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

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

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
March	1978	7	20	0	1	0	2	15	0	1	0	1	6
April	1978	10	32	0	1	0	2	25	2	3	0	2	11
May	1978	8	35	0	1	1	2	26	3	3	0	2	11
June	1978	8	36	0	0	1	1	27	4	2	1	3	10
July	1978	7	39	0	2	1	2	26	3	2	1	2	11
August	1978	7	37	1	1	1	3	27	2	3	1	3	11
September	1978	8	35	1	1	1	4	28	1	4	1	3	10
October	1978	8	32	1	0	1	4	29	2	4	0	2	8
November	1978	9	34	0	1	1	4	29	4	3	0	2	8
December	1978	7	35	1	1	1	2	24	4	2	1	2	10
January	1979	8	38	1	2	1	2	23	6	2	1	4	7
February	1979	9	36	1	1	1	4	23	5	2	1	6	9
March	1979	9	35	1	2	1	7	25	5	2	0	8	9
April	1979	8	30	0	2	1	12	23	4	2	1	13	12
May	1979	6	27	0	1	1	13	22	3	3	2	20	12
June	1979	8	22	0	1	0	13	23	3	3	2	25	12
July	1979	9	20	0	1	1	11	28	5	4	2	25	11
August	1979	12	16	0	1	1	10	30	6	4	2	22	12
September	1979	17	18	1	1	1	10	28	6	4	2	18	14
October	1979	18	19	0	2	0	11	25	5	3	2	17	15
November	1979	18	19	1	2	1	10	26	11	3	1	16	14
December	1979	12	19	0	2	0	10	31	17	3	2	17	10
January	1980	12	20	0	1	0	7	32	20	3	3	21	10
February	1980	13	22	1	1	0	11	29	16	3	3	20	9
March	1980	15	22	1	2	1	14	26	14	3	2	20	11
April	1980	18	16	3	2	1	17	26	19	4	2	14	9
May	1980	20	13	2	1	1	13	29	25	3	2	15	8
June	1980	22	8	2	1	1	9	29	26	3	2	11	10
July	1980	27	10	2	1	0	7	27	20	3	3	9	14
August	1980	27	13	4	2	1	7	21	13	6	3	6	15
September	1980	26	14	4	1	0	8	25	12	7	3	5	12
October	1980	19	16	3	2	0	10	21	15	6	2	6	10
November	1980	17	17	1	1	0	12	23	19	4	2	5	9
December	1980	16	19	1	2	0	10	23	23	5	2	7	10
January	1981	19	16	2	2	0	8	27	23	4	1	8	10
February	1981	20	14	2	2	0	5	30	24	4	1	9	11
March	1981	25	13	2	1	0	5	28	24	4	1	7	10
April	1981	25	15	0	1	0	5	29	24	5	0	6	10
May	1981	28	16	1	1	0	5	28	21	5	0	5	9
June	1981	21	17	1	1	1	5	29	21	7	2	3	8
July	1981	18	17	2	2	1	6	28	21	6	2	3	9
August	1981	16	18	2	1	1	6	26	22	7	2	4	10
September	1981	15	18	3	1	1	6	24	23	7	1	6	13
October	1981	21	16	4	0	0	5	25	23	6	1	5	10
November	1981	25	15	5	0	0	4	26	26	8	1	3	7

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1981	28	14	5	0	0	2	29	23	8	1	2	6
January	1982	29	15	5	2	1	2	26	23	9	1	2	6
February	1982	29	12	3	2	1	2	27	23	9	3	3	9
March	1982	37	10	2	1	1	2	26	25	7	3	2	7
April	1982	42	7	2	0	0	2	28	29	7	3	3	8
