EDUCATION COLLEGE DEGREE
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.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
March	1978	9	22	0	2	1	2	13	1	0	0	1	7
April	1978	12	35	1	2	3	3	21	3	1	0	2	10
May	1978	11	38	1	1	5	3	21	3	1	0	1	10
June	1978	9	40	2	1	5	2	20	4	1	0	2	11
July	1978	9	42	2	1	4	3	21	3	1	2	1	12
August	1978	8	38	1	1	2	2	24	5	1	1	1	12
September	1978	7	37	0	2	1	2	26	5	2	1	1	10
October	1978	7	36	1	2	1	2	25	7	2	1	1	9
November	1978	7	37	1	2	1	2	24	8	1	1	1	9
December	1978	6	36	1	2	1	2	23	9	1	1	1	9
January	1979	8	35	0	3	0	2	25	8	0	2	2	9
February	1979	7	34	0	3	0	3	24	7	1	2	4	10
March	1979	7	34	0	3	1	8	23	7	1	2	9	11
April	1979	6	31	0	2	1	13	21	7	2	1	13	12
May	1979	8	31	1	2	0	17	19	6	2	1	17	13
June	1979	9	27	1	2	0	16	21	5	2	1	19	15
July	1979	12	23	1	1	0	14	21	4	2	1	22	15
August	1979	17	17	1	1	1	13	24	5	1	1	20	15
September	1979	21	18	0	1	1	13	25	6	2	1	17	16
October	1979	22	20	0	1	1	14	27	7	2	1	13	14
November	1979	22	24	1	1	0	13	25	13	2	1	11	10
December	1979	23	22	1	1	1	10	23	20	3	2	12	8
January	1980	22	21	1	1	1	9	25	22	3	3	15	8
February	1980	22	21	1	0	1	11	24	20	3	2	14	10
March	1980	22	22	1	0	0	14	23	19	2	2	12	12
April	1980	22	17	2	1	0	13	25	21	3	1	8	11
May	1980	29	11	2	1	0	10	27	26	3	1	9	10
June	1980	30	7	3	1	0	6	28	26	2	1	9	10
July	1980	35	9	3	1	0	5	25	21	3	2	8	14
August	1980	33	11	4	1	1	6	25	13	4	2	4	16
September	1980	28	12	2	1	1	9	29	8	6	1	4	15
October	1980	26	13	2	1	1	12	27	9	5	1	4	14
November	1980	22	18	2	1	1	12	26	14	4	1	5	12
December	1980	24	17	2	2	0	10	22	21	2	1	3	12
January	1981	24	16	3	2	0	7	27	30	3	1	3	10
February	1981	27	10	4	2	0	5	30	32	3	1	4	10
March	1981	33	11	4	1	0	7	31	27	5	1	5	8
April	1981	38	13	2	1	0	9	29	21	4	0	5	8
May	1981	38	15	2	1	0	8	31	18	5	1	3	10
June	1981	32	17	2	1	0	6	31	22	4	1	3	9
July	1981	25	18	2	1	0	6	29	23	5	1	2	12
August	1981	25	19	1	1	1	6	23	27	3	1	2	12
September	1981	24	21	3	1	1	6	21	25	3	1	2	12
October	1981	26	21	6	1	1	4	22	27	2	1	2	9
November	1981	25	19	6	1	0	3	26	28	1	1	1	9

EDUCATION COLLEGE DEGREE
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.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1981	29	14	5	0	0	3	31	30	3	2	1	9
January	1982	33	13	4	1	0	3	31	29	5	1	1	9
February	1982	40	11	4	1	0	3	33	27	7	1	1	8
March	1982	44	9	2	1	0	3	30	28	6	2	0	7
April	1982	46	7	4	0	0	3	28	31	5	3	0	8
May	1982	48	7	9	0	0	2	24	30	5	3	0	7
June	1982	47	7	12	0	0	2	23	29	4	2	1	8
July	1982	45	7	10	1	1	2	25	27	5	3	2	7
August	1982	41	8	8	1	1	2	26	28	6	2	2	7
September	1982	38	9	9	2	1	2	25	28	6	4	1	5
October	1982	38	9	12	1	1	2	23	25	7	3	0	4
November	1982	38	8	16	1	1	1	23	22	6	3	0	5
December	1982	44	7	24	1	1	1	21	18	6	2	0	5
