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

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| March | 1978 | 46 | 20 | 33 | 100 | 113 | 551 |
| April | 1978 | 47 | 19 | 34 | 100 | 113 | 585 |
| May | 1978 | 49 | 16 | 34 | 100 | 115 | 562 |
| June | 1978 | 48 | 17 | 35 | 100 | 113 | 529 |
| July | 1978 | 51 | 14 | 35 | 100 | 116 | 515 |
| August | 1978 | 47 | 12 | 41 | 100 | 106 | 498 |
| September | 1978 | 47 | 10 | 42 | 100 | 105 | 499 |
| October | 1978 | 44 | 12 | 44 | 100 | 100 | 517 |
| November | 1978 | 46 | 13 | 41 | 100 | 105 | 555 |
| December | 1978 | 47 | 16 | 37 | 100 | 111 | 561 |
| January | 1979 | 50 | 15 | 35 | 100 | 116 | 574 |
| February | 1979 | 50 | 14 | 36 | 100 | 114 | 599 |
| March | 1979 | 50 | 12 | 38 | 100 | 112 | 612 |
| April | 1979 | 48 | 11 | 41 | 100 | 107 | 630 |
| May | 1979 | 45 | 13 | 42 | 100 | 103 | 588 |
| June | 1979 | 40 | 12 | 47 | 100 | 93 | 611 |
| July | 1979 | 35 | 13 | 52 | 100 | 83 | 624 |
| August | 1979 | 34 | 12 | 54 | 100 | 80 | 632 |
| September | 1979 | 37 | 12 | 51 | 100 | 86 | 640 |
| October | 1979 | 41 | 11 | 48 | 100 | 93 | 663 |
| November | 1979 | 40 | 10 | 50 | 100 | 90 | 682 |
| December | 1979 | 38 | 9 | 53 | 100 | 85 | 654 |
| January | 1980 | 38 | 9 | 53 | 100 | 85 | 567 |
| February | 1980 | 43 | 8 | 49 | 100 | 95 | 531 |
| March | 1980 | 49 | 8 | 43 | 100 | 106 | 522 |
| April | 1980 | 47 | 8 | 45 | 100 | 103 | 536 |
| May | 1980 | 42 | 7 | 52 | 100 | 90 | 467 |
| June | 1980 | 34 | 11 | 55 | 100 | 79 | 476 |
| July | 1980 | 35 | 12 | 53 | 100 | 82 | 439 |
| August | 1980 | 40 | 15 | 45 | 100 | 94 | 425 |
| September | 1980 | 40 | 13 | 47 | 100 | 93 | 402 |
| October | 1980 | 42 | 14 | 44 | 100 | 99 | 426 |
| November | 1980 | 42 | 14 | 44 | 100 | 97 | 421 |
| December | 1980 | 43 | 12 | 45 | 100 | 98 | 415 |
| January | 1981 | 40 | 12 | 48 | 100 | 93 | 388 |
| February | 1981 | 40 | 11 | 49 | 100 | 91 | 365 |
| March | 1981 | 41 | 12 | 48 | 100 | 93 | 355 |
| April | 1981 | 41 | 11 | 48 | 100 | 93 | 354 |
| May | 1981 | 44 | 10 | 46 | 100 | 98 | 362 |
| June | 1981 | 43 | 10 | 47 | 100 | 96 | 354 |
| July | 1981 | 43 | 9 | 48 | 100 | 95 | 372 |
| August | 1981 | 42 | 8 | 50 | 100 | 93 | 371 |
| September | 1981 | 40 | 8 | 51 | 100 | 89 | 387 |
| October | 1981 | 43 | 10 | 47 | 100 | 96 | 374 |
| November | 1981 | 43 | 11 | 46 | 100 | 97 | 381 |
| December | 1981 | 43 | 11 | 45 | 100 | 98 | 384 |
| January | 1982 | 44 | 11 | 45 | 100 | 100 | 409 |
| February | 1982 | 41 | 11 | 48 | 100 | 92 | 411 |
| March | 1982 | 45 | 11 | 44 | 100 | 101 | 427 |
| April | 1982 | 41 | 11 | 47 | 100 | 94 | 409 |
| May | 1982 | 44 | 12 | 43 | 100 | 101 | 414 |
| June | 1982 | 45 | 11 | 45 | 100 | 100 | 408 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| July | 1982 | 43 | 11 | 45 | 100 | 98 | 393 |
| August | 1982 | 41 | 9 | 50 | 100 | 91 | 400 |
| September | 1982 | 40 | 11 | 50 | 100 | 90 | 402 |
| October | 1982 | 45 | 9 | 46 | 100 | 99 | 401 |
| November | 1982 | 50 | 12 | 38 | 100 | 112 | 383 |
| December | 1982 | 56 | 9 | 34 | 100 | 122 | 364 |
| January | 1983 | 55 | 10 | 35 | 100 | 120 | 371 |
| February | 1983 | 57 | 8 | 35 | 100 | 122 | 381 |
| March | 1983 | 54 | 10 | 36 | 100 | 118 | 375 |
| April | 1983 | 62 | 8 | 30 | 100 | 131 | 368 |
| May | 1983 | 65 | 9 | 26 | 100 | 139 | 361 |
| June | 1983 | 68 | 9 | 23 | 100 | 144 | 375 |
| July | 1983 | 66 | 10 | 23 | 100 | 143 | 431 |
| August | 1983 | 64 | 10 | 26 | 100 | 137 | 438 |
