

# EDUCATION SOME COLLEGE

## TABLE 36

### SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

Response to the query: "Why do you say so?" following the question on Table 35.

May add to more than 100% due to multiple mentions.

|                |      | GOOD TIME TO BUY |            |             |              |            |          | BAD TIME TO BUY |              |        |        |            |
|----------------|------|------------------|------------|-------------|--------------|------------|----------|-----------------|--------------|--------|--------|------------|
| Date of Survey |      | Prices Low;      | Prices     | Interest    | Borrow in    | Times      |          | Interest        | Can't        |        |        |            |
|                |      | Good Buys        | Won't Come | Rate Low    | Advance      | Good       |          | Supply          | Rates High;  |        |        |            |
|                |      | Available        | Down       | Credit Easy | Rising Rates | Prosperity | Adequate | High            | Credit Tight | To Buy | Future | Inadequate |
| March          | 1978 | 24               | 35         | 1           | 1            | 4          | 0        | 10              | 3            | 6      | 2      | 0          |
| April          | 1978 | 19               | 38         | 1           | 1            | 4          | 0        | 12              | 3            | 7      | 2      | 0          |
| May            | 1978 | 16               | 40         | 1           | 2            | 4          | 0        | 14              | 4            | 6      | 1      | 0          |
| June           | 1978 | 13               | 45         | 1           | 2            | 3          | 0        | 15              | 6            | 4      | 1      | 0          |
| July           | 1978 | 12               | 49         | 1           | 3            | 6          | 0        | 15              | 5            | 2      | 1      | 0          |
| August         | 1978 | 12               | 51         | 1           | 3            | 5          | 0        | 14              | 5            | 3      | 2      | 0          |
| September      | 1978 | 15               | 51         | 1           | 3            | 4          | 0        | 12              | 3            | 2      | 1      | 0          |
| October        | 1978 | 15               | 48         | 0           | 2            | 3          | 0        | 15              | 3            | 2      | 2      | 0          |
| November       | 1978 | 12               | 48         | 0           | 1            | 3          | 0        | 18              | 4            | 2      | 1      | 0          |
| December       | 1978 | 9                | 46         | 0           | 2            | 3          | 0        | 21              | 5            | 1      | 3      | 0          |
| January        | 1979 | 9                | 45         | 0           | 4            | 2          | 0        | 23              | 5            | 3      | 3      | 0          |
| February       | 1979 | 14               | 43         | 0           | 4            | 2          | 0        | 21              | 5            | 4      | 3      | 0          |
| March          | 1979 | 14               | 45         | 0           | 2            | 3          | 0        | 19              | 5            | 4      | 3      | 0          |
| April          | 1979 | 13               | 46         | 1           | 3            | 2          | 0        | 17              | 6            | 5      | 4      | 0          |
| May            | 1979 | 11               | 44         | 1           | 3            | 2          | 0        | 16              | 6            | 6      | 4      | 0          |
| June           | 1979 | 14               | 42         | 1           | 3            | 1          | 0        | 18              | 6            | 6      | 3      | 0          |
| July           | 1979 | 14               | 43         | 0           | 2            | 1          | 1        | 19              | 6            | 4      | 4      | 0          |
| August         | 1979 | 15               | 44         | 1           | 2            | 1          | 1        | 19              | 7            | 3      | 4      | 0          |
| September      | 1979 | 13               | 47         | 1           | 1            | 2          | 0        | 18              | 8            | 6      | 5      | 0          |
| October        | 1979 | 14               | 46         | 1           | 2            | 2          | 0        | 16              | 9            | 7      | 3      | 0          |
| November       | 1979 | 15               | 46         | 1           | 3            | 3          | 0        | 16              | 12           | 7      | 3      | 0          |
| December       | 1979 | 16               | 42         | 1           | 3            | 4          | 1        | 18              | 13           | 7      | 4      | 0          |
| January        | 1980 | 20               | 40         | 1           | 3            | 3          | 1        | 20              | 13           | 8      | 5      | 0          |
| February       | 1980 | 24               | 41         | 0           | 3            | 2          | 1        | 17              | 13           | 7      | 5      | 0          |
| March          | 1980 | 22               | 45         | 0           | 4            | 0          | 0        | 17              | 15           | 6      | 6      | 0          |
| April          | 1980 | 18               | 39         | 0           | 4            | 0          | 0        | 19              | 25           | 5      | 6      | 0          |
| May            | 1980 | 12               | 34         | 0           | 3            | 0          | 0        | 26              | 29           | 7      | 8      | 0          |
| June           | 1980 | 16               | 27         | 1           | 2            | 1          | 0        | 30              | 30           | 6      | 8      | 0          |
| July           | 1980 | 22               | 26         | 2           | 2            | 2          | 0        | 28              | 21           | 8      | 9      | 0          |
| August         | 1980 | 21               | 27         | 3           | 2            | 3          | 0        | 26              | 17           | 10     | 7      | 0          |
| September      | 1980 | 22               | 31         | 3           | 3            | 3          | 1        | 21              | 14           | 12     | 6      | 0          |
| October        | 1980 | 20               | 31         | 3           | 2            | 2          | 1        | 19              | 18           | 10     | 4      | 0          |
| November       | 1980 | 21               | 32         | 2           | 2            | 1          | 1        | 18              | 21           | 7      | 3      | 0          |
| December       | 1980 | 21               | 33         | 1           | 2            | 0          | 0        | 20              | 22           | 4      | 3      | 0          |
| January        | 1981 | 23               | 32         | 1           | 2            | 1          | 1        | 21              | 22           | 3      | 2      | 0          |
| February       | 1981 | 23               | 29         | 1           | 2            | 2          | 0        | 20              | 23           | 5      | 2      | 0          |
| March          | 1981 | 25               | 27         | 1           | 1            | 1          | 0        | 19              | 26           | 8      | 4      | 0          |
| April          | 1981 | 24               | 28         | 2           | 1            | 1          | 0        | 20              | 25           | 8      | 4      | 0          |
| May            | 1981 | 23               | 31         | 1           | 2            | 1          | 0        | 21              | 22           | 6      | 4      | 0          |
| June           | 1981 | 21               | 29         | 1           | 2            | 1          | 0        | 20              | 21           | 4      | 3      | 0          |
| July           | 1981 | 23               | 28         | 1           | 1            | 1          | 0        | 20              | 20           | 5      | 2      | 0          |
| August         | 1981 | 26               | 27         | 2           | 1            | 1          | 1        | 18              | 21           | 5      | 2      | 0          |
| September      | 1981 | 26               | 26         | 2           | 1            | 2          | 1        | 21              | 22           | 6      | 2      | 0          |
| October        | 1981 | 25               | 25         | 2           | 1            | 3          | 1        | 21              | 22           | 7      | 2      | 0          |

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TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

| Date of Survey |    | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |
|----------------|----|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|
|                |    | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |
| November 1981  | 23 | 23                                    | 1                            | 1                                   | 3                                    | 0                           | 21                 | 23              | 6                                       | 3                         | 0                   |                      |
| December 1981  | 27 | 25                                    | 1                            | 1                                   | 2                                    | 0                           | 19                 | 21              | 5                                       | 3                         | 0                   |                      |
| January 1982   | 29 | 25                                    | 3                            | 2                                   | 0                                    | 0                           | 18                 | 20              | 5                                       | 4                         | 0                   |                      |
| February 1982  | 31 | 24                                    | 2                            | 2                                   | 0                                    | 0                           | 20                 | 19              | 7                                       | 3                         | 0                   |                      |
| March 1982     | 31 | 24                                    | 2                            | 2                                   | 1                                    | 0                           | 20                 | 20              | 7                                       | 4                         | 0                   |                      |
| April 1982     | 29 | 18                                    | 1                            | 1                                   | 2                                    | 0                           | 20                 | 24              | 10                                      | 5                         | 0                   |                      |
| May 1982       | 33 | 17                                    | 0                            | 1                                   | 2                                    | 0                           | 20                 | 24              | 12                                      | 6                         | 0                   |                      |
| June 1982      | 33 | 14                                    | 1                            | 0                                   | 2                                    | 0                           | 18                 | 24              | 14                                      | 7                         | 0                   |                      |
| July 1982      | 34 | 16                                    | 1                            | 0                                   | 1                                    | 0                           | 17                 | 23              | 11                                      | 8                         | 0                   |                      |
| August 1982    | 33 | 16                                    | 1                            | 0                                   | 1                                    | 0                           | 17                 | 23              | 10                                      | 8                         | 0                   |                      |
| September 1982 | 32 | 16                                    | 2                            | 1                                   | 1                                    | 0                           | 20                 | 22              | 11                                      | 9                         | 0                   |                      |
| October 1982   | 31 | 15                                    | 3                            | 1                                   | 1                                    | 0                           | 21                 | 19              | 12                                      | 8                         | 0                   |                      |
| November 1982  | 30 | 15                                    | 5                            | 1                                   | 2                                    | 0                           | 20                 | 18              | 13                                      | 8                         | 0                   |                      |
| December 1982  | 32 | 14                                    | 6                            | 1                                   | 2                                    | 0                           | 17                 | 14              | 11                                      | 8                         | 0                   |                      |
| January 1983   | 35 | 13                                    | 8                            | 1                                   | 1                                    | 0                           | 17                 | 14              | 10                                      | 9                         | 0                   |                      |
| February 1983  | 41 | 12                                    | 9                            | 0                                   | 1                                    | 0                           | 17                 | 11              | 8                                       | 8                         | 0                   |                      |
| March 1983     | 41 | 11                                    | 10                           | 0                                   | 2                                    | 0                           | 17                 | 13              | 9                                       | 7                         | 0                   |                      |
| April 1983     | 42 | 10                                    | 12                           | 0                                   | 3                                    | 0                           | 15                 | 13              | 9                                       | 6                         | 0                   |                      |
| May 1983       | 41 | 12                                    | 13                           | 1                                   | 4                                    | 0                           | 15                 | 12              | 9                                       | 6                         | 0                   |                      |
| June 1983      | 42 | 12                                    | 13                           | 1                                   | 4                                    | 0                           | 15                 | 7               | 7                                       | 5                         | 0                   |                      |
| July 1983      | 40 | 12                                    | 13                           | 1                                   | 5                                    | 0                           | 13                 | 6               | 7                                       | 4                         | 0                   |                      |
| August 1983    | 38 | 11                                    | 15                           | 1                                   | 4                                    | 0                           | 13                 | 5               | 5                                       | 3                         | 0                   |                      |
| September 1983 | 38 | 15                                    | 17                           | 3                                   | 4                                    | 0                           | 12                 | 6               | 4                                       | 4                         | 0                   |                      |
| October 1983   | 39 | 17                                    | 13                           | 2                                   | 5                                    | 0                           | 12                 | 6               | 5                                       | 4                         | 0                   |                      |
| November 1983  | 38 | 19                                    | 10                           | 2                                   | 4                                    | 0                           | 15                 | 7               | 4                                       | 4                         | 0                   |                      |
| December 1983  | 42 | 15                                    | 6                            | 1                                   | 6                                    | 0                           | 17                 | 5               | 5                                       | 3                         | 0                   |                      |
| January 1984   | 45 | 14                                    | 7                            | 1                                   | 6                                    | 0                           | 15                 | 4               | 3                                       | 2                         | 0                   |                      |
| February 1984  | 47 | 13                                    | 9                            | 1                                   | 6                                    | 0                           | 10                 | 3               | 3                                       | 2                         | 0                   |                      |
| March 1984     | 42 | 15                                    | 11                           | 2                                   | 7                                    | 1                           | 8                  | 3               | 3                                       | 2                         | 0                   |                      |
| April 1984     | 39 | 18                                    | 11                           | 3                                   | 7                                    | 1                           | 9                  | 3               | 3                                       | 1                         | 0                   |                      |
| May 1984       | 36 | 16                                    | 9                            | 4                                   | 8                                    | 1                           | 9                  | 4               | 3                                       | 2                         | 0                   |                      |
| June 1984      | 36 | 17                                    | 9                            | 4                                   | 7                                    | 0                           | 11                 | 6               | 2                                       | 2                         | 0                   |                      |
| July 1984      | 36 | 15                                    | 9                            | 4                                   | 7                                    | 0                           | 11                 | 8               | 3                                       | 3                         | 0                   |                      |
| August 1984    | 35 | 17                                    | 10                           | 3                                   | 7                                    | 0                           | 10                 | 10              | 3                                       | 2                         | 0                   |                      |
| September 1984 | 35 | 20                                    | 8                            | 2                                   | 8                                    | 0                           | 9                  | 9               | 3                                       | 1                         | 0                   |                      |
| October 1984   | 31 | 21                                    | 7                            | 2                                   | 8                                    | 0                           | 8                  | 8               | 2                                       | 2                         | 0                   |                      |
| November 1984  | 31 | 21                                    | 5                            | 3                                   | 7                                    | 0                           | 10                 | 7               | 1                                       | 3                         | 0                   |                      |
| December 1984  | 35 | 19                                    | 7                            | 3                                   | 7                                    | 0                           | 13                 | 8               | 1                                       | 3                         | 0                   |                      |
| January 1985   | 42 | 16                                    | 9                            | 3                                   | 6                                    | 0                           | 13                 | 7               | 2                                       | 3                         | 0                   |                      |
| February 1985  | 45 | 14                                    | 9                            | 2                                   | 7                                    | 0                           | 12                 | 6               | 5                                       | 2                         | 0                   |                      |
| March 1985     | 44 | 14                                    | 8                            | 3                                   | 8                                    | 0                           | 10                 | 4               | 5                                       | 2                         | 0                   |                      |
| April 1985     | 42 | 14                                    | 9                            | 3                                   | 9                                    | 0                           | 11                 | 4               | 5                                       | 1                         | 0                   |                      |
| May 1985       | 40 | 16                                    | 12                           | 3                                   | 7                                    | 0                           | 12                 | 3               | 4                                       | 2                         | 0                   |                      |
| June 1985      | 38 | 20                                    | 13                           | 3                                   | 7                                    | 0                           | 11                 | 4               | 3                                       | 2                         | 0                   |                      |
| July 1985      | 38 | 20                                    | 14                           | 2                                   | 8                                    | 0                           | 10                 | 3               | 2                                       | 2                         | 0                   |                      |
| August 1985    | 40 | 20                                    | 13                           | 2                                   | 9                                    | 0                           | 9                  | 3               | 2                                       | 1                         | 0                   |                      |

