

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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November              | 1953 | 29               | 32               | 39              | 100          | 90              | 1023         |
| May                   | 1954 | 40               | 25               | 35              | 100          | 105             | 1365         |
| November              | 1954 | 45               | 24               | 31              | 100          | 114             | 1139         |
| May                   | 1955 | 50               | 27               | 23              | 100          | 127             | 2055         |
| November              | 1955 | 49               | 30               | 21              | 100          | 128             | 1997         |
| May                   | 1956 | 43               | 31               | 26              | 100          | 117             | 1640         |
| August                | 1956 | 52               | 27               | 21              | 100          | 131             | 1346         |
| November              | 1956 | 36               | 41               | 23              | 100          | 113             | 1378         |
| May                   | 1957 | 37               | 38               | 25              | 100          | 112             | 1356         |
| November              | 1957 | 26               | 39               | 35              | 100          | 91              | 1469         |
| May                   | 1958 | 37               | 32               | 31              | 100          | 106             | 1362         |
| November              | 1958 | 32               | 38               | 30              | 100          | 102             | 1325         |
| May                   | 1959 | 33               | 42               | 25              | 100          | 108             | 1313         |
| November              | 1959 | 32               | 34               | 34              | 100          | 98              | 1310         |
| February              | 1960 | 48               | 32               | 20              | 100          | 128             | 2972         |
| May                   | 1960 | 41               | 40               | 19              | 100          | 122             | 1407         |
| August                | 1960 | 48               | 30               | 12              | 100          | 136             | 621          |
| November              | 1960 | 40               | 40               | 20              | 100          | 120             | 1390         |
| February              | 1961 | 50               | 32               | 18              | 100          | 132             | 1981         |
| May                   | 1961 | 43               | 44               | 13              | 100          | 130             | 1310         |
| August                | 1961 | 49               | 34               | 17              | 100          | 132             | 540          |
| November              | 1961 | 41               | 44               | 15              | 100          | 126             | 956          |
| February              | 1962 | 51               | 36               | 13              | 100          | 138             | 2117         |
| May                   | 1962 | 47               | 33               | 15              | 100          | 132             | 1299         |
| August                | 1962 | 48               | 36               | 16              | 100          | 132             | 1317         |
| November              | 1962 | 48               | 38               | 14              | 100          | 134             | 1352         |
| February              | 1963 | 51               | 37               | 12              | 100          | 139             | 2036         |
| May                   | 1963 | 48               | 39               | 13              | 100          | 135             | 1310         |
| August                | 1963 | 48               | 40               | 12              | 100          | 136             | 1359         |
| November              | 1963 | 47               | 40               | 13              | 100          | 134             | 1540         |
| February              | 1964 | 52               | 36               | 12              | 100          | 140             | 1538         |
| May                   | 1964 | 48               | 41               | 11              | 100          | 137             | 1479         |
| February              | 1965 | 50               | 38               | 12              | 100          | 138             | 1349         |
| August                | 1965 | 58               | 35               | 7               | 100          | 151             | 854          |
| November              | 1965 | 51               | 39               | 10              | 100          | 141             | 1658         |
| February              | 1966 | 51               | 39               | 10              | 100          | 141             | 2419         |
| May                   | 1966 | 51               | 30               | 19              | 100          | 132             | 1434         |
| August                | 1966 | 42               | 37               | 21              | 100          | 121             | 1228         |
| November              | 1966 | 23               | 51               | 26              | 100          | 97              | 1225         |
| February              | 1967 | 45               | 30               | 25              | 100          | 120             | 1310         |
| May                   | 1967 | 51               | 25               | 24              | 100          | 127             | 1323         |
| August                | 1967 | 45               | 29               | 26              | 100          | 119             | 1310         |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November              | 1967 | 39               | 31               | 30              | 100          | 109             | 1329         |
| February              | 1968 | 47               | 33               | 20              | 100          | 127             | 2677         |
| May                   | 1968 | 54               | 28               | 18              | 100          | 136             | 1223         |
| August                | 1968 | 44               | 35               | 21              | 100          | 123             | 1322         |
| November              | 1968 | 36               | 44               | 20              | 100          | 116             | 1405         |
| February              | 1969 | 46               | 34               | 20              | 100          | 126             | 2482         |
| May                   | 1969 | 40               | 36               | 24              | 100          | 116             | 1517         |
| August                | 1969 | 35               | 35               | 30              | 100          | 105             | 1557         |
| November              | 1969 | 28               | 33               | 39              | 100          | 89              | 1469         |
| February              | 1970 | 35               | 29               | 36              | 100          | 99              | 1261         |
| May                   | 1970 | 35               | 31               | 34              | 100          | 101             | 1315         |
| August                | 1970 | 29               | 28               | 43              | 100          | 86              | 1337         |
| November              | 1970 | 24               | 30               | 46              | 100          | 78              | 1402         |
| February              | 1971 | 32               | 31               | 37              | 100          | 95              | 1327         |
| May                   | 1971 | 37               | 27               | 36              | 100          | 101             | 1392         |
| August                | 1971 | 49               | 28               | 23              | 100          | 126             | 1229         |
| November              | 1971 | 44               | 32               | 24              | 100          | 120             | 1268         |
| February              | 1972 | 48               | 30               | 22              | 100          | 126             | 1426         |
| May                   | 1972 | 41               | 35               | 24              | 100          | 117             | 1297         |
| August                | 1972 | 45               | 29               | 26              | 100          | 119             | 1217         |
| November              | 1972 | 32               | 41               | 27              | 100          | 105             | 999          |
| February              | 1973 | 36               | 35               | 29              | 100          | 107             | 1348         |
| May                   | 1973 | 29               | 34               | 37              | 100          | 92              | 1433         |
| August                | 1973 | 27               | 33               | 40              | 100          | 87              | 1362         |
| November              | 1973 | 24               | 29               | 47              | 100          | 77              | 1444         |
| February              | 1974 | 25               | 31               | 44              | 100          | 81              | 1329         |
| May                   | 1974 | 29               | 31               | 40              | 100          | 89              | 1549         |
| August                | 1974 | 19               | 29               | 52              | 100          | 67              | 1421         |
| November              | 1974 | 14               | 25               | 61              | 100          | 53              | 1518         |
| February              | 1975 | 35               | 23               | 42              | 100          | 93              | 1374         |
| May                   | 1975 | 31               | 26               | 43              | 100          | 88              | 1317         |
| August                | 1975 | 28               | 29               | 43              | 100          | 85              | 1365         |
| November              | 1975 | 32               | 27               | 41              | 100          | 91              | 1519         |
| February              | 1976 | 38               | 30               | 32              | 100          | 106             | 1269         |
| May                   | 1976 | 38               | 32               | 30              | 100          | 108             | 1548         |
| August                | 1976 | 40               | 26               | 34              | 100          | 106             | 1372         |
