

# U.S. Auto Sales Chartbook

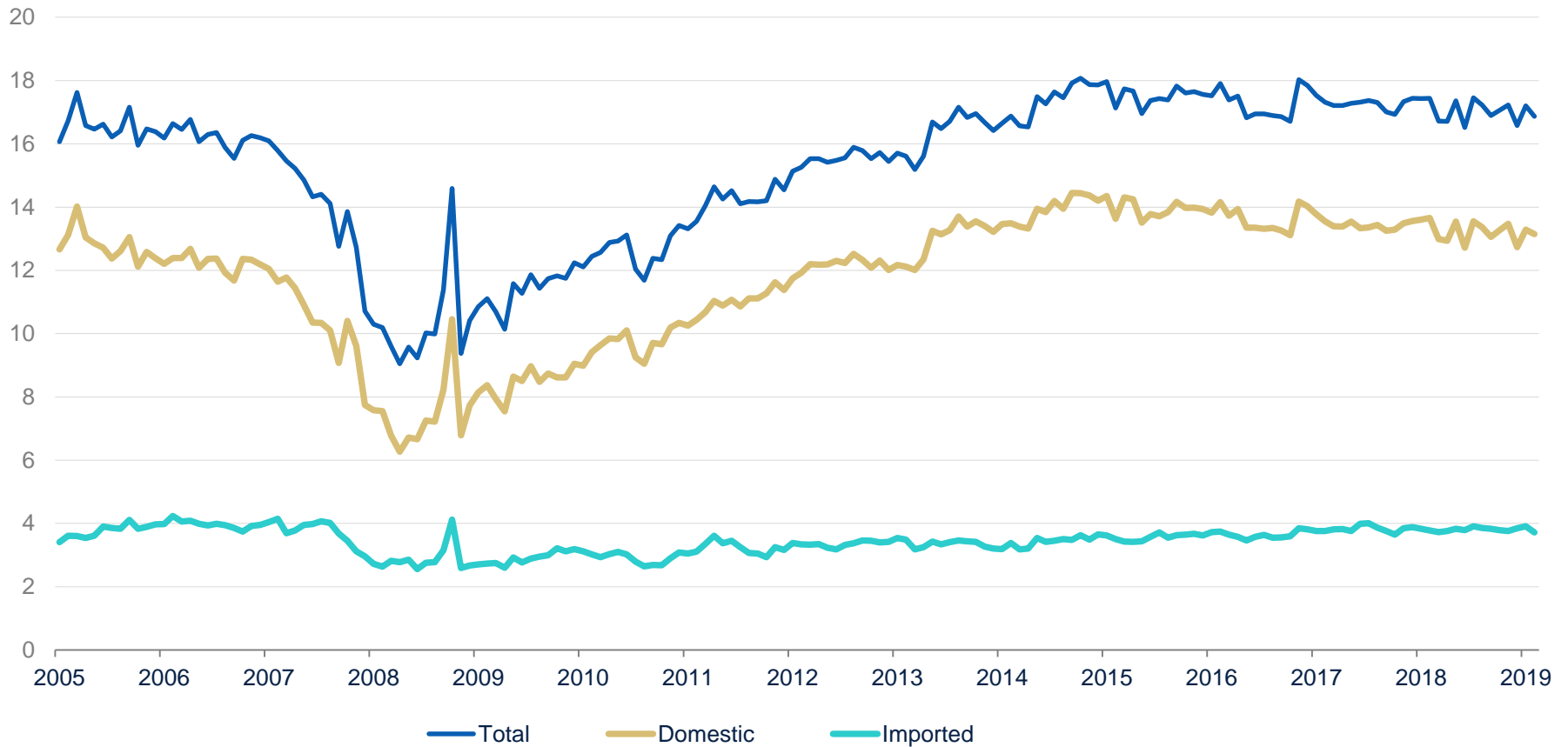
January 2020

## Main messages

- New vehicle sales were 16.9 million in 2019, 1.7% less than in 2018
- Although still solid, 2019 sales were the lowest since 2014
- We expect new car sales to slow down further in 2020, due to slower economic growth and less affordable vehicles
- Stable interest rates should provide some relief to dealers and consumers
- A robust supply of “off-leasing” units, high prices of new vehicles, and access to credit will continue supporting sales of used units
- PHEV and BEV sales declined to 319,554 in 2019 from 349,688 in 2018. Electric pickup models may start production this year
- The battle for CAFE targets, affordability and the phase out of the federal tax credit for some companies could limit prospects for EVs

