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						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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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TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

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

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(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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)

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor 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)

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor 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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor 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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor 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

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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	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	2
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
March	2026	8	5	4	0	1	0	2	45	12	5	6	0	3	1
April	2026	9	5	3	0	1	0	2	45	12	5	6	1	3	1
May	2026	8	5	2	0	1	1	1	44	12	6	6	3	3	2
June	2026	8	5	2	0	1	1	1	45	13	7	6	4	4	1
July	2026	8	5	2	0	0	1	1	46	13	7	5	4	4	1
August	2026	8	5	3	0	1	1	1	46	15	7	5	3	5	1