

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

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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 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	49	14	37	100	112	634
April 1978	51	15	34	100	118	602
May 1978	53	16	30	100	123	618
June 1978	54	16	31	100	123	586
July 1978	52	17	32	100	120	604
August 1978	51	16	33	100	118	580
September 1978	47	17	35	100	112	609
October 1978	47	17	37	100	110	601
November 1978	44	16	40	100	104	662
December 1978	45	17	38	100	107	658
January 1979	43	15	42	100	102	686
February 1979	44	16	40	100	104	639
March 1979	45	14	41	100	104	609
April 1979	42	15	43	100	98	584
May 1979	42	13	45	100	96	566
June 1979	35	15	50	100	85	643
July 1979	33	15	52	100	81	732
August 1979	33	14	52	100	81	718
September 1979	36	13	51	100	85	690
October 1979	42	11	46	100	96	648
November 1979	42	11	48	100	94	704
December 1979	44	10	47	100	97	691
January 1980	43	8	49	100	93	632
February 1980	45	8	47	100	98	551
March 1980	44	7	49	100	95	516
April 1980	41	9	50	100	91	494
May 1980	36	8	56	100	80	431
June 1980	32	10	58	100	74	433
July 1980	32	12	57	100	75	439
August 1980	37	13	50	100	87	440
September 1980	42	13	45	100	97	452
October 1980	45	15	40	100	104	452
November 1980	41	16	43	100	98	458
December 1980	35	14	51	100	84	445
January 1981	31	12	57	100	73	457
February 1981	32	11	57	100	76	458
March 1981	34	11	55	100	79	480
April 1981	38	11	51	100	88	488
May 1981	37	9	53	100	84	475
June 1981	38	9	54	100	84	467
July 1981	36	6	57	100	79	431
August 1981	38	9	53	100	86	438
September 1981	42	11	47	100	95	416
October 1981	41	12	47	100	94	441
November 1981	39	11	50	100	89	430
December 1981	36	9	55	100	81	442
January 1982	37	9	55	100	82	418
February 1982	39	8	53	100	86	411
March 1982	41	9	50	100	90	397

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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	1982	44	8	48	100	96	407
May	1982	42	7	51	100	91	415
June	1982	39	6	54	100	85	428
July	1982	36	8	56	100	80	457
August	1982	35	12	53	100	83	455
September	1982	37	14	49	100	88	430
October	1982	40	14	46	100	95	402
November	1982	42	11	47	100	95	417
December	1982	47	10	43	100	104	437
January	1983	49	9	43	100	106	461
February	1983	53	9	38	100	115	454
March	1983	54	9	38	100	116	454
April	1983	58	7	35	100	123	433
May	1983	63	5	32	100	131	438
June	1983	67	3	29	100	138	448
July	1983	69	4	27	100	142	435
August	1983	67	6	27	100	140	427
September	1983	63	8	29	100	134	431
October	1983	60	8	32	100	128	420
November	1983	60	9	31	100	129	414
December	1983	59	10	31	100	128	439
January	1984	61	11	28	100	134	474
February	1984	58	13	29	100	128	503
March	1984	61	13	26	100	136	487
April	1984	61	12	28	100	133	480
May	1984	66	9	25	100	140	444
June	1984	65	7	27	100	138	449
July	1984	66	8	26	100	141	452
August	1984	65	9	27	100	138	466
September	1984	63	8	29	100	134	419
October	1984	58	10	32	100	125	406
November	1984	54	10	36	100	118	390
December	1984	52	12	36	100	116	405
January	1985	56	10	34	100	122	389
February	1985	59	10	31	100	127	379
March	1985	65	7	28	100	138	345
April	1985	71	5	25	100	146	341
May	1985	70	4	26	100	145	343
June	1985	68	7	25	100	143	361
July	1985	66	11	23	100	143	352
August	1985	65	12	23	100	141	359
September	1985	69	10	22	100	147	333
October	1985	67	8	25	100	142	332
November	1985	73	6	21	100	151	310
December	1985	69	7	24	100	144	345
January	1986	71	6	23	100	148	351
February	1986	71	6	23	100	148	380
March	1986	74	6	20	100	154	349
April	1986	75	6	19	100	156	328
May	1986	77	6	17	100	160	308
June	1986	78	6	16	100	162	331
July	1986	79	5	17	100	162	352

