1 **REGION NORTH EAST TABLE 36** SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

Response to the query: "Why do you say so?" following the question on Table 35.

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

| | | | GO | OD TIME TO | BAD TIME TO BUY | | | | | |
|----------------------|-------|-------------|------------|-------------|-----------------|-------------|-------------|--------------|---------------|-----------|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain |
| Date of S | urvey | Available | Down | Credit Easy | Rising Rates | Prosperity | <u>High</u> | Credit Tight | <u>To Buy</u> | Future |
| | | | | - | | | - | | - | |
| March | 1978 | 21 | 32 | 0 | 0 | 2 | 16 | 3 | 8 | 1 |
| April | 1978 | 19 | 36 | 0 | 1 | 3 | 13 | 2 | 5 | 2 |
| May | 1978 | 18 | 38 | 1 | 1 | 6 | 13 | 2 | 5 | 1 |
| June | 1978 | 16 | 41 | 1 | 1 | 6 | 15 | 1 | 2 | 0 |
| July | 1978 | 14 | 43 | 1 | 2 | 6 | 17 | 1 | 1 | 0 |
| August | 1978 | 15 | 45 | 1 | 2 | 3 | 18 | 1 | 1 | 0 |
| September | 1978 | 16 | 44 | 1 | 3 | 3 | 16 | 2 | 1 | 0 |
| October | 1978 | 16 | 40 | 1 | 2 | 3 | 17 | 2 | 1 | 0 |
| November | 1978 | 14 | 40 | 0 | 1 | 3 | 19 | 2 | 2 | 0 |
| December | 1978 | 12 | 35 | 0 | 2 | 4 | 23 | 4 | 2 | 1 |
| January | 1979 | 13 | 35 | 1 | 2 | 1 | 22 | 6 | 4 | 2 |
| February | 1979 | 15 | 35 | 1 | 3 | 1 | 21 | 7 | 4 | 2 |
| March | 1979 | 16 | 38 | 1 | 3 | 2 | 17 | 7 | 5 | 3 |
| April | 1979 | 13 | 40 | 1 | 3 | 2 | 16 | 6 | 8 | 3 |
| May | 1979 | 14 | 40 | 2 | 2 | 2 | 16 | 6 | 9 | 3 |
| June | 1979 | 15 | 43 | 1 | 1 | 1 | 17 | 6 | 8 | 2 |
| July | 1979 | 16 | 40 | 1 | 1 | 1 | 18 | 7 | 6 | 3 |
| August | 1979 | 16 | 40 40 | 0 | 1 | 1 | 18 | 8 | 0 5 | 3 |
| - | 1979 | 15 | 40 37 | 1 | 1 | 1 | 18 | 7 | 5 7 | 3 |
| September October | 1979 | | | | | | 20 | 7 | | 3 |
| | | 16 | 38 | 1 | 2 | 2 | | | 8 | |
| November | 1979 | 15 | 37 | 1 | 2 | 3 | 21 | 7 | 8 | 3 |
| December | 1979 | 14 | 39 | 1 | 2 | 3 | 22 | 10 | 8 | 4 |
| January | 1980 | 15 | 43 | 0 | 1 | 2 | 18 | 11 | 10 | 5 |
| February | 1980 | 17 | 44 | 0 | 1 | 2 | 16 | 12 | 9 | 4 |
| March | 1980 | 16 | 44 | 0 | 1 | 2 | 18 | 13 | 9 | 4 |
| April | 1980 | 14 | 35 | 0 | 1 | 3 | 30 | 15 | 6 | 4 |
| May | 1980 | 14 | 31 | 0 | 1 | 3 | 41 | 18 | 7 | 6 |
| June | 1980 | 14 | 26 | 0 | 1 | 2 | 42 | 21 | 8 | 5 |
| July | 1980 | 16 | 24 | 1 | 0 | 3 | 36 | 22 | 9 | 5 |
| August | 1980 | 14 | 27 | 2 | 0 | 2 | 30 | 21 | 10 | 3 |
| September | 1980 | 13 | 27 | 2 | 0 | 3 | 26 | 18 | 10 | 4 |
| October | 1980 | 15 | 30 | 2 | 1 | 1 | 23 | 16 | 7 | 2 |
| November | 1980 | 18 | 27 | - | 1 | 2 | 24 | 15 | 6 | 4 |
| December | 1980 | 21 | 26 | 1 | 2 | 0 | 25 | 16 | 6 | 4 |
| | | | | | | | | | | |
| January | 1981 | 21 | 27 | 0 | 2 | 0 | 25 | 20 | 8 | 5 |
| February | 1981 | 21 | 30 | 0 | 3 | 1 | 22 | 20 | 7 | 5 |
| March | 1981 | 19 | 29 | 0 | 1 | 1 | 21 | 20 | 7 | 6 |
| April | 1981 | 20 | 27 | 1 | 1 | 2 | 22 | 15 | 6 | 5 |
| May | 1981 | 18 | 26 | 0 | 0 | 1 | 24 | 14 | 8 | 3 |
| June | 1981 | 19 | 28 | 0 | 0 | 1 | 27 | 12 | 8 | 2 |
| July | 1981 | 19 | 26 | 0 | 0 | 0 | 29 | 13 | 8 | 2 |
| August | 1981 | 21 | 27 | 0 | 0 | 1 | 26 | 16 | 7 | 1 |
| September | 1981 | 21 | 28 | 0 | 1 | 1 | 22 | 15 | 5 | 2 |
| October | 1981 | 20 | 28 | 0 | 0 | 1 | 20 | 18 | 5 | 3 |
| | | | | | | | | | | |

REGION NORTH EAST 2 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | | GO | OD TIME TO | | BAD TIME TO BUY | | | | |
|----------------------|--------------|------------------|------------|-------------|--------------|-----------------|----------|--------------|---------|-----------|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain |
| Date of S | urvey | <u>Available</u> | Down | Credit Easy | Rising Rates | Prosperity | High | Credit Tight | To Buy | Future |
| N a sanah an | 4004 | 40 | 07 | 0 | 0 | 0 | - | 40 | 7 | |
| November December | 1981 1981 | 18 18 | 27 25 | 0 0 | 0 1 | 0 1 | 23 26 | 18 18 | 7 10 | 5 6 |
| December | 1901 | 10 | 25 | 0 | I | I | 20 | 10 | 10 | 0 |
| January | 1982 | 22 | 23 | 1 | 1 | 0 | 28 | 17 | 11 | 5 |
| February | 1982 | 29 | 20 | 1 | 1 | 1 | 28 | 15 | 10 | 4 |
| March | 1982 | 31 | 17 | 0 | 1 | 2 | 27 | 16 | 10 | 3 |
| April | 1982 | 31 | 15 | 0 | 1 | 3 | 27 | 19 | 9 | 4 |
| May | 1982 | 28 | 15 | 1 | 0 | 2 | 26 | 19 | 12 | 6 |
| June | 1982 | 27 | 15 | 1 | 0 | 1 | 27 | 19 | 14 | 5 |
| July | 1982 | 26 | 15 | 1 | 0 | 0 | 24 | 19 | 16 | 6 |
| August | 1982 | 26 | 16 | 1 | 0 | 0 | 22 | 22 | 15 | 5 |
| September | 1982 | 26 | 17 | 1 | 0 | 1 | 22 | 20 | 13 | 5 |
| October | 1982 | 25 | 18 | 2 | 0 | 2 | 23 | 17 | 12 | 4 |
| November | 1982 | 27 | 16 | 3 | 1 | 2 | 22 | 15 | 11 | 4 |
| December | 1982 | 29 | 14 | 4 | 1 | 1 | 20 | 13 | 12 | 4 |
| January | 1983 | 31 | 11 | 5 | 1 | 0 | 20 | 13 | 13 | 6 |
| February | 1983 | 34 | 10 | 6 | 0 | 0 | 18 | 13 | 12 | 5 |
| March | 1983 | 33 | 9 | 8 | 0 | 1 | 19 | 13 | 13 | 6 |
| April | 1983 | 35 | 12 | 9 | 0 | 2 | 19 | 12 | 10 | 5 |
| May | 1983 | 34 | 17 | 10 | 0 | 4 | 18 | 10 | 10 | 5 |
| June | 1983 | 39 | 19 | 11 | 1 | 5 | 15 | 7 | 7 | 4 |
| July | 1983 | 37 | 17 | 13 | 1 | 6 | 14 | 6 | 7 | 2 |
| August | 1983 | 36 | 17 | 12 | 1 | 5 | 13 | 6 | 5 | 3 |