January	1983	45	7	30	3	1	2	18	14	6	2	0	7
February	1983	41	8	36	3	1	3	15	11	5	3	0	6
March	1983	36	9	38	3	0	4	16	11	4	2	1	5
April	1983	34	10	44	2	1	3	16	9	3	2	1	4
May	1983	35	10	45	2	2	1	16	7	2	2	0	3
June	1983	32	10	49	2	3	1	14	5	2	2	0	3
July	1983	32	12	50	3	3	1	14	3	1	1	0	3
August	1983	32	13	47	3	4	1	12	3	2	1	1	4
September	1983	33	16	39	4	3	2	14	5	2	1	0	4
October	1983	28	18	28	3	3	2	18	7	4	1	0	5
November	1983	28	16	25	3	3	2	21	8	3	1	0	6
December	1983	26	14	21	3	4	2	21	7	3	2	0	6
January	1984	30	14	23	3	5	3	17	6	2	2	0	5
February	1984	30	16	24	3	5	3	17	8	1	2	0	4
March	1984	31	17	25	3	8	1	16	8	1	1	0	4
April	1984	25	15	23	4	8	1	18	10	2	1	0	4
May	1984	22	15	22	5	8	1	18	9	2	1	0	4
June	1984	22	18	19	7	5	0	19	9	2	1	0	4
July	1984	23	22	19	9	5	1	18	9	3	1	0	2
August	1984	25	21	18	9	6	1	15	9	3	1	0	2
September	1984	27	19	19	8	5	2	17	11	3	1	0	3
October	1984	27	19	16	7	6	2	20	9	2	1	0	3
November	1984	26	18	14	6	5	1	24	10	3	1	0	3
December	1984	22	16	16	5	6	1	24	10	3	1	0	2
January	1985	24	13	21	3	5	1	24	10	2	1	0	2
February	1985	29	13	30	2	6	1	20	7	1	1	0	3
March	1985	35	15	33	2	5	1	17	4	1	1	0	3
April	1985	35	17	32	2	5	2	16	3	2	1	0	4
May	1985	35	16	30	3	4	3	15	4	3	1	0	3
June	1985	32	14	35	4	4	2	14	5	3	2	0	4
July	1985	31	13	41	4	4	2	11	6	2	2	0	4
August	1985	31	13	45	3	4	1	10	4	1	1	0	4
September	1985	30	12	49	2	4	1	11	5	2	0	0	3
October	1985	29	11	50	1	5	1	12	5	1	1	0	3
November	1985	29	11	51	1	4	1	12	6	2	1	0	2

EDUCATION COLLEGE DEGREE
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.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1985	29	10	47	1	5	1	13	6	2	1	0	2
January	1986	29	10	54	1	3	1	11	5	2	0	0	2
February	1986	29	9	57	1	2	1	10	5	1	1	0	3
March	1986	29	10	62	2	2	1	9	3	1	1	0	3
April	1986	29	9	59	2	3	1	10	3	1	1	0	3
May	1986	31	9	61	2	3	1	10	3	1	1	0	2
June	1986	31	7	63	2	3	1	10	3	1	1	0	2
July	1986	29	7	66	1	3	0	10	3	1	1	0	2
August	1986	25	8	63	1	3	0	11	2	1	1	0	2
September	1986	28	7	67	1	3	0	10	2	1	1	0	3
October	1986	30	6	65	2	3	0	11	4	1	1	0	2
November	1986	32	5	62	3	2	1	11	5	1	0	0	2
December	1986	31	6	50	3	2	0	12	6	2	1	0	2
January	1987	31	8	42	2	2	1	14	6	2	0	0	3
February	1987	33	9	43	1	3	0	13	5	1	1	0	3
March	1987	35	8	44	2	3	0	12	4	2	1	0	2
April	1987	37	9	44	2	2	0	12	3	1	1	0	3
May	1987	35	10	40	3	2	0	13	4	2	1	0	3
June	1987	34	15	37	4	2	0	12	5	1	1	0	3
July	1987	35	14	34	4	3	1	12	5	1	1	0	2
August	1987	42	14	33	3	2	1	12	5	2	0	0	3
September	1987	40	13	34	3	3	1	15	5	2	1	1	3
October	1987	38	15	34	3	1	0	14	5	2	1	1	2
November	1987	33	13	29	4	2	0	15	6	1	5	0	2
December	1987	37	13	21	4	2	0	14	9	2	6	0	2
January	1988	39	12	21	4	3	0	13	8	3	7	0	3
February	1988	39	13	21	4	3	1	15	8	3	4	0	3
