# INCOME MIDDLE THIRD
# TABLE 38
## SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
## (Three Month Moving Averages)

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

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

| | | GOOD TIME TO BUY | | | | | | | BAD TIME TO BUY | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| December | 1979 | 18 | 19 | 1 | 2 | 1 | 10 | 0 | 28 | 16 | 3 | 1 | 12 | 8 | 0 |
| January | 1980 | 16 | 18 | 1 | 1 | 1 | 10 | 1 | 28 | 20 | 3 | 3 | 14 | 8 | 0 |
| February | 1980 | 17 | 19 | 1 | 2 | 1 | 12 | 1 | 26 | 19 | 2 | 3 | 14 | 10 | 0 |
| March | 1980 | 18 | 20 | 1 | 2 | 1 | 14 | 1 | 27 | 16 | 2 | 3 | 15 | 12 | 0 |
| April | 1980 | 18 | 17 | 2 | 2 | 1 | 15 | 0 | 27 | 20 | 4 | 2 | 12 | 10 | 0 |
| May | 1980 | 20 | 13 | 1 | 1 | 0 | 11 | 0 | 29 | 26 | 4 | 2 | 13 | 9 | 1 |
| June | 1980 | 22 | 9 | 2 | 1 | 0 | 7 | 0 | 29 | 27 | 4 | 2 | 12 | 8 | 0 |
| July | 1980 | 28 | 10 | 3 | 1 | 0 | 4 | 0 | 28 | 22 | 3 | 2 | 10 | 11 | 0 |
| August | 1980 | 29 | 12 | 4 | 1 | 0 | 5 | 0 | 26 | 16 | 5 | 2 | 7 | 11 | 0 |
| September | 1980 | 25 | 15 | 3 | 1 | 0 | 7 | 0 | 30 | 13 | 6 | 2 | 5 | 13 | 0 |
| October | 1980 | 20 | 16 | 2 | 1 | 0 | 11 | 0 | 29 | 14 | 7 | 2 | 5 | 12 | 0 |
| November | 1980 | 19 | 19 | 2 | 1 | 1 | 11 | 0 | 29 | 14 | 6 | 2 | 5 | 11 | 0 |
| December | 1980 | 18 | 18 | 2 | 2 | 1 | 9 | 0 | 28 | 22 | 6 | 2 | 4 | 9 | 0 |
| January | 1981 | 19 | 17 | 2 | 2 | 0 | 6 | 0 | 30 | 26 | 6 | 2 | 4 | 8 | 0 |
| February | 1981 | 18 | 15 | 2 | 3 | 0 | 4 | 0 | 33 | 32 | 5 | 3 | 5 | 8 | 0 |
| March | 1981 | 23 | 12 | 2 | 2 | 0 | 5 | 0 | 36 | 28 | 6 | 2 | 6 | 9 | 0 |
| April | 1981 | 22 | 15 | 1 | 1 | 0 | 5 | 0 | 34 | 24 | 7 | 2 | 6 | 9 | 0 |
| May | 1981 | 23 | 15 | 2 | 0 | 0 | 6 | 0 | 35 | 20 | 8 | 2 | 5 | 8 | 0 |
| June | 1981 | 18 | 16 | 2 | 0 | 0 | 5 | 0 | 34 | 23 | 7 | 2 | 3 | 6 | 0 |
| July | 1981 | 19 | 13 | 2 | 1 | 0 | 5 | 0 | 36 | 26 | 5 | 2 | 3 | 6 | 0 |
| August | 1981 | 20 | 15 | 3 | 1 | 0 | 5 | 0 | 30 | 31 | 5 | 2 | 2 | 6 | 0 |
| September | 1981 | 18 | 16 | 3 | 2 | 0 | 5 | 0 | 29 | 31 | 6 | 2 | 1 | 8 | 0 |
| October | 1981 | 18 | 15 | 4 | 1 | 0 | 4 | 0 | 30 | 31 | 7 | 2 | 0 | 7 | 1 |
| November | 1981 | 18 | 14 | 4 | 1 | 0 | 2 | 0 | 36 | 31 | 8 | 2 | 0 | 8 | 1 |
| December | 1981 | 23 | 13 | 5 | 0 | 0 | 1 | 0 | 36 | 29 | 8 | 2 | 1 | 8 | 1 |
| January | 1982 | 25 | 13 | 5 | 0 | 0 | 1 | 0 | 35 | 30 | 8 | 3 | 2 | 9 | 0 |
| February | 1982 | 29 | 10 | 4 | 0 | 0 | 1 | 0 | 33 | 28 | 9 | 4 | 2 | 8 | 0 |
| March | 1982 | 33 | 10 | 3 | 0 | 0 | 1 | 0 | 32 | 29 | 9 | 4 | 2 | 6 | 0 |
| April | 1982 | 35 | 7 | 3 | 0 | 0 | 1 | 0 | 32 | 30 | 9 | 5 | 1 | 7 | 0 |
| May | 1982 | 36 | 8 | 7 | 0 | 0 | 0 | 0 | 30 | 31 | 8 | 4 | 1 | 7 | 0 |
| June | 1982 | 33 | 6 | 8 | 1 | 0 | 0 | 0 | 30 | 30 | 8 | 4 | 2 | 8 | 0 |
| July | 1982 | 32 | 7 | 8 | 1 | 0 | 1 | 0 | 29 | 32 | 8 | 4 | 2 | 10 | 0 |
| August | 1982 | 27 | 6 | 6 | 1 | 1 | 1 | 0 | 31 | 32 | 9 | 3 | 2 | 10 | 0 |
| September | 1982 | 24 | 8 | 6 | 1 | 1 | 1 | 0 | 33 | 32 | 9 | 3 | 1 | 10 | 0 |
| October | 1982 | 25 | 8 | 9 | 1 | 1 | 1 | 0 | 33 | 25 | 9 | 3 | 1 | 7 | 0 |
| November | 1982 | 25 | 8 | 16 | 1 | 1 | 1 | 0 | 31 | 23 | 10 | 5 | 1 | 6 | 0 |
| December | 1982 | 28 | 7 | 21 | 2 | 1 | 1 | 0 | 26 | 21 | 10 | 6 | 0 | 6 | 0 |
| January | 1983 | 26 | 7 | 27 | 3 | 1 | 1 | 1 | 25 | 22 | 10 | 5 | 0 | 7 | 0 |
| February | 1983 | 27 | 7 | 31 | 2 | 2 | 1 | 1 | 26 | 17 | 8 | 3 | 0 | 6 | 0 |
| March | 1983 | 26 | 8 | 36 | 2 | 2 | 2 | 1 | 24 | 14 | 7 | 2 | 0 | 5 | 0 |
| April | 1983 | 27 | 8 | 40 | 1 | 3 | 2 | 0 | 23 | 11 | 6 | 3 | 0 | 4 | 0 |
| May | 1983 | 27 | 10 | 40 | 1 | 3 | 2 | 0 | 19 | 10 | 4 | 2 | 1 | 5 | 0 |
| June | 1983 | 26 | 10 | 43 | 1 | 3 | 1 | 0 | 18 | 9 | 4 | 2 | 1 | 5 | 0 |
| July | 1983 | 25 | 11 | 41 | 1 | 4 | 1 | 0 | 20 | 9 | 3 | 1 | 1 | 5 | 0 |
| August | 1983 | 26 | 11 | 39 | 2 | 3 | 1 | 1 | 19 | 7 | 5 | 1 | 1 | 4 | 0 |
| September | 1983 | 27 | 14 | 33 | 3 | 4 | 1 | 1 | 19 | 9 | 5 | 2 | 0 | 4 | 0 |
| October | 1983 | 27 | 16 | 26 | 3 | 4 | 2 | 1 | 20 | 9 | 5 | 1 | 0 | 4 | 0 |
| November | 1983 | 25 | 17 | 23 | 3 | 4 | 3 | 0 | 21 | 11 | 4 | 1 | 0 | 4 | 0 |
| December | 1983 | 23 | 15 | 19 | 3 | 4 | 3 | 0 | 23 | 10 | 3 | 1 | 0 | 5 | 0 |
| January | 1984 | 25 | 14 | 20 | 2 | 4 | 2 | 1 | 22 | 10 | 2 | 1 | 0 | 4 | 0 |
| February | 1984 | 25 | 16 | 20 | 2 | 5 | 1 | 1 | 20 | 9 | 1 | 1 | 0 | 3 | 1 |
| March | 1984 | 24 | 18 | 21 | 2 | 6 | 1 | 0 | 18 | 8 | 1 | 1 | 0 | 3 | 0 |
| April | 1984 | 19 | 17 | 19 | 4 | 6 | 1 | 0 | 19 | 9 | 2 | 1 | 0 | 4 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| May | 1984 | 18 | 18 | 15 | 5 | 6 | 1 | 0 | 18 | 11 | 2 | 2 | 0 | 4 | 0 |
| June | 1984 | 19 | 18 | 13 | 5 | 4 | 1 | 0 | 18 | 11 | 2 | 1 | 0 | 3 | 0 |
| July | 1984 | 20 | 21 | 16 | 5 | 3 | 2 | 1 | 18 | 11 | 3 | 1 | 0 | 2 | 0 |
| August | 1984 | 20 | 19 | 17 | 5 | 5 | 1 | 1 | 18 | 11 | 3 | 1 | 0 | 3 | 0 |
| September | 1984 | 22 | 18 | 16 | 6 | 5 | 1 | 1 | 21 | 12 | 3 | 1 | 0 | 4 | 0 |
| October | 1984 | 25 | 15 | 13 | 5 | 5 | 1 | 1 | 21 | 11 | 3 | 1 | 0 | 4 | 0 |
| November | 1984 | 25 | 14 | 15 | 4 | 4 | 1 | 0 | 23 | 12 | 4 | 1 | 0 | 3 | 0 |
| December | 1984 | 22 | 12 | 15 | 3 | 4 | 1 | 1 | 23 | 12 | 5 | 2 | 0 | 3 | 0 |
| January | 1985 | 24 | 13 | 19 | 2 | 5 | 1 | 1 | 22 | 12 | 5 | 2 | 0 | 3 | 0 |
| February | 1985 | 26 | 14 | 19 | 2 | 5 | 1 | 1 | 21 | 10 | 4 | 2 | 0 | 4 | 0 |
| March | 1985 | 31 | 16 | 22 | 2 | 4 | 1 | 0 | 20 | 5 | 4 | 2 | 0 | 4 | 0 |
| April | 1985 | 30 | 16 | 24 | 3 | 4 | 1 | 0 | 21 | 5 | 3 | 1 | 0 | 4 | 0 |
| May | 1985 | 27 | 15 | 25 | 3 | 5 | 1 | 1 | 21 | 5 | 4 | 1 | 0 | 3 | 0 |
