BUYING CONDITIONS FOR VEHICLES (Three Month Moving Averages)

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?"

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| March | 1978 | 48 | 18 | 34 | 100 | 115 | 1523 |
| April | 1978 | 49 | 18 | 33 | 100 | 116 | 1538 |
| May | 1978 | 51 | 17 | 32 | 100 | 119 | 1539 |
| June | 1978 | 49 | 16 | 34 | 100 | 115 | 1509 |
| July | 1978 | 50 | 15 | 34 | 100 | 116 | 1526 |
| August | 1978 | 47 | 14 | 38 | 100 | 109 | 1512 |
| September | r 1978 | 46 | 16 | 38 | 100 | 107 | 1523 |
| October | 1978 | 46 | 16 | 38 | 100 | 108 | 1500 |
| November | 1978 | 45 | 18 | 37 | 100 | 108 | 1658 |
| December | 1978 | 44 | 18 | 37 | 100 | 107 | 1678 |
| January | 1979 | 42 | 19 | 39 | 100 | 103 | 1784 |
| February | 1979 | 44 | 18 | 38 | 100 | 106 | 1703 |
| March | 1979 | 45 | 15 | 40 | 100 | 106 | 1707 |
| April | 1979 | 44 | 13 | 43 | 100 | 101 | 1741 |
| May | 1979 | 42 | 12 | 46 | 100 | 95 | 1623 |
| June | 1979 | 38 | 13 | 49 | 100 | 89 | 1781 |
| July | 1979 | 33 | 15 | 52 | 100 | 82 | 1859 |
| August | 1979 | 34 | 15 | 52 | 100 | 82 | 1877 |
| September | 1979 | 36 | 13 | 51 | 100 | 86 | 1803 |
| October | 1979 | 41 | 11 | 48 | 100 | 93 | 1832 |
| November | 1979 | 39 | 11 | 50 | 100 | 90 | 1861 |
| December | 1979 | 39 | 11 | 50 | 100 | 89 | 1817 |
| January | 1980 | 37 | 11 | 52 | 100 | 85 | 1565 |
| February | 1980 | 41 | 10 | 49 | 100 | 92 | 1400 |
| March | 1980 | 39 | 10 | 51 | 100 | 88 | 1228 |
| April | 1980 | 38 | 10 | 52 | 100 | 86 | 1192 |
| May | 1980 | 32 | 11 | 57 | 100 | 75 | 1044 |
| June | 1980 | 32 | 12 | 56 | 100 | 76 | 1121 |
| July | 1980 | 32 | 15 | 53 | 100 | 79 | 1127 |
| August | 1980 | 35 | 15 | 50 | 100 | 85 | 1102 |
| September | r 1980 | 37 | 15 | 48 | 100 | 89 | 1084 |
| October | 1980 | 40 | 15 | 45 | 100 | 95 | 1071 |
| November | 1980 | 41 | 16 | 43 | 100 | 99 | 1084 |
| December | 1980 | 37 | 14 | 49 | 100 | 88 | 1140 |
| January | 1981 | 35 | 12 | 53 | 100 | 82 | 1143 |
| February | 1981 | 33 | 11 | 56 | 100 | 76 | 1129 |
| March | 1981 | 33 | 13 | 54 | 100 | 79 | 1076 |
| April | 1981 | 34 | 12 | 54 | 100 | 81 | 1118 |
| May | 1981 | 37 | 11 | 52 | 100 | 85 | 1110 |
| June | 1981 | 37 | 10 | 54 | 100 | 83 | 1082 |
| July | 1981 | 36 | 9 | 56 | 100 | 80 | 1050 |
| August | 1981 | 34 | 10 | 56 | 100 | 78 | 1069 |
| September | 1981 | 35 | 10 | 56 | 100 | 79 | 1098 |
| October | 1981 | 33 | 10 | 56 | 100 | 77 | 1102 |
| November | 1981 | 32 | 10 | 58 | 100 | 75 | 1077 |
| December | 1981 | 31 | 10 | 59 | 100 | 72 | 1041 |
| January | 1982 | 33 | 9 | 58 | 100 | 75 | 1041 |
| February | 1982 | 32 | 10 | 58 | 100 | 74 | 1048 |
| March | 1982 | 35 | 9 | 56 | 100 | 78 | 1074 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| April | 1982 | 34 | 10 | 56 | 100 | 77 | 1043 |
| May | 1982 | 36 | 9 | 54 | 100 | 82 | 1012 |
| June | 1982 | 35 | 9 | 57 | 100 | 78 | 992 |
| July | 1982 | 35 | 9 | 56 | 100 | 78 | 1023 |
| August | 1982 | 32 | 10 | 59 | 100 | 73 | 1039 |
