

REGION SOUTH

1

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE
HOUSEHOLD DURABLES
(Three Month Moving Averages)**

Response to the query: "Why do you say so?" following the question on Table 35.

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

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come	Interest Rate Low	Borrow in Advance	Times Good; Prosperity	Interest Rates High;	Can't Afford	Uncertain	
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>		<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
March	1978	16	41	2	0	4	13	2	5	3
April	1978	13	44	1	0	4	14	3	4	1
May	1978	13	45	1	1	5	14	3	4	0
June	1978	12	44	0	1	6	13	4	4	0
July	1978	10	44	0	1	7	16	3	3	1
August	1978	11	44	1	1	5	19	4	3	1
September	1978	11	46	1	1	3	18	3	3	2
October	1978	12	48	1	1	2	15	4	3	2
November	1978	10	48	1	1	2	13	3	3	2
December	1978	10	43	0	2	2	18	5	2	1
January	1979	10	39	0	2	2	21	6	4	2
February	1979	13	40	0	2	2	22	6	4	2
March	1979	12	44	1	1	2	18	5	5	2
April	1979	9	47	1	2	2	15	4	5	3
May	1979	8	46	1	2	2	15	5	5	3
June	1979	9	45	1	3	2	16	7	4	3
July	1979	10	44	0	2	2	19	9	3	3
August	1979	10	43	0	3	2	20	8	4	4
September	1979	12	42	0	2	2	20	9	6	5
October	1979	12	42	0	3	2	18	9	8	4
November	1979	12	41	1	3	2	19	12	9	4
December	1979	12	37	0	3	2	22	13	10	5
January	1980	14	35	1	2	2	25	15	10	6
February	1980	17	37	1	3	3	23	15	10	5
March	1980	17	40	1	3	3	21	15	8	5
April	1980	15	34	0	3	2	21	19	8	7
May	1980	10	30	0	3	2	26	27	8	8
June	1980	10	25	1	2	1	31	31	8	8
July	1980	12	23	4	3	2	28	29	9	8
August	1980	15	25	4	2	1	26	20	7	6
September	1980	19	27	4	3	1	21	14	6	5
October	1980	21	30	2	3	1	21	12	7	3
November	1980	20	32	1	3	1	19	15	8	3
December	1980	19	30	1	2	1	22	19	7	3
January	1981	19	27	0	2	1	22	22	7	3
February	1981	20	23	1	1	2	25	25	8	4
March	1981	20	22	1	1	1	24	25	9	5
April	1981	19	24	1	1	1	24	23	8	6
May	1981	19	29	1	2	1	23	19	7	4
June	1981	18	29	1	2	1	21	18	7	3
July	1981	18	29	0	2	1	22	19	7	2
August	1981	20	27	0	1	1	19	21	7	2
September	1981	20	27	1	1	1	22	21	5	2
October	1981	19	25	1	0	3	21	20	7	3
November	1981	17	22	1	1	2	25	20	7	3
December	1981	19	22	1	1	2	25	20	9	4

