

AGE 55 AND UP

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

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

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

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
March	1978	5	17	0	0	1	2	0	16	1	3	1	1	6	0	
April	1978	5	30	0	0	2	2	0	22	1	4	1	2	9	0	
May	1978	4	32	0	0	2	2	0	22	2	5	0	1	8	0	
June	1978	2	31	0	0	4	3	0	24	3	4	0	1	8	0	
July	1978	4	32	0	1	5	3	0	27	3	3	1	1	8	0	
August	1978	4	30	0	1	5	2	0	31	3	2	1	1	10	0	
September	1978	4	29	0	1	2	2	0	29	2	2	1	1	11	0	
October	1978	3	27	0	0	1	3	0	29	3	2	1	1	11	0	
November	1978	4	26	0	0	1	2	0	29	3	3	1	1	13	0	
December	1978	4	26	0	0	1	2	0	33	3	2	2	1	11	0	
January	1979	5	24	0	0	1	1	0	32	5	3	2	2	11	0	
February	1979	4	26	0	0	1	2	0	31	5	2	2	3	8	0	
March	1979	4	27	0	1	0	3	1	29	5	2	1	8	9	0	
April	1979	3	27	0	1	0	3	1	27	5	2	2	12	11	0	
May	1979	4	25	0	1	0	5	1	25	6	3	2	17	13	0	
June	1979	4	23	0	1	0	6	0	25	6	3	2	20	13	0	
July	1979	5	19	0	0	0	9	0	27	6	3	1	21	11	0	
August	1979	7	16	0	0	1	9	0	27	4	2	2	20	11	0	
September	1979	11	16	0	0	1	9	0	27	6	3	2	17	11	0	
October	1979	13	19	0	1	1	8	0	28	6	3	2	14	11	0	
November	1979	11	19	0	1	1	7	0	30	9	2	1	11	11	0	
December	1979	11	18	0	1	1	6	0	32	10	3	1	11	12	0	
January	1980	11	17	0	1	1	7	0	31	12	4	1	12	12	0	
February	1980	15	19	0	1	1	9	1	29	10	4	1	14	11	0	
March	1980	15	20	0	1	1	8	0	29	10	6	2	16	10	0	
April	1980	14	15	1	1	0	8	0	33	11	5	2	19	10	0	
May	1980	13	12	1	1	0	6	0	36	18	7	1	16	11	0	
June	1980	14	8	1	1	0	6	0	33	19	5	1	15	11	0	
July	1980	17	9	0	1	0	5	0	29	17	6	2	9	11	1	
August	1980	15	11	1	0	0	6	0	27	11	5	3	8	14	1	
September	1980	14	18	0	1	0	5	0	28	7	6	2	5	14	1	
October	1980	9	20	1	1	1	8	0	27	8	7	1	3	16	1	
November	1980	8	21	1	1	1	8	0	28	9	7	1	3	12	1	
December	1980	5	17	1	1	1	7	0	31	14	10	2	3	12	0	
January	1981	8	16	1	0	1	4	0	35	18	8	2	4	10	0	
February	1981	12	14	1	1	0	2	0	36	21	7	2	5	11	0	
March	1981	14	13	1	0	1	2	0	36	17	5	4	6	11	0	
April	1981	16	14	0	1	0	2	0	36	17	5	4	6	11	0	
May	1981	16	15	1	0	0	4	0	39	14	4	4	5	11	0	
June	1981	14	16	1	0	0	4	0	39	17	4	2	3	11	0	
July	1981	14	16	1	0	0	4	0	39	16	4	2	2	12	0	
August	1981	13	16	1	0	0	4	0	36	19	6	2	3	12	0	
September	1981	12	16	1	0	1	4	0	34	22	6	2	2	12	0	
October	1981	11	15	2	0	1	3	0	39	24	6	2	2	11	0	
November	1981	12	16	1	0	1	2	0	39	25	5	1	1	10	0	
December	1981	15	14	1	0	0	1	0	41	23	6	2	1	9	0	
January	1982	19	14	2	0	0	1	0	36	20	9	2	2	9	0	
February	1982	23	10	1	0	0	1	0	37	20	10	3	1	8	0	
March	1982	28	9	1	0	1	1	0	35	19	12	3	1	8	0	
April	1982	31	6	2	0	1	1	0	35	22	10	3	1	7	0	
May	1982	31	8	3	1	1	0	0	35	22	11	2	1	8	0	
June	1982	27	9	4	1	1	0	0	35	23	9	2	1	9	0	
July	1982	25	11	3	1	0	1	0	33	24	10	2	1	11	0	
August	1982	21	10	3	0	0	1	0	33	26	10	2	2	11	0	

