

TABLE 36

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD DURABLES

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	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
		Available	Down	Credit Easy	Rising Rates					
Jan.-Mar. 1960		25	19	2	0	NA	12	1	2	2
Apr.-June 1960		17	11	2	0	NA	12	1	4	3
Jul.-Sep. 1960		19	10	2	0	NA	11	1	4	3
Oct.-Dec. 1960		21	9	2	0	NA	10	1	3	2
Jan.-Mar. 1961		38	9	1	0	1	12	1	6	6
Apr.-June 1961		23	10	1	0	2	11	1	5	4
Jul.-Sep. 1961		22	11	1	0	3	11	1	4	3
Oct.-Dec. 1961		21	11	1	0	4	11	0	2	2
Jan.-Mar. 1962		33	13	2	0	5	9	0	2	1
Apr.-June 1962		23	11	2	0	5	9	0	1	1
Jul.-Sep. 1962		24	9	2	0	5	8	1	3	2
Oct.-Dec. 1962		19	9	1	0	4	10	1	2	2
Jan.-Mar. 1963		26	10	1	0	4	7	0	2	0
Apr.-June 1963		17	13	1	0	4	10	0	4	3
Jul.-Sep. 1963		31	10	3	0	5	6	0	1	1
Oct.-Dec. 1963		30	11	3	0	5	6	0	1	1
Jan.-Mar. 1964		29	12	2	0	5	6	0	1	1
Apr.-June 1964		27	12	1	0	5	7	0	1	1
Jul.-Sep. 1964		26	11	1	0	6	7	0	1	1
Oct.-Dec. 1964		26	11	2	0	6	6	0	1	1
Jan.-Mar. 1965		25	10	2	0	6	6	0	1	1
Apr.-June 1965		23	11	2	0	7	7	0	1	1
Jul.-Sep. 1965		22	13	3	0	7	7	0	1	1
Oct.-Dec. 1965		20	14	3	0	8	8	0	1	1
Jan.-Mar. 1966		19	15	2	0	8	10	0	1	1
Apr.-June 1966		18	17	2	0	7	11	2	1	1
Jul.-Sep. 1966		17	19	1	0	6	11	4	1	1
Oct.-Dec. 1966		13	12	1	0	7	16	5	1	1
Jan.-Mar. 1967		16	14	1	0	8	18	7	3	2
Apr.-June 1967		21	19	2	0	9	10	2	3	1
Jul.-Sep. 1967		20	20	2	0	9	10	2	3	1
Oct.-Dec. 1967		18	20	2	0	9	10	2	2	1
Jan.-Mar. 1968		17	21	2	0	9	10	2	2	1
Apr.-June 1968		15	23	2	0	9	11	3	2	1
Jul.-Sep. 1968		12	25	2	0	8	12	4	1	1
Oct.-Dec. 1968		11	20	1	0	7	14	3	0	1
Jan.-Mar. 1969		17	23	1	1	7	12	6	1	1
Apr.-June 1969		15	26	3	0	6	15	8	2	1
Jul.-Sep. 1969		12	20	2	1	4	19	13	1	2
Oct.-Dec. 1969		11	20	1	1	2	23	13	1	2
Jan.-Mar. 1970		22	15	1	0	2	23	16	2	2
Apr.-June 1970		18	15	1	1	2	20	16	3	2
Jul.-Sep. 1970		16	17	1	1	3	23	17	4	4
Oct.-Dec. 1970		13	18	0	0	3	26	17	5	5

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<u>Date of Survey</u>		<u>GOOD TIME TO BUY</u>					<u>BAD TIME TO BUY</u>			
		Prices Low; Good Buys	Prices Won't Come	Interest Rate Low	Borrow in Advance	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>					
