

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

1

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 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         | 44               | 7                | 49              | 100          | 95              | 1125         |
| January 1980          | 41               | 9                | 50              | 100          | 91              | 908          |
| February 1980         | 44               | 9                | 47              | 100          | 97              | 724          |
| March 1980            | 45               | 9                | 46              | 100          | 99              | 644          |
| April 1980            | 44               | 8                | 48              | 100          | 95              | 671          |
| May 1980              | 37               | 7                | 56              | 100          | 81              | 594          |
| June 1980             | 32               | 9                | 58              | 100          | 74              | 583          |
| July 1980             | 34               | 11               | 55              | 100          | 78              | 529          |
| August 1980           | 40               | 12               | 48              | 100          | 92              | 515          |
| September 1980        | 41               | 12               | 48              | 100          | 93              | 536          |
| October 1980          | 44               | 11               | 45              | 100          | 99              | 589          |
| November 1980         | 44               | 12               | 44              | 100          | 100             | 620          |
| December 1980         | 44               | 10               | 46              | 100          | 98              | 585          |
| January 1981          | 42               | 9                | 49              | 100          | 93              | 557          |
| February 1981         | 40               | 7                | 53              | 100          | 87              | 531          |
| March 1981            | 39               | 8                | 53              | 100          | 86              | 513          |
| April 1981            | 40               | 8                | 51              | 100          | 89              | 493          |
| May 1981              | 40               | 8                | 52              | 100          | 88              | 491          |
| June 1981             | 38               | 7                | 55              | 100          | 83              | 488          |
| July 1981             | 38               | 4                | 58              | 100          | 80              | 498          |
| August 1981           | 40               | 5                | 55              | 100          | 85              | 418          |
| September 1981        | 40               | 6                | 54              | 100          | 85              | 412          |
| October 1981          | 39               | 8                | 53              | 100          | 86              | 311          |
| November 1981         | 36               | 7                | 56              | 100          | 80              | 300          |
| December 1981         | 38               | 7                | 55              | 100          | 83              | 361          |
| January 1982          | 38               | 7                | 55              | 100          | 83              | 548          |
| February 1982         | 40               | 8                | 52              | 100          | 89              | 733          |
| March 1982            | 41               | 9                | 50              | 100          | 90              | 814          |
| April 1982            | 39               | 9                | 52              | 100          | 87              | 847          |
| May 1982              | 41               | 7                | 52              | 100          | 89              | 852          |
| June 1982             | 40               | 6                | 54              | 100          | 85              | 837          |
| July 1982             | 41               | 5                | 54              | 100          | 87              | 810          |
| August 1982           | 36               | 8                | 56              | 100          | 80              | 718          |
| September 1982        | 36               | 8                | 56              | 100          | 80              | 645          |
| October 1982          | 39               | 9                | 52              | 100          | 87              | 640          |
| November 1982         | 42               | 8                | 50              | 100          | 92              | 740          |
| December 1982         | 46               | 9                | 45              | 100          | 101             | 803          |
| January 1983          | 48               | 8                | 44              | 100          | 104             | 802          |
| February 1983         | 54               | 7                | 39              | 100          | 116             | 721          |
| March 1983            | 58               | 6                | 36              | 100          | 123             | 723          |
| April 1983            | 64               | 5                | 31              | 100          | 133             | 719          |
| May 1983              | 65               | 5                | 30              | 100          | 135             | 727          |
| June 1983             | 68               | 5                | 27              | 100          | 141             | 730          |
| July 1983             | 67               | 5                | 28              | 100          | 139             | 703          |
| August 1983           | 68               | 6                | 27              | 100          | 141             | 756          |
| September 1983        | 67               | 5                | 28              | 100          | 139             | 752          |
| October 1983          | 67               | 5                | 28              | 100          | 138             | 771          |
| November 1983         | 64               | 6                | 30              | 100          | 134             | 766          |
| December 1983         | 61               | 9                | 31              | 100          | 130             | 760          |