REGION SOUTH

2

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
January	1982	23	22	1	2	1	24	20	7	5
February	1982	26	22	2	2	1	21	19	7	6
March	1982	28	21	1	1	1	19	19	8	6
April	1982	26	17	1	1	2	22	21	12	6
May	1982	27	16	1	1	1	23	26	13	6
June	1982	24	16	1	1	1	25	27	12	5
July	1982	23	19	1	1	1	21	28	10	7
August	1982	21	18	1	2	1	21	26	10	7
September	1982	22	17	2	2	1	18	25	12	8
October	1982	22	13	3	1	1	20	23	14	8
November	1982	25	13	4	1	1	19	21	16	8
December	1982	27	11	5	1	1	17	18	15	8
January	1983	28	13	6	1	2	16	15	14	9
February	1983	29	11	6	2	2	16	13	13	9
March	1983	29	12	9	1	2	18	14	11	8
April	1983	30	11	12	2	3	16	16	10	8
May	1983	30	13	13	2	4	16	13	9	9
June	1983	31	13	13	3	4	12	10	9	7
July	1983	29	14	11	2	4	13	8	9	5
August	1983	28	16	11	2	4	14	7	8	4
September	1983	27	19	11	2	3	15	7	8	4
October	1983	30	21	10	2	3	15	7	9	4
November	1983	31	21	8	2	3	14	7	9	3
December	1983	35	18	6	1	4	15	5	8	3
January	1984	36	17	9	1	5	13	5	6	3
February	1984	36	15	10	2	5	13	6	6	3
March	1984	36	19	10	2	5	11	6	7	3
April	1984	32	20	9	4	6	13	6	8	2
May	1984	29	22	8	5	6	13	5	6	2
June	1984	27	19	8	5	7	13	6	5	2
July	1984	30	19	7	5	7	12	7	4	2
August	1984	31	19	6	4	5	12	8	5	1
September	1984	30	20	6	3	5	11	7	6	0
October	1984	28	22	6	3	5	12	5	6	2
November	1984	26	21	7	4	6	12	5	5	2
December	1984	27	20	8	4	7	13	5	5	3
January	1985	30	17	9	3	7	12	6	6	3
February	1985	35	18	9	2	6	12	5	6	3
March	1985	38	19	8	2	5	11	5	6	2
April	1985	35	19	9	3	5	12	4	5	1
May	1985	33	19	9	2	5	10	4	6	2
June	1985	36	20	11	2	6	8	5	6	3
July	1985	37	21	11	1	6	8	4	7	3
August	1985	36	21	14	1	7	10	5	6	2
September	1985	35	19	13	1	6	13	3	6	1
October	1985	34	17	13	1	5	14	4	4	1
November	1985	35	16	10	2	6	13	4	5	3
December	1985	36	15	11	2	6	14	4	4	3

REGION SOUTH

3

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
January	1986	38	17	12	1	8	12	3	4	3
February	1986	37	16	16	1	7	10	3	5	1
March	1986	36	16	18	1	6	7	3	5	2
April	1986	32	14	23	2	5	8	3	5	3
May	1986	30	13	26	2	7	9	3	5	3
June	1986	29	13	29	1	8	7	3	6	3
July	1986	31	12	29	0	10	7	4	6	2
August	1986	36	12	26	1	8	7	4	6	2
September	1986	36	12	25	1	6	9	3	6	2
October	1986	37	13	25	2	3	8	2	7	3
November	1986	33	15	26	1	4	8	1	6	2
December	1986	34	14	24	1	5	6	2	5	2
January	1987	36	13	22	1	6	6	2	5	2
February	1987	36	13	18	1	6	6	3	5	3
March	1987	34	13	18	2	7	7	3	7	3
April	1987	29	16	18	2	7	8	4	6	3
May	1987	31	17	18	3	6	7	2	6	2
June	1987	33	20	15	3	5	7	2	5	2
July	1987	36	20	14	2	4	8	2	4	2
August	1987	35	19	12	3	4	9	3	3	2
September	1987	35	20	12	3	4	8	3	4	1
October	1987	34	19	10	4	6	9	4	6	2
November	1987	33	19	9	3	5	9	5	6	4
December	1987	32	18	8	2	4	9	5	6	6
January	1988	34	19	7	2	3	7	5	6	7
February	1988	36	19	8	1	4	7	5	6	5
March	1988	36	14	10	1	4	8	6	8	3
April	1988	33	15	11	1	5	9	6	7	2
May	1988	31	17	8	2	6	10	4	6	2
June	1988	29	20	7	3	7	9	3	5	2
July	1988	29	19	8	4	8	9	3	4	2
August	1988	32	19	9	4	7	8	3	4	2
September	1988	34	21	9	5	6	9	2	3	3
October	1988	33	21	8	5	4	9	2	3	3
November	1988	31	22	9	5	5	11	2	3	2
December	1988	28	21	6	6	7	10	4	3	1
January	1989	30	20	5	6	7	10	4	4	2
February	1989	29	19	4	7	8	8	4	6	2
March	1989	32	19	6	6	7	9	3	6	2
April	1989	31	20	6	7	8	9	5	5	1
May	1989	30	22	6	6	8	7	4	5	1
June	1989	27	21	6	5	8	7	5	4	2
July	1989	28	23	7	3	6	7	4	4	2
August	1989	32	19	7	3	5	8	5	2	3
September	1989	35	19	7	2	5	8	3	4	2
October	1989	35	15	7	3	7	9	3	4	2
November	1989	34	16	7	3	7	12	2	5	1
December	1989	34	15	6	3	5	14	3	5	2
January	1990	36	15	5	1	3	14	3	3	2

