

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							
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
March	1978	9	22	0	2	1	2	0	13	1	0	0	1	7	1	
April	1978	12	35	1	2	3	3	0	21	3	1	0	2	10	1	
May	1978	11	38	1	1	5	3	0	21	3	1	0	1	10	0	
June	1978	9	40	2	1	5	2	0	20	4	1	0	2	11	0	
July	1978	9	42	2	1	4	3	0	21	3	1	2	1	12	0	
August	1978	8	38	1	1	2	2	0	24	5	1	1	1	12	0	
September	1978	7	37	0	2	1	2	0	26	5	2	1	1	10	0	
October	1978	7	36	1	2	1	2	0	25	7	2	1	1	9	0	
November	1978	7	37	1	2	1	2	0	24	8	1	1	1	9	0	
December	1978	6	36	1	2	1	2	0	23	9	1	1	1	9	0	
January	1979	8	35	0	3	0	2	0	25	8	0	2	2	9	0	
February	1979	7	34	0	3	0	3	0	24	7	1	2	4	10	0	
March	1979	7	34	0	3	1	8	0	23	7	1	2	9	11	0	
April	1979	6	31	0	2	1	13	0	21	7	2	1	13	12	0	
May	1979	8	31	1	2	0	17	0	19	6	2	1	17	13	0	
June	1979	9	27	1	2	0	16	0	21	5	2	1	19	15	0	
July	1979	12	23	1	1	0	14	0	21	4	2	1	22	15	0	
August	1979	17	17	1	1	1	13	0	24	5	1	1	20	15	1	
September	1979	21	18	0	1	1	13	0	25	6	2	1	17	16	1	
October	1979	22	20	0	1	1	14	0	27	7	2	1	13	14	2	
November	1979	22	24	1	1	0	13	0	25	13	2	1	11	10	2	
December	1979	23	22	1	1	1	10	0	23	20	3	2	12	8	2	
January	1980	22	21	1	1	1	9	0	25	22	3	3	15	8	1	
February	1980	22	21	1	0	1	11	0	24	20	3	2	14	10	0	
March	1980	22	22	1	0	0	14	1	23	19	2	2	12	12	0	
April	1980	22	17	2	1	0	13	1	25	21	3	1	8	11	0	
May	1980	29	11	2	1	0	10	0	27	26	3	1	9	10	0	
June	1980	30	7	3	1	0	6	0	28	26	2	1	9	10	1	
July	1980	35	9	3	1	0	5	0	25	21	3	2	8	14	1	
August	1980	33	11	4	1	1	6	0	25	13	4	2	4	16	1	
September	1980	28	12	2	1	1	9	1	29	8	6	1	4	15	1	
October	1980	26	13	2	1	1	12	1	27	9	5	1	4	14	0	
November	1980	22	18	2	1	1	12	1	26	14	4	1	5	12	0	
December	1980	24	17	2	2	0	10	0	22	21	2	1	3	12	0	
January	1981	24	16	3	2	0	7	0	27	30	3	1	3	10	0	
February	1981	27	10	4	2	0	5	0	30	32	3	1	4	10	0	
March	1981	33	11	4	1	0	7	0	31	27	5	1	5	8	1	
April	1981	38	13	2	1	0	9	0	29	21	4	0	5	8	1	
May	1981	38	15	2	1	0	8	0	31	18	5	1	3	10	1	
June	1981	32	17	2	1	0	6	0	31	22	4	1	3	9	0	
July	1981	25	18	2	1	0	6	0	29	23	5	1	2	12	0	
August	1981	25	19	1	1	1	6	0	23	27	3	1	2	12	0	
September	1981	24	21	3	1	1	6	0	21	25	3	1	2	12	0	
October	1981	26	21	6	1	1	4	0	22	27	2	1	2	9	1	
November	1981	25	19	6	1	0	3	0	26	28	1	1	1	9	1	
December	1981	29	14	5	0	0	3	0	31	30	3	2	1	9	1	
January	1982	33	13	4	1	0	3	0	31	29	5	1	1	9	0	
February	1982	40	11	4	1	0	3	0	33	27	7	1	1	8	0	
March	1982	44	9	2	1	0	3	0	30	28	6	2	0	7	0	
April	1982	46	7	4	0	0	3	0	28	31	5	3	0	8	0	
May	1982	48	7	9	0	0	2	0	24	30	5	3	0	7	0	
June	1982	47	7	12	0	0	2	0	23	29	4	2	1	8	0	
July	1982	45	7	10	1	1	2	1	25	27	5	3	2	7	0	

