

## BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

LIBRARY

MAR 26 1969  
FEDERAL RESERVE  
OF ST. LOUIS  
DECONTOLLED AFTER SIX MONTHS

L.4.2

March 24, 1969

DIRECT AUTO LOANS BY COMMERCIAL BANKS

*loans, consumer - Installment*

January 1969	December 1968	Three months ending January*	
		1969	1968

## NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	27.0	28.2	27.4	29.2
25-30 months	5.5	5.9	5.8	6.4
31-36 months	67.1	65.6	66.5	64.0
Over 36 months	0.4	0.3	0.3	0.4

Contracts written for 36 months:

Median loan/value ratio	85.0	80.9	81.5	85.1
-------------------------	------	------	------	------

## USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	15.7	17.3	16.1	17.5
13-18 months	12.1	12.6	12.5	12.7
19-24 months	37.1	36.7	37.1	36.9
Over 24 months	35.0	33.4	34.4	32.9

All used car contracts:

Median loan/value ratio	86.3	83.9	84.1	88.6
-------------------------	------	------	------	------

\*Unweighted arithmetic mean of the three monthly ratios.

Details may not add to totals because of rounding.

L.4.2

-2-

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

January 1969	December 1968	Three months ending January*	
		1969	1968

## NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	14.5	15.1	14.7	15.9
25-30 months	3.6	3.4	3.5	3.5
31-36 months	80.1	80.0	80.1	79.1
Over 36 months	1.8	1.6	1.7	1.5

Contracts written for 36 months:

Median loan/value ratio	93.1	92.2	92.4	93.3
-------------------------	------	------	------	------

## USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	9.1	9.7	9.5	9.0
13-18 months	8.7	8.6	8.6	8.4
19-24 months	30.0	29.4	29.8	28.9
Over 24 months	52.2	52.4	52.1	53.7

All used car contracts:

Median loan/value ratio	98.6	97.8	98.1	97.5
-------------------------	------	------	------	------

\*Unweighted arithmetic mean of the three monthly ratios.

Details may not add to totals because of rounding.

DEALER COST RATIOS AND MATURITIES  
ON AUTOMOBILE INSTALMENT LOANS  
JANUARY 1969 AND DECEMBER 1968

## 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	
	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.
PURCHASED PAPER										
80% or less	7.6	8.2	1.1	1.2	17.3	19.1	0.2	0.1	26.2	28.5
81% to 90%	1.9	1.7	0.5	0.5	15.3	15.8	0.2	0.1	17.9	18.1
91% to 100%	2.5	2.8	0.9	1.0	27.1	26.8	1.2	0.6	31.7	31.2
101% to 110%	0.7	1.0	0.3	0.5	13.2	11.7	0.1	0.1	14.3	13.3
Over 110%	<u>0.7</u>	<u>0.5</u>	<u>0.2</u>	<u>0.2</u>	<u>8.9</u>	<u>8.0</u>	<u>0.1</u>	<u>0.1</u>	<u>9.9</u>	<u>8.9</u>
Total	13.3	14.2	3.2	3.4	81.8	81.4	1.7	1.0	100.0	100.0
DIRECT LOANS										
80% or less	13.3	16.4	2.3	3.0	23.4	31.1	0.1	0.2	39.1	50.8
81% to 90%	7.5	4.8	1.4	0.8	18.2	9.9	0.1	0.1	27.1	15.6
91% to 100%	5.0	5.6	2.0	1.8	16.6	16.9	0.1	0.1	23.7	24.4
101% to 110%	1.1	0.9	0.3	0.4	4.2	3.7	0.1	*	5.7	5.0
Over 110%	<u>1.1</u>	<u>1.1</u>	<u>0.2</u>	<u>0.5</u>	<u>2.6</u>	<u>2.3</u>	<u>0.2</u>	<u>0.1</u>	<u>4.1</u>	<u>4.0</u>
Total	28.0	28.9	6.1	6.5	64.9	63.9	0.6	0.5	100.0	100.0
TOTAL										
80% or less	9.1	10.4	1.4	1.7	18.9	22.4	0.1	0.1	29.6	34.6
81% to 90%	3.4	2.6	0.8	0.6	16.1	14.2	0.1	0.1	20.4	17.4
91% to 100%	3.1	3.6	1.2	1.2	24.3	24.1	0.9	0.4	29.5	29.3
101% to 110%	0.8	0.9	0.3	0.5	10.9	9.5	0.1	0.1	12.1	11.0
Over 110%	<u>0.8</u>	<u>0.7</u>	<u>0.2</u>	<u>0.3</u>	<u>7.2</u>	<u>6.5</u>	<u>0.2</u>	<u>0.1</u>	<u>8.4</u>	<u>7.6</u>
Total	17.2	18.2	3.9	4.2	77.3	76.6	1.4	0.9	100.0	100.0

