Table 1

Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Large Banks in the United States [1]

(Status of Policy as of October 2017)

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	65	91.5	36	87.8	29	96.7
Eased somewhat	6	8.5	5	12.2	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	41	100	30	100

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	62	91.2	33	86.8	29	96.7
Eased somewhat	6	8.8	5	13.2	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	38	100	30	100

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	80.0	30	75.0	26	86.7
Eased somewhat	14	20.0	10	25.0	4	13.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	2.5	1	3.3
Remained basically unchanged	64	91.4	38	95.0	26	86.7
Eased somewhat	4	5.7	1	2.5	3	10.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	3	4.3	2	5.0	1	3.3
Remained basically unchanged	57	81.4	30	75.0	27	90.0
Eased somewhat	10	14.3	8	20.0	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	4	5.7	2	5.0	2	6.7
Remained basically unchanged	43	61.4	21	52.5	22	73.3
Eased somewhat	23	32.9	17	42.5	6	20.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	4	5.8	2	5.1	2	6.7
Remained basically unchanged	60	87.0	32	82.1	28	93.3
Eased somewhat	5	7.2	5	12.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	39	100	30	100

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	2.5	1	3.3
Remained basically unchanged	58	82.9	31	77.5	27	90.0
Eased somewhat	10	14.3	8	20.0	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	69	98.6	40	100.0	29	96.7
Eased somewhat	1	1.4	0	0.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	1	1.4	0	0.0	1	3.3
Remained basically unchanged	57	82.6	32	82.1	25	83.3
Eased somewhat	9	13.0	7	17.9	2	6.7
Eased considerably	2	2.9	0	0.0	2	6.7
Total	69	100	39	100	30	100

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	1	1.5	0	0.0	1	3.3
Remained basically unchanged	60	89.6	34	91.9	26	86.7
Eased somewhat	6	9.0	3	8.1	3	10.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	3	4.5	1	2.7	2	6.7
Remained basically unchanged	60	89.6	33	89.2	27	90.0
Eased somewhat	4	6.0	3	8.1	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	4	6.0	3	8.1	1	3.3
Remained basically unchanged	56	83.6	29	78.4	27	90.0
Eased somewhat	7	10.4	5	13.5	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	5	7.5	3	8.1	2	6.7
Remained basically unchanged	44	65.7	22	59.5	22	73.3
Eased somewhat	18	26.9	12	32.4	6	20.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	5	7.5	3	8.1	2	6.7
Remained basically unchanged	60	89.6	32	86.5	28	93.3
Eased somewhat	2	3.0	2	5.4	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	3.0	1	2.7	1	3.3
Remained basically unchanged	58	86.6	31	83.8	27	90.0
Eased somewhat	7	10.4	5	13.5	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	66	98.5	37	100.0	29	96.7
Eased somewhat	1	1.5	0	0.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	37	100	30	100

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	1	1.5	0	0.0	1	3.3
Remained basically unchanged	57	86.4	32	88.9	25	83.3
Eased somewhat	6	9.1	4	11.1	2	6.7
Eased considerably	2	3.0	0	0.0	2	6.7
Total	66	100	36	100	30	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	8	80.0	5	100.0	3	60.0
Somewhat important	1	10.0	0	0.0	1	20.0
Very important	1	10.0	0	0.0	1	20.0
Total	10	100	5	100	5	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	30.0	2	40.0	1	20.0
Somewhat important	5	50.0	3	60.0	2	40.0
Very important	2	20.0	0	0.0	2	40.0
Total	10	100	5	100	5	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	66.7	4	80.0	2	50.0
Somewhat important	3	33.3	1	20.0	2	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	9	100	5	100	4	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	5	50.0	3	60.0	2	40.0
Somewhat important	4	40.0	2	40.0	2	40.0
Very important	1	10.0	0	0.0	1	20.0
Total	10	100	5	100	5	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	80.0	5	100.0	3	60.0
Somewhat important	1	10.0	0	0.0	1	20.0
Very important	1	10.0	0	0.0	1	20.0
Total	10	100	5	100	5	100

f. Decreased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	70.0	4	80.0	3	60.0
Somewhat important	3	30.0	1	20.0	2	40.0
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	5	100	5	100

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	7	70.0	5	100.0	2	40.0
Somewhat important	2	20.0	0	0.0	2	40.0
Very important	1	10.0	0	0.0	1	20.0
Total	10	100	5	100	5	100

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	5	45.5	4	80.0	1	16.7
Somewhat important	2	18.2	0	0.0	2	33.3
Very important	4	36.4	1	20.0	3	50.0
Total	11	100	5	100	6	100

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	22	84.6	16	88.9	6	75.0
Somewhat important	3	11.5	2	11.1	1	12.5
Very important	1	3.8	0	0.0	1	12.5
Total	26	100	18	100	8	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	72.0	14	77.8	4	57.1
Somewhat important	6	24.0	3	16.7	3	42.9
Very important	1	4.0	1	5.6	0	0.0
Total	25	100	18	100	7	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	22	88.0	15	88.2	7	87.5
Somewhat important	2	8.0	1	5.9	1	12.5
Very important	1	4.0	1	5.9	0	0.0
Total	25	100	17	100	8	100