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

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times			High	Cant			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
August	1982	41	8	8	1	1	2	1	26	28	6	2	2	7	0	
September	1982	38	9	9	2	1	2	1	25	28	6	4	1	5	0	
October	1982	38	9	12	1	1	2	1	23	25	7	3	0	4	0	
November	1982	38	8	16	1	1	1	1	23	22	6	3	0	5	0	
December	1982	44	7	24	1	1	1	0	21	18	6	2	0	5	0	
January	1983	45	7	30	3	1	2	0	18	14	6	2	0	7	0	
February	1983	41	8	36	3	1	3	0	15	11	5	3	0	6	0	
March	1983	36	9	38	3	0	4	0	16	11	4	2	1	5	0	
April	1983	34	10	44	2	1	3	0	16	9	3	2	1	4	0	
May	1983	35	10	45	2	2	1	0	16	7	2	2	0	3	0	
June	1983	32	10	49	2	3	1	0	14	5	2	2	0	3	0	
July	1983	32	12	50	3	3	1	0	14	3	1	1	0	3	0	
August	1983	32	13	47	3	4	1	0	12	3	2	1	1	4	0	
September	1983	33	16	39	4	3	2	0	14	5	2	1	0	4	0	
October	1983	28	18	28	3	3	2	0	18	7	4	1	0	5	0	
November	1983	28	16	25	3	3	2	0	21	8	3	1	0	6	0	
December	1983	26	14	21	3	4	2	1	21	7	3	2	0	6	0	
January	1984	30	14	23	3	5	3	1	17	6	2	2	0	5	0	
February	1984	30	16	24	3	5	3	1	17	8	1	2	0	4	1	
March	1984	31	17	25	3	8	1	1	16	8	1	1	0	4	0	
April	1984	25	15	23	4	8	1	1	18	10	2	1	0	4	0	
May	1984	22	15	22	5	8	1	1	18	9	2	1	0	4	0	
June	1984	22	18	19	7	5	0	1	19	9	2	1	0	4	0	
July	1984	23	22	19	9	5	1	1	18	9	3	1	0	2	0	
August	1984	25	21	18	9	6	1	1	15	9	3	1	0	2	0	
September	1984	27	19	19	8	5	2	1	17	11	3	1	0	3	1	
October	1984	27	19	16	7	6	2	1	20	9	2	1	0	3	1	
November	1984	26	18	14	6	5	1	1	24	10	3	1	0	3	1	
December	1984	22	16	16	5	6	1	1	24	10	3	1	0	2	0	
January	1985	24	13	21	3	5	1	1	24	10	2	1	0	2	0	
February	1985	29	13	30	2	6	1	1	20	7	1	1	0	3	0	
March	1985	35	15	33	2	5	1	2	17	4	1	1	0	3	0	
April	1985	35	17	32	2	5	2	2	16	3	2	1	0	4	0	
May	1985	35	16	30	3	4	3	3	15	4	3	1	0	3	0	
June	1985	32	14	35	4	4	2	2	14	5	3	2	0	4	0	
July	1985	31	13	41	4	4	2	3	11	6	2	2	0	4	0	
August	1985	31	13	45	3	4	1	2	10	4	1	1	0	4	0	
September	1985	30	12	49	2	4	1	3	11	5	2	0	0	3	0	
October	1985	29	11	50	1	5	1	2	12	5	1	1	0	3	0	
November	1985	29	11	51	1	4	1	2	12	6	2	1	0	2	0	
December	1985	29	10	47	1	5	1	1	13	6	2	1	0	2	0	
January	1986	29	10	54	1	3	1	0	11	5	2	0	0	2	0	
February	1986	29	9	57	1	2	1	1	10	5	1	1	0	3	0	
March	1986	29	10	62	2	2	1	1	9	3	1	1	0	3	0	
April	1986	29	9	59	2	3	1	1	10	3	1	1	0	3	0	
May	1986	31	9	61	2	3	1	1	10	3	1	1	0	2	0	
June	1986	31	7	63	2	3	1	1	10	3	1	1	0	2	0	
July	1986	29	7	66	1	3	0	2	10	3	1	1	0	2	0	
August	1986	25	8	63	1	3	0	2	11	2	1	1	0	2	0	
September	1986	28	7	67	1	3	0	2	10	2	1	1	0	3	0	
October	1986	30	6	65	2	3	0	1	11	4	1	1	0	2	0	
November	1986	32	5	62	3	2	1	1	11	5	1	0	0	2	0	
December	1986	31	6	50	3	2	0	1	12	6	2	1	0	2	0	
January	1987	31	8	42	2	2	1	1	14	6	2	0	0	3	0	
February	1987	33	9	43	1	3	0	0	13	5	1	1	0	3	0	
March	1987	35	8	44	2	3	0	0	12	4	2	1	0	2	0	

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**(Three Month Moving Averages)**

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times					High	Cant	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
April	1987	37	9	44	2	2	0	0	12	3	1	1	0	3	0	
May	1987	35	10	40	3	2	0	0	13	4	2	1	0	3	0	
June	1987	34	15	37	4	2	0	1	12	5	1	1	0	3	0	
July	1987	35	14	34	4	3	1	1	12	5	1	1	0	2	0	
August	1987	42	14	33	3	2	1	1	12	5	2	0	0	3	0	
September	1987	40	13	34	3	3	1	1	15	5	2	1	1	3	0	
October	1987	38	15	34	3	1	0	1	14	5	2	1	1	2	0	
November	1987	33	13	29	4	2	0	0	15	6	1	5	0	2	0	
December	1987	37	13	21	4	2	0	0	14	9	2	6	0	2	0	
January	1988	39	12	21	4	3	0	0	13	8	3	7	0	3	0	
February	1988	39	13	21	4	3	1	0	15	8	3	4	0	3	0	
March	1988	37	11	25	5	4	2	0	15	6	3	3	0	4	0	
April	1988	38	11	24	4	4	1	0	15	6	2	2	0	3	0	
May	1988	40	12	24	6	4	1	0	13	5	1	2	0	2	0	
June	1988	40	12	20	6	4	0	0	11	6	1	3	0	2	0	
July	1988	41	13	18	6	4	0	1	11	6	0	3	0	3	0	
August	1988	39	13	17	6	5	0	1	13	6	1	3	0	3	0	
September	1988	42	12	17	6	5	0	1	15	7	1	2	0	3	0	
October	1988	41	12	17	6	4	0	0	16	9	1	2	0	3	0	
November	1988	37	13	17	6	3	0	1	15	9	1	1	0	3	0	
December	1988	32	16	15	6	2	0	1	16	9	2	1	0	3	0	
January	1989	29	17	15	7	2	0	0	17	10	2	0	0	3	0	
February	1989	31	15	15	8	3	0	0	17	10	2	2	0	2	0	
March	1989	30	13	18	8	3	1	0	17	12	2	2	0	2	0	
April	1989	31	14	20	7	3	1	0	17	13	2	2	1	1	0	
May	1989	33	15	22	6	2	0	0	18	12	2	1	1	1	0	
June	1989	36	14	23	5	2	0	0	17	8	2	1	1	2	0	
July	1989	40	13	24	4	2	0	0	17	4	1	1	1	3	0	
August	1989	42	14	22	4	2	0	0	17	6	1	1	1	3	0	
September	1989	42	13	23	3	3	0	0	16	4	2	2	0	3	0	
October	1989	41	13	19	3	3	0	0	17	4	3	2	0	4	0	
November	1989	43	10	20	2	3	0	1	19	3	2	2	0	4	0	
December	1989	45	10	17	2	1	0	1	20	4	2	1	0	3	0	
January	1990	51	9	19	2	1	0	1	18	6	2	0	0	2	0	
February	1990	57	8	16	2	1	0	2	16	6	2	1	0	3	0	
March	1990	65	6	14	1	2	0	1	16	6	2	2	0	2	0	
April	1990	66	6	13	2	1	0	1	16	5	1	3	0	3	0	
May	1990	63	6	14	2	1	0	1	14	5	1	2	0	2	0	
June	1990	57	10	15	2	1	0	1	14	6	1	2	0	3	0	
July	1990	54	10	16	1	1	0	1	14	6	2	1	0	2	0	
August	1990	48	13	14	1	1	0	0	15	7	3	3	2	3	0	
September	1990	48	12	11	2	1	1	1	16	7	3	4	5	3	0	
October	1990	46	10	8	2	1	2	1	17	6	4	8	9	4	0	
November	1990	48	8	7	2	1	2	1	18	7	4	10	9	4	0	
December	1990	46	7	6	1	1	1	0	17	7	5	12	8	3	0	
January	1991	44	8	7	1	1	1	0	15	8	5	12	7	3	0	
February	1991	50	5	9	0	1	1	0	11	5	7	12	5	2	0	
March	1991	56	7	15	0	1	1	1	9	4	7	10	4	1	0	
April	1991	65	8	17	0	1	1	0	9	3	6	5	1	1	0	
May	1991	66	8	20	1	1	1	0	10	3	7	4	1	1	0	
June	1991	65	8	18	1	1	0	0	13	3	7	4	0	1	0	
July	1991	63	7	17	1	1	0	0	14	4	7	6	0	1	0	
August	1991	62	8	17	0	1	0	0	14	5	6	5	0	2	0	
September	1991	55	8	19	0	1	0	0	16	6	7	5	0	3	0	
October	1991	53	9	19	0	0	0	0	17	6	8	5	0	2	0	
November	1991	53	7	21	0	1	0	0	18	5	8	7	0	1	0	
December	1991	57	5	23	0	0	0	0	16	5	8	8	0	1	0	