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| January               | 1984 | 62               | 9                | 29              | 100          | 133             | 766          |
| February              | 1984 | 64               | 9                | 27              | 100          | 137             | 755          |
| March                 | 1984 | 66               | 8                | 26              | 100          | 141             | 726          |
| April                 | 1984 | 63               | 9                | 28              | 100          | 136             | 713          |
| May                   | 1984 | 63               | 9                | 28              | 100          | 134             | 713          |
| June                  | 1984 | 64               | 8                | 28              | 100          | 136             | 717          |
| July                  | 1984 | 64               | 9                | 27              | 100          | 137             | 700          |
| August                | 1984 | 64               | 10               | 27              | 100          | 137             | 693          |
| September             | 1984 | 61               | 8                | 31              | 100          | 130             | 706          |
| October               | 1984 | 59               | 8                | 34              | 100          | 125             | 749          |
| November              | 1984 | 56               | 7                | 37              | 100          | 119             | 654          |
| December              | 1984 | 55               | 9                | 37              | 100          | 118             | 668          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1985 | 57               | 8                | 35              | 100          | 122             | 627          |
| February              | 1985 | 60               | 8                | 32              | 100          | 128             | 629          |
| March                 | 1985 | 67               | 6                | 27              | 100          | 140             | 588          |
| April                 | 1985 | 70               | 5                | 26              | 100          | 144             | 621          |
| May                   | 1985 | 70               | 4                | 27              | 100          | 143             | 691          |
| June                  | 1985 | 68               | 5                | 27              | 100          | 141             | 701          |
| July                  | 1985 | 66               | 7                | 27              | 100          | 139             | 657          |
| August                | 1985 | 66               | 9                | 25              | 100          | 141             | 680          |
| September             | 1985 | 69               | 7                | 24              | 100          | 146             | 692          |
| October               | 1985 | 71               | 6                | 23              | 100          | 148             | 723          |
| November              | 1985 | 74               | 6                | 20              | 100          | 154             | 717          |
| December              | 1985 | 68               | 8                | 24              | 100          | 144             | 635          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1986 | 68               | 10               | 22              | 100          | 146             | 608          |
| February              | 1986 | 69               | 8                | 23              | 100          | 146             | 615          |
| March                 | 1986 | 74               | 7                | 18              | 100          | 156             | 695          |
| April                 | 1986 | 77               | 5                | 18              | 100          | 158             | 669          |
| May                   | 1986 | 80               | 4                | 16              | 100          | 164             | 557          |
| June                  | 1986 | 81               | 3                | 16              | 100          | 165             | 506          |
| July                  | 1986 | 82               | 2                | 16              | 100          | 166             | 516          |
| August                | 1986 | 78               | 3                | 19              | 100          | 159             | 574          |
| September             | 1986 | 79               | 3                | 18              | 100          | 161             | 565          |
| October               | 1986 | 77               | 5                | 19              | 100          | 158             | 548          |
| November              | 1986 | 74               | 4                | 22              | 100          | 152             | 583          |
| December              | 1986 | 70               | 6                | 24              | 100          | 146             | 591          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1987 | 64               | 6                | 30              | 100          | 134             | 586          |
| February              | 1987 | 63               | 8                | 29              | 100          | 134             | 544          |
| March                 | 1987 | 62               | 7                | 31              | 100          | 131             | 544          |
| April                 | 1987 | 65               | 5                | 29              | 100          | 136             | 557          |
| May                   | 1987 | 68               | 5                | 27              | 100          | 141             | 555          |
| June                  | 1987 | 68               | 5                | 27              | 100          | 141             | 552          |
| July                  | 1987 | 71               | 6                | 23              | 100          | 147             | 529          |
| August                | 1987 | 69               | 7                | 24              | 100          | 145             | 549          |
| September             | 1987 | 71               | 6                | 22              | 100          | 149             | 552          |
| October               | 1987 | 66               | 7                | 27              | 100          | 138             | 533          |
| November              | 1987 | 63               | 7                | 30              | 100          | 133             | 472          |
| December              | 1987 | 62               | 6                | 32              | 100          | 130             | 438          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1988 | 64               | 7                | 29              | 100          | 135             | 419          |
| February              | 1988 | 65               | 7                | 28              | 100          | 137             | 447          |
| March                 | 1988 | 63               | 7                | 30              | 100          | 133             | 444          |

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**(Three Month Moving Averages)**

