

The correction is as follows:

In table 1, the text for question 31.A has been corrected to read "Possible reasons for expecting to tighten credit standards." Additionally, the text for reason 1 under question 31.A has been corrected to read "Expected deterioration in your bank's capital or liquidity position." The data in the tables are unchanged.

## Table 1

### Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Large Banks in the United States <sup>1</sup>

(Status of Policy as of January 2019)

**Questions 1-6** ask about commercial and industrial (C&I) loans at your bank. Questions 1-3 deal with changes in your bank's lending policies over the past three months. Questions 4-5 deal with changes in demand for C&I loans over the past three months. Question 6 asks about changes in prospective demand for C&I loans at your bank, as indicated by the volume of recent inquiries about the availability of new credit lines or increases in existing lines. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—to large and middle-market firms and to small firms changed? (If your bank defines firm size differently from the categories suggested below, please use your definitions and indicate what they are.)

A. Standards for **large and middle-market firms** (annual sales of \$50 million or more):

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 5               | 6.9        | 2           | 6.9        | 3           | 7.0        |
| Remained basically unchanged | 64              | 88.9       | 24          | 82.8       | 40          | 93.0       |
| Eased somewhat               | 3               | 4.2        | 3           | 10.3       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>72</b>       | <b>100</b> | <b>29</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

B. Standards for **small firms** (annual sales of less than \$50 million):

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 4               | 5.8        | 1           | 3.8        | 3           | 7.0        |
| Remained basically unchanged | 64              | 92.8       | 24          | 92.3       | 40          | 93.0       |
| Eased somewhat               | 1               | 1.4        | 1           | 3.8        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

For this question, 2 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

2. For applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—from large and middle-market firms and from small firms that your bank currently is willing to approve, how have the terms of those loans changed over the past three months?

A. Terms for **large and middle-market firms** (annual sales of \$50 million or more):

a. Maximum size of credit lines

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 3               | 4.2        | 1           | 3.6        | 2           | 4.7        |
| Remained basically unchanged | 61              | 85.9       | 23          | 82.1       | 38          | 88.4       |
| Eased somewhat               | 7               | 9.9        | 4           | 14.3       | 3           | 7.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

b. Maximum maturity of loans or credit lines

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 4               | 5.6        | 1           | 3.6        | 3           | 7.0        |
| Remained basically unchanged | 62              | 87.3       | 25          | 89.3       | 37          | 86.0       |
| Eased somewhat               | 5               | 7.0        | 2           | 7.1        | 3           | 7.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

c. Costs of credit lines

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 7               | 9.9        | 4           | 14.3       | 3           | 7.0        |
| Remained basically unchanged | 59              | 83.1       | 22          | 78.6       | 37          | 86.0       |
| Eased somewhat               | 5               | 7.0        | 2           | 7.1        | 3           | 7.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 14              | 19.7       | 4           | 14.3       | 10          | 23.3       |
| Remained basically unchanged | 46              | 64.8       | 17          | 60.7       | 29          | 67.4       |
| Eased somewhat               | 11              | 15.5       | 7           | 25.0       | 4           | 9.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

e. Premiums charged on riskier loans

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 2               | 2.8        | 1           | 3.6        | 1           | 2.3        |
| Tightened somewhat           | 10              | 14.1       | 4           | 14.3       | 6           | 14.0       |
| Remained basically unchanged | 56              | 78.9       | 21          | 75.0       | 35          | 81.4       |
| Eased somewhat               | 3               | 4.2        | 2           | 7.1        | 1           | 2.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

f. Loan covenants

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 5               | 7.0        | 3           | 10.7       | 2           | 4.7        |
| Remained basically unchanged | 60              | 84.5       | 19          | 67.9       | 41          | 95.3       |
| Eased somewhat               | 6               | 8.5        | 6           | 21.4       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

g. Collateralization requirements

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 4               | 5.6        | 2           | 7.1        | 2           | 4.7        |
| Remained basically unchanged | 67              | 94.4       | 26          | 92.9       | 41          | 95.3       |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

h. Use of interest rate floors (more use=tightened, less use=eased)

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 2               | 2.9        | 1           | 3.6        | 1           | 2.4        |
| Remained basically unchanged | 64              | 91.4       | 25          | 89.3       | 39          | 92.9       |
| Eased somewhat               | 3               | 4.3        | 2           | 7.1        | 1           | 2.4        |
| Eased considerably           | 1               | 1.4        | 0           | 0.0        | 1           | 2.4        |
| <b>Total</b>                 | <b>70</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

B. Terms for **small firms** (annual sales of less than \$50 million):

a. Maximum size of credit lines

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 2               | 2.9        | 1           | 3.8        | 1           | 2.3        |
| Remained basically unchanged | 66              | 95.7       | 25          | 96.2       | 41          | 95.3       |
| Eased somewhat               | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

b. Maximum maturity of loans or credit lines

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 2               | 2.9        | 1           | 3.8        | 1           | 2.3        |
| Remained basically unchanged | 67              | 97.1       | 25          | 96.2       | 42          | 97.7       |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

c. Costs of credit lines

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 2               | 2.9        | 1           | 3.8        | 1           | 2.3        |
| Remained basically unchanged | 62              | 89.9       | 23          | 88.5       | 39          | 90.7       |
| Eased somewhat               | 5               | 7.2        | 2           | 7.7        | 3           | 7.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 6               | 8.8        | 1           | 4.0        | 5           | 11.6       |
| Remained basically unchanged | 53              | 77.9       | 19          | 76.0       | 34          | 79.1       |
| Eased somewhat               | 9               | 13.2       | 5           | 20.0       | 4           | 9.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>68</b>       | <b>100</b> | <b>25</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

e. Premiums charged on riskier loans

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 6               | 8.8        | 1           | 3.8        | 5           | 11.9       |
| Remained basically unchanged | 60              | 88.2       | 24          | 92.3       | 36          | 85.7       |
| Eased somewhat               | 2               | 2.9        | 1           | 3.8        | 1           | 2.4        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>68</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

f. Loan covenants

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 2               | 2.9        | 1           | 3.8        | 1           | 2.3        |
| Remained basically unchanged | 65              | 94.2       | 23          | 88.5       | 42          | 97.7       |
| Eased somewhat               | 2               | 2.9        | 2           | 7.7        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

g. Collateralization requirements

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 3               | 4.3        | 1           | 3.8        | 2           | 4.7        |
| Remained basically unchanged | 65              | 94.2       | 24          | 92.3       | 41          | 95.3       |
| Eased somewhat               | 1               | 1.4        | 1           | 3.8        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

h. Use of interest rate floors (more use=tightened, less use=eased)

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 2               | 3.0        | 2           | 8.0        | 0           | 0.0        |
| Remained basically unchanged | 64              | 95.5       | 23          | 92.0       | 41          | 97.6       |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 1               | 1.5        | 0           | 0.0        | 1           | 2.4        |
| <b>Total</b>                 | <b>67</b>       | <b>100</b> | <b>25</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate.)