EDUCATION COLLEGE DEGREE

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

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times					High	Cant	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
January	1992	56	3	26	0	1	0	0	15	5	7	9	0	1	0	
February	1992	56	3	27	0	1	0	0	14	4	8	10	0	1	0	
March	1992	56	4	28	0	1	0	0	14	2	8	11	0	1	0	
April	1992	55	6	29	0	1	0	0	15	2	9	11	0	1	0	
May	1992	53	7	29	1	1	0	0	14	2	8	9	0	1	0	
June	1992	56	6	30	1	2	0	0	12	2	7	8	0	1	0	
July	1992	54	5	30	1	3	0	1	13	3	5	8	0	1	0	
August	1992	50	5	30	1	2	0	1	17	5	4	10	0	2	0	
September	1992	48	5	30	1	2	0	1	19	5	6	11	0	2	0	
October	1992	49	5	28	1	1	0	0	19	4	7	11	0	2	0	
November	1992	50	6	29	2	1	0	1	15	3	9	10	0	1	0	
December	1992	48	6	27	2	2	0	1	12	3	8	10	0	1	0	
January	1993	49	6	29	1	4	1	1	11	3	6	7	0	2	0	
February	1993	51	5	31	1	5	0	1	10	2	6	6	0	2	0	
March	1993	50	8	32	1	5	0	1	14	2	7	5	0	1	0	
April	1993	46	9	33	1	4	0	1	16	2	8	6	0	1	0	
May	1993	43	10	32	1	4	0	1	15	3	7	5	0	1	0	
June	1993	39	7	36	1	5	1	0	10	3	5	8	0	1	0	
July	1993	41	6	37	1	5	1	1	9	3	5	8	0	2	0	
August	1993	39	4	36	1	5	1	1	10	2	4	10	1	1	0	
September	1993	41	5	35	1	4	0	2	13	2	5	8	0	2	0	
October	1993	37	8	35	2	5	0	1	15	1	6	8	0	2	0	
November	1993	38	8	39	2	5	0	1	14	1	6	6	0	3	0	
December	1993	39	8	39	2	6	1	0	13	1	6	6	0	2	0	
January	1994	41	5	42	1	8	1	0	10	1	5	5	0	2	0	
February	1994	39	6	41	1	10	1	0	11	1	4	4	0	1	0	
March	1994	37	8	43	1	11	0	1	11	2	3	2	0	1	0	
April	1994	34	11	40	2	9	1	1	12	3	4	2	0	1	0	
May	1994	29	12	37	3	9	0	1	14	3	3	3	0	2	0	
June	1994	28	10	31	4	8	1	1	16	3	4	2	0	2	0	
July	1994	30	10	30	5	8	1	1	17	4	4	2	0	1	0	
August	1994	31	11	31	5	8	1	1	17	5	3	2	0	1	0	
September	1994	32	13	30	6	6	0	0	17	6	2	2	0	0	0	
October	1994	30	14	27	5	8	0	0	18	7	2	3	0	0	0	
November	1994	32	11	27	5	8	0	0	18	6	4	3	0	0	0	
December	1994	28	10	24	5	8	1	0	19	9	5	3	0	0	0	
January	1995	29	8	23	8	9	1	1	18	9	5	2	0	2	0	
February	1995	25	10	19	8	9	1	1	18	12	6	2	0	2	0	
March	1995	31	10	21	8	10	1	1	16	10	4	2	0	2	0	
April	1995	28	12	20	5	9	1	0	18	11	4	3	0	0	0	
May	1995	32	10	19	5	7	0	1	19	9	3	3	0	0	0	
June	1995	31	10	18	3	6	0	1	22	8	4	3	0	1	0	
July	1995	33	8	24	3	7	0	1	19	7	5	5	0	1	0	
August	1995	31	10	29	2	8	0	1	18	5	5	4	0	1	0	
September	1995	31	10	31	1	8	0	1	17	4	5	4	0	1	0	
October	1995	34	10	26	1	7	0	0	18	3	5	3	0	1	0	
November	1995	31	10	22	2	6	1	0	20	2	5	4	0	2	0	
December	1995	34	10	21	2	6	1	0	20	3	5	3	0	2	0	
January	1996	31	11	22	2	7	1	0	19	3	4	4	0	2	0	
February	1996	35	10	24	2	7	0	1	17	2	4	4	0	2	0	
March	1996	32	11	27	2	6	1	1	16	2	4	4	0	1	0	
April	1996	33	9	29	1	5	1	1	18	2	4	3	0	0	0	
May	1996	32	9	30	2	6	1	0	21	3	3	2	0	1	0	
June	1996	34	8	29	2	7	0	0	21	4	3	3	1	1	0	
July	1996	32	9	28	3	10	0	0	21	3	3	2	1	1	0	
August	1996	32	9	27	3	10	0	1	19	4	4	2	1	1	0	

