## Table 1

# Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Large Banks in the United States $^{\rm 1}$

## (Status of Policy as of July 2020)

**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 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.)

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	8	11.0	5	15.6	3	7.3
Tightened somewhat	44	60.3	19	59.4	25	61.0
Remained basically unchanged	21	28.8	8	25.0	13	31.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

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

For this question, 1 respondent answered "My bank does not originate C&I loans or credit lines to large and middle-market firms."

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	9	12.9	5	17.2	4	9.8
Tightened somewhat	40	57.1	17	58.6	23	56.1
Remained basically unchanged	21	30.0	7	24.1	14	34.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

For this question, 3 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 Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	6	8.2	2	6.2	4	9.8
Tightened somewhat	25	34.2	14	43.8	11	26.8
Remained basically unchanged	41	56.2	15	46.9	26	63.4
Eased somewhat	1	1.4	1	3.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

#### b. Maximum maturity of loans or credit lines

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	3.1	0	0.0
Tightened somewhat	29	39.7	16	50.0	13	31.7
Remained basically unchanged	43	58.9	15	46.9	28	68.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

#### c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	6.8	4	12.5	1	2.4
Tightened somewhat	33	45.2	18	56.2	15	36.6
Remained basically unchanged	33	45.2	10	31.2	23	56.1
Eased somewhat	2	2.7	0	0.0	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	6.8	4	12.5	1	2.4
Tightened somewhat	42	57.5	24	75.0	18	43.9
Remained basically unchanged	22	30.1	4	12.5	18	43.9
Eased somewhat	4	5.5	0	0.0	4	9.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

#### e. Premiums charged on riskier loans

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	13	17.8	9	28.1	4	9.8
Tightened somewhat	31	42.5	16	50.0	15	36.6
Remained basically unchanged	28	38.4	7	21.9	21	51.2
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

#### f. Loan covenants

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.7	1	3.1	1	2.4
Tightened somewhat	40	54.8	20	62.5	20	48.8
Remained basically unchanged	29	39.7	9	28.1	20	48.8
Eased somewhat	2	2.7	2	6.2	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

#### g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.7	1	3.1	1	2.4
Tightened somewhat	40	54.8	20	62.5	20	48.8
Remained basically unchanged	31	42.5	11	34.4	20	48.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	21	28.8	13	40.6	8	19.5
Tightened somewhat	29	39.7	12	37.5	17	41.5
Remained basically unchanged	22	30.1	7	21.9	15	36.6
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

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

#### a. Maximum size of credit lines

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	7	10.0	3	10.3	4	9.8
Tightened somewhat	22	31.4	11	37.9	11	26.8
Remained basically unchanged	41	58.6	15	51.7	26	63.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

### b. Maximum maturity of loans or credit lines

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.9	1	3.4	1	2.4
Tightened somewhat	26	37.1	14	48.3	12	29.3
Remained basically unchanged	41	58.6	14	48.3	27	65.9
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

#### c. Costs of credit lines

	All Resp	ondents	Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Tightened considerably	2	2.9	2	6.9	0	0.0	
Tightened somewhat	31	44.9	14	48.3	17	42.5	
Remained basically unchanged	34	49.3	13	44.8	21	52.5	
Eased somewhat	2	2.9	0	0.0	2	5.0	
Eased considerably	0	0.0	0	0.0	0	0.0	
Total	69	100	29	100	40	100	

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

	All Respo	ondents	Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Tightened considerably	4	5.7	3	10.3	1	2.4	
Tightened somewhat	37	52.9	18	62.1	19	46.3	
Remained basically unchanged	26	37.1	8	27.6	18	43.9	
Eased somewhat	3	4.3	0	0.0	3	7.3	
Eased considerably	0	0.0	0	0.0	0	0.0	
Total	70	100	29	100	41	100	

## e. Premiums charged on riskier loans

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	10	14.3	5	17.2	5	12.2
Tightened somewhat	30	42.9	15	51.7	15	36.6
Remained basically unchanged	29	41.4	9	31.0	20	48.8
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

#### f. Loan covenants

	All Respo	ondents	Large	Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.9	1	3.4	1	2.4
Tightened somewhat	36	51.4	18	62.1	18	43.9
Remained basically unchanged	31	44.3	10	34.5	21	51.2
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

