

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

1

The question was: "Speaking now of the automobile market -- do you think the next 12 months or so will be a good time or a bad time to buy a new vehicle, such as a car, pickup, van, or sport utility vehicle?"

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March 1978            | 54               | 17               | 29              | 100          | 125             | 605          |
| April 1978            | 55               | 18               | 27              | 100          | 128             | 633          |
| May 1978              | 58               | 15               | 27              | 100          | 131             | 652          |
| June 1978             | 57               | 16               | 27              | 100          | 130             | 620          |
| July 1978             | 53               | 16               | 31              | 100          | 122             | 622          |
| August 1978           | 47               | 19               | 35              | 100          | 112             | 581          |
| September 1978        | 46               | 19               | 36              | 100          | 110             | 587          |
| October 1978          | 46               | 18               | 37              | 100          | 109             | 608          |
| November 1978         | 48               | 16               | 36              | 100          | 112             | 678          |
| December 1978         | 47               | 19               | 34              | 100          | 113             | 683          |
| January 1979          | 47               | 18               | 34              | 100          | 113             | 677          |
| February 1979         | 47               | 17               | 36              | 100          | 112             | 629          |
| March 1979            | 48               | 14               | 38              | 100          | 110             | 615          |
| April 1979            | 48               | 14               | 38              | 100          | 109             | 631          |
| May 1979              | 47               | 15               | 38              | 100          | 110             | 667          |
| June 1979             | 45               | 14               | 41              | 100          | 104             | 755          |
| July 1979             | 42               | 14               | 44              | 100          | 98              | 815          |
| August 1979           | 41               | 14               | 45              | 100          | 96              | 754          |
| September 1979        | 42               | 14               | 44              | 100          | 98              | 724          |
| October 1979          | 46               | 13               | 41              | 100          | 104             | 719          |
| November 1979         | 48               | 11               | 42              | 100          | 106             | 788          |
| December 1979         | 48               | 8                | 44              | 100          | 104             | 772          |
| January 1980          | 46               | 8                | 46              | 100          | 100             | 696          |
| February 1980         | 47               | 8                | 46              | 100          | 101             | 589          |
| March 1980            | 47               | 10               | 44              | 100          | 103             | 500          |
| April 1980            | 44               | 11               | 45              | 100          | 100             | 497          |
| May 1980              | 40               | 10               | 50              | 100          | 90              | 448          |
| June 1980             | 37               | 10               | 54              | 100          | 83              | 475          |
| July 1980             | 38               | 9                | 54              | 100          | 84              | 465          |
| August 1980           | 44               | 10               | 46              | 100          | 97              | 443          |
| September 1980        | 43               | 12               | 45              | 100          | 99              | 425          |
| October 1980          | 48               | 13               | 39              | 100          | 108             | 436          |
| November 1980         | 47               | 13               | 40              | 100          | 107             | 449          |
| December 1980         | 48               | 12               | 40              | 100          | 107             | 457          |
| January 1981          | 42               | 12               | 46              | 100          | 96              | 453          |
| February 1981         | 39               | 12               | 48              | 100          | 91              | 446          |
| March 1981            | 43               | 11               | 47              | 100          | 96              | 498          |
| April 1981            | 48               | 9                | 43              | 100          | 104             | 487          |
| May 1981              | 49               | 8                | 43              | 100          | 107             | 492          |
| June 1981             | 48               | 8                | 44              | 100          | 104             | 506          |
| July 1981             | 47               | 7                | 45              | 100          | 102             | 493          |
| August 1981           | 50               | 7                | 43              | 100          | 107             | 488          |
| September 1981        | 51               | 7                | 42              | 100          | 110             | 446          |
| October 1981          | 52               | 8                | 40              | 100          | 112             | 466          |
| November 1981         | 48               | 9                | 43              | 100          | 105             | 485          |
| December 1981         | 45               | 9                | 46              | 100          | 99              | 530          |
| January 1982          | 44               | 10               | 46              | 100          | 98              | 533          |
| February 1982         | 45               | 11               | 44              | 100          | 101             | 536          |
| March 1982            | 46               | 11               | 43              | 100          | 104             | 513          |
| April 1982            | 46               | 11               | 43              | 100          | 103             | 522          |
| May 1982              | 49               | 10               | 41              | 100          | 108             | 548          |
| June 1982             | 51               | 8                | 41              | 100          | 110             | 575          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

