

REGION WEST

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.

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

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

Date of Survey	GOOD TIME TO BUY							BAD TIME TO BUY				
	Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate	
November 1981	23	20	0	0	1	0	17	24	7	3	0	
December 1981	25	21	0	0	0	0	20	24	7	4	0	
January 1982	25	20	1	0	1	0	19	26	6	4	0	
February 1982	30	22	1	0	1	0	16	23	7	4	0	
March 1982	33	21	1	0	2	0	15	24	5	4	0	
April 1982	33	17	2	0	2	0	16	27	8	5	0	
May 1982	36	14	2	0	1	0	16	29	10	6	0	
June 1982	36	14	2	0	0	0	14	28	15	7	0	
July 1982	38	16	2	0	0	0	16	25	14	6	0	
August 1982	35	18	2	0	0	0	16	22	13	7	0	
September 1982	31	18	2	0	0	0	18	22	11	7	0	
October 1982	30	16	3	0	1	0	17	17	11	10	0	
November 1982	33	12	3	0	1	0	14	17	12	11	0	
December 1982	37	11	6	1	1	0	13	13	9	12	0	
January 1983	39	10	8	1	1	0	15	12	11	10	0	
February 1983	41	14	11	1	1	0	18	9	10	8	0	
March 1983	39	13	9	0	2	0	17	11	11	8	0	
April 1983	41	14	12	0	2	0	17	11	8	6	0	
May 1983	42	14	12	1	3	0	14	11	8	6	0	
June 1983	44	18	14	2	3	0	15	7	6	5	0	
July 1983	42	18	12	3	3	0	14	7	5	5	0	
August 1983	38	17	11	3	2	0	16	6	6	3	0	
September 1983	34	18	10	3	3	0	15	8	7	3	0	
October 1983	33	18	9	2	4	0	15	8	7	4	0	
November 1983	37	18	7	2	4	1	17	8	4	3	0	
December 1983	42	16	5	3	4	1	17	5	4	2	0	
January 1984	47	19	5	3	6	1	14	5	2	1	0	
February 1984	46	19	6	3	7	0	10	5	3	2	0	
March 1984	40	20	7	3	9	0	10	5	3	3	0	
April 1984	34	18	6	4	8	0	11	5	3	3	0	
May 1984	32	21	6	5	8	0	11	4	2	3	0	
June 1984	34	19	6	5	6	0	11	4	2	1	0	
July 1984	37	22	6	5	6	0	9	7	2	1	0	
August 1984	35	19	6	3	7	0	9	7	2	3	0	
September 1984	36	23	7	2	7	0	7	9	2	2	0	
October 1984	32	21	9	1	7	0	8	6	2	4	0	
November 1984	33	20	10	2	6	0	9	6	3	3	0	
December 1984	34	16	11	2	8	0	12	6	3	3	0	
January 1985	40	14	11	2	7	0	13	5	4	2	0	
February 1985	44	15	10	2	7	0	12	4	6	2	0	
March 1985	43	18	10	3	5	1	8	4	6	3	0	
April 1985	41	21	9	3	6	1	8	5	4	2	0	
May 1985	38	24	7	3	6	0	8	4	4	3	0	
June 1985	36	24	11	4	8	0	9	2	5	2	0	
July 1985	35	22	13	4	9	0	10	3	6	2	0	
August 1985	35	20	18	3	9	0	11	4	4	0	0	

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(Three Month Moving Averages)

