

REGION NORTH CENTRAL

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	High Prices	Can't Interest Afford	Gas Uncertain Future	Poor Prices Shortages	Select; Quality	Supply Inadequate	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>
March	1978	9	19	0	1	1	2	0	11	1	2	1	1	5	0
April	1978	13	32	1	1	2	3	0	17	2	3	1	1	8	0
May	1978	10	34	1	1	3	3	0	19	3	3	0	0	9	0
June	1978	8	35	2	1	4	3	0	23	4	2	0	0	11	0
July	1978	8	37	2	1	4	3	0	25	3	1	1	0	11	0
August	1978	7	37	2	1	3	3	0	27	5	1	1	0	12	0
September	1978	7	36	1	2	3	3	0	26	4	2	1	0	12	0
October	1978	5	33	0	3	2	4	0	24	4	3	1	0	12	0
November	1978	6	33	0	2	2	4	0	24	4	4	1	1	10	0
December	1978	5	33	1	2	1	3	0	25	5	3	1	1	8	0
January	1979	5	32	1	1	1	2	0	28	6	2	1	2	9	0
February	1979	5	33	1	2	1	2	0	26	7	2	1	3	8	0
March	1979	5	34	0	2	2	3	0	27	7	2	0	7	9	0
April	1979	5	34	0	1	2	7	0	26	7	2	1	10	9	0
May	1979	5	30	0	1	1	12	0	25	6	2	1	16	11	0
June	1979	5	26	0	1	0	15	0	25	5	2	2	20	13	0
July	1979	8	19	0	1	0	14	0	26	5	2	2	24	13	0
August	1979	12	17	0	1	0	12	0	26	5	4	2	24	11	1
September	1979	20	17	0	1	1	10	0	26	7	5	2	19	8	1
October	1979	21	20	0	2	2	9	0	26	8	5	1	13	8	1
November	1979	20	20	1	2	2	8	0	25	14	4	1	9	8	1
December	1979	18	18	1	2	1	9	0	24	17	3	2	8	9	1
January	1980	17	17	1	1	1	9	1	24	18	4	2	11	8	0
February	1980	22	17	1	1	1	10	1	23	18	3	2	12	8	0
March	1980	19	21	1	0	1	12	0	25	20	4	1	14	8	0
April	1980	22	16	1	1	0	14	0	26	22	3	1	14	8	0
May	1980	20	13	0	1	0	12	0	29	27	5	1	15	7	1
June	1980	27	7	2	1	0	7	0	27	26	4	2	14	7	0
July	1980	29	7	3	1	0	4	0	26	22	5	3	10	8	1
August	1980	31	7	3	1	1	6	0	26	14	5	4	7	10	0
September	1980	26	10	3	0	1	8	0	30	11	5	3	4	11	1
October	1980	23	12	2	1	1	11	0	29	12	6	2	4	11	1
November	1980	22	14	2	1	2	8	0	28	14	5	1	4	11	1
December	1980	19	11	2	2	1	7	0	27	21	7	2	4	11	0
January	1981	21	11	4	1	1	6	0	28	25	7	3	2	10	0
February	1981	20	12	4	1	0	5	0	30	31	7	4	3	8	0
March	1981	28	11	5	0	0	4	0	32	27	7	4	4	9	0
April	1981	33	11	3	1	0	4	0	32	26	7	4	4	9	0
May	1981	33	9	3	1	0	5	0	32	21	6	4	2	9	0
June	1981	26	11	3	1	0	5	0	31	24	5	3	2	9	0
July	1981	20	13	2	1	0	4	0	31	26	6	2	2	10	0
August	1981	17	16	2	2	0	4	0	30	31	6	1	2	10	0
September	1981	17	16	3	2	1	4	0	31	33	6	1	2	8	0
October	1981	17	13	4	2	0	3	0	33	33	5	2	1	7	0
November	1981	20	11	5	1	0	3	0	34	29	7	3	2	7	0
December	1981	25	10	5	1	1	2	0	33	28	8	4	2	8	0
January	1982	29	9	5	1	1	1	0	32	26	11	4	2	8	0
February	1982	31	7	4	1	1	2	0	32	29	11	4	1	8	0
March	1982	33	7	3	0	0	2	0	34	31	13	4	1	7	0
April	1982	34	5	5	0	1	2	0	33	32	12	5	1	7	0
May	1982	33	6	8	1	1	1	0	32	30	12	5	1	7	0
June	1982	34	5	9	1	1	1	0	30	27	10	4	1	9	0
July	1982	32	6	7	1	1	1	0	31	30	8	4	1	10	0
August	1982	29	6	5	1	1	2	1	31	32	9	4	1	9	0
September	1982	27	7	6	1	1	2	1	30	30	10	5	1	8	0

