The question was: "Speaking now of the automobile market -- do you think the next 12 months or so will be a good time or a bad time to buy a new vehicle, such as a car, pickup, van, or sport utility vehicle?"

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| March | 1978 | 57 | 12 | 31 | 100 | 125 | 1153 |
| April | 1978 | 57 | 11 | 32 | 100 | 125 | 1182 |
| May | 1978 | 59 | 9 | 31 | 100 | 128 | 1208 |
| June | 1978 | 59 | 10 | 31 | 100 | 128 | 1169 |
| July | 1978 | 59 | 10 | 31 | 100 | 128 | 1163 |
| August | 1978 | 55 | 11 | 35 | 100 | 120 | 996 |
| September | 1978 | 51 | 10 | 38 | 100 | 113 | 1015 |
| October | 1978 | 49 | 11 | 40 | 100 | 109 | 1008 |
| November | 1978 | 51 | 12 | 37 | 100 | 114 | 1137 |
| December | 1978 | 51 | 13 | 36 | 100 | 115 | 1130 |
| January | 1979 | 51 | 14 | 36 | 100 | 115 | 1183 |
| February | 1979 | 50 | 12 | 38 | 100 | 112 | 1232 |
| March | 1979 | 54 | 11 | 35 | 100 | 118 | 1234 |
| April | 1979 | 54 | 9 | 37 | 100 | 117 | 1274 |
| May | 1979 | 52 | 9 | 39 | 100 | 113 | 1250 |
| June | 1979 | 46 | 8 | 46 | 100 | 100 | 1392 |
| July | 1979 | 41 | 11 | 48 | 100 | 93 | 1473 |
| August | 1979 | 40 | 13 | 48 | 100 | 92 | 1438 |
| September | 1979 | 42 | 13 | 45 | 100 | 97 | 1377 |
| October | 1979 | 48 | 10 | 42 | 100 | 106 | 1380 |
| November | 1979 | 50 | 7 | 43 | 100 | 108 | 1451 |
| December | 1979 | 49 | 6 | 45 | 100 | 104 | 1440 |
| January | 1980 | 46 | 6 | 48 | 100 | 98 | 1278 |
| February | 1980 | 48 | 5 | 47 | 100 | 101 | 1149 |
| March | 1980 | 52 | 6 | 42 | 100 | 110 | 1044 |
| April | 1980 | 50 | 8 | 42 | 100 | 108 | 1019 |
| May | 1980 | 44 | 8 | 48 | 100 | 96 | 843 |
| June | 1980 | 41 | 9 | 49 | 100 | 92 | 877 |
| July | 1980 | 43 | 9 | 49 | 100 | 94 | 827 |
| August | 1980 | 48 | 10 | 43 | 100 | 105 | 820 |
| September | 1980 | 48 | 8 | 44 | 100 | 104 | 789 |
| October | 1980 | 50 | 7 | 43 | 100 | 107 | 816 |
| November | 1980 | 49 | 7 | 44 | 100 | 105 | 806 |
| December | 1980 | 47 | 7 | 47 | 100 | 100 | 789 |
| January | 1981 | 45 | 8 | 47 | 100 | 98 | 786 |
| February | 1981 | 45 | 8 | 48 | 100 | 97 | 804 |
| March | 1981 | 47 | 7 | 46 | 100 | 101 | 810 |
| April | 1981 | 47 | 7 | 46 | 100 | 100 | 805 |
| May | 1981 | 49 | 6 | 45 | 100 | 105 | 803 |
| June | 1981 | 45 | 7 | 48 | 100 | 98 | 802 |
| July | 1981 | 45 | 6 | 49 | 100 | 96 | 826 |
| August | 1981 | 43 | 5 | 51 | 100 | 92 | 811 |
| September | 1981 | 46 | 4 | 50 | 100 | 96 | 813 |
| October | 1981 | 46 | 4 | 50 | 100 | 96 | 819 |
| November | 1981 | 44 | 6 | 50 | 100 | 93 | 848 |
| December | 1981 | 41 | 7 | 51 | 100 | 90 | 841 |
| January | 1982 | 42 | 7 | 51 | 100 | 91 | 845 |
| February | 1982 | 41 | 7 | 52 | 100 | 89 | 828 |
| March | 1982 | 43 | 7 | 50 | 100 | 93 | 853 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | $\underline{\text { Relative }}$ | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| April | 1982 | 44 | 7 | 50 | 100 | 94 | 846 |
| May | 1982 | 47 | 6 | 47 | 100 | 100 | 857 |
| June | 1982 | 47 | 6 | 47 | 100 | 100 | 857 |
| July | 1982 | 46 | 5 | 49 | 100 | 97 | 876 |
| August | 1982 | 43 | 5 | 51 | 100 | 92 | 866 |
| September | 1982 | 44 | 7 | 48 | 100 | 96 | 858 |
| October | 1982 | 47 | 8 | 44 | 100 | 103 | 836 |
| November | 1982 | 50 | 7 | 42 | 100 | 108 | 843 |
| December | 1982 | 54 | 6 | 40 | 100 | 115 | 834 |
