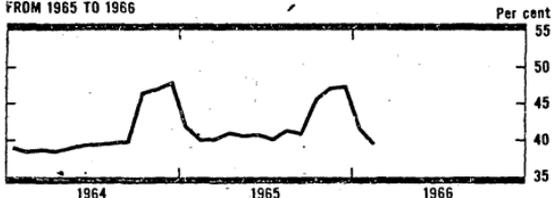


Automobile Loans by Major Sales Finance Companies

USED CAR CONTRACTS IN EXCESS OF 30 MONTHS (S.A.) DECLINED SLIGHTLY
FROM 1965 TO 1966



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							
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
February 1966	14.8	3.3	80.9	0.4	0.6	100.0	130
Unadjusted							
February 1966	15.6	3.5	79.7	0.5	0.7	100.0	107
Month ago	17.0	3.5	78.3	0.5	0.7	100.0	108
Year ago	16.4	4.0	78.2	0.5	0.9	100.0	109

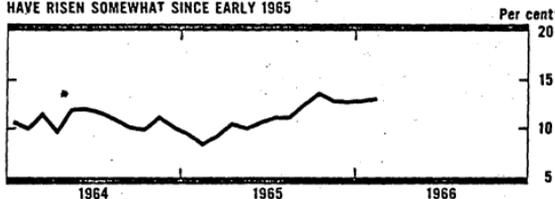
Maturity Distribution - Used Car Contracts

	18 months or less %	19-24 months %	25-30 months %	Over 30 months %	Balloon paper %	Total	Total contracts reported (000)
Seasonally adjusted							
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
February 1966	8.0	19.9	32.7	38.9	0.5	100.0	46
Unadjusted							
February 1966	7.3	17.3	31.1	43.8	0.5	100.0	39
Month ago	7.7	17.3	30.0	44.4	0.6	100.0	41
Year ago	7.1	15.9	32.1	44.3	0.6	100.0	39

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

Automobile Loans by Major Sales Finance Companies

**USED CAR LOANS EXCEEDING 120% OF WHOLESALE VALUE (S.A.)
HAVE RISEN SOMEWHAT SINCE EARLY 1965**



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							
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
February 1966	42.6	30.7	13.5	7.1	6.1	100.0	118
Unadjusted							
February 1966	41.9	30.3	13.8	7.4	6.6	100.0	97
Month ago	42.8	30.9	13.2	7.1	6.0	100.0	98
Year ago	44.3	30.0	13.1	7.0	5.6	100.0	99

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							
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
February 1966	24.3	23.2	24.4	15.1	13.0	100.0	37
Unadjusted							
February 1966	24.8	23.5	24.1	14.6	13.0	100.0	32
Month ago	25.3	25.6	23.3	13.6	12.2	100.0	34
Year ago	29.1	26.8	23.8	11.8	8.5	100.0	33