

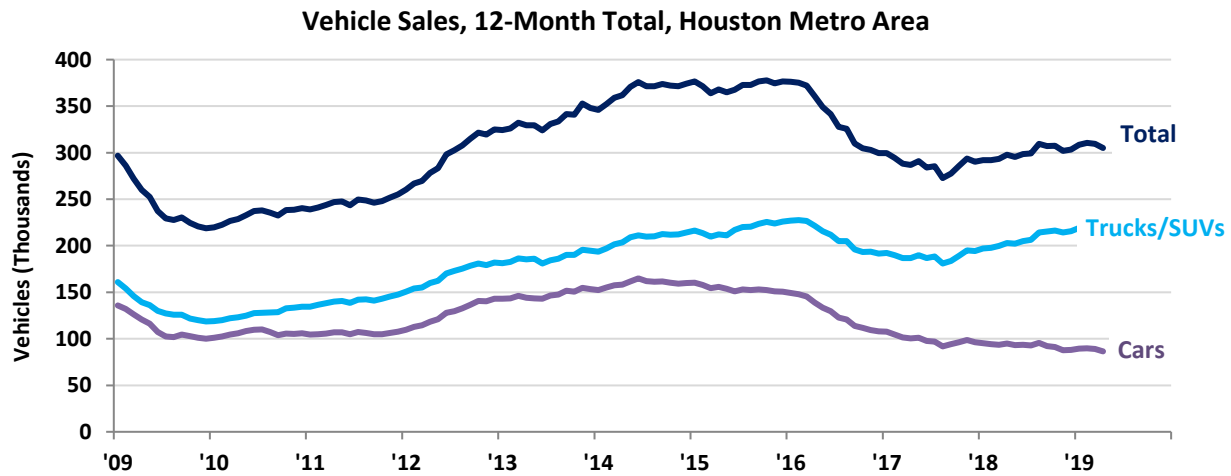
VEHICLE SALES

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June 5, 2019

Houston vehicle sales in April of this year dropped compared to April '18. Dealers sold 22,393 new vehicles, a 17.0 percent decline from April '18, according to *TexAuto Facts*, published by InfoNation, Inc. of Sugar Land. Year-to-date vehicle sales ticked up 1.6 percent from the same period last year.



Source: *TexAuto Facts* Report by InfoNation

Sales in the Truck/SUV segment fell 11.3 percent and auto sales declined 29.4 percent from April '18 to April '19. The average retail price per vehicle sold in Houston increased 5.4 percent to \$39,664 compared to the same period last year.

Nationally, vehicles sales were down 2.3 percent year-over-year. According to Kelly Blue Book, the average price for a new vehicle was up 2.0 percent compared to the same time last year.

Prepared by Greater Houston Partnership Research

Patrick Jankowski, CERP
Senior Vice President, Research
713-844-3616
pjankowski@houston.org

Nadia Valliani
Manager, Research
713-844-3654
nvalliani@houston.org