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							
		Low Price;	Prices	Interest	Borrow in	Times					High	Cant	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
September 1996		29	11	26	5	9	0	1	20	4	4	2	1	2	0	
October 1996		30	10	23	4	7	1	1	21	5	3	2	0	2	0	
November 1996		31	10	23	3	7	1	0	24	5	2	2	0	1	0	
December 1996		31	9	23	2	7	1	0	23	4	2	1	0	1	0	
January 1997		31	9	23	3	9	0	0	20	3	2	1	0	2	0	
February 1997		28	8	22	2	11	0	1	21	3	3	1	0	2	0	
March 1997		29	9	22	2	13	0	0	21	3	3	0	0	2	0	
April 1997		31	8	22	2	11	1	0	22	4	3	1	0	2	0	
May 1997		32	8	23	3	13	1	1	17	4	3	1	0	1	0	
June 1997		32	10	22	3	12	1	1	15	4	3	1	0	0	0	
July 1997		29	9	26	1	14	0	1	16	3	2	1	0	0	0	
August 1997		28	8	28	2	11	0	0	17	4	2	1	0	1	0	
September 1997		30	5	28	2	10	0	1	16	4	2	1	0	2	0	
October 1997		31	6	27	1	9	1	0	15	3	2	0	1	2	0	
November 1997		30	6	22	1	9	0	1	17	2	2	0	1	1	0	
December 1997		26	7	20	1	8	1	1	19	2	2	0	1	1	0	
January 1998		29	6	23	1	6	0	1	18	1	2	0	0	1	0	
February 1998		31	6	26	1	6	0	1	15	1	1	0	0	1	0	
March 1998		34	5	32	1	8	0	1	14	1	1	0	0	1	0	
April 1998		33	5	31	1	9	0	1	13	1	0	1	0	0	0	
May 1998		31	5	31	1	11	0	1	13	1	1	1	0	1	0	
June 1998		30	5	31	1	11	1	0	11	1	0	1	0	0	0	
July 1998		29	5	31	1	11	1	1	12	0	1	1	0	0	0	
August 1998		30	4	33	1	10	1	1	11	0	1	1	0	1	1	
September 1998		33	4	31	0	11	0	1	11	1	1	2	0	1	1	
October 1998		35	3	33	0	11	0	2	8	1	1	3	0	1	1	
November 1998		37	3	35	0	11	0	2	7	1	1	3	0	1	0	
December 1998		37	3	37	0	11	0	2	7	1	1	2	0	1	0	
January 1999		37	4	39	1	12	0	2	7	1	0	1	0	1	0	
February 1999		36	5	36	1	13	0	1	8	2	0	1	0	1	0	
March 1999		37	5	35	1	12	0	1	10	2	1	1	0	1	0	
April 1999		36	5	33	1	13	0	1	12	2	1	1	1	0	0	
May 1999		35	7	34	1	16	0	1	13	1	1	0	1	1	0	
June 1999		32	8	33	1	19	0	1	11	1	0	0	1	1	0	
July 1999		30	8	32	1	19	0	1	9	1	1	1	0	1	0	
August 1999		29	7	27	1	18	0	1	10	4	1	1	0	2	0	
September 1999		27	7	25	2	17	0	2	11	4	1	2	0	2	0	
October 1999		24	7	21	2	16	0	2	13	4	1	1	0	2	0	
November 1999		27	6	22	2	15	0	1	13	2	1	1	0	2	0	
December 1999		25	5	24	2	14	0	1	15	2	1	1	0	2	0	
January 2000		29	5	23	2	14	0	1	13	2	1	1	0	2	0	
February 2000		26	5	19	3	16	0	1	11	3	0	1	0	2	0	
March 2000		29	5	16	4	17	0	1	10	4	0	1	3	2	0	
April 2000		28	6	17	4	20	1	2	9	4	0	1	5	1	0	
May 2000		29	7	20	4	19	1	2	9	4	1	1	6	0	0	
June 2000		29	7	20	4	17	1	2	8	4	1	0	5	0	0	
July 2000		30	7	21	3	16	0	1	9	5	1	0	7	1	0	
August 2000		30	5	18	2	16	1	0	9	6	1	0	7	1	0	
September 2000		28	6	17	1	16	1	0	10	6	0	1	6	1	0	
October 2000		26	6	15	2	14	1	0	10	5	1	1	5	1	0	
November 2000		27	6	15	2	12	1	0	9	3	1	1	5	1	0	
December 2000		31	6	14	2	11	1	0	9	3	2	1	6	2	0	
January 2001		33	4	16	2	9	1	0	9	3	2	2	5	1	0	
February 2001		36	3	19	2	8	0	0	7	3	3	3	4	1	0	
March 2001		36	3	25	1	6	0	0	7	2	4	5	4	1	0	
April 2001		35	3	28	1	5	0	0	7	3	5	8	4	1	0	

