

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

**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;       | Prices      | Interest   | Borrow in           | Times           |               |                 |                 | High         | Can't         | Gas           | Poor             |                |                   |
|                       |      | Good             | Won't Come  | Rates      | Advance             | Good;           | Fuel          | Supply          | Prices          | Interest     | Afford        | Uncertain     | Prices           | Select.;       | Supply            |
| <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>Adequate</u> | <u>High</u>     | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> | <u>Inadequate</u> |
| October               | 1982 | 30               | 10          | 8          | 1                   | 2               | 2             | 0               | 31              | 25           | 6             | 1             | 2                | 9              | 0                 |
| November              | 1982 | 28               | 9           | 11         | 1                   | 1               | 1             | 0               | 33              | 22           | 6             | 2             | 2                | 8              | 0                 |
| December              | 1982 | 31               | 8           | 16         | 1                   | 1               | 0             | 0               | 25              | 17           | 9             | 4             | 1                | 8              | 0                 |
| January               | 1983 | 28               | 8           | 23         | 1                   | 1               | 1             | 0               | 24              | 17           | 10            | 4             | 1                | 7              | 0                 |
| February              | 1983 | 27               | 8           | 28         | 1                   | 1               | 1             | 0               | 23              | 14           | 10            | 2             | 1                | 7              | 0                 |
| March                 | 1983 | 22               | 8           | 32         | 1                   | 2               | 2             | 0               | 26              | 15           | 10            | 1             | 1                | 7              | 0                 |
| April                 | 1983 | 22               | 10          | 33         | 1                   | 2               | 1             | 0               | 26              | 12           | 8             | 1             | 0                | 8              | 0                 |
| May                   | 1983 | 23               | 12          | 34         | 1                   | 3               | 2             | 0               | 23              | 10           | 6             | 1             | 0                | 7              | 0                 |
| June                  | 1983 | 25               | 13          | 37         | 1                   | 4               | 1             | 0               | 23              | 7            | 5             | 2             | 1                | 7              | 0                 |
| July                  | 1983 | 25               | 12          | 39         | 1                   | 4               | 0             | 0               | 22              | 6            | 4             | 2             | 2                | 5              | 0                 |
| August                | 1983 | 23               | 12          | 38         | 1                   | 4               | 1             | 0               | 21              | 6            | 4             | 2             | 2                | 5              | 0                 |
| September             | 1983 | 22               | 14          | 29         | 2                   | 3               | 1             | 0               | 23              | 8            | 4             | 2             | 1                | 5              | 0                 |
| October               | 1983 | 20               | 16          | 21         | 4                   | 3               | 2             | 0               | 24              | 5            | 4             | 2             | 0                | 6              | 0                 |
| November              | 1983 | 20               | 16          | 17         | 5                   | 3               | 2             | 0               | 23              | 7            | 5             | 2             | 0                | 7              | 0                 |
| December              | 1983 | 18               | 16          | 17         | 4                   | 4               | 3             | 0               | 23              | 7            | 3             | 2             | 0                | 6              | 0                 |
| January               | 1984 | 20               | 14          | 19         | 3                   | 4               | 2             | 1               | 21              | 8            | 3             | 1             | 0                | 4              | 0                 |
| February              | 1984 | 20               | 14          | 18         | 2                   | 5               | 2             | 1               | 25              | 6            | 2             | 1             | 0                | 4              | 0                 |
| March                 | 1984 | 22               | 14          | 19         | 3                   | 6               | 1             | 1               | 22              | 6            | 3             | 1             | 1                | 3              | 0                 |
| April                 | 1984 | 19               | 15          | 17         | 3                   | 6               | 1             | 0               | 24              | 7            | 3             | 1             | 1                | 4              | 0                 |
| May                   | 1984 | 19               | 16          | 16         | 3                   | 6               | 2             | 0               | 18              | 9            | 2             | 2             | 1                | 3              | 0                 |
| June                  | 1984 | 20               | 18          | 13         | 4                   | 5               | 2             | 0               | 18              | 10           | 2             | 1             | 0                | 3              | 0                 |
| July                  | 1984 | 23               | 18          | 14         | 6                   | 5               | 2             | 0               | 16              | 8            | 1             | 1             | 0                | 2              | 0                 |
| August                | 1984 | 21               | 19          | 14         | 6                   | 7               | 2             | 0               | 20              | 8            | 2             | 0             | 0                | 3              | 0                 |
| September             | 1984 | 22               | 17          | 13         | 6                   | 6               | 3             | 0               | 23              | 8            | 2             | 0             | 0                | 2              | 0                 |
| October               | 1984 | 21               | 17          | 11         | 5                   | 6               | 2             | 0               | 25              | 9            | 3             | 1             | 0                | 2              | 0                 |
| November              | 1984 | 19               | 16          | 12         | 5                   | 4               | 1             | 1               | 29              | 8            | 4             | 1             | 0                | 2              | 0                 |
| December              | 1984 | 15               | 16          | 12         | 3                   | 5               | 0             | 1               | 28              | 9            | 6             | 1             | 0                | 2              | 0                 |
| January               | 1985 | 18               | 16          | 15         | 2                   | 5               | 1             | 1               | 25              | 8            | 5             | 1             | 0                | 3              | 0                 |
| February              | 1985 | 22               | 16          | 17         | 1                   | 6               | 1             | 0               | 22              | 8            | 4             | 1             | 0                | 4              | 0                 |
| March                 | 1985 | 29               | 17          | 20         | 2                   | 6               | 1             | 0               | 20              | 5            | 3             | 1             | 0                | 5              | 0                 |
| April                 | 1985 | 29               | 17          | 21         | 2                   | 6               | 1             | 0               | 19              | 4            | 3             | 0             | 0                | 4              | 0                 |
| May                   | 1985 | 31               | 15          | 20         | 2                   | 4               | 1             | 0               | 20              | 5            | 3             | 2             | 0                | 3              | 0                 |
| June                  | 1985 | 26               | 13          | 24         | 1                   | 4               | 1             | 0               | 18              | 4            | 2             | 3             | 0                | 3              | 0                 |
| July                  | 1985 | 25               | 13          | 26         | 1                   | 4               | 1             | 1               | 16              | 4            | 2             | 4             | 0                | 3              | 0                 |
| August                | 1985 | 24               | 16          | 29         | 1                   | 4               | 0             | 0               | 14              | 4            | 2             | 2             | 0                | 4              | 0                 |
| September             | 1985 | 26               | 13          | 36         | 0                   | 3               | 0             | 1               | 14              | 5            | 1             | 1             | 0                | 4              | 0                 |
| October               | 1985 | 25               | 13          | 38         | 1                   | 2               | 0             | 1               | 17              | 5            | 2             | 1             | 0                | 4              | 0                 |
| November              | 1985 | 24               | 11          | 43         | 1                   | 1               | 1             | 2               | 17              | 5            | 1             | 1             | 0                | 2              | 0                 |
| December              | 1985 | 23               | 12          | 37         | 2                   | 1               | 1             | 1               | 19              | 5            | 2             | 1             | 0                | 2              | 0                 |
| January               | 1986 | 21               | 12          | 42         | 1                   | 2               | 1             | 0               | 16              | 5            | 2             | 1             | 0                | 3              | 0                 |
| February              | 1986 | 22               | 11          | 43         | 2                   | 3               | 1             | 0               | 14              | 3            | 3             | 1             | 0                | 4              | 0                 |
| March                 | 1986 | 20               | 11          | 50         | 1                   | 4               | 1             | 0               | 14              | 2            | 3             | 1             | 0                | 3              | 0                 |
| April                 | 1986 | 20               | 10          | 51         | 2                   | 5               | 1             | 1               | 15              | 2            | 2             | 1             | 0                | 2              | 0                 |
| May                   | 1986 | 21               | 9           | 56         | 1                   | 5               | 0             | 0               | 14              | 3            | 2             | 0             | 1                | 2              | 0                 |
| June                  | 1986 | 25               | 8           | 56         | 3                   | 5               | 0             | 1               | 12              | 3            | 1             | 0             | 1                | 2              | 0                 |
| July                  | 1986 | 28               | 7           | 56         | 3                   | 3               | 0             | 0               | 11              | 3            | 2             | 1             | 1                | 2              | 0                 |
| August                | 1986 | 27               | 10          | 50         | 3                   | 3               | 0             | 0               | 13              | 3            | 2             | 1             | 0                | 2              | 0                 |
| September             | 1986 | 25               | 7           | 57         | 2                   | 3               | 0             | 0               | 11              | 3            | 2             | 1             | 0                | 2              | 0                 |
| October               | 1986 | 24               | 7           | 58         | 2                   | 3               | 0             | 1               | 10              | 4            | 1             | 0             | 0                | 2              | 0                 |
| November              | 1986 | 22               | 6           | 56         | 3                   | 3               | 0             | 1               | 12              | 7            | 0             | 0             | 0                | 1              | 0                 |
| December              | 1986 | 21               | 7           | 44         | 3                   | 2               | 0             | 1               | 14              | 8            | 1             | 0             | 0                | 1              | 0                 |
| January               | 1987 | 23               | 10          | 36         | 4                   | 2               | 1             | 0               | 17              | 6            | 3             | 1             | 0                | 1              | 0                 |
| February              | 1987 | 23               | 11          | 34         | 2                   | 3               | 1             | 0               | 15              | 4            | 3             | 1             | 0                | 2              | 0                 |
| March                 | 1987 | 25               | 11          | 36         | 3                   | 3               | 1             | 0               | 15              | 4            | 2             | 2             | 0                | 2              | 0                 |
| April                 | 1987 | 27               | 12          | 38         | 2                   | 2               | 0             | 0               | 15              | 4            | 1             | 1             | 0                | 2              | 0                 |
| May                   | 1987 | 30               | 13          | 40         | 2                   | 1               | 0             | 0               | 15              | 3            | 1             | 1             | 1                | 3              | 0                 |
| June                  | 1987 | 30               | 16          | 37         | 2                   | 1               | 0             | 0               | 14              | 3            | 1             | 0             | 1                | 3              | 0                 |
| July                  | 1987 | 35               | 13          | 32         | 2                   | 1               | 1             | 0               | 16              | 5            | 1             | 0             | 1                | 3              | 0                 |

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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          | Supply          | Prices          | Interest     | Afford        | Uncertain     | Prices           | Select.;       | Supply            |