| <u>Date of Survey</u> |      | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April                 | 1988 | 64               | 9                | 28              | 100          | 136             | 457          |
| May                   | 1988 | 65               | 9                | 26              | 100          | 139             | 442          |
| June                  | 1988 | 66               | 10               | 24              | 100          | 142             | 444          |
| July                  | 1988 | 64               | 8                | 27              | 100          | 137             | 446          |
| August                | 1988 | 64               | 8                | 28              | 100          | 136             | 445          |
| September             | 1988 | 61               | 11               | 28              | 100          | 134             | 430          |
| October               | 1988 | 63               | 11               | 27              | 100          | 136             | 433          |
| November              | 1988 | 61               | 11               | 28              | 100          | 133             | 438          |
| December              | 1988 | 63               | 8                | 30              | 100          | 133             | 440          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1989 | 63               | 8                | 28              | 100          | 135             | 428          |
| February              | 1989 | 65               | 7                | 28              | 100          | 138             | 423          |
| March                 | 1989 | 65               | 7                | 28              | 100          | 136             | 442          |
| April                 | 1989 | 64               | 7                | 29              | 100          | 135             | 466          |
| May                   | 1989 | 64               | 7                | 29              | 100          | 135             | 482          |
| June                  | 1989 | 64               | 6                | 30              | 100          | 134             | 461          |
| July                  | 1989 | 66               | 5                | 29              | 100          | 136             | 463          |
| August                | 1989 | 65               | 6                | 29              | 100          | 137             | 451          |
| September             | 1989 | 66               | 6                | 28              | 100          | 138             | 470          |
| October               | 1989 | 62               | 7                | 31              | 100          | 131             | 453          |
| November              | 1989 | 61               | 7                | 32              | 100          | 129             | 445          |
| December              | 1989 | 61               | 8                | 32              | 100          | 129             | 439          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1990 | 62               | 8                | 30              | 100          | 131             | 436          |
| February              | 1990 | 64               | 6                | 30              | 100          | 134             | 454          |
| March                 | 1990 | 66               | 5                | 29              | 100          | 137             | 455          |
| April                 | 1990 | 68               | 4                | 28              | 100          | 140             | 463          |
| May                   | 1990 | 69               | 4                | 28              | 100          | 141             | 453          |
| June                  | 1990 | 68               | 4                | 28              | 100          | 140             | 447          |
| July                  | 1990 | 65               | 6                | 28              | 100          | 137             | 425          |
| August                | 1990 | 61               | 6                | 33              | 100          | 128             | 435          |
| September             | 1990 | 59               | 5                | 35              | 100          | 124             | 450          |
| October               | 1990 | 56               | 4                | 40              | 100          | 116             | 466          |
| November              | 1990 | 54               | 5                | 41              | 100          | 113             | 467          |
| December              | 1990 | 49               | 5                | 46              | 100          | 104             | 451          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1991 | 46               | 6                | 49              | 100          | 97              | 479          |
| February              | 1991 | 46               | 7                | 47              | 100          | 99              | 473          |
| March                 | 1991 | 51               | 6                | 42              | 100          | 109             | 483          |
| April                 | 1991 | 59               | 6                | 35              | 100          | 124             | 461          |
| May                   | 1991 | 63               | 5                | 33              | 100          | 130             | 464          |
| June                  | 1991 | 63               | 5                | 32              | 100          | 131             | 451          |
| July                  | 1991 | 64               | 5                | 31              | 100          | 133             | 453          |
| August                | 1991 | 67               | 5                | 28              | 100          | 139             | 453          |
| September             | 1991 | 65               | 4                | 31              | 100          | 133             | 456          |
| October               | 1991 | 62               | 4                | 34              | 100          | 128             | 438          |
| November              | 1991 | 58               | 4                | 37              | 100          | 121             | 429          |
| December              | 1991 | 57               | 5                | 38              | 100          | 119             | 437          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1992 | 58               | 4                | 38              | 100          | 119             | 444          |
| February              | 1992 | 57               | 5                | 38              | 100          | 119             | 457          |
| March                 | 1992 | 60               | 3                | 37              | 100          | 123             | 451          |
| April                 | 1992 | 60               | 4                | 36              | 100          | 124             | 463          |
| May                   | 1992 | 63               | 4                | 33              | 100          | 130             | 445          |
| June                  | 1992 | 67               | 5                | 28              | 100          | 140             | 459          |
| July                  | 1992 | 68               | 6                | 27              | 100          | 141             | 446          |