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(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
September	1982	20	9	3	1	1	1	0	31	23	10	2	2	11	0	
October	1982	19	8	4	0	2	1	0	34	21	12	3	1	10	0	
November	1982	20	9	8	1	1	1	0	33	17	11	3	1	9	0	
December	1982	23	8	11	1	2	0	0	32	15	10	4	0	7	0	
January	1983	23	8	16	2	1	1	0	30	16	9	4	0	6	0	
February	1983	23	7	17	2	2	1	0	29	13	10	4	0	6	0	
March	1983	19	8	16	2	2	1	0	29	11	12	3	0	5	0	
April	1983	20	11	19	1	2	1	0	26	10	11	3	0	4	0	
May	1983	18	14	22	2	2	1	0	24	10	9	2	0	6	0	
June	1983	18	16	23	2	3	1	0	23	9	6	2	1	8	0	
July	1983	19	15	21	2	4	1	0	22	8	6	2	1	9	0	
August	1983	19	15	18	2	4	1	1	21	6	7	1	1	9	0	
September	1983	20	17	15	2	3	1	1	21	7	7	2	0	7	0	
October	1983	19	21	12	2	3	1	1	23	7	7	2	0	7	0	
November	1983	17	21	9	1	3	1	0	25	9	5	3	0	6	0	
December	1983	15	18	8	2	4	1	0	28	8	4	3	0	7	1	
January	1984	16	17	8	3	3	1	0	26	7	2	2	0	7	0	
February	1984	15	18	10	3	5	1	1	24	5	3	2	0	7	0	
March	1984	15	21	10	2	5	1	0	21	5	3	1	0	6	0	
April	1984	12	21	9	4	5	1	0	22	6	4	2	0	5	0	
May	1984	12	22	7	5	4	1	0	22	7	3	2	0	5	0	
June	1984	11	21	6	5	4	2	1	24	8	3	3	0	4	0	
July	1984	13	21	6	5	4	2	1	25	7	3	3	0	3	0	
August	1984	13	21	5	5	4	2	1	26	8	4	2	0	5	0	
September	1984	15	23	4	5	4	1	1	25	7	4	1	0	4	0	
October	1984	14	21	4	3	4	1	1	25	7	4	2	0	4	0	
November	1984	14	20	5	2	4	0	1	26	6	4	2	0	4	0	
December	1984	14	17	5	2	4	1	1	26	9	6	2	0	5	0	
January	1985	16	16	7	2	5	1	1	25	9	5	1	0	5	0	
February	1985	20	15	8	1	6	1	0	26	11	6	1	0	4	0	
March	1985	23	15	11	1	5	0	0	26	8	4	2	0	4	0	
April	1985	24	16	11	2	4	0	0	28	7	4	2	1	6	0	
May	1985	22	18	12	3	3	1	1	26	5	4	2	0	5	0	
June	1985	20	18	13	4	3	2	0	25	5	4	2	1	5	0	
July	1985	19	18	16	3	3	2	1	23	3	3	2	0	4	0	
August	1985	20	16	18	2	2	2	1	24	3	4	1	0	6	0	
September	1985	21	14	23	1	2	1	2	20	3	4	1	0	4	0	
October	1985	22	12	25	1	2	1	1	22	4	5	1	0	5	0	
November	1985	21	13	25	0	2	1	1	22	5	5	1	0	3	0	
December	1985	21	12	24	1	2	1	1	23	5	5	2	0	4	0	
January	1986	19	12	27	1	2	1	1	19	4	3	2	0	4	0	
February	1986	19	10	31	1	3	0	1	17	3	4	2	0	5	0	
March	1986	17	12	32	2	3	0	1	17	3	5	2	0	4	0	
April	1986	18	12	34	2	3	1	1	19	3	5	1	0	3	0	
May	1986	22	11	36	2	3	1	1	17	3	5	2	0	2	0	
June	1986	23	12	38	2	2	1	2	16	2	5	2	1	2	0	
July	1986	21	11	36	2	4	0	2	15	2	5	2	1	3	0	
August	1986	19	12	34	2	3	0	2	16	2	4	1	0	4	0	
September	1986	19	10	40	2	3	0	1	16	3	5	1	0	3	0	
October	1986	21	9	46	2	2	0	1	14	4	4	1	0	2	0	
November	1986	21	8	45	2	3	0	0	15	5	4	1	0	2	0	
December	1986	21	10	35	2	2	0	0	18	5	3	1	0	3	0	
January	1987	17	12	25	2	1	0	0	20	5	4	1	0	4	0	
February	1987	19	13	22	2	1	0	1	17	4	5	2	0	4	0	
March	1987	22	11	24	2	2	0	0	16	4	6	2	1	3	0	
April	1987	25	12	25	2	2	0	1	16	3	4	3	1	3	0	
May	1987	23	13	25	3	2	0	1	18	4	3	2	1	3	0	

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(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor		
		Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Eff.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate
June 1987	1987	20	17	22	4	2	0	1	18	3	2	2	1	3	0
July 1987	1987	23	16	21	3	2	0	1	17	4	3	2	1	3	0
August 1987	1987	25	16	21	2	2	0	0	17	2	3	1	1	4	0
September 1987	1987	26	15	20	3	2	0	0	17	3	4	1	1	4	0
October 1987	1987	23	18	17	4	2	0	0	19	4	3	2	1	4	0
November 1987	1987	23	18	13	3	2	0	0	19	5	3	4	1	3	0
December 1987	1987	25	17	11	2	2	1	1	20	5	4	5	0	3	0
January 1988	1988	30	13	13	2	1	1	1	18	5	5	5	0	4	0
February 1988	1988	28	15	13	2	1	1	1	17	5	5	2	0	4	0
March 1988	1988	28	14	10	2	1	1	0	21	4	5	2	0	2	0
April 1988	1988	26	15	9	1	3	1	0	21	5	5	1	0	1	0
May 1988	1988	29	16	8	2	3	1	0	22	4	5	2	0	2	0
June 1988	1988	26	17	9	3	3	0	1	20	4	4	2	0	3	0
July 1988	1988	25	18	8	3	4	0	1	21	3	3	2	0	3	0
August 1988	1988	22	20	8	3	5	0	1	22	3	3	2	0	3	0
September 1988	1988	25	21	8	3	4	0	0	20	4	3	1	0	3	0
October 1988	1988	23	20	7	4	3	0	0	19	4	3	1	0	5	0
November 1988	1988	27	18	7	4	3	0	1	19	4	2	0	0	5	0
December 1988	1988	23	19	6	5	3	0	1	19	6	2	1	0	5	0
January 1989	1989	23	19	6	4	4	0	1	19	6	3	1	0	4	0
February 1989	1989	23	20	7	4	4	1	0	18	6	3	1	0	4	0
March 1989	1989	26	17	7	4	4	1	0	20	6	3	1	0	4	0
April 1989	1989	27	16	10	4	2	0	0	19	8	3	2	1	3	0
May 1989	1989	26	16	12	3	2	0	0	20	9	3	2	1	3	0
June 1989	1989	28	16	14	2	1	0	0	19	7	3	2	1	3	0
July 1989	1989	26	19	11	2	3	0	0	20	4	3	1	1	3	0
August 1989	1989	27	17	9	2	3	0	0	22	4	3	2	1	3	0
September 1989	1989	27	17	8	3	4	0	0	23	4	5	2	0	3	0
October 1989	1989	31	15	7	3	4	0	1	22	5	6	2	0	2	0
November 1989	1989	34	15	6	2	3	0	1	20	4	6	2	0	3	0
December 1989	1989	35	15	5	2	2	0	1	21	4	5	2	0	3	0
January 1990	1990	39	13	6	1	2	0	0	20	4	4	1	0	4	0
February 1990	1990	39	11	5	2	3	0	1	23	4	5	1	0	4	0
March 1990	1990	43	11	5	2	3	0	1	21	4	4	2	0	5	0
April 1990	1990	41	13	5	2	3	1	1	22	3	4	2	0	4	0
May 1990	1990	38	15	5	1	2	1	0	20	4	3	2	0	3	0
June 1990	1990	36	16	7	2	3	0	0	21	5	3	3	1	2	0
July 1990	1990	35	16	6	2	2	0	0	20	5	4	3	0	3	0
August 1990	1990	34	18	7	2	3	0	1	20	4	5	3	1	4	0
September 1990	1990	33	16	5	1	2	1	1	20	4	6	2	2	4	0
October 1990	1990	31	14	5	2	2	1	1	22	5	7	5	6	4	0
November 1990	1990	32	12	3	1	1	1	0	22	5	7	7	7	3	0
December 1990	1990	32	10	3	1	1	1	0	22	5	9	9	7	3	0
January 1991	1991	34	10	4	1	1	1	0	18	5	10	7	3	2	0
February 1991	1991	37	6	5	1	1	1	1	17	4	13	6	3	2	0
March 1991	1991	42	6	7	1	2	1	1	16	4	13	4	2	2	0
April 1991	1991	45	8	7	0	2	1	0	17	3	13	4	2	2	0
May 1991	1991	46	10	10	0	2	1	0	20	3	12	3	0	2	0
June 1991	1991	39	13	10	0	2	0	0	23	3	12	4	0	2	0
July 1991	1991	38	11	11	1	2	0	0	23	4	10	4	0	2	0
August 1991	1991	40	12	9	1	2	0	0	20	4	9	5	0	3	0
September 1991	1991	41	12	11	1	1	0	0	22	5	9	4	1	2	0
October 1991	1991	38	16	8	1	1	0	0	24	5	10	4	0	2	0
November 1991	1991	36	14	8	1	1	0	0	28	6	12	5	0	2	0
December 1991	1991	37	12	8	1	1	0	0	25	7	12	7	0	3	0
January 1992	1992	40	6	12	1	2	0	0	24	5	15	10	0	2	0
February 1992	1992	37	6	14	1	2	0	0	20	5	15	9	0	2	0

