

### **Caravanning industry tops record sales results from prior year – already in the third quarter**

Caravanning holidays more popular among Germans than ever before

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**With more than 71,000 newly registered leisure vehicles, the caravanning industry has set a new sales record for the first three quarters. Sales of new motor caravans and caravans between January and September of this year also exceeded the highest sales for the entirety of 2018. Last quarter, a new all-time high was reached with almost 19,000 newly registered vehicles, as was also the case this past September (around 3,700 leisure vehicles).**

Although only three quarters of the year have passed by now, the German caravanning industry has already set a new all-time annual sales record. Since January, a total of 71,312 new leisure vehicles have been registered. This represents an outstanding sales-growth rate of 14.0 percent, relative to the first three quarters of 2018. What's more, the total number of motor caravans and caravans sold in the first three quarters of this year has already exceeded the corresponding figure for the entirety of last year. Moreover, double-digit sales growth has been registered for both vehicle segments. Sales of new motor caravans rose a robust 15.9 percent, with the total number of units sold – 47,543 – setting a new all-time record. Sales of new caravans since January of this year rose 10.4 percent to 23,769 units – the best performance in nearly two decades.

#### **Best third quarter in the history of the caravanning industry**

The caravanning industry set a new record in the third quarter of this year as well, with aggregate sales of leisure vehicles reaching an all-time high for July through September. What's more, the 18,817 new vehicles sold represent a robust increase of 17.3 percent relative to the third quarter of 2018, and sales growth reached into the double-digits for both caravans and motor caravans. Motor caravan sales registered a whopping 21.3 percent increase, with 12,173 new vehicles rolling out of dealer showrooms during the

past three months. Caravan sales were also up, by a healthy 10.7 percent; the 6,644 new vehicles sold constitute the highest sales in 25 years.

### **Sales of new motor caravans down owing to a one-time effect**

A total of 3,685 new leisure vehicles were registered this past September – an increase of 3.6 percent relative to the same period last year, and an all-time record for the month of September. Motor caravan sales declined by 6.3 percent, although the 2,083 units sold constitute the second-best result for the month of September in the history of the caravanning industry. “This decline is partly attributable to the introduction of a new emissions-level regulation that came into effect on 1 September. As a result, vehicles that don’t comply with this standard were registered in the month of August. This bringing forward of new registrations resulted in a sales increase of more than 40 percent for the month of August,” notes Daniel Onggowinarso, Managing Director of the caravanning industry association CIVD. Caravan sales rose by an astonishing 20.1 percent, to 1,602 units.

“We’re extremely pleased that industry sales have set a new record already in the third quarter of this year. This has enabled us to carry into the start of the new season the momentum we gained from our most successful Caravan Salon trade show ever, and we’re very optimistic about future developments,” Mr. Onggowinarso said.

### **For further information about caravanning, please visit our web sites:**

[caravanning-info.de](http://caravanning-info.de) or [www.civd.de](http://www.civd.de), where there are also photos available for downloading.

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**About Caravaning Industrie Verband e. V.**

Caravaning Industrie Verband (CIVD) is the trade association for the industrial arm of the German leisure vehicle sector. Our members include German and European leisure vehicle manufacturers, numerous leisure-vehicle supply vendors and service providers, as well as public institutions and associations. Founded in 1962, CIVD represents the interests of the German leisure vehicle industry for all matters of concern to its members, through lobbying and other communication measures directed at German and European political institutions and government authorities. The CIVD is also the ideal sponsor for CARAVAN SALON, the world's largest vehicle leisure industry trade show. In this capacity CIVD plays a pivotal role in promoting the progress and development of the European leisure vehicle industry.