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	4	13.8	2	10.0	2	22.2
Somewhat important	11	37.9	8	40.0	3	33.3
Very important	14	48.3	10	50.0	4	44.4
Total	29	100	20	100	9	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	73.1	13	72.2	6	75.0
Somewhat important	7	26.9	5	27.8	2	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	26	100	18	100	8	100

f. Increased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	80.8	13	72.2	8	100.0
Somewhat important	5	19.2	5	27.8	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	26	100	18	100	8	100

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	23	92.0	16	94.1	7	87.5
Somewhat important	2	8.0	1	5.9	1	12.5
Very important	0	0.0	0	0.0	0	0.0
Total	25	100	17	100	8	100

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	23	92.0	17	94.4	6	85.7
Somewhat important	2	8.0	1	5.6	1	14.3
Very important	0	0.0	0	0.0	0	0.0
Total	25	100	18	100	7	100

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	14.1	8	19.5	2	6.7
About the same	43	60.6	23	56.1	20	66.7
Moderately weaker	18	25.4	10	24.4	8	26.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	71	100	41	100	30	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	1	1.5	0	0.0	1	3.3
Moderately stronger	9	13.2	8	21.1	1	3.3
About the same	46	67.6	24	63.2	22	73.3
Moderately weaker	12	17.6	6	15.8	6	20.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	68	100	38	100	30	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 Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	33.3	4	40.0	0	0.0
Somewhat important	7	58.3	5	50.0	2	100.0
Very important	1	8.3	1	10.0	0	0.0
Total	12	100	10	100	2	100

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	25.0	3	30.0	0	0.0
Somewhat important	8	66.7	6	60.0	2	100.0
Very important	1	8.3	1	10.0	0	0.0
Total	12	100	10	100	2	100

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	16.7	2	20.0	0	0.0
Somewhat important	8	66.7	7	70.0	1	50.0
Very important	2	16.7	1	10.0	1	50.0
Total	12	100	10	100	2	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	72.7	7	77.8	1	50.0
Somewhat important	1	9.1	1	11.1	0	0.0
Very important	2	18.2	1	11.1	1	50.0
Total	11	100	9	100	2	100

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	25.0	2	20.0	1	50.0
Somewhat important	6	50.0	5	50.0	1	50.0
Very important	3	25.0	3	30.0	0	0.0
Total	12	100	10	100	2	100

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	8	72.7	7	77.8	1	50.0
Somewhat important	2	18.2	2	22.2	0	0.0
Very important	1	9.1	0	0.0	1	50.0
Total	11	100	9	100	2	100

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	63.6	7	77.8	0	0.0
Somewhat important	3	27.3	1	11.1	2	100.0
Very important	1	9.1	1	11.1	0	0.0
Total	11	100	9	100	2	100

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	6	37.5	3	33.3	3	42.9
Somewhat important	10	62.5	6	66.7	4	57.1
Very important	0	0.0	0	0.0	0	0.0
Total	16	100	9	100	7	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	40.0	3	33.3	3	50.0
Somewhat important	9	60.0	6	66.7	3	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	15	100	9	100	6	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	25.0	2	22.2	2	28.6
Somewhat important	12	75.0	7	77.8	5	71.4
Very important	0	0.0	0	0.0	0	0.0
Total	16	100	9	100	7	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	53.3	5	55.6	3	50.0
Somewhat important	6	40.0	4	44.4	2	33.3
Very important	1	6.7	0	0.0	1	16.7
Total	15	100	9	100	6	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	6	37.5	3	30.0	3	50.0
Somewhat important	9	56.2	6	60.0	3	50.0
Very important	1	6.2	1	10.0	0	0.0
Total	16	100	10	100	6	100

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	10	62.5	7	70.0	3	50.0
Somewhat important	5	31.2	3	30.0	2	33.3
Very important	1	6.2	0	0.0	1	16.7
Total	16	100	10	100	6	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	80.0	7	77.8	5	83.3
Somewhat important	2	13.3	2	22.2	0	0.0
Very important	1	6.7	0	0.0	1	16.7
Total	15	100	9	100	6	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	0	0.0	0	0.0	0	0.0
The number of inquiries has increased moderately	14	20.3	9	22.5	5	17.2
The number of inquiries has stayed about the same	42	60.9	23	57.5	19	65.5
The number of inquiries has decreased moderately	13	18.8	8	20.0	5	17.2
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
Total	69	100	40	100	29	100

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	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	7.1	2	5.0	3	10.0
Remained basically unchanged	62	88.6	36	90.0	26	86.7
Eased somewhat	3	4.3	2	5.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	100

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	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.6	2	4.9	2	6.7
Remained basically unchanged	66	93.0	39	95.1	27	90.0
Eased somewhat	1	1.4	0	0.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	41	100	30	100

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	1	2.4	0	0.0
Tightened somewhat	16	22.2	6	14.3	10	33.3
Remained basically unchanged	54	75.0	34	81.0	20	66.7
Eased somewhat	1	1.4	1	2.4	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	42	100	30	100