Date of Survey	GOOD TIME TO BUY						BAD TIME TO BUY				
	Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
September 1985	37	17	17	2	7	1	12	5	4	0	0
October 1985	39	17	16	2	6	1	10	3	4	0	0
November 1985	37	18	14	2	5	1	11	4	4	0	0
December 1985	40	17	11	1	4	0	11	4	4	1	0
January 1986	39	13	14	1	4	0	12	5	4	1	0
February 1986	41	15	16	2	5	0	11	4	4	1	0
March 1986	38	16	19	2	7	0	8	4	4	2	0
April 1986	39	17	21	1	8	1	8	4	3	1	0
May 1986	38	13	26	1	8	1	6	3	3	2	0
June 1986	40	12	32	1	8	1	7	4	4	1	0
July 1986	38	14	30	2	10	0	5	3	5	1	0
August 1986	38	14	27	2	10	0	6	4	5	1	0
September 1986	38	13	27	1	9	0	7	3	4	2	0
October 1986	37	13	27	1	7	0	7	3	3	2	0
November 1986	35	13	26	3	7	0	8	2	3	3	0
December 1986	30	14	19	3	6	0	8	2	4	3	0
January 1987	32	15	16	2	6	0	9	3	6	2	0
February 1987	33	15	14	1	4	1	10	3	5	1	0
March 1987	35	17	16	1	4	1	7	4	5	1	0
April 1987	31	17	18	2	5	1	7	4	3	2	0
May 1987	30	19	17	3	5	1	5	6	2	2	0
June 1987	32	20	15	4	5	0	6	5	3	1	0
July 1987	33	18	13	4	5	1	8	5	5	2	0
August 1987	35	16	15	3	5	1	11	4	5	1	0
September 1987	34	14	14	3	7	1	11	6	4	2	0
October 1987	31	17	14	5	6	1	9	6	2	3	0
November 1987	30	18	11	6	6	1	8	9	3	5	0
December 1987	29	21	9	4	4	1	9	9	4	5	0
January 1988	34	20	8	3	3	1	9	9	5	6	0
February 1988	35	20	6	3	3	1	7	7	6	6	0
March 1988	35	17	6	3	5	0	6	7	6	6	0
April 1988	33	16	9	2	7	0	6	7	6	4	0
May 1988	31	21	10	3	5	0	8	7	5	2	0
June 1988	28	22	11	4	5	0	9	5	4	2	0
July 1988	31	22	9	5	6	1	7	4	2	2	0
August 1988	34	19	9	5	7	1	5	3	2	4	0
September 1988	34	20	8	5	6	1	5	3	2	4	0
October 1988	33	19	7	5	6	0	6	4	3	4	0
November 1988	32	17	7	5	5	0	10	5	3	2	0
December 1988	33	18	6	5	6	0	11	5	4	2	0
January 1989	33	22	8	6	5	0	9	4	5	1	0
February 1989	34	24	5	5	8	0	8	5	6	2	0
March 1989	33	22	6	5	7	0	9	5	5	2	0
April 1989	32	20	6	5	8	1	10	7	5	2	0
May 1989	27	23	6	5	8	1	11	6	4	3	0
June 1989	30	25	6	4	8	1	8	6	4	2	0

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		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
Date of Survey												
July 1989		25	30	5	3	8	0	11	6	2	2	0
August 1989		28	26	7	2	4	0	11	6	3	2	0
September 1989		26	24	6	2	5	0	11	6	3	2	0
October 1989		32	18	5	2	4	0	9	4	4	2	0
November 1989		35	15	6	2	5	0	8	3	4	2	0
December 1989		36	13	5	3	5	0	11	3	6	2	0
January 1990		39	17	6	3	5	0	11	4	5	1	0
February 1990		36	17	4	3	6	0	10	4	5	2	0
March 1990		38	19	5	1	8	0	6	2	4	3	0
April 1990		32	19	4	1	8	0	5	3	4	3	0
May 1990		32	22	2	1	7	0	6	4	2	1	0
June 1990		32	25	2	2	6	0	7	5	3	0	0
July 1990		33	26	3	2	5	0	7	4	2	2	0
August 1990		34	27	5	1	5	0	7	3	4	4	0
September 1990		31	25	4	1	3	0	7	3	4	5	0
October 1990		29	20	3	0	2	0	11	4	6	8	0
November 1990		24	22	1	0	2	0	13	6	8	9	0
December 1990		28	19	2	1	3	0	10	6	10	15	0
January 1991		27	19	1	1	2	0	8	7	12	17	0
February 1991		32	11	2	1	2	1	7	6	14	18	0
March 1991		29	13	3	1	3	1	8	5	13	13	0
April 1991		31	15	6	1	4	1	9	6	13	8	0
May 1991		29	16	7	1	4	0	10	6	12	7	0
June 1991		32	15	8	0	3	0	11	7	15	8	0
July 1991		33	14	8	1	2	0	7	6	13	10	0
August 1991		35	12	8	1	4	0	6	6	11	10	0
September 1991		37	14	7	0	4	0	5	4	9	12	0
October 1991		38	13	8	1	3	0	8	4	10	13	0
November 1991		34	14	8	1	1	0	10	4	13	15	0
December 1991		32	14	9	1	2	0	12	5	12	16	0
January 1992		34	10	10	0	2	0	9	4	15	17	0
February 1992		38	8	12	0	3	0	9	6	16	18	0
March 1992		39	7	12	0	3	0	8	7	16	18	0
April 1992		35	8	13	0	3	0	10	6	14	19	0
May 1992		35	12	11	0	3	0	8	4	13	16	0
June 1992		35	13	16	0	3	0	7	3	11	13	0
July 1992		36	15	17	0	2	1	7	4	13	10	0
August 1992		36	13	18	0	2	1	7	5	11	15	0
September 1992		34	13	13	0	2	1	8	5	12	18	0
October 1992		30	12	10	0	2	0	9	5	15	21	0
November 1992		28	13	9	1	4	0	7	4	15	17	0
December 1992		29	11	11	1	4	0	7	4	14	16	0
January 1993		35	10	12	1	4	0	7	2	10	12	0
February 1993		35	8	14	0	5	0	8	3	9	12	0
March 1993		34	9	15	0	4	0	9	4	11	11	0
April 1993		33	12	17	1	5	0	8	3	9	11	0

