

REGION SOUTH

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

The question was: "Speaking now of the automobile market -- do you think the next 12 months or so will be a good time or a bad time to buy a vehicle, such as a car, pickup, van, or sport utility vehicle?"

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
March 1978	48	20	33	100	115	733
April 1978	47	20	33	100	114	751
May 1978	50	18	32	100	119	754
June 1978	51	20	29	100	122	749
July 1978	52	17	31	100	120	750
August 1978	46	19	35	100	111	734
September 1978	42	20	38	100	103	753
October 1978	45	18	38	100	107	765
November 1978	45	18	37	100	108	859
December 1978	42	19	39	100	102	879
January 1979	39	19	41	100	98	942
February 1979	42	17	40	100	102	915
March 1979	44	17	39	100	105	939
April 1979	45	17	38	100	106	996
May 1979	43	15	42	100	101	948
June 1979	41	13	45	100	96	1024
July 1979	38	15	47	100	90	1045
August 1979	37	17	47	100	90	1077
September 1979	38	17	45	100	93	1061
October 1979	41	13	46	100	95	1123
November 1979	42	10	48	100	94	1127
December 1979	41	8	51	100	91	1066
January 1980	40	10	50	100	90	886
February 1980	41	11	48	100	93	831
March 1980	40	15	45	100	95	821
April 1980	38	13	49	100	89	839
May 1980	34	13	53	100	81	721
June 1980	34	12	54	100	80	694
July 1980	36	13	51	100	85	666
August 1980	38	13	49	100	89	659
September 1980	40	13	48	100	92	670
October 1980	43	12	45	100	98	687
November 1980	43	14	43	100	101	697
December 1980	40	13	47	100	93	700
January 1981	36	13	51	100	86	707
February 1981	36	11	53	100	83	705
March 1981	37	11	52	100	86	708
April 1981	38	10	52	100	86	692
May 1981	41	9	51	100	90	669
June 1981	37	8	55	100	83	642
July 1981	38	8	54	100	84	651
August 1981	38	9	53	100	84	662
September 1981	39	8	53	100	86	670
October 1981	37	10	53	100	84	675
November 1981	32	9	59	100	73	680
December 1981	32	10	58	100	74	690
January 1982	33	9	58	100	75	666
February 1982	36	10	54	100	81	658
March 1982	37	10	53	100	84	621

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(Three Month Moving Averages)

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
April	1982	35	11	54	100	82	649
May	1982	40	9	51	100	88	654
June	1982	39	9	51	100	88	686
July	1982	41	10	50	100	91	672
August	1982	35	11	54	100	80	653
September	1982	35	11	54	100	81	649
October	1982	36	12	52	100	84	642
November	1982	41	11	48	100	93	650
December	1982	47	11	42	100	104	645
January	1983	50	9	41	100	110	633
February	1983	54	9	37	100	116	674
March	1983	56	8	36	100	120	704
April	1983	62	7	31	100	131	730
May	1983	63	6	31	100	132	704
June	1983	63	7	31	100	132	681
July	1983	58	7	35	100	124	648
August	1983	59	8	32	100	127	657
September	1983	59	8	33	100	126	666
October	1983	61	8	31	100	130	701
November	1983	58	8	33	100	125	698
December	1983	58	9	33	100	125	697
January	1984	60	9	31	100	128	678
February	1984	61	9	30	100	131	651
March	1984	64	9	28	100	136	623
April	1984	61	9	30	100	132	624
May	1984	60	9	30	100	130	654
June	1984	58	10	32	100	127	678
July	1984	59	9	32	100	126	683
August	1984	58	10	33	100	125	662
September	1984	57	9	34	100	123	645
October	1984	54	12	34	100	120	628
November	1984	53	12	35	100	118	668
December	1984	52	12	36	100	115	688
January	1985	54	9	37	100	117	710
February	1985	57	8	35	100	122	662
March	1985	60	6	34	100	126	651
April	1985	62	7	31	100	132	628
May	1985	63	7	30	100	134	633
June	1985	67	7	26	100	140	601
July	1985	67	7	26	100	140	598
August	1985	67	9	24	100	143	572
September	1985	66	9	25	100	141	625
October	1985	63	9	28	100	135	630
November	1985	64	9	27	100	136	661
December	1985	61	10	28	100	133	604
January	1986	66	10	24	100	143	588
February	1986	69	8	23	100	147	550
March	1986	73	8	19	100	154	605
April	1986	72	8	21	100	151	648
May	1986	71	8	21	100	149	702
June	1986	72	6	22	100	150	641
July	1986	74	5	21	100	153	591

