

REGION NORTH EAST

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 | 49 | 14 | 37 | 100 | 112 | 634 |
| April 1978 | 51 | 15 | 34 | 100 | 118 | 602 |
| May 1978 | 53 | 16 | 30 | 100 | 123 | 618 |
| June 1978 | 54 | 16 | 31 | 100 | 123 | 586 |
| July 1978 | 52 | 17 | 32 | 100 | 120 | 604 |
| August 1978 | 51 | 16 | 33 | 100 | 118 | 580 |
| September 1978 | 47 | 17 | 35 | 100 | 112 | 609 |
| October 1978 | 47 | 17 | 37 | 100 | 110 | 601 |
| November 1978 | 44 | 16 | 40 | 100 | 104 | 662 |
| December 1978 | 45 | 17 | 38 | 100 | 107 | 658 |
| January 1979 | 43 | 15 | 42 | 100 | 102 | 686 |
| February 1979 | 44 | 16 | 40 | 100 | 104 | 639 |
| March 1979 | 45 | 14 | 41 | 100 | 104 | 609 |
| April 1979 | 42 | 15 | 43 | 100 | 98 | 584 |
| May 1979 | 42 | 13 | 45 | 100 | 96 | 566 |
| June 1979 | 35 | 15 | 50 | 100 | 85 | 643 |
| July 1979 | 33 | 15 | 52 | 100 | 81 | 732 |
| August 1979 | 33 | 14 | 52 | 100 | 81 | 718 |
| September 1979 | 36 | 13 | 51 | 100 | 85 | 690 |
| October 1979 | 42 | 11 | 46 | 100 | 96 | 648 |
| November 1979 | 42 | 11 | 48 | 100 | 94 | 704 |
| December 1979 | 44 | 10 | 47 | 100 | 97 | 691 |
| January 1980 | 43 | 8 | 49 | 100 | 93 | 632 |
| February 1980 | 45 | 8 | 47 | 100 | 98 | 551 |
| March 1980 | 44 | 7 | 49 | 100 | 95 | 516 |
| April 1980 | 41 | 9 | 50 | 100 | 91 | 494 |
| May 1980 | 36 | 8 | 56 | 100 | 80 | 431 |
| June 1980 | 32 | 10 | 58 | 100 | 74 | 433 |
| July 1980 | 32 | 12 | 57 | 100 | 75 | 439 |
| August 1980 | 37 | 13 | 50 | 100 | 87 | 440 |
| September 1980 | 42 | 13 | 45 | 100 | 97 | 452 |
| October 1980 | 45 | 15 | 40 | 100 | 104 | 452 |
| November 1980 | 41 | 16 | 43 | 100 | 98 | 458 |
| December 1980 | 35 | 14 | 51 | 100 | 84 | 445 |
| January 1981 | 31 | 12 | 57 | 100 | 73 | 457 |
| February 1981 | 32 | 11 | 57 | 100 | 76 | 458 |
| March 1981 | 34 | 11 | 55 | 100 | 79 | 480 |
| April 1981 | 38 | 11 | 51 | 100 | 88 | 488 |
| May 1981 | 37 | 9 | 53 | 100 | 84 | 475 |
| June 1981 | 38 | 9 | 54 | 100 | 84 | 467 |
| July 1981 | 36 | 6 | 57 | 100 | 79 | 431 |
| August 1981 | 38 | 9 | 53 | 100 | 86 | 438 |
| September 1981 | 42 | 11 | 47 | 100 | 95 | 416 |
| October 1981 | 41 | 12 | 47 | 100 | 94 | 441 |
| November 1981 | 39 | 11 | 50 | 100 | 89 | 430 |
| December 1981 | 36 | 9 | 55 | 100 | 81 | 442 |
| January 1982 | 37 | 9 | 55 | 100 | 82 | 418 |
| February 1982 | 39 | 8 | 53 | 100 | 86 | 411 |
| March 1982 | 41 | 9 | 50 | 100 | 90 | 397 |

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|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April | 1982 | 44 | 8 | 48 | 100 | 96 | 407 |
| May | 1982 | 42 | 7 | 51 | 100 | 91 | 415 |
| June | 1982 | 39 | 6 | 54 | 100 | 85 | 428 |
| July | 1982 | 36 | 8 | 56 | 100 | 80 | 457 |
| August | 1982 | 35 | 12 | 53 | 100 | 83 | 455 |
| September | 1982 | 37 | 14 | 49 | 100 | 88 | 430 |
| October | 1982 | 40 | 14 | 46 | 100 | 95 | 402 |
| November | 1982 | 42 | 11 | 47 | 100 | 95 | 417 |
| December | 1982 | 47 | 10 | 43 | 100 | 104 | 437 |
| January | 1983 | 49 | 9 | 43 | 100 | 106 | 461 |
| February | 1983 | 53 | 9 | 38 | 100 | 115 | 454 |
| March | 1983 | 54 | 9 | 38 | 100 | 116 | 454 |
| April | 1983 | 58 | 7 | 35 | 100 | 123 | 433 |
| May | 1983 | 63 | 5 | 32 | 100 | 131 | 438 |
| June | 1983 | 67 | 3 | 29 | 100 | 138 | 448 |
| July | 1983 | 69 | 4 | 27 | 100 | 142 | 435 |
| August | 1983 | 67 | 6 | 27 | 100 | 140 | 427 |
| September | 1983 | 63 | 8 | 29 | 100 | 134 | 431 |
| October | 1983 | 60 | 8 | 32 | 100 | 128 | 420 |