March	1988	37	11	25	5	4	2	15	6	3	3	0	4
April	1988	38	11	24	4	4	1	15	6	2	2	0	3
May	1988	40	12	24	6	4	1	13	5	1	2	0	2
June	1988	40	12	20	6	4	0	11	6	1	3	0	2
July	1988	41	13	18	6	4	0	11	6	0	3	0	3
August	1988	39	13	17	6	5	0	13	6	1	3	0	3
September	1988	42	12	17	6	5	0	15	7	1	2	0	3
October	1988	41	12	17	6	4	0	16	9	1	2	0	3
November	1988	37	13	17	6	3	0	15	9	1	1	0	3
December	1988	32	16	15	6	2	0	16	9	2	1	0	3
January	1989	29	17	15	7	2	0	17	10	2	0	0	3
February	1989	31	15	15	8	3	0	17	10	2	2	0	2
March	1989	30	13	18	8	3	1	17	12	2	2	0	2
April	1989	31	14	20	7	3	1	17	13	2	2	1	1
May	1989	33	15	22	6	2	0	18	12	2	1	1	1
June	1989	36	14	23	5	2	0	17	8	2	1	1	2
July	1989	40	13	24	4	2	0	17	4	1	1	1	3
August	1989	42	14	22	4	2	0	17	6	1	1	1	3
September	1989	42	13	23	3	3	0	16	4	2	2	0	3
October	1989	41	13	19	3	3	0	17	4	3	2	0	4
November	1989	43	10	20	2	3	0	19	3	2	2	0	4

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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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1989	45	10	17	2	1	0	20	4	2	1	0	3
January	1990	51	9	19	2	1	0	18	6	2	0	0	2
February	1990	57	8	16	2	1	0	16	6	2	1	0	3
March	1990	65	6	14	1	2	0	16	6	2	2	0	2
April	1990	66	6	13	2	1	0	16	5	1	3	0	3
May	1990	63	6	14	2	1	0	14	5	1	2	0	2
June	1990	57	10	15	2	1	0	14	6	1	2	0	3
July	1990	54	10	16	1	1	0	14	6	2	1	0	2
August	1990	48	13	14	1	1	0	15	7	3	3	2	3
September	1990	48	12	11	2	1	1	16	7	3	4	5	3
October	1990	46	10	8	2	1	2	17	6	4	8	9	4
November	1990	48	8	7	2	1	2	18	7	4	10	9	4
December	1990	46	7	6	1	1	1	17	7	5	12	8	3
January	1991	44	8	7	1	1	1	15	8	5	12	7	3
February	1991	50	5	9	0	1	1	11	5	7	12	5	2
March	1991	56	7	15	0	1	1	9	4	7	10	4	1
April	1991	65	8	17	0	1	1	9	3	6	5	1	1
May	1991	66	8	20	1	1	1	10	3	7	4	1	1
June	1991	65	8	18	1	1	0	13	3	7	4	0	1
July	1991	63	7	17	1	1	0	14	4	7	6	0	1
August	1991	62	8	17	0	1	0	14	5	6	5	0	2
September	1991	55	8	19	0	1	0	16	6	7	5	0	3
October	1991	53	9	19	0	0	0	17	6	8	5	0	2
November	1991	53	7	21	0	1	0	18	5	8	7	0	1
December	1991	57	5	23	0	0	0	16	5	8	8	0	1
January	1992	56	3	26	0	1	0	15	5	7	9	0	1
February	1992	56	3	27	0	1	0	14	4	8	10	0	1
March	1992	56	4	28	0	1	0	14	2	8	11	0	1
April	1992	55	6	29	0	1	0	15	2	9	11	0	1
May	1992	53	7	29	1	1	0	14	2	8	9	0	1
June	1992	56	6	30	1	2	0	12	2	7	8	0	1
July	1992	54	5	30	1	3	0	13	3	5	8	0	1
August	1992	50	5	30	1	2	0	17	5	4	10	0	2
September	1992	48	5	30	1	2	0	19	5	6	11	0	2
October	1992	49	5	28	1	1	0	19	4	7	11	0	2
November	1992	50	6	29	2	1	0	15	3	9	10	0	1
December	1992	48	6	27	2	2	0	12	3	8	10	0	1
January	1993	49	6	29	1	4	1	11	3	6	7	0	2
February	1993	51	5	31	1	5	0	10	2	6	6	0	2
March	1993	50	8	32	1	5	0	14	2	7	5	0	1
April	1993	46	9	33	1	4	0	16	2	8	6	0	1
