

# REGION WEST

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## TABLE 36

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

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

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

| Date of Survey |      | GOOD TIME TO BUY         |                      |                      |                      |                           | BAD TIME TO BUY         |                 |               |    |
|----------------|------|--------------------------|----------------------|----------------------|----------------------|---------------------------|-------------------------|-----------------|---------------|----|
|                |      | Prices Low;<br>Good Buys | Prices<br>Won't Come | Interest<br>Rate Low | Borrow in<br>Advance | Times Good;<br>Prosperity | Interest<br>Rates High; | Can't<br>Afford | Uncertain     |    |
|                |      | <u>Available</u>         | <u>Down</u>          | <u>Credit Easy</u>   | <u>Rising Rates</u>  | <u>High</u>               | <u>Credit Tight</u>     | <u>To Buy</u>   | <u>Future</u> |    |
| March          | 1978 | 22                       | 41                   | 1                    | 1                    | 2                         | 12                      | 3               | 3             | 1  |
| April          | 1978 | 16                       | 43                   | 1                    | 2                    | 3                         | 13                      | 1               | 2             | 2  |
| May            | 1978 | 14                       | 43                   | 1                    | 2                    | 3                         | 14                      | 1               | 2             | 2  |
| June           | 1978 | 14                       | 45                   | 0                    | 2                    | 4                         | 15                      | 2               | 3             | 2  |
| July           | 1978 | 15                       | 47                   | 0                    | 3                    | 4                         | 15                      | 3               | 3             | 2  |
| August         | 1978 | 12                       | 49                   | 0                    | 3                    | 4                         | 15                      | 4               | 3             | 2  |
| September      | 1978 | 12                       | 49                   | 0                    | 4                    | 4                         | 13                      | 4               | 2             | 1  |
| October        | 1978 | 9                        | 42                   | 0                    | 2                    | 5                         | 18                      | 4               | 2             | 2  |
| November       | 1978 | 11                       | 39                   | 0                    | 2                    | 5                         | 17                      | 4               | 2             | 1  |
| December       | 1978 | 10                       | 40                   | 0                    | 1                    | 4                         | 20                      | 6               | 4             | 1  |
| January        | 1979 | 12                       | 46                   | 0                    | 1                    | 2                         | 19                      | 6               | 4             | 2  |
| February       | 1979 | 12                       | 49                   | 1                    | 1                    | 2                         | 19                      | 6               | 5             | 2  |
| March          | 1979 | 11                       | 50                   | 0                    | 2                    | 1                         | 16                      | 7               | 3             | 2  |
| April          | 1979 | 10                       | 48                   | 1                    | 2                    | 2                         | 15                      | 8               | 5             | 2  |
| May            | 1979 | 9                        | 48                   | 0                    | 2                    | 1                         | 16                      | 9               | 7             | 1  |
| June           | 1979 | 11                       | 45                   | 0                    | 2                    | 1                         | 18                      | 8               | 8             | 3  |
| July           | 1979 | 12                       | 45                   | 0                    | 1                    | 2                         | 21                      | 9               | 6             | 3  |
| August         | 1979 | 14                       | 45                   | 0                    | 2                    | 2                         | 19                      | 9               | 4             | 4  |
| September      | 1979 | 14                       | 48                   | 0                    | 2                    | 2                         | 18                      | 9               | 5             | 3  |
| October        | 1979 | 13                       | 47                   | 1                    | 3                    | 2                         | 17                      | 7               | 5             | 4  |
| November       | 1979 | 14                       | 43                   | 1                    | 3                    | 2                         | 19                      | 11              | 5             | 4  |
| December       | 1979 | 14                       | 39                   | 0                    | 2                    | 2                         | 19                      | 15              | 4             | 5  |
| January        | 1980 | 19                       | 41                   | 1                    | 2                    | 2                         | 19                      | 15              | 4             | 4  |
| February       | 1980 | 19                       | 47                   | 1                    | 2                    | 2                         | 19                      | 11              | 4             | 4  |
| March          | 1980 | 18                       | 50                   | 2                    | 5                    | 2                         | 20                      | 12              | 4             | 4  |
| April          | 1980 | 13                       | 43                   | 1                    | 6                    | 1                         | 21                      | 21              | 4             | 4  |
| May            | 1980 | 10                       | 38                   | 1                    | 5                    | 1                         | 25                      | 30              | 6             | 6  |
| June           | 1980 | 11                       | 29                   | 2                    | 2                    | 1                         | 25                      | 29              | 6             | 8  |
| July           | 1980 | 15                       | 28                   | 2                    | 1                    | 2                         | 24                      | 26              | 9             | 10 |
| August         | 1980 | 17                       | 29                   | 3                    | 2                    | 2                         | 21                      | 21              | 11            | 10 |
| September      | 1980 | 20                       | 31                   | 2                    | 2                    | 2                         | 18                      | 20              | 13            | 8  |
| October        | 1980 | 19                       | 33                   | 2                    | 2                    | 1                         | 15                      | 18              | 9             | 6  |
| November       | 1980 | 19                       | 36                   | 1                    | 1                    | 0                         | 14                      | 18              | 7             | 4  |
| December       | 1980 | 17                       | 36                   | 1                    | 1                    | 0                         | 16                      | 21              | 4             | 3  |
| January        | 1981 | 19                       | 33                   | 1                    | 1                    | 0                         | 17                      | 24              | 5             | 2  |
| February       | 1981 | 20                       | 28                   | 1                    | 2                    | 1                         | 17                      | 28              | 6             | 2  |
| March          | 1981 | 24                       | 26                   | 1                    | 2                    | 2                         | 15                      | 26              | 8             | 4  |
| April          | 1981 | 21                       | 29                   | 1                    | 2                    | 2                         | 17                      | 24              | 9             | 5  |
| May            | 1981 | 18                       | 33                   | 1                    | 1                    | 2                         | 17                      | 22              | 8             | 4  |
| June           | 1981 | 17                       | 31                   | 1                    | 1                    | 1                         | 20                      | 24              | 7             | 3  |
| July           | 1981 | 20                       | 31                   | 1                    | 0                    | 1                         | 20                      | 22              | 6             | 2  |
| August         | 1981 | 23                       | 26                   | 3                    | 1                    | 1                         | 18                      | 19              | 6             | 3  |
| September      | 1981 | 24                       | 25                   | 2                    | 1                    | 2                         | 15                      | 18              | 6             | 3  |
| October        | 1981 | 26                       | 22                   | 2                    | 1                    | 2                         | 14                      | 18              | 6             | 2  |
| November       | 1981 | 23                       | 20                   | 0                    | 0                    | 1                         | 17                      | 24              | 7             | 3  |
| December       | 1981 | 25                       | 21                   | 0                    | 0                    | 0                         | 20                      | 24              | 7             | 4  |

TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| January               | 1982 | 25                       | 20                           | 1                                   | 0                                    | 1                         | 19              | 26                                      | 6                         | 4                   |
| February              | 1982 | 30                       | 22                           | 1                                   | 0                                    | 1                         | 16              | 23                                      | 7                         | 4                   |
| March                 | 1982 | 33                       | 21                           | 1                                   | 0                                    | 2                         | 15              | 24                                      | 5                         | 4                   |
| April                 | 1982 | 33                       | 17                           | 2                                   | 0                                    | 2                         | 16              | 27                                      | 8                         | 5                   |
| May                   | 1982 | 36                       | 14                           | 2                                   | 0                                    | 1                         | 16              | 29                                      | 10                        | 6                   |
| June                  | 1982 | 36                       | 14                           | 2                                   | 0                                    | 0                         | 14              | 28                                      | 15                        | 7                   |
| July                  | 1982 | 38                       | 16                           | 2                                   | 0                                    | 0                         | 16              | 25                                      | 14                        | 6                   |
| August                | 1982 | 35                       | 18                           | 2                                   | 0                                    | 0                         | 16              | 22                                      | 13                        | 7                   |
| September             | 1982 | 31                       | 18                           | 2                                   | 0                                    | 0                         | 18              | 22                                      | 11                        | 7                   |
| October               | 1982 | 30                       | 16                           | 3                                   | 0                                    | 1                         | 17              | 17                                      | 11                        | 10                  |
| November              | 1982 | 33                       | 12                           | 3                                   | 0                                    | 1                         | 14              | 17                                      | 12                        | 11                  |
| December              | 1982 | 37                       | 11                           | 6                                   | 1                                    | 1                         | 13              | 13                                      | 9                         | 12                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1983 | 39                       | 10                           | 8                                   | 1                                    | 1                         | 15              | 12                                      | 11                        | 10                  |
| February              | 1983 | 41                       | 14                           | 11                                  | 1                                    | 1                         | 18              | 9                                       | 10                        | 8                   |
| March                 | 1983 | 39                       | 13                           | 9                                   | 0                                    | 2                         | 17              | 11                                      | 11                        | 8                   |
| April                 | 1983 | 41                       | 14                           | 12                                  | 0                                    | 2                         | 17              | 11                                      | 8                         | 6                   |
| May                   | 1983 | 42                       | 14                           | 12                                  | 1                                    | 3                         | 14              | 11                                      | 8                         | 6                   |
| June                  | 1983 | 44                       | 18                           | 14                                  | 2                                    | 3                         | 15              | 7                                       | 6                         | 5                   |
| July                  | 1983 | 42                       | 18                           | 12                                  | 3                                    | 3                         | 14              | 7                                       | 5                         | 5                   |
| August                | 1983 | 38                       | 17                           | 11                                  | 3                                    | 2                         | 16              | 6                                       | 6                         | 3                   |
| September             | 1983 | 34                       | 18                           | 10                                  | 3                                    | 3                         | 15              | 8                                       | 7                         | 3                   |
| October               | 1983 | 33                       | 18                           | 9                                   | 2                                    | 4                         | 15              | 8                                       | 7                         | 4                   |
| November              | 1983 | 37                       | 18                           | 7                                   | 2                                    | 4                         | 17              | 8                                       | 4                         | 3                   |
| December              | 1983 | 42                       | 16                           | 5                                   | 3                                    | 4                         | 17              | 5                                       | 4                         | 2                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1984 | 47                       | 19                           | 5                                   | 3                                    | 6                         | 14              | 5                                       | 2                         | 1                   |
| February              | 1984 | 46                       | 19                           | 6                                   | 3                                    | 7                         | 10              | 5                                       | 3                         | 2                   |
| March                 | 1984 | 40                       | 20                           | 7                                   | 3                                    | 9                         | 10              | 5                                       | 3                         | 3                   |
| April                 | 1984 | 34                       | 18                           | 6                                   | 4                                    | 8                         | 11              | 5                                       | 3                         | 3                   |
| May                   | 1984 | 32                       | 21                           | 6                                   | 5                                    | 8                         | 11              | 4                                       | 2                         | 3                   |
| June                  | 1984 | 34                       | 19                           | 6                                   | 5                                    | 6                         | 11              | 4                                       | 2                         | 1                   |
| July                  | 1984 | 37                       | 22                           | 6                                   | 5                                    | 6                         | 9               | 7                                       | 2                         | 1                   |
| August                | 1984 | 35                       | 19                           | 6                                   | 3                                    | 7                         | 9               | 7                                       | 2                         | 3                   |
| September             | 1984 | 36                       | 23                           | 7                                   | 2                                    | 7                         | 7               | 9                                       | 2                         | 2                   |
| October               | 1984 | 32                       | 21                           | 9                                   | 1                                    | 7                         | 8               | 6                                       | 2                         | 4                   |
| November              | 1984 | 33                       | 20                           | 10                                  | 2                                    | 6                         | 9               | 6                                       | 3                         | 3                   |
| December              | 1984 | 34                       | 16                           | 11                                  | 2                                    | 8                         | 12              | 6                                       | 3                         | 3                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1985 | 40                       | 14                           | 11                                  | 2                                    | 7                         | 13              | 5                                       | 4                         | 2                   |
| February              | 1985 | 44                       | 15                           | 10                                  | 2                                    | 7                         | 12              | 4                                       | 6                         | 2                   |
| March                 | 1985 | 43                       | 18                           | 10                                  | 3                                    | 5                         | 8               | 4                                       | 6                         | 3                   |
| April                 | 1985 | 41                       | 21                           | 9                                   | 3                                    | 6                         | 8               | 5                                       | 4                         | 2                   |
| May                   | 1985 | 38                       | 24                           | 7                                   | 3                                    | 6                         | 8               | 4                                       | 4                         | 3                   |
| June                  | 1985 | 36                       | 24                           | 11                                  | 4                                    | 8                         | 9               | 2                                       | 5                         | 2                   |
| July                  | 1985 | 35                       | 22                           | 13                                  | 4                                    | 9                         | 10              | 3                                       | 6                         | 2                   |
| August                | 1985 | 35                       | 20                           | 18                                  | 3                                    | 9                         | 11              | 4                                       | 4                         | 0                   |
| September             | 1985 | 37                       | 17                           | 17                                  | 2                                    | 7                         | 12              | 5                                       | 4                         | 0                   |
| October               | 1985 | 39                       | 17                           | 16                                  | 2                                    | 6                         | 10              | 3                                       | 4                         | 0                   |
| November              | 1985 | 37                       | 18                           | 14                                  | 2                                    | 5                         | 11              | 4                                       | 4                         | 0                   |
| December              | 1985 | 40                       | 17                           | 11                                  | 1                                    | 4                         | 11              | 4                                       | 4                         | 1                   |

TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| January               | 1986 | 39                       | 13                           | 14                                  | 1                                    | 4                         | 12              | 5                                       | 4                         | 1                   |
| February              | 1986 | 41                       | 15                           | 16                                  | 2                                    | 5                         | 11              | 4                                       | 4                         | 1                   |
| March                 | 1986 | 38                       | 16                           | 19                                  | 2                                    | 7                         | 8               | 4                                       | 4                         | 2                   |
| April                 | 1986 | 39                       | 17                           | 21                                  | 1                                    | 8                         | 8               | 4                                       | 3                         | 1                   |
| May                   | 1986 | 38                       | 13                           | 26                                  | 1                                    | 8                         | 6               | 3                                       | 3                         | 2                   |
| June                  | 1986 | 40                       | 12                           | 32                                  | 1                                    | 8                         | 7               | 4                                       | 4                         | 1                   |
| July                  | 1986 | 38                       | 14                           | 30                                  | 2                                    | 10                        | 5               | 3                                       | 5                         | 1                   |
| August                | 1986 | 38                       | 14                           | 27                                  | 2                                    | 10                        | 6               | 4                                       | 5                         | 1                   |
| September             | 1986 | 38                       | 13                           | 27                                  | 1                                    | 9                         | 7               | 3                                       | 4                         | 2                   |
| October               | 1986 | 37                       | 13                           | 27                                  | 1                                    | 7                         | 7               | 3                                       | 3                         | 2                   |
| November              | 1986 | 35                       | 13                           | 26                                  | 3                                    | 7                         | 8               | 2                                       | 3                         | 3                   |
| December              | 1986 | 30                       | 14                           | 19                                  | 3                                    | 6                         | 8               | 2                                       | 4                         | 3                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1987 | 32                       | 15                           | 16                                  | 2                                    | 6                         | 9               | 3                                       | 6                         | 2                   |
| February              | 1987 | 33                       | 15                           | 14                                  | 1                                    | 4                         | 10              | 3                                       | 5                         | 1                   |
| March                 | 1987 | 35                       | 17                           | 16                                  | 1                                    | 4                         | 7               | 4                                       | 5                         | 1                   |
| April                 | 1987 | 31                       | 17                           | 18                                  | 2                                    | 5                         | 7               | 4                                       | 3                         | 2                   |
| May                   | 1987 | 30                       | 19                           | 17                                  | 3                                    | 5                         | 5               | 6                                       | 2                         | 2                   |
| June                  | 1987 | 32                       | 20                           | 15                                  | 4                                    | 5                         | 6               | 5                                       | 3                         | 1                   |
| July                  | 1987 | 33                       | 18                           | 13                                  | 4                                    | 5                         | 8               | 5                                       | 5                         | 2                   |
| August                | 1987 | 35                       | 16                           | 15                                  | 3                                    | 5                         | 11              | 4                                       | 5                         | 1                   |
| September             | 1987 | 34                       | 14                           | 14                                  | 3                                    | 7                         | 11              | 6                                       | 4                         | 2                   |
| October               | 1987 | 31                       | 17                           | 14                                  | 5                                    | 6                         | 9               | 6                                       | 2                         | 3                   |
| November              | 1987 | 30                       | 18                           | 11                                  | 6                                    | 6                         | 8               | 9                                       | 3                         | 5                   |
| December              | 1987 | 29                       | 21                           | 9                                   | 4                                    | 4                         | 9               | 9                                       | 4                         | 5                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1988 | 34                       | 20                           | 8                                   | 3                                    | 3                         | 9               | 9                                       | 5                         | 6                   |
| February              | 1988 | 35                       | 20                           | 6                                   | 3                                    | 3                         | 7               | 7                                       | 6                         | 6                   |
| March                 | 1988 | 35                       | 17                           | 6                                   | 3                                    | 5                         | 6               | 7                                       | 6                         | 6                   |
| April                 | 1988 | 33                       | 16                           | 9                                   | 2                                    | 7                         | 6               | 7                                       | 6                         | 4                   |
| May                   | 1988 | 31                       | 21                           | 10                                  | 3                                    | 5                         | 8               | 7                                       | 5                         | 2                   |
| June                  | 1988 | 28                       | 22                           | 11                                  | 4                                    | 5                         | 9               | 5                                       | 4                         | 2                   |
| July                  | 1988 | 31                       | 22                           | 9                                   | 5                                    | 6                         | 7               | 4                                       | 2                         | 2                   |
| August                | 1988 | 34                       | 19                           | 9                                   | 5                                    | 7                         | 5               | 3                                       | 2                         | 4                   |
| September             | 1988 | 34                       | 20                           | 8                                   | 5                                    | 6                         | 5               | 3                                       | 2                         | 4                   |
| October               | 1988 | 33                       | 19                           | 7                                   | 5                                    | 6                         | 6               | 4                                       | 3                         | 4                   |
| November              | 1988 | 32                       | 17                           | 7                                   | 5                                    | 5                         | 10              | 5                                       | 3                         | 2                   |
| December              | 1988 | 33                       | 18                           | 6                                   | 5                                    | 6                         | 11              | 5                                       | 4                         | 2                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1989 | 33                       | 22                           | 8                                   | 6                                    | 5                         | 9               | 4                                       | 5                         | 1                   |
| February              | 1989 | 34                       | 24                           | 5                                   | 5                                    | 8                         | 8               | 5                                       | 6                         | 2                   |
| March                 | 1989 | 33                       | 22                           | 6                                   | 5                                    | 7                         | 9               | 5                                       | 5                         | 2                   |
| April                 | 1989 | 32                       | 20                           | 6                                   | 5                                    | 8                         | 10              | 7                                       | 5                         | 2                   |
| May                   | 1989 | 27                       | 23                           | 6                                   | 5                                    | 8                         | 11              | 6                                       | 4                         | 3                   |
| June                  | 1989 | 30                       | 25                           | 6                                   | 4                                    | 8                         | 8               | 6                                       | 4                         | 2                   |
| July                  | 1989 | 25                       | 30                           | 5                                   | 3                                    | 8                         | 11              | 6                                       | 2                         | 2                   |
| August                | 1989 | 28                       | 26                           | 7                                   | 2                                    | 4                         | 11              | 6                                       | 3                         | 2                   |
| September             | 1989 | 26                       | 24                           | 6                                   | 2                                    | 5                         | 11              | 6                                       | 3                         | 2                   |
| October               | 1989 | 32                       | 18                           | 5                                   | 2                                    | 4                         | 9               | 4                                       | 4                         | 2                   |
| November              | 1989 | 35                       | 15                           | 6                                   | 2                                    | 5                         | 8               | 3                                       | 4                         | 2                   |
| December              | 1989 | 36                       | 13                           | 5                                   | 3                                    | 5                         | 11              | 3                                       | 6                         | 2                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1990 | 39                       | 17                           | 6                                   | 3                                    | 5                         | 11              | 4                                       | 5                         | 1                   |

