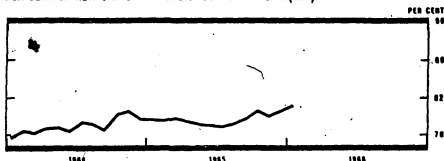


Automobile Loans by Major Sales Finance Companies

PER CENT OF NEW CAR CONTRACTS 31-36 MONTH TERM (S.A.)



## Maturity Distribution - New Car Contracts

	24 months or less %	25-30 months %	31-36 months %	Over 36 months %	Balloon paper %	Total	Total contracts reported (000)
Seasonally adjusted							
October 1965	14.9	3.3	80.6	0.5	0.7	100.0	131
November 1965	15.3	3.3	80.1	0.6	0.7	100.0	144
December 1965	14.7	3.3	80.6	0.6	0.8	100.0	139
January 1966	14.7	3.2	81.1	0.4	0.6	100.0	128
Unadjusted							
January 1966	17.0	3.5	78.3	0.5	0.7	100.0	108
Month ago	17.4	3.6	77.6	0.6	0.8	100.0	130
Year ago	17.7	4.1	76.8	0.5	0.9	100.0	105

## Maturity Distribution - Used Car Contracts

	18 months or less %	19-24 months %	25-30 months %	Over 30 months %	Balloon paper %	Total	Total contracts reported (000)
Seasonally adjusted							
October 1965	7.5	17.8	29.1	45.1	0.5	100.0	36
November 1965	6.9	17.1	28.9	46.6	0.5	100.0	44
December 1965	6.8	16.9	29.0	46.9	0.4	100.0	45
January 1966	7.7	18.6	32.1	41.0	0.6	100.0	45
Unadjusted							
January 1966	7.7	17.3	30.0	44.4	0.6	100.0	41
Month ago	8.3	19.1	29.0	43.1	0.5	100.0	47
Year ago	7.6	16.5	30.6	44.7	0.6	100.0	38

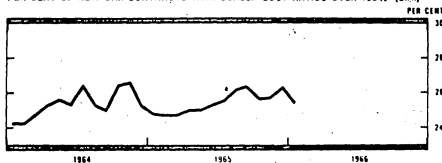
Note: Monthly data available on request for years 1960-65.

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Automobile Loans by Major Sales Finance Companies

PER CENT OF NEW CAR CONTRACTS WITH DEALER COST RATIOS OVER 100% (S.A.)

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	Total contracts reported (000)
Seasonally adjusted							
October 1965	43.3	31.1	13.0	6.8	5.8	100.0	119
November 1965	44.3	30.0	12.9	6.9	5.9	100.0	140
December 1965	42.9	30.8	13.2	7.1	6.0	100.0	126
January 1966	43.2	31.4	12.9	6.9	5.6	100.0	117
Unadjusted							
January 1966	42.8	30.9	13.2	7.1	6.0	100.0	98
Month ago	43.5	29.6	13.2	7.3	6.4	100.0	119
Year ago	44.9	29.4	13.1	7.0	5.6	100.0	95

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	Total contracts reported (000)
Seasonally adjusted							
October 1965	23.8	23.6	24.4	14.7	13.5	100.0	31
November 1965	24.8	23.5	24.4	14.5	12.8	100.0	35
December 1965	24.3	23.5	24.5	15.0	12.7	100.0	38
January 1966	23.9	25.4	23.8	14.1	12.8	100.0	38
Unadjusted							
January 1966	25.3	25.6	23.3	13.6	12.2	100.0	34
Month ago	25.5	23.7	23.5	14.1	13.2	100.0	39
Year ago	30.2	25.7	23.1	12.1	8.9	100.0	32