

Not for publication

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

L.4.2

December 13, 1966.

DECONTROLLED AFTER SIX MONTHS

Dec 13 1966

Consumer - Instalment  
DIRECT AUTO LOANS BY COMMERCIAL BANKS

October 1966	September 1966	Three months ending October*	
		1966	1965

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	29.9	27.5	28.0	27.7
25-30 months	7.0	6.7	6.6	6.4
31-36 months	62.9	65.4	65.1	65.6
Over 36 months	0.2	0.4	0.3	0.3

Contracts written for 36 months:

Median loan/value ratio	85.1	87.7	87.3	89.2
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	20.4	18.7	19.1	18.7
13-18 months	14.4	13.9	14.1	13.8
19-24 months	37.8	36.4	37.1	38.5
Over 24 months	27.4	31.0	29.7	29.0

All used car contracts:

Median loan/value ratio	87.2	89.5	88.8	90.2
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\*Unweighted arithmetic mean of the three monthly ratios.

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## DEALER AUTO LOANS BY COMMERCIAL BANKS (PURCHASED PAPER)

October 1966	September 1966	Three months ending October*	
		1966	1965

## NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	15.2	12.9	13.6	14.5
25-30 months	3.6	3.8	3.6	3.8
31-36 months	80.3	82.0	81.8	81.0
Over 36 months	0.9	1.3	1.0	0.7

Contracts written for 36 months:

Median loan/value ratio	93.1	93.9	93.5	93.3
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## USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	9.9	10.2	9.9	10.0
13-18 months	9.4	10.1	9.8	10.0
19-24 months	29.4	30.8	30.5	32.1
Over 24 months	51.3	48.9	49.8	47.9

All used car contracts:

Median loan/value ratio	97.9	99.5	99.0	97.6
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\*Unweighted arithmetic mean of the three monthly ratios.

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DEALER COST RATIOS AND MATURITIES  
ON AUTOMOBILE INSTALMENT LOANS

OCTOBER 1966 AND SEPTEMBER 1966

## 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	
	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.
PURCHASED PAPER										
80% or less	8.3	6.6	1.3	1.0	15.6	15.2	0.2	0.2	25.5	23.0
81% to 90%	1.9	1.6	0.6	0.9	16.6	14.9	*	0.2	19.1	17.6
91% to 100%	2.5	2.4	1.1	1.2	26.7	29.3	0.4	0.5	30.7	33.5
101% to 110%	1.1	0.9	0.4	0.5	14.4	15.8	*	0.3	16.0	17.4
Over 110%	0.4	0.4	0.2	0.2	7.9	7.6	0.1	0.4	8.7	8.5
Total	14.2	11.9	3.6	3.7	81.3	82.8	0.8	1.5	100.0	100.0
DIRECT LOANS										
80% or less	17.0	15.9	3.3	2.9	26.2	25.6	0.1	0.5	46.5	44.9
81% to 90%	4.8	3.3	1.2	1.6	10.3	9.8	*	0.1	16.3	14.8
91% to 100%	6.0	5.0	2.5	2.2	16.2	19.5	0.1	0.2	24.7	26.9
101% to 110%	1.4	1.2	0.4	0.3	7.3	7.9	*	*	9.1	9.4
Over 110%	0.3	0.4	0.2	0.2	2.9	3.4	*	*	3.4	4.0
Total	29.5	25.8	7.5	7.2	62.8	66.2	0.2	0.8	100.0	100.0
TOTAL										
80% or less	10.2	8.4	1.7	1.4	17.9	17.2	0.2	0.2	30.0	27.2
81% to 90%	2.5	1.9	0.7	1.0	15.3	14.0	*	0.1	18.6	17.0
91% to 100%	3.2	2.9	1.4	1.4	24.4	27.5	0.4	0.5	29.4	32.3
101% to 110%	1.2	1.0	0.4	0.4	12.9	14.3	*	0.2	14.5	15.9
Over 110%	0.4	0.4	0.2	0.2	6.9	6.8	0.1	0.3	7.5	7.6
Total	17.5	14.6	4.5	4.4	77.3	79.6	0.6	1.4	100.0	100.0

1/ Contract balance excludes finance and insurance charges.

