

INCOME TOP 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.

Date of Survey		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>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>
December	1979	21	22	1	2	1	9	23	18	3	2	10	10
January	1980	25	21	1	2	1	9	26	19	3	2	11	10
February	1980	27	21	1	2	1	11	25	16	3	2	11	11
March	1980	24	22	0	3	0	13	24	15	2	2	13	12
April	1980	24	20	1	3	0	13	22	20	2	1	12	12
May	1980	27	15	1	2	0	10	24	26	3	2	11	10
June	1980	30	10	1	1	0	7	25	29	4	3	9	11
July	1980	32	9	2	0	0	5	24	24	4	4	6	13
August	1980	29	11	4	1	0	6	25	16	6	3	6	16
September	1980	27	17	4	2	0	7	25	10	6	2	4	15
October	1980	24	20	3	3	0	9	25	11	5	1	4	16
November	1980	20	21	2	3	0	8	25	14	4	1	3	15
December	1980	18	17	2	2	0	7	26	22	4	1	4	16
January	1981	18	14	3	2	0	5	28	31	4	2	3	13
February	1981	25	13	4	1	0	5	28	33	4	2	3	12
March	1981	32	14	3	1	0	5	27	31	4	2	2	10
April	1981	37	15	3	2	1	6	26	25	3	2	3	10
May	1981	34	17	3	2	0	5	25	23	3	2	3	9
June	1981	28	18	2	2	0	5	27	23	2	1	3	11
July	1981	22	18	2	2	0	6	28	24	3	1	3	13
August	1981	20	20	2	2	1	6	29	27	2	1	2	13
September	1981	20	20	4	2	1	5	28	28	2	1	2	12
October	1981	22	18	6	1	0	4	29	29	2	1	1	10
November	1981	22	14	7	1	0	3	33	30	3	2	1	9
December	1981	26	13	6	1	0	2	35	29	5	3	1	10
January	1982	31	13	6	1	1	2	33	28	6	2	1	9
February	1982	38	11	5	1	1	2	33	26	6	2	1	10
March	1982	48	9	5	1	0	2	30	28	6	1	1	8
April	1982	52	8	6	0	0	3	27	29	6	2	1	8
May	1982	53	9	9	1	1	2	22	29	5	3	0	6
June	1982	47	7	11	1	1	2	23	29	4	3	0	8
July	1982	43	8	8	2	1	2	27	30	4	4	1	9
August	1982	39	7	6	1	0	3	28	32	6	4	1	9
September	1982	38	9	10	1	0	3	27	30	5	4	1	7
October	1982	38	8	12	1	1	2	25	26	6	3	0	6
November	1982	37	7	17	1	1	1	25	21	5	3	0	8
December	1982	39	5	23	1	2	1	23	17	5	3	0	9
January	1983	40	5	33	1	1	1	20	14	4	3	0	9
February	1983	38	7	38	1	1	2	20	12	3	2	0	7
March	1983	33	9	40	1	0	2	19	11	3	1	0	7
April	1983	32	11	42	2	2	2	19	9	2	2	0	6
May	1983	32	10	45	2	3	1	17	8	2	2	0	4
June	1983	31	11	44	2	4	1	17	6	2	2	0	4
July	1983	31	11	48	2	3	1	15	4	2	1	0	4
August	1983	32	14	43	3	4	1	14	5	3	1	1	5
September	1983	34	16	41	3	3	1	12	7	2	1	0	5
October	1983	29	19	31	3	2	1	17	9	3	2	0	5

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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
November	1983	28	17	26	3	2	2	22	9	2	1	0	6
December	1983	25	15	23	3	4	2	23	8	2	1	0	6
January	1984	28	15	25	3	5	2	18	7	2	1	0	4
February	1984	28	17	25	3	7	2	15	6	1	0	0	3
March	1984	31	19	26	4	9	1	13	5	1	0	0	3
April	1984	27	18	24	6	10	2	15	5	0	0	0	3
May	1984	26	19	23	7	9	2	16	5	1	1	0	3
June	1984	22	20	20	7	6	2	17	8	0	1	0	2
July	1984	23	22	17	8	4	1	18	10	1	1	0	2
August	1984	25	24	15	8	3	2	17	11	1	1	0	2
September	1984	25	23	16	7	4	1	18	10	2	1	0	3
October	1984	22	25	16	5	5	2	18	9	2	1	0	3