2

| <u>Date of Survey</u> |      | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July                  | 1982 | 50               | 8                | 42              | 100          | 108             | 575          |
| August                | 1982 | 46               | 10               | 44              | 100          | 103             | 566          |
| September             | 1982 | 48               | 11               | 41              | 100          | 106             | 543          |
| October               | 1982 | 51               | 11               | 38              | 100          | 113             | 548          |
| November              | 1982 | 54               | 10               | 36              | 100          | 118             | 545          |
| December              | 1982 | 59               | 9                | 32              | 100          | 127             | 565          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1983 | 63               | 8                | 29              | 100          | 134             | 560          |
| February              | 1983 | 67               | 7                | 26              | 100          | 142             | 547          |
| March                 | 1983 | 68               | 8                | 24              | 100          | 144             | 516          |
| April                 | 1983 | 71               | 6                | 22              | 100          | 149             | 537          |
| May                   | 1983 | 74               | 6                | 20              | 100          | 154             | 553          |
| June                  | 1983 | 76               | 5                | 18              | 100          | 158             | 603          |
| July                  | 1983 | 78               | 5                | 16              | 100          | 162             | 568          |
| August                | 1983 | 80               | 5                | 15              | 100          | 165             | 531          |
| September             | 1983 | 76               | 5                | 18              | 100          | 158             | 514          |
| October               | 1983 | 70               | 6                | 24              | 100          | 146             | 524          |
| November              | 1983 | 67               | 7                | 26              | 100          | 141             | 550          |
| December              | 1983 | 65               | 9                | 27              | 100          | 138             | 529          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1984 | 68               | 9                | 23              | 100          | 145             | 519          |
| February              | 1984 | 68               | 8                | 25              | 100          | 143             | 523          |
| March                 | 1984 | 73               | 6                | 22              | 100          | 151             | 540          |
| April                 | 1984 | 68               | 6                | 26              | 100          | 143             | 543          |
| May                   | 1984 | 68               | 7                | 25              | 100          | 142             | 538          |
| June                  | 1984 | 66               | 7                | 27              | 100          | 139             | 537          |
| July                  | 1984 | 68               | 7                | 25              | 100          | 143             | 532          |
| August                | 1984 | 69               | 8                | 23              | 100          | 146             | 567          |
| September             | 1984 | 66               | 7                | 27              | 100          | 139             | 559          |
| October               | 1984 | 63               | 8                | 29              | 100          | 134             | 575          |
| November              | 1984 | 61               | 7                | 33              | 100          | 128             | 534          |
| December              | 1984 | 61               | 8                | 31              | 100          | 130             | 543          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1985 | 65               | 7                | 29              | 100          | 136             | 505          |
| February              | 1985 | 70               | 5                | 24              | 100          | 146             | 525          |
| March                 | 1985 | 75               | 4                | 21              | 100          | 154             | 491          |
| April                 | 1985 | 77               | 3                | 20              | 100          | 157             | 535          |
| May                   | 1985 | 75               | 4                | 21              | 100          | 155             | 509          |
| June                  | 1985 | 75               | 4                | 21              | 100          | 154             | 528          |
| July                  | 1985 | 75               | 5                | 20              | 100          | 155             | 489          |
| August                | 1985 | 76               | 5                | 18              | 100          | 158             | 501          |
| September             | 1985 | 76               | 7                | 17              | 100          | 158             | 463          |
| October               | 1985 | 74               | 8                | 18              | 100          | 156             | 494          |
| November              | 1985 | 75               | 7                | 18              | 100          | 156             | 500          |
| December              | 1985 | 74               | 6                | 20              | 100          | 154             | 547          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1986 | 77               | 7                | 16              | 100          | 160             | 550          |
| February              | 1986 | 77               | 7                | 16              | 100          | 161             | 560          |
| March                 | 1986 | 80               | 7                | 13              | 100          | 166             | 533          |
| April                 | 1986 | 79               | 6                | 15              | 100          | 164             | 538          |
| May                   | 1986 | 80               | 6                | 14              | 100          | 166             | 534          |
| June                  | 1986 | 80               | 5                | 15              | 100          | 164             | 563          |
| July                  | 1986 | 80               | 5                | 15              | 100          | 166             | 574          |
| August                | 1986 | 80               | 5                | 15              | 100          | 164             | 582          |
| September             | 1986 | 81               | 5                | 14              | 100          | 168             | 565          |
| October               | 1986 | 80               | 4                | 16              | 100          | 164             | 559          |
| November              | 1986 | 77               | 3                | 20              | 100          | 157             | 558          |
| December              | 1986 | 71               | 5                | 25              | 100          | 146             | 590          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

