



# FEDERAL RESERVE

## statistical release

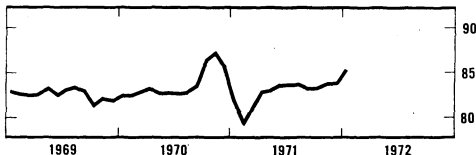
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For immediate release

March 14, 1972

### AUTOMOBILE LOANS BY MAJOR FINANCE COMPANIES

MATURITY REQUIREMENTS ON NEW CAR LOANS  
EASED IN JANUARY AS THE PROPORTION OF CON-  
TRACTS WRITTEN FOR 31-36 MONTH TERMS ROSE.



### MATURITY DISTRIBUTION - NEW CAR CONTRACTS

	24 months or less %	25-30 months %	31-36 months %	Over 36 months %	Balloon paper %	Total
Seasonally adjusted						
January 1972	11.9	2.6	85.3	0.5	0.2	100.0
December 1971	13.1	2.8	83.9	0.3	0.2	100.0
November 1971	13.3	2.7	83.9	0.2	0.2	100.0
October 1971	13.6	2.8	83.2	0.2	0.4	100.0
Unadjusted						
January 1972	12.9	3.0	83.4	0.4	0.3	100.0
December 1971	15.2	3.2	81.0	0.3	0.3	100.0
January 1971	16.3	2.9	80.1	0.2	0.6	100.0

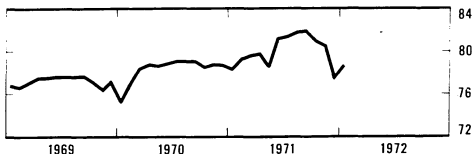
### MATURITY DISTRIBUTION - USED CAR CONTRACTS

	18 months or less %	19-24 months %	25-30 months %	Over 30 months %	Balloon paper %	Total
Seasonally adjusted						
January 1972	5.8	15.9	36.5	42.2	0.1	100.0
December 1971	5.7	17.2	37.4	40.1	0.1	100.0
November 1971	5.0	14.9	34.0	46.5	0.1	100.0
October 1971	5.3	14.1	33.0	48.0	0.1	100.0
Unadjusted						
January 1972	5.8	14.4	33.3	46.5	0.1	100.0
December 1971	6.3	18.5	34.1	41.0	0.1	100.0
January 1971	5.8	13.6	27.2	53.4	0.1	100.0

Note: Details may not add to totals because of rounding and construction of seasonal factors by sector.

AUTOMOBILE LOANS BY MAJOR FINANCE COMPANIES

THE PROPORTION OF USED CAR LOANS WITH  
LONGER MATURITIES (OVER 24 MONTHS) ROSE AFTER  
DIPPING SHARPLY IN DECEMBER.



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
<b>Seasonally adjusted</b>						
January 1972	48.5	31.1	11.7	5.0	3.6	100.0
December 1971	48.9	31.0	12.1	4.9	3.4	100.0
November 1971	48.6	31.5	12.3	4.8	3.2	100.0
October 1971	49.0	31.2	12.3	4.5	2.9	100.0
<b>Unadjusted</b>						
January 1972	48.0	31.1	12.1	5.1	3.8	100.0
December 1971	48.1	30.8	12.5	5.1	3.6	100.0
January 1971	46.3	31.8	13.1	5.3	3.6	100.0

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
<b>Seasonally adjusted</b>						
January 1972	36.1	27.8	22.0	9.5	4.5	100.0
December 1971	34.5	27.6	22.0	9.9	5.4	100.0
November 1971	33.1	27.7	22.8	10.2	5.2	100.0
October 1971	32.6	27.9	23.5	10.1	5.1	100.0
<b>Unadjusted</b>						
January 1972	37.3	27.9	21.3	9.2	4.4	100.0
December 1971	36.2	27.6	21.4	9.5	5.3	100.0
January 1971	35.1	28.6	22.7	9.3	4.3	100.0

Note: Details may not add to totals because of rounding and construction of seasonal factors by sector.

