

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

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?"

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March 1978 | 53 | 17 | 30 | 100 | 123 | 839 |
| April 1978 | 54 | 17 | 29 | 100 | 126 | 867 |
| May 1978 | 54 | 16 | 30 | 100 | 123 | 896 |
| June 1978 | 52 | 13 | 35 | 100 | 117 | 876 |
| July 1978 | 52 | 14 | 34 | 100 | 118 | 888 |
| August 1978 | 51 | 12 | 37 | 100 | 113 | 829 |
| September 1978 | 49 | 16 | 35 | 100 | 114 | 833 |
| October 1978 | 48 | 16 | 36 | 100 | 112 | 809 |
| November 1978 | 47 | 19 | 34 | 100 | 112 | 883 |
| December 1978 | 44 | 21 | 35 | 100 | 108 | 868 |
| January 1979 | 41 | 24 | 36 | 100 | 105 | 891 |
| February 1979 | 42 | 23 | 35 | 100 | 107 | 849 |
| March 1979 | 45 | 17 | 38 | 100 | 106 | 850 |
| April 1979 | 46 | 12 | 41 | 100 | 105 | 878 |
| May 1979 | 45 | 11 | 44 | 100 | 101 | 878 |
| June 1979 | 43 | 10 | 47 | 100 | 96 | 990 |
| July 1979 | 38 | 12 | 50 | 100 | 88 | 1079 |
| August 1979 | 39 | 11 | 50 | 100 | 89 | 1015 |
| September 1979 | 41 | 11 | 48 | 100 | 93 | 938 |
| October 1979 | 46 | 10 | 44 | 100 | 102 | 889 |
| November 1979 | 45 | 10 | 45 | 100 | 100 | 925 |
| December 1979 | 45 | 12 | 44 | 100 | 101 | 932 |
| January 1980 | 41 | 12 | 47 | 100 | 94 | 858 |
| February 1980 | 44 | 10 | 46 | 100 | 99 | 721 |
| March 1980 | 43 | 9 | 48 | 100 | 95 | 633 |
| April 1980 | 43 | 9 | 49 | 100 | 94 | 574 |
| May 1980 | 34 | 12 | 54 | 100 | 80 | 509 |
| June 1980 | 34 | 12 | 54 | 100 | 80 | 506 |
| July 1980 | 32 | 14 | 54 | 100 | 79 | 513 |
| August 1980 | 40 | 12 | 49 | 100 | 91 | 487 |
| September 1980 | 39 | 13 | 48 | 100 | 91 | 481 |
| October 1980 | 43 | 13 | 44 | 100 | 99 | 459 |
| November 1980 | 43 | 15 | 42 | 100 | 102 | 485 |
| December 1980 | 40 | 14 | 47 | 100 | 93 | 502 |
| January 1981 | 38 | 13 | 49 | 100 | 89 | 521 |
| February 1981 | 36 | 12 | 53 | 100 | 83 | 518 |
| March 1981 | 40 | 14 | 46 | 100 | 93 | 521 |
| April 1981 | 43 | 11 | 47 | 100 | 96 | 523 |
| May 1981 | 44 | 9 | 47 | 100 | 97 | 551 |
| June 1981 | 41 | 9 | 50 | 100 | 91 | 567 |
| July 1981 | 39 | 9 | 52 | 100 | 87 | 581 |
| August 1981 | 38 | 9 | 53 | 100 | 86 | 593 |
| September 1981 | 38 | 8 | 55 | 100 | 83 | 597 |
| October 1981 | 34 | 9 | 57 | 100 | 77 | 598 |
| November 1981 | 34 | 9 | 56 | 100 | 78 | 591 |
| December 1981 | 35 | 10 | 54 | 100 | 81 | 587 |
| January 1982 | 38 | 10 | 53 | 100 | 85 | 601 |
| February 1982 | 36 | 11 | 53 | 100 | 83 | 624 |
| March 1982 | 36 | 8 | 56 | 100 | 79 | 642 |

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|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April | 1982 | 36 | 9 | 55 | 100 | 81 | 619 |
| May | 1982 | 39 | 8 | 53 | 100 | 86 | 592 |
| June | 1982 | 42 | 8 | 50 | 100 | 92 | 571 |
| July | 1982 | 41 | 7 | 52 | 100 | 89 | 579 |
| August | 1982 | 39 | 7 | 54 | 100 | 85 | 580 |
| September | 1982 | 38 | 9 | 53 | 100 | 85 | 599 |
| October | 1982 | 39 | 9 | 52 | 100 | 87 | 613 |
| November | 1982 | 42 | 8 | 51 | 100 | 91 | 610 |
| December | 1982 | 44 | 6 | 50 | 100 | 94 | 602 |
| January | 1983 | 47 | 6 | 47 | 100 | 100 | 579 |
| February | 1983 | 51 | 5 | 44 | 100 | 107 | 562 |
| March | 1983 | 52 | 5 | 42 | 100 | 110 | 549 |
| April | 1983 | 55 | 5 | 39 | 100 | 116 | 575 |
| May | 1983 | 60 | 6 | 34 | 100 | 125 | 595 |
| June | 1983 | 64 | 7 | 29 | 100 | 134 | 615 |
| July | 1983 | 67 | 7 | 26 | 100 | 141 | 579 |
| August | 1983 | 68 | 6 | 26 | 100 | 143 | 542 |