REGION WEST

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TABLE 36

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

|                |  | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|----------------|--|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                |  | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| Date of Survey |  | Available                | Down                         | Credit Easy                         | Rising Rates                         | Prosperity                | High            | Credit Tight                            | To Buy                    | Future              |
| February 1990  |  | 36                       | 17                           | 4                                   | 3                                    | 6                         | 10              | 4                                       | 5                         | 2                   |
| March 1990     |  | 38                       | 19                           | 5                                   | 1                                    | 8                         | 6               | 2                                       | 4                         | 3                   |
| April 1990     |  | 32                       | 19                           | 4                                   | 1                                    | 8                         | 5               | 3                                       | 4                         | 3                   |
| May 1990       |  | 32                       | 22                           | 2                                   | 1                                    | 7                         | 6               | 4                                       | 2                         | 1                   |
| June 1990      |  | 32                       | 25                           | 2                                   | 2                                    | 6                         | 7               | 5                                       | 3                         | 0                   |
| July 1990      |  | 33                       | 26                           | 3                                   | 2                                    | 5                         | 7               | 4                                       | 2                         | 2                   |
| August 1990    |  | 34                       | 27                           | 5                                   | 1                                    | 5                         | 7               | 3                                       | 4                         | 4                   |
| September 1990 |  | 31                       | 25                           | 4                                   | 1                                    | 3                         | 7               | 3                                       | 4                         | 5                   |
| October 1990   |  | 29                       | 20                           | 3                                   | 0                                    | 2                         | 11              | 4                                       | 6                         | 8                   |
| November 1990  |  | 24                       | 22                           | 1                                   | 0                                    | 2                         | 13              | 6                                       | 8                         | 9                   |
| December 1990  |  | 28                       | 19                           | 2                                   | 1                                    | 3                         | 10              | 6                                       | 10                        | 15                  |
|                |  |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January 1991   |  | 27                       | 19                           | 1                                   | 1                                    | 2                         | 8               | 7                                       | 12                        | 17                  |
| February 1991  |  | 32                       | 11                           | 2                                   | 1                                    | 2                         | 7               | 6                                       | 14                        | 18                  |
| March 1991     |  | 29                       | 13                           | 3                                   | 1                                    | 3                         | 8               | 5                                       | 13                        | 13                  |
| April 1991     |  | 31                       | 15                           | 6                                   | 1                                    | 4                         | 9               | 6                                       | 13                        | 8                   |
| May 1991       |  | 29                       | 16                           | 7                                   | 1                                    | 4                         | 10              | 6                                       | 12                        | 7                   |
| June 1991      |  | 32                       | 15                           | 8                                   | 0                                    | 3                         | 11              | 7                                       | 15                        | 8                   |
| July 1991      |  | 33                       | 14                           | 8                                   | 1                                    | 2                         | 7               | 6                                       | 13                        | 10                  |
| August 1991    |  | 35                       | 12                           | 8                                   | 1                                    | 4                         | 6               | 6                                       | 11                        | 10                  |
| September 1991 |  | 37                       | 14                           | 7                                   | 0                                    | 4                         | 5               | 4                                       | 9                         | 12                  |
| October 1991   |  | 38                       | 13                           | 8                                   | 1                                    | 3                         | 8               | 4                                       | 10                        | 13                  |
| November 1991  |  | 34                       | 14                           | 8                                   | 1                                    | 1                         | 10              | 4                                       | 13                        | 15                  |
| December 1991  |  | 32                       | 14                           | 9                                   | 1                                    | 2                         | 12              | 5                                       | 12                        | 16                  |
|                |  |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January 1992   |  | 34                       | 10                           | 10                                  | 0                                    | 2                         | 9               | 4                                       | 15                        | 17                  |
| February 1992  |  | 38                       | 8                            | 12                                  | 0                                    | 3                         | 9               | 6                                       | 16                        | 18                  |
| March 1992     |  | 39                       | 7                            | 12                                  | 0                                    | 3                         | 8               | 7                                       | 16                        | 18                  |
| April 1992     |  | 35                       | 8                            | 13                                  | 0                                    | 3                         | 10              | 6                                       | 14                        | 19                  |
| May 1992       |  | 35                       | 12                           | 11                                  | 0                                    | 3                         | 8               | 4                                       | 13                        | 16                  |
| June 1992      |  | 35                       | 13                           | 16                                  | 0                                    | 3                         | 7               | 3                                       | 11                        | 13                  |
| July 1992      |  | 36                       | 15                           | 17                                  | 0                                    | 2                         | 7               | 4                                       | 13                        | 10                  |
| August 1992    |  | 36                       | 13                           | 18                                  | 0                                    | 2                         | 7               | 5                                       | 11                        | 15                  |
| September 1992 |  | 34                       | 13                           | 13                                  | 0                                    | 2                         | 8               | 5                                       | 12                        | 18                  |
| October 1992   |  | 30                       | 12                           | 10                                  | 0                                    | 2                         | 9               | 5                                       | 15                        | 21                  |
| November 1992  |  | 28                       | 13                           | 9                                   | 1                                    | 4                         | 7               | 4                                       | 15                        | 17                  |
| December 1992  |  | 29                       | 11                           | 11                                  | 1                                    | 4                         | 7               | 4                                       | 14                        | 16                  |
|                |  |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January 1993   |  | 35                       | 10                           | 12                                  | 1                                    | 4                         | 7               | 2                                       | 10                        | 12                  |
| February 1993  |  | 35                       | 8                            | 14                                  | 0                                    | 5                         | 8               | 3                                       | 9                         | 12                  |
| March 1993     |  | 34                       | 9                            | 15                                  | 0                                    | 4                         | 9               | 4                                       | 11                        | 11                  |
| April 1993     |  | 33                       | 12                           | 17                                  | 1                                    | 5                         | 8               | 3                                       | 9                         | 11                  |
| May 1993       |  | 35                       | 13                           | 17                                  | 1                                    | 4                         | 9               | 4                                       | 9                         | 10                  |
| June 1993      |  | 38                       | 12                           | 16                                  | 1                                    | 4                         | 8               | 2                                       | 9                         | 12                  |
| July 1993      |  | 36                       | 12                           | 16                                  | 1                                    | 4                         | 8               | 4                                       | 10                        | 15                  |
| August 1993    |  | 36                       | 10                           | 16                                  | 0                                    | 4                         | 9               | 3                                       | 11                        | 17                  |
| September 1993 |  | 35                       | 11                           | 16                                  | 0                                    | 6                         | 7               | 5                                       | 12                        | 17                  |
| October 1993   |  | 38                       | 10                           | 20                                  | 0                                    | 6                         | 6               | 4                                       | 13                        | 13                  |
| November 1993  |  | 35                       | 9                            | 22                                  | 1                                    | 7                         | 6               | 4                                       | 13                        | 12                  |
| December 1993  |  | 37                       | 9                            | 21                                  | 1                                    | 5                         | 6               | 2                                       | 11                        | 9                   |
|                |  |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January 1994   |  | 37                       | 9                            | 20                                  | 1                                    | 9                         | 8               | 1                                       | 8                         | 10                  |
| February 1994  |  | 39                       | 10                           | 21                                  | 1                                    | 8                         | 6               | 2                                       | 9                         | 6                   |

