

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

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE
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 | Prices High | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future |
| November | 1981 | 26 | 24 | 1 | 1 | 1 | 14 | 19 | 6 | 3 |
| December | 1981 | 28 | 26 | 1 | 2 | 1 | 17 | 17 | 6 | 4 |
| January | 1982 | 30 | 25 | 2 | 2 | 1 | 16 | 19 | 6 | 4 |
| February | 1982 | 34 | 26 | 2 | 2 | 1 | 16 | 16 | 7 | 4 |
| March | 1982 | 36 | 23 | 2 | 2 | 1 | 14 | 17 | 9 | 5 |
| April | 1982 | 35 | 21 | 1 | 1 | 2 | 17 | 21 | 11 | 6 |
| May | 1982 | 35 | 18 | 1 | 1 | 2 | 17 | 23 | 13 | 7 |
| June | 1982 | 34 | 17 | 2 | 1 | 2 | 17 | 23 | 14 | 5 |
| July | 1982 | 34 | 17 | 2 | 1 | 1 | 15 | 20 | 14 | 7 |
| August | 1982 | 31 | 17 | 2 | 1 | 1 | 14 | 21 | 14 | 7 |
| September | 1982 | 29 | 17 | 4 | 2 | 1 | 15 | 21 | 13 | 8 |
| October | 1982 | 30 | 16 | 5 | 1 | 1 | 13 | 19 | 13 | 8 |
| November | 1982 | 33 | 15 | 7 | 1 | 2 | 14 | 18 | 13 | 9 |
| December | 1982 | 37 | 14 | 8 | 0 | 1 | 12 | 15 | 12 | 8 |
| January | 1983 | 39 | 12 | 9 | 0 | 2 | 16 | 16 | 13 | 8 |
| February | 1983 | 40 | 11 | 11 | 1 | 1 | 16 | 14 | 13 | 6 |
| March | 1983 | 38 | 11 | 12 | 1 | 2 | 18 | 15 | 13 | 7 |
| April | 1983 | 39 | 13 | 14 | 1 | 3 | 16 | 13 | 11 | 6 |
| May | 1983 | 39 | 14 | 14 | 1 | 4 | 13 | 10 | 9 | 7 |
| June | 1983 | 42 | 15 | 16 | 2 | 5 | 10 | 7 | 8 | 6 |
| July | 1983 | 41 | 15 | 15 | 2 | 5 | 9 | 6 | 7 | 4 |
| August | 1983 | 41 | 16 | 14 | 1 | 5 | 10 | 5 | 7 | 3 |
| September | 1983 | 39 | 16 | 14 | 1 | 4 | 14 | 6 | 5 | 3 |
| October | 1983 | 38 | 19 | 11 | 2 | 5 | 14 | 6 | 7 | 4 |
| November | 1983 | 37 | 19 | 10 | 2 | 5 | 15 | 6 | 6 | 3 |
| December | 1983 | 39 | 16 | 7 | 1 | 6 | 14 | 4 | 7 | 2 |
| January | 1984 | 43 | 15 | 9 | 1 | 6 | 13 | 4 | 5 | 1 |
| February | 1984 | 44 | 14 | 9 | 1 | 7 | 10 | 4 | 4 | 2 |
| March | 1984 | 45 | 15 | 12 | 1 | 9 | 8 | 4 | 4 | 3 |
| April | 1984 | 39 | 15 | 12 | 2 | 11 | 8 | 5 | 4 | 2 |
| May | 1984 | 38 | 16 | 12 | 3 | 12 | 8 | 4 | 3 | 2 |
| June | 1984 | 35 | 16 | 11 | 4 | 11 | 10 | 4 | 3 | 1 |
| July | 1984 | 38 | 16 | 10 | 4 | 10 | 9 | 5 | 3 | 2 |
| August | 1984 | 36 | 16 | 10 | 3 | 10 | 9 | 7 | 5 | 1 |
| September | 1984 | 38 | 18 | 9 | 3 | 9 | 8 | 7 | 4 | 1 |
| October | 1984 | 39 | 18 | 11 | 3 | 9 | 9 | 6 | 4 | 2 |
| November | 1984 | 40 | 18 | 12 | 3 | 10 | 8 | 5 | 2 | 2 |
| December | 1984 | 41 | 16 | 12 | 3 | 12 | 9 | 6 | 4 | 2 |
| January | 1985 | 43 | 15 | 12 | 2 | 10 | 9 | 7 | 4 | 2 |
| February | 1985 | 45 | 14 | 12 | 1 | 10 | 8 | 7 | 4 | 2 |
| March | 1985 | 45 | 14 | 12 | 1 | 8 | 8 | 5 | 4 | 3 |
| April | 1985 | 44 | 15 | 11 | 2 | 10 | 8 | 4 | 5 | 2 |
| May | 1985 | 44 | 15 | 10 | 3 | 10 | 8 | 4 | 6 | 2 |
| June | 1985 | 44 | 16 | 12 | 3 | 11 | 8 | 4 | 6 | 2 |
| July | 1985 | 44 | 15 | 13 | 1 | 10 | 8 | 3 | 4 | 2 |
| August | 1985 | 44 | 17 | 17 | 1 | 9 | 10 | 2 | 3 | 1 |