| September | 1983 | 68 | 6 | 26 | 100 | 143 | 509 |
| October | 1983 | 65 | 6 | 29 | 100 | 136 | 538 |
| November | 1983 | 61 | 7 | 31 | 100 | 130 | 582 |
| December | 1983 | 58 | 9 | 33 | 100 | 124 | 581 |
| January | 1984 | 58 | 12 | 30 | 100 | 128 | 537 |
| February | 1984 | 62 | 11 | 27 | 100 | 136 | 513 |
| March | 1984 | 68 | 9 | 22 | 100 | 146 | 528 |
| April | 1984 | 67 | 9 | 24 | 100 | 143 | 579 |
| May | 1984 | 64 | 9 | 27 | 100 | 137 | 604 |
| June | 1984 | 59 | 11 | 30 | 100 | 129 | 589 |
| July | 1984 | 62 | 9 | 29 | 100 | 132 | 545 |
| August | 1984 | 61 | 11 | 28 | 100 | 133 | 568 |
| September | 1984 | 61 | 9 | 30 | 100 | 132 | 634 |
| October | 1984 | 58 | 10 | 33 | 100 | 125 | 706 |
| November | 1984 | 57 | 8 | 36 | 100 | 121 | 699 |
| December | 1984 | 55 | 8 | 37 | 100 | 118 | 683 |
| January | 1985 | 58 | 7 | 35 | 100 | 123 | 590 |
| February | 1985 | 61 | 8 | 31 | 100 | 130 | 562 |
| March | 1985 | 65 | 9 | 26 | 100 | 139 | 535 |
| April | 1985 | 65 | 8 | 27 | 100 | 138 | 585 |
| May | 1985 | 66 | 6 | 28 | 100 | 137 | 586 |
| June | 1985 | 63 | 6 | 30 | 100 | 133 | 614 |
| July | 1985 | 64 | 7 | 29 | 100 | 135 | 598 |
| August | 1985 | 64 | 8 | 28 | 100 | 135 | 600 |
| September | 1985 | 67 | 7 | 26 | 100 | 141 | 547 |
| October | 1985 | 67 | 7 | 27 | 100 | 140 | 537 |
| November | 1985 | 67 | 6 | 26 | 100 | 141 | 522 |
| December | 1985 | 65 | 7 | 27 | 100 | 138 | 566 |
| January | 1986 | 69 | 8 | 23 | 100 | 146 | 609 |
| February | 1986 | 70 | 8 | 22 | 100 | 148 | 649 |
| March | 1986 | 73 | 7 | 19 | 100 | 154 | 611 |
| April | 1986 | 71 | 6 | 23 | 100 | 148 | 574 |
| May | 1986 | 71 | 6 | 22 | 100 | 149 | 535 |
| June | 1986 | 72 | 6 | 23 | 100 | 149 | 582 |
| July | 1986 | 75 | 7 | 19 | 100 | 156 | 630 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1986 | 75 | 6 | 19 | 100 | 157 | 669 |
| September 1986 | 75 | 6 | 19 | 100 | 156 | 621 |
| October 1986 | 74 | 6 | 20 | 100 | 154 | 579 |
| November 1986 | 69 | 6 | 25 | 100 | 144 | 536 |
| December 1986 | 65 | 6 | 30 | 100 | 135 | 554 |
| January 1987 | 57 | 7 | 36 | 100 | 122 | 555 |
| February 1987 | 59 | 7 | 34 | 100 | 125 | 568 |
| March 1987 | 59 | 8 | 33 | 100 | 126 | 529 |
| April 1987 | 65 | 6 | 29 | 100 | 137 | 513 |
| May 1987 | 68 | 6 | 27 | 100 | 141 | 495 |
| June 1987 | 69 | 7 | 25 | 100 | 144 | 507 |
| July 1987 | 68 | 9 | 23 | 100 | 145 | 520 |
| August 1987 | 67 | 10 | 23 | 100 | 143 | 507 |
| September 1987 | 65 | 10 | 25 | 100 | 140 | 495 |
| October 1987 | 60 | 9 | 31 | 100 | 129 | 433 |
| November 1987 | 55 | 10 | 35 | 100 | 120 | 418 |
| December 1987 | 56 | 9 | 35 | 100 | 121 | 416 |
| January 1988 | 56 | 8 | 36 | 100 | 120 | 465 |
| February 1988 | 59 | 10 | 30 | 100 | 129 | 476 |
| March 1988 | 60 | 11 | 29 | 100 | 131 | 468 |
| April 1988 | 63 | 13 | 24 | 100 | 139 | 426 |
| May 1988 | 62 | 11 | 27 | 100 | 135 | 414 |
| June 1988 | 60 | 10 | 29 | 100 | 131 | 425 |
| July 1988 | 59 | 10 | 31 | 100 | 128 | 462 |
| August 1988 | 61 | 11 | 28 | 100 | 134 | 476 |
| September 1988 | 60 | 14 | 27 | 100 | 133 | 491 |
| October 1988 | 60 | 11 | 29 | 100 | 131 | 474 |
| November 1988 | 58 | 11 | 31 | 100 | 127 | 465 |
| December 1988 | 58 | 10 | 32 | 100 | 127 | 443 |
| January 1989 | 58 | 10 | 32 | 100 | 126 | 452 |
| February 1989 | 59 | 10 | 31 | 100 | 129 | 450 |
| March 1989 | 62 | 8 | 30 | 100 | 133 | 451 |
| April 1989 | 67 | 8 | 24 | 100 | 143 | 446 |
| May 1989 | 67 | 9 | 25 | 100 | 142 | 454 |
| June 1989 | 64 | 11 | 25 | 100 | 139 | 454 |
