TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

Response to the query: "Why do you say so?" following the question on Table 37.

May add to more than 100% due to multiple mentions.

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
Jan.-Mar.	1960	16	13	1	0	NA	2	NA	14	0	1	1	0	1	NA
Apr.-Jun.	1960	13	7	0	0	NA	1	NA	12	0	1	1	0	1	NA
Jul.-Sep.	1960	21	6	0	0	NA	1	NA	12	0	2	1	0	1	NA
Oct.-Dec.	1960	29	6	0	0	NA	1	NA	11	0	2	2	0	1	NA
Jan.-Mar.	1961	37	5	0	0	1	1	NA	11	0	3	2	0	1	NA
Apr.-Jun.	1961	22	8	0	0	2	0	NA	9	0	3	1	0	1	NA
Jul.-Sep.	1961	18	8	0	0	3	0	NA	9	0	3	1	0	1	NA
Oct.-Dec.	1961	13	8	0	0	4	0	NA	9	0	2	0	0	1	NA
Jan.-Mar.	1962	22	9	1	0	5	1	NA	10	0	2	0	0	1	NA
Apr.-Jun.	1962	19	7	1	0	5	1	NA	10	0	2	1	0	2	NA
Jul.-Sep.	1962	16	5	1	0	5	0	NA	9	0	2	1	0	2	NA
Oct.-Dec.	1962	14	6	1	0	4	0	NA	8	0	2	1	0	1	NA
Jan.-Mar.	1963	19	10	1	0	4	0	NA	9	0	2	0	0	1	NA
Apr.-Jun.	1963	13	16	1	0	4	0	NA	8	0	1	1	0	1	NA
Jul.-Sep.	1963	12	7	1	0	5	0	NA	8	0	1	1	0	1	NA
Oct.-Dec.	1963	13	7	1	0	5	0	NA	8	0	1	1	0	1	NA
Jan.-Mar.	1964	14	8	1	0	5	0	NA	8	0	1	1	0	1	NA
Apr.-Jun.	1964	15	8	1	0	5	0	NA	9	0	1	1	0	1	NA
Jul.-Sep.	1964	15	8	1	0	6	0	NA	9	0	1	0	0	1	NA
Oct.-Dec.	1964	16	9	1	0	6	0	NA	9	0	1	0	0	1	NA
Jan.-Mar.	1965	17	9	1	0	6	0	NA	9	0	1	0	0	1	NA
Apr.-Jun.	1965	18	10	1	0	6	0	NA	9	0	1	0	0	1	NA
Jul.-Sep.	1965	19	11	2	0	5	0	NA	9	0	1	0	0	1	NA
Oct.-Dec.	1965	20	12	2	0	5	0	NA	9	0	1	0	0	1	NA
Jan.-Mar.	1966	17	13	2	0	5	0	NA	11	1	1	0	0	1	NA
Apr.-Jun.	1966	15	15	1	0	4	0	NA	13	3	1	0	0	2	NA
Jul.-Sep.	1966	12	16	1	0	4	0	NA	15	4	1	0	0	2	NA
Oct.-Dec.	1966	14	16	1	0	5	0	NA	14	4	1	0	0	2	NA
Jan.-Mar.	1967	15	15	1	0	7	0	NA	14	5	2	1	0	3	NA
Apr.-Jun.	1967	17	15	1	0	8	0	NA	13	5	2	1	0	3	NA
Jul.-Sep.	1967	15	17	1	0	8	0	NA	14	4	2	1	0	3	NA
Oct.-Dec.	1967	12	20	2	0	7	0	NA	14	4	2	1	0	3	NA
Jan.-Mar.	1968	10	22	2	0	7	0	NA	15	3	2	1	0	3	NA
Apr.-Jun.	1968	8	31	2	0	7	0	NA	11	4	2	1	0	3	NA
