REGION SOUTH
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?"

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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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TABLE 37
BUYING CONDITIONS FOR VEHICLES
(Three Month Moving Averages)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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)

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
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
March	2018	68	6	26	100	142	656
April	2018	69	5	26	100	143	640
May	2018	69	5	26	100	143	643