November	1984	21	24	17	5	6	1	20	8	1	1	0	4
December	1984	21	21	18	4	6	2	20	8	1	1	0	4
January	1985	23	17	23	3	6	1	20	9	1	1	0	4
February	1985	26	16	28	2	6	1	19	8	1	1	0	3
March	1985	30	16	32	2	5	1	18	7	1	1	0	3
April	1985	35	17	31	3	5	1	16	6	2	0	0	3
May	1985	36	17	31	3	4	2	14	6	1	1	0	2
June	1985	35	18	34	3	4	2	13	4	1	1	0	3
July	1985	32	14	40	3	4	2	13	4	1	1	0	3
August	1985	30	13	45	2	3	1	13	3	1	1	0	3
September	1985	27	11	50	2	3	1	12	4	2	0	0	2
October	1985	29	12	52	1	3	1	13	4	2	0	0	3
November	1985	27	11	51	1	4	1	14	5	3	1	0	3
December	1985	29	11	47	1	4	2	15	5	2	1	0	3
January	1986	26	11	50	1	3	1	15	5	2	1	0	3
February	1986	27	10	57	1	2	1	12	4	1	1	0	2
March	1986	26	11	64	1	2	0	9	3	1	1	0	1
April	1986	27	9	63	2	3	1	10	3	1	1	0	1
May	1986	28	8	64	1	3	0	11	3	1	1	0	1
June	1986	27	6	66	3	4	0	11	3	1	1	0	2
July	1986	28	6	65	2	4	0	10	3	2	1	0	3
August	1986	26	8	63	2	4	0	10	2	1	1	0	3
September	1986	29	7	66	1	3	0	11	2	1	1	0	2
October	1986	29	7	66	2	2	0	11	3	0	1	0	1
November	1986	31	5	60	2	1	1	12	5	1	1	0	2
December	1986	31	6	50	2	1	0	12	6	1	1	0	1
January	1987	30	7	42	2	2	1	14	7	2	1	0	2
February	1987	30	9	42	2	2	0	13	5	1	1	0	1
March	1987	33	8	43	2	2	0	14	4	2	1	0	2
April	1987	35	8	44	3	1	0	13	2	2	1	0	2
May	1987	34	8	43	4	1	0	13	3	2	1	0	2
June	1987	31	12	40	4	1	0	13	4	1	1	0	2
July	1987	35	12	35	3	2	1	13	5	1	1	0	3
August	1987	39	13	36	2	2	1	13	4	1	1	0	3
September	1987	41	14	37	3	3	1	13	3	1	1	0	3
October	1987	37	15	37	4	3	0	12	5	1	1	0	2
November	1987	34	14	30	4	4	0	13	7	1	4	0	1
December	1987	36	14	24	3	3	0	14	8	2	6	0	2

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		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	39	14	21	3	2	0	16	7	3	7	0	2
February	1988	39	14	23	2	2	0	16	7	3	4	0	3
March	1988	38	12	25	4	3	1	14	6	3	3	0	3
April	1988	37	14	26	4	4	1	13	6	2	3	0	2
May	1988	35	15	26	6	4	1	12	6	1	2	0	1
June	1988	37	16	22	6	4	1	12	5	1	3	0	1
July	1988	39	15	20	7	4	0	13	6	1	1	0	2
August	1988	39	13	19	7	5	0	15	5	1	1	0	2
September	1988	37	14	18	7	5	0	15	6	2	0	0	2
October	1988	36	15	19	7	4	0	14	7	2	1	0	2
November	1988	35	18	17	6	3	0	13	7	2	2	0	4
December	1988	34	17	15	6	3	0	14	7	3	3	0	3
January	1989	31	18	13	7	4	0	15	8	2	2	0	3
February	1989	32	17	15	7	4	1	16	9	2	2	0	2
March	1989	32	16	17	7	4	0	16	11	2	2	0	2
April	1989	35	14	20	6	3	0	15	11	2	2	1	2
May	1989	35	16	22	6	2	0	14	11	2	3	1	1
June	1989	37	15	25	4	2	1	15	8	2	1	2	1
July	1989	38	16	25	3	3	1	16	6	2	1	1	2
August	1989	40	13	22	2	3	1	19	7	1	1	1	2
September	1989	40	13	21	2	4	0	21	6	1	1	0	1
October	1989	40	14	20	2	2	0	21	6	1	1	0	2
November	1989	44	15	19	1	2	0	20	4	2	1	0	2
December	1989	47	13	18	1	1	0	19	6	2	2	0	3
January	1990	56	11	17	1	1	0	19	6	2	1	0	3
February	1990	62	8	15	1	1	0	18	6	2	2	0	3
March	1990	68	8	12	1	1	0	18	5	3	1	0	3