| September | 1983 | 34 | 18 | 9 | 1 | 4 | 14 | 6 | 5 | 4 |
| October | 1983 | 34 | 22 | 6 | 2 | 4 | 14 | 4 | 5 | 5 |
| November | 1983 | 35 | 18 | 4 | 3 | 5 | 16 | 5 | 6 | 4 |
| December | 1983 | 35 | 15 | 3 | 2 | 6 | 18 | 3 | 6 | 4 |
| January | 1984 | 42 | 11 | 5 | 1 | 5 | 16 | 4 | 5 | 4 |
| February | 1984 | 44 | 14 | 7 | 1 | 7 | 15 | 4 | 3 | 3 |
| March | 1984 | 44 | 16 | 8 | 1 | 9 | 10 | 5 | 3 | 3 |
| April | 1984 | 37 | 18 | 7 | 2 | 9 | 11 | 5 | 4 | 2 |
| May | 1984 | 32 | 20 | 7 | 2 | 9 | 9 | 4 | 4 | 2 |
| June | 1984 | 32 | 20 | 6 | 4 | 7 | 10 | 5 | 3 | 2 |
| July | 1984 | 31 | 20 | 7 | 5 | 7 | 9 | 5 | 2 | 2 |
| August | 1984 | 37 | 20 | 7 | 5 | 8 | 9 | 4 | 4 | 1 |
| September | 1984 | 38 | 22 | 6 | 3 | 9 | 11 | 4 | 3 | 1 |
| October | 1984 | 37 | 23 | 6 | 4 | 9 | 13 | 4 | 3 | 1 |
| November | 1984 | 33 | 20 | 5 | 4 | 8 | 16 | 4 | 2 | 1 |
| December | 1984 | 30 | 17 | 5 | 4 | 10 | 15 | 4 | 3 | 1 |
| January | 1985 | 37 | 15 | 7 | 1 | 9 | 13 | 4 | 4 | 1 |
| February | 1985 | 42 | 16 | 9 | 1 | 8 | 10 | 4 | 3 | 1 |
| March | 1985 | 41 | 22 | 9 | 1 | 6 | 9 | 4 | 4 | 2 |
| April | 1985 | 38 | 23 | 7 | 2 | 7 | 9 | 4 | 4 | 1 |
| May | 1985 | 36 | 23 | 6 | 3 | 6 | 12 | 3 | 4 5 | 2 |
| June | 1985 | 40 | 18 | 7 | 2 | 7 | 12 | 2 | 2 | 1 |
| July | 1985 | 40 37 | 18 | 8 | 1 | 8 | 10 | 3 | 2 | 2 |
| August | 1985 | 37 | 18 | 9 | 1 | 8 | 6 | 3 | 3 | 1 |
| , laguot | | 07 | 10 | 0 | | U | U | U U | 0 | |

REGION NORTH EAST 3 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | |
|------------|---------|------------------|------------|-------------|--------------|-------------|---------|-----------------|---------|---------------|--|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain | |
| Date of Su | urvev | <u>Available</u> | Down | Credit Easy | Rising Rates | Prosperity | High | Credit Tight | To Buy | <u>Future</u> | |
| 2010 0. 0 | <u></u> | | | <u></u> | <u></u> | <u></u> | <u></u> | <u></u> | <u></u> | | |
| September | | 35 | 20 | 10 | 0 | 7 | 10 | 5 | 4 | 1 | |
| October | 1985 | 34 | 17 | 10 | 1 | 6 | 14 | 4 | 5 | 1 | |
| November | 1985 | 31 | 17 | 11 | 2 | 5 | 16 | 4 | 4 | 2 | |
| December | 1985 | 35 | 15 | 12 | 2 | 6 | 14 | 2 | 4 | 2 | |
| January | 1986 | 41 | 16 | 14 | 2 | 5 | 8 | 3 | 4 | 2 | |
| February | 1986 | 46 | 17 | 13 | 1 | 6 | 6 | 2 | 4 | 1 | |
| March | 1986 | 45 | 17 | 15 | 1 | 8 | 5 | 2 | 5 | 0 | |
| April | 1986 | 42 | 17 | 18 | 1 | 11 | 8 | 1 | 3 | 1 | |
| May | 1986 | 41 | 13 | 23 | 0 | 15 | 8 | 3 | 2 | 1 | |
| June | 1986 | 37 | 11 | 28 | 1 | 16 | 8 | 2 | 1 | 1 | |
| July | 1986 | 41 | 11 | 30 | 1 | 13 | 7 | 2 | 2 | 2 | |
| August | 1986 | 38 | 13 | 31 | 1 | 11 | 7 | 1 | 2 | 1 | |
| September | 1986 | 39 | 16 | 28 | 1 | 7 | 6 | 2 | 3 | 1 | |
| October | 1986 | 32 | 18 | 24 | 1 | 5 | 8 | 3 | 4 | 2 | |
| November | 1986 | 31 | 18 | 22 | 2 | 3 | 7 | 2 | 4 | 2 | |
| December | 1986 | 29 | 18 | 17 | 1 | 2 | 9 | 2 | 5 | 2 | |
| January | 1987 | 33 | 17 | 17 | 2 | 4 | 8 | 1 | 4 | 0 | |
| February | 1987 | 33 | 19 | 18 | 2 | 5 | 7 | 3 | 4 | 1 | |
| March | 1987 | 33 | 19 | 23 | 2 | 8 | 6 | 4 | 3 | 1 | |
| April | 1987 | 29 | 21 | 20 | 3 | 7 | 7 | 4 | 2 | 1 | |
| May | 1987 | 30 | 21 | 18 | 3 | 7 | 9 | 5 | 2 | 0 | |
| June | 1987 | 33 | 22 | 13 | 2 | 6 | 9 | 5 | 3 | 0 | |
| July | 1987 | 38 | 22 | 10 | 2 | 7 | 8 | 4 | 3 | 0 | |
| August | 1987 | 42 | 22 | 9 | 2 | 8 | 8 | 1 | 2 | 0 | |
| - | 1987 | 39 | 22 | 9 | 3 | 8 | 8 | 2 | 0 | 0 | |
| October | 1987 | 34 | 20 | 10 | 6 | 7 | 9 | 1 | 1 | 1 | |
| November | 1987 | 28 | 20 | 10 | 6 | 6 | 8 | 3 | 2 | 6 | |
| December | 1987 | 33 | 20 16 | 9 | 5 | 6 | 8 | 4 | 5 | 8 | |
| | | | | | | | | | - | - | |
| January | 1988 | 36 | 16 | 8 | 2 | 7 | 7 | 4 | 6 | 8 | |
| February | 1988 | 41 | 15 | 7 | 2 | 6 | 9 | 3 | 7 | 4 | |
| March | 1988 | 35 | 18 | 8 | 2 | 5 | 8 | 1 | 6 | 2 | |
| April | 1988 | 32 | 21 | 8 | 2 | 6 | 7 | 2 | 4 | 3 | |
| May | 1988 | 32 | 24 | 9 | 2 | 7 | 6 | 2 | 3 | 3 | |
| June | 1988 | 35 | 21 | 8 | 3 | 9 | 5 | 3 | 2 | 3 | |
| July | 1988 | 36 | 19 | 7 | 3 | 8 | 6 | 3 | 2 | 2 | |
| August | 1988 | 34 | 18 | 5 | 3 | 9 | 9 | 3 | 2 | 2 | |
| September | 1988 | 34 | 20 | 5 | 3 | 8 | 11 | 2 | 2 | 3 | |
| October | 1988 | 32 | 22 | 4 | 2 | 7 | 11 | 3 | 3 | 3 | |
| November | 1988 | 33 | 20 | 7 | 3 | 7 | 8 | 2 | 3 | 2 | |
| December | 1988 | 34 | 22 | 5 | 2 | 7 | 9 | 2 | 4 | 2 | |
| January | 1989 | 40 | 20 | 5 | 3 | 6 | 8 | 2 | 3 | 2 | |
| February | 1989 | 40 | 20 | 2 | 3 | 8 | 8 | 2 | 3 | 3 | |
| March | 1989 | 37 | 19 | 3 | 3 | 8 | 8 | 5 | 3 | 3 | |
| April | 1989 | 29 | 19 | 3 | 4 | 9 | 10 | 8 | 3 | 3 | |
| May | 1989 | 27 | 20 | 3 | 4 | 7 | 9 | 9 | 2 | 3 | |
| June | 1989 | 29 | 22 | 2 | 3 | 7 | 8 | 8 | 2 | 4 | |

REGION NORTH EAST 4 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | |
|-----------|-------|------------------|------------|-------------|--------------|-------------|-------------|-----------------|---------------|---------------|--|--|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | | | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain | | |
| Date of S | urvey | <u>Available</u> | Down | Credit Easy | Rising Rates | Prosperity | <u>High</u> | Credit Tight | <u>To Buy</u> | <u>Future</u> | | |
