

**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**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?"

| <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            | 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 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 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         |

**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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 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 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 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 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          |

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**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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 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          |

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**(Three Month Moving Averages)**

| <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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |

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**(Three Month Moving Averages)**

| <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 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          |

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**(Three Month Moving Averages)**

| <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 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          |

**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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 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          |

**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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 2008         | 54               | 7                | 39              | 100          | 115             | 514          |
| March 2008            | 51               | 9                | 40              | 100          | 111             | 500          |
| April 2008            | 47               | 8                | 44              | 100          | 103             | 494          |
| May 2008              | 42               | 8                | 50              | 100          | 92              | 478          |
| June 2008             | 40               | 6                | 54              | 100          | 85              | 488          |
| July 2008             | 40               | 4                | 55              | 100          | 85              | 492          |
| August 2008           | 43               | 3                | 54              | 100          | 89              | 488          |
| September 2008        | 45               | 4                | 51              | 100          | 94              | 465          |
| October 2008          | 44               | 5                | 51              | 100          | 93              | 476          |
| November 2008         | 45               | 5                | 50              | 100          | 95              | 475          |
| December 2008         | 47               | 4                | 49              | 100          | 99              | 492          |
| January 2009          | 50               | 3                | 47              | 100          | 102             | 481          |
| February 2009         | 50               | 4                | 46              | 100          | 104             | 481          |
| March 2009            | 50               | 4                | 46              | 100          | 104             | 474          |
| April 2009            | 51               | 5                | 44              | 100          | 108             | 447          |
| May 2009              | 52               | 4                | 44              | 100          | 108             | 460          |
| June 2009             | 58               | 3                | 39              | 100          | 119             | 448          |
| July 2009             | 57               | 4                | 39              | 100          | 118             | 474          |
| August 2009           | 61               | 5                | 34              | 100          | 127             | 473          |
| September 2009        | 57               | 6                | 38              | 100          | 119             | 488          |
| October 2009          | 57               | 5                | 38              | 100          | 119             | 454          |
| November 2009         | 54               | 5                | 41              | 100          | 113             | 451          |
| December 2009         | 54               | 6                | 41              | 100          | 113             | 446          |
| January 2010          | 52               | 7                | 41              | 100          | 112             | 495          |
| February 2010         | 54               | 6                | 40              | 100          | 114             | 505          |
| March 2010            | 56               | 6                | 38              | 100          | 118             | 508          |
| April 2010            | 59               | 4                | 37              | 100          | 122             | 477          |
| May 2010              | 59               | 5                | 36              | 100          | 123             | 486          |
| June 2010             | 59               | 4                | 37              | 100          | 122             | 500          |
| July 2010             | 55               | 5                | 39              | 100          | 116             | 506          |
| August 2010           | 53               | 7                | 40              | 100          | 113             | 490          |
| September 2010        | 52               | 8                | 40              | 100          | 112             | 454          |
| October 2010          | 54               | 8                | 38              | 100          | 116             | 442          |
| November 2010         | 54               | 8                | 38              | 100          | 116             | 445          |
| December 2010         | 57               | 7                | 36              | 100          | 121             | 478          |
| January 2011          | 57               | 4                | 39              | 100          | 118             | 481          |
| February 2011         | 53               | 3                | 45              | 100          | 108             | 473          |
| March 2011            | 48               | 3                | 49              | 100          | 100             | 451          |
| April 2011            | 47               | 4                | 49              | 100          | 98              | 435          |
| May 2011              | 50               | 7                | 43              | 100          | 107             | 438          |
| June 2011             | 50               | 6                | 43              | 100          | 107             | 437          |
| July 2011             | 52               | 6                | 41              | 100          | 111             | 442          |
| August 2011           | 48               | 6                | 47              | 100          | 101             | 458          |
| September 2011        | 47               | 5                | 48              | 100          | 98              | 453          |
| October 2011          | 45               | 5                | 50              | 100          | 96              | 465          |
| November 2011         | 51               | 4                | 44              | 100          | 107             | 445          |
| December 2011         | 53               | 5                | 42              | 100          | 111             | 462          |
| January 2012          | 54               | 6                | 40              | 100          | 114             | 462          |
| February 2012         | 53               | 6                | 41              | 100          | 112             | 473          |
| March 2012            | 51               | 7                | 42              | 100          | 110             | 454          |
| April 2012            | 54               | 5                | 41              | 100          | 113             | 474          |
| May 2012              | 55               | 5                | 40              | 100          | 116             | 476          |



