READING THE METER

A look inside a cleaner, safer, smarter auto industry.

ALLIANCE FOR AUTOMOTIVE INNOVATION

Contents – April 3, 2025

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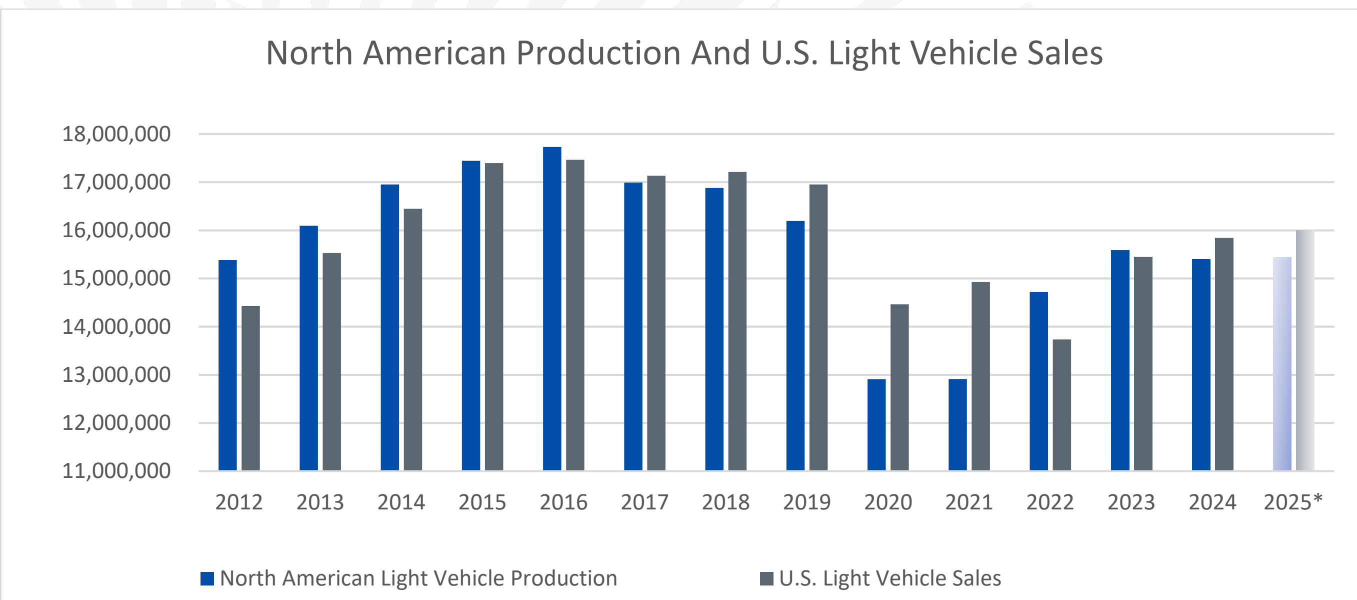
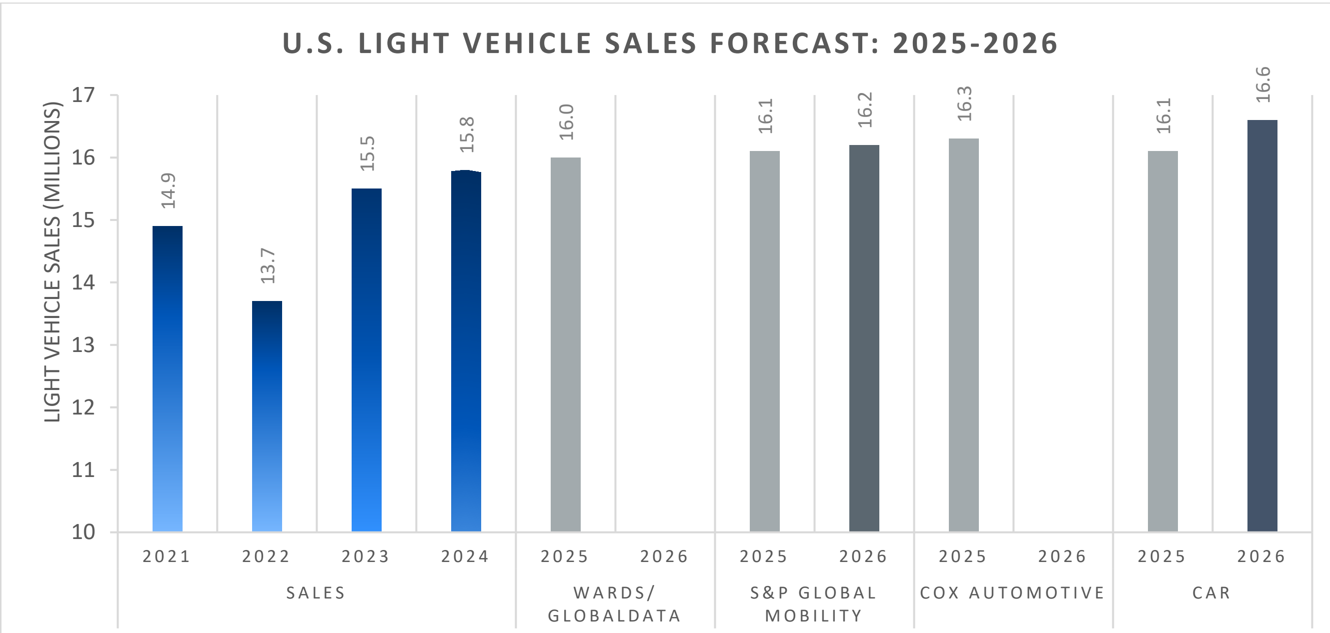
Forecast Meter

Sales & Production Summary and Forecast (Updated 3/21)

2024-2025 Sales,[1] Extended Sales Forecast[2] and Production Forecasts[3]		
	U.S. Sales & Forecasts	**North American Production**
January '24	1,076,047 (-1.3% YoY)	1,327,765 (+7.8% YoY)
February '24	1,247,516 (+5.2% YoY)	1,358,836 (+10% YoY)
March '24	1,438,012 (+4.6% YoY)	1,414,502 (-5.7% YoY)
April '24	1,313,512 (+0.6% YoY)	1,473,567 (+15.9% YoY)
May '24	1,429,028 (+0.8% YoY)	1,485,373 (-1.7% YoY)
June '24	1,321,932 (-3.4% YoY)	1,346,584 (-6.1% YoY)
July '24	1,273,115 (-2.0% YoY)	1,117,833 (-4.4% YoY)
August '24	1,419,245 (+3.8% YoY)	1,428,177 (+32.6% YoY)
September '24	1,169,908 (-1.4% YoY)	1,399,608 (+0.8% YoY)
October '24	1,325,263 (+2.4% YoY)	1,506,154 (+7% YoY)
November '24	1,360,060 (+5.8% YoY)	1,331,155 (-3.1% YoY)
December '24	1,488,577 (+6.1% YoY)	972,571 (-11.2% YoY)
January '25	1,110,721 (+3.8% YoY)	1,194,682 (-7.1 YoY)
February '25	1,219,841 (+3.4% YoY)	1,290,302 (-8.7% YoY)
2024 Full Year	15,851,070 (+2.2% YoY)	15,972,369 (-1.3% YoY) (U.S. 10,561,234)
2025 Forecast	16,000,000	15,440,000



U.S. Light Vehicle Sales Outlook (Updated 4/3)



Wards Intelligence Outlook (4/3)[4]: "Assuming any changes the U.S. government makes to tariffs raises prices cars and trucks imported to the U.S. beginning this month, sales likely fall below a 16 million-unit SAAR in April after soaring to 17.8 million in March, well above January's 15.5 million and 16.1 million in February. (Although likely to change depending on the geopolitical, economic and price ramifications of changes to U.S. import tariffs, sales are forecast to total 16.1 million in 2025.)"

North American Production & Inventory Outlook (Updated 4/3)

Wards Intelligence Inventory Outlook (4/3) [5]: "Inventory also is expected to rise again on a month-to-month basis in April."

Wards Intelligence Production Outlook (3/21)[6]: "Frist-quarter 2025 output is pegged at 3.886 million units, down 5.2% from Q1-2024's 4.10 million.

"In a first look at Q2 output, production is forecast at 4.159 million units, down 1.5% from Q1-2024, and marking the fourth consecutive quarterly downturn.

"First-quarter light-vehicle output is forecast to total 3.763 million units, down 4.7% year-over-year, while Q2 is projected to fall 1.4% to 4.025 million."

S&P Global Mobility Outlook (3/21)[7]: "North America: The outlook for North America light vehicle production was reduced by 155,000 units and by 78,000 units for 2025 and 2026, respectively (and reduced by 175,000 units for 2027). Amid trade risks and the impact on the broader economy, production in North America for 2025 was revised down 1.0% to 14.96 million units. Production in Q1-2025 was revised down by 27,000 units, from the last forecast, totaling 3.69 million units with Q2-2025 production revised down by around 100,000 units totaling 3.86 million units. Select vehicles with higher risk associated with USMCA content compliance or

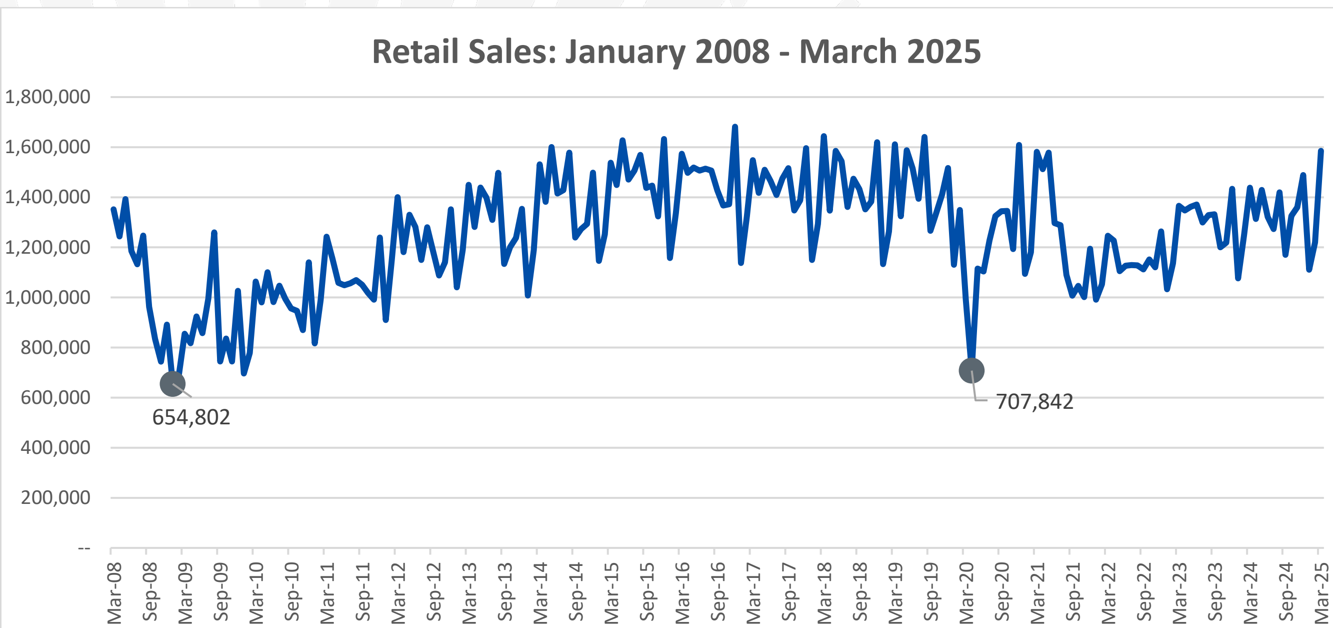
Canadian and Mexican sourcing were targeted in the reduced outlook. Reductions cascade into Q3-2025 that was revised down 28,000 units totaling 3.76 million units with the outlook for Q4-2025 virtually unchanged. Trade risk will determine future revisions to the forecast, up or down, either directly or indirectly through the broader economy. Global indications are pointing to material declines in demand at Tesla as some consumers flee the brand as it has become increasingly polarizing. As a result, the outlook for Tesla was revised down by 100,000 units for 2025 reflecting the largest contributor to the lower outlook for 2025. The outlook for 2026 was revised down 0.5% to 15.28 million units with 2027 revised down 1.1% to 15.46 million units. In both years a lower outlook for Tesla and various program delays are the primary contributors to the reduced outlook."

