

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

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?"

<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
Jan.-Mar. 1960	48	32	20	100	128	2972
Apr.-June 1960	41	40	19	100	122	1407
Jul.-Sep. 1960	48	30	12	100	136	621
Oct.-Dec. 1960	40	40	20	100	120	1390
Jan.-Mar. 1961	50	32	18	100	132	1981
Apr.-June 1961	43	44	13	100	130	1310
Jul.-Sep. 1961	49	34	17	100	132	540
Oct.-Dec. 1961	41	44	15	100	126	956
Jan.-Mar. 1962	51	36	13	100	138	2117
Apr.-June 1962	47	33	15	100	132	1299
Jul.-Sep. 1962	48	36	16	100	132	1317
Oct.-Dec. 1962	48	38	14	100	134	1352
Jan.-Mar. 1963	51	37	12	100	139	2036
Apr.-June 1963	48	39	13	100	135	1310
Jul.-Sep. 1963	48	40	12	100	136	1359
Oct.-Dec. 1963	47	40	13	100	134	1540
Jan.-Mar. 1964	52	36	12	100	140	1538
Apr.-June 1964	48	41	11	100	137	1479
Jul.-Sep. 1964	49	40	11	100	137	0
Oct.-Dec. 1964	49	39	12	100	138	0
Jan.-Mar. 1965	50	38	12	100	138	1349
Apr.-June 1965	54	37	10	100	145	0
Jul.-Sep. 1965	58	35	7	100	151	854
Oct.-Dec. 1965	51	39	10	100	141	1658
Jan.-Mar. 1966	51	39	10	100	141	2419
Apr.-June 1966	51	30	19	100	132	1434
Jul.-Sep. 1966	42	37	21	100	121	1228
Oct.-Dec. 1966	23	51	26	100	97	1225
Jan.-Mar. 1967	45	30	25	100	120	1310
Apr.-June 1967	51	25	24	100	127	1323
Jul.-Sep. 1967	45	29	26	100	119	1310
Oct.-Dec. 1967	39	31	30	100	109	1329
Jan.-Mar. 1968	47	33	20	100	127	2677
Apr.-June 1968	54	28	18	100	136	1223
Jul.-Sep. 1968	44	35	21	100	123	1322
Oct.-Dec. 1968	36	44	20	100	116	1405
Jan.-Mar. 1969	46	34	20	100	126	2482
Apr.-June 1969	40	36	24	100	116	1517
Jul.-Sep. 1969	35	35	30	100	105	1557
Oct.-Dec. 1969	28	33	39	100	89	1469
Jan.-Mar. 1970	35	29	36	100	99	1261
Apr.-June 1970	35	31	34	100	101	1315
Jul.-Sep. 1970	29	28	43	100	86	1337
Oct.-Dec. 1970	24	30	46	100	78	1402
Jan.-Mar. 1971	32	31	37	100	95	1327
Apr.-June 1971	37	27	36	100	101	1392
Jul.-Sep. 1971	49	28	23	100	126	1229
Oct.-Dec. 1971	44	32	24	100	120	1268