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

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| August 1992           | 66               | 5                | 29              | 100          | 138             | 434          |
| September 1992        | 64               | 4                | 32              | 100          | 133             | 427          |
| October 1992          | 63               | 5                | 32              | 100          | 131             | 429          |
| November 1992         | 63               | 6                | 31              | 100          | 132             | 443          |
| December 1992         | 64               | 6                | 30              | 100          | 134             | 446          |
| January 1993          | 67               | 5                | 28              | 100          | 139             | 474          |
| February 1993         | 67               | 6                | 27              | 100          | 139             | 470          |
| March 1993            | 62               | 8                | 29              | 100          | 133             | 473          |
| April 1993            | 62               | 8                | 30              | 100          | 132             | 452          |
| May 1993              | 64               | 7                | 29              | 100          | 135             | 469          |
| June 1993             | 68               | 6                | 26              | 100          | 142             | 461          |
| July 1993             | 67               | 5                | 28              | 100          | 140             | 468          |
| August 1993           | 66               | 7                | 27              | 100          | 139             | 467          |
| September 1993        | 64               | 7                | 29              | 100          | 135             | 468          |
| October 1993          | 67               | 7                | 26              | 100          | 141             | 460          |
| November 1993         | 68               | 6                | 26              | 100          | 142             | 472          |
| December 1993         | 72               | 5                | 23              | 100          | 149             | 467          |
| January 1994          | 69               | 7                | 24              | 100          | 146             | 460          |
| February 1994         | 71               | 8                | 21              | 100          | 151             | 459          |
| March 1994            | 71               | 8                | 22              | 100          | 149             | 447          |
| April 1994            | 74               | 6                | 20              | 100          | 154             | 456          |
| May 1994              | 72               | 5                | 24              | 100          | 148             | 434          |
| June 1994             | 73               | 5                | 23              | 100          | 150             | 445          |
| July 1994             | 70               | 4                | 26              | 100          | 143             | 455          |
| August 1994           | 70               | 5                | 25              | 100          | 145             | 483          |
| September 1994        | 66               | 6                | 28              | 100          | 138             | 521          |
| October 1994          | 65               | 7                | 27              | 100          | 138             | 533          |
| November 1994         | 65               | 8                | 27              | 100          | 138             | 502          |
| December 1994         | 65               | 9                | 26              | 100          | 139             | 459          |
| January 1995          | 66               | 8                | 26              | 100          | 140             | 445          |
| February 1995         | 66               | 7                | 27              | 100          | 139             | 442          |
| March 1995            | 65               | 6                | 28              | 100          | 137             | 449          |
| April 1995            | 62               | 7                | 30              | 100          | 132             | 429          |
| May 1995              | 62               | 7                | 31              | 100          | 131             | 446          |
| June 1995             | 64               | 6                | 30              | 100          | 133             | 461          |
| July 1995             | 67               | 5                | 28              | 100          | 139             | 485          |
| August 1995           | 65               | 6                | 29              | 100          | 136             | 478          |
| September 1995        | 64               | 5                | 31              | 100          | 133             | 475          |
| October 1995          | 62               | 6                | 32              | 100          | 130             | 484          |
| November 1995         | 63               | 6                | 32              | 100          | 131             | 482          |
| December 1995         | 62               | 8                | 30              | 100          | 132             | 461          |
| January 1996          | 62               | 7                | 31              | 100          | 131             | 445          |
| February 1996         | 62               | 8                | 30              | 100          | 132             | 463          |
| March 1996            | 61               | 6                | 32              | 100          | 129             | 477          |
| April 1996            | 61               | 7                | 32              | 100          | 128             | 451          |
| May 1996              | 58               | 8                | 34              | 100          | 124             | 453          |
| June 1996             | 59               | 10               | 31              | 100          | 128             | 434          |
| July 1996             | 61               | 9                | 30              | 100          | 131             | 454          |
| August 1996           | 65               | 8                | 27              | 100          | 138             | 434          |
| September 1996        | 65               | 6                | 29              | 100          | 136             | 441          |
| October 1996          | 63               | 8                | 29              | 100          | 134             | 450          |
| November 1996         | 61               | 9                | 30              | 100          | 131             | 454          |

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

| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December 1996         | 62               | 9                | 29              | 100          | 133             | 468          |
| January 1997          | 64               | 8                | 28              | 100          | 137             | 458          |
| February 1997         | 64               | 6                | 31              | 100          | 133             | 447          |
| March 1997            | 63               | 5                | 32              | 100          | 131             | 437          |
| April 1997            | 63               | 6                | 32              | 100          | 131             | 429          |
| May 1997              | 68               | 5                | 27              | 100          | 141             | 440          |
| June 1997             | 72               | 5                | 23              | 100          | 149             | 439          |
| July 1997             | 74               | 4                | 22              | 100          | 152             | 453          |
| August 1997           | 70               | 8                | 22              | 100          | 148             | 461          |
| September 1997        | 67               | 9                | 24              | 100          | 142             | 457          |
| October 1997          | 64               | 11               | 25              | 100          | 139             | 443          |
| November 1997         | 64               | 9                | 27              | 100          | 137             | 429          |
| December 1997         | 64               | 9                | 27              | 100          | 136             | 418          |
| January 1998          | 65               | 10               | 25              | 100          | 140             | 406          |
| February 1998         | 67               | 12               | 21              | 100          | 146             | 411          |
| March 1998            | 67               | 12               | 21              | 100          | 146             | 428          |
| April 1998            | 68               | 11               | 21              | 100          | 146             | 451          |
| May 1998              | 65               | 12               | 23              | 100          | 143             | 449          |
| June 1998             | 68               | 12               | 19              | 100          | 149             | 454          |
| July 1998             | 66               | 13               | 21              | 100          | 145             | 441          |
| August 1998           | 68               | 13               | 19              | 100          | 149             | 458          |
| September 1998        | 66               | 15               | 19              | 100          | 147             | 467          |
| October 1998          | 68               | 16               | 16              | 100          | 152             | 458          |
| November 1998         | 69               | 13               | 18              | 100          | 151             | 455          |
| December 1998         | 70               | 11               | 19              | 100          | 151             | 434          |
| January 1999          | 71               | 9                | 20              | 100          | 151             | 439          |
| February 1999         | 71               | 10               | 19              | 100          | 152             | 436          |
| March 1999            | 72               | 9                | 19              | 100          | 153             | 480          |
| April 1999            | 70               | 11               | 20              | 100          | 150             | 507          |
| May 1999              | 68               | 10               | 22              | 100          | 146             | 519          |
| June 1999             | 66               | 11               | 22              | 100          | 144             | 506          |
| July 1999             | 69               | 9                | 22              | 100          | 146             | 490          |
| August 1999           | 70               | 8                | 22              | 100          | 148             | 477          |
| September 1999        | 68               | 9                | 22              | 100          | 146             | 465          |
| October 1999          | 68               | 10               | 23              | 100          | 145             | 479          |
| November 1999         | 69               | 11               | 19              | 100          | 150             | 475          |
| December 1999         | 69               | 12               | 19              | 100          | 150             | 468          |
| January 2000          | 65               | 14               | 21              | 100          | 144             | 483          |
| February 2000         | 66               | 13               | 21              | 100          | 145             | 481          |
| March 2000            | 68               | 10               | 22              | 100          | 146             | 480          |
| April 2000            | 72               | 7                | 21              | 100          | 151             | 474          |
| May 2000              | 67               | 7                | 26              | 100          | 142             | 476          |
| June 2000             | 66               | 8                | 25              | 100          | 141             | 467          |
| July 2000             | 64               | 10               | 27              | 100          | 137             | 445          |
| August 2000           | 65               | 9                | 26              | 100          | 139             | 436          |
| September 2000        | 68               | 8                | 24              | 100          | 144             | 454          |
| October 2000          | 72               | 7                | 21              | 100          | 151             | 461          |
| November 2000         | 72               | 8                | 20              | 100          | 151             | 453          |
| December 2000         | 69               | 9                | 22              | 100          | 147             | 439          |
| January 2001          | 64               | 10               | 26              | 100          | 139             | 444          |
| February 2001         | 65               | 10               | 25              | 100          | 140             | 461          |

