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US Collection

Motor Vehicles: United States

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About This Report

Scope

This report forecasts to 2021 and 2025 US motor vehicle (MV) retail sales in units and nominal US dollars, as well as production in units. Total new retail sales and production volumes are segmented by type in terms of:

- light-duty trucks
- automobiles
- medium-duty trucks
- heavy-duty trucks
- medium- and heavy-duty buses

Total new vehicle retail sales in value terms are segmented by type as follows:

- light-duty trucks
- automobiles
- medium- and heavy-duty trucks and buses

To illustrate historical trends, total retail sales, total production, and the various segments are provided in annual series from 2010 to 2020.

Other forms of motorized transport equipment, such as all-terrain vehicles; bicycles; military armored vehicles and tanks; motorcycles; off-road agriculture, construction, and mining equipment; race cars; snowmobiles; and parts are excluded from the scope of this report. New MV leases originated are included in volume retail sales figures. Re-exports of motor vehicles are excluded from demand figures.

This report includes the results of a proprietary national online consumer survey of US adults (age 18+). This Freedonia Focus Reports National Survey has a sample size of 1690, screened for response quality, and representative of the US population on the demographic measures of age, gender, geographic region, race/ethnicity, household income, and the presence/absence of children in the household.

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading companies, are covered in this report. A full outline of report items by page is available in the Table of Contents.

Sources

Motor Vehicles: United States (FF85029) represents the synthesis and analysis of data from various primary, secondary, macroeconomic, and demographic sources, such as:

- firms participating in the industry, and their suppliers and customers
- government/public agencies
- intergovernmental organizations
- proprietary national consumer survey data
- trade associations and their publications
- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group

Specific sources and additional resources are listed in the Resources section of this publication for reference and to facilitate further research.

Industry Codes

Table 12 | NAICS & SIC Codes Related to Motor Vehicles

NAICS/SCIAN 2017		SIC	
North American Industry Classification System		Standard Industrial Classification	
336111	Automobile Manufacturing	3711	Motor Vehicles and Passenger Car Bodies
336112	Light Truck and Utility Vehicle Manufacturing	3713	Truck and Bus Bodies
336120	Heavy Duty Truck Manufacturing		
336211	Motor Vehicle Body Manufacturing		

Source: US Census Bureau

Freedonia Methodology

The Freedonia Group, a subsidiary of MarketResearch.com, has been in business for more than 30 years and in that time has developed a comprehensive approach to data analysis that takes into account the variety of industries covered and the evolving needs of our customers.

Every industry presents different challenges in market sizing and forecasting, and this requires flexibility in methodology and approach. Freedonia methodology integrates a variety of quantitative and qualitative techniques to present the best overall picture of a market's current position as well as its future outlook: When published data are available, we make sure they are correct and representative of reality. We understand that published data often have flaws either in scope or quality, and adjustments are made accordingly. Where no data are available, we use various methodologies to develop market sizing (both top-down and bottom-up) and then triangulate those results to come up with the most accurate data series possible. Regardless of approach, we also talk to industry participants to verify both historical perspective and future growth opportunities.

Methods used in the preparation of Freedonia market research include, but are not limited to, the following activities: comprehensive data mining and evaluation, primary research, consensus forecasting and analysis, ratio analysis using key indicators, regression analysis, end use growth indices and intensity factors, purchase power parity adjustments for global data, consumer and end user surveys, market share and corporate sales analysis, product lifespan analysis, product or market life cycle analysis, graphical data modeling, long-term historical trend analysis, bottom-up and top-down demand modeling, and comparative market size ranking.

Freedonia quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or r^2 . The most stable data series relative to the trend carries an r^2 value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

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Resources

The Freedonia Group

Freedonia Industry Studies

Global Buses

Global Electric Motors

Global Flat Glass

Global Gaskets & Seals

Global Motor Vehicle Outlook 2020

Freedonia Focus Reports

Hybrid & Electric Vehicles: United States

Manufacturing: United States

Medium- & Heavy- Duty Trucks & Buses: United States

Motor Vehicle Biofuels: United States

Motor Vehicle Leasing: United States

Power Transmission Components: United States

Public Transport: United States

Refined Petroleum Products: United States

Steel Mill Products: United States

Rubber: United States

Transport Equipment: United States

Freedonia Custom Research

Trade Publications

Automotive Industries

Automotive News

Auto Remarketing

Bus & Motorcoach News

Heavy Duty Trucking

School Bus Fleet

Truck News

WardsAuto

Agencies & Associations

Alliance for Automotive Innovation

American Trucking Associations

Association of Diesel Specialists

Association of Equipment Manufacturers
The Association for the Work Truck Industry
US Department of Commerce
 Bureau of Economic Analysis
 US Census Bureau
US Department of Transportation
 Bureau of Transportation Statistics
 National Highway Traffic Safety Administration
US Environmental Protection Agency
US International Trade Commission