#### g. Collateralization requirements

	All Respo	ondents	Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Tightened considerably	4	5.8	2	6.9	2	5.0	
Tightened somewhat	34	49.3	15	51.7	19	47.5	
Remained basically unchanged	31	44.9	12	41.4	19	47.5	
Eased somewhat	0	0.0	0	0.0	0	0.0	
Eased considerably	0	0.0	0	0.0	0	0.0	
Total	69	100	29	100	40	100	

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

	All Respo	ondents	Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Tightened considerably	14	20.0	7	24.1	7	17.1	
Tightened somewhat	32	45.7	14	48.3	18	43.9	
Remained basically unchanged	23	32.9	8	27.6	15	36.6	
Eased somewhat	1	1.4	0	0.0	1	2.4	
Eased considerably	0	0.0	0	0.0	0	0.0	
Total	70	100	29	100	41	100	

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	47	78.3	22	78.6	25	78.1	
Somewhat important	12	20.0	6	21.4	6	18.8	
Very important	1	1.7	0	0.0	1	3.1	
Total	60	100	28	100	32	100	

b. Less favorable or more uncertain economic outlook

	All Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	3.2	1	3.4	1	3.0
Somewhat important	6	9.7	3	10.3	3	9.1
Very important	54	87.1	25	86.2	29	87.9
Total	62	100	29	100	33	100

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

	All Respondents		Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	4	6.6	1	3.4	3	9.4	
Somewhat important	13	21.3	5	17.2	8	25.0	
Very important	44	72.1	23	79.3	21	65.6	
Total	61	100	29	100	32	100	

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	43	70.5	20	71.4	23	69.7	
Somewhat important	18	29.5	8	28.6	10	30.3	
Very important	0	0.0	0	0.0	0	0.0	
Total	61	100	28	100	33	100	

#### e. Reduced tolerance for risk

	All Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	14.8	4	14.3	5	15.2
Somewhat important	36	59.0	18	64.3	18	54.5
Very important	16	26.2	6	21.4	10	30.3
Total	61	100	28	100	33	100

#### f. Decreased liquidity in the secondary market for these loans

	All Resp	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	42	68.9	17	60.7	25	75.8	
Somewhat important	19	31.1	11	39.3	8	24.2	
Very important	0	0.0	0	0.0	0	0.0	
Total	61	100	28	100	33	100	

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

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	57	93.4	27	96.4	30	90.9
Somewhat important	4	6.6	1	3.6	3	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	61	100	28	100	33	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	45	73.8	24	85.7	21	63.6
Somewhat important	12	19.7	4	14.3	8	24.2
Very important	4	6.6	0	0.0	4	12.1
Total	61	100	28	100	33	100

- B. Possible reasons for easing credit standards or loan terms:
  - a. Improvement in your bank's current or expected capital position

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

b. More favorable or less uncertain economic outlook

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

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

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

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

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

e. Increased tolerance for risk

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

f. Increased liquidity in the secondary market for these loans

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

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

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

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

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

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 Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	9	12.3	5	15.6	4	9.8
Moderately stronger	11	15.1	9	28.1	2	4.9
About the same	16	21.9	5	15.6	11	26.8
Moderately weaker	26	35.6	8	25.0	18	43.9
Substantially weaker	11	15.1	5	15.6	6	14.6
Total	73	100	32	100	41	100

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	7	10.0	3	10.3	4	9.8
Moderately stronger	11	15.7	7	24.1	4	9.8
About the same	14	20.0	4	13.8	10	24.4
Moderately weaker	27	38.6	11	37.9	16	39.0
Substantially weaker	11	15.7	4	13.8	7	17.1
Total	70	100	29	100	41	100

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 Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	76.2	12	80.0	4	66.7
Somewhat important	4	19.0	2	13.3	2	33.3
Very important	1	4.8	1	6.7	0	0.0
Total	21	100	15	100	6	100

#### b. Customer accounts receivable financing needs increased

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	66.7	10	66.7	4	66.7
Somewhat important	5	23.8	3	20.0	2	33.3
Very important	2	9.5	2	13.3	0	0.0
Total	21	100	15	100	6	100

