

Through the end of the third quarter, Class 8 truck sales were up a whopping 32.5% compared to this time last year. Medium-duty truck sales also performed well—up 6.8%—and overall sales of commercial trucks rose 18.3%. But 2018 is turning out to be a banner year for Class 8 truck sales, with robust orders pushing build backlogs well into 2019. We expect orders for class 8 trucks to remain strong the next few months, which will continue boosting order backlogs. Tight supplies of new trucks have increased Class 8 used-truck sales and prices, and ACT Research reports the average price of a used Class 8 truck increased 16% year-over-year. Overall, the U.S. economy is strong: Job gains are averaging around 200,000 per month, wage gains have ticked up slightly and unemployment remains low. Consumers are confident, spending money on goods that need to be delivered by truck—an indication the demand for trucks and transportation services will continue to be strong for awhile. We expect heavy-duty truck sales to top 250,000 units and medium-duty sales to top 220,000 units by the end of the year.

U.S. Medium- and Heavy-Duty Vehicle Sales

	Sept 2018	Y/Y Change (%)	Jan-Sept	YTD Change (%)
Medium Duty	19,173	-5.8%	176,366	6.8%
Heavy Duty	23,648	59.9%	178,199	32.5%
Total	42,821	21.8%	354,565	18.3%

Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer
36.2	↓ 1.5	FREIGHTLINER
14.9	↓ 0.9	PETERBILT
14.7	↑ 0.2	KENWORTH
13.6	↑ 2.4	INTERNATIONAL
10.9	↑ 1.8	VOLVO
7.3	↓ 1.4	MACK
2.4	↓ 0.4	WESTERN STAR
0.0	↓ 0.1	OTHER



Manufacturer	YTD Change (%)	Market Share (%)
FORD	↓ 0.7	32.5
FREIGHTLINER	↑ 1.1	25.1
INTERNATIONAL	↓ 0.4	14.5
ISUZU	↑ 0.3	8.0
DODGE	↓ 1.1	6.6
HINO	↑ 0.3	5.7
PETERBILT	↑ 0.7	3.3
KENWORTH	↑ 0.0	3.1
GM	↓ 0.1	0.8
MITSUBISHI FUSO	↓ 0.0	0.3