Jan.-Mar. 1971		24	17	2	0	2	19	13	6	5
Apr.-June 1971		23	20	2	0	2	17	10	5	4
Jul.-Sep. 1971		22	23	1	0	2	16	7	4	4
Oct.-Dec. 1971		21	26	1	0	2	14	4	3	3
Jan.-Mar. 1972		27	25	2	1	2	14	4	1	2
Apr.-June 1972		17	25	2	1	3	18	5	2	2
Jul.-Sep. 1972		25	29	1	1	2	11	2	1	0
Oct.-Dec. 1972		16	22	1	0	2	13	2	1	1
Jan.-Mar. 1973		16	30	1	1	2	13	2	1	1
Apr.-June 1973		16	27	1	0	3	15	2	1	1
Jul.-Sep. 1973		20	26	0	0	1	15	5	1	1
Oct.-Dec. 1973		16	25	0	0	2	17	5	2	1
Jan.-Mar. 1974		18	25	0	0	1	19	4	3	4
Apr.-June 1974		14	24	0	1	1	21	5	2	2
Jul.-Sep. 1974		13	20	0	1	0	22	7	2	2
Oct.-Dec. 1974		10	19	0	0	1	26	9	4	3
Jan.-Mar. 1975		18	13	0	0	0	21	6	9	6
Apr.-June 1975		21	15	0	0	1	21	5	5	5
Jul.-Sep. 1975		17	23	0	0	0	20	3	3	2
Oct.-Dec. 1975		18	20	0	0	1	18	4	4	3
Jan.-Mar. 1976		21	20	1	0	2	13	1	3	2
Apr.-June 1976		15	23	1	0	2	15	3	3	1
Jul.-Sep. 1976		19	27	0	0	3	14	1	1	1
Oct.-Dec. 1976		21	25	1	0	1	17	1	4	1
Jan.-Mar. 1977		23	26	1	0	3	13	1	6	1
Apr.-June 1977		18	37	1	0	3	11	1	2	1
Jul.-Sep. 1977		23	36	1	0	2	15	1	2	0
Oct.-Dec. 1977		19	35	1	0	2	16	1	3	1
Jan.-Mar. 1978		20	35	1	1	3	14	2	5	2
Apr.-June 1978		16	40	1	2	5	15	2	2	1
Jul.-Sep. 1978		13	44	1	2	3	16	3	2	1
Oct.-Dec. 1978		11	38	0	2	2	20	4	2	1
Jan.-Mar. 1979		16	42	0	2	2	17	5	4	2
Apr.-June 1979		12	44	1	2	2	18	7	6	2
Jul.-Sep. 1979		14	40	0	2	2	18	9	6	4
Oct.-Dec. 1979		13	37	1	3	3	21	13	8	4
Jan.-Mar. 1980		18	41	1	2	2	19	13	7	5
Apr.-June 1980		13	25	1	2	1	31	28	8	7
Jul.-Sep. 1980		18	26	3	2	2	22	16	9	6
Oct.-Dec. 1980		19	29	1	2	1	22	19	7	3
Jan.-Mar. 1981		23	25	1	1	1	21	24	8	5
Apr.-June 1981		19	28	0	1	1	22	19	8	3
Jul.-Sep. 1981		22	25	1	1	1	20	20	6	2
Oct.-Dec. 1981		22	22	1	1	1	23	20	8	4
Jan.-Mar. 1982		31	19	1	1	2	20	20	10	6
Apr.-June 1982		29	14	1	1	1	22	25	14	7

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<u>Date of Survey</u>		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	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>					
Jul.-Sep. 1982		27	16	2	1	1	19	22	13	7
Oct.-Dec. 1982		30	12	5	1	1	18	16	13	8
Jan.-Mar. 1983		34	12	8	1	2	19	13	12	7
Apr.-June 1983		36	16	12	2	4	14	8	9	6
Jul.-Sep. 1983		33	18	10	2	4	15	7	7	4
Oct.-Dec. 1983		35	16	6	2	5	16	6	7	3