| January | 1983 | 56 | 5 | 40 | 100 | 116 | 834 |
| February | 1983 | 60 | 5 | 35 | 100 | 125 | 831 |
| March | 1983 | 62 | 4 | 35 | 100 | 127 | 831 |
| April | 1983 | 67 | 3 | 30 | 100 | 136 | 836 |
| May | 1983 | 70 | 3 | 27 | 100 | 142 | 844 |
| June | 1983 | 72 | 4 | 24 | 100 | 149 | 864 |
| July | 1983 | 73 | 4 | 23 | 100 | 150 | 823 |
| August | 1983 | 73 | 5 | 22 | 100 | 152 | 799 |
| September | 1983 | 70 | 4 | 25 | 100 | 145 | 797 |
| October | 1983 | 67 | 5 | 28 | 100 | 139 | 824 |
| November | 1983 | 64 | 6 | 30 | 100 | 134 | 837 |
| December | 1983 | 64 | 7 | 29 | 100 | 135 | 835 |
| January | 1984 | 68 | 6 | 26 | 100 | 143 | 801 |
| February | 1984 | 69 | 6 | 25 | 100 | 144 | 800 |
| March | 1984 | 70 | 6 | 24 | 100 | 147 | 808 |
| April | 1984 | 66 | 8 | 26 | 100 | 139 | 843 |
| May | 1984 | 66 | 7 | 27 | 100 | 139 | 827 |
| June | 1984 | 65 | 7 | 29 | 100 | 136 | 796 |
| July | 1984 | 66 | 5 | 28 | 100 | 138 | 751 |
| August | 1984 | 65 | 6 | 29 | 100 | 136 | 780 |
| September | 1984 | 65 | 5 | 30 | 100 | 135 | 799 |
| October | 1984 | 64 | 6 | 29 | 100 | 135 | 844 |
| November | 1984 | 62 | 6 | 32 | 100 | 130 | 800 |
| December | 1984 | 60 | 7 | 33 | 100 | 126 | 787 |
| January | 1985 | 63 | 6 | 31 | 100 | 132 | 736 |
| February | 1985 | 65 | 5 | 29 | 100 | 136 | 761 |
| March | 1985 | 70 | 5 | 25 | 100 | 145 | 739 |
| April | 1985 | 70 | 5 | 25 | 100 | 144 | 746 |
| May | 1985 | 72 | 4 | 24 | 100 | 148 | 704 |
| June | 1985 | 73 | 4 | 23 | 100 | 150 | 712 |
| July | 1985 | 76 | 3 | 21 | 100 | 154 | 696 |
| August | 1985 | 76 | 5 | 19 | 100 | 157 | 709 |
| September | 1985 | 76 | 5 | 19 | 100 | 157 | 687 |
| October | 1985 | 72 | 6 | 22 | 100 | 151 | 715 |
| November | 1985 | 75 | 4 | 21 | 100 | 154 | 717 |
| December | 1985 | 74 | 4 | 22 | 100 | 151 | 753 |
| January | 1986 | 77 | 4 | 19 | 100 | 157 | 754 |
| February | 1986 | 78 | 4 | 18 | 100 | 160 | 788 |
| March | 1986 | 82 | 3 | 15 | 100 | 167 | 750 |
| April | 1986 | 81 | 3 | 16 | 100 | 165 | 753 |
| May | 1986 | 80 | 3 | 17 | 100 | 163 | 739 |
| June | 1986 | 81 | 3 | 16 | 100 | 165 | 771 |
| July | 1986 | 83 | 3 | 14 | 100 | 169 | 766 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)
$\left.\begin{array}{lllllllll}\text { Date of } & \text { Survey } & \text { Good Time } & & \text { Uncertain } & & \text { Bad Time } & & \text { Total }\end{array}\right)$

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of Survey |  | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December | 1990 | 50 | 4 | 46 | 100 | 103 | 473 |
| January | 1991 | 49 | 3 | 48 | 100 | 102 | 506 |
| February | 1991 | 53 | 4 | 43 | 100 | 109 | 539 |
| March | 1991 | 59 | 5 | 36 | 100 | 122 | 546 |
| April | 1991 | 63 | 6 | 32 | 100 | 131 | 512 |
| May | 1991 | 66 | 4 | 30 | 100 | 135 | 484 |
| June | 1991 | 67 | 3 | 30 | 100 | 137 | 485 |
| July | 1991 | 68 | 2 | 30 | 100 | 138 | 497 |
| August | 1991 | 68 | 3 | 29 | 100 | 139 | 532 |
| September | 1991 | 66 | 4 | 30 | 100 | 136 | 510 |
| October | 1991 | 66 | 4 | 30 | 100 | 136 | 525 |
| November | 1991 | 68 | 3 | 29 | 100 | 138 | 509 |
| December | 1991 | 66 | 5 | 29 | 100 | 137 | 530 |
| January | 1992 | 67 | 4 | 28 | 100 | 139 | 526 |
| February | 1992 | 65 | 5 | 31 | 100 | 134 | 525 |
| March | 1992 | 67 | 3 | 30 | 100 | 137 | 511 |
| April | 1992 | 65 | 4 | 32 | 100 | 133 | 517 |