Market Meter

U.S. Light Vehicle Sales (Updated 4/3)

Monthly Sales (Updated 4/3)

This chart helps to put into context the monthly retail sales due to the COVID pandemic and showing the relative drop in sales compared to the 2008 financial crisis.



Monthly Sales (Updated 4/3)

WardsIntelligence[8]: "The anticipated tariff bump turned out to be much more than expected, as light-vehicle sales in March soared to a 17.8-million-unit seasonally adjusted annual rate.

“That was far above the 15.8 million annualized rate being tracked to in January-February combined, and the highest for any month in nearly four years – 18.2 million in April 2021, just on the cusp of the global semiconductor shortage kicking in, lampooning production and, thus, inventory, sending sales spiraling downward to levels the industry has not fully recovered from.

“Total deliveries in March of 1.585 million units were the highest for any month since 1.597 million in March 2021 and 10.7% above like-2024’s 1.432 million.

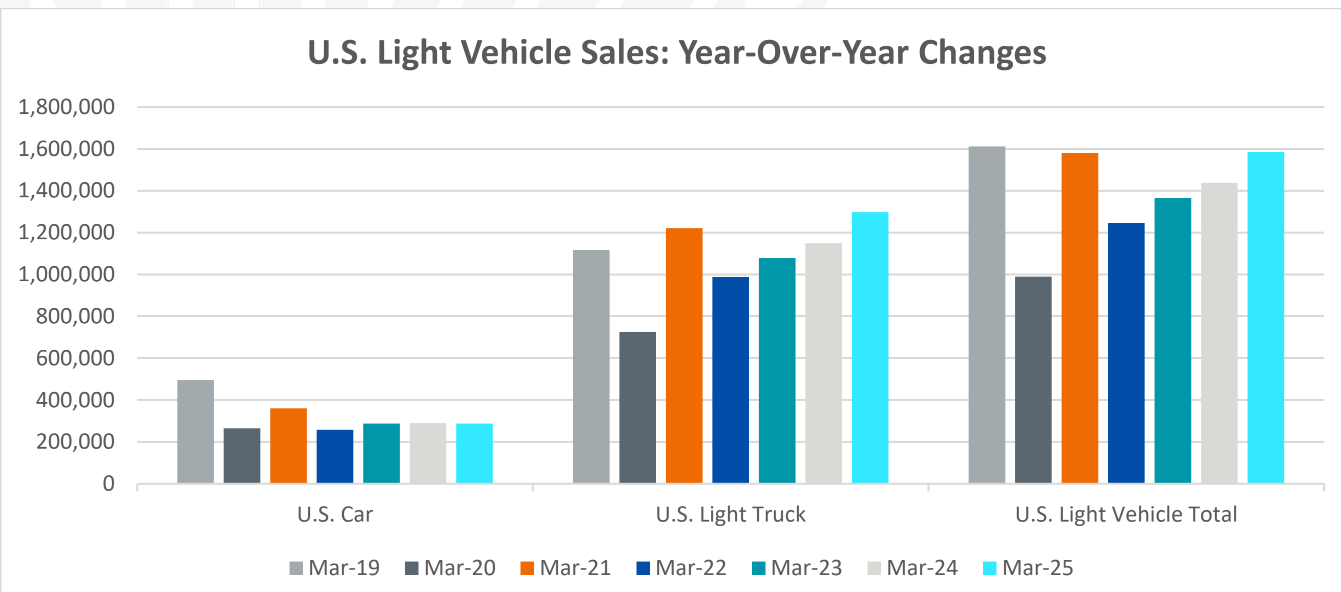
“The tariff impact positively affected results for both the retail and fleet sectors.

“Estimated retail volume of 1.304 million units was – based on DSRs – up 17.3% from March 2024, while fleet (281,000) was up 5.0%, based on DSRs. For fleet, it was the first year-over-year increase since November, and only the third over the past 11 months.

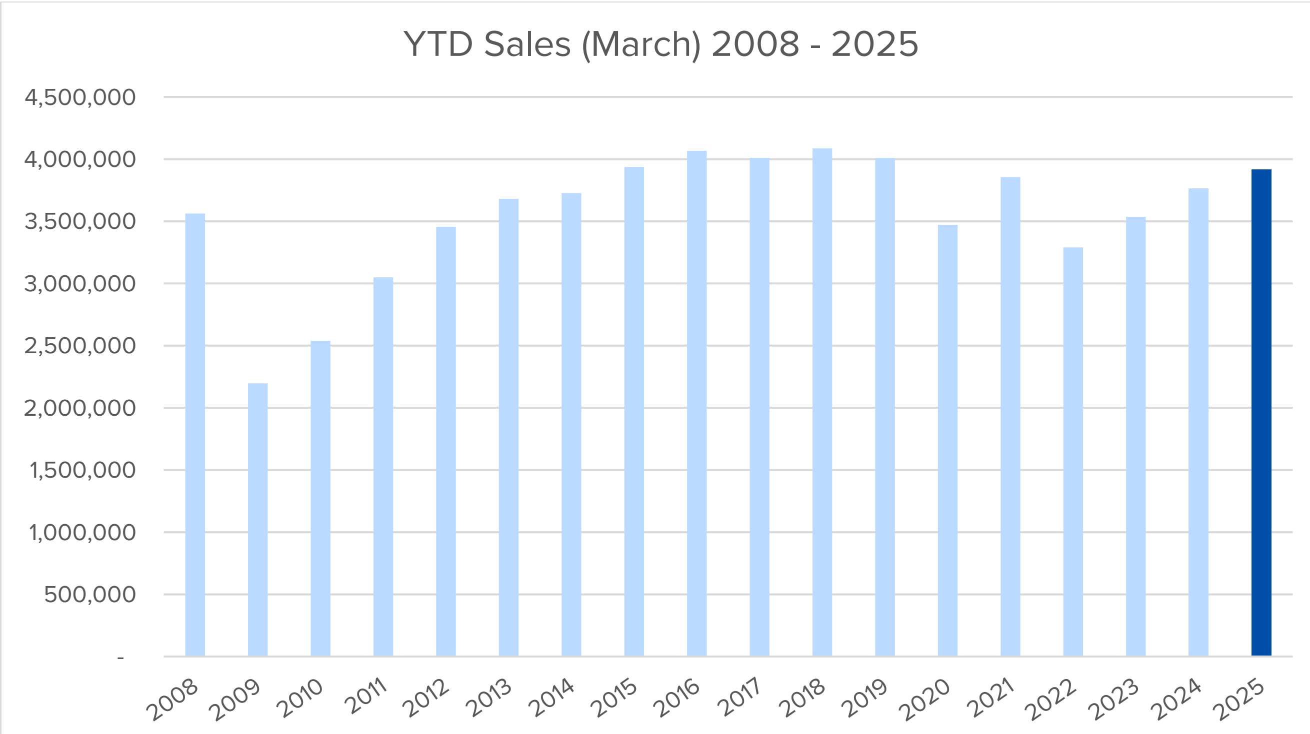
“Based on estimates made roughly two-thirds into the month, J.D. Power reported incentives in March rose 8.2% year-over-year but fell 5.2% from February. Average transaction prices were up 1.4% year-over-year, the third increase over the past four months after 13 straight declines, and up 0.5% from the prior month.

“Every major segment, and nearly every subsegment, posted a year-over-year increase in March.

“Sales in the first quarter totaled 3.910 million units, 4.8% above Q1-2024’s 3.732 million. The Q1 SAAR was 16.5 million units, well above same-period 2024’s 15.5 million.”



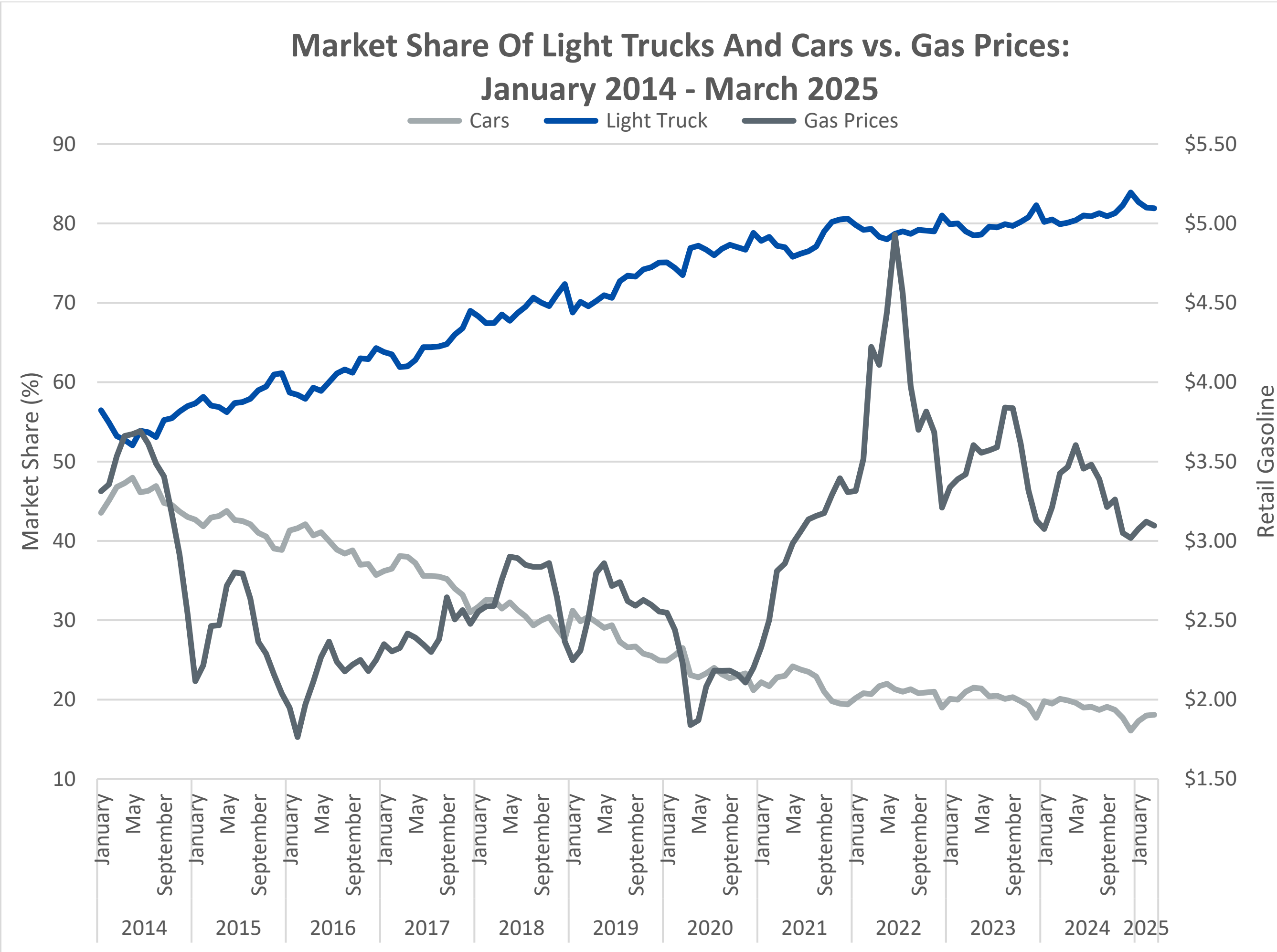
Calendar year-to-date sales through March totaled 3.9 million units, up 4.8% from 2024’s 3.73 million.



