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RESERVE BANK
ST. LOUIS

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

2.) Loans, Consumer - Installment

DECONTROLLED AFTER SIX MONTHS DIRECT AUTO LOANS BY COMMERCIAL BANKS

May 18, 1971

March 1971	February 1971	Three months ending March*	
		1971	1970

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	26.8	28.3	27.6	27.1
25-30 months	6.1	6.9	7.0	6.2
31-36 months	66.4	64.2	64.8	66.2
Over 36 months	0.7	0.6	0.7	0.5

Contracts written for 36 months:

Median loan/value ratio	87.9	89.4	88.6	87.1
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	17.7	18.4	18.4	16.1
13-18 months	12.8	13.4	13.2	12.5
19-24 months	34.4	35.0	34.8	35.3
Over 24 months	35.1	33.2	33.6	36.1

All used car contracts:

Median loan/value ratio	87.7	89.3	88.9	88.5
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*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 1971	February 1971	Three months ending March*	
		1971	1970

NEW CAR CONTRACTS

Per cent of contracts written for:

24 months or less	12.8	12.7	12.9	13.0
25-30 months	2.9	3.3	3.2	3.4
31-36 months	82.3	82.0	82.0	81.8
Over 36 months	2.0	2.0	1.9	1.8

Contracts written for 36 months:

Median loan/value ratio	93.5	93.2	93.2	92.8
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USED CAR CONTRACTS

Per cent of contracts written for:

12 months or less	13.6	15.7	15.1	10.2
13-18 months	11.7	11.8	11.7	9.6
19-24 months	28.6	27.3	28.0	30.0
Over 24 months	46.2	45.2	45.2	50.1

All used car contracts:

Median loan/value ratio	97.2	96.8	97.0	98.2
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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

MARCH 1971 AND FEBRUARY 1971

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	
	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.
PURCHASED PAPER										
80% or less	7.1	6.8	0.9	1.1	16.4	15.6	0.1	0.2	24.5	23.6
81% to 90%	2.8	2.0	0.7	0.9	16.0	17.6	0.2	0.1	19.7	20.7
91% to 100%	1.6	2.2	0.7	0.8	25.7	24.1	0.6	0.7	28.6	27.8
101% to 110%	1.0	1.4	0.5	0.6	16.2	15.9	0.3	0.3	18.0	18.3
Over 110%	0.7	0.8	0.2	0.2	8.3	8.3	0.1	0.2	9.3	9.5
Total	13.1	13.2	2.9	3.6	82.6	81.6	1.4	1.6	100.0	100.0
DIRECT LOANS										
80% or less	11.4	12.1	2.1	3.5	19.9	17.2	0.6	0.3	34.1	33.1
81% to 90%	5.6	5.6	1.5	1.2	17.5	16.0	0.2	0.3	24.9	23.1
91% to 100%	4.2	5.1	1.1	1.1	17.0	18.2	0.1	0.3	22.3	24.8
101% to 110%	0.4	0.9	0.2	1.2	4.3	4.7	0.1	*	5.0	6.8
Over 110%	1.3	1.4	0.3	0.2	2.3	3.0	0.1	*	4.0	4.6
Total	25.5	26.9	5.8	7.7	67.6	64.5	1.1	1.0	100.0	100.0
TOTAL										
80% or less	8.2	8.2	1.2	1.7	17.3	16.0	0.3	0.2	26.9	26.1
81% to 90%	3.5	3.0	0.9	1.0	16.4	17.2	0.2	0.2	21.0	21.3
91% to 100%	2.2	3.0	0.8	0.9	23.5	22.6	0.5	0.6	27.0	27.0
101% to 110%	0.8	1.3	0.4	0.7	13.2	13.0	0.2	0.3	14.7	15.3
Over 110%	0.8	1.0	0.2	0.2	6.8	6.9	0.1	0.1	7.9	8.2
Total	16.3	16.9	3.6	4.7	78.8	77.0	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 March and February are derived from reports of 104 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 38,000 contracts, 25,000 purchased and 13,000 direct. The cross-classification on this page is based on 19,000 contracts, 14,000 purchased and 5,000 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 1971 AND FEBRUARY 1971

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	
	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.
PURCHASED PAPER										
80% or less	3.4	4.3	2.4	2.3	4.9	4.7	6.3	6.4	17.1	17.6
81% to 90%	1.4	1.3	1.3	1.8	5.1	4.5	8.1	7.7	15.8	15.3
91% to 100%	1.6	6.3	1.4	1.9	7.7	5.9	13.1	11.1	23.8	25.2
101% to 110%	1.3	1.3	1.4	1.7	4.9	4.2	10.7	10.8	18.3	18.0
Over 110%	1.7	1.7	2.2	2.6	6.8	6.5	14.3	13.0	25.0	23.8
Total	9.3	14.8	8.7	10.4	29.4	25.8	52.6	49.0	100.0	100.0
DIRECT LOANS										
80% or less	8.5	8.5	4.7	5.0	12.5	11.9	10.7	8.2	36.4	33.5
81% to 90%	2.1	3.7	2.6	1.9	7.5	7.0	5.4	5.3	17.7	17.8
91% to 100%	3.2	4.1	3.2	4.0	11.7	12.0	9.9	8.8	28.1	29.0
101% to 110%	0.7	1.0	0.7	0.9	2.9	2.2	4.3	3.7	8.6	7.7
Over 110%	0.5	2.1	0.9	2.0	3.6	4.8	4.3	3.1	9.3	12.0
Total	15.0	19.4	12.1	13.7	38.2	37.8	34.6	29.1	100.0	100.0
TOTAL										
80% or less	5.1	5.7	3.2	3.2	7.4	7.1	7.8	7.0	23.4	23.0
81% to 90%	1.6	2.1	1.7	1.8	5.9	5.4	7.3	6.9	16.4	16.2
91% to 100%	2.1	5.6	2.0	2.6	9.0	8.0	12.0	10.3	25.2	26.5
101% to 110%	1.1	1.2	1.2	1.4	4.2	3.5	8.6	8.4	15.1	14.5
Over 110%	1.3	1.8	1.8	2.4	5.7	5.9	11.0	9.7	19.9	19.8
Total	11.2	16.4	9.9	11.5	32.3	29.9	46.7	42.2	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 March and February are derived from reports of 104 banks, 50 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, 19,000 purchased and 11,000 direct. The cross-classification on this page is based on 12,000 contracts, 8,000 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.