

REGION NORTH CENTRAL

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TABLE 38

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

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

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

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>
March	1978	9	19	0	1	1	2	11	1	2	1	1	5
April	1978	13	32	1	1	2	3	17	2	3	1	1	8
May	1978	10	34	1	1	3	3	19	3	3	0	0	9
June	1978	8	35	2	1	4	3	23	4	2	0	0	11
July	1978	8	37	2	1	4	3	25	3	1	1	0	11
August	1978	7	37	2	1	3	3	27	5	1	1	0	12
September	1978	7	36	1	2	3	3	26	4	2	1	0	12
October	1978	5	33	0	3	2	4	24	4	3	1	0	12
November	1978	6	33	0	2	2	4	24	4	4	1	1	10
December	1978	5	33	1	2	1	3	25	5	3	1	1	8
January	1979	5	32	1	1	1	2	28	6	2	1	2	9
February	1979	5	33	1	2	1	2	26	7	2	1	3	8
March	1979	5	34	0	2	2	3	27	7	2	0	7	9
April	1979	5	34	0	1	2	7	26	7	2	1	10	9
May	1979	5	30	0	1	1	12	25	6	2	1	16	11
June	1979	5	26	0	1	0	15	25	5	2	2	20	13
July	1979	8	19	0	1	0	14	26	5	2	2	24	13
August	1979	12	17	0	1	0	12	26	5	4	2	24	11
September	1979	20	17	0	1	1	10	26	7	5	2	19	8
October	1979	21	20	0	2	2	9	26	8	5	1	13	8
November	1979	20	20	1	2	2	8	25	14	4	1	9	8
December	1979	18	18	1	2	1	9	24	17	3	2	8	9
January	1980	17	17	1	1	1	9	24	18	4	2	11	8
February	1980	22	17	1	1	1	10	23	18	3	2	12	8
March	1980	19	21	1	0	1	12	25	20	4	1	14	8
April	1980	22	16	1	1	0	14	26	22	3	1	14	8
May	1980	20	13	0	1	0	12	29	27	5	1	15	7
June	1980	27	7	2	1	0	7	27	26	4	2	14	7
July	1980	29	7	3	1	0	4	26	22	5	3	10	8
August	1980	31	7	3	1	1	6	26	14	5	4	7	10
September	1980	26	10	3	0	1	8	30	11	5	3	4	11
October	1980	23	12	2	1	1	11	29	12	6	2	4	11
November	1980	22	14	2	1	2	8	28	14	5	1	4	11
December	1980	19	11	2	2	1	7	27	21	7	2	4	11
January	1981	21	11	4	1	1	6	28	25	7	3	2	10
February	1981	20	12	4	1	0	5	30	31	7	4	3	8
March	1981	28	11	5	0	0	4	32	27	7	4	4	9
April	1981	33	11	3	1	0	4	32	26	7	4	4	9
May	1981	33	9	3	1	0	5	32	21	6	4	2	9
June	1981	26	11	3	1	0	5	31	24	5	3	2	9
July	1981	20	13	2	1	0	4	31	26	6	2	2	10
August	1981	17	16	2	2	0	4	30	31	6	1	2	10
September	1981	17	16	3	2	1	4	31	33	6	1	2	8
October	1981	17	13	4	2	0	3	33	33	5	2	1	7
November	1981	20	11	5	1	0	3	34	29	7	3	2	7
December	1981	25	10	5	1	1	2	33	28	8	4	2	8
January	1982	29	9	5	1	1	1	32	26	11	4	2	8

