

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.

| 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. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select; Quality |
| May | 1954 | 13 | 3 | 2 | 0 | NA | 0 | 25 | 0 | 3 | 2 | 0 | 0 |
| May | 1955 | 20 | 9 | 1 | 0 | NA | 0 | 13 | 0 | 1 | 1 | 0 | 0 |
| November | 1955 | 17 | 6 | 1 | 0 | NA | 0 | 11 | 0 | 1 | 0 | 0 | 0 |
| May | 1956 | 26 | 5 | 0 | 0 | NA | 0 | 9 | 0 | 1 | 1 | 0 | 0 |
| August | 1956 | 17 | 11 | 0 | 0 | NA | 0 | 7 | 0 | 1 | 0 | 0 | 0 |
| November | 1956 | 10 | 11 | 0 | 0 | NA | 0 | 19 | 0 | 1 | 0 | 0 | 0 |
| May | 1957 | 10 | 7 | 0 | 0 | NA | 0 | 15 | 0 | 1 | 0 | 0 | 0 |
| November | 1957 | 12 | 6 | 0 | 0 | NA | 0 | 15 | 0 | 1 | 0 | 0 | 0 |
| May | 1958 | 26 | 3 | 0 | 0 | NA | 0 | 16 | 0 | 3 | 2 | 0 | 0 |
| November | 1958 | 14 | 7 | 0 | 0 | NA | 0 | 21 | 0 | 2 | 1 | 0 | 0 |
| May | 1959 | 8 | 11 | 1 | 0 | NA | 2 | 18 | 0 | 1 | 1 | 0 | 0 |
| November | 1959 | 8 | 10 | 1 | 0 | NA | 1 | 15 | 0 | 2 | 1 | 0 | 0 |
| February | 1960 | 16 | 13 | 1 | 0 | NA | 2 | 14 | 0 | 1 | 1 | 0 | 1 |
| May | 1960 | 13 | 7 | 0 | 0 | NA | 1 | 12 | 0 | 1 | 1 | 0 | 1 |
| February | 1961 | 37 | 5 | 0 | 0 | 1 | 1 | 11 | 0 | 3 | 2 | 0 | 1 |
| May | 1961 | 22 | 8 | 0 | 0 | NA | 0 | 9 | 0 | 3 | 1 | 0 | 1 |
| November | 1961 | 13 | 8 | 0 | 0 | NA | 0 | 9 | 0 | 2 | 0 | 0 | 1 |
| February | 1962 | 22 | 9 | 1 | 0 | 5 | 1 | 10 | 0 | 2 | 0 | 0 | 1 |
| August | 1962 | 16 | 5 | 1 | 0 | NA | 0 | 9 | 0 | 2 | 1 | 0 | 2 |
| November | 1962 | 14 | 6 | 1 | 0 | NA | 0 | 8 | 0 | 2 | 1 | 0 | 1 |
| February | 1963 | 19 | 10 | 1 | 0 | 4 | 0 | 9 | 0 | 2 | 0 | 0 | 1 |
| May | 1963 | 13 | 16 | 1 | 0 | NA | 0 | 8 | 0 | 1 | 1 | 0 | 1 |
| August | 1963 | 12 | 7 | 1 | 0 | NA | 0 | 8 | 0 | 1 | 1 | 0 | 1 |
| February | 1965 | 17 | 9 | 1 | 0 | 6 | 0 | 9 | 0 | 1 | 0 | 0 | 1 |
| November | 1965 | 20 | 12 | 2 | 0 | NA | 0 | 9 | 0 | 1 | 0 | 0 | 1 |
| August | 1966 | 12 | 16 | 1 | 0 | 4 | 0 | 15 | 4 | 1 | 0 | 0 | 2 |
| May | 1967 | 17 | 15 | 1 | 0 | 8 | 0 | 13 | 5 | 2 | 1 | 0 | 3 |
| February | 1968 | 10 | 22 | 2 | 0 | 7 | 0 | 15 | 3 | 2 | 1 | 0 | 3 |
| May | 1968 | 8 | 31 | 2 | 0 | 7 | 0 | 11 | 4 | 2 | 1 | 0 | 3 |
| August | 1968 | 6 | 26 | 1 | 0 | 5 | 0 | 17 | 3 | 1 | 0 | 0 | 2 |
| November | 1968 | 5 | 20 | 1 | 0 | 5 | 0 | 16 | 3 | 0 | 2 | 0 | 3 |
| February | 1969 | 13 | 21 | 1 | 1 | 5 | 0 | 16 | 8 | 1 | 1 | 0 | 3 |
| May | 1969 | 13 | 22 | 3 | 0 | 4 | 0 | 18 | 10 | 1 | 1 | 0 | 6 |
| August | 1969 | 9 | 19 | 2 | 0 | 4 | 0 | 24 | 12 | 1 | 1 | 0 | 4 |
| November | 1969 | 6 | 19 | 1 | 0 | 1 | 0 | 30 | 12 | 1 | 1 | 0 | 6 |
| February | 1970 | 25 | 10 | 1 | 0 | 1 | 0 | 24 | 16 | 3 | 2 | 0 | 4 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|-----------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| May | 1970 | 24 | 9 | 1 | 0 | 1 | 0 | 22 | 15 | 4 | 1 | 0 | 5 |
| August | 1970 | 13 | 12 | 1 | 1 | 2 | 0 | 22 | 21 | 4 | 3 | 0 | 4 |
| November | 1970 | 10 | 15 | 0 | 0 | 1 | 0 | 34 | 10 | 3 | 2 | 0 | 6 |
| February | 1971 | 15 | 16 | 1 | 0 | 1 | 0 | 29 | 9 | 4 | 3 | 0 | 5 |
| May | 1971 | 10 | 20 | 4 | 1 | 2 | 1 | 22 | 9 | 5 | 2 | 0 | 7 |
| August | 1971 | 28 | 14 | 1 | 0 | 1 | 0 | 18 | 3 | 3 | 2 | 0 | 4 |
| November | 1971 | 22 | 18 | 1 | 0 | 1 | 0 | 20 | 3 | 1 | 1 | 0 | 4 |
| February | 1972 | 16 | 25 | 3 | 1 | 1 | 0 | 18 | 3 | 1 | 1 | 0 | 4 |
| May | 1972 | 13 | 23 | 2 | 1 | 2 | 1 | 20 | 3 | 1 | 1 | 0 | 6 |
| August | 1972 | 13 | 29 | 1 | 1 | 2 | 0 | 19 | 1 | 1 | 1 | 0 | 7 |
| November | 1972 | 7 | 19 | 1 | 0 | 2 | 0 | 22 | 2 | 1 | 1 | 0 | 6 |
| February | 1973 | 7 | 25 | 1 | 1 | 2 | 0 | 18 | 3 | 1 | 1 | 0 | 8 |
| May | 1973 | 4 | 20 | 0 | 0 | 1 | 1 | 20 | 2 | 2 | 1 | 9 | 7 |
| August | 1973 | 4 | 22 | 0 | 1 | 0 | 1 | 27 | 8 | 1 | 0 | 3 | 6 |
| November | 1973 | 5 | 13 | 1 | 0 | 1 | 1 | 25 | 7 | 1 | 1 | 10 | 12 |
| February | 1974 | 15 | 10 | 0 | 0 | 0 | 6 | 22 | 4 | 3 | 2 | 23 | 6 |
| May | 1974 | 15 | 12 | 0 | 0 | 1 | 3 | 26 | 6 | 2 | 1 | 14 | 6 |
| August | 1974 | 4 | 15 | 0 | 1 | 0 | 0 | 41 | 8 | 1 | 1 | 4 | 6 |
| November | 1974 | 4 | 9 | 0 | 0 | 0 | 1 | 45 | 13 | 4 | 1 | 6 | 8 |
| February | 1975 | 38 | 6 | 0 | 0 | 0 | 1 | 27 | 1 | 6 | 4 | 3 | 7 |
| May | 1975 | 22 | 11 | 0 | 0 | 0 | 2 | 28 | 4 | 5 | 3 | 3 | 9 |
| August | 1975 | 9 | 19 | 0 | 0 | 0 | 3 | 32 | 3 | 3 | 2 | 6 | 11 |
| November | 1975 | 8 | 14 | 0 | 1 | 2 | 7 | 27 | 4 | 5 | 2 | 3 | 9 |
| February | 1976 | 12 | 18 | 2 | 0 | 2 | 4 | 25 | 2 | 1 | 1 | 1 | 8 |
| May | 1976 | 11 | 19 | 1 | 1 | 3 | 2 | 23 | 3 | 3 | 1 | 2 | 7 |
| August | 1976 | 7 | 24 | 1 | 0 | 2 | 3 | 29 | 2 | 2 | 1 | 1 | 6 |
| November | 1976 | 12 | 20 | 1 | 1 | 1 | 3 | 30 | 2 | 3 | 0 | 2 | 8 |
| February | 1977 | 13 | 24 | 1 | 1 | 3 | 4 | 23 | 2 | 6 | 1 | 3 | 7 |
| May | 1977 | 11 | 26 | 1 | 1 | 1 | 9 | 14 | 2 | 1 | 1 | 7 | 9 |
| August | 1977 | 6 | 30 | 1 | 1 | 1 | 8 | 24 | 1 | 2 | 1 | 4 | 8 |
| November | 1977 | 8 | 29 | 1 | 1 | 1 | 7 | 24 | 2 | 2 | 1 | 2 | 9 |
| February | 1978 | 10 | 25 | 0 | 1 | 1 | 3 | 22 | 1 | 2 | 2 | 3 | 7 |
| March | 1978 | 12 | 34 | 0 | 2 | 2 | 3 | 20 | 2 | 4 | 1 | 1 | 8 |
| April | 1978 | 7 | 36 | 1 | 1 | 3 | 3 | 22 | 2 | 3 | 0 | 2 | 10 |
