AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Response to the query: "Why do you say so?" following the question on Table 37.

May add to more than 100% due to multiple mentions.

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
March	1978	10	22	0	1	1	2	13	1	1	1	1	5
April	1978	12	34	0	1	3	3	22	1	2	1	2	7
May	1978	9	36	0	2	3	3	24	1	1	0	2	8
June	1978	6	38	0	0	3	3	25	2	2	1	2	9
July	1978	7	41	1	1	3	2	23	4	2	1	1	9
August	1978	7	40	1	0	3	2	25	4	2	1	1	10
September	1978	7	38	1	1	3	2	25	3	2	1	1	9
October	1978	6	38	0	1	3	2	24	2	2	0	1	9
November	1978	6	37	0	1	2	2	25	4	3	1	1	8
December	1978	4	35	0	1	1	1	25	7	4	1	2	7
January	1979	5	33	0	2	0	1	29	8	3	1	4	8
February	1979	4	35	0	2	0	2	27	8	2	1	4	8
March	1979	4	35	0	2	1	4	28	8	3	1	6	9
April	1979	5	33	1	1	2	8	24	6	3	1	10	9
May	1979	4	29	1	2	1	11	23	5	4	1	17	9
June	1979	5	24	1	2	1	12	23	4	4	2	21	12
July	1979	8	20	1	2	0	13	26	4	4	2	23	12
August	1979	13	18	1	1	0	11	26	6	4	2	22	12
September	1979	19	17	0	2	1	10	26	7	4	2	20	11
October	1979	19	17	0	2	1	9	27	10	4	2	15	11
November	1979	17	18	0	2	1	7	30	14	5	1	12	9
December	1979	17	20	1	2	2	8	29	17	5	2	11	7
January	1980	19	21	0	2	2	7	31	18	6	3	15	7
February	1980	20	22	1	2	2	8	27	16	4	3	16	9
March	1980	19	20	0	3	1	10	27	17	4	2	18	12
April	1980	18	17	1	2	0	12	26	23	4	2	14	11
May	1980	20	12	1	1	0	11	30	28	5	4	14	9
June	1980	24	8	1	1	0	7	31	30	6	5	10	8
July	1980	28	8	2	1	0	5	32	24	5	5	8	10
August	1980	28	11	3	1	0	5	29	18	7	4	6	11
September	1980	24	12	3	2	0	6	31	14	6	3	6	11
October	1980	22	14	2	2	0	8	28	13	7	2	5	11
November	1980	20	16	2	2	1	8	26	16	5	2	4	11
December	1980	17	15	1	2	1	8	25	23	6	2	4	12
January	1981	16	12	2	2	1	6	29	30	5	3	4	10
February	1981	18	12	2	2	0	6	30	32	5	3	5	9
March	1981	24	12	1	1	0	6	31	29	6	4	6	7
April	1981	25	16	1	1	1	4	29	26	7	3	6	9
May	1981	25	16	1	1	1	4	30	23	7	3	4	10
June	1981	19	17	1	1	1	4	29	26	7	2	3	10
July	1981	18	13	1	1	1	5	32	29	5	2	2	11
August	1981	17	16	2	1	0	5	30	31	4	1	3	9
September	1981	17	18	3	2	0	3	29	31	4	2	3	8
October	1981	18	18	4	2	0	2	28	31	5	3	2	6
November	1981	19	13	5	1	0	1	32	32	7	3	1	7
December	1981	23	13	5	0	0	1	35	30	8	4	1	8
January	1982	26	11	5	1	1	2	34	32	9	3	2	9

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
February	1982	30	10	4	1	1	2	32	33	9	4	2	10
March	1982	34	7	3	1	1	2	31	35	9	5	2	9
April	1982	35	6	4	0	1	2	29	34	10	6	1	9
May	1982	36	7	7	0	1	2	26	33	9	6	0	7
June	1982	34	6	9	0	1	2	26	32	8	5	1	8
July	1982	34	6	8	1	0	1	27	33	8	5	1	9
August	1982	31	5	5	1	1	2	32	34	8	5	1	9
September	1982	27	6	6	1	1	2	33	34	9	5	0	8
October	1982	28	7	7	1	2	2	31	28	9	4	0	7
November	1982	28	8	13	1	1	1	28	24	10	4	0	7
December	1982	32	7	19	1	1	1	24	18	8	6	1	8
January	1983	30	6	27	1	1	2	21	17	10	6	1	7
February	1983	28	6	32	1	1	2	22	14	9	5	1	7
March	1983	23	8	35	1	0	2	21	14	8	3	1	7
April	1983	24	9	38	1	2	2	22	13	6	2	0	7
