

**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 new 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          |
| April 1982            | 35               | 11               | 54              | 100          | 82              | 649          |
| May 1982              | 40               | 9                | 51              | 100          | 88              | 654          |
| June 1982             | 39               | 9                | 51              | 100          | 88              | 686          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

**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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

**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> |
|-----------------------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |

**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               | 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          |
| 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          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| 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          |
| 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          |
| June                  | 2018 | 68               | 4                | 29              | 100          | 139             | 667          |
| July                  | 2018 | 65               | 3                | 31              | 100          | 134             | 684          |
| August                | 2018 | 62               | 5                | 33              | 100          | 129             | 682          |
| September             | 2018 | 62               | 6                | 33              | 100          | 129             | 660          |
| October               | 2018 | 61               | 8                | 31              | 100          | 130             | 669          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November              | 2018 | 62               | 9                | 30              | 100          | 132             | 668          |
| December              | 2018 | 61               | 8                | 31              | 100          | 130             | 670          |
| January               | 2019 | 61               | 7                | 32              | 100          | 129             | 670          |
| February              | 2019 | 60               | 7                | 33              | 100          | 127             | 687          |
| March                 | 2019 | 62               | 8                | 30              | 100          | 132             | 671          |
| April                 | 2019 | 60               | 10               | 30              | 100          | 131             | 663          |
| May                   | 2019 | 63               | 9                | 28              | 100          | 136             | 648          |
| June                  | 2019 | 64               | 7                | 30              | 100          | 134             | 674          |
| July                  | 2019 | 65               | 5                | 30              | 100          | 136             | 663          |
| August                | 2019 | 63               | 5                | 31              | 100          | 132             | 644          |
| September             | 2019 | 63               | 6                | 31              | 100          | 132             | 654          |
| October               | 2019 | 63               | 6                | 31              | 100          | 132             | 693          |
| November              | 2019 | 65               | 5                | 30              | 100          | 136             | 706          |
| December              | 2019 | 67               | 5                | 29              | 100          | 138             | 704          |
| January               | 2020 | 66               | 5                | 29              | 100          | 138             | 690          |
| February              | 2020 | 66               | 7                | 28              | 100          | 138             | 677          |
| March                 | 2020 | 64               | 7                | 29              | 100          | 135             | 701          |
| April                 | 2020 | 62               | 7                | 32              | 100          | 130             | 692          |
| May                   | 2020 | 62               | 4                | 34              | 100          | 128             | 723          |
| June                  | 2020 | 64               | 3                | 33              | 100          | 131             | 701          |
| July                  | 2020 | 65               | 3                | 32              | 100          | 134             | 701          |
| August                | 2020 | 63               | 4                | 33              | 100          | 130             | 693          |
| September             | 2020 | 60               | 4                | 35              | 100          | 125             | 688          |
| October               | 2020 | 60               | 5                | 35              | 100          | 124             | 663          |
| November              | 2020 | 59               | 5                | 35              | 100          | 124             | 649          |
| December              | 2020 | 60               | 5                | 35              | 100          | 125             | 633          |
| January               | 2021 | 59               | 6                | 35              | 100          | 124             | 624          |
| February              | 2021 | 55               | 5                | 40              | 100          | 115             | 618          |
| March                 | 2021 | 53               | 6                | 41              | 100          | 112             | 629          |
| April                 | 2021 | 52               | 5                | 42              | 100          | 110             | 637          |
| May                   | 2021 | 53               | 5                | 43              | 100          | 110             | 634          |
| June                  | 2021 | 49               | 4                | 47              | 100          | 102             | 616          |
| July                  | 2021 | 44               | 5                | 52              | 100          | 92              | 631          |
| August                | 2021 | 41               | 4                | 55              | 100          | 86              | 647          |
| September             | 2021 | 35               | 5                | 60              | 100          | 75              | 650          |
| October               | 2021 | 31               | 3                | 65              | 100          | 66              | 652          |
| November              | 2021 | 27               | 4                | 69              | 100          | 57              | 649          |
| December              | 2021 | 27               | 3                | 70              | 100          | 57              | 666          |
| January               | 2022 | 23               | 4                | 73              | 100          | 50              | 650          |
| February              | 2022 | 22               | 3                | 75              | 100          | 47              | 659          |
| March                 | 2022 | 20               | 3                | 77              | 100          | 44              | 641          |
| April                 | 2022 | 22               | 4                | 75              | 100          | 47              | 650          |
| May                   | 2022 | 22               | 4                | 73              | 100          | 49              | 639          |
| June                  | 2022 | 21               | 4                | 74              | 100          | 47              | 668          |
| July                  | 2022 | 20               | 3                | 77              | 100          | 43              | 671          |
| August                | 2022 | 19               | 4                | 77              | 100          | 42              | 693          |
| September             | 2022 | 19               | 3                | 78              | 100          | 42              | 676          |
| October               | 2022 | 21               | 4                | 74              | 100          | 47              | 665          |
| November              | 2022 | 23               | 4                | 73              | 100          | 50              | 657          |
| December              | 2022 | 26               | 3                | 71              | 100          | 55              | 677          |
| January               | 2023 | 30               | 2                | 68              | 100          | 62              | 685          |
| February              | 2023 | 32               | 2                | 65              | 100          | 67              | 687          |
| March                 | 2023 | 32               | 3                | 65              | 100          | 68              | 666          |
| April                 | 2023 | 32               | 4                | 64              | 100          | 68              | 668          |

**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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| May                   | 2023 | 32               | 5                | 64              | 100          | 68              | 652          |
| June                  | 2023 | 32               | 4                | 64              | 100          | 67              | 647          |
| July                  | 2023 | 31               | 3                | 66              | 100          | 65              | 653          |
| August                | 2023 | 31               | 3                | 66              | 100          | 64              | 668          |
| September             | 2023 | 29               | 3                | 67              | 100          | 62              | 676          |
| October               | 2023 | 30               | 4                | 66              | 100          | 64              | 686          |
| November              | 2023 | 26               | 4                | 70              | 100          | 56              | 650          |
| December              | 2023 | 28               | 4                | 68              | 100          | 61              | 647          |
| January               | 2024 | 29               | 4                | 68              | 100          | 61              | 625          |