| June | 1985 | 24 | 13 | 30 | 3 | 5 | 1 | 1 | 19 | 7 | 3 | 2 | 0 | 3 | 0 |
| July | 1985 | 25 | 13 | 31 | 3 | 5 | 1 | 1 | 17 | 7 | 3 | 2 | 0 | 3 | 0 |
| August | 1985 | 26 | 13 | 33 | 2 | 4 | 1 | 1 | 16 | 7 | 3 | 2 | 0 | 4 | 0 |
| September | 1985 | 28 | 12 | 37 | 1 | 3 | 1 | 1 | 16 | 7 | 3 | 1 | 0 | 5 | 0 |
| October | 1985 | 25 | 10 | 43 | 1 | 3 | 1 | 1 | 16 | 7 | 2 | 0 | 0 | 4 | 0 |
| November | 1985 | 25 | 9 | 47 | 2 | 3 | 1 | 1 | 15 | 7 | 2 | 0 | 0 | 2 | 0 |
| December | 1985 | 23 | 9 | 44 | 2 | 2 | 1 | 1 | 16 | 8 | 3 | 1 | 0 | 3 | 0 |
| January | 1986 | 25 | 9 | 44 | 2 | 3 | 0 | 0 | 16 | 7 | 4 | 1 | 0 | 3 | 0 |
| February | 1986 | 25 | 9 | 45 | 2 | 2 | 0 | 0 | 15 | 6 | 5 | 1 | 0 | 4 | 0 |
| March | 1986 | 25 | 7 | 52 | 2 | 3 | 0 | 0 | 15 | 3 | 3 | 0 | 0 | 3 | 0 |
| April | 1986 | 24 | 7 | 55 | 2 | 3 | 1 | 1 | 13 | 3 | 2 | 1 | 0 | 2 | 0 |
| May | 1986 | 24 | 6 | 61 | 2 | 3 | 0 | 1 | 11 | 2 | 3 | 1 | 0 | 1 | 0 |
| June | 1986 | 24 | 7 | 64 | 2 | 2 | 1 | 1 | 10 | 2 | 3 | 1 | 0 | 2 | 0 |
| July | 1986 | 22 | 9 | 64 | 2 | 3 | 1 | 0 | 12 | 2 | 3 | 1 | 0 | 2 | 0 |
| August | 1986 | 22 | 9 | 58 | 2 | 3 | 1 | 0 | 14 | 2 | 3 | 2 | 0 | 2 | 0 |
| September | 1986 | 21 | 9 | 62 | 3 | 3 | 0 | 1 | 13 | 4 | 2 | 2 | 0 | 2 | 0 |
| October | 1986 | 20 | 6 | 61 | 4 | 3 | 0 | 1 | 12 | 6 | 2 | 1 | 0 | 1 | 0 |
| November | 1986 | 21 | 5 | 58 | 4 | 2 | 0 | 1 | 13 | 10 | 1 | 0 | 0 | 1 | 0 |
| December | 1986 | 24 | 6 | 49 | 3 | 2 | 0 | 1 | 14 | 9 | 1 | 0 | 0 | 2 | 0 |
| January | 1987 | 26 | 7 | 42 | 2 | 1 | 0 | 0 | 16 | 7 | 2 | 1 | 0 | 3 | 0 |
| February | 1987 | 27 | 7 | 41 | 2 | 2 | 1 | 1 | 15 | 4 | 2 | 2 | 0 | 4 | 0 |
| March | 1987 | 25 | 5 | 40 | 1 | 3 | 0 | 1 | 17 | 5 | 2 | 2 | 0 | 3 | 0 |
| April | 1987 | 29 | 6 | 42 | 3 | 3 | 1 | 1 | 16 | 5 | 1 | 2 | 0 | 3 | 0 |
| May | 1987 | 28 | 10 | 43 | 3 | 3 | 0 | 1 | 16 | 5 | 2 | 1 | 0 | 2 | 0 |
| June | 1987 | 31 | 13 | 40 | 4 | 2 | 1 | 1 | 17 | 6 | 2 | 1 | 0 | 2 | 0 |
| July | 1987 | 31 | 14 | 37 | 4 | 3 | 1 | 1 | 16 | 7 | 3 | 1 | 0 | 2 | 0 |
| August | 1987 | 32 | 12 | 34 | 5 | 2 | 1 | 1 | 16 | 7 | 3 | 0 | 1 | 4 | 0 |
| September | 1987 | 32 | 11 | 37 | 5 | 2 | 0 | 1 | 14 | 5 | 2 | 1 | 1 | 4 | 0 |
| October | 1987 | 31 | 13 | 34 | 5 | 1 | 0 | 0 | 17 | 6 | 3 | 1 | 1 | 4 | 0 |
| November | 1987 | 31 | 13 | 29 | 5 | 1 | 0 | 0 | 18 | 7 | 3 | 5 | 1 | 3 | 0 |
| December | 1987 | 31 | 14 | 22 | 5 | 1 | 0 | 1 | 19 | 10 | 4 | 5 | 0 | 3 | 0 |
| January | 1988 | 31 | 12 | 23 | 4 | 2 | 0 | 1 | 17 | 9 | 3 | 5 | 0 | 3 | 0 |
| February | 1988 | 31 | 13 | 23 | 3 | 3 | 0 | 1 | 18 | 8 | 3 | 2 | 0 | 4 | 0 |
| March | 1988 | 31 | 10 | 23 | 4 | 4 | 1 | 0 | 20 | 7 | 4 | 2 | 1 | 4 | 0 |
| April | 1988 | 32 | 10 | 23 | 3 | 3 | 1 | 0 | 19 | 9 | 5 | 2 | 1 | 4 | 0 |
| May | 1988 | 33 | 9 | 23 | 3 | 3 | 1 | 0 | 17 | 7 | 5 | 1 | 1 | 3 | 0 |
| June | 1988 | 32 | 11 | 21 | 3 | 3 | 1 | 1 | 15 | 6 | 3 | 1 | 0 | 3 | 0 |
| July | 1988 | 31 | 12 | 18 | 3 | 4 | 0 | 0 | 15 | 5 | 3 | 2 | 0 | 3 | 0 |
| August | 1988 | 30 | 14 | 18 | 4 | 4 | 0 | 0 | 16 | 7 | 2 | 3 | 0 | 3 | 0 |
| September | 1988 | 31 | 13 | 15 | 5 | 5 | 0 | 0 | 15 | 8 | 2 | 4 | 0 | 3 | 0 |
| October | 1988 | 33 | 13 | 12 | 8 | 6 | 0 | 0 | 16 | 9 | 1 | 3 | 0 | 3 | 0 |
| November | 1988 | 34 | 12 | 12 | 8 | 6 | 0 | 1 | 17 | 8 | 1 | 2 | 0 | 3 | 0 |
| December | 1988 | 30 | 14 | 12 | 9 | 6 | 0 | 1 | 19 | 8 | 2 | 2 | 0 | 2 | 0 |
| January | 1989 | 27 | 15 | 14 | 7 | 6 | 0 | 1 | 19 | 6 | 1 | 2 | 0 | 3 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| February | 1989 | 29 | 15 | 14 | 7 | 6 | 0 | 1 | 18 | 7 | 2 | 2 | 0 | 3 | 0 |
| March | 1989 | 30 | 13 | 16 | 6 | 5 | 0 | 1 | 19 | 9 | 1 | 2 | 0 | 4 | 0 |
| April | 1989 | 32 | 12 | 23 | 6 | 3 | 0 | 0 | 18 | 10 | 2 | 2 | 0 | 4 | 0 |
| May | 1989 | 30 | 11 | 26 | 5 | 3 | 0 | 0 | 16 | 10 | 2 | 2 | 1 | 4 | 0 |
| June | 1989 | 31 | 11 | 30 | 3 | 2 | 0 | 0 | 16 | 8 | 4 | 2 | 2 | 3 | 0 |
| July | 1989 | 33 | 12 | 26 | 2 | 2 | 0 | 0 | 18 | 6 | 3 | 2 | 2 | 3 | 0 |
| August | 1989 | 39 | 11 | 25 | 2 | 1 | 0 | 0 | 21 | 7 | 3 | 2 | 1 | 4 | 0 |
| September | 1989 | 39 | 11 | 22 | 3 | 2 | 0 | 0 | 21 | 7 | 2 | 2 | 0 | 4 | 0 |
| October | 1989 | 39 | 12 | 17 | 3 | 2 | 1 | 1 | 21 | 9 | 4 | 2 | 0 | 4 | 0 |
| November | 1989 | 37 | 12 | 14 | 3 | 2 | 0 | 1 | 22 | 8 | 5 | 1 | 0 | 3 | 0 |
| December | 1989 | 40 | 13 | 12 | 1 | 1 | 0 | 1 | 21 | 7 | 4 | 1 | 0 | 4 | 0 |
| January | 1990 | 43 | 10 | 13 | 2 | 1 | 0 | 1 | 21 | 6 | 4 | 2 | 0 | 4 | 0 |
| February | 1990 | 44 | 12 | 12 | 2 | 1 | 0 | 1 | 20 | 7 | 3 | 2 | 0 | 3 | 0 |
| March | 1990 | 47 | 11 | 13 | 2 | 2 | 1 | 1 | 19 | 6 | 3 | 2 | 0 | 4 | 0 |
| April | 1990 | 47 | 12 | 14 | 2 | 2 | 1 | 1 | 19 | 7 | 3 | 2 | 0 | 3 | 0 |
| May | 1990 | 47 | 13 | 16 | 1 | 2 | 1 | 0 | 17 | 6 | 3 | 2 | 0 | 4 | 0 |
| June | 1990 | 45 | 14 | 15 | 2 | 2 | 0 | 1 | 16 | 9 | 2 | 2 | 0 | 3 | 0 |
| July | 1990 | 41 | 15 | 13 | 2 | 1 | 0 | 1 | 16 | 9 | 2 | 2 | 0 | 4 | 0 |
| August | 1990 | 36 | 16 | 10 | 3 | 1 | 1 | 1 | 19 | 11 | 2 | 2 | 2 | 5 | 0 |
| September | 1990 | 34 | 15 | 10 | 3 | 0 | 2 | 1 | 18 | 9 | 2 | 3 | 5 | 4 | 0 |
| October | 1990 | 34 | 11 | 10 | 4 | 0 | 3 | 1 | 18 | 10 | 4 | 6 | 8 | 5 | 0 |
| November | 1990 | 35 | 9 | 9 | 2 | 0 | 3 | 1 | 16 | 11 | 6 | 9 | 8 | 4 | 0 |
| December | 1990 | 34 | 8 | 7 | 2 | 1 | 1 | 0 | 16 | 13 | 8 | 12 | 8 | 5 | 0 |
| January | 1991 | 32 | 8 | 8 | 1 | 1 | 1 | 0 | 17 | 12 | 10 | 13 | 6 | 4 | 0 |
| February | 1991 | 34 | 4 | 9 | 1 | 1 | 1 | 0 | 16 | 9 | 10 | 13 | 6 | 4 | 0 |
| March | 1991 | 36 | 5 | 10 | 0 | 1 | 1 | 0 | 16 | 6 | 11 | 10 | 4 | 4 | 0 |
| April | 1991 | 42 | 7 | 12 | 0 | 1 | 0 | 0 | 16 | 6 | 9 | 7 | 2 | 4 | 0 |
