



# FEDERAL RESERVE

statistical release



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G.20

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SALES FINANCE COMPANIES

MAY 1962

Consumer instalment credit at sales finance companies amounted to \$11,199 million at the end of May, up \$78 million for the month and \$340 million for the year-period. The May increase of \$124 million in retail credit on passenger automobiles was offset in part by a decline in other consumer goods paper. All types of consumer credit except automobile were above year-earlier levels.

Extensions of instalment credit, amounting to \$1,046 million in May were larger than in either of the two preceding months. The increase was concentrated in extensions on new and used passenger cars. Extensions of other types of consumer instalment credit showed little change during the month and continued near the year-ago volume. Sales finance companies financed 150 thousand new and 221 thousand used passenger cars in May, 27 thousand more cars than in the preceding month.

A \$66 million rise in May, following a moderate April decline, brought the business credit total to \$4,073 million. Most types of business credit shared in the May rise and all were considerably larger than on May 31, 1961.

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

Type of Credit	May 31, 1962	Increase or decrease during		
		May 1962	May 1961	Year ended May 31, 1962
Consumer instalment credit	<u>11,199</u>	<u>+ 78</u>	<u>-24</u>	<u>+340</u>
Retail automotive (passenger cars)	6,766	+124	-39	- 53
Other consumer goods paper	3,021	- 57	+11	+197
Repair and modernization loans	167	+ 2	0	+ 21
Personal loans	1,245	+ 9	+ 4	+175
Business credit <u>1/</u>	<u>4,073</u>	<u>+ 66</u>	<u>+15</u>	<u>+410</u>
Retail automotive (commercial vehicles)	573	+ 17	- 1	+ 31
Wholesale automotive	1,807	+ 30	-15	+154
Wholesale other than automotive	162	- 1	- 1	+ 23
Other business credit	1,531	+ 20	+32	+202

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	May 1962	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,046</u>	+ 49	+155
Retail automotive (passenger cars)	<u>651</u>	+ 53	+154
New	<u>400</u>	+ 34	+107
Used	251	+ 19	+ 47
Other consumer goods paper	223	- 4	- 38
Repair and modernization loans	11	+ 2	+ 2
Personal loans	161	- 2	+ 37
Business credit <u>1/</u>	<u>1,724</u>	+143	+407
Retail Automotive (commercial vehicles)	<u>63</u>	+ 4	+ 14
New	<u>49</u>	+ 4	+ 12
Used	14	0	+ 2
Wholesale automotive paper	<u>1,395</u>	+123	+359
New (passenger and commercial)	<u>1,298</u>	+122	+341
Used (passenger and commercial)	97	+ 1	+ 18
Wholesale other than automotive	48	- 2	+ 8
Other business credit <u>1/</u>	218	+ 18	+ 26

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	May 1962	Change from:	
		Month ago	Year ago
Total financed at retail	396	+26	+ 66
New passenger	150	+12	+ 37
Used passenger	221	+15 <sup>2/</sup>	+ 28
New commercial	16	+ 2	+ 3
Used commercial	9	- 3	- 2
Total financed at wholesale	599	+53	+129
New (passenger and commercial)	509	+48	+115
Used (passenger and commercial)	90	+ 5	+ 14

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

Credit Sales	Per cent
1962 - May	57
April	56 r
1961 - May	55

r - Revised

<sup>1/</sup> 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.

<sup>2/</sup> April figure for number of used passenger vehicles financed at retail revised to 206 thousand vehicles.