May	1982	46	8	4	0	0	1	26	29	7	3	1	6
June	1982	43	7	5	1	0	1	26	27	8	4	1	8
July	1982	37	9	6	1	0	1	25	27	9	4	1	9
August	1982	32	8	4	2	0	2	29	26	10	4	2	10
September	1982	31	7	7	1	0	2	28	28	10	3	1	9
October	1982	35	5	9	1	0	1	28	22	7	3	0	7
November	1982	38	5	15	1	0	0	24	19	6	3	0	6
December	1982	40	5	21	1	0	0	21	13	4	4	0	5
January	1983	35	6	26	1	0	1	20	15	6	4	1	5
February	1983	32	8	31	0	1	2	22	13	6	3	1	7
March	1983	28	9	29	1	1	2	23	12	8	2	1	7
April	1983	31	9	35	2	2	1	21	9	5	1	0	5
May	1983	32	8	35	3	2	1	17	8	4	1	0	5
June	1983	33	10	41	2	3	1	14	6	4	2	1	4
July	1983	30	10	41	2	2	2	15	6	4	2	1	6
August	1983	29	12	36	1	2	2	16	6	6	2	1	6
September	1983	30	13	33	2	2	2	17	8	5	2	1	6
October	1983	28	16	23	2	2	1	23	9	6	2	1	7
November	1983	28	16	20	2	3	2	27	9	4	2	0	8
December	1983	25	16	14	2	2	2	28	7	4	1	1	9
January	1984	28	18	17	2	3	2	21	7	2	0	1	9
February	1984	26	18	18	2	4	2	19	6	2	1	1	7
March	1984	26	17	20	2	6	1	17	7	2	1	0	6
April	1984	22	15	16	4	7	1	19	7	2	2	1	6
May	1984	24	14	16	6	5	2	17	6	2	1	0	4
June	1984	22	16	14	7	3	2	20	7	3	1	0	3
July	1984	25	18	18	7	2	2	19	8	2	0	0	2
August	1984	23	19	16	6	3	1	22	11	3	1	0	2
September	1984	22	23	16	7	4	0	20	11	3	2	0	4
October	1984	22	20	14	5	6	1	22	10	3	3	0	3
November	1984	24	18	17	3	5	1	20	9	3	3	0	4
December	1984	25	12	19	2	5	2	20	9	2	2	0	4
January	1985	26	11	23	2	4	1	20	10	2	3	0	5
February	1985	26	11	24	2	5	2	21	8	3	1	0	5
March	1985	32	13	27	1	4	1	20	7	3	2	0	5
April	1985	33	15	25	2	3	1	21	5	3	1	0	5
May	1985	31	19	24	3	3	1	19	4	4	1	0	3
June	1985	27	18	27	5	2	1	18	4	5	1	0	3
July	1985	25	17	30	5	3	1	15	3	5	1	0	3
August	1985	26	13	36	3	2	0	16	4	3	0	0	4
September	1985	26	13	38	2	2	0	14	4	3	1	0	4
October	1985	28	12	40	2	2	1	15	4	2	1	0	4
November	1985	24	13	38	2	2	1	16	4	2	1	0	2

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1985	22	9	38	2	2	1	21	4	2	1	0	3
January	1986	20	6	41	1	2	0	20	4	2	2	0	3
February	1986	22	8	46	1	2	0	17	5	2	1	0	3
March	1986	24	10	49	1	2	1	14	5	2	0	0	3
April	1986	25	11	53	2	3	1	12	5	2	0	0	2
May	1986	31	8	58	1	3	1	10	4	3	1	0	2
June	1986	29	8	60	1	4	1	9	2	2	1	0	2
July	1986	28	9	56	1	4	1	13	2	3	1	0	4
August	1986	24	10	52	1	3	0	16	2	1	0	0	3
September	1986	25	10	56	2	3	0	17	2	2	0	0	2
October	1986	23	8	60	3	2	0	14	5	1	0	0	0
November	1986	24	7	60	3	2	0	13	7	1	0	0	1
December	1986	25	7	52	3	1	0	14	7	1	0	0	2