Jan.-Mar. 1984		40	18	8	2	8	10	5	5	3
Apr.-June 1984		31	19	7	5	8	11	5	4	2
Jul.-Sep. 1984		34	21	6	3	7	10	7	4	2
Oct.-Dec. 1984		30	18	8	3	8	13	7	5	2
Jan.-Mar. 1985		41	18	9	2	6	10	5	5	2
Apr.-June 1985		37	19	10	3	7	10	4	5	2
Jul.-Sep. 1985		38	17	13	1	6	12	4	5	1
Oct.-Dec. 1985		37	15	12	1	6	13	4	5	2
Jan.-Mar. 1986		39	14	19	1	7	7	3	5	2
Apr.-June 1986		34	13	29	1	9	7	3	5	2
Jul.-Sep. 1986		37	12	26	1	9	8	3	5	2
Oct.-Dec. 1986		32	14	21	2	5	8	2	5	2
Jan.-Mar. 1987		35	14	20	1	6	7	4	6	2
Apr.-June 1987		33	21	15	3	6	7	3	3	2
Jul.-Sep. 1987		37	19	12	3	6	9	4	3	1
Oct.-Dec. 1987		32	18	9	3	5	9	6	5	6
Jan.-Mar. 1988		35	15	8	2	7	6	4	6	4
Apr.-June 1988		31	20	8	3	8	7	3	4	2
Jul.-Sep. 1988		34	21	7	5	8	8	3	3	3
Oct.-Dec. 1988		33	20	6	4	7	10	4	3	2
Jan.-Mar. 1989		34	20	5	5	7	8	4	4	2
Apr.-June 1989		29	22	5	5	7	8	6	4	3
Jul.-Sep. 1989		33	19	6	2	5	9	3	3	3
Oct.-Dec. 1989		33	17	5	2	4	12	3	5	2
Jan.-Mar. 1990		39	17	6	2	5	8	3	4	2
Apr.-June 1990		33	21	5	2	4	9	3	4	2
Jul.-Sep. 1990		31	22	4	2	3	11	3	5	6
Oct.-Dec. 1990		28	19	2	1	2	13	5	9	14
Jan.-Mar. 1991		33	12	4	1	2	9	6	12	14
Apr.-June 1991		35	14	8	1	2	9	5	12	10
Jul.-Sep. 1991		38	13	7	0	3	9	5	11	9
Oct.-Dec. 1991		35	12	8	1	2	10	5	13	17
Jan.-Mar. 1992		37	7	13	0	2	8	5	14	20
Apr.-June 1992		36	10	15	1	2	7	3	11	12
Jul.-Sep. 1992		36	10	14	0	3	9	5	13	15
Oct.-Dec. 1992		36	9	14	1	4	7	3	13	12
Jan.-Mar. 1993		40	9	14	1	5	7	3	10	9
Apr.-June 1993		36	12	17	1	6	7	2	8	9
Jul.-Sep. 1993		34	12	20	0	6	6	3	9	12
Oct.-Dec. 1993		35	12	22	0	5	8	2	8	7

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		Prices Low; Good Buys	Prices Won't Come	Interest Rate Low	Borrow in Advance	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
		<u>Available</u>	<u>Down</u>	<u>Credit Easy</u>	<u>Rising Rates</u>					
Jan.-Mar. 1994		38	10	23	1	10	6	2	6	5
Apr.-June 1994		33	12	19	3	10	7	2	4	4
Jul.-Sep. 1994		35	13	16	2	10	6	3	5	3
Oct.-Dec. 1994		36	14	13	4	10	7	3	5	3
Jan.-Mar. 1995		39	14	12	3	11	5	4	4	2
Apr.-June 1995		36	12	10	2	11	8	4	4	4
Jul.-Sep. 1995		40	12	15	1	9	7	3	4	3
Oct.-Dec. 1995		39	11	13	1	7	7	2	6	3
Jan.-Mar. 1996		42	11	16	1	8	6	3	6	4
Apr.-June 1996		36	12	12	1	9	7	3	5	3
