

INCOME MIDDLE THIRD

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TABLE 38

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

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

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price;	Prices	Interest	Borrow in	Times		High	Can't		Gas	Poor	
		Good	Won't Come	Rates	Advance	Good;	Fuel	Prices	Interest	Afford	Uncertain	Prices	Select.;
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
December	1979	18	19	1	2	1	10	28	16	3	1	12	8
January	1980	16	18	1	1	1	10	28	20	3	3	14	8
February	1980	17	19	1	2	1	12	26	19	2	3	14	10
March	1980	18	20	1	2	1	14	27	16	2	3	15	12
April	1980	18	17	2	2	1	15	27	20	4	2	12	10
May	1980	20	13	1	1	0	11	29	26	4	2	13	9
June	1980	22	9	2	1	0	7	29	27	4	2	12	8
July	1980	28	10	3	1	0	4	28	22	3	2	10	11
August	1980	29	12	4	1	0	5	26	16	5	2	7	11
September	1980	25	15	3	1	0	7	30	13	6	2	5	13
October	1980	20	16	2	1	0	11	29	14	7	2	5	12
November	1980	19	19	2	1	1	11	29	14	6	2	5	11
December	1980	18	18	2	2	1	9	28	22	6	2	4	9
January	1981	19	17	2	2	0	6	30	26	6	2	4	8
February	1981	18	15	2	3	0	4	33	32	5	3	5	8
March	1981	23	12	2	2	0	5	36	28	6	2	6	9
April	1981	22	15	1	1	0	5	34	24	7	2	6	9
May	1981	23	15	2	0	0	6	35	20	8	2	5	8
June	1981	18	16	2	0	0	5	34	23	7	2	3	6
July	1981	19	13	2	1	0	5	36	26	5	2	3	6
August	1981	20	15	3	1	0	5	30	31	5	2	2	6
September	1981	18	16	3	2	0	5	29	31	6	2	1	8
October	1981	18	15	4	1	0	4	30	31	7	2	0	7
November	1981	18	14	4	1	0	2	36	31	8	2	0	8
December	1981	23	13	5	0	0	1	36	29	8	2	1	8
January	1982	25	13	5	0	0	1	35	30	8	3	2	9
February	1982	29	10	4	0	0	1	33	28	9	4	2	8
March	1982	33	10	3	0	0	1	32	29	9	4	2	6
April	1982	35	7	3	0	0	1	32	30	9	5	1	7
May	1982	36	8	7	0	0	0	30	31	8	4	1	7
June	1982	33	6	8	1	0	0	30	30	8	4	2	8
July	1982	32	7	8	1	0	1	29	32	8	4	2	10
August	1982	27	6	6	1	1	1	31	32	9	3	2	10
September	1982	24	8	6	1	1	1	33	32	9	3	1	10
October	1982	25	8	9	1	1	1	33	25	9	3	1	7
November	1982	25	8	16	1	1	1	31	23	10	5	1	6
December	1982	28	7	21	2	1	1	26	21	10	6	0	6
January	1983	26	7	27	3	1	1	25	22	10	5	0	7
February	1983	27	7	31	2	2	1	26	17	8	3	0	6
March	1983	26	8	36	2	2	2	24	14	7	2	0	5
April	1983	27	8	40	1	3	2	23	11	6	3	0	4
May	1983	27	10	40	1	3	2	19	10	4	2	1	5
June	1983	26	10	43	1	3	1	18	9	4	2	1	5
July	1983	25	11	41	1	4	1	20	9	3	1	1	5
August	1983	26	11	39	2	3	1	19	7	5	1	1	4
September	1983	27	14	33	3	4	1	19	9	5	2	0	4
October	1983	27	16	26	3	4	2	20	9	5	1	0	4

