



# FEDERAL RESERVE

statistical release

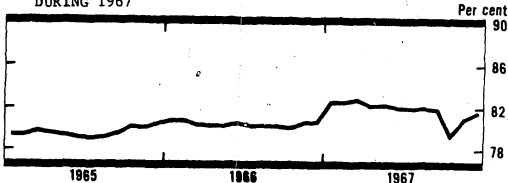
*1968*

*143*  
*loans, consumer - installment*  
*automobile*  
 For immediate release  
 February 13, 1968  
*loans*

G.25

## AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

IN THE FOURTH QUARTER THE PROPORTION OF 3 YEAR NEW CAR CONTRACTS WAS THE LOWEST OF ANY QUARTER DURING 1967



### MATURITY DISTRIBUTION - NEW CAR CONTRACTS

	24 months	25-30	31-36	Over 36	Balloon	Total	No. of contracts reported (000)
	or less	months	months	months	paper		
	%	%	%	%	%		
<b>Seasonally adjusted</b>							
December 1967	14.6	2.7	81.6	0.4	0.7	100.0	94
November 1967	15.2	2.8	80.9	0.4	0.7	100.0	104
October 1967	16.6	3.0	79.2	0.5	0.7	100.0	108
September 1967	14.3	2.6	81.8	0.6	0.7	100.0	104
Year 1967	14.1	2.8	82.0	0.5	0.6	100.0	1277
<b>Unadjusted</b>							
December 1967	17.0	2.9	78.8	0.5	0.8	100.0	88
November 1967	17.3	2.9	78.6	0.4	0.8	100.0	100
December 1966	17.3	3.4	77.9	0.6	0.8	100.0	116

### MATURITY DISTRIBUTION - USED CAR CONTRACTS

	18 months	19-24	25-30	Over 30	Balloon	Total	No. of contracts reported (000)
	or less	months	months	months	paper		
	%	%	%	%	%		
<b>Seasonally adjusted</b>							
December 1967	6.6	18.2	32.8	42.0	0.4	100.0	36
November 1967	6.6	19.6r	32.4r	41.1r	0.3	100.0	41
October 1967	6.9r	18.7r	34.6r	39.4r	0.4	100.0	45r
September 1967	7.2	19.7	35.1	37.6	0.4	100.0	39
Year 1967	7.7	19.4	34.3	38.2	0.4	100.0	503
<b>Unadjusted</b>							
December 1967	7.5	18.0	30.7	43.3	0.5	100.0	36
November 1967	7.3	17.9	30.0	44.4	0.4	100.0	39
December 1966	9.3	21.0	30.2	39.1	0.4	100.0	46

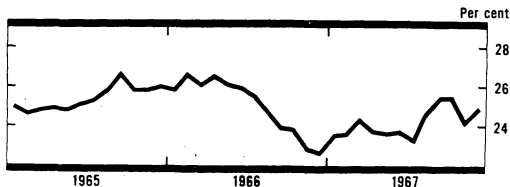
Note: Monthly data available on request for years 1960-66.

\*r - Revised

174

AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

SINCE LATE 1966 NEW CAR DEALER COST RATIOS OVER  
100% HAVE TENDED TO RISE



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							
December 1967	43.1	32.2	14.2	6.1	4.4	100.0	86
November 1967	43.7	32.2	14.3	5.8	4.0	100.0	96r
October 1967	42.8	31.8	14.7	6.3	4.4	100.0	100
September 1967	43.8	30.8	13.5	7.0	4.9	100.0	96
Year 1967	44.2	31.8	13.2	6.2	4.6	100.0	1166
Unadjusted							
December 1967	43.6	31.1	14.3	6.3	4.7	100.0	81
November 1967	44.6	30.7	14.3	6.1	4.3	100.0	92r
December 1966	45.0	31.8	12.2	6.2	4.8	100.0	107