| November | 1983 | 60 | 9 | 31 | 100 | 129 | 414 |
| December | 1983 | 59 | 10 | 31 | 100 | 128 | 439 |
| January | 1984 | 61 | 11 | 28 | 100 | 134 | 474 |
| February | 1984 | 58 | 13 | 29 | 100 | 128 | 503 |
| March | 1984 | 61 | 13 | 26 | 100 | 136 | 487 |
| April | 1984 | 61 | 12 | 28 | 100 | 133 | 480 |
| May | 1984 | 66 | 9 | 25 | 100 | 140 | 444 |
| June | 1984 | 65 | 7 | 27 | 100 | 138 | 449 |
| July | 1984 | 66 | 8 | 26 | 100 | 141 | 452 |
| August | 1984 | 65 | 9 | 27 | 100 | 138 | 466 |
| September | 1984 | 63 | 8 | 29 | 100 | 134 | 419 |
| October | 1984 | 58 | 10 | 32 | 100 | 125 | 406 |
| November | 1984 | 54 | 10 | 36 | 100 | 118 | 390 |
| December | 1984 | 52 | 12 | 36 | 100 | 116 | 405 |
| January | 1985 | 56 | 10 | 34 | 100 | 122 | 389 |
| February | 1985 | 59 | 10 | 31 | 100 | 127 | 379 |
| March | 1985 | 65 | 7 | 28 | 100 | 138 | 345 |
| April | 1985 | 71 | 5 | 25 | 100 | 146 | 341 |
| May | 1985 | 70 | 4 | 26 | 100 | 145 | 343 |
| June | 1985 | 68 | 7 | 25 | 100 | 143 | 361 |
| July | 1985 | 66 | 11 | 23 | 100 | 143 | 352 |
| August | 1985 | 65 | 12 | 23 | 100 | 141 | 359 |
| September | 1985 | 69 | 10 | 22 | 100 | 147 | 333 |
| October | 1985 | 67 | 8 | 25 | 100 | 142 | 332 |
| November | 1985 | 73 | 6 | 21 | 100 | 151 | 310 |
| December | 1985 | 69 | 7 | 24 | 100 | 144 | 345 |
| January | 1986 | 71 | 6 | 23 | 100 | 148 | 351 |
| February | 1986 | 71 | 6 | 23 | 100 | 148 | 380 |
| March | 1986 | 74 | 6 | 20 | 100 | 154 | 349 |
| April | 1986 | 75 | 6 | 19 | 100 | 156 | 328 |
| May | 1986 | 77 | 6 | 17 | 100 | 160 | 308 |
| June | 1986 | 78 | 6 | 16 | 100 | 162 | 331 |
| July | 1986 | 79 | 5 | 17 | 100 | 162 | 352 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1986 | 77 | 5 | 18 | 100 | 159 | 357 |
| September 1986 | 79 | 4 | 17 | 100 | 162 | 352 |
| October 1986 | 76 | 6 | 18 | 100 | 158 | 345 |
| November 1986 | 70 | 5 | 24 | 100 | 146 | 357 |
| December 1986 | 61 | 9 | 30 | 100 | 131 | 361 |
| January 1987 | 57 | 9 | 34 | 100 | 123 | 377 |
| February 1987 | 57 | 12 | 31 | 100 | 126 | 356 |
| March 1987 | 61 | 9 | 30 | 100 | 132 | 342 |
| April 1987 | 66 | 8 | 26 | 100 | 140 | 324 |
| May 1987 | 70 | 7 | 23 | 100 | 147 | 328 |
| June 1987 | 68 | 10 | 22 | 100 | 146 | 346 |
| July 1987 | 67 | 11 | 22 | 100 | 146 | 357 |
| August 1987 | 67 | 10 | 23 | 100 | 143 | 373 |
| September 1987 | 66 | 8 | 26 | 100 | 141 | 368 |
| October 1987 | 63 | 9 | 28 | 100 | 135 | 337 |
| November 1987 | 63 | 8 | 29 | 100 | 134 | 280 |
| December 1987 | 64 | 7 | 29 | 100 | 134 | 237 |
| January 1988 | 67 | 7 | 26 | 100 | 141 | 225 |
| February 1988 | 65 | 10 | 25 | 100 | 140 | 247 |
| March 1988 | 63 | 11 | 25 | 100 | 138 | 267 |
| April 1988 | 63 | 11 | 25 | 100 | 138 | 290 |
| May 1988 | 68 | 10 | 22 | 100 | 147 | 283 |
| June 1988 | 67 | 10 | 23 | 100 | 144 | 268 |
| July 1988 | 70 | 8 | 22 | 100 | 148 | 262 |
| August 1988 | 69 | 7 | 24 | 100 | 146 | 271 |
| September 1988 | 70 | 8 | 22 | 100 | 147 | 290 |
| October 1988 | 61 | 11 | 28 | 100 | 133 | 304 |
| November 1988 | 56 | 11 | 33 | 100 | 123 | 321 |
| December 1988 | 57 | 11 | 32 | 100 | 125 | 327 |
| January 1989 | 62 | 13 | 25 | 100 | 137 | 332 |
| February 1989 | 62 | 15 | 23 | 100 | 140 | 314 |
| March 1989 | 62 | 15 | 23 | 100 | 139 | 309 |
| April 1989 | 59 | 13 | 28 | 100 | 131 | 282 |
| May 1989 | 62 | 10 | 28 | 100 | 135 | 287 |
| June 1989 | 64 | 8 | 28 | 100 | 136 | 291 |
| July 1989 | 68 | 6 | 26 | 100 | 141 | 309 |
| August 1989 | 65 | 8 | 27 | 100 | 137 | 311 |
