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

Response to the query: "Why do you say so?" following the question on Table 37.

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

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

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

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

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

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

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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; 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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
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
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; 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
TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

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

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

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

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