



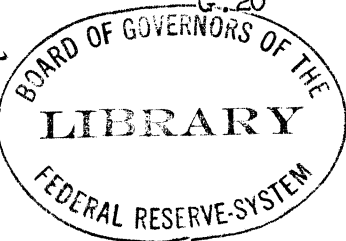
FEDERAL RESERVE

statistical release

Mrs. Postle

October 4, 1961

G-20



SALES FINANCE COMPANIES

AUGUST 1961

Holdings of retail passenger car paper at sales finance companies decreased \$45 million in August, compared with an increase of \$33 million in August 1960. Total consumer instalment credit at these companies declined \$20 million.

Extensions of consumer instalment credit by sales finance companies rose \$62 million from July to August, as all major types showed small increases. A year earlier extensions had decreased \$83 million. Sales finance companies financed 341 thousand new and used vehicles at retail in August, 12 thousand more than in July but 65 thousand fewer than in August 1960.

Outstanding business credit at sales finance companies declined \$458 million in August primarily because of a reduction in the amount of wholesale credit on new passenger and commercial vehicles.

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

Type of credit	Aug. 31, 1961	Increase or decrease during:		
		Aug. 1961	Aug. 1960	Year ended Aug. 31, 1961
Consumer instalment credit	<u>10,730</u>	- 20	+ 80	-412
Retail automotive (passenger cars)	7,137	- 45	+ 33	-718
Other consumer goods paper	2,476	+ 23	+ 35	+216
Repair and modernization loans	62	- 9	+ 5	+ 5
Personal loans	1,055	+ 11	+ 7	+ 85
Business credit <u>1/</u>	<u>3,160</u>	-458	-278	-538
Retail automotive (commercial vehicles)	541	- 1	+ 1	- 87
Wholesale automotive	1,085	-484	-302	-611
Wholesale other than automotive	137	- 3	- 4	- 7
Other business credit	1,397	+ 30	+ 27	+167

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	Aug. 1961	Change from:	
		Month ago	Year ago
Consumer instalment credit	906	+ 62	- 83
Retail automotive (passenger cars)	527	+ 20	-118
New	316	+ 7	- 91
Used	211	+ 13	- 27
Other consumer goods paper	233	+ 25	+ 16
Repair and modernization loans	6	+ 1	- 1
Personal loans	140	+ 16	+ 20
Business credit ^{1/}	755	-425	-311
Retail automotive (commercial vehicles)	48	0	- 7
New	37	0	- 4
Used	11	0	- 3
Wholesale automotive paper	466	-456	-316
New (passenger and commercial)	383	-467	-327
Used (passenger and commercial)	83	+ 11	+ 11
Wholesale other than automotive	49	+ 6	- 1'
Other business credit ^{1/}	192	+ 25	+ 13

^{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	August 1961	Change from:	
		Month ago	Year ago
Total financed at retail	<u>341</u>	+ 12	- 65
New passenger	122	+ 3	- 35
Used passenger	196	+ 8	- 24
New commercial	13	+ 1	- 2
Used commercial	10	0	- 4
Total financed at wholesale	<u>236</u>	-184	-127
New (passenger and commercial)	163	-190	-131
Used (passenger and commercial)	73	+ 6	+ 4

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

Credit Sales	<u>Per cent</u>
1961 - August	70
July	68
1960 - August	69

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.