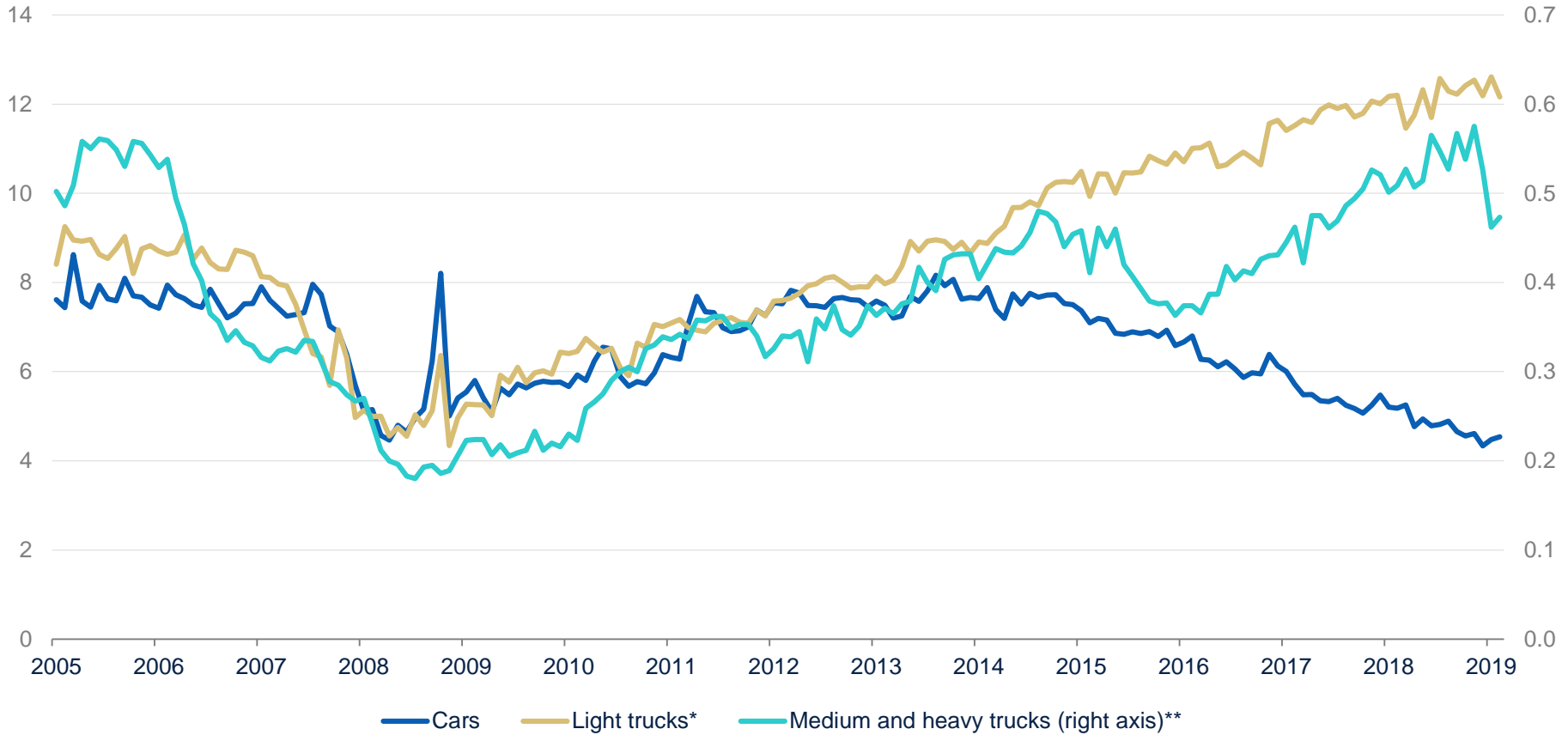
# Sales

## U.S. TOTAL LIGHT WEIGHT VEHICLE SALES (SAAR, MILLION UNITS)



# Sales

## U.S. TOTAL VEHICLE SALES (SAAR, MILLION UNITS)



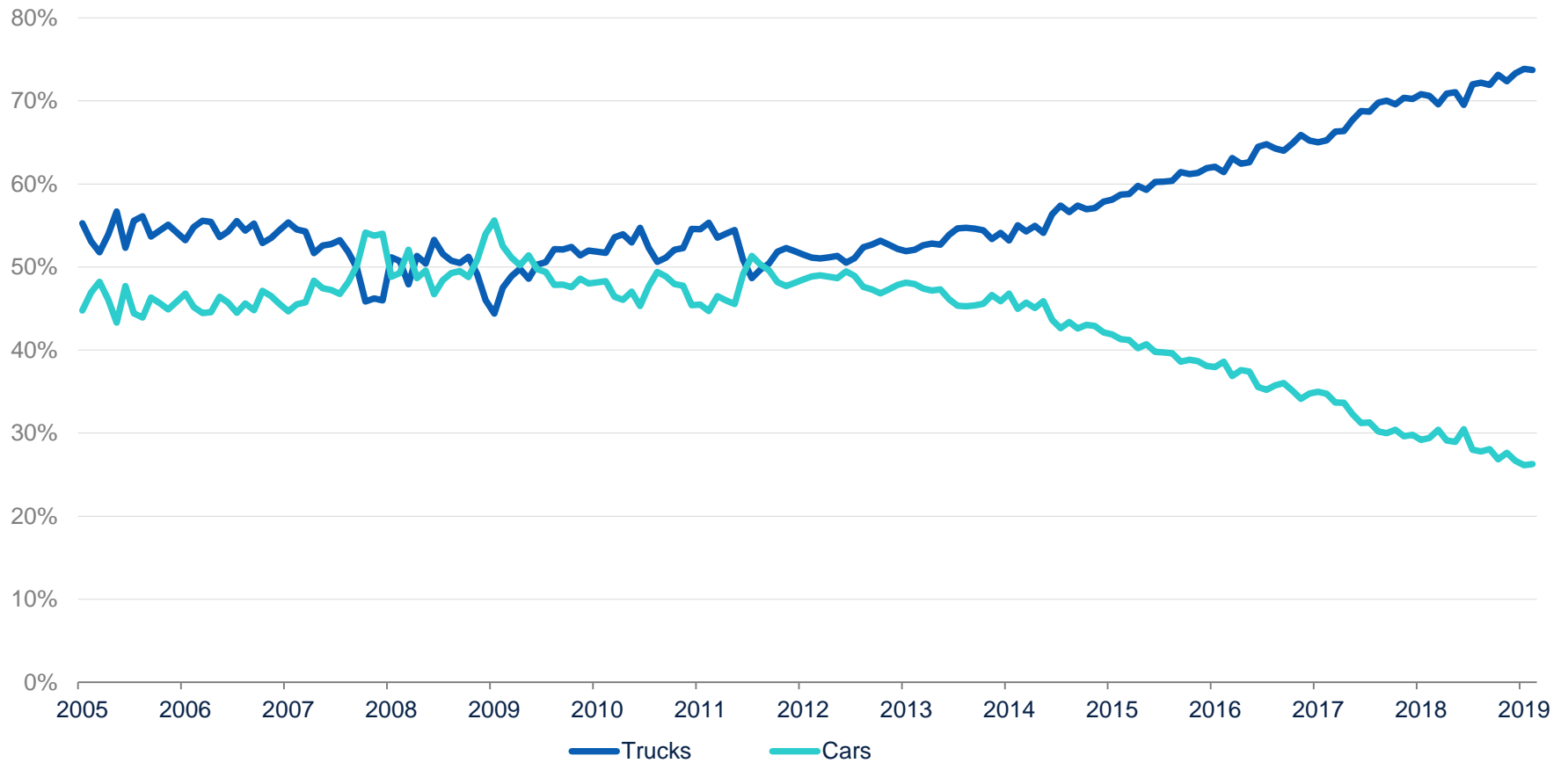
\* 0-14,000 pounds GVWR

\*\*14,001 pounds GVWR and over

Source: BBVA Research and Haver Analytics

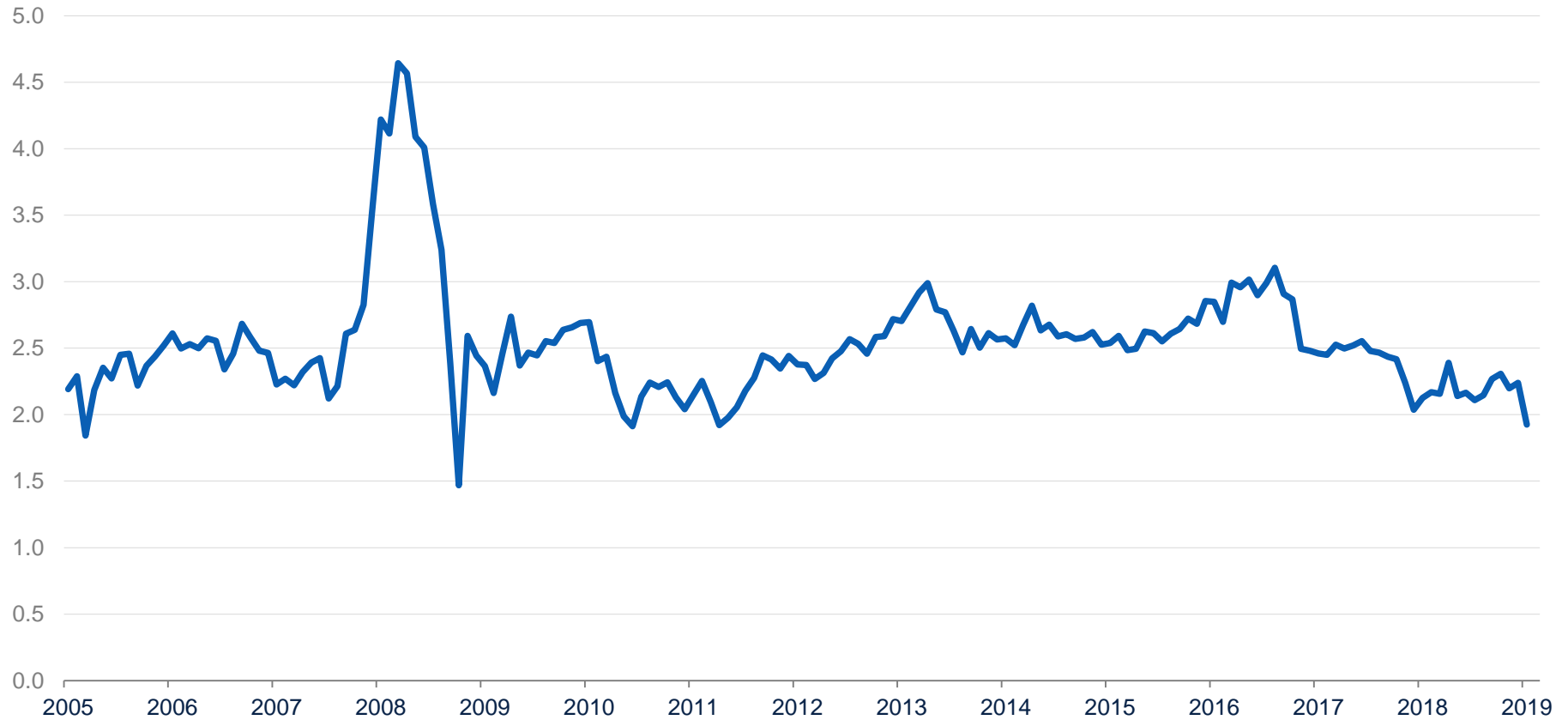
# Sales

## U.S. TOTAL VEHICLE SALES (SHARE OF TOTAL)



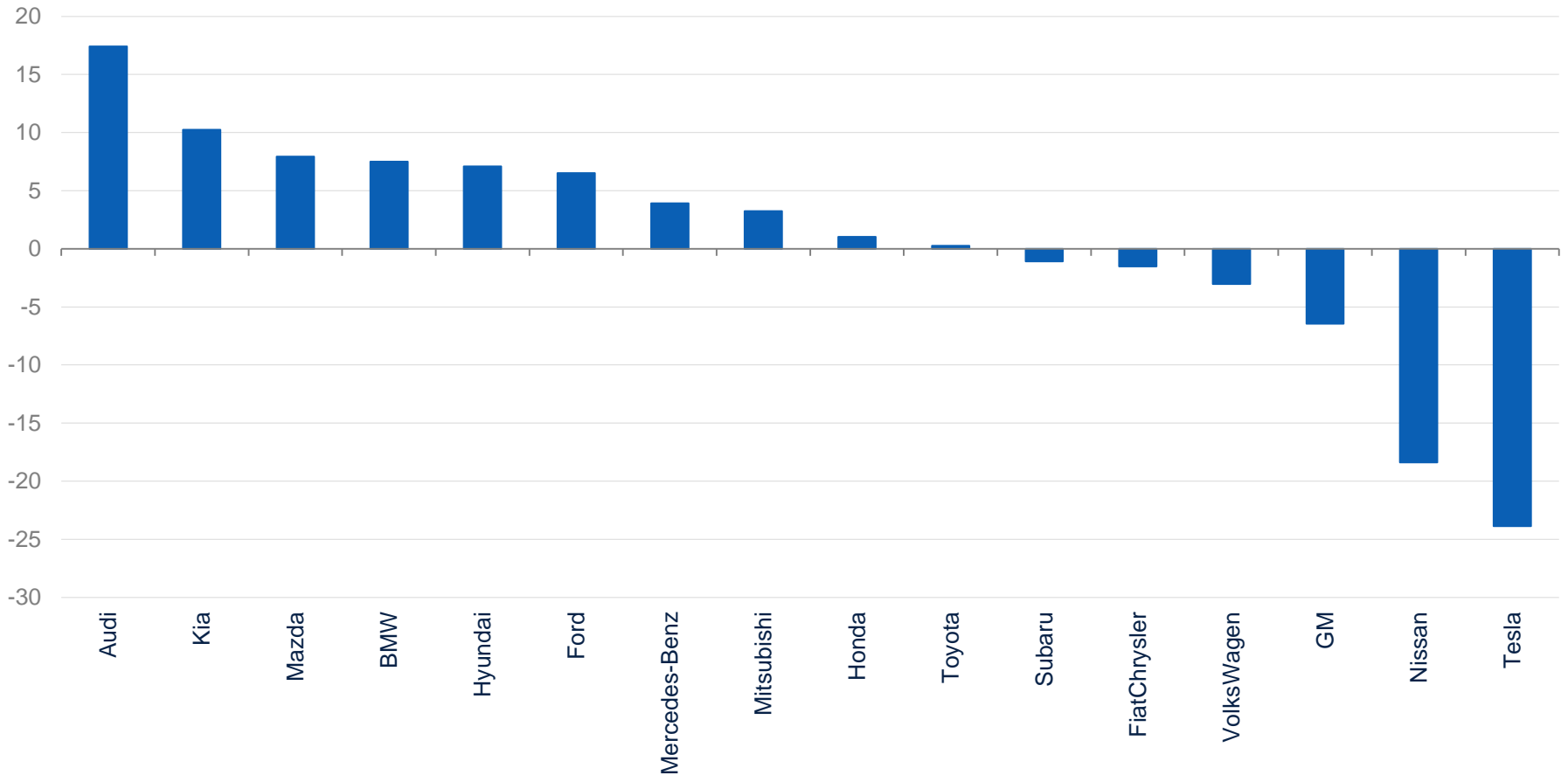
# Sales

## U.S. DOMESTIC AUTO INVENTORY/SALES RATIO (SEASONALLY ADJUSTED)



# Sales

## U.S. UNIT SALES BY BRAND\* (4Q19, YOY % CHANGE)

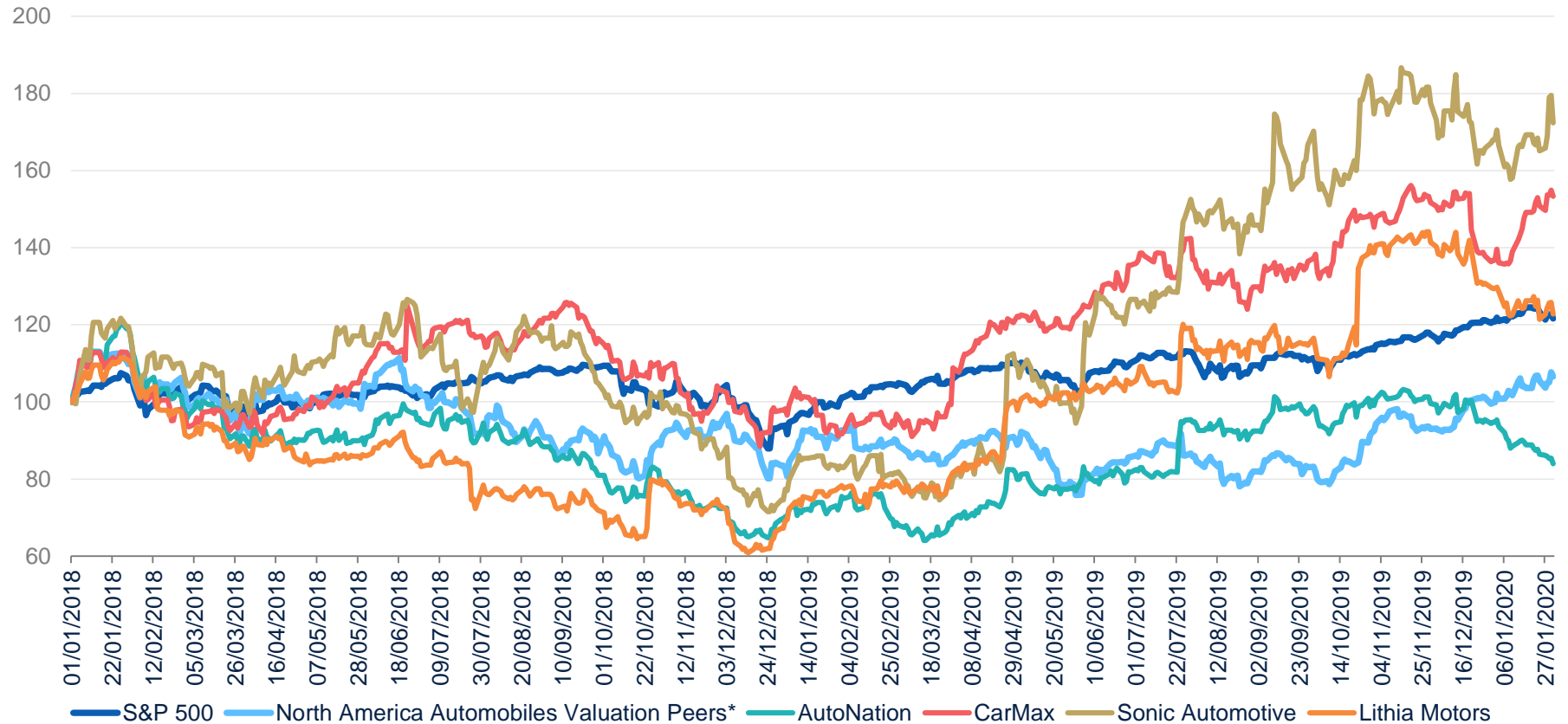


As of 01/31/2020. Figures may be subject to revision.  
Source: BBVA Research and Bloomberg