**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |

**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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 2016          | 57               | 7                | 36              | 100          | 120             | 377          |
| November 2016         | 54               | 8                | 38              | 100          | 117             | 374          |
| December 2016         | 58               | 8                | 35              | 100          | 123             | 387          |
| January 2017          | 59               | 8                | 33              | 100          | 127             | 387          |
| February 2017         | 63               | 8                | 29              | 100          | 134             | 388          |
| March 2017            | 64               | 7                | 29              | 100          | 135             | 383          |
| April 2017            | 65               | 6                | 30              | 100          | 135             | 378          |
| May 2017              | 60               | 6                | 34              | 100          | 126             | 362          |
| June 2017             | 60               | 8                | 32              | 100          | 128             | 359          |
| July 2017             | 61               | 8                | 31              | 100          | 129             | 361          |
| August 2017           | 65               | 7                | 28              | 100          | 137             | 370          |
| September 2017        | 65               | 5                | 31              | 100          | 134             | 362          |
| October 2017          | 65               | 4                | 31              | 100          | 134             | 360          |
| November 2017         | 64               | 4                | 32              | 100          | 132             | 353          |
| December 2017         | 66               | 5                | 29              | 100          | 137             | 344          |
| January 2018          | 63               | 7                | 30              | 100          | 133             | 355          |
| February 2018         | 64               | 8                | 28              | 100          | 136             | 354          |
| March 2018            | 62               | 7                | 31              | 100          | 130             | 370          |
| April 2018            | 65               | 6                | 28              | 100          | 137             | 377          |
| May 2018              | 62               | 6                | 32              | 100          | 130             | 376          |
| June 2018             | 65               | 6                | 29              | 100          | 136             | 372          |
| July 2018             | 62               | 5                | 33              | 100          | 129             | 363          |
| August 2018           | 60               | 6                | 34              | 100          | 126             | 375          |
| September 2018        | 60               | 5                | 35              | 100          | 125             | 377          |
| October 2018          | 61               | 6                | 34              | 100          | 127             | 372          |
| November 2018         | 64               | 7                | 29              | 100          | 135             | 364          |
| December 2018         | 60               | 8                | 31              | 100          | 129             | 363          |
| January 2019          | 59               | 7                | 34              | 100          | 125             | 354          |
| February 2019         | 57               | 6                | 37              | 100          | 120             | 354          |
| March 2019            | 56               | 6                | 38              | 100          | 118             | 344          |
| April 2019            | 56               | 8                | 35              | 100          | 121             | 360          |
| May 2019              | 57               | 8                | 35              | 100          | 121             | 362          |
| June 2019             | 56               | 8                | 36              | 100          | 120             | 355          |
| July 2019             | 59               | 5                | 36              | 100          | 123             | 341          |
| August 2019           | 60               | 5                | 35              | 100          | 125             | 346          |
| September 2019        | 60               | 7                | 33              | 100          | 127             | 358          |
| October 2019          | 61               | 8                | 31              | 100          | 129             | 365          |
| November 2019         | 61               | 7                | 33              | 100          | 128             | 369          |
| December 2019         | 63               | 4                | 32              | 100          | 131             | 371          |
| January 2020          | 60               | 5                | 35              | 100          | 125             | 366          |
| February 2020         | 62               | 5                | 32              | 100          | 130             | 353          |
| March 2020            | 62               | 5                | 33              | 100          | 129             | 367          |
| April 2020            | 59               | 5                | 36              | 100          | 123             | 366          |
| May 2020              | 53               | 4                | 43              | 100          | 110             | 378          |
| June 2020             | 55               | 4                | 42              | 100          | 113             | 344          |
| July 2020             | 56               | 2                | 42              | 100          | 114             | 343          |
| August 2020           | 57               | 3                | 40              | 100          | 117             | 335          |
| September 2020        | 51               | 4                | 45              | 100          | 107             | 338          |
| October 2020          | 49               | 6                | 45              | 100          | 104             | 333          |
| November 2020         | 50               | 8                | 42              | 100          | 108             | 333          |
| December 2020         | 49               | 7                | 44              | 100          | 105             | 343          |

**EDUCATION HIGH SCHOOL OR LESS**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <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 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          |
| April 2024            | 32               | 6                | 62              | 100          | 70              | 406          |
| May 2024              | 30               | 6                | 64              | 100          | 67              | 409          |
| June 2024             | 26               | 5                | 69              | 100          | 57              | 392          |
| July 2024             | 20               | 4                | 76              | 100          | 44              | 343          |
| August 2024           | 16               | 2                | 81              | 100          | 35              | 283          |
| September 2024        | 18               | 4                | 78              | 100          | 40              | 244          |
| October 2024          | 24               | 4                | 72              | 100          | 52              | 224          |
| November 2024         | 24               | 6                | 69              | 100          | 55              | 200          |
| December 2024         | 25               | 6                | 69              | 100          | 56              | 190          |
| January 2025          | 23               | 7                | 70              | 100          | 53              | 208          |
| February 2025         | 26               | 7                | 67              | 100          | 59              | 219          |