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							
		Low Price;	Prices	Interest	Borrow in	Times			High	Cant			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
May	2001	35	3	29	0	5	1	1	8	4	4	8	7	1	0	
June	2001	33	3	26	0	6	1	1	7	4	4	8	11	1	0	
July	2001	35	3	28	0	4	1	1	7	3	4	5	10	2	0	
August	2001	36	3	26	0	3	1	1	8	2	6	4	7	3	0	
September	2001	38	3	29	0	3	1	0	7	3	7	6	3	2	0	
October	2001	38	2	35	0	2	1	0	6	3	6	7	2	2	0	
November	2001	38	1	49	0	2	1	0	5	3	5	8	2	0	0	
December	2001	38	1	63	0	0	0	0	4	2	4	6	1	0	0	
January	2002	41	1	66	0	1	0	0	4	3	3	6	0	0	0	
February	2002	40	0	62	1	1	0	0	3	2	3	6	0	1	0	
March	2002	44	1	55	1	2	0	0	3	2	4	5	0	0	0	
April	2002	40	1	51	2	2	0	0	5	3	5	4	1	1	0	
May	2002	39	2	48	1	4	0	0	6	3	5	3	2	1	0	
June	2002	36	3	43	1	4	0	0	7	3	5	3	2	1	0	
July	2002	41	4	42	1	3	0	0	6	3	5	3	2	0	0	
August	2002	44	3	44	1	3	0	0	6	2	5	3	1	0	0	
September	2002	43	2	51	1	2	0	0	6	3	4	4	1	0	0	
October	2002	37	1	55	1	2	0	0	6	3	6	4	1	0	0	
November	2002	32	1	58	0	1	0	1	6	3	5	5	1	1	0	
December	2002	32	1	58	0	2	0	1	5	2	6	4	1	0	0	
January	2003	36	1	55	0	1	0	1	5	1	4	6	1	0	0	
February	2003	38	1	53	1	1	0	1	6	1	5	7	2	1	0	
March	2003	41	0	51	1	0	0	1	4	2	5	8	6	1	0	
April	2003	40	1	50	1	1	0	1	4	3	5	8	7	1	0	
May	2003	43	1	53	0	2	0	1	4	2	5	7	6	1	0	
June	2003	43	1	55	0	2	0	1	4	2	4	6	3	1	0	
July	2003	44	1	59	0	2	0	1	5	2	3	6	1	1	0	
August	2003	42	2	56	1	2	0	1	7	3	4	4	1	0	0	
September	2003	42	3	53	1	2	0	1	8	2	4	4	1	0	0	
October	2003	44	2	51	1	2	1	0	8	2	4	3	1	0	0	
November	2003	46	2	51	1	1	1	0	6	2	2	4	1	0	0	
December	2003	45	2	51	1	2	0	1	5	2	2	3	1	0	0	
January	2004	43	2	50	1	3	0	1	6	2	2	3	0	0	0	
February	2004	39	3	48	1	5	0	1	7	2	2	2	1	0	0	
March	2004	37	3	46	1	5	0	1	8	2	3	2	2	0	0	
April	2004	38	3	46	1	5	1	1	7	2	2	3	5	1	0	
May	2004	39	3	43	2	4	2	1	7	3	2	4	7	2	0	
June	2004	39	3	41	3	5	4	0	7	4	1	3	10	2	0	
July	2004	38	3	37	4	4	4	1	7	5	1	3	9	2	0	
August	2004	41	3	39	4	5	3	0	7	4	2	3	10	2	0	
September	2004	42	3	39	3	4	2	1	7	4	2	3	7	3	0	
October	2004	44	4	39	2	4	3	0	8	3	2	3	8	3	0	
November	2004	41	4	34	2	6	3	0	9	3	2	3	7	2	0	
December	2004	40	5	36	3	6	2	0	9	4	2	3	6	1	0	
January	2005	39	4	33	3	7	2	0	8	5	2	4	4	1	0	
February	2005	41	4	36	3	6	1	0	7	6	2	3	3	1	0	
March	2005	38	4	30	3	5	2	0	9	5	1	2	7	2	0	
April	2005	36	3	28	4	4	3	0	9	5	1	2	13	4	0	
May	2005	35	4	22	4	3	6	0	10	4	1	3	16	7	0	
June	2005	40	3	22	4	3	6	0	10	4	2	3	15	7	0	
July	2005	46	3	19	3	3	5	0	10	3	1	2	11	4	0	
August	2005	55	3	18	1	2	3	1	9	3	1	2	9	2	0	
September	2005	56	3	14	1	2	3	0	9	2	1	3	12	3	0	
October	2005	50	3	14	1	1	6	0	10	3	3	3	17	7	0	
November	2005	46	3	15	1	1	8	0	11	3	3	3	18	9	0	
December	2005	48	3	16	1	1	7	0	11	3	3	2	14	8	0	

