

REGION NORTH EAST

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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.

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price;	Prices	Interest	Borrow in	Times		High	Can't		Gas	Poor	
		Good	Won't Come	Rates	Advance	Good;	Fuel	Prices	Interest	Afford	Uncertain	Prices	Select.;
		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
March	1978	8	17	0	1	0	2	17	1	2	1	3	4
April	1978	10	31	0	1	2	3	22	2	2	1	4	7
May	1978	9	34	1	0	4	3	19	2	2	1	2	7
June	1978	5	37	1	0	5	4	20	2	1	0	2	10
July	1978	6	38	2	1	5	3	23	1	2	0	1	11
August	1978	6	38	1	1	3	2	26	2	2	0	1	12
September	1978	9	34	0	1	2	1	28	2	2	0	1	13
October	1978	8	32	0	0	1	1	28	3	1	0	1	13
November	1978	6	31	0	0	1	1	27	3	2	0	1	13
December	1978	4	30	0	1	1	2	28	5	3	1	1	9
January	1979	4	29	0	2	1	2	31	6	4	1	3	7
February	1979	5	28	0	2	1	3	32	6	2	0	3	6
March	1979	6	30	0	1	2	5	31	8	2	0	8	6
April	1979	6	27	1	1	2	6	28	8	3	2	14	8
May	1979	5	26	1	1	2	10	25	8	4	2	21	10
June	1979	5	21	1	1	1	10	25	5	4	2	23	12
July	1979	7	18	0	1	0	12	27	3	3	1	27	11
August	1979	13	15	1	1	0	11	27	3	3	1	27	12
September	1979	18	14	1	1	1	12	27	3	3	1	23	12
October	1979	23	16	1	1	1	11	28	5	3	2	16	10
November	1979	21	17	1	1	1	9	30	8	4	2	13	8
December	1979	22	19	1	1	2	9	31	10	4	2	13	6
January	1980	20	20	1	1	2	10	32	13	4	4	15	10
February	1980	21	21	0	1	2	12	28	13	3	4	16	12
March	1980	20	21	0	2	1	11	27	13	4	4	16	14
April	1980	20	16	0	1	1	11	29	16	3	1	17	13
May	1980	21	13	0	2	0	9	31	19	4	2	18	11
June	1980	20	9	2	2	0	7	31	23	3	2	16	10
July	1980	21	12	2	1	0	3	29	21	4	3	13	11
August	1980	20	16	3	0	0	3	30	16	4	2	9	14
September	1980	19	20	1	0	0	5	32	10	5	1	8	15
October	1980	18	19	1	1	0	9	29	9	6	1	6	15
November	1980	16	17	0	1	1	9	29	10	6	1	5	13
December	1980	12	12	1	2	0	7	32	18	6	1	4	13
January	1981	12	11	1	2	0	4	39	24	3	2	6	11
February	1981	15	12	1	3	0	4	40	26	5	1	7	10
March	1981	20	12	1	1	0	5	38	22	5	2	8	8
April	1981	21	15	1	1	0	7	35	19	6	2	9	8
May	1981	19	15	1	1	0	6	37	19	4	3	7	9
June	1981	17	16	1	1	0	4	38	21	4	2	5	12
July	1981	19	14	1	1	0	4	41	21	3	2	3	12
August	1981	20	17	1	1	1	4	36	23	4	0	3	9
September	1981	19	22	3	2	1	4	32	22	5	0	2	6
October	1981	18	22	4	2	1	2	33	25	5	0	1	7
November	1981	18	19	4	1	1	1	36	24	4	1	1	8
December	1981	20	14	4	0	1	1	42	24	3	1	1	11
January	1982	22	12	4	0	1	1	40	25	6	1	2	9