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	10	14.3	5	12.5	5	16.7
About the same	43	61.4	22	55.0	21	70.0
Moderately weaker	17	24.3	13	32.5	4	13.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	70	100	40	100	30	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	7	9.9	4	9.8	3	10.0
About the same	53	74.6	28	68.3	25	83.3
Moderately weaker	11	15.5	9	22.0	2	6.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	71	100	41	100	30	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	5	6.9	3	7.1	2	6.7
About the same	49	68.1	25	59.5	24	80.0
Moderately weaker	18	25.0	14	33.3	4	13.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	72	100	42	100	30	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 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	88.9	28	84.8	28	93.3
Eased somewhat	6	9.5	5	15.2	1	3.3
Eased considerably	1	1.6	0	0.0	1	3.3
Total	63	100	33	100	30	100

For this question, 4 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	60	98.4	32	97.0	28	100.0
Eased somewhat	1	1.6	1	3.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	33	100	28	100

For this question, 6 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	58	95.1	32	94.1	26	96.3
Eased somewhat	3	4.9	2	5.9	1	3.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	34	100	27	100

For this question, 7 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	1	1.5	1	2.9	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	90.8	31	88.6	28	93.3
Eased somewhat	5	7.7	3	8.6	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	35	100	30	100

For this question, 3 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	1	1.8	1	2.9	0	0.0
Tightened somewhat	2	3.6	1	2.9	1	4.8
Remained basically unchanged	49	89.1	31	91.2	18	85.7
Eased somewhat	3	5.5	1	2.9	2	9.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	34	100	21	100

For this question, 12 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	0	0.0	1	4.5
Remained basically unchanged	52	92.9	33	97.1	19	86.4
Eased somewhat	3	5.4	1	2.9	2	9.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	34	100	22	100

For this question, 12 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 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	25.0	0	0.0	1	50.0
Remained basically unchanged	3	75.0	2	100.0	1	50.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	4	100	2	100	2	100

For this question, 62 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.)

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	7	11.1	4	12.1	3	10.0
About the same	40	63.5	19	57.6	21	70.0
Moderately weaker	15	23.8	10	30.3	5	16.7
Substantially weaker	1	1.6	0	0.0	1	3.3
Total	63	100	33	100	30	100

For this question, 5 respondents answered "My bank does not originate GSE-eligible residential mortgages."

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	4	6.7	3	9.4	1	3.6
About the same	45	75.0	24	75.0	21	75.0
Moderately weaker	10	16.7	5	15.6	5	17.9
Substantially weaker	1	1.7	0	0.0	1	3.6
Total	60	100	32	100	28	100

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

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	3.3	1	2.9	1	3.7
About the same	47	77.0	27	79.4	20	74.1
Moderately weaker	12	19.7	6	17.6	6	22.2
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	61	100	34	100	27	100

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

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	1	1.6	1	2.9	0	0.0
Moderately stronger	5	7.8	4	11.4	1	3.4
About the same	45	70.3	21	60.0	24	82.8
Moderately weaker	13	20.3	9	25.7	4	13.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	64	100	35	100	29	100

For this question, 3 respondents answered "My bank does not originate QM jumbo residential mortgages."

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	5.4	2	5.9	1	4.5
About the same	42	75.0	23	67.6	19	86.4
Moderately weaker	11	19.6	9	26.5	2	9.1
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100	34	100	22	100

For this question, 12 respondents answered "My bank does not originate non-QM jumbo residential mortgages."

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	5.4	1	2.9	2	9.1
About the same	44	78.6	27	79.4	17	77.3
Moderately weaker	9	16.1	6	17.6	3	13.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100	34	100	22	100

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

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	0.0	0	0.0
Moderately stronger	1	25.0	0	0.0	1	50.0
About the same	3	75.0	2	100.0	1	50.0
Moderately weaker	0	0.0	0	0.0	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	4	100	2	100	2	100

For this question, 64 respondents answered "My bank does not originate subprime residential mortgages."

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	1	1.5	0	0.0	1	3.4
Remained basically unchanged	62	95.4	35	97.2	27	93.1
Eased somewhat	2	3.1	1	2.8	1	3.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	36	100	29	100

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	6	9.2	3	8.3	3	10.3
About the same	48	73.8	26	72.2	22	75.9
Moderately weaker	11	16.9	7	19.4	4	13.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	65	100	36	100	29	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 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	10	15.6	6	17.1	4	13.8
About unchanged	53	82.8	28	80.0	25	86.2
Somewhat less willing	1	1.6	1	2.9	0	0.0
Much less willing	0	0.0	0	0.0	0	0.0
Total	64	100	35	100	29	100

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	1	1.8	0	0.0	1	5.0
Tightened somewhat	8	14.5	7	20.0	1	5.0
Remained basically unchanged	42	76.4	25	71.4	17	85.0
Eased somewhat	4	7.3	3	8.6	1	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	35	100	20	100

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	6	9.8	4	12.1	2	7.1
Remained basically unchanged	55	90.2	29	87.9	26	92.9
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	33	100	28	100

