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

Response to the query: "Why do you say so?" following the question on Table 37.

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

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

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1981	17	13	4	0	0	1	38	25	9	2	1	8
January	1982	20	11	4	1	0	2	36	24	11	3	2	8
February	1982	23	10	2	1	0	2	35	26	12	4	3	8
March	1982	27	9	2	1	0	2	32	28	12	4	2	7
April	1982	30	8	3	0	0	1	30	29	11	5	1	7
May	1982	31	8	5	1	1	1	30	27	11	4	1	6
June	1982	29	7	5	1	1	1	31	27	10	4	1	7
July	1982	27	8	5	1	1	1	30	29	10	4	1	8
August	1982	23	8	4	1	0	1	32	31	10	4	1	9
September	1982	22	8	5	1	1	2	31	29	10	4	1	8
October	1982	22	8	6	1	1	2	31	24	12	3	1	7
November	1982	24	8	10	1	1	1	29	20	12	4	1	7
December	1982	27	7	15	1	1	1	27	17	11	5	1	7
January	1983	26	7	20	1	1	1	26	17	10	5	1	6
February	1983	24	7	23	0	1	1	28	15	11	4	1	5
March	1983	20	7	27	1	1	2	27	13	10	3	0	4
April	1983	21	7	30	1	2	2	27	11	8	3	0	4
May	1983	23	8	33	1	2	2	23	11	7	3	0	4
June	1983	23	9	33	1	3	1	22	9	6	3	1	5
July	1983	22	11	34	1	3	1	21	7	6	3	1	5
August	1983	20	10	30	1	3	1	21	7	8	3	1	5
September	1983	22	12	26	2	3	1	20	9	8	2	0	5
October	1983	21	14	21	3	2	1	23	9	7	3	0	5
November	1983	21	14	19	3	3	2	25	10	5	2	0	6
December	1983	19	12	16	3	3	2	27	9	5	3	0	6
January	1984	20	13	17	2	3	2	23	9	4	1	0	6
February	1984	20	15	15	2	3	1	21	8	4	2	0	4
March	1984	20	16	15	3	5	1	18	7	4	2	0	4
April	1984	17	15	13	4	5	1	20	8	4	2	0	4
May	1984	18	15	11	4	6	1	19	8	4	2	1	4
June	1984	18	16	9	5	4	2	21	9	4	2	0	3
July	1984	20	15	11	5	4	2	21	9	4	2	0	3
August	1984	18	16	11	5	4	1	22	9	4	2	0	3
September	1984	19	16	12	4	4	1	21	10	5	2	0	3
October	1984	19	16	10	3	4	1	21	9	5	3	0	3
November	1984	18	15	11	3	3	0	24	9	5	3	0	3
December	1984	15	13	11	3	4	1	26	10	5	3	0	4
January	1985	16	12	15	2	4	0	26	10	5	2	0	5
February	1985	19	12	17	1	5	1	24	10	5	2	0	5
March	1985	22	14	21	2	5	0	22	7	5	2	0	4
April	1985	22	14	20	2	5	1	22	8	5	1	0	4
May	1985	20	15	22	2	4	1	22	7	6	2	0	3
June	1985	21	13	23	2	4	1	21	7	5	2	0	4
July	1985	21	13	28	2	4	1	19	6	5	3	0	3
August	1985	23	13	31	2	3	1	18	4	4	2	0	3
September	1985	23	12	35	1	3	1	16	5	4	2	0	2
October	1985	23	11	36	1	3	1	18	6	5	2	0	3