May	1983	25	9	41	1	4	2	19	11	4	2	1	6
June	1983	26	10	43	1	5	1	20	9	4	2	1	5
July	1983	25	10	42	1	4	1	20	8	5	2	1	4
August	1983	24	11	39	2	4	1	19	9	5	3	1	3
September	1983	25	14	35	3	4	2	17	10	5	3	0	2
October	1983	23	16	27	4	3	2	22	10	5	3	0	4
November	1983	25	16	23	4	3	2	24	10	5	1	0	6
December	1983	21	14	18	4	5	2	26	11	5	1	0	6
January	1984	22	14	21	3	5	2	21	11	4	1	0	4
February	1984	20	16	19	3	7	1	19	11	3	2	0	3
March	1984	24	17	21	4	10	1	15	8	3	1	0	3
April	1984	23	14	18	5	10	1	18	9	3	2	0	4
May	1984	25	17	16	5	8	1	18	7	3	1	1	3
June	1984	23	19	14	6	5	1	19	8	3	1	0	3
July	1984	24	22	14	7	5	1	17	8	3	1	0	3
August	1984	22	21	13	7	6	1	17	9	2	1	0	3
September	1984	23	19	14	7	5	1	20	10	3	2	0	4
October	1984	21	19	12	6	5	1	23	11	3	3	0	3
November	1984	19	18	14	6	3	1	24	12	4	3	0	4
December	1984	17	17	13	4	5	1	23	11	4	3	0	3
January	1985	20	15	19	3	4	1	22	11	5	3	0	3
February	1985	24	15	23	2	5	1	19	7	5	2	0	4
March	1985	28	18	26	2	4	1	18	6	5	1	0	3
April	1985	29	19	27	3	4	1	16	5	5	1	0	3
May	1985	27	17	27	3	4	2	18	8	5	1	0	3
June	1985	27	14	31	3	4	2	19	8	4	2	0	3
July	1985	24	13	33	3	5	1	19	8	5	2	0	3
August	1985	24	15	37	3	5	1	18	6	3	2	0	2
September	1985	22	14	39	2	4	1	18	6	4	2	0	3
October	1985	23	14	43	2	3	1	17	6	3	2	0	3
November	1985	21	10	45	2	3	1	16	6	3	2	0	2
December	1985	21	9	42	2	3	1	20	7	4	1	0	3
January	1986	21	9	46	1	2	1	19	6	4	1	0	3
February	1986	23	9	49	1	2	1	18	7	4	1	0	3
March	1986	23	9	57	1	3	1	12	5	4	1	0	2
April	1986	22	8	55	2	4	1	11	4	3	2	0	2

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
May	1986	25	6	58	1	4	0	10	3	3	1	0	3
June	1986	25	5	59	2	4	0	11	3	4	2	0	2
July	1986	26	5	62	2	4	0	12	4	4	1	0	2
August	1986	23	7	61	2	4	0	12	4	4	2	0	1
September	1986	28	6	63	2	3	0	11	5	3	2	0	2
October	1986	26	6	60	2	2	0	11	7	3	2	0	2
November	1986	28	6	55	3	1	0	13	8	3	1	0	3
December	1986	27	6	48	2	1	0	14	8	3	1	0	2
January	1987	27	6	43	1	2	1	15	7	4	1	0	1
February	1987	27	7	42	1	2	0	15	5	3	2	0	1
March	1987	29	7	41	1	2	0	15	5	3	3	0	1
April	1987	33	7	42	3	2	0	14	3	4	2	0	2
May	1987	32	10	40	3	2	0	16	4	5	1	0	3
June	1987	32	12	36	4	2	1	17	4	5	0	0	2
July	1987	31	13	31	4	3	1	18	6	3	1	0	3
August	1987	36	10	33	4	2	1	17	5	3	0	0	4
September	1987	35	12	35	4	3	1	17	5	3	1	0	5
October	1987	32	13	36	5	2	0	17	5	4	2	0	4
November	1987	29	14	30	5	3	0	17	7	4	6	0	3
December	1987	30	13	25	4	3	0	17	9	4	6	0	2
January	1988	33	13	23	4	3	0	17	9	4	5	0	3
February	1988	35	12	24	3	4	0	19	8	4	3	0	3
March	1988	36	11	23	4	4	1	19	7	3	2	0	4
April	1988	36	11	23	4	4	1	19	7	5	2	0	3
May	1988	32	14	22	5	4	0	18	7	4	2	0	3
June	1988	32	14	19	4	4	0	18	6	4	2	0	2
July	1988	33	15	17	5	5	0	17	6	2	2	0	2
August	1988	34	13	17	5	4	0	16	5	2	1	0	3
September	1988	32	13	16	7	5	0	16	7	2	1	0	2
October	1988	32	12	16	6	4	0	19	8	3	2	0	3
November	1988	31	15	14	5	4	0	19	8	3	2	0	4