| May | 1991 | 44 | 7 | 14 | 0 | 2 | 0 | 0 | 17 | 5 | 10 | 4 | 1 | 3 | 0 |
| June | 1991 | 48 | 6 | 14 | 0 | 2 | 1 | 0 | 17 | 6 | 9 | 5 | 0 | 2 | 0 |
| July | 1991 | 49 | 5 | 16 | 0 | 3 | 1 | 0 | 17 | 5 | 6 | 5 | 0 | 2 | 0 |
| August | 1991 | 49 | 8 | 18 | 1 | 2 | 0 | 0 | 16 | 5 | 7 | 5 | 0 | 1 | 0 |
| September | 1991 | 44 | 8 | 16 | 1 | 3 | 0 | 0 | 17 | 5 | 8 | 5 | 0 | 1 | 0 |
| October | 1991 | 40 | 10 | 14 | 1 | 1 | 0 | 0 | 19 | 4 | 11 | 5 | 0 | 2 | 0 |
| November | 1991 | 39 | 8 | 14 | 1 | 1 | 0 | 0 | 22 | 6 | 11 | 9 | 0 | 3 | 0 |
| December | 1991 | 43 | 7 | 17 | 1 | 0 | 0 | 0 | 22 | 7 | 11 | 10 | 0 | 4 | 0 |
| January | 1992 | 45 | 4 | 20 | 1 | 0 | 1 | 0 | 20 | 8 | 11 | 11 | 0 | 3 | 0 |
| February | 1992 | 44 | 3 | 22 | 1 | 2 | 1 | 0 | 18 | 5 | 11 | 12 | 0 | 2 | 0 |
| March | 1992 | 43 | 4 | 23 | 1 | 2 | 1 | 0 | 19 | 3 | 11 | 11 | 0 | 1 | 0 |
| April | 1992 | 40 | 5 | 26 | 1 | 1 | 0 | 1 | 19 | 2 | 10 | 11 | 0 | 1 | 0 |
| May | 1992 | 41 | 7 | 28 | 1 | 1 | 0 | 0 | 19 | 3 | 8 | 8 | 0 | 1 | 0 |
| June | 1992 | 43 | 6 | 32 | 2 | 1 | 0 | 0 | 15 | 3 | 6 | 7 | 1 | 1 | 0 |
| July | 1992 | 44 | 7 | 28 | 2 | 2 | 0 | 0 | 16 | 4 | 5 | 6 | 1 | 2 | 0 |
| August | 1992 | 44 | 7 | 25 | 1 | 2 | 0 | 0 | 17 | 4 | 6 | 8 | 0 | 2 | 0 |
| September | 1992 | 42 | 8 | 23 | 1 | 2 | 0 | 0 | 19 | 4 | 8 | 9 | 0 | 2 | 0 |
| October | 1992 | 42 | 7 | 24 | 1 | 2 | 0 | 0 | 17 | 4 | 8 | 8 | 0 | 2 | 0 |
| November | 1992 | 41 | 7 | 25 | 2 | 2 | 0 | 0 | 14 | 5 | 7 | 9 | 1 | 2 | 0 |
| December | 1992 | 40 | 6 | 25 | 2 | 3 | 0 | 0 | 13 | 6 | 6 | 8 | 1 | 2 | 0 |
| January | 1993 | 40 | 6 | 25 | 3 | 4 | 0 | 0 | 12 | 5 | 6 | 7 | 1 | 1 | 0 |
| February | 1993 | 41 | 5 | 23 | 2 | 5 | 0 | 1 | 15 | 4 | 7 | 6 | 1 | 1 | 0 |
| March | 1993 | 35 | 6 | 24 | 2 | 5 | 0 | 1 | 17 | 4 | 8 | 7 | 1 | 1 | 0 |
| April | 1993 | 32 | 6 | 27 | 2 | 5 | 0 | 1 | 18 | 3 | 8 | 7 | 1 | 2 | 0 |
| May | 1993 | 29 | 8 | 32 | 3 | 4 | 0 | 1 | 17 | 2 | 9 | 7 | 1 | 3 | 0 |
| June | 1993 | 30 | 7 | 34 | 3 | 5 | 1 | 1 | 15 | 1 | 8 | 6 | 1 | 2 | 0 |
| July | 1993 | 33 | 7 | 37 | 2 | 4 | 1 | 0 | 15 | 3 | 8 | 7 | 0 | 2 | 0 |
| August | 1993 | 34 | 8 | 35 | 2 | 3 | 1 | 0 | 17 | 3 | 7 | 6 | 0 | 1 | 0 |
| September | 1993 | 35 | 9 | 33 | 2 | 2 | 1 | 0 | 17 | 3 | 6 | 6 | 0 | 2 | 0 |
| October | 1993 | 33 | 10 | 32 | 2 | 3 | 0 | 0 | 17 | 2 | 6 | 4 | 0 | 1 | 0 |
| November | 1993 | 32 | 9 | 36 | 2 | 4 | 0 | 0 | 17 | 2 | 7 | 4 | 0 | 2 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| December | 1993 | 34 | 7 | 39 | 3 | 7 | 0 | 0 | 16 | 2 | 7 | 3 | 0 | 2 | 0 |
| January | 1994 | 33 | 7 | 39 | 3 | 8 | 1 | 0 | 14 | 2 | 8 | 3 | 0 | 3 | 0 |
| February | 1994 | 34 | 6 | 39 | 2 | 9 | 1 | 0 | 13 | 2 | 5 | 2 | 0 | 3 | 0 |
| March | 1994 | 30 | 9 | 36 | 2 | 9 | 1 | 0 | 15 | 3 | 5 | 2 | 0 | 2 | 0 |
| April | 1994 | 32 | 11 | 38 | 2 | 8 | 1 | 0 | 16 | 3 | 3 | 1 | 0 | 1 | 0 |
| May | 1994 | 30 | 10 | 35 | 4 | 8 | 0 | 0 | 17 | 3 | 3 | 2 | 0 | 2 | 0 |
| June | 1994 | 33 | 10 | 34 | 4 | 8 | 1 | 1 | 15 | 3 | 2 | 2 | 0 | 2 | 0 |
| July | 1994 | 30 | 10 | 31 | 4 | 6 | 1 | 1 | 17 | 4 | 3 | 3 | 0 | 2 | 0 |
| August | 1994 | 29 | 12 | 28 | 4 | 6 | 1 | 1 | 18 | 5 | 4 | 2 | 0 | 1 | 0 |
| September | 1994 | 26 | 12 | 27 | 4 | 4 | 0 | 0 | 20 | 6 | 4 | 3 | 0 | 1 | 0 |
| October | 1994 | 28 | 12 | 26 | 4 | 6 | 1 | 1 | 20 | 6 | 4 | 2 | 0 | 2 | 0 |
| November | 1994 | 27 | 10 | 26 | 4 | 7 | 2 | 1 | 18 | 6 | 5 | 2 | 0 | 2 | 0 |
| December | 1994 | 26 | 10 | 23 | 5 | 8 | 2 | 2 | 18 | 6 | 6 | 2 | 0 | 2 | 0 |
| January | 1995 | 28 | 10 | 20 | 6 | 9 | 1 | 1 | 18 | 7 | 6 | 2 | 0 | 2 | 0 |
| February | 1995 | 26 | 12 | 20 | 6 | 8 | 0 | 1 | 18 | 8 | 6 | 2 | 0 | 3 | 0 |
| March | 1995 | 28 | 12 | 18 | 6 | 8 | 0 | 0 | 21 | 9 | 5 | 2 | 0 | 3 | 0 |
| April | 1995 | 26 | 12 | 18 | 6 | 7 | 1 | 0 | 21 | 10 | 5 | 1 | 0 | 3 | 0 |
| May | 1995 | 31 | 13 | 18 | 5 | 5 | 1 | 0 | 23 | 8 | 5 | 1 | 0 | 2 | 0 |
| June | 1995 | 31 | 14 | 20 | 3 | 6 | 1 | 0 | 20 | 6 | 4 | 2 | 0 | 2 | 0 |
| July | 1995 | 32 | 15 | 20 | 2 | 5 | 1 | 1 | 20 | 5 | 5 | 3 | 0 | 1 | 0 |
| August | 1995 | 28 | 14 | 23 | 3 | 7 | 0 | 0 | 21 | 6 | 5 | 4 | 0 | 1 | 0 |
| September | 1995 | 28 | 12 | 23 | 3 | 8 | 0 | 1 | 22 | 6 | 6 | 4 | 0 | 1 | 0 |
| October | 1995 | 29 | 11 | 21 | 3 | 7 | 0 | 1 | 21 | 4 | 6 | 3 | 0 | 1 | 0 |
| November | 1995 | 31 | 10 | 18 | 3 | 6 | 1 | 1 | 21 | 3 | 7 | 3 | 0 | 1 | 0 |
| December | 1995 | 32 | 9 | 18 | 2 | 5 | 1 | 0 | 21 | 3 | 8 | 3 | 0 | 1 | 0 |
| January | 1996 | 31 | 10 | 18 | 3 | 5 | 1 | 0 | 23 | 3 | 7 | 4 | 0 | 1 | 0 |
| February | 1996 | 31 | 11 | 21 | 2 | 6 | 0 | 0 | 23 | 3 | 6 | 3 | 0 | 1 | 0 |
| March | 1996 | 29 | 11 | 22 | 3 | 6 | 0 | 1 | 24 | 3 | 5 | 4 | 0 | 2 | 0 |
| April | 1996 | 26 | 9 | 24 | 1 | 5 | 0 | 0 | 25 | 3 | 4 | 3 | 0 | 2 | 0 |
| May | 1996 | 25 | 8 | 23 | 1 | 5 | 0 | 0 | 26 | 4 | 4 | 2 | 1 | 2 | 0 |
| June | 1996 | 24 | 8 | 24 | 1 | 5 | 0 | 0 | 24 | 4 | 4 | 3 | 1 | 1 | 0 |
| July | 1996 | 25 | 10 | 25 | 3 | 6 | 0 | 0 | 23 | 4 | 4 | 2 | 1 | 1 | 0 |
| August | 1996 | 26 | 11 | 27 | 3 | 6 | 0 | 0 | 20 | 4 | 4 | 2 | 0 | 1 | 0 |
| September | 1996 | 26 | 14 | 23 | 4 | 7 | 0 | 0 | 21 | 4 | 4 | 2 | 0 | 2 | 0 |
| October | 1996 | 26 | 13 | 22 | 3 | 6 | 1 | 0 | 24 | 4 | 4 | 2 | 0 | 2 | 0 |
| November | 1996 | 26 | 12 | 19 | 2 | 6 | 1 | 0 | 25 | 4 | 4 | 1 | 0 | 2 | 0 |
| December | 1996 | 27 | 11 | 19 | 2 | 6 | 1 | 0 | 24 | 3 | 4 | 1 | 0 | 2 | 0 |
| January | 1997 | 27 | 11 | 16 | 2 | 9 | 0 | 0 | 22 | 3 | 4 | 1 | 0 | 1 | 0 |
| February | 1997 | 26 | 11 | 18 | 2 | 10 | 1 | 0 | 24 | 3 | 4 | 1 | 0 | 2 | 0 |
| March | 1997 | 24 | 12 | 19 | 2 | 12 | 1 | 0 | 25 | 3 | 5 | 1 | 0 | 2 | 0 |