REGION SOUTH

4

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
February	1990	38	14	5	2	2	10	2	4	2
March	1990	39	15	6	2	3	9	2	4	1
April	1990	39	16	6	3	3	9	2	5	1
May	1990	35	19	5	3	5	10	3	3	1
June	1990	32	19	5	3	4	11	3	2	1
July	1990	32	19	5	3	5	11	4	2	1
August	1990	32	22	5	2	2	11	4	3	3
September	1990	29	24	4	2	2	12	3	3	7
October	1990	25	24	3	2	1	13	2	5	9
November	1990	25	21	2	2	1	15	4	8	11
December	1990	29	18	2	1	1	13	5	9	12
January	1991	29	15	3	1	1	11	7	9	16
February	1991	30	12	3	0	2	10	7	11	16
March	1991	34	11	5	0	2	8	6	11	15
April	1991	36	13	5	0	2	9	5	11	12
May	1991	36	14	8	0	2	10	6	10	12
June	1991	34	14	7	0	2	10	4	11	11
July	1991	38	13	9	0	3	9	5	9	11
August	1991	39	12	9	0	4	10	4	8	8
September	1991	39	14	10	0	4	10	5	9	8
October	1991	37	14	8	0	3	9	4	11	8
November	1991	37	14	8	0	2	8	4	12	12
December	1991	34	11	8	0	1	8	6	13	16
January	1992	34	8	11	0	1	8	7	13	19
February	1992	33	7	11	1	1	8	8	14	22
March	1992	35	10	12	1	2	7	5	13	21
April	1992	33	12	11	1	2	9	3	14	20
May	1992	31	12	14	1	3	8	3	13	14
June	1992	33	12	15	0	2	8	3	11	12
July	1992	36	12	18	0	3	7	4	10	11
August	1992	40	11	16	0	3	8	4	11	13
September	1992	35	10	15	1	3	11	6	13	13
October	1992	33	7	18	1	3	11	5	13	14
November	1992	32	9	20	1	3	9	4	11	13
December	1992	35	10	21	2	4	7	2	11	11
January	1993	40	10	17	2	5	7	2	11	9
February	1993	39	10	15	2	6	8	2	11	7
March	1993	38	11	15	1	7	8	2	10	7
April	1993	35	12	15	1	7	7	3	8	7
May	1993	34	13	17	1	7	6	3	8	7
June	1993	34	13	17	1	6	7	2	8	7
July	1993	34	13	16	1	5	8	3	9	9
August	1993	37	13	18	0	6	6	3	8	9
September	1993	34	13	20	0	7	5	3	9	11
October	1993	31	13	22	0	7	5	3	10	9
November	1993	30	13	23	0	6	6	4	10	8
December	1993	30	13	22	0	6	8	3	8	5
January	1994	31	11	22	1	8	7	3	7	6
February	1994	33	10	24	1	9	7	3	5	5

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE
HOUSEHOLD DURABLES
(Three Month Moving Averages)**