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(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times					High	Can't	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
October	1982	26	8	7	1	1	2	1	30	25	13	4	0	6	0	
November	1982	28	8	11	1	1	1	1	27	21	14	6	0	7	0	
December	1982	29	6	15	2	1	2	0	27	21	12	5	0	8	0	
January	1983	27	6	21	2	1	2	0	24	19	11	5	0	8	0	
February	1983	26	6	27	2	2	2	0	26	16	10	3	1	7	0	
March	1983	23	8	30	2	2	2	0	26	13	10	2	1	5	0	
April	1983	24	7	34	2	3	2	0	26	11	9	3	1	4	0	
May	1983	25	9	36	2	3	2	0	23	10	7	2	1	4	0	
June	1983	26	11	38	1	3	2	0	20	8	6	2	0	4	0	
July	1983	28	14	37	2	4	1	1	16	7	6	2	0	3	0	
August	1983	27	12	36	2	4	2	1	15	7	7	1	0	3	0	
September	1983	30	14	32	3	3	1	1	15	8	6	2	0	3	0	
October	1983	27	15	26	2	3	2	1	20	8	6	2	0	4	0	
November	1983	24	17	22	2	4	2	1	23	8	5	2	0	5	0	
December	1983	18	12	21	2	4	2	1	25	9	5	2	0	5	0	
January	1984	21	13	21	2	3	2	0	22	10	3	1	0	4	0	
February	1984	23	15	20	2	5	2	0	19	10	3	1	0	3	0	
March	1984	26	18	17	3	8	2	0	16	7	2	1	0	3	0	
April	1984	23	16	18	4	9	1	1	16	7	3	2	0	4	0	
May	1984	21	15	15	5	7	1	1	19	7	3	1	0	4	0	
June	1984	19	15	14	6	5	1	1	19	9	3	1	0	4	0	
July	1984	20	17	13	6	4	2	1	20	9	3	2	0	2	0	
August	1984	19	17	13	5	4	2	1	18	11	3	2	0	3	0	
September	1984	21	18	13	5	4	1	1	19	12	3	3	0	3	0	
October	1984	19	17	11	5	5	1	1	20	12	3	3	0	3	0	
November	1984	20	17	12	4	6	1	0	21	11	4	3	0	3	0	
December	1984	17	15	13	5	6	2	0	23	13	5	2	0	4	0	
January	1985	21	14	18	3	5	1	0	22	12	6	2	0	4	0	
February	1985	22	14	22	2	4	1	1	21	12	6	2	0	3	0	
March	1985	27	15	24	1	4	0	1	17	9	5	2	0	2	0	
April	1985	26	16	23	2	5	1	1	19	8	5	2	0	4	0	
May	1985	25	14	25	3	5	2	1	20	7	5	1	0	4	0	
June	1985	24	11	28	2	5	2	1	23	6	4	1	0	5	0	
July	1985	23	11	30	2	6	2	0	23	6	3	1	0	4	0	
August	1985	24	11	31	2	4	2	0	21	4	3	2	0	3	0	
September	1985	22	11	37	1	4	2	1	20	4	3	1	0	4	0	
October	1985	21	9	44	1	3	1	1	18	5	5	1	0	4	0	
November	1985	21	10	45	1	3	1	1	18	7	4	1	0	4	0	
December	1985	24	9	41	1	2	1	1	18	8	5	2	0	3	0	
January	1986	26	9	43	2	2	1	1	16	5	4	2	0	3	0	
February	1986	24	7	48	2	2	0	1	15	4	5	2	0	3	0	
March	1986	21	7	54	2	2	0	1	14	3	4	2	0	3	0	
April	1986	18	6	53	2	1	1	1	15	4	5	2	0	2	0	
May	1986	21	5	55	2	2	1	1	14	3	5	2	0	1	0	
June	1986	22	6	56	2	2	1	1	12	3	5	2	0	1	0	
July	1986	24	6	57	2	4	0	1	10	3	5	1	0	2	0	
August	1986	22	7	55	2	3	0	2	12	3	4	0	0	2	0	
September	1986	24	6	58	2	4	1	1	12	4	4	0	0	3	0	
October	1986	23	6	58	2	2	0	1	12	5	4	1	0	2	0	
November	1986	26	6	52	2	2	0	0	16	8	4	1	0	2	0	
December	1986	23	7	46	2	2	0	0	18	7	4	1	0	2	0	
January	1987	22	7	38	1	2	0	0	20	7	4	1	0	2	0	
February	1987	24	7	38	1	2	0	1	17	5	3	2	0	2	0	
March	1987	28	7	37	1	1	0	1	18	4	3	2	0	2	0	
April	1987	32	8	40	2	1	0	1	16	2	3	2	0	2	0	
May	1987	30	8	42	2	1	0	1	16	3	3	1	0	1	0	
June	1987	29	10	40	3	1	0	1	14	4	2	1	0	2	0	
July	1987	29	10	34	2	2	1	1	15	5	2	1	0	2	0	

