

**INCOME BOTTOM THIRD**  
**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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1979         | 36               | 13               | 51              | 100          | 85              | 722          |
| January 1980          | 35               | 11               | 54              | 100          | 82              | 642          |
| February 1980         | 39               | 9                | 52              | 100          | 87              | 590          |
| March 1980            | 38               | 10               | 51              | 100          | 87              | 556          |
| April 1980            | 35               | 11               | 53              | 100          | 82              | 530          |
| May 1980              | 30               | 12               | 58              | 100          | 72              | 467          |
| June 1980             | 29               | 13               | 58              | 100          | 71              | 449          |
| July 1980             | 26               | 17               | 57              | 100          | 69              | 447          |
| August 1980           | 31               | 17               | 52              | 100          | 79              | 435          |
| September 1980        | 32               | 16               | 51              | 100          | 81              | 439          |
| October 1980          | 37               | 18               | 45              | 100          | 92              | 418          |
| November 1980         | 36               | 20               | 45              | 100          | 91              | 401          |
| December 1980         | 30               | 20               | 49              | 100          | 81              | 397          |
| January 1981          | 30               | 17               | 53              | 100          | 77              | 396          |
| February 1981         | 27               | 17               | 56              | 100          | 70              | 407          |
| March 1981            | 31               | 16               | 53              | 100          | 78              | 412          |
| April 1981            | 30               | 15               | 55              | 100          | 75              | 419          |
| May 1981              | 36               | 11               | 52              | 100          | 84              | 499          |
| June 1981             | 33               | 13               | 54              | 100          | 78              | 494          |
| July 1981             | 34               | 12               | 54              | 100          | 80              | 509          |
| August 1981           | 32               | 13               | 55              | 100          | 77              | 515          |
| September 1981        | 34               | 11               | 55              | 100          | 79              | 526          |
| October 1981          | 34               | 11               | 55              | 100          | 78              | 613          |
| November 1981         | 34               | 10               | 56              | 100          | 78              | 617          |
| December 1981         | 31               | 11               | 58              | 100          | 73              | 685          |
| January 1982          | 31               | 12               | 57              | 100          | 74              | 697          |
| February 1982         | 29               | 12               | 59              | 100          | 70              | 675          |
| March 1982            | 31               | 10               | 59              | 100          | 71              | 651          |
| April 1982            | 30               | 10               | 59              | 100          | 71              | 619          |
| May 1982              | 32               | 12               | 56              | 100          | 75              | 604          |
| June 1982             | 34               | 13               | 53              | 100          | 81              | 598          |
| July 1982             | 33               | 13               | 53              | 100          | 80              | 594          |
| August 1982           | 33               | 11               | 57              | 100          | 76              | 591          |
| September 1982        | 31               | 12               | 57              | 100          | 74              | 602          |
| October 1982          | 32               | 13               | 55              | 100          | 76              | 605          |
| November 1982         | 36               | 13               | 51              | 100          | 85              | 607          |
| December 1982         | 42               | 11               | 48              | 100          | 94              | 593          |
| January 1983          | 43               | 10               | 48              | 100          | 95              | 585          |
| February 1983         | 43               | 9                | 49              | 100          | 94              | 576          |
| March 1983            | 40               | 10               | 50              | 100          | 90              | 594          |
| April 1983            | 45               | 9                | 45              | 100          | 100             | 591          |
| May 1983              | 50               | 9                | 41              | 100          | 109             | 588          |
| June 1983             | 54               | 8                | 38              | 100          | 115             | 551          |
| July 1983             | 55               | 8                | 38              | 100          | 117             | 588          |
| August 1983           | 52               | 10               | 38              | 100          | 115             | 584          |
| September 1983        | 51               | 12               | 38              | 100          | 113             | 609          |
| October 1983          | 47               | 12               | 41              | 100          | 106             | 594          |
| November 1983         | 48               | 12               | 40              | 100          | 107             | 615          |
| December 1983         | 47               | 11               | 42              | 100          | 105             | 609          |

**INCOME BOTTOM THIRD**  
**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 1984          | 50               | 13               | 37              | 100          | 112             | 573          |
| February 1984         | 49               | 13               | 39              | 100          | 110             | 558          |
| March 1984            | 52               | 14               | 34              | 100          | 118             | 598          |
| April 1984            | 51               | 14               | 35              | 100          | 116             | 629          |
| May 1984              | 52               | 15               | 33              | 100          | 119             | 631          |
| June 1984             | 49               | 15               | 36              | 100          | 113             | 579          |
| July 1984             | 53               | 13               | 34              | 100          | 119             | 528          |
| August 1984           | 51               | 14               | 36              | 100          | 115             | 507          |
| September 1984        | 53               | 12               | 35              | 100          | 119             | 513          |
| October 1984          | 47               | 15               | 38              | 100          | 109             | 551          |
| November 1984         | 46               | 13               | 41              | 100          | 106             | 605          |
| December 1984         | 45               | 13               | 42              | 100          | 103             | 614          |
| January 1985          | 50               | 9                | 41              | 100          | 109             | 580          |
| February 1985         | 53               | 10               | 38              | 100          | 115             | 524          |
| March 1985            | 54               | 9                | 36              | 100          | 118             | 500          |
| April 1985            | 54               | 11               | 36              | 100          | 118             | 495          |
| May 1985              | 55               | 9                | 36              | 100          | 119             | 493          |
| June 1985             | 56               | 9                | 35              | 100          | 122             | 480          |
| July 1985             | 58               | 10               | 32              | 100          | 126             | 474          |
| August 1985           | 59               | 10               | 31              | 100          | 128             | 453          |
| September 1985        | 60               | 11               | 29              | 100          | 131             | 461          |