| September 1989 | 64 | 10 | 26 | 100 | 137 | 305 |
| October 1989 | 61 | 12 | 27 | 100 | 133 | 284 |
| November 1989 | 58 | 11 | 31 | 100 | 127 | 282 |
| December 1989 | 54 | 13 | 33 | 100 | 120 | 291 |
| January 1990 | 56 | 12 | 32 | 100 | 123 | 313 |
| February 1990 | 60 | 11 | 29 | 100 | 131 | 321 |
| March 1990 | 66 | 8 | 26 | 100 | 140 | 323 |
| April 1990 | 64 | 8 | 28 | 100 | 136 | 325 |
| May 1990 | 65 | 9 | 26 | 100 | 139 | 331 |
| June 1990 | 63 | 8 | 28 | 100 | 135 | 322 |
| July 1990 | 63 | 10 | 27 | 100 | 136 | 312 |
| August 1990 | 59 | 8 | 34 | 100 | 125 | 305 |
| September 1990 | 58 | 8 | 34 | 100 | 123 | 314 |
| October 1990 | 53 | 6 | 40 | 100 | 113 | 318 |
| November 1990 | 52 | 6 | 42 | 100 | 110 | 318 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1990 | 47 | 7 | 46 | 100 | 101 | 303 |
| January 1991 | 47 | 8 | 45 | 100 | 103 | 306 |
| February 1991 | 47 | 10 | 43 | 100 | 104 | 317 |
| March 1991 | 54 | 10 | 36 | 100 | 118 | 325 |
| April 1991 | 57 | 8 | 34 | 100 | 123 | 327 |
| May 1991 | 63 | 6 | 31 | 100 | 133 | 318 |
| June 1991 | 57 | 6 | 36 | 100 | 121 | 305 |
| July 1991 | 58 | 5 | 37 | 100 | 121 | 309 |
| August 1991 | 57 | 7 | 37 | 100 | 120 | 310 |
| September 1991 | 59 | 5 | 35 | 100 | 124 | 336 |
| October 1991 | 60 | 6 | 33 | 100 | 127 | 338 |
| November 1991 | 61 | 6 | 33 | 100 | 128 | 337 |
| December 1991 | 59 | 6 | 34 | 100 | 125 | 302 |
| January 1992 | 64 | 5 | 32 | 100 | 132 | 278 |
| February 1992 | 64 | 5 | 31 | 100 | 134 | 260 |
| March 1992 | 66 | 5 | 29 | 100 | 136 | 291 |
| April 1992 | 68 | 7 | 25 | 100 | 143 | 310 |
| May 1992 | 68 | 7 | 25 | 100 | 143 | 330 |
| June 1992 | 74 | 7 | 19 | 100 | 155 | 311 |
| July 1992 | 68 | 6 | 26 | 100 | 142 | 289 |
| August 1992 | 68 | 6 | 26 | 100 | 142 | 260 |
| September 1992 | 65 | 5 | 30 | 100 | 135 | 265 |
| October 1992 | 61 | 8 | 31 | 100 | 130 | 282 |
| November 1992 | 58 | 8 | 35 | 100 | 123 | 304 |
| December 1992 | 59 | 7 | 34 | 100 | 125 | 300 |
| January 1993 | 63 | 7 | 30 | 100 | 134 | 286 |
| February 1993 | 66 | 7 | 27 | 100 | 139 | 273 |
| March 1993 | 64 | 8 | 28 | 100 | 137 | 279 |
| April 1993 | 62 | 7 | 31 | 100 | 131 | 300 |
| May 1993 | 61 | 9 | 30 | 100 | 131 | 313 |
| June 1993 | 63 | 8 | 30 | 100 | 133 | 314 |
| July 1993 | 67 | 6 | 27 | 100 | 140 | 313 |
| August 1993 | 64 | 8 | 28 | 100 | 136 | 313 |
| September 1993 | 59 | 12 | 29 | 100 | 131 | 305 |
| October 1993 | 58 | 13 | 30 | 100 | 128 | 307 |
| November 1993 | 59 | 12 | 29 | 100 | 130 | 307 |
| December 1993 | 65 | 9 | 26 | 100 | 140 | 305 |
| January 1994 | 67 | 9 | 23 | 100 | 144 | 294 |
| February 1994 | 73 | 7 | 19 | 100 | 154 | 296 |
| March 1994 | 73 | 8 | 20 | 100 | 153 | 308 |
| April 1994 | 74 | 8 | 18 | 100 | 156 | 302 |
| May 1994 | 73 | 9 | 18 | 100 | 154 | 299 |
| June 1994 | 71 | 11 | 18 | 100 | 153 | 289 |
| July 1994 | 68 | 11 | 22 | 100 | 146 | 300 |
| August 1994 | 66 | 11 | 23 | 100 | 143 | 299 |
| September 1994 | 69 | 9 | 23 | 100 | 146 | 304 |
| October 1994 | 68 | 9 | 23 | 100 | 145 | 306 |
| November 1994 | 67 | 8 | 25 | 100 | 142 | 298 |
| December 1994 | 62 | 9 | 29 | 100 | 134 | 289 |
| January 1995 | 63 | 8 | 29 | 100 | 135 | 291 |
| February 1995 | 61 | 11 | 28 | 100 | 133 | 296 |

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|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March | 1995 | 61 | 10 | 29 | 100 | 133 | 302 |
| April | 1995 | 56 | 12 | 32 | 100 | 125 | 293 |
| May | 1995 | 57 | 9 | 34 | 100 | 123 | 297 |