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	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	1	2.9	0	0.0
Remained basically unchanged	60	95.2	33	97.1	27	93.1
Eased somewhat	2	3.2	0	0.0	2	6.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	34	100	29	100

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	5	9.6	5	14.7	0	0.0
Remained basically unchanged	43	82.7	26	76.5	17	94.4
Eased somewhat	4	7.7	3	8.8	1	5.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	52	100	34	100	18	100

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	3	5.9	2	5.9	1	5.9
Remained basically unchanged	47	92.2	32	94.1	15	88.2
Eased somewhat	1	2.0	0	0.0	1	5.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	34	100	17	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	2.0	1	3.0	0	0.0
Remained basically unchanged	50	98.0	32	97.0	18	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	33	100	18	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	1	1.9	0	0.0	1	5.6
Tightened somewhat	6	11.5	5	14.7	1	5.6
Remained basically unchanged	42	80.8	26	76.5	16	88.9
Eased somewhat	3	5.8	3	8.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	52	100	34	100	18	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	1	1.9	1	2.9	0	0.0
Tightened somewhat	5	9.6	3	8.8	2	11.1
Remained basically unchanged	45	86.5	29	85.3	16	88.9
Eased somewhat	1	1.9	1	2.9	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	52	100	34	100	18	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	3	5.0	2	6.1	1	3.7
Remained basically unchanged	54	90.0	29	87.9	25	92.6
Eased somewhat	3	5.0	2	6.1	1	3.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	33	100	27	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	1	1.7	1	3.0	0	0.0
Tightened somewhat	8	13.3	5	15.2	3	11.1
Remained basically unchanged	50	83.3	27	81.8	23	85.2
Eased somewhat	1	1.7	0	0.0	1	3.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	33	100	27	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	4	6.8	3	9.4	1	3.7
Remained basically unchanged	55	93.2	29	90.6	26	96.3
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	32	100	27	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	5.1	2	6.2	1	3.7
Remained basically unchanged	56	94.9	30	93.8	26	96.3
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	32	100	27	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	5	8.3	4	12.1	1	3.7
Remained basically unchanged	55	91.7	29	87.9	26	96.3
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	33	100	27	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	63	100.0	34	100.0	29	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	34	100	29	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	1	1.6	1	2.9	0	0.0
Tightened somewhat	2	3.2	1	2.9	1	3.4
Remained basically unchanged	58	92.1	32	94.1	26	89.7
Eased somewhat	2	3.2	0	0.0	2	6.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	34	100	29	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	61	98.4	34	100.0	27	96.4
Eased somewhat	1	1.6	0	0.0	1	3.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	34	100	28	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	62	100.0	33	100.0	29	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	33	100	29	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	1.6	1	3.0	0	0.0
Remained basically unchanged	61	98.4	32	97.0	29	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	33	100	29	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	5	9.3	4	11.4	1	5.3
About the same	44	81.5	29	82.9	15	78.9
Moderately weaker	4	7.4	2	5.7	2	10.5
Substantially weaker	1	1.9	0	0.0	1	5.3
Total	54	100	35	100	19	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	9	15.0	5	15.2	4	14.8
About the same	45	75.0	26	78.8	19	70.4
Moderately weaker	6	10.0	2	6.1	4	14.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	60	100	33	100	27	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	4	6.3	2	5.9	2	6.9
About the same	55	87.3	31	91.2	24	82.8
Moderately weaker	4	6.3	1	2.9	3	10.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	63	100	34	100	29	100

Questions 27-30 *ask about factors influencing changes in standards and demand for consumer lending at your bank* ***this year*** *to prime and subprime borrowers.*

27. If your bank has **tightened** its credit standards or its terms for **auto or credit card loans to prime or subprime borrowers this year**, how important have been the following reasons for the change? (Please respond to each question as appropriate.)

A. Possible reasons for **tightening** credit standards or terms **this year** on **credit card loans to prime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	15	88.2	11	84.6	4	100.0
Somewhat important	1	5.9	1	7.7	0	0.0
Very important	1	5.9	1	7.7	0	0.0
Total	17	100	13	100	4	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	50.0	6	50.0	2	50.0
Somewhat important	5	31.2	3	25.0	2	50.0
Very important	3	18.8	3	25.0	0	0.0
Total	16	100	12	100	4	100

c. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	47.1	5	38.5	3	75.0
Somewhat important	3	17.6	3	23.1	0	0.0
Very important	6	35.3	5	38.5	1	25.0
Total	17	100	13	100	4	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	31.2	3	25.0	2	50.0
Somewhat important	6	37.5	6	50.0	0	0.0
Very important	5	31.2	3	25.0	2	50.0
Total	16	100	12	100	4	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	93.3	10	90.9	4	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	1	6.7	1	9.1	0	0.0
Total	15	100	11	100	4	100

f. 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	13	81.2	10	83.3	3	75.0
Somewhat important	1	6.2	1	8.3	0	0.0
Very important	2	12.5	1	8.3	1	25.0
Total	16	100	12	100	4	100