April	1990	65	8	11	2	1	0	17	4	3	2	0	3
May	1990	60	10	12	2	1	1	15	4	2	1	0	2
June	1990	55	11	15	2	2	1	14	5	1	2	0	3
July	1990	52	11	15	2	2	0	15	6	2	1	0	3
August	1990	49	12	14	2	2	1	16	7	2	3	1	3
September	1990	44	13	12	2	2	1	17	7	3	4	5	2
October	1990	41	12	8	2	1	2	18	7	5	9	9	2
November	1990	41	11	6	2	1	2	19	8	6	10	12	3
December	1990	44	9	6	2	1	2	18	7	6	13	10	3
January	1991	48	9	9	2	1	1	15	6	5	13	7	2
February	1991	52	6	12	1	1	1	13	5	7	12	4	2
March	1991	59	6	17	1	2	1	11	4	7	9	2	2
April	1991	66	8	18	1	2	0	11	4	7	6	1	2
May	1991	67	9	19	1	2	1	12	4	6	5	0	1
June	1991	63	9	16	1	2	0	15	5	7	5	0	2
July	1991	60	7	18	1	1	0	14	5	8	6	0	2
August	1991	62	6	19	1	1	0	13	6	7	6	0	3
September	1991	59	6	22	0	0	0	14	7	7	6	0	2
October	1991	56	8	20	0	1	0	17	7	7	6	0	2
November	1991	56	7	21	1	1	0	20	5	7	7	0	2
December	1991	57	7	22	1	1	0	18	6	8	7	0	2
January	1992	59	5	28	0	1	1	16	4	9	9	0	1
February	1992	57	5	31	0	0	0	14	4	9	10	0	2
March	1992	60	5	34	0	0	0	13	1	8	11	0	2

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		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>
April	1992	58	5	33	1	1	0	12	2	8	9	0	2
May	1992	57	5	33	1	1	0	12	2	7	9	0	2
June	1992	53	7	35	1	1	0	12	3	6	7	0	2
July	1992	49	7	36	1	2	0	14	2	7	8	0	1
August	1992	47	8	36	1	2	1	15	2	7	9	0	1
September	1992	45	6	37	1	2	0	17	3	7	10	0	0
October	1992	47	5	37	1	2	0	16	3	7	10	0	1
November	1992	48	6	36	2	2	0	14	3	7	9	0	1
December	1992	49	7	32	1	2	0	12	3	6	9	0	2
January	1993	51	8	33	1	4	0	11	3	5	6	0	1
February	1993	51	6	34	1	6	0	11	3	4	7	0	1
March	1993	48	9	38	2	6	0	12	3	5	5	0	1
April	1993	44	9	41	1	5	0	13	3	5	5	1	1
May	1993	41	10	42	1	5	0	14	3	5	4	0	1
June	1993	40	7	42	1	7	0	13	3	4	7	0	1
July	1993	42	8	40	2	6	0	12	1	5	7	0	1
August	1993	42	7	39	2	5	0	11	1	6	9	0	1
September	1993	42	7	38	1	3	0	13	2	7	7	0	2
October	1993	38	8	37	1	3	1	15	2	7	7	0	2
November	1993	35	8	39	2	3	1	15	2	6	5	0	2
December	1993	33	9	39	1	4	1	15	2	5	5	0	2
January	1994	36	8	42	1	7	1	13	1	4	5	0	2
February	1994	38	8	42	1	8	0	12	1	5	3	0	1
March	1994	38	9	43	2	9	0	11	2	5	3	0	1
April	1994	34	11	42	4	7	0	11	2	4	3	0	1
May	1994	31	12	37	5	8	0	13	3	2	3	0	2
June	1994	29	12	34	5	8	0	14	4	2	2	0	1
July	1994	32	11	33	4	9	0	15	4	3	2	0	1
August	1994	32	11	33	4	9	1	15	4	3	1	0	1
September	1994	34	11	31	4	9	1	18	4	3	1	0	0
October	1994	32	12	27	3	11	0	22	6	2	3	0	0
November	1994	32	12	26	3	10	0	23	6	3	3	0	0
December	1994	28	12	24	5	11	1	21	9	4	3	0	1
January	1995	26	10	22	7	9	1	21	10	4	3	0	1
February	1995	26	11	19	7	9	1	19	13	5	3	0	1
March	1995	30	11	21	6	8	1	19	13	4	3	0	1
April	1995	29	12	20	6	8	1	20	13	5	3	0	1
May	1995	30	12	22	6	8	1	21	10	4	2	0	2
June	1995	30	12	22	5	8	0	23	8	3	2	0	1
July	1995	33	11	30	3	8	0	19	6	3	2	0	1
August	1995	32	10	33	1	8	0	19	5	4	2	0	1
