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

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 new vehicle, such as a car, pickup, van, or sport utility vehicle?"

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
April	1982	44	8	48	100	96	407
May	1982	42	7	51	100	91	415
June	1982	39	6	54	100	85	428

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
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
March	2018	65	8	28	100	137	283
April	2018	64	8	28	100	136	294
May	2018	62	7	31	100	132	297
June	2018	64	6	30	100	134	285
July	2018	59	4	37	100	123	276
August	2018	60	5	35	100	125	271
September	2018	60	6	34	100	126	268
October	2018	61	7	31	100	130	268

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
November	2018	59	8	33	100	126	258
December	2018	55	8	37	100	118	260
January	2019	58	6	35	100	123	253
February	2019	61	4	35	100	126	249
March	2019	62	3	35	100	128	249
April	2019	63	5	32	100	131	246
May	2019	62	6	31	100	131	241
June	2019	62	6	31	100	131	226
July	2019	63	5	32	100	131	229
August	2019	64	4	32	100	132	239
September	2019	64	6	30	100	133	249
October	2019	64	6	30	100	134	250
November	2019	64	6	30	100	133	264
December	2019	61	5	34	100	128	281
January	2020	59	5	36	100	123	276
February	2020	58	8	34	100	124	275
March	2020	60	8	32	100	129	286
April	2020	59	7	34	100	125	290
May	2020	60	5	35	100	126	305
June	2020	63	5	33	100	130	290
July	2020	65	4	31	100	133	292
August	2020	65	5	30	100	134	296
September	2020	63	4	33	100	130	283
October	2020	62	5	33	100	129	292
November	2020	65	4	31	100	133	276
December	2020	65	4	32	100	133	286
January	2021	65	5	30	100	135	279
February	2021	63	5	32	100	130	280
March	2021	58	6	36	100	122	274
April	2021	57	6	38	100	119	287
May	2021	54	6	40	100	115	289
June	2021	49	6	45	100	103	299
July	2021	42	4	54	100	88	287
August	2021	31	4	65	100	66	288
September	2021	29	3	67	100	62	278
October	2021	27	3	70	100	57	268
November	2021	26	2	72	100	54	257
December	2021	26	2	72	100	54	273
January	2022	23	3	74	100	50	290
February	2022	22	4	74	100	48	292
March	2022	23	4	73	100	49	277