



MARKET BEAT

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There were 1.15 million light-vehicle sales in January. Sales fell to 17.07 million SAAR, a drop of 1.6%. But a SAAR above 17 million is still a very healthy market. Light-truck sales were a whopping 68.3% of all new light-vehicle sales, with crossovers—up 3.9% from January of last year—gaining the most market share. Several extreme cold weather events across the country likely had a negative effect on light-vehicle sales in January. In the first few months of 2018, we expect sales to cool slightly from the rapid sales pace of the last few months of 2017. But many U.S. workers should now be seeing more money in their paychecks because of the new tax legislation, so we expect demand for vehicle purchases to remain robust overall. The only catch: Consumers will be tempted by an increased supply of nearly-new off-lease vehicles with lower prices. We still predict a strong year for new light-vehicle sales, with a forecast of 16.7 million units.

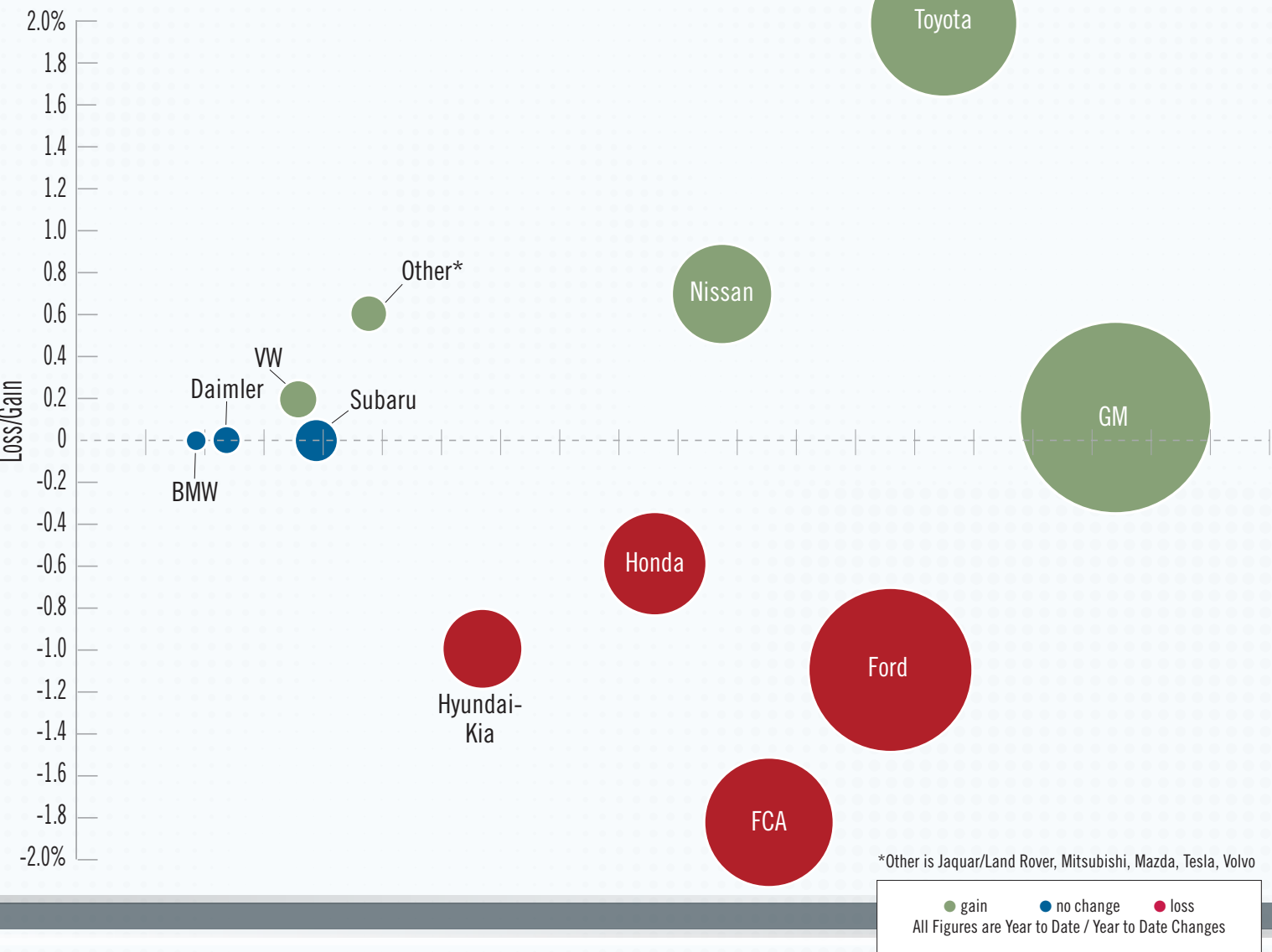
U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