| July 1989 | 61 | 12 | 26 | 100 | 135 | 447 |
| August 1989 | 63 | 12 | 25 | 100 | 138 | 428 |
| September 1989 | 62 | 11 | 27 | 100 | 135 | 428 |
| October 1989 | 62 | 9 | 29 | 100 | 134 | 445 |
| November 1989 | 65 | 7 | 28 | 100 | 136 | 463 |
| December 1989 | 68 | 7 | 25 | 100 | 143 | 448 |
| January 1990 | 66 | 9 | 25 | 100 | 141 | 415 |
| February 1990 | 62 | 8 | 30 | 100 | 133 | 391 |
| March 1990 | 63 | 7 | 31 | 100 | 132 | 396 |
| April 1990 | 64 | 5 | 30 | 100 | 134 | 424 |
| May 1990 | 67 | 6 | 27 | 100 | 140 | 444 |
| June 1990 | 67 | 7 | 26 | 100 | 141 | 448 |
| July 1990 | 68 | 6 | 26 | 100 | 142 | 431 |
| August 1990 | 63 | 6 | 31 | 100 | 132 | 413 |
| September 1990 | 60 | 5 | 35 | 100 | 125 | 394 |
| October 1990 | 54 | 7 | 39 | 100 | 115 | 396 |
| November 1990 | 53 | 7 | 40 | 100 | 113 | 409 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1990 | 49 | 9 | 42 | 100 | 106 | 420 |
| January 1991 | 50 | 9 | 41 | 100 | 109 | 417 |
| February 1991 | 50 | 10 | 40 | 100 | 109 | 398 |
| March 1991 | 54 | 9 | 37 | 100 | 116 | 390 |
| April 1991 | 59 | 8 | 33 | 100 | 125 | 397 |
| May 1991 | 63 | 7 | 30 | 100 | 133 | 413 |
| June 1991 | 66 | 6 | 28 | 100 | 137 | 414 |
| July 1991 | 67 | 6 | 27 | 100 | 140 | 400 |
| August 1991 | 67 | 7 | 27 | 100 | 140 | 386 |
| September 1991 | 64 | 7 | 29 | 100 | 135 | 391 |
| October 1991 | 59 | 8 | 33 | 100 | 125 | 408 |
| November 1991 | 56 | 8 | 36 | 100 | 120 | 418 |
| December 1991 | 54 | 9 | 37 | 100 | 117 | 429 |
| January 1992 | 55 | 8 | 37 | 100 | 118 | 426 |
| February 1992 | 58 | 5 | 37 | 100 | 121 | 429 |
| March 1992 | 63 | 4 | 33 | 100 | 129 | 416 |
| April 1992 | 64 | 4 | 32 | 100 | 132 | 399 |
| May 1992 | 67 | 5 | 28 | 100 | 139 | 399 |
| June 1992 | 67 | 6 | 28 | 100 | 139 | 405 |
| July 1992 | 67 | 5 | 29 | 100 | 138 | 424 |
| August 1992 | 63 | 4 | 32 | 100 | 131 | 428 |
| September 1992 | 63 | 3 | 34 | 100 | 129 | 429 |
| October 1992 | 65 | 3 | 32 | 100 | 133 | 418 |
| November 1992 | 65 | 6 | 29 | 100 | 137 | 387 |
| December 1992 | 69 | 6 | 25 | 100 | 143 | 370 |
| January 1993 | 67 | 7 | 25 | 100 | 142 | 356 |
| February 1993 | 65 | 7 | 28 | 100 | 138 | 364 |
| March 1993 | 62 | 8 | 30 | 100 | 132 | 377 |
| April 1993 | 64 | 8 | 28 | 100 | 136 | 379 |
| May 1993 | 67 | 7 | 26 | 100 | 141 | 387 |
| June 1993 | 68 | 7 | 25 | 100 | 142 | 363 |
| July 1993 | 67 | 6 | 26 | 100 | 141 | 359 |
| August 1993 | 67 | 6 | 27 | 100 | 140 | 359 |
| September 1993 | 66 | 6 | 29 | 100 | 137 | 378 |
| October 1993 | 65 | 6 | 28 | 100 | 137 | 387 |
| November 1993 | 67 | 8 | 24 | 100 | 143 | 384 |
| December 1993 | 66 | 10 | 23 | 100 | 143 | 393 |
| January 1994 | 68 | 11 | 21 | 100 | 147 | 390 |
| February 1994 | 69 | 10 | 21 | 100 | 148 | 386 |
| March 1994 | 75 | 8 | 17 | 100 | 158 | 372 |
| April 1994 | 73 | 9 | 18 | 100 | 156 | 378 |
| May 1994 | 71 | 8 | 21 | 100 | 150 | 391 |
| June 1994 | 68 | 7 | 24 | 100 | 144 | 402 |
| July 1994 | 71 | 5 | 24 | 100 | 147 | 401 |
| August 1994 | 74 | 6 | 21 | 100 | 153 | 408 |
| September 1994 | 71 | 7 | 21 | 100 | 150 | 399 |
| October 1994 | 69 | 7 | 23 | 100 | 146 | 392 |
| November 1994 | 67 | 8 | 25 | 100 | 143 | 382 |
| December 1994 | 68 | 7 | 25 | 100 | 144 | 389 |
| January 1995 | 67 | 7 | 27 | 100 | 140 | 385 |
| February 1995 | 66 | 5 | 29 | 100 | 138 | 386 |

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|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March | 1995 | 64 | 6 | 30 | 100 | 134 | 374 |