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(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
May	1993	35	13	17	1	4	0	9	4	9	10	0
June	1993	38	12	16	1	4	0	8	2	9	12	0
July	1993	36	12	16	1	4	0	8	4	10	15	0
August	1993	36	10	16	0	4	0	9	3	11	17	0
September	1993	35	11	16	0	6	0	7	5	12	17	0
October	1993	38	10	20	0	6	0	6	4	13	13	0
November	1993	35	9	22	1	7	0	6	4	13	12	0
December	1993	37	9	21	1	5	0	6	2	11	9	0
January	1994	37	9	20	1	9	0	8	1	8	10	0
February	1994	39	10	21	1	8	0	6	2	9	6	0
March	1994	37	11	22	2	10	1	9	2	9	5	0
April	1994	33	12	21	3	8	1	8	2	9	3	0
May	1994	31	12	18	3	8	1	9	1	8	3	0
June	1994	33	11	16	2	6	0	8	2	7	3	0
July	1994	34	10	16	3	6	0	9	2	8	5	0
August	1994	35	10	17	3	5	0	7	3	9	4	0
September	1994	35	12	15	2	7	0	5	2	8	5	0
October	1994	37	13	14	2	7	0	4	2	7	4	0
November	1994	36	13	12	5	9	0	6	2	7	4	0
December	1994	37	12	14	5	7	0	9	3	8	3	0
January	1995	37	12	14	4	9	0	8	3	7	3	0
February	1995	39	14	13	2	11	0	7	2	5	2	0
March	1995	40	14	12	2	11	1	5	2	4	2	0
April	1995	42	13	9	1	8	0	7	3	5	2	0
May	1995	41	15	9	3	7	0	8	3	4	3	0
June	1995	34	16	9	2	8	0	10	4	6	6	0
July	1995	31	17	13	2	8	0	10	3	6	6	0
August	1995	34	15	15	1	8	0	9	3	9	6	0
September	1995	39	15	17	1	8	0	6	2	7	3	0
October	1995	41	14	12	0	8	0	6	2	7	3	0
November	1995	42	13	9	0	7	0	7	2	7	2	0
December	1995	45	11	6	0	5	1	9	3	8	2	0
January	1996	46	12	11	0	5	1	10	3	8	2	0
February	1996	45	12	12	0	7	1	8	4	9	3	0
March	1996	44	13	15	0	8	0	6	4	7	5	0
April	1996	42	12	14	1	9	1	4	4	7	5	0
May	1996	38	15	13	2	7	1	6	4	4	5	0
June	1996	36	13	11	2	9	0	6	3	5	4	0
July	1996	35	12	11	2	10	0	8	4	5	4	0
August	1996	39	9	13	1	9	1	7	2	6	2	0
September	1996	38	9	14	2	8	1	8	2	4	2	0
October	1996	40	12	13	2	6	0	6	2	5	3	0
November	1996	40	14	14	1	9	0	7	3	6	4	0
December	1996	47	12	13	0	10	0	7	2	5	4	0
January	1997	45	10	10	0	11	0	7	2	6	3	0
February	1997	48	8	8	0	10	0	6	3	8	3	0

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(Three Month Moving Averages)