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor
		Good	Won't Come	Rates	Advance	Good;	Fuel	Prices	Interest	Afford	Uncertain	Prices	Select.;
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
February	1982	30	10	3	1	0	1	41	23	7	2	3	9
March	1982	35	9	2	1	1	1	37	22	9	4	2	7
April	1982	39	9	4	2	1	0	32	20	8	6	1	7
May	1982	35	8	5	1	1	0	30	24	8	5	1	6
June	1982	31	7	6	1	0	1	33	26	9	3	2	5
July	1982	29	8	4	0	0	1	33	30	10	2	3	7
August	1982	28	9	4	0	1	2	31	30	8	2	3	8
September	1982	30	10	6	1	1	2	30	29	6	2	3	10
October	1982	30	10	8	1	2	2	31	25	6	1	2	9
November	1982	28	9	11	1	1	1	33	22	6	2	2	8
December	1982	31	8	16	1	1	0	25	17	9	4	1	8
January	1983	28	8	23	1	1	1	24	17	10	4	1	7
February	1983	27	8	28	1	1	1	23	14	10	2	1	7
March	1983	22	8	32	1	2	2	26	15	10	1	1	7
April	1983	22	10	33	1	2	1	26	12	8	1	0	8
May	1983	23	12	34	1	3	2	23	10	6	1	0	7
June	1983	25	13	37	1	4	1	23	7	5	2	1	7
July	1983	25	12	39	1	4	0	22	6	4	2	2	5
August	1983	23	12	38	1	4	1	21	6	4	2	2	5
September	1983	22	14	29	2	3	1	23	8	4	2	1	5
October	1983	20	16	21	4	3	2	24	5	4	2	0	6
November	1983	20	16	17	5	3	2	23	7	5	2	0	7
December	1983	18	16	17	4	4	3	23	7	3	2	0	6
January	1984	20	14	19	3	4	2	21	8	3	1	0	4
February	1984	20	14	18	2	5	2	25	6	2	1	0	4
March	1984	22	14	19	3	6	1	22	6	3	1	1	3
April	1984	19	15	17	3	6	1	24	7	3	1	1	4
May	1984	19	16	16	3	6	2	18	9	2	2	1	3
June	1984	20	18	13	4	5	2	18	10	2	1	0	3
July	1984	23	18	14	6	5	2	16	8	1	1	0	2
August	1984	21	19	14	6	7	2	20	8	2	0	0	3
September	1984	22	17	13	6	6	3	23	8	2	0	0	2
October	1984	21	17	11	5	6	2	25	9	3	1	0	2
November	1984	19	16	12	5	4	1	29	8	4	1	0	2
December	1984	15	16	12	3	5	0	28	9	6	1	0	2
January	1985	18	16	15	2	5	1	25	8	5	1	0	3
February	1985	22	16	17	1	6	1	22	8	4	1	0	4
March	1985	29	17	20	2	6	1	20	5	3	1	0	5
April	1985	29	17	21	2	6	1	19	4	3	0	0	4
May	1985	31	15	20	2	4	1	20	5	3	2	0	3
June	1985	26	13	24	1	4	1	18	4	2	3	0	3
July	1985	25	13	26	1	4	1	16	4	2	4	0	3
August	1985	24	16	29	1	4	0	14	4	2	2	0	4
September	1985	26	13	36	0	3	0	14	5	1	1	0	4
October	1985	25	13	38	1	2	0	17	5	2	1	0	4
November	1985	24	11	43	1	1	1	17	5	1	1	0	2
December	1985	23	12	37	2	1	1	19	5	2	1	0	2
January	1986	21	12	42	1	2	1	16	5	2	1	0	3
February	1986	22	11	43	2	3	1	14	3	3	1	0	4
March	1986	20	11	50	1	4	1	14	2	3	1	0	3
April	1986	20	10	51	2	5	1	15	2	2	1	0	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
May	1986	21	9	56	1	5	0	14	3	2	0	1	2
June	1986	25	8	56	3	5	0	12	3	1	0	1	2
July	1986	28	7	56	3	3	0	11	3	2	1	1	2
August	1986	27	10	50	3	3	0	13	3	2	1	0	2
September	1986	25	7	57	2	3	0	11	3	2	1	0	2
October	1986	24	7	58	2	3	0	10	4	1	0	0	2
November	1986	22	6	56	3	3	0	12	7	0	0	0	1
December	1986	21	7	44	3	2	0	14	8	1	0	0	1
January	1987	23	10	36	4	2	1	17	6	3	1	0	1
February	1987	23	11	34	2	3	1	15	4	3	1	0	2
March	1987	25	11	36	3	3	1	15	4	2	2	0	2
April	1987	27	12	38	2	2	0	15	4	1	1	0	2
May	1987	30	13	40	2	1	0	15	3	1	1	1	3
June	1987	30	16	37	2	1	0	14	3	1	0	1	3
July	1987	35	13	32	2	1	1	16	5	1	0	1	3
August	1987	37	12	28	2	1	1	16	6	1	1	1	3
September	1987	34	13	26	4	1	2	18	5	2	1	1	4
October	1987	27	15	25	6	2	1	19	4	2	2	1	4
November	1987	26	18	23	6	2	1	18	4	2	3	1	3
December	1987	32	14	21	5	2	1	18	5	2	4	0	1
January	1988	42	12	21	4	2	1	14	5	2	3	0	3
February	1988	42	9	20	5	2	0	17	6	3	2	0	4
March	1988	38	10	21	5	2	0	18	6	3	0	1	4
April	1988	35	11	20	4	3	0	19	8	3	0	1	3
May	1988	33	12	22	6	3	0	16	7	2	0	1	2
June	1988	35	11	18	5	3	1	16	6	1	1	0	4
July	1988	36	12	15	5	4	1	15	5	0	1	0	4
August	1988	36	14	13	3	5	1	17	4	1	1	0	4
September	1988	37	15	12	4	5	0	17	7	1	0	0	3
October	1988	32	16	11	5	5	0	21	8	1	0	0	4
November	1988	31	14	9	4	3	0	23	9	1	1	0	6
December	1988	27	16	11	5	3	1	22	7	2	1	0	5
January	1989	28	16	13	5	3	1	16	8	1	2	0	2
February	1989	29	16	14	6	5	1	14	7	3	1	0	2
March	1989	30	13	14	5	5	0	12	10	3	1	1	3
April	1989	30	13	19	5	3	0	13	11	4	2	1	2
May	1989	32	12	19	4	2	0	12	12	3	2	1	3
June	1989	38	12	21	3	1	0	12	10	4	1	2	3
July	1989	43	10	20	1	3	0	13	7	3	0	2	4
August	1989	39	14	17	2	3	0	18	6	4	1	1	3
September	1989	34	13	14	3	3	1	20	5	3	1	0	2
October	1989	30	13	13	2	3	1	22	5	3	1	0	2
November	1989	31	10	12	1	3	1	22	4	5	1	0	4
December	1989	32	11	13	1	2	0	23	5	6	1	0	4
January	1990	42	9	11	1	1	0	21	5	6	2	0	4
February	1990	51	7	11	1	1	0	20	5	4	2	0	5
March	1990	57	7	7	0	1	0	19	3	3	2	0	4
April	1990	51	8	9	0	1	0	21	4	3	2	0	4
May	1990	46	12	12	1	1	0	20	4	2	2	0	3
June	1990	45	10	14	1	1	0	19	6	3	4	0	3
July	1990	45	9	11	2	2	0	18	5	5	3	0	3

