

AGE 55 AND UP

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 | 41 | 24 | 35 | 100 | 107 | 746 |
| April 1978 | 43 | 24 | 33 | 100 | 110 | 745 |
| May 1978 | 46 | 23 | 32 | 100 | 114 | 734 |
| June 1978 | 46 | 22 | 32 | 100 | 114 | 732 |
| July 1978 | 45 | 21 | 34 | 100 | 112 | 732 |
| August 1978 | 43 | 20 | 37 | 100 | 105 | 787 |
| September 1978 | 39 | 24 | 38 | 100 | 101 | 795 |
| October 1978 | 38 | 24 | 39 | 100 | 99 | 788 |
| November 1978 | 35 | 25 | 40 | 100 | 95 | 834 |
| December 1978 | 35 | 25 | 40 | 100 | 95 | 837 |
| January 1979 | 34 | 26 | 40 | 100 | 94 | 872 |
| February 1979 | 37 | 24 | 39 | 100 | 98 | 800 |
| March 1979 | 39 | 20 | 42 | 100 | 97 | 809 |
| April 1979 | 37 | 19 | 44 | 100 | 93 | 837 |
| May 1979 | 37 | 16 | 47 | 100 | 91 | 756 |
| June 1979 | 34 | 18 | 48 | 100 | 86 | 816 |
| July 1979 | 32 | 17 | 51 | 100 | 81 | 866 |
| August 1979 | 32 | 17 | 51 | 100 | 81 | 893 |
| September 1979 | 35 | 15 | 50 | 100 | 85 | 871 |
| October 1979 | 39 | 12 | 49 | 100 | 90 | 894 |
| November 1979 | 36 | 13 | 50 | 100 | 86 | 913 |
| December 1979 | 36 | 13 | 52 | 100 | 84 | 861 |
| January 1980 | 34 | 15 | 51 | 100 | 83 | 719 |
| February 1980 | 39 | 14 | 47 | 100 | 92 | 631 |
| March 1980 | 38 | 15 | 47 | 100 | 91 | 638 |
| April 1980 | 35 | 14 | 52 | 100 | 83 | 642 |
| May 1980 | 28 | 14 | 58 | 100 | 70 | 586 |
| June 1980 | 25 | 15 | 60 | 100 | 65 | 546 |
| July 1980 | 25 | 17 | 58 | 100 | 67 | 534 |
| August 1980 | 29 | 18 | 54 | 100 | 75 | 525 |
| September 1980 | 34 | 18 | 47 | 100 | 87 | 539 |
| October 1980 | 38 | 19 | 43 | 100 | 94 | 556 |
| November 1980 | 37 | 22 | 41 | 100 | 96 | 557 |
| December 1980 | 31 | 21 | 48 | 100 | 84 | 563 |
| January 1981 | 30 | 19 | 51 | 100 | 79 | 555 |
| February 1981 | 29 | 17 | 54 | 100 | 75 | 557 |
| March 1981 | 31 | 18 | 50 | 100 | 81 | 577 |
| April 1981 | 32 | 17 | 51 | 100 | 82 | 594 |
| May 1981 | 34 | 15 | 51 | 100 | 84 | 589 |
| June 1981 | 34 | 13 | 53 | 100 | 81 | 567 |
| July 1981 | 36 | 10 | 54 | 100 | 82 | 529 |
| August 1981 | 35 | 11 | 54 | 100 | 81 | 570 |
| September 1981 | 33 | 12 | 55 | 100 | 77 | 574 |
| October 1981 | 29 | 14 | 57 | 100 | 72 | 603 |
| November 1981 | 30 | 14 | 56 | 100 | 75 | 566 |
| December 1981 | 31 | 13 | 56 | 100 | 75 | 582 |
| January 1982 | 34 | 13 | 53 | 100 | 82 | 564 |
| February 1982 | 33 | 14 | 53 | 100 | 80 | 596 |
| March 1982 | 36 | 13 | 51 | 100 | 84 | 562 |

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(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April | 1982 | 34 | 13 | 53 | 100 | 82 | 578 |
| May | 1982 | 36 | 11 | 52 | 100 | 84 | 543 |
| June | 1982 | 36 | 11 | 53 | 100 | 83 | 568 |
| July | 1982 | 36 | 12 | 52 | 100 | 85 | 549 |
| August | 1982 | 33 | 13 | 54 | 100 | 79 | 544 |
| September | 1982 | 34 | 14 | 52 | 100 | 82 | 543 |
| October | 1982 | 32 | 13 | 55 | 100 | 77 | 554 |
| November | 1982 | 36 | 12 | 52 | 100 | 84 | 567 |
| December | 1982 | 38 | 12 | 50 | 100 | 88 | 553 |
| January | 1983 | 42 | 12 | 46 | 100 | 97 | 538 |
| February | 1983 | 45 | 11 | 43 | 100 | 102 | 524 |
| March | 1983 | 45 | 12 | 43 | 100 | 103 | 540 |
| April | 1983 | 51 | 11 | 38 | 100 | 113 | 564 |
| May | 1983 | 53 | 10 | 37 | 100 | 117 | 562 |
| June | 1983 | 56 | 11 | 34 | 100 | 122 | 552 |
| July | 1983 | 54 | 11 | 35 | 100 | 119 | 572 |
| August | 1983 | 53 | 12 | 34 | 100 | 119 | 577 |
| September | 1983 | 53 | 12 | 35 | 100 | 119 | 593 |
| October | 1983 | 53 | 12 | 35 | 100 | 118 | 574 |
| November | 1983 | 52 | 12 | 36 | 100 | 116 | 595 |
| December | 1983 | 51 | 12 | 37 | 100 | 114 | 609 |
| January | 1984 | 52 | 14 | 35 | 100 | 117 | 642 |
| February | 1984 | 54 | 14 | 32 | 100 | 122 | 628 |
