

# US Consumer Indicators: Auto Sales

Yardeni Research, Inc.

*December 22, 2023*

**Dr. Edward Yardeni**

516-972-7683  
eyardeni@yardeni.com

**Debbie Johnson**

480-664-1333  
djohnson@yardeni.com

**Mali Quintana**

480-664-1333  
aquintana@yardeni.com

Please visit our sites at  
[www.yardeni.com](http://www.yardeni.com)  
[blog.yardeni.com](http://blog.yardeni.com)



*thinking outside the box*

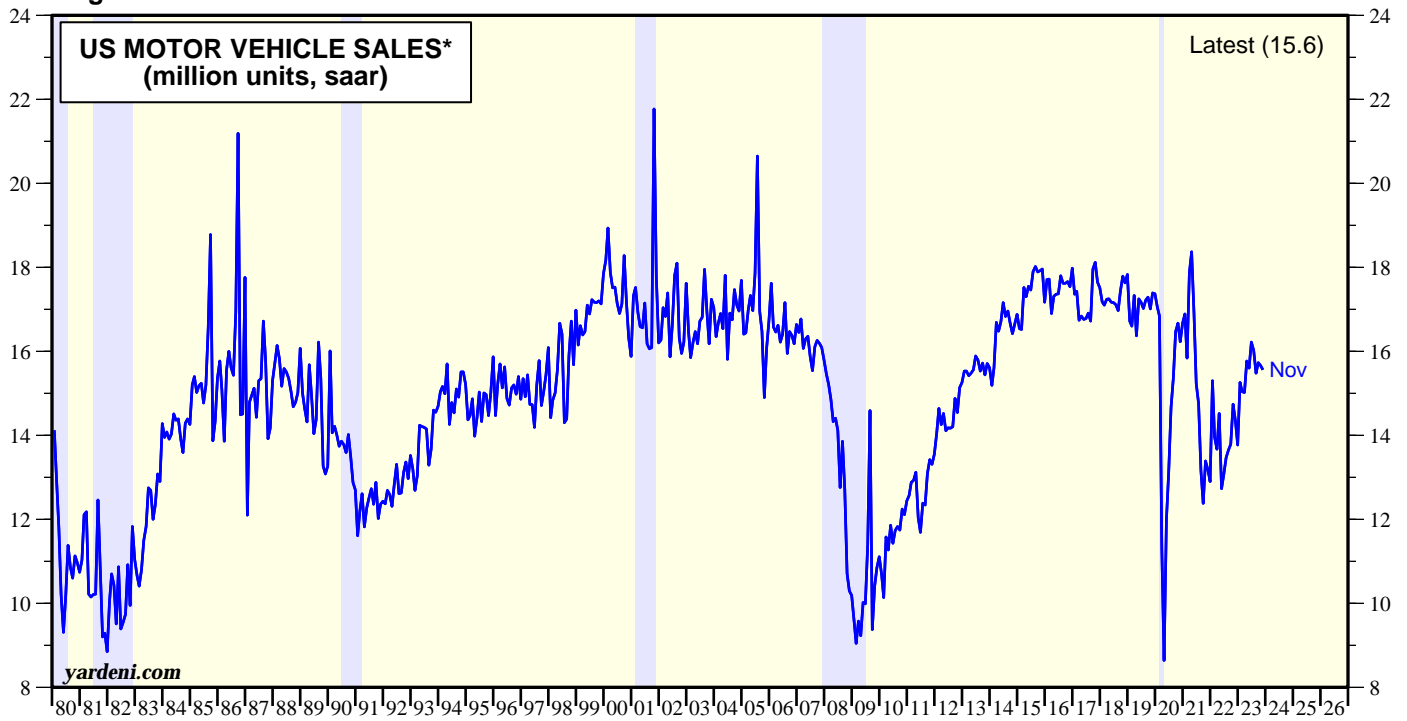
---

# *Table Of Contents*

---

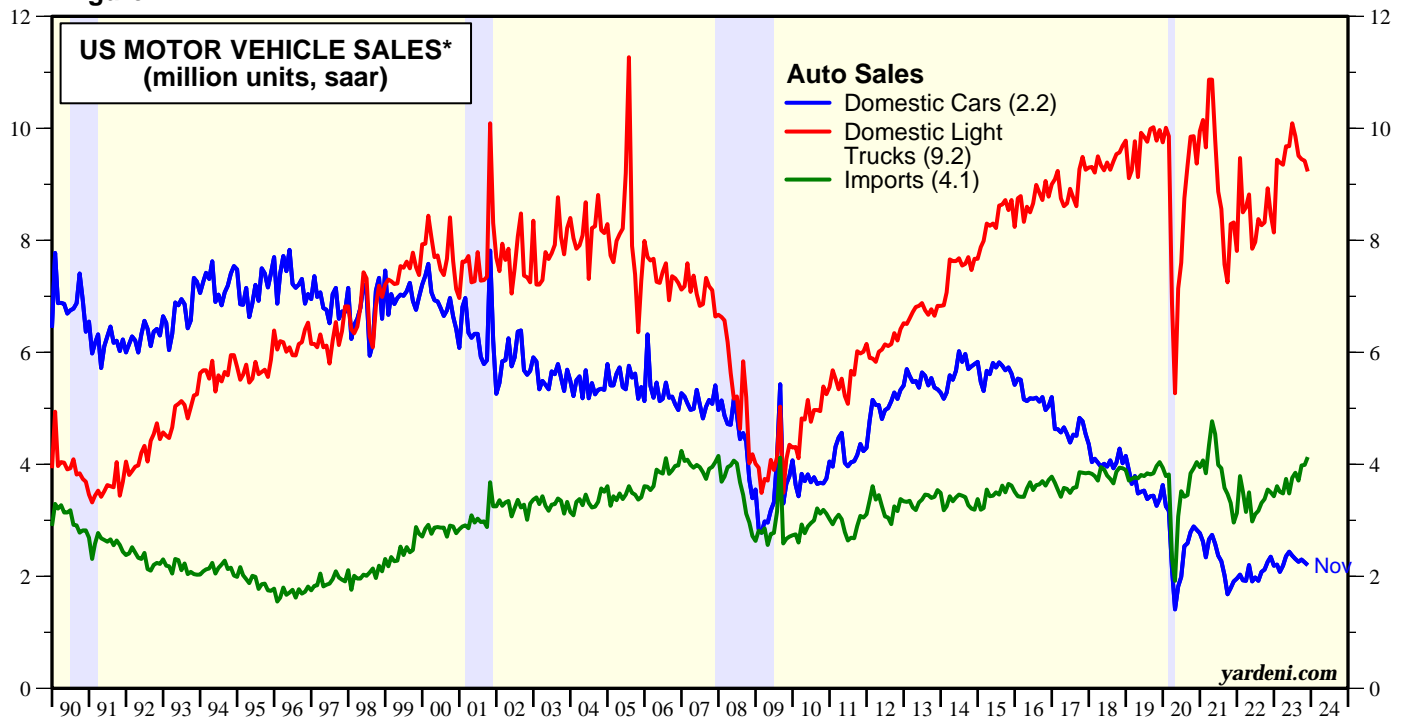
Car & Light Truck Sales & Production	2
Domestic Auto Inventories	3-8

**Figure 1.**



\* Includes domestic cars, light trucks, and imports.  
 Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Autodata and Haver Analytics.