May	1993	43	10	32	1	4	0	15	3	7	5	0	1
June	1993	39	7	36	1	5	1	10	3	5	8	0	1
July	1993	41	6	37	1	5	1	9	3	5	8	0	2
August	1993	39	4	36	1	5	1	10	2	4	10	1	1
September	1993	41	5	35	1	4	0	13	2	5	8	0	2
October	1993	37	8	35	2	5	0	15	1	6	8	0	2
November	1993	38	8	39	2	5	0	14	1	6	6	0	3

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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.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1993	39	8	39	2	6	1	13	1	6	6	0	2
January	1994	41	5	42	1	8	1	10	1	5	5	0	2
February	1994	39	6	41	1	10	1	11	1	4	4	0	1
March	1994	37	8	43	1	11	0	11	2	3	2	0	1
April	1994	34	11	40	2	9	1	12	3	4	2	0	1
May	1994	29	12	37	3	9	0	14	3	3	3	0	2
June	1994	28	10	31	4	8	1	16	3	4	2	0	2
July	1994	30	10	30	5	8	1	17	4	4	2	0	1
August	1994	31	11	31	5	8	1	17	5	3	2	0	1
September	1994	32	13	30	6	6	0	17	6	2	2	0	0
October	1994	30	14	27	5	8	0	18	7	2	3	0	0
November	1994	32	11	27	5	8	0	18	6	4	3	0	0
December	1994	28	10	24	5	8	1	19	9	5	3	0	0
January	1995	29	8	23	8	9	1	18	9	5	2	0	2
February	1995	25	10	19	8	9	1	18	12	6	2	0	2
March	1995	31	10	21	8	10	1	16	10	4	2	0	2
April	1995	28	12	20	5	9	1	18	11	4	3	0	0
May	1995	32	10	19	5	7	0	19	9	3	3	0	0
June	1995	31	10	18	3	6	0	22	8	4	3	0	1
July	1995	33	8	24	3	7	0	19	7	5	5	0	1
August	1995	31	10	29	2	8	0	18	5	5	4	0	1
September	1995	31	10	31	1	8	0	17	4	5	4	0	1
October	1995	34	10	26	1	7	0	18	3	5	3	0	1
November	1995	31	10	22	2	6	1	20	2	5	4	0	2
December	1995	34	10	21	2	6	1	20	3	5	3	0	2
January	1996	31	11	22	2	7	1	19	3	4	4	0	2
February	1996	35	10	24	2	7	0	17	2	4	4	0	2
March	1996	32	11	27	2	6	1	16	2	4	4	0	1
April	1996	33	9	29	1	5	1	18	2	4	3	0	0
May	1996	32	9	30	2	6	1	21	3	3	2	0	1
June	1996	34	8	29	2	7	0	21	4	3	3	1	1
July	1996	32	9	28	3	10	0	21	3	3	2	1	1
August	1996	32	9	27	3	10	0	19	4	4	2	1	1
September	1996	29	11	26	5	9	0	20	4	4	2	1	2
October	1996	30	10	23	4	7	1	21	5	3	2	0	2
November	1996	31	10	23	3	7	1	24	5	2	2	0	1
December	1996	31	9	23	2	7	1	23	4	2	1	0	1
January	1997	31	9	23	3	9	0	20	3	2	1	0	2
February	1997	28	8	22	2	11	0	21	3	3	1	0	2
March	1997	29	9	22	2	13	0	21	3	3	0	0	2
April	1997	31	8	22	2	11	1	22	4	3	1	0	2
May	1997	32	8	23	3	13	1	17	4	3	1	0	1
June	1997	32	10	22	3	12	1	15	4	3	1	0	0
July	1997	29	9	26	1	14	0	16	3	2	1	0	0
August	1997	28	8	28	2	11	0	17	4	2	1	0	1
September	1997	30	5	28	2	10	0	16	4	2	1	0	2
October	1997	31	6	27	1	9	1	15	3	2	0	1	2
November	1997	30	6	22	1	9	0	17	2	2	0	1	1

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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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1997	26	7	20	1	8	1	19	2	2	0	1	1
January	1998	29	6	23	1	6	0	18	1	2	0	0	1
