

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE  
HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

Response to the query: "Why do you say so?" following the question on Table 35.

May add to more than 100% due to multiple mentions.

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
March	1978	27	40	1	1	4	0	8	2	4	1	0
April	1978	23	44	1	2	4	0	9	1	4	1	0
May	1978	23	44	1	2	6	0	10	1	4	1	0
June	1978	21	47	1	3	6	0	11	2	3	1	0
July	1978	19	49	1	2	6	0	12	2	2	1	0
August	1978	18	52	2	3	4	0	13	3	2	1	0
September	1978	16	52	1	3	3	0	13	3	3	1	0
October	1978	17	48	1	3	3	0	12	5	2	1	0
November	1978	13	47	0	1	3	0	12	5	2	1	0
December	1978	13	44	0	3	2	0	16	6	3	1	0
January	1979	14	45	1	2	2	0	16	6	4	1	0
February	1979	18	45	1	3	1	0	17	6	5	1	0
March	1979	19	48	1	2	3	0	13	6	4	1	0
April	1979	16	49	1	3	3	0	13	5	5	2	0
May	1979	15	49	1	3	3	0	12	6	5	3	0
June	1979	16	49	2	4	3	0	13	6	5	3	0
July	1979	17	48	1	3	3	0	14	7	4	3	0
August	1979	17	47	1	3	3	0	15	8	4	4	0
September	1979	17	46	1	2	3	0	16	8	6	4	0
October	1979	17	47	1	3	2	0	16	9	7	3	0
November	1979	16	46	2	4	3	0	16	11	7	3	0
December	1979	15	43	1	3	3	0	16	16	8	5	0
January	1980	17	44	2	2	2	0	16	17	10	7	0
February	1980	19	42	1	2	2	0	15	18	9	6	0
March	1980	20	46	1	4	3	0	15	16	6	6	0
April	1980	18	40	0	4	3	0	16	23	4	5	0
May	1980	16	38	1	4	3	0	19	28	6	7	0
June	1980	18	30	1	2	1	0	22	31	6	7	0
July	1980	22	26	4	2	1	0	20	27	9	7	0
August	1980	22	26	5	2	1	0	19	23	10	5	0
September	1980	23	29	5	3	1	0	13	19	11	4	0
October	1980	23	31	3	2	2	0	12	17	9	4	0
November	1980	25	34	2	2	1	0	13	16	7	3	0
December	1980	26	32	2	2	2	0	15	17	6	4	0
January	1981	25	33	1	2	1	0	16	19	6	3	0
February	1981	26	29	2	3	2	0	14	26	7	4	0
March	1981	29	27	1	2	1	0	14	26	8	4	0
April	1981	28	27	1	2	2	0	16	25	8	4	0
May	1981	26	30	1	1	1	0	17	22	7	3	0
June	1981	24	31	1	2	2	0	17	22	6	2	0
July	1981	24	32	1	2	1	0	17	22	5	3	0
August	1981	27	30	2	1	2	0	13	22	4	2	0
September	1981	26	28	2	1	2	0	13	22	5	2	0
October	1981	27	26	2	1	2	0	12	19	5	3	0

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**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE  
HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

Date of Survey	GOOD TIME TO BUY						BAD TIME TO BUY				
	Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
November 1981	26	24	1	1	1	0	14	19	6	3	0
December 1981	28	26	1	2	1	0	17	17	6	4	0
January 1982	30	25	2	2	1	0	16	19	6	4	0
February 1982	34	26	2	2	1	0	16	16	7	4	0
March 1982	36	23	2	2	1	0	14	17	9	5	0
April 1982	35	21	1	1	2	0	17	21	11	6	0
May 1982	35	18	1	1	2	0	17	23	13	7	0
June 1982	34	17	2	1	2	0	17	23	14	5	0
July 1982	34	17	2	1	1	0	15	20	14	7	0
August 1982	31	17	2	1	1	0	14	21	14	7	0
September 1982	29	17	4	2	1	0	15	21	13	8	0
October 1982	30	16	5	1	1	0	13	19	13	8	0
November 1982	33	15	7	1	2	0	14	18	13	9	0
December 1982	37	14	8	0	1	0	12	15	12	8	0
January 1983	39	12	9	0	2	0	16	16	13	8	0
February 1983	40	11	11	1	1	0	16	14	13	6	0
March 1983	38	11	12	1	2	0	18	15	13	7	0
April 1983	39	13	14	1	3	0	16	13	11	6	0
May 1983	39	14	14	1	4	0	13	10	9	7	0
June 1983	42	15	16	2	5	0	10	7	8	6	0
July 1983	41	15	15	2	5	0	9	6	7	4	0
August 1983	41	16	14	1	5	0	10	5	7	3	0
September 1983	39	16	14	1	4	0	14	6	5	3	0
October 1983	38	19	11	2	5	0	14	6	7	4	0
November 1983	37	19	10	2	5	1	15	6	6	3	0
December 1983	39	16	7	1	6	0	14	4	7	2	0
January 1984	43	15	9	1	6	0	13	4	5	1	0
February 1984	44	14	9	1	7	0	10	4	4	2	0
March 1984	45	15	12	1	9	0	8	4	4	3	0
April 1984	39	15	12	2	11	0	8	5	4	2	0
May 1984	38	16	12	3	12	0	8	4	3	2	0
June 1984	35	16	11	4	11	0	10	4	3	1	0
July 1984	38	16	10	4	10	0	9	5	3	2	0
August 1984	36	16	10	3	10	0	9	7	5	1	0
September 1984	38	18	9	3	9	0	8	7	4	1	0
October 1984	39	18	11	3	9	0	9	6	4	2	0
November 1984	40	18	12	3	10	0	8	5	2	2	0
December 1984	41	16	12	3	12	0	9	6	4	2	0
January 1985	43	15	12	2	10	0	9	7	4	2	0
February 1985	45	14	12	1	10	0	8	7	4	2	1
March 1985	45	14	12	1	8	0	8	5	4	3	1
April 1985	44	15	11	2	10	0	8	4	5	2	0
May 1985	44	15	10	3	10	0	8	4	6	2	0
June 1985	44	16	12	3	11	0	8	4	6	2	0
July 1985	44	15	13	1	10	0	8	3	4	2	0
August 1985	44	17	17	1	9	0	10	2	3	1	0