| September | 1983 | 64 | 8 | 28 | 100 | 136 | 447 |
| October | 1983 | 59 | 6 | 34 | 100 | 125 | 400 |
| November | 1983 | 58 | 7 | 35 | 100 | 123 | 395 |
| December | 1983 | 56 | 8 | 35 | 100 | 121 | 369 |
| January | 1984 | 61 | 11 | 28 | 100 | 133 | 391 |
| February | 1984 | 61 | 12 | 27 | 100 | 135 | 399 |
| March | 1984 | 62 | 12 | 26 | 100 | 136 | 426 |
| April | 1984 | 60 | 14 | 26 | 100 | 133 | 404 |
| May | 1984 | 62 | 13 | 24 | 100 | 138 | 384 |
| June | 1984 | 62 | 12 | 25 | 100 | 137 | 351 |
| July | 1984 | 63 | 11 | 25 | 100 | 138 | 335 |
| August | 1984 | 60 | 11 | 29 | 100 | 131 | 321 |
| September | 1984 | 60 | 10 | 30 | 100 | 130 | 328 |
| October | 1984 | 61 | 7 | 32 | 100 | 129 | 340 |
| November | 1984 | 62 | 6 | 33 | 100 | 129 | 343 |
| December | 1984 | 64 | 7 | 29 | 100 | 135 | 339 |
| January | 1985 | 65 | 7 | 28 | 100 | 137 | 361 |
| February | 1985 | 64 | 8 | 28 | 100 | 136 | 395 |
| March | 1985 | 67 | 7 | 27 | 100 | 140 | 417 |
| April | 1985 | 66 | 7 | 26 | 100 | 140 | 429 |
| May | 1985 | 70 | 6 | 24 | 100 | 146 | 427 |
| June | 1985 | 70 | 6 | 24 | 100 | 146 | 412 |
| July | 1985 | 71 | 7 | 22 | 100 | 148 | 406 |
| August | 1985 | 70 | 9 | 21 | 100 | 149 | 412 |
| September | 1985 | 71 | 10 | 20 | 100 | 151 | 440 |
| October | 1985 | 72 | 9 | 20 | 100 | 152 | 457 |
| November | 1985 | 72 | 8 | 20 | 100 | 152 | 464 |
| December | 1985 | 67 | 8 | 26 | 100 | 141 | 440 |
| January | 1986 | 62 | 11 | 27 | 100 | 136 | 411 |
| February | 1986 | 65 | 10 | 25 | 100 | 140 | 385 |
| March | 1986 | 69 | 10 | 21 | 100 | 148 | 405 |
| April | 1986 | 77 | 5 | 18 | 100 | 159 | 422 |
| May | 1986 | 80 | 5 | 15 | 100 | 165 | 426 |
| June | 1986 | 81 | 5 | 14 | 100 | 167 | 417 |
| July | 1986 | 76 | 6 | 18 | 100 | 159 | 405 |
| August | 1986 | 74 | 8 | 19 | 100 | 155 | 420 |
| September | 1986 | 76 | 6 | 18 | 100 | 158 | 423 |
| October | 1986 | 77 | 7 | 16 | 100 | 160 | 414 |
| November | 1986 | 75 | 5 | 20 | 100 | 156 | 388 |
| December | 1986 | 70 | 6 | 25 | 100 | 145 | 397 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| January | 1987 | 64 | 7 | 29 | 100 | 135 | 418 |
| February | 1987 | 63 | 9 | 28 | 100 | 134 | 459 |
| March | 1987 | 62 | 10 | 27 | 100 | 135 | 470 |
| April | 1987 | 61 | 11 | 28 | 100 | 133 | 460 |
| May | 1987 | 62 | 10 | 28 | 100 | 134 | 439 |
| June | 1987 | 60 | 10 | 30 | 100 | 130 | 416 |
| July | 1987 | 63 | 10 | 27 | 100 | 136 | 410 |
| August | 1987 | 64 | 9 | 27 | 100 | 137 | 417 |
| September | 1987 | 65 | 11 | 24 | 100 | 142 | 423 |
| October | 1987 | 66 | 10 | 24 | 100 | 142 | 402 |
| November | 1987 | 61 | 12 | 27 | 100 | 133 | 370 |
| December | 1987 | 60 | 10 | 30 | 100 | 130 | 336 |
| January | 1988 | 59 | 13 | 28 | 100 | 131 | 319 |
| February | 1988 | 60 | 12 | 28 | 100 | 132 | 302 |
| March | 1988 | 60 | 13 | 27 | 100 | 132 | 289 |
| April | 1988 | 57 | 11 | 32 | 100 | 125 | 285 |
| May | 1988 | 57 | 11 | 32 | 100 | 125 | 282 |
| June | 1988 | 57 | 12 | 31 | 100 | 126 | 279 |
| July | 1988 | 60 | 12 | 28 | 100 | 132 | 268 |
| August | 1988 | 60 | 11 | 29 | 100 | 131 | 265 |
| September | 1988 | 62 | 12 | 26 | 100 | 136 | 257 |
| October | 1988 | 61 | 13 | 26 | 100 | 135 | 248 |
| November | 1988 | 64 | 12 | 24 | 100 | 139 | 238 |
| December | 1988 | 63 | 9 | 28 | 100 | 135 | 233 |
| January | 1989 | 66 | 9 | 26 | 100 | 140 | 246 |
| February | 1989 | 64 | 9 | 27 | 100 | 137 | 269 |
| March | 1989 | 60 | 11 | 29 | 100 | 131 | 289 |