Segments vs. Gas Prices (Updated 4/3)

Monthly Sales: Light trucks accounted for 81.9 percent of sales in March, up 2.0 percentage points from the market share a year ago. Compared to the same period in 2024, sales of cars are down 2,000 units, and down more than 207,000 from March 2019, when cars comprised 31% of the market as opposed to the 18 percent of the market passenger cars have now.

Historic Perspective: The upward trend in the popularity of light trucks over cars has been steady since 2013, when only 2% of annual market share separated the two segments.[9] and gas was over $3.00.[10] a gallon. As fuel prices dropped below the $3.00 mark in mid-September 2014, light truck sales began to take off. Gas prices since have averaged only $2.83 a gallon (through April 2025) and when combined with increased fuel economy for light trucks, an increase of 4 mpg since 2013, the perfect conditions existed to continue fueling light truck market growth.[11]



EV Powertrain Sales (Updated 4/3)

Sales of electric vehicles (BEV, PHEV, & Fuel Cell) accounted for 9.6 percent of total vehicle sales in March 2025 (153,145), per Wards estimates. Market share increase 0.1 percentage points (pp) from February 2025. March's EV market share is up 0.3 pp from a year ago. Sales of battery electric vehicles led the way for EVs, accounting for 7.3 percent of total sales, up 0.2 pp from March 2024. Plug-in hybrids accounted for 2.4 percent, up 0.1 pp from the same time last year.

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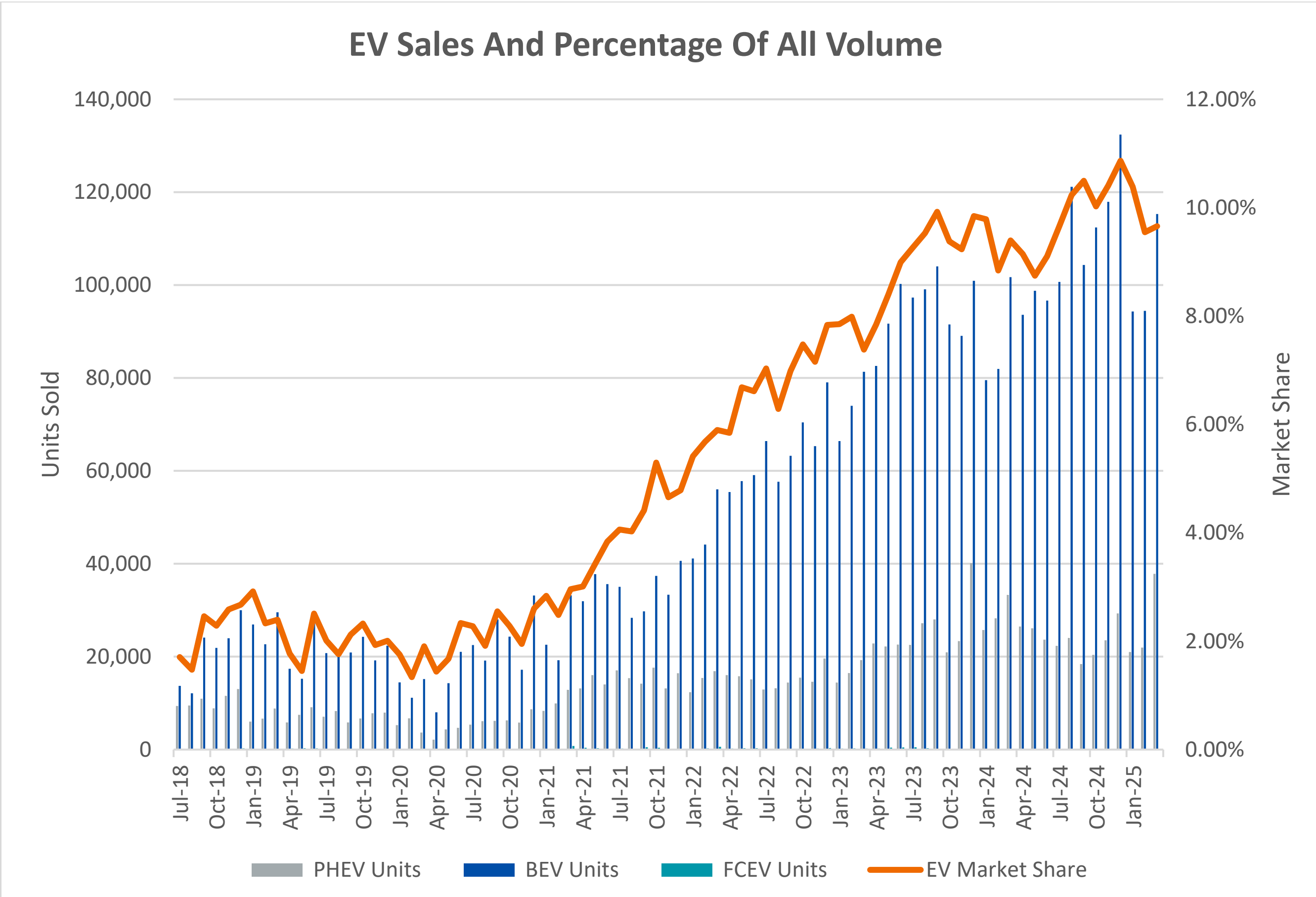
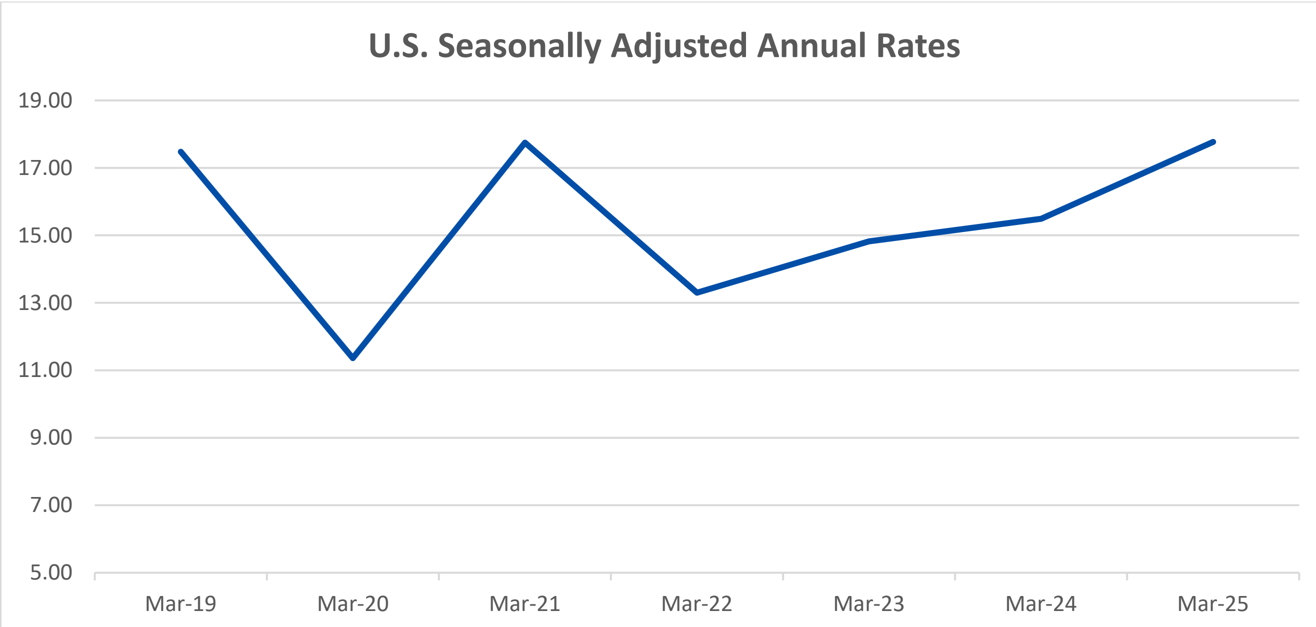


Seasonally Adjusted Annual Rates (Updated 4/3)

WardsIntelligence[12]: "The anticipated tariff bump turned out to be much more than expected, as light-vehicle sales in March soared to a 17.8-million-unit seasonally adjusted annual rate. That was far above the 15.8 million annualized rate being tracked to in January-February combined, and the highest for any month in nearly four years – 18.2 million in April 2021, just on the cusp of the global semiconductor shortage kicking in, lampooning production and, thus, inventory, sending sales spiraling downward to levels the industry has not fully recovered from."



