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

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

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

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

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1981	15	13	5	0	0	1	37	31	9	3	1	9
January	1982	18	12	5	0	0	2	35	29	9	2	2	10
February	1982	24	11	5	0	0	2	34	29	10	4	2	8
March	1982	29	9	4	0	0	2	30	31	10	4	2	9
April	1982	30	8	4	0	0	2	30	33	10	4	1	9
May	1982	33	8	7	0	1	3	27	30	9	3	1	8
June	1982	31	8	8	1	1	2	28	29	7	3	1	9
July	1982	30	9	9	1	0	2	28	28	7	3	1	8
August	1982	26	8	6	1	0	1	32	30	8	3	2	8
September	1982	22	9	7	1	1	1	33	28	10	3	1	7
October	1982	22	8	10	0	1	1	31	26	11	3	1	7
November	1982	23	9	15	1	1	1	27	22	12	4	1	8
December	1982	28	8	21	0	1	0	24	17	11	5	1	7
January	1983	30	7	26	1	1	1	25	16	9	5	1	6
February	1983	28	6	30	1	1	1	25	12	8	5	0	5
March	1983	25	6	33	2	1	1	23	12	7	4	0	4
April	1983	25	7	38	2	2	2	19	11	6	4	0	3
May	1983	25	8	39	1	2	1	18	11	6	3	0	4
June	1983	22	8	39	2	3	1	19	10	5	2	0	5
July	1983	18	8	36	2	3	1	21	9	6	3	0	7
August	1983	19	9	32	4	4	1	20	7	7	3	0	5
September	1983	22	12	28	4	4	1	18	9	7	3	0	4
October	1983	26	16	25	4	3	2	18	10	6	2	0	3
November	1983	24	14	22	2	3	2	20	12	4	2	0	4
December	1983	24	13	17	3	4	2	22	10	4	3	0	4
January	1984	22	12	17	3	6	1	20	9	4	3	0	5
February	1984	22	15	18	4	6	1	16	10	4	3	0	4
March	1984	20	19	21	4	7	0	15	9	5	2	1	4
April	1984	17	20	19	5	6	0	18	10	5	2	0	3
May	1984	16	21	16	4	5	1	21	9	4	3	0	3
June	1984	16	20	12	5	5	1	22	9	3	3	0	2
July	1984	17	20	12	5	5	1	21	10	4	3	0	3
August	1984	19	18	12	6	5	1	21	10	5	2	1	4
September	1984	21	18	12	5	4	1	21	10	6	1	1	4
October	1984	20	18	9	4	4	1	21	8	5	2	0	4
November	1984	17	18	9	3	4	1	23	7	4	2	0	4
December	1984	16	16	10	3	5	1	24	9	4	3	0	4
January	1985	17	14	13	2	6	0	24	9	6	3	0	4
February	1985	21	13	16	2	6	1	24	9	6	3	0	4
March	1985	23	13	19	2	5	1	26	6	6	2	0	4
April	1985	27	14	20	2	4	1	24	6	5	1	0	3
May	1985	25	14	21	3	5	1	21	8	4	2	0	3
June	1985	27	14	27	3	5	1	16	8	4	2	0	3
July	1985	25	12	33	3	4	1	15	7	5	2	0	3
August	1985	25	13	36	1	3	1	15	5	4	2	0	3
September	1985	24	11	38	1	2	1	16	6	4	2	0	2
October	1985	22	10	38	1	3	1	18	7	3	2	0	3
November	1985	22	8	38	2	3	1	17	7	5	2	0	2

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1985	20	8	35	2	4	1	19	7	4	1	0	3
January	1986	21	9	39	2	4	1	16	6	5	0	0	4