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
August	1990	43	7	9	1	2	0	18	9	7	5	2	3
September	1990	40	9	9	1	2	2	19	8	7	5	4	3
October	1990	38	9	7	1	1	3	19	8	7	7	10	3
November	1990	39	9	7	1	1	3	22	7	7	7	12	2
December	1990	39	7	5	1	1	2	22	6	9	9	13	2
January	1991	39	6	4	1	1	1	21	8	7	11	9	2
February	1991	42	4	5	1	0	0	16	5	9	10	7	2
March	1991	48	3	9	1	0	0	13	4	8	9	4	2
April	1991	52	4	11	1	1	1	15	4	11	5	2	3
May	1991	57	4	16	1	1	1	17	5	11	5	0	2
June	1991	52	6	13	1	1	1	22	6	12	5	0	1
July	1991	50	5	15	0	1	0	20	6	10	9	1	1
August	1991	48	6	13	0	0	0	19	6	9	9	1	1
September	1991	49	5	15	0	1	0	17	6	11	9	1	1
October	1991	50	9	12	0	0	0	18	4	10	8	0	2
November	1991	50	8	13	1	0	0	19	3	9	10	0	1
December	1991	49	9	13	1	0	0	21	3	10	11	0	1
January	1992	54	4	19	1	0	1	16	3	11	10	0	0
February	1992	53	4	23	0	1	1	14	3	10	10	0	0
March	1992	55	3	26	0	1	1	13	3	9	11	0	2
April	1992	51	6	28	1	2	0	14	2	7	10	0	2
May	1992	51	6	27	1	1	0	12	2	9	10	1	3
June	1992	54	7	31	1	1	0	8	1	7	8	0	1
July	1992	48	6	27	1	2	0	11	2	12	8	0	1
August	1992	46	6	28	1	3	0	15	1	10	9	0	0
September	1992	42	7	26	1	3	0	15	1	13	9	0	0
October	1992	44	6	27	1	2	0	18	2	10	9	0	1
November	1992	43	6	24	1	1	0	17	4	14	8	0	2
December	1992	43	5	20	1	2	0	18	5	10	7	0	1
January	1993	45	7	20	0	4	0	14	4	9	7	1	1
February	1993	46	6	20	0	5	0	15	3	5	6	1	2
March	1993	44	9	22	1	5	0	16	2	7	6	1	2
April	1993	42	7	24	1	3	0	17	4	8	7	0	2
May	1993	37	10	27	1	4	0	15	3	9	7	1	2
June	1993	36	7	29	1	6	1	14	3	8	7	1	2
July	1993	38	8	32	2	6	1	13	2	8	5	1	2
August	1993	39	6	29	2	5	1	15	1	10	6	1	1
September	1993	41	5	27	1	3	0	16	1	10	6	0	2
October	1993	37	6	24	1	3	1	20	2	8	7	0	1
November	1993	37	8	24	1	2	1	17	2	8	6	0	2
December	1993	37	7	26	1	4	1	17	2	9	4	0	1
January	1994	42	5	29	0	8	0	15	1	10	3	0	1
February	1994	44	5	33	0	9	0	14	2	7	2	0	1
March	1994	42	7	32	0	9	0	14	3	5	2	0	3
April	1994	38	12	30	2	6	0	14	3	3	2	0	3
May	1994	33	15	25	3	7	0	15	2	2	2	0	3
June	1994	32	14	25	3	6	1	14	2	2	2	0	1
July	1994	34	9	26	3	6	1	15	3	5	2	0	1
August	1994	31	7	25	3	7	1	16	4	5	2	0	1
September	1994	32	7	27	5	8	0	16	6	6	1	0	1
October	1994	31	9	26	4	9	1	19	5	5	2	0	1