| <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>Adequate</u> | <u>High</u>     | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> | <u>Inadequate</u> |
| August                | 1987 | 37               | 12          | 28         | 2                   | 1               | 1             | 0               | 16              | 6            | 1             | 1             | 1                | 3              | 0                 |
| September             | 1987 | 34               | 13          | 26         | 4                   | 1               | 2             | 0               | 18              | 5            | 2             | 1             | 1                | 4              | 0                 |
| October               | 1987 | 27               | 15          | 25         | 6                   | 2               | 1             | 1               | 19              | 4            | 2             | 2             | 1                | 4              | 0                 |
| November              | 1987 | 26               | 18          | 23         | 6                   | 2               | 1             | 0               | 18              | 4            | 2             | 3             | 1                | 3              | 0                 |
| December              | 1987 | 32               | 14          | 21         | 5                   | 2               | 1             | 2               | 18              | 5            | 2             | 4             | 0                | 1              | 0                 |
| January               | 1988 | 42               | 12          | 21         | 4                   | 2               | 1             | 1               | 14              | 5            | 2             | 3             | 0                | 3              | 0                 |
| February              | 1988 | 42               | 9           | 20         | 5                   | 2               | 0             | 1               | 17              | 6            | 3             | 2             | 0                | 4              | 0                 |
| March                 | 1988 | 38               | 10          | 21         | 5                   | 2               | 0             | 0               | 18              | 6            | 3             | 0             | 1                | 4              | 0                 |
| April                 | 1988 | 35               | 11          | 20         | 4                   | 3               | 0             | 0               | 19              | 8            | 3             | 0             | 1                | 3              | 0                 |
| May                   | 1988 | 33               | 12          | 22         | 6                   | 3               | 0             | 0               | 16              | 7            | 2             | 0             | 1                | 2              | 0                 |
| June                  | 1988 | 35               | 11          | 18         | 5                   | 3               | 1             | 1               | 16              | 6            | 1             | 1             | 0                | 4              | 0                 |
| July                  | 1988 | 36               | 12          | 15         | 5                   | 4               | 1             | 1               | 15              | 5            | 0             | 1             | 0                | 4              | 0                 |
| August                | 1988 | 36               | 14          | 13         | 3                   | 5               | 1             | 1               | 17              | 4            | 1             | 1             | 0                | 4              | 0                 |
| September             | 1988 | 37               | 15          | 12         | 4                   | 5               | 0             | 1               | 17              | 7            | 1             | 0             | 0                | 3              | 0                 |
| October               | 1988 | 32               | 16          | 11         | 5                   | 5               | 0             | 0               | 21              | 8            | 1             | 0             | 0                | 4              | 0                 |
| November              | 1988 | 31               | 14          | 9          | 4                   | 3               | 0             | 1               | 23              | 9            | 1             | 1             | 0                | 6              | 0                 |
| December              | 1988 | 27               | 16          | 11         | 5                   | 3               | 1             | 1               | 22              | 7            | 2             | 1             | 0                | 5              | 0                 |
| January               | 1989 | 28               | 16          | 13         | 5                   | 3               | 1             | 1               | 16              | 8            | 1             | 2             | 0                | 2              | 0                 |
| February              | 1989 | 29               | 16          | 14         | 6                   | 5               | 1             | 0               | 14              | 7            | 3             | 1             | 0                | 2              | 0                 |
| March                 | 1989 | 30               | 13          | 14         | 5                   | 5               | 0             | 0               | 12              | 10           | 3             | 1             | 1                | 3              | 0                 |
| April                 | 1989 | 30               | 13          | 19         | 5                   | 3               | 0             | 0               | 13              | 11           | 4             | 2             | 1                | 2              | 0                 |
| May                   | 1989 | 32               | 12          | 19         | 4                   | 2               | 0             | 0               | 12              | 12           | 3             | 2             | 1                | 3              | 0                 |
| June                  | 1989 | 38               | 12          | 21         | 3                   | 1               | 0             | 0               | 12              | 10           | 4             | 1             | 2                | 3              | 0                 |
| July                  | 1989 | 43               | 10          | 20         | 1                   | 3               | 0             | 0               | 13              | 7            | 3             | 0             | 2                | 4              | 0                 |
| August                | 1989 | 39               | 14          | 17         | 2                   | 3               | 0             | 0               | 18              | 6            | 4             | 1             | 1                | 3              | 0                 |
| September             | 1989 | 34               | 13          | 14         | 3                   | 3               | 1             | 0               | 20              | 5            | 3             | 1             | 0                | 2              | 0                 |
| October               | 1989 | 30               | 13          | 13         | 2                   | 3               | 1             | 0               | 22              | 5            | 3             | 1             | 0                | 2              | 0                 |
| November              | 1989 | 31               | 10          | 12         | 1                   | 3               | 1             | 0               | 22              | 4            | 5             | 1             | 0                | 4              | 0                 |
| December              | 1989 | 32               | 11          | 13         | 1                   | 2               | 0             | 0               | 23              | 5            | 6             | 1             | 0                | 4              | 0                 |
| January               | 1990 | 42               | 9           | 11         | 1                   | 1               | 0             | 0               | 21              | 5            | 6             | 2             | 0                | 4              | 0                 |
| February              | 1990 | 51               | 7           | 11         | 1                   | 1               | 0             | 0               | 20              | 5            | 4             | 2             | 0                | 5              | 0                 |
| March                 | 1990 | 57               | 7           | 7          | 0                   | 1               | 0             | 0               | 19              | 3            | 3             | 2             | 0                | 4              | 0                 |
| April                 | 1990 | 51               | 8           | 9          | 0                   | 1               | 0             | 1               | 21              | 4            | 3             | 2             | 0                | 4              | 0                 |
| May                   | 1990 | 46               | 12          | 12         | 1                   | 1               | 0             | 1               | 20              | 4            | 2             | 2             | 0                | 3              | 0                 |
| June                  | 1990 | 45               | 10          | 14         | 1                   | 1               | 0             | 1               | 19              | 6            | 3             | 4             | 0                | 3              | 0                 |
| July                  | 1990 | 45               | 9           | 11         | 2                   | 2               | 0             | 1               | 18              | 5            | 5             | 3             | 0                | 3              | 0                 |
| August                | 1990 | 43               | 7           | 9          | 1                   | 2               | 0             | 1               | 18              | 9            | 7             | 5             | 2                | 3              | 0                 |
| September             | 1990 | 40               | 9           | 9          | 1                   | 2               | 2             | 1               | 19              | 8            | 7             | 5             | 4                | 3              | 0                 |
| October               | 1990 | 38               | 9           | 7          | 1                   | 1               | 3             | 0               | 19              | 8            | 7             | 7             | 10               | 3              | 0                 |
| November              | 1990 | 39               | 9           | 7          | 1                   | 1               | 3             | 0               | 22              | 7            | 7             | 7             | 12               | 2              | 0                 |
| December              | 1990 | 39               | 7           | 5          | 1                   | 1               | 2             | 0               | 22              | 6            | 9             | 9             | 13               | 2              | 0                 |
| January               | 1991 | 39               | 6           | 4          | 1                   | 1               | 1             | 0               | 21              | 8            | 7             | 11            | 9                | 2              | 0                 |
| February              | 1991 | 42               | 4           | 5          | 1                   | 0               | 0             | 0               | 16              | 5            | 9             | 10            | 7                | 2              | 0                 |
| March                 | 1991 | 48               | 3           | 9          | 1                   | 0               | 0             | 0               | 13              | 4            | 8             | 9             | 4                | 2              | 0                 |
| April                 | 1991 | 52               | 4           | 11         | 1                   | 1               | 1             | 0               | 15              | 4            | 11            | 5             | 2                | 3              | 0                 |
| May                   | 1991 | 57               | 4           | 16         | 1                   | 1               | 1             | 1               | 17              | 5            | 11            | 5             | 0                | 2              | 0                 |
| June                  | 1991 | 52               | 6           | 13         | 1                   | 1               | 1             | 0               | 22              | 6            | 12            | 5             | 0                | 1              | 0                 |
| July                  | 1991 | 50               | 5           | 15         | 0                   | 1               | 0             | 0               | 20              | 6            | 10            | 9             | 1                | 1              | 0                 |
| August                | 1991 | 48               | 6           | 13         | 0                   | 0               | 0             | 0               | 19              | 6            | 9             | 9             | 1                | 1              | 0                 |
| September             | 1991 | 49               | 5           | 15         | 0                   | 1               | 0             | 0               | 17              | 6            | 11            | 9             | 1                | 1              | 0                 |
| October               | 1991 | 50               | 9           | 12         | 0                   | 0               | 0             | 0               | 18              | 4            | 10            | 8             | 0                | 2              | 0                 |
| November              | 1991 | 50               | 8           | 13         | 1                   | 0               | 0             | 0               | 19              | 3            | 9             | 10            | 0                | 1              | 0                 |
| December              | 1991 | 49               | 9           | 13         | 1                   | 0               | 0             | 0               | 21              | 3            | 10            | 11            | 0                | 1              | 0                 |
| January               | 1992 | 54               | 4           | 19         | 1                   | 0               | 1             | 0               | 16              | 3            | 11            | 10            | 0                | 0              | 0                 |
| February              | 1992 | 53               | 4           | 23         | 0                   | 1               | 1             | 0               | 14              | 3            | 10            | 10            | 0                | 0              | 0                 |
| March                 | 1992 | 55               | 3           | 26         | 0                   | 1               | 1             | 0               | 13              | 3            | 9             | 11            | 0                | 2              | 0                 |
| April                 | 1992 | 51               | 6           | 28         | 1                   | 2               | 0             | 1               | 14              | 2            | 7             | 10            | 0                | 2              | 0                 |
| May                   | 1992 | 51               | 6           | 27         | 1                   | 1               | 0             | 1               | 12              | 2            | 9             | 10            | 1                | 3              | 0                 |

**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;       | Prices      | Interest   | Borrow in           | Times           |               |                 |                 |              | High          | Can't         | Gas              | Poor           | Supply            |
|                       |      | Good             | Won't Come  | Rates      | Advance             | Good;           | Fuel          | Supply          | Prices          | Interest     | Afford        | Uncertain     | Prices           | Select.;       | Supply            |
| <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>Adequate</u> | <u>High</u>     | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> | <u>Inadequate</u> |
| June                  | 1992 | 54               | 7           | 31         | 1                   | 1               | 0             | 1               | 8               | 1            | 7             | 8             | 0                | 1              | 0                 |
