

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

1

The question was: "Speaking now of the automobile market -- do you think the next 12 months or so will be a good time or a bad time to buy a vehicle, such as a car, pickup, van, or sport utility vehicle?"

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
March 1978	53	17	30	100	123	839
April 1978	54	17	29	100	126	867
May 1978	54	16	30	100	123	896
June 1978	52	13	35	100	117	876
July 1978	52	14	34	100	118	888
August 1978	51	12	37	100	113	829
September 1978	49	16	35	100	114	833
October 1978	48	16	36	100	112	809
November 1978	47	19	34	100	112	883
December 1978	44	21	35	100	108	868
January 1979	41	24	36	100	105	891
February 1979	42	23	35	100	107	849
March 1979	45	17	38	100	106	850
April 1979	46	12	41	100	105	878
May 1979	45	11	44	100	101	878
June 1979	43	10	47	100	96	990
July 1979	38	12	50	100	88	1079
August 1979	39	11	50	100	89	1015
September 1979	41	11	48	100	93	938
October 1979	46	10	44	100	102	889
November 1979	45	10	45	100	100	925
December 1979	45	12	44	100	101	932
January 1980	41	12	47	100	94	858
February 1980	44	10	46	100	99	721
March 1980	43	9	48	100	95	633
April 1980	43	9	49	100	94	574
May 1980	34	12	54	100	80	509
June 1980	34	12	54	100	80	506
July 1980	32	14	54	100	79	513
August 1980	40	12	49	100	91	487
September 1980	39	13	48	100	91	481
October 1980	43	13	44	100	99	459
November 1980	43	15	42	100	102	485
December 1980	40	14	47	100	93	502
January 1981	38	13	49	100	89	521
February 1981	36	12	53	100	83	518
March 1981	40	14	46	100	93	521
April 1981	43	11	47	100	96	523
May 1981	44	9	47	100	97	551
June 1981	41	9	50	100	91	567
July 1981	39	9	52	100	87	581
August 1981	38	9	53	100	86	593
September 1981	38	8	55	100	83	597
October 1981	34	9	57	100	77	598
November 1981	34	9	56	100	78	591
December 1981	35	10	54	100	81	587
January 1982	38	10	53	100	85	601
February 1982	36	11	53	100	83	624
March 1982	36	8	56	100	79	642

REGION NORTH CENTRAL
TABLE 37
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(Three Month Moving Averages)

2

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
April	1982	36	9	55	100	81	619
May	1982	39	8	53	100	86	592
June	1982	42	8	50	100	92	571
July	1982	41	7	52	100	89	579
August	1982	39	7	54	100	85	580
September	1982	38	9	53	100	85	599
October	1982	39	9	52	100	87	613
November	1982	42	8	51	100	91	610
December	1982	44	6	50	100	94	602
January	1983	47	6	47	100	100	579
February	1983	51	5	44	100	107	562
March	1983	52	5	42	100	110	549
April	1983	55	5	39	100	116	575
May	1983	60	6	34	100	125	595
June	1983	64	7	29	100	134	615
July	1983	67	7	26	100	141	579
August	1983	68	6	26	100	143	542
September	1983	68	6	26	100	143	509
October	1983	65	6	29	100	136	538
November	1983	61	7	31	100	130	582
December	1983	58	9	33	100	124	581
January	1984	58	12	30	100	128	537
February	1984	62	11	27	100	136	513
March	1984	68	9	22	100	146	528
April	1984	67	9	24	100	143	579
May	1984	64	9	27	100	137	604
June	1984	59	11	30	100	129	589
July	1984	62	9	29	100	132	545
August	1984	61	11	28	100	133	568
September	1984	61	9	30	100	132	634
October	1984	58	10	33	100	125	706
November	1984	57	8	36	100	121	699
December	1984	55	8	37	100	118	683
January	1985	58	7	35	100	123	590
February	1985	61	8	31	100	130	562
March	1985	65	9	26	100	139	535
April	1985	65	8	27	100	138	585
May	1985	66	6	28	100	137	586
June	1985	63	6	30	100	133	614
July	1985	64	7	29	100	135	598
August	1985	64	8	28	100	135	600
September	1985	67	7	26	100	141	547
October	1985	67	7	27	100	140	537
November	1985	67	6	26	100	141	522
December	1985	65	7	27	100	138	566
January	1986	69	8	23	100	146	609
February	1986	70	8	22	100	148	649
March	1986	73	7	19	100	154	611
April	1986	71	6	23	100	148	574
May	1986	71	6	22	100	149	535
June	1986	72	6	23	100	149	582
July	1986	75	7	19	100	156	630