| April | 1989 | 58 | 10 | 32 | 100 | 127 | 309 |
| May | 1989 | 60 | 10 | 30 | 100 | 130 | 295 |
| June | 1989 | 62 | 10 | 28 | 100 | 134 | 288 |
| July | 1989 | 62 | 10 | 28 | 100 | 134 | 284 |
| August | 1989 | 62 | 9 | 29 | 100 | 133 | 298 |
| September | 1989 | 60 | 11 | 29 | 100 | 131 | 292 |
| October | 1989 | 61 | 11 | 28 | 100 | 133 | 283 |
| November | 1989 | 58 | 12 | 29 | 100 | 129 | 262 |
| December | 1989 | 58 | 10 | 32 | 100 | 126 | 271 |
| January | 1990 | 60 | 10 | 30 | 100 | 130 | 282 |
| February | 1990 | 64 | 9 | 27 | 100 | 137 | 296 |
| March | 1990 | 67 | 8 | 25 | 100 | 142 | 290 |
| April | 1990 | 66 | 8 | 26 | 100 | 140 | 272 |
| May | 1990 | 64 | 9 | 27 | 100 | 137 | 254 |
| June | 1990 | 65 | 10 | 25 | 100 | 140 | 247 |
| July | 1990 | 64 | 12 | 24 | 100 | 140 | 259 |
| August | 1990 | 65 | 10 | 25 | 100 | 139 | 263 |
| September | 1990 | 62 | 9 | 29 | 100 | 133 | 275 |
| October | 1990 | 58 | 7 | 34 | 100 | 124 | 278 |
| November | 1990 | 56 | 9 | 35 | 100 | 121 | 285 |
| December | 1990 | 51 | 9 | 40 | 100 | 110 | 288 |
| January | 1991 | 50 | 7 | 43 | 100 | 107 | 306 |
| February | 1991 | 50 | 5 | 45 | 100 | 105 | 313 |
| March | 1991 | 55 | 5 | 40 | 100 | 115 | 314 |
| April | 1991 | 59 | 7 | 34 | 100 | 125 | 287 |
| May | 1991 | 61 | 7 | 32 | 100 | 128 | 289 |
| June | 1991 | 61 | 7 | 33 | 100 | 128 | 302 |
| July | 1991 | 61 | 6 | 33 | 100 | 128 | 316 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| August | 1991 | 65 | 6 | 29 | 100 | 136 | 322 |
| September | 1991 | 65 | 7 | 29 | 100 | 136 | 306 |
| October | 1991 | 62 | 6 | 31 | 100 | 131 | 294 |
| November | 1991 | 58 | 7 | 35 | 100 | 123 | 286 |
| December | 1991 | 56 | 7 | 37 | 100 | 120 | 298 |
| January | 1992 | 57 | 7 | 36 | 100 | 121 | 309 |
| February | 1992 | 55 | 8 | 37 | 100 | 119 | 315 |
| March | 1992 | 56 | 8 | 37 | 100 | 119 | 317 |
| April | 1992 | 57 | 7 | 36 | 100 | 121 | 317 |
| May | 1992 | 55 | 10 | 35 | 100 | 120 | 312 |
| June | 1992 | 59 | 11 | 31 | 100 | 128 | 314 |
| July | 1992 | 59 | 11 | 31 | 100 | 128 | 311 |
| August | 1992 | 60 | 9 | 31 | 100 | 128 | 322 |
| September | 1992 | 57 | 7 | 36 | 100 | 121 | 321 |
| October | 1992 | 54 | 7 | 39 | 100 | 115 | 328 |
| November | 1992 | 56 | 7 | 37 | 100 | 120 | 344 |
| December | 1992 | 58 | 8 | 34 | 100 | 124 | 359 |
| January | 1993 | 62 | 8 | 30 | 100 | 133 | 367 |
| February | 1993 | 64 | 7 | 29 | 100 | 135 | 360 |
| March | 1993 | 62 | 8 | 30 | 100 | 132 | 348 |
| April | 1993 | 62 | 9 | 29 | 100 | 133 | 328 |
| May | 1993 | 62 | 10 | 28 | 100 | 133 | 315 |
| June | 1993 | 63 | 10 | 27 | 100 | 136 | 318 |
| July | 1993 | 63 | 10 | 27 | 100 | 136 | 321 |
| August | 1993 | 62 | 11 | 28 | 100 | 134 | 319 |
| September | 1993 | 64 | 11 | 25 | 100 | 139 | 313 |
| October | 1993 | 63 | 11 | 27 | 100 | 136 | 315 |
| November | 1993 | 64 | 8 | 28 | 100 | 135 | 320 |
| December | 1993 | 63 | 8 | 29 | 100 | 135 | 314 |
| January | 1994 | 67 | 9 | 25 | 100 | 142 | 319 |
| February | 1994 | 68 | 10 | 22 | 100 | 146 | 318 |
| March | 1994 | 71 | 8 | 20 | 100 | 151 | 318 |
| April | 1994 | 73 | 6 | 20 | 100 | 153 | 314 |
| May | 1994 | 72 | 7 | 21 | 100 | 151 | 301 |
| June | 1994 | 69 | 8 | 23 | 100 | 145 | 304 |
| July | 1994 | 65 | 7 | 28 | 100 | 137 | 322 |
| August | 1994 | 65 | 5 | 30 | 100 | 136 | 325 |
| September | 1994 | 63 | 6 | 31 | 100 | 132 | 323 |
| October | 1994 | 62 | 9 | 30 | 100 | 132 | 300 |
| November | 1994 | 59 | 13 | 28 | 100 | 131 | 311 |
