

TABLE 37

BUYING CONDITIONS FOR VEHICLES

	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021
GOOD TIME TO BUY	61%	61%	61%	57%	57%	58%	56%	53%	54%	56%	48%	41%	38%
UNCERTAIN, DEPENDS	2	3	5	5	7	5	5	3	6	6	4	5	5
BAD TIME TO BUY	37	36	34	38	36	37	39	44	40	38	48	54	57
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	603	660	601	605	604	601	603	604	604	601	606	608	604
INDEX SCORE	124	125	127	119	121	121	117	109	114	118	100	87	81

**BUYING CONDITIONS FOR VEHICLES - INDEX SCORE
THREE MONTH MOVING AVERAGES**

All	132	130	125	124	122	120	120	116	113	114	111	102	89
Age 18 to 44	125	123	117	117	117	117	115	113	108	108	107	102	92
Age 45 to 64	132	130	125	126	123	120	114	110	110	114	111	100	85
Age 65+	141	139	138	131	130	127	135	131	127	122	116	103	91
Income Bottom Third	114	119	111	112	108	112	110	103	99	104	107	103	90
Income Middle Third	132	129	128	130	129	120	118	115	116	113	108	100	93
Income Top Third	149	141	137	132	134	133	136	132	128	125	120	104	87
Educ High School or Less	114	117	107	104	108	105	108	96	95	97	99	100	95
Educ Some College	127	128	128	129	122	119	108	106	105	111	112	104	92
Educ College Degree	142	136	131	128	127	128	131	129	125	121	115	101	86

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?"

Index Score is the percent favorable minus the percent unfavorable plus 100

*: Less than half of one percent.