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BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
August 1986	74	5	21	100	153	530
September 1986	76	4	20	100	156	581
October 1986	75	5	20	100	155	625
November 1986	73	5	22	100	152	685
December 1986	68	7	25	100	144	648
January 1987	64	7	30	100	134	614
February 1987	62	7	31	100	131	582
March 1987	61	7	31	100	130	623
April 1987	63	8	28	100	135	664
May 1987	64	9	27	100	138	693
June 1987	65	9	25	100	140	688
July 1987	68	9	23	100	144	669
August 1987	67	9	24	100	144	662
September 1987	68	8	23	100	145	669
October 1987	65	9	26	100	138	632
November 1987	62	9	29	100	133	583
December 1987	60	8	32	100	129	512
January 1988	61	8	31	100	129	494
February 1988	60	9	31	100	129	477
March 1988	59	8	33	100	126	478
April 1988	61	9	30	100	131	503
May 1988	65	8	28	100	137	525
June 1988	67	10	23	100	144	532
July 1988	64	10	26	100	138	509
August 1988	60	12	28	100	133	489
September 1988	59	13	29	100	130	463
October 1988	62	13	25	100	137	475
November 1988	64	12	24	100	140	485
December 1988	64	10	26	100	137	506
January 1989	61	10	29	100	132	479
February 1989	61	11	29	100	132	468
March 1989	60	11	30	100	130	454
April 1989	61	9	30	100	131	465
May 1989	62	8	30	100	131	469
June 1989	62	9	30	100	132	477
July 1989	61	10	29	100	133	471
August 1989	60	10	30	100	130	473
September 1989	63	8	29	100	133	484
October 1989	62	8	30	100	132	496
November 1989	63	8	28	100	135	501
December 1989	60	10	30	100	130	492
January 1990	60	11	30	100	130	492
February 1990	59	9	32	100	128	503
March 1990	61	8	31	100	130	505
April 1990	64	6	30	100	134	497
May 1990	64	6	30	100	134	482
June 1990	62	7	30	100	132	491
July 1990	60	9	31	100	130	502
August 1990	59	9	32	100	127	519
September 1990	59	7	34	100	125	519
October 1990	55	6	39	100	116	513
November 1990	51	5	44	100	107	494

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<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
December 1990	50	7	43	100	106	497
January 1991	47	8	45	100	102	507
February 1991	50	10	40	100	110	511
March 1991	57	9	35	100	122	510
April 1991	63	6	30	100	133	498
May 1991	64	4	32	100	132	485
June 1991	61	4	34	100	127	481
July 1991	61	6	33	100	128	478
August 1991	63	7	30	100	133	485
September 1991	61	6	33	100	128	469
October 1991	60	6	34	100	126	464
November 1991	59	5	35	100	124	468
December 1991	57	7	37	100	120	481
January 1992	55	6	39	100	116	503
February 1992	55	6	39	100	116	508
March 1992	58	4	38	100	119	494
April 1992	57	4	39	100	118	483
May 1992	58	5	37	100	122	467
June 1992	61	7	32	100	129	471
July 1992	64	7	29	100	135	483
August 1992	65	6	29	100	136	498
September 1992	63	5	32	100	131	498
October 1992	61	7	32	100	128	478
November 1992	61	8	30	100	131	474
December 1992	64	9	27	100	137	479
January 1993	66	8	26	100	140	500
February 1993	63	10	27	100	137	511
March 1993	62	11	27	100	135	508
April 1993	63	11	25	100	138	505
May 1993	66	10	24	100	142	500
June 1993	67	8	25	100	143	512
July 1993	68	7	25	100	143	515
August 1993	69	7	24	100	145	522
September 1993	66	8	26	100	141	517
October 1993	63	8	28	100	135	506
November 1993	62	7	31	100	131	505
December 1993	65	7	28	100	137	514
January 1994	67	8	25	100	142	522
February 1994	70	8	22	100	149	517
March 1994	67	9	24	100	143	517
April 1994	67	9	24	100	143	519
May 1994	65	8	27	100	139	518
June 1994	68	7	24	100	144	514
July 1994	68	9	24	100	144	514
August 1994	66	10	24	100	142	510
September 1994	68	8	24	100	144	515
October 1994	68	7	26	100	142	515
November 1994	68	5	27	100	141	517
December 1994	65	7	28	100	137	519
January 1995	65	8	28	100	137	519
February 1995	62	9	30	100	132	521