| June | 1995 | 57 | 9 | 34 | 100 | 122 | 305 |
| July | 1995 | 64 | 6 | 29 | 100 | 135 | 299 |
| August | 1995 | 63 | 7 | 30 | 100 | 133 | 292 |
| September | 1995 | 64 | 6 | 30 | 100 | 134 | 293 |
| October | 1995 | 55 | 9 | 36 | 100 | 119 | 308 |
| November | 1995 | 55 | 10 | 35 | 100 | 120 | 323 |
| December | 1995 | 55 | 11 | 34 | 100 | 121 | 309 |
| January | 1996 | 57 | 9 | 33 | 100 | 124 | 301 |
| February | 1996 | 57 | 8 | 35 | 100 | 123 | 279 |
| March | 1996 | 60 | 7 | 33 | 100 | 127 | 288 |
| April | 1996 | 59 | 9 | 32 | 100 | 127 | 291 |
| May | 1996 | 58 | 11 | 30 | 100 | 128 | 312 |
| June | 1996 | 56 | 12 | 33 | 100 | 123 | 312 |
| July | 1996 | 58 | 10 | 32 | 100 | 126 | 318 |
| August | 1996 | 61 | 8 | 31 | 100 | 131 | 307 |
| September | 1996 | 61 | 7 | 32 | 100 | 129 | 303 |
| October | 1996 | 61 | 8 | 31 | 100 | 130 | 292 |
| November | 1996 | 59 | 9 | 32 | 100 | 128 | 297 |
| December | 1996 | 61 | 9 | 31 | 100 | 130 | 300 |
| January | 1997 | 62 | 12 | 26 | 100 | 136 | 297 |
| February | 1997 | 61 | 9 | 30 | 100 | 131 | 291 |
| March | 1997 | 63 | 9 | 28 | 100 | 135 | 281 |
| April | 1997 | 62 | 6 | 32 | 100 | 130 | 290 |
| May | 1997 | 64 | 9 | 28 | 100 | 136 | 294 |
| June | 1997 | 65 | 9 | 26 | 100 | 138 | 306 |
| July | 1997 | 63 | 12 | 25 | 100 | 137 | 301 |
| August | 1997 | 65 | 12 | 23 | 100 | 142 | 308 |
| September | 1997 | 63 | 15 | 22 | 100 | 141 | 298 |
| October | 1997 | 67 | 15 | 18 | 100 | 149 | 299 |
| November | 1997 | 66 | 13 | 20 | 100 | 146 | 298 |
| December | 1997 | 68 | 12 | 20 | 100 | 147 | 298 |
| January | 1998 | 66 | 13 | 22 | 100 | 144 | 295 |
| February | 1998 | 68 | 14 | 18 | 100 | 151 | 286 |
| March | 1998 | 65 | 16 | 19 | 100 | 146 | 276 |
| April | 1998 | 64 | 17 | 20 | 100 | 144 | 280 |
| May | 1998 | 62 | 17 | 21 | 100 | 140 | 279 |
| June | 1998 | 66 | 15 | 19 | 100 | 147 | 281 |
| July | 1998 | 66 | 13 | 21 | 100 | 145 | 276 |
| August | 1998 | 70 | 13 | 18 | 100 | 152 | 272 |
| September | 1998 | 68 | 13 | 20 | 100 | 148 | 284 |
| October | 1998 | 68 | 14 | 18 | 100 | 150 | 291 |
| November | 1998 | 69 | 13 | 18 | 100 | 151 | 298 |
| December | 1998 | 71 | 13 | 16 | 100 | 155 | 294 |
| January | 1999 | 75 | 11 | 14 | 100 | 160 | 284 |
| February | 1999 | 70 | 14 | 16 | 100 | 153 | 279 |
| March | 1999 | 70 | 14 | 16 | 100 | 154 | 277 |
| April | 1999 | 69 | 15 | 16 | 100 | 152 | 285 |
| May | 1999 | 73 | 12 | 16 | 100 | 157 | 293 |
| June | 1999 | 72 | 11 | 17 | 100 | 156 | 301 |

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(Three Month Moving Averages)

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July 1999 | 74 | 10 | 16 | 100 | 159 | 290 |
| August 1999 | 74 | 11 | 16 | 100 | 158 | 291 |
| September 1999 | 73 | 12 | 15 | 100 | 158 | 281 |
| October 1999 | 69 | 15 | 16 | 100 | 153 | 282 |
| November 1999 | 70 | 15 | 16 | 100 | 154 | 267 |
| December 1999 | 66 | 18 | 16 | 100 | 150 | 271 |
| January 2000 | 65 | 18 | 16 | 100 | 149 | 265 |
| February 2000 | 65 | 19 | 16 | 100 | 149 | 267 |
| March 2000 | 69 | 15 | 16 | 100 | 154 | 274 |
| April 2000 | 72 | 12 | 16 | 100 | 157 | 283 |
| May 2000 | 67 | 15 | 19 | 100 | 148 | 282 |
| June 2000 | 61 | 16 | 22 | 100 | 139 | 280 |
| July 2000 | 60 | 17 | 23 | 100 | 138 | 280 |
| August 2000 | 64 | 14 | 23 | 100 | 141 | 288 |
| September 2000 | 68 | 11 | 21 | 100 | 147 | 288 |
| October 2000 | 66 | 12 | 22 | 100 | 144 | 298 |
| November 2000 | 65 | 14 | 21 | 100 | 144 | 300 |
| December 2000 | 66 | 14 | 20 | 100 | 146 | 303 |