| July | 1989 | 32 | 19 | 2 | 1 | 6 | 7 | 6 | 2 | 3 | | |
| August | 1989 | 31 | 20 | 4 | 1 | 5 | 9 | 4 | 2 | 4 | | |
| September | 1989 | 34 | 17 | 5 | 2 | 6 | 10 | 2 | 1 | 3 | | |
| October | 1989 | 37 | 19 | 5 | 1 | 6 | 9 | - 1 | 2 | 2 | | |
| November | 1989 | 36 | 19 | 5 | 1 | 6 | 11 | 2 | 5 | 1 | | |
| December | 1989 | 35 | 19 | 4 | 1 | 2 | 14 | 3 | 6 | 1 | | |
| January | 1990 | 39 | 15 | 5 | 1 | 2 | 13 | 4 | 6 | 1 | | |
| February | 1990 | 40 | 14 | 4 | 2 | 2 | 12 | 4 | 6 | 2 | | |
| March | 1990 | 42 | 16 | 4 | 2 | 5 | 10 | 3 | 6 | 1 | | |
| April | 1990 | 37 | 19 | 4 | 2 | 5 | 14 | 3 | 5 | 1 | | |
| May | 1990 | 37 | 18 | 4 | 2 | 4 | 13 | 3 | 5 | 2 | | |
| June | 1990 | 34 | 18 | 5 | 2 | 3 | 12 | 3 | 6 | 3 | | |
| July | 1990 | 36 | 15 | 3 | 2 | 2 | 9 | 5 | 7 | 5 | | |
| August | 1990 | 38 | 15 | 5 | 2 | 2 | 10 | 5 | 8 | 7 | | |
| September | 1990 | 36 | 13 | 4 | 1 | 2 | 14 | 6 | 10 | 8 | | |
| October | 1990 | 33 | 17 | 3 | 1 | 3 | 15 | 6 | 9 | 12 | | |
| November | 1990 | 30 | 17 | 1 | 1 | 2 | 14 | 6 | 9 | 14 | | |
| December | 1990 | 30 | 16 | 1 | 1 | 1 | 13 | 6 | 8 | 18 | | |
| January | 1991 | 33 | 11 | 2 | 1 | 0 | 12 | 6 | 11 | 16 | | |
| February | 1991 | 35 | 10 | 2 | 1 | 2 | 11 | 7 | 14 | 14 | | |
| March | 1991 | 39 | 9 | 3 | 1 | 2 | 10 | 6 | 16 | 12 | | |
| April | 1991 | 38 | 13 | 3 | 0 | 4 | 10 | 5 | 17 | 10 | | |
| May | 1991 | 44 | 11 | 4 | 0 | 2 | 10 | 4 | 14 | 10 | | |
| June | 1991 | 41 | 12 | 5 | 1 | 2 | 10 | 4 | 15 | 11 | | |
| July | 1991 | 43 | 9 | 5 | 1 | 1 | 9 | 3 | 13 | 11 | | |
| August | 1991 | 37 | 12 | 3 | 1 | 1 | 11 | 4 | 15 | 12 | | |
| September | 1991 | 40 | 10 | 3 | 0 | 2 | 12 | 4 | 14 | 12 | | |
| October | 1991 | 37 | 10 | 3 | 0 | 1 | 13 | 5 | 15 | 16 | | |
| November | 1991 | 37 | 9 | 5 | 1 | 1 | 11 | 3 | 15 | 19 | | |
| December | 1991 | 37 | 10 | 6 | 1 | 1 | 12 | 3 | 14 | 22 | | |
| January | 1992 | 41 | 8 | 9 | 1 | 0 | 10 | 4 | 15 | 23 | | |
| February | 1992 | 41 | 7 | 12 | 0 | 1 | 8 | 5 | 14 | 23 | | |
| March | 1992 | 45 | 3 | 10 | 0 | 1 | 7 | 4 | 15 | 23 | | |
| April | 1992 | 45 | 5 | 11 | 0 | 1 | 7 | 2 | 13 | 19 | | |
| May | 1992 | 47 | 7 | 9 | 0 | 2 | 7 | 2 | 14 | 15 | | |
| June | 1992 | 45 | 8 | 12 | 0 | 2 | 8 | 3 | 13 | 13 | | |
| July | 1992 | 43 | 5 | 10 | 0 | 3 | 11 | 3 | 17 | 16 | | |
| August | 1992 | 44 | 5 | 12 | 0 | 2 | 12 | 3 | 17 | 16 | | |
| September | 1992 | 40 | 7 | 9 | 0 | 2 | 10 | 2 | 19 | 17 | | |
| October | 1992 | 37 | 8 | 10 | 1 | 1 | 9 | 3 | 17 | 14 | | |
| November | 1992 | 36 | 7 | 7 | 1 | 2 | 9 | 4 | 19 | 14 | | |
| December | 1992 | 38 | 6 | 9 | 1 | 2 | 9 | 3 | 19 | 10 | | |
| January | 1993 | 40 | 6 | 9 | 0 | 4 | 10 | 5 | 18 | 10 | | |
| February | 1993 | 45 | 5 | 9 | 0 | 5 | 8 | 4 | 16 | 8 | | |
| March | 1993 | 46 | 7 | 8 | 0 | 4 | 8 | 3 | 15 | 9 | | |
| April | 1993 | 46 | 8 | 8 | 0 | 6 | 6 | 1 | 13 | 10 | | |

REGION NORTH EAST 5 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| Prices Low Date of Survey Prices Low Audale Prices Down Interest Pate Low Brinow Audance Interest Prices Prices Rain Rest Prices Interest Prices Cath Rest Prices Interest Prices Cath Rest Prices Interest Prices Cath Rest Prices Interest Prices Cath Rest Prices Interest Prices Cath Rest Prices Interest Prices Cath Rest Prices Cath Rest Prices Interest Prices Cath Rest Prices Cath Rest Cath Rest Prices Cath | | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | |
|---|-----------|-------|------------------|------|-------------------|---------------|-------------------------|--------|--------------------|---------------|----------------|--|
| Date of Survey Good Buys Wont Come Rate Low Advance Times Good Prices Retes High Afford Uncentian May 1993 41 11 11 0 6 6 0 11 11 June 1993 44 9 12 1 5 6 3 113 13 July 1993 36 7 14 1 5 6 3 13 12 September 1993 36 8 18 0 4 7 3 10 9 Otcheer 1993 36 8 18 0 9 6 2 7 6 January 1994 40 9 16 0 5 10 3 9 8 January 1994 37 13 17 2 9 7 2 6 3 3 3 3 3 3 </th <th></th> <th></th> <th>Prices Low;</th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> | | | Prices Low; | | | | | | | | | |
| Date of Survey Available Dawn Credit Easy Rising Rates Prosperity High Credit Tight To Buy Future May 1933 41 11 11 0 6 6 0 11 11 June 1933 41 9 12 1 8 7 1 12 12 August 1993 38 7 144 1 5 6 4 11 10 October 1993 36 8 18 0 4 7 3 10 9 November 1993 37 8 17 0 3 8 2 7 6 Pebruary 1984 44 12 16 0 8 4 1 8 5 January 1984 48 7 19 13 8 5 13 3 June 1994 36 13 | | | | | | | Times Good [.] | Prices | | | Uncertain | |
| May 1993 41 11 11 0 6 6 0 11 11 July 1993 40 9 15 1 5 6 3 11 13 August 1993 38 7 14 1 5 6 4 13 12 September 1993 36 8 18 0 4 7 3 10 9 November 1993 37 8 17 0 3 8 3 9 8 December 1993 40 9 16 0 5 10 3 9 8 December 1994 48 7 19 1 8 4 1 6 4 March 1994 43 15 17 3 9 5 0 6 4 July 1994 37 12 15 2< | Date of S | | • | | | | , | | - | | | |
| June 1933 41 9 12 1 8 7 1 12 12 July 1993 30 9 16 1 5 6 3 11 13 September 1993 36 7 17 0 4 5 4 11 10 October 1993 36 8 17 0 3 8 3 9 8 January 1994 44 6 19 0 8 8 2 10 6 February 1994 44 12 16 2 8 4 1 8 5 June 1994 48 7 19 1 8 4 1 8 5 1 3 3 9 5 1 3 3 3 3 3 3 1 1 1 1 1 1 3 1 | | uivey | Available | Down | <u>Orean Lasy</u> | Tribing rates | <u>i tospenty</u> | riign | <u>orean right</u> | <u>10 Duy</u> | <u>r uture</u> | |