| September | r 1982 | 32 | 11 | 57 | 100 | 75 | 1050 |
| October | 1982 | 32 | 11 | 57 | 100 | 76 | 1015 |
| November | 1982 | 36 | 10 | 54 | 100 | 82 | 1017 |
| December | 1982 | 40 | 10 | 50 | 100 | 90 | 983 |
| January | 1983 | 43 | 10 | 47 | 100 | 96 | 1000 |
| February | 1983 | 45 | 9 | 46 | 100 | 99 | 1031 |
| March | 1983 | 46 | 9 | 45 | 100 | 101 | 1067 |
| April | 1983 | 51 | 8 | 41 | 100 | 110 | 1048 |
| May | 1983 | 55 | 8 | 37 | 100 | 118 | 1020 |
| June | 1983 | 57 | 8 | 35 | 100 | 122 | 990 |
| July | 1983 | 56 | 9 | 35 | 100 | 122 | 1015 |
| August | 1983 | 55 | 10 | 36 | 100 | 119 | 1014 |
| September | r 1983 | 56 | 9 | 35 | 100 | 121 | 1041 |
| October | 1983 | 56 | 8 | 36 | 100 | 120 | 1040 |
| November | 1983 | 55 | 9 | 36 | 100 | 119 | 1070 |
| December | 1983 | 53 | 10 | 37 | 100 | 116 | 1073 |
| January | 1984 | 55 | 11 | 35 | 100 | 120 | 1056 |
| February | 1984 | 55 | 11 | 33 | 100 | 122 | 1030 |
| March | 1984 | 59 | 11 | 29 | 100 | 130 | 1043 |
| April | 1984 | 58 | 12 | 30 | 100 | 128 | 1070 |
| May | 1984 | 59 | 12 | 29 | 100 | 130 | 1097 |
| June | 1984 | 57 | 11 | 31 | 100 | 126 | 1064 |
| July | 1984 | 58 | 10 | 32 | 100 | 126 | 1022 |
| August | 1984 | 55 | 10 | 34 | 100 | 121 | 955 |
| September | r 1984 | 55 | 9 | 35 | 100 | 120 | 980 |
| October | 1984 | 52 | 11 | 37 | 100 | 116 | 1016 |
| November | 1984 | 52 | 11 | 37 | 100 | 115 | 1082 |
| December | 1984 | 50 | 12 | 38 | 100 | 112 | 1087 |
| January | 1985 | 53 | 10 | 37 | 100 | 116 | 1066 |
| February | 1985 | 54 | 11 | 35 | 100 | 119 | 986 |
| March | 1985 | 58 | 9 | 32 | 100 | 126 | 978 |
| April | 1985 | 60 | 9 | 31 | 100 | 128 | 980 |
| May | 1985 | 61 | 8 | 31 | 100 | 129 | 1026 |
| June | 1985 | 60 | 9 | 31 | 100 | 129 | 1002 |
| July | 1985 | 61 | 10 | 29 | 100 | 132 | 994 |
| August | 1985 | 61 | 10 | 28 | 100 | 133 | 977 |
| September | 1985 | 64 | 9 | 26 | 100 | 138 | 1003 |
| October | 1985 | 63 | 8 | 29 | 100 | 134 | 998 |
| November | 1985 | 63 | 8 | 29 | 100 | 135 | 1001 |
| December | 1985 | 60 | 9 | 31 | 100 | 130 | 957 |
| January | 1986 | 62 | 10 | 28 | 100 | 134 | 939 |
| February | 1986 | 64 | 9 | 27 | 100 | 137 | 939 |
| March | 1986 | 67 | 9 | 24 | 100 | 143 | 963 |
| April | 1986 | 68 | 7 | 24 | 100 | 144 | 973 |
| May | 1986 | 68 | 8 | 24 | 100 | 143 | 980 |
| June | 1986 | 69 | 7 | 23 | 100 | 146 | 958 |
| July | 1986 | 70 | 8 | 23 | 100 | 147 | 955 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| August | 1986 | 71 | 8 | 21 | 100 | 149 | 925 |
| September | 1986 | 72 | 6 | 21 | 100 | 151 | 922 |
| October | 1986 | 72 | 8 | 21 | 100 | 151 | 913 |
| November | 1986 | 69 | 7 | 24 | 100 | 145 | 924 |
| December | 1986 | 64 | 8 | 28 | 100 | 136 | 902 |
| January | 1987 | 59 | 8 | 33 | 100 | 126 | 916 |
| February | 1987 | 58 | 9 | 33 | 100 | 125 | 909 |
| March | 1987 | 56 | 10 | 34 | 100 | 123 | 927 |
| April | 1987 | 58 | 10 | 32 | 100 | 126 | 914 |
| May | 1987 | 61 | 9 | 30 | 100 | 132 | 905 |
| June | 1987 | 62 | 9 | 29 | 100 | 132 | 883 |