December	1988	33	15	13	5	4	0	20	6	3	2	0	3
January	1989	31	17	13	7	4	0	18	6	2	2	0	2
February	1989	30	16	15	8	5	1	17	6	3	3	0	1
March	1989	28	15	17	8	4	0	16	9	2	3	0	2
April	1989	30	13	19	6	4	0	18	9	3	3	0	2
May	1989	32	13	20	5	3	0	18	10	3	3	1	3
June	1989	32	13	22	3	2	1	18	8	4	3	1	3
July	1989	33	12	23	3	3	1	17	8	3	2	1	4
August	1989	35	14	23	2	3	1	18	7	3	2	0	3
September	1989	36	14	23	2	2	1	19	7	3	1	0	3
October	1989	34	16	19	2	3	1	21	7	3	2	0	2
November	1989	35	13	17	2	3	0	23	8	4	1	0	3
December	1989	38	11	14	2	2	0	24	8	4	2	0	3
January	1990	44	9	14	2	1	0	24	8	4	2	0	3
February	1990	49	8	14	1	1	0	21	7	4	3	0	2
March	1990	53	7	14	1	1	0	22	6	5	3	0	2
April	1990	52	10	15	2	1	0	20	5	5	3	0	2
May	1990	49	11	15	3	1	0	19	6	5	3	0	2
June	1990	45	14	15	3	1	0	18	7	3	3	0	3
July	1990	42	12	14	3	1	0	18	9	4	3	0	3

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
August	1990	37	12	12	2	1	0	20	10	5	4	1	4
September	1990	33	14	10	3	1	1	21	10	5	5	7	3
October	1990	31	13	8	3	1	2	20	9	5	10	11	4
November	1990	35	14	7	4	0	2	21	8	5	10	12	5
December	1990	37	9	6	4	0	1	19	9	3	13	8	5
January	1991	37	9	7	3	1	1	18	8	5	14	6	4
February	1991	37	5	9	2	1	1	15	8	7	15	5	2
March	1991	45	6	12	1	1	1	14	6	9	12	4	2
April	1991	53	6	13	2	0	0	16	5	10	7	2	2
May	1991	55	8	14	3	1	0	16	5	10	5	1	2
June	1991	51	8	14	2	1	0	20	6	10	4	0	2
July	1991	50	6	17	1	2	0	19	6	7	6	1	3
August	1991	50	5	17	1	2	0	18	6	7	6	0	2
September	1991	49	6	17	0	2	0	18	6	8	7	0	2
October	1991	45	6	14	0	1	0	21	5	10	6	0	3
November	1991	42	6	15	0	1	0	22	5	11	9	0	3
December	1991	43	6	15	0	0	0	22	6	12	10	0	5
January	1992	43	5	19	0	0	0	19	7	13	12	0	5
February	1992	47	4	22	0	0	0	19	6	11	12	0	4
March	1992	48	4	25	0	1	0	17	3	11	13	0	2
April	1992	50	4	26	1	1	0	16	2	9	11	0	2
May	1992	48	6	27	1	2	0	16	3	10	10	0	1
June	1992	47	7	29	1	2	1	15	3	8	9	0	2
July	1992	43	8	27	1	2	1	18	5	8	9	0	2
August	1992	43	8	26	1	2	1	18	4	9	11	0	2
September	1992	40	6	26	1	2	0	19	5	10	11	0	1
October	1992	40	5	28	1	2	0	17	4	10	11	0	2
November	1992	38	4	27	2	2	0	16	5	9	9	0	2
December	1992	39	5	26	2	2	0	15	4	9	7	0	3
January	1993	42	6	26	2	4	0	13	4	9	6	0	2
February	1993	44	6	27	1	5	0	13	4	8	6	0	1
March	1993	40	6	32	1	5	0	14	4	8	7	0	1
April	1993	37	8	35	2	5	0	15	4	7	8	0	1
May	1993	35	7	37	2	5	0	16	4	7	8	0	2
June	1993	34	8	37	2	5	0	15	4	6	8	0	3
July	1993	34	6	37	1	5	0	15	3	8	9	0	2
August	1993	35	6	34	1	4	0	17	3	9	8	0	2
September	1993	35	4	35	1	5	0	17	2	10	7	0	2
October	1993	34	6	32	2	5	0	19	3	8	7	0	2
November	1993	30	6	35	1	5	1	20	2	8	6	0	2
December	1993	29	6	34	1	6	0	21	2	8	5	0	3
January	1994	30	6	37	1	7	1	19	1	9	5	0	2
February	1994	35	7	41	1	7	0	15	2	7	3	0	2
March	1994	35	9	41	2	8	0	12	2	7	3	0	1
April	1994	33	11	39	3	8	0	13	3	7	2	0	1
May	1994	28	12	32	4	8	0	15	4	7	3	0	1
June	1994	28	10	32	4	7	1	17	5	5	3	1	1
July	1994	30	10	32	3	7	1	17	5	5	2	1	1
August	1994	31	9	33	3	6	1	19	5	5	2	0	1