TABLE 36

## SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

Date of Survey	GOOD TIME TO BUY						BAD TIME TO BUY					
	Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate	
September 1985	46	14	18	0	6	0	11	3	2	1	0	
October 1985	44	15	19	0	6	0	10	3	4	0	0	
November 1985	43	16	18	1	7	0	9	3	3	1	0	
December 1985	43	16	18	1	8	1	10	2	4	1	0	
January 1986	46	15	18	1	8	0	9	2	3	1	0	
February 1986	46	13	22	1	8	0	8	2	3	0	0	
March 1986	45	12	23	1	8	0	5	1	3	0	0	
April 1986	43	12	27	1	8	0	5	2	3	1	0	
May 1986	42	10	28	1	9	0	4	1	3	1	0	
June 1986	39	11	33	1	10	0	4	2	3	1	0	
July 1986	42	9	32	0	12	0	5	1	4	1	0	
August 1986	42	10	32	0	11	0	5	2	3	1	0	
September 1986	42	11	29	1	10	0	8	3	3	1	0	
October 1986	38	12	27	1	8	0	8	3	4	2	0	
November 1986	37	14	26	1	8	0	8	2	6	2	0	
December 1986	35	13	24	2	7	0	7	2	5	2	0	
January 1987	36	13	22	1	7	0	7	2	6	2	0	
February 1987	39	11	20	2	6	0	8	3	5	2	0	
March 1987	38	10	21	2	8	0	7	3	5	2	0	
April 1987	37	10	20	2	9	0	8	3	3	2	0	
May 1987	35	12	21	2	10	0	6	3	2	2	0	
June 1987	39	13	18	2	9	0	7	2	1	2	0	
July 1987	41	14	18	2	7	0	6	2	2	2	0	
August 1987	46	14	16	2	7	0	8	3	2	2	0	
September 1987	45	13	18	3	7	0	7	4	3	1	0	
October 1987	39	12	15	3	8	1	8	5	5	2	0	
November 1987	35	12	13	3	6	0	8	6	4	5	0	
December 1987	33	13	10	2	5	1	9	6	6	7	0	
January 1988	39	13	8	1	5	0	7	5	5	7	0	
February 1988	41	14	8	1	7	0	7	4	5	4	0	
March 1988	41	12	10	1	8	0	6	4	5	2	0	
April 1988	39	14	11	1	11	0	6	4	4	2	0	
May 1988	34	16	11	2	11	0	6	5	4	3	0	
June 1988	35	16	9	2	10	0	6	4	2	3	0	
July 1988	37	15	8	3	9	0	5	3	2	3	0	
August 1988	41	15	8	3	8	0	6	2	3	2	0	
September 1988	42	17	8	4	8	0	5	3	2	2	0	
October 1988	42	17	8	5	8	0	6	2	3	2	0	
November 1988	38	18	9	4	6	0	7	3	3	1	0	
December 1988	36	17	8	4	7	0	9	4	3	1	0	
January 1989	35	16	8	4	7	1	10	4	3	2	0	
February 1989	38	14	6	5	9	1	9	4	3	2	0	
March 1989	38	15	6	5	8	1	8	4	4	2	0	
April 1989	39	16	5	5	9	1	7	5	4	2	0	
May 1989	35	18	6	5	9	1	6	4	3	2	0	
June 1989	35	19	7	4	9	1	7	4	2	3	0	