A. Possible reasons for tightening credit standards or loan terms:

a. Deterioration in your bank's current or expected capital position

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 14              | 93.3       | 6           | 100.0      | 8           | 88.9       |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 1               | 6.7        | 0           | 0.0        | 1           | 11.1       |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>9</b>    | <b>100</b> |

b. Less favorable or more uncertain economic outlook

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 2               | 13.3       | 0           | 0.0        | 2           | 22.2       |
| Somewhat important | 7               | 46.7       | 4           | 66.7       | 3           | 33.3       |
| Very important     | 6               | 40.0       | 2           | 33.3       | 4           | 44.4       |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>9</b>    | <b>100</b> |

c. Worsening of industry-specific problems (please specify industries)

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 7               | 53.8       | 2           | 40.0       | 5           | 62.5       |
| Somewhat important | 3               | 23.1       | 2           | 40.0       | 1           | 12.5       |
| Very important     | 3               | 23.1       | 1           | 20.0       | 2           | 25.0       |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>5</b>    | <b>100</b> | <b>8</b>    | <b>100</b> |

d. Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 50.0       | 3           | 50.0       | 5           | 50.0       |
| Somewhat important | 8               | 50.0       | 3           | 50.0       | 5           | 50.0       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>16</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>10</b>   | <b>100</b> |

e. Reduced tolerance for risk

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 6               | 40.0       | 4           | 66.7       | 2           | 22.2       |
| Somewhat important | 8               | 53.3       | 2           | 33.3       | 6           | 66.7       |
| Very important     | 1               | 6.7        | 0           | 0.0        | 1           | 11.1       |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>9</b>    | <b>100</b> |

f. Decreased liquidity in the secondary market for these loans

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 10              | 66.7       | 3           | 50.0       | 7           | 77.8       |
| Somewhat important | 5               | 33.3       | 3           | 50.0       | 2           | 22.2       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>9</b>    | <b>100</b> |

g. Deterioration in your bank's current or expected liquidity position

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 12              | 80.0       | 5           | 83.3       | 7           | 77.8       |
| Somewhat important | 1               | 6.7        | 0           | 0.0        | 1           | 11.1       |
| Very important     | 2               | 13.3       | 1           | 16.7       | 1           | 11.1       |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>9</b>    | <b>100</b> |

h. Increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 7               | 46.7       | 3           | 50.0       | 4           | 44.4       |
| Somewhat important | 6               | 40.0       | 3           | 50.0       | 3           | 33.3       |
| Very important     | 2               | 13.3       | 0           | 0.0        | 2           | 22.2       |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>9</b>    | <b>100</b> |

B. Possible reasons for easing credit standards or loan terms:

a. Improvement in your bank's current or expected capital position

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 14              | 82.4       | 10          | 100.0      | 4           | 57.1       |
| Somewhat important | 3               | 17.6       | 0           | 0.0        | 3           | 42.9       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>17</b>       | <b>100</b> | <b>10</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

b. More favorable or less uncertain economic outlook

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 12              | 63.2       | 8           | 66.7       | 4           | 57.1       |
| Somewhat important | 5               | 26.3       | 3           | 25.0       | 2           | 28.6       |
| Very important     | 2               | 10.5       | 1           | 8.3        | 1           | 14.3       |
| <b>Total</b>       | <b>19</b>       | <b>100</b> | <b>12</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

c. Improvement in industry-specific problems (please specify industries)

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 15              | 88.2       | 9           | 90.0       | 6           | 85.7       |
| Somewhat important | 1               | 5.9        | 1           | 10.0       | 0           | 0.0        |
| Very important     | 1               | 5.9        | 0           | 0.0        | 1           | 14.3       |
| <b>Total</b>       | <b>17</b>       | <b>100</b> | <b>10</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

d. More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 2               | 10.5       | 0           | 0.0        | 2           | 28.6       |
| Somewhat important | 9               | 47.4       | 6           | 50.0       | 3           | 42.9       |
| Very important     | 8               | 42.1       | 6           | 50.0       | 2           | 28.6       |
| <b>Total</b>       | <b>19</b>       | <b>100</b> | <b>12</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

e. Increased tolerance for risk

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 13              | 72.2       | 7           | 63.6       | 6           | 85.7       |
| Somewhat important | 4               | 22.2       | 3           | 27.3       | 1           | 14.3       |
| Very important     | 1               | 5.6        | 1           | 9.1        | 0           | 0.0        |
| <b>Total</b>       | <b>18</b>       | <b>100</b> | <b>11</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

f. Increased liquidity in the secondary market for these loans

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 13              | 76.5       | 8           | 80.0       | 5           | 71.4       |
| Somewhat important | 4               | 23.5       | 2           | 20.0       | 2           | 28.6       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>17</b>       | <b>100</b> | <b>10</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

g. Improvement in your bank's current or expected liquidity position

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 15              | 88.2       | 10          | 100.0      | 5           | 71.4       |
| Somewhat important | 2               | 11.8       | 0           | 0.0        | 2           | 28.6       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>17</b>       | <b>100</b> | <b>10</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

h. Reduced concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 16              | 94.1       | 10          | 100.0      | 6           | 85.7       |
| Somewhat important | 1               | 5.9        | 0           | 0.0        | 1           | 14.3       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>17</b>       | <b>100</b> | <b>10</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

4. Apart from normal seasonal variation, how has demand for C&I loans changed over the past three months? (Please consider only funds actually disbursed as opposed to requests for new or increased lines of credit.)

A. Demand for C&I loans from **large and middle-market firms** (annual sales of \$50 million or more):

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 10              | 13.9       | 5           | 17.2       | 5           | 11.6       |
| About the same         | 46              | 63.9       | 17          | 58.6       | 29          | 67.4       |
| Moderately weaker      | 15              | 20.8       | 7           | 24.1       | 8           | 18.6       |
| Substantially weaker   | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| <b>Total</b>           | <b>72</b>       | <b>100</b> | <b>29</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

B. Demand for C&I loans from **small firms** (annual sales of less than \$50 million):

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 6               | 8.7        | 1           | 3.8        | 5           | 11.6       |
| About the same         | 50              | 72.5       | 21          | 80.8       | 29          | 67.4       |
| Moderately weaker      | 13              | 18.8       | 4           | 15.4       | 9           | 20.9       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate.)

A. If stronger loan demand (answer 1 or 2 to question 4A or 4B), possible reasons:

a. Customer inventory financing needs increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 3               | 30.0       | 1           | 25.0       | 2           | 33.3       |
| Somewhat important | 7               | 70.0       | 3           | 75.0       | 4           | 66.7       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

b. Customer accounts receivable financing needs increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 40.0       | 1           | 25.0       | 3           | 50.0       |
| Somewhat important | 6               | 60.0       | 3           | 75.0       | 3           | 50.0       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

c. Customer investment in plant or equipment increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 36.4       | 3           | 60.0       | 1           | 16.7       |
| Somewhat important | 7               | 63.6       | 2           | 40.0       | 5           | 83.3       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>11</b>       | <b>100</b> | <b>5</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |



d. Customer internally generated funds decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 9               | 90.0       | 4           | 100.0      | 5           | 83.3       |
| Somewhat important | 1               | 10.0       | 0           | 0.0        | 1           | 16.7       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

e. Customer merger or acquisition financing needs increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 3               | 27.3       | 0           | 0.0        | 3           | 50.0       |
| Somewhat important | 8               | 72.7       | 5           | 100.0      | 3           | 50.0       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>11</b>       | <b>100</b> | <b>5</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

f. Customer borrowing shifted to your bank from other bank or nonbank sources because these other sources became less attractive

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 5               | 50.0       | 2           | 50.0       | 3           | 50.0       |
| Somewhat important | 5               | 50.0       | 2           | 50.0       | 3           | 50.0       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

g. Customer precautionary demand for cash and liquidity increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 6               | 66.7       | 1           | 33.3       | 5           | 83.3       |
| Somewhat important | 3               | 33.3       | 2           | 66.7       | 1           | 16.7       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>3</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