September	1995	32	11	33	1	8	0	18	5	4	2	0	1
October	1995	32	11	26	1	6	0	20	4	5	2	0	2
November	1995	32	10	26	2	5	0	21	3	4	2	0	2
December	1995	34	10	25	2	7	0	22	2	4	2	0	2
January	1996	33	12	29	2	7	0	19	2	4	3	0	2
February	1996	35	10	29	1	6	1	19	2	6	4	0	1
March	1996	32	10	31	1	4	1	18	2	5	4	0	1
April	1996	32	10	32	2	5	1	19	3	4	4	0	0
May	1996	30	12	31	2	6	1	21	4	3	3	0	1
June	1996	31	12	27	3	8	0	21	4	3	3	1	2

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		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	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
July	1996	32	12	25	3	9	0	20	4	3	2	1	2
August	1996	35	12	24	3	8	0	17	3	3	2	1	1
September	1996	36	12	25	4	8	0	16	3	3	2	0	1
October	1996	35	11	23	4	7	1	19	5	3	2	0	1
November	1996	33	11	24	4	7	1	20	5	2	1	0	2
December	1996	30	10	23	3	7	1	21	4	2	1	1	2
January	1997	30	10	24	3	10	1	18	4	2	1	1	3
February	1997	29	10	25	2	12	1	18	3	3	1	1	2
March	1997	30	11	27	1	13	0	17	3	3	1	0	2
April	1997	30	11	26	2	11	1	18	3	3	1	0	2
May	1997	29	11	24	2	12	1	17	4	2	1	0	1
June	1997	29	13	24	3	12	1	16	4	2	1	0	0
July	1997	27	12	27	2	12	0	18	3	2	0	0	0
August	1997	27	10	31	2	10	0	17	3	1	1	0	0
September	1997	29	8	30	2	11	1	16	2	1	1	0	1
October	1997	33	8	28	1	11	1	13	2	1	1	1	1
November	1997	31	8	24	1	12	0	15	1	1	1	1	1
December	1997	29	7	24	1	9	0	18	1	1	1	1	0
January	1998	29	7	26	1	9	0	19	1	1	0	0	1
February	1998	33	5	27	0	7	0	17	2	1	1	0	0
March	1998	35	5	31	0	10	0	14	2	1	1	0	1
April	1998	34	5	30	0	11	0	13	1	1	1	0	0
May	1998	34	4	34	0	13	0	13	1	1	1	0	0
June	1998	31	4	34	1	12	0	13	0	1	1	0	0
July	1998	32	4	34	1	11	0	13	0	1	0	0	1
August	1998	30	4	32	1	11	0	12	1	1	0	0	2
September	1998	34	4	32	0	10	0	12	2	1	2	0	2
October	1998	38	3	34	0	9	0	9	2	1	3	0	1
November	1998	41	2	40	0	10	0	8	1	1	3	0	0
December	1998	41	3	41	0	11	0	8	1	1	2	0	0
January	1999	40	4	42	0	13	0	9	1	0	1	0	0
February	1999	38	4	41	0	14	0	9	1	1	1	0	0
March	1999	36	4	41	0	15	0	10	1	1	1	0	1
April	1999	35	5	37	0	16	0	13	1	1	1	0	1
May	1999	33	6	37	0	17	0	13	1	1	0	0	1
June	1999	35	7	38	1	19	0	10	1	1	0	0	1
July	1999	30	7	41	1	19	0	7	1	1	1	0	1
August	1999	30	7	36	2	16	0	8	3	1	1	0	1
September	1999	27	7	32	2	16	0	8	4	1	1	0	1
October	1999	26	8	25	3	16	0	9	5	1	1	0	1
November	1999	28	6	26	3	15	0	10	2	1	1	1	2
December	1999	26	6	27	2	14	0	13	2	1	1	0	2
January	2000	30	5	26	2	14	0	13	3	0	1	0	1
February	2000	29	5	23	2	16	0	12	5	0	0	0	2
March	2000	30	5	22	2	16	0	12	6	0	0	4	2
April	2000	28	7	22	3	19	1	10	5	0	0	7	2
May	2000	27	8	23	3	18	1	11	4	0	0	8	1
June	2000	27	8	22	4	18	2	9	5	0	0	7	0
July	2000	30	7	23	3	17	1	9	6	0	0	7	1
August	2000	32	7	19	3	17	1	7	8	1	0	7	1
September	2000	30	7	18	1	16	1	9	6	0	1	7	1

INCOME TOP THIRD

TABLE 38

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price;	Prices	Interest	Borrow in	Times		High	Can't		Gas	Poor	