# Stock market

## STOCK MARKET INDICATORS

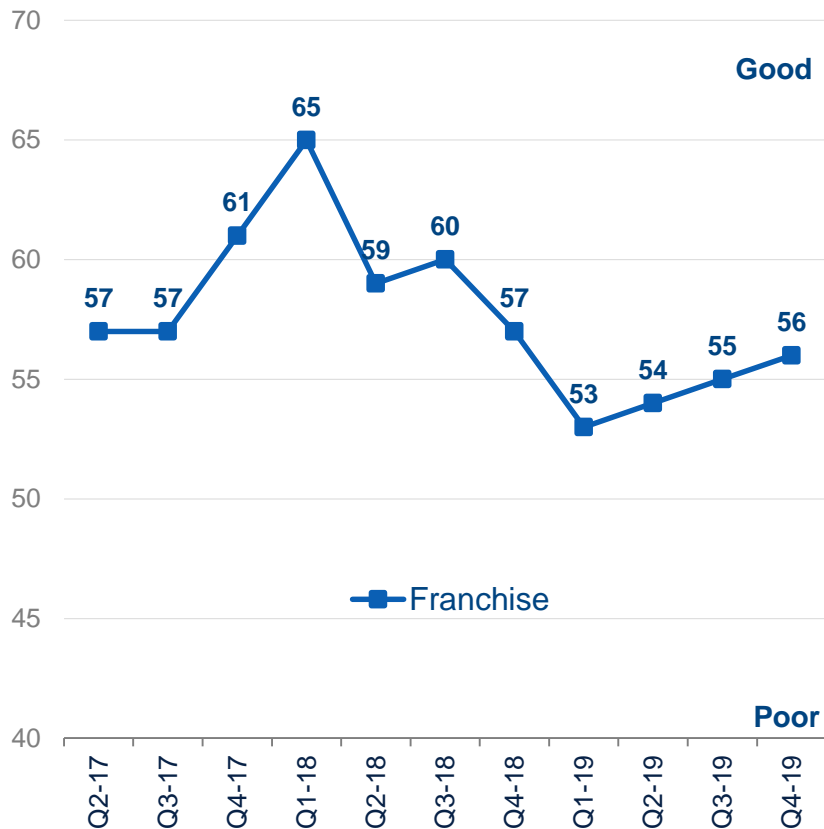
(INDEX, 1/1/2018 = 100)



