MALE
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	10	22	0	1	1	1	13	1	2	1	1	5
April	1978	12	35	1	1	2	2	20	2	3	1	2	8
May	1978	9	38	1	1	3	3	21	3	3	0	2	9
June	1978	8	39	1	1	3	3	21	3	2	0	1	11
July	1978	8	42	1	2	3	3	23	3	2	1	1	12
August	1978	8	39	1	2	3	3	24	4	1	1	1	13
September	1978	7	38	1	2	3	3	25	3	1	1	2	14
October	1978	6	36	1	1	3	2	23	4	2	0	1	12
November	1978	7	36	0	1	2	2	24	4	2	0	1	11
December	1978	7	37	1	1	1	2	25	6	2	1	2	8
January	1979	7	36	0	2	1	2	26	6	2	1	4	9
February	1979	6	36	0	2	1	3	25	6	2	1	4	8
March	1979	6	35	0	2	2	6	24	5	2	1	9	10
April	1979	5	33	0	2	2	9	22	6	2	2	13	11
May	1979	5	29	0	2	2	13	20	5	2	2	19	13
June	1979	7	25	0	1	1	14	20	5	2	2	21	14
July	1979	9	22	1	1	0	13	24	5	2	2	22	14
August	1979	15	19	0	0	0	11	24	5	3	2	20	13
September	1979	21	18	0	1	1	10	24	6	4	2	16	13
October	1979	23	20	0	2	1	10	23	6	3	2	12	13
November	1979	22	22	0	2	1	8	24	11	4	1	9	11
December	1979	23	21	1	2	1	10	25	15	3	2	10	10
January	1980	23	20	1	1	1	9	26	18	3	2	12	10
February	1980	26	20	1	1	1	11	24	14	2	2	14	11
March	1980	24	22	1	2	0	12	24	14	2	2	13	12
April	1980	26	18	2	2	0	13	24	18	3	3	12	11
May	1980	28	14	1	2	0	10	26	22	3	3	12	10
June	1980	30	10	2	1	0	7	25	24	3	3	11	11
July	1980	34	11	3	1	0	4	24	17	3	2	9	12
August	1980	33	11	4	1	0	5	23	12	4	2	7	14
September	1980	31	14	4	1	0	6	25	6	4	2	5	14
October	1980	26	17	3	2	0	10	23	9	5	1	4	15
November	1980	22	20	3	2	1	9	23	12	5	1	3	13
December	1980	20	17	3	3	1	8	25	21	5	1	3	14
January	1981	20	16	3	2	1	5	29	27	4	1	4	12
February	1981	22	14	3	2	0	5	29	30	5	2	5	11
March	1981	27	14	3	1	0	6	30	25	5	2	5	10
April	1981	29	15	2	1	1	6	30	22	5	2	5	10
May	1981	30	15	2	1	1	6	30	21	4	2	4	10
June	1981	25	16	2	1	1	6	30	23	4	2	3	10
July	1981	23	16	2	1	1	6	30	24	3	2	3	11
August	1981	21	18	3	1	0	5	28	25	3	1	3	10
September	1981	20	19	4	1	0	4	27	27	5	1	3	10
October	1981	21	17	5	1	0	4	27	28	5	2	2	8
November	1981	22	14	5	0	0	3	31	31	6	2	2	9

MALE
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	26	13	5	0	0	2	32	31	6	2	1	10
January	1982	30	13	6	1	0	2	30	30	7	2	2	11
February	1982	34	11	6	1	0	1	32	28	6	3	1	10
March	1982	40	9	5	1	0	2	31	29	7	3	1	9
April	1982	42	6	5	0	0	2	32	30	7	4	1	8
May	1982	43	7	9	1	0	1	28	30	7	4	0	7
June	1982	41	7	11	1	0	1	27	28	6	3	1	8
July	1982	38	8	9	1	0	1	27	28	7	3	1	9
August	1982	34	8	7	1	0	2	29	29	7	3	2	9
September	1982	32	8	8	1	1	2	29	29	9	4	1	8
October	1982	34	8	11	1	1	1	27	26	8	3	1	7
November	1982	33	8	16	1	1	1	25	23	9	3	0	8
December	1982	35	7	23	1	1	1	21	18	8	4	0	8
