

AGE 35 TO 54

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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 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	54	15	31	100	122	781
April	1978	53	18	30	100	123	810
May	1978	52	17	32	100	120	845
June	1978	50	16	34	100	116	805
July	1978	51	15	34	100	117	823
August	1978	48	15	37	100	112	827
September	1978	48	16	36	100	112	844
October	1978	50	15	35	100	114	867
November	1978	49	15	36	100	113	962
December	1978	46	16	38	100	108	988
January	1979	43	16	42	100	101	1027
February	1979	46	16	38	100	107	936
March	1979	45	15	40	100	104	929
April	1979	46	14	40	100	106	936
May	1979	42	14	44	100	98	944
June	1979	41	12	47	100	94	1022
July	1979	36	13	51	100	85	1093
August	1979	37	11	52	100	85	1050
September	1979	38	12	49	100	89	1024
October	1979	40	12	48	100	92	999
November	1979	39	10	50	100	89	1041
December	1979	42	9	49	100	93	1011
January	1980	41	8	51	100	91	915
February	1980	43	9	48	100	95	816
March	1980	40	10	50	100	90	772
April	1980	39	9	52	100	87	749
May	1980	35	8	58	100	77	676
June	1980	33	9	58	100	75	655
July	1980	34	10	55	100	79	654
August	1980	38	11	51	100	87	626
September	1980	37	13	50	100	87	643
October	1980	41	15	45	100	96	625
November	1980	42	16	43	100	99	666
December	1980	40	12	48	100	92	678
January	1981	34	11	55	100	79	702
February	1981	34	9	57	100	77	658
March	1981	36	10	54	100	83	650
April	1981	40	8	51	100	89	628
May	1981	40	8	52	100	88	636
June	1981	38	8	54	100	84	628
July	1981	35	8	56	100	79	648
August	1981	38	9	53	100	85	637
September	1981	39	10	51	100	88	643
October	1981	41	9	50	100	90	627
November	1981	35	8	57	100	78	636
December	1981	36	8	56	100	80	641
January	1982	36	9	55	100	80	653
February	1982	38	10	52	100	86	655
March	1982	38	10	52	100	86	655

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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	1982	38	9	52	100	86	641
May	1982	40	10	51	100	89	647
June	1982	41	8	51	100	90	639
July	1982	39	9	51	100	88	648
August	1982	36	9	55	100	81	666
September	1982	34	11	55	100	79	668
October	1982	39	12	50	100	89	657
November	1982	42	12	46	100	96	632
December	1982	50	9	41	100	109	642
January	1983	51	8	41	100	110	651
February	1983	54	7	39	100	115	699
March	1983	55	8	37	100	118	698
April	1983	60	7	34	100	126	696
May	1983	64	7	29	100	134	680
June	1983	66	6	28	100	138	681
July	1983	66	7	27	100	139	674
August	1983	65	6	29	100	136	667
September	1983	66	6	28	100	138	653
October	1983	64	5	31	100	133	658
November	1983	62	7	32	100	130	652
December	1983	58	9	33	100	125	638
January	1984	59	12	29	100	130	627
February	1984	60	12	28	100	132	631
March	1984	66	10	24	100	142	623
April	1984	65	9	27	100	138	639
May	1984	67	8	25	100	141	627
June	1984	65	9	27	100	138	639
July	1984	66	8	25	100	141	640
August	1984	65	9	26	100	138	638
September	1984	61	8	31	100	129	641
October	1984	57	9	34	100	123	653
November	1984	55	7	37	100	118	686
December	1984	57	8	35	100	122	735
January	1985	60	7	33	100	127	720
February	1985	64	7	29	100	136	672
March	1985	68	6	26	100	142	632
April	1985	72	4	23	100	149	653
May	1985	69	4	27	100	142	705
June	1985	68	4	28	100	140	711
July	1985	64	8	29	100	135	689
August	1985	67	8	25	100	142	646
September	1985	68	8	24	100	144	660
October	1985	70	6	24	100	146	665
November	1985	70	6	24	100	146	687
December	1985	66	7	27	100	139	666
January	1986	68	6	26	100	142	671
February	1986	69	5	25	100	144	645
March	1986	75	5	20	100	155	659
April	1986	75	6	19	100	156	664
May	1986	77	5	18	100	159	650
June	1986	77	5	18	100	158	651
July	1986	77	5	18	100	159	650

