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TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

Enclosed for distribution to respondents is a national summary of the January 2021 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures:

January 2021 Senior Loan Officer Opinion Survey on Bank Lending Practices

# The January 2021 Senior Loan Officer Opinion Survey on Bank Lending Practices

The January 2021 Senior Loan Officer Opinion Survey on Bank Lending Practices addressed changes in the standards and terms on, and demand for, bank loans to businesses and households over the past three months, which generally correspond to the fourth quarter of 2020.[1]

Regarding loans to businesses, respondents to the January survey indicated that, on balance, they tightened their standards on commercial and industrial (C&I) loans to firms of all sizes, with notable differences in reported changes across bank sizes.[2] Banks reported weaker demand, on balance, for C&I loans to firms of all sizes. Meanwhile, banks tightened standards across all three major commercial real estate (CRE) loan categories—construction and land development loans, nonfarm nonresidential loans, and multifamily loans—over the fourth quarter of 2020, while reporting weaker demand for most CRE loan categories.

For loans to households, banks left standards unchanged across most categories of residential real estate (RRE), while, on net, they eased standards across all three consumer loan categories—credit card loans, auto loans, and other consumer loans—over the fourth quarter of 2020. Banks reported either somewhat strengthening or unchanged demand for most types of RRE loans. Meanwhile, demand for credit card and other consumer loans remained basically unchanged, and demand for auto loans moderately weakened.

In addition, the survey included a set of special questions inquiring about banks' expectations for lending standards, loan demand, and loan performance over 2021. Banks, on balance, reported expecting to tighten standards for most business loans, although responses differed across bank sizes, with the largest banks mostly expecting to ease standards. For household loans, banks of all sizes generally expect to ease standards. Banks expect demand to strengthen and loan performance to deteriorate for most loan categories over 2021. One notable exception is C&I loans to large and middle-market firms, for which banks, on net, expect loan performance to improve.

## Lending to Businesses

(Table 1, questions 1–12; table 2, questions 1–8)

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[1] Responses were received from 75 domestic banks and 22 U.S. branches and agencies of foreign banks. Respondent banks received the survey on December 14, 2020, and responses were due by January 4, 2021. Unless otherwise indicated, this summary refers to the responses of domestic banks.

[2] Large and middle-market firms are defined as firms with annual sales of $50 million or more, and small firms are those with annual sales of less than $50 million. Large banks, defined as those with more than $50 billion in assets, eased C&I lending standards to large and middle-market firms in the fourth quarter.

**Questions on commercial and industrial lending.** Over the fourth quarter of 2020, banks reported having tightened standards for C&I loans to firms of all sizes, with notable differences in reported changes across bank sizes. On net, modest shares of large banks reported having eased standards to large and middle-market firms, while modest shares of large banks reported having tightened standards to small firms.[3] In contrast, moderate shares of small banks reported having tightened their C&I lending standards to firms of all sizes. At the same time, banks either tightened or left unchanged all lending terms on balance.[4] Significant net shares of banks increased the use of interest rate floors for loans to small firms.[5] Foreign banks reported having left standards and nearly all lending terms for C&I loans unchanged.[6]

Major net shares of banks that reported tightening standards or terms cited a less favorable or more uncertain economic outlook, worsening of industry-specific problems, and reduced tolerance for risk as important reasons for doing so.[7] Significant net shares of banks also mentioned increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards; less aggressive competition from other banks or nonbank lenders; and decreased liquidity in the secondary market for these loans as important reasons for tightening lending standards and terms.

Regarding demand for C&I loans over the fourth quarter, a moderate net share of banks reported weaker demand for C&I loans to firms of all sizes. At the same time, banks reported that the number of inquiries from potential borrowers regarding the availability and terms of new credit

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[3] For questions that ask about lending standards or terms, "net fraction" (or "net percentage") refers to the fraction of banks that reported having tightened ("tightened considerably" or "tightened somewhat") minus the fraction of banks that reported having eased ("eased considerably" or "eased somewhat"). For questions that ask about loan demand, this term refers to the fraction of banks that reported stronger demand ("substantially stronger" or "moderately stronger") minus the fraction of banks that reported weaker demand ("substantially weaker" or "moderately weaker"). For this summary, when standards, terms, or demand are said to have "remained basically unchanged," the net percentage of respondent banks that reported either tightening or easing of standards or terms, or stronger or weaker demand, is greater than or equal to 0 and less than or equal to 5 percent; "modest" refers to net percentages greater than 5 and less than or equal to 10 percent; "moderate" refers to net percentages greater than 10 and less than or equal to 20 percent; "significant" refers to net percentages greater than 20 and less than 50 percent; and "major" refers to net percentages greater than or equal to 50 percent.

