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

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
March	1978	46	20	33	100	113	551
April	1978	47	19	34	100	113	585
May	1978	49	16	34	100	115	562
June	1978	48	17	35	100	113	529
July	1978	51	14	35	100	116	515
August	1978	47	12	41	100	106	498
September	1978	47	10	42	100	105	499
October	1978	44	12	44	100	100	517
November	1978	46	13	41	100	105	555
December	1978	47	16	37	100	111	561
January	1979	50	15	35	100	116	574
February	1979	50	14	36	100	114	599
March	1979	50	12	38	100	112	612
April	1979	48	11	41	100	107	630
May	1979	45	13	42	100	103	588
June	1979	40	12	47	100	93	611
July	1979	35	13	52	100	83	624
August	1979	34	12	54	100	80	632
September	1979	37	12	51	100	86	640
October	1979	41	11	48	100	93	663
November	1979	40	10	50	100	90	682
December	1979	38	9	53	100	85	654
January	1980	38	9	53	100	85	567
February	1980	43	8	49	100	95	531
March	1980	49	8	43	100	106	522
April	1980	47	8	45	100	103	536
May	1980	42	7	52	100	90	467
June	1980	34	11	55	100	79	476
July	1980	35	12	53	100	82	439
August	1980	40	15	45	100	94	425
September	1980	40	13	47	100	93	402
October	1980	42	14	44	100	99	426
November	1980	42	14	44	100	97	421
December	1980	43	12	45	100	98	415
January	1981	40	12	48	100	93	388
February	1981	40	11	49	100	91	365
March	1981	41	12	48	100	93	355
April	1981	41	11	48	100	93	354
May	1981	44	10	46	100	98	362
June	1981	43	10	47	100	96	354
July	1981	43	9	48	100	95	372
August	1981	42	8	50	100	93	371
September	1981	40	8	51	100	89	387
October	1981	43	10	47	100	96	374
November	1981	43	11	46	100	97	381
December	1981	43	11	45	100	98	384
January	1982	44	11	45	100	100	409
February	1982	41	11	48	100	92	411
March	1982	45	11	44	100	101	427

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
April	1982	41	11	47	100	94	409
May	1982	44	12	43	100	101	414
June	1982	45	11	45	100	100	408
July	1982	43	11	45	100	98	393
August	1982	41	9	50	100	91	400
September	1982	40	11	50	100	90	402
October	1982	45	9	46	100	99	401
November	1982	50	12	38	100	112	383
December	1982	56	9	34	100	122	364
January	1983	55	10	35	100	120	371
February	1983	57	8	35	100	122	381
March	1983	54	10	36	100	118	375
April	1983	62	8	30	100	131	368
May	1983	65	9	26	100	139	361
June	1983	68	9	23	100	144	375
July	1983	66	10	23	100	143	431
August	1983	64	10	26	100	137	438
September	1983	64	8	28	100	136	447
October	1983	59	6	34	100	125	400
November	1983	58	7	35	100	123	395
December	1983	56	8	35	100	121	369
January	1984	61	11	28	100	133	391
February	1984	61	12	27	100	135	399
March	1984	62	12	26	100	136	426
April	1984	60	14	26	100	133	404
May	1984	62	13	24	100	138	384
June	1984	62	12	25	100	137	351
July	1984	63	11	25	100	138	335
August	1984	60	11	29	100	131	321
September	1984	60	10	30	100	130	328
October	1984	61	7	32	100	129	340
November	1984	62	6	33	100	129	343
December	1984	64	7	29	100	135	339
January	1985	65	7	28	100	137	361
February	1985	64	8	28	100	136	395
March	1985	67	7	27	100	140	417
April	1985	66	7	26	100	140	429
May	1985	70	6	24	100	146	427
June	1985	70	6	24	100	146	412
July	1985	71	7	22	100	148	406
August	1985	70	9	21	100	149	412
September	1985	71	10	20	100	151	440
October	1985	72	9	20	100	152	457
November	1985	72	8	20	100	152	464
December	1985	67	8	26	100	141	440
January	1986	62	11	27	100	136	411
February	1986	65	10	25	100	140	385
March	1986	69	10	21	100	148	405
April	1986	77	5	18	100	159	422
May	1986	80	5	15	100	165	426
June	1986	81	5	14	100	167	417
July	1986	76	6	18	100	159	405