#### c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	90.5	15	100.0	4	66.7
Somewhat important	2	9.5	0	0.0	2	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	15	100	6	100

#### d. Customer internally generated funds decreased

	All Respondents		Large	Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	30.0	4	28.6	2	33.3
Somewhat important	1	5.0	1	7.1	0	0.0
Very important	13	65.0	9	64.3	4	66.7
Total	20	100	14	100	6	100

#### e. Customer merger or acquisition financing needs increased

	All Resp	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	19	90.5	14	93.3	5	83.3	
Somewhat important	2	9.5	1	6.7	1	16.7	
Very important	0	0.0	0	0.0	0	0.0	
Total	21	100	15	100	6	100	

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

	All Respondents		Large	Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	18	85.7	13	86.7	5	83.3	
Somewhat important	2	9.5	1	6.7	1	16.7	
Very important	1	4.8	1	6.7	0	0.0	
Total	21	100	15	100	6	100	

#### g. Customer precautionary demand for cash and liquidity increased

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	0	0.0	0	0.0	0	0.0
Somewhat important	3	12.5	1	6.2	2	25.0
Very important	21	87.5	15	93.8	6	75.0
Total	24	100	16	100	8	100

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

#### a. Customer inventory financing needs decreased

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	26.3	5	31.2	5	22.7
Somewhat important	17	44.7	5	31.2	12	54.5
Very important	11	28.9	6	37.5	5	22.7
Total	38	100	16	100	22	100

#### b. Customer accounts receivable financing needs decreased

	All Respondents		Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	12	33.3	5	33.3	7	33.3	
Somewhat important	17	47.2	5	33.3	12	57.1	
Very important	7	19.4	5	33.3	2	9.5	
Total	36	100	15	100	21	100	

#### c. Customer investment in plant or equipment decreased

	All Respondents		Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	8	22.2	4	26.7	4	19.0	
Somewhat important	10	27.8	3	20.0	7	33.3	
Very important	18	50.0	8	53.3	10	47.6	
Total	36	100	15	100	21	100	

#### d. Customer internally generated funds increased

	All Resp	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	23	63.9	11	73.3	12	57.1	
Somewhat important	11	30.6	3	20.0	8	38.1	
Very important	2	5.6	1	6.7	1	4.8	
Total	36	100	15	100	21	100	

#### e. Customer merger or acquisition financing needs decreased

	All Respo	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	13	36.1	4	26.7	9	42.9	
Somewhat important	15	41.7	7	46.7	8	38.1	
Very important	8	22.2	4	26.7	4	19.0	
Total	36	100	15	100	21	100	

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

	All Respo	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	29	80.6	13	86.7	16	76.2	
Somewhat important	4	11.1	1	6.7	3	14.3	
Very important	3	8.3	1	6.7	2	9.5	
Total	36	100	15	100	21	100	

g. Customer precautionary demand for cash and liquidity decreased

	All Resp	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Not important	22	59.5	10	66.7	12	54.5	
Somewhat important	12	32.4	4	26.7	8	36.4	
Very important	3	8.1	1	6.7	2	9.1	
Total	37	100	15	100	22	100	

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	3	4.3	1	3.2	2	5.1
The number of inquiries has increased moderately	13	18.6	9	29.0	4	10.3
The number of inquiries has stayed about the same	21	30.0	6	19.4	15	38.5
The number of inquiries has decreased moderately	23	32.9	10	32.3	13	33.3
The number of inquiries has decreased substantially	10	14.3	5	16.1	5	12.8
Total	70	100	31	100	39	100

For this question, 1 respondent answered "My bank does not originate C&I lines of credit."

**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 Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	16	23.5	8	28.6	8	20.0
Tightened somewhat	39	57.4	15	53.6	24	60.0
Remained basically unchanged	13	19.1	5	17.9	8	20.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	28	100	40	100

For this question, 5 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 Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	10	14.1	5	16.1	5	12.5
Tightened somewhat	45	63.4	18	58.1	27	67.5
Remained basically unchanged	16	22.5	8	25.8	8	20.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	31	100	40	100

For this question, 3 respondents answered "My bank does not originate loans secured by nonfarm nonresidential properties."