November	1985	21	9	36	2	2	1	18	7	4	2	0	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1985	21	8	33	2	2	2	20	7	5	2	0	2
January	1986	19	8	37	2	2	1	17	6	4	2	0	3
February	1986	20	7	43	1	2	1	16	4	5	1	0	3
March	1986	18	8	48	1	3	1	14	3	5	1	0	2
April	1986	19	7	48	1	3	1	14	4	5	1	0	2
May	1986	21	7	48	1	3	1	13	4	5	2	0	2
June	1986	22	6	52	1	3	0	12	4	5	1	0	2
July	1986	21	7	50	1	4	1	12	4	5	1	0	2
August	1986	19	8	49	1	4	1	13	3	5	1	0	2
September	1986	19	8	53	2	4	1	12	4	4	1	0	2
October	1986	20	7	57	2	3	0	11	5	3	1	0	1
November	1986	21	5	56	2	3	0	14	7	3	1	0	2
December	1986	19	6	48	2	2	0	15	6	4	1	0	1
January	1987	19	7	39	2	2	0	17	6	5	1	0	1
February	1987	20	7	36	1	1	0	15	5	5	2	0	2
March	1987	23	6	36	1	1	0	15	5	4	2	0	2
April	1987	25	7	37	1	1	0	15	4	3	2	0	2
May	1987	25	9	39	2	2	0	15	4	4	1	0	2
June	1987	24	12	35	3	1	0	16	5	4	1	0	2
July	1987	26	12	32	3	2	1	16	6	4	1	0	2
August	1987	28	10	30	3	2	1	16	6	3	1	0	2
September	1987	30	11	31	3	2	0	15	6	3	1	0	3
October	1987	27	12	28	3	3	0	16	7	4	2	0	3
November	1987	25	12	24	3	3	0	15	8	5	4	0	2
December	1987	25	12	19	2	3	0	17	10	5	5	0	2
January	1988	28	11	19	3	2	0	16	9	5	6	0	3
February	1988	26	12	17	2	2	0	19	8	5	4	0	3
March	1988	27	11	18	3	3	0	19	7	4	3	0	3
April	1988	26	12	19	2	3	0	19	7	5	2	0	2
May	1988	26	14	18	4	4	0	16	7	5	1	0	2
June	1988	25	15	16	4	3	0	16	6	4	1	0	2
July	1988	26	15	13	4	4	0	16	5	3	2	0	2
August	1988	27	14	14	4	4	0	16	4	3	2	0	2
September	1988	28	14	14	5	4	0	15	6	3	3	0	2
October	1988	28	14	13	6	4	0	17	7	3	2	0	3
November	1988	25	14	12	6	4	0	20	8	2	2	0	4
December	1988	23	15	10	5	4	0	20	9	3	3	0	4
January	1989	23	16	10	5	5	0	18	8	2	3	0	3
February	1989	24	16	10	6	4	1	17	8	3	2	0	2
March	1989	24	14	11	5	4	1	17	8	3	1	0	3
April	1989	26	12	15	4	4	0	18	9	4	2	1	2
May	1989	25	12	20	4	3	0	18	9	4	2	1	2
June	1989	27	13	23	3	3	1	19	8	5	2	1	2
July	1989	26	14	21	2	2	1	19	6	4	1	1	3
August	1989	28	14	17	2	2	1	21	7	3	1	1	3
September	1989	29	12	15	2	3	1	19	6	4	1	1	2
October	1989	31	12	14	2	4	1	20	6	5	2	0	2
November	1989	33	12	14	2	3	0	19	6	6	2	0	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1989	33	14	12	2	2	0	20	6	5	2	0	3
January	1990	34	12	11	2	2	0	20	6	4	2	0	3
February	1990	37	10	10	2	2	0	21	7	5	2	0	2
March	1990	40	9	10	2	2	0	21	6	4	2	0	2
April	1990	40	9	9	2	2	0	22	6	5	1	0	2
May	1990	36	13	10	2	2	1	21	6	4	2	0	3
June	1990	33	15	11	2	2	1	21	7	4	2	0	3
