TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

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

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

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
May	1954	13	3	2	0	NA	0	NA	25	0	3	2	0	0	NA
May	1955	20	9	1	0	NA	0	NA	13	0	1	1	0	0	NA
November	1955	17	6	1	0	NA	0	NA	11	0	1	0	0	0	NA
May	1956	26	5	0	0	NA	0	NA	9	0	1	1	0	0	NA
August	1956	17	11	0	0	NA	0	NA	7	0	1	0	0	0	NA
November	1956	10	11	0	0	NA	0	NA	19	0	1	0	0	0	NA
May	1957	10	7	0	0	NA	0	NA	15	0	1	0	0	0	NA
November	1957	12	6	0	0	NA	0	NA	15	0	1	0	0	0	NA
May	1958	26	3	0	0	NA	0	NA	16	0	3	2	0	0	NA
November	1958	14	7	0	0	NA	0	NA	21	0	2	1	0	0	NA
May	1959	8	11	1	0	NA	2	NA	18	0	1	1	0	0	NA
November	1959	8	10	1	0	NA	1	NA	15	0	2	1	0	0	NA
February	1960	16	13	1	0	NA	2	NA	14	0	1	1	0	1	NA
May	1960	13	7	0	0	NA	1	NA	12	0	1	1	0	1	NA
February	1961	37	5	0	0	1	1	NA	11	0	3	2	0	1	NA
May	1961	22	8	0	0	NA	0	NA	9	0	3	1	0	1	NA
November	1961	13	8	0	0	NA	0	NA	9	0	2	0	0	1	NA
February	1962	22	9	1	0	5	1	NA	10	0	2	0	0	1	NA
August	1962	16	5	1	0	NA	0	NA	9	0	2	1	0	2	NA
November	1962	14	6	1	0	NA	0	NA	8	0	2	1	0	1	NA
February	1963	19	10	1	0	4	0	NA	9	0	2	0	0	1	NA
May	1963	13	16	1	0	NA	0	NA	8	0	1	1	0	1	NA
August	1963	12	7	1	0	NA	0	NA	8	0	1	1	0	1	NA
February	1965	17	9	1	0	6	0	NA	9	0	1	0	0	1	NA
November	1965	20	12	2	0	NA	0	NA	9	0	1	0	0	1	NA
August	1966	12	16	1	0	4	0	NA	15	4	1	0	0	2	NA
May	1967	17	15	1	0	8	0	NA	13	5	2	1	0	3	NA
February	1968	10	22	2	0	7	0	NA	15	3	2	1	0	3	NA
May	1968	8	31	2	0	7	0	NA	11	4	2	1	0	3	NA
August	1968	6	26	1	0	5	0	NA	17	3	1	0	0	2	NA
November	1968	5	20	1	0	5	0	NA	16	3	0	2	0	3	NA
February	1969	13	21	1	1	5	0	NA	16	8	1	1	0	3	NA
May	1969	13	22	3	0	4	0	NA	18	10	1	1	0	6	NA
August	1969	9	19	2	0	4	0	NA	24	12	1	1	0	4	NA
November	1969	6	19	1	0	1	0	NA	30	12	1	1	0	6	NA
February	1970	25	10	1	0	1	0	NA	24	16	3	2	0	4	NA
May	1970	24	9	1	0	1	0	NA	22	15	4	1	0	5	NA
August	1970	13	12	1	1	2	0	NA	22	21	4	3	0	4	NA
November	1970	10	15	0	0	1	0	NA	34	10	3	2	0	6	NA
February	1971	15	16	1	0	1	0	NA	29	9	4	3	0	5	NA
May	1971	10	20	4	1	2	1	NA	22	9	5	2	0	7	NA
August	1971	28	14	1	0	1	0	NA	18	3	3	2	0	4	NA
November	1971	22	18	1	0	1	0	NA	20	3	1	1	0	4	NA

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
February	1972	16	25	3	1	1	0	NA	18	3	1	1	0	4	NA
May	1972	13	23	2	1	2	1	NA	20	3	1	1	0	6	NA
August	1972	13	29	1	1	2	0	NA	19	1	1	1	0	7	NA
November	1972	7	19	1	0	2	0	NA	22	2	1	1	0	6	NA
February	1973	7	25	1	1	2	0	NA	18	3	1	1	0	8	NA
May	1973	4	20	0	0	1	1	NA	20	2	2	1	9	7	NA
August	1973	4	22	0	1	0	1	NA	27	8	1	0	3	6	NA
November	1973	5	13	1	0	1	1	NA	25	7	1	1	10	12	NA
February	1974	15	10	0	0	0	6	NA	22	4	3	2	23	6	NA
May	1974	15	12	0	0	1	3	NA	26	6	2	1	14	6	NA
August	1974	4	15	0	1	0	0	NA	41	8	1	1	4	6	NA
November	1974	4	9	0	0	0	1	NA	45	13	4	1	6	8	NA
February	1975	38	6	0	0	0	1	NA	27	1	6	4	3	7	NA
May	1975	22	11	0	0	0	2	NA	28	4	5	3	3	9	NA
August	1975	9	19	0	0	0	3	NA	32	3	3	2	6	11	NA
November	1975	8	14	0	1	2	7	NA	27	4	5	2	3	9	NA
February	1976	12	18	2	0	2	4	NA	25	2	1	1	1	8	NA
May	1976	11	19	1	1	3	2	NA	23	3	3	1	2	7	NA
August	1976	7	24	1	0	2	3	NA	29	2	2	1	1	6	NA
November	1976	12	20	1	1	1	3	NA	30	2	3	0	2	8	NA
February	1977	13	24	1	1	3	4	NA	23	2	6	1	3	7	NA
May	1977	11	26	1	1	1	9	NA	14	2	1	1	7	9	NA
August	1977	6	30	1	1	1	8	NA	24	1	2	1	4	8	NA
November	1977	8	29	1	1	1	7	NA	24	2	2	1	2	9	NA
February	1978	10	25	0	1	1	3	0	22	1	2	2	3	7	1
March	1978	12	34	0	2	2	3	1	20	2	4	1	1	8	0
April	1978	7	36	1	1	3	3	0	22	2	3	0	2	10	0
May	1978	6	33	1	1	3	3	0	23	3	2	0	1	8	0
June	1978	7	39	1	1	4	3	0	24	4	1	1	1	11	0
July	1978	8	43	1	2	3	2	0	25	3	2	1	1	11	0
August	1978	5	28	1	1	2	2	0	32	5	2	1	1	11	0
September	1978	7	34	0	1	2	2	0	24	2	2	1	1	12	0
October	1978	4	38	0	2	1	3	0	24	3	3	1	1	10	0
November	1978	7	28	0	1	1	2	0	31	6	3	1	2	9	0
December	1978	4	31	1	1	1	2	0	28	6	1	2	3	7	0