| May | 1978 | 6 | 33 | 1 | 1 | 3 | 3 | 23 | 3 | 2 | 0 | 1 | 8 |
| June | 1978 | 7 | 39 | 1 | 1 | 4 | 3 | 24 | 4 | 1 | 1 | 1 | 11 |
| July | 1978 | 8 | 43 | 1 | 2 | 3 | 2 | 25 | 3 | 2 | 1 | 1 | 11 |
| August | 1978 | 5 | 28 | 1 | 1 | 2 | 2 | 32 | 5 | 2 | 1 | 1 | 11 |
| September | 1978 | 7 | 34 | 0 | 1 | 2 | 2 | 24 | 2 | 2 | 1 | 1 | 12 |
| October | 1978 | 4 | 38 | 0 | 2 | 1 | 3 | 24 | 3 | 3 | 1 | 1 | 10 |
| November | 1978 | 7 | 28 | 0 | 1 | 1 | 2 | 31 | 6 | 3 | 1 | 2 | 9 |
| December | 1978 | 4 | 31 | 1 | 1 | 1 | 2 | 28 | 6 | 1 | 2 | 3 | 7 |
| January | 1979 | 6 | 33 | 0 | 3 | 1 | 1 | 29 | 6 | 3 | 1 | 5 | 9 |
| February | 1979 | 7 | 29 | 0 | 1 | 1 | 4 | 30 | 6 | 2 | 1 | 3 | 8 |
| March | 1979 | 5 | 35 | 0 | 2 | 2 | 7 | 23 | 6 | 2 | 1 | 14 | 9 |
| April | 1979 | 5 | 30 | 1 | 2 | 1 | 12 | 21 | 5 | 3 | 3 | 19 | 10 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|-----------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| May | 1979 | 6 | 21 | 0 | 1 | 0 | 14 | 26 | 6 | 4 | 1 | 22 | 11 |
| June | 1979 | 7 | 21 | 0 | 1 | 0 | 12 | 25 | 4 | 2 | 1 | 26 | 13 |
| July | 1979 | 11 | 17 | 0 | 1 | 1 | 11 | 27 | 6 | 4 | 2 | 25 | 10 |
| August | 1979 | 17 | 14 | 0 | 1 | 1 | 11 | 27 | 7 | 4 | 2 | 18 | 11 |
| September | 1979 | 21 | 21 | 0 | 1 | 1 | 9 | 25 | 7 | 3 | 1 | 14 | 11 |
| October | 1979 | 16 | 23 | 0 | 2 | 1 | 8 | 27 | 8 | 3 | 1 | 13 | 10 |
| November | 1979 | 14 | 16 | 1 | 2 | 0 | 8 | 30 | 18 | 5 | 1 | 10 | 8 |
| December | 1979 | 20 | 20 | 1 | 1 | 1 | 10 | 27 | 18 | 4 | 3 | 13 | 8 |
| January | 1980 | 13 | 22 | 1 | 1 | 1 | 8 | 31 | 13 | 5 | 4 | 19 | 10 |
| February | 1980 | 21 | 19 | 1 | 2 | 1 | 14 | 22 | 14 | 3 | 1 | 13 | 10 |
| March | 1980 | 19 | 22 | 0 | 2 | 1 | 13 | 25 | 17 | 4 | 2 | 16 | 9 |
| April | 1980 | 15 | 10 | 2 | 1 | 0 | 12 | 32 | 24 | 4 | 2 | 16 | 8 |
| May | 1980 | 25 | 8 | 0 | 1 | 0 | 6 | 30 | 29 | 5 | 2 | 15 | 7 |
| June | 1980 | 27 | 9 | 2 | 1 | 0 | 5 | 24 | 22 | 4 | 3 | 9 | 10 |
| July | 1980 | 25 | 13 | 3 | 1 | 0 | 3 | 27 | 11 | 5 | 4 | 6 | 13 |
| August | 1980 | 24 | 12 | 3 | 1 | 0 | 7 | 27 | 11 | 8 | 1 | 5 | 13 |
| September | 1980 | 20 | 19 | 3 | 2 | 0 | 9 | 31 | 10 | 5 | 1 | 5 | 11 |
| October | 1980 | 17 | 17 | 2 | 2 | 1 | 12 | 23 | 14 | 7 | 2 | 4 | 13 |
| November | 1980 | 17 | 16 | 1 | 1 | 1 | 7 | 28 | 17 | 5 | 1 | 4 | 10 |
| December | 1980 | 13 | 12 | 2 | 2 | 0 | 5 | 31 | 30 | 7 | 2 | 5 | 12 |
| January | 1981 | 18 | 13 | 4 | 1 | 0 | 4 | 33 | 28 | 4 | 3 | 4 | 9 |
| February | 1981 | 22 | 12 | 2 | 1 | 0 | 4 | 31 | 27 | 5 | 2 | 8 | 9 |
| March | 1981 | 30 | 10 | 1 | 1 | 0 | 6 | 34 | 21 | 7 | 3 | 6 | 9 |
| April | 1981 | 25 | 19 | 1 | 1 | 1 | 4 | 31 | 22 | 6 | 2 | 5 | 8 |
| May | 1981 | 23 | 15 | 3 | 1 | 1 | 5 | 33 | 17 | 4 | 3 | 3 | 10 |
| June | 1981 | 14 | 12 | 1 | 1 | 0 | 5 | 34 | 28 | 6 | 1 | 2 | 9 |
| July | 1981 | 17 | 18 | 1 | 1 | 1 | 5 | 33 | 25 | 5 | 2 | 3 | 11 |
| August | 1981 | 19 | 18 | 4 | 1 | 1 | 4 | 26 | 26 | 4 | 1 | 4 | 8 |
| September | 1981 | 14 | 15 | 5 | 2 | 1 | 4 | 30 | 31 | 7 | 2 | 3 | 9 |
| October | 1981 | 20 | 14 | 4 | 0 | 0 | 2 | 36 | 29 | 5 | 2 | 1 | 8 |
| November | 1981 | 21 | 12 | 5 | 0 | 0 | 1 | 32 | 26 | 7 | 2 | 2 | 10 |
| December | 1981 | 22 | 12 | 5 | 1 | 1 | 1 | 37 | 27 | 10 | 3 | 2 | 9 |
| January | 1982 | 29 | 11 | 4 | 2 | 1 | 2 | 31 | 26 | 10 | 2 | 2 | 8 |
| February | 1982 | 33 | 6 | 2 | 0 | 0 | 2 | 33 | 28 | 7 | 4 | 2 | 9 |
| March | 1982 | 37 | 8 | 2 | 0 | 0 | 1 | 32 | 30 | 12 | 4 | 1 | 7 |
| April | 1982 | 36 | 7 | 7 | 0 | 1 | 2 | 28 | 29 | 9 | 4 | 1 | 8 |
| May | 1982 | 36 | 8 | 10 | 1 | 1 | 1 | 27 | 26 | 8 | 3 | 1 | 6 |
| June | 1982 | 32 | 6 | 6 | 1 | 0 | 1 | 33 | 27 | 8 | 3 | 2 | 10 |
| July | 1982 | 28 | 9 | 4 | 1 | 1 | 1 | 28 | 32 | 9 | 4 | 2 | 10 |
| August | 1982 | 26 | 7 | 5 | 1 | 1 | 2 | 32 | 30 | 9 | 3 | 1 | 7 |
| September | 1982 | 26 | 8 | 10 | 1 | 1 | 1 | 31 | 25 | 10 | 3 | 1 | 7 |
| October | 1982 | 29 | 7 | 10 | 1 | 1 | 1 | 26 | 19 | 11 | 3 | 0 | 7 |
| November | 1982 | 28 | 8 | 19 | 1 | 0 | 1 | 25 | 19 | 10 | 6 | 1 | 7 |
| December | 1982 | 35 | 6 | 26 | 1 | 1 | 1 | 23 | 14 | 8 | 5 | 1 | 7 |
| January | 1983 | 25 | 7 | 27 | 2 | 1 | 2 | 24 | 18 | 10 | 2 | 1 | 6 |
| February | 1983 | 24 | 8 | 34 | 1 | 2 | 1 | 26 | 10 | 9 | 3 | 0 | 5 |
| March | 1983 | 24 | 8 | 33 | 1 | 1 | 2 | 23 | 11 | 8 | 2 | 0 | 5 |
| April | 1983 | 28 | 8 | 38 | 2 | 3 | 2 | 19 | 11 | 5 | 2 | 0 | 5 |
| May | 1983 | 26 | 12 | 39 | 2 | 3 | 0 | 19 | 7 | 5 | 2 | 1 | 5 |
| June | 1983 | 23 | 11 | 39 | 1 | 4 | 1 | 20 | 6 | 5 | 2 | 1 | 6 |
| July | 1983 | 25 | 11 | 35 | 3 | 4 | 2 | 18 | 8 | 5 | 2 | 0 | 5 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|------------------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| August | 1983 | 25 | 12 | 30 | 3 | 3 | 1 | 16 | 6 | 7 | 2 | 1 | 4 |
| September | 1983 | 28 | 17 | 25 | 3 | 2 | 2 | 20 | 10 | 4 | 2 | 0 | 4 |
| October | 1983 | 22 | 17 | 16 | 3 | 3 | 2 | 25 | 8 | 6 | 3 | 0 | 6 |
| November | 1983 | 21 | 12 | 14 | 7 | 4 | 2 | 23 | 9 | 3 | 1 | 0 | 6 |
| December | 1983 | 21 | 12 | 20 | 2 | 4 | 2 | 24 | 9 | 4 | 2 | 0 | 5 |
| January | 1984 | 26 | 18 | 17 | 2 | 5 | 1 | 16 | 8 | 3 | 2 | 0 | 5 |
| February | 1984 | 22 | 16 | 20 | 3 | 4 | 2 | 18 | 8 | 3 | 0 | 0 | 4 |