January	1987	27	7	42	0	1	0	14	6	2	1	0	4
February	1987	26	8	40	1	1	0	14	4	3	2	0	3
March	1987	25	7	37	1	2	0	13	3	3	2	1	3
April	1987	26	7	38	2	2	0	14	2	3	3	1	3
May	1987	26	9	36	3	3	0	15	4	2	2	0	4
June	1987	25	12	34	3	2	0	18	6	3	2	0	3
July	1987	27	13	31	3	3	0	17	7	4	1	0	3
August	1987	30	11	32	2	2	0	18	5	4	1	0	3
September	1987	32	12	32	3	2	0	16	4	3	2	0	3
October	1987	31	13	32	4	2	0	14	6	1	3	0	2
November	1987	31	12	26	4	1	0	17	8	3	5	0	1
December	1987	31	12	21	4	2	0	18	10	2	4	0	2
January	1988	31	13	18	2	1	0	18	8	3	4	0	3
February	1988	28	15	18	2	3	1	18	7	2	2	0	4
March	1988	26	15	19	2	4	1	19	7	3	2	0	2
April	1988	22	13	21	3	4	1	22	9	3	2	0	3
May	1988	24	15	18	4	3	0	20	9	4	3	0	4
June	1988	24	13	15	4	3	0	20	9	3	3	0	3
July	1988	31	13	12	3	3	0	20	7	2	2	0	3
August	1988	31	12	14	4	3	0	18	8	1	3	0	2
September	1988	34	12	16	6	3	0	16	10	1	3	0	2
October	1988	32	11	15	7	3	0	14	13	1	3	0	1
November	1988	31	11	15	6	4	0	13	12	1	3	0	2
December	1988	27	15	12	5	3	0	13	11	1	4	0	2
January	1989	30	21	10	5	3	0	13	7	2	3	0	2
February	1989	27	21	8	6	3	1	15	7	3	3	0	4
March	1989	27	17	9	6	3	1	18	11	3	2	0	4
April	1989	25	13	15	6	3	1	20	10	2	3	1	4
May	1989	27	14	20	4	5	1	20	11	1	3	1	3
June	1989	27	15	23	4	4	0	19	7	2	3	2	3
July	1989	27	17	18	4	3	1	20	7	2	1	2	3
August	1989	29	17	14	3	1	1	21	7	2	1	1	3
September	1989	32	14	17	2	1	1	22	7	3	1	0	4
October	1989	34	14	16	2	2	0	21	6	3	2	0	3
November	1989	34	14	16	2	2	0	22	6	4	2	0	3

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1989	34	15	11	2	2	0	23	4	6	2	0	3
January	1990	38	12	12	3	3	0	21	6	5	1	0	3
February	1990	40	11	13	1	2	0	19	6	3	1	0	1
March	1990	41	10	14	2	2	0	19	7	2	1	0	1
April	1990	38	13	11	2	0	0	19	7	3	1	0	2
May	1990	40	14	9	2	0	0	17	8	3	0	0	2
June	1990	42	17	8	2	1	0	13	8	2	0	1	3
July	1990	42	16	9	2	1	0	12	7	2	0	1	3
August	1990	36	19	8	3	1	0	15	5	2	1	2	4
September	1990	31	16	7	4	1	1	18	4	3	2	4	3
October	1990	27	14	7	3	1	2	20	3	4	5	6	5
November	1990	28	14	7	2	1	2	19	4	5	6	6	6
December	1990	30	11	6	1	1	1	18	8	6	10	7	5
January	1991	34	11	7	1	2	2	15	7	10	10	6	3
February	1991	40	5	9	1	1	2	17	6	11	11	7	3
March	1991	43	5	12	1	2	1	17	3	12	7	5	3
April	1991	44	8	12	0	1	1	20	4	7	5	3	3
May	1991	40	11	15	1	1	1	19	5	9	5	1	1
June	1991	39	14	13	0	1	1	17	5	11	5	0	3
July	1991	42	13	14	0	1	1	15	4	12	4	0	4
