



## 2025 Outlook Roadmap

1st 20

2024 Year In Review Federal Finances and the Consumer

4th

2nd
Inflation and the Fed

Recession and the Stock Market

3rd

New Al Tech 5th



# "This year reminded us that uncertainty is the new normal, but with it comes the chance to redefine what's possible."

Mary Barra - CEO of GM





## S&P 500

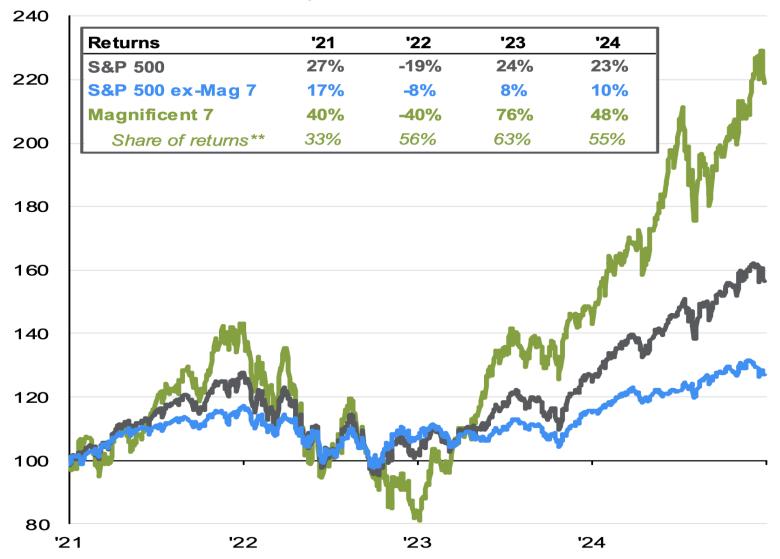


#### **S&P 500 Concentration**



#### Performance of "Magnificent 7" stocks in S&P 500\*

Indexed to 100 on 1/1/2021, price return



#### **Dow Jones 2024**



## **Dow Jones**





## 2025 Outlook Roadmap



2nd
Inflation and the Fed



## "Inflation is taxation without legislation."

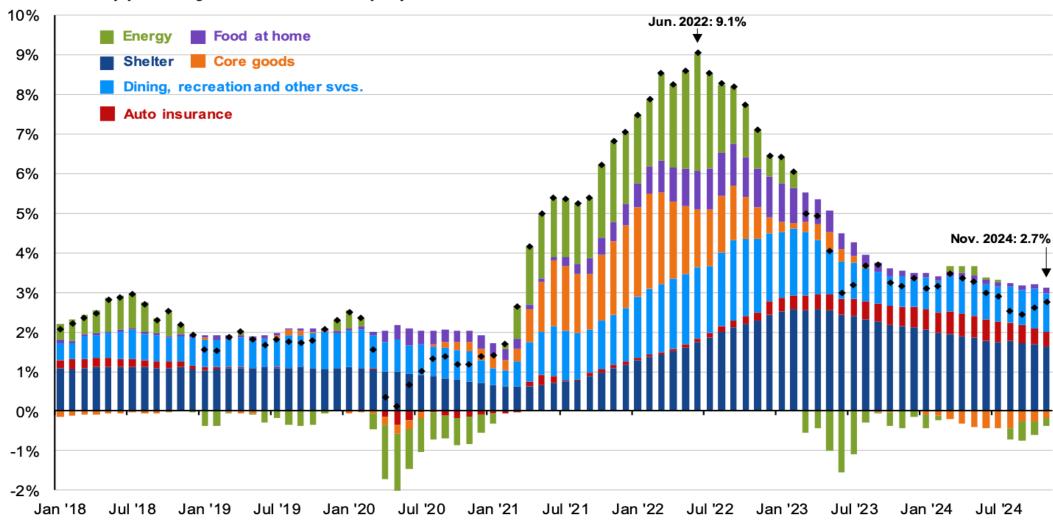