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 Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	4	5.7	2	6.5	2	5.1
Tightened somewhat	41	58.6	17	54.8	24	61.5
Remained basically unchanged	25	35.7	12	38.7	13	33.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	31	100	39	100

For this question, 3 respondents answered "My bank does not originate loans secured by multifamily residential properties."

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	1	1.4	0	0.0	1	2.4
Moderately stronger	3	4.3	1	3.6	2	4.9
About the same	20	29.0	1	3.6	19	46.3
Moderately weaker	26	37.7	14	50.0	12	29.3
Substantially weaker	19	27.5	12	42.9	7	17.1
Total	69	100	28	100	41	100

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	1	1.4	0	0.0	1	2.5
About the same	20	28.2	3	9.7	17	42.5
Moderately weaker	37	52.1	20	64.5	17	42.5
Substantially weaker	13	18.3	8	25.8	5	12.5
Total	71	100	31	100	40	100

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	0	0.0	0	0.0	0	0.0
Moderately stronger	2	2.8	0	0.0	2	5.0
About the same	26	36.6	8	25.8	18	45.0
Moderately weaker	37	52.1	21	67.7	16	40.0
Substantially weaker	6	8.5	2	6.5	4	10.0
Total	71	100	31	100	40	100

**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 nonjumbo 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 Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	6	9.4	5	20.8	1	2.5
Tightened somewhat	29	45.3	13	54.2	16	40.0
Remained basically unchanged	29	45.3	6	25.0	23	57.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	24	100	40	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 Resp	ondents	Large	Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	6	10.2	3	14.3	3	7.9
Tightened somewhat	25	42.4	12	57.1	13	34.2
Remained basically unchanged	28	47.5	6	28.6	22	57.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	21	100	38	100

For this question, 11 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 Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	9	15.3	5	22.7	4	10.8
Tightened somewhat	26	44.1	12	54.5	14	37.8
Remained basically unchanged	24	40.7	5	22.7	19	51.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	22	100	37	100

For this question, 10 respondents answered "My bank does not originate QM non-jumbo, non-GSEeligible residential mortgages."

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

	All Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	9	14.8	7	30.4	2	5.3
Tightened somewhat	33	54.1	14	60.9	19	50.0
Remained basically unchanged	19	31.1	2	8.7	17	44.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	23	100	38	100

For this question, 9 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 Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	9	15.8	6	25.0	3	9.1
Tightened somewhat	31	54.4	15	62.5	16	48.5
Remained basically unchanged	17	29.8	3	12.5	14	42.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	24	100	33	100

For this question, 13 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 Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	7	12.7	5	22.7	2	6.1
Tightened somewhat	28	50.9	13	59.1	15	45.5
Remained basically unchanged	20	36.4	4	18.2	16	48.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	22	100	33	100

For this question, 15 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:

	All Respo	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Tightened considerably	2	28.6	0	NaN	2	28.6	
Tightened somewhat	1	14.3	0	NaN	1	14.3	
Remained basically unchanged	4	57.1	0	NaN	4	57.1	
Eased somewhat	0	0.0	0	NaN	0	0.0	
Eased considerably	0	0.0	0	NaN	0	0.0	
Total	7	100	0	100	7	100	

For this question, 63 respondents answered "My bank does not originate subprime residential mortgages."

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.)

	All Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	15	23.8	3	13.0	12	30.0
Moderately stronger	25	39.7	12	52.2	13	32.5
About the same	15	23.8	2	8.7	13	32.5
Moderately weaker	7	11.1	5	21.7	2	5.0
Substantially weaker	1	1.6	1	4.3	0	0.0
Total	63	100	23	100	40	100