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							
December 1967	29.5	26.4	25.3	12.1	6.7	100.0	29
November 1967	29.4	25.5	24.0	13.5	7.6	100.0	34
October 1967r	28.3	25.7	25.0	12.6	8.4	100.0	36
September 1967	27.9	24.3	24.8	13.6	9.4	100.0	33
Year 1967	25.6	23.5	24.5	14.6	11.8	100.0	421
Unadjusted							
December 1967	30.6	26.5	24.5	11.5	6.9	100.0	29
November 1967	31.4	25.9	23.1	12.7	6.9	100.0	32
December 1966	25.8	23.1	23.6	14.1	13.4	100.0	38

AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

DEALER COST RATIOS AND MATURITIES  
ON AUTOMOBILE INSTALMENT LOANS

DECEMBER 1967

NEW CARS

(Percentage distribution of contracts)  
Not seasonally adjusted

Loan as per cent of dealer cost	Maturities					Total
	24 months or less	25-30 months	31-36 months	Over 36 months	Balloon paper	
90% or less	10.8	1.6	31.1	0.2	0.1	43.6
91% to 100%	3.0	0.8	26.8	0.2	0.3	31.1
101% to 105%	2.7	0.4	11.0	0.1	0.1	14.3
106% to 110%	0.3	0.1	5.8	0.1	0.1	6.3
Over 110%	<u>0.2</u>	<u>0.1</u>	<u>4.2</u>	<u>0.1</u>	<u>0.1</u>	<u>4.7</u>
Total	17.0	3.0	78.9	0.5	0.6	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	4.4	7.2	8.7	10.2	0.1	30.6
91% to 100%	0.9	3.4	8.9	13.1	0.1	26.5
101% to 110%	0.5	2.4	7.9	13.7	0.1	24.5
111% to 120%	0.2	1.2	3.6	6.4	0.1	11.5
Over 120%	<u>0.3</u>	<u>0.8</u>	<u>2.2</u>	<u>3.7</u>	<u>0.1</u>	<u>6.9</u>
Total	6.3	15.0	31.2	47.1	0.4	100.0

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

Special Supplement

October 1967 Used Car Data (seasonally unadjusted)  
revised due to late corrections to reports

MATURITY DISTRIBUTION - USED CARS

	18 months	19-24	25-30	Over 30	Balloon	Total	No. of contracts reported (000)
	or less	months	months	months	paper		
	%	%	%	%	%		
October 1967	7.3	19.3	30.1	42.8	0.5	100.0	38

DEALER COST RATIOS - USED CARS

	90 or	91-100	101-110	111-120	Over 120	Total	No. of contracts reported (000)
	less						
	%	%	%	%	%		
October 1967	30.1	26.4	24.3	11.6	7.6	100.0	31

USED CARS

October 1967

(Percentage distribution of contracts)  
 Not seasonally adjusted

Loan as per cent of wholesale value	Maturities					Total
	18 months or less	19-24 months	25-30 months	Over 30 months	Balloon paper	
90% or less	4.2	7.3	8.0	10.5	0.1	30.1
91% to 100%	0.8	3.8	8.6	13.2	0.1	26.4
101% to 110%	0.5	2.9	7.7	13.2	*	24.3
111% to 120%	0.2	1.4	3.7	6.2	*	11.6
Over 120%	<u>0.3</u>	<u>1.0</u>	<u>2.6</u>	<u>3.6</u>	<u>0.1</u>	<u>7.6</u>
Total	6.0	16.4	30.5	46.7	0.4	100.0

Note: Details may not add to totals because of rounding.

\*Less than one-tenth of one per cent.

Statistical Supplement #2A  
to  
Statistical Release G.25  
Automobile Loans by Major Sales Finance Companies  
Seasonally Unadjusted  
1967

MATURITIES - NEW CARS  
(Percentage Distribution of Contracts)

	24 months or less %	25-30 months %	31-36 months %	Over 36 months %	Balloon paper %	Total	No. of contracts reported (000)
1967 - Jan.	15.2	3.3	80.2	0.4	0.9	100.0	89
Feb.	14.3	3.1	81.4	0.5	0.7	100.0	84
Mar.	13.2	3.0	82.7	0.4	0.7	100.0	112
Apr.	13.6	2.9	82.5	0.4	0.6	100.0	108
May	13.2	2.8	83.0	0.4	0.6	100.0	122
June	12.9	2.6	83.6	0.5	0.4	100.0	135
July	12.3	2.5	84.2	0.5	0.5	100.0	119
Aug.	12.0	2.4	84.6	0.6	0.4	100.0	116
Sept.	12.6	2.4	84.0	0.5	0.5	100.0	92
Oct.	16.7	3.0	79.2	0.4	0.7	100.0	112
Nov.	17.3	2.9	78.6	0.4	0.8	100.0	100
Dec.	17.0	2.9	78.8	0.5	0.8	100.0	88
Year 1967	14.1	2.8	82.0	0.5	0.6	100.0	1277

