

EDUCATION HIGH SCHOOL OR LESS

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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	Prices	Interest	Afford	Uncertain	Prices	Select.;
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
March	1978	7	20	0	0	1	1	15	1	2	1	1	4
April	1978	9	32	0	0	2	2	22	1	3	1	2	7
May	1978	7	35	1	1	2	2	21	2	4	0	1	7
June	1978	5	35	1	0	3	3	24	3	3	0	1	8
July	1978	7	36	1	1	3	3	26	4	3	1	1	9
August	1978	7	34	1	1	3	2	29	4	2	1	1	10
September	1978	6	34	0	1	3	2	28	3	2	1	1	11
October	1978	4	34	0	1	2	2	27	2	2	1	0	10
November	1978	4	34	0	1	1	2	26	3	3	1	1	10
December	1978	4	32	0	1	1	2	29	4	3	1	2	8
January	1979	5	29	1	1	1	2	31	5	3	1	4	8
February	1979	6	30	1	1	1	3	31	6	3	1	4	7
March	1979	6	31	0	1	1	4	29	7	3	1	8	7
April	1979	5	31	0	2	1	7	26	6	3	2	12	8
May	1979	4	28	0	2	1	10	25	6	4	2	18	9
June	1979	5	24	0	2	0	12	25	5	4	2	22	10
July	1979	6	19	0	1	0	11	27	6	5	2	24	10
August	1979	9	17	0	1	0	11	27	6	4	2	24	9
September	1979	15	16	0	1	1	10	27	8	5	2	20	9
October	1979	16	18	0	2	1	8	27	8	5	2	16	9
November	1979	15	18	0	2	1	7	29	10	5	1	13	10
December	1979	14	18	0	2	1	8	31	13	5	2	12	8
January	1980	13	18	1	1	1	8	32	14	7	3	14	8
February	1980	16	19	1	1	1	10	29	13	6	3	17	8
March	1980	13	20	1	1	1	11	29	15	6	2	18	9
April	1980	13	17	1	1	1	13	28	19	4	2	18	9
May	1980	14	13	1	1	0	11	31	25	6	2	17	8
June	1980	18	10	1	1	0	8	29	25	5	3	14	7
July	1980	21	10	2	1	0	5	27	21	6	4	9	8
August	1980	21	11	2	1	0	5	27	16	7	3	7	10
September	1980	19	14	3	1	0	6	29	12	7	2	7	11
October	1980	16	16	2	2	1	9	29	12	8	1	6	12
November	1980	15	17	2	2	1	8	29	12	6	2	5	11
December	1980	12	15	1	2	1	7	30	19	7	2	5	11
January	1981	13	14	2	1	1	4	32	24	5	2	5	10
February	1981	14	13	2	2	0	3	34	28	6	2	6	10
March	1981	18	12	2	1	0	2	35	25	6	3	7	9
April	1981	19	14	1	1	1	2	35	24	6	3	7	8
May	1981	20	14	2	1	1	3	34	20	5	4	6	9
June	1981	16	15	2	1	1	4	33	22	5	2	3	8
July	1981	15	13	2	1	1	5	34	24	5	1	3	10
August	1981	13	14	2	1	0	4	34	27	6	1	4	8
September	1981	13	15	3	1	1	3	34	29	5	2	4	9
October	1981	13	14	4	1	1	2	36	30	6	2	3	9
November	1981	15	13	4	1	1	2	37	29	7	2	2	9
December	1981	17	12	4	0	0	1	39	26	8	2	2	9
January	1982	20	11	4	1	0	1	37	26	10	3	3	9