3

| <u>Date of Survey</u> |      | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| January               | 1987 | 65               | 6                | 30              | 100          | 135             | 592          |
| February              | 1987 | 66               | 8                | 26              | 100          | 139             | 586          |
| March                 | 1987 | 68               | 6                | 25              | 100          | 143             | 568          |
| April                 | 1987 | 71               | 8                | 21              | 100          | 150             | 571          |
| May                   | 1987 | 70               | 7                | 23              | 100          | 147             | 571          |
| June                  | 1987 | 71               | 8                | 21              | 100          | 150             | 585          |
| July                  | 1987 | 73               | 7                | 20              | 100          | 152             | 579          |
| August                | 1987 | 74               | 6                | 20              | 100          | 153             | 582          |
| September             | 1987 | 72               | 5                | 23              | 100          | 149             | 561          |
| October               | 1987 | 69               | 6                | 24              | 100          | 145             | 528          |
| November              | 1987 | 64               | 8                | 28              | 100          | 136             | 473          |
| December              | 1987 | 64               | 7                | 28              | 100          | 136             | 462          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1988 | 66               | 7                | 27              | 100          | 139             | 454          |
| February              | 1988 | 67               | 9                | 24              | 100          | 144             | 466          |
| March                 | 1988 | 69               | 10               | 21              | 100          | 148             | 459          |
| April                 | 1988 | 68               | 12               | 19              | 100          | 149             | 460          |
| May                   | 1988 | 73               | 10               | 17              | 100          | 155             | 447          |
| June                  | 1988 | 69               | 12               | 19              | 100          | 150             | 443          |
| July                  | 1988 | 69               | 10               | 21              | 100          | 148             | 424          |
| August                | 1988 | 67               | 11               | 22              | 100          | 145             | 429          |
| September             | 1988 | 68               | 11               | 21              | 100          | 147             | 423          |
| October               | 1988 | 69               | 10               | 21              | 100          | 148             | 435          |
| November              | 1988 | 67               | 10               | 23              | 100          | 143             | 432          |
| December              | 1988 | 65               | 10               | 25              | 100          | 141             | 421          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1989 | 65               | 11               | 25              | 100          | 140             | 419          |
| February              | 1989 | 63               | 12               | 25              | 100          | 138             | 418          |
| March                 | 1989 | 63               | 11               | 26              | 100          | 137             | 418          |
| April                 | 1989 | 61               | 11               | 28              | 100          | 133             | 432          |
| May                   | 1989 | 63               | 10               | 27              | 100          | 137             | 454          |
| June                  | 1989 | 64               | 11               | 26              | 100          | 138             | 454          |
| July                  | 1989 | 68               | 9                | 23              | 100          | 145             | 454          |
| August                | 1989 | 68               | 9                | 23              | 100          | 145             | 457          |
| September             | 1989 | 71               | 8                | 21              | 100          | 150             | 459          |
| October               | 1989 | 67               | 9                | 24              | 100          | 143             | 468          |
| November              | 1989 | 66               | 9                | 25              | 100          | 141             | 454          |
| December              | 1989 | 64               | 8                | 28              | 100          | 136             | 460          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1990 | 66               | 10               | 24              | 100          | 142             | 440          |
| February              | 1990 | 68               | 9                | 23              | 100          | 146             | 452          |
| March                 | 1990 | 71               | 9                | 21              | 100          | 150             | 464          |
| April                 | 1990 | 73               | 6                | 21              | 100          | 152             | 487          |
| May                   | 1990 | 74               | 7                | 19              | 100          | 155             | 482          |
| June                  | 1990 | 74               | 7                | 19              | 100          | 155             | 477          |
| July                  | 1990 | 71               | 8                | 20              | 100          | 151             | 465          |
| August                | 1990 | 67               | 8                | 25              | 100          | 141             | 461          |
| September             | 1990 | 65               | 8                | 27              | 100          | 138             | 455          |
| October               | 1990 | 62               | 6                | 33              | 100          | 129             | 458          |
| November              | 1990 | 59               | 5                | 36              | 100          | 123             | 466          |
| December              | 1990 | 54               | 6                | 40              | 100          | 114             | 459          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1991 | 52               | 7                | 41              | 100          | 111             | 476          |
| February              | 1991 | 55               | 9                | 36              | 100          | 119             | 468          |
| March                 | 1991 | 64               | 7                | 29              | 100          | 135             | 496          |
| April                 | 1991 | 73               | 6                | 21              | 100          | 152             | 459          |
| May                   | 1991 | 76               | 4                | 20              | 100          | 157             | 469          |
| June                  | 1991 | 74               | 3                | 23              | 100          | 150             | 443          |
| July                  | 1991 | 71               | 3                | 26              | 100          | 145             | 475          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

4

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1991           | 70               | 5                | 26              | 100          | 144             | 475          |
| September 1991        | 66               | 7                | 27              | 100          | 139             | 508          |
| October 1991          | 64               | 7                | 29              | 100          | 135             | 498          |
| November 1991         | 65               | 5                | 29              | 100          | 136             | 500          |
| December 1991         | 66               | 5                | 29              | 100          | 137             | 460          |
| January 1992          | 69               | 4                | 27              | 100          | 142             | 468          |
| February 1992         | 67               | 4                | 29              | 100          | 138             | 476          |
| March 1992            | 69               | 3                | 28              | 100          | 141             | 519          |
| April 1992            | 68               | 3                | 29              | 100          | 139             | 516          |
| May 1992              | 71               | 4                | 25              | 100          | 146             | 506          |
| June 1992             | 73               | 5                | 22              | 100          | 151             | 487          |
| July 1992             | 72               | 5                | 23              | 100          | 149             | 499          |
| August 1992           | 66               | 6                | 28              | 100          | 138             | 509          |
| September 1992        | 64               | 5                | 30              | 100          | 134             | 527          |
| October 1992          | 63               | 6                | 31              | 100          | 132             | 531          |
| November 1992         | 67               | 5                | 28              | 100          | 139             | 538          |
| December 1992         | 67               | 5                | 28              | 100          | 140             | 542          |
| January 1993          | 72               | 5                | 22              | 100          | 150             | 550          |
| February 1993         | 73               | 7                | 21              | 100          | 152             | 557          |
| March 1993            | 72               | 8                | 20              | 100          | 152             | 538          |
| April 1993            | 70               | 8                | 22              | 100          | 148             | 528          |
| May 1993              | 70               | 8                | 22              | 100          | 148             | 511          |
| June 1993             | 70               | 6                | 23              | 100          | 147             | 524          |
| July 1993             | 71               | 6                | 22              | 100          | 149             | 538          |
| August 1993           | 69               | 8                | 23              | 100          | 146             | 556          |
| September 1993        | 68               | 10               | 22              | 100          | 146             | 551          |
| October 1993          | 67               | 9                | 24              | 100          | 144             | 536          |
| November 1993         | 70               | 8                | 22              | 100          | 148             | 518          |
| December 1993         | 72               | 6                | 22              | 100          | 151             | 521          |
| January 1994          | 77               | 5                | 18              | 100          | 159             | 515          |
| February 1994         | 78               | 5                | 18              | 100          | 160             | 534          |
| March 1994            | 80               | 5                | 15              | 100          | 165             | 540          |
| April 1994            | 77               | 6                | 17              | 100          | 160             | 552          |
| May 1994              | 74               | 7                | 19              | 100          | 155             | 547          |
| June 1994             | 70               | 8                | 22              | 100          | 148             | 544          |
| July 1994             | 70               | 7                | 23              | 100          | 148             | 535          |
| August 1994           | 72               | 5                | 22              | 100          | 150             | 541          |
| September 1994        | 72               | 5                | 22              | 100          | 150             | 546          |
| October 1994          | 69               | 6                | 25              | 100          | 144             | 552          |
| November 1994         | 67               | 7                | 26              | 100          | 141             | 556          |
| December 1994         | 63               | 8                | 29              | 100          | 134             | 570          |
| January 1995          | 65               | 8                | 27              | 100          | 138             | 566          |
| February 1995         | 66               | 8                | 26              | 100          | 140             | 559          |
| March 1995            | 71               | 7                | 23              | 100          | 148             | 546          |
| April 1995            | 67               | 8                | 25              | 100          | 142             | 555          |
| May 1995              | 64               | 9                | 27              | 100          | 137             | 541          |
| June 1995             | 60               | 10               | 30              | 100          | 130             | 548          |
| July 1995             | 63               | 8                | 29              | 100          | 134             | 561          |
| August 1995           | 67               | 7                | 27              | 100          | 140             | 588          |
| September 1995        | 69               | 7                | 24              | 100          | 145             | 593          |
| October 1995          | 68               | 8                | 24              | 100          | 143             | 576          |
| November 1995         | 63               | 10               | 28              | 100          | 135             | 539          |
| December 1995         | 63               | 10               | 27              | 100          | 136             | 523          |
| January 1996          | 62               | 10               | 27              | 100          | 135             | 516          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