MATURITIES - USED CARS  
(Percentage Distribution of Contracts)

	18 months or less %	19-24 months %	25-30 months %	Over 30 months %	Balloon paper %	Total	No. of contracts reported (000)
1967 - Jan.	8.1	19.1	31.5	40.9	0.4	100.0	40
Feb.	7.8	18.0	33.5	40.3	0.4	100.0	39
Mar.	7.9	18.8	34.3	38.6	0.4	100.0	47
Apr.	7.6	18.9	35.0	38.1	0.4	100.0	43
May	7.6	19.7	35.7	36.7	0.3	100.0	48
June	7.3	19.2	36.8	36.3	0.4	100.0	49
July	7.3	19.9	37.4	35.1	0.3	100.0	43
Aug.	8.0	20.7	37.2	33.8	0.3	100.0	45
Sept.	8.2	22.2	36.6	32.7	0.3	100.0	36
Oct.	7.3	19.3	30.1	42.8	0.5	100.0	38
Nov.	7.3	17.9	30.0	44.4	0.4	100.0	39
Dec.	7.5	18.0	30.7	43.3	0.5	100.0	36
Year 1967	7.7	19.4	34.3	38.2	0.4	100.0	503

DEALER COST RATIOS - NEW CARS  
(Percentage Distribution of Contracts)

	90 or less %	91-100 %	101-105 %	106-110 %	Over 110 %	Total	No. of contracts reported (000)
1967 - Jan.	44.8	31.2	12.9	6.2	4.9	100.0	80
Feb.	43.3	32.0	13.2	6.6	4.9	100.0	76
Mar.	43.8	31.7	13.1	6.5	4.9	100.0	102
Apr.	44.8	31.7	12.5	6.3	4.7	100.0	99
May	44.6	32.0	12.9	6.0	4.5	100.0	111
June	44.1	32.5	13.0	6.1	4.3	100.0	123
July	44.6	32.6	12.7	6.0	4.1	100.0	109
Aug.	43.5	32.6	13.1	6.3	4.5	100.0	106
Sept.	44.0	32.2	12.9	6.3	4.6	100.0	84
Oct.	43.9	30.6	14.2	6.4	4.9	100.0	103
Nov.	44.6	30.7	14.3	6.1	4.3	100.0	92
Dec.	43.6	31.1	14.3	6.3	4.7	100.0	81
Year 1967	44.2	31.8	13.2	6.2	4.6	100.0	1166

DEALER COST RATIOS - USED CARS  
(Percentage Distribution of Contracts)

	90 or less %	91-100 %	101-110 %	111-120 %	Over 120 %	Total	No. of contracts reported (000)
1967 - Jan.	25.0	22.5	23.7	14.8	14.0	100.0	34
Feb.	24.0	22.1	24.2	15.4	14.3	100.0	33
Mar.	22.7	21.3	24.4	16.1	15.5	100.0	40
Apr.	22.2	21.6	24.5	16.4	15.3	100.0	37
May	22.5	22.2	25.0	15.8	14.3	100.0	40
June	24.1	23.5	24.5	15.4	12.5	100.0	42
July	25.0	23.7	25.0	15.0	11.3	100.0	36
Aug.	25.6	23.7	24.9	14.5	11.3	100.0	37
Sept.	26.5	24.3	25.1	14.0	10.1	100.0	30
Oct.	30.1	26.4	24.3	11.6	7.6	100.0	31
Nov.	31.4	25.9	23.1	12.7	6.9	100.0	32
Dec.	30.6	26.5	24.5	11.5	6.9	100.0	29
Year 1967	25.6	23.5	24.5	14.6	11.8	100.0	421

loans,  
Consumer  
Installment-  
Automobile  
loans

G.25 STATISTICAL SUPPLEMENT #2B

Automobile Loans by Major Sales Finance Companies

Seasonally Adjusted Data (1963-1967)