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
February	1982	22	10	3	1	0	1	37	28	11	5	3	9
March	1982	27	8	3	1	0	1	34	29	13	5	2	8
April	1982	28	7	4	0	1	1	34	28	12	6	1	8
May	1982	29	8	5	1	1	1	32	27	12	5	1	7
June	1982	25	8	5	1	1	1	35	27	11	4	1	8
July	1982	23	9	4	1	1	1	33	29	11	3	1	9
August	1982	19	8	4	1	1	1	35	31	10	4	2	9
September	1982	19	8	4	1	1	1	33	30	12	4	1	8
October	1982	20	7	5	1	2	1	33	26	13	4	1	8
November	1982	21	7	10	1	1	1	30	22	14	5	0	8
December	1982	23	6	15	1	1	1	27	18	13	6	0	8
January	1983	22	6	22	1	1	1	27	18	12	5	1	5
February	1983	19	6	25	1	1	1	29	15	12	4	1	5
March	1983	17	7	27	1	1	1	29	14	13	3	1	5
April	1983	17	9	29	1	2	1	26	13	11	3	0	5
May	1983	19	10	31	1	3	1	23	12	8	3	0	5
June	1983	20	12	32	1	3	1	22	11	7	2	1	6
July	1983	20	11	30	1	4	1	22	9	7	3	1	6
August	1983	19	11	27	2	4	1	22	9	8	2	1	6
September	1983	21	13	25	3	4	1	21	10	8	2	0	5
October	1983	21	15	21	3	3	2	23	9	7	2	0	5
November	1983	20	16	17	2	3	2	25	10	6	2	0	6
December	1983	18	14	14	2	4	2	27	10	5	3	0	6
January	1984	17	14	15	2	4	1	24	10	4	1	0	6
February	1984	18	15	14	2	5	1	22	9	4	2	0	5
March	1984	19	18	16	3	6	1	19	7	5	1	1	5
April	1984	17	17	15	4	6	1	21	7	5	2	1	5
May	1984	17	17	13	4	5	2	21	8	4	2	1	4
June	1984	16	17	11	5	5	2	22	9	4	2	0	3
July	1984	17	18	11	5	5	1	22	8	3	2	0	3
August	1984	16	17	11	5	4	1	23	10	5	2	0	3
September	1984	16	18	10	5	4	1	23	9	5	2	0	3
October	1984	16	17	8	4	4	1	23	10	5	3	0	3
November	1984	16	17	10	3	5	0	24	9	5	3	0	4
December	1984	15	15	10	3	5	0	24	11	6	3	0	4
January	1985	17	14	14	2	6	0	23	10	7	3	0	4
February	1985	20	14	14	1	5	0	22	10	7	2	0	4
March	1985	23	15	17	1	4	0	22	7	6	3	0	4
April	1985	24	15	17	2	3	1	23	7	5	2	0	4
May	1985	23	14	19	3	4	1	23	7	5	2	0	4
June	1985	21	13	21	3	4	1	22	7	5	2	0	4
July	1985	21	13	25	2	4	1	20	6	5	3	0	3
August	1985	21	13	28	2	4	1	20	5	5	2	0	3
September	1985	22	12	32	2	2	1	18	5	4	2	0	3
October	1985	21	12	33	2	2	1	20	5	4	1	0	3
November	1985	19	11	34	2	2	1	19	6	4	2	0	2
December	1985	19	11	31	2	2	1	21	6	4	2	0	3
January	1986	19	9	34	2	3	1	19	6	4	2	0	3
February	1986	19	8	38	2	3	1	17	5	5	2	0	3
March	1986	18	8	45	2	4	0	15	4	6	1	0	3
April	1986	18	8	46	2	3	1	16	4	5	1	0	3

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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; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
May	1986	19	6	48	2	3	0	15	4	6	1	0	3
June	1986	20	7	49	2	3	1	14	4	5	2	1	3
July	1986	21	7	48	2	5	1	13	3	5	1	1	2
August	1986	21	9	47	3	4	1	13	4	5	2	0	2
September	1986	20	9	50	2	3	0	14	4	4	1	0	2
October	1986	20	7	53	2	2	0	13	5	4	1	0	1
November	1986	20	7	50	2	2	0	15	6	3	0	0	2
December	1986	19	7	45	2	2	0	16	6	3	1	0	2
January	1987	18	9	38	2	2	0	18	6	5	1	0	2
February	1987	21	9	36	2	2	1	17	5	5	2	0	2
March	1987	23	7	33	1	2	0	17	5	5	3	1	1
April	1987	26	8	34	2	2	1	16	3	4	3	1	1
May	1987	25	10	35	2	2	0	17	3	4	3	1	2
June	1987	24	13	34	3	1	1	17	4	4	2	0	2
July	1987	25	14	32	2	1	1	17	5	4	2	1	3
August	1987	26	12	31	2	1	1	17	5	3	1	1	3
September	1987	26	11	31	3	2	1	17	4	4	1	1	4
October	1987	23	12	28	4	4	1	19	5	4	2	0	4
November	1987	22	13	23	4	4	1	20	7	5	4	0	3
December	1987	23	13	19	3	4	1	20	9	5	5	0	3
January	1988	28	12	19	3	2	1	20	7	5	4	0	4
February	1988	28	12	19	2	2	0	18	7	5	2	0	4
March	1988	28	12	17	3	3	0	21	6	5	2	0	3
April	1988	27	12	18	2	3	0	20	7	7	1	0	3
May	1988	26	13	17	3	3	0	21	6	6	2	0	2
June	1988	25	15	17	2	3	0	19	5	4	2	0	3
July	1988	25	15	14	3	4	0	19	6	3	2	0	3
August	1988	26	15	13	3	3	0	19	6	3	2	0	3
September	1988	26	14	13	3	3	0	19	8	3	2	0	3
October	1988	26	15	12	6	3	1	21	7	3	1	0	4
November	1988	27	13	12	5	4	1	21	6	3	2	0	4
December	1988	26	13	11	6	5	1	19	6	4	2	0	3
January	1989	25	16	11	5	6	1	18	6	3	3	0	3
February	1989	25	16	12	6	5	1	17	7	4	2	0	3
March	1989	25	15	12	5	5	1	19	8	4	1	0	4
April	1989	26	13	17	5	3	0	18	8	4	2	0	4
May	1989	25	12	18	4	3	0	17	9	5	2	1	3
June	1989	27	13	21	3	3	1	17	6	4	2	2	3
July	1989	26	14	17	2	4	1	18	6	4	1	1	3
August	1989	27	14	18	2	3	1	21	6	3	2	1	3
September	1989	27	14	16	3	3	1	21	7	4	2	0	2
October	1989	30	13	15	3	3	0	20	8	5	2	0	2
November	1989	33	13	13	2	2	0	20	8	5	1	0	3
December	1989	35	13	12	2	2	0	21	7	5	1	0	3
January	1990	36	12	10	2	2	0	22	5	4	2	0	4
February	1990	35	11	9	2	3	0	24	6	5	2	0	3
March	1990	36	11	9	2	3	0	24	5	5	2	0	4
April	1990	36	12	10	2	3	0	24	5	6	1	0	3
May	1990	34	15	10	2	2	1	22	5	4	2	0	3
June	1990	33	15	10	3	3	1	21	7	4	2	0	3
July	1990	34	14	9	3	2	1	20	7	4	2	0	3

