

NEW CAR, TRUCK AND SUV SALES

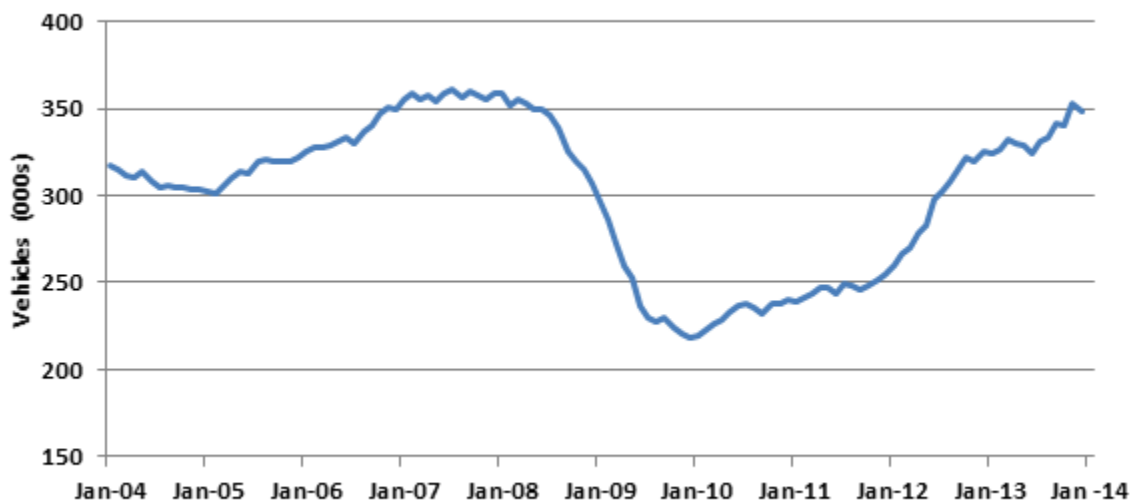
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Houston-area auto dealers sold 24,991 cars, trucks and SUVs in January '14, according to *TexAuto Facts*, published by InfoNation, Inc. of Sugar Land. January sales were 9.3 percent higher than the 22,861 sold in December '13 but 7.4 percent lower than the 26,976 vehicles sold the same month last year.

The year-over-year decline in sales volume may be a result of a combination of factors including harsh winter weather and slower title processing in Harris County. Steve McDowell of InfoNation states that Harris County dealer sales experienced an unusually large year-over-year drop of 10.9 percent while suburban county dealer sales increased 5.9 percent.

January's tepid performance follows a strong year in vehicle sales. Dealers collected an estimated \$16.4 billion in total revenue from new and used vehicle sales which resulted in \$1.025 billion of sales tax revenue for the state and local government.

Vehicle Sales, 12-Month Total, Houston Metro Area



Source: *TexAuto Facts* Report by InfoNation

Houston-area auto dealers sold 345,874 vehicles in the twelve months ending January '14, up 6.7 percent from the 324,256 sold in the twelve months ending January '13. InfoNation is forecasting 360,000 new vehicles to be sold in the Houston area in '14. Sales growth will be primarily driven by

population growth. Pent-up demand from the Great Recession will no longer stimulate the same pace of vehicle sales growth as it did in the previous three years.

For the latest data, click [here](#).

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