Revised March 1968

RECEIVED RESEARCH  
MAR 16 1968  
FEDERAL RESERVE BANK  
OF RICHMOND



## G.25 Supplement #2B

## Maturities - New Cars (S.A.)

	Percentage of distribution of contracts					Total	Total contracts reported (000)
	24 months or less	25-30 months	31-36 months	Over 36 months	Balloon paper		
1963 - Jan.	18.5	5.0	75.2	0.8	0.5	100.0	134
Feb.	18.4	5.0	75.2	0.8	0.6	100.0	129
Mar.	18.2	4.9	75.5	0.8	0.6	100.0	120
Apr.	18.5	4.7	75.4	0.7	0.7	100.0	134
May	18.4	4.9	75.2	0.7	0.8	100.0	132
June	17.0	5.0	76.6	0.6	0.8	100.0	114
July	16.9	4.6	77.0	0.7	0.8	100.0	136
Aug.	16.7	4.5	77.4	0.6	0.8	100.0	123
Sept.	16.9	4.4	77.2	0.7	0.8	100.0	122
Oct.	17.6	4.6	76.3	0.7	0.8	100.0	144
Nov.	17.1	4.5	76.9	0.7	0.8	100.0	122
Dec.	16.6	4.6	77.4	0.6	0.8	100.0	135
1964 - Jan.	16.5	4.4	77.5	0.7	0.9	100.0	136
Feb.	16.0	4.4	78.0	0.7	0.9	100.0	136
Mar.	16.3	4.3	78.0	0.6	0.8	100.0	132
Apr.	15.6	4.2	78.7	0.7	0.8	100.0	136
May	15.5	4.1	78.9	0.7	0.8	100.0	131
June	15.9	4.0	78.6	0.6	0.9	100.0	133
July	15.2	4.0	79.4	0.6	0.8	100.0	134
Aug.	15.4	3.8	79.4	0.6	0.8	100.0	124
Sept.	16.0	4.0	78.5	0.6	0.9	100.0	145
Oct.	15.0	3.7	79.8	0.7	0.8	100.0	123
Nov.	13.9	3.5	81.0	0.6	1.0	100.0	86
Dec.	15.4	3.6	79.7	0.5	0.8	100.0	129
1965 - Jan.	15.6	3.8	79.3	0.5	0.8	100.0	130
Feb.	15.8	3.8	79.2	0.4	0.8	100.0	137
Mar.	15.4	3.7	79.7	0.5	0.7	100.0	138
Apr.	15.4	3.8	79.5	0.6	0.7	100.0	137
May	15.7	3.7	79.3	0.6	0.7	100.0	128
June	15.8	3.7	79.2	0.6	0.7	100.0	133
July	16.1	3.5	79.1	0.6	0.7	100.0	138
Aug.	16.0	3.5	79.3	0.6	0.6	100.0	138
Sept.	15.7	3.5	79.7	0.6	0.5	100.0	150
Oct.	15.0	3.3	80.4	0.6	0.7	100.0	131
Nov.	15.0	3.3	80.4	0.6	0.7	100.0	138
Dec.	14.9	3.3	80.6	0.5	0.7	100.0	138

