

24 months or less Over 24 months
47.3 52.7
48.6 51.4
47.3
N.A.
52.7 N.A.

## DIRECT LOANS

| 24 months or less | 59.2 | 61.3 | 60.3 | N.A. |
| :--- | :--- | :--- | :--- | :--- |
| Over 24 months | 40.8 | 38.7 | 39.7 | N.A. |

40.8
38.7
39.7 N.A.

| Contract balance compared to dealer cost | Per cent of contracts with maturities of: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 24 \text { months } \\ & \text { or less } \\ & \hline \end{aligned}$ |  | Over 24months |  | Total |  |
|  | Oct. | Sept. | Oct. | Sept. | Oct. | Sept. |
| - | PURCHASED PAPER |  |  |  |  |  |
| Less than or equal to | 30.8 | 31.7 | 32.5 | 31.7 | 63.3 | 63.4 |
| Greater than | 14.6 | 14.8 | 22.0 | 21.7 | 36.6 | 36.5 |
| Total | 45.4 | 46.5 | 54.5 | 53.4 | 100.0 | 100.0 |
|  | direct loans |  |  |  |  |  |
| Less than or equal to | 50.9 | 54.2 | 34.4 | 30.4 | 85.3 | 84.6 |
| Greater than | 8.0 | 8.1 | 6.7 | 7.3 | 14.7 | 15.4 |
| Total | 58.9 | 62.3 | 41.1 | 37.7 | 100.0 | 100.0 |
|  | TOTAL |  |  |  |  |  |
| Less than or equal to | 37.6 | 39.0 | 33.2 | 31.3 | 70.8 | 70.3 |
| Greater than | 12.4 | 12.6 | 16.8 | 17.0 | 29.2 | 29.6 |
| Total | 50.0 | 51.6 | 50.0 | 48.3 | 100.0 | 100.0 |

AUTO LOANS BY COMMERCIAL BANKS MATURITIES AND DEALER COST RATIOS

NEW CARS

| Per cent of contracts with maturities of: | $\begin{gathered} \text { October } \\ 1971 \end{gathered}$ | $\begin{gathered} \text { September } \\ 1971 \end{gathered}$ | Three months ending October |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1971 | 1970 |
| PURCHASED PAPER |  |  |  |  |
| 30 months or less | 14.4 | 14.1 | 14.3 | N.A. |
| Over 30 months | 85.6 | 85.9 | 85.7 | N.A. |
| DIRECT LOANS |  |  |  |  |
| 30 months or less | 30.7 | 27.8 | 28.8 | N.A. |
| Over 30 months | 69.3 | 72.2 | 71.2 | N.A. |


| Contract balance compared to dealer cost | Per cent of contracts with maturities of: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 months or less |  | $\begin{array}{r} \hline \text { Over } 30 \\ \text { months } \end{array}$ |  | Total |  |
|  | Oct. | Sept. | Oct. | Sept | Oct. | Sept. |
|  | PURCHASED PAPER |  |  |  |  |  |
| Less than or equal to | 12.6 | 12.8 | 64.5 | 64.9 | 77.1 | 77.7 |
| Greater than | 2.4 | 2.0 | 20.5 | 20.3 | 22.9 | 22.3 |
| Total | 15.0 | 14.8 | 85.0 | 85.2 | 100.0 | 100.0 |
|  | DIRECT LOANS |  |  |  |  |  |
| Less than or equal to | 28.2 | 24.9 | 63.3 | 67.0 | 91.5 | 91.9 |
| Greater than | 2.2 | 1.5 | 6.3 | 6.7 | 8.5 | 8.2 |
| Total | 30.4 | 26.4 | 69.6 | 73.7 | 100.0 | 100.0 |
|  | TOTAL |  |  |  |  |  |
| Less than or equal to | 17.3 | 16.2 | 64.1 | 65.5 | 81.4 | 81.7 |
| Greater than | 2.4 | 1.9 | 16.2 | 16.5 | 18.6 | 18.4 |
| Total | 19.7 | 18.1 | 80.3 | 82.0 | 100.0 | 100.0 |

NOTE: Distributions for October and September are derived from reports of 105 banks, 63 of which reported dealer cost ratios as well as maturities.