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

3

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
August 1986	75	6	19	100	157	669
September 1986	75	6	19	100	156	621
October 1986	74	6	20	100	154	579
November 1986	69	6	25	100	144	536
December 1986	65	6	30	100	135	554
January 1987	57	7	36	100	122	555
February 1987	59	7	34	100	125	568
March 1987	59	8	33	100	126	529
April 1987	65	6	29	100	137	513
May 1987	68	6	27	100	141	495
June 1987	69	7	25	100	144	507
July 1987	68	9	23	100	145	520
August 1987	67	10	23	100	143	507
September 1987	65	10	25	100	140	495
October 1987	60	9	31	100	129	433
November 1987	55	10	35	100	120	418
December 1987	56	9	35	100	121	416
January 1988	56	8	36	100	120	465
February 1988	59	10	30	100	129	476
March 1988	60	11	29	100	131	468
April 1988	63	13	24	100	139	426
May 1988	62	11	27	100	135	414
June 1988	60	10	29	100	131	425
July 1988	59	10	31	100	128	462
August 1988	61	11	28	100	134	476
September 1988	60	14	27	100	133	491
October 1988	60	11	29	100	131	474
November 1988	58	11	31	100	127	465
December 1988	58	10	32	100	127	443
January 1989	58	10	32	100	126	452
February 1989	59	10	31	100	129	450
March 1989	62	8	30	100	133	451
April 1989	67	8	24	100	143	446
May 1989	67	9	25	100	142	454
June 1989	64	11	25	100	139	454
July 1989	61	12	26	100	135	447
August 1989	63	12	25	100	138	428
September 1989	62	11	27	100	135	428
October 1989	62	9	29	100	134	445
November 1989	65	7	28	100	136	463
December 1989	68	7	25	100	143	448
January 1990	66	9	25	100	141	415
February 1990	62	8	30	100	133	391
March 1990	63	7	31	100	132	396
April 1990	64	5	30	100	134	424
May 1990	67	6	27	100	140	444
June 1990	67	7	26	100	141	448
July 1990	68	6	26	100	142	431
August 1990	63	6	31	100	132	413
September 1990	60	5	35	100	125	394
October 1990	54	7	39	100	115	396
November 1990	53	7	40	100	113	409

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<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
December 1990	49	9	42	100	106	420
January 1991	50	9	41	100	109	417
February 1991	50	10	40	100	109	398
March 1991	54	9	37	100	116	390
April 1991	59	8	33	100	125	397
May 1991	63	7	30	100	133	413
June 1991	66	6	28	100	137	414
July 1991	67	6	27	100	140	400
August 1991	67	7	27	100	140	386
September 1991	64	7	29	100	135	391
October 1991	59	8	33	100	125	408
November 1991	56	8	36	100	120	418
December 1991	54	9	37	100	117	429
January 1992	55	8	37	100	118	426
February 1992	58	5	37	100	121	429
March 1992	63	4	33	100	129	416
April 1992	64	4	32	100	132	399
May 1992	67	5	28	100	139	399
June 1992	67	6	28	100	139	405
July 1992	67	5	29	100	138	424
August 1992	63	4	32	100	131	428
September 1992	63	3	34	100	129	429
October 1992	65	3	32	100	133	418
November 1992	65	6	29	100	137	387
December 1992	69	6	25	100	143	370
January 1993	67	7	25	100	142	356
February 1993	65	7	28	100	138	364
March 1993	62	8	30	100	132	377
April 1993	64	8	28	100	136	379
May 1993	67	7	26	100	141	387
June 1993	68	7	25	100	142	363
July 1993	67	6	26	100	141	359
August 1993	67	6	27	100	140	359
September 1993	66	6	29	100	137	378
October 1993	65	6	28	100	137	387
November 1993	67	8	24	100	143	384
December 1993	66	10	23	100	143	393
January 1994	68	11	21	100	147	390
February 1994	69	10	21	100	148	386
March 1994	75	8	17	100	158	372
April 1994	73	9	18	100	156	378
May 1994	71	8	21	100	150	391
June 1994	68	7	24	100	144	402
July 1994	71	5	24	100	147	401
August 1994	74	6	21	100	153	408
September 1994	71	7	21	100	150	399
October 1994	69	7	23	100	146	392
November 1994	67	8	25	100	143	382
December 1994	68	7	25	100	144	389
January 1995	67	7	27	100	140	385
February 1995	66	5	29	100	138	386