| April | 1995 | 62 | 7 | 31 | 100 | 131 | 374 |
| May | 1995 | 59 | 8 | 33 | 100 | 126 | 371 |
| June | 1995 | 60 | 7 | 33 | 100 | 127 | 370 |
| July | 1995 | 62 | 7 | 32 | 100 | 130 | 382 |
| August | 1995 | 64 | 5 | 31 | 100 | 133 | 395 |
| September | 1995 | 65 | 4 | 31 | 100 | 134 | 391 |
| October | 1995 | 66 | 4 | 29 | 100 | 137 | 385 |
| November | 1995 | 66 | 7 | 27 | 100 | 139 | 375 |
| December | 1995 | 65 | 10 | 25 | 100 | 140 | 399 |
| January | 1996 | 63 | 9 | 28 | 100 | 135 | 403 |
| February | 1996 | 63 | 7 | 30 | 100 | 133 | 399 |
| March | 1996 | 63 | 5 | 32 | 100 | 132 | 388 |
| April | 1996 | 61 | 8 | 31 | 100 | 130 | 381 |
| May | 1996 | 59 | 9 | 33 | 100 | 126 | 383 |
| June | 1996 | 61 | 8 | 31 | 100 | 129 | 378 |
| July | 1996 | 64 | 5 | 31 | 100 | 133 | 380 |
| August | 1996 | 66 | 5 | 30 | 100 | 136 | 384 |
| September | 1996 | 68 | 5 | 27 | 100 | 140 | 398 |
| October | 1996 | 68 | 6 | 26 | 100 | 142 | 402 |
| November | 1996 | 66 | 7 | 26 | 100 | 140 | 401 |
| December | 1996 | 61 | 9 | 31 | 100 | 130 | 398 |
| January | 1997 | 61 | 10 | 29 | 100 | 132 | 397 |
| February | 1997 | 63 | 9 | 28 | 100 | 135 | 393 |
| March | 1997 | 66 | 8 | 27 | 100 | 139 | 397 |
| April | 1997 | 63 | 9 | 28 | 100 | 135 | 403 |
| May | 1997 | 68 | 8 | 24 | 100 | 144 | 404 |
| June | 1997 | 72 | 8 | 20 | 100 | 152 | 405 |
| July | 1997 | 72 | 7 | 21 | 100 | 151 | 395 |
| August | 1997 | 66 | 9 | 25 | 100 | 141 | 386 |
| September | 1997 | 63 | 9 | 28 | 100 | 134 | 381 |
| October | 1997 | 62 | 11 | 27 | 100 | 135 | 392 |
| November | 1997 | 65 | 10 | 25 | 100 | 140 | 403 |
| December | 1997 | 64 | 11 | 25 | 100 | 139 | 386 |
| January | 1998 | 64 | 11 | 24 | 100 | 140 | 384 |
| February | 1998 | 62 | 13 | 25 | 100 | 137 | 370 |
| March | 1998 | 65 | 14 | 21 | 100 | 145 | 384 |
| April | 1998 | 66 | 14 | 20 | 100 | 145 | 365 |
| May | 1998 | 67 | 13 | 20 | 100 | 147 | 385 |
| June | 1998 | 65 | 14 | 21 | 100 | 144 | 370 |
| July | 1998 | 63 | 14 | 22 | 100 | 141 | 382 |
| August | 1998 | 62 | 17 | 21 | 100 | 141 | 364 |
| September | 1998 | 61 | 17 | 22 | 100 | 139 | 377 |
| October | 1998 | 67 | 17 | 16 | 100 | 151 | 364 |
| November | 1998 | 69 | 14 | 17 | 100 | 152 | 377 |
| December | 1998 | 71 | 12 | 17 | 100 | 155 | 371 |
| January | 1999 | 70 | 13 | 17 | 100 | 153 | 378 |
| February | 1999 | 69 | 13 | 18 | 100 | 152 | 366 |
| March | 1999 | 71 | 14 | 16 | 100 | 155 | 367 |
| April | 1999 | 73 | 12 | 15 | 100 | 157 | 368 |
| May | 1999 | 70 | 13 | 17 | 100 | 153 | 370 |
| June | 1999 | 70 | 11 | 19 | 100 | 152 | 375 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July 1999 | 69 | 12 | 20 | 100 | 149 | 382 |
| August 1999 | 71 | 10 | 20 | 100 | 151 | 385 |
| September 1999 | 68 | 12 | 20 | 100 | 147 | 379 |
| October 1999 | 66 | 12 | 22 | 100 | 143 | 381 |
| November 1999 | 66 | 13 | 21 | 100 | 145 | 388 |
| December 1999 | 65 | 12 | 23 | 100 | 142 | 409 |
| January 2000 | 64 | 12 | 24 | 100 | 140 | 420 |
| February 2000 | 66 | 12 | 23 | 100 | 143 | 421 |
| March 2000 | 63 | 11 | 27 | 100 | 136 | 395 |
| April 2000 | 66 | 10 | 24 | 100 | 141 | 382 |
| May 2000 | 66 | 10 | 24 | 100 | 141 | 387 |
| June 2000 | 69 | 12 | 19 | 100 | 149 | 402 |
| July 2000 | 66 | 14 | 21 | 100 | 145 | 402 |
| August 2000 | 64 | 15 | 22 | 100 | 142 | 391 |
| September 2000 | 63 | 14 | 23 | 100 | 140 | 395 |
| October 2000 | 64 | 10 | 26 | 100 | 138 | 397 |
| November 2000 | 66 | 10 | 24 | 100 | 142 | 391 |
| December 2000 | 67 | 13 | 20 | 100 | 147 | 370 |
