AGE 35 TO 54
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?"

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
April	1982	38	9	52	100	86	641
May	1982	40	10	51	100	89	647
June	1982	41	8	51	100	90	639

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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
January	2018	68	6	26	100	141	537
February	2018	65	6	29	100	136	552
March	2018	62	8	30	100	133	545
April	2018	64	6	30	100	134	553
May	2018	65	5	30	100	136	547
June	2018	69	3	28	100	141	554
July	2018	66	3	31	100	136	565
August	2018	63	4	33	100	130	562
September	2018	62	5	32	100	130	553
October	2018	62	6	32	100	130	558

AGE 35 TO 54
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
November	2018	62	6	32	100	131	570
December	2018	60	5	35	100	125	572
January	2019	57	5	38	100	120	568
February	2019	58	5	37	100	121	572
March	2019	55	8	37	100	118	599
April	2019	57	9	34	100	123	602
May	2019	56	9	35	100	120	616
June	2019	59	6	35	100	124	574
July	2019	60	5	35	100	126	570
August	2019	60	4	35	100	125	578
September	2019	58	6	36	100	122	599
October	2019	58	6	37	100	121	603
November	2019	61	5	33	100	128	579
December	2019	65	4	30	100	135	565
January	2020	62	7	31	100	131	553
February	2020	62	9	30	100	132	577
March	2020	60	8	32	100	129	601
April	2020	61	5	34	100	127	591
May	2020	62	4	34	100	127	586
June	2020	63	4	33	100	130	565
July	2020	64	3	33	100	131	576
August	2020	62	2	36	100	126	602
September	2020	59	2	39	100	119	607
October	2020	58	3	39	100	119	596
November	2020	59	4	37	100	122	564
December	2020	58	4	38	100	120	545
January	2021	56	5	39	100	117	575
February	2021	53	4	44	100	109	559
March	2021	50	5	45	100	106	591
April	2021	51	5	44	100	108	580
May	2021	50	6	45	100	105	601
June	2021	47	5	48	100	99	573
July	2021	42	4	54	100	88	587
August	2021	39	3	58	100	80	574
September	2021	33	2	64	100	69	611
October	2021	27	2	71	100	56	613
November	2021	21	4	75	100	46	616
December	2021	21	4	75	100	45	563
January	2022	20	4	76	100	43	573
February	2022	19	3	78	100	41	588
March	2022	18	3	79	100	38	634