



FEDERAL RESERVE

statistical release

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SALES FINANCE COMPANIES

JULY 1961

Holdings of retail passenger car paper at sales finance companies decreased \$32 million in July to \$7,182 million. Other major types of consumer instalment credit rose slightly, and the total outstanding at these companies declined \$18 million. In July 1960 outstanding consumer instalment credit at sales finance companies had expanded by \$117 million.

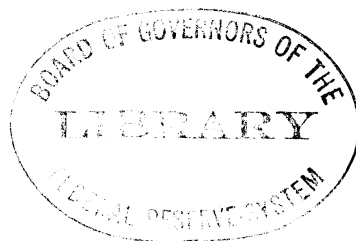
Extensions of consumer instalment credit decreased \$105 million in July, with retail automotive credit accounting for most of the decline. The number of new passenger car contracts acquired at retail fell 18 thousand, and the number of used car contracts acquired was 24 thousand, lower than in June.

Outstanding business credit declined \$41 million in July, compared with a reduction of \$64 million in July 1960.

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

Type of credit	July 31, 1961	Increase or decrease during:		
		July 1961	July 1960	Year ended July 31, 1961
Consumer instalment credit	<u>10,750</u>	<u>-18</u>	<u>+117</u>	<u>-312</u>
Retail automotive (passenger cars)	7,182	-32	+ 55	-640
Other consumer goods paper	2,453	+ 6	+ 50	+228
Repair and modernization loans	71	+ 2	+ 3	+ 19
Personal loans	1,044	+ 6	+ 9	+ 81
Business credit <u>1/</u>	<u>3,618</u>	<u>-41</u>	<u>- 64</u>	<u>-358</u>
Retail automotive (commercial vehicles)	542	- 2	- 1	- 85
Wholesale automotive	1,569	-52	- 86	-429
Wholesale other than automotive	140	- 2	- 7	- 8
Other business credit	1,367	+15	+ 30	+164

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	July 1961	Change from:	
		Month ago	Year ago
Consumer instalment credit	844	-105	-111
Retail automotive (passenger cars)	507	- 79	-101
New	309	- 46	- 69
Used	198	- 33	- 32
Other consumer goods paper	208	- 19	- 20
Repair and modernization loans	5	- 1	- 1
Personal loans	124	- 6	+ 11
Business credit <u>1/</u>	1,180	-118	- 49
Retail automotive (commercial vehicles)	48	- 3	- 3
New	37	- 1	- 2
Used	11	- 2	- 1
Wholesale automotive paper	922	-116	- 51
New (passenger and commercial)	850	-113	- 55
Used (passenger and commercial)	72	- 3	+ 4
Wholesale other than automotive	43	+ 1	- 2
Other business credit <u>1/</u>	167	0	+ 7

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	July 1961	Change from:	
		Month ago	Year ago
Total financed at retail	329	-44	-56
New passenger	119	-18r	-27
Used passenger	188	-24	-26
New commercial	12	- 1	- 2
Used commercial	10	- 1	- 1
Total financed at wholesale	420	-48	-20
New (passenger and commercial)	352	-42	-20
Used (passenger and commercial)	67	- 6	0

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

Credit Sales	Per cent
1961 - July	68
June	59
1960 - July	71

r. June figure for number of new passenger vehicles financed at retail revised to 137 thousand vehicles.

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.