January	1979	6	33	0	3	1	1	0	29	6	3	1	5	9	0
February	1979	7	29	0	1	1	4	0	30	6	2	1	3	8	0
March	1979	5	35	0	2	2	7	1	23	6	2	1	14	9	0
April	1979	5	30	1	2	1	12	0	21	5	3	3	19	10	0
May	1979	6	21	0	1	0	14	0	26	6	4	1	22	11	0
June	1979	7	21	0	1	0	12	0	25	4	2	1	26	13	0
July	1979	11	17	0	1	1	11	0	27	6	4	2	25	10	1
August	1979	17	14	0	1	1	11	0	27	7	4	2	18	11	1
September	1979	21	21	0	1	1	9	0	25	7	3	1	14	11	1
October	1979	16	23	0	2	1	8	0	27	8	3	1	13	10	1
November	1979	14	16	1	2	0	8	0	30	18	5	1	10	8	0
December	1979	20	20	1	1	1	10	1	27	18	4	3	13	8	0
January	1980	13	22	1	1	1	8	0	31	13	5	4	19	10	0
February	1980	21	19	1	2	1	14	1	22	14	3	1	13	10	0
March	1980	19	22	0	2	1	13	0	25	17	4	2	16	9	0
April	1980	15	10	2	1	0	12	0	32	24	4	2	16	8	0
May	1980	25	8	0	1	0	6	0	30	29	5	2	15	7	0
June	1980	27	9	2	1	0	5	1	24	22	4	3	9	10	1
July	1980	25	13	3	1	0	3	0	27	11	5	4	6	13	1
August	1980	24	12	3	1	0	7	0	27	11	8	1	5	13	0
September	1980	20	19	3	2	0	9	1	31	10	5	1	5	11	1

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		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
October	1980	17	17	2	2	1	12	1	23	14	7	2	4	13	0
November	1980	17	16	1	1	1	7	0	28	17	5	1	4	10	0
December	1980	13	12	2	2	0	5	0	31	30	7	2	5	12	0
January	1981	18	13	4	1	0	4	0	33	28	4	3	4	9	0
February	1981	22	12	2	1	0	4	0	31	27	5	2	8	9	0
March	1981	30	10	1	1	0	6	0	34	21	7	3	6	9	1
April	1981	25	19	1	1	1	4	0	31	22	6	2	5	8	0
May	1981	23	15	3	1	1	5	0	33	17	4	3	3	10	0
June	1981	14	12	1	1	0	5	0	34	28	6	1	2	9	0
July	1981	17	18	1	1	1	5	0	33	25	5	2	3	11	0
August	1981	19	18	4	1	1	4	0	26	26	4	1	4	8	0
September	1981	14	15	5	2	1	4	0	30	31	7	2	3	9	0
October	1981	20	14	4	0	0	2	0	36	29	5	2	1	8	0
November	1981	21	12	5	0	0	1	0	32	26	7	2	2	10	0
December	1981	22	12	5	1	1	1	0	37	27	10	3	2	9	0
January	1982	29	11	4	2	1	2	0	31	26	10	2	2	8	0
February	1982	33	6	2	0	0	2	0	33	28	7	4	2	9	0
March	1982	37	8	2	0	0	1	0	32	30	12	4	1	7	0
April	1982	36	7	7	0	1	2	0	28	29	9	4	1	8	0
May	1982	36	8	10	1	1	1	0	27	26	8	3	1	6	0
June	1982	32	6	6	1	0	1	0	33	27	8	3	2	10	0
July	1982	28	9	4	1	1	1	0	28	32	9	4	2	10	0
August	1982	26	7	5	1	1	2	0	32	30	9	3	1	7	0
September	1982	26	8	10	1	1	1	0	31	25	10	3	1	7	0
October	1982	29	7	10	1	1	1	0	26	19	11	3	0	7	0
November	1982	28	8	19	1	0	1	0	25	19	10	6	1	7	0
December	1982	35	6	26	1	1	1	0	23	14	8	5	1	7	0
January	1983	25	7	27	2	1	2	0	24	18	10	2	1	6	0
February	1983	24	8	34	1	2	1	0	26	10	9	3	0	5	0
March	1983	24	8	33	1	1	2	0	23	11	8	2	0	5	0
April	1983	28	8	38	2	3	2	0	19	11	5	2	0	5	0
May	1983	26	12	39	2	3	0	0	19	7	5	2	1	5	0
June	1983	23	11	39	1	4	1	0	20	6	5	2	1	6	0
July	1983	25	11	35	3	4	2	0	18	8	5	2	0	5	0
August	1983	25	12	30	3	3	1	1	16	6	7	2	1	4	0
September	1983	28	17	25	3	2	2	0	20	10	4	2	0	4	0
October	1983	22	17	16	3	3	2	0	25	8	6	3	0	6	0
November	1983	21	12	14	7	4	2	0	23	9	3	1	0	6	0
December	1983	21	12	20	2	4	2	1	24	9	4	2	0	5	0
January	1984	26	18	17	2	5	1	1	16	8	3	2	0	5	0
February	1984	22	16	20	3	4	2	1	18	8	3	0	0	4	0
March	1984	23	17	19	3	7	1	1	17	6	3	2	1	4	0
April	1984	16	17	19	3	9	1	0	22	10	3	2	0	6	0
May	1984	20	17	14	4	5	3	1	18	9	2	2	0	2	0
June	1984	21	18	12	6	5	1	1	20	8	3	2	0	2	0
July	1984	21	20	17	7	4	1	1	20	9	3	1	0	4	0
August	1984	19	17	12	5	6	2	1	19	12	4	2	1	4	0
September	1984	24	20	11	4	4	1	0	22	9	3	2	0	3	0
October	1984	18	17	10	4	5	2	0	23	8	4	2	0	3	0
November	1984	18	15	15	3	5	0	1	25	10	5	3	0	5	0
December	1984	18	14	13	3	6	2	1	24	12	5	2	0	4	0
January	1985	24	13	22	2	4	0	0	21	8	5	2	0	4	0
February	1985	26	14	23	1	5	1	1	21	8	4	1	0	4	0
March	1985	30	17	21	2	4	1	1	20	5	4	2	0	3	0
April	1985	28	14	22	3	3	1	1	21	5	4	1	0	4	0
May	1985	24	14	25	3	6	1	1	20	8	4	2	0	3	0
June	1985	26	13	32	3	4	1	1	17	4	4	2	0	4	0
July	1985	24	12	33	2	3	1	1	17	5	4	2	0	3	0
August	1985	24	14	35	1	3	1	0	18	5	3	1	0	4	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
