

FEMALE
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

The question was: "Speaking now of the automobile market -- do you think the next 12 months or so will be a good time or a bad time to buy a new vehicle, such as a car, pickup, van, or sport utility vehicle?"

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March 1978 | 47 | 20 | 33 | 100 | 114 | 1514 |
| April 1978 | 48 | 20 | 32 | 100 | 116 | 1552 |
| May 1978 | 50 | 19 | 32 | 100 | 118 | 1580 |
| June 1978 | 50 | 17 | 33 | 100 | 117 | 1522 |
| July 1978 | 50 | 17 | 33 | 100 | 117 | 1506 |
| August 1978 | 46 | 16 | 38 | 100 | 108 | 1210 |
| September 1978 | 44 | 18 | 38 | 100 | 106 | 1240 |
| October 1978 | 42 | 19 | 39 | 100 | 103 | 1244 |
| November 1978 | 42 | 20 | 37 | 100 | 105 | 1396 |
| December 1978 | 39 | 21 | 40 | 100 | 100 | 1418 |
| January 1979 | 39 | 20 | 41 | 100 | 98 | 1503 |
| February 1979 | 41 | 19 | 40 | 100 | 101 | 1634 |
| March 1979 | 44 | 17 | 39 | 100 | 105 | 1600 |
| April 1979 | 44 | 16 | 40 | 100 | 104 | 1663 |
| May 1979 | 42 | 14 | 44 | 100 | 98 | 1623 |
| June 1979 | 39 | 12 | 48 | 100 | 91 | 1798 |
| July 1979 | 35 | 13 | 52 | 100 | 83 | 1882 |
| August 1979 | 34 | 13 | 52 | 100 | 82 | 1869 |
| September 1979 | 36 | 14 | 51 | 100 | 85 | 1802 |
| October 1979 | 39 | 12 | 49 | 100 | 90 | 1840 |
| November 1979 | 38 | 12 | 50 | 100 | 88 | 1893 |
| December 1979 | 38 | 11 | 52 | 100 | 86 | 1832 |
| January 1980 | 36 | 12 | 52 | 100 | 84 | 1584 |
| February 1980 | 39 | 11 | 50 | 100 | 89 | 1427 |
| March 1980 | 40 | 11 | 49 | 100 | 91 | 1364 |
| April 1980 | 39 | 10 | 51 | 100 | 88 | 1373 |
| May 1980 | 32 | 11 | 57 | 100 | 75 | 1220 |
| June 1980 | 30 | 13 | 57 | 100 | 73 | 1210 |
| July 1980 | 30 | 15 | 55 | 100 | 74 | 1135 |
| August 1980 | 34 | 16 | 50 | 100 | 84 | 1090 |
| September 1980 | 35 | 14 | 50 | 100 | 85 | 1103 |
| October 1980 | 39 | 14 | 47 | 100 | 92 | 1143 |
| November 1980 | 40 | 15 | 45 | 100 | 94 | 1172 |
| December 1980 | 36 | 15 | 49 | 100 | 87 | 1172 |
| January 1981 | 32 | 15 | 53 | 100 | 79 | 1160 |
| February 1981 | 32 | 13 | 55 | 100 | 77 | 1133 |
| March 1981 | 34 | 13 | 53 | 100 | 81 | 1129 |
| April 1981 | 37 | 12 | 52 | 100 | 85 | 1137 |
| May 1981 | 38 | 10 | 51 | 100 | 87 | 1146 |
| June 1981 | 36 | 11 | 53 | 100 | 83 | 1140 |
| July 1981 | 35 | 10 | 56 | 100 | 79 | 1151 |
| August 1981 | 33 | 10 | 56 | 100 | 77 | 1157 |
| September 1981 | 35 | 9 | 56 | 100 | 80 | 1163 |
| October 1981 | 36 | 9 | 55 | 100 | 80 | 1161 |
| November 1981 | 35 | 10 | 55 | 100 | 80 | 1163 |
| December 1981 | 34 | 10 | 56 | 100 | 78 | 1173 |
| January 1982 | 34 | 11 | 55 | 100 | 79 | 1161 |
| February 1982 | 33 | 11 | 56 | 100 | 77 | 1162 |
| March 1982 | 35 | 10 | 55 | 100 | 80 | 1159 |

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| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April 1982 | 36 | 11 | 54 | 100 | 82 | 1180 |
| May 1982 | 38 | 10 | 52 | 100 | 86 | 1151 |
| June 1982 | 37 | 10 | 53 | 100 | 84 | 1155 |
| July 1982 | 37 | 10 | 53 | 100 | 83 | 1144 |
| August 1982 | 34 | 11 | 56 | 100 | 78 | 1154 |
| September 1982 | 35 | 13 | 53 | 100 | 82 | 1146 |
| October 1982 | 36 | 13 | 51 | 100 | 84 | 1151 |
| November 1982 | 40 | 11 | 49 | 100 | 91 | 1178 |
| December 1982 | 43 | 11 | 46 | 100 | 97 | 1184 |
| January 1983 | 45 | 10 | 45 | 100 | 100 | 1147 |
| February 1983 | 47 | 9 | 44 | 100 | 103 | 1140 |
| March 1983 | 49 | 9 | 41 | 100 | 108 | 1130 |
| April 1983 | 54 | 8 | 38 | 100 | 117 | 1162 |
| May 1983 | 59 | 7 | 34 | 100 | 125 | 1172 |