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TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES  
(Three Month Moving Averages)

| Date of Survey | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |  |
|----------------|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|--|
|                | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |  |
| September 1985 | 46                                    | 14                           | 14                                  | 1                                    | 9                           | 1                  | 10              | 3                                       | 3                         | 1                   | 0                    |  |
| October 1985   | 44                                    | 11                           | 17                                  | 0                                    | 9                           | 1                  | 11              | 3                                       | 4                         | 1                   | 0                    |  |
| November 1985  | 42                                    | 12                           | 19                                  | 1                                    | 8                           | 1                  | 12              | 4                                       | 5                         | 2                   | 0                    |  |
| December 1985  | 40                                    | 14                           | 17                                  | 1                                    | 6                           | 0                  | 13              | 5                                       | 3                         | 2                   | 0                    |  |
| January 1986   | 46                                    | 15                           | 13                                  | 1                                    | 5                           | 0                  | 10              | 5                                       | 3                         | 2                   | 0                    |  |
| February 1986  | 47                                    | 13                           | 16                                  | 1                                    | 7                           | 0                  | 8               | 3                                       | 2                         | 1                   | 0                    |  |
| March 1986     | 46                                    | 12                           | 19                                  | 1                                    | 7                           | 0                  | 6               | 3                                       | 3                         | 2                   | 0                    |  |
| April 1986     | 44                                    | 12                           | 25                                  | 1                                    | 7                           | 0                  | 9               | 3                                       | 3                         | 2                   | 0                    |  |
| May 1986       | 42                                    | 11                           | 25                                  | 0                                    | 8                           | 0                  | 9               | 3                                       | 4                         | 3                   | 0                    |  |
| June 1986      | 40                                    | 10                           | 33                                  | 0                                    | 9                           | 0                  | 8               | 3                                       | 4                         | 3                   | 0                    |  |
| July 1986      | 40                                    | 11                           | 30                                  | 0                                    | 12                          | 0                  | 5               | 3                                       | 4                         | 2                   | 0                    |  |
| August 1986    | 38                                    | 11                           | 31                                  | 0                                    | 10                          | 0                  | 6               | 3                                       | 4                         | 1                   | 0                    |  |
| September 1986 | 41                                    | 11                           | 28                                  | 1                                    | 9                           | 0                  | 8               | 3                                       | 4                         | 1                   | 0                    |  |
| October 1986   | 37                                    | 13                           | 28                                  | 2                                    | 5                           | 0                  | 8               | 2                                       | 6                         | 3                   | 0                    |  |
| November 1986  | 36                                    | 15                           | 25                                  | 3                                    | 4                           | 0                  | 9               | 2                                       | 7                         | 3                   | 0                    |  |
| December 1986  | 34                                    | 16                           | 19                                  | 3                                    | 5                           | 0                  | 8               | 2                                       | 6                         | 3                   | 0                    |  |
| January 1987   | 36                                    | 14                           | 18                                  | 1                                    | 7                           | 0                  | 7               | 2                                       | 6                         | 1                   | 0                    |  |
| February 1987  | 37                                    | 12                           | 20                                  | 2                                    | 7                           | 1                  | 4               | 2                                       | 3                         | 1                   | 0                    |  |
| March 1987     | 35                                    | 12                           | 21                                  | 2                                    | 7                           | 0                  | 4               | 3                                       | 4                         | 2                   | 0                    |  |
| April 1987     | 33                                    | 17                           | 18                                  | 2                                    | 8                           | 0                  | 5               | 4                                       | 3                         | 2                   | 0                    |  |
| May 1987       | 33                                    | 21                           | 16                                  | 1                                    | 8                           | 0                  | 6               | 4                                       | 3                         | 2                   | 0                    |  |
| June 1987      | 36                                    | 24                           | 14                                  | 2                                    | 9                           | 0                  | 6               | 3                                       | 3                         | 1                   | 0                    |  |
| July 1987      | 38                                    | 22                           | 13                                  | 2                                    | 8                           | 0                  | 5               | 3                                       | 2                         | 2                   | 0                    |  |
| August 1987    | 42                                    | 15                           | 15                                  | 3                                    | 10                          | 0                  | 6               | 3                                       | 4                         | 1                   | 0                    |  |
| September 1987 | 39                                    | 16                           | 17                                  | 3                                    | 10                          | 0                  | 8               | 3                                       | 3                         | 1                   | 0                    |  |
| October 1987   | 35                                    | 17                           | 16                                  | 5                                    | 8                           | 0                  | 9               | 4                                       | 4                         | 1                   | 0                    |  |
| November 1987  | 33                                    | 19                           | 14                                  | 5                                    | 5                           | 0                  | 7               | 7                                       | 3                         | 4                   | 0                    |  |
| December 1987  | 38                                    | 18                           | 9                                   | 4                                    | 3                           | 1                  | 6               | 6                                       | 4                         | 6                   | 0                    |  |
| January 1988   | 44                                    | 15                           | 8                                   | 2                                    | 3                           | 1                  | 5               | 6                                       | 4                         | 7                   | 0                    |  |
| February 1988  | 44                                    | 15                           | 7                                   | 1                                    | 6                           | 0                  | 6               | 5                                       | 4                         | 6                   | 0                    |  |
| March 1988     | 42                                    | 11                           | 8                                   | 1                                    | 9                           | 0                  | 6               | 6                                       | 5                         | 4                   | 0                    |  |
| April 1988     | 38                                    | 14                           | 10                                  | 1                                    | 10                          | 0                  | 6               | 5                                       | 6                         | 3                   | 0                    |  |
| May 1988       | 36                                    | 18                           | 6                                   | 3                                    | 9                           | 0                  | 6               | 7                                       | 4                         | 3                   | 0                    |  |
| June 1988      | 33                                    | 20                           | 6                                   | 3                                    | 8                           | 1                  | 8               | 6                                       | 3                         | 3                   | 0                    |  |
| July 1988      | 34                                    | 23                           | 5                                   | 4                                    | 8                           | 2                  | 8               | 5                                       | 1                         | 2                   | 0                    |  |
| August 1988    | 35                                    | 23                           | 7                                   | 4                                    | 7                           | 2                  | 9               | 2                                       | 2                         | 2                   | 0                    |  |
| September 1988 | 37                                    | 23                           | 7                                   | 4                                    | 8                           | 1                  | 8               | 3                                       | 2                         | 2                   | 0                    |  |
| October 1988   | 35                                    | 20                           | 10                                  | 5                                    | 8                           | 0                  | 7               | 4                                       | 2                         | 2                   | 0                    |  |
| November 1988  | 35                                    | 20                           | 11                                  | 5                                    | 7                           | 0                  | 8               | 4                                       | 1                         | 1                   | 0                    |  |
| December 1988  | 31                                    | 19                           | 10                                  | 6                                    | 8                           | 0                  | 11              | 5                                       | 3                         | 1                   | 0                    |  |
| January 1989   | 38                                    | 17                           | 7                                   | 6                                    | 6                           | 0                  | 11              | 4                                       | 4                         | 2                   | 0                    |  |
| February 1989  | 39                                    | 16                           | 4                                   | 5                                    | 8                           | 0                  | 11              | 4                                       | 5                         | 3                   | 0                    |  |
| March 1989     | 42                                    | 16                           | 6                                   | 4                                    | 8                           | 0                  | 9               | 2                                       | 4                         | 3                   | 0                    |  |
| April 1989     | 38                                    | 17                           | 7                                   | 5                                    | 9                           | 1                  | 9               | 5                                       | 3                         | 2                   | 0                    |  |
| May 1989       | 34                                    | 22                           | 8                                   | 6                                    | 10                          | 1                  | 9               | 4                                       | 1                         | 1                   | 0                    |  |
| June 1989      | 34                                    | 23                           | 5                                   | 5                                    | 10                          | 1                  | 9               | 6                                       | 1                         | 1                   | 0                    |  |