Average Transaction Price (Updated 4/3)

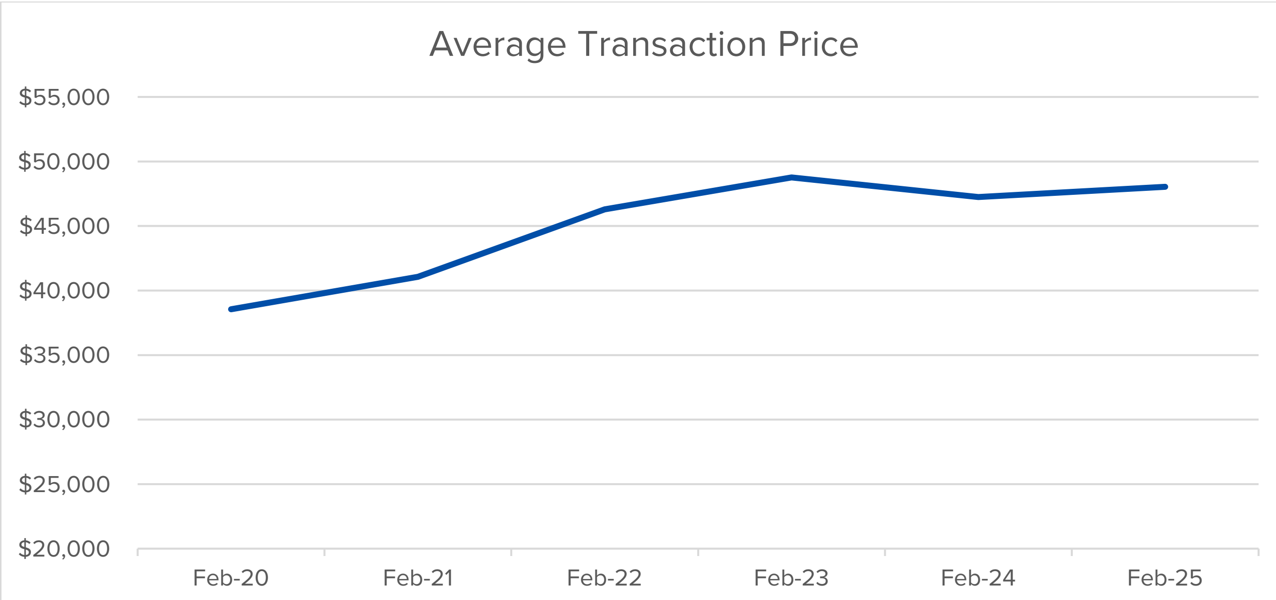
J.D. Power (Updated 4/3)[13]**:** "The average retail transaction price for new vehicles is trending toward $44,849, up $637 from March 2024."

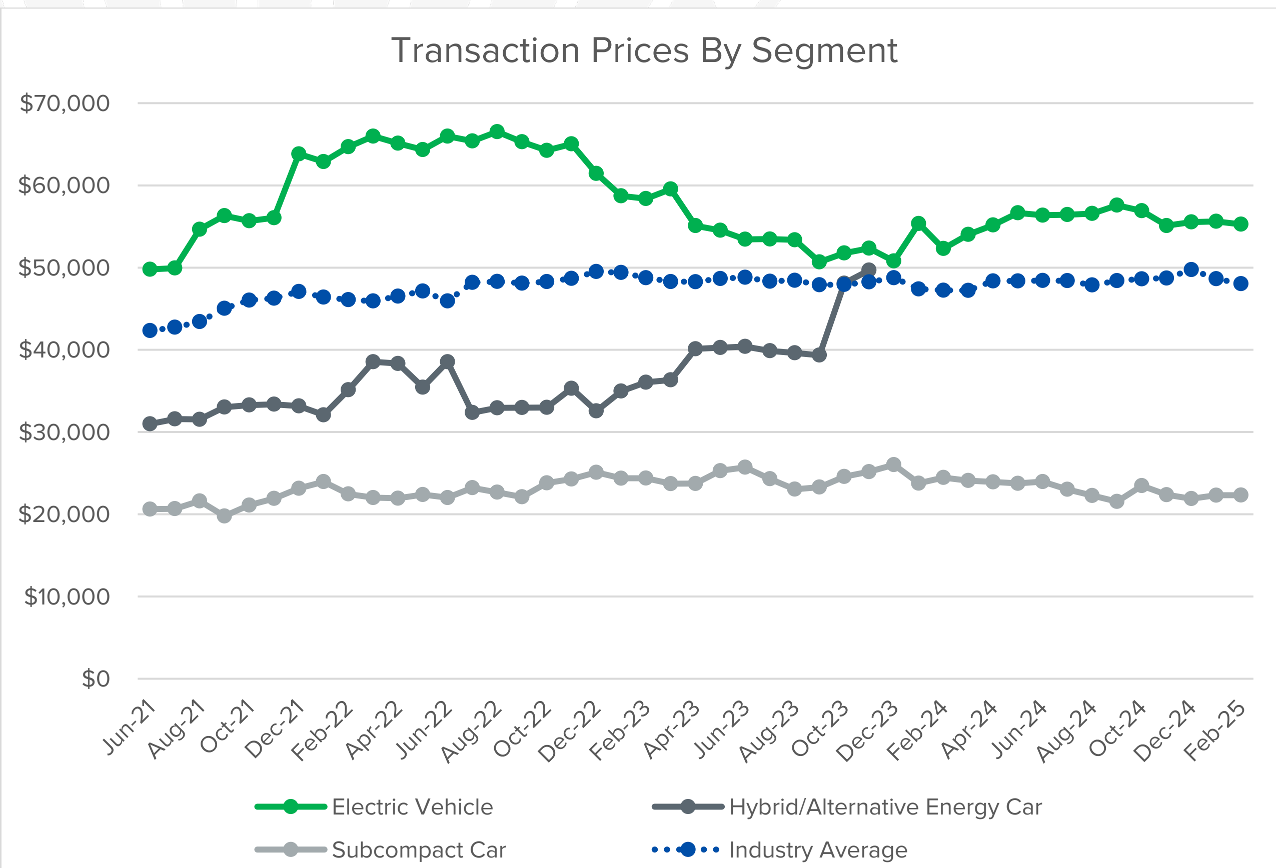
Kelley Blue Book (February)[14]**:** "The estimated February new-vehicle ATP from Kelley Blue Book was $48,039, a year-over-year gain of 1.0%, but lower by 1.3% from January.

"Sales incentive levels were mostly flat month over month but higher compared to February 2024 by 18.6%. The average incentive package last month was equal to 7.1% of ATP, or roughly $3,392. A year ago, it was 6%. Incentives for electric vehicles (EVs) increased.

"In February, at $55,273, new-electric vehicle prices were lower by 1.2% from January – generally aligned with the industry – and higher by 3.7% versus February 2024. The January EV ATP was revised higher by 0.06% to $55,929. Compared to the overall industry ATP ($48,039), EV ATPs in February were higher by 15.1%, an increase from the 14.9% gap recorded in January.

"The average incentive package for a new EV was 14.8% of ATP, or approximately $8,162, the highest level in more than 5 years. Incentives for EVs are more than twice the overall market. A year ago, EV incentives were 10.2%. EV incentives, as a percentage of ATP, have increased by 44% in the past year.


Average Transaction Price
$55,000
$50,000
$45,000
$40,000
$35,000
$30,000
$25,000
$20,000
Feb-20
Feb-21
Feb-22
Feb-23
Feb-24
Feb-25


Transaction Prices By Segment
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$0
Jun-21
Aug-21
Oct-21
Dec-21
Feb-22
Apr-22
Jun-22
Aug-22
Oct-22
Dec-22
Feb-23
Apr-23
Jun-23
Aug-23
Oct-23
Dec-23
Feb-24
Apr-24
Jun-24
Aug-24
Oct-24
Dec-24
Feb-25
Electric Vehicle
Hybrid/Alternative Energy Car
Subcompact Car
Industry Average

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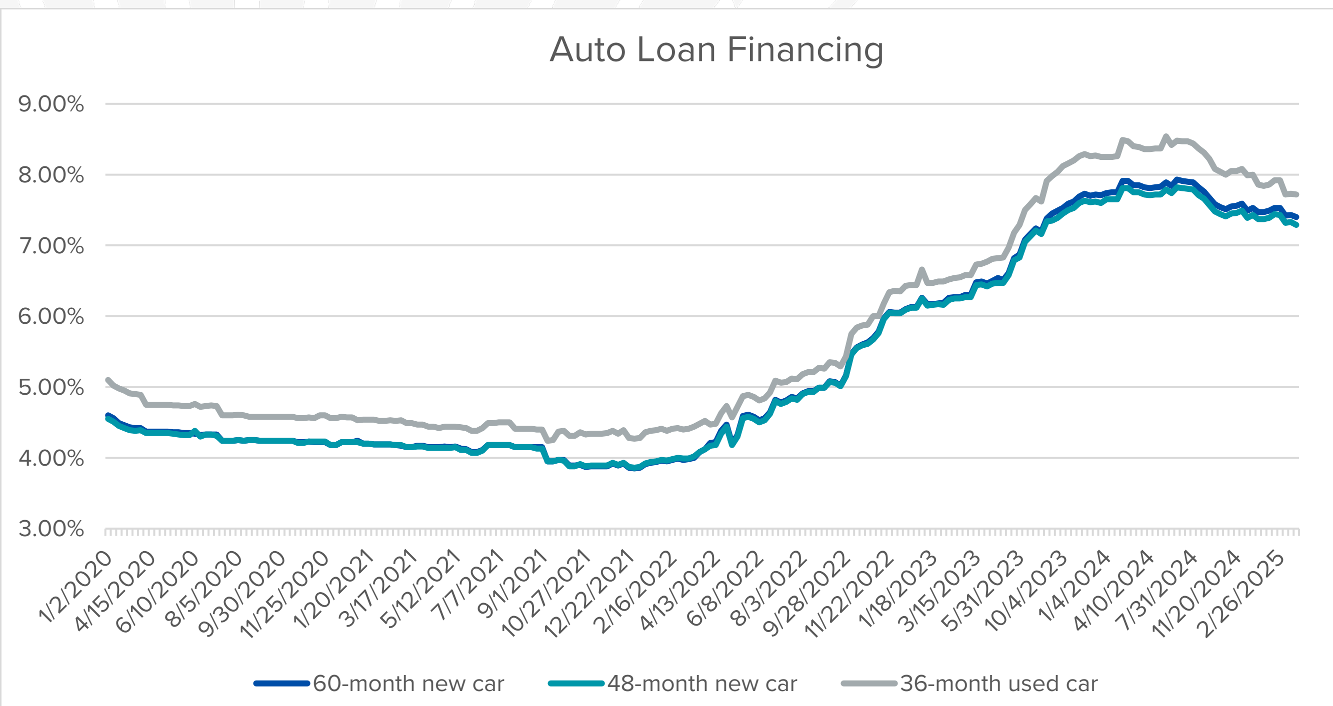
Auto Loan Financing (Updated 4/3)

JD Power (4/3)[15]: "Average monthly finance payments in March are on track to reach $731, an increase of $12 from March 2024, and the highest on record for the month of March. Payments are getting no help from interest rates for new-vehicle loans, which are expected to remain flat year over year at 6.82%."

