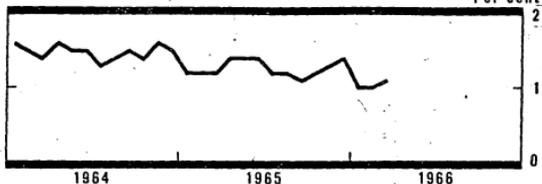


Loans, consumer - installment May 13, 1966.

Automobile Loans by Major Sales Finance Companies

NEW CAR CONTRACTS IN EXCESS OF 36 MONTHS HAVE DECLINED GRADUALLY SINCE 1964



Maturity Distribution - New Car Contracts

	24 months or less	25-30 months	31-36 months	Over 36 months	Balloon paper	Total	No. of contracts reported (000)
	%	%	%	%	%	%	
Seasonally adjusted							
March 1966	15.1	3.3	80.5	0.5	0.6	100.0	154
February 1966	14.8	3.3	80.9	0.4	0.6	100.0	130
January 1966	14.7	3.2	81.1	0.4	0.6	100.0	128
December 1965	14.7	3.3	80.6	0.6	0.8	100.0	139
Unadjusted							
March 1966	15.2	3.3	80.3	0.5	0.7	100.0	152
Month ago	15.6	3.5	79.7	0.5	0.7	100.0	107
Year ago	15.3	3.8	79.6	0.5	0.8	100.0	138

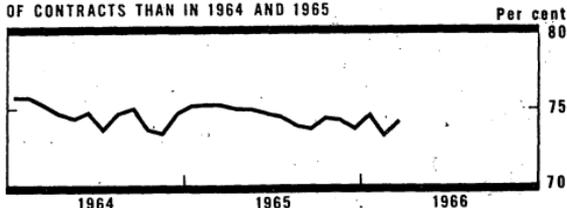
Maturity Distribution - Used Car Contracts

	18 months or less	19-24 months	25-30 months	Over 30 months	Balloon paper	Total	No. of contracts reported (000)
	%	%	%	%	%	%	
Seasonally adjusted							
March 1966	7.9	20.1	32.6	39.0	0.4	100.0	53
February 1966	8.0	19.9	32.7	38.9	0.5	100.0	46
January 1966	7.7	18.6	32.1	41.0	0.6	100.0	45
December 1965	6.8	16.9	29.0	46.9	0.4	100.0	45
Unadjusted							
March 1966	7.1	17.9	32.0	42.6	0.4	100.0	52
Month ago	7.3	17.3	31.1	43.8	0.5	100.0	39
Year ago	6.9	16.7	32.8	43.0	0.6	100.0	48

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

Automobile Loans by Major Sales Finance Companies

NEW CAR CONTRACTS WITH DEALER COST RATIOS
OF LESS THAN 101% NOW ACCOUNT FOR A SMALLER PROPORTION
OF CONTRACTS THAN IN 1964 AND 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	No. of contracts reported (000)
Seasonally adjusted							
March 1966	43.1	31.1	13.1	7.0	5.7	100.0	139
February 1966	42.6	30.7	13.5	7.1	6.1	100.0	118
January 1966	43.2	31.4	12.9	6.9	5.6	100.0	117
December 1965	42.9	30.8	13.2	7.1	6.0	100.0	126
Unadjusted							
March 1966	43.1	30.6	13.3	7.1	5.9	100.0	138
Month ago	41.9	30.3	13.8	7.4	6.6	100.0	97
Year ago	44.9	30.0	12.8	6.8	5.5	100.0	126

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	No. of contracts reported (000)
Seasonally adjusted							
March 1966	23.3	22.3	24.4	15.6	14.4	100.0	43
February 1966	24.3	23.2	24.4	15.1	13.0	100.0	37
January 1966	23.9	25.4	23.8	14.1	12.8	100.0	38
December 1965	24.3	23.5	24.5	15.0	12.7	100.0	38
Unadjusted							
March 1966	23.6	22.2	24.5	15.7	14.0	100.0	43
Month ago	24.8	23.5	24.1	14.6	13.0	100.0	32
Year ago	28.6	26.4	23.8	12.3	8.9	100.0	40