

AGE 18 TO 34

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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	57	12	31	100	125	1153
April 1978	57	11	32	100	125	1182
May 1978	59	9	31	100	128	1208
June 1978	59	10	31	100	128	1169
July 1978	59	10	31	100	128	1163
August 1978	55	11	35	100	120	996
September 1978	51	10	38	100	113	1015
October 1978	49	11	40	100	109	1008
November 1978	51	12	37	100	114	1137
December 1978	51	13	36	100	115	1130
January 1979	51	14	36	100	115	1183
February 1979	50	12	38	100	112	1232
March 1979	54	11	35	100	118	1234
April 1979	54	9	37	100	117	1274
May 1979	52	9	39	100	113	1250
June 1979	46	8	46	100	100	1392
July 1979	41	11	48	100	93	1473
August 1979	40	13	48	100	92	1438
September 1979	42	13	45	100	97	1377
October 1979	48	10	42	100	106	1380
November 1979	50	7	43	100	108	1451
December 1979	49	6	45	100	104	1440
January 1980	46	6	48	100	98	1278
February 1980	48	5	47	100	101	1149
March 1980	52	6	42	100	110	1044
April 1980	50	8	42	100	108	1019
May 1980	44	8	48	100	96	843
June 1980	41	9	49	100	92	877
July 1980	43	9	49	100	94	827
August 1980	48	10	43	100	105	820
September 1980	48	8	44	100	104	789
October 1980	50	7	43	100	107	816
November 1980	49	7	44	100	105	806
December 1980	47	7	47	100	100	789
January 1981	45	8	47	100	98	786
February 1981	45	8	48	100	97	804
March 1981	47	7	46	100	101	810
April 1981	47	7	46	100	100	805
May 1981	49	6	45	100	105	803
June 1981	45	7	48	100	98	802
July 1981	45	6	49	100	96	826
August 1981	43	5	51	100	92	811
September 1981	46	4	50	100	96	813
October 1981	46	4	50	100	96	819
November 1981	44	6	50	100	93	848
December 1981	41	7	51	100	90	841
January 1982	42	7	51	100	91	845
February 1982	41	7	52	100	89	828
March 1982	43	7	50	100	93	853
April 1982	44	7	50	100	94	846
May 1982	47	6	47	100	100	857
June 1982	47	6	47	100	100	857

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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>
July 1982	46	5	49	100	97	876
August 1982	43	5	51	100	92	866
September 1982	44	7	48	100	96	858
October 1982	47	8	44	100	103	836
November 1982	50	7	42	100	108	843
December 1982	54	6	40	100	115	834
January 1983	56	5	40	100	116	834
February 1983	60	5	35	100	125	831
March 1983	62	4	35	100	127	831
April 1983	67	3	30	100	136	836
May 1983	70	3	27	100	142	844
June 1983	72	4	24	100	149	864
July 1983	73	4	23	100	150	823
August 1983	73	5	22	100	152	799
September 1983	70	4	25	100	145	797
October 1983	67	5	28	100	139	824
November 1983	64	6	30	100	134	837
December 1983	64	7	29	100	135	835
January 1984	68	6	26	100	143	801
February 1984	69	6	25	100	144	800
March 1984	70	6	24	100	147	808
April 1984	66	8	26	100	139	843
May 1984	66	7	27	100	139	827
June 1984	65	7	29	100	136	796
July 1984	66	5	28	100	138	751
August 1984	65	6	29	100	136	780
September 1984	65	5	30	100	135	799
October 1984	64	6	29	100	135	844
November 1984	62	6	32	100	130	800
December 1984	60	7	33	100	126	787
January 1985	63	6	31	100	132	736
February 1985	65	5	29	100	136	761
March 1985	70	5	25	100	145	739
April 1985	70	5	25	100	144	746
May 1985	72	4	24	100	148	704
June 1985	73	4	23	100	150	712
July 1985	76	3	21	100	154	696
August 1985	76	5	19	100	157	709
September 1985	76	5	19	100	157	687
October 1985	72	6	22	100	151	715
November 1985	75	4	21	100	154	717
December 1985	74	4	22	100	151	753
January 1986	77	4	19	100	157	754
February 1986	78	4	18	100	160	788
March 1986	82	3	15	100	167	750
April 1986	81	3	16	100	165	753
May 1986	80	3	17	100	163	739
June 1986	81	3	16	100	165	771
July 1986	83	3	14	100	169	766
August 1986	83	3	14	100	169	761
September 1986	83	3	14	100	168	732
October 1986	82	3	15	100	168	712
November 1986	79	2	19	100	160	698
December 1986	74	3	23	100	151	709