| November              | 1976 | 39               | 23               | 38              | 100          | 101             | 1254         |
| February              | 1977 | 47               | 21               | 32              | 100          | 115             | 1203         |
| May                   | 1977 | 49               | 20               | 31              | 100          | 118             | 1370         |
| August                | 1977 | 47               | 16               | 37              | 100          | 110             | 1214         |
| November              | 1977 | 48               | 17               | 35              | 100          | 113             | 1280         |
| January               | 1978 | 48               | 17               | 35              | 100          | 113             | 693          |
| February              | 1978 | 45               | 22               | 33              | 100          | 112             | 1276         |
| March                 | 1978 | 55               | 13               | 32              | 100          | 123             | 793          |
| April                 | 1978 | 51               | 17               | 32              | 100          | 119             | 742          |
| May                   | 1978 | 50               | 18               | 32              | 100          | 118             | 1298         |
| June                  | 1978 | 53               | 14               | 33              | 100          | 120             | 701          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| July                  | 1978 | 52               | 15               | 33              | 100          | 119             | 758          |
| August                | 1978 | 40               | 18               | 42              | 100          | 98              | 1185         |
| September             | 1978 | 46               | 18               | 36              | 100          | 110             | 755          |
| October               | 1978 | 50               | 14               | 36              | 100          | 114             | 757          |
| November              | 1978 | 39               | 21               | 40              | 100          | 99              | 1459         |
| December              | 1978 | 42               | 22               | 36              | 100          | 106             | 769          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1979 | 46               | 16               | 38              | 100          | 108             | 884          |
| February              | 1979 | 44               | 17               | 39              | 100          | 105             | 1361         |
| March                 | 1979 | 47               | 13               | 40              | 100          | 107             | 769          |
| April                 | 1979 | 45               | 12               | 43              | 100          | 102             | 962          |
| May                   | 1979 | 40               | 12               | 48              | 100          | 92              | 1251         |
| June                  | 1979 | 37               | 13               | 50              | 100          | 87              | 1058         |
| July                  | 1979 | 32               | 16               | 52              | 100          | 80              | 1173         |
| August                | 1979 | 38               | 14               | 48              | 100          | 90              | 1212         |
| September             | 1979 | 44               | 11               | 45              | 100          | 99              | 946          |
| October               | 1979 | 45               | 9                | 46              | 100          | 99              | 1167         |
| November              | 1979 | 38               | 10               | 52              | 100          | 86              | 1327         |
| December              | 1979 | 44               | 9                | 47              | 100          | 97              | 850          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1980 | 40               | 10               | 50              | 100          | 90              | 769          |
| February              | 1980 | 47               | 8                | 45              | 100          | 102             | 1019         |
| March                 | 1980 | 45               | 10               | 45              | 100          | 100             | 707          |
| April                 | 1980 | 35               | 10               | 55              | 100          | 80              | 719          |
| May                   | 1980 | 29               | 10               | 61              | 100          | 68              | 703          |
| June                  | 1980 | 37               | 14               | 49              | 100          | 88              | 688          |
| July                  | 1980 | 36               | 14               | 50              | 100          | 86              | 668          |
| August                | 1980 | 42               | 12               | 46              | 100          | 96              | 658          |
| September             | 1980 | 42               | 14               | 44              | 100          | 98              | 682          |
| October               | 1980 | 45               | 16               | 39              | 100          | 106             | 685          |
| November              | 1980 | 41               | 15               | 44              | 100          | 97              | 694          |
| December              | 1980 | 33               | 9                | 58              | 100          | 75              | 683          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1981 | 36               | 13               | 51              | 100          | 85              | 697          |
| February              | 1981 | 39               | 11               | 50              | 100          | 89              | 668          |
| March                 | 1981 | 39               | 11               | 50              | 100          | 89              | 703          |
| April                 | 1981 | 42               | 9                | 49              | 100          | 93              | 690          |
| May                   | 1981 | 44               | 7                | 49              | 100          | 95              | 667          |
| June                  | 1981 | 33               | 10               | 57              | 100          | 76              | 675          |
| July                  | 1981 | 40               | 7                | 53              | 100          | 87              | 694          |
| August                | 1981 | 43               | 10               | 47              | 100          | 96              | 696          |
| September             | 1981 | 34               | 10               | 56              | 100          | 78              | 680          |
| October               | 1981 | 37               | 10               | 53              | 100          | 84              | 712          |
| November              | 1981 | 37               | 9                | 54              | 100          | 83              | 690          |
| December              | 1981 | 34               | 10               | 56              | 100          | 78              | 701          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1982 | 41               | 10               | 49              | 100          | 92              | 704          |
| February              | 1982 | 37               | 12               | 51              | 100          | 86              | 700          |
| March                 | 1982 | 39               | 8                | 53              | 100          | 86              | 684          |
| April                 | 1982 | 40               | 9                | 51              | 100          | 89              | 702          |
| May                   | 1982 | 44               | 10               | 46              | 100          | 98              | 691          |
| June                  | 1982 | 40               | 6                | 54              | 100          | 86              | 703          |
| July                  | 1982 | 37               | 11               | 52              | 100          | 85              | 708          |
| August                | 1982 | 35               | 11               | 54              | 100          | 81              | 680          |
| September             | 1982 | 40               | 11               | 49              | 100          | 91              | 695          |
| October               | 1982 | 44               | 10               | 46              | 100          | 98              | 687          |
| November              | 1982 | 46               | 8                | 46              | 100          | 100             | 682          |
| December              | 1982 | 53               | 8                | 39              | 100          | 114             | 682          |

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| January               | 1983 | 51               | 8                | 41              | 100          | 110             | 682          |
| February              | 1983 | 57               | 6                | 37              | 100          | 120             | 709          |
| March                 | 1983 | 56               | 8                | 36              | 100          | 120             | 696          |
| April                 | 1983 | 66               | 5                | 29              | 100          | 137             | 707          |
| May                   | 1983 | 66               | 5                | 29              | 100          | 137             | 700          |
| June                  | 1983 | 63               | 9                | 28              | 100          | 135             | 714          |
| July                  | 1983 | 65               | 8                | 27              | 100          | 138             | 680          |
| August                | 1983 | 65               | 7                | 28              | 100          | 137             | 673          |
| September             | 1983 | 61               | 7                | 32              | 100          | 129             | 704          |
| October               | 1983 | 59               | 7                | 34              | 100          | 125             | 689          |
| November              | 1983 | 59               | 9                | 32              | 100          | 127             | 701          |
| December              | 1983 | 56               | 11               | 33              | 100          | 123             | 701          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1984 | 64               | 12               | 24              | 100          | 140             | 681          |