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**(Three Month Moving Averages)**

| <u>Date of Survey</u> |      | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March                 | 2001 | 66               | 9                | 25              | 100          | 140             | 475          |
| April                 | 2001 | 65               | 9                | 26              | 100          | 139             | 471          |
| May                   | 2001 | 64               | 10               | 26              | 100          | 138             | 470          |
| June                  | 2001 | 57               | 13               | 29              | 100          | 128             | 449          |
| July                  | 2001 | 59               | 15               | 26              | 100          | 133             | 452          |
| August                | 2001 | 59               | 15               | 26              | 100          | 133             | 468          |
| September             | 2001 | 64               | 13               | 23              | 100          | 141             | 496          |
| October               | 2001 | 68               | 12               | 20              | 100          | 148             | 504          |
| November              | 2001 | 75               | 10               | 16              | 100          | 159             | 501          |
| December              | 2001 | 79               | 7                | 13              | 100          | 166             | 482          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2002 | 79               | 7                | 15              | 100          | 164             | 481          |
| February              | 2002 | 74               | 8                | 17              | 100          | 157             | 478          |
| March                 | 2002 | 73               | 10               | 17              | 100          | 156             | 484          |
| April                 | 2002 | 71               | 12               | 17              | 100          | 154             | 477          |
| May                   | 2002 | 69               | 14               | 17              | 100          | 152             | 480          |
| June                  | 2002 | 68               | 15               | 17              | 100          | 150             | 474          |
| July                  | 2002 | 71               | 13               | 16              | 100          | 155             | 474          |
| August                | 2002 | 72               | 12               | 16              | 100          | 156             | 456          |
| September             | 2002 | 74               | 10               | 16              | 100          | 158             | 450          |
| October               | 2002 | 73               | 11               | 16              | 100          | 156             | 454          |
| November              | 2002 | 76               | 11               | 14              | 100          | 162             | 465          |
| December              | 2002 | 75               | 12               | 13              | 100          | 162             | 489          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2003 | 75               | 11               | 14              | 100          | 161             | 493          |
| February              | 2003 | 71               | 10               | 19              | 100          | 153             | 504          |
| March                 | 2003 | 68               | 9                | 23              | 100          | 145             | 495          |
| April                 | 2003 | 68               | 8                | 24              | 100          | 144             | 498          |
| May                   | 2003 | 72               | 8                | 20              | 100          | 152             | 474          |
| June                  | 2003 | 75               | 10               | 15              | 100          | 160             | 476          |
| July                  | 2003 | 77               | 9                | 14              | 100          | 163             | 459          |
| August                | 2003 | 75               | 8                | 16              | 100          | 159             | 470          |
| September             | 2003 | 75               | 7                | 18              | 100          | 157             | 470          |
| October               | 2003 | 74               | 7                | 20              | 100          | 154             | 469          |
| November              | 2003 | 76               | 7                | 17              | 100          | 159             | 456          |
| December              | 2003 | 76               | 6                | 18              | 100          | 158             | 453          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2004 | 76               | 6                | 18              | 100          | 157             | 465          |
| February              | 2004 | 73               | 7                | 20              | 100          | 152             | 480          |
| March                 | 2004 | 72               | 9                | 19              | 100          | 153             | 485          |
| April                 | 2004 | 72               | 9                | 20              | 100          | 152             | 478          |
| May                   | 2004 | 70               | 10               | 20              | 100          | 150             | 476          |
| June                  | 2004 | 68               | 8                | 24              | 100          | 144             | 485          |
| July                  | 2004 | 67               | 9                | 24              | 100          | 143             | 500          |
| August                | 2004 | 67               | 8                | 25              | 100          | 142             | 491          |
| September             | 2004 | 69               | 7                | 24              | 100          | 145             | 469          |
| October               | 2004 | 71               | 7                | 23              | 100          | 148             | 492          |
| November              | 2004 | 69               | 8                | 23              | 100          | 147             | 510          |
| December              | 2004 | 69               | 11               | 21              | 100          | 148             | 517          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2005 | 68               | 11               | 21              | 100          | 147             | 488          |
| February              | 2005 | 69               | 10               | 22              | 100          | 147             | 487          |
| March                 | 2005 | 63               | 8                | 29              | 100          | 134             | 491          |
| April                 | 2005 | 58               | 10               | 32              | 100          | 126             | 503          |
| May                   | 2005 | 58               | 9                | 33              | 100          | 125             | 528          |
| June                  | 2005 | 64               | 8                | 27              | 100          | 137             | 532          |