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		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>
March	1992	38	6	15	1	2	0	0	21	2	14	10	0	4	0
April	1992	35	9	18	1	1	0	0	21	2	11	8	0	4	0
May	1992	33	9	20	2	1	0	0	20	1	8	7	0	5	0
June	1992	33	10	21	2	2	0	1	18	2	7	5	0	5	0
July	1992	34	8	19	2	2	0	1	18	2	8	5	0	4	0
August	1992	34	9	20	1	2	0	1	20	2	9	8	0	5	0
September	1992	33	9	17	1	2	1	0	22	1	10	11	0	4	0
October	1992	32	11	18	1	2	1	0	22	2	10	11	0	5	0
November	1992	32	10	17	2	2	1	0	22	2	11	7	0	3	0
December	1992	35	10	17	2	4	0	0	19	2	9	4	0	2	0
January	1993	38	9	17	2	5	0	1	20	2	8	3	0	1	0
February	1993	38	6	16	1	5	0	1	19	3	7	5	1	2	0
March	1993	34	8	16	1	5	0	1	19	2	10	6	1	2	0
April	1993	29	8	18	1	5	0	1	18	1	9	6	1	2	0
May	1993	27	13	19	1	5	0	1	16	1	9	4	0	2	0
June	1993	27	12	16	1	7	0	1	16	2	8	4	1	2	0
July	1993	33	13	17	1	5	0	1	15	2	8	3	1	2	0
August	1993	32	12	16	2	5	0	0	15	2	8	3	1	1	0
September	1993	31	12	19	2	3	1	0	17	2	7	3	0	2	0
October	1993	27	13	20	1	4	1	0	18	2	8	4	0	2	0
November	1993	32	12	20	1	5	1	0	16	2	8	5	0	2	0
December	1993	33	12	21	1	6	1	0	17	1	7	3	0	1	0
January	1994	35	10	21	1	7	0	0	15	1	6	2	0	2	0
February	1994	31	10	23	1	6	0	0	18	1	4	1	0	1	0
March	1994	31	13	24	2	5	0	0	19	1	4	2	0	1	0
April	1994	28	16	24	2	5	0	0	20	1	4	2	0	1	0
May	1994	25	20	22	4	6	0	1	17	0	4	3	0	2	0
June	1994	22	19	21	4	6	1	2	14	1	4	2	0	2	0
July	1994	21	19	17	4	5	1	2	15	1	4	2	1	3	0
August	1994	22	21	14	4	6	0	1	17	3	4	2	1	2	0
September	1994	21	23	14	4	8	0	0	19	2	3	2	0	3	0
October	1994	21	23	13	3	8	0	1	19	3	3	2	0	3	0
November	1994	21	19	15	3	8	0	0	22	3	4	2	0	2	0
December	1994	22	16	11	4	8	1	1	22	4	5	2	0	1	0
January	1995	22	17	11	4	8	0	1	22	5	5	2	0	2	0
February	1995	20	17	10	6	7	1	1	21	6	5	1	0	2	0
March	1995	21	20	10	6	7	1	1	21	8	5	2	0	2	0
April	1995	18	19	9	7	7	1	1	22	8	4	2	0	2	0
May	1995	21	18	8	5	6	0	0	24	8	4	3	0	2	0
June	1995	21	16	9	4	5	0	0	24	5	4	2	0	1	0
July	1995	25	15	12	2	5	0	0	22	5	6	4	0	0	0
August	1995	22	15	13	2	6	0	0	23	4	6	3	0	1	0
September	1995	24	16	12	1	8	0	1	24	3	6	3	0	2	0
October	1995	22	16	10	1	6	0	1	27	3	7	1	0	2	0
November	1995	25	16	10	1	4	0	1	25	2	7	1	0	2	0
December	1995	23	16	10	2	3	0	0	25	3	8	2	0	2	0
January	1996	24	15	11	2	4	0	0	22	3	9	2	0	2	0
February	1996	21	16	11	1	4	0	0	24	4	10	3	0	3	0
March	1996	21	15	13	0	4	1	1	26	4	10	3	0	2	0
April	1996	20	16	14	1	4	1	0	28	4	6	3	0	2	0
May	1996	20	16	15	2	4	1	0	25	4	5	4	0	2	0
June	1996	21	17	14	3	5	1	0	24	4	4	3	1	4	0
July	1996	22	18	13	2	6	1	0	22	3	4	2	1	3	0
August	1996	21	20	12	1	6	0	1	23	2	4	2	0	4	0
September	1996	20	21	11	2	7	0	1	22	3	5	2	0	2	0
October	1996	20	21	11	3	7	1	1	23	3	4	2	0	2	0
November	1996	24	19	9	3	7	1	0	21	3	3	1	0	2	0
December	1996	25	18	9	2	6	1	0	19	1	3	1	0	2	0