| July | 1987 | 63 | 11 | 26 | 100 | 136 | 882 |
| August | 1987 | 62 | 12 | 26 | 100 | 136 | 892 |
| September | 1987 | 62 | 12 | 26 | 100 | 137 | 918 |
| October | 1987 | 59 | 11 | 30 | 100 | 129 | 849 |
| November | 1987 | 56 | 11 | 33 | 100 | 123 | 791 |
| December | 1987 | 56 | 9 | 35 | 100 | 121 | 703 |
| January | 1988 | 57 | 9 | 34 | 100 | 124 | 695 |
| February | 1988 | 59 | 11 | 30 | 100 | 130 | 678 |
| March | 1988 | 56 | 12 | 32 | 100 | 124 | 670 |
| April | 1988 | 58 | 12 | 31 | 100 | 127 | 680 |
| May | 1988 | 58 | 10 | 32 | 100 | 126 | 698 |
| June | 1988 | 61 | 9 | 30 | 100 | 131 | 709 |
| July | 1988 | 59 | 10 | 30 | 100 | 129 | 695 |
| August | 1988 | 57 | 12 | 31 | 100 | 126 | 680 |
| September | 1988 | 55 | 13 | 32 | 100 | 123 | 679 |
| October | 1988 | 54 | 13 | 32 | 100 | 122 | 693 |
| November | 1988 | 56 | 12 | 32 | 100 | 124 | 727 |
| December | 1988 | 58 | 11 | 31 | 100 | 127 | 748 |
| January | 1989 | 59 | 11 | 29 | 100 | 130 | 740 |
| February | 1989 | 59 | 12 | 28 | 100 | 131 | 711 |
| March | 1989 | 58 | 12 | 30 | 100 | 128 | 724 |
| April | 1989 | 60 | 9 | 30 | 100 | 130 | 720 |
| May | 1989 | 60 | 8 | 31 | 100 | 129 | 719 |
| June | 1989 | 61 | 9 | 30 | 100 | 131 | 714 |
| July | 1989 | 59 | 11 | 30 | 100 | 128 | 730 |
| August | 1989 | 58 | 11 | 30 | 100 | 128 | 713 |
| September | 1989 | 58 | 10 | 32 | 100 | 125 | 705 |
| October | 1989 | 59 | 10 | 32 | 100 | 127 | 689 |
| November | 1989 | 59 | 10 | 31 | 100 | 128 | 704 |
| December | 1989 | 58 | 12 | 31 | 100 | 127 | 697 |
| January | 1990 | 57 | 11 | 32 | 100 | 125 | 702 |
| February | 1990 | 56 | 10 | 35 | 100 | 121 | 690 |
| March | 1990 | 59 | 8 | 34 | 100 | 125 | 684 |
| April | 1990 | 59 | 7 | 34 | 100 | 124 | 676 |
| May | 1990 | 59 | 8 | 33 | 100 | 125 | 682 |
| June | 1990 | 58 | 9 | 34 | 100 | 124 | 687 |
| July | 1990 | 58 | 10 | 32 | 100 | 126 | 692 |
| August | 1990 | 56 | 9 | 35 | 100 | 121 | 689 |
| September | 1990 | 55 | 7 | 37 | 100 | 118 | 681 |
| October | 1990 | 50 | 7 | 43 | 100 | 107 | 691 |
| November | 1990 | 50 | 7 | 43 | 100 | 107 | 692 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of Survey |  | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December | 1990 | 46 | 8 | 46 | 100 | 100 | 710 |
| January | 1991 | 45 | 9 | 46 | 100 | 98 | 718 |
| February | 1991 | 45 | 10 | 45 | 100 | 100 | 727 |
| March | 1991 | 49 | 10 | 41 | 100 | 108 | 706 |
| April | 1991 | 54 | 8 | 38 | 100 | 116 | 704 |
| May | 1991 | 55 | 6 | 38 | 100 | 117 | 691 |
| June | 1991 | 56 | 6 | 38 | 100 | 118 | 702 |
| July | 1991 | 55 | 8 | 37 | 100 | 118 | 664 |
| August | 1991 | 57 | 9 | 35 | 100 | 122 | 653 |
| September | 1991 | 58 | 8 | 35 | 100 | 123 | 642 |
| October | 1991 | 56 | 7 | 36 | 100 | 120 | 660 |
| November | 1991 | 54 | 8 | 38 | 100 | 116 | 664 |
| December | 1991 | 50 | 9 | 41 | 100 | 109 | 670 |
| January | 1992 | 51 | 8 | 41 | 100 | 109 | 668 |
| February | 1992 | 52 | 8 | 41 | 100 | 111 | 662 |
| March | 1992 | 54 | 7 | 39 | 100 | 115 | 648 |