\* Less than one-tenth of one per cent.

NOTE: Distributions for October and September are derived from reports of 112 banks, 69 of which reported dealer cost ratios as well as maturities. The October maturity distribution for new cars shown on pages 1 and 2 is based on 41,000 contracts, 30,000 purchased and 11,000 direct. The cross-classification on this page is based on 22,000 contracts, 17,000 purchased and 5,000 direct. The data are not intended to be estimates for all commercial banks and 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.

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

OCTOBER 1966 AND SEPTEMBER 1966

USED CARS

(Percentage distribution of contracts)

Contract balance as percentage of wholesale value <u>1/2/</u>	Maturities									
	12 months or less		13-18 months		19-24 months		Over 24 months		Total	
	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.
PURCHASED PAPER										
80% or less	3.3	2.9	2.0	1.8	4.2	4.0	5.3	5.2	14.8	13.9
81% to 90%	1.2	1.3	1.5	1.9	4.4	4.4	10.5	7.4	17.6	15.1
91% to 100%	1.5	2.0	1.9	2.1	7.6	7.3	11.2	10.6	22.2	22.0
101% to 110%	1.0	1.3	1.2	1.5	4.5	5.0	10.7	10.4	17.4	18.3
Over 110%	2.1	2.3	2.4	2.6	7.9	9.1	15.6	16.7	28.0	30.7
Total	9.0	9.8	9.0	10.0	28.6	29.7	53.4	50.4	100.0	100.0
DIRECT LOANS										
80% or less	11.6	10.5	5.7	5.5	13.0	12.6	10.5	9.3	40.8	37.8
81% to 90%	1.8	2.2	2.0	1.4	5.7	5.0	3.2	4.2	12.7	12.9
91% to 100%	4.5	3.8	4.1	5.1	9.6	10.2	6.3	7.6	24.6	26.7
101% to 110%	0.8	1.4	1.3	1.0	2.7	3.0	6.4	5.2	11.1	10.6
Over 110%	1.1	2.1	1.6	1.6	3.8	4.5	4.4	3.8	10.8	12.0
Total	19.7	20.0	14.6	14.6	34.9	35.2	30.7	30.1	100.0	100.0
TOTAL										
80% or less	5.6	4.9	3.1	2.8	6.7	6.3	6.8	6.3	22.2	20.3
81% to 90%	1.4	1.6	1.6	1.8	4.8	4.6	8.5	6.6	16.2	14.5
91% to 100%	2.4	2.5	2.5	2.9	8.1	8.0	9.8	9.8	22.8	23.2
101% to 110%	0.9	1.3	1.2	1.4	4.0	4.4	9.5	9.1	15.6	16.2
Over 110%	1.8	2.2	2.2	2.4	6.7	7.9	12.4	13.3	23.2	25.8
Total	12.1	12.5	10.6	11.2	30.3	31.2	47.0	45.0	100.0	100.0

1/ Contract balance excludes finance and insurance charges.

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

NOTE: Distributions for October and September are derived from reports of 112 banks, 65 of which reported dealer cost ratios as well as maturities. The October maturity distribution for used cars shown on pages 1 and 2 is based on 25,000 contracts, 17,000 purchased and 8,000 direct. The cross-classification on this page is based on 14,000 contracts, 10,000 purchased and 4,000 direct. The data are not intended to be estimates for all commercial banks and are not comparable with previous releases since composition of the group of banks changes from month to month.

1/ Contract balance excludes finance and insurance charges.  
2/ Wholesale value represents "average wholesale," "as is," or "buying value" as indicated by used car guides.