AGE 55 AND UP
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey	GOOD TIME TO BUY								BAD TIME TO BUY						
	Low Price;	Prices	Interest	Borrow in	Times				High	Can't		Gas	Poor		
	Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate	
January 1997	24	16	10	2	9	1	0	17	1	4	2	0	3	0	
February 1997	20	16	14	1	10	1	0	19	2	5	2	0	2	0	
March 1997	19	16	15	1	12	0	0	21	3	6	1	0	3	0	
April 1997	22	16	13	2	9	0	0	22	4	6	1	0	2	0	
May 1997	25	19	10	3	9	0	0	18	3	5	2	0	2	0	
June 1997	25	19	9	3	11	0	0	15	3	3	2	0	1	0	
July 1997	21	19	11	2	12	0	1	15	2	3	1	0	1	0	
August 1997	19	16	12	2	12	0	1	16	2	3	0	0	2	0	
September 1997	20	15	12	2	8	0	1	18	1	2	1	0	2	0	
October 1997	21	14	11	2	8	0	1	16	1	3	1	0	3	0	
November 1997	22	12	11	2	7	0	0	20	1	3	1	1	2	0	
December 1997	23	10	10	1	6	0	0	20	1	3	1	1	2	0	
January 1998	24	9	11	1	6	0	0	20	0	2	0	0	1	0	
February 1998	26	10	13	1	7	0	0	15	0	1	0	0	1	0	
March 1998	25	9	15	1	8	0	0	16	0	1	1	0	1	0	
April 1998	25	8	16	0	8	0	0	18	0	1	0	0	2	0	
May 1998	23	7	17	1	7	0	1	19	1	1	0	0	2	0	
June 1998	24	9	17	1	7	0	1	18	1	1	1	0	1	0	
July 1998	24	9	19	2	7	0	1	17	1	2	1	0	1	0	
August 1998	21	10	18	1	8	0	1	17	1	3	1	0	1	0	
September 1998	23	8	17	1	7	0	1	17	2	2	1	0	1	0	
October 1998	26	8	19	0	7	0	1	15	1	1	1	0	3	0	
November 1998	29	5	22	0	7	0	1	13	1	1	2	0	2	0	
December 1998	30	6	25	0	8	0	2	14	0	1	2	0	2	0	
January 1999	30	6	24	0	7	0	2	14	1	2	1	0	1	0	
February 1999	30	9	21	0	8	0	1	14	2	3	1	0	1	0	
March 1999	30	11	20	0	10	0	0	13	2	3	1	0	1	0	
April 1999	30	13	21	1	13	0	0	12	2	2	1	0	1	0	
May 1999	26	12	23	1	15	0	1	12	1	2	1	1	0	0	
June 1999	23	13	21	1	15	0	2	12	1	2	0	0	1	0	
July 1999	19	12	18	1	13	0	2	14	1	2	0	0	2	0	
August 1999	22	14	15	1	10	0	2	15	1	1	1	0	2	0	
September 1999	22	13	14	2	11	0	2	14	2	2	1	0	2	0	
October 1999	21	13	13	1	12	0	3	13	2	2	1	0	1	0	
November 1999	20	11	13	1	11	0	1	13	1	4	1	0	2	0	
December 1999	18	10	12	2	11	0	1	13	1	3	1	0	2	0	
January 2000	20	9	10	2	11	0	1	15	1	3	1	0	2	0	
February 2000	22	9	10	3	12	0	1	14	2	0	1	1	1	0	
March 2000	23	10	9	2	14	0	1	15	3	2	0	3	1	0	
April 2000	21	12	9	2	15	1	1	15	2	2	0	5	1	0	
May 2000	18	13	9	2	15	1	1	16	4	2	0	5	2	0	
June 2000	18	13	10	2	11	2	1	15	4	2	0	4	1	0	
July 2000	22	12	11	2	10	1	2	14	4	2	0	4	1	0	
August 2000	24	13	10	2	11	1	1	13	4	3	1	5	1	0	
September 2000	23	11	9	2	14	1	1	13	3	3	1	3	2	0	
October 2000	20	13	8	3	14	1	1	13	3	2	1	2	3	0	
November 2000	20	12	9	3	15	0	1	11	2	2	1	1	3	0	
December 2000	23	11	10	3	10	0	1	12	3	2	1	1	3	0	
January 2001	26	8	12	3	8	0	1	12	2	3	2	2	1	0	
February 2001	28	7	14	2	5	0	1	14	2	4	3	1	1	0	
March 2001	30	7	16	1	4	0	1	13	2	5	4	1	2	0	
April 2001	29	6	21	0	4	0	1	12	3	5	5	1	2	0	
May 2001	29	6	21	0	3	1	1	12	3	4	4	3	2	0	
June 2001	26	4	21	0	4	2	1	13	2	5	5	6	2	0	
July 2001	33	5	18	0	4	2	1	13	1	5	4	6	2	0	
August 2001	33	4	17	0	6	2	0	14	1	6	4	4	3	0	
September 2001	37	4	16	0	6	1	0	14	1	7	5	2	3	0	

