



SALES FINANCE COMPANIES

NOVEMBER 1954

Passenger car instalment paper held by sales finance companies at the end of November was practically unchanged from October's high level of 5,491 million dollars. Similarly, little change occurred in the other types of consumer credit holdings. Total consumer instalment credit held by sales finance companies at the end of November amounted to an estimated 6,325 million dollars, 10 million above the preceding month-end and 178 million above a year earlier.

Credit extended on passenger cars in November, estimated at 555 million dollars, was practically unchanged from October's volume but was 38 million above the volume of a year ago. A reduction in new car paper acquired during the month was offset by an increase in purchases of used car paper. The larger volume of used car paper reflected an increase in the average instalment contract, since the number of used cars financed, 234 thousand, was slightly below October. Approximately 164 thousand new cars were financed during November.

Following the decreases of recent months, wholesale automotive paper outstanding increased 73 million dollars during November as dealer stocks were built up. Month-end balances were estimated at 554 million dollars. Small decreases 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, 1954	Increase or decrease during:		
		Nov. 1954	Nov. 1953	Year ended Nov. 30, 1954
Consumer instalment credit	<u>6,325</u>	+ 10	+ 54	+178
Retail automotive (passenger cars)	5,491	0	+ 49	+170
Other consumer goods paper	340	+ 3	- 4	- 28
Repair and modernization loans	81	0	+ 3	+ 2
Personal loans	413	+ 7	+ 6	+ 34
Business credit ^{1/}	<u>1,302</u>	+ 60	- 52	-453
Retail automotive (commercial vehicles)	357	- 6	- 21	- 99
Wholesale automotive	554	+ 73	- 28	-301
Wholesale other than automotive	36	- 3	- 2	- 2
Other business credit	355	- 4	- 1	- 51

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

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

Type of credit	Nov. 1954	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>660</u>	<u>+ 11</u>	<u>+ 57</u>
Retail automotive (passenger cars)	<u>555</u>	<u> 0</u>	<u>+ 38</u>
New	333	- 11	+ 41
Used	222	+ 11	- 3
Other consumer goods paper	37	+ 3	+ 8
Repair and modernization loans	5	0	- 2
Personal loans	63	+ 8	+ 13
Business credit ^{1/}	<u>754</u>	<u>+201</u>	<u>- 47</u>
Retail automotive paper (commercial vehicles)	<u>30</u>	<u>- 5</u>	<u>- 5</u>
New	21	- 3	- 2
Used	9	- 2	- 3
Wholesale automotive paper	<u>630</u>	<u>+221</u>	<u>- 35</u>
New (passenger and commercial)	593	+215	- 28
Used (passenger and commercial)	37	+ 6	- 7
Wholesale other than automotive	12	- 4	+ 1
Other business credit ^{1/}	82	- 11	- 8

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

Type of vehicle	Nov. 1954	Change from:	
		Month ago	Year ago
Total financed at retail:	<u>427</u>	<u>- 15</u>	<u>- 11</u>
New passenger	164	- 10	+ 2
Used passenger	234	- 1	- 8
New commercial	15	- 1	- 2
Used commercial	14	- 3	- 3
Total financed at wholesale	<u>295</u>	<u>+ 98</u>	<u>- 36</u>
New (passenger and commercial)	263	+ 95	- 27
Used (passenger and commercial)	32	+ 3	- 9

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