| December | 1994 | 58 | 13 | 29 | 100 | 130 | 307 |
| January | 1995 | 63 | 9 | 28 | 100 | 135 | 315 |
| February | 1995 | 64 | 7 | 29 | 100 | 135 | 309 |
| March | 1995 | 66 | 6 | 28 | 100 | 137 | 315 |
| April | 1995 | 59 | 11 | 30 | 100 | 130 | 326 |
| May | 1995 | 59 | 11 | 30 | 100 | 129 | 333 |
| June | 1995 | 57 | 11 | 32 | 100 | 125 | 320 |
| July | 1995 | 63 | 7 | 30 | 100 | 133 | 316 |
| August | 1995 | 64 | 6 | 29 | 100 | 135 | 307 |
| September | 1995 | 65 | 7 | 28 | 100 | 137 | 328 |
| October | 1995 | 58 | 10 | 32 | 100 | 126 | 315 |
| November | 1995 | 55 | 14 | 31 | 100 | 124 | 321 |
| December | 1995 | 56 | 12 | 31 | 100 | 125 | 304 |
| January | 1996 | 59 | 10 | 31 | 100 | 128 | 305 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| February | 1996 | 58 | 9 | 33 | 100 | 126 | 298 |
| March | 1996 | 59 | 9 | 32 | 100 | 126 | 299 |
| April | 1996 | 59 | 10 | 30 | 100 | 129 | 297 |
| May | 1996 | 61 | 10 | 29 | 100 | 132 | 299 |
| June | 1996 | 61 | 12 | 27 | 100 | 134 | 295 |
| July | 1996 | 66 | 11 | 24 | 100 | 142 | 302 |
| August | 1996 | 68 | 11 | 21 | 100 | 147 | 291 |
| September | 1996 | 65 | 10 | 25 | 100 | 140 | 299 |
| October | 1996 | 62 | 10 | 28 | 100 | 134 | 299 |
| November | 1996 | 61 | 9 | 30 | 100 | 130 | 311 |
| December | 1996 | 63 | 9 | 27 | 100 | 136 | 308 |
| January | 1997 | 60 | 11 | 30 | 100 | 130 | 307 |
| February | 1997 | 58 | 10 | 33 | 100 | 125 | 311 |
| March | 1997 | 57 | 9 | 34 | 100 | 123 | 318 |
| April | 1997 | 60 | 8 | 32 | 100 | 129 | 313 |
| May | 1997 | 66 | 7 | 27 | 100 | 138 | 307 |
| June | 1997 | 69 | 5 | 26 | 100 | 143 | 294 |
| July | 1997 | 68 | 5 | 27 | 100 | 141 | 299 |
| August | 1997 | 66 | 8 | 26 | 100 | 140 | 282 |
| September | 1997 | 66 | 9 | 24 | 100 | 142 | 293 |
| October | 1997 | 70 | 10 | 20 | 100 | 150 | 289 |
| November | 1997 | 70 | 8 | 22 | 100 | 147 | 311 |
| December | 1997 | 65 | 11 | 24 | 100 | 141 | 311 |
| January | 1998 | 61 | 15 | 24 | 100 | 137 | 308 |
| February | 1998 | 62 | 18 | 20 | 100 | 141 | 289 |
| March | 1998 | 62 | 19 | 19 | 100 | 143 | 281 |
| April | 1998 | 65 | 17 | 18 | 100 | 147 | 288 |
| May | 1998 | 68 | 14 | 18 | 100 | 150 | 300 |
| June | 1998 | 71 | 12 | 17 | 100 | 154 | 323 |
| July | 1998 | 68 | 12 | 20 | 100 | 149 | 325 |
| August | 1998 | 67 | 15 | 18 | 100 | 149 | 333 |
| September | 1998 | 66 | 16 | 18 | 100 | 148 | 321 |
| October | 1998 | 69 | 15 | 16 | 100 | 153 | 311 |
| November | 1998 | 71 | 12 | 18 | 100 | 153 | 298 |
| December | 1998 | 73 | 11 | 16 | 100 | 157 | 297 |
| January | 1999 | 74 | 10 | 16 | 100 | 158 | 318 |
| February | 1999 | 72 | 14 | 14 | 100 | 158 | 326 |
| March | 1999 | 71 | 13 | 16 | 100 | 155 | 325 |
| April | 1999 | 66 | 16 | 18 | 100 | 148 | 316 |
| May | 1999 | 69 | 12 | 19 | 100 | 151 | 319 |
| June | 1999 | 72 | 11 | 17 | 100 | 155 | 307 |
| July | 1999 | 74 | 10 | 17 | 100 | 157 | 310 |
| August | 1999 | 71 | 10 | 19 | 100 | 151 | 302 |
| September | 1999 | 67 | 11 | 22 | 100 | 146 | 307 |
| October | 1999 | 69 | 11 | 21 | 100 | 148 | 311 |
| November | 1999 | 71 | 11 | 18 | 100 | 153 | 312 |
| December | 1999 | 72 | 13 | 15 | 100 | 157 | 302 |
| January | 2000 | 73 | 13 | 14 | 100 | 160 | 287 |
| February | 2000 | 70 | 15 | 15 | 100 | 155 | 279 |
| March | 2000 | 70 | 12 | 19 | 100 | 151 | 287 |
| April | 2000 | 66 | 12 | 22 | 100 | 145 | 290 |
| May | 2000 | 66 | 11 | 24 | 100 | 142 | 304 |
| June | 2000 | 64 | 12 | 24 | 100 | 139 | 296 |