| October 1985          | 58               | 10               | 32              | 100          | 125             | 463          |
| November 1985         | 58               | 10               | 32              | 100          | 125             | 483          |
| December 1985         | 55               | 10               | 34              | 100          | 121             | 548          |
| January 1986          | 59               | 10               | 30              | 100          | 129             | 598          |
| February 1986         | 61               | 9                | 30              | 100          | 131             | 619          |
| March 1986            | 63               | 10               | 27              | 100          | 135             | 565          |
| April 1986            | 62               | 9                | 29              | 100          | 134             | 572          |
| May 1986              | 63               | 11               | 27              | 100          | 136             | 600          |
| June 1986             | 65               | 9                | 25              | 100          | 140             | 611          |
| July 1986             | 66               | 9                | 25              | 100          | 141             | 562          |
| August 1986           | 66               | 9                | 25              | 100          | 141             | 517          |
| September 1986        | 68               | 7                | 25              | 100          | 143             | 534          |
| October 1986          | 68               | 8                | 23              | 100          | 145             | 565          |
| November 1986         | 67               | 8                | 25              | 100          | 142             | 597          |
| December 1986         | 60               | 10               | 30              | 100          | 130             | 572          |
| January 1987          | 57               | 9                | 34              | 100          | 123             | 551          |
| February 1987         | 55               | 10               | 35              | 100          | 120             | 537          |
| March 1987            | 57               | 12               | 31              | 100          | 127             | 515          |
| April 1987            | 58               | 12               | 30              | 100          | 128             | 508          |
| May 1987              | 60               | 12               | 28              | 100          | 133             | 500          |
| June 1987             | 61               | 12               | 27              | 100          | 134             | 506          |
| July 1987             | 62               | 14               | 25              | 100          | 137             | 497          |
| August 1987           | 61               | 13               | 26              | 100          | 135             | 526          |
| September 1987        | 56               | 13               | 31              | 100          | 125             | 533          |
| October 1987          | 53               | 12               | 35              | 100          | 118             | 516          |
| November 1987         | 50               | 12               | 38              | 100          | 113             | 455          |
| December 1987         | 52               | 10               | 38              | 100          | 115             | 414          |
| January 1988          | 52               | 10               | 38              | 100          | 114             | 406          |
| February 1988         | 53               | 13               | 34              | 100          | 118             | 420          |
| March 1988            | 51               | 13               | 36              | 100          | 115             | 423          |

**INCOME BOTTOM THIRD**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April 1988            | 52               | 13               | 35              | 100          | 117             | 432          |
| May 1988              | 53               | 10               | 37              | 100          | 115             | 416          |
| June 1988             | 53               | 11               | 36              | 100          | 117             | 411          |
| July 1988             | 53               | 12               | 35              | 100          | 119             | 416          |
| August 1988           | 53               | 13               | 34              | 100          | 119             | 412          |
| September 1988        | 55               | 14               | 30              | 100          | 125             | 423          |
| October 1988          | 53               | 15               | 32              | 100          | 120             | 412          |
| November 1988         | 52               | 15               | 33              | 100          | 120             | 439          |
| December 1988         | 51               | 14               | 35              | 100          | 116             | 445          |
| January 1989          | 53               | 13               | 34              | 100          | 120             | 426          |
| February 1989         | 54               | 14               | 32              | 100          | 123             | 377          |
| March 1989            | 54               | 15               | 31              | 100          | 124             | 371          |
| April 1989            | 57               | 12               | 30              | 100          | 127             | 385          |
| May 1989              | 58               | 12               | 30              | 100          | 128             | 409          |
| June 1989             | 60               | 11               | 29              | 100          | 131             | 415          |
| July 1989             | 57               | 14               | 29              | 100          | 128             | 401          |
| August 1989           | 57               | 14               | 28              | 100          | 129             | 399          |
| September 1989        | 56               | 14               | 30              | 100          | 126             | 384          |
| October 1989          | 57               | 15               | 28              | 100          | 130             | 379          |
| November 1989         | 57               | 14               | 28              | 100          | 129             | 367          |
| December 1989         | 54               | 16               | 30              | 100          | 124             | 371          |
| January 1990          | 54               | 15               | 31              | 100          | 123             | 380          |
| February 1990         | 53               | 13               | 34              | 100          | 119             | 376          |
| March 1990            | 57               | 10               | 33              | 100          | 124             | 359          |
| April 1990            | 56               | 8                | 36              | 100          | 121             | 356          |
| May 1990              | 55               | 10               | 35              | 100          | 121             | 362          |
| June 1990             | 54               | 10               | 36              | 100          | 117             | 369          |
| July 1990             | 56               | 11               | 33              | 100          | 123             | 367          |
| August 1990           | 55               | 10               | 35              | 100          | 121             | 354          |
| September 1990        | 57               | 8                | 35              | 100          | 122             | 347          |
| October 1990          | 51               | 8                | 41              | 100          | 110             | 355          |
| November 1990         | 49               | 9                | 42              | 100          | 107             | 368          |
| December 1990         | 44               | 13               | 44              | 100          | 100             | 365          |
| January 1991          | 43               | 13               | 44              | 100          | 99              | 360          |
| February 1991         | 44               | 13               | 43              | 100          | 101             | 342          |
| March 1991            | 48               | 12               | 40              | 100          | 108             | 349          |
| April 1991            | 51               | 11               | 39              | 100          | 112             | 343          |
| May 1991              | 51               | 8                | 40              | 100          | 111             | 342          |
| June 1991             | 51               | 8                | 41              | 100          | 110             | 332          |
| July 1991             | 51               | 9                | 40              | 100          | 111             | 328          |
| August 1991           | 53               | 10               | 37              | 100          | 116             | 320          |