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.		High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
November 1994		33	10	26	5	7	1	20	6	6	2	1	1
December 1994		30	11	20	5	9	2	19	5	9	3	1	1
January 1995		29	12	18	6	8	1	15	7	8	3	1	1
February 1995		30	12	16	4	7	0	14	8	8	4	0	1
March 1995		31	11	17	4	4	1	18	11	6	3	1	1
April 1995		28	10	15	3	5	1	21	11	8	3	1	1
May 1995		28	10	15	3	6	1	25	9	8	4	1	1
June 1995		28	10	14	3	6	0	24	7	9	4	0	1
July 1995		32	11	16	3	6	0	21	6	6	4	0	1
August 1995		29	10	18	2	7	0	23	6	6	3	0	1
September 1995		27	11	20	1	9	0	23	5	5	3	0	1
October 1995		27	9	18	1	7	0	28	4	8	4	0	2
November 1995		28	9	16	2	5	1	24	3	9	4	0	1
December 1995		27	8	18	1	6	1	23	3	9	5	0	2
January 1996		27	8	20	1	6	1	21	4	7	5	0	2
February 1996		33	6	20	0	5	0	27	4	6	5	0	2
March 1996		35	7	19	0	4	0	27	4	6	4	0	2
April 1996		32	8	20	1	4	0	26	5	5	3	0	2
May 1996		27	10	23	2	4	0	21	5	6	3	0	1
June 1996		28	8	23	2	3	0	24	6	6	3	0	2
July 1996		32	10	22	3	3	0	23	4	6	3	0	1
August 1996		35	9	20	2	5	0	25	3	5	3	0	1
September 1996		34	11	14	4	7	0	22	4	5	3	0	0
October 1996		32	10	13	3	9	1	22	4	5	2	0	1
November 1996		25	11	18	3	9	1	22	5	6	1	0	1
December 1996		25	12	19	1	7	1	22	2	5	1	0	2
January 1997		27	12	19	1	9	0	17	3	5	1	0	2
February 1997		28	10	14	0	10	0	20	3	5	1	0	2
March 1997		28	10	18	1	12	0	20	4	5	2	0	2
April 1997		28	9	18	2	11	1	25	4	4	1	0	2
May 1997		30	9	19	2	10	1	22	4	4	1	0	1
June 1997		32	7	17	2	9	1	20	5	4	1	0	1
July 1997		28	7	19	2	8	0	19	4	4	1	0	1
August 1997		29	7	20	3	7	0	16	3	4	1	1	2
September 1997		27	7	22	4	7	0	17	2	2	1	1	2
October 1997		29	6	22	2	8	1	14	3	3	0	1	2
November 1997		29	6	18	1	7	0	16	2	2	0	0	2
December 1997		28	7	15	0	6	1	16	2	2	0	0	1
January 1998		27	8	13	0	6	1	18	1	1	0	0	2
February 1998		29	6	18	0	9	1	15	1	2	0	0	1
March 1998		30	4	21	1	10	0	16	1	2	0	0	3
April 1998		28	4	22	1	7	0	17	1	1	0	0	3
May 1998		24	4	21	1	8	0	19	2	1	0	0	2
June 1998		25	6	23	0	10	0	16	2	0	1	0	1
July 1998		26	6	22	0	12	0	15	2	1	1	0	1
August 1998		28	5	24	0	13	0	14	1	2	1	0	1
September 1998		29	4	24	0	10	0	13	1	2	1	0	1
October 1998		32	4	26	0	10	0	11	1	2	2	0	2
November 1998		34	2	29	0	8	0	9	1	1	2	0	1
December 1998		34	2	31	0	10	0	9	0	1	1	0	1