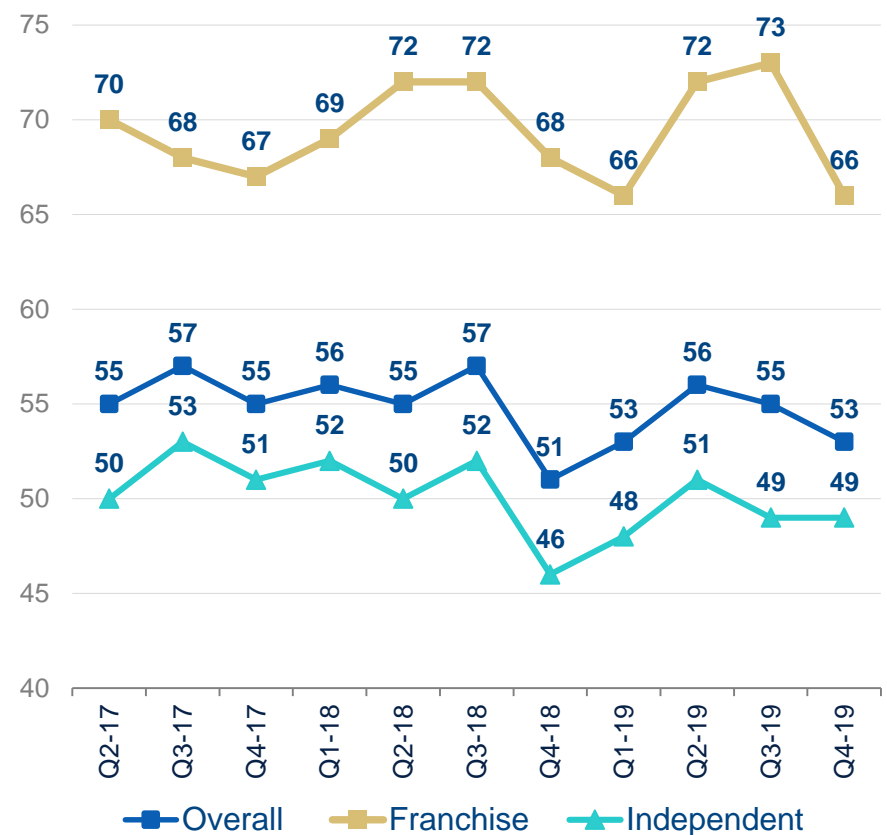


# Dealers

## HOW WOULD YOU DESCRIBE THE CURRENT NEW-VEHICLE SALES ENVIRONMENT?

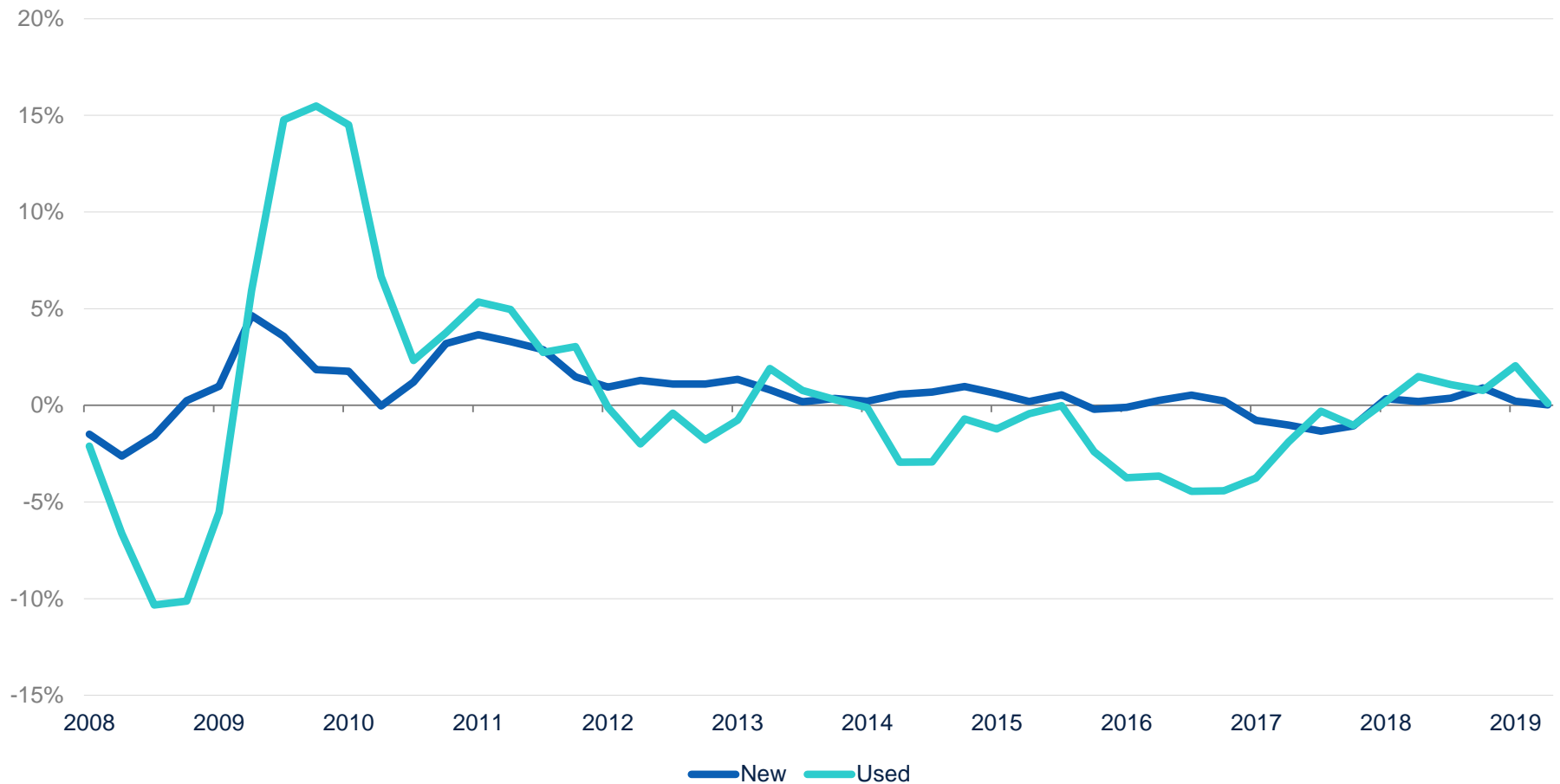


## HOW WOULD YOU DESCRIBE THE CURRENT USED-VEHICLE SALES ENVIRONMENT?



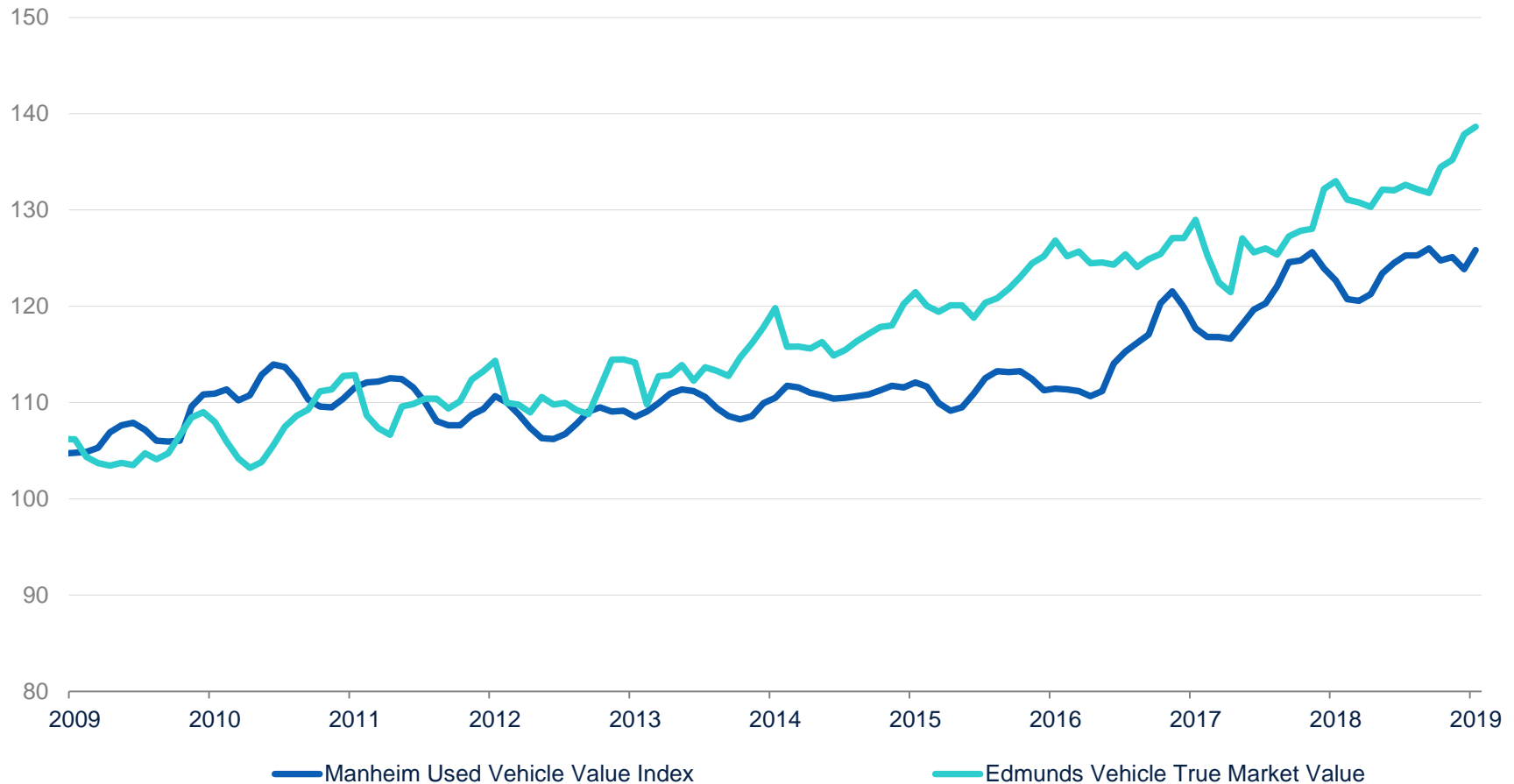
# Prices

## U.S. CONSUMER PRICE INDEX: CARS AND TRUCKS (YOY % CHANGE)



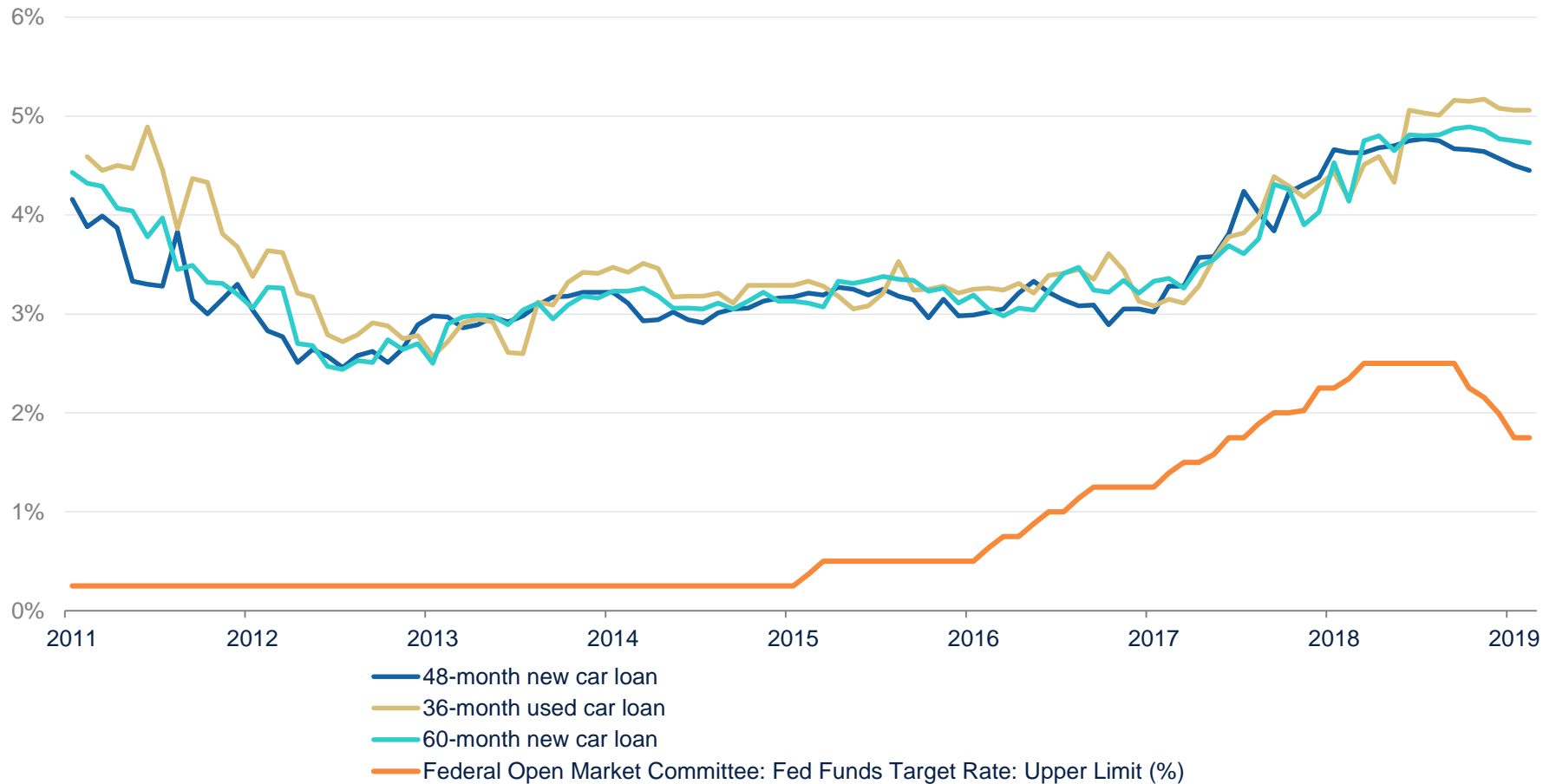
# Prices

## U.S. AUTO PRICES (INDEX, 2009 = 100)



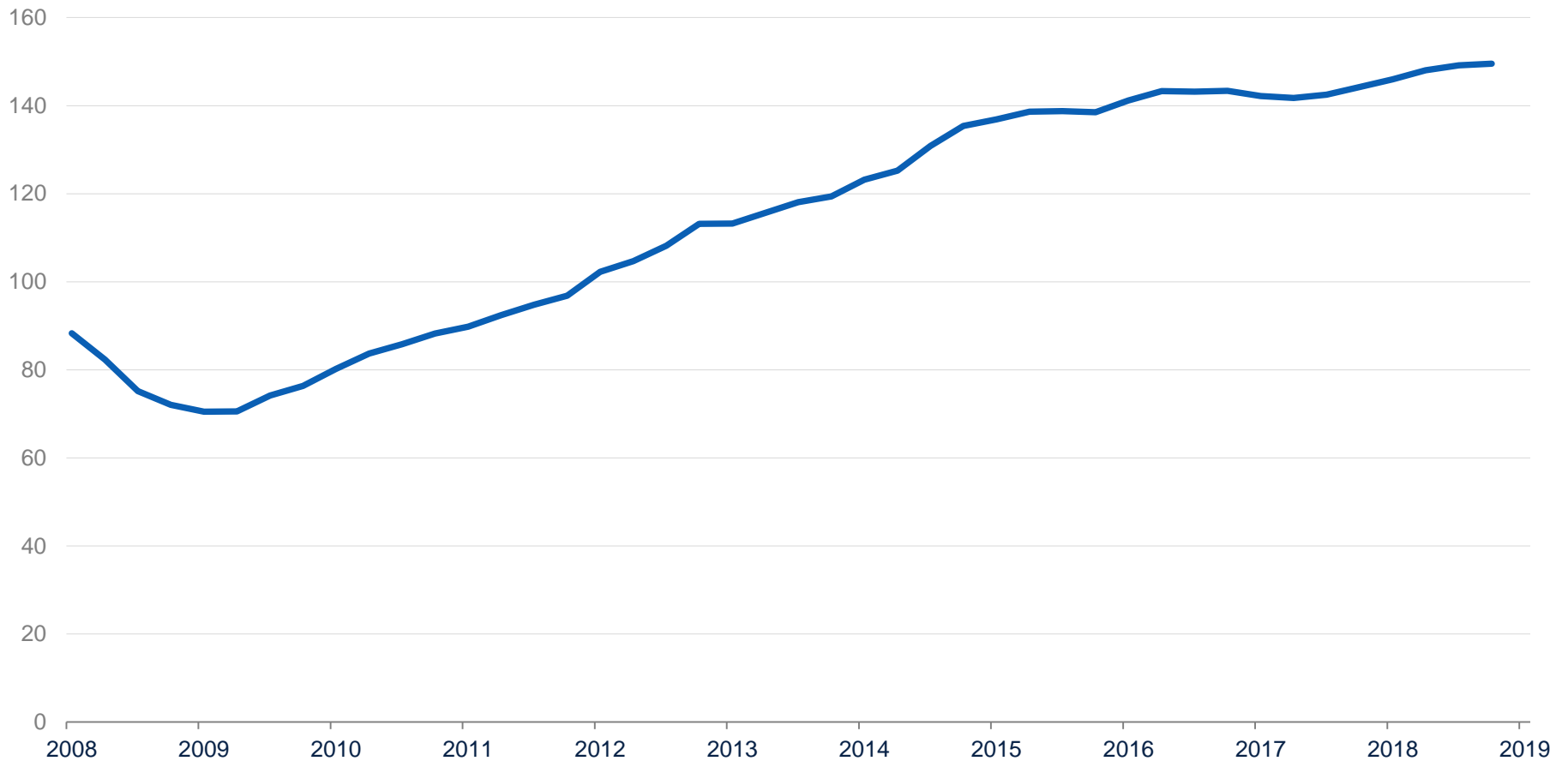