January	1983	34	6	30	2	0	2	20	17	8	4	0	8
February	1983	33	6	37	3	1	2	19	13	6	3	0	7
March	1983	30	7	37	2	1	2	21	13	7	3	1	7
April	1983	31	9	42	2	3	2	18	10	6	2	0	6
May	1983	29	11	42	2	3	1	16	9	5	2	1	6
June	1983	29	12	46	2	4	1	15	7	4	1	0	5
July	1983	27	12	44	2	3	1	16	7	3	1	0	5
August	1983	29	13	42	3	4	2	14	6	3	1	0	5
September	1983	31	15	36	4	3	1	15	7	2	1	1	4
October	1983	30	18	28	3	4	2	18	7	3	2	1	4
November	1983	28	18	23	3	4	2	21	8	3	2	0	5
December	1983	25	15	19	3	5	2	21	8	3	2	0	5
January	1984	26	15	21	3	5	1	18	8	2	2	0	5
February	1984	26	16	23	3	7	2	17	9	2	2	1	5
March	1984	27	18	25	3	9	2	16	8	2	1	1	4
April	1984	24	17	23	5	9	2	18	8	2	1	1	5
May	1984	21	19	21	5	7	2	19	8	1	2	1	4
June	1984	20	19	18	7	6	2	19	9	1	2	0	3
July	1984	21	22	18	7	5	2	17	9	1	2	0	2
August	1984	22	21	17	8	6	2	17	10	2	1	0	3
September	1984	23	23	15	8	6	2	19	10	2	1	0	4
October	1984	22	20	12	6	6	2	23	10	2	1	0	4
November	1984	22	20	13	5	6	1	22	9	3	2	0	4
December	1984	21	18	15	4	7	1	21	10	4	2	0	4
January	1985	24	16	19	3	7	1	18	10	5	2	0	3
February	1985	27	16	22	3	6	1	19	9	4	1	0	3
March	1985	32	16	23	2	5	1	20	6	4	1	0	3
April	1985	35	16	24	3	4	1	20	4	3	1	0	4
May	1985	36	16	23	4	5	1	19	5	2	1	0	4
June	1985	32	15	30	4	5	1	16	4	2	1	0	4
July	1985	29	13	33	3	5	1	15	5	3	1	0	3
August	1985	26	12	37	2	4	1	16	4	2	1	0	4
September	1985	25	11	41	2	3	1	17	4	2	1	0	4
October	1985	25	11	45	1	2	1	17	5	2	1	0	4
November	1985	24	11	46	2	2	1	16	5	2	1	0	3

MALE
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	24	12	43	2	3	1	18	6	3	1	0	3
January	1986	25	11	45	2	3	0	17	5	3	1	0	3
February	1986	26	10	48	2	3	0	15	5	3	1	0	4
March	1986	26	9	55	2	3	0	12	4	2	1	0	3
April	1986	25	9	56	2	4	1	13	4	2	1	0	3
May	1986	27	8	60	2	3	0	12	2	3	1	0	2
June	1986	28	8	60	3	3	0	11	2	3	1	0	2
July	1986	29	7	61	3	3	0	11	2	3	1	0	2
August	1986	28	8	58	3	3	0	12	2	3	2	0	2
September	1986	28	7	63	2	3	0	12	3	3	1	0	2
October	1986	27	6	61	3	2	0	12	6	1	1	0	1
November	1986	28	6	55	2	2	1	12	8	1	0	0	1
December	1986	29	7	46	2	2	0	14	8	1	1	0	3
January	1987	30	9	39	2	2	0	16	7	2	1	0	3
February	1987	31	10	39	2	2	0	15	5	2	2	0	3
March	1987	31	9	39	2	2	0	15	4	2	2	0	3
April	1987	34	10	41	3	2	0	14	3	2	2	0	3
May	1987	32	10	40	3	2	0	15	4	2	2	0	3
June	1987	34	14	38	4	2	1	15	4	1	2	0	4
July	1987	33	13	34	3	2	1	15	5	2	2	1	4
August	1987	37	13	35	3	2	1	15	3	2	1	1	5
September	1987	36	13	35	3	3	0	16	2	2	1	1	5
October	1987	35	15	35	5	3	0	17	3	2	1	1	4
November	1987	33	14	29	5	3	0	20	6	2	4	0	3
December	1987	35	14	24	5	2	0	18	8	2	5	0	4
January	1988	36	12	22	3	2	0	19	7	3	5	0	4