August	1991	46	12	14	0	2	0	13	5	10	3	0	3
September	1991	46	11	15	0	2	0	16	4	8	3	0	1
October	1991	43	10	17	0	1	0	19	4	8	6	0	2
November	1991	38	10	18	1	1	0	23	2	7	7	0	4
December	1991	41	6	16	1	1	1	21	3	8	8	0	6
January	1992	42	4	19	1	2	1	17	4	10	10	0	5
February	1992	46	3	19	1	1	1	15	4	12	9	0	4
March	1992	44	4	22	1	1	0	16	3	12	12	0	2
April	1992	44	5	23	1	0	0	18	1	11	9	0	3
May	1992	39	7	25	2	0	0	19	3	11	10	1	3
June	1992	36	7	29	2	0	0	18	4	9	6	1	5
July	1992	34	8	24	1	0	1	18	5	9	7	1	4
August	1992	34	8	24	0	0	1	17	4	8	11	0	4
September	1992	36	9	22	0	0	1	18	4	8	14	0	4
October	1992	35	10	22	0	1	0	17	4	10	17	0	4
November	1992	36	9	22	1	1	0	17	4	10	13	0	3
December	1992	37	8	22	1	1	0	14	3	11	12	0	2
January	1993	39	6	27	1	1	0	14	2	9	9	0	1
February	1993	40	5	27	0	1	0	14	2	9	9	0	1
March	1993	36	5	26	1	2	0	16	5	8	7	1	1
April	1993	35	7	26	1	2	0	15	5	6	7	1	2
May	1993	33	9	28	1	3	1	14	4	6	6	1	3
June	1993	32	8	29	1	5	1	13	2	8	7	1	2
July	1993	31	9	31	1	5	1	12	2	8	8	0	1
August	1993	30	7	27	2	5	0	14	2	9	8	0	1
September	1993	34	8	29	1	4	0	15	2	9	7	0	1
October	1993	32	8	26	1	4	1	18	3	9	5	0	3
November	1993	32	8	29	1	5	2	18	4	10	6	0	4

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1993	33	7	27	1	6	2	16	2	9	7	0	4
January	1994	33	8	30	1	8	1	15	1	8	7	0	3
February	1994	32	8	34	1	8	0	14	1	5	5	0	1
March	1994	29	12	36	3	8	0	16	1	5	2	0	1
April	1994	30	13	37	3	6	1	14	2	8	2	0	0
May	1994	28	13	32	3	7	1	13	3	9	2	0	2
June	1994	28	11	27	1	8	1	12	4	9	2	1	2
July	1994	24	10	24	3	8	2	14	5	7	4	1	3
August	1994	25	10	23	3	6	2	18	6	5	3	1	2
September	1994	24	10	23	4	4	1	21	5	5	4	0	2
October	1994	26	9	21	3	6	0	23	6	4	3	0	2
November	1994	27	8	22	2	7	0	22	6	5	3	0	2
December	1994	27	9	21	2	9	1	23	9	5	2	0	1
January	1995	30	11	19	3	7	1	21	9	5	2	0	0
February	1995	28	12	18	5	9	1	21	8	5	2	0	0
March	1995	30	11	19	5	9	1	21	7	5	2	0	1
April	1995	28	9	19	5	9	1	22	9	5	2	0	1
May	1995	28	12	16	3	6	1	23	8	6	2	0	1
June	1995	25	16	16	2	4	0	24	6	7	3	0	1
July	1995	25	17	20	1	5	0	23	3	6	4	0	1
August	1995	26	13	25	2	5	0	22	2	5	5	0	2
September	1995	27	11	26	2	5	0	21	3	5	3	0	3
October	1995	26	12	21	2	4	1	25	3	7	3	0	3
November	1995	27	11	17	1	4	1	24	3	7	2	0	2
December	1995	30	9	15	2	4	1	22	3	9	3	0	1
January	1996	30	10	18	2	4	0	19	3	9	3	0	1
February	1996	27	11	20	1	4	0	20	4	8	3	0	1