INCOME MIDDLE THIRD

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
November	1983	25	17	23	3	4	3	21	11	4	1	0	4
December	1983	23	15	19	3	4	3	23	10	3	1	0	5
January	1984	25	14	20	2	4	2	22	10	2	1	0	4
February	1984	25	16	20	2	5	1	20	9	1	1	0	3
March	1984	24	18	21	2	6	1	18	8	1	1	0	3
April	1984	19	17	19	4	6	1	19	9	2	1	0	4
May	1984	18	18	15	5	6	1	18	11	2	2	0	4
June	1984	19	18	13	5	4	1	18	11	2	1	0	3
July	1984	20	21	16	5	3	2	18	11	3	1	0	2
August	1984	20	19	17	5	5	1	18	11	3	1	0	3
September	1984	22	18	16	6	5	1	21	12	3	1	0	4
October	1984	25	15	13	5	5	1	21	11	3	1	0	4
November	1984	25	14	15	4	4	1	23	12	4	1	0	3
December	1984	22	12	15	3	4	1	23	12	5	2	0	3
January	1985	24	13	19	2	5	1	22	12	5	2	0	3
February	1985	26	14	19	2	5	1	21	10	4	2	0	4
March	1985	31	16	22	2	4	1	20	5	4	2	0	4
April	1985	30	16	24	3	4	1	21	5	3	1	0	4
May	1985	27	15	25	3	5	1	21	5	4	1	0	3
June	1985	24	13	30	3	5	1	19	7	3	2	0	3
July	1985	25	13	31	3	5	1	17	7	3	2	0	3
August	1985	26	13	33	2	4	1	16	7	3	2	0	4
September	1985	28	12	37	1	3	1	16	7	3	1	0	5
October	1985	25	10	43	1	3	1	16	7	2	0	0	4
November	1985	25	9	47	2	3	1	15	7	2	0	0	2
December	1985	23	9	44	2	2	1	16	8	3	1	0	3
January	1986	25	9	44	2	3	0	16	7	4	1	0	3
February	1986	25	9	45	2	2	0	15	6	5	1	0	4
March	1986	25	7	52	2	3	0	15	3	3	0	0	3
April	1986	24	7	55	2	3	1	13	3	2	1	0	2
May	1986	24	6	61	2	3	0	11	2	3	1	0	1
June	1986	24	7	64	2	2	1	10	2	3	1	0	2
July	1986	22	9	64	2	3	1	12	2	3	1	0	2
August	1986	22	9	58	2	3	1	14	2	3	2	0	2
September	1986	21	9	62	3	3	0	13	4	2	2	0	2
October	1986	20	6	61	4	3	0	12	6	2	1	0	1
November	1986	21	5	58	4	2	0	13	10	1	0	0	1
December	1986	24	6	49	3	2	0	14	9	1	0	0	2
January	1987	26	7	42	2	1	0	16	7	2	1	0	3
February	1987	27	7	41	2	2	1	15	4	2	2	0	4
March	1987	25	5	40	1	3	0	17	5	2	2	0	3
April	1987	29	6	42	3	3	1	16	5	1	2	0	3
May	1987	28	10	43	3	3	0	16	5	2	1	0	2
June	1987	31	13	40	4	2	1	17	6	2	1	0	2
July	1987	31	14	37	4	3	1	16	7	3	1	0	2
August	1987	32	12	34	5	2	1	16	7	3	0	1	4
September	1987	32	11	37	5	2	0	14	5	2	1	1	4
October	1987	31	13	34	5	1	0	17	6	3	1	1	4
November	1987	31	13	29	5	1	0	18	7	3	5	1	3
December	1987	31	14	22	5	1	0	19	10	4	5	0	3

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
January	1988	31	12	23	4	2	0	17	9	3	5	0	3
February	1988	31	13	23	3	3	0	18	8	3	2	0	4
March	1988	31	10	23	4	4	1	20	7	4	2	1	4
April	1988	32	10	23	3	3	1	19	9	5	2	1	4
May	1988	33	9	23	3	3	1	17	7	5	1	1	3
June	1988	32	11	21	3	3	1	15	6	3	1	0	3
July	1988	31	12	18	3	4	0	15	5	3	2	0	3
August	1988	30	14	18	4	4	0	16	7	2	3	0	3
September	1988	31	13	15	5	5	0	15	8	2	4	0	3
October	1988	33	13	12	8	6	0	16	9	1	3	0	3
November	1988	34	12	12	8	6	0	17	8	1	2	0	3
December	1988	30	14	12	9	6	0	19	8	2	2	0	2
January	1989	27	15	14	7	6	0	19	6	1	2	0	3
February	1989	29	15	14	7	6	0	18	7	2	2	0	3
March	1989	30	13	16	6	5	0	19	9	1	2	0	4
April	1989	32	12	23	6	3	0	18	10	2	2	0	4
May	1989	30	11	26	5	3	0	16	10	2	2	1	4
June	1989	31	11	30	3	2	0	16	8	4	2	2	3
July	1989	33	12	26	2	2	0	18	6	3	2	2	3
August	1989	39	11	25	2	1	0	21	7	3	2	1	4
September	1989	39	11	22	3	2	0	21	7	2	2	0	4
October	1989	39	12	17	3	2	1	21	9	4	2	0	4
November	1989	37	12	14	3	2	0	22	8	5	1	0	3
December	1989	40	13	12	1	1	0	21	7	4	1	0	4
January	1990	43	10	13	2	1	0	21	6	4	2	0	4
February	1990	44	12	12	2	1	0	20	7	3	2	0	3
March	1990	47	11	13	2	2	1	19	6	3	2	0	4
April	1990	47	12	14	2	2	1	19	7	3	2	0	3
May	1990	47	13	16	1	2	1	17	6	3	2	0	4
June	1990	45	14	15	2	2	0	16	9	2	2	0	3
July	1990	41	15	13	2	1	0	16	9	2	2	0	4
August	1990	36	16	10	3	1	1	19	11	2	2	2	5
September	1990	34	15	10	3	0	2	18	9	2	3	5	4
October	1990	34	11	10	4	0	3	18	10	4	6	8	5
November	1990	35	9	9	2	0	3	16	11	6	9	8	4
December	1990	34	8	7	2	1	1	16	13	8	12	8	5
January	1991	32	8	8	1	1	1	17	12	10	13	6	4
February	1991	34	4	9	1	1	1	16	9	10	13	6	4
March	1991	36	5	10	0	1	1	16	6	11	10	4	4
April	1991	42	7	12	0	1	0	16	6	9	7	2	4
May	1991	44	7	14	0	2	0	17	5	10	4	1	3
June	1991	48	6	14	0	2	1	17	6	9	5	0	2
July	1991	49	5	16	0	3	1	17	5	6	5	0	2
August	1991	49	8	18	1	2	0	16	5	7	5	0	1
September	1991	44	8	16	1	3	0	17	5	8	5	0	1
October	1991	40	10	14	1	1	0	19	4	11	5	0	2
November	1991	39	8	14	1	1	0	22	6	11	9	0	3
December	1991	43	7	17	1	0	0	22	7	11	10	0	4
January	1992	45	4	20	1	0	1	20	8	11	11	0	3
February	1992	44	3	22	1	2	1	18	5	11	12	0	2
March	1992	43	4	23	1	2	1	19	3	11	11	0	1