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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 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
February	1982	31	7	4	1	1	2	32	29	11	4	1	8
March	1982	33	7	3	0	0	2	34	31	13	4	1	7
April	1982	34	5	5	0	1	2	33	32	12	5	1	7
May	1982	33	6	8	1	1	1	32	30	12	5	1	7
June	1982	34	5	9	1	1	1	30	27	10	4	1	9
July	1982	32	6	7	1	1	1	31	30	8	4	1	10
August	1982	29	6	5	1	1	2	31	32	9	4	1	9
September	1982	27	7	6	1	1	2	30	30	10	5	1	8
October	1982	26	8	7	1	1	2	30	25	13	4	0	6
November	1982	28	8	11	1	1	1	27	21	14	6	0	7
December	1982	29	6	15	2	1	2	27	21	12	5	0	8
January	1983	27	6	21	2	1	2	24	19	11	5	0	8
February	1983	26	6	27	2	2	2	26	16	10	3	1	7
March	1983	23	8	30	2	2	2	26	13	10	2	1	5
April	1983	24	7	34	2	3	2	26	11	9	3	1	4
May	1983	25	9	36	2	3	2	23	10	7	2	1	4
June	1983	26	11	38	1	3	2	20	8	6	2	0	4
July	1983	28	14	37	2	4	1	16	7	6	2	0	3
August	1983	27	12	36	2	4	2	15	7	7	1	0	3
September	1983	30	14	32	3	3	1	15	8	6	2	0	3
October	1983	27	15	26	2	3	2	20	8	6	2	0	4
November	1983	24	17	22	2	4	2	23	8	5	2	0	5
December	1983	18	12	21	2	4	2	25	9	5	2	0	5
January	1984	21	13	21	2	3	2	22	10	3	1	0	4
February	1984	23	15	20	2	5	2	19	10	3	1	0	3
March	1984	26	18	17	3	8	2	16	7	2	1	0	3
April	1984	23	16	18	4	9	1	16	7	3	2	0	4
May	1984	21	15	15	5	7	1	19	7	3	1	0	4
June	1984	19	15	14	6	5	1	19	9	3	1	0	4
July	1984	20	17	13	6	4	2	20	9	3	2	0	2
August	1984	19	17	13	5	4	2	18	11	3	2	0	3
September	1984	21	18	13	5	4	1	19	12	3	3	0	3
October	1984	19	17	11	5	5	1	20	12	3	3	0	3
November	1984	20	17	12	4	6	1	21	11	4	3	0	3
December	1984	17	15	13	5	6	2	23	13	5	2	0	4
January	1985	21	14	18	3	5	1	22	12	6	2	0	4
February	1985	22	14	22	2	4	1	21	12	6	2	0	3
March	1985	27	15	24	1	4	0	17	9	5	2	0	2
April	1985	26	16	23	2	5	1	19	8	5	2	0	4
May	1985	25	14	25	3	5	2	20	7	5	1	0	4
June	1985	24	11	28	2	5	2	23	6	4	1	0	5
July	1985	23	11	30	2	6	2	23	6	3	1	0	4
August	1985	24	11	31	2	4	2	21	4	3	2	0	3
September	1985	22	11	37	1	4	2	20	4	3	1	0	4
October	1985	21	9	44	1	3	1	18	5	5	1	0	4
November	1985	21	10	45	1	3	1	18	7	4	1	0	4
December	1985	24	9	41	1	2	1	18	8	5	2	0	3
January	1986	26	9	43	2	2	1	16	5	4	2	0	3
February	1986	24	7	48	2	2	0	15	4	5	2	0	3
March	1986	21	7	54	2	2	0	14	3	4	2	0	3
April	1986	18	6	53	2	1	1	15	4	5	2	0	2