## Milton Friedman

#### **Drivers of Inflation**



#### **Contributors to headline CPI inflation**

Contribution to y/y % change in CPI, non-seasonally adjusted

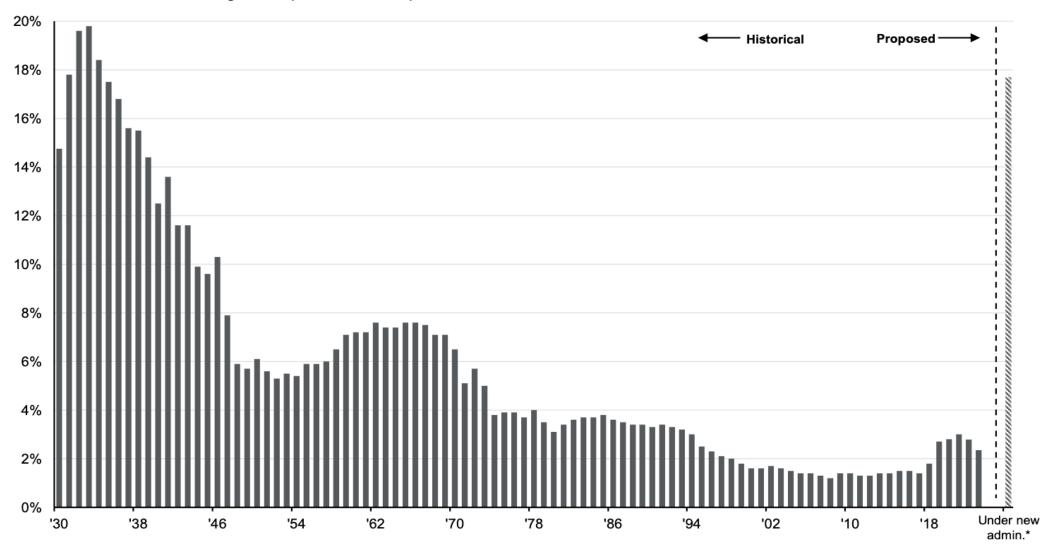


#### **Tariffs and Inflation**



#### Average tariff rate on U.S. goods imports for consumption

Duties collected / value of total goods imports for consumption

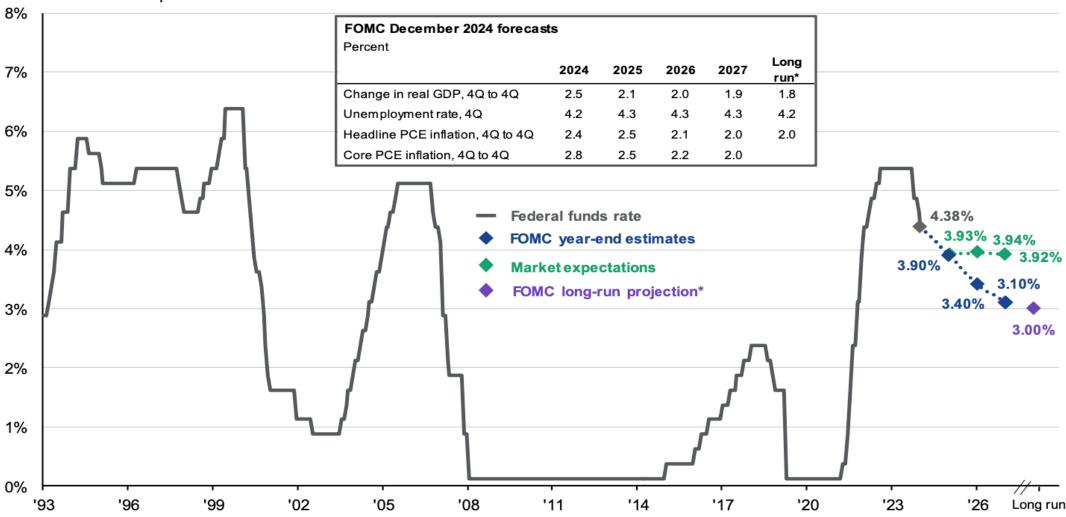


#### The Fed and Interest Rates



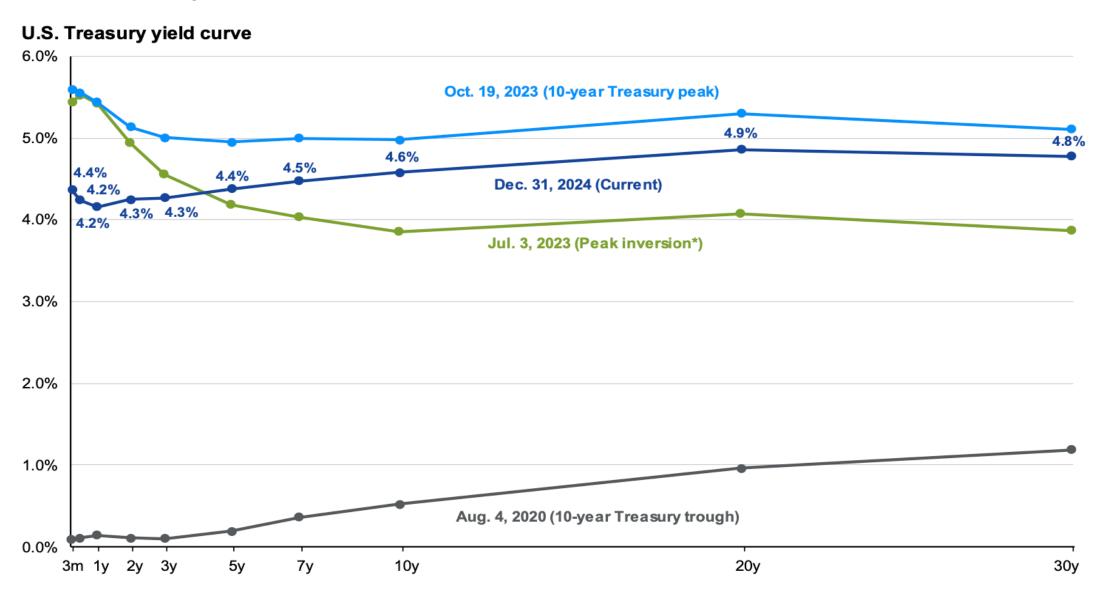
#### Federal funds rate expectations

FOMC and market expectations for the federal funds rate



#### **US Treasury Yield Curve**







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# "In the business world, the rearview mirror is always clearer than the windshield."