# Financial conditions

## U.S. INTEREST RATES (%)



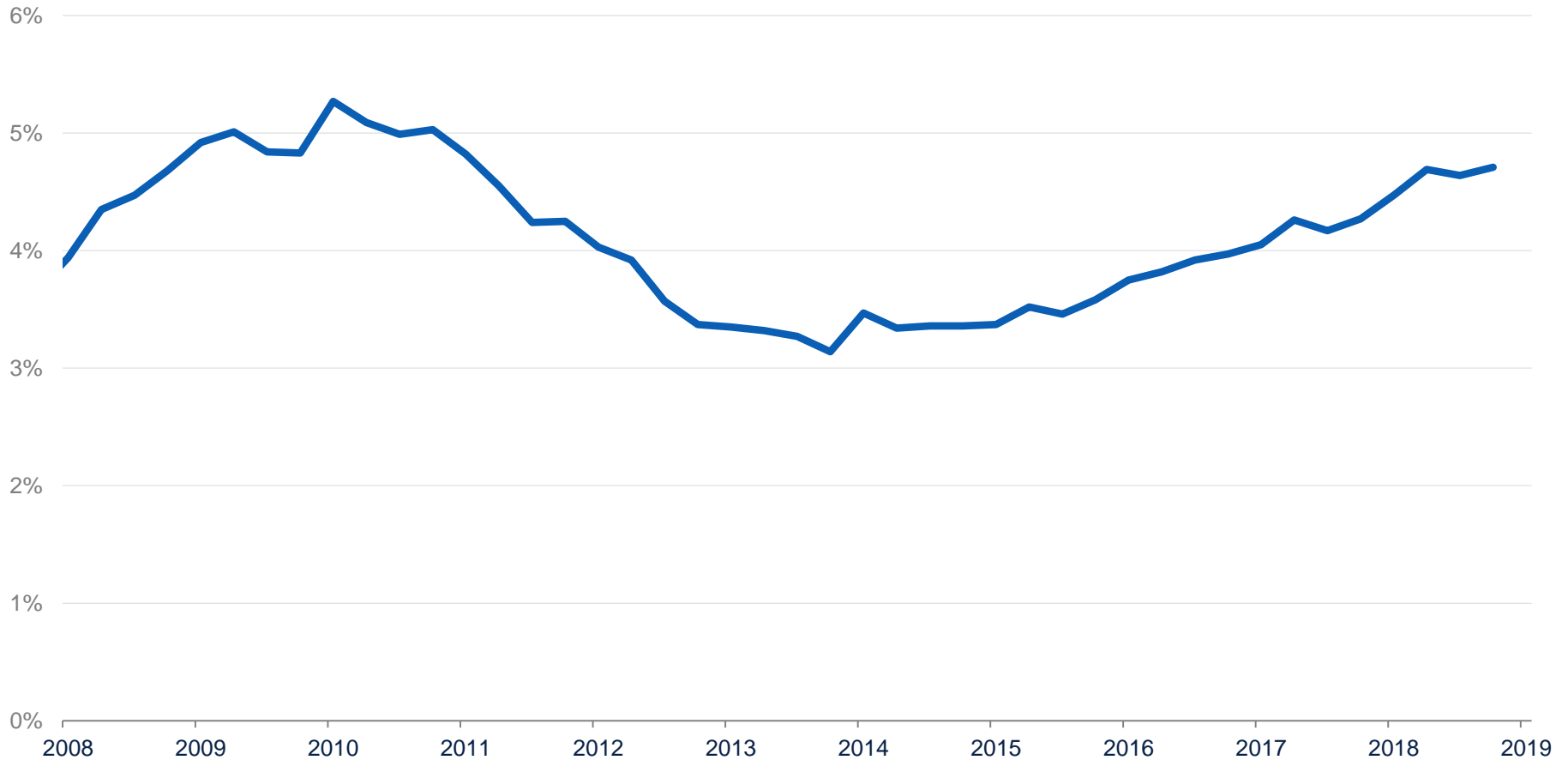
# Financial conditions

## U.S. NEWLY ORIGINATED INSTALLMENT AUTO LOANS (\$ BILLION, EOP, 4-QTR MOVING AVG.)



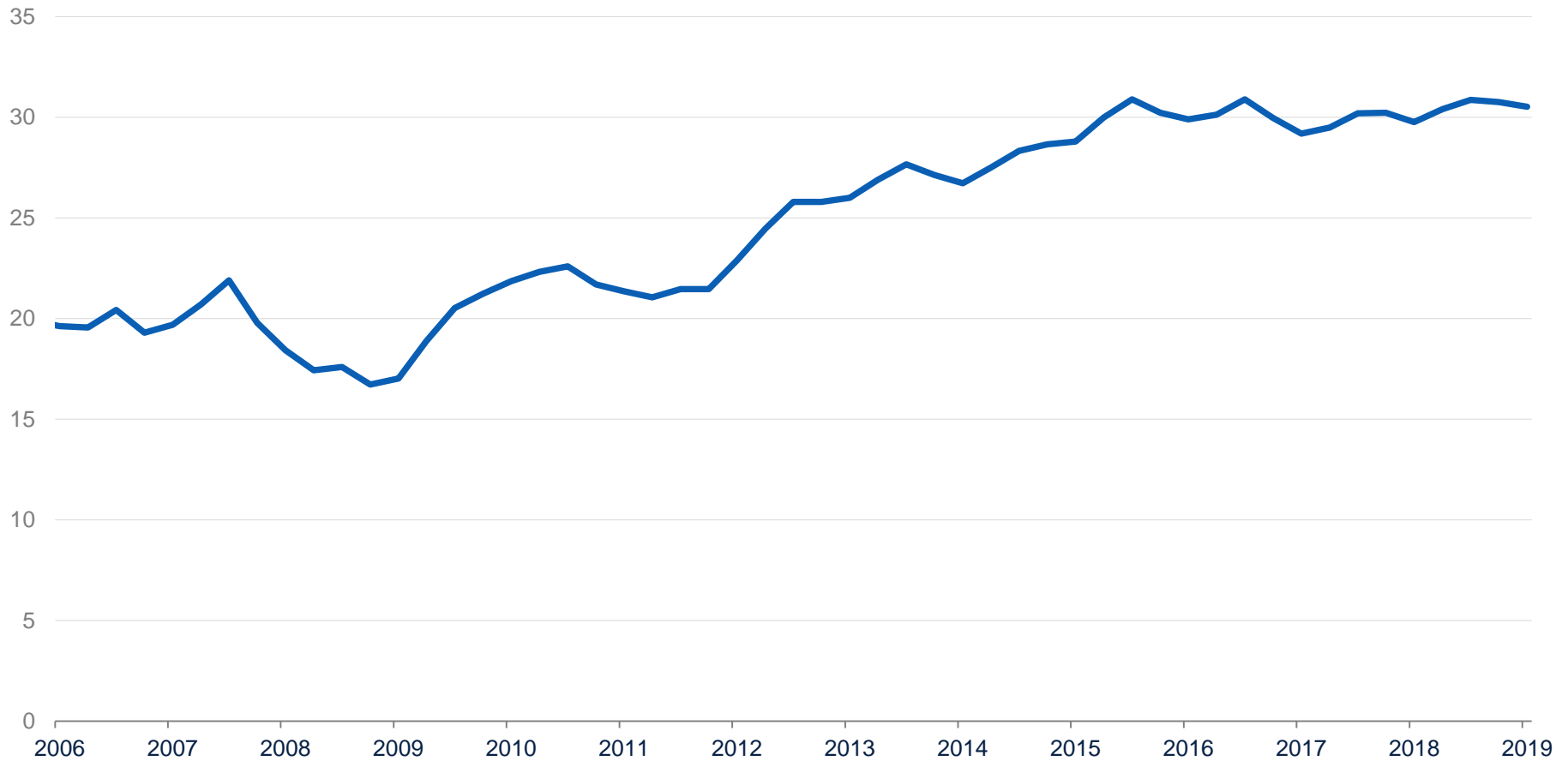
# Financial conditions

## U.S. AUTO LOAN 90+ DAYS DELINQUENT (% OF BALANCE)



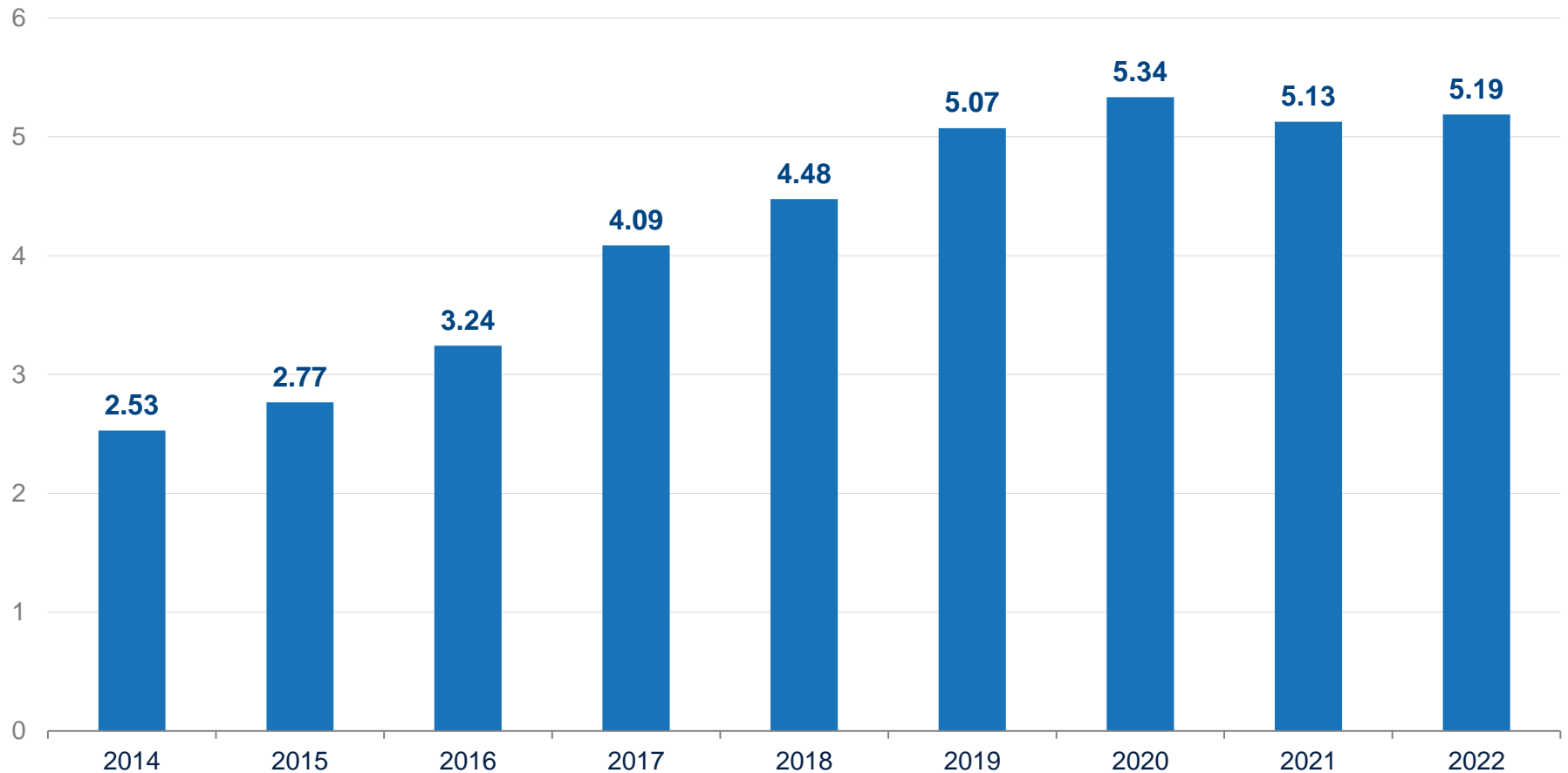
# Leasing

## U.S. LEASING PENETRATION RATE (%, 3-MONTH MOVING AVERAGE)



# Leasing