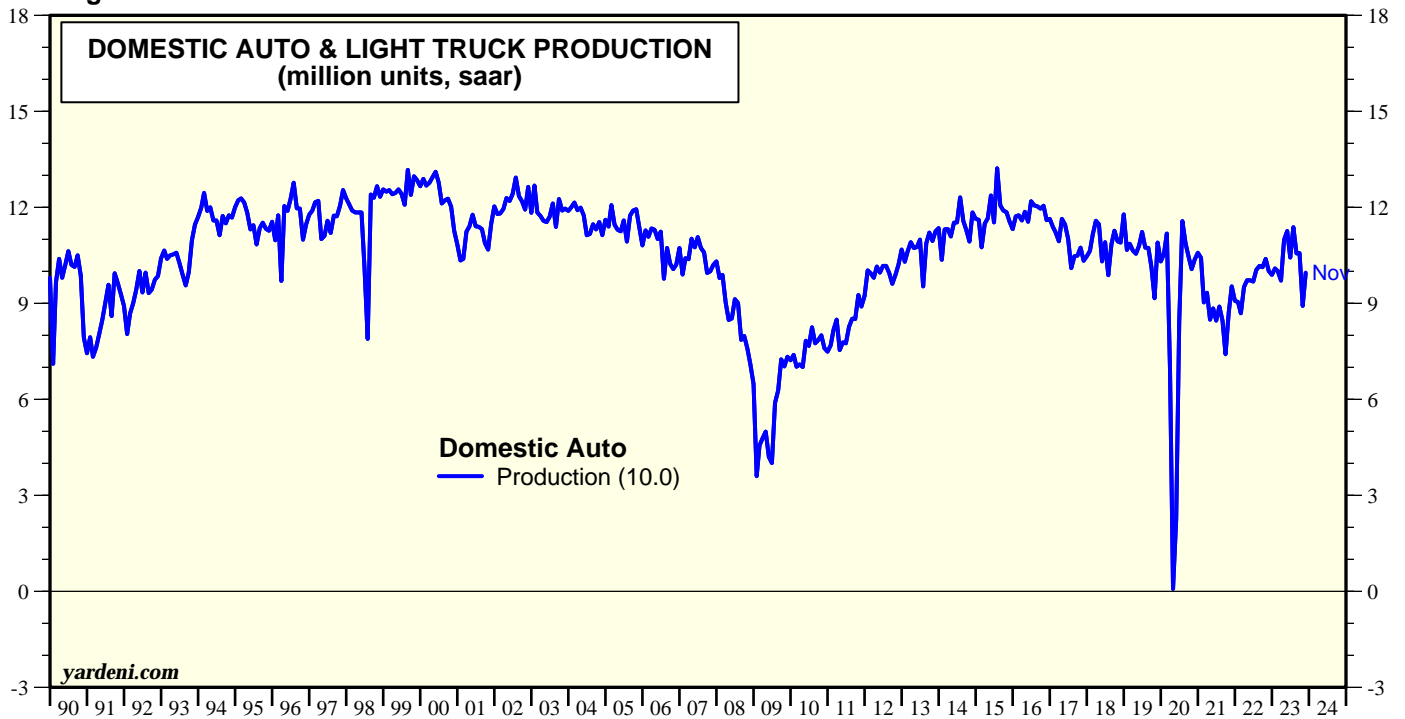
**Figure 2.**



Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Autodata and Haver Analytics.

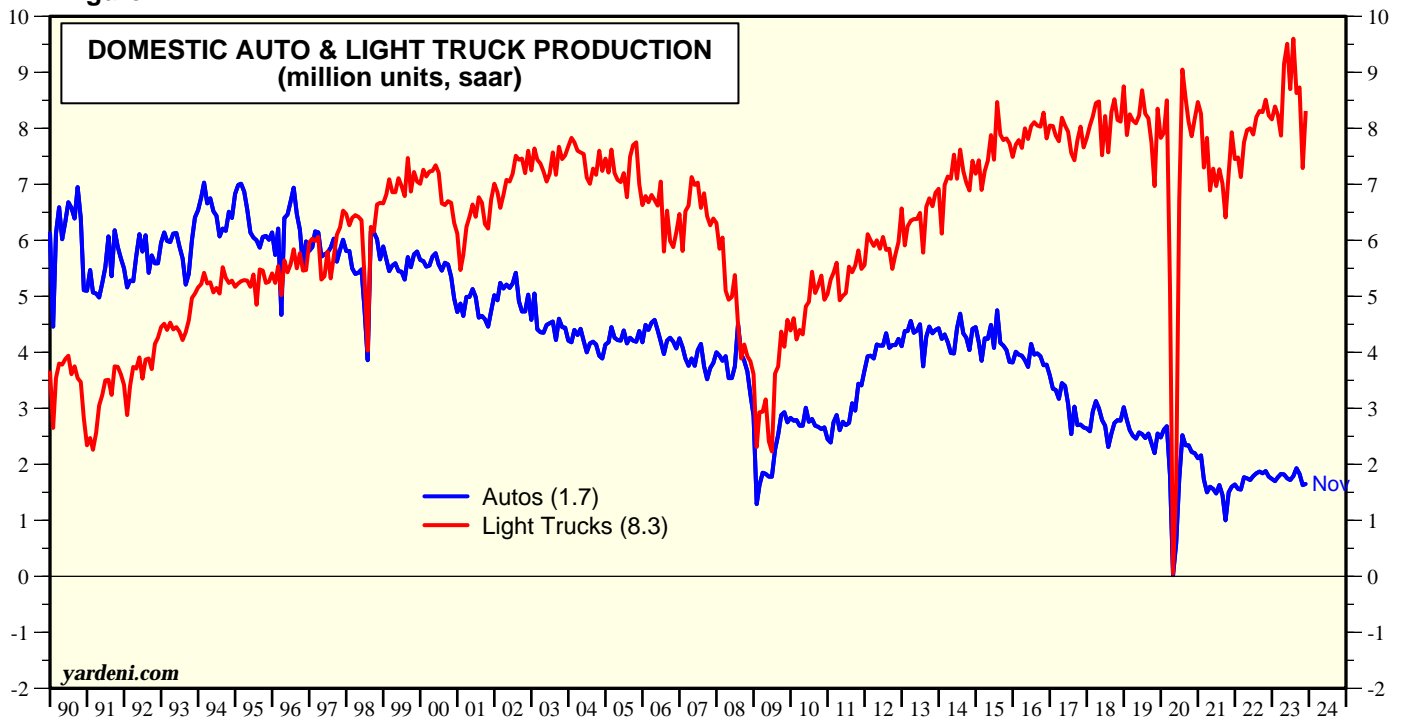
# Car & Light Truck Sales & Production

Figure 3.



Source: Bureau of Economic Analysis and Federal Reserve Board.