| May | 1992 | 66 | 4 | 30 | 100 | 136 | 525 |
| June | 1992 | 69 | 4 | 27 | 100 | 141 | 534 |
| July | 1992 | 70 | 3 | 27 | 100 | 144 | 510 |
| August | 1992 | 69 | 3 | 28 | 100 | 141 | 505 |
| September | 1992 | 68 | 4 | 29 | 100 | 139 | 500 |
| October | 1992 | 65 | 5 | 30 | 100 | 135 | 507 |
| November | 1992 | 67 | 5 | 28 | 100 | 139 | 499 |
| December | 1992 | 68 | 4 | 28 | 100 | 140 | 491 |
| January | 1993 | 71 | 4 | 25 | 100 | 146 | 476 |
| February | 1993 | 68 | 5 | 27 | 100 | 141 | 466 |
| March | 1993 | 65 | 6 | 29 | 100 | 136 | 480 |
| April | 1993 | 65 | 6 | 29 | 100 | 136 | 485 |
| May | 1993 | 69 | 6 | 25 | 100 | 143 | 489 |
| June | 1993 | 69 | 7 | 24 | 100 | 145 | 477 |
| July | 1993 | 71 | 5 | 24 | 100 | 147 | 460 |
| August | 1993 | 70 | 5 | 25 | 100 | 145 | 454 |
| September | 1993 | 70 | 4 | 26 | 100 | 144 | 447 |
| October | 1993 | 67 | 4 | 28 | 100 | 139 | 464 |
| November | 1993 | 68 | 4 | 29 | 100 | 139 | 466 |
| December | 1993 | 71 | 3 | 26 | 100 | 145 | 470 |
| January | 1994 | 74 | 4 | 22 | 100 | 152 | 467 |
| February | 1994 | 76 | 4 | 20 | 100 | 157 | 476 |
| March | 1994 | 75 | 6 | 19 | 100 | 156 | 453 |
| April | 1994 | 77 | 5 | 17 | 100 | 160 | 451 |
| May | 1994 | 74 | 6 | 20 | 100 | 154 | 441 |
| June | 1994 | 74 | 4 | 22 | 100 | 152 | 463 |
| July | 1994 | 72 | 4 | 23 | 100 | 149 | 481 |
| August | 1994 | 73 | 4 | 23 | 100 | 149 | 496 |
| September | 1994 | 72 | 5 | 23 | 100 | 148 | 496 |
| October | 1994 | 68 | 6 | 27 | 100 | 141 | 483 |
| November | 1994 | 69 | 6 | 26 | 100 | 143 | 475 |
| December | 1994 | 66 | 6 | 27 | 100 | 139 | 476 |
| January | 1995 | 68 | 5 | 26 | 100 | 142 | 491 |
| February | 1995 | 65 | 6 | 29 | 100 | 136 | 484 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of S | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| March | 1995 | 65 | 5 | 30 | 100 | 135 | 488 |
| April | 1995 | 62 | 7 | 32 | 100 | 130 | 478 |
| May | 1995 | 63 | 5 | 32 | 100 | 130 | 488 |
| June | 1995 | 65 | 4 | 31 | 100 | 133 | 482 |
| July | 1995 | 67 | 2 | 30 | 100 | 137 | 490 |
| August | 1995 | 69 | 3 | 28 | 100 | 140 | 478 |
| September | 1995 | 67 | 4 | 29 | 100 | 138 | 478 |
| October | 1995 | 67 | 6 | 28 | 100 | 139 | 459 |
| November | 1995 | 65 | 6 | 28 | 100 | 137 | 464 |
| December | 1995 | 68 | 7 | 26 | 100 | 142 | 454 |
| January | 1996 | 65 | 5 | 29 | 100 | 136 | 481 |
| February | 1996 | 67 | 4 | 28 | 100 | 139 | 462 |
| March | 1996 | 67 | 4 | 28 | 100 | 139 | 481 |
| April | 1996 | 70 | 6 | 23 | 100 | 147 | 434 |
| May | 1996 | 67 | 8 | 25 | 100 | 142 | 443 |
| June | 1996 | 65 | 9 | 26 | 100 | 139 | 422 |
| July | 1996 | 67 | 6 | 26 | 100 | 141 | 455 |
| August | 1996 | 72 | 6 | 22 | 100 | 150 | 456 |
| September | 1996 | 74 | 3 | 22 | 100 | 152 | 467 |
| October | 1996 | 71 | 4 | 25 | 100 | 146 | 421 |
| November | 1996 | 68 | 4 | 29 | 100 | 139 | 418 |
| December | 1996 | 66 | 5 | 29 | 100 | 137 | 407 |
| January | 1997 | 67 | 7 | 26 | 100 | 141 | 453 |
| February | 1997 | 65 | 7 | 28 | 100 | 137 | 473 |
| March | 1997 | 65 | 6 | 29 | 100 | 135 | 476 |
| April | 1997 | 65 | 4 | 31 | 100 | 134 | 448 |
| May | 1997 | 67 | 4 | 28 | 100 | 139 | 433 |
| June | 1997 | 71 | 4 | 25 | 100 | 145 | 415 |
| July | 1997 | 70 | 5 | 26 | 100 | 144 | 428 |
| August | 1997 | 68 | 6 | 26 | 100 | 142 | 410 |
