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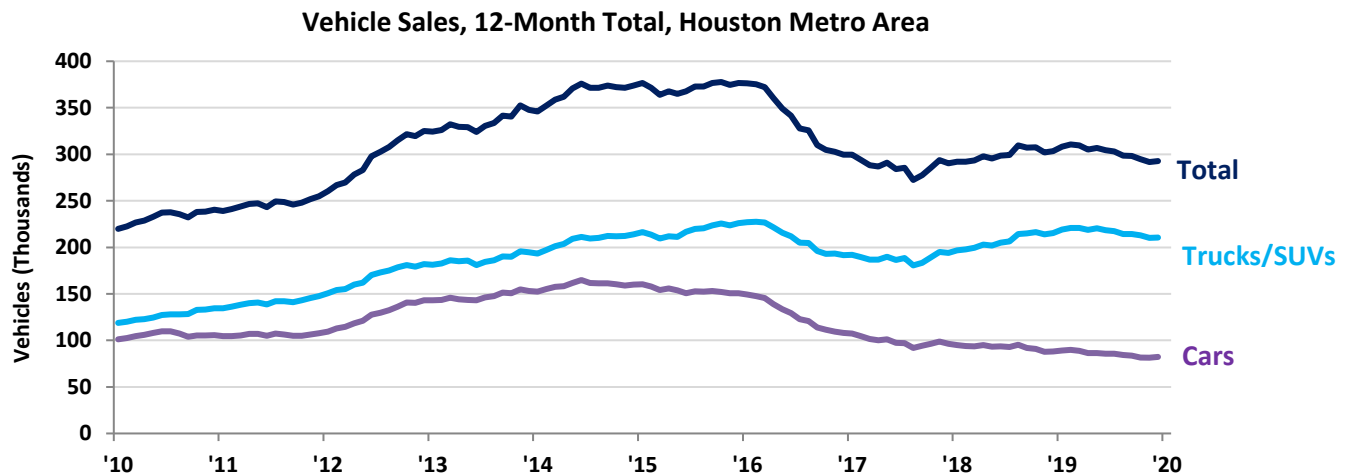
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January 21, 2020

Houston new vehicle sales rose 4.7 percent this December compared to December '18. Dealers sold 23,396 new vehicles, up 1,042 vehicles from December '18, according to *TexAuto Facts*, published by InfoNation, Inc. of Sugar Land. Truck/SUV sales went up 2.2 percent and car sales increased 11.2 percent.

Year-to-date vehicle sales are down 3.6 percent relative to last year. The bulk of the decline is due to lower car sales in the region.

The average monthly retail price for a new vehicle was \$38,312 in December '19, down 3.8 percent from '19's price peak of \$39,816 in January. This 3.8 percent price drop reflects price lower demand since the beginning of the year despite dealerships offering lower interest rates to consumers.



Source: *TexAuto Facts* Report by InfoNation

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