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

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

	All Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	9	15.5	4	19.0	5	13.5
Moderately stronger	14	24.1	6	28.6	8	21.6
About the same	24	41.4	5	23.8	19	51.4
Moderately weaker	9	15.5	4	19.0	5	13.5
Substantially weaker	2	3.4	2	9.5	0	0.0
Total	58	100	21	100	37	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	8	13.3	3	13.6	5	13.2
Moderately stronger	16	26.7	7	31.8	9	23.7
About the same	25	41.7	5	22.7	20	52.6
Moderately weaker	10	16.7	6	27.3	4	10.5
Substantially weaker	1	1.7	1	4.5	0	0.0
Total	60	100	22	100	38	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	6	9.8	4	17.4	2	5.3
Moderately stronger	21	34.4	9	39.1	12	31.6
About the same	21	34.4	2	8.7	19	50.0
Moderately weaker	12	19.7	7	30.4	5	13.2
Substantially weaker	1	1.6	1	4.3	0	0.0
Total	61	100	23	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	5	8.8	2	8.3	3	9.1
Moderately stronger	17	29.8	9	37.5	8	24.2
About the same	24	42.1	5	20.8	19	57.6
Moderately weaker	9	15.8	7	29.2	2	6.1
Substantially weaker	2	3.5	1	4.2	1	3.0
Total	57	100	24	100	33	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	4	7.4	2	9.1	2	6.2
Moderately stronger	16	29.6	8	36.4	8	25.0
About the same	25	46.3	6	27.3	19	59.4
Moderately weaker	7	13.0	5	22.7	2	6.2
Substantially weaker	2	3.7	1	4.5	1	3.1
Total	54	100	22	100	32	100

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

	All Respondents		Large	Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Substantially stronger	0	0.0	0	NaN	0	0.0	
Moderately stronger	2	28.6	0	NaN	2	28.6	
About the same	4	57.1	0	NaN	4	57.1	
Moderately weaker	1	14.3	0	NaN	1	14.3	
Substantially weaker	0	0.0	0	NaN	0	0.0	
Total	7	100	0	100	7	100	

**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 Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	11	17.2	9	36.0	2	5.1
Tightened somewhat	31	48.4	14	56.0	17	43.6
Remained basically unchanged	21	32.8	2	8.0	19	48.7
Eased somewhat	1	1.6	0	0.0	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	25	100	39	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	20	31.2	7	28.0	13	33.3	
About the same	20	31.2	5	20.0	15	38.5	
Moderately weaker	18	28.1	8	32.0	10	25.6	
Substantially weaker	6	9.4	5	20.0	1	2.6	
Total	64	100	25	100	39	100	

**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 Respo	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much more willing	0	0.0	0	0.0	0	0.0
Somewhat more willing	0	0.0	0	0.0	0	0.0
About unchanged	36	59.0	8	34.8	28	73.7
Somewhat less willing	22	36.1	12	52.2	10	26.3
Much less willing	3	4.9	3	13.0	0	0.0
Total	61	100	23	100	38	100

For this question, 11 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 Resp	All Respondents		Banks	Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	14	30.4	11	44.0	3	14.3
Tightened somewhat	19	41.3	12	48.0	7	33.3
Remained basically unchanged	13	28.3	2	8.0	11	52.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100	25	100	21	100

For this question, 24 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 Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	9	16.1	6	31.6	3	8.1
Tightened somewhat	22	39.3	10	52.6	12	32.4
Remained basically unchanged	25	44.6	3	15.8	22	59.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	100

For this question, 14 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 Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	7	11.5	5	21.7	2	5.3
Tightened somewhat	30	49.2	14	60.9	16	42.1
Remained basically unchanged	24	39.3	4	17.4	20	52.6
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	23	100	38	100

For this question, 10 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 Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	7	15.6	4	16.7	3	14.3
Tightened somewhat	20	44.4	14	58.3	6	28.6
Remained basically unchanged	18	40.0	6	25.0	12	57.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	8.9	1	4.2	3	14.3
Remained basically unchanged	40	88.9	23	95.8	17	81.0
Eased somewhat	1	2.2	0	0.0	1	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	100