| September | 1997 | 68 | 8 | 25 | 100 | 143 | 421 |
| October | 1997 | 69 | 7 | 23 | 100 | 146 | 407 |
| November | 1997 | 71 | 7 | 22 | 100 | 149 | 421 |
| December | 1997 | 70 | 8 | 22 | 100 | 148 | 395 |
| January | 1998 | 70 | 9 | 21 | 100 | 149 | 390 |
| February | 1998 | 71 | 12 | 18 | 100 | 153 | 353 |
| March | 1998 | 71 | 12 | 17 | 100 | 154 | 386 |
| April | 1998 | 71 | 12 | 18 | 100 | 153 | 395 |
| May | 1998 | 69 | 10 | 20 | 100 | 149 | 415 |
| June | 1998 | 72 | 8 | 20 | 100 | 152 | 404 |
| July | 1998 | 73 | 10 | 17 | 100 | 155 | 402 |
| August | 1998 | 74 | 11 | 15 | 100 | 160 | 390 |
| September | 1998 | 69 | 13 | 18 | 100 | 152 | 413 |
| October | 1998 | 70 | 12 | 19 | 100 | 151 | 410 |
| November | 1998 | 72 | 9 | 19 | 100 | 153 | 417 |
| December | 1998 | 74 | 8 | 18 | 100 | 156 | 416 |
| January | 1999 | 75 | 8 | 17 | 100 | 158 | 423 |
| February | 1999 | 72 | 9 | 19 | 100 | 153 | 439 |
| March | 1999 | 72 | 9 | 19 | 100 | 153 | 439 |
| April | 1999 | 68 | 11 | 21 | 100 | 147 | 443 |
| May | 1999 | 71 | 9 | 20 | 100 | 151 | 422 |
| June | 1999 | 68 | 9 | 23 | 100 | 145 | 410 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of S | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| July | 1999 | 73 | 5 | 22 | 100 | 151 | 391 |
| August | 1999 | 69 | 4 | 27 | 100 | 142 | 406 |
| September | 1999 | 70 | 5 | 25 | 100 | 145 | 412 |
| October | 1999 | 65 | 6 | 28 | 100 | 137 | 412 |
| November | 1999 | 68 | 8 | 24 | 100 | 145 | 397 |
| December | 1999 | 68 | 7 | 25 | 100 | 143 | 387 |
| January | 2000 | 69 | 8 | 23 | 100 | 147 | 387 |
| February | 2000 | 68 | 10 | 22 | 100 | 146 | 384 |
| March | 2000 | 68 | 10 | 22 | 100 | 146 | 377 |
| April | 2000 | 70 | 8 | 22 | 100 | 148 | 380 |
| May | 2000 | 68 | 8 | 24 | 100 | 144 | 396 |
| June | 2000 | 67 | 10 | 24 | 100 | 143 | 409 |
| July | 2000 | 65 | 11 | 24 | 100 | 142 | 416 |
| August | 2000 | 69 | 10 | 22 | 100 | 147 | 412 |
| September | 2000 | 73 | 8 | 18 | 100 | 155 | 382 |
| October | 2000 | 73 | 9 | 18 | 100 | 155 | 364 |
| November | 2000 | 72 | 9 | 19 | 100 | 154 | 350 |
| December | 2000 | 69 | 11 | 19 | 100 | 150 | 368 |
| January | 2001 | 70 | 10 | 20 | 100 | 150 | 373 |
| February | 2001 | 70 | 9 | 21 | 100 | 149 | 370 |
| March | 2001 | 70 | 8 | 22 | 100 | 149 | 352 |
| April | 2001 | 66 | 6 | 28 | 100 | 138 | 348 |
| May | 2001 | 63 | 7 | 29 | 100 | 134 | 347 |
| June | 2001 | 60 | 9 | 32 | 100 | 128 | 354 |
| July | 2001 | 61 | 13 | 26 | 100 | 134 | 341 |
| August | 2001 | 61 | 15 | 24 | 100 | 137 | 357 |
| September | 2001 | 61 | 16 | 23 | 100 | 138 | 332 |
| October | 2001 | 66 | 13 | 21 | 100 | 145 | 345 |
| November | 2001 | 71 | 9 | 20 | 100 | 151 | 335 |
| December | 2001 | 76 | 8 | 16 | 100 | 160 | 367 |
| January | 2002 | 76 | 10 | 14 | 100 | 162 | 361 |
| February | 2002 | 75 | 11 | 14 | 100 | 161 | 371 |
| March | 2002 | 74 | 8 | 17 | 100 | 157 | 361 |
| April | 2002 | 76 | 8 | 16 | 100 | 159 | 352 |
| May | 2002 | 73 | 9 | 17 | 100 | 156 | 356 |
| June | 2002 | 73 | 11 | 17 | 100 | 156 | 362 |
| July | 2002 | 69 | 10 | 20 | 100 | 149 | 368 |
| August | 2002 | 70 | 9 | 20 | 100 | 150 | 357 |
| September | 2002 | 71 | 8 | 20 | 100 | 151 | 335 |
| October | 2002 | 76 | 6 | 18 | 100 | 158 | 328 |
| November | 2002 | 75 | 8 | 17 | 100 | 158 | 340 |
| December | 2002 | 77 | 8 | 14 | 100 | 163 | 358 |