AGE 55 AND UP
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor		
		Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate
October	2001	32	2	22	0	5	0	0	12	1	7	7	1	2	0
November	2001	33	3	33	0	2	0	1	8	2	7	7	1	1	0
December	2001	30	2	49	0	1	0	1	5	1	5	5	1	0	0
January	2002	30	2	49	0	1	0	1	5	2	5	4	1	0	0
February	2002	32	1	45	1	2	0	0	7	2	6	3	1	0	0
March	2002	33	2	35	1	4	0	1	9	3	6	3	1	0	0
April	2002	32	3	33	1	5	0	1	10	3	6	3	1	0	0
May	2002	30	6	31	1	5	0	1	9	2	5	3	1	1	0
June	2002	31	7	31	1	5	0	1	7	3	6	3	1	1	0
July	2002	36	7	31	1	5	0	0	8	2	6	3	0	1	0
August	2002	38	6	32	1	5	0	0	8	2	6	2	0	1	0
September	2002	39	5	38	0	4	0	1	9	1	5	3	0	1	0
October	2002	31	4	41	1	4	0	1	7	1	5	4	0	1	0
November	2002	29	3	45	0	2	0	1	8	2	4	5	0	1	0
December	2002	31	2	43	0	1	0	0	7	3	5	5	0	0	0
January	2003	36	3	42	0	1	0	0	7	3	4	4	0	0	0
February	2003	37	4	38	1	2	0	0	8	2	5	4	1	1	0
March	2003	38	4	38	1	2	1	1	8	2	5	5	2	1	0
April	2003	36	5	35	0	2	0	1	10	3	7	4	4	2	0
May	2003	40	5	35	0	2	1	1	7	2	6	4	3	1	0
June	2003	36	6	37	1	3	0	1	8	2	6	4	2	1	0
July	2003	37	5	42	1	3	0	1	8	2	4	4	1	0	0
August	2003	34	5	42	1	2	0	1	10	3	6	4	0	1	0
September	2003	37	5	41	0	2	0	1	10	3	5	3	1	1	0
October	2003	40	5	40	0	2	1	0	10	3	5	2	1	1	0
November	2003	43	4	41	0	2	1	1	9	2	5	2	1	0	0
December	2003	42	5	39	0	2	1	1	10	1	5	1	1	1	0
January	2004	39	5	36	1	3	0	1	9	2	5	1	1	1	0
February	2004	35	6	30	1	4	0	1	9	3	5	1	0	1	0
March	2004	35	5	28	1	3	1	1	9	4	4	1	1	0	0
April	2004	35	6	29	1	4	1	2	8	3	4	2	2	2	0
May	2004	33	6	31	1	4	2	2	8	2	3	2	4	2	0
June	2004	32	8	29	2	5	3	1	9	3	3	3	7	4	0
July	2004	32	9	26	3	4	3	1	11	3	3	1	8	4	0
August	2004	37	9	25	3	4	1	1	12	3	4	1	8	3	0
September	2004	36	8	25	2	3	1	1	12	4	5	1	5	3	0
October	2004	35	8	23	2	4	2	1	11	3	5	1	5	2	0
November	2004	31	8	21	2	5	2	0	11	3	5	2	5	2	0
December	2004	32	7	21	3	5	1	0	12	2	3	3	4	2	0
January	2005	34	6	21	3	5	1	0	11	3	4	4	3	2	0
February	2005	35	7	23	3	4	1	0	12	4	4	3	1	3	0
March	2005	33	7	21	3	4	1	0	13	3	4	2	3	4	0
April	2005	31	7	20	2	4	3	0	13	3	5	1	9	5	0
May	2005	30	8	16	2	4	4	1	10	2	6	2	13	5	0
June	2005	32	9	14	1	4	5	1	8	3	5	2	14	7	0
July	2005	37	9	13	1	4	3	1	10	2	4	1	11	4	0
August	2005	44	6	13	1	4	2	1	10	2	3	2	8	4	0
September	2005	46	6	11	1	3	3	0	12	2	4	2	10	3	0
October	2005	42	6	10	1	2	7	0	12	2	4	2	15	7	0
November	2005	38	5	9	1	1	7	0	13	2	5	1	17	9	0
December	2005	36	4	10	1	1	6	0	12	3	6	1	14	9	0
January	2006	37	5	8	1	2	5	0	11	3	6	1	9	7	0
February	2006	37	6	8	1	3	5	0	11	3	5	2	7	7	0
March	2006	36	6	8	1	4	6	1	12	2	4	2	7	6	0
April	2006	37	6	9	1	3	6	1	13	2	4	2	9	8	0
May	2006	33	5	10	2	2	7	0	13	2	5	2	14	10	0
June	2006	31	5	10	2	2	8	0	12	2	4	2	18	12	0