| February              | 1984 | 62               | 10               | 28              | 100          | 134             | 687          |
| March                 | 1984 | 66               | 10               | 24              | 100          | 142             | 700          |
| April                 | 1984 | 59               | 11               | 30              | 100          | 129             | 705          |
| May                   | 1984 | 63               | 9                | 28              | 100          | 135             | 690          |
| June                  | 1984 | 60               | 10               | 30              | 100          | 130             | 680          |
| July                  | 1984 | 62               | 10               | 28              | 100          | 134             | 656          |
| August                | 1984 | 59               | 11               | 30              | 100          | 129             | 692          |
| September             | 1984 | 59               | 6                | 35              | 100          | 124             | 690          |
| October               | 1984 | 54               | 12               | 34              | 100          | 120             | 706          |
| November              | 1984 | 55               | 8                | 37              | 100          | 118             | 710          |
| December              | 1984 | 55               | 10               | 35              | 100          | 120             | 704          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1985 | 62               | 8                | 30              | 100          | 132             | 640          |
| February              | 1985 | 61               | 9                | 30              | 100          | 131             | 655          |
| March                 | 1985 | 67               | 6                | 27              | 100          | 140             | 653          |
| April                 | 1985 | 68               | 6                | 26              | 100          | 142             | 675          |
| May                   | 1985 | 65               | 5                | 30              | 100          | 135             | 661          |
| June                  | 1985 | 67               | 7                | 26              | 100          | 141             | 652          |
| July                  | 1985 | 67               | 10               | 23              | 100          | 144             | 641          |
| August                | 1985 | 64               | 10               | 26              | 100          | 138             | 650          |
| September             | 1985 | 72               | 6                | 22              | 100          | 150             | 654          |
| October               | 1985 | 65               | 7                | 28              | 100          | 137             | 652          |
| November              | 1985 | 68               | 8                | 24              | 100          | 144             | 651          |
| December              | 1985 | 63               | 9                | 28              | 100          | 135             | 652          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1986 | 71               | 9                | 20              | 100          | 151             | 656          |
| February              | 1986 | 73               | 6                | 21              | 100          | 152             | 656          |
| March                 | 1986 | 74               | 8                | 18              | 100          | 156             | 658          |
| April                 | 1986 | 73               | 5                | 22              | 100          | 151             | 658          |
| May                   | 1986 | 75               | 6                | 19              | 100          | 156             | 655          |
| June                  | 1986 | 77               | 5                | 18              | 100          | 159             | 658          |
| July                  | 1986 | 74               | 6                | 20              | 100          | 154             | 665          |
| August                | 1986 | 73               | 8                | 19              | 100          | 154             | 653          |
| September             | 1986 | 81               | 3                | 16              | 100          | 165             | 659          |
| October               | 1986 | 72               | 7                | 21              | 100          | 151             | 651          |
| November              | 1986 | 63               | 6                | 31              | 100          | 132             | 656          |
| December              | 1986 | 64               | 7                | 29              | 100          | 135             | 653          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1987 | 55               | 9                | 36              | 100          | 119             | 655          |
| February              | 1987 | 62               | 9                | 29              | 100          | 133             | 657          |
| March                 | 1987 | 66               | 7                | 27              | 100          | 139             | 652          |
| April                 | 1987 | 64               | 8                | 28              | 100          | 136             | 652          |
| May                   | 1987 | 67               | 9                | 24              | 100          | 143             | 651          |

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| June                  | 1987 | 65               | 10               | 25              | 100          | 140             | 654          |
| July                  | 1987 | 67               | 11               | 22              | 100          | 145             | 651          |
| August                | 1987 | 66               | 9                | 25              | 100          | 141             | 654          |
| September             | 1987 | 66               | 9                | 25              | 100          | 141             | 650          |
| October               | 1987 | 58               | 11               | 31              | 100          | 127             | 500          |
| November              | 1987 | 57               | 8                | 35              | 100          | 122             | 501          |
| December              | 1987 | 64               | 6                | 30              | 100          | 134             | 500          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1988 | 59               | 11               | 30              | 100          | 129             | 502          |
| February              | 1988 | 59               | 13               | 28              | 100          | 131             | 500          |
| March                 | 1988 | 62               | 8                | 30              | 100          | 132             | 500          |
| April                 | 1988 | 63               | 12               | 25              | 100          | 138             | 504          |
| May                   | 1988 | 64               | 10               | 26              | 100          | 138             | 500          |
| June                  | 1988 | 62               | 11               | 27              | 100          | 135             | 500          |
| July                  | 1988 | 62               | 10               | 28              | 100          | 134             | 501          |
| August                | 1988 | 62               | 12               | 26              | 100          | 136             | 500          |
| September             | 1988 | 61               | 13               | 26              | 100          | 135             | 500          |
| October               | 1988 | 60               | 12               | 28              | 100          | 132             | 501          |
| November              | 1988 | 61               | 9                | 30              | 100          | 131             | 508          |
| December              | 1988 | 61               | 10               | 29              | 100          | 132             | 500          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1989 | 62               | 11               | 27              | 100          | 135             | 501          |
| February              | 1989 | 61               | 11               | 28              | 100          | 133             | 500          |
| March                 | 1989 | 61               | 8                | 31              | 100          | 130             | 502          |
| April                 | 1989 | 65               | 9                | 26              | 100          | 139             | 500          |
| May                   | 1989 | 63               | 10               | 27              | 100          | 136             | 503          |
| June                  | 1989 | 61               | 10               | 29              | 100          | 132             | 507          |
| July                  | 1989 | 64               | 10               | 26              | 100          | 138             | 501          |
| August                | 1989 | 61               | 11               | 28              | 100          | 133             | 502          |
| September             | 1989 | 61               | 9                | 30              | 100          | 131             | 506          |
| October               | 1989 | 62               | 10               | 28              | 100          | 134             | 500          |
| November              | 1989 | 62               | 10               | 28              | 100          | 134             | 502          |
| December              | 1989 | 58               | 10               | 32              | 100          | 126             | 500          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1990 | 63               | 11               | 26              | 100          | 137             | 500          |
| February              | 1990 | 63               | 6                | 31              | 100          | 132             | 511          |
| March                 | 1990 | 65               | 6                | 29              | 100          | 136             | 503          |
| April                 | 1990 | 66               | 7                | 27              | 100          | 139             | 504          |
| May                   | 1990 | 64               | 9                | 27              | 100          | 137             | 504          |
| June                  | 1990 | 63               | 8                | 29              | 100          | 134             | 500          |
