

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

January 7, 1954

G.20

SALES FINANCE COMPANIES

NOVEMBER 1953

Sales finance company holdings of instalment paper on passenger automobiles increased 49 million dollars during November to an estimated 5,321 million at the month end. Compared with a year ago, outstanding balances were up 1,381 million dollars. Holdings of total consumer instalment credit on November 30 were estimated at 6,147 million dollars, 54 million above a month ago and 1,477 above a year ago.

New extensions of credit on passenger cars in November, amounting to 517 million for the month, were 70 million dollars below October's large volume. Decreases were reported for both new and used cars. During the month about 162 thousand new cars and 242 thousand used cars were financed by sales finance companies.

Wholesale automotive paper outstanding decreased 28 million dollars during November to an estimated 855 million at the month end. Decreases also occurred in the other types of business credit outstanding.

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

Type of credit	Nov. 30, 1953	Increase or decrease during:		
		Nov. 1953	Nov. 1952	Year ended Nov. 30, 1953
Consumer instalment credit	<u>6,147</u>	<u>+54</u>	<u>+147</u>	<u>+1,477</u>
Retail automotive (passenger cars)	5,321	+49	+136	+1,381
Other consumer goods paper	368	- 4	+ 5	+ 51
Repair and modernization loans	79	+ 3	+ 1	0
Personal loans	379	+ 6	+ 5	+ 45
Business credit ^{1/}	<u>1,755</u>	<u>-52</u>	<u>+ 55</u>	<u>+ 170</u>
Retail automotive (commercial vehicles)	456	-21	- 2	- 81
Wholesale automotive	855	-28	+ 49	+ 210
Wholesale other than automotive	38	- 2	0	- 8
Other business credit	406	- 1	+ 8	+ 49

^{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	Nov. 1953	Change from:	
		Month ago	Year ago
Consumer instalment credit	603	-73	-12
Retail automotive (passenger cars)	517	-70	-7
New	292	-43	-4
Used	225	-27	-3
Other consumer goods paper	29	-4	-7
Repair and modernization loans	7	-1	+1
Personal loans	50	+2	+1
Business credit ^{1/}	801	-75	+2
Retail automotive paper (commercial vehicles)	35	-2	-14
New	23	0	-9
Used	12	-2	-5
Wholesale automotive paper	665	-68	+16
New (passenger and commercial)	621	-61	+30
Used (passenger and commercial)	44	-7	-14
Wholesale other than automotive	11	-1	-3
Other business credit ^{1/}	90	-4	+3

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

Type of vehicle	Nov. 1953	Change from:	
		Month ago	Year ago
Total financed at retail	438	-58	+15
New passenger	162	-25	-5
Used passenger	242	-28	+27
New commercial	17	-1	-4
Used commercial	17	-4	-3
Total financed at wholesale	331	-41	+2
New (passenger and commercial)	290	-34	+12
Used (passenger and commercial)	41	-7	-10

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