| March | 1984 | 57 | 15 | 29 | 100 | 128 | 621 |
| April | 1984 | 57 | 14 | 29 | 100 | 128 | 588 |
| May | 1984 | 55 | 15 | 30 | 100 | 125 | 619 |
| June | 1984 | 53 | 14 | 33 | 100 | 120 | 618 |
| July | 1984 | 53 | 14 | 33 | 100 | 120 | 619 |
| August | 1984 | 52 | 14 | 34 | 100 | 119 | 585 |
| September | 1984 | 54 | 14 | 32 | 100 | 122 | 576 |
| October | 1984 | 49 | 16 | 35 | 100 | 115 | 568 |
| November | 1984 | 49 | 15 | 36 | 100 | 113 | 599 |
| December | 1984 | 47 | 15 | 38 | 100 | 110 | 580 |
| January | 1985 | 51 | 13 | 37 | 100 | 114 | 576 |
| February | 1985 | 51 | 12 | 37 | 100 | 113 | 549 |
| March | 1985 | 54 | 11 | 35 | 100 | 118 | 560 |
| April | 1985 | 55 | 11 | 34 | 100 | 121 | 575 |
| May | 1985 | 59 | 10 | 31 | 100 | 128 | 569 |
| June | 1985 | 59 | 11 | 31 | 100 | 128 | 553 |
| July | 1985 | 60 | 11 | 29 | 100 | 131 | 550 |
| August | 1985 | 56 | 13 | 31 | 100 | 125 | 573 |
| September | 1985 | 59 | 14 | 27 | 100 | 132 | 583 |
| October | 1985 | 58 | 12 | 30 | 100 | 128 | 568 |
| November | 1985 | 61 | 11 | 28 | 100 | 133 | 539 |
| December | 1985 | 58 | 12 | 30 | 100 | 128 | 524 |
| January | 1986 | 58 | 15 | 27 | 100 | 132 | 516 |
| February | 1986 | 59 | 14 | 27 | 100 | 133 | 516 |
| March | 1986 | 60 | 14 | 25 | 100 | 135 | 542 |
| April | 1986 | 62 | 11 | 27 | 100 | 136 | 535 |
| May | 1986 | 64 | 11 | 25 | 100 | 139 | 561 |
| June | 1986 | 67 | 9 | 25 | 100 | 142 | 532 |
| July | 1986 | 65 | 9 | 25 | 100 | 140 | 548 |

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TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1986 | 64 | 10 | 26 | 100 | 139 | 528 |
| September 1986 | 66 | 10 | 24 | 100 | 142 | 557 |
| October 1986 | 67 | 10 | 22 | 100 | 145 | 569 |
| November 1986 | 65 | 9 | 26 | 100 | 139 | 595 |
| December 1986 | 58 | 11 | 31 | 100 | 127 | 585 |
| January 1987 | 52 | 12 | 36 | 100 | 116 | 574 |
| February 1987 | 52 | 15 | 34 | 100 | 118 | 543 |
| March 1987 | 54 | 15 | 31 | 100 | 124 | 532 |
| April 1987 | 58 | 14 | 29 | 100 | 129 | 523 |
| May 1987 | 59 | 13 | 27 | 100 | 132 | 536 |
| June 1987 | 59 | 14 | 27 | 100 | 132 | 562 |
| July 1987 | 59 | 17 | 24 | 100 | 135 | 575 |
| August 1987 | 59 | 17 | 24 | 100 | 135 | 565 |
| September 1987 | 58 | 17 | 25 | 100 | 133 | 543 |
| October 1987 | 56 | 16 | 28 | 100 | 128 | 485 |
| November 1987 | 53 | 14 | 33 | 100 | 120 | 452 |
| December 1987 | 54 | 12 | 34 | 100 | 120 | 410 |
| January 1988 | 54 | 14 | 32 | 100 | 123 | 431 |
| February 1988 | 57 | 16 | 27 | 100 | 130 | 429 |
| March 1988 | 54 | 17 | 29 | 100 | 125 | 428 |
| April 1988 | 58 | 14 | 28 | 100 | 130 | 424 |
| May 1988 | 59 | 13 | 28 | 100 | 131 | 438 |
| June 1988 | 57 | 15 | 28 | 100 | 129 | 440 |
| July 1988 | 52 | 18 | 30 | 100 | 122 | 432 |
| August 1988 | 51 | 17 | 32 | 100 | 119 | 409 |
| September 1988 | 54 | 19 | 28 | 100 | 126 | 407 |
| October 1988 | 54 | 19 | 28 | 100 | 126 | 409 |
| November 1988 | 55 | 19 | 26 | 100 | 128 | 436 |
| December 1988 | 53 | 18 | 29 | 100 | 124 | 450 |
| January 1989 | 55 | 16 | 29 | 100 | 126 | 433 |
| February 1989 | 56 | 17 | 27 | 100 | 129 | 402 |
| March 1989 | 57 | 14 | 29 | 100 | 129 | 408 |
| April 1989 | 60 | 13 | 27 | 100 | 132 | 407 |
| May 1989 | 60 | 12 | 28 | 100 | 132 | 429 |
| June 1989 | 60 | 12 | 28 | 100 | 132 | 417 |
| July 1989 | 58 | 13 | 29 | 100 | 128 | 427 |
| August 1989 | 54 | 15 | 31 | 100 | 123 | 427 |
| September 1989 | 54 | 15 | 31 | 100 | 123 | 444 |
| October 1989 | 56 | 15 | 29 | 100 | 128 | 449 |
| November 1989 | 59 | 14 | 27 | 100 | 131 | 450 |
| December 1989 | 55 | 17 | 28 | 100 | 128 | 437 |
| January 1990 | 54 | 19 | 28 | 100 | 126 | 436 |
| February 1990 | 53 | 15 | 31 | 100 | 122 | 434 |