| March | 1984 | 23 | 17 | 19 | 3 | 7 | 1 | 17 | 6 | 3 | 2 | 1 | 4 |
| April | 1984 | 16 | 17 | 19 | 3 | 9 | 1 | 22 | 10 | 3 | 2 | 0 | 6 |
| May | 1984 | 20 | 17 | 14 | 4 | 5 | 3 | 18 | 9 | 2 | 2 | 0 | 2 |
| June | 1984 | 21 | 18 | 12 | 6 | 5 | 1 | 20 | 8 | 3 | 2 | 0 | 2 |
| July | 1984 | 21 | 20 | 17 | 7 | 4 | 1 | 20 | 9 | 3 | 1 | 0 | 4 |
| August | 1984 | 19 | 17 | 12 | 5 | 6 | 2 | 19 | 12 | 4 | 2 | 1 | 4 |
| September | 1984 | 24 | 20 | 11 | 4 | 4 | 1 | 22 | 9 | 3 | 2 | 0 | 3 |
| October | 1984 | 18 | 17 | 10 | 4 | 5 | 2 | 23 | 8 | 4 | 2 | 0 | 3 |
| November | 1984 | 18 | 15 | 15 | 3 | 5 | 0 | 25 | 10 | 5 | 3 | 0 | 5 |
| December | 1984 | 18 | 14 | 13 | 3 | 6 | 2 | 24 | 12 | 5 | 2 | 0 | 4 |
| January | 1985 | 24 | 13 | 22 | 2 | 4 | 0 | 21 | 8 | 5 | 2 | 0 | 4 |
| February | 1985 | 26 | 14 | 23 | 1 | 5 | 1 | 21 | 8 | 4 | 1 | 0 | 4 |
| March | 1985 | 30 | 17 | 21 | 2 | 4 | 1 | 20 | 5 | 4 | 2 | 0 | 3 |
| April | 1985 | 28 | 14 | 22 | 3 | 3 | 1 | 21 | 5 | 4 | 1 | 0 | 4 |
| May | 1985 | 24 | 14 | 25 | 3 | 6 | 1 | 20 | 8 | 4 | 2 | 0 | 3 |
| June | 1985 | 26 | 13 | 32 | 3 | 4 | 1 | 17 | 4 | 4 | 2 | 0 | 4 |
| July | 1985 | 24 | 12 | 33 | 2 | 3 | 1 | 17 | 5 | 4 | 2 | 0 | 3 |
| August | 1985 | 24 | 14 | 35 | 1 | 3 | 1 | 18 | 5 | 3 | 1 | 0 | 4 |
| September | 1985 | 25 | 9 | 44 | 1 | 2 | 1 | 15 | 5 | 2 | 1 | 0 | 3 |
| October | 1985 | 23 | 10 | 40 | 1 | 3 | 1 | 19 | 6 | 5 | 1 | 0 | 3 |
| November | 1985 | 21 | 11 | 38 | 2 | 3 | 2 | 18 | 7 | 3 | 1 | 0 | 1 |
| December | 1985 | 24 | 8 | 36 | 2 | 2 | 1 | 20 | 6 | 3 | 1 | 0 | 4 |
| January | 1986 | 23 | 9 | 50 | 1 | 2 | 0 | 13 | 3 | 4 | 1 | 0 | 4 |
| February | 1986 | 22 | 9 | 52 | 2 | 4 | 1 | 13 | 4 | 4 | 1 | 0 | 2 |
| March | 1986 | 22 | 9 | 52 | 2 | 3 | 0 | 13 | 3 | 4 | 1 | 0 | 3 |
| April | 1986 | 22 | 7 | 52 | 2 | 3 | 1 | 14 | 3 | 4 | 2 | 0 | 2 |
| May | 1986 | 28 | 6 | 57 | 1 | 4 | 0 | 10 | 3 | 5 | 2 | 0 | 2 |
| June | 1986 | 23 | 8 | 59 | 3 | 3 | 0 | 11 | 3 | 3 | 1 | 0 | 2 |
| July | 1986 | 23 | 8 | 52 | 2 | 5 | 1 | 14 | 3 | 4 | 1 | 0 | 3 |
| August | 1986 | 23 | 9 | 51 | 1 | 2 | 0 | 12 | 3 | 3 | 2 | 0 | 1 |
| September | 1986 | 25 | 6 | 70 | 3 | 2 | 0 | 11 | 4 | 2 | 0 | 0 | 1 |
| October | 1986 | 22 | 5 | 55 | 3 | 2 | 0 | 12 | 8 | 2 | 0 | 0 | 1 |
| November | 1986 | 26 | 7 | 42 | 2 | 2 | 0 | 17 | 9 | 3 | 1 | 0 | 2 |
| December | 1986 | 23 | 9 | 43 | 1 | 1 | 0 | 15 | 4 | 3 | 1 | 0 | 2 |
| January | 1987 | 21 | 8 | 32 | 2 | 2 | 1 | 17 | 6 | 5 | 1 | 0 | 2 |
| February | 1987 | 29 | 8 | 36 | 1 | 2 | 0 | 13 | 4 | 3 | 3 | 0 | 2 |
| March | 1987 | 29 | 6 | 43 | 1 | 1 | 0 | 15 | 4 | 3 | 2 | 0 | 2 |
| April | 1987 | 28 | 9 | 37 | 4 | 3 | 1 | 15 | 2 | 3 | 1 | 0 | 3 |
| May | 1987 | 27 | 13 | 37 | 3 | 2 | 0 | 15 | 6 | 3 | 1 | 0 | 3 |
| June | 1987 | 28 | 15 | 35 | 3 | 0 | 1 | 16 | 5 | 3 | 1 | 0 | 2 |
| July | 1987 | 32 | 10 | 27 | 3 | 3 | 1 | 15 | 5 | 3 | 1 | 1 | 3 |
| August | 1987 | 36 | 10 | 35 | 3 | 2 | 0 | 15 | 5 | 3 | 0 | 1 | 5 |
| September | 1987 | 29 | 15 | 36 | 4 | 2 | 0 | 16 | 4 | 3 | 2 | 1 | 4 |
| October | 1987 | 26 | 14 | 22 | 5 | 4 | 0 | 19 | 7 | 3 | 3 | 0 | 2 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|--|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|------------------------|-------------------|---------------------------|---------------------|----------------------------|----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| November 1987 | | 31 | 10 | 21 | 3 | 2 | 0 | 17 | 10 | 4 | 8 | 0 | 2 |
| December 1987 | | 31 | 14 | 21 | 2 | 2 | 0 | 17 | 9 | 4 | 4 | 0 | 4 |
| January 1988 | | 32 | 11 | 20 | 4 | 3 | 1 | 17 | 5 | 4 | 3 | 0 | 4 |
| February 1988 | | 30 | 10 | 20 | 2 | 3 | 1 | 20 | 8 | 4 | 2 | 0 | 3 |
| March 1988 | | 32 | 11 | 20 | 4 | 4 | 1 | 21 | 6 | 3 | 1 | 1 | 3 |
| April 1988 | | 30 | 12 | 21 | 3 | 3 | 1 | 15 | 6 | 5 | 2 | 0 | 2 |
| May 1988 | | 29 | 14 | 17 | 5 | 4 | 0 | 17 | 6 | 3 | 2 | 0 | 2 |
| June 1988 | | 30 | 14 | 16 | 4 | 3 | 1 | 18 | 4 | 1 | 2 | 0 | 3 |
| July 1988 | | 33 | 13 | 14 | 3 | 5 | 0 | 16 | 6 | 3 | 2 | 0 | 3 |
| August 1988 | | 30 | 15 | 16 | 6 | 4 | 0 | 18 | 6 | 4 | 2 | 0 | 2 |
| September 1988 | | 31 | 14 | 14 | 6 | 4 | 0 | 17 | 9 | 2 | 2 | 0 | 3 |
| October 1988 | | 31 | 13 | 12 | 7 | 4 | 0 | 19 | 8 | 3 | 1 | 0 | 5 |
| November 1988 | | 27 | 15 | 14 | 4 | 4 | 0 | 17 | 7 | 2 | 2 | 0 | 3 |
| December 1988 | | 26 | 17 | 11 | 7 | 4 | 0 | 18 | 9 | 4 | 3 | 0 | 2 |
| January 1989 | | 28 | 18 | 11 | 6 | 5 | 1 | 17 | 7 | 2 | 1 | 0 | 4 |
| February 1989 | | 30 | 14 | 15 | 6 | 4 | 1 | 17 | 6 | 4 | 1 | 0 | 3 |
| March 1989 | | 27 | 12 | 15 | 5 | 3 | 0 | 18 | 13 | 2 | 2 | 1 | 3 |
| April 1989 | | 32 | 12 | 25 | 4 | 3 | 0 | 16 | 9 | 3 | 3 | 1 | 2 |
| May 1989 | | 29 | 14 | 23 | 4 | 3 | 0 | 16 | 6 | 4 | 2 | 1 | 3 |
| June 1989 | | 33 | 11 | 21 | 2 | 2 | 1 | 18 | 7 | 3 | 1 | 2 | 2 |
| July 1989 | | 32 | 15 | 19 | 2 | 3 | 0 | 18 | 4 | 2 | 1 | 0 | 3 |
| August 1989 | | 35 | 14 | 18 | 4 | 2 | 0 | 22 | 7 | 2 | 2 | 0 | 2 |
| September 1989 | | 32 | 10 | 18 | 2 | 4 | 1 | 19 | 6 | 5 | 1 | 0 | 3 |
| October 1989 | | 36 | 16 | 12 | 2 | 3 | 0 | 18 | 6 | 4 | 2 | 0 | 2 |
| November 1989 | | 41 | 11 | 15 | 2 | 2 | 0 | 23 | 5 | 4 | 1 | 0 | 3 |