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
March	1994	35	11	25	1	10	7	4	5	4
April	1994	35	12	25	2	11	7	3	4	4
May	1994	33	12	22	3	11	7	3	5	5
June	1994	33	12	20	3	11	7	2	4	5
July	1994	32	13	16	3	9	7	2	3	3
August	1994	33	14	13	3	10	6	2	2	1
September	1994	34	15	12	3	10	5	2	3	2
October	1994	35	14	14	3	10	5	3	3	2
November	1994	34	15	16	3	8	5	3	5	3
December	1994	34	15	16	5	9	6	4	4	3
January	1995	36	17	14	5	11	6	4	3	3
February	1995	38	19	11	5	12	6	3	4	3
March	1995	39	18	12	4	13	4	3	4	2
April	1995	36	15	10	5	14	6	4	4	2
May	1995	38	12	11	3	14	7	5	3	1
June	1995	37	11	13	2	13	8	4	3	1
July	1995	39	11	13	1	11	9	2	3	2
August	1995	37	10	13	0	10	8	2	3	3
September	1995	36	13	13	0	11	7	3	3	3
October	1995	35	13	14	1	11	6	3	3	2
November	1995	39	14	15	1	11	5	2	3	2
December	1995	39	11	15	1	7	6	2	5	3
January	1996	41	11	15	1	6	6	2	5	3
February	1996	38	10	15	1	5	7	2	7	5
March	1996	38	13	16	1	7	6	3	6	4
April	1996	37	13	15	1	9	7	3	6	3
May	1996	38	14	15	1	8	7	3	5	3
June	1996	39	12	12	1	8	6	3	5	3
July	1996	41	12	12	1	7	6	3	4	3
August	1996	36	14	12	2	9	6	4	4	2
September	1996	35	14	13	2	8	8	4	3	2
October	1996	33	13	13	2	8	9	4	4	2
November	1996	35	9	14	1	7	10	3	5	2
December	1996	39	8	14	1	9	10	3	5	1
January	1997	40	9	14	1	11	8	3	4	1
February	1997	41	10	15	1	13	6	3	4	1
March	1997	37	12	14	1	14	6	2	6	1
April	1997	34	13	14	2	13	5	3	5	1
May	1997	35	13	12	3	14	5	3	3	1
June	1997	35	11	13	3	14	2	3	2	2
July	1997	34	8	13	2	16	3	1	3	2
August	1997	33	8	13	1	13	3	1	3	2
September	1997	36	11	12	1	12	4	0	2	1
October	1997	34	13	11	1	9	5	1	2	1
November	1997	35	12	14	0	8	4	1	1	1
December	1997	35	10	14	0	7	5	2	1	1
January	1998	42	8	15	0	8	4	1	1	1
February	1998	40	9	13	1	11	5	1	1	1
March	1998	38	9	15	1	12	5	0	2	1