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(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
<u>Date of Survey</u>												
July 1989		35	21	8	2	7	0	7	4	1	2	0
August 1989		38	19	8	3	4	0	7	3	1	1	0
September 1989		40	16	7	4	5	0	6	2	2	2	0
October 1989		42	14	7	4	4	1	6	2	2	2	0
November 1989		40	13	7	2	5	1	7	2	3	2	0
December 1989		37	14	7	2	4	0	10	1	3	2	0
January 1990		39	14	8	2	4	0	10	1	3	2	0
February 1990		41	12	7	2	5	0	8	2	4	3	0
March 1990		41	13	8	2	7	0	6	3	3	3	0
April 1990		38	15	8	2	7	0	7	3	4	2	0
May 1990		37	15	9	1	8	0	7	3	3	1	0
June 1990		37	15	9	2	7	0	7	3	3	0	0
July 1990		34	17	7	2	6	0	8	3	2	1	0
August 1990		33	21	7	2	4	0	9	2	3	3	0
September 1990		32	22	4	2	3	0	11	3	4	5	0
October 1990		32	20	4	1	4	0	12	4	6	6	0
November 1990		29	18	2	2	3	0	12	6	7	9	0
December 1990		31	15	2	2	2	0	13	5	10	12	0
January 1991		32	12	2	1	1	0	10	5	11	17	0
February 1991		36	11	3	1	2	0	9	4	13	16	0
March 1991		35	12	4	1	2	0	8	5	12	14	0
April 1991		36	14	7	1	5	0	9	5	12	9	0
May 1991		36	14	9	1	4	0	10	5	12	10	0
June 1991		36	13	10	1	4	0	9	4	13	10	0
July 1991		37	10	10	1	2	0	8	4	13	11	0
August 1991		37	10	9	0	3	0	7	4	10	10	0
September 1991		38	10	9	1	3	0	8	4	10	10	0
October 1991		38	12	7	1	4	0	9	5	10	10	0
November 1991		37	11	8	1	3	0	11	5	10	13	0
December 1991		35	11	8	1	2	0	10	5	11	17	0
January 1992		38	8	11	1	1	0	11	6	12	18	0
February 1992		37	8	12	1	2	0	9	6	13	19	0
March 1992		41	8	14	1	2	0	8	4	12	17	0
April 1992		36	9	14	0	3	1	8	3	13	17	0
May 1992		39	8	12	0	4	1	7	2	14	14	0
June 1992		38	8	14	0	3	1	8	3	13	13	0
July 1992		41	7	15	0	4	0	8	3	13	12	0
August 1992		41	8	17	0	4	0	9	4	10	13	0
September 1992		39	10	14	1	3	0	10	4	11	14	0
October 1992		36	10	12	1	2	0	9	5	12	14	0
November 1992		34	10	12	1	4	0	8	4	14	13	0
December 1992		35	9	13	1	5	0	7	3	15	12	0
January 1993		39	8	13	1	6	0	8	2	13	11	0
February 1993		39	8	13	0	6	0	6	3	11	10	0
March 1993		40	8	13	0	6	0	6	3	11	10	0
April 1993		40	10	14	1	7	0	5	2	10	9	0

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HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
<u>Date of Survey</u>												
May 1993		37	12	14	1	7	0	8	2	10	9	0
June 1993		38	10	15	1	8	0	8	1	9	9	0
July 1993		36	11	17	1	8	0	8	1	9	10	0
August 1993		37	11	18	0	9	0	5	1	8	10	0
September 1993		35	11	21	0	8	0	4	2	8	10	0
October 1993		35	10	22	0	7	0	6	3	9	7	0
November 1993		36	8	21	0	4	0	9	3	9	7	0
December 1993		38	8	22	0	5	0	10	2	9	6	0
January 1994		38	8	24	1	7	0	8	2	7	7	0
February 1994		40	8	26	1	11	0	5	2	5	6	0
March 1994		39	10	24	1	11	0	5	3	5	4	0
April 1994		38	9	22	1	13	0	6	2	4	3	0
May 1994		35	8	21	1	11	0	7	2	5	3	0
June 1994		34	7	19	1	11	0	6	2	4	3	0
July 1994		35	12	18	1	8	0	6	1	5	3	0
August 1994		37	11	17	2	9	1	6	2	5	3	0
September 1994		38	11	17	2	10	1	6	2	5	4	0
October 1994		37	10	17	2	11	0	5	3	5	3	0
November 1994		38	12	17	3	9	0	5	3	5	4	0
December 1994		40	12	16	3	9	0	5	3	6	3	0
January 1995		44	11	14	3	10	0	5	2	4	4	0
February 1995		44	10	12	3	11	0	5	2	5	3	0
March 1995		43	11	12	3	11	1	5	2	6	3	0
April 1995		40	10	11	2	12	0	6	3	6	2	0
May 1995		40	10	10	1	12	1	8	3	5	3	0
June 1995		37	9	11	1	11	1	9	3	4	3	0
July 1995		37	9	12	1	9	1	11	4	5	3	0
August 1995		38	8	14	1	9	0	8	3	4	3	0
September 1995		41	10	12	1	10	0	6	3	4	3	0
October 1995		43	10	12	1	9	0	4	2	3	3	0
November 1995		41	11	11	1	9	0	8	2	4	2	0
December 1995		42	9	14	1	8	0	8	2	4	1	0
January 1996		44	9	14	0	7	0	10	3	5	2	0
February 1996		47	7	15	1	8	0	8	3	6	3	0
March 1996		48	8	13	1	8	0	7	2	4	4	0
April 1996		47	8	14	1	10	0	5	2	4	4	0
May 1996		45	10	16	1	9	0	6	3	4	3	0
June 1996		41	9	15	1	10	0	6	3	5	2	0
July 1996		41	10	16	1	9	0	6	2	4	2	0
August 1996		44	9	14	1	9	0	5	1	3	2	0
September 1996		45	10	15	1	8	0	6	1	2	1	0
October 1996		45	10	13	1	8	0	7	2	3	2	0
November 1996		44	10	13	0	10	0	7	2	4	2	0
December 1996		49	9	13	1	9	0	8	3	5	2	0
January 1997		51	9	10	1	10	0	6	3	5	1	0
February 1997		51	7	9	1	12	0	6	3	6	1	0