| December 1989 | | 38 | 11 | 13 | 2 | 1 | 0 | 21 | 6 | 4 | 1 | 0 | 4 |
| January 1990 | | 48 | 10 | 11 | 2 | 2 | 0 | 17 | 5 | 2 | 2 | 0 | 3 |
| February 1990 | | 48 | 8 | 11 | 2 | 2 | 0 | 22 | 6 | 4 | 2 | 0 | 3 |
| March 1990 | | 48 | 10 | 11 | 1 | 2 | 1 | 21 | 4 | 4 | 2 | 0 | 4 |
| April 1990 | | 45 | 13 | 11 | 2 | 2 | 1 | 18 | 4 | 4 | 2 | 0 | 2 |
| May 1990 | | 41 | 12 | 12 | 2 | 1 | 1 | 17 | 7 | 2 | 2 | 0 | 3 |
| June 1990 | | 41 | 14 | 12 | 2 | 2 | 0 | 20 | 7 | 3 | 3 | 1 | 4 |
| July 1990 | | 41 | 13 | 10 | 2 | 2 | 0 | 16 | 7 | 5 | 1 | 0 | 3 |
| August 1990 | | 32 | 16 | 9 | 3 | 1 | 1 | 21 | 9 | 3 | 5 | 5 | 3 |
| September 1990 | | 34 | 13 | 9 | 3 | 1 | 4 | 17 | 7 | 4 | 5 | 10 | 3 |
| October 1990 | | 35 | 8 | 5 | 3 | 1 | 2 | 19 | 8 | 8 | 10 | 12 | 4 |
| November 1990 | | 34 | 13 | 5 | 2 | 1 | 1 | 19 | 10 | 6 | 10 | 7 | 4 |
| December 1990 | | 36 | 7 | 8 | 2 | 1 | 1 | 17 | 7 | 7 | 13 | 7 | 2 |
| January 1991 | | 36 | 7 | 9 | 2 | 2 | 1 | 15 | 6 | 11 | 12 | 5 | 2 |
| February 1991 | | 43 | 4 | 10 | 0 | 1 | 1 | 14 | 4 | 11 | 10 | 5 | 3 |
| March 1991 | | 48 | 8 | 16 | 1 | 2 | 1 | 14 | 3 | 9 | 4 | 1 | 3 |
| April 1991 | | 51 | 11 | 12 | 1 | 1 | 0 | 18 | 6 | 11 | 4 | 0 | 2 |
| May 1991 | | 46 | 8 | 16 | 1 | 1 | 1 | 19 | 6 | 10 | 4 | 0 | 2 |
| June 1991 | | 43 | 10 | 13 | 1 | 1 | 0 | 20 | 5 | 9 | 5 | 0 | 2 |
| July 1991 | | 50 | 7 | 17 | 0 | 2 | 0 | 15 | 6 | 6 | 7 | 1 | 1 |
| August 1991 | | 48 | 8 | 16 | 1 | 1 | 0 | 16 | 4 | 9 | 5 | 0 | 2 |
| September 1991 | | 39 | 9 | 16 | 0 | 2 | 0 | 23 | 5 | 10 | 5 | 0 | 1 |
| October 1991 | | 41 | 13 | 12 | 1 | 1 | 0 | 20 | 5 | 10 | 5 | 0 | 3 |
| November 1991 | | 46 | 5 | 19 | 1 | 1 | 1 | 21 | 5 | 11 | 10 | 0 | 3 |
| December 1991 | | 43 | 6 | 17 | 1 | 0 | 0 | 20 | 8 | 11 | 9 | 0 | 3 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|------------------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| January | 1992 | 46 | 3 | 24 | 0 | 1 | 1 | 16 | 4 | 13 | 11 | 0 | 2 |
| February | 1992 | 46 | 5 | 25 | 1 | 2 | 0 | 15 | 2 | 11 | 11 | 0 | 2 |
| March | 1992 | 44 | 6 | 24 | 1 | 2 | 0 | 21 | 2 | 10 | 11 | 1 | 2 |
| April | 1992 | 41 | 7 | 27 | 1 | 1 | 0 | 16 | 4 | 9 | 7 | 0 | 2 |
| May | 1992 | 41 | 7 | 28 | 2 | 2 | 0 | 14 | 2 | 9 | 7 | 1 | 3 |
| June | 1992 | 44 | 8 | 30 | 2 | 2 | 1 | 16 | 3 | 6 | 6 | 0 | 3 |
| July | 1992 | 38 | 6 | 22 | 1 | 2 | 0 | 20 | 4 | 10 | 7 | 0 | 2 |
| August | 1992 | 39 | 7 | 26 | 1 | 3 | 0 | 18 | 4 | 9 | 12 | 0 | 3 |
| September | 1992 | 40 | 7 | 27 | 1 | 2 | 0 | 19 | 3 | 9 | 9 | 0 | 1 |
| October | 1992 | 36 | 7 | 22 | 2 | 1 | 0 | 18 | 3 | 11 | 8 | 1 | 3 |
| November | 1992 | 35 | 9 | 27 | 2 | 3 | 0 | 14 | 4 | 8 | 7 | 0 | 1 |
| December | 1992 | 41 | 6 | 25 | 2 | 4 | 0 | 12 | 2 | 7 | 6 | 0 | 1 |
| January | 1993 | 43 | 5 | 25 | 1 | 5 | 0 | 15 | 4 | 9 | 4 | 1 | 2 |
| February | 1993 | 36 | 4 | 26 | 1 | 5 | 0 | 15 | 5 | 7 | 8 | 0 | 2 |
| March | 1993 | 32 | 10 | 29 | 2 | 4 | 0 | 16 | 3 | 9 | 7 | 0 | 2 |
| April | 1993 | 34 | 7 | 30 | 2 | 5 | 0 | 16 | 2 | 7 | 5 | 0 | 2 |
| May | 1993 | 35 | 9 | 29 | 1 | 5 | 0 | 14 | 3 | 7 | 5 | 0 | 3 |
| June | 1993 | 30 | 8 | 31 | 3 | 7 | 1 | 13 | 2 | 8 | 7 | 1 | 1 |
| July | 1993 | 38 | 7 | 33 | 1 | 2 | 0 | 16 | 2 | 8 | 4 | 0 | 2 |
| August | 1993 | 33 | 8 | 26 | 1 | 5 | 0 | 17 | 3 | 8 | 6 | 0 | 2 |
| September | 1993 | 32 | 7 | 32 | 1 | 3 | 1 | 16 | 2 | 8 | 6 | 0 | 2 |
| October | 1993 | 29 | 10 | 27 | 2 | 5 | 1 | 22 | 3 | 9 | 4 | 0 | 2 |
| November | 1993 | 30 | 8 | 33 | 1 | 5 | 1 | 16 | 2 | 8 | 5 | 0 | 2 |
| December | 1993 | 32 | 6 | 34 | 1 | 7 | 0 | 17 | 1 | 6 | 4 | 0 | 2 |
| January | 1994 | 34 | 6 | 34 | 2 | 9 | 1 | 14 | 2 | 7 | 2 | 0 | 2 |
| February | 1994 | 35 | 8 | 37 | 1 | 7 | 0 | 12 | 3 | 3 | 2 | 0 | 1 |
| March | 1994 | 29 | 13 | 31 | 3 | 8 | 0 | 17 | 2 | 5 | 3 | 0 | 2 |
| April | 1994 | 29 | 14 | 31 | 3 | 7 | 0 | 15 | 2 | 6 | 2 | 0 | 1 |
| May | 1994 | 26 | 12 | 27 | 4 | 7 | 0 | 15 | 3 | 4 | 3 | 0 | 3 |
| June | 1994 | 27 | 10 | 27 | 3 | 8 | 1 | 15 | 5 | 3 | 2 | 1 | 1 |
| July | 1994 | 28 | 14 | 27 | 4 | 6 | 1 | 17 | 4 | 6 | 2 | 0 | 2 |
| August | 1994 | 27 | 13 | 24 | 4 | 7 | 0 | 17 | 7 | 2 | 1 | 0 | 2 |
| September | 1994 | 25 | 14 | 24 | 4 | 7 | 1 | 19 | 4 | 3 | 2 | 0 | 1 |
| October | 1994 | 28 | 13 | 23 | 3 | 9 | 1 | 21 | 6 | 5 | 3 | 0 | 2 |
| November | 1994 | 27 | 10 | 22 | 4 | 8 | 1 | 18 | 6 | 6 | 2 | 0 | 0 |
| December | 1994 | 22 | 12 | 16 | 7 | 9 | 1 | 18 | 9 | 6 | 1 | 0 | 2 |
| January | 1995 | 28 | 12 | 17 | 6 | 10 | 0 | 19 | 7 | 5 | 2 | 0 | 2 |
| February | 1995 | 23 | 13 | 15 | 4 | 8 | 0 | 21 | 11 | 6 | 2 | 0 | 2 |
| March | 1995 | 29 | 13 | 16 | 6 | 9 | 1 | 18 | 9 | 4 | 3 | 0 | 1 |
| April | 1995 | 23 | 12 | 17 | 4 | 8 | 0 | 25 | 9 | 5 | 2 | 0 | 4 |
| May | 1995 | 30 | 14 | 17 | 3 | 5 | 0 | 24 | 6 | 4 | 2 | 0 | 1 |
| June | 1995 | 29 | 13 | 19 | 3 | 5 | 0 | 21 | 5 | 4 | 2 | 0 | 1 |
| July | 1995 | 27 | 10 | 26 | 1 | 7 | 0 | 18 | 4 | 7 | 4 | 0 | 1 |
| August | 1995 | 27 | 12 | 21 | 2 | 7 | 0 | 23 | 4 | 6 | 2 | 0 | 2 |
| September | 1995 | 28 | 12 | 20 | 1 | 7 | 0 | 22 | 4 | 5 | 2 | 0 | 1 |
| October | 1995 | 33 | 9 | 16 | 1 | 4 | 0 | 23 | 2 | 8 | 4 | 0 | 2 |
| November | 1995 | 27 | 10 | 19 | 3 | 6 | 1 | 22 | 3 | 6 | 1 | 0 | 2 |
