

U.S. new-vehicle sales are on pace to reach the highest March volume since at least 2001, according to three forecasts issued last week—marking a solid start to the closely-watched spring selling season.



The forecasts, from LMC Automotive/JD Power, Edmunds and Cox Automotive, project sales to rise about 3% this month from March 2017. That would be the industry's largest year-over-year increase since September and the second gain so far in 2018. In contrast, last year started out with eight consecutive months of declines. LMC say they still expect total sales this year to fall below 17 million, versus 17.2 million in 2017. Light trucks accounted for 66% of retail sales so far this month, J.D. Power say.