

# READING THE METER®

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



ALLIANCE FOR AUTOMOTIVE INNOVATION

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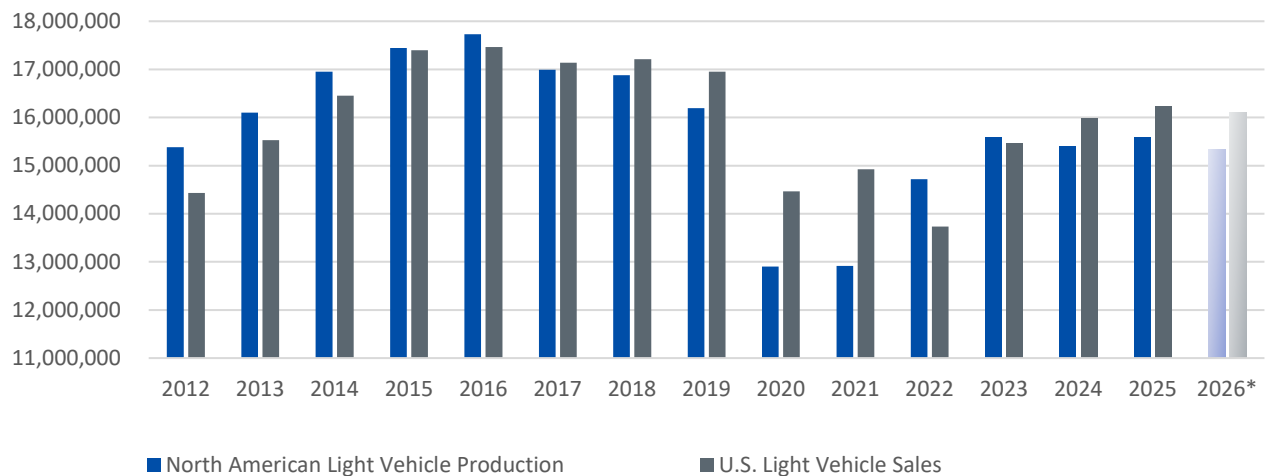
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## Forecast Meter

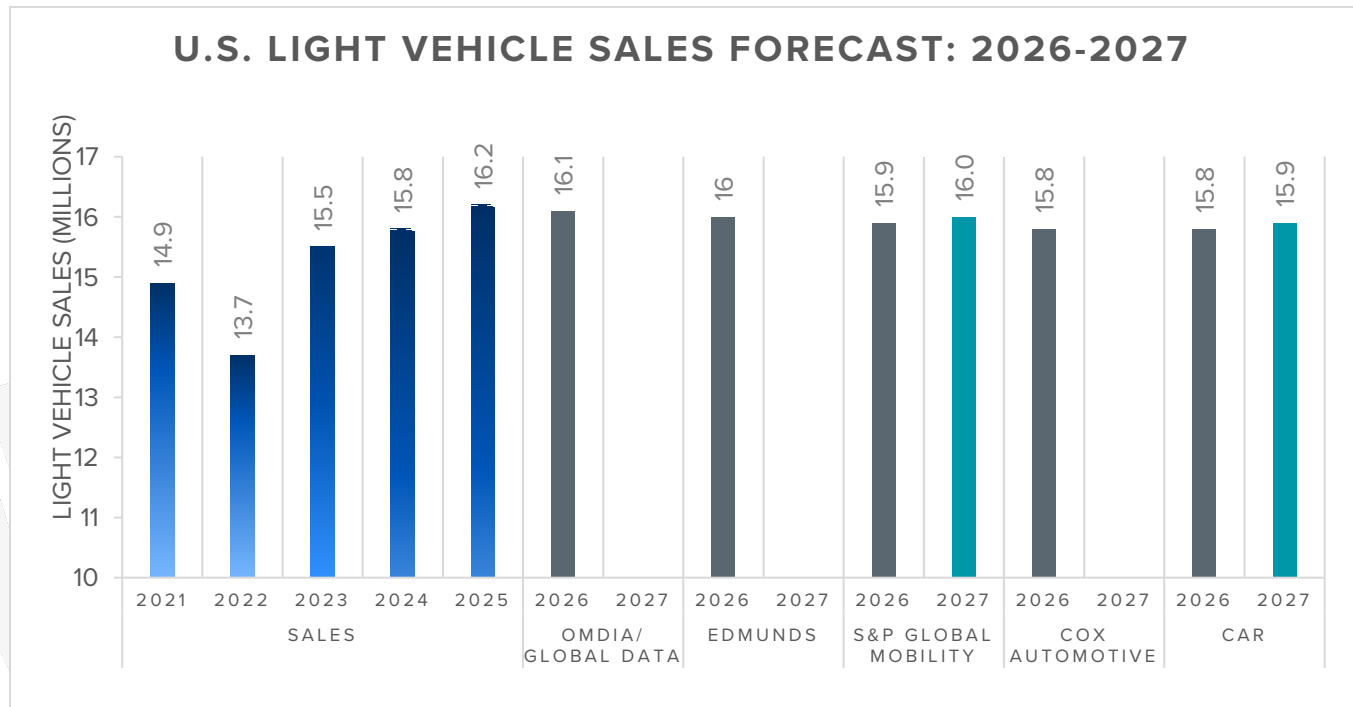
### Sales & Production Summary and Forecast (Updated 2/5)

2024-2025 Sales, <sup>1</sup> Extended Sales Forecast <sup>2</sup> and Production Forecasts <sup>3</sup>		
	U.S. Sales & Forecasts	North American Production
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)
March '25	1,585,390 (+10.7% YoY)	1,424,691 (+1.5% YoY)
April '25	1,463,379 (+6.8% YoY)	1,338,714 (-8.2% YoY)
May '25	1,466,595 (-1.3% YoY)	1,419,834 (-2.4% YoY)
June '25	1,254,418 (-4.2% YoY)	1,331,187 (0.03% YoY)
July '25	1,370,061 (+6.6% YoY)	1,197,801 (+7.9% YoY)
August '25	1,454,685 (+6.8% YoY)	1,425,340 (-1.5% YoY)
September '25	1,250,274 (+2.3% YoY)	1,358,730 (+1.3% YoY)
October '25	1,271,331 (-4.5% YoY)	1,374,124 (-4.5% YoY)
November '25	1,273,390 (-7.3% YoY)	1,157,195 (-11.5% YoY)
December '25	1,460,177 (-6% YoY)	1,020,573 (+4.6% YoY)
January '26	1,105,581 (-3.9% YoY)	
2025 Full Year	16,233,363 (+2.4% YoY)	15,576,688 (-3% YoY)
2026 Forecast	16,100,000	15,325,750

North American Production And U.S. Light Vehicle Sales



## U.S. Light Vehicle Sales Outlook (Updated 2/5)



**Omdia Outlook (2/5)<sup>4</sup>:** “Consumers are financially strained heading into the new year. Consumer sentiment has been falling since 2024. The index sits at 52.9, up from 51 in November 2025 but well below December 2024’s reading of 74.

“There is plenty to be negative about. Wage growth remains flat, if slightly down. Real disposable income is down and has been falling from a high of \$1,153 (in billions of chained 2017 dollars) since April 2023. It now sits at \$180 as of November 2025’s reading.

“Yet, personal consumption expenditures remain elevated, even if flat, and household debt service payments as a percentage of personal disposable income have been increasing since 2024. At the same time, the three-month moving average for median hourly wage growth has been negative (YoY) since 2023; it fell 0.5% again in December 2025. Whatever spending consumers are doing, they are doing it with debt.

“Indeed, even though interest rates on new cars continued to fall in January (7% for a 60-month new car compared to 7.47% at the start of January 2025), rates are well above the 3.86% consumers were getting back in January 2022, according to Bankrate’s national index. Unsurprisingly, the average monthly payment for a new car loan was above \$770 at the end of 2025, and 20% of new car loan payments averaged above \$1,000 for that same period, according to Edmunds.

“While econometrics do not directly determine auto sales, affordability remains a headwind.”

## North American Production & Inventory Outlook (Updated 2/5)

**Omdia Production Outlook (1/22)**<sup>5</sup>: “US inventory to sales ratio continued to cool, sitting at 2.1 (a little over two months’ supply) at the end of January, as stocks tend to rebuild heading into the spring.

“The outlook for the rest of the quarter sees more inventory control, as production decreases 4.3% YoY in February and just under 1% decline in March.”

**S&P Global Mobility Outlook (1/22)**<sup>6</sup>: “North America: The outlook for North America light vehicle production was reduced by 121,000 units and by 147,000 units for 2026 and 2027, respectively (and reduced by 10,000 units for 2028). The outlook for 2026 in North America was revised down 0.8% totaling 14.96 million units as market dynamics continue to evolve. Post COVID, the autos sector has been skewed in favor of higher end vehicles. This year is expected to see automakers wrestle with normalizing market conditions and face margin pressure by either continuing to support diminishing pent-up demand for higher trim level vehicles or move further down the price ladder to bolster sales. Evidence for 2026 points toward some manufacturers planning to prioritize protecting margins at the expense of volume. This balancing act is expected to lead to more dynamic planning conditions over the course of the year. Moreover, pressure is coming from plans by several Asian manufacturers to focus on increasing imports at the expense of localized production with efforts to bolster capacity utilization in their home markets despite US tariff pressures. Based on evolving US inventory assumptions, the North American production forecast is built around inventory levels remaining between to 2.4 to 2.8 million units or a healthy 45 to 55 day supply as the market has ranged in over the past two years with an expected roughly 16.0 million unit US sales environment over the next two years.”

**Omdia Inventory Outlook (12/23)**<sup>7</sup>: “Meantime, December inventory is forecast to total 2.44 million units, down 10.5% from the prior month and 13.5% below same-month 2024. Days’ supply is pegged at 44, down from November’s 53 and December 2024’s 47.”