February	1986	23	9	44	1	4	1	15	4	4	1	0	4
March	1986	23	9	50	1	4	1	11	3	4	1	0	3
April	1986	24	8	50	1	3	1	12	3	4	2	0	3
May	1986	24	8	49	2	3	1	13	3	4	2	0	3
June	1986	23	7	53	2	3	0	13	3	5	2	0	2
July	1986	22	8	54	2	4	0	11	3	5	1	0	2
August	1986	22	7	56	2	4	0	10	4	6	3	0	2
September	1986	22	8	58	3	3	1	10	5	4	3	0	1
October	1986	24	6	58	2	1	0	11	6	4	2	0	1
November	1986	24	6	56	2	2	1	12	7	4	0	0	1
December	1986	25	6	46	2	2	1	13	6	4	0	0	2
January	1987	23	8	39	2	2	1	14	6	5	1	0	2
February	1987	26	8	36	2	2	1	14	6	5	1	0	2
March	1987	27	6	38	2	2	0	15	6	5	2	0	2
April	1987	29	6	39	2	2	1	14	5	5	2	0	2
May	1987	27	9	39	2	2	0	15	4	5	2	0	2
June	1987	27	13	34	4	2	1	16	5	4	2	0	2
July	1987	27	14	34	4	2	1	15	5	4	1	0	3
August	1987	29	13	34	4	2	1	14	6	3	1	0	4
September	1987	31	12	36	3	2	0	13	5	3	1	1	5
October	1987	30	14	32	3	3	0	16	5	4	1	0	4
November	1987	27	15	27	4	4	0	16	7	4	5	0	3
December	1987	27	14	22	4	4	0	18	9	6	6	0	4
January	1988	29	12	22	4	4	0	18	9	5	6	0	4
February	1988	28	11	21	4	3	1	18	8	5	3	0	4
March	1988	31	9	19	4	3	2	20	7	5	3	0	3
April	1988	29	10	19	3	3	1	18	7	5	2	0	2
May	1988	31	12	19	3	3	1	17	5	5	2	0	2
June	1988	28	15	18	4	2	0	14	4	4	2	0	2
July	1988	29	15	17	5	3	0	15	5	3	3	0	3
August	1988	28	14	15	5	4	0	16	6	3	2	0	3
September	1988	27	15	15	5	4	0	17	7	4	2	0	3
October	1988	29	16	15	6	3	0	17	7	4	1	0	3
November	1988	29	17	17	6	4	0	16	5	3	1	0	3
December	1988	28	16	14	7	4	0	16	5	4	2	0	3
January	1989	25	18	12	6	5	1	17	5	3	3	0	3
February	1989	28	17	12	6	4	1	16	6	4	2	0	3
March	1989	28	16	15	5	4	1	16	8	3	2	0	3
April	1989	29	13	18	5	4	0	16	10	3	2	0	3
May	1989	26	15	19	5	3	0	16	9	4	2	1	3
June	1989	27	13	22	4	3	1	17	7	3	2	1	3
July	1989	26	16	22	3	3	1	17	6	3	2	1	3
August	1989	30	13	22	3	3	1	20	7	2	3	0	3
September	1989	31	13	20	3	4	0	21	6	4	2	0	3
October	1989	33	13	17	3	4	1	21	6	5	1	0	3
November	1989	35	11	18	2	4	0	20	6	5	0	0	3

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1989	36	11	15	2	2	0	21	6	3	1	0	3
January	1990	40	10	16	2	2	0	22	6	2	2	0	4
February	1990	40	11	12	3	2	0	22	6	3	2	0	3
March	1990	46	12	11	2	3	0	21	6	4	2	0	4
April	1990	47	12	10	2	3	0	20	6	4	1	0	3
May	1990	45	13	10	2	2	1	18	6	4	1	0	4
June	1990	40	14	11	2	2	1	20	7	3	2	1	4
July	1990	37	13	10	2	2	1	19	9	3	2	1	4
August	1990	35	14	11	2	1	1	19	8	3	4	2	3
September	1990	36	14	10	1	1	2	17	7	3	5	6	4
October	1990	34	13	8	3	0	3	17	8	3	8	11	3
November	1990	33	11	5	3	0	3	16	9	6	10	12	4
