

May 2025 ECST Results Show Moderating Decline in Sales Sentiment

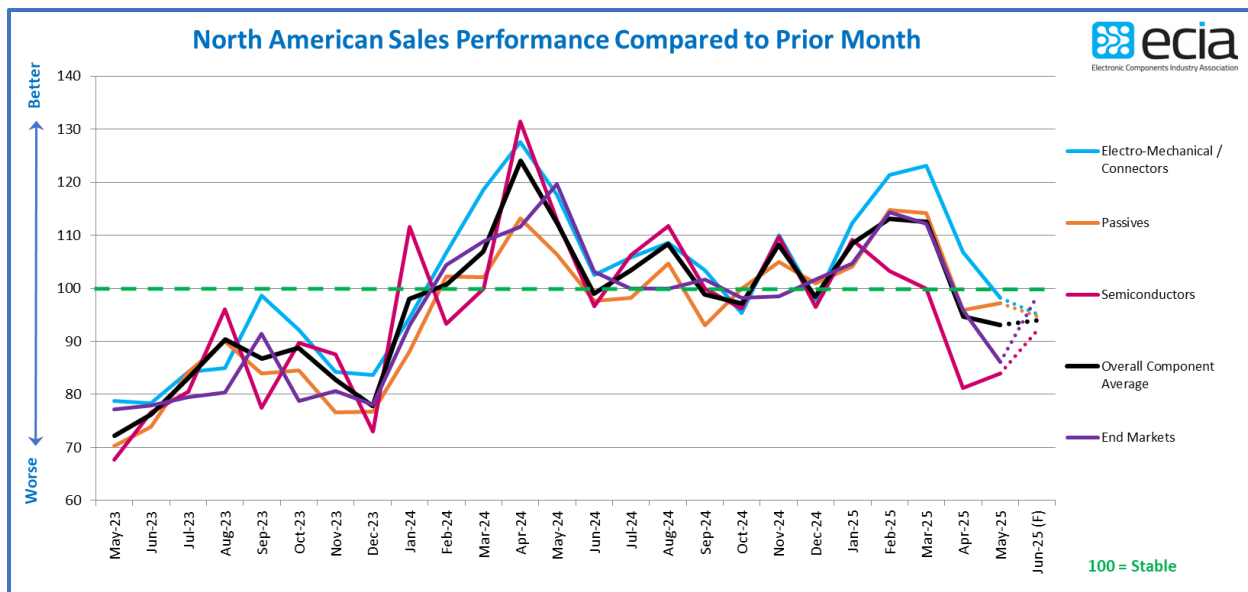
ECIA's Electronic Component Sales Trend (ECST) May 2025 Survey Results

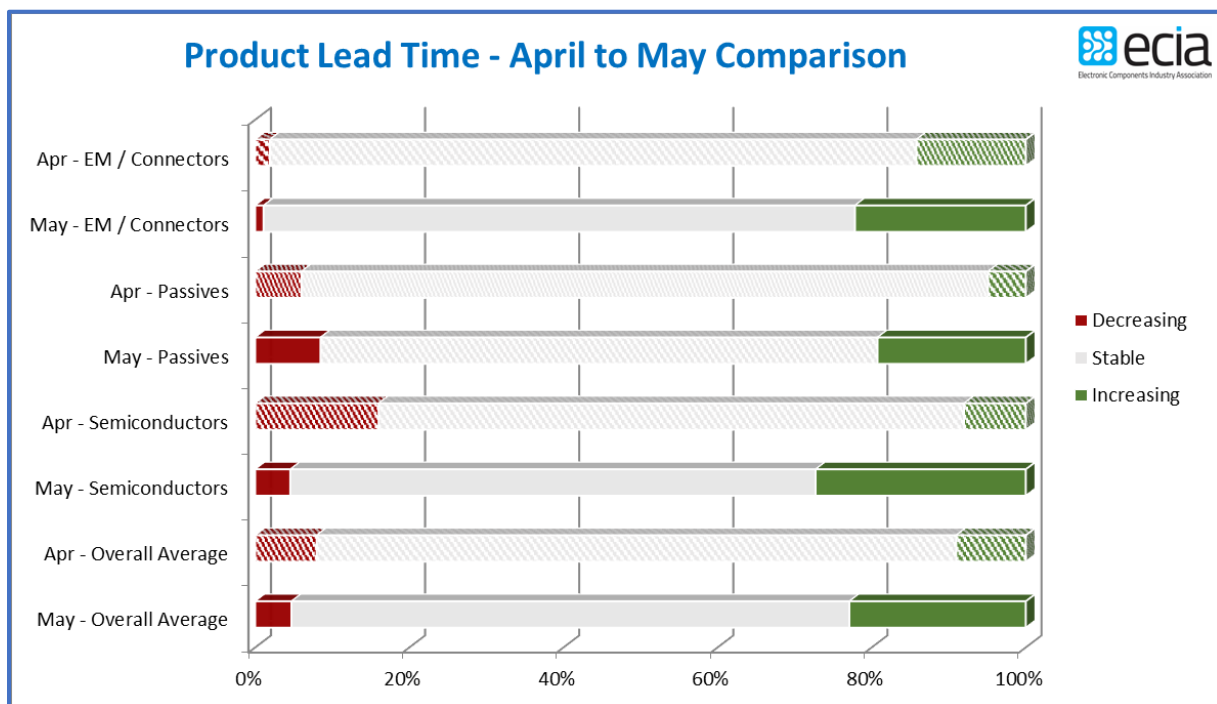
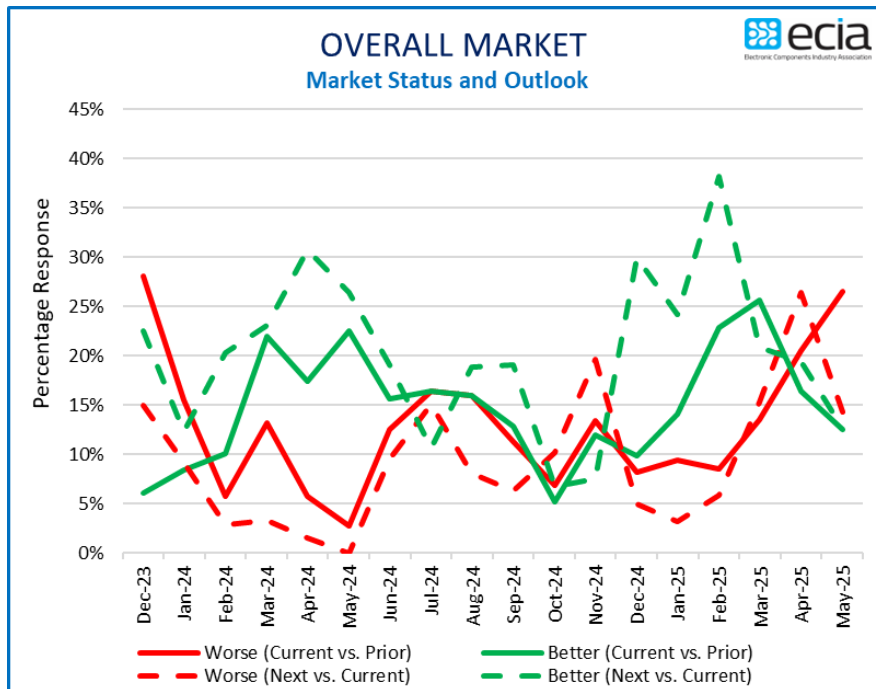
Dale Ford, Chief Analyst