| January 2001 | 65 | 14 | 22 | 100 | 143 | 382 |
| February 2001 | 64 | 10 | 26 | 100 | 138 | 387 |
| March 2001 | 64 | 8 | 29 | 100 | 135 | 402 |
| April 2001 | 66 | 9 | 25 | 100 | 140 | 389 |
| May 2001 | 64 | 12 | 24 | 100 | 140 | 388 |
| June 2001 | 63 | 12 | 25 | 100 | 138 | 368 |
| July 2001 | 62 | 13 | 25 | 100 | 137 | 377 |
| August 2001 | 59 | 15 | 26 | 100 | 132 | 382 |
| September 2001 | 56 | 15 | 29 | 100 | 128 | 389 |
| October 2001 | 60 | 13 | 27 | 100 | 132 | 378 |
| November 2001 | 68 | 11 | 21 | 100 | 147 | 370 |
| December 2001 | 77 | 11 | 12 | 100 | 164 | 382 |
| January 2002 | 78 | 13 | 10 | 100 | 168 | 394 |
| February 2002 | 76 | 12 | 12 | 100 | 163 | 395 |
| March 2002 | 70 | 12 | 18 | 100 | 152 | 380 |
| April 2002 | 69 | 13 | 19 | 100 | 150 | 377 |
| May 2002 | 67 | 15 | 17 | 100 | 150 | 369 |
| June 2002 | 66 | 17 | 17 | 100 | 149 | 389 |
| July 2002 | 69 | 15 | 16 | 100 | 153 | 377 |
| August 2002 | 70 | 15 | 15 | 100 | 155 | 389 |
| September 2002 | 75 | 14 | 12 | 100 | 163 | 369 |
| October 2002 | 69 | 16 | 15 | 100 | 155 | 371 |
| November 2002 | 68 | 17 | 15 | 100 | 154 | 366 |
| December 2002 | 67 | 16 | 17 | 100 | 151 | 389 |
| January 2003 | 71 | 12 | 17 | 100 | 154 | 381 |
| February 2003 | 72 | 8 | 20 | 100 | 152 | 381 |
| March 2003 | 69 | 7 | 24 | 100 | 146 | 370 |
| April 2003 | 67 | 10 | 23 | 100 | 145 | 377 |
| May 2003 | 68 | 12 | 21 | 100 | 147 | 378 |
| June 2003 | 70 | 11 | 19 | 100 | 151 | 387 |
| July 2003 | 74 | 8 | 18 | 100 | 155 | 392 |
| August 2003 | 73 | 7 | 20 | 100 | 153 | 412 |
| September 2003 | 74 | 9 | 18 | 100 | 156 | 391 |
| October 2003 | 73 | 8 | 18 | 100 | 155 | 388 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November 2003 | 76 | 9 | 16 | 100 | 160 | 386 |
| December 2003 | 76 | 8 | 16 | 100 | 160 | 388 |
| January 2004 | 78 | 8 | 15 | 100 | 163 | 391 |
| February 2004 | 75 | 7 | 18 | 100 | 156 | 392 |
| March 2004 | 75 | 7 | 18 | 100 | 157 | 390 |
| April 2004 | 73 | 8 | 19 | 100 | 153 | 381 |
| May 2004 | 73 | 9 | 18 | 100 | 155 | 392 |
| June 2004 | 74 | 8 | 18 | 100 | 156 | 400 |
| July 2004 | 71 | 9 | 20 | 100 | 151 | 381 |
| August 2004 | 72 | 8 | 21 | 100 | 151 | 366 |
| September 2004 | 69 | 10 | 22 | 100 | 147 | 368 |
| October 2004 | 68 | 10 | 22 | 100 | 146 | 391 |
| November 2004 | 66 | 10 | 24 | 100 | 142 | 398 |
| December 2004 | 67 | 9 | 24 | 100 | 143 | 408 |
| January 2005 | 67 | 8 | 25 | 100 | 142 | 398 |
| February 2005 | 71 | 8 | 22 | 100 | 149 | 383 |
| March 2005 | 71 | 6 | 23 | 100 | 148 | 374 |
| April 2005 | 68 | 6 | 26 | 100 | 143 | 397 |
| May 2005 | 63 | 7 | 31 | 100 | 132 | 413 |
| June 2005 | 61 | 7 | 32 | 100 | 129 | 422 |
| July 2005 | 66 | 6 | 28 | 100 | 138 | 428 |
| August 2005 | 70 | 5 | 25 | 100 | 146 | 412 |
| September 2005 | 69 | 5 | 25 | 100 | 144 | 408 |
| October 2005 | 65 | 7 | 28 | 100 | 137 | 401 |
| November 2005 | 64 | 6 | 30 | 100 | 134 | 408 |
| December 2005 | 65 | 6 | 29 | 100 | 137 | 409 |
| January 2006 | 67 | 4 | 29 | 100 | 138 | 398 |
| February 2006 | 67 | 5 | 29 | 100 | 138 | 391 |
| March 2006 | 64 | 5 | 31 | 100 | 133 | 388 |
| April 2006 | 63 | 5 | 32 | 100 | 131 | 398 |
| May 2006 | 59 | 4 | 36 | 100 | 123 | 404 |
| June 2006 | 58 | 4 | 38 | 100 | 120 | 424 |
| July 2006 | 59 | 5 | 36 | 100 | 123 | 427 |
| August 2006 | 60 | 6 | 34 | 100 | 125 | 431 |
| September 2006 | 62 | 7 | 31 | 100 | 131 | 410 |
| October 2006 | 62 | 6 | 32 | 100 | 131 | 411 |
| November 2006 | 64 | 7 | 29 | 100 | 135 | 408 |