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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 1986	77	5	18	100	159	673
September 1986	79	3	18	100	161	671
October 1986	75	5	20	100	155	665
November 1986	71	5	24	100	148	655
December 1986	67	6	27	100	139	650
January 1987	63	6	31	100	131	650
February 1987	62	7	31	100	131	673
March 1987	61	8	31	100	130	693
April 1987	66	7	27	100	138	703
May 1987	66	6	27	100	139	701
June 1987	66	7	27	100	139	670
July 1987	66	7	27	100	139	669
August 1987	68	7	25	100	143	657
September 1987	69	7	25	100	144	692
October 1987	66	7	27	100	139	649
November 1987	62	9	30	100	132	619
December 1987	61	9	30	100	131	533
January 1988	63	8	29	100	135	532
February 1988	65	8	28	100	137	497
March 1988	65	8	27	100	138	514
April 1988	63	10	27	100	137	512
May 1988	63	9	28	100	135	522
June 1988	63	10	27	100	135	500
July 1988	66	8	26	100	140	490
August 1988	67	10	23	100	144	494
September 1988	64	11	25	100	139	512
October 1988	61	11	28	100	134	529
November 1988	61	10	29	100	132	528
December 1988	64	8	28	100	136	518
January 1989	66	8	26	100	140	510
February 1989	66	9	26	100	140	531
March 1989	64	9	26	100	138	539
April 1989	62	10	28	100	134	538
May 1989	60	11	29	100	131	521
June 1989	58	11	31	100	127	527
July 1989	60	10	30	100	130	524
August 1989	62	9	29	100	134	560
September 1989	65	8	27	100	137	553
October 1989	62	8	30	100	132	564
November 1989	59	7	34	100	125	539
December 1989	57	7	36	100	121	550
January 1990	59	7	34	100	125	549
February 1990	62	7	31	100	132	578
March 1990	63	6	31	100	132	565
April 1990	67	5	28	100	140	551
May 1990	67	5	28	100	139	527
June 1990	66	7	27	100	140	545
July 1990	63	8	29	100	134	559
August 1990	57	8	35	100	123	563
September 1990	56	6	38	100	118	568
October 1990	53	5	42	100	110	559
November 1990	55	4	42	100	113	550

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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>
December 1990	53	6	41	100	113	557
January 1991	51	6	42	100	109	587
February 1991	49	8	43	100	106	604
March 1991	55	8	38	100	117	612
April 1991	60	7	33	100	128	577
May 1991	64	6	30	100	134	578
June 1991	62	5	33	100	129	561
July 1991	63	5	32	100	130	583
August 1991	63	5	32	100	130	574
September 1991	61	6	33	100	128	601
October 1991	57	6	37	100	120	588
November 1991	55	6	39	100	116	593
December 1991	53	6	41	100	112	560
January 1992	53	5	41	100	112	578
February 1992	56	5	39	100	117	587
March 1992	59	4	37	100	122	610
April 1992	63	5	33	100	130	602
May 1992	63	5	31	100	132	590
June 1992	66	6	28	100	138	574
July 1992	63	6	31	100	133	586
August 1992	63	5	32	100	131	594
September 1992	62	3	36	100	126	599
October 1992	62	4	34	100	127	584
November 1992	61	5	34	100	128	604
December 1992	63	6	31	100	132	621
January 1993	65	6	29	100	136	646
February 1993	67	5	27	100	140	648
March 1993	66	6	28	100	138	649
April 1993	67	6	27	100	140	630
May 1993	65	7	28	100	137	620
June 1993	65	7	28	100	138	616
July 1993	64	7	29	100	135	646
August 1993	63	8	29	100	134	654
September 1993	63	9	28	100	134	660
October 1993	62	10	29	100	133	638
November 1993	61	10	29	100	132	637
December 1993	60	10	30	100	131	646
January 1994	63	10	28	100	135	655
February 1994	69	9	22	100	146	644
March 1994	71	9	20	100	151	635
April 1994	70	10	20	100	150	623
May 1994	68	9	23	100	145	628
June 1994	68	8	24	100	143	626
July 1994	68	7	25	100	143	638
August 1994	68	6	26	100	142	636
September 1994	67	7	26	100	141	638
October 1994	68	6	26	100	142	636
November 1994	65	8	27	100	139	633
December 1994	64	8	28	100	136	617
January 1995	64	8	29	100	135	615
February 1995	62	7	31	100	131	622