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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	1987	67	3	30	100	138	724
February	1987	67	4	29	100	137	740
March	1987	66	4	29	100	137	730
April	1987	68	5	27	100	141	723
May	1987	72	4	25	100	147	699
June	1987	72	4	24	100	148	706
July	1987	76	4	20	100	156	692
August	1987	72	5	23	100	149	716
September	1987	73	4	23	100	150	698
October	1987	69	4	26	100	143	649
November	1987	68	4	28	100	139	566
December	1987	63	5	32	100	131	542
January	1988	61	5	34	100	127	529
February	1988	59	7	33	100	126	563
March	1988	61	8	32	100	129	545
April	1988	63	9	28	100	135	554
May	1988	68	7	25	100	143	528
June	1988	70	7	23	100	147	548
July	1988	69	5	26	100	143	565
August	1988	68	6	26	100	142	586
September	1988	66	7	27	100	139	575
October	1988	68	7	25	100	142	555
November	1988	65	7	29	100	136	537
December	1988	65	5	31	100	134	533
January	1989	63	6	31	100	131	559
February	1989	63	7	31	100	132	561
March	1989	62	8	30	100	133	552
April	1989	65	6	29	100	136	551
May	1989	68	6	26	100	142	549
June	1989	71	6	24	100	147	559
July	1989	71	6	24	100	147	556
August	1989	71	5	24	100	147	522
September	1989	68	5	26	100	142	511
October	1989	66	6	28	100	138	493
November	1989	66	7	27	100	140	517
December	1989	68	6	26	100	142	514
January	1990	69	6	25	100	144	516
February	1990	67	5	27	100	140	497
March	1990	68	5	28	100	140	502
April	1990	66	5	29	100	136	492
May	1990	67	6	28	100	139	493
June	1990	68	6	26	100	141	483
July	1990	71	5	24	100	147	506
August	1990	68	4	29	100	139	530
September	1990	64	3	33	100	132	537
October	1990	58	3	38	100	120	508
November	1990	54	4	42	100	112	479
December	1990	50	4	46	100	103	473
January	1991	49	3	48	100	102	506
February	1991	53	4	43	100	109	539
March	1991	59	5	36	100	122	546
April	1991	63	6	32	100	131	512
May	1991	66	4	30	100	135	484
June	1991	67	3	30	100	137	485
July	1991	68	2	30	100	138	497

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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>
August	1991	68	3	29	100	139	532
September	1991	66	4	30	100	136	510
October	1991	66	4	30	100	136	525
November	1991	68	3	29	100	138	509
December	1991	66	5	29	100	137	530
January	1992	67	4	28	100	139	526
February	1992	65	5	31	100	134	525
March	1992	67	3	30	100	137	511
April	1992	65	4	32	100	133	517
May	1992	66	4	30	100	136	525
June	1992	69	4	27	100	141	534
July	1992	70	3	27	100	144	510
August	1992	69	3	28	100	141	505
September	1992	68	4	29	100	139	500
October	1992	65	5	30	100	135	507
November	1992	67	5	28	100	139	499
December	1992	68	4	28	100	140	491
January	1993	71	4	25	100	146	476
February	1993	68	5	27	100	141	466
March	1993	65	6	29	100	136	480
April	1993	65	6	29	100	136	485
May	1993	69	6	25	100	143	489
June	1993	69	7	24	100	145	477
July	1993	71	5	24	100	147	460
August	1993	70	5	25	100	145	454
September	1993	70	4	26	100	144	447
October	1993	67	4	28	100	139	464
November	1993	68	4	29	100	139	466
December	1993	71	3	26	100	145	470
January	1994	74	4	22	100	152	467
February	1994	76	4	20	100	157	476
March	1994	75	6	19	100	156	453
April	1994	77	5	17	100	160	451
May	1994	74	6	20	100	154	441
June	1994	74	4	22	100	152	463
July	1994	72	4	23	100	149	481
August	1994	73	4	23	100	149	496
September	1994	72	5	23	100	148	496
October	1994	68	6	27	100	141	483
November	1994	69	6	26	100	143	475
December	1994	66	6	27	100	139	476
January	1995	68	5	26	100	142	491
February	1995	65	6	29	100	136	484
March	1995	65	5	30	100	135	488
April	1995	62	7	32	100	130	478
May	1995	63	5	32	100	130	488
June	1995	65	4	31	100	133	482
July	1995	67	2	30	100	137	490
August	1995	69	3	28	100	140	478
September	1995	67	4	29	100	138	478
October	1995	67	6	28	100	139	459
November	1995	65	6	28	100	137	464
December	1995	68	7	26	100	142	454
January	1996	65	5	29	100	136	481