# REGION WEST

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## TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| March                 | 1994 | 37                       | 11                           | 22                                  | 2                                    | 10                        | 9               | 2                                       | 9                         | 5                   |
| April                 | 1994 | 33                       | 12                           | 21                                  | 3                                    | 8                         | 8               | 2                                       | 9                         | 3                   |
| May                   | 1994 | 31                       | 12                           | 18                                  | 3                                    | 8                         | 9               | 1                                       | 8                         | 3                   |
| June                  | 1994 | 33                       | 11                           | 16                                  | 2                                    | 6                         | 8               | 2                                       | 7                         | 3                   |
| July                  | 1994 | 34                       | 10                           | 16                                  | 3                                    | 6                         | 9               | 2                                       | 8                         | 5                   |
| August                | 1994 | 35                       | 10                           | 17                                  | 3                                    | 5                         | 7               | 3                                       | 9                         | 4                   |
| September             | 1994 | 35                       | 12                           | 15                                  | 2                                    | 7                         | 5               | 2                                       | 8                         | 5                   |
| October               | 1994 | 37                       | 13                           | 14                                  | 2                                    | 7                         | 4               | 2                                       | 7                         | 4                   |
| November              | 1994 | 36                       | 13                           | 12                                  | 5                                    | 9                         | 6               | 2                                       | 7                         | 4                   |
| December              | 1994 | 37                       | 12                           | 14                                  | 5                                    | 7                         | 9               | 3                                       | 8                         | 3                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1995 | 37                       | 12                           | 14                                  | 4                                    | 9                         | 8               | 3                                       | 7                         | 3                   |
| February              | 1995 | 39                       | 14                           | 13                                  | 2                                    | 11                        | 7               | 2                                       | 5                         | 2                   |
| March                 | 1995 | 40                       | 14                           | 12                                  | 2                                    | 11                        | 5               | 2                                       | 4                         | 2                   |
| April                 | 1995 | 42                       | 13                           | 9                                   | 1                                    | 8                         | 7               | 3                                       | 5                         | 2                   |
| May                   | 1995 | 41                       | 15                           | 9                                   | 3                                    | 7                         | 8               | 3                                       | 4                         | 3                   |
| June                  | 1995 | 34                       | 16                           | 9                                   | 2                                    | 8                         | 10              | 4                                       | 6                         | 6                   |
| July                  | 1995 | 31                       | 17                           | 13                                  | 2                                    | 8                         | 10              | 3                                       | 6                         | 6                   |
| August                | 1995 | 34                       | 15                           | 15                                  | 1                                    | 8                         | 9               | 3                                       | 9                         | 6                   |
| September             | 1995 | 39                       | 15                           | 17                                  | 1                                    | 8                         | 6               | 2                                       | 7                         | 3                   |
| October               | 1995 | 41                       | 14                           | 12                                  | 0                                    | 8                         | 6               | 2                                       | 7                         | 3                   |
| November              | 1995 | 42                       | 13                           | 9                                   | 0                                    | 7                         | 7               | 2                                       | 7                         | 2                   |
| December              | 1995 | 45                       | 11                           | 6                                   | 0                                    | 5                         | 9               | 3                                       | 8                         | 2                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1996 | 46                       | 12                           | 11                                  | 0                                    | 5                         | 10              | 3                                       | 8                         | 2                   |
| February              | 1996 | 45                       | 12                           | 12                                  | 0                                    | 7                         | 8               | 4                                       | 9                         | 3                   |
| March                 | 1996 | 44                       | 13                           | 15                                  | 0                                    | 8                         | 6               | 4                                       | 7                         | 5                   |
| April                 | 1996 | 42                       | 12                           | 14                                  | 1                                    | 9                         | 4               | 4                                       | 7                         | 5                   |
| May                   | 1996 | 38                       | 15                           | 13                                  | 2                                    | 7                         | 6               | 4                                       | 4                         | 5                   |
| June                  | 1996 | 36                       | 13                           | 11                                  | 2                                    | 9                         | 6               | 3                                       | 5                         | 4                   |
| July                  | 1996 | 35                       | 12                           | 11                                  | 2                                    | 10                        | 8               | 4                                       | 5                         | 4                   |
| August                | 1996 | 39                       | 9                            | 13                                  | 1                                    | 9                         | 7               | 2                                       | 6                         | 2                   |
| September             | 1996 | 38                       | 9                            | 14                                  | 2                                    | 8                         | 8               | 2                                       | 4                         | 2                   |
| October               | 1996 | 40                       | 12                           | 13                                  | 2                                    | 6                         | 6               | 2                                       | 5                         | 3                   |
| November              | 1996 | 40                       | 14                           | 14                                  | 1                                    | 9                         | 7               | 3                                       | 6                         | 4                   |
| December              | 1996 | 47                       | 12                           | 13                                  | 0                                    | 10                        | 7               | 2                                       | 5                         | 4                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1997 | 45                       | 10                           | 10                                  | 0                                    | 11                        | 7               | 2                                       | 6                         | 3                   |
| February              | 1997 | 48                       | 8                            | 8                                   | 0                                    | 10                        | 6               | 3                                       | 8                         | 3                   |
| March                 | 1997 | 40                       | 8                            | 9                                   | 1                                    | 14                        | 5               | 4                                       | 9                         | 2                   |
| April                 | 1997 | 37                       | 10                           | 8                                   | 2                                    | 14                        | 6               | 4                                       | 6                         | 1                   |
| May                   | 1997 | 31                       | 12                           | 10                                  | 3                                    | 15                        | 5               | 3                                       | 3                         | 1                   |
| June                  | 1997 | 33                       | 13                           | 9                                   | 3                                    | 12                        | 5               | 2                                       | 2                         | 1                   |
| July                  | 1997 | 33                       | 13                           | 12                                  | 1                                    | 11                        | 5               | 2                                       | 2                         | 1                   |
| August                | 1997 | 33                       | 12                           | 10                                  | 0                                    | 11                        | 5               | 3                                       | 2                         | 1                   |
| September             | 1997 | 32                       | 11                           | 12                                  | 0                                    | 12                        | 5               | 2                                       | 2                         | 1                   |
| October               | 1997 | 32                       | 9                            | 12                                  | 0                                    | 16                        | 4               | 2                                       | 2                         | 2                   |
| November              | 1997 | 32                       | 9                            | 12                                  | 1                                    | 16                        | 4               | 1                                       | 1                         | 2                   |
| December              | 1997 | 33                       | 9                            | 8                                   | 1                                    | 14                        | 2               | 2                                       | 1                         | 1                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1998 | 41                       | 7                            | 9                                   | 0                                    | 9                         | 4               | 2                                       | 1                         | 1                   |
| February              | 1998 | 47                       | 6                            | 11                                  | 0                                    | 8                         | 4               | 1                                       | 2                         | 0                   |
| March                 | 1998 | 43                       | 6                            | 13                                  | 0                                    | 9                         | 5               | 0                                       | 4                         | 0                   |