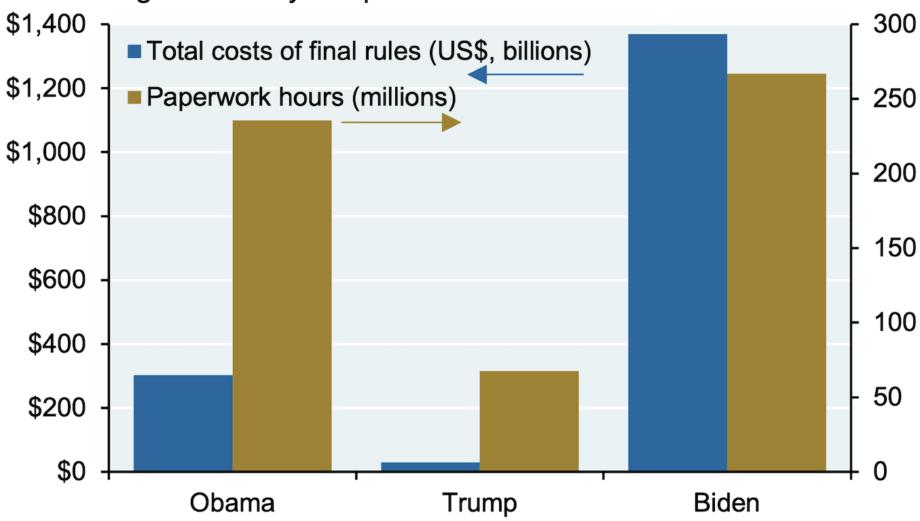
## Warren Buffett

#### **Regulatory Activity**



#### Regulatory activity by administration

From Inauguration Day to April 19th of Year 4

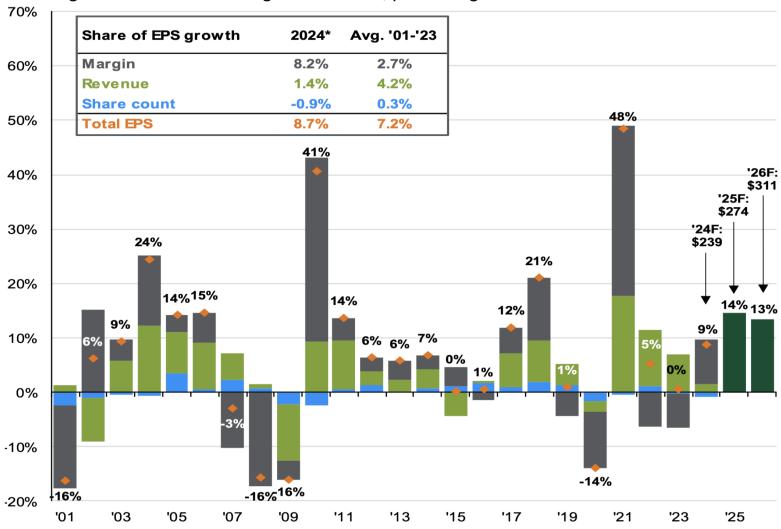


#### **Corporate Earnings Growth**



#### S&P 500 year-over-year pro forma EPS growth

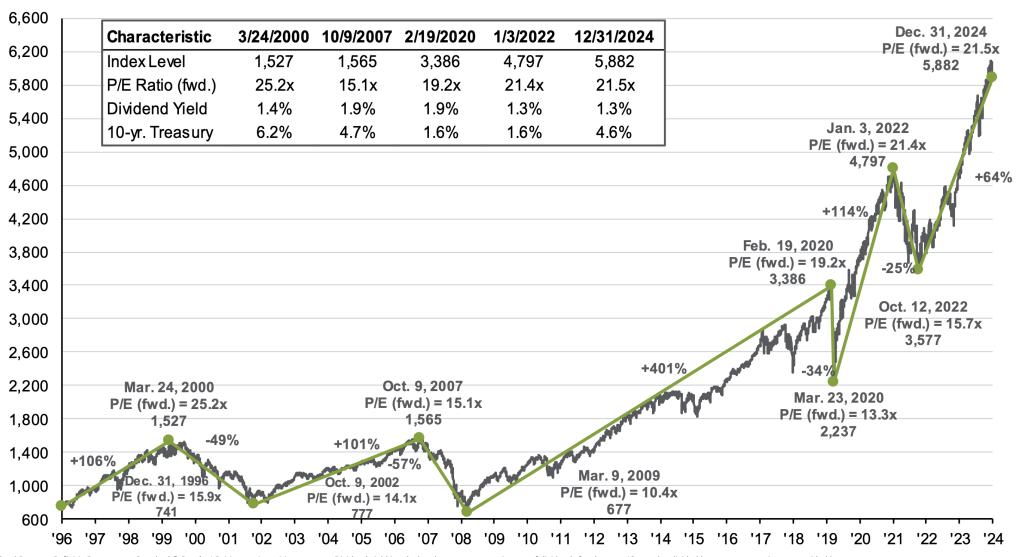
Annual growth broken into changes in revenue, profit margin and share count



#### **S&P 500 at Inflection Points**



#### **S&P 500 Price Index**



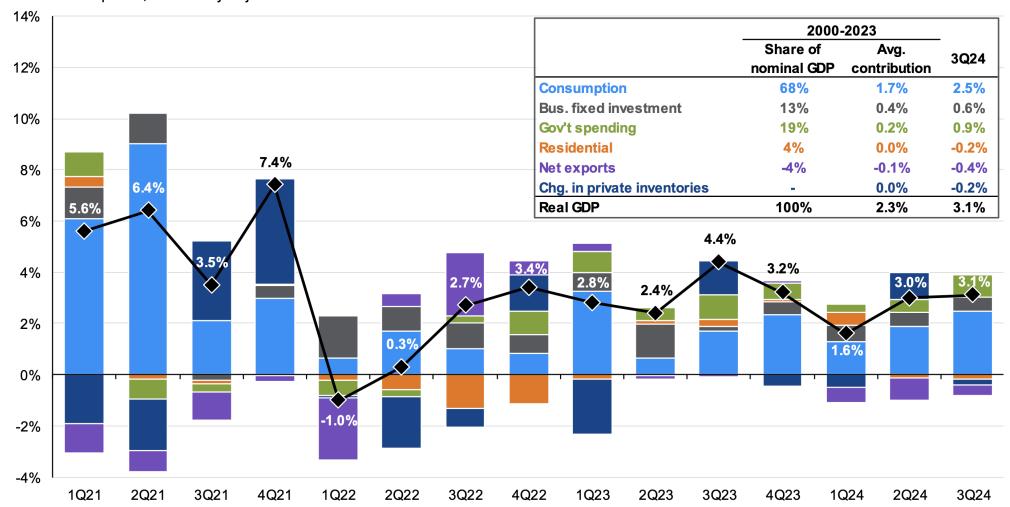
#### **Economic Growth**



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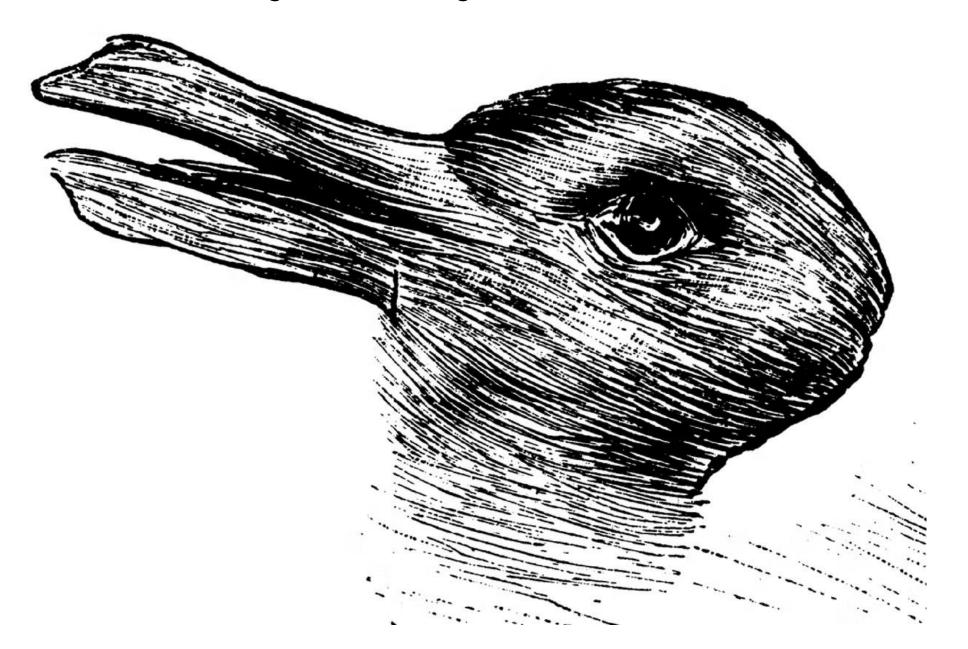
#### **Contributors to real GDP growth**