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TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
July	2006	32	5	10	3	2	9	0	13	2	3	2	17	10	0	
August	2006	36	5	10	3	2	7	0	13	3	3	3	13	8	0	
September	2006	39	6	10	3	1	5	0	13	3	5	2	11	7	0	
October	2006	39	4	11	1	2	5	0	13	3	6	2	10	7	0	
November	2006	42	5	11	1	2	5	0	13	4	7	1	8	7	0	
December	2006	42	5	11	0	3	5	0	12	5	6	1	6	5	0	
January	2007	43	6	10	0	3	4	0	12	6	6	1	5	5	0	
February	2007	41	6	8	0	3	3	0	11	5	6	2	4	6	0	
March	2007	42	6	9	1	3	3	1	11	4	7	2	4	6	0	
April	2007	40	7	11	1	3	4	1	12	2	8	3	7	6	0	
May	2007	39	6	11	1	2	5	1	13	2	6	2	9	7	0	
June	2007	35	7	11	1	2	7	0	14	2	5	2	12	8	0	
July	2007	36	7	10	1	2	7	0	13	2	5	2	11	8	0	
August	2007	34	6	10	1	3	6	1	10	4	5	3	11	8	0	
September	2007	37	5	10	1	3	5	1	9	5	7	3	9	7	0	
October	2007	36	5	10	0	3	3	1	10	7	8	3	7	5	0	
November	2007	35	6	10	1	2	4	1	13	6	9	3	5	5	0	
December	2007	35	5	9	1	1	4	0	14	5	9	4	6	4	0	
January	2008	35	4	9	1	1	4	0	14	4	10	4	7	5	0	
February	2008	37	4	10	1	1	3	0	12	4	12	4	7	5	0	
March	2008	37	4	11	1	1	3	0	12	5	15	4	7	7	0	
April	2008	38	5	10	0	1	3	0	12	5	16	5	9	7	0	
May	2008	36	4	9	0	1	5	0	11	6	17	5	15	8	0	
June	2008	33	3	7	0	0	7	0	11	4	16	5	20	10	0	
July	2008	30	2	6	0	1	8	0	11	4	17	4	24	14	0	
August	2008	31	2	5	0	1	9	0	12	3	15	4	21	16	0	
September	2008	33	3	5	0	1	8	0	10	4	16	5	18	17	0	
October	2008	35	3	6	0	1	7	0	10	9	15	8	13	15	0	
November	2008	41	2	7	0	1	5	0	8	11	17	10	10	12	0	
December	2008	47	2	5	0	1	3	0	9	12	16	10	6	9	0	
January	2009	51	2	6	0	1	2	0	7	9	17	9	4	7	0	
February	2009	52	2	7	0	1	2	0	8	8	15	11	4	7	0	
March	2009	53	1	9	0	1	2	0	7	8	16	11	3	5	0	
April	2009	55	1	10	0	0	2	0	6	6	15	10	2	5	0	
May	2009	56	1	10	0	1	2	0	6	5	15	8	2	5	0	
June	2009	60	2	10	0	1	2	0	6	4	12	7	1	4	0	
July	2009	58	2	8	0	1	2	0	7	5	10	8	1	4	0	
August	2009	59	2	7	0	1	2	0	4	5	11	8	1	4	0	
September	2009	55	2	6	0	1	3	0	5	5	12	8	2	4	0	
October	2009	55	2	9	0	2	3	1	6	5	12	8	2	4	0	
November	2009	51	2	10	0	2	3	1	8	6	13	7	2	5	0	
December	2009	52	2	13	0	2	3	0	7	5	14	8	1	4	0	
January	2010	49	2	13	0	2	3	0	7	5	15	7	1	4	0	
February	2010	49	3	13	0	2	2	0	8	6	15	8	1	5	0	
March	2010	47	3	14	0	2	2	0	8	8	16	7	1	6	0	
April	2010	50	3	15	1	2	2	0	9	7	14	8	1	6	0	
May	2010	52	3	18	1	2	2	0	8	6	13	7	1	5	0	
June	2010	54	4	20	0	3	3	0	8	4	11	5	1	3	0	
July	2010	54	3	19	0	3	4	1	8	3	13	5	2	3	0	
August	2010	53	3	21	0	2	4	0	9	3	15	6	2	3	0	
September	2010	50	3	20	0	2	3	1	9	4	16	8	1	4	0	
October	2010	46	3	20	0	2	3	1	9	4	17	9	1	3	0	
November	2010	45	3	17	0	2	2	1	10	4	16	9	1	3	0	
December	2010	47	3	19	1	2	3	0	12	4	16	8	1	3	0	
January	2011	48	3	19	1	2	3	0	13	5	15	7	1	3	0	
February	2011	45	4	18	1	3	4	0	12	5	15	6	1	3	0	
March	2011	42	5	14	1	3	6	0	11	5	15	7	4	3	0	