Jul.-Sep. 1996		38	13	13	2	8	8	3	4	2
Oct.-Dec. 1996		41	10	13	1	9	9	3	5	2
Jan.-Mar. 1997		41	10	11	1	14	6	2	6	2
Apr.-June 1997		34	11	12	2	14	4	3	2	1
Jul.-Sep. 1997		35	11	13	1	13	4	1	2	1
Oct.-Dec. 1997		37	9	11	0	10	4	2	1	1
Jan.-Mar. 1998		40	7	16	0	12	4	1	2	1
Apr.-June 1998		33	8	13	0	15	3	1	1	0
Jul.-Sep. 1998		30	7	16	0	15	4	2	1	2
Oct.-Dec. 1998		35	8	22	0	13	4	2	1	2
Jan.-Mar. 1999		37	7	19	0	18	3	1	2	1
Apr.-June 1999		33	8	17	0	19	3	1	1	0
Jul.-Sep. 1999		31	7	14	1	19	4	2	1	1
Oct.-Dec. 1999		37	9	12	1	16	4	1	2	1
Jan.-Mar. 2000		36	9	11	1	18	4	3	1	1
Apr.-June 2000		34	10	10	2	19	4	2	1	1
Jul.-Sep. 2000		33	9	10	1	18	5	3	1	1
Oct.-Dec. 2000		36	10	9	1	17	3	2	2	2
Jan.-Mar. 2001		32	7	12	0	9	4	3	5	7
Apr.-June 2001		29	6	12	0	8	5	2	7	6
Jul.-Sep. 2001		32	5	13	0	8	5	3	7	9
Oct.-Dec. 2001		35	3	22	0	2	4	2	7	14
Jan.-Mar. 2002		38	3	20	0	5	3	2	9	9
Apr.-June 2002		33	6	18	0	6	2	2	6	7
Jul.-Sep. 2002		34	4	21	0	4	4	3	8	8
Oct.-Dec. 2002		34	4	23	0	4	4	4	9	9
Jan.-Mar. 2003		33	4	23	0	3	4	3	8	13
Apr.-June 2003		31	4	23	0	4	4	4	8	9
Jul.-Sep. 2003		32	5	25	1	5	5	2	9	5
Oct.-Dec. 2003		34	6	23	0	5	4	3	8	6
Jan.-Mar. 2004		35	6	25	1	6	3	2	6	4
Apr.-June 2004		29	9	27	2	8	4	3	5	6
Jul.-Sep. 2004		30	7	24	1	7	5	4	5	5
Oct.-Dec. 2004		35	10	21	1	8	4	3	4	4
Jan.-Mar. 2005		35	11	20	2	8	5	3	3	3
Apr.-June 2005		32	13	17	2	6	5	3	4	2
Jul.-Sep. 2005		33	13	16	1	6	6	2	4	2

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		Prices Low; Good Buys	Prices Won't Come	Interest Rate Low	Borrow in Advance	Times Good; Prosperity	Prices High	Interest Rates High; Credit Tight	Can't Afford To Buy	Uncertain Future
		Available	Down	Credit Easy	Rising Rates					
Oct.-Dec. 2005	2005	33	12	14	2	5	7	3	7	4
Jan.-Mar. 2006	2006	37	11	12	1	7	5	3	5	3
Apr.-June 2006	2006	30	14	10	2	7	7	3	5	4
Jul.-Sep. 2006	2006	31	11	11	2	6	6	4	6	3
Oct.-Dec. 2006	2006	43	7	9	1	7	6	3	6	3
Jan.-Mar. 2007	2007	39	9	12	1	6	5	3	5	4
Apr.-June 2007	2007	36	10	12	0	6	7	3	8	3
Jul.-Sep. 2007	2007	32	7	11	1	5	6	4	9	4
Oct.-Dec. 2007	2007	37	7	9	0	3	7	5	10	7
Jan.-Mar. 2008	2008	34	6	8	0	3	6	4	15	10
Apr.-June 2008	2008	27	7	6	0	2	11	4	21	15
Jul.-Sep. 2008	2008	31	6	5	0	2	7	5	22	14