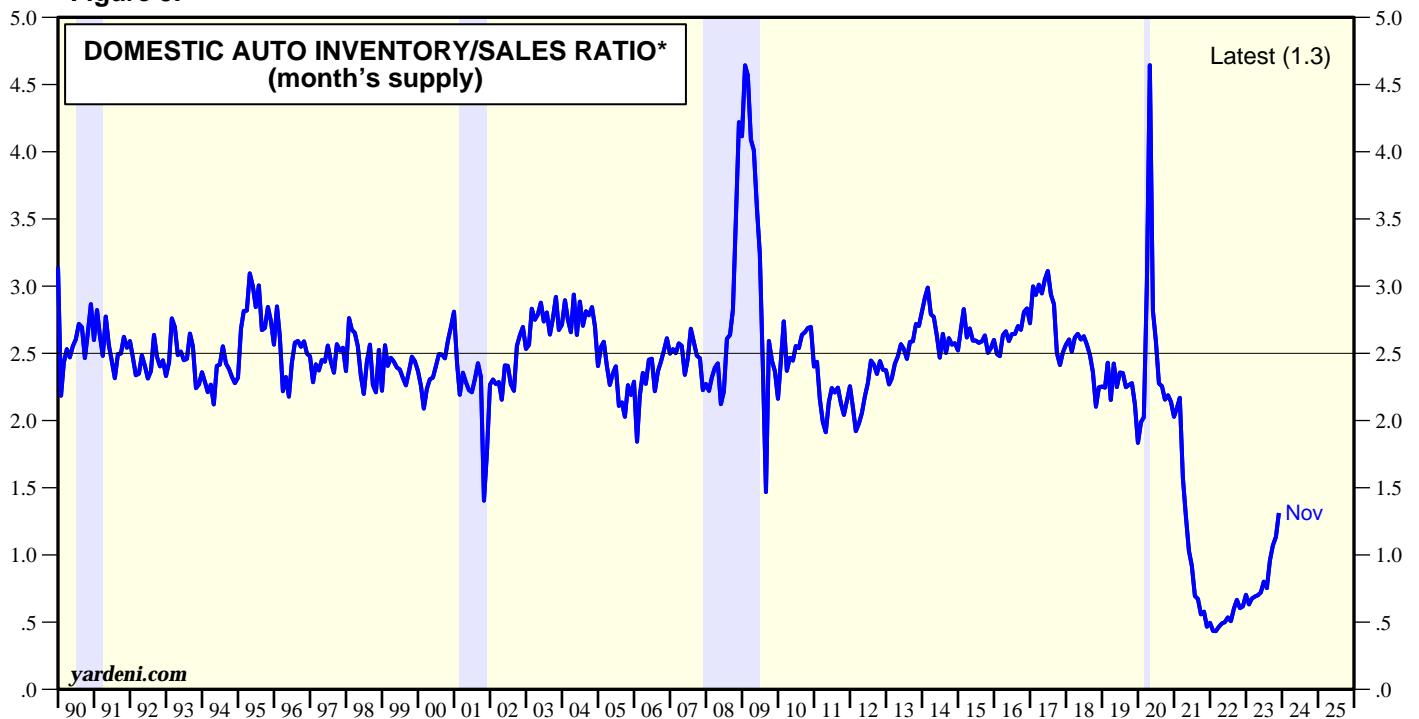
Figure 4.



Source: Bureau of Economic Analysis.

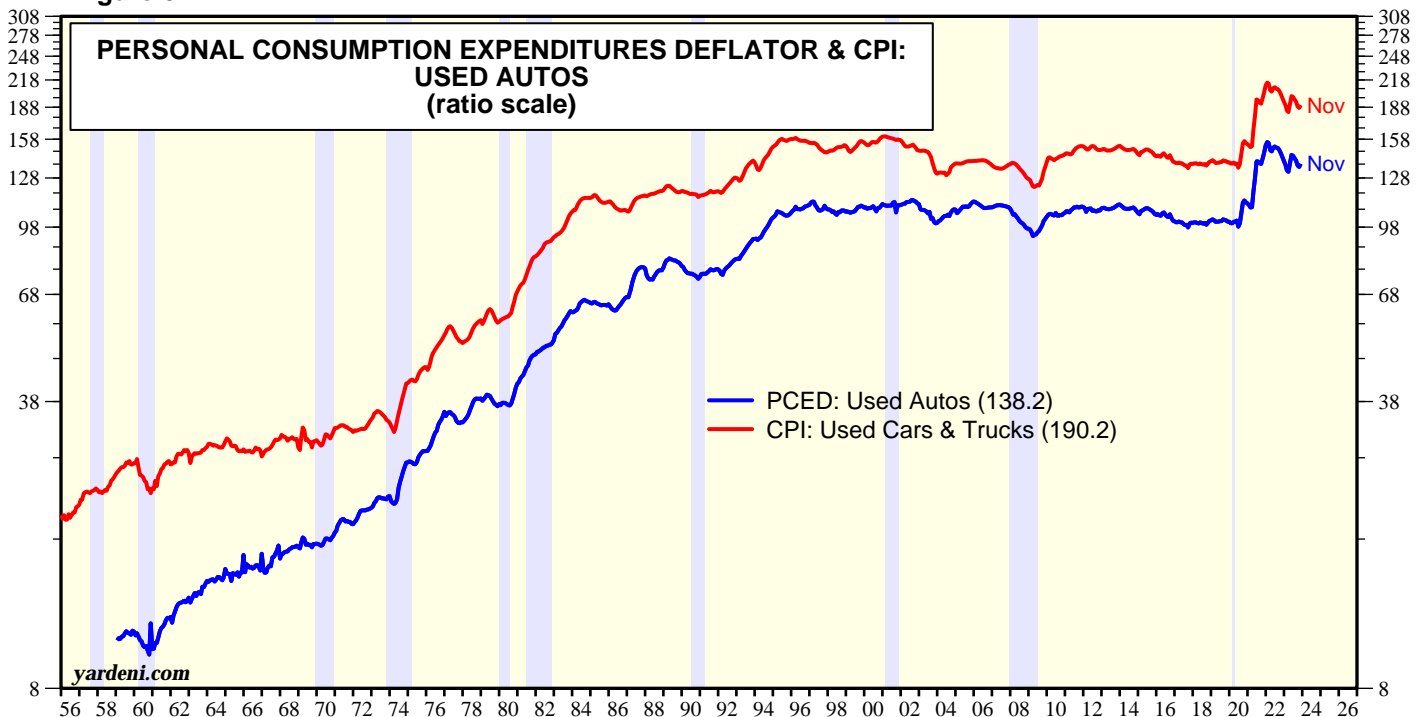
# Domestic Auto Inventories

Figure 5.



\* Autos produced in US, Canada, and Mexico and sold in US.  
 Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Bureau of Economic Analysis.