Jul.-Sep.	1968	6	26	1	0	5	0	NA	17	3	1	0	0	2	NA
Oct.-Dec.	1968	5	20	1	0	5	0	NA	16	3	0	2	0	3	NA
Jan.-Mar.	1969	13	21	1	1	5	0	NA	16	8	1	1	0	3	NA
Apr.-Jun.	1969	13	22	3	0	4	0	NA	18	10	1	1	0	6	NA
Jul.-Sep.	1969	9	19	2	0	4	0	NA	24	12	1	1	0	4	NA
Oct.-Dec.	1969	6	19	1	0	1	0	NA	30	12	1	1	0	6	NA
Jan.-Mar.	1970	25	10	1	0	1	0	NA	24	16	3	2	0	4	NA
Apr.-Jun.	1970	24	9	1	0	1	0	NA	22	15	4	1	0	5	NA
Jul.-Sep.	1970	13	12	1	1	2	0	NA	22	21	4	3	0	4	NA
Oct.-Dec.	1970	10	15	0	0	1	0	NA	34	10	3	2	0	6	NA
Jan.-Mar.	1971	15	16	1	0	1	0	NA	29	9	4	3	0	5	NA
Apr.-Jun.	1971	10	20	4	1	2	1	NA	22	9	5	2	0	7	NA
Jul.-Sep.	1971	28	14	1	0	1	0	NA	18	3	3	2	0	4	NA
Oct.-Dec.	1971	22	18	1	0	1	0	NA	20	3	1	1	0	4	NA
Jan.-Mar.	1972	16	25	3	1	1	0	NA	18	3	1	1	0	4	NA

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
Apr.-Jun.	1972	13	23	2	1	2	1	NA	20	3	1	1	0	6	NA
Jul.-Sep.	1972	13	29	1	1	2	0	NA	19	1	1	1	0	7	NA
Oct.-Dec.	1972	7	19	1	0	2	0	NA	22	2	1	1	0	6	NA
Jan.-Mar.	1973	7	25	1	1	2	0	NA	18	3	1	1	0	8	NA
Apr.-Jun.	1973	4	20	0	0	1	1	NA	20	2	2	1	9	7	NA
Jul.-Sep.	1973	4	22	0	1	0	1	NA	27	8	1	0	3	6	NA
Oct.-Dec.	1973	5	13	1	0	1	1	NA	25	7	1	1	10	12	NA
Jan.-Mar.	1974	15	10	0	0	0	6	NA	22	4	3	2	23	6	NA
Apr.-Jun.	1974	15	12	0	0	1	3	NA	26	6	2	1	14	6	NA
Jul.-Sep.	1974	4	15	0	1	0	0	NA	41	8	1	1	4	6	NA
Oct.-Dec.	1974	4	9	0	0	0	1	NA	45	13	4	1	6	8	NA
Jan.-Mar.	1975	38	6	0	0	0	1	NA	27	1	6	4	3	7	NA
Apr.-Jun.	1975	22	11	0	0	0	2	NA	28	4	5	3	3	9	NA
Jul.-Sep.	1975	9	19	0	0	0	3	NA	32	3	3	2	6	11	NA
Oct.-Dec.	1975	8	14	0	1	2	7	NA	27	4	5	2	3	9	NA
Jan.-Mar.	1976	12	18	2	0	2	4	NA	25	2	1	1	1	8	NA
Apr.-Jun.	1976	11	19	1	1	3	2	NA	23	3	3	1	2	7	NA
Jul.-Sep.	1976	7	24	1	0	2	3	NA	29	2	2	1	1	6	NA
Oct.-Dec.	1976	12	20	1	1	1	3	NA	30	2	3	0	2	8	NA
Jan.-Mar.	1977	13	24	1	1	3	4	NA	23	2	6	1	3	7	NA
Apr.-Jun.	1977	11	26	1	1	1	9	NA	14	2	1	1	7	9	NA
Jul.-Sep.	1977	6	30	1	1	1	8	NA	24	1	2	1	4	8	NA
Oct.-Dec.	1977	8	29	1	1	1	7	NA	24	2	2	1	2	9	NA