September	1985	25	9	44	1	2	1	1	15	5	2	1	0	3	0
October	1985	23	10	40	1	3	1	0	19	6	5	1	0	3	0
November	1985	21	11	38	2	3	2	1	18	7	3	1	0	1	0
December	1985	24	8	36	2	2	1	0	20	6	3	1	0	4	0
January	1986	23	9	50	1	2	0	1	13	3	4	1	0	4	0
February	1986	22	9	52	2	4	1	1	13	4	4	1	0	2	0
March	1986	22	9	52	2	3	0	1	13	3	4	1	0	3	0
April	1986	22	7	52	2	3	1	2	14	3	4	2	0	2	0
May	1986	28	6	57	1	4	0	0	10	3	5	2	0	2	0
June	1986	23	8	59	3	3	0	1	11	3	3	1	0	2	0
July	1986	23	8	52	2	5	1	1	14	3	4	1	0	3	0
August	1986	23	9	51	1	2	0	1	12	3	3	2	0	1	0
September	1986	25	6	70	3	2	0	1	11	4	2	0	0	1	0
October	1986	22	5	55	3	2	0	1	12	8	2	0	0	1	0
November	1986	26	7	42	2	2	0	0	17	9	3	1	0	2	0
December	1986	23	9	43	1	1	0	0	15	4	3	1	0	2	0
January	1987	21	8	32	2	2	1	0	17	6	5	1	0	2	0
February	1987	29	8	36	1	2	0	1	13	4	3	3	0	2	0
March	1987	29	6	43	1	1	0	0	15	4	3	2	0	2	0
April	1987	28	9	37	4	3	1	1	15	2	3	1	0	3	0
May	1987	27	13	37	3	2	0	0	15	6	3	1	0	3	0
June	1987	28	15	35	3	0	1	1	16	5	3	1	0	2	0
July	1987	32	10	27	3	3	1	1	15	5	3	1	1	3	0
August	1987	36	10	35	3	2	0	0	15	5	3	0	1	5	0
September	1987	29	15	36	4	2	0	0	16	4	3	2	1	4	0
October	1987	26	14	22	5	4	0	0	19	7	3	3	0	2	0
November	1987	31	10	21	3	2	0	0	17	10	4	8	0	2	0
December	1987	31	14	21	2	2	0	1	17	9	4	4	0	4	0
January	1988	32	11	20	4	3	1	0	17	5	4	3	0	4	0
February	1988	30	10	20	2	3	1	0	20	8	4	2	0	3	0
March	1988	32	11	20	4	4	1	1	21	6	3	1	1	3	0
April	1988	30	12	21	3	3	1	1	15	6	5	2	0	2	0
May	1988	29	14	17	5	4	0	0	17	6	3	2	0	2	0
June	1988	30	14	16	4	3	1	1	18	4	1	2	0	3	0
July	1988	33	13	14	3	5	0	1	16	6	3	2	0	3	0
August	1988	30	15	16	6	4	0	0	18	6	4	2	0	2	0
September	1988	31	14	14	6	4	0	0	17	9	2	2	0	3	0
October	1988	31	13	12	7	4	0	0	19	8	3	1	0	5	0
November	1988	27	15	14	4	4	0	1	17	7	2	2	0	3	0
December	1988	26	17	11	7	4	0	0	18	9	4	3	0	2	0
January	1989	28	18	11	6	5	1	1	17	7	2	1	0	4	0
February	1989	30	14	15	6	4	1	0	17	6	4	1	0	3	0
March	1989	27	12	15	5	3	0	0	18	13	2	2	1	3	0
April	1989	32	12	25	4	3	0	0	16	9	3	3	1	2	0
May	1989	29	14	23	4	3	0	0	16	6	4	2	1	3	0
June	1989	33	11	21	2	2	1	0	18	7	3	1	2	2	0
July	1989	32	15	19	2	3	0	0	18	4	2	1	0	3	0
August	1989	35	14	18	4	2	0	0	22	7	2	2	0	2	0
September	1989	32	10	18	2	4	1	0	19	6	5	1	0	3	0
October	1989	36	16	12	2	3	0	1	18	6	4	2	0	2	0
November	1989	41	11	15	2	2	0	1	23	5	4	1	0	3	0
December	1989	38	11	13	2	1	0	1	21	6	4	1	0	4	0
January	1990	48	10	11	2	2	0	0	17	5	2	2	0	3	0
February	1990	48	8	11	2	2	0	1	22	6	4	2	0	3	0
March	1990	48	10	11	1	2	1	1	21	4	4	2	0	4	0
April	1990	45	13	11	2	2	1	1	18	4	4	2	0	2	0
May	1990	41	12	12	2	1	1	0	17	7	2	2	0	3	0
June	1990	41	14	12	2	2	0	1	20	7	3	3	1	4	0
July	1990	41	13	10	2	2	0	1	16	7	5	1	0	3	0

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Date of Survey		GOOD TIME TO BUY							BAD TIME TO BUY						
		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
August	1990	32	16	9	3	1	1	1	21	9	3	5	5	3	1
September	1990	34	13	9	3	1	4	1	17	7	4	5	10	3	0
October	1990	35	8	5	3	1	2	0	19	8	8	10	12	4	0
November	1990	34	13	5	2	1	1	0	19	10	6	10	7	4	0
December	1990	36	7	8	2	1	1	0	17	7	7	13	7	2	0
January	1991	36	7	9	2	2	1	1	15	6	11	12	5	2	0
February	1991	43	4	10	0	1	1	1	14	4	11	10	5	3	0
March	1991	48	8	16	1	2	1	0	14	3	9	4	1	3	0
April	1991	51	11	12	1	1	0	0	18	6	11	4	0	2	0
May	1991	46	8	16	1	1	1	0	19	6	10	4	0	2	0
June	1991	43	10	13	1	1	0	0	20	5	9	5	0	2	0
July	1991	50	7	17	0	2	0	0	15	6	6	7	1	1	0
August	1991	48	8	16	1	1	0	0	16	4	9	5	0	2	0
September	1991	39	9	16	0	2	0	0	23	5	10	5	0	1	0
October	1991	41	13	12	1	1	0	0	20	5	10	5	0	3	0
November	1991	46	5	19	1	1	1	0	21	5	11	10	0	3	0
December	1991	43	6	17	1	0	0	0	20	8	11	9	0	3	0
January	1992	46	3	24	0	1	1	0	16	4	13	11	0	2	0
February	1992	46	5	25	1	2	0	0	15	2	11	11	0	2	0
March	1992	44	6	24	1	2	0	0	21	2	10	11	1	2	0
April	1992	41	7	27	1	1	0	1	16	4	9	7	0	2	0
May	1992	41	7	28	2	2	0	0	14	2	9	7	1	3	0