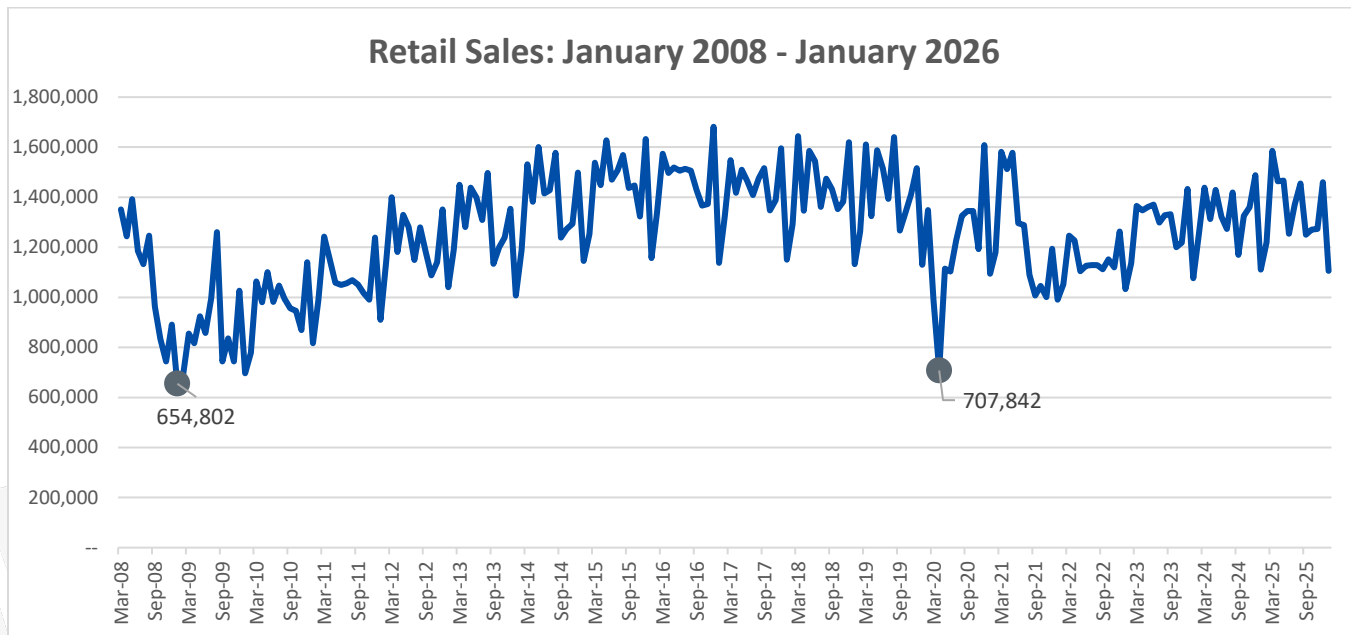
## Market Meter

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### U.S. Light Vehicle Sales (Updated 2/5)

#### **Monthly Sales (Updated 2/5)**

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 2/5)**

**Omdia**<sup>8</sup>: “The new year started off weak as US light-vehicle sales fell year-over-year (YoY) for the fourth consecutive month in January, and light vehicle sales declined less than 1% but came in lower than December’s estimate.

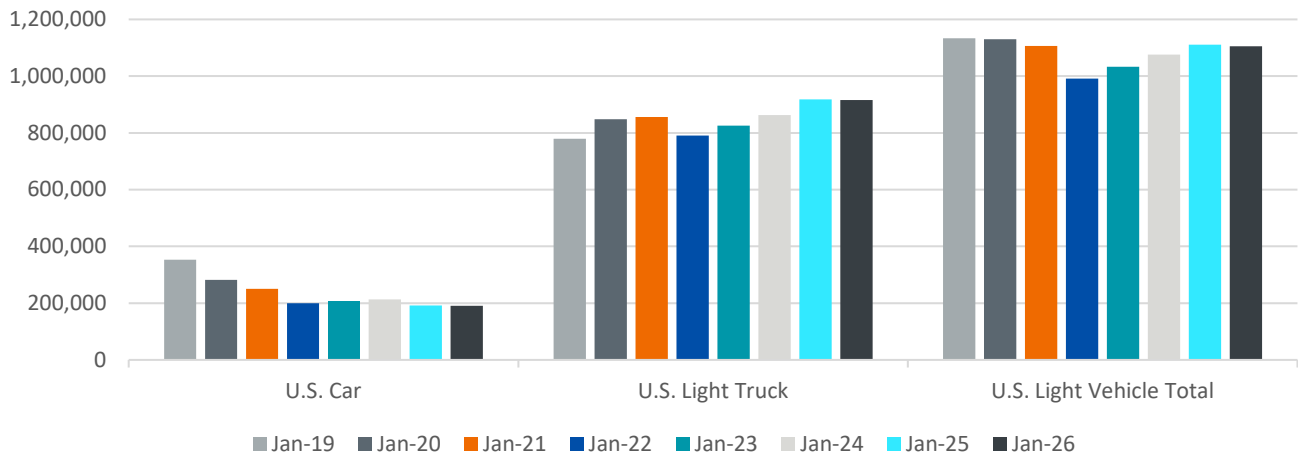
“January’s seasonally adjusted annual rate (SAAR) totaled 14.85 million units, which is well below the same month in 2025’s 15.48 million.

“Raw volume in January totaled 1.105 million units, only 0.05% below the same month in 2025, when it totaled 1.106 million. The daily selling rate (DSR) equated to 42,522 over the month’s 26 selling days, 3.9% below the year-ago’s 44,237—25 selling days.

“There is plenty to be negative about. Wage growth remains flat, if slightly down. Real disposable income is down and has been falling from a high of \$1,153 (in billions of chained 2017 dollars) since April 2023. It now sits at \$180 as of November 2025’s reading.

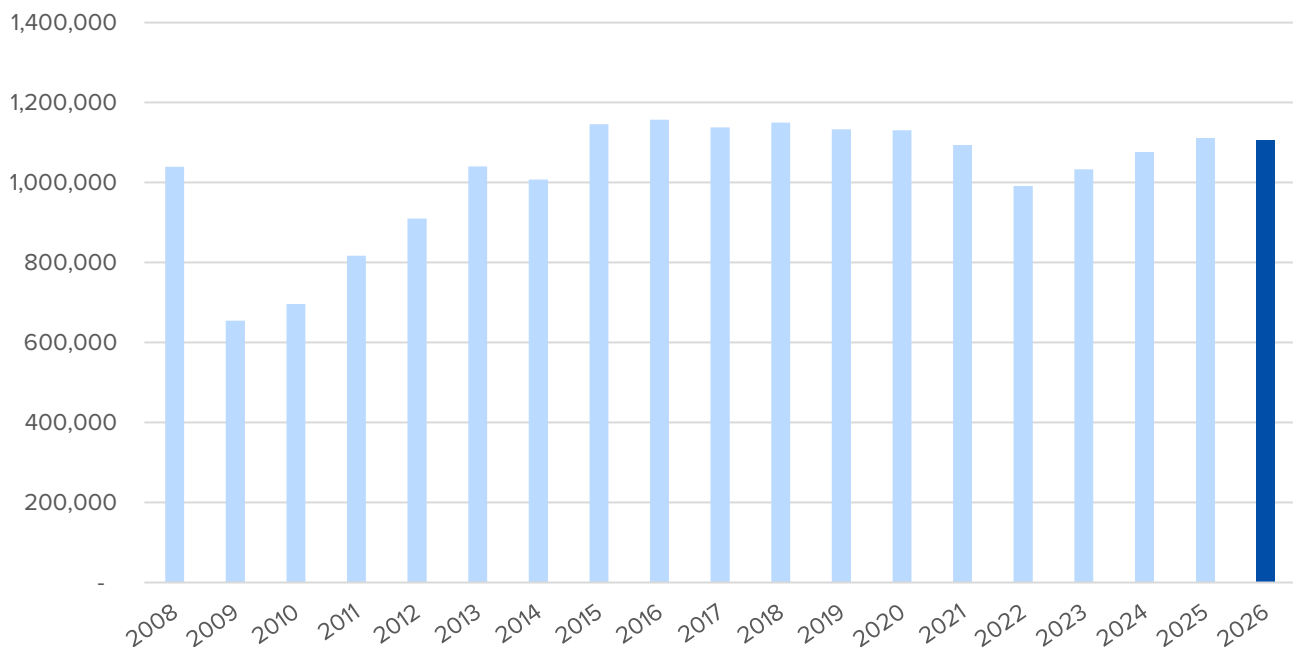
“Yet, personal consumption expenditures remain elevated, even if flat, and household debt service payments as a percentage of personal disposable income have been increasing since 2024. At the same time, the three-month moving average for median hourly wage growth has been negative (YoY) since 2023; it fell 0.5% again in December 2025. Whatever spending consumers are doing, they are doing it with debt.

### U.S. Light Vehicle Sales for the Month: 2019 - 2026



Calendar year-to-date sales through January totaled 1.10 million units, down 0.5 percent from 2025's 1.11 million.