REGION SOUTH
TABLE 36
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE
HOUSEHOLD DURABLES
(Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
April	1998	32	9	14	0	13	5	0	2	0
May	1998	32	7	15	0	12	5	1	2	0
June	1998	35	6	15	0	13	4	1	1	0
July	1998	33	7	18	0	12	5	2	1	1
August	1998	32	8	17	0	14	5	2	1	1
September	1998	29	8	18	0	14	4	2	1	2
October	1998	31	8	19	0	13	3	2	2	2
November	1998	32	8	23	0	12	4	2	1	2
December	1998	31	8	24	0	13	4	1	2	2
January	1999	31	8	23	1	15	4	1	2	1
February	1999	31	9	22	0	17	3	2	2	1
March	1999	34	9	20	1	18	3	1	2	1
April	1999	33	9	18	0	19	4	1	1	1
May	1999	35	8	16	0	17	4	0	1	0
June	1999	32	10	17	0	18	4	1	0	0
July	1999	33	9	17	1	18	3	1	0	0
August	1999	32	10	17	1	20	5	1	1	1
September	1999	31	8	15	1	17	5	2	1	1
October	1999	28	10	14	2	16	4	1	1	2
November	1999	28	10	14	1	12	3	1	2	2
December	1999	30	9	13	1	13	4	1	3	1
January	2000	35	7	12	1	13	4	2	3	1
February	2000	33	7	11	2	19	3	2	1	1
March	2000	31	9	13	2	19	4	2	0	1
April	2000	26	11	12	4	21	4	2	1	1
May	2000	29	12	12	3	20	5	2	1	1
June	2000	30	11	11	3	18	4	3	2	1
July	2000	32	9	11	1	18	5	4	1	1
August	2000	32	9	10	1	16	6	3	1	1
September	2000	30	9	12	1	16	6	3	1	1
October	2000	30	11	13	1	16	5	2	1	1
November	2000	29	11	12	1	18	3	3	1	2
December	2000	33	10	10	0	17	2	3	3	2
January	2001	34	7	9	0	15	2	2	4	3
February	2001	33	6	12	0	9	3	2	5	3
March	2001	32	7	13	0	8	4	2	5	4
April	2001	30	8	14	0	7	5	3	8	6
May	2001	30	9	13	0	8	4	3	8	6
June	2001	29	9	11	1	8	5	2	9	5
July	2001	32	8	13	1	8	5	3	6	6
August	2001	33	5	13	0	7	6	3	8	6
September	2001	32	6	14	0	6	4	3	7	9
October	2001	30	5	17	0	6	3	2	6	12
November	2001	33	5	19	0	5	2	1	4	16
December	2001	34	3	22	0	3	3	1	5	15
January	2002	37	3	21	0	4	2	2	9	11
February	2002	36	3	21	1	4	2	2	11	9
March	2002	34	4	22	1	5	3	2	9	8
April	2002	30	6	23	1	5	4	1	7	10

REGION SOUTH

7

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
May	2002	29	7	21	0	7	4	1	5	9
June	2002	31	6	20	0	6	2	1	6	9
July	2002	35	5	18	0	6	2	2	6	7
August	2002	36	5	19	1	3	3	2	8	7
September	2002	34	4	21	0	4	4	2	8	7
October	2002	31	5	24	1	4	5	2	10	6
November	2002	30	4	26	0	4	4	3	8	8
December	2002	35	4	27	0	4	4	3	9	6
January	2003	37	4	27	0	4	3	3	9	8
February	2003	37	3	25	0	4	3	3	9	9
March	2003	33	4	23	0	2	4	4	9	12
April	2003	28	4	22	0	4	4	3	8	12
May	2003	27	5	21	0	5	5	4	8	12
June	2003	29	4	21	0	5	4	3	8	9
July	2003	33	4	23	0	4	4	2	8	8
August	2003	34	4	28	0	4	3	1	7	6
September	2003	32	6	28	0	4	4	1	8	5
October	2003	30	6	28	0	4	4	1	7	5
November	2003	29	5	25	0	5	3	2	8	7
December	2003	33	4	23	0	5	4	2	8	7
January	2004	38	4	24	1	7	3	2	7	5
February	2004	38	5	24	1	6	4	2	7	4
March	2004	35	5	26	1	7	3	1	6	3
April	2004	28	6	25	1	9	4	1	6	5
May	2004	26	8	25	2	9	3	2	5	5
June	2004	27	10	26	2	9	3	3	5	6
July	2004	29	9	25	2	7	3	3	5	4
August	2004	32	9	25	2	8	3	4	4	4
September	2004	30	8	24	1	7	4	4	4	4
October	2004	30	10	23	1	7	4	4	4	5
November	2004	32	11	23	1	7	5	3	4	4
December	2004	36	12	20	1	8	5	2	4	4
January	2005	38	11	19	2	8	5	2	3	3
February	2005	37	11	18	2	9	5	2	4	2
March	2005	35	10	17	2	9	5	2	4	3
April	2005	35	13	18	2	9	5	3	4	2
May	2005	33	13	16	3	8	6	2	4	2
June	2005	33	13	18	2	6	6	3	4	2
July	2005	32	11	17	1	7	5	2	4	1
August	2005	32	10	18	1	6	5	2	5	2
September	2005	31	14	16	2	6	6	2	6	2
October	2005	27	16	13	2	5	9	3	8	3
November	2005	27	15	13	3	6	8	3	7	4
December	2005	32	12	14	2	6	7	3	7	3
January	2006	37	11	13	2	6	7	3	4	4
February	2006	36	12	13	1	5	8	2	5	3
March	2006	33	12	11	1	6	7	3	5	3
April	2006	29	15	12	1	6	5	3	7	2
May	2006	28	14	11	2	8	6	3	7	3