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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>
February	1996	67	4	28	100	139	462
March	1996	67	4	28	100	139	481
April	1996	70	6	23	100	147	434
May	1996	67	8	25	100	142	443
June	1996	65	9	26	100	139	422
July	1996	67	6	26	100	141	455
August	1996	72	6	22	100	150	456
September	1996	74	3	22	100	152	467
October	1996	71	4	25	100	146	421
November	1996	68	4	29	100	139	418
December	1996	66	5	29	100	137	407
January	1997	67	7	26	100	141	453
February	1997	65	7	28	100	137	473
March	1997	65	6	29	100	135	476
April	1997	65	4	31	100	134	448
May	1997	67	4	28	100	139	433
June	1997	71	4	25	100	145	415
July	1997	70	5	26	100	144	428
August	1997	68	6	26	100	142	410
September	1997	68	8	25	100	143	421
October	1997	69	7	23	100	146	407
November	1997	71	7	22	100	149	421
December	1997	70	8	22	100	148	395
January	1998	70	9	21	100	149	390
February	1998	71	12	18	100	153	353
March	1998	71	12	17	100	154	386
April	1998	71	12	18	100	153	395
May	1998	69	10	20	100	149	415
June	1998	72	8	20	100	152	404
July	1998	73	10	17	100	155	402
August	1998	74	11	15	100	160	390
September	1998	69	13	18	100	152	413
October	1998	70	12	19	100	151	410
November	1998	72	9	19	100	153	417
December	1998	74	8	18	100	156	416
January	1999	75	8	17	100	158	423
February	1999	72	9	19	100	153	439
March	1999	72	9	19	100	153	439
April	1999	68	11	21	100	147	443
May	1999	71	9	20	100	151	422
June	1999	68	9	23	100	145	410
July	1999	73	5	22	100	151	391
August	1999	69	4	27	100	142	406
September	1999	70	5	25	100	145	412
October	1999	65	6	28	100	137	412
November	1999	68	8	24	100	145	397
December	1999	68	7	25	100	143	387
January	2000	69	8	23	100	147	387
February	2000	68	10	22	100	146	384
March	2000	68	10	22	100	146	377
April	2000	70	8	22	100	148	380
May	2000	68	8	24	100	144	396
June	2000	67	10	24	100	143	409
July	2000	65	11	24	100	142	416
August	2000	69	10	22	100	147	412

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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>
September 2000	73	8	18	100	155	382
October 2000	73	9	18	100	155	364
November 2000	72	9	19	100	154	350
December 2000	69	11	19	100	150	368
January 2001	70	10	20	100	150	373
February 2001	70	9	21	100	149	370
March 2001	70	8	22	100	149	352
April 2001	66	6	28	100	138	348
May 2001	63	7	29	100	134	347
June 2001	60	9	32	100	128	354
July 2001	61	13	26	100	134	341
August 2001	61	15	24	100	137	357
September 2001	61	16	23	100	138	332
October 2001	66	13	21	100	145	345
November 2001	71	9	20	100	151	335
December 2001	76	8	16	100	160	367
January 2002	76	10	14	100	162	361
February 2002	75	11	14	100	161	371
March 2002	74	8	17	100	157	361
April 2002	76	8	16	100	159	352
May 2002	73	9	17	100	156	356
June 2002	73	11	17	100	156	362
July 2002	69	10	20	100	149	368
August 2002	70	9	20	100	150	357
September 2002	71	8	20	100	151	335
October 2002	76	6	18	100	158	328
November 2002	75	8	17	100	158	340
December 2002	77	8	14	100	163	358
January 2003	73	9	18	100	156	373
February 2003	73	6	21	100	151	344
March 2003	67	4	29	100	138	337
April 2003	69	5	26	100	142	336
May 2003	71	8	22	100	149	340
June 2003	77	7	17	100	160	348
July 2003	78	7	16	100	162	351
August 2003	78	5	17	100	162	335
September 2003	75	6	19	100	156	322
October 2003	75	6	19	100	156	324
November 2003	75	6	18	100	157	346
December 2003	78	7	15	100	163	351
January 2004	79	5	16	100	163	337
February 2004	74	7	19	100	155	327
March 2004	72	6	22	100	150	315
April 2004	70	7	23	100	147	323
May 2004	74	5	20	100	154	332
June 2004	72	5	23	100	149	323
July 2004	70	5	25	100	145	300
August 2004	64	5	31	100	133	282
September 2004	64	7	29	100	135	293
October 2004	66	7	27	100	139	302
November 2004	71	6	23	100	148	296
December 2004	74	6	20	100	154	295
January 2005	74	5	21	100	153	292
February 2005	75	6	19	100	155	292

