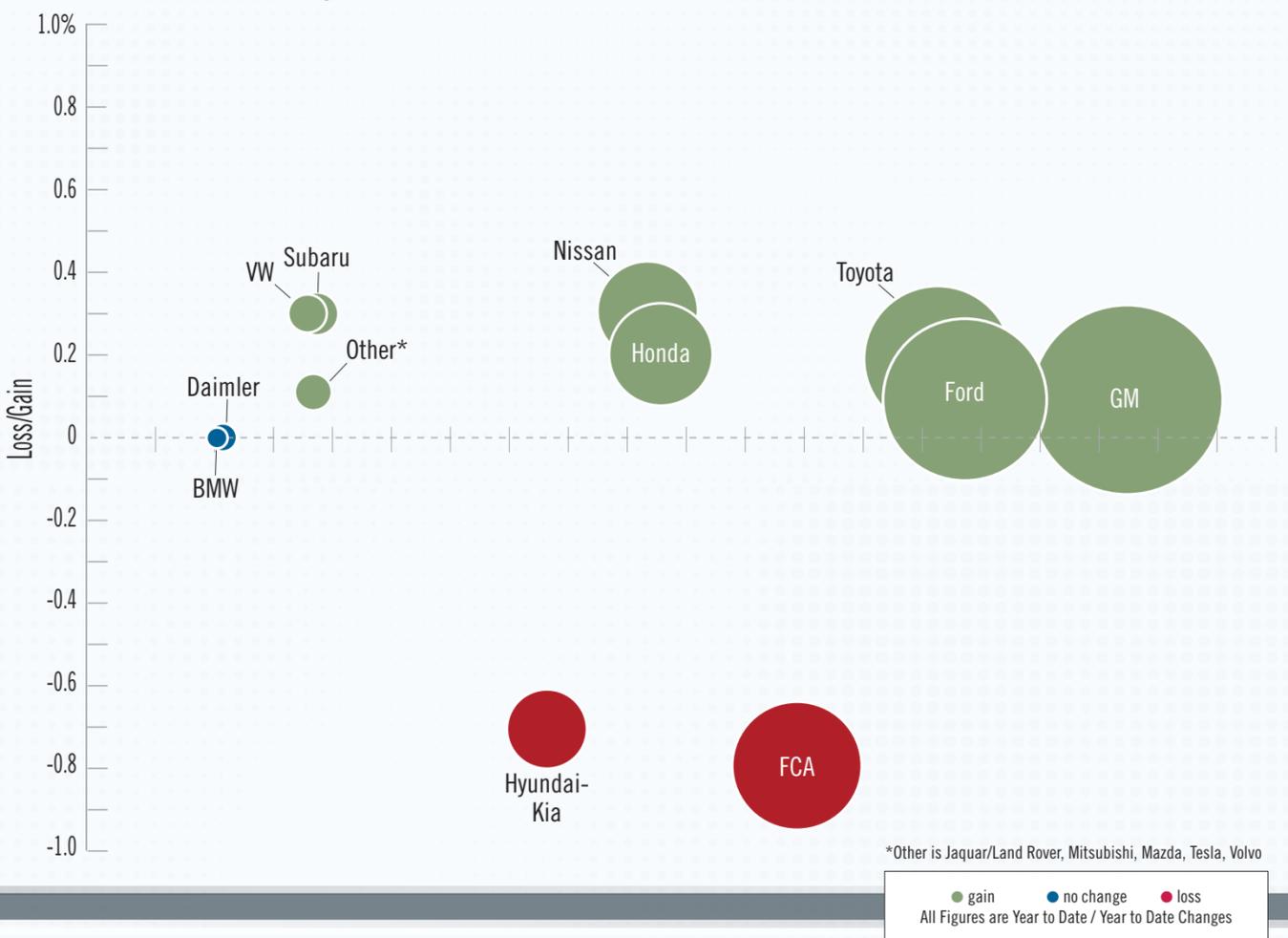
## U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

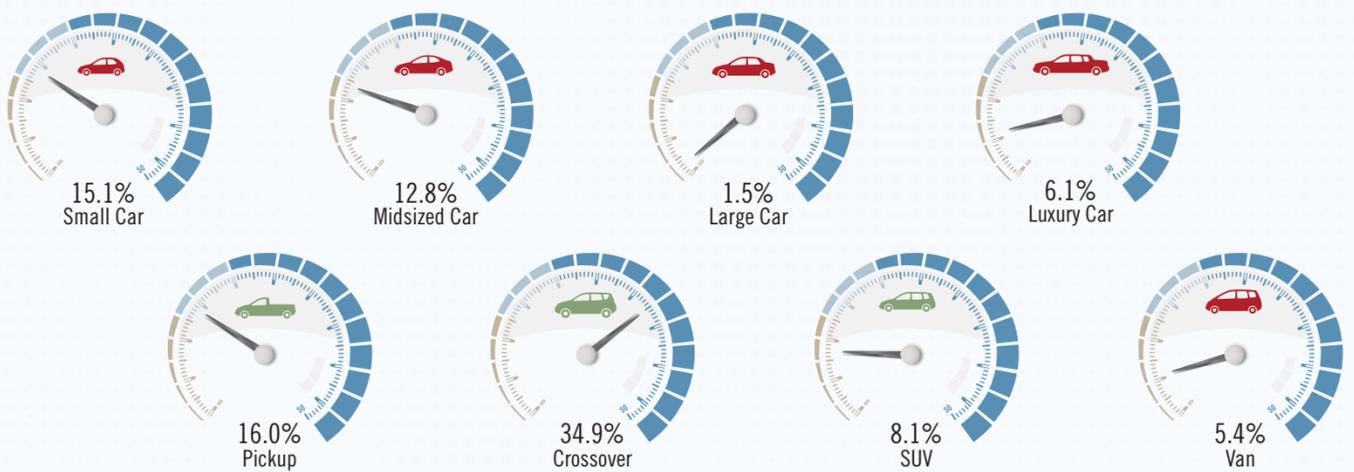


	Dec. 2017	Y/Y Change %	Jan. - Dec. 2017	YTD Change%
<b>Total Car</b>	5.83	-14.8%	6.08	-11.4%
<b>Total Light Truck</b>	11.93	6.4%	11.6	4.4%
<b>Domestic Light Vehicle</b>	13.72	-2.2%	13.30	-2.3%
<b>Import Light Vehicle</b>	4.05	0.5%	3.84	0.0%
<b>Total Light Vehicle SAAR</b>	17.76	-1.6%	17.14	-1.8%

## Market Share, by manufacturer



## Market Share, by segment



## Market Share, by powertrain