December	1990	34	9	7	4	1	2	15	9	7	11	10	2
January	1991	33	9	8	3	2	1	16	8	9	11	7	2
February	1991	35	6	10	1	2	1	14	6	10	11	6	1
March	1991	39	6	13	1	2	1	12	5	10	9	3	2
April	1991	46	7	14	1	1	0	12	5	12	7	2	1
May	1991	49	8	13	1	1	0	16	5	11	4	0	2
June	1991	47	9	12	1	2	0	20	5	11	4	0	2
July	1991	46	7	15	1	2	0	19	5	8	5	1	2
August	1991	45	8	17	2	3	0	18	4	9	6	0	1
September	1991	42	8	18	1	3	0	19	5	8	6	0	2
October	1991	40	11	15	1	2	0	20	5	11	4	0	3
November	1991	41	9	16	1	2	0	19	6	11	6	0	3
December	1991	43	8	17	1	1	0	18	7	12	8	1	3
January	1992	43	6	19	1	0	0	18	7	12	12	0	3
February	1992	42	7	21	1	0	0	18	6	12	11	0	2
March	1992	41	7	24	1	2	0	19	3	13	11	0	2
April	1992	38	7	25	1	2	0	20	4	12	9	0	1
May	1992	36	6	26	1	2	0	20	3	12	8	0	2
June	1992	38	7	25	2	2	0	16	3	11	8	0	3
July	1992	41	6	24	2	2	0	17	3	8	7	0	3
August	1992	43	5	22	2	3	0	18	4	9	8	0	3
September	1992	39	4	22	2	3	0	21	4	9	9	0	1
October	1992	35	5	25	2	3	1	19	4	12	8	0	2
November	1992	31	7	26	2	4	0	17	3	9	7	0	1
December	1992	32	8	25	3	4	1	14	3	8	5	0	2
January	1993	36	8	23	2	6	0	14	4	6	3	0	2
February	1993	38	5	23	2	7	0	15	4	7	4	1	2
March	1993	34	7	26	2	7	0	15	4	7	5	1	2
April	1993	29	7	30	3	6	0	16	3	7	6	0	2
May	1993	30	10	31	3	4	0	15	3	7	5	0	2
June	1993	31	9	29	3	4	0	15	3	7	5	0	2
July	1993	35	9	30	2	3	0	15	3	6	5	0	2
August	1993	35	8	31	2	3	1	16	3	6	5	0	2
September	1993	36	6	33	1	2	1	15	3	7	5	0	3
October	1993	31	8	32	1	4	0	16	3	10	6	0	2
November	1993	27	8	34	1	5	0	16	2	11	5	0	2

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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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1993	27	9	34	2	6	0	18	2	9	4	1	1
January	1994	28	7	35	2	6	0	15	2	7	3	0	1
February	1994	32	7	34	2	7	0	14	3	5	2	0	1
March	1994	30	8	32	3	7	0	16	4	5	2	0	1
April	1994	29	10	32	3	7	0	17	3	4	2	0	1
May	1994	27	11	30	4	6	0	17	4	4	4	0	2
June	1994	27	12	30	4	7	0	15	4	3	3	0	1
July	1994	26	12	29	4	7	0	15	4	4	3	0	1
August	1994	26	14	28	5	7	1	18	6	4	2	0	1
September	1994	25	16	25	5	5	1	18	5	4	2	0	1
October	1994	25	17	24	5	6	1	18	7	3	2	0	2
November	1994	24	15	22	5	6	1	18	6	6	2	0	1
December	1994	22	14	20	6	8	1	19	7	6	1	0	2
January	1995	22	11	18	8	10	1	20	6	6	1	0	3
February	1995	20	13	16	7	10	1	21	8	5	2	0	4
March	1995	23	14	16	6	11	0	18	8	4	3	0	3
April	1995	21	15	17	5	9	0	21	10	4	2	0	4
May	1995	26	15	19	5	9	1	20	9	3	2	0	3