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		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times					High	Can't	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
August	1987	32	10	34	3	2	1	0	15	4	3	1	1	3	0	
September	1987	33	11	33	3	3	1	0	17	4	4	0	1	3	0	
October	1987	32	10	33	3	3	1	0	19	7	4	2	0	4	0	
November	1987	30	9	27	3	3	0	0	18	9	4	5	0	3	0	
December	1987	29	10	21	2	3	1	0	17	11	5	6	0	3	0	
January	1988	30	11	20	2	2	0	0	17	9	5	6	0	3	0	
February	1988	31	12	20	1	2	0	0	18	7	4	3	0	4	0	
March	1988	32	11	21	2	3	0	0	19	6	3	2	0	4	0	
April	1988	35	11	20	2	4	0	0	16	4	5	1	0	3	0	
May	1988	32	11	18	3	5	0	0	17	5	5	1	0	2	0	
June	1988	32	13	18	3	5	0	0	18	4	4	1	0	1	0	
July	1988	29	14	16	4	5	0	0	19	5	2	2	0	1	0	
August	1988	31	15	17	4	4	0	0	19	4	3	2	0	2	0	
September	1988	31	13	15	5	5	0	0	18	5	3	2	0	3	0	
October	1988	32	12	15	7	5	0	0	19	6	4	2	0	3	0	
November	1988	29	14	12	6	5	0	0	19	8	3	2	0	3	0	
December	1988	28	13	12	6	5	0	0	19	10	4	2	0	3	0	
January	1989	25	14	13	6	5	0	0	20	11	3	1	0	3	0	
February	1989	28	12	14	7	5	0	1	20	9	3	2	0	2	0	
March	1989	28	13	15	6	4	0	1	21	7	2	1	0	2	0	
April	1989	33	12	20	4	3	0	0	17	7	2	2	0	1	0	
May	1989	32	11	24	3	2	0	0	17	7	3	2	0	2	0	
June	1989	34	10	26	2	2	1	0	18	6	3	2	1	2	0	
July	1989	32	11	22	2	2	1	0	19	4	3	1	1	2	0	
August	1989	35	12	22	3	3	1	0	18	4	2	2	1	2	0	
September	1989	34	12	20	3	3	0	0	17	5	2	2	0	2	0	
October	1989	37	13	18	3	3	0	0	16	8	3	3	0	2	0	
November	1989	41	14	13	2	1	0	1	18	7	3	2	0	2	0	
December	1989	48	15	13	2	1	0	1	17	6	3	1	0	2	0	
January	1990	47	13	12	2	1	0	1	17	4	3	1	0	2	0	
February	1990	49	10	11	2	1	0	1	19	6	4	1	0	3	0	
March	1990	49	8	12	3	1	1	1	21	4	4	2	0	3	0	
April	1990	51	7	12	3	3	1	1	21	4	5	2	0	3	0	
May	1990	46	9	14	2	3	1	1	19	4	3	2	0	3	0	
June	1990	44	13	15	2	3	1	1	19	5	3	2	0	3	0	
July	1990	42	14	15	3	2	0	1	19	6	2	2	0	3	0	
August	1990	38	15	13	3	2	1	1	22	7	3	2	1	4	0	
September	1990	35	14	10	4	2	1	0	20	10	4	3	5	3	0	
October	1990	34	12	8	4	1	2	0	22	11	6	5	7	3	0	
November	1990	36	12	7	3	1	2	0	19	11	6	9	8	3	0	
December	1990	37	10	6	2	1	1	0	20	9	7	13	5	4	0	
January	1991	37	10	9	1	0	1	0	16	7	6	15	4	3	0	
February	1991	40	7	10	1	0	1	0	16	5	8	14	3	3	0	
March	1991	42	8	12	1	1	2	0	17	4	10	9	3	3	0	
April	1991	47	9	12	1	1	2	0	18	4	10	6	2	4	1	
May	1991	46	12	14	2	2	1	0	18	5	9	3	1	3	0	
June	1991	48	11	15	1	1	1	0	18	6	6	4	0	2	0	
July	1991	50	8	16	1	2	1	0	17	7	5	4	0	1	0	
August	1991	51	8	16	1	1	1	0	18	5	5	4	0	2	0	
September	1991	48	7	17	1	1	0	0	19	5	8	4	0	2	0	
October	1991	39	10	16	1	0	0	0	22	6	9	4	0	3	0	
November	1991	40	8	17	1	0	0	0	24	8	12	5	0	3	0	
December	1991	41	7	17	1	0	0	0	23	9	12	5	0	3	0	
January	1992	43	4	21	1	1	1	0	23	7	12	7	0	3	0	
February	1992	42	3	24	0	1	0	0	19	5	11	10	0	3	0	
March	1992	44	3	26	1	1	0	0	18	2	10	10	0	3	0	
April	1992	44	6	26	1	2	0	0	15	3	8	10	0	3	0	
May	1992	44	7	28	1	2	0	0	15	3	7	7	0	2	0	

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(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	High Prices	Can't Interest Afford	Gas Uncertain Future	Poor Prices Shortages	Select.; Quality	Supply Inadequate	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Interest</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>
June	1992	43	8	30	0	2	0	0	17	4	5	5	0	2	0
July	1992	42	8	32	1	2	0	0	19	3	7	4	0	1	0
August	1992	40	9	31	1	2	0	0	21	5	8	6	0	2	0
September	1992	41	8	29	2	2	0	0	21	5	8	7	0	2	0
October	1992	41	8	26	2	2	0	0	19	4	7	8	0	2	0
November	1992	41	8	27	2	1	0	0	17	4	7	6	0	1	0
December	1992	41	8	29	2	3	0	0	13	3	8	5	0	1	0
January	1993	42	6	31	1	4	0	0	12	4	10	5	0	1	0
February	1993	39	5	30	1	5	0	1	11	5	9	7	0	2	0
March	1993	36	5	30	1	4	0	1	15	4	10	7	0	2	0
April	1993	33	7	31	1	6	0	1	16	3	8	6	0	2	0
May	1993	35	7	30	2	6	0	1	17	1	7	5	0	1	0
June	1993	33	6	32	2	8	0	0	15	2	7	4	0	2	0
July	1993	33	6	32	1	6	0	1	18	2	9	5	0	3	0
August	1993	31	7	32	1	7	0	1	17	3	9	5	0	3	0
September	1993	29	9	31	1	4	1	1	20	3	7	4	0	2	0
October	1993	27	10	30	2	5	1	1	19	4	6	4	0	1	0
November	1993	30	9	33	3	4	1	1	19	2	5	3	0	0	0
December	1993	29	7	34	2	5	0	0	20	1	5	4	0	2	0
January	1994	30	6	38	2	7	0	0	17	1	5	3	0	3	0
February	1994	31	6	37	1	8	0	0	16	1	4	3	0	3	0
March	1994	34	9	37	2	9	0	0	11	1	4	2	0	1	0
April	1994	31	12	34	2	9	0	0	12	2	4	2	0	0	0
May	1994	27	14	31	4	9	0	0	15	2	5	1	0	1	0
June	1994	25	13	29	5	8	0	0	18	4	4	1	0	2	0
July	1994	26	16	27	5	7	0	0	18	3	3	1	0	3	0
August	1994	29	16	26	3	7	0	0	15	4	3	1	0	2	0
September	1994	26	17	25	2	9	0	0	16	4	3	1	0	2	0
October	1994	27	15	22	2	11	0	1	17	4	4	2	0	1	0
November	1994	25	13	21	3	11	1	1	18	3	3	2	0	1	1
December	1994	28	11	20	4	10	1	2	16	5	4	1	0	1	1
January	1995	25	10	18	4	10	1	2	18	8	4	1	0	1	1
February	1995	24	12	16	6	10	0	2	20	12	5	0	0	1	0
March	1995	25	14	14	7	10	0	1	22	12	6	1	0	2	0
April	1995	26	14	14	7	8	0	1	22	10	4	2	0	2	0
May	1995	28	13	15	6	7	0	0	24	6	3	2	0	1	0
June	1995	29	12	19	4	6	0	0	24	5	1	2	0	0	0
July	1995	29	11	23	2	6	0	0	22	6	4	2	0	1	0
August	1995	28	12	23	2	9	0	1	20	7	6	2	0	1	0
September	1995	27	12	22	3	9	0	1	21	5	9	2	0	2	0
October	1995	34	12	18	3	7	0	1	22	3	6	2	0	1	0
November	1995	34	10	18	2	6	0	1	22	2	6	2	0	1	0
December	1995	35	11	18	1	7	0	0	21	2	4	2	0	1	0
January	1996	30	11	19	2	7	1	0	22	2	5	2	0	1	0
February	1996	29	12	21	2	8	0	0	21	2	6	3	0	1	0
March	1996	27	11	23	2	8	0	1	22	2	6	4	0	1	0
April	1996	27	11	23	3	6	0	1	23	1	6	4	0	1	0
May	1996	25	12	25	2	6	1	1	25	3	4	3	0	0	0
June	1996	25	13	22	3	8	1	0	23	3	3	3	1	1	0
July	1996	22	14	22	3	10	1	0	25	3	3	2	1	2	0
August	1996	22	12	21	3	10	0	1	22	4	3	3	1	4	0
September	1996	24	12	21	4	9	0	1	22	3	3	2	0	4	0
October	1996	27	12	19	4	9	1	1	19	5	2	2	0	3	0
November	1996	29	10	17	4	7	1	0	22	3	3	1	1	2	0
December	1996	24	10	15	3	6	1	0	24	4	4	0	1	2	0
January	1997	25	10	16	3	9	1	0	22	4	4	0	1	1	0
February	1997	22	13	18	3	11	1	0	19	4	4	0	1	2	0
March	1997	24	13	21	2	12	0	0	20	4	4	1	0	2	0