| December | 1995 | 28 | 12 | 20 | 1 | 8 | 0 | 20 | 3 | 7 | 3 | 0 | 2 |
| January | 1996 | 26 | 10 | 20 | 2 | 4 | 0 | 21 | 3 | 9 | 5 | 0 | 2 |
| February | 1996 | 31 | 10 | 22 | 1 | 5 | 0 | 24 | 3 | 6 | 2 | 0 | 2 |
| March | 1996 | 27 | 10 | 25 | 1 | 7 | 0 | 22 | 4 | 5 | 3 | 0 | 1 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|------------------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| April | 1996 | 24 | 11 | 22 | 1 | 5 | 0 | 25 | 3 | 4 | 4 | 0 | 2 |
| May | 1996 | 27 | 12 | 21 | 3 | 6 | 1 | 22 | 5 | 4 | 3 | 1 | 2 |
| June | 1996 | 26 | 11 | 19 | 2 | 8 | 0 | 21 | 3 | 3 | 3 | 1 | 3 |
| July | 1996 | 27 | 14 | 23 | 3 | 7 | 0 | 23 | 2 | 4 | 1 | 1 | 1 |
| August | 1996 | 29 | 13 | 22 | 2 | 7 | 0 | 19 | 4 | 4 | 2 | 0 | 2 |
| September | 1996 | 26 | 13 | 18 | 4 | 7 | 0 | 20 | 4 | 5 | 2 | 0 | 2 |
| October | 1996 | 25 | 13 | 18 | 3 | 6 | 1 | 24 | 4 | 5 | 2 | 0 | 2 |
| November | 1996 | 28 | 10 | 19 | 2 | 6 | 0 | 21 | 4 | 4 | 0 | 0 | 2 |
| December | 1996 | 23 | 11 | 16 | 2 | 7 | 1 | 21 | 2 | 3 | 2 | 1 | 2 |
| January | 1997 | 26 | 11 | 16 | 2 | 13 | 0 | 19 | 3 | 4 | 1 | 0 | 2 |
| February | 1997 | 22 | 11 | 21 | 1 | 12 | 0 | 24 | 3 | 6 | 1 | 0 | 2 |
| March | 1997 | 23 | 12 | 22 | 2 | 9 | 0 | 23 | 4 | 5 | 1 | 0 | 3 |
| April | 1997 | 27 | 9 | 14 | 5 | 8 | 1 | 20 | 6 | 4 | 1 | 0 | 1 |
| May | 1997 | 30 | 13 | 19 | 2 | 11 | 0 | 17 | 3 | 3 | 1 | 0 | 0 |
| June | 1997 | 26 | 13 | 21 | 2 | 11 | 0 | 14 | 3 | 2 | 0 | 0 | 2 |
| July | 1997 | 22 | 7 | 20 | 2 | 10 | 0 | 20 | 5 | 1 | 1 | 0 | 2 |
| August | 1997 | 23 | 9 | 22 | 2 | 7 | 0 | 16 | 3 | 4 | 1 | 0 | 3 |
| September | 1997 | 27 | 10 | 21 | 1 | 9 | 0 | 17 | 2 | 2 | 1 | 0 | 2 |
| October | 1997 | 23 | 8 | 18 | 1 | 9 | 1 | 16 | 4 | 3 | 1 | 1 | 2 |
| November | 1997 | 24 | 8 | 17 | 1 | 7 | 0 | 21 | 1 | 1 | 0 | 0 | 2 |
| December | 1997 | 24 | 7 | 16 | 0 | 5 | 0 | 20 | 3 | 2 | 1 | 0 | 1 |
| January | 1998 | 27 | 5 | 23 | 1 | 6 | 0 | 16 | 1 | 2 | 1 | 0 | 1 |
| February | 1998 | 28 | 7 | 22 | 0 | 9 | 0 | 14 | 2 | 1 | 1 | 0 | 1 |
| March | 1998 | 27 | 5 | 28 | 1 | 9 | 0 | 17 | 1 | 2 | 0 | 0 | 2 |
| April | 1998 | 27 | 5 | 24 | 1 | 8 | 0 | 18 | 1 | 0 | 1 | 0 | 1 |
| May | 1998 | 27 | 6 | 26 | 0 | 9 | 0 | 17 | 2 | 1 | 0 | 0 | 1 |
| June | 1998 | 25 | 7 | 28 | 1 | 11 | 1 | 13 | 1 | 1 | 1 | 0 | 1 |
| July | 1998 | 25 | 5 | 26 | 1 | 6 | 0 | 15 | 1 | 3 | 0 | 0 | 1 |
| August | 1998 | 22 | 6 | 25 | 0 | 10 | 0 | 13 | 2 | 2 | 1 | 0 | 3 |
| September | 1998 | 31 | 4 | 24 | 0 | 8 | 0 | 14 | 2 | 1 | 2 | 0 | 1 |
| October | 1998 | 32 | 4 | 31 | 0 | 8 | 0 | 10 | 1 | 2 | 2 | 0 | 1 |
| November | 1998 | 29 | 4 | 36 | 1 | 8 | 0 | 10 | 1 | 1 | 1 | 0 | 2 |
| December | 1998 | 31 | 5 | 31 | 0 | 10 | 0 | 13 | 2 | 2 | 1 | 0 | 1 |
| January | 1999 | 29 | 6 | 31 | 1 | 8 | 0 | 10 | 1 | 2 | 1 | 0 | 0 |
| February | 1999 | 28 | 7 | 28 | 0 | 12 | 0 | 11 | 2 | 2 | 3 | 0 | 1 |
| March | 1999 | 34 | 6 | 30 | 0 | 10 | 0 | 14 | 2 | 1 | 1 | 0 | 2 |
| April | 1999 | 28 | 6 | 31 | 1 | 11 | 0 | 17 | 2 | 1 | 0 | 1 | 1 |
| May | 1999 | 22 | 10 | 30 | 0 | 15 | 0 | 13 | 1 | 2 | 1 | 1 | 1 |
| June | 1999 | 27 | 8 | 24 | 2 | 14 | 0 | 13 | 1 | 1 | 1 | 0 | 3 |
| July | 1999 | 24 | 6 | 27 | 2 | 12 | 0 | 12 | 2 | 1 | 1 | 0 | 2 |
| August | 1999 | 23 | 9 | 21 | 1 | 13 | 0 | 14 | 5 | 2 | 2 | 0 | 2 |
| September | 1999 | 20 | 6 | 20 | 2 | 13 | 0 | 13 | 2 | 3 | 1 | 0 | 3 |
| October | 1999 | 21 | 8 | 16 | 1 | 12 | 0 | 13 | 4 | 2 | 1 | 0 | 2 |
| November | 1999 | 26 | 5 | 20 | 1 | 11 | 0 | 13 | 3 | 3 | 1 | 1 | 2 |
| December | 1999 | 20 | 5 | 20 | 1 | 11 | 0 | 14 | 3 | 2 | 1 | 0 | 2 |
| January | 2000 | 26 | 6 | 15 | 2 | 10 | 1 | 15 | 5 | 1 | 1 | 0 | 2 |
| February | 2000 | 25 | 6 | 15 | 4 | 14 | 1 | 11 | 4 | 0 | 0 | 2 | 1 |
| March | 2000 | 21 | 6 | 16 | 3 | 15 | 1 | 17 | 5 | 2 | 0 | 9 | 2 |
| April | 2000 | 23 | 10 | 15 | 4 | 15 | 2 | 13 | 2 | 1 | 0 | 6 | 1 |
| May | 2000 | 22 | 9 | 20 | 3 | 13 | 1 | 11 | 6 | 1 | 0 | 4 | 1 |
| June | 2000 | 20 | 7 | 18 | 4 | 11 | 1 | 11 | 5 | 2 | 0 | 7 | 1 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|------------------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| July | 2000 | 27 | 6 | 15 | 1 | 13 | 1 | 12 | 4 | 1 | 0 | 9 | 1 |
| August | 2000 | 27 | 9 | 15 | 1 | 12 | 2 | 12 | 7 | 1 | 1 | 4 | 1 |
| September | 2000 | 22 | 5 | 16 | 2 | 14 | 0 | 12 | 3 | 1 | 1 | 4 | 1 |
| October | 2000 | 20 | 10 | 14 | 2 | 12 | 1 | 12 | 3 | 2 | 1 | 4 | 2 |
| November | 2000 | 25 | 7 | 16 | 2 | 13 | 1 | 9 | 3 | 2 | 1 | 4 | 1 |
| December | 2000 | 26 | 6 | 14 | 2 | 9 | 1 | 11 | 3 | 2 | 1 | 2 | 2 |
| January | 2001 | 30 | 3 | 17 | 2 | 5 | 0 | 9 | 4 | 5 | 3 | 4 | 1 |
| February | 2001 | 33 | 5 | 23 | 0 | 5 | 0 | 10 | 2 | 6 | 4 | 3 | 1 |
| March | 2001 | 33 | 5 | 27 | 1 | 3 | 0 | 11 | 3 | 5 | 3 | 2 | 2 |
| April | 2001 | 24 | 3 | 27 | 0 | 6 | 1 | 12 | 4 | 7 | 8 | 4 | 1 |
| May | 2001 | 28 | 4 | 26 | 0 | 4 | 1 | 10 | 2 | 3 | 4 | 9 | 1 |
| June | 2001 | 25 | 5 | 20 | 0 | 4 | 2 | 14 | 3 | 5 | 4 | 9 | 2 |
| July | 2001 | 37 | 4 | 28 | 0 | 5 | 0 | 11 | 3 | 6 | 3 | 3 | 2 |
| August | 2001 | 34 | 3 | 23 | 0 | 5 | 0 | 12 | 2 | 8 | 3 | 2 | 4 |
| September | 2001 | 30 | 3 | 21 | 0 | 5 | 1 | 9 | 3 | 7 | 10 | 3 | 1 |