| July 1993 40 9 15 1 5 6 3 11 13 August 1993 36 7 14 1 5 6 4 13 12 September 1993 36 8 18 0 4 7 3 10 9 November 1993 37 8 17 0 3 8 3 9 8 December 1993 40 9 16 0 8 8 2 10 6 February 1994 44 6 19 0 8 8 2 10 6 April 1994 48 7 19 1 8 4 1 8 5 April 1994 38 15 17 3 9 5 0 6 4 July 1994 37 12 15 2 9 7 2 6 3 July 1994 37 1 | May | 1993 | 41 | 11 | 11 | 0 | 6 | 6 | 0 | 11 | 11 | |
| August 1993 38 7 14 1 5 6 4 13 12 September 1993 36 8 18 0 4 5 4 11 10 November 1993 36 8 18 0 4 7 3 10 9 January 1994 44 6 19 0 8 8 2 10 6 February 1994 44 6 19 0 8 8 2 7 6 March 1994 48 7 19 1 8 4 1 8 5 April 1994 35 13 19 3 9 5 1 3 3 Julv 1994 37 12 15 2 9 8 3 6 5 August 1994 36 13 16 2 | June | 1993 | 41 | 9 | 12 | 1 | 8 | 7 | 1 | 12 | 12 | |
| September 1983 35 7 17 0 4 5 4 11 10 October 1993 36 8 18 0 4 7 3 10 9 December 1993 40 9 16 0 5 10 3 9 8 January 1994 44 6 19 0 8 8 2 10 6 February 1994 48 7 19 1 8 4 1 8 4 Mar 1994 35 13 19 3 9 5 0 6 4 Jule 1994 37 12 15 2 9 8 3 6 4 July 1994 37 12 15 2 9 8 3 6 5 October 1994 39 14 13 <t< td=""><td>July</td><td>1993</td><td>40</td><td>9</td><td>15</td><td>1</td><td>5</td><td>6</td><td>3</td><td>11</td><td>13</td></t<> | July | 1993 | 40 | 9 | 15 | 1 | 5 | 6 | 3 | 11 | 13 | |
| October 1983 36 8 18 0 4 7 3 10 9 January 1993 40 9 16 0 3 8 3 9 8 January 1994 44 6 19 0 8 8 2 10 6 February 1994 48 7 19 1 8 4 1 8 5 April 1994 48 7 19 3 9 5 0 6 4 March 1994 35 13 19 3 9 5 0 6 4 June 1944 35 13 17 2 9 7 2 6 3 July 1994 37 12 15 2 9 8 3 6 4 September 1994 36 13 16 2 | August | 1993 | 38 | 7 | 14 | 1 | 5 | 6 | 4 | 13 | 12 | |
| November 1933 37 8 17 0 3 8 3 9 8 January 1994 44 6 19 0 8 8 2 10 6 March 1994 41 8 18 0 9 6 2 7 6 March 1994 48 7 19 1 8 4 1 8 5 April 1994 38 15 17 3 9 5 1 3 3 July 1994 37 12 15 2 9 8 3 6 4 September 1994 37 12 15 2 9 8 3 6 4 Choche 1994 43 15 13 4 10 4 2 4 4 December 1994 42 15 10 4 <td>September</td> <td>1993</td> <td>35</td> <td>7</td> <td>17</td> <td>0</td> <td>4</td> <td>5</td> <td>4</td> <td>11</td> <td>10</td> | September | 1993 | 35 | 7 | 17 | 0 | 4 | 5 | 4 | 11 | 10 | |
| December 1983 40 9 16 0 5 10 3 9 8 January 1994 44 6 19 0 8 8 2 10 6 February 1994 48 7 19 1 8 4 1 8 5 April 1994 44 12 16 2 8 4 1 6 4 May 1994 35 13 19 3 9 5 0 6 4 June 1994 37 13 17 2 9 7 2 6 3 August 1994 36 13 16 2 11 7 3 6 4 December 1994 43 15 13 4 10 4 2 4 4 December 1994 43 15 13 4 | October | 1993 | 36 | 8 | 18 | 0 | 4 | 7 | 3 | 10 | 9 | |
| January 1994 44 6 19 0 8 8 2 10 6 February 1994 48 7 19 1 8 4 1 8 5 April 1994 48 7 19 1 8 4 1 8 5 April 1994 35 13 19 3 9 5 0 6 4 May 1994 35 13 19 3 9 5 0 6 4 Jule 1994 37 12 15 2 9 8 3 6 4 September 1994 39 14 13 2 11 5 3 4 5 October 1994 43 15 13 4 10 4 2 4 4 December 1994 43 15 10 4 7 5 7 4 Apini 1995 41 9 1 | November | 1993 | 37 | 8 | 17 | 0 | 3 | 8 | 3 | 9 | 8 | |
| February 1994 51 8 18 0 9 6 2 7 6 March 1994 48 7 19 1 8 4 1 8 5 April 1994 35 13 19 3 9 5 0 6 4 June 1994 35 13 19 3 9 5 1 3 3 June 1994 37 13 17 2 9 7 2 6 3 August 1994 37 12 15 2 9 8 3 6 4 September 1994 39 14 13 2 11 5 3 4 5 December 1994 42 15 10 4 7 5 3 6 5 January 1995 41 9 11 10 2 6 5 7 4 April 1995 39 11 | December | 1993 | 40 | 9 | 16 | 0 | 5 | 10 | 3 | 9 | 8 | |
| February 1994 51 8 18 0 9 6 2 7 6 March 1994 48 7 19 1 8 4 1 8 5 April 1994 35 13 19 3 9 5 0 6 4 June 1994 35 13 19 3 9 5 1 3 3 June 1994 37 13 17 2 9 7 2 6 3 August 1994 37 12 15 2 9 8 3 6 4 September 1994 39 14 13 2 11 7 3 6 5 November 1994 42 15 10 4 7 5 3 6 5 January 1995 41 9 11 10 2 6 5 7 4 Aprii 1995 39 11 | | | | _ | | _ | _ | _ | _ | | _ | |
| March 1994 48 7 19 1 8 4 1 8 5 April 1994 35 13 19 3 9 5 0 6 4 June 1994 38 15 17 3 9 5 1 3 3 July 1994 37 12 15 2 9 8 3 6 4 September 1994 36 13 16 2 11 7 3 6 5 October 1994 43 15 13 4 10 4 2 4 4 December 1994 42 15 10 4 8 5 3 6 5 March 1995 41 9 11 1 7 5 5 7 4 April 1995 40 9 10 0 | | | | | | | | | | | | |
| April 1994 44 12 16 2 8 4 1 6 4 May 1994 35 13 19 3 9 5 1 3 3 June 1994 37 13 17 2 9 7 2 6 3 August 1994 37 12 15 2 9 8 3 6 4 September 1994 39 14 13 2 11 7 3 6 5 October 1994 43 15 13 4 10 4 2 4 4 December 1994 43 15 13 4 10 4 2 4 4 December 1994 43 15 13 4 10 4 2 4 4 January 1995 41 9 11 10 2 6 5 4 8 5 5 7 5 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<> | | | | | | | | | | | | |
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| | February | 1997 | 47 | 8 | 10 | 0 | 12 | 10 | 2 | 6 | 2 | |

REGION NORTH EAST 6 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| Prices Low, Octoor Bays Prices Date of Survey Prices Date of Survey Prices Date of Survey Interest Date of Survey Dimension Date of Survey Dimension Date of Surv | | | | GO | OD TIME TO | | BAD TIME TO BUY | | | | |
|---|-----------|-------|-------------|--------|-------------------|--------------|-----------------|---------------|----------|---------------|-----------|
| Date of Survey Good Buy Wort Come Rate Low Advance Times Good Prices Retes High Affant Uncention March 1997 451 9 10 0 14 6 3 5 2 March 1997 42 9 12 1 16 6 3 4 1 June 1997 42 9 12 1 16 5 3 4 1 June 1997 40 7 13 1 15 5 3 3 0 August 1997 42 7 111 1 14 5 2 3 0 Negether 1997 41 8 15 1 13 1 | | | Prices Low: | Prices | Interest | Borrow in | | | Interest | Can't | |