| July                  | 1992 | 48               | 6           | 27         | 1                   | 2               | 0             | 2               | 11              | 2            | 12            | 8             | 0                | 1              | 0                 |
| August                | 1992 | 46               | 6           | 28         | 1                   | 3               | 0             | 2               | 15              | 1            | 10            | 9             | 0                | 0              | 0                 |
| September             | 1992 | 42               | 7           | 26         | 1                   | 3               | 0             | 1               | 15              | 1            | 13            | 9             | 0                | 0              | 0                 |
| October               | 1992 | 44               | 6           | 27         | 1                   | 2               | 0             | 0               | 18              | 2            | 10            | 9             | 0                | 1              | 0                 |
| November              | 1992 | 43               | 6           | 24         | 1                   | 1               | 0             | 0               | 17              | 4            | 14            | 8             | 0                | 2              | 0                 |
| December              | 1992 | 43               | 5           | 20         | 1                   | 2               | 0             | 0               | 18              | 5            | 10            | 7             | 0                | 1              | 0                 |
| January               | 1993 | 45               | 7           | 20         | 0                   | 4               | 0             | 0               | 14              | 4            | 9             | 7             | 1                | 1              | 0                 |
| February              | 1993 | 46               | 6           | 20         | 0                   | 5               | 0             | 0               | 15              | 3            | 5             | 6             | 1                | 2              | 0                 |
| March                 | 1993 | 44               | 9           | 22         | 1                   | 5               | 0             | 1               | 16              | 2            | 7             | 6             | 1                | 2              | 0                 |
| April                 | 1993 | 42               | 7           | 24         | 1                   | 3               | 0             | 1               | 17              | 4            | 8             | 7             | 0                | 2              | 0                 |
| May                   | 1993 | 37               | 10          | 27         | 1                   | 4               | 0             | 1               | 15              | 3            | 9             | 7             | 1                | 2              | 0                 |
| June                  | 1993 | 36               | 7           | 29         | 1                   | 6               | 1             | 1               | 14              | 3            | 8             | 7             | 1                | 2              | 0                 |
| July                  | 1993 | 38               | 8           | 32         | 2                   | 6               | 1             | 1               | 13              | 2            | 8             | 5             | 1                | 2              | 0                 |
| August                | 1993 | 39               | 6           | 29         | 2                   | 5               | 1             | 0               | 15              | 1            | 10            | 6             | 1                | 1              | 0                 |
| September             | 1993 | 41               | 5           | 27         | 1                   | 3               | 0             | 0               | 16              | 1            | 10            | 6             | 0                | 2              | 0                 |
| October               | 1993 | 37               | 6           | 24         | 1                   | 3               | 1             | 0               | 20              | 2            | 8             | 7             | 0                | 1              | 0                 |
| November              | 1993 | 37               | 8           | 24         | 1                   | 2               | 1             | 0               | 17              | 2            | 8             | 6             | 0                | 2              | 0                 |
| December              | 1993 | 37               | 7           | 26         | 1                   | 4               | 1             | 0               | 17              | 2            | 9             | 4             | 0                | 1              | 0                 |
| January               | 1994 | 42               | 5           | 29         | 0                   | 8               | 0             | 0               | 15              | 1            | 10            | 3             | 0                | 1              | 0                 |
| February              | 1994 | 44               | 5           | 33         | 0                   | 9               | 0             | 1               | 14              | 2            | 7             | 2             | 0                | 1              | 0                 |
| March                 | 1994 | 42               | 7           | 32         | 0                   | 9               | 0             | 1               | 14              | 3            | 5             | 2             | 0                | 3              | 0                 |
| April                 | 1994 | 38               | 12          | 30         | 2                   | 6               | 0             | 1               | 14              | 3            | 3             | 2             | 0                | 3              | 0                 |
| May                   | 1994 | 33               | 15          | 25         | 3                   | 7               | 0             | 1               | 15              | 2            | 2             | 2             | 0                | 3              | 0                 |
| June                  | 1994 | 32               | 14          | 25         | 3                   | 6               | 1             | 2               | 14              | 2            | 2             | 2             | 0                | 1              | 0                 |
| July                  | 1994 | 34               | 9           | 26         | 3                   | 6               | 1             | 2               | 15              | 3            | 5             | 2             | 0                | 1              | 0                 |
| August                | 1994 | 31               | 7           | 25         | 3                   | 7               | 1             | 2               | 16              | 4            | 5             | 2             | 0                | 1              | 0                 |
| September             | 1994 | 32               | 7           | 27         | 5                   | 8               | 0             | 1               | 16              | 6            | 6             | 1             | 0                | 1              | 0                 |
| October               | 1994 | 31               | 9           | 26         | 4                   | 9               | 1             | 2               | 19              | 5            | 5             | 2             | 0                | 1              | 0                 |
| November              | 1994 | 33               | 10          | 26         | 5                   | 7               | 1             | 2               | 20              | 6            | 6             | 2             | 1                | 1              | 0                 |
| December              | 1994 | 30               | 11          | 20         | 5                   | 9               | 2             | 2               | 19              | 5            | 9             | 3             | 1                | 1              | 0                 |
| January               | 1995 | 29               | 12          | 18         | 6                   | 8               | 1             | 2               | 15              | 7            | 8             | 3             | 1                | 1              | 0                 |
| February              | 1995 | 30               | 12          | 16         | 4                   | 7               | 0             | 2               | 14              | 8            | 8             | 4             | 0                | 1              | 0                 |
| March                 | 1995 | 31               | 11          | 17         | 4                   | 4               | 1             | 2               | 18              | 11           | 6             | 3             | 1                | 1              | 0                 |
| April                 | 1995 | 28               | 10          | 15         | 3                   | 5               | 1             | 2               | 21              | 11           | 8             | 3             | 1                | 1              | 0                 |
| May                   | 1995 | 28               | 10          | 15         | 3                   | 6               | 1             | 2               | 25              | 9            | 8             | 4             | 1                | 1              | 0                 |
| June                  | 1995 | 28               | 10          | 14         | 3                   | 6               | 0             | 1               | 24              | 7            | 9             | 4             | 0                | 1              | 0                 |
| July                  | 1995 | 32               | 11          | 16         | 3                   | 6               | 0             | 1               | 21              | 6            | 6             | 4             | 0                | 1              | 0                 |
| August                | 1995 | 29               | 10          | 18         | 2                   | 7               | 0             | 0               | 23              | 6            | 6             | 3             | 0                | 1              | 0                 |
| September             | 1995 | 27               | 11          | 20         | 1                   | 9               | 0             | 1               | 23              | 5            | 5             | 3             | 0                | 1              | 0                 |
| October               | 1995 | 27               | 9           | 18         | 1                   | 7               | 0             | 1               | 28              | 4            | 8             | 4             | 0                | 2              | 0                 |
| November              | 1995 | 28               | 9           | 16         | 2                   | 5               | 1             | 1               | 24              | 3            | 9             | 4             | 0                | 1              | 0                 |
| December              | 1995 | 27               | 8           | 18         | 1                   | 6               | 1             | 0               | 23              | 3            | 9             | 5             | 0                | 2              | 0                 |
| January               | 1996 | 27               | 8           | 20         | 1                   | 6               | 1             | 0               | 21              | 4            | 7             | 5             | 0                | 2              | 0                 |
| February              | 1996 | 33               | 6           | 20         | 0                   | 5               | 0             | 0               | 27              | 4            | 6             | 5             | 0                | 2              | 0                 |
| March                 | 1996 | 35               | 7           | 19         | 0                   | 4               | 0             | 1               | 27              | 4            | 6             | 4             | 0                | 2              | 0                 |
| April                 | 1996 | 32               | 8           | 20         | 1                   | 4               | 0             | 1               | 26              | 5            | 5             | 3             | 0                | 2              | 0                 |
| May                   | 1996 | 27               | 10          | 23         | 2                   | 4               | 0             | 1               | 21              | 5            | 6             | 3             | 0                | 1              | 0                 |
| June                  | 1996 | 28               | 8           | 23         | 2                   | 3               | 0             | 0               | 24              | 6            | 6             | 3             | 0                | 2              | 0                 |
| July                  | 1996 | 32               | 10          | 22         | 3                   | 3               | 0             | 0               | 23              | 4            | 6             | 3             | 0                | 1              | 0                 |
| August                | 1996 | 35               | 9           | 20         | 2                   | 5               | 0             | 1               | 25              | 3            | 5             | 3             | 0                | 1              | 0                 |
| September             | 1996 | 34               | 11          | 14         | 4                   | 7               | 0             | 1               | 22              | 4            | 5             | 3             | 0                | 0              | 0                 |
| October               | 1996 | 32               | 10          | 13         | 3                   | 9               | 1             | 1               | 22              | 4            | 5             | 2             | 0                | 1              | 0                 |
| November              | 1996 | 25               | 11          | 18         | 3                   | 9               | 1             | 1               | 22              | 5            | 6             | 1             | 0                | 1              | 0                 |
| December              | 1996 | 25               | 12          | 19         | 1                   | 7               | 1             | 0               | 22              | 2            | 5             | 1             | 0                | 2              | 0                 |
| January               | 1997 | 27               | 12          | 19         | 1                   | 9               | 0             | 0               | 17              | 3            | 5             | 1             | 0                | 2              | 0                 |
| February              | 1997 | 28               | 10          | 14         | 0                   | 10              | 0             | 0               | 20              | 3            | 5             | 1             | 0                | 2              | 0                 |
| March                 | 1997 | 28               | 10          | 18         | 1                   | 12              | 0             | 0               | 20              | 4            | 5             | 2             | 0                | 2              | 0                 |

**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;       | Prices      | Interest   | Borrow in           | Times           |               |                 |                 | High         | Can't         | Gas           | Poor             |                |                   |
|                       |      | Good             | Won't Come  | Rates      | Advance             | Good;           | Fuel          | Supply          | Prices          | Interest     | Afford        | Uncertain     | Prices           | Select.;       | Supply            |
| <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>Adequate</u> | <u>High</u>     | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> | <u>Inadequate</u> |
| April                 | 1997 | 28               | 9           | 18         | 2                   | 11              | 1             | 0               | 25              | 4            | 4             | 1             | 0                | 2              | 0                 |
| May                   | 1997 | 30               | 9           | 19         | 2                   | 10              | 1             | 0               | 22              | 4            | 4             | 1             | 0                | 1              | 0                 |