| October | 2001 | 34 | 1 | 47 | 0 | 1 | 0 | 5 | 2 | 4 | 8 | 1 | 0 |
| November | 2001 | 33 | 1 | 59 | 0 | 1 | 0 | 5 | 2 | 5 | 6 | 1 | 0 |
| December | 2001 | 29 | 2 | 58 | 1 | 1 | 0 | 4 | 2 | 5 | 4 | 0 | 1 |
| January | 2002 | 36 | 1 | 53 | 0 | 1 | 0 | 5 | 3 | 5 | 4 | 0 | 1 |
| February | 2002 | 36 | 0 | 47 | 1 | 2 | 0 | 6 | 2 | 6 | 4 | 1 | 0 |
| March | 2002 | 35 | 2 | 39 | 1 | 5 | 0 | 8 | 2 | 6 | 3 | 1 | 1 |
| April | 2002 | 32 | 2 | 42 | 0 | 3 | 0 | 6 | 5 | 6 | 3 | 2 | 1 |
| May | 2002 | 34 | 3 | 39 | 1 | 5 | 0 | 10 | 1 | 5 | 3 | 1 | 1 |
| June | 2002 | 34 | 4 | 34 | 2 | 3 | 0 | 7 | 3 | 7 | 2 | 1 | 0 |
| July | 2002 | 41 | 3 | 43 | 1 | 3 | 0 | 7 | 4 | 5 | 4 | 0 | 0 |
| August | 2002 | 36 | 3 | 43 | 1 | 3 | 0 | 7 | 2 | 7 | 4 | 0 | 1 |
| September | 2002 | 33 | 2 | 49 | 0 | 4 | 0 | 7 | 2 | 4 | 4 | 1 | 1 |
| October | 2002 | 28 | 1 | 52 | 1 | 1 | 0 | 4 | 4 | 9 | 4 | 2 | 0 |
| November | 2002 | 28 | 2 | 50 | 1 | 1 | 0 | 7 | 3 | 4 | 6 | 1 | 0 |
| December | 2002 | 33 | 2 | 46 | 1 | 3 | 1 | 7 | 2 | 6 | 4 | 1 | 0 |
| January | 2003 | 37 | 2 | 43 | 1 | 3 | 1 | 7 | 2 | 8 | 6 | 2 | 0 |
| February | 2003 | 30 | 3 | 45 | 0 | 1 | 1 | 9 | 3 | 5 | 7 | 7 | 1 |
| March | 2003 | 34 | 1 | 43 | 0 | 2 | 1 | 7 | 3 | 6 | 7 | 8 | 1 |
| April | 2003 | 35 | 3 | 40 | 1 | 2 | 0 | 6 | 3 | 4 | 5 | 4 | 1 |
| May | 2003 | 38 | 3 | 50 | 0 | 2 | 1 | 5 | 1 | 5 | 5 | 2 | 2 |
| June | 2003 | 37 | 3 | 47 | 1 | 3 | 0 | 7 | 3 | 5 | 4 | 0 | 0 |
| July | 2003 | 37 | 2 | 50 | 0 | 2 | 0 | 6 | 2 | 5 | 5 | 1 | 0 |
| August | 2003 | 32 | 5 | 48 | 1 | 4 | 0 | 12 | 3 | 7 | 2 | 1 | 1 |
| September | 2003 | 38 | 3 | 42 | 0 | 2 | 1 | 9 | 4 | 4 | 4 | 2 | 0 |
| October | 2003 | 40 | 2 | 44 | 1 | 2 | 1 | 9 | 1 | 4 | 3 | 2 | 1 |
| November | 2003 | 38 | 2 | 44 | 1 | 3 | 0 | 7 | 2 | 4 | 2 | 1 | 1 |
| December | 2003 | 36 | 3 | 41 | 1 | 4 | 1 | 10 | 1 | 6 | 2 | 0 | 1 |
| January | 2004 | 36 | 2 | 40 | 1 | 6 | 1 | 8 | 3 | 4 | 2 | 1 | 1 |
| February | 2004 | 29 | 4 | 38 | 1 | 4 | 1 | 8 | 4 | 4 | 3 | 1 | 1 |
| March | 2004 | 35 | 3 | 38 | 1 | 3 | 0 | 9 | 3 | 3 | 3 | 4 | 1 |
| April | 2004 | 32 | 3 | 38 | 1 | 7 | 1 | 10 | 3 | 4 | 3 | 7 | 3 |
| May | 2004 | 28 | 4 | 34 | 3 | 3 | 5 | 9 | 5 | 3 | 3 | 8 | 2 |
| June | 2004 | 34 | 6 | 32 | 3 | 4 | 5 | 9 | 4 | 3 | 2 | 15 | 3 |
| July | 2004 | 35 | 4 | 33 | 2 | 3 | 1 | 11 | 5 | 4 | 1 | 7 | 2 |
| August | 2004 | 35 | 4 | 33 | 2 | 3 | 1 | 10 | 4 | 3 | 4 | 9 | 2 |
| September | 2004 | 36 | 5 | 32 | 2 | 5 | 2 | 9 | 5 | 5 | 2 | 6 | 3 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | 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. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| October | 2004 | 36 | 6 | 32 | 1 | 2 | 3 | 10 | 3 | 4 | 2 | 5 | 2 |
| November | 2004 | 31 | 5 | 25 | 2 | 6 | 2 | 11 | 4 | 5 | 4 | 8 | 2 |
| December | 2004 | 33 | 6 | 33 | 3 | 7 | 1 | 9 | 4 | 2 | 3 | 2 | 1 |
| January | 2005 | 40 | 5 | 27 | 2 | 6 | 1 | 10 | 5 | 3 | 5 | 1 | 2 |
| February | 2005 | 34 | 6 | 29 | 2 | 5 | 2 | 12 | 4 | 6 | 0 | 3 | 3 |
| March | 2005 | 27 | 6 | 22 | 4 | 3 | 3 | 12 | 4 | 3 | 1 | 11 | 3 |
| April | 2005 | 32 | 5 | 23 | 2 | 3 | 7 | 9 | 3 | 4 | 2 | 18 | 7 |
| May | 2005 | 31 | 7 | 19 | 3 | 4 | 7 | 10 | 3 | 5 | 2 | 16 | 5 |
| June | 2005 | 41 | 5 | 21 | 2 | 2 | 3 | 11 | 3 | 2 | 1 | 10 | 5 |
| July | 2005 | 52 | 4 | 15 | 1 | 4 | 3 | 9 | 2 | 2 | 1 | 9 | 2 |
| August | 2005 | 55 | 4 | 16 | 0 | 3 | 2 | 10 | 3 | 4 | 2 | 8 | 1 |
| September | 2005 | 41 | 5 | 12 | 1 | 2 | 8 | 11 | 1 | 4 | 2 | 20 | 7 |
| October | 2005 | 38 | 4 | 12 | 2 | 1 | 9 | 11 | 3 | 5 | 1 | 23 | 8 |
| November | 2005 | 42 | 3 | 15 | 1 | 2 | 6 | 11 | 2 | 5 | 2 | 15 | 7 |
| December | 2005 | 43 | 3 | 12 | 1 | 2 | 5 | 12 | 5 | 5 | 2 | 9 | 6 |
| January | 2006 | 36 | 6 | 11 | 1 | 4 | 6 | 10 | 4 | 5 | 1 | 10 | 5 |
| February | 2006 | 40 | 4 | 15 | 1 | 3 | 6 | 10 | 5 | 6 | 1 | 9 | 6 |
| March | 2006 | 42 | 3 | 14 | 1 | 4 | 5 | 12 | 3 | 4 | 2 | 9 | 6 |
| April | 2006 | 36 | 5 | 13 | 2 | 3 | 8 | 8 | 4 | 4 | 3 | 15 | 5 |
| May | 2006 | 30 | 3 | 11 | 1 | 2 | 10 | 10 | 3 | 4 | 2 | 25 | 14 |
| June | 2006 | 35 | 3 | 9 | 2 | 3 | 9 | 10 | 3 | 5 | 2 | 15 | 10 |
| July | 2006 | 39 | 5 | 13 | 3 | 1 | 7 | 11 | 3 | 2 | 2 | 13 | 6 |
| August | 2006 | 42 | 3 | 11 | 2 | 1 | 7 | 12 | 7 | 5 | 3 | 17 | 7 |
| September | 2006 | 39 | 4 | 11 | 1 | 2 | 8 | 10 | 4 | 5 | 1 | 14 | 6 |
| October | 2006 | 41 | 3 | 14 | 1 | 3 | 5 | 11 | 5 | 5 | 2 | 9 | 7 |
| November | 2006 | 45 | 3 | 16 | 1 | 2 | 4 | 11 | 5 | 8 | 1 | 7 | 4 |
| December | 2006 | 38 | 5 | 12 | 1 | 3 | 4 | 11 | 5 | 6 | 1 | 5 | 5 |
| January | 2007 | 41 | 4 | 13 | 1 | 3 | 5 | 11 | 4 | 6 | 1 | 6 | 6 |
| February | 2007 | 40 | 4 | 12 | 1 | 3 | 4 | 11 | 4 | 7 | 4 | 6 | 5 |
| March | 2007 | 41 | 4 | 17 | 0 | 2 | 4 | 11 | 3 | 6 | 1 | 6 | 5 |
| April | 2007 | 37 | 4 | 18 | 1 | 2 | 5 | 12 | 5 | 6 | 2 | 9 | 6 |
| May | 2007 | 38 | 4 | 13 | 1 | 2 | 7 | 12 | 3 | 3 | 2 | 15 | 6 |
| June | 2007 | 31 | 5 | 11 | 1 | 3 | 11 | 11 | 4 | 4 | 3 | 18 | 10 |
| July | 2007 | 37 | 4 | 12 | 1 | 3 | 4 | 11 | 3 | 8 | 1 | 14 | 6 |
| August | 2007 | 35 | 3 | 16 | 2 | 3 | 4 | 9 | 6 | 6 | 4 | 9 | 6 |
| September | 2007 | 38 | 3 | 18 | 1 | 2 | 6 | 10 | 4 | 6 | 3 | 7 | 5 |