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price;	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>
May	1986	21	5	55	2	2	1	14	3	5	2	0	1
June	1986	22	6	56	2	2	1	12	3	5	2	0	1
July	1986	24	6	57	2	4	0	10	3	5	1	0	2
August	1986	22	7	55	2	3	0	12	3	4	0	0	2
September	1986	24	6	58	2	4	1	12	4	4	0	0	3
October	1986	23	6	58	2	2	0	12	5	4	1	0	2
November	1986	26	6	52	2	2	0	16	8	4	1	0	2
December	1986	23	7	46	2	2	0	18	7	4	1	0	2
January	1987	22	7	38	1	2	0	20	7	4	1	0	2
February	1987	24	7	38	1	2	0	17	5	3	2	0	2
March	1987	28	7	37	1	1	0	18	4	3	2	0	2
April	1987	32	8	40	2	1	0	16	2	3	2	0	2
May	1987	30	8	42	2	1	0	16	3	3	1	0	1
June	1987	29	10	40	3	1	0	14	4	2	1	0	2
July	1987	29	10	34	2	2	1	15	5	2	1	0	2
August	1987	32	10	34	3	2	1	15	4	3	1	1	3
September	1987	33	11	33	3	3	1	17	4	4	0	1	3
October	1987	32	10	33	3	3	1	19	7	4	2	0	4
November	1987	30	9	27	3	3	0	18	9	4	5	0	3
December	1987	29	10	21	2	3	1	17	11	5	6	0	3
January	1988	30	11	20	2	2	0	17	9	5	6	0	3
February	1988	31	12	20	1	2	0	18	7	4	3	0	4
March	1988	32	11	21	2	3	0	19	6	3	2	0	4
April	1988	35	11	20	2	4	0	16	4	5	1	0	3
May	1988	32	11	18	3	5	0	17	5	5	1	0	2
June	1988	32	13	18	3	5	0	18	4	4	1	0	1
July	1988	29	14	16	4	5	0	19	5	2	2	0	1
August	1988	31	15	17	4	4	0	19	4	3	2	0	2
September	1988	31	13	15	5	5	0	18	5	3	2	0	3
October	1988	32	12	15	7	5	0	19	6	4	2	0	3
November	1988	29	14	12	6	5	0	19	8	3	2	0	3
December	1988	28	13	12	6	5	0	19	10	4	2	0	3
January	1989	25	14	13	6	5	0	20	11	3	1	0	3
February	1989	28	12	14	7	5	0	20	9	3	2	0	2
March	1989	28	13	15	6	4	0	21	7	2	1	0	2
April	1989	33	12	20	4	3	0	17	7	2	2	0	1
May	1989	32	11	24	3	2	0	17	7	3	2	0	2
June	1989	34	10	26	2	2	1	18	6	3	2	1	2
July	1989	32	11	22	2	2	1	19	4	3	1	1	2
August	1989	35	12	22	3	3	1	18	4	2	2	1	2
September	1989	34	12	20	3	3	0	17	5	2	2	0	2
October	1989	37	13	18	3	3	0	16	8	3	3	0	2
November	1989	41	14	13	2	1	0	18	7	3	2	0	2
December	1989	48	15	13	2	1	0	17	6	3	1	0	2
January	1990	47	13	12	2	1	0	17	4	3	1	0	2
February	1990	49	10	11	2	1	0	19	6	4	1	0	3
March	1990	49	8	12	3	1	1	21	4	4	2	0	3
April	1990	51	7	12	3	3	1	21	4	5	2	0	3
May	1990	46	9	14	2	3	1	19	4	3	2	0	3
June	1990	44	13	15	2	3	1	19	5	3	2	0	3
July	1990	42	14	15	3	2	0	19	6	2	2	0	3

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(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>
August	1990	38	15	13	3	2	1	22	7	3	2	1	4
September	1990	35	14	10	4	2	1	20	10	4	3	5	3
October	1990	34	12	8	4	1	2	22	11	6	5	7	3
November	1990	36	12	7	3	1	2	19	11	6	9	8	3
December	1990	37	10	6	2	1	1	20	9	7	13	5	4
January	1991	37	10	9	1	0	1	16	7	6	15	4	3
February	1991	40	7	10	1	0	1	16	5	8	14	3	3
March	1991	42	8	12	1	1	2	17	4	10	9	3	3
April	1991	47	9	12	1	1	2	18	4	10	6	2	4
May	1991	46	12	14	2	2	1	18	5	9	3	1	3
June	1991	48	11	15	1	1	1	18	6	6	4	0	2
July	1991	50	8	16	1	2	1	17	7	5	4	0	1
August	1991	51	8	16	1	1	1	18	5	5	4	0	2
September	1991	48	7	17	1	1	0	19	5	8	4	0	2
October	1991	39	10	16	1	0	0	22	6	9	4	0	3
November	1991	40	8	17	1	0	0	24	8	12	5	0	3
December	1991	41	7	17	1	0	0	23	9	12	5	0	3
January	1992	43	4	21	1	1	1	23	7	12	7	0	3
February	1992	42	3	24	0	1	0	19	5	11	10	0	3
March	1992	44	3	26	1	1	0	18	2	10	10	0	3
April	1992	44	6	26	1	2	0	15	3	8	10	0	3
May	1992	44	7	28	1	2	0	15	3	7	7	0	2
June	1992	43	8	30	0	2	0	17	4	5	5	0	2
July	1992	42	8	32	1	2	0	19	3	7	4	0	1
August	1992	40	9	31	1	2	0	21	5	8	6	0	2
September	1992	41	8	29	2	2	0	21	5	8	7	0	2
October	1992	41	8	26	2	2	0	19	4	7	8	0	2
November	1992	41	8	27	2	1	0	17	4	7	6	0	1
December	1992	41	8	29	2	3	0	13	3	8	5	0	1
January	1993	42	6	31	1	4	0	12	4	10	5	0	1
February	1993	39	5	30	1	5	0	11	5	9	7	0	2
March	1993	36	5	30	1	4	0	15	4	10	7	0	2
April	1993	33	7	31	1	6	0	16	3	8	6	0	2
May	1993	35	7	30	2	6	0	17	1	7	5	0	1
June	1993	33	6	32	2	8	0	15	2	7	4	0	2
July	1993	33	6	32	1	6	0	18	2	9	5	0	3
August	1993	31	7	32	1	7	0	17	3	9	5	0	3
September	1993	29	9	31	1	4	1	20	3	7	4	0	2
October	1993	27	10	30	2	5	1	19	4	6	4	0	1
November	1993	30	9	33	3	4	1	19	2	5	3	0	0
December	1993	29	7	34	2	5	0	20	1	5	4	0	2
January	1994	30	6	38	2	7	0	17	1	5	3	0	3
February	1994	31	6	37	1	8	0	16	1	4	3	0	3
March	1994	34	9	37	2	9	0	11	1	4	2	0	1
April	1994	31	12	34	2	9	0	12	2	4	2	0	0
May	1994	27	14	31	4	9	0	15	2	5	1	0	1
June	1994	25	13	29	5	8	0	18	4	4	1	0	2
July	1994	26	16	27	5	7	0	18	3	3	1	0	3
August	1994	29	16	26	3	7	0	15	4	3	1	0	2
September	1994	26	17	25	2	9	0	16	4	3	1	0	2
October	1994	27	15	22	2	11	0	17	4	4	2	0	1