| March 1990 | 59 | 13 | 28 | 100 | 131 | 444 |
| April 1990 | 60 | 10 | 30 | 100 | 131 | 469 |
| May 1990 | 61 | 12 | 27 | 100 | 133 | 486 |
| June 1990 | 59 | 11 | 30 | 100 | 129 | 475 |
| July 1990 | 58 | 12 | 30 | 100 | 128 | 436 |
| August 1990 | 59 | 11 | 30 | 100 | 128 | 404 |
| September 1990 | 59 | 10 | 31 | 100 | 128 | 395 |
| October 1990 | 55 | 9 | 36 | 100 | 118 | 436 |
| November 1990 | 51 | 9 | 40 | 100 | 111 | 474 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1990 | 46 | 12 | 43 | 100 | 103 | 474 |
| January 1991 | 45 | 13 | 41 | 100 | 104 | 439 |
| February 1991 | 47 | 14 | 40 | 100 | 107 | 391 |
| March 1991 | 52 | 11 | 36 | 100 | 116 | 377 |
| April 1991 | 57 | 9 | 33 | 100 | 124 | 414 |
| May 1991 | 59 | 8 | 33 | 100 | 127 | 434 |
| June 1991 | 55 | 10 | 35 | 100 | 121 | 443 |
| July 1991 | 54 | 11 | 35 | 100 | 120 | 414 |
| August 1991 | 57 | 12 | 31 | 100 | 127 | 389 |
| September 1991 | 58 | 10 | 31 | 100 | 127 | 386 |
| October 1991 | 57 | 10 | 33 | 100 | 124 | 385 |
| November 1991 | 53 | 9 | 38 | 100 | 114 | 403 |
| December 1991 | 51 | 9 | 40 | 100 | 111 | 416 |
| January 1992 | 50 | 9 | 42 | 100 | 108 | 408 |
| February 1992 | 50 | 10 | 40 | 100 | 110 | 397 |
| March 1992 | 52 | 10 | 38 | 100 | 114 | 395 |
| April 1992 | 54 | 10 | 36 | 100 | 118 | 389 |
| May 1992 | 56 | 10 | 34 | 100 | 122 | 393 |
| June 1992 | 59 | 11 | 29 | 100 | 130 | 392 |
| July 1992 | 61 | 10 | 29 | 100 | 132 | 409 |
| August 1992 | 61 | 9 | 31 | 100 | 130 | 406 |
| September 1992 | 58 | 7 | 35 | 100 | 123 | 410 |
| October 1992 | 55 | 10 | 35 | 100 | 119 | 412 |
| November 1992 | 53 | 13 | 34 | 100 | 118 | 404 |
| December 1992 | 57 | 14 | 29 | 100 | 127 | 394 |
| January 1993 | 59 | 13 | 29 | 100 | 130 | 384 |
| February 1993 | 59 | 13 | 28 | 100 | 130 | 386 |
| March 1993 | 57 | 14 | 29 | 100 | 128 | 377 |
| April 1993 | 57 | 15 | 28 | 100 | 129 | 391 |
| May 1993 | 59 | 14 | 27 | 100 | 132 | 405 |
| June 1993 | 60 | 13 | 27 | 100 | 133 | 410 |
| July 1993 | 64 | 12 | 24 | 100 | 140 | 398 |
| August 1993 | 64 | 12 | 24 | 100 | 140 | 399 |
| September 1993 | 62 | 12 | 26 | 100 | 136 | 403 |
| October 1993 | 60 | 12 | 28 | 100 | 133 | 410 |
| November 1993 | 62 | 11 | 27 | 100 | 135 | 412 |
| December 1993 | 65 | 12 | 23 | 100 | 142 | 407 |
| January 1994 | 66 | 14 | 20 | 100 | 146 | 401 |
| February 1994 | 65 | 14 | 21 | 100 | 144 | 394 |
| March 1994 | 66 | 12 | 23 | 100 | 143 | 425 |
| April 1994 | 66 | 10 | 24 | 100 | 143 | 435 |
| May 1994 | 67 | 9 | 23 | 100 | 144 | 436 |
| June 1994 | 66 | 12 | 23 | 100 | 143 | 416 |
| July 1994 | 64 | 12 | 23 | 100 | 141 | 413 |
| August 1994 | 64 | 13 | 23 | 100 | 141 | 405 |
| September 1994 | 66 | 11 | 23 | 100 | 143 | 400 |
| October 1994 | 66 | 11 | 23 | 100 | 143 | 389 |
| November 1994 | 64 | 11 | 26 | 100 | 138 | 395 |
| December 1994 | 61 | 13 | 26 | 100 | 135 | 409 |
| January 1995 | 61 | 12 | 27 | 100 | 134 | 401 |
| February 1995 | 62 | 12 | 26 | 100 | 136 | 399 |

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| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March | 1995 | 61 | 11 | 28 | 100 | 133 | 384 |
| April | 1995 | 56 | 13 | 30 | 100 | 126 | 385 |
| May | 1995 | 54 | 13 | 33 | 100 | 120 | 383 |
| June | 1995 | 54 | 13 | 33 | 100 | 120 | 391 |
| July | 1995 | 59 | 10 | 31 | 100 | 128 | 390 |
| August | 1995 | 60 | 9 | 31 | 100 | 128 | 406 |
| September | 1995 | 62 | 8 | 30 | 100 | 132 | 404 |
| October | 1995 | 55 | 12 | 34 | 100 | 121 | 415 |
| November | 1995 | 56 | 14 | 30 | 100 | 126 | 410 |
| December | 1995 | 52 | 15 | 34 | 100 | 118 | 420 |
| January | 1996 | 53 | 13 | 34 | 100 | 119 | 408 |