| April | 1992 | 54 | 8 | 38 | 100 | 116 | 655 |
| May | 1992 | 55 | 8 | 37 | 100 | 118 | 658 |
| June | 1992 | 58 | 9 | 34 | 100 | 124 | 652 |
| July | 1992 | 60 | 8 | 32 | 100 | 128 | 627 |
| August | 1992 | 61 | 7 | 32 | 100 | 130 | 629 |
| September | 1992 | 60 | 6 | 34 | 100 | 126 | 619 |
| October | 1992 | 56 | 8 | 36 | 100 | 120 | 642 |
| November | 1992 | 54 | 10 | 37 | 100 | 117 | 646 |
| December | 1992 | 57 | 10 | 34 | 100 | 123 | 637 |
| January | 1993 | 58 | 8 | 34 | 100 | 124 | 609 |
| February | 1993 | 57 | 10 | 33 | 100 | 125 | 586 |
| March | 1993 | 54 | 12 | 34 | 100 | 120 | 628 |
| April | 1993 | 57 | 11 | 32 | 100 | 126 | 638 |
| May | 1993 | 60 | 10 | 29 | 100 | 131 | 673 |
| June | 1993 | 61 | 10 | 28 | 100 | 133 | 641 |
| July | 1993 | 62 | 10 | 28 | 100 | 134 | 621 |
| August | 1993 | 60 | 10 | 30 | 100 | 130 | 588 |
| September | 1993 | 59 | 10 | 31 | 100 | 129 | 592 |
| October | 1993 | 57 | 11 | 32 | 100 | 125 | 612 |
| November | 1993 | 58 | 10 | 32 | 100 | 126 | 643 |
| December | 1993 | 59 | 11 | 30 | 100 | 129 | 638 |
| January | 1994 | 60 | 12 | 28 | 100 | 132 | 639 |
| February | 1994 | 63 | 12 | 24 | 100 | 139 | 604 |
| March | 1994 | 64 | 11 | 25 | 100 | 140 | 592 |
| April | 1994 | 68 | 9 | 23 | 100 | 145 | 572 |
| May | 1994 | 68 | 8 | 25 | 100 | 143 | 578 |
| June | 1994 | 69 | 7 | 24 | 100 | 144 | 594 |
| July | 1994 | 67 | 7 | 26 | 100 | 141 | 625 |
| August | 1994 | 66 | 9 | 25 | 100 | 141 | 615 |
| September | 1994 | 66 | 10 | 25 | 100 | 141 | 608 |
| October | 1994 | 66 | 9 | 25 | 100 | 141 | 578 |
| November | 1994 | 64 | 10 | 26 | 100 | 138 | 580 |
| December | 1994 | 63 | 10 | 27 | 100 | 137 | 580 |
| January | 1995 | 62 | 9 | 28 | 100 | 134 | 608 |
| February | 1995 | 60 | 9 | 31 | 100 | 129 | 625 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of S | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| March | 1995 | 57 | 9 | 34 | 100 | 123 | 628 |
| April | 1995 | 53 | 11 | 36 | 100 | 116 | 619 |
| May | 1995 | 54 | 9 | 37 | 100 | 117 | 622 |
| June | 1995 | 56 | 10 | 35 | 100 | 121 | 612 |
| July | 1995 | 61 | 8 | 31 | 100 | 130 | 597 |
| August | 1995 | 61 | 8 | 32 | 100 | 129 | 587 |
| September | 1995 | 62 | 6 | 32 | 100 | 129 | 589 |
| October | 1995 | 57 | 8 | 35 | 100 | 122 | 610 |
| November | 1995 | 58 | 10 | 32 | 100 | 126 | 617 |
| December | 1995 | 58 | 10 | 32 | 100 | 126 | 632 |
| January | 1996 | 59 | 9 | 33 | 100 | 126 | 619 |
| February | 1996 | 57 | 7 | 36 | 100 | 121 | 635 |
| March | 1996 | 54 | 7 | 39 | 100 | 115 | 623 |
| April | 1996 | 55 | 8 | 37 | 100 | 118 | 643 |
| May | 1996 | 56 | 9 | 35 | 100 | 121 | 639 |
| June | 1996 | 57 | 9 | 34 | 100 | 123 | 654 |
| July | 1996 | 59 | 8 | 33 | 100 | 126 | 628 |
| August | 1996 | 60 | 7 | 33 | 100 | 128 | 623 |
| September | 1996 | 61 | 8 | 31 | 100 | 130 | 619 |
| October | 1996 | 61 | 8 | 31 | 100 | 130 | 636 |
| November | 1996 | 60 | 9 | 30 | 100 | 130 | 661 |
| December | 1996 | 60 | 9 | 31 | 100 | 130 | 662 |