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

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

REGION NORTH CENTRAL

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>
January	1999	29	4	34	1	9	0	11	2	2	1	0	1
February	1999	30	4	30	1	11	0	13	2	1	2	0	1
March	1999	30	7	28	1	11	0	12	2	1	2	0	1
April	1999	29	6	32	1	11	0	12	2	0	2	0	1
May	1999	27	8	31	1	12	0	12	2	1	0	0	1
June	1999	25	7	31	1	12	0	13	1	1	0	0	2
July	1999	25	7	26	1	14	0	13	1	2	0	0	2
August	1999	26	7	25	1	13	0	13	3	1	0	0	3
September	1999	23	6	27	2	12	0	13	4	1	1	1	2
October	1999	20	8	23	2	12	0	14	4	2	1	1	3
November	1999	17	6	21	2	14	0	15	2	2	1	0	2
December	1999	19	6	18	1	14	0	17	3	2	0	0	2
January	2000	21	6	17	2	13	0	18	4	1	1	0	2
February	2000	24	7	17	2	11	0	15	5	0	1	1	2
March	2000	23	7	17	3	12	0	15	6	2	1	5	1
April	2000	23	7	17	4	13	1	13	4	2	0	8	2
May	2000	22	7	20	4	13	1	13	5	2	0	9	2
June	2000	21	7	21	4	12	1	10	5	0	0	8	2
July	2000	21	7	20	3	10	1	10	6	0	0	8	1
August	2000	22	8	18	2	9	1	10	6	0	0	9	1
September	2000	22	7	17	1	9	1	12	5	0	1	7	1
October	2000	20	8	18	1	10	0	14	5	1	1	4	2
November	2000	20	8	17	2	9	0	12	4	1	1	5	2
December	2000	25	7	15	3	10	1	11	4	2	0	3	3
January	2001	29	4	14	2	10	1	8	3	3	2	4	1
February	2001	34	2	19	1	6	0	10	3	5	4	3	2
March	2001	36	4	22	0	3	0	11	3	5	6	5	1
April	2001	35	5	27	0	2	0	11	4	5	5	4	2
May	2001	32	5	25	0	3	0	12	3	4	4	6	1
June	2001	30	4	23	0	3	0	12	2	5	4	7	1
July	2001	34	4	20	0	5	0	12	2	6	4	6	1
August	2001	34	3	21	0	6	0	12	2	7	4	4	3
September	2001	34	4	21	0	6	1	12	2	9	6	1	4
October	2001	33	4	28	0	3	1	12	1	6	7	1	3
November	2001	31	3	43	0	1	1	8	1	5	8	1	1
December	2001	29	2	58	1	1	0	5	1	2	6	0	0
January	2002	30	1	63	1	1	0	4	3	2	3	0	0
February	2002	32	0	54	1	2	0	6	2	4	2	0	0
March	2002	38	0	43	0	3	0	8	3	6	2	1	0
April	2002	38	1	38	0	3	0	7	3	7	3	1	0
May	2002	36	2	40	0	3	0	7	3	6	3	1	0
June	2002	32	3	41	0	2	0	8	3	6	3	0	0
July	2002	38	3	43	1	3	0	7	3	5	3	0	0
August	2002	37	3	45	1	3	0	6	3	5	4	0	0
September	2002	37	2	52	1	3	0	4	2	4	4	0	0
October	2002	29	1	51	0	2	0	6	1	6	5	1	0
November	2002	28	1	52	0	1	0	5	1	7	5	1	0
December	2002	29	1	50	1	1	0	6	2	8	4	1	0
January	2003	36	2	49	1	2	1	7	2	7	5	0	0
February	2003	37	2	48	1	3	1	9	3	6	5	3	0
March	2003	37	2	46	0	3	0	8	3	6	7	6	0