| June 1983 | 60 | 8 | 33 | 100 | 127 | 1195 |
| July 1983 | 59 | 9 | 32 | 100 | 127 | 1167 |
| August 1983 | 56 | 10 | 34 | 100 | 123 | 1157 |
| September 1983 | 57 | 10 | 33 | 100 | 123 | 1137 |
| October 1983 | 55 | 10 | 35 | 100 | 120 | 1147 |
| November 1983 | 54 | 10 | 35 | 100 | 119 | 1141 |
| December 1983 | 53 | 10 | 37 | 100 | 116 | 1163 |
| January 1984 | 56 | 11 | 33 | 100 | 123 | 1171 |
| February 1984 | 56 | 13 | 31 | 100 | 125 | 1174 |
| March 1984 | 59 | 13 | 27 | 100 | 132 | 1162 |
| April 1984 | 57 | 14 | 29 | 100 | 128 | 1158 |
| May 1984 | 59 | 13 | 28 | 100 | 131 | 1164 |
| June 1984 | 57 | 12 | 31 | 100 | 125 | 1142 |
| July 1984 | 58 | 11 | 31 | 100 | 126 | 1119 |
| August 1984 | 56 | 12 | 32 | 100 | 123 | 1099 |
| September 1984 | 56 | 11 | 33 | 100 | 122 | 1102 |
| October 1984 | 55 | 12 | 34 | 100 | 121 | 1127 |
| November 1984 | 54 | 10 | 37 | 100 | 117 | 1164 |
| December 1984 | 51 | 11 | 38 | 100 | 113 | 1181 |
| January 1985 | 53 | 9 | 38 | 100 | 115 | 1159 |
| February 1985 | 55 | 10 | 35 | 100 | 120 | 1114 |
| March 1985 | 61 | 8 | 31 | 100 | 130 | 1078 |
| April 1985 | 61 | 9 | 30 | 100 | 131 | 1070 |
| May 1985 | 62 | 8 | 30 | 100 | 132 | 1073 |
| June 1985 | 61 | 8 | 31 | 100 | 131 | 1093 |
| July 1985 | 62 | 9 | 28 | 100 | 134 | 1105 |
| August 1985 | 65 | 10 | 26 | 100 | 139 | 1114 |
| September 1985 | 66 | 10 | 24 | 100 | 142 | 1097 |
| October 1985 | 64 | 10 | 27 | 100 | 137 | 1071 |
| November 1985 | 64 | 9 | 27 | 100 | 137 | 1056 |
| December 1985 | 61 | 10 | 29 | 100 | 132 | 1069 |
| January 1986 | 64 | 10 | 26 | 100 | 139 | 1078 |
| February 1986 | 67 | 9 | 24 | 100 | 143 | 1092 |
| March 1986 | 68 | 10 | 21 | 100 | 147 | 1066 |
| April 1986 | 69 | 9 | 22 | 100 | 147 | 1075 |
| May 1986 | 68 | 10 | 22 | 100 | 146 | 1063 |
| June 1986 | 71 | 8 | 22 | 100 | 149 | 1074 |
| July 1986 | 71 | 8 | 21 | 100 | 150 | 1071 |

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TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1986 | 72 | 7 | 21 | 100 | 151 | 1069 |
| September 1986 | 74 | 6 | 20 | 100 | 154 | 1065 |
| October 1986 | 74 | 7 | 19 | 100 | 155 | 1086 |
| November 1986 | 71 | 5 | 24 | 100 | 147 | 1103 |
| December 1986 | 65 | 7 | 28 | 100 | 137 | 1114 |
| January 1987 | 58 | 7 | 34 | 100 | 124 | 1119 |
| February 1987 | 57 | 10 | 33 | 100 | 125 | 1105 |
| March 1987 | 57 | 11 | 32 | 100 | 125 | 1105 |
| April 1987 | 60 | 10 | 29 | 100 | 131 | 1097 |
| May 1987 | 63 | 9 | 28 | 100 | 135 | 1100 |
| June 1987 | 63 | 10 | 27 | 100 | 135 | 1098 |
| July 1987 | 65 | 11 | 25 | 100 | 140 | 1095 |
| August 1987 | 64 | 11 | 26 | 100 | 138 | 1106 |
| September 1987 | 66 | 10 | 24 | 100 | 141 | 1116 |
| October 1987 | 61 | 11 | 28 | 100 | 133 | 1023 |
| November 1987 | 59 | 11 | 30 | 100 | 129 | 918 |
| December 1987 | 57 | 10 | 34 | 100 | 123 | 796 |
| January 1988 | 58 | 10 | 32 | 100 | 126 | 812 |
| February 1988 | 57 | 11 | 32 | 100 | 125 | 843 |
| March 1988 | 58 | 12 | 31 | 100 | 127 | 874 |
| April 1988 | 59 | 12 | 29 | 100 | 130 | 853 |
| May 1988 | 62 | 11 | 27 | 100 | 135 | 826 |
| June 1988 | 62 | 12 | 26 | 100 | 136 | 791 |
| July 1988 | 61 | 13 | 26 | 100 | 135 | 793 |
| August 1988 | 62 | 12 | 26 | 100 | 136 | 810 |
| September 1988 | 61 | 13 | 26 | 100 | 135 | 845 |
| October 1988 | 59 | 13 | 28 | 100 | 131 | 840 |
| November 1988 | 56 | 13 | 31 | 100 | 125 | 832 |
| December 1988 | 54 | 13 | 33 | 100 | 122 | 822 |
| January 1989 | 58 | 12 | 30 | 100 | 127 | 842 |
| February 1989 | 58 | 13 | 29 | 100 | 129 | 839 |