| October | 2007 | 36 | 4 | 15 | 0 | 2 | 4 | 12 | 7 | 8 | 3 | 5 | 3 |
| November | 2007 | 32 | 3 | 13 | 1 | 3 | 6 | 14 | 7 | 10 | 4 | 9 | 6 |
| December | 2007 | 35 | 2 | 11 | 0 | 1 | 3 | 13 | 6 | 9 | 3 | 13 | 5 |
| January | 2008 | 33 | 4 | 10 | 1 | 0 | 5 | 8 | 5 | 10 | 3 | 9 | 6 |
| February | 2008 | 37 | 3 | 15 | 0 | 1 | 4 | 11 | 6 | 12 | 7 | 8 | 7 |
| March | 2008 | 36 | 3 | 16 | 0 | 1 | 5 | 9 | 4 | 15 | 6 | 13 | 5 |
| April | 2008 | 34 | 3 | 14 | 0 | 0 | 5 | 9 | 4 | 17 | 8 | 14 | 5 |
| May | 2008 | 34 | 2 | 8 | 0 | 1 | 9 | 8 | 6 | 15 | 8 | 22 | 10 |
| June | 2008 | 32 | 1 | 9 | 0 | 1 | 11 | 11 | 3 | 14 | 4 | 24 | 12 |
| July | 2008 | 38 | 1 | 8 | 0 | 1 | 8 | 8 | 4 | 15 | 5 | 23 | 11 |
| August | 2008 | 38 | 2 | 7 | 0 | 0 | 10 | 10 | 3 | 15 | 6 | 17 | 13 |
| September | 2008 | 40 | 2 | 9 | 0 | 1 | 8 | 9 | 6 | 14 | 6 | 15 | 13 |
| October | 2008 | 41 | 2 | 9 | 0 | 0 | 4 | 9 | 17 | 17 | 10 | 11 | 8 |
| November | 2008 | 51 | 1 | 10 | 0 | 1 | 1 | 9 | 11 | 16 | 12 | 4 | 8 |
| December | 2008 | 53 | 2 | 6 | 0 | 1 | 2 | 9 | 8 | 14 | 8 | 3 | 6 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | 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. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select; Quality |
| January | 2009 | 57 | 1 | 13 | 0 | 1 | 2 | 5 | 10 | 15 | 9 | 3 | 4 |
| February | 2009 | 58 | 0 | 12 | 0 | 0 | 1 | 8 | 6 | 12 | 13 | 2 | 5 |
| March | 2009 | 57 | 0 | 11 | 0 | 2 | 1 | 7 | 7 | 13 | 12 | 2 | 3 |
| April | 2009 | 57 | 1 | 15 | 0 | 1 | 1 | 4 | 5 | 14 | 9 | 3 | 3 |
| May | 2009 | 60 | 1 | 19 | 0 | 1 | 2 | 7 | 4 | 12 | 8 | 1 | 4 |
| June | 2009 | 64 | 2 | 11 | 0 | 1 | 1 | 5 | 5 | 9 | 8 | 1 | 2 |
| July | 2009 | 56 | 2 | 10 | 0 | 1 | 2 | 5 | 6 | 13 | 8 | 3 | 4 |
| August | 2009 | 56 | 0 | 9 | 0 | 1 | 2 | 4 | 4 | 12 | 10 | 3 | 4 |
| September | 2009 | 52 | 3 | 8 | 0 | 2 | 4 | 10 | 6 | 11 | 8 | 2 | 4 |
| October | 2009 | 53 | 2 | 14 | 0 | 1 | 1 | 10 | 7 | 13 | 9 | 2 | 4 |
| November | 2009 | 50 | 2 | 11 | 0 | 2 | 3 | 7 | 5 | 13 | 10 | 2 | 4 |
| December | 2009 | 54 | 2 | 16 | 0 | 1 | 3 | 11 | 6 | 10 | 10 | 1 | 3 |
| January | 2010 | 49 | 3 | 13 | 0 | 3 | 2 | 8 | 5 | 14 | 8 | 1 | 3 |
| February | 2010 | 50 | 1 | 17 | 0 | 2 | 4 | 9 | 8 | 12 | 9 | 1 | 6 |
| March | 2010 | 52 | 1 | 17 | 0 | 2 | 3 | 8 | 7 | 13 | 7 | 2 | 7 |
| April | 2010 | 60 | 2 | 19 | 1 | 2 | 2 | 9 | 4 | 10 | 7 | 2 | 2 |
| May | 2010 | 55 | 2 | 19 | 0 | 3 | 3 | 8 | 4 | 12 | 7 | 3 | 4 |
| June | 2010 | 53 | 2 | 25 | 0 | 1 | 3 | 8 | 6 | 12 | 5 | 3 | 4 |
| July | 2010 | 53 | 2 | 18 | 0 | 3 | 4 | 10 | 3 | 16 | 9 | 2 | 4 |
| August | 2010 | 52 | 1 | 24 | 0 | 2 | 5 | 10 | 7 | 13 | 9 | 2 | 3 |
| September | 2010 | 47 | 3 | 21 | 0 | 1 | 3 | 10 | 5 | 15 | 9 | 0 | 4 |
| October | 2010 | 47 | 3 | 20 | 0 | 3 | 2 | 9 | 6 | 17 | 10 | 2 | 3 |
| November | 2010 | 47 | 2 | 20 | 0 | 2 | 3 | 11 | 5 | 15 | 9 | 1 | 2 |
| December | 2010 | 49 | 3 | 22 | 1 | 3 | 3 | 11 | 7 | 15 | 5 | 1 | 2 |
| January | 2011 | 43 | 3 | 18 | 0 | 3 | 3 | 15 | 7 | 14 | 6 | 4 | 3 |
| February | 2011 | 41 | 5 | 16 | 1 | 3 | 3 | 10 | 5 | 15 | 9 | 3 | 3 |
| March | 2011 | 42 | 3 | 17 | 0 | 2 | 7 | 11 | 7 | 13 | 7 | 8 | 2 |
| April | 2011 | 37 | 4 | 18 | 0 | 1 | 8 | 12 | 5 | 10 | 7 | 9 | 7 |
| May | 2011 | 43 | 3 | 17 | 1 | 1 | 10 | 12 | 6 | 10 | 5 | 8 | 4 |
| June | 2011 | 36 | 3 | 13 | 0 | 2 | 9 | 13 | 5 | 18 | 5 | 6 | 4 |
| July | 2011 | 35 | 2 | 16 | 0 | 2 | 5 | 16 | 8 | 17 | 7 | 5 | 3 |
| August | 2011 | 35 | 3 | 19 | 1 | 2 | 4 | 13 | 8 | 18 | 11 | 3 | 4 |
| September | 2011 | 38 | 2 | 16 | 0 | 1 | 4 | 11 | 7 | 19 | 11 | 3 | 3 |
| October | 2011 | 35 | 2 | 22 | 0 | 3 | 3 | 13 | 6 | 22 | 10 | 3 | 2 |
| November | 2011 | 41 | 2 | 21 | 0 | 2 | 6 | 12 | 5 | 13 | 11 | 2 | 3 |
| December | 2011 | 36 | 2 | 20 | 1 | 2 | 4 | 11 | 8 | 18 | 8 | 2 | 5 |
| January | 2012 | 37 | 2 | 21 | 1 | 5 | 5 | 15 | 7 | 14 | 8 | 3 | 2 |
| February | 2012 | 34 | 3 | 22 | 0 | 5 | 3 | 15 | 4 | 15 | 7 | 3 | 4 |
| March | 2012 | 37 | 3 | 21 | 0 | 5 | 8 | 13 | 5 | 16 | 8 | 6 | 4 |
| April | 2012 | 37 | 2 | 26 | 0 | 4 | 8 | 11 | 5 | 13 | 6 | 6 | 3 |
| May | 2012 | 38 | 3 | 23 | 0 | 6 | 7 | 10 | 5 | 15 | 5 | 4 | 3 |
| June | 2012 | 39 | 2 | 20 | 0 | 5 | 5 | 12 | 6 | 16 | 6 | 3 | 4 |
| July | 2012 | 42 | 3 | 24 | 0 | 4 | 5 | 14 | 6 | 12 | 6 | 3 | 1 |
| August | 2012 | 36 | 5 | 23 | 0 | 4 | 4 | 12 | 5 | 13 | 8 | 5 | 1 |
| September | 2012 | 36 | 4 | 26 | 0 | 7 | 6 | 12 | 3 | 11 | 6 | 2 | 2 |
| October | 2012 | 32 | 5 | 22 | 1 | 6 | 7 | 15 | 4 | 13 | 7 | 4 | 2 |
| November | 2012 | 31 | 2 | 23 | 1 | 6 | 5 | 13 | 5 | 14 | 8 | 2 | 2 |
| December | 2012 | 36 | 3 | 23 | 1 | 5 | 6 | 11 | 5 | 12 | 9 | 2 | 4 |
| January | 2013 | 38 | 4 | 22 | 0 | 4 | 5 | 14 | 7 | 13 | 7 | 2 | 3 |
| February | 2013 | 32 | 3 | 22 | 0 | 5 | 3 | 16 | 5 | 12 | 5 | 4 | 3 |

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|------------------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices High | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| March | 2013 | 32 | 6 | 23 | 0 | 6 | 6 | 15 | 4 | 12 | 5 | 2 | 3 |
| April | 2013 | 26 | 5 | 25 | 1 | 9 | 4 | 14 | 5 | 11 | 6 | 2 | 3 |
| May | 2013 | 34 | 5 | 29 | 0 | 8 | 5 | 9 | 4 | 9 | 5 | 2 | 3 |
