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Houston-area auto dealers sold 30,670 vehicles in November '17, a 35.3 percent increase from the same month last year, according to *TexAuto Facts*, published by InfoNation, Inc. of Sugar Land. Strong demand for replacement vehicles from Harvey continues to bolster sales, though 12-month totals still lag previous years. Dealers sold 293,614 vehicles for the 12 months ending November '17, down 3.1 percent from the same period last year.

Vehicle Sales, 12-Month Total, Houston Metro Area



Source: *TexAuto Facts* Report by InfoNation

InfoNation estimates that Harvey replacements account for 26,600 of the 92,127 new vehicles sold since the start of September. The DMV counted 175,102 flood damaged vehicles through the end of November. Though that number will likely continue to rise, it may signal that the scope of damage was less than the 300,000 vehicles previously estimated.

“Original estimated sales of 75,500 new replacement vehicles through January 2018 now appears to be higher than is likely to be achieved,” states Steve McDowell with InfoNation.

Sales of used vehicles dropped from 83,000 in October '17 to 62,500 in November '17.

The average retail sales price for a new vehicle fell to \$36,574 in November '17, up 3.8 percent from October '17 and the highest average price in nine months. The increase was spurred by stronger sales among trucks and SUVs, which accounted for a record 68.8 percent of new vehicle

sales in November '17. The average retail price for the Truck/SUV segment was \$39,403 in November '17, up 2.4 percent from October '17. The car segment averaged \$30,397 in November '17, up 6.6 percent from October '17.

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