### YTD Sales (January) 2008 - 2026

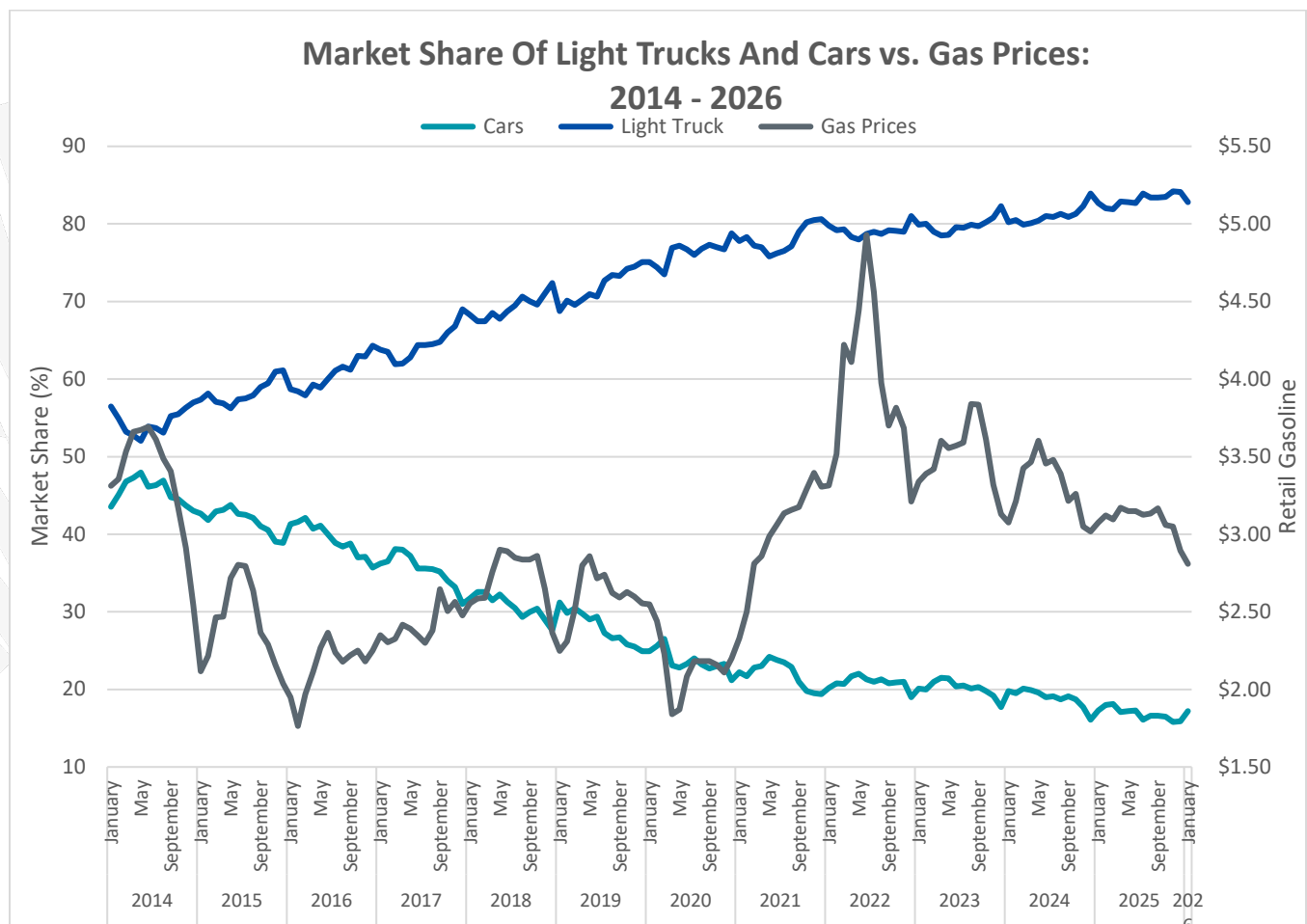


Segments vs. Gas Prices (Updated 2/5)



**Monthly Sales:** Light trucks accounted for 82.8 percent of sales in January, up 0.1 percentage points from the market share a year ago. Compared to the same period in 2025, sales of cars are down about 2,000 units, and down about 163,000 from January 2019, when cars comprised 31 percent of the market as opposed to the 17.2 percent of the market passenger cars have now.

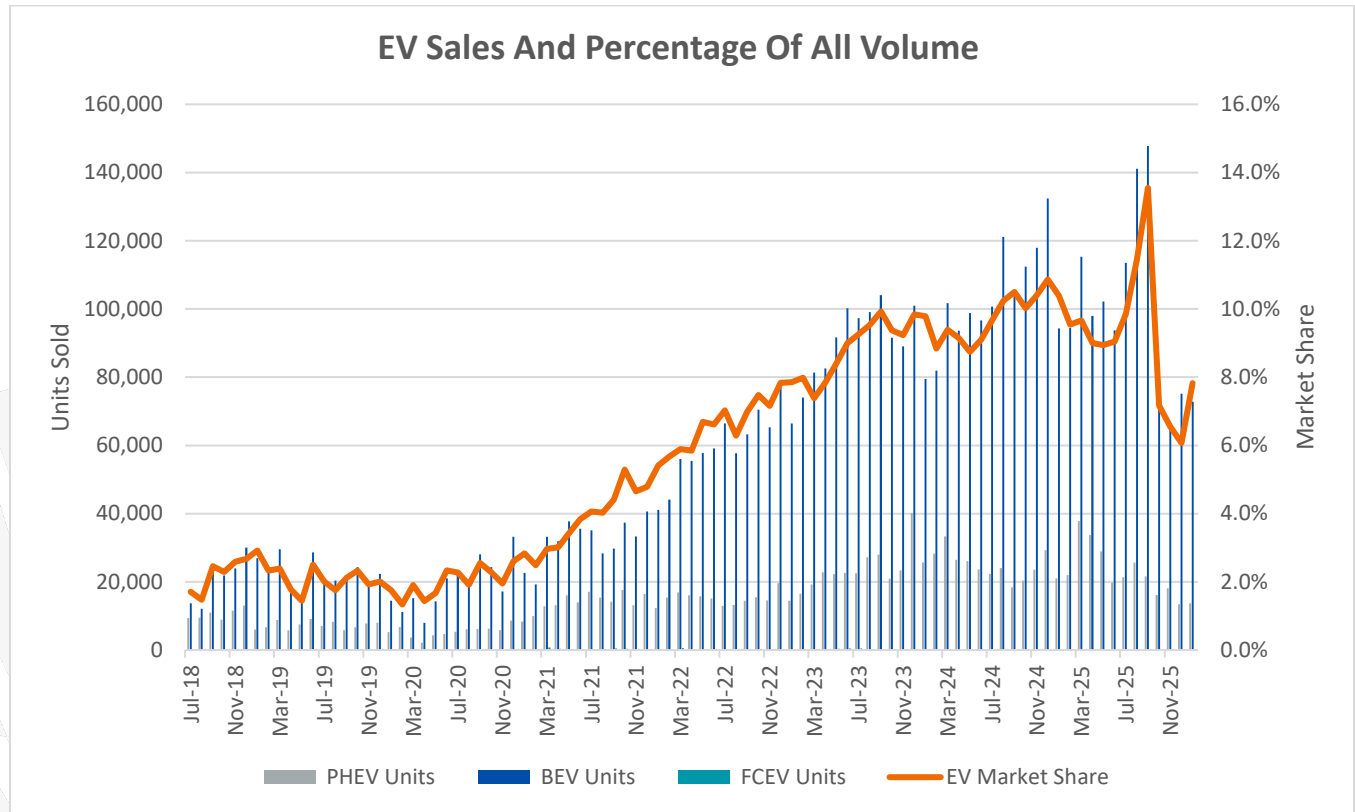
**Historic Perspective:** The upward trend in the popularity of light trucks over cars has been steady since 2013, when only 2% of annual market share separated the two segments<sup>9</sup> and gas was over \$3.00.<sup>10</sup> a gallon. As fuel prices dropped below the \$3.00 mark in mid-September 2014, light truck sales began to take off. Gas prices since have averaged only \$2.85 a gallon (through January 7, 2026) 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.<sup>11</sup>



## EV Powertrain Sales (Updated 2/5)

Sales of electric vehicles (BEV, PHEV, & Fuel Cell) accounted for 7.8 percent of total vehicle sales in January 2026 (86,512) per Omdia estimates. Market share increased 1.8 percentage points (pp) from the downwardly revised December 2025's 6.1 percent (previously reported as 7.2 percent). January's EV market share is down 2.6 pp from a year ago. Sales of battery electric vehicles accounted for 6.6 percent of total sales, down 1.9 pp

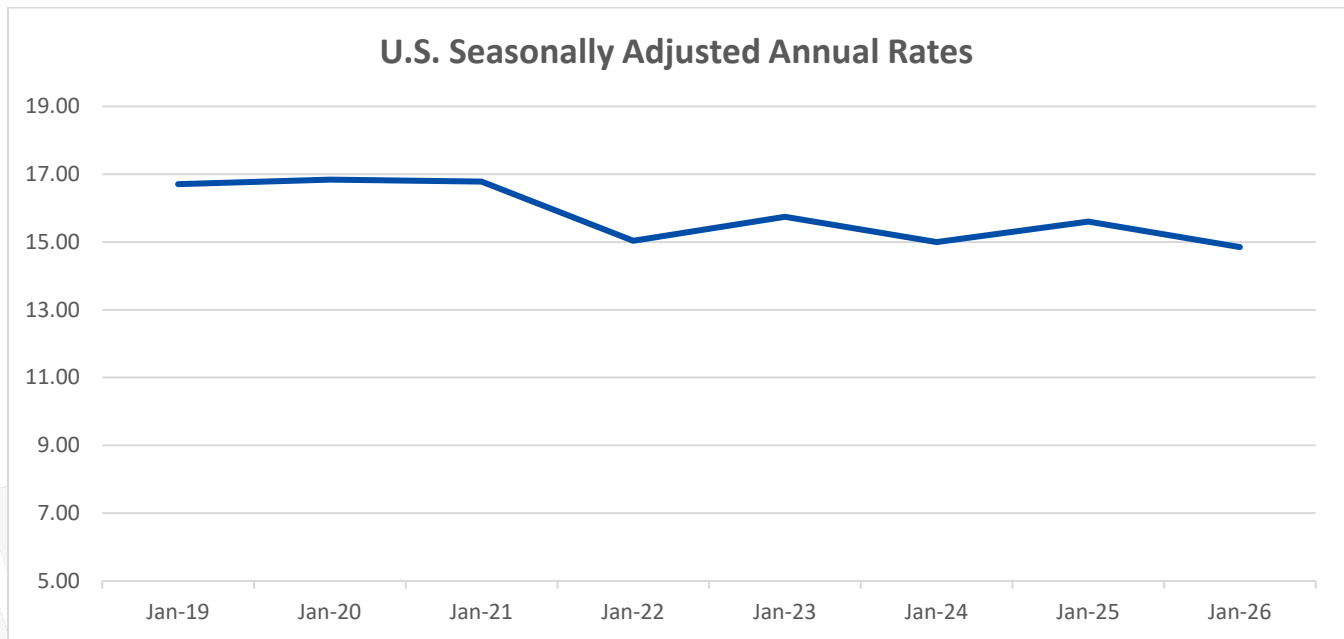
from January 2025. Plug-in hybrids accounted for 1.2 percent, down 0.7 pp from the same time last year. Hybrid market market share was 12.6 percent.



## Seasonally Adjusted Annual Rates (Updated 2/5)

**Omdia (formerly WardsIntelligence)<sup>12</sup>:** “January’s seasonally adjusted annual rate (SAAR) totaled 14.85 million units, which is well below the same month in 2025’s 15.48 million.”





## Average Transaction Price (Updated 1/22)

**Kelley Blue Book (December) (1/22)<sup>13</sup>:** “The average transaction price (ATP) for a new vehicle hit an all-time high in December, according to estimates released today by Kelley Blue Book, a Cox Automotive brand. A strong mix of midsize SUVs and full-size pickup trucks pushed the average higher, as both segments outperformed in the final month of 2025. New-vehicle prices typically peak in December.