| June                  | 1997 | 32               | 7           | 17         | 2                   | 9               | 1             | 1               | 20              | 5            | 4             | 1             | 0                | 1              | 0                 |
| July                  | 1997 | 28               | 7           | 19         | 2                   | 8               | 0             | 1               | 19              | 4            | 4             | 1             | 0                | 1              | 0                 |
| August                | 1997 | 29               | 7           | 20         | 3                   | 7               | 0             | 1               | 16              | 3            | 4             | 1             | 1                | 2              | 0                 |
| September             | 1997 | 27               | 7           | 22         | 4                   | 7               | 0             | 0               | 17              | 2            | 2             | 1             | 1                | 2              | 0                 |
| October               | 1997 | 29               | 6           | 22         | 2                   | 8               | 1             | 1               | 14              | 3            | 3             | 0             | 1                | 2              | 0                 |
| November              | 1997 | 29               | 6           | 18         | 1                   | 7               | 0             | 0               | 16              | 2            | 2             | 0             | 0                | 2              | 0                 |
| December              | 1997 | 28               | 7           | 15         | 0                   | 6               | 1             | 1               | 16              | 2            | 2             | 0             | 0                | 1              | 0                 |
| January               | 1998 | 27               | 8           | 13         | 0                   | 6               | 1             | 0               | 18              | 1            | 1             | 0             | 0                | 2              | 0                 |
| February              | 1998 | 29               | 6           | 18         | 0                   | 9               | 1             | 1               | 15              | 1            | 2             | 0             | 0                | 1              | 0                 |
| March                 | 1998 | 30               | 4           | 21         | 1                   | 10              | 0             | 2               | 16              | 1            | 2             | 0             | 0                | 3              | 0                 |
| April                 | 1998 | 28               | 4           | 22         | 1                   | 7               | 0             | 2               | 17              | 1            | 1             | 0             | 0                | 3              | 0                 |
| May                   | 1998 | 24               | 4           | 21         | 1                   | 8               | 0             | 2               | 19              | 2            | 1             | 0             | 0                | 2              | 0                 |
| June                  | 1998 | 25               | 6           | 23         | 0                   | 10              | 0             | 1               | 16              | 2            | 0             | 1             | 0                | 1              | 0                 |
| July                  | 1998 | 26               | 6           | 22         | 0                   | 12              | 0             | 1               | 15              | 2            | 1             | 1             | 0                | 1              | 0                 |
| August                | 1998 | 28               | 5           | 24         | 0                   | 13              | 0             | 1               | 14              | 1            | 2             | 1             | 0                | 1              | 0                 |
| September             | 1998 | 29               | 4           | 24         | 0                   | 10              | 0             | 1               | 13              | 1            | 2             | 1             | 0                | 1              | 0                 |
| October               | 1998 | 32               | 4           | 26         | 0                   | 10              | 0             | 1               | 11              | 1            | 2             | 2             | 0                | 2              | 0                 |
| November              | 1998 | 34               | 2           | 29         | 0                   | 8               | 0             | 1               | 9               | 1            | 1             | 2             | 0                | 1              | 0                 |
| December              | 1998 | 34               | 2           | 31         | 0                   | 10              | 0             | 2               | 9               | 0            | 1             | 1             | 0                | 1              | 0                 |
| January               | 1999 | 32               | 3           | 34         | 0                   | 10              | 0             | 1               | 9               | 0            | 1             | 0             | 0                | 1              | 0                 |
| February              | 1999 | 29               | 5           | 34         | 0                   | 10              | 0             | 0               | 10              | 1            | 1             | 1             | 0                | 1              | 0                 |
| March                 | 1999 | 33               | 5           | 33         | 0                   | 10              | 0             | 0               | 11              | 1            | 1             | 0             | 0                | 1              | 0                 |
| April                 | 1999 | 35               | 4           | 32         | 1                   | 10              | 0             | 0               | 13              | 1            | 2             | 0             | 0                | 1              | 0                 |
| May                   | 1999 | 32               | 8           | 31         | 1                   | 12              | 0             | 1               | 14              | 1            | 2             | 0             | 1                | 1              | 0                 |
| June                  | 1999 | 28               | 9           | 27         | 1                   | 13              | 0             | 1               | 13              | 2            | 2             | 1             | 1                | 1              | 0                 |
| July                  | 1999 | 24               | 9           | 28         | 1                   | 14              | 0             | 1               | 11              | 3            | 1             | 1             | 1                | 0              | 0                 |
| August                | 1999 | 28               | 6           | 23         | 1                   | 12              | 0             | 1               | 12              | 3            | 2             | 1             | 0                | 0              | 0                 |
| September             | 1999 | 24               | 5           | 21         | 3                   | 14              | 0             | 2               | 11              | 2            | 2             | 2             | 0                | 0              | 0                 |
| October               | 1999 | 23               | 6           | 15         | 3                   | 14              | 0             | 2               | 12              | 2            | 2             | 2             | 0                | 1              | 0                 |
| November              | 1999 | 25               | 7           | 19         | 3                   | 13              | 0             | 1               | 7               | 3            | 3             | 2             | 1                | 1              | 0                 |
| December              | 1999 | 26               | 6           | 20         | 1                   | 10              | 0             | 1               | 9               | 3            | 3             | 1             | 1                | 2              | 0                 |
| January               | 2000 | 30               | 6           | 20         | 0                   | 9               | 0             | 1               | 10              | 5            | 3             | 0             | 1                | 3              | 0                 |
| February              | 2000 | 31               | 5           | 14         | 1                   | 9               | 0             | 1               | 11              | 4            | 2             | 0             | 2                | 2              | 0                 |
| March                 | 2000 | 32               | 6           | 14         | 2                   | 12              | 0             | 1               | 11              | 4            | 0             | 0             | 4                | 1              | 0                 |
| April                 | 2000 | 30               | 5           | 15         | 4                   | 17              | 1             | 1               | 10              | 2            | 0             | 0             | 5                | 0              | 0                 |
| May                   | 2000 | 25               | 7           | 17         | 4                   | 15              | 0             | 0               | 12              | 3            | 0             | 0             | 6                | 0              | 0                 |
| June                  | 2000 | 22               | 7           | 15         | 3                   | 14              | 1             | 1               | 14              | 4            | 1             | 0             | 7                | 0              | 0                 |
| July                  | 2000 | 24               | 8           | 16         | 2                   | 12              | 1             | 1               | 14              | 3            | 2             | 0             | 7                | 1              | 0                 |
| August                | 2000 | 27               | 9           | 12         | 1                   | 14              | 2             | 1               | 14              | 4            | 2             | 0             | 6                | 1              | 0                 |
| September             | 2000 | 31               | 8           | 13         | 1                   | 15              | 1             | 1               | 10              | 4            | 3             | 1             | 5                | 1              | 0                 |
| October               | 2000 | 25               | 9           | 10         | 1                   | 13              | 1             | 0               | 11              | 4            | 3             | 1             | 5                | 0              | 0                 |
| November              | 2000 | 22               | 6           | 16         | 1                   | 14              | 0             | 1               | 10              | 2            | 2             | 1             | 6                | 0              | 0                 |
| December              | 2000 | 24               | 7           | 16         | 1                   | 11              | 1             | 2               | 11              | 2            | 2             | 1             | 4                | 2              | 0                 |
| January               | 2001 | 26               | 5           | 21         | 2                   | 9               | 0             | 1               | 9               | 2            | 3             | 3             | 4                | 1              | 0                 |
| February              | 2001 | 29               | 4           | 19         | 1                   | 6               | 1             | 1               | 8               | 2            | 5             | 3             | 4                | 1              | 0                 |
| March                 | 2001 | 29               | 4           | 22         | 1                   | 5               | 0             | 0               | 7               | 2            | 6             | 3             | 3                | 0              | 0                 |
| April                 | 2001 | 29               | 2           | 22         | 1                   | 5               | 1             | 0               | 9               | 2            | 6             | 5             | 2                | 1              | 0                 |
| May                   | 2001 | 28               | 2           | 25         | 1                   | 4               | 1             | 0               | 10              | 2            | 5             | 5             | 3                | 1              | 0                 |
| June                  | 2001 | 26               | 3           | 24         | 0                   | 4               | 2             | 0               | 12              | 3            | 4             | 6             | 7                | 2              | 0                 |
| July                  | 2001 | 30               | 3           | 26         | 0                   | 2               | 1             | 0               | 11              | 3            | 3             | 3             | 8                | 2              | 0                 |
| August                | 2001 | 29               | 3           | 23         | 0                   | 4               | 2             | 0               | 11              | 4            | 5             | 3             | 5                | 2              | 0                 |
| September             | 2001 | 31               | 2           | 21         | 0                   | 5               | 0             | 0               | 8               | 3            | 7             | 6             | 3                | 2              | 0                 |
| October               | 2001 | 30               | 1           | 27         | 1                   | 6               | 0             | 0               | 7               | 5            | 7             | 9             | 1                | 1              | 0                 |
| November              | 2001 | 32               | 1           | 44         | 1                   | 3               | 0             | 0               | 6               | 3            | 5             | 10            | 1                | 0              | 0                 |
| December              | 2001 | 30               | 1           | 58         | 1                   | 1               | 0             | 0               | 6               | 2            | 5             | 7             | 0                | 0              | 0                 |
| January               | 2002 | 32               | 2           | 57         | 0                   | 0               | 0             | 0               | 4               | 0            | 6             | 5             | 0                | 0              | 0                 |

**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;       | Prices      | Interest   | Borrow in           | Times           |               |                 |                 |              | High          | Can't         | Gas              | Poor           | Supply            |
|                       |      | Good             | Won't Come  | Rates      | Advance             | Good;           | Fuel          | Supply          | Prices          | Interest     | Afford        | Uncertain     | Prices           | Select.;       | Supply            |
| <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>Adequate</u> | <u>High</u>     | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> | <u>Inadequate</u> |
| February              | 2002 | 34               | 1           | 51         | 0                   | 0               | 0             | 0               | 5               | 0            | 6             | 5             | 1                | 0              | 0                 |
| March                 | 2002 | 36               | 3           | 42         | 0                   | 2               | 0             | 0               | 6               | 1            | 6             | 4             | 1                | 0              | 0                 |
| April                 | 2002 | 36               | 2           | 41         | 0                   | 3               | 0             | 0               | 9               | 3            | 7             | 2             | 2                | 0              | 0                 |