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

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| <u>Date of Survey</u> | <u>Good Time</u> | <u>Uncertain</u> | <u>Bad Time</u> | <u>Total</u> | <u>Relative</u> | <u>Cases</u> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July 2005             | 69               | 6                | 25              | 100          | 144             | 531          |
| August 2005           | 71               | 5                | 24              | 100          | 147             | 492          |
| September 2005        | 66               | 6                | 28              | 100          | 138             | 493          |
| October 2005          | 60               | 8                | 32              | 100          | 128             | 488          |
| November 2005         | 58               | 7                | 35              | 100          | 124             | 517          |
| December 2005         | 62               | 5                | 34              | 100          | 128             | 534          |
| January 2006          | 64               | 3                | 33              | 100          | 131             | 514          |
| February 2006         | 66               | 3                | 32              | 100          | 134             | 477          |
| March 2006            | 64               | 4                | 32              | 100          | 132             | 447          |
| April 2006            | 64               | 4                | 32              | 100          | 132             | 451          |
| May 2006              | 61               | 4                | 35              | 100          | 126             | 455          |
| June 2006             | 59               | 3                | 38              | 100          | 121             | 469          |
| July 2006             | 59               | 3                | 38              | 100          | 121             | 458          |
| August 2006           | 59               | 4                | 37              | 100          | 121             | 464          |
| September 2006        | 59               | 5                | 36              | 100          | 123             | 460          |
| October 2006          | 61               | 5                | 34              | 100          | 127             | 481          |
| November 2006         | 65               | 5                | 30              | 100          | 135             | 478          |
| December 2006         | 66               | 6                | 28              | 100          | 138             | 470          |
| January 2007          | 63               | 7                | 29              | 100          | 134             | 464          |
| February 2007         | 63               | 7                | 30              | 100          | 133             | 491          |
| March 2007            | 64               | 6                | 30              | 100          | 134             | 496          |
| April 2007            | 65               | 5                | 30              | 100          | 135             | 478          |
| May 2007              | 64               | 5                | 31              | 100          | 133             | 463          |
| June 2007             | 61               | 5                | 34              | 100          | 127             | 450          |
| July 2007             | 59               | 6                | 35              | 100          | 124             | 478          |
| August 2007           | 61               | 7                | 33              | 100          | 128             | 477          |
| September 2007        | 63               | 7                | 30              | 100          | 133             | 495          |
| October 2007          | 67               | 6                | 27              | 100          | 140             | 471          |
| November 2007         | 63               | 6                | 31              | 100          | 132             | 483          |
| December 2007         | 62               | 4                | 34              | 100          | 128             | 479          |
| January 2008          | 57               | 6                | 37              | 100          | 120             | 480          |
| February 2008         | 57               | 7                | 36              | 100          | 121             | 465          |
| March 2008            | 54               | 8                | 37              | 100          | 117             | 479          |
| April 2008            | 54               | 9                | 38              | 100          | 116             | 493          |
| May 2008              | 51               | 6                | 42              | 100          | 109             | 500          |
| June 2008             | 49               | 6                | 45              | 100          | 104             | 482          |
| July 2008             | 47               | 4                | 49              | 100          | 98              | 492          |
| August 2008           | 50               | 3                | 47              | 100          | 103             | 504          |
| September 2008        | 52               | 3                | 45              | 100          | 106             | 527          |
| October 2008          | 52               | 4                | 44              | 100          | 107             | 524          |
| November 2008         | 52               | 4                | 44              | 100          | 109             | 512          |
| December 2008         | 55               | 4                | 41              | 100          | 114             | 506          |
| January 2009          | 60               | 3                | 37              | 100          | 123             | 484          |
| February 2009         | 63               | 3                | 34              | 100          | 129             | 461          |
| March 2009            | 64               | 2                | 33              | 100          | 131             | 437          |
| April 2009            | 64               | 4                | 32              | 100          | 132             | 448          |
| May 2009              | 63               | 4                | 33              | 100          | 130             | 459          |
| June 2009             | 63               | 4                | 33              | 100          | 130             | 471          |
| July 2009             | 62               | 3                | 35              | 100          | 127             | 474          |
| August 2009           | 63               | 3                | 33              | 100          | 130             | 493          |
| September 2009        | 64               | 4                | 32              | 100          | 132             | 484          |
| October 2009          | 65               | 4                | 31              | 100          | 135             | 486          |