The average price paid for a new vehicle in December was \$50,326, an all-time high according to initial Kelley Blue Book estimates. The ATP last month was up 0.8% year over year and up 1.1% from November.

“The average new-vehicle manufacturer's suggested retail price (MSRP) – commonly called “the asking price” – also set a record in December, at \$52,627. The average MSRP was 1.2% higher year over year, below the long-term average increase. The average MSRP has been above \$50,000 for eight straight months.

“Incentives increased in December to 7.5% of ATP, the highest point in 2025. The incentive level in December increased 10.7% compared to November (6.7% of ATP) but was lower year over year. In December 2024, the average incentive was equal to 7.9% of ATP.

“New electric-vehicle (EV) prices were higher year over year by 2.4% in December but were modestly lower compared to November. The average price paid for a new EV last month was \$58,034, up from \$56,691 in December 2024.

“Incentives jumped higher in December, both year over year and month over month. At 18% of ATPs last month, sales incentives for EVs were in record territory, helping push sales over 84,000 units for the month, the best result since the government-backed sales incentives were revoked.”

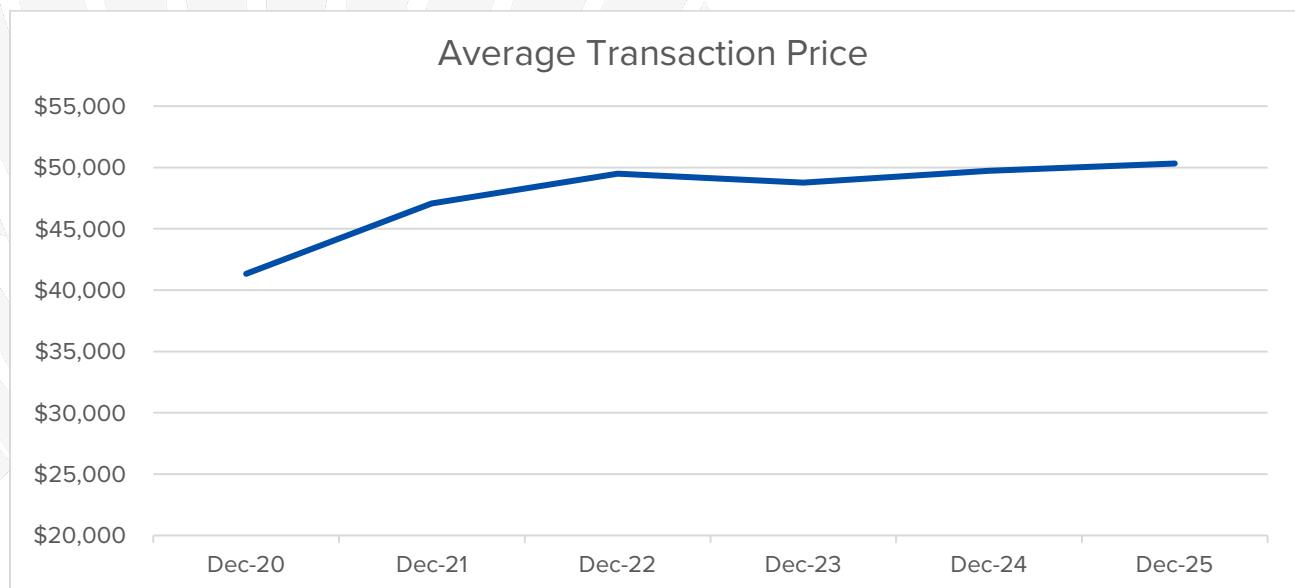
**J.D. Power (Updated 1/7)<sup>14</sup>:** “The average new-vehicle retail transaction price in December for all vehicles is expected to reach \$47,104, up \$715 or 1.5 percent from December 2024. Separating out electric vehicles, the average price on non-EV's has powered vehicles rose 1.4% to \$46,807.

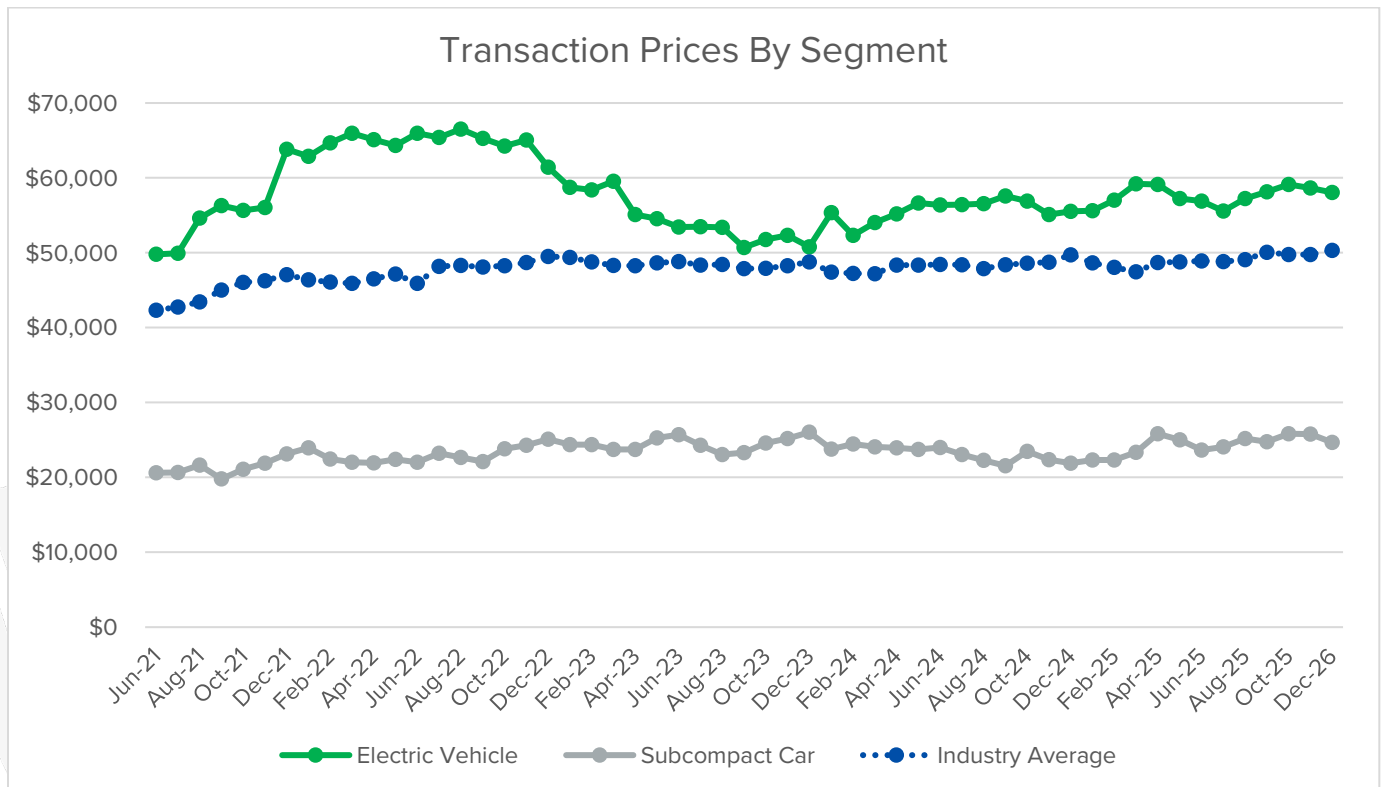
“The average manufacturer's incentive spend per vehicle is on track to reach \$3,433, which is \$140 higher than November and \$77 higher than a year ago. Expressed as a percentage of MSRP, incentive spending is currently at 6.5%, up 0.1 percentage points from last year. Discounts on EVs are expected to average \$11,414 in December, down \$57 compared with December 2024, and down \$472 from November 2025. Discounts on non-EVs are projected at \$3,219, an increase of \$425 from last year.

“Easing interest rates and strong used-vehicle values—reflected in higher trade-in equity—are providing some relief to buyers facing elevated monthly payments.

“The average interest rate for new-vehicle loans in December is 5.84%, a decrease of 32 basis points from a year ago.

“The average used-vehicle price is trending toward \$29,571, up a modest \$8 from a year ago.”