REGION NORTH EAST

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
January	1999	32	3	34	0	10	0	9	0	1	0	0	1
February	1999	29	5	34	0	10	0	10	1	1	1	0	1
March	1999	33	5	33	0	10	0	11	1	1	0	0	1
April	1999	35	4	32	1	10	0	13	1	2	0	0	1
May	1999	32	8	31	1	12	0	14	1	2	0	1	1
June	1999	28	9	27	1	13	0	13	2	2	1	1	1
July	1999	24	9	28	1	14	0	11	3	1	1	1	0
August	1999	28	6	23	1	12	0	12	3	2	1	0	0
September	1999	24	5	21	3	14	0	11	2	2	2	0	0
October	1999	23	6	15	3	14	0	12	2	2	2	0	1
November	1999	25	7	19	3	13	0	7	3	3	2	1	1
December	1999	26	6	20	1	10	0	9	3	3	1	1	2
January	2000	30	6	20	0	9	0	10	5	3	0	1	3
February	2000	31	5	14	1	9	0	11	4	2	0	2	2
March	2000	32	6	14	2	12	0	11	4	0	0	4	1
April	2000	30	5	15	4	17	1	10	2	0	0	5	0
May	2000	25	7	17	4	15	0	12	3	0	0	6	0
June	2000	22	7	15	3	14	1	14	4	1	0	7	0
July	2000	24	8	16	2	12	1	14	3	2	0	7	1
August	2000	27	9	12	1	14	2	14	4	2	0	6	1
September	2000	31	8	13	1	15	1	10	4	3	1	5	1
October	2000	25	9	10	1	13	1	11	4	3	1	5	0
November	2000	22	6	16	1	14	0	10	2	2	1	6	0
December	2000	24	7	16	1	11	1	11	2	2	1	4	2
January	2001	26	5	21	2	9	0	9	2	3	3	4	1
February	2001	29	4	19	1	6	1	8	2	5	3	4	1
March	2001	29	4	22	1	5	0	7	2	6	3	3	0
April	2001	29	2	22	1	5	1	9	2	6	5	2	1
May	2001	28	2	25	1	4	1	10	2	5	5	3	1
June	2001	26	3	24	0	4	2	12	3	4	6	7	2
July	2001	30	3	26	0	2	1	11	3	3	3	8	2
August	2001	29	3	23	0	4	2	11	4	5	3	5	2
September	2001	31	2	21	0	5	0	8	3	7	6	3	2
October	2001	30	1	27	1	6	0	7	5	7	9	1	1
November	2001	32	1	44	1	3	0	6	3	5	10	1	0
December	2001	30	1	58	1	1	0	6	2	5	7	0	0
January	2002	32	2	57	0	0	0	4	0	6	5	0	0
February	2002	34	1	51	0	0	0	5	0	6	5	1	0
March	2002	36	3	42	0	2	0	6	1	6	4	1	0
April	2002	36	2	41	0	3	0	9	3	7	2	2	0
May	2002	31	3	37	1	5	0	11	3	7	1	2	0
June	2002	32	2	36	0	3	0	9	3	6	2	2	0
July	2002	34	4	36	1	3	0	7	2	5	2	1	0
August	2002	40	3	39	0	2	0	5	2	5	3	0	0
September	2002	41	4	44	0	2	0	6	3	5	3	1	1
October	2002	38	3	50	0	2	0	4	3	5	3	2	1
November	2002	32	2	48	1	2	0	7	3	4	2	2	1
December	2002	30	1	50	1	1	0	5	3	4	4	3	0
January	2003	32	1	41	1	0	0	6	3	6	5	2	0
February	2003	36	1	40	0	0	1	5	3	6	7	4	0
March	2003	38	2	39	0	1	1	7	1	6	5	4	1

REGION NORTH EAST

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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				
		Low Price;	Prices	Interest	Borrow in	Times			High	Can't		Gas	Poor
		Good	Won't Come	Rates	Advance	Good;	Fuel	Prices	Interest	Afford	Uncertain	Prices	Select.;
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
April	2003	38	3	40	0	2	1	8	1	3	5	6	1
May	2003	38	3	41	0	2	1	7	0	3	5	4	1
June	2003	37	4	40	0	1	0	5	1	2	5	2	1
July	2003	39	4	45	0	1	0	6	2	2	5	0	1
August	2003	38	4	44	0	2	0	8	4	3	4	0	0
September	2003	38	3	43	0	2	0	9	4	3	5	1	0
October	2003	36	3	43	1	3	0	9	3	3	4	2	0
November	2003	41	2	44	1	3	0	8	2	2	2	2	0
December	2003	43	3	46	1	4	0	5	1	2	2	1	0
January	2004	43	4	42	1	4	1	4	2	4	2	1	0
February	2004	36	5	36	1	4	1	5	2	5	3	1	0
March	2004	34	4	30	1	3	1	8	2	5	3	2	0
April	2004	35	3	30	1	5	0	12	2	3	2	4	1
May	2004	34	3	29	2	6	1	13	4	2	2	6	1
June	2004	35	3	31	2	6	2	14	5	3	2	11	2
July	2004	30	3	29	4	3	2	10	5	3	2	12	2
August	2004	32	3	30	3	2	1	10	5	4	3	11	2
September	2004	35	4	31	3	3	2	7	5	4	3	8	3
October	2004	38	4	33	2	3	4	8	5	5	2	7	3
November	2004	38	5	29	2	4	4	9	3	4	1	5	3
December	2004	39	6	27	2	4	3	10	5	3	2	3	3
January	2005	42	5	24	4	5	0	11	5	1	4	2	2
February	2005	39	4	26	4	4	1	11	6	2	4	3	3
March	2005	33	4	24	4	4	1	13	6	3	2	5	2
April	2005	28	4	25	3	3	4	14	5	4	1	9	5
May	2005	31	6	21	3	3	6	11	3	2	1	13	7
June	2005	38	6	20	3	2	7	9	1	1	1	14	7
July	2005	43	7	15	3	2	5	8	1	1	1	12	5
August	2005	50	5	16	1	1	3	10	1	1	1	8	2
September	2005	51	3	14	0	2	5	11	1	1	2	12	5
October	2005	48	2	14	1	1	6	11	2	3	2	18	6
November	2005	45	2	13	1	1	8	11	2	4	2	19	6
December	2005	45	2	13	1	1	7	11	3	7	2	14	4
January	2006	44	3	13	1	3	8	11	3	6	2	9	5
February	2006	39	4	13	2	3	6	11	4	5	3	8	5
March	2006	41	4	12	2	5	6	11	4	4	2	8	6
April	2006	42	4	15	1	4	4	10	4	3	3	11	6
May	2006	39	2	12	1	4	6	9	3	4	2	16	9
June	2006	37	2	12	1	2	8	9	2	4	3	20	9
July	2006	37	3	9	2	1	8	12	3	5	2	21	9
August	2006	43	3	10	3	1	8	11	4	4	1	17	9
September	2006	44	3	11	2	0	6	9	5	4	1	15	9
October	2006	44	3	10	1	1	5	9	6	4	1	13	9
November	2006	43	3	12	0	1	4	10	4	5	1	12	8
December	2006	42	4	12	1	2	4	11	6	4	1	11	8
January	2007	43	2	11	2	2	6	11	5	6	0	9	6
February	2007	43	3	11	2	2	5	10	5	6	1	9	5
March	2007	41	3	13	1	2	5	10	4	7	1	7	6
April	2007	40	5	16	1	2	3	10	6	4	2	8	7
May	2007	42	5	14	0	1	6	11	5	4	1	8	7
June	2007	42	4	13	1	2	8	12	6	3	2	11	8