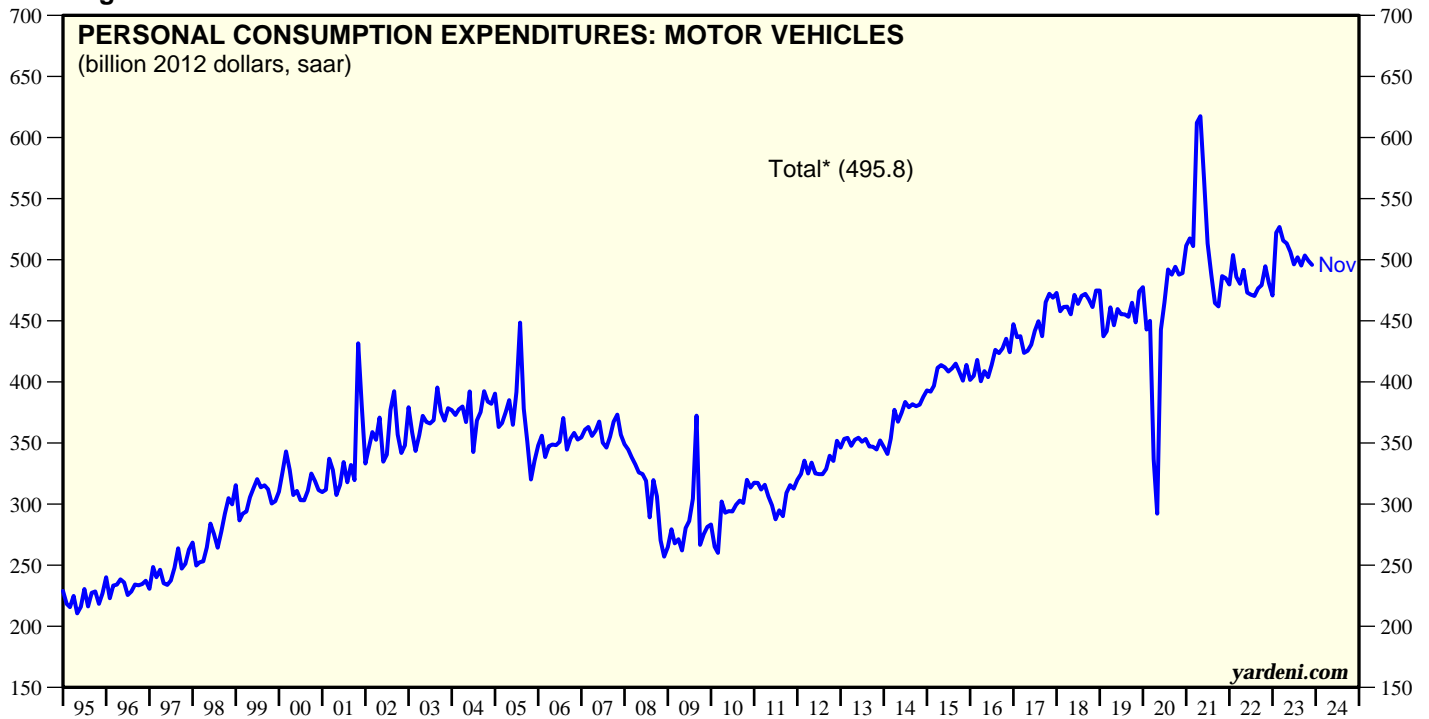
Figure 6.



Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Bureau of Economic Analysis and Bureau of Labor Statistics.

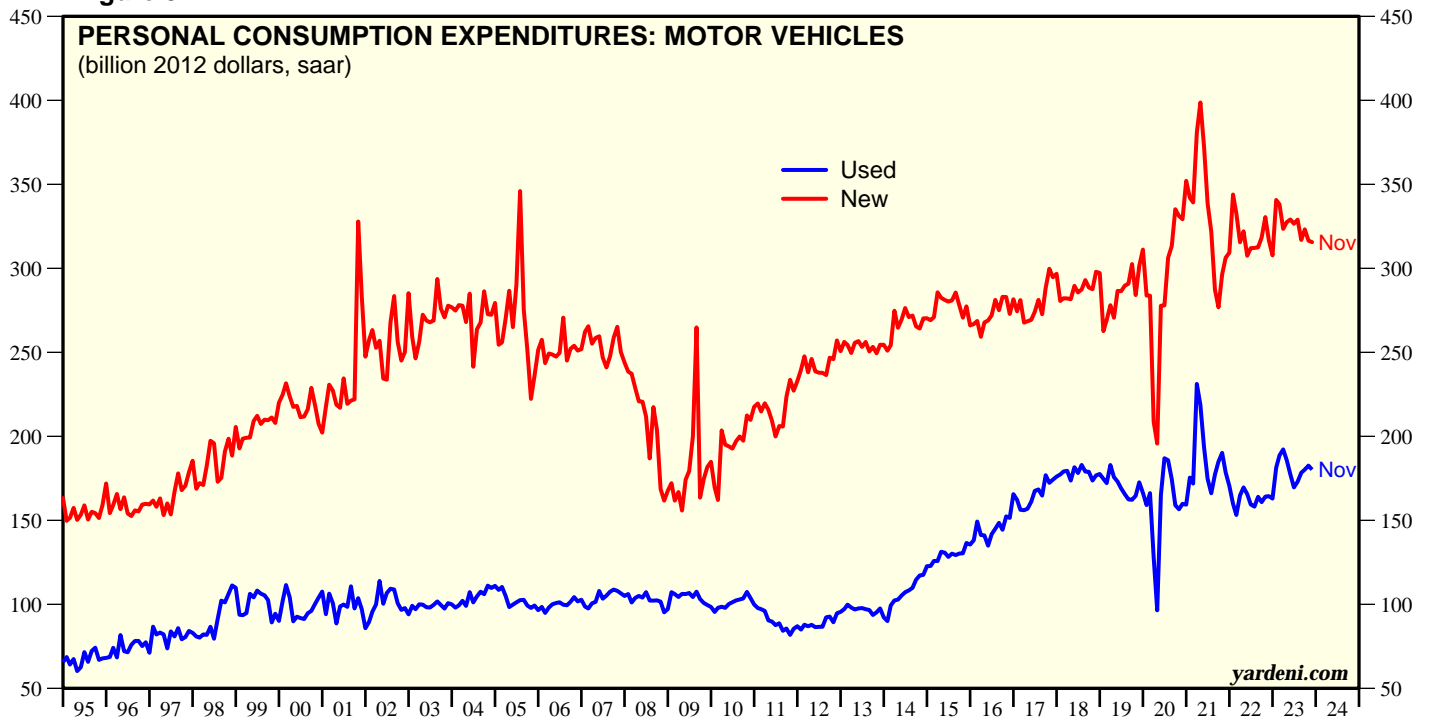
# Domestic Auto Inventories

Figure 7.



\* New plus used.  
Bureau of Economic Analysis.