| September 1991        | 54               | 10               | 36              | 100          | 119             | 328          |
| October 1991          | 54               | 9                | 36              | 100          | 118             | 326          |
| November 1991         | 53               | 9                | 38              | 100          | 115             | 334          |
| December 1991         | 49               | 10               | 41              | 100          | 108             | 345          |
| January 1992          | 47               | 10               | 43              | 100          | 103             | 350          |
| February 1992         | 48               | 9                | 43              | 100          | 105             | 351          |
| March 1992            | 49               | 8                | 43              | 100          | 105             | 342          |
| April 1992            | 51               | 9                | 40              | 100          | 111             | 349          |
| May 1992              | 51               | 11               | 38              | 100          | 112             | 354          |
| June 1992             | 54               | 12               | 34              | 100          | 120             | 346          |
| July 1992             | 55               | 10               | 35              | 100          | 120             | 340          |

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

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1992           | 56               | 8                | 37              | 100          | 119             | 339          |
| September 1992        | 53               | 7                | 40              | 100          | 113             | 346          |
| October 1992          | 49               | 10               | 41              | 100          | 108             | 341          |
| November 1992         | 50               | 12               | 38              | 100          | 112             | 343          |
| December 1992         | 55               | 13               | 32              | 100          | 123             | 333          |
| January 1993          | 57               | 10               | 32              | 100          | 125             | 334          |
| February 1993         | 55               | 11               | 34              | 100          | 121             | 332          |
| March 1993            | 53               | 11               | 36              | 100          | 117             | 330          |
| April 1993            | 55               | 12               | 33              | 100          | 122             | 327          |
| May 1993              | 57               | 13               | 30              | 100          | 127             | 325          |
| June 1993             | 56               | 12               | 32              | 100          | 125             | 333          |
| July 1993             | 59               | 12               | 29              | 100          | 130             | 333          |
| August 1993           | 61               | 10               | 29              | 100          | 132             | 343          |
| September 1993        | 61               | 10               | 29              | 100          | 133             | 330          |
| October 1993          | 55               | 11               | 34              | 100          | 121             | 334          |
| November 1993         | 55               | 10               | 35              | 100          | 120             | 323          |
| December 1993         | 54               | 11               | 35              | 100          | 119             | 338          |
| January 1994          | 60               | 11               | 29              | 100          | 130             | 331          |
| February 1994         | 63               | 11               | 26              | 100          | 138             | 344          |
| March 1994            | 66               | 11               | 23              | 100          | 142             | 333          |
| April 1994            | 66               | 9                | 25              | 100          | 140             | 332          |
| May 1994              | 63               | 10               | 27              | 100          | 136             | 323          |
| June 1994             | 63               | 9                | 28              | 100          | 134             | 340          |
| July 1994             | 63               | 10               | 27              | 100          | 137             | 366          |
| August 1994           | 64               | 9                | 27              | 100          | 137             | 366          |
| September 1994        | 68               | 10               | 23              | 100          | 145             | 348          |
| October 1994          | 69               | 8                | 23              | 100          | 146             | 329          |
| November 1994         | 66               | 9                | 25              | 100          | 141             | 324          |
| December 1994         | 62               | 8                | 29              | 100          | 133             | 337          |
| January 1995          | 64               | 7                | 29              | 100          | 136             | 337          |
| February 1995         | 62               | 6                | 32              | 100          | 130             | 347          |
| March 1995            | 63               | 7                | 30              | 100          | 133             | 356          |
| April 1995            | 55               | 12               | 33              | 100          | 122             | 367          |
| May 1995              | 56               | 11               | 32              | 100          | 124             | 354          |
| June 1995             | 53               | 12               | 35              | 100          | 118             | 339          |
| July 1995             | 56               | 8                | 36              | 100          | 119             | 325          |
| August 1995           | 57               | 7                | 36              | 100          | 121             | 328          |
| September 1995        | 59               | 6                | 35              | 100          | 124             | 332          |
| October 1995          | 56               | 8                | 36              | 100          | 120             | 325          |
| November 1995         | 55               | 12               | 33              | 100          | 122             | 330          |
| December 1995         | 52               | 13               | 34              | 100          | 118             | 335          |
| January 1996          | 51               | 11               | 38              | 100          | 113             | 343          |
| February 1996         | 50               | 8                | 41              | 100          | 109             | 324          |
| March 1996            | 53               | 7                | 40              | 100          | 113             | 326          |
| April 1996            | 54               | 10               | 36              | 100          | 118             | 338          |
| May 1996              | 56               | 11               | 33              | 100          | 123             | 349          |
| June 1996             | 55               | 12               | 32              | 100          | 123             | 341          |
| July 1996             | 60               | 9                | 31              | 100          | 129             | 322          |
| August 1996           | 59               | 8                | 32              | 100          | 127             | 335          |
| September 1996        | 58               | 9                | 33              | 100          | 125             | 336          |
| October 1996          | 59               | 9                | 32              | 100          | 127             | 351          |
| November 1996         | 60               | 9                | 31              | 100          | 129             | 346          |

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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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1996         | 59               | 9                | 32              | 100          | 127             | 343          |
| January 1997          | 57               | 12               | 30              | 100          | 127             | 332          |
| February 1997         | 56               | 12               | 32              | 100          | 124             | 337          |
| March 1997            | 57               | 12               | 31              | 100          | 125             | 344          |
| April 1997            | 57               | 9                | 33              | 100          | 124             | 359          |
| May 1997              | 63               | 9                | 29              | 100          | 134             | 348          |