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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 1995	64	7	28	100	136	629
April 1995	62	8	30	100	131	630
May 1995	64	8	28	100	136	624
June 1995	61	8	31	100	129	624
July 1995	64	8	28	100	136	620
August 1995	64	6	30	100	134	616
September 1995	65	5	30	100	135	612
October 1995	62	6	32	100	130	621
November 1995	60	8	32	100	128	623
December 1995	60	9	31	100	129	624
January 1996	61	9	30	100	131	603
February 1996	62	7	31	100	131	597
March 1996	62	5	33	100	129	594
April 1996	59	7	34	100	125	613
May 1996	59	7	34	100	125	639
June 1996	60	7	33	100	127	646
July 1996	62	7	31	100	131	639
August 1996	65	6	29	100	135	618
September 1996	62	6	32	100	130	613
October 1996	62	7	32	100	130	636
November 1996	59	8	33	100	127	647
December 1996	61	7	32	100	129	679
January 1997	63	7	30	100	133	651
February 1997	63	6	31	100	133	646
March 1997	64	7	29	100	134	632
April 1997	63	8	29	100	134	647
May 1997	66	9	25	100	141	646
June 1997	70	8	23	100	147	662
July 1997	69	7	23	100	146	657
August 1997	67	9	24	100	143	651
September 1997	64	10	26	100	138	638
October 1997	65	11	24	100	140	642
November 1997	67	9	24	100	143	640
December 1997	65	9	26	100	140	659
January 1998	65	10	25	100	140	659
February 1998	63	12	26	100	137	682
March 1998	66	12	21	100	145	648
April 1998	69	12	19	100	150	649
May 1998	72	11	17	100	155	630
June 1998	72	11	17	100	155	638
July 1998	68	10	22	100	146	639
August 1998	66	12	22	100	144	664
September 1998	64	13	23	100	141	654
October 1998	69	14	17	100	152	637
November 1998	70	13	16	100	154	632
December 1998	73	12	14	100	159	637
January 1999	74	11	15	100	159	656
February 1999	74	13	14	100	160	642
March 1999	73	12	15	100	158	634
April 1999	71	12	18	100	153	627
May 1999	70	10	20	100	150	653
June 1999	71	10	19	100	152	669

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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	1999	72	10	18	100	154	698
August	1999	74	11	15	100	159	681
September	1999	71	11	18	100	153	658
October	1999	73	9	18	100	154	634
November	1999	72	8	20	100	152	630
December	1999	73	8	19	100	153	643
January	2000	71	9	20	100	150	656
February	2000	70	10	20	100	150	665
March	2000	67	10	23	100	144	662
April	2000	68	9	22	100	146	642
May	2000	68	10	22	100	145	623
June	2000	69	11	20	100	149	616
July	2000	67	11	22	100	145	604
August	2000	67	10	23	100	143	610
September	2000	68	8	25	100	143	638
October	2000	68	6	25	100	143	662
November	2000	69	7	24	100	145	678
December	2000	69	9	22	100	147	661
January	2001	66	11	23	100	143	656
February	2001	65	11	25	100	140	637
March	2001	65	11	25	100	140	673
April	2001	64	10	26	100	138	682
May	2001	62	11	27	100	135	709
June	2001	59	12	30	100	129	685
July	2001	59	13	28	100	131	676
August	2001	60	13	27	100	133	643
September	2001	62	12	26	100	136	657
October	2001	67	9	24	100	144	654
November	2001	74	6	19	100	155	669
December	2001	78	7	15	100	163	660
January	2002	78	7	15	100	163	648
February	2002	75	9	16	100	159	657
March	2002	72	11	17	100	156	644
April	2002	68	15	17	100	150	659
May	2002	67	15	18	100	149	634
June	2002	65	17	18	100	147	643
July	2002	71	13	16	100	155	640
August	2002	71	13	16	100	156	662
September	2002	74	10	15	100	159	656
October	2002	72	11	16	100	156	658
November	2002	71	13	16	100	156	642
December	2002	70	13	17	100	153	640
January	2003	70	12	19	100	151	643
February	2003	68	11	21	100	147	673
March	2003	67	9	23	100	144	695
April	2003	68	9	23	100	145	687
May	2003	72	6	21	100	151	668
June	2003	76	7	17	100	159	640
July	2003	76	7	17	100	159	644
August	2003	74	7	19	100	156	664
September	2003	73	6	20	100	153	689
October	2003	71	8	21	100	150	693