| January 2001 | 64 | 13 | 23 | 100 | 142 | 292 |
| February 2001 | 62 | 12 | 25 | 100 | 137 | 287 |
| March 2001 | 61 | 15 | 24 | 100 | 138 | 287 |
| April 2001 | 61 | 13 | 26 | 100 | 135 | 281 |
| May 2001 | 62 | 15 | 23 | 100 | 139 | 280 |
| June 2001 | 59 | 13 | 28 | 100 | 130 | 290 |
| July 2001 | 61 | 16 | 23 | 100 | 138 | 292 |
| August 2001 | 58 | 18 | 24 | 100 | 134 | 292 |
| September 2001 | 60 | 17 | 23 | 100 | 137 | 277 |
| October 2001 | 62 | 15 | 23 | 100 | 138 | 283 |
| November 2001 | 72 | 7 | 21 | 100 | 151 | 278 |
| December 2001 | 75 | 8 | 17 | 100 | 157 | 297 |
| January 2002 | 74 | 12 | 14 | 100 | 160 | 299 |
| February 2002 | 71 | 14 | 15 | 100 | 156 | 306 |
| March 2002 | 68 | 15 | 17 | 100 | 151 | 283 |
| April 2002 | 67 | 14 | 19 | 100 | 148 | 276 |
| May 2002 | 63 | 16 | 21 | 100 | 142 | 277 |
| June 2002 | 62 | 20 | 18 | 100 | 144 | 275 |
| July 2002 | 64 | 21 | 15 | 100 | 150 | 275 |
| August 2002 | 68 | 18 | 14 | 100 | 154 | 279 |
| September 2002 | 74 | 11 | 15 | 100 | 159 | 284 |
| October 2002 | 76 | 11 | 13 | 100 | 163 | 280 |
| November 2002 | 72 | 13 | 15 | 100 | 157 | 274 |
| December 2002 | 68 | 18 | 14 | 100 | 154 | 262 |
| January 2003 | 64 | 19 | 17 | 100 | 147 | 283 |
| February 2003 | 63 | 18 | 19 | 100 | 144 | 286 |
| March 2003 | 67 | 13 | 20 | 100 | 146 | 292 |
| April 2003 | 67 | 12 | 21 | 100 | 146 | 287 |
| May 2003 | 72 | 11 | 17 | 100 | 155 | 293 |
| June 2003 | 71 | 14 | 15 | 100 | 156 | 287 |
| July 2003 | 75 | 11 | 15 | 100 | 160 | 279 |
| August 2003 | 72 | 10 | 18 | 100 | 153 | 261 |
| September 2003 | 71 | 8 | 21 | 100 | 151 | 279 |
| October 2003 | 71 | 12 | 18 | 100 | 153 | 281 |

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(Three Month Moving Averages)

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November 2003 | 76 | 11 | 13 | 100 | 164 | 299 |
| December 2003 | 80 | 10 | 10 | 100 | 170 | 284 |
| January 2004 | 80 | 6 | 14 | 100 | 167 | 275 |
| February 2004 | 77 | 8 | 15 | 100 | 162 | 260 |
| March 2004 | 72 | 10 | 19 | 100 | 153 | 272 |
| April 2004 | 70 | 10 | 19 | 100 | 151 | 276 |
| May 2004 | 68 | 9 | 22 | 100 | 146 | 281 |
| June 2004 | 68 | 7 | 25 | 100 | 143 | 286 |
| July 2004 | 65 | 8 | 26 | 100 | 139 | 279 |
| August 2004 | 65 | 9 | 27 | 100 | 138 | 281 |
| September 2004 | 67 | 10 | 23 | 100 | 144 | 273 |
| October 2004 | 72 | 7 | 21 | 100 | 151 | 273 |
| November 2004 | 72 | 8 | 20 | 100 | 152 | 260 |
| December 2004 | 72 | 10 | 19 | 100 | 153 | 258 |
| January 2005 | 68 | 12 | 19 | 100 | 149 | 252 |
| February 2005 | 65 | 13 | 22 | 100 | 143 | 253 |
| March 2005 | 61 | 12 | 27 | 100 | 133 | 265 |
| April 2005 | 59 | 12 | 29 | 100 | 130 | 277 |
| May 2005 | 61 | 13 | 26 | 100 | 135 | 273 |
| June 2005 | 66 | 13 | 21 | 100 | 145 | 245 |
| July 2005 | 69 | 11 | 20 | 100 | 149 | 239 |
| August 2005 | 71 | 8 | 21 | 100 | 150 | 246 |
| September 2005 | 67 | 7 | 26 | 100 | 141 | 275 |
| October 2005 | 63 | 8 | 29 | 100 | 134 | 280 |
| November 2005 | 61 | 7 | 32 | 100 | 129 | 277 |
| December 2005 | 61 | 6 | 33 | 100 | 129 | 258 |
| January 2006 | 64 | 6 | 30 | 100 | 134 | 253 |
| February 2006 | 64 | 6 | 29 | 100 | 135 | 272 |
| March 2006 | 68 | 6 | 26 | 100 | 142 | 291 |
| April 2006 | 68 | 5 | 27 | 100 | 141 | 298 |
| May 2006 | 61 | 7 | 33 | 100 | 128 | 284 |
| June 2006 | 58 | 6 | 36 | 100 | 122 | 266 |
| July 2006 | 55 | 5 | 40 | 100 | 115 | 264 |
| August 2006 | 61 | 4 | 34 | 100 | 127 | 275 |
| September 2006 | 64 | 5 | 31 | 100 | 133 | 280 |
