

**TABLE 38
SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR VEHICLES**

	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023
GOOD TIME TO BUY													
Prices are low; good buys available	9%	9%	11%	12%	16%	16%	14%	13%	15%	12%	14%	15%	12%
Prices won't come down; are going higher	3	4	4	3	5	5	5	5	4	5	5	5	4
Interest rates are low	1	1	1	2	2	4	2	2	2	2	3	3	2
Borrow-in-advance of rising interest rates	1	2	1	1	1	1	1	1	1	1	1	1	*
Times are good; prosperity	1	2	2	1	4	2	3	3	2	3	4	2	2
New fuel efficient model	*	1	1	1	1	1	*	*	*	*	*	1	*
Supply Adequate	5	8	4	6	8	6	5	7	7	7	7	6	6
BAD TIME TO BUY													
Prices are high	57	53	52	48	47	43	49	44	49	45	44	45	49
Interest rates are high; credit is tight	16	16	23	28	25	23	26	25	26	24	22	26	27
Times are bad; can't afford to buy	6	6	7	7	8	7	10	6	11	9	9	6	7
Bad times ahead; uncertain future	4	4	3	7	3	6	5	6	4	3	3	3	3
Price of gas; shortages	4	2	5	3	2	1	1	1	2	2	2	1	1
Poor selection; quality	3	2	3	3	2	2	1	2	3	3	2	3	2
Supply Inadequate	25	22	25	18	12	13	11	9	10	10	10	8	9

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

All	-47	-46	-44	-40	-36	-31	-31	-31	-33	-33	-32	-31	-32
Age 18 to 44	-47	-45	-44	-37	-32	-28	-29	-31	-33	-30	-28	-30	-33
Age 45 to 64	-46	-46	-43	-42	-37	-33	-31	-30	-34	-34	-34	-31	-33
Age 65+	-50	-49	-47	-43	-39	-33	-32	-30	-32	-35	-37	-33	-33
Income Bottom Third	-43	-39	-37	-34	-31	-28	-31	-33	-38	-34	-38	-37	-42
Income Middle Third	-50	-52	-50	-45	-41	-36	-36	-32	-32	-31	-30	-28	-27
Income Top Third	-49	-47	-45	-41	-34	-29	-25	-28	-31	-32	-29	-28	-29
Educ High School or Less	-46	-47	-45	-41	-38	-34	-33	-31	-33	-33	-35	-33	-38
Educ Some College	-45	-48	-45	-41	-36	-32	-36	-35	-38	-34	-34	-31	-35
Educ College Degree	-49	-45	-45	-41	-35	-30	-26	-28	-30	-32	-30	-30	-30
Democrat	-51	-49	-44	-36	-30	-26	-27	-27	-29	-26	-26	-25	-26
Independent	-44	-44	-44	-40	-38	-33	-31	-31	-33	-34	-36	-35	-37
Republican	-50	-47	-47	-46	-41	-36	-36	-36	-39	-37	-35	-33	-38

RATES LOW - RATES HIGH (THREE MONTH MOVING AVERAGES)

All	-15	-15	-17	-21	-24	-23	-22	-22	-24	-23	-22	-21	-22
Age 18 to 44	-16	-16	-17	-19	-22	-22	-22	-23	-22	-22	-19	-21	-23
Age 45 to 64	-16	-17	-20	-27	-29	-27	-24	-23	-27	-26	-24	-23	-25
Age 65+	-13	-13	-16	-18	-21	-19	-20	-19	-21	-19	-19	-16	-16
Income Bottom Third	-13	-12	-11	-14	-17	-18	-18	-18	-18	-16	-16	-15	-16
Income Middle Third	-17	-17	-19	-22	-24	-23	-23	-24	-25	-24	-24	-25	-28
Income Top Third	-16	-18	-23	-28	-31	-28	-26	-26	-29	-29	-25	-24	-24
Educ High School or Less	-13	-14	-16	-18	-20	-19	-17	-18	-19	-18	-17	-17	-15
Educ Some College	-15	-15	-13	-18	-22	-23	-23	-20	-21	-21	-24	-21	-23
Educ College Degree	-16	-17	-21	-24	-26	-25	-24	-26	-27	-26	-22	-23	-24
Democrat	-14	-14	-16	-20	-21	-23	-23	-21	-20	-17	-18	-20	-23
Independent	-15	-16	-19	-22	-25	-22	-20	-21	-23	-25	-21	-19	-19
Republican	-19	-19	-20	-24	-26	-25	-25	-27	-30	-27	-24	-22	-25

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.