| April | 1997 | 25 | 10 | 19 | 3 | 9 | 1 | 0 | 23 | 4 | 6 | 1 | 0 | 2 | 0 |
| May | 1997 | 29 | 11 | 21 | 3 | 9 | 0 | 0 | 20 | 4 | 4 | 2 | 0 | 1 | 0 |
| June | 1997 | 31 | 10 | 22 | 3 | 9 | 0 | 0 | 16 | 3 | 3 | 1 | 0 | 1 | 0 |
| July | 1997 | 31 | 10 | 22 | 2 | 11 | 0 | 1 | 16 | 3 | 2 | 1 | 0 | 1 | 0 |
| August | 1997 | 27 | 9 | 20 | 2 | 9 | 0 | 1 | 15 | 4 | 2 | 1 | 0 | 2 | 0 |
| September | 1997 | 28 | 8 | 20 | 1 | 8 | 0 | 1 | 18 | 3 | 2 | 1 | 0 | 2 | 0 |
| October | 1997 | 24 | 8 | 23 | 1 | 7 | 0 | 0 | 18 | 4 | 2 | 1 | 0 | 3 | 0 |
| November | 1997 | 26 | 8 | 19 | 1 | 7 | 0 | 1 | 20 | 3 | 2 | 1 | 0 | 3 | 0 |
| December | 1997 | 22 | 7 | 17 | 1 | 5 | 1 | 0 | 20 | 3 | 2 | 1 | 0 | 2 | 0 |
| January | 1998 | 24 | 6 | 17 | 1 | 5 | 1 | 0 | 18 | 2 | 2 | 1 | 0 | 1 | 0 |
| February | 1998 | 26 | 6 | 21 | 1 | 5 | 1 | 0 | 16 | 2 | 1 | 1 | 0 | 1 | 0 |
| March | 1998 | 27 | 5 | 26 | 1 | 7 | 0 | 0 | 17 | 1 | 2 | 1 | 0 | 1 | 0 |
| April | 1998 | 28 | 5 | 26 | 1 | 7 | 0 | 0 | 17 | 2 | 2 | 1 | 0 | 2 | 0 |
| May | 1998 | 25 | 5 | 26 | 1 | 8 | 0 | 1 | 18 | 2 | 2 | 0 | 0 | 1 | 0 |
| June | 1998 | 25 | 6 | 26 | 0 | 10 | 0 | 0 | 15 | 3 | 1 | 0 | 0 | 1 | 0 |
| July | 1998 | 24 | 6 | 28 | 0 | 9 | 0 | 0 | 17 | 2 | 1 | 1 | 0 | 1 | 0 |
| August | 1998 | 25 | 6 | 28 | 1 | 9 | 0 | 1 | 15 | 1 | 1 | 1 | 0 | 1 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| September | 1998 | 28 | 5 | 26 | 1 | 7 | 0 | 1 | 14 | 1 | 2 | 1 | 0 | 1 | 0 |
| October | 1998 | 28 | 5 | 26 | 0 | 8 | 0 | 2 | 12 | 1 | 2 | 1 | 0 | 1 | 1 |
| November | 1998 | 30 | 5 | 30 | 1 | 7 | 0 | 2 | 12 | 1 | 1 | 1 | 0 | 2 | 1 |
| December | 1998 | 28 | 4 | 34 | 1 | 6 | 0 | 2 | 14 | 1 | 1 | 1 | 0 | 2 | 0 |
| January | 1999 | 29 | 6 | 36 | 1 | 8 | 0 | 2 | 13 | 1 | 2 | 1 | 0 | 2 | 0 |
| February | 1999 | 30 | 7 | 34 | 0 | 8 | 0 | 1 | 13 | 2 | 2 | 2 | 0 | 1 | 0 |
| March | 1999 | 32 | 8 | 34 | 0 | 9 | 0 | 0 | 13 | 2 | 1 | 1 | 0 | 1 | 0 |
| April | 1999 | 29 | 7 | 34 | 1 | 9 | 0 | 0 | 16 | 2 | 1 | 1 | 1 | 1 | 0 |
| May | 1999 | 26 | 7 | 33 | 1 | 11 | 0 | 1 | 18 | 2 | 1 | 0 | 1 | 2 | 0 |
| June | 1999 | 22 | 8 | 28 | 1 | 11 | 0 | 1 | 18 | 1 | 1 | 1 | 1 | 1 | 0 |
| July | 1999 | 24 | 9 | 27 | 1 | 12 | 0 | 1 | 16 | 2 | 1 | 1 | 0 | 2 | 0 |
| August | 1999 | 23 | 8 | 25 | 1 | 12 | 0 | 2 | 15 | 3 | 1 | 1 | 0 | 3 | 0 |
| September | 1999 | 22 | 7 | 26 | 1 | 12 | 0 | 2 | 17 | 3 | 2 | 1 | 0 | 3 | 0 |
| October | 1999 | 20 | 7 | 23 | 1 | 10 | 0 | 2 | 18 | 3 | 2 | 1 | 0 | 2 | 0 |
| November | 1999 | 23 | 6 | 22 | 1 | 10 | 0 | 1 | 17 | 1 | 2 | 1 | 0 | 2 | 0 |
| December | 1999 | 24 | 6 | 20 | 1 | 9 | 0 | 1 | 15 | 2 | 1 | 1 | 0 | 2 | 0 |
| January | 2000 | 23 | 5 | 19 | 1 | 9 | 0 | 1 | 15 | 3 | 1 | 1 | 0 | 2 | 0 |
| February | 2000 | 22 | 6 | 16 | 3 | 10 | 1 | 1 | 15 | 4 | 1 | 1 | 1 | 1 | 0 |
| March | 2000 | 21 | 6 | 16 | 3 | 13 | 1 | 1 | 13 | 4 | 0 | 1 | 5 | 1 | 0 |
| April | 2000 | 24 | 8 | 15 | 4 | 15 | 2 | 0 | 12 | 4 | 1 | 1 | 6 | 1 | 0 |
| May | 2000 | 23 | 7 | 19 | 4 | 14 | 1 | 0 | 13 | 6 | 1 | 1 | 6 | 1 | 0 |
| June | 2000 | 23 | 8 | 20 | 5 | 11 | 2 | 0 | 14 | 5 | 1 | 1 | 5 | 1 | 0 |
| July | 2000 | 22 | 8 | 20 | 3 | 9 | 1 | 0 | 13 | 6 | 1 | 0 | 6 | 1 | 0 |
| August | 2000 | 25 | 9 | 17 | 2 | 9 | 2 | 1 | 14 | 5 | 2 | 0 | 6 | 1 | 0 |
| September | 2000 | 28 | 7 | 17 | 0 | 11 | 1 | 1 | 12 | 5 | 1 | 0 | 5 | 1 | 0 |
| October | 2000 | 27 | 10 | 17 | 2 | 10 | 1 | 1 | 11 | 5 | 1 | 1 | 2 | 1 | 0 |
| November | 2000 | 25 | 9 | 18 | 2 | 10 | 1 | 1 | 10 | 4 | 0 | 1 | 4 | 1 | 0 |
| December | 2000 | 24 | 9 | 18 | 2 | 10 | 1 | 1 | 10 | 4 | 1 | 1 | 3 | 2 | 0 |
| January | 2001 | 28 | 5 | 18 | 2 | 9 | 1 | 1 | 11 | 5 | 3 | 2 | 5 | 2 | 0 |
| February | 2001 | 30 | 5 | 21 | 1 | 7 | 1 | 1 | 10 | 4 | 4 | 2 | 4 | 2 | 0 |
| March | 2001 | 32 | 4 | 24 | 1 | 4 | 0 | 1 | 11 | 4 | 5 | 3 | 4 | 1 | 0 |
| April | 2001 | 30 | 3 | 28 | 0 | 5 | 0 | 1 | 10 | 4 | 6 | 4 | 4 | 1 | 0 |
| May | 2001 | 28 | 3 | 29 | 0 | 5 | 0 | 1 | 10 | 4 | 6 | 4 | 5 | 1 | 0 |
| June | 2001 | 24 | 4 | 26 | 0 | 6 | 0 | 1 | 12 | 4 | 6 | 5 | 7 | 1 | 0 |
| July | 2001 | 28 | 4 | 27 | 0 | 4 | 1 | 1 | 13 | 3 | 5 | 4 | 6 | 2 | 0 |
| August | 2001 | 31 | 4 | 25 | 0 | 5 | 1 | 0 | 14 | 2 | 5 | 4 | 5 | 3 | 0 |
| September | 2001 | 36 | 3 | 26 | 0 | 4 | 1 | 0 | 10 | 2 | 4 | 5 | 3 | 2 | 0 |
| October | 2001 | 38 | 2 | 33 | 0 | 3 | 1 | 0 | 7 | 2 | 4 | 7 | 2 | 1 | 0 |
| November | 2001 | 36 | 1 | 46 | 0 | 1 | 1 | 0 | 4 | 2 | 4 | 7 | 1 | 0 | 0 |
| December | 2001 | 36 | 1 | 58 | 1 | 0 | 0 | 0 | 2 | 2 | 4 | 5 | 0 | 0 | 0 |
| January | 2002 | 35 | 1 | 64 | 1 | 1 | 0 | 0 | 4 | 4 | 5 | 4 | 0 | 1 | 0 |
| February | 2002 | 36 | 1 | 56 | 1 | 2 | 0 | 0 | 5 | 3 | 5 | 4 | 0 | 1 | 0 |
| March | 2002 | 38 | 1 | 52 | 1 | 3 | 0 | 0 | 6 | 3 | 5 | 3 | 1 | 1 | 0 |
| April | 2002 | 36 | 1 | 45 | 1 | 3 | 0 | 0 | 5 | 3 | 5 | 3 | 1 | 1 | 0 |
| May | 2002 | 35 | 2 | 43 | 1 | 3 | 0 | 0 | 8 | 3 | 6 | 3 | 1 | 1 | 0 |
| June | 2002 | 35 | 3 | 40 | 1 | 3 | 0 | 0 | 9 | 3 | 6 | 4 | 1 | 0 | 0 |
| July | 2002 | 39 | 3 | 41 | 1 | 4 | 0 | 0 | 8 | 4 | 5 | 3 | 1 | 0 | 0 |
| August | 2002 | 41 | 3 | 40 | 1 | 3 | 0 | 0 | 6 | 4 | 6 | 3 | 0 | 0 | 0 |
| September | 2002 | 38 | 3 | 46 | 1 | 3 | 0 | 0 | 5 | 4 | 6 | 4 | 0 | 0 | 0 |
| October | 2002 | 35 | 2 | 49 | 1 | 2 | 0 | 0 | 6 | 3 | 7 | 4 | 1 | 0 | 0 |
| November | 2002 | 31 | 1 | 56 | 1 | 1 | 0 | 0 | 5 | 3 | 6 | 4 | 1 | 0 | 0 |
| December | 2002 | 30 | 1 | 56 | 1 | 1 | 1 | 0 | 5 | 3 | 6 | 4 | 1 | 0 | 0 |
| January | 2003 | 32 | 1 | 51 | 1 | 1 | 1 | 0 | 4 | 2 | 5 | 5 | 0 | 0 | 0 |
| February | 2003 | 32 | 3 | 48 | 1 | 1 | 1 | 0 | 8 | 2 | 5 | 6 | 4 | 1 | 0 |