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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>
March	2005	72	5	23	100	149	276
April	2005	65	8	26	100	139	275
May	2005	61	8	30	100	131	287
June	2005	63	8	30	100	133	321
July	2005	72	5	23	100	149	315
August	2005	76	4	20	100	157	299
September	2005	69	5	25	100	144	251
October	2005	59	5	35	100	124	251
November	2005	57	5	38	100	119	263
December	2005	63	3	34	100	129	285
January	2006	67	5	28	100	139	272
February	2006	64	5	31	100	134	256
March	2006	66	6	29	100	137	230
April	2006	66	3	31	100	134	240
May	2006	63	4	33	100	129	251
June	2006	60	3	37	100	122	270
July	2006	59	6	36	100	123	263
August	2006	55	5	41	100	114	241
September	2006	56	7	38	100	118	221
October	2006	56	6	38	100	118	229
November	2006	66	6	28	100	138	235
December	2006	66	4	30	100	136	238
January	2007	66	6	28	100	138	233
February	2007	61	8	31	100	131	224
March	2007	64	8	28	100	137	228
April	2007	65	8	27	100	138	223
May	2007	64	6	30	100	134	247
June	2007	58	7	36	100	122	239
July	2007	54	4	42	100	112	234
August	2007	60	4	36	100	123	218
September	2007	67	3	30	100	137	217
October	2007	70	4	27	100	143	204
November	2007	63	4	33	100	131	211
December	2007	56	4	40	100	116	221
January	2008	55	3	42	100	113	229
February	2008	53	5	42	100	111	215
March	2008	52	5	43	100	109	208
April	2008	51	6	43	100	109	206
May	2008	52	5	44	100	108	201
June	2008	49	4	47	100	102	210
July	2008	50	3	47	100	103	216
August	2008	53	1	46	100	107	209
September	2008	53	2	45	100	109	213
October	2008	50	4	46	100	104	211
November	2008	46	5	49	100	97	213
December	2008	52	4	44	100	109	196
January	2009	56	2	42	100	114	185
February	2009	64	2	34	100	130	180
March	2009	63	3	34	100	130	195
April	2009	58	4	38	100	120	200
May	2009	58	3	39	100	118	195
June	2009	62	1	38	100	124	169
July	2009	68	1	31	100	138	161
August	2009	70	2	27	100	143	173
September	2009	67	4	29	100	138	174

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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	2009	64	4	32	100	132	181
November	2009	59	3	37	100	122	173
December	2009	57	3	41	100	116	181
January	2010	62	1	37	100	125	176
February	2010	65	1	34	100	131	191
March	2010	67	1	31	100	136	177
April	2010	67	3	31	100	136	176
May	2010	67	3	30	100	138	177
June	2010	72	2	26	100	146	190
July	2010	71	3	26	100	144	179
August	2010	68	3	30	100	138	177
September	2010	62	5	34	100	128	162
October	2010	60	4	36	100	124	173
November	2010	63	3	34	100	129	161
December	2010	66	2	31	100	135	175
January	2011	65	1	34	100	131	170
February	2011	59	3	38	100	122	164
March	2011	57	2	41	100	116	157
April	2011	57	4	39	100	118	155
May	2011	59	4	38	100	121	162
June	2011	57	3	40	100	117	171
July	2011	60	3	36	100	124	169
August	2011	57	5	39	100	118	160
September	2011	55	5	40	100	115	153
October	2011	51	4	45	100	106	156
November	2011	52	4	44	100	108	156
December	2011	49	5	46	100	103	160
January	2012	49	9	42	100	107	155
February	2012	50	9	41	100	109	162
March	2012	56	7	37	100	119	151
April	2012	63	3	34	100	128	155
May	2012	63	3	33	100	130	144
June	2012	59	6	35	100	123	133
July	2012	53	6	41	100	112	125
August	2012	52	5	43	100	108	143
September	2012	57	4	39	100	119	162
October	2012	56	3	41	100	115	174
November	2012	56	4	40	100	117	169
December	2012	59	3	39	100	120	168
January	2013	60	3	37	100	123	166
February	2013	58	2	40	100	117	181
March	2013	56	4	39	100	117	186
April	2013	60	4	36	100	124	199
May	2013	66	3	30	100	136	207
June	2013	64	1	35	100	129	214
July	2013	62	2	35	100	127	213
August	2013	61	4	35	100	126	216
September	2013	63	5	32	100	131	231
October	2013	65	4	31	100	134	229
November	2013	59	4	36	100	123	226
December	2013	58	5	37	100	121	210
January	2014	60	5	36	100	124	219
February	2014	71	3	26	100	145	207
March	2014	71	4	25	100	145	219