## G.25 Supplement #2B

## Maturities - New Cars (S.A.)

	Percentage distribution of contracts					Total	Total contracts reported (000)
	24 months or less	25-30 months	31-36 months	Over 36 months	Balloon paper		
1966 - Jan.	14.9	3.3	80.7	0.5	0.6	100.0	135
Feb.	15.1	3.3	80.5	0.5	0.6	100.0	136
Mar.	15.4	3.2	80.3	0.5	0.6	100.0	150
Apr.	15.5	3.3	80.1	0.5	0.6	100.0	133
May	15.5	3.1	80.2	0.5	0.7	100.0	133
June	15.1	3.1	80.6	0.6	0.6	100.0	135
July	15.3	3.1	80.4	0.6	0.6	100.0	131
Aug.	15.4	3.2	80.3	0.5	0.6	100.0	142
Sept.	15.4	3.2	80.4	0.5	0.5	100.0	132
Oct.	15.4	3.2	80.3	0.5	0.6	100.0	131
Nov.	14.9	3.1	80.9	0.5	0.6	100.0	128
Dec.	14.8	3.1	80.9	0.5	0.7	100.0	124
1967 - Jan.	13.3	3.1	82.4	0.4	0.8	100.0	113
Feb.	13.9	2.9	82.1	0.5	0.6	100.0	107
Mar.	13.5	2.9	82.6	0.4	0.6	100.0	110
Apr.	14.0	2.9	82.0	0.5	0.6	100.0	105
May	13.8	2.8	82.4	0.4	0.6	100.0	118
June	13.9	2.8	82.4	0.5	0.4	100.0	113
July	13.8	2.8	82.3	0.5	0.6	100.0	106
Aug.	13.7	2.6	82.6	0.6	0.5	100.0	103
Sept.	14.0	2.5	82.3	0.5	0.7	100.0	102
Oct.	16.4	3.0	79.4	0.5	0.7	100.0	105
Nov.	15.1	2.7	81.1	0.4	0.7	100.0	101
Dec.	14.6	2.7	81.6	0.4	0.7	100.0	94

## Maturities - Used Cars (S.A.)

	Percentage distribution of contracts					Total	Total contracts reported (000)
	18 months or less	19-24 months	25-30 months	Over 30 months	Balloon paper		
1963 - Jan.	10.1	25.0	35.6	28.9	0.4	100.0	46
Feb.	9.5	22.5	35.6	31.9	0.5	100.0	42
Mar.	9.2	21.7	35.0	33.7	0.4	100.0	38
Apr.	9.1	21.4	34.5	34.5	0.5	100.0	43
May	8.8	21.0	34.3	35.3	0.6	100.0	43
June	8.9	20.7	34.0	35.9	0.5	100.0	39
July	8.8	20.3	33.7	36.8	0.4	100.0	44
Aug.	8.5	20.1	33.9	36.9	0.6	100.0	42
Sept.	8.3	20.1	34.4	36.6	0.6	100.0	43
Oct.	9.2	20.9	34.9	34.4	0.6	100.0	47
Nov.	8.8	21.3	34.8	34.6	0.5	100.0	43
Dec.	9.2	21.9	34.8	33.6	0.5	100.0	47
1964 - Jan.	7.7	19.8	33.6	38.3	0.6	100.0	47
Feb.	7.6	20.3	33.2	38.4	0.5	100.0	47
Mar.	8.0	19.4	33.7	38.4	0.5	100.0	45
Apr.	7.8	19.6	33.5	38.6	0.5	100.0	47
May	7.7	19.0	33.6	39.2	0.5	100.0	44
June	7.9	18.9	33.2	39.5	0.5	100.0	45
July	7.8	18.9	33.1	39.7	0.5	100.0	46
Aug.	7.7	18.9	33.5	39.4	0.5	100.0	41
Sept.	7.7	19.3	33.4	39.0	0.6	100.0	42
Oct.	7.4	19.2	33.4	39.5	0.5	100.0	43
Nov.	7.6	19.0	33.0	39.9	0.5	100.0	41
Dec.	7.6	18.7	32.7	40.4	0.6	100.0	42
1965 - Jan.	7.7	18.2	32.6	41.0	0.5	100.0	43
Feb.	7.6	18.3	33.2	40.4	0.5	100.0	45
Mar.	7.7	18.5	33.1	40.1	0.6	100.0	46
Apr.	7.5	18.1	32.7	41.2	0.5	100.0	48
May	7.6	18.2	32.3	41.3	0.6	100.0	45
June	7.7	18.2	32.4	41.1	0.6	100.0	46
July	7.6	18.5	32.7	40.6	0.6	100.0	47
Aug.	7.5	18.4	32.3	41.3	0.5	100.0	45
Sept.	7.7	18.6	32.7	40.5	0.5	100.0	43
Oct.	7.8	18.8	32.4	40.5	0.5	100.0	44
Nov.	7.3	19.0	32.5	40.7	0.5	100.0	45
Dec.	7.5	19.0	32.2	40.9	0.4	100.0	47

