

**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 new 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          |
| April 1982            | 36               | 9                | 55              | 100          | 81              | 619          |
| May 1982              | 39               | 8                | 53              | 100          | 86              | 592          |
| June 1982             | 42               | 8                | 50              | 100          | 92              | 571          |

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

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

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**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

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

4

| <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 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          |
| 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          |

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

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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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

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**TABLE 37**  
**BUYING CONDITIONS FOR VEHICLES**  
**(Three Month Moving Averages)**

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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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

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

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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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

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

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

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

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |
| March                 | 2018 | 69               | 4                | 27              | 100          | 142             | 475          |
| April                 | 2018 | 69               | 4                | 28              | 100          | 141             | 466          |
| May                   | 2018 | 65               | 5                | 30              | 100          | 134             | 463          |
| June                  | 2018 | 66               | 5                | 28              | 100          | 138             | 446          |
| July                  | 2018 | 64               | 6                | 29              | 100          | 135             | 441          |
| August                | 2018 | 65               | 6                | 29              | 100          | 135             | 448          |
| September             | 2018 | 64               | 5                | 31              | 100          | 133             | 473          |
| October               | 2018 | 63               | 5                | 31              | 100          | 132             | 470          |

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

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November              | 2018 | 64               | 4                | 31              | 100          | 133             | 477          |
| December              | 2018 | 62               | 5                | 34              | 100          | 128             | 466          |
| January               | 2019 | 61               | 5                | 34              | 100          | 128             | 467          |
| February              | 2019 | 61               | 5                | 33              | 100          | 128             | 457          |
| March                 | 2019 | 60               | 6                | 33              | 100          | 127             | 458          |
| April                 | 2019 | 61               | 8                | 31              | 100          | 129             | 456          |
| May                   | 2019 | 61               | 8                | 32              | 100          | 129             | 464          |
| June                  | 2019 | 61               | 7                | 32              | 100          | 128             | 456          |
| July                  | 2019 | 59               | 5                | 37              | 100          | 122             | 465          |
| August                | 2019 | 58               | 5                | 37              | 100          | 121             | 479          |
| September             | 2019 | 60               | 5                | 35              | 100          | 125             | 474          |
| October               | 2019 | 63               | 5                | 32              | 100          | 132             | 485          |
| November              | 2019 | 64               | 6                | 30              | 100          | 134             | 467          |
| December              | 2019 | 66               | 5                | 29              | 100          | 138             | 464          |
| January               | 2020 | 66               | 5                | 29              | 100          | 136             | 457          |
| February              | 2020 | 67               | 5                | 28              | 100          | 139             | 483          |
| March                 | 2020 | 64               | 6                | 30              | 100          | 135             | 509          |
| April                 | 2020 | 63               | 5                | 31              | 100          | 132             | 514          |
| May                   | 2020 | 61               | 4                | 34              | 100          | 127             | 479          |
| June                  | 2020 | 63               | 3                | 34              | 100          | 130             | 450          |
| July                  | 2020 | 64               | 2                | 34              | 100          | 130             | 439          |
| August                | 2020 | 63               | 1                | 35              | 100          | 128             | 470          |
| September             | 2020 | 62               | 1                | 37              | 100          | 125             | 474          |
| October               | 2020 | 62               | 3                | 35              | 100          | 126             | 460          |
| November              | 2020 | 60               | 5                | 35              | 100          | 124             | 430          |
| December              | 2020 | 59               | 6                | 36              | 100          | 123             | 431          |
| January               | 2021 | 55               | 6                | 39              | 100          | 116             | 457          |
| February              | 2021 | 55               | 4                | 41              | 100          | 114             | 460          |
| March                 | 2021 | 54               | 4                | 42              | 100          | 112             | 466          |
| April                 | 2021 | 55               | 5                | 41              | 100          | 114             | 429          |
| May                   | 2021 | 52               | 5                | 43              | 100          | 109             | 424          |
| June                  | 2021 | 48               | 5                | 47              | 100          | 101             | 435          |
| July                  | 2021 | 43               | 4                | 53              | 100          | 89              | 463          |
| August                | 2021 | 36               | 5                | 59              | 100          | 77              | 463          |
| September             | 2021 | 34               | 4                | 62              | 100          | 72              | 456          |
| October               | 2021 | 30               | 4                | 66              | 100          | 65              | 454          |
| November              | 2021 | 28               | 4                | 69              | 100          | 59              | 461          |
| December              | 2021 | 23               | 3                | 74              | 100          | 50              | 446          |
| January               | 2022 | 21               | 2                | 77              | 100          | 44              | 457          |
| February              | 2022 | 23               | 2                | 76              | 100          | 47              | 460          |
| March                 | 2022 | 23               | 4                | 74              | 100          | 49              | 471          |
| April                 | 2022 | 22               | 6                | 72              | 100          | 50              | 458          |
| May                   | 2022 | 21               | 6                | 73              | 100          | 48              | 458          |
| June                  | 2022 | 17               | 5                | 78              | 100          | 39              | 449          |
| July                  | 2022 | 19               | 4                | 77              | 100          | 43              | 450          |
| August                | 2022 | 18               | 4                | 78              | 100          | 40              | 440          |
| September             | 2022 | 22               | 4                | 74              | 100          | 48              | 450          |
| October               | 2022 | 22               | 4                | 74              | 100          | 48              | 447          |