

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

March 17, 1972

L.4.2

DECONTROLLED AFTER SIX MONTHS  
MAR 21

AUTO LOANS BY COMMERCIAL BANKS  
MATURITIES AND DEALER COST RATIOS

USED CARS

| Per cent of contracts with maturities of: | January 1972 | December 1971 | Three months ending January |      |
|---|--------------|---------------|-----------------------------|------|
|   |              |               | 1972                        | 1971 |

PURCHASED PAPER

|                   |      |      |      |      |
|-------------------|------|------|------|------|
| 24 months or less | 45.6 | 45.8 | 46.0 | N.A. |
| Over 24 months    | 54.4 | 54.2 | 54.0 | N.A. |

DIRECT LOANS

|                   |      |      |      |      |
|-------------------|------|------|------|------|
| 24 months or less | 57.3 | 59.3 | 58.7 | N.A. |
| Over 24 months    | 42.7 | 40.7 | 41.3 | N.A. |

| Contract balance compared to dealer cost | Per cent of contracts with maturities of: |      |                |      |       |      |
|--|---|------|----------------|------|-------|------|
|  | 24 months or less                         |      | Over 24 months |      | Total |      |
|  | Jan.                                      | Dec. | Jan.           | Dec. | Jan.  | Dec. |

PURCHASED PAPER

|                       |      |      |      |      |       |       |
|-----------------------|------|------|------|------|-------|-------|
| Less than or equal to | 30.1 | 30.4 | 32.2 | 34.8 | 62.3  | 65.2  |
| Greater than          | 13.0 | 13.4 | 24.8 | 21.4 | 37.8  | 34.8  |
| Total                 | 43.1 | 43.8 | 57.0 | 56.2 | 100.0 | 100.0 |

DIRECT LOANS

|                       |      |      |      |      |       |       |
|-----------------------|------|------|------|------|-------|-------|
| Less than or equal to | 49.2 | 49.4 | 30.4 | 30.5 | 79.6  | 79.9  |
| Greater than          | 10.7 | 10.3 | 9.7  | 9.8  | 20.4  | 20.1  |
| Total                 | 59.9 | 59.7 | 40.1 | 40.3 | 100.0 | 100.0 |

TOTAL

|                       |      |      |      |      |       |       |
|-----------------------|------|------|------|------|-------|-------|
| Less than or equal to | 37.2 | 37.6 | 31.5 | 33.2 | 68.7  | 70.8  |
| Greater than          | 12.1 | 12.3 | 19.2 | 17.0 | 31.3  | 29.3  |
| Total                 | 49.3 | 49.9 | 50.7 | 50.2 | 100.0 | 100.0 |

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

L.4.2

March 17, 1972

AUTO LOANS BY COMMERCIAL BANKS  
MATURITIES AND DEALER COST RATIOS

NEW CARS

| Per cent of contracts with maturities of: | January 1972 | December 1971 | Three months ending January |      |
|---|--------------|---------------|-----------------------------|------|
|   |              |               | 1972                        | 1971 |

PURCHASED PAPER

|                   |      |      |      |      |
|-------------------|------|------|------|------|
| 30 months or less | 14.3 | 15.3 | 14.8 | N.A. |
| Over 30 months    | 85.7 | 84.7 | 85.2 | N.A. |

DIRECT LOANS

|                   |      |      |      |      |
|-------------------|------|------|------|------|
| 30 months or less | 29.4 | 29.7 | 29.8 | N.A. |
| Over 30 months    | 70.6 | 70.3 | 70.2 | N.A. |

| Contract balance compared to dealer cost | Per cent of contracts with maturities of: |      |                |      |       |      |
|--|---|------|----------------|------|-------|------|
|  | 30 months or less                         |      | Over 30 months |      | Total |      |
|  | Jan.                                      | Dec. | Jan.           | Dec. | Jan.  | Dec. |

PURCHASED PAPER

|                       |      |      |      |      |       |       |
|-----------------------|------|------|------|------|-------|-------|
| Less than or equal to | 12.5 | 12.8 | 63.7 | 64.1 | 76.2  | 76.9  |
| Greater than          | 2.7  | 2.8  | 21.1 | 20.3 | 23.8  | 23.1  |
| Total                 | 15.2 | 15.6 | 84.8 | 84.4 | 100.0 | 100.0 |

DIRECT LOANS

|                       |      |      |      |      |       |       |
|-----------------------|------|------|------|------|-------|-------|
| Less than or equal to | 26.1 | 26.7 | 61.3 | 62.6 | 87.4  | 89.3  |
| Greater than          | 3.0  | 2.3  | 9.6  | 8.4  | 12.6  | 10.7  |
| Total                 | 29.1 | 29.0 | 70.9 | 71.0 | 100.0 | 100.0 |

TOTAL

|                       |      |      |      |      |       |       |
|-----------------------|------|------|------|------|-------|-------|
| Less than or equal to | 16.4 | 17.2 | 63.0 | 63.6 | 79.4  | 80.8  |
| Greater than          | 2.8  | 2.7  | 17.8 | 16.5 | 20.6  | 19.2  |
| Total                 | 19.2 | 19.9 | 80.8 | 80.1 | 100.0 | 100.0 |

NOTE: Distributions for January and December are derived from reports of 108 banks, 68 of which reported dealer cost ratios as well as maturities.