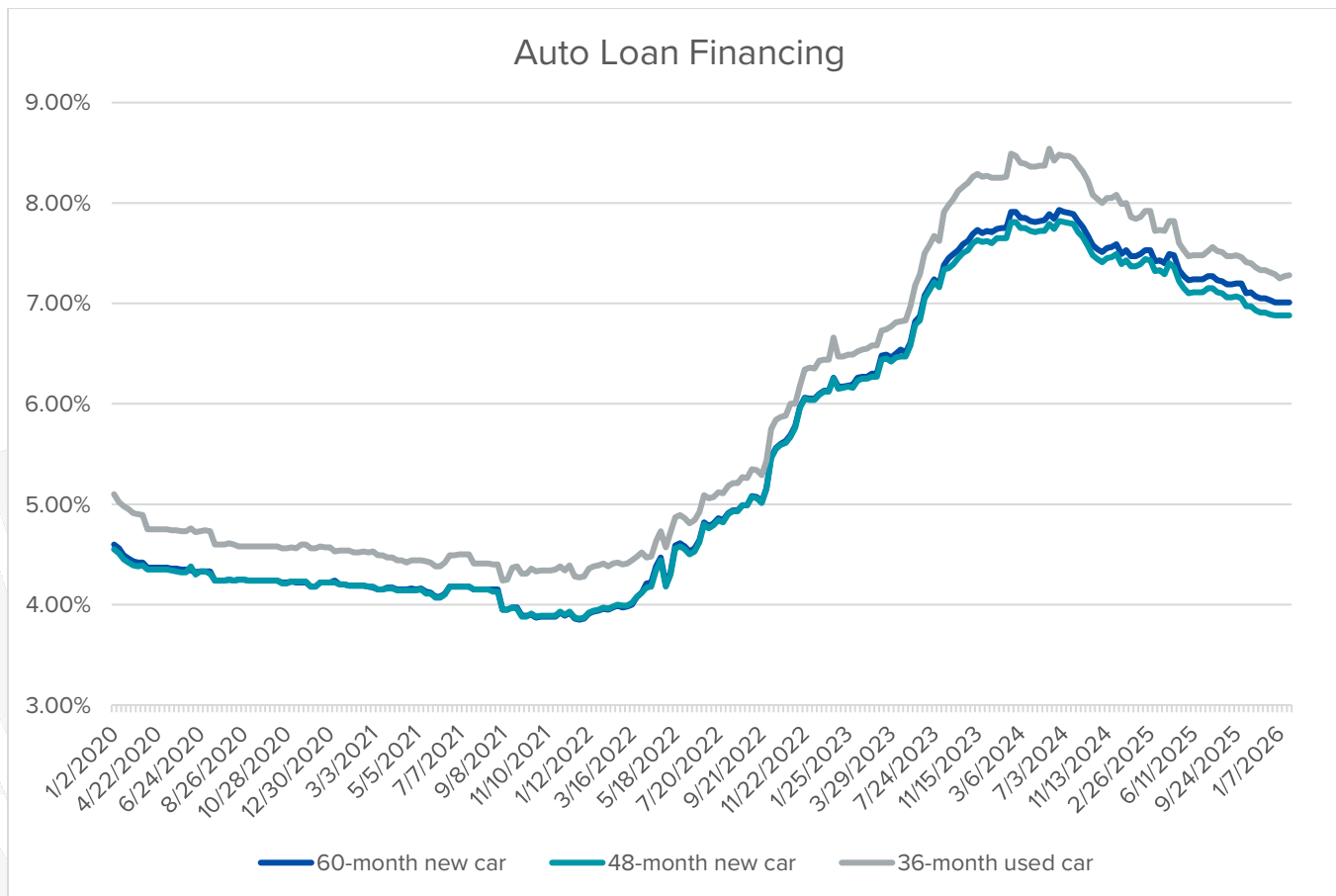


## Auto Loan Financing (Updated 2/5)

**JD Power (1/7)<sup>15</sup>:** “Average monthly finance payments are on pace to be \$776, up \$21 from December 2024. The average interest rate for new-vehicle loans is expected to be 5.84%, down 0.32 percentage points from a year ago.”

**Interest Rates Lowest Since Mid-2023 (updated 2/5):** Interest rates continue their gradual decline but held steady over the last two weeks on the 60-month and 48-month new car loan while increasing slightly on the 36-month used loan. Rates now stand at 7.01%, 6.88%, and 7.28%, respectively. Since the beginning of 2020, 60-month rates are up 2.41 pp, and are down 0.48 pp since the same time a year ago.<sup>16</sup>

Dates	60-month new car	48-month new car	36-month used car
1/2/2020	4.60%	4.55%	5.10%
2/5/2025	7.49%	7.39%	7.86%
1/21/2026	7.01%	6.88%	7.27%
2/4/2026	7.01%	6.88%	7.28%
Two Week Change	0.00%	0.00%	0.01%
Change since 1/3/20	2.41%	2.33%	2.18%
One Year Change	-0.48%	-0.51%	-0.58%

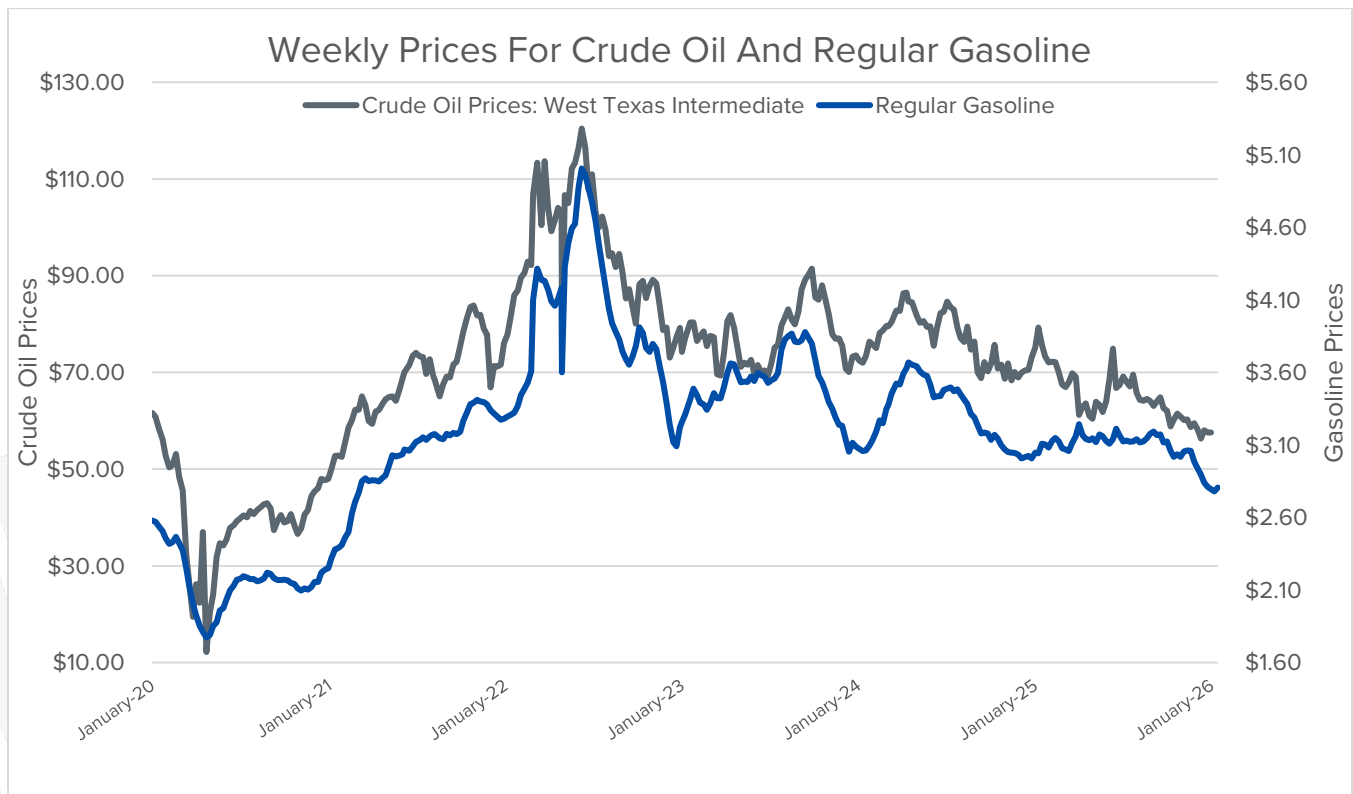


## Crude Oil and Gas Prices (Updated 2/4)

**Oil Continues to Moderate, Gas Rises \$2.87 A Gallon (2/5):**<sup>17</sup> Oil prices, as benchmarked at West Texas Intermediate were \$62.90 at the end of January, down nearly \$13 from the same time a year ago. Since election day 2024, oil prices are down about \$5 a barrel. Gas remains in the \$2.80-\$2.90 a gallon range. Gas is 11 percent higher than the beginning of 2020.

**EIA Outlook For Gasoline (1/22):**<sup>18</sup> “U.S. retail gasoline prices in our forecast are mostly lower in 2026 and 2027 than they were in 2025. We forecast U.S. gasoline prices in 2026 will average \$2.92 per gallon (gal), a decrease of 18 cents/gal or about 6%, compared with 2025. In 2027, we forecast retail gasoline prices will average \$2.95/gal. Even with the slight increase in 2027, prices remain below 2025 levels in most regions.”

**EIA Outlook For Oil (1/22):**<sup>19</sup> “We forecast U.S. crude oil production will remain close to the 2025 average on an annual basis in 2026 before falling by 340,000 barrels per day (b/d) in 2027. Although there were 13% fewer rigs drilling for oil in the United States at the end of 2025 than there were at the beginning of the year—according to Baker Hughes—production reached a record high last year as rising well-level productivity outweighed this drop. Over the next two years, we expect sustained lower crude oil prices will result in a pullback in drilling and completion activity that is enough to outweigh ongoing increases in productivity.



## Production Meter

### North American Production (Updated 1/22)

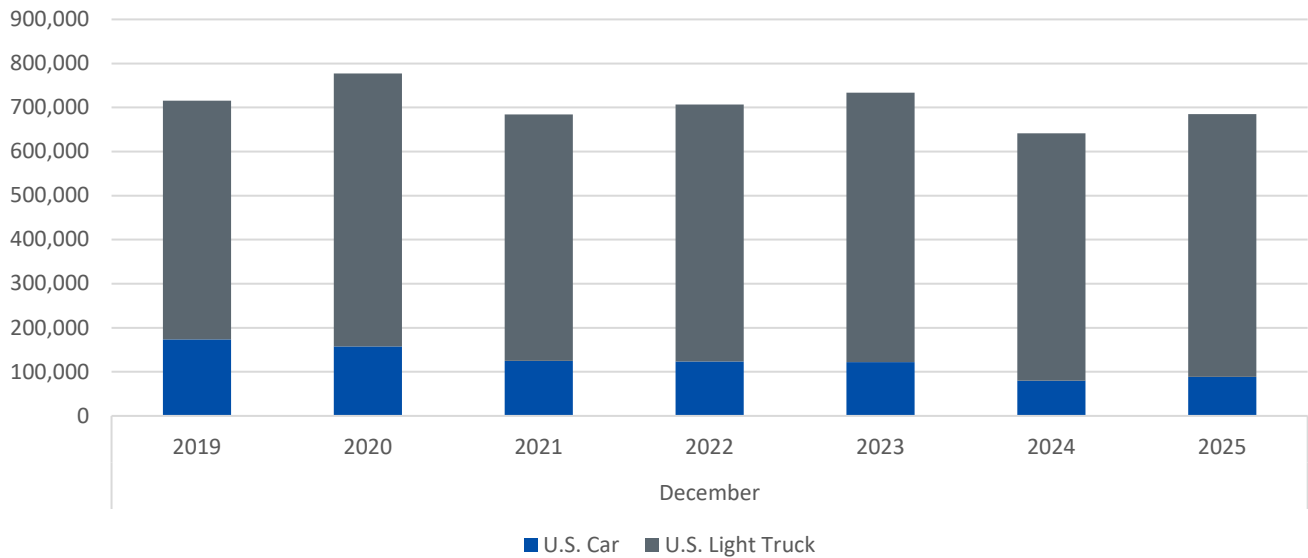
**Wards Intelligence**<sup>20</sup>: “North America production of light vehicles and medium- and heavy-duty trucks together finished 4Q at 3.603 million units, a little higher than the 3.519 million units estimated in December. However, this figure is still 4.4% below 4Q24’s 3.767 million units and just under Omdia’s initial October estimate of 3.662 million units. Production ended the year at 15.58 million units, down 3% from 2024 but slightly better than December’s 15.41 million units estimate.”

