BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

L.4.2

May 12, 1969

DECONTROLLED AFTER SIX MONTHS

Loans, Consumer - Instalment

DIRECT AUTO LOANS BY COMMERCIAL BANKS

	March 1969	February 1969	Three months ending March* 1969	Three months ending March* 1968
NEW CAR CONTRACTS				
Per cent of contracts written for:				
24 months or less	25.7	26.5	26.4	27.6
25-30 months	5.4	5.7	5.6	6.1
31-36 months	68.5	67.1	67.6	65.8
Over 36 months	0.5	0.7	0.5	0.5
Contracts written for 36 months:				
Median loan/value ratio	85.5	86.8	85.7	87.5
USED CAR CONTRACTS				
Per cent of contracts written for:				
12 months or less	16.8	17.3	16.6	16.5
13-18 months	12.9	12.5	12.5	12.5
19-24 months	35.8	35.0	36.0	37.1
Over 24 months	34.5	35.2	34.9	33.9
All used car contracts:				
Median loan/value ratio	90.6	90.8	89.2	89.3

*Unweighted arithmetic mean of the three monthly ratios.
Details may not add to totals because of rounding.

DEALER AUTO LOANS BY COMMERCIAL BANKS (PURCHASED PAPER)

	March 1969	February 1969	Three months ending March* 1969	Three months ending March* 1968
NEW CAR CONTRACTS				
Per cent of contracts written for:				
24 months or less	13.4	13.8	13.9	14.3
25-30 months	3.0	3.1	3.2	3.5
31-36 months	81.9	81.4	81.1	80.7
Over 36 months	1.7	1.6	1.7	1.5
Contracts written for 36 months:				
Median loan/value ratio	93.0	93.2	93.1	93.2
USED CAR CONTRACTS				
Per cent of contracts written for:				
12 months or less	9.3	9.2	9.2	8.5
13-18 months	9.3	9.2	9.1	8.3
19-24 months	29.0	29.5	29.5	29.0
Over 24 months	52.3	52.2	52.2	54.2
All used car contracts:				
Median loan/value ratio	99.8	101.0	99.8	98.1

*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

MARCH 1969 AND FEBRUARY 1969

NEW CARS

(Percentage distribution of contracts)

Contract balance as percentage of dealer cost 1/	Maturities									
	24 months or less		25-30 months		31-36 months		Over 36 months		Total	
	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.
PURCHASED PAPER										
80% or less	7.4	7.5	1.0	1.0	17.2	17.6	0.2	0.1	25.8	26.2
81% to 90%	1.6	1.6	0.5	0.5	16.8	15.5	0.1	0.1	19.1	17.6
91% to 100%	1.8	2.1	0.8	0.7	26.1	26.6	0.3	0.3	29.0	29.8
101% to 110%	1.1	1.0	0.2	0.3	14.1	14.0	0.2	0.1	15.7	15.5
Over 110%	0.6	0.7	0.2	0.1	9.4	9.5	0.2	0.6	10.4	10.9
Total	12.5	12.9	2.8	2.7	83.6	83.2	1.1	1.1	100.0	100.0
DIRECT LOANS										
80% or less	14.7	15.9	2.1	2.4	24.2	21.0	0.2	0.4	41.2	39.7
81% to 90%	6.6	6.2	1.6	1.3	16.2	16.7	0.1	0.3	24.6	24.5
91% to 100%	3.9	4.1	1.2	1.3	16.5	17.3	0.1	0.1	21.8	22.8
101% to 110%	0.8	0.9	0.2	0.4	5.4	5.8	0.3	*	6.7	7.1
Over 110%	1.4	1.4	0.2	0.2	3.5	3.5	0.2	0.2	5.4	5.3
Total	27.7	28.5	5.3	5.7	66.1	64.8	1.0	1.1	100.0	100.0
TOTAL										
80% or less	9.0	9.3	1.3	1.3	18.8	18.3	0.2	0.2	29.3	29.0
81% to 90%	2.8	2.5	0.8	0.7	16.7	15.7	0.1	0.1	20.3	19.1
91% to 100%	2.3	2.5	0.9	0.9	24.0	24.7	0.3	0.2	27.4	28.3
101% to 110%	1.0	1.0	0.2	0.3	12.2	12.3	0.2	0.1	13.7	13.7
Over 110%	0.8	0.9	0.2	0.2	8.1	8.2	0.2	0.5	9.2	9.8
Total	15.9	16.1	3.3	3.3	79.7	79.4	1.1	1.1	100.0	100.0

1/Contract balance excludes finance and insurance charges.
* Less than one-tenth of one per cent.

NOTE: Distributions for March and February are derived from reports of 105 banks, 54 of which reported dealer cost ratios as well as maturities. The March maturity distribution for new cars shown on pages 1 and 2 is based on 36,000 contracts, 25,000 purchased and 11,000 direct. The cross-classification on this page is based on 16,000 contracts, 12,000 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.

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

MARCH 1969 AND FEBRUARY 1969

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	
	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.
	PURCHASED PAPER									
80% or less	3.3	3.4	2.2	1.8	4.6	4.4	5.9	5.4	16.0	15.0
81% to 90%	1.0	0.9	1.1	1.3	4.4	4.1	6.9	6.4	13.4	12.6
91% to 100%	1.6	1.7	1.8	1.5	5.6	5.8	12.1	11.4	21.0	20.3
101% to 110%	1.2	1.2	1.3	1.3	5.0	4.8	9.6	10.2	17.1	17.6
Over 110%	2.1	2.2	2.7	3.1	8.9	10.7	18.9	18.5	32.5	34.6
Total	9.2	9.4	9.2	9.0	28.4	29.8	53.2	51.8	100.0	100.0
	DIRECT LOANS									
80% or less	8.6	10.5	4.6	5.1	11.7	10.2	7.8	6.9	32.7	32.7
81% to 90%	2.3	2.6	2.7	1.7	6.5	5.8	4.9	5.9	16.4	16.0
91% to 100%	3.8	3.8	2.9	3.0	11.6	11.3	7.3	7.5	25.6	25.6
101% to 110%	1.5	1.2	1.4	1.0	4.5	3.9	3.4	4.2	10.8	10.3
Over 110%	1.5	1.5	1.5	1.8	5.1	5.6	6.5	6.5	14.6	15.4
Total	17.8	19.7	13.0	12.6	39.4	36.8	29.8	31.0	100.0	100.0
	TOTAL									
80% or less	4.6	5.2	2.8	2.7	6.3	5.8	6.3	5.8	20.0	19.5
81% to 90%	1.3	1.3	1.5	1.4	4.9	4.5	6.4	6.2	14.1	13.5
91% to 100%	2.1	2.2	2.1	1.9	7.0	7.2	10.9	10.4	22.1	21.7
101% to 110%	1.3	1.2	1.3	1.2	4.9	4.6	8.1	8.7	15.6	15.7
Over 110%	1.9	2.0	2.4	2.8	8.0	9.4	15.9	15.4	28.2	29.7
Total	11.3	12.0	10.1	9.9	31.0	31.6	47.6	46.5	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 March and February are derived from reports of 105 banks, 51 of which reported dealer cost ratios as well as maturities. The March maturity distribution for used cars shown on pages 1 and 2 is based on 30,000 contracts, 20,000 purchased and 10,000 direct. The cross-classification on this page is based on 13,000 contracts, 10,000 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.