| June 1997             | 67               | 8                | 25              | 100          | 142             | 347          |
| July 1997             | 64               | 10               | 26              | 100          | 139             | 332          |
| August 1997           | 59               | 12               | 29              | 100          | 129             | 334          |
| September 1997        | 56               | 14               | 30              | 100          | 126             | 327          |
| October 1997          | 59               | 13               | 29              | 100          | 130             | 334          |
| November 1997         | 63               | 10               | 27              | 100          | 135             | 336          |
| December 1997         | 62               | 11               | 27              | 100          | 134             | 351          |
| January 1998          | 61               | 13               | 26              | 100          | 134             | 351          |
| February 1998         | 59               | 16               | 25              | 100          | 134             | 362          |
| March 1998            | 59               | 20               | 22              | 100          | 137             | 349          |
| April 1998            | 58               | 19               | 23              | 100          | 135             | 342          |
| May 1998              | 59               | 19               | 22              | 100          | 137             | 329          |
| June 1998             | 60               | 16               | 24              | 100          | 136             | 339          |
| July 1998             | 61               | 16               | 22              | 100          | 139             | 342          |
| August 1998           | 61               | 18               | 22              | 100          | 139             | 344          |
| September 1998        | 58               | 18               | 24              | 100          | 133             | 331          |
| October 1998          | 60               | 17               | 23              | 100          | 137             | 333          |
| November 1998         | 62               | 16               | 23              | 100          | 139             | 336          |
| December 1998         | 65               | 15               | 20              | 100          | 145             | 342          |
| January 1999          | 67               | 13               | 20              | 100          | 147             | 340          |
| February 1999         | 64               | 16               | 20              | 100          | 145             | 338          |
| March 1999            | 66               | 16               | 18              | 100          | 148             | 318          |
| April 1999            | 65               | 18               | 18              | 100          | 147             | 296          |
| May 1999              | 68               | 14               | 18              | 100          | 149             | 275          |
| June 1999             | 65               | 12               | 23              | 100          | 142             | 275          |
| July 1999             | 65               | 11               | 24              | 100          | 141             | 299          |
| August 1999           | 64               | 11               | 25              | 100          | 139             | 313          |
| September 1999        | 64               | 12               | 24              | 100          | 141             | 327          |
| October 1999          | 63               | 11               | 26              | 100          | 137             | 327          |
| November 1999         | 61               | 12               | 27              | 100          | 134             | 321          |
| December 1999         | 59               | 14               | 27              | 100          | 132             | 334          |
| January 2000          | 59               | 16               | 24              | 100          | 135             | 321          |
| February 2000         | 61               | 17               | 22              | 100          | 139             | 331          |
| March 2000            | 60               | 14               | 26              | 100          | 134             | 342          |
| April 2000            | 61               | 13               | 27              | 100          | 134             | 352          |
| May 2000              | 61               | 13               | 26              | 100          | 134             | 350          |
| June 2000             | 60               | 16               | 23              | 100          | 137             | 333          |
| July 2000             | 58               | 17               | 25              | 100          | 133             | 355          |
| August 2000           | 60               | 15               | 25              | 100          | 134             | 365          |
| September 2000        | 62               | 14               | 24              | 100          | 138             | 386          |
| October 2000          | 63               | 12               | 24              | 100          | 139             | 382          |
| November 2000         | 63               | 13               | 24              | 100          | 140             | 386          |
| December 2000         | 64               | 13               | 23              | 100          | 141             | 371          |
| January 2001          | 61               | 15               | 24              | 100          | 137             | 372          |
| February 2001         | 56               | 15               | 29              | 100          | 127             | 365          |

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March                 | 2001 | 57               | 16               | 27              | 100          | 131             | 362          |
| April                 | 2001 | 59               | 14               | 26              | 100          | 133             | 347          |
| May                   | 2001 | 58               | 16               | 26              | 100          | 131             | 344          |
| June                  | 2001 | 52               | 17               | 31              | 100          | 121             | 347          |
| July                  | 2001 | 51               | 19               | 30              | 100          | 121             | 356          |
| August                | 2001 | 51               | 19               | 30              | 100          | 121             | 357          |
| September             | 2001 | 53               | 17               | 30              | 100          | 122             | 353          |
| October               | 2001 | 56               | 16               | 29              | 100          | 127             | 359          |
| November              | 2001 | 60               | 13               | 26              | 100          | 134             | 361          |
| December              | 2001 | 66               | 14               | 20              | 100          | 146             | 366          |
| January               | 2002 | 64               | 18               | 18              | 100          | 146             | 353          |
| February              | 2002 | 65               | 18               | 18              | 100          | 147             | 354          |
| March                 | 2002 | 59               | 18               | 22              | 100          | 137             | 359          |
| April                 | 2002 | 61               | 17               | 22              | 100          | 139             | 370          |
| May                   | 2002 | 61               | 19               | 21              | 100          | 140             | 366          |
| June                  | 2002 | 63               | 19               | 18              | 100          | 146             | 370          |
| July                  | 2002 | 64               | 17               | 18              | 100          | 146             | 364          |
| August                | 2002 | 63               | 18               | 19              | 100          | 144             | 392          |
| September             | 2002 | 65               | 16               | 19              | 100          | 146             | 387          |
| October               | 2002 | 67               | 15               | 18              | 100          | 148             | 401          |
| November              | 2002 | 65               | 15               | 20              | 100          | 145             | 386          |
| December              | 2002 | 63               | 17               | 21              | 100          | 142             | 390          |
| January               | 2003 | 63               | 15               | 22              | 100          | 141             | 383          |
| February              | 2003 | 61               | 14               | 25              | 100          | 136             | 388          |
| March                 | 2003 | 60               | 12               | 29              | 100          | 131             | 374          |