		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
Date of Survey												
March 1997		40	8	9	1	14	0	5	4	9	2	0
April 1997		37	10	8	2	14	0	6	4	6	1	0
May 1997		31	12	10	3	15	0	5	3	3	1	0
June 1997		33	13	9	3	12	0	5	2	2	1	0
July 1997		33	13	12	1	11	0	5	2	2	1	0
August 1997		33	12	10	0	11	0	5	3	2	1	0
September 1997		32	11	12	0	12	0	5	2	2	1	0
October 1997		32	9	12	0	16	0	4	2	2	2	0
November 1997		32	9	12	1	16	0	4	1	1	2	0
December 1997		33	9	8	1	14	0	2	2	1	1	0
January 1998		41	7	9	0	9	0	4	2	1	1	0
February 1998		47	6	11	0	8	0	4	1	2	0	0
March 1998		43	6	13	0	9	0	5	0	4	0	0
April 1998		37	8	12	1	14	0	4	1	4	0	0
May 1998		31	9	9	1	15	1	4	2	3	0	0
June 1998		31	9	8	1	15	1	3	2	2	0	0
July 1998		31	8	9	0	15	1	3	2	1	0	0
August 1998		30	6	11	0	14	0	4	2	2	1	0
September 1998		29	8	12	0	13	0	5	2	1	2	0
October 1998		30	9	13	0	10	0	5	2	2	3	0
November 1998		34	10	15	0	10	0	6	2	2	3	0
December 1998		38	8	18	0	10	0	5	3	2	3	0
January 1999		38	9	19	0	11	1	4	2	2	2	0
February 1999		36	7	16	0	13	1	3	3	2	2	0
March 1999		34	7	14	0	15	1	2	2	2	2	0
April 1999		31	7	15	0	16	1	2	2	3	2	0
May 1999		32	8	19	0	19	0	1	1	3	1	0
June 1999		33	7	20	0	17	1	2	1	2	1	0
July 1999		34	7	17	0	15	1	2	1	1	1	0
August 1999		34	7	14	0	13	1	4	1	1	1	0
September 1999		32	7	11	2	15	0	3	2	2	1	0
October 1999		35	6	10	2	16	1	3	1	2	1	0
November 1999		37	7	10	2	16	2	2	1	2	1	0
December 1999		43	5	12	1	15	1	3	0	1	1	0
January 2000		45	5	12	1	12	0	2	0	1	1	0
February 2000		45	5	11	1	14	0	3	2	1	0	0
March 2000		38	9	10	1	15	1	3	3	1	1	0
April 2000		36	11	10	1	16	1	5	4	1	1	0
May 2000		35	12	8	2	18	0	4	3	1	2	0
June 2000		36	10	8	1	21	1	4	2	1	2	0
July 2000		34	8	8	1	23	2	5	3	1	2	0
August 2000		34	7	10	1	19	2	5	3	1	2	0
September 2000		34	7	9	1	19	1	5	3	0	2	0
October 2000		32	9	9	1	20	0	3	2	2	2	0
November 2000		29	11	10	1	22	0	3	1	2	2	0
December 2000		33	11	10	1	19	0	3	2	1	1	0

REGION WEST

TABLE 36

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
January	2001	36	10	9	1	14	0	3	1	2	2	0
February	2001	37	6	9	0	10	0	4	2	4	4	0
March	2001	30	8	9	0	8	0	3	3	7	7	0
April	2001	27	6	11	0	7	0	4	5	8	7	0
May	2001	26	7	11	0	7	0	4	4	6	7	0
June	2001	28	4	12	0	8	0	6	4	5	7	0
July	2001	30	7	12	0	6	0	7	3	5	7	1
August	2001	34	5	11	0	8	0	8	3	8	6	1
September	2001	35	5	10	0	8	0	7	3	7	10	1
October	2001	33	3	13	0	7	0	7	2	7	14	0
November	2001	29	3	19	0	4	0	6	2	6	17	0
December	2001	32	3	21	0	2	0	7	3	9	12	0
January	2002	34	4	20	0	2	0	5	4	10	12	0
February	2002	38	3	17	0	2	0	5	5	10	11	0
March	2002	38	2	17	0	3	0	5	5	8	13	0
April	2002	35	3	17	0	4	0	5	4	7	10	0
May	2002	34	4	17	0	5	0	4	3	8	9	0
June	2002	34	6	15	0	4	0	2	3	7	7	0
July	2002	33	4	17	0	4	0	2	3	6	7	0
August	2002	33	5	18	0	5	0	3	4	7	7	0
September	2002	29	4	22	0	5	0	5	4	9	9	0
October	2002	33	3	24	0	4	0	6	5	10	10	0
November	2002	31	2	22	0	3	0	7	4	8	12	0
December	2002	36	2	21	0	3	0	6	4	8	11	0
January	2003	35	4	18	0	4	0	5	2	8	11	0
February	2003	35	4	21	0	5	1	3	2	8	12	0
March	2003	29	4	22	0	4	1	2	3	9	15	0
April	2003	26	3	23	0	3	0	5	4	8	16	0
May	2003	25	2	23	0	4	0	4	5	8	14	0
June	2003	31	3	22	1	5	1	5	5	7	11	0
July	2003	35	3	23	1	5	1	3	4	7	9	0
August	2003	37	5	23	1	3	1	5	3	10	6	0
September	2003	34	3	25	1	4	0	6	1	11	5	0
October	2003	31	5	23	1	4	0	6	2	11	5	0
November	2003	32	6	23	0	5	1	5	2	10	5	0
December	2003	33	9	21	0	4	1	4	3	8	7	0
January	2004	37	9	21	0	6	1	3	3	6	5	0
February	2004	39	9	20	0	6	1	4	3	5	5	0
March	2004	39	7	20	0	6	0	4	2	6	5	0
April	2004	36	8	18	0	6	0	5	2	7	5	0
May	2004	31	8	24	1	7	0	6	2	6	6	0
June	2004	30	9	25	2	6	0	6	3	5	6	0
July	2004	29	9	30	2	6	0	5	4	5	6	0
August	2004	31	9	23	2	6	0	4	3	6	5	0
September	2004	32	9	26	1	7	0	5	4	6	3	0
October	2004	32	9	23	2	7	1	3	4	6	3	0
November	2004	31	9	24	2	7	1	4	7	6	4	0