March	1996	27	12	24	1	5	0	22	3	6	3	0	1
April	1996	26	12	25	0	6	0	24	3	5	3	0	2
May	1996	29	12	22	2	6	0	20	4	5	4	0	2
June	1996	26	10	19	3	6	0	17	4	4	4	1	3
July	1996	27	12	19	3	8	0	16	5	3	3	1	1
August	1996	28	11	22	2	8	1	18	2	3	1	1	1
September	1996	29	13	23	2	7	1	20	4	4	2	0	0
October	1996	29	14	21	2	5	1	20	4	4	3	0	2
November	1996	27	15	21	3	5	1	21	5	4	3	0	2
December	1996	26	14	20	3	6	0	20	3	4	3	0	2
January	1997	24	9	18	3	6	0	22	4	5	2	0	2
February	1997	23	7	16	2	9	0	24	3	7	3	0	2
March	1997	23	8	17	2	10	0	26	3	8	1	1	3
April	1997	21	9	17	3	11	1	24	3	7	1	1	3
May	1997	22	13	18	4	9	1	20	3	5	2	1	3
June	1997	24	14	16	4	9	1	18	3	3	2	1	2
July	1997	22	12	19	3	8	0	18	4	2	1	1	3
August	1997	22	9	22	2	7	0	17	4	2	1	0	4
September	1997	23	11	22	1	9	0	16	4	1	2	0	4
October	1997	26	11	22	1	10	0	14	2	2	2	1	2
November	1997	24	12	18	1	12	0	17	1	2	1	1	1

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	1997	20	8	15	1	10	0	20	1	2	0	1	1
January	1998	20	6	14	1	7	0	19	2	2	0	0	1
February	1998	23	6	18	1	5	0	16	2	1	0	0	0
March	1998	27	6	23	1	6	0	14	2	1	0	0	0
April	1998	28	6	22	1	10	0	14	2	1	0	0	0
May	1998	30	7	21	1	11	0	14	2	1	0	0	0
June	1998	26	8	20	1	12	0	14	1	1	1	0	0
July	1998	25	8	22	1	9	0	14	1	2	1	0	1
August	1998	21	7	23	1	9	0	12	1	3	2	0	2
September	1998	24	6	26	0	8	0	12	1	3	2	0	2
October	1998	27	8	27	0	9	0	10	2	2	3	0	1
November	1998	29	9	30	0	8	0	12	2	2	2	0	1
December	1998	31	7	31	0	9	0	11	2	2	2	0	1
January	1999	30	5	31	1	9	1	11	1	2	2	0	1
February	1999	30	4	29	1	9	0	9	1	2	2	0	0
March	1999	33	5	29	1	8	0	11	1	2	2	0	1
April	1999	32	5	28	0	7	0	14	1	2	1	1	2
May	1999	29	5	33	0	11	1	15	0	1	1	1	2
June	1999	25	7	33	1	14	1	13	0	1	1	1	2
July	1999	25	8	32	2	15	1	13	0	0	1	0	3
August	1999	25	8	24	2	12	0	14	2	0	1	0	3
September	1999	22	9	21	1	13	0	16	3	1	1	0	4
October	1999	22	8	19	1	14	0	14	3	1	1	0	3
November	1999	24	8	20	1	14	0	12	2	1	0	0	3
December	1999	23	7	19	1	13	0	9	2	1	0	0	2
January	2000	25	7	18	2	10	1	9	2	1	1	1	1
February	2000	22	8	16	2	10	1	12	2	1	1	0	1
March	2000	23	9	14	3	12	1	14	4	1	1	2	1
April	2000	21	11	16	2	14	2	15	5	0	1	3	2
May	2000	22	10	14	2	15	2	15	6	1	2	5	1
June	2000	24	8	17	1	12	2	13	5	1	2	5	2
July	2000	24	5	14	1	13	1	13	6	2	1	6	1
August	2000	26	5	14	1	13	1	13	5	2	1	5	1
September	2000	24	6	12	1	13	1	15	5	1	0	4	1
October	2000	21	9	14	1	13	1	13	4	1	1	3	1