## G.25 Supplement #2B

## Maturities - Used Cars (S.A.)

	Percentage distribution of contracts					Total	Total contracts reported (000)
	18 months or less	19-24 months	25-30 months	Over 30 months	Balloon paper		
1966 - Jan.	7.8	19.0	31.9	40.8	0.5	100.0	46
Feb.	7.8	19.7	31.8	40.2	0.5	100.0	45
Mar.	7.8	19.8	32.0	40.0	0.4	100.0	50
Apr.	8.2	20.4	32.0	39.0	0.4	100.0	45
May	8.4	20.6	31.7	38.7	0.6	100.0	46
June	8.1	20.8	31.7	39.0	0.4	100.0	47
July	8.4	20.9	31.4	38.9	0.4	100.0	46
Aug.	8.5	20.7	31.9	38.5	0.4	100.0	49
Sept.	8.7	20.8	31.9	38.2	0.4	100.0	48
Oct.	8.5	20.9	32.0	38.3	0.3	100.0	47
Nov.	8.3	20.7	32.6	38.0	0.4	100.0	47
Dec.	8.4	20.6	33.0	37.7	0.3	100.0	46
1967 - Jan.	8.2	20.9	33.2	37.4	0.3	100.0	45
Feb.	8.3	20.4	34.0	36.9	0.4	100.0	45
Mar.	8.6	20.6	34.0	36.4	0.4	100.0	45
Apr.	8.4	20.1	34.3	36.8	0.4	100.0	41
May	8.3	20.4	34.3	36.6	0.4	100.0	46
June	7.9	19.4	34.9	37.4	0.4	100.0	43
July	7.7	19.0	35.0	37.9	0.4	100.0	41
Aug.	7.6	18.7	35.1	38.2	0.4	100.0	43
Sept.	7.2	18.6	35.2	38.6	0.4	100.0	39
Oct.	7.0	18.5	34.4	39.7	0.4	100.0	39
Nov.	6.8	18.0	33.4	41.5	0.3	100.0	40
Dec.	6.8	17.7	33.5	41.6	0.4	100.0	36

Dealer Cost Ratios - New Cars (S.A.)  
(loan as per cent of dealer cost)

	90 or less	Percentage distribution of contracts				Total	Total contracts reported (000)
		91-100	101-105	106-110	Over 110		
1963 - Jan.	46.2	30.6	12.2	6.2	4.8	100.0	118
Feb.	46.0	30.4	12.1	6.5	5.0	100.0	113
Mar.	46.0	30.3	12.0	6.4	5.3	100.0	105
Apr.	46.6	30.1	11.9	6.4	5.0	100.0	116
May	46.0	30.3	12.2	6.4	5.1	100.0	115
June	45.7	30.1	12.3	6.6	5.3	100.0	103
July	45.2	30.5	12.2	6.7	5.4	100.0	121
Aug.	44.8	30.7	12.4	6.6	5.5	100.0	109
Sept.	44.4	30.7	12.5	6.9	5.5	100.0	107
Oct.	45.0	30.2	12.5	6.7	5.6	100.0	110
Nov.	45.1	30.5	12.3	6.6	5.5	100.0	107
Dec.	45.0	30.6	12.3	6.6	5.5	100.0	120
1964 - Jan.	44.8	30.9	12.3	6.6	5.4	100.0	120
Feb.	45.1	30.5	12.4	6.6	5.4	100.0	122
Mar.	44.8	30.4	12.6	6.7	5.5	100.0	119
Apr.	44.4	30.4	12.7	6.9	5.6	100.0	124
May	44.3	30.3	12.8	6.9	5.7	100.0	119
June	44.3	30.6	12.6	6.8	5.7	100.0	123
July	42.9	30.8	13.3	7.2	5.8	100.0	121
Aug.	44.6	30.5	12.8	6.6	5.5	100.0	113
Sept.	44.4	30.5	13.1	6.7	5.3	100.0	120
Oct.	43.5	30.6	12.9	6.9	6.1	100.0	114
Nov.	41.6	31.9	13.4	6.9	6.2	100.0	74
Dec.	44.6	30.1	13.0	6.9	5.4	100.0	117
1965 - Jan.	45.3	29.7	12.8	6.8	5.4	100.0	118
Feb.	45.1	30.2	12.7	6.7	5.3	100.0	125
Mar.	45.0	30.3	12.6	6.7	5.4	100.0	125
Apr.	44.8	30.4	12.7	6.6	5.5	100.0	124
May	44.7	30.6	12.5	6.7	5.5	100.0	115
June	44.4	30.5	12.7	6.8	5.6	100.0	121
July	44.2	30.5	12.7	6.9	5.7	100.0	124
Aug.	43.8	30.5	12.9	6.9	5.9	100.0	124
Sept.	43.0	30.7	13.3	7.1	5.9	100.0	128
Oct.	43.1	31.3	12.8	6.9	5.9	100.0	120
Nov.	43.5	30.4	13.0	7.1	6.0	100.0	124
Dec.	43.0	30.7	13.1	7.1	6.1	100.0	125