July	1990	32	14	11	2	2	1	19	8	4	2	0	3
August	1990	31	14	10	2	2	1	19	8	4	3	2	3
September	1990	31	14	8	2	2	2	18	8	4	4	5	3
October	1990	32	13	7	3	1	2	19	8	5	7	9	3
November	1990	31	13	6	2	1	2	18	9	7	8	10	4
December	1990	30	10	5	2	1	2	18	8	8	11	10	3
January	1991	27	9	5	1	1	1	17	8	10	12	7	2
February	1991	30	5	7	1	0	1	16	6	11	13	7	2
March	1991	35	5	10	1	1	1	16	5	12	11	4	3
April	1991	41	7	11	1	1	1	16	5	12	8	3	2
May	1991	43	9	12	1	2	0	17	6	13	6	1	1
June	1991	40	10	10	1	1	0	19	6	13	6	0	2
July	1991	40	9	12	0	1	0	19	6	11	7	0	2
August	1991	41	9	12	0	2	0	18	4	11	7	0	2
September	1991	41	8	14	1	2	0	19	4	10	7	0	1
October	1991	38	9	13	1	2	0	21	4	11	5	0	2
November	1991	37	9	15	1	2	0	23	5	10	7	0	3
December	1991	38	8	15	1	1	1	21	7	12	8	0	3
January	1992	40	6	16	1	1	1	19	7	13	11	0	2
February	1992	41	5	17	1	1	0	17	6	15	11	0	2
March	1992	40	5	22	0	2	0	17	3	14	12	0	2
April	1992	37	6	24	1	1	0	19	3	12	10	0	2
May	1992	35	6	26	1	1	0	18	3	11	9	0	2
June	1992	36	7	26	1	1	0	15	3	9	8	0	2
July	1992	36	6	26	1	2	0	16	3	10	8	0	2
August	1992	38	6	27	1	3	0	16	4	9	9	0	2
September	1992	36	6	24	1	3	0	19	4	11	9	0	2
October	1992	36	7	21	2	3	0	18	4	11	9	0	3
November	1992	33	7	20	2	2	0	19	4	12	8	0	3
December	1992	32	8	21	2	3	0	16	4	10	7	0	3
January	1993	35	6	24	2	4	0	14	4	10	6	0	2
February	1993	36	5	22	1	5	0	14	4	10	7	0	3
March	1993	33	5	24	2	4	0	15	5	11	7	0	2
April	1993	30	6	26	1	4	0	15	4	9	8	0	2
May	1993	30	8	28	2	4	0	14	3	8	6	0	2
June	1993	31	8	26	2	4	0	15	3	8	5	1	2
July	1993	33	8	27	2	4	0	15	3	10	4	0	2
August	1993	32	6	27	2	5	1	17	2	11	4	0	2
September	1993	32	5	30	1	4	0	17	3	10	5	0	2
October	1993	29	7	27	2	5	0	19	3	10	6	0	2
November	1993	27	8	30	2	4	0	18	3	9	6	0	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1993	27	8	29	2	4	0	18	3	9	5	1	2
January	1994	29	6	32	2	5	0	16	2	8	4	0	1
February	1994	31	6	33	1	6	0	15	2	6	3	0	1
March	1994	32	8	33	2	7	0	14	2	6	2	0	1
April	1994	31	11	30	2	7	0	15	3	5	2	0	1
May	1994	28	12	28	4	6	0	16	3	5	2	0	2
June	1994	27	11	26	4	6	0	15	4	5	3	0	1
July	1994	26	12	26	4	6	0	15	4	5	2	1	2
August	1994	25	11	26	4	6	0	16	5	5	2	1	1
September	1994	24	13	24	4	6	0	17	5	5	2	0	2
October	1994	25	12	23	4	6	0	18	6	4	2	0	2
November	1994	26	12	22	3	7	1	19	6	6	2	0	2
December	1994	26	11	20	3	7	1	19	8	7	2	0	2