## OFF-LEASE RETURNS AND SUPPLY\* (MILLIONS UNITS)



\*Assumes 36-month lease terms

Source: Bloomberg and BBVA Research



# Gasoline

## U.S. RETAIL GASOLINE PRICE (AVERAGE CENTS PER GALLON)

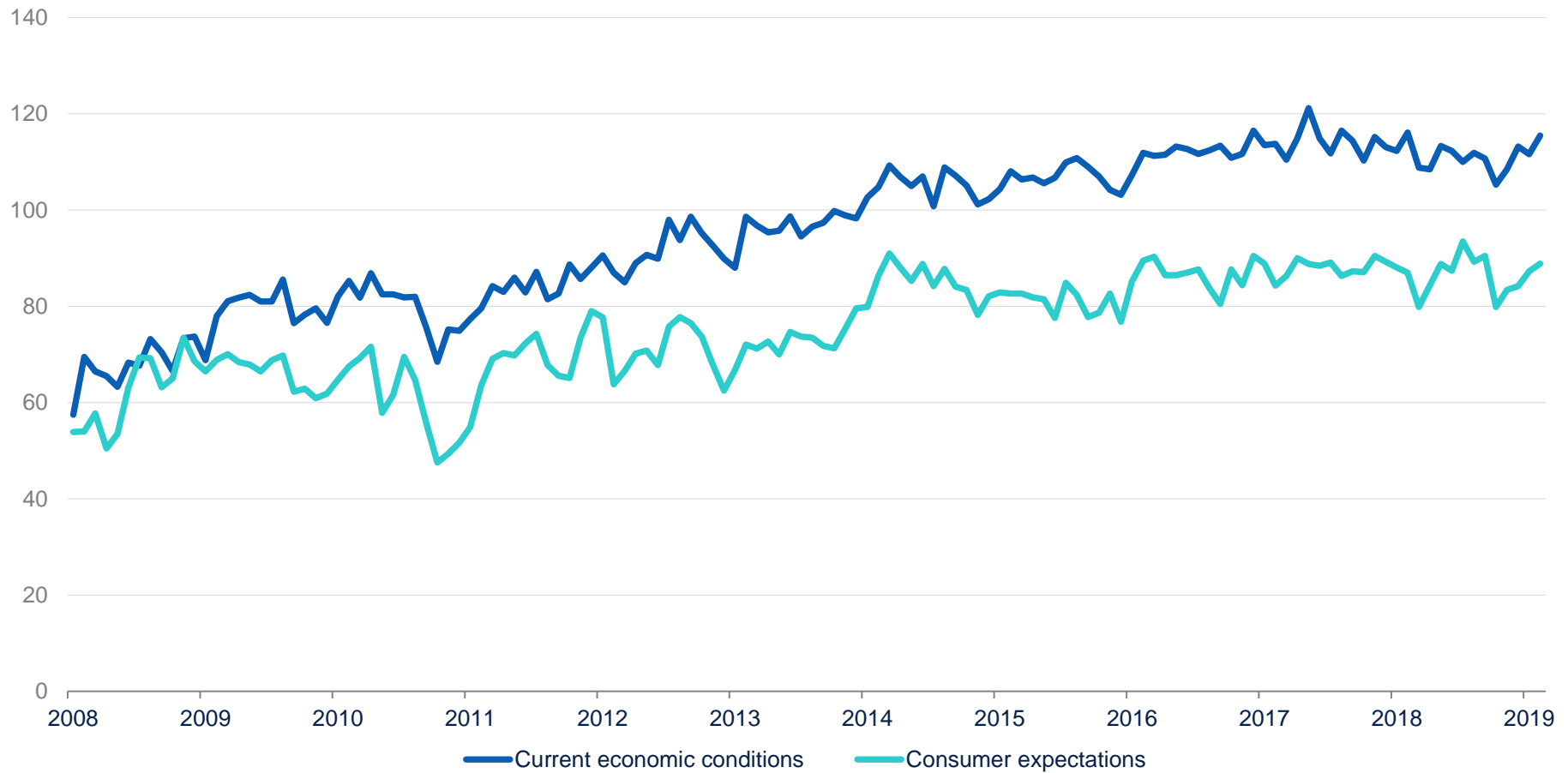


02

# Consumers

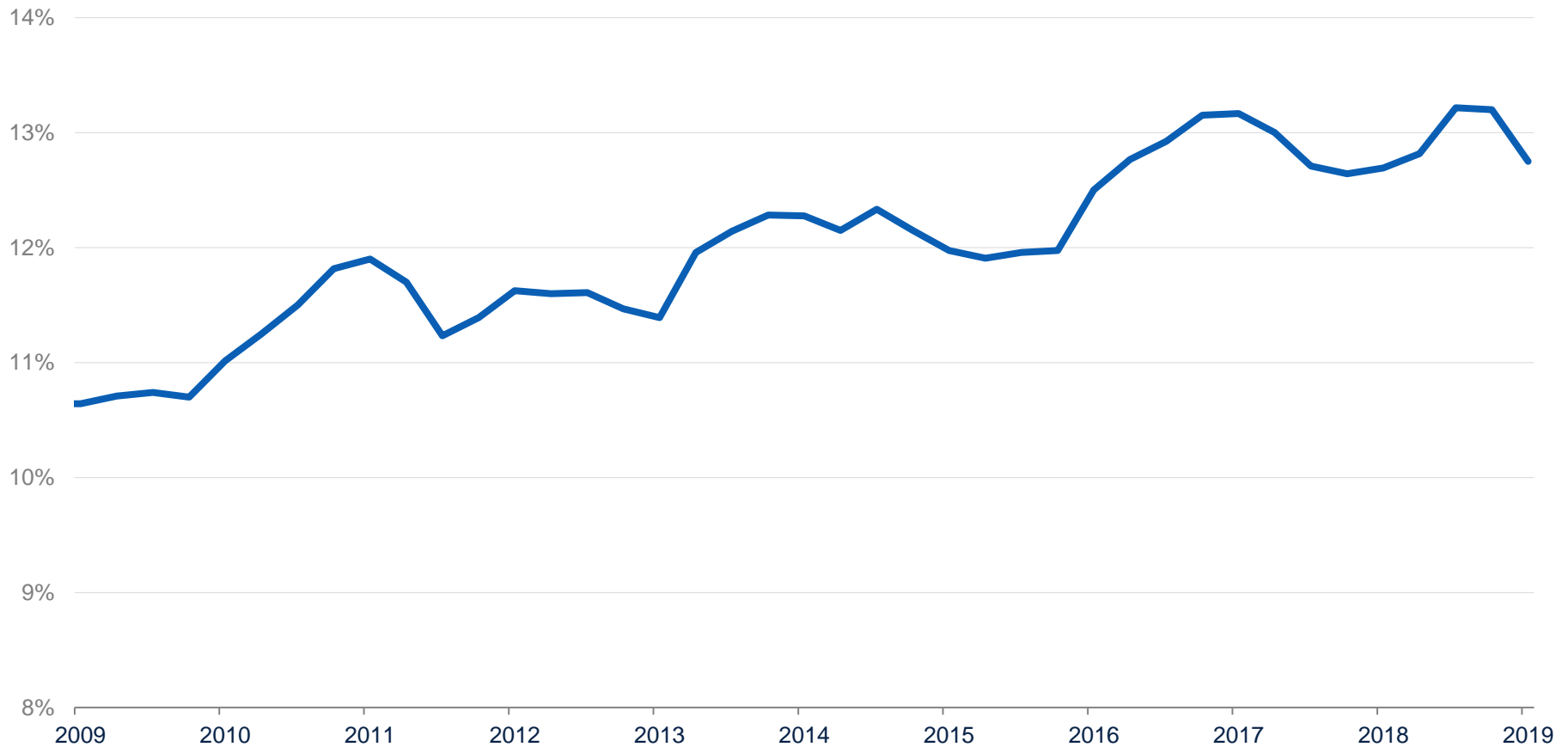
# Consumers

## UNIVERSITY OF MICHIGAN: CONSUMER SENTIMENT INDEX



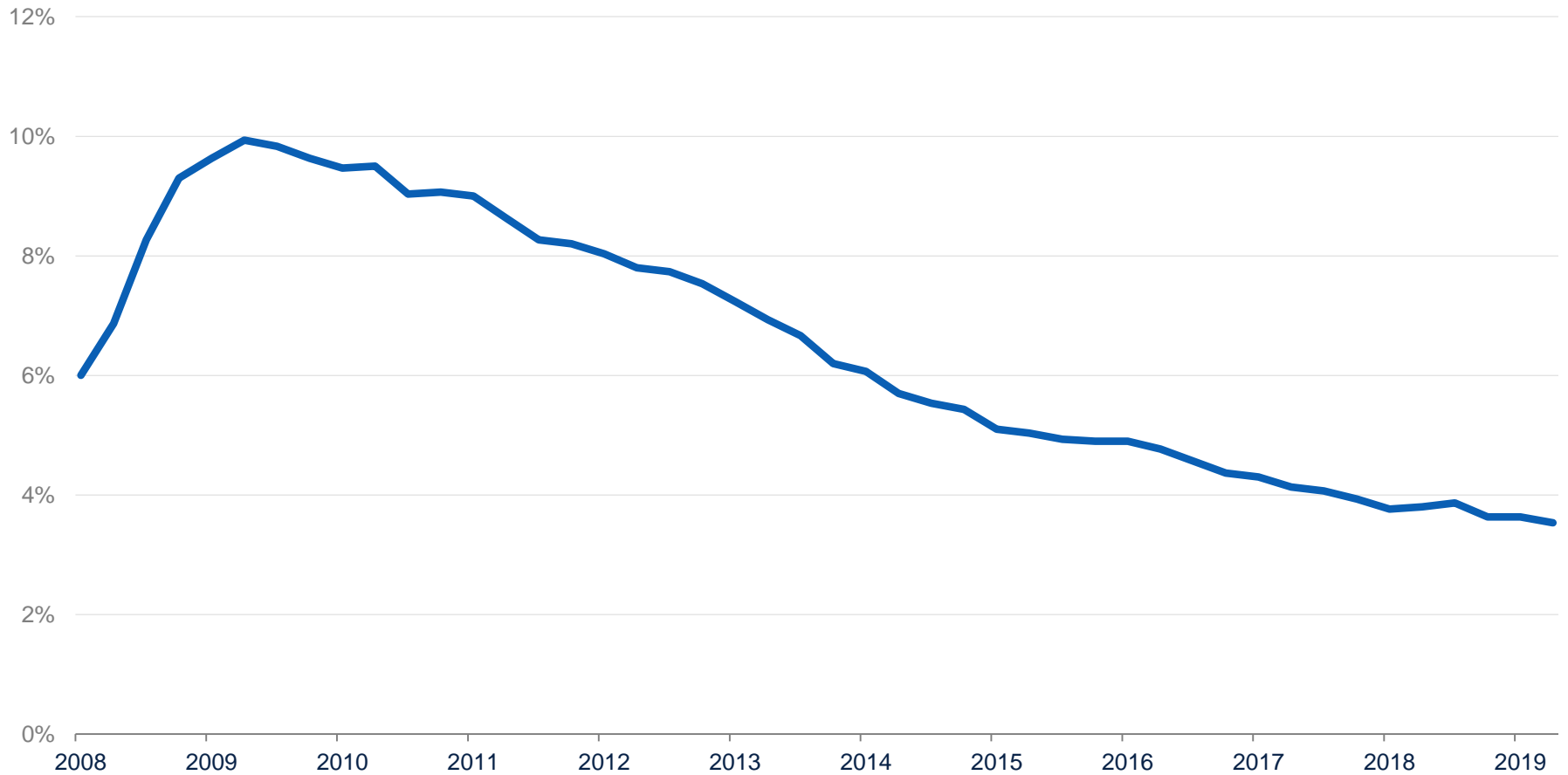