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(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
April	1992	40	5	26	1	1	0	19	2	10	11	0	1
May	1992	41	7	28	1	1	0	19	3	8	8	0	1
June	1992	43	6	32	2	1	0	15	3	6	7	1	1
July	1992	44	7	28	2	2	0	16	4	5	6	1	2
August	1992	44	7	25	1	2	0	17	4	6	8	0	2
September	1992	42	8	23	1	2	0	19	4	8	9	0	2
October	1992	42	7	24	1	2	0	17	4	8	8	0	2
November	1992	41	7	25	2	2	0	14	5	7	9	1	2
December	1992	40	6	25	2	3	0	13	6	6	8	1	2
January	1993	40	6	25	3	4	0	12	5	6	7	1	1
February	1993	41	5	23	2	5	0	15	4	7	6	1	1
March	1993	35	6	24	2	5	0	17	4	8	7	1	1
April	1993	32	6	27	2	5	0	18	3	8	7	1	2
May	1993	29	8	32	3	4	0	17	2	9	7	1	3
June	1993	30	7	34	3	5	1	15	1	8	6	1	2
July	1993	33	7	37	2	4	1	15	3	8	7	0	2
August	1993	34	8	35	2	3	1	17	3	7	6	0	1
September	1993	35	9	33	2	2	1	17	3	6	6	0	2
October	1993	33	10	32	2	3	0	17	2	6	4	0	1
November	1993	32	9	36	2	4	0	17	2	7	4	0	2
December	1993	34	7	39	3	7	0	16	2	7	3	0	2
January	1994	33	7	39	3	8	1	14	2	8	3	0	3
February	1994	34	6	39	2	9	1	13	2	5	2	0	3
March	1994	30	9	36	2	9	1	15	3	5	2	0	2
April	1994	32	11	38	2	8	1	16	3	3	1	0	1
May	1994	30	10	35	4	8	0	17	3	3	2	0	2
June	1994	33	10	34	4	8	1	15	3	2	2	0	2
July	1994	30	10	31	4	6	1	17	4	3	3	0	2
August	1994	29	12	28	4	6	1	18	5	4	2	0	1
September	1994	26	12	27	4	4	0	20	6	4	3	0	1
October	1994	28	12	26	4	6	1	20	6	4	2	0	2
November	1994	27	10	26	4	7	2	18	6	5	2	0	2
December	1994	26	10	23	5	8	2	18	6	6	2	0	2
January	1995	28	10	20	6	9	1	18	7	6	2	0	2
February	1995	26	12	20	6	8	0	18	8	6	2	0	3
March	1995	28	12	18	6	8	0	21	9	5	2	0	3
April	1995	26	12	18	6	7	1	21	10	5	1	0	3
May	1995	31	13	18	5	5	1	23	8	5	1	0	2
June	1995	31	14	20	3	6	1	20	6	4	2	0	2
July	1995	32	15	20	2	5	1	20	5	5	3	0	1
August	1995	28	14	23	3	7	0	21	6	5	4	0	1
September	1995	28	12	23	3	8	0	22	6	6	4	0	1
October	1995	29	11	21	3	7	0	21	4	6	3	0	1
November	1995	31	10	18	3	6	1	21	3	7	3	0	1
December	1995	32	9	18	2	5	1	21	3	8	3	0	1
January	1996	31	10	18	3	5	1	23	3	7	4	0	1
February	1996	31	11	21	2	6	0	23	3	6	3	0	1
March	1996	29	11	22	3	6	0	24	3	5	4	0	2
April	1996	26	9	24	1	5	0	25	3	4	3	0	2
May	1996	25	8	23	1	5	0	26	4	4	2	1	2
June	1996	24	8	24	1	5	0	24	4	4	3	1	1

