

(2) Loans, Consumer - Installment⁶⁰⁸

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

L.4.2

March 19, 1971

DECONTROLLED AFTER SIX MONTHS

DIRECT AUTO LOANS BY COMMERCIAL BANKS

January 1971	December 1970	Three months ending January*	
		1971	1970

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	27.2	28.6	27.7	28.0
25-30 months	8.3	7.0	6.8	5.7
31-36 months	63.9	63.8	65.0	65.9
Over 36 months	0.7	0.6	0.5	0.4

Contracts written for 36 months:

Median loan/value ratio	88.6	88.3	88.9	86.6
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	19.4	21.2	20.1	16.4
13-18 months	13.5	15.8	14.8	12.6
19-24 months	34.7	33.2	33.9	36.1
Over 24 months	32.4	29.8	31.2	34.8

All used car contracts:

Median loan/value ratio	89.8	88.2	89.2	88.7
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*Unweighted arithmetic mean of the three monthly ratios.

Details may not add to totals because of rounding.

L.4.2

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DEALER AUTO LOANS BY COMMERCIAL BANKS (PURCHASED PAPER)

January 1971	December 1970	Three months ending January*	
		1971	1970

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	13.3	13.2	13.1	13.6
25-30 months	3.3	3.3	3.4	3.2
31-36 months	81.6	81.8	81.9	81.5
Over 36 months	1.7	1.7	1.6	1.8

Contracts written for 36 months:

Median loan/value ratio	92.9	93.2	93.0	92.2
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	16.0	16.8	16.1	10.1
13-18 months	11.4	11.2	11.3	9.5
19-24 months	28.4	28.9	28.8	31.3
Over 24 months	44.3	43.1	43.8	49.2

All used car contracts:

Median loan/value ratio	96.9	97.0	96.9	97.0
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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

JANUARY 1971 AND DECEMBER 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	
	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.
PURCHASED PAPER										
80% or less	7.9	7.2	1.3	0.8	16.3	15.5	0.2	0.1	25.7	23.6
81% to 90%	2.1	1.9	0.7	0.9	17.8	17.5	0.1	0.2	20.7	20.5
91% to 100%	2.1	2.4	0.7	0.8	23.1	24.8	0.6	0.8	26.5	28.9
101% to 110%	1.0	1.1	0.5	0.8	14.8	14.7	0.3	0.3	16.6	16.9
Over 110%	0.8	0.9	0.2	0.2	9.3	9.0	0.2	0.1	10.5	10.2
Total	13.8	13.6	3.4	3.4	81.4	81.6	1.3	1.5	100.0	100.0
DIRECT LOANS										
80% or less	12.3	13.7	4.7	3.1	19.3	19.3	0.4	0.3	36.7	36.4
81% to 90%	5.5	5.2	1.7	1.3	13.8	14.7	0.1	0.1	21.0	21.3
91% to 100%	4.2	4.9	1.5	1.5	18.8	18.2	0.3	0.3	24.8	24.8
101% to 110%	1.1	1.3	1.5	1.6	3.9	3.7	0.1	*	6.5	6.6
Over 110%	1.4	1.2	0.7	0.3	1.5	2.8	0.1	*	3.7	4.3
Total	26.1	28.1	10.6	8.0	62.2	62.9	1.1	0.9	100.0	100.0
TOTAL										
80% or less	9.0	8.7	2.2	1.3	17.1	16.4	0.2	0.2	28.6	26.7
81% to 90%	3.0	2.7	1.0	1.0	16.8	16.8	0.1	0.2	20.8	20.7
91% to 100%	2.6	3.0	0.9	1.0	22.0	23.2	0.5	0.7	26.1	27.9
101% to 110%	1.0	1.2	0.7	1.0	12.0	12.1	0.2	0.2	14.0	14.4
Over 110%	0.9	1.0	0.3	0.2	7.3	7.5	0.2	0.1	8.7	8.7
Total	17.0	17.1	5.3	4.5	76.4	77.1	1.3	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 January and December are derived from reports of 103 banks, 56 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 23,000 contracts, 15,000 purchased and 8,000 direct. The cross-classification on this page is based on 13,000 contracts, 9,000 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)

JANUARY 1971 AND DECEMBER 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	
	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.
	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.	Dec.
PURCHASED PAPER										
80% or less	4.4	4.6	2.3	2.1	5.8	4.9	5.1	4.9	17.5	16.4
81% to 90%	1.3	1.7	1.7	1.7	5.0	5.3	6.7	7.0	14.7	15.7
91% to 100%	6.9	6.8	1.9	1.9	6.3	6.9	10.9	10.1	26.0	25.7
101% to 110%	1.4	1.3	1.7	1.7	4.9	4.9	10.1	9.0	18.2	16.9
Over 110%	1.8	2.3	2.1	2.2	7.3	7.6	12.4	13.1	23.6	25.2
Total	15.8	16.7	9.7	9.7	29.2	29.5	45.2	44.1	100.0	100.0
DIRECT LOANS										
80% or less	8.2	10.0	5.2	5.8	12.5	11.0	7.9	7.4	33.7	34.2
81% to 90%	3.9	5.0	1.8	2.5	6.2	6.4	4.7	5.4	16.6	19.3
91% to 100%	5.3	4.2	4.2	4.2	10.9	11.2	8.0	6.1	28.4	25.7
101% to 110%	1.4	1.6	0.8	1.0	2.4	2.5	3.5	3.1	8.2	8.1
Over 110%	2.1	2.4	2.2	2.2	3.6	3.0	3.0	3.1	10.9	10.7
Total	21.3	23.8	14.6	15.9	36.2	34.5	27.9	25.9	100.0	100.0
TOTAL										
80% or less	5.7	6.3	3.3	3.3	8.1	6.8	6.1	5.7	23.0	22.2
81% to 90%	2.2	2.8	1.8	1.9	5.4	5.7	6.0	6.5	15.3	16.9
91% to 100%	6.3	6.0	2.7	2.6	7.9	8.3	9.9	8.8	26.8	25.7
101% to 110%	1.4	1.4	1.4	1.5	4.0	4.1	7.9	7.1	14.8	14.1
Over 110%	1.9	2.4	2.1	2.2	6.0	6.1	9.2	9.8	19.3	20.5
Total	17.7	19.0	11.4	11.7	31.6	31.1	39.4	38.2	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 103 banks, 54 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 21,000 contracts, 13,000 purchased and 8,000 direct. The cross-classification on this page is based on 10,000 contracts, 6,000 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.