Mrs. Postles

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

May 7, 1959

SALES FINANCE COMPANIES

March 1959

Sales finance company holdings of retail passenger car instalment paper increased $35 million during March to an estimated $6,429 million at the end of the month. During the same month of 1958 passenger car paper decreased $157 million and in 1957 remained unchanged. Total consumer instalment credit at sales finance companies increased $56 million.

The number of retail passenger automobile contracts acquired during March increased about 63 thousand from the previous month. Compared with a year ago about 78 thousand more contracts were acquired.

Wholesale automotive paper outstanding increased $139 million during March. This compares with an increase of $8 million during the same month last year. All other types of business credit on balance increased $35 million.

Outstanding Credit Held by Sales Finance Companies
(In millions of dollars)

Type of credit	March 31, 1959	Increase or decrease during: Mar. 1959	Mar. 1958	Year Ended March 31, 1959
Consumer instalment credit	8,780	+ 56	-121	-504
Retail automotive (passenger cars)	6,429	+ 35	-157	-651
Other consumer goods paper	1,561	+ 13	+ 28	+ 69
Repair and modernization loans	21	+ 2	- 1	+ 2
Personal loans	769	+ 6	+ 9	+ 76
Business credit 1/	3,090	+174	+ 9	- 8
Retail automotive (commercial vehicles)	472	+ 13	- 10	- 26
Wholesale automotive	1,692	+139	+ 8	-103
Wholesale other than automotive	123	+ 9	+ 8	+ 19
Other business credit	803	+ 13	+ 3	+102

1/ Excludes some credit extended to business, such as that extended by factoring subsidiaries.

Credit Extended by Sales Finance Companies
(In millions of dollars)

Type of credit	Mar. 1959	Change from: Month ago	Change from: Year ago
Consumer instalment credit	883	+160	+159
Retail automotive (passenger cars)	614	+102	+160
New	348	+ 63	+105
Used	266	+ 39	+ 55
Other consumer goods paper	161	+ 48	- 16
Repair and modernization loans	3	- 1	+ 2
Personal loans	105	+ 11	+ 13
Business credit 1/	1,464	+199	+458
Retail automotive (commercial vehicles)	54	+ 13	+ 18
New	41	+ 12	+ 19
Used	13	+ 1	- 1
Wholesale automotive paper	1,233	+169	+410
New (passenger and commercial)	1,137	+155	+385
Used (passenger and commercial)	96	+ 14	+ 25
Wholesale other than automotive	46	+ 9	+ 8
Other business credit 1/	131	+ 8	+ 22

1/ Excludes some credit extended to business, such as that extended by factoring subsidiaries.

Number of Motor Vehicles Financed by Sales Finance Companies
(In thousands)

Type of vehicle	Mar. 1959	Change from: Month ago	Change from: Year ago
Total financed by retail	396	+67	+ 80
New passenger	132	+24	+ 38
Used passenger	237	+39	+ 40
New commercial	14	+ 3	+ 5
Used commercial	13	+ 1	- 3
Total financed at wholesale	546	+85	+172
New (passenger and commercial)	456	+68	+149
Used (passenger and commercial)	90	+17	+ 23

Credit Sales of New Passenger Cars as a Per Cent
of Total Number Sold at Retail 1/

Credit Sales	Per Cent
1959 - March	57
February	57
1958 - March	55

1/ Based on new car instalment contracts acquired by banks, sales finance companies, other financial institutions, and automobile dealers. Data for prior months may be obtained by writing to the Division of Research and Statistics, Board of Governors of the Federal Reserve System, Washington 25, D. C.