June	1995	26	13	21	3	7	1	22	7	3	1	0	3
July	1995	30	12	22	3	6	1	19	5	4	3	0	1
August	1995	28	12	22	2	5	1	20	3	5	3	0	1
September	1995	28	12	21	1	6	0	21	4	5	3	0	1
October	1995	29	12	19	1	6	0	19	4	5	2	0	1
November	1995	28	11	21	2	6	0	21	4	5	1	0	3
December	1995	26	11	21	2	6	0	21	4	7	2	0	3
January	1996	23	11	22	3	5	0	22	4	7	3	0	4
February	1996	26	11	21	1	5	0	21	3	8	3	0	3
March	1996	26	10	23	2	5	1	21	4	8	3	0	2
April	1996	26	11	24	1	6	1	23	4	5	3	0	2
May	1996	24	11	23	1	7	1	25	4	4	3	0	3
June	1996	25	12	20	1	7	0	25	3	3	3	1	3
July	1996	27	12	21	2	7	0	23	2	4	2	1	3
August	1996	26	15	22	2	6	0	19	3	4	2	1	2
September	1996	25	15	24	2	5	0	20	3	5	1	0	2
October	1996	23	14	22	3	4	0	23	4	6	1	0	2
November	1996	25	12	18	3	5	0	22	4	5	1	0	3
December	1996	27	11	17	2	7	0	22	3	4	1	0	2
January	1997	26	12	18	2	10	1	19	3	2	1	0	2
February	1997	22	13	21	2	12	1	21	2	3	1	0	1
March	1997	21	12	21	1	12	1	21	3	4	1	0	1
April	1997	25	10	19	2	9	1	21	5	5	1	0	1
May	1997	29	10	16	2	8	0	19	5	5	1	0	1
June	1997	30	12	18	3	11	0	16	5	4	1	0	0
July	1997	28	12	20	2	14	0	15	4	2	1	0	1
August	1997	24	11	21	2	14	0	15	5	3	1	0	2
September	1997	24	8	21	2	10	0	17	5	3	1	0	2
October	1997	24	9	20	2	7	0	17	3	3	1	0	3
November	1997	26	9	20	1	5	0	20	2	2	1	0	2

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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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1997	24	9	20	1	5	0	21	3	3	1	0	2
January	1998	26	7	23	1	4	0	20	2	2	1	0	1
February	1998	26	7	23	1	6	0	17	2	2	1	0	1
March	1998	26	6	26	1	7	0	15	1	1	1	0	1
April	1998	27	7	25	1	8	0	16	1	1	1	0	1
May	1998	28	5	28	1	6	0	18	1	2	0	0	1
June	1998	30	5	28	1	7	1	17	1	2	0	0	1
July	1998	30	5	29	1	7	1	15	1	2	0	0	1
August	1998	27	6	29	1	8	1	13	1	2	0	0	1
September	1998	29	4	25	0	7	0	14	2	2	2	0	2
October	1998	27	4	25	0	8	0	13	2	2	3	0	2
November	1998	30	3	29	1	9	0	13	2	2	3	0	1
December	1998	29	6	32	1	8	0	13	2	3	2	0	2
January	1999	29	7	32	0	8	0	13	2	3	1	0	1
February	1999	29	9	29	0	9	0	12	2	3	1	0	1
March	1999	29	7	30	0	11	0	12	2	3	1	0	1
April	1999	27	8	28	1	13	0	15	3	2	1	0	1
May	1999	26	9	27	1	12	0	16	3	1	1	0	2
June	1999	25	10	25	2	13	0	17	3	1	0	0	2
July	1999	23	10	24	2	12	0	14	2	1	1	0	3
August	1999	22	9	24	2	14	0	14	3	2	1	0	2
September	1999	21	8	21	2	13	0	13	4	3	2	0	2
October	1999	22	8	19	1	12	0	14	5	3	2	0	2
November	1999	24	5	17	1	9	0	15	4	3	1	0	3
December	1999	23	5	19	1	9	0	15	5	3	1	0	2