| July                  | 1990 | 65               | 9                | 26              | 100          | 139             | 500          |
| August                | 1990 | 57               | 5                | 38              | 100          | 119             | 500          |
| September             | 1990 | 59               | 4                | 37              | 100          | 122             | 502          |
| October               | 1990 | 50               | 8                | 42              | 100          | 108             | 503          |
| November              | 1990 | 50               | 5                | 45              | 100          | 105             | 501          |
| December              | 1990 | 47               | 10               | 43              | 100          | 104             | 504          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1991 | 48               | 9                | 43              | 100          | 105             | 531          |
| February              | 1991 | 53               | 8                | 39              | 100          | 114             | 504          |
| March                 | 1991 | 66               | 6                | 28              | 100          | 138             | 504          |
| April                 | 1991 | 63               | 6                | 31              | 100          | 132             | 501          |
| May                   | 1991 | 61               | 5                | 34              | 100          | 127             | 500          |
| June                  | 1991 | 61               | 7                | 32              | 100          | 129             | 501          |
| July                  | 1991 | 64               | 6                | 30              | 100          | 134             | 502          |
| August                | 1991 | 64               | 7                | 29              | 100          | 135             | 500          |
| September             | 1991 | 58               | 7                | 35              | 100          | 123             | 500          |
| October               | 1991 | 58               | 7                | 35              | 100          | 123             | 504          |
| November              | 1991 | 59               | 6                | 35              | 100          | 124             | 505          |

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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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| December              | 1991 | 52               | 9                | 39              | 100          | 113             | 501          |
| January               | 1992 | 59               | 5                | 36              | 100          | 123             | 510          |
| February              | 1992 | 60               | 6                | 34              | 100          | 126             | 501          |
| March                 | 1992 | 60               | 5                | 35              | 100          | 125             | 507          |
| April                 | 1992 | 63               | 5                | 32              | 100          | 131             | 501          |
| May                   | 1992 | 64               | 7                | 29              | 100          | 135             | 500          |
| June                  | 1992 | 68               | 8                | 24              | 100          | 144             | 500          |
| July                  | 1992 | 62               | 4                | 34              | 100          | 128             | 507          |
| August                | 1992 | 62               | 5                | 33              | 100          | 129             | 501          |
| September             | 1992 | 62               | 6                | 32              | 100          | 130             | 505          |
| October               | 1992 | 56               | 9                | 35              | 100          | 121             | 500          |
| November              | 1992 | 63               | 8                | 29              | 100          | 134             | 504          |
| December              | 1992 | 69               | 7                | 24              | 100          | 145             | 504          |
| January               | 1993 | 63               | 8                | 29              | 100          | 134             | 501          |
| February              | 1993 | 61               | 10               | 29              | 100          | 132             | 503          |
| March                 | 1993 | 64               | 8                | 28              | 100          | 136             | 508          |
| April                 | 1993 | 64               | 9                | 27              | 100          | 137             | 501          |
| May                   | 1993 | 65               | 10               | 25              | 100          | 140             | 506          |
| June                  | 1993 | 67               | 6                | 27              | 100          | 140             | 500          |
| July                  | 1993 | 67               | 7                | 26              | 100          | 141             | 502          |
| August                | 1993 | 64               | 10               | 26              | 100          | 138             | 511          |
| September             | 1993 | 63               | 8                | 29              | 100          | 134             | 500          |
| October               | 1993 | 63               | 6                | 31              | 100          | 132             | 504          |
| November              | 1993 | 65               | 9                | 26              | 100          | 139             | 512          |
| December              | 1993 | 68               | 8                | 24              | 100          | 144             | 510          |
| January               | 1994 | 70               | 8                | 22              | 100          | 148             | 503          |
| February              | 1994 | 73               | 9                | 18              | 100          | 155             | 504          |
| March                 | 1994 | 70               | 7                | 23              | 100          | 147             | 508          |
| April                 | 1994 | 71               | 8                | 21              | 100          | 150             | 501          |
| May                   | 1994 | 67               | 9                | 24              | 100          | 143             | 500          |
| June                  | 1994 | 68               | 8                | 24              | 100          | 144             | 508          |
| July                  | 1994 | 68               | 7                | 25              | 100          | 143             | 529          |
| August                | 1994 | 67               | 9                | 24              | 100          | 143             | 505          |
| September             | 1994 | 68               | 8                | 24              | 100          | 144             | 507          |
| October               | 1994 | 66               | 6                | 28              | 100          | 138             | 501          |
| November              | 1994 | 64               | 9                | 27              | 100          | 137             | 500          |
| December              | 1994 | 62               | 10               | 28              | 100          | 134             | 503          |
| January               | 1995 | 67               | 5                | 28              | 100          | 139             | 507          |
| February              | 1995 | 60               | 9                | 31              | 100          | 129             | 502          |
| March                 | 1995 | 64               | 8                | 28              | 100          | 136             | 501          |
| April                 | 1995 | 57               | 9                | 34              | 100          | 123             | 500          |
| May                   | 1995 | 61               | 7                | 32              | 100          | 129             | 502          |
| June                  | 1995 | 61               | 9                | 30              | 100          | 131             | 501          |
| July                  | 1995 | 68               | 5                | 27              | 100          | 141             | 504          |
| August                | 1995 | 61               | 7                | 32              | 100          | 129             | 500          |
| September             | 1995 | 64               | 7                | 29              | 100          | 135             | 500          |
| October               | 1995 | 57               | 11               | 32              | 100          | 125             | 506          |
| November              | 1995 | 59               | 12               | 29              | 100          | 130             | 501          |
| December              | 1995 | 62               | 9                | 29              | 100          | 133             | 500          |
| January               | 1996 | 58               | 6                | 36              | 100          | 122             | 500          |
| February              | 1996 | 61               | 7                | 32              | 100          | 129             | 504          |
| March                 | 1996 | 63               | 8                | 29              | 100          | 134             | 501          |
| April                 | 1996 | 57               | 11               | 32              | 100          | 125             | 500          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| May                   | 1996 | 59               | 9                | 32              | 100          | 127             | 500          |
| June                  | 1996 | 64               | 9                | 27              | 100          | 137             | 500          |
| July                  | 1996 | 66               | 6                | 28              | 100          | 138             | 501          |
| August                | 1996 | 66               | 7                | 27              | 100          | 139             | 500          |
| September             | 1996 | 63               | 8                | 29              | 100          | 134             | 500          |
| October               | 1996 | 62               | 8                | 30              | 100          | 132             | 500          |
| November              | 1996 | 63               | 9                | 28              | 100          | 135             | 501          |
