



# FEDERAL RESERVE

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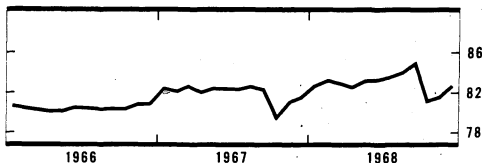
February 20, 1969

## AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

loans,

THE PROPORTION OF NEW CAR CONTRACTS WITH  
31-36 MONTH MATURITIES ROSE IN DECEMBER.

Consumer -  
Installment -  
Auto loans...



### MATURITY DISTRIBUTION - NEW CAR CONTRACTS

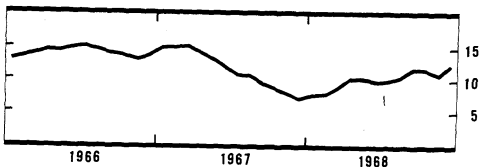
	24 months or less %	25-30 months %	31-36 months %	Over 36 months %	Balloon paper %	Total	No. of contracts reported (000)
Seasonally adjusted							
December 1968	13.5	2.8	82.7	0.3	0.7	100.0	115
November 1968	14.5	2.6	81.6	0.5	0.8	100.0	109
October 1968	14.8	2.6	81.2	0.5	0.9	100.0	134
September 1968	11.7	2.1	85.0	0.4	0.8	100.0	115
Unadjusted							
December 1968	15.9	3.0	79.9	0.4	0.8	100.0	107
November 1968	16.6	2.7	79.3	0.5	0.9	100.0	109
December 1967	17.0	2.9	78.8	0.5	0.8	100.0	88

### 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							
December 1968	6.1	18.3	30.1	45.1	0.4	100.0	41
November 1968	6.4	18.1	30.7	44.5	0.3	100.0	39
October 1968	6.4	17.8	32.0	43.5	0.3	100.0	40
September 1968	6.1	17.1	34.2	42.1	0.5	100.0	41
Unadjusted							
December 1968	6.8	18.5	27.5	46.7	0.5	100.0	40
November 1968	6.8	17.9	27.4	47.5	0.4	100.0	38
December 1967	7.5	18.0	30.7	43.3	0.5	100.0	36

AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

THE PROPORTION OF USED CAR LOANS WITH LOW DOWN-PAYMENTS (D.C.R. OVER 120%) REACHED HIGHEST LEVEL SINCE MAY 1967.

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 1968	43.3	32.6	13.8	6.1	4.2	100.0	104
November 1968	43.4	32.3	14.6	5.8	3.9	100.0	100
October 1968	43.4	32.3	13.7	6.3	4.3	100.0	124
September 1968	44.1	31.8	13.1	6.3	4.7	100.0	106
Unadjusted							
December 1968	44.1	31.5	13.9	6.2	4.3	100.0	98
November 1968	44.4	30.9	14.5	6.0	4.2	100.0	100
December 1967	43.6	31.1	14.3	6.3	4.7	100.0	81

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 1968	24.0	22.9	25.2	15.5	12.4	100.0	35
November 1968	24.7	24.0	26.1	14.4	10.8	100.0	33
October 1968	25.3	23.2	25.0	14.9	11.6	100.0	34
September 1968	24.8	23.4	25.0	15.1	11.7	100.0	35
Unadjusted							
December 1968	25.6	23.4	24.7	14.3	12.0	100.0	34
November 1968	27.2	24.6	25.1	13.5	9.6	100.0	32
December 1967	30.6	26.5	24.5	11.5	6.9	100.0	29

# AUTOMOBILE LOANS BY MAJOR SALES FINANCE COMPANIES

## DEALER COST RATIOS AND MATURITIES ON AUTOMOBILE INSTALMENT LOANS

DECEMBER 1968

### 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	9.7	1.4	32.8	0.1	0.1	44.1
91% to 100%	3.3	0.8	27.0	0.1	0.3	31.5
101% to 105%	2.1	0.8	10.9	0.1	0.1	13.9
106% to 110%	0.3	0.1	5.6	*	0.1	6.2
Over 110%	0.2	0.1	3.9	*	0.1	4.3
Total	15.7	3.0	80.3	0.4	0.6	100.0

### USED CARS

(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	3.7	6.3	5.8	9.7	0.1	25.6
91% to 100%	0.9	3.4	6.7	12.3	0.1	23.4
101% to 110%	0.6	2.7	7.5	13.9	0.1	24.7
111% to 120%	0.3	1.7	4.2	8.1	0.1	14.3
Over 120%	0.3	1.6	3.3	6.7	0.2	12.0
Total	5.7	15.7	27.5	50.6	0.5	100.0

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

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