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(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
<u>Date of Survey</u>												
March 1997		46	6	8	1	15	1	5	2	5	1	0
April 1997		38	7	10	1	16	1	4	3	4	1	0
May 1997		37	9	11	2	15	1	3	2	2	1	0
June 1997		35	9	11	2	16	0	4	3	3	1	0
July 1997		37	6	11	1	13	0	4	2	3	0	0
August 1997		35	7	10	0	13	0	4	2	3	1	0
September 1997		36	8	11	0	13	0	4	2	2	1	0
October 1997		34	8	12	0	15	0	4	1	2	1	0
November 1997		36	7	12	0	13	0	4	1	1	0	0
December 1997		38	5	13	0	9	0	4	2	1	0	0
January 1998		47	5	12	0	9	0	4	1	2	0	0
February 1998		47	5	15	1	11	0	4	0	2	1	0
March 1998		43	6	17	1	13	0	4	0	2	1	0
April 1998		37	6	16	1	14	0	4	0	1	1	0
May 1998		34	6	13	0	15	0	5	0	1	0	0
June 1998		35	5	13	0	16	0	3	1	1	0	0
July 1998		32	4	16	0	17	0	4	0	0	0	0
August 1998		35	3	17	0	15	0	3	0	0	1	0
September 1998		33	3	16	0	15	0	4	1	1	1	0
October 1998		32	4	17	0	14	0	4	2	2	2	0
November 1998		31	6	19	0	15	0	5	2	2	2	0
December 1998		34	5	20	0	14	0	5	2	1	2	0
January 1999		37	5	18	0	15	0	3	2	1	1	0
February 1999		40	4	15	0	16	0	3	2	2	2	0
March 1999		38	5	16	0	18	0	2	1	2	2	0
April 1999		34	5	15	0	17	0	5	1	2	1	0
May 1999		33	7	16	0	18	0	4	2	2	0	0
June 1999		34	6	14	1	16	0	4	2	1	0	0
July 1999		38	5	12	1	19	0	2	1	1	0	0
August 1999		37	4	14	1	18	0	5	1	1	1	0
September 1999		33	4	13	1	19	1	4	2	1	1	0
October 1999		30	7	12	1	15	2	5	1	1	2	0
November 1999		32	7	10	1	12	2	5	1	1	1	0
December 1999		38	6	9	1	12	1	5	0	1	2	0
January 2000		42	5	10	0	12	0	4	0	0	1	0
February 2000		42	6	9	0	17	1	2	1	0	1	0
March 2000		38	7	11	0	16	0	4	1	1	0	0
April 2000		35	8	12	2	18	0	4	2	1	0	0
May 2000		36	8	12	2	15	0	5	2	1	0	0
June 2000		39	6	10	3	17	0	3	1	1	0	0
July 2000		39	3	9	2	18	0	3	2	1	0	0
August 2000		36	4	9	1	19	0	4	1	1	0	0
September 2000		36	5	12	1	19	0	5	2	1	0	0
October 2000		35	8	12	0	18	0	5	2	2	0	0
November 2000		34	9	11	1	18	0	3	2	2	0	0
December 2000		33	8	9	0	17	0	3	2	2	1	0