September	1994	30	10	30	4	6	1	19	5	5	2	0	1
October	1994	30	10	29	4	8	1	20	5	5	3	0	1

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
November	1994	29	10	27	3	7	1	19	5	6	3	0	1
December	1994	28	10	25	4	10	1	18	9	7	3	0	0
January	1995	27	9	22	6	9	1	18	10	6	2	0	0
February	1995	27	11	18	7	11	0	19	12	7	3	0	1
March	1995	30	10	19	6	10	0	19	9	6	3	0	2
April	1995	29	10	21	4	10	0	21	11	6	3	0	2
May	1995	31	11	22	3	9	0	20	9	5	3	0	2
June	1995	30	12	23	2	7	0	22	8	5	3	0	2
July	1995	28	12	25	1	7	0	21	5	5	2	0	1
August	1995	28	13	28	1	7	0	22	4	6	3	0	1
September	1995	27	12	27	2	8	0	22	4	7	3	0	1
October	1995	30	12	22	2	8	0	23	4	6	4	0	1
November	1995	29	10	21	2	7	1	23	4	7	4	0	2
December	1995	30	10	22	2	7	1	22	4	7	4	0	3
January	1996	29	10	24	2	6	0	21	3	7	4	0	3
February	1996	32	10	26	2	6	0	23	2	7	4	0	2
March	1996	31	8	27	2	7	0	23	3	6	5	0	2
April	1996	30	8	28	1	7	0	26	4	6	4	0	3
May	1996	28	9	25	2	8	0	24	5	6	4	0	3
June	1996	29	10	23	3	7	0	24	4	5	4	1	3
July	1996	29	10	24	4	7	0	22	4	5	4	1	2
August	1996	32	9	25	4	6	0	21	4	4	4	1	2
September	1996	30	8	25	4	5	0	21	5	5	3	0	3
October	1996	30	8	23	3	6	0	22	5	6	3	0	3
November	1996	26	8	23	3	6	0	24	4	7	2	0	2
December	1996	26	8	24	3	7	0	26	4	6	1	0	1
January	1997	26	8	24	2	9	0	24	4	5	1	0	1
February	1997	26	10	23	2	11	0	24	3	5	2	0	2
March	1997	26	10	23	2	12	0	23	2	5	2	0	2
April	1997	26	10	21	4	9	1	22	4	5	1	0	3
May	1997	27	9	22	3	9	0	20	4	4	1	0	2
June	1997	29	9	24	3	9	0	18	4	2	0	0	1
July	1997	29	8	27	2	10	0	19	3	2	0	0	1
August	1997	26	7	28	2	9	0	18	4	2	1	0	1
September	1997	26	7	27	1	9	1	18	5	2	1	0	2
October	1997	25	8	26	1	8	1	17	4	3	1	0	2
November	1997	27	8	26	1	9	1	17	3	2	1	0	2
December	1997	25	8	24	1	7	0	20	3	2	1	0	1
January	1998	25	6	26	1	6	0	20	3	2	1	0	1
February	1998	25	5	26	1	6	0	20	3	2	1	0	1
March	1998	28	5	30	1	9	0	17	3	2	1	0	1
April	1998	29	5	29	1	11	0	16	2	1	1	0	1
May	1998	29	6	32	1	11	0	15	2	1	0	0	1
June	1998	27	5	33	1	11	0	14	1	1	1	0	1
July	1998	27	4	31	0	10	0	15	1	2	0	0	1
August	1998	26	4	28	1	11	0	14	1	2	1	0	2
September	1998	29	4	28	0	9	0	14	2	3	1	0	2
October	1998	32	5	30	1	9	0	10	2	2	2	0	1
November	1998	35	4	36	1	8	0	9	1	2	3	0	1
December	1998	33	4	39	1	8	0	8	1	2	2	0	1

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
January	1999	32	5	40	1	8	0	9	1	1	2	0	1
February	1999	30	5	40	1	9	0	10	2	1	2	0	0
March	1999	32	4	38	1	9	0	10	2	1	2	0	1
April	1999	31	3	36	0	10	0	14	2	1	1	0	1
May	1999	30	6	34	0	12	0	16	2	1	1	0	2
June	1999	29	7	34	1	13	0	15	2	1	1	0	1
July	1999	27	8	36	2	15	0	12	1	1	1	0	1
August	1999	30	6	33	2	16	0	10	2	1	1	0	0
September	1999	26	5	31	2	15	0	12	3	3	1	0	1
October	1999	26	5	26	2	14	0	12	3	3	1	0	1
November	1999	27	4	25	2	13	0	13	3	2	1	0	1
December	1999	27	5	23	1	13	0	13	4	2	1	0	0
January	2000	28	5	23	2	13	0	14	4	1	1	0	0
February	2000	26	6	21	2	14	1	14	5	1	1	0	1