| December              | 1996 | 63               | 8                | 29              | 100          | 134             | 501          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1997 | 65               | 11               | 24              | 100          | 141             | 500          |
| February              | 1997 | 61               | 8                | 31              | 100          | 130             | 500          |
| March                 | 1997 | 64               | 7                | 29              | 100          | 135             | 501          |
| April                 | 1997 | 63               | 10               | 27              | 100          | 136             | 500          |
| May                   | 1997 | 71               | 8                | 21              | 100          | 150             | 500          |
| June                  | 1997 | 74               | 6                | 20              | 100          | 154             | 501          |
| July                  | 1997 | 63               | 10               | 27              | 100          | 136             | 500          |
| August                | 1997 | 63               | 13               | 24              | 100          | 139             | 500          |
| September             | 1997 | 67               | 9                | 24              | 100          | 143             | 500          |
| October               | 1997 | 64               | 13               | 23              | 100          | 141             | 500          |
| November              | 1997 | 66               | 8                | 26              | 100          | 140             | 500          |
| December              | 1997 | 62               | 11               | 27              | 100          | 135             | 500          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1998 | 65               | 15               | 20              | 100          | 145             | 500          |
| February              | 1998 | 68               | 13               | 19              | 100          | 149             | 496          |
| March                 | 1998 | 65               | 16               | 19              | 100          | 146             | 503          |
| April                 | 1998 | 65               | 15               | 20              | 100          | 145             | 500          |
| May                   | 1998 | 68               | 12               | 20              | 100          | 148             | 500          |
| June                  | 1998 | 69               | 14               | 17              | 100          | 152             | 500          |
| July                  | 1998 | 62               | 15               | 23              | 100          | 139             | 500          |
| August                | 1998 | 66               | 18               | 16              | 100          | 150             | 500          |
| September             | 1998 | 63               | 16               | 21              | 100          | 142             | 508          |
| October               | 1998 | 69               | 15               | 16              | 100          | 153             | 500          |
| November              | 1998 | 72               | 11               | 17              | 100          | 155             | 503          |
| December              | 1998 | 70               | 11               | 19              | 100          | 151             | 501          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 1999 | 73               | 11               | 16              | 100          | 157             | 497          |
| February              | 1999 | 69               | 15               | 16              | 100          | 153             | 500          |
| March                 | 1999 | 70               | 12               | 18              | 100          | 152             | 500          |
| April                 | 1999 | 68               | 14               | 18              | 100          | 150             | 500          |
| May                   | 1999 | 70               | 11               | 19              | 100          | 151             | 500          |
| June                  | 1999 | 70               | 10               | 20              | 100          | 150             | 500          |
| July                  | 1999 | 71               | 11               | 18              | 100          | 153             | 500          |
| August                | 1999 | 69               | 10               | 21              | 100          | 148             | 501          |
| September             | 1999 | 67               | 11               | 22              | 100          | 145             | 500          |
| October               | 1999 | 67               | 12               | 21              | 100          | 146             | 500          |
| November              | 1999 | 68               | 12               | 20              | 100          | 148             | 492          |
| December              | 1999 | 63               | 15               | 22              | 100          | 141             | 505          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2000 | 65               | 14               | 21              | 100          | 144             | 506          |
| February              | 2000 | 70               | 13               | 17              | 100          | 153             | 503          |
| March                 | 2000 | 62               | 10               | 28              | 100          | 134             | 500          |
| April                 | 2000 | 69               | 10               | 21              | 100          | 148             | 502          |
| May                   | 2000 | 66               | 13               | 21              | 100          | 145             | 501          |
| June                  | 2000 | 62               | 14               | 24              | 100          | 138             | 500          |
| July                  | 2000 | 65               | 11               | 24              | 100          | 141             | 502          |
| August                | 2000 | 68               | 11               | 21              | 100          | 147             | 505          |
| September             | 2000 | 67               | 11               | 22              | 100          | 145             | 501          |
| October               | 2000 | 67               | 10               | 23              | 100          | 144             | 500          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| November              | 2000 | 68               | 13               | 19              | 100          | 149             | 500          |
| December              | 2000 | 66               | 14               | 20              | 100          | 146             | 500          |
| January               | 2001 | 60               | 13               | 27              | 100          | 133             | 500          |
| February              | 2001 | 64               | 9                | 27              | 100          | 137             | 501          |
| March                 | 2001 | 67               | 12               | 21              | 100          | 146             | 500          |
| April                 | 2001 | 59               | 11               | 30              | 100          | 129             | 500          |
| May                   | 2001 | 59               | 15               | 26              | 100          | 133             | 501          |
| June                  | 2001 | 56               | 15               | 29              | 100          | 127             | 500          |
| July                  | 2001 | 61               | 16               | 23              | 100          | 138             | 501          |
| August                | 2001 | 58               | 16               | 26              | 100          | 132             | 500          |
| September             | 2001 | 60               | 13               | 27              | 100          | 133             | 500          |
| October               | 2001 | 71               | 10               | 19              | 100          | 152             | 506          |
| November              | 2001 | 79               | 6                | 15              | 100          | 164             | 504          |
| December              | 2001 | 76               | 11               | 13              | 100          | 163             | 500          |
| January               | 2002 | 71               | 14               | 15              | 100          | 156             | 500          |
| February              | 2002 | 73               | 10               | 17              | 100          | 156             | 500          |
| March                 | 2002 | 67               | 15               | 18              | 100          | 149             | 500          |
| April                 | 2002 | 65               | 18               | 17              | 100          | 148             | 502          |
| May                   | 2002 | 69               | 13               | 18              | 100          | 151             | 500          |
| June                  | 2002 | 65               | 19               | 16              | 100          | 149             | 501          |
| July                  | 2002 | 72               | 11               | 17              | 100          | 155             | 501          |
| August                | 2002 | 70               | 12               | 18              | 100          | 152             | 500          |
| September             | 2002 | 74               | 10               | 16              | 100          | 158             | 501          |
| October               | 2002 | 71               | 14               | 15              | 100          | 156             | 502          |
| November              | 2002 | 70               | 13               | 17              | 100          | 153             | 504          |
| December              | 2002 | 71               | 13               | 16              | 100          | 155             | 500          |
| January               | 2003 | 71               | 10               | 19              | 100          | 152             | 501          |
| February              | 2003 | 64               | 12               | 24              | 100          | 140             | 501          |
| March                 | 2003 | 67               | 7                | 26              | 100          | 141             | 504          |
| April                 | 2003 | 68               | 13               | 19              | 100          | 149             | 500          |
| May                   | 2003 | 76               | 8                | 16              | 100          | 160             | 500          |
| June                  | 2003 | 74               | 9                | 17              | 100          | 157             | 500          |