REGION SOUTH

8

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
June	2006	27	17	9	2	7	7	2	6	4
July	2006	28	14	9	3	6	8	4	5	4
August	2006	28	16	10	3	4	8	4	5	4
September	2006	29	13	11	3	6	7	4	5	4
October	2006	31	12	13	2	7	7	3	6	3
November	2006	39	9	11	1	7	5	3	6	3
December	2006	44	8	11	1	7	5	3	5	2
January	2007	45	7	11	0	6	5	3	5	2
February	2007	41	8	14	0	7	6	2	4	3
March	2007	37	9	14	0	7	5	2	5	4
April	2007	34	9	12	0	6	5	3	7	4
May	2007	34	9	11	1	6	6	4	7	3
June	2007	33	10	12	1	7	7	4	8	4
July	2007	35	10	12	1	7	7	3	9	3
August	2007	36	9	12	1	7	6	2	9	3
September	2007	34	8	13	1	5	6	4	8	3
October	2007	35	6	12	1	4	7	5	8	4
November	2007	35	6	11	0	4	7	6	8	5
December	2007	42	5	9	0	4	8	5	9	5
January	2008	41	5	9	0	3	6	4	9	5
February	2008	39	6	9	0	2	7	4	11	7
March	2008	34	6	9	0	3	6	5	15	9
April	2008	31	4	9	0	3	9	7	18	11
May	2008	28	5	7	0	3	11	7	19	13
June	2008	26	6	4	1	1	12	6	20	14
July	2008	27	7	4	1	1	11	5	19	14
August	2008	29	6	4	1	1	8	5	20	13
September	2008	32	7	5	0	1	7	5	19	13
October	2008	29	6	4	0	1	6	8	20	16
November	2008	30	6	4	0	1	8	8	20	20
December	2008	33	3	4	0	1	8	8	21	20
January	2009	38	3	5	0	1	7	6	21	21
February	2009	41	2	6	0	1	7	7	19	20
March	2009	39	2	5	0	1	7	7	17	23
April	2009	39	2	5	0	1	7	6	17	22
May	2009	42	3	5	0	0	6	5	15	20
June	2009	45	4	4	0	1	6	4	15	19
July	2009	45	3	4	0	1	6	5	15	19
August	2009	42	3	6	0	1	5	5	17	20
September	2009	41	3	8	0	1	4	5	18	20
October	2009	40	4	8	0	1	4	5	17	19
November	2009	40	5	8	0	1	4	6	18	18
December	2009	44	4	7	0	1	4	6	18	16
January	2010	45	4	8	0	1	5	5	18	16
February	2010	46	3	7	0	1	5	4	17	13
March	2010	44	4	7	0	1	5	4	18	12
April	2010	44	4	6	0	1	4	5	17	11
May	2010	40	4	7	0	1	5	5	17	12
June	2010	38	3	6	0	1	4	4	18	12