January	1995	25	11	19	5	8	1	18	8	7	2	0	2
February	1995	23	12	17	5	8	1	20	7	6	2	0	2
March	1995	24	12	16	6	8	1	20	8	6	3	0	1
April	1995	23	12	15	5	7	1	22	8	6	3	0	1
May	1995	25	12	15	5	6	0	22	9	5	3	0	1
June	1995	24	12	15	3	5	0	23	6	5	2	0	1
July	1995	23	13	18	2	6	0	20	5	6	3	0	1
August	1995	23	13	19	2	6	0	21	4	7	3	0	2
September	1995	23	13	20	2	8	0	21	5	8	3	0	1
October	1995	27	12	17	2	6	0	23	4	7	3	0	2
November	1995	27	10	15	2	5	1	23	4	7	3	0	1
December	1995	26	10	15	2	4	1	21	3	7	3	0	2
January	1996	23	11	17	2	5	0	19	3	8	3	0	1
February	1996	24	12	20	1	5	0	19	3	8	4	0	1
March	1996	24	12	20	1	6	0	21	4	8	3	0	1
April	1996	24	11	20	1	6	0	23	4	6	3	0	1
May	1996	24	12	20	2	6	0	23	4	5	4	0	2
June	1996	25	11	19	2	5	0	21	3	4	4	1	2
July	1996	26	11	20	2	5	0	21	3	4	3	1	2
August	1996	26	11	21	1	5	0	20	3	4	2	0	2
September	1996	26	11	20	2	5	0	21	4	5	2	0	2
October	1996	25	13	18	2	5	1	20	4	5	2	0	2
November	1996	25	11	16	2	6	1	21	5	6	2	0	2
December	1996	23	11	15	2	6	1	22	4	5	1	0	2
January	1997	22	9	16	1	8	0	21	4	4	1	0	1
February	1997	21	10	17	1	10	0	21	3	4	1	0	2
March	1997	22	10	20	1	10	0	22	3	5	0	0	2
April	1997	23	9	19	2	8	0	23	4	5	1	0	2
May	1997	26	10	17	2	8	0	20	5	5	0	0	1
June	1997	27	10	17	3	10	0	17	4	3	0	0	1
July	1997	25	10	18	1	10	0	18	5	3	0	0	1
August	1997	21	9	20	2	9	0	18	5	3	1	0	2
September	1997	21	8	20	2	7	0	18	5	3	1	0	2
October	1997	21	9	19	2	5	0	16	3	3	1	0	2
November	1997	22	8	18	2	6	0	17	3	2	0	0	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1997	21	8	16	1	5	0	18	3	2	0	0	1
January	1998	23	7	18	0	5	0	18	2	2	0	0	1
February	1998	24	7	19	0	5	0	16	2	2	0	0	1
March	1998	26	6	23	1	8	0	16	2	1	0	0	1
April	1998	26	6	22	1	8	0	16	1	1	0	0	1
May	1998	26	5	23	1	8	0	16	1	0	0	0	1
June	1998	24	6	22	0	8	0	16	1	0	0	0	1
July	1998	23	6	24	1	8	0	14	2	1	0	0	0
August	1998	19	7	25	1	8	0	14	2	2	1	0	1
September	1998	22	6	22	1	7	0	13	2	2	1	0	1
October	1998	22	5	24	1	7	0	12	2	2	2	0	2
November	1998	24	5	27	1	7	0	11	2	2	2	0	1
December	1998	23	5	31	0	8	0	11	2	2	2	0	1
January	1999	24	5	31	1	8	0	12	1	3	1	0	1
February	1999	24	5	28	1	9	0	12	2	3	2	0	1
March	1999	25	6	26	1	10	0	12	2	3	2	0	2
April	1999	24	7	25	1	11	0	14	3	2	1	0	2
May	1999	23	8	25	1	13	0	14	2	2	0	0	2
June	1999	23	9	24	1	13	0	14	1	2	0	0	2
July	1999	23	8	24	1	14	0	12	1	1	1	0	2
August	1999	24	8	21	1	12	0	13	2	1	1	0	2