		Good	Won't Come	Rates	Advance	Good;	Fuel	Prices	Interest	Afford	Uncertain	Prices	Select.;
		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
October	2000	27	8	17	1	16	2	10	6	0	1	7	1
November	2000	26	8	17	2	15	1	10	4	0	1	6	1
December	2000	31	7	16	2	13	1	9	4	0	1	5	1
January	2001	36	5	21	2	9	1	7	4	2	2	4	1
February	2001	41	4	25	1	6	0	6	3	4	4	4	1
March	2001	42	3	31	1	3	0	6	3	6	5	3	0
April	2001	39	3	31	1	3	0	8	2	5	7	3	1
May	2001	36	3	32	1	3	0	9	3	3	7	6	1
June	2001	34	3	31	0	4	1	7	2	2	7	9	1
July	2001	40	3	34	0	3	1	7	3	3	5	9	1
August	2001	41	3	32	0	3	1	7	3	6	3	6	2
September	2001	41	2	33	0	3	1	7	3	8	6	3	2
October	2001	37	2	40	1	3	1	6	3	7	7	2	1
November	2001	37	1	55	1	1	0	4	3	5	7	2	0
December	2001	36	0	67	1	0	0	4	3	4	5	1	0
January	2002	41	0	68	0	0	0	4	2	3	5	1	0
February	2002	41	0	65	1	1	0	4	2	3	5	0	0
March	2002	46	0	58	1	2	0	4	2	3	5	0	0
April	2002	41	0	53	1	2	0	5	3	3	4	2	0
May	2002	41	1	49	1	3	0	6	3	3	4	2	1
June	2002	38	2	46	1	3	0	6	4	3	3	3	1
July	2002	41	3	48	1	3	0	6	3	4	4	2	0
August	2002	41	3	51	0	2	0	6	3	6	4	1	0
September	2002	42	1	59	0	2	0	7	2	5	4	1	0
October	2002	38	0	62	0	2	0	6	3	6	4	1	0
November	2002	36	0	63	0	1	0	5	3	5	5	2	0
December	2002	35	1	62	0	2	0	3	2	5	6	2	0
January	2003	40	1	57	0	2	0	4	2	5	6	2	0
February	2003	41	1	56	0	2	1	5	1	4	7	3	0
March	2003	45	1	55	0	2	2	4	1	4	6	5	0
April	2003	44	1	55	0	1	2	4	1	4	7	6	1
May	2003	46	0	56	0	2	1	3	1	4	6	6	1
June	2003	45	1	57	0	2	0	5	1	3	5	3	1
July	2003	47	1	61	0	1	0	5	2	3	4	1	0
August	2003	46	2	60	1	2	0	7	2	4	3	0	0
September	2003	46	2	58	1	2	0	8	2	3	4	1	0
October	2003	45	2	56	1	2	0	9	3	4	3	1	1
November	2003	45	2	55	1	2	0	7	2	2	4	1	1
December	2003	45	2	55	2	2	1	6	1	2	2	1	0
January	2004	46	3	54	2	4	0	5	1	2	2	0	0
February	2004	42	3	52	1	5	0	6	2	2	3	0	0
March	2004	42	3	51	1	5	0	6	3	2	4	2	0
April	2004	39	3	51	1	6	0	7	3	2	5	5	1
May	2004	39	2	48	2	6	1	7	4	1	4	8	2
June	2004	38	2	44	3	6	3	8	4	1	3	12	3
July	2004	40	2	39	4	6	3	7	5	3	2	11	3
August	2004	43	3	41	4	5	2	6	5	3	1	11	3
September	2004	44	3	43	3	5	3	6	4	3	1	8	3
October	2004	48	4	43	3	4	4	7	4	2	1	8	3
November	2004	46	6	38	3	5	4	8	3	2	2	8	3
December	2004	43	6	40	4	5	3	7	4	2	3	6	1

INCOME TOP 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 Can't Afford	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	41	6	37	4	7	2	7	4	2	4	4	1
February	2005	42	4	41	4	7	2	7	5	2	3	2	1
March	2005	42	4	36	3	5	2	9	4	2	2	5	2
April	2005	39	3	34	3	3	4	8	3	2	1	12	3
May	2005	39	4	27	4	3	8	8	3	1	1	15	5
June	2005	43	4	26	4	2	8	8	3	1	1	16	6
July	2005	52	5	22	3	3	7	7	2	1	1	11	4
August	2005	62	3	22	1	2	4	7	2	0	1	9	3
September	2005	62	2	17	0	2	5	6	2	1	1	13	3
October	2005	55	2	17	1	1	6	8	2	2	1	17	6
November	2005	50	2	16	1	0	8	9	2	2	2	18	8