REGION SOUTH

9

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
July	2010	35	2	6	0	1	5	3	16	14
August	2010	37	2	6	0	2	6	4	17	15
September	2010	36	3	6	0	1	6	4	18	16
October	2010	39	4	6	0	1	7	4	20	15
November	2010	40	5	7	0	1	6	3	20	15
December	2010	44	4	10	0	2	6	4	19	12
January	2011	43	4	9	1	3	6	5	18	13
February	2011	44	5	8	1	4	7	4	17	11
March	2011	40	6	7	0	3	6	4	16	12
April	2011	40	8	8	0	2	6	3	14	12
May	2011	42	8	7	0	2	8	5	14	12
June	2011	42	7	6	0	3	9	4	17	12
July	2011	42	4	6	0	3	8	6	21	11
August	2011	39	5	6	0	2	9	7	22	11
September	2011	38	5	6	0	1	9	7	20	12
October	2011	39	7	6	0	1	9	6	19	14
November	2011	39	5	7	0	1	7	3	19	16
December	2011	41	5	8	0	2	6	5	23	14
January	2012	42	4	7	0	3	6	6	21	12
February	2012	42	5	5	0	3	5	6	20	9
March	2012	41	7	5	0	3	7	5	17	9
April	2012	38	6	7	0	4	8	5	19	9
May	2012	37	5	9	0	4	9	4	18	12
June	2012	36	5	10	0	5	7	4	18	13
July	2012	38	6	9	0	4	7	4	16	12
August	2012	40	7	9	0	3	6	4	15	10
September	2012	41	7	10	0	3	6	5	15	10
October	2012	40	7	11	0	3	5	5	16	12
November	2012	38	6	11	0	3	5	5	17	13
December	2012	38	6	11	0	3	6	4	16	13
January	2013	40	7	12	0	4	6	4	15	13
February	2013	37	8	11	0	3	7	4	16	11
March	2013	34	9	12	0	4	6	4	16	10
April	2013	33	8	12	0	5	8	4	15	9
May	2013	37	8	12	0	7	6	3	14	9
June	2013	36	8	11	1	10	7	3	13	8
July	2013	36	9	9	1	10	5	4	12	11
August	2013	36	11	9	1	9	6	4	10	10
September	2013	39	11	10	1	7	7	5	9	12
October	2013	39	11	10	0	7	8	4	9	10
November	2013	39	10	9	0	6	6	4	9	12
December	2013	42	9	10	0	8	5	4	8	10
January	2014	42	8	10	0	7	6	3	10	10
February	2014	42	7	12	1	7	7	3	9	8
March	2014	37	8	10	1	7	7	2	9	8
April	2014	36	7	11	1	8	5	2	11	8
May	2014	35	9	9	0	9	5	3	12	9
June	2014	34	9	10	0	9	6	4	12	9
July	2014	32	12	9	1	9	8	4	10	9

TABLE 36

**SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE
HOUSEHOLD DURABLES
(Three Month Moving Averages)**

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
August	2014	32	11	8	1	10	9	3	10	7
September	2014	34	12	8	1	10	8	3	10	6
October	2014	35	11	7	0	10	8	3	9	6
November	2014	37	12	9	0	10	6	3	9	6
December	2014	39	11	8	0	10	6	2	9	5
January	2015	42	10	11	1	12	7	2	9	4
February	2015	44	8	11	0	14	6	2	8	4
March	2015	41	8	13	0	16	7	2	7	4
April	2015	36	9	14	1	16	6	3	6	5
May	2015	31	9	13	2	14	8	3	7	6
June	2015	32	9	15	2	14	6	3	5	7
July	2015	34	8	14	1	13	5	3	6	7
August	2015	36	7	16	1	13	5	2	5	7
September	2015	36	7	16	1	11	7	2	6	8
October	2015	37	6	17	1	11	9	2	6	7
November	2015	40	7	16	2	11	8	3	6	7
December	2015	46	7	15	2	11	6	2	5	5
January	2016	48	7	12	2	11	5	2	5	4
February	2016	49	7	14	1	11	5	2	5	4
March	2016	42	8	15	1	12	7	2	6	5
April	2016	36	9	16	1	13	9	3	6	6
May	2016	34	10	15	2	15	8	3	6	5
June	2016	36	9	17	2	15	8	3	6	4
July	2016	38	8	18	1	16	5	2	5	6
August	2016	39	7	17	1	17	7	2	5	7
September	2016	37	7	15	1	18	6	1	6	9
October	2016	36	8	13	2	16	8	1	6	7
November	2016	35	9	15	2	14	7	2	6	6
December	2016	39	9	14	2	14	7	1	4	5
January	2017	41	9	14	2	15	6	2	4	5
February	2017	40	11	11	2	15	5	2	4	4
March	2017	33	15	9	2	16	7	2	5	4
April	2017	31	14	10	2	15	6	2	4	4
May	2017	31	12	11	2	16	6	1	4	5
June	2017	34	9	12	2	15	5	2	4	5
July	2017	35	10	12	1	16	6	2	4	3
August	2017	35	9	12	1	15	7	3	4	4
September	2017	36	11	11	1	16	7	3	4	4
October	2017	37	12	11	2	16	7	2	5	4
November	2017	40	13	10	1	18	6	2	4	4
December	2017	42	10	10	1	17	7	2	4	4
January	2018	41	9	8	1	17	8	2	3	5
February	2018	36	9	9	1	17	8	2	3	6
March	2018	31	13	9	1	17	7	1	3	5
April	2018	29	16	10	1	18	7	1	3	6
May	2018	30	16	8	2	18	7	2	3	4
June	2018	31	14	9	2	20	7	2	2	5
July	2018	33	14	7	2	19	7	2	3	5
August	2018	33	15	7	1	20	7	2	3	4

