## ~ BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

L. 4.2

DECONTROLLED AFTER SIX KONTHS


April 11, 1967.


| February <br> 1967 | January <br> 1967 | Three months <br> ending February* |  |
| :---: | :---: | :---: | :---: |
|  | 1967 | 1966 |  |

NEW CAR CONTRACTS

Per cent of contracts written for:

| 24 months or less | 29.5 | 30.5 | 30.6 | 30.4 |
| :--- | ---: | ---: | ---: | ---: |
| $25-30$ months | 6.3 | 6.5 | 6.5 | 6.8 |
| $31-36$ months | 63.2 | 62.8 | 62.4 | 62.5 |
| Over 36 months | 1.0 | 0.2 | 0.5 | 0.3 |

Contracts written for 36 months:
Median loan/value ratio
86.8
85.7
86.2
90.3

USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less
13-18 months
19-24 months
Over 24 months
20.9
13.1
34.8
31.2

All used car contracts:
Median loan/value ratio
82.9
83.1
86.9
89.3
*Unweighted arithmetic mean of the three monthly ratios.
L. 4.2 DEALER AUTO LOANS BY COMMERCIAL BANKS (PURCHASED PAPER)

| February <br> 1967 | January <br> 1967 | $\mid c$ <br> Three months <br> ending February* |
| :---: | :---: | :---: | :---: |
|  | 1967 | 1966 |

NEW CAR CONTRACTS

Per cent of contracts written for:

| 24 months or less | 14.8 | 15.6 | 15.7 | 16.4 |
| :--- | ---: | ---: | ---: | ---: |
| $25-30$ months | 4.2 | 4.2 | 4.3 | 4.4 |
| $31-36$ months | 79.7 | 78.9 | 78.8 | 78.2 |
| Over 36 months | 1.3 | 1.3 | 1.2 | 1.0 |

Contracts written for 36 months:
Median loan/value ratio
93.0
93.3
92.9
93.7

USED CAR CONTRACTS

Per cent of contracts written for:

| 12 months or less | 9.6 | 9.1 | 9.3 | 9.0 |
| :--- | ---: | ---: | ---: | ---: |
| $13-18$ months | 9.3 | 9.6 | 9.2 | 8.3 |
| $19-24$ months | 29.9 | 29.1 | 29.7 | 29.3 |
| Over 24 months | 51.2 | 52.2 | 51.8 | 53.4 |

All used car contracts:
$\begin{array}{lllll}\text { Median loan/value ratio } & 98.2 & 98.2 & 97.4 & 97.7\end{array}$
*Unweighted arithmetic mean of the three monthly ratios.

DEALER COST RATIOS AND MATURITIES ON AUTOMOBILE INSTALMENT LOANS

FEBRUARY 1967 AND JANUARY 1967

NEW CARS
(Percentage distribution of contracts)

