



Virginia VEHICLE SALES TRENDS Q3 2024

VIRGINIA NEW VEHICLE MARKET

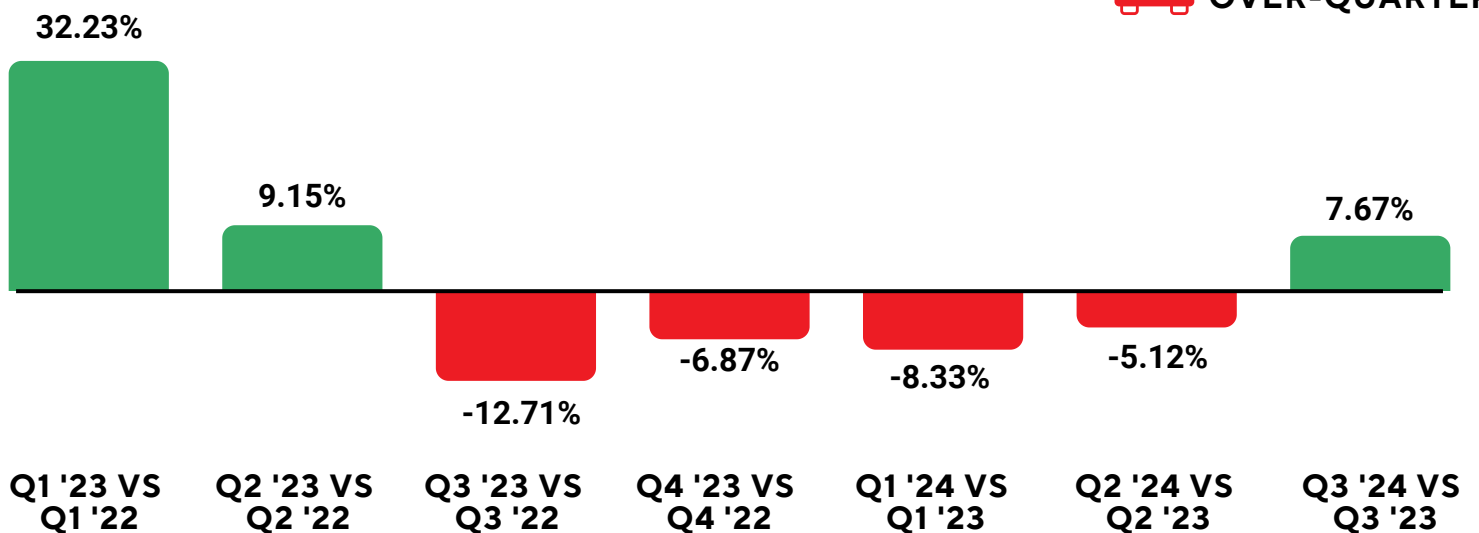
The Virginia new vehicle market lost a little momentum in September, with retail sales dropping 11.7% YoY. (Sept '24 vs Sept '23)

Looking at quarterly sales, Q3 2024 was down 3.6% compared to Q2 2024. This is a loss of about 2,000 new units QoQ.

↓ 11.7%
 **YEAR-OVER-YEAR**

The graph below shows quarterly new vehicle registration percent changes in the state of Virginia (retail only) compared the the previous year.

↓ 3.6%
 **QUARTER-OVER-QUARTER**



Source: Cross-Sell Interactive, Dealer Summary Report

Based on sales registration data in Virginia by Virginia Dealers.

CONTACT US FOR YOUR LOCAL MARKET DATA:

859-275-7933

www.cross-sell.com/vada