### U.S. Light Vehicle Production (Updated 1/22)

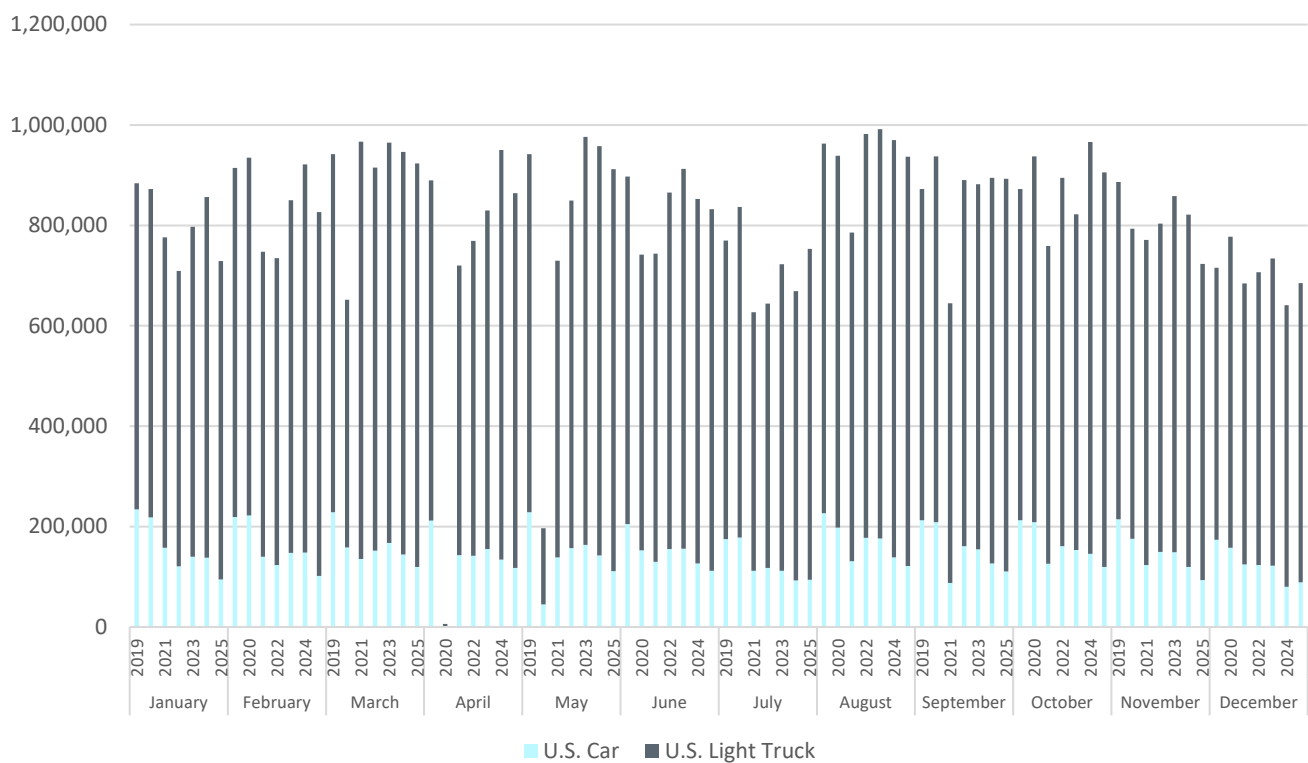
#### U.S. Monthly Production

U.S. Light vehicle production for December was down 5.5 percent month-over-month, totaling 684,767 vehicles (88,776 cars; 595,991 light trucks), year-over-year, production is up 9.7 percent from 2024.<sup>21</sup>

U.S. Light Vehicle Production By Segment For The Month, 2019 - 2025



U.S. Light Vehicle Production: Monthly 2019-2025

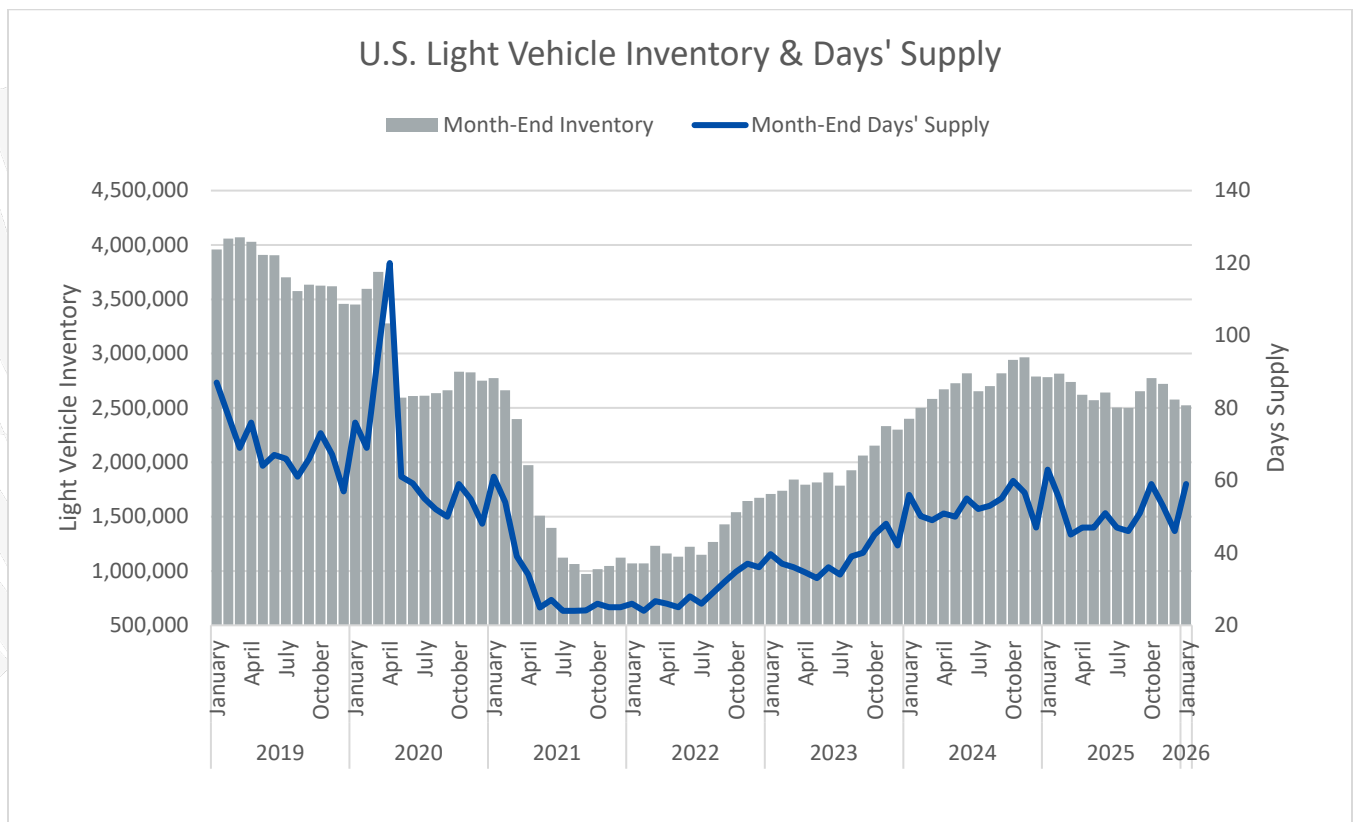


## U.S. Light Vehicle Inventory and Days' Supply (Updated 2/5)

**Omdia Inventory Update (2/5)<sup>22</sup>:** "US light vehicle inventory totaled 2.526 million units at the end of January, down 9.2% from the same month in 2025 and the ninth straight month dealers had fewer vehicles in stock on a YoY basis.

"January's total was a 2.0% decline from the prior month, but stocks typically rise in January after the December sales push. This was likely a combination of better inventory control and supply chain snarls that kept production slightly lower (YoY) at the end of 2025 and into 2026.

"Days' supply in January totaled 59, up from December's 46 and well under the same month's 2025's 63."



## Global Meter

### Global Light Vehicle Sales (Updated 2/5)

**Wards Intelligence<sup>23</sup>:** "Despite expected weakness in the US and China, global sales of light vehicles and medium- and heavy-duty trucks combined rose YoY in December.