December	2005	51	3	16	1	1	7	11	3	2	2	13	8
January	2006	52	3	16	0	1	7	11	3	2	2	8	7
February	2006	51	3	15	0	1	6	11	4	2	2	7	6
March	2006	49	3	16	1	2	6	10	4	2	1	9	6
April	2006	48	3	18	2	3	7	7	5	2	1	11	6
May	2006	43	4	16	2	3	9	8	4	2	1	14	8
June	2006	44	3	14	3	2	12	8	3	3	2	15	8
July	2006	44	3	13	3	1	11	9	3	3	1	14	8
August	2006	51	2	13	2	1	10	7	4	3	2	12	6
September	2006	53	3	14	2	2	9	7	4	3	1	11	5
October	2006	57	2	14	2	2	7	7	4	2	1	10	6
November	2006	56	2	17	2	2	6	8	4	3	2	8	5
December	2006	54	2	18	2	2	4	9	5	3	2	6	5
January	2007	53	2	17	2	3	4	8	5	3	2	5	5
February	2007	52	2	16	1	4	4	8	3	2	3	6	7
March	2007	54	3	17	0	4	4	7	2	2	2	7	6
April	2007	53	3	21	1	3	4	7	4	2	2	7	7
May	2007	50	3	20	1	2	5	8	4	3	1	9	7
June	2007	45	3	18	2	3	8	9	5	2	2	10	8
July	2007	44	3	14	2	4	8	10	3	3	2	12	8
August	2007	43	3	18	2	5	8	9	3	4	2	10	7
September	2007	43	2	20	2	4	6	8	3	5	2	9	5
October	2007	43	2	21	1	4	6	9	5	5	3	7	4
November	2007	44	2	18	1	3	5	11	5	6	4	6	4
December	2007	44	2	17	1	3	4	13	6	5	3	9	5
January	2008	43	3	14	0	2	5	11	6	5	4	10	6
February	2008	42	2	18	1	1	5	9	7	7	6	9	5
March	2008	44	3	19	0	0	6	8	6	8	8	9	5
April	2008	44	2	22	0	0	5	9	5	10	11	10	6
May	2008	44	1	18	0	0	6	7	5	9	11	16	8
June	2008	42	1	14	0	0	8	7	5	11	8	20	12
July	2008	46	0	12	0	0	9	5	4	11	7	22	12
August	2008	45	1	11	0	0	9	6	3	12	7	21	12
September	2008	50	1	10	0	0	7	7	4	12	8	17	11
October	2008	51	1	9	0	0	5	8	10	11	8	13	10
November	2008	59	1	12	0	0	2	8	12	10	9	7	9
December	2008	64	1	12	0	0	1	6	12	10	9	3	8
January	2009	68	1	17	0	0	1	6	10	8	9	2	6
February	2009	71	1	17	0	0	1	5	8	8	8	2	4

INCOME TOP 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>
March	2009	72	0	19	0	0	1	5	7	7	11	2	3
April	2009	74	0	19	0	1	1	3	4	7	10	2	3
May	2009	72	0	19	0	1	1	3	3	6	8	1	3
June	2009	73	1	19	0	0	1	3	2	6	6	1	3
July	2009	72	1	17	0	0	1	3	3	6	6	1	4
August	2009	71	1	14	0	1	2	3	3	6	8	2	4
September	2009	68	1	14	0	1	2	5	4	5	8	3	6
October	2009	65	2	15	0	1	3	6	5	6	9	2	5
November	2009	65	2	17	0	0	3	7	5	7	10	2	5
December	2009	66	3	20	0	1	2	6	6	6	10	1	3
January	2010	66	2	21	0	1	3	6	5	6	9	1	3
February	2010	65	2	24	0	1	3	6	5	6	8	1	4
March	2010	63	1	25	0	1	4	5	5	8	7	2	6
April	2010	64	1	26	1	1	3	7	5	7	6	1	6
May	2010	67	2	26	1	1	3	7	4	6	5	2	4
June	2010	68	2	29	1	0	3	9	4	5	4	1	3
July	2010	68	2	30	0	0	2	7	3	7	5	2	3
August	2010	66	1	33	0	1	3	7	5	8	6	1	3
September	2010	62	2	29	0	1	3	8	3	9	9	1	3
October	2010	62	2	31	1	1	3	8	4	9	10	1	2
November	2010	58	3	28	1	2	3	9	4	9	10	0	2
December	2010	61	3	30	1	2	3	8	5	9	8	0	2
January	2011	57	3	27	0	3	4	10	6	8	6	2	2
February	2011	55	5	26	1	3	3	9	4	7	7	3	3
March	2011	52	5	24	1	3	6	10	3	6	7	5	3
April	2011	50	5	24	1	2	7	10	2	6	7	6	4
May	2011	48	4	22	0	1	8	12	5	7	6	7	4
June	2011	44	3	19	1	1	9	12	6	11	7	7	5
July	2011	43	3	19	1	1	6	13	8	12	7	7	4