February	1988	37	12	24	3	3	0	17	6	3	2	0	4
March	1988	38	10	23	4	3	1	19	6	3	1	1	4
April	1988	37	10	22	4	4	1	19	7	4	1	1	4
May	1988	36	11	21	4	4	1	19	6	3	2	1	4
June	1988	35	12	19	3	3	1	18	6	2	2	0	3
July	1988	36	13	18	4	3	1	18	6	1	2	0	3
August	1988	36	14	17	4	4	1	20	7	2	1	0	4
September	1988	37	13	16	4	5	0	20	8	2	1	0	4
October	1988	35	13	15	5	5	0	19	8	2	0	0	4
November	1988	36	14	15	5	5	0	15	8	2	1	0	3
December	1988	33	15	15	6	4	0	15	7	3	1	0	3
January	1989	31	17	14	6	4	1	17	8	3	2	0	3
February	1989	33	16	16	7	4	1	17	7	3	1	0	3
March	1989	34	16	17	7	4	1	17	9	2	1	0	4
April	1989	35	14	22	6	4	0	16	9	2	2	0	3
May	1989	35	14	23	5	3	0	15	10	2	2	1	3
June	1989	38	12	24	3	2	0	14	7	2	2	2	3
July	1989	40	12	21	3	2	0	16	5	2	1	1	3
August	1989	42	13	22	3	2	0	18	5	2	2	1	3
September	1989	38	15	22	3	3	0	21	5	2	2	0	3
October	1989	39	16	20	2	2	0	19	6	2	2	0	3
November	1989	41	14	17	2	3	0	21	5	2	1	0	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	1989	45	12	16	1	2	0	21	5	2	1	0	4
January	1990	54	9	15	2	2	0	20	4	2	1	0	4
February	1990	55	10	14	2	1	0	20	5	2	2	0	4
March	1990	59	10	13	2	2	0	19	4	3	2	0	4
April	1990	57	12	14	2	1	1	18	4	3	2	0	4
May	1990	56	11	14	2	1	1	15	4	3	2	0	4
June	1990	54	11	14	2	2	1	15	5	2	3	1	3
July	1990	52	11	13	2	2	0	15	5	3	2	1	4
August	1990	46	14	12	2	2	0	18	6	3	3	2	4
September	1990	42	13	12	3	1	2	19	7	3	4	5	4
October	1990	36	11	9	3	1	3	20	8	5	7	9	4
November	1990	39	9	8	3	1	3	19	8	5	9	9	4
December	1990	41	8	7	2	1	2	18	8	6	11	7	4
January	1991	46	8	10	2	2	1	16	7	5	11	5	3
February	1991	50	6	12	1	2	1	13	5	7	10	4	3
March	1991	52	7	15	1	2	1	12	3	8	6	2	3
April	1991	55	8	15	1	1	1	15	4	8	4	1	3
May	1991	55	9	18	1	1	1	17	4	6	2	0	3
June	1991	55	10	18	1	1	1	19	5	6	3	0	2
July	1991	55	8	19	1	2	1	16	5	5	4	0	2
August	1991	56	8	19	1	2	0	16	5	5	4	0	2
September	1991	53	8	19	1	1	0	16	6	7	5	1	2
October	1991	48	10	17	0	0	0	18	6	9	5	1	2
November	1991	49	9	17	0	0	0	19	5	10	6	1	3
December	1991	50	7	17	0	0	0	20	5	9	8	1	4
January	1992	51	3	23	0	0	0	19	4	10	8	0	4
February	1992	49	4	27	0	0	0	17	3	8	10	0	3
March	1992	50	4	27	1	1	0	17	2	8	10	0	3
April	1992	51	5	27	1	1	0	15	2	7	10	0	2
May	1992	51	7	27	2	2	0	15	3	7	8	0	2
June	1992	50	8	31	2	2	0	15	3	6	6	0	3
July	1992	48	8	28	2	2	0	17	3	6	5	0	3
August	1992	45	7	25	1	1	0	20	3	7	8	0	3
September	1992	44	7	26	1	2	0	20	3	7	9	0	2
October	1992	42	7	29	1	2	0	18	3	8	11	0	2
November	1992	43	8	32	2	3	0	15	3	7	8	1	1
December	1992	45	7	30	2	3	0	12	3	7	7	0	1
January	1993	47	7	28	2	5	0	12	3	5	5	1	1
February	1993	45	6	29	1	5	0	14	3	5	5	1	1