REGION NORTH CENTRAL

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TABLE 38

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price;	Prices	Interest	Borrow in	Times			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>
April	2003	32	1	48	0	2	0	6	4	4	7	6	0
May	2003	35	1	46	0	2	0	5	3	6	7	3	0
June	2003	36	1	47	0	2	0	7	3	6	6	1	1
July	2003	38	2	48	0	2	0	8	2	6	5	1	1
August	2003	36	2	50	0	2	0	10	3	6	5	1	1
September	2003	36	3	49	0	3	0	10	2	5	4	1	1
October	2003	40	2	46	1	3	0	10	2	5	3	1	0
November	2003	38	2	44	1	2	0	7	3	4	3	2	1
December	2003	41	2	44	1	2	1	9	2	5	2	1	1
January	2004	40	2	44	0	4	1	10	2	4	1	1	1
February	2004	40	2	43	1	5	1	11	3	5	1	1	0
March	2004	35	2	44	1	5	0	9	3	3	2	3	1
April	2004	31	3	46	1	5	1	7	3	4	3	5	2
May	2004	32	3	44	2	4	3	7	2	3	2	6	2
June	2004	35	4	40	3	6	5	7	3	3	1	7	3
July	2004	37	4	34	3	5	5	8	5	4	1	7	2
August	2004	38	5	37	3	6	2	8	4	4	3	6	2
September	2004	35	4	33	2	5	2	9	5	4	3	6	2
October	2004	33	4	33	2	5	2	10	3	4	3	6	2
November	2004	33	4	29	2	6	2	10	4	5	3	7	2
December	2004	33	4	34	2	8	1	10	4	5	3	5	1
January	2005	35	4	33	2	8	2	11	5	5	4	4	0
February	2005	38	6	32	1	7	3	12	3	4	2	2	1
March	2005	40	5	28	2	4	4	13	3	3	2	5	2
April	2005	38	5	25	3	4	5	12	2	3	1	10	4
May	2005	35	4	22	3	3	7	10	3	3	1	14	5
June	2005	36	5	19	2	3	6	12	3	3	1	13	5
July	2005	44	4	16	2	2	4	11	3	3	1	11	4
August	2005	51	5	16	1	2	2	11	4	2	2	7	2
September	2005	55	3	15	0	1	4	10	3	3	2	12	3
October	2005	49	5	16	1	1	7	11	2	4	3	15	4
November	2005	49	3	16	1	1	8	9	2	5	2	17	7
December	2005	46	3	15	2	1	6	10	2	5	1	13	7
January	2006	46	3	14	2	2	4	10	4	5	1	10	7
February	2006	43	3	16	2	2	4	12	4	5	1	8	6
March	2006	40	4	16	2	3	5	12	4	6	2	8	5
April	2006	41	3	15	2	2	6	12	3	6	3	11	5
May	2006	40	4	13	2	1	6	11	4	5	3	15	8
June	2006	41	2	10	2	1	6	10	5	5	5	16	9
July	2006	41	2	14	1	1	7	9	3	4	4	15	9
August	2006	42	2	13	1	1	7	10	4	5	5	14	5
September	2006	44	2	14	1	2	7	12	4	5	3	13	5
October	2006	44	2	12	1	2	5	13	5	7	3	11	5
November	2006	45	4	12	1	3	4	13	4	9	2	7	4
December	2006	44	4	12	2	3	2	11	4	10	3	6	3
January	2007	45	4	12	2	3	3	10	4	9	2	7	3
February	2007	43	4	14	1	3	3	9	4	7	3	6	3
March	2007	49	3	15	0	2	3	9	3	6	2	6	4
April	2007	48	3	14	0	3	4	10	3	8	2	6	4
May	2007	46	4	13	1	2	5	10	2	7	1	10	4
June	2007	39	4	14	1	2	7	10	2	7	1	14	6