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES (Three Month Moving Averages)

		GOOD TIME TO BUY					BAD TIME TO BUY			
		Prices Low; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
<u>Date of Survey</u>		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>High</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>
September	2018	33	17	6	2	20	9	2	5	3
October	2018	32	17	5	2	22	10	2	5	2
November	2018	34	15	7	3	21	10	2	5	2
December	2018	39	13	5	2	19	8	2	4	3
January	2019	43	10	6	1	18	7	1	3	3
February	2019	43	8	5	1	19	8	2	2	4
March	2019	38	8	7	1	21	10	3	3	4
April	2019	35	8	8	1	21	11	3	3	4
May	2019	34	11	9	1	21	11	3	3	3
June	2019	34	13	9	1	22	11	2	3	4
July	2019	37	15	10	0	21	11	2	3	4
August	2019	33	14	11	0	20	12	2	3	4
September	2019	30	14	11	0	20	11	2	3	5
October	2019	27	13	10	0	20	13	2	2	5
November	2019	31	12	9	0	20	11	2	2	4
December	2019	40	8	9	0	20	11	1	2	3
January	2020	45	7	8	0	21	9	1	3	3
February	2020	43	8	9	0	21	9	1	3	3
March	2020	38	8	10	0	20	9	2	5	7
April	2020	33	7	10	0	14	7	3	11	17
May	2020	34	3	9	0	9	6	3	15	25
June	2020	37	3	9	0	3	7	3	17	29
July	2020	37	4	8	0	3	7	3	14	27
August	2020	35	5	8	0	3	9	3	14	25
September	2020	32	4	8	0	5	10	3	15	24
October	2020	32	3	10	0	6	11	3	16	21
November	2020	32	3	11	0	7	10	2	16	20
December	2020	33	3	11	0	6	8	2	17	18
January	2021	32	4	12	0	7	8	2	15	17
February	2021	30	5	9	1	8	7	3	14	17
March	2021	28	8	9	1	12	8	2	11	16
April	2021	25	9	8	1	14	10	2	11	14
May	2021	22	11	10	1	16	13	2	10	11
June	2021	21	11	8	1	15	18	2	8	10
July	2021	20	10	7	1	13	23	2	8	8
August	2021	20	9	5	0	10	26	2	6	8
September	2021	17	9	5	0	9	28	2	7	8
October	2021	17	10	4	0	6	28	2	5	8
November	2021	16	10	4	0	5	32	3	6	6
December	2021	17	10	4	0	4	35	2	7	6
January	2022	15	10	3	0	4	40	2	7	5
February	2022	15	12	4	1	3	39	3	6	6
March	2022	13	11	3	1	2	39	2	4	6