| January | 2003 | 73 | 9 | 18 | 100 | 156 | 373 |
| February | 2003 | 73 | 6 | 21 | 100 | 151 | 344 |
| March | 2003 | 67 | 4 | 29 | 100 | 138 | 337 |
| April | 2003 | 69 | 5 | 26 | 100 | 142 | 336 |
| May | 2003 | 71 | 8 | 22 | 100 | 149 | 340 |
| June | 2003 | 77 | 7 | 17 | 100 | 160 | 348 |
| July | 2003 | 78 | 7 | 16 | 100 | 162 | 351 |
| August | 2003 | 78 | 5 | 17 | 100 | 162 | 335 |
| September | 2003 | 75 | 6 | 19 | 100 | 156 | 322 |
| October | 2003 | 75 | 6 | 19 | 100 | 156 | 324 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| November | 2003 | 75 | 6 | 18 | 100 | 157 | 346 |
| December | 2003 | 78 | 7 | 15 | 100 | 163 | 351 |
| January | 2004 | 79 | 5 | 16 | 100 | 163 | 337 |
| February | 2004 | 74 | 7 | 19 | 100 | 155 | 327 |
| March | 2004 | 72 | 6 | 22 | 100 | 150 | 315 |
| April | 2004 | 70 | 7 | 23 | 100 | 147 | 323 |
| May | 2004 | 74 | 5 | 20 | 100 | 154 | 332 |
| June | 2004 | 72 | 5 | 23 | 100 | 149 | 323 |
| July | 2004 | 70 | 5 | 25 | 100 | 145 | 300 |
| August | 2004 | 64 | 5 | 31 | 100 | 133 | 282 |
| September | 2004 | 64 | 7 | 29 | 100 | 135 | 293 |
| October | 2004 | 66 | 7 | 27 | 100 | 139 | 302 |
| November | 2004 | 71 | 6 | 23 | 100 | 148 | 296 |
| December | 2004 | 74 | 6 | 20 | 100 | 154 | 295 |
| January | 2005 | 74 | 5 | 21 | 100 | 153 | 292 |
| February | 2005 | 75 | 6 | 19 | 100 | 155 | 292 |
| March | 2005 | 72 | 5 | 23 | 100 | 149 | 276 |
| April | 2005 | 65 | 8 | 26 | 100 | 139 | 275 |
| May | 2005 | 61 | 8 | 30 | 100 | 131 | 287 |
| June | 2005 | 63 | 8 | 30 | 100 | 133 | 321 |
| July | 2005 | 72 | 5 | 23 | 100 | 149 | 315 |
| August | 2005 | 76 | 4 | 20 | 100 | 157 | 299 |
| September | 2005 | 69 | 5 | 25 | 100 | 144 | 251 |
| October | 2005 | 59 | 5 | 35 | 100 | 124 | 251 |
| November | 2005 | 57 | 5 | 38 | 100 | 119 | 263 |
| December | 2005 | 63 | 3 | 34 | 100 | 129 | 285 |
| January | 2006 | 67 | 5 | 28 | 100 | 139 | 272 |
| February | 2006 | 64 | 5 | 31 | 100 | 134 | 256 |
| March | 2006 | 66 | 6 | 29 | 100 | 137 | 230 |
| April | 2006 | 66 | 3 | 31 | 100 | 134 | 240 |
| May | 2006 | 63 | 4 | 33 | 100 | 129 | 251 |
| June | 2006 | 60 | 3 | 37 | 100 | 122 | 270 |
| July | 2006 | 59 | 6 | 36 | 100 | 123 | 263 |
| August | 2006 | 55 | 5 | 41 | 100 | 114 | 241 |
| September | 2006 | 56 | 7 | 38 | 100 | 118 | 221 |
| October | 2006 | 56 | 6 | 38 | 100 | 118 | 229 |
| November | 2006 | 66 | 6 | 28 | 100 | 138 | 235 |
| December | 2006 | 66 | 4 | 30 | 100 | 136 | 238 |
| January | 2007 | 66 | 6 | 28 | 100 | 138 | 233 |
| February | 2007 | 61 | 8 | 31 | 100 | 131 | 224 |
| March | 2007 | 64 | 8 | 28 | 100 | 137 | 228 |
| April | 2007 | 65 | 8 | 27 | 100 | 138 | 223 |
| May | 2007 | 64 | 6 | 30 | 100 | 134 | 247 |
| June | 2007 | 58 | 7 | 36 | 100 | 122 | 239 |
| July | 2007 | 54 | 4 | 42 | 100 | 112 | 234 |
| August | 2007 | 60 | 4 | 36 | 100 | 123 | 218 |
| September | 2007 | 67 | 3 | 30 | 100 | 137 | 217 |
| October | 2007 | 70 | 4 | 27 | 100 | 143 | 204 |
| November | 2007 | 63 | 4 | 33 | 100 | 131 | 211 |
| December | 2007 | 56 | 4 | 40 | 100 | 116 | 221 |
| January | 2008 | 55 | 3 | 42 | 100 | 113 | 229 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of S | Survey | Good Time | Uncertain | Bad Time | Total | $\underline{\text { Relative }}$ | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| February | 2008 | 53 | 5 | 42 | 100 | 111 | 215 |
