| **Model:** | | **(1)**  **Multinomial Logit** | **(2)**  **Mixed Logit**  **(mean) (st. dev)** | | **(3a)**  **High Income** | **(3b)**  **Low Income** | **(4a)**  **New Car Buyers** | **(4b)**  **Used Car Buyers** | **(5a)**  **Budget >$30k** | **(5b)**  **Budget <$30k** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Respondents:** | | **N = 2170** | **N = 2170** | | **N = 1416** | **N = 750** | **N = 1284** | **N = 886** | **N = 1125** | **N = 1045** |
| **Amount** | | 0 \*\*\* (0) | 0 \*\*\* (0) | --- | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) |
| **Sales Tax** | | -572.258 \*\*\* (71.726) | -432.474 \*\*\* (68.826) | 83.050 (182.866) | -524.740 \*\*\* (83.715) | -708.413 \*\*\* (136.401) | -576.483 \*\*\* (92.707) | -545.866 \*\*\* (113.199) | -382.438 \*\*\* (95.603) | -833.329 \*\*\* (112.270) |
| **Tax Credit** | | -1436.570 \*\*\* (77.616) | -1896.899 \*\*\* (94.224) | 2094.370 \*\*\* (132.558) | -981.400 \*\*\* (89.991) | -2411.231 \*\*\* (149.566) | -1124.884 \*\*\* (100.154) | -1885.911 \*\*\* (122.777) | -954.638 \*\*\* (105.012) | -1950.745 \*\*\* (116.717) |
| **Tax Deduction** | | -2694.669 \*\*\* (75.928) | -3232.554 \*\*\* (116.807) | 2615.726 \*\*\* (160.720) | -2427.411 \*\*\* (88.730) | -3222.662 \*\*\* (142.999) | -2689.332 \*\*\* (99.671) | -2690.555 \*\*\* (116.788) | -2413.777 \*\*\* (103.219) | -3008.023 \*\*\* (113.838) |
| **Tax Credit: Immediate** | | 392.430 \*\*\* (65.854) | 397.696 \*\*\* (95.817) | 126.686 (392.683) | 226.925 \*\* (75.362) | 764.608 \*\*\* (128.575) | 135.576 (84.194) | 772.588 \*\*\* (105.417) | 185.033 \* (88.627) | 612.176 \*\*\* (98.780) |
| **Rebate: 2-week delay** | | -80.123 (71.948) | -71.818 (82.807) | 92.527 (319.219) | -19.403 (84.268) | -202.596 (134.176) | -81.177 (93.730) | -76.354 (111.879) | -7.593 (98.413) | -158.818 (106.679) |
| **Rebate: 6-week delay** | | -317.552 \*\*\* (72.989) | -296.012 \*\*\* (74.603) | 284.748 (351.188) | -233.789 \*\* (86.332) | -508.179 \*\*\* (133.962) | -342.625 \*\*\* (95.503) | -284.884 \* (112.927) | -142.965 (100.193) | -512.993 \*\*\* (107.819) |
| **Rebate: Source OEM** | | -25.621 (72.357) | 17.383 (91.002) | 202.771 (293.066) | -45.369 (85.378) | -5.091 (133.125) | -49.371 (94.575) | 15.102 (112.021) | 9.243 (99.292) | -65.394 (106.828) |
| **Rebate: Source Dealer** | | -49.656 (72.571) | -55.753 (84.371) | 58.972 (246.547) | -17.848 (85.197) | -125.661 (134.630) | -112.214 (95.045) | 38.160 (112.120) | -19.144 (99.484) | -86.608 (107.270) |
|  | Signif. codes: '\*\*\*' = 0.001, '\*\*' = 0.01, '\*' = 0.05, '.' = 0.1, ' ' = 1 | | | | | | | | | | |