



FEDERAL RESERVE

statistical release

Finance Companies - Sales -

G.20

January 6, 1970

SALES FINANCE COMPANIES

NOVEMBER 1969

Consumer instalment credit outstanding at sales finance companies rose \$99 million during November. Although three major types of credit showed greater than seasonal growth from October, the increases for passenger car and other retail consumer goods credit were smaller than a year ago.

Sales finance companies acquired consumer credit paper (through direct lending or purchases) totalling \$1,381 million in November. This was \$222 million less than acquired in October but slightly more than acquired in November 1968. Repayments of \$1,282 million for the month were down \$112 million from October but were \$51 million higher than a year ago.

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

Type of credit	November 30, 1969	Increase or decrease (-) during:		
		Nov. 1969	Nov. 1968	Year ended November 30, 1969
Consumer instalment credit	<u>19,668</u>	<u>99</u>	<u>137</u>	<u>1,708</u>
Retail automotive (passenger cars)	10,727	34	75	829
Other consumer goods	5,247	20	41	469
Home repair and modernization	66	- 1	2/	- 8
Personal loans	3,628	46	21	418
Business credit <u>1/</u>	<u>11,755</u>	<u>307</u>	<u>32</u>	<u>1,846</u>
Retail automotive (commercial vehicles)	1,425	-11	- 1	122
Wholesale automotive	3,965	251	322	631
Wholesale other than automotive	650	1	10	91
Other business credit	5,715	66	-299	1,002

1/ Excludes some credit extended to business, such as that extended by factoring subsidiaries.

2/ Less than 0.5 million dollars.

877

Credit Extended by Sales Finance Companies
(In millions of dollars)

Type of credit	November 1969	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,381</u>	<u>-222</u>	<u>13</u>
Retail automotive (passenger cars)	<u>669</u>	<u>-195</u>	<u>-33</u>
New	482	-154	-14
Used	187	-41	-19
Other consumer goods	336	-40	25
Home repair and modernization	1	<u>2/</u>	<u>2/</u>
Personal loans	375	13	21
Business credit <u>1/</u>	<u>3,273</u>	<u>-637</u>	<u>-59</u>
Retail automotive (commercial vehicles)	<u>114</u>	<u>-30</u>	<u>4</u>
New	95	-24	7
Used	19	-6	-3
Wholesale automotive paper	<u>2,262</u>	<u>-393</u>	<u>-69</u>
New (passenger and commercial)	2,213	-383	-66
Used (passenger and commercial)	49	-10	-3
Wholesale other than automotive	150	-36	-4
Other business credit	747	-178	10

1/Excludes some credit extended to business, such as that extended by factoring subsidiaries.

2/Less than 0.5 million dollars.

878

G.20

-3-

Number of Motor Vehicles Financed by Sales Finance Companies
(In thousands)

Type of vehicle	November 1969	Change from:	
		Month ago	Year ago
Total financed at retail	<u>277</u>	- <u>78</u>	- <u>31</u>
New passenger	139	- 45	- 11
Used passenger	106	- 26	- 17
New commercial	23	- 4	- 1
Used commercial	9	- 3	- 2
Total financed at wholesale	<u>684</u>	- <u>113</u>	- <u>65</u>
New (passenger and commercial)	654	- 108	- 63
Used (passenger and commercial)	30	- 5	- 2