| February | 1996 | 52 | 11 | 37 | 100 | 115 | 432 |
| March | 1996 | 54 | 9 | 37 | 100 | 117 | 418 |
| April | 1996 | 54 | 10 | 36 | 100 | 118 | 445 |
| May | 1996 | 55 | 12 | 33 | 100 | 122 | 408 |
| June | 1996 | 56 | 12 | 32 | 100 | 124 | 420 |
| July | 1996 | 60 | 12 | 29 | 100 | 131 | 397 |
| August | 1996 | 59 | 11 | 30 | 100 | 129 | 415 |
| September | 1996 | 59 | 12 | 30 | 100 | 129 | 411 |
| October | 1996 | 59 | 12 | 30 | 100 | 129 | 436 |
| November | 1996 | 61 | 13 | 26 | 100 | 135 | 432 |
| December | 1996 | 62 | 13 | 25 | 100 | 137 | 412 |
| January | 1997 | 61 | 15 | 24 | 100 | 138 | 392 |
| February | 1997 | 62 | 13 | 25 | 100 | 137 | 375 |
| March | 1997 | 63 | 11 | 26 | 100 | 138 | 388 |
| April | 1997 | 62 | 10 | 28 | 100 | 134 | 403 |
| May | 1997 | 65 | 10 | 25 | 100 | 140 | 419 |
| June | 1997 | 68 | 10 | 21 | 100 | 147 | 420 |
| July | 1997 | 70 | 10 | 20 | 100 | 149 | 410 |
| August | 1997 | 66 | 12 | 22 | 100 | 144 | 429 |
| September | 1997 | 63 | 12 | 24 | 100 | 139 | 424 |
| October | 1997 | 62 | 15 | 23 | 100 | 139 | 426 |
| November | 1997 | 60 | 13 | 27 | 100 | 133 | 415 |
| December | 1997 | 58 | 15 | 27 | 100 | 131 | 421 |
| January | 1998 | 59 | 16 | 26 | 100 | 133 | 430 |
| February | 1998 | 63 | 17 | 20 | 100 | 143 | 439 |
| March | 1998 | 62 | 19 | 19 | 100 | 143 | 447 |
| April | 1998 | 59 | 20 | 21 | 100 | 138 | 439 |
| May | 1998 | 57 | 21 | 22 | 100 | 134 | 440 |
| June | 1998 | 58 | 20 | 22 | 100 | 137 | 442 |
| July | 1998 | 61 | 19 | 21 | 100 | 140 | 443 |
| August | 1998 | 60 | 21 | 20 | 100 | 140 | 432 |
| September | 1998 | 59 | 22 | 19 | 100 | 140 | 426 |
| October | 1998 | 60 | 21 | 18 | 100 | 142 | 446 |
| November | 1998 | 63 | 19 | 18 | 100 | 144 | 450 |
| December | 1998 | 64 | 16 | 20 | 100 | 144 | 439 |
| January | 1999 | 67 | 14 | 20 | 100 | 147 | 408 |
| February | 1999 | 66 | 14 | 20 | 100 | 146 | 404 |
| March | 1999 | 67 | 16 | 17 | 100 | 150 | 412 |
| April | 1999 | 68 | 18 | 14 | 100 | 154 | 422 |
| May | 1999 | 68 | 18 | 14 | 100 | 153 | 416 |
| June | 1999 | 69 | 15 | 16 | 100 | 153 | 412 |

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(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July 1999 | 67 | 16 | 17 | 100 | 149 | 396 |
| August 1999 | 67 | 13 | 19 | 100 | 148 | 401 |
| September 1999 | 66 | 15 | 19 | 100 | 148 | 414 |
| October 1999 | 65 | 16 | 19 | 100 | 145 | 445 |
| November 1999 | 61 | 20 | 20 | 100 | 141 | 454 |
| December 1999 | 56 | 25 | 19 | 100 | 137 | 457 |
| January 2000 | 55 | 25 | 20 | 100 | 136 | 449 |
| February 2000 | 59 | 24 | 17 | 100 | 142 | 455 |
| March 2000 | 62 | 18 | 20 | 100 | 142 | 462 |
| April 2000 | 63 | 16 | 21 | 100 | 142 | 476 |
| May 2000 | 61 | 15 | 24 | 100 | 138 | 472 |
| June 2000 | 61 | 16 | 22 | 100 | 139 | 467 |
| July 2000 | 60 | 17 | 23 | 100 | 138 | 469 |
| August 2000 | 61 | 17 | 22 | 100 | 139 | 475 |
| September 2000 | 61 | 17 | 22 | 100 | 139 | 478 |
| October 2000 | 63 | 16 | 21 | 100 | 141 | 473 |
| November 2000 | 63 | 16 | 21 | 100 | 142 | 464 |
| December 2000 | 63 | 16 | 21 | 100 | 142 | 462 |
| January 2001 | 61 | 16 | 23 | 100 | 137 | 464 |
| February 2001 | 58 | 15 | 27 | 100 | 131 | 489 |
| March 2001 | 57 | 16 | 27 | 100 | 130 | 473 |
| April 2001 | 60 | 17 | 24 | 100 | 136 | 465 |
| May 2001 | 60 | 19 | 21 | 100 | 139 | 436 |
| June 2001 | 56 | 20 | 24 | 100 | 132 | 452 |
| July 2001 | 57 | 19 | 23 | 100 | 134 | 462 |
| August 2001 | 55 | 20 | 26 | 100 | 129 | 467 |
| September 2001 | 56 | 19 | 26 | 100 | 130 | 478 |
| October 2001 | 55 | 20 | 25 | 100 | 130 | 486 |
| November 2001 | 63 | 16 | 21 | 100 | 142 | 498 |
| December 2001 | 70 | 14 | 15 | 100 | 155 | 473 |
| January 2002 | 70 | 16 | 14 | 100 | 157 | 483 |