#### 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	1	2.2	0	0.0	1	4.8
Remained basically unchanged	39	86.7	21	87.5	18	85.7
Eased somewhat	3	6.7	2	8.3	1	4.8
Eased considerably	2	4.4	1	4.2	1	4.8
Total	45	100	24	100	21	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	14	31.1	10	41.7	4	19.0
Tightened somewhat	14	31.1	10	41.7	4	19.0
Remained basically unchanged	17	37.8	4	16.7	13	61.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	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	8	17.8	6	25.0	2	9.5
Tightened somewhat	14	31.1	9	37.5	5	23.8
Remained basically unchanged	23	51.1	9	37.5	14	66.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	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	2	3.7	0	0.0	2	5.7
Tightened somewhat	7	13.0	4	21.1	3	8.6
Remained basically unchanged	44	81.5	15	78.9	29	82.9
Eased somewhat	1	1.9	0	0.0	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	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 Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.8	0	0.0	1	2.8
Tightened somewhat	22	40.0	13	68.4	9	25.0
Remained basically unchanged	30	54.5	6	31.6	24	66.7
Eased somewhat	2	3.6	0	0.0	2	5.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	19	100	36	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	3	5.5	1	5.3	2	5.6
Tightened somewhat	12	21.8	6	31.6	6	16.7
Remained basically unchanged	40	72.7	12	63.2	28	77.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	19	100	36	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	5	9.1	1	5.3	4	11.1
Tightened somewhat	20	36.4	14	73.7	6	16.7
Remained basically unchanged	30	54.5	4	21.1	26	72.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	19	100	36	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	5	9.3	3	15.8	2	5.7
Tightened somewhat	15	27.8	6	31.6	9	25.7
Remained basically unchanged	34	63.0	10	52.6	24	68.6
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	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	7	11.7	3	13.0	4	10.8
Remained basically unchanged	53	88.3	20	87.0	33	89.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	23	100	37	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	14	23.3	7	30.4	7	18.9
Remained basically unchanged	42	70.0	15	65.2	27	73.0
Eased somewhat	4	6.7	1	4.3	3	8.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	23	100	37	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	10	16.7	4	17.4	6	16.2
Remained basically unchanged	50	83.3	19	82.6	31	83.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	23	100	37	100

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

	All Respo	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	3	5.0	2	8.7	1	2.7
Tightened somewhat	23	38.3	13	56.5	10	27.0
Remained basically unchanged	34	56.7	8	34.8	26	70.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	23	100	37	100

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

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	8.3	4	17.4	1	2.7
Tightened somewhat	17	28.3	7	30.4	10	27.0
Remained basically unchanged	38	63.3	12	52.2	26	70.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	23	100	37	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	1	2.2	0	0.0	1	4.8	
About the same	14	30.4	2	8.0	12	57.1	
Moderately weaker	16	34.8	12	48.0	4	19.0	
Substantially weaker	15	32.6	11	44.0	4	19.0	
Total	46	100	25	100	21	100	

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

	All Resp	All Respondents		Banks	Other Banks		
	Banks	Percent	Banks	Percent	Banks	Percent	
Substantially stronger	3	5.5	0	0.0	3	8.3	
Moderately stronger	4	7.3	2	10.5	2	5.6	
About the same	14	25.5	2	10.5	12	33.3	
Moderately weaker	28	50.9	13	68.4	15	41.7	
Substantially weaker	6	10.9	2	10.5	4	11.1	
Total	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	8	13.1	4	17.4	4	10.5	
About the same	19	31.1	4	17.4	15	39.5	
Moderately weaker	27	44.3	10	43.5	17	44.7	
Substantially weaker	7	11.5	5	21.7	2	5.3	
Total	61	100	23	100	38	100	

**Question 27** asks you to describe the current level of lending standards at your bank relative to the range of standards that has prevailed between 2005 and the present, a period which likely encompasses a wide range of standards as seen over a credit cycle. For each of the loan categories listed below, please use as reference points the points at which standards at your bank were tightest (most restrictive or least accommodative) and easiest (most accommodative or least restrictive) during this period.

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range? (Please respond using the following scale: **1** = **near the easiest level that standards have been during this period**, **2** = **significantly easier than the midpoint that standards have been during this period**, **4** = **near the midpoint that standards have been during this period**, **4** = **near the midpoint that standards have been during this period**, **6** = **significantly tighter than the midpoint that standards have been during this period**, **7** = **near the tightest level that standards have been during this period**.) If a different time frame (other than between 2005 and the present) would better encompass the most recent period over which your bank's standards have spanned the range of easiest to tightest, please indicate that reference range in the comment box below.