| July                  | 2003 | 76               | 8                | 16              | 100          | 160             | 502          |
| August                | 2003 | 71               | 8                | 21              | 100          | 150             | 501          |
| September             | 2003 | 72               | 8                | 20              | 100          | 152             | 500          |
| October               | 2003 | 73               | 9                | 18              | 100          | 155             | 500          |
| November              | 2003 | 76               | 9                | 15              | 100          | 161             | 505          |
| December              | 2003 | 75               | 7                | 18              | 100          | 157             | 500          |
| January               | 2004 | 78               | 5                | 17              | 100          | 161             | 509          |
| February              | 2004 | 69               | 12               | 19              | 100          | 150             | 500          |
| March                 | 2004 | 72               | 9                | 19              | 100          | 153             | 501          |
| April                 | 2004 | 70               | 7                | 23              | 100          | 147             | 500          |
| May                   | 2004 | 67               | 10               | 23              | 100          | 144             | 500          |
| June                  | 2004 | 69               | 6                | 25              | 100          | 144             | 514          |
| July                  | 2004 | 67               | 8                | 25              | 100          | 142             | 509          |
| August                | 2004 | 67               | 10               | 23              | 100          | 144             | 502          |
| September             | 2004 | 70               | 8                | 22              | 100          | 148             | 500          |
| October               | 2004 | 72               | 8                | 20              | 100          | 152             | 502          |
| November              | 2004 | 64               | 10               | 26              | 100          | 138             | 502          |
| December              | 2004 | 71               | 12               | 17              | 100          | 154             | 501          |
| January               | 2005 | 69               | 9                | 22              | 100          | 147             | 494          |
| February              | 2005 | 67               | 10               | 23              | 100          | 144             | 497          |
| March                 | 2005 | 59               | 12               | 29              | 100          | 130             | 496          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| April                 | 2005 | 59               | 10               | 31              | 100          | 128             | 499          |
| May                   | 2005 | 61               | 11               | 28              | 100          | 133             | 502          |
| June                  | 2005 | 65               | 9                | 26              | 100          | 139             | 501          |
| July                  | 2005 | 74               | 4                | 22              | 100          | 152             | 506          |
| August                | 2005 | 70               | 7                | 23              | 100          | 147             | 505          |
| September             | 2005 | 59               | 7                | 34              | 100          | 125             | 513          |
| October               | 2005 | 54               | 11               | 35              | 100          | 119             | 510          |
| November              | 2005 | 60               | 5                | 35              | 100          | 125             | 503          |
| December              | 2005 | 64               | 7                | 29              | 100          | 135             | 503          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2006 | 64               | 9                | 27              | 100          | 137             | 500          |
| February              | 2006 | 64               | 6                | 30              | 100          | 134             | 500          |
| March                 | 2006 | 66               | 6                | 28              | 100          | 138             | 496          |
| April                 | 2006 | 63               | 6                | 31              | 100          | 132             | 498          |
| May                   | 2006 | 53               | 6                | 41              | 100          | 112             | 497          |
| June                  | 2006 | 60               | 4                | 36              | 100          | 124             | 510          |
| July                  | 2006 | 61               | 8                | 31              | 100          | 130             | 500          |
| August                | 2006 | 60               | 4                | 36              | 100          | 124             | 501          |
| September             | 2006 | 61               | 6                | 33              | 100          | 128             | 507          |
| October               | 2006 | 66               | 5                | 29              | 100          | 137             | 504          |
| November              | 2006 | 67               | 6                | 27              | 100          | 140             | 492          |
| December              | 2006 | 66               | 8                | 26              | 100          | 140             | 510          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2007 | 64               | 8                | 28              | 100          | 136             | 505          |
| February              | 2007 | 63               | 7                | 30              | 100          | 133             | 508          |
| March                 | 2007 | 65               | 8                | 27              | 100          | 138             | 503          |
| April                 | 2007 | 63               | 6                | 31              | 100          | 132             | 508          |
| May                   | 2007 | 58               | 8                | 34              | 100          | 124             | 500          |
| June                  | 2007 | 55               | 8                | 37              | 100          | 118             | 502          |
| July                  | 2007 | 60               | 5                | 35              | 100          | 125             | 507          |
| August                | 2007 | 63               | 7                | 30              | 100          | 133             | 505          |
| September             | 2007 | 67               | 5                | 28              | 100          | 139             | 504          |
| October               | 2007 | 60               | 8                | 32              | 100          | 128             | 500          |
| November              | 2007 | 55               | 7                | 38              | 100          | 117             | 501          |
| December              | 2007 | 56               | 5                | 39              | 100          | 117             | 502          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2008 | 56               | 7                | 37              | 100          | 119             | 504          |
| February              | 2008 | 55               | 9                | 36              | 100          | 119             | 500          |
| March                 | 2008 | 54               | 6                | 40              | 100          | 114             | 504          |
| April                 | 2008 | 51               | 8                | 41              | 100          | 110             | 505          |
| May                   | 2008 | 45               | 6                | 49              | 100          | 96              | 504          |
| June                  | 2008 | 43               | 5                | 52              | 100          | 91              | 505          |
| July                  | 2008 | 49               | 5                | 46              | 100          | 103             | 506          |
| August                | 2008 | 49               | 5                | 46              | 100          | 103             | 502          |
| September             | 2008 | 52               | 4                | 44              | 100          | 108             | 497          |
| October               | 2008 | 47               | 4                | 49              | 100          | 98              | 508          |
| November              | 2008 | 56               | 3                | 41              | 100          | 115             | 500          |
| December              | 2008 | 59               | 3                | 38              | 100          | 121             | 509          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2009 | 61               | 2                | 37              | 100          | 124             | 504          |
| February              | 2009 | 61               | 5                | 34              | 100          | 127             | 500          |
| March                 | 2009 | 60               | 5                | 35              | 100          | 125             | 509          |
| April                 | 2009 | 62               | 5                | 33              | 100          | 129             | 501          |
| May                   | 2009 | 65               | 2                | 33              | 100          | 132             | 510          |
| June                  | 2009 | 68               | 3                | 29              | 100          | 139             | 508          |
| July                  | 2009 | 63               | 5                | 32              | 100          | 131             | 505          |
| August                | 2009 | 68               | 3                | 29              | 100          | 139             | 506          |
| September             | 2009 | 61               | 4                | 35              | 100          | 126             | 504          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| October               | 2009 | 59               | 6                | 35              | 100          | 124             | 497          |
| November              | 2009 | 61               | 4                | 35              | 100          | 126             | 508          |
| December              | 2009 | 61               | 5                | 34              | 100          | 127             | 502          |