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

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor		
		Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate
April	2011	39	5	12	1	3	7	1	11	5	14	7	5	4	1
May	2011	40	5	13	1	2	8	1	11	6	13	6	7	5	1
June	2011	38	5	13	0	2	8	1	12	5	13	5	6	6	1
July	2011	37	4	13	0	2	7	0	14	5	17	6	5	4	0
August	2011	35	4	14	0	3	5	0	16	6	19	7	4	4	0
September	2011	35	4	16	0	2	4	0	14	7	20	9	2	4	0
October	2011	35	3	18	0	3	5	0	13	7	22	9	2	4	0
November	2011	36	3	18	0	3	5	0	12	7	20	10	2	3	0
December	2011	38	3	17	0	3	5	1	11	8	20	10	2	3	0
January	2012	39	3	17	1	4	5	0	10	7	17	9	2	4	0
February	2012	37	3	18	1	5	5	0	11	6	18	7	2	4	0
March	2012	35	4	19	0	6	6	0	14	4	15	8	3	4	0
April	2012	36	4	20	0	5	6	1	14	5	15	6	4	4	0
May	2012	37	4	19	0	5	8	1	12	5	14	6	5	4	0
June	2012	40	3	19	1	5	7	1	11	5	13	5	4	4	0
July	2012	41	4	19	0	6	6	1	11	5	13	6	3	3	0
August	2012	42	4	21	0	6	5	1	11	5	12	6	2	2	0
September	2012	40	4	23	0	6	6	1	11	4	12	6	2	2	0
October	2012	36	5	22	0	7	7	1	12	3	13	6	2	3	0
November	2012	34	5	22	0	8	7	1	12	3	13	6	2	3	0
December	2012	34	5	20	1	8	7	1	12	4	13	7	2	3	0
January	2013	35	4	21	1	7	6	0	11	4	14	8	1	3	0
February	2013	36	5	21	0	6	5	1	12	4	12	7	2	4	0
March	2013	34	7	21	0	6	5	1	14	4	12	5	2	4	0
April	2013	31	7	22	1	8	5	1	14	4	11	5	2	4	0
May	2013	31	7	24	1	8	5	0	12	4	10	6	1	4	0
June	2013	31	6	26	2	10	5	0	11	4	10	6	1	3	0
July	2013	34	7	27	2	10	5	0	9	3	9	5	1	3	0
August	2013	35	7	24	2	9	5	0	11	3	9	5	1	2	0
September	2013	34	7	22	2	9	4	0	11	4	10	5	1	2	0
October	2013	32	7	22	2	9	4	1	12	5	11	7	0	1	0
November	2013	28	8	20	2	10	5	1	12	5	11	8	0	1	0
December	2013	29	8	21	2	9	5	1	11	5	10	8	0	2	0
January	2014	30	7	21	3	10	4	0	12	5	10	7	0	2	0
February	2014	32	6	24	3	9	3	1	12	5	10	6	0	2	0
March	2014	31	6	22	2	8	3	0	11	4	10	6	1	2	0
April	2014	30	6	20	1	7	5	0	12	4	10	5	1	4	0
May	2014	29	7	19	1	9	5	0	12	4	9	6	1	4	0
June	2014	30	8	19	1	10	5	1	14	4	9	4	1	5	0
July	2014	30	9	20	1	11	4	1	14	4	8	4	1	6	0
August	2014	30	9	21	1	11	2	0	14	5	8	4	1	6	0
September	2014	30	8	23	1	12	3	0	14	5	9	4	1	6	0
October	2014	33	8	22	1	11	3	0	13	5	10	5	0	3	0
November	2014	34	7	22	1	11	4	0	12	3	9	5	0	3	0
December	2014	35	7	24	1	10	5	1	10	4	6	5	0	4	0
January	2015	33	6	27	2	12	5	1	10	3	6	4	1	5	0
February	2015	34	6	27	1	12	3	1	10	4	7	3	1	5	0
March	2015	31	7	27	2	15	3	0	11	4	8	3	1	4	0
April	2015	29	8	27	2	14	2	1	13	5	8	4	1	4	0
May	2015	28	8	28	2	13	3	1	13	4	8	4	1	4	0
June	2015	29	8	28	2	12	2	1	13	3	7	4	1	4	0
July	2015	31	7	27	2	12	2	1	13	3	7	4	0	4	0
August	2015	28	7	26	2	12	2	1	14	3	9	4	1	3	0
September	2015	26	6	27	3	12	2	1	14	3	9	5	1	4	0
October	2015	26	7	27	3	11	2	1	14	3	9	5	1	4	0
November	2015	27	6	28	3	11	2	1	14	3	8	4	0	5	0
December	2015	31	6	29	3	9	2	1	14	4	7	4	0	3	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor		
		Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate
January 2016	29	7	29	3	10	2	1	12	4	6	4	0	3	0	
February 2016	33	7	29	3	10	3	0	11	4	6	5	0	2	0	
March 2016	29	8	27	3	10	3	0	10	4	7	6	0	2	0	
April 2016	28	7	27	3	9	3	0	12	5	8	7	0	3	0	
May 2016	26	8	27	3	8	3	1	12	5	7	5	1	3	0	
June 2016	28	7	28	3	9	2	1	12	4	6	4	1	3	0	
July 2016	31	7	30	1	9	2	1	12	3	5	4	1	2	0	
August 2016	30	7	29	1	10	2	1	14	3	6	5	1	3	0	
September 2016	29	7	29	1	11	2	1	14	2	5	5	1	3	0	
October 2016	28	7	27	1	11	2	1	14	3	6	4	1	4	0	
November 2016	27	7	26	1	10	2	1	14	4	6	4	1	4	0	
December 2016	29	7	26	2	9	1	1	14	5	7	4	1	3	0	
January 2017	28	8	22	3	12	1	1	13	4	5	4	0	3	0	
February 2017	29	8	20	3	14	2	1	11	3	4	4	0	2	0	
March 2017	28	10	19	4	17	2	1	11	2	3	4	1	2	0	
April 2017	29	10	20	4	17	2	1	10	2	3	3	0	1	0	
May 2017	29	9	19	5	16	2	2	12	4	5	3	0	2	0	
June 2017	30	8	19	4	14	3	1	13	5	4	4	0	2	0	
July 2017	29	7	19	3	13	3	1	16	4	4	4	0	4	0	
August 2017	29	7	22	2	12	3	0	15	4	3	4	0	3	0	
September 2017	28	7	22	2	14	3	1	15	3	4	5	1	3	0	
October 2017	30	6	23	3	14	3	1	13	3	5	4	0	3	0	
November 2017	31	6	21	2	14	3	1	12	3	5	5	0	4	0	
December 2017	32	6	22	2	14	3	1	12	4	4	4	0	3	0	
January 2018	31	6	19	2	14	2	1	13	4	4	6	0	4	0	
February 2018	29	7	20	4	16	1	1	15	4	4	4	0	3	0	
March 2018	26	10	18	4	18	1	1	16	3	4	4	0	3	0	
April 2018	25	11	19	5	17	1	1	17	3	3	2	0	2	0	
May 2018	24	12	17	5	16	1	1	16	4	4	3	1	3	0	
June 2018	25	10	16	5	15	2	1	17	5	5	3	1	3	0	
July 2018	24	10	14	4	16	2	1	18	5	5	3	2	3	0	
August 2018	23	11	13	3	14	1	1	18	5	4	4	1	2	0	
September 2018	21	13	13	3	16	1	1	17	4	3	3	1	3	0	
October 2018	19	13	13	2	17	1	1	18	4	3	4	0	3	0	
November 2018	21	12	13	2	18	1	0	18	3	3	3	0	2	0	
December 2018	23	10	13	2	17	2	1	18	4	4	4	0	2	0	
January 2019	25	8	14	2	15	1	1	16	5	5	4	1	2	0	
February 2019	26	8	15	2	14	1	2	16	5	4	5	1	3	0	
March 2019	27	8	16	3	15	1	2	16	5	3	5	1	3	0	
April 2019	25	9	16	2	18	1	2	17	4	2	4	1	3	0	
May 2019	27	7	18	2	21	1	1	18	3	3	3	1	2	0	
June 2019	26	9	16	2	21	1	1	19	3	3	3	0	3	0	
July 2019	29	8	17	1	20	1	1	20	3	4	4	1	3	0	
August 2019	28	9	18	0	18	1	1	20	4	4	4	1	3	0	
September 2019	29	8	20	0	17	1	1	18	4	4	5	1	2	0	
October 2019	26	8	20	0	18	1	1	18	4	4	4	1	2	0	
November 2019	26	8	20	0	18	1	1	19	4	3	5	1	3	0	
December 2019	25	7	22	1	19	1	1	20	4	3	4	1	3	0	
January 2020	26	7	22	1	20	1	1	19	4	3	4	1	3	0	
February 2020	26	7	21	1	19	1	1	17	4	3	4	0	3	0	
March 2020	26	7	21	1	17	2	1	15	4	4	5	1	3	1	
April 2020	33	4	21	0	12	1	1	12	4	9	10	0	2	1	
May 2020	43	2	22	0	8	1	1	9	4	12	14	0	2	1	
June 2020	51	1	24	0	4	0	2	7	5	13	16	0	1	1	
July 2020	51	2	24	0	4	0	2	8	5	11	15	0	2	1	
August 2020	46	2	25	0	5	0	2	7	5	10	15	0	2	1	
September 2020	43	2	24	0	6	0	3	7	4	10	15	0	2	2	
October 2020	40	2	25	0	7	1	3	8	4	11	15	0	1	2	