March	1993	42	9	29	2	5	0	16	3	5	5	1	1
April	1993	38	8	31	2	5	0	16	3	5	5	1	1
May	1993	37	10	31	2	5	0	16	2	6	5	0	2
June	1993	35	8	35	2	7	0	13	2	6	6	0	2
July	1993	36	9	36	1	6	1	13	2	5	7	0	3
August	1993	36	9	34	2	5	0	13	3	5	7	0	2
September	1993	37	10	32	1	3	1	15	3	5	6	0	2
October	1993	35	10	30	1	4	1	17	3	6	5	0	2
November	1993	34	9	32	1	5	1	17	2	7	4	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	34	8	34	1	7	1	17	2	7	4	0	2
January	1994	36	8	35	1	9	1	14	1	6	3	0	3
February	1994	37	8	37	1	10	0	14	2	4	2	0	2
March	1994	34	11	36	2	10	0	14	2	4	2	0	2
April	1994	32	13	37	3	8	0	14	2	4	1	0	1
May	1994	29	14	33	4	8	0	14	2	4	2	0	2
June	1994	29	13	32	3	8	1	14	3	4	1	0	1
July	1994	28	13	28	4	8	1	17	4	4	2	0	2
August	1994	30	13	26	4	8	1	17	6	3	1	0	1
September	1994	29	14	26	4	8	1	18	6	3	2	0	1
October	1994	28	15	25	3	10	1	20	6	3	2	0	2
November	1994	28	13	25	3	9	1	20	5	5	2	0	1
December	1994	26	12	21	5	11	2	20	6	5	1	0	1
January	1995	27	12	18	6	11	1	19	6	5	1	0	1
February	1995	26	13	16	6	11	1	18	11	5	1	0	2
March	1995	30	13	17	5	10	0	18	10	4	2	0	2
April	1995	28	13	18	5	10	1	20	11	4	1	0	3
May	1995	31	13	19	4	9	1	22	7	4	2	0	2
June	1995	31	14	20	3	8	1	23	6	4	2	0	2
July	1995	35	12	24	2	6	0	21	4	4	3	0	1
August	1995	33	11	26	2	7	0	21	5	4	2	0	1
September	1995	32	11	25	1	7	0	21	4	4	2	0	1
October	1995	32	11	21	1	7	0	23	3	6	2	0	2
November	1995	33	11	21	1	6	0	22	2	6	2	0	3
December	1995	34	10	21	1	8	0	23	3	6	2	0	3
January	1996	32	10	23	2	7	0	24	3	6	2	0	3
February	1996	33	9	22	2	7	0	25	4	7	3	0	3
March	1996	32	8	25	2	5	1	24	3	5	3	0	2
April	1996	31	9	28	1	5	1	24	2	5	3	0	2
May	1996	28	10	28	2	6	1	23	4	5	2	0	1
June	1996	27	11	24	3	8	0	24	4	5	2	1	2
July	1996	27	13	22	3	9	0	23	4	4	1	1	2
August	1996	30	13	21	4	9	0	21	3	4	2	1	2
September	1996	29	16	23	4	8	1	20	3	4	2	0	1
October	1996	29	13	21	4	8	1	22	4	4	1	0	2
November	1996	28	13	22	4	7	1	22	3	3	0	0	3
December	1996	29	12	21	4	7	1	22	2	3	0	0	3
January	1997	30	14	20	4	10	1	19	2	3	1	0	2
February	1997	27	13	19	2	12	1	21	3	4	1	0	2
March	1997	26	13	20	2	14	1	21	4	5	1	0	2
April	1997	25	12	19	3	12	1	21	5	5	1	0	2
May	1997	27	13	19	3	11	0	19	4	3	1	0	2
June	1997	29	14	20	3	11	0	17	4	2	1	0	1
July	1997	28	14	22	3	11	0	16	2	1	1	0	2
August	1997	28	12	23	2	10	0	15	2	2	0	0	2
September	1997	28	10	22	1	11	0	16	2	1	0	0	3
October	1997	28	10	23	1	12	0	15	2	2	1	1	3
November	1997	28	10	21	1	11	1	18	2	2	1	1	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	1997	27	8	20	1	10	1	20	2	2	2	1	2
January	1998	28	7	20	1	7	1	20	1	2	1	0	1