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| March 1999 43 6 25 0 17 3 0 1 1 April 1999 36 4 24 0 21 6 1 0 0 May 1999 36 4 21 0 25 5 1 0 0 June 1999 40 4 15 1 23 4 1 0 0 July 1999 44 4 12 1 26 0 1 0 0 August 1999 33 4 10 0 23 4 4 2 2 October 1999 33 7 9 1 19 5 3 2 1 November 1999 36 12 11 1 17 5 1 0 January 2000 37 11 12 0 18 | January | 1999 | | 4 | | 0 | | | 1 | 0 | |
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| May 1999 36 4 21 0 25 5 1 0 0 June 1999 40 4 15 1 23 4 1 0 0 July 1999 44 4 12 1 26 0 1 0 0 August 1999 41 5 11 1 22 2 2 1 1 September 1999 33 4 10 0 23 4 4 2 2 October 1999 33 7 9 1 19 5 3 2 1 November 1999 36 12 11 1 17 5 1 0 0 December 1999 36 12 11 1 17 5 1 0 0 January 2000 37 11 12 0 18 4 2 1 0 March 2000 43 <td< td=""><td>March</td><td></td><td></td><td>6</td><td></td><td>0</td><td></td><td></td><td>0</td><td>1</td><td>1</td></td<> | March | | | 6 | | 0 | | | 0 | 1 | 1 |
| June1999404151234100July1999444121260100August1999415111222211September1999334100234422October199933791195321November199932991206310December19993612111175100January20003711120184210March2000431181182210March2000431162193210June2000431162195210June200043981214121July200043981174221July200043981174221July200040981174221July20003810401932< | April | | | 4 | | 0 | | | 1 | 0 | 0 |
| July 1999 44 4 12 1 26 0 1 0 0 August 1999 41 5 11 1 22 2 2 1 1 September 1999 33 4 10 0 23 4 4 2 2 October 1999 33 7 9 1 19 5 3 2 1 November 1999 32 9 9 1 20 6 3 1 0 December 1999 36 12 11 1 17 5 1 0 0 January 2000 37 11 12 0 18 4 2 1 0 January 2000 43 11 8 1 18 2 2 1 0 March 2000 42 10 8 2 19 3 2 1 0 June 2000 40 < | | | | 4 | | 0 | | 5 | 1 | 0 | 0 |
| August 1999 41 5 11 1 22 2 2 1 1 September 1999 33 4 10 0 23 4 4 2 2 October 1999 33 7 9 1 19 5 3 2 1 November 1999 32 9 9 1 20 6 3 1 0 December 1999 36 12 11 1 17 5 1 0 0 January 2000 37 11 12 0 18 4 2 1 0 January 2000 43 11 8 1 18 2 2 1 0 March 2000 42 11 6 2 19 3 2 1 0 May 2000 43 11 6 2 23 4 1 1 0 June 2000 43 <t< td=""><td></td><td></td><td>40</td><td>4</td><td></td><td>1</td><td></td><td></td><td></td><td></td><td></td></t<> | | | 40 | 4 | | 1 | | | | | |
| September 1999 33 4 10 0 23 4 4 2 2 October 1999 33 7 9 1 19 5 3 2 1 November 1999 32 9 9 1 20 6 3 1 0 December 1999 36 12 11 1 17 5 1 0 0 January 2000 37 11 12 0 18 4 2 1 0 Herman 2000 43 11 8 1 18 2 2 1 0 March 2000 43 11 6 2 19 3 2 1 0 May 2000 43 11 6 2 23 4 1 1 0 June 2000 43 9 8 1 17 4 2 2 1 July 2000 40 9< | | | | | | | | | | | |
| October 1999 33 7 9 1 19 5 3 2 1 November 1999 32 9 9 1 20 6 3 1 0 December 1999 36 12 11 1 17 5 1 0 0 January 2000 37 11 12 0 18 4 2 1 0 January 2000 43 11 8 1 18 2 2 1 0 March 2000 42 11 6 2 19 3 2 1 0 May 2000 43 11 6 2 23 4 1 1 0 June 2000 43 9 8 1 21 4 1 2 1 July 2000 38 10 4 0 | - | | | | | | | | | | |
| November199932991206310December19993612111175100January20003711120184210February2000431181182210March2000421162193210April2000431162234110May200043981214121June200043981174221July200040981174221July2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | | | | | | | | |
| December19993612111175100January20003711120184210February2000431181182210March2000421162193210April2000431162234110May2000421082195210June200043981214121July200040981174221July2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | | | | | | | | |
| January20003711120184210February2000431181182210March2000421162193210April2000431162234110May2000421082195210June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | - | | | | | | | - |
| February2000431181182210March2000421162193210April2000431162234110May2000421082195210June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | December | 1999 | 36 | 12 | 11 | 1 | 17 | 5 | 1 | 0 | 0 |
| February2000431181182210March2000421162193210April2000431162234110May2000421082195210June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | January | 2000 | 37 | 11 | 12 | 0 | 18 | 4 | 2 | 1 | 0 |
| March2000421162193210April2000431162234110May2000421082195210June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | | | | | | | 1 | |
| April2000431162234110May2000421082195210June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | March | | | 11 | | 2 | | | 2 | 1 | |
| May2000421082195210June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | April | | | 11 | 6 | | | 4 | 1 | 1 | |
| June200043981214121July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | 10 | | | | 5 | 2 | 1 | 0 |
| July200040981174221August2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | | | | | | 1 | 2 | 1 |
| August2000381040193221September200039960194321October2000401040204331November200036971224221 | | | | | | 1 | | 4 | 2 | | 1 |
| September200039960194321October2000401040204331November200036971224221 | • | | | | | | | | | | 1 |
| October2000401040204331November200036971224221 | - | | | | | | | | | | 1 |
| November 2000 36 9 7 1 22 4 2 2 1 | • | | | | | | | | | | 1 |
| | | | | | | 1 | | 4 | | | 1 |
| | | | | 9 | 7 | 1 | | 5 | | | 1 |

REGION NORTH EAST 7 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | _ | GO | OD TIME TO | | BAD TIME TO BUY | | | | |