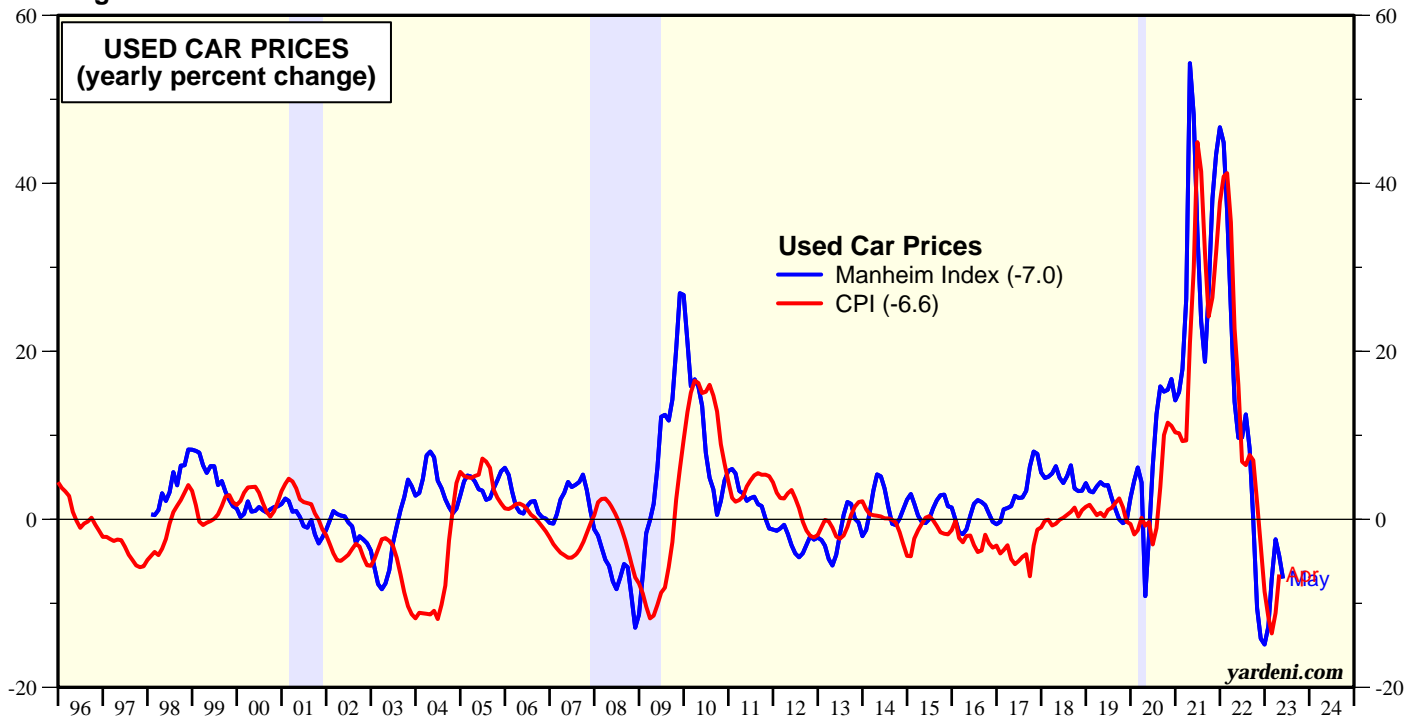
Figure 8.



Bureau of Economic Analysis.

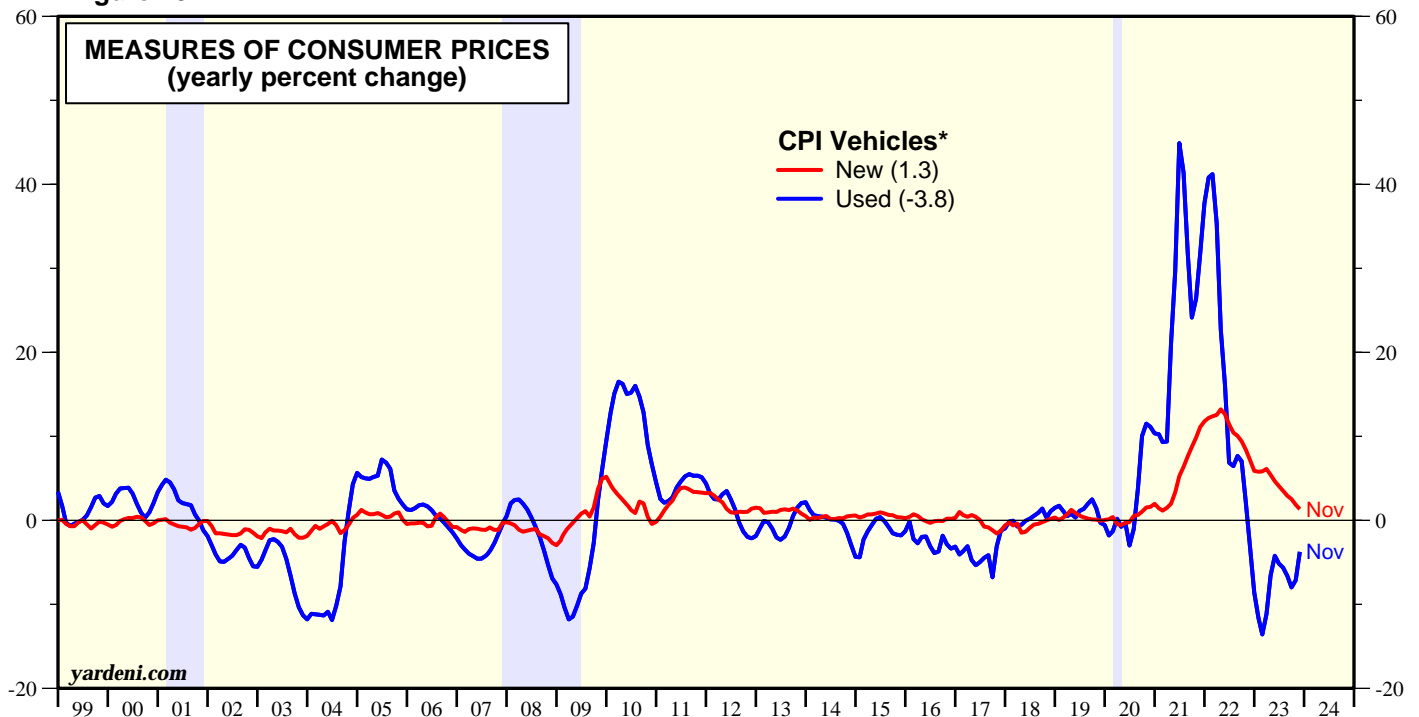
# Domestic Auto Inventories

Figure 9.



Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Manheim, Bureau of Labor Statistics and Haver Analytics.