TABLE 36

## SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
January	2001	33	5	9	0	15	0	4	1	4	2	0
February	2001	32	4	9	0	12	0	5	1	5	4	0
March	2001	32	4	11	0	10	1	5	1	4	6	0
April	2001	31	4	12	0	8	1	6	2	5	8	0
May	2001	30	5	11	0	7	1	6	2	7	7	0
June	2001	31	7	9	0	6	0	6	2	8	6	0
July	2001	33	7	9	0	5	0	6	1	6	6	0
August	2001	38	5	11	0	6	0	5	1	5	7	0
September	2001	35	4	12	0	8	0	3	1	4	9	0
October	2001	35	3	14	0	9	0	2	0	3	11	0
November	2001	32	3	14	0	6	0	4	0	3	14	0
December	2001	36	3	16	0	2	0	5	1	8	13	0
January	2002	36	2	18	0	2	0	5	1	11	12	0
February	2002	39	2	19	0	3	0	3	1	13	8	0
March	2002	40	1	19	0	4	0	3	1	11	8	0
April	2002	37	1	19	0	4	0	4	1	11	8	0
May	2002	32	1	17	0	6	0	5	1	8	8	0
June	2002	30	1	16	0	5	0	4	1	7	8	0
July	2002	33	1	14	0	5	0	3	1	7	8	0
August	2002	36	2	14	0	3	0	3	1	8	8	0
September	2002	34	2	18	0	4	0	2	2	8	8	0
October	2002	33	2	22	0	5	0	4	1	9	7	0
November	2002	32	3	24	0	5	0	4	1	9	8	0
December	2002	36	3	24	0	4	0	5	1	10	8	0
January	2003	37	2	22	0	3	0	4	1	9	11	0
February	2003	36	1	22	0	4	0	4	1	8	13	0
March	2003	27	2	20	0	5	0	5	3	8	13	0
April	2003	23	2	20	1	5	0	4	4	8	13	0
May	2003	24	1	23	0	4	0	5	4	9	9	0
June	2003	30	0	25	0	2	0	3	3	11	9	0
July	2003	36	1	29	0	2	0	4	1	10	6	0
August	2003	36	3	31	0	3	0	5	2	11	6	0
September	2003	32	4	30	0	5	0	7	2	10	5	0
October	2003	30	4	26	0	4	0	7	2	10	7	0
November	2003	31	4	23	0	5	0	5	1	8	8	0
December	2003	36	3	22	0	5	0	4	2	8	7	0
January	2004	37	2	26	0	7	0	3	2	5	4	0
February	2004	37	3	26	0	5	0	4	3	6	4	0
March	2004	36	4	26	1	4	0	3	1	5	2	0
April	2004	35	5	24	1	5	0	3	1	6	5	0
May	2004	31	5	23	0	8	0	4	2	5	6	0
June	2004	30	5	26	0	7	1	5	2	4	6	0
July	2004	32	5	28	0	6	1	5	2	4	5	0
August	2004	36	5	28	0	4	1	5	2	3	4	0
September	2004	37	5	24	0	5	0	5	2	5	4	0
October	2004	33	5	23	0	5	0	5	3	5	4	0
November	2004	33	6	23	1	6	0	5	2	6	3	0

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE  
HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

Date of Survey	GOOD TIME TO BUY						BAD TIME TO BUY				
	Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
December 2004	35	6	23	1	6	0	3	2	5	3	0
January 2005	39	6	23	1	6	0	4	2	3	3	0
February 2005	40	5	21	0	6	0	4	1	2	3	0
March 2005	34	4	23	2	6	0	6	2	1	3	0
April 2005	28	7	21	2	5	0	8	2	3	2	0
May 2005	25	6	19	3	6	0	9	3	4	3	0
June 2005	29	8	15	1	5	0	8	2	4	1	0
July 2005	33	7	13	1	8	0	8	2	3	1	0
August 2005	38	10	16	0	6	0	8	1	4	0	0
September 2005	37	11	17	1	5	0	9	1	5	0	0
October 2005	35	12	15	1	3	0	10	2	6	2	0
November 2005	31	11	15	1	3	0	10	2	5	3	0
December 2005	37	7	14	1	4	0	8	1	5	3	0
January 2006	41	4	14	2	4	0	5	2	5	2	0
February 2006	48	5	13	1	5	0	6	2	5	1	0
March 2006	41	7	14	1	7	0	5	5	6	2	0
April 2006	35	9	12	1	9	0	6	4	6	2	0
May 2006	25	9	9	1	7	0	9	5	6	3	0
June 2006	27	10	7	1	4	0	10	3	5	3	0
July 2006	29	8	9	0	2	0	12	4	5	3	0
August 2006	31	8	12	0	3	0	8	3	7	2	0
September 2006	30	6	13	0	5	1	8	3	8	1	0
October 2006	32	8	11	0	5	1	6	3	9	1	0
November 2006	40	6	10	0	5	1	8	2	9	1	0
December 2006	48	8	11	0	3	1	7	2	7	2	0
January 2007	49	7	13	0	4	1	6	1	6	3	0
February 2007	48	6	12	0	4	1	2	1	3	5	0
March 2007	39	5	11	0	6	0	3	4	3	4	0
April 2007	35	6	13	1	6	0	6	4	2	5	0
May 2007	32	7	15	1	6	0	8	3	4	3	0
June 2007	35	7	18	1	5	0	10	1	4	3	0
July 2007	36	6	17	0	5	0	7	1	7	1	0
August 2007	35	6	15	0	4	0	6	2	9	1	0
September 2007	33	6	13	0	2	0	3	3	9	3	0
October 2007	35	5	12	0	1	1	6	4	6	5	0
November 2007	33	5	13	0	3	1	6	4	8	6	0
December 2007	39	3	11	0	3	1	7	4	9	7	0
January 2008	39	4	10	0	2	1	4	3	11	6	0
February 2008	41	4	8	1	2	0	4	3	12	9	0
March 2008	32	5	8	1	3	0	5	2	15	8	0
April 2008	27	4	8	1	3	0	10	2	19	9	0
May 2008	25	3	6	0	4	0	11	2	20	10	0
June 2008	23	4	6	0	3	1	12	3	24	10	0
July 2008	31	4	6	0	3	1	9	3	21	11	0
August 2008	31	5	7	0	2	1	8	3	23	9	0
September 2008	33	4	8	0	1	0	7	4	25	10	0