| December 2006 | 64 | 6 | 30 | 100 | 134 | 415 |
| January 2007 | 64 | 7 | 29 | 100 | 135 | 432 |
| February 2007 | 65 | 6 | 29 | 100 | 137 | 448 |
| March 2007 | 68 | 6 | 26 | 100 | 142 | 434 |
| April 2007 | 68 | 6 | 26 | 100 | 141 | 423 |
| May 2007 | 66 | 7 | 27 | 100 | 138 | 410 |
| June 2007 | 60 | 8 | 32 | 100 | 128 | 437 |
| July 2007 | 57 | 6 | 36 | 100 | 121 | 424 |
| August 2007 | 57 | 6 | 37 | 100 | 121 | 409 |
| September 2007 | 63 | 5 | 32 | 100 | 131 | 404 |
| October 2007 | 64 | 6 | 30 | 100 | 134 | 408 |
| November 2007 | 62 | 5 | 33 | 100 | 129 | 430 |
| December 2007 | 58 | 5 | 37 | 100 | 121 | 431 |
| January 2008 | 56 | 5 | 39 | 100 | 117 | 419 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| February 2008 | 55 | 7 | 38 | 100 | 118 | 408 |
| March 2008 | 56 | 7 | 37 | 100 | 119 | 389 |
| April 2008 | 56 | 8 | 36 | 100 | 120 | 395 |
| May 2008 | 54 | 6 | 40 | 100 | 115 | 395 |
| June 2008 | 48 | 6 | 46 | 100 | 102 | 405 |
| July 2008 | 46 | 4 | 50 | 100 | 96 | 405 |
| August 2008 | 49 | 3 | 48 | 100 | 101 | 406 |
| September 2008 | 51 | 4 | 45 | 100 | 106 | 386 |
| October 2008 | 50 | 4 | 46 | 100 | 103 | 383 |
| November 2008 | 48 | 4 | 48 | 100 | 100 | 382 |
| December 2008 | 51 | 3 | 46 | 100 | 106 | 402 |
| January 2009 | 57 | 2 | 41 | 100 | 115 | 401 |
| February 2009 | 59 | 3 | 38 | 100 | 121 | 404 |
| March 2009 | 60 | 4 | 36 | 100 | 125 | 405 |
| April 2009 | 65 | 4 | 31 | 100 | 134 | 408 |
| May 2009 | 63 | 4 | 33 | 100 | 130 | 413 |
| June 2009 | 68 | 2 | 30 | 100 | 137 | 417 |
| July 2009 | 65 | 3 | 32 | 100 | 133 | 438 |
| August 2009 | 70 | 3 | 27 | 100 | 144 | 429 |
| September 2009 | 64 | 4 | 32 | 100 | 132 | 418 |
| October 2009 | 62 | 4 | 34 | 100 | 128 | 420 |
| November 2009 | 59 | 4 | 37 | 100 | 121 | 418 |
| December 2009 | 59 | 3 | 37 | 100 | 122 | 419 |
| January 2010 | 61 | 3 | 36 | 100 | 125 | 417 |
| February 2010 | 61 | 3 | 36 | 100 | 125 | 421 |
| March 2010 | 63 | 5 | 32 | 100 | 131 | 425 |
| April 2010 | 65 | 4 | 30 | 100 | 135 | 413 |
| May 2010 | 71 | 4 | 25 | 100 | 146 | 424 |
| June 2010 | 72 | 3 | 26 | 100 | 146 | 442 |
| July 2010 | 67 | 4 | 30 | 100 | 137 | 445 |
| August 2010 | 62 | 3 | 34 | 100 | 128 | 438 |
| September 2010 | 62 | 4 | 34 | 100 | 128 | 429 |
| October 2010 | 64 | 4 | 32 | 100 | 133 | 424 |
| November 2010 | 64 | 5 | 31 | 100 | 133 | 426 |
| December 2010 | 67 | 5 | 29 | 100 | 138 | 440 |
| January 2011 | 64 | 4 | 33 | 100 | 131 | 421 |
| February 2011 | 63 | 3 | 34 | 100 | 130 | 410 |
| March 2011 | 61 | 3 | 37 | 100 | 124 | 390 |
| April 2011 | 63 | 3 | 34 | 100 | 129 | 406 |
| May 2011 | 62 | 4 | 34 | 100 | 128 | 404 |
| June 2011 | 61 | 4 | 35 | 100 | 126 | 412 |
| July 2011 | 57 | 6 | 38 | 100 | 119 | 384 |
| August 2011 | 56 | 4 | 40 | 100 | 116 | 388 |
| September 2011 | 52 | 5 | 43 | 100 | 110 | 370 |
| October 2011 | 53 | 5 | 42 | 100 | 111 | 412 |
| November 2011 | 53 | 6 | 41 | 100 | 113 | 412 |
| December 2011 | 54 | 6 | 40 | 100 | 114 | 421 |
| January 2012 | 55 | 6 | 38 | 100 | 117 | 391 |
| February 2012 | 57 | 7 | 36 | 100 | 121 | 376 |
| March 2012 | 58 | 7 | 35 | 100 | 123 | 373 |
| April 2012 | 62 | 6 | 32 | 100 | 130 | 396 |
| May 2012 | 62 | 6 | 31 | 100 | 131 | 406 |

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| June | 2012 | 64 | 7 | 30 | 100 | 134 | 405 |
| July | 2012 | 63 | 6 | 31 | 100 | 131 | 386 |
| August | 2012 | 61 | 5 | 34 | 100 | 127 | 384 |
| September | 2012 | 64 | 4 | 32 | 100 | 132 | 378 |