| July | 2000 | 63 | 12 | 25 | 100 | 137 | 302 |
| August | 2000 | 65 | 10 | 25 | 100 | 141 | 293 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| September | 2000 | 66 | 9 | 24 | 100 | 142 | 308 |
| October | 2000 | 67 | 11 | 21 | 100 | 146 | 308 |
| November | 2000 | 66 | 12 | 22 | 100 | 144 | 314 |
| December | 2000 | 67 | 11 | 22 | 100 | 144 | 305 |
| January | 2001 | 68 | 10 | 22 | 100 | 146 | 297 |
| February | 2001 | 62 | 12 | 26 | 100 | 136 | 291 |
| March | 2001 | 61 | 13 | 26 | 100 | 134 | 294 |
| April | 2001 | 58 | 12 | 30 | 100 | 129 | 294 |
| May | 2001 | 59 | 13 | 28 | 100 | 131 | 303 |
| June | 2001 | 55 | 15 | 29 | 100 | 126 | 308 |
| July | 2001 | 58 | 16 | 26 | 100 | 132 | 307 |
| August | 2001 | 60 | 14 | 27 | 100 | 133 | 307 |
| September | 2001 | 63 | 11 | 26 | 100 | 136 | 302 |
| October | 2001 | 61 | 13 | 26 | 100 | 134 | 301 |
| November | 2001 | 67 | 12 | 21 | 100 | 146 | 303 |
| December | 2001 | 71 | 13 | 16 | 100 | 155 | 306 |
| January | 2002 | 76 | 11 | 12 | 100 | 164 | 306 |
| February | 2002 | 76 | 11 | 12 | 100 | 164 | 299 |
| March | 2002 | 72 | 13 | 14 | 100 | 158 | 315 |
| April | 2002 | 65 | 19 | 17 | 100 | 148 | 305 |
| May | 2002 | 63 | 20 | 17 | 100 | 145 | 306 |
| June | 2002 | 66 | 19 | 14 | 100 | 152 | 291 |
| July | 2002 | 70 | 14 | 16 | 100 | 155 | 305 |
| August | 2002 | 70 | 14 | 16 | 100 | 154 | 301 |
| September | 2002 | 69 | 12 | 18 | 100 | 151 | 306 |
| October | 2002 | 71 | 12 | 17 | 100 | 154 | 298 |
| November | 2002 | 71 | 13 | 16 | 100 | 154 | 295 |
| December | 2002 | 71 | 14 | 15 | 100 | 156 | 295 |
| January | 2003 | 71 | 14 | 16 | 100 | 155 | 304 |
| February | 2003 | 70 | 12 | 17 | 100 | 153 | 325 |
| March | 2003 | 69 | 10 | 21 | 100 | 148 | 324 |
| April | 2003 | 66 | 11 | 23 | 100 | 143 | 309 |
| May | 2003 | 68 | 8 | 23 | 100 | 145 | 280 |
| June | 2003 | 72 | 9 | 19 | 100 | 154 | 288 |
| July | 2003 | 74 | 8 | 18 | 100 | 156 | 304 |
| August | 2003 | 73 | 9 | 18 | 100 | 155 | 336 |
| September | 2003 | 71 | 7 | 22 | 100 | 149 | 312 |
| October | 2003 | 68 | 6 | 26 | 100 | 143 | 311 |
| November | 2003 | 69 | 6 | 24 | 100 | 145 | 286 |
| December | 2003 | 68 | 8 | 24 | 100 | 145 | 307 |
| January | 2004 | 71 | 8 | 21 | 100 | 150 | 308 |
| February | 2004 | 69 | 9 | 22 | 100 | 147 | 319 |
| March | 2004 | 70 | 8 | 22 | 100 | 148 | 306 |
| April | 2004 | 70 | 8 | 22 | 100 | 149 | 312 |
| May | 2004 | 69 | 8 | 23 | 100 | 146 | 286 |
| June | 2004 | 64 | 8 | 28 | 100 | 137 | 291 |
| July | 2004 | 61 | 9 | 30 | 100 | 130 | 318 |
| August | 2004 | 62 | 10 | 29 | 100 | 133 | 335 |
| September | 2004 | 64 | 10 | 27 | 100 | 137 | 337 |
| October | 2004 | 69 | 10 | 21 | 100 | 148 | 303 |
| November | 2004 | 67 | 12 | 22 | 100 | 145 | 303 |
| December | 2004 | 70 | 12 | 18 | 100 | 152 | 305 |
| January | 2005 | 69 | 11 | 20 | 100 | 150 | 322 |
| February | 2005 | 73 | 9 | 18 | 100 | 155 | 333 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| March | 2005 | 66 | 14 | 19 | 100 | 147 | 332 |
| April | 2005 | 59 | 15 | 26 | 100 | 134 | 321 |
| May | 2005 | 57 | 15 | 28 | 100 | 129 | 313 |
| June | 2005 | 60 | 11 | 30 | 100 | 130 | 313 |
| July | 2005 | 67 | 7 | 26 | 100 | 141 | 301 |
| August | 2005 | 69 | 6 | 25 | 100 | 144 | 306 |
| September | 2005 | 63 | 7 | 30 | 100 | 133 | 301 |
| October | 2005 | 54 | 8 | 37 | 100 | 117 | 306 |
| November | 2005 | 48 | 10 | 42 | 100 | 105 | 301 |
| December | 2005 | 54 | 10 | 36 | 100 | 118 | 307 |