REGION NORTH CENTRAL

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times					High	Can't	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
April	1997	22	12	21	4	9	0	0	19	5	4	1	0	2	0	
May	1997	25	14	20	3	10	0	1	19	5	3	1	0	1	0	
June	1997	25	14	20	4	10	0	1	16	4	2	1	0	1	0	
July	1997	25	14	21	1	11	0	0	17	2	1	1	0	2	1	
August	1997	21	11	21	1	8	0	0	18	2	2	0	0	2	1	
September	1997	22	10	20	0	9	1	0	19	2	3	0	0	2	0	
October	1997	20	10	19	0	9	1	0	18	3	3	1	0	3	0	
November	1997	21	9	18	0	11	1	0	17	3	2	1	1	3	0	
December	1997	24	7	17	0	8	1	1	18	4	1	1	0	2	0	
January	1998	27	6	19	1	8	1	1	18	2	2	1	0	1	0	
February	1998	28	5	20	0	7	0	1	19	3	1	1	0	1	0	
March	1998	26	6	24	0	10	0	0	16	2	1	1	0	1	0	
April	1998	26	5	28	1	10	0	0	17	3	1	1	0	1	0	
May	1998	25	5	30	1	10	0	0	16	2	1	0	0	2	0	
June	1998	24	4	30	1	9	0	0	16	2	0	1	0	2	0	
July	1998	22	5	29	1	9	0	1	17	2	0	1	0	1	0	
August	1998	22	6	27	1	8	0	2	16	2	1	1	0	1	0	
September	1998	24	6	25	1	7	0	2	17	3	1	0	0	1	0	
October	1998	30	5	29	0	7	0	2	14	2	1	0	0	1	1	
November	1998	30	4	33	1	6	0	1	11	1	1	1	0	1	1	
December	1998	31	4	36	1	9	0	2	11	1	2	1	0	1	0	
January	1999	29	4	34	1	9	0	1	11	2	2	1	0	1	0	
February	1999	30	4	30	1	11	0	1	13	2	1	2	0	1	0	
March	1999	30	7	28	1	11	0	1	12	2	1	2	0	1	0	
April	1999	29	6	32	1	11	0	2	12	2	0	2	0	1	0	
May	1999	27	8	31	1	12	0	2	12	2	1	0	0	1	0	
June	1999	25	7	31	1	12	0	3	13	1	1	0	0	2	0	
July	1999	25	7	26	1	14	0	1	13	1	2	0	0	2	0	
August	1999	26	7	25	1	13	0	1	13	3	1	0	0	3	0	
September	1999	23	6	27	2	12	0	1	13	4	1	1	1	2	0	
October	1999	20	8	23	2	12	0	1	14	4	2	1	1	3	0	
November	1999	17	6	21	2	14	0	1	15	2	2	1	0	2	0	
December	1999	19	6	18	1	14	0	1	17	3	2	0	0	2	0	
January	2000	21	6	17	2	13	0	1	18	4	1	1	0	2	0	
February	2000	24	7	17	2	11	0	1	15	5	0	1	1	2	0	
March	2000	23	7	17	3	12	0	1	15	6	2	1	5	1	0	
April	2000	23	7	17	4	13	1	1	13	4	2	0	8	2	0	
May	2000	22	7	20	4	13	1	1	13	5	2	0	9	2	0	
June	2000	21	7	21	4	12	1	1	10	5	0	0	8	2	0	
July	2000	21	7	20	3	10	1	0	10	6	0	0	8	1	0	
August	2000	22	8	18	2	9	1	0	10	6	0	0	9	1	0	
September	2000	22	7	17	1	9	1	0	12	5	0	1	7	1	0	
October	2000	20	8	18	1	10	0	1	14	5	1	1	4	2	0	
November	2000	20	8	17	2	9	0	1	12	4	1	1	5	2	0	
December	2000	25	7	15	3	10	1	1	11	4	2	0	3	3	0	
January	2001	29	4	14	2	10	1	0	8	3	3	2	4	1	0	
February	2001	34	2	19	1	6	0	1	10	3	5	4	3	2	0	
March	2001	36	4	22	0	3	0	1	11	3	5	6	5	1	0	
April	2001	35	5	27	0	2	0	1	11	4	5	5	4	2	0	
May	2001	32	5	25	0	3	0	1	12	3	4	4	6	1	0	
June	2001	30	4	23	0	3	0	0	12	2	5	4	7	1	0	
July	2001	34	4	20	0	5	0	0	12	2	6	4	6	1	0	
August	2001	34	3	21	0	6	0	0	12	2	7	4	4	3	0	
September	2001	34	4	21	0	6	1	0	12	2	9	6	1	4	0	
October	2001	33	4	28	0	3	1	1	12	1	6	7	1	3	0	
November	2001	31	3	43	0	1	1	1	8	1	5	8	1	1	0	
December	2001	29	2	58	1	1	0	1	5	1	2	6	0	0	0	
January	2002	30	1	63	1	1	0	1	4	3	2	3	0	0	0	