| March | 2003 | 34 | 2 | 45 | 1 | 1 | 1 | 0 | 9 | 2 | 5 | 8 | 6 | 2 | 0 |
| April | 2003 | 32 | 2 | 46 | 1 | 1 | 1 | 0 | 9 | 3 | 5 | 8 | 7 | 2 | 0 |
| May | 2003 | 35 | 2 | 49 | 1 | 1 | 1 | 0 | 7 | 3 | 5 | 7 | 4 | 1 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| June | 2003 | 35 | 1 | 53 | 1 | 2 | 1 | 0 | 5 | 2 | 5 | 4 | 2 | 1 | 0 |
| July | 2003 | 35 | 2 | 54 | 1 | 2 | 0 | 0 | 5 | 2 | 4 | 4 | 0 | 1 | 0 |
| August | 2003 | 33 | 3 | 52 | 1 | 3 | 0 | 0 | 6 | 3 | 5 | 4 | 1 | 0 | 0 |
| September | 2003 | 36 | 4 | 48 | 1 | 3 | 0 | 1 | 8 | 3 | 5 | 3 | 1 | 0 | 0 |
| October | 2003 | 38 | 4 | 45 | 0 | 2 | 1 | 0 | 10 | 2 | 5 | 2 | 3 | 0 | 0 |
| November | 2003 | 41 | 3 | 46 | 0 | 2 | 1 | 1 | 8 | 3 | 3 | 2 | 2 | 1 | 0 |
| December | 2003 | 38 | 3 | 46 | 0 | 3 | 1 | 0 | 8 | 3 | 4 | 3 | 2 | 1 | 0 |
| January | 2004 | 35 | 3 | 45 | 1 | 4 | 0 | 0 | 10 | 4 | 4 | 3 | 1 | 1 | 0 |
| February | 2004 | 31 | 4 | 43 | 1 | 4 | 1 | 0 | 12 | 4 | 5 | 2 | 1 | 1 | 0 |
| March | 2004 | 32 | 4 | 42 | 1 | 2 | 1 | 1 | 13 | 3 | 3 | 2 | 2 | 0 | 0 |
| April | 2004 | 33 | 3 | 41 | 1 | 2 | 1 | 2 | 10 | 3 | 3 | 2 | 5 | 2 | 0 |
| May | 2004 | 32 | 3 | 39 | 2 | 2 | 3 | 2 | 9 | 3 | 3 | 2 | 8 | 2 | 0 |
| June | 2004 | 31 | 3 | 37 | 3 | 3 | 5 | 1 | 8 | 4 | 3 | 2 | 12 | 4 | 0 |
| July | 2004 | 32 | 4 | 37 | 2 | 2 | 5 | 1 | 8 | 5 | 3 | 2 | 11 | 3 | 0 |
| August | 2004 | 34 | 3 | 36 | 1 | 3 | 3 | 1 | 10 | 4 | 3 | 3 | 12 | 3 | 0 |
| September | 2004 | 35 | 4 | 36 | 2 | 4 | 1 | 1 | 10 | 4 | 3 | 3 | 8 | 2 | 0 |
| October | 2004 | 35 | 5 | 35 | 2 | 4 | 1 | 0 | 10 | 4 | 3 | 3 | 6 | 2 | 0 |
| November | 2004 | 36 | 5 | 32 | 2 | 4 | 2 | 0 | 10 | 4 | 4 | 3 | 5 | 2 | 0 |
| December | 2004 | 35 | 5 | 32 | 2 | 5 | 2 | 0 | 9 | 4 | 4 | 2 | 4 | 2 | 0 |
| January | 2005 | 38 | 4 | 29 | 2 | 6 | 2 | 0 | 11 | 5 | 3 | 3 | 4 | 2 | 0 |
| February | 2005 | 37 | 5 | 31 | 3 | 6 | 2 | 0 | 12 | 4 | 3 | 1 | 2 | 3 | 0 |
| March | 2005 | 32 | 5 | 28 | 3 | 4 | 3 | 0 | 14 | 5 | 3 | 1 | 7 | 4 | 0 |
| April | 2005 | 29 | 4 | 28 | 3 | 4 | 4 | 0 | 13 | 5 | 3 | 1 | 12 | 6 | 0 |
| May | 2005 | 30 | 5 | 25 | 3 | 3 | 5 | 0 | 12 | 5 | 3 | 2 | 15 | 7 | 0 |
| June | 2005 | 39 | 5 | 24 | 3 | 2 | 5 | 1 | 11 | 3 | 3 | 2 | 14 | 6 | 0 |
| July | 2005 | 44 | 4 | 23 | 3 | 2 | 3 | 1 | 11 | 3 | 3 | 1 | 12 | 4 | 0 |
| August | 2005 | 50 | 4 | 20 | 1 | 1 | 2 | 1 | 10 | 3 | 2 | 1 | 11 | 2 | 0 |
| September | 2005 | 50 | 4 | 18 | 1 | 1 | 4 | 1 | 10 | 2 | 2 | 1 | 15 | 5 | 0 |
| October | 2005 | 45 | 5 | 16 | 2 | 1 | 6 | 0 | 10 | 3 | 3 | 2 | 19 | 5 | 0 |
| November | 2005 | 40 | 5 | 17 | 2 | 2 | 8 | 0 | 10 | 2 | 5 | 2 | 21 | 7 | 0 |
| December | 2005 | 41 | 4 | 16 | 2 | 3 | 8 | 0 | 10 | 4 | 5 | 1 | 18 | 6 | 0 |
| January | 2006 | 42 | 3 | 16 | 2 | 5 | 6 | 0 | 10 | 5 | 5 | 1 | 15 | 7 | 0 |
| February | 2006 | 43 | 4 | 17 | 2 | 5 | 6 | 0 | 11 | 5 | 5 | 1 | 12 | 7 | 0 |
| March | 2006 | 43 | 3 | 18 | 1 | 5 | 5 | 1 | 13 | 5 | 6 | 2 | 9 | 6 | 0 |
| April | 2006 | 39 | 4 | 16 | 1 | 4 | 6 | 0 | 13 | 5 | 6 | 3 | 10 | 5 | 0 |
| May | 2006 | 35 | 3 | 12 | 1 | 4 | 8 | 0 | 12 | 5 | 4 | 4 | 16 | 8 | 0 |
| June | 2006 | 32 | 4 | 10 | 2 | 3 | 9 | 0 | 11 | 5 | 3 | 4 | 19 | 10 | 0 |
| July | 2006 | 35 | 3 | 11 | 2 | 3 | 9 | 0 | 11 | 3 | 2 | 3 | 18 | 12 | 0 |
| August | 2006 | 37 | 4 | 13 | 3 | 2 | 8 | 0 | 12 | 5 | 3 | 3 | 17 | 11 | 0 |
| September | 2006 | 37 | 4 | 15 | 3 | 2 | 7 | 0 | 10 | 5 | 3 | 2 | 18 | 9 | 0 |
| October | 2006 | 37 | 4 | 16 | 2 | 2 | 7 | 0 | 9 | 6 | 3 | 1 | 18 | 8 | 0 |
| November | 2006 | 41 | 3 | 17 | 1 | 3 | 6 | 1 | 9 | 5 | 4 | 1 | 13 | 7 | 0 |
| December | 2006 | 42 | 4 | 15 | 1 | 3 | 5 | 0 | 11 | 5 | 7 | 2 | 8 | 5 | 0 |
| January | 2007 | 40 | 5 | 14 | 1 | 3 | 5 | 0 | 12 | 5 | 7 | 1 | 8 | 5 | 0 |
| February | 2007 | 38 | 4 | 12 | 2 | 3 | 5 | 0 | 12 | 6 | 7 | 3 | 7 | 5 | 0 |
| March | 2007 | 39 | 4 | 16 | 1 | 2 | 5 | 0 | 12 | 6 | 6 | 2 | 8 | 5 | 0 |
| April | 2007 | 39 | 3 | 19 | 1 | 2 | 4 | 0 | 12 | 5 | 7 | 3 | 8 | 4 | 0 |
| May | 2007 | 40 | 3 | 20 | 1 | 2 | 5 | 0 | 12 | 4 | 6 | 1 | 10 | 4 | 0 |
| June | 2007 | 38 | 3 | 16 | 1 | 2 | 9 | 0 | 12 | 5 | 5 | 2 | 14 | 6 | 0 |
| July | 2007 | 38 | 4 | 15 | 1 | 2 | 8 | 0 | 12 | 4 | 4 | 2 | 14 | 7 | 0 |
| August | 2007 | 36 | 4 | 14 | 1 | 2 | 7 | 1 | 10 | 4 | 4 | 3 | 13 | 7 | 0 |
| September | 2007 | 37 | 4 | 17 | 1 | 2 | 4 | 1 | 9 | 4 | 6 | 2 | 11 | 6 | 0 |
| October | 2007 | 39 | 4 | 18 | 1 | 2 | 4 | 1 | 7 | 6 | 7 | 3 | 8 | 4 | 0 |
| November | 2007 | 38 | 3 | 18 | 1 | 2 | 5 | 0 | 9 | 7 | 8 | 3 | 9 | 3 | 0 |
| December | 2007 | 38 | 3 | 16 | 1 | 2 | 5 | 0 | 10 | 9 | 9 | 3 | 9 | 3 | 0 |
| January | 2008 | 34 | 2 | 15 | 0 | 1 | 5 | 0 | 11 | 8 | 10 | 3 | 10 | 6 | 0 |
| February | 2008 | 37 | 2 | 14 | 0 | 1 | 4 | 0 | 11 | 6 | 10 | 3 | 10 | 7 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| March | 2008 | 35 | 3 | 16 | 0 | 1 | 5 | 0 | 11 | 5 | 12 | 4 | 10 | 8 | 0 |
| April | 2008 | 36 | 4 | 16 | 1 | 1 | 5 | 0 | 10 | 5 | 14 | 5 | 12 | 6 | 0 |
| May | 2008 | 34 | 5 | 14 | 1 | 1 | 8 | 0 | 10 | 6 | 14 | 7 | 14 | 8 | 0 |
| June | 2008 | 34 | 3 | 11 | 0 | 0 | 11 | 0 | 9 | 5 | 12 | 7 | 19 | 10 | 0 |
| July | 2008 | 34 | 2 | 9 | 0 | 0 | 11 | 0 | 10 | 5 | 11 | 6 | 22 | 13 | 0 |
| August | 2008 | 38 | 1 | 9 | 0 | 0 | 11 | 0 | 8 | 4 | 12 | 4 | 22 | 15 | 0 |
| September | 2008 | 39 | 1 | 9 | 0 | 1 | 10 | 0 | 8 | 5 | 13 | 5 | 17 | 15 | 0 |
| October | 2008 | 43 | 1 | 11 | 0 | 1 | 9 | 0 | 8 | 9 | 14 | 7 | 14 | 13 | 0 |
| November | 2008 | 44 | 0 | 12 | 0 | 0 | 6 | 0 | 8 | 11 | 15 | 9 | 11 | 10 | 0 |
| December | 2008 | 49 | 0 | 11 | 0 | 0 | 4 | 0 | 8 | 11 | 13 | 11 | 6 | 6 | 0 |
| January | 2009 | 54 | 0 | 9 | 0 | 0 | 2 | 0 | 6 | 7 | 13 | 11 | 3 | 6 | 0 |