| February 2002 | 70 | 15 | 15 | 100 | 155 | 460 |
| March 2002 | 66 | 17 | 17 | 100 | 149 | 483 |
| April 2002 | 65 | 17 | 18 | 100 | 146 | 481 |
| May 2002 | 64 | 19 | 17 | 100 | 147 | 501 |
| June 2002 | 64 | 20 | 15 | 100 | 149 | 482 |
| July 2002 | 66 | 19 | 15 | 100 | 151 | 475 |
| August 2002 | 65 | 20 | 15 | 100 | 150 | 467 |
| September 2002 | 69 | 16 | 15 | 100 | 153 | 499 |
| October 2002 | 67 | 18 | 15 | 100 | 152 | 510 |
| November 2002 | 69 | 16 | 15 | 100 | 153 | 519 |
| December 2002 | 66 | 19 | 15 | 100 | 150 | 501 |
| January 2003 | 69 | 16 | 15 | 100 | 154 | 481 |
| February 2003 | 66 | 17 | 16 | 100 | 150 | 478 |
| March 2003 | 68 | 14 | 18 | 100 | 150 | 470 |
| April 2003 | 64 | 15 | 21 | 100 | 143 | 476 |
| May 2003 | 69 | 13 | 18 | 100 | 151 | 488 |
| June 2003 | 67 | 15 | 19 | 100 | 148 | 503 |
| July 2003 | 72 | 12 | 16 | 100 | 156 | 501 |
| August 2003 | 70 | 12 | 19 | 100 | 151 | 496 |
| September 2003 | 72 | 11 | 18 | 100 | 154 | 487 |
| October 2003 | 72 | 10 | 18 | 100 | 154 | 473 |

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(Three Month Moving Averages)

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November 2003 | 72 | 11 | 17 | 100 | 156 | 478 |
| December 2003 | 73 | 10 | 16 | 100 | 157 | 470 |
| January 2004 | 72 | 11 | 18 | 100 | 154 | 488 |
| February 2004 | 71 | 12 | 17 | 100 | 154 | 502 |
| March 2004 | 70 | 13 | 17 | 100 | 152 | 527 |
| April 2004 | 71 | 13 | 17 | 100 | 154 | 531 |
| May 2004 | 70 | 13 | 17 | 100 | 153 | 532 |
| June 2004 | 70 | 11 | 19 | 100 | 150 | 548 |
| July 2004 | 67 | 12 | 21 | 100 | 146 | 572 |
| August 2004 | 67 | 11 | 22 | 100 | 145 | 576 |
| September 2004 | 66 | 13 | 21 | 100 | 144 | 567 |
| October 2004 | 68 | 13 | 19 | 100 | 148 | 560 |
| November 2004 | 65 | 14 | 22 | 100 | 143 | 551 |
| December 2004 | 65 | 15 | 20 | 100 | 145 | 562 |
| January 2005 | 62 | 16 | 22 | 100 | 140 | 579 |
| February 2005 | 62 | 16 | 21 | 100 | 141 | 580 |
| March 2005 | 60 | 16 | 24 | 100 | 137 | 600 |
| April 2005 | 58 | 14 | 28 | 100 | 130 | 582 |
| May 2005 | 58 | 13 | 29 | 100 | 130 | 584 |
| June 2005 | 58 | 12 | 29 | 100 | 129 | 555 |
| July 2005 | 62 | 12 | 26 | 100 | 136 | 571 |
| August 2005 | 64 | 11 | 25 | 100 | 139 | 596 |
| September 2005 | 65 | 8 | 27 | 100 | 137 | 640 |
| October 2005 | 60 | 8 | 32 | 100 | 128 | 634 |
| November 2005 | 57 | 8 | 35 | 100 | 121 | 633 |
| December 2005 | 57 | 8 | 34 | 100 | 123 | 602 |
| January 2006 | 61 | 9 | 30 | 100 | 131 | 615 |
| February 2006 | 63 | 9 | 28 | 100 | 135 | 606 |
| March 2006 | 64 | 9 | 27 | 100 | 137 | 617 |
| April 2006 | 62 | 7 | 31 | 100 | 132 | 614 |
| May 2006 | 57 | 7 | 36 | 100 | 121 | 626 |
| June 2006 | 56 | 6 | 39 | 100 | 117 | 634 |
| July 2006 | 56 | 7 | 37 | 100 | 119 | 634 |
| August 2006 | 60 | 7 | 33 | 100 | 126 | 640 |
| September 2006 | 59 | 9 | 32 | 100 | 127 | 661 |
| October 2006 | 60 | 7 | 33 | 100 | 128 | 683 |
| November 2006 | 62 | 8 | 31 | 100 | 131 | 674 |
| December 2006 | 66 | 8 | 26 | 100 | 139 | 671 |
| January 2007 | 64 | 9 | 27 | 100 | 138 | 650 |
| February 2007 | 65 | 10 | 26 | 100 | 139 | 676 |
| March 2007 | 62 | 10 | 27 | 100 | 135 | 682 |
| April 2007 | 62 | 10 | 29 | 100 | 133 | 701 |
| May 2007 | 59 | 10 | 30 | 100 | 129 | 683 |
| June 2007 | 58 | 9 | 33 | 100 | 124 | 667 |
| July 2007 | 58 | 10 | 32 | 100 | 125 | 665 |
| August 2007 | 58 | 9 | 33 | 100 | 126 | 687 |
| September 2007 | 61 | 8 | 31 | 100 | 130 | 702 |
| October 2007 | 60 | 9 | 31 | 100 | 129 | 712 |
| November 2007 | 59 | 8 | 32 | 100 | 127 | 702 |
| December 2007 | 58 | 9 | 34 | 100 | 124 | 705 |
| January 2008 | 56 | 8 | 35 | 100 | 121 | 715 |

