



# FEDERAL RESERVE statistical release

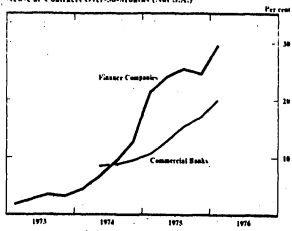
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FEDERAL RESERVE BANK OF ST. LOUIS  
FEBRUARY 1976

APRIL 14, 1976

THE TREND TOWARDS LONGER NEW-CAR LOAN MATURITIES GAINED RENEWED MOMENTUM IN FEBRUARY. AT COMMERCIAL BANKS, OVER-36-MONTH CONTRACTS REACHED 20 PER CENT OF THE TOTAL, THREE PERCENTAGE POINTS HIGHER THAN THE PREVIOUS READING IN NOVEMBER. AT FINANCE COMPANIES, THE OVER-36-MONTH PROPORTION HAS RISEN NEARLY 5 PERCENTAGE POINTS IN 2 MONTHS. MEANWHILE, AT FINANCE COMPANIES, LOAN-TO-VALUE RATIOS EDGED UP FROM RECENT LOWS, IMPLYING LOWER DOWNPAYMENTS, BUT SEASONALLY ADJUSTED FINANCE RATES ROSE MODERATELY IN BOTH NEW- AND USED-CAR MARKETS.

VOLUME OF TOTAL AUTO CREDIT EXTENDED WAS DOWN SLIGHTLY FROM JANUARY, AFTER SEASONAL ADJUSTMENT, WITH AN INCREASE IN NEW-CAR VOLUME NOT QUITE OFFSETTING A DECLINE IN USED-CAR FINANCING. BANKS RECORDED HIGHER VOLUME IN EACH CATEGORY, WHILE FINANCE COMPANIES AND OTHER LENDERS EXPERIENCED DECLINES.

New-Car Contracts Over-36-Months (Not S.A.)



CREDIT EXTENDED	NEW CARS						USED CARS					
	SEASONALLY ADJUSTED			NOT SEASONALLY ADJUSTED			SEASONALLY ADJUSTED			NOT SEASONALLY ADJUSTED		
	1975 FEB.	1976 JAN.	1976 FEB.	1975 FEB.	1976 JAN.	1976 FEB.	1975 FEB.	1976 JAN.	1976 FEB.	1975 FEB.	1976 JAN.	1976 FEB.
<b>ALL HOLDERS</b>												
TOTAL CREDIT (MILLION \$)	2,384	2,681	2,758	1,925	2,021	2,175	1,431	1,778	1,672	1,355	1,571	1,565
NUMBER OF CONTRACTS (THOUS.)	557	547	558	449	412	444	615	711	676	573	618	619
AVERAGE SIZE OF CONTRACT (\$)	4,280	4,901	4,943	4,287	4,905	4,899	2,327	2,501	2,473	2,365	2,555	2,528
<b>BANK DIRECT LOANS</b>												
TOTAL CREDIT (MILLION \$)	452	547	659	363	436	514	414	465	509	387	454	471
NUMBER OF CONTRACTS (THOUS.)	110	119	136	89	96	107	182	207	219	168	189	198
AVERAGE SIZE OF CONTRACT (\$)	4,109	4,597	4,846	4,079	4,538	4,804	2,275	2,343	2,324	2,304	2,402	2,379
<b>BANK PURCHASED PAPER</b>												
TOTAL CREDIT (MILLION \$)	878	872	925	730	679	736	392	456	482	369	419	437
NUMBER OF CONTRACTS (THOUS.)	212	208	195	174	133	157	155	178	188	169	161	166
AVERAGE SIZE OF CONTRACT (\$)	4,142	5,190	4,744	4,195	5,105	4,688	2,465	2,562	2,564	2,477	2,602	2,601
<b>FINANCE COMPANIES</b>												
TOTAL CREDIT (MILLION \$)	656	675	667	511	501	510	242	278	261	222	241	241
NUMBER OF CONTRACTS (THOUS.)	139	129	124	109	96	96	96	99	96	86	84	85
AVERAGE SIZE OF CONTRACT (\$)	4,719	5,233	5,379	4,685	5,219	5,312	2,521	2,808	2,777	2,581	2,869	2,835
<b>OTHER LENDERS</b>												
TOTAL CREDIT (MILLION \$)	398	587	507	321	405	435	383	559	420	377	465	416
NUMBER OF CONTRACTS (THOUS.)	96	131	103	77	88	84	178	227	175	170	184	168
AVERAGE SIZE OF CONTRACT (\$)	4,146	4,481	4,922	4,169	4,551	4,940	2,152	2,463	2,406	2,218	2,527	2,473

NOTE: DATA FOR TOTAL CREDIT AND AVERAGE SIZE OF CONTRACTS INCLUDE PRECOMPUTED FINANCE CHARGES AT MOST HOLDERS. BANK REFERS TO COMMERCIAL BANKS ONLY; OTHER LENDERS INCLUDE PRIMARILY CREDIT UNIONS, BUT ALSO MUTUAL SAVINGS BANKS, SAVINGS AND LOAN ASSOCIATIONS AND AUTOMOBILE DEALERS.