| February | 2009 | 58 | 0 | 10 | 0 | 1 | 2 | 0 | 6 | 6 | 12 | 11 | 2 | 5 | 0 |
| March | 2009 | 61 | 0 | 13 | 0 | 1 | 1 | 0 | 5 | 8 | 11 | 13 | 2 | 5 | 0 |
| April | 2009 | 59 | 0 | 13 | 0 | 1 | 1 | 0 | 5 | 8 | 10 | 13 | 1 | 3 | 0 |
| May | 2009 | 59 | 0 | 16 | 0 | 1 | 2 | 0 | 5 | 7 | 11 | 11 | 2 | 3 | 0 |
| June | 2009 | 58 | 1 | 14 | 0 | 0 | 2 | 0 | 6 | 7 | 11 | 9 | 1 | 3 | 0 |
| July | 2009 | 57 | 1 | 12 | 0 | 0 | 2 | 0 | 7 | 7 | 11 | 9 | 2 | 3 | 0 |
| August | 2009 | 55 | 1 | 8 | 0 | 0 | 2 | 0 | 6 | 7 | 10 | 11 | 2 | 3 | 0 |
| September | 2009 | 54 | 2 | 8 | 0 | 1 | 3 | 0 | 7 | 6 | 10 | 12 | 2 | 4 | 0 |
| October | 2009 | 56 | 2 | 11 | 0 | 1 | 3 | 1 | 9 | 6 | 10 | 10 | 2 | 4 | 0 |
| November | 2009 | 54 | 2 | 10 | 0 | 2 | 4 | 1 | 11 | 6 | 11 | 8 | 2 | 4 | 1 |
| December | 2009 | 57 | 2 | 14 | 0 | 1 | 3 | 0 | 11 | 6 | 11 | 9 | 2 | 4 | 1 |
| January | 2010 | 56 | 2 | 13 | 0 | 1 | 3 | 0 | 10 | 5 | 11 | 9 | 2 | 4 | 1 |
| February | 2010 | 56 | 2 | 16 | 0 | 1 | 3 | 0 | 10 | 7 | 11 | 9 | 2 | 4 | 0 |
| March | 2010 | 51 | 2 | 17 | 0 | 2 | 4 | 0 | 9 | 7 | 12 | 9 | 2 | 4 | 0 |
| April | 2010 | 55 | 2 | 20 | 0 | 3 | 4 | 0 | 6 | 7 | 10 | 9 | 2 | 3 | 0 |
| May | 2010 | 55 | 2 | 20 | 0 | 4 | 3 | 0 | 6 | 5 | 10 | 9 | 2 | 3 | 0 |
| June | 2010 | 60 | 2 | 23 | 0 | 4 | 3 | 0 | 6 | 4 | 8 | 8 | 3 | 3 | 0 |
| July | 2010 | 55 | 1 | 20 | 0 | 3 | 4 | 0 | 8 | 4 | 10 | 8 | 2 | 5 | 0 |
| August | 2010 | 53 | 1 | 22 | 1 | 2 | 5 | 0 | 11 | 5 | 11 | 9 | 3 | 4 | 0 |
| September | 2010 | 50 | 1 | 21 | 1 | 1 | 5 | 0 | 12 | 6 | 15 | 9 | 2 | 4 | 0 |
| October | 2010 | 49 | 2 | 22 | 0 | 1 | 4 | 0 | 12 | 7 | 16 | 10 | 2 | 3 | 0 |
| November | 2010 | 50 | 1 | 21 | 0 | 1 | 4 | 0 | 10 | 7 | 14 | 10 | 1 | 3 | 0 |
| December | 2010 | 49 | 1 | 21 | 0 | 1 | 3 | 0 | 12 | 6 | 13 | 9 | 1 | 3 | 0 |
| January | 2011 | 47 | 2 | 20 | 0 | 2 | 4 | 0 | 13 | 8 | 13 | 8 | 2 | 3 | 0 |
| February | 2011 | 45 | 3 | 18 | 1 | 1 | 4 | 0 | 14 | 8 | 14 | 6 | 3 | 3 | 0 |
| March | 2011 | 43 | 3 | 18 | 0 | 2 | 6 | 1 | 12 | 7 | 13 | 6 | 6 | 4 | 0 |
| April | 2011 | 41 | 3 | 20 | 1 | 1 | 8 | 1 | 11 | 6 | 9 | 7 | 8 | 4 | 1 |
| May | 2011 | 41 | 3 | 21 | 1 | 1 | 12 | 0 | 11 | 5 | 6 | 6 | 9 | 5 | 1 |
| June | 2011 | 40 | 4 | 19 | 1 | 1 | 12 | 0 | 13 | 5 | 8 | 6 | 8 | 6 | 1 |
| July | 2011 | 38 | 4 | 16 | 0 | 1 | 11 | 0 | 15 | 5 | 11 | 6 | 5 | 5 | 1 |
| August | 2011 | 34 | 4 | 17 | 1 | 1 | 6 | 0 | 15 | 7 | 16 | 6 | 4 | 6 | 1 |
| September | 2011 | 36 | 3 | 16 | 1 | 2 | 5 | 0 | 14 | 8 | 18 | 10 | 3 | 4 | 1 |
| October | 2011 | 36 | 3 | 21 | 1 | 3 | 3 | 0 | 13 | 7 | 18 | 12 | 4 | 4 | 1 |
| November | 2011 | 40 | 3 | 21 | 0 | 2 | 6 | 0 | 14 | 5 | 14 | 12 | 3 | 2 | 0 |
| December | 2011 | 39 | 4 | 25 | 0 | 2 | 6 | 0 | 14 | 6 | 12 | 10 | 3 | 2 | 0 |
| January | 2012 | 41 | 3 | 21 | 1 | 4 | 7 | 0 | 12 | 7 | 12 | 11 | 2 | 2 | 0 |
| February | 2012 | 39 | 2 | 22 | 1 | 5 | 6 | 0 | 13 | 7 | 11 | 11 | 3 | 3 | 0 |
| March | 2012 | 39 | 2 | 21 | 0 | 6 | 7 | 0 | 14 | 5 | 12 | 11 | 5 | 3 | 0 |
| April | 2012 | 37 | 3 | 27 | 0 | 5 | 7 | 0 | 14 | 3 | 11 | 8 | 6 | 5 | 0 |
| May | 2012 | 38 | 3 | 25 | 0 | 6 | 8 | 0 | 13 | 4 | 13 | 7 | 6 | 5 | 0 |
| June | 2012 | 40 | 3 | 27 | 0 | 5 | 8 | 0 | 13 | 5 | 13 | 6 | 4 | 5 | 0 |
| July | 2012 | 40 | 3 | 23 | 0 | 4 | 6 | 1 | 14 | 8 | 14 | 6 | 3 | 3 | 0 |
| August | 2012 | 41 | 4 | 25 | 0 | 3 | 5 | 1 | 13 | 7 | 12 | 7 | 3 | 2 | 0 |
| September | 2012 | 40 | 4 | 24 | 0 | 4 | 6 | 0 | 12 | 6 | 10 | 7 | 3 | 1 | 0 |
| October | 2012 | 39 | 4 | 25 | 1 | 4 | 8 | 0 | 12 | 4 | 11 | 7 | 3 | 2 | 0 |
| November | 2012 | 37 | 3 | 25 | 1 | 4 | 8 | 0 | 14 | 5 | 10 | 6 | 2 | 3 | 0 |
| December | 2012 | 37 | 3 | 25 | 1 | 4 | 8 | 0 | 14 | 5 | 11 | 7 | 2 | 4 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| January | 2013 | 39 | 3 | 24 | 0 | 5 | 7 | 0 | 13 | 6 | 10 | 7 | 2 | 4 | 0 |
| February | 2013 | 40 | 4 | 23 | 0 | 4 | 6 | 0 | 13 | 6 | 11 | 6 | 3 | 3 | 0 |
| March | 2013 | 38 | 6 | 23 | 0 | 5 | 5 | 0 | 16 | 6 | 11 | 5 | 3 | 3 | 0 |
| April | 2013 | 33 | 6 | 24 | 1 | 6 | 5 | 1 | 16 | 6 | 12 | 5 | 3 | 4 | 0 |
| May | 2013 | 31 | 6 | 27 | 1 | 8 | 6 | 1 | 13 | 4 | 10 | 6 | 2 | 5 | 0 |
| June | 2013 | 30 | 3 | 27 | 1 | 9 | 6 | 0 | 12 | 4 | 9 | 5 | 2 | 5 | 0 |
| July | 2013 | 33 | 4 | 30 | 1 | 9 | 7 | 0 | 11 | 4 | 9 | 4 | 2 | 4 | 0 |
| August | 2013 | 32 | 4 | 29 | 1 | 8 | 5 | 0 | 13 | 5 | 9 | 4 | 3 | 2 | 0 |
| September | 2013 | 32 | 5 | 31 | 2 | 6 | 3 | 0 | 14 | 6 | 8 | 6 | 2 | 2 | 0 |
| October | 2013 | 30 | 5 | 28 | 2 | 5 | 3 | 0 | 13 | 6 | 9 | 6 | 2 | 2 | 0 |
| November | 2013 | 28 | 6 | 25 | 2 | 6 | 3 | 0 | 13 | 6 | 9 | 8 | 1 | 3 | 0 |
| December | 2013 | 28 | 7 | 22 | 1 | 8 | 5 | 0 | 14 | 5 | 10 | 7 | 1 | 3 | 0 |
| January | 2014 | 31 | 6 | 23 | 1 | 8 | 4 | 0 | 13 | 4 | 8 | 8 | 1 | 2 | 0 |
| February | 2014 | 35 | 5 | 27 | 1 | 7 | 5 | 0 | 15 | 4 | 8 | 7 | 1 | 1 | 0 |
| March | 2014 | 36 | 5 | 26 | 1 | 6 | 5 | 0 | 14 | 5 | 9 | 7 | 1 | 1 | 0 |
| April | 2014 | 33 | 6 | 22 | 1 | 7 | 6 | 0 | 16 | 6 | 11 | 6 | 2 | 3 | 0 |
| May | 2014 | 30 | 8 | 18 | 2 | 8 | 5 | 0 | 15 | 5 | 10 | 5 | 3 | 5 | 0 |
| June | 2014 | 30 | 8 | 17 | 2 | 9 | 5 | 0 | 16 | 5 | 8 | 5 | 4 | 6 | 0 |
| July | 2014 | 32 | 8 | 19 | 2 | 9 | 4 | 0 | 16 | 5 | 5 | 5 | 3 | 6 | 0 |
| August | 2014 | 32 | 7 | 22 | 2 | 9 | 4 | 0 | 15 | 6 | 5 | 5 | 3 | 6 | 0 |
| September | 2014 | 30 | 6 | 25 | 1 | 9 | 5 | 0 | 15 | 5 | 6 | 4 | 1 | 5 | 0 |
| October | 2014 | 30 | 5 | 26 | 1 | 8 | 5 | 0 | 14 | 5 | 7 | 4 | 1 | 4 | 0 |
| November | 2014 | 33 | 5 | 26 | 2 | 9 | 5 | 1 | 13 | 4 | 6 | 5 | 0 | 3 | 0 |
| December | 2014 | 33 | 5 | 27 | 2 | 8 | 4 | 1 | 12 | 6 | 5 | 5 | 1 | 3 | 0 |