| October 2006 | 66 | 4 | 30 | 100 | 136 | 284 |
| November 2006 | 66 | 4 | 30 | 100 | 136 | 278 |
| December 2006 | 66 | 5 | 29 | 100 | 137 | 281 |
| January 2007 | 67 | 6 | 28 | 100 | 139 | 279 |
| February 2007 | 66 | 5 | 29 | 100 | 137 | 280 |
| March 2007 | 65 | 6 | 29 | 100 | 136 | 278 |
| April 2007 | 63 | 6 | 31 | 100 | 132 | 286 |
| May 2007 | 64 | 7 | 29 | 100 | 135 | 284 |
| June 2007 | 62 | 6 | 32 | 100 | 131 | 283 |
| July 2007 | 63 | 7 | 31 | 100 | 132 | 274 |
| August 2007 | 65 | 6 | 29 | 100 | 136 | 278 |
| September 2007 | 65 | 7 | 27 | 100 | 138 | 264 |
| October 2007 | 65 | 9 | 26 | 100 | 138 | 272 |
| November 2007 | 56 | 11 | 33 | 100 | 123 | 269 |
| December 2007 | 54 | 10 | 36 | 100 | 118 | 283 |
| January 2008 | 50 | 11 | 40 | 100 | 110 | 274 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| February 2008 | 54 | 9 | 37 | 100 | 116 | 265 |
| March 2008 | 55 | 10 | 35 | 100 | 121 | 268 |
| April 2008 | 56 | 6 | 38 | 100 | 118 | 280 |
| May 2008 | 51 | 6 | 43 | 100 | 108 | 279 |
| June 2008 | 43 | 6 | 51 | 100 | 92 | 275 |
| July 2008 | 44 | 5 | 51 | 100 | 93 | 281 |
| August 2008 | 47 | 4 | 49 | 100 | 98 | 282 |
| September 2008 | 51 | 3 | 46 | 100 | 105 | 307 |
| October 2008 | 49 | 5 | 45 | 100 | 104 | 293 |
| November 2008 | 52 | 6 | 42 | 100 | 110 | 293 |
| December 2008 | 58 | 6 | 36 | 100 | 122 | 268 |
| January 2009 | 63 | 4 | 33 | 100 | 130 | 270 |
| February 2009 | 65 | 5 | 29 | 100 | 136 | 273 |
| March 2009 | 61 | 7 | 32 | 100 | 129 | 289 |
| April 2009 | 62 | 8 | 30 | 100 | 132 | 281 |
| May 2009 | 61 | 6 | 33 | 100 | 128 | 292 |
| June 2009 | 67 | 4 | 29 | 100 | 138 | 281 |
| July 2009 | 65 | 4 | 31 | 100 | 134 | 288 |
| August 2009 | 68 | 5 | 27 | 100 | 140 | 280 |
| September 2009 | 65 | 5 | 29 | 100 | 136 | 290 |
| October 2009 | 68 | 5 | 28 | 100 | 140 | 274 |
| November 2009 | 65 | 3 | 31 | 100 | 134 | 284 |
| December 2009 | 69 | 3 | 28 | 100 | 140 | 295 |
| January 2010 | 66 | 6 | 28 | 100 | 138 | 295 |
| February 2010 | 66 | 6 | 28 | 100 | 138 | 282 |
| March 2010 | 63 | 6 | 31 | 100 | 132 | 267 |
| April 2010 | 69 | 2 | 29 | 100 | 140 | 278 |
| May 2010 | 67 | 3 | 31 | 100 | 136 | 286 |
| June 2010 | 66 | 3 | 31 | 100 | 136 | 282 |
| July 2010 | 61 | 5 | 34 | 100 | 127 | 283 |
| August 2010 | 69 | 5 | 26 | 100 | 142 | 282 |
| September 2010 | 67 | 6 | 27 | 100 | 140 | 276 |
| October 2010 | 68 | 6 | 26 | 100 | 142 | 277 |
| November 2010 | 62 | 6 | 32 | 100 | 131 | 285 |
| December 2010 | 65 | 6 | 30 | 100 | 135 | 284 |
| January 2011 | 63 | 4 | 33 | 100 | 130 | 305 |
| February 2011 | 62 | 6 | 33 | 100 | 129 | 309 |
| March 2011 | 58 | 6 | 36 | 100 | 122 | 308 |
| April 2011 | 58 | 7 | 35 | 100 | 123 | 290 |
| May 2011 | 57 | 6 | 37 | 100 | 119 | 283 |
| June 2011 | 58 | 5 | 37 | 100 | 121 | 287 |
| July 2011 | 60 | 4 | 37 | 100 | 123 | 287 |
| August 2011 | 54 | 5 | 40 | 100 | 114 | 288 |
| September 2011 | 52 | 5 | 43 | 100 | 109 | 289 |
| October 2011 | 50 | 5 | 45 | 100 | 105 | 295 |
| November 2011 | 56 | 4 | 40 | 100 | 116 | 303 |
| December 2011 | 58 | 4 | 38 | 100 | 119 | 304 |
| January 2012 | 61 | 5 | 34 | 100 | 127 | 298 |
| February 2012 | 60 | 4 | 35 | 100 | 125 | 296 |
| March 2012 | 61 | 3 | 36 | 100 | 125 | 305 |
| April 2012 | 58 | 4 | 38 | 100 | 120 | 317 |
| May 2012 | 58 | 4 | 38 | 100 | 121 | 311 |

REGION NORTH EAST
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 | 57 | 6 | 37 | 100 | 120 | 308 |
| July 2012 | 59 | 7 | 34 | 100 | 126 | 299 |