REGION NORTH EAST

TABLE 38

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

		GOOD TIME TO BUY							BAD TIME TO BUY				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
July	2007	43	4	11	1	2	9	13	4	4	2	12	8
August	2007	39	5	16	2	2	6	13	4	4	2	10	7
September	2007	39	4	16	1	2	4	12	4	4	3	7	5
October	2007	39	3	18	1	2	5	9	6	6	3	6	3
November	2007	37	4	13	0	1	7	12	5	8	4	8	6
December	2007	38	4	13	0	0	6	14	4	8	2	11	6
January	2008	32	3	9	0	0	4	13	4	9	2	14	9
February	2008	36	2	9	0	0	2	10	5	10	3	12	8
March	2008	35	2	11	0	1	2	6	5	14	5	9	8
April	2008	39	2	14	0	1	2	7	3	18	6	13	7
May	2008	35	1	14	0	1	5	6	1	18	7	19	7
June	2008	31	1	11	0	0	8	7	2	17	7	27	9
July	2008	30	1	12	0	0	10	6	3	16	6	26	10
August	2008	36	1	11	0	0	9	7	3	19	5	20	10
September	2008	39	1	11	0	0	8	8	4	19	5	16	10
October	2008	42	2	8	0	0	5	9	7	21	6	11	9
November	2008	46	2	7	0	0	4	10	10	16	9	9	8
December	2008	53	3	6	0	1	2	10	10	15	8	5	5
January	2009	57	2	8	0	1	3	9	9	13	8	4	4
February	2009	60	2	10	0	1	2	8	7	13	6	4	3
March	2009	57	1	10	0	0	2	7	7	13	9	3	3
April	2009	58	0	12	0	1	1	6	5	12	10	3	4
May	2009	58	1	15	0	2	0	7	5	12	10	2	3
June	2009	65	1	16	0	2	0	7	4	9	9	2	2
July	2009	62	1	15	0	1	1	8	6	7	9	1	3
August	2009	59	0	13	0	1	1	6	5	6	9	2	4
September	2009	54	1	12	0	1	2	6	6	7	8	2	5
October	2009	56	2	15	0	2	1	6	6	9	6	2	4
November	2009	55	3	13	0	2	2	7	5	11	7	2	2
December	2009	57	3	15	1	2	3	5	5	10	7	1	2
January	2010	54	3	14	1	1	4	3	5	10	10	1	2
February	2010	56	2	16	1	1	4	6	5	10	9	0	3
March	2010	54	2	16	0	1	4	7	7	12	10	1	2
April	2010	57	1	18	0	0	4	10	5	11	6	1	2
May	2010	58	1	16	0	1	3	9	6	12	7	4	5
June	2010	56	2	17	0	2	3	10	6	10	6	3	6
July	2010	54	2	16	0	2	3	9	6	14	9	4	7
August	2010	56	3	20	0	1	4	8	5	12	7	1	5
September	2010	54	2	24	0	1	4	8	4	14	7	1	4
October	2010	54	2	24	0	2	4	8	4	13	5	0	3
November	2010	48	1	23	0	2	4	9	3	13	8	0	3
December	2010	50	2	20	0	3	4	9	3	12	8	0	2
January	2011	45	2	19	0	3	4	11	4	13	8	2	1
February	2011	45	4	17	1	3	3	11	5	15	6	3	1
March	2011	39	4	19	1	3	7	11	6	16	6	6	0
April	2011	39	3	20	1	3	8	9	4	15	6	8	2
May	2011	39	2	23	1	2	9	11	6	13	6	10	3
June	2011	42	2	18	1	2	8	11	4	14	4	11	6
July	2011	44	2	17	1	2	6	12	5	14	3	9	5
August	2011	37	2	16	1	2	5	13	5	18	7	7	6
September	2011	35	2	17	0	2	3	13	5	19	9	6	4