TABLE 36

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

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

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

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 | Prices Won't Come Down | Interest Rate Low Credit Easy | Borrow in Advance Rising Rates | Times Good; Prosperity | Prices High | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future |
| | | <u>Available</u> | <u>Down</u> | <u>Credit Easy</u> | <u>Rising Rates</u> | <u>Prosperity</u> | <u>High</u> | <u>Credit Tight</u> | <u>To Buy</u> | <u>Future</u> |
| May | 1993 | 37 | 12 | 14 | 1 | 7 | 8 | 2 | 10 | 9 |
| June | 1993 | 38 | 10 | 15 | 1 | 8 | 8 | 1 | 9 | 9 |
| July | 1993 | 36 | 11 | 17 | 1 | 8 | 8 | 1 | 9 | 10 |
| August | 1993 | 37 | 11 | 18 | 0 | 9 | 5 | 1 | 8 | 10 |
| September | 1993 | 35 | 11 | 21 | 0 | 8 | 4 | 2 | 8 | 10 |
| October | 1993 | 35 | 10 | 22 | 0 | 7 | 6 | 3 | 9 | 7 |
| November | 1993 | 36 | 8 | 21 | 0 | 4 | 9 | 3 | 9 | 7 |
| December | 1993 | 38 | 8 | 22 | 0 | 5 | 10 | 2 | 9 | 6 |
| | | | | | | | | | | |
| January | 1994 | 38 | 8 | 24 | 1 | 7 | 8 | 2 | 7 | 7 |
| February | 1994 | 40 | 8 | 26 | 1 | 11 | 5 | 2 | 5 | 6 |
| March | 1994 | 39 | 10 | 24 | 1 | 11 | 5 | 3 | 5 | 4 |
| April | 1994 | 38 | 9 | 22 | 1 | 13 | 6 | 2 | 4 | 3 |
| May | 1994 | 35 | 8 | 21 | 1 | 11 | 7 | 2 | 5 | 3 |
| June | 1994 | 34 | 7 | 19 | 1 | 11 | 6 | 2 | 4 | 3 |
| July | 1994 | 35 | 12 | 18 | 1 | 8 | 6 | 1 | 5 | 3 |
| August | 1994 | 37 | 11 | 17 | 2 | 9 | 6 | 2 | 5 | 3 |
| September | 1994 | 38 | 11 | 17 | 2 | 10 | 6 | 2 | 5 | 4 |
| October | 1994 | 37 | 10 | 17 | 2 | 11 | 5 | 3 | 5 | 3 |
| November | 1994 | 38 | 12 | 17 | 3 | 9 | 5 | 3 | 5 | 4 |
| December | 1994 | 40 | 12 | 16 | 3 | 9 | 5 | 3 | 6 | 3 |
| | | | | | | | | | | |
| January | 1995 | 44 | 11 | 14 | 3 | 10 | 5 | 2 | 4 | 4 |
| February | 1995 | 44 | 10 | 12 | 3 | 11 | 5 | 2 | 5 | 3 |
| March | 1995 | 43 | 11 | 12 | 3 | 11 | 5 | 2 | 6 | 3 |
| April | 1995 | 40 | 10 | 11 | 2 | 12 | 6 | 3 | 6 | 2 |
| May | 1995 | 40 | 10 | 10 | 1 | 12 | 8 | 3 | 5 | 3 |
| June | 1995 | 37 | 9 | 11 | 1 | 11 | 9 | 3 | 4 | 3 |
| July | 1995 | 37 | 9 | 12 | 1 | 9 | 11 | 4 | 5 | 3 |
| August | 1995 | 38 | 8 | 14 | 1 | 9 | 8 | 3 | 4 | 3 |
| September | 1995 | 41 | 10 | 12 | 1 | 10 | 6 | 3 | 4 | 3 |