B. If weaker loan demand (answer 4 or 5 to question 4A or 4B), possible reasons:

a. Customer inventory financing needs decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 61.5       | 4           | 66.7       | 4           | 57.1       |
| Somewhat important | 4               | 30.8       | 2           | 33.3       | 2           | 28.6       |
| Very important     | 1               | 7.7        | 0           | 0.0        | 1           | 14.3       |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>7</b>    | <b>100</b> |

b. Customer accounts receivable financing needs decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 61.5       | 4           | 66.7       | 4           | 57.1       |
| Somewhat important | 4               | 30.8       | 2           | 33.3       | 2           | 28.6       |
| Very important     | 1               | 7.7        | 0           | 0.0        | 1           | 14.3       |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>7</b>    | <b>100</b> |

c. Customer investment in plant or equipment decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 6               | 46.2       | 4           | 66.7       | 2           | 28.6       |
| Somewhat important | 5               | 38.5       | 2           | 33.3       | 3           | 42.9       |
| Very important     | 2               | 15.4       | 0           | 0.0        | 2           | 28.6       |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>7</b>    | <b>100</b> |

d. Customer internally generated funds increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 7               | 53.8       | 4           | 66.7       | 3           | 42.9       |
| Somewhat important | 6               | 46.2       | 2           | 33.3       | 4           | 57.1       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>7</b>    | <b>100</b> |

e. Customer merger or acquisition financing needs decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 30.8       | 1           | 16.7       | 3           | 42.9       |
| Somewhat important | 8               | 61.5       | 4           | 66.7       | 4           | 57.1       |
| Very important     | 1               | 7.7        | 1           | 16.7       | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>7</b>    | <b>100</b> |

f. Customer borrowing shifted from your bank to other bank or nonbank sources because these other sources became more attractive

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 7               | 46.7       | 3           | 42.9       | 4           | 50.0       |
| Somewhat important | 5               | 33.3       | 2           | 28.6       | 3           | 37.5       |
| Very important     | 3               | 20.0       | 2           | 28.6       | 1           | 12.5       |
| <b>Total</b>       | <b>15</b>       | <b>100</b> | <b>7</b>    | <b>100</b> | <b>8</b>    | <b>100</b> |

g. Customer precautionary demand for cash and liquidity decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 61.5       | 6           | 100.0      | 2           | 28.6       |
| Somewhat important | 5               | 38.5       | 0           | 0.0        | 5           | 71.4       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>7</b>    | <b>100</b> |

6. At your bank, apart from seasonal variation, how has the number of inquiries from potential business borrowers regarding the availability and terms of new credit lines or increases in existing lines changed over the past three months? (Please consider only inquiries for additional or increased C&I lines as opposed to the refinancing of existing loans.)

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| The number of inquiries has increased substantially | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| The number of inquiries has increased moderately    | 9               | 12.7       | 2           | 6.9        | 7           | 16.7       |
| The number of inquiries has stayed about the same   | 50              | 70.4       | 22          | 75.9       | 28          | 66.7       |
| The number of inquiries has decreased moderately    | 12              | 16.9       | 5           | 17.2       | 7           | 16.7       |
| The number of inquiries has decreased substantially | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>  | <b>71</b>       | <b>100</b> | <b>29</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

**Questions 7-12** ask about changes in standards and demand over the past three months for three different types of commercial real estate (CRE) loans at your bank: construction and land development loans, loans secured by nonfarm nonresidential properties, and loans secured by multifamily residential properties. Please report changes in enforcement of existing policies as changes in policies.

7. Over the past three months, how have your bank's credit standards for approving new applications for **construction and land development loans** or credit lines changed?

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 1               | 1.4        | 1           | 3.8        | 0           | 0.0        |
| Tightened somewhat           | 10              | 14.5       | 2           | 7.7        | 8           | 18.6       |
| Remained basically unchanged | 56              | 81.2       | 21          | 80.8       | 35          | 81.4       |
| Eased somewhat               | 2               | 2.9        | 2           | 7.7        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

For this question, 2 respondents answered "My bank does not originate construction and land development loans or credit lines."

8. Over the past three months, how have your bank's credit standards for approving new applications for **loans secured by nonfarm nonresidential properties** changed?

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| Tightened somewhat           | 7               | 9.9        | 3           | 10.7       | 4           | 9.3        |
| Remained basically unchanged | 60              | 84.5       | 22          | 78.6       | 38          | 88.4       |
| Eased somewhat               | 3               | 4.2        | 3           | 10.7       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

9. Over the past three months, how have your bank's credit standards for approving new applications for **loans secured by multifamily residential properties** changed?

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| Tightened somewhat           | 13              | 18.3       | 4           | 14.3       | 9           | 20.9       |
| Remained basically unchanged | 55              | 77.5       | 22          | 78.6       | 33          | 76.7       |
| Eased somewhat               | 2               | 2.8        | 2           | 7.1        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

10. Apart from normal seasonal variation, how has demand for **construction and land development loans** changed over the past three months? (Please consider the number of requests for new spot loans, for disbursement of funds under existing loan commitments, and for new or increased credit lines.)

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 3               | 4.3        | 1           | 3.8        | 2           | 4.7        |
| About the same         | 49              | 71.0       | 16          | 61.5       | 33          | 76.7       |
| Moderately weaker      | 17              | 24.6       | 9           | 34.6       | 8           | 18.6       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>69</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

11. Apart from normal seasonal variation, how has demand for **loans secured by nonfarm nonresidential properties** changed over the past three months? (Please consider the number of requests for new spot loans, for disbursement of funds under existing loan commitments, and for new or increased credit lines.)

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 6               | 8.5        | 3           | 10.7       | 3           | 7.0        |
| About the same         | 56              | 78.9       | 21          | 75.0       | 35          | 81.4       |
| Moderately weaker      | 8               | 11.3       | 4           | 14.3       | 4           | 9.3        |
| Substantially weaker   | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| <b>Total</b>           | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

12. Apart from normal seasonal variation, how has demand for **loans secured by multifamily residential properties** changed over the past three months? (Please consider the number of requests for new spot loans, for disbursement of funds under existing loan commitments, and for new or increased credit lines.)

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| Moderately stronger    | 4               | 5.6        | 2           | 7.1        | 2           | 4.7        |
| About the same         | 55              | 77.5       | 21          | 75.0       | 34          | 79.1       |
| Moderately weaker      | 11              | 15.5       | 5           | 17.9       | 6           | 14.0       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>71</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

**Note:** Beginning with the January 2015 survey, the loan categories referred to in the questions regarding changes in credit standards and demand for residential mortgage loans have been revised to reflect the Consumer Financial Protection Bureau's qualified mortgage rules.

**Questions 13-14** ask about seven categories of **residential mortgage loans** at your bank: Government-Sponsored Enterprise eligible (GSE-eligible) residential mortgages, government residential mortgages, Qualified Mortgage non-jumbo non-GSE-eligible (QM non-jumbo, non-GSE-eligible) residential mortgages, QM jumbo residential mortgages, non-QM jumbo residential mortgages, non-QM non-jumbo residential mortgages, and subprime residential mortgages. For the purposes of this survey, please use the following definitions of these loan categories and include first-lien closed-end loans to purchase homes only. The loan categories have been defined so that every first-lien closed-end residential mortgage loan used for home purchase fits into one of the following seven categories:

- The **GSE-eligible** category of residential mortgages includes loans that meet the underwriting guidelines, including loan limit amounts, of the GSEs - Fannie Mae and Freddie Mac.
- The **government** category of residential mortgages includes loans that are insured by the Federal Housing Administration, guaranteed by the Department of Veterans Affairs, or originated under government programs, including the U.S. Department of Agriculture home loan programs.
- The **QM non-jumbo, non-GSE-eligible** category of residential mortgages includes loans that satisfy the

standards for a qualified mortgage and have loan balances that are below the loan limit amounts set by the GSEs but otherwise do not meet the GSE underwriting guidelines.