September	1999	19	7	20	1	11	0	13	2	2	2	0	2
October	1999	18	7	16	1	11	0	14	2	2	2	0	2
November	1999	19	6	16	1	10	0	11	3	2	1	0	2
December	1999	19	5	15	1	9	0	12	4	2	1	0	2
January	2000	21	5	15	2	8	0	12	5	2	1	0	2
February	2000	20	5	14	2	10	1	13	5	1	1	0	1
March	2000	20	6	13	3	12	1	14	5	1	0	3	1
April	2000	18	8	14	4	14	1	14	4	1	0	4	1
May	2000	19	9	15	3	13	1	14	4	1	0	4	1
June	2000	20	9	16	3	13	1	12	4	1	0	4	1
July	2000	23	8	17	2	12	1	11	4	2	1	5	1
August	2000	24	8	15	2	11	1	10	5	2	1	6	1
September	2000	23	7	15	2	11	1	11	5	1	1	5	1
October	2000	20	8	13	2	12	1	11	5	2	1	4	1
November	2000	20	7	14	2	13	0	10	3	2	2	4	1
December	2000	21	8	13	3	10	1	9	3	2	1	3	2
January	2001	24	6	14	3	8	0	9	3	3	2	3	1
February	2001	24	5	16	2	6	0	9	2	4	3	3	1
March	2001	26	5	20	1	5	0	10	2	5	4	3	1
April	2001	24	5	23	0	5	0	11	3	6	6	3	1
May	2001	22	4	23	1	4	1	11	3	6	5	6	1
June	2001	19	3	21	0	5	1	12	3	6	6	8	1
July	2001	24	4	20	0	5	1	11	3	6	4	8	1
August	2001	25	3	19	0	5	1	12	3	7	4	5	2
September	2001	27	3	19	0	5	1	11	3	7	6	3	2
October	2001	26	3	26	0	4	1	10	2	6	8	2	2
November	2001	28	2	37	0	2	1	7	2	5	9	2	0

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2001	29	2	49	0	1	0	5	2	4	8	1	0
January	2002	30	1	53	0	1	0	3	2	5	6	0	0
February	2002	32	1	50	1	2	0	4	2	6	4	0	0
March	2002	32	1	45	1	3	0	6	3	7	3	1	0
April	2002	31	1	39	1	3	0	6	3	8	3	2	0
May	2002	30	2	36	1	3	0	7	2	7	4	2	0
June	2002	30	3	33	1	3	0	7	3	7	3	2	0
July	2002	33	3	34	1	3	0	8	3	6	3	1	0
August	2002	35	3	35	0	4	0	7	3	7	3	0	0
September	2002	35	2	41	0	4	0	7	3	6	4	0	1
October	2002	30	1	45	0	3	0	6	3	7	4	0	1
November	2002	26	2	47	1	2	0	6	4	6	4	1	0
December	2002	25	2	45	1	2	0	7	4	7	4	1	0
January	2003	27	2	41	0	3	0	8	3	6	5	1	0
February	2003	26	2	40	0	3	1	8	2	7	6	3	1
March	2003	26	2	38	0	2	1	7	2	7	8	5	1
April	2003	25	2	38	1	1	1	6	3	6	8	6	2
May	2003	29	2	39	1	2	1	5	3	6	7	5	2
June	2003	30	2	42	1	3	0	6	3	6	5	2	1
July	2003	31	2	46	1	3	0	7	2	6	5	1	1
August	2003	28	3	45	1	4	0	9	3	7	3	0	0
September	2003	27	3	44	1	3	0	10	4	7	4	1	0
October	2003	28	3	42	1	3	0	10	3	7	3	2	0
November	2003	32	2	40	1	2	0	7	3	6	3	2	0
December	2003	34	2	38	1	2	0	7	2	6	2	1	0
January	2004	32	2	36	1	3	0	8	2	6	3	1	0
February	2004	29	2	35	1	4	1	8	2	7	3	1	0
March	2004	27	3	35	1	4	1	8	3	5	3	1	0
April	2004	27	3	34	1	4	1	9	3	5	3	3	1