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							
		Low Price;	Prices	Interest	Borrow in	Times			High	Cant			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
January	2006	50	2	16	0	2	7	0	10	3	3	2	9	7	1	
February	2006	47	3	15	1	3	5	0	11	4	3	2	9	7	1	
March	2006	44	3	14	1	4	6	0	10	4	3	1	11	8	0	
April	2006	43	4	14	3	5	6	1	10	4	3	2	12	7	0	
May	2006	40	3	12	3	4	7	1	9	3	3	2	17	11	0	
June	2006	40	3	10	4	3	9	1	8	3	3	2	16	12	0	
July	2006	40	2	10	2	2	9	0	9	4	3	2	15	13	0	
August	2006	46	3	11	3	1	10	0	7	6	2	2	11	9	0	
September	2006	45	3	13	2	2	9	0	8	6	3	2	13	7	0	
October	2006	48	2	13	2	2	7	0	8	6	3	1	13	8	0	
November	2006	48	1	15	2	3	5	0	8	6	4	1	11	7	0	
December	2006	49	2	15	2	3	4	0	9	5	4	1	8	8	0	
January	2007	49	2	15	2	3	4	0	9	5	4	0	6	7	0	
February	2007	49	3	14	2	5	4	1	9	3	3	1	7	7	0	
March	2007	48	3	16	1	4	3	1	9	3	3	2	7	8	0	
April	2007	48	3	20	1	3	4	1	8	3	4	2	8	8	0	
May	2007	47	3	20	1	2	5	1	9	4	4	1	9	8	1	
June	2007	44	3	17	1	3	9	1	8	4	3	2	11	10	0	
July	2007	44	3	12	1	4	9	0	9	3	2	2	12	9	0	
August	2007	42	2	13	2	4	9	1	8	4	3	2	10	9	0	
September	2007	45	2	15	2	3	7	1	9	4	4	3	8	5	0	
October	2007	43	3	16	1	3	7	1	9	6	6	4	6	4	0	
November	2007	44	3	16	1	3	6	0	10	6	6	5	6	4	0	
December	2007	43	2	15	0	2	5	0	11	7	6	4	7	4	0	
January	2008	41	2	13	0	2	4	0	10	7	7	4	10	5	0	
February	2008	41	1	14	0	1	4	0	10	7	7	5	9	6	0	
March	2008	41	2	17	0	1	5	0	9	5	9	7	9	7	0	
April	2008	41	2	18	0	0	5	0	9	5	11	8	9	6	0	
May	2008	41	3	15	0	1	6	0	7	5	12	9	13	8	0	
June	2008	42	2	12	0	0	8	0	8	4	10	7	16	11	0	
July	2008	44	1	10	0	0	9	0	9	3	9	7	18	13	0	
August	2008	45	1	9	0	0	8	0	10	3	10	6	18	14	0	
September	2008	46	0	10	0	0	6	1	9	5	12	8	15	14	0	
October	2008	47	1	11	0	0	5	1	10	10	12	7	11	14	0	
November	2008	51	1	13	0	0	3	1	9	12	12	10	7	13	0	
December	2008	57	1	12	0	0	2	0	8	11	10	10	4	10	0	
January	2009	66	0	16	0	0	1	0	7	9	8	10	2	7	0	
February	2009	72	0	17	0	0	1	0	6	7	6	9	1	5	0	
March	2009	71	0	19	0	0	1	0	5	7	6	12	1	5	0	
April	2009	68	0	17	0	1	1	0	4	4	6	12	1	4	0	
May	2009	66	1	19	0	1	1	0	5	4	7	10	1	4	0	
June	2009	67	1	17	0	0	1	0	4	4	7	7	1	4	0	
July	2009	69	1	16	0	0	1	0	5	6	7	7	2	4	0	
August	2009	67	1	11	0	1	1	0	4	5	6	9	2	5	0	
September	2009	66	2	11	0	1	2	0	5	4	5	8	2	6	0	
October	2009	64	2	14	0	1	2	0	6	5	5	8	2	6	0	
November	2009	63	2	15	1	2	2	0	7	5	7	8	2	6	0	
December	2009	63	2	17	1	1	2	0	8	6	7	9	2	5	0	
January	2010	62	2	17	0	2	3	0	8	6	8	10	1	5	0	
February	2010	59	2	19	0	2	4	0	8	8	8	10	1	6	0	
March	2010	58	2	20	0	2	3	0	7	8	8	9	1	7	0	
April	2010	61	2	23	1	2	3	0	8	7	7	7	1	6	0	
May	2010	66	2	23	1	2	3	0	7	4	6	7	2	5	0	
June	2010	68	2	26	1	2	3	0	7	3	5	6	2	3	0	
July	2010	64	2	25	1	2	4	1	6	3	8	7	2	4	0	
August	2010	63	2	27	0	2	5	1	7	4	9	7	2	4	0	
September	2010	59	2	25	0	2	5	1	8	4	10	9	2	4	0	

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							
		Low Price;	Prices	Interest	Borrow in	Times			High	Cant			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
October	2010	58	3	27	0	1	4	0	9	5	10	10	1	3	0	
November	2010	55	3	26	0	2	4	0	9	5	10	11	1	3	0	
December	2010	56	3	27	1	2	3	0	10	5	10	9	1	3	0	
January	2011	52	3	25	0	3	3	0	11	6	9	7	3	3	0	
February	2011	52	5	23	0	3	3	0	9	5	8	7	3	3	0	
March	2011	50	5	22	0	3	6	0	9	4	7	7	4	3	0	
April	2011	50	6	23	1	2	7	0	9	3	6	7	4	3	1	
May	2011	49	4	22	1	2	9	0	11	5	6	4	6	4	2	
June	2011	44	5	20	1	1	10	0	12	4	10	5	6	6	2	
July	2011	42	3	18	0	2	9	0	13	6	13	6	6	5	1	
August	2011	39	3	19	0	3	7	0	12	6	13	9	6	5	1	
September	2011	41	3	21	0	2	5	0	10	6	13	10	4	4	1	
October	2011	43	2	24	0	2	4	1	11	5	14	11	2	4	0	
November	2011	46	1	26	0	1	4	1	12	4	14	10	2	3	0	
December	2011	45	1	26	0	2	5	1	12	5	13	10	2	3	0	
January	2012	46	1	25	0	4	5	1	12	5	11	8	2	4	0	
February	2012	44	2	24	1	4	5	1	13	5	10	8	2	4	0	
March	2012	44	3	26	1	4	6	1	14	3	10	8	3	4	0	
April	2012	43	3	29	0	3	7	1	12	3	9	7	4	4	0	
May	2012	44	3	30	0	4	9	1	11	3	9	6	4	4	0	
June	2012	44	2	28	0	4	8	1	10	4	9	5	3	4	0	
July	2012	46	3	27	0	4	6	1	11	5	10	4	2	3	0	
August	2012	45	4	27	0	3	5	0	11	5	8	6	3	2	0	
September	2012	45	5	30	0	4	6	0	12	4	7	6	2	2	0	
October	2012	41	5	29	0	5	6	0	12	4	7	7	3	2	0	
November	2012	37	4	29	0	6	6	1	12	4	8	6	2	2	0	
December	2012	37	4	28	0	5	6	1	12	4	7	7	3	2	0	
January	2013	41	3	28	0	4	6	1	10	5	8	7	2	3	0	
February	2013	44	4	27	0	4	6	1	10	4	7	7	3	3	0	
March	2013	41	4	28	0	6	5	1	12	3	8	6	3	3	0	
April	2013	35	5	29	1	8	4	1	14	2	8	6	3	3	0	
May	2013	35	6	33	1	8	5	1	11	3	8	6	2	2	0	
June	2013	33	4	35	2	10	5	0	10	3	8	5	2	2	0	
July	2013	35	4	36	2	10	5	1	8	3	5	5	2	3	0	
August	2013	34	4	34	2	10	5	1	9	4	6	4	2	3	0	
September	2013	35	5	32	3	8	5	1	10	4	6	5	2	3	0	
October	2013	33	6	31	3	8	5	1	10	4	7	7	1	2	0	
November	2013	31	6	29	2	9	5	1	10	4	7	9	1	2	0	
December	2013	29	6	29	2	10	5	1	10	5	7	9	1	3	0	
January	2014	31	5	29	3	11	6	0	11	4	7	8	1	3	0	
February	2014	35	5	33	2	10	6	1	12	4	7	6	0	2	0	
March	2014	37	5	31	2	8	6	0	11	4	7	6	1	2	0	
April	2014	36	5	29	1	7	6	0	10	5	7	6	1	3	0	
May	2014	33	6	25	1	8	7	0	12	4	7	5	2	4	0	
June	2014	32	7	26	2	10	6	1	13	3	7	5	2	4	0	
July	2014	30	7	27	2	10	4	1	14	2	5	4	2	5	0	
August	2014	30	7	28	2	10	2	1	12	4	5	4	2	6	0	
September	2014	30	7	29	2	10	3	0	12	4	6	3	1	6	0	
October	2014	33	6	30	1	10	4	0	11	5	7	4	1	4	0	
November	2014	34	4	31	1	9	6	0	11	3	6	5	1	3	0	
December	2014	32	4	30	1	9	6	1	12	4	6	5	1	4	0	
January	2015	31	5	31	2	12	5	1	13	2	6	3	1	4	0	
February	2015	32	5	29	2	14	4	1	13	3	6	2	1	4	0	
March	2015	32	6	29	2	15	5	1	13	3	6	2	1	3	0	
April	2015	31	6	29	2	14	5	1	12	4	6	3	1	3	0	
May	2015	28	6	30	2	14	6	1	12	3	5	4	0	4	0	