Jan.-Mar.	1978	8	21	0	1	1	2	0	16	1	2	1	2	6	0
Apr.-Jun.	1978	7	35	1	1	3	3	0	23	3	2	0	1	9	0
Jul.-Sep.	1978	6	34	1	1	2	2	0	28	3	2	1	1	11	0
Oct.-Dec.	1978	6	31	0	1	1	2	0	29	6	3	1	2	9	0
Jan.-Mar.	1979	6	32	0	2	1	4	0	28	6	2	1	6	8	0
Apr.-Jun.	1979	6	24	0	1	0	13	0	24	5	3	2	22	12	0
Jul.-Sep.	1979	16	17	0	1	1	10	0	27	7	4	2	19	11	1
Oct.-Dec.	1979	16	19	1	2	1	9	0	28	15	4	2	12	9	1
Jan.-Mar.	1980	18	20	1	2	1	12	0	26	14	4	2	16	10	0
Apr.-Jun.	1980	22	9	2	1	0	8	0	28	25	4	2	13	9	1
Jul.-Sep.	1980	23	15	3	1	0	6	0	28	11	6	2	6	12	1
Oct.-Dec.	1980	16	15	2	2	1	8	0	28	20	6	2	4	11	0
Jan.-Mar.	1981	23	12	2	1	0	5	0	32	25	5	3	6	9	0
Apr.-Jun.	1981	20	15	2	1	1	5	0	33	22	5	2	3	9	0
Jul.-Sep.	1981	16	17	3	1	1	4	0	30	27	5	1	3	9	0
Oct.-Dec.	1981	21	13	5	0	0	1	0	35	27	7	2	1	9	0
Jan.-Mar.	1982	33	8	3	1	0	2	0	32	28	10	4	2	8	0
Apr.-Jun.	1982	34	7	8	1	1	1	0	29	28	8	3	1	8	0
Jul.-Sep.	1982	27	8	6	1	1	2	0	30	29	9	4	1	8	0
Oct.-Dec.	1982	31	7	18	1	1	1	0	25	17	10	5	1	7	0
Jan.-Mar.	1983	24	7	31	2	1	2	0	24	13	9	3	0	5	0
Apr.-Jun.	1983	26	10	39	1	3	1	0	19	8	5	2	1	5	0
Jul.-Sep.	1983	26	13	30	3	3	1	1	18	8	6	2	0	4	0
Oct.-Dec.	1983	22	13	18	3	4	2	1	24	9	4	2	0	6	0
Jan.-Mar.	1984	23	17	19	3	7	1	1	17	7	3	1	0	4	0
Apr.-Jun.	1984	19	17	13	5	5	1	1	20	9	3	2	0	3	0
Jul.-Sep.	1984	21	19	13	5	5	1	1	20	10	3	2	0	3	0
Oct.-Dec.	1984	18	15	12	3	5	1	1	24	10	5	2	0	4	0
Jan.-Mar.	1985	27	15	22	2	5	1	1	21	7	5	2	0	4	0

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
Apr.-Jun.	1985	26	14	26	3	4	1	1	19	6	4	2	0	4	0
Jul.-Sep.	1985	24	12	38	1	3	1	1	17	5	3	1	0	3	0
Oct.-Dec.	1985	22	10	38	2	3	1	0	19	6	4	1	0	3	0
Jan.-Mar.	1986	22	9	51	1	3	0	1	13	4	4	1	0	3	0
Apr.-Jun.	1986	24	7	56	2	3	0	1	12	3	4	1	0	2	0
Jul.-Sep.	1986	23	7	57	2	3	0	1	12	3	3	1	0	2	0
Oct.-Dec.	1986	24	7	47	2	2	0	0	15	7	3	1	0	2	0
Jan.-Mar.	1987	26	7	37	2	2	0	0	15	5	4	2	0	2	0
Apr.-Jun.	1987	28	12	36	3	2	1	1	16	4	3	1	0	3	0