June	1992	44	8	30	2	2	1	0	16	3	6	6	0	3	0
July	1992	38	6	22	1	2	0	1	20	4	10	7	0	2	0
August	1992	39	7	26	1	3	0	0	18	4	9	12	0	3	0
September	1992	40	7	27	1	2	0	0	19	3	9	9	0	1	0
October	1992	36	7	22	2	1	0	0	18	3	11	8	1	3	0
November	1992	35	9	27	2	3	0	0	14	4	8	7	0	1	0
December	1992	41	6	25	2	4	0	1	12	2	7	6	0	1	0
January	1993	43	5	25	1	5	0	0	15	4	9	4	1	2	0
February	1993	36	4	26	1	5	0	1	15	5	7	8	0	2	0
March	1993	32	10	29	2	4	0	1	16	3	9	7	0	2	0
April	1993	34	7	30	2	5	0	0	16	2	7	5	0	2	0
May	1993	35	9	29	1	5	0	1	14	3	7	5	0	3	0
June	1993	30	8	31	3	7	1	0	13	2	8	7	1	1	0
July	1993	38	7	33	1	2	0	0	16	2	8	4	0	2	0
August	1993	33	8	26	1	5	0	1	17	3	8	6	0	2	0
September	1993	32	7	32	1	3	1	1	16	2	8	6	0	2	0
October	1993	29	10	27	2	5	1	0	22	3	9	4	0	2	0
November	1993	30	8	33	1	5	1	0	16	2	8	5	0	2	0
December	1993	32	6	34	1	7	0	0	17	1	6	4	0	2	0
January	1994	34	6	34	2	9	1	0	14	2	7	2	0	2	0
February	1994	35	8	37	1	7	0	1	12	3	3	2	0	1	0
March	1994	29	13	31	3	8	0	0	17	2	5	3	0	2	0
April	1994	29	14	31	3	7	0	0	15	2	6	2	0	1	0
May	1994	26	12	27	4	7	0	1	15	3	4	3	0	3	0
June	1994	27	10	27	3	8	1	1	15	5	3	2	1	1	0
July	1994	28	14	27	4	6	1	0	17	4	6	2	0	2	0
August	1994	27	13	24	4	7	0	0	17	7	2	1	0	2	0
September	1994	25	14	24	4	7	1	1	19	4	3	2	0	1	0
October	1994	28	13	23	3	9	1	1	21	6	5	3	0	2	0
November	1994	27	10	22	4	8	1	1	18	6	6	2	0	0	0
December	1994	22	12	16	7	9	1	2	18	9	6	1	0	2	0
January	1995	28	12	17	6	10	0	1	19	7	5	2	0	2	0
February	1995	23	13	15	4	8	0	1	21	11	6	2	0	2	0
March	1995	29	13	16	6	9	1	0	18	9	4	3	0	1	0
April	1995	23	12	17	4	8	0	0	25	9	5	2	0	4	0
May	1995	30	14	17	3	5	0	1	24	6	4	2	0	1	0
June	1995	29	13	19	3	5	0	0	21	5	4	2	0	1	0

TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
July	1995	27	10	26	1	7	0	0	18	4	7	4	0	1	0
August	1995	27	12	21	2	7	0	1	23	4	6	2	0	2	0
September	1995	28	12	20	1	7	0	1	22	4	5	2	0	1	0
October	1995	33	9	16	1	4	0	0	23	2	8	4	0	2	0
November	1995	27	10	19	3	6	1	0	22	3	6	1	0	2	0
December	1995	28	12	20	1	8	0	0	20	3	7	3	0	2	0
January	1996	26	10	20	2	4	0	1	21	3	9	5	0	2	0
February	1996	31	10	22	1	5	0	1	24	3	6	2	0	2	0
March	1996	27	10	25	1	7	0	1	22	4	5	3	0	1	0
April	1996	24	11	22	1	5	0	0	25	3	4	4	0	2	0
May	1996	27	12	21	3	6	1	0	22	5	4	3	1	2	0
June	1996	26	11	19	2	8	0	0	21	3	3	3	1	3	0
July	1996	27	14	23	3	7	0	0	23	2	4	1	1	1	0
August	1996	29	13	22	2	7	0	1	19	4	4	2	0	2	0
September	1996	26	13	18	4	7	0	0	20	4	5	2	0	2	0
October	1996	25	13	18	3	6	1	0	24	4	5	2	0	2	0
November	1996	28	10	19	2	6	0	0	21	4	4	0	0	2	0
December	1996	23	11	16	2	7	1	0	21	2	3	2	1	2	0
January	1997	26	11	16	2	13	0	0	19	3	4	1	0	2	0
February	1997	22	11	21	1	12	0	0	24	3	6	1	0	2	0
March	1997	23	12	22	2	9	0	0	23	4	5	1	0	3	0
April	1997	27	9	14	5	8	1	0	20	6	4	1	0	1	0
May	1997	30	13	19	2	11	0	1	17	3	3	1	0	0	0
June	1997	26	13	21	2	11	0	0	14	3	2	0	0	2	0
July	1997	22	7	20	2	10	0	1	20	5	1	1	0	2	0
August	1997	23	9	22	2	7	0	0	16	3	4	1	0	3	0
September	1997	27	10	21	1	9	0	1	17	2	2	1	0	2	0
October	1997	23	8	18	1	9	1	0	16	4	3	1	1	2	0
November	1997	24	8	17	1	7	0	0	21	1	1	0	0	2	0
December	1997	24	7	16	0	5	0	1	20	3	2	1	0	1	0
January	1998	27	5	23	1	6	0	0	16	1	2	1	0	1	0
February	1998	28	7	22	0	9	0	0	14	2	1	1	0	1	0
March	1998	27	5	28	1	9	0	1	17	1	2	0	0	2	0
April	1998	27	5	24	1	8	0	0	18	1	0	1	0	1	0
May	1998	27	6	26	0	9	0	1	17	2	1	0	0	1	0
June	1998	25	7	28	1	11	1	0	13	1	1	1	0	1	0
July	1998	25	5	26	1	6	0	1	15	1	3	0	0	1	0
August	1998	22	6	25	0	10	0	1	13	2	2	1	0	3	0
September	1998	31	4	24	0	8	0	0	14	2	1	2	0	1	0
October	1998	32	4	31	0	8	0	2	10	1	2	2	0	1	0
November	1998	29	4	36	1	8	0	2	10	1	1	1	0	2	0
December	1998	31	5	31	0	10	0	1	13	2	2	1	0	1	0
January	1999	29	6	31	1	8	0	1	10	1	2	1	0	0	0
February	1999	28	7	28	0	12	0	0	11	2	2	3	0	1	0
March	1999	34	6	30	0	10	0	0	14	2	1	1	0	2	0
April	1999	28	6	31	1	11	0	1	17	2	1	0	1	1	0
May	1999	22	10	30	0	15	0	1	13	1	2	1	1	1	0