- The **QM jumbo** category of residential mortgages includes loans that satisfy the standards for a qualified mortgage but have loan balances that are above the loan limit amount set by the GSEs.
- The **non-QM jumbo** category of residential mortgages includes loans that do not satisfy the standards for a qualified mortgage and have loan balances that are above the loan limit amount set by the GSEs.
- The **non-QM non-jumbo** category of residential mortgages includes loans that do not satisfy the standards for a qualified mortgage and have loan balances that are below the loan limit amount set by the GSEs. (Please exclude loans classified by your bank as subprime in this category.)
- The **subprime** category of residential mortgages includes loans classified by your bank as subprime. This category typically includes loans made to borrowers with weakened credit histories that include payment delinquencies, charge-offs, judgements, and/or bankruptcies; reduced repayment capacity as measured by credit scores or debt-to-income ratios; or incomplete credit histories.

**Question 13** deals with changes in your bank's credit standards for loans in each of the seven loan categories over the past three months. If your bank's credit standards have not changed over the relevant period, please report them as unchanged even if the standards are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards. **Question 14** deals with changes in demand for loans in each of the seven loan categories over the past three months.

13. Over the past three months, how have your bank's credit standards for approving applications from individuals for mortgage loans to purchase homes changed? (Please consider only new originations as opposed to the refinancing of existing mortgages.)

A. Credit standards on mortgage loans that your bank categorizes as **GSE-eligible** residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 3               | 4.9     | 1           | 4.5     | 2           | 5.1     |
| Remained basically unchanged | 55              | 90.2    | 19          | 86.4    | 36          | 92.3    |
| Eased somewhat               | 3               | 4.9     | 2           | 9.1     | 1           | 2.6     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 61              | 100     | 22          | 100     | 39          | 100     |

For this question, 7 respondents answered "My bank does not originate GSE-eligible residential mortgages."

B. Credit standards on mortgage loans that your bank categorizes as **government** residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 59              | 98.3    | 20          | 95.2    | 39          | 100.0   |
| Eased somewhat               | 1               | 1.7     | 1           | 4.8     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 60              | 100     | 21          | 100     | 39          | 100     |

For this question, 8 respondents answered "My bank does not originate government residential mortgages."

C. Credit standards on mortgage loans that your bank categorizes as **QM non-jumbo, non-GSE-eligible** residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 2               | 3.3     | 0           | 0.0     | 2           | 5.3     |
| Remained basically unchanged | 56              | 93.3    | 22          | 100.0   | 34          | 89.5    |
| Eased somewhat               | 2               | 3.3     | 0           | 0.0     | 2           | 5.3     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 60              | 100     | 22          | 100     | 38          | 100     |

For this question, 9 respondents answered "My bank does not originate QM non-jumbo, non-GSE-eligible residential mortgages."

D. Credit standards on mortgage loans that your bank categorizes as **QM jumbo** residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 4               | 6.6     | 1           | 4.5     | 3           | 7.7     |
| Remained basically unchanged | 54              | 88.5    | 19          | 86.4    | 35          | 89.7    |
| Eased somewhat               | 3               | 4.9     | 2           | 9.1     | 1           | 2.6     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 61              | 100     | 22          | 100     | 39          | 100     |

For this question, 8 respondents answered "My bank does not originate QM jumbo residential mortgages."

E. Credit standards on mortgage loans that your bank categorizes as **non-QM jumbo** residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 4               | 6.9     | 1           | 4.2     | 3           | 8.8     |
| Remained basically unchanged | 49              | 84.5    | 20          | 83.3    | 29          | 85.3    |
| Eased somewhat               | 5               | 8.6     | 3           | 12.5    | 2           | 5.9     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 58              | 100     | 24          | 100     | 34          | 100     |

For this question, 11 respondents answered "My bank does not originate non-QM jumbo residential mortgages."

F. Credit standards on mortgage loans that your bank categorizes as **non-QM non-jumbo** residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 1               | 1.8     | 1           | 4.3     | 0           | 0.0     |
| Remained basically unchanged | 52              | 94.5    | 21          | 91.3    | 31          | 96.9    |
| Eased somewhat               | 2               | 3.6     | 1           | 4.3     | 1           | 3.1     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 55              | 100     | 23          | 100     | 32          | 100     |

For this question, 14 respondents answered "My bank does not originate non-QM non-jumbo residential mortgages."

G. Credit standards on mortgage loans that your bank categorizes as **subprime** residential mortgages have:

Responses are not reported when the number of respondents is 3 or fewer.

14. Apart from normal seasonal variation, how has demand for mortgages to purchase homes changed over the past three months? (Please consider only applications for new originations as opposed to applications for refinancing of existing mortgages.)

A. Demand for mortgages that your bank categorizes as **GSE-eligible** residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 2               | 3.3     | 0           | 0.0     | 2           | 5.1     |
| About the same         | 32              | 52.5    | 12          | 54.5    | 20          | 51.3    |
| Moderately weaker      | 21              | 34.4    | 8           | 36.4    | 13          | 33.3    |
| Substantially weaker   | 6               | 9.8     | 2           | 9.1     | 4           | 10.3    |
| <b>Total</b>           | 61              | 100     | 22          | 100     | 39          | 100     |

B. Demand for mortgages that your bank categorizes as **government** residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 1               | 1.7     | 0           | 0.0     | 1           | 2.6     |
| About the same         | 34              | 56.7    | 12          | 57.1    | 22          | 56.4    |
| Moderately weaker      | 20              | 33.3    | 7           | 33.3    | 13          | 33.3    |
| Substantially weaker   | 5               | 8.3     | 2           | 9.5     | 3           | 7.7     |
| <b>Total</b>           | 60              | 100     | 21          | 100     | 39          | 100     |

C. Demand for mortgages that your bank categorizes as **QM non-jumbo, non-GSE-eligible** residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 2               | 3.4     | 1           | 4.5     | 1           | 2.7     |
| About the same         | 36              | 61.0    | 14          | 63.6    | 22          | 59.5    |
| Moderately weaker      | 18              | 30.5    | 6           | 27.3    | 12          | 32.4    |
| Substantially weaker   | 3               | 5.1     | 1           | 4.5     | 2           | 5.4     |
| <b>Total</b>           | 59              | 100     | 22          | 100     | 37          | 100     |

D. Demand for mortgages that your bank categorizes as **QM jumbo** residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 2               | 3.3     | 0           | 0.0     | 2           | 5.3     |
| About the same         | 37              | 61.7    | 14          | 63.6    | 23          | 60.5    |
| Moderately weaker      | 17              | 28.3    | 6           | 27.3    | 11          | 28.9    |
| Substantially weaker   | 4               | 6.7     | 2           | 9.1     | 2           | 5.3     |
| <b>Total</b>           | 60              | 100     | 22          | 100     | 38          | 100     |

E. Demand for mortgages that your bank categorizes as **non-QM jumbo** residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 3               | 5.2     | 1           | 4.2     | 2           | 5.9     |
| About the same         | 36              | 62.1    | 15          | 62.5    | 21          | 61.8    |
| Moderately weaker      | 15              | 25.9    | 6           | 25.0    | 9           | 26.5    |
| Substantially weaker   | 4               | 6.9     | 2           | 8.3     | 2           | 5.9     |
| <b>Total</b>           | 58              | 100     | 24          | 100     | 34          | 100     |

F. Demand for mortgages that your bank categorizes as **non-QM non-jumbo** residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 3               | 5.5     | 1           | 4.3     | 2           | 6.2     |
| About the same         | 34              | 61.8    | 15          | 65.2    | 19          | 59.4    |
| Moderately weaker      | 16              | 29.1    | 6           | 26.1    | 10          | 31.2    |
| Substantially weaker   | 2               | 3.6     | 1           | 4.3     | 1           | 3.1     |
| <b>Total</b>           | 55              | 100     | 23          | 100     | 32          | 100     |

G. Demand for mortgages that your bank categorizes as **subprime** residential mortgages was:

Responses are not reported when the number of respondents is 3 or fewer.