Jul.-Sep.	1987	32	12	33	3	2	1	0	16	4	3	1	1	4	0
Oct.-Dec.	1987	29	13	21	3	3	0	0	18	9	4	5	0	3	0
Jan.-Mar.	1988	31	11	20	3	3	1	0	19	6	4	2	0	3	0
Apr.-Jun.	1988	29	14	18	4	3	0	0	17	6	3	2	0	2	0
Jul.-Sep.	1988	31	14	15	5	4	0	0	17	7	3	2	0	3	0
Oct.-Dec.	1988	28	15	12	6	4	0	0	18	8	3	2	0	3	0
Jan.-Mar.	1989	28	15	14	6	4	1	1	17	9	3	1	0	3	0
Apr.-Jun.	1989	31	12	23	3	3	0	0	17	7	3	2	1	2	0
Jul.-Sep.	1989	33	13	18	3	3	0	0	20	6	3	2	0	3	0
Oct.-Dec.	1989	38	13	13	2	2	0	1	21	6	4	1	0	3	0
Jan.-Mar.	1990	48	9	11	2	2	0	1	20	5	4	2	0	3	0
Apr.-Jun.	1990	42	13	12	2	2	1	1	18	6	3	2	0	3	0
Jul.-Sep.	1990	36	14	9	2	1	2	1	18	8	4	4	5	3	0
Oct.-Dec.	1990	35	9	6	2	1	1	0	18	8	7	11	9	3	0
Jan.-Mar.	1991	42	6	12	1	1	1	1	14	4	10	9	3	3	0
Apr.-Jun.	1991	47	10	14	1	1	1	0	19	5	10	4	0	2	0
Jul.-Sep.	1991	46	8	16	1	2	0	0	18	5	9	6	0	2	0
Oct.-Dec.	1991	43	8	16	1	1	0	0	20	6	11	8	0	3	0
Jan.-Mar.	1992	45	5	24	1	1	0	0	17	3	11	11	0	2	0
Apr.-Jun.	1992	42	7	28	1	1	0	0	15	3	8	7	0	3	0
Jul.-Sep.	1992	39	7	25	1	2	0	0	19	4	9	9	0	2	0
Oct.-Dec.	1992	38	7	25	2	3	0	0	15	3	9	7	0	2	0
Jan.-Mar.	1993	37	7	26	1	5	0	1	15	4	8	6	0	2	0
Apr.-Jun.	1993	33	8	30	2	5	0	0	14	2	7	6	1	2	0
Jul.-Sep.	1993	35	7	30	1	3	1	1	16	3	8	5	0	2	0
Oct.-Dec.	1993	30	8	31	2	5	0	0	18	2	8	4	0	2	0
Jan.-Mar.	1994	33	9	34	2	8	0	1	14	2	5	2	0	2	0
Apr.-Jun.	1994	28	12	28	4	7	1	1	15	3	4	2	0	2	0
Jul.-Sep.	1994	27	14	25	4	7	1	0	18	5	4	2	0	2	0
Oct.-Dec.	1994	26	12	20	4	9	1	1	19	7	6	2	0	1	0
Jan.-Mar.	1995	27	13	16	5	9	0	1	20	9	5	2	0	2	0
Apr.-Jun.	1995	27	13	18	3	6	0	0	23	6	4	2	0	2	0
Jul.-Sep.	1995	27	12	22	1	7	0	1	21	4	6	3	0	1	0
Oct.-Dec.	1995	29	10	18	2	6	0	0	22	3	7	3	0	2	0
Jan.-Mar.	1996	28	10	22	1	5	0	1	22	3	7	3	0	2	0
Apr.-Jun.	1996	26	11	21	2	6	0	0	23	4	4	3	1	2	0
Jul.-Sep.	1996	27	13	21	3	7	0	1	20	4	4	2	0	2	0
Oct.-Dec.	1996	25	11	18	2	6	1	0	22	3	4	1	0	2	0
Jan.-Mar.	1997	23	11	20	2	12	0	0	22	3	5	1	0	2	0
Apr.-Jun.	1997	28	12	18	3	10	0	0	17	4	3	1	0	1	0