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<u>Date of Survey</u>	<u>Good Time</u>	<u>Uncertain</u>	<u>Bad Time</u>	<u>Total</u>	<u>Relative</u>	<u>Cases</u>
Jan.-Mar. 1972	48	30	22	100	126	1426
Apr.-June 1972	41	35	24	100	117	1297
Jul.-Sep. 1972	45	29	26	100	119	1217
Oct.-Dec. 1972	32	41	27	100	105	999
Jan.-Mar. 1973	36	35	29	100	107	1348
Apr.-June 1973	29	34	37	100	92	1433
Jul.-Sep. 1973	27	33	40	100	87	1362
Oct.-Dec. 1973	24	29	47	100	77	1444
Jan.-Mar. 1974	25	31	44	100	81	1329
Apr.-June 1974	29	31	40	100	89	1549
Jul.-Sep. 1974	19	29	52	100	67	1421
Oct.-Dec. 1974	14	25	61	100	53	1518
Jan.-Mar. 1975	35	23	42	100	93	1374
Apr.-June 1975	31	26	43	100	88	1317
Jul.-Sep. 1975	28	29	43	100	85	1365
Oct.-Dec. 1975	32	27	41	100	91	1519
Jan.-Mar. 1976	38	30	32	100	106	1269
Apr.-June 1976	38	32	30	100	108	1548
Jul.-Sep. 1976	40	26	34	100	106	1372
Oct.-Dec. 1976	39	23	38	100	101	1254
Jan.-Mar. 1977	47	21	32	100	115	1203
Apr.-June 1977	49	20	31	100	118	1370
Jul.-Sep. 1977	47	16	37	100	110	1214
Oct.-Dec. 1977	48	17	35	100	113	1280
Jan.-Mar. 1978	48	19	33	100	115	2762
Apr.-June 1978	51	17	32	100	119	2741
Jul.-Sep. 1978	45	17	38	100	107	2698
Oct.-Dec. 1978	42	20	38	100	104	2985
Jan.-Mar. 1979	45	16	39	100	106	3014
Apr.-June 1979	40	13	47	100	93	3271
Jul.-Sep. 1979	38	13	49	100	89	3331
Oct.-Dec. 1979	42	9	49	100	93	3344
Jan.-Mar. 1980	44	9	47	100	97	2495
Apr.-June 1980	33	12	55	100	78	2110
Jul.-Sep. 1980	40	13	47	100	93	2008
Oct.-Dec. 1980	39	14	47	100	92	2062
Jan.-Mar. 1981	38	12	50	100	88	2068
Apr.-June 1981	40	8	52	100	88	2032
Jul.-Sep. 1981	39	9	52	100	87	2070
Oct.-Dec. 1981	36	10	54	100	82	2103
Jan.-Mar. 1982	39	10	51	100	88	2088
Apr.-June 1982	41	9	50	100	91	2096
Jul.-Sep. 1982	38	10	52	100	86	2083
Oct.-Dec. 1982	47	10	43	100	104	2051
Jan.-Mar. 1983	54	8	38	100	116	2087
Apr.-June 1983	65	6	29	100	136	2121
Jul.-Sep. 1983	63	8	29	100	134	2057
Oct.-Dec. 1983	58	9	33	100	125	2091
Jan.-Mar. 1984	64	11	25	100	139	2068