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|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| February 2008 | 55 | 9 | 36 | 100 | 120 | 712 |
| March 2008 | 53 | 9 | 38 | 100 | 115 | 702 |
| April 2008 | 52 | 8 | 39 | 100 | 113 | 695 |
| May 2008 | 49 | 8 | 43 | 100 | 105 | 726 |
| June 2008 | 46 | 7 | 47 | 100 | 99 | 730 |
| July 2008 | 42 | 5 | 52 | 100 | 90 | 754 |
| August 2008 | 42 | 5 | 52 | 100 | 90 | 734 |
| September 2008 | 44 | 6 | 50 | 100 | 94 | 722 |
| October 2008 | 44 | 7 | 49 | 100 | 94 | 694 |
| November 2008 | 49 | 5 | 46 | 100 | 103 | 707 |
| December 2008 | 52 | 4 | 44 | 100 | 109 | 718 |
| January 2009 | 57 | 3 | 40 | 100 | 116 | 740 |
| February 2009 | 56 | 4 | 40 | 100 | 116 | 729 |
| March 2009 | 57 | 4 | 39 | 100 | 118 | 751 |
| April 2009 | 59 | 5 | 36 | 100 | 123 | 742 |
| May 2009 | 60 | 6 | 35 | 100 | 125 | 765 |
| June 2009 | 64 | 5 | 31 | 100 | 133 | 771 |
| July 2009 | 64 | 5 | 31 | 100 | 132 | 766 |
| August 2009 | 66 | 5 | 29 | 100 | 137 | 759 |
| September 2009 | 63 | 6 | 31 | 100 | 132 | 754 |
| October 2009 | 64 | 5 | 31 | 100 | 133 | 782 |
| November 2009 | 60 | 7 | 33 | 100 | 127 | 784 |
| December 2009 | 60 | 7 | 33 | 100 | 127 | 801 |
| January 2010 | 59 | 8 | 34 | 100 | 125 | 797 |
| February 2010 | 59 | 6 | 36 | 100 | 123 | 798 |
| March 2010 | 58 | 5 | 36 | 100 | 122 | 796 |
| April 2010 | 61 | 4 | 35 | 100 | 126 | 809 |
| May 2010 | 65 | 5 | 30 | 100 | 135 | 817 |
| June 2010 | 69 | 4 | 27 | 100 | 143 | 801 |
| July 2010 | 67 | 5 | 27 | 100 | 140 | 796 |
| August 2010 | 66 | 6 | 29 | 100 | 137 | 803 |
| September 2010 | 61 | 7 | 32 | 100 | 129 | 826 |
| October 2010 | 60 | 7 | 33 | 100 | 127 | 819 |
| November 2010 | 60 | 7 | 33 | 100 | 126 | 821 |
| December 2010 | 62 | 6 | 32 | 100 | 130 | 809 |
| January 2011 | 62 | 5 | 32 | 100 | 130 | 826 |
| February 2011 | 63 | 4 | 33 | 100 | 130 | 840 |
| March 2011 | 60 | 5 | 35 | 100 | 125 | 874 |
| April 2011 | 59 | 6 | 35 | 100 | 123 | 856 |
| May 2011 | 59 | 7 | 34 | 100 | 125 | 850 |
| June 2011 | 58 | 6 | 36 | 100 | 123 | 830 |
| July 2011 | 57 | 5 | 38 | 100 | 119 | 835 |
| August 2011 | 54 | 4 | 42 | 100 | 112 | 841 |
| September 2011 | 53 | 5 | 43 | 100 | 110 | 860 |
| October 2011 | 52 | 5 | 42 | 100 | 110 | 860 |
| November 2011 | 54 | 6 | 40 | 100 | 114 | 881 |
| December 2011 | 56 | 6 | 39 | 100 | 117 | 878 |
| January 2012 | 59 | 6 | 35 | 100 | 125 | 901 |
| February 2012 | 59 | 6 | 34 | 100 | 125 | 862 |
| March 2012 | 59 | 6 | 34 | 100 | 125 | 864 |
| April 2012 | 60 | 7 | 34 | 100 | 126 | 838 |
| May 2012 | 61 | 6 | 33 | 100 | 128 | 862 |

AGE 55 AND UP
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| June | 2012 | 63 | 7 | 30 | 100 | 132 | 865 |
| July | 2012 | 64 | 6 | 30 | 100 | 134 | 897 |
| August | 2012 | 65 | 7 | 28 | 100 | 137 | 886 |
| September | 2012 | 66 | 7 | 28 | 100 | 138 | 891 |
| October | 2012 | 64 | 8 | 28 | 100 | 136 | 873 |
| November | 2012 | 64 | 8 | 29 | 100 | 135 | 864 |
| December | 2012 | 62 | 7 | 31 | 100 | 131 | 869 |
| January | 2013 | 63 | 6 | 31 | 100 | 132 | 874 |
| February | 2013 | 65 | 5 | 30 | 100 | 134 | 862 |
| March | 2013 | 64 | 6 | 29 | 100 | 135 | 822 |
| April | 2013 | 63 | 8 | 29 | 100 | 135 | 825 |
| May | 2013 | 65 | 9 | 27 | 100 | 138 | 831 |
| June | 2013 | 67 | 8 | 25 | 100 | 142 | 851 |
| July | 2013 | 70 | 8 | 22 | 100 | 148 | 819 |
| August | 2013 | 66 | 9 | 25 | 100 | 141 | 816 |
| September | 2013 | 64 | 10 | 27 | 100 | 137 | 794 |
| October | 2013 | 63 | 9 | 28 | 100 | 135 | 833 |
| November | 2013 | 62 | 8 | 29 | 100 | 133 | 839 |
| December | 2013 | 64 | 7 | 29 | 100 | 135 | 867 |
| January | 2014 | 64 | 7 | 29 | 100 | 135 | 862 |