Interest Rates (updated 4/3): Interest rates dropped on the 60-month and 48-month and the 36-month used car loans over the past two weeks. Rates now stand at 7.40%, 7.29%, and 7.72%, respectively. Since the beginning of 2020, 60-month rates are up 2.80 pp, and are down 0.42 pp since the same time a year ago.[16]

Dates	60-month new car	48-month new car	36-month used car
1/2/2020	4.60%	4.55%	5.10%
3/27/2024	7.82%	7.72%	8.36%
3/12/2025	7.42%	7.32%	7.72%
3/26/2025	7.40%	7.29%	7.72%
Two Week Change	-0.02%	-0.03%	0.00%
Change since 1/3/20	2.80%	2.74%	2.62%
One Year Change	-0.42%	-0.43%	-0.64%



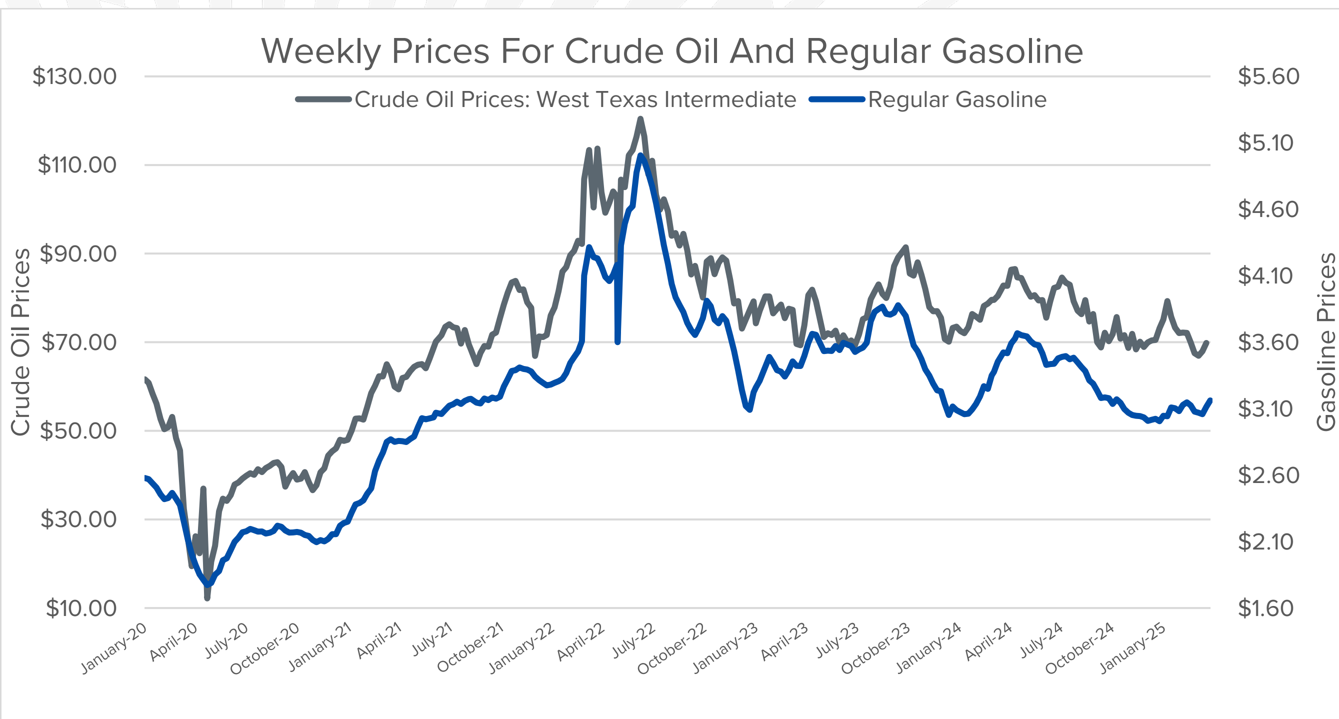
Crude Oil and Gas Prices (Updated 4/3)

Gas And Oil Remain Elevated (4/3): Oil prices, as benchmarked at West Texas Intermediate were $70 at the mid-point of March, down $13 from the same time a year ago and flat with the same period last month. Since election day 2024, oil prices are up $1.12 a barrel. Gas is up slightly from a week ago at $3.16. Gas is 23% higher than the beginning of 2020 and has not been below $3 a gallon since May 2021 (though it did hit $3.01 at the end of December 2024).[17]

EIA Outlook For Oil (3/5):[18] "We expect the closure of two U.S. refineries to result in less U.S. crude oil refining in both 2025 and 2026, decreasing the production of refined products. U.S. refinery output in our forecasts decreases by 190,000 barrels per day (b/d) in 2025 and 180,000 b/d in 2026 as refinery capacity decreases. LyondellBasell began shutting down its 263,776-b/d Houston refinery on January 27, 2025, and expects completion in early February. We expect Phillips 66 to close its 138,700-b/d Los Angeles refinery at the end of 2025.

"To meet the forecast increase in U.S. consumption of petroleum products with less U.S. refinery capacity, we expect refinery utilization to remain relatively high and for net U.S. exports of petroleum products to decrease to meet domestic fuel demand. We also forecast that U.S. inventories of gasoline, distillate fuel, and jet fuel will decline.

EIA Outlook For Gasoline (3/5)[19]**:** "Motor gasoline is the only one of the three primary transportation fuels that we do not forecast to surpass 2019 volumes in the United States in the next two years. Fuel efficiency gains in the vehicle fleet have generally outpaced growth in driving since 2019, allowing drivers to travel more miles using less gasoline. We forecast U.S. motor gasoline consumption to remain about flat in 2025 as driving activity, measured by vehicle miles traveled, keeps pace with fuel efficiency gains. We forecast gasoline consumption to decrease slightly in 2026, when we assume slower growth in driving activity as employment growth slows. Compared with 2019, we forecast 4% less U.S. motor gasoline consumption in 2025 and 5% less in 2026, despite more miles driven in both years."



Production Meter

U.S. Light Vehicle Inventory and Days' Supply (Updated 4/3)

WardsIntelligence Inventory Update (4/3)[20]: "The pre-tariff surge in sales last month brought inventory down 2.7% from the prior month at the end of March to 2.74 million units.

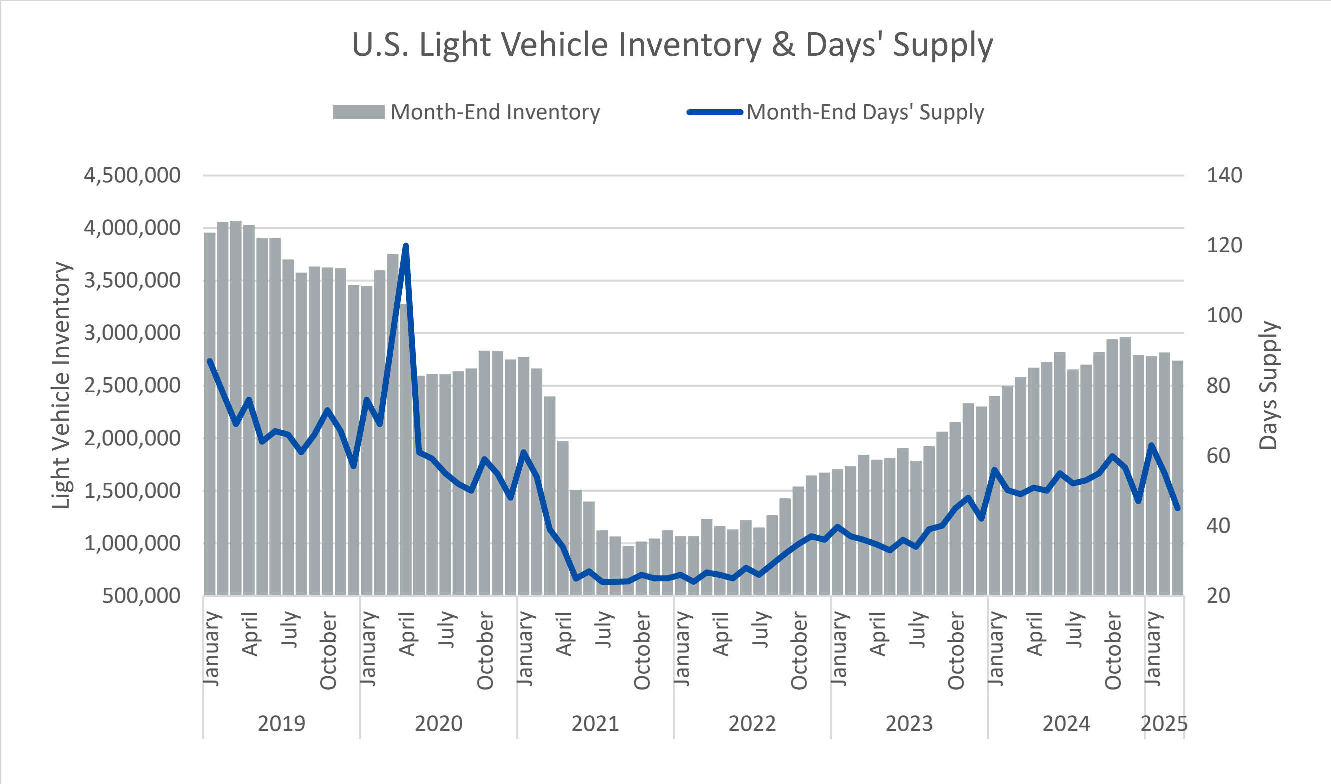
"The total was 4.2% above March 2024's 2.63 million units, but that was the narrowest gap in year-over-year increases since 2.3% in July 2022, which was the period when the industry started climbing slowly out of the inventory-depleting production trough created by the global semiconductor shortage, which started in 2021.

"Although some automakers apparently were building up inventory ahead of time of some vehicles built outside the U.S. prior to the advent of potentially price-raising tariffs – the U.S. government is planning to announce a revised, and possibly stiffer, tariff policy after this analysis is published – most manufacturers with North America production footprints have been slowing production overall.

"The production pullback slowed inventory growth, which, even though demand is rising, apparently is what automakers are aiming for in order to keep availability from getting too far above demand - at least to the point price-cuts became necessary to move stock off dealer lots.

"With sales surging to a 17.8 million-unit seasonally adjusted annual rate in March, even more inventory than expected was pulled from dealer lots prior to the second quarter, often the highest volume quarter in a calendar year.

"Days' supply decline declined to 45 in March from the prior month's 55. It also fell below March 2024's 50, the first time since April 2022 days' supply was down from the year-ago period. Because days' supply is calculated by dividing the daily selling rate into the inventory total, the sales surge in March – likely a one-time occurrence - only temporarily lowered the total below year-ago. It should rise above year-ago again at the end of April."



North American Production (Updated 3/21)

Wards Intelligence[21]: "February finished just 2,400 units below the month-ago projection for the period, totaling 1.290 million units of light vehicles and medium-/heavy-duty trucks combined, while 16,600 units were shaved from March, which is tracking to 1.405 million.