| January | 1997 | 61 | 9 | 29 | 100 | 132 | 646 |
| February | 1997 | 62 | 9 | 29 | 100 | 133 | 615 |
| March | 1997 | 62 | 8 | 30 | 100 | 133 | 617 |
| April | 1997 | 61 | 9 | 30 | 100 | 131 | 651 |
| May | 1997 | 65 | 7 | 28 | 100 | 137 | 655 |
| June | 1997 | 70 | 7 | 23 | 100 | 147 | 663 |
| July | 1997 | 70 | 7 | 23 | 100 | 147 | 646 |
| August | 1997 | 67 | 9 | 24 | 100 | 143 | 644 |
| September | 1997 | 62 | 11 | 27 | 100 | 135 | 618 |
| October | 1997 | 62 | 12 | 26 | 100 | 136 | 616 |
| November | 1997 | 62 | 11 | 27 | 100 | 134 | 627 |
| December | 1997 | 61 | 11 | 28 | 100 | 133 | 661 |
| January | 1998 | 62 | 13 | 26 | 100 | 136 | 650 |
| February | 1998 | 62 | 15 | 23 | 100 | 139 | 629 |
| March | 1998 | 61 | 19 | 21 | 100 | 140 | 600 |
| April | 1998 | 59 | 17 | 24 | 100 | 135 | 599 |
| May | 1998 | 59 | 16 | 25 | 100 | 134 | 601 |
| June | 1998 | 62 | 13 | 25 | 100 | 137 | 604 |
| July | 1998 | 60 | 14 | 25 | 100 | 135 | 554 |
| August | 1998 | 59 | 17 | 23 | 100 | 136 | 539 |
| September | 1998 | 56 | 19 | 24 | 100 | 132 | 531 |
| October | 1998 | 60 | 19 | 22 | 100 | 138 | 575 |
| November | 1998 | 61 | 16 | 23 | 100 | 139 | 574 |
| December | 1998 | 64 | 14 | 22 | 100 | 143 | 549 |
| January | 1999 | 64 | 14 | 21 | 100 | 143 | 533 |
| February | 1999 | 64 | 16 | 20 | 100 | 143 | 545 |
| March | 1999 | 66 | 15 | 19 | 100 | 147 | 564 |
| April | 1999 | 67 | 14 | 20 | 100 | 147 | 571 |
| May | 1999 | 68 | 11 | 22 | 100 | 146 | 551 |
| June | 1999 | 65 | 10 | 24 | 100 | 141 | 548 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| July | 1999 | 64 | 11 | 25 | 100 | 139 | 557 |
| August | 1999 | 62 | 12 | 25 | 100 | 137 | 570 |
| September | 1999 | 61 | 14 | 25 | 100 | 137 | 587 |
| October | 1999 | 60 | 16 | 23 | 100 | 137 | 585 |
| November | 1999 | 61 | 16 | 23 | 100 | 139 | 561 |
| December | 1999 | 61 | 17 | 22 | 100 | 139 | 555 |
| January | 2000 | 61 | 17 | 22 | 100 | 139 | 570 |
| February | 2000 | 62 | 18 | 20 | 100 | 142 | 593 |
| March | 2000 | 60 | 15 | 25 | 100 | 135 | 596 |
| April | 2000 | 61 | 13 | 26 | 100 | 136 | 589 |
| May | 2000 | 61 | 13 | 26 | 100 | 135 | 571 |
| June | 2000 | 63 | 14 | 23 | 100 | 140 | 561 |
| July | 2000 | 60 | 15 | 25 | 100 | 135 | 561 |
| August | 2000 | 62 | 12 | 26 | 100 | 136 | 572 |
| September | 2000 | 63 | 12 | 25 | 100 | 138 | 572 |
| October | 2000 | 66 | 11 | 23 | 100 | 143 | 556 |
| November | 2000 | 65 | 13 | 21 | 100 | 144 | 546 |
| December | 2000 | 68 | 13 | 20 | 100 | 148 | 557 |
| January | 2001 | 62 | 15 | 22 | 100 | 140 | 554 |
| February | 2001 | 60 | 13 | 27 | 100 | 132 | 562 |
| March | 2001 | 58 | 13 | 29 | 100 | 129 | 507 |
| April | 2001 | 58 | 12 | 30 | 100 | 129 | 503 |
| May | 2001 | 58 | 14 | 29 | 100 | 129 | 502 |
| June | 2001 | 54 | 16 | 30 | 100 | 124 | 559 |
| July | 2001 | 55 | 17 | 28 | 100 | 127 | 569 |
| August | 2001 | 53 | 19 | 28 | 100 | 125 | 560 |
| September | 2001 | 53 | 18 | 29 | 100 | 124 | 526 |
| October | 2001 | 56 | 16 | 28 | 100 | 128 | 515 |
