

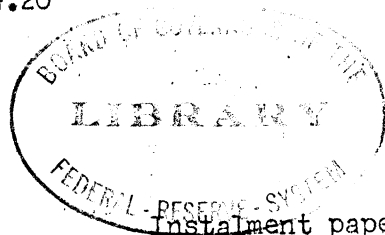
BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

December 3, 1953

G.20

SALES FINANCE COMPANIES

OCTOBER 1953



Instalment paper outstanding at sales finance companies on passenger automobiles increased 86 million dollars during October to an estimated 5,272 million at the end of the month. Compared with a year ago, holdings were up 1,468 million dollars. Total consumer instalment credit outstanding at these companies on October 31 was estimated at 6,093 million dollars, 88 million above the preceding month-end and 1,570 million above a year ago.

The expansion of automobile credit outstanding during October was somewhat larger than in September, reflecting a gain in extensions of credit on new passenger cars. The increased volume of credit extended on new cars more than offset a decrease in used car credit extended, and resulted in a net gain in the total from 570 million dollars in September to 587 million in October.

Wholesale automotive paper held by sales finance companies, estimated at 883 million dollars at the end of October, was slightly below the preceding month-end. Holdings of other wholesale paper and commercial vehicle paper continued to decrease during the month. Other business credit outstanding showed little change.

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

Type of credit	Oct. 31, 1953	Increase or decrease during:		
		Oct. 1953	Oct. 1952	Year ended Oct. 31, 1953
Consumer instalment credit	6,093	+88	+161	+1,570
Retail automotive (passenger cars)	5,272	+86	+144	+1,468
Other consumer goods paper	372	- 3	+ 11	+ 60
Repair and modernizations loans	76	+ 2	+ 4	- 2
Personal loans	373	+ 3	+ 2	+ 44
Business credit ^{1/}	1,807	-26	+100	+ 277
Retail automotive (commercial vehicles)	477	-17	+ 7	- 62
Wholesale automotive	883	- 8	+ 80	+ 287
Wholesale other than automotive	40	- 2	- 1	- 6
Other business credit	407	+ 1	+ 14	+ 58

^{1/} Excludes some credit extended to business, such as credit arising from factoring operations.

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

Type of credit	Oct. 1953	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>676</u>	<u>+20</u>	<u>-11</u>
Retail automotive (passenger cars)	<u>587</u>	<u>+17</u>	<u> 0</u>
New	335	+29	+11
Used	252	-12	-11
Other consumer goods paper	33	+ 2	-12
Repair and modernization loans	8	+ 1	+ 1
Personal loans	48	0	0
Business credit ^{1/}	<u>876</u>	<u>+28</u>	<u>-25</u>
Retail automotive paper (commercial vehicles)	<u>37</u>	<u>+ 1</u>	<u>-21</u>
New	23	0	-14
Used	14	+ 1	- 7
Wholesale automotive paper	<u>733</u>	<u>+22</u>	<u>+11</u>
New (passenger and commercial)	682	+23	+26
Used (passenger and commercial)	51	- 1	-15
Wholesale other than automotive	12	0	- 4
Other business credit ^{1/}	94	+ 5	-11

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

Type of vehicle	Oct. 1953	Change from:	
		Month ago	Year ago
Total financed at retail	<u>496</u>	<u>+13</u>	<u>+15</u>
New passenger	187	+17	+ 4
Used passenger	270	- 8	+22
New commercial	18	+ 1	- 7
Used commercial	21	+ 3	- 4
Total financed at wholesale	<u>372</u>	<u>+10</u>	<u>+11</u>
New (passenger and commercial)	324	+ 9	+19
Used (passenger and commercial)	48	+ 1	- 8

^{1/} Excludes some credit extended to business, such as credit arising from factoring operations.