January	2000	23	3	20	1	10	0	16	4	2	1	0	2
February	2000	21	4	19	3	14	0	14	5	1	1	0	2
March	2000	22	4	16	3	15	0	15	4	1	0	3	2
April	2000	21	7	13	3	16	1	14	4	2	0	6	1
May	2000	20	9	16	3	15	1	14	4	2	0	6	2
June	2000	20	11	18	4	14	1	11	5	2	0	4	1
July	2000	23	9	19	3	13	1	10	6	2	0	5	2
August	2000	25	8	18	3	12	1	11	5	2	1	6	1
September	2000	26	6	17	2	15	1	11	5	1	1	5	2
October	2000	26	7	17	3	14	1	11	4	1	1	3	2
November	2000	25	7	14	2	15	1	9	3	2	1	3	1
December	2000	24	8	14	2	11	1	10	4	2	1	3	1
January	2001	25	6	16	2	8	1	10	5	3	2	3	1
February	2001	28	7	21	2	6	0	10	4	3	3	3	1
March	2001	33	6	26	1	5	0	10	3	4	3	2	2
April	2001	30	6	29	1	6	0	11	3	6	5	2	1
May	2001	27	4	30	0	5	1	11	3	6	4	5	1
June	2001	22	4	25	0	7	1	11	4	6	5	8	1
July	2001	25	4	26	0	5	1	12	3	5	3	8	2
August	2001	29	4	25	0	5	1	13	2	7	4	6	3
September	2001	34	3	26	0	3	1	11	2	7	5	4	2
October	2001	35	3	35	0	2	0	7	2	6	7	2	1
November	2001	35	3	44	0	2	0	6	2	4	8	1	0

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2001	34	2	53	0	1	0	5	2	4	7	0	0
January	2002	34	2	53	0	1	0	6	3	6	6	0	1
February	2002	33	2	52	0	1	0	6	3	7	5	0	1
March	2002	33	1	51	1	3	0	7	3	7	4	0	1
April	2002	32	1	48	1	3	0	6	3	7	3	1	0
May	2002	32	3	45	1	5	0	9	2	6	3	1	1
June	2002	33	3	41	1	5	0	8	3	7	3	1	1
July	2002	36	4	41	2	5	0	10	3	6	3	0	0
August	2002	35	3	39	2	3	0	9	3	8	3	0	0
September	2002	35	2	44	2	3	0	10	2	6	3	0	0
October	2002	30	2	47	2	3	0	7	2	9	2	1	0
November	2002	29	2	52	1	2	0	7	3	7	3	1	0
December	2002	30	2	50	1	2	0	6	3	8	3	1	0
January	2003	33	2	47	0	2	1	8	2	7	5	2	0
February	2003	33	2	44	1	1	1	9	1	7	5	3	1
March	2003	32	1	43	1	1	1	9	3	8	8	4	1
April	2003	32	2	40	1	2	1	8	4	7	7	5	1
May	2003	35	3	45	1	3	0	6	3	7	6	4	1
June	2003	37	4	47	2	4	0	6	2	6	4	2	1
July	2003	37	3	52	1	4	0	5	1	6	4	1	0
August	2003	35	4	50	1	4	0	6	2	8	3	1	0
September	2003	34	3	48	0	3	1	7	3	7	3	2	1
October	2003	35	4	47	0	2	1	8	3	8	2	2	1
November	2003	37	2	45	0	3	1	8	3	6	3	1	1
December	2003	35	3	45	1	3	0	8	1	7	2	0	1
January	2004	33	2	41	1	5	0	8	2	5	2	0	1
February	2004	30	3	39	1	5	0	8	3	5	3	1	1
March	2004	32	2	39	1	5	0	7	4	3	3	1	0
April	2004	29	3	38	1	5	1	9	4	4	5	4	1
May	2004	29	3	37	2	4	2	10	3	3	5	6	2
June	2004	27	5	36	2	5	4	9	2	4	4	10	3
July	2004	32	6	36	2	3	3	9	3	3	2	9	3
August	2004	35	6	33	2	4	3	10	3	4	2	10	2
September	2004	37	4	34	2	3	1	11	4	4	2	6	1
October	2004	36	4	32	2	3	1	11	4	4	3	6	1