# Consumers

## CONFERENCE BOARD: CONSUMER PLANS TO BUY A CAR WITHIN 6 MONTHS (% OF RESPONDENTS)



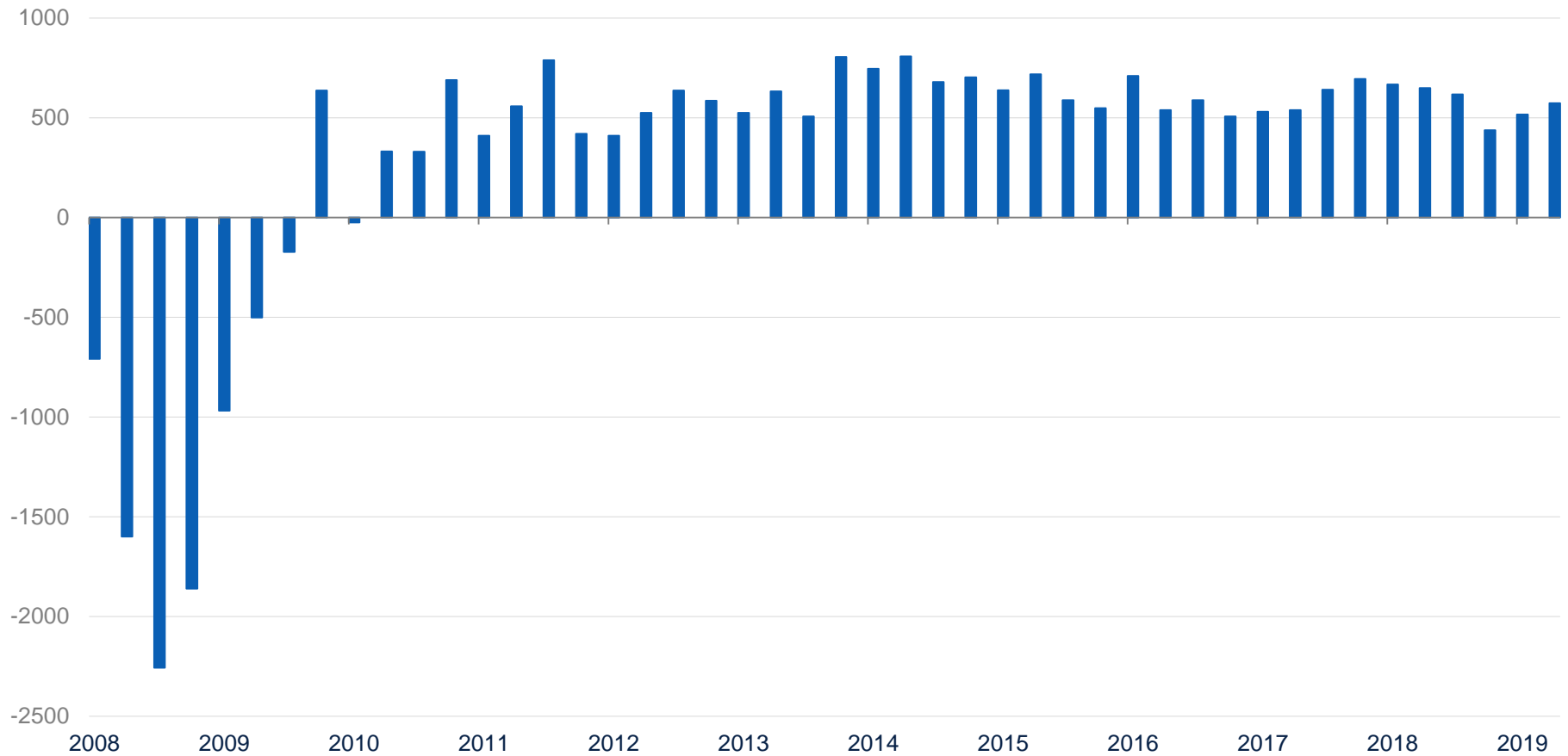
# Consumers

## U.S. UNEMPLOYMENT RATE (%)



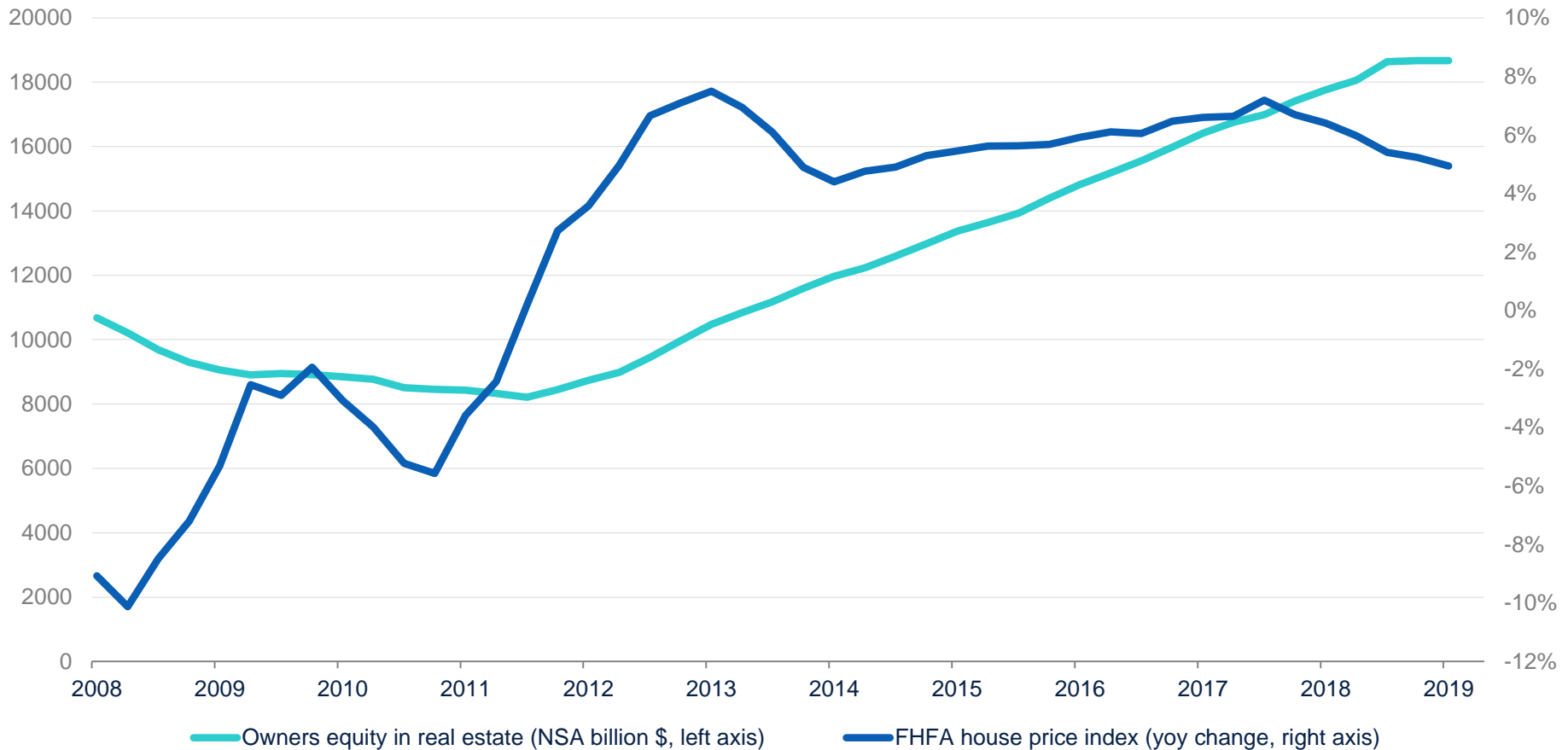
# Consumers

## U.S. NONFARM PAYROLL (QUARTERLY CHANGE, THOUSAND)



# Consumers

## U.S. HOUSEHOLD EQUITY AND HOME PRICES



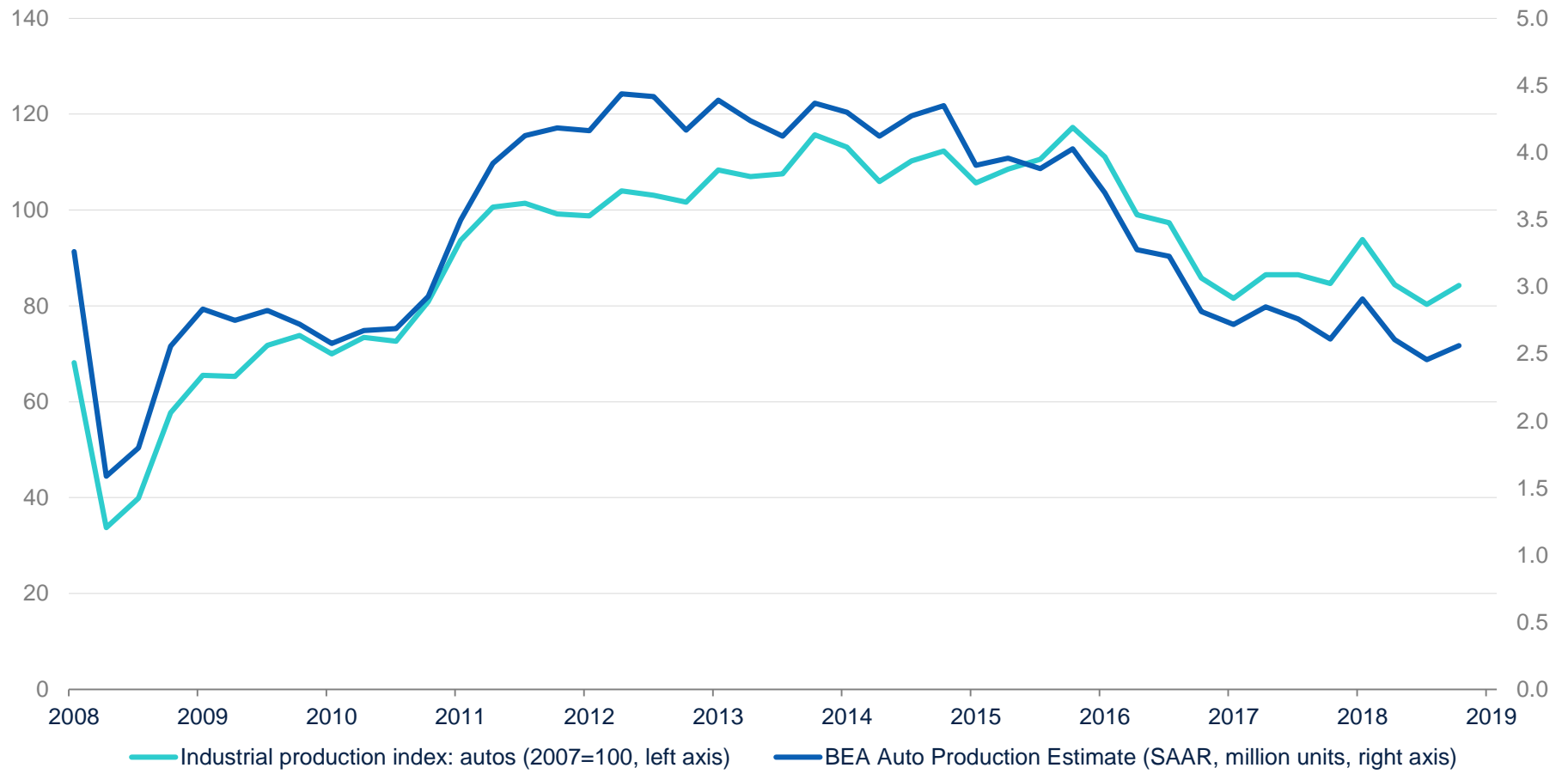
03

# Production



# Production

## U.S. AUTO PRODUCTION



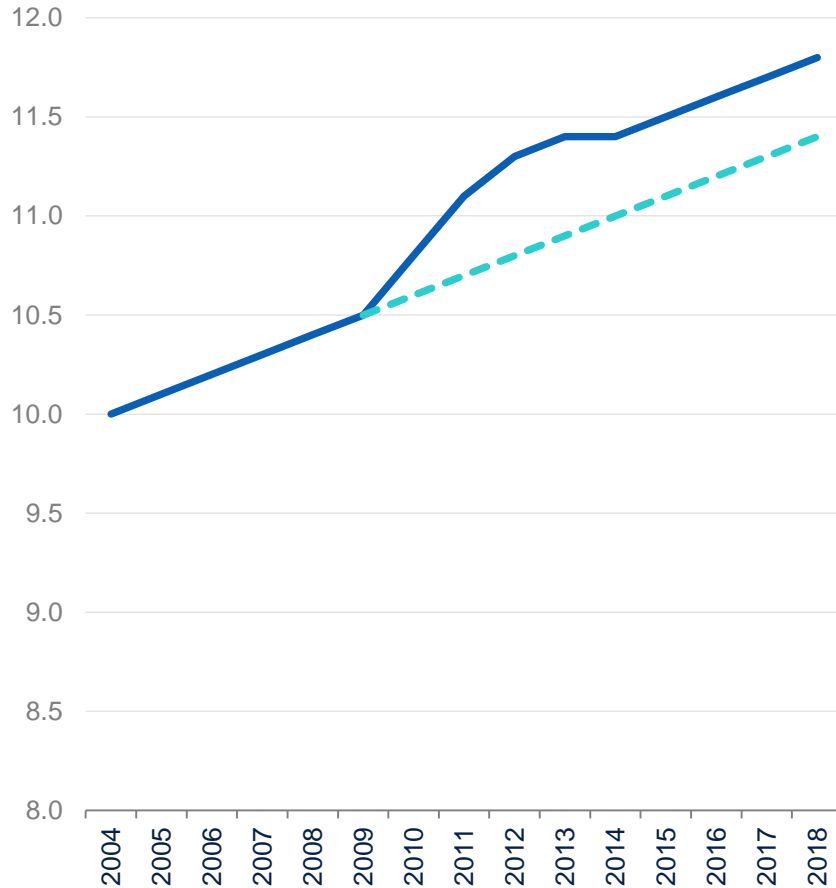
Source: BBVA Research and Haver Analytics