REGION NORTH EAST
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(Three Month Moving Averages)

<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 1986	77	5	18	100	159	357
September 1986	79	4	17	100	162	352
October 1986	76	6	18	100	158	345
November 1986	70	5	24	100	146	357
December 1986	61	9	30	100	131	361
January 1987	57	9	34	100	123	377
February 1987	57	12	31	100	126	356
March 1987	61	9	30	100	132	342
April 1987	66	8	26	100	140	324
May 1987	70	7	23	100	147	328
June 1987	68	10	22	100	146	346
July 1987	67	11	22	100	146	357
August 1987	67	10	23	100	143	373
September 1987	66	8	26	100	141	368
October 1987	63	9	28	100	135	337
November 1987	63	8	29	100	134	280
December 1987	64	7	29	100	134	237
January 1988	67	7	26	100	141	225
February 1988	65	10	25	100	140	247
March 1988	63	11	25	100	138	267
April 1988	63	11	25	100	138	290
May 1988	68	10	22	100	147	283
June 1988	67	10	23	100	144	268
July 1988	70	8	22	100	148	262
August 1988	69	7	24	100	146	271
September 1988	70	8	22	100	147	290
October 1988	61	11	28	100	133	304
November 1988	56	11	33	100	123	321
December 1988	57	11	32	100	125	327
January 1989	62	13	25	100	137	332
February 1989	62	15	23	100	140	314
March 1989	62	15	23	100	139	309
April 1989	59	13	28	100	131	282
May 1989	62	10	28	100	135	287
June 1989	64	8	28	100	136	291
July 1989	68	6	26	100	141	309
August 1989	65	8	27	100	137	311
September 1989	64	10	26	100	137	305
October 1989	61	12	27	100	133	284
November 1989	58	11	31	100	127	282
December 1989	54	13	33	100	120	291
January 1990	56	12	32	100	123	313
February 1990	60	11	29	100	131	321
March 1990	66	8	26	100	140	323
April 1990	64	8	28	100	136	325
May 1990	65	9	26	100	139	331
June 1990	63	8	28	100	135	322
July 1990	63	10	27	100	136	312
August 1990	59	8	34	100	125	305
September 1990	58	8	34	100	123	314
October 1990	53	6	40	100	113	318
November 1990	52	6	42	100	110	318

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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>
December 1990	47	7	46	100	101	303
January 1991	47	8	45	100	103	306
February 1991	47	10	43	100	104	317
March 1991	54	10	36	100	118	325
April 1991	57	8	34	100	123	327
May 1991	63	6	31	100	133	318
June 1991	57	6	36	100	121	305
July 1991	58	5	37	100	121	309
August 1991	57	7	37	100	120	310
September 1991	59	5	35	100	124	336
October 1991	60	6	33	100	127	338
November 1991	61	6	33	100	128	337
December 1991	59	6	34	100	125	302
January 1992	64	5	32	100	132	278
February 1992	64	5	31	100	134	260
March 1992	66	5	29	100	136	291
April 1992	68	7	25	100	143	310
May 1992	68	7	25	100	143	330
June 1992	74	7	19	100	155	311
July 1992	68	6	26	100	142	289
August 1992	68	6	26	100	142	260
September 1992	65	5	30	100	135	265
October 1992	61	8	31	100	130	282
November 1992	58	8	35	100	123	304
December 1992	59	7	34	100	125	300
January 1993	63	7	30	100	134	286
February 1993	66	7	27	100	139	273
March 1993	64	8	28	100	137	279
April 1993	62	7	31	100	131	300
May 1993	61	9	30	100	131	313
June 1993	63	8	30	100	133	314
July 1993	67	6	27	100	140	313
August 1993	64	8	28	100	136	313
September 1993	59	12	29	100	131	305
October 1993	58	13	30	100	128	307
November 1993	59	12	29	100	130	307
December 1993	65	9	26	100	140	305
January 1994	67	9	23	100	144	294
February 1994	73	7	19	100	154	296
March 1994	73	8	20	100	153	308
April 1994	74	8	18	100	156	302
May 1994	73	9	18	100	154	299
June 1994	71	11	18	100	153	289
July 1994	68	11	22	100	146	300
August 1994	66	11	23	100	143	299
September 1994	69	9	23	100	146	304
October 1994	68	9	23	100	145	306
November 1994	67	8	25	100	142	298
December 1994	62	9	29	100	134	289
January 1995	63	8	29	100	135	291
February 1995	61	11	28	100	133	296