| March 1989 | 59 | 12 | 29 | 100 | 129 | 846 |
| April 1989 | 58 | 12 | 30 | 100 | 128 | 838 |
| May 1989 | 60 | 10 | 30 | 100 | 130 | 836 |
| June 1989 | 59 | 10 | 31 | 100 | 128 | 851 |
| July 1989 | 59 | 11 | 31 | 100 | 128 | 860 |
| August 1989 | 58 | 11 | 31 | 100 | 127 | 858 |
| September 1989 | 60 | 12 | 29 | 100 | 131 | 836 |
| October 1989 | 59 | 12 | 29 | 100 | 130 | 840 |
| November 1989 | 59 | 12 | 29 | 100 | 130 | 853 |
| December 1989 | 58 | 12 | 30 | 100 | 128 | 862 |
| January 1990 | 58 | 12 | 30 | 100 | 128 | 848 |
| February 1990 | 57 | 12 | 31 | 100 | 126 | 824 |
| March 1990 | 60 | 10 | 30 | 100 | 130 | 830 |
| April 1990 | 60 | 10 | 31 | 100 | 129 | 828 |
| May 1990 | 60 | 10 | 30 | 100 | 130 | 852 |
| June 1990 | 60 | 10 | 31 | 100 | 129 | 829 |
| July 1990 | 60 | 10 | 30 | 100 | 130 | 817 |
| August 1990 | 59 | 9 | 32 | 100 | 127 | 806 |
| September 1990 | 58 | 8 | 35 | 100 | 123 | 832 |
| October 1990 | 54 | 7 | 40 | 100 | 114 | 833 |
| November 1990 | 51 | 7 | 42 | 100 | 108 | 842 |

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(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1990 | 46 | 9 | 45 | 100 | 101 | 823 |
| January 1991 | 42 | 10 | 48 | 100 | 94 | 833 |
| February 1991 | 42 | 12 | 46 | 100 | 96 | 822 |
| March 1991 | 49 | 10 | 42 | 100 | 107 | 837 |
| April 1991 | 57 | 8 | 36 | 100 | 121 | 818 |
| May 1991 | 60 | 5 | 35 | 100 | 125 | 810 |
| June 1991 | 57 | 7 | 36 | 100 | 121 | 788 |
| July 1991 | 56 | 7 | 36 | 100 | 120 | 805 |
| August 1991 | 57 | 9 | 33 | 100 | 124 | 808 |
| September 1991 | 58 | 8 | 34 | 100 | 124 | 818 |
| October 1991 | 57 | 8 | 35 | 100 | 121 | 798 |
| November 1991 | 55 | 7 | 38 | 100 | 117 | 811 |
| December 1991 | 53 | 8 | 39 | 100 | 114 | 806 |
| January 1992 | 53 | 7 | 40 | 100 | 113 | 835 |
| February 1992 | 53 | 7 | 39 | 100 | 114 | 821 |
| March 1992 | 56 | 7 | 38 | 100 | 118 | 816 |
| April 1992 | 56 | 7 | 37 | 100 | 120 | 803 |
| May 1992 | 58 | 8 | 34 | 100 | 124 | 824 |
| June 1992 | 62 | 8 | 30 | 100 | 133 | 826 |
| July 1992 | 62 | 7 | 30 | 100 | 132 | 834 |
| August 1992 | 64 | 5 | 31 | 100 | 133 | 808 |
| September 1992 | 60 | 5 | 35 | 100 | 126 | 818 |
| October 1992 | 58 | 7 | 35 | 100 | 123 | 814 |
| November 1992 | 56 | 9 | 36 | 100 | 120 | 838 |
| December 1992 | 58 | 9 | 33 | 100 | 126 | 845 |
| January 1993 | 61 | 8 | 31 | 100 | 130 | 837 |
| February 1993 | 61 | 9 | 30 | 100 | 131 | 825 |
| March 1993 | 59 | 10 | 31 | 100 | 128 | 812 |
| April 1993 | 61 | 10 | 30 | 100 | 131 | 804 |
| May 1993 | 63 | 9 | 27 | 100 | 136 | 822 |
| June 1993 | 63 | 9 | 28 | 100 | 136 | 837 |
| July 1993 | 65 | 8 | 27 | 100 | 138 | 836 |
| August 1993 | 64 | 9 | 28 | 100 | 136 | 819 |
| September 1993 | 63 | 9 | 28 | 100 | 135 | 791 |
| October 1993 | 59 | 10 | 31 | 100 | 129 | 796 |
| November 1993 | 61 | 9 | 30 | 100 | 131 | 808 |
| December 1993 | 61 | 10 | 29 | 100 | 133 | 828 |
| January 1994 | 64 | 11 | 26 | 100 | 138 | 832 |
| February 1994 | 67 | 11 | 23 | 100 | 144 | 834 |
| March 1994 | 68 | 10 | 22 | 100 | 146 | 845 |
| April 1994 | 69 | 9 | 22 | 100 | 147 | 851 |
| May 1994 | 67 | 9 | 24 | 100 | 144 | 830 |
| June 1994 | 67 | 9 | 24 | 100 | 143 | 824 |
| July 1994 | 67 | 9 | 24 | 100 | 143 | 825 |
| August 1994 | 66 | 9 | 25 | 100 | 141 | 848 |
| September 1994 | 67 | 9 | 24 | 100 | 142 | 858 |
| October 1994 | 65 | 9 | 26 | 100 | 139 | 873 |
| November 1994 | 65 | 10 | 25 | 100 | 139 | 860 |
| December 1994 | 62 | 10 | 28 | 100 | 135 | 844 |
| January 1995 | 63 | 9 | 28 | 100 | 136 | 811 |