REGION NORTH CENTRAL
TABLE 37
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(Three Month Moving Averages)

5

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
March 1995	64	6	30	100	134	374
April 1995	62	7	31	100	131	374
May 1995	59	8	33	100	126	371
June 1995	60	7	33	100	127	370
July 1995	62	7	32	100	130	382
August 1995	64	5	31	100	133	395
September 1995	65	4	31	100	134	391
October 1995	66	4	29	100	137	385
November 1995	66	7	27	100	139	375
December 1995	65	10	25	100	140	399
January 1996	63	9	28	100	135	403
February 1996	63	7	30	100	133	399
March 1996	63	5	32	100	132	388
April 1996	61	8	31	100	130	381
May 1996	59	9	33	100	126	383
June 1996	61	8	31	100	129	378
July 1996	64	5	31	100	133	380
August 1996	66	5	30	100	136	384
September 1996	68	5	27	100	140	398
October 1996	68	6	26	100	142	402
November 1996	66	7	26	100	140	401
December 1996	61	9	31	100	130	398
January 1997	61	10	29	100	132	397
February 1997	63	9	28	100	135	393
March 1997	66	8	27	100	139	397
April 1997	63	9	28	100	135	403
May 1997	68	8	24	100	144	404
June 1997	72	8	20	100	152	405
July 1997	72	7	21	100	151	395
August 1997	66	9	25	100	141	386
September 1997	63	9	28	100	134	381
October 1997	62	11	27	100	135	392
November 1997	65	10	25	100	140	403
December 1997	64	11	25	100	139	386
January 1998	64	11	24	100	140	384
February 1998	62	13	25	100	137	370
March 1998	65	14	21	100	145	384
April 1998	66	14	20	100	145	365
May 1998	67	13	20	100	147	385
June 1998	65	14	21	100	144	370
July 1998	63	14	22	100	141	382
August 1998	62	17	21	100	141	364
September 1998	61	17	22	100	139	377
October 1998	67	17	16	100	151	364
November 1998	69	14	17	100	152	377
December 1998	71	12	17	100	155	371
January 1999	70	13	17	100	153	378
February 1999	69	13	18	100	152	366
March 1999	71	14	16	100	155	367
April 1999	73	12	15	100	157	368
May 1999	70	13	17	100	153	370
June 1999	70	11	19	100	152	375

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(Three Month Moving Averages)

6

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
July 1999	69	12	20	100	149	382
August 1999	71	10	20	100	151	385
September 1999	68	12	20	100	147	379
October 1999	66	12	22	100	143	381
November 1999	66	13	21	100	145	388
December 1999	65	12	23	100	142	409
January 2000	64	12	24	100	140	420
February 2000	66	12	23	100	143	421
March 2000	63	11	27	100	136	395
April 2000	66	10	24	100	141	382
May 2000	66	10	24	100	141	387
June 2000	69	12	19	100	149	402
July 2000	66	14	21	100	145	402
August 2000	64	15	22	100	142	391
September 2000	63	14	23	100	140	395
October 2000	64	10	26	100	138	397
November 2000	66	10	24	100	142	391
December 2000	67	13	20	100	147	370
January 2001	65	14	22	100	143	382
February 2001	64	10	26	100	138	387
March 2001	64	8	29	100	135	402
April 2001	66	9	25	100	140	389
May 2001	64	12	24	100	140	388
June 2001	63	12	25	100	138	368
July 2001	62	13	25	100	137	377
August 2001	59	15	26	100	132	382
September 2001	56	15	29	100	128	389
October 2001	60	13	27	100	132	378
November 2001	68	11	21	100	147	370
December 2001	77	11	12	100	164	382
January 2002	78	13	10	100	168	394
February 2002	76	12	12	100	163	395
March 2002	70	12	18	100	152	380
April 2002	69	13	19	100	150	377
May 2002	67	15	17	100	150	369
June 2002	66	17	17	100	149	389
July 2002	69	15	16	100	153	377
August 2002	70	15	15	100	155	389
September 2002	75	14	12	100	163	369
October 2002	69	16	15	100	155	371
November 2002	68	17	15	100	154	366
December 2002	67	16	17	100	151	389
January 2003	71	12	17	100	154	381
February 2003	72	8	20	100	152	381
March 2003	69	7	24	100	146	370
April 2003	67	10	23	100	145	377
May 2003	68	12	21	100	147	378
June 2003	70	11	19	100	151	387
July 2003	74	8	18	100	155	392
August 2003	73	7	20	100	153	412
September 2003	74	9	18	100	156	391
October 2003	73	8	18	100	155	388