June	1999	27	8	24	2	14	0	1	13	1	1	1	0	3	0
July	1999	24	6	27	2	12	0	1	12	2	1	1	0	2	0
August	1999	23	9	21	1	13	0	1	14	5	2	2	0	2	0
September	1999	20	6	20	2	13	0	2	13	2	3	1	0	3	0
October	1999	21	8	16	1	12	0	1	13	4	2	1	0	2	0
November	1999	26	5	20	1	11	0	0	13	3	3	1	1	2	0
December	1999	20	5	20	1	11	0	1	14	3	2	1	0	2	0
January	2000	26	6	15	2	10	1	1	15	5	1	1	0	2	0
February	2000	25	6	15	4	14	1	1	11	4	0	0	2	1	0
March	2000	21	6	16	3	15	1	1	17	5	2	0	9	2	0
April	2000	23	10	15	4	15	2	1	13	2	1	0	6	1	0
May	2000	22	9	20	3	13	1	0	11	6	1	0	4	1	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
June	2000	20	7	18	4	11	1	1	11	5	2	0	7	1	0
July	2000	27	6	15	1	13	1	1	12	4	1	0	9	1	0
August	2000	27	9	15	1	12	2	0	12	7	1	1	4	1	0
September	2000	22	5	16	2	14	0	1	12	3	1	1	4	1	0
October	2000	20	10	14	2	12	1	1	12	3	2	1	4	2	0
November	2000	25	7	16	2	13	1	1	9	3	2	1	4	1	0
December	2000	26	6	14	2	9	1	1	11	3	2	1	2	2	0
January	2001	30	3	17	2	5	0	0	9	4	5	3	4	1	0
February	2001	33	5	23	0	5	0	0	10	2	6	4	3	1	0
March	2001	33	5	27	1	3	0	1	11	3	5	3	2	2	0
April	2001	24	3	27	0	6	1	0	12	4	7	8	4	1	0
May	2001	28	4	26	0	4	1	1	10	2	3	4	9	1	0
June	2001	25	5	20	0	4	2	1	14	3	5	4	9	2	0
July	2001	37	4	28	0	5	0	0	11	3	6	3	3	2	0
August	2001	34	3	23	0	5	0	0	12	2	8	3	2	4	0
September	2001	30	3	21	0	5	1	0	9	3	7	10	3	1	0
October	2001	34	1	47	0	1	0	1	5	2	4	8	1	0	0
November	2001	33	1	59	0	1	0	0	5	2	5	6	1	0	0
December	2001	29	2	58	1	1	0	1	4	2	5	4	0	1	0
January	2002	36	1	53	0	1	0	0	5	3	5	4	0	1	0
February	2002	36	0	47	1	2	0	0	6	2	6	4	1	0	0
March	2002	35	2	39	1	5	0	1	8	2	6	3	1	1	0
April	2002	32	2	42	0	3	0	0	6	5	6	3	2	1	0
May	2002	34	3	39	1	5	0	0	10	1	5	3	1	1	0
June	2002	34	4	34	2	3	0	0	7	3	7	2	1	0	0
July	2002	41	3	43	1	3	0	0	7	4	5	4	0	0	0
August	2002	36	3	43	1	3	0	1	7	2	7	4	0	1	0
September	2002	33	2	49	0	4	0	1	7	2	4	4	1	1	0
October	2002	28	1	52	1	1	0	0	4	4	9	4	2	0	0
November	2002	28	2	50	1	1	0	0	7	3	4	6	1	0	0
December	2002	33	2	46	1	3	1	0	7	2	6	4	1	0	0
January	2003	37	2	43	1	3	1	0	7	2	8	6	2	0	0
February	2003	30	3	45	0	1	1	0	9	3	5	7	7	1	0
March	2003	34	1	43	0	2	1	0	7	3	6	7	8	1	0
April	2003	35	3	40	1	2	0	0	6	3	4	5	4	1	0
May	2003	38	3	50	0	2	1	1	5	1	5	5	2	2	0
June	2003	37	3	47	1	3	0	0	7	3	5	4	0	0	0
July	2003	37	2	50	0	2	0	1	6	2	5	5	1	0	0
August	2003	32	5	48	1	4	0	0	12	3	7	2	1	1	0
September	2003	38	3	42	0	2	1	0	9	4	4	4	2	0	0
October	2003	40	2	44	1	2	1	0	9	1	4	3	2	1	0
November	2003	38	2	44	1	3	0	0	7	2	4	2	1	1	0
December	2003	36	3	41	1	4	1	0	10	1	6	2	0	1	0
January	2004	36	2	40	1	6	1	0	8	3	4	2	1	1	0
February	2004	29	4	38	1	4	1	1	8	4	4	3	1	1	0
March	2004	35	3	38	1	3	0	1	9	3	3	3	4	1	0
April	2004	32	3	38	1	7	1	1	10	3	4	3	7	3	0
May	2004	28	4	34	3	3	5	0	9	5	3	3	8	2	0
June	2004	34	6	32	3	4	5	1	9	4	3	2	15	3	0
July	2004	35	4	33	2	3	1	1	11	5	4	1	7	2	0
August	2004	35	4	33	2	3	1	0	10	4	3	4	9	2	0
September	2004	36	5	32	2	5	2	1	9	5	5	2	6	3	0
October	2004	36	6	32	1	2	3	0	10	3	4	2	5	2	0
November	2004	31	5	25	2	6	2	0	11	4	5	4	8	2	0
December	2004	33	6	33	3	7	1	0	9	4	2	3	2	1	0
January	2005	40	5	27	2	6	1	0	10	5	3	5	1	2	0
February	2005	34	6	29	2	5	2	0	12	4	6	0	3	3	0
March	2005	27	6	22	4	3	3	0	12	4	3	1	11	3	0
April	2005	32	5	23	2	3	7	0	9	3	4	2	18	7	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
May	2005	31	7	19	3	4	7	1	10	3	5	2	16	5	0
June	2005	41	5	21	2	2	3	1	11	3	2	1	10	5	0
July	2005	52	4	15	1	4	3	0	9	2	2	1	9	2	0
August	2005	55	4	16	0	3	2	1	10	3	4	2	8	1	0
September	2005	41	5	12	1	2	8	0	11	1	4	2	20	7	0
October	2005	38	4	12	2	1	9	0	11	3	5	1	23	8	0
November	2005	42	3	15	1	2	6	0	11	2	5	2	15	7	0
December	2005	43	3	12	1	2	5	0	12	5	5	2	9	6	0
January	2006	36	6	11	1	4	6	0	10	4	5	1	10	5	0
February	2006	40	4	15	1	3	6	0	10	5	6	1	9	6	0
March	2006	42	3	14	1	4	5	0	12	3	4	2	9	6	0
April	2006	36	5	13	2	3	8	0	8	4	4	3	15	5	0
May	2006	30	3	11	1	2	10	0	10	3	4	2	25	14	0