| May                   | 2002 | 31               | 3           | 37         | 1                   | 5               | 0             | 0               | 11              | 3            | 7             | 1             | 2                | 0              | 0                 |
| June                  | 2002 | 32               | 2           | 36         | 0                   | 3               | 0             | 0               | 9               | 3            | 6             | 2             | 2                | 0              | 0                 |
| July                  | 2002 | 34               | 4           | 36         | 1                   | 3               | 0             | 0               | 7               | 2            | 5             | 2             | 1                | 0              | 0                 |
| August                | 2002 | 40               | 3           | 39         | 0                   | 2               | 0             | 0               | 5               | 2            | 5             | 3             | 0                | 0              | 0                 |
| September             | 2002 | 41               | 4           | 44         | 0                   | 2               | 0             | 0               | 6               | 3            | 5             | 3             | 1                | 1              | 0                 |
| October               | 2002 | 38               | 3           | 50         | 0                   | 2               | 0             | 0               | 4               | 3            | 5             | 3             | 2                | 1              | 0                 |
| November              | 2002 | 32               | 2           | 48         | 1                   | 2               | 0             | 0               | 7               | 3            | 4             | 2             | 2                | 1              | 0                 |
| December              | 2002 | 30               | 1           | 50         | 1                   | 1               | 0             | 1               | 5               | 3            | 4             | 4             | 3                | 0              | 0                 |
| January               | 2003 | 32               | 1           | 41         | 1                   | 0               | 0             | 1               | 6               | 3            | 6             | 5             | 2                | 0              | 0                 |
| February              | 2003 | 36               | 1           | 40         | 0                   | 0               | 1             | 1               | 5               | 3            | 6             | 7             | 4                | 0              | 0                 |
| March                 | 2003 | 38               | 2           | 39         | 0                   | 1               | 1             | 0               | 7               | 1            | 6             | 5             | 4                | 1              | 0                 |
| April                 | 2003 | 38               | 3           | 40         | 0                   | 2               | 1             | 0               | 8               | 1            | 3             | 5             | 6                | 1              | 0                 |
| May                   | 2003 | 38               | 3           | 41         | 0                   | 2               | 1             | 0               | 7               | 0            | 3             | 5             | 4                | 1              | 0                 |
| June                  | 2003 | 37               | 4           | 40         | 0                   | 1               | 0             | 0               | 5               | 1            | 2             | 5             | 2                | 1              | 0                 |
| July                  | 2003 | 39               | 4           | 45         | 0                   | 1               | 0             | 1               | 6               | 2            | 2             | 5             | 0                | 1              | 0                 |
| August                | 2003 | 38               | 4           | 44         | 0                   | 2               | 0             | 1               | 8               | 4            | 3             | 4             | 0                | 0              | 0                 |
| September             | 2003 | 38               | 3           | 43         | 0                   | 2               | 0             | 1               | 9               | 4            | 3             | 5             | 1                | 0              | 0                 |
| October               | 2003 | 36               | 3           | 43         | 1                   | 3               | 0             | 0               | 9               | 3            | 3             | 4             | 2                | 0              | 0                 |
| November              | 2003 | 41               | 2           | 44         | 1                   | 3               | 0             | 0               | 8               | 2            | 2             | 2             | 2                | 0              | 0                 |
| December              | 2003 | 43               | 3           | 46         | 1                   | 4               | 0             | 0               | 5               | 1            | 2             | 2             | 1                | 0              | 0                 |
| January               | 2004 | 43               | 4           | 42         | 1                   | 4               | 1             | 0               | 4               | 2            | 4             | 2             | 1                | 0              | 0                 |
| February              | 2004 | 36               | 5           | 36         | 1                   | 4               | 1             | 0               | 5               | 2            | 5             | 3             | 1                | 0              | 0                 |
| March                 | 2004 | 34               | 4           | 30         | 1                   | 3               | 1             | 1               | 8               | 2            | 5             | 3             | 2                | 0              | 0                 |
| April                 | 2004 | 35               | 3           | 30         | 1                   | 5               | 0             | 1               | 12              | 2            | 3             | 2             | 4                | 1              | 0                 |
| May                   | 2004 | 34               | 3           | 29         | 2                   | 6               | 1             | 1               | 13              | 4            | 2             | 2             | 6                | 1              | 0                 |
| June                  | 2004 | 35               | 3           | 31         | 2                   | 6               | 2             | 1               | 14              | 5            | 3             | 2             | 11               | 2              | 0                 |
| July                  | 2004 | 30               | 3           | 29         | 4                   | 3               | 2             | 1               | 10              | 5            | 3             | 2             | 12               | 2              | 0                 |
| August                | 2004 | 32               | 3           | 30         | 3                   | 2               | 1             | 1               | 10              | 5            | 4             | 3             | 11               | 2              | 0                 |
| September             | 2004 | 35               | 4           | 31         | 3                   | 3               | 2             | 1               | 7               | 5            | 4             | 3             | 8                | 3              | 0                 |
| October               | 2004 | 38               | 4           | 33         | 2                   | 3               | 4             | 0               | 8               | 5            | 5             | 2             | 7                | 3              | 0                 |
| November              | 2004 | 38               | 5           | 29         | 2                   | 4               | 4             | 0               | 9               | 3            | 4             | 1             | 5                | 3              | 0                 |
| December              | 2004 | 39               | 6           | 27         | 2                   | 4               | 3             | 0               | 10              | 5            | 3             | 2             | 3                | 3              | 0                 |
| January               | 2005 | 42               | 5           | 24         | 4                   | 5               | 0             | 0               | 11              | 5            | 1             | 4             | 2                | 2              | 0                 |
| February              | 2005 | 39               | 4           | 26         | 4                   | 4               | 1             | 0               | 11              | 6            | 2             | 4             | 3                | 3              | 0                 |
| March                 | 2005 | 33               | 4           | 24         | 4                   | 4               | 1             | 0               | 13              | 6            | 3             | 2             | 5                | 2              | 0                 |
| April                 | 2005 | 28               | 4           | 25         | 3                   | 3               | 4             | 0               | 14              | 5            | 4             | 1             | 9                | 5              | 0                 |
| May                   | 2005 | 31               | 6           | 21         | 3                   | 3               | 6             | 1               | 11              | 3            | 2             | 1             | 13               | 7              | 0                 |
| June                  | 2005 | 38               | 6           | 20         | 3                   | 2               | 7             | 2               | 9               | 1            | 1             | 1             | 14               | 7              | 0                 |
| July                  | 2005 | 43               | 7           | 15         | 3                   | 2               | 5             | 2               | 8               | 1            | 1             | 1             | 12               | 5              | 0                 |
| August                | 2005 | 50               | 5           | 16         | 1                   | 1               | 3             | 1               | 10              | 1            | 1             | 1             | 8                | 2              | 0                 |
| September             | 2005 | 51               | 3           | 14         | 0                   | 2               | 5             | 1               | 11              | 1            | 1             | 2             | 12               | 5              | 0                 |
| October               | 2005 | 48               | 2           | 14         | 1                   | 1               | 6             | 1               | 11              | 2            | 3             | 2             | 18               | 6              | 0                 |
| November              | 2005 | 45               | 2           | 13         | 1                   | 1               | 8             | 0               | 11              | 2            | 4             | 2             | 19               | 6              | 0                 |
| December              | 2005 | 45               | 2           | 13         | 1                   | 1               | 7             | 0               | 11              | 3            | 7             | 2             | 14               | 4              | 0                 |
| January               | 2006 | 44               | 3           | 13         | 1                   | 3               | 8             | 0               | 11              | 3            | 6             | 2             | 9                | 5              | 0                 |
| February              | 2006 | 39               | 4           | 13         | 2                   | 3               | 6             | 0               | 11              | 4            | 5             | 3             | 8                | 5              | 0                 |
| March                 | 2006 | 41               | 4           | 12         | 2                   | 5               | 6             | 0               | 11              | 4            | 4             | 2             | 8                | 6              | 0                 |
| April                 | 2006 | 42               | 4           | 15         | 1                   | 4               | 4             | 0               | 10              | 4            | 3             | 3             | 11               | 6              | 0                 |
| May                   | 2006 | 39               | 2           | 12         | 1                   | 4               | 6             | 0               | 9               | 3            | 4             | 2             | 16               | 9              | 0                 |
| June                  | 2006 | 37               | 2           | 12         | 1                   | 2               | 8             | 0               | 9               | 2            | 4             | 3             | 20               | 9              | 0                 |
| July                  | 2006 | 37               | 3           | 9          | 2                   | 1               | 8             | 1               | 12              | 3            | 5             | 2             | 21               | 9              | 0                 |
| August                | 2006 | 43               | 3           | 10         | 3                   | 1               | 8             | 1               | 11              | 4            | 4             | 1             | 17               | 9              | 0                 |
| September             | 2006 | 44               | 3           | 11         | 2                   | 0               | 6             | 1               | 9               | 5            | 4             | 1             | 15               | 9              | 0                 |
| October               | 2006 | 44               | 3           | 10         | 1                   | 1               | 5             | 1               | 9               | 6            | 4             | 1             | 13               | 9              | 0                 |
| November              | 2006 | 43               | 3           | 12         | 0                   | 1               | 4             | 1               | 10              | 4            | 5             | 1             | 12               | 8              | 0                 |
| December              | 2006 | 42               | 4           | 12         | 1                   | 2               | 4             | 0               | 11              | 6            | 4             | 1             | 11               | 8              | 0                 |

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

| <u>Date of Survey</u> |             | <u>GOOD TIME TO BUY</u> |                   |                     |                  |               |                 |               | <u>BAD TIME TO BUY</u> |                 |               |                  |                |                   |               |
|-----------------------|-------------|-------------------------|-------------------|---------------------|------------------|---------------|-----------------|---------------|------------------------|-----------------|---------------|------------------|----------------|-------------------|---------------|
|                       |             | <u>Low Price;</u>       | <u>Prices</u>     | <u>Interest</u>     | <u>Borrow in</u> | <u>Times</u>  |                 |               | <u>High</u>            | <u>Can't</u>    | <u>Gas</u>    |                  | <u>Poor</u>    | <u>Supply</u>     |               |
|                       |             | <u>Good</u>             | <u>Won't Come</u> | <u>Rates</u>        | <u>Advance</u>   | <u>Good;</u>  | <u>Fuel</u>     | <u>Supply</u> | <u>Prices</u>          | <u>Interest</u> | <u>Afford</u> | <u>Uncertain</u> | <u>Prices</u>  | <u>Select.;</u>   | <u>Supply</u> |
|                       | <u>Buys</u> | <u>Down</u>             | <u>Low</u>        | <u>Rising Rates</u> | <u>Prosper.</u>  | <u>Effic.</u> | <u>Adequate</u> | <u>High</u>   | <u>Rates</u>           | <u>To Buy</u>   | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> | <u>Inadequate</u> |               |