August	2011	41	3	22	1	2	7	12	7	11	11	6	3
September	2011	44	3	26	1	2	5	12	7	10	12	4	3
October	2011	45	2	28	1	2	6	11	5	13	12	2	2
November	2011	49	1	30	1	1	5	10	4	13	9	1	3
December	2011	47	1	29	0	2	4	11	4	12	9	1	2
January	2012	46	1	30	0	3	5	13	4	9	9	1	3
February	2012	43	3	28	0	3	4	14	4	10	8	2	3
March	2012	44	4	30	0	3	5	13	3	9	7	3	3
April	2012	43	4	31	0	2	7	10	3	10	7	5	3
May	2012	46	3	34	0	3	9	9	4	9	7	5	2
June	2012	45	2	32	0	4	7	10	5	9	7	5	3
July	2012	50	1	32	0	4	6	10	3	8	6	3	3
August	2012	48	2	32	0	3	5	10	4	8	6	3	3
September	2012	48	4	36	0	3	6	11	3	7	6	2	2
October	2012	42	6	35	0	4	6	10	4	6	6	3	2
November	2012	39	5	32	0	7	6	11	3	8	7	2	2
December	2012	41	4	32	1	6	6	11	4	7	7	2	2
January	2013	42	4	32	1	6	7	11	5	8	7	1	3
February	2013	43	3	34	1	4	6	11	5	6	7	1	3
March	2013	42	4	33	0	4	5	11	4	6	7	2	3
April	2013	40	4	36	1	6	4	11	3	6	6	2	2
May	2013	41	5	39	1	8	4	10	3	5	5	2	1

INCOME TOP 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 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>
June	2013	37	5	42	1	9	4	10	2	6	3	2	1
July	2013	37	5	42	1	8	4	10	2	5	3	2	2
August	2013	36	5	38	2	7	4	12	2	5	4	1	3
September	2013	36	5	36	2	7	5	12	3	6	6	1	3
October	2013	34	5	36	2	7	4	12	4	6	7	1	2
November	2013	31	5	34	3	8	5	10	5	6	8	1	2
December	2013	31	6	35	4	8	4	10	5	5	9	0	2
January	2014	33	5	34	4	11	6	10	4	6	8	0	2
February	2014	33	5	37	3	10	5	12	3	6	6	0	3
March	2014	33	4	34	3	10	6	10	3	7	5	0	3
April	2014	35	4	34	2	9	5	9	3	6	5	1	4
May	2014	32	5	30	1	9	6	11	4	7	5	1	3
June	2014	33	6	31	1	10	5	13	2	6	4	2	3
July	2014	29	6	31	1	10	5	15	2	6	4	2	4
August	2014	31	6	33	1	10	3	13	3	6	4	2	4
September	2014	32	5	35	1	11	3	11	4	8	3	1	4
October	2014	37	5	35	1	11	4	9	5	6	3	1	3
November	2014	37	4	34	1	11	5	9	3	5	3	1	3
December	2014	37	4	34	1	12	6	10	3	3	3	0	3
January	2015	33	4	34	2	12	5	12	2	4	2	0	3
February	2015	34	4	34	2	13	4	13	3	5	4	1	3
March	2015	31	5	34	2	12	4	13	3	5	4	1	3
April	2015	31	6	35	2	12	4	11	3	4	4	1	1
May	2015	29	6	36	2	12	6	11	3	4	3	1	1
June	2015	28	6	35	3	13	6	10	2	3	4	1	2
July	2015	27	5	33	3	15	6	12	2	2	5	1	3
August	2015	27	5	32	3	16	4	13	2	2	4	1	3
September	2015	28	4	33	3	14	4	14	2	3	4	1	4
October	2015	29	5	35	3	13	3	13	2	4	4	0	5
November	2015	31	4	40	3	10	3	12	3	4	3	0	4
December	2015	31	5	42	3	11	3	10	3	5	3	0	3
January	2016	33	4	43	4	11	3	8	4	4	3	0	3
February	2016	35	4	39	3	12	3	7	4	4	4	0	4
March	2016	33	4	35	3	12	3	9	5	3	4	0	4
April	2016	31	6	33	3	12	3	9	5	3	4	1	4
May	2016	28	6	34	4	13	2	8	5	3	3	1	4
June	2016	29	6	36	4	14	2	8	5	3	4	2	3
July	2016	30	5	36	3	14	1	8	4	3	5	1	3
August	2016	32	4	36	2	13	2	11	4	3	5	1	3
September	2016	31	4	35	1	11	2	11	4	3	5	0	3
October	2016	28	4	37	2	11	3	12	4	4	5	0	3
November	2016	25	3	36	3	12	2	11	4	3	5	1	3