| April                 | 2003 | 58               | 14               | 28              | 100          | 130             | 372          |
| May                   | 2003 | 64               | 13               | 23              | 100          | 141             | 369          |
| June                  | 2003 | 67               | 13               | 20              | 100          | 146             | 380          |
| July                  | 2003 | 69               | 9                | 22              | 100          | 147             | 394          |
| August                | 2003 | 68               | 8                | 24              | 100          | 144             | 394          |
| September             | 2003 | 68               | 9                | 24              | 100          | 144             | 403          |
| October               | 2003 | 67               | 10               | 23              | 100          | 144             | 403          |
| November              | 2003 | 68               | 11               | 21              | 100          | 147             | 403          |
| December              | 2003 | 68               | 11               | 22              | 100          | 146             | 400          |
| January               | 2004 | 71               | 9                | 20              | 100          | 150             | 392          |
| February              | 2004 | 67               | 11               | 22              | 100          | 145             | 388          |
| March                 | 2004 | 67               | 11               | 22              | 100          | 145             | 383          |
| April                 | 2004 | 64               | 11               | 25              | 100          | 138             | 399          |
| May                   | 2004 | 64               | 10               | 27              | 100          | 137             | 404          |
| June                  | 2004 | 65               | 8                | 27              | 100          | 138             | 411          |
| July                  | 2004 | 63               | 10               | 27              | 100          | 136             | 400          |
| August                | 2004 | 61               | 11               | 28              | 100          | 133             | 405          |
| September             | 2004 | 58               | 14               | 28              | 100          | 130             | 416          |
| October               | 2004 | 61               | 13               | 26              | 100          | 135             | 405          |
| November              | 2004 | 61               | 11               | 28              | 100          | 133             | 398          |
| December              | 2004 | 62               | 11               | 26              | 100          | 136             | 382          |
| January               | 2005 | 61               | 11               | 28              | 100          | 133             | 393          |
| February              | 2005 | 64               | 11               | 25              | 100          | 139             | 393          |
| March                 | 2005 | 61               | 13               | 26              | 100          | 134             | 398          |
| April                 | 2005 | 58               | 12               | 30              | 100          | 128             | 392          |
| May                   | 2005 | 54               | 14               | 33              | 100          | 121             | 382          |
| June                  | 2005 | 54               | 11               | 35              | 100          | 119             | 378          |

**INCOME BOTTOM THIRD**  
**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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July 2005             | 59               | 9                | 31              | 100          | 128             | 374          |
| August 2005           | 63               | 8                | 29              | 100          | 134             | 382          |
| September 2005        | 62               | 8                | 30              | 100          | 132             | 385          |
| October 2005          | 56               | 11               | 33              | 100          | 123             | 391          |
| November 2005         | 51               | 11               | 37              | 100          | 114             | 388          |
| December 2005         | 52               | 10               | 38              | 100          | 114             | 384          |
| January 2006          | 55               | 10               | 35              | 100          | 120             | 370          |
| February 2006         | 59               | 9                | 32              | 100          | 126             | 374          |
| March 2006            | 63               | 9                | 29              | 100          | 134             | 375          |
| April 2006            | 62               | 6                | 32              | 100          | 130             | 387          |
| May 2006              | 56               | 6                | 38              | 100          | 118             | 388          |
| June 2006             | 52               | 6                | 42              | 100          | 110             | 381          |
| July 2006             | 52               | 8                | 40              | 100          | 112             | 370          |
| August 2006           | 54               | 8                | 38              | 100          | 116             | 379          |
| September 2006        | 52               | 8                | 39              | 100          | 113             | 399          |
| October 2006          | 52               | 6                | 41              | 100          | 111             | 415          |
| November 2006         | 55               | 6                | 38              | 100          | 117             | 420          |
| December 2006         | 62               | 5                | 33              | 100          | 130             | 417          |
| January 2007          | 62               | 6                | 32              | 100          | 129             | 410          |
| February 2007         | 59               | 10               | 31              | 100          | 128             | 394          |
| March 2007            | 56               | 11               | 33              | 100          | 123             | 383          |
| April 2007            | 55               | 12               | 33              | 100          | 122             | 391          |
| May 2007              | 54               | 10               | 37              | 100          | 117             | 403          |
| June 2007             | 49               | 10               | 41              | 100          | 108             | 408          |
| July 2007             | 48               | 8                | 44              | 100          | 104             | 408          |
| August 2007           | 49               | 7                | 44              | 100          | 106             | 397          |
| September 2007        | 57               | 5                | 38              | 100          | 120             | 389          |
| October 2007          | 57               | 6                | 37              | 100          | 121             | 381          |
| November 2007         | 54               | 7                | 39              | 100          | 114             | 381          |
| December 2007         | 46               | 9                | 46              | 100          | 100             | 385          |
| January 2008          | 46               | 9                | 44              | 100          | 102             | 402          |
| February 2008         | 50               | 9                | 42              | 100          | 108             | 395          |
| March 2008            | 50               | 10               | 40              | 100          | 110             | 381          |
| April 2008            | 49               | 9                | 42              | 100          | 107             | 366          |
| May 2008              | 44               | 8                | 48              | 100          | 97              | 373          |
| June 2008             | 42               | 6                | 52              | 100          | 90              | 392          |
| July 2008             | 41               | 5                | 54              | 100          | 88              | 410          |
| August 2008           | 43               | 5                | 52              | 100          | 91              | 402          |
| September 2008        | 44               | 5                | 51              | 100          | 94              | 384          |
| October 2008          | 39               | 5                | 55              | 100          | 84              | 377          |
| November 2008         | 41               | 5                | 55              | 100          | 86              | 405          |