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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; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<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>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
August	1990	33	14	8	2	2	0	21	8	5	3	1	3
September	1990	30	14	8	2	1	1	21	8	5	4	5	3
October	1990	27	13	6	3	0	2	22	9	6	6	9	3
November	1990	28	14	5	3	0	2	19	9	7	7	10	3
December	1990	29	11	5	3	1	1	20	9	8	11	9	3
January	1991	28	10	6	2	1	1	18	8	10	11	6	2
February	1991	31	6	8	1	1	1	18	6	11	12	5	2
March	1991	33	6	10	1	1	1	18	5	12	8	3	2
April	1991	38	7	11	1	1	1	19	4	12	6	2	3
May	1991	38	9	13	1	2	1	22	6	12	4	0	3
June	1991	37	10	12	1	1	1	23	6	12	4	0	3
July	1991	35	9	14	1	2	1	22	6	10	5	0	2
August	1991	36	9	14	1	2	0	20	4	11	6	0	2
September	1991	38	8	13	1	2	0	20	5	11	5	0	1
October	1991	36	10	11	1	1	0	21	5	12	4	0	3
November	1991	35	10	12	1	2	0	23	6	13	6	0	3
December	1991	33	10	13	1	1	1	23	8	13	8	0	4
January	1992	36	7	17	1	1	1	21	6	14	11	0	3
February	1992	36	7	17	1	1	1	19	5	13	12	0	3
March	1992	38	7	19	1	2	0	19	2	13	11	0	3
April	1992	35	8	20	1	2	0	20	2	11	10	0	3
May	1992	33	7	22	2	1	0	18	3	12	8	1	3
June	1992	31	8	25	2	1	1	17	4	10	7	1	3
July	1992	33	8	24	2	1	1	18	4	11	6	1	3
August	1992	35	8	23	2	2	1	20	4	11	7	0	3
September	1992	34	9	20	1	2	0	21	4	11	8	0	2
October	1992	31	9	20	1	3	1	20	4	11	9	0	3
November	1992	27	9	22	2	3	1	19	4	11	8	0	2
December	1992	28	9	24	2	4	1	16	4	11	6	0	2
January	1993	30	8	25	1	4	0	16	3	12	6	0	1
February	1993	31	7	22	1	4	0	16	4	10	6	0	2
March	1993	27	6	22	1	4	0	16	4	10	7	0	3
April	1993	26	7	23	2	5	0	16	4	8	8	0	3
May	1993	26	9	26	2	5	0	15	3	9	6	0	3
June	1993	28	10	25	2	5	0	16	3	10	5	1	2
July	1993	28	11	26	1	4	0	17	2	11	4	0	3
August	1993	27	11	24	1	4	0	19	3	10	4	0	2
September	1993	27	10	25	1	4	1	18	3	10	4	0	2
October	1993	26	10	22	1	5	1	20	5	10	4	0	1
November	1993	27	8	24	2	4	1	20	4	11	4	0	1
December	1993	25	8	25	2	6	0	21	3	9	3	0	1
January	1994	27	7	28	2	7	0	19	2	9	2	0	2
February	1994	29	7	31	1	7	0	17	2	6	2	0	2
March	1994	30	10	28	2	7	0	17	3	5	1	0	2
April	1994	30	13	27	3	7	0	16	2	5	1	0	1
May	1994	27	16	24	4	7	0	16	2	6	2	0	1
June	1994	27	14	25	4	7	0	14	3	6	2	0	1
July	1994	25	15	25	4	7	1	16	4	5	2	1	2
August	1994	25	14	21	3	8	0	16	6	5	1	1	2
September	1994	23	15	21	2	8	0	18	4	5	1	0	2
October	1994	22	15	20	3	9	0	18	5	5	2	0	2