AUTOMOBILE LOANS BY MAJOR FINANCE COMPANIESDEALER COST RATIOS AND MATURITIES  
ON AUTOMOBILE INSTALMENT LOANS

JANUARY 1972

## 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	8.8	1.2	37.9	0.1	*	48.0
91% to 100%	2.5	0.9	27.4	0.1	0.3	31.1
101% to 105%	1.3	0.7	9.9	0.1	*	12.1
106% to 110%	0.2	0.1	4.8	0.1	*	5.1
Over 110%	0.2	0.1	3.5	*	*	3.8
Total	12.9	3.0	83.4	0.4	0.3	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	4.4	8.4	11.4	13.1	*	37.3
91% to 100%	0.8	3.3	10.4	13.5	0.1	27.9
101% to 110%	0.4	1.7	7.3	11.9	*	21.3
111% to 120%	0.2	0.7	2.9	5.4	*	9.2
Over 120%	0.1	0.3	1.3	2.7	*	4.4
Total	5.8	14.4	33.3	46.5	0.1	100.0

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

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

Revised March 1972

Maturities - New Cars  
(Seasonally Adjusted)

	Percentage distribution of contracts				Balloon paper	Total
	24 months or less	25-30 months	31-36 months	Over 36 months		
1969 - Jan.	13.6	2.5	82.9	0.5	0.7	100.0
Feb.	13.6	2.4	82.7	0.4	0.8	100.0
Mar.	13.7	2.4	82.5	0.4	0.8	100.0
Apr.	13.7	2.5	82.6	0.4	0.8	100.0
May	13.4	2.3	83.1	0.4	0.6	100.0
June	13.6	2.7	82.6	0.4	0.9	100.0
July	13.6	2.4	83.1	0.4	0.5	100.0
Aug.	13.3	2.4	83.2	0.4	0.6	100.0
Sept.	13.8	2.5	82.9	0.4	0.4	100.0
Oct.	15.2	2.6	81.2	0.4	0.5	100.0
Nov.	14.3	2.7	82.1	0.4	0.6	100.0
Dec.	14.3	2.7	81.9	0.4	0.6	100.0
Year 1969	13.8	2.5	82.8	0.4	0.7	100.0
1970 - Jan.	13.9	2.8	82.4	0.3	0.6	100.0
Feb.	14.2	2.6	82.4	0.3	0.5	100.0
Mar.	13.9	2.6	82.9	0.3	0.3	100.0
Apr.	13.7	2.5	83.2	0.3	0.3	100.0
May	14.0	2.6	82.7	0.3	0.4	100.0
June	14.1	2.6	82.8	0.3	0.4	100.0
July	13.8	2.7	82.7	0.3	0.5	100.0
Aug.	13.8	2.7	82.8	0.3	0.6	100.0
Sept.	13.0	2.7	83.6	0.3	0.3	100.0
Oct.	11.1	2.3	86.4	0.2	0.5	100.0
Nov.	10.4	2.3	87.2	0.2	0.6	100.0
Dec.	11.7	2.4	85.6	0.2	0.5	100.0
Year 1970	13.0	2.6	83.9	0.3	0.5	100.0
1971 - Jan.	15.1	2.6	81.9	0.2	0.4	100.0
Feb.	16.6	3.3	79.5	0.2	0.3	100.0
Mar.	14.9	3.2	81.1	0.3	0.4	100.0
Apr.	13.6	2.9	82.8	0.3	0.4	100.0
May	13.3	2.9	83.0	0.3	0.4	100.0
June	13.0	2.8	83.7	0.3	0.3	100.0
July	13.0	2.6	83.7	0.3	0.3	100.0
Aug.	13.0	2.6	83.7	0.2	0.3	100.0
Sept.	13.7	2.6	83.1	0.2	0.3	100.0
Oct.	13.6	2.8	83.2	0.2	0.4	100.0
Nov.	13.3	2.7	83.9	0.2	0.2	100.0
Dec.	13.1	2.8	83.9	0.3	0.2	100.0
Year 1971	13.7	2.8	83.1	0.3	0.4	100.0

Revised March 1972

Maturities - Used Cars  
(Seasonally Adjusted)