REGION WEST

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

Date of Survey	GOOD TIME TO BUY						BAD TIME TO BUY				
	Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
December 2004	33	11	19	2	7	1	5	6	5	3	0
January 2005	36	11	20	2	7	0	6	6	4	4	0
February 2005	36	11	19	2	8	0	5	3	2	2	0
March 2005	35	13	19	1	9	0	5	4	3	3	0
April 2005	32	14	17	1	7	0	6	4	5	2	0
May 2005	31	17	14	2	8	0	6	5	6	2	0
June 2005	32	16	15	2	6	0	4	5	6	2	0
July 2005	35	15	16	2	8	0	3	4	2	1	0
August 2005	36	14	17	1	6	0	3	2	2	1	0
September 2005	33	13	15	1	7	0	5	2	3	2	0
October 2005	30	13	13	1	5	1	6	3	6	4	0
November 2005	27	14	12	1	5	1	8	5	7	5	0
December 2005	34	14	13	2	5	0	6	5	6	4	0
January 2006	39	12	11	1	6	0	5	4	4	3	0
February 2006	46	10	11	2	7	0	2	4	2	3	0
March 2006	41	11	9	1	7	0	3	4	2	4	0
April 2006	37	13	8	2	8	0	4	5	2	5	0
May 2006	31	14	9	2	7	0	7	4	2	3	0
June 2006	31	14	10	2	9	0	7	4	2	3	0
July 2006	33	12	11	2	8	0	6	4	2	2	0
August 2006	38	12	11	1	6	0	3	5	3	3	0
September 2006	37	11	10	2	5	0	4	4	5	3	0
October 2006	36	11	10	1	4	0	5	4	5	3	0
November 2006	40	8	10	1	4	0	7	3	6	3	0
December 2006	44	9	10	2	4	0	5	2	5	3	0
January 2007	45	8	10	2	4	0	5	3	4	2	0
February 2007	41	11	11	2	5	0	4	3	4	3	0
March 2007	40	12	11	1	6	1	6	5	5	3	0
April 2007	37	13	13	0	7	1	8	3	5	3	0
May 2007	35	13	12	0	6	1	8	3	6	2	0
June 2007	32	12	12	0	6	1	9	2	7	4	0
July 2007	31	10	9	0	7	1	8	3	6	4	0
August 2007	29	8	9	0	8	1	7	5	7	6	0
September 2007	30	8	8	0	7	1	5	4	8	5	0
October 2007	31	11	8	0	6	0	5	4	9	6	0
November 2007	30	12	9	0	5	0	5	5	9	8	0
December 2007	32	11	9	0	4	0	6	6	9	10	0
January 2008	33	8	8	0	3	0	5	7	12	12	0
February 2008	36	7	9	0	3	0	4	6	13	12	0
March 2008	32	7	8	0	2	0	6	7	17	12	0
April 2008	29	7	9	0	2	1	8	7	17	16	0
May 2008	27	7	6	0	3	1	7	6	17	16	0
June 2008	27	8	7	0	3	1	7	4	18	19	0
July 2008	27	8	8	0	2	0	6	4	21	16	0
August 2008	26	7	6	0	2	0	8	7	24	15	0
September 2008	27	5	4	0	1	0	8	8	23	15	0