May	2004	26	3	33	1	4	1	10	4	3	3	6	2
June	2004	27	4	30	1	4	3	10	5	4	3	10	3
July	2004	28	4	30	2	3	3	10	6	4	2	10	3
August	2004	31	4	27	2	3	2	9	6	5	3	11	2
September	2004	30	4	28	2	3	1	9	5	5	3	7	3
October	2004	31	5	28	1	3	1	9	4	5	3	6	2
November	2004	27	5	26	2	4	2	10	3	6	3	6	2
December	2004	26	6	26	2	5	2	10	3	5	3	5	2
January	2005	27	5	24	2	7	1	10	5	5	4	4	2
February	2005	29	5	25	2	6	0	10	5	5	3	2	2
March	2005	29	5	22	3	5	2	11	5	5	2	5	3
April	2005	27	5	22	3	4	4	10	4	6	1	10	4
May	2005	26	5	20	3	4	5	10	4	5	2	14	5
June	2005	29	5	20	3	3	5	9	4	4	2	14	5
July	2005	35	5	17	2	3	4	11	3	3	1	11	4
August	2005	42	4	15	1	3	2	12	3	4	2	9	2
September	2005	43	4	12	1	3	4	11	2	5	2	14	3
October	2005	40	4	11	1	2	6	11	3	6	2	19	4
November	2005	35	4	12	2	2	8	11	3	6	2	21	6

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2005	34	3	12	2	1	7	11	4	7	1	17	7
January	2006	32	4	12	2	2	6	10	4	7	1	12	6
February	2006	30	5	11	1	2	6	11	4	6	2	10	5
March	2006	32	5	12	1	3	5	11	3	6	1	9	5
April	2006	35	4	14	1	3	7	11	3	5	2	11	5
May	2006	34	3	13	1	2	9	9	3	5	2	17	8
June	2006	31	4	11	2	2	11	9	3	5	2	20	8
July	2006	30	4	10	2	2	10	10	3	5	2	20	9
August	2006	32	4	9	2	2	9	12	4	5	3	16	6
September	2006	33	4	9	1	2	8	11	5	6	2	16	5
October	2006	34	4	11	1	2	7	10	6	7	1	14	5
November	2006	36	4	13	1	3	6	9	5	8	1	11	4
December	2006	34	5	14	1	3	4	10	5	8	1	7	4
January	2007	34	5	13	1	3	4	10	5	9	1	6	4
February	2007	32	6	11	1	3	4	10	6	9	2	6	4
March	2007	33	5	12	1	3	4	11	5	8	2	7	5
April	2007	32	5	13	1	3	4	12	5	7	2	8	5
May	2007	32	4	14	0	2	5	13	4	5	2	11	6
June	2007	31	5	12	1	2	8	12	4	4	2	15	8
July	2007	30	4	10	1	3	7	11	4	4	2	17	8
August	2007	27	4	11	1	3	6	11	5	6	3	15	7
September	2007	29	3	13	1	4	5	11	5	7	2	11	6
October	2007	31	4	14	1	3	5	10	6	7	3	8	4
November	2007	31	4	12	1	3	6	12	7	9	3	7	4
December	2007	31	4	11	1	2	4	12	8	9	4	10	3
January	2008	29	3	10	1	1	5	12	7	10	3	11	4
February	2008	30	3	11	1	1	4	10	7	12	5	11	4
March	2008	29	4	11	0	1	5	11	6	14	6	11	3
April	2008	29	3	12	0	1	5	11	6	17	8	13	4
May	2008	28	2	10	0	1	7	10	6	17	7	18	6
June	2008	28	2	9	0	0	9	9	5	18	6	22	7
July	2008	30	2	7	0	1	10	7	4	18	5	26	8
August	2008	31	2	7	0	0	9	9	4	18	4	24	9
September	2008	33	2	6	0	1	9	7	5	18	6	21	11
October	2008	32	2	7	0	0	8	9	10	19	8	16	11
November	2008	35	2	7	0	1	6	9	14	20	11	11	10