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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 1995	61	10	29	100	133	302
April 1995	56	12	32	100	125	293
May 1995	57	9	34	100	123	297
June 1995	57	9	34	100	122	305
July 1995	64	6	29	100	135	299
August 1995	63	7	30	100	133	292
September 1995	64	6	30	100	134	293
October 1995	55	9	36	100	119	308
November 1995	55	10	35	100	120	323
December 1995	55	11	34	100	121	309
January 1996	57	9	33	100	124	301
February 1996	57	8	35	100	123	279
March 1996	60	7	33	100	127	288
April 1996	59	9	32	100	127	291
May 1996	58	11	30	100	128	312
June 1996	56	12	33	100	123	312
July 1996	58	10	32	100	126	318
August 1996	61	8	31	100	131	307
September 1996	61	7	32	100	129	303
October 1996	61	8	31	100	130	292
November 1996	59	9	32	100	128	297
December 1996	61	9	31	100	130	300
January 1997	62	12	26	100	136	297
February 1997	61	9	30	100	131	291
March 1997	63	9	28	100	135	281
April 1997	62	6	32	100	130	290
May 1997	64	9	28	100	136	294
June 1997	65	9	26	100	138	306
July 1997	63	12	25	100	137	301
August 1997	65	12	23	100	142	308
September 1997	63	15	22	100	141	298
October 1997	67	15	18	100	149	299
November 1997	66	13	20	100	146	298
December 1997	68	12	20	100	147	298
January 1998	66	13	22	100	144	295
February 1998	68	14	18	100	151	286
March 1998	65	16	19	100	146	276
April 1998	64	17	20	100	144	280
May 1998	62	17	21	100	140	279
June 1998	66	15	19	100	147	281
July 1998	66	13	21	100	145	276
August 1998	70	13	18	100	152	272
September 1998	68	13	20	100	148	284
October 1998	68	14	18	100	150	291
November 1998	69	13	18	100	151	298
December 1998	71	13	16	100	155	294
January 1999	75	11	14	100	160	284
February 1999	70	14	16	100	153	279
March 1999	70	14	16	100	154	277
April 1999	69	15	16	100	152	285
May 1999	73	12	16	100	157	293
June 1999	72	11	17	100	156	301

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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	1999	74	10	16	100	159	290
August	1999	74	11	16	100	158	291
September	1999	73	12	15	100	158	281
October	1999	69	15	16	100	153	282
November	1999	70	15	16	100	154	267
December	1999	66	18	16	100	150	271
January	2000	65	18	16	100	149	265
February	2000	65	19	16	100	149	267
March	2000	69	15	16	100	154	274
April	2000	72	12	16	100	157	283
May	2000	67	15	19	100	148	282
June	2000	61	16	22	100	139	280
July	2000	60	17	23	100	138	280
August	2000	64	14	23	100	141	288
September	2000	68	11	21	100	147	288
October	2000	66	12	22	100	144	298
November	2000	65	14	21	100	144	300
December	2000	66	14	20	100	146	303
January	2001	64	13	23	100	142	292
February	2001	62	12	25	100	137	287
March	2001	61	15	24	100	138	287
April	2001	61	13	26	100	135	281
May	2001	62	15	23	100	139	280
June	2001	59	13	28	100	130	290
July	2001	61	16	23	100	138	292
August	2001	58	18	24	100	134	292
September	2001	60	17	23	100	137	277
October	2001	62	15	23	100	138	283
November	2001	72	7	21	100	151	278
December	2001	75	8	17	100	157	297
January	2002	74	12	14	100	160	299
February	2002	71	14	15	100	156	306
March	2002	68	15	17	100	151	283
April	2002	67	14	19	100	148	276
May	2002	63	16	21	100	142	277
June	2002	62	20	18	100	144	275
July	2002	64	21	15	100	150	275
August	2002	68	18	14	100	154	279
September	2002	74	11	15	100	159	284
October	2002	76	11	13	100	163	280
November	2002	72	13	15	100	157	274
December	2002	68	18	14	100	154	262
January	2003	64	19	17	100	147	283
February	2003	63	18	19	100	144	286
March	2003	67	13	20	100	146	292
April	2003	67	12	21	100	146	287
May	2003	72	11	17	100	155	293
June	2003	71	14	15	100	156	287
July	2003	75	11	15	100	160	279
August	2003	72	10	18	100	153	261
September	2003	71	8	21	100	151	279
October	2003	71	12	18	100	153	281