February	1998	29	6	22	1	8	0	17	2	1	2	0	1
March	1998	30	6	25	1	8	0	15	1	2	1	0	1
April	1998	30	5	29	1	10	0	16	1	2	1	0	1
May	1998	29	6	30	1	10	0	18	2	2	0	0	1
June	1998	30	6	30	1	11	0	15	1	1	1	0	1
July	1998	30	5	29	1	9	0	17	1	1	1	0	1
August	1998	32	5	28	1	10	0	14	1	1	1	0	2
September	1998	33	5	28	1	8	0	15	2	1	1	0	2
October	1998	37	5	30	0	9	0	13	2	1	1	0	2
November	1998	39	4	35	0	9	0	12	2	1	2	0	1
December	1998	39	5	35	0	9	0	11	1	2	1	0	1
January	1999	37	6	35	1	9	0	11	2	1	1	0	1
February	1999	36	7	33	0	10	0	11	2	1	1	0	0
March	1999	37	7	35	0	11	0	12	2	1	1	0	0
April	1999	37	6	36	1	11	0	14	1	0	1	0	1
May	1999	34	7	37	1	11	0	15	1	0	1	1	1
June	1999	28	8	34	1	13	0	15	1	0	0	1	2
July	1999	25	9	31	1	13	0	14	2	1	0	0	2
August	1999	26	7	28	2	14	0	13	3	1	1	0	2
September	1999	27	6	26	2	15	0	13	4	2	1	0	3
October	1999	26	7	23	2	15	0	13	5	2	1	0	3
November	1999	26	6	22	2	15	0	15	3	2	0	0	3
December	1999	26	7	23	1	14	0	15	2	2	1	0	3
January	2000	27	5	23	1	13	0	16	2	1	1	1	2
February	2000	28	7	20	3	13	0	14	3	1	1	1	2
March	2000	29	6	18	4	14	1	15	4	1	1	5	2
April	2000	29	7	16	3	16	2	14	4	1	1	7	2
May	2000	26	7	18	3	16	2	13	5	1	1	8	2
June	2000	24	8	18	3	13	2	11	5	1	1	7	1
July	2000	23	7	19	3	13	1	12	6	1	0	8	2
August	2000	26	8	17	2	13	2	14	6	1	1	8	2
September	2000	29	7	17	1	15	1	14	4	1	1	6	2
October	2000	28	8	17	1	13	1	14	3	1	1	4	2
November	2000	26	7	18	1	13	1	13	3	2	1	4	2
December	2000	26	7	18	1	12	1	13	4	2	1	4	2
January	2001	32	5	19	1	10	1	11	4	4	1	4	2
February	2001	37	5	21	1	7	0	11	4	5	3	3	2
March	2001	39	4	26	1	4	0	11	3	6	4	3	2
April	2001	38	4	29	1	4	0	12	3	5	5	3	1
May	2001	35	4	32	1	4	0	11	3	4	5	4	1
June	2001	33	4	29	0	4	2	12	3	4	5	7	1
July	2001	37	5	30	0	3	2	12	3	4	4	6	2
August	2001	39	4	28	0	4	1	12	3	6	3	4	3
September	2001	41	3	30	0	5	0	10	3	7	5	2	3
October	2001	41	2	36	0	3	0	7	2	7	6	2	2
November	2001	39	2	49	0	2	0	5	2	5	6	1	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	36	1	61	0	0	0	4	2	5	3	0	0
January	2002	36	2	62	0	1	0	6	3	6	2	0	1
February	2002	36	1	56	1	1	0	6	3	6	3	0	1
March	2002	40	2	48	1	3	0	7	3	5	4	0	1
April	2002	38	2	47	1	4	0	8	4	4	3	0	1
May	2002	38	3	46	1	5	0	9	3	5	2	0	1
June	2002	37	4	45	2	4	0	8	3	6	3	1	1
July	2002	40	4	44	2	4	0	8	3	5	3	1	0
August	2002	39	4	47	2	2	0	7	3	5	3	0	0
September	2002	38	3	51	2	2	0	8	2	4	4	0	0
October	2002	35	2	53	1	2	0	7	2	6	4	1	0
November	2002	34	2	55	1	1	0	6	2	5	5	1	1
December	2002	35	1	55	1	1	1	5	2	6	5	1	0
January	2003	39	1	52	1	2	1	6	2	6	4	1	0
February	2003	42	2	51	1	2	1	7	2	5	5	3	1