| October | 2012 | 64 | 3 | 32 | 100 | 132 | 396 |
| November | 2012 | 69 | 4 | 27 | 100 | 142 | 406 |
| December | 2012 | 66 | 5 | 30 | 100 | 136 | 412 |
| January | 2013 | 64 | 5 | 31 | 100 | 132 | 404 |
| February | 2013 | 57 | 6 | 37 | 100 | 120 | 394 |
| March | 2013 | 58 | 6 | 35 | 100 | 123 | 375 |
| April | 2013 | 60 | 7 | 33 | 100 | 127 | 382 |
| May | 2013 | 67 | 6 | 27 | 100 | 140 | 391 |
| June | 2013 | 68 | 5 | 27 | 100 | 141 | 430 |
| July | 2013 | 70 | 7 | 23 | 100 | 148 | 428 |
| August | 2013 | 66 | 8 | 26 | 100 | 140 | 427 |
| September | 2013 | 62 | 9 | 29 | 100 | 134 | 414 |
| October | 2013 | 61 | 7 | 32 | 100 | 130 | 410 |
| November | 2013 | 60 | 7 | 33 | 100 | 127 | 410 |
| December | 2013 | 63 | 6 | 31 | 100 | 133 | 417 |
| January | 2014 | 63 | 6 | 30 | 100 | 133 | 410 |
| February | 2014 | 67 | 7 | 26 | 100 | 140 | 409 |
| March | 2014 | 65 | 7 | 28 | 100 | 138 | 402 |
| April | 2014 | 67 | 6 | 27 | 100 | 140 | 431 |
| May | 2014 | 67 | 5 | 28 | 100 | 139 | 437 |
| June | 2014 | 69 | 5 | 26 | 100 | 143 | 421 |
| July | 2014 | 66 | 5 | 29 | 100 | 137 | 393 |
| August | 2014 | 65 | 6 | 29 | 100 | 136 | 387 |
| September | 2014 | 67 | 5 | 29 | 100 | 138 | 408 |
| October | 2014 | 69 | 6 | 25 | 100 | 144 | 433 |
| November | 2014 | 71 | 6 | 23 | 100 | 148 | 439 |
| December | 2014 | 70 | 8 | 22 | 100 | 148 | 407 |
| January | 2015 | 71 | 5 | 24 | 100 | 147 | 371 |
| February | 2015 | 68 | 5 | 26 | 100 | 142 | 365 |
| March | 2015 | 67 | 6 | 27 | 100 | 140 | 393 |
| April | 2015 | 68 | 6 | 26 | 100 | 142 | 397 |
| May | 2015 | 68 | 6 | 27 | 100 | 141 | 402 |
| June | 2015 | 70 | 3 | 26 | 100 | 144 | 386 |
| July | 2015 | 70 | 4 | 26 | 100 | 145 | 382 |
| August | 2015 | 71 | 4 | 25 | 100 | 146 | 396 |
| September | 2015 | 69 | 5 | 26 | 100 | 143 | 393 |
| October | 2015 | 67 | 5 | 28 | 100 | 138 | 391 |
| November | 2015 | 67 | 4 | 29 | 100 | 138 | 359 |
| December | 2015 | 68 | 3 | 30 | 100 | 138 | 383 |
| January | 2016 | 70 | 3 | 27 | 100 | 144 | 401 |
| February | 2016 | 72 | 5 | 23 | 100 | 149 | 414 |
| March | 2016 | 75 | 7 | 18 | 100 | 157 | 402 |
| April | 2016 | 73 | 8 | 19 | 100 | 154 | 403 |
| May | 2016 | 73 | 7 | 20 | 100 | 152 | 411 |
| June | 2016 | 72 | 5 | 23 | 100 | 149 | 407 |
| July | 2016 | 72 | 6 | 22 | 100 | 150 | 399 |
| August | 2016 | 70 | 6 | 24 | 100 | 146 | 405 |
| September | 2016 | 68 | 7 | 25 | 100 | 143 | 431 |

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| October | 2016 | 67 | 6 | 27 | 100 | 140 | 455 |
| November | 2016 | 69 | 6 | 25 | 100 | 143 | 450 |
| December | 2016 | 68 | 6 | 26 | 100 | 142 | 446 |
| January | 2017 | 70 | 5 | 25 | 100 | 146 | 427 |
| February | 2017 | 71 | 5 | 24 | 100 | 147 | 427 |
| March | 2017 | 72 | 5 | 24 | 100 | 148 | 421 |
| April | 2017 | 72 | 5 | 23 | 100 | 149 | 437 |
| May | 2017 | 71 | 5 | 24 | 100 | 147 | 468 |
| June | 2017 | 70 | 5 | 25 | 100 | 146 | 480 |
| July | 2017 | 69 | 5 | 26 | 100 | 143 | 496 |
| August | 2017 | 69 | 5 | 27 | 100 | 142 | 463 |
| September | 2017 | 70 | 3 | 27 | 100 | 143 | 462 |
| October | 2017 | 69 | 3 | 28 | 100 | 141 | 443 |
| November | 2017 | 69 | 3 | 27 | 100 | 142 | 464 |
| December | 2017 | 69 | 5 | 26 | 100 | 143 | 456 |
| January | 2018 | 70 | 4 | 26 | 100 | 144 | 478 |
| February | 2018 | 70 | 5 | 26 | 100 | 144 | 461 |
| March | 2018 | 69 | 4 | 27 | 100 | 142 | 475 |
| April | 2018 | 69 | 4 | 28 | 100 | 141 | 466 |
| May | 2018 | 65 | 5 | 30 | 100 | 134 | 463 |
| June | 2018 | 66 | 5 | 28 | 100 | 138 | 446 |