| February 1995 | 62 | 8 | 30 | 100 | 132 | 789 |

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| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March 1995 | 62 | 8 | 29 | 100 | 133 | 797 |
| April 1995 | 57 | 11 | 32 | 100 | 125 | 831 |
| May 1995 | 56 | 11 | 33 | 100 | 124 | 840 |
| June 1995 | 56 | 11 | 33 | 100 | 123 | 817 |
| July 1995 | 62 | 8 | 30 | 100 | 132 | 789 |
| August 1995 | 62 | 8 | 30 | 100 | 132 | 784 |
| September 1995 | 64 | 7 | 30 | 100 | 134 | 785 |
| October 1995 | 60 | 9 | 31 | 100 | 129 | 804 |
| November 1995 | 58 | 12 | 31 | 100 | 127 | 818 |
| December 1995 | 57 | 13 | 30 | 100 | 126 | 828 |
| January 1996 | 58 | 11 | 31 | 100 | 127 | 811 |
| February 1996 | 61 | 8 | 31 | 100 | 130 | 804 |
| March 1996 | 60 | 6 | 33 | 100 | 127 | 807 |
| April 1996 | 58 | 9 | 33 | 100 | 125 | 819 |
| May 1996 | 57 | 11 | 33 | 100 | 124 | 832 |
| June 1996 | 58 | 12 | 30 | 100 | 128 | 842 |
| July 1996 | 61 | 10 | 29 | 100 | 132 | 826 |
| August 1996 | 64 | 9 | 27 | 100 | 137 | 811 |
| September 1996 | 62 | 9 | 29 | 100 | 133 | 807 |
| October 1996 | 61 | 9 | 29 | 100 | 132 | 820 |
| November 1996 | 60 | 10 | 30 | 100 | 130 | 824 |
| December 1996 | 61 | 10 | 29 | 100 | 131 | 845 |
| January 1997 | 61 | 11 | 28 | 100 | 133 | 835 |
| February 1997 | 61 | 10 | 29 | 100 | 132 | 831 |
| March 1997 | 61 | 10 | 30 | 100 | 131 | 782 |
| April 1997 | 60 | 9 | 30 | 100 | 130 | 772 |
| May 1997 | 64 | 9 | 27 | 100 | 137 | 778 |
| June 1997 | 69 | 9 | 23 | 100 | 146 | 840 |
| July 1997 | 67 | 9 | 24 | 100 | 143 | 859 |
| August 1997 | 64 | 11 | 25 | 100 | 139 | 855 |
| September 1997 | 61 | 12 | 27 | 100 | 134 | 806 |
| October 1997 | 62 | 14 | 25 | 100 | 137 | 812 |
| November 1997 | 63 | 13 | 24 | 100 | 139 | 809 |
| December 1997 | 62 | 13 | 24 | 100 | 138 | 841 |
| January 1998 | 63 | 14 | 23 | 100 | 140 | 861 |
| February 1998 | 64 | 15 | 21 | 100 | 142 | 860 |
| March 1998 | 64 | 17 | 19 | 100 | 146 | 839 |
| April 1998 | 63 | 18 | 19 | 100 | 144 | 823 |
| May 1998 | 64 | 18 | 19 | 100 | 145 | 817 |
| June 1998 | 64 | 17 | 19 | 100 | 144 | 811 |
| July 1998 | 65 | 16 | 20 | 100 | 145 | 820 |
| August 1998 | 63 | 17 | 20 | 100 | 142 | 849 |
| September 1998 | 61 | 17 | 22 | 100 | 139 | 850 |
| October 1998 | 62 | 18 | 19 | 100 | 143 | 823 |
| November 1998 | 64 | 17 | 19 | 100 | 145 | 791 |
| December 1998 | 66 | 15 | 18 | 100 | 148 | 800 |
| January 1999 | 67 | 14 | 19 | 100 | 149 | 813 |
| February 1999 | 66 | 16 | 19 | 100 | 147 | 839 |
| March 1999 | 67 | 16 | 17 | 100 | 150 | 828 |
| April 1999 | 65 | 17 | 18 | 100 | 147 | 828 |
| May 1999 | 68 | 14 | 18 | 100 | 150 | 823 |
| June 1999 | 69 | 12 | 19 | 100 | 150 | 821 |

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| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July | 1999 | 71 | 10 | 19 | 100 | 153 | 826 |
| August | 1999 | 70 | 10 | 20 | 100 | 150 | 827 |
| September | 1999 | 69 | 12 | 20 | 100 | 149 | 844 |
| October | 1999 | 67 | 12 | 21 | 100 | 146 | 820 |
| November | 1999 | 68 | 13 | 20 | 100 | 148 | 832 |
| December | 1999 | 64 | 15 | 22 | 100 | 142 | 814 |
| January | 2000 | 64 | 15 | 21 | 100 | 143 | 842 |
| February | 2000 | 63 | 15 | 21 | 100 | 142 | 838 |
| March | 2000 | 65 | 13 | 22 | 100 | 143 | 857 |
| April | 2000 | 66 | 12 | 22 | 100 | 144 | 831 |
| May | 2000 | 65 | 13 | 22 | 100 | 143 | 825 |
| June | 2000 | 65 | 14 | 21 | 100 | 144 | 818 |
| July | 2000 | 63 | 15 | 22 | 100 | 142 | 835 |
| August | 2000 | 65 | 14 | 21 | 100 | 144 | 835 |
| September | 2000 | 67 | 12 | 21 | 100 | 146 | 849 |