| December 2008         | 43               | 4                | 53              | 100          | 90              | 416          |
| January 2009          | 50               | 3                | 47              | 100          | 103             | 417          |
| February 2009         | 49               | 4                | 47              | 100          | 103             | 398          |
| March 2009            | 49               | 6                | 45              | 100          | 104             | 408          |
| April 2009            | 47               | 6                | 46              | 100          | 101             | 406          |
| May 2009              | 52               | 6                | 43              | 100          | 109             | 430          |
| June 2009             | 57               | 4                | 39              | 100          | 118             | 424          |
| July 2009             | 60               | 4                | 36              | 100          | 124             | 423          |
| August 2009           | 60               | 5                | 35              | 100          | 125             | 407          |
| September 2009        | 55               | 5                | 40              | 100          | 114             | 425          |
| October 2009          | 53               | 5                | 42              | 100          | 111             | 424          |

**INCOME BOTTOM THIRD**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November 2009         | 49               | 5                | 46              | 100          | 103             | 421          |
| December 2009         | 47               | 6                | 46              | 100          | 101             | 413          |
| January 2010          | 48               | 7                | 45              | 100          | 102             | 413          |
| February 2010         | 47               | 7                | 46              | 100          | 101             | 408          |
| March 2010            | 52               | 6                | 42              | 100          | 110             | 403          |
| April 2010            | 54               | 5                | 41              | 100          | 113             | 398          |
| May 2010              | 57               | 4                | 38              | 100          | 119             | 407          |
| June 2010             | 55               | 4                | 41              | 100          | 114             | 410          |
| July 2010             | 54               | 5                | 41              | 100          | 112             | 420          |
| August 2010           | 55               | 6                | 39              | 100          | 117             | 419          |
| September 2010        | 57               | 7                | 37              | 100          | 120             | 419          |
| October 2010          | 56               | 6                | 38              | 100          | 119             | 408          |
| November 2010         | 53               | 5                | 42              | 100          | 112             | 414          |
| December 2010         | 53               | 5                | 42              | 100          | 111             | 417          |
| January 2011          | 54               | 4                | 42              | 100          | 112             | 435          |
| February 2011         | 53               | 5                | 43              | 100          | 110             | 433          |
| March 2011            | 51               | 5                | 44              | 100          | 107             | 429          |
| April 2011            | 49               | 5                | 46              | 100          | 103             | 409          |
| May 2011              | 52               | 7                | 42              | 100          | 110             | 403          |
| June 2011             | 53               | 6                | 40              | 100          | 113             | 400          |
| July 2011             | 53               | 6                | 41              | 100          | 111             | 413          |
| August 2011           | 48               | 6                | 46              | 100          | 102             | 427          |
| September 2011        | 46               | 5                | 49              | 100          | 97              | 424          |
| October 2011          | 45               | 6                | 50              | 100          | 95              | 421          |
| November 2011         | 47               | 5                | 47              | 100          | 100             | 410          |
| December 2011         | 46               | 7                | 47              | 100          | 99              | 404          |
| January 2012          | 47               | 9                | 43              | 100          | 104             | 408          |
| February 2012         | 46               | 9                | 45              | 100          | 101             | 413          |
| March 2012            | 47               | 9                | 44              | 100          | 103             | 431          |
| April 2012            | 51               | 7                | 42              | 100          | 109             | 430          |
| May 2012              | 55               | 6                | 40              | 100          | 115             | 412          |
| June 2012             | 56               | 6                | 38              | 100          | 119             | 418          |
| July 2012             | 56               | 5                | 39              | 100          | 116             | 413          |
| August 2012           | 53               | 5                | 42              | 100          | 111             | 426          |
| September 2012        | 54               | 6                | 40              | 100          | 115             | 427          |
| October 2012          | 53               | 6                | 41              | 100          | 113             | 429          |
| November 2012         | 53               | 9                | 38              | 100          | 115             | 451          |
| December 2012         | 52               | 8                | 40              | 100          | 113             | 459          |
| January 2013          | 51               | 9                | 39              | 100          | 112             | 458          |
| February 2013         | 53               | 7                | 40              | 100          | 113             | 437          |
| March 2013            | 52               | 8                | 40              | 100          | 112             | 408          |
| April 2013            | 52               | 9                | 39              | 100          | 113             | 406          |
| May 2013              | 54               | 9                | 37              | 100          | 117             | 414          |
| June 2013             | 55               | 9                | 37              | 100          | 118             | 430          |
| July 2013             | 59               | 8                | 32              | 100          | 127             | 433          |
| August 2013           | 57               | 11               | 32              | 100          | 126             | 432          |
| September 2013        | 56               | 10               | 34              | 100          | 122             | 423          |
| October 2013          | 54               | 9                | 36              | 100          | 118             | 418          |
| November 2013         | 50               | 7                | 42              | 100          | 108             | 410          |
| December 2013         | 54               | 8                | 38              | 100          | 115             | 419          |
| January 2014          | 54               | 7                | 39              | 100          | 115             | 429          |

**INCOME BOTTOM THIRD**  
**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| February 2014         | 59               | 8                | 33              | 100          | 126             | 428          |
| March 2014            | 56               | 8                | 35              | 100          | 121             | 401          |
| April 2014            | 56               | 8                | 36              | 100          | 120             | 401          |
| May 2014              | 56               | 7                | 37              | 100          | 120             | 397          |
| June 2014             | 57               | 6                | 37              | 100          | 121             | 421          |
| July 2014             | 56               | 7                | 36              | 100          | 120             | 408          |
| August 2014           | 52               | 9                | 39              | 100          | 112             | 397          |
| September 2014        | 52               | 9                | 39              | 100          | 113             | 389          |
