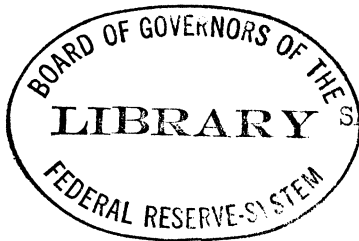


Mrs. Castle

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

June 6, 1961



SALES FINANCE COMPANIES

APRIL 1961

Holdings of retail passenger car instalment paper by sales finance companies declined \$69 million in April to \$7,245 million, and were substantially smaller than a year earlier. These holdings had increased \$131 million during April 1960. Total consumer instalment paper outstanding declined moderately in April but was \$129 million higher than a year ago.

Credit extended for retail automotive purchases in April declined by \$32 million from the previous month. The number of new and used passenger car contracts acquired at retail declined 4 thousand and 22 thousand, respectively. The number of these contracts acquired was considerably smaller than in April a year ago.

Business credit outstanding decreased \$28 million in April, compared with \$123 million in March.

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

Type of credit	Apr. 30, 1961	Increase or decrease during:		
		April 1961	April 1960	Year ended April 30, 1961
Consumer instalment credit	<u>10,733</u>	<u>-54</u>	<u>+247</u>	<u>+129</u>
Retail automotive (passenger cars)	7,245	-69	+131	-293
Other consumer goods paper	2,405	+ 3	+108	+309
Repair and modernization loans	67	+ 1	+ 3	+ 25
Personal loans	1,016	+11	+ 5	+ 88
Business credit ^{1/}	<u>3,648</u>	<u>-28</u>	<u>+ 22</u>	<u>-293</u>
Retail automotive (commercial vehicles)	543	-10	+ 14	- 65
Wholesale automotive	1,668	-26	- 31	-377
Wholesale other than automotive	140	+ 4	+ 1	- 26
Other business credit	1,297	+ 4	+ 38	+175

^{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 1961	Change from:	
		Month ago	Year ago
Consumer instalment credit	763	-43	-245
Retail automotive (passenger cars)	450	-32	-244
New	260	-12	-158
Used	190	-20	- 86
Other consumer goods paper	194	- 6	+ 6
Repair and modernization loans	4	+ 1	- 1
Personal loans	115	- 6	- 6
Business credit <u>1/</u>	1,104	- 8	-386
Retail automotive (commercial vehicles)	42	- 5	- 21
New	32	- 3	- 17
Used	10	- 2	- 4
Wholesale automotive paper	865	+ 3	-349
New (passenger and commercial)	781	- 6	-338
Used (passenger and commercial)	84	+ 9	- 11
Wholesale other than automotive	37	- 7	- 8
Other business credit <u>1/</u>	160	+ 1	- 8

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 1961	Change from:	
		Month ago	Year ago
Total financed at retail	<u>302</u>	<u>-29</u>	<u>-135</u>
New passenger	102	- 4	- 60
Used passenger	180	-22	- 65
New commercial	11	- 1	- 6
Used commercial	9	- 2	- 4
Total financed at wholesale	<u>399</u>	<u>+ 2</u>	<u>-149</u>
New (passenger and commercial)	322	+ 2	-139
Used (passenger and commercial)	77	0	- 10

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

Credit Sales	<u>Per Cent</u>
1961 - April	55
March	54
1960 - April	60

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.