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

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?"

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
November	2022	23	3	74	100	49	435
December	2022	22	4	75	100	47	424
January	2023	27	3	71	100	56	426
February	2023	32	3	65	100	67	429