| November | 2001 | 62 | 13 | 25 | 100 | 137 | 527 |
| December | 2001 | 69 | 13 | 18 | 100 | 151 | 556 |
| January | 2002 | 67 | 17 | 16 | 100 | 151 | 556 |
| February | 2002 | 66 | 17 | 17 | 100 | 149 | 530 |
| March | 2002 | 62 | 17 | 20 | 100 | 142 | 516 |
| April | 2002 | 62 | 17 | 21 | 100 | 141 | 520 |
| May | 2002 | 61 | 18 | 21 | 100 | 141 | 544 |
| June | 2002 | 63 | 17 | 20 | 100 | 143 | 542 |
| July | 2002 | 64 | 16 | 19 | 100 | 145 | 535 |
| August | 2002 | 64 | 17 | 19 | 100 | 145 | 533 |
| September | 2002 | 66 | 16 | 18 | 100 | 148 | 531 |
| October | 2002 | 66 | 16 | 18 | 100 | 149 | 546 |
| November | 2002 | 65 | 16 | 19 | 100 | 145 | 538 |
| December | 2002 | 62 | 17 | 20 | 100 | 142 | 536 |
| January | 2003 | 63 | 15 | 22 | 100 | 141 | 525 |
| February | 2003 | 62 | 16 | 22 | 100 | 140 | 537 |
| March | 2003 | 62 | 12 | 25 | 100 | 137 | 542 |
| April | 2003 | 61 | 13 | 26 | 100 | 134 | 537 |
| May | 2003 | 65 | 12 | 24 | 100 | 141 | 516 |
| June | 2003 | 66 | 11 | 23 | 100 | 144 | 498 |
| July | 2003 | 69 | 9 | 22 | 100 | 147 | 503 |
| August | 2003 | 68 | 8 | 25 | 100 | 143 | 528 |
| September | 2003 | 67 | 9 | 24 | 100 | 144 | 538 |
| October | 2003 | 67 | 8 | 24 | 100 | 143 | 525 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| November | 2003 | 67 | 11 | 22 | 100 | 145 | 497 |
| December | 2003 | 65 | 11 | 24 | 100 | 141 | 489 |
| January | 2004 | 66 | 11 | 23 | 100 | 144 | 507 |
| February | 2004 | 65 | 12 | 23 | 100 | 142 | 516 |
| March | 2004 | 67 | 12 | 21 | 100 | 145 | 535 |
| April | 2004 | 65 | 12 | 23 | 100 | 142 | 531 |
| May | 2004 | 65 | 9 | 25 | 100 | 140 | 544 |
| June | 2004 | 65 | 8 | 27 | 100 | 139 | 523 |
| July | 2004 | 64 | 8 | 28 | 100 | 137 | 510 |
| August | 2004 | 63 | 10 | 27 | 100 | 136 | 504 |
| September | 2004 | 62 | 12 | 27 | 100 | 135 | 516 |
| October | 2004 | 64 | 12 | 24 | 100 | 140 | 533 |
| November | 2004 | 64 | 10 | 26 | 100 | 138 | 543 |
| December | 2004 | 67 | 10 | 23 | 100 | 143 | 523 |
| January | 2005 | 64 | 11 | 25 | 100 | 139 | 501 |
| February | 2005 | 64 | 11 | 25 | 100 | 140 | 495 |
| March | 2005 | 59 | 12 | 29 | 100 | 130 | 513 |
| April | 2005 | 58 | 11 | 31 | 100 | 127 | 529 |
| May | 2005 | 57 | 12 | 31 | 100 | 126 | 511 |
| June | 2005 | 59 | 10 | 31 | 100 | 128 | 486 |
| July | 2005 | 63 | 9 | 27 | 100 | 136 | 500 |
| August | 2005 | 65 | 8 | 28 | 100 | 137 | 515 |
| September | 2005 | 63 | 7 | 31 | 100 | 132 | 535 |
| October | 2005 | 57 | 8 | 35 | 100 | 122 | 527 |
| November | 2005 | 54 | 8 | 38 | 100 | 116 | 509 |
| December | 2005 | 56 | 9 | 36 | 100 | 120 | 498 |
| January | 2006 | 58 | 8 | 33 | 100 | 125 | 495 |
| February | 2006 | 63 | 7 | 30 | 100 | 133 | 519 |
| March | 2006 | 64 | 8 | 28 | 100 | 135 | 528 |
| April | 2006 | 61 | 7 | 32 | 100 | 129 | 518 |
| May | 2006 | 56 | 7 | 37 | 100 | 119 | 499 |
| June | 2006 | 55 | 5 | 40 | 100 | 115 | 508 |
| July | 2006 | 55 | 8 | 37 | 100 | 118 | 502 |
| August | 2006 | 57 | 8 | 35 | 100 | 122 | 522 |