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							
		Low Price;	Prices	Interest	Borrow in	Times			High	Cant			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
June	2015	27	5	32	3	14	5	1	12	2	4	4	1	3	0	
July	2015	29	4	31	2	15	5	0	13	2	4	4	1	3	0	
August	2015	28	5	32	3	13	4	0	14	3	4	4	1	3	0	
September	2015	29	4	32	2	12	4	0	14	3	4	4	1	4	0	
October	2015	29	4	32	3	11	3	0	14	2	5	4	1	5	0	
November	2015	30	2	33	3	12	4	0	12	2	5	3	0	4	0	
December	2015	32	3	33	4	11	3	0	10	3	6	3	1	3	0	
January	2016	33	4	33	4	11	4	0	9	4	4	3	0	3	0	
February	2016	35	5	32	4	10	3	0	8	5	4	4	1	3	0	
March	2016	31	6	31	3	10	4	0	8	4	3	4	1	3	0	
April	2016	29	6	32	3	9	4	0	9	5	3	4	1	4	0	
May	2016	26	7	33	3	11	4	1	10	4	3	4	1	4	0	
June	2016	27	6	32	4	12	4	1	11	3	2	3	1	4	0	
July	2016	28	5	33	2	13	3	1	11	2	2	4	1	3	0	
August	2016	29	5	33	2	12	4	1	12	3	3	4	0	3	0	
September	2016	28	5	34	1	11	4	1	11	3	3	4	0	3	0	
October	2016	26	5	32	2	11	4	1	12	4	4	4	0	3	0	
November	2016	24	4	32	2	11	3	1	11	4	4	5	0	3	0	
December	2016	25	5	29	3	11	3	1	12	6	4	5	0	3	0	
January	2017	25	6	25	4	14	2	1	11	5	4	5	1	2	0	
February	2017	26	8	22	4	14	2	1	10	4	3	6	1	3	0	
March	2017	26	9	22	4	17	3	1	9	3	3	6	1	2	0	
April	2017	25	10	24	4	15	3	1	11	3	2	5	1	1	0	
May	2017	27	8	23	4	15	3	1	10	3	3	5	0	1	0	
June	2017	30	6	24	4	12	3	1	11	4	2	5	1	2	0	
July	2017	32	4	23	3	10	3	1	13	5	3	5	1	3	0	
August	2017	30	4	26	2	10	3	0	15	5	3	4	1	3	0	
September	2017	28	4	24	3	12	3	1	15	4	3	4	1	3	0	
October	2017	28	4	25	3	14	3	1	13	3	3	4	1	3	0	
November	2017	27	5	25	3	14	3	1	12	4	3	4	1	4	0	
December	2017	28	5	25	4	15	3	1	12	4	2	4	1	3	0	
January	2018	28	5	24	4	15	3	1	12	5	3	4	1	3	0	
February	2018	28	6	21	6	17	2	1	12	6	2	4	1	3	0	
March	2018	27	8	21	5	15	1	1	13	5	3	4	1	4	0	
April	2018	25	10	21	6	15	1	1	14	5	2	3	1	3	0	
May	2018	24	10	21	5	14	2	1	16	5	3	3	1	3	0	
June	2018	24	8	20	5	14	2	1	17	5	3	3	1	4	0	
July	2018	23	8	17	5	13	2	1	20	6	3	3	1	4	0	
August	2018	21	9	14	4	14	1	1	19	7	3	3	1	3	0	
September	2018	18	12	14	4	15	2	1	19	7	2	2	1	2	0	
October	2018	17	12	14	3	15	2	1	19	7	2	3	0	2	0	
November	2018	20	12	15	4	14	2	0	20	5	2	4	0	2	0	
December	2018	23	9	14	4	12	1	0	22	6	3	4	1	2	0	
January	2019	26	7	14	3	11	1	0	20	6	4	5	1	2	0	
February	2019	25	7	15	3	12	1	1	19	6	4	5	1	3	0	
March	2019	25	7	17	3	14	1	1	17	6	3	5	1	4	0	
April	2019	23	7	17	3	16	1	1	17	6	2	4	0	5	0	
May	2019	24	7	19	2	16	1	1	17	5	2	3	1	5	0	
June	2019	24	8	18	2	17	1	1	18	4	2	3	1	4	0	
July	2019	25	9	18	1	16	1	1	19	3	2	4	1	4	0	
August	2019	24	8	19	0	16	1	1	20	4	3	5	1	3	0	
September	2019	24	6	20	0	15	1	1	21	4	3	6	2	3	0	
October	2019	23	7	20	0	15	1	1	20	4	3	6	2	3	0	
November	2019	27	7	21	0	14	1	1	20	3	2	7	1	4	0	
December	2019	27	6	21	0	16	1	1	20	3	2	6	1	3	0	
January	2020	27	5	22	1	18	1	1	19	3	2	5	1	3	0	