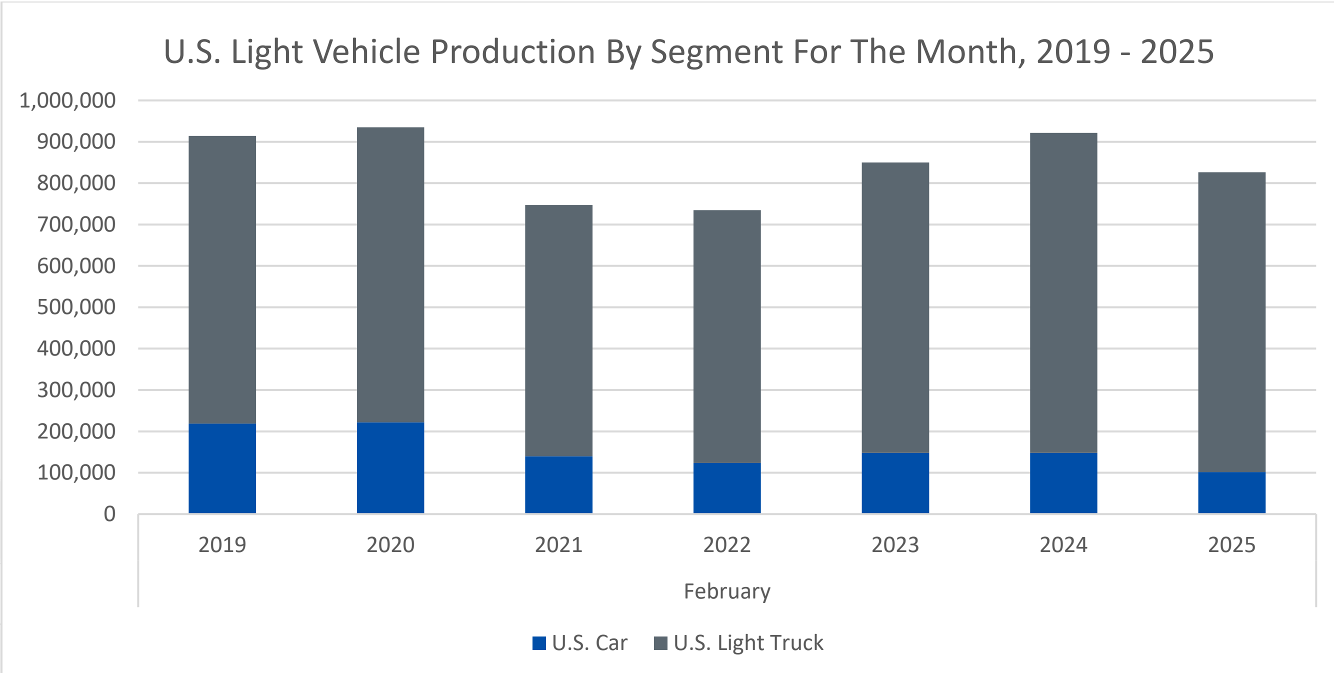
"The February total was 8.6% below like-2024 and March is up 0.2% - barely registering, but the first increase since October, if it holds firm.

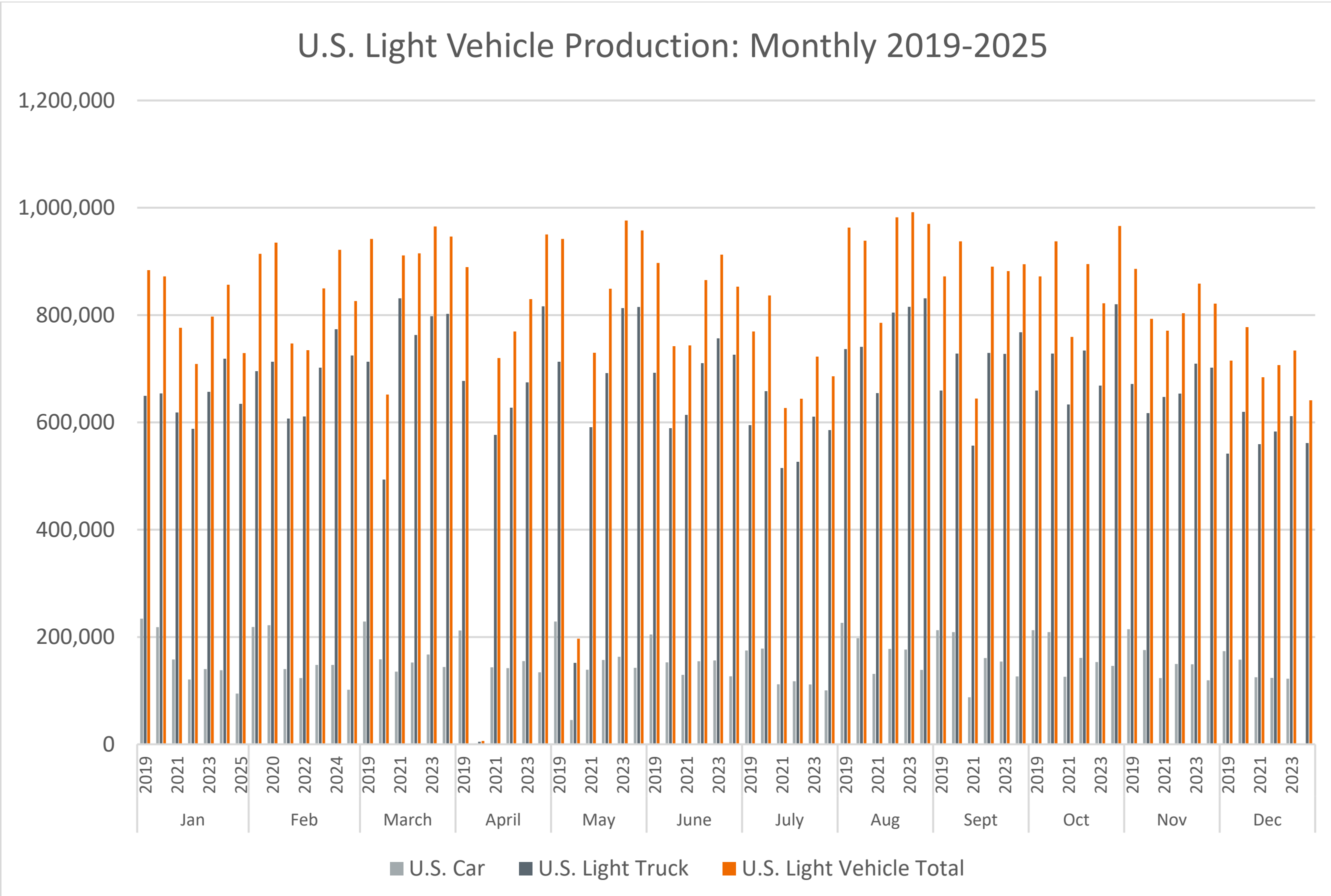
"Excluding medium- and heavy-duty trucks, February's light-vehicle production totaled 1.252 million units, 8.0% below like-2024. March light-vehicle output is tracking to 1.357 million, up 0.8%."

U.S. Light Vehicle Production (Updated 3/21)

U.S. Monthly Production (Upodated 3/21)

U.S. Light vehicle production for February was up 13.3 percent month-over-month, totaling 826,247 vehicles (101,648 cars, 724,599 light trucks), year-over-year, production is down 10 percent from 2024.[22]


U.S. Light Vehicle Production By Segment For The Month, 2019 - 2025
1,000,000
900,000
800,000
700,000
600,000
500,000
400,000
300,000
200,000
100,000
0
2019
2020
2021
2022
2023
2024
2025
February
U.S. Car
U.S. Light Truck



Global Meter

Global Light Vehicle Sales (Updated 3/21)

Wards Intelligence[23]: "Global vehicle sales started the year with a small 0.7% year-over-year increase in January, as deliveries of light vehicles and medium-/heavy duty trucks totaled 7.308 million units, vs. like-2024's 7.254 million.

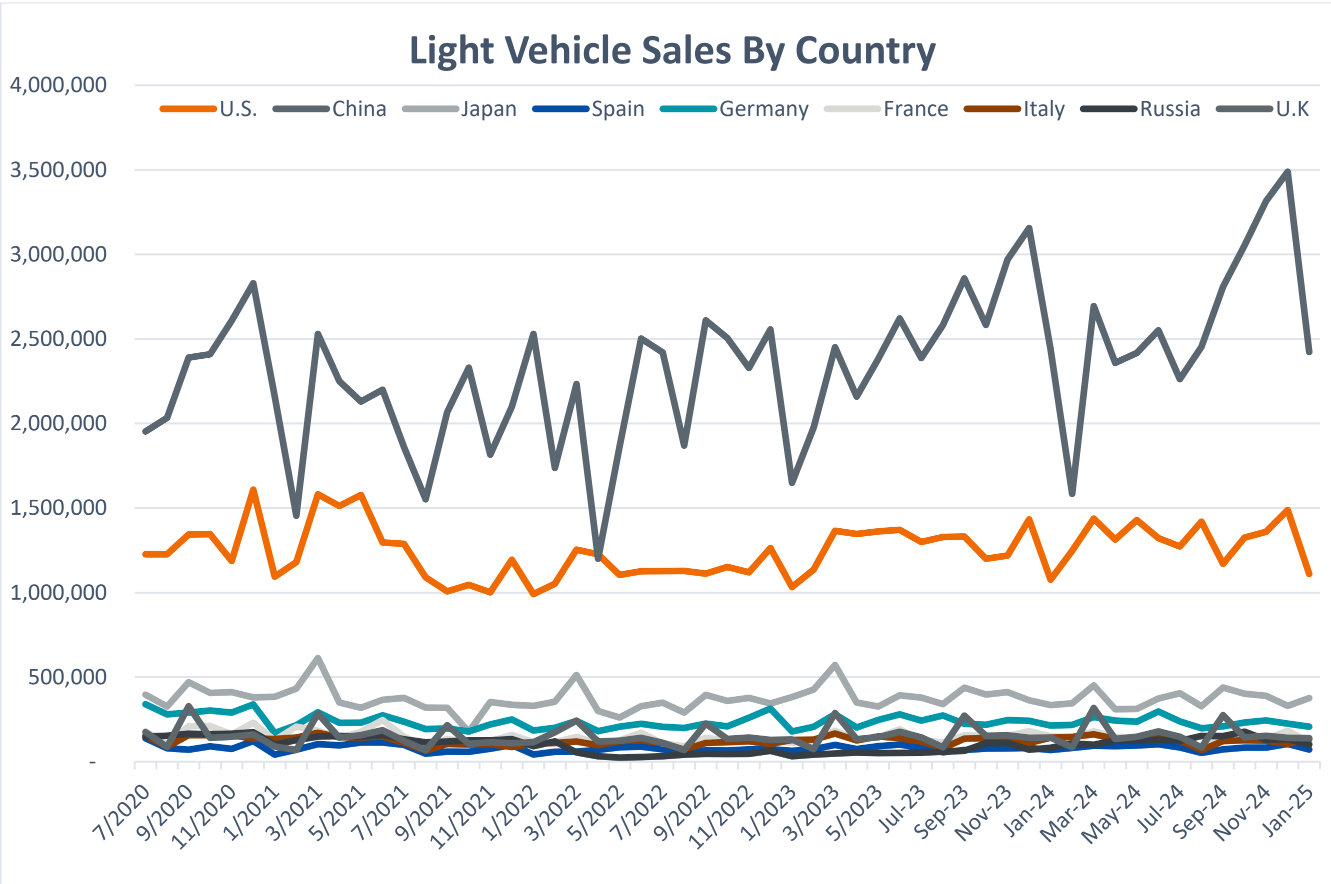
"The results marked the fourth straight increase and were boosted by gains in North America and South America, which were up 2.1% and 20.4%, respectively.