February	1998	31	6	26	1	6	0	15	1	1	0	0	1
March	1998	34	5	32	1	8	0	14	1	1	0	0	1
April	1998	33	5	31	1	9	0	13	1	0	1	0	0
May	1998	31	5	31	1	11	0	13	1	1	1	0	1
June	1998	30	5	31	1	11	1	11	1	0	1	0	0
July	1998	29	5	31	1	11	1	12	0	1	1	0	0
August	1998	30	4	33	1	10	1	11	0	1	1	0	1
September	1998	33	4	31	0	11	0	11	1	1	2	0	1
October	1998	35	3	33	0	11	0	8	1	1	3	0	1
November	1998	37	3	35	0	11	0	7	1	1	3	0	1
December	1998	37	3	37	0	11	0	7	1	1	2	0	1
January	1999	37	4	39	1	12	0	7	1	0	1	0	1
February	1999	36	5	36	1	13	0	8	2	0	1	0	1
March	1999	37	5	35	1	12	0	10	2	1	1	0	1
April	1999	36	5	33	1	13	0	12	2	1	1	1	0
May	1999	35	7	34	1	16	0	13	1	1	0	1	1
June	1999	32	8	33	1	19	0	11	1	0	0	1	1
July	1999	30	8	32	1	19	0	9	1	1	1	0	1
August	1999	29	7	27	1	18	0	10	4	1	1	0	2
September	1999	27	7	25	2	17	0	11	4	1	2	0	2
October	1999	24	7	21	2	16	0	13	4	1	1	0	2
November	1999	27	6	22	2	15	0	13	2	1	1	0	2
December	1999	25	5	24	2	14	0	15	2	1	1	0	2
January	2000	29	5	23	2	14	0	13	2	1	1	0	2
February	2000	26	5	19	3	16	0	11	3	0	1	0	2
March	2000	29	5	16	4	17	0	10	4	0	1	3	2
April	2000	28	6	17	4	20	1	9	4	0	1	5	1
May	2000	29	7	20	4	19	1	9	4	1	1	6	0
June	2000	29	7	20	4	17	1	8	4	1	0	5	0
July	2000	30	7	21	3	16	0	9	5	1	0	7	1
August	2000	30	5	18	2	16	1	9	6	1	0	7	1
September	2000	28	6	17	1	16	1	10	6	0	1	6	1
October	2000	26	6	15	2	14	1	10	5	1	1	5	1
November	2000	27	6	15	2	12	1	9	3	1	1	5	1
December	2000	31	6	14	2	11	1	9	3	2	1	6	2
January	2001	33	4	16	2	9	1	9	3	2	2	5	1
February	2001	36	3	19	2	8	0	7	3	3	3	4	1
March	2001	36	3	25	1	6	0	7	2	4	5	4	1
April	2001	35	3	28	1	5	0	7	3	5	8	4	1
May	2001	35	3	29	0	5	1	8	4	4	8	7	1
June	2001	33	3	26	0	6	1	7	4	4	8	11	1
July	2001	35	3	28	0	4	1	7	3	4	5	10	2
August	2001	36	3	26	0	3	1	8	2	6	4	7	3
September	2001	38	3	29	0	3	1	7	3	7	6	3	2
October	2001	38	2	35	0	2	1	6	3	6	7	2	2
November	2001	38	1	49	0	2	1	5	3	5	8	2	0

EDUCATION COLLEGE DEGREE
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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2001	38	1	63	0	0	0	4	2	4	6	1	0
January	2002	41	1	66	0	1	0	4	3	3	6	0	0
February	2002	40	0	62	1	1	0	3	2	3	6	0	1
March	2002	44	1	55	1	2	0	3	2	4	5	0	0
April	2002	40	1	51	2	2	0	5	3	5	4	1	1
May	2002	39	2	48	1	4	0	6	3	5	3	2	1
June	2002	36	3	43	1	4	0	7	3	5	3	2	1
July	2002	41	4	42	1	3	0	6	3	5	3	2	0
August	2002	44	3	44	1	3	0	6	2	5	3	1	0
September	2002	43	2	51	1	2	0	6	3	4	4	1	0
October	2002	37	1	55	1	2	0	6	3	6	4	1	0
November	2002	32	1	58	0	1	0	6	3	5	5	1	1
December	2002	32	1	58	0	2	0	5	2	6	4	1	0
January	2003	36	1	55	0	1	0	5	1	4	6	1	0
February	2003	38	1	53	1	1	0	6	1	5	7	2	1
March	2003	41	0	51	1	0	0	4	2	5	8	6	1
April	2003	40	1	50	1	1	0	4	3	5	8	7	1
May	2003	43	1	53	0	2	0	4	2	5	7	6	1