December	2008	40	1	7	0	1	3	9	14	19	12	7	8
January	2009	46	1	8	0	1	2	7	12	19	11	4	6
February	2009	50	1	9	0	1	2	6	10	16	11	4	5
March	2009	52	1	10	0	1	1	6	10	16	13	3	4
April	2009	52	1	11	0	1	1	7	7	15	13	3	4
May	2009	52	1	14	0	1	2	6	5	16	11	3	3
June	2009	54	1	15	1	2	2	5	5	14	9	2	3
July	2009	57	1	14	1	1	2	5	5	14	7	2	3
August	2009	56	1	10	0	1	2	4	5	12	8	3	3
September	2009	53	1	10	0	1	3	5	5	14	8	3	3
October	2009	51	1	11	0	2	3	7	6	13	10	3	3
November	2009	47	2	11	0	2	3	9	6	15	10	3	3

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2009	47	2	13	0	1	3	10	6	14	10	2	4
January	2010	45	2	11	0	2	4	9	6	16	10	2	3
February	2010	45	1	12	0	2	4	9	6	14	10	2	4
March	2010	46	1	13	0	2	4	7	8	14	9	2	6
April	2010	48	1	14	0	2	3	8	8	14	8	2	6
May	2010	51	1	15	0	3	2	8	7	14	7	2	5
June	2010	51	1	19	0	3	2	9	5	14	6	3	3
July	2010	50	1	20	0	3	3	9	5	16	7	3	3
August	2010	48	2	22	0	2	4	9	6	15	8	2	3
September	2010	46	2	19	0	2	4	10	6	16	10	1	3
October	2010	43	1	19	0	2	4	11	6	16	10	2	3
November	2010	43	1	18	0	2	3	10	6	18	9	2	3
December	2010	44	2	18	0	3	2	10	7	18	7	2	2
January	2011	44	2	18	0	3	3	11	7	17	6	2	2
February	2011	41	2	16	0	3	3	12	8	18	7	3	3
March	2011	38	2	15	0	2	4	12	8	18	8	6	3
April	2011	37	3	14	0	1	6	11	7	16	9	7	3
May	2011	37	2	15	0	1	9	12	7	14	8	9	3
June	2011	36	2	14	0	2	9	12	6	16	7	8	3
July	2011	35	2	15	0	2	8	14	6	18	6	6	3
August	2011	34	2	15	0	2	6	13	7	20	6	5	3
September	2011	35	1	17	0	1	4	13	8	20	9	4	3
October	2011	34	1	18	0	2	4	12	8	22	10	4	3
November	2011	36	1	19	0	2	4	13	7	19	11	3	2
December	2011	35	1	19	0	2	4	12	7	20	10	2	3
January	2012	34	1	18	0	3	5	12	7	17	10	2	3
February	2012	33	2	20	1	3	4	12	7	19	8	3	3
March	2012	33	1	20	0	4	5	13	6	17	9	4	3
April	2012	33	1	21	0	3	6	12	6	17	8	5	3
May	2012	34	1	20	0	4	7	11	6	18	8	5	2
June	2012	33	1	20	0	5	6	11	7	18	7	5	3
July	2012	36	1	20	0	5	6	12	6	17	6	4	3
August	2012	35	2	20	0	5	4	13	6	16	6	4	3
September	2012	36	3	23	0	5	4	12	4	13	7	4	2
October	2012	33	3	22	0	6	4	12	3	14	7	4	2
November	2012	32	3	22	0	6	5	12	4	14	7	3	2
December	2012	32	3	21	0	5	5	12	4	14	8	3	2
January	2013	34	3	21	1	4	5	12	5	14	8	2	3
February	2013	34	3	21	1	4	5	12	4	13	7	3	3
March	2013	33	3	20	0	5	4	14	4	15	6	3	3
April	2013	29	3	20	0	7	4	14	4	15	5	3	3
May	2013	30	3	22	0	8	4	12	4	13	6	2	3
June	2013	28	3	24	1	8	5	10	5	13	5	2	3