REGION NORTH CENTRAL
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times		High	Can't	Gas		Poor			
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>
February	2002	32	0	54	1	2	0	1	6	2	4	2	0	0	0
March	2002	38	0	43	0	3	0	0	8	3	6	2	1	0	0
April	2002	38	1	38	0	3	0	0	7	3	7	3	1	0	0
May	2002	36	2	40	0	3	0	0	7	3	6	3	1	0	0
June	2002	32	3	41	0	2	0	0	8	3	6	3	0	0	0
July	2002	38	3	43	1	3	0	0	7	3	5	3	0	0	0
August	2002	37	3	45	1	3	0	0	6	3	5	4	0	0	0
September	2002	37	2	52	1	3	0	0	4	2	4	4	0	0	0
October	2002	29	1	51	0	2	0	0	6	1	6	5	1	0	0
November	2002	28	1	52	0	1	0	0	5	1	7	5	1	0	0
December	2002	29	1	50	1	1	0	0	6	2	8	4	1	0	0
January	2003	36	2	49	1	2	1	0	7	2	7	5	0	0	0
February	2003	37	2	48	1	3	1	1	9	3	6	5	3	0	0
March	2003	37	2	46	0	3	0	0	8	3	6	7	6	0	0
April	2003	32	1	48	0	2	0	0	6	4	4	7	6	0	0
May	2003	35	1	46	0	2	0	0	5	3	6	7	3	0	0
June	2003	36	1	47	0	2	0	0	7	3	6	6	1	1	0
July	2003	38	2	48	0	2	0	1	8	2	6	5	1	1	0
August	2003	36	2	50	0	2	0	1	10	3	6	5	1	1	0
September	2003	36	3	49	0	3	0	1	10	2	5	4	1	1	0
October	2003	40	2	46	1	3	0	1	10	2	5	3	1	0	0
November	2003	38	2	44	1	2	0	1	7	3	4	3	2	1	0
December	2003	41	2	44	1	2	1	0	9	2	5	2	1	1	0
January	2004	40	2	44	0	4	1	0	10	2	4	1	1	1	0
February	2004	40	2	43	1	5	1	0	11	3	5	1	1	0	0
March	2004	35	2	44	1	5	0	1	9	3	3	2	3	1	0
April	2004	31	3	46	1	5	1	2	7	3	4	3	5	2	0
May	2004	32	3	44	2	4	3	2	7	2	3	2	6	2	0
June	2004	35	4	40	3	6	5	2	7	3	3	1	7	3	0
July	2004	37	4	34	3	5	5	1	8	5	4	1	7	2	0
August	2004	38	5	37	3	6	2	1	8	4	4	3	6	2	0
September	2004	35	4	33	2	5	2	1	9	5	4	3	6	2	0
October	2004	33	4	33	2	5	2	1	10	3	4	3	6	2	0
November	2004	33	4	29	2	6	2	1	10	4	5	3	7	2	0
December	2004	33	4	34	2	8	1	0	10	4	5	3	5	1	0
January	2005	35	4	33	2	8	2	0	11	5	5	4	4	0	0
February	2005	38	6	32	1	7	3	0	12	3	4	2	2	1	0
March	2005	40	5	28	2	4	4	0	13	3	3	2	5	2	0
April	2005	38	5	25	3	4	5	0	12	2	3	1	10	4	0
May	2005	35	4	22	3	3	7	0	10	3	3	1	14	5	0
June	2005	36	5	19	2	3	6	0	12	3	3	1	13	5	0
July	2005	44	4	16	2	2	4	0	11	3	3	1	11	4	0
August	2005	51	5	16	1	2	2	0	11	4	2	2	7	2	0
September	2005	55	3	15	0	1	4	0	10	3	3	2	12	3	0
October	2005	49	5	16	1	1	7	0	11	2	4	3	15	4	0
November	2005	49	3	16	1	1	8	0	9	2	5	2	17	7	0
December	2005	46	3	15	2	1	6	0	10	2	5	1	13	7	0
January	2006	46	3	14	2	2	4	0	10	4	5	1	10	7	0
February	2006	43	3	16	2	2	4	0	12	4	5	1	8	6	0
March	2006	40	4	16	2	3	5	0	12	4	6	2	8	5	0
April	2006	41	3	15	2	2	6	0	12	3	6	3	11	5	0
May	2006	40	4	13	2	1	6	0	11	4	5	3	15	8	0
June	2006	41	2	10	2	1	6	0	10	5	5	5	16	9	0
July	2006	41	2	14	1	1	7	1	9	3	4	4	15	9	0
August	2006	42	2	13	1	1	7	1	10	4	5	5	14	5	0
September	2006	44	2	14	1	2	7	1	12	4	5	3	13	5	0
October	2006	44	2	12	1	2	5	0	13	5	7	3	11	5	0
November	2006	45	4	12	1	3	4	0	13	4	9	2	7	4	0
December	2006	44	4	12	2	3	2	0	11	4	10	3	6	3	0