**INCOME MIDDLE 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 | 63               | 5                | 32              | 100          | 131             | 480          |
| December              | 2009 | 62               | 4                | 34              | 100          | 128             | 502          |
| January               | 2010 | 62               | 3                | 35              | 100          | 127             | 514          |
| February              | 2010 | 62               | 2                | 36              | 100          | 126             | 519          |
| March                 | 2010 | 61               | 5                | 35              | 100          | 126             | 517          |
| April                 | 2010 | 65               | 5                | 30              | 100          | 136             | 506          |
| May                   | 2010 | 66               | 7                | 27              | 100          | 139             | 484          |
| June                  | 2010 | 72               | 4                | 24              | 100          | 148             | 478          |
| July                  | 2010 | 67               | 5                | 28              | 100          | 139             | 468          |
| August                | 2010 | 66               | 3                | 31              | 100          | 135             | 488          |
| September             | 2010 | 61               | 5                | 34              | 100          | 127             | 478          |
| October               | 2010 | 60               | 4                | 36              | 100          | 123             | 511          |
| November              | 2010 | 61               | 5                | 34              | 100          | 128             | 496          |
| December              | 2010 | 62               | 4                | 34              | 100          | 129             | 500          |
| January               | 2011 | 62               | 5                | 33              | 100          | 129             | 468          |
| February              | 2011 | 60               | 4                | 36              | 100          | 124             | 487          |
| March                 | 2011 | 60               | 3                | 37              | 100          | 123             | 492          |
| April                 | 2011 | 62               | 3                | 34              | 100          | 128             | 500          |
| May                   | 2011 | 65               | 4                | 31              | 100          | 134             | 483          |
| June                  | 2011 | 63               | 4                | 33              | 100          | 130             | 489          |
| July                  | 2011 | 60               | 4                | 36              | 100          | 124             | 488          |
| August                | 2011 | 55               | 3                | 42              | 100          | 114             | 485          |
| September             | 2011 | 53               | 4                | 43              | 100          | 110             | 482          |
| October               | 2011 | 55               | 3                | 41              | 100          | 114             | 491          |
| November              | 2011 | 60               | 3                | 37              | 100          | 123             | 501          |
| December              | 2011 | 62               | 3                | 35              | 100          | 127             | 488          |
| January               | 2012 | 64               | 3                | 33              | 100          | 131             | 472          |
| February              | 2012 | 62               | 4                | 34              | 100          | 128             | 477          |
| March                 | 2012 | 61               | 5                | 34              | 100          | 127             | 475          |
| April                 | 2012 | 62               | 6                | 33              | 100          | 129             | 485          |
| May                   | 2012 | 62               | 5                | 33              | 100          | 129             | 471          |
| June                  | 2012 | 65               | 4                | 31              | 100          | 134             | 467          |
| July                  | 2012 | 63               | 6                | 32              | 100          | 131             | 468          |
| August                | 2012 | 65               | 6                | 29              | 100          | 136             | 473          |
| September             | 2012 | 65               | 6                | 28              | 100          | 137             | 486          |
| October               | 2012 | 65               | 6                | 29              | 100          | 136             | 499          |
| November              | 2012 | 66               | 5                | 29              | 100          | 137             | 483          |
| December              | 2012 | 65               | 5                | 30              | 100          | 135             | 482          |
| January               | 2013 | 67               | 5                | 28              | 100          | 138             | 471          |
| February              | 2013 | 63               | 5                | 31              | 100          | 132             | 475          |
| March                 | 2013 | 63               | 6                | 31              | 100          | 133             | 476          |
| April                 | 2013 | 63               | 5                | 32              | 100          | 131             | 467          |
| May                   | 2013 | 67               | 5                | 28              | 100          | 138             | 478          |
| June                  | 2013 | 66               | 6                | 28              | 100          | 138             | 477          |
| July                  | 2013 | 68               | 6                | 26              | 100          | 142             | 485          |
| August                | 2013 | 64               | 7                | 29              | 100          | 135             | 482          |
| September             | 2013 | 64               | 7                | 29              | 100          | 135             | 461          |
| October               | 2013 | 64               | 7                | 30              | 100          | 134             | 468          |
| November              | 2013 | 64               | 6                | 31              | 100          | 133             | 472          |
| December              | 2013 | 65               | 5                | 30              | 100          | 135             | 482          |
| January               | 2014 | 67               | 6                | 27              | 100          | 140             | 462          |