B. Possible reasons for **tightening** credit standards or terms **this year** on **credit card loans to subprime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	81.8	6	75.0	3	100.0
Somewhat important	1	9.1	1	12.5	0	0.0
Very important	1	9.1	1	12.5	0	0.0
Total	11	100	8	100	3	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	3	37.5	1	33.3
Somewhat important	5	45.5	3	37.5	2	66.7
Very important	2	18.2	2	25.0	0	0.0
Total	11	100	8	100	3	100

c. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	27.3	1	12.5	2	66.7
Somewhat important	4	36.4	4	50.0	0	0.0
Very important	4	36.4	3	37.5	1	33.3
Total	11	100	8	100	3	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	3	37.5	1	33.3
Somewhat important	1	9.1	1	12.5	0	0.0
Very important	6	54.5	4	50.0	2	66.7
Total	11	100	8	100	3	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	81.8	6	75.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	2	18.2	2	25.0	0	0.0
Total	11	100	8	100	3	100

f. 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	9	81.8	7	87.5	2	66.7
Somewhat important	1	9.1	0	0.0	1	33.3
Very important	1	9.1	1	12.5	0	0.0
Total	11	100	8	100	3	100

C. Possible reasons for **tightening** credit standards or terms **this year** on **auto loans to prime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	81.2	9	75.0	4	100.0
Somewhat important	2	12.5	2	16.7	0	0.0
Very important	1	6.2	1	8.3	0	0.0
Total	16	100	12	100	4	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	35.3	4	36.4	2	33.3
Somewhat important	8	47.1	5	45.5	3	50.0
Very important	3	17.6	2	18.2	1	16.7
Total	17	100	11	100	6	100

c. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	47.1	4	33.3	4	80.0
Somewhat important	4	23.5	4	33.3	0	0.0
Very important	5	29.4	4	33.3	1	20.0
Total	17	100	12	100	5	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	50.0	5	41.7	4	66.7
Somewhat important	5	27.8	4	33.3	1	16.7
Very important	4	22.2	3	25.0	1	16.7
Total	18	100	12	100	6	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	76.5	8	66.7	5	100.0
Somewhat important	3	17.6	3	25.0	0	0.0
Very important	1	5.9	1	8.3	0	0.0
Total	17	100	12	100	5	100

f. 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	10	55.6	6	50.0	4	66.7
Somewhat important	5	27.8	4	33.3	1	16.7
Very important	3	16.7	2	16.7	1	16.7
Total	18	100	12	100	6	100

g. Less favorable or more uncertain expectations regarding collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	22.2	2	16.7	2	33.3
Somewhat important	11	61.1	7	58.3	4	66.7
Very important	3	16.7	3	25.0	0	0.0
Total	18	100	12	100	6	100

h. Lower or more uncertain resale value for these loans in the secondary market

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	62.5	7	63.6	3	60.0
Somewhat important	3	18.8	2	18.2	1	20.0
Very important	3	18.8	2	18.2	1	20.0
Total	16	100	11	100	5	100

D. Possible reasons for **tightening** credit standards or terms **this year** on **auto loans to subprime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	80.0	7	77.8	1	100.0
Somewhat important	1	10.0	1	11.1	0	0.0
Very important	1	10.0	1	11.1	0	0.0
Total	10	100	9	100	1	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	20.0	2	22.2	0	0.0
Somewhat important	5	50.0	5	55.6	0	0.0
Very important	3	30.0	2	22.2	1	100.0
Total	10	100	9	100	1	100

c. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	30.0	3	33.3	0	0.0
Somewhat important	3	30.0	3	33.3	0	0.0
Very important	4	40.0	3	33.3	1	100.0
Total	10	100	9	100	1	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	20.0	2	22.2	0	0.0
Somewhat important	3	30.0	3	33.3	0	0.0
Very important	5	50.0	4	44.4	1	100.0
Total	10	100	9	100	1	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	70.0	6	66.7	1	100.0
Somewhat important	1	10.0	1	11.1	0	0.0
Very important	2	20.0	2	22.2	0	0.0
Total	10	100	9	100	1	100

f. 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	4	40.0	4	44.4	0	0.0
Somewhat important	3	30.0	3	33.3	0	0.0
Very important	3	30.0	2	22.2	1	100.0
Total	10	100	9	100	1	100

g. Less favorable or more uncertain expectations regarding collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	20.0	2	22.2	0	0.0
Somewhat important	4	40.0	4	44.4	0	0.0
Very important	4	40.0	3	33.3	1	100.0
Total	10	100	9	100	1	100

h. Lower or more uncertain resale value for these loans in the secondary market

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	66.7	6	75.0	0	0.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	3	33.3	2	25.0	1	100.0
Total	9	100	8	100	1	100

28. If your bank has **eased** its credit standards or its terms for **auto or credit card loans to prime or subprime borrowers** **this year**, how important have been the following reasons for the change? (Please respond to each question as appropriate.)