REGION NORTH CENTRAL

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price;	Prices	Interest	Borrow in	Times		High	Can't		Gas	Poor			
		Good Buys	Won't Come Down	Rates Low	Advance Rising Rates	Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	Interest Rates	Afford To Buy	Uncertain Future	Prices Shortages	Select.; Quality	Supply Inadequate
January	2007	45	4	12	2	3	3	0	10	4	9	2	7	3	0
February	2007	43	4	14	1	3	3	0	9	4	7	3	6	3	0
March	2007	49	3	15	0	2	3	0	9	3	6	2	6	4	0
April	2007	48	3	14	0	3	4	0	10	3	8	2	6	4	0
May	2007	46	4	13	1	2	5	0	10	2	7	1	10	4	0
June	2007	39	4	14	1	2	7	0	10	2	7	1	14	6	0
July	2007	36	4	13	2	2	7	0	10	2	8	2	16	6	0
August	2007	33	2	14	1	4	7	1	10	4	8	2	13	7	0
September	2007	35	2	17	1	3	7	1	10	4	9	3	9	5	0
October	2007	36	2	18	1	3	7	0	10	5	6	5	7	4	0
November	2007	39	3	16	1	1	6	0	12	5	8	4	5	4	0
December	2007	36	3	12	0	1	5	0	14	7	10	4	7	3	0
January	2008	36	2	11	0	1	5	0	13	6	12	3	7	6	0
February	2008	35	2	13	0	1	6	1	13	6	12	5	6	5	0
March	2008	38	2	14	0	1	7	1	9	6	12	5	6	7	0
April	2008	39	3	15	0	1	7	1	9	6	13	8	7	5	0
May	2008	39	3	13	0	0	7	0	9	6	15	7	10	6	0
June	2008	35	2	11	0	0	8	0	13	5	14	7	14	6	0
July	2008	36	1	7	0	0	9	0	13	5	14	5	18	11	0
August	2008	39	1	6	0	0	9	1	13	3	13	5	19	11	0
September	2008	41	2	7	0	0	9	1	9	5	15	5	18	12	0
October	2008	41	2	10	0	1	7	1	9	11	15	7	13	10	1
November	2008	42	1	11	0	1	4	0	8	13	17	9	9	10	1
December	2008	46	1	10	0	1	2	0	8	13	17	10	5	7	0
January	2009	53	1	9	0	1	1	0	8	9	16	10	4	7	0
February	2009	57	1	10	0	1	2	0	8	9	14	10	2	5	0
March	2009	61	0	12	0	0	2	0	8	9	13	10	2	5	0
April	2009	61	1	15	0	0	1	0	6	7	12	10	1	3	0
May	2009	58	0	16	0	0	1	0	7	5	13	9	1	4	0
June	2009	60	1	17	0	1	1	0	6	3	13	7	1	4	0
July	2009	59	1	13	0	1	1	0	6	3	14	6	2	4	0
August	2009	62	2	11	0	1	2	0	4	2	13	6	2	3	0
September	2009	55	2	8	0	1	3	0	6	4	13	9	2	3	0
October	2009	51	2	10	0	2	3	0	9	5	12	10	1	4	0
November	2009	47	2	9	1	1	3	0	10	6	12	12	1	4	0
December	2009	50	1	13	1	1	2	0	11	6	13	11	1	4	0
January	2010	51	2	14	1	1	3	0	10	4	14	9	1	4	0
February	2010	53	2	17	0	1	4	0	10	4	14	8	1	4	0
March	2010	53	2	16	0	2	5	0	9	4	14	7	1	5	0
April	2010	55	1	17	0	2	5	0	8	5	12	8	1	4	0
May	2010	58	2	19	0	3	4	0	7	4	10	6	1	3	0
June	2010	58	2	21	1	2	2	0	7	3	8	6	1	2	0
July	2010	55	3	22	1	2	3	0	9	3	12	7	1	3	0
August	2010	52	2	22	0	1	4	0	12	4	15	7	2	4	0
September	2010	53	1	22	0	1	4	1	11	6	16	8	2	3	0
October	2010	53	0	26	0	1	4	1	10	6	16	8	1	2	0
November	2010	51	2	22	0	1	2	1	7	5	17	7	0	1	0
December	2010	50	4	23	1	2	4	0	8	4	16	7	0	1	0
January	2011	46	5	20	0	3	3	0	11	6	16	7	1	2	0
February	2011	43	5	21	0	4	4	1	13	6	13	8	2	3	0
March	2011	42	4	19	0	3	3	1	14	8	13	8	4	4	0
April	2011	44	3	18	0	2	7	1	11	8	9	8	6	4	2
May	2011	45	3	16	1	1	10	0	12	8	9	6	8	4	2
June	2011	40	4	14	0	1	14	0	13	6	11	5	8	3	1
July	2011	36	4	15	0	1	12	0	16	8	14	4	7	3	0
August	2011	36	3	17	0	1	9	0	16	7	16	6	5	4	0
September	2011	35	3	17	0	1	4	0	15	9	18	8	5	4	0
October	2011	35	2	18	0	2	4	0	15	7	18	10	4	3	0