**INCOME MIDDLE 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         | 70               | 6                | 24              | 100          | 146             | 467          |
| March 2014            | 68               | 6                | 25              | 100          | 143             | 482          |
| April 2014            | 64               | 6                | 30              | 100          | 134             | 496          |
| May 2014              | 63               | 6                | 31              | 100          | 132             | 497          |
| June 2014             | 62               | 6                | 31              | 100          | 131             | 491          |
| July 2014             | 65               | 5                | 30              | 100          | 135             | 489          |
| August 2014           | 66               | 5                | 29              | 100          | 137             | 491          |
| September 2014        | 67               | 4                | 29              | 100          | 138             | 489          |
| October 2014          | 67               | 6                | 27              | 100          | 140             | 483          |
| November 2014         | 70               | 6                | 24              | 100          | 146             | 478          |
| December 2014         | 71               | 7                | 23              | 100          | 148             | 490          |
| January 2015          | 72               | 5                | 23              | 100          | 149             | 493          |
| February 2015         | 69               | 5                | 26              | 100          | 144             | 498          |
| March 2015            | 69               | 4                | 27              | 100          | 143             | 480          |
| April 2015            | 67               | 4                | 29              | 100          | 137             | 484          |
| May 2015              | 66               | 6                | 28              | 100          | 138             | 479          |
| June 2015             | 69               | 6                | 25              | 100          | 144             | 485          |
| July 2015             | 71               | 6                | 23              | 100          | 149             | 492          |
| August 2015           | 72               | 5                | 23              | 100          | 148             | 510          |
| September 2015        | 70               | 5                | 25              | 100          | 145             | 515          |
| October 2015          | 69               | 5                | 26              | 100          | 144             | 509          |
| November 2015         | 69               | 5                | 26              | 100          | 144             | 483          |
| December 2015         | 69               | 3                | 28              | 100          | 141             | 483          |
| January 2016          | 69               | 4                | 27              | 100          | 141             | 472          |
| February 2016         | 70               | 4                | 26              | 100          | 144             | 481          |
| March 2016            | 71               | 7                | 22              | 100          | 149             | 494          |
| April 2016            | 69               | 7                | 24              | 100          | 145             | 512          |
| May 2016              | 70               | 6                | 24              | 100          | 146             | 525          |
| June 2016             | 71               | 5                | 25              | 100          | 146             | 518          |
| July 2016             | 72               | 4                | 23              | 100          | 149             | 510          |
| August 2016           | 72               | 3                | 25              | 100          | 147             | 506          |
| September 2016        | 71               | 3                | 27              | 100          | 144             | 525          |
| October 2016          | 70               | 3                | 27              | 100          | 143             | 541          |
| November 2016         | 67               | 4                | 28              | 100          | 139             | 572          |
| December 2016         | 66               | 6                | 29              | 100          | 137             | 577          |
| January 2017          | 68               | 5                | 27              | 100          | 141             | 580          |
| February 2017         | 71               | 6                | 23              | 100          | 148             | 571          |
| March 2017            | 73               | 5                | 22              | 100          | 152             | 585          |
| April 2017            | 74               | 5                | 21              | 100          | 153             | 607          |
| May 2017              | 70               | 4                | 26              | 100          | 145             | 609          |
| June 2017             | 67               | 5                | 28              | 100          | 140             | 577          |
| July 2017             | 65               | 6                | 30              | 100          | 135             | 556          |
| August 2017           | 66               | 5                | 29              | 100          | 137             | 535          |
| September 2017        | 67               | 5                | 28              | 100          | 139             | 561          |
| October 2017          | 69               | 4                | 27              | 100          | 143             | 587          |
| November 2017         | 71               | 4                | 25              | 100          | 146             | 607          |
| December 2017         | 72               | 4                | 24              | 100          | 148             | 610          |
| January 2018          | 68               | 5                | 27              | 100          | 142             | 600          |
| February 2018         | 66               | 5                | 30              | 100          | 136             | 588          |
| March 2018            | 66               | 4                | 30              | 100          | 136             | 578          |
| April 2018            | 68               | 4                | 28              | 100          | 140             | 557          |
| May 2018              | 66               | 5                | 29              | 100          | 137             | 569          |