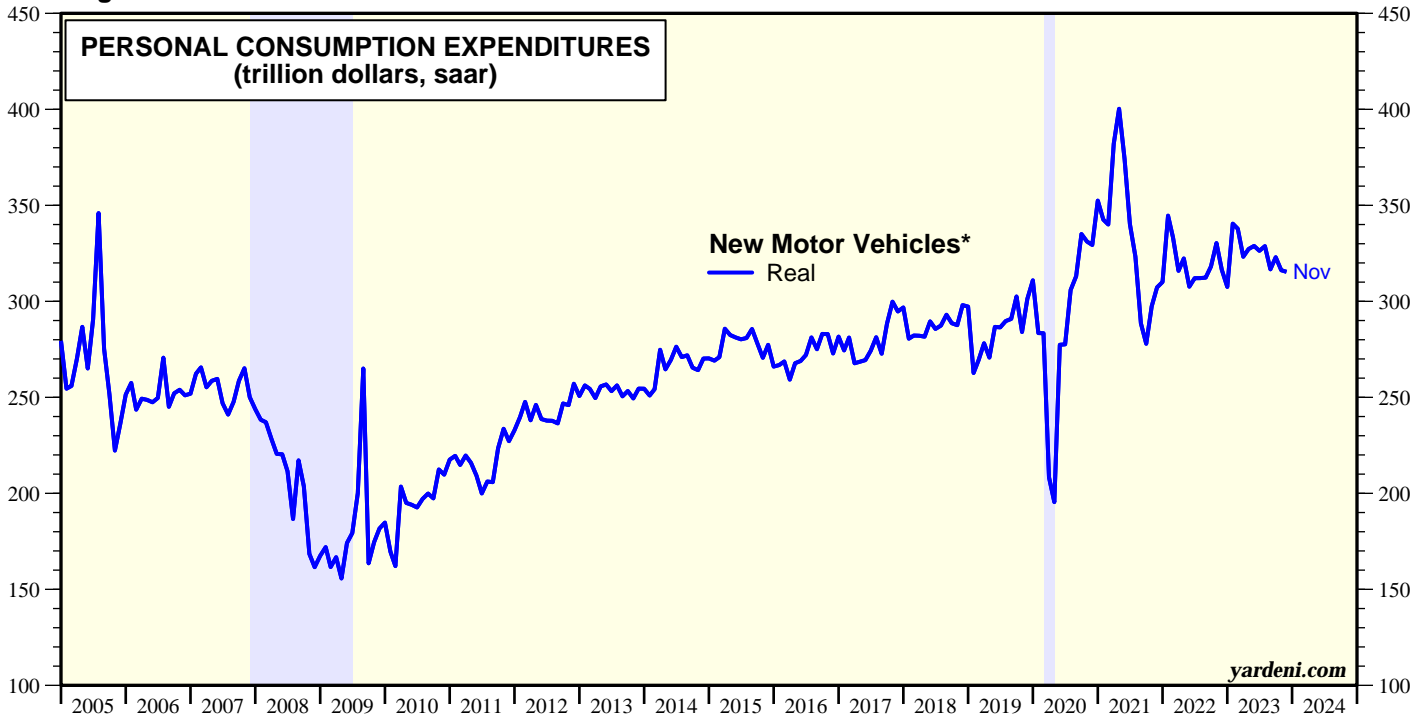
Figure 10.



\* New and used cars and trucks.  
 Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Bureau of Labor Statistics.

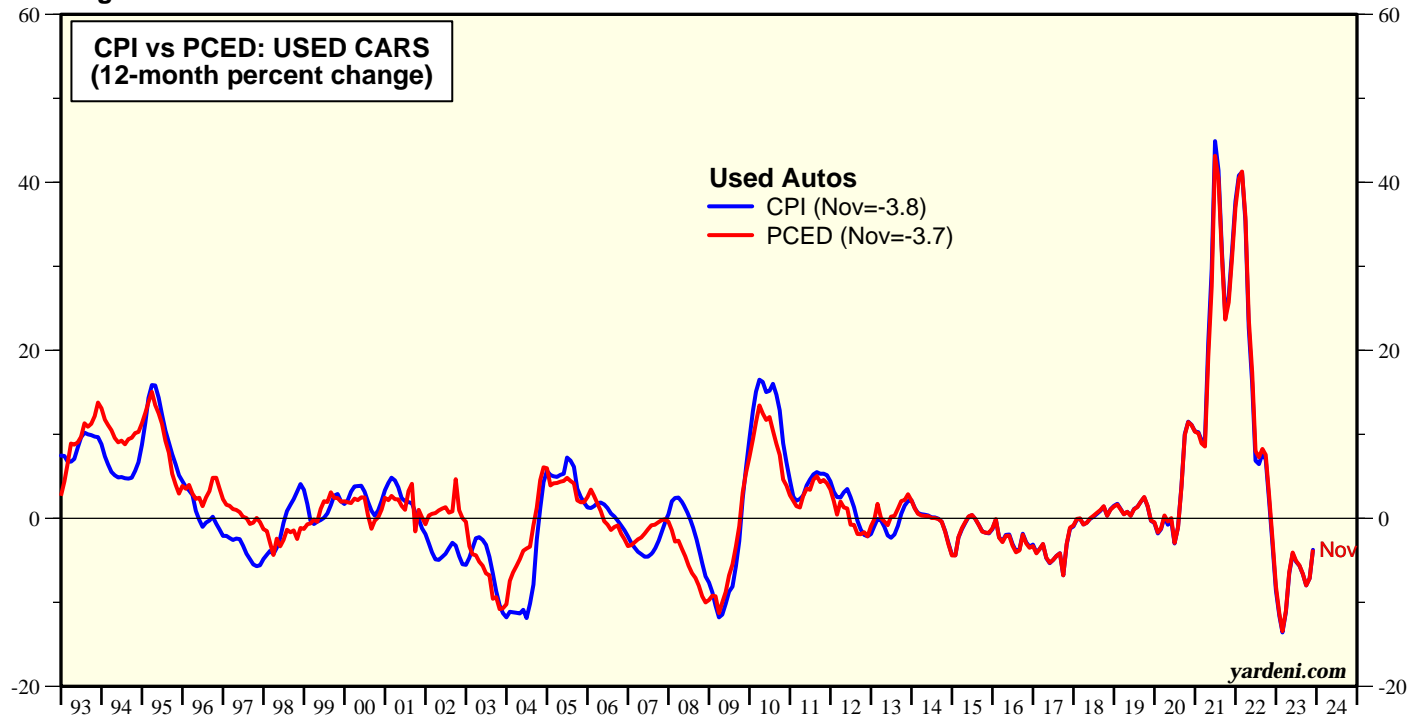
# Domestic Auto Inventories

Figure 11.



\* New domestic, foreign and light trucks.  
Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
Source: Bureau of Economic Analysis.

Figure 12.