**Questions 15-16** ask about **revolving home equity lines of credit** at your bank. Question 15 deals with changes in your bank's credit standards over the past three months. Question 16 deals with changes in demand. If your bank's credit standards have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.

15. Over the past three months, how have your bank's credit standards for approving applications for revolving home equity lines of credit changed?

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 2               | 3.1     | 2           | 8.7     | 0           | 0.0     |
| Remained basically unchanged | 61              | 95.3    | 20          | 87.0    | 41          | 100.0   |
| Eased somewhat               | 1               | 1.6     | 1           | 4.3     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 64              | 100     | 23          | 100     | 41          | 100     |

For this question, 5 respondents answered "My bank does not originate revolving home equity lines of credit."



16. Apart from normal seasonal variation, how has demand for revolving home equity lines of credit changed over the past three months? (Please consider only funds actually disbursed as opposed to requests for new or increased lines of credit.)

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 3               | 4.7        | 0           | 0.0        | 3           | 7.3        |
| About the same         | 46              | 71.9       | 15          | 65.2       | 31          | 75.6       |
| Moderately weaker      | 14              | 21.9       | 7           | 30.4       | 7           | 17.1       |
| Substantially weaker   | 1               | 1.6        | 1           | 4.3        | 0           | 0.0        |
| <b>Total</b>           | <b>64</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>41</b>   | <b>100</b> |

**Questions 17-26** ask about consumer lending at your bank. Question 17 deals with changes in your bank's willingness to make consumer loans over the past three months. Questions 18-23 deal with changes in credit standards and loan terms over the same period. Questions 24-26 deal with changes in demand for consumer loans over the past three months. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

17. Please indicate your bank's willingness to make **consumer installment loans** now as opposed to three months ago.

|                       | All Respondents |            | Large Banks |            | Other Banks |            |
|-----------------------|-----------------|------------|-------------|------------|-------------|------------|
|                       | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Much more willing     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat more willing | 4               | 6.5        | 2           | 9.1        | 2           | 5.0        |
| About unchanged       | 55              | 88.7       | 17          | 77.3       | 38          | 95.0       |
| Somewhat less willing | 3               | 4.8        | 3           | 13.6       | 0           | 0.0        |
| Much less willing     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>          | <b>62</b>       | <b>100</b> | <b>22</b>   | <b>100</b> | <b>40</b>   | <b>100</b> |

For this question, 8 respondents answered "My bank does not originate consumer installment loans."

18. Over the past three months, how have your bank's credit standards for approving applications for **credit cards** from individuals or households changed?

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 3               | 6.4        | 3           | 13.0       | 0           | 0.0        |
| Remained basically unchanged | 44              | 93.6       | 20          | 87.0       | 24          | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>47</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

For this question, 22 respondents answered "My bank does not originate credit card loans to individuals or households."

19. Over the past three months, how have your bank's credit standards for approving applications for **auto loans** to individuals or households changed? (Please include loans arising from retail sales of passenger cars and other vehicles such as minivans, vans, sport-utility vehicles, pickup trucks, and similar light trucks for personal use, whether new or used. Please exclude loans to finance fleet sales, personal cash loans secured by automobiles already paid for, loans to finance the purchase of commercial vehicles and farm equipment, and lease financing.)

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 4               | 7.4        | 2           | 10.5       | 2           | 5.7        |
| Remained basically unchanged | 47              | 87.0       | 14          | 73.7       | 33          | 94.3       |
| Eased somewhat               | 3               | 5.6        | 3           | 15.8       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>54</b>       | <b>100</b> | <b>19</b>   | <b>100</b> | <b>35</b>   | <b>100</b> |

For this question, 13 respondents answered "My bank does not originate auto loans to individuals or households."

20. Over the past three months, how have your bank's credit standards for approving applications for **consumer loans other than credit card and auto loans** changed?

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 1               | 1.7        | 1           | 5.0        | 0           | 0.0        |
| Tightened somewhat           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remained basically unchanged | 59              | 98.3       | 19          | 95.0       | 40          | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>60</b>       | <b>100</b> | <b>20</b>   | <b>100</b> | <b>40</b>   | <b>100</b> |

For this question, 9 respondents answered "My bank does not originate consumer loans other than credit card or auto loans."

21. Over the past three months, how has your bank changed the following terms and conditions on new or existing **credit card accounts** for individuals or households?

a. Credit limits

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 4               | 8.9        | 4           | 17.4       | 0           | 0.0        |
| Remained basically unchanged | 41              | 91.1       | 19          | 82.6       | 22          | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>45</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>22</b>   | <b>100</b> |

b. Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 1               | 2.2        | 0           | 0.0        | 1           | 4.5        |
| Remained basically unchanged | 44              | 97.8       | 23          | 100.0      | 21          | 95.5       |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>45</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>22</b>   | <b>100</b> |

c. Minimum percent of outstanding balances required to be repaid each month

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 45              | 100.0   | 23          | 100.0   | 22          | 100.0   |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 45              | 100     | 23          | 100     | 22          | 100     |

d. Minimum required credit score (increased score=tightened, reduced score=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 3               | 6.7     | 2           | 8.7     | 1           | 4.5     |
| Remained basically unchanged | 41              | 91.1    | 20          | 87.0    | 21          | 95.5    |
| Eased somewhat               | 1               | 2.2     | 1           | 4.3     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 45              | 100     | 23          | 100     | 22          | 100     |

e. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 2               | 4.5     | 1           | 4.3     | 1           | 4.8     |
| Remained basically unchanged | 42              | 95.5    | 22          | 95.7    | 20          | 95.2    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 44              | 100     | 23          | 100     | 21          | 100     |

22. Over the past three months, how has your bank changed the following terms and conditions on loans to individuals or households to purchase autos?

a. Maximum maturity

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 51              | 94.4    | 17          | 89.5    | 34          | 97.1    |
| Eased somewhat               | 3               | 5.6     | 2           | 10.5    | 1           | 2.9     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 54              | 100     | 19          | 100     | 35          | 100     |

b. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 7               | 13.2    | 3           | 15.8    | 4           | 11.8    |
| Remained basically unchanged | 45              | 84.9    | 16          | 84.2    | 29          | 85.3    |
| Eased somewhat               | 1               | 1.9     | 0           | 0.0     | 1           | 2.9     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 53              | 100     | 19          | 100     | 34          | 100     |

c. Minimum required down payment (higher=tightened, lower=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 54              | 100.0   | 19          | 100.0   | 35          | 100.0   |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 54              | 100     | 19          | 100     | 35          | 100     |

d. Minimum required credit score (increased score=tightened, reduced score=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 2               | 3.7     | 1           | 5.3     | 1           | 2.9     |
| Remained basically unchanged | 52              | 96.3    | 18          | 94.7    | 34          | 97.1    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 54              | 100     | 19          | 100     | 35          | 100     |

e. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 1               | 1.9     | 1           | 5.3     | 0           | 0.0     |
| Remained basically unchanged | 52              | 96.3    | 17          | 89.5    | 35          | 100.0   |
| Eased somewhat               | 1               | 1.9     | 1           | 5.3     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 54              | 100     | 19          | 100     | 35          | 100     |