INCOME MIDDLE THIRD

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.		High Interest Rates	Can't Afford To Buy		Gas Prices Shortages	Poor Select.;; Quality
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
July	1996	25	10	25	3	6	0	23	4	4	2	1	1
August	1996	26	11	27	3	6	0	20	4	4	2	0	1
September	1996	26	14	23	4	7	0	21	4	4	2	0	2
October	1996	26	13	22	3	6	1	24	4	4	2	0	2
November	1996	26	12	19	2	6	1	25	4	4	1	0	2
December	1996	27	11	19	2	6	1	24	3	4	1	0	2
January	1997	27	11	16	2	9	0	22	3	4	1	0	1
February	1997	26	11	18	2	10	1	24	3	4	1	0	2
March	1997	24	12	19	2	12	1	25	3	5	1	0	2
April	1997	25	10	19	3	9	1	23	4	6	1	0	2
May	1997	29	11	21	3	9	0	20	4	4	2	0	1
June	1997	31	10	22	3	9	0	16	3	3	1	0	1
July	1997	31	10	22	2	11	0	16	3	2	1	0	1
August	1997	27	9	20	2	9	0	15	4	2	1	0	2
September	1997	28	8	20	1	8	0	18	3	2	1	0	2
October	1997	24	8	23	1	7	0	18	4	2	1	0	3
November	1997	26	8	19	1	7	0	20	3	2	1	0	3
December	1997	22	7	17	1	5	1	20	3	2	1	0	2
January	1998	24	6	17	1	5	1	18	2	2	1	0	1
February	1998	26	6	21	1	5	1	16	2	1	1	0	1
March	1998	27	5	26	1	7	0	17	1	2	1	0	1
April	1998	28	5	26	1	7	0	17	2	2	1	0	2
May	1998	25	5	26	1	8	0	18	2	2	0	0	1
June	1998	25	6	26	0	10	0	15	3	1	0	0	1
July	1998	24	6	28	0	9	0	17	2	1	1	0	1
August	1998	25	6	28	1	9	0	15	1	1	1	0	1
September	1998	28	5	26	1	7	0	14	1	2	1	0	1
October	1998	28	5	26	0	8	0	12	1	2	1	0	1
November	1998	30	5	30	1	7	0	12	1	1	1	0	2
December	1998	28	4	34	1	6	0	14	1	1	1	0	2
January	1999	29	6	36	1	8	0	13	1	2	1	0	2
February	1999	30	7	34	0	8	0	13	2	2	2	0	1
March	1999	32	8	34	0	9	0	13	2	1	1	0	1
April	1999	29	7	34	1	9	0	16	2	1	1	1	1
May	1999	26	7	33	1	11	0	18	2	1	0	1	2
June	1999	22	8	28	1	11	0	18	1	1	1	1	1
July	1999	24	9	27	1	12	0	16	2	1	1	0	2
August	1999	23	8	25	1	12	0	15	3	1	1	0	3
September	1999	22	7	26	1	12	0	17	3	2	1	0	3
October	1999	20	7	23	1	10	0	18	3	2	1	0	2
November	1999	23	6	22	1	10	0	17	1	2	1	0	2
December	1999	24	6	20	1	9	0	15	2	1	1	0	2
January	2000	23	5	19	1	9	0	15	3	1	1	0	2
February	2000	22	6	16	3	10	1	15	4	1	1	1	1
March	2000	21	6	16	3	13	1	13	4	0	1	5	1
April	2000	24	8	15	4	15	2	12	4	1	1	6	1
May	2000	23	7	19	4	14	1	13	6	1	1	6	1
June	2000	23	8	20	5	11	2	14	5	1	1	5	1
July	2000	22	8	20	3	9	1	13	6	1	0	6	1
August	2000	25	9	17	2	9	2	14	5	2	0	6	1
September	2000	28	7	17	0	11	1	12	5	1	0	5	1