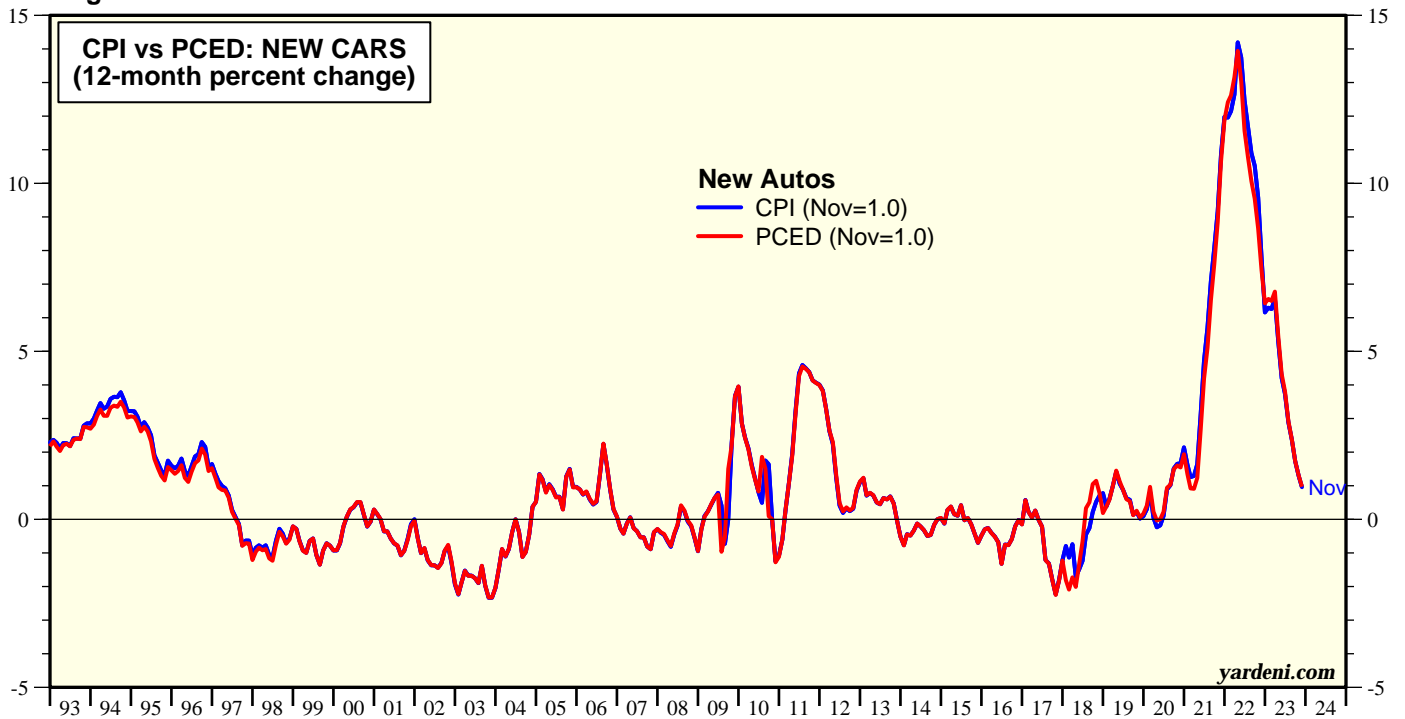


Source: Census Bureau



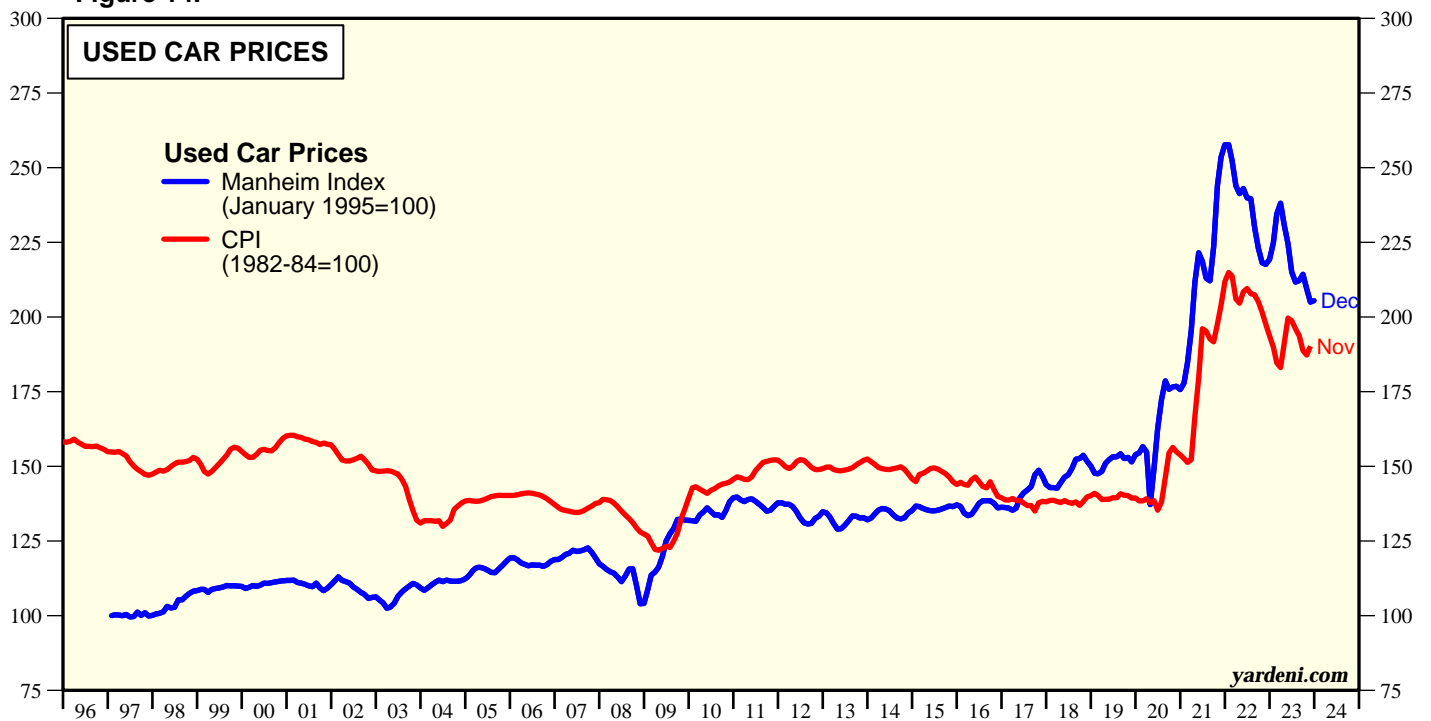
# Domestic Auto Inventories

Figure 13.



Source: Census Bureau

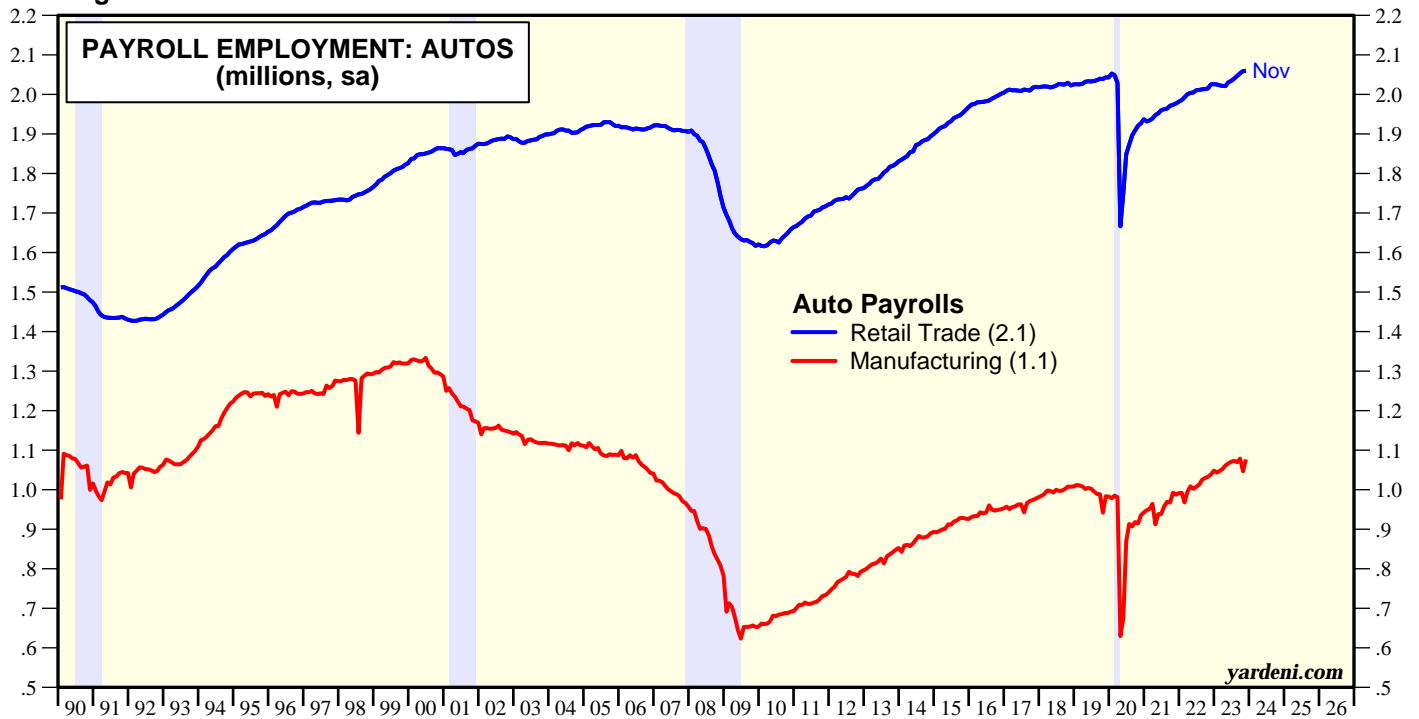
Figure 14.