March	2003	43	2	51	0	2	1	8	3	5	5	5	1
April	2003	42	3	50	0	2	0	9	2	4	5	6	1
May	2003	42	3	51	0	2	0	7	2	4	4	4	1
June	2003	44	4	50	1	2	0	7	1	4	4	2	1
July	2003	44	3	53	0	2	0	6	2	3	4	1	1
August	2003	45	4	52	1	2	0	8	2	4	4	1	1
September	2003	47	4	49	0	2	0	9	2	3	3	1	1
October	2003	47	3	48	1	2	1	10	1	3	3	2	1
November	2003	46	3	47	1	2	1	9	2	2	3	2	1
December	2003	43	3	49	1	3	1	10	1	2	2	2	1
January	2004	42	4	49	1	5	1	9	2	2	2	1	1
February	2004	39	4	45	1	5	1	10	3	2	2	1	1
March	2004	40	4	43	1	4	1	9	4	2	2	3	1
April	2004	39	4	42	2	4	1	9	4	2	3	5	2
May	2004	39	4	40	3	4	3	8	3	3	4	7	2
June	2004	37	5	39	4	5	3	9	3	3	3	10	3
July	2004	38	5	36	4	4	3	10	2	3	2	9	3
August	2004	39	5	39	3	4	2	11	3	2	2	9	3
September	2004	42	5	38	3	5	2	11	4	3	2	7	3
October	2004	42	5	38	2	5	3	10	5	3	2	7	2
November	2004	43	5	34	2	5	3	10	5	3	2	7	2
December	2004	42	6	35	3	5	2	10	4	2	2	5	1
January	2005	44	6	33	3	6	2	10	3	2	3	4	1
February	2005	44	6	35	3	6	2	11	3	2	2	2	2
March	2005	40	7	31	3	5	2	12	3	2	2	5	3
April	2005	36	7	29	3	3	4	12	3	2	1	11	4
May	2005	35	7	23	3	3	6	11	3	3	1	15	5
June	2005	41	6	21	2	2	7	11	2	3	1	15	6
July	2005	49	5	19	1	4	5	9	2	3	2	12	4
August	2005	57	5	19	0	3	3	8	2	2	1	8	3
September	2005	57	5	17	0	3	5	9	2	2	1	10	5
October	2005	51	5	15	1	2	7	10	1	2	1	15	7
November	2005	47	4	14	1	1	8	12	1	2	2	17	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	2005	49	4	13	1	2	6	12	2	3	2	14	8
January	2006	51	4	13	1	3	5	12	3	3	2	10	7
February	2006	51	4	14	1	4	5	10	5	4	1	8	7
March	2006	48	3	14	1	4	6	11	5	4	2	9	6
April	2006	45	4	14	1	3	6	10	4	5	2	10	6
May	2006	39	4	12	1	3	6	12	3	3	2	14	9
June	2006	38	3	10	2	3	8	11	4	4	2	16	11
July	2006	41	3	12	2	2	8	11	4	2	2	15	11
August	2006	48	3	13	3	2	7	10	5	2	2	13	9
September	2006	49	4	15	3	2	6	11	4	2	1	13	8
October	2006	49	3	14	2	2	5	12	4	3	2	12	9
November	2006	47	2	14	1	1	5	12	4	5	1	9	8
December	2006	49	3	14	1	2	4	12	5	5	2	6	7
January	2007	51	3	14	1	3	5	12	4	4	1	6	6
February	2007	49	3	13	1	4	5	12	3	3	2	5	7
March	2007	50	3	16	0	3	4	10	2	3	2	5	6
April	2007	48	4	19	1	2	4	10	3	5	2	6	5
May	2007	47	4	19	1	2	4	11	4	5	1	8	5
June	2007	41	3	17	1	2	7	12	5	5	2	12	6
July	2007	42	4	15	2	2	7	12	4	5	2	13	7
August	2007	43	4	16	2	2	7	10	4	5	3	11	8
September	2007	46	4	19	2	2	5	9	3	5	3	8	6
October	2007	42	3	18	1	2	4	11	5	5	3	7	5
November	2007	40	3	19	0	2	4	12	5	7	3	8	5
December	2007	38	3	15	0	2	4	14	6	8	2	9	5
January	2008	38	3	14	0	1	5	12	5	9	3	10	7
February	2008	40	2	14	0	0	4	11	5	9	3	9	9
March	2008	42	3	17	0	0	4	8	4	11	4	9	9
April	2008	43	4	17	0	0	4	8	4	13	6	11	7