TABLE 36

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

<u>Date of Survey</u>		<u>GOOD TIME TO BUY</u>						<u>BAD TIME TO BUY</u>				
		<u>Prices Low; Good Buys Available</u>	<u>Prices Won't Come Down</u>	<u>Interest Rate Low Credit Easy</u>	<u>Borrow in Advance Rising Rates</u>	<u>Times Good Prosperity</u>	<u>Supply Adequate</u>	<u>Prices High</u>	<u>Interest Rates High; Credit Tight</u>	<u>Can't Afford To Buy</u>	<u>Uncertain Future</u>	<u>Supply Inadequate</u>
October	2008	30	3	2	0	1	0	10	9	23	17	0
November	2008	31	2	2	0	1	0	13	8	22	21	0
December	2008	38	1	3	0	1	0	10	9	22	20	0
January	2009	40	2	3	0	1	0	9	8	22	21	0
February	2009	39	2	4	0	0	0	7	8	20	23	0
March	2009	33	2	4	0	1	0	8	7	21	25	0
April	2009	36	2	5	0	0	0	6	7	20	24	0
May	2009	43	3	4	0	1	0	3	6	19	19	0
June	2009	46	3	3	0	0	0	3	7	18	15	0
July	2009	44	3	3	0	0	0	4	7	17	16	0
August	2009	41	2	3	0	0	0	6	7	18	20	0
September	2009	40	3	4	0	2	0	6	7	16	24	0
October	2009	43	3	4	0	2	0	7	6	17	23	0
November	2009	46	2	5	0	2	0	6	4	19	19	0
December	2009	48	2	8	0	1	0	6	4	19	18	0
January	2010	45	3	8	0	1	0	4	2	16	18	0
February	2010	46	4	10	0	2	0	4	4	14	17	0
March	2010	47	5	7	0	2	0	2	5	16	14	0
April	2010	47	5	7	0	2	0	4	7	17	14	0
May	2010	42	7	5	0	2	0	4	5	19	14	0
June	2010	41	5	5	0	2	0	4	3	18	14	0
July	2010	45	5	4	0	2	0	4	2	16	12	0
August	2010	48	3	4	0	1	0	4	4	14	13	0
September	2010	47	3	4	0	1	0	4	5	16	16	0
October	2010	42	2	4	0	0	0	3	8	20	18	0
November	2010	45	3	5	0	0	0	4	7	19	17	0
December	2010	48	4	5	0	0	0	6	9	18	14	0
January	2011	52	5	6	0	2	0	8	7	15	11	0
February	2011	49	6	6	0	2	0	6	8	16	11	0
March	2011	45	7	6	0	2	0	5	9	16	11	0
April	2011	42	10	6	0	2	0	6	7	15	11	0
May	2011	42	10	5	0	2	0	8	6	14	11	0
June	2011	40	10	5	0	3	0	8	3	15	10	0
July	2011	41	8	4	0	3	0	7	4	21	10	0
August	2011	38	6	6	0	3	0	7	4	22	13	0
September	2011	37	5	7	0	1	0	7	4	23	15	0
October	2011	35	5	10	0	1	0	5	5	22	16	0
November	2011	40	6	10	0	1	0	3	5	20	15	0
December	2011	43	6	11	0	2	0	4	5	21	13	0
January	2012	49	6	9	0	2	0	7	4	16	13	0
February	2012	43	6	7	0	4	0	10	5	17	13	0
March	2012	40	7	7	0	4	1	9	6	16	17	0
April	2012	35	10	5	0	3	1	9	6	20	19	0
May	2012	38	10	8	0	2	1	8	5	17	18	0
June	2012	36	8	7	0	3	0	9	6	17	18	0
July	2012	37	6	9	0	3	0	8	8	15	15	0