| March | 2008 | 52 | 5 | 43 | 100 | 109 | 208 |
| April | 2008 | 51 | 6 | 43 | 100 | 109 | 206 |
| May | 2008 | 52 | 5 | 44 | 100 | 108 | 201 |
| June | 2008 | 49 | 4 | 47 | 100 | 102 | 210 |
| July | 2008 | 50 | 3 | 47 | 100 | 103 | 216 |
| August | 2008 | 53 | 1 | 46 | 100 | 107 | 209 |
| September | 2008 | 53 | 2 | 45 | 100 | 109 | 213 |
| October | 2008 | 50 | 4 | 46 | 100 | 104 | 211 |
| November | 2008 | 46 | 5 | 49 | 100 | 97 | 213 |
| December | 2008 | 52 | 4 | 44 | 100 | 109 | 196 |
| January | 2009 | 56 | 2 | 42 | 100 | 114 | 185 |
| February | 2009 | 64 | 2 | 34 | 100 | 130 | 180 |
| March | 2009 | 63 | 3 | 34 | 100 | 130 | 195 |
| April | 2009 | 58 | 4 | 38 | 100 | 120 | 200 |
| May | 2009 | 58 | 3 | 39 | 100 | 118 | 195 |
| June | 2009 | 62 | 1 | 38 | 100 | 124 | 169 |
| July | 2009 | 68 | 1 | 31 | 100 | 138 | 161 |
| August | 2009 | 70 | 2 | 27 | 100 | 143 | 173 |
| September | 2009 | 67 | 4 | 29 | 100 | 138 | 174 |
| October | 2009 | 64 | 4 | 32 | 100 | 132 | 181 |
| November | 2009 | 59 | 3 | 37 | 100 | 122 | 173 |
| December | 2009 | 57 | 3 | 41 | 100 | 116 | 181 |
| January | 2010 | 62 | 1 | 37 | 100 | 125 | 176 |
| February | 2010 | 65 | 1 | 34 | 100 | 131 | 191 |
| March | 2010 | 67 | 1 | 31 | 100 | 136 | 177 |
| April | 2010 | 67 | 3 | 31 | 100 | 136 | 176 |
| May | 2010 | 67 | 3 | 30 | 100 | 138 | 177 |
| June | 2010 | 72 | 2 | 26 | 100 | 146 | 190 |
| July | 2010 | 71 | 3 | 26 | 100 | 144 | 179 |
| August | 2010 | 68 | 3 | 30 | 100 | 138 | 177 |
| September | 2010 | 62 | 5 | 34 | 100 | 128 | 162 |
| October | 2010 | 60 | 4 | 36 | 100 | 124 | 173 |
| November | 2010 | 63 | 3 | 34 | 100 | 129 | 161 |
| December | 2010 | 66 | 2 | 31 | 100 | 135 | 175 |
| January | 2011 | 65 | 1 | 34 | 100 | 131 | 170 |
| February | 2011 | 59 | 3 | 38 | 100 | 122 | 164 |
| March | 2011 | 57 | 2 | 41 | 100 | 116 | 157 |
| April | 2011 | 57 | 4 | 39 | 100 | 118 | 155 |
| May | 2011 | 59 | 4 | 38 | 100 | 121 | 162 |
| June | 2011 | 57 | 3 | 40 | 100 | 117 | 171 |
| July | 2011 | 60 | 3 | 36 | 100 | 124 | 169 |
| August | 2011 | 57 | 5 | 39 | 100 | 118 | 160 |
| September | 2011 | 55 | 5 | 40 | 100 | 115 | 153 |
| October | 2011 | 51 | 4 | 45 | 100 | 106 | 156 |
| November | 2011 | 52 | 4 | 44 | 100 | 108 | 156 |
| December | 2011 | 49 | 5 | 46 | 100 | 103 | 160 |
| January | 2012 | 49 | 9 | 42 | 100 | 107 | 155 |
| February | 2012 | 50 | 9 | 41 | 100 | 109 | 162 |
| March | 2012 | 56 | 7 | 37 | 100 | 119 | 151 |
| April | 2012 | 63 | 3 | 34 | 100 | 128 | 155 |
| May | 2012 | 63 | 3 | 33 | 100 | 130 | 144 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of S | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June | 2012 | 59 | 6 | 35 | 100 | 123 | 133 |
| July | 2012 | 53 | 6 | 41 | 100 | 112 | 125 |
| August | 2012 | 52 | 5 | 43 | 100 | 108 | 143 |
| September | 2012 | 57 | 4 | 39 | 100 | 119 | 162 |
| October | 2012 | 56 | 3 | 41 | 100 | 115 | 174 |
| November | 2012 | 56 | 4 | 40 | 100 | 117 | 169 |
| December | 2012 | 59 | 3 | 39 | 100 | 120 | 168 |
| January | 2013 | 60 | 3 | 37 | 100 | 123 | 166 |
| February | 2013 | 58 | 2 | 40 | 100 | 117 | 181 |
| March | 2013 | 56 | 4 | 39 | 100 | 117 | 186 |
| April | 2013 | 60 | 4 | 36 | 100 | 124 | 199 |
| May | 2013 | 66 | 3 | 30 | 100 | 136 | 207 |
| June | 2013 | 64 | 1 | 35 | 100 | 129 | 214 |