March	2000	24	5	20	4	15	1	16	5	1	1	3	1
April	2000	23	6	19	3	17	1	14	5	1	1	5	1
May	2000	23	7	22	4	15	1	14	4	1	1	6	1
June	2000	24	8	23	4	15	1	11	4	1	1	5	1
July	2000	24	7	23	4	14	1	11	4	1	1	7	1
August	2000	27	6	21	3	13	1	13	5	1	1	7	1
September	2000	29	6	20	1	12	1	14	5	1	1	7	1
October	2000	26	6	20	1	12	1	15	4	1	2	6	1
November	2000	26	5	19	1	12	0	13	3	1	1	6	1
December	2000	27	6	17	2	12	1	12	3	2	1	5	1
January	2001	32	5	17	2	9	0	10	4	3	1	5	1
February	2001	35	5	20	1	7	0	9	4	5	3	5	1
March	2001	38	4	25	1	4	0	9	3	6	3	4	1
April	2001	34	4	29	0	5	0	9	3	7	5	4	1
May	2001	29	4	30	1	5	1	10	4	6	5	7	0
June	2001	27	4	27	0	5	1	11	4	6	6	9	1
July	2001	30	4	29	0	5	1	11	3	5	4	9	1
August	2001	33	4	28	0	4	1	11	4	7	3	5	2
September	2001	34	4	31	0	4	1	9	4	8	6	3	2
October	2001	35	3	37	0	2	1	7	3	7	8	2	1
November	2001	33	2	50	0	2	1	5	2	5	9	1	0
December	2001	33	1	59	0	1	0	5	1	5	7	1	0
January	2002	34	1	62	0	1	0	5	2	5	6	0	1
February	2002	37	1	57	1	1	0	5	2	5	6	0	1
March	2002	40	1	53	1	2	0	6	3	5	5	0	1
April	2002	37	1	46	1	2	0	7	3	5	4	1	1
May	2002	37	1	44	1	3	0	9	3	4	4	1	1
June	2002	36	2	40	1	3	0	9	3	6	4	2	1
July	2002	38	2	43	1	2	0	8	2	5	4	1	0
August	2002	37	2	45	2	2	0	7	3	7	5	0	0
September	2002	35	1	52	2	2	0	6	3	6	5	0	0
October	2002	30	1	55	2	2	0	5	4	8	5	1	0
November	2002	29	1	56	1	2	0	5	4	7	5	1	1
December	2002	28	1	54	1	2	0	6	3	8	6	1	0
January	2003	32	1	51	1	3	1	7	2	8	7	1	0
February	2003	33	1	48	1	3	1	8	2	7	8	4	0
March	2003	34	1	48	1	2	1	7	3	7	8	6	1

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
April	2003	34	2	47	1	2	1	7	3	4	8	7	1
May	2003	36	2	50	1	2	0	6	2	5	6	4	1
June	2003	38	2	50	1	3	0	6	3	5	5	2	1
July	2003	38	2	52	1	3	0	6	3	6	4	1	1
August	2003	37	2	50	1	4	0	8	3	6	4	1	0
September	2003	36	2	49	0	3	0	9	3	6	4	1	0
October	2003	36	2	45	0	3	1	10	2	5	4	2	1
November	2003	38	2	45	0	2	1	9	2	3	4	1	1
December	2003	38	2	45	0	3	1	9	1	4	3	1	0
January	2004	41	2	47	0	4	1	8	1	4	3	0	0
February	2004	38	1	47	0	5	1	8	2	5	3	1	0
March	2004	37	1	47	1	5	1	8	2	4	4	2	1
April	2004	32	2	43	2	6	1	10	2	5	3	4	1
May	2004	33	2	38	3	5	2	11	4	4	3	9	3
June	2004	32	3	36	3	5	3	11	5	4	3	12	3
July	2004	34	2	36	3	4	3	9	7	4	2	12	3
August	2004	36	2	39	2	4	3	9	5	3	3	10	2
September	2004	38	2	40	2	4	1	8	5	3	3	7	2
October	2004	40	3	42	2	3	3	8	5	4	3	5	2
November	2004	38	4	37	2	4	3	9	5	5	3	6	2
December	2004	34	5	36	2	5	4	9	5	4	4	5	2
January	2005	36	6	32	2	7	2	10	5	3	4	4	2
February	2005	37	6	35	2	8	1	10	5	4	2	2	2
March	2005	37	5	30	3	5	2	12	5	4	2	6	2
April	2005	32	5	29	3	3	4	11	4	4	1	11	4
May	2005	32	5	25	3	2	6	12	4	3	2	15	5
June	2005	39	4	26	3	2	6	10	3	3	2	15	5
July	2005	47	3	22	2	3	4	10	3	3	2	13	4
August	2005	54	3	20	1	2	2	9	3	3	1	11	2
September	2005	53	3	17	0	2	4	9	2	2	2	14	4
October	2005	48	3	15	2	2	7	9	2	3	2	17	6
November	2005	43	3	14	2	2	9	10	2	4	3	20	8
December	2005	43	3	13	3	2	8	11	3	5	2	16	6