June	2006	35	3	9	2	3	9	0	10	3	5	2	15	10	0
July	2006	39	5	13	3	1	7	1	11	3	2	2	13	6	0
August	2006	42	3	11	2	1	7	0	12	7	5	3	17	7	0
September	2006	39	4	11	1	2	8	0	10	4	5	1	14	6	0
October	2006	41	3	14	1	3	5	0	11	5	5	2	9	7	0
November	2006	45	3	16	1	2	4	0	11	5	8	1	7	4	0
December	2006	38	5	12	1	3	4	0	11	5	6	1	5	5	0
January	2007	41	4	13	1	3	5	0	11	4	6	1	6	6	0
February	2007	40	4	12	1	3	4	1	11	4	7	4	6	5	0
March	2007	41	4	17	0	2	4	0	11	3	6	1	6	5	1
April	2007	37	4	18	1	2	5	1	12	5	6	2	9	6	0
May	2007	38	4	13	1	2	7	0	12	3	3	2	15	6	0
June	2007	31	5	11	1	3	11	0	11	4	4	3	18	10	0
July	2007	37	4	12	1	3	4	0	11	3	8	1	14	6	0
August	2007	35	3	16	2	3	4	1	9	6	6	4	9	6	0
September	2007	38	3	18	1	2	6	0	10	4	6	3	7	5	0
October	2007	36	4	15	0	2	4	0	12	7	8	3	5	3	0
November	2007	32	3	13	1	3	6	0	14	7	10	4	9	6	0
December	2007	35	2	11	0	1	3	0	13	6	9	3	13	5	0
January	2008	33	4	10	1	0	5	0	8	5	10	3	9	6	0
February	2008	37	3	15	0	1	4	1	11	6	12	7	8	7	0
March	2008	36	3	16	0	1	5	0	9	4	15	6	13	5	0
April	2008	34	3	14	0	0	5	0	9	4	17	8	14	5	0
May	2008	34	2	8	0	1	9	0	8	6	15	8	22	10	0
June	2008	32	1	9	0	1	11	0	11	3	14	4	24	12	0
July	2008	38	1	8	0	1	8	0	8	4	15	5	23	11	0
August	2008	38	2	7	0	0	10	1	10	3	15	6	17	13	0
September	2008	40	2	9	0	1	8	0	9	6	14	6	15	13	0
October	2008	41	2	9	0	0	4	0	9	17	17	10	11	8	0
November	2008	51	1	10	0	1	1	0	9	11	16	12	4	8	0
December	2008	53	2	6	0	1	2	0	9	8	14	8	3	6	0
January	2009	57	1	13	0	1	2	0	5	10	15	9	3	4	0
February	2009	58	0	12	0	0	1	0	8	6	12	13	2	5	0
March	2009	57	0	11	0	2	1	0	7	7	13	12	2	3	0
April	2009	57	1	15	0	1	1	0	4	5	14	9	3	3	0
May	2009	60	1	19	0	1	2	0	7	4	12	8	1	4	0
June	2009	64	2	11	0	1	1	0	5	5	9	8	1	2	0
July	2009	56	2	10	0	1	2	0	5	6	13	8	3	4	0
August	2009	56	0	9	0	1	2	0	4	4	12	10	3	4	0
September	2009	52	3	8	0	2	4	0	10	6	11	8	2	4	0
October	2009	53	2	14	0	1	1	0	10	7	13	9	2	4	0
November	2009	50	2	11	0	2	3	0	7	5	13	10	2	4	1
December	2009	54	2	16	0	1	3	0	11	6	10	10	1	3	0
January	2010	49	3	13	0	3	2	0	8	5	14	8	1	3	0
February	2010	50	1	17	0	2	4	0	9	8	12	9	1	6	0
March	2010	52	1	17	0	2	3	0	8	7	13	7	2	7	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
April	2010	60	2	19	1	2	2	0	9	4	10	7	2	2	0
May	2010	55	2	19	0	3	3	0	8	4	12	7	3	4	0
June	2010	53	2	25	0	1	3	0	8	6	12	5	3	4	0
July	2010	53	2	18	0	3	4	0	10	3	16	9	2	4	0
August	2010	52	1	24	0	2	5	0	10	7	13	9	2	3	0
September	2010	47	3	21	0	1	3	1	10	5	15	9	0	4	0
October	2010	47	3	20	0	3	2	0	9	6	17	10	2	3	0
November	2010	47	2	20	0	2	3	0	11	5	15	9	1	2	0
December	2010	49	3	22	1	3	3	0	11	7	15	5	1	2	0
January	2011	43	3	18	0	3	3	0	15	7	14	6	4	3	0
February	2011	41	5	16	1	3	3	1	10	5	15	9	3	3	0
March	2011	42	3	17	0	2	7	0	11	7	13	7	8	2	1
April	2011	37	4	18	0	1	8	0	12	5	10	7	9	7	3
May	2011	43	3	17	1	1	10	0	12	6	10	5	8	4	1
June	2011	36	3	13	0	2	9	0	13	5	18	5	6	4	1
July	2011	35	2	16	0	2	5	0	16	8	17	7	5	3	0
August	2011	35	3	19	1	2	4	0	13	8	18	11	3	4	0
September	2011	38	2	16	0	1	4	0	11	7	19	11	3	3	0
October	2011	35	2	22	0	3	3	0	13	6	22	10	3	2	0
November	2011	41	2	21	0	2	6	0	12	5	13	11	2	3	0
December	2011	36	2	20	1	2	4	1	11	8	18	8	2	5	0
January	2012	37	2	21	1	5	5	1	15	7	14	8	3	2	0
February	2012	34	3	22	0	5	3	0	15	4	15	7	3	4	0
March	2012	37	3	21	0	5	8	1	13	5	16	8	6	4	0
April	2012	37	2	26	0	4	8	0	11	5	13	6	6	3	0
May	2012	38	3	23	0	6	7	1	10	5	15	5	4	3	0
June	2012	39	2	20	0	5	5	0	12	6	16	6	3	4	0
July	2012	42	3	24	0	4	5	1	14	6	12	6	3	1	0
August	2012	36	5	23	0	4	4	0	12	5	13	8	5	1	0
September	2012	36	4	26	0	7	6	1	12	3	11	6	2	2	0
October	2012	32	5	22	1	6	7	0	15	4	13	7	4	2	0
November	2012	31	2	23	1	6	5	0	13	5	14	8	2	2	0
December	2012	36	3	23	1	5	6	1	11	5	12	9	2	4	0
January	2013	38	4	22	0	4	5	0	14	7	13	7	2	3	0
February	2013	32	3	22	0	5	3	1	16	5	12	5	4	3	0
March	2013	32	6	23	0	6	6	1	15	4	12	5	2	3	0
April	2013	26	5	25	1	9	4	0	14	5	11	6	2	3	0
May	2013	34	5	29	0	8	5	0	9	4	9	5	2	3	0