Quarter-over-quarter, seasonally adjusted annualized rate



## Things aren't always as they seem...

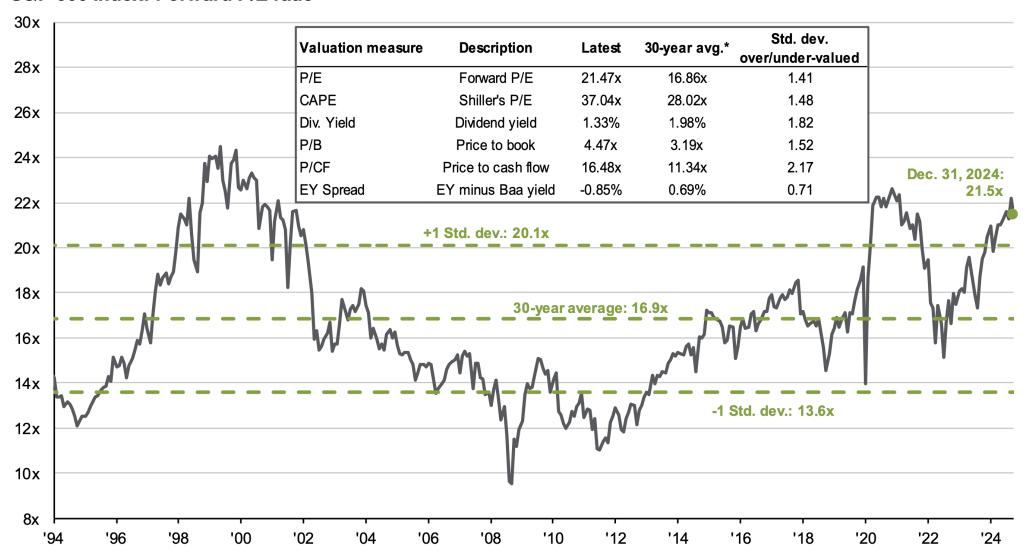




#### **S&P 500 Valuations**



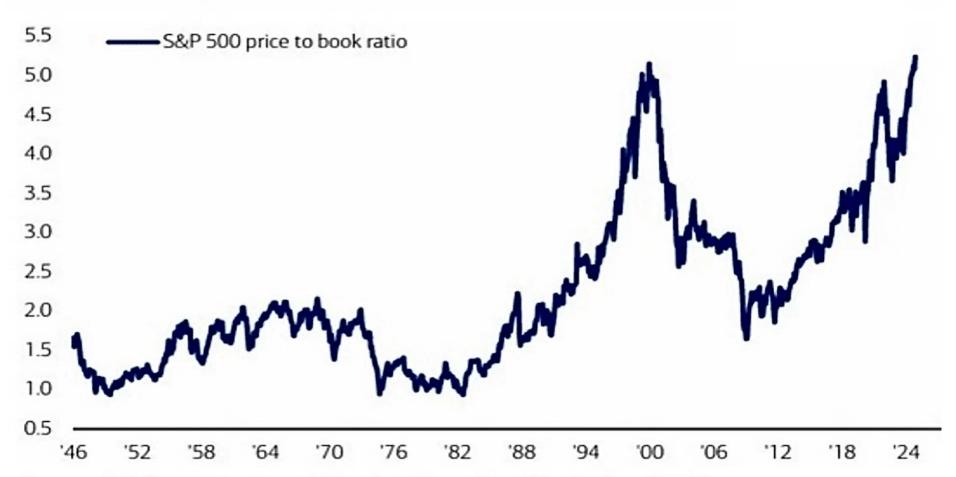
#### S&P 500 Index: Forward P/E ratio



#### **S&P 500 Valuations**



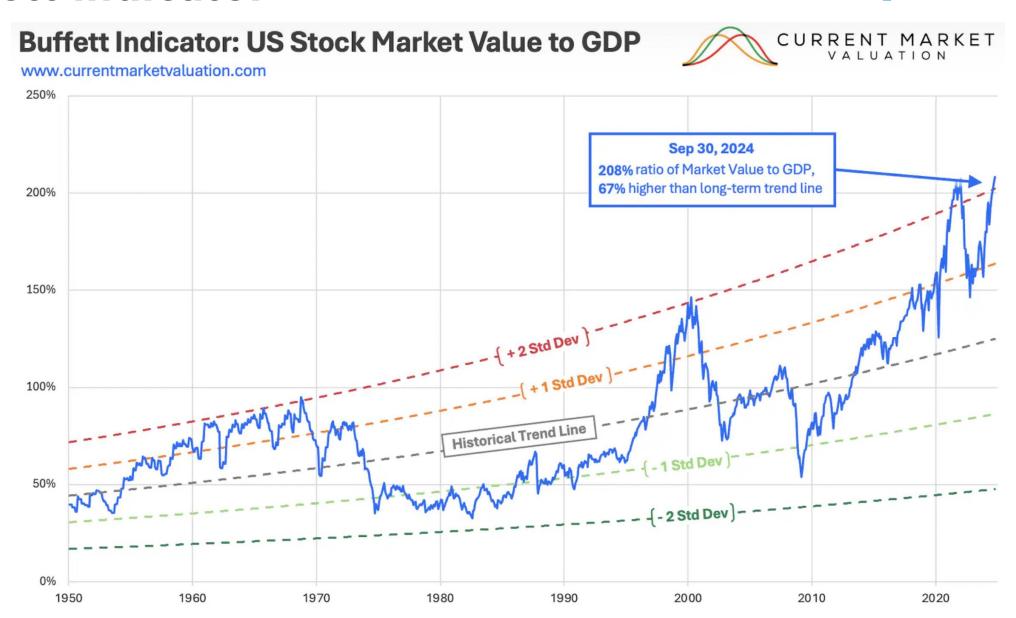
Chart 6: S&P500 price-to-book ratio now exceeds March 2000 high S&P500 index price-to-book ratio



Source: BofA Global Investment Strategy, Bloomberg, Global Financial Data

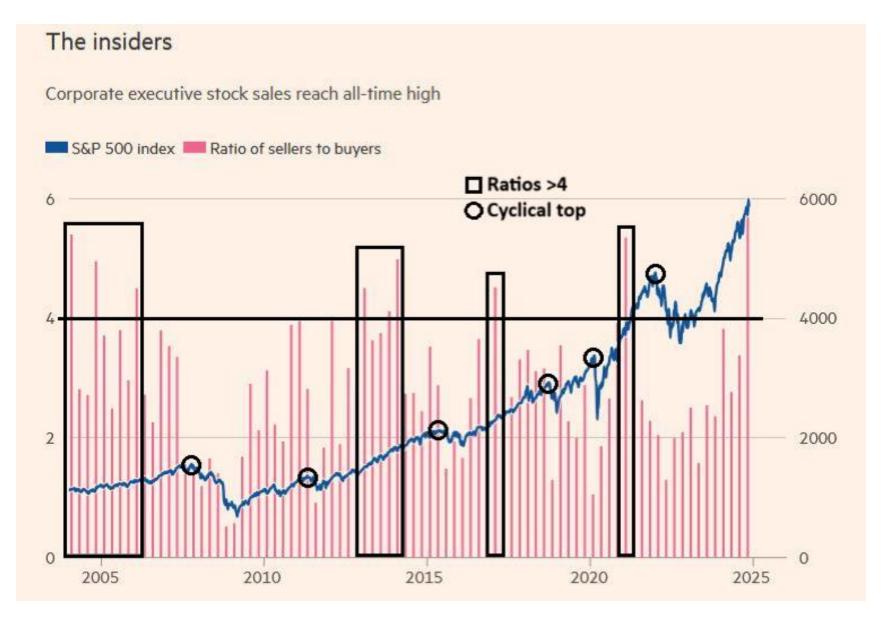
#### **Buffett Indicator**





#### **Insider Trading**



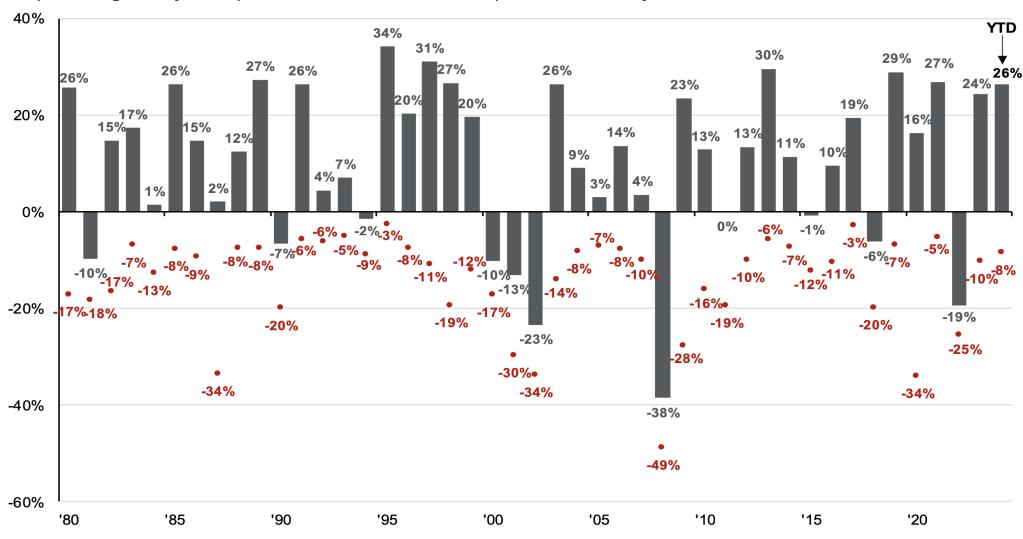


#### **S&P 500 Declines**



#### S&P intra-year declines vs. calendar year returns

Despite average intra-year drops of 14.2%, annual returns were positive in 33 of 44 years



#### **Headwinds and Tailwinds**





Strong corporate earnings



Potentially lower regulation



Low unemployment



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"Too many people spend money they haven't earned, to buy things they don't want, to impress people they don't like."