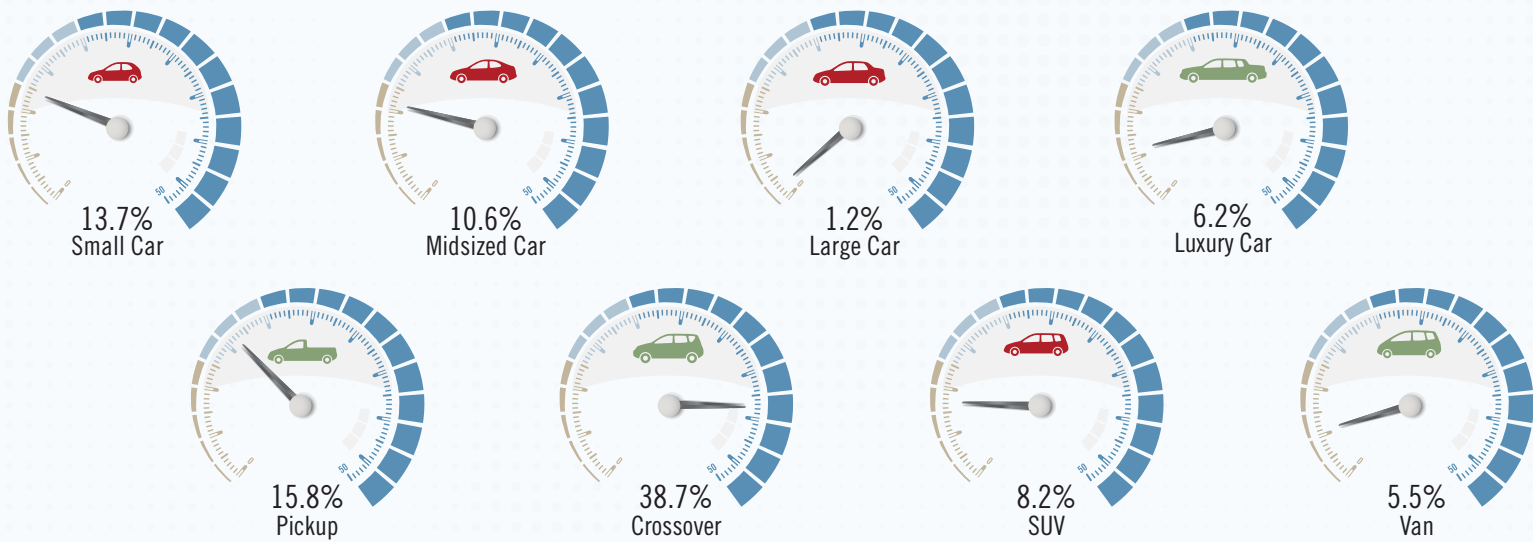


	Jan. 2018	Y/Y Change %	Jan. - Jan. 2018	YTD Change%
Total Car	5.51	-13.0%	5.51	-13.0%
Total Light Truck	11.56	5.0%	11.56	5.0%
Domestic Light Vehicle	13.10	-1.9%	13.10	-1.9%
Import Light Vehicle	3.97	-0.3%	3.97	-0.3%
Total Light Vehicle SAAR	17.07	-1.6%	17.07	-1.6%

Market Share, by manufacturer



Market Share, by segment



Market Share, by powertrain