| January               | 2010 | 60               | 6                | 34              | 100          | 126             | 503          |
| February              | 2010 | 62               | 2                | 36              | 100          | 126             | 502          |
| March                 | 2010 | 62               | 7                | 31              | 100          | 131             | 505          |
| April                 | 2010 | 70               | 2                | 28              | 100          | 142             | 506          |
| May                   | 2010 | 68               | 3                | 29              | 100          | 139             | 509          |
| June                  | 2010 | 68               | 3                | 29              | 100          | 139             | 501          |
| July                  | 2010 | 62               | 5                | 33              | 100          | 129             | 503          |
| August                | 2010 | 65               | 5                | 30              | 100          | 135             | 513          |
| September             | 2010 | 59               | 7                | 34              | 100          | 125             | 500          |
| October               | 2010 | 60               | 5                | 35              | 100          | 125             | 509          |
| November              | 2010 | 62               | 6                | 32              | 100          | 130             | 508          |
| December              | 2010 | 65               | 5                | 30              | 100          | 135             | 508          |
| January               | 2011 | 58               | 6                | 36              | 100          | 122             | 505          |
| February              | 2011 | 59               | 5                | 36              | 100          | 123             | 504          |
| March                 | 2011 | 60               | 5                | 35              | 100          | 125             | 504          |
| April                 | 2011 | 56               | 7                | 37              | 100          | 119             | 502          |
| May                   | 2011 | 60               | 7                | 33              | 100          | 127             | 502          |
| June                  | 2011 | 58               | 3                | 39              | 100          | 119             | 504          |
| July                  | 2011 | 53               | 5                | 42              | 100          | 111             | 480          |
| August                | 2011 | 53               | 5                | 42              | 100          | 111             | 506          |
| September             | 2011 | 55               | 3                | 42              | 100          | 113             | 506          |
| October               | 2011 | 54               | 4                | 42              | 100          | 112             | 502          |
| November              | 2011 | 60               | 6                | 34              | 100          | 126             | 502          |
| December              | 2011 | 56               | 5                | 39              | 100          | 117             | 496          |
| January               | 2012 | 58               | 7                | 35              | 100          | 123             | 501          |
| February              | 2012 | 59               | 5                | 36              | 100          | 123             | 501          |
| March                 | 2012 | 59               | 4                | 37              | 100          | 122             | 505          |
| April                 | 2012 | 63               | 6                | 31              | 100          | 132             | 505          |
| May                   | 2012 | 64               | 4                | 32              | 100          | 132             | 501          |
| June                  | 2012 | 61               | 6                | 33              | 100          | 128             | 495          |
| July                  | 2012 | 63               | 5                | 32              | 100          | 131             | 510          |
| August                | 2012 | 61               | 5                | 34              | 100          | 127             | 510          |
| September             | 2012 | 66               | 5                | 29              | 100          | 137             | 511          |
| October               | 2012 | 59               | 6                | 35              | 100          | 124             | 512          |
| November              | 2012 | 60               | 8                | 32              | 100          | 128             | 501          |
| December              | 2012 | 62               | 6                | 32              | 100          | 130             | 502          |
| January               | 2013 | 61               | 6                | 33              | 100          | 128             | 502          |
| February              | 2013 | 60               | 6                | 34              | 100          | 126             | 499          |
| March                 | 2013 | 62               | 6                | 32              | 100          | 130             | 501          |
| April                 | 2013 | 62               | 7                | 31              | 100          | 131             | 505          |
| May                   | 2013 | 70               | 5                | 25              | 100          | 145             | 504          |
| June                  | 2013 | 65               | 6                | 29              | 100          | 136             | 502          |
| July                  | 2013 | 66               | 9                | 25              | 100          | 141             | 505          |
| August                | 2013 | 62               | 7                | 31              | 100          | 131             | 505          |
| September             | 2013 | 60               | 6                | 34              | 100          | 126             | 503          |
| October               | 2013 | 65               | 6                | 29              | 100          | 136             | 502          |
| November              | 2013 | 57               | 6                | 37              | 100          | 120             | 504          |
| December              | 2013 | 65               | 6                | 29              | 100          | 136             | 504          |
| January               | 2014 | 68               | 6                | 26              | 100          | 142             | 505          |
| February              | 2014 | 65               | 8                | 27              | 100          | 138             | 506          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| March                 | 2014 | 61               | 10               | 29              | 100          | 132             | 504          |
| April                 | 2014 | 64               | 6                | 30              | 100          | 134             | 506          |
| May                   | 2014 | 62               | 7                | 31              | 100          | 131             | 503          |
| June                  | 2014 | 61               | 8                | 31              | 100          | 130             | 506          |
| July                  | 2014 | 64               | 7                | 29              | 100          | 135             | 502          |
| August                | 2014 | 62               | 7                | 31              | 100          | 131             | 500          |
| September             | 2014 | 65               | 6                | 29              | 100          | 136             | 509          |
| October               | 2014 | 69               | 7                | 24              | 100          | 145             | 502          |
| November              | 2014 | 70               | 6                | 24              | 100          | 146             | 501          |
| December              | 2014 | 68               | 5                | 27              | 100          | 141             | 503          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2015 | 74               | 3                | 23              | 100          | 151             | 506          |
| February              | 2015 | 69               | 5                | 26              | 100          | 143             | 505          |
| March                 | 2015 | 66               | 7                | 27              | 100          | 139             | 503          |
| April                 | 2015 | 71               | 4                | 25              | 100          | 146             | 500          |
| May                   | 2015 | 65               | 8                | 27              | 100          | 138             | 503          |
| June                  | 2015 | 69               | 7                | 24              | 100          | 145             | 506          |
| July                  | 2015 | 70               | 5                | 25              | 100          | 145             | 501          |
| August                | 2015 | 66               | 7                | 27              | 100          | 139             | 564          |
| September             | 2015 | 65               | 6                | 29              | 100          | 136             | 500          |
| October               | 2015 | 68               | 4                | 28              | 100          | 140             | 503          |
| November              | 2015 | 70               | 7                | 23              | 100          | 147             | 508          |
| December              | 2015 | 69               | 3                | 28              | 100          | 141             | 508          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2016 | 73               | 6                | 21              | 100          | 152             | 503          |
| February              | 2016 | 71               | 6                | 23              | 100          | 148             | 505          |
| March                 | 2016 | 69               | 7                | 24              | 100          | 145             | 545          |
| April                 | 2016 | 69               | 5                | 26              | 100          | 143             | 528          |
| May                   | 2016 | 74               | 4                | 22              | 100          | 152             | 547          |
| June                  | 2016 | 70               | 5                | 25              | 100          | 145             | 510          |