In a relief for the electronic components industry, the May 2025 ECST results did not continue the collapse in sales sentiment that had been projected in the April survey. The overall product index had been projected to drop to 83.7 in May as supply chain participants grappled with the crushing tariffs at the time. Perhaps the moderating tariff environment helped the sentiment index to stabilize at 93.1 in May, 9.4 points better than projected last month. Electro-Mechanical and Passive Components wound up just slightly below the 100-point threshold at 98.3 and 97.2 respectively. While the Semiconductor score of 84.0 is still bleak, it is 7.3 points better than was projected for May. Relative stability may be the best that can be hoped for at this point as the overall product index score remains roughly constant at 94.0 in the June outlook. The sales sentiment index for Electro-Mechanical and Passive Components is projected to drop slightly in June while Semiconductors are expected to improve back to 92.0. The erratic and unpredictable tariff environment creates an unstable floor for the sales environment looking forward. Cautious sales expectations for the electronics component industry are wise at this point.

In what seems to be irrational exuberance, Manufacturers report surprisingly positive scores for both May and the June outlook. All but one product category achieves a score above 100 in May and all categories are above 100 in the June outlook. Distributors are decidedly negative in their view of the sales environment. Manufacturer Representatives sustain a fairly positive view in May but then join Distributors in their pessimistic view for June. The overall end-market index score continued its collapse in May sentiment but rebounds to nearly 100 in the June forecast. The modestly inconsistent market sentiment behavior compared to components is puzzling.

The lead time scores have been a picture of stability in recent months with almost non-existent reports of decreasing or increasing lead times. That all changed with the May survey as the share of survey participants reporting increasing lead times jumped from 9% in April to 23% overall in May. It still appears that government policy will dictate the fortunes of the market for the foreseeable future.





The ECST survey provides highly valuable and detailed visibility on industry expectations in the near-term through the monthly and quarterly surveys. This “immediate” perspective is helpful to participants up and down the electronics components supply chain. In the long-term, ECIA shares in the optimism for the future as the continued introduction and market adoption of exciting innovative technologies should motivate both corporate and consumer demand for next-generation products over the long term.

The complete ECIA Electronic Component Sales Trends (ECST) Report is delivered to all ECIA members as well as others who participate in the survey. All participants in the electronics component supply chain are invited and encouraged to participate in the report so they can see the highly valuable insights provided by the ECST report. The return on a small investment of time is enormous!

The monthly and quarterly ECST reports present data in detailed tables and figures with multiple perspectives and covering current sales expectations, sales outlook, product cancellations, product decommits and product lead times. The data is presented at a detailed level for six major electronic component categories, six semiconductor subcategories and eight end markets. Also, survey results are segmented by aggregated responses from manufacturers, distributors, and manufacturer representatives.