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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>
November	2003	76	11	13	100	164	299
December	2003	80	10	10	100	170	284
January	2004	80	6	14	100	167	275
February	2004	77	8	15	100	162	260
March	2004	72	10	19	100	153	272
April	2004	70	10	19	100	151	276
May	2004	68	9	22	100	146	281
June	2004	68	7	25	100	143	286
July	2004	65	8	26	100	139	279
August	2004	65	9	27	100	138	281
September	2004	67	10	23	100	144	273
October	2004	72	7	21	100	151	273
November	2004	72	8	20	100	152	260
December	2004	72	10	19	100	153	258
January	2005	68	12	19	100	149	252
February	2005	65	13	22	100	143	253
March	2005	61	12	27	100	133	265
April	2005	59	12	29	100	130	277
May	2005	61	13	26	100	135	273
June	2005	66	13	21	100	145	245
July	2005	69	11	20	100	149	239
August	2005	71	8	21	100	150	246
September	2005	67	7	26	100	141	275
October	2005	63	8	29	100	134	280
November	2005	61	7	32	100	129	277
December	2005	61	6	33	100	129	258
January	2006	64	6	30	100	134	253
February	2006	64	6	29	100	135	272
March	2006	68	6	26	100	142	291
April	2006	68	5	27	100	141	298
May	2006	61	7	33	100	128	284
June	2006	58	6	36	100	122	266
July	2006	55	5	40	100	115	264
August	2006	61	4	34	100	127	275
September	2006	64	5	31	100	133	280
October	2006	66	4	30	100	136	284
November	2006	66	4	30	100	136	278
December	2006	66	5	29	100	137	281
January	2007	67	6	28	100	139	279
February	2007	66	5	29	100	137	280
March	2007	65	6	29	100	136	278
April	2007	63	6	31	100	132	286
May	2007	64	7	29	100	135	284
June	2007	62	6	32	100	131	283
July	2007	63	7	31	100	132	274
August	2007	65	6	29	100	136	278
September	2007	65	7	27	100	138	264
October	2007	65	9	26	100	138	272
November	2007	56	11	33	100	123	269
December	2007	54	10	36	100	118	283
January	2008	50	11	40	100	110	274