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

7

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
November	2003	76	9	16	100	160	386
December	2003	76	8	16	100	160	388
January	2004	78	8	15	100	163	391
February	2004	75	7	18	100	156	392
March	2004	75	7	18	100	157	390
April	2004	73	8	19	100	153	381
May	2004	73	9	18	100	155	392
June	2004	74	8	18	100	156	400
July	2004	71	9	20	100	151	381
August	2004	72	8	21	100	151	366
September	2004	69	10	22	100	147	368
October	2004	68	10	22	100	146	391
November	2004	66	10	24	100	142	398
December	2004	67	9	24	100	143	408
January	2005	67	8	25	100	142	398
February	2005	71	8	22	100	149	383
March	2005	71	6	23	100	148	374
April	2005	68	6	26	100	143	397
May	2005	63	7	31	100	132	413
June	2005	61	7	32	100	129	422
July	2005	66	6	28	100	138	428
August	2005	70	5	25	100	146	412
September	2005	69	5	25	100	144	408
October	2005	65	7	28	100	137	401
November	2005	64	6	30	100	134	408
December	2005	65	6	29	100	137	409
January	2006	67	4	29	100	138	398
February	2006	67	5	29	100	138	391
March	2006	64	5	31	100	133	388
April	2006	63	5	32	100	131	398
May	2006	59	4	36	100	123	404
June	2006	58	4	38	100	120	424
July	2006	59	5	36	100	123	427
August	2006	60	6	34	100	125	431
September	2006	62	7	31	100	131	410
October	2006	62	6	32	100	131	411
November	2006	64	7	29	100	135	408
December	2006	64	6	30	100	134	415
January	2007	64	7	29	100	135	432
February	2007	65	6	29	100	137	448
March	2007	68	6	26	100	142	434
April	2007	68	6	26	100	141	423
May	2007	66	7	27	100	138	410
June	2007	60	8	32	100	128	437
July	2007	57	6	36	100	121	424
August	2007	57	6	37	100	121	409
September	2007	63	5	32	100	131	404
October	2007	64	6	30	100	134	408
November	2007	62	5	33	100	129	430
December	2007	58	5	37	100	121	431
January	2008	56	5	39	100	117	419