| January               | 2007        | 43                      | 2                 | 11                  | 2                | 2             | 6               | 0             | 11                     | 5               | 6             | 0                | 9              | 6                 | 0             |
| February              | 2007        | 43                      | 3                 | 11                  | 2                | 2             | 5               | 0             | 10                     | 5               | 6             | 1                | 9              | 5                 | 0             |
| March                 | 2007        | 41                      | 3                 | 13                  | 1                | 2             | 5               | 0             | 10                     | 4               | 7             | 1                | 7              | 6                 | 1             |
| April                 | 2007        | 40                      | 5                 | 16                  | 1                | 2             | 3               | 0             | 10                     | 6               | 4             | 2                | 8              | 7                 | 1             |
| May                   | 2007        | 42                      | 5                 | 14                  | 0                | 1             | 6               | 0             | 11                     | 5               | 4             | 1                | 8              | 7                 | 1             |
| June                  | 2007        | 42                      | 4                 | 13                  | 1                | 2             | 8               | 0             | 12                     | 6               | 3             | 2                | 11             | 8                 | 0             |
| July                  | 2007        | 43                      | 4                 | 11                  | 1                | 2             | 9               | 0             | 13                     | 4               | 4             | 2                | 12             | 8                 | 0             |
| August                | 2007        | 39                      | 5                 | 16                  | 2                | 2             | 6               | 0             | 13                     | 4               | 4             | 2                | 10             | 7                 | 0             |
| September             | 2007        | 39                      | 4                 | 16                  | 1                | 2             | 4               | 0             | 12                     | 4               | 4             | 3                | 7              | 5                 | 0             |
| October               | 2007        | 39                      | 3                 | 18                  | 1                | 2             | 5               | 1             | 9                      | 6               | 6             | 3                | 6              | 3                 | 0             |
| November              | 2007        | 37                      | 4                 | 13                  | 0                | 1             | 7               | 0             | 12                     | 5               | 8             | 4                | 8              | 6                 | 0             |
| December              | 2007        | 38                      | 4                 | 13                  | 0                | 0             | 6               | 0             | 14                     | 4               | 8             | 2                | 11             | 6                 | 0             |
| January               | 2008        | 32                      | 3                 | 9                   | 0                | 0             | 4               | 0             | 13                     | 4               | 9             | 2                | 14             | 9                 | 0             |
| February              | 2008        | 36                      | 2                 | 9                   | 0                | 0             | 2               | 0             | 10                     | 5               | 10            | 3                | 12             | 8                 | 0             |
| March                 | 2008        | 35                      | 2                 | 11                  | 0                | 1             | 2               | 0             | 6                      | 5               | 14            | 5                | 9              | 8                 | 0             |
| April                 | 2008        | 39                      | 2                 | 14                  | 0                | 1             | 2               | 0             | 7                      | 3               | 18            | 6                | 13             | 7                 | 0             |
| May                   | 2008        | 35                      | 1                 | 14                  | 0                | 1             | 5               | 0             | 6                      | 1               | 18            | 7                | 19             | 7                 | 0             |
| June                  | 2008        | 31                      | 1                 | 11                  | 0                | 0             | 8               | 0             | 7                      | 2               | 17            | 7                | 27             | 9                 | 0             |
| July                  | 2008        | 30                      | 1                 | 12                  | 0                | 0             | 10              | 0             | 6                      | 3               | 16            | 6                | 26             | 10                | 0             |
| August                | 2008        | 36                      | 1                 | 11                  | 0                | 0             | 9               | 0             | 7                      | 3               | 19            | 5                | 20             | 10                | 1             |
| September             | 2008        | 39                      | 1                 | 11                  | 0                | 0             | 8               | 0             | 8                      | 4               | 19            | 5                | 16             | 10                | 0             |
| October               | 2008        | 42                      | 2                 | 8                   | 0                | 0             | 5               | 0             | 9                      | 7               | 21            | 6                | 11             | 9                 | 0             |
| November              | 2008        | 46                      | 2                 | 7                   | 0                | 0             | 4               | 0             | 10                     | 10              | 16            | 9                | 9              | 8                 | 0             |
| December              | 2008        | 53                      | 3                 | 6                   | 0                | 1             | 2               | 0             | 10                     | 10              | 15            | 8                | 5              | 5                 | 0             |
| January               | 2009        | 57                      | 2                 | 8                   | 0                | 1             | 3               | 0             | 9                      | 9               | 13            | 8                | 4              | 4                 | 0             |
| February              | 2009        | 60                      | 2                 | 10                  | 0                | 1             | 2               | 0             | 8                      | 7               | 13            | 6                | 4              | 3                 | 0             |
| March                 | 2009        | 57                      | 1                 | 10                  | 0                | 0             | 2               | 0             | 7                      | 7               | 13            | 9                | 3              | 3                 | 0             |
| April                 | 2009        | 58                      | 0                 | 12                  | 0                | 1             | 1               | 0             | 6                      | 5               | 12            | 10               | 3              | 4                 | 0             |
| May                   | 2009        | 58                      | 1                 | 15                  | 0                | 2             | 0               | 0             | 7                      | 5               | 12            | 10               | 2              | 3                 | 0             |
| June                  | 2009        | 65                      | 1                 | 16                  | 0                | 2             | 0               | 0             | 7                      | 4               | 9             | 9                | 2              | 2                 | 0             |
| July                  | 2009        | 62                      | 1                 | 15                  | 0                | 1             | 1               | 0             | 8                      | 6               | 7             | 9                | 1              | 3                 | 0             |
| August                | 2009        | 59                      | 0                 | 13                  | 0                | 1             | 1               | 0             | 6                      | 5               | 6             | 9                | 2              | 4                 | 0             |
| September             | 2009        | 54                      | 1                 | 12                  | 0                | 1             | 2               | 0             | 6                      | 6               | 7             | 8                | 2              | 5                 | 0             |
| October               | 2009        | 56                      | 2                 | 15                  | 0                | 2             | 1               | 0             | 6                      | 6               | 9             | 6                | 2              | 4                 | 0             |
| November              | 2009        | 55                      | 3                 | 13                  | 0                | 2             | 2               | 0             | 7                      | 5               | 11            | 7                | 2              | 2                 | 1             |
| December              | 2009        | 57                      | 3                 | 15                  | 1                | 2             | 3               | 0             | 5                      | 5               | 10            | 7                | 1              | 2                 | 1             |
| January               | 2010        | 54                      | 3                 | 14                  | 1                | 1             | 4               | 0             | 3                      | 5               | 10            | 10               | 1              | 2                 | 1             |
| February              | 2010        | 56                      | 2                 | 16                  | 1                | 1             | 4               | 0             | 6                      | 5               | 10            | 9                | 0              | 3                 | 0             |
| March                 | 2010        | 54                      | 2                 | 16                  | 0                | 1             | 4               | 0             | 7                      | 7               | 12            | 10               | 1              | 2                 | 0             |
| April                 | 2010        | 57                      | 1                 | 18                  | 0                | 0             | 4               | 0             | 10                     | 5               | 11            | 6                | 1              | 2                 | 0             |
| May                   | 2010        | 58                      | 1                 | 16                  | 0                | 1             | 3               | 0             | 9                      | 6               | 12            | 7                | 4              | 5                 | 0             |
| June                  | 2010        | 56                      | 2                 | 17                  | 0                | 2             | 3               | 0             | 10                     | 6               | 10            | 6                | 3              | 6                 | 0             |
| July                  | 2010        | 54                      | 2                 | 16                  | 0                | 2             | 3               | 0             | 9                      | 6               | 14            | 9                | 4              | 7                 | 1             |
| August                | 2010        | 56                      | 3                 | 20                  | 0                | 1             | 4               | 0             | 8                      | 5               | 12            | 7                | 1              | 5                 | 1             |
| September             | 2010        | 54                      | 2                 | 24                  | 0                | 1             | 4               | 0             | 8                      | 4               | 14            | 7                | 1              | 4                 | 0             |
| October               | 2010        | 54                      | 2                 | 24                  | 0                | 2             | 4               | 0             | 8                      | 4               | 13            | 5                | 0              | 3                 | 0             |
| November              | 2010        | 48                      | 1                 | 23                  | 0                | 2             | 4               | 0             | 9                      | 3               | 13            | 8                | 0              | 3                 | 0             |
| December              | 2010        | 50                      | 2                 | 20                  | 0                | 3             | 4               | 0             | 9                      | 3               | 12            | 8                | 0              | 2                 | 0             |
| January               | 2011        | 45                      | 2                 | 19                  | 0                | 3             | 4               | 1             | 11                     | 4               | 13            | 8                | 2              | 1                 | 0             |
| February              | 2011        | 45                      | 4                 | 17                  | 1                | 3             | 3               | 1             | 11                     | 5               | 15            | 6                | 3              | 1                 | 0             |
| March                 | 2011        | 39                      | 4                 | 19                  | 1                | 3             | 7               | 1             | 11                     | 6               | 16            | 6                | 6              | 0                 | 0             |
| April                 | 2011        | 39                      | 3                 | 20                  | 1                | 3             | 8               | 0             | 9                      | 4               | 15            | 6                | 8              | 2                 | 1             |
| May                   | 2011        | 39                      | 2                 | 23                  | 1                | 2             | 9               | 0             | 11                     | 6               | 13            | 6                | 10             | 3                 | 1             |
| June                  | 2011        | 42                      | 2                 | 18                  | 1                | 2             | 8               | 0             | 11                     | 4               | 14            | 4                | 11             | 6                 | 1             |
| July                  | 2011        | 44                      | 2                 | 17                  | 1                | 2             | 6               | 0             | 12                     | 5               | 14            | 3                | 9              | 5                 | 0             |