A. Possible reasons for **easing** credit standards or terms **this year** on **credit card loans to prime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	55.6	3	50.0	2	66.7
Somewhat important	3	33.3	2	33.3	1	33.3
Very important	1	11.1	1	16.7	0	0.0
Total	9	100	6	100	3	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	44.4	3	50.0	1	33.3
Somewhat important	2	22.2	0	0.0	2	66.7
Very important	3	33.3	3	50.0	0	0.0
Total	9	100	6	100	3	100

c. Improvement or expected improvement in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	44.4	2	33.3	2	66.7
Somewhat important	2	22.2	1	16.7	1	33.3
Very important	3	33.3	3	50.0	0	0.0
Total	9	100	6	100	3	100

d. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	37.5	1	20.0	2	66.7
Somewhat important	2	25.0	1	20.0	1	33.3
Very important	3	37.5	3	60.0	0	0.0
Total	8	100	5	100	3	100

e. More aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	33.3	2	33.3	1	33.3
Somewhat important	5	55.6	3	50.0	2	66.7
Very important	1	11.1	1	16.7	0	0.0
Total	9	100	6	100	3	100

f. Decreased 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	77.8	4	66.7	3	100.0
Somewhat important	1	11.1	1	16.7	0	0.0
Very important	1	11.1	1	16.7	0	0.0
Total	9	100	6	100	3	100

B. Possible reasons for **easing** credit standards or terms **this year** on **credit card loans to subprime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	1	33.3	1	100.0
Somewhat important	1	25.0	1	33.3	0	0.0
Very important	1	25.0	1	33.3	0	0.0
Total	4	100	3	100	1	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	1	33.3	1	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	2	50.0	2	66.7	0	0.0
Total	4	100	3	100	1	100

c. Improvement or expected improvement in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	1	33.3	1	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	2	50.0	2	66.7	0	0.0
Total	4	100	3	100	1	100

d. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	1	33.3	1	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	2	50.0	2	66.7	0	0.0
Total	4	100	3	100	1	100

e. More aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	1	33.3	1	100.0
Somewhat important	1	25.0	1	33.3	0	0.0
Very important	1	25.0	1	33.3	0	0.0
Total	4	100	3	100	1	100

f. Decreased 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	2	50.0	1	33.3	1	100.0
Somewhat important	1	25.0	1	33.3	0	0.0
Very important	1	25.0	1	33.3	0	0.0
Total	4	100	3	100	1	100

C. Possible reasons for **easing** credit standards or terms **this year** on **auto loans to prime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	77.8	3	60.0	4	100.0
Somewhat important	1	11.1	1	20.0	0	0.0
Very important	1	11.1	1	20.0	0	0.0
Total	9	100	5	100	4	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	44.4	1	20.0	3	75.0
Somewhat important	4	44.4	3	60.0	1	25.0
Very important	1	11.1	1	20.0	0	0.0
Total	9	100	5	100	4	100

c. Improvement or expected improvement in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	66.7	2	40.0	4	100.0
Somewhat important	1	11.1	1	20.0	0	0.0
Very important	2	22.2	2	40.0	0	0.0
Total	9	100	5	100	4	100

d. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	44.4	1	20.0	3	75.0
Somewhat important	2	22.2	1	20.0	1	25.0
Very important	3	33.3	3	60.0	0	0.0
Total	9	100	5	100	4	100

e. More aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	4	44.4	2	40.0	2	50.0
Somewhat important	3	33.3	2	40.0	1	25.0
Very important	2	22.2	1	20.0	1	25.0
Total	9	100	5	100	4	100

f. Decreased 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	6	66.7	2	40.0	4	100.0
Somewhat important	2	22.2	2	40.0	0	0.0
Very important	1	11.1	1	20.0	0	0.0
Total	9	100	5	100	4	100

g. More favorable or less uncertain expectations regarding collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	66.7	2	40.0	4	100.0
Somewhat important	2	22.2	2	40.0	0	0.0
Very important	1	11.1	1	20.0	0	0.0
Total	9	100	5	100	4	100

h. Higher or less uncertain resale value for these loans in the secondary market

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	66.7	2	40.0	4	100.0
Somewhat important	2	22.2	2	40.0	0	0.0
Very important	1	11.1	1	20.0	0	0.0
Total	9	100	5	100	4	100

D. Possible reasons for **easing** credit standards or terms **this year** on **auto loans to subprime borrowers:**

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	40.0	2	40.0	0	NaN
Somewhat important	2	40.0	2	40.0	0	NaN
Very important	1	20.0	1	20.0	0	NaN
Total	5	100	5	100	0	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	40.0	2	40.0	0	NaN
Somewhat important	2	40.0	2	40.0	0	NaN
Very important	1	20.0	1	20.0	0	NaN
Total	5	100	5	100	0	100

c. Improvement or expected improvement in the quality of your bank's existing loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	20.0	1	20.0	0	NaN
Somewhat important	2	40.0	2	40.0	0	NaN
Very important	2	40.0	2	40.0	0	NaN
Total	5	100	5	100	0	100

d. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	60.0	3	60.0	0	NaN
Somewhat important	0	0.0	0	0.0	0	NaN
Very important	2	40.0	2	40.0	0	NaN
Total	5	100	5	100	0	100