June	2013	29	4	27	2	10	5	0	13	4	11	4	2	3	0
July	2013	34	6	29	1	7	4	0	11	4	7	4	2	3	0
August	2013	34	4	25	2	6	3	0	14	5	9	6	2	2	0
September	2013	25	4	25	2	8	4	1	14	7	11	7	0	2	0
October	2013	29	6	25	2	8	4	1	11	5	11	8	1	1	0
November	2013	23	5	18	2	8	4	1	13	6	13	10	2	3	0
December	2013	29	5	24	3	7	5	0	13	6	9	7	0	3	0
January	2014	32	5	26	3	10	6	0	12	4	9	7	0	1	0
February	2014	32	4	26	1	7	5	0	14	4	10	5	1	2	0
March	2014	29	4	20	1	6	4	0	11	6	11	6	1	3	0
April	2014	28	6	20	1	9	8	0	12	6	11	5	2	6	0
May	2014	27	7	19	1	10	5	1	17	4	9	6	3	4	0
June	2014	31	6	20	2	7	3	0	15	4	7	5	3	5	0
July	2014	28	6	23	1	10	4	0	14	6	5	5	2	8	0
August	2014	27	7	26	1	9	3	0	15	6	10	4	1	4	0
September	2014	31	5	24	1	9	3	0	14	3	11	4	1	4	0
October	2014	34	3	22	1	8	5	0	11	5	8	5	1	3	0
November	2014	31	6	24	2	10	5	1	13	2	5	5	1	4	0
December	2014	30	5	25	2	11	4	1	13	6	7	5	0	4	0
January	2015	30	4	27	2	13	5	1	11	2	7	2	2	4	0
February	2015	32	5	23	1	13	3	0	15	4	7	5	1	2	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
March	2015	27	6	24	2	12	5	1	14	5	8	3	1	4	0
April	2015	26	6	26	3	12	3	0	14	5	6	3	1	4	0
May	2015	24	4	22	2	11	4	1	15	3	7	5	1	5	0
June	2015	25	6	28	2	13	4	0	14	2	6	4	1	4	0
July	2015	30	4	26	2	12	3	0	15	3	7	3	1	3	0
August	2015	25	5	26	2	11	3	0	15	4	9	4	2	3	0
September	2015	25	4	25	2	11	5	0	15	4	6	4	1	7	0
October	2015	29	5	24	2	8	2	1	15	5	7	4	1	5	0
November	2015	27	3	28	2	10	3	0	14	4	6	3	0	3	0
December	2015	29	5	28	3	9	3	1	13	5	7	3	2	4	0
January	2016	28	6	26	4	10	3	1	9	4	5	4	0	2	0
February	2016	33	2	27	2	8	2	0	10	4	6	5	1	3	0
March	2016	21	8	25	2	11	3	1	12	5	6	6	1	3	0
April	2016	26	6	26	2	9	3	0	13	5	6	4	1	4	0
May	2016	28	6	29	3	12	3	1	13	2	4	3	2	4	0
June	2016	27	5	26	3	12	2	0	14	5	4	4	0	4	0
July	2016	28	6	30	1	9	2	1	13	3	5	6	0	2	0
August	2016	26	4	28	1	11	3	0	17	4	6	5	0	2	0
September	2016	20	5	25	2	11	2	1	14	3	5	5	1	4	0
October	2016	22	4	24	2	9	3	1	13	5	7	4	2	3	0
November	2016	23	4	24	2	12	2	0	14	4	5	4	1	2	0
December	2016	25	5	21	4	13	1	1	12	6	6	5	1	3	0
January	2017	23	8	18	3	16	3	1	11	5	4	5	1	3	0
February	2017	25	8	18	2	15	2	1	14	4	2	5	1	2	0
March	2017	23	9	20	5	16	2	1	12	5	4	5	0	2	0
April	2017	24	8	21	4	15	3	2	13	3	3	3	0	1	0
May	2017	29	5	17	3	11	3	1	16	4	5	6	0	2	0
June	2017	28	6	21	2	12	3	0	16	5	4	4	1	3	0
July	2017	27	5	20	2	11	3	1	16	4	4	4	0	5	0
August	2017	26	5	23	2	13	3	0	15	4	6	4	0	4	0
September	2017	25	6	18	2	16	2	1	15	5	5	4	2	2	0
October	2017	27	5	21	4	13	3	1	12	3	5	3	1	3	0
November	2017	28	5	20	1	14	3	1	14	4	3	4	0	4	0
December	2017	28	6	20	4	16	2	1	12	5	3	4	1	2	0
January	2018	26	5	18	3	14	2	1	14	4	5	5	1	4	0
February	2018	24	6	18	5	16	1	1	18	6	3	3	0	3	0
March	2018	21	12	18	3	15	1	1	16	4	3	3	1	3	0
April	2018	25	10	18	6	15	2	1	14	5	3	3	0	2	0
May	2018	22	7	16	3	15	1	0	19	7	4	5	2	5	0
June	2018	22	8	17	5	14	2	0	17	5	4	3	2	3	0
July	2018	21	9	13	4	14	2	1	21	5	4	2	2	3	0
August	2018	17	10	13	2	14	1	1	19	8	5	3	1	3	0
September	2018	21	11	14	2	17	1	0	18	4	3	2	0	3	0
October	2018	17	10	13	3	17	1	1	22	6	3	3	1	2	0
November	2018	22	8	11	3	15	1	0	22	6	2	4	0	3	0
December	2018	24	7	12	3	12	2	1	22	5	6	3	1	2	0
January	2019	25	5	15	2	12	1	1	18	7	5	6	1	3	0
February	2019	24	8	13	3	14	2	1	18	7	3	6	1	5	0
March	2019	24	6	16	2	17	1	1	19	7	4	3	1	3	0
April	2019	20	5	15	2	20	1	1	20	5	3	3	1	4	0
May	2019	25	6	17	2	16	2	1	20	4	4	4	2	5	0
June	2019	22	10	12	1	19	1	1	21	4	4	4	1	3	0
July	2019	25	7	18	0	18	2	1	20	3	3	5	2	4	0
August	2019	24	4	18	0	14	1	1	23	7	5	4	1	3	0
September	2019	25	5	16	0	18	0	1	18	4	5	5	1	4	0
October	2019	24	7	19	1	16	1	1	19	3	2	5	2	3	0
November	2019	28	5	20	0	13	1	1	22	4	4	5	1	4	0
December	2019	25	5	18	1	21	1	1	20	4	3	3	0	2	0
January	2020	21	6	18	1	18	2	0	20	4	3	4	2	4	0

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
February	2020	23	6	19	1	18	2	1	19	3	4	4	0	4	0
March	2020	26	3	22	0	14	1	1	15	2	5	9	1	4	2