5

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| February 1996         | 67               | 8                | 25              | 100          | 142             | 534          |
| March 1996            | 69               | 7                | 24              | 100          | 144             | 551          |
| April 1996            | 69               | 7                | 25              | 100          | 144             | 546          |
| May 1996              | 66               | 8                | 26              | 100          | 139             | 529          |
| June 1996             | 66               | 8                | 26              | 100          | 140             | 508          |
| July 1996             | 67               | 8                | 25              | 100          | 141             | 526          |
| August 1996           | 70               | 6                | 23              | 100          | 147             | 529          |
| September 1996        | 68               | 6                | 27              | 100          | 141             | 540          |
| October 1996          | 66               | 6                | 28              | 100          | 139             | 530          |
| November 1996         | 64               | 7                | 28              | 100          | 136             | 516          |
| December 1996         | 64               | 8                | 28              | 100          | 136             | 509          |
| January 1997          | 66               | 9                | 25              | 100          | 141             | 535          |
| February 1997         | 64               | 8                | 28              | 100          | 136             | 559          |
| March 1997            | 65               | 9                | 26              | 100          | 138             | 550          |
| April 1997            | 65               | 9                | 27              | 100          | 138             | 527          |
| May 1997              | 70               | 8                | 22              | 100          | 148             | 513          |
| June 1997             | 73               | 7                | 20              | 100          | 154             | 513          |
| July 1997             | 72               | 7                | 20              | 100          | 152             | 490          |
| August 1997           | 70               | 8                | 23              | 100          | 147             | 512          |
| September 1997        | 68               | 10               | 23              | 100          | 145             | 527          |
| October 1997          | 68               | 10               | 22              | 100          | 146             | 545          |
| November 1997         | 67               | 10               | 22              | 100          | 145             | 529          |
| December 1997         | 64               | 13               | 24              | 100          | 140             | 518          |
| January 1998          | 67               | 13               | 20              | 100          | 146             | 522          |
| February 1998         | 69               | 14               | 17              | 100          | 152             | 537          |
| March 1998            | 74               | 12               | 14              | 100          | 160             | 550          |
| April 1998            | 73               | 12               | 15              | 100          | 159             | 562          |
| May 1998              | 74               | 12               | 14              | 100          | 159             | 547          |
| June 1998             | 73               | 13               | 13              | 100          | 160             | 531          |
| July 1998             | 71               | 14               | 14              | 100          | 157             | 557          |
| August 1998           | 72               | 15               | 13              | 100          | 159             | 569          |
| September 1998        | 71               | 15               | 15              | 100          | 156             | 589          |
| October 1998          | 73               | 14               | 12              | 100          | 161             | 553          |
| November 1998         | 74               | 13               | 12              | 100          | 162             | 555          |
| December 1998         | 76               | 11               | 12              | 100          | 164             | 554          |
| January 1999          | 79               | 9                | 12              | 100          | 167             | 569          |
| February 1999         | 77               | 10               | 13              | 100          | 164             | 560          |
| March 1999            | 75               | 11               | 14              | 100          | 161             | 555          |
| April 1999            | 74               | 11               | 15              | 100          | 159             | 544          |
| May 1999              | 74               | 11               | 15              | 100          | 160             | 574          |
| June 1999             | 76               | 11               | 13              | 100          | 162             | 584          |
| July 1999             | 75               | 12               | 13              | 100          | 162             | 602          |
| August 1999           | 75               | 10               | 15              | 100          | 160             | 589          |
| September 1999        | 75               | 9                | 16              | 100          | 159             | 576          |
| October 1999          | 74               | 7                | 19              | 100          | 156             | 565          |
| November 1999         | 73               | 9                | 19              | 100          | 154             | 578          |
| December 1999         | 70               | 11               | 19              | 100          | 150             | 573          |
| January 2000          | 70               | 12               | 18              | 100          | 151             | 571          |
| February 2000         | 71               | 12               | 17              | 100          | 154             | 569          |
| March 2000            | 73               | 9                | 18              | 100          | 155             | 598          |
| April 2000            | 74               | 9                | 18              | 100          | 156             | 592          |
| May 2000              | 72               | 8                | 19              | 100          | 153             | 599          |
| June 2000             | 72               | 11               | 18              | 100          | 154             | 570          |
| July 2000             | 70               | 11               | 19              | 100          | 151             | 573          |
| August 2000           | 69               | 12               | 19              | 100          | 149             | 572          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