Jul.-Sep.	1997	24	9	21	2	9	0	0	17	3	2	1	0	2	0
Oct.-Dec.	1997	24	8	17	1	7	0	0	19	3	2	1	0	1	0
Jan.-Mar.	1998	27	6	24	1	8	0	1	16	2	1	1	0	1	0

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
Apr.-Jun.	1998	26	6	26	1	9	0	0	16	1	1	1	0	1	0
Jul.-Sep.	1998	26	5	25	0	8	0	1	14	2	2	1	0	2	0
Oct.-Dec.	1998	30	5	33	0	9	0	2	11	1	2	2	0	1	0
Jan.-Mar.	1999	30	6	30	1	10	0	0	12	2	2	1	0	1	0
Apr.-Jun.	1999	25	8	28	1	13	0	1	14	2	1	1	0	2	0
Jul.-Sep.	1999	22	7	23	2	13	0	1	13	3	2	1	0	2	0
Oct.-Dec.	1999	22	6	19	1	11	0	1	13	3	2	1	0	2	0
Jan.-Mar.	2000	24	6	15	3	13	1	1	14	5	1	0	4	2	0
Apr.-Jun.	2000	22	9	17	3	13	1	1	12	4	1	0	6	1	0
Jul.-Sep.	2000	25	7	15	1	13	1	1	12	5	1	1	5	1	0
Oct.-Dec.	2000	23	8	15	2	11	1	1	11	3	2	1	3	2	0
Jan.-Mar.	2001	32	5	23	1	5	0	1	10	3	5	4	3	1	0
Apr.-Jun.	2001	26	4	24	0	4	1	1	12	3	5	5	7	1	0
Jul.-Sep.	2001	34	3	24	0	5	1	0	11	3	7	5	3	2	0
Oct.-Dec.	2001	32	2	54	0	1	0	1	5	2	5	6	0	0	0
Jan.-Mar.	2002	36	1	46	1	3	0	0	7	3	6	4	1	1	0
Apr.-Jun.	2002	33	3	38	1	4	0	0	8	3	6	3	1	0	0
Jul.-Sep.	2002	36	2	45	1	3	0	0	7	3	5	4	0	1	0
Oct.-Dec.	2002	29	2	49	1	2	0	0	6	3	6	4	1	0	0
Jan.-Mar.	2003	34	2	44	1	2	1	0	8	3	6	7	5	1	0
Apr.-Jun.	2003	37	3	46	1	2	0	0	6	2	5	5	2	1	0
Jul.-Sep.	2003	36	3	47	0	3	0	1	9	3	5	4	1	0	0
Oct.-Dec.	2003	38	3	43	1	3	0	0	9	2	4	2	1	1	0
Jan.-Mar.	2004	33	3	39	1	4	1	1	9	3	4	3	2	1	0
Apr.-Jun.	2004	31	4	34	2	5	3	1	10	4	3	3	10	3	0
Jul.-Sep.	2004	35	4	33	2	4	1	0	10	5	4	2	7	2	0
Oct.-Dec.	2004	33	6	30	2	5	2	0	10	4	3	3	5	1	0
Jan.-Mar.	2005	34	5	26	3	5	2	0	11	4	4	2	5	3	0
Apr.-Jun.	2005	34	6	21	2	3	6	0	10	3	3	2	14	6	0
Jul.-Sep.	2005	49	4	14	1	3	4	0	10	2	3	2	12	3	0
Oct.-Dec.	2005	41	3	13	1	2	7	0	11	3	5	2	16	7	0
Jan.-Mar.	2006	39	4	13	1	3	5	0	11	4	5	1	9	6	0
Apr.-Jun.	2006	34	4	11	2	3	9	0	10	3	4	2	18	9	0
Jul.-Sep.	2006	40	4	12	2	2	7	0	11	5	4	2	15	6	0
Oct.-Dec.	2006	41	4	14	1	3	4	0	11	5	6	1	7	5	0
Jan.-Mar.	2007	41	4	14	1	3	4	0	11	4	6	2	6	5	0