NEW-CAR INSTANTALN LOAN MATURITIES AT COMMERCIAL BANKS  
(PUBLISHED MID-MONTH OF EACH QUARTER)

PERCENT OF CONTRACTS MADE DURING MONTH WITH MATURITIES OF:	PURCHASED PAPER			DIRECT LOANS			TOTAL LOANS		
	1975	1975	1976	1975	1975	1976	1975	1975	1976
	FEB.	NOV.	FEB.	FEB.	NOV.	FEB.	FEB.	NOV.	FEB.
30 MONTHS OR LESS	15.5	14.8	13.6	26.7	27.1	28.0	20.3	19.0	16.7
31-36 MONTHS	70.6	64.8	61.6	68.3	62.1	59.4	69.1	64.0	61.3
OVER 36 MONTHS	13.9	20.5	24.8	5.0	10.8	12.2	10.6	17.0	20.0

FINANCE COMPANY AUTOMOBILE CREDIT - FEBRUARY 1976

CREDIT EXTENDED	NEW CARS						USED CARS					
	SEASONALLY ADJUSTED			NOT SEASONALLY ADJUSTED			SEASONALLY ADJUSTED			NOT SEASONALLY ADJUSTED		
	1975	1976	1976	1975	1976	1976	1975	1976	1976	1975	1976	1976
	FEB.	JAN.	FEB.	FEB.	JAN.	FEB.	FEB.	JAN.	FEB.	FEB.	JAN.	FEB.
TOTAL CREDIT (MILLION \$)	656	675	667	511	501	510	242	278	261	222	241	241
NUMBER OF CONTRACTS (THOUS.)	139	129	124	109	96	96	96	99	94	86	86	85
AVERAGE SIZE OF CONTRACT (\$)	4,718	5,233	5,379	4,688	5,291	5,312	2,511	2,808	2,777	2,581	2,869	2,835
AVERAGE AMOUNT FINANCED (\$)	3,960	4,368	4,429	3,863	4,337	4,358	2,188	2,330	2,253	2,215	2,377	2,500
AVERAGE FINANCE RATE (%)	13.10	13.14	13.17	13.07	13.18	13.14	17.72	17.64	17.71	17.39	17.25	17.37
AVERAGE MATURITY (MONTHS)	37.4	38.1	38.3	37.3	37.9	38.2	29.1	29.6	30.4	29.7	30.3	31.0
PERCENTAGE WITH MATURITIES:												
OVER 42 MONTHS	...	10.1	11.1	...	10.4	11.4						
37-42 MONTHS	...	17.9	18.7	...	17.1	18.2						
OVER 36 MONTHS							...	2.6	2.7	...	3.1	3.2
31-36 MONTHS	68.5	61.2	58.9	67.8	60.1	58.3	...	55.6	53.2	...	58.6	58.5
30 MONTHS OR LESS	10.3	11.3	11.5	10.9	12.4	12.1						
25-30 MONTHS							29.4	27.8	31.0	26.1	25.9	27.3
24 MONTHS OR LESS							16.1	13.8	12.9	13.6	12.4	10.9
AVERAGE LOAN-TO-VALUE RATIO(%)	88.0	86.0	86.0	87.0	86.0	86.0	96.5	96.0	96.0	96.0	94.0	95.0
PERCENTAGE WITH L/V RATIOS:												
OVER 110%	2.6	3.0	3.5	2.7	3.3	3.6	13.5	11.6	11.4	13.2	10.2	11.0
101-110%	15.0	13.9	14.3	15.6	14.4	14.6	23.6	22.6	23.5	23.5	21.4	22.8
91-100%	34.5	33.5	32.8	34.4	33.2	32.8	29.1	30.6	30.5	28.9	30.6	30.3
90% OR LESS	48.2	49.7	50.0	47.3	49.1	49.0	35.5	35.1	34.1	34.5	37.8	36.0

NOTE: LOAN RATE AND LOAN TERMS DATA APPLY MAINLY TO CONTRACTS PURCHASED FROM DEALERS. THE AVERAGE SIZE OF CONTRACT STATISTICS ARE ESTIMATED BY DIVIDING TOTAL CREDIT EXTENSIONS FOR ALL FINANCE COMPANIES BY THE ESTIMATED NUMBER OF CONTRACTS; THEY INCLUDE PRECOMPUTED FINANCE CHARGES INCORPORATED IN THE CREDIT EXTENSION STATISTICS. THE AVERAGE AMOUNT FINANCED STATISTICS ARE BASED ON DATA OBTAINED FROM A LIMITED SAMPLE OF FINANCE COMPANIES; THEY DO NOT INCLUDE ANY PRECOMPUTED FINANCE CHARGES. FINANCE RATES ARE ANNUAL PERCENTAGE RATES AS SPECIFIED BY REGULATION Z (TRUE-IN-LENDING). AVERAGE LOAN RATE, MATURITY AND LOAN-TO-VALUE RATIO DATA ARE OBTAINED FROM A DIFFERENT SAMPLE THAN THE LOAN TERMS PERCENTAGE DISTRIBUTIONS. THE USED-CAR LOAN MATURITY AND LOAN-TO-VALUE DATA APPLY ONLY TO CARS LESS THAN THREE YEARS OLD.

... DATA NOT AVAILABLE BEFORE NOVEMBER, 1975