| September | 2006 | 56 | 9 | 36 | 100 | 120 | 526 |
| October | 2006 | 58 | 6 | 36 | 100 | 121 | 538 |
| November | 2006 | 59 | 7 | 34 | 100 | 125 | 518 |
| December | 2006 | 63 | 7 | 30 | 100 | 132 | 520 |
| January | 2007 | 61 | 7 | 32 | 100 | 129 | 525 |
| February | 2007 | 60 | 7 | 33 | 100 | 127 | 534 |
| March | 2007 | 59 | 8 | 33 | 100 | 127 | 517 |
| April | 2007 | 59 | 9 | 32 | 100 | 127 | 530 |
| May | 2007 | 58 | 9 | 33 | 100 | 125 | 504 |
| June | 2007 | 53 | 8 | 39 | 100 | 113 | 520 |
| July | 2007 | 50 | 7 | 43 | 100 | 107 | 507 |
| August | 2007 | 54 | 7 | 39 | 100 | 115 | 542 |
| September | 2007 | 60 | 6 | 34 | 100 | 125 | 529 |
| October | 2007 | 60 | 7 | 33 | 100 | 128 | 519 |
| November | 2007 | 54 | 7 | 39 | 100 | 115 | 467 |
| December | 2007 | 50 | 6 | 43 | 100 | 107 | 467 |
| January | 2008 | 51 | 7 | 42 | 100 | 109 | 477 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)
$\left.\begin{array}{lllllllll}\text { Date of } & \text { Survey } & \text { Good Time } & & \text { Uncertain } & & \text { Bad Time } & & \text { Total }\end{array}\right)$

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June | 2012 | 61 | 4 | 35 | 100 | 126 | 491 |
| July | 2012 | 59 | 5 | 36 | 100 | 123 | 468 |
| August | 2012 | 58 | 6 | 37 | 100 | 121 | 457 |
| September | 2012 | 57 | 6 | 37 | 100 | 120 | 461 |
| October | 2012 | 54 | 6 | 40 | 100 | 114 | 457 |
| November | 2012 | 54 | 7 | 39 | 100 | 115 | 464 |
| December | 2012 | 51 | 7 | 42 | 100 | 109 | 475 |
| January | 2013 | 52 | 6 | 41 | 100 | 111 | 481 |
| February | 2013 | 52 | 6 | 42 | 100 | 110 | 468 |
| March | 2013 | 54 | 7 | 39 | 100 | 115 | 462 |
| April | 2013 | 56 | 9 | 35 | 100 | 120 | 454 |
| May | 2013 | 59 | 8 | 33 | 100 | 126 | 456 |
| June | 2013 | 58 | 9 | 33 | 100 | 125 | 454 |
| July | 2013 | 58 | 10 | 31 | 100 | 127 | 445 |
| August | 2013 | 56 | 12 | 32 | 100 | 123 | 432 |
| September | 2013 | 54 | 11 | 35 | 100 | 120 | 398 |
| October | 2013 | 54 | 9 | 37 | 100 | 117 | 359 |
| November | 2013 | 50 | 8 | 42 | 100 | 108 | 355 |
| December | 2013 | 51 | 7 | 42 | 100 | 110 | 344 |
| January | 2014 | 50 | 7 | 43 | 100 | 107 | 370 |
| February | 2014 | 56 | 9 | 36 | 100 | 120 | 350 |
| March | 2014 | 58 | 10 | 32 | 100 | 125 | 349 |
| April | 2014 | 57 | 10 | 33 | 100 | 124 | 327 |
| May | 2014 | 54 | 9 | 36 | 100 | 118 | 329 |
| June | 2014 | 52 | 9 | 39 | 100 | 112 | 340 |
| July | 2014 | 56 | 8 | 35 | 100 | 121 | 340 |
| August | 2014 | 56 | 7 | 37 | 100 | 120 | 342 |
| September | 2014 | 60 | 5 | 35 | 100 | 125 | 338 |
| October | 2014 | 59 | 7 | 34 | 100 | 125 | 354 |
| November | 2014 | 62 | 8 | 30 | 100 | 131 | 342 |
| December | 2014 | 64 | 9 | 27 | 100 | 136 | 341 |
| January | 2015 | 67 | 6 | 27 | 100 | 140 | 320 |
| February | 2015 | 67 | 6 | 27 | 100 | 140 | 314 |
| March | 2015 | 65 | 7 | 28 | 100 | 136 | 313 |
| April | 2015 | 61 | 9 | 30 | 100 | 131 | 327 |
| May | 2015 | 59 | 9 | 31 | 100 | 128 | 337 |
| June | 2015 | 59 | 9 | 32 | 100 | 128 | 338 |
| July | 2015 | 61 | 8 | 32 | 100 | 129 | 341 |