TABLE 36

## SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
October	2008	27	4	6	0	1	0	7	5	29	12	0
November	2008	28	3	6	0	1	0	11	6	25	20	0
December	2008	33	2	4	0	1	0	10	7	21	19	0
January	2009	34	1	3	0	1	0	11	6	20	21	0
February	2009	37	1	7	0	2	0	8	5	22	18	0
March	2009	36	0	9	0	2	0	9	4	18	25	0
April	2009	35	0	9	0	2	0	7	5	18	27	0
May	2009	38	0	5	0	1	0	6	5	17	27	0
June	2009	39	0	5	0	0	0	5	5	25	18	0
July	2009	48	0	7	0	0	0	3	3	21	14	0
August	2009	50	1	9	0	0	0	3	3	20	11	0
September	2009	51	2	9	0	1	0	3	4	17	14	0
October	2009	48	3	6	0	1	0	4	5	20	14	0
November	2009	46	2	6	0	1	0	3	5	24	17	0
December	2009	45	1	9	1	0	0	5	4	20	20	0
January	2010	46	1	12	1	1	1	5	2	19	17	0
February	2010	46	1	14	1	1	1	5	1	12	14	0
March	2010	52	1	11	0	1	1	3	2	11	7	0
April	2010	52	1	12	0	1	0	2	4	10	8	0
May	2010	49	2	9	0	1	0	3	5	13	8	0
June	2010	44	2	9	0	2	0	5	4	13	13	0
July	2010	44	2	5	0	4	0	4	3	15	11	0
August	2010	45	2	9	1	4	0	5	4	17	11	0
September	2010	49	2	7	1	2	0	4	5	17	11	0
October	2010	47	3	5	1	0	1	9	4	16	11	0
November	2010	51	3	4	0	0	1	7	2	11	11	0
December	2010	44	3	9	0	1	1	7	3	15	9	0
January	2011	43	1	11	0	1	0	3	3	14	11	0
February	2011	40	2	11	0	1	0	3	4	18	11	0
March	2011	43	2	9	0	0	0	3	1	15	10	0
April	2011	40	6	14	0	1	0	3	1	14	9	0
May	2011	38	6	14	0	2	0	6	2	14	9	0
June	2011	35	7	15	0	3	0	10	2	15	10	0
July	2011	36	3	10	0	2	0	11	3	20	11	0
August	2011	34	3	8	0	1	0	12	2	15	10	0
September	2011	31	3	7	0	0	0	9	4	21	12	0
October	2011	35	4	11	0	1	0	10	3	17	12	0
November	2011	32	5	15	0	1	0	10	3	21	17	0
December	2011	41	4	14	0	3	0	9	2	16	12	0
January	2012	42	6	9	0	2	0	10	2	11	13	0
February	2012	46	6	7	0	4	0	7	3	13	6	0
March	2012	42	6	9	0	4	1	9	4	14	10	0
April	2012	41	5	8	0	7	1	6	6	15	12	0
May	2012	43	3	8	0	6	1	7	4	9	13	0
June	2012	39	2	7	0	4	0	8	3	15	14	0
July	2012	41	0	12	0	4	0	9	1	19	10	0