Oct.-Dec. 2008	2008	35	2	4	0	1	8	9	22	21
Jan.-Mar. 2009	2009	38	2	5	0	1	7	7	18	24
Apr.-June 2009	2009	44	3	5	0	0	6	5	19	18
Jul.-Sep. 2009	2009	42	3	6	0	1	5	6	17	20
Oct.-Dec. 2009	2009	47	4	7	0	1	6	5	18	17
Jan.-Mar. 2010	2010	47	4	7	0	1	4	5	16	13
Apr.-June 2010	2010	41	4	6	0	2	5	3	16	13
Jul.-Sep. 2010	2010	43	3	6	0	1	6	4	18	16
Oct.-Dec. 2010	2010	47	4	8	0	1	5	5	17	13
Jan.-Mar. 2011	2011	44	7	7	0	2	6	4	17	12
Apr.-June 2011	2011	40	7	6	0	3	8	3	16	11
Jul.-Sep. 2011	2011	38	5	7	0	1	7	6	22	14
Oct.-Dec. 2011	2011	42	5	9	0	1	7	5	21	14
Jan.-Mar. 2012	2012	41	6	7	0	3	8	5	17	13
Apr.-June 2012	2012	38	6	9	0	4	7	5	17	13
Jul.-Sep. 2012	2012	41	7	9	0	3	6	4	14	12
Oct.-Dec. 2012	2012	40	7	10	0	5	6	4	14	12
Jan.-Mar. 2013	2013	38	9	9	0	5	7	4	15	10
Apr.-June 2013	2013	37	9	12	0	8	7	3	12	8
Jul.-Sep. 2013	2013	35	10	11	1	8	7	4	9	10
Oct.-Dec. 2013	2013	38	10	10	0	7	6	4	9	10
Jan.-Mar. 2014	2014	37	10	11	0	8	7	3	9	8
Apr.-June 2014	2014	31	10	10	0	10	8	3	11	8
Jul.-Sep. 2014	2014	35	11	10	1	10	8	3	9	7
Oct.-Dec. 2014	2014	40	9	11	1	12	6	2	7	6
Jan.-Mar. 2015	2015	40	9	13	0	15	6	2	6	5
Apr.-June 2015	2015	33	10	13	1	15	7	3	6	6
Jul.-Sep. 2015	2015	33	9	13	2	13	7	3	6	7
Oct.-Dec. 2015	2015	44	8	15	2	12	6	2	5	6
Jan.-Mar. 2016	2016	39	9	14	1	13	7	3	5	4
Apr.-June 2016	2016	35	10	15	1	13	6	2	5	4
Jul.-Sep. 2016	2016	38	8	14	1	15	6	2	5	7
Oct.-Dec. 2016	2016	40	9	13	2	13	6	2	5	5
Jan.-Mar. 2017	2017	35	14	10	2	16	6	2	4	5

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		<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>
Apr.-June	2017	35	11	11	2	15	6	2	4	5
Jul.-Sep.	2017	36	10	11	2	15	7	2	4	5
Oct.-Dec.	2017	43	10	10	1	17	6	2	3	4
Jan.-Mar.	2018	32	14	8	1	18	6	2	3	4
Apr.-June	2018	32	15	9	2	18	7	2	4	4
Jul.-Sep.	2018	31	17	7	2	19	9	2	4	3
Oct.-Dec.	2018	37	14	6	2	19	8	2	3	3
Jan.-Mar.	2019	36	10	7	1	19	10	3	3	5
Apr.-June	2019	32	13	8	1	21	11	2	3	4
Jul.-Sep.	2019	32	12	9	0	19	13	3	4	4
Oct.-Dec.	2019	39	10	9	0	19	11	2	2	4
Jan.-Mar.	2020	35	9	10	0	21	9	2	5	7
Apr.-June	2020	36	3	7	0	4	6	2	16	29
Jul.-Sep.	2020	31	3	8	0	6	9	3	14	24
Oct.-Dec.	2020	31	3	8	0	8	9	3	15	18
Jan.-Mar.	2021	26	8	8	0	11	10	2	12	16
Apr.-June	2021	20	10	7	0	15	20	1	7	9