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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	2003	74	7	19	100	155	671
December	2003	74	7	19	100	155	673
January	2004	79	4	17	100	162	682
February	2004	77	5	18	100	158	672
March	2004	77	6	17	100	160	659
April	2004	71	7	22	100	149	638
May	2004	66	8	26	100	140	631
June	2004	65	7	28	100	138	637
July	2004	66	7	27	100	140	648
August	2004	70	6	23	100	147	664
September	2004	71	6	22	100	149	646
October	2004	73	7	20	100	152	634
November	2004	70	8	22	100	148	648
December	2004	69	10	21	100	148	643
January	2005	69	10	21	100	148	624
February	2005	71	8	20	100	151	620
March	2005	66	8	26	100	140	611
April	2005	63	10	27	100	136	635
May	2005	60	11	29	100	131	626
June	2005	63	11	26	100	137	626
July	2005	67	7	26	100	141	623
August	2005	70	5	24	100	146	617
September	2005	69	5	26	100	143	633
October	2005	63	10	28	100	135	640
November	2005	58	9	33	100	125	627
December	2005	59	9	32	100	127	625
January	2006	61	7	32	100	129	614
February	2006	65	7	28	100	136	635
March	2006	65	6	29	100	136	641
April	2006	66	6	28	100	139	633
May	2006	63	5	31	100	132	607
June	2006	61	6	33	100	128	596
July	2006	59	6	35	100	124	603
August	2006	62	6	32	100	131	623
September	2006	64	5	32	100	132	619
October	2006	67	4	29	100	137	594
November	2006	67	5	28	100	139	588
December	2006	67	7	26	100	141	592
January	2007	67	7	27	100	140	623
February	2007	64	7	29	100	136	619
March	2007	65	6	29	100	136	601
April	2007	65	5	30	100	135	590
May	2007	65	4	31	100	134	579
June	2007	61	5	34	100	127	602
July	2007	59	5	35	100	124	606
August	2007	60	6	34	100	126	603
September	2007	65	5	31	100	134	589
October	2007	65	5	30	100	135	586
November	2007	61	6	32	100	129	586
December	2007	57	6	37	100	120	571
January	2008	55	6	38	100	117	557