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
November 1994		20	14	21	3	9	1	20	4	6	1	0	2
December 1994		21	14	17	4	10	1	18	4	7	1	0	2
January 1995		23	13	15	4	10	1	19	5	7	1	0	2
February 1995		23	15	13	4	9	0	21	6	6	2	0	2
March 1995		23	15	11	4	7	0	24	8	6	2	0	2
April 1995		21	14	11	4	7	0	26	9	6	2	0	4
May 1995		22	14	11	4	8	1	28	9	6	2	0	3
June 1995		22	13	15	3	7	0	26	7	5	2	0	3
July 1995		25	14	15	2	6	1	24	5	5	2	0	1
August 1995		24	12	15	2	7	0	23	4	6	2	0	1
September 1995		23	14	13	2	7	0	24	4	7	2	0	2
October 1995		25	13	13	2	6	0	27	4	8	2	0	2
November 1995		27	12	14	2	6	0	24	3	8	1	0	2
December 1995		26	11	15	1	6	0	23	3	9	1	0	2
January 1996		24	11	16	2	6	0	21	3	10	2	0	2
February 1996		22	11	17	1	5	0	23	4	10	2	0	2
March 1996		21	10	17	2	6	0	25	4	10	3	0	2
April 1996		19	12	18	1	6	0	26	4	8	4	0	2
May 1996		21	13	17	2	6	0	23	4	7	4	0	2
June 1996		21	13	17	2	6	0	23	4	6	5	1	3
July 1996		22	14	17	2	6	0	23	3	5	3	1	2
August 1996		22	14	18	2	6	0	23	3	4	2	0	3
September 1996		23	16	16	2	6	0	21	3	4	1	0	2
October 1996		22	16	15	3	6	1	22	3	5	2	0	3
November 1996		22	14	14	3	5	0	22	4	6	1	0	2
December 1996		21	14	14	2	5	0	23	3	5	2	1	2
January 1997		23	13	13	2	8	0	21	3	6	2	1	2
February 1997		21	14	14	2	11	0	21	3	5	2	0	1
March 1997		21	14	16	2	12	0	23	4	6	1	0	2
April 1997		20	13	16	2	9	0	22	5	6	1	0	2
May 1997		24	14	15	2	8	0	21	5	5	1	0	2
June 1997		27	14	16	2	9	0	16	4	4	1	0	1
July 1997		24	14	17	2	10	0	15	4	3	0	0	2
August 1997		20	12	16	2	9	0	15	4	3	0	0	3
September 1997		18	12	15	2	8	0	18	3	3	1	0	3
October 1997		18	11	16	2	8	1	18	3	3	1	0	3
November 1997		20	10	15	2	8	1	20	3	2	1	0	2
December 1997		20	9	14	1	7	0	19	3	3	1	0	2
January 1998		20	8	16	0	6	0	18	2	2	1	0	1
February 1998		22	7	17	0	6	0	17	3	2	1	0	1
March 1998		22	7	20	1	7	0	16	2	2	0	0	1
April 1998		23	6	21	1	8	0	20	2	1	0	0	2
May 1998		23	6	22	1	6	0	21	2	1	0	0	2
June 1998		24	8	22	1	7	0	19	2	2	1	0	1
July 1998		22	8	22	1	6	0	17	3	3	1	0	1
August 1998		20	9	19	0	7	0	15	2	3	1	0	1
September 1998		19	7	18	0	6	0	16	3	3	1	0	2
October 1998		23	7	21	0	7	0	15	2	2	1	0	2
November 1998		24	5	26	1	6	0	15	2	2	1	0	2
December 1998		26	6	27	0	6	0	14	2	3	1	0	2

