

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; Good Buys	Prices Won't Come	Interest Rate Low	Borrow in Advance	Times Good; Prosperity	Interest Rates High;	Can't 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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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

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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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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>
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

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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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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

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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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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

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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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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	
Date of Survey		Available	Down	Credit Easy	Rising Rates	Prosperity	High	Credit Tight	To Buy	Future
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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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; Good Buys	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain 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
September	2021	21	7	5	0	9	26	2	8	11
October	2021	20	7	4	0	7	29	2	7	10
November	2021	18	9	4	0	6	31	2	7	9
December	2021	19	11	3	0	5	36	2	7	6
January	2022	17	11	2	0	6	38	2	5	5
February	2022	16	11	3	1	7	40	2	5	5
March	2022	12	11	3	1	6	42	2	4	6