November	2004	34	5	30	1	4	2	11	4	4	3	6	2
December	2004	32	6	28	2	5	2	11	3	3	3	5	1
January	2005	32	6	27	2	6	1	10	4	4	3	4	2
February	2005	33	6	29	3	5	1	10	5	5	2	1	1
March	2005	32	7	26	2	4	1	11	5	6	2	5	2
April	2005	32	6	26	3	3	3	10	4	5	1	10	3
May	2005	30	7	24	3	4	5	10	4	5	2	15	3
June	2005	34	5	25	3	3	4	9	4	5	2	14	4
July	2005	40	5	21	3	4	3	10	3	6	1	12	3
August	2005	49	4	17	1	3	2	9	2	5	1	9	2
September	2005	49	5	14	1	4	4	8	2	5	1	12	3
October	2005	44	5	13	1	3	6	9	2	5	2	17	4
November	2005	37	5	14	1	2	7	9	2	5	2	20	6

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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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2005	38	3	14	2	2	6	11	4	5	2	17	7
January	2006	37	5	13	1	3	5	10	4	5	1	12	6
February	2006	39	6	10	1	2	6	10	5	7	1	10	6
March	2006	38	6	11	0	2	6	10	4	5	1	10	6
April	2006	39	5	13	1	2	7	9	4	6	1	11	6
May	2006	35	4	15	1	3	7	11	4	4	2	16	7
June	2006	31	4	13	3	3	9	10	3	6	1	20	10
July	2006	30	4	11	2	2	9	12	3	5	1	19	11
August	2006	34	5	11	3	1	8	12	5	5	1	16	9
September	2006	36	6	12	2	1	7	11	6	4	1	15	6
October	2006	38	5	14	2	2	6	10	5	6	1	16	7
November	2006	38	4	17	1	3	6	9	5	6	1	11	6
December	2006	40	3	17	1	4	6	11	5	6	2	7	6
January	2007	38	4	16	1	4	5	11	6	6	2	6	4
February	2007	37	5	13	1	4	5	12	5	6	2	6	5
March	2007	38	5	14	0	3	3	11	4	6	2	7	4
April	2007	36	4	16	0	3	3	10	3	7	3	8	5
May	2007	35	4	17	0	2	3	12	3	5	2	11	4
June	2007	32	5	15	1	3	6	13	4	4	2	15	5
July	2007	33	5	13	1	3	7	13	4	4	2	16	6
August	2007	35	6	12	2	3	7	11	5	5	3	14	7
September	2007	39	4	15	1	3	5	11	5	6	3	10	6
October	2007	37	4	14	1	3	3	11	6	8	3	7	5
November	2007	34	4	17	1	3	4	11	6	9	3	8	4
December	2007	32	3	14	1	3	3	12	7	10	3	11	3
January	2008	34	2	14	1	2	5	10	7	9	3	12	4
February	2008	35	3	12	1	1	4	11	6	10	3	12	4
March	2008	34	4	14	1	1	5	9	4	12	6	14	4
April	2008	34	3	15	1	0	4	9	4	15	7	14	5
May	2008	35	3	12	0	1	6	7	6	16	8	17	6
June	2008	35	2	9	0	1	10	6	6	16	6	19	9
July	2008	36	2	8	0	1	10	7	4	14	5	23	11
August	2008	33	2	7	0	1	11	8	3	14	5	22	13
September	2008	36	2	8	0	1	8	8	4	14	6	18	12
October	2008	37	1	8	0	1	8	9	9	15	8	15	10
November	2008	43	1	10	0	1	4	9	11	17	10	10	8
December	2008	46	1	9	0	1	1	10	12	16	10	7	7
January	2009	53	1	11	0	1	1	7	9	17	10	3	7
February	2009	55	0	11	0	1	1	8	7	14	11	2	6
March	2009	59	0	13	0	2	1	7	7	14	12	2	4
April	2009	58	1	13	0	2	1	7	6	13	12	3	3
May	2009	60	1	15	1	1	1	5	6	13	9	3	1