e. More aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	3	60.0	3	60.0	0	NaN
Somewhat important	1	20.0	1	20.0	0	NaN
Very important	1	20.0	1	20.0	0	NaN
Total	5	100	5	100	0	100

f. Decreased 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	1	25.0	1	25.0	0	NaN
Somewhat important	2	50.0	2	50.0	0	NaN
Very important	1	25.0	1	25.0	0	NaN
Total	4	100	4	100	0	100

g. More favorable or less uncertain expectations regarding collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	2	50.0	0	NaN
Somewhat important	1	25.0	1	25.0	0	NaN
Very important	1	25.0	1	25.0	0	NaN
Total	4	100	4	100	0	100

h. Higher or less uncertain resale value for these loans in the secondary market

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	2	50.0	0	NaN
Somewhat important	1	25.0	1	25.0	0	NaN
Very important	1	25.0	1	25.0	0	NaN
Total	4	100	4	100	0	100

29. If demand for **auto or credit card loans from prime or subprime borrowers** has **strengthened this year**, how important have been the following reasons for the change? (Please respond to each question as appropriate.)

A. Possible reasons for **strengthening** of demand **this year** for **credit card loans to prime borrowers:**

a. Customer confidence improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	38.9	5	41.7	2	33.3
Somewhat important	9	50.0	6	50.0	3	50.0
Very important	2	11.1	1	8.3	1	16.7
Total	18	100	12	100	6	100

b. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	75.0	8	80.0	4	66.7
Somewhat important	3	18.8	2	20.0	1	16.7
Very important	1	6.2	0	0.0	1	16.7
Total	16	100	10	100	6	100

c. Customer ability to manage their debt service burdens improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	44.4	6	50.0	2	33.3
Somewhat important	10	55.6	6	50.0	4	66.7
Very important	0	0.0	0	0.0	0	0.0
Total	18	100	12	100	6	100

d. Customer propensity to fund purchases out of savings or income decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	68.8	6	60.0	5	83.3
Somewhat important	4	25.0	3	30.0	1	16.7
Very important	1	6.2	1	10.0	0	0.0
Total	16	100	10	100	6	100

e. Customer borrowing shifted to your bank from other bank or nonbank sources

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	58.8	7	63.6	3	50.0
Somewhat important	4	23.5	2	18.2	2	33.3
Very important	3	17.6	2	18.2	1	16.7
Total	17	100	11	100	6	100

B. Possible reasons for **strengthening** of demand **this year** for **credit card loans to subprime borrowers:**

a. Customer confidence improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	33.3	2	40.0	0	0.0
Somewhat important	4	66.7	3	60.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

b. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	66.7	3	60.0	1	100.0
Somewhat important	2	33.3	2	40.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

c. Customer ability to manage their debt service burdens improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	50.0	3	60.0	0	0.0
Somewhat important	3	50.0	2	40.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

d. Customer propensity to fund purchases out of savings or income decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	66.7	4	80.0	0	0.0
Somewhat important	2	33.3	1	20.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

e. Customer borrowing shifted to your bank from other bank or nonbank sources

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	33.3	2	40.0	0	0.0
Somewhat important	3	50.0	2	40.0	1	100.0
Very important	1	16.7	1	20.0	0	0.0
Total	6	100	5	100	1	100

C. Possible reasons for **strengthening** of demand **<u>this year</u>** for **auto loans to prime borrowers:**

a. Customer confidence improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	20.0	2	25.0	1	14.3
Somewhat important	9	60.0	5	62.5	4	57.1
Very important	3	20.0	1	12.5	2	28.6
Total	15	100	8	100	7	100

b. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	69.2	4	66.7	5	71.4
Somewhat important	3	23.1	2	33.3	1	14.3
Very important	1	7.7	0	0.0	1	14.3
Total	13	100	6	100	7	100

c. Customer ability to manage their debt service burdens improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	42.9	3	42.9	3	42.9
Somewhat important	8	57.1	4	57.1	4	57.1
Very important	0	0.0	0	0.0	0	0.0
Total	14	100	7	100	7	100

d. Customer propensity to fund purchases out of savings or income decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	46.2	3	50.0	3	42.9
Somewhat important	7	53.8	3	50.0	4	57.1
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	6	100	7	100

e. Customer borrowing shifted to your bank from other bank or nonbank sources

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

D. Possible reasons for **strengthening** of demand **this year** for **auto loans to subprime borrowers:**

a. Customer confidence improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	33.3	2	40.0	0	0.0
Somewhat important	3	50.0	2	40.0	1	100.0
Very important	1	16.7	1	20.0	0	0.0
Total	6	100	5	100	1	100

b. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	50.0	2	40.0	1	100.0
Somewhat important	3	50.0	3	60.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

c. Customer ability to manage their debt service burdens improved

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	66.7	3	60.0	1	100.0
Somewhat important	2	33.3	2	40.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

d. Customer propensity to fund purchases out of savings or income decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	33.3	2	40.0	0	0.0
Somewhat important	4	66.7	3	60.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	5	100	1	100

e. Customer borrowing shifted to your bank from other bank or nonbank sources

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	50.0	3	60.0	0	0.0
Somewhat important	1	16.7	1	20.0	0	0.0
Very important	2	33.3	1	20.0	1	100.0
Total	6	100	5	100	1	100

30. If demand for **auto or credit card loans from prime or subprime borrowers** has **weakened <u>this year</u>,** how important have been the following reasons for the change? (Please respond to each question as appropriate.)