REGION NORTH EAST

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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				
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date of Survey		Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
October	2011	32	2	19	0	1	2	13	7	22	11	4	3
November	2011	36	1	22	0	1	5	12	6	19	8	3	2
December	2011	38	1	23	0	1	4	11	8	18	7	2	4
January	2012	40	1	25	0	2	5	11	6	13	7	1	3
February	2012	42	2	23	0	2	4	11	5	14	8	3	3
March	2012	43	3	23	0	2	7	13	3	14	9	4	1
April	2012	41	2	24	0	2	8	14	2	15	8	6	2
May	2012	36	2	25	0	3	8	13	4	15	6	7	3
June	2012	34	2	26	0	3	7	12	6	15	5	7	4
July	2012	36	2	21	0	4	5	14	7	15	4	5	4
August	2012	39	3	21	0	4	3	15	5	14	7	3	2
September	2012	40	3	20	0	4	4	15	3	12	7	3	2
October	2012	39	5	21	0	4	5	15	2	13	7	3	2
November	2012	36	4	21	0	5	6	15	4	11	6	2	4
December	2012	37	4	25	1	5	6	13	5	10	5	2	4
January	2013	38	2	22	1	4	5	14	7	10	5	2	5
February	2013	41	2	22	1	4	4	15	8	12	5	2	5
March	2013	39	4	22	0	5	2	15	5	14	5	3	4
April	2013	35	5	25	0	6	3	14	4	13	5	3	2
May	2013	35	6	28	1	7	2	12	2	11	4	2	2
June	2013	34	3	28	1	8	3	14	2	11	3	2	1
July	2013	36	2	28	1	8	2	12	4	8	4	3	3
August	2013	35	2	25	1	8	3	11	5	8	4	4	3
September	2013	34	2	25	1	6	3	11	5	7	6	2	3
October	2013	33	3	24	1	5	2	12	5	10	8	1	2
November	2013	29	3	23	1	6	2	13	3	13	8	1	2
December	2013	29	4	22	2	9	3	11	4	13	7	2	1
January	2014	32	3	23	2	9	7	12	4	11	6	1	1
February	2014	35	4	24	2	8	6	13	4	8	5	0	1
March	2014	38	3	21	1	5	5	13	3	9	5	0	2
April	2014	35	5	20	0	6	4	14	3	10	4	0	3
May	2014	32	5	19	0	8	4	17	3	10	5	1	4
June	2014	30	6	20	0	10	3	18	3	10	3	2	4
July	2014	30	5	22	0	11	4	17	2	7	2	2	4
August	2014	29	6	21	1	11	3	16	3	6	3	1	5
September	2014	31	6	24	1	10	3	13	3	9	3	1	5
October	2014	36	5	22	2	9	3	11	3	11	3	0	5
November	2014	39	5	25	1	9	5	8	2	9	2	0	3
December	2014	38	7	24	3	10	5	6	2	5	2	0	4
January	2015	35	6	29	2	12	5	7	2	4	1	0	2
February	2015	37	6	27	3	13	5	9	3	4	1	0	2
March	2015	37	4	25	2	13	7	11	3	5	0	0	2
April	2015	34	8	25	3	11	5	13	4	8	1	1	3
May	2015	30	6	27	3	10	5	12	5	9	2	1	3
June	2015	27	6	29	2	10	4	12	4	9	3	1	4
July	2015	26	3	28	1	12	4	12	3	7	2	1	3
August	2015	25	4	27	2	9	2	13	2	8	2	1	5
September	2015	24	5	25	2	9	2	15	3	6	2	0	4
October	2015	28	4	21	3	8	2	13	3	5	4	0	5
November	2015	29	4	22	4	10	3	12	4	4	4	0	4
December	2015	32	3	22	5	11	3	12	4	5	3	2	5