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Apr.-June 1984	61	10	29	100	132	2075
Jul.-Sep. 1984	60	9	31	100	129	2038
Oct.-Dec. 1984	54	11	35	100	119	2120
Jan.-Mar. 1985	64	7	29	100	135	1948
Apr.-June 1985	67	6	27	100	140	1988
Jul.-Sep. 1985	68	8	24	100	144	1945
Oct.-Dec. 1985	65	8	27	100	138	1955
Jan.-Mar. 1986	73	7	20	100	153	1970
Apr.-June 1986	75	5	20	100	155	1971
Jul.-Sep. 1986	76	6	18	100	158	1977
Oct.-Dec. 1986	66	7	27	100	139	1960
Jan.-Mar. 1987	61	9	30	100	131	1964
Apr.-June 1987	66	8	26	100	140	1957
Jul.-Sep. 1987	66	10	24	100	142	1955
Oct.-Dec. 1987	60	8	32	100	128	1501
Jan.-Mar. 1988	60	11	29	100	131	1502
Apr.-June 1988	63	11	26	100	137	1504
Jul.-Sep. 1988	62	11	27	100	135	1501
Oct.-Dec. 1988	61	10	29	100	132	1509
Jan.-Mar. 1989	61	11	28	100	133	1503
Apr.-June 1989	63	9	28	100	135	1510
Jul.-Sep. 1989	62	10	28	100	134	1509
Oct.-Dec. 1989	61	9	30	100	131	1502
Jan.-Mar. 1990	64	7	29	100	135	1514
Apr.-June 1990	64	8	28	100	136	1508
Jul.-Sep. 1990	60	6	34	100	126	1502
Oct.-Dec. 1990	49	8	43	100	106	1508
Jan.-Mar. 1991	55	8	37	100	118	1539
Apr.-June 1991	62	5	33	100	129	1502
Jul.-Sep. 1991	62	7	31	100	131	1502
Oct.-Dec. 1991	56	8	36	100	120	1510
Jan.-Mar. 1992	60	5	35	100	125	1518
Apr.-June 1992	65	7	28	100	137	1501
Jul.-Sep. 1992	62	5	33	100	129	1513
Oct.-Dec. 1992	63	8	29	100	134	1508
Jan.-Mar. 1993	63	8	29	100	134	1512
Apr.-June 1993	65	9	26	100	139	1507
Jul.-Sep. 1993	65	8	27	100	138	1513
Oct.-Dec. 1993	65	8	27	100	138	1526
Jan.-Mar. 1994	71	8	21	100	150	1515
Apr.-June 1994	69	8	23	100	146	1509
Jul.-Sep. 1994	68	8	24	100	144	1541
Oct.-Dec. 1994	64	8	28	100	136	1504
Jan.-Mar. 1995	64	7	29	100	135	1510
Apr.-June 1995	60	8	32	100	128	1503
Jul.-Sep. 1995	65	5	30	100	135	1504
Oct.-Dec. 1995	59	11	30	100	129	1507
Jan.-Mar. 1996	61	6	33	100	128	1505
Apr.-June 1996	60	10	30	100	130	1500
Jul.-Sep. 1996	65	7	28	100	137	1501

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Oct.-Dec. 1996	63	8	29	100	134	1502
Jan.-Mar. 1997	64	8	28	100	136	1501
Apr.-June 1997	70	7	23	100	147	1501
Jul.-Sep. 1997	64	11	25	100	139	1500
Oct.-Dec. 1997	64	11	25	100	139	1500
Jan.-Mar. 1998	66	15	19	100	147	1499
Apr.-June 1998	67	14	19	100	148	1500
Jul.-Sep. 1998	64	16	20	100	144	1508
Oct.-Dec. 1998	70	13	17	100	153	1504
Jan.-Mar. 1999	71	12	17	100	154	1497
Apr.-June 1999	69	12	19	100	150	1500
Jul.-Sep. 1999	69	11	20	100	149	1501
Oct.-Dec. 1999	66	13	21	100	145	1497
Jan.-Mar. 2000	66	12	22	100	144	1509
Apr.-June 2000	66	12	22	100	144	1503
Jul.-Sep. 2000	67	11	22	100	145	1508
Oct.-Dec. 2000	67	12	21	100	146	1500
Jan.-Mar. 2001	64	11	25	100	139	1501
Apr.-June 2001	58	14	28	100	130	1501
Jul.-Sep. 2001	60	14	26	100	134	1501
Oct.-Dec. 2001	75	9	16	100	159	1510
Jan.-Mar. 2002	71	12	17	100	154	1500
Apr.-June 2002	66	17	17	100	149	1503
Jul.-Sep. 2002	72	11	17	100	155	1502
Oct.-Dec. 2002	71	13	16	100	155	1506
Jan.-Mar. 2003	67	10	23	100	144	1506
Apr.-June 2003	73	9	18	100	155	1500
Jul.-Sep. 2003	73	8	19	100	154	1503
Oct.-Dec. 2003	75	7	18	100	157	1505
Jan.-Mar. 2004	73	9	18	100	155	1510
Apr.-June 2004	69	7	24	100	145	1514
Jul.-Sep. 2004	67	10	23	100	144	1511
Oct.-Dec. 2004	69	10	21	100	148	1505
Jan.-Mar. 2005	65	10	25	100	140	1487
Apr.-June 2005	61	11	28	100	133	1502
Jul.-Sep. 2005	67	7	26	100	141	1524
Oct.-Dec. 2005	59	8	33	100	126	1516
Jan.-Mar. 2006	65	6	29	100	136	1496
Apr.-June 2006	59	5	36	100	123	1505
Jul.-Sep. 2006	60	7	33	100	127	1508
Oct.-Dec. 2006	66	7	27	100	139	1506
Jan.-Mar. 2007	64	8	28	100	136	1516
Apr.-June 2007	59	7	34	100	125	1510
Jul.-Sep. 2007	64	5	31	100	133	1516
Oct.-Dec. 2007	57	7	36	100	121	1503
Jan.-Mar. 2008	55	7	38	100	117	1508
Apr.-June 2008	46	7	47	100	99	1514
Jul.-Sep. 2008	50	4	46	100	104	1505
Oct.-Dec. 2008	54	3	43	100	111	1517