| July                  | 2016 | 71               | 6                | 23              | 100          | 148             | 538          |
| August                | 2016 | 68               | 4                | 28              | 100          | 140             | 550          |
| September             | 2016 | 65               | 5                | 30              | 100          | 135             | 580          |
| October               | 2016 | 64               | 7                | 29              | 100          | 135             | 575          |
| November              | 2016 | 67               | 7                | 26              | 100          | 141             | 610          |
| December              | 2016 | 65               | 7                | 28              | 100          | 137             | 602          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2017 | 71               | 5                | 24              | 100          | 147             | 601          |
| February              | 2017 | 70               | 5                | 25              | 100          | 145             | 602          |
| March                 | 2017 | 71               | 5                | 24              | 100          | 147             | 603          |
| April                 | 2017 | 73               | 6                | 21              | 100          | 152             | 602          |
| May                   | 2017 | 65               | 5                | 30              | 100          | 135             | 611          |
| June                  | 2017 | 67               | 7                | 26              | 100          | 141             | 604          |
| July                  | 2017 | 65               | 7                | 28              | 100          | 137             | 603          |
| August                | 2017 | 67               | 5                | 28              | 100          | 139             | 602          |
| September             | 2017 | 66               | 4                | 30              | 100          | 136             | 612          |
| October               | 2017 | 72               | 5                | 23              | 100          | 149             | 604          |
| November              | 2017 | 70               | 5                | 25              | 100          | 145             | 606          |
| December              | 2017 | 70               | 5                | 25              | 100          | 145             | 604          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2018 | 66               | 8                | 26              | 100          | 140             | 622          |
| February              | 2018 | 67               | 4                | 29              | 100          | 138             | 609          |
| March                 | 2018 | 67               | 5                | 28              | 100          | 139             | 619          |
| April                 | 2018 | 69               | 5                | 26              | 100          | 143             | 604          |
| May                   | 2018 | 62               | 4                | 34              | 100          | 128             | 602          |
| June                  | 2018 | 68               | 4                | 28              | 100          | 140             | 608          |
| July                  | 2018 | 61               | 5                | 34              | 100          | 127             | 600          |
| August                | 2018 | 59               | 6                | 35              | 100          | 124             | 605          |

TABLE 37

## BUYING CONDITIONS FOR VEHICLES

| <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> |
|-----------------------|------|------------------|------------------|-----------------|--------------|-----------------|--------------|
| September             | 2018 | 67               | 5                | 28              | 100          | 139             | 618          |
| October               | 2018 | 59               | 7                | 34              | 100          | 125             | 601          |
| November              | 2018 | 59               | 8                | 33              | 100          | 126             | 604          |
| December              | 2018 | 59               | 7                | 34              | 100          | 125             | 602          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2019 | 59               | 7                | 34              | 100          | 125             | 601          |
| February              | 2019 | 61               | 6                | 33              | 100          | 128             | 601          |
| March                 | 2019 | 62               | 8                | 30              | 100          | 132             | 600          |
| April                 | 2019 | 61               | 8                | 31              | 100          | 130             | 601          |
| May                   | 2019 | 62               | 7                | 31              | 100          | 131             | 602          |
| June                  | 2019 | 63               | 4                | 33              | 100          | 130             | 602          |
| July                  | 2019 | 62               | 5                | 33              | 100          | 129             | 602          |
| August                | 2019 | 58               | 7                | 35              | 100          | 123             | 601          |
| September             | 2019 | 62               | 7                | 31              | 100          | 131             | 601          |
| October               | 2019 | 64               | 6                | 30              | 100          | 134             | 650          |
| November              | 2019 | 63               | 5                | 32              | 100          | 131             | 631          |
| December              | 2019 | 67               | 4                | 29              | 100          | 138             | 634          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2020 | 61               | 6                | 33              | 100          | 128             | 621          |
| February              | 2020 | 63               | 8                | 29              | 100          | 134             | 620          |
| March                 | 2020 | 62               | 6                | 32              | 100          | 130             | 692          |
| April                 | 2020 | 57               | 2                | 41              | 100          | 116             | 620          |
| May                   | 2020 | 64               | 3                | 33              | 100          | 131             | 645          |
| June                  | 2020 | 68               | 4                | 28              | 100          | 140             | 615          |
| July                  | 2020 | 61               | 2                | 37              | 100          | 124             | 603          |
| August                | 2020 | 61               | 3                | 36              | 100          | 125             | 660          |
| September             | 2020 | 61               | 5                | 34              | 100          | 127             | 601          |
| October               | 2020 | 57               | 5                | 38              | 100          | 119             | 605          |
| November              | 2020 | 57               | 7                | 36              | 100          | 121             | 604          |
| December              | 2020 | 58               | 5                | 37              | 100          | 121             | 601          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2021 | 56               | 5                | 39              | 100          | 117             | 603          |
| February              | 2021 | 53               | 3                | 44              | 100          | 109             | 604          |
| March                 | 2021 | 54               | 6                | 40              | 100          | 114             | 604          |
| April                 | 2021 | 56               | 6                | 38              | 100          | 118             | 601          |
| May                   | 2021 | 48               | 4                | 48              | 100          | 100             | 606          |
| June                  | 2021 | 41               | 5                | 54              | 100          | 87              | 608          |
| July                  | 2021 | 38               | 5                | 57              | 100          | 81              | 604          |
| August                | 2021 | 32               | 3                | 65              | 100          | 67              | 600          |
| September             | 2021 | 30               | 4                | 66              | 100          | 64              | 612          |
| October               | 2021 | 28               | 3                | 69              | 100          | 59              | 604          |
| November              | 2021 | 24               | 3                | 73              | 100          | 51              | 602          |
| December              | 2021 | 27               | 4                | 69              | 100          | 58              | 603          |
|                       |      |                  |                  |                 |              |                 |              |
| January               | 2022 | 21               | 4                | 75              | 100          | 46              | 602          |
| February              | 2022 | 21               | 2                | 77              | 100          | 44              | 600          |
| March                 | 2022 | 24               | 4                | 72              | 100          | 52              | 602          |
| April                 | 2022 | 21               | 5                | 74              | 100          | 47              | 600          |
| May                   | 2022 | 22               | 2                | 76              | 100          | 46              | 601          |
| June                  | 2022 | 16               | 3                | 81              | 100          | 35              | 602          |
| July                  | 2022 | 22               | 3                | 75              | 100          | 47              | 601          |
| August                | 2022 | 19               | 4                | 77              | 100          | 42              | 602          |
| September             | 2022 | 20               | 3                | 77              | 100          | 43              | 601          |
| October               | 2022 | 24               | 6                | 70              | 100          | 54              | 600          |