TABLE 36

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
August	2012	39	5	8	0	3	0	7	7	18	15	0
September	2012	41	8	9	0	3	0	5	4	17	14	0
October	2012	39	11	8	1	3	0	6	3	17	14	0
November	2012	38	12	7	1	4	0	6	4	12	14	0
December	2012	43	11	10	0	4	0	6	6	12	12	0
January	2013	44	8	9	0	4	0	6	6	12	13	0
February	2013	41	9	9	0	4	0	6	5	14	11	0
March	2013	35	11	5	0	6	0	8	3	15	11	0
April	2013	33	13	7	0	7	0	7	3	14	10	0
May	2013	36	12	7	0	6	0	8	4	12	11	0
June	2013	35	13	10	0	7	1	7	3	11	11	0
July	2013	36	14	9	0	9	1	6	3	9	10	0
August	2013	30	14	9	1	10	0	9	3	8	8	0
September	2013	30	13	9	1	9	0	9	3	7	7	0
October	2013	27	11	10	1	8	0	8	3	10	10	0
November	2013	32	9	10	0	8	0	5	3	10	12	0
December	2013	34	9	10	0	8	0	5	4	10	12	0
January	2014	34	10	8	0	10	0	4	5	8	10	0
February	2014	36	12	9	0	9	0	5	4	7	10	0
March	2014	35	11	9	0	9	0	5	4	8	10	0
April	2014	33	10	9	0	8	0	7	2	9	9	0
May	2014	28	10	8	1	11	0	8	3	10	8	0
June	2014	27	10	6	1	11	0	9	3	11	9	0
July	2014	31	9	7	1	13	0	7	5	11	10	0
August	2014	33	11	9	1	10	0	7	6	9	10	0
September	2014	36	11	10	0	10	0	7	4	7	12	0
October	2014	38	9	11	0	7	0	8	4	7	10	0
November	2014	39	8	10	0	8	0	9	2	7	10	0
December	2014	43	7	12	0	10	0	8	2	8	7	0
January	2015	43	9	12	1	13	0	8	2	6	6	0
February	2015	45	10	13	1	16	0	6	2	7	5	0
March	2015	37	12	13	1	19	0	5	3	6	7	0
April	2015	34	13	14	1	18	0	5	2	7	7	0
May	2015	32	12	12	1	16	0	7	3	7	8	0
June	2015	32	10	11	1	14	0	8	2	8	8	0
July	2015	30	11	8	1	15	0	8	3	7	10	0
August	2015	30	12	9	1	17	1	7	2	7	8	0
September	2015	28	12	8	2	17	1	7	2	7	6	0
October	2015	31	12	10	2	16	1	7	3	6	4	0
November	2015	36	11	12	3	15	0	7	2	4	4	0
December	2015	43	11	14	3	15	0	5	2	3	5	0
January	2016	45	9	14	2	15	0	4	2	5	5	0
February	2016	40	8	15	1	16	1	6	2	5	5	0
March	2016	33	9	16	1	14	0	7	3	5	4	0
April	2016	31	10	16	1	15	1	7	3	5	4	0
May	2016	33	10	16	1	13	0	6	3	6	4	0

REGION WEST

TABLE 36

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

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
June	2016	37	12	14	1	13	1	6	2	5	5	0
July	2016	40	13	13	1	13	1	6	1	5	5	0
August	2016	38	13	12	1	12	1	6	2	4	6	0
September	2016	36	13	13	0	11	1	5	2	3	6	0
October	2016	34	11	15	1	9	1	7	3	4	5	0
November	2016	34	13	15	1	10	1	7	4	4	4	0
December	2016	35	10	15	1	12	1	7	4	5	5	0
January	2017	39	11	12	2	14	0	6	3	4	8	0
February	2017	40	12	10	2	14	0	6	2	4	8	0
March	2017	37	16	9	2	16	0	7	2	3	8	0
April	2017	34	17	8	2	15	0	8	1	4	5	0
May	2017	35	16	7	2	17	0	8	3	3	6	0
June	2017	36	16	6	2	16	0	7	3	3	6	0
July	2017	37	14	8	2	14	1	5	4	3	6	0
August	2017	38	12	9	1	14	1	6	2	3	4	0
September	2017	38	10	11	1	13	1	6	2	4	5	0
October	2017	37	10	11	1	17	0	6	2	5	5	0
November	2017	39	10	13	1	17	0	5	2	4	6	0
December	2017	41	10	13	1	19	0	3	2	2	5	0
January	2018	40	9	10	1	18	0	3	3	2	6	0
February	2018	37	12	8	1	19	0	2	3	2	6	0
March	2018	33	16	7	1	19	0	3	2	2	5	0
April	2018	33	20	7	2	18	0	5	2	2	3	0
May	2018	28	19	8	2	17	0	9	3	2	3	0
June	2018	29	16	8	2	17	0	11	3	5	3	0
July	2018	28	14	8	2	18	0	10	4	4	4	0
August	2018	29	18	7	2	16	0	9	3	6	3	0
September	2018	30	19	7	2	18	0	8	3	4	2	0
October	2018	31	21	5	1	19	0	8	2	4	3	0
November	2018	35	19	5	1	19	0	7	2	3	3	0
December	2018	38	17	3	1	16	0	8	2	3	4	0
January	2019	38	15	4	2	14	0	10	2	3	5	0
February	2019	36	15	4	2	15	0	10	3	4	5	0
March	2019	34	15	6	1	16	0	10	3	4	6	0
April	2019	33	12	7	1	18	1	11	2	3	4	0
May	2019	31	12	7	1	19	1	12	1	4	5	0
June	2019	28	14	7	0	19	1	11	1	4	5	0
July	2019	30	16	8	0	18	0	10	1	3	5	0
August	2019	31	15	8	1	18	0	11	1	2	4	0
September	2019	32	13	8	1	17	0	14	2	3	4	0
October	2019	30	15	7	0	18	0	15	3	2	4	0
November	2019	31	13	8	0	17	0	14	3	2	4	0
December	2019	39	12	8	0	16	0	12	2	2	4	0
January	2020	40	9	8	0	16	0	12	3	2	4	0
February	2020	38	11	9	0	18	1	10	2	2	5	0
March	2020	31	10	9	0	18	2	10	3	4	8	2