INCOME MIDDLE THIRD

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price;	Prices	Interest	Borrow in	Times		High	Can't		Gas	Poor	
		Good	Won't Come	Rates	Advance	Good;	Fuel	Prices	Interest	Afford	Uncertain	Prices	Select.;
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
October	2000	27	10	17	2	10	1	11	5	1	1	2	1
November	2000	25	9	18	2	10	1	10	4	0	1	4	1
December	2000	24	9	18	2	10	1	10	4	1	1	3	2
January	2001	28	5	18	2	9	1	11	5	3	2	5	2
February	2001	30	5	21	1	7	1	10	4	4	2	4	2
March	2001	32	4	24	1	4	0	11	4	5	3	4	1
April	2001	30	3	28	0	5	0	10	4	6	4	4	1
May	2001	28	3	29	0	5	0	10	4	6	4	5	1
June	2001	24	4	26	0	6	0	12	4	6	5	7	1
July	2001	28	4	27	0	4	1	13	3	5	4	6	2
August	2001	31	4	25	0	5	1	14	2	5	4	5	3
September	2001	36	3	26	0	4	1	10	2	4	5	3	2
October	2001	38	2	33	0	3	1	7	2	4	7	2	1
November	2001	36	1	46	0	1	1	4	2	4	7	1	0
December	2001	36	1	58	1	0	0	2	2	4	5	0	0
January	2002	35	1	64	1	1	0	4	4	5	4	0	1
February	2002	36	1	56	1	2	0	5	3	5	4	0	1
March	2002	38	1	52	1	3	0	6	3	5	3	1	1
April	2002	36	1	45	1	3	0	5	3	5	3	1	1
May	2002	35	2	43	1	3	0	8	3	6	3	1	1
June	2002	35	3	40	1	3	0	9	3	6	4	1	0
July	2002	39	3	41	1	4	0	8	4	5	3	1	0
August	2002	41	3	40	1	3	0	6	4	6	3	0	0
September	2002	38	3	46	1	3	0	5	4	6	4	0	0
October	2002	35	2	49	1	2	0	6	3	7	4	1	0
November	2002	31	1	56	1	1	0	5	3	6	4	1	0
December	2002	30	1	56	1	1	1	5	3	6	4	1	0
January	2003	32	1	51	1	1	1	4	2	5	5	0	0
February	2003	32	3	48	1	1	1	8	2	5	6	4	1
March	2003	34	2	45	1	1	1	9	2	5	8	6	2
April	2003	32	2	46	1	1	1	9	3	5	8	7	2
May	2003	35	2	49	1	1	1	7	3	5	7	4	1
June	2003	35	1	53	1	2	1	5	2	5	4	2	1
July	2003	35	2	54	1	2	0	5	2	4	4	0	1
August	2003	33	3	52	1	3	0	6	3	5	4	1	0
September	2003	36	4	48	1	3	0	8	3	5	3	1	0
October	2003	38	4	45	0	2	1	10	2	5	2	3	0
November	2003	41	3	46	0	2	1	8	3	3	2	2	1
December	2003	38	3	46	0	3	1	8	3	4	3	2	1
January	2004	35	3	45	1	4	0	10	4	4	3	1	1
February	2004	31	4	43	1	4	1	12	4	5	2	1	1
March	2004	32	4	42	1	2	1	13	3	3	2	2	0
April	2004	33	3	41	1	2	1	10	3	3	2	5	2
May	2004	32	3	39	2	2	3	9	3	3	2	8	2
June	2004	31	3	37	3	3	5	8	4	3	2	12	4
July	2004	32	4	37	2	2	5	8	5	3	2	11	3
August	2004	34	3	36	1	3	3	10	4	3	3	12	3
September	2004	35	4	36	2	4	1	10	4	3	3	8	2
October	2004	35	5	35	2	4	1	10	4	3	3	6	2
November	2004	36	5	32	2	4	2	10	4	4	3	5	2
December	2004	35	5	32	2	5	2	9	4	4	2	4	2