June	2009	61	1	14	1	0	1	6	5	11	9	3	1
July	2009	59	1	14	1	0	2	6	5	11	7	3	1
August	2009	57	1	10	0	0	2	6	5	12	8	3	2
September	2009	55	2	10	0	1	3	7	5	13	7	3	2
October	2009	55	2	11	0	1	3	9	6	12	8	2	2
November	2009	52	2	12	0	1	3	9	6	13	8	3	3

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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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2009	51	2	12	0	1	3	9	6	14	9	2	3
January	2010	48	2	10	0	2	3	8	5	15	10	2	2
February	2010	48	2	12	0	2	3	9	7	14	9	1	2
March	2010	48	2	16	1	2	2	8	6	14	8	2	3
April	2010	51	2	19	1	2	2	9	6	11	8	2	4
May	2010	52	2	20	1	3	1	9	4	12	8	2	4
June	2010	54	2	22	0	3	2	8	4	14	6	2	2
July	2010	52	1	21	0	3	3	8	4	16	6	2	3
August	2010	50	1	23	1	2	4	8	6	16	7	2	3
September	2010	46	2	20	1	2	3	9	5	15	9	2	4
October	2010	45	3	21	1	2	3	9	6	15	10	3	4
November	2010	45	3	20	0	2	2	11	6	15	10	3	4
December	2010	46	1	21	0	3	2	13	7	17	9	3	3
January	2011	45	1	20	0	3	2	13	8	16	8	2	3
February	2011	43	3	19	1	4	2	11	7	17	7	2	3
March	2011	43	4	15	0	4	3	10	6	15	8	5	3
April	2011	39	5	15	0	3	5	11	5	14	8	7	4
May	2011	41	4	16	0	2	7	10	5	11	7	8	4
June	2011	36	4	17	0	2	7	11	6	14	6	7	5
July	2011	35	2	15	0	2	6	12	7	16	7	6	3
August	2011	32	3	15	1	2	5	13	7	19	8	4	4
September	2011	35	2	15	1	2	5	12	8	17	10	2	4
October	2011	37	2	19	1	2	4	11	7	20	10	2	4
November	2011	39	2	20	0	2	4	10	6	18	13	2	3
December	2011	37	1	22	0	3	4	9	8	20	11	3	3
January	2012	38	1	21	1	5	5	9	8	17	9	3	3
February	2012	34	2	20	1	6	4	11	7	19	6	4	4
March	2012	36	3	19	1	7	6	12	6	15	6	4	4
April	2012	38	3	21	1	6	7	12	6	15	6	4	4
May	2012	39	2	23	0	6	8	10	6	15	7	4	4
June	2012	41	1	23	1	6	6	10	5	16	7	3	3
July	2012	41	2	23	0	6	6	11	5	16	6	3	2
August	2012	41	3	23	0	5	6	11	5	14	7	3	2
September	2012	39	4	25	0	5	5	12	5	12	7	4	1
October	2012	35	4	23	0	4	6	12	5	13	8	4	1
November	2012	32	2	23	1	5	5	13	4	16	8	3	1
December	2012	30	2	20	1	5	6	13	5	17	9	2	2
January	2013	33	4	23	1	5	4	11	6	16	8	2	2
February	2013	33	5	23	1	5	4	11	7	12	6	2	3
March	2013	34	5	23	1	5	4	13	6	12	5	3	3
April	2013	29	5	23	1	7	3	16	6	12	5	3	4
May	2013	33	5	23	0	8	4	14	5	12	5	2	3
June	2013	30	5	26	1	8	4	12	6	13	5	1	2
July	2013	33	5	27	1	8	4	10	4	12	4	2	2
August	2013	33	5	28	2	7	3	12	4	12	4	2	2
September	2013	33	5	26	1	8	3	14	6	11	5	1	2
October	2013	31	5	25	1	8	4	14	8	11	6	0	2
November	2013	27	6	22	2	9	5	11	9	13	9	0	2