January	2006	42	4	15	2	3	6	11	5	5	2	14	6
February	2006	42	4	17	1	3	6	10	5	5	1	11	6
March	2006	42	3	17	1	3	5	9	5	5	1	11	6
April	2006	42	2	18	1	3	6	9	4	5	3	11	4
May	2006	38	3	16	2	4	9	9	3	4	3	17	7
June	2006	36	3	14	2	4	10	8	4	5	3	17	8
July	2006	37	3	14	2	3	10	10	3	4	2	17	10
August	2006	42	3	14	2	2	9	10	5	4	2	13	8
September	2006	44	3	15	1	1	9	11	5	4	1	14	7
October	2006	45	3	16	1	3	8	10	6	4	2	12	7
November	2006	44	2	17	0	3	6	9	6	6	2	10	5
December	2006	44	2	17	1	3	3	11	6	6	2	7	4
January	2007	44	2	16	1	4	4	11	4	7	1	6	4
February	2007	42	3	14	1	4	4	12	4	6	2	6	5
March	2007	43	3	17	1	3	4	11	3	6	1	7	5
April	2007	42	3	19	1	2	3	11	5	6	1	7	5
May	2007	43	2	20	0	2	4	11	5	5	0	11	5
June	2007	40	2	16	1	3	7	12	6	4	2	14	7

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
July	2007	38	2	15	1	3	7	12	5	6	2	16	7
August	2007	36	3	16	2	3	8	11	6	7	3	14	7
September	2007	37	2	20	2	3	6	10	5	7	2	11	5
October	2007	38	2	21	2	3	6	11	6	7	2	8	3
November	2007	36	2	19	1	3	5	11	7	9	3	9	3
December	2007	35	3	15	1	3	4	12	8	10	3	11	4
January	2008	33	3	13	0	2	5	11	7	10	3	12	7
February	2008	36	3	15	1	1	5	10	7	9	5	10	7
March	2008	36	3	17	1	1	6	7	6	10	7	10	5
April	2008	36	2	19	1	1	5	7	5	14	10	12	4
May	2008	34	2	16	0	1	6	6	5	15	10	17	6
June	2008	34	1	14	0	1	8	7	6	16	9	19	9
July	2008	39	1	11	0	1	9	7	5	14	8	21	9
August	2008	41	0	11	0	1	9	7	4	16	7	20	9
September	2008	46	1	10	0	1	8	7	4	14	8	17	9
October	2008	44	1	9	0	0	6	9	8	14	8	14	10
November	2008	49	1	11	0	1	4	9	10	12	9	9	9
December	2008	50	1	10	0	1	2	8	12	14	10	6	7
January	2009	58	0	13	0	1	1	6	11	13	10	2	5
February	2009	61	0	13	0	0	1	7	8	12	11	2	4
March	2009	63	0	14	0	0	1	7	7	11	13	2	4
April	2009	62	1	14	0	1	1	7	5	11	12	2	3
May	2009	63	1	18	0	1	1	7	5	11	10	2	3
June	2009	62	1	19	1	1	1	6	4	11	9	2	2
July	2009	61	1	16	1	1	2	6	5	11	9	3	3
August	2009	56	1	12	0	1	2	5	6	10	11	4	3
September	2009	52	2	11	0	1	3	7	5	11	10	4	4
October	2009	50	1	12	0	1	3	10	5	11	11	2	4
November	2009	52	2	13	0	1	3	10	5	12	11	3	4
December	2009	55	2	15	0	1	2	11	6	11	12	2	3
January	2010	54	2	15	0	2	3	10	5	10	11	2	2
February	2010	54	2	18	0	2	4	11	7	10	11	1	3
March	2010	54	1	18	0	2	4	10	6	11	10	2	4
April	2010	60	1	18	1	2	4	8	6	9	9	2	4
May	2010	59	1	18	1	2	2	9	4	11	8	4	3
June	2010	57	1	20	1	1	2	10	5	13	8	4	3
July	2010	52	1	21	1	2	2	11	5	15	9	3	4
August	2010	52	1	23	1	2	3	10	7	14	10	2	4
September	2010	51	1	24	1	2	5	9	6	14	11	1	4
October	2010	51	1	25	1	2	4	9	8	14	11	1	3
November	2010	48	2	24	1	2	4	9	7	16	11	1	3
December	2010	49	1	23	1	3	3	9	8	15	10	1	2
January	2011	47	2	22	0	3	3	11	7	14	8	3	2
February	2011	46	3	21	1	4	3	12	8	14	8	3	2
March	2011	45	4	22	1	3	4	13	7	12	8	5	2
April	2011	44	3	22	1	2	5	12	6	11	9	6	3
May	2011	43	2	21	1	1	8	14	5	9	7	9	3
June	2011	41	2	19	1	0	10	13	5	12	6	8	3
July	2011	40	2	17	1	1	10	14	7	14	5	7	3
August	2011	37	2	18	0	1	8	12	7	18	9	4	3