23. Over the past three months, how has your bank changed the following terms and conditions on **consumer loans other than credit card and auto loans**?

a. Maximum maturity

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 60              | 100.0   | 21          | 100.0   | 39          | 100.0   |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 60              | 100     | 21          | 100     | 39          | 100     |

b. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 4               | 6.7     | 1           | 4.8     | 3           | 7.7     |
| Remained basically unchanged | 56              | 93.3    | 20          | 95.2    | 36          | 92.3    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 60              | 100     | 21          | 100     | 39          | 100     |

c. Minimum required down payment (higher=tightened, lower=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 1               | 1.7     | 1           | 4.8     | 0           | 0.0     |
| Remained basically unchanged | 59              | 98.3    | 20          | 95.2    | 39          | 100.0   |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 60              | 100     | 21          | 100     | 39          | 100     |

d. Minimum required credit score (increased score=tightened, reduced score=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 1               | 1.7     | 1           | 4.8     | 0           | 0.0     |
| Remained basically unchanged | 58              | 98.3    | 20          | 95.2    | 38          | 100.0   |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 59              | 100     | 21          | 100     | 38          | 100     |

e. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 1               | 1.7     | 0           | 0.0     | 1           | 2.6     |
| Remained basically unchanged | 59              | 98.3    | 21          | 100.0   | 38          | 97.4    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 60              | 100     | 21          | 100     | 39          | 100     |

24. Apart from normal seasonal variation, how has demand from individuals or households for **credit card loans** changed over the past three months?

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| About the same         | 38              | 82.6    | 21          | 91.3    | 17          | 73.9    |
| Moderately weaker      | 8               | 17.4    | 2           | 8.7     | 6           | 26.1    |
| Substantially weaker   | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>           | 46              | 100     | 23          | 100     | 23          | 100     |

25. Apart from normal seasonal variation, how has demand from individuals or households for **auto loans** changed over the past three months?

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 4               | 7.3     | 1           | 5.3     | 3           | 8.3     |
| About the same         | 37              | 67.3    | 12          | 63.2    | 25          | 69.4    |
| Moderately weaker      | 14              | 25.5    | 6           | 31.6    | 8           | 22.2    |
| Substantially weaker   | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>           | 55              | 100     | 19          | 100     | 36          | 100     |

26. Apart from normal seasonal variation, how has demand from individuals or households for **consumer loans other than credit card and auto loans** changed over the past three months?

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 2               | 3.3        | 2           | 9.5        | 0           | 0.0        |
| About the same         | 48              | 78.7       | 17          | 81.0       | 31          | 77.5       |
| Moderately weaker      | 11              | 18.0       | 2           | 9.5        | 9           | 22.5       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>61</b>       | <b>100</b> | <b>21</b>   | <b>100</b> | <b>40</b>   | <b>100</b> |

**Questions 27-30** ask how your bank expects its **lending standards** for select categories of **C&I, commercial real estate, residential real estate, and consumer loans** to change over 2019. **Question 31** asks about the reasons why your bank expects lending standards to change.

27. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation? (Please refer to the definitions of large and middle-market firms suggested in question 1. If your bank defines firm size differently from the categories suggested in question 1, please use your definitions.)

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tighten considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tighten somewhat           | 8               | 11.1       | 5           | 17.2       | 3           | 7.0        |
| Remain basically unchanged | 64              | 88.9       | 24          | 82.8       | 40          | 93.0       |
| Ease somewhat              | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Ease considerably          | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>72</b>       | <b>100</b> | <b>29</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tighten considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tighten somewhat           | 8               | 11.8       | 2           | 7.7        | 6           | 14.3       |
| Remain basically unchanged | 59              | 86.8       | 24          | 92.3       | 35          | 83.3       |
| Ease somewhat              | 1               | 1.5        | 0           | 0.0        | 1           | 2.4        |
| Ease considerably          | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>68</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

For this question, 3 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

28. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 18              | 26.9    | 5           | 20.0    | 13          | 31.0    |
| Remain basically unchanged | 49              | 73.1    | 20          | 80.0    | 29          | 69.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 67              | 100     | 25          | 100     | 42          | 100     |

For this question, 2 respondents answered "My bank does not originate construction and land development loans or credit lines."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 16              | 23.5    | 7           | 25.9    | 9           | 22.0    |
| Remain basically unchanged | 52              | 76.5    | 20          | 74.1    | 32          | 78.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 68              | 100     | 27          | 100     | 41          | 100     |

For this question, 1 respondent answered "My bank does not originate loans secured by nonfarm nonresidential properties."

C. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 1.4     | 0           | 0.0     | 1           | 2.4     |
| Tighten somewhat           | 20              | 28.6    | 7           | 25.0    | 13          | 31.0    |
| Remain basically unchanged | 49              | 70.0    | 21          | 75.0    | 28          | 66.7    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 70              | 100     | 28          | 100     | 42          | 100     |

29. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **residential real estate loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **GSE-eligible residential mortgage loans** to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 2               | 3.2     | 0           | 0.0     | 2           | 5.0     |
| Remain basically unchanged | 58              | 93.5    | 20          | 90.9    | 38          | 95.0    |
| Ease somewhat              | 2               | 3.2     | 2           | 9.1     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 62              | 100     | 22          | 100     | 40          | 100     |

For this question, 7 respondents answered "My bank does not originate GSE-eligible residential mortgage loans."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **nonconforming jumbo residential mortgage loans** to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 7               | 11.3    | 1           | 4.3     | 6           | 15.4    |
| Remain basically unchanged | 53              | 85.5    | 20          | 87.0    | 33          | 84.6    |
| Ease somewhat              | 2               | 3.2     | 2           | 8.7     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 62              | 100     | 23          | 100     | 39          | 100     |

For this question, 7 respondents answered "My bank does not originate nonconforming jumbo residential mortgage loans."

30. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **consumer loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **credit card loans** to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 8               | 16.0    | 6           | 26.1    | 2           | 7.4     |
| Remain basically unchanged | 40              | 80.0    | 17          | 73.9    | 23          | 85.2    |
| Ease somewhat              | 2               | 4.0     | 0           | 0.0     | 2           | 7.4     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 50              | 100     | 23          | 100     | 27          | 100     |

For this question, 18 respondents answered "My bank does not originate credit card loans."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **auto loans** to:

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 3               | 5.4     | 2           | 10.5    | 1           | 2.7     |
| Remain basically unchanged | 51              | 91.1    | 15          | 78.9    | 36          | 97.3    |
| Ease somewhat              | 2               | 3.6     | 2           | 10.5    | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 56              | 100     | 19          | 100     | 37          | 100     |

For this question, 11 respondents answered "My bank does not originate auto loans."

31. If your bank expects to tighten or ease its credit standards for any of the loan categories reported in questions 27-30, how important are the following possible reasons for the expected change in standards?