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
January	1999	23	6	25	1	4	0	15	2	3	1	0	1
February	1999	24	8	23	1	6	0	14	2	3	1	0	1
March	1999	27	8	23	1	7	0	13	2	2	1	0	1
April	1999	28	7	27	1	8	0	14	2	2	1	0	2
May	1999	25	8	26	1	9	0	16	2	2	0	1	2
June	1999	20	8	23	1	9	0	18	2	2	0	0	3
July	1999	18	9	21	1	10	0	18	2	2	0	0	3
August	1999	18	9	19	1	9	0	18	3	2	1	0	3
September	1999	16	7	20	2	9	0	16	3	3	1	0	2
October	1999	17	7	17	1	10	0	14	4	3	1	0	2
November	1999	17	6	16	2	10	0	13	4	4	1	0	2
December	1999	19	7	15	1	10	0	13	4	4	1	0	2
January	2000	20	7	14	2	9	0	14	3	3	1	0	1
February	2000	22	8	15	2	10	0	14	4	1	1	0	1
March	2000	19	8	15	2	10	0	17	4	2	0	3	2
April	2000	18	10	14	3	11	0	17	4	2	0	5	2
May	2000	15	10	14	2	11	1	17	4	2	0	6	3
June	2000	15	11	15	3	9	1	14	3	2	0	5	2
July	2000	16	8	14	2	9	1	14	4	2	1	5	2
August	2000	20	10	14	3	8	1	14	4	2	0	5	1
September	2000	21	8	13	2	12	0	15	3	1	1	5	2
October	2000	19	10	15	2	13	0	15	3	1	0	3	2
November	2000	17	8	15	2	15	0	13	2	2	1	3	1
December	2000	17	9	15	2	12	1	11	3	2	1	2	1
January	2001	20	7	14	2	9	1	10	3	4	1	2	1
February	2001	22	8	17	1	5	0	12	4	6	2	2	2
March	2001	25	7	19	1	4	0	14	3	7	2	2	2
April	2001	22	6	24	0	4	0	16	3	7	4	2	2
May	2001	20	5	24	1	4	0	16	3	6	3	3	2
June	2001	19	4	22	0	4	1	17	3	6	4	4	1
July	2001	25	5	20	0	4	1	16	3	6	2	5	2
August	2001	27	4	20	0	5	1	18	3	7	2	3	3
September	2001	27	4	19	0	7	0	16	2	8	4	2	2
October	2001	25	4	25	0	5	0	13	2	7	7	1	2
November	2001	23	4	34	0	3	0	9	1	6	10	1	0
December	2001	25	3	46	1	1	0	6	1	6	7	0	0
January	2002	24	2	46	0	1	0	5	2	7	6	0	1
February	2002	26	2	42	1	2	0	7	3	8	4	0	1
March	2002	27	2	36	1	4	0	10	3	8	4	0	0
April	2002	27	2	32	1	5	0	10	3	8	3	1	0
May	2002	26	4	32	0	5	0	11	2	6	3	1	0
June	2002	25	4	32	1	4	0	9	3	8	3	0	0
July	2002	26	4	34	1	4	0	10	3	6	3	0	1
August	2002	28	4	33	2	4	0	8	3	7	4	0	1
September	2002	29	3	37	0	4	0	8	2	5	4	0	1
October	2002	26	2	41	1	3	0	6	2	7	4	1	1
November	2002	23	2	40	1	2	0	8	3	6	4	1	1
December	2002	23	2	39	2	1	0	8	4	7	5	2	1
January	2003	26	3	36	1	3	1	10	4	8	4	1	1
February	2003	26	2	38	1	4	1	10	4	7	4	4	1
March	2003	25	2	37	1	4	1	12	3	7	5	5	1