Source: Manheim, Bureau of Labor Statistics and Haver Analytics.

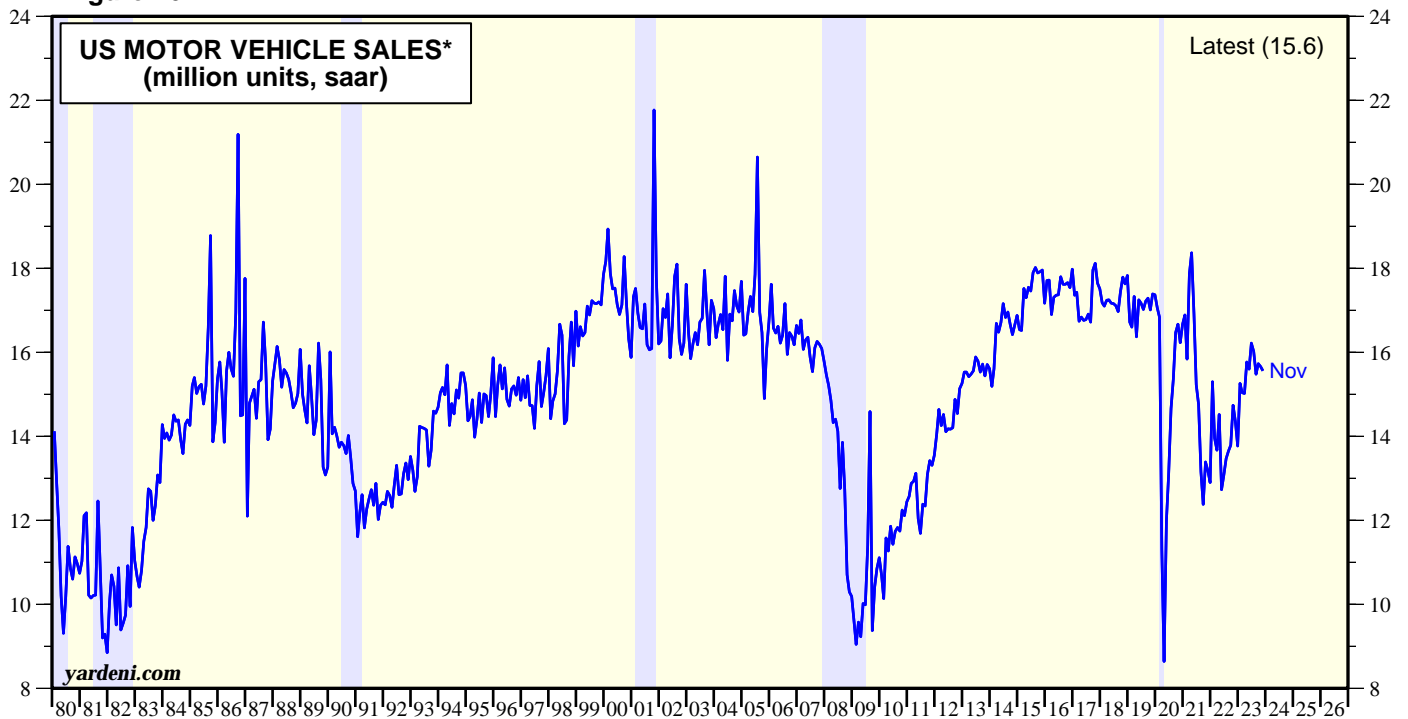
# Domestic Auto Inventories

Figure 15.



Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Bureau of Labor Statistics.

Figure 16.



\* Includes domestic cars, light trucks, and imports.  
 Note: Shaded areas are recessions according to the National Bureau of Economic Research.  
 Source: Autodata and Haver Analytics.

**Copyright (c) Yardeni Research, Inc. 2023.** All rights reserved. The information contained herein has been obtained from sources believed to be reliable, but is not necessarily complete and its accuracy cannot be guaranteed. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, or correctness of the information and opinions contained herein. The views and the other information provided are subject to change without notice. All reports and podcasts posted on [www.yardeni.com](http://www.yardeni.com), [blog.yardeni.com](http://blog.yardeni.com), and YRI's Apps are issued without regard to the specific investment objectives, financial situation, or particular needs of any specific recipient and are not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments. Past performance is not necessarily a guide to future results. Company fundamentals and earnings may be mentioned occasionally, but should not be construed as a recommendation to buy, sell, or hold the company's stock. Predictions, forecasts, and estimates for any and all markets should not be construed as recommendations to buy, sell, or hold any security--including mutual funds, futures contracts, and exchange traded funds, or any similar instruments.

The text, images, and other materials contained or displayed on any Yardeni Research, Inc. product, service, report, email or website are proprietary to Yardeni Research, Inc. and constitute valuable intellectual property. No material from any part of [www.yardeni.com](http://www.yardeni.com), [blog.yardeni.com](http://blog.yardeni.com), and YRI's Apps may be downloaded, transmitted, broadcast, transferred, assigned, reproduced or in any other way used or otherwise disseminated in any form to any person or entity, without the explicit written consent of Yardeni Research, Inc. All unauthorized reproduction or other use of material from Yardeni Research, Inc. shall be deemed willful infringement(s) of this copyright and other proprietary and intellectual property rights, including but not limited to, rights of privacy. Yardeni Research, Inc. expressly reserves all rights in connection with its intellectual property, including without limitation the right to block the transfer of its products and services and/or to track usage thereof, through electronic tracking technology, and all other lawful means, now known or hereafter devised. Yardeni Research, Inc. reserves the right, without further notice, to pursue to the fullest extent allowed by the law any and all criminal and civil remedies for the violation of its rights.

The recipient should check any email and any attachments for the presence of viruses. Yardeni Research, Inc. accepts no liability for any damage caused by any virus transmitted by this company's emails, website, blog and Apps. Additional information available on [request](#).