TABLE 38

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES

	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022
GOOD TIME TO BUY													
Prices are low; good buys available	18%	15%	15%	10%	14%	11%	10%	8%	7%	9%	9%	9%	7%
Prices won't come down; are going higher	6	3	2	2	2	3	5	4	5	5	3	4	2
Interest rates are low	12	8	9	7	6	3	8	3	5	3	2	1	1
Borrow-in-advance of rising interest rates	1	*	1	*	*	*	*	*	1	1	1	1	1
Times are good; prosperity	7	8	4	6	3	3	2	3	3	2	4	3	2
New fuel efficient model	1	1	*	1	1	1	1	*	1	1	1	1	1
BAD TIME TO BUY													
Prices are high	37	42	44	44	44	49	54	57	58	57	57	58	63
Interest rates are high; credit is tight	4	4	2	2	4	4	4	3	8	5	8	9	12
Times are bad; can't afford to buy	8	6	5	5	7	5	6	6	6	4	5	3	5
Bad times ahead; uncertain future	5	4	5	6	4	2	4	2	4	5	3	3	3
Price of gas; shortages	1	1	2	1	1	2	2	1	1	6	5	4	9
Poor selection; quality	2	2	3	3	2	4	2	2	3	3	3	3	4

SELECTED REASONS FOR OPINIONS ABOUT VEHICLE BUYING CONDITIONS

PRICES LOW - PRICES HIGH (THREE MONTH MOVING AVERAGES)

All	-7	-18	-25	-30	-31	-34	-37	-44	-48	-49	-49	-48	-51
Age 18 to 44	-10	-20	-27	-30	-30	-34	-37	-43	-46	-48	-46	-43	-46
Age 45 to 64	-3	-14	-20	-29	-30	-36	-39	-45	-52	-52	-55	-55	-57
Age 65+	-9	-19	-28	-31	-33	-33	-35	-42	-46	-48	-45	-46	-49
Income Bottom Third	-3	-18	-23	-25	-23	-27	-33	-37	-41	-42	-39	-38	-39
Income Middle Third	-10	-15	-21	-27	-30	-35	-39	-46	-49	-50	-52	-51	-54
Income Top Third	-9	-21	-31	-39	-40	-42	-41	-48	-54	-57	-58	-56	-59
Educ High School or Less	-5	-12	-20	-26	-32	-31	-36	-36	-42	-46	-50	-50	-49
Educ Some College	-5	-15	-18	-25	-26	-33	-35	-40	-41	-43	-42	-44	-49
Educ College Degree	-9	-22	-30	-34	-33	-37	-40	-49	-54	-55	-53	-50	-52
Democrat	2	-9	-19	-25	-26	-28	-32	-39	-43	-44	-44	-41	-43
Independent	-9	-20	-27	-32	-29	-33	-35	-43	-47	-50	-51	-49	-51
Republican	-15	-26	-28	-33	-41	-47	-50	-54	-58	-58	-55	-57	-61

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	13	9	6	5	5	2	2	1	0	-2	-4	-5	-8
Age 18 to 44	13	9	7	6	5	1	2	0	-2	-5	-7	-5	-9
Age 45 to 64	14	9	8	7	5	1	1	1	2	-1	-2	-6	-8
Age 65+	12	8	5	5	6	5	4	3	2	2	0	-3	-7
Income Bottom Third	6	4	2	2	2	-1	0	1	0	-2	-5	-5	-7
Income Middle Third	13	10	9	8	7	4	3	1	2	0	-2	-4	-6
Income Top Third	20	13	9	7	6	3	3	2	0	-2	-4	-6	-10
Educ High School or Less	6	2	1	2	1	0	-2	-1	-1	-3	-6	-6	-6
Educ Some College	10	9	5	5	5	1	2	1	2	-1	-3	-4	-7
Educ College Degree	18	12	9	7	6	4	4	2	0	-2	-3	-5	-10
Democrat	16	11	8	7	6	3	3	2	1	-1	-2	-5	-9
Independent	11	9	6	4	3	1	1	0	-1	-3	-5	-5	-8
Republican	14	9	7	7	5	1	1	2	2	-1	-3	-4	-6

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.