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TABLE 38

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys											
April	2003	27	3	34	1	2	0	12	3	5	5	5	1
May	2003	29	5	32	1	2	0	9	2	7	4	3	1
June	2003	32	6	32	1	2	1	8	2	7	4	2	1
July	2003	31	4	36	1	3	1	8	1	8	4	1	1
August	2003	29	4	38	1	3	0	12	2	8	4	0	1
September	2003	28	4	39	0	3	0	12	3	7	3	1	1
October	2003	31	5	37	0	3	0	14	3	7	2	1	1
November	2003	32	4	34	1	3	0	10	3	6	2	1	1
December	2003	31	3	33	1	3	0	13	2	8	1	1	1
January	2004	27	2	33	1	5	0	12	2	8	1	1	2
February	2004	26	3	31	1	5	0	12	3	8	2	1	1
March	2004	27	4	29	1	4	1	10	4	5	3	2	1
April	2004	27	4	28	1	4	1	11	4	4	4	3	1
May	2004	26	4	28	1	5	2	13	3	4	3	4	2
June	2004	24	6	29	2	5	2	13	3	4	2	8	3
July	2004	26	6	29	2	4	2	13	3	5	1	8	3
August	2004	26	7	27	2	4	1	13	3	5	2	10	3
September	2004	27	6	24	2	3	1	12	5	5	2	8	2
October	2004	24	7	26	2	3	2	11	5	6	2	6	1
November	2004	25	7	27	1	4	1	10	5	7	2	5	1
December	2004	27	8	27	1	6	1	12	3	5	2	3	2
January	2005	30	8	23	1	7	1	12	4	6	3	3	2
February	2005	30	7	21	1	7	1	14	4	6	2	2	2
March	2005	28	7	17	1	5	2	14	4	6	2	5	2
April	2005	26	7	17	1	4	3	13	3	6	0	9	3
May	2005	27	8	17	1	4	4	11	3	5	1	13	3
June	2005	30	8	17	1	3	4	11	3	5	1	12	4
July	2005	35	8	16	1	4	3	12	3	5	0	9	3
August	2005	39	7	15	1	4	2	12	3	5	1	7	3
September	2005	40	6	14	1	4	4	13	3	5	1	12	3
October	2005	38	5	13	1	2	5	12	2	6	2	18	5
November	2005	33	5	12	1	2	6	12	2	7	1	20	5
December	2005	32	4	11	1	2	5	12	2	8	2	15	5
January	2006	30	6	9	1	3	4	12	3	8	1	11	5
February	2006	31	6	10	1	3	6	11	4	7	1	8	6
March	2006	33	7	11	1	4	6	11	3	7	1	7	5
April	2006	34	5	13	1	2	7	12	4	8	2	10	5
May	2006	31	5	10	1	2	7	12	3	7	3	15	6
June	2006	28	4	10	1	3	8	12	3	6	3	21	8
July	2006	31	5	9	1	2	7	13	2	4	3	20	7
August	2006	34	4	10	1	2	5	15	3	5	2	17	5
September	2006	35	5	9	1	2	5	14	4	6	2	16	6
October	2006	34	4	10	0	3	5	14	6	8	2	13	5
November	2006	32	5	11	0	3	5	14	5	9	2	10	5
December	2006	33	5	12	0	3	3	14	5	10	2	6	2
January	2007	34	5	10	0	3	2	13	5	10	1	6	3
February	2007	33	6	8	1	3	2	13	5	11	2	5	3
March	2007	33	6	9	0	3	3	12	5	10	2	5	3
April	2007	31	6	9	1	2	3	14	5	9	2	7	2
May	2007	31	6	11	0	2	5	16	5	7	2	9	3
June	2007	26	6	12	1	2	5	18	5	6	2	14	4

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
July	2007	25	6	12	1	2	5	18	5	9	1	16	5
August	2007	27	6	13	2	3	3	14	5	10	2	15	6
September	2007	30	5	14	1	3	4	12	6	10	2	11	5
October	2007	30	5	14	1	3	3	12	6	9	3	7	4
November	2007	25	6	12	1	2	4	16	6	13	2	8	4
December	2007	24	6	10	1	2	3	17	6	14	2	10	4
January	2008	25	5	10	1	1	4	15	5	13	2	11	5
February	2008	30	4	10	1	1	4	13	4	12	3	11	4
March	2008	29	5	11	1	1	4	11	5	16	4	12	5
April	2008	29	4	11	0	1	3	11	4	19	6	14	5
May	2008	26	4	10	0	1	6	10	4	22	6	19	6
June	2008	26	2	9	0	1	8	11	4	22	6	23	8
July	2008	26	2	7	0	1	10	9	4	21	4	28	10
August	2008	29	2	7	0	1	11	9	3	18	5	25	11
September	2008	29	3	7	0	1	10	8	4	19	5	21	11
October	2008	30	3	8	0	1	8	9	8	20	7	16	9
November	2008	34	2	8	0	1	4	9	12	22	7	12	8
December	2008	38	1	7	0	1	2	9	12	22	8	8	5
January	2009	42	1	5	0	1	1	8	11	23	7	5	5
February	2009	42	1	5	0	1	1	9	8	21	10	4	5
March	2009	44	1	5	0	1	1	9	8	23	10	3	4
April	2009	46	0	8	0	1	0	9	6	22	10	3	3
May	2009	44	1	9	0	1	0	9	5	24	8	3	2
June	2009	48	1	12	0	1	0	7	2	19	10	3	2
July	2009	46	2	10	0	1	1	6	3	18	9	3	2
August	2009	49	2	9	0	1	1	4	4	18	8	3	2
September	2009	43	2	6	0	2	2	6	6	19	7	3	2
October	2009	42	3	8	0	2	2	7	6	20	7	2	2
November	2009	41	3	8	0	2	2	7	7	20	7	3	2
December	2009	40	2	10	0	2	2	8	7	18	9	3	2
January	2010	38	2	8	0	3	2	8	6	18	9	2	2
February	2010	38	3	11	0	3	2	9	6	18	9	1	2
March	2010	41	2	11	0	4	2	8	6	19	7	1	3
April	2010	45	1	12	0	3	2	10	6	17	7	1	3
May	2010	46	1	12	0	4	2	11	6	16	7	2	3
June	2010	45	2	13	0	3	2	12	7	17	6	3	3
July	2010	41	2	14	0	4	2	12	6	21	7	3	3
August	2010	38	1	17	0	3	3	11	7	21	8	3	4
September	2010	36	2	19	1	2	2	10	6	21	10	2	3
October	2010	36	1	19	0	3	2	8	7	19	9	2	4
November	2010	37	3	16	0	4	2	9	5	21	8	1	3
December	2010	40	3	13	1	5	3	10	4	22	6	1	2
January	2011	39	4	14	1	5	3	14	5	23	6	1	1
February	2011	35	3	14	1	5	3	15	7	24	7	2	1
March	2011	31	3	13	0	4	4	15	9	24	10	4	1
April	2011	30	3	12	0	3	5	13	9	22	10	6	4
May	2011	31	3	12	1	1	8	13	7	17	8	8	5
June	2011	29	3	10	1	2	8	14	5	19	5	9	5
July	2011	30	2	12	1	3	8	12	4	21	4	8	3
August	2011	28	2	13	1	2	5	15	6	25	6	5	4
September	2011	29	2	16	0	2	5	14	9	24	8	4	3