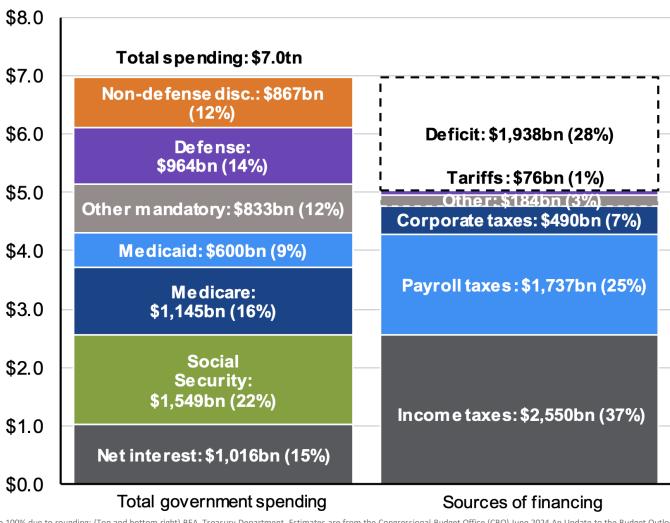
Will Rogers

#### 2025 Federal Budget



#### The 2025 federal budget

**USD** trillions



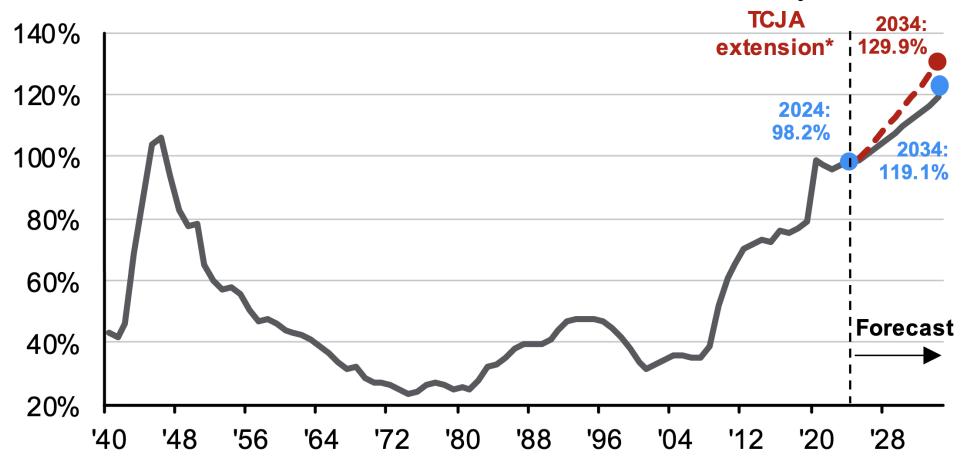
Source: CBO, J.P. Morgan Asset Management; (Left) Numbers may not sum to 100% due to rounding; (Top and bottom right) BEA, Treasury Department. Estimates are from the Congressional Budget Office (CBO) June 2024 An Update to the Budget Outlook: 2024 to 2034. "Other" spending includes, but is not limited to, health insurance subsidies, income security and federal civilian and military retirement. Years shown are fiscal years. All CBO estimates are adjusted by JPMAM to reflect GDP revisions resulting from the 2024 annual update of the National Economic Accounts. \*Adjusted by JPMAM to include estimates from the CBO May 2024 report "Budgetary Outcomes Under Alternative Assumptions About Spending and Revenues" on the extension of TCJA provisions. Forecasts are not a reliable indicator of future performance. Forecasts, projections and other forward-looking statements are based upon current beliefs and expectations. They are for illustrative purposes only and serve as an indication of what may occur. Given the inherent uncertainties and risks associated with forecasts, projections or other forward-looking statements, actual events, results or performance may differ materially from those reflected or contemplated. Guide to the Markets – U.S. Data are as of December 31, 2024.

#### **Federal Debt**



#### Federal net debt (accumulated deficits)

% of GDP, 1940-2034, CBO Baseline Forecast, end of fiscal year



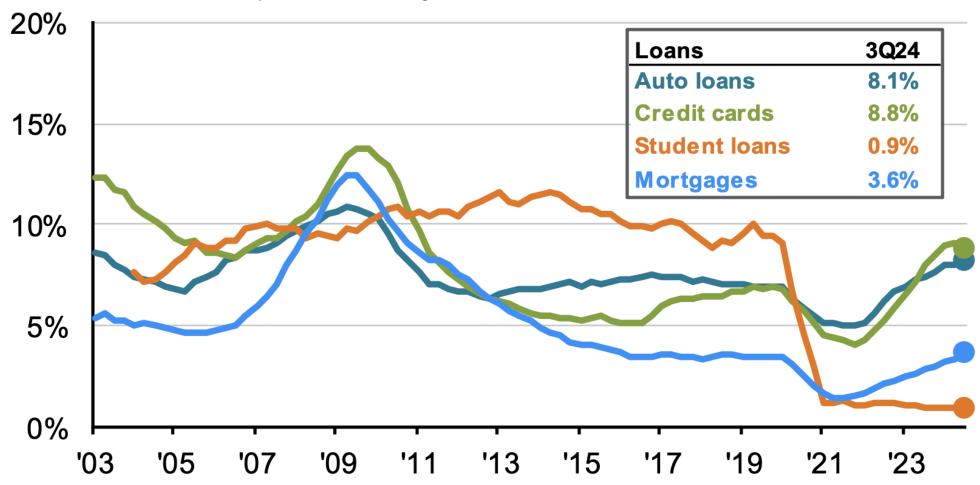
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#### **Consumer Finances**