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(Three Month Moving Averages)

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
March 1995	63	9	28	100	134	519
April 1995	60	9	31	100	129	510
May 1995	63	8	29	100	134	502
June 1995	61	9	30	100	132	508
July 1995	64	8	29	100	135	510
August 1995	62	8	29	100	133	511
September 1995	64	6	29	100	135	492
October 1995	63	9	29	100	134	498
November 1995	63	8	29	100	134	488
December 1995	60	9	31	100	130	495
January 1996	59	8	33	100	127	492
February 1996	61	7	32	100	128	528
March 1996	61	7	33	100	128	530
April 1996	62	7	31	100	130	536
May 1996	61	8	31	100	130	507
June 1996	62	8	30	100	132	515
July 1996	64	7	29	100	134	501
August 1996	66	6	28	100	138	519
September 1996	65	6	29	100	136	501
October 1996	62	7	31	100	132	507
November 1996	62	8	29	100	133	492
December 1996	65	8	27	100	137	496
January 1997	69	8	24	100	145	501
February 1997	68	7	24	100	144	506
March 1997	67	8	25	100	141	505
April 1997	65	9	27	100	138	495
May 1997	66	8	25	100	141	496
June 1997	70	8	22	100	149	496
July 1997	72	7	21	100	152	506
August 1997	69	9	22	100	147	525
September 1997	66	9	25	100	141	528
October 1997	63	11	26	100	137	520
November 1997	63	10	27	100	137	488
December 1997	61	10	29	100	132	505
January 1998	65	10	26	100	139	513
February 1998	67	11	23	100	144	551
March 1998	69	13	19	100	150	558
April 1998	68	12	20	100	148	566
May 1998	67	13	20	100	146	539
June 1998	68	13	19	100	149	526
July 1998	68	14	18	100	150	517
August 1998	66	15	19	100	148	531
September 1998	63	17	20	100	143	526
October 1998	63	17	20	100	143	542
November 1998	66	16	19	100	147	538
December 1998	68	13	19	100	149	542
January 1999	70	11	19	100	151	521
February 1999	71	11	19	100	152	527
March 1999	70	12	18	100	153	528
April 1999	68	13	19	100	149	531
May 1999	67	12	21	100	146	518
June 1999	66	11	23	100	144	517

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(Three Month Moving Averages)

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
July	1999	68	10	22	100	146	518
August	1999	68	9	22	100	146	523
September	1999	69	9	22	100	147	534
October	1999	68	8	24	100	144	527
November	1999	65	10	25	100	140	525
December	1999	64	11	25	100	138	515
January	2000	62	12	26	100	137	531
February	2000	65	13	23	100	142	547
March	2000	64	12	24	100	140	553
April	2000	66	11	23	100	142	550
May	2000	66	10	25	100	141	530
June	2000	68	10	22	100	146	525
July	2000	67	9	24	100	143	519
August	2000	67	10	23	100	144	535
September	2000	69	10	21	100	148	517
October	2000	71	10	20	100	151	503
November	2000	71	10	20	100	151	496
December	2000	68	11	21	100	147	522
January	2001	64	14	22	100	141	529
February	2001	65	13	22	100	142	536
March	2001	66	12	22	100	144	518
April	2001	65	11	24	100	141	537
May	2001	62	11	27	100	135	530
June	2001	56	13	30	100	126	535
July	2001	57	15	29	100	128	526
August	2001	58	16	27	100	131	520
September	2001	60	15	25	100	136	533
October	2001	67	12	21	100	146	544
November	2001	72	9	19	100	153	559
December	2001	76	8	16	100	160	525
January	2002	73	9	18	100	155	505
February	2002	70	11	18	100	152	500
March	2002	71	11	18	100	153	522
April	2002	71	13	16	100	155	544
May	2002	72	12	16	100	155	550
June	2002	68	14	18	100	150	548
July	2002	70	11	19	100	150	545
August	2002	67	13	20	100	147	533
September	2002	69	11	20	100	150	543
October	2002	70	11	19	100	152	554
November	2002	74	9	17	100	156	572
December	2002	73	10	17	100	156	560
January	2003	73	9	18	100	155	537
February	2003	68	11	21	100	147	510
March	2003	65	9	25	100	140	520
April	2003	66	9	25	100	140	532
May	2003	73	7	21	100	152	553
June	2003	76	7	17	100	159	538
July	2003	77	8	15	100	162	527
August	2003	76	7	17	100	159	494
September	2003	75	8	18	100	157	521
October	2003	74	7	19	100	156	521