June	2003	43	1	55	0	2	0	4	2	4	6	3	1
July	2003	44	1	59	0	2	0	5	2	3	6	1	1
August	2003	42	2	56	1	2	0	7	3	4	4	1	0
September	2003	42	3	53	1	2	0	8	2	4	4	1	0
October	2003	44	2	51	1	2	1	8	2	4	3	1	0
November	2003	46	2	51	1	1	1	6	2	2	4	1	0
December	2003	45	2	51	1	2	0	5	2	2	3	1	0
January	2004	43	2	50	1	3	0	6	2	2	3	0	0
February	2004	39	3	48	1	5	0	7	2	2	2	1	0
March	2004	37	3	46	1	5	0	8	2	3	2	2	0
April	2004	38	3	46	1	5	1	7	2	2	3	5	1
May	2004	39	3	43	2	4	2	7	3	2	4	7	2
June	2004	39	3	41	3	5	4	7	4	1	3	10	2
July	2004	38	3	37	4	4	4	7	5	1	3	9	2
August	2004	41	3	39	4	5	3	7	4	2	3	10	2
September	2004	42	3	39	3	4	2	7	4	2	3	7	3
October	2004	44	4	39	2	4	3	8	3	2	3	8	3
November	2004	41	4	34	2	6	3	9	3	2	3	7	2
December	2004	40	5	36	3	6	2	9	4	2	3	6	1
January	2005	39	4	33	3	7	2	8	5	2	4	4	1
February	2005	41	4	36	3	6	1	7	6	2	3	3	1
March	2005	38	4	30	3	5	2	9	5	1	2	7	2
April	2005	36	3	28	4	4	3	9	5	1	2	13	4
May	2005	35	4	22	4	3	6	10	4	1	3	16	7
June	2005	40	3	22	4	3	6	10	4	2	3	15	7
July	2005	46	3	19	3	3	5	10	3	1	2	11	4
August	2005	55	3	18	1	2	3	9	3	1	2	9	2
September	2005	56	3	14	1	2	3	9	2	1	3	12	3
October	2005	50	3	14	1	1	6	10	3	3	3	17	7
November	2005	46	3	15	1	1	8	11	3	3	3	18	9

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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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2005	48	3	16	1	1	7	11	3	3	2	14	8
January	2006	50	2	16	0	2	7	10	3	3	2	9	7
February	2006	47	3	15	1	3	5	11	4	3	2	9	7
March	2006	44	3	14	1	4	6	10	4	3	1	11	8
April	2006	43	4	14	3	5	6	10	4	3	2	12	7
May	2006	40	3	12	3	4	7	9	3	3	2	17	11
June	2006	40	3	10	4	3	9	8	3	3	2	16	12
July	2006	40	2	10	2	2	9	9	4	3	2	15	13
August	2006	46	3	11	3	1	10	7	6	2	2	11	9
September	2006	45	3	13	2	2	9	8	6	3	2	13	7
October	2006	48	2	13	2	2	7	8	6	3	1	13	8
November	2006	48	1	15	2	3	5	8	6	4	1	11	7
December	2006	49	2	15	2	3	4	9	5	4	1	8	8
January	2007	49	2	15	2	3	4	9	5	4	0	6	7
February	2007	49	3	14	2	5	4	9	3	3	1	7	7
March	2007	48	3	16	1	4	3	9	3	3	2	7	8
April	2007	48	3	20	1	3	4	8	3	4	2	8	8
May	2007	47	3	20	1	2	5	9	4	4	1	9	8
June	2007	44	3	17	1	3	9	8	4	3	2	11	10
July	2007	44	3	12	1	4	9	9	3	2	2	12	9
August	2007	42	2	13	2	4	9	8	4	3	2	10	9
September	2007	45	2	15	2	3	7	9	4	4	3	8	5
October	2007	43	3	16	1	3	7	9	6	6	4	6	4
November	2007	44	3	16	1	3	6	10	6	6	5	6	4
December	2007	43	2	15	0	2	5	11	7	6	4	7	4
January	2008	41	2	13	0	2	4	10	7	7	4	10	5
February	2008	41	1	14	0	1	4	10	7	7	5	9	6
March	2008	41	2	17	0	1	5	9	5	9	7	9	7
April	2008	41	2	18	0	0	5	9	5	11	8	9	6
May	2008	41	3	15	0	1	6	7	5	12	9	13	8
June	2008	42	2	12	0	0	8	8	4	10	7	16	11
July	2008	44	1	10	0	0	9	9	3	9	7	18	13
August	2008	45	1	9	0	0	8	10	3	10	6	18	14