## G.25 Supplement #2B

Dealer Cost Ratios - New Cars (S.A.)  
(loan as per cent of dealer cost)

	90 or less	Percentage distribution of contracts				Total	Total contracts reported (000)
		91-100	101-105	106-110	Over 110		
1966 - Jan.	43.1	31.1	13.1	6.9	5.8	100.0	123
Feb.	42.8	30.7	13.3	7.0	6.2	100.0	123
Mar.	43.1	31.0	13.1	7.0	5.8	100.0	136
Apr.	42.3	31.4	13.5	7.0	5.8	100.0	119
May	42.4	31.6	13.3	6.9	5.8	100.0	118
June	42.3	31.8	13.4	6.9	5.6	100.0	122
July	42.7	31.7	13.3	7.0	5.3	100.0	118
Aug.	43.7	31.7	13.0	6.5	5.1	100.0	128
Sept.	44.3	32.0	12.6	6.2	4.9	100.0	121
Oct.	44.5	31.8	12.7	6.2	4.8	100.0	119
Nov.	44.3	32.5	12.6	6.0	4.4	100.0	117
Dec.	44.2	32.9	12.2	6.1	4.6	100.0	113
1967 - Jan.	44.9	31.5	12.7	6.1	4.8	100.0	102
Feb.	44.0	32.3	12.8	6.3	4.6	100.0	97
Mar.	43.8	32.1	12.9	6.4	4.8	100.0	100
Apr.	44.5	32.0	12.5	6.2	4.8	100.0	96
May	44.8	31.8	12.8	6.0	4.6	100.0	106
June	44.8	31.7	12.8	6.2	4.5	100.0	103
July	45.4	31.5	12.6	6.2	4.3	100.0	98
Aug.	44.2	31.4	13.1	6.5	4.8	100.0	95
Sept.	43.8	30.7	13.6	6.9	5.0	100.0	94
Oct.	43.0	31.6	14.6	6.3	4.5	100.0	97
Nov.	43.6	32.0	14.5	5.9	4.0	100.0	92
Dec.	42.8	32.2	14.3	6.2	4.5	100.0	86

Dealer Cost Ratios - Used Cars (S.A.)  
(loan as per cent of wholesale value)