| October | 2000 | 69 | 11 | 20 | 100 | 148 | 848 |
| November | 2000 | 69 | 11 | 20 | 100 | 148 | 835 |
| December | 2000 | 68 | 13 | 19 | 100 | 149 | 822 |
| January | 2001 | 63 | 15 | 22 | 100 | 141 | 820 |
| February | 2001 | 60 | 15 | 25 | 100 | 136 | 834 |
| March | 2001 | 60 | 14 | 26 | 100 | 134 | 829 |
| April | 2001 | 60 | 13 | 27 | 100 | 133 | 844 |
| May | 2001 | 58 | 14 | 28 | 100 | 130 | 818 |
| June | 2001 | 54 | 16 | 30 | 100 | 124 | 839 |
| July | 2001 | 54 | 18 | 28 | 100 | 126 | 835 |
| August | 2001 | 54 | 18 | 28 | 100 | 127 | 854 |
| September | 2001 | 56 | 17 | 27 | 100 | 129 | 825 |
| October | 2001 | 58 | 16 | 26 | 100 | 132 | 846 |
| November | 2001 | 65 | 13 | 22 | 100 | 143 | 844 |
| December | 2001 | 71 | 12 | 17 | 100 | 154 | 879 |
| January | 2002 | 73 | 13 | 15 | 100 | 158 | 847 |
| February | 2002 | 72 | 14 | 14 | 100 | 159 | 850 |
| March | 2002 | 68 | 16 | 17 | 100 | 151 | 814 |
| April | 2002 | 65 | 17 | 18 | 100 | 147 | 821 |
| May | 2002 | 63 | 18 | 19 | 100 | 144 | 818 |
| June | 2002 | 63 | 20 | 18 | 100 | 145 | 832 |
| July | 2002 | 66 | 16 | 18 | 100 | 149 | 829 |
| August | 2002 | 66 | 16 | 18 | 100 | 149 | 846 |
| September | 2002 | 70 | 13 | 18 | 100 | 152 | 843 |
| October | 2002 | 69 | 14 | 17 | 100 | 151 | 837 |
| November | 2002 | 68 | 14 | 17 | 100 | 151 | 827 |
| December | 2002 | 66 | 16 | 18 | 100 | 149 | 831 |
| January | 2003 | 66 | 15 | 19 | 100 | 148 | 832 |
| February | 2003 | 64 | 15 | 22 | 100 | 142 | 836 |
| March | 2003 | 62 | 13 | 25 | 100 | 137 | 851 |
| April | 2003 | 61 | 13 | 26 | 100 | 135 | 857 |
| May | 2003 | 65 | 11 | 24 | 100 | 141 | 851 |
| June | 2003 | 68 | 12 | 20 | 100 | 148 | 837 |
| July | 2003 | 72 | 10 | 19 | 100 | 153 | 832 |
| August | 2003 | 70 | 10 | 20 | 100 | 150 | 829 |
| September | 2003 | 69 | 10 | 21 | 100 | 148 | 827 |
| October | 2003 | 68 | 10 | 22 | 100 | 146 | 845 |

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| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November 2003 | 71 | 10 | 19 | 100 | 152 | 839 |
| December 2003 | 73 | 10 | 18 | 100 | 155 | 827 |
| January 2004 | 74 | 9 | 17 | 100 | 157 | 820 |
| February 2004 | 72 | 9 | 19 | 100 | 153 | 841 |
| March 2004 | 71 | 10 | 20 | 100 | 151 | 842 |
| April 2004 | 68 | 10 | 22 | 100 | 146 | 849 |
| May 2004 | 66 | 10 | 23 | 100 | 143 | 814 |
| June 2004 | 66 | 9 | 25 | 100 | 141 | 811 |
| July 2004 | 64 | 10 | 26 | 100 | 138 | 808 |
| August 2004 | 64 | 10 | 26 | 100 | 137 | 845 |
| September 2004 | 64 | 11 | 26 | 100 | 138 | 857 |
| October 2004 | 66 | 11 | 23 | 100 | 144 | 851 |
| November 2004 | 64 | 12 | 24 | 100 | 140 | 804 |
| December 2004 | 65 | 13 | 22 | 100 | 143 | 794 |
| January 2005 | 62 | 14 | 24 | 100 | 138 | 794 |
| February 2005 | 65 | 13 | 23 | 100 | 142 | 831 |
| March 2005 | 61 | 12 | 27 | 100 | 134 | 857 |
| April 2005 | 59 | 13 | 28 | 100 | 130 | 840 |
| May 2005 | 57 | 13 | 30 | 100 | 128 | 821 |
| June 2005 | 60 | 12 | 28 | 100 | 132 | 828 |
| July 2005 | 64 | 9 | 27 | 100 | 137 | 842 |
| August 2005 | 66 | 8 | 26 | 100 | 140 | 858 |
| September 2005 | 62 | 8 | 29 | 100 | 133 | 860 |
| October 2005 | 57 | 9 | 34 | 100 | 123 | 857 |
| November 2005 | 54 | 9 | 37 | 100 | 116 | 862 |
| December 2005 | 55 | 8 | 36 | 100 | 119 | 861 |
| January 2006 | 59 | 9 | 33 | 100 | 126 | 851 |
| February 2006 | 61 | 8 | 31 | 100 | 130 | 849 |
| March 2006 | 63 | 8 | 29 | 100 | 134 | 835 |
| April 2006 | 64 | 6 | 29 | 100 | 135 | 841 |
| May 2006 | 60 | 6 | 33 | 100 | 127 | 823 |