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BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
November	2003	74	8	19	100	155	534
December	2003	75	6	19	100	156	526
January	2004	76	7	18	100	158	540
February	2004	74	9	17	100	158	538
March	2004	74	10	16	100	159	542
April	2004	69	10	21	100	148	532
May	2004	68	8	23	100	145	542
June	2004	67	7	25	100	142	537
July	2004	70	7	23	100	147	545
August	2004	69	8	23	100	146	543
September	2004	69	9	22	100	147	533
October	2004	69	9	22	100	147	537
November	2004	69	8	23	100	146	543
December	2004	69	10	22	100	147	534
January	2005	68	10	22	100	146	525
February	2005	68	11	21	100	146	523
March	2005	63	10	28	100	135	516
April	2005	60	10	29	100	131	497
May	2005	59	10	31	100	128	498
June	2005	61	10	29	100	132	522
July	2005	66	8	26	100	140	541
August	2005	69	7	24	100	145	548
September	2005	69	6	25	100	144	540
October	2005	62	8	30	100	132	541
November	2005	57	8	35	100	122	540
December	2005	57	8	35	100	123	542
January	2006	61	8	31	100	130	545
February	2006	63	7	30	100	133	532
March	2006	64	8	29	100	135	516
April	2006	65	6	29	100	136	500
May	2006	63	5	32	100	131	505
June	2006	60	4	36	100	123	516
July	2006	58	4	38	100	119	518
August	2006	60	4	37	100	123	520
September	2006	60	5	35	100	125	525
October	2006	61	4	35	100	126	520
November	2006	64	5	31	100	133	516
December	2006	68	5	27	100	142	524
January	2007	67	7	26	100	141	522
February	2007	64	8	27	100	137	531
March	2007	62	10	28	100	134	523
April	2007	62	8	29	100	133	519
May	2007	60	8	32	100	128	515
June	2007	58	8	35	100	123	504
July	2007	58	7	35	100	122	538
August	2007	61	6	34	100	127	539
September	2007	65	4	31	100	135	549
October	2007	64	5	31	100	133	517
November	2007	63	5	32	100	131	512
December	2007	58	5	37	100	120	512
January	2008	60	4	36	100	123	549

