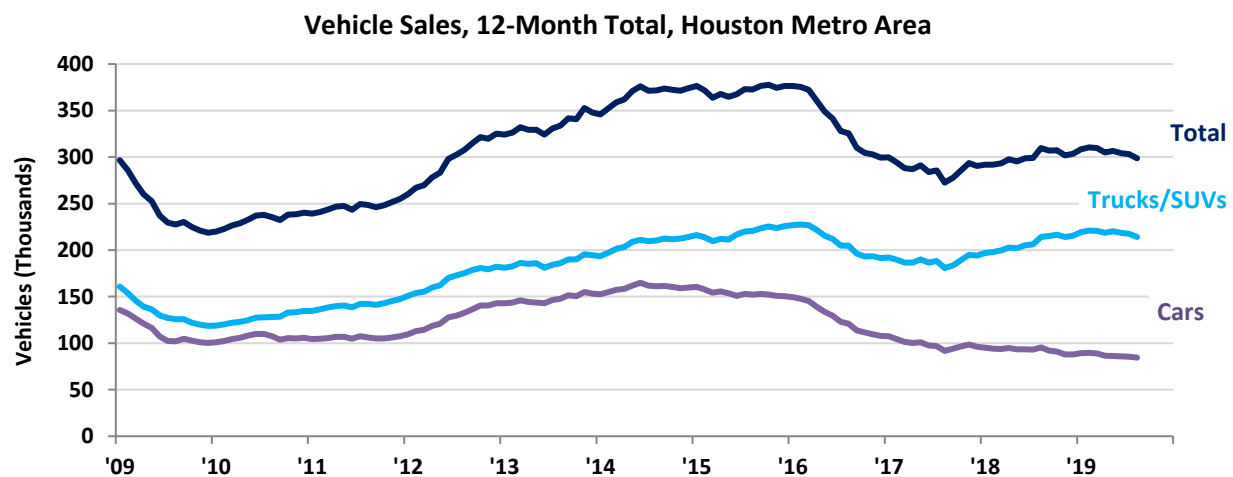


The Partnership sends updates for the most important economic indicators each month. If you would like to opt-in to receive these updates, please click [here](#).

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

September 18, 2019

Houston new vehicle sales fell this August compared to last August. Dealers sold 21,546 new vehicles, a 16.7 percent decline from August '18, according to *TexAuto Facts*, published by InfoNation, Inc. of Sugar Land. Truck/SUV sales fell 17.4 percent and car sales dropped 15.1 percent. New vehicle sales started off strong in early '19 but cooled throughout the year. Year-to-date, vehicle sales are down 2.4 percent compared to the first eight months of '18. The decline mirrors a national trend of lower new car sales despite reduced interest rates offered to consumers.



Source: *TexAuto Facts* Report by InfoNation

Regional vehicle sales in the past 12 months are down 3.5 percent from the comparable period in '18. This decline is driven entirely by weak car sales which are 11.5 percent lower during the past 12 months than the preceding 12 months. Truck/SUV sales are flat.

Despite recent weak sales, the average retail price per vehicle sold continues to climb, increasing 7.8 percent since August '18 to \$39,010.

Prepared by Greater Houston Partnership Research

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