| October 2014          | 53               | 9                | 38              | 100          | 115             | 397          |
| November 2014         | 57               | 8                | 36              | 100          | 121             | 399          |
| December 2014         | 58               | 7                | 35              | 100          | 124             | 383          |
| January 2015          | 64               | 6                | 31              | 100          | 133             | 375          |
| February 2015         | 66               | 7                | 27              | 100          | 139             | 379          |
| March 2015            | 65               | 8                | 26              | 100          | 139             | 399          |
| April 2015            | 63               | 8                | 29              | 100          | 133             | 399          |
| May 2015              | 59               | 9                | 32              | 100          | 128             | 417          |
| June 2015             | 59               | 9                | 32              | 100          | 127             | 408          |
| July 2015             | 58               | 10               | 32              | 100          | 126             | 402          |
| August 2015           | 60               | 8                | 32              | 100          | 128             | 411          |
| September 2015        | 61               | 6                | 34              | 100          | 127             | 405          |
| October 2015          | 60               | 6                | 34              | 100          | 126             | 412          |
| November 2015         | 61               | 7                | 32              | 100          | 129             | 396          |
| December 2015         | 62               | 7                | 30              | 100          | 132             | 403          |
| January 2016          | 65               | 8                | 27              | 100          | 138             | 409          |
| February 2016         | 66               | 6                | 28              | 100          | 138             | 405          |
| March 2016            | 65               | 7                | 28              | 100          | 137             | 417          |
| April 2016            | 62               | 7                | 32              | 100          | 130             | 421          |
| May 2016              | 62               | 6                | 31              | 100          | 131             | 428          |
| June 2016             | 63               | 6                | 31              | 100          | 132             | 412          |
| July 2016             | 65               | 6                | 28              | 100          | 137             | 421          |
| August 2016           | 63               | 6                | 31              | 100          | 132             | 432          |
| September 2016        | 60               | 7                | 33              | 100          | 127             | 464          |
| October 2016          | 56               | 7                | 37              | 100          | 119             | 463          |
| November 2016         | 57               | 9                | 35              | 100          | 122             | 477          |
| December 2016         | 59               | 8                | 33              | 100          | 126             | 478          |
| January 2017          | 61               | 7                | 32              | 100          | 129             | 486          |
| February 2017         | 64               | 5                | 31              | 100          | 133             | 479          |
| March 2017            | 64               | 5                | 31              | 100          | 133             | 475          |
| April 2017            | 67               | 5                | 28              | 100          | 139             | 475          |
| May 2017              | 61               | 6                | 33              | 100          | 129             | 468          |
| June 2017             | 63               | 6                | 31              | 100          | 132             | 466          |
| July 2017             | 60               | 7                | 33              | 100          | 127             | 460          |
| August 2017           | 62               | 7                | 31              | 100          | 132             | 468          |
| September 2017        | 60               | 6                | 34              | 100          | 126             | 475          |
| October 2017          | 63               | 5                | 32              | 100          | 131             | 480          |
| November 2017         | 64               | 5                | 31              | 100          | 132             | 481          |
| December 2017         | 67               | 5                | 28              | 100          | 140             | 472          |
| January 2018          | 63               | 7                | 29              | 100          | 134             | 478          |
| February 2018         | 64               | 7                | 29              | 100          | 136             | 475          |
| March 2018            | 63               | 6                | 31              | 100          | 132             | 481          |
| April 2018            | 65               | 4                | 30              | 100          | 135             | 467          |
| May 2018              | 64               | 3                | 33              | 100          | 131             | 468          |

**INCOME BOTTOM THIRD**  
**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                  | 2018 | 62               | 5                | 33              | 100          | 129             | 464          |
| July                  | 2018 | 59               | 5                | 36              | 100          | 123             | 465          |
| August                | 2018 | 57               | 6                | 37              | 100          | 121             | 458          |
| September             | 2018 | 59               | 5                | 35              | 100          | 124             | 454          |
| October               | 2018 | 59               | 6                | 35              | 100          | 124             | 454          |
| November              | 2018 | 61               | 8                | 32              | 100          | 129             | 460          |
| December              | 2018 | 58               | 9                | 34              | 100          | 124             | 466          |
| January               | 2019 | 58               | 7                | 35              | 100          | 123             | 471          |
| February              | 2019 | 56               | 6                | 38              | 100          | 118             | 473          |
| March                 | 2019 | 56               | 6                | 37              | 100          | 119             | 461          |
| April                 | 2019 | 56               | 8                | 37              | 100          | 119             | 461          |
| May                   | 2019 | 58               | 9                | 33              | 100          | 125             | 453          |
| June                  | 2019 | 58               | 8                | 34              | 100          | 124             | 480          |
| July                  | 2019 | 60               | 7                | 32              | 100          | 128             | 471          |
| August                | 2019 | 57               | 7                | 36              | 100          | 121             | 472          |
| September             | 2019 | 58               | 8                | 34              | 100          | 123             | 463          |
| October               | 2019 | 58               | 8                | 33              | 100          | 125             | 480          |
| November              | 2019 | 59               | 7                | 34              | 100          | 125             | 494          |
| December              | 2019 | 59               | 4                | 37              | 100          | 122             | 483          |
| January               | 2020 | 55               | 5                | 40              | 100          | 115             | 494          |
| February              | 2020 | 57               | 6                | 37              | 100          | 119             | 501          |
| March                 | 2020 | 56               | 8                | 36              | 100          | 119             | 529          |
| April                 | 2020 | 55               | 7                | 38              | 100          | 117             | 506          |
| May                   | 2020 | 52               | 5                | 43              | 100          | 109             | 510          |
| June                  | 2020 | 54               | 4                | 43              | 100          | 111             | 483          |
| July                  | 2020 | 56               | 2                | 42              | 100          | 114             | 500          |