"Deliveries in Europe were down 1.6% and Asia-Pacific declined 1.9%. Excluding China, the largest global market, which recorded a 1.6% year-over-year downturn, Asia-Pacific sales were down 2.3%.

"Excluding medium-/heavy-duty trucks, January global light-vehicle sales rose 1.2% year-over-year.

"Wards Intelligence partner GlobalData pegged January's annualized rate for light vehicles at 88.5 million units, the highest for the month since 2018.

"Global light-vehicle sales for entire-2025 are forecast to total 91.6 million units, up 4% from 2024."



Global Light Vehicle Production (Updated 3/21)

S&P Global Mobility Forecast (1/24)[24]: "The global auto industry continues to assess the possible impacts of pending tariff actions by the US and potential reciprocal tariffs while navigating ongoing industry-specific dynamics. Vehicle demand, while still recovering in some markets, remains extremely vulnerable. The potential for significant tariffs on imports to the US presents risk for both market participants in the US and indeed markets around the world based on the negative macro implications. While the threat of damaging 25% tariffs on Canada and Mexico imports to the US remains, the deadline has been pushed out to April 2, allowing for further negotiations. As a result, the full impacts of these potential tariffs are not reflected in this month's update, yet there remains a distinct possibility for material disruption. The March forecast update reflects a mix of upgrades and downgrades of varying magnitudes in the extreme near-term, while we maintain a cautious eye on ongoing trade negotiations in the US. The positive impacts of the strong reception to the extension of the vehicle scrappage and replacement policy in China and revisions to EU CAFE regulations are offset by trade inspired influences for North America and increasing weakness in the ASEAN market. The more noteworthy regional adjustments with the latest forecast update are detailed below:

“**Europe:** The outlook for Europe light vehicle production was increased by 63,000 units and by 26,000 units for 2025 and 2026, respectively (and increased by 27,000 units for 2027). In spite of ongoing pressure from tariffs and geopolitical topics, the near-term outlook for European production was upgraded given revisions to EU CAFE regulations for the 2025-2027 timeframe, leading to more volume for ICE-based vehicles over that period and a more visible path towards compliance for the industry as a whole. Additionally, there was a noteworthy upgrade to the outlook for light vehicle demand in Turkey which further supports production through the near-term forecast horizon. Beyond 2025, topline volume adjustments were more modest, yet BEV rates have been reduced given the aforementioned regulatory revisions.

“**Greater China:** The outlook for Greater China light vehicle production was increased by 76,000 units and by 24,000 for 2025 and 2026, respectively (and reduced by 112,000 units for 2027). Motivated by the scrappage policy extension, January output maintained strong momentum and exceeded our own initial conservative estimates given the Lunar New Year seasonality. In January, mainland China light vehicle production totaled 2.3 million units representing 2% year-on-year growth. For February we expect a significant increase compared to the previous year, primarily due to a lower base of comparison, which might lead to some inventory building. According to CDCA, the passenger vehicle inventory level rose to an index of 1.61 in February. The NEV market continues to rise, making up a substantial portion of the overall market. Production of NEVs in February totaled around 800,000 units, representing a y-o-y increase of 85%. The Chinese government is expected to continue its proactive fiscal policy and accommodative monetary policy thereby supporting consumption. The auto industry in China benefits from those policies in the near-term and will be further supported as automakers ramp-up production and expand their offerings, particularly in NEV sector. Of note, more material negative revisions were made to the region beyond 2027 given downward revisions to population growth estimates and expected payback effects as various stimulus programs wind down.

“**Japan/Korea:** For the full years 2025 and 2026, Japan production was upgraded by 93,000 units and 90,000 units, respectively, relative to last month’s forecast. This is due primarily to the upward revision of export demand for the new RAV4 and the ongoing production recovery of the Alphard, Voxy, and Noah given strong demand in the domestic market. Of note, the shutdown of Toyota, Daihatsu, and Suzuki due to the explosion at supplier Chuo Spring has resulted in a total production impact of 19,000 units in March. The longer-term outlook for Japan production was upgraded by around 60,000 units per year. This is due to higher export demand for Lexus ICE models, such as the NX, RX and ES. As the prolonged political uncertainty in South Korea is expected to further dampen domestic consumer sentiment, production in 2025 was downgraded by 7,000 units or 0.2%. Conversely, Hyundai is expected to extend production of small CUVs such as the Hyundai Venue and the Kia Stonic leading to an increase of 15,000 units in 2026 and 47,000 units in 2027. To meet growing demand for hybrids and fill the volume gap caused by slower BEV adoption, Hyundai is expected to add hybrid variants to models like the Hyundai Sonata and the Kia K5 extending their production to the 2030s. Accordingly, in addition to the increase in volume due to the production extension of small CUVs, long-term output was upgraded by approximately 140,000 units per year.

“**North America:** The outlook for North America light vehicle production was reduced by 155,000 units and by 78,000 units for 2025 and 2026, respectively (and reduced by 175,000 units for 2027). Amid trade risks and the impact on the broader economy, production in North America for 2025 was revised down 1.0% to 14.96 million units. Production in Q1-2025 was revised down by 27,000 units, from the last forecast, totaling 3.69 million units with Q2-2025 production revised down by around 100,000 units totaling 3.86 million units. Select vehicles with higher risk associated with USMCA content compliance or Canadian and Mexican sourcing were targeted in the reduced outlook. Reductions cascade into Q3-2025 that was revised down 28,000 units totaling 3.76 million units with the outlook for Q4-2025 virtually unchanged. Trade risk will determine future revisions to the forecast, up or down, either directly or indirectly through the broader economy. Global indications are pointing to material declines in demand at Tesla as some consumers flee the brand as it has become increasingly polarizing. As a result, the outlook for Tesla was revised down by 100,000 units for 2025 reflecting the largest contributor to the lower outlook for 2025. The outlook for 2026 was revised down 0.5% to 15.28 million units with 2027 revised down 1.1% to 15.46 million units. In both years a lower outlook for Tesla and various program delays are the primary contributors to the reduced outlook.

"South America: The outlook for South America light vehicle production was increased by 2,000 units and by 51,000 units for 2025 and 2026, respectively (and increased by 41,000 units for 2027). The outlook for 2025 remains fairly stable as relatively minor production weakness with Argentina is offset by upgrades elsewhere. At the same time, our sales outlook for Argentina was increased by 60,000 units, yet the impact to production is expected to be more limited as much of the boost in demand is driven by imports. The production outlook for South America for the balance of the near-term forecast horizon was modestly changed overall and generally aligns with upward revisions to demand for the region. The primary beneficiaries of the production upgrade through the near-term horizon reside with both Brazil and Argentina.

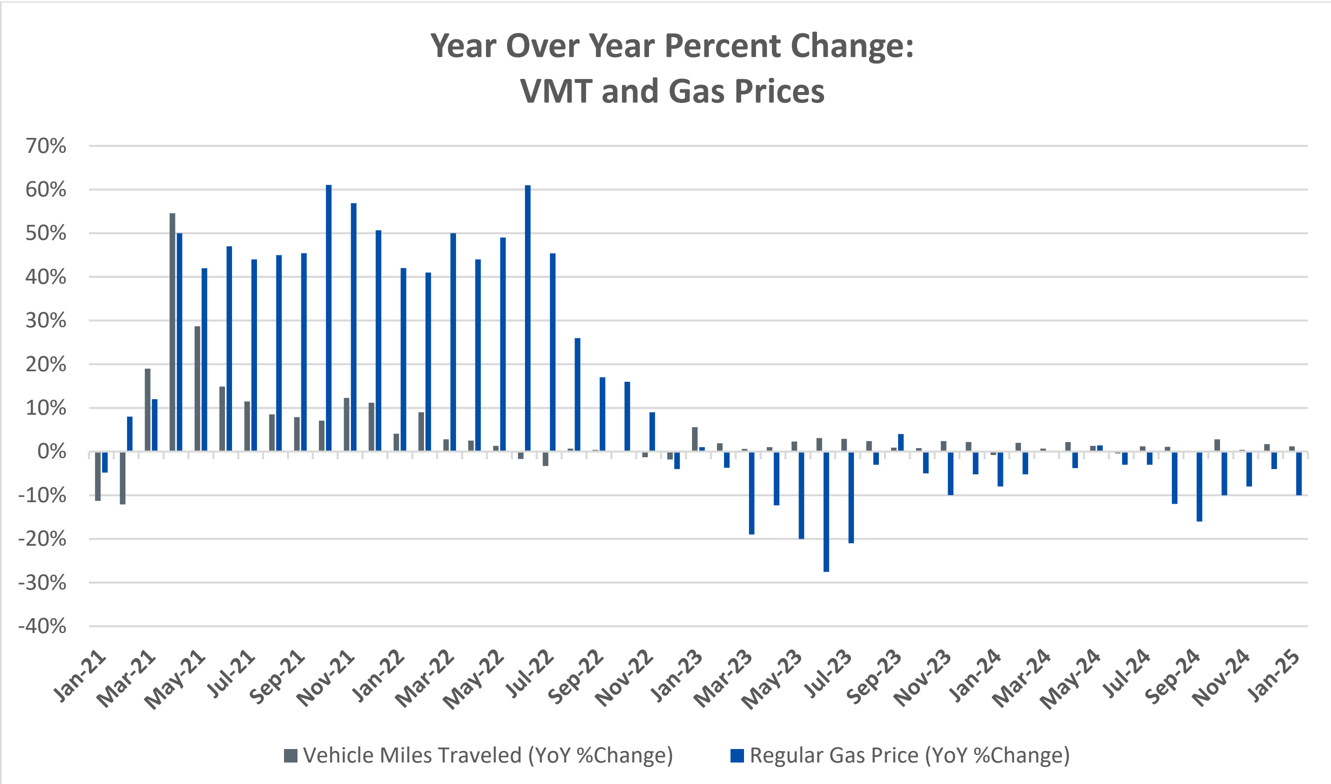
"South Asia: The outlook for South Asia light vehicle production was reduced by 65,000 units for 2025 and increased by 6,000 units for 2026 (and reduced by 51,000 units for 2027). The ASEAN market's automotive struggles have deteriorated, painting a challenging picture for Southeast Asia's vehicle industry in early 2025. The region's light vehicle production dropped sharply again in February, down 7.3% from last year – a sign of deepening economic challenges and sluggish consumer confidence throughout the region. Both Thailand and Indonesia face pressures on the export front as global trade tensions and tariff uncertainties threaten external demand for ASEAN-built vehicles. These combined factors result in a reduction of the ASEAN 2025 vehicle production forecast by 59,000 units, setting regional output expectations at a four-year low of 3.71 million units. Notwithstanding the challenges facing the ASEAN market, the outlook for the India market remains largely unchanged for 2025 and 2026. However, inventory levels remain somewhat elevated and will continue to be monitored. Of note, the outlook for India in 2027 was reduced by around 50,000 units due to downward revisions for Renault and the removal of the VinFast VF3 and VF5 from the forecast in the short-term."