6

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| September 2000        | 69               | 10               | 21              | 100          | 148             | 603          |
| October 2000          | 69               | 9                | 22              | 100          | 147             | 621          |
| November 2000         | 70               | 9                | 22              | 100          | 148             | 626          |
| December 2000         | 69               | 9                | 21              | 100          | 148             | 611          |
| January 2001          | 69               | 9                | 22              | 100          | 147             | 600          |
| February 2001         | 68               | 10               | 22              | 100          | 146             | 586          |
| March 2001            | 67               | 11               | 22              | 100          | 145             | 616          |
| April 2001            | 66               | 11               | 23              | 100          | 143             | 626          |
| May 2001              | 65               | 11               | 24              | 100          | 141             | 636          |
| June 2001             | 62               | 11               | 27              | 100          | 135             | 593          |
| July 2001             | 62               | 14               | 24              | 100          | 138             | 585          |
| August 2001           | 62               | 15               | 23              | 100          | 140             | 585          |
| September 2001        | 65               | 13               | 22              | 100          | 143             | 610          |
| October 2001          | 67               | 13               | 20              | 100          | 146             | 625          |
| November 2001         | 73               | 9                | 18              | 100          | 155             | 613          |
| December 2001         | 79               | 9                | 13              | 100          | 166             | 589          |
| January 2002          | 81               | 7                | 11              | 100          | 170             | 569          |
| February 2002         | 78               | 9                | 12              | 100          | 166             | 588          |
| March 2002            | 77               | 9                | 13              | 100          | 164             | 601          |
| April 2002            | 73               | 12               | 15              | 100          | 159             | 625          |
| May 2002              | 73               | 12               | 15              | 100          | 158             | 605          |
| June 2002             | 68               | 16               | 16              | 100          | 151             | 617          |
| July 2002             | 71               | 13               | 16              | 100          | 155             | 605          |
| August 2002           | 72               | 13               | 15              | 100          | 158             | 615          |
| September 2002        | 76               | 9                | 15              | 100          | 161             | 626          |
| October 2002          | 75               | 11               | 14              | 100          | 161             | 623          |
| November 2002         | 74               | 12               | 14              | 100          | 160             | 621          |
| December 2002         | 75               | 12               | 13              | 100          | 163             | 602          |
| January 2003          | 75               | 11               | 14              | 100          | 161             | 618          |
| February 2003         | 74               | 10               | 17              | 100          | 157             | 629          |
| March 2003            | 72               | 8                | 20              | 100          | 152             | 643          |
| April 2003            | 70               | 9                | 21              | 100          | 150             | 646          |
| May 2003              | 74               | 8                | 18              | 100          | 156             | 656          |
| June 2003             | 78               | 8                | 14              | 100          | 164             | 654          |
| July 2003             | 80               | 7                | 13              | 100          | 167             | 655          |
| August 2003           | 78               | 7                | 15              | 100          | 163             | 637          |
| September 2003        | 76               | 7                | 16              | 100          | 160             | 647          |
| October 2003          | 76               | 8                | 16              | 100          | 160             | 652          |
| November 2003         | 79               | 7                | 14              | 100          | 165             | 670          |
| December 2003         | 81               | 7                | 12              | 100          | 169             | 676          |
| January 2004          | 82               | 6                | 12              | 100          | 169             | 652          |
| February 2004         | 80               | 7                | 13              | 100          | 167             | 603          |
| March 2004            | 78               | 7                | 15              | 100          | 164             | 564          |
| April 2004            | 77               | 7                | 16              | 100          | 161             | 530          |
| May 2004              | 76               | 7                | 17              | 100          | 159             | 528          |
| June 2004             | 75               | 6                | 19              | 100          | 156             | 537          |
| July 2004             | 73               | 7                | 21              | 100          | 152             | 537          |
| August 2004           | 73               | 5                | 22              | 100          | 151             | 524          |
| September 2004        | 73               | 6                | 20              | 100          | 153             | 518          |
| October 2004          | 74               | 7                | 20              | 100          | 154             | 517          |
| November 2004         | 72               | 9                | 20              | 100          | 152             | 546          |
| December 2004         | 72               | 10               | 19              | 100          | 153             | 551          |
| January 2005          | 72               | 9                | 19              | 100          | 153             | 557          |
| February 2005         | 72               | 10               | 18              | 100          | 155             | 534          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