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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 2008	57	6	37	100	120	575
March 2008	58	8	34	100	124	591
April 2008	55	8	37	100	118	600
May 2008	51	6	43	100	107	576
June 2008	46	6	48	100	98	568
July 2008	48	5	47	100	101	540
August 2008	50	5	45	100	105	567
September 2008	55	4	41	100	114	568
October 2008	54	3	43	100	111	600
November 2008	56	3	41	100	115	582
December 2008	56	3	41	100	114	601
January 2009	61	3	35	100	126	586
February 2009	63	4	33	100	130	602
March 2009	64	4	32	100	132	563
April 2009	65	4	31	100	134	565
May 2009	67	3	31	100	136	555
June 2009	67	3	30	100	137	576
July 2009	66	3	31	100	135	589
August 2009	65	3	32	100	133	581
September 2009	64	3	33	100	131	578
October 2009	61	3	36	100	125	538
November 2009	61	3	36	100	125	545
December 2009	62	3	35	100	127	520
January 2010	62	4	34	100	128	535
February 2010	62	4	34	100	128	514
March 2010	63	5	32	100	131	530
April 2010	68	3	29	100	139	522
May 2010	68	4	28	100	140	522
June 2010	67	2	31	100	136	522
July 2010	63	3	34	100	129	532
August 2010	64	3	33	100	131	531
September 2010	64	4	33	100	131	523
October 2010	63	4	33	100	130	527
November 2010	61	4	35	100	125	532
December 2010	63	3	34	100	128	537
January 2011	61	4	34	100	127	520
February 2011	60	5	36	100	124	505
March 2011	59	5	36	100	123	476
April 2011	59	4	37	100	122	493
May 2011	59	5	36	100	123	493
June 2011	59	5	36	100	123	505
July 2011	57	5	38	100	119	478
August 2011	56	4	40	100	116	482
September 2011	55	3	42	100	113	469
October 2011	57	3	41	100	116	489
November 2011	61	3	36	100	124	465
December 2011	61	5	35	100	126	456
January 2012	60	5	35	100	125	438
February 2012	57	5	37	100	120	468
March 2012	58	4	38	100	120	486
April 2012	60	4	36	100	124	509
May 2012	63	3	34	100	129	499

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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>
June 2012	63	4	33	100	130	495
July 2012	62	5	33	100	128	480
August 2012	58	5	37	100	121	478
September 2012	60	5	35	100	125	470
October 2012	60	4	36	100	124	478
November 2012	61	4	35	100	126	485
December 2012	60	5	34	100	126	474
January 2013	61	6	33	100	128	459
February 2013	59	6	35	100	125	451
March 2013	59	4	36	100	123	483
April 2013	60	5	35	100	124	472
May 2013	64	5	31	100	133	465
June 2013	63	8	29	100	134	440
July 2013	64	9	28	100	136	470
August 2013	62	8	30	100	132	471
September 2013	60	6	34	100	126	475
October 2013	59	5	36	100	122	436
November 2013	58	4	38	100	120	430
December 2013	61	6	33	100	129	421
January 2014	64	5	31	100	133	418
February 2014	65	6	29	100	136	410
March 2014	64	5	30	100	134	410
April 2014	62	5	33	100	129	414
May 2014	60	5	35	100	125	417
June 2014	60	5	36	100	124	415
July 2014	59	5	36	100	123	412
August 2014	61	6	33	100	128	413
September 2014	64	7	30	100	134	420
October 2014	67	7	26	100	141	434
November 2014	67	8	25	100	142	433
December 2014	67	7	26	100	141	425
January 2015	69	5	26	100	143	443
February 2015	71	4	25	100	146	456
March 2015	68	5	27	100	142	487
April 2015	68	6	26	100	142	484
May 2015	67	6	28	100	139	486
June 2015	69	4	27	100	142	467
July 2015	67	5	28	100	139	465
August 2015	69	5	26	100	143	474
September 2015	66	6	28	100	139	477
October 2015	66	6	28	100	138	484
November 2015	68	6	26	100	142	488
December 2015	72	5	23	100	150	516
January 2016	75	4	21	100	154	508
February 2016	72	4	24	100	149	499
March 2016	71	5	23	100	148	485
April 2016	68	7	25	100	144	486
May 2016	70	6	24	100	146	469
June 2016	71	5	24	100	147	467
July 2016	72	6	23	100	149	471
August 2016	69	7	24	100	145	511
September 2016	65	7	28	100	137	533

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	64	7	29	100	135	538
November	2016	64	7	29	100	136	547
December	2016	65	7	28	100	137	560
January	2017	67	7	27	100	140	580
February	2017	69	6	25	100	143	575
March	2017	69	6	25	100	144	576
April	2017	70	5	26	100	144	572
May	2017	68	5	27	100	141	563
June	2017	69	5	26	100	143	559
July	2017	67	6	28	100	139	562
August	2017	67	5	28	100	139	572
September	2017	66	5	29	100	137	592
October	2017	67	5	28	100	138	588
November	2017	67	5	27	100	140	562
December	2017	68	5	27	100	141	548