| August | 2015 | 60 | 7 | 33 | 100 | 128 | 366 |
| September | 2015 | 59 | 6 | 34 | 100 | 125 | 362 |
| October | 2015 | 58 | 7 | 34 | 100 | 124 | 346 |
| November | 2015 | 61 | 8 | 31 | 100 | 130 | 339 |
| December | 2015 | 62 | 8 | 30 | 100 | 132 | 360 |
| January | 2016 | 62 | 7 | 30 | 100 | 132 | 366 |
| February | 2016 | 63 | 7 | 30 | 100 | 133 | 365 |
| March | 2016 | 64 | 8 | 28 | 100 | 136 | 362 |
| April | 2016 | 64 | 8 | 29 | 100 | 135 | 366 |
| May | 2016 | 64 | 7 | 29 | 100 | 135 | 353 |
| June | 2016 | 63 | 6 | 31 | 100 | 133 | 340 |
| July | 2016 | 64 | 6 | 29 | 100 | 135 | 346 |
| August | 2016 | 63 | 6 | 30 | 100 | 133 | 365 |
| September | 2016 | 59 | 6 | 35 | 100 | 125 | 376 |

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)
$\left.\begin{array}{lllllllll}\text { Date of } & \text { Survey } & \text { Good Time } & & \text { Uncertain } & & \text { Bad Time } & & \text { Total }\end{array}\right)$

BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| Date of S | Survey | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January | 2021 | 51 | 7 | 43 | 100 | 108 | 370 |
| February | 2021 | 45 | 6 | 49 | 100 | 96 | 368 |
| March | 2021 | 44 | 6 | 50 | 100 | 95 | 376 |
| April | 2021 | 45 | 7 | 48 | 100 | 97 | 342 |
| May | 2021 | 46 | 6 | 48 | 100 | 99 | 346 |
| June | 2021 | 48 | 5 | 47 | 100 | 100 | 337 |
| July | 2021 | 45 | 4 | 50 | 100 | 95 | 365 |
| August | 2021 | 41 | 5 | 54 | 100 | 87 | 350 |
| September | 2021 | 38 | 6 | 56 | 100 | 82 | 356 |
| October | 2021 | 31 | 5 | 64 | 100 | 67 | 356 |
| November | 2021 | 31 | 4 | 64 | 100 | 67 | 362 |
| December | 2021 | 26 | 4 | 69 | 100 | 57 | 346 |
| January | 2022 | 27 | 5 | 68 | 100 | 60 | 334 |
| February | 2022 | 25 | 4 | 71 | 100 | 54 | 346 |
| March | 2022 | 26 | 3 | 71 | 100 | 55 | 361 |
| April | 2022 | 24 | 3 | 73 | 100 | 50 | 395 |
| May | 2022 | 25 | 3 | 73 | 100 | 52 | 379 |
| June | 2022 | 22 | 4 | 74 | 100 | 49 | 385 |
| July | 2022 | 22 | 4 | 74 | 100 | 48 | 371 |
| August | 2022 | 18 | 5 | 76 | 100 | 42 | 395 |
| September | 2022 | 19 | 5 | 76 | 100 | 43 | 388 |
| October | 2022 | 19 | 5 | 75 | 100 | 44 | 409 |
| November | 2022 | 22 | 4 | 74 | 100 | 48 | 394 |
| December | 2022 | 23 | 4 | 72 | 100 | 51 | 377 |
| January | 2023 | 24 | 4 | 72 | 100 | 52 | 356 |
| February | 2023 | 27 | 4 | 69 | 100 | 59 | 376 |
| March | 2023 | 30 | 4 | 66 | 100 | 64 | 405 |
| April | 2023 | 30 | 4 | 66 | 100 | 64 | 415 |
| May | 2023 | 27 | 3 | 70 | 100 | 57 | 398 |
| June | 2023 | 26 | 3 | 71 | 100 | 54 | 404 |
| July | 2023 | 26 | 3 | 71 | 100 | 55 | 380 |
| August | 2023 | 30 | 3 | 67 | 100 | 63 | 400 |
| September | 2023 | 28 | 5 | 68 | 100 | 60 | 379 |
| October | 2023 | 28 | 6 | 66 | 100 | 62 | 397 |
| November | 2023 | 26 | 6 | 68 | 100 | 58 | 369 |
| December | 2023 | 26 | 5 | 68 | 100 | 58 | 377 |
| January | 2024 | 28 | 5 | 67 | 100 | 60 | 367 |
| February | 2024 | 30 | 5 | 66 | 100 | 64 | 390 |
| March | 2024 | 33 | 5 | 62 | 100 | 72 | 397 |