May	2008	42	4	15	0	0	6	7	4	14	8	15	8
June	2008	40	3	13	0	0	8	9	4	13	6	18	12
July	2008	41	1	11	0	0	9	11	4	11	5	20	15
August	2008	42	1	10	0	0	10	10	3	11	5	17	16
September	2008	45	1	10	0	0	8	10	4	11	5	15	14
October	2008	48	1	11	0	0	6	8	7	11	6	13	12
November	2008	54	1	13	0	0	3	9	9	11	6	9	10
December	2008	58	1	11	0	0	1	8	9	11	7	5	7
January	2009	64	1	12	0	1	1	8	7	10	7	2	6
February	2009	64	1	12	0	1	1	8	6	10	8	1	5
March	2009	65	0	15	0	1	1	7	6	10	9	1	5
April	2009	64	0	14	0	1	1	6	5	11	10	1	4
May	2009	64	1	16	0	1	1	7	5	9	9	1	4
June	2009	68	1	15	0	0	1	6	4	9	9	1	3
July	2009	63	2	12	0	0	1	7	5	9	9	2	3
August	2009	62	2	9	0	1	2	5	4	10	9	3	4
September	2009	56	3	8	0	1	2	7	5	10	8	3	5
October	2009	57	3	10	0	1	2	9	5	11	7	2	5
November	2009	57	3	11	0	2	2	9	6	10	8	2	5

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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	59	2	15	1	1	1	8	6	10	9	1	4
January	2010	58	2	17	0	2	2	8	5	9	9	1	4
February	2010	58	3	19	0	2	2	9	6	10	8	0	4
March	2010	56	2	20	0	2	3	10	5	11	7	1	5
April	2010	61	2	22	1	2	4	9	5	9	8	1	4
May	2010	60	2	23	1	2	3	8	3	8	8	2	4
June	2010	61	3	23	1	2	3	7	5	8	7	2	4
July	2010	58	3	21	1	2	3	8	4	10	7	2	5
August	2010	58	2	23	0	2	3	9	5	11	6	2	4
September	2010	56	2	23	0	2	3	9	4	12	8	2	4
October	2010	55	3	25	0	2	3	8	5	13	9	2	3
November	2010	52	4	23	0	2	3	10	5	13	11	1	3
December	2010	52	3	24	1	2	3	11	5	13	9	1	3
January	2011	49	3	22	0	3	4	14	5	12	8	2	3
February	2011	48	5	21	1	4	3	13	4	12	6	2	2
March	2011	47	6	19	0	4	5	13	4	10	7	4	2
April	2011	44	6	20	1	3	6	13	4	9	6	5	5
May	2011	46	5	20	1	2	8	12	4	8	5	7	6
June	2011	42	5	18	1	2	8	13	4	10	4	8	7
July	2011	41	5	16	0	2	8	12	6	12	6	7	5
August	2011	37	4	17	0	3	6	14	7	15	10	5	5
September	2011	38	4	18	1	3	4	14	7	16	11	4	4
October	2011	39	3	20	1	3	3	13	6	17	12	3	4
November	2011	41	3	21	0	2	4	11	5	17	10	2	3
December	2011	40	3	23	0	3	4	12	5	15	10	2	4
January	2012	42	3	24	1	4	5	14	6	12	9	2	4
February	2012	40	3	22	1	5	5	16	6	12	8	2	4
March	2012	40	4	23	0	7	6	16	5	12	6	4	4
April	2012	39	5	25	0	6	8	14	3	11	5	5	5
May	2012	40	5	28	0	6	9	11	3	11	5	6	5
June	2012	43	4	27	1	5	8	11	4	11	5	4	4
July	2012	45	4	26	0	5	6	12	5	11	5	2	3
August	2012	44	4	25	0	4	5	13	5	12	7	2	1
September	2012	41	5	27	0	5	6	13	5	11	7	2	1
October	2012	37	6	26	0	5	7	14	5	11	7	3	2
November	2012	34	5	26	1	7	7	15	4	11	7	3	3
December	2012	34	4	24	1	7	7	14	6	11	8	3	4
January	2013	36	4	24	0	7	6	14	7	12	8	2	4
February	2013	37	5	24	0	5	5	15	8	11	7	2	3
March	2013	35	6	25	0	5	5	16	7	10	6	2	3
April	2013	32	6	27	1	6	5	16	5	8	5	2	3