|-----------|-------|------------------|-------------|-------------------|----------------|----------------------|---------------|---------------------|---------------|----------------|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain |
| Date of S | | <u>Available</u> | <u>Down</u> | Credit Easy | Rising Rates | Prosperity | High | Credit Tight | To Buy | <u>Future</u> |
| | uivey | Available | Down | <u>Cieul Lasy</u> | Trising trates | <u>i i i ospenty</u> | <u>r lign</u> | <u>Credit right</u> | <u>10 Duy</u> | <u>r uture</u> |
| January | 2001 | 35 | 5 | 11 | 1 | 19 | 5 | 2 | 1 | 3 |
| February | 2001 | 35 | 6 | 10 | 0 | 16 | 4 | 2 | 2 | 5 |
| March | 2001 | 29 | 7 | 11 | 1 | 13 | 5 | 2 | 2 | 7 |
| April | 2001 | 29 | 7 | 10 | 1 | 11 | 6 | 2 | 5 | 8 |
| May | 2001 | 29 | 4 | 12 | 1 | 8 | 6 | 1 | 7 | 6 |
| June | 2001 | 31 | 4 | 13 | 1 | 8 | 6 | 1 | 8 | 6 |
| July | 2001 | 35 | 4 | 13 | 0 | 7 | 5 | 0 | 7 | 6 |
| August | 2001 | 35 | 5 | 14 | 0 | 9 | 5 | 2 | 7 | 7 |
| September | 2001 | 34 | 4 | 12 | 0 | 8 | 3 | 2 | 6 | 10 |
| October | 2001 | 33 | 3 | 12 | 0 | 7 | 4 | 3 | 6 | 13 |
| November | 2001 | 35 | 2 | 14 | 0 | 3 | 6 | 2 | 7 | 14 |
| December | 2001 | 40 | 2 | 21 | 0 | 2 | 8 | 1 | 9 | 12 |
| | | | | | | | | | | |
| January | 2002 | 43 | 4 | 20 | 0 | 4 | 5 | 1 | 11 | 9 |
| February | 2002 | 44 | 3 | 22 | 0 | 3 | 2 | 1 | 10 | 10 |
| March | 2002 | 39 | 3 | 19 | 0 | 5 | 2 | 1 | 10 | 7 |
| April | 2002 | 36 | 3 | 22 | 0 | 4 | 2 | 2 | 8 | 5 |
| May | 2002 | 34 | 4 | 19 | 1 | 5 | 3 | 2 | 8 | 3 |
| June | 2002 | 36 | 4 | 18 | 1 | 3 | 2 | 2 | 7 | 6 |
| July | 2002 | 36 | 4 | 16 | 1 | 4 | 3 | - | 6 | 7 |
| August | 2002 | 39 | 4 | 17 | 1 | 5 | 3 | 1 | 6 | 9 |
| September | 2002 | 40 | 5 | 20 | 1 | 6 | 4 | 2 | 7 | 8 |
| October | 2002 | 39 | 6 | 22 | 0 | 6 | 3 | 2 | 7 | 7 |
| November | 2002 | 38 | 7 | 21 | 0 | 5 | 2 | 2 | 7 | , 10 |
| December | 2002 | 35 | 4 | 17 | 0 | 5 | 1 | 3 | 9 | 12 |
| December | 2002 | | - | 17 | 0 | 5 | | 5 | 5 | 12 |
| January | 2003 | 32 | 3 | 17 | 0 | 4 | 0 | 3 | 10 | 14 |
| February | 2003 | 30 | 3 | 16 | 0 | 4 | 1 | 4 | 10 | 14 |
| March | 2003 | 34 | 4 | 20 | 1 | 2 | 4 | 2 | 7 | 13 |
| April | 2003 | 38 | 4 | 20 | 1 | 3 | 4 | 2 | 7 | 11 |
| May | 2003 | 37 | 4 | 23 | 1 | 2 | 5 | 4 | 7 | 9 |
| June | 2003 | 32 | 6 | 22 | 1 | 5 | 4 | 5 | 8 | 8 |
| July | 2003 | 32 | 5 | 22 | 0 | 5 | 6 | 5 | 8 | 6 |
| August | 2003 | 32 | 5 | 20 | 0 | 7 | 6 | 3 | 8 | 5 |
| September | | 36 | 4 | 20 | 0 | 7 | 6 | 2 | 7 | 3 |
| October | 2003 | 34 | 6 | 20 | 0 | 6 | 4 | 2 | 8 | 5 |
| November | 2003 | 36 | 7 | 20 | 0 | 5 | 2 | 2 | 7 | 4 |
| December | 2003 | 36 | 7 | 25 | 0 | 7 | 4 | 2 | 6 | 5 |
| December | 2003 | 50 | , | 25 | 0 | , | 4 | 2 | 0 | 5 |
| January | 2004 | 37 | 6 | 24 | 0 | 9 | 5 | 2 | 5 | 4 |
| February | 2004 | 36 | 7 | 24 | 0 | 8 | 4 | 3 | 5 | 6 |
| March | 2004 | 34 | 8 | 23 | 0 | 5 | 4 | 3 | 6 | 4 |
| April | 2004 | 34 | 7 | 26 | 0 | 4 | 4 | 3 | 6 | 3 |
| May | 2004 | 32 | 8 | 20 29 | 2 | 4 5 | 4 | 3 | 6 | 3 |
| June | 2004 | 32 34 | 8 9 | 29 31 | 2 | 5 6 | 4 | 2 | 6 5 | 3 |
| July | 2004 | 34 31 | 9 10 | 31 | 2 | 6 7 | 3 3 | | 5 4 | 3 4 |
| August | 2004 | 33 | 10 7 | 32 26 | 2 1 | 6 | 3 4 | 3 2 | 4 4 | 4 |
| September | 2004 | 33 31 | 5 | 20 | 2 | 8 | 4 6 | 2 | 4 5 | 4 |
| October | 2004 | 31 | 5 5 | 23 23 | 2 | о 6 | 6 5 | 3 2 | 5 5 | 4 4 |
| November | 2004 | 35 36 | 5 7 | 23 26 | 2 | ю 8 | 5 4 | 2 | э 4 | 4 3 |
| novernber | 2004 | 30 | 1 | 20 | Z | o | 4 | 2 | 4 | э |

REGION NORTH EAST 8 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | | GO | OD TIME TO | BAD TIME TO BUY | | | | | |
|------------|-------|------------------|------------|-------------|-----------------|-------------|-------------|--------------|---------------|---------------|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain |
| Date of S | urvey | <u>Available</u> | Down | Credit Easy | Rising Rates | Prosperity | <u>High</u> | Credit Tight | <u>To Buy</u> | <u>Future</u> |
| December | 2004 | 39 | 8 | 23 | 1 | 7 | 3 | 3 | 3 | 5 |
| January | 2005 | 39 | 9 | 19 | 1 | 9 | 4 | 2 | 1 | 5 |
| February | 2005 | 37 | 9 | 16 | 0 | 7 | 6 | 2 | 3 | 4 |
| March | 2005 | 32 | 11 | 19 | 2 | 7 | 7 | 2 | 2 | 2 |
| April | 2005 | 30 | 11 | 20 | 1 | 7 | 8 | 3 | 3 | 1 |
| May | 2005 | 29 | 12 | 21 | 2 | 7 | 6 | 2 | 2 | 1 |
| June | 2005 | 35 | 12 | 18 | 1 | 5 | 5 | 2 | 2 | 2 |
| July | 2005 | 37 | 12 | 15 | 1 | 5 | 5 | - | 2 | 1 |
| August | 2005 | 38 | 10 | 14 | 1 | 4 | 6 | 1 | 2 | 2 |
| September | 2005 | 31 | 13 | 12 | 1 | 5 | 8 | 2 | 2 | 3 |
| October | 2005 | 29 | 14 | 12 | 1 | 5 | 10 | 2 | 6 | 3 |
| November | 2005 | 28 | 14 | 16 | 1 | 4 | 10 | 2 | 7 | 4 |
| December | 2005 | 20 33 | 14 | 15 | | | 9 | | 10 | |
| December | 2005 | 33 | 10 | 15 | 1 | 4 | 9 | 1 | 10 | 3 |
| January | 2006 | 41 | 10 | 15 | 1 | 3 | 5 | 2 | 5 | 3 |
| February | 2006 | 44 | 10 | 10 | 2 | 5 | 4 | 2 | 6 | 2 |
| March | 2006 | 40 | 10 | 11 | 2 | 7 | 4 | 4 | 4 | 3 |
| April | 2006 | 35 | 10 | 10 | 4 | 8 | 5 | 3 | 5 | 3 |
| May | 2006 | 31 | 13 | 9 | 3 | 7 | 7 | 4 | 5 | 4 |
| June | 2006 | 32 | 14 | 10 | 2 | 7 | 9 | 3 | 5 | 3 |
| July | 2006 | 28 | 16 | 11 | 1 | 6 | 9 | 4 | 7 | 3 |
| August | 2006 | 32 | 13 | 12 | 2 | 7 | 6 | 4 | 6 | 4 |