| Contract balance as percentage of dealer cost 1/ | Maturities |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 24 \text { months } \\ \text { or less } \\ \hline \end{gathered}$ |  | $\begin{array}{r} 25-30 \\ \text { months } \end{array}$ |  | $\begin{aligned} & 31-36 \\ & \text { months } \end{aligned}$ |  | Over 36 months |  | Total |  |
|  | Feb. | Jan. | Feb. | Jan. | Feb. | Jan. | Feb . | Jan. | Feb . | Jan. |
|  | PURCHASED PAPER |  |  |  |  |  |  |  |  |  |
| $80 \%$ or less | 8.8 | 8.9 | 1.5 | 1.6 | 16.7 | 16.9 | 0.1 | 0.1 | 27.1 | 27.5 |
| 81\% to $90 \%$ | 2.0 | 1.7 | 0.8 | 0.7 | 15.4 | 14.4 | 0.1 | 0.1 | 18.2 | 16.9 |
| 91\% to 100\% | 2.4 | 3.0 | 1.2 | 1.3 | 27.1 | 26.0 | 0.4 | 0.2 | 31.1 | 30.5 |
| 101\% to 110\% | 1.0 | 1.1 | 0.3 | 0.4 | 13.1 | 13.9 | 0.1 | 0.1 | 14.5 | 15.5 |
| Over 110\% | 0.4 | 0.5 | 0.3 | 0.3 | 8.3 | 8.8 | 0.1 | * | 9.1 | 9.6 |
| Total | 14.6 | 15.1 | 4.1 | 4.3 | 80.6 | 80.1 | 0.7 | 0.5 | 100.0 | 100.0 |
|  | DIRECT LOANS |  |  |  |  |  |  |  |  |  |
| 80\% or less | 18.0 | 16.5 | 2.4 | 3.3 | 24.5 | 24.1 | 0.3 | 0.3 | 45.2 | 44.2 |
| 81\% to 90\% | 4.5 | 5.5 | 1.2 | 1.4 | 10.1 | 12.1 | 0.4 | * | 16.3 | 18.9 |
| 91\% to $100 \%$ | 5.7 | 5.9 | 2.3 | 2.9 | 19.3 | 16.6 | 0.1 | 0.1 | 27.3 | 25.5 |
| 101\% to $110 \%$ | 1.1 | 1.0 | 0.4 | 0.4 | 5.6 | 4.9 | 0.2 | * | 7.2 | 6.3 |
| Over 110\% | 0.5 | 0.5 | O. 1 | 0.2 | 3.2 | 4.3 | 0.1 | * | 4.0 | 5.1 |
| Total | 29.9 | 29.3 | 6.5 | 8.3 | 62.6 | 62.0 | 1.0 | 0.4 | 100.0 | 100.0 |
|  |  |  |  |  | TOTAL |  |  |  |  |  |
| 80\% or less | 10.6 | 10.5 | 1.7 | 2.0 | 18.2 | 18.4 | 0.1 | 0.1 | 30.7 | 31.0 |
| 81\% to $90 \%$ | 2.5 | 2.5 | 0.8 | 0.8 | 14.4 | 13.9 | 0.1 | * | 17.9 | 17.3 |
| 91\% to 100\% | 3.1 | 3.6 | 1.4 | 1.6 | 25.6 | 24.1 | 0.3 | 0.2 | 30.4 | 29.5 |
| 101\% to 110\% | 1.0 | 1.0 | 0.4 | 0.4 | 11.6 | 12.0 | 0.1 | 0.1 | 13.0 | 13.6 |
| Over 110\% | 0.4 | 0.5 | 0.2 | 0.3 | 7.3 | 7.8 | 0.1 | * | 8.0 | 8.6 |
| Total | 17.6 | 18.1 | 4.5 | 5.1 | 77.1 | 76.3 | 0.7 | 0.4 | 100.0 | 100.0 |

1/ Contract balance excludes finance and insurance charges.
Less than one-tenth of one per cent.
NOTE: Distributions for February and January are derived from reports of 110 banks, 70 of which reported dealer cost ratios as well as maturities. The February maturity distribution for new cars shown on pages 1 and 2 is based on 27,000 contracts, 19,000 purchased and 8,000 direct. The cross-classífication on this page is based on 15,000 contracts, 12,000 purchased and 3,000 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.

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

## FEBRUARY 1967 AND JANUARY 1967

USED CARS
(Percentage distribution of contracts)

| Contract balance <br> as percentage of <br> wholesale value $1 / 2 /$ | Maturities |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| 17.9 |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $80 \%$ or less | 3.8 | 3.3 | 2.2 | 2.7 | 5.2 | 5.2 | 5.8 | 6.7 | 17.0 | 17.9 |
| $81 \%$ to $90 \%$ | 1.3 | 1.1 | 1.6 | 1.5 | 4.3 | 4.5 | 8.3 | 8.2 | 15.5 | 15.3 |
| $91 \%$ to $100 \%$ | 1.4 | 1.3 | 1.6 | 1.6 | 6.9 | 6.2 | 11.4 | 11.3 | 21.4 | 20.5 |
| $101 \%$ to $110 \%$ | 0.9 | 1.0 | 1.0 | 1.2 | 4.2 | 4.2 | 10.0 | 9.7 | 16.2 | 16.0 |
| Over $110 \%$ | $\underline{2.2}$ | $\underline{2.0}$ | $\underline{2.4}$ | $\underline{2.6}$ | $\underline{8.0}$ | $\underline{7.9}$ | $\underline{17.3}$ | $\underline{17.8}$ | 29.9 | -30.3 |
| Total | 9.7 | 8.7 | 8.9 | 9.6 | 28.5 | 27.9 | 52.8 | 53.7 | 100.0 | 100.0 |

## DIRECT LOANS

$80 \%$ or less
81\% to $90 \%$
$91 \%$ to $100 \%$
101\% to 110\%
Over 110\%
Total
$80 \%$ or less
81\% to $90 \%$
$91 \%$ to $100 \%$
101\% to $110 \%$
Over 110\%

## Total

1/ Contract balance excludes finance and insurance charges.
$\underline{2 /}$ Wholesale value represents "average wholesale," "as is," or "buying value"
as indicated by used car guides.
NOTE: Distributions for February and January are derived from reports of 110 banks, 66 of which reported dealer cost ratios as well as maturities. The February 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