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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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2013	28	5	23	2	8	5	11	7	12	9	0	2
January	2014	29	4	21	3	9	4	12	7	12	9	1	1
February	2014	31	4	24	2	8	4	14	6	11	7	1	1
March	2014	29	3	22	2	8	4	13	7	12	6	2	2
April	2014	28	4	22	0	8	5	12	7	11	6	2	4
May	2014	26	6	18	1	8	5	12	6	11	6	3	4
June	2014	26	7	18	2	8	5	14	5	9	8	3	5
July	2014	26	6	18	1	8	4	15	5	7	8	2	5
August	2014	27	5	22	1	9	3	14	7	8	7	2	6
September	2014	29	4	22	1	9	3	15	7	9	4	1	6
October	2014	29	5	22	1	8	3	15	5	10	5	1	4
November	2014	28	5	20	1	9	4	16	3	8	5	1	4
December	2014	28	5	23	1	10	4	15	4	7	6	1	4
January	2015	28	5	24	2	11	4	15	4	8	5	2	4
February	2015	31	4	24	1	13	3	14	4	9	5	2	3
March	2015	31	4	24	1	13	4	14	3	9	4	2	3
April	2015	30	5	23	1	14	2	14	5	8	4	2	3
May	2015	25	6	23	1	12	3	14	4	7	4	2	4
June	2015	22	6	26	2	11	3	13	3	5	4	2	3
July	2015	24	6	27	2	11	3	15	2	5	4	1	3
August	2015	27	4	29	1	11	3	15	4	6	5	1	2
September	2015	28	3	27	1	11	3	16	5	7	4	1	2
October	2015	27	3	27	1	10	3	15	4	9	4	1	4
November	2015	26	4	26	2	10	3	15	4	8	3	1	4
December	2015	29	4	27	2	9	2	14	5	9	3	1	3
January	2016	27	4	26	2	10	3	12	5	7	4	1	3
February	2016	30	4	26	2	9	2	12	5	7	5	1	2
March	2016	27	5	23	2	9	2	12	5	6	8	1	2
April	2016	26	4	25	2	9	2	13	6	7	8	1	2
May	2016	27	6	24	3	10	3	13	5	5	7	1	3
June	2016	27	4	27	3	11	2	14	4	5	4	1	3
July	2016	27	5	27	3	12	2	14	3	5	5	1	3
August	2016	22	4	28	2	12	1	16	4	6	6	0	2
September	2016	20	5	26	1	11	1	16	4	7	8	1	3
October	2016	20	5	25	2	11	1	15	4	8	6	2	3
November	2016	19	4	23	2	10	1	15	4	8	5	2	3
December	2016	21	4	23	3	12	2	14	5	8	5	2	2
January	2017	22	6	20	3	13	2	13	5	6	5	1	2
February	2017	24	8	19	3	15	1	13	6	4	5	2	2
March	2017	25	10	16	3	16	1	13	4	3	4	2	3
April	2017	25	9	17	3	16	2	14	3	3	4	2	2
May	2017	26	6	17	3	15	3	16	3	3	5	1	3
June	2017	28	5	19	3	13	3	16	3	3	5	0	3
July	2017	28	5	20	2	11	2	17	4	4	6	0	4
August	2017	28	5	22	2	12	3	16	5	4	4	0	3
September	2017	27	5	21	1	13	3	17	4	5	4	1	2
October	2017	27	5	21	2	14	4	15	4	6	4	1	1
November	2017	27	6	21	2	15	4	13	4	5	3	1	2

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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					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2017	27	5	21	3	15	3	12	4	4	4	1	2
January	2018	26	5	19	2	16	3	14	5	4	4	1	3
February	2018	25	4	19	4	15	1	16	5	4	4	1	3