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
August	1986	74	8	19	100	155	420
September	1986	76	6	18	100	158	423
October	1986	77	7	16	100	160	414
November	1986	75	5	20	100	156	388
December	1986	70	6	25	100	145	397
January	1987	64	7	29	100	135	418
February	1987	63	9	28	100	134	459
March	1987	62	10	27	100	135	470
April	1987	61	11	28	100	133	460
May	1987	62	10	28	100	134	439
June	1987	60	10	30	100	130	416
July	1987	63	10	27	100	136	410
August	1987	64	9	27	100	137	417
September	1987	65	11	24	100	142	423
October	1987	66	10	24	100	142	402
November	1987	61	12	27	100	133	370
December	1987	60	10	30	100	130	336
January	1988	59	13	28	100	131	319
February	1988	60	12	28	100	132	302
March	1988	60	13	27	100	132	289
April	1988	57	11	32	100	125	285
May	1988	57	11	32	100	125	282
June	1988	57	12	31	100	126	279
July	1988	60	12	28	100	132	268
August	1988	60	11	29	100	131	265
September	1988	62	12	26	100	136	257
October	1988	61	13	26	100	135	248
November	1988	64	12	24	100	139	238
December	1988	63	9	28	100	135	233
January	1989	66	9	26	100	140	246
February	1989	64	9	27	100	137	269
March	1989	60	11	29	100	131	289
April	1989	58	10	32	100	127	309
May	1989	60	10	30	100	130	295
June	1989	62	10	28	100	134	288
July	1989	62	10	28	100	134	284
August	1989	62	9	29	100	133	298
September	1989	60	11	29	100	131	292
October	1989	61	11	28	100	133	283
November	1989	58	12	29	100	129	262
December	1989	58	10	32	100	126	271
January	1990	60	10	30	100	130	282
February	1990	64	9	27	100	137	296
March	1990	67	8	25	100	142	290
April	1990	66	8	26	100	140	272
May	1990	64	9	27	100	137	254
June	1990	65	10	25	100	140	247
July	1990	64	12	24	100	140	259
August	1990	65	10	25	100	139	263
September	1990	62	9	29	100	133	275
October	1990	58	7	34	100	124	278
November	1990	56	9	35	100	121	285

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
December	1990	51	9	40	100	110	288
January	1991	50	7	43	100	107	306
February	1991	50	5	45	100	105	313
March	1991	55	5	40	100	115	314
April	1991	59	7	34	100	125	287
May	1991	61	7	32	100	128	289
June	1991	61	7	33	100	128	302
July	1991	61	6	33	100	128	316
August	1991	65	6	29	100	136	322
September	1991	65	7	29	100	136	306
October	1991	62	6	31	100	131	294
November	1991	58	7	35	100	123	286
December	1991	56	7	37	100	120	298
January	1992	57	7	36	100	121	309
February	1992	55	8	37	100	119	315
March	1992	56	8	37	100	119	317
April	1992	57	7	36	100	121	317
May	1992	55	10	35	100	120	312
June	1992	59	11	31	100	128	314
July	1992	59	11	31	100	128	311
August	1992	60	9	31	100	128	322
September	1992	57	7	36	100	121	321
October	1992	54	7	39	100	115	328
November	1992	56	7	37	100	120	344
December	1992	58	8	34	100	124	359
January	1993	62	8	30	100	133	367
February	1993	64	7	29	100	135	360
March	1993	62	8	30	100	132	348
April	1993	62	9	29	100	133	328
May	1993	62	10	28	100	133	315
June	1993	63	10	27	100	136	318
July	1993	63	10	27	100	136	321
August	1993	62	11	28	100	134	319
September	1993	64	11	25	100	139	313
October	1993	63	11	27	100	136	315
November	1993	64	8	28	100	135	320
December	1993	63	8	29	100	135	314
January	1994	67	9	25	100	142	319
February	1994	68	10	22	100	146	318
March	1994	71	8	20	100	151	318
April	1994	73	6	20	100	153	314
May	1994	72	7	21	100	151	301
June	1994	69	8	23	100	145	304
July	1994	65	7	28	100	137	322
August	1994	65	5	30	100	136	325
September	1994	63	6	31	100	132	323
October	1994	62	9	30	100	132	300
November	1994	59	13	28	100	131	311
December	1994	58	13	29	100	130	307
January	1995	63	9	28	100	135	315
February	1995	64	7	29	100	135	309

