

Not for publication

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

L.4.2

September 11, 1963

RECEIVED AFTER
SEP 13 1963
FEDERAL RESERVE BANK
OF ST. LOUIS

AUTOMOBILE INSTALMENT LOANS, AT COMMERCIAL BANKS

MATURITIES -- JULY 1963 AND JUNE 1963

(Percentage distribution of contracts)

| Maturities | Total | | Purchased paper | | Direct loans | |
|---------------------|-------------|-------------|--------------------|-------------|-----------------|-------------|
| | July | June | July | June | July | June |
| New cars | | | | | | |
| 24 months or less | 20.8 | 22.4 | 15.8 | 17.6 | 32.1 | 32.7 |
| 25-30 months | 5.9 | 6.4 | 4.5 | 4.8 | 8.9 | 9.7 |
| 31-36 months | 72.8 | 70.8 | 79.1 | 77.1 | 58.7 | 57.4 |
| Over 36 months | <u>0.5</u> | <u>0.4</u> | <u>0.6</u> | <u>0.5</u> | <u>0.3</u> | <u>0.2</u> |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Used cars <u>1/</u> | | | | | | |
| 12 months or less | 14.5 | 14.6 | 11.1 | 11.3 | 21.2 | 20.7 |
| 13-18 months | 13.7 | 13.4 | 12.3 | 11.9 | 16.6 | 16.3 |
| 19-24 months | 38.0 | 37.3 | 36.2 | 35.9 | 41.7 | 41.5 |
| Over 24 months | <u>33.8</u> | <u>34.2</u> | <u>40.4</u> | <u>40.9</u> | <u>20.5</u> | <u>21.5</u> |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1/ Figures are predominantly for late model used cars but include data from a few banks for all used cars.

NOTE:--Distributions are based on tabulations of data from 123 banks for June and July and are not intended to be estimates for all commercial banks. In July, reports covered about 48,000 contracts on new cars, 33,000 purchased and 15,000 direct, and 27,000 contracts on used cars, 18,000 purchased and 9,000 direct. Data are not comparable with previous releases since composition of the group of banks changes from month to month.

For distribution according to maturities and contract balances as a percentage of dealer cost see following pages.

Not for publication

L.4.2

- 2 -

DEALER COST RATIOS AND MATURITIES
ON AUTOMOBILE INSTALMENT LOANS

JULY 1963 AND JUNE 1963

NEW CARS

(Percentage distribution of contracts)

| Contract balance as percentage of dealer cost <u>1/</u> | Maturities | | | | | | | | | |
|---|----------------------|------------|-----------------|------------|-----------------|------------|-------------------|----------|------------|------------|
| | 24 months or less | | 25-30 months | | 31-36 months | | Over 36 months | | Total | |
| | July | June | July | June | July | June | July | June | July | June |
| PURCHASED PAPER | | | | | | | | | | |
| 80% or less | 8.9 | 10.1 | 1.7 | 1.7 | 16.0 | 16.1 | 0.1 | 0.2 | 26.6 | 28.1 |
| 81% to 90% | 2.1 | 2.4 | 1.0 | 0.9 | 16.5 | 16.5 | 0.1 | 0.1 | 19.8 | 19.9 |
| 91% to 100% | 3.0 | 3.0 | 1.2 | 1.1 | 26.6 | 25.4 | 0.3 | 0.2 | 31.1 | 29.8 |
| 101% to 110% | 1.4 | 1.5 | 0.7 | 0.6 | 13.8 | 13.7 | 0.1 | 0.1 | 16.0 | 16.0 |
| Over 110% | <u>0.3</u> | <u>0.4</u> | <u>0.2</u> | <u>0.2</u> | <u>6.0</u> | <u>5.7</u> | <u>0.1</u> | <u>*</u> | <u>6.5</u> | <u>6.3</u> |
| Total | 15.6 | 17.4 | 4.7 | 4.6 | 78.9 | 77.3 | 0.7 | 0.6 | 100.0 | 100.0 |
| DIRECT LOANS | | | | | | | | | | |
| 80% or less | 19.4 | 18.3 | 3.4 | 5.0 | 18.0 | 16.2 | 0.2 | 0.2 | 41.0 | 39.7 |
| 81% to 90% | 5.0 | 5.8 | 1.9 | 2.0 | 12.9 | 12.2 | * | * | 19.9 | 19.9 |
| 91% to 100% | 6.6 | 7.3 | 5.4 | 5.2 | 16.4 | 16.0 | 0.1 | 0.1 | 28.5 | 28.5 |
| 101% to 110% | 1.3 | 1.5 | 0.8 | 0.9 | 5.4 | 4.8 | 0.1 | * | 7.5 | 7.3 |
| Over 110% | <u>0.4</u> | <u>1.2</u> | <u>0.1</u> | <u>0.6</u> | <u>2.6</u> | <u>2.9</u> | <u>*</u> | <u>*</u> | <u>3.2</u> | <u>4.6</u> |
| Total | 32.8 | 34.0 | 11.6 | 13.7 | 55.3 | 52.0 | 0.3 | 0.3 | 100.0 | 100.0 |
| TOTAL | | | | | | | | | | |
| 80% or less | 11.2 | 12.0 | 2.1 | 2.5 | 16.4 | 16.1 | 0.1 | 0.2 | 29.8 | 30.7 |
| 81% to 90% | 2.8 | 3.2 | 1.2 | 1.2 | 15.7 | 15.5 | 0.1 | 0.1 | 19.8 | 19.9 |
| 91% to 100 | 3.8 | 4.0 | 2.1 | 2.0 | 24.3 | 23.3 | 0.3 | 0.2 | 30.5 | 29.5 |
| 101% to 110% | 1.4 | 1.5 | 0.7 | 0.7 | 11.9 | 11.7 | 0.1 | 0.1 | 14.1 | 14.0 |
| Over 110% | <u>0.3</u> | <u>0.6</u> | <u>0.2</u> | <u>0.3</u> | <u>5.2</u> | <u>5.1</u> | <u>0.1</u> | <u>*</u> | <u>5.8</u> | <u>5.9</u> |
| Total | 19.5 | 21.2 | 6.3 | 6.7 | 73.6 | 71.6 | 0.6 | 0.6 | 100.0 | 100.0 |

1/ Contract balance does not include finance and insurance charges.