| January | 2015 | 31 | 5 | 28 | 2 | 11 | 4 | 1 | 12 | 5 | 5 | 3 | 1 | 5 | 0 |
| February | 2015 | 30 | 5 | 26 | 1 | 11 | 4 | 1 | 13 | 5 | 7 | 4 | 2 | 4 | 0 |
| March | 2015 | 29 | 5 | 24 | 2 | 12 | 6 | 1 | 13 | 4 | 8 | 4 | 2 | 4 | 0 |
| April | 2015 | 26 | 6 | 24 | 3 | 13 | 5 | 1 | 15 | 4 | 9 | 5 | 2 | 4 | 0 |
| May | 2015 | 23 | 6 | 24 | 3 | 13 | 5 | 1 | 16 | 4 | 8 | 4 | 1 | 6 | 0 |
| June | 2015 | 25 | 5 | 29 | 2 | 13 | 3 | 1 | 14 | 2 | 7 | 4 | 1 | 5 | 0 |
| July | 2015 | 31 | 4 | 31 | 1 | 12 | 3 | 1 | 14 | 2 | 6 | 4 | 1 | 4 | 0 |
| August | 2015 | 31 | 3 | 34 | 2 | 10 | 3 | 0 | 14 | 3 | 7 | 4 | 1 | 2 | 0 |
| September | 2015 | 29 | 3 | 30 | 1 | 9 | 4 | 0 | 14 | 4 | 7 | 4 | 1 | 3 | 0 |
| October | 2015 | 28 | 4 | 28 | 1 | 9 | 4 | 0 | 14 | 5 | 6 | 5 | 1 | 3 | 0 |
| November | 2015 | 28 | 4 | 24 | 2 | 11 | 5 | 0 | 15 | 5 | 5 | 5 | 1 | 4 | 0 |
| December | 2015 | 29 | 5 | 23 | 3 | 10 | 4 | 0 | 15 | 5 | 6 | 5 | 1 | 4 | 0 |
| January | 2016 | 29 | 4 | 23 | 3 | 11 | 4 | 0 | 15 | 5 | 6 | 4 | 1 | 4 | 0 |
| February | 2016 | 32 | 3 | 25 | 4 | 9 | 2 | 0 | 13 | 4 | 7 | 4 | 1 | 3 | 0 |
| March | 2016 | 30 | 4 | 27 | 3 | 11 | 3 | 0 | 11 | 4 | 6 | 6 | 0 | 2 | 0 |
| April | 2016 | 28 | 5 | 28 | 3 | 8 | 4 | 0 | 12 | 4 | 6 | 6 | 0 | 3 | 0 |
| May | 2016 | 26 | 6 | 30 | 3 | 11 | 4 | 0 | 14 | 3 | 4 | 5 | 1 | 3 | 0 |
| June | 2016 | 29 | 4 | 30 | 4 | 10 | 4 | 0 | 14 | 5 | 5 | 4 | 1 | 4 | 0 |
| July | 2016 | 29 | 5 | 33 | 3 | 11 | 2 | 1 | 14 | 3 | 4 | 4 | 1 | 3 | 0 |
| August | 2016 | 28 | 5 | 32 | 2 | 10 | 3 | 1 | 14 | 4 | 5 | 5 | 0 | 2 | 0 |
| September | 2016 | 25 | 5 | 31 | 2 | 10 | 3 | 1 | 16 | 3 | 4 | 5 | 0 | 2 | 0 |
| October | 2016 | 24 | 4 | 27 | 2 | 11 | 3 | 0 | 15 | 3 | 5 | 4 | 1 | 3 | 0 |
| November | 2016 | 22 | 4 | 26 | 1 | 9 | 2 | 1 | 16 | 4 | 5 | 3 | 1 | 3 | 0 |
| December | 2016 | 24 | 4 | 25 | 2 | 12 | 2 | 1 | 15 | 5 | 6 | 4 | 1 | 3 | 0 |
| January | 2017 | 24 | 4 | 24 | 3 | 13 | 2 | 1 | 14 | 4 | 4 | 4 | 1 | 3 | 0 |
| February | 2017 | 26 | 5 | 22 | 4 | 15 | 2 | 1 | 13 | 4 | 2 | 5 | 1 | 3 | 0 |
| March | 2017 | 25 | 6 | 21 | 5 | 16 | 2 | 1 | 13 | 3 | 2 | 5 | 1 | 3 | 0 |
| April | 2017 | 25 | 8 | 20 | 5 | 17 | 2 | 1 | 14 | 3 | 2 | 4 | 1 | 2 | 0 |
| May | 2017 | 26 | 7 | 19 | 5 | 15 | 3 | 1 | 16 | 4 | 2 | 4 | 0 | 2 | 0 |
| June | 2017 | 27 | 7 | 17 | 3 | 13 | 4 | 1 | 17 | 4 | 3 | 4 | 1 | 2 | 0 |
| July | 2017 | 31 | 6 | 17 | 2 | 10 | 4 | 1 | 18 | 5 | 3 | 5 | 1 | 3 | 0 |
| August | 2017 | 29 | 6 | 18 | 2 | 13 | 3 | 0 | 17 | 5 | 3 | 4 | 1 | 4 | 0 |
| September | 2017 | 30 | 6 | 19 | 2 | 13 | 3 | 1 | 18 | 5 | 3 | 4 | 1 | 3 | 0 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| October | 2017 | 27 | 5 | 20 | 3 | 14 | 3 | 1 | 17 | 4 | 3 | 4 | 1 | 3 | 0 |
| November | 2017 | 28 | 6 | 19 | 3 | 13 | 3 | 1 | 15 | 4 | 3 | 3 | 1 | 4 | 0 |
| December | 2017 | 26 | 6 | 20 | 4 | 14 | 3 | 0 | 14 | 4 | 2 | 3 | 0 | 4 | 0 |
| January | 2018 | 26 | 5 | 19 | 4 | 14 | 3 | 0 | 16 | 5 | 2 | 3 | 0 | 4 | 0 |
| February | 2018 | 25 | 5 | 19 | 6 | 14 | 2 | 0 | 18 | 5 | 3 | 4 | 1 | 3 | 0 |
| March | 2018 | 23 | 9 | 18 | 5 | 13 | 2 | 0 | 19 | 5 | 3 | 4 | 1 | 3 | 0 |
| April | 2018 | 23 | 10 | 17 | 6 | 14 | 1 | 1 | 17 | 4 | 3 | 3 | 0 | 2 | 0 |
| May | 2018 | 23 | 11 | 16 | 4 | 14 | 1 | 1 | 16 | 5 | 2 | 4 | 1 | 4 | 1 |
| June | 2018 | 25 | 8 | 16 | 4 | 14 | 2 | 1 | 16 | 6 | 3 | 4 | 2 | 3 | 1 |
| July | 2018 | 24 | 7 | 15 | 3 | 14 | 1 | 0 | 18 | 7 | 4 | 4 | 3 | 4 | 0 |
| August | 2018 | 22 | 8 | 14 | 3 | 15 | 1 | 0 | 19 | 7 | 4 | 2 | 2 | 2 | 0 |
| September | 2018 | 20 | 10 | 12 | 2 | 16 | 1 | 0 | 19 | 6 | 4 | 3 | 1 | 3 | 0 |
| October | 2018 | 18 | 10 | 10 | 2 | 16 | 1 | 1 | 21 | 6 | 3 | 3 | 1 | 3 | 0 |
| November | 2018 | 19 | 8 | 9 | 2 | 16 | 1 | 1 | 23 | 6 | 3 | 3 | 1 | 3 | 0 |
| December | 2018 | 22 | 6 | 9 | 3 | 15 | 1 | 1 | 25 | 6 | 4 | 3 | 1 | 3 | 0 |
| January | 2019 | 25 | 5 | 11 | 3 | 13 | 1 | 1 | 23 | 6 | 4 | 4 | 1 | 2 | 0 |
| February | 2019 | 26 | 6 | 13 | 3 | 12 | 1 | 1 | 19 | 6 | 3 | 5 | 1 | 3 | 0 |
| March | 2019 | 25 | 6 | 14 | 3 | 14 | 1 | 1 | 19 | 6 | 2 | 4 | 1 | 3 | 0 |
| April | 2019 | 23 | 6 | 14 | 3 | 18 | 2 | 1 | 18 | 6 | 2 | 3 | 1 | 3 | 0 |
| May | 2019 | 23 | 5 | 15 | 2 | 19 | 2 | 1 | 21 | 6 | 3 | 3 | 1 | 3 | 0 |
| June | 2019 | 22 | 7 | 15 | 2 | 20 | 1 | 1 | 21 | 6 | 3 | 3 | 1 | 3 | 0 |
| July | 2019 | 23 | 9 | 17 | 1 | 19 | 1 | 1 | 23 | 4 | 3 | 5 | 2 | 4 | 0 |
| August | 2019 | 22 | 8 | 17 | 1 | 18 | 1 | 2 | 23 | 6 | 4 | 5 | 1 | 3 | 0 |
| September | 2019 | 23 | 6 | 18 | 0 | 18 | 1 | 1 | 23 | 5 | 4 | 6 | 1 | 3 | 0 |
| October | 2019 | 24 | 4 | 18 | 0 | 17 | 1 | 0 | 22 | 5 | 4 | 5 | 1 | 2 | 0 |
| November | 2019 | 26 | 4 | 19 | 0 | 16 | 1 | 0 | 24 | 3 | 3 | 5 | 1 | 3 | 0 |
| December | 2019 | 24 | 6 | 19 | 0 | 17 | 1 | 1 | 23 | 3 | 3 | 4 | 1 | 3 | 0 |
| January | 2020 | 23 | 6 | 19 | 1 | 18 | 2 | 1 | 23 | 4 | 4 | 3 | 1 | 2 | 0 |
| February | 2020 | 22 | 6 | 20 | 1 | 19 | 3 | 1 | 21 | 4 | 3 | 3 | 0 | 2 | 0 |
| March | 2020 | 25 | 5 | 22 | 1 | 17 | 3 | 1 | 18 | 4 | 4 | 6 | 1 | 3 | 0 |
| April | 2020 | 31 | 2 | 23 | 1 | 12 | 1 | 1 | 13 | 4 | 8 | 13 | 0 | 3 | 1 |
| May | 2020 | 40 | 1 | 25 | 0 | 9 | 0 | 2 | 9 | 5 | 11 | 16 | 0 | 2 | 1 |
| June | 2020 | 48 | 1 | 28 | 0 | 4 | 0 | 2 | 7 | 5 | 12 | 18 | 0 | 1 | 1 |
| July | 2020 | 49 | 1 | 28 | 0 | 4 | 0 | 2 | 8 | 6 | 11 | 17 | 0 | 0 | 1 |
| August | 2020 | 46 | 1 | 27 | 0 | 4 | 0 | 2 | 10 | 6 | 10 | 18 | 0 | 1 | 1 |
| September | 2020 | 43 | 1 | 23 | 0 | 7 | 0 | 2 | 11 | 5 | 10 | 15 | 0 | 2 | 2 |
| October | 2020 | 42 | 1 | 25 | 0 | 8 | 0 | 1 | 13 | 4 | 10 | 12 | 0 | 2 | 3 |
| November | 2020 | 38 | 2 | 23 | 0 | 9 | 1 | 1 | 10 | 3 | 10 | 12 | 0 | 2 | 4 |