| October | 1995 | 43 | 10 | 12 | 1 | 9 | 4 | 2 | 3 | 3 |
| November | 1995 | 41 | 11 | 11 | 1 | 9 | 8 | 2 | 4 | 2 |
| December | 1995 | 42 | 9 | 14 | 1 | 8 | 8 | 2 | 4 | 1 |
| | | | | | | | | | | |
| January | 1996 | 44 | 9 | 14 | 0 | 7 | 10 | 3 | 5 | 2 |
| February | 1996 | 47 | 7 | 15 | 1 | 8 | 8 | 3 | 6 | 3 |
| March | 1996 | 48 | 8 | 13 | 1 | 8 | 7 | 2 | 4 | 4 |
| April | 1996 | 47 | 8 | 14 | 1 | 10 | 5 | 2 | 4 | 4 |
| May | 1996 | 45 | 10 | 16 | 1 | 9 | 6 | 3 | 4 | 3 |
| June | 1996 | 41 | 9 | 15 | 1 | 10 | 6 | 3 | 5 | 2 |
| July | 1996 | 41 | 10 | 16 | 1 | 9 | 6 | 2 | 4 | 2 |
| August | 1996 | 44 | 9 | 14 | 1 | 9 | 5 | 1 | 3 | 2 |
| September | 1996 | 45 | 10 | 15 | 1 | 8 | 6 | 1 | 2 | 1 |
| October | 1996 | 45 | 10 | 13 | 1 | 8 | 7 | 2 | 3 | 2 |
| November | 1996 | 44 | 10 | 13 | 0 | 10 | 7 | 2 | 4 | 2 |
| December | 1996 | 49 | 9 | 13 | 1 | 9 | 8 | 3 | 5 | 2 |
| | | | | | | | | | | |
| January | 1997 | 51 | 9 | 10 | 1 | 10 | 6 | 3 | 5 | 1 |
| February | 1997 | 51 | 7 | 9 | 1 | 12 | 6 | 3 | 6 | 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 | Prices Won't Come Down | Interest Rate Low Credit Easy | Borrow in Advance Rising Rates | Times Good; Prosperity | Prices High | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future |
| | | <u>Available</u> | <u>Down</u> | <u>Credit Easy</u> | <u>Rising Rates</u> | <u>Prosperity</u> | <u>High</u> | <u>Credit Tight</u> | <u>To Buy</u> | <u>Future</u> |
| March | 1997 | 46 | 6 | 8 | 1 | 15 | 5 | 2 | 5 | 1 |
| April | 1997 | 38 | 7 | 10 | 1 | 16 | 4 | 3 | 4 | 1 |
| May | 1997 | 37 | 9 | 11 | 2 | 15 | 3 | 2 | 2 | 1 |
| June | 1997 | 35 | 9 | 11 | 2 | 16 | 4 | 3 | 3 | 1 |
| July | 1997 | 37 | 6 | 11 | 1 | 13 | 4 | 2 | 3 | 0 |
| August | 1997 | 35 | 7 | 10 | 0 | 13 | 4 | 2 | 3 | 1 |
| September | 1997 | 36 | 8 | 11 | 0 | 13 | 4 | 2 | 2 | 1 |
| October | 1997 | 34 | 8 | 12 | 0 | 15 | 4 | 1 | 2 | 1 |
| November | 1997 | 36 | 7 | 12 | 0 | 13 | 4 | 1 | 1 | 0 |
| December | 1997 | 38 | 5 | 13 | 0 | 9 | 4 | 2 | 1 | 0 |
| | | | | | | | | | | |
| January | 1998 | 47 | 5 | 12 | 0 | 9 | 4 | 1 | 2 | 0 |
| February | 1998 | 47 | 5 | 15 | 1 | 11 | 4 | 0 | 2 | 1 |
| March | 1998 | 43 | 6 | 17 | 1 | 13 | 4 | 0 | 2 | 1 |
| April | 1998 | 37 | 6 | 16 | 1 | 14 | 4 | 0 | 1 | 1 |