| June 2006 | 58 | 6 | 36 | 100 | 123 | 831 |
| July 2006 | 55 | 7 | 38 | 100 | 117 | 838 |
| August 2006 | 56 | 7 | 37 | 100 | 119 | 863 |
| September 2006 | 56 | 7 | 37 | 100 | 119 | 848 |
| October 2006 | 59 | 7 | 34 | 100 | 125 | 840 |
| November 2006 | 64 | 7 | 29 | 100 | 135 | 802 |
| December 2006 | 65 | 9 | 26 | 100 | 139 | 796 |
| January 2007 | 63 | 9 | 28 | 100 | 136 | 806 |
| February 2007 | 61 | 9 | 30 | 100 | 131 | 837 |
| March 2007 | 59 | 10 | 31 | 100 | 128 | 850 |
| April 2007 | 58 | 10 | 31 | 100 | 127 | 837 |
| May 2007 | 57 | 11 | 32 | 100 | 126 | 841 |
| June 2007 | 56 | 10 | 35 | 100 | 121 | 824 |
| July 2007 | 54 | 8 | 37 | 100 | 117 | 831 |
| August 2007 | 56 | 7 | 38 | 100 | 118 | 812 |
| September 2007 | 60 | 6 | 34 | 100 | 126 | 832 |
| October 2007 | 62 | 6 | 32 | 100 | 130 | 824 |
| November 2007 | 59 | 7 | 34 | 100 | 125 | 841 |
| December 2007 | 56 | 7 | 37 | 100 | 118 | 849 |
| January 2008 | 54 | 8 | 39 | 100 | 115 | 871 |

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BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| February 2008 | 53 | 8 | 39 | 100 | 114 | 856 |
| March 2008 | 51 | 9 | 40 | 100 | 111 | 830 |
| April 2008 | 48 | 8 | 43 | 100 | 105 | 828 |
| May 2008 | 46 | 7 | 47 | 100 | 99 | 852 |
| June 2008 | 44 | 6 | 51 | 100 | 93 | 882 |
| July 2008 | 44 | 5 | 51 | 100 | 93 | 889 |
| August 2008 | 45 | 4 | 51 | 100 | 94 | 874 |
| September 2008 | 47 | 4 | 49 | 100 | 98 | 839 |
| October 2008 | 44 | 5 | 51 | 100 | 93 | 837 |
| November 2008 | 45 | 4 | 51 | 100 | 94 | 857 |
| December 2008 | 47 | 4 | 48 | 100 | 99 | 890 |
| January 2009 | 53 | 3 | 44 | 100 | 109 | 897 |
| February 2009 | 57 | 3 | 40 | 100 | 117 | 883 |
| March 2009 | 57 | 4 | 39 | 100 | 118 | 852 |
| April 2009 | 58 | 4 | 38 | 100 | 121 | 830 |
| May 2009 | 60 | 3 | 37 | 100 | 123 | 848 |
| June 2009 | 62 | 3 | 35 | 100 | 127 | 879 |
| July 2009 | 64 | 3 | 33 | 100 | 131 | 909 |
| August 2009 | 65 | 4 | 31 | 100 | 135 | 900 |
| September 2009 | 64 | 4 | 32 | 100 | 132 | 876 |
| October 2009 | 62 | 5 | 33 | 100 | 129 | 853 |
| November 2009 | 59 | 4 | 37 | 100 | 122 | 827 |
| December 2009 | 57 | 5 | 38 | 100 | 119 | 837 |
| January 2010 | 57 | 5 | 38 | 100 | 118 | 848 |
| February 2010 | 57 | 5 | 39 | 100 | 118 | 885 |
| March 2010 | 58 | 5 | 37 | 100 | 121 | 877 |
| April 2010 | 60 | 4 | 36 | 100 | 123 | 855 |
| May 2010 | 62 | 4 | 33 | 100 | 129 | 826 |
| June 2010 | 64 | 4 | 32 | 100 | 132 | 830 |
| July 2010 | 62 | 5 | 33 | 100 | 130 | 846 |
| August 2010 | 62 | 5 | 33 | 100 | 128 | 888 |
| September 2010 | 58 | 6 | 36 | 100 | 122 | 906 |
| October 2010 | 57 | 5 | 37 | 100 | 120 | 884 |
| November 2010 | 57 | 6 | 37 | 100 | 120 | 843 |
| December 2010 | 60 | 5 | 35 | 100 | 125 | 802 |
| January 2011 | 60 | 5 | 34 | 100 | 126 | 827 |
| February 2011 | 57 | 5 | 38 | 100 | 119 | 842 |
| March 2011 | 54 | 6 | 40 | 100 | 114 | 873 |
| April 2011 | 54 | 6 | 40 | 100 | 114 | 869 |
| May 2011 | 55 | 7 | 38 | 100 | 117 | 867 |
| June 2011 | 55 | 7 | 38 | 100 | 117 | 859 |
| July 2011 | 54 | 7 | 39 | 100 | 115 | 857 |
| August 2011 | 53 | 6 | 40 | 100 | 113 | 853 |
| September 2011 | 52 | 6 | 42 | 100 | 110 | 865 |
| October 2011 | 51 | 6 | 43 | 100 | 108 | 868 |
| November 2011 | 54 | 5 | 41 | 100 | 113 | 865 |
| December 2011 | 55 | 5 | 40 | 100 | 115 | 855 |
| January 2012 | 55 | 7 | 38 | 100 | 117 | 858 |
| February 2012 | 55 | 7 | 39 | 100 | 116 | 849 |
| March 2012 | 55 | 6 | 38 | 100 | 117 | 842 |
| April 2012 | 57 | 5 | 38 | 100 | 119 | 824 |
| May 2012 | 58 | 5 | 36 | 100 | 122 | 824 |