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
March	1995	66	6	28	100	137	315
April	1995	59	11	30	100	130	326
May	1995	59	11	30	100	129	333
June	1995	57	11	32	100	125	320
July	1995	63	7	30	100	133	316
August	1995	64	6	29	100	135	307
September	1995	65	7	28	100	137	328
October	1995	58	10	32	100	126	315
November	1995	55	14	31	100	124	321
December	1995	56	12	31	100	125	304
January	1996	59	10	31	100	128	305
February	1996	58	9	33	100	126	298
March	1996	59	9	32	100	126	299
April	1996	59	10	30	100	129	297
May	1996	61	10	29	100	132	299
June	1996	61	12	27	100	134	295
July	1996	66	11	24	100	142	302
August	1996	68	11	21	100	147	291
September	1996	65	10	25	100	140	299
October	1996	62	10	28	100	134	299
November	1996	61	9	30	100	130	311
December	1996	63	9	27	100	136	308
January	1997	60	11	30	100	130	307
February	1997	58	10	33	100	125	311
March	1997	57	9	34	100	123	318
April	1997	60	8	32	100	129	313
May	1997	66	7	27	100	138	307
June	1997	69	5	26	100	143	294
July	1997	68	5	27	100	141	299
August	1997	66	8	26	100	140	282
September	1997	66	9	24	100	142	293
October	1997	70	10	20	100	150	289
November	1997	70	8	22	100	147	311
December	1997	65	11	24	100	141	311
January	1998	61	15	24	100	137	308
February	1998	62	18	20	100	141	289
March	1998	62	19	19	100	143	281
April	1998	65	17	18	100	147	288
May	1998	68	14	18	100	150	300
June	1998	71	12	17	100	154	323
July	1998	68	12	20	100	149	325
August	1998	67	15	18	100	149	333
September	1998	66	16	18	100	148	321
October	1998	69	15	16	100	153	311
November	1998	71	12	18	100	153	298
December	1998	73	11	16	100	157	297
January	1999	74	10	16	100	158	318
February	1999	72	14	14	100	158	326
March	1999	71	13	16	100	155	325
April	1999	66	16	18	100	148	316
May	1999	69	12	19	100	151	319
June	1999	72	11	17	100	155	307

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
July	1999	74	10	17	100	157	310
August	1999	71	10	19	100	151	302
September	1999	67	11	22	100	146	307
October	1999	69	11	21	100	148	311
November	1999	71	11	18	100	153	312
December	1999	72	13	15	100	157	302
January	2000	73	13	14	100	160	287
February	2000	70	15	15	100	155	279
March	2000	70	12	19	100	151	287
April	2000	66	12	22	100	145	290
May	2000	66	11	24	100	142	304
June	2000	64	12	24	100	139	296
July	2000	63	12	25	100	137	302
August	2000	65	10	25	100	141	293
September	2000	66	9	24	100	142	308
October	2000	67	11	21	100	146	308
November	2000	66	12	22	100	144	314
December	2000	67	11	22	100	144	305
January	2001	68	10	22	100	146	297
February	2001	62	12	26	100	136	291
March	2001	61	13	26	100	134	294
April	2001	58	12	30	100	129	294
May	2001	59	13	28	100	131	303
June	2001	55	15	29	100	126	308
July	2001	58	16	26	100	132	307
August	2001	60	14	27	100	133	307
September	2001	63	11	26	100	136	302
October	2001	61	13	26	100	134	301
November	2001	67	12	21	100	146	303
December	2001	71	13	16	100	155	306
January	2002	76	11	12	100	164	306
February	2002	76	11	12	100	164	299
March	2002	72	13	14	100	158	315
April	2002	65	19	17	100	148	305
May	2002	63	20	17	100	145	306
June	2002	66	19	14	100	152	291
July	2002	70	14	16	100	155	305
August	2002	70	14	16	100	154	301
September	2002	69	12	18	100	151	306
October	2002	71	12	17	100	154	298
November	2002	71	13	16	100	154	295
December	2002	71	14	15	100	156	295
January	2003	71	14	16	100	155	304
February	2003	70	12	17	100	153	325
March	2003	69	10	21	100	148	324
April	2003	66	11	23	100	143	309
May	2003	68	8	23	100	145	280
June	2003	72	9	19	100	154	288
July	2003	74	8	18	100	156	304
August	2003	73	9	18	100	155	336
September	2003	71	7	22	100	149	312
October	2003	68	6	26	100	143	311