September	2008	46	0	10	0	0	6	9	5	12	8	15	14
October	2008	47	1	11	0	0	5	10	10	12	7	11	14
November	2008	51	1	13	0	0	3	9	12	12	10	7	13
December	2008	57	1	12	0	0	2	8	11	10	10	4	10
January	2009	66	0	16	0	0	1	7	9	8	10	2	7
February	2009	72	0	17	0	0	1	6	7	6	9	1	5
March	2009	71	0	19	0	0	1	5	7	6	12	1	5
April	2009	68	0	17	0	1	1	4	4	6	12	1	4
May	2009	66	1	19	0	1	1	5	4	7	10	1	4
June	2009	67	1	17	0	0	1	4	4	7	7	1	4
July	2009	69	1	16	0	0	1	5	6	7	7	2	4
August	2009	67	1	11	0	1	1	4	5	6	9	2	5
September	2009	66	2	11	0	1	2	5	4	5	8	2	6
October	2009	64	2	14	0	1	2	6	5	5	8	2	6
November	2009	63	2	15	1	2	2	7	5	7	8	2	6

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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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2009	63	2	17	1	1	2	8	6	7	9	2	5
January	2010	62	2	17	0	2	3	8	6	8	10	1	5
February	2010	59	2	19	0	2	4	8	8	8	10	1	6
March	2010	58	2	20	0	2	3	7	8	8	9	1	7
April	2010	61	2	23	1	2	3	8	7	7	7	1	6
May	2010	66	2	23	1	2	3	7	4	6	7	2	5
June	2010	68	2	26	1	2	3	7	3	5	6	2	3
July	2010	64	2	25	1	2	4	6	3	8	7	2	4
August	2010	63	2	27	0	2	5	7	4	9	7	2	4
September	2010	59	2	25	0	2	5	8	4	10	9	2	4
October	2010	58	3	27	0	1	4	9	5	10	10	1	3
November	2010	55	3	26	0	2	4	9	5	10	11	1	3
December	2010	56	3	27	1	2	3	10	5	10	9	1	3
January	2011	52	3	25	0	3	3	11	6	9	7	3	3
February	2011	52	5	23	0	3	3	9	5	8	7	3	3
March	2011	50	5	22	0	3	6	9	4	7	7	4	3
April	2011	50	6	23	1	2	7	9	3	6	7	4	3
May	2011	49	4	22	1	2	9	11	5	6	4	6	4
June	2011	44	5	20	1	1	10	12	4	10	5	6	6
July	2011	42	3	18	0	2	9	13	6	13	6	6	5
August	2011	39	3	19	0	3	7	12	6	13	9	6	5
September	2011	41	3	21	0	2	5	10	6	13	10	4	4
October	2011	43	2	24	0	2	4	11	5	14	11	2	4
November	2011	46	1	26	0	1	4	12	4	14	10	2	3
December	2011	45	1	26	0	2	5	12	5	13	10	2	3
January	2012	46	1	25	0	4	5	12	5	11	8	2	4
February	2012	44	2	24	1	4	5	13	5	10	8	2	4
March	2012	44	3	26	1	4	6	14	3	10	8	3	4
April	2012	43	3	29	0	3	7	12	3	9	7	4	4
May	2012	44	3	30	0	4	9	11	3	9	6	4	4
June	2012	44	2	28	0	4	8	10	4	9	5	3	4
July	2012	46	3	27	0	4	6	11	5	10	4	2	3
August	2012	45	4	27	0	3	5	11	5	8	6	3	2
September	2012	45	5	30	0	4	6	12	4	7	6	2	2
October	2012	41	5	29	0	5	6	12	4	7	7	3	2
November	2012	37	4	29	0	6	6	12	4	8	6	2	2
December	2012	37	4	28	0	5	6	12	4	7	7	3	2
January	2013	41	3	28	0	4	6	10	5	8	7	2	3
February	2013	44	4	27	0	4	6	10	4	7	7	3	3
March	2013	41	4	28	0	6	5	12	3	8	6	3	3
April	2013	35	5	29	1	8	4	14	2	8	6	3	3
May	2013	35	6	33	1	8	5	11	3	8	6	2	2
June	2013	33	4	35	2	10	5	10	3	8	5	2	2
July	2013	35	4	36	2	10	5	8	3	5	5	2	3
August	2013	34	4	34	2	10	5	9	4	6	4	2	3
September	2013	35	5	32	3	8	5	10	4	6	5	2	3
October	2013	33	6	31	3	8	5	10	4	7	7	1	2