Economy Meter

Roadway Travel (Updated 4/3)

According to the U.S. Department of Transportation, seasonally-adjusted vehicle miles traveled in January increased by 1.2 percent from the same time a year ago. The cumulative travel estimate for 2025 is 251.3 billion vehicle miles.[25]

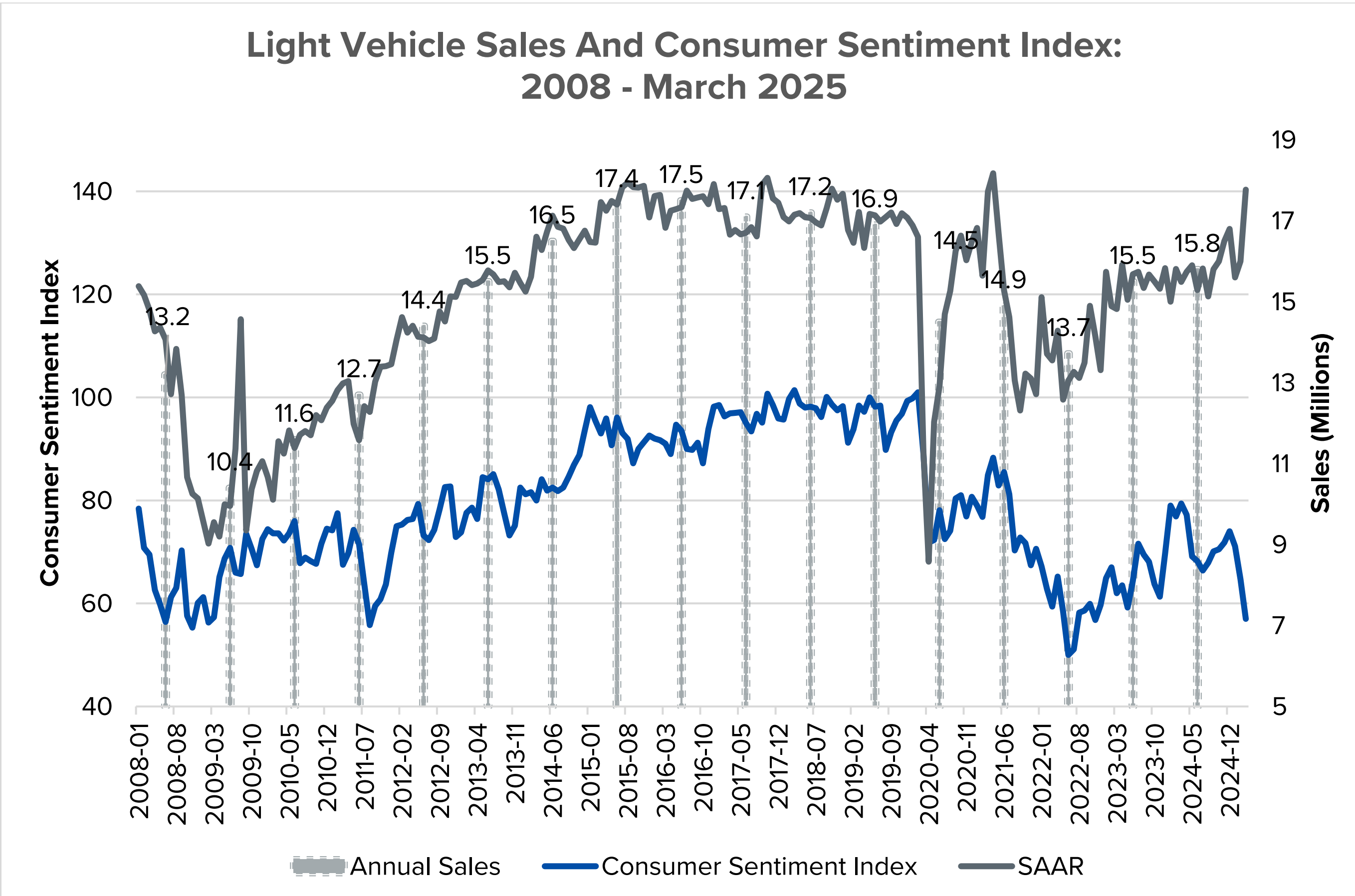
- Travel on all roads and streets changed by +2.0% (+4.8 billion vehicle miles) for January 2025 as compared with January 2024. Travel for the month is estimated to be 251.3 billion vehicle miles.
- The seasonally adjusted vehicle miles traveled for January 2025 is 275.2 billion miles, a +1.2% (3.4 billion vehicle miles) change over January 2024. It also represents a 0.3% change (0.7 billion vehicle miles) compared with December 2024.
- Cumulative Travel for 2025 changed by +2.0% (+4.8 billion vehicle miles). The cumulative estimate for the year is 251.3 billion vehicle miles of travel.



Consumer Confidence and Sales (Updated 4/3)

Surveys of Consumers Director Joanne Hsu[26]: "Consumer sentiment confirmed its early month reading and fell for the third straight month, plummeting 12% from February. The expectations index plunged a precipitous 18% and has now lost more than 30% since November 2024. This month's decline reflects a clear consensus across all demographic and political affiliations; Republicans joined independents and Democrats in expressing worsening expectations since February for their personal finances, business conditions, unemployment, and inflation. Consumers continue to worry about the potential for pain amid ongoing economic policy developments. Notably, two-thirds of consumers expect unemployment to rise in the year ahead, the highest reading since 2009. This trend reveals a key vulnerability for consumers, given that strong labor markets and incomes have been the primary source of strength supporting consumer spending in recent years.

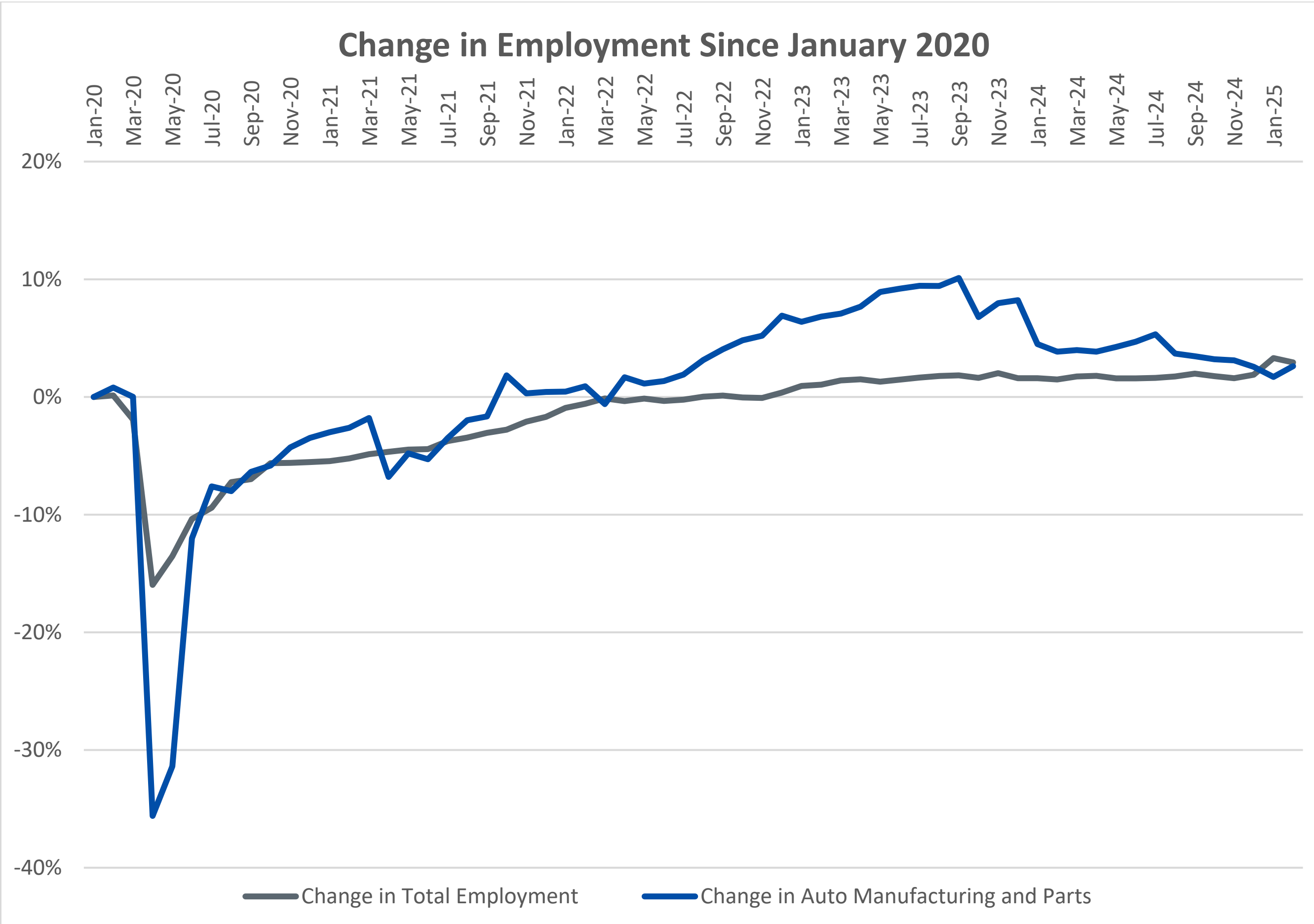
"Year-ahead inflation expectations jumped up from 4.3% last month to 5.0% this month, the highest reading since November 2022 and marking three consecutive months of unusually large increases of 0.5 percentage points or more. This month's rise was seen across all three political affiliations. Long-run inflation expectations surged from 3.5% in February to 4.1% in March, reflecting from a large surge among independents plus a sizable rise among Republicans. Here, as is the case for other measures from the Surveys of Consumers, aggregate trends are driven by and align closely with the views of independents, and thus are not being swung by polarization across the two major parties.



Employment (Updated3/21)

Motor Vehicle And Parts Manufacturing Gained 8,900 Jobs in February.

After a loss of nearly 350,000 employees (about 35% of the workforce) in the height of the pandemic, employment in the Automobile Manufacturing and Parts sectors raced back but is now fighting losses due to supply chain disruptions with semiconductors.[27]



After the recession in 2009, the auto industry was credited with being on the leading edge of the recovery, which began a ripple effect through other parts of the country.[28] Additionally, the chart below shows how the recovery of jobs in motor vehicle manufacturing alone and motor vehicle and parts manufacturing far outpaced the recovery of manufacturing and total jobs.

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