| June | 2013 | 29 | 4 | 27 | 2 | 10 | 5 | 13 | 4 | 11 | 4 | 2 | 3 |
| July | 2013 | 34 | 6 | 29 | 1 | 7 | 4 | 11 | 4 | 7 | 4 | 2 | 3 |
| August | 2013 | 34 | 4 | 25 | 2 | 6 | 3 | 14 | 5 | 9 | 6 | 2 | 2 |
| September | 2013 | 25 | 4 | 25 | 2 | 8 | 4 | 14 | 7 | 11 | 7 | 0 | 2 |
| October | 2013 | 29 | 6 | 25 | 2 | 8 | 4 | 11 | 5 | 11 | 8 | 1 | 1 |
| November | 2013 | 23 | 5 | 18 | 2 | 8 | 4 | 13 | 6 | 13 | 10 | 2 | 3 |
| December | 2013 | 29 | 5 | 24 | 3 | 7 | 5 | 13 | 6 | 9 | 7 | 0 | 3 |
| January | 2014 | 32 | 5 | 26 | 3 | 10 | 6 | 12 | 4 | 9 | 7 | 0 | 1 |
| February | 2014 | 32 | 4 | 26 | 1 | 7 | 5 | 14 | 4 | 10 | 5 | 1 | 2 |
| March | 2014 | 29 | 4 | 20 | 1 | 6 | 4 | 11 | 6 | 11 | 6 | 1 | 3 |
| April | 2014 | 28 | 6 | 20 | 1 | 9 | 8 | 12 | 6 | 11 | 5 | 2 | 6 |
| May | 2014 | 27 | 7 | 19 | 1 | 10 | 5 | 17 | 4 | 9 | 6 | 3 | 4 |
| June | 2014 | 31 | 6 | 20 | 2 | 7 | 3 | 15 | 4 | 7 | 5 | 3 | 5 |
| July | 2014 | 28 | 6 | 23 | 1 | 10 | 4 | 14 | 6 | 5 | 5 | 2 | 8 |
| August | 2014 | 27 | 7 | 26 | 1 | 9 | 3 | 15 | 6 | 10 | 4 | 1 | 4 |
| September | 2014 | 31 | 5 | 24 | 1 | 9 | 3 | 14 | 3 | 11 | 4 | 1 | 4 |
| October | 2014 | 34 | 3 | 22 | 1 | 8 | 5 | 11 | 5 | 8 | 5 | 1 | 3 |
| November | 2014 | 31 | 6 | 24 | 2 | 10 | 5 | 13 | 2 | 5 | 5 | 1 | 4 |
| December | 2014 | 30 | 5 | 25 | 2 | 11 | 4 | 13 | 6 | 7 | 5 | 0 | 4 |
| January | 2015 | 30 | 4 | 27 | 2 | 13 | 5 | 11 | 2 | 7 | 2 | 2 | 4 |
| February | 2015 | 32 | 5 | 23 | 1 | 13 | 3 | 15 | 4 | 7 | 5 | 1 | 2 |
| March | 2015 | 27 | 6 | 24 | 2 | 12 | 5 | 14 | 5 | 8 | 3 | 1 | 4 |
| April | 2015 | 26 | 6 | 26 | 3 | 12 | 3 | 14 | 5 | 6 | 3 | 1 | 4 |
| May | 2015 | 24 | 4 | 22 | 2 | 11 | 4 | 15 | 3 | 7 | 5 | 1 | 5 |
| June | 2015 | 25 | 6 | 28 | 2 | 13 | 4 | 14 | 2 | 6 | 4 | 1 | 4 |
| July | 2015 | 30 | 4 | 26 | 2 | 12 | 3 | 15 | 3 | 7 | 3 | 1 | 3 |
| August | 2015 | 25 | 5 | 26 | 2 | 11 | 3 | 15 | 4 | 9 | 4 | 2 | 3 |
| September | 2015 | 25 | 4 | 25 | 2 | 11 | 5 | 15 | 4 | 6 | 4 | 1 | 7 |
| October | 2015 | 29 | 5 | 24 | 2 | 8 | 2 | 15 | 5 | 7 | 4 | 1 | 5 |
| November | 2015 | 27 | 3 | 28 | 2 | 10 | 3 | 14 | 4 | 6 | 3 | 0 | 3 |
| December | 2015 | 29 | 5 | 28 | 3 | 9 | 3 | 13 | 5 | 7 | 3 | 2 | 4 |
| January | 2016 | 28 | 6 | 26 | 4 | 10 | 3 | 9 | 4 | 5 | 4 | 0 | 2 |
| February | 2016 | 33 | 2 | 27 | 2 | 8 | 2 | 10 | 4 | 6 | 5 | 1 | 3 |
| March | 2016 | 21 | 8 | 25 | 2 | 11 | 3 | 12 | 5 | 6 | 6 | 1 | 3 |
| April | 2016 | 26 | 6 | 26 | 2 | 9 | 3 | 13 | 5 | 6 | 4 | 1 | 4 |
| May | 2016 | 28 | 6 | 29 | 3 | 12 | 3 | 13 | 2 | 4 | 3 | 2 | 4 |
| June | 2016 | 27 | 5 | 26 | 3 | 12 | 2 | 14 | 5 | 4 | 4 | 0 | 4 |
| July | 2016 | 28 | 6 | 30 | 1 | 9 | 2 | 13 | 3 | 5 | 6 | 0 | 2 |
| August | 2016 | 26 | 4 | 28 | 1 | 11 | 3 | 17 | 4 | 6 | 5 | 0 | 2 |
| September | 2016 | 20 | 5 | 25 | 2 | 11 | 2 | 14 | 3 | 5 | 5 | 1 | 4 |
| October | 2016 | 22 | 4 | 24 | 2 | 9 | 3 | 13 | 5 | 7 | 4 | 2 | 3 |
| November | 2016 | 23 | 4 | 24 | 2 | 12 | 2 | 14 | 4 | 5 | 4 | 1 | 2 |
| December | 2016 | 25 | 5 | 21 | 4 | 13 | 1 | 12 | 6 | 6 | 5 | 1 | 3 |
| January | 2017 | 23 | 8 | 18 | 3 | 16 | 3 | 11 | 5 | 4 | 5 | 1 | 3 |
| February | 2017 | 25 | 8 | 18 | 2 | 15 | 2 | 14 | 4 | 2 | 5 | 1 | 2 |
| March | 2017 | 23 | 9 | 20 | 5 | 16 | 2 | 12 | 5 | 4 | 5 | 0 | 2 |
| April | 2017 | 24 | 8 | 21 | 4 | 15 | 3 | 13 | 3 | 3 | 3 | 0 | 1 |
| May | 2017 | 29 | 5 | 17 | 3 | 11 | 3 | 16 | 4 | 5 | 6 | 0 | 2 |

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

| | | GOOD TIME TO BUY | | | | | | BAD TIME TO BUY | | | | | |
|-----------------------|------|--------------------|------------------------------|--------------------------|--------------------------------------|----------------------------|----------------|-----------------|-------------------|---------------------------|---------------------|----------------------------|-----------------------------|
| | | Low Price; Good | Prices Won't Come Down | Interest Rates Low | Borrow in Advance Rising Rates | Times Good; Prosper. | Fuel Effic. | High Prices | Interest Rates | Can't Afford To Buy | Uncertain Future | Gas Prices Shortages | Poor Select.; Quality |
| <u>Date of Survey</u> | | <u>Buys</u> | <u>Down</u> | <u>Low</u> | <u>Rising Rates</u> | <u>Prosper.</u> | <u>Effic.</u> | <u>High</u> | <u>Rates</u> | <u>To Buy</u> | <u>Future</u> | <u>Shortages</u> | <u>Quality</u> |
| June | 2017 | 28 | 6 | 21 | 2 | 12 | 3 | 16 | 5 | 4 | 4 | 1 | 3 |
| July | 2017 | 27 | 5 | 20 | 2 | 11 | 3 | 16 | 4 | 4 | 4 | 0 | 5 |
| August | 2017 | 26 | 5 | 23 | 2 | 13 | 3 | 15 | 4 | 6 | 4 | 0 | 4 |
| September | 2017 | 25 | 6 | 18 | 2 | 16 | 2 | 15 | 5 | 5 | 4 | 2 | 2 |
| October | 2017 | 27 | 5 | 21 | 4 | 13 | 3 | 12 | 3 | 5 | 3 | 1 | 3 |
| November | 2017 | 28 | 5 | 20 | 1 | 14 | 3 | 14 | 4 | 3 | 4 | 0 | 4 |
| December | 2017 | 28 | 6 | 20 | 4 | 16 | 2 | 12 | 5 | 3 | 4 | 1 | 2 |
| January | 2018 | 26 | 5 | 18 | 3 | 14 | 2 | 14 | 4 | 5 | 5 | 1 | 4 |
| February | 2018 | 24 | 6 | 18 | 5 | 16 | 1 | 18 | 6 | 3 | 3 | 0 | 3 |
| March | 2018 | 21 | 12 | 18 | 3 | 15 | 1 | 16 | 4 | 3 | 3 | 1 | 3 |
| April | 2018 | 25 | 10 | 18 | 6 | 15 | 2 | 14 | 5 | 3 | 3 | 0 | 2 |
| May | 2018 | 22 | 7 | 16 | 3 | 15 | 1 | 19 | 7 | 4 | 5 | 2 | 5 |