#### Flows into early delinquencies

% of balance delinquent 30+ days

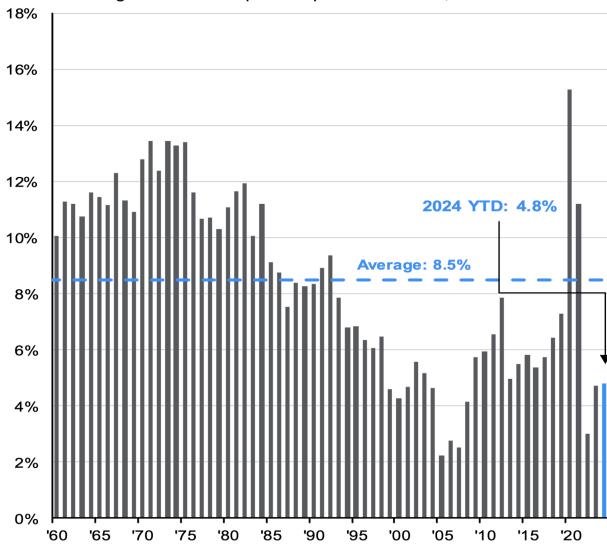


#### **Consumer Finances**



#### Personal saving rate

Personal savings as a % of disposable personal income, annual

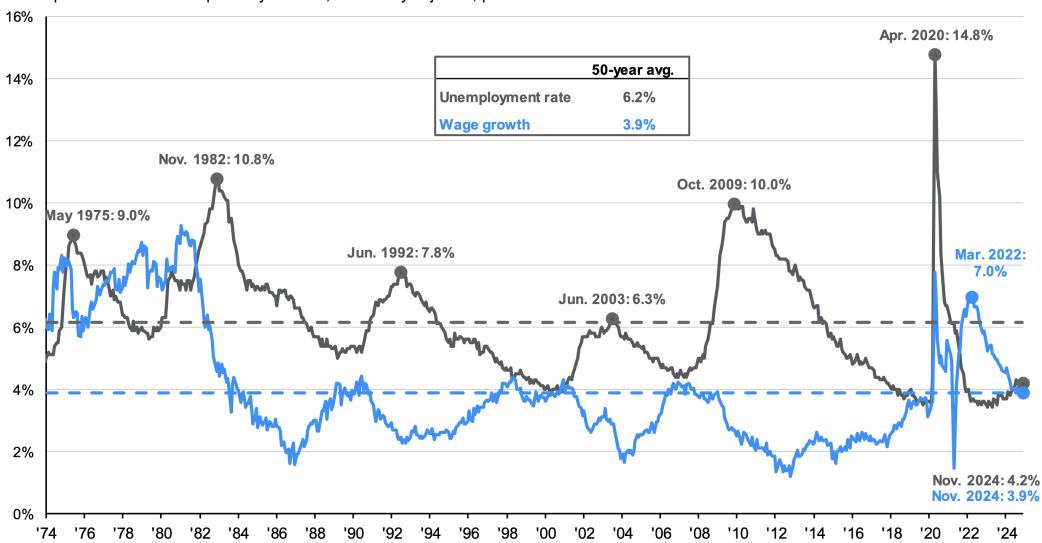


#### **Unemployment Historically Low**



#### Civilian unemployment rate and year-over-year wage growth

Private production and non-supervisory workers, seasonally adjusted, percent





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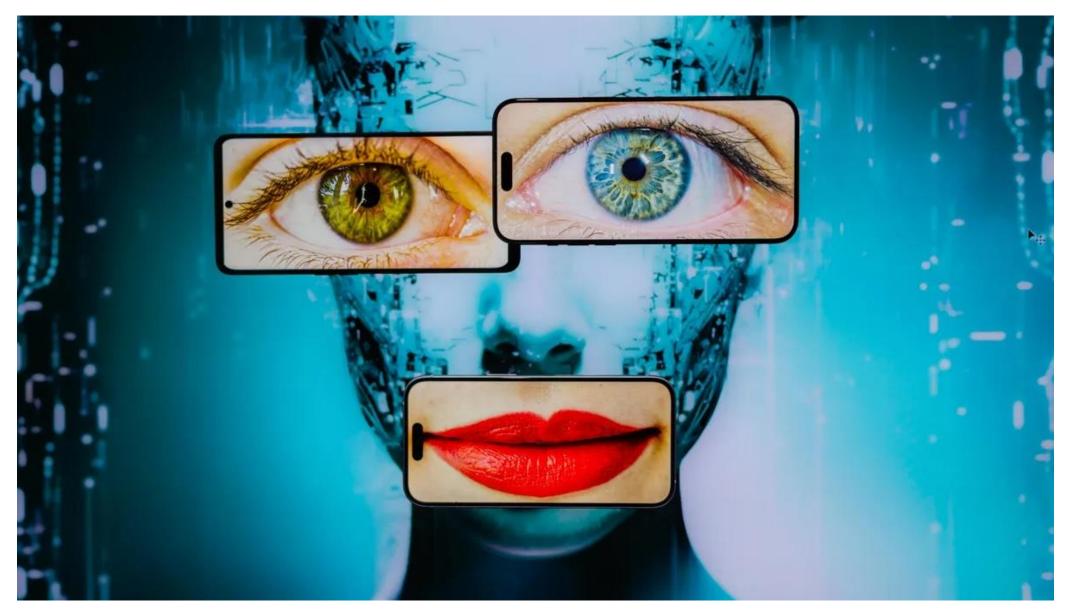