Apr.-Jun.	2007	36	4	14	1	2	7	0	12	4	4	2	14	7	0
Jul.-Sep.	2007	37	3	16	1	3	5	1	10	4	7	3	10	6	0
Oct.-Dec.	2007	34	3	13	0	2	4	0	13	7	9	3	9	4	0
Jan.-Mar.	2008	35	3	14	0	1	5	0	9	5	13	5	10	6	0
Apr.-Jun.	2008	33	2	10	0	0	9	0	9	5	15	6	20	9	0
Jul.-Sep.	2008	39	2	8	0	1	9	0	9	4	15	6	18	12	0
Oct.-Dec.	2008	48	1	9	0	1	2	0	9	12	16	10	6	7	0
Jan.-Mar.	2009	58	0	12	0	1	1	0	7	8	13	11	2	4	0
Apr.-Jun.	2009	60	1	15	0	1	1	0	6	4	12	8	2	3	0
Jul.-Sep.	2009	55	2	9	0	1	3	0	6	5	12	8	3	4	0
Oct.-Dec.	2009	52	2	14	0	1	3	0	9	6	12	10	2	4	0
Jan.-Mar.	2010	50	2	16	0	2	3	0	8	7	13	8	2	5	0
Apr.-Jun.	2010	56	2	21	1	2	3	0	8	5	11	6	2	3	0
Jul.-Sep.	2010	50	2	21	0	2	4	0	10	5	15	9	1	4	0
Oct.-Dec.	2010	48	2	21	1	3	3	0	10	6	16	8	1	3	0
Jan.-Mar.	2011	42	4	17	0	3	5	0	12	6	14	7	5	3	0

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
Apr.-Jun.	2011	39	4	16	0	2	9	0	12	5	13	6	8	5	2
Jul.-Sep.	2011	36	2	17	1	2	4	0	13	7	18	10	4	4	0
Oct.-Dec.	2011	37	2	21	0	3	4	0	12	7	18	10	2	3	0
Jan.-Mar.	2012	36	3	21	0	5	5	1	14	5	15	8	4	3	0
Apr.-Jun.	2012	38	2	23	0	5	7	0	11	5	15	6	4	4	0
Jul.-Sep.	2012	38	4	25	0	5	5	0	13	5	12	7	3	2	0
Oct.-Dec.	2012	33	3	23	1	6	6	0	13	5	13	8	3	3	0
Jan.-Mar.	2013	34	4	22	0	5	5	1	15	5	12	6	3	3	0
Apr.-Jun.	2013	30	5	27	1	9	5	0	12	4	11	5	2	3	0
Jul.-Sep.	2013	31	5	26	2	7	4	0	13	5	9	6	2	3	0
Oct.-Dec.	2013	27	5	22	2	8	4	1	12	6	11	9	1	2	0
Jan.-Mar.	2014	31	5	24	2	8	5	0	12	5	10	6	1	2	0
Apr.-Jun.	2014	29	6	20	1	9	5	0	15	5	9	5	2	5	0
Jul.-Sep.	2014	29	6	24	1	9	3	0	14	5	9	4	1	6	0
Oct.-Dec.	2014	32	5	24	1	10	5	1	12	4	7	5	1	4	0
Jan.-Mar.	2015	30	5	25	2	13	4	1	13	4	7	3	1	3	0
Apr.-Jun.	2015	25	5	25	2	12	4	0	14	3	6	4	1	4	0
Jul.-Sep.	2015	27	4	26	2	11	3	0	15	4	7	4	1	4	0
Oct.-Dec.	2015	28	4	27	2	9	3	1	14	5	7	4	1	4	0
Jan.-Mar.	2016	27	5	26	3	10	3	1	11	4	6	5	1	3	0
Apr.-Jun.	2016	27	6	27	3	11	3	1	13	4	5	4	1	4	0
Jul.-Sep.	2016	25	5	28	1	10	2	1	15	4	6	5	0	3	0