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
November	2003	69	6	24	100	145	286
December	2003	68	8	24	100	145	307
January	2004	71	8	21	100	150	308
February	2004	69	9	22	100	147	319
March	2004	70	8	22	100	148	306
April	2004	70	8	22	100	149	312
May	2004	69	8	23	100	146	286
June	2004	64	8	28	100	137	291
July	2004	61	9	30	100	130	318
August	2004	62	10	29	100	133	335
September	2004	64	10	27	100	137	337
October	2004	69	10	21	100	148	303
November	2004	67	12	22	100	145	303
December	2004	70	12	18	100	152	305
January	2005	69	11	20	100	150	322
February	2005	73	9	18	100	155	333
March	2005	66	14	19	100	147	332
April	2005	59	15	26	100	134	321
May	2005	57	15	28	100	129	313
June	2005	60	11	30	100	130	313
July	2005	67	7	26	100	141	301
August	2005	69	6	25	100	144	306
September	2005	63	7	30	100	133	301
October	2005	54	8	37	100	117	306
November	2005	48	10	42	100	105	301
December	2005	54	10	36	100	118	307
January	2006	58	11	31	100	127	310
February	2006	64	9	27	100	137	308
March	2006	65	8	28	100	137	301
April	2006	62	7	31	100	131	298
May	2006	59	6	35	100	124	298
June	2006	60	8	33	100	127	299
July	2006	60	11	29	100	131	298
August	2006	61	10	30	100	131	285
September	2006	57	8	35	100	122	293
October	2006	62	5	32	100	130	297
November	2006	66	8	27	100	139	301
December	2006	66	11	23	100	143	286
January	2007	63	11	25	100	138	274
February	2007	61	11	27	100	134	264
March	2007	62	8	30	100	132	281
April	2007	62	7	30	100	132	291
May	2007	61	7	32	100	128	302
June	2007	56	7	37	100	118	286
July	2007	54	7	39	100	116	273
August	2007	56	7	37	100	119	288
September	2007	59	7	33	100	126	299
October	2007	62	7	31	100	131	312
November	2007	59	8	33	100	126	294
December	2007	58	9	33	100	124	277
January	2008	53	10	37	100	115	265