April	2020	42	1	19	0	5	0	1	7	6	15	23	0	1	1
May	2020	52	1	25	0	3	0	1	8	6	13	15	0	1	1
June	2020	49	2	28	0	4	0	1	6	4	10	15	0	1	1
July	2020	43	1	22	0	4	0	2	10	6	12	18	0	1	2
August	2020	40	1	25	0	5	0	2	10	5	12	18	0	2	2
September	2020	37	3	25	0	7	1	2	11	2	10	14	0	1	3
October	2020	35	1	24	0	7	0	2	12	4	14	13	0	1	3
November	2020	33	2	23	0	6	1	2	9	5	14	13	0	1	3
December	2020	35	1	24	1	6	1	3	11	4	14	13	1	1	2
January	2021	32	2	20	0	9	0	2	14	4	12	14	0	3	2
February	2021	28	3	20	1	6	1	2	16	6	14	15	1	1	1
March	2021	26	5	18	0	10	1	2	17	3	9	12	3	2	4
April	2021	24	4	21	1	11	1	2	19	4	7	8	2	1	7
May	2021	19	4	17	1	9	0	2	26	3	7	7	3	5	15
June	2021	18	6	12	1	7	1	2	37	4	8	5	1	2	22
July	2021	15	3	8	0	8	1	3	42	4	6	4	1	2	25
August	2021	15	2	9	1	4	0	4	44	2	5	5	2	3	30
September	2021	10	2	7	0	6	1	4	44	2	5	6	1	3	37
October	2021	14	2	6	0	3	1	3	44	4	7	4	1	2	37
November	2021	11	3	3	0	3	1	4	49	4	5	2	2	4	43
December	2021	10	5	8	0	2	1	4	54	4	6	4	2	2	38
January	2022	8	4	3	0	3	0	2	57	3	6	2	1	2	43
February	2022	7	5	5	1	3	1	3	58	8	6	4	1	3	44
March	2022	9	5	3	1	2	1	3	57	5	4	5	6	3	35
April	2022	9	3	2	1	4	1	3	57	8	5	3	5	3	38
May	2022	9	4	1	1	3	1	2	58	9	3	3	4	3	41
June	2022	7	2	1	1	2	1	3	63	12	5	3	9	4	33
July	2022	10	3	1	1	2	2	4	58	15	6	5	6	4	30
August	2022	8	3	2	1	2	1	4	54	18	8	4	5	3	29
September	2022	9	3	1	1	1	0	5	57	16	6	4	4	3	25
October	2022	9	4	1	2	2	1	8	53	16	6	4	2	2	22
November	2022	11	4	1	1	2	1	4	52	24	7	3	5	3	26
December	2022	12	3	2	1	1	1	6	48	28	7	7	3	3	18
January	2023	16	5	2	1	4	1	7	46	24	8	3	2	2	12
February	2023	16	5	4	1	2	1	6	43	23	7	6	1	2	13
March	2023	14	5	2	1	3	0	5	49	26	10	5	1	1	11
April	2023	13	5	2	1	3	0	7	44	25	6	5	1	2	9
May	2023	15	4	2	1	2	0	7	48	26	11	4	2	3	11
June	2023	12	5	2	1	3	0	7	45	24	9	3	2	3	10
July	2023	14	5	3	1	4	0	6	45	22	9	3	2	2	10
August	2023	15	5	3	1	2	1	6	45	26	6	3	1	3	8
September	2023	12	4	2	0	2	0	6	49	28	7	3	1	2	9
October	2023	12	5	2	1	2	1	4	47	28	6	3	2	1	10
November	2023	14	3	3	1	2	0	3	47	34	7	4	1	3	8
December	2023	15	4	4	1	2	0	6	46	30	7	3	1	3	6
January	2024	15	3	5	0	5	1	6	42	24	6	3	0	4	4
February	2024	18	4	6	0	3	0	6	43	24	7	4	1	4	3
March	2024	18	7	7	1	4	1	7	43	21	7	2	1	5	3
April	2024	13	5	4	1	3	0	6	43	25	6	2	1	3	3
May	2024	14	3	4	0	2	0	5	42	29	4	2	1	4	4
June	2024	12	3	2	1	1	0	3	41	29	6	3	1	3	2
July	2024	11	1	3	0	1	1	3	40	26	3	2	1	2	2
August	2024	12	2	4	0	0	0	3	43	25	4	2	0	3	3
September	2024	12	3	6	0	1	0	4	37	25	4	2	0	4	3
October	2024	11	4	6	0	1	0	4	37	24	5	2	1	2	3
November	2024	14	4	4	0	1	0	3	38	23	4	2	1	2	2
December	2024	11	8	3	0	0	0	2	39	18	3	2	0	3	2

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SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

		GOOD TIME TO BUY							BAD TIME TO BUY						
Date of Survey		Low Price; Good Buys	Prices Won't Come Down	Interest Rates Low	Borrow in Advance Rising Rates	Times Good; Prosper.	Fuel Effic.	Supply Adequate	Prices High	High Interest Rates	Can't Afford To Buy	Uncertain Future	Gas Prices Shortages	Poor Select.; Quality	Supply Inadequate
January	2025	10	9	3	0	0	0	3	35	19	4	2	0	4	2
February	2025	7	9	3	0	1	0	2	37	19	3	3	0	2	1
March	2025	6	8	2	0	1	0	1	40	15	3	5	0	2	1
April	2025	4	9	1	0	0	0	0	37	10	2	5	0	1	2
May	2025	6	8	1	0	0	0	1	33	10	2	5	0	2	1
June	2025	5	8	1	1	0	0	1	36	13	3	4	0	2	1
July	2025	6	7	2	0	1	0	1	35	13	3	4	0	3	2
August	2025	7	7	2	0	0	0	1	39	15	5	3	0	2	1
September	2025	5	6	2	0	1	0	1	38	15	3	4	0	2	1
October	2025	7	7	3	0	0	0	1	39	14	4	5	0	3	1
November	2025	7	4	3	0	0	0	1	41	12	6	5	0	3	2
December	2025	7	4	3	0	0	0	1	41	13	7	5	0	2	1
January	2026	7	3	4	0	1	0	2	40	14	7	6	0	4	1
February	2026	9	5	4	0	0	0	2	45	13	4	5	0	3	1
March	2026	8	4	3	0	1	0	1	40	14	6	5	2	4	1
April	2026	7	4	2	1	1	1	1	43	13	6	6	4	4	2
May	2026	6	3	2	0	0	1	1	46	12	6	7	5	4	2
June	2026	6	4	2	0	0	0	1	44	18	9	4	6	5	1
July	2026	8	6	3	0	1	0	1	41	15	9	4	3	4	1