| May | 1998 | 34 | 6 | 13 | 0 | 15 | 5 | 0 | 1 | 0 |
| June | 1998 | 35 | 5 | 13 | 0 | 16 | 3 | 1 | 1 | 0 |
| July | 1998 | 32 | 4 | 16 | 0 | 17 | 4 | 0 | 0 | 0 |
| August | 1998 | 35 | 3 | 17 | 0 | 15 | 3 | 0 | 0 | 1 |
| September | 1998 | 33 | 3 | 16 | 0 | 15 | 4 | 1 | 1 | 1 |
| October | 1998 | 32 | 4 | 17 | 0 | 14 | 4 | 2 | 2 | 2 |
| November | 1998 | 31 | 6 | 19 | 0 | 15 | 5 | 2 | 2 | 2 |
| December | 1998 | 34 | 5 | 20 | 0 | 14 | 5 | 2 | 1 | 2 |
| | | | | | | | | | | |
| January | 1999 | 37 | 5 | 18 | 0 | 15 | 3 | 2 | 1 | 1 |
| February | 1999 | 40 | 4 | 15 | 0 | 16 | 3 | 2 | 2 | 2 |
| March | 1999 | 38 | 5 | 16 | 0 | 18 | 2 | 1 | 2 | 2 |
| April | 1999 | 34 | 5 | 15 | 0 | 17 | 5 | 1 | 2 | 1 |
| May | 1999 | 33 | 7 | 16 | 0 | 18 | 4 | 2 | 2 | 0 |
| June | 1999 | 34 | 6 | 14 | 1 | 16 | 4 | 2 | 1 | 0 |
| July | 1999 | 38 | 5 | 12 | 1 | 19 | 2 | 1 | 1 | 0 |
| August | 1999 | 37 | 4 | 14 | 1 | 18 | 5 | 1 | 1 | 1 |
| September | 1999 | 33 | 4 | 13 | 1 | 19 | 4 | 2 | 1 | 1 |
| October | 1999 | 30 | 7 | 12 | 1 | 15 | 5 | 1 | 1 | 2 |
| November | 1999 | 32 | 7 | 10 | 1 | 12 | 5 | 1 | 1 | 1 |
| December | 1999 | 38 | 6 | 9 | 1 | 12 | 5 | 0 | 1 | 2 |
| | | | | | | | | | | |
| January | 2000 | 42 | 5 | 10 | 0 | 12 | 4 | 0 | 0 | 1 |
| February | 2000 | 42 | 6 | 9 | 0 | 17 | 2 | 1 | 0 | 1 |
| March | 2000 | 38 | 7 | 11 | 0 | 16 | 4 | 1 | 1 | 0 |
| April | 2000 | 35 | 8 | 12 | 2 | 18 | 4 | 2 | 1 | 0 |
| May | 2000 | 36 | 8 | 12 | 2 | 15 | 5 | 2 | 1 | 0 |
| June | 2000 | 39 | 6 | 10 | 3 | 17 | 3 | 1 | 1 | 0 |
| July | 2000 | 39 | 3 | 9 | 2 | 18 | 3 | 2 | 1 | 0 |
| August | 2000 | 36 | 4 | 9 | 1 | 19 | 4 | 1 | 1 | 0 |
| September | 2000 | 36 | 5 | 12 | 1 | 19 | 5 | 2 | 1 | 0 |
| October | 2000 | 35 | 8 | 12 | 0 | 18 | 5 | 2 | 2 | 0 |
| November | 2000 | 34 | 9 | 11 | 1 | 18 | 3 | 2 | 2 | 0 |
| December | 2000 | 33 | 8 | 9 | 0 | 17 | 3 | 2 | 2 | 1 |

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

TABLE 36

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

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

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

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

TABLE 36

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

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