

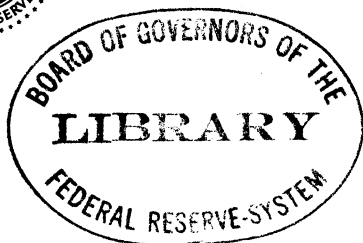


FEDERAL RESERVE

statistical release

Mrs Postles

G.20



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SALES FINANCE COMPANIES

JUNE 1962

Consumer instalment credit at sales finance companies increased \$126 million in June to \$11,325 million at the month-end. The increase was due almost entirely to the rise in retail credit on passenger automobiles. This type of credit, however, accounted for only \$63 million of the \$410 million gain over the year-period.

Extensions of instalment credit increased slightly in June as extensions of nonautomotive consumer goods credit rose and other types showed little change. The number of passenger cars financed declined 6 thousand to 365 thousand as a decline for used cars more than offset a slight increase for new cars. The number of both new and used cars financed was larger than in June 1961.

Business credit outstanding declined fractionally in June this year, reflecting the effect of a decline in wholesale automotive paper. All types of business credit continued larger than in the corresponding period of 1961.

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

Type of credit	June 30, 1962	Increase or decrease during:		
		June 1962	June 1961	Year ended June 30, 1962
Consumer instalment credit	<u>11,325</u>	<u>+126</u>	<u>+ 56</u>	<u>+410</u>
Retail automotive (passenger cars)	6,892	+126	+ 10	+ 63
Other consumer goods paper	3,002	- 19	+ 24	+154
Repair and modernization loans	168	+ 1	+ 3	+ 19
Personal loans	1,263	+ 18	+ 19	+174
Business credit ^{1/}	<u>4,069</u>	<u>- 4</u>	<u>- 4</u>	<u>+410</u>
Retail automotive (commercial vehicles)	591	+ 18	+ 2	+ 47
Wholesale automotive	1,744	- 63	- 32	+123
Wholesale other than automotive	157	- 5	+ 3	+ 15
Other business credit	1,577	+ 46	+ 23	+225

^{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	June 1962	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,067</u>	+ 21	+ 90
Retail automotive (passenger cars)	<u>648</u>	- 3	+ 93
New	<u>406</u>	+ 6	+ 70
Used	242	- 9	+ 23
Other consumer goods paper	246	+ 23	- 31
Repair and modernization loans	9	- 2	- 3
Personal loans	164	+ 3	+ 31
Business credit <u>1/</u>	<u>1,594</u>	<u>-130</u>	<u>+296</u>
Retail automotive paper (commercial vehicles)	<u>65</u>	+ 2	+ 14
New	<u>50</u>	+ 1	+ 12
Used	15	+ 1	+ 2
Wholesale automotive paper	<u>1,238</u>	<u>-157</u>	<u>+200</u>
New (passenger and commercial)	<u>1,152</u>	<u>-146</u>	<u>+189</u>
Used (passenger and commercial)	86	- 11	+ 11
Wholesale other than automotive	45	- 3	+ 3
Other business credit <u>1/</u>	246	+ 28	+ 79

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	June 1962	Change from:	
		Month ago	Year ago
Total financed at retail	<u>390</u>	- 6	+35
New passenger	152	+ 2	+22
Used passenger	213	- 8	+12
New commercial	16	0	+ 3
Used commercial	9	0	- 2
Total financed at wholesale	<u>535</u>	-64	+67
New (passenger and commercial)	456	-53	+61
Used (passenger and commercial)	79	-11	+ 6

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

Credit sales	Per Cent
1962 - June	<u>61</u>
May	r56
1961 - June	59

r - Revised

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.