| August                | 2011        | 37                      | 2                 | 16                  | 1                | 2             | 5               | 0             | 13                     | 5               | 18            | 7                | 7              | 6                 | 0             |
| September             | 2011        | 35                      | 2                 | 17                  | 0                | 2             | 3               | 0             | 13                     | 5               | 19            | 9                | 6              | 4                 | 0             |
| October               | 2011        | 32                      | 2                 | 19                  | 0                | 1             | 2               | 0             | 13                     | 7               | 22            | 11               | 4              | 3                 | 0             |

**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;       | Prices       | Interest | Borrow in | Times    |      | High   | Can't           | Gas      | Poor      | Supply  |            |        |          |
|                |      | Good             | Won't Come   | Rates    | Advance   | Good;    | Fuel | Supply | Prices          | Interest | Afford    |         | Uncertain  | Prices | Select.; |
| Buys           | Down | Low              | Rising Rates | Prosper. | Effic.    | Adequate | High | Rates  | To Buy          | Future   | Shortages | Quality | Inadequate |        |          |
| November       | 2011 | 36               | 1            | 22       | 0         | 1        | 5    | 0      | 12              | 6        | 19        | 8       | 3          | 2      | 0        |
| December       | 2011 | 38               | 1            | 23       | 0         | 1        | 4    | 0      | 11              | 8        | 18        | 7       | 2          | 4      | 0        |
| January        | 2012 | 40               | 1            | 25       | 0         | 2        | 5    | 0      | 11              | 6        | 13        | 7       | 1          | 3      | 0        |
| February       | 2012 | 42               | 2            | 23       | 0         | 2        | 4    | 0      | 11              | 5        | 14        | 8       | 3          | 3      | 0        |
| March          | 2012 | 43               | 3            | 23       | 0         | 2        | 7    | 0      | 13              | 3        | 14        | 9       | 4          | 1      | 0        |
| April          | 2012 | 41               | 2            | 24       | 0         | 2        | 8    | 0      | 14              | 2        | 15        | 8       | 6          | 2      | 0        |
| May            | 2012 | 36               | 2            | 25       | 0         | 3        | 8    | 0      | 13              | 4        | 15        | 6       | 7          | 3      | 0        |
| June           | 2012 | 34               | 2            | 26       | 0         | 3        | 7    | 1      | 12              | 6        | 15        | 5       | 7          | 4      | 0        |
| July           | 2012 | 36               | 2            | 21       | 0         | 4        | 5    | 0      | 14              | 7        | 15        | 4       | 5          | 4      | 0        |
| August         | 2012 | 39               | 3            | 21       | 0         | 4        | 3    | 0      | 15              | 5        | 14        | 7       | 3          | 2      | 0        |
| September      | 2012 | 40               | 3            | 20       | 0         | 4        | 4    | 0      | 15              | 3        | 12        | 7       | 3          | 2      | 0        |
| October        | 2012 | 39               | 5            | 21       | 0         | 4        | 5    | 0      | 15              | 2        | 13        | 7       | 3          | 2      | 0        |
| November       | 2012 | 36               | 4            | 21       | 0         | 5        | 6    | 1      | 15              | 4        | 11        | 6       | 2          | 4      | 0        |
| December       | 2012 | 37               | 4            | 25       | 1         | 5        | 6    | 1      | 13              | 5        | 10        | 5       | 2          | 4      | 0        |
| January        | 2013 | 38               | 2            | 22       | 1         | 4        | 5    | 1      | 14              | 7        | 10        | 5       | 2          | 5      | 0        |
| February       | 2013 | 41               | 2            | 22       | 1         | 4        | 4    | 0      | 15              | 8        | 12        | 5       | 2          | 5      | 0        |
| March          | 2013 | 39               | 4            | 22       | 0         | 5        | 2    | 0      | 15              | 5        | 14        | 5       | 3          | 4      | 0        |
| April          | 2013 | 35               | 5            | 25       | 0         | 6        | 3    | 0      | 14              | 4        | 13        | 5       | 3          | 2      | 0        |
| May            | 2013 | 35               | 6            | 28       | 1         | 7        | 2    | 1      | 12              | 2        | 11        | 4       | 2          | 2      | 0        |
| June           | 2013 | 34               | 3            | 28       | 1         | 8        | 3    | 0      | 14              | 2        | 11        | 3       | 2          | 1      | 0        |
| July           | 2013 | 36               | 2            | 28       | 1         | 8        | 2    | 0      | 12              | 4        | 8         | 4       | 3          | 3      | 0        |
| August         | 2013 | 35               | 2            | 25       | 1         | 8        | 3    | 0      | 11              | 5        | 8         | 4       | 4          | 3      | 0        |
| September      | 2013 | 34               | 2            | 25       | 1         | 6        | 3    | 0      | 11              | 5        | 7         | 6       | 2          | 3      | 0        |
| October        | 2013 | 33               | 3            | 24       | 1         | 5        | 2    | 0      | 12              | 5        | 10        | 8       | 1          | 2      | 0        |
| November       | 2013 | 29               | 3            | 23       | 1         | 6        | 2    | 0      | 13              | 3        | 13        | 8       | 1          | 2      | 0        |
| December       | 2013 | 29               | 4            | 22       | 2         | 9        | 3    | 0      | 11              | 4        | 13        | 7       | 2          | 1      | 0        |
| January        | 2014 | 32               | 3            | 23       | 2         | 9        | 7    | 0      | 12              | 4        | 11        | 6       | 1          | 1      | 0        |
| February       | 2014 | 35               | 4            | 24       | 2         | 8        | 6    | 0      | 13              | 4        | 8         | 5       | 0          | 1      | 0        |
| March          | 2014 | 38               | 3            | 21       | 1         | 5        | 5    | 0      | 13              | 3        | 9         | 5       | 0          | 2      | 0        |
| April          | 2014 | 35               | 5            | 20       | 0         | 6        | 4    | 0      | 14              | 3        | 10        | 4       | 0          | 3      | 0        |
| May            | 2014 | 32               | 5            | 19       | 0         | 8        | 4    | 0      | 17              | 3        | 10        | 5       | 1          | 4      | 0        |
| June           | 2014 | 30               | 6            | 20       | 0         | 10       | 3    | 0      | 18              | 3        | 10        | 3       | 2          | 4      | 0        |
| July           | 2014 | 30               | 5            | 22       | 0         | 11       | 4    | 0      | 17              | 2        | 7         | 2       | 2          | 4      | 0        |
| August         | 2014 | 29               | 6            | 21       | 1         | 11       | 3    | 1      | 16              | 3        | 6         | 3       | 1          | 5      | 0        |
| September      | 2014 | 31               | 6            | 24       | 1         | 10       | 3    | 0      | 13              | 3        | 9         | 3       | 1          | 5      | 0        |
| October        | 2014 | 36               | 5            | 22       | 2         | 9        | 3    | 0      | 11              | 3        | 11        | 3       | 0          | 5      | 0        |
| November       | 2014 | 39               | 5            | 25       | 1         | 9        | 5    | 0      | 8               | 2        | 9         | 2       | 0          | 3      | 0        |
| December       | 2014 | 38               | 7            | 24       | 3         | 10       | 5    | 0      | 6               | 2        | 5         | 2       | 0          | 4      | 0        |
| January        | 2015 | 35               | 6            | 29       | 2         | 12       | 5    | 1      | 7               | 2        | 4         | 1       | 0          | 2      | 0        |
| February       | 2015 | 37               | 6            | 27       | 3         | 13       | 5    | 1      | 9               | 3        | 4         | 1       | 0          | 2      | 0        |
| March          | 2015 | 37               | 4            | 25       | 2         | 13       | 7    | 0      | 11              | 3        | 5         | 0       | 0          | 2      | 0        |
| April          | 2015 | 34               | 8            | 25       | 3         | 11       | 5    | 0      | 13              | 4        | 8         | 1       | 1          | 3      | 0        |
| May            | 2015 | 30               | 6            | 27       | 3         | 10       | 5    | 0      | 12              | 5        | 9         | 2       | 1          | 3      | 0        |
| June           | 2015 | 27               | 6            | 29       | 2         | 10       | 4    | 0      | 12              | 4        | 9         | 3       | 1          | 4      | 0        |
| July           | 2015 | 26               | 3            | 28       | 1         | 12       | 4    | 0      | 12              | 3        | 7         | 2       | 1          | 3      | 0        |
| August         | 2015 | 25               | 4            | 27       | 2         | 9        | 2    | 0      | 13              | 2        | 8         | 2       | 1          | 5      | 0        |
| September      | 2015 | 24               | 5            | 25       | 2         | 9        | 2    | 0      | 15              | 3        | 6         | 2       | 0          | 4      | 0        |
| October        | 2015 | 28               | 4            | 21       | 3         | 8        | 2    | 0      | 13              | 3        | 5         | 4       | 0          | 5      | 0        |
| November       | 2015 | 29               | 4            | 22       | 4         | 10       | 3    | 0      | 12              | 4        | 4         | 4       | 0          | 4      | 0        |
| December       | 2015 | 32               | 3            | 22       | 5         | 11       | 3    | 0      | 12              | 4        | 5         | 3       | 2          | 5      | 0        |
| January        | 2016 | 33               | 5            | 27       | 5         | 10       | 4    | 0      | 11              | 4        | 6         | 1       | 2          | 4      | 0        |
| February       | 2016 | 34               | 4            | 28       | 4         | 11       | 3    | 0      | 8               | 6        | 5         | 2       | 2          | 6      | 0        |
| March          | 2016 | 30               | 5            | 31       | 3         | 8        | 3    | 1      | 6               | 5        | 4         | 4       | 0          | 6      | 0        |
| April          | 2016 | 27               | 8            | 27       | 3         | 8        | 3    | 1      | 8               | 5        | 4         | 4       | 1          | 7      | 0        |
| May            | 2016 | 24               | 9            | 32       | 4         | 8        | 3    | 1      | 9               | 2        | 4         | 2       | 2          | 4      | 0        |
| June           | 2016 | 25               | 8            | 29       | 4         | 8        | 3    | 1      | 11              | 3        | 4         | 1       | 2          | 7      | 0        |
| July           | 2016 | 27               | 4            | 35       | 3         | 7        | 2    | 1      | 10              | 2        | 3         | 2       | 1          | 5      | 0        |
| August         | 2016 | 32               | 2            | 28       | 2         | 7        | 3    | 0      | 14              | 4        | 4         | 2       | 0          | 5      | 0        |



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;       | Prices     | Interest     | Borrow in | Times  |          |        | High            | Can't    | Gas    | Poor      |         |            |        |
|                |      | Good             | Won't Come | Rates        | Advance   | Good;  | Fuel     | Supply | Prices          | Interest | Afford | Uncertain | Prices  | Select.;   | Supply |
|                | Buys | Down             | Low        | Rising Rates | Prosper.  | Effic. | Adequate | High   | Rates           | To Buy   | Future | Shortages | Quality | Inadequate |        |
| September 2016 | 30   | 3                | 29         | 2            | 9         | 3      | 0        | 13     | 5               | 3        | 3      | 0         | 3       | 0          |        |
| October 2016   | 28   | 3                | 24         | 2            | 10        | 4      | 0        | 14     | 6               | 4        | 2      | 1         | 2       | 0          |        |
| November 2016  | 23   | 4                | 27         | 3            | 10        | 3      | 1        | 11     | 4               | 4        | 3      | 1         | 3       | 0          |        |
| December 2016  | 28   | 5                | 23         | 4            | 10        | 3      | 1        | 12     | 3               | 6        | 4      | 1         | 2       | 0          |        |
| January 2017   | 25   | 6                | 23         | 5            | 12        | 2      | 1        | 10     | 2               | 5        | 5      | 0         | 3       | 0          |        |
| February 2017  | 26   | 6                | 18         | 5            | 13        | 3      | 1        | 12     | 2               | 4        | 6      | 0         | 3       | 0          |        |
| March 2017     | 25   | 6                | 24         | 4            | 13        | 3      | 2        | 10     | 3               | 4        | 5      | 0         | 2       | 0          |        |
| April 2017     | 27   | 7                | 25         | 4            | 11        | 4      | 2        | 12     | 3               | 5        | 4      | 0         | 2       | 0          |        |
| May 2017       | 29   | 7                | 25         | 4            | 11        | 2      | 1        | 9      | 3               | 5        | 2      | 1         | 2       | 0          |        |
| June 2017      | 28   | 6                | 21         | 3            | 11        | 3      | 1        | 13     | 3               | 5        | 2      | 2         | 3       | 0          |        |
| July 2017      | 33   | 5                | 18         | 1            | 12        | 2      | 1        | 13     | 3               | 6        | 3      | 2         | 4       | 0          |        |
| August 2017    | 30   | 4                | 20         | 1            | 12        | 2      | 1        | 14     | 3               | 6        | 5      | 1         | 6       | 0          |        |
| September 2017 | 31   | 4                | 19         | 1            | 12        | 1      | 1        | 11     | 4               | 6        | 6      | 2         | 5       | 0          |        |
| October 2017   | 25   | 5                | 20         | 2            | 15        | 2      | 1        | 11     | 4               | 5        | 6      | 3         | 4       | 0          |        |
| November 2017  | 24   | 6                | 20         | 2            | 15        | 3      | 1        | 13     | 4               | 5        | 6      | 3         | 4       | 0          |        |
| December 2017  | 24   | 6                | 21         | 2            | 17        | 3      | 0        | 12     | 3               | 3        | 4      | 2         | 3       | 0          |        |
| January 2018   | 27   | 6                | 19         | 2            | 15        | 2      | 1        | 13     | 3               | 3        | 5      | 1         | 2       | 0          |        |
| February 2018  | 27   | 6                | 14         | 4            | 16        | 2      | 1        | 12     | 5               | 4        | 4      | 0         | 1       | 0          |        |
| March 2018     | 24   | 7                | 15         | 3            | 12        | 2      | 1        | 14     | 5               | 4        | 5      | 0         | 1       | 0          |        |