	90 or less	Percentage distribution of contracts				Total	Total contracts reported (000)
		91-100	101-110	111-120	Over 120		
1963 - Jan.	28.2	26.2	22.6	12.3	10.7	100.0	36
Feb.	27.4	25.7	22.8	12.7	11.4	100.0	34
Mar.	29.6	26.5	22.8	11.7	9.4	100.0	31
Apr.	29.6	26.2	23.0	12.2	9.0	100.0	36
May	28.6	26.0	23.1	12.5	9.8	100.0	35
June	28.9	25.9	23.1	12.4	9.7	100.0	31
July	28.3	26.4	22.8	12.7	9.8	100.0	35
Aug.	28.1	26.2	23.0	12.6	10.1	100.0	34
Sept.	27.2	25.6	23.3	13.2	10.7	100.0	35
Oct.	27.2	24.6	23.9	13.4	10.9	100.0	37
Nov.	26.7	25.7	23.5	13.4	10.7	100.0	34
Dec.	27.1	26.1	22.6	13.2	11.0	100.0	38
1964 - Jan.	26.6	25.5	23.8	13.2	10.9	100.0	38
Feb.	27.5	25.7	23.4	13.0	10.4	100.0	38
Mar.	26.6	24.8	23.6	13.6	11.4	100.0	37
Apr.	27.4	25.6	23.7	12.4	10.9	100.0	35
May	26.1	24.2	24.0	14.0	11.7	100.0	37
June	25.4	24.4	24.2	14.2	11.8	100.0	37
July	25.9	24.8	24.5	13.4	11.4	100.0	36
Aug.	26.7	25.0	24.1	13.4	10.8	100.0	34
Sept.	27.0	25.7	24.2	13.0	10.1	100.0	37
Oct.	27.5	25.7	23.7	12.8	10.3	100.0	34
Nov.	25.4	25.5	24.2	13.2	11.7	100.0	35
Dec.	26.6	25.3	24.4	13.3	10.4	100.0	34
1965 - Jan.	28.4	25.5	23.9	12.7	9.5	100.0	36
Feb.	27.9	26.7	24.1	12.4	8.9	100.0	38
Mar.	28.5	26.9	23.7	12.0	8.9	100.0	37
Apr.	28.0	25.9	24.0	12.5	9.6	100.0	41
May	27.2	25.9	24.2	12.8	9.9	100.0	36
June	27.0	25.3	24.3	13.2	10.2	100.0	38
July	26.4	24.9	24.5	13.4	10.8	100.0	39
Aug.	25.8	25.1	24.7	13.6	10.8	100.0	38
Sept.	25.1	23.8	24.3	14.4	12.4	100.0	39
Oct.	23.3	23.2	24.6	14.9	14.0	100.0	38
Nov.	24.1	23.3	24.3	14.6	13.7	100.0	36
Dec.	24.0	23.3	24.2	15.2	13.3	100.0	39

Dealer Cost Ratios - Used Cars (S.A.)  
loan as per cent of wholesale value)

	90 or less	Percentage distribution of contracts				Total	Total contracts reported (000)
		91-100	101-110	111-120	Over 120		
1966 - Jan.	23.7	25.3	23.8	14.2	13.0	100.0	38
Feb.	23.7	23.3	24.2	15.2	13.6	100.0	37
Mar.	23.5	22.7	24.4	15.4	14.0	100.0	40
Apr.	23.7	23.0	23.4	15.3	14.6	100.0	38
May	23.8	22.7	23.5	15.6	14.4	100.0	37
June	23.3	22.3	23.8	15.7	14.9	100.0	38
July	23.5	22.1	23.3	16.0	15.1	100.0	38
Aug.	23.5	22.3	23.6	16.0	14.6	100.0	40
Sept.	24.1	22.4	24.1	15.4	14.0	100.0	39
Oct.	24.6	22.6	24.0	15.1	13.7	100.0	39
Nov.	24.0	23.9	24.0	15.0	13.1	100.0	39
Dec.	24.2	22.7	24.2	15.2	13.7	100.0	39
1967 - Jan.	23.3	22.1	24.3	15.3	15.0	100.0	38
Feb.	22.9	21.8	24.3	16.0	15.0	100.0	38
Mar.	22.6	21.8	24.5	15.7	15.4	100.0	37
Apr.	23.5	22.4	24.3	15.6	14.2	100.0	36
May	24.3	22.8	24.6	15.0	13.3	100.0	38
June	25.7	23.6	24.0	14.6	12.1	100.0	36
July	26.7	24.1	24.3	14.2	10.7	100.0	35
Aug.	27.1	23.8	24.5	13.9	10.7	100.0	35
Sept.	27.6	24.5	24.7	13.7	9.5	100.0	33
Oct.	28.2	25.5	24.8	12.8	8.7	100.0	33
Nov.	28.8	25.6	24.1	13.6	7.9	100.0	33
Dec.	28.9	26.1	25.3	12.6	7.1	100.0	30