* Less than one-tenth of one per cent.

NOTE:--Distributions are based on tabulations of data from 67 banks for June and July and are not intended to be estimates for all commercial banks. In July, reports covered about 25,000 contracts on new cars, 20,000 purchased and 6,000 direct. Data are not comparable with previous releases since composition of the group of banks changes from month to month.

Details may not add to totals because of rounding.

Not for publication

- 3 -

L.4.2

DEALER COST RATIOS AND MATURITIES
ON AUTOMOBILE INSTALMENT LOANS (continued)

JULY 1963 AND JUNE 1963

USED CARS

(Percentage distribution of contracts)

| Contract balance as percentage of wholesale value ^{1/} / _{2/} | Maturities | | | | | | | | | |
|---|----------------------|------|-----------------|------|-----------------|------|-------------------|------|-------|-------|
| | 12 months or less | | 13-18 months | | 19-24 months | | Over 24 months | | Total | |
| | July | June | July | June | July | June | July | June | July | June |
| PURCHASED PAPER | | | | | | | | | | |
| 80% or less | 3.3 | 4.0 | 2.5 | 2.3 | 4.9 | 5.0 | 4.3 | 4.8 | 15.0 | 16.0 |
| 81% to 90% | 1.1 | 1.0 | 1.2 | 1.1 | 4.4 | 4.2 | 4.1 | 3.9 | 10.9 | 10.3 |
| 91% to 100% | 1.8 | 2.1 | 2.4 | 2.3 | 8.3 | 9.4 | 9.8 | 9.9 | 22.3 | 23.7 |
| 101% to 110% | 1.6 | 1.8 | 1.7 | 1.8 | 5.9 | 6.1 | 7.9 | 7.6 | 17.1 | 17.4 |
| Over 110% | 2.5 | 2.5 | 4.2 | 3.8 | 12.9 | 11.3 | 15.2 | 15.1 | 34.7 | 32.6 |
| Total | 10.3 | 11.4 | 11.9 | 11.3 | 36.5 | 36.0 | 41.3 | 41.3 | 100.0 | 100.0 |
| DIRECT LOANS | | | | | | | | | | |
| 80% or less | 11.7 | 13.9 | 7.2 | 9.3 | 12.8 | 12.2 | 5.8 | 4.5 | 37.5 | 39.9 |
| 81% to 90% | 2.2 | 2.3 | 2.5 | 2.4 | 7.7 | 6.7 | 2.5 | 2.6 | 14.8 | 14.0 |
| 91% to 100% | 3.6 | 3.8 | 5.5 | 4.8 | 9.8 | 9.2 | 4.1 | 3.7 | 22.9 | 21.4 |
| 101% to 110% | 2.1 | 2.1 | 2.0 | 2.1 | 4.5 | 4.5 | 2.9 | 2.5 | 11.5 | 11.2 |
| Over 110% | 2.4 | 2.2 | 2.5 | 2.0 | 5.7 | 6.8 | 2.8 | 2.7 | 13.3 | 13.6 |
| Total | 21.9 | 24.3 | 19.7 | 20.5 | 40.4 | 39.4 | 18.0 | 15.8 | 100.0 | 100.0 |
| TOTAL | | | | | | | | | | |
| 80% or less | 5.7 | 6.7 | 3.8 | 4.2 | 7.2 | 7.0 | 4.7 | 4.7 | 21.4 | 22.6 |
| 81% to 90% | 1.4 | 1.3 | 1.6 | 1.5 | 5.3 | 4.9 | 3.6 | 3.5 | 12.0 | 11.3 |
| 91% to 100% | 2.3 | 2.6 | 3.2 | 3.0 | 8.7 | 9.3 | 3.1 | 8.1 | 22.4 | 23.0 |
| 101% to 110% | 1.8 | 1.9 | 1.8 | 1.9 | 5.5 | 5.7 | 6.4 | 6.2 | 15.5 | 15.7 |
| Over 110% | 2.4 | 2.4 | 3.7 | 3.3 | 10.8 | 10.0 | 11.7 | 11.6 | 28.6 | 27.3 |
| Total | 13.6 | 14.9 | 14.1 | 13.9 | 37.5 | 36.9 | 34.5 | 34.1 | 100.0 | 100.0 |

^{1/} Contract balance does not include finance and insurance charges.

^{2/} Wholesale value represents "average wholesale," "as is," or "buying value" as indicated by used car guides.

NOTE:--Distributions are based on tabulation of data from 50 banks for June and July and are not intended to be estimates for all commercial banks. In July, reports covered about 13,000 contracts on used cars, 9,000 purchased and 4,000 direct. Data are not comparable with previous releases since composition of the group of banks changes from month to month.

Details may not add to totals because of rounding.