	Percentage distribution of contracts					Total
	18 months or less	19-24 months	25-30 months	Over 30 months	Balloon paper	
1969 - Jan.	6.0	15.8	30.4	46.4	0.4	100.0
Feb.	6.1	16.5	30.6	46.0	0.4	100.0
Mar.	6.2	16.4	30.8	46.2	0.3	100.0
Apr.	6.1	16.0	31.2	46.3	0.3	100.0
May	6.0	16.2	30.7	46.8	0.3	100.0
June	6.1	16.5	30.4	47.2	0.2	100.0
July	6.2	16.6	30.4	47.2	0.2	100.0
Aug.	6.1	16.7	29.9	47.7	0.2	100.0
Sept.	6.1	16.8	30.3	47.4	0.2	100.0
Oct.	5.9	16.6	30.5	46.6	0.2	100.0
Nov.	6.2	16.7	30.3	46.1	0.3	100.0
Dec.	6.2	16.4	30.3	46.8	0.2	100.0
Year 1969	7.1	16.8	30.2	46.0	0.3	100.0
1970 - Jan.	6.7	17.5	30.4	44.8	0.3	100.0
Feb.	6.0	16.7	30.2	46.7	0.1	100.0
Mar.	6.0	15.2	29.6	48.8	0.1	100.0
Apr.	5.7	15.3	30.2	48.6	0.1	100.0
May	5.8	15.7	30.5	48.2	0.1	100.0
June	5.7	15.7	30.9	48.0	0.1	100.0
July	5.7	15.7	30.7	48.4	0.1	100.0
Aug.	5.6	15.8	30.8	48.3	0.1	100.0
Sept.	5.9	15.7	30.9	48.2	0.1	100.0
Oct.	5.8	15.5	30.1	48.4	0.1	100.0
Nov.	5.8	15.1	30.3	48.5	0.1	100.0
Dec.	5.7	15.2	30.1	48.6	0.1	100.0
Year 1970	5.9	15.7	30.7	47.8	0.2	100.0
1971 - Jan.	5.8	15.0	29.8	48.5	0.1	100.0
Feb.	6.0	14.0	30.2	49.1	0.1	100.0
Mar.	5.5	14.6	30.7	48.9	0.1	100.0
Apr.	5.5	14.6	32.0	47.8	0.1	100.0
May	6.0	15.6	25.8	52.8	0.1	100.0
June	5.1	13.8	32.3	48.9	0.1	100.0
July	5.1	13.7	32.2	49.2	0.1	100.0
Aug.	5.2	13.7	32.5	49.3	0.1	100.0
Sept.	5.0	14.0	32.8	49.1	0.1	100.0
Oct.	5.3	14.1	33.0	48.0	0.1	100.0
Nov.	5.0	14.9	34.0	46.5	0.1	100.0
Dec.	5.7	17.2	37.4	40.1	0.1	100.0
Year 1971	5.4	14.6	32.2	48.0	0.1	100.0

Revised March 1972

Dealer Cost Ratios - New Cars  
 (Loan as per cent of dealer cost)  
 (Seasonally Adjusted)

	Percentage distribution of contracts					Total
	90 or less	91-100	101-105	106-110	Over 110	
1969 - Jan.	44.2	31.9	13.1	6.1	4.3	100.0
Feb.	44.2	31.3	13.5	6.2	4.4	100.0
Mar.	43.8	32.1	13.5	6.2	4.3	100.0
Apr.	43.6	31.9	13.7	6.2	4.5	100.0
May	43.1	32.1	13.8	6.4	4.9	100.0
June	43.3	31.7	14.0	6.4	4.8	100.0
July	43.7	31.8	13.6	6.3	4.7	100.0
Aug.	43.9	31.8	13.6	6.3	4.6	100.0
Sept.	45.6	31.1	13.1	5.9	4.4	100.0
Oct.	43.7	32.7	14.2	5.5	4.0	100.0
Nov.	45.6	31.6	13.4	5.6	4.0	100.0
Dec.	45.7	31.8	13.4	5.2	3.8	100.0
Year 1969	44.2	31.9	13.6	6.1	4.4	100.0
1970 - Jan.	44.9	32.0	13.3	5.6	4.0	100.0
Feb.	46.3	31.9	12.9	5.3	3.5	100.0
Mar.	47.2	31.4	12.7	5.3	3.6	100.0
Apr.	48.0	31.4	12.4	4.8	3.2	100.0
May	48.3	31.4	12.2	4.9	3.2	100.0
June	48.3	31.4	12.2	4.9	3.1	100.0
July	48.0	31.5	12.2	5.1	3.2	100.0
Aug.	48.5	31.5	12.1	4.9	3.1	100.0
Sept.	47.8	31.7	12.0	5.2	3.3	100.0
Oct.	47.7	31.9	11.4	5.4	3.4	100.0
Nov.	46.1	32.5	12.0	5.8	3.9	100.0
Dec.	46.7	32.0	12.2	5.5	3.8	100.0
Year 1970	47.6	31.8	12.3	5.2	3.4	100.0
1971 - Jan.	46.8	31.8	12.7	5.2	3.4	100.0
Feb.	46.2	31.9	13.7	5.0	3.1	100.0
Mar.	47.2	31.6	13.1	5.0	3.3	100.0
Apr.	47.6	31.0	12.7	5.1	3.3	100.0
May	48.2	31.5	12.4	4.9	3.2	100.0
June	48.2	31.7	11.9	5.0	3.2	100.0
July	47.9	31.7	12.2	4.9	3.3	100.0
Aug.	47.9	31.8	12.1	5.0	3.3	100.0
Sept.	48.9	30.8	12.2	5.0	3.1	100.0
Oct.	49.0	31.2	12.3	4.5	2.9	100.0
Nov.	48.6	31.5	12.3	4.8	3.2	100.0
Dec.	48.9	31.0	12.1	4.9	3.4	100.0
Year 1971	48.1	31.5	12.5	5.0	3.3	100.0