| February | 2014 | 65 | 8 | 27 | 100 | 138 | 885 |
| March | 2014 | 64 | 10 | 27 | 100 | 137 | 875 |
| April | 2014 | 64 | 10 | 26 | 100 | 138 | 858 |
| May | 2014 | 66 | 8 | 26 | 100 | 140 | 845 |
| June | 2014 | 66 | 7 | 27 | 100 | 139 | 857 |
| July | 2014 | 66 | 7 | 27 | 100 | 139 | 872 |
| August | 2014 | 64 | 8 | 28 | 100 | 135 | 867 |
| September | 2014 | 65 | 8 | 27 | 100 | 138 | 838 |
| October | 2014 | 67 | 7 | 26 | 100 | 142 | 801 |
| November | 2014 | 72 | 6 | 22 | 100 | 150 | 783 |
| December | 2014 | 73 | 6 | 21 | 100 | 153 | 789 |
| January | 2015 | 73 | 7 | 21 | 100 | 152 | 765 |
| February | 2015 | 71 | 7 | 23 | 100 | 148 | 753 |
| March | 2015 | 70 | 7 | 24 | 100 | 146 | 697 |
| April | 2015 | 69 | 6 | 25 | 100 | 144 | 691 |
| May | 2015 | 68 | 7 | 25 | 100 | 143 | 655 |
| June | 2015 | 69 | 8 | 24 | 100 | 145 | 684 |
| July | 2015 | 68 | 9 | 23 | 100 | 145 | 687 |
| August | 2015 | 67 | 7 | 26 | 100 | 141 | 733 |
| September | 2015 | 66 | 6 | 27 | 100 | 139 | 699 |
| October | 2015 | 67 | 5 | 28 | 100 | 139 | 687 |
| November | 2015 | 67 | 6 | 26 | 100 | 141 | 648 |
| December | 2015 | 68 | 7 | 25 | 100 | 143 | 657 |
| January | 2016 | 69 | 7 | 24 | 100 | 145 | 671 |
| February | 2016 | 72 | 6 | 22 | 100 | 149 | 667 |
| March | 2016 | 72 | 6 | 22 | 100 | 150 | 701 |
| April | 2016 | 70 | 5 | 25 | 100 | 145 | 718 |
| May | 2016 | 71 | 5 | 24 | 100 | 147 | 776 |
| June | 2016 | 70 | 6 | 24 | 100 | 146 | 752 |
| July | 2016 | 71 | 7 | 21 | 100 | 150 | 754 |
| August | 2016 | 69 | 7 | 24 | 100 | 145 | 728 |
| September | 2016 | 70 | 7 | 23 | 100 | 147 | 767 |

AGE 55 AND UP
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| October | 2016 | 67 | 7 | 26 | 100 | 142 | 789 |
| November | 2016 | 68 | 7 | 25 | 100 | 143 | 808 |
| December | 2016 | 66 | 8 | 27 | 100 | 139 | 796 |
| January | 2017 | 69 | 7 | 24 | 100 | 145 | 807 |
| February | 2017 | 70 | 7 | 22 | 100 | 148 | 811 |
| March | 2017 | 75 | 6 | 19 | 100 | 156 | 824 |
| April | 2017 | 76 | 7 | 17 | 100 | 159 | 835 |
| May | 2017 | 73 | 7 | 20 | 100 | 153 | 841 |
| June | 2017 | 70 | 9 | 21 | 100 | 149 | 819 |
| July | 2017 | 67 | 8 | 25 | 100 | 142 | 804 |
| August | 2017 | 69 | 7 | 24 | 100 | 146 | 799 |
| September | 2017 | 69 | 4 | 26 | 100 | 143 | 818 |
| October | 2017 | 72 | 3 | 24 | 100 | 148 | 839 |
| November | 2017 | 72 | 4 | 24 | 100 | 148 | 860 |
| December | 2017 | 73 | 5 | 22 | 100 | 150 | 863 |
| January | 2018 | 69 | 6 | 25 | 100 | 144 | 863 |
| February | 2018 | 70 | 5 | 25 | 100 | 145 | 863 |
| March | 2018 | 71 | 5 | 24 | 100 | 146 | 886 |
| April | 2018 | 71 | 6 | 23 | 100 | 148 | 879 |
| May | 2018 | 68 | 6 | 26 | 100 | 142 | 897 |
| June | 2018 | 67 | 6 | 27 | 100 | 140 | 883 |
| July | 2018 | 65 | 6 | 29 | 100 | 137 | 876 |
| August | 2018 | 66 | 7 | 28 | 100 | 138 | 854 |
| September | 2018 | 66 | 6 | 28 | 100 | 138 | 861 |
| October | 2018 | 65 | 6 | 29 | 100 | 136 | 859 |
| November | 2018 | 66 | 7 | 27 | 100 | 138 | 877 |
| December | 2018 | 64 | 9 | 28 | 100 | 136 | 852 |
| January | 2019 | 63 | 9 | 28 | 100 | 136 | 854 |
| February | 2019 | 64 | 8 | 29 | 100 | 135 | 841 |
| March | 2019 | 65 | 8 | 28 | 100 | 137 | 838 |
| April | 2019 | 66 | 9 | 25 | 100 | 141 | 816 |
| May | 2019 | 68 | 8 | 24 | 100 | 144 | 794 |
| June | 2019 | 67 | 7 | 26 | 100 | 141 | 832 |
| July | 2019 | 66 | 5 | 29 | 100 | 137 | 863 |
| August | 2019 | 63 | 7 | 30 | 100 | 134 | 864 |
| September | 2019 | 63 | 8 | 29 | 100 | 135 | 855 |
| October | 2019 | 64 | 8 | 28 | 100 | 137 | 862 |
| November | 2019 | 64 | 7 | 28 | 100 | 136 | 921 |
| December | 2019 | 65 | 6 | 28 | 100 | 137 | 957 |
| January | 2020 | 67 | 5 | 28 | 100 | 139 | 974 |