November	2013	31	6	29	2	9	5	10	4	7	9	1	2

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(Three Month Moving Averages)

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		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2013	29	6	29	2	10	5	10	5	7	9	1	3
January	2014	31	5	29	3	11	6	11	4	7	8	1	3
February	2014	35	5	33	2	10	6	12	4	7	6	0	2
March	2014	37	5	31	2	8	6	11	4	7	6	1	2
April	2014	36	5	29	1	7	6	10	5	7	6	1	3
May	2014	33	6	25	1	8	7	12	4	7	5	2	4
June	2014	32	7	26	2	10	6	13	3	7	5	2	4
July	2014	30	7	27	2	10	4	14	2	5	4	2	5
August	2014	30	7	28	2	10	2	12	4	5	4	2	6
September	2014	30	7	29	2	10	3	12	4	6	3	1	6
October	2014	33	6	30	1	10	4	11	5	7	4	1	4
November	2014	34	4	31	1	9	6	11	3	6	5	1	3
December	2014	32	4	30	1	9	6	12	4	6	5	1	4
January	2015	31	5	31	2	12	5	13	2	6	3	1	4
February	2015	32	5	29	2	14	4	13	3	6	2	1	4
March	2015	32	6	29	2	15	5	13	3	6	2	1	3
April	2015	31	6	29	2	14	5	12	4	6	3	1	3
May	2015	28	6	30	2	14	6	12	3	5	4	0	4
June	2015	27	5	32	3	14	5	12	2	4	4	1	3
July	2015	29	4	31	2	15	5	13	2	4	4	1	3
August	2015	28	5	32	3	13	4	14	3	4	4	1	3
September	2015	29	4	32	2	12	4	14	3	4	4	1	4
October	2015	29	4	32	3	11	3	14	2	5	4	1	5
November	2015	30	2	33	3	12	4	12	2	5	3	0	4
December	2015	32	3	33	4	11	3	10	3	6	3	1	3
January	2016	33	4	33	4	11	4	9	4	4	3	0	3
February	2016	35	5	32	4	10	3	8	5	4	4	1	3
March	2016	31	6	31	3	10	4	8	4	3	4	1	3
April	2016	29	6	32	3	9	4	9	5	3	4	1	4
May	2016	26	7	33	3	11	4	10	4	3	4	1	4
June	2016	27	6	32	4	12	4	11	3	2	3	1	4
July	2016	28	5	33	2	13	3	11	2	2	4	1	3
August	2016	29	5	33	2	12	4	12	3	3	4	0	3
September	2016	28	5	34	1	11	4	11	3	3	4	0	3
October	2016	26	5	32	2	11	4	12	4	4	4	0	3
November	2016	24	4	32	2	11	3	11	4	4	5	0	3
December	2016	25	5	29	3	11	3	12	6	4	5	0	3
January	2017	25	6	25	4	14	2	11	5	4	5	1	2
February	2017	26	8	22	4	14	2	10	4	3	6	1	3
March	2017	26	9	22	4	17	3	9	3	3	6	1	2
April	2017	25	10	24	4	15	3	11	3	2	5	1	1
May	2017	27	8	23	4	15	3	10	3	3	5	0	1
June	2017	30	6	24	4	12	3	11	4	2	5	1	2
July	2017	32	4	23	3	10	3	13	5	3	5	1	3
August	2017	30	4	26	2	10	3	15	5	3	4	1	3
September	2017	28	4	24	3	12	3	15	4	3	4	1	3
October	2017	28	4	25	3	14	3	13	3	3	4	1	3
November	2017	27	5	25	3	14	3	12	4	3	4	1	4

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(Three Month Moving Averages)

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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.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2017	28	5	25	4	15	3	12	4	2	4	1	3
January	2018	28	5	24	4	15	3	12	5	3	4	1	3
February	2018	28	6	21	6	17	2	12	6	2	4	1	3
March	2018	27	8	21	5	15	1	13	5	3	4	1	4
April	2018	25	10	21	6	15	1	14	5	2	3	1	3
May	2018	24	10	21	5	14	2	16	5	3	3	1	3