AUTOMOBILE LOANS BY MAJOR FINANCE COMPANIES

FOR THE FIRST TIME, LOANS WITH MATURITIES EXCEEDING 36 MONTHS ACCOUNTED FOR MORE THAN 10 PER CENT OF ALL NEW-CAR CONTRACTS WRITTEN, COMPARED WITH LESS THAN 4 PER CENT LAST SEPTEMBER.

### Maturity Distribution - New Car Contracts

<table>
<thead>
<tr>
<th></th>
<th>24 months or less</th>
<th>25-30 months</th>
<th>31-36 months</th>
<th>Over 36 months</th>
<th>Balloon paper</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seasonally adjusted</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>September 1974</td>
<td>11.0</td>
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<td>76.5</td>
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<tr>
<td>August 1974</td>
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<td>78.5</td>
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<tr>
<td>Unadjusted</td>
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<tr>
<td>September 1974</td>
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<td>1.5</td>
<td>78.5</td>
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### Maturity Distribution - Used Car Contracts

<table>
<thead>
<tr>
<th></th>
<th>18 months or less</th>
<th>19-24 months</th>
<th>25-30 months</th>
<th>Over 30 months</th>
<th>Balloon paper</th>
<th>Total</th>
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<td>29.6</td>
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<td>29.4</td>
<td>53.4</td>
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Note: Details may not add to totals because of rounding and construction of seasonal factors by sector.
AUTOMOBILE LOANS BY MAJOR FINANCE COMPANIES

Downpayment terms also eased somewhat as the proportion of contracts with low downpayments (dealer cost ratios over 100 per cent) rose in September.

<table>
<thead>
<tr>
<th>Month</th>
<th>90 or less</th>
<th>91-100</th>
<th>100-105</th>
<th>106-110</th>
<th>Over 110</th>
<th>Total</th>
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<td></td>
</tr>
<tr>
<td>September 1974</td>
<td>44.6</td>
<td>33.0</td>
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<td>32.3</td>
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<td>12.7</td>
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<td>5.6</td>
<td>3.8</td>
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</tr>
<tr>
<td>September 1974</td>
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<td>33.4</td>
<td>12.5</td>
<td>5.3</td>
<td>3.4</td>
<td>100.0</td>
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<tr>
<td>August 1974</td>
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<td>33.0</td>
<td>12.1</td>
<td>5.4</td>
<td>3.4</td>
<td>100.0</td>
</tr>
<tr>
<td>September 1973</td>
<td>46.2</td>
<td>32.1</td>
<td>12.0</td>
<td>5.7</td>
<td>4.1</td>
<td>100.0</td>
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DISTRIBUTION OF DEALER COST RATIOS - USED CAR CONTRACTS

(loan as per cent of wholesale value)

<table>
<thead>
<tr>
<th>Month</th>
<th>90 or less</th>
<th>91-100</th>
<th>101-110</th>
<th>111-120</th>
<th>Over 120</th>
<th>Total</th>
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</tr>
<tr>
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<td>31.4</td>
<td>28.2</td>
<td>25.6</td>
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</tr>
<tr>
<td>August 1974</td>
<td>31.1</td>
<td>27.3</td>
<td>25.3</td>
<td>11.0</td>
<td>5.2</td>
<td>100.0</td>
</tr>
<tr>
<td>July 1974</td>
<td>31.7</td>
<td>27.4</td>
<td>25.1</td>
<td>10.7</td>
<td>5.2</td>
<td>100.0</td>
</tr>
<tr>
<td>June 1974</td>
<td>31.6</td>
<td>27.7</td>
<td>24.9</td>
<td>10.8</td>
<td>4.9</td>
<td>100.0</td>
</tr>
<tr>
<td>Unadjusted</td>
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<td></td>
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</tr>
<tr>
<td>September 1974</td>
<td>30.8</td>
<td>28.1</td>
<td>25.7</td>
<td>10.3</td>
<td>5.2</td>
<td>100.0</td>
</tr>
<tr>
<td>August 1974</td>
<td>30.2</td>
<td>27.5</td>
<td>25.9</td>
<td>11.1</td>
<td>5.3</td>
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</tr>
<tr>
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<td>26.8</td>
<td>25.2</td>
<td>11.7</td>
<td>6.2</td>
<td>100.0</td>
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</table>

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

(Percentage distribution of contracts)
Not seasonally adjusted

<table>
<thead>
<tr>
<th>Loan as per cent of dealer cost</th>
<th>Maturities</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>24 months or less</td>
<td>25-30 months</td>
<td>31-36 months</td>
<td>Over 36 months</td>
<td>Balloon paper</td>
<td></td>
</tr>
<tr>
<td>90% or less</td>
<td>7.7</td>
<td>0.9</td>
<td>34.1</td>
<td>2.7</td>
<td>*</td>
<td>45.4</td>
</tr>
<tr>
<td>91% to 100%</td>
<td>1.4</td>
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<td>27.3</td>
<td>4.3</td>
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<td>33.4</td>
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<tr>
<td>101% to 105%</td>
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<td>0.2</td>
<td>10.1</td>
<td>1.8</td>
<td>*</td>
<td>12.5</td>
</tr>
<tr>
<td>106% to 110%</td>
<td>0.1</td>
<td>0.1</td>
<td>4.3</td>
<td>0.8</td>
<td>*</td>
<td>5.3</td>
</tr>
<tr>
<td>Over 110%</td>
<td>0.1</td>
<td>*</td>
<td>2.8</td>
<td>0.5</td>
<td>*</td>
<td>3.4</td>
</tr>
<tr>
<td>Total</td>
<td>9.7</td>
<td>1.5</td>
<td>78.5</td>
<td>10.2</td>
<td>0.3</td>
<td>100.0</td>
</tr>
</tbody>
</table>

### USED CARS

(Percentage distribution of contracts)
Not seasonally adjusted

<table>
<thead>
<tr>
<th>Loan as per cent of wholesale value</th>
<th>Maturities</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18 months or less</td>
<td>19-24 months</td>
<td>25-30 months</td>
<td>Over 30 months</td>
<td>Balloon paper</td>
<td></td>
</tr>
<tr>
<td>90% or less</td>
<td>3.9</td>
<td>7.6</td>
<td>7.8</td>
<td>11.4</td>
<td>*</td>
<td>30.8</td>
</tr>
<tr>
<td>91% to 100%</td>
<td>0.6</td>
<td>3.6</td>
<td>9.3</td>
<td>14.6</td>
<td>*</td>
<td>28.1</td>
</tr>
<tr>
<td>101% to 110%</td>
<td>0.3</td>
<td>2.5</td>
<td>8.3</td>
<td>14.6</td>
<td>*</td>
<td>25.7</td>
</tr>
<tr>
<td>111% to 120%</td>
<td>0.1</td>
<td>0.9</td>
<td>3.6</td>
<td>5.7</td>
<td>*</td>
<td>10.3</td>
</tr>
<tr>
<td>Over 120%</td>
<td>0.1</td>
<td>0.4</td>
<td>1.7</td>
<td>3.0</td>
<td>*</td>
<td>5.2</td>
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<tr>
<td>Total</td>
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<td>15.0</td>
<td>30.7</td>
<td>49.3</td>
<td>0.1</td>
<td>100.0</td>
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</tbody>
</table>

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