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
February	2008	55	9	35	100	120	290
March	2008	52	10	38	100	114	309
April	2008	51	9	40	100	110	323
May	2008	44	8	49	100	95	313
June	2008	44	6	50	100	94	310
July	2008	44	3	53	100	91	298
August	2008	46	5	50	100	96	309
September	2008	48	5	47	100	101	307
October	2008	49	6	46	100	103	322
November	2008	51	4	44	100	107	320
December	2008	54	5	42	100	112	323
January	2009	57	5	38	100	119	318
February	2009	60	4	36	100	124	314
March	2009	59	4	38	100	121	309
April	2009	56	4	39	100	117	308
May	2009	59	5	35	100	124	302
June	2009	60	6	33	100	127	296
July	2009	65	5	30	100	135	290
August	2009	62	6	32	100	130	293
September	2009	62	4	34	100	128	303
October	2009	59	4	37	100	122	310
November	2009	59	6	35	100	124	296
December	2009	58	8	34	100	124	278
January	2010	59	8	33	100	126	275
February	2010	58	6	36	100	122	295
March	2010	58	4	38	100	120	308
April	2010	62	3	35	100	127	322
May	2010	64	3	33	100	131	302
June	2010	69	2	30	100	139	293
July	2010	67	3	30	100	137	281
August	2010	65	5	30	100	135	293
September	2010	59	8	34	100	125	315
October	2010	54	7	38	100	116	324
November	2010	57	6	37	100	120	328
December	2010	62	5	34	100	128	305
January	2011	66	4	29	100	137	301
February	2011	62	4	34	100	127	303
March	2011	57	5	38	100	118	332
April	2011	53	6	41	100	112	332
May	2011	55	8	37	100	118	328
June	2011	60	6	35	100	125	311
July	2011	60	4	36	100	124	306
August	2011	56	3	41	100	116	325
September	2011	53	4	43	100	110	345
October	2011	54	4	43	100	111	334
November	2011	59	4	37	100	122	309
December	2011	61	5	35	100	126	293
January	2012	57	7	37	100	120	315
February	2012	54	7	39	100	116	339
March	2012	52	6	42	100	110	341
April	2012	56	5	38	100	118	321
May	2012	60	5	35	100	125	293

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
June	2012	62	6	33	100	129	292
July	2012	61	5	33	100	128	308
August	2012	61	4	36	100	125	316
September	2012	63	5	32	100	131	319
October	2012	64	5	31	100	133	314
November	2012	60	10	30	100	130	310
December	2012	59	9	31	100	128	316
January	2013	59	9	32	100	127	321
February	2013	61	8	32	100	129	334
March	2013	60	7	33	100	127	327
April	2013	61	8	31	100	130	311
May	2013	61	8	32	100	129	313
June	2013	63	8	29	100	134	313
July	2013	65	6	29	100	136	307
August	2013	64	7	29	100	135	300
September	2013	62	7	31	100	131	303
October	2013	60	9	31	100	130	322
November	2013	59	8	33	100	126	328
December	2013	60	7	33	100	127	318
January	2014	62	5	33	100	130	313
February	2014	66	7	27	100	139	289
March	2014	67	7	26	100	141	299
April	2014	63	7	29	100	134	295
May	2014	63	4	32	100	131	321
June	2014	63	4	34	100	129	324
July	2014	64	4	32	100	132	333
August	2014	65	5	31	100	134	326
September	2014	64	7	29	100	135	320
October	2014	66	7	27	100	139	307
November	2014	66	7	28	100	138	315
December	2014	65	5	30	100	134	307
January	2015	67	5	28	100	138	334
February	2015	68	4	27	100	141	326
March	2015	68	6	26	100	142	315
April	2015	67	5	27	100	140	314
May	2015	65	7	28	100	136	316
June	2015	66	7	27	100	140	336
July	2015	66	7	27	100	139	325
August	2015	68	6	26	100	142	351
September	2015	66	6	28	100	139	360
October	2015	65	6	29	100	135	380
November	2015	67	7	26	100	141	359
December	2015	69	6	24	100	145	349
January	2016	72	7	21	100	151	313
February	2016	71	6	23	100	148	329
March	2016	69	6	25	100	144	365
April	2016	67	5	27	100	140	411
May	2016	64	6	29	100	135	412
June	2016	68	6	26	100	142	380
July	2016	70	6	24	100	146	353
August	2016	71	7	22	100	149	340
September	2016	68	7	25	100	143	360

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

Date of Survey		Good Time	Uncertain	Bad Time	Total	Relative	Cases
October	2016	66	7	27	100	138	389
November	2016	65	6	29	100	136	421
December	2016	65	7	28	100	137	427
January	2017	67	7	26	100	141	430
February	2017	67	8	25	100	142	435
March	2017	68	7	26	100	142	450
April	2017	70	6	24	100	145	445
May	2017	69	5	26	100	144	435
June	2017	70	6	25	100	145	434
July	2017	64	7	28	100	136	456
August	2017	64	8	28	100	136	462
September	2017	62	7	31	100	131	464
October	2017	67	5	27	100	140	442
November	2017	66	7	27	100	139	429
December	2017	69	6	25	100	145	417