| August                | 2020 | 58               | 3                | 39              | 100          | 119             | 488          |
| September             | 2020 | 54               | 3                | 43              | 100          | 111             | 489          |
| October               | 2020 | 54               | 5                | 42              | 100          | 112             | 479          |
| November              | 2020 | 51               | 6                | 43              | 100          | 108             | 470          |
| December              | 2020 | 53               | 6                | 41              | 100          | 112             | 473          |
| January               | 2021 | 51               | 7                | 41              | 100          | 110             | 488          |
| February              | 2021 | 49               | 6                | 45              | 100          | 103             | 494          |
| March                 | 2021 | 47               | 6                | 47              | 100          | 99              | 502          |
| April                 | 2021 | 50               | 5                | 45              | 100          | 104             | 490          |
| May                   | 2021 | 51               | 5                | 44              | 100          | 107             | 480          |
| June                  | 2021 | 49               | 4                | 47              | 100          | 103             | 485          |
| July                  | 2021 | 43               | 4                | 53              | 100          | 90              | 487          |
| August                | 2021 | 38               | 4                | 58              | 100          | 80              | 488          |
| September             | 2021 | 36               | 5                | 60              | 100          | 76              | 471          |
| October               | 2021 | 33               | 5                | 62              | 100          | 71              | 466          |
| November              | 2021 | 29               | 5                | 66              | 100          | 63              | 466          |
| December              | 2021 | 27               | 5                | 69              | 100          | 58              | 464          |
| January               | 2022 | 27               | 4                | 69              | 100          | 58              | 459          |
| February              | 2022 | 26               | 4                | 70              | 100          | 57              | 469          |
| March                 | 2022 | 26               | 4                | 70              | 100          | 56              | 465          |
| April                 | 2022 | 26               | 5                | 70              | 100          | 56              | 468          |
| May                   | 2022 | 28               | 5                | 67              | 100          | 61              | 454          |
| June                  | 2022 | 27               | 4                | 69              | 100          | 57              | 458          |
| July                  | 2022 | 24               | 4                | 72              | 100          | 52              | 462          |
| August                | 2022 | 21               | 4                | 75              | 100          | 46              | 467          |
| September             | 2022 | 21               | 5                | 74              | 100          | 47              | 469          |

**INCOME BOTTOM THIRD**  
**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               | 2022 | 23               | 6                | 71              | 100          | 52              | 481          |
| November              | 2022 | 26               | 5                | 69              | 100          | 57              | 483          |
| December              | 2022 | 28               | 5                | 67              | 100          | 61              | 486          |
| January               | 2023 | 29               | 4                | 67              | 100          | 62              | 474          |
| February              | 2023 | 32               | 5                | 63              | 100          | 69              | 476          |
| March                 | 2023 | 31               | 5                | 64              | 100          | 67              | 485          |
| April                 | 2023 | 30               | 5                | 65              | 100          | 65              | 483          |
| May                   | 2023 | 27               | 4                | 69              | 100          | 58              | 481          |
| June                  | 2023 | 28               | 4                | 68              | 100          | 60              | 481          |
| July                  | 2023 | 26               | 5                | 69              | 100          | 57              | 486          |
| August                | 2023 | 27               | 5                | 68              | 100          | 58              | 484          |
| September             | 2023 | 24               | 5                | 71              | 100          | 54              | 477          |
| October               | 2023 | 26               | 5                | 70              | 100          | 56              | 468          |
| November              | 2023 | 26               | 4                | 70              | 100          | 56              | 477          |
| December              | 2023 | 28               | 3                | 69              | 100          | 58              | 478          |
| January               | 2024 | 29               | 4                | 67              | 100          | 61              | 477          |
| February              | 2024 | 29               | 6                | 65              | 100          | 63              | 467          |
| March                 | 2024 | 32               | 6                | 62              | 100          | 70              | 468          |
| April                 | 2024 | 31               | 6                | 63              | 100          | 68              | 524          |
| May                   | 2024 | 30               | 5                | 65              | 100          | 65              | 631          |
| June                  | 2024 | 25               | 5                | 70              | 100          | 55              | 736          |
| July                  | 2024 | 20               | 5                | 75              | 100          | 46              | 734          |
| August                | 2024 | 20               | 5                | 75              | 100          | 45              | 792          |
| September             | 2024 | 22               | 4                | 74              | 100          | 48              | 797          |
| October               | 2024 | 26               | 4                | 70              | 100          | 56              | 832          |
| November              | 2024 | 26               | 4                | 70              | 100          | 56              | 720          |
| December              | 2024 | 25               | 5                | 70              | 100          | 55              | 678          |
| January               | 2025 | 24               | 5                | 71              | 100          | 53              | 737          |
| February              | 2025 | 26               | 4                | 70              | 100          | 56              | 807          |
| March                 | 2025 | 23               | 5                | 72              | 100          | 51              | 956          |
| April                 | 2025 | 21               | 5                | 74              | 100          | 47              | 939          |
| May                   | 2025 | 20               | 5                | 76              | 100          | 44              | 965          |
| June                  | 2025 | 21               | 5                | 74              | 100          | 47              | 881          |
| July                  | 2025 | 21               | 6                | 73              | 100          | 47              | 932          |
| August                | 2025 | 21               | 6                | 73              | 100          | 49              | 915          |
| September             | 2025 | 20               | 6                | 75              | 100          | 45              | 932          |
| October               | 2025 | 20               | 5                | 75              | 100          | 46              | 893          |
| November              | 2025 | 18               | 4                | 78              | 100          | 40              | 905          |
| December              | 2025 | 16               | 5                | 79              | 100          | 37              | 877          |
| January               | 2026 | 15               | 5                | 80              | 100          | 35              | 912          |
| February              | 2026 | 17               | 5                | 78              | 100          | 39              | 942          |