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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 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
July	2007	36	4	13	2	2	7	10	2	8	2	16	6
August	2007	33	2	14	1	4	7	10	4	8	2	13	7
September	2007	35	2	17	1	3	7	10	4	9	3	9	5
October	2007	36	2	18	1	3	7	10	5	6	5	7	4
November	2007	39	3	16	1	1	6	12	5	8	4	5	4
December	2007	36	3	12	0	1	5	14	7	10	4	7	3
January	2008	36	2	11	0	1	5	13	6	12	3	7	6
February	2008	35	2	13	0	1	6	13	6	12	5	6	5
March	2008	38	2	14	0	1	7	9	6	12	5	6	7
April	2008	39	3	15	0	1	7	9	6	13	8	7	5
May	2008	39	3	13	0	0	7	9	6	15	7	10	6
June	2008	35	2	11	0	0	8	13	5	14	7	14	6
July	2008	36	1	7	0	0	9	13	5	14	5	18	11
August	2008	39	1	6	0	0	9	13	3	13	5	19	11
September	2008	41	2	7	0	0	9	9	5	15	5	18	12
October	2008	41	2	10	0	1	7	9	11	15	7	13	10
November	2008	42	1	11	0	1	4	8	13	17	9	9	10
December	2008	46	1	10	0	1	2	8	13	17	10	5	7
January	2009	53	1	9	0	1	1	8	9	16	10	4	7
February	2009	57	1	10	0	1	2	8	9	14	10	2	5
March	2009	61	0	12	0	0	2	8	9	13	10	2	5
April	2009	61	1	15	0	0	1	6	7	12	10	1	3
May	2009	58	0	16	0	0	1	7	5	13	9	1	4
June	2009	60	1	17	0	1	1	6	3	13	7	1	4
July	2009	59	1	13	0	1	1	6	3	14	6	2	4
August	2009	62	2	11	0	1	2	4	2	13	6	2	3
September	2009	55	2	8	0	1	3	6	4	13	9	2	3
October	2009	51	2	10	0	2	3	9	5	12	10	1	4
November	2009	47	2	9	1	1	3	10	6	12	12	1	4
December	2009	50	1	13	1	1	2	11	6	13	11	1	4
January	2010	51	2	14	1	1	3	10	4	14	9	1	4
February	2010	53	2	17	0	1	4	10	4	14	8	1	4
March	2010	53	2	16	0	2	5	9	4	14	7	1	5
April	2010	55	1	17	0	2	5	8	5	12	8	1	4
May	2010	58	2	19	0	3	4	7	4	10	6	1	3
June	2010	58	2	21	1	2	2	7	3	8	6	1	2
July	2010	55	3	22	1	2	3	9	3	12	7	1	3
August	2010	52	2	22	0	1	4	12	4	15	7	2	4
September	2010	53	1	22	0	1	4	11	6	16	8	2	3
October	2010	53	0	26	0	1	4	10	6	16	8	1	2
November	2010	51	2	22	0	1	2	7	5	17	7	0	1
December	2010	50	4	23	1	2	4	8	4	16	7	0	1
January	2011	46	5	20	0	3	3	11	6	16	7	1	2
February	2011	43	5	21	0	4	4	13	6	13	8	2	3
March	2011	42	4	19	0	3	3	14	8	13	8	4	4
April	2011	44	3	18	0	2	7	11	8	9	8	6	4
May	2011	45	3	16	1	1	10	12	8	9	6	8	4
June	2011	40	4	14	0	1	14	13	6	11	5	8	3
July	2011	36	4	15	0	1	12	16	8	14	4	7	3
August	2011	36	3	17	0	1	9	16	7	16	6	5	4
September	2011	35	3	17	0	1	4	15	9	18	8	5	4