INCOME MIDDLE THIRD

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
January	2005	38	4	29	2	6	2	11	5	3	3	4	2
February	2005	37	5	31	3	6	2	12	4	3	1	2	3
March	2005	32	5	28	3	4	3	14	5	3	1	7	4
April	2005	29	4	28	3	4	4	13	5	3	1	12	6
May	2005	30	5	25	3	3	5	12	5	3	2	15	7
June	2005	39	5	24	3	2	5	11	3	3	2	14	6
July	2005	44	4	23	3	2	3	11	3	3	1	12	4
August	2005	50	4	20	1	1	2	10	3	2	1	11	2
September	2005	50	4	18	1	1	4	10	2	2	1	15	5
October	2005	45	5	16	2	1	6	10	3	3	2	19	5
November	2005	40	5	17	2	2	8	10	2	5	2	21	7
December	2005	41	4	16	2	3	8	10	4	5	1	18	6
January	2006	42	3	16	2	5	6	10	5	5	1	15	7
February	2006	43	4	17	2	5	6	11	5	5	1	12	7
March	2006	43	3	18	1	5	5	13	5	6	2	9	6
April	2006	39	4	16	1	4	6	13	5	6	3	10	5
May	2006	35	3	12	1	4	8	12	5	4	4	16	8
June	2006	32	4	10	2	3	9	11	5	3	4	19	10
July	2006	35	3	11	2	3	9	11	3	2	3	18	12
August	2006	37	4	13	3	2	8	12	5	3	3	17	11
September	2006	37	4	15	3	2	7	10	5	3	2	18	9
October	2006	37	4	16	2	2	7	9	6	3	1	18	8
November	2006	41	3	17	1	3	6	9	5	4	1	13	7
December	2006	42	4	15	1	3	5	11	5	7	2	8	5
January	2007	40	5	14	1	3	5	12	5	7	1	8	5
February	2007	38	4	12	2	3	5	12	6	7	3	7	5
March	2007	39	4	16	1	2	5	12	6	6	2	8	5
April	2007	39	3	19	1	2	4	12	5	7	3	8	4
May	2007	40	3	20	1	2	5	12	4	6	1	10	4
June	2007	38	3	16	1	2	9	12	5	5	2	14	6
July	2007	38	4	15	1	2	8	12	4	4	2	14	7
August	2007	36	4	14	1	2	7	10	4	4	3	13	7
September	2007	37	4	17	1	2	4	9	4	6	2	11	6
October	2007	39	4	18	1	2	4	7	6	7	3	8	4
November	2007	38	3	18	1	2	5	9	7	8	3	9	3
December	2007	38	3	16	1	2	5	10	9	9	3	9	3
January	2008	34	2	15	0	1	5	11	8	10	3	10	6
February	2008	37	2	14	0	1	4	11	6	10	3	10	7
March	2008	35	3	16	0	1	5	11	5	12	4	10	8
April	2008	36	4	16	1	1	5	10	5	14	5	12	6
May	2008	34	5	14	1	1	8	10	6	14	7	14	8
June	2008	34	3	11	0	0	11	9	5	12	7	19	10
July	2008	34	2	9	0	0	11	10	5	11	6	22	13
August	2008	38	1	9	0	0	11	8	4	12	4	22	15
September	2008	39	1	9	0	1	10	8	5	13	5	17	15
October	2008	43	1	11	0	1	9	8	9	14	7	14	13
November	2008	44	0	12	0	0	6	8	11	15	9	11	10
December	2008	49	0	11	0	0	4	8	11	13	11	6	6
January	2009	54	0	9	0	0	2	6	7	13	11	3	6
February	2009	58	0	10	0	1	2	6	6	12	11	2	5

INCOME MIDDLE THIRD

TABLE 38

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
March	2009	61	0	13	0	1	1	5	8	11	13	2	5
April	2009	59	0	13	0	1	1	5	8	10	13	1	3
May	2009	59	0	16	0	1	2	5	7	11	11	2	3
June	2009	58	1	14	0	0	2	6	7	11	9	1	3
July	2009	57	1	12	0	0	2	7	7	11	9	2	3
August	2009	55	1	8	0	0	2	6	7	10	11	2	3
September	2009	54	2	8	0	1	3	7	6	10	12	2	4
October	2009	56	2	11	0	1	3	9	6	10	10	2	4
November	2009	54	2	10	0	2	4	11	6	11	8	2	4
December	2009	57	2	14	0	1	3	11	6	11	9	2	4
January	2010	56	2	13	0	1	3	10	5	11	9	2	4
February	2010	56	2	16	0	1	3	10	7	11	9	2	4
March	2010	51	2	17	0	2	4	9	7	12	9	2	4
April	2010	55	2	20	0	3	4	6	7	10	9	2	3
May	2010	55	2	20	0	4	3	6	5	10	9	2	3
June	2010	60	2	23	0	4	3	6	4	8	8	3	3
July	2010	55	1	20	0	3	4	8	4	10	8	2	5
August	2010	53	1	22	1	2	5	11	5	11	9	3	4
September	2010	50	1	21	1	1	5	12	6	15	9	2	4
October	2010	49	2	22	0	1	4	12	7	16	10	2	3
November	2010	50	1	21	0	1	4	10	7	14	10	1	3
December	2010	49	1	21	0	1	3	12	6	13	9	1	3
January	2011	47	2	20	0	2	4	13	8	13	8	2	3
February	2011	45	3	18	1	1	4	14	8	14	6	3	3
March	2011	43	3	18	0	2	6	12	7	13	6	6	4
April	2011	41	3	20	1	1	8	11	6	9	7	8	4
May	2011	41	3	21	1	1	12	11	5	6	6	9	5
June	2011	40	4	19	1	1	12	13	5	8	6	8	6
July	2011	38	4	16	0	1	11	15	5	11	6	5	5
August	2011	34	4	17	1	1	6	15	7	16	6	4	6
September	2011	36	3	16	1	2	5	14	8	18	10	3	4
October	2011	36	3	21	1	3	3	13	7	18	12	4	4
November	2011	40	3	21	0	2	6	14	5	14	12	3	2
December	2011	39	4	25	0	2	6	14	6	12	10	3	2
January	2012	41	3	21	1	4	7	12	7	12	11	2	2
February	2012	39	2	22	1	5	6	13	7	11	11	3	3
March	2012	39	2	21	0	6	7	14	5	12	11	5	3
April	2012	37	3	27	0	5	7	14	3	11	8	6	5
May	2012	38	3	25	0	6	8	13	4	13	7	6	5
June	2012	40	3	27	0	5	8	13	5	13	6	4	5
July	2012	40	3	23	0	4	6	14	8	14	6	3	3
August	2012	41	4	25	0	3	5	13	7	12	7	3	2
September	2012	40	4	24	0	4	6	12	6	10	7	3	1
October	2012	39	4	25	1	4	8	12	4	11	7	3	2
November	2012	37	3	25	1	4	8	14	5	10	6	2	3
December	2012	37	3	25	1	4	8	14	5	11	7	2	4
January	2013	39	3	24	0	5	7	13	6	10	7	2	4
February	2013	40	4	23	0	4	6	13	6	11	6	3	3
March	2013	38	6	23	0	5	5	16	6	11	5	3	3
April	2013	33	6	24	1	6	5	16	6	12	5	3	4
May	2013	31	6	27	1	8	6	13	4	10	6	2	5