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Jan.-Mar. 2009	61	3	36	100	125	1513
Apr.-June 2009	65	4	31	100	134	1519
Jul.-Sep. 2009	64	4	32	100	132	1515
Oct.-Dec. 2009	61	4	35	100	126	1507
Jan.-Mar. 2010	61	6	33	100	128	1510
Apr.-June 2010	68	4	28	100	140	1516
Jul.-Sep. 2010	62	5	33	100	129	1516
Oct.-Dec. 2010	63	4	33	100	130	1525
Jan.-Mar. 2011	59	5	36	100	123	1513
Apr.-June 2011	58	6	36	100	122	1508
Jul.-Sep. 2011	54	4	42	100	112	1492
Oct.-Dec. 2011	57	5	38	100	119	1500
Jan.-Mar. 2012	59	5	36	100	123	1507
Apr.-June 2012	63	5	32	100	131	1501
Jul.-Sep. 2012	63	6	31	100	132	1531
Oct.-Dec. 2012	61	6	33	100	128	1515
Jan.-Mar. 2013	61	6	33	100	128	1502
Apr.-June 2013	65	7	28	100	137	1511
Jul.-Sep. 2013	63	7	30	100	133	1513
Oct.-Dec. 2013	62	6	32	100	130	1510
Jan.-Mar. 2014	65	7	28	100	137	1515
Apr.-June 2014	63	6	31	100	132	1515
Jul.-Sep. 2014	64	6	30	100	134	1511
Oct.-Dec. 2014	69	6	25	100	144	1506
Jan.-Mar. 2015	69	6	25	100	144	1514
Apr.-June 2015	68	7	25	100	143	1509
Jul.-Sep. 2015	67	6	27	100	140	1565
Oct.-Dec. 2015	69	5	26	100	143	1519
Jan.-Mar. 2016	71	6	23	100	148	1553
Apr.-June 2016	71	5	24	100	147	1585
Jul.-Sep. 2016	68	5	27	100	141	1668
Oct.-Dec. 2016	66	6	28	100	138	1787
Jan.-Mar. 2017	71	4	25	100	146	1806
Apr.-June 2017	69	5	26	100	143	1817
Jul.-Sep. 2017	66	5	29	100	137	1817
Oct.-Dec. 2017	71	4	25	100	146	1814
Jan.-Mar. 2018	67	5	28	100	139	1850
Apr.-June 2018	66	5	29	100	137	1814
Jul.-Sep. 2018	62	6	32	100	130	1823
Oct.-Dec. 2018	60	6	34	100	126	1807
Jan.-Mar. 2019	60	8	32	100	128	1802
Apr.-June 2019	62	6	32	100	130	1805
Jul.-Sep. 2019	61	6	33	100	128	1804
Oct.-Dec. 2019	65	4	31	100	134	1915
Jan.-Mar. 2020	62	6	32	100	130	1933
Apr.-June 2020	63	3	34	100	129	1880
Jul.-Sep. 2020	61	3	36	100	125	1864
Oct.-Dec. 2020	57	6	37	100	120	1810
Jan.-Mar. 2021	54	5	41	100	113	1811
Apr.-June 2021	48	5	47	100	101	1815