November	2000	20	7	16	2	14	1	14	2	1	1	3	2
December	2000	19	8	15	3	14	1	12	3	2	1	3	2
January	2001	28	6	14	3	10	0	12	2	4	1	3	2
February	2001	28	5	15	2	7	0	13	2	7	2	3	1
March	2001	29	4	17	1	5	0	13	3	7	3	3	2
April	2001	24	4	22	1	4	0	13	4	6	6	3	2
May	2001	26	4	24	1	4	0	11	3	4	7	6	2
June	2001	26	4	25	0	2	2	12	3	4	8	8	1
July	2001	33	5	26	0	3	2	11	3	4	5	8	1
August	2001	36	5	26	0	3	2	12	3	5	3	4	2
September	2001	35	5	26	0	6	0	11	4	5	5	2	2
October	2001	31	3	29	0	4	0	11	2	7	5	2	2
November	2001	32	2	38	0	3	0	7	2	7	6	2	1

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2001	34	1	50	1	1	0	4	1	9	3	1	1
January	2002	35	1	55	1	2	0	4	2	6	4	0	1
February	2002	37	1	51	2	3	0	4	2	5	4	1	1
March	2002	39	1	45	1	3	0	6	2	2	5	1	1
April	2002	35	1	39	2	4	0	7	3	2	5	1	1
May	2002	36	2	35	1	3	0	7	3	3	6	2	1
June	2002	36	4	33	2	3	0	5	3	5	4	2	1
July	2002	38	4	32	1	3	0	6	2	6	3	2	1
August	2002	36	4	36	1	3	0	8	2	7	2	1	0
September	2002	34	2	41	0	3	0	9	2	6	3	0	2
October	2002	32	2	45	0	3	0	8	4	5	4	0	2
November	2002	30	1	49	1	3	0	6	4	3	7	0	2
December	2002	29	1	47	1	4	0	7	4	3	6	0	0
January	2003	28	2	48	2	6	0	7	2	3	6	1	0
February	2003	27	3	46	2	6	1	7	2	4	5	3	2
March	2003	29	3	46	1	4	1	5	3	4	5	8	2
April	2003	32	3	44	1	2	1	7	3	4	5	9	3
May	2003	34	3	45	0	1	2	6	3	4	5	9	3
June	2003	36	3	47	1	2	1	6	2	4	4	3	2
July	2003	36	3	48	1	2	1	7	3	5	4	2	2
August	2003	34	3	47	1	4	0	10	3	4	3	0	0
September	2003	37	4	45	1	3	0	12	2	4	4	1	0
October	2003	38	3	40	1	2	1	13	1	3	3	3	1
November	2003	40	3	40	1	1	1	11	1	3	4	3	2
December	2003	35	2	38	1	1	1	13	2	2	3	2	2
January	2004	32	2	40	2	3	0	11	2	4	3	0	2
February	2004	31	4	40	1	2	1	12	4	3	3	1	2
March	2004	33	5	40	1	2	1	10	3	4	3	2	2
April	2004	35	6	36	1	1	1	8	4	3	2	5	3
May	2004	34	5	34	2	3	2	7	4	4	3	8	3
June	2004	32	5	29	2	3	3	9	5	3	3	12	3
July	2004	30	4	30	2	3	4	12	5	3	2	12	4
August	2004	32	3	28	2	3	3	13	5	3	2	12	4
September	2004	33	5	30	1	4	3	12	5	4	2	8	5
October	2004	35	7	31	2	3	2	8	6	3	2	6	3
November	2004	31	8	31	2	3	3	8	5	4	2	5	2
December	2004	31	8	31	1	3	3	8	4	2	2	5	1
January	2005	33	6	30	2	6	2	9	4	2	4	5	1
February	2005	35	6	32	1	7	1	9	3	2	2	2	3
March	2005	30	5	27	2	7	1	10	2	3	3	5	4
April	2005	25	7	22	2	5	3	9	3	4	1	13	6
May	2005	23	9	16	3	3	6	10	4	3	2	17	7
June	2005	30	7	18	2	3	6	11	3	3	2	17	8
July	2005	38	8	19	1	4	6	11	2	1	2	12	5