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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					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
<u>Date of Survey</u>		<u>Buys</u>	<u>Down</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosper.</u>	<u>Effic.</u>	<u>High</u>	<u>Rates</u>	<u>To Buy</u>	<u>Future</u>	<u>Shortages</u>	<u>Quality</u>
January	2016	33	5	27	5	10	4	11	4	6	1	2	4
February	2016	34	4	28	4	11	3	8	6	5	2	2	6
March	2016	30	5	31	3	8	3	6	5	4	4	0	6
April	2016	27	8	27	3	8	3	8	5	4	4	1	7
May	2016	24	9	32	4	8	3	9	2	4	2	2	4
June	2016	25	8	29	4	8	3	11	3	4	1	2	7
July	2016	27	4	35	3	7	2	10	2	3	2	1	5
August	2016	32	2	28	2	7	3	14	4	4	2	0	5
September	2016	30	3	29	2	9	3	13	5	3	3	0	3
October	2016	28	3	24	2	10	4	14	6	4	2	1	2
November	2016	23	4	27	3	10	3	11	4	4	3	1	3
December	2016	28	5	23	4	10	3	12	3	6	4	1	2
January	2017	25	6	23	5	12	2	10	2	5	5	0	3
February	2017	26	6	18	5	13	3	12	2	4	6	0	3
March	2017	25	6	24	4	13	3	10	3	4	5	0	2
April	2017	27	7	25	4	11	4	12	3	5	4	0	2
May	2017	29	7	25	4	11	2	9	3	5	2	1	2
June	2017	28	6	21	3	11	3	13	3	5	2	2	3
July	2017	33	5	18	1	12	2	13	3	6	3	2	4
August	2017	30	4	20	1	12	2	14	3	6	5	1	6
September	2017	31	4	19	1	12	1	11	4	6	6	2	5
October	2017	25	5	20	2	15	2	11	4	5	6	3	4
November	2017	24	6	20	2	15	3	13	4	5	6	3	4
December	2017	24	6	21	2	17	3	12	3	3	4	2	3
January	2018	27	6	19	2	15	2	13	3	3	5	1	2
February	2018	27	6	14	4	16	2	12	5	4	4	0	1
March	2018	24	7	15	3	12	2	14	5	4	5	0	1
April	2018	21	8	16	4	12	2	13	6	4	4	1	1
May	2018	20	10	17	2	11	1	16	4	3	4	1	2
June	2018	21	9	15	3	13	2	15	4	3	4	1	3
July	2018	20	9	13	2	12	2	20	5	3	4	1	4
August	2018	21	10	12	2	12	2	21	6	4	2	1	3
September	2018	19	13	11	2	11	1	20	5	4	2	1	2
October	2018	21	11	10	2	12	0	18	6	4	2	0	3
November	2018	22	8	8	2	12	1	16	9	2	4	0	2
December	2018	23	6	9	2	13	2	19	10	3	4	0	3
January	2019	23	7	11	1	13	3	19	9	4	4	1	2
February	2019	24	7	14	1	12	2	17	7	4	4	1	4
March	2019	25	6	13	1	13	2	18	8	5	4	1	4
April	2019	25	5	15	1	16	1	19	6	4	3	0	4
May	2019	25	4	17	1	19	2	21	5	6	3	1	3
June	2019	25	7	16	1	19	1	20	3	5	5	1	4
July	2019	26	9	15	1	17	2	18	2	5	5	2	6
August	2019	25	9	13	1	16	2	19	2	3	4	3	7
September	2019	26	5	14	0	16	2	17	3	3	4	3	5
October	2019	27	5	15	0	15	1	17	3	3	6	2	5
November	2019	27	7	16	0	15	1	16	4	3	7	1	5
December	2019	25	7	17	0	16	1	20	4	4	6	1	4
January	2020	21	7	14	1	18	1	22	4	4	5	1	3
February	2020	20	5	13	1	19	0	21	3	4	4	1	4

TABLE 38

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
Date	of Survey	Buys	Down	Low	Rising Rates	Prosper.	Effic.	High	Rates	To Buy	Future	Shortages	Quality
March	2020	22	5	14	0	18	1	16	2	5	4	2	4
April	2020	31	2	17	0	13	0	12	4	9	9	1	5
May	2020	42	1	19	0	7	0	9	5	13	14	1	2
June	2020	52	1	21	0	3	0	7	5	14	16	0	1
July	2020	49	2	23	0	4	0	8	5	13	15	0	1
August	2020	46	2	21	0	5	0	8	5	12	15	0	1
September	2020	40	2	23	0	6	0	10	6	11	15	0	1
October	2020	43	2	20	0	7	0	11	5	11	15	0	0
November	2020	41	3	23	0	7	1	11	3	10	12	0	0
December	2020	42	1	22	0	8	1	11	2	10	11	0	1
January	2021	38	2	20	0	11	1	9	3	8	11	0	1
February	2021	36	2	22	1	12	1	11	3	9	13	0	2
March	2021	31	2	18	1	12	1	13	5	9	13	0	1
April	2021	31	3	22	1	8	1	17	3	9	10	0	2
May	2021	25	3	17	0	10	1	21	3	6	7	1	2
June	2021	21	4	16	0	8	0	31	2	5	5	1	3
July	2021	15	3	12	0	9	0	37	2	5	5	2	3
August	2021	12	2	9	0	6	0	46	2	7	5	2	4
September	2021	11	1	8	0	6	1	43	2	6	5	2	3
October	2021	12	0	6	0	6	1	44	2	7	4	2	3
November	2021	13	1	4	0	6	1	44	2	6	3	2	2
December	2021	13	2	5	0	5	1	48	2	5	2	2	3
January	2022	10	3	5	1	3	1	56	2	4	2	1	3
February	2022	7	4	5	1	4	1	57	2	3	3	1	2
March	2022	7	5	3	2	3	0	56	3	4	4	2	2
April	2022	8	4	2	2	5	1	53	5	4	4	3	2
May	2022	9	4	2	1	5	1	54	7	3	4	4	3
June	2022	8	3	1	1	5	1	59	11	4	3	9	3
July	2022	8	4	1	2	3	1	62	11	4	5	12	3
August	2022	7	3	1	3	2	0	60	15	7	5	12	3
September	2022	8	3	1	2	1	0	59	15	7	6	8	3
October	2022	6	4	2	1	1	0	57	17	8	3	5	2