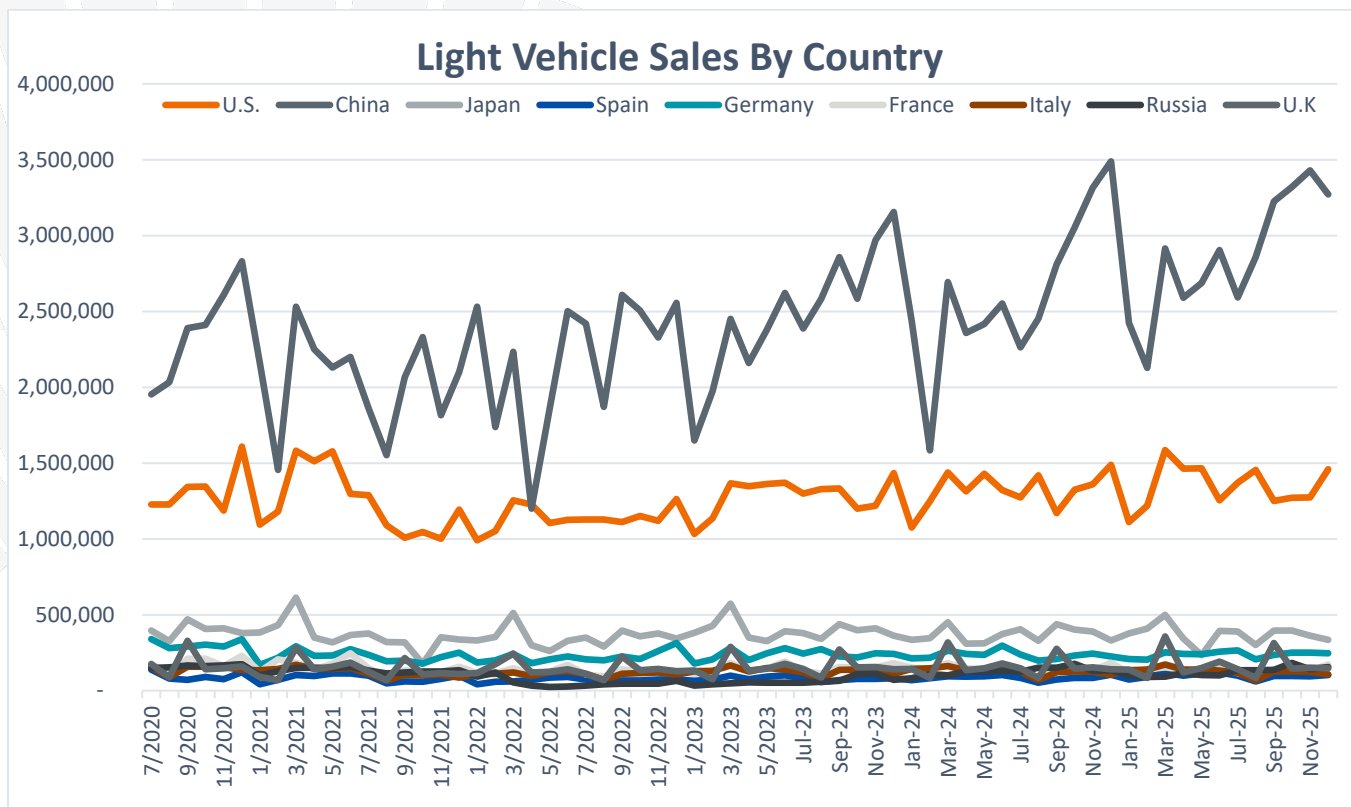


“Sales in December totaled 9.06 million units, 1.1% above the same month in 2024, 8.96 million. Sales for all of 2025 totaled 99.54 million, up 4.9% from 2024’s 94.89 million.

“Among the major regions, North America posted the largest YoY loss in December, losing 2.0% from the same month in 2024. Asia & Oceania followed, losing 0.6%. Deliveries in South America rose 9.7%. Europe followed with a 6.5% gain YoY.

“Excluding medium- and heavy-duty trucks, light vehicles totaled 8.73 million units in December, up 0.9% from the same month in 2024, 8.65 million. Light-vehicle sales for 2025 totaled 95.95 million, up 4.9% from the year-ago period’s 91.48 million.

“Global light-vehicle sales in 2026 are expected to reach 93.7 million units, 1.9% above 2025 but with a slightly lower annual selling rate of 85.7 million units compared to 89 million units in January 2025, according to GlobalData.”



## Global Light Vehicle Production (Updated 1/22)

**S&P Global Mobility Forecast (1/22)<sup>24</sup>:** “As a new year begins, the auto industry reflects a blend of both resiliency and challenges. For 2026, we continue to forecast a modest decline in global light vehicle production. Three main themes still dominate: US tariffs/trade policy, the scale of the mainland Chinese auto industry both at home and abroad and evolving battery electric vehicle (BEV) demand, particularly in Europe

and North America. While China is facing some near-term demand headwinds as scrappage and NEV incentives are reduced, production is expected to be supported by continued export strength. Looking to North America, US sales have generally outperformed expectations, yet demand faces inflationary pressures as automakers seek to recoup at least a portion of tariff costs. The January forecast update reflects a mix of largely positive revisions through the near-term forecast horizon as we adjust to reflect the ongoing impacts of a continued variable trade environment as well as other regional factors. A couple of particularly noteworthy upgrades in the near-term are concentrated on Greater China given the continued strength in export activity and a stronger outlook for India (part of the South Asia forecast) on improved demand expectations benefitting from a reduction in the Goods and Services Tax (GST) for different sized vehicles. The more noteworthy regional adjustments with the latest forecast update are detailed below:

**“Europe:** The outlook for Europe light vehicle production was increased by 69,000 units and by 109,000 units for 2026 and 2027, respectively (and increased by 71,000 units for 2028). The European light vehicle production forecast continues to move roughly in parallel with demand settings and remains aligned with a modest decrease for 2026. The demand-to-supply rationale for the short-term is unchanged: domestic demand continues to grow marginally and adverse trade flows (notably China imports) push production into negative territory in 2026 similar to 2025. From an OEM perspective, in 2026, we foresee domestic mainstream production declining 2% while premium specialists are forecast to grow regional production by 2%, largely owing to product activity on the electric D-SUV segment front (e.g. BMW iX3, Mercedes GLC, Volvo EX60). Asian OEMs are expected to decline as the rise of Chinese production in the region is offset by a notable decrease for Japanese and Korean OEMs. Looking ahead to 2027, an uplift is expected as Chinese OEM localization starts to make more of a constructive impact to overall regional volumes. The trend is also slightly positive in 2028/2029 before the next CO2 regulatory milestone puts additional pressure on European demand in 2030.

**“Greater China:** The outlook for Greater China light vehicle production was increased by 452,000 units and by 534,000 units for 2026 and 2027, respectively (and increased by 425,000 units for 2028). According to the CPCA, passenger vehicle retail sales deteriorated in December, down by 15% year-over-year. The widespread weakening of trade-in and scrappage subsidies was a factor contributing to the decline along with lower consumer confidence, particularly impactful to affordable entry segments. Due to the weakening subsidies, the traditional front-loaded purchase effect was constrained in the last quarter. We don't expect a quick production recovery in Q1-2026 considering the seasonality effect related to the Lunar New Year holidays and the expectation that there has been a level of demand that has been brought forward over the last year. Despite weaker domestic consumption, export activity has become a significant pillar of light vehicle production, surging by 560,000 units with nearly 70% year-over-year growth in December 2025 according to the CPCA. Nearly half of export vehicles were NEVs, primarily supported by PHEVs. With a prospective EV price agreement between China and EU, we expect a sustainable flow of NEV exports to the European market going forward, which offsets the headwinds for ICE exports to markets such as Russia and Mexico. The robust export outlook is a primary driver of the production upgrades through the near-term.

**“Japan/Korea:** The short-term production volume for Japan for the 2026-2028 period was increased by around 80,000 units per year. This is due to an increase in domestic demand of 40,000 units per year as a result of a provisional gasoline tax reduction and the abolition of the environmental performance tax, as well as the reallocation of the Mazda CX-30 between Japan and Mexico. The long-term production volume for Japan was also increased by 70,000 units per year. A positive adjustment of 30,000 units is based on the Mazda CX-5 due to the strength of ICE variants in the US. In addition, a positive adjustment of 20,000 units is based on the Suzuki A-Hatch EV, which is mainly exported to Europe. In the short term, South Korea production was revised modestly upward due to the strengthening trend for hybrid SUVs. Specifically, as 2028 enters the short-term horizon, production volume has been upgraded by around 21,000 units

**“North America:** The outlook for North America light vehicle production was reduced by 121,000 units and by 147,000 units for 2026 and 2027, respectively (and reduced by 10,000 units for 2028). The outlook for 2026 in North America was revised down 0.8% totaling 14.96 million units as market dynamics continue to evolve. Post COVID, the autos sector has been skewed in favor of higher end vehicles. This year is expected to see automakers wrestle with normalizing market conditions and face margin pressure by either continuing to support diminishing pent-up demand for higher trim level vehicles or move further down the price ladder to bolster sales. Evidence for 2026 points toward some manufacturers planning to prioritize protecting margins at the expense of volume. This balancing act is expected to lead to more dynamic planning conditions over the course of the year. Moreover, pressure is coming from plans by several Asian manufacturers to focus on increasing imports at the expense of localized production with efforts to bolster capacity utilization in their home markets despite US tariff pressures. Based on evolving US inventory assumptions, the North American production forecast is built around inventory levels remaining between to 2.4 to 2.8 million units or a healthy 45 to 55 day supply as the market has ranged in over the past two years with an expected roughly 16.0 million unit US sales environment over the next two years.

**“South America:** The outlook for South America light vehicle production was increased by 24,000 units and reduced by 1,000 units for 2026 and 2027, respectively (and increased by 11,000 units for 2028). The upgrade for 2026 was primarily focused on Brazil (15,000 units) and is related to expected growth on the export side (benefiting from renewed dynamism for imports in neighboring Argentina). Regional volumes for 2027-2028 remained mostly stable for the period with a marginal gain of 0.1% (5,000 units/year) and largely reflects the limited revision applied on the demand side. There are no major changes to the market and/or expected macro conditions that would justify deeper changes at this time.

**“South Asia:** The outlook for South Asia light vehicle production was increased by 130,000 units and by 98,000 units for 2026 and 2027, respectively (and increased by 225,000 units for 2028). For the ASEAN market in 2026, we expect a mixed regional trajectory, with Vietnam remaining the key growth engine and Indonesia showing signs of recovery, partially offset by Thailand’s slower economic backdrop. This results in only modest ASEAN production growth of 1.8% year-over-year to 3.84 million units. Looking to 2027 and 2028, the ASEAN forecast reflects downward revisions of around 41,000 units per year focused primarily on Thailand as concerns over economic headwinds, tighter auto loan approvals and potential trade challenges impacting exports are expected to cap the pace of recovery. The production outlook for India was upgraded for 2026 and 2027 by 117,000 units and 123,000 units, respectively. The robust outlook for India light vehicle production is driven by the domestic demand outlook which benefits materially from a reduction in the Goods and Services Tax (GST) for different sized vehicles. Automakers are adjusting their production schedules accordingly to capitalize on this demand and seize every opportunity available.”

## Economy Meter

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### Roadway Travel (Updated 1/22)

According to the U.S. Department of Transportation, seasonally-adjusted vehicle miles traveled in November increased by 1.0 percent from the same time a year ago. The cumulative travel estimate for 2025 is 3,044.3 billion vehicle miles.<sup>25</sup>

- Travel on all roads and streets changed by +0.3% (+0.7 billion vehicle miles) for November 2025 as compared with November 2024. Travel for the month is estimated to be 261.8 billion vehicle miles.