September	2011	40	1	19	1	2	5	13	8	16	12	4	3

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
October	2011	39	1	21	1	2	3	12	6	17	14	4	2
November	2011	44	1	22	0	2	4	12	5	15	11	3	2
December	2011	39	1	27	0	2	5	11	5	16	10	2	2
January	2012	40	1	25	0	2	6	14	6	13	9	2	2
February	2012	36	1	25	0	3	4	15	7	14	9	3	3
March	2012	37	2	23	0	4	5	15	7	15	8	4	3
April	2012	35	2	26	0	4	7	12	4	15	8	5	4
May	2012	36	2	29	0	4	8	11	5	15	7	5	2
June	2012	37	1	28	0	4	7	12	5	16	6	5	3
July	2012	39	1	28	0	4	6	14	7	15	6	3	2
August	2012	36	2	26	0	3	5	14	7	14	8	4	2
September	2012	34	3	29	0	4	4	13	6	12	8	4	1
October	2012	31	4	29	0	5	5	12	5	12	9	6	1
November	2012	31	3	28	1	5	4	13	5	12	8	5	2
December	2012	32	2	28	1	4	5	14	5	12	9	4	2
January	2013	36	2	26	1	3	5	14	7	12	8	3	2
February	2013	35	2	25	1	3	5	14	7	13	9	2	2
March	2013	36	2	24	1	3	5	14	7	13	8	3	2
April	2013	32	1	25	1	5	5	15	6	12	8	3	2
May	2013	32	3	29	0	8	5	13	5	11	7	2	2
June	2013	28	3	32	1	9	5	13	5	11	5	2	2
July	2013	30	4	34	1	9	4	12	5	10	4	3	2
August	2013	28	2	35	1	7	3	12	6	9	5	3	2
September	2013	27	2	33	1	6	3	14	7	10	7	2	3
October	2013	26	2	30	1	6	4	13	7	12	9	2	3
November	2013	25	2	25	1	7	3	13	7	14	11	1	2
December	2013	29	3	26	1	6	4	12	5	13	10	1	1
January	2014	29	3	26	2	7	5	13	5	12	11	1	1
February	2014	31	3	28	2	6	6	14	4	10	9	1	2
March	2014	29	3	27	2	6	6	13	5	10	8	1	2
April	2014	28	3	27	1	7	6	12	7	12	7	2	4
May	2014	27	4	25	1	7	6	12	8	11	6	3	4
June	2014	27	4	26	2	7	6	14	6	10	7	4	4
July	2014	26	4	25	2	6	5	16	6	7	7	3	5
August	2014	26	4	30	2	6	4	15	5	8	6	3	5
September	2014	28	4	31	1	7	4	13	5	10	5	2	5
October	2014	32	3	31	1	7	4	11	5	10	4	2	3
November	2014	32	2	28	1	8	4	11	4	7	6	1	4
December	2014	32	3	29	2	10	3	12	5	6	6	1	4
January	2015	29	3	29	2	11	3	13	4	7	5	1	4
February	2015	29	3	29	2	12	3	13	4	7	4	1	2
March	2015	28	3	27	1	11	5	15	4	8	3	1	2
April	2015	28	3	28	2	13	4	15	4	7	4	2	2
May	2015	24	3	26	2	12	5	16	4	7	4	1	2
June	2015	22	3	30	2	13	4	14	4	7	5	2	2
July	2015	22	3	30	3	13	4	16	3	8	5	2	2
August	2015	24	2	32	3	14	3	14	4	8	4	2	2
September	2015	26	2	28	2	13	3	16	5	8	3	1	3
October	2015	26	2	28	2	11	4	15	6	8	4	1	4
November	2015	26	2	30	2	10	3	14	5	6	4	0	4
December	2015	26	3	33	3	10	2	12	5	6	4	1	4

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
January	2016	28	3	33	3	11	2	10	5	5	4	1	4
February	2016	29	3	32	3	11	2	10	5	6	6	1	4
March	2016	27	4	31	3	11	2	10	5	5	6	1	3
April	2016	27	4	29	2	10	2	12	5	4	6	1	4
May	2016	27	5	29	3	11	3	14	4	3	6	1	3
June	2016	28	4	28	4	12	3	15	3	4	5	1	3
July	2016	27	5	31	3	12	3	14	3	4	5	1	3
August	2016	26	4	33	3	11	2	14	3	5	6	0	2
September	2016	22	4	32	2	10	1	15	3	6	7	0	2
October	2016	21	3	29	2	11	3	15	3	7	7	0	2
November	2016	20	3	27	3	11	2	13	4	6	6	1	2
December	2016	22	2	24	4	12	2	12	6	6	6	1	2
January	2017	22	4	23	4	13	1	12	7	6	7	2	2
February	2017	23	7	20	5	14	1	11	6	5	6	2	2