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TABLE 38

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.		High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys											
October	2011	28	3	17	0	3	3	14	10	24	10	4	3
November	2011	31	3	16	0	4	4	12	9	20	10	3	2
December	2011	30	3	17	0	4	4	11	9	21	9	2	2
January	2012	31	3	16	0	4	5	13	9	20	7	2	2
February	2012	28	2	17	0	5	4	14	9	22	6	3	3
March	2012	27	2	15	0	7	5	16	8	22	6	5	3
April	2012	27	2	18	0	6	6	15	7	21	6	6	3
May	2012	28	2	18	0	7	7	13	7	21	5	6	3
June	2012	35	2	19	0	6	5	11	5	20	5	4	3
July	2012	35	3	17	0	7	4	13	5	20	6	3	2
August	2012	34	3	16	1	6	3	14	5	20	7	3	1
September	2012	29	3	17	0	8	3	16	4	17	7	3	0
October	2012	26	3	17	0	8	5	16	5	20	6	4	2
November	2012	27	2	17	0	8	5	15	4	19	7	4	3
December	2012	26	2	15	0	6	6	14	6	21	8	4	3
January	2013	26	3	15	0	5	4	16	7	20	8	2	2
February	2013	26	4	15	0	4	4	18	7	20	7	3	2
March	2013	26	4	17	0	3	5	19	6	18	6	2	1
April	2013	24	4	18	0	6	6	16	5	16	5	3	2
May	2013	25	4	20	0	8	7	13	4	16	5	1	3
June	2013	22	4	19	1	10	5	14	4	16	4	2	3
July	2013	26	6	20	1	9	3	14	4	14	4	2	2
August	2013	26	5	19	1	8	3	17	5	11	4	2	2
September	2013	25	5	19	1	7	2	17	7	11	5	2	2
October	2013	23	4	19	1	8	2	17	5	14	6	1	2
November	2013	19	4	15	1	8	2	16	6	19	7	0	1
December	2013	21	4	14	1	8	2	14	5	19	8	0	2
January	2014	21	4	13	1	6	3	14	8	18	9	0	2
February	2014	25	4	16	2	6	4	13	7	14	7	0	2
March	2014	23	5	15	2	8	3	13	6	13	5	1	2
April	2014	21	4	14	2	9	3	15	4	14	4	2	5
May	2014	19	6	12	1	10	3	15	5	14	5	3	5
June	2014	22	7	11	1	7	2	16	5	14	6	3	6
July	2014	27	7	14	1	7	2	12	5	10	6	3	6
August	2014	28	6	18	1	6	1	14	5	10	6	2	7
September	2014	28	5	20	0	7	2	15	4	13	5	1	7
October	2014	30	4	17	0	6	2	17	4	16	4	0	4
November	2014	29	4	14	0	8	3	15	3	12	3	1	5
December	2014	31	4	13	1	10	2	12	5	9	5	1	5
January	2015	27	5	16	1	12	3	10	3	8	4	1	6
February	2015	28	4	17	1	11	3	11	4	10	4	1	4
March	2015	24	4	19	1	11	3	12	4	10	4	1	4
April	2015	24	5	14	1	12	2	16	7	9	4	0	3
May	2015	19	4	13	1	12	2	16	6	8	3	2	3
June	2015	21	5	14	1	11	1	17	5	8	3	2	4
July	2015	23	5	18	1	9	1	16	4	11	3	2	5
August	2015	22	5	18	1	11	2	16	5	13	3	1	5
September	2015	21	5	16	1	13	2	18	3	12	4	1	4
October	2015	20	7	13	0	12	3	17	4	10	6	1	5
November	2015	21	8	15	1	11	2	16	5	8	5	1	4
December	2015	23	7	18	1	8	3	15	7	9	5	1	4