Revised March 1972

Dealer Cost Ratios - Used Cars  
(Loan as per cent of wholesale value)  
(Seasonally Adjusted)

	90 or less	Percentage distribution of contracts				Over 120	Total
		91-100	101-110	111-120			
1969 - Jan.	23.0	22.3	25.6	16.1	13.8	100.0	
Feb.	23.9	22.6	24.8	15.6	13.3	100.0	
Mar.	25.2	23.9	25.2	14.3	11.1	100.0	
Apr.	26.6	24.7	25.7	13.6	9.2	100.0	
May	26.6	25.4	25.6	13.6	9.0	100.0	
June	26.2	24.8	25.8	13.6	9.6	100.0	
July	26.5	24.5	26.1	13.6	9.4	100.0	
Aug.	26.7	24.8	25.6	13.6	9.3	100.0	
Sept.	27.1	25.2	25.0	13.4	9.0	100.0	
Oct.	27.6	25.2	25.5	13.0	8.6	100.0	
Nov.	27.4	25.7	25.5	12.7	8.4	100.0	
Dec.	28.1	25.5	25.7	12.6	8.1	100.0	
Year 1969	26.3	24.6	25.6	13.9	9.9	100.0	
1970 - Jan.	28.5	26.1	25.0	12.6	8.2	100.0	
Feb.	29.4	25.9	25.1	12.2	7.7	100.0	
Mar.	30.3	26.2	24.5	11.9	7.4	100.0	
Apr.	31.5	27.1	23.6	11.2	7.0	100.0	
May	32.4	27.6	23.6	10.9	6.2	100.0	
June	32.4	27.4	23.8	10.7	5.8	100.0	
July	33.1	27.6	23.6	10.2	5.7	100.0	
Aug.	33.3	28.2	23.3	10.0	5.3	100.0	
Sept.	33.8	28.2	23.3	9.8	5.2	100.0	
Oct.	32.4	27.8	23.4	10.2	5.2	100.0	
Nov.	32.2	26.6	23.9	10.5	5.4	100.0	
Dec.	33.5	28.3	23.2	10.0	4.6	100.0	
Year 1970	31.8	27.3	24.0	11.0	6.3	100.0	
1971 - Jan.	34.0	28.5	23.4	9.6	4.4	100.0	
Feb.	33.9	28.4	23.9	9.6	4.5	100.0	
Mar.	33.9	28.6	24.3	9.6	4.6	100.0	
Apr.	33.6	28.0	24.3	10.2	4.7	100.0	
May	36.4	27.8	23.1	9.1	4.4	100.0	
June	32.6	27.8	24.3	10.2	5.4	100.0	
July	32.2	28.1	24.1	10.4	5.4	100.0	
Aug.	32.0	27.9	24.3	10.5	5.6	100.0	
Sept.	32.6	27.7	24.3	10.3	5.2	100.0	
Oct.	32.6	27.9	23.5	10.1	5.1	100.0	
Nov.	33.1	27.7	22.8	10.2	5.2	100.0	
Dec.	34.5	27.6	22.0	9.9	5.4	100.0	
Year 1971	33.3	28.0	23.8	10.1	5.1	100.0	