| January | 2006 | 58 | 11 | 31 | 100 | 127 | 310 |
| February | 2006 | 64 | 9 | 27 | 100 | 137 | 308 |
| March | 2006 | 65 | 8 | 28 | 100 | 137 | 301 |
| April | 2006 | 62 | 7 | 31 | 100 | 131 | 298 |
| May | 2006 | 59 | 6 | 35 | 100 | 124 | 298 |
| June | 2006 | 60 | 8 | 33 | 100 | 127 | 299 |
| July | 2006 | 60 | 11 | 29 | 100 | 131 | 298 |
| August | 2006 | 61 | 10 | 30 | 100 | 131 | 285 |
| September | 2006 | 57 | 8 | 35 | 100 | 122 | 293 |
| October | 2006 | 62 | 5 | 32 | 100 | 130 | 297 |
| November | 2006 | 66 | 8 | 27 | 100 | 139 | 301 |
| December | 2006 | 66 | 11 | 23 | 100 | 143 | 286 |
| January | 2007 | 63 | 11 | 25 | 100 | 138 | 274 |
| February | 2007 | 61 | 11 | 27 | 100 | 134 | 264 |
| March | 2007 | 62 | 8 | 30 | 100 | 132 | 281 |
| April | 2007 | 62 | 7 | 30 | 100 | 132 | 291 |
| May | 2007 | 61 | 7 | 32 | 100 | 128 | 302 |
| June | 2007 | 56 | 7 | 37 | 100 | 118 | 286 |
| July | 2007 | 54 | 7 | 39 | 100 | 116 | 273 |
| August | 2007 | 56 | 7 | 37 | 100 | 119 | 288 |
| September | 2007 | 59 | 7 | 33 | 100 | 126 | 299 |
| October | 2007 | 62 | 7 | 31 | 100 | 131 | 312 |
| November | 2007 | 59 | 8 | 33 | 100 | 126 | 294 |
| December | 2007 | 58 | 9 | 33 | 100 | 124 | 277 |
| January | 2008 | 53 | 10 | 37 | 100 | 115 | 265 |
| February | 2008 | 55 | 9 | 35 | 100 | 120 | 290 |
| March | 2008 | 52 | 10 | 38 | 100 | 114 | 309 |
| April | 2008 | 51 | 9 | 40 | 100 | 110 | 323 |
| May | 2008 | 44 | 8 | 49 | 100 | 95 | 313 |
| June | 2008 | 44 | 6 | 50 | 100 | 94 | 310 |
| July | 2008 | 44 | 3 | 53 | 100 | 91 | 298 |
| August | 2008 | 46 | 5 | 50 | 100 | 96 | 309 |
| September | 2008 | 48 | 5 | 47 | 100 | 101 | 307 |
| October | 2008 | 49 | 6 | 46 | 100 | 103 | 322 |
| November | 2008 | 51 | 4 | 44 | 100 | 107 | 320 |
| December | 2008 | 54 | 5 | 42 | 100 | 112 | 323 |
| January | 2009 | 57 | 5 | 38 | 100 | 119 | 318 |
| February | 2009 | 60 | 4 | 36 | 100 | 124 | 314 |
| March | 2009 | 59 | 4 | 38 | 100 | 121 | 309 |
| April | 2009 | 56 | 4 | 39 | 100 | 117 | 308 |
| May | 2009 | 59 | 5 | 35 | 100 | 124 | 302 |
| June | 2009 | 60 | 6 | 33 | 100 | 127 | 296 |
| July | 2009 | 65 | 5 | 30 | 100 | 135 | 290 |
| August | 2009 | 62 | 6 | 32 | 100 | 130 | 293 |
| September | 2009 | 62 | 4 | 34 | 100 | 128 | 303 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| October | 2009 | 59 | 4 | 37 | 100 | 122 | 310 |
| November | 2009 | 59 | 6 | 35 | 100 | 124 | 296 |
| December | 2009 | 58 | 8 | 34 | 100 | 124 | 278 |
| January | 2010 | 59 | 8 | 33 | 100 | 126 | 275 |
| February | 2010 | 58 | 6 | 36 | 100 | 122 | 295 |
| March | 2010 | 58 | 4 | 38 | 100 | 120 | 308 |
| April | 2010 | 62 | 3 | 35 | 100 | 127 | 322 |
| May | 2010 | 64 | 3 | 33 | 100 | 131 | 302 |
| June | 2010 | 69 | 2 | 30 | 100 | 139 | 293 |
| July | 2010 | 67 | 3 | 30 | 100 | 137 | 281 |
| August | 2010 | 65 | 5 | 30 | 100 | 135 | 293 |
| September | 2010 | 59 | 8 | 34 | 100 | 125 | 315 |
| October | 2010 | 54 | 7 | 38 | 100 | 116 | 324 |
| November | 2010 | 57 | 6 | 37 | 100 | 120 | 328 |
| December | 2010 | 62 | 5 | 34 | 100 | 128 | 305 |
| January | 2011 | 66 | 4 | 29 | 100 | 137 | 301 |
| February | 2011 | 62 | 4 | 34 | 100 | 127 | 303 |
| March | 2011 | 57 | 5 | 38 | 100 | 118 | 332 |
| April | 2011 | 53 | 6 | 41 | 100 | 112 | 332 |
| May | 2011 | 55 | 8 | 37 | 100 | 118 | 328 |
| June | 2011 | 60 | 6 | 35 | 100 | 125 | 311 |
| July | 2011 | 60 | 4 | 36 | 100 | 124 | 306 |
| August | 2011 | 56 | 3 | 41 | 100 | 116 | 325 |