July	2013	31	4	27	1	8	5	9	4	11	4	2	3
August	2013	30	4	27	2	6	4	11	4	11	4	2	3
September	2013	29	4	27	2	6	3	11	5	10	5	2	2
October	2013	27	5	24	2	7	3	12	6	10	8	1	2
November	2013	24	5	21	1	8	3	12	7	12	9	1	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2013	25	5	19	2	9	3	13	7	12	10	1	2
January	2014	25	5	20	2	9	4	13	7	12	9	1	2
February	2014	28	4	23	2	8	4	13	5	11	7	0	2
March	2014	29	3	22	1	7	4	11	5	12	6	1	1
April	2014	30	3	20	0	6	5	11	6	12	6	2	3
May	2014	27	5	18	1	8	5	12	6	12	6	2	4
June	2014	28	6	17	1	9	4	13	5	11	6	2	5
July	2014	27	6	18	2	9	3	14	5	9	6	2	6
August	2014	26	6	21	1	7	2	14	6	9	5	2	6
September	2014	26	5	21	0	8	3	14	6	10	4	2	7
October	2014	29	4	21	0	8	3	14	6	12	5	2	3
November	2014	33	3	21	1	10	4	11	4	9	6	1	4
December	2014	33	3	23	2	10	3	12	5	7	7	1	3
January	2015	30	4	25	2	12	3	12	4	7	5	1	4
February	2015	28	4	24	1	11	3	13	4	8	4	1	3
March	2015	27	4	23	1	12	4	12	4	9	3	1	4
April	2015	27	5	22	2	10	3	13	5	9	4	1	3
May	2015	25	4	21	2	10	3	14	6	8	4	1	4
June	2015	24	4	22	2	12	4	14	5	7	4	1	4
July	2015	26	3	22	2	14	4	14	3	6	5	1	4
August	2015	25	4	22	1	13	3	14	4	8	5	2	4
September	2015	25	3	23	1	11	2	15	4	9	4	1	5
October	2015	25	4	23	2	9	2	14	4	10	5	1	5
November	2015	25	4	25	2	9	2	14	3	8	4	1	4
December	2015	25	5	24	3	8	2	14	4	8	4	1	4
January	2016	25	5	25	3	9	2	12	4	6	3	1	3
February	2016	27	4	25	3	9	2	10	5	8	4	1	3
March	2016	26	4	24	3	10	2	9	5	7	5	1	2
April	2016	27	5	22	2	9	2	10	5	8	5	2	3
May	2016	25	7	20	2	11	3	12	4	6	4	2	3
June	2016	26	5	22	1	12	2	14	3	6	3	1	4
July	2016	27	5	26	1	13	1	13	3	4	4	1	4
August	2016	26	5	28	1	12	1	13	4	4	5	0	3
September	2016	25	6	28	1	12	2	12	3	4	6	0	2
October	2016	21	5	23	1	11	2	13	4	6	6	1	3
November	2016	20	4	19	1	11	2	13	4	6	6	1	3
December	2016	22	3	18	2	10	2	13	5	6	7	1	3
January	2017	23	4	17	3	12	1	12	5	5	6	1	3
February	2017	23	5	16	3	13	1	12	5	5	6	1	2
March	2017	21	7	16	3	15	2	12	5	4	5	1	2
April	2017	21	8	16	3	14	2	13	4	4	4	1	1
May	2017	22	7	17	3	13	2	13	4	4	5	0	1
June	2017	25	7	16	3	12	3	14	4	4	5	0	2
July	2017	27	5	17	2	11	3	14	5	5	6	0	3
August	2017	27	5	19	2	12	2	14	5	6	5	0	3
September	2017	24	4	18	2	12	2	15	5	7	5	1	3
October	2017	24	4	20	2	12	3	13	5	6	5	1	2
November	2017	24	4	19	2	12	3	12	5	5	5	2	3

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2017	25	4	18	3	12	3	10	6	5	5	1	3