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TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

|                |  | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |
|----------------|--|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|
|                |  | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |
| Date of Survey |  |                                       |                              |                                     |                                      |                             |                    |                 |   |                           |                     |                      |
| July 1989      |  | 29                                    | 22                           | 5                                   | 3                                    | 9                           | 0                  | 11              | 5                                       | 4                         | 3                   | 0                    |
| August 1989    |  | 32                                    | 16                           | 4                                   | 2                                    | 7                           | 0                  | 9               | 5                                       | 4                         | 3                   | 0                    |
| September 1989 |  | 33                                    | 14                           | 5                                   | 2                                    | 7                           | 0                  | 9               | 3                                       | 4                         | 3                   | 0                    |
| October 1989   |  | 37                                    | 17                           | 5                                   | 3                                    | 5                           | 0                  | 7               | 2                                       | 1                         | 2                   | 0                    |
| November 1989  |  | 39                                    | 17                           | 7                                   | 3                                    | 5                           | 0                  | 10              | 2                                       | 1                         | 2                   | 0                    |
| December 1989  |  | 39                                    | 17                           | 7                                   | 4                                    | 3                           | 0                  | 11              | 3                                       | 2                         | 1                   | 0                    |
| January 1990   |  | 45                                    | 14                           | 6                                   | 3                                    | 2                           | 0                  | 10              | 3                                       | 2                         | 1                   | 0                    |
| February 1990  |  | 44                                    | 14                           | 6                                   | 3                                    | 3                           | 0                  | 8               | 4                                       | 2                         | 1                   | 0                    |
| March 1990     |  | 45                                    | 15                           | 6                                   | 2                                    | 4                           | 0                  | 7               | 3                                       | 4                         | 2                   | 0                    |
| April 1990     |  | 41                                    | 19                           | 8                                   | 2                                    | 5                           | 0                  | 7               | 4                                       | 5                         | 2                   | 0                    |
| May 1990       |  | 38                                    | 19                           | 6                                   | 2                                    | 5                           | 0                  | 8               | 4                                       | 4                         | 2                   | 0                    |
| June 1990      |  | 36                                    | 22                           | 4                                   | 2                                    | 6                           | 0                  | 9               | 4                                       | 3                         | 2                   | 0                    |
| July 1990      |  | 35                                    | 20                           | 3                                   | 2                                    | 5                           | 0                  | 8               | 2                                       | 2                         | 3                   | 0                    |
| August 1990    |  | 36                                    | 24                           | 4                                   | 2                                    | 6                           | 0                  | 8               | 2                                       | 3                         | 5                   | 0                    |
| September 1990 |  | 34                                    | 24                           | 2                                   | 3                                    | 4                           | 0                  | 9               | 3                                       | 5                         | 7                   | 0                    |
| October 1990   |  | 29                                    | 20                           | 1                                   | 2                                    | 4                           | 0                  | 15              | 4                                       | 6                         | 9                   | 0                    |
| November 1990  |  | 26                                    | 18                           | 2                                   | 2                                    | 2                           | 0                  | 16              | 5                                       | 9                         | 12                  | 0                    |
| December 1990  |  | 29                                    | 14                           | 3                                   | 1                                    | 2                           | 0                  | 15              | 5                                       | 9                         | 14                  | 0                    |
| January 1991   |  | 31                                    | 16                           | 4                                   | 1                                    | 2                           | 0                  | 11              | 6                                       | 9                         | 15                  | 0                    |
| February 1991  |  | 35                                    | 13                           | 4                                   | 0                                    | 3                           | 0                  | 9               | 7                                       | 10                        | 14                  | 0                    |
| March 1991     |  | 36                                    | 11                           | 6                                   | 1                                    | 2                           | 0                  | 9               | 7                                       | 11                        | 13                  | 0                    |
| April 1991     |  | 37                                    | 12                           | 7                                   | 1                                    | 3                           | 0                  | 10              | 7                                       | 12                        | 11                  | 0                    |
| May 1991       |  | 36                                    | 14                           | 8                                   | 2                                    | 2                           | 0                  | 10              | 5                                       | 12                        | 10                  | 0                    |
| June 1991      |  | 38                                    | 13                           | 9                                   | 0                                    | 3                           | 0                  | 12              | 5                                       | 14                        | 8                   | 0                    |
| July 1991      |  | 41                                    | 11                           | 9                                   | 0                                    | 3                           | 0                  | 9               | 5                                       | 11                        | 9                   | 0                    |
| August 1991    |  | 41                                    | 9                            | 9                                   | 0                                    | 5                           | 0                  | 7               | 6                                       | 10                        | 9                   | 0                    |
| September 1991 |  | 41                                    | 11                           | 10                                  | 0                                    | 4                           | 0                  | 8               | 5                                       | 9                         | 9                   | 0                    |
| October 1991   |  | 38                                    | 13                           | 8                                   | 0                                    | 3                           | 0                  | 12              | 4                                       | 11                        | 9                   | 0                    |
| November 1991  |  | 38                                    | 14                           | 7                                   | 1                                    | 2                           | 0                  | 13              | 4                                       | 10                        | 11                  | 0                    |
| December 1991  |  | 37                                    | 11                           | 8                                   | 1                                    | 1                           | 0                  | 12              | 4                                       | 10                        | 14                  | 0                    |
| January 1992   |  | 39                                    | 7                            | 10                                  | 1                                    | 1                           | 0                  | 8               | 6                                       | 12                        | 18                  | 0                    |
| February 1992  |  | 36                                    | 7                            | 14                                  | 1                                    | 1                           | 0                  | 8               | 7                                       | 14                        | 21                  | 0                    |
| March 1992     |  | 41                                    | 7                            | 14                                  | 1                                    | 2                           | 0                  | 6               | 5                                       | 13                        | 21                  | 0                    |
| April 1992     |  | 38                                    | 8                            | 14                                  | 0                                    | 2                           | 0                  | 7               | 5                                       | 12                        | 20                  | 0                    |
| May 1992       |  | 41                                    | 8                            | 14                                  | 0                                    | 3                           | 0                  | 7               | 3                                       | 11                        | 15                  | 0                    |
| June 1992      |  | 39                                    | 7                            | 18                                  | 0                                    | 3                           | 0                  | 8               | 4                                       | 9                         | 12                  | 0                    |
| July 1992      |  | 43                                    | 7                            | 17                                  | 1                                    | 3                           | 0                  | 8               | 4                                       | 12                        | 12                  | 0                    |
| August 1992    |  | 43                                    | 6                            | 16                                  | 1                                    | 2                           | 0                  | 7               | 4                                       | 12                        | 16                  | 0                    |
| September 1992 |  | 40                                    | 9                            | 13                                  | 0                                    | 2                           | 0                  | 7               | 5                                       | 15                        | 18                  | 0                    |
| October 1992   |  | 36                                    | 10                           | 11                                  | 0                                    | 2                           | 0                  | 5               | 6                                       | 13                        | 17                  | 0                    |
| November 1992  |  | 39                                    | 13                           | 10                                  | 1                                    | 3                           | 0                  | 5               | 6                                       | 12                        | 13                  | 0                    |
| December 1992  |  | 41                                    | 12                           | 8                                   | 2                                    | 4                           | 0                  | 5               | 5                                       | 11                        | 10                  | 0                    |
| January 1993   |  | 44                                    | 11                           | 12                                  | 2                                    | 4                           | 0                  | 7               | 2                                       | 12                        | 7                   | 0                    |
| February 1993  |  | 46                                    | 8                            | 13                                  | 1                                    | 6                           | 0                  | 7               | 3                                       | 11                        | 8                   | 0                    |
| March 1993     |  | 45                                    | 10                           | 15                                  | 1                                    | 7                           | 0                  | 6               | 3                                       | 12                        | 8                   | 0                    |
| April 1993     |  | 40                                    | 12                           | 14                                  | 2                                    | 8                           | 0                  | 4               | 4                                       | 10                        | 9                   | 0                    |

EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| Date of Survey |  | GOOD TIME TO BUY                |                        |                               |                                |                       |                 | BAD TIME TO BUY |                                   |                     |                  |                   |
|----------------|--|---------------------------------|------------------------|-------------------------------|--------------------------------|-----------------------|-----------------|-----------------|-----------------------------------|---------------------|------------------|-------------------|
|                |  | Prices Low; Good Buys Available | Prices Won't Come Down | Interest Rate Low Credit Easy | Borrow in Advance Rising Rates | Times Good Prosperity | Supply Adequate | Prices High     | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future | Supply Inadequate |
| May 1993       |  | 36                              | 14                     | 15                            | 1                              | 7                     | 0               | 5               | 2                                 | 9                   | 9                | 0                 |
| June 1993      |  | 37                              | 12                     | 18                            | 1                              | 6                     | 0               | 6               | 1                                 | 7                   | 9                | 0                 |
| July 1993      |  | 43                              | 10                     | 20                            | 1                              | 6                     | 0               | 7               | 3                                 | 6                   | 10               | 0                 |
| August 1993    |  | 43                              | 9                      | 22                            | 0                              | 6                     | 0               | 6               | 4                                 | 6                   | 9                | 0                 |
| September 1993 |  | 39                              | 10                     | 21                            | 0                              | 5                     | 0               | 6               | 5                                 | 6                   | 10               | 0                 |
| October 1993   |  | 36                              | 9                      | 21                            | 0                              | 4                     | 0               | 6               | 3                                 | 8                   | 9                | 0                 |
| November 1993  |  | 34                              | 10                     | 23                            | 1                              | 3                     | 0               | 8               | 3                                 | 9                   | 10               | 0                 |
| December 1993  |  | 36                              | 11                     | 24                            | 0                              | 2                     | 0               | 7               | 2                                 | 8                   | 8                | 0                 |
| January 1994   |  | 39                              | 11                     | 28                            | 0                              | 6                     | 0               | 7               | 1                                 | 7                   | 7                | 0                 |
| February 1994  |  | 42                              | 13                     | 24                            | 0                              | 7                     | 0               | 5               | 2                                 | 5                   | 6                | 0                 |
| March 1994     |  | 39                              | 12                     | 26                            | 0                              | 8                     | 0               | 5               | 2                                 | 6                   | 5                | 0                 |
| April 1994     |  | 37                              | 11                     | 20                            | 2                              | 9                     | 0               | 6               | 3                                 | 7                   | 6                | 0                 |
| May 1994       |  | 38                              | 8                      | 22                            | 2                              | 10                    | 0               | 6               | 2                                 | 6                   | 5                | 0                 |
| June 1994      |  | 42                              | 10                     | 18                            | 3                              | 10                    | 0               | 4               | 2                                 | 4                   | 4                | 0                 |
| July 1994      |  | 40                              | 13                     | 17                            | 3                              | 9                     | 0               | 4               | 1                                 | 4                   | 2                | 0                 |
| August 1994    |  | 36                              | 14                     | 16                            | 3                              | 9                     | 0               | 5               | 2                                 | 4                   | 2                | 0                 |
| September 1994 |  | 34                              | 13                     | 17                            | 3                              | 12                    | 0               | 6               | 3                                 | 5                   | 4                | 0                 |
| October 1994   |  | 37                              | 12                     | 18                            | 2                              | 13                    | 1               | 4               | 4                                 | 3                   | 4                | 0                 |
| November 1994  |  | 39                              | 12                     | 15                            | 2                              | 12                    | 1               | 5               | 4                                 | 4                   | 4                | 0                 |
| December 1994  |  | 44                              | 13                     | 15                            | 4                              | 10                    | 1               | 6               | 3                                 | 3                   | 2                | 0                 |
| January 1995   |  | 48                              | 15                     | 11                            | 4                              | 13                    | 1               | 6               | 3                                 | 3                   | 2                | 0                 |
| February 1995  |  | 47                              | 16                     | 11                            | 4                              | 14                    | 0               | 6               | 2                                 | 2                   | 2                | 0                 |
| March 1995     |  | 43                              | 14                     | 11                            | 4                              | 13                    | 0               | 6               | 3                                 | 3                   | 2                | 0                 |
| April 1995     |  | 37                              | 11                     | 12                            | 4                              | 10                    | 0               | 9               | 5                                 | 3                   | 1                | 0                 |
| May 1995       |  | 36                              | 10                     | 11                            | 3                              | 9                     | 1               | 8               | 6                                 | 3                   | 1                | 0                 |
| June 1995      |  | 35                              | 13                     | 10                            | 1                              | 9                     | 1               | 8               | 5                                 | 3                   | 2                | 0                 |
| July 1995      |  | 39                              | 14                     | 13                            | 0                              | 9                     | 1               | 8               | 3                                 | 4                   | 2                | 0                 |
| August 1995    |  | 39                              | 10                     | 15                            | 1                              | 10                    | 1               | 8               | 1                                 | 5                   | 4                | 0                 |
| September 1995 |  | 44                              | 8                      | 16                            | 1                              | 12                    | 0               | 8               | 1                                 | 5                   | 3                | 0                 |
| October 1995   |  | 39                              | 7                      | 13                            | 1                              | 10                    | 0               | 7               | 2                                 | 5                   | 3                | 0                 |
| November 1995  |  | 40                              | 11                     | 11                            | 0                              | 8                     | 0               | 9               | 3                                 | 5                   | 2                | 0                 |
| December 1995  |  | 41                              | 11                     | 11                            | 0                              | 7                     | 0               | 7               | 2                                 | 8                   | 2                | 0                 |
| January 1996   |  | 45                              | 10                     | 13                            | 0                              | 8                     | 1               | 6               | 2                                 | 7                   | 2                | 0                 |
| February 1996  |  | 50                              | 8                      | 14                            | 1                              | 7                     | 1               | 5               | 3                                 | 7                   | 3                | 0                 |
| March 1996     |  | 50                              | 11                     | 14                            | 1                              | 7                     | 1               | 7               | 3                                 | 3                   | 3                | 0                 |
| April 1996     |  | 47                              | 11                     | 15                            | 2                              | 7                     | 0               | 7               | 3                                 | 4                   | 3                | 0                 |
| May 1996       |  | 41                              | 13                     | 15                            | 1                              | 10                    | 0               | 8               | 3                                 | 5                   | 3                | 0                 |
| June 1996      |  | 36                              | 11                     | 16                            | 1                              | 10                    | 0               | 7               | 3                                 | 4                   | 2                | 0                 |
| July 1996      |  | 38                              | 10                     | 15                            | 1                              | 8                     | 0               | 7               | 2                                 | 4                   | 2                | 0                 |
| August 1996    |  | 41                              | 10                     | 15                            | 1                              | 6                     | 1               | 5               | 2                                 | 3                   | 2                | 0                 |
| September 1996 |  | 41                              | 11                     | 15                            | 1                              | 7                     | 1               | 5               | 2                                 | 3                   | 2                | 0                 |
| October 1996   |  | 43                              | 11                     | 14                            | 0                              | 8                     | 0               | 6               | 2                                 | 3                   | 2                | 0                 |
| November 1996  |  | 39                              | 12                     | 12                            | 1                              | 10                    | 0               | 8               | 3                                 | 4                   | 1                | 0                 |
| December 1996  |  | 46                              | 10                     | 10                            | 1                              | 10                    | 0               | 10              | 3                                 | 3                   | 1                | 0                 |
| January 1997   |  | 44                              | 10                     | 12                            | 2                              | 9                     | 0               | 10              | 4                                 | 3                   | 2                | 0                 |
| February 1997  |  | 47                              | 7                      | 12                            | 2                              | 11                    | 0               | 8               | 4                                 | 3                   | 3                | 0                 |

EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

|                       |             | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |
|-----------------------|-------------|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|
|                       |             | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |
| <u>Date of Survey</u> | <u>Year</u> | <u>Available</u>                      | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>           | <u>Adequate</u>    | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       | <u>Inadequate</u>    |
| March                 | 1997        | 40                                    | 9                            | 14                                  | 1                                    | 14                          | 1                  | 6               | 4                                       | 4                         | 4                   | 0                    |
| April                 | 1997        | 36                                    | 12                           | 14                                  | 2                                    | 15                          | 1                  | 4               | 5                                       | 4                         | 4                   | 0                    |
| May                   | 1997        | 35                                    | 13                           | 13                                  | 2                                    | 13                          | 1                  | 4               | 4                                       | 3                         | 2                   | 0                    |
| June                  | 1997        | 36                                    | 11                           | 11                                  | 3                                    | 12                          | 0                  | 3               | 4                                       | 3                         | 2                   | 0                    |
| July                  | 1997        | 38                                    | 8                            | 10                                  | 3                                    | 11                          | 1                  | 4               | 3                                       | 2                         | 1                   | 0                    |
| August                | 1997        | 37                                    | 11                           | 10                                  | 3                                    | 10                          | 1                  | 4               | 3                                       | 2                         | 3                   | 0                    |
| September             | 1997        | 37                                    | 13                           | 11                                  | 2                                    | 11                          | 1                  | 4               | 2                                       | 1                         | 2                   | 0                    |
| October               | 1997        | 36                                    | 12                           | 11                                  | 1                                    | 10                          | 0                  | 3               | 1                                       | 1                         | 2                   | 0                    |
| November              | 1997        | 36                                    | 9                            | 12                                  | 0                                    | 12                          | 0                  | 4               | 2                                       | 1                         | 1                   | 0                    |
| December              | 1997        | 36                                    | 8                            | 9                                   | 0                                    | 10                          | 0                  | 3               | 3                                       | 0                         | 1                   | 0                    |
| January               | 1998        | 40                                    | 8                            | 11                                  | 0                                    | 11                          | 0                  | 3               | 2                                       | 1                         | 1                   | 0                    |
| February              | 1998        | 45                                    | 8                            | 13                                  | 1                                    | 13                          | 0                  | 2               | 1                                       | 1                         | 0                   | 0                    |
| March                 | 1998        | 44                                    | 7                            | 17                                  | 1                                    | 14                          | 0                  | 5               | 1                                       | 2                         | 0                   | 0                    |
| April                 | 1998        | 41                                    | 8                            | 15                                  | 1                                    | 13                          | 0                  | 6               | 0                                       | 1                         | 0                   | 0                    |
| May                   | 1998        | 37                                    | 7                            | 13                                  | 0                                    | 14                          | 0                  | 7               | 0                                       | 1                         | 0                   | 0                    |
| June                  | 1998        | 33                                    | 6                            | 12                                  | 0                                    | 17                          | 0                  | 4               | 0                                       | 0                         | 0                   | 0                    |
| July                  | 1998        | 28                                    | 5                            | 15                                  | 0                                    | 20                          | 0                  | 2               | 1                                       | 0                         | 0                   | 0                    |
| August                | 1998        | 28                                    | 5                            | 17                                  | 0                                    | 19                          | 0                  | 1               | 2                                       | 0                         | 0                   | 0                    |
| September             | 1998        | 34                                    | 7                            | 16                                  | 0                                    | 14                          | 0                  | 1               | 2                                       | 0                         | 1                   | 0                    |
| October               | 1998        | 37                                    | 7                            | 17                                  | 0                                    | 13                          | 0                  | 1               | 2                                       | 1                         | 1                   | 0                    |
| November              | 1998        | 38                                    | 9                            | 20                                  | 0                                    | 13                          | 0                  | 3               | 1                                       | 1                         | 1                   | 0                    |
| December              | 1998        | 36                                    | 7                            | 25                                  | 0                                    | 14                          | 0                  | 4               | 1                                       | 1                         | 2                   | 0                    |
| January               | 1999        | 36                                    | 9                            | 25                                  | 1                                    | 15                          | 0                  | 4               | 0                                       | 1                         | 2                   | 0                    |
| February              | 1999        | 36                                    | 7                            | 22                                  | 1                                    | 17                          | 1                  | 2               | 1                                       | 1                         | 1                   | 0                    |
| March                 | 1999        | 37                                    | 9                            | 19                                  | 0                                    | 18                          | 1                  | 1               | 0                                       | 1                         | 1                   | 0                    |
| April                 | 1999        | 36                                    | 9                            | 16                                  | 0                                    | 16                          | 0                  | 3               | 2                                       | 0                         | 0                   | 0                    |
| May                   | 1999        | 36                                    | 9                            | 21                                  | 0                                    | 16                          | 0                  | 2               | 2                                       | 0                         | 1                   | 0                    |
| June                  | 1999        | 34                                    | 7                            | 20                                  | 0                                    | 16                          | 1                  | 4               | 3                                       | 0                         | 1                   | 0                    |
| July                  | 1999        | 34                                    | 6                            | 21                                  | 0                                    | 18                          | 1                  | 4               | 3                                       | 1                         | 1                   | 0                    |
| August                | 1999        | 34                                    | 6                            | 16                                  | 0                                    | 16                          | 1                  | 5               | 2                                       | 2                         | 1                   | 0                    |
| September             | 1999        | 32                                    | 6                            | 13                                  | 1                                    | 14                          | 2                  | 3               | 4                                       | 3                         | 1                   | 0                    |
| October               | 1999        | 34                                    | 8                            | 12                                  | 1                                    | 12                          | 2                  | 2               | 3                                       | 2                         | 1                   | 0                    |
| November              | 1999        | 37                                    | 7                            | 12                                  | 1                                    | 11                          | 2                  | 4               | 3                                       | 2                         | 1                   | 0                    |
| December              | 1999        | 42                                    | 6                            | 13                                  | 1                                    | 13                          | 1                  | 5               | 2                                       | 0                         | 2                   | 0                    |
| January               | 2000        | 46                                    | 3                            | 13                                  | 1                                    | 14                          | 1                  | 5               | 2                                       | 0                         | 1                   | 0                    |
| February              | 2000        | 44                                    | 4                            | 12                                  | 1                                    | 18                          | 0                  | 4               | 3                                       | 0                         | 1                   | 0                    |
| March                 | 2000        | 38                                    | 6                            | 11                                  | 2                                    | 17                          | 0                  | 4               | 2                                       | 1                         | 1                   | 0                    |
| April                 | 2000        | 34                                    | 10                           | 12                                  | 3                                    | 17                          | 0                  | 5               | 2                                       | 1                         | 1                   | 0                    |
| May                   | 2000        | 33                                    | 9                            | 12                                  | 3                                    | 19                          | 0                  | 6               | 2                                       | 2                         | 0                   | 0                    |
| June                  | 2000        | 35                                    | 8                            | 12                                  | 2                                    | 21                          | 1                  | 5               | 1                                       | 1                         | 0                   | 0                    |
| July                  | 2000        | 34                                    | 6                            | 10                                  | 2                                    | 23                          | 1                  | 4               | 3                                       | 1                         | 1                   | 0                    |
| August                | 2000        | 35                                    | 8                            | 10                                  | 2                                    | 19                          | 1                  | 4               | 3                                       | 1                         | 1                   | 0                    |
| September             | 2000        | 37                                    | 7                            | 12                                  | 1                                    | 19                          | 1                  | 3               | 3                                       | 2                         | 1                   | 0                    |
| October               | 2000        | 37                                    | 9                            | 11                                  | 1                                    | 18                          | 0                  | 3               | 2                                       | 1                         | 1                   | 0                    |
| November              | 2000        | 37                                    | 9                            | 12                                  | 1                                    | 20                          | 0                  | 2               | 2                                       | 1                         | 1                   | 0                    |
| December              | 2000        | 38                                    | 9                            | 11                                  | 1                                    | 18                          | 0                  | 3               | 1                                       | 3                         | 1                   | 0                    |

EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| Date of Survey |      | GOOD TIME TO BUY                |                        |                               |                                |                       |                 | BAD TIME TO BUY |                                   |                     |                  |                   |
|----------------|------|---------------------------------|------------------------|-------------------------------|--------------------------------|-----------------------|-----------------|-----------------|-----------------------------------|---------------------|------------------|-------------------|
|                |      | Prices Low; Good Buys Available | Prices Won't Come Down | Interest Rate Low Credit Easy | Borrow in Advance Rising Rates | Times Good Prosperity | Supply Adequate | Prices High     | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future | Supply Inadequate |
| January        | 2001 | 38                              | 7                      | 12                            | 1                              | 15                    | 0               | 2               | 2                                 | 5                   | 1                | 0                 |
| February       | 2001 | 35                              | 6                      | 14                            | 1                              | 12                    | 1               | 2               | 2                                 | 6                   | 3                | 0                 |
| March          | 2001 | 33                              | 9                      | 15                            | 0                              | 8                     | 1               | 2               | 3                                 | 4                   | 4                | 0                 |
| April          | 2001 | 33                              | 8                      | 15                            | 0                              | 6                     | 1               | 4               | 2                                 | 6                   | 6                | 0                 |
| May            | 2001 | 32                              | 12                     | 13                            | 0                              | 5                     | 0               | 5               | 1                                 | 6                   | 5                | 0                 |
| June           | 2001 | 30                              | 10                     | 12                            | 0                              | 6                     | 0               | 6               | 1                                 | 9                   | 4                | 0                 |
| July           | 2001 | 31                              | 11                     | 13                            | 0                              | 8                     | 0               | 5               | 1                                 | 6                   | 5                | 0                 |
| August         | 2001 | 33                              | 6                      | 15                            | 0                              | 8                     | 0               | 6               | 2                                 | 7                   | 8                | 0                 |
| September      | 2001 | 36                              | 4                      | 17                            | 1                              | 8                     | 0               | 5               | 2                                 | 7                   | 10               | 0                 |
| October        | 2001 | 39                              | 3                      | 20                            | 1                              | 6                     | 0               | 5               | 2                                 | 6                   | 12               | 0                 |
| November       | 2001 | 41                              | 2                      | 21                            | 1                              | 3                     | 0               | 4               | 2                                 | 6                   | 14               | 0                 |
| December       | 2001 | 40                              | 3                      | 23                            | 0                              | 1                     | 0               | 4               | 1                                 | 8                   | 14               | 0                 |
| January        | 2002 | 40                              | 3                      | 25                            | 0                              | 2                     | 0               | 2               | 2                                 | 12                  | 10               | 0                 |
| February       | 2002 | 43                              | 3                      | 24                            | 1                              | 3                     | 0               | 1               | 2                                 | 11                  | 7                | 0                 |
| March          | 2002 | 45                              | 2                      | 23                            | 1                              | 4                     | 0               | 3               | 2                                 | 10                  | 5                | 0                 |
| April          | 2002 | 40                              | 4                      | 20                            | 1                              | 4                     | 0               | 4               | 2                                 | 7                   | 7                | 0                 |
| May            | 2002 | 37                              | 6                      | 16                            | 0                              | 4                     | 0               | 3               | 2                                 | 7                   | 7                | 0                 |
| June           | 2002 | 37                              | 7                      | 17                            | 1                              | 4                     | 0               | 1               | 2                                 | 6                   | 6                | 0                 |
| July           | 2002 | 39                              | 6                      | 17                            | 1                              | 5                     | 0               | 1               | 1                                 | 8                   | 4                | 0                 |
| August         | 2002 | 40                              | 6                      | 18                            | 0                              | 5                     | 0               | 2               | 1                                 | 8                   | 5                | 0                 |
| September      | 2002 | 35                              | 5                      | 19                            | 0                              | 4                     | 0               | 3               | 1                                 | 9                   | 7                | 0                 |
| October        | 2002 | 35                              | 4                      | 21                            | 0                              | 4                     | 0               | 3               | 3                                 | 8                   | 8                | 0                 |
| November       | 2002 | 33                              | 4                      | 22                            | 0                              | 4                     | 1               | 3               | 3                                 | 7                   | 9                | 0                 |
| December       | 2002 | 39                              | 3                      | 23                            | 0                              | 3                     | 1               | 2               | 4                                 | 6                   | 8                | 0                 |
| January        | 2003 | 38                              | 4                      | 23                            | 0                              | 2                     | 1               | 2               | 3                                 | 6                   | 8                | 0                 |
| February       | 2003 | 37                              | 6                      | 23                            | 0                              | 3                     | 0               | 3               | 3                                 | 7                   | 11               | 0                 |
| March          | 2003 | 31                              | 6                      | 22                            | 0                              | 3                     | 0               | 4               | 2                                 | 8                   | 13               | 0                 |
| April          | 2003 | 27                              | 4                      | 22                            | 0                              | 5                     | 0               | 6               | 4                                 | 8                   | 12               | 0                 |
| May            | 2003 | 28                              | 2                      | 25                            | 0                              | 5                     | 0               | 5               | 4                                 | 7                   | 9                | 0                 |
| June           | 2003 | 30                              | 3                      | 26                            | 1                              | 5                     | 0               | 4               | 5                                 | 6                   | 6                | 0                 |
| July           | 2003 | 32                              | 3                      | 28                            | 1                              | 5                     | 0               | 2               | 4                                 | 7                   | 6                | 0                 |
| August         | 2003 | 32                              | 4                      | 27                            | 1                              | 7                     | 0               | 3               | 3                                 | 8                   | 4                | 0                 |
| September      | 2003 | 31                              | 4                      | 26                            | 1                              | 8                     | 0               | 4               | 3                                 | 8                   | 5                | 0                 |
| October        | 2003 | 30                              | 6                      | 23                            | 1                              | 6                     | 0               | 5               | 3                                 | 9                   | 6                | 0                 |
| November       | 2003 | 33                              | 7                      | 20                            | 0                              | 5                     | 0               | 4               | 3                                 | 7                   | 6                | 0                 |
| December       | 2003 | 34                              | 8                      | 20                            | 0                              | 6                     | 0               | 3               | 3                                 | 7                   | 5                | 0                 |
| January        | 2004 | 38                              | 6                      | 20                            | 0                              | 8                     | 0               | 2               | 2                                 | 5                   | 4                | 0                 |
| February       | 2004 | 37                              | 5                      | 22                            | 0                              | 7                     | 0               | 3               | 3                                 | 6                   | 5                | 0                 |
| March          | 2004 | 38                              | 5                      | 24                            | 1                              | 6                     | 0               | 4               | 2                                 | 5                   | 5                | 0                 |
| April          | 2004 | 37                              | 6                      | 24                            | 1                              | 7                     | 0               | 4               | 2                                 | 6                   | 6                | 0                 |
| May            | 2004 | 32                              | 7                      | 25                            | 2                              | 9                     | 0               | 4               | 2                                 | 5                   | 7                | 0                 |
| June           | 2004 | 30                              | 9                      | 25                            | 2                              | 9                     | 1               | 4               | 3                                 | 4                   | 7                | 0                 |
| July           | 2004 | 30                              | 9                      | 27                            | 2                              | 8                     | 1               | 4               | 3                                 | 4                   | 5                | 0                 |
| August         | 2004 | 30                              | 7                      | 25                            | 2                              | 7                     | 0               | 4               | 4                                 | 4                   | 5                | 0                 |
| September      | 2004 | 30                              | 7                      | 26                            | 1                              | 9                     | 0               | 5               | 4                                 | 4                   | 4                | 0                 |
| October        | 2004 | 30                              | 7                      | 26                            | 1                              | 8                     | 1               | 5               | 3                                 | 5                   | 4                | 0                 |
| November       | 2004 | 36                              | 7                      | 26                            | 1                              | 7                     | 1               | 5               | 4                                 | 5                   | 3                | 0                 |

EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| Date of Survey | GOOD TIME TO BUY                |                        |                               |                                |                       |                 | BAD TIME TO BUY |                                   |                     |                  |                   |
|----------------|---------------------------------|------------------------|-------------------------------|--------------------------------|-----------------------|-----------------|-----------------|-----------------------------------|---------------------|------------------|-------------------|
|                | Prices Low; Good Buys Available | Prices Won't Come Down | Interest Rate Low Credit Easy | Borrow in Advance Rising Rates | Times Good Prosperity | Supply Adequate | Prices High     | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future | Supply Inadequate |
| December 2004  | 39                              | 7                      | 21                            | 1                              | 6                     | 0               | 5               | 3                                 | 5                   | 3                | 0                 |
| January 2005   | 41                              | 8                      | 20                            | 1                              | 5                     | 0               | 4               | 3                                 | 5                   | 3                | 0                 |
| February 2005  | 38                              | 10                     | 17                            | 1                              | 7                     | 0               | 5               | 2                                 | 4                   | 2                | 0                 |
| March 2005     | 35                              | 11                     | 20                            | 2                              | 8                     | 0               | 4               | 2                                 | 4                   | 2                | 0                 |
| April 2005     | 33                              | 13                     | 19                            | 2                              | 8                     | 0               | 5               | 3                                 | 4                   | 2                | 0                 |
| May 2005       | 31                              | 13                     | 19                            | 3                              | 7                     | 0               | 7               | 3                                 | 4                   | 2                | 0                 |
| June 2005      | 32                              | 14                     | 16                            | 2                              | 6                     | 0               | 6               | 4                                 | 4                   | 2                | 0                 |
| July 2005      | 36                              | 12                     | 17                            | 1                              | 6                     | 0               | 5               | 2                                 | 3                   | 2                | 0                 |
| August 2005    | 41                              | 10                     | 17                            | 1                              | 5                     | 0               | 4               | 1                                 | 1                   | 2                | 0                 |
| September 2005 | 39                              | 12                     | 15                            | 0                              | 5                     | 0               | 7               | 0                                 | 3                   | 2                | 0                 |
| October 2005   | 32                              | 15                     | 13                            | 0                              | 5                     | 1               | 9               | 1                                 | 6                   | 4                | 0                 |
| November 2005  | 28                              | 17                     | 11                            | 1                              | 5                     | 1               | 10              | 1                                 | 7                   | 5                | 0                 |
| December 2005  | 33                              | 15                     | 15                            | 2                              | 5                     | 1               | 9               | 2                                 | 7                   | 4                | 0                 |
| January 2006   | 39                              | 13                     | 14                            | 2                              | 5                     | 1               | 7               | 2                                 | 4                   | 3                | 0                 |
| February 2006  | 40                              | 13                     | 13                            | 1                              | 6                     | 0               | 6               | 3                                 | 4                   | 2                | 0                 |
| March 2006     | 39                              | 12                     | 11                            | 1                              | 7                     | 0               | 6               | 4                                 | 3                   | 2                | 0                 |
| April 2006     | 37                              | 13                     | 12                            | 2                              | 7                     | 0               | 5               | 4                                 | 4                   | 3                | 0                 |
| May 2006       | 34                              | 14                     | 13                            | 2                              | 8                     | 0               | 5               | 4                                 | 4                   | 3                | 0                 |
| June 2006      | 29                              | 15                     | 12                            | 1                              | 7                     | 1               | 7               | 3                                 | 5                   | 5                | 0                 |
| July 2006      | 29                              | 13                     | 12                            | 2                              | 7                     | 0               | 7               | 5                                 | 6                   | 5                | 0                 |
| August 2006    | 31                              | 13                     | 13                            | 2                              | 3                     | 1               | 6               | 5                                 | 7                   | 4                | 0                 |
| September 2006 | 34                              | 10                     | 13                            | 3                              | 4                     | 0               | 6               | 5                                 | 8                   | 3                | 0                 |
| October 2006   | 34                              | 9                      | 13                            | 1                              | 5                     | 0               | 6               | 3                                 | 8                   | 3                | 0                 |
| November 2006  | 38                              | 5                      | 11                            | 1                              | 6                     | 0               | 7               | 2                                 | 8                   | 3                | 0                 |
| December 2006  | 44                              | 6                      | 10                            | 1                              | 5                     | 0               | 6               | 2                                 | 7                   | 4                | 0                 |
| January 2007   | 47                              | 6                      | 11                            | 1                              | 7                     | 0               | 6               | 3                                 | 6                   | 3                | 0                 |
| February 2007  | 45                              | 8                      | 11                            | 1                              | 6                     | 0               | 5               | 3                                 | 4                   | 4                | 0                 |
| March 2007     | 40                              | 9                      | 11                            | 1                              | 7                     | 1               | 5               | 3                                 | 5                   | 3                | 0                 |
| April 2007     | 36                              | 12                     | 10                            | 0                              | 6                     | 1               | 6               | 3                                 | 5                   | 5                | 0                 |
| May 2007       | 37                              | 11                     | 12                            | 0                              | 6                     | 1               | 5               | 3                                 | 6                   | 5                | 0                 |
| June 2007      | 39                              | 10                     | 13                            | 0                              | 6                     | 0               | 6               | 2                                 | 6                   | 5                | 0                 |
| July 2007      | 39                              | 7                      | 13                            | 0                              | 5                     | 0               | 5               | 2                                 | 7                   | 4                | 0                 |
| August 2007    | 38                              | 7                      | 12                            | 0                              | 5                     | 0               | 6               | 2                                 | 9                   | 4                | 0                 |
| September 2007 | 34                              | 7                      | 12                            | 0                              | 3                     | 0               | 6               | 4                                 | 9                   | 4                | 0                 |
| October 2007   | 36                              | 6                      | 12                            | 1                              | 4                     | 0               | 7               | 6                                 | 10                  | 4                | 0                 |
| November 2007  | 36                              | 4                      | 10                            | 1                              | 4                     | 0               | 8               | 6                                 | 10                  | 5                | 0                 |
| December 2007  | 38                              | 4                      | 9                             | 0                              | 4                     | 1               | 10              | 6                                 | 10                  | 6                | 0                 |
| January 2008   | 38                              | 4                      | 9                             | 0                              | 2                     | 0               | 7               | 5                                 | 11                  | 7                | 0                 |
| February 2008  | 35                              | 5                      | 9                             | 0                              | 1                     | 0               | 7               | 7                                 | 13                  | 10               | 0                 |
| March 2008     | 33                              | 6                      | 9                             | 0                              | 2                     | 0               | 6               | 7                                 | 14                  | 10               | 0                 |
| April 2008     | 30                              | 6                      | 9                             | 0                              | 2                     | 0               | 7               | 6                                 | 16                  | 12               | 0                 |
| May 2008       | 29                              | 6                      | 7                             | 0                              | 3                     | 0               | 7               | 4                                 | 16                  | 13               | 0                 |
| June 2008      | 27                              | 5                      | 5                             | 0                              | 3                     | 0               | 7               | 3                                 | 21                  | 15               | 0                 |
| July 2008      | 29                              | 6                      | 6                             | 0                              | 3                     | 0               | 7               | 5                                 | 20                  | 16               | 0                 |
| August 2008    | 30                              | 5                      | 6                             | 0                              | 2                     | 0               | 9               | 7                                 | 24                  | 14               | 0                 |
| September 2008 | 31                              | 6                      | 7                             | 0                              | 1                     | 0               | 9               | 8                                 | 20                  | 16               | 0                 |



EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

| Date of Survey |      | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |
|----------------|------|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|
|                |      | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |
| October        | 2008 | 29                                    | 6                            | 4                                   | 0                                    | 0                           | 0                  | 10              | 8                                       | 20                        | 18                  | 0                    |
| November       | 2008 | 32                                    | 6                            | 4                                   | 0                                    | 0                           | 0                  | 9               | 8                                       | 17                        | 21                  | 0                    |
| December       | 2008 | 38                                    | 3                            | 3                                   | 0                                    | 1                           | 0                  | 8               | 8                                       | 17                        | 21                  | 0                    |
| January        | 2009 | 40                                    | 2                            | 6                                   | 0                                    | 1                           | 0                  | 8               | 6                                       | 18                        | 21                  | 0                    |
| February       | 2009 | 40                                    | 2                            | 6                                   | 0                                    | 1                           | 0                  | 7               | 6                                       | 18                        | 22                  | 0                    |
| March          | 2009 | 37                                    | 1                            | 5                                   | 0                                    | 1                           | 0                  | 6               | 8                                       | 17                        | 26                  | 0                    |
| April          | 2009 | 38                                    | 2                            | 4                                   | 0                                    | 1                           | 0                  | 6               | 8                                       | 18                        | 24                  | 0                    |
| May            | 2009 | 41                                    | 2                            | 3                                   | 0                                    | 0                           | 0                  | 5               | 7                                       | 18                        | 23                  | 0                    |
| June           | 2009 | 42                                    | 2                            | 3                                   | 0                                    | 0                           | 0                  | 6               | 6                                       | 20                        | 16                  | 0                    |
| July           | 2009 | 42                                    | 2                            | 3                                   | 0                                    | 1                           | 0                  | 6               | 6                                       | 18                        | 17                  | 0                    |
| August         | 2009 | 43                                    | 2                            | 5                                   | 0                                    | 1                           | 0                  | 7               | 5                                       | 18                        | 16                  | 0                    |
| September      | 2009 | 41                                    | 3                            | 6                                   | 0                                    | 1                           | 0                  | 5               | 6                                       | 17                        | 20                  | 0                    |
| October        | 2009 | 43                                    | 4                            | 7                                   | 0                                    | 1                           | 0                  | 4               | 6                                       | 15                        | 20                  | 0                    |
| November       | 2009 | 41                                    | 5                            | 6                                   | 0                                    | 1                           | 0                  | 4               | 7                                       | 18                        | 19                  | 0                    |
| December       | 2009 | 43                                    | 5                            | 7                                   | 0                                    | 1                           | 0                  | 4               | 6                                       | 19                        | 17                  | 0                    |
| January        | 2010 | 43                                    | 5                            | 8                                   | 0                                    | 1                           | 0                  | 4               | 5                                       | 20                        | 16                  | 0                    |
| February       | 2010 | 46                                    | 3                            | 8                                   | 0                                    | 1                           | 0                  | 4               | 3                                       | 17                        | 15                  | 0                    |
| March          | 2010 | 45                                    | 3                            | 7                                   | 0                                    | 1                           | 0                  | 3               | 4                                       | 18                        | 12                  | 0                    |
| April          | 2010 | 45                                    | 3                            | 5                                   | 0                                    | 2                           | 0                  | 3               | 4                                       | 18                        | 13                  | 0                    |
| May            | 2010 | 40                                    | 6                            | 4                                   | 0                                    | 1                           | 0                  | 3               | 6                                       | 19                        | 10                  | 0                    |
| June           | 2010 | 40                                    | 6                            | 4                                   | 0                                    | 2                           | 0                  | 4               | 4                                       | 17                        | 13                  | 0                    |
| July           | 2010 | 41                                    | 5                            | 6                                   | 0                                    | 2                           | 0                  | 5               | 4                                       | 15                        | 12                  | 0                    |
| August         | 2010 | 43                                    | 3                            | 7                                   | 0                                    | 3                           | 0                  | 6               | 4                                       | 15                        | 15                  | 0                    |
| September      | 2010 | 41                                    | 2                            | 6                                   | 0                                    | 2                           | 0                  | 6               | 5                                       | 18                        | 16                  | 0                    |
| October        | 2010 | 40                                    | 2                            | 5                                   | 0                                    | 1                           | 0                  | 6               | 7                                       | 22                        | 17                  | 0                    |
| November       | 2010 | 42                                    | 2                            | 6                                   | 0                                    | 1                           | 0                  | 5               | 6                                       | 22                        | 16                  | 0                    |
| December       | 2010 | 46                                    | 3                            | 7                                   | 0                                    | 1                           | 0                  | 8               | 8                                       | 19                        | 13                  | 0                    |
| January        | 2011 | 48                                    | 4                            | 7                                   | 0                                    | 2                           | 0                  | 8               | 7                                       | 17                        | 12                  | 0                    |
| February       | 2011 | 49                                    | 7                            | 6                                   | 1                                    | 3                           | 0                  | 8               | 6                                       | 15                        | 11                  | 0                    |
| March          | 2011 | 46                                    | 8                            | 5                                   | 1                                    | 3                           | 0                  | 4               | 4                                       | 17                        | 11                  | 0                    |
| April          | 2011 | 42                                    | 8                            | 5                                   | 1                                    | 1                           | 1                  | 5               | 4                                       | 15                        | 13                  | 0                    |
| May            | 2011 | 41                                    | 7                            | 6                                   | 1                                    | 2                           | 1                  | 6               | 5                                       | 16                        | 13                  | 0                    |
| June           | 2011 | 42                                    | 7                            | 7                                   | 1                                    | 2                           | 0                  | 8               | 3                                       | 14                        | 12                  | 0                    |
| July           | 2011 | 42                                    | 6                            | 7                                   | 0                                    | 3                           | 0                  | 7               | 3                                       | 15                        | 13                  | 0                    |
| August         | 2011 | 40                                    | 4                            | 7                                   | 0                                    | 2                           | 0                  | 8               | 5                                       | 17                        | 15                  | 0                    |
| September      | 2011 | 36                                    | 4                            | 6                                   | 0                                    | 1                           | 0                  | 8               | 7                                       | 20                        | 17                  | 0                    |
| October        | 2011 | 34                                    | 5                            | 7                                   | 0                                    | 1                           | 0                  | 9               | 6                                       | 23                        | 14                  | 0                    |
| November       | 2011 | 36                                    | 4                            | 8                                   | 0                                    | 1                           | 0                  | 7               | 6                                       | 23                        | 13                  | 0                    |
| December       | 2011 | 40                                    | 4                            | 9                                   | 0                                    | 2                           | 0                  | 7               | 4                                       | 22                        | 13                  | 0                    |
| January        | 2012 | 43                                    | 5                            | 7                                   | 0                                    | 2                           | 0                  | 7               | 6                                       | 16                        | 15                  | 0                    |
| February       | 2012 | 41                                    | 6                            | 6                                   | 0                                    | 3                           | 0                  | 8               | 6                                       | 17                        | 13                  | 0                    |
| March          | 2012 | 38                                    | 7                            | 6                                   | 0                                    | 2                           | 0                  | 9               | 6                                       | 16                        | 14                  | 0                    |
| April          | 2012 | 36                                    | 6                            | 6                                   | 0                                    | 3                           | 0                  | 10              | 5                                       | 21                        | 14                  | 0                    |
| May            | 2012 | 38                                    | 6                            | 8                                   | 0                                    | 2                           | 0                  | 10              | 6                                       | 17                        | 15                  | 0                    |
| June           | 2012 | 37                                    | 4                            | 8                                   | 0                                    | 3                           | 0                  | 9               | 6                                       | 18                        | 16                  | 0                    |
| July           | 2012 | 38                                    | 5                            | 8                                   | 0                                    | 2                           | 0                  | 10              | 7                                       | 15                        | 14                  | 0                    |

EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

| Date of Survey |      | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |
|----------------|------|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|
|                |      | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |
| August         | 2012 | 36                                    | 6                            | 8                                   | 0                                    | 3                           | 0                  | 8               | 4                                       | 14                        | 14                  | 0                    |
| September      | 2012 | 38                                    | 7                            | 7                                   | 0                                    | 2                           | 0                  | 8               | 5                                       | 14                        | 14                  | 0                    |
| October        | 2012 | 38                                    | 9                            | 7                                   | 0                                    | 2                           | 0                  | 7               | 5                                       | 17                        | 13                  | 0                    |
| November       | 2012 | 40                                    | 8                            | 8                                   | 0                                    | 3                           | 0                  | 6               | 6                                       | 16                        | 14                  | 0                    |
| December       | 2012 | 41                                    | 8                            | 11                                  | 0                                    | 4                           | 0                  | 7               | 7                                       | 15                        | 12                  | 0                    |
| January        | 2013 | 44                                    | 6                            | 11                                  | 0                                    | 5                           | 0                  | 6               | 4                                       | 12                        | 12                  | 0                    |
| February       | 2013 | 41                                    | 8                            | 11                                  | 0                                    | 4                           | 0                  | 7               | 4                                       | 16                        | 10                  | 0                    |
| March          | 2013 | 41                                    | 9                            | 10                                  | 0                                    | 5                           | 0                  | 8               | 3                                       | 15                        | 9                   | 0                    |
| April          | 2013 | 38                                    | 11                           | 10                                  | 0                                    | 5                           | 1                  | 9               | 4                                       | 14                        | 9                   | 0                    |
| May            | 2013 | 38                                    | 10                           | 11                                  | 0                                    | 5                           | 0                  | 9               | 5                                       | 11                        | 10                  | 0                    |
| June           | 2013 | 35                                    | 10                           | 12                                  | 0                                    | 5                           | 1                  | 8               | 5                                       | 12                        | 10                  | 0                    |
| July           | 2013 | 38                                    | 10                           | 11                                  | 0                                    | 7                           | 0                  | 6               | 4                                       | 12                        | 9                   | 0                    |
| August         | 2013 | 36                                    | 9                            | 10                                  | 0                                    | 8                           | 0                  | 8               | 3                                       | 11                        | 8                   | 0                    |
| September      | 2013 | 36                                    | 9                            | 9                                   | 0                                    | 7                           | 0                  | 7               | 4                                       | 11                        | 9                   | 0                    |
| October        | 2013 | 34                                    | 8                            | 8                                   | 0                                    | 6                           | 0                  | 9               | 3                                       | 10                        | 10                  | 0                    |
| November       | 2013 | 32                                    | 9                            | 6                                   | 0                                    | 6                           | 0                  | 7               | 3                                       | 13                        | 9                   | 0                    |
| December       | 2013 | 38                                    | 9                            | 6                                   | 0                                    | 6                           | 0                  | 6               | 3                                       | 10                        | 8                   | 0                    |
| January        | 2014 | 39                                    | 9                            | 7                                   | 0                                    | 6                           | 0                  | 6               | 3                                       | 11                        | 6                   | 0                    |
| February       | 2014 | 42                                    | 8                            | 9                                   | 0                                    | 7                           | 0                  | 6               | 3                                       | 8                         | 7                   | 0                    |
| March          | 2014 | 38                                    | 7                            | 10                                  | 0                                    | 7                           | 0                  | 8               | 4                                       | 10                        | 9                   | 0                    |
| April          | 2014 | 33                                    | 7                            | 8                                   | 0                                    | 7                           | 0                  | 8               | 3                                       | 11                        | 9                   | 0                    |
| May            | 2014 | 30                                    | 9                            | 8                                   | 0                                    | 7                           | 0                  | 8               | 4                                       | 11                        | 11                  | 0                    |
| June           | 2014 | 28                                    | 11                           | 7                                   | 0                                    | 7                           | 0                  | 10              | 4                                       | 10                        | 9                   | 0                    |
| July           | 2014 | 31                                    | 11                           | 7                                   | 1                                    | 9                           | 0                  | 11              | 5                                       | 9                         | 10                  | 0                    |
| August         | 2014 | 33                                    | 10                           | 7                                   | 1                                    | 10                          | 0                  | 12              | 4                                       | 8                         | 8                   | 0                    |
| September      | 2014 | 38                                    | 10                           | 8                                   | 1                                    | 9                           | 0                  | 11              | 3                                       | 9                         | 8                   | 0                    |
| October        | 2014 | 37                                    | 9                            | 9                                   | 0                                    | 7                           | 0                  | 10              | 2                                       | 9                         | 8                   | 0                    |
| November       | 2014 | 39                                    | 10                           | 8                                   | 0                                    | 7                           | 0                  | 8               | 2                                       | 8                         | 8                   | 0                    |
| December       | 2014 | 42                                    | 9                            | 8                                   | 0                                    | 8                           | 1                  | 7               | 2                                       | 7                         | 5                   | 0                    |
| January        | 2015 | 47                                    | 9                            | 10                                  | 0                                    | 10                          | 0                  | 7               | 2                                       | 5                         | 4                   | 0                    |
| February       | 2015 | 45                                    | 8                            | 11                                  | 0                                    | 12                          | 0                  | 7               | 2                                       | 6                         | 4                   | 0                    |
| March          | 2015 | 41                                    | 8                            | 10                                  | 0                                    | 13                          | 0                  | 8               | 3                                       | 5                         | 5                   | 0                    |
| April          | 2015 | 35                                    | 9                            | 10                                  | 1                                    | 12                          | 1                  | 8               | 3                                       | 6                         | 6                   | 0                    |
| May            | 2015 | 36                                    | 9                            | 11                                  | 1                                    | 10                          | 1                  | 8               | 3                                       | 6                         | 6                   | 0                    |
| June           | 2015 | 35                                    | 11                           | 13                                  | 2                                    | 11                          | 1                  | 7               | 2                                       | 6                         | 6                   | 0                    |
| July           | 2015 | 38                                    | 10                           | 12                                  | 1                                    | 13                          | 1                  | 6               | 2                                       | 6                         | 6                   | 0                    |
| August         | 2015 | 37                                    | 11                           | 10                                  | 1                                    | 13                          | 0                  | 7               | 2                                       | 6                         | 6                   | 0                    |
| September      | 2015 | 37                                    | 9                            | 10                                  | 1                                    | 12                          | 0                  | 10              | 3                                       | 6                         | 7                   | 0                    |
| October        | 2015 | 37                                    | 9                            | 10                                  | 1                                    | 10                          | 0                  | 13              | 3                                       | 7                         | 7                   | 0                    |
| November       | 2015 | 40                                    | 8                            | 12                                  | 2                                    | 8                           | 0                  | 12              | 3                                       | 6                         | 7                   | 0                    |
| December       | 2015 | 48                                    | 7                            | 13                                  | 2                                    | 10                          | 1                  | 8               | 2                                       | 4                         | 6                   | 0                    |
| January        | 2016 | 49                                    | 6                            | 12                                  | 2                                    | 9                           | 1                  | 5               | 2                                       | 4                         | 5                   | 0                    |
| February       | 2016 | 50                                    | 6                            | 13                                  | 1                                    | 10                          | 1                  | 6               | 2                                       | 3                         | 3                   | 0                    |
| March          | 2016 | 41                                    | 8                            | 14                                  | 1                                    | 10                          | 1                  | 8               | 2                                       | 4                         | 3                   | 0                    |
| April          | 2016 | 39                                    | 9                            | 15                                  | 1                                    | 12                          | 1                  | 8               | 2                                       | 4                         | 3                   | 0                    |
| May            | 2016 | 37                                    | 9                            | 16                                  | 1                                    | 12                          | 1                  | 7               | 2                                       | 5                         | 3                   | 0                    |

EDUCATION SOME COLLEGE

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES  
(Three Month Moving Averages)