May	2013	31	7	31	1	7	6	14	4	9	5	1	3
June	2013	31	7	31	2	10	5	15	3	8	5	2	3
July	2013	34	7	30	2	10	5	13	3	7	5	2	2
August	2013	35	6	27	2	9	4	15	4	7	6	3	2
September	2013	34	5	25	1	7	4	15	5	8	6	2	3
October	2013	31	5	25	2	7	4	15	6	10	7	1	2
November	2013	28	5	24	2	8	4	14	5	12	8	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	29	6	25	3	7	5	12	4	10	8	1	2
January	2014	32	6	25	3	8	5	12	3	9	8	1	2
February	2014	33	6	27	3	8	6	13	4	8	7	1	2
March	2014	33	6	26	2	8	6	14	4	9	6	1	3
April	2014	29	7	24	2	9	6	13	5	9	6	1	4
May	2014	30	7	22	1	9	6	14	4	8	5	2	5
June	2014	29	7	23	1	9	6	16	4	7	5	3	5
July	2014	30	6	24	2	10	5	17	4	5	5	3	5
August	2014	31	7	25	2	10	4	15	4	6	5	2	5
September	2014	31	6	27	2	11	4	14	4	7	4	1	5
October	2014	32	6	26	2	9	4	13	3	8	4	1	4
November	2014	30	5	25	1	9	6	14	3	7	3	1	4
December	2014	30	6	24	1	9	6	13	4	6	3	1	4
January	2015	31	6	26	2	11	6	13	3	5	3	1	4
February	2015	33	5	26	2	12	4	13	3	6	3	2	4
March	2015	33	5	27	2	13	4	15	3	6	3	2	3
April	2015	30	6	26	2	14	4	16	4	5	3	1	3
May	2015	27	7	26	2	13	5	15	3	6	3	1	3
June	2015	26	7	28	2	12	4	15	2	5	4	1	4
July	2015	28	6	29	2	10	4	15	2	6	4	1	4
August	2015	28	5	31	2	11	3	15	3	6	3	1	3
September	2015	28	4	28	2	11	5	16	3	6	4	1	4
October	2015	27	4	27	2	11	5	16	4	5	4	1	5
November	2015	28	4	27	2	11	5	15	5	5	4	0	6
December	2015	31	4	29	2	10	3	13	5	5	3	1	5
January	2016	31	5	29	2	11	4	12	5	6	4	1	4
February	2016	32	5	28	2	10	3	11	4	5	4	1	3
March	2016	28	6	27	2	10	3	12	4	4	5	0	3
April	2016	27	6	29	2	10	3	13	4	4	5	1	4
May	2016	25	6	31	2	10	3	13	4	4	5	1	4
June	2016	28	5	31	3	10	3	13	4	4	4	1	4
July	2016	29	6	30	3	9	3	14	4	5	4	1	3
August	2016	28	5	28	2	10	3	15	4	6	4	0	2
September	2016	25	5	27	1	9	2	16	4	7	5	0	3
October	2016	24	4	28	2	10	3	16	4	6	4	1	3
November	2016	23	5	28	2	10	2	15	4	6	4	1	3
December	2016	25	5	27	3	12	2	14	5	6	3	1	3
January	2017	25	7	24	4	14	2	13	4	5	4	1	3
February	2017	26	8	22	4	16	2	13	4	4	4	1	3
March	2017	27	10	21	4	17	2	13	4	3	4	1	3
April	2017	27	9	22	4	16	2	13	4	3	4	0	2
May	2017	28	8	21	4	14	2	14	4	4	4	0	2
June	2017	29	6	22	3	13	3	16	4	3	4	1	2
July	2017	29	5	21	2	11	3	18	4	4	4	1	3
August	2017	28	6	23	2	12	4	17	4	3	3	1	4
September	2017	28	6	22	2	14	3	17	4	4	3	1	4
October	2017	28	6	21	2	16	3	15	3	5	3	1	3
November	2017	29	6	20	2	17	3	15	3	4	3	1	3

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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	31	6	22	3	16	3	15	3	3	2	1	3
January	2018	29	6	22	3	16	2	16	3	3	3	1	3
February	2018	27	7	21	4	16	2	16	4	3	3	1	3