August	2005	48	6	20	0	5	3	10	2	1	1	10	3
September	2005	42	6	14	1	4	5	13	2	2	1	14	4
October	2005	39	4	9	2	2	7	14	3	4	1	19	9
November	2005	31	5	7	2	1	9	17	2	5	1	22	11

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY					
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2005	37	5	7	1	1	8	13	4	4	1	18	11
January	2006	37	5	9	0	2	6	13	4	4	1	13	7
February	2006	38	4	12	0	4	6	11	5	3	1	10	5
March	2006	40	2	15	1	5	6	11	4	4	1	10	7
April	2006	36	3	13	1	5	10	11	4	4	3	11	6
May	2006	32	4	9	1	3	12	9	3	3	3	18	11
June	2006	30	5	7	1	3	15	9	3	2	2	18	9
July	2006	34	5	9	3	3	12	9	2	0	1	18	10
August	2006	40	3	10	2	3	8	10	3	2	2	14	7
September	2006	39	3	9	2	3	8	12	3	4	2	16	8
October	2006	39	3	11	1	3	9	13	5	4	1	12	7
November	2006	42	3	13	1	2	8	12	5	4	1	9	5
December	2006	40	5	13	2	2	4	11	5	4	1	5	5
January	2007	41	5	12	2	2	4	12	3	5	1	4	7
February	2007	37	6	10	2	3	4	13	3	5	2	3	9
March	2007	37	5	15	2	3	5	14	4	6	2	4	8
April	2007	36	6	17	2	2	6	15	5	5	2	6	7
May	2007	35	5	19	2	2	8	14	5	4	1	10	8
June	2007	33	3	14	1	2	8	13	5	2	3	14	12
July	2007	32	3	12	1	3	6	9	5	4	3	17	11
August	2007	30	4	13	1	2	5	7	5	5	3	17	10
September	2007	32	3	16	1	3	3	7	4	6	2	15	7
October	2007	33	4	17	2	3	3	11	6	6	2	10	6
November	2007	30	4	13	1	4	4	14	7	7	2	9	4
December	2007	33	4	12	1	4	4	13	9	7	3	8	5
January	2008	30	4	10	0	3	5	11	8	9	5	10	5
February	2008	36	4	13	0	1	5	8	6	9	6	9	7
March	2008	32	4	15	0	0	5	13	5	12	5	10	6
April	2008	33	4	16	0	0	5	14	4	13	8	12	6
May	2008	28	4	10	0	0	7	14	5	14	8	21	9
June	2008	32	3	11	0	1	7	12	5	14	7	24	12
July	2008	34	1	8	0	1	8	10	4	15	5	27	13
August	2008	37	1	8	0	1	8	11	4	14	5	24	13
September	2008	39	1	5	1	1	9	11	4	11	7	21	15
October	2008	41	2	7	1	0	9	10	8	11	7	17	17
November	2008	46	2	9	1	0	5	10	12	12	10	11	14
December	2008	49	1	8	0	0	3	7	13	14	10	6	10
January	2009	52	1	11	0	1	2	6	12	14	11	2	6
February	2009	54	1	12	0	1	2	5	9	14	11	3	6
March	2009	53	0	12	0	1	1	5	7	14	14	2	6
April	2009	53	0	11	0	0	2	6	4	17	13	2	7
May	2009	55	1	13	0	1	2	5	4	14	11	1	6
June	2009	55	2	13	0	1	2	4	5	15	9	1	6
July	2009	59	3	11	0	1	2	3	5	11	10	2	6
August	2009	56	2	6	0	1	2	2	6	13	12	3	6
September	2009	55	1	6	0	1	3	4	6	12	10	4	7
October	2009	53	1	7	0	2	2	7	6	14	9	5	7
November	2009	54	2	11	0	2	2	10	7	14	6	3	7