## "Al will be the best or worst thing ever for humanity."

### **Elon Musk**

### **New Al-based Tech for 2025**

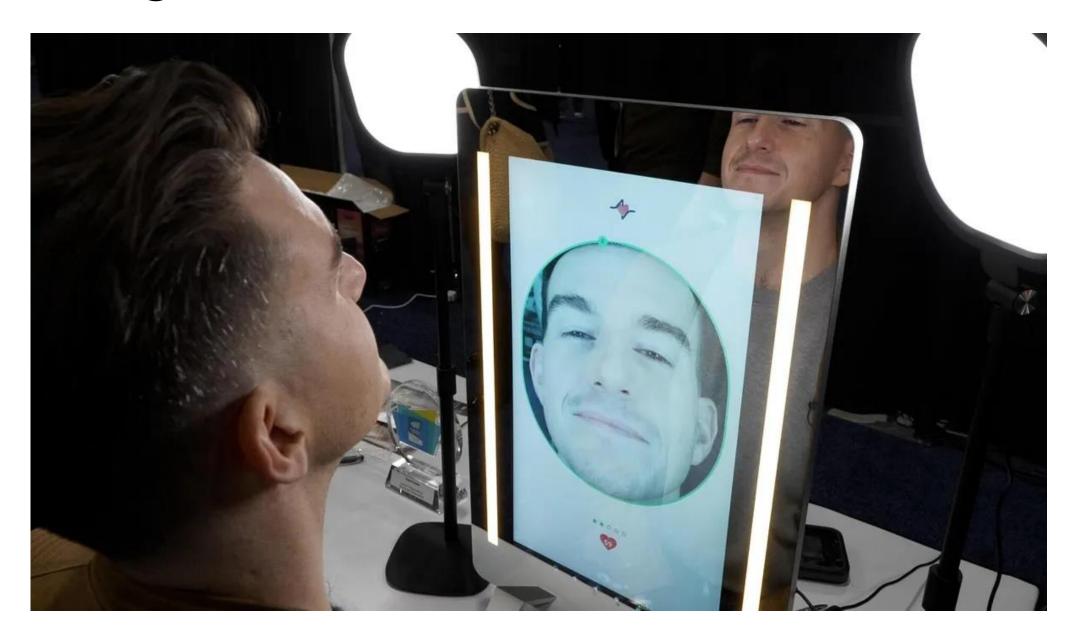




## **Yarbo Snow Blower**



# **Anura MagicMirror**

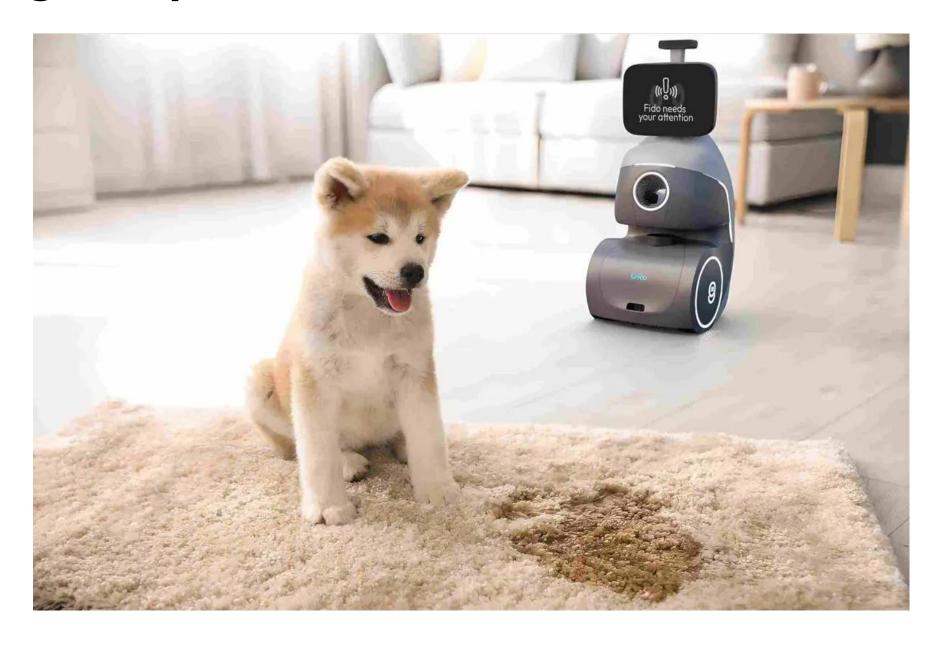


# Al-powered baby cry translator

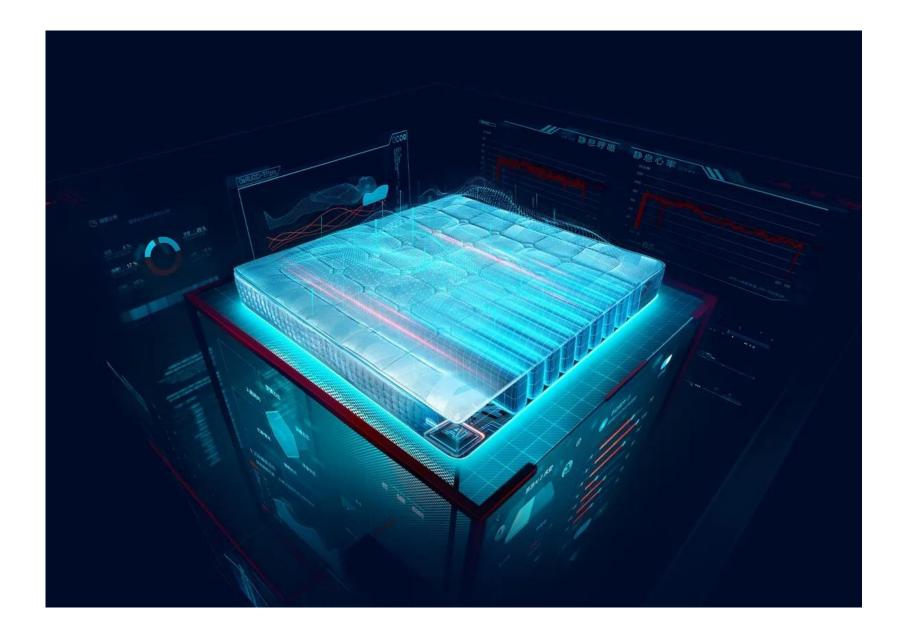


# **Oro Dog Companion Robot**





## DeRucci Anti-Snore Smart Pillow & Mattress ▲ Aspect wealth MANAGEMENT



# Samsung's Al Robot Ballie





# **Volkswagen Al Integration**



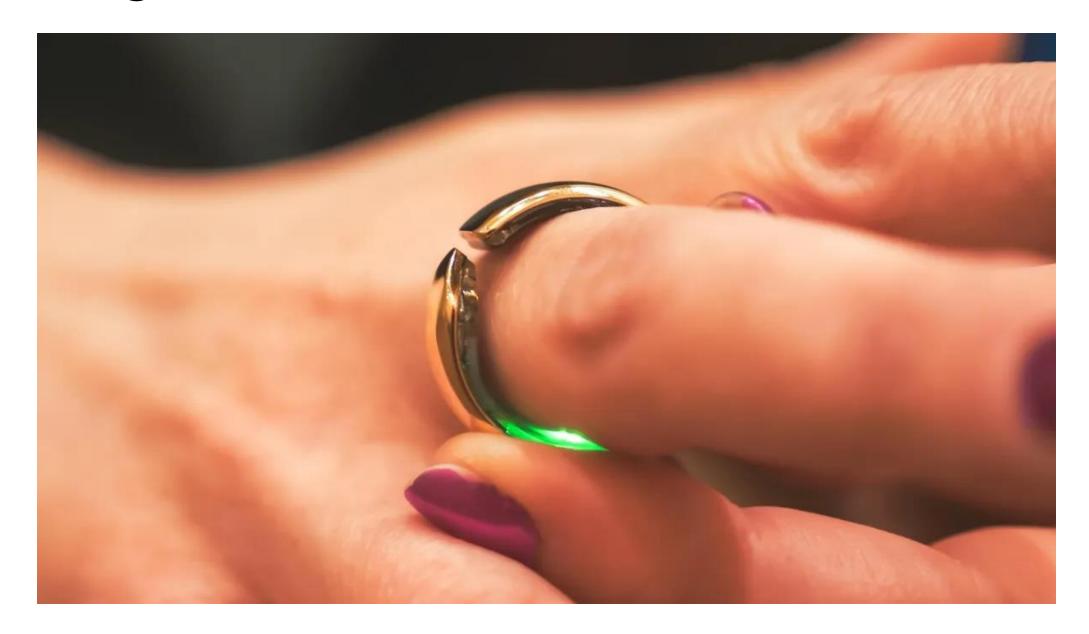


## **Ray-Ban Meta Smart Glasses**

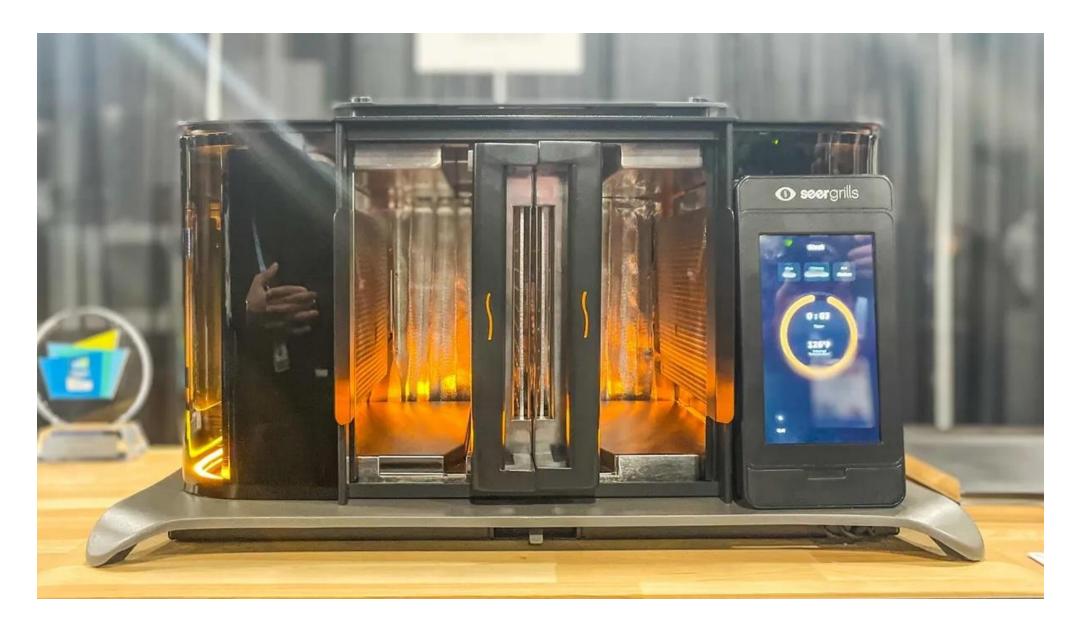




# **Evie Ring**



## **Perfecta Grill**



# LG's 77-inch transparent OLED TV





### **In Summary**



- It appears we're making economic headway, but we have quite a bit of "policy fog" ahead in 2025.
- Risk management strategies will play a crucial role in addressing potential challenges moving forward.
- The Fed is loosening and we expect modest additional rate cuts in 2025.
- With stock valuations near 30-year highs, we expect continued market volatility.
- Through it all, our focus will remain on quality investments, proper diversification and a disciplined process.

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## **Wealth Management Matrix**



Investment	Retirement	Risk	Estate	<u>Tax</u>	Business
Management	Planning	Management	Planning	<u>Planning</u>	Planning
Asset	Income	Asset	Document	Corporate	401(k)
Allocation	Distribution	Protection	Review	Benefits	Plan Design
Manager	Scenario	Liability	Estate Tax	Deferral	Deferred
Research	Analysis	Insurance	Mitigation	Techniques	Comp.
Performance	Benefit	Long-term	Beneficiary	Loss	Succession
Analysis	Planning	Care Insurance	Review	Harvesting	Planning
Education	Social Security	Life/Disability	Charitable	Dividend	Buy/Sell
Funding	Optimization	Insurance	Planning	Strategies	Agreements
Trust	Tax	Prop/Casualty	Proper Use	"Stretch"	Key Man
Management	Efficiency	Insurance	of Trusts	Planning	Insurance

#### **Our Team**





Michael Clark\*\* CIMA®, CRC®



Zachary Clark\*\* CFP®



Jane Weekley\*\* MBA



Denise Salzman\*\* CPA®



Chip Tencza\* Operations Analyst



Justin Horsman\* Financial Advisor



Ghilda Rodriguez Office Administrator



Paola Garza **Events Coordinator** 



Evita Hernandez **Client Services** 



Patrick Lane **Client Services** 



Micah Wakefield Portfolio Consultant

<sup>\*\*</sup>Investment Advisor Representative offering securities and advisory services through Cetera Advisor Networks LLC, a Broker/Dealer & Registered Investment Adviser, member FINRA/SIPC. \*Chip Tencza and Justin Horsman are non-producing Registered Representative with Cetera Advisor Networks LLC. Cetera is under separate ownership from any other named entity. Micah Wakefield is not affiliated or registered with Cetera Advisor Networks LLC. Any information provided by these individuals is in no way related to Cetera Advisor Networks LLC or its registered representatives.



# Thank you!

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Investors cannot invest directly in indexes. The performance of any index is not indicative of the performance of any investment and does not take into account the effects of inflation and the fees and expenses associated with investing.