7

| <u>Date of Survey</u> |      | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March                 | 2005 | 67               | 11               | 22              | 100          | 145             | 519          |
| April                 | 2005 | 62               | 12               | 26              | 100          | 136             | 523          |
| May                   | 2005 | 60               | 11               | 29              | 100          | 131             | 562          |
| June                  | 2005 | 63               | 10               | 27              | 100          | 136             | 574          |
| July                  | 2005 | 69               | 8                | 24              | 100          | 145             | 589          |
| August                | 2005 | 72               | 6                | 21              | 100          | 151             | 585          |
| September             | 2005 | 70               | 6                | 24              | 100          | 146             | 586          |
| October               | 2005 | 63               | 8                | 29              | 100          | 134             | 574          |
| November              | 2005 | 60               | 8                | 31              | 100          | 129             | 587          |
| December              | 2005 | 63               | 9                | 28              | 100          | 135             | 577          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2006 | 68               | 8                | 24              | 100          | 144             | 579          |
| February              | 2006 | 66               | 8                | 26              | 100          | 140             | 537          |
| March                 | 2006 | 65               | 7                | 28              | 100          | 137             | 533          |
| April                 | 2006 | 66               | 6                | 28              | 100          | 138             | 534          |
| May                   | 2006 | 62               | 6                | 32              | 100          | 130             | 567          |
| June                  | 2006 | 62               | 6                | 32              | 100          | 130             | 577          |
| July                  | 2006 | 58               | 6                | 35              | 100          | 123             | 572          |
| August                | 2006 | 66               | 5                | 30              | 100          | 136             | 537          |
| September             | 2006 | 66               | 5                | 29              | 100          | 136             | 530          |
| October               | 2006 | 68               | 4                | 27              | 100          | 141             | 534          |
| November              | 2006 | 68               | 6                | 25              | 100          | 143             | 550          |
| December              | 2006 | 69               | 7                | 24              | 100          | 144             | 541          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2007 | 69               | 8                | 23              | 100          | 146             | 540          |
| February              | 2007 | 68               | 8                | 23              | 100          | 145             | 547          |
| March                 | 2007 | 68               | 8                | 24              | 100          | 144             | 546          |
| April                 | 2007 | 69               | 6                | 25              | 100          | 145             | 543          |
| May                   | 2007 | 68               | 6                | 26              | 100          | 142             | 540          |
| June                  | 2007 | 66               | 7                | 27              | 100          | 138             | 548          |
| July                  | 2007 | 65               | 7                | 28              | 100          | 137             | 555          |
| August                | 2007 | 65               | 6                | 29              | 100          | 137             | 546          |
| September             | 2007 | 68               | 5                | 27              | 100          | 141             | 546          |
| October               | 2007 | 67               | 6                | 27              | 100          | 140             | 552          |
| November              | 2007 | 66               | 7                | 27              | 100          | 139             | 567          |
| December              | 2007 | 63               | 6                | 31              | 100          | 133             | 568          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2008 | 59               | 6                | 35              | 100          | 124             | 570          |
| February              | 2008 | 58               | 8                | 34              | 100          | 124             | 570          |
| March                 | 2008 | 56               | 8                | 35              | 100          | 121             | 595          |
| April                 | 2008 | 57               | 10               | 33              | 100          | 124             | 586          |
| May                   | 2008 | 56               | 7                | 37              | 100          | 119             | 593          |
| June                  | 2008 | 54               | 7                | 39              | 100          | 115             | 567          |
| July                  | 2008 | 52               | 6                | 42              | 100          | 110             | 570          |
| August                | 2008 | 51               | 6                | 43              | 100          | 108             | 575          |
| September             | 2008 | 52               | 6                | 42              | 100          | 110             | 606          |
| October               | 2008 | 53               | 4                | 43              | 100          | 110             | 604          |
| November              | 2008 | 55               | 4                | 40              | 100          | 115             | 598          |
| December              | 2008 | 61               | 3                | 36              | 100          | 126             | 572          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2009 | 68               | 4                | 29              | 100          | 139             | 563          |
| February              | 2009 | 72               | 3                | 24              | 100          | 148             | 560          |
| March                 | 2009 | 70               | 4                | 25              | 100          | 145             | 590          |
| April                 | 2009 | 69               | 4                | 27              | 100          | 143             | 625          |
| May                   | 2009 | 69               | 3                | 28              | 100          | 141             | 619          |
| June                  | 2009 | 70               | 3                | 27              | 100          | 144             | 629          |
| July                  | 2009 | 71               | 4                | 25              | 100          | 147             | 590          |
| August                | 2009 | 71               | 5                | 24              | 100          | 147             | 589          |
| September             | 2009 | 73               | 4                | 23              | 100          | 150             | 576          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