| April 2018     | 21   | 8                | 16         | 4            | 12        | 2      | 0        | 13     | 6               | 4        | 4      | 1         | 1       | 0          |        |
| May 2018       | 20   | 10               | 17         | 2            | 11        | 1      | 0        | 16     | 4               | 3        | 4      | 1         | 2       | 0          |        |
| June 2018      | 21   | 9                | 15         | 3            | 13        | 2      | 0        | 15     | 4               | 3        | 4      | 1         | 3       | 0          |        |
| July 2018      | 20   | 9                | 13         | 2            | 12        | 2      | 0        | 20     | 5               | 3        | 4      | 1         | 4       | 0          |        |
| August 2018    | 21   | 10               | 12         | 2            | 12        | 2      | 0        | 21     | 6               | 4        | 2      | 1         | 3       | 0          |        |
| September 2018 | 19   | 13               | 11         | 2            | 11        | 1      | 0        | 20     | 5               | 4        | 2      | 1         | 2       | 0          |        |
| October 2018   | 21   | 11               | 10         | 2            | 12        | 0      | 1        | 18     | 6               | 4        | 2      | 0         | 3       | 0          |        |
| November 2018  | 22   | 8                | 8          | 2            | 12        | 1      | 1        | 16     | 9               | 2        | 4      | 0         | 2       | 0          |        |
| December 2018  | 23   | 6                | 9          | 2            | 13        | 2      | 1        | 19     | 10              | 3        | 4      | 0         | 3       | 0          |        |
| January 2019   | 23   | 7                | 11         | 1            | 13        | 3      | 0        | 19     | 9               | 4        | 4      | 1         | 2       | 0          |        |
| February 2019  | 24   | 7                | 14         | 1            | 12        | 2      | 1        | 17     | 7               | 4        | 4      | 1         | 4       | 1          |        |
| March 2019     | 25   | 6                | 13         | 1            | 13        | 2      | 1        | 18     | 8               | 5        | 4      | 1         | 4       | 0          |        |
| April 2019     | 25   | 5                | 15         | 1            | 16        | 1      | 1        | 19     | 6               | 4        | 3      | 0         | 4       | 0          |        |
| May 2019       | 25   | 4                | 17         | 1            | 19        | 2      | 1        | 21     | 5               | 6        | 3      | 1         | 3       | 0          |        |
| June 2019      | 25   | 7                | 16         | 1            | 19        | 1      | 1        | 20     | 3               | 5        | 5      | 1         | 4       | 0          |        |
| July 2019      | 26   | 9                | 15         | 1            | 17        | 2      | 1        | 18     | 2               | 5        | 5      | 2         | 6       | 0          |        |
| August 2019    | 25   | 9                | 13         | 1            | 16        | 2      | 1        | 19     | 2               | 3        | 4      | 3         | 7       | 0          |        |
| September 2019 | 26   | 5                | 14         | 0            | 16        | 2      | 1        | 17     | 3               | 3        | 4      | 3         | 5       | 0          |        |
| October 2019   | 27   | 5                | 15         | 0            | 15        | 1      | 0        | 17     | 3               | 3        | 6      | 2         | 5       | 0          |        |
| November 2019  | 27   | 7                | 16         | 0            | 15        | 1      | 0        | 16     | 4               | 3        | 7      | 1         | 5       | 0          |        |
| December 2019  | 25   | 7                | 17         | 0            | 16        | 1      | 0        | 20     | 4               | 4        | 6      | 1         | 4       | 0          |        |
| January 2020   | 21   | 7                | 14         | 1            | 18        | 1      | 0        | 22     | 4               | 4        | 5      | 1         | 3       | 0          |        |
| February 2020  | 20   | 5                | 13         | 1            | 19        | 0      | 0        | 21     | 3               | 4        | 4      | 1         | 4       | 0          |        |
| March 2020     | 22   | 5                | 14         | 0            | 18        | 1      | 1        | 16     | 2               | 5        | 4      | 2         | 4       | 0          |        |
| April 2020     | 31   | 2                | 17         | 0            | 13        | 0      | 1        | 12     | 4               | 9        | 9      | 1         | 5       | 2          |        |
| May 2020       | 42   | 1                | 19         | 0            | 7         | 0      | 1        | 9      | 5               | 13       | 14     | 1         | 2       | 2          |        |
| June 2020      | 52   | 1                | 21         | 0            | 3         | 0      | 1        | 7      | 5               | 14       | 16     | 0         | 1       | 2          |        |
| July 2020      | 49   | 2                | 23         | 0            | 4         | 0      | 2        | 8      | 5               | 13       | 15     | 0         | 1       | 1          |        |
| August 2020    | 46   | 2                | 21         | 0            | 5         | 0      | 2        | 8      | 5               | 12       | 15     | 0         | 1       | 1          |        |
| September 2020 | 40   | 2                | 23         | 0            | 6         | 0      | 3        | 10     | 6               | 11       | 15     | 0         | 1       | 1          |        |
| October 2020   | 43   | 2                | 20         | 0            | 7         | 0      | 3        | 11     | 5               | 11       | 15     | 0         | 0       | 2          |        |
| November 2020  | 41   | 3                | 23         | 0            | 7         | 1      | 2        | 11     | 3               | 10       | 12     | 0         | 0       | 2          |        |
| December 2020  | 42   | 1                | 22         | 0            | 8         | 1      | 1        | 11     | 2               | 10       | 11     | 0         | 1       | 3          |        |
| January 2021   | 38   | 2                | 20         | 0            | 11        | 1      | 1        | 9      | 3               | 8        | 11     | 0         | 1       | 3          |        |
| February 2021  | 36   | 2                | 22         | 1            | 12        | 1      | 1        | 11     | 3               | 9        | 13     | 0         | 2       | 3          |        |
| March 2021     | 31   | 2                | 18         | 1            | 12        | 1      | 2        | 13     | 5               | 9        | 13     | 0         | 1       | 4          |        |
| April 2021     | 31   | 3                | 22         | 1            | 8         | 1      | 2        | 17     | 3               | 9        | 10     | 0         | 2       | 5          |        |
| May 2021       | 25   | 3                | 17         | 0            | 10        | 1      | 2        | 21     | 3               | 6        | 7      | 1         | 2       | 11         |        |
| June 2021      | 21   | 4                | 16         | 0            | 8         | 0      | 2        | 31     | 2               | 5        | 5      | 1         | 3       | 17         |        |

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 |                 |               |                  |                  |                 |                   |
|-----------------------|------|-------------------|-------------------|-----------------|---------------------|-----------------|---------------|-----------------|-----------------|-----------------|---------------|------------------|------------------|-----------------|-------------------|
| <u>Date of Survey</u> |      | <u>Low Price;</u> | <u>Prices</u>     | <u>Interest</u> | <u>Borrow in</u>    | <u>Times</u>    |               | <u>High</u>     | <u>Can't</u>    | <u>Gas</u>      | <u>Poor</u>   |                  |                  |                 |                   |
|                       |      | <u>Good</u>       | <u>Won't Come</u> | <u>Rates</u>    | <u>Advance</u>      | <u>Good;</u>    | <u>Fuel</u>   | <u>Supply</u>   | <u>Prices</u>   | <u>Interest</u> | <u>Afford</u> | <u>Uncertain</u> | <u>Prices</u>    | <u>Select.;</u> | <u>Supply</u>     |
|                       |      | <u>Buys</u>       | <u>Down</u>       | <u>Low</u>      | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>Adequate</u> | <u>High</u>     | <u>Rates</u>    | <u>To Buy</u> | <u>Future</u>    | <u>Shortages</u> | <u>Quality</u>  | <u>Inadequate</u> |
| July                  | 2021 | 15                | 3                 | 12              | 0                   | 9               | 0             | 1               | 37              | 2               | 5             | 5                | 2                | 3               | 25                |
| August                | 2021 | 12                | 2                 | 9               | 0                   | 6               | 0             | 2               | 46              | 2               | 7             | 5                | 2                | 4               | 30                |
| September             | 2021 | 11                | 1                 | 8               | 0                   | 6               | 1             | 3               | 43              | 2               | 6             | 5                | 2                | 3               | 35                |
| October               | 2021 | 12                | 0                 | 6               | 0                   | 6               | 1             | 5               | 44              | 2               | 7             | 4                | 2                | 3               | 40                |
| November              | 2021 | 13                | 1                 | 4               | 0                   | 6               | 1             | 5               | 44              | 2               | 6             | 3                | 2                | 2               | 45                |
| December              | 2021 | 13                | 2                 | 5               | 0                   | 5               | 1             | 3               | 48              | 2               | 5             | 2                | 2                | 3               | 44                |
| January               | 2022 | 10                | 3                 | 5               | 1                   | 3               | 1             | 2               | 56              | 2               | 4             | 2                | 1                | 3               | 43                |
| February              | 2022 | 7                 | 4                 | 5               | 1                   | 4               | 1             | 2               | 57              | 2               | 3             | 3                | 1                | 2               | 44                |
| March                 | 2022 | 7                 | 5                 | 3               | 2                   | 3               | 0             | 3               | 56              | 3               | 4             | 4                | 2                | 2               | 43                |
| April                 | 2022 | 8                 | 4                 | 2               | 2                   | 5               | 1             | 4               | 53              | 5               | 4             | 4                | 3                | 2               | 42                |
| May                   | 2022 | 9                 | 4                 | 2               | 1                   | 5               | 1             | 3               | 54              | 7               | 3             | 4                | 4                | 3               | 39                |
| June                  | 2022 | 8                 | 3                 | 1               | 1                   | 5               | 1             | 3               | 59              | 11              | 4             | 3                | 9                | 3               | 35                |
| July                  | 2022 | 8                 | 4                 | 1               | 2                   | 3               | 1             | 2               | 62              | 11              | 4             | 5                | 12               | 3               | 29                |
| August                | 2022 | 7                 | 3                 | 1               | 3                   | 2               | 0             | 2               | 60              | 15              | 7             | 5                | 12               | 3               | 27                |
| September             | 2022 | 8                 | 3                 | 1               | 2                   | 1               | 0             | 2               | 59              | 15              | 7             | 6                | 8                | 3               | 27                |
| October               | 2022 | 6                 | 4                 | 2               | 1                   | 1               | 0             | 4               | 57              | 17              | 8             | 3                | 5                | 2               | 28                |
| November              | 2022 | 6                 | 6                 | 1               | 0                   | 1               | 0             | 5               | 59              | 19              | 6             | 2                | 5                | 2               | 22                |
| December              | 2022 | 9                 | 5                 | 1               | 0                   | 1               | 1             | 6               | 54              | 25              | 6             | 3                | 3                | 2               | 20                |
| January               | 2023 | 9                 | 4                 | 0               | 0                   | 1               | 1             | 6               | 55              | 29              | 6             | 3                | 2                | 2               | 15                |
| February              | 2023 | 12                | 4                 | 1               | 0                   | 1               | 1             | 7               | 51              | 28              | 8             | 4                | 1                | 2               | 13                |
| March                 | 2023 | 11                | 7                 | 1               | 1                   | 1               | 1             | 7               | 51              | 26              | 10            | 3                | 1                | 2               | 12                |
| April                 | 2023 | 12                | 7                 | 1               | 1                   | 2               | 0             | 6               | 48              | 28              | 8             | 4                | 2                | 1               | 10                |
| May                   | 2023 | 12                | 5                 | 0               | 0                   | 3               | 0             | 7               | 47              | 30              | 9             | 4                | 2                | 3               | 10                |
| June                  | 2023 | 14                | 3                 | 1               | 0                   | 3               | 0             | 8               | 45              | 27              | 7             | 3                | 2                | 3               | 9                 |
| July                  | 2023 | 15                | 3                 | 2               | 0                   | 3               | 0             | 7               | 42              | 21              | 10            | 2                | 2                | 4               | 10                |
| August                | 2023 | 13                | 5                 | 3               | 0                   | 3               | 1             | 6               | 41              | 19              | 9             | 3                | 2                | 3               | 7                 |
| September             | 2023 | 11                | 6                 | 3               | 0                   | 2               | 1             | 6               | 45              | 20              | 7             | 3                | 2                | 3               | 7                 |