1/ Contract balance excludes finance and insurance charges.

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

NOTE: Distributions for January and December are derived from reports of 108 banks, 68 of which reported dealer cost ratios as well as maturities. The January maturity distribution for new cars shown on pages 1 and 2 is based on 33,000 contracts, 23,000 purchased and 10,000 direct. The cross-classification on this page is based on 17,000 contracts, 13,000 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.

Details may not add to totals because of rounding.

525

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

JANUARY 1969 AND DECEMBER 1968

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	
	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.
	PURCHASED PAPER									
80% or less	3.2	3.4	2.2	1.8	4.9	5.8	6.2	6.8	16.4	17.8
81% to 90%	0.9	1.5	1.2	1.4	5.2	4.9	8.0	6.8	15.4	14.6
91% to 100%	1.9	2.1	2.0	2.0	6.3	6.4	11.0	12.1	21.1	22.7
101% to 110%	0.9	1.1	1.0	1.0	4.5	4.2	9.6	9.4	16.0	15.7
Over 110%	<u>1.9</u>	<u>2.0</u>	<u>2.4</u>	<u>2.1</u>	<u>9.7</u>	<u>8.6</u>	<u>17.1</u>	<u>16.5</u>	<u>31.2</u>	<u>29.2</u>
Total	8.8	10.1	8.8	8.3	30.5	29.9	51.8	51.7	100.0	100.0
	DIRECT LOANS									
80% or less	10.1	10.9	5.3	6.1	14.6	15.9	12.1	11.6	42.1	44.5
81% to 90%	1.5	2.1	1.5	1.7	5.7	5.8	3.8	4.4	12.5	14.1
91% to 100%	4.6	4.2	3.7	3.8	10.6	9.2	7.9	7.5	26.7	24.7
101% to 110%	0.9	1.0	1.3	1.1	2.9	2.3	3.0	2.5	8.1	6.8
Over 110%	<u>1.3</u>	<u>1.4</u>	<u>1.1</u>	<u>1.3</u>	<u>3.9</u>	<u>4.0</u>	<u>4.3</u>	<u>3.3</u>	<u>10.6</u>	<u>9.9</u>
Total	18.3	19.5	12.8	14.0	37.8	37.1	31.0	29.3	100.0	100.0
	TOTAL									
80% or less	5.3	5.7	3.1	3.1	7.8	8.8	8.0	8.3	24.2	25.9
81% to 90%	1.1	1.7	1.3	1.5	5.4	5.2	6.7	6.1	14.5	14.4
91% to 100%	2.7	2.8	2.5	2.6	7.6	7.3	10.0	10.7	22.8	23.3
101% to 110%	0.9	1.1	1.1	1.0	4.0	3.6	7.5	7.3	13.5	13.0
Over 110%	<u>1.7</u>	<u>1.8</u>	<u>2.0</u>	<u>1.8</u>	<u>7.9</u>	<u>7.2</u>	<u>13.2</u>	<u>12.5</u>	<u>24.9</u>	<u>23.3</u>
Total	11.7	12.9	10.0	10.0	32.8	32.1	45.5	44.9	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 January and December are derived from reports of 108 banks, 65 of which reported dealer cost ratios as well as maturities. The January maturity distribution for used cars shown on pages 1 and 2 is based on 27,000 contracts, 18,000 purchased and 9,000 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.

Details may not add to totals because of rounding.