8

| <u>Date of Survey</u> |      | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| October               | 2009 | 71               | 4                | 24              | 100          | 147             | 616          |
| November              | 2009 | 70               | 4                | 26              | 100          | 144             | 643          |
| December              | 2009 | 68               | 4                | 28              | 100          | 140             | 650          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2010 | 67               | 4                | 29              | 100          | 138             | 604          |
| February              | 2010 | 66               | 3                | 30              | 100          | 136             | 572          |
| March                 | 2010 | 67               | 5                | 29              | 100          | 138             | 567          |
| April                 | 2010 | 71               | 3                | 26              | 100          | 145             | 593          |
| May                   | 2010 | 74               | 5                | 22              | 100          | 152             | 613          |
| June                  | 2010 | 77               | 3                | 20              | 100          | 157             | 585          |
| July                  | 2010 | 74               | 4                | 22              | 100          | 151             | 586          |
| August                | 2010 | 74               | 3                | 23              | 100          | 151             | 566          |
| September             | 2010 | 69               | 5                | 26              | 100          | 143             | 593          |
| October               | 2010 | 70               | 4                | 26              | 100          | 144             | 592          |
| November              | 2010 | 68               | 4                | 28              | 100          | 139             | 613          |
| December              | 2010 | 71               | 3                | 26              | 100          | 145             | 600          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2011 | 68               | 5                | 28              | 100          | 140             | 606          |
| February              | 2011 | 69               | 4                | 26              | 100          | 143             | 588          |
| March                 | 2011 | 69               | 5                | 27              | 100          | 142             | 589          |
| April                 | 2011 | 70               | 4                | 25              | 100          | 145             | 597          |
| May                   | 2011 | 68               | 5                | 27              | 100          | 141             | 602          |
| June                  | 2011 | 64               | 5                | 31              | 100          | 133             | 620          |
| July                  | 2011 | 60               | 6                | 34              | 100          | 126             | 598          |
| August                | 2011 | 60               | 4                | 36              | 100          | 124             | 599          |
| September             | 2011 | 61               | 4                | 35              | 100          | 126             | 592          |
| October               | 2011 | 62               | 3                | 34              | 100          | 128             | 610          |
| November              | 2011 | 63               | 4                | 33              | 100          | 129             | 618          |
| December              | 2011 | 62               | 5                | 33              | 100          | 130             | 597          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2012 | 64               | 5                | 31              | 100          | 133             | 585          |
| February              | 2012 | 64               | 5                | 31              | 100          | 132             | 580          |
| March                 | 2012 | 66               | 4                | 30              | 100          | 135             | 606          |
| April                 | 2012 | 68               | 4                | 28              | 100          | 139             | 615          |
| May                   | 2012 | 70               | 4                | 26              | 100          | 144             | 624          |
| June                  | 2012 | 69               | 5                | 25              | 100          | 144             | 598          |
| July                  | 2012 | 69               | 6                | 26              | 100          | 143             | 603          |
| August                | 2012 | 67               | 6                | 27              | 100          | 139             | 597          |
| September             | 2012 | 69               | 5                | 26              | 100          | 143             | 614          |
| October               | 2012 | 68               | 5                | 27              | 100          | 140             | 627          |
| November              | 2012 | 68               | 5                | 27              | 100          | 141             | 619          |
| December              | 2012 | 67               | 6                | 27              | 100          | 140             | 616          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2013 | 68               | 6                | 27              | 100          | 141             | 613          |
| February              | 2013 | 69               | 5                | 26              | 100          | 142             | 628          |
| March                 | 2013 | 68               | 4                | 28              | 100          | 140             | 628          |
| April                 | 2013 | 68               | 4                | 27              | 100          | 141             | 640          |
| May                   | 2013 | 71               | 5                | 24              | 100          | 146             | 632          |
| June                  | 2013 | 72               | 5                | 23              | 100          | 149             | 631          |
| July                  | 2013 | 73               | 6                | 21              | 100          | 152             | 638          |
| August                | 2013 | 71               | 6                | 23              | 100          | 147             | 654          |
| September             | 2013 | 71               | 6                | 23              | 100          | 147             | 677          |
| October               | 2013 | 69               | 7                | 24              | 100          | 145             | 682          |
| November              | 2013 | 69               | 6                | 25              | 100          | 144             | 697          |
| December              | 2013 | 69               | 6                | 26              | 100          | 143             | 708          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2014 | 71               | 4                | 25              | 100          | 147             | 709          |
| February              | 2014 | 73               | 4                | 23              | 100          | 150             | 713          |
| March                 | 2014 | 72               | 6                | 23              | 100          | 149             | 710          |



**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April                 | 2014 | 70               | 6                | 24              | 100          | 146             | 713          |
| May                   | 2014 | 69               | 6                | 25              | 100          | 143             | 728          |
| June                  | 2014 | 69               | 5                | 26              | 100          | 143             | 748          |
| July                  | 2014 | 69               | 6                | 25              | 100          | 143             | 758          |
| August                | 2014 | 69               | 6                | 25              | 100          | 144             | 750          |
| September             | 2014 | 70               | 7                | 23              | 100          | 146             | 735          |
| October               | 2014 | 71               | 6                | 23              | 100          | 148             | 725          |
| November              | 2014 | 73               | 5                | 22              | 100          | 151             | 728          |
| December              | 2014 | 71               | 4                | 24              | 100          | 147             | 746          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2015 | 73               | 4                | 23              | 100          | 149             | 760          |
| February              | 2015 | 72               | 4                | 23              | 100          | 149             | 770          |
| March                 | 2015 | 74               | 4                | 22              | 100          | 152             | 763          |
| April                 | 2015 | 74               | 5                | 21              | 100          | 152             | 757          |
| May                   | 2015 | 72               | 6                | 21              | 100          | 151             | 729          |
| June                  | 2015 | 73               | 7                | 20              | 100          | 153             | 720          |
| July                  | 2015 | 73               | 7                | 20              | 100          | 153             | 718          |
| August                | 2015 | 73               | 6                | 21              | 100          | 153             | 762          |
| September             | 2015 | 73               | 5                | 22              | 100          | 151             | 749          |
| October               | 2015 | 72               | 5                | 23              | 100          | 148             | 754          |
| November              | 2015 | 75               | 5                | 20              | 100          | 155             | 716          |
| December              | 2015 | 75               | 5                | 20              | 100          | 155             | 710          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2016 | 77               | 5                | 17              | 100          | 160             | 704          |
| February              | 2016 | 76               | 5                | 19              | 100          | 157             | 707          |
| March                 | 2016 | 76               | 6                | 18              | 100          | 158             | 730          |
| April                 | 2016 | 75               | 5                | 20              | 100          | 155             | 727          |
| May                   | 2016 | 75               | 5                | 20              | 100          | 156             | 758          |
| June                  | 2016 | 74               | 5                | 21              | 100          | 154             | 762          |
| July                  | 2016 | 75               | 6                | 19              | 100          | 156             | 749          |
| August                | 2016 | 74               | 6                | 20              | 100          | 154             | 752          |
| September             | 2016 | 74               | 6                | 20              | 100          | 154             | 771          |
| October               | 2016 | 71               | 6                | 23              | 100          | 148             | 819          |
| November              | 2016 | 71               | 6                | 23              | 100          | 148             | 856          |
| December              | 2016 | 69               | 6                | 25              | 100          | 144             | 889          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2017 | 71               | 6                | 23              | 100          | 148             | 904          |
| February              | 2017 | 71               | 6                | 24              | 100          | 147             | 904          |
| March                 | 2017 | 74               | 6                | 21              | 100          | 153             | 893          |
| April                 | 2017 | 74               | 6                | 20              | 100          | 154             | 906          |
| May                   | 2017 | 74               | 5                | 21              | 100          | 153             | 917          |
| June                  | 2017 | 72               | 6                | 22              | 100          | 150             | 931          |
| July                  | 2017 | 68               | 6                | 25              | 100          | 143             | 952          |
| August                | 2017 | 68               | 6                | 26              | 100          | 143             | 944          |
| September             | 2017 | 68               | 5                | 27              | 100          | 141             | 956          |
| October               | 2017 | 71               | 5                | 24              | 100          | 147             | 939          |
| November              | 2017 | 71               | 5                | 24              | 100          | 148             | 943          |
| December              | 2017 | 73               | 5                | 22              | 100          | 151             | 956          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2018 | 72               | 4                | 24              | 100          | 148             | 974          |
| February              | 2018 | 71               | 4                | 24              | 100          | 147             | 954          |
| March                 | 2018 | 69               | 5                | 25              | 100          | 144             | 924          |
| April                 | 2018 | 70               | 5                | 25              | 100          | 145             | 885          |
| May                   | 2018 | 66               | 6                | 28              | 100          | 138             | 892          |
| June                  | 2018 | 67               | 4                | 29              | 100          | 138             | 905          |
| July                  | 2018 | 63               | 5                | 32              | 100          | 131             | 937          |
| August                | 2018 | 63               | 5                | 32              | 100          | 131             | 928          |
| September             | 2018 | 62               | 7                | 31              | 100          | 131             | 918          |
| October               | 2018 | 61               | 7                | 32              | 100          | 129             | 911          |