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

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor		
		Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate
November 2020	2020	38	2	23	0	7	1	3	9	4	12	14	0	1	3
December 2020	2020	37	2	22	1	7	1	4	9	4	13	13	1	1	3
January 2021	2021	37	3	21	0	7	1	3	10	4	13	11	0	2	2
February 2021	2021	35	4	21	1	6	1	3	12	5	13	11	1	2	1
March 2021	2021	32	5	20	1	7	1	3	14	4	12	11	1	2	2
April 2021	2021	28	5	20	1	9	1	3	15	4	10	11	2	2	4
May 2021	2021	24	5	18	1	11	1	4	20	3	7	9	2	3	9
June 2021	2021	20	6	17	2	10	0	3	27	4	7	7	2	3	14
July 2021	2021	17	6	13	1	8	0	4	35	3	6	5	1	3	21
August 2021	2021	15	5	10	1	6	0	4	40	3	5	5	1	2	26
September 2021	2021	13	4	8	0	5	1	5	42	2	4	5	1	2	33
October 2021	2021	12	3	8	0	4	1	5	43	2	5	4	2	3	36
November 2021	2021	12	3	6	0	3	1	5	44	2	5	3	1	3	41
December 2021	2021	11	4	6	0	3	1	4	47	3	6	2	1	3	41
January 2022	2022	9	5	5	0	3	0	4	51	2	5	2	1	2	44
February 2022	2022	8	6	7	0	2	1	4	55	4	6	3	1	2	43
March 2022	2022	8	6	5	1	3	1	3	56	4	6	4	2	2	43
April 2022	2022	8	6	5	1	3	1	3	57	5	6	4	3	2	41
May 2022	2022	8	5	3	1	3	1	2	59	7	4	3	3	3	40
June 2022	2022	7	4	2	1	3	1	2	61	9	5	4	4	3	39
July 2022	2022	7	4	1	1	2	1	3	60	12	5	4	5	5	37
August 2022	2022	7	4	2	1	2	1	4	58	14	7	5	5	5	34
September 2022	2022	7	3	2	1	2	1	4	57	14	7	5	3	4	31
October 2022	2022	7	4	2	1	2	1	5	56	15	7	5	2	3	28
November 2022	2022	8	4	2	1	2	1	5	55	18	7	5	2	3	25
December 2022	2022	9	4	2	1	2	2	6	52	23	7	5	3	3	23
January 2023	2023	11	4	2	1	2	1	6	51	26	7	5	3	3	19
February 2023	2023	12	5	3	1	2	1	7	47	26	7	5	2	3	15
March 2023	2023	13	6	3	1	2	0	7	47	25	8	5	2	2	12
April 2023	2023	13	7	3	1	3	0	7	44	25	8	6	1	2	11
May 2023	2023	13	7	2	1	3	0	7	47	24	10	5	1	2	10
June 2023	2023	12	6	2	1	3	0	8	47	23	9	4	1	3	9
July 2023	2023	12	5	3	1	3	0	8	47	23	10	3	1	3	9
August 2023	2023	13	5	4	1	3	0	7	45	22	8	3	1	2	8
September 2023	2023	14	4	3	1	2	0	7	46	22	8	3	1	2	8
October 2023	2023	12	5	3	1	2	0	6	48	22	6	2	0	2	8
November 2023	2023	12	6	2	1	2	0	5	48	27	7	3	1	2	8
December 2023	2023	14	6	3	1	3	0	4	47	28	6	4	1	2	7
January 2024	2024	15	4	4	1	4	0	5	44	26	7	4	1	3	4
February 2024	2024	16	4	5	0	4	1	6	43	22	7	4	1	4	3
March 2024	2024	16	5	6	0	5	1	7	41	19	7	3	1	4	2
April 2024	2024	16	6	6	1	3	1	8	41	19	7	3	1	3	3
May 2024	2024	16	6	5	1	3	1	8	41	21	6	2	1	4	3
June 2024	2024	14	5	3	1	2	0	6	42	24	6	3	1	3	2
July 2024	2024	13	4	3	0	1	0	5	43	24	5	2	1	4	2
August 2024	2024	13	3	3	0	1	0	4	43	23	5	2	1	4	2
September 2024	2024	13	3	4	0	0	0	4	42	22	3	2	0	4	2
October 2024	2024	12	4	5	0	0	0	4	40	22	4	2	0	3	2
November 2024	2024	12	6	5	0	1	0	4	39	21	4	3	0	3	2
December 2024	2024	12	7	4	0	0	0	4	38	19	4	3	0	2	2
January 2025	2025	12	9	3	0	1	0	3	37	18	3	3	0	3	2
February 2025	2025	11	10	3	0	1	0	2	36	16	4	3	0	3	2
March 2025	2025	9	9	3	0	1	0	2	37	15	4	4	0	3	1
April 2025	2025	7	9	2	0	1	0	1	39	12	3	5	0	2	1
May 2025	2025	7	9	2	0	1	0	1	39	10	3	4	1	2	2
June 2025	2025	6	10	1	0	1	0	1	37	9	2	4	0	1	2
July 2025	2025	6	9	2	0	1	0	1	36	11	2	5	0	2	2

AGE 55 AND UP
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

<u>Date of Survey</u>		<u>GOOD TIME TO BUY</u>							<u>BAD TIME TO BUY</u>						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	High Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
		August 2025	7	9	2	0	1	0	1	37	13	2	5	0	1
September 2025	7	9	2	0	1	0	2	39	13	3	5	0	2	1	
October 2025	7	8	3	0	1	0	2	39	13	4	5	0	2	1	
November 2025	7	8	3	0	0	0	2	42	12	5	5	0	2	1	
December 2025	8	6	3	0	0	0	2	42	11	6	6	0	2	1	
January 2026	8	5	3	0	0	0	1	44	11	6	6	0	2	1	
February 2026	9	5	4	0	0	0	1	45	12	5	6	0	2	1	