

# 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 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            | 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

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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 | 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

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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 | 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)**

| <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           | 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

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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 | 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          |

**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        | 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          |

**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 | 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

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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 | 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

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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 | 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

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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 | 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          |
| April                 | 2022 | 17               | 4                | 80              | 100          | 37              | 594          |
| May                   | 2022 | 19               | 3                | 78              | 100          | 41              | 580          |
| June                  | 2022 | 17               | 3                | 80              | 100          | 37              | 551          |
| July                  | 2022 | 18               | 2                | 80              | 100          | 38              | 579          |
| August                | 2022 | 18               | 3                | 79              | 100          | 39              | 594          |
| September             | 2022 | 19               | 3                | 77              | 100          | 42              | 607          |
| October               | 2022 | 20               | 5                | 75              | 100          | 44              | 575          |
| November              | 2022 | 20               | 5                | 75              | 100          | 45              | 572          |
| December              | 2022 | 21               | 4                | 74              | 100          | 47              | 550          |
| January               | 2023 | 27               | 3                | 70              | 100          | 57              | 570          |
| February              | 2023 | 29               | 3                | 68              | 100          | 61              | 550          |