TABLE 36

## SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
August	2012	43	4	15	0	4	0	7	4	18	13	0
September	2012	47	7	13	0	5	1	5	4	11	13	0
October	2012	41	9	9	0	4	1	6	6	12	13	0
November	2012	39	6	7	0	4	1	6	4	14	13	0
December	2012	44	5	9	0	4	0	6	2	15	10	0
January	2013	49	5	6	0	4	0	5	0	11	10	0
February	2013	41	6	7	0	5	0	7	2	13	7	0
March	2013	35	6	7	0	5	0	7	3	15	8	0
April	2013	34	7	13	0	6	0	9	4	16	7	0
May	2013	41	9	15	0	5	0	6	3	12	7	0
June	2013	43	9	13	0	8	0	6	2	9	5	0
July	2013	44	6	11	1	7	0	5	1	7	6	0
August	2013	39	6	7	1	9	0	9	3	8	5	0
September	2013	37	6	10	2	8	0	8	4	6	5	0
October	2013	33	8	9	1	10	0	9	5	5	6	0
November	2013	34	9	9	1	9	0	4	2	7	9	0
December	2013	35	8	6	0	6	0	4	4	7	10	0
January	2014	37	8	7	0	5	0	5	3	8	8	0
February	2014	36	7	9	0	6	0	6	4	7	5	0
March	2014	34	8	10	0	9	0	7	2	8	4	0
April	2014	30	7	8	0	11	0	7	2	9	5	0
May	2014	30	7	10	0	9	0	8	1	8	6	0
June	2014	29	7	10	0	8	0	12	3	8	5	0
July	2014	31	8	11	1	9	0	12	3	8	5	0
August	2014	34	7	8	1	8	0	13	3	8	3	0
September	2014	38	6	10	2	8	0	11	2	6	4	0
October	2014	36	4	9	1	5	0	12	2	8	4	0
November	2014	38	5	10	1	8	0	10	1	6	6	0
December	2014	42	5	9	0	10	1	9	1	8	5	0
January	2015	44	6	10	0	13	1	7	2	5	4	0
February	2015	41	5	9	0	13	1	8	2	5	3	0
March	2015	36	7	9	0	12	0	9	1	3	5	0
April	2015	35	8	9	0	11	1	8	0	4	5	0
May	2015	35	8	9	1	11	1	9	1	5	6	0
June	2015	35	7	10	1	12	1	8	1	5	5	0
July	2015	36	7	10	1	12	0	7	1	4	4	0
August	2015	39	9	11	0	12	0	6	1	4	4	0
September	2015	37	9	9	0	10	0	9	0	3	3	0
October	2015	38	8	9	1	11	0	9	0	3	3	0
November	2015	41	6	10	1	12	0	9	1	3	2	0
December	2015	49	6	12	1	12	1	4	1	3	4	0
January	2016	49	6	12	2	14	1	4	1	4	4	0
February	2016	46	5	10	1	14	1	6	1	3	4	0
March	2016	36	6	11	1	15	0	9	2	3	3	0
April	2016	32	7	11	0	13	0	10	2	2	3	0
May	2016	33	7	13	0	13	0	7	1	2	1	0

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE  
HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
June	2016	38	7	13	1	13	0	5	1	2	1	0
July	2016	40	6	13	1	14	0	5	0	3	4	0
August	2016	37	7	10	0	13	1	5	1	3	6	0
September	2016	35	7	10	1	12	1	6	1	4	7	0
October	2016	35	8	8	1	10	0	6	1	3	4	0
November	2016	36	7	11	1	11	0	7	1	3	3	0
December	2016	40	6	9	0	13	0	8	1	3	2	0
January	2017	42	7	9	0	14	0	9	1	3	4	0
February	2017	36	9	5	0	13	0	9	1	4	5	0
March	2017	31	10	4	1	14	0	9	1	4	5	0
April	2017	29	10	6	1	12	1	10	0	3	4	0
May	2017	35	8	7	1	13	0	9	0	2	4	0
June	2017	36	8	9	1	12	0	10	1	2	4	0
July	2017	38	6	8	0	14	0	8	1	3	4	0
August	2017	35	7	8	0	13	0	9	2	4	4	0
September	2017	33	7	7	1	15	1	8	1	5	4	0
October	2017	30	9	8	2	16	1	8	1	5	3	0
November	2017	34	11	7	2	17	1	7	1	3	3	0
December	2017	39	11	7	1	15	0	7	1	2	3	0
January	2018	39	10	5	0	15	0	8	2	2	3	0
February	2018	34	10	6	0	14	0	9	2	4	2	0
March	2018	28	11	6	0	14	0	10	2	4	2	0
April	2018	29	12	7	1	15	0	10	1	4	2	0
May	2018	30	10	6	1	14	0	12	2	4	2	0
June	2018	34	10	6	1	16	0	10	2	4	3	0
July	2018	36	11	6	1	14	0	11	2	4	4	0
August	2018	35	11	6	1	16	1	10	2	4	4	0
September	2018	35	11	5	1	15	1	13	3	4	2	0
October	2018	35	11	3	1	16	1	14	3	4	1	0
November	2018	39	12	4	1	13	1	13	3	4	1	0
December	2018	41	10	3	0	11	1	12	2	4	2	0
January	2019	41	8	2	0	13	1	13	1	4	3	0
February	2019	41	7	2	0	15	1	12	2	3	2	0
March	2019	36	8	3	1	17	0	13	3	3	2	0
April	2019	36	8	4	1	16	0	12	3	3	2	0
May	2019	34	7	5	1	16	0	13	3	2	2	0
June	2019	35	8	7	0	16	0	12	2	1	2	0
July	2019	36	9	6	0	14	0	14	1	2	2	0
August	2019	37	10	7	0	13	0	14	1	2	3	0
September	2019	34	9	6	0	13	0	15	2	4	4	0
October	2019	33	10	7	0	13	1	15	2	2	6	0
November	2019	35	9	7	0	12	0	15	1	3	4	0
December	2019	43	7	7	0	11	0	15	1	2	5	0
January	2020	45	6	5	0	11	0	17	1	3	3	0
February	2020	42	6	5	0	13	1	17	1	3	3	0
March	2020	35	7	5	0	15	1	16	1	4	5	1