# REGION WEST

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## TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| April                 | 1998 | 37                       | 8                            | 12                                  | 1                                    | 14                        | 4               | 1                                       | 4                         | 0                   |
| May                   | 1998 | 31                       | 9                            | 9                                   | 1                                    | 15                        | 4               | 2                                       | 3                         | 0                   |
| June                  | 1998 | 31                       | 9                            | 8                                   | 1                                    | 15                        | 3               | 2                                       | 2                         | 0                   |
| July                  | 1998 | 31                       | 8                            | 9                                   | 0                                    | 15                        | 3               | 2                                       | 1                         | 0                   |
| August                | 1998 | 30                       | 6                            | 11                                  | 0                                    | 14                        | 4               | 2                                       | 2                         | 1                   |
| September             | 1998 | 29                       | 8                            | 12                                  | 0                                    | 13                        | 5               | 2                                       | 1                         | 2                   |
| October               | 1998 | 30                       | 9                            | 13                                  | 0                                    | 10                        | 5               | 2                                       | 2                         | 3                   |
| November              | 1998 | 34                       | 10                           | 15                                  | 0                                    | 10                        | 6               | 2                                       | 2                         | 3                   |
| December              | 1998 | 38                       | 8                            | 18                                  | 0                                    | 10                        | 5               | 3                                       | 2                         | 3                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 1999 | 38                       | 9                            | 19                                  | 0                                    | 11                        | 4               | 2                                       | 2                         | 2                   |
| February              | 1999 | 36                       | 7                            | 16                                  | 0                                    | 13                        | 3               | 3                                       | 2                         | 2                   |
| March                 | 1999 | 34                       | 7                            | 14                                  | 0                                    | 15                        | 2               | 2                                       | 2                         | 2                   |
| April                 | 1999 | 31                       | 7                            | 15                                  | 0                                    | 16                        | 2               | 2                                       | 3                         | 2                   |
| May                   | 1999 | 32                       | 8                            | 19                                  | 0                                    | 19                        | 1               | 1                                       | 3                         | 1                   |
| June                  | 1999 | 33                       | 7                            | 20                                  | 0                                    | 17                        | 2               | 1                                       | 2                         | 1                   |
| July                  | 1999 | 34                       | 7                            | 17                                  | 0                                    | 15                        | 2               | 1                                       | 1                         | 1                   |
| August                | 1999 | 34                       | 7                            | 14                                  | 0                                    | 13                        | 4               | 1                                       | 1                         | 1                   |
| September             | 1999 | 32                       | 7                            | 11                                  | 2                                    | 15                        | 3               | 2                                       | 2                         | 1                   |
| October               | 1999 | 35                       | 6                            | 10                                  | 2                                    | 16                        | 3               | 1                                       | 2                         | 1                   |
| November              | 1999 | 37                       | 7                            | 10                                  | 2                                    | 16                        | 2               | 1                                       | 2                         | 1                   |
| December              | 1999 | 43                       | 5                            | 12                                  | 1                                    | 15                        | 3               | 0                                       | 1                         | 1                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2000 | 45                       | 5                            | 12                                  | 1                                    | 12                        | 2               | 0                                       | 1                         | 1                   |
| February              | 2000 | 45                       | 5                            | 11                                  | 1                                    | 14                        | 3               | 2                                       | 1                         | 0                   |
| March                 | 2000 | 38                       | 9                            | 10                                  | 1                                    | 15                        | 3               | 3                                       | 1                         | 1                   |
| April                 | 2000 | 36                       | 11                           | 10                                  | 1                                    | 16                        | 5               | 4                                       | 1                         | 1                   |
| May                   | 2000 | 35                       | 12                           | 8                                   | 2                                    | 18                        | 4               | 3                                       | 1                         | 2                   |
| June                  | 2000 | 36                       | 10                           | 8                                   | 1                                    | 21                        | 4               | 2                                       | 1                         | 2                   |
| July                  | 2000 | 34                       | 8                            | 8                                   | 1                                    | 23                        | 5               | 3                                       | 1                         | 2                   |
| August                | 2000 | 34                       | 7                            | 10                                  | 1                                    | 19                        | 5               | 3                                       | 1                         | 2                   |
| September             | 2000 | 34                       | 7                            | 9                                   | 1                                    | 19                        | 5               | 3                                       | 0                         | 2                   |
| October               | 2000 | 32                       | 9                            | 9                                   | 1                                    | 20                        | 3               | 2                                       | 2                         | 2                   |
| November              | 2000 | 29                       | 11                           | 10                                  | 1                                    | 22                        | 3               | 1                                       | 2                         | 2                   |
| December              | 2000 | 33                       | 11                           | 10                                  | 1                                    | 19                        | 3               | 2                                       | 1                         | 1                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2001 | 36                       | 10                           | 9                                   | 1                                    | 14                        | 3               | 1                                       | 2                         | 2                   |
| February              | 2001 | 37                       | 6                            | 9                                   | 0                                    | 10                        | 4               | 2                                       | 4                         | 4                   |
| March                 | 2001 | 30                       | 8                            | 9                                   | 0                                    | 8                         | 3               | 3                                       | 7                         | 7                   |
| April                 | 2001 | 27                       | 6                            | 11                                  | 0                                    | 7                         | 4               | 5                                       | 8                         | 7                   |
| May                   | 2001 | 26                       | 7                            | 11                                  | 0                                    | 7                         | 4               | 4                                       | 6                         | 7                   |
| June                  | 2001 | 28                       | 4                            | 12                                  | 0                                    | 8                         | 6               | 4                                       | 5                         | 7                   |
| July                  | 2001 | 30                       | 7                            | 12                                  | 0                                    | 6                         | 7               | 3                                       | 5                         | 7                   |
| August                | 2001 | 34                       | 5                            | 11                                  | 0                                    | 8                         | 8               | 3                                       | 8                         | 6                   |
| September             | 2001 | 35                       | 5                            | 10                                  | 0                                    | 8                         | 7               | 3                                       | 7                         | 10                  |
| October               | 2001 | 33                       | 3                            | 13                                  | 0                                    | 7                         | 7               | 2                                       | 7                         | 14                  |
| November              | 2001 | 29                       | 3                            | 19                                  | 0                                    | 4                         | 6               | 2                                       | 6                         | 17                  |
| December              | 2001 | 32                       | 3                            | 21                                  | 0                                    | 2                         | 7               | 3                                       | 9                         | 12                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2002 | 34                       | 4                            | 20                                  | 0                                    | 2                         | 5               | 4                                       | 10                        | 12                  |
| February              | 2002 | 38                       | 3                            | 17                                  | 0                                    | 2                         | 5               | 5                                       | 10                        | 11                  |
| March                 | 2002 | 38                       | 2                            | 17                                  | 0                                    | 3                         | 5               | 5                                       | 8                         | 13                  |
| April                 | 2002 | 35                       | 3                            | 17                                  | 0                                    | 4                         | 5               | 4                                       | 7                         | 10                  |

# REGION WEST

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TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| May                   | 2002 | 34                       | 4                            | 17                                  | 0                                    | 5                         | 4               | 3                                       | 8                         | 9                   |
| June                  | 2002 | 34                       | 6                            | 15                                  | 0                                    | 4                         | 2               | 3                                       | 7                         | 7                   |
| July                  | 2002 | 33                       | 4                            | 17                                  | 0                                    | 4                         | 2               | 3                                       | 6                         | 7                   |
| August                | 2002 | 33                       | 5                            | 18                                  | 0                                    | 5                         | 3               | 4                                       | 7                         | 7                   |
| September             | 2002 | 29                       | 4                            | 22                                  | 0                                    | 5                         | 5               | 4                                       | 9                         | 9                   |
| October               | 2002 | 33                       | 3                            | 24                                  | 0                                    | 4                         | 6               | 5                                       | 10                        | 10                  |
| November              | 2002 | 31                       | 2                            | 22                                  | 0                                    | 3                         | 7               | 4                                       | 8                         | 12                  |
| December              | 2002 | 36                       | 2                            | 21                                  | 0                                    | 3                         | 6               | 4                                       | 8                         | 11                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2003 | 35                       | 4                            | 18                                  | 0                                    | 4                         | 5               | 2                                       | 8                         | 11                  |
| February              | 2003 | 35                       | 4                            | 21                                  | 0                                    | 5                         | 3               | 2                                       | 8                         | 12                  |
| March                 | 2003 | 29                       | 4                            | 22                                  | 0                                    | 4                         | 2               | 3                                       | 9                         | 15                  |
| April                 | 2003 | 26                       | 3                            | 23                                  | 0                                    | 3                         | 5               | 4                                       | 8                         | 16                  |
| May                   | 2003 | 25                       | 2                            | 23                                  | 0                                    | 4                         | 4               | 5                                       | 8                         | 14                  |
| June                  | 2003 | 31                       | 3                            | 22                                  | 1                                    | 5                         | 5               | 5                                       | 7                         | 11                  |
| July                  | 2003 | 35                       | 3                            | 23                                  | 1                                    | 5                         | 3               | 4                                       | 7                         | 9                   |
| August                | 2003 | 37                       | 5                            | 23                                  | 1                                    | 3                         | 5               | 3                                       | 10                        | 6                   |
| September             | 2003 | 34                       | 3                            | 25                                  | 1                                    | 4                         | 6               | 1                                       | 11                        | 5                   |
| October               | 2003 | 31                       | 5                            | 23                                  | 1                                    | 4                         | 6               | 2                                       | 11                        | 5                   |
| November              | 2003 | 32                       | 6                            | 23                                  | 0                                    | 5                         | 5               | 2                                       | 10                        | 5                   |
| December              | 2003 | 33                       | 9                            | 21                                  | 0                                    | 4                         | 4               | 3                                       | 8                         | 7                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2004 | 37                       | 9                            | 21                                  | 0                                    | 6                         | 3               | 3                                       | 6                         | 5                   |
| February              | 2004 | 39                       | 9                            | 20                                  | 0                                    | 6                         | 4               | 3                                       | 5                         | 5                   |
| March                 | 2004 | 39                       | 7                            | 20                                  | 0                                    | 6                         | 4               | 2                                       | 6                         | 5                   |
| April                 | 2004 | 36                       | 8                            | 18                                  | 0                                    | 6                         | 5               | 2                                       | 7                         | 5                   |
| May                   | 2004 | 31                       | 8                            | 24                                  | 1                                    | 7                         | 6               | 2                                       | 6                         | 6                   |
| June                  | 2004 | 30                       | 9                            | 25                                  | 2                                    | 6                         | 6               | 3                                       | 5                         | 6                   |
| July                  | 2004 | 29                       | 9                            | 30                                  | 2                                    | 6                         | 5               | 4                                       | 5                         | 6                   |
| August                | 2004 | 31                       | 9                            | 23                                  | 2                                    | 6                         | 4               | 3                                       | 6                         | 5                   |
| September             | 2004 | 32                       | 9                            | 26                                  | 1                                    | 7                         | 5               | 4                                       | 6                         | 3                   |
| October               | 2004 | 32                       | 9                            | 23                                  | 2                                    | 7                         | 3               | 4                                       | 6                         | 3                   |
| November              | 2004 | 31                       | 9                            | 24                                  | 2                                    | 7                         | 4               | 7                                       | 6                         | 4                   |
| December              | 2004 | 33                       | 11                           | 19                                  | 2                                    | 7                         | 5               | 6                                       | 5                         | 3                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2005 | 36                       | 11                           | 20                                  | 2                                    | 7                         | 6               | 6                                       | 4                         | 4                   |
| February              | 2005 | 36                       | 11                           | 19                                  | 2                                    | 8                         | 5               | 3                                       | 2                         | 2                   |
| March                 | 2005 | 35                       | 13                           | 19                                  | 1                                    | 9                         | 5               | 4                                       | 3                         | 3                   |
| April                 | 2005 | 32                       | 14                           | 17                                  | 1                                    | 7                         | 6               | 4                                       | 5                         | 2                   |
| May                   | 2005 | 31                       | 17                           | 14                                  | 2                                    | 8                         | 6               | 5                                       | 6                         | 2                   |
| June                  | 2005 | 32                       | 16                           | 15                                  | 2                                    | 6                         | 4               | 5                                       | 6                         | 2                   |
| July                  | 2005 | 35                       | 15                           | 16                                  | 2                                    | 8                         | 3               | 4                                       | 2                         | 1                   |
| August                | 2005 | 36                       | 14                           | 17                                  | 1                                    | 6                         | 3               | 2                                       | 2                         | 1                   |
| September             | 2005 | 33                       | 13                           | 15                                  | 1                                    | 7                         | 5               | 2                                       | 3                         | 2                   |
| October               | 2005 | 30                       | 13                           | 13                                  | 1                                    | 5                         | 6               | 3                                       | 6                         | 4                   |
| November              | 2005 | 27                       | 14                           | 12                                  | 1                                    | 5                         | 8               | 5                                       | 7                         | 5                   |
| December              | 2005 | 34                       | 14                           | 13                                  | 2                                    | 5                         | 6               | 5                                       | 6                         | 4                   |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2006 | 39                       | 12                           | 11                                  | 1                                    | 6                         | 5               | 4                                       | 4                         | 3                   |
| February              | 2006 | 46                       | 10                           | 11                                  | 2                                    | 7                         | 2               | 4                                       | 2                         | 3                   |
| March                 | 2006 | 41                       | 11                           | 9                                   | 1                                    | 7                         | 3               | 4                                       | 2                         | 4                   |
| April                 | 2006 | 37                       | 13                           | 8                                   | 2                                    | 8                         | 4               | 5                                       | 2                         | 5                   |
| May                   | 2006 | 31                       | 14                           | 9                                   | 2                                    | 7                         | 7               | 4                                       | 2                         | 3                   |