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							
		Low Price;	Prices	Interest	Borrow in	Times			High	Cant			Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
February	2020	23	6	22	1	20	2	1	17	2	3	4	1	4	0	
March	2020	24	6	22	1	16	2	1	16	2	4	6	1	4	1	
April	2020	34	4	21	0	11	1	1	12	3	7	14	0	3	1	
May	2020	46	2	24	0	6	0	1	9	3	8	18	0	2	2	
June	2020	55	1	26	0	3	0	2	6	4	9	20	0	1	2	
July	2020	55	1	28	0	3	0	2	6	4	8	17	0	1	2	
August	2020	50	1	27	0	3	0	2	8	4	8	18	0	1	2	
September	2020	44	2	27	0	4	0	2	10	4	8	17	0	1	2	
October	2020	39	2	28	0	6	0	3	11	3	8	17	0	1	3	
November	2020	37	2	28	0	6	1	2	10	4	10	15	0	1	3	
December	2020	38	1	28	0	5	1	3	10	4	11	14	0	1	2	
January	2021	40	2	27	0	6	1	2	11	4	10	12	0	2	2	
February	2021	39	3	26	1	7	1	3	12	4	8	13	0	2	1	
March	2021	34	4	23	0	9	1	3	15	4	7	12	1	2	2	
April	2021	28	4	23	1	10	1	3	17	3	6	11	2	2	5	
May	2021	24	4	22	1	11	1	3	21	2	5	8	2	4	10	
June	2021	20	4	20	1	9	1	3	29	2	5	5	2	3	18	
July	2021	18	4	14	1	6	1	3	39	2	4	4	1	3	26	
August	2021	16	3	11	0	5	1	3	46	2	3	3	1	1	31	
September	2021	13	3	9	0	4	1	4	47	2	3	4	1	2	37	
October	2021	14	2	8	0	4	0	4	47	2	2	4	2	3	42	
November	2021	11	2	6	0	4	1	4	48	2	3	3	1	3	47	
December	2021	11	3	7	0	3	1	3	52	3	3	2	2	3	47	
January	2022	8	4	5	0	2	1	3	58	3	4	2	1	2	49	
February	2022	7	3	5	0	2	1	3	61	5	3	2	1	2	51	
March	2022	7	3	3	0	2	1	3	62	5	3	2	2	2	50	
April	2022	8	3	3	1	3	1	3	61	6	2	3	3	2	48	
May	2022	10	3	3	1	2	1	3	60	7	2	3	5	2	46	
June	2022	8	3	1	1	3	1	3	61	11	2	2	5	2	46	
July	2022	9	4	1	1	2	1	4	61	14	3	2	5	3	43	
August	2022	10	4	0	2	2	1	5	61	16	3	2	5	3	38	
September	2022	11	3	1	2	1	1	6	60	17	4	3	4	3	34	
October	2022	11	3	1	1	1	0	7	57	18	4	3	3	3	31	
November	2022	11	3	1	1	1	0	7	55	22	4	3	3	2	30	
December	2022	11	3	1	1	1	0	7	52	25	4	4	3	3	29	
January	2023	14	3	2	1	1	1	8	49	28	5	4	3	3	24	
February	2023	16	3	2	1	1	1	9	46	27	5	5	2	3	19	
March	2023	19	3	2	1	2	1	8	46	26	5	4	1	2	15	
April	2023	17	4	2	1	1	0	8	46	28	5	4	1	2	15	
May	2023	17	3	2	1	2	0	9	47	29	5	4	1	2	14	
June	2023	14	3	2	1	1	0	9	46	28	5	4	2	3	14	
July	2023	15	4	3	1	3	0	10	46	25	6	4	2	3	14	
August	2023	15	5	3	2	3	0	9	46	26	6	3	1	3	12	
September	2023	16	4	3	2	2	0	9	46	28	5	2	1	2	11	
October	2023	14	5	2	1	1	1	7	48	31	5	2	1	2	11	
November	2023	14	4	3	1	1	1	6	47	34	5	3	1	2	11	
December	2023	15	4	4	1	1	0	6	44	35	4	3	1	2	10	
January	2024	18	3	6	1	3	0	7	41	34	4	2	0	3	8	
February	2024	20	3	7	1	3	0	8	40	29	4	3	0	3	6	
March	2024	21	4	8	0	3	1	8	40	25	4	2	0	3	5	
April	2024	19	5	7	1	3	1	8	39	25	4	3	1	3	4	
May	2024	17	4	6	0	2	1	8	39	27	4	1	1	3	4	
June	2024	15	3	4	0	2	0	7	40	29	4	2	1	3	4	
July	2024	15	3	4	0	1	0	6	39	29	4	2	1	3	3	
August	2024	15	3	4	0	1	0	5	40	28	4	2	1	3	3	
September	2024	14	3	6	0	1	0	5	38	27	3	2	0	4	3	
October	2024	13	4	7	0	1	0	5	38	25	4	2	0	4	4	

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	High Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
November	2024	14	5	7	0	1	0	4	37	24	4	2	1	4	3
December	2024	13	7	5	0	1	0	4	38	21	4	3	1	3	3
January	2025	14	9	4	0	0	0	4	37	20	3	3	0	3	3
February	2025	11	11	3	0	0	0	3	37	19	2	3	0	3	2