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TABLE 38

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<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>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
January	2016	19	5	20	2	10	1	14	6	10	4	1	2
February	2016	23	4	20	2	9	2	12	6	10	6	2	2
March	2016	21	5	18	2	10	1	12	5	9	7	1	2
April	2016	23	5	17	2	9	1	13	6	9	8	1	3
May	2016	20	8	17	2	9	2	15	5	9	5	1	3
June	2016	24	6	19	2	9	2	17	5	9	3	1	5
July	2016	24	7	20	2	10	2	18	5	9	4	1	4
August	2016	24	5	20	1	11	0	17	6	10	6	1	3
September	2016	19	6	19	1	12	0	18	5	10	7	1	2
October	2016	18	5	18	1	11	1	16	5	11	7	2	3
November	2016	17	6	15	1	10	1	17	3	11	6	2	3
December	2016	21	5	15	2	9	0	14	4	11	6	2	2
January	2017	21	6	14	3	11	1	17	4	9	5	1	3
February	2017	24	7	14	3	13	1	17	4	7	4	1	3
March	2017	22	9	12	3	15	1	19	6	6	3	1	2
April	2017	24	7	11	2	17	0	19	6	6	2	0	1
May	2017	21	6	10	3	17	0	21	6	8	4	0	2
June	2017	20	6	12	2	16	1	21	5	7	5	0	2
July	2017	21	7	12	2	15	2	19	5	8	5	0	3
August	2017	22	6	14	2	13	3	15	4	7	4	0	3
September	2017	24	5	13	2	14	3	14	4	10	4	1	4
October	2017	20	4	14	2	14	3	16	3	9	4	2	3
November	2017	21	4	13	2	15	1	17	4	8	3	1	2
December	2017	25	6	14	2	13	1	17	4	6	3	1	2
January	2018	25	8	13	1	14	2	16	5	7	4	0	3
February	2018	24	8	15	2	13	2	18	5	6	3	0	2
March	2018	18	8	13	2	14	1	21	5	6	3	1	3
April	2018	19	9	13	3	14	0	21	5	5	2	0	3
May	2018	18	8	11	2	15	0	20	5	7	4	1	3
June	2018	18	9	13	4	16	1	17	5	7	5	2	3
July	2018	18	7	12	3	15	1	17	6	7	5	3	3
August	2018	16	8	10	3	15	2	18	7	8	3	2	4
September	2018	20	7	8	1	16	1	19	7	8	2	1	4
October	2018	18	8	10	1	16	0	20	6	6	1	0	3
November	2018	19	7	10	1	19	1	19	5	4	1	0	3
December	2018	18	8	9	1	16	1	18	6	4	2	0	2
January	2019	22	6	9	1	15	1	18	6	7	4	0	3
February	2019	23	6	10	2	13	1	18	8	7	6	0	3
March	2019	24	4	12	2	15	1	21	8	7	6	1	3
April	2019	22	4	12	1	17	2	21	8	5	5	1	2
May	2019	22	5	12	1	17	2	22	5	6	3	1	3
June	2019	18	6	10	1	16	2	21	4	5	6	1	4
July	2019	21	9	11	1	17	1	22	3	6	5	1	4
August	2019	21	8	11	0	17	1	22	4	6	5	1	4
September	2019	23	6	11	0	19	1	21	4	8	3	1	4
October	2019	22	4	12	0	19	0	19	4	7	3	1	3
November	2019	23	4	12	0	18	1	20	3	6	3	1	3
December	2019	25	4	14	0	17	1	21	3	4	3	1	2
January	2020	25	3	13	0	15	1	23	4	6	2	1	4
February	2020	25	4	13	0	19	0	21	4	7	2	1	3

EDUCATION HIGH SCHOOL OR LESS

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<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>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
March	2020	23	4	13	0	19	1	21	4	6	3	1	4
April	2020	23	4	14	0	16	1	17	6	12	7	1	2
May	2020	29	2	15	0	10	1	14	6	21	10	1	3
June	2020	36	2	16	0	5	0	9	8	23	12	0	1
July	2020	37	2	18	0	4	0	10	7	22	11	0	1
August	2020	33	2	20	0	4	0	10	8	19	12	0	1
September	2020	29	1	19	0	6	0	13	5	21	14	0	1
October	2020	29	0	18	0	7	0	13	4	21	14	0	1
November	2020	28	1	16	0	9	0	13	3	19	12	0	1
December	2020	28	1	14	0	8	0	12	5	21	10	0	0
January	2021	26	2	12	0	9	0	12	5	19	12	0	1
February	2021	22	2	13	0	6	1	17	6	24	13	2	1
March	2021	19	3	12	0	7	1	19	5	21	15	2	1
April	2021	20	3	14	1	7	1	21	5	19	13	3	1
May	2021	19	4	12	1	9	1	19	5	15	10	2	3
June	2021	18	5	11	1	10	1	23	5	13	8	2	3
July	2021	15	5	8	1	12	1	27	6	13	7	1	3
August	2021	15	4	7	1	10	0	35	6	11	6	1	3