REGION NORTH CENTRAL

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY							
		Low Price;	Prices	Interest	Borrow in	Times					High	Can't	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply	
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>	
November 2011		35	3	16	0	2	4	0	16	7	17	10	4	2	0	
December 2011		35	3	18	0	3	5	1	17	5	14	10	3	4	0	
January 2012		36	3	16	0	3	5	1	18	5	14	8	2	4	0	
February 2012		33	2	21	0	4	4	1	18	6	13	7	1	5	0	
March 2012		35	1	23	0	5	4	0	17	6	15	7	3	5	0	
April 2012		34	2	27	0	4	6	0	12	5	12	7	5	5	0	
May 2012		37	3	25	0	5	8	0	11	5	13	7	6	3	0	
June 2012		39	4	24	0	5	7	0	11	4	12	5	5	3	0	
July 2012		42	3	25	0	5	5	0	13	7	12	6	3	2	0	
August 2012		37	3	25	0	4	4	0	14	6	12	6	3	3	0	
September 2012		33	4	27	0	6	5	1	13	6	11	6	2	3	0	
October 2012		30	5	26	0	9	6	1	14	4	10	6	3	4	0	
November 2012		34	4	27	0	11	7	1	13	4	9	5	2	4	0	
December 2012		36	4	25	0	9	7	1	12	3	11	7	2	4	0	
January 2013		36	3	24	0	6	7	0	13	4	13	7	1	3	0	
February 2013		35	3	21	0	5	5	1	17	4	13	7	2	3	0	
March 2013		34	2	20	0	5	6	2	19	4	12	5	1	2	0	
April 2013		34	2	20	0	7	6	2	17	3	11	5	1	2	0	
May 2013		31	3	29	0	8	7	2	12	3	11	6	1	2	0	
June 2013		29	4	31	0	10	7	0	11	3	10	5	2	2	0	
July 2013		30	6	32	1	9	6	0	10	2	8	4	2	2	0	
August 2013		32	6	27	1	8	6	0	13	3	8	5	2	1	0	
September 2013		31	4	27	2	7	4	0	14	4	9	6	1	2	0	
October 2013		28	4	24	2	8	3	1	15	3	10	7	2	2	0	
November 2013		25	4	23	2	10	2	1	15	3	11	8	1	2	0	
December 2013		27	5	23	3	9	2	1	12	4	10	8	1	2	0	
January 2014		29	5	25	3	8	3	0	13	4	10	7	0	2	0	
February 2014		30	6	26	3	9	4	0	13	4	10	6	0	2	0	
March 2014		29	6	24	2	8	5	0	14	4	9	7	1	2	0	
April 2014		29	5	21	1	9	6	0	12	6	9	6	1	3	0	
May 2014		28	6	21	1	8	6	0	13	6	8	5	1	5	0	
June 2014		32	6	22	1	9	6	1	13	4	6	4	1	6	0	
July 2014		30	8	25	1	8	4	1	14	3	6	4	2	9	0	
August 2014		31	7	27	1	8	3	0	14	3	6	5	2	7	0	
September 2014		29	7	28	1	11	2	0	14	3	7	5	2	7	0	
October 2014		33	5	25	1	11	2	0	13	4	7	6	1	3	0	
November 2014		34	4	24	1	11	4	0	11	4	6	6	0	4	0	
December 2014		36	4	23	1	10	5	1	10	7	6	6	0	3	0	
January 2015		34	3	25	1	11	4	1	11	4	6	4	1	4	0	
February 2015		31	3	24	1	12	2	1	15	4	6	3	1	3	0	
March 2015		26	4	23	2	12	2	0	16	3	7	3	1	3	0	
April 2015		25	5	22	2	11	3	0	17	5	5	3	1	2	0	
May 2015		26	5	24	2	13	3	0	16	4	6	3	1	3	0	
June 2015		29	4	25	2	15	4	0	16	4	6	3	0	4	0	
July 2015		31	3	27	3	14	4	0	15	3	8	3	1	5	0	
August 2015		27	5	28	3	12	3	0	15	3	9	3	2	4	0	
September 2015		27	5	28	2	10	3	0	15	3	8	4	2	5	0	
October 2015		26	5	27	1	9	3	1	16	5	7	4	1	5	0	
November 2015		28	4	29	1	9	2	1	18	4	5	4	0	7	0	
December 2015		29	4	29	2	7	1	1	17	4	6	3	0	6	0	
January 2016		28	4	28	3	9	1	1	15	2	6	4	0	4	0	
February 2016		31	4	26	4	8	2	1	10	3	7	4	1	3	0	
March 2016		28	6	25	3	10	2	1	9	3	6	4	1	1	0	
April 2016		28	5	27	2	9	2	1	10	3	7	3	1	1	0	
May 2016		26	6	27	1	12	3	1	12	3	6	3	1	3	0	
June 2016		29	4	28	2	11	2	1	13	3	5	3	0	4	0	
July 2016		30	5	29	2	9	2	1	14	3	4	3	1	3	0	
August 2016		30	4	31	1	9	1	0	15	4	4	3	0	2	0	