REGION NORTH CENTRAL

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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 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
October	2011	35	2	18	0	2	4	15	7	18	10	4	3
November	2011	35	3	16	0	2	4	16	7	17	10	4	2
December	2011	35	3	18	0	3	5	17	5	14	10	3	4
January	2012	36	3	16	0	3	5	18	5	14	8	2	4
February	2012	33	2	21	0	4	4	18	6	13	7	1	5
March	2012	35	1	23	0	5	4	17	6	15	7	3	5
April	2012	34	2	27	0	4	6	12	5	12	7	5	5
May	2012	37	3	25	0	5	8	11	5	13	7	6	3
June	2012	39	4	24	0	5	7	11	4	12	5	5	3
July	2012	42	3	25	0	5	5	13	7	12	6	3	2
August	2012	37	3	25	0	4	4	14	6	12	6	3	3
September	2012	33	4	27	0	6	5	13	6	11	6	2	3
October	2012	30	5	26	0	9	6	14	4	10	6	3	4
November	2012	34	4	27	0	11	7	13	4	9	5	2	4
December	2012	36	4	25	0	9	7	12	3	11	7	2	4
January	2013	36	3	24	0	6	7	13	4	13	7	1	3
February	2013	35	3	21	0	5	5	17	4	13	7	2	3
March	2013	34	2	20	0	5	6	19	4	12	5	1	2
April	2013	34	2	20	0	7	6	17	3	11	5	1	2
May	2013	31	3	29	0	8	7	12	3	11	6	1	2
June	2013	29	4	31	0	10	7	11	3	10	5	2	2
July	2013	30	6	32	1	9	6	10	2	8	4	2	2
August	2013	32	6	27	1	8	6	13	3	8	5	2	1
September	2013	31	4	27	2	7	4	14	4	9	6	1	2
October	2013	28	4	24	2	8	3	15	3	10	7	2	2
November	2013	25	4	23	2	10	2	15	3	11	8	1	2
December	2013	27	5	23	3	9	2	12	4	10	8	1	2
January	2014	29	5	25	3	8	3	13	4	10	7	0	2
February	2014	30	6	26	3	9	4	13	4	10	6	0	2
March	2014	29	6	24	2	8	5	14	4	9	7	1	2
April	2014	29	5	21	1	9	6	12	6	9	6	1	3
May	2014	28	6	21	1	8	6	13	6	8	5	1	5
June	2014	32	6	22	1	9	6	13	4	6	4	1	6
July	2014	30	8	25	1	8	4	14	3	6	4	2	9
August	2014	31	7	27	1	8	3	14	3	6	5	2	7
September	2014	29	7	28	1	11	2	14	3	7	5	2	7
October	2014	33	5	25	1	11	2	13	4	7	6	1	3
November	2014	34	4	24	1	11	4	11	4	6	6	0	4
December	2014	36	4	23	1	10	5	10	7	6	6	0	3
January	2015	34	3	25	1	11	4	11	4	6	4	1	4
February	2015	31	3	24	1	12	2	15	4	6	3	1	3
March	2015	26	4	23	2	12	2	16	3	7	3	1	3
April	2015	25	5	22	2	11	3	17	5	5	3	1	2
May	2015	26	5	24	2	13	3	16	4	6	3	1	3
June	2015	29	4	25	2	15	4	16	4	6	3	0	4
July	2015	31	3	27	3	14	4	15	3	8	3	1	5
August	2015	27	5	28	3	12	3	15	3	9	3	2	4
September	2015	27	5	28	2	10	3	15	3	8	4	2	5
October	2015	26	5	27	1	9	3	16	5	7	4	1	5
November	2015	28	4	29	1	9	2	18	4	5	4	0	7
December	2015	29	4	29	2	7	1	17	4	6	3	0	6