| February | 2020 | 67 | 6 | 27 | 100 | 140 | 941 |
| March | 2020 | 65 | 7 | 28 | 100 | 138 | 959 |
| April | 2020 | 62 | 7 | 31 | 100 | 131 | 943 |
| May | 2020 | 63 | 5 | 32 | 100 | 131 | 939 |
| June | 2020 | 65 | 4 | 30 | 100 | 135 | 902 |
| July | 2020 | 67 | 4 | 29 | 100 | 138 | 889 |
| August | 2020 | 66 | 5 | 29 | 100 | 136 | 888 |
| September | 2020 | 65 | 5 | 30 | 100 | 134 | 874 |
| October | 2020 | 63 | 6 | 31 | 100 | 132 | 881 |
| November | 2020 | 61 | 6 | 32 | 100 | 129 | 868 |
| December | 2020 | 60 | 7 | 33 | 100 | 126 | 867 |

AGE 55 AND UP
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 2021 | 60 | 7 | 33 | 100 | 127 | 838 |
| February 2021 | 58 | 6 | 35 | 100 | 123 | 847 |
| March 2021 | 58 | 6 | 36 | 100 | 122 | 838 |
| April 2021 | 58 | 6 | 36 | 100 | 121 | 848 |
| May 2021 | 56 | 5 | 39 | 100 | 117 | 831 |
| June 2021 | 49 | 6 | 45 | 100 | 104 | 835 |
| July 2021 | 42 | 6 | 52 | 100 | 89 | 802 |
| August 2021 | 36 | 6 | 58 | 100 | 77 | 817 |
| September 2021 | 33 | 5 | 62 | 100 | 71 | 814 |
| October 2021 | 30 | 5 | 65 | 100 | 65 | 828 |
| November 2021 | 29 | 4 | 67 | 100 | 62 | 830 |
| December 2021 | 28 | 4 | 68 | 100 | 60 | 846 |
| January 2022 | 25 | 4 | 71 | 100 | 54 | 846 |
| February 2022 | 25 | 3 | 72 | 100 | 53 | 841 |
| March 2022 | 24 | 4 | 73 | 100 | 51 | 824 |
| April 2022 | 23 | 4 | 72 | 100 | 51 | 856 |
| May 2022 | 22 | 4 | 74 | 100 | 49 | 852 |
| June 2022 | 19 | 3 | 77 | 100 | 42 | 867 |
| July 2022 | 19 | 3 | 78 | 100 | 41 | 850 |
| August 2022 | 17 | 4 | 79 | 100 | 38 | 862 |
| September 2022 | 19 | 4 | 77 | 100 | 41 | 848 |
| October 2022 | 20 | 4 | 76 | 100 | 44 | 858 |
| November 2022 | 22 | 3 | 75 | 100 | 48 | 826 |
| December 2022 | 23 | 4 | 74 | 100 | 49 | 856 |
| January 2023 | 24 | 4 | 73 | 100 | 51 | 864 |
| February 2023 | 27 | 5 | 68 | 100 | 59 | 911 |
| March 2023 | 29 | 6 | 65 | 100 | 64 | 881 |
| April 2023 | 30 | 5 | 65 | 100 | 65 | 889 |
| May 2023 | 29 | 5 | 66 | 100 | 63 | 866 |
| June 2023 | 29 | 5 | 67 | 100 | 62 | 876 |
| July 2023 | 29 | 5 | 66 | 100 | 63 | 884 |
| August 2023 | 31 | 5 | 65 | 100 | 66 | 919 |
| September 2023 | 31 | 4 | 65 | 100 | 66 | 911 |
| October 2023 | 28 | 5 | 67 | 100 | 61 | 913 |
| November 2023 | 27 | 4 | 69 | 100 | 58 | 889 |
| December 2023 | 28 | 5 | 67 | 100 | 61 | 897 |
| January 2024 | 32 | 5 | 63 | 100 | 69 | 894 |
| February 2024 | 34 | 7 | 60 | 100 | 74 | 908 |
| March 2024 | 38 | 7 | 56 | 100 | 82 | 918 |
| April 2024 | 38 | 6 | 56 | 100 | 82 | 1011 |
| May 2024 | 38 | 5 | 57 | 100 | 81 | 1185 |
| June 2024 | 33 | 5 | 62 | 100 | 71 | 1363 |
| July 2024 | 30 | 6 | 65 | 100 | 65 | 1460 |
| August 2024 | 28 | 5 | 67 | 100 | 61 | 1602 |
| September 2024 | 28 | 6 | 66 | 100 | 63 | 1645 |
| October 2024 | 30 | 5 | 65 | 100 | 66 | 1662 |
| November 2024 | 31 | 6 | 63 | 100 | 68 | 1481 |
| December 2024 | 31 | 6 | 63 | 100 | 69 | 1438 |
| January 2025 | 32 | 6 | 62 | 100 | 71 | 1516 |
| February 2025 | 32 | 6 | 62 | 100 | 69 | 1622 |
| March 2025 | 30 | 5 | 65 | 100 | 65 | 1977 |
| April 2025 | 27 | 5 | 69 | 100 | 58 | 2009 |

AGE 55 AND UP
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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| May | 2025 | 25 | 4 | 71 | 100 | 55 | 2115 |
| June | 2025 | 25 | 4 | 71 | 100 | 54 | 1903 |
| July | 2025 | 26 | 5 | 69 | 100 | 57 | 2023 |
| August | 2025 | 27 | 5 | 67 | 100 | 60 | 1974 |
| September | 2025 | 27 | 6 | 67 | 100 | 60 | 2068 |
| October | 2025 | 26 | 5 | 69 | 100 | 58 | 2003 |
| November | 2025 | 24 | 4 | 72 | 100 | 53 | 2067 |
| December | 2025 | 23 | 4 | 73 | 100 | 50 | 1967 |
| January | 2026 | 23 | 4 | 73 | 100 | 50 | 2040 |
| February | 2026 | 24 | 5 | 71 | 100 | 53 | 2141 |