March	2017	21	8	21	4	16	1	12	6	3	5	2	2
April	2017	20	7	21	4	17	1	14	4	3	4	1	2
May	2017	23	6	22	3	14	2	14	5	3	6	0	1
June	2017	25	5	22	3	13	3	14	3	3	6	1	2
July	2017	28	5	24	2	11	3	15	4	4	6	1	3
August	2017	27	4	26	2	13	2	16	4	5	4	1	4
September	2017	26	3	25	3	14	2	16	5	6	4	1	3
October	2017	25	4	23	3	14	2	14	4	6	4	2	4
November	2017	26	4	22	2	15	2	14	5	4	4	2	2
December	2017	25	4	24	3	17	1	14	5	4	4	1	3
January	2018	25	4	25	4	16	1	14	5	4	4	1	2
February	2018	25	4	22	6	15	1	15	6	4	4	1	3
March	2018	24	5	21	5	12	2	16	6	3	5	1	3
April	2018	24	7	20	6	15	2	16	6	3	5	0	3
May	2018	23	8	21	4	15	1	16	5	2	5	1	4
June	2018	23	8	23	4	16	1	16	5	2	4	1	4
July	2018	21	7	20	3	13	1	18	5	2	4	2	4
August	2018	19	7	18	3	13	1	19	6	4	3	1	4
September	2018	18	8	16	2	16	1	20	5	4	2	1	3
October	2018	18	8	17	2	18	1	20	6	4	2	0	2
November	2018	19	8	16	3	19	1	20	7	3	3	1	2
December	2018	20	7	16	5	15	1	23	7	3	3	1	2
January	2019	23	5	14	5	13	2	23	7	4	5	1	3
February	2019	25	6	15	4	13	2	22	6	5	6	0	3
March	2019	23	5	16	3	15	2	21	8	6	6	0	4
April	2019	22	4	16	3	19	2	20	7	6	5	0	3
May	2019	19	4	17	2	17	2	21	8	6	4	1	4
June	2019	19	6	15	2	17	2	19	5	5	4	2	4
July	2019	20	8	17	1	17	1	18	5	3	5	2	5
August	2019	21	7	17	1	18	1	20	5	3	6	2	4
September	2019	20	5	19	1	18	1	21	6	4	6	1	5
October	2019	23	4	19	1	15	1	23	6	5	6	1	4
November	2019	25	5	21	1	14	1	21	5	5	6	0	4
December	2019	26	5	20	0	16	2	20	4	4	5	0	3
January	2020	22	4	19	0	18	2	20	3	4	5	1	4
February	2020	20	4	19	1	22	2	20	2	4	4	1	3

AGE 35 TO 54
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
March	2020	21	3	22	1	19	1	17	2	4	7	1	4
April	2020	30	2	23	0	14	1	14	3	7	15	0	2
May	2020	42	1	26	0	7	0	8	4	10	19	0	1
June	2020	49	1	28	0	4	0	6	4	12	20	0	1
July	2020	49	1	28	0	3	0	6	4	14	17	0	1
August	2020	44	1	26	0	3	0	9	4	13	18	0	1
September	2020	41	1	26	0	4	0	11	3	14	18	0	1
October	2020	37	1	27	0	5	0	12	3	14	16	0	1
November	2020	34	1	28	0	6	1	11	3	13	15	0	0
December	2020	33	1	28	1	6	0	11	4	14	14	0	0
January	2021	32	1	26	1	6	0	13	4	13	15	0	2
February	2021	31	2	22	0	6	0	17	4	12	18	0	3
March	2021	27	3	21	0	8	0	19	4	11	18	1	3
April	2021	24	3	22	0	7	1	19	5	10	15	2	2
May	2021	22	4	21	0	9	1	20	4	8	11	3	2
June	2021	22	3	17	0	8	1	26	4	8	7	3	1
July	2021	20	2	12	0	10	1	35	4	8	5	2	1
August	2021	19	2	11	1	7	1	41	3	8	4	2	2
September	2021	15	1	9	1	7	0	45	2	7	5	1	3
October	2021	14	2	8	1	4	0	48	3	6	5	2	3
November	2021	9	2	5	1	4	1	53	4	5	5	2	4
December	2021	11	3	5	1	3	1	54	4	5	4	3	3
January	2022	9	3	4	1	3	0	57	4	6	4	2	3
February	2022	9	2	4	0	3	0	59	5	6	3	1	3
March	2022	8	2	3	1	3	0	61	6	5	4	2	4
April	2022	7	2	2	1	3	1	62	8	5	4	4	3
May	2022	9	3	2	1	3	1	61	8	4	5	5	2
June	2022	8	2	1	1	2	1	63	10	4	3	7	2
July	2022	9	2	1	1	3	1	63	13	5	4	7	2
August	2022	9	1	1	2	3	1	62	17	7	4	8	2
September	2022	10	2	1	1	3	1	56	20	7	5	5	2
October	2022	10	2	1	2	2	1	55	21	7	4	5	1