A. Possible reasons for **weakening** of demand **<u>this year</u>** for **credit card loans to prime borrowers:**

a. Customer confidence deteriorated

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	27.3	1	16.7	2	40.0
Somewhat important	6	54.5	4	66.7	2	40.0
Very important	2	18.2	1	16.7	1	20.0
Total	11	100	6	100	5	100

b. General level of interest rates increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	45.5	3	50.0	2	40.0
Somewhat important	4	36.4	2	33.3	2	40.0
Very important	2	18.2	1	16.7	1	20.0
Total	11	100	6	100	5	100

c. Customer ability to manage their debt service burdens deteriorated

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	72.7	5	83.3	3	60.0
Somewhat important	2	18.2	1	16.7	1	20.0
Very important	1	9.1	0	0.0	1	20.0
Total	11	100	6	100	5	100

d. Customer propensity to fund purchases out of savings or income increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	70.0	4	80.0	3	60.0
Somewhat important	2	20.0	1	20.0	1	20.0
Very important	1	10.0	0	0.0	1	20.0
Total	10	100	5	100	5	100

e. Customer borrowing shifted from your bank to other bank or nonbank sources

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	2	33.3	2	40.0
Somewhat important	3	27.3	2	33.3	1	20.0
Very important	4	36.4	2	33.3	2	40.0
Total	11	100	6	100	5	100

B. Possible reasons for **weakening** of demand **this year** for **credit card loans to subprime borrowers:**

a. Customer confidence deteriorated

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

b. General level of interest rates increased

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

c. Customer ability to manage their debt service burdens deteriorated

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

d. Customer propensity to fund purchases out of savings or income increased

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

e. Customer borrowing shifted from your bank to other bank or nonbank sources

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

C. Possible reasons for **weakening** of demand **this year** for **auto loans to prime borrowers:**

a. Customer confidence deteriorated

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	63.6	4	66.7	3	60.0
Somewhat important	2	18.2	1	16.7	1	20.0
Very important	2	18.2	1	16.7	1	20.0
Total	11	100	6	100	5	100

b. General level of interest rates increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	35.7	3	42.9	2	28.6
Somewhat important	6	42.9	3	42.9	3	42.9
Very important	3	21.4	1	14.3	2	28.6
Total	14	100	7	100	7	100

c. Customer ability to manage their debt service burdens deteriorated

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	66.7	5	71.4	3	60.0
Somewhat important	3	25.0	2	28.6	1	20.0
Very important	1	8.3	0	0.0	1	20.0
Total	12	100	7	100	5	100

d. Customer propensity to fund purchases out of savings or income increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	58.3	4	57.1	3	60.0
Somewhat important	4	33.3	3	42.9	1	20.0
Very important	1	8.3	0	0.0	1	20.0
Total	12	100	7	100	5	100

e. Customer borrowing shifted from your bank to other bank or nonbank sources

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	46.2	4	57.1	2	33.3
Somewhat important	3	23.1	1	14.3	2	33.3
Very important	4	30.8	2	28.6	2	33.3
Total	13	100	7	100	6	100

D. Possible reasons for **weakening** of demand **this year** for **auto loans to subprime borrowers:**

a. Customer confidence deteriorated

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	60.0	3	60.0	0	NaN
Somewhat important	1	20.0	1	20.0	0	NaN
Very important	1	20.0	1	20.0	0	NaN
Total	5	100	5	100	0	100

b. General level of interest rates increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	60.0	3	60.0	0	NaN
Somewhat important	2	40.0	2	40.0	0	NaN
Very important	0	0.0	0	0.0	0	NaN
Total	5	100	5	100	0	100

c. Customer ability to manage their debt service burdens deteriorated

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	40.0	2	40.0	0	NaN
Somewhat important	3	60.0	3	60.0	0	NaN
Very important	0	0.0	0	0.0	0	NaN
Total	5	100	5	100	0	100

d. Customer propensity to fund purchases out of savings or income increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	100.0	5	100.0	0	NaN
Somewhat important	0	0.0	0	0.0	0	NaN
Very important	0	0.0	0	0.0	0	NaN
Total	5	100	5	100	0	100

e. Customer borrowing shifted from your bank to other bank or nonbank sources

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	3	60.0	3	60.0	0	NaN
Somewhat important	0	0.0	0	0.0	0	NaN
Very important	2	40.0	2	40.0	0	NaN
Total	5	100	5	100	0	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 $20.5 billion or more as of June 30, 2017. The combined assets of the 42 large banks totaled $10 trillion, compared to $10.3 trillion for the entire panel of 72 banks, and $14.4 trillion for all domestically chartered, federally insured commercial banks.