# REGION WEST

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TABLE 36

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

|                       |      | GOOD TIME TO BUY |             |                    |                     |                   | BAD TIME TO BUY |                     |               |               |
|-----------------------|------|------------------|-------------|--------------------|---------------------|-------------------|-----------------|---------------------|---------------|---------------|
|                       |      | Prices Low;      | Prices      | Interest           | Borrow in           | Times Good;       | Prices          | Interest            | Can't         | Uncertain     |
|                       |      | Good Buys        | Won't Come  | Rate Low           | Advance             |                   |                 | Rates High;         | Afford        |               |
| <u>Date of Survey</u> |      | <u>Available</u> | <u>Down</u> | <u>Credit Easy</u> | <u>Rising Rates</u> | <u>Prosperity</u> | <u>High</u>     | <u>Credit Tight</u> | <u>To Buy</u> | <u>Future</u> |
| June                  | 2006 | 31               | 14          | 10                 | 2                   | 9                 | 7               | 4                   | 2             | 3             |
| July                  | 2006 | 33               | 12          | 11                 | 2                   | 8                 | 6               | 4                   | 2             | 2             |
| August                | 2006 | 38               | 12          | 11                 | 1                   | 6                 | 3               | 5                   | 3             | 3             |
| September             | 2006 | 37               | 11          | 10                 | 2                   | 5                 | 4               | 4                   | 5             | 3             |
| October               | 2006 | 36               | 11          | 10                 | 1                   | 4                 | 5               | 4                   | 5             | 3             |
| November              | 2006 | 40               | 8           | 10                 | 1                   | 4                 | 7               | 3                   | 6             | 3             |
| December              | 2006 | 44               | 9           | 10                 | 2                   | 4                 | 5               | 2                   | 5             | 3             |
| January               | 2007 | 45               | 8           | 10                 | 2                   | 4                 | 5               | 3                   | 4             | 2             |
| February              | 2007 | 41               | 11          | 11                 | 2                   | 5                 | 4               | 3                   | 4             | 3             |
| March                 | 2007 | 40               | 12          | 11                 | 1                   | 6                 | 6               | 5                   | 5             | 3             |
| April                 | 2007 | 37               | 13          | 13                 | 0                   | 7                 | 8               | 3                   | 5             | 3             |
| May                   | 2007 | 35               | 13          | 12                 | 0                   | 6                 | 8               | 3                   | 6             | 2             |
| June                  | 2007 | 32               | 12          | 12                 | 0                   | 6                 | 9               | 2                   | 7             | 4             |
| July                  | 2007 | 31               | 10          | 9                  | 0                   | 7                 | 8               | 3                   | 6             | 4             |
| August                | 2007 | 29               | 8           | 9                  | 0                   | 8                 | 7               | 5                   | 7             | 6             |
| September             | 2007 | 30               | 8           | 8                  | 0                   | 7                 | 5               | 4                   | 8             | 5             |
| October               | 2007 | 31               | 11          | 8                  | 0                   | 6                 | 5               | 4                   | 9             | 6             |
| November              | 2007 | 30               | 12          | 9                  | 0                   | 5                 | 5               | 5                   | 9             | 8             |
| December              | 2007 | 32               | 11          | 9                  | 0                   | 4                 | 6               | 6                   | 9             | 10            |
| January               | 2008 | 33               | 8           | 8                  | 0                   | 3                 | 5               | 7                   | 12            | 12            |
| February              | 2008 | 36               | 7           | 9                  | 0                   | 3                 | 4               | 6                   | 13            | 12            |
| March                 | 2008 | 32               | 7           | 8                  | 0                   | 2                 | 6               | 7                   | 17            | 12            |
| April                 | 2008 | 29               | 7           | 9                  | 0                   | 2                 | 8               | 7                   | 17            | 16            |
| May                   | 2008 | 27               | 7           | 6                  | 0                   | 3                 | 7               | 6                   | 17            | 16            |
| June                  | 2008 | 27               | 8           | 7                  | 0                   | 3                 | 7               | 4                   | 18            | 19            |
| July                  | 2008 | 27               | 8           | 8                  | 0                   | 2                 | 6               | 4                   | 21            | 16            |
| August                | 2008 | 26               | 7           | 6                  | 0                   | 2                 | 8               | 7                   | 24            | 15            |
| September             | 2008 | 27               | 5           | 4                  | 0                   | 1                 | 8               | 8                   | 23            | 15            |
| October               | 2008 | 30               | 3           | 2                  | 0                   | 1                 | 10              | 9                   | 23            | 17            |
| November              | 2008 | 31               | 2           | 2                  | 0                   | 1                 | 13              | 8                   | 22            | 21            |
| December              | 2008 | 38               | 1           | 3                  | 0                   | 1                 | 10              | 9                   | 22            | 20            |
| January               | 2009 | 40               | 2           | 3                  | 0                   | 1                 | 9               | 8                   | 22            | 21            |
| February              | 2009 | 39               | 2           | 4                  | 0                   | 0                 | 7               | 8                   | 20            | 23            |
| March                 | 2009 | 33               | 2           | 4                  | 0                   | 1                 | 8               | 7                   | 21            | 25            |
| April                 | 2009 | 36               | 2           | 5                  | 0                   | 0                 | 6               | 7                   | 20            | 24            |
| May                   | 2009 | 43               | 3           | 4                  | 0                   | 1                 | 3               | 6                   | 19            | 19            |
| June                  | 2009 | 46               | 3           | 3                  | 0                   | 0                 | 3               | 7                   | 18            | 15            |
| July                  | 2009 | 44               | 3           | 3                  | 0                   | 0                 | 4               | 7                   | 17            | 16            |
| August                | 2009 | 41               | 2           | 3                  | 0                   | 0                 | 6               | 7                   | 18            | 20            |
| September             | 2009 | 40               | 3           | 4                  | 0                   | 2                 | 6               | 7                   | 16            | 24            |
| October               | 2009 | 43               | 3           | 4                  | 0                   | 2                 | 7               | 6                   | 17            | 23            |
| November              | 2009 | 46               | 2           | 5                  | 0                   | 2                 | 6               | 4                   | 19            | 19            |
| December              | 2009 | 48               | 2           | 8                  | 0                   | 1                 | 6               | 4                   | 19            | 18            |
| January               | 2010 | 45               | 3           | 8                  | 0                   | 1                 | 4               | 2                   | 16            | 18            |
| February              | 2010 | 46               | 4           | 10                 | 0                   | 2                 | 4               | 4                   | 14            | 17            |
| March                 | 2010 | 47               | 5           | 7                  | 0                   | 2                 | 2               | 5                   | 16            | 14            |
| April                 | 2010 | 47               | 5           | 7                  | 0                   | 2                 | 4               | 7                   | 17            | 14            |
| May                   | 2010 | 42               | 7           | 5                  | 0                   | 2                 | 4               | 5                   | 19            | 14            |
| June                  | 2010 | 41               | 5           | 5                  | 0                   | 2                 | 4               | 3                   | 18            | 14            |