| September | 2011 | 53 | 4 | 43 | 100 | 110 | 345 |
| October | 2011 | 54 | 4 | 43 | 100 | 111 | 334 |
| November | 2011 | 59 | 4 | 37 | 100 | 122 | 309 |
| December | 2011 | 61 | 5 | 35 | 100 | 126 | 293 |
| January | 2012 | 57 | 7 | 37 | 100 | 120 | 315 |
| February | 2012 | 54 | 7 | 39 | 100 | 116 | 339 |
| March | 2012 | 52 | 6 | 42 | 100 | 110 | 341 |
| April | 2012 | 56 | 5 | 38 | 100 | 118 | 321 |
| May | 2012 | 60 | 5 | 35 | 100 | 125 | 293 |
| June | 2012 | 62 | 6 | 33 | 100 | 129 | 292 |
| July | 2012 | 61 | 5 | 33 | 100 | 128 | 308 |
| August | 2012 | 61 | 4 | 36 | 100 | 125 | 316 |
| September | 2012 | 63 | 5 | 32 | 100 | 131 | 319 |
| October | 2012 | 64 | 5 | 31 | 100 | 133 | 314 |
| November | 2012 | 60 | 10 | 30 | 100 | 130 | 310 |
| December | 2012 | 59 | 9 | 31 | 100 | 128 | 316 |
| January | 2013 | 59 | 9 | 32 | 100 | 127 | 321 |
| February | 2013 | 61 | 8 | 32 | 100 | 129 | 334 |
| March | 2013 | 60 | 7 | 33 | 100 | 127 | 327 |
| April | 2013 | 61 | 8 | 31 | 100 | 130 | 311 |
| May | 2013 | 61 | 8 | 32 | 100 | 129 | 313 |
| June | 2013 | 63 | 8 | 29 | 100 | 134 | 313 |
| July | 2013 | 65 | 6 | 29 | 100 | 136 | 307 |
| August | 2013 | 64 | 7 | 29 | 100 | 135 | 300 |
| September | 2013 | 62 | 7 | 31 | 100 | 131 | 303 |
| October | 2013 | 60 | 9 | 31 | 100 | 130 | 322 |
| November | 2013 | 59 | 8 | 33 | 100 | 126 | 328 |
| December | 2013 | 60 | 7 | 33 | 100 | 127 | 318 |
| January | 2014 | 62 | 5 | 33 | 100 | 130 | 313 |
| February | 2014 | 66 | 7 | 27 | 100 | 139 | 289 |
| March | 2014 | 67 | 7 | 26 | 100 | 141 | 299 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| April | 2014 | 63 | 7 | 29 | 100 | 134 | 295 |
| May | 2014 | 63 | 4 | 32 | 100 | 131 | 321 |
| June | 2014 | 63 | 4 | 34 | 100 | 129 | 324 |
| July | 2014 | 64 | 4 | 32 | 100 | 132 | 333 |
| August | 2014 | 65 | 5 | 31 | 100 | 134 | 326 |
| September | 2014 | 64 | 7 | 29 | 100 | 135 | 320 |
| October | 2014 | 66 | 7 | 27 | 100 | 139 | 307 |
| November | 2014 | 66 | 7 | 28 | 100 | 138 | 315 |
| December | 2014 | 65 | 5 | 30 | 100 | 134 | 307 |
| January | 2015 | 67 | 5 | 28 | 100 | 138 | 334 |
| February | 2015 | 68 | 4 | 27 | 100 | 141 | 326 |
| March | 2015 | 68 | 6 | 26 | 100 | 142 | 315 |
| April | 2015 | 67 | 5 | 27 | 100 | 140 | 314 |
| May | 2015 | 65 | 7 | 28 | 100 | 136 | 316 |
| June | 2015 | 66 | 7 | 27 | 100 | 140 | 336 |
| July | 2015 | 66 | 7 | 27 | 100 | 139 | 325 |
| August | 2015 | 68 | 6 | 26 | 100 | 142 | 351 |
| September | 2015 | 66 | 6 | 28 | 100 | 139 | 360 |
| October | 2015 | 65 | 6 | 29 | 100 | 135 | 380 |
| November | 2015 | 67 | 7 | 26 | 100 | 141 | 359 |
| December | 2015 | 69 | 6 | 24 | 100 | 145 | 349 |
| January | 2016 | 72 | 7 | 21 | 100 | 151 | 313 |
| February | 2016 | 71 | 6 | 23 | 100 | 148 | 329 |
| March | 2016 | 69 | 6 | 25 | 100 | 144 | 365 |
| April | 2016 | 67 | 5 | 27 | 100 | 140 | 411 |
| May | 2016 | 64 | 6 | 29 | 100 | 135 | 412 |
| June | 2016 | 68 | 6 | 26 | 100 | 142 | 380 |
| July | 2016 | 70 | 6 | 24 | 100 | 146 | 353 |
| August | 2016 | 71 | 7 | 22 | 100 | 149 | 340 |
| September | 2016 | 68 | 7 | 25 | 100 | 143 | 360 |
| October | 2016 | 66 | 7 | 27 | 100 | 138 | 389 |
| November | 2016 | 65 | 6 | 29 | 100 | 136 | 421 |
| December | 2016 | 65 | 7 | 28 | 100 | 137 | 427 |
| January | 2017 | 67 | 7 | 26 | 100 | 141 | 430 |
| February | 2017 | 67 | 8 | 25 | 100 | 142 | 435 |
| March | 2017 | 68 | 7 | 26 | 100 | 142 | 450 |
| April | 2017 | 70 | 6 | 24 | 100 | 145 | 445 |