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<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
February 2008	57	5	38	100	119	543
March 2008	55	6	38	100	117	542
April 2008	52	8	40	100	111	511
May 2008	51	6	43	100	108	526
June 2008	49	6	45	100	104	524
July 2008	48	5	47	100	102	531
August 2008	47	5	48	100	99	516
September 2008	50	5	45	100	105	505
October 2008	49	4	47	100	101	509
November 2008	53	3	44	100	109	510
December 2008	54	2	44	100	109	524
January 2009	58	2	39	100	119	524
February 2009	59	3	38	100	121	522
March 2009	62	3	35	100	127	510
April 2009	61	4	35	100	126	513
May 2009	64	3	33	100	131	513
June 2009	65	3	32	100	133	525
July 2009	66	3	31	100	134	507
August 2009	65	4	32	100	133	517
September 2009	64	4	32	100	132	504
October 2009	63	4	32	100	131	503
November 2009	60	5	35	100	126	511
December 2009	58	5	37	100	121	515
January 2010	58	5	37	100	121	526
February 2010	59	4	36	100	123	509
March 2010	61	6	33	100	128	510
April 2010	63	5	32	100	131	500
May 2010	65	6	29	100	136	508
June 2010	67	4	29	100	138	499
July 2010	66	5	29	100	138	504
August 2010	65	5	30	100	134	504
September 2010	61	5	34	100	128	496
October 2010	60	4	36	100	125	497
November 2010	59	4	37	100	123	478
December 2010	59	3	37	100	122	496
January 2011	58	6	36	100	122	494
February 2011	59	4	37	100	122	495
March 2011	61	5	35	100	126	483
April 2011	60	4	36	100	124	482
May 2011	60	7	33	100	127	493
June 2011	55	7	38	100	118	498
July 2011	54	7	39	100	114	509
August 2011	53	6	42	100	111	489
September 2011	55	5	40	100	115	488
October 2011	56	4	39	100	117	473
November 2011	57	4	39	100	118	486
December 2011	56	6	39	100	117	482
January 2012	59	6	35	100	125	495
February 2012	58	6	35	100	123	487
March 2012	61	6	33	100	128	488
April 2012	63	5	32	100	131	477
May 2012	65	4	31	100	134	501

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<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
June 2012	66	5	30	100	136	496
July 2012	65	5	30	100	135	513
August 2012	64	6	30	100	134	506
September 2012	63	6	31	100	133	521
October 2012	60	6	35	100	125	520
November 2012	58	6	36	100	122	523
December 2012	57	5	38	100	119	518
January 2013	62	5	34	100	128	500
February 2013	64	5	31	100	133	486
March 2013	63	6	30	100	133	500
April 2013	61	6	32	100	129	521
May 2013	64	6	30	100	134	525
June 2013	65	6	29	100	137	509
July 2013	66	7	27	100	138	499
August 2013	63	8	30	100	133	503
September 2013	62	6	31	100	131	501
October 2013	64	5	31	100	133	516
November 2013	62	4	34	100	128	511
December 2013	63	5	32	100	131	511
January 2014	62	6	32	100	131	511
February 2014	65	6	29	100	136	527
March 2014	63	8	29	100	134	540
April 2014	63	8	30	100	133	520
May 2014	62	8	30	100	131	496
June 2014	59	8	33	100	126	490
July 2014	58	8	34	100	125	515
August 2014	58	9	34	100	124	527
September 2014	60	7	32	100	128	535
October 2014	62	7	31	100	131	538
November 2014	64	6	30	100	135	538
December 2014	66	5	28	100	138	548
January 2015	67	5	28	100	139	544
February 2015	67	5	28	100	139	560
March 2015	67	6	28	100	139	564
April 2015	66	6	27	100	139	562
May 2015	66	7	27	100	139	556
June 2015	67	8	25	100	142	542
July 2015	67	7	26	100	142	552
August 2015	67	6	27	100	140	573
September 2015	67	5	29	100	138	585
October 2015	68	4	28	100	139	572
November 2015	69	4	27	100	142	561
December 2015	69	5	26	100	143	545
January 2016	69	6	25	100	143	562
February 2016	68	6	26	100	142	549
March 2016	68	5	27	100	141	562
April 2016	67	5	28	100	139	529
May 2016	70	4	26	100	144	538
June 2016	71	3	25	100	146	542
July 2016	72	3	25	100	146	596
August 2016	68	3	28	100	140	631
September 2016	65	4	31	100	134	646

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

<u>Date of Survey</u>		<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
October	2016	63	5	32	100	131	629
November	2016	63	7	31	100	132	618
December	2016	65	7	29	100	136	638
January	2017	67	5	28	100	139	676
February	2017	69	4	27	100	142	686
March	2017	72	3	25	100	147	677
April	2017	72	4	23	100	149	659
May	2017	69	4	27	100	142	659
June	2017	68	5	27	100	141	651
July	2017	65	5	30	100	135	604
August	2017	68	5	27	100	140	597
September	2017	66	5	29	100	138	595
October	2017	70	4	26	100	143	636
November	2017	72	4	24	100	148	645
December	2017	73	4	23	100	150	659
January	2018	71	6	23	100	148	663
February	2018	68	6	26	100	142	663