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TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price;	Prices	Interest	Borrow in	Times		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>
January	2016	28	4	28	3	9	1	15	2	6	4	0	4
February	2016	31	4	26	4	8	2	10	3	7	4	1	3
March	2016	28	6	25	3	10	2	9	3	6	4	1	1
April	2016	28	5	27	2	9	2	10	3	7	3	1	1
May	2016	26	6	27	1	12	3	12	3	6	3	1	3
June	2016	29	4	28	2	11	2	13	3	5	3	0	4
July	2016	30	5	29	2	9	2	14	3	4	3	1	3
August	2016	30	4	31	1	9	1	15	4	4	3	0	2
September	2016	26	4	29	1	11	2	15	4	5	3	0	2
October	2016	22	3	26	1	13	3	15	5	6	5	1	2
November	2016	21	4	24	1	13	2	14	5	6	5	1	3
December	2016	25	4	24	2	11	1	14	7	6	4	1	2
January	2017	26	5	23	3	13	1	13	6	6	2	1	3
February	2017	26	6	22	4	14	1	13	5	5	3	1	2
March	2017	23	7	21	4	16	2	12	4	5	5	1	2
April	2017	25	8	20	3	17	1	13	4	4	5	0	1
May	2017	26	7	20	2	14	1	14	4	5	4	0	1
June	2017	27	7	21	1	12	2	15	6	5	3	0	1
July	2017	28	5	21	2	10	2	16	6	5	3	0	2
August	2017	26	6	22	2	12	2	17	5	5	2	0	3
September	2017	25	5	21	3	15	2	15	3	5	3	0	3
October	2017	26	4	20	3	15	1	15	3	4	3	0	4
November	2017	30	3	18	3	15	2	14	5	4	4	0	4
December	2017	34	2	18	2	14	2	15	6	3	4	0	3
January	2018	34	3	20	3	15	2	14	5	4	5	1	3
February	2018	30	5	22	4	16	2	15	6	3	4	1	3
March	2018	25	8	23	4	17	1	17	5	3	3	1	4
April	2018	23	9	22	4	17	1	19	6	2	2	0	4
May	2018	24	8	17	3	17	1	20	6	3	3	1	4
June	2018	27	7	16	4	16	2	19	8	4	3	1	3
July	2018	25	7	13	3	16	1	19	7	4	3	2	3
August	2018	21	9	15	3	16	1	19	8	4	2	1	3
September	2018	20	10	15	2	17	1	20	5	5	2	1	3
October	2018	19	12	16	2	17	1	21	5	4	2	1	3
November	2018	22	13	14	2	17	1	22	3	3	2	1	3
December	2018	25	11	12	3	14	1	24	3	4	2	1	3
January	2019	29	7	12	2	14	1	21	5	5	3	1	3
February	2019	28	5	14	3	13	1	19	5	6	4	1	3
March	2019	25	3	15	3	14	1	20	6	5	5	1	4
April	2019	22	4	16	3	16	1	22	4	3	4	1	4
May	2019	23	4	15	2	16	1	23	3	3	3	1	4
June	2019	23	6	14	2	18	1	23	3	3	2	1	4
July	2019	25	5	14	1	18	1	25	4	4	3	1	4
August	2019	24	5	17	1	17	1	25	5	5	4	2	3
September	2019	24	5	19	0	17	1	22	5	5	5	1	4
October	2019	23	6	20	0	17	1	19	5	5	5	1	3
November	2019	26	6	21	0	17	1	20	3	4	4	0	3
December	2019	27	6	21	1	16	1	21	3	3	3	1	2
January	2020	27	6	20	1	18	2	22	3	3	2	1	3
February	2020	25	6	20	1	22	3	20	4	2	3	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>
March	2020	24	5	21	0	20	3	19	3	3	4	1	4
April	2020	33	3	20	0	12	2	14	3	6	11	0	3
May	2020	41	2	20	0	7	0	12	3	8	17	0	2
June	2020	48	1	23	0	3	0	8	4	10	19	0	0
July	2020	48	1	25	0	3	0	10	4	9	17	0	0
August	2020	44	1	26	0	4	0	9	5	10	17	0	1
September	2020	40	1	24	0	5	0	12	4	9	17	0	2
October	2020	36	1	24	0	8	0	11	4	10	15	0	1
November	2020	34	2	22	0	7	0	12	4	13	13	0	1
December	2020	34	2	21	0	8	1	10	4	15	12	0	1
January	2021	33	2	19	0	5	0	13	3	15	11	0	3
February	2021	30	2	21	0	6	1	16	4	14	12	0	3
March	2021	26	3	18	0	7	1	20	3	12	11	1	3
April	2021	24	4	19	0	11	1	19	5	10	11	1	2
May	2021	22	3	15	0	11	0	22	3	9	8	1	2
June	2021	20	3	15	0	9	0	27	4	8	6	1	1
July	2021	18	3	12	1	6	0	33	3	8	4	0	3
August	2021	15	3	9	1	5	0	38	3	7	5	1	3