

Wm. Burgess

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

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SALES FINANCE COMPANIES

April 1957

Sales finance company holdings of retail passenger car instalment paper increased by \$22 million to an estimated \$7,212 million at the end of April. This compares with April increases of \$42 million in 1956 and \$236 million in 1955. Total consumer instalment credit held by sales finance companies at the end of April 1957 amounted to an estimated \$9,104 million, an increase of \$56 million from the previous month.

Credit extended on passenger automobiles increased \$22 million from the volume in March, reflecting an increase in new car volume and a decline in used car volume. In April approximately 152 thousand new passenger and 222 thousand used passenger cars were financed at retail.

Wholesale automotive paper outstanding increased by \$50 million during April to an estimated \$1,617 million, \$57 million above the year ago level. All other types of business credit increased during the month by \$9 million.

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

Type of credit	April 30, 1957	Increase or decrease during:		
		April 1957	April 1956	Year Ended April 30, 1957
Consumer instalment credit	<u>9,104</u>	<u>+56</u>	<u>+49</u>	<u>+529</u>
Retail automotive (passenger cars)	7,212	+22	+42	+175
Other consumer goods paper	1,279	+24	0	+255
Repair and modernization loans	22	0	0	- 2
Personal loans	591	+10	+ 7	+101
Business credit <u>1/</u>	<u>2,897</u>	<u>+59</u>	<u>+21</u>	<u>+199</u>
Retail automotive (commercial vehicles)	531	+ 1	+14	- 12
Wholesale automotive	1,617	+50	-18	+ 57
Wholesale other than automotive	159	+ 4	+ 6	+ 30
Other business credit	590	+ 4	+19	+124

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	April 1957	Change from:	
		Month ago	Year ago
Consumer instalment credit	855	+34	+ 86
Retail automotive (passenger cars)	632	+22	+ 23
New	389	+25	- 3
Used	243	- 3	+ 26
Other consumer goods paper	135	+ 6	+ 46
Repair and modernization loans	1	0	0
Personal loans	87	+ 6	+ 17
Business credit <u>1/</u>	1,297	-68	+157
Retail automotive (commercial vehicles)	49	+ 2	+ 1
New	33	+ 2	- 2
Used	16	0	+ 3
Wholesale automotive paper	1,087	-49	+161
New (passenger and commercial)	1,030	-48	+155
Used (passenger and commercial)	57	- 1	+ 6
Wholesale other than automotive	47	- 5	+ 4
Other business credit <u>1/</u>	114	-16	- 9

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	April 1957	Change from:	
		Month ago	Year ago
Total financed by retail	405	+13	-20
New passenger	152	+10	-14
Used passenger	222	+ 3	- 5
New commercial	14	0	- 2
Used commercial	17	0	+ 1
Total financed at wholesale	468	-16	+29
New (passenger and commercial)	422	-15	+28
Used (passenger and commercial)	46	- 1	+ 1

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

Credit Sales	Per Cent
1957 - April	65
March	57
1956 - April	67

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.