| July | 2013 | 62 | 2 | 35 | 100 | 127 | 213 |
| August | 2013 | 61 | 4 | 35 | 100 | 126 | 216 |
| September | 2013 | 63 | 5 | 32 | 100 | 131 | 231 |
| October | 2013 | 65 | 4 | 31 | 100 | 134 | 229 |
| November | 2013 | 59 | 4 | 36 | 100 | 123 | 226 |
| December | 2013 | 58 | 5 | 37 | 100 | 121 | 210 |
| January | 2014 | 60 | 5 | 36 | 100 | 124 | 219 |
| February | 2014 | 71 | 3 | 26 | 100 | 145 | 207 |
| March | 2014 | 71 | 4 | 25 | 100 | 145 | 219 |
| April | 2014 | 67 | 4 | 29 | 100 | 138 | 231 |
| May | 2014 | 61 | 5 | 34 | 100 | 127 | 239 |
| June | 2014 | 60 | 5 | 34 | 100 | 126 | 230 |
| July | 2014 | 62 | 6 | 32 | 100 | 131 | 217 |
| August | 2014 | 61 | 7 | 32 | 100 | 129 | 217 |
| September | 2014 | 60 | 5 | 35 | 100 | 125 | 239 |
| October | 2014 | 59 | 6 | 36 | 100 | 123 | 262 |
| November | 2014 | 62 | 5 | 33 | 100 | 129 | 281 |
| December | 2014 | 64 | 5 | 31 | 100 | 133 | 281 |
| January | 2015 | 68 | 3 | 29 | 100 | 139 | 291 |
| February | 2015 | 68 | 2 | 30 | 100 | 138 | 294 |
| March | 2015 | 70 | 4 | 26 | 100 | 144 | 320 |
| April | 2015 | 67 | 6 | 27 | 100 | 140 | 325 |
| May | 2015 | 66 | 8 | 27 | 100 | 139 | 358 |
| June | 2015 | 66 | 8 | 26 | 100 | 140 | 347 |
| July | 2015 | 69 | 6 | 25 | 100 | 144 | 346 |
| August | 2015 | 71 | 5 | 25 | 100 | 146 | 349 |
| September | 2015 | 70 | 3 | 27 | 100 | 144 | 375 |
| October | 2015 | 67 | 4 | 29 | 100 | 138 | 382 |
| November | 2015 | 69 | 3 | 28 | 100 | 141 | 366 |
| December | 2015 | 67 | 3 | 30 | 100 | 136 | 338 |
| January | 2016 | 68 | 5 | 27 | 100 | 140 | 332 |
| February | 2016 | 69 | 5 | 26 | 100 | 143 | 337 |
| March | 2016 | 70 | 7 | 23 | 100 | 147 | 353 |
| April | 2016 | 72 | 5 | 22 | 100 | 150 | 360 |
| May | 2016 | 72 | 5 | 23 | 100 | 148 | 363 |
| June | 2016 | 73 | 3 | 25 | 100 | 148 | 354 |
| July | 2016 | 71 | 3 | 26 | 100 | 144 | 358 |
| August | 2016 | 69 | 3 | 28 | 100 | 142 | 348 |
| September | 2016 | 66 | 3 | 31 | 100 | 135 | 356 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| October | 2016 | 63 | 3 | 34 | 100 | 130 | 366 |
| November | 2016 | 63 | 3 | 34 | 100 | 128 | 393 |
| December | 2016 | 67 | 3 | 31 | 100 | 136 | 414 |
| January | 2017 | 68 | 2 | 30 | 100 | 138 | 410 |
| February | 2017 | 66 | 2 | 32 | 100 | 134 | 405 |
| March | 2017 | 66 | 2 | 32 | 100 | 134 | 390 |
| April | 2017 | 67 | 3 | 30 | 100 | 137 | 383 |
| May | 2017 | 66 | 3 | 31 | 100 | 135 | 395 |
| June | 2017 | 65 | 2 | 33 | 100 | 132 | 423 |
| July | 2017 | 62 | 3 | 35 | 100 | 127 | 434 |
| August | 2017 | 62 | 4 | 34 | 100 | 128 | 419 |
| September | 2017 | 62 | 5 | 33 | 100 | 128 | 386 |
| October | 2017 | 63 | 6 | 31 | 100 | 133 | 373 |
| November | 2017 | 66 | 6 | 28 | 100 | 138 | 385 |
| December | 2017 | 70 | 5 | 25 | 100 | 146 | 392 |
| January | 2018 | 70 | 5 | 25 | 100 | 145 | 420 |
| February | 2018 | 68 | 4 | 28 | 100 | 140 | 403 |
| March | 2018 | 65 | 4 | 31 | 100 | 134 | 397 |
| April | 2018 | 64 | 3 | 32 | 100 | 132 | 377 |
| May | 2018 | 62 | 3 | 35 | 100 | 127 | 358 |
| June | 2018 | 61 | 4 | 35 | 100 | 126 | 361 |
| July | 2018 | 56 | 3 | 41 | 100 | 116 | 352 |
| August | 2018 | 56 | 4 | 40 | 100 | 116 | 385 |
| September | 2018 | 55 | 4 | 41 | 100 | 115 | 390 |
| October | 2018 | 55 | 6 | 39 | 100 | 116 | 388 |
| November | 2018 | 55 | 5 | 40 | 100 | 114 | 358 |