**EDUCATION COLLEGE DEGREE**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November              | 2018 | 62               | 6                | 32              | 100          | 130             | 908          |
| December              | 2018 | 59               | 6                | 35              | 100          | 124             | 905          |
| January               | 2019 | 60               | 6                | 34              | 100          | 126             | 911          |
| February              | 2019 | 61               | 6                | 33              | 100          | 127             | 931          |
| March                 | 2019 | 63               | 7                | 30              | 100          | 133             | 952          |
| April                 | 2019 | 63               | 8                | 29              | 100          | 135             | 943          |
| May                   | 2019 | 65               | 8                | 28              | 100          | 137             | 924          |
| June                  | 2019 | 65               | 5                | 29              | 100          | 136             | 925          |
| July                  | 2019 | 64               | 4                | 32              | 100          | 131             | 929          |
| August                | 2019 | 61               | 5                | 34              | 100          | 127             | 955          |
| September             | 2019 | 59               | 6                | 35              | 100          | 125             | 951          |
| October               | 2019 | 61               | 6                | 34              | 100          | 127             | 988          |
| November              | 2019 | 63               | 5                | 33              | 100          | 130             | 985          |
| December              | 2019 | 65               | 5                | 30              | 100          | 135             | 993          |
| January               | 2020 | 66               | 6                | 29              | 100          | 137             | 976          |
| February              | 2020 | 65               | 8                | 27              | 100          | 138             | 996          |
| March                 | 2020 | 62               | 8                | 30              | 100          | 133             | 1049         |
| April                 | 2020 | 61               | 7                | 32              | 100          | 129             | 1068         |
| May                   | 2020 | 64               | 4                | 32              | 100          | 132             | 1065         |
| June                  | 2020 | 68               | 3                | 29              | 100          | 139             | 1015         |
| July                  | 2020 | 69               | 3                | 28              | 100          | 142             | 987          |
| August                | 2020 | 67               | 3                | 31              | 100          | 136             | 1029         |
| September             | 2020 | 64               | 3                | 33              | 100          | 131             | 1037         |
| October               | 2020 | 62               | 4                | 34              | 100          | 128             | 1058         |
| November              | 2020 | 61               | 5                | 34              | 100          | 127             | 1011         |
| December              | 2020 | 62               | 4                | 34              | 100          | 128             | 980          |
| January               | 2021 | 64               | 4                | 32              | 100          | 131             | 952          |
| February              | 2021 | 63               | 3                | 34              | 100          | 129             | 940          |
| March                 | 2021 | 60               | 4                | 36              | 100          | 125             | 961          |
| April                 | 2021 | 58               | 4                | 37              | 100          | 121             | 989          |
| May                   | 2021 | 55               | 4                | 41              | 100          | 115             | 983          |
| June                  | 2021 | 49               | 4                | 47              | 100          | 101             | 976          |
| July                  | 2021 | 41               | 5                | 55              | 100          | 86              | 924          |
| August                | 2021 | 35               | 5                | 60              | 100          | 75              | 928          |
| September             | 2021 | 31               | 5                | 64              | 100          | 67              | 941          |
| October               | 2021 | 29               | 4                | 68              | 100          | 61              | 961          |
| November              | 2021 | 26               | 4                | 70              | 100          | 55              | 971          |
| December              | 2021 | 26               | 3                | 72              | 100          | 54              | 943          |
| January               | 2022 | 22               | 2                | 75              | 100          | 47              | 937          |
| February              | 2022 | 20               | 2                | 78              | 100          | 43              | 915          |
| March                 | 2022 | 19               | 3                | 78              | 100          | 42              | 933          |