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

(Three Month Moving Averages)

Date of Survey		GOOD TIME TO BUY						BAD TIME TO BUY				
		Prices Low; Good Buys Available	Prices Won't Come Down	Interest Rate Low Credit Easy	Borrow in Advance Rising Rates	Times Good Prosperity	Supply Adequate	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future	Supply Inadequate
April	2020	26	8	8	0	12	1	8	2	10	17	3
May	2020	29	4	6	0	8	1	7	2	15	26	3
June	2020	33	3	5	0	5	1	6	2	17	28	2
July	2020	36	4	5	0	5	1	6	4	16	29	2
August	2020	33	4	6	0	5	1	7	4	15	27	3
September	2020	29	3	7	0	5	0	9	4	14	28	4
October	2020	25	2	7	0	7	0	11	3	15	24	5
November	2020	26	4	6	0	8	0	10	4	14	23	6
December	2020	27	4	6	0	8	2	10	5	15	21	5
January	2021	32	4	6	0	7	3	8	5	14	20	5
February	2021	29	4	7	0	7	3	10	3	14	21	5
March	2021	26	7	7	0	8	2	10	2	14	20	5
April	2021	22	10	6	0	13	1	12	1	12	14	5
May	2021	20	11	4	0	15	2	16	2	9	12	8
June	2021	19	11	5	0	16	4	22	1	8	10	11
July	2021	20	10	6	0	14	3	24	2	7	11	13
August	2021	22	10	6	0	12	2	26	1	8	8	16
September	2021	21	7	5	0	9	1	26	2	8	11	18
October	2021	20	7	4	0	7	1	29	2	7	10	21
November	2021	18	9	4	0	6	2	31	2	7	9	26
December	2021	19	11	3	0	5	3	36	2	7	6	31
January	2022	17	11	2	0	6	3	38	2	5	5	32
February	2022	16	11	3	1	7	3	40	2	5	5	31
March	2022	12	11	3	1	6	3	42	2	4	6	29
April	2022	10	14	3	2	4	2	43	2	5	6	30
May	2022	11	15	2	1	3	2	42	2	4	7	30
June	2022	11	16	1	1	2	2	40	2	6	8	30
July	2022	13	14	2	0	2	2	40	3	5	11	26
August	2022	13	13	1	1	2	2	43	5	7	12	22
September	2022	14	11	1	1	2	2	46	6	7	13	19
October	2022	13	12	1	1	2	3	44	7	7	12	18
November	2022	16	10	1	0	2	4	43	8	7	14	18
December	2022	18	10	1	0	3	4	41	8	6	13	16
January	2023	19	9	1	0	3	3	44	8	8	11	14
February	2023	19	11	1	0	3	2	39	10	9	11	10
March	2023	17	13	1	0	4	3	40	10	12	13	9
April	2023	17	15	2	0	5	4	35	11	12	13	8
May	2023	18	12	1	0	5	4	38	12	14	14	8
June	2023	21	11	1	1	4	5	33	11	15	11	7
July	2023	21	10	0	1	4	5	34	10	15	10	5
August	2023	18	13	1	1	5	5	30	9	12	9	4
September	2023	18	13	1	1	6	5	30	10	10	10	4
October	2023	17	11	2	1	6	5	30	12	10	10	4
November	2023	21	8	2	0	5	5	32	13	11	10	2
December	2023	21	6	2	0	4	3	35	14	10	10	2