INCOME MIDDLE THIRD

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price;	Prices	Interest	Borrow in	Times	Fuel	Prices	High	Can't	Uncertain	Gas	Poor
		Good	Won't Come	Rates	Advance	Good;			Interest	Afford		Prices	Select.;
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
June	2013	30	3	27	1	9	6	12	4	9	5	2	5
July	2013	33	4	30	1	9	7	11	4	9	4	2	4
August	2013	32	4	29	1	8	5	13	5	9	4	3	2
September	2013	32	5	31	2	6	3	14	6	8	6	2	2
October	2013	30	5	28	2	5	3	13	6	9	6	2	2
November	2013	28	6	25	2	6	3	13	6	9	8	1	3
December	2013	28	7	22	1	8	5	14	5	10	7	1	3
January	2014	31	6	23	1	8	4	13	4	8	8	1	2
February	2014	35	5	27	1	7	5	15	4	8	7	1	1
March	2014	36	5	26	1	6	5	14	5	9	7	1	1
April	2014	33	6	22	1	7	6	16	6	11	6	2	3
May	2014	30	8	18	2	8	5	15	5	10	5	3	5
June	2014	30	8	17	2	9	5	16	5	8	5	4	6
July	2014	32	8	19	2	9	4	16	5	5	5	3	6
August	2014	32	7	22	2	9	4	15	6	5	5	3	6
September	2014	30	6	25	1	9	5	15	5	6	4	1	5
October	2014	30	5	26	1	8	5	14	5	7	4	1	4
November	2014	33	5	26	2	9	5	13	4	6	5	0	3
December	2014	33	5	27	2	8	4	12	6	5	5	1	3
January	2015	31	5	28	2	11	4	12	5	5	3	1	5
February	2015	30	5	26	1	11	4	13	5	7	4	2	4
March	2015	29	5	24	2	12	6	13	4	8	4	2	4
April	2015	26	6	24	3	13	5	15	4	9	5	2	4
May	2015	23	6	24	3	13	5	16	4	8	4	1	6
June	2015	25	5	29	2	13	3	14	2	7	4	1	5
July	2015	31	4	31	1	12	3	14	2	6	4	1	4
August	2015	31	3	34	2	10	3	14	3	7	4	1	2
September	2015	29	3	30	1	9	4	14	4	7	4	1	3
October	2015	28	4	28	1	9	4	14	5	6	5	1	3
November	2015	28	4	24	2	11	5	15	5	5	5	1	4
December	2015	29	5	23	3	10	4	15	5	6	5	1	4
January	2016	29	4	23	3	11	4	15	5	6	4	1	4
February	2016	32	3	25	4	9	2	13	4	7	4	1	3
March	2016	30	4	27	3	11	3	11	4	6	6	0	2
April	2016	28	5	28	3	8	4	12	4	6	6	0	3
May	2016	26	6	30	3	11	4	14	3	4	5	1	3
June	2016	29	4	30	4	10	4	14	5	5	4	1	4
July	2016	29	5	33	3	11	2	14	3	4	4	1	3
August	2016	28	5	32	2	10	3	14	4	5	5	0	2
September	2016	25	5	31	2	10	3	16	3	4	5	0	2
October	2016	24	4	27	2	11	3	15	3	5	4	1	3
November	2016	22	4	26	1	9	2	16	4	5	3	1	3
December	2016	24	4	25	2	12	2	15	5	6	4	1	3
January	2017	24	4	24	3	13	2	14	4	4	4	1	3
February	2017	26	5	22	4	15	2	13	4	2	5	1	3
March	2017	25	6	21	5	16	2	13	3	2	5	1	3
April	2017	25	8	20	5	17	2	14	3	2	4	1	2
May	2017	26	7	19	5	15	3	16	4	2	4	0	2
June	2017	27	7	17	3	13	4	17	4	3	4	1	2
July	2017	31	6	17	2	10	4	18	5	3	5	1	3
August	2017	29	6	18	2	13	3	17	5	3	4	1	4

