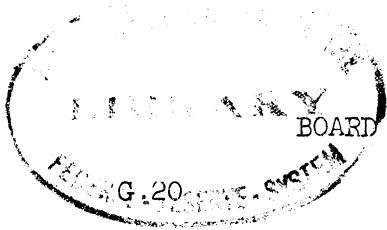


Miss Tyson



BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

December 5, 1957

SALES FINANCE COMPANIES

October 1957

Sales finance company holdings of retail passenger car instalment paper decreased \$20 million in October to an estimated \$7,537 million at the end of the month. This compares with a decrease of \$33 million in October 1956 and an increase of \$81 million in October 1955. Total consumer instalment credit at sales finance companies decreased \$13 million during October to \$9,585 million.

Retail credit extended on passenger automobiles increased \$16 million from September, reflecting increases in both new and used car paper extended. In October about 170 thousand new cars and about 186 thousand used cars were financed.

Wholesale automotive paper outstanding declined \$381 million to an estimated \$991 million. Other types of business credit showed a net increase of \$25 million.

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

Type of credit	Oct. 31, 1957	Increase or decrease during:		
		Oct. 1957	Oct. 1956	Year Ended October 31, 1957
Consumer instalment credit	<u>9,585</u>	<u>- 13</u>	<u>- 16</u>	<u>+612</u>
Retail automotive (passenger cars)	7,537	- 20	- 33	+204
Other consumer goods paper	1,390	+ 1	+ 12	+307
Repair and modernization loans	23	+ 1	+ 1	- 1
Personal loans	635	+ 5	+ 4	+102
Business credit <u>1/</u>	<u>2,346</u>	<u>-356</u>	<u>-182</u>	<u>+462</u>
Retail automotive (commercial vehicles)	557	+ 3	+ 1	- 5
Wholesale automotive	991	-381	-185	+351
Wholesale other than automotive	99	- 1	- 2	- 6
Other business credit	699	+ 23	+ 4	+122

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	Oct. 1957	Change from:	
		Month ago	Year ago
Consumer instalment credit	860	+ 31	+39
Retail automotive (passenger cars)	639	+ 16	+ 7
New	429	+ 13	+17
Used	210	+ 3	-10
Other consumer goods paper	135	+ 10	+24
Repair and modernization loans	2	0	- 1
Personal loans	84	+ 5	+ 9
Business credit <u>1/</u>	718	-300	-52
Retail automotive (commercial vehicles)	50	- 2	0
New	34	- 2	0
Used	16	0	0
Wholesale automotive paper	484	-307	-50
New (passenger and commercial)	433	-311	-59
Used (passenger and commercial)	51	+ 4	+ 9
Wholesale other than automotive	42	+ 6	0
Other business credit <u>1/</u>	142	+ 3	- 2

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	Oct. 1957	Change from:	
		Month ago	Year ago
Total financed at retail	386	- 1	-34
New passenger	170	+ 8	- 2
Used passenger	186	- 7	-29
New commercial	15	- 1	0
Used commercial	15	- 1	- 3
Total financed at wholesale	226	-128	-34
New (passenger and commercial)	180	-133	-44
Used (passenger and commercial)	46	+ 5	+10

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

Credit Sales	Per Cent
1957 - October	83
September	74
1956 - October	80

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.