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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>
April	2014	67	4	29	100	138	231
May	2014	61	5	34	100	127	239
June	2014	60	5	34	100	126	230
July	2014	62	6	32	100	131	217
August	2014	61	7	32	100	129	217
September	2014	60	5	35	100	125	239
October	2014	59	6	36	100	123	262
November	2014	62	5	33	100	129	281
December	2014	64	5	31	100	133	281
January	2015	68	3	29	100	139	291
February	2015	68	2	30	100	138	294
March	2015	70	4	26	100	144	320
April	2015	67	6	27	100	140	325
May	2015	66	8	27	100	139	358
June	2015	66	8	26	100	140	347
July	2015	69	6	25	100	144	346
August	2015	71	5	25	100	146	349
September	2015	70	3	27	100	144	375
October	2015	67	4	29	100	138	382
November	2015	69	3	28	100	141	366
December	2015	67	3	30	100	136	338
January	2016	68	5	27	100	140	332
February	2016	69	5	26	100	143	337
March	2016	70	7	23	100	147	353
April	2016	72	5	22	100	150	360
May	2016	72	5	23	100	148	363
June	2016	73	3	25	100	148	354
July	2016	71	3	26	100	144	358
August	2016	69	3	28	100	142	348
September	2016	66	3	31	100	135	356
October	2016	63	3	34	100	130	366
November	2016	63	3	34	100	128	393
December	2016	67	3	31	100	136	414
January	2017	68	2	30	100	138	410
February	2017	66	2	32	100	134	405
March	2017	66	2	32	100	134	390
April	2017	67	3	30	100	137	383
May	2017	66	3	31	100	135	395
June	2017	65	2	33	100	132	423
July	2017	62	3	35	100	127	434
August	2017	62	4	34	100	128	419
September	2017	62	5	33	100	128	386
October	2017	63	6	31	100	133	373
November	2017	66	6	28	100	138	385
December	2017	70	5	25	100	146	392
January	2018	70	5	25	100	145	420
February	2018	68	4	28	100	140	403
March	2018	65	4	31	100	134	397
April	2018	64	3	32	100	132	377
May	2018	62	3	35	100	127	358
June	2018	61	4	35	100	126	361
July	2018	56	3	41	100	116	352
August	2018	56	4	40	100	116	385
September	2018	55	4	41	100	115	390
October	2018	55	6	39	100	116	388

AGE 18 TO 34

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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>
November	2018	55	5	40	100	114	358
December	2018	52	5	43	100	109	367
January	2019	55	4	41	100	114	368
February	2019	55	6	40	100	115	377
March	2019	59	5	36	100	124	352
April	2019	56	6	38	100	118	369
May	2019	60	5	35	100	124	376
June	2019	58	5	37	100	120	382
July	2019	59	4	38	100	121	359
August	2019	57	3	40	100	117	349
September	2019	59	3	38	100	122	337
October	2019	61	4	35	100	126	369
November	2019	63	2	35	100	128	362
December	2019	62	3	35	100	128	374
January	2020	59	3	38	100	121	348
February	2020	58	5	36	100	122	350
March	2020	57	5	38	100	119	365
April	2020	57	5	39	100	118	386
May	2020	55	3	42	100	113	416
June	2020	57	2	41	100	116	397
July	2020	60	1	39	100	120	386
August	2020	61	1	38	100	122	377
September	2020	56	2	41	100	115	371
October	2020	56	3	42	100	114	371
November	2020	53	4	44	100	109	363
December	2020	54	2	44	100	110	385
January	2021	54	4	43	100	111	389
February	2021	55	3	42	100	114	392
March	2021	53	4	43	100	110	370
April	2021	52	5	43	100	109	365
May	2021	50	5	45	100	106	365
June	2021	49	4	47	100	102	395
July	2021	44	3	53	100	92	414
August	2021	38	3	59	100	79	402