A. Possible reasons for expecting to tighten credit standards

1. Expected deterioration in your bank's capital or liquidity position

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 20              | 90.9    | 7           | 100.0   | 13          | 86.7    |
| Somewhat important | 1               | 4.5     | 0           | 0.0     | 1           | 6.7     |
| Very important     | 1               | 4.5     | 0           | 0.0     | 1           | 6.7     |
| <b>Total</b>       | 22              | 100     | 7           | 100     | 15          | 100     |



2. Expected decline in spreads of loan rates over your bank's cost of funds

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 12              | 54.5       | 5           | 71.4       | 7           | 46.7       |
| Somewhat important | 8               | 36.4       | 1           | 14.3       | 7           | 46.7       |
| Very important     | 2               | 9.1        | 1           | 14.3       | 1           | 6.7        |
| <b>Total</b>       | <b>22</b>       | <b>100</b> | <b>7</b>    | <b>100</b> | <b>15</b>   | <b>100</b> |

3. Expected deterioration in collateral values

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 15.4       | 1           | 11.1       | 3           | 17.6       |
| Somewhat important | 17              | 65.4       | 7           | 77.8       | 10          | 58.8       |
| Very important     | 5               | 19.2       | 1           | 11.1       | 4           | 23.5       |
| <b>Total</b>       | <b>26</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>17</b>   | <b>100</b> |

4. Expected reduction in competition from other banks or nonbank lenders

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 17              | 77.3       | 6           | 85.7       | 11          | 73.3       |
| Somewhat important | 4               | 18.2       | 1           | 14.3       | 3           | 20.0       |
| Very important     | 1               | 4.5        | 0           | 0.0        | 1           | 6.7        |
| <b>Total</b>       | <b>22</b>       | <b>100</b> | <b>7</b>    | <b>100</b> | <b>15</b>   | <b>100</b> |

5. Expected reduction in risk tolerance

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 32.0       | 5           | 55.6       | 3           | 18.8       |
| Somewhat important | 12              | 48.0       | 3           | 33.3       | 9           | 56.2       |
| Very important     | 5               | 20.0       | 1           | 11.1       | 4           | 25.0       |
| <b>Total</b>       | <b>25</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>16</b>   | <b>100</b> |

6. Expected reduction in ease of selling loans in secondary market

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 14              | 66.7       | 4           | 66.7       | 10          | 66.7       |
| Somewhat important | 6               | 28.6       | 2           | 33.3       | 4           | 26.7       |
| Very important     | 1               | 4.8        | 0           | 0.0        | 1           | 6.7        |
| <b>Total</b>       | <b>21</b>       | <b>100</b> | <b>6</b>    | <b>100</b> | <b>15</b>   | <b>100</b> |

7. Expected deterioration in credit quality of loan portfolio

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 32.0       | 3           | 33.3       | 5           | 31.2       |
| Somewhat important | 12              | 48.0       | 4           | 44.4       | 8           | 50.0       |
| Very important     | 5               | 20.0       | 2           | 22.2       | 3           | 18.8       |
| <b>Total</b>       | <b>25</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>16</b>   | <b>100</b> |

8. Increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 12              | 52.2       | 4           | 57.1       | 8           | 50.0       |
| Somewhat important | 8               | 34.8       | 3           | 42.9       | 5           | 31.2       |
| Very important     | 3               | 13.0       | 0           | 0.0        | 3           | 18.8       |
| <b>Total</b>       | <b>23</b>       | <b>100</b> | <b>7</b>    | <b>100</b> | <b>16</b>   | <b>100</b> |

B. Possible reasons for expecting to ease credit standards:

1. Expected improvement in your bank's capital or liquidity position

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 80.0       | 1           | 50.0       | 3           | 100.0      |
| Somewhat important | 1               | 20.0       | 1           | 50.0       | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

2. Expected increase in spreads of loan rates over your bank's cost of funds

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 5               | 100.0      | 2           | 100.0      | 3           | 100.0      |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

3. Expected increase in collateral values

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 66.7       | 1           | 33.3       | 3           | 100.0      |
| Somewhat important | 1               | 16.7       | 1           | 33.3       | 0           | 0.0        |
| Very important     | 1               | 16.7       | 1           | 33.3       | 0           | 0.0        |
| <b>Total</b>       | <b>6</b>        | <b>100</b> | <b>3</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

4. Expected increase in competition from other banks or nonbank lenders

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 80.0       | 1           | 50.0       | 3           | 100.0      |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 1               | 20.0       | 1           | 50.0       | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

5. Expected increase in risk tolerance

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 1               | 20.0       | 1           | 50.0       | 0           | 0.0        |
| Somewhat important | 4               | 80.0       | 1           | 50.0       | 3           | 100.0      |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

6. Expected increase in ease of selling loans in secondary market

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 5               | 100.0      | 2           | 100.0      | 3           | 100.0      |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

7. Expected improvement in credit quality of loan portfolio

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 80.0       | 1           | 50.0       | 3           | 100.0      |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 1               | 20.0       | 1           | 50.0       | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

8. Reduced concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 80.0       | 1           | 50.0       | 3           | 100.0      |
| Somewhat important | 1               | 20.0       | 1           | 50.0       | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>5</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>3</b>    | <b>100</b> |

9. Other (please specify)

Responses are not reported when the number of respondents is 3 or fewer.

**Questions 32-35** ask how your bank expects **demand** for select categories of **C&I, commercial real estate, residential real estate, and consumer loans** from your bank to change over 2019.

32. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 3               | 4.3        | 2           | 7.1        | 1           | 2.4        |
| Remain basically unchanged | 50              | 71.4       | 19          | 67.9       | 31          | 73.8       |
| Weaken somewhat            | 17              | 24.3       | 7           | 25.0       | 10          | 23.8       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>70</b>       | <b>100</b> | <b>28</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

B. Compared to its current level, over 2019, my bank expects **demand for C&I loans or credit lines to small firms** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 3               | 4.5        | 1           | 4.0        | 2           | 4.8        |
| Remain basically unchanged | 51              | 76.1       | 21          | 84.0       | 30          | 71.4       |
| Weaken somewhat            | 13              | 19.4       | 3           | 12.0       | 10          | 23.8       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>67</b>       | <b>100</b> | <b>25</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

33. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand for construction and land development loans** or credit lines from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remain basically unchanged | 33              | 49.3       | 13          | 52.0       | 20          | 47.6       |
| Weaken somewhat            | 33              | 49.3       | 12          | 48.0       | 21          | 50.0       |
| Weaken substantially       | 1               | 1.5        | 0           | 0.0        | 1           | 2.4        |
| <b>Total</b>               | <b>67</b>       | <b>100</b> | <b>25</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

B. Compared to its current level, over 2019, my bank expects **demand for loans secured by nonfarm nonresidential properties** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 1               | 1.5        | 1           | 3.7        | 0           | 0.0        |
| Remain basically unchanged | 47              | 69.1       | 21          | 77.8       | 26          | 63.4       |
| Weaken somewhat            | 20              | 29.4       | 5           | 18.5       | 15          | 36.6       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>68</b>       | <b>100</b> | <b>27</b>   | <b>100</b> | <b>41</b>   | <b>100</b> |

C. Compared to its current level, over 2019, my bank expects **demand for loans secured by multifamily residential properties** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 2               | 2.9        | 0           | 0.0        | 2           | 4.7        |
| Remain basically unchanged | 44              | 62.9       | 21          | 77.8       | 23          | 53.5       |
| Weaken somewhat            | 24              | 34.3       | 6           | 22.2       | 18          | 41.9       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>70</b>       | <b>100</b> | <b>27</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

34. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **residential real estate loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **GSE-eligible residential mortgage loans** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 3               | 4.8        | 0           | 0.0        | 3           | 7.5        |
| Remain basically unchanged | 40              | 64.5       | 15          | 68.2       | 25          | 62.5       |
| Weaken somewhat            | 19              | 30.6       | 7           | 31.8       | 12          | 30.0       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>62</b>       | <b>100</b> | <b>22</b>   | <b>100</b> | <b>40</b>   | <b>100</b> |

B. Compared to its current level, over 2019, my bank expects **demand** for **nonconforming jumbo residential mortgage loans** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 6               | 9.7        | 3           | 13.0       | 3           | 7.7        |
| Remain basically unchanged | 39              | 62.9       | 13          | 56.5       | 26          | 66.7       |
| Weaken somewhat            | 17              | 27.4       | 7           | 30.4       | 10          | 25.6       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>62</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>39</b>   | <b>100</b> |

35. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **consumer loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **credit card** loans from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 5               | 10.4       | 2           | 8.7        | 3           | 12.0       |
| Remain basically unchanged | 38              | 79.2       | 19          | 82.6       | 19          | 76.0       |
| Weaken somewhat            | 5               | 10.4       | 2           | 8.7        | 3           | 12.0       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>48</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

B. Compared to its current level, over 2019, my bank expects **demand** for **auto loans** from my bank to:

|                            | All Respondents |            | Large Banks |            | Other Banks |            |
|----------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                            | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Strengthen substantially   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Strengthen somewhat        | 2               | 3.5        | 1           | 5.3        | 1           | 2.6        |
| Remain basically unchanged | 34              | 59.6       | 11          | 57.9       | 23          | 60.5       |
| Weaken somewhat            | 21              | 36.8       | 7           | 36.8       | 14          | 36.8       |
| Weaken substantially       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>               | <b>57</b>       | <b>100</b> | <b>19</b>   | <b>100</b> | <b>38</b>   | <b>100</b> |

**Questions 36-39** ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of **C&I, commercial real estate, residential real estate, and consumer loans** in 2019.

36. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2019?

A. The quality of my bank's **syndicated nonleveraged C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 1               | 1.5     | 0           | 0.0     | 1           | 2.6     |
| Remain around current levels | 56              | 83.6    | 22          | 78.6    | 34          | 87.2    |
| Deteriorate somewhat         | 10              | 14.9    | 6           | 21.4    | 4           | 10.3    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 67              | 100     | 28          | 100     | 39          | 100     |

B. The quality of my bank's **syndicated leveraged C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 1               | 1.5     | 1           | 3.6     | 0           | 0.0     |
| Remain around current levels | 52              | 76.5    | 17          | 60.7    | 35          | 87.5    |
| Deteriorate somewhat         | 15              | 22.1    | 10          | 35.7    | 5           | 12.5    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 68              | 100     | 28          | 100     | 40          | 100     |

C. The quality of my bank's **nonsyndicated C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 1               | 1.4     | 0           | 0.0     | 1           | 2.4     |
| Remain around current levels | 53              | 74.6    | 19          | 65.5    | 34          | 81.0    |
| Deteriorate somewhat         | 17              | 23.9    | 10          | 34.5    | 7           | 16.7    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 71              | 100     | 29          | 100     | 42          | 100     |

D. The quality of my bank's **C&I loans to small firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 2               | 2.9     | 1           | 3.8     | 1           | 2.4     |
| Remain around current levels | 48              | 70.6    | 18          | 69.2    | 30          | 71.4    |
| Deteriorate somewhat         | 18              | 26.5    | 7           | 26.9    | 11          | 26.2    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 68              | 100     | 26          | 100     | 42          | 100     |

37. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2019?

A. The quality of my bank's **construction and land development loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Improve substantially        | 1               | 1.5        | 0           | 0.0        | 1           | 2.4        |
| Improve somewhat             | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remain around current levels | 50              | 74.6       | 19          | 76.0       | 31          | 73.8       |
| Deteriorate somewhat         | 16              | 23.9       | 6           | 24.0       | 10          | 23.8       |
| Deteriorate substantially    | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>67</b>       | <b>100</b> | <b>25</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Improve substantially        | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Improve somewhat             | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remain around current levels | 58              | 84.1       | 22          | 81.5       | 36          | 85.7       |
| Deteriorate somewhat         | 11              | 15.9       | 5           | 18.5       | 6           | 14.3       |
| Deteriorate substantially    | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>27</b>   | <b>100</b> | <b>42</b>   | <b>100</b> |

C. The quality of my bank's **loans secured by multifamily residential properties** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Improve substantially        | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Improve somewhat             | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remain around current levels | 56              | 80.0       | 21          | 77.8       | 35          | 81.4       |
| Deteriorate somewhat         | 13              | 18.6       | 6           | 22.2       | 7           | 16.3       |
| Deteriorate substantially    | 1               | 1.4        | 0           | 0.0        | 1           | 2.3        |
| <b>Total</b>                 | <b>70</b>       | <b>100</b> | <b>27</b>   | <b>100</b> | <b>43</b>   | <b>100</b> |

38. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **residential real estate loans** in the following categories in 2019?

A. The quality of my bank's **GSE-eligible residential mortgage loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Improve substantially        | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Improve somewhat             | 2               | 3.2        | 1           | 4.5        | 1           | 2.4        |
| Remain around current levels | 54              | 85.7       | 18          | 81.8       | 36          | 87.8       |
| Deteriorate somewhat         | 7               | 11.1       | 3           | 13.6       | 4           | 9.8        |
| Deteriorate substantially    | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>63</b>       | <b>100</b> | <b>22</b>   | <b>100</b> | <b>41</b>   | <b>100</b> |

B. The quality of my bank's **nonconforming jumbo residential mortgage loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 2               | 3.1     | 1           | 4.2     | 1           | 2.4     |
| Remain around current levels | 52              | 80.0    | 18          | 75.0    | 34          | 82.9    |
| Deteriorate somewhat         | 11              | 16.9    | 5           | 20.8    | 6           | 14.6    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 65              | 100     | 24          | 100     | 41          | 100     |

C. The quality of my bank's **revolving home equity lines of credit** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 2               | 3.2     | 2           | 8.7     | 0           | 0.0     |
| Remain around current levels | 50              | 79.4    | 17          | 73.9    | 33          | 82.5    |
| Deteriorate somewhat         | 11              | 17.5    | 4           | 17.4    | 7           | 17.5    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 63              | 100     | 23          | 100     | 40          | 100     |

39. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **consumer loans** in the following categories in 2019?

A. The quality of my bank's **credit card loans to prime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remain around current levels | 42              | 82.4    | 17          | 73.9    | 25          | 89.3    |
| Deteriorate somewhat         | 9               | 17.6    | 6           | 26.1    | 3           | 10.7    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 51              | 100     | 23          | 100     | 28          | 100     |

B. The quality of my bank's **credit card loans to nonprime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 1               | 2.2     | 1           | 5.3     | 0           | 0.0     |
| Remain around current levels | 32              | 69.6    | 12          | 63.2    | 20          | 74.1    |
| Deteriorate somewhat         | 13              | 28.3    | 6           | 31.6    | 7           | 25.9    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 46              | 100     | 19          | 100     | 27          | 100     |



C. The quality of my bank's **auto loans to prime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 1               | 1.7     | 0           | 0.0     | 1           | 2.5     |
| Remain around current levels | 48              | 81.4    | 15          | 78.9    | 33          | 82.5    |
| Deteriorate somewhat         | 10              | 16.9    | 4           | 21.1    | 6           | 15.0    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 59              | 100     | 19          | 100     | 40          | 100     |

D. The quality of my bank's **auto loans to nonprime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Improve substantially        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Improve somewhat             | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remain around current levels | 35              | 72.9    | 11          | 68.8    | 24          | 75.0    |
| Deteriorate somewhat         | 13              | 27.1    | 5           | 31.2    | 8           | 25.0    |
| Deteriorate substantially    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 48              | 100     | 16          | 100     | 32          | 100     |

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1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of \$50 billion or more as of September 30, 2018. The combined assets of the 29 large banks totaled \$9.8 trillion, compared to \$10.6 trillion for the entire panel of 73 banks, and \$14.9 trillion for all domestically chartered, federally insured commercial banks. [Return to text](#)

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