# 04

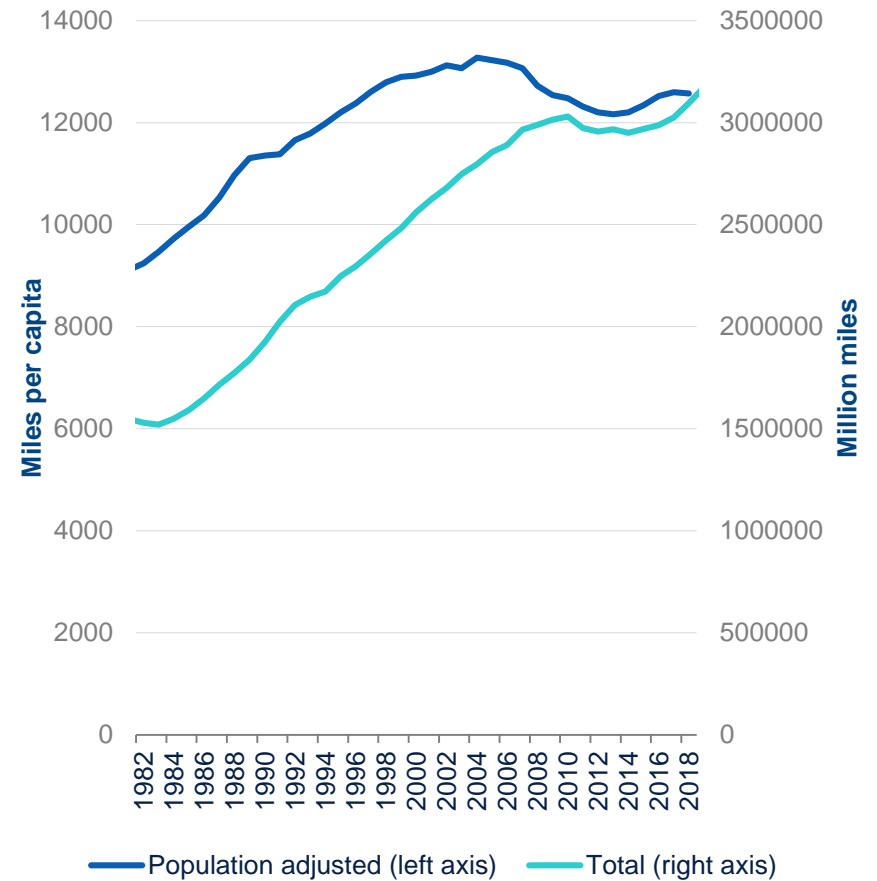
## Structural

# Fundamentals

## MEAN AGE OF PASSENGER CARS IN OPERATION (YEARS)



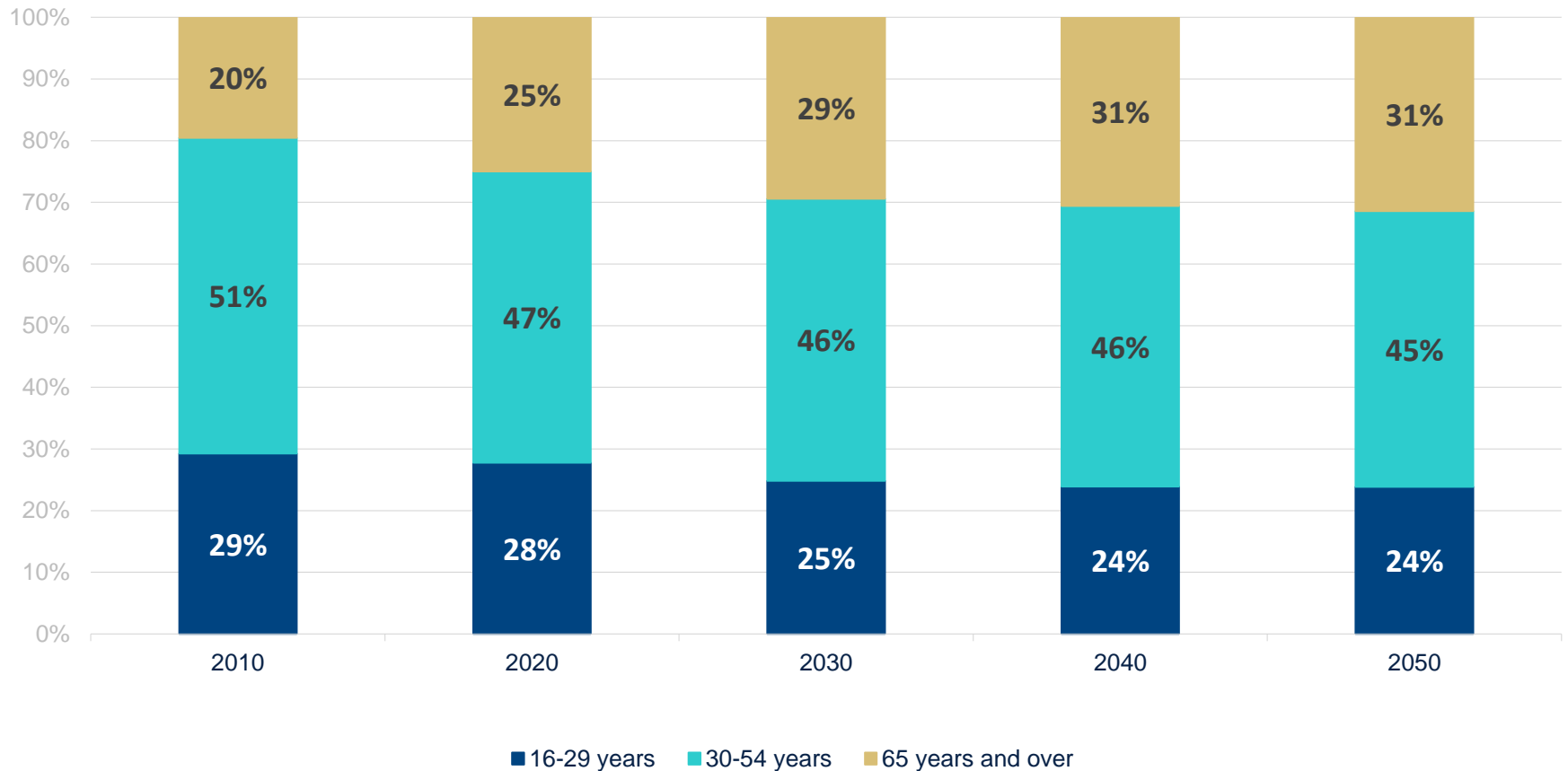
## VEHICLE MILES OF TRAVEL (TOTAL AND ADJUSTED BY POPULATION)



Source: BBVA Research and Haver Analytics

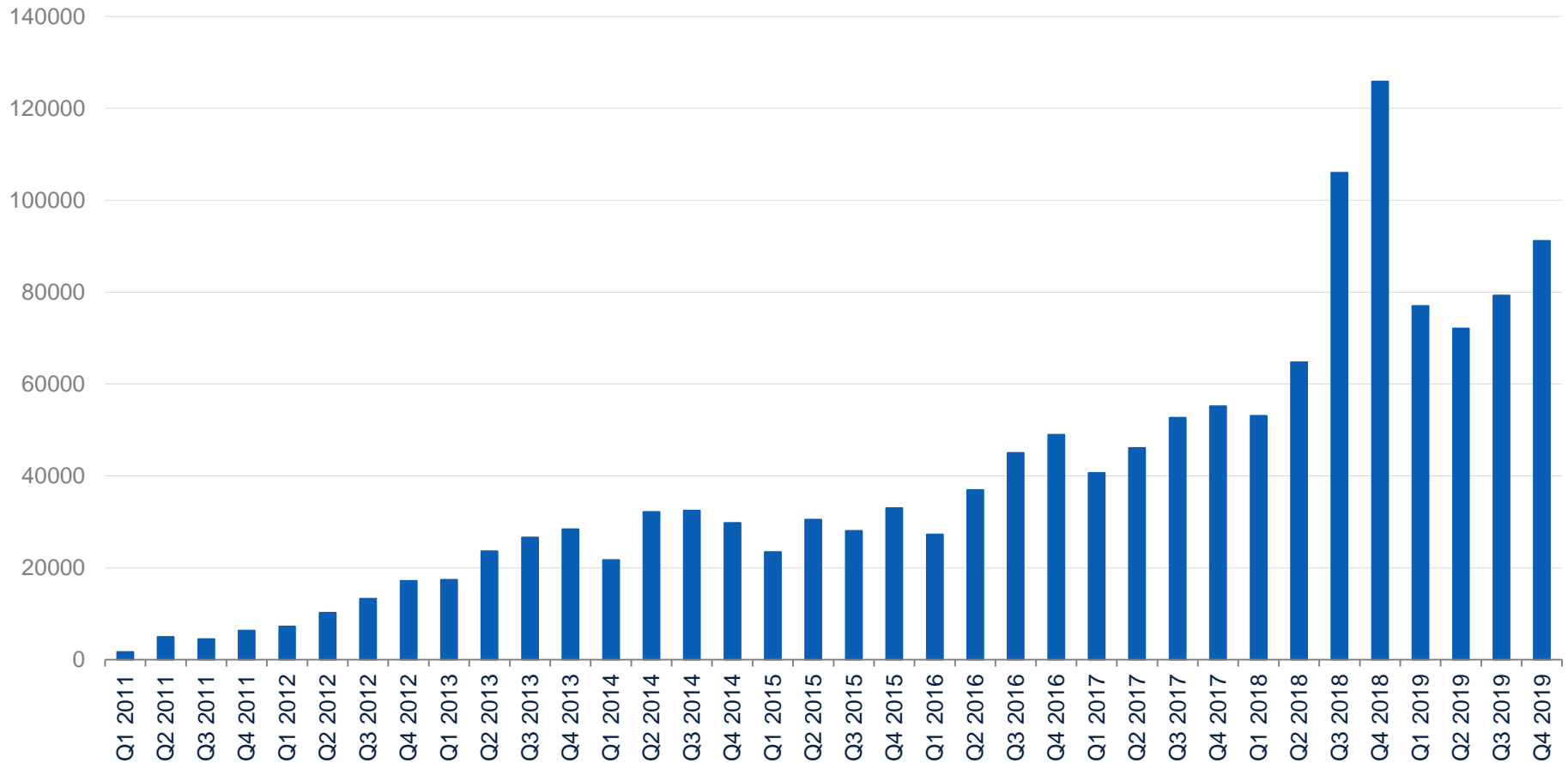
# Demographics

## U.S. POPULATION PROJECTIONS BY AGE (SHARE OF 16 & ABOVE)



# Electric vehicles

## U.S. ELECTRIC VEHICLE SALES\* (UNITS)



Figures may be subjected to revision. Includes PHEV and BEV  
Source: BBVA Research and Bloomberg New Energy Finance

# 05

## Forecasts

# Forecasts

	2015	2016	2017	2018	2019	2020	2021	2022
<b>New-vehicle sales</b> (millions units)	17.5	17.5	17.2	17.2	16.9	16.7	16.8	16.8
<b>Real GDP growth*</b> (% change)	2.9	1.6	2.2	2.9	2.3	1.8	2.0	2.0
<b>Unemployment rate</b> (% avg.)	5.3	4.9	4.4	3.9	3.7	3.7	3.9	4.0
<b>Fed funds*</b> (%, eop)	0.50	0.75	1.50	2.50	1.75	1.75	1.75	2.25
<b>5-year Treasuries*</b> (%, avg)	1.5	1.3	1.9	2.7	1.96	1.76	1.90	2.06

# U.S. Auto Sales Chartbook

January 2020