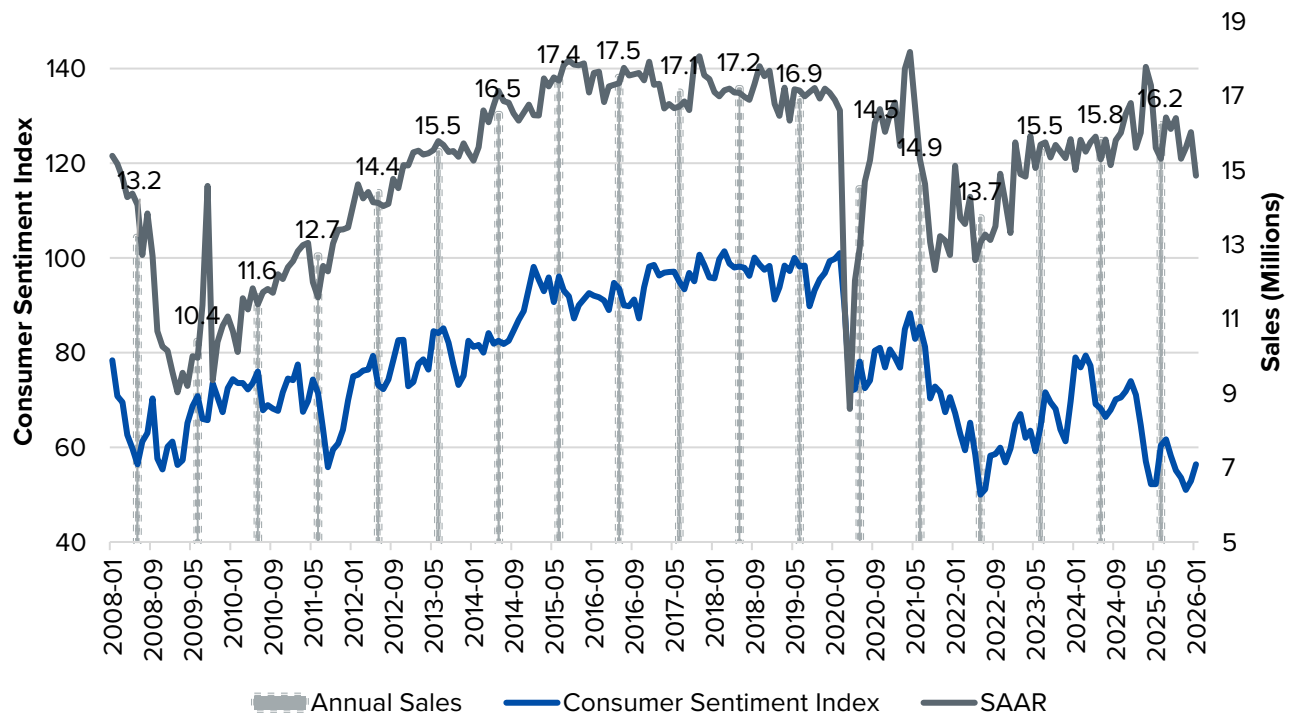
- The seasonally adjusted vehicle miles traveled for November 2025 is 276 billion miles, a +1.0% (2.8 billion vehicle miles) change over November 2024. It also represents a -0.1% change (-0.4 billion vehicle miles) compared with October 2025.
- Cumulative Travel for 2025 changed by +0.9% (+28.1 billion vehicle miles). The cumulative estimate for the year is 3,044.3 billion vehicle miles of travel.

## Consumer Confidence and Sales (Updated 2/5)

**Surveys of Consumers Director Joanne Hsu<sup>26</sup>:** “Consumer sentiment lifted about 3.5 index points this month, with minor gains seen across all index components. While the overall improvement was small, it was broad based, seen across the income distribution, educational attainment, older and younger consumers, and Republicans and Democrats alike. However, national sentiment remains more than 20% below a year ago, as consumers continue to report pressures on their purchasing power stemming from high prices and the prospect of weakening labor markets. Aside from tariff policy, consumers do not appear to be connecting foreign developments to their views of the economy. Note that interviews for this release concluded on January 19th, two days after Trump’s social media post announcing additional tariffs on eight countries in Europe.

Year-ahead inflation expectations fell back to 4.0% this month. This is the lowest reading since January 2025 but remains well above that month’s 3.3%. Long-run inflation expectations inched up from 3.2% last month to 3.3% this month. In comparison, readings ranged between 2.8% and 3.2% in 2024, and were below 2.8% throughout 2019 and 2020. As seen in the chart, uncertainty over short-run inflation expectations, as measured by the interquartile range of responses, has fallen from mid-2025 but has remained considerably elevated in recent months, comparable to levels seen in 2022; see today’s special report for additional context for long-run inflation expectations.”

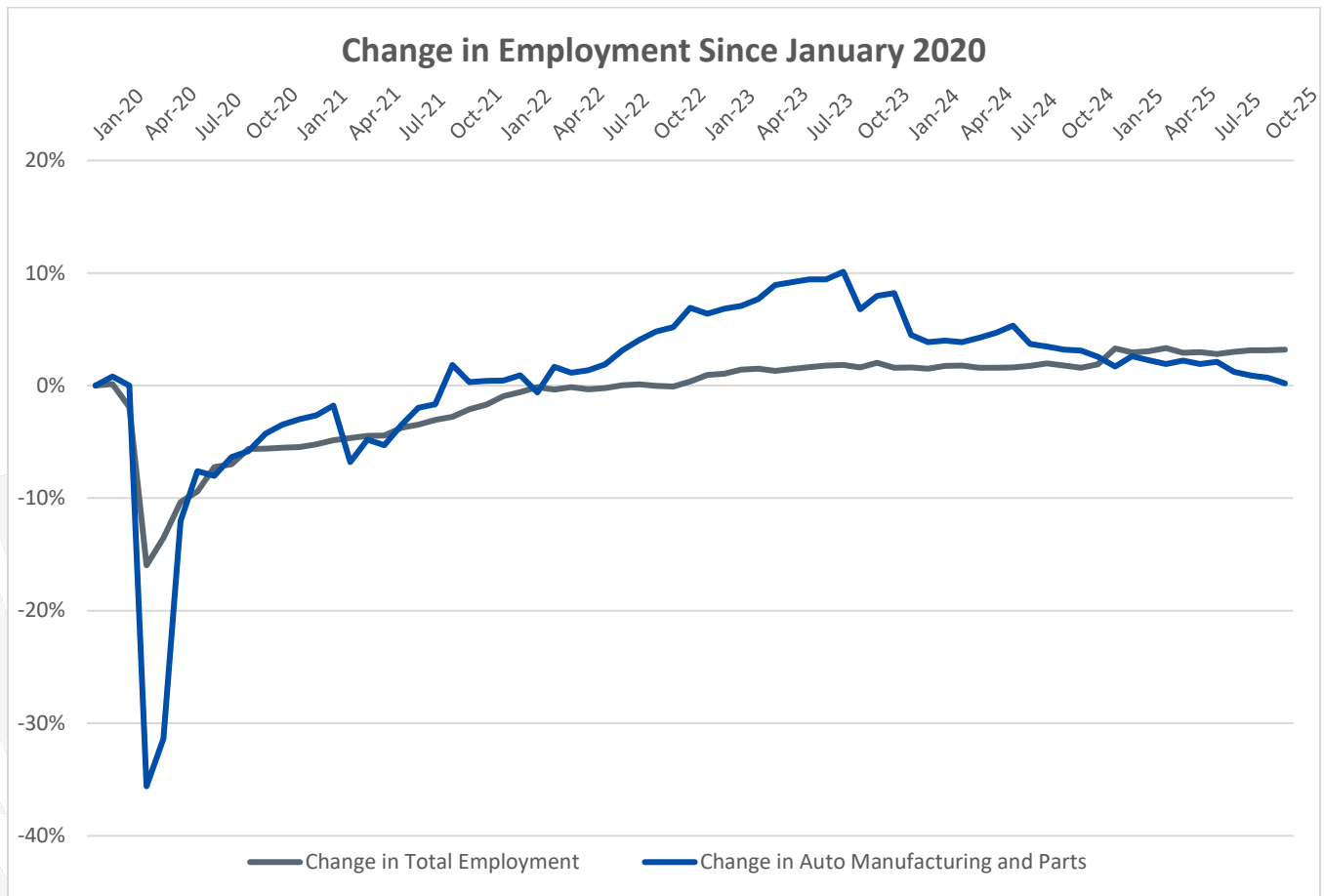
### Light Vehicle Sales And Consumer Sentiment Index: 2008 - May 2025



### Employment (Updated 1/7)

**Motor Vehicle And Parts Manufacturing Lost 4,900 jobs in November.**





## Sources

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- <sup>2</sup> WardsIntelligence, North America Production, January 2021 – December 2025
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- <sup>4</sup> Adam Ragozzino, "US Light Vehicle Sales Fall in January, 2026 Growth Fragile," Omdia, 2/4/2026
- <sup>5</sup> Adam Ragozzino, "US Light Vehicle Inventory Down 2% in January Year-Over-Year," Omdia Automotive, 2/5/2026
- <sup>6</sup> S&P Global Mobility, "S&P Global Mobility Monthly Automotive Update – January 2026," 1/14/2026
- <sup>7</sup> Haig Stoddard, "US Light Vehicle Sales to Fall YoY Again in December," Omdia Automotive, 12/3/25
- <sup>8</sup> Adam Ragozzino, "US Light Vehicle Sales Fall in January, 2026 Growth Fragile," Omdia, 2/4/2026
- <sup>9</sup> WardsIntelligence, U.S. Light Vehicle Sales, January 2013 – January 2026
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- <sup>18</sup> EIA, “[Short-Term Energy Outlook](#),” 1/22/2026
- <sup>19</sup> EIA, “[Short-Term Energy Outlook](#),” 1/22/2026
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- <sup>22</sup> Adam Ragazzino, “US Light Vehicle Inventory Down 2% in January Year-Over-Year,” Omdia Automotive, 2/5/2026
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- <sup>25</sup> U.S. Department of Transportation, [https://www.fhwa.dot.gov/policyinformation/travel\\_monitoring/21septvt/](https://www.fhwa.dot.gov/policyinformation/travel_monitoring/21septvt/), Accessed 1/22/2026
- <sup>26</sup> University of Michigan, Survey of Consumers, <http://www.sca.isr.umich.edu/>, Accessed 1/22/2026