| December | 2020 | 35 | 2 | 24 | 1 | 7 | 1 | 2 | 11 | 4 | 13 | 14 | 0 | 2 | 2 |
| January | 2021 | 34 | 3 | 22 | 1 | 7 | 1 | 2 | 10 | 5 | 12 | 16 | 0 | 3 | 2 |
| February | 2021 | 32 | 3 | 22 | 1 | 7 | 1 | 2 | 13 | 6 | 13 | 14 | 1 | 2 | 2 |
| March | 2021 | 29 | 4 | 19 | 0 | 9 | 1 | 2 | 15 | 5 | 9 | 15 | 1 | 2 | 2 |
| April | 2021 | 24 | 5 | 19 | 1 | 9 | 1 | 3 | 18 | 4 | 8 | 13 | 2 | 1 | 4 |
| May | 2021 | 21 | 4 | 18 | 1 | 10 | 1 | 3 | 23 | 4 | 6 | 11 | 2 | 2 | 8 |
| June | 2021 | 18 | 3 | 17 | 1 | 9 | 1 | 3 | 28 | 4 | 5 | 8 | 1 | 3 | 14 |
| July | 2021 | 18 | 3 | 14 | 0 | 9 | 1 | 3 | 33 | 4 | 4 | 6 | 1 | 3 | 20 |
| August | 2021 | 18 | 3 | 12 | 1 | 6 | 1 | 3 | 39 | 3 | 4 | 5 | 1 | 2 | 24 |
| September | 2021 | 15 | 3 | 10 | 1 | 5 | 1 | 4 | 42 | 2 | 4 | 6 | 1 | 3 | 30 |
| October | 2021 | 14 | 2 | 9 | 1 | 3 | 0 | 5 | 44 | 2 | 4 | 6 | 2 | 3 | 35 |
| November | 2021 | 11 | 3 | 7 | 1 | 4 | 0 | 4 | 46 | 2 | 4 | 5 | 2 | 3 | 41 |
| December | 2021 | 12 | 3 | 6 | 1 | 3 | 0 | 3 | 51 | 3 | 3 | 3 | 2 | 3 | 43 |
| January | 2022 | 9 | 4 | 5 | 1 | 2 | 1 | 2 | 56 | 4 | 5 | 2 | 2 | 2 | 45 |
| February | 2022 | 9 | 5 | 6 | 0 | 2 | 1 | 3 | 58 | 4 | 4 | 2 | 1 | 1 | 45 |
| March | 2022 | 8 | 4 | 5 | 0 | 3 | 2 | 3 | 58 | 5 | 4 | 2 | 2 | 2 | 42 |
| April | 2022 | 8 | 4 | 5 | 1 | 3 | 2 | 4 | 60 | 6 | 2 | 3 | 4 | 2 | 39 |
| May | 2022 | 9 | 3 | 3 | 1 | 3 | 2 | 3 | 60 | 7 | 3 | 3 | 5 | 3 | 39 |
| June | 2022 | 9 | 3 | 2 | 1 | 2 | 1 | 2 | 63 | 8 | 3 | 4 | 6 | 3 | 38 |

# 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 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Date of Survey | | Low Price; Good Buys | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | Supply Adequate | Prices High | High Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality | Supply Inadequate |
| July | 2022 | 9 | 3 | 2 | 1 | 2 | 1 | 3 | 59 | 12 | 3 | 3 | 6 | 4 | 36 |
| August | 2022 | 8 | 3 | 2 | 2 | 2 | 1 | 4 | 59 | 16 | 5 | 4 | 7 | 4 | 31 |
| September | 2022 | 7 | 2 | 2 | 2 | 2 | 1 | 4 | 57 | 19 | 5 | 4 | 5 | 4 | 30 |
| October | 2022 | 7 | 2 | 1 | 1 | 2 | 1 | 5 | 58 | 18 | 6 | 5 | 4 | 2 | 28 |
| November | 2022 | 7 | 2 | 1 | 2 | 1 | 1 | 5 | 58 | 20 | 5 | 5 | 3 | 2 | 27 |
| December | 2022 | 9 | 3 | 2 | 2 | 2 | 1 | 5 | 54 | 24 | 5 | 5 | 3 | 2 | 25 |
| January | 2023 | 12 | 3 | 2 | 1 | 2 | 2 | 4 | 52 | 26 | 6 | 5 | 2 | 2 | 21 |
| February | 2023 | 14 | 3 | 3 | 1 | 2 | 2 | 4 | 50 | 27 | 6 | 5 | 2 | 3 | 17 |
| March | 2023 | 15 | 4 | 3 | 1 | 2 | 1 | 5 | 50 | 27 | 8 | 5 | 1 | 2 | 14 |
| April | 2023 | 15 | 5 | 4 | 0 | 2 | 1 | 7 | 48 | 27 | 7 | 6 | 2 | 1 | 10 |
| May | 2023 | 14 | 5 | 3 | 0 | 2 | 0 | 9 | 47 | 27 | 8 | 6 | 2 | 1 | 8 |
| June | 2023 | 14 | 4 | 3 | 0 | 2 | 0 | 9 | 46 | 26 | 8 | 5 | 2 | 2 | 8 |
| July | 2023 | 14 | 4 | 2 | 1 | 4 | 0 | 8 | 45 | 26 | 8 | 4 | 2 | 3 | 10 |
| August | 2023 | 16 | 3 | 3 | 1 | 4 | 0 | 7 | 44 | 28 | 7 | 3 | 1 | 3 | 9 |
| September | 2023 | 16 | 3 | 2 | 1 | 3 | 1 | 7 | 44 | 30 | 6 | 3 | 1 | 2 | 8 |
| October | 2023 | 16 | 3 | 2 | 0 | 2 | 1 | 6 | 45 | 32 | 6 | 4 | 2 | 1 | 7 |
| November | 2023 | 13 | 3 | 2 | 0 | 1 | 0 | 5 | 47 | 34 | 6 | 4 | 1 | 1 | 9 |
| December | 2023 | 13 | 4 | 3 | 0 | 1 | 0 | 4 | 49 | 33 | 6 | 4 | 1 | 2 | 8 |
| January | 2024 | 13 | 3 | 3 | 0 | 2 | 1 | 4 | 49 | 30 | 6 | 3 | 1 | 2 | 7 |
| February | 2024 | 14 | 4 | 4 | 1 | 2 | 1 | 5 | 48 | 27 | 7 | 3 | 1 | 2 | 4 |
| March | 2024 | 16 | 5 | 4 | 1 | 4 | 2 | 6 | 45 | 25 | 6 | 2 | 0 | 3 | 3 |
| April | 2024 | 16 | 5 | 5 | 1 | 3 | 1 | 5 | 44 | 25 | 6 | 3 | 0 | 4 | 4 |
| May | 2024 | 15 | 4 | 5 | 1 | 3 | 1 | 5 | 44 | 27 | 4 | 2 | 0 | 3 | 4 |
| June | 2024 | 13 | 3 | 5 | 1 | 2 | 0 | 5 | 43 | 30 | 6 | 2 | 1 | 3 | 3 |
| July | 2024 | 12 | 3 | 4 | 1 | 1 | 0 | 4 | 43 | 30 | 5 | 2 | 1 | 3 | 2 |
| August | 2024 | 12 | 2 | 3 | 0 | 1 | 0 | 4 | 44 | 29 | 5 | 2 | 1 | 4 | 3 |
| September | 2024 | 13 | 2 | 5 | 0 | 1 | 0 | 4 | 42 | 28 | 4 | 2 | 1 | 4 | 4 |
| October | 2024 | 11 | 3 | 5 | 0 | 1 | 0 | 4 | 43 | 29 | 5 | 2 | 0 | 4 | 4 |
| November | 2024 | 12 | 3 | 5 | 0 | 1 | 0 | 3 | 40 | 27 | 5 | 1 | 0 | 3 | 3 |
| December | 2024 | 11 | 5 | 3 | 0 | 1 | 0 | 3 | 42 | 24 | 4 | 2 | 0 | 3 | 3 |
| January | 2025 | 11 | 6 | 3 | 0 | 0 | 0 | 2 | 39 | 22 | 3 | 2 | 0 | 3 | 2 |
| February | 2025 | 8 | 9 | 3 | 0 | 1 | 0 | 2 | 39 | 22 | 2 | 2 | 0 | 3 | 2 |
| March | 2025 | 7 | 9 | 3 | 0 | 1 | 0 | 2 | 40 | 20 | 2 | 2 | 0 | 3 | 1 |
| April | 2025 | 5 | 10 | 2 | 0 | 1 | 0 | 1 | 40 | 15 | 2 | 3 | 0 | 2 | 1 |
| May | 2025 | 6 | 9 | 1 | 0 | 0 | 0 | 1 | 40 | 12 | 2 | 3 | 0 | 2 | 1 |
| June | 2025 | 6 | 8 | 1 | 0 | 0 | 0 | 1 | 37 | 10 | 2 | 4 | 0 | 2 | 1 |
| July | 2025 | 7 | 8 | 1 | 0 | 0 | 0 | 1 | 36 | 11 | 2 | 3 | 0 | 3 | 1 |
| August | 2025 | 7 | 9 | 2 | 0 | 1 | 0 | 1 | 37 | 13 | 3 | 3 | 0 | 2 | 2 |
| September | 2025 | 6 | 8 | 2 | 0 | 1 | 0 | 1 | 39 | 15 | 3 | 3 | 0 | 2 | 2 |
| October | 2025 | 6 | 7 | 2 | 0 | 1 | 0 | 0 | 40 | 15 | 4 | 3 | 0 | 2 | 2 |
| November | 2025 | 7 | 6 | 3 | 0 | 1 | 0 | 0 | 40 | 15 | 4 | 4 | 0 | 3 | 1 |
| December | 2025 | 8 | 6 | 3 | 0 | 1 | 0 | 1 | 44 | 13 | 6 | 4 | 0 | 3 | 1 |
| January | 2026 | 8 | 4 | 4 | 0 | 1 | 0 | 1 | 46 | 13 | 6 | 5 | 0 | 4 | 1 |
| February | 2026 | 9 | 4 | 4 | 0 | 1 | 0 | 2 | 48 | 13 | 6 | 5 | 0 | 3 | 1 |
| March | 2026 | 9 | 4 | 4 | 0 | 1 | 0 | 2 | 45 | 13 | 5 | 6 | 1 | 4 | 1 |
| April | 2026 | 9 | 5 | 4 | 0 | 1 | 0 | 1 | 44 | 13 | 5 | 6 | 1 | 3 | 2 |
| May | 2026 | 7 | 5 | 3 | 0 | 1 | 1 | 1 | 44 | 15 | 5 | 5 | 3 | 3 | 2 |
| June | 2026 | 7 | 4 | 2 | 0 | 1 | 1 | 1 | 46 | 17 | 8 | 5 | 4 | 4 | 2 |
| July | 2026 | 7 | 4 | 2 | 0 | 0 | 0 | 1 | 47 | 18 | 9 | 4 | 4 | 4 | 1 |