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						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
September	1982	27	7	6	1	1	2	1	30	30	10	5	1	8	0
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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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(Three Month Moving Averages)

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
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
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	29
December	2022	9	3	1	1	3	1	5	50	22	8	6	3	2	26
January	2023	12	4	1	1	4	2	6	47	24	8	6	3	2	22
February	2023	15	4	3	1	3	1	8	43	21	8	7	1	2	16
March	2023	18	6	4	2	2	1	7	41	21	6	5	1	2	13
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	12
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	14
August	2023	9	4	4	2	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
October	2023	9	3	3	1	1	0	4	51	28	7	1	0	2	11
November	2023	10	3	3	1	1	1	4	49	29	6	1	1	2	10
December	2023	12	4	4	1	1	0	6	49	29	6	2	1	2	8
January	2024	15	4	5	1	3	0	6	46	27	6	2	2	3	6
February	2024	16	5	5	1	3	0	7	45	26	7	3	1	3	4
March	2024	17	5	5	0	3	0	7	44	23	7	3	0	4	4
April	2024	16	5	5	1	3	1	6	47	23	7	3	0	3	4
May	2024	14	4	4	0	2	1	5	47	25	7	2	0	4	4
June	2024	13	4	3	1	1	0	4	45	28	5	2	1	3	4
July	2024	13	3	2	0	0	0	5	42	27	4	2	0	3	3
August	2024	12	3	3	0	0	0	4	43	25	5	2	1	3	2
September	2024	11	2	4	0	0	0	5	42	24	5	2	0	4	2
October	2024	10	3	6	0	1	0	4	41	24	6	2	1	4	2
November	2024	13	4	7	0	1	0	5	37	22	6	1	0	3	2
December	2024	13	6	6	0	1	0	4	36	20	5	2	0	2	2
January	2025	12	7	4	0	1	0	4	35	19	5	3	0	2	2
February	2025	9	8	3	0	1	0	2	37	19	4	4	0	2	2
March	2025	7	7	3	0	1	0	2	40	17	4	4	0	3	1
April	2025	5	7	3	0	1	0	1	43	13	3	4	0	2	1
May	2025	7	8	2	0	1	0	1	39	11	3	4	0	2	1
June	2025	6	8	1	0	0	0	0	38	10	2	4	0	2	1
July	2025	7	6	1	0	0	0	1	35	12	3	5	0	3	2

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; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
August	2025	7	6	1	0	0	0	0	39	13	3	3	0	3	2
September	2025	7	6	1	0	1	0	1	39	14	3	3	0	3	2
October	2025	8	6	2	0	0	0	1	40	14	4	3	0	2	1
November	2025	7	5	2	0	1	0	1	41	13	5	5	0	2	1
December	2025	8	4	2	0	0	0	1	44	12	5	5	0	3	2
January	2026	7	3	2	0	1	0	1	44	13	7	6	0	4	2
February	2026	7	3	2	0	0	0	2	46	12	6	6	0	5	1
March	2026	7	4	3	0	1	0	2	42	10	6	7	1	5	1
April	2026	7	4	3	0	1	0	2	45	10	5	6	2	4	1
May	2026	6	4	3	0	1	1	1	44	11	6	5	4	4	2
June	2026	6	4	3	0	1	1	1	46	14	8	3	5	4	1
July	2026	6	4	2	0	1	1	1	45	15	9	2	5	4	2
August	2026	7	3	3	0	0	0	1	46	16	10	2	3	6	1