

TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT 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													
Prices are low; good buys available	43%	40%	37%	35%	33%	35%	32%	28%	26%	24%	19%	18%	15%
Prices won't come down; are going higher	1	1	3	1	2	1	2	3	5	4	4	6	3
Interest rates are low	22	25	25	24	23	24	20	20	18	21	17	12	8
Borrow-in-advance of rising interest rates	*	*	*	*	*	1	*	1	*	1	1	1	*
Times are good; prosperity	4	5	7	7	6	6	9	6	10	11	9	7	8
New fuel efficient model	*	*	1	*	1	1	*	1	1	1	*	1	1
BAD TIME TO BUY													
Prices are high	10	10	11	12	9	11	14	16	17	19	26	37	42
Interest rates are high; credit is tight	6	5	2	4	5	4	4	6	3	4	3	4	4
Times are bad; can't afford to buy	12	12	10	14	14	14	12	14	9	7	7	8	6
Bad times ahead; uncertain future	18	18	14	13	13	13	14	15	12	8	7	5	4
Price of gas; shortages	*	*	*	*	*	1	*	1	3	2	3	1	1
Poor selection; quality	1	2	1	1	1	1	3	1	2	1	5	2	2

SELECTED REASONS FOR OPINIONS ABOUT VEHICLE BUYING CONDITIONS
PRICES LOW - PRICES HIGH (THREE MONTH MOVING AVERAGES)

All	40	35	30	26	24	24	22	18	13	9	2	-7	-18
Age 18 to 44	35	30	20	19	18	20	18	13	8	3	-2	-10	-20
Age 45 to 64	42	39	34	30	27	26	23	18	13	11	5	-3	-14
Age 65+	44	39	37	31	29	26	27	25	20	14	4	-9	-19
Income Bottom Third	28	26	20	20	17	20	15	10	5	7	4	-3	-18
Income Middle Third	40	36	32	29	28	24	24	19	14	6	-2	-10	-15
Income Top Third	53	46	39	32	29	29	28	26	19	12	3	-9	-21
Educ High School or Less	27	23	17	16	15	16	14	5	1	-1	0	-5	-12
Educ Some College	33	32	29	31	26	24	15	11	9	9	3	-5	-15
Educ College Degree	49	42	35	28	27	27	29	27	20	11	2	-9	-22

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	20	20	20	21	20	19	18	17	15	15	15	13	9
Age 18 to 44	20	20	20	19	19	19	17	18	13	15	14	13	9
Age 45 to 64	22	22	20	24	23	23	20	18	16	17	17	14	9
Age 65+	18	19	19	20	18	15	15	14	15	15	15	12	8
Income Bottom Third	9	12	12	14	11	13	11	11	9	9	9	6	4
Income Middle Third	22	21	18	21	20	19	17	16	14	14	14	13	10
Income Top Third	29	26	30	29	31	27	26	23	23	24	24	20	13
Educ High School or Less	11	12	13	15	13	9	7	7	7	9	7	6	2
Educ Some College	21	21	18	20	18	19	16	14	13	11	13	10	9
Educ College Degree	24	23	23	24	24	24	23	22	19	20	20	18	12

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.

*: Less than half of one percent.