| August 2012 | 58 | 9 | 33 | 100 | 125 | 309 |
| September 2012 | 62 | 7 | 30 | 100 | 132 | 313 |
| October 2012 | 62 | 6 | 31 | 100 | 131 | 303 |
| November 2012 | 62 | 6 | 32 | 100 | 130 | 285 |
| December 2012 | 63 | 7 | 30 | 100 | 133 | 269 |
| January 2013 | 62 | 7 | 32 | 100 | 130 | 280 |
| February 2013 | 63 | 4 | 33 | 100 | 129 | 289 |
| March 2013 | 62 | 3 | 35 | 100 | 128 | 300 |
| April 2013 | 64 | 4 | 32 | 100 | 132 | 291 |
| May 2013 | 67 | 6 | 26 | 100 | 141 | 281 |
| June 2013 | 65 | 7 | 28 | 100 | 137 | 259 |
| July 2013 | 67 | 7 | 26 | 100 | 141 | 277 |
| August 2013 | 65 | 7 | 28 | 100 | 137 | 282 |
| September 2013 | 64 | 8 | 28 | 100 | 136 | 295 |
| October 2013 | 60 | 9 | 31 | 100 | 129 | 262 |
| November 2013 | 60 | 7 | 34 | 100 | 126 | 260 |
| December 2013 | 62 | 7 | 31 | 100 | 131 | 264 |
| January 2014 | 67 | 5 | 28 | 100 | 139 | 279 |
| February 2014 | 67 | 7 | 25 | 100 | 142 | 290 |
| March 2014 | 66 | 8 | 26 | 100 | 140 | 274 |
| April 2014 | 62 | 8 | 30 | 100 | 132 | 270 |
| May 2014 | 58 | 10 | 32 | 100 | 127 | 259 |
| June 2014 | 60 | 9 | 31 | 100 | 129 | 280 |
| July 2014 | 65 | 9 | 26 | 100 | 140 | 270 |
| August 2014 | 67 | 6 | 27 | 100 | 141 | 268 |
| September 2014 | 68 | 6 | 27 | 100 | 141 | 248 |
| October 2014 | 69 | 6 | 26 | 100 | 143 | 233 |
| November 2014 | 75 | 7 | 18 | 100 | 157 | 220 |
| December 2014 | 78 | 7 | 15 | 100 | 163 | 244 |
| January 2015 | 81 | 6 | 13 | 100 | 168 | 261 |
| February 2015 | 81 | 4 | 15 | 100 | 166 | 263 |
| March 2015 | 81 | 3 | 16 | 100 | 164 | 242 |
| April 2015 | 75 | 4 | 21 | 100 | 154 | 235 |
| May 2015 | 71 | 6 | 22 | 100 | 149 | 232 |
| June 2015 | 69 | 7 | 24 | 100 | 145 | 245 |
| July 2015 | 69 | 8 | 23 | 100 | 146 | 251 |
| August 2015 | 69 | 8 | 23 | 100 | 146 | 251 |
| September 2015 | 68 | 7 | 25 | 100 | 143 | 227 |
| October 2015 | 67 | 7 | 26 | 100 | 142 | 224 |
| November 2015 | 69 | 8 | 23 | 100 | 146 | 232 |
| December 2015 | 71 | 7 | 23 | 100 | 148 | 242 |
| January 2016 | 74 | 6 | 19 | 100 | 155 | 243 |
| February 2016 | 75 | 5 | 21 | 100 | 154 | 224 |
| March 2016 | 75 | 7 | 18 | 100 | 157 | 224 |
| April 2016 | 74 | 5 | 21 | 100 | 154 | 235 |
| May 2016 | 77 | 6 | 17 | 100 | 160 | 259 |
| June 2016 | 73 | 5 | 22 | 100 | 151 | 256 |
| July 2016 | 73 | 7 | 20 | 100 | 154 | 247 |
| August 2016 | 69 | 7 | 24 | 100 | 145 | 222 |
| September 2016 | 72 | 6 | 22 | 100 | 149 | 231 |

REGION NORTH EAST
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 | 232 |
| November | 2016 | 66 | 8 | 26 | 100 | 139 | 276 |
| December | 2016 | 64 | 9 | 27 | 100 | 137 | 276 |
| January | 2017 | 68 | 8 | 24 | 100 | 144 | 280 |
| February | 2017 | 68 | 6 | 26 | 100 | 142 | 257 |
| March | 2017 | 72 | 5 | 23 | 100 | 149 | 258 |
| April | 2017 | 71 | 6 | 23 | 100 | 149 | 266 |
| May | 2017 | 72 | 6 | 22 | 100 | 150 | 254 |
| June | 2017 | 66 | 8 | 26 | 100 | 140 | 252 |
| July | 2017 | 65 | 7 | 28 | 100 | 136 | 262 |
| August | 2017 | 64 | 7 | 29 | 100 | 134 | 287 |
| September | 2017 | 66 | 6 | 28 | 100 | 138 | 296 |
| October | 2017 | 66 | 7 | 27 | 100 | 139 | 297 |
| November | 2017 | 66 | 7 | 27 | 100 | 139 | 284 |
| December | 2017 | 69 | 7 | 24 | 100 | 146 | 282 |
| January | 2018 | 68 | 6 | 26 | 100 | 142 | 273 |
| February | 2018 | 68 | 7 | 26 | 100 | 142 | 277 |
| March | 2018 | 65 | 8 | 28 | 100 | 137 | 283 |
| April | 2018 | 64 | 8 | 28 | 100 | 136 | 294 |
| May | 2018 | 62 | 7 | 31 | 100 | 132 | 297 |
| June | 2018 | 64 | 6 | 30 | 100 | 134 | 285 |