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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 2008	54	9	37	100	116	265
March 2008	55	10	35	100	121	268
April 2008	56	6	38	100	118	280
May 2008	51	6	43	100	108	279
June 2008	43	6	51	100	92	275
July 2008	44	5	51	100	93	281
August 2008	47	4	49	100	98	282
September 2008	51	3	46	100	105	307
October 2008	49	5	45	100	104	293
November 2008	52	6	42	100	110	293
December 2008	58	6	36	100	122	268
January 2009	63	4	33	100	130	270
February 2009	65	5	29	100	136	273
March 2009	61	7	32	100	129	289
April 2009	62	8	30	100	132	281
May 2009	61	6	33	100	128	292
June 2009	67	4	29	100	138	281
July 2009	65	4	31	100	134	288
August 2009	68	5	27	100	140	280
September 2009	65	5	29	100	136	290
October 2009	68	5	28	100	140	274
November 2009	65	3	31	100	134	284
December 2009	69	3	28	100	140	295
January 2010	66	6	28	100	138	295
February 2010	66	6	28	100	138	282
March 2010	63	6	31	100	132	267
April 2010	69	2	29	100	140	278
May 2010	67	3	31	100	136	286
June 2010	66	3	31	100	136	282
July 2010	61	5	34	100	127	283
August 2010	69	5	26	100	142	282
September 2010	67	6	27	100	140	276
October 2010	68	6	26	100	142	277
November 2010	62	6	32	100	131	285
December 2010	65	6	30	100	135	284
January 2011	63	4	33	100	130	305
February 2011	62	6	33	100	129	309
March 2011	58	6	36	100	122	308
April 2011	58	7	35	100	123	290
May 2011	57	6	37	100	119	283
June 2011	58	5	37	100	121	287
July 2011	60	4	37	100	123	287
August 2011	54	5	40	100	114	288
September 2011	52	5	43	100	109	289
October 2011	50	5	45	100	105	295
November 2011	56	4	40	100	116	303
December 2011	58	4	38	100	119	304
January 2012	61	5	34	100	127	298
February 2012	60	4	35	100	125	296
March 2012	61	3	36	100	125	305
April 2012	58	4	38	100	120	317
May 2012	58	4	38	100	121	311

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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>
June 2012	57	6	37	100	120	308
July 2012	59	7	34	100	126	299
August 2012	58	9	33	100	125	309
September 2012	62	7	30	100	132	313
October 2012	62	6	31	100	131	303
November 2012	62	6	32	100	130	285
December 2012	63	7	30	100	133	269
January 2013	62	7	32	100	130	280
February 2013	63	4	33	100	129	289
March 2013	62	3	35	100	128	300
April 2013	64	4	32	100	132	291
May 2013	67	6	26	100	141	281
June 2013	65	7	28	100	137	259
July 2013	67	7	26	100	141	277
August 2013	65	7	28	100	137	282
September 2013	64	8	28	100	136	295
October 2013	60	9	31	100	129	262
November 2013	60	7	34	100	126	260
December 2013	62	7	31	100	131	264
January 2014	67	5	28	100	139	279
February 2014	67	7	25	100	142	290
March 2014	66	8	26	100	140	274
April 2014	62	8	30	100	132	270
May 2014	58	10	32	100	127	259
June 2014	60	9	31	100	129	280
July 2014	65	9	26	100	140	270
August 2014	67	6	27	100	141	268
September 2014	68	6	27	100	141	248
October 2014	69	6	26	100	143	233
November 2014	75	7	18	100	157	220
December 2014	78	7	15	100	163	244
January 2015	81	6	13	100	168	261
February 2015	81	4	15	100	166	263
March 2015	81	3	16	100	164	242
April 2015	75	4	21	100	154	235
May 2015	71	6	22	100	149	232
June 2015	69	7	24	100	145	245
July 2015	69	8	23	100	146	251
August 2015	69	8	23	100	146	251
September 2015	68	7	25	100	143	227
October 2015	67	7	26	100	142	224
November 2015	69	8	23	100	146	232
December 2015	71	7	23	100	148	242
January 2016	74	6	19	100	155	243
February 2016	75	5	21	100	154	224
March 2016	75	7	18	100	157	224
April 2016	74	5	21	100	154	235
May 2016	77	6	17	100	160	259
June 2016	73	5	22	100	151	256
July 2016	73	7	20	100	154	247
August 2016	69	7	24	100	145	222
September 2016	72	6	22	100	149	231

REGION NORTH EAST
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 2016	67	6	27	100	140	232
November 2016	66	8	26	100	139	276
December 2016	64	9	27	100	137	276
January 2017	68	8	24	100	144	280
February 2017	68	6	26	100	142	257
March 2017	72	5	23	100	149	258
April 2017	71	6	23	100	149	266
May 2017	72	6	22	100	150	254
June 2017	66	8	26	100	140	252
July 2017	65	7	28	100	136	262
August 2017	64	7	29	100	134	287
September 2017	66	6	28	100	138	296
October 2017	66	7	27	100	139	297
November 2017	66	7	27	100	139	284
December 2017	69	7	24	100	146	282
January 2018	68	6	26	100	142	273
February 2018	68	7	26	100	142	277