# REGION WEST

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TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| July                  | 2010 | 45                       | 5                            | 4                                   | 0                                    | 2                         | 4               | 2                                       | 16                        | 12                  |
| August                | 2010 | 48                       | 3                            | 4                                   | 0                                    | 1                         | 4               | 4                                       | 14                        | 13                  |
| September             | 2010 | 47                       | 3                            | 4                                   | 0                                    | 1                         | 4               | 5                                       | 16                        | 16                  |
| October               | 2010 | 42                       | 2                            | 4                                   | 0                                    | 0                         | 3               | 8                                       | 20                        | 18                  |
| November              | 2010 | 45                       | 3                            | 5                                   | 0                                    | 0                         | 4               | 7                                       | 19                        | 17                  |
| December              | 2010 | 48                       | 4                            | 5                                   | 0                                    | 0                         | 6               | 9                                       | 18                        | 14                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2011 | 52                       | 5                            | 6                                   | 0                                    | 2                         | 8               | 7                                       | 15                        | 11                  |
| February              | 2011 | 49                       | 6                            | 6                                   | 0                                    | 2                         | 6               | 8                                       | 16                        | 11                  |
| March                 | 2011 | 45                       | 7                            | 6                                   | 0                                    | 2                         | 5               | 9                                       | 16                        | 11                  |
| April                 | 2011 | 42                       | 10                           | 6                                   | 0                                    | 2                         | 6               | 7                                       | 15                        | 11                  |
| May                   | 2011 | 42                       | 10                           | 5                                   | 0                                    | 2                         | 8               | 6                                       | 14                        | 11                  |
| June                  | 2011 | 40                       | 10                           | 5                                   | 0                                    | 3                         | 8               | 3                                       | 15                        | 10                  |
| July                  | 2011 | 41                       | 8                            | 4                                   | 0                                    | 3                         | 7               | 4                                       | 21                        | 10                  |
| August                | 2011 | 38                       | 6                            | 6                                   | 0                                    | 3                         | 7               | 4                                       | 22                        | 13                  |
| September             | 2011 | 37                       | 5                            | 7                                   | 0                                    | 1                         | 7               | 4                                       | 23                        | 15                  |
| October               | 2011 | 35                       | 5                            | 10                                  | 0                                    | 1                         | 5               | 5                                       | 22                        | 16                  |
| November              | 2011 | 40                       | 6                            | 10                                  | 0                                    | 1                         | 3               | 5                                       | 20                        | 15                  |
| December              | 2011 | 43                       | 6                            | 11                                  | 0                                    | 2                         | 4               | 5                                       | 21                        | 13                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2012 | 49                       | 6                            | 9                                   | 0                                    | 2                         | 7               | 4                                       | 16                        | 13                  |
| February              | 2012 | 43                       | 6                            | 7                                   | 0                                    | 4                         | 10              | 5                                       | 17                        | 13                  |
| March                 | 2012 | 40                       | 7                            | 7                                   | 0                                    | 4                         | 9               | 6                                       | 16                        | 17                  |
| April                 | 2012 | 35                       | 10                           | 5                                   | 0                                    | 3                         | 9               | 6                                       | 20                        | 19                  |
| May                   | 2012 | 38                       | 10                           | 8                                   | 0                                    | 2                         | 8               | 5                                       | 17                        | 18                  |
| June                  | 2012 | 36                       | 8                            | 7                                   | 0                                    | 3                         | 9               | 6                                       | 17                        | 18                  |
| July                  | 2012 | 37                       | 6                            | 9                                   | 0                                    | 3                         | 8               | 8                                       | 15                        | 15                  |
| August                | 2012 | 39                       | 5                            | 8                                   | 0                                    | 3                         | 7               | 7                                       | 18                        | 15                  |
| September             | 2012 | 41                       | 8                            | 9                                   | 0                                    | 3                         | 5               | 4                                       | 17                        | 14                  |
| October               | 2012 | 39                       | 11                           | 8                                   | 1                                    | 3                         | 6               | 3                                       | 17                        | 14                  |
| November              | 2012 | 38                       | 12                           | 7                                   | 1                                    | 4                         | 6               | 4                                       | 12                        | 14                  |
| December              | 2012 | 43                       | 11                           | 10                                  | 0                                    | 4                         | 6               | 6                                       | 12                        | 12                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2013 | 44                       | 8                            | 9                                   | 0                                    | 4                         | 6               | 6                                       | 12                        | 13                  |
| February              | 2013 | 41                       | 9                            | 9                                   | 0                                    | 4                         | 6               | 5                                       | 14                        | 11                  |
| March                 | 2013 | 35                       | 11                           | 5                                   | 0                                    | 6                         | 8               | 3                                       | 15                        | 11                  |
| April                 | 2013 | 33                       | 13                           | 7                                   | 0                                    | 7                         | 7               | 3                                       | 14                        | 10                  |
| May                   | 2013 | 36                       | 12                           | 7                                   | 0                                    | 6                         | 8               | 4                                       | 12                        | 11                  |
| June                  | 2013 | 35                       | 13                           | 10                                  | 0                                    | 7                         | 7               | 3                                       | 11                        | 11                  |
| July                  | 2013 | 36                       | 14                           | 9                                   | 0                                    | 9                         | 6               | 3                                       | 9                         | 10                  |
| August                | 2013 | 30                       | 14                           | 9                                   | 1                                    | 10                        | 9               | 3                                       | 8                         | 8                   |
| September             | 2013 | 30                       | 13                           | 9                                   | 1                                    | 9                         | 9               | 3                                       | 7                         | 7                   |
| October               | 2013 | 27                       | 11                           | 10                                  | 1                                    | 8                         | 8               | 3                                       | 10                        | 10                  |
| November              | 2013 | 32                       | 9                            | 10                                  | 0                                    | 8                         | 5               | 3                                       | 10                        | 12                  |
| December              | 2013 | 34                       | 9                            | 10                                  | 0                                    | 8                         | 5               | 4                                       | 10                        | 12                  |
|                       |      |                          |                              |                                     |                                      |                           |                 |   |                           |                     |
| January               | 2014 | 34                       | 10                           | 8                                   | 0                                    | 10                        | 4               | 5                                       | 8                         | 10                  |
| February              | 2014 | 36                       | 12                           | 9                                   | 0                                    | 9                         | 5               | 4                                       | 7                         | 10                  |
| March                 | 2014 | 35                       | 11                           | 9                                   | 0                                    | 9                         | 5               | 4                                       | 8                         | 10                  |
| April                 | 2014 | 33                       | 10                           | 9                                   | 0                                    | 8                         | 7               | 2                                       | 9                         | 9                   |
| May                   | 2014 | 28                       | 10                           | 8                                   | 1                                    | 11                        | 8               | 3                                       | 10                        | 8                   |
| June                  | 2014 | 27                       | 10                           | 6                                   | 1                                    | 11                        | 9               | 3                                       | 11                        | 9                   |
| July                  | 2014 | 31                       | 9                            | 7                                   | 1                                    | 13                        | 7               | 5                                       | 11                        | 10                  |

TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| August                | 2014 | 33                       | 11                           | 9                                   | 1                                    | 10                        | 7               | 6                                       | 9                         | 10                  |
| September             | 2014 | 36                       | 11                           | 10                                  | 0                                    | 10                        | 7               | 4                                       | 7                         | 12                  |
| October               | 2014 | 38                       | 9                            | 11                                  | 0                                    | 7                         | 8               | 4                                       | 7                         | 10                  |
| November              | 2014 | 39                       | 8                            | 10                                  | 0                                    | 8                         | 9               | 2                                       | 7                         | 10                  |
| December              | 2014 | 43                       | 7                            | 12                                  | 0                                    | 10                        | 8               | 2                                       | 8                         | 7                   |
| January               | 2015 | 43                       | 9                            | 12                                  | 1                                    | 13                        | 8               | 2                                       | 6                         | 6                   |
| February              | 2015 | 45                       | 10                           | 13                                  | 1                                    | 16                        | 6               | 2                                       | 7                         | 5                   |
| March                 | 2015 | 37                       | 12                           | 13                                  | 1                                    | 19                        | 5               | 3                                       | 6                         | 7                   |
| April                 | 2015 | 34                       | 13                           | 14                                  | 1                                    | 18                        | 5               | 2                                       | 7                         | 7                   |
| May                   | 2015 | 32                       | 12                           | 12                                  | 1                                    | 16                        | 7               | 3                                       | 7                         | 8                   |
| June                  | 2015 | 32                       | 10                           | 11                                  | 1                                    | 14                        | 8               | 2                                       | 8                         | 8                   |
| July                  | 2015 | 30                       | 11                           | 8                                   | 1                                    | 15                        | 8               | 3                                       | 7                         | 10                  |
| August                | 2015 | 30                       | 12                           | 9                                   | 1                                    | 17                        | 7               | 2                                       | 7                         | 8                   |
| September             | 2015 | 28                       | 12                           | 8                                   | 2                                    | 17                        | 7               | 2                                       | 7                         | 6                   |
| October               | 2015 | 31                       | 12                           | 10                                  | 2                                    | 16                        | 7               | 3                                       | 6                         | 4                   |
| November              | 2015 | 36                       | 11                           | 12                                  | 3                                    | 15                        | 7               | 2                                       | 4                         | 4                   |
| December              | 2015 | 43                       | 11                           | 14                                  | 3                                    | 15                        | 5               | 2                                       | 3                         | 5                   |
| January               | 2016 | 45                       | 9                            | 14                                  | 2                                    | 15                        | 4               | 2                                       | 5                         | 5                   |
| February              | 2016 | 40                       | 8                            | 15                                  | 1                                    | 16                        | 6               | 2                                       | 5                         | 5                   |
| March                 | 2016 | 33                       | 9                            | 16                                  | 1                                    | 14                        | 7               | 3                                       | 5                         | 4                   |
| April                 | 2016 | 31                       | 10                           | 16                                  | 1                                    | 15                        | 7               | 3                                       | 5                         | 4                   |
| May                   | 2016 | 33                       | 10                           | 16                                  | 1                                    | 13                        | 6               | 3                                       | 6                         | 4                   |
| June                  | 2016 | 37                       | 12                           | 14                                  | 1                                    | 13                        | 6               | 2                                       | 5                         | 5                   |
| July                  | 2016 | 40                       | 13                           | 13                                  | 1                                    | 13                        | 6               | 1                                       | 5                         | 5                   |
| August                | 2016 | 38                       | 13                           | 12                                  | 1                                    | 12                        | 6               | 2                                       | 4                         | 6                   |
| September             | 2016 | 36                       | 13                           | 13                                  | 0                                    | 11                        | 5               | 2                                       | 3                         | 6                   |
| October               | 2016 | 34                       | 11                           | 15                                  | 1                                    | 9                         | 7               | 3                                       | 4                         | 5                   |
| November              | 2016 | 34                       | 13                           | 15                                  | 1                                    | 10                        | 7               | 4                                       | 4                         | 4                   |
| December              | 2016 | 35                       | 10                           | 15                                  | 1                                    | 12                        | 7               | 4                                       | 5                         | 5                   |
| January               | 2017 | 39                       | 11                           | 12                                  | 2                                    | 14                        | 6               | 3                                       | 4                         | 8                   |
| February              | 2017 | 40                       | 12                           | 10                                  | 2                                    | 14                        | 6               | 2                                       | 4                         | 8                   |
| March                 | 2017 | 37                       | 16                           | 9                                   | 2                                    | 16                        | 7               | 2                                       | 3                         | 8                   |
| April                 | 2017 | 34                       | 17                           | 8                                   | 2                                    | 15                        | 8               | 1                                       | 4                         | 5                   |
| May                   | 2017 | 35                       | 16                           | 7                                   | 2                                    | 17                        | 8               | 3                                       | 3                         | 6                   |
| June                  | 2017 | 36                       | 16                           | 6                                   | 2                                    | 16                        | 7               | 3                                       | 3                         | 6                   |
| July                  | 2017 | 37                       | 14                           | 8                                   | 2                                    | 14                        | 5               | 4                                       | 3                         | 6                   |
| August                | 2017 | 38                       | 12                           | 9                                   | 1                                    | 14                        | 6               | 2                                       | 3                         | 4                   |
| September             | 2017 | 38                       | 10                           | 11                                  | 1                                    | 13                        | 6               | 2                                       | 4                         | 5                   |
| October               | 2017 | 37                       | 10                           | 11                                  | 1                                    | 17                        | 6               | 2                                       | 5                         | 5                   |
| November              | 2017 | 39                       | 10                           | 13                                  | 1                                    | 17                        | 5               | 2                                       | 4                         | 6                   |
| December              | 2017 | 41                       | 10                           | 13                                  | 1                                    | 19                        | 3               | 2                                       | 2                         | 5                   |
| January               | 2018 | 40                       | 9                            | 10                                  | 1                                    | 18                        | 3               | 3                                       | 2                         | 6                   |
| February              | 2018 | 37                       | 12                           | 8                                   | 1                                    | 19                        | 2               | 3                                       | 2                         | 6                   |
| March                 | 2018 | 33                       | 16                           | 7                                   | 1                                    | 19                        | 3               | 2                                       | 2                         | 5                   |
| April                 | 2018 | 33                       | 20                           | 7                                   | 2                                    | 18                        | 5               | 2                                       | 2                         | 3                   |
| May                   | 2018 | 28                       | 19                           | 8                                   | 2                                    | 17                        | 9               | 3                                       | 2                         | 3                   |
| June                  | 2018 | 29                       | 16                           | 8                                   | 2                                    | 17                        | 11              | 3                                       | 5                         | 3                   |
| July                  | 2018 | 28                       | 14                           | 8                                   | 2                                    | 18                        | 10              | 4                                       | 4                         | 4                   |
| August                | 2018 | 29                       | 18                           | 7                                   | 2                                    | 16                        | 9               | 3                                       | 6                         | 3                   |