#### A. C&I loans or credit lines:

a. Syndicated or club loans (large loans originated by a group of relationship lenders) to investmentgrade firms (or unrated firms of similar creditworthiness)

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	3	4.8	2	6.7	1	3.0
Near the midpoint	22	34.9	12	40.0	10	30.3
Somewhat tighter than the midpoint	23	36.5	14	46.7	9	27.3
Significantly tighter than the midpoint	13	20.6	2	6.7	11	33.3
Near the tightest level	2	3.2	0	0.0	2	6.1
Total	63	100	30	100	33	100

b. Syndicated or club loans to below-investment-grade firms (or unrated firms of similar creditworthiness)

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	3	4.8	2	6.9	1	3.0
Near the midpoint	10	16.1	5	17.2	5	15.2
Somewhat tighter than the midpoint	21	33.9	14	48.3	7	21.2
Significantly tighter than the midpoint	18	29.0	6	20.7	12	36.4
Near the tightest level	10	16.1	2	6.9	8	24.2
Total	62	100	29	100	33	100

#### c. Non-syndicated loans to large and middle-market firms (annual sales of \$50 million or more)

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	3.0	1	3.3	1	2.8
Near the midpoint	17	25.8	6	20.0	11	30.6
Somewhat tighter than the midpoint	37	56.1	19	63.3	18	50.0
Significantly tighter than the midpoint	8	12.1	4	13.3	4	11.1
Near the tightest level	2	3.0	0	0.0	2	5.6
Total	66	100	30	100	36	100

#### d. Non-syndicated loans to small firms (annual sales of less than \$50 million)

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	3	4.6	0	0.0	3	8.6
Near the midpoint	17	26.2	9	30.0	8	22.9
Somewhat tighter than the midpoint	34	52.3	16	53.3	18	51.4
Significantly tighter than the midpoint	8	12.3	4	13.3	4	11.4
Near the tightest level	3	4.6	1	3.3	2	5.7
Total	65	100	30	100	35	100

## e. Loans to very small firms (annual sales of less than \$5 million)

	All Resp	ondents	Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	3	4.8	1	3.7	2	5.6
Near the midpoint	21	33.3	9	33.3	12	33.3
Somewhat tighter than the midpoint	27	42.9	12	44.4	15	41.7
Significantly tighter than the midpoint	9	14.3	4	14.8	5	13.9
Near the tightest level	3	4.8	1	3.7	2	5.6
Total	63	100	27	100	36	100

#### B. Loans or credit lines secured by commercial real estate:

#### a. For construction and land development purposes

	All Resp	ondents	Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	3.0	1	3.4	1	2.6
Near the midpoint	12	17.9	1	3.4	11	28.9
Somewhat tighter than the midpoint	22	32.8	10	34.5	12	31.6
Significantly tighter than the midpoint	24	35.8	13	44.8	11	28.9
Near the tightest level	7	10.4	4	13.8	3	7.9
Total	67	100	29	100	38	100

#### b. Secured by nonfarm nonresidential properties

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	2.9	1	3.3	1	2.6
Near the midpoint	9	13.2	2	6.7	7	18.4
Somewhat tighter than the midpoint	37	54.4	16	53.3	21	55.3
Significantly tighter than the midpoint	14	20.6	8	26.7	6	15.8
Near the tightest level	6	8.8	3	10.0	3	7.9
Total	68	100	30	100	38	100

#### c. Secured by multifamily residential properties

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	2.9	1	3.3	1	2.6
Near the midpoint	15	22.1	6	20.0	9	23.7
Somewhat tighter than the midpoint	31	45.6	14	46.7	17	44.7
Significantly tighter than the midpoint	16	23.5	7	23.3	9	23.7
Near the tightest level	4	5.9	2	6.7	2	5.3
Total	68	100	30	100	38	100

C. Loans or credit lines secured by residential real estate (For the jumbo category, consider residential real estate loans that have balances that are above the conforming loan limits announced by the FHFA. For remaining categories, please refer to the definitions of residential real estate loan categories stated in questions 13-14):

#### a. GSE-eligible residential mortgage loans

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	4	7.0	0	0.0	4	11.4
Near the midpoint	24	42.1	7	31.8	17	48.6
Somewhat tighter than the midpoint	23	40.4	11	50.0	12	34.3
Significantly tighter than the midpoint	3	5.3	2	9.1	1	2.9
Near the tightest level	3	5.3	2	9.1	1	2.9
Total	57	100	22	100	35	100