| December | 2018 | 52 | 5 | 43 | 100 | 109 | 367 |
| January | 2019 | 55 | 4 | 41 | 100 | 114 | 368 |
| February | 2019 | 55 | 6 | 40 | 100 | 115 | 377 |
| March | 2019 | 59 | 5 | 36 | 100 | 124 | 352 |
| April | 2019 | 56 | 6 | 38 | 100 | 118 | 369 |
| May | 2019 | 60 | 5 | 35 | 100 | 124 | 376 |
| June | 2019 | 58 | 5 | 37 | 100 | 120 | 382 |
| July | 2019 | 59 | 4 | 38 | 100 | 121 | 359 |
| August | 2019 | 57 | 3 | 40 | 100 | 117 | 349 |
| September | 2019 | 59 | 3 | 38 | 100 | 122 | 337 |
| October | 2019 | 61 | 4 | 35 | 100 | 126 | 369 |
| November | 2019 | 63 | 2 | 35 | 100 | 128 | 362 |
| December | 2019 | 62 | 3 | 35 | 100 | 128 | 374 |
| January | 2020 | 59 | 3 | 38 | 100 | 121 | 348 |
| February | 2020 | 58 | 5 | 36 | 100 | 122 | 350 |
| March | 2020 | 57 | 5 | 38 | 100 | 119 | 365 |
| April | 2020 | 57 | 5 | 39 | 100 | 118 | 386 |
| May | 2020 | 55 | 3 | 42 | 100 | 113 | 416 |
| June | 2020 | 57 | 2 | 41 | 100 | 116 | 397 |
| July | 2020 | 60 | 1 | 39 | 100 | 120 | 386 |
| August | 2020 | 61 | 1 | 38 | 100 | 122 | 377 |
| September | 2020 | 56 | 2 | 41 | 100 | 115 | 371 |
| October | 2020 | 56 | 3 | 42 | 100 | 114 | 371 |
| November | 2020 | 53 | 4 | 44 | 100 | 109 | 363 |
| December | 2020 | 54 | 2 | 44 | 100 | 110 | 385 |

BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January | 2021 | 54 | 4 | 43 | 100 | 111 | 389 |
| February | 2021 | 55 | 3 | 42 | 100 | 114 | 392 |
| March | 2021 | 53 | 4 | 43 | 100 | 110 | 370 |
| April | 2021 | 52 | 5 | 43 | 100 | 109 | 365 |
| May | 2021 | 50 | 5 | 45 | 100 | 106 | 365 |
| June | 2021 | 49 | 4 | 47 | 100 | 102 | 395 |
| July | 2021 | 44 | 3 | 53 | 100 | 92 | 414 |
| August | 2021 | 38 | 3 | 59 | 100 | 79 | 402 |
| September | 2021 | 36 | 4 | 60 | 100 | 76 | 371 |
| October | 2021 | 34 | 3 | 62 | 100 | 72 | 351 |
| November | 2021 | 33 | 3 | 64 | 100 | 69 | 349 |
| December | 2021 | 31 | 1 | 69 | 100 | 62 | 376 |
| January | 2022 | 28 | 1 | 71 | 100 | 57 | 372 |
| February | 2022 | 27 | 1 | 72 | 100 | 55 | 364 |
| March | 2022 | 27 | 2 | 71 | 100 | 56 | 336 |
| April | 2022 | 28 | 2 | 70 | 100 | 58 | 340 |
| May | 2022 | 28 | 3 | 69 | 100 | 59 | 357 |
| June | 2022 | 25 | 4 | 71 | 100 | 54 | 366 |
| July | 2022 | 25 | 4 | 71 | 100 | 54 | 359 |
| August | 2022 | 25 | 3 | 72 | 100 | 53 | 332 |
| September | 2022 | 25 | 2 | 73 | 100 | 52 | 339 |
| October | 2022 | 25 | 4 | 72 | 100 | 53 | 359 |
| November | 2022 | 25 | 3 | 72 | 100 | 53 | 395 |
| December | 2022 | 28 | 3 | 68 | 100 | 60 | 384 |
| January | 2023 | 31 | 2 | 66 | 100 | 65 | 351 |
| February | 2023 | 34 | 3 | 63 | 100 | 71 | 322 |
| March | 2023 | 34 | 4 | 63 | 100 | 71 | 323 |
| April | 2023 | 31 | 3 | 65 | 100 | 66 | 336 |
| May | 2023 | 32 | 3 | 64 | 100 | 68 | 364 |
| June | 2023 | 32 | 3 | 65 | 100 | 67 | 366 |
| July | 2023 | 33 | 3 | 64 | 100 | 69 | 368 |
| August | 2023 | 30 | 3 | 67 | 100 | 63 | 348 |
| September | 2023 | 28 | 4 | 68 | 100 | 60 | 336 |
| October | 2023 | 27 | 3 | 70 | 100 | 57 | 342 |
| November | 2023 | 27 | 2 | 71 | 100 | 56 | 345 |
| December | 2023 | 28 | 2 | 70 | 100 | 58 | 355 |
| January | 2024 | 30 | 2 | 68 | 100 | 62 | 354 |
| February | 2024 | 35 | 3 | 62 | 100 | 73 | 356 |
| March | 2024 | 37 | 5 | 59 | 100 | 78 | 348 |
| April | 2024 | 37 | 5 | 58 | 100 | 79 | 367 |
| May | 2024 | 32 | 5 | 63 | 100 | 68 | 410 |