TABLE 36

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

|                       |      | GOOD TIME TO BUY         |                              |                                     |                                      |                           | BAD TIME TO BUY |   |                           |                     |
|-----------------------|------|--------------------------|------------------------------|-------------------------------------|--------------------------------------|---------------------------|-----------------|---|---------------------------|---------------------|
|                       |      | Prices Low;<br>Good Buys | Prices<br>Won't Come<br>Down | Interest<br>Rate Low<br>Credit Easy | Borrow in<br>Advance<br>Rising Rates | Times Good;<br>Prosperity | Prices<br>High  | Interest<br>Rates High;<br>Credit Tight | Can't<br>Afford<br>To Buy | Uncertain<br>Future |
| <u>Date of Survey</u> |      | <u>Available</u>         | <u>Down</u>                  | <u>Credit Easy</u>                  | <u>Rising Rates</u>                  | <u>Prosperity</u>         | <u>High</u>     | <u>Credit Tight</u>                     | <u>To Buy</u>             | <u>Future</u>       |
| September             | 2018 | 30                       | 19                           | 7                                   | 2                                    | 18                        | 8               | 3                                       | 4                         | 2                   |
| October               | 2018 | 31                       | 21                           | 5                                   | 1                                    | 19                        | 8               | 2                                       | 4                         | 3                   |
| November              | 2018 | 35                       | 19                           | 5                                   | 1                                    | 19                        | 7               | 2                                       | 3                         | 3                   |
| December              | 2018 | 38                       | 17                           | 3                                   | 1                                    | 16                        | 8               | 2                                       | 3                         | 4                   |
| January               | 2019 | 38                       | 15                           | 4                                   | 2                                    | 14                        | 10              | 2                                       | 3                         | 5                   |
| February              | 2019 | 36                       | 15                           | 4                                   | 2                                    | 15                        | 10              | 3                                       | 4                         | 5                   |
| March                 | 2019 | 34                       | 15                           | 6                                   | 1                                    | 16                        | 10              | 3                                       | 4                         | 6                   |
| April                 | 2019 | 33                       | 12                           | 7                                   | 1                                    | 18                        | 11              | 2                                       | 3                         | 4                   |
| May                   | 2019 | 31                       | 12                           | 7                                   | 1                                    | 19                        | 12              | 1                                       | 4                         | 5                   |
| June                  | 2019 | 28                       | 14                           | 7                                   | 0                                    | 19                        | 11              | 1                                       | 4                         | 5                   |
| July                  | 2019 | 30                       | 16                           | 8                                   | 0                                    | 18                        | 10              | 1                                       | 3                         | 5                   |
| August                | 2019 | 31                       | 15                           | 8                                   | 1                                    | 18                        | 11              | 1                                       | 2                         | 4                   |
| September             | 2019 | 32                       | 13                           | 8                                   | 1                                    | 17                        | 14              | 2                                       | 3                         | 4                   |
| October               | 2019 | 30                       | 15                           | 7                                   | 0                                    | 18                        | 15              | 3                                       | 2                         | 4                   |
| November              | 2019 | 31                       | 13                           | 8                                   | 0                                    | 17                        | 14              | 3                                       | 2                         | 4                   |
| December              | 2019 | 39                       | 12                           | 8                                   | 0                                    | 16                        | 12              | 2                                       | 2                         | 4                   |
| January               | 2020 | 40                       | 9                            | 8                                   | 0                                    | 16                        | 12              | 3                                       | 2                         | 4                   |
| February              | 2020 | 38                       | 11                           | 9                                   | 0                                    | 18                        | 10              | 2                                       | 2                         | 5                   |
| March                 | 2020 | 31                       | 10                           | 9                                   | 0                                    | 18                        | 10              | 3                                       | 4                         | 8                   |
| April                 | 2020 | 26                       | 8                            | 8                                   | 0                                    | 12                        | 8               | 2                                       | 10                        | 17                  |
| May                   | 2020 | 29                       | 4                            | 6                                   | 0                                    | 8                         | 7               | 2                                       | 15                        | 26                  |
| June                  | 2020 | 33                       | 3                            | 5                                   | 0                                    | 5                         | 6               | 2                                       | 17                        | 28                  |
| July                  | 2020 | 36                       | 4                            | 5                                   | 0                                    | 5                         | 6               | 4                                       | 16                        | 29                  |
| August                | 2020 | 33                       | 4                            | 6                                   | 0                                    | 5                         | 7               | 4                                       | 15                        | 27                  |
| September             | 2020 | 29                       | 3                            | 7                                   | 0                                    | 5                         | 9               | 4                                       | 14                        | 28                  |
| October               | 2020 | 25                       | 2                            | 7                                   | 0                                    | 7                         | 11              | 3                                       | 15                        | 24                  |
| November              | 2020 | 26                       | 4                            | 6                                   | 0                                    | 8                         | 10              | 4                                       | 14                        | 23                  |
| December              | 2020 | 27                       | 4                            | 6                                   | 0                                    | 8                         | 10              | 5                                       | 15                        | 21                  |
| January               | 2021 | 32                       | 4                            | 6                                   | 0                                    | 7                         | 8               | 5                                       | 14                        | 20                  |
| February              | 2021 | 29                       | 4                            | 7                                   | 0                                    | 7                         | 10              | 3                                       | 14                        | 21                  |
| March                 | 2021 | 26                       | 7                            | 7                                   | 0                                    | 8                         | 10              | 2                                       | 14                        | 20                  |
| April                 | 2021 | 22                       | 10                           | 6                                   | 0                                    | 13                        | 12              | 1                                       | 12                        | 14                  |
| May                   | 2021 | 20                       | 11                           | 4                                   | 0                                    | 15                        | 16              | 2                                       | 9                         | 12                  |
| June                  | 2021 | 19                       | 11                           | 5                                   | 0                                    | 16                        | 22              | 1                                       | 8                         | 10                  |
| July                  | 2021 | 20                       | 10                           | 6                                   | 0                                    | 14                        | 24              | 2                                       | 7                         | 11                  |
| August                | 2021 | 22                       | 10                           | 6                                   | 0                                    | 12                        | 26              | 1                                       | 8                         | 8                   |