**Table 1 | Summary of estimated model coefficients**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **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 = 2508** | **N = 2508** | | **N = 1565** | | **N = 939** | | **N = 1445** | **N = 1063** | **N = 1266** | **N = 1242** |
| **Amount** | 0 \*\*\* (0) | 0 \*\*\* (0) | --- | | 0 \*\*\* (0) | | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) | 0 \*\*\* (0) |
| **Sales Tax** | -556.5 \*\*\* (78.2) | -514.2 \*\*\* (89.1) | 1921.8 \*\*\* (124.9) | | -505.9 \*\*\* (94.4) | | -685.1 \*\*\* (134.4) | -583.1 \*\*\* (103.1) | -519.2 \*\*\* (118.9) | -369.3 \*\*\* (103.3) | -816.9 \*\*\* (116.7) |
| **Tax Credit** | -1440.1 \*\*\* (90.6) | -1679.2 \*\*\* (97.6) | -2014.9 \*\*\* (78.5) | | -1013.7 \*\*\* (106.1) | | -2224.2 \*\*\* (165.2) | -1180.5 \*\*\* (117.6) | -1798.0 \*\*\* (139.9) | -1024.3 \*\*\* (122.7) | -1860.5 \*\*\* (133.5) |
| **Tax Deduction** | -2674.7 \*\*\* (94.8) | -2962.0 \*\*\* (116.0) | 2388.5 \*\*\* (96.6) | | -2452.8 \*\*\* (110.1) | | -3064.7 \*\*\* (170.0) | -2692.5 \*\*\* (122.1) | -2649.9 \*\*\* (145.1) | -2415.9 \*\*\* (126.8) | -2955.6 \*\*\* (139.0) |
| **Tax Credit: Immediate** | 410.4 \*\*\* (66.4) | 385.9 \*\*\* (63.5) | -300.1 \* (123.8) | | 245.4 \*\*\* (76.7) | | 721.3 \*\*\* (126.3) | 139.5 . (84.9) | 786.7 \*\*\* (107.1) | 221.4 \* (88.2) | 600.5 \*\*\* (101.2) |
| **Rebate: 2-week delay** | -68.2 (66.5) | -17.5 (61.3) | 153.8 (215.4) | | -21.1 (81.1) | | -151.7 (118.8) | -132.7 (88.2) | 14.5 (103.9) | -12.4 (90.4) | -122.6 (101.1) |
| **Rebate: 6-week delay** | -323.6 \*\*\* (71.3) | -269.5 \*\*\* (62.1) | 612.0 \*\*\* (179.1) | | -237.6 \*\* (85.7) | | -489.5 \*\*\* (124.7) | -330.0 \*\*\* (91.6) | -319.1 \*\* (110.8) | -157.2 . (94.7) | -497.6 \*\*\* (106.1) |
| **Rebate: Source OEM** | -1.7 (68.7) | 73.8 (86.3) | 243.0 (282.5) | | -47.4 (82.1) | | 55.5 (117.9) | -56.1 (88.5) | 75.2 (105.1) | -27.4 (94.4) | 18.6 (98.5) |
| **Rebate: Source Dealer** | -66.2 (66.4) | -55.4 (69.1) | -35.1 (168.2) | | -62.2 (81.1) | | -86.0 (115.9) | -139.1 (88.4) | 28.1 (101.8) | -49.7 (91.7) | -86.4 (98.1) |

**Table 2 | Summary of estimated model coefficients Cost of Living adjusted**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **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 = 1404** | | **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** | -572.2 \*\*\* (84.6) | -639.2 \*\*\* (94.2) | 2193.4 \*\*\* (107.1) | | -525.2 \*\*\* (97.8) | | -709.4 \*\*\* (155.2) | -576.8 \*\*\* (108.8) | -545.8 \*\*\* (131.3) | -383.1 \*\*\* (108.7) | -833.2 \*\*\* (128.1) |
| **Tax Credit** | -1436.5 \*\*\* (96.7) | -1575.5 \*\*\* (97.7) | 2474.8 \*\*\* (81.2) | | -980.9 \*\*\* (110.0) | | -2412.7 \*\*\* (189.7) | -1124.6 \*\*\* (123.1) | -1886.0 \*\*\* (154.8) | -954.8 \*\*\* (128.5) | -1950.5 \*\*\* (146.3) |
| **Tax Deduction** | -2694.7 \*\*\* (100.8) | -3541.8 \*\*\* (112.5) | -2764.8 \*\*\* (89.6) | | -2427.9 \*\*\* (114.4) | | -3223.5 \*\*\* (195.6) | -2689.8 \*\*\* (129.9) | -2690.3 \*\*\* (158.1) | -2414.3 \*\*\* (133.1) | -3007.9 \*\*\* (152.9) |
| **Tax Credit: Immediate** | 392.4 \*\*\* (71.9) | 290.6 \*\* (92.9) | -364.6 . (202.7) | | 225.3 \*\* (79.7) | | 765.9 \*\*\* (147.0) | 135.6 (89.8) | 774.1 \*\*\* (118.6) | 184.6 \* (92.5) | 612.1 \*\*\* (111.7) |
| **Rebate: 2-week delay** | -80.1 (71.4) | -31.7 (63.1) | 389.1 \* (186.3) | | -19.3 (82.8) | | -201.3 (135.3) | -81.7 (91.7) | -75.8 (113.1) | -7.5 (93.9) | -158.8 (109.7) |
| **Rebate: 6-week delay** | -317.5 \*\*\* (76.4) | -255.7 \*\*\* (65.4) | 499.8 \*\* (178.5) | | -234.3 \*\* (89.0) | | -507.0 \*\*\* (145.1) | -342.9 \*\*\* (98.0) | -284.4 \* (121.6) | -143.0 (100.2) | -513.0 \*\*\* (117.2) |
| **Rebate: Source OEM** | -25.6 (73.4) | -144.2 . (79.0) | -538.2 \*\*\* (161.0) | | -45.9 (85.8) | | -7.1 (136.9) | -49.1 (95.0) | 15.2 (115.1) | 8.7 (99.4) | -65.2 (109.4) |
| **Rebate: Source Dealer** | -49.7 (72.3) | -104.3 (71.9) | -311.8 \* (135.0) | | -18.5 (84.3) | | -127.6 (136.1) | -111.8 (94.5) | 38.3 (112.5) | -19.7 (96.9) | -86.4 (109.0) |