The Russell Midcap Index measures the performance of the mid-cap segment of the U.S. equity universe and is a subset of the Russell 1000 Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership. The Russell Midcap represents approximately 31% of the total market capitalization of the Russell 1000 companies.

The MSCI EAFE Index is designed to measure the equity market performance of developed markets (Europe, Australasia, Far East) excluding the U.S. and Canada. The Index is market-capitalization weighted.

The Russell 2000 is a stock market index measuring the performance of 2000 small capitalization stocks. It represents the 2000 smallest companies in the Russell 3000 Index, which in turn represents the 3000 largest companies in the U.S. Thus, the Russell 2000 is a barometer of small-cap stocks. Though small, the companies represented by the Russell 2000 are not the smallest of the small as they are not penny stocks. The Russell 2000 is weighted by the market capitalization of the stocks.

FTSE Emerging Index measures the performance of the most liquid Large and Mid Cap companies in the emerging markets. It is derived from the FTSE Global Equity Index Series (GEIS), which covers 99% of the world's investable market capitalization, and includes large and mid cap securities from advanced and secondary emerging markets, classified in accordance with FTSE's transparent Country Classification Review Process.

The Bloomberg U.S. Aggregate Total Return Value Unhedged, also known as 'Bloomberg U.S. Aggregate Bond Index' formerly known as the 'Barclays Capital U.S. Aggregate Bond Index,' is a broad-based flagship benchmark that measures the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate pass-throughs), ABS and CMBS (agency and non-agency).

The Bloomberg Barclays U.S. Corporate High Yield Index measures the USD-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below, excluding emerging market debt. Payment-in-kind and bonds with predetermined step-up coupon provisions are also included. Eligible securities must have at least one year until final maturity, but in practice the index holdings has a fluctuating average life of around 6.3 years. This total return unhedged index was created in 1986, with history backfilled to July 1, 1983 and rebalances monthly.

The IA SBBI US Large Stock Total Return Index tracks the monthly return of S&P 500. The history data from 1926 to 1969 is calculated by Ibbotson.

The NCREIF Property Index (NPI) provides returns for institutional grade real estate held in a fiduciary environment in the United States. Properties are managed by investment fiduciaries on behalf of tax-exempt pension funds. As of the second quarter of 2003 the index contains 3,967 properties with an aggregate market value of \$127 billion.

The NCREIF Property Index (NPI) is a quarterly, unleveraged composite total return for private commercial real estate properties held for investment purposes only. All properties in the NPI have been acquired, at least in part, on behalf of tax-exempt institutional investors and held in a fiduciary environment.