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

8

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
February 2008	55	7	38	100	118	408
March 2008	56	7	37	100	119	389
April 2008	56	8	36	100	120	395
May 2008	54	6	40	100	115	395
June 2008	48	6	46	100	102	405
July 2008	46	4	50	100	96	405
August 2008	49	3	48	100	101	406
September 2008	51	4	45	100	106	386
October 2008	50	4	46	100	103	383
November 2008	48	4	48	100	100	382
December 2008	51	3	46	100	106	402
January 2009	57	2	41	100	115	401
February 2009	59	3	38	100	121	404
March 2009	60	4	36	100	125	405
April 2009	65	4	31	100	134	408
May 2009	63	4	33	100	130	413
June 2009	68	2	30	100	137	417
July 2009	65	3	32	100	133	438
August 2009	70	3	27	100	144	429
September 2009	64	4	32	100	132	418
October 2009	62	4	34	100	128	420
November 2009	59	4	37	100	121	418
December 2009	59	3	37	100	122	419
January 2010	61	3	36	100	125	417
February 2010	61	3	36	100	125	421
March 2010	63	5	32	100	131	425
April 2010	65	4	30	100	135	413
May 2010	71	4	25	100	146	424
June 2010	72	3	26	100	146	442
July 2010	67	4	30	100	137	445
August 2010	62	3	34	100	128	438
September 2010	62	4	34	100	128	429
October 2010	64	4	32	100	133	424
November 2010	64	5	31	100	133	426
December 2010	67	5	29	100	138	440
January 2011	64	4	33	100	131	421
February 2011	63	3	34	100	130	410
March 2011	61	3	37	100	124	390
April 2011	63	3	34	100	129	406
May 2011	62	4	34	100	128	404
June 2011	61	4	35	100	126	412
July 2011	57	6	38	100	119	384
August 2011	56	4	40	100	116	388
September 2011	52	5	43	100	110	370
October 2011	53	5	42	100	111	412
November 2011	53	6	41	100	113	412
December 2011	54	6	40	100	114	421
January 2012	55	6	38	100	117	391
February 2012	57	7	36	100	121	376
March 2012	58	7	35	100	123	373
April 2012	62	6	32	100	130	396
May 2012	62	6	31	100	131	406

REGION NORTH CENTRAL
TABLE 37
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(Three Month Moving Averages)

9

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
June 2012	64	7	30	100	134	405
July 2012	63	6	31	100	131	386
August 2012	61	5	34	100	127	384
September 2012	64	4	32	100	132	378
October 2012	64	3	32	100	132	396
November 2012	69	4	27	100	142	406
December 2012	66	5	30	100	136	412
January 2013	64	5	31	100	132	404
February 2013	57	6	37	100	120	394
March 2013	58	6	35	100	123	375
April 2013	60	7	33	100	127	382
May 2013	67	6	27	100	140	391
June 2013	68	5	27	100	141	430
July 2013	70	7	23	100	148	428
August 2013	66	8	26	100	140	427
September 2013	62	9	29	100	134	414
October 2013	61	7	32	100	130	410
November 2013	60	7	33	100	127	410
December 2013	63	6	31	100	133	417
January 2014	63	6	30	100	133	410
February 2014	67	7	26	100	140	409
March 2014	65	7	28	100	138	402
April 2014	67	6	27	100	140	431
May 2014	67	5	28	100	139	437
June 2014	69	5	26	100	143	421
July 2014	66	5	29	100	137	393
August 2014	65	6	29	100	136	387
September 2014	67	5	29	100	138	408
October 2014	69	6	25	100	144	433
November 2014	71	6	23	100	148	439
December 2014	70	8	22	100	148	407
January 2015	71	5	24	100	147	371
February 2015	68	5	26	100	142	365
March 2015	67	6	27	100	140	393
April 2015	68	6	26	100	142	397
May 2015	68	6	27	100	141	402
June 2015	70	3	26	100	144	386
July 2015	70	4	26	100	145	382
August 2015	71	4	25	100	146	396
September 2015	69	5	26	100	143	393
October 2015	67	5	28	100	138	391
November 2015	67	4	29	100	138	359
December 2015	68	3	30	100	138	383
January 2016	70	3	27	100	144	401
February 2016	72	5	23	100	149	414
March 2016	75	7	18	100	157	402
April 2016	73	8	19	100	154	403
May 2016	73	7	20	100	152	411
June 2016	72	5	23	100	149	407
July 2016	72	6	22	100	150	399
August 2016	70	6	24	100	146	405
September 2016	68	7	25	100	143	431

REGION NORTH CENTRAL
TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

10

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
October	2016	67	6	27	100	140	455
November	2016	69	6	25	100	143	450
December	2016	68	6	26	100	142	446
January	2017	70	5	25	100	146	427
February	2017	71	5	24	100	147	427
March	2017	72	5	24	100	148	421
April	2017	72	5	23	100	149	437
May	2017	71	5	24	100	147	468
June	2017	70	5	25	100	146	480
July	2017	69	5	26	100	143	496
August	2017	69	5	27	100	142	463
September	2017	70	3	27	100	143	462
October	2017	69	3	28	100	141	443
November	2017	69	3	27	100	142	464
December	2017	69	5	26	100	143	456
January	2018	70	4	26	100	144	478
February	2018	70	5	26	100	144	461