FEMALE
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| June | 2012 | 57 | 7 | 36 | 100 | 122 | 817 |
| July | 2012 | 58 | 7 | 35 | 100 | 124 | 833 |
| August | 2012 | 58 | 8 | 34 | 100 | 124 | 846 |
| September | 2012 | 61 | 8 | 32 | 100 | 129 | 844 |
| October | 2012 | 60 | 7 | 33 | 100 | 126 | 836 |
| November | 2012 | 59 | 7 | 33 | 100 | 126 | 822 |
| December | 2012 | 60 | 7 | 33 | 100 | 127 | 817 |
| January | 2013 | 60 | 7 | 32 | 100 | 128 | 797 |
| February | 2013 | 60 | 6 | 34 | 100 | 126 | 789 |
| March | 2013 | 58 | 6 | 36 | 100 | 122 | 777 |
| April | 2013 | 58 | 6 | 36 | 100 | 123 | 790 |
| May | 2013 | 62 | 6 | 32 | 100 | 130 | 804 |
| June | 2013 | 63 | 8 | 29 | 100 | 134 | 824 |
| July | 2013 | 65 | 9 | 26 | 100 | 138 | 806 |
| August | 2013 | 62 | 10 | 28 | 100 | 134 | 780 |
| September | 2013 | 61 | 10 | 29 | 100 | 132 | 756 |
| October | 2013 | 61 | 8 | 31 | 100 | 130 | 738 |
| November | 2013 | 59 | 7 | 34 | 100 | 126 | 740 |
| December | 2013 | 59 | 7 | 34 | 100 | 125 | 726 |
| January | 2014 | 60 | 7 | 33 | 100 | 126 | 716 |
| February | 2014 | 63 | 9 | 29 | 100 | 134 | 698 |
| March | 2014 | 63 | 9 | 28 | 100 | 135 | 704 |
| April | 2014 | 62 | 9 | 29 | 100 | 133 | 716 |
| May | 2014 | 62 | 7 | 31 | 100 | 130 | 729 |
| June | 2014 | 61 | 7 | 32 | 100 | 128 | 723 |
| July | 2014 | 61 | 7 | 32 | 100 | 129 | 699 |
| August | 2014 | 59 | 9 | 33 | 100 | 126 | 675 |
| September | 2014 | 60 | 9 | 32 | 100 | 128 | 646 |
| October | 2014 | 62 | 8 | 30 | 100 | 132 | 631 |
| November | 2014 | 68 | 7 | 26 | 100 | 142 | 612 |
| December | 2014 | 69 | 6 | 25 | 100 | 144 | 611 |
| January | 2015 | 69 | 6 | 25 | 100 | 144 | 608 |
| February | 2015 | 68 | 6 | 26 | 100 | 142 | 595 |
| March | 2015 | 67 | 8 | 25 | 100 | 141 | 596 |
| April | 2015 | 65 | 9 | 26 | 100 | 139 | 578 |
| May | 2015 | 63 | 10 | 27 | 100 | 136 | 586 |
| June | 2015 | 65 | 9 | 26 | 100 | 140 | 584 |
| July | 2015 | 66 | 9 | 25 | 100 | 140 | 611 |
| August | 2015 | 64 | 8 | 28 | 100 | 137 | 609 |
| September | 2015 | 64 | 7 | 30 | 100 | 134 | 622 |
| October | 2015 | 63 | 6 | 31 | 100 | 133 | 598 |
| November | 2015 | 67 | 6 | 27 | 100 | 140 | 598 |
| December | 2015 | 65 | 7 | 28 | 100 | 138 | 562 |
| January | 2016 | 68 | 7 | 25 | 100 | 143 | 589 |
| February | 2016 | 68 | 6 | 26 | 100 | 142 | 574 |
| March | 2016 | 70 | 6 | 24 | 100 | 146 | 615 |
| April | 2016 | 67 | 7 | 26 | 100 | 141 | 607 |
| May | 2016 | 70 | 6 | 25 | 100 | 145 | 619 |
| June | 2016 | 69 | 6 | 26 | 100 | 143 | 588 |
| July | 2016 | 71 | 6 | 22 | 100 | 149 | 581 |
| August | 2016 | 69 | 7 | 25 | 100 | 144 | 598 |
| September | 2016 | 69 | 7 | 25 | 100 | 144 | 619 |

FEMALE
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| October | 2016 | 62 | 8 | 30 | 100 | 132 | 649 |
| November | 2016 | 62 | 8 | 30 | 100 | 132 | 639 |
| December | 2016 | 61 | 9 | 30 | 100 | 131 | 661 |
| January | 2017 | 65 | 7 | 28 | 100 | 138 | 661 |
| February | 2017 | 66 | 7 | 27 | 100 | 139 | 685 |
| March | 2017 | 67 | 7 | 26 | 100 | 141 | 705 |
| April | 2017 | 69 | 7 | 24 | 100 | 144 | 702 |
| May | 2017 | 68 | 6 | 26 | 100 | 141 | 699 |
| June | 2017 | 68 | 7 | 25 | 100 | 143 | 662 |
| July | 2017 | 64 | 7 | 29 | 100 | 135 | 670 |
| August | 2017 | 65 | 6 | 28 | 100 | 137 | 668 |
| September | 2017 | 63 | 6 | 31 | 100 | 132 | 690 |
| October | 2017 | 67 | 5 | 28 | 100 | 138 | 690 |
| November | 2017 | 67 | 6 | 27 | 100 | 141 | 699 |
| December | 2017 | 69 | 6 | 25 | 100 | 144 | 692 |
| January | 2018 | 67 | 7 | 26 | 100 | 141 | 693 |