December	2016	27	4	34	5	12	2	10	4	3	6	1	2
January	2017	27	7	29	5	15	2	8	4	2	5	2	2
February	2017	26	9	25	5	15	2	9	4	2	5	2	2
March	2017	26	11	25	4	17	2	9	3	2	4	1	2
April	2017	26	10	27	5	15	2	11	3	2	4	1	1
May	2017	31	9	28	4	14	3	9	3	2	4	0	1
June	2017	32	7	28	4	13	3	10	3	2	4	0	2
July	2017	32	5	28	3	11	3	12	4	2	5	0	4
August	2017	29	5	30	2	13	2	14	4	2	5	0	4

INCOME TOP 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	27	5	29	3	14	2	14	3	3	4	0	3
October	2017	28	5	28	3	16	2	12	2	3	4	0	2
November	2017	29	4	28	3	16	3	12	2	2	3	1	2
December	2017	28	4	29	4	18	3	12	3	2	4	1	2
January	2018	30	4	28	3	18	2	10	4	2	4	1	3
February	2018	28	5	26	5	19	1	11	4	2	4	1	3
March	2018	28	6	25	4	17	1	12	4	2	3	1	3
April	2018	24	9	25	6	17	1	14	4	2	3	1	2
May	2018	24	10	25	6	17	1	16	4	1	2	1	2
June	2018	23	10	23	7	16	2	16	5	2	3	1	2
July	2018	22	10	19	6	15	2	19	4	1	3	1	3
August	2018	20	12	16	5	14	2	18	6	1	3	1	2
September	2018	19	13	17	4	16	1	20	5	1	2	1	2
October	2018	19	14	19	4	15	1	19	6	1	3	1	1
November	2018	21	13	19	4	14	1	19	5	1	3	0	2
December	2018	22	12	16	5	14	1	20	5	2	4	0	2
January	2019	26	9	15	4	13	1	20	6	2	4	1	3
February	2019	27	7	17	3	15	1	20	6	3	5	0	3
March	2019	27	7	18	3	16	1	18	7	3	5	0	3
April	2019	26	7	21	3	18	1	18	6	3	5	0	3
May	2019	25	7	22	3	18	1	19	5	2	4	0	3
June	2019	24	8	22	2	18	1	19	3	3	4	0	4
July	2019	25	8	19	2	19	1	19	3	2	3	1	4
August	2019	27	7	21	1	17	1	19	3	3	4	1	3
September	2019	26	5	24	0	17	1	20	3	2	4	2	3
October	2019	27	6	25	0	15	1	19	3	3	5	1	3
November	2019	27	7	26	0	15	1	17	3	2	6	1	3
December	2019	29	7	28	1	16	1	16	2	2	5	1	3
January	2020	28	6	30	1	18	1	16	1	2	4	1	3
February	2020	26	6	25	1	21	1	17	1	2	3	1	4
March	2020	26	5	25	1	18	1	16	2	3	5	1	4
April	2020	35	3	24	0	13	1	12	3	6	12	1	3
May	2020	48	1	29	0	6	0	8	3	7	15	0	1
June	2020	57	1	30	0	4	0	4	4	9	17	0	1
July	2020	58	2	32	0	3	0	5	4	8	14	0	1
August	2020	52	1	31	0	3	0	6	4	8	15	0	1
September	2020	47	2	33	0	3	0	9	3	7	16	0	1
October	2020	42	2	33	0	5	0	10	4	7	16	0	0
November	2020	39	2	34	0	5	0	10	3	8	14	0	0
December	2020	39	2	31	0	5	1	10	4	8	14	0	1
January	2021	40	3	30	0	6	1	12	4	6	12	0	2
February	2021	39	2	27	1	7	1	13	4	4	14	1	3
March	2021	35	3	26	0	9	1	16	4	4	12	1	3
April	2021	30	3	27	1	10	1	18	3	4	10	2	2
May	2021	26	4	26	1	11	1	22	2	4	6	2	3
June	2021	22	4	21	1	8	1	30	2	4	4	2	3
July	2021	19	4	15	1	6	1	40	2	3	3	2	3
August	2021	16	3	11	0	4	1	47	2	3	3	2	2
September	2021	12	2	9	0	4	1	52	1	2	3	1	2
October	2021	12	2	7	0	3	1	52	2	2	3	1	3
November	2021	11	3	5	1	2	1	52	2	2	2	1	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	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>
December	2021	11	3	6	0	2	1	52	4	2	1	1	3
January	2022	10	3	5	1	2	0	58	3	2	1	1	3
February	2022	9	3	5	1	2	0	63	5	1	1	1	2
March	2022	9	3	3	1	1	0	66	5	1	2	1	2