REGION NORTH CENTRAL

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times		High	Can't	Gas	Poor	Supply			
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford		Uncertain	Prices	Select.;
Buys	Down	Low	Rising Rates	Prosper.	Effic.	Adequate	High	Rates	To Buy	Future	Shortages	Quality	Inadequate		
September 2016	26	4	29	1	11	2	0	15	4	5	3	0	2	0	
October 2016	22	3	26	1	13	3	0	15	5	6	5	1	2	0	
November 2016	21	4	24	1	13	2	1	14	5	6	5	1	3	0	
December 2016	25	4	24	2	11	1	0	14	7	6	4	1	2	0	
January 2017	26	5	23	3	13	1	1	13	6	6	2	1	3	0	
February 2017	26	6	22	4	14	1	1	13	5	5	3	1	2	0	
March 2017	23	7	21	4	16	2	1	12	4	5	5	1	2	0	
April 2017	25	8	20	3	17	1	1	13	4	4	5	0	1	0	
May 2017	26	7	20	2	14	1	2	14	4	5	4	0	1	0	
June 2017	27	7	21	1	12	2	2	15	6	5	3	0	1	0	
July 2017	28	5	21	2	10	2	1	16	6	5	3	0	2	0	
August 2017	26	6	22	2	12	2	0	17	5	5	2	0	3	0	
September 2017	25	5	21	3	15	2	1	15	3	5	3	0	3	0	
October 2017	26	4	20	3	15	1	1	15	3	4	3	0	4	0	
November 2017	30	3	18	3	15	2	1	14	5	4	4	0	4	0	
December 2017	34	2	18	2	14	2	1	15	6	3	4	0	3	0	
January 2018	34	3	20	3	15	2	1	14	5	4	5	1	3	0	
February 2018	30	5	22	4	16	2	1	15	6	3	4	1	3	0	
March 2018	25	8	23	4	17	1	1	17	5	3	3	1	4	0	
April 2018	23	9	22	4	17	1	1	19	6	2	2	0	4	0	
May 2018	24	8	17	3	17	1	1	20	6	3	3	1	4	1	
June 2018	27	7	16	4	16	2	0	19	8	4	3	1	3	1	
July 2018	25	7	13	3	16	1	1	19	7	4	3	2	3	0	
August 2018	21	9	15	3	16	1	1	19	8	4	2	1	3	0	
September 2018	20	10	15	2	17	1	1	20	5	5	2	1	3	0	
October 2018	19	12	16	2	17	1	0	21	5	4	2	1	3	0	
November 2018	22	13	14	2	17	1	0	22	3	3	2	1	3	0	
December 2018	25	11	12	3	14	1	0	24	3	4	2	1	3	0	
January 2019	29	7	12	2	14	1	1	21	5	5	3	1	3	0	
February 2019	28	5	14	3	13	1	1	19	5	6	4	1	3	0	
March 2019	25	3	15	3	14	1	1	20	6	5	5	1	4	0	
April 2019	22	4	16	3	16	1	1	22	4	3	4	1	4	0	
May 2019	23	4	15	2	16	1	2	23	3	3	3	1	4	0	
June 2019	23	6	14	2	18	1	2	23	3	3	2	1	4	0	
July 2019	25	5	14	1	18	1	2	25	4	4	3	1	4	0	
August 2019	24	5	17	1	17	1	1	25	5	5	4	2	3	0	
September 2019	24	5	19	0	17	1	1	22	5	5	5	1	4	0	
October 2019	23	6	20	0	17	1	1	19	5	5	5	1	3	0	
November 2019	26	6	21	0	17	1	1	20	3	4	4	0	3	0	
December 2019	27	6	21	1	16	1	1	21	3	3	3	1	2	0	
January 2020	27	6	20	1	18	2	1	22	3	3	2	1	3	0	
February 2020	25	6	20	1	22	3	1	20	4	2	3	1	3	0	
March 2020	24	5	21	0	20	3	1	19	3	3	4	1	4	0	
April 2020	33	3	20	0	12	2	2	14	3	6	11	0	3	0	
May 2020	41	2	20	0	7	0	2	12	3	8	17	0	2	1	
June 2020	48	1	23	0	3	0	2	8	4	10	19	0	0	1	
July 2020	48	1	25	0	3	0	2	10	4	9	17	0	0	2	
August 2020	44	1	26	0	4	0	2	9	5	10	17	0	1	2	
September 2020	40	1	24	0	5	0	2	12	4	9	17	0	2	3	
October 2020	36	1	24	0	8	0	2	11	4	10	15	0	1	3	
November 2020	34	2	22	0	7	0	2	12	4	13	13	0	1	2	
December 2020	34	2	21	0	8	1	3	10	4	15	12	0	1	2	
January 2021	33	2	19	0	5	0	2	13	3	15	11	0	3	2	
February 2021	30	2	21	0	6	1	2	16	4	14	12	0	3	2	
March 2021	26	3	18	0	7	1	2	20	3	12	11	1	3	3	
April 2021	24	4	19	0	11	1	3	19	5	10	11	1	2	5	
May 2021	22	3	15	0	11	0	4	22	3	9	8	1	2	9	
June 2021	20	3	15	0	9	0	4	27	4	8	6	1	1	15	

REGION NORTH CENTRAL

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price;	Prices	Interest	Borrow in	Times				High	Can't	Gas	Poor		
		Good	Won't Come	Rates	Advance	Good;	Fuel	Supply	Prices	Interest	Afford	Uncertain	Prices	Select.;	Supply
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>Adequate</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>	<u>Inadequate</u>
July	2021	18	3	12	1	6	0	4	33	3	8	4	0	3	21
August	2021	15	3	9	1	5	0	4	38	3	7	5	1	3	29
September	2021	11	2	9	1	6	0	5	42	3	5	5	1	3	33
October	2021	11	3	8	0	5	0	4	43	4	6	6	1	3	36
November	2021	9	3	7	0	6	0	3	47	4	4	5	1	4	40
December	2021	9	3	5	0	3	0	2	51	5	5	5	2	3	43
January	2022	7	4	4	0	2	0	3	55	3	3	3	2	3	48
February	2022	9	4	5	1	1	0	3	57	4	3	4	1	2	46
March	2022	8	4	3	1	2	1	3	55	5	4	3	3	2	44
April	2022	8	4	3	1	3	1	3	55	6	5	2	4	2	42
May	2022	9	3	2	1	3	1	3	57	8	5	1	5	1	42
June	2022	8	3	2	1	3	0	2	62	9	4	2	8	2	43
July	2022	8	2	1	2	2	1	4	62	11	4	3	8	2	38
August	2022	9	1	2	1	1	1	4	59	13	5	4	8	3	35
September	2022	11	1	2	1	1	1	5	53	15	5	4	4	2	31
October	2022	11	2	2	1	1	0	6	51	16	5	4	3	2	29
November	2022	11	2	1	1	2	1	5	49	19	6	4	3	2	28
December	2022	9	3	1	1	3	1	5	50	22	8	6	3	2	26
January	2023	12	4	1	1	4	2	5	47	24	8	6	3	2	22
February	2023	15	4	3	1	3	1	7	43	22	8	7	1	2	15
March	2023	18	6	4	2	2	1	7	41	21	6	5	1	2	12
April	2023	17	6	4	2	2	0	6	44	23	5	5	1	2	12
May	2023	13	6	2	2	3	0	6	50	25	7	6	1	2	11
June	2023	10	5	2	1	4	0	8	50	25	9	5	0	3	11
July	2023	8	5	3	1	5	0	8	48	25	10	4	0	3	13
August	2023	9	4	4	1	5	0	8	47	26	8	2	0	2	14
September	2023	9	4	4	1	4	0	6	49	27	7	2	0	2	14