| May | 2017 | 69 | 5 | 26 | 100 | 144 | 435 |
| June | 2017 | 70 | 6 | 25 | 100 | 145 | 434 |
| July | 2017 | 64 | 7 | 28 | 100 | 136 | 456 |
| August | 2017 | 64 | 8 | 28 | 100 | 136 | 462 |
| September | 2017 | 62 | 7 | 31 | 100 | 131 | 464 |
| October | 2017 | 67 | 5 | 27 | 100 | 140 | 442 |
| November | 2017 | 66 | 7 | 27 | 100 | 139 | 429 |
| December | 2017 | 69 | 6 | 25 | 100 | 145 | 417 |
| January | 2018 | 64 | 8 | 28 | 100 | 136 | 418 |
| February | 2018 | 65 | 6 | 28 | 100 | 137 | 434 |
| March | 2018 | 64 | 6 | 30 | 100 | 134 | 436 |
| April | 2018 | 67 | 5 | 28 | 100 | 139 | 432 |
| May | 2018 | 64 | 6 | 30 | 100 | 134 | 422 |
| June | 2018 | 65 | 6 | 30 | 100 | 135 | 416 |
| July | 2018 | 63 | 6 | 32 | 100 | 131 | 409 |
| August | 2018 | 63 | 5 | 32 | 100 | 131 | 412 |
| September | 2018 | 63 | 5 | 32 | 100 | 132 | 422 |
| October | 2018 | 61 | 4 | 35 | 100 | 126 | 417 |

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

| Date of Survey | | Good Time | Uncertain | Bad Time | Total | Relative | Cases |
|---|---|---|---|---|---|---|---|
| November | 2018 | 61 | 5 | 34 | 100 | 126 | 420 |
| December | 2018 | 57 | 7 | 36 | 100 | 121 | 411 |
| January | 2019 | 55 | 9 | 36 | 100 | 118 | 417 |
| February | 2019 | 57 | 9 | 34 | 100 | 123 | 411 |
| March | 2019 | 57 | 9 | 33 | 100 | 124 | 424 |
| April | 2019 | 61 | 7 | 32 | 100 | 129 | 437 |
| May | 2019 | 59 | 8 | 33 | 100 | 126 | 450 |
| June | 2019 | 61 | 5 | 34 | 100 | 127 | 449 |
| July | 2019 | 61 | 5 | 33 | 100 | 128 | 449 |
| August | 2019 | 59 | 6 | 35 | 100 | 123 | 443 |
| September | 2019 | 57 | 6 | 37 | 100 | 119 | 427 |
| October | 2019 | 56 | 7 | 38 | 100 | 118 | 424 |
| November | 2019 | 59 | 4 | 37 | 100 | 121 | 445 |
| December | 2019 | 62 | 5 | 33 | 100 | 129 | 466 |
| January | 2020 | 60 | 6 | 34 | 100 | 126 | 463 |
| February | 2020 | 59 | 8 | 33 | 100 | 126 | 440 |
| March | 2020 | 56 | 7 | 37 | 100 | 119 | 437 |
| April | 2020 | 56 | 4 | 40 | 100 | 116 | 436 |
| May | 2020 | 57 | 5 | 38 | 100 | 119 | 450 |
| June | 2020 | 60 | 4 | 36 | 100 | 124 | 439 |
| July | 2020 | 62 | 4 | 34 | 100 | 128 | 431 |
| August | 2020 | 63 | 2 | 35 | 100 | 127 | 419 |
| September | 2020 | 60 | 3 | 37 | 100 | 123 | 419 |
| October | 2020 | 56 | 4 | 39 | 100 | 117 | 451 |
| November | 2020 | 52 | 7 | 42 | 100 | 110 | 455 |
| December | 2020 | 49 | 5 | 46 | 100 | 103 | 460 |
| January | 2021 | 51 | 5 | 44 | 100 | 107 | 448 |
| February | 2021 | 52 | 4 | 44 | 100 | 108 | 450 |
| March | 2021 | 53 | 5 | 42 | 100 | 111 | 442 |
| April | 2021 | 55 | 5 | 40 | 100 | 115 | 456 |
| May | 2021 | 51 | 6 | 43 | 100 | 109 | 464 |
| June | 2021 | 47 | 6 | 47 | 100 | 99 | 465 |
| July | 2021 | 40 | 7 | 54 | 100 | 86 | 437 |
| August | 2021 | 35 | 5 | 60 | 100 | 75 | 414 |
| September | 2021 | 32 | 5 | 63 | 100 | 70 | 432 |
| October | 2021 | 29 | 4 | 67 | 100 | 62 | 442 |
| November | 2021 | 28 | 4 | 68 | 100 | 60 | 451 |
| December | 2021 | 28 | 4 | 68 | 100 | 61 | 424 |
| January | 2022 | 29 | 4 | 67 | 100 | 62 | 410 |
| February | 2022 | 27 | 3 | 70 | 100 | 57 | 394 |
| March | 2022 | 24 | 3 | 73 | 100 | 51 | 415 |
| April | 2022 | 21 | 4 | 76 | 100 | 45 | 431 |
| May | 2022 | 21 | 3 | 75 | 100 | 46 | 430 |
| June | 2022 | 18 | 3 | 79 | 100 | 39 | 418 |
| July | 2022 | 20 | 2 | 78 | 100 | 42 | 407 |
| August | 2022 | 20 | 3 | 77 | 100 | 43 | 403 |
| September | 2022 | 23 | 3 | 75 | 100 | 48 | 401 |
| October | 2022 | 22 | 4 | 74 | 100 | 48 | 418 |