#### b. Government residential mortgage loans

	All Resp	ondents	Large Banks		Other E	Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	5	9.1	1	4.8	4	11.8
Near the midpoint	27	49.1	12	57.1	15	44.1
Somewhat tighter than the midpoint	19	34.5	6	28.6	13	38.2
Significantly tighter than the midpoint	2	3.6	1	4.8	1	2.9
Near the tightest level	2	3.6	1	4.8	1	2.9
Total	55	100	21	100	34	100

#### c. Jumbo residential mortgage loans

	All Respondents		Large Banks		Other I	Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	3.3	0	0.0	2	5.7
Near the midpoint	19	31.7	5	20.0	14	40.0
Somewhat tighter than the midpoint	28	46.7	13	52.0	15	42.9
Significantly tighter than the midpoint	7	11.7	4	16.0	3	8.6
Near the tightest level	4	6.7	3	12.0	1	2.9
Total	60	100	25	100	35	100

#### d. Revolving home equity lines of credit

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	1	1.7	0	0.0	1	2.9
Near the midpoint	17	28.8	3	12.0	14	41.2
Somewhat tighter than the midpoint	26	44.1	11	44.0	15	44.1
Significantly tighter than the midpoint	8	13.6	5	20.0	3	8.8
Near the tightest level	7	11.9	6	24.0	1	2.9
Total	59	100	25	100	34	100

D. Consumer lending (please use your bank's own categorization for credit quality segments):

a. Credit card loans or lines of credit to prime borrowers

	All Resp	ondents	Large Banks		Other E	Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	3.6	1	4.0	1	3.3
Near the midpoint	21	38.2	6	24.0	15	50.0
Somewhat tighter than the midpoint	20	36.4	9	36.0	11	36.7
Significantly tighter than the midpoint	4	7.3	2	8.0	2	6.7
Near the tightest level	8	14.5	7	28.0	1	3.3
Total	55	100	25	100	30	100

b. Credit card loans or lines of credit to subprime borrowers

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	4.8	1	6.7	1	3.7
Near the midpoint	14	33.3	2	13.3	12	44.4
Somewhat tighter than the midpoint	2	4.8	1	6.7	1	3.7
Significantly tighter than the midpoint	6	14.3	4	26.7	2	7.4
Near the tightest level	18	42.9	7	46.7	11	40.7
Total	42	100	15	100	27	100

### c. Auto loans to prime borrowers

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	4	7.7	3	15.0	1	3.1
Near the midpoint	20	38.5	4	20.0	16	50.0
Somewhat tighter than the midpoint	23	44.2	9	45.0	14	43.8
Significantly tighter than the midpoint	1	1.9	1	5.0	0	0.0
Near the tightest level	4	7.7	3	15.0	1	3.1
Total	52	100	20	100	32	100

#### d. Auto loans to subprime borrowers

	All Resp	All Respondents		Large Banks		Banks
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	1	2.9	0	0.0	1	4.0
Near the midpoint	12	35.3	2	22.2	10	40.0
Somewhat tighter than the midpoint	4	11.8	1	11.1	3	12.0
Significantly tighter than the midpoint	4	11.8	3	33.3	1	4.0
Near the tightest level	13	38.2	3	33.3	10	40.0
Total	34	100	9	100	25	100

#### e. Consumer loans other than credit card and auto loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Near the easiest level	0	0.0	0	0.0	0	0.0
Significantly easier than the midpoint	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	1	1.8	0	0.0	1	3.1
Near the midpoint	20	36.4	5	21.7	15	46.9
Somewhat tighter than the midpoint	22	40.0	10	43.5	12	37.5
Significantly tighter than the midpoint	6	10.9	3	13.0	3	9.4
Near the tightest level	6	10.9	5	21.7	1	3.1
Total	55	100	23	100	32	100

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 March 31, 2020. The combined assets of the 33 large banks totaled \$11.9 trillion, compared to \$12.7 trillion for the entire panel of 75 banks, and \$17.1 trillion for all domestically chartered, federally insured commercial banks. Return to text

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