INCOME MIDDLE THIRD

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
September	2017	30	6	19	2	13	3	18	5	3	4	1	3
October	2017	27	5	20	3	14	3	17	4	3	4	1	3
November	2017	28	6	19	3	13	3	15	4	3	3	1	4
December	2017	26	6	20	4	14	3	14	4	2	3	0	4
January	2018	26	5	19	4	14	3	16	5	2	3	0	4
February	2018	25	5	19	6	14	2	18	5	3	4	1	3
March	2018	23	9	18	5	13	2	19	5	3	4	1	3
April	2018	23	10	17	6	14	1	17	4	3	3	0	2
May	2018	23	11	16	4	14	1	16	5	2	4	1	4
June	2018	25	8	16	4	14	2	16	6	3	4	2	3
July	2018	24	7	15	3	14	1	18	7	4	4	3	4
August	2018	22	8	14	3	15	1	19	7	4	2	2	2
September	2018	20	10	12	2	16	1	19	6	4	3	1	3
October	2018	18	10	10	2	16	1	21	6	3	3	1	3
November	2018	19	8	9	2	16	1	23	6	3	3	1	3
December	2018	22	6	9	3	15	1	25	6	4	3	1	3
January	2019	25	5	11	3	13	1	23	6	4	4	1	2
February	2019	26	6	13	3	12	1	19	6	3	5	1	3
March	2019	25	6	14	3	14	1	19	6	2	4	1	3
April	2019	23	6	14	3	18	2	18	6	2	3	1	3
May	2019	23	5	15	2	19	2	21	6	3	3	1	3
June	2019	22	7	15	2	20	1	21	6	3	3	1	3
July	2019	23	9	17	1	19	1	23	4	3	5	2	4
August	2019	22	8	17	1	18	1	23	6	4	5	1	3
September	2019	23	6	18	0	18	1	23	5	4	6	1	3
October	2019	24	4	18	0	17	1	22	5	4	5	1	2
November	2019	26	4	19	0	16	1	24	3	3	5	1	3
December	2019	24	6	19	0	17	1	23	3	3	4	1	3
January	2020	23	6	19	1	18	2	23	4	4	3	1	2
February	2020	22	6	20	1	19	3	21	4	3	3	0	2
March	2020	25	5	22	1	17	3	18	4	4	6	1	3
April	2020	31	2	23	1	12	1	13	4	8	13	0	3
May	2020	40	1	25	0	9	0	9	5	11	16	0	2
June	2020	48	1	28	0	4	0	7	5	12	18	0	1
July	2020	49	1	28	0	4	0	8	6	11	17	0	0
August	2020	46	1	27	0	4	0	10	6	10	18	0	1
September	2020	43	1	23	0	7	0	11	5	10	15	0	2
October	2020	42	1	25	0	8	0	13	4	10	12	0	2
November	2020	38	2	23	0	9	1	10	3	10	12	0	2
December	2020	35	2	24	1	7	1	11	4	13	14	0	2
January	2021	34	3	22	1	7	1	10	5	12	16	0	3
February	2021	32	3	22	1	7	1	13	6	13	14	1	2
March	2021	29	4	19	0	9	1	15	5	9	15	1	2
April	2021	24	5	19	1	9	1	18	4	8	13	2	1
May	2021	21	4	18	1	10	1	23	4	6	11	2	2
June	2021	18	3	17	1	9	1	28	4	5	8	1	3
July	2021	18	3	14	0	9	1	33	4	4	6	1	3
August	2021	18	3	12	1	6	1	39	3	4	5	1	2
September	2021	15	3	10	1	5	1	42	2	4	6	1	3
October	2021	14	2	9	1	3	0	44	2	4	6	2	3
November	2021	11	3	7	1	4	0	46	2	4	5	2	3

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good <u>Buys</u>	Prices Won't Come <u>Down</u>	Interest Rates <u>Low</u>	Borrow in Advance <u>Rising Rates</u>	Times Good; <u>Prosper.</u>	Fuel <u>Effic.</u>	Prices <u>High</u>	Interest <u>Rates</u>	Can't Afford <u>To Buy</u>	Uncertain <u>Future</u>	Gas Prices <u>Shortages</u>	Poor Select.; <u>Quality</u>
<u>Date of Survey</u>													
December	2021	12	3	6	1	3	0	51	3	3	3	2	3
January	2022	9	4	5	1	2	1	56	4	5	2	2	2
February	2022	9	5	6	0	2	1	58	4	4	2	1	1
March	2022	8	4	5	0	3	2	58	5	4	2	2	2