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						
Year	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
1961	42	0	0	0	1	1	NA	11	0	3	2	0	1	NA
1962	22	9	1	0	5	1	NA	10	0	2	0	0	1	NA
1963	19	10	1	0	4	0	NA	9	0	2	0	0	1	NA
1964	15	8	1	0	6	0	NA	9	0	1	1	0	1	NA
1965	17	9	1	0	6	0	NA	9	0	1	0	0	1	NA
1966	4	5	0	0	1	0	NA	5	1	0	0	0	1	NA
1967	3	3	0	0	1	0	NA	2	1	0	0	0	1	NA
1968	8	23	1	0	6	0	NA	14	3	1	1	0	3	NA
1969	10	19	2	0	4	0	NA	20	10	1	1	0	4	NA
1970	18	11	1	1	1	0	NA	25	15	3	2	0	5	NA
1971	18	16	2	1	1	0	NA	21	6	3	2	0	5	NA
1972	13	23	2	1	1	1	NA	19	2	1	1	0	5	NA
1973	5	20	0	0	1	1	NA	22	5	2	1	6	8	NA
1974	9	11	0	0	0	3	NA	34	8	3	1	11	7	NA
1975	19	13	0	0	1	3	NA	29	3	5	3	4	9	NA
1976	11	20	1	1	2	3	NA	26	2	2	1	2	7	NA
1977	9	27	1	1	2	7	NA	21	2	3	1	4	8	NA
1978	7	31	0	1	2	2	0	24	3	2	1	1	9	0
1979	11	23	0	1	1	9	0	27	8	3	2	15	10	0
1980	20	15	2	1	1	9	0	28	17	5	2	10	10	0
1981	20	14	3	1	1	4	0	33	26	6	2	4	9	0
1982	31	8	9	1	1	1	0	29	25	9	4	1	8	0
1983	24	11	30	2	3	2	0	21	9	6	2	0	5	0
1984	20	17	15	4	5	1	1	20	9	3	2	0	4	0
1985	25	12	31	2	4	1	1	19	6	4	1	0	3	0
1986	23	8	53	2	3	0	1	13	4	3	1	0	2	0
1987	29	11	32	3	2	0	0	16	5	3	2	0	3	0
1988	30	13	16	4	4	0	0	18	7	3	2	0	3	0
1989	33	13	17	3	3	0	0	19	7	3	2	0	3	0
1990	40	11	10	2	1	1	1	19	7	4	5	3	3	0
1991	44	8	14	1	1	0	0	18	5	10	7	1	2	0
1992	41	6	25	1	2	0	0	17	3	9	9	0	2	0
1993	34	7	30	1	5	0	0	16	3	8	5	0	2	0
1994	28	12	27	4	8	1	1	17	4	5	2	0	1	0
1995	28	12	19	3	7	0	0	21	6	6	2	0	2	0
1996	27	11	21	2	6	0	0	22	3	5	2	0	2	0
1997	25	10	19	2	9	0	0	19	3	3	1	0	2	0
1998	28	5	27	1	8	0	1	14	2	1	1	0	1	0
1999	25	7	25	1	12	0	1	13	2	2	1	0	2	0
2000	24	7	16	2	13	1	1	12	4	1	1	4	1	0
2001	31	3	31	0	4	1	1	9	3	5	5	3	1	0
2002	34	2	45	1	3	0	0	7	3	6	4	1	1	0
2003	36	3	45	1	3	0	0	8	2	5	4	2	1	0
2004	33	4	34	2	4	2	0	9	4	4	3	6	2	0
2005	40	5	18	2	3	5	0	11	3	4	2	12	5	0
2006	39	4	12	1	3	7	0	11	4	5	2	12	7	0
2007	37	4	14	1	2	5	0	12	5	7	2	10	6	0
2008	39	2	10	0	1	6	0	9	7	15	7	14	9	0
2009	56	1	12	0	1	2	0	7	6	12	9	2	4	0
2010	51	2	20	0	2	3	0	9	6	14	8	2	4	0
2011	38	3	18	0	2	6	0	12	6	16	8	5	4	1
2012	36	3	23	0	5	6	0	13	5	14	7	4	3	0
2013	30	5	25	1	7	4	0	13	5	11	6	2	3	0
2014	30	5	23	1	9	4	0	13	5	9	5	1	4	0
2015	27	5	26	2	11	3	0	14	4	7	4	1	4	0
2016	26	5	26	2	11	2	1	13	4	6	5	1	3	0
2017	26	6	20	3	14	3	1	14	4	4	4	1	3	0
2018	22	9	15	4	15	1	1	19	5	4	3	1	3	0

TABLE 38

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	GOOD TIME TO BUY							BAD TIME TO BUY						
Year	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
2019	24	6	16	1	16	1	1	20	5	4	4	1	4	0
2020	36	2	23	0	8	1	1	12	4	10	13	0	2	2
2021	18	3	12	1	7	1	3	34	4	8	7	2	2	22
2022	9	4	2	1	2	1	4	56	13	6	4	4	3	32
2023	16	5	3	1	3	1	7	45	24	8	4	2	2	12