Oct.-Dec.	2016	24	4	23	3	11	2	1	13	5	6	5	1	3	0
Jan.-Mar.	2017	24	8	19	4	16	2	1	12	4	4	5	1	3	0
Apr.-Jun.	2017	27	6	20	3	13	3	1	15	4	4	4	0	2	0
Jul.-Sep.	2017	26	5	20	2	13	3	1	16	4	5	4	1	4	0
Oct.-Dec.	2017	28	5	20	3	15	3	1	13	4	4	4	1	3	0
Jan.-Mar.	2018	24	8	18	4	15	1	1	16	5	3	4	1	3	0
Apr.-Jun.	2018	23	8	17	5	15	2	1	17	5	4	4	2	3	0
Jul.-Sep.	2018	19	10	13	3	15	1	1	20	6	4	3	1	3	0
Oct.-Dec.	2018	21	8	12	3	15	1	1	22	6	4	3	1	3	0
Jan.-Mar.	2019	24	6	15	2	14	1	1	18	7	4	5	1	4	0
Apr.-Jun.	2019	22	7	15	2	18	1	1	20	4	4	4	1	4	0
Jul.-Sep.	2019	25	6	17	0	17	1	1	21	5	4	5	1	4	0
Oct.-Dec.	2019	26	6	19	0	17	1	1	20	4	3	4	1	3	0
Jan.-Mar.	2020	24	5	20	0	17	2	1	18	3	4	5	1	4	1
Apr.-Jun.	2020	48	1	24	0	4	0	1	7	5	13	18	0	1	1
Jul.-Sep.	2020	40	2	24	0	5	0	2	10	4	11	16	0	1	2
Oct.-Dec.	2020	34	1	23	0	6	1	2	10	4	14	13	0	1	3
Jan.-Mar.	2021	28	4	19	1	8	1	2	16	4	11	14	1	2	2
Apr.-Jun.	2021	20	4	16	1	9	1	2	28	4	7	7	2	3	15
Jul.-Sep.	2021	13	2	8	0	6	1	4	43	2	6	5	1	2	31
Oct.-Dec.	2021	12	3	5	0	3	1	3	49	4	6	3	2	3	40
Jan.-Mar.	2022	8	5	3	1	3	1	3	58	5	5	4	3	3	41
Apr.-Jun.	2022	8	3	2	1	3	1	3	59	10	4	3	6	3	37
Jul.-Sep.	2022	9	3	1	1	2	1	4	56	16	7	4	5	3	28
Oct.-Dec.	2022	11	3	1	1	2	1	6	51	23	7	5	3	3	22
Jan.-Mar.	2023	16	5	3	1	3	1	6	46	24	8	5	2	2	12
Apr.-Jun.	2023	13	4	2	1	3	0	7	46	25	9	4	2	3	10
Jul.-Sep.	2023	14	5	3	1	3	1	6	46	25	8	3	1	2	9
Oct.-Dec.	2023	14	4	3	1	2	0	4	47	31	7	3	1	3	8
Jan.-Mar.	2024	17	5	6	0	4	1	7	43	23	7	3	1	4	3

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
Apr.-Jun.	2024	13	4	3	1	2	0	3	42	28	5	2	1	3	2
Jul.-Sep.	2024	12	2	4	0	1	0	4	40	25	4	2	0	3	3
Oct.-Dec.	2024	12	5	4	0	1	0	2	38	22	4	2	1	2	2
Jan.-Mar.	2025	8	9	3	0	1	0	2	37	18	3	3	0	3	1
Apr.-Jun.	2025	5	8	1	0	0	0	1	35	11	2	5	0	2	1
Jul.-Sep.	2025	6	7	2	0	1	0	1	37	14	4	4	0	2	1
Oct.-Dec.	2025	7	5	3	0	0	0	1	40	13	6	5	0	3	1
Jan.-Mar.	2026	8	4	4	0	1	0	2	42	14	6	5	1	4	1
Apr.-Jun.	2026	6	4	2	0	0	1	1	44	14	7	6	5	4	2