| February | 2018 | 66 | 7 | 27 | 100 | 139 | 699 |
| March | 2018 | 67 | 7 | 26 | 100 | 141 | 724 |
| April | 2018 | 68 | 6 | 27 | 100 | 141 | 732 |
| May | 2018 | 64 | 6 | 30 | 100 | 135 | 728 |
| June | 2018 | 62 | 6 | 33 | 100 | 129 | 718 |
| July | 2018 | 61 | 5 | 34 | 100 | 127 | 719 |
| August | 2018 | 61 | 5 | 33 | 100 | 128 | 713 |
| September | 2018 | 63 | 6 | 31 | 100 | 132 | 708 |
| October | 2018 | 60 | 8 | 32 | 100 | 128 | 712 |
| November | 2018 | 59 | 9 | 32 | 100 | 126 | 711 |
| December | 2018 | 55 | 9 | 35 | 100 | 120 | 696 |
| January | 2019 | 56 | 9 | 35 | 100 | 121 | 690 |
| February | 2019 | 59 | 8 | 34 | 100 | 125 | 692 |
| March | 2019 | 60 | 8 | 32 | 100 | 127 | 685 |
| April | 2019 | 62 | 8 | 30 | 100 | 132 | 670 |
| May | 2019 | 61 | 9 | 30 | 100 | 132 | 680 |
| June | 2019 | 63 | 7 | 30 | 100 | 133 | 679 |
| July | 2019 | 60 | 7 | 33 | 100 | 126 | 692 |
| August | 2019 | 58 | 7 | 36 | 100 | 122 | 682 |
| September | 2019 | 56 | 7 | 36 | 100 | 120 | 698 |
| October | 2019 | 58 | 7 | 35 | 100 | 123 | 667 |
| November | 2019 | 61 | 6 | 33 | 100 | 128 | 674 |
| December | 2019 | 62 | 5 | 33 | 100 | 129 | 661 |
| January | 2020 | 62 | 7 | 31 | 100 | 131 | 679 |
| February | 2020 | 61 | 9 | 30 | 100 | 131 | 666 |
| March | 2020 | 61 | 10 | 29 | 100 | 132 | 721 |
| April | 2020 | 58 | 7 | 35 | 100 | 123 | 720 |
| May | 2020 | 59 | 4 | 37 | 100 | 122 | 731 |
| June | 2020 | 62 | 3 | 36 | 100 | 126 | 693 |
| July | 2020 | 64 | 3 | 34 | 100 | 130 | 694 |
| August | 2020 | 62 | 3 | 35 | 100 | 127 | 727 |
| September | 2020 | 60 | 3 | 36 | 100 | 124 | 739 |
| October | 2020 | 59 | 4 | 37 | 100 | 122 | 739 |
| November | 2020 | 58 | 6 | 37 | 100 | 121 | 688 |
| December | 2020 | 56 | 6 | 38 | 100 | 118 | 681 |

FEMALE
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| January 2021 | 54 | 7 | 39 | 100 | 116 | 700 |
| February 2021 | 52 | 5 | 43 | 100 | 109 | 722 |
| March 2021 | 50 | 6 | 44 | 100 | 106 | 715 |
| April 2021 | 53 | 5 | 42 | 100 | 111 | 691 |
| May 2021 | 54 | 6 | 40 | 100 | 114 | 671 |
| June 2021 | 50 | 7 | 43 | 100 | 107 | 660 |
| July 2021 | 44 | 7 | 49 | 100 | 95 | 663 |
| August 2021 | 39 | 6 | 55 | 100 | 84 | 672 |
| September 2021 | 34 | 5 | 61 | 100 | 74 | 698 |
| October 2021 | 31 | 4 | 65 | 100 | 66 | 701 |
| November 2021 | 27 | 4 | 69 | 100 | 58 | 714 |
| December 2021 | 26 | 4 | 70 | 100 | 56 | 667 |
| January 2022 | 24 | 3 | 73 | 100 | 51 | 655 |
| February 2022 | 22 | 3 | 75 | 100 | 46 | 622 |
| March 2022 | 21 | 3 | 76 | 100 | 46 | 670 |
| April 2022 | 20 | 4 | 76 | 100 | 44 | 677 |
| May 2022 | 21 | 5 | 74 | 100 | 47 | 697 |
| June 2022 | 18 | 5 | 77 | 100 | 40 | 645 |
| July 2022 | 20 | 4 | 76 | 100 | 44 | 632 |
| August 2022 | 20 | 5 | 76 | 100 | 44 | 618 |
| September 2022 | 21 | 4 | 75 | 100 | 46 | 652 |
| October 2022 | 21 | 6 | 73 | 100 | 48 | 651 |
| November 2022 | 21 | 5 | 74 | 100 | 47 | 660 |
| December 2022 | 23 | 4 | 73 | 100 | 51 | 644 |
| January 2023 | 24 | 3 | 73 | 100 | 51 | 653 |
| February 2023 | 28 | 3 | 68 | 100 | 60 | 659 |
| March 2023 | 28 | 4 | 68 | 100 | 60 | 665 |
| April 2023 | 29 | 4 | 67 | 100 | 62 | 662 |
| May 2023 | 26 | 4 | 70 | 100 | 56 | 679 |
| June 2023 | 27 | 5 | 69 | 100 | 58 | 686 |
| July 2023 | 25 | 5 | 70 | 100 | 55 | 688 |
| August 2023 | 27 | 4 | 69 | 100 | 58 | 658 |
| September 2023 | 26 | 4 | 71 | 100 | 55 | 641 |
| October 2023 | 26 | 4 | 70 | 100 | 56 | 633 |
| November 2023 | 26 | 3 | 71 | 100 | 55 | 661 |
| December 2023 | 28 | 4 | 68 | 100 | 59 | 654 |