| July | 2018 | 64 | 6 | 29 | 100 | 135 | 441 |
| August | 2018 | 65 | 6 | 29 | 100 | 135 | 448 |
| September | 2018 | 64 | 5 | 31 | 100 | 133 | 473 |
| October | 2018 | 63 | 5 | 31 | 100 | 132 | 470 |
| November | 2018 | 64 | 4 | 31 | 100 | 133 | 477 |
| December | 2018 | 62 | 5 | 34 | 100 | 128 | 466 |
| January | 2019 | 61 | 5 | 34 | 100 | 128 | 467 |
| February | 2019 | 61 | 5 | 33 | 100 | 128 | 457 |
| March | 2019 | 60 | 6 | 33 | 100 | 127 | 458 |
| April | 2019 | 61 | 8 | 31 | 100 | 129 | 456 |
| May | 2019 | 61 | 8 | 32 | 100 | 129 | 464 |
| June | 2019 | 61 | 7 | 32 | 100 | 128 | 456 |
| July | 2019 | 59 | 5 | 37 | 100 | 122 | 465 |
| August | 2019 | 58 | 5 | 37 | 100 | 121 | 479 |
| September | 2019 | 60 | 5 | 35 | 100 | 125 | 474 |
| October | 2019 | 63 | 5 | 32 | 100 | 132 | 485 |
| November | 2019 | 64 | 6 | 30 | 100 | 134 | 467 |
| December | 2019 | 66 | 5 | 29 | 100 | 138 | 464 |
| January | 2020 | 66 | 5 | 29 | 100 | 136 | 457 |
| February | 2020 | 67 | 5 | 28 | 100 | 139 | 483 |
| March | 2020 | 64 | 6 | 30 | 100 | 135 | 509 |
| April | 2020 | 63 | 5 | 31 | 100 | 132 | 514 |
| May | 2020 | 61 | 4 | 34 | 100 | 127 | 479 |
| June | 2020 | 63 | 3 | 34 | 100 | 130 | 450 |
| July | 2020 | 64 | 2 | 34 | 100 | 130 | 439 |
| August | 2020 | 63 | 1 | 35 | 100 | 128 | 470 |
| September | 2020 | 62 | 1 | 37 | 100 | 125 | 474 |
| October | 2020 | 62 | 3 | 35 | 100 | 126 | 460 |
| November | 2020 | 60 | 5 | 35 | 100 | 124 | 430 |
| December | 2020 | 59 | 6 | 36 | 100 | 123 | 431 |

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| January 2021 | 55 | 6 | 39 | 100 | 116 | 457 |
| February 2021 | 55 | 4 | 41 | 100 | 114 | 460 |
| March 2021 | 54 | 4 | 42 | 100 | 112 | 466 |
| April 2021 | 55 | 5 | 41 | 100 | 114 | 429 |
| May 2021 | 52 | 5 | 43 | 100 | 109 | 424 |
| June 2021 | 48 | 5 | 47 | 100 | 101 | 435 |
| July 2021 | 43 | 4 | 53 | 100 | 89 | 463 |
| August 2021 | 36 | 5 | 59 | 100 | 77 | 463 |
| September 2021 | 34 | 4 | 62 | 100 | 72 | 456 |
| October 2021 | 30 | 4 | 66 | 100 | 65 | 454 |
| November 2021 | 28 | 4 | 69 | 100 | 59 | 461 |
| December 2021 | 23 | 3 | 74 | 100 | 50 | 446 |
| January 2022 | 21 | 2 | 77 | 100 | 44 | 457 |
| February 2022 | 23 | 2 | 76 | 100 | 47 | 460 |
| March 2022 | 23 | 4 | 74 | 100 | 49 | 471 |
| April 2022 | 22 | 6 | 72 | 100 | 50 | 458 |
| May 2022 | 21 | 6 | 73 | 100 | 48 | 458 |
| June 2022 | 17 | 5 | 78 | 100 | 39 | 449 |
| July 2022 | 19 | 4 | 77 | 100 | 43 | 450 |
| August 2022 | 18 | 4 | 78 | 100 | 40 | 440 |
| September 2022 | 22 | 4 | 74 | 100 | 48 | 450 |
| October 2022 | 22 | 4 | 74 | 100 | 48 | 447 |
| November 2022 | 23 | 4 | 73 | 100 | 49 | 435 |
| December 2022 | 22 | 4 | 75 | 100 | 47 | 424 |
| January 2023 | 27 | 3 | 71 | 100 | 56 | 426 |
| February 2023 | 33 | 2 | 65 | 100 | 68 | 429 |
| March 2023 | 37 | 3 | 61 | 100 | 76 | 425 |
| April 2023 | 32 | 3 | 65 | 100 | 68 | 412 |
| May 2023 | 28 | 3 | 69 | 100 | 60 | 431 |
| June 2023 | 27 | 3 | 70 | 100 | 56 | 441 |
| July 2023 | 27 | 3 | 70 | 100 | 57 | 442 |
| August 2023 | 27 | 2 | 70 | 100 | 57 | 436 |
| September 2023 | 27 | 3 | 70 | 100 | 57 | 417 |
| October 2023 | 24 | 4 | 72 | 100 | 52 | 425 |
| November 2023 | 25 | 4 | 70 | 100 | 55 | 430 |
| December 2023 | 27 | 4 | 69 | 100 | 57 | 444 |
| January 2024 | 33 | 3 | 64 | 100 | 69 | 438 |
| February 2024 | 32 | 5 | 63 | 100 | 69 | 427 |
| March 2024 | 35 | 5 | 60 | 100 | 75 | 412 |
| April 2024 | 32 | 6 | 63 | 100 | 69 | 483 |
| May 2024 | 30 | 5 | 65 | 100 | 65 | 605 |