| July | 2018 | 59 | 4 | 37 | 100 | 123 | 276 |
| August | 2018 | 60 | 5 | 35 | 100 | 125 | 271 |
| September | 2018 | 60 | 6 | 34 | 100 | 126 | 268 |
| October | 2018 | 61 | 7 | 31 | 100 | 130 | 268 |
| November | 2018 | 59 | 8 | 33 | 100 | 126 | 258 |
| December | 2018 | 55 | 8 | 37 | 100 | 118 | 260 |
| January | 2019 | 58 | 6 | 35 | 100 | 123 | 253 |
| February | 2019 | 61 | 4 | 35 | 100 | 126 | 249 |
| March | 2019 | 62 | 3 | 35 | 100 | 128 | 249 |
| April | 2019 | 63 | 5 | 32 | 100 | 131 | 246 |
| May | 2019 | 62 | 6 | 31 | 100 | 131 | 241 |
| June | 2019 | 62 | 6 | 31 | 100 | 131 | 226 |
| July | 2019 | 63 | 5 | 32 | 100 | 131 | 229 |
| August | 2019 | 64 | 4 | 32 | 100 | 132 | 239 |
| September | 2019 | 64 | 6 | 30 | 100 | 133 | 249 |
| October | 2019 | 64 | 6 | 30 | 100 | 134 | 250 |
| November | 2019 | 64 | 6 | 30 | 100 | 133 | 264 |
| December | 2019 | 61 | 5 | 34 | 100 | 128 | 281 |
| January | 2020 | 59 | 5 | 36 | 100 | 123 | 276 |
| February | 2020 | 58 | 8 | 34 | 100 | 124 | 275 |
| March | 2020 | 60 | 8 | 32 | 100 | 129 | 286 |
| April | 2020 | 59 | 7 | 34 | 100 | 125 | 290 |
| May | 2020 | 60 | 5 | 35 | 100 | 126 | 305 |
| June | 2020 | 63 | 5 | 33 | 100 | 130 | 290 |
| July | 2020 | 65 | 4 | 31 | 100 | 133 | 292 |
| August | 2020 | 65 | 5 | 30 | 100 | 134 | 296 |
| September | 2020 | 63 | 4 | 33 | 100 | 130 | 283 |
| October | 2020 | 62 | 5 | 33 | 100 | 129 | 292 |
| November | 2020 | 65 | 4 | 31 | 100 | 133 | 276 |
| December | 2020 | 65 | 4 | 32 | 100 | 133 | 286 |

REGION NORTH EAST

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 | 65 | 5 | 30 | 100 | 135 | 279 |
| February 2021 | 63 | 5 | 32 | 100 | 130 | 280 |
| March 2021 | 58 | 6 | 36 | 100 | 122 | 274 |
| April 2021 | 57 | 6 | 38 | 100 | 119 | 287 |
| May 2021 | 54 | 6 | 40 | 100 | 115 | 289 |
| June 2021 | 49 | 6 | 45 | 100 | 103 | 299 |
| July 2021 | 42 | 4 | 54 | 100 | 88 | 287 |
| August 2021 | 31 | 4 | 65 | 100 | 66 | 288 |
| September 2021 | 29 | 3 | 67 | 100 | 62 | 278 |
| October 2021 | 27 | 3 | 70 | 100 | 57 | 268 |
| November 2021 | 26 | 2 | 72 | 100 | 54 | 257 |
| December 2021 | 26 | 2 | 72 | 100 | 54 | 273 |
| January 2022 | 23 | 3 | 74 | 100 | 50 | 290 |
| February 2022 | 22 | 4 | 74 | 100 | 48 | 292 |
| March 2022 | 23 | 4 | 73 | 100 | 49 | 277 |
| April 2022 | 24 | 3 | 73 | 100 | 50 | 263 |
| May 2022 | 25 | 2 | 73 | 100 | 52 | 276 |
| June 2022 | 20 | 2 | 78 | 100 | 42 | 268 |
| July 2022 | 20 | 2 | 78 | 100 | 42 | 276 |
| August 2022 | 17 | 2 | 80 | 100 | 37 | 269 |
| September 2022 | 16 | 5 | 79 | 100 | 37 | 277 |
| October 2022 | 17 | 5 | 77 | 100 | 40 | 273 |
| November 2022 | 19 | 4 | 76 | 100 | 43 | 280 |
| December 2022 | 22 | 2 | 75 | 100 | 47 | 268 |
| January 2023 | 21 | 3 | 76 | 100 | 45 | 268 |
| February 2023 | 24 | 6 | 70 | 100 | 54 | 270 |
| March 2023 | 26 | 6 | 68 | 100 | 58 | 288 |
| April 2023 | 27 | 6 | 67 | 100 | 60 | 281 |
| May 2023 | 26 | 4 | 70 | 100 | 56 | 268 |
| June 2023 | 28 | 4 | 68 | 100 | 59 | 269 |
| July 2023 | 30 | 3 | 67 | 100 | 63 | 301 |
| August 2023 | 35 | 3 | 62 | 100 | 73 | 304 |
| September 2023 | 33 | 3 | 63 | 100 | 70 | 295 |
| October 2023 | 31 | 3 | 66 | 100 | 65 | 280 |
| November 2023 | 27 | 2 | 71 | 100 | 56 | 283 |
| December 2023 | 28 | 2 | 70 | 100 | 58 | 292 |
| January 2024 | 30 | 5 | 65 | 100 | 65 | 316 |
| February 2024 | 34 | 8 | 58 | 100 | 76 | 315 |
| March 2024 | 37 | 9 | 54 | 100 | 83 | 318 |
| April 2024 | 36 | 7 | 57 | 100 | 79 | 311 |
| May 2024 | 33 | 6 | 61 | 100 | 71 | 390 |