| September | 2006 | 32 | 11 | 10 | 2 | 6 | 5 | 4 | 6 | 3 |
| October | 2006 | 34 | 8 | 10 | 2 | 8 | 6 | 3 | 5 | 2 |
| November | 2006 | 37 | 6 | 8 | 1 | 6 | 7 | 3 | 6 | 2 |
| December | 2006 | 44 | 6 | 8 | 1 | 7 | 7 | 3 | 7 | 3 |
| I | 0007 | 50 | 7 | 0 | | 0 | 0 | 0 | - | 0 |
| January | 2007 | 50 | 7 | 8 | 1 | 6 | 8 | 2 | 5 | 3 |
| February | 2007 | 48 | 9 | 10 | 0 | 5 | 6 | 2 | 4 | 3 |
| March | 2007 | 42 | 9 | 11 | 0 | 4 | 4 | 2 | 4 | 3 |
| April | 2007 | 38 | 11 | 12 | 1 | 3 | 3 | 3 | 5 | 3 |
| May | 2007 | 40 | 8 | 14 | 1 | 4 | 3 | 2 | 6 | 2 |
| June | 2007 | 43 | 9 | 13 | 1 | 5 | 5 | 2 | 7 | 2 |
| July | 2007 | 42 | 7 | 13 | 0 | 7 | 6 | 2 | 7 | 1 |
| August | 2007 | 37 | 8 | 11 | 1 | 6 | 7 | 1 | 9 | 1 |
| September | | 30 | 6 | 12 | 1 | 4 | 5 | 2 | 10 | 4 |
| October | 2007 | 31 | 5 | 10 | 1 | 3 | 6 | 3 | 12 | 4 |
| November | 2007 | 34 | 3 | 10 | 0 | 2 | 6 | 4 | 15 | 6 |
| December | 2007 | 40 | 4 | 9 | 0 | 3 | 7 | 4 | 14 | 5 |
| January | 2008 | 41 | 4 | 9 | 0 | 2 | 7 | 2 | 11 | 7 |
| February | 2008 | 39 | 5 | 9 | 0 | 2 | 7 | 2 | 10 | 9 |
| March | 2008 | 35 | 5 | 8 | 0 | 3 | 5 | 1 | 11 | 10 |
| April | 2008 | 34 | 5 | 7 | 0 | 2 | 7 | 1 | 17 | 10 |
| May | 2008 | 31 | 5 | 6 | 0 | 2 | 8 | 1 | 19 | 12 |
| June | 2008 | 28 | 6 | 6 | 0 | 1 | 11 | 2 | 22 | 14 |
| July | 2008 | 29 | 6 | 6 | 0 | 0 | 10 | 1 | 19 | 17 |
| August | 2008 | 31 | 6 | 4 | 0 | 1 | 8 | 2 | 22 | 14 |
| September | | 34 | 6 | 4 | 0 | 2 | 6 | 4 | 25 | 13 |
| Coptonibol | 2000 | J-T | 5 | т | 5 | <u>~</u> | 0 | т | 20 | .0 |

REGION NORTH EAST 9 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | |
|-----------|--------------|-------------------|------------|-------------------|-----------------------|-------------|----------------|---------------------|---------------|----------------|--|--|
| | | Prices Low; | Prices | Interest | Borrow in | | Interest Can't | | | | | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain | | |
| Date of S | urvev | <u>Available</u> | Down | Credit Easy | Rising Rates | Prosperity | High | Credit Tight | To Buy | <u>Future</u> | | |
| | <u>urvoy</u> | <u>r tranabio</u> | Domi | <u>oroun Luoy</u> | <u>ration gration</u> | ricoponty | <u>r ngri</u> | <u>oroait right</u> | <u>10 Buj</u> | <u>r ataro</u> | | |
| October | 2008 | 32 | 5 | 3 | 0 | 2 | 7 | 7 | 27 | 16 | | |
| November | 2008 | 32 | 4 | 4 | 0 | 2 | 7 | 10 | 26 | 20 | | |
| December | 2008 | 38 | 2 | 5 | 0 | 0 | 7 | 10 | 22 | 21 | | |
| January | 2009 | 42 | 3 | 5 | 0 | 0 | 6 | 8 | 20 | 20 | | |
| February | 2009 | 49 | 2 | 5 | 0 | 0 | 6 | 5 | 18 | 18 | | |
| March | 2009 | 45 | 1 | 5 | 0 | 0 | 5 | 5 | 17 | 21 | | |
| April | 2009 | 48 | 1 | 7 | 0 | 0 | 5 | 4 | 17 | 21 | | |
| May | 2009 | 44 | 1 | 8 | 0 | 0 | 8 | 6 | 20 | 22 | | |
| June | 2009 | 51 | 2 | 6 | 0 | 0 | 7 | 5 | 21 | 18 | | |
| July | 2009 | 46 | 2 | 4 | 0 | 1 | 7 | 6 | 19 | 20 | | |
| August | 2009 | 51 | 3 | 4 | 0 | 1 | 4 | 5 | 15 | 21 | | |
| September | 2009 | 45 | 4 | 5 | 0 | 1 | 4 | 7 | 15 | 22 | | |
| October | 2009 | 50 | 3 | 5 | 0 | 0 | 3 | 8 | 18 | 19 | | |
| November | 2009 | 45 | 4 | 5 | 0 | 0 | 5 | 7 | 20 | 19 | | |
| December | 2009 | 49 | 4 | 6 | 1 | 0 | 5 | 5 | 17 | 17 | | |
| January | 2010 | 45 | 4 | 7 | 1 | 0 | 6 | 5 | 14 | 19 | | |
| February | 2010 | 49 | 3 | 9 | 1 | 2 | 4 | 6 | 12 | 15 | | |
| March | 2010 | 45 | 3 | 8 | 0 | 2 | 3 | 8 | 15 | 15 | | |
| April | 2010 | 46 | 3 | 8 | 0 | 2 | 4 | 6 | 16 | 13 | | |
| May | 2010 | 42 | 3 | 6 | 0 | 1 | 5 | 6 | 15 | 13 | | |
| June | 2010 | 44 | 4 | 6 | 0 | 2 | 5 | 2 | 13 | 13 | | |
| July | 2010 | 45 | 5 | 6 | 0 | 3 | 5 | 3 | 14 | 12 | | |
| August | 2010 | 48 | 5 | 8 | 0 | 3 | 6 | 3 | 15 | 15 | | |
| September | 2010 | 47 | 3 | 8 | 0 | 1 | 6 | 5 | 16 | 18 | | |
| October | 2010 | 43 | 2 | 7 | 0 | 1 | 7 | 5 | 18 | 19 | | |
| November | 2010 | 43 | 2 | 5 | 0 | 1 | 6 | 5 | 18 | 19 | | |
| December | 2010 | 43 | 3 | 6 | 0 | 1 | 6 | 3 | 17 | 17 | | |
| January | 2011 | 47 | 3 | 6 | 0 | 1 | 4 | 3 | 17 | 16 | | |
| February | 2011 | 45 | 5 | 6 | 1 | 2 | 5 | 3 | 17 | 15 | | |
| March | 2011 | 43 | 6 | 8 | 1 | 1 | 5 | 3 | 18 | 15 | | |
| April | 2011 | 39 | 6 | 8 | 1 | 2 | 4 | 2 | 16 | 14 | | |
| May | 2011 | 37 | 6 | 8 | 0 | 1 | 5 | 1 | 16 | 14 | | |
| June | 2011 | 35 | 5 | 7 | 0 | 1 | 8 | 1 | 18 | 12 | | |
| July | 2011 | 35 | 4 | 9 | 0 | 0 | 9 | 3 | 19 | 13 | | |
| August | 2011 | 33 | 3 | 9 | 0 | 0 | 7 | 4 | 20 | 17 | | |
| September | 2011 | 35 | 3 | 9 | 0 | 0 | 5 | 7 | 23 | 17 | | |
| October | 2011 | 34 | 4 | 8 | 0 | 0 | 7 | 6 | 25 | 17 | | |
| November | 2011 | 34 | 4 | 11 | 0 | 0 | 9 | 7 | 24 | 15 | | |
| December | 2011 | 36 | 4 | 11 | 0 | 1 | 10 | 6 | 23 | 16 | | |
| January | 2012 | 40 | 4 | 12 | 0 | 1 | 7 | 5 | 19 | 14 | | |
| February | 2012 | 45 | 5 | 9 | 0 | 1 | 8 | 4 | 20 | 14 | | |
| March | 2012 | 42 | 6 | 10 | 0 | 2 | 8 | 4 | 17 | 13 | | |
| April | 2012 | 42 | 5 | 9 | 0 | 4 | 7 | 4 | 17 | 15 | | |
| May | 2012 | 39 | 5 | 10 | 1 | 3 | 5 | 4 | 15 | 12 | | |
| June | 2012 | 37 | 4 | 8 | 1 | 3 | 5 | 4 | 18 | 11 | | |
| July | 2012 | 37 | 5 | 6 | 0 | 3 | 6 | 4 | 16 | 10 | | |

REGION NORTH EAST 10 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | |
|-----------|-------|------------------|------------|-------------|--------------|-------------|-------------|-----------------|---------------|---------------|--|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain | |
| Date of S | urvey | <u>Available</u> | Down | Credit Easy | Rising Rates | Prosperity | <u>High</u> | Credit Tight | <u>To Buy</u> | <u>Future</u> | |
| August | 2012 | 39 | 6 | 7 | 0 | 4 | 7 | 5 | 14 | 11 | |
| September | | 40 | 6 | 9 | 0 | 4 | 9 | 4 | 12 | 12 | |
| October | 2012 | 36 | 7 | 12 | 0 | 5 | 10 | 6 | 14 | 13 | |
| November | 2012 | 35 | 6 | 10 | 0 | 5 | 8 | 6 | 14 | 13 | |
| December | 2012 | 36 | 7 | 11 | 0 | 6 | 6 | 5 | 14 | 11 | |
| January | 2013 | 41 | 6 | 10 | 0 | 5 | 6 | 3 | 13 | 10 | |
| February | 2013 | 43 | 7 | 12 | 0 | 5 | 5 | 3 | 14 | 9 | |
| March | 2013 | 45 | 11 | 10 | 0 | 6 | 6 | 4 | 13 | 10 | |
| April | 2013 | 43 | 13 | 12 | 0 | 6 | 7 | 7 | 12 | 9 | |
| May | 2013 | 43 | 13 | 13 | 0 | 6 | 8 | 5 | 12 | 7 | |
| June | 2013 | 44 | 9 | 15 | 1 | 7 | 8 | 5 | 12 | 6 | |
| July | 2013 | 46 | 9 | 15 | 2 | 7 | 5 | 2 | 11 | 6 | |
| August | 2013 | 45 | 8 | 15 | 2 | 7 | 8 | 3 | 9 | 8 | |
| September | 2013 | 37 | 9 | 17 | 1 | 6 | 8 | 3 | 7 | 8 | |
| October | 2013 | 30 | 8 | 18 | 1 | 6 | 10 | 4 | 8 | 10 | |
| November | 2013 | 27 | 9 | 14 | 1 | 7 | 9 | 4 | 13 | 9 | |
| December | 2013 | 34 | 9 | 12 | 0 | 6 | 8 | 4 | 14 | 8 | |
| January | 2014 | 41 | 10 | 13 | 0 | 6 | 7 | 3 | 13 | 5 | |
| February | 2014 | 44 | 10 | 14 | 0 | 8 | 7 | 3 | 9 | 6 | |
| March | 2014 | 41 | 8 | 15 | 0 | 9 | 10 | 3 | 9 | 7 | |
| April | 2014 | 35 | 8 | 11 | 0 | 11 | 9 | 4 | 11 | 8 | |
| May | 2014 | 32 | 7 | 13 | 0 | 9 | 9 | 3 | 11 | 6 | |
| June | 2014 | 29 | 7 | 12 | 0 | 9 | 9 | 3 | 12 | 5 | |
| July | 2014 | 33 | 7 | 12 | 1 | 11 | 10 | 2 | 10 | 5 | |
| August | 2014 | 34 | 7 | 9 | 1 | 12 | 8 | 3 | 10 | 5 | |
| September | 2014 | 37 | 7 | 12 | 2 | 11 | 9 | 2 | 10 | 5 | |
| October | 2014 | 33 | 8 | 15 | 1 | 12 | 7 | - | 10 | 4 | |
| November | 2014 | 36 | 7 | 16 | 1 | 15 | 8 | 1 | 8 | 5 | |
| December | 2014 | 38 | 8 | 15 | 1 | 17 | 6 | 1 | 6 | 6 | |
| January | 2015 | 45 | 8 | 14 | 1 | 16 | 6 | 1 | 4 | 5 | |
| February | 2015 | 43 | 10 | 14 | 1 | 14 | 5 | 2 | 5 | 7 | |
| March | 2015 | 45 | 10 | 14 | 0 | 11 | 4 | 2 | 4 | 7 | |
| April | 2015 | 39 | 11 | 14 | 0 | 7 | 6 | 3 | 6 | 7 | |
| May | 2015 | 40 | 10 | 14 | 0 | 7 | 8 | 3 | 6 | 5 | |
| June | 2015 | 37 | 10 | 14 | 0 | 9 | 7 | 2 | 5 | 5 | |
| July | 2015 | 40 | 7 | 13 | 0 | 14 | 5 | 3 | 5 | 6 | |
| August | 2015 | 36 | 8 | 14 | 1 | 13 | 3 | 3 | 5 | 8 7 | |
| September | 2015 | 33 | 8 | 13 | 2 | 11 | 5 | 4 | 6 | 8 | |
| October | 2015 | 30 | 12 | 14 | 3 | 8 | 6 | 3 | 8 | 9 | |
| November | 2015 | 35 | 11 | 16 | 2 | 9 | 7 | 2 | 10 | 8 | |
| December | 2015 | 39 | 9 | 17 | 2 | 11 | 6 | 2 | 8 | 6 | |
| January | 2016 | 45 | 6 | 20 | 2 | 11 | 4 | 3 | 6 | 3 | |
| February | 2016 | 47 | 6 | 17 | 2 | 12 | 6 | 4 | 5 | 2 | |
| March | 2016 | 43 | 8 | 14 | 2 | 11 | 6 | 4 | 6 | 2 | |
| April | 2010 | 36 | 12 | 10 | 1 | 11 | 9 | 3 | 5 | 2 | |
| May | 2010 | 32 | 14 | 12 | 1 | 9 | 7 | 1 | 5 | 3 | |
| | | | | | · | 2 | • | · | 2 | 2 | |

REGION NORTH EAST 11 TABLE 36 SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

| | | | GO | OD TIME TO |) BUY | | | BAD TIME | | / |
|-----------|-------|-------------|-------------|-------------|--------------|-------------|-------------|--------------|---------------|---------------|
| | | Prices Low; | Prices | Interest | Borrow in | | | Interest | Can't | |
| | | Good Buys | Won't Come | Rate Low | Advance | Times Good; | Prices | Rates High; | Afford | Uncertain |
| Date of S | urvey | Available | <u>Down</u> | Credit Easy | Rising Rates | Prosperity | <u>High</u> | Credit Tight | <u>To Buy</u> | <u>Future</u> |
| June | 2016 | 30 | 11 | 15 | 1 | 10 | 6 | 0 | 3 | 4 |
| July | 2016 | 37 | 6 | 17 | 1 | 11 | 6 | 0 | 2 | 5 |
| August | 2016 | 42 | 3 | 17 | 1 | 13 | 5 | 1 | 1 | 4 |
| September | 2016 | 43 | 4 | 16 | 0 | 16 | 5 | 1 | 2 | 4 |
| October | 2016 | 39 | 8 | 14 | 0 | 14 | 5 | 1 | 4 | 4 |
| November | 2016 | 37 | 8 | 13 | 1 | 13 | 5 | 1 | 5 | 5 |
| December | 2016 | 40 | 9 | 10 | 2 | 10 | 6 | 1 | 7 | 5 |
| January | 2017 | 44 | 10 | 12 | 2 | 12 | 8 | 2 | 4 | 6 |
| February | 2017 | 38 | 13 | 10 | 2 | 14 | 9 | 2 | 3 | 6 |
| March | 2017 | 38 | 14 | 11 | 2 | 16 | 6 | 2 | 3 | 4 |
| April | 2017 | 34 | 14 | 10 | 3 | 15 | 7 | 1 | 4 | 4 |
| May | 2017 | 36 | 12 | 11 | 3 | 15 | 5 | 0 | 4 | 4 |
| June | 2017 | 36 | 12 | 12 | 2 | 14 | 7 | 1 | 4 | 5 |
| July | 2017 | 37 | 9 | 11 | 2 | 14 | 6 | 1 | 5 | 6 |
| August | 2017 | 37 | 9 | 11 | 2 | 15 | 8 | 3 | 6 | 7 |
| September | 2017 | 36 | 11 | 11 | 3 | 15 | 7 | 2 | 6 | 7 |
| October | 2017 | 35 | 11 | 11 | 2 | 16 | 8 | 2 | 5 | 6 |
| November | 2017 | 36 | 11 | 11 | 2 | 13 | 7 | 0 | 4 | 4 |
| December | 2017 | 44 | 11 | 9 | 1 | 12 | 6 | 2 | 3 | 3 |
| January | 2018 | 47 | 9 | 8 | 0 | 11 | 6 | 3 | 4 | 3 |
| February | 2018 | 42 | 10 | 6 | 1 | 15 | 6 | 3 | 4 | 4 |
| March | 2018 | 32 | 12 | 6 | 1 | 16 | 7 | 2 | 3 | 4 |
| April | 2018 | 29 | 16 | 8 | 1 | 17 | 5 | 2 | 4 | 5 |
| May | 2018 | 30 | 19 | 8 | 1 | 16 | 5 | 2 | 4 | 4 |