

L.4.2

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM
 LIBRARY
 DECONTROLLED AFTER SIX MONTHS

July 16, 1970

DIRECT AUTO LOANS BY COMMERCIAL BANKS

*Loans, Consumer -
 installment*

May 1970	April 1970	Three months ending May*	
		1970	1969

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	26.0	25.7	26.2	25.3
25-30 months	6.3	6.1	6.2	5.5
31-36 months	67.5	67.9	67.3	68.8
Over 36 months	0.2	0.3	0.3	0.5

Contracts written for 36 months:

Median loan/value ratio	86.5	86.8	86.8	86.8
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	14.9	16.6	15.4	16.4
13-18 months	13.3	12.5	12.6	12.9
19-24 months	35.3	35.8	35.3	35.5
Over 24 months	36.5	35.0	36.6	35.1

All used car contracts:

Median loan/value ratio	87.8	87.8	88.1	91.4
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*Unweighted arithmetic mean of the three monthly ratios.
 Details may not add to totals because of rounding.

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DEALER AUTO LOANS BY COMMERCIAL BANKS (PURCHASED PAPER)

May 1970	April 1970	Three months ending May*	
		1970	1969

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	12.3	12.6	12.7	13.1
25-30 months	2.9	3.0	3.2	2.9
31-36 months	83.7	83.3	83.0	82.3
Over 36 months	1.0	1.0	1.1	1.6

Contracts written for 36 months:

Median loan/value ratio	92.2	91.7	92.1	92.4
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	9.9	10.3	10.3	9.4
13-18 months	9.8	9.8	9.8	8.8
19-24 months	29.8	29.7	29.7	30.0
Over 24 months	50.5	50.3	50.2	51.7

All used car contracts:

Median loan/value ratio	99.5	99.5	99.2	99.6
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*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
MAY 1970 AND APRIL 1970

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	
	May	Apr.	May	Apr.	May	Apr.	May	Apr.	May	Apr.
PURCHASED PAPER										
80% or less	7.9	7.8	1.0	1.0	17.9	19.1	0.2	0.1	27.0	28.0
81% to 90%	1.9	1.8	0.8	0.6	18.6	18.8	0.1	0.1	21.4	21.4
91% to 100%	1.5	1.4	0.6	0.8	23.1	22.4	0.3	0.2	25.4	24.8
101% to 110%	1.1	1.3	0.4	0.5	14.8	14.8	0.1	0.1	16.4	16.7
Over 110%	0.6	0.6	0.1	0.2	8.7	8.2	0.2	0.2	9.7	9.1
Total	13.0	12.8	2.9	3.1	83.2	83.3	0.9	0.8	100.0	100.0
DIRECT LOANS										
80% or less	14.0	13.1	2.4	2.4	22.2	21.1	0.1	0.2	38.6	36.8
81% to 90%	6.1	6.9	1.6	2.0	17.3	17.8	0.1	*	25.1	26.7
91% to 100%	3.7	4.8	1.9	1.7	19.2	19.4	0.1	0.2	24.9	26.1
101% to 110%	1.1	0.6	0.6	0.4	5.4	5.1	*	0.1	7.1	6.1
Over 110%	1.1	0.8	0.3	0.2	2.2	2.8	0.1	0.3	3.8	4.1
Total	26.2	26.1	6.7	6.7	66.7	66.4	0.3	0.8	100.0	100.0
TOTAL										
80% or less	9.3	9.0	1.3	1.3	18.9	19.5	0.2	0.2	29.8	30.0
81% to 90%	2.9	3.0	1.0	0.9	18.3	18.6	0.1	0.1	22.3	22.6
91% to 100%	2.0	2.2	0.9	1.0	22.2	21.7	0.2	0.2	25.3	25.1
101% to 110%	1.1	1.1	0.5	0.5	12.6	12.5	0.1	0.1	14.2	14.2
Over 110%	0.7	0.6	0.2	0.2	7.2	6.9	0.2	0.2	8.3	8.0
Total	16.1	15.9	3.8	3.9	79.3	79.4	0.8	0.8	100.0	100.0

1/Contract balance excludes finance and insurance charges.

* Less than one-tenth of one per cent.

NOTE: Distributions for May and April are derived from reports of 104 banks, 53 of which reported dealer cost ratios as well as maturities. The May maturity distribution for new cars shown on pages 1 and 2 is based on 35,000 contracts, 23,000 purchased and 12,000 direct. The cross-classification 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)

MAY 1970 AND APRIL 1970

USED CARS

(Percentage distribution of contracts)

Contract balance as percentage of wholesale value $\frac{1}{2}$ /	Maturities									
	12 months or less		13-18 months		19-24 months		Over 24 months		Total	
	May	Apr.	May	Apr.	May	Apr.	May	Apr.	May	Apr.
PURCHASED PAPER										
80% or less	3.3	3.5	2.4	2.4	4.9	5.0	5.2	5.4	15.8	16.2
81% to 90%	2.1	1.6	1.7	1.6	5.3	4.8	7.2	6.6	16.2	14.7
91% to 100%	2.0	2.2	1.7	1.7	5.5	6.1	9.7	10.1	19.0	20.1
101% to 110%	1.1	1.5	1.1	1.9	5.2	5.6	10.2	11.6	17.6	20.6
Over 110%	2.1	2.2	3.5	2.3	8.9	8.9	17.0	15.1	31.4	28.5
Total	10.6	11.0	10.3	9.8	29.7	30.4	49.4	48.8	100.0	100.0
DIRECT LOANS										
80% or less	7.8	8.6	5.0	4.7	11.5	12.4	10.0	8.3	34.3	34.1
81% to 90%	2.6	3.0	2.6	2.7	7.6	8.9	7.3	5.9	20.1	20.5
91% to 100%	3.4	3.4	3.5	3.0	10.3	10.6	8.6	7.0	25.9	24.1
101% to 110%	1.1	1.2	1.7	1.4	3.9	3.4	3.7	3.8	10.4	9.7
Over 110%	3.0	3.0	1.1	1.6	2.2	3.5	3.0	3.5	9.3	11.5
Total	17.9	19.2	13.8	13.4	35.6	38.9	32.6	28.5	100.0	100.0
TOTAL										
80% or less	4.7	5.0	3.2	3.0	6.8	7.1	6.6	6.2	21.3	21.3
81% to 90%	2.2	2.0	1.9	1.9	6.0	6.0	7.2	6.4	17.4	16.3
91% to 100%	2.4	2.5	2.2	2.1	7.0	7.4	9.4	9.3	21.0	21.2
101% to 110%	1.1	1.4	1.2	1.7	4.8	5.0	8.3	9.4	15.4	17.5
Over 110%	2.4	2.4	2.8	2.1	6.9	7.4	12.9	11.8	24.9	23.7
Total	12.8	13.3	11.3	10.8	31.5	32.8	44.4	43.0	100.0	100.0

$\frac{1}{2}$ /Contract balance excludes finance and insurance charges.

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

NOTE: Distributions for May and April are derived from reports of 104 banks, 50 of which reported dealer cost ratios as well as maturities. The May maturity distribution for used cars shown on pages 1 and 2 is based on 26,000 contracts, 17,000 purchased and 9,000 direct. The cross-classification on this page is based on 11,000 contracts, 8,000 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.