| Date of Survey |      | GOOD TIME TO BUY                      |                              |                                     |                                      |                             |                    | BAD TIME TO BUY |   |                           |                     |                      |
|----------------|------|---------------------------------------|------------------------------|-------------------------------------|--------------------------------------|-----------------------------|--------------------|-----------------|---|---------------------------|---------------------|----------------------|
|                |      | Prices Low;<br>Good Buys<br>Available | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times<br>Good<br>Prosperity | Supply<br>Adequate | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future | Supply<br>Inadequate |
| June           | 2016 | 37                                    | 10                           | 15                                  | 2                                    | 11                          | 0                  | 7               | 2                                       | 5                         | 4                   | 0                    |
| July           | 2016 | 37                                    | 11                           | 15                                  | 1                                    | 10                          | 0                  | 7               | 1                                       | 5                         | 5                   | 0                    |
| August         | 2016 | 34                                    | 11                           | 13                                  | 2                                    | 10                          | 1                  | 7               | 2                                       | 6                         | 7                   | 0                    |
| September      | 2016 | 35                                    | 10                           | 13                                  | 1                                    | 12                          | 1                  | 7               | 2                                       | 5                         | 7                   | 0                    |
| October        | 2016 | 36                                    | 9                            | 13                                  | 2                                    | 11                          | 1                  | 8               | 2                                       | 6                         | 5                   | 0                    |
| November       | 2016 | 39                                    | 10                           | 12                                  | 2                                    | 11                          | 1                  | 7               | 1                                       | 5                         | 3                   | 0                    |
| December       | 2016 | 40                                    | 10                           | 11                                  | 2                                    | 12                          | 1                  | 8               | 2                                       | 5                         | 3                   | 0                    |
| January        | 2017 | 41                                    | 10                           | 11                                  | 2                                    | 12                          | 0                  | 7               | 2                                       | 4                         | 4                   | 0                    |
| February       | 2017 | 39                                    | 11                           | 9                                   | 2                                    | 14                          | 0                  | 7               | 2                                       | 4                         | 4                   | 0                    |
| March          | 2017 | 37                                    | 13                           | 9                                   | 2                                    | 13                          | 0                  | 6               | 1                                       | 4                         | 4                   | 0                    |
| April          | 2017 | 36                                    | 13                           | 7                                   | 1                                    | 13                          | 1                  | 7               | 1                                       | 4                         | 4                   | 0                    |
| May            | 2017 | 37                                    | 12                           | 7                                   | 1                                    | 12                          | 0                  | 7               | 2                                       | 4                         | 4                   | 0                    |
| June           | 2017 | 37                                    | 10                           | 6                                   | 1                                    | 11                          | 0                  | 8               | 2                                       | 4                         | 5                   | 0                    |
| July           | 2017 | 37                                    | 9                            | 8                                   | 1                                    | 11                          | 1                  | 8               | 1                                       | 4                         | 4                   | 0                    |
| August         | 2017 | 34                                    | 9                            | 7                                   | 2                                    | 11                          | 1                  | 10              | 2                                       | 5                         | 4                   | 0                    |
| September      | 2017 | 35                                    | 11                           | 8                                   | 1                                    | 13                          | 1                  | 9               | 3                                       | 5                         | 3                   | 0                    |
| October        | 2017 | 36                                    | 12                           | 9                                   | 1                                    | 16                          | 1                  | 9               | 3                                       | 6                         | 3                   | 0                    |
| November       | 2017 | 41                                    | 11                           | 10                                  | 1                                    | 17                          | 1                  | 7               | 2                                       | 3                         | 4                   | 0                    |
| December       | 2017 | 44                                    | 9                            | 7                                   | 1                                    | 16                          | 0                  | 6               | 2                                       | 2                         | 4                   | 0                    |
| January        | 2018 | 42                                    | 7                            | 6                                   | 1                                    | 16                          | 0                  | 6               | 2                                       | 3                         | 4                   | 0                    |
| February       | 2018 | 38                                    | 8                            | 6                                   | 1                                    | 16                          | 0                  | 6               | 2                                       | 3                         | 5                   | 0                    |
| March          | 2018 | 34                                    | 10                           | 8                                   | 1                                    | 18                          | 0                  | 6               | 2                                       | 3                         | 4                   | 0                    |
| April          | 2018 | 34                                    | 15                           | 8                                   | 1                                    | 17                          | 0                  | 5               | 2                                       | 2                         | 4                   | 0                    |
| May            | 2018 | 32                                    | 17                           | 7                                   | 1                                    | 17                          | 0                  | 7               | 3                                       | 2                         | 3                   | 0                    |
| June           | 2018 | 34                                    | 15                           | 5                                   | 2                                    | 18                          | 0                  | 7               | 3                                       | 3                         | 4                   | 0                    |
| July           | 2018 | 37                                    | 12                           | 4                                   | 2                                    | 19                          | 0                  | 8               | 3                                       | 2                         | 3                   | 0                    |
| August         | 2018 | 38                                    | 12                           | 4                                   | 2                                    | 17                          | 1                  | 10              | 2                                       | 3                         | 3                   | 0                    |
| September      | 2018 | 37                                    | 14                           | 5                                   | 2                                    | 17                          | 0                  | 12              | 2                                       | 3                         | 2                   | 0                    |
| October        | 2018 | 36                                    | 15                           | 5                                   | 2                                    | 18                          | 0                  | 12              | 2                                       | 3                         | 3                   | 0                    |
| November       | 2018 | 39                                    | 15                           | 6                                   | 2                                    | 19                          | 0                  | 12              | 2                                       | 3                         | 3                   | 0                    |
| December       | 2018 | 43                                    | 12                           | 7                                   | 1                                    | 17                          | 0                  | 10              | 2                                       | 4                         | 3                   | 0                    |
| January        | 2019 | 45                                    | 11                           | 6                                   | 1                                    | 17                          | 0                  | 10              | 2                                       | 3                         | 3                   | 0                    |
| February       | 2019 | 45                                    | 10                           | 6                                   | 1                                    | 16                          | 1                  | 10              | 2                                       | 4                         | 3                   | 0                    |
| March          | 2019 | 41                                    | 9                            | 5                                   | 1                                    | 19                          | 1                  | 12              | 3                                       | 3                         | 4                   | 0                    |
| April          | 2019 | 38                                    | 8                            | 5                                   | 1                                    | 22                          | 1                  | 14              | 2                                       | 3                         | 3                   | 0                    |
| May            | 2019 | 36                                    | 8                            | 6                                   | 1                                    | 22                          | 0                  | 13              | 3                                       | 3                         | 3                   | 0                    |
| June           | 2019 | 33                                    | 11                           | 6                                   | 1                                    | 22                          | 0                  | 12              | 3                                       | 3                         | 3                   | 0                    |
| July           | 2019 | 35                                    | 11                           | 8                                   | 0                                    | 20                          | 0                  | 12              | 3                                       | 4                         | 4                   | 0                    |
| August         | 2019 | 35                                    | 11                           | 7                                   | 0                                    | 19                          | 0                  | 15              | 2                                       | 4                         | 4                   | 0                    |
| September      | 2019 | 35                                    | 10                           | 6                                   | 0                                    | 20                          | 0                  | 14              | 3                                       | 4                         | 5                   | 0                    |
| October        | 2019 | 34                                    | 10                           | 7                                   | 1                                    | 20                          | 0                  | 14              | 3                                       | 3                         | 4                   | 0                    |
| November       | 2019 | 35                                    | 9                            | 7                                   | 1                                    | 22                          | 1                  | 11              | 3                                       | 2                         | 4                   | 0                    |
| December       | 2019 | 38                                    | 9                            | 8                                   | 1                                    | 20                          | 1                  | 12              | 2                                       | 2                         | 4                   | 0                    |
| January        | 2020 | 39                                    | 9                            | 7                                   | 0                                    | 20                          | 0                  | 10              | 2                                       | 3                         | 3                   | 0                    |
| February       | 2020 | 41                                    | 9                            | 8                                   | 0                                    | 19                          | 1                  | 9               | 2                                       | 4                         | 2                   | 0                    |
| March          | 2020 | 39                                    | 7                            | 8                                   | 0                                    | 21                          | 1                  | 8               | 2                                       | 5                         | 3                   | 0                    |

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)**

| Date of Survey |      | GOOD TIME TO BUY                |                        |                               |                                |                       |                 | BAD TIME TO BUY |                                   |                     |                  |                   |
|----------------|------|---------------------------------|------------------------|-------------------------------|--------------------------------|-----------------------|-----------------|-----------------|-----------------------------------|---------------------|------------------|-------------------|
|                |      | Prices Low; Good Buys Available | Prices Won't Come Down | Interest Rate Low Credit Easy | Borrow in Advance Rising Rates | Times Good Prosperity | Supply Adequate | Prices High     | Interest Rates High; Credit Tight | Can't Afford To Buy | Uncertain Future | Supply Inadequate |
| April          | 2020 | 35                              | 5                      | 8                             | 0                              | 15                    | 1               | 9               | 1                                 | 7                   | 15               | 1                 |
| May            | 2020 | 33                              | 3                      | 7                             | 0                              | 11                    | 1               | 8               | 1                                 | 10                  | 24               | 2                 |
| June           | 2020 | 32                              | 3                      | 7                             | 0                              | 4                     | 0               | 8               | 3                                 | 13                  | 32               | 2                 |
| July           | 2020 | 33                              | 4                      | 5                             | 0                              | 5                     | 1               | 6               | 5                                 | 13                  | 29               | 2                 |
| August         | 2020 | 31                              | 4                      | 6                             | 0                              | 7                     | 0               | 7               | 4                                 | 14                  | 26               | 3                 |
| September      | 2020 | 29                              | 3                      | 5                             | 0                              | 8                     | 0               | 7               | 3                                 | 15                  | 23               | 6                 |
| October        | 2020 | 30                              | 2                      | 7                             | 0                              | 11                    | 0               | 10              | 1                                 | 15                  | 18               | 7                 |
| November       | 2020 | 28                              | 2                      | 7                             | 0                              | 10                    | 0               | 11              | 2                                 | 15                  | 18               | 8                 |
| December       | 2020 | 28                              | 3                      | 8                             | 0                              | 9                     | 0               | 10              | 2                                 | 16                  | 17               | 7                 |
| January        | 2021 | 26                              | 3                      | 7                             | 0                              | 6                     | 1               | 10              | 2                                 | 16                  | 18               | 6                 |
| February       | 2021 | 26                              | 4                      | 8                             | 1                              | 8                     | 1               | 7               | 2                                 | 16                  | 18               | 7                 |
| March          | 2021 | 26                              | 7                      | 7                             | 1                              | 11                    | 1               | 7               | 2                                 | 13                  | 16               | 6                 |
| April          | 2021 | 26                              | 10                     | 7                             | 1                              | 15                    | 2               | 8               | 1                                 | 10                  | 13               | 8                 |
| May            | 2021 | 22                              | 9                      | 7                             | 0                              | 16                    | 3               | 16              | 2                                 | 8                   | 11               | 10                |
| June           | 2021 | 20                              | 9                      | 7                             | 0                              | 15                    | 3               | 21              | 2                                 | 7                   | 10               | 12                |
| July           | 2021 | 19                              | 9                      | 6                             | 0                              | 12                    | 4               | 26              | 3                                 | 7                   | 8                | 14                |
| August         | 2021 | 21                              | 9                      | 4                             | 0                              | 10                    | 3               | 25              | 2                                 | 7                   | 9                | 16                |
| September      | 2021 | 20                              | 8                      | 4                             | 0                              | 9                     | 2               | 26              | 2                                 | 8                   | 10               | 19                |
| October        | 2021 | 19                              | 8                      | 5                             | 0                              | 5                     | 2               | 25              | 2                                 | 8                   | 10               | 20                |
| November       | 2021 | 19                              | 7                      | 4                             | 0                              | 4                     | 2               | 30              | 2                                 | 8                   | 9                | 25                |
| December       | 2021 | 20                              | 8                      | 3                             | 0                              | 3                     | 3               | 34              | 2                                 | 7                   | 8                | 26                |
| January        | 2022 | 18                              | 9                      | 2                             | 0                              | 3                     | 2               | 39              | 1                                 | 7                   | 7                | 31                |
| February       | 2022 | 17                              | 11                     | 4                             | 0                              | 3                     | 2               | 38              | 2                                 | 6                   | 8                | 27                |
| March          | 2022 | 15                              | 11                     | 4                             | 1                              | 3                     | 2               | 38              | 2                                 | 7                   | 8                | 25                |
| April          | 2022 | 15                              | 13                     | 4                             | 2                              | 3                     | 3               | 38              | 3                                 | 5                   | 8                | 21                |
| May            | 2022 | 14                              | 11                     | 2                             | 1                              | 4                     | 3               | 39              | 2                                 | 6                   | 10               | 22                |
| June           | 2022 | 13                              | 11                     | 2                             | 1                              | 3                     | 2               | 41              | 3                                 | 5                   | 13               | 23                |
| July           | 2022 | 11                              | 10                     | 2                             | 0                              | 3                     | 3               | 42              | 3                                 | 7                   | 13               | 23                |
| August         | 2022 | 12                              | 12                     | 2                             | 1                              | 2                     | 4               | 44              | 3                                 | 9                   | 13               | 19                |
| September      | 2022 | 13                              | 12                     | 1                             | 1                              | 3                     | 4               | 43              | 5                                 | 10                  | 12               | 17                |
| October        | 2022 | 17                              | 13                     | 2                             | 1                              | 3                     | 3               | 41              | 5                                 | 7                   | 12               | 15                |
| November       | 2022 | 19                              | 11                     | 2                             | 0                              | 2                     | 3               | 39              | 7                                 | 6                   | 13               | 13                |
| December       | 2022 | 22                              | 11                     | 2                             | 1                              | 3                     | 3               | 39              | 9                                 | 4                   | 14               | 10                |
| January        | 2023 | 20                              | 9                      | 1                             | 1                              | 2                     | 3               | 41              | 10                                | 7                   | 13               | 9                 |
| February       | 2023 | 22                              | 9                      | 2                             | 1                              | 3                     | 3               | 39              | 9                                 | 9                   | 11               | 8                 |
| March          | 2023 | 19                              | 10                     | 2                             | 1                              | 3                     | 3               | 37              | 9                                 | 11                  | 12               | 8                 |
| April          | 2023 | 21                              | 11                     | 3                             | 0                              | 5                     | 3               | 31              | 9                                 | 10                  | 14               | 6                 |
| May            | 2023 | 21                              | 12                     | 2                             | 1                              | 5                     | 3               | 29              | 11                                | 10                  | 13               | 5                 |
| June           | 2023 | 22                              | 11                     | 2                             | 0                              | 5                     | 4               | 29              | 12                                | 11                  | 10               | 3                 |
| July           | 2023 | 22                              | 8                      | 2                             | 0                              | 4                     | 4               | 34              | 12                                | 12                  | 8                | 4                 |
| August         | 2023 | 20                              | 8                      | 2                             | 0                              | 4                     | 4               | 34              | 13                                | 11                  | 8                | 2                 |
| September      | 2023 | 20                              | 9                      | 2                             | 0                              | 3                     | 4               | 34              | 11                                | 10                  | 8                | 3                 |
| October        | 2023 | 23                              | 11                     | 2                             | 0                              | 4                     | 4               | 31              | 12                                | 10                  | 9                | 2                 |