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2009	55	2	17	0	1	2	11	8	12	10	3	5
January	2010	53	2	19	0	2	2	12	8	10	9	1	6
February	2010	49	2	19	0	3	2	11	10	9	11	2	7
March	2010	48	1	16	0	3	2	10	10	11	7	3	11
April	2010	54	1	17	0	2	2	8	10	11	8	2	9
May	2010	56	2	16	1	2	3	10	7	12	7	3	7
June	2010	56	3	21	1	2	3	10	7	11	7	3	4
July	2010	53	3	21	0	2	4	11	6	10	6	3	5
August	2010	52	2	24	0	1	2	9	6	10	8	3	5
September	2010	50	3	18	0	2	4	12	4	12	11	1	5
October	2010	44	3	16	0	2	3	11	7	15	14	2	4
November	2010	45	3	17	0	1	4	12	5	16	13	1	4
December	2010	47	3	17	1	2	3	10	6	17	9	1	3
January	2011	51	2	19	1	2	3	12	4	14	5	2	3
February	2011	47	2	17	1	3	3	13	6	14	5	4	3
March	2011	43	3	16	0	2	6	15	6	12	7	7	3
April	2011	38	3	16	0	1	6	15	6	12	8	6	4
May	2011	37	4	15	0	2	8	15	5	11	6	6	5
June	2011	39	4	14	0	2	6	14	5	12	6	4	6
July	2011	39	4	16	0	2	7	14	4	16	7	4	4
August	2011	37	3	17	0	2	5	14	8	17	11	3	2
September	2011	39	3	21	0	1	4	14	7	18	12	4	3
October	2011	38	3	21	0	2	3	12	8	19	12	4	3
November	2011	42	2	22	0	2	4	10	5	19	11	3	4
December	2011	40	3	22	1	3	5	9	6	17	10	2	3
January	2012	40	2	20	1	3	5	13	7	13	12	3	3
February	2012	36	3	20	1	4	4	16	7	15	10	3	2
March	2012	32	2	21	0	5	4	17	6	15	10	5	3
April	2012	31	4	21	0	5	6	14	5	16	7	6	3
May	2012	34	3	22	0	4	8	12	5	14	6	6	4
June	2012	34	3	20	0	5	8	12	6	15	6	4	4
July	2012	39	2	21	0	4	7	13	5	14	7	3	4
August	2012	39	3	22	0	5	5	11	7	15	7	5	2
September	2012	42	4	26	0	5	6	11	5	12	5	4	1
October	2012	36	5	26	0	5	7	10	6	12	5	4	1
November	2012	32	5	24	0	5	7	12	6	11	8	3	2
December	2012	30	4	22	0	5	6	12	7	10	11	3	2
January	2013	33	2	22	0	5	6	12	6	10	12	2	3
February	2013	34	3	24	0	5	6	11	5	11	9	3	2
March	2013	29	4	24	0	6	8	12	6	12	7	3	3
April	2013	24	6	26	1	8	6	12	4	11	6	4	3
May	2013	23	6	24	1	10	5	13	5	9	6	2	4
June	2013	26	6	25	2	11	4	12	5	7	5	2	5
July	2013	30	7	27	2	9	5	13	5	6	5	1	4
August	2013	29	6	28	2	8	4	14	5	6	5	2	4
September	2013	25	7	28	3	6	4	13	5	6	7	2	3
October	2013	24	6	26	3	6	5	10	6	9	8	1	2
November	2013	21	7	23	3	6	5	11	6	10	10	1	3

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

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

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

		GOOD TIME TO BUY						BAD TIME TO BUY					
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality
December	2017	25	8	21	5	12	2	12	3	4	3	1	4