



# FEDERAL RESERVE

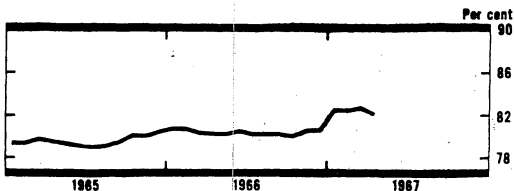
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 June 1967  
 FEDERAL RESERVE BANK OF CLEVELAND

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## AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

THE PROPORTION OF 36-MONTH NEW CAR CONTRACTS HAS REMAINED STABLE IN RECENT MONTHS, AFTER RISING SHARPLY EARLY IN THE YEAR



### MATURITY DISTRIBUTION - NEW CAR CONTRACTS

	24 months or less %	25-30 months %	31-36 months %	Over 36 months %	Balloon paper	Total	No. of contracts reported (000)
Seasonally adjusted							
April 1967	13.8	2.9	82.2	0.5	0.6	100.0	100
March 1967	13.2	2.9	82.8	0.4	0.7	100.0	112
February 1967	13.6	2.9	82.5	0.4	0.6	100.0	103
January 1967	13.2	3.1	82.5	0.4	0.8	100.0	108
Unadjusted							
April 1967	13.6	2.9	82.5	0.4	0.6	100.0	108
March 1967	13.2	3.0	82.7	0.4	0.7	100.0	112
April 1966	15.1	3.3	80.6	0.4	0.6	100.0	138

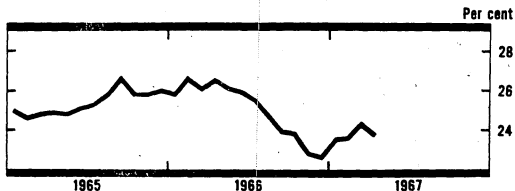
### MATURITY DISTRIBUTION - USED CAR CONTRACTS

	18 months or less %	19-24 months %	25-30 months %	Over 30 months %	Balloon paper %	Total	No. of contracts reported (000)
Seasonally adjusted							
April 1967	8.5	20.4	34.5	36.1	0.5	100.0	40
March 1967	8.7	20.9	34.4	35.6	0.4	100.0	46
February 1967	8.3	20.5	34.5	36.3	0.4	100.0	45
January 1967	8.1	21.1	33.4	37.1	0.3	100.0	45
Unadjusted							
April 1967	7.6	18.9	35.0	38.1	0.4	100.0	43
March 1967	7.9	18.8	34.3	38.6	0.4	100.0	47
April 1966	7.4	19.1	32.6	40.5	0.4	100.0	47

Note: Monthly data available on request for years 1960-66.

AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

DEALER COST RATIOS FOR NEW CARS HAVE RISEN, ON AVERAGE, SINCE LATE LAST YEAR, INDICATING SOME EASING IN DOWNPAYMENT REQUIREMENTS



DISTRIBUTION OF DEALER COST RATIOS - NEW CAR CONTRACTS  
(loan as per cent of dealer cost)

	90 or less	91-100	101-105	106-110	Over 110	Total	No. of contracts reported (000)
	%	%	%	%	%		
Seasonally adjusted							
April 1967	44.2	32.1	12.5	6.3	4.9	100.0	92
March 1967	43.5	32.2	13.0	6.4	4.9	100.0	101
February 1967	44.1	32.3	12.8	6.3	4.5	100.0	93
January 1967	45.3	31.2	12.7	6.0	4.8	100.0	97
Unadjusted							
April 1967	44.8	31.7	12.5	6.3	4.7	100.0	99
March 1967	43.8	31.7	13.1	6.5	4.9	100.0	102
April 1966	42.6	31.1	13.5	7.1	5.7	100.0	124

DISTRIBUTION OF DEALER COST RATIOS - USED CAR CONTRACTS  
(loan as per cent of wholesale value)

	90 or less	91-100	101-110	111-120	Over 120	Total	No. of contracts reported (000)
	%	%	%	%	%		
Seasonally adjusted							
April 1967	23.0	22.3	24.1	15.8	14.8	100.0	36
March 1967	22.3	21.6	24.2	16.0	15.9	100.0	37
February 1967	22.5	21.6	24.3	16.2	15.4	100.0	38
January 1967	23.3	21.9	24.4	15.5	14.9	100.0	37
Unadjusted							
April 1967	22.2	21.6	24.5	16.4	15.3	100.0	37
March 1967	22.7	21.3	24.4	16.1	15.5	100.0	40
April 1966	22.5	22.2	23.6	16.1	15.6	100.0	39

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## AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

DEALER COST RATIOS AND MATURITIES  
ON AUTOMOBILE INSTALMENT LOANS

APRIL 1967

NEW CARS

(Percentage distribution of contracts)  
Not seasonally adjusted

Loan as per cent of dealer cost	Maturities				Balloon paper	Total
	15 months or less	15-30 months	31-36 months	Over 36 months		
90% or less	9.8	1.7	33.0	0.1	0.1	44.7
91% to 100%	1.8	0.7	28.8	0.2	0.2	31.7
101% to 105%	0.6	0.3	11.5	0.1	0.1	12.6
106% to 110%	0.2	0.1	5.0	*	*	6.3
Over 110%	0.2	0.1	4.4	0.1	*	4.7
Total	12.6	2.9	83.7	0.4	0.4	100.0

USED CARS

(Percentage distribution of contracts)  
Not seasonally adjusted

Loan as per cent of wholesale value	Maturities				Balloon paper	Total
	18 months or less	19-24 months	25-30 months	Over 30 months		
90% or less	4.1	5.9	6.0	6.1	0.1	22.2
91% to 100%	1.0	3.7	8.3	8.6	0.1	21.6
101% to 110%	0.7	3.4	9.9	10.5	0.1	24.5
111% to 120%	0.4	2.1	6.2	7.7	*	16.4
Over 120%	0.6	2.1	5.4	7.2	0.1	15.3
Total	6.7	17.1	35.7	40.2	0.3	100.0

Note: Details may not add to totals because of rounding.  
\*Less than one-tenth of one per cent.