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE  
HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
April	2020	30	5	5	0	12	1	11	2	9	16	1
May	2020	29	4	3	0	9	1	9	2	12	26	2
June	2020	30	2	4	0	4	1	8	2	17	32	1
July	2020	30	2	5	0	4	1	9	3	16	29	3
August	2020	29	2	5	0	5	1	11	3	17	26	4
September	2020	28	2	5	0	6	1	12	3	16	24	7
October	2020	29	2	4	0	7	0	12	2	15	21	7
November	2020	31	3	3	0	7	0	12	2	16	18	6
December	2020	33	2	4	0	9	0	10	3	15	16	6
January	2021	32	2	6	0	10	1	10	2	14	18	5
February	2021	30	2	7	0	11	1	9	2	14	16	6
March	2021	25	5	6	0	13	2	11	1	12	14	5
April	2021	25	6	6	0	16	2	12	1	12	10	7
May	2021	23	8	7	0	16	2	17	0	9	9	8
June	2021	24	7	8	0	14	2	22	0	8	8	11
July	2021	23	6	7	0	13	2	25	1	7	8	12
August	2021	23	6	3	0	11	2	26	1	7	7	17
September	2021	22	7	3	0	10	2	22	1	7	7	17
October	2021	21	7	3	0	8	3	25	1	6	8	20
November	2021	21	7	5	0	6	4	28	1	6	7	23
December	2021	21	7	4	0	4	4	34	1	7	6	26
January	2022	20	9	3	0	3	5	38	0	7	5	27
February	2022	16	10	2	0	3	4	39	1	7	6	24
March	2022	12	11	2	1	2	3	40	1	6	5	25
April	2022	12	12	2	1	3	2	37	1	6	6	23
May	2022	13	12	2	1	3	1	38	1	5	7	23
June	2022	14	11	1	0	3	2	39	2	3	7	23
July	2022	13	9	2	0	3	2	47	2	5	6	23
August	2022	15	8	1	0	3	2	52	3	7	6	22
September	2022	15	8	1	0	3	2	53	3	8	7	21
October	2022	16	9	0	1	2	2	49	4	7	7	19
November	2022	17	9	0	1	2	3	47	5	7	6	17
December	2022	22	10	1	0	3	2	43	5	7	8	13
January	2023	23	9	1	0	3	2	43	6	7	10	12
February	2023	25	12	1	0	4	2	36	5	7	11	9
March	2023	21	12	1	0	5	3	36	5	11	12	7
April	2023	23	14	1	0	5	3	32	6	11	11	6
May	2023	22	10	1	0	6	4	34	7	11	11	7
June	2023	22	10	2	0	5	4	31	8	11	8	7
July	2023	23	10	2	0	6	4	31	7	10	6	6
August	2023	21	11	2	1	6	3	31	8	9	5	4
September	2023	23	10	2	1	7	2	34	6	7	6	3
October	2023	26	9	2	1	5	2	35	6	7	6	3
November	2023	31	8	2	0	3	2	33	5	10	7	3
December	2023	29	9	2	0	2	2	31	7	8	7	2
January	2024	27	8	2	0	3	3	29	8	11	7	2

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES  
(Three Month Moving Averages)**

<u>Date of Survey</u>		<u>GOOD TIME TO BUY</u>						<u>BAD TIME TO BUY</u>				
		<u>Prices Low; Good Buys Available</u>	<u>Prices Won't Come Down</u>	<u>Interest Rate Low Credit Easy</u>	<u>Borrow in Advance Rising Rates</u>	<u>Times Good Prosperity</u>	<u>Supply Adequate</u>	<u>Prices High</u>	<u>Interest Rates High; Credit Tight</u>	<u>Can't Afford To Buy</u>	<u>Uncertain Future</u>	<u>Supply Inadequate</u>
February	2024	26	9	2	0	4	3	30	8	10	6	1
March	2024	26	11	1	0	5	3	31	6	10	5	1
April	2024	25	13	2	0	4	3	30	5	9	5	1
May	2024	21	13	2	0	5	3	30	6	10	5	1