



# MARKET BEAT

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Light-vehicle sales closed out May with a year-to-date SAAR of 17.07 million units. Consumer demand remains high for light trucks, which represented 67.9% of all new vehicles sold this year. This light-truck market share represents an increase of 5.2 percentage points from this time last year. Within the light-truck segment, crossovers/SUVs saw the largest gain, up 4.3 percentage points from this time last year. All car segments posted year-over-year declines, with the largest declines for small and midsize cars. In an environment of rising interest rates and record-high average monthly payments for new vehicles, the recently imposed tariffs on steel and aluminum are likely to further drive up the price of new vehicles and put downward pressure on new-vehicle sales. Further, the Trump administration has floated the idea of applying further tariffs of up to 25% on imported vehicles, which will likely push prices higher and could lead to fewer new-vehicle choices for consumers.

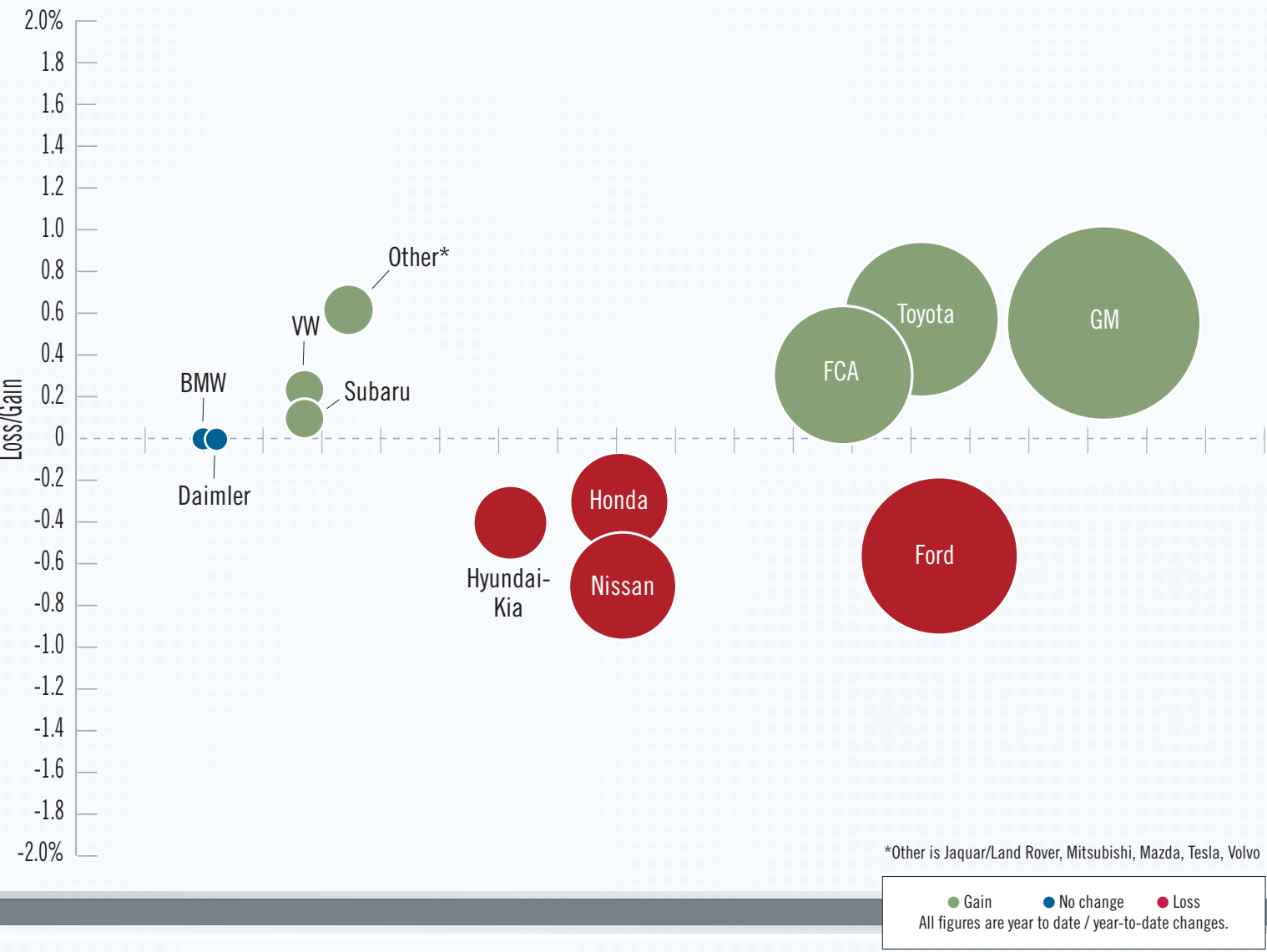
## U.S. Light-Vehicle Sales

(Seasonally Adjusted at Annual Rates)

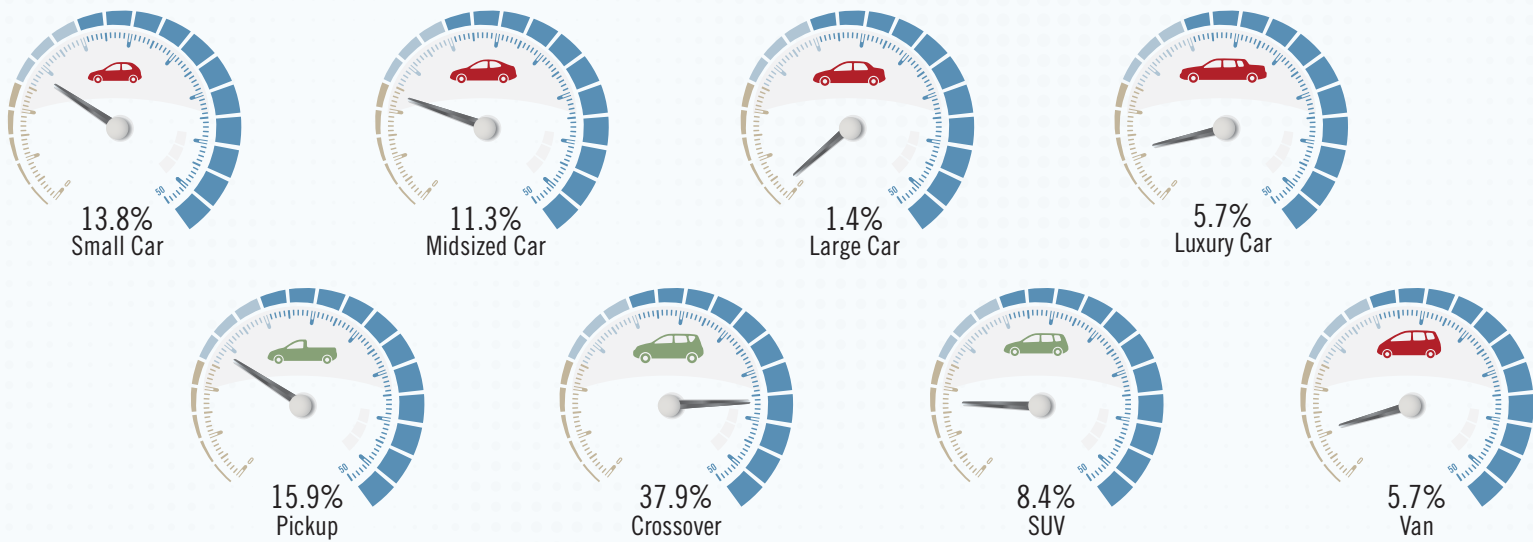


	May 2018	Y/Y Change %	Jan - May 2018	YTD Change%
Total Car	5.20	-13.2%	5.36	-13.3%
Total Light Truck	11.61	8.4%	11.71	8.5%
Domestic Light Vehicle	12.76	-1.0%	13.05	-0.8%
Import Light Vehicle	4.04	6.0%	4.02	5.0%
Total Light Vehicle SAAR	16.81	0.7%	17.07	0.5%

## Market Share, by manufacturer



## Market Share, by segment



## Market Share, by powertrain