[4] Lending standards characterize banks' policies for approving applications for a certain loan category. Conditional on approving loan applications, lending terms describe banks' conditions included in loan contracts, such as those listed for C&I loans under question 2 to both domestic and foreign banks and those listed for credit card, auto, and other consumer loans under questions 21–23 to domestic banks. Thus, standards reflect the extensive margin of lending, while terms reflect the intensive margin of lending. The eight lending terms that banks are asked to consider with respect to C&I loans are the maximum size of credit lines, maximum maturity of loans or credit lines, costs of credit lines, spreads of loan rates over the bank's cost of funds, premiums charged on riskier loans, loan covenants, collateralization requirements, and use of interest rate floors.

[5] Moderate net shares of banks tightened for premiums charged on riskier loans to firms of all sizes. Banks left basically unchanged the maximum size of credit lines for both loans to small firms and loans to large and middle-market firms.

[6] Modest net shares of foreign banks reported having eased the costs of credit lines.

[7] As in previous quarters, banks frequently mentioned COVID-sensitive sectors (restaurants, hotels, retail, entertainment, and energy) in reference to industry-specific problems.

lines or increases in existing lines remained basically unchanged over the fourth quarter. Meanwhile, a moderate net fraction of foreign banks reported that both demand for C&I loans and the number of inquiries from potential borrowers strengthened over the fourth quarter.

Major net shares of banks that reported weaker demand cited a decrease in customers' inventory financing needs, a decrease in customers' accounts receivable financing needs, a decrease in customers' investment in plant or equipment, an increase in customers' internally generated funds, and a decrease in customers' precautionary demand for cash and liquidity as important reasons for weaker demand. In addition, significant net shares of banks reported a decrease in customers' merger or acquisition financing needs as an important reason for weaker demand.

**Questions on commercial real estate lending.** Over the fourth quarter, significant net shares of domestic banks tightened standards for all three CRE loan categories. At the same time, a significant net share of banks reported weaker demand for loans secured by nonfarm nonresidential properties, and a moderate net share of banks reported the same for construction and land development loans. Demand for loans secured by multifamily residential properties was reported to be basically unchanged on net. Similarly, significant net shares of foreign banks tightened standards on CRE loans and reported weaker demand for such loans.

## Lending to Households

(Table 1, questions 13–26)

**Questions on residential real estate lending.** Over the fourth quarter, banks left lending standards unchanged for most mortgage loan categories and for revolving home equity lines of credit (HELOCs), with important differences across bank sizes.[8] Modest shares of large banks eased standards for government-sponsored enterprise (GSE)-eligible mortgages—which make up the majority of bank mortgage originations—for qualified mortgage (QM) jumbo loans, and for QM non-jumbo, non-GSE-eligible residential mortgages, while leaving standards unchanged for the remaining categories of RRE loans. At the same time, modest net shares of small banks

[8] The seven categories of residential home-purchase loans that banks are asked to consider are GSE-eligible, government, QM non-jumbo non-GSE-eligible, QM jumbo, non-QM jumbo, non-QM non-jumbo, and subprime. See the survey results tables that follow this summary for a description of each of these loan categories. The definition of a QM was introduced in the 2013 Mortgage Rules under the Truth in Lending Act (12 CFR Part 1026.32, Regulation Z). The standard for a QM excludes mortgages with loan characteristics such as negative amortization, balloon and interest-only payment schedules, terms exceeding 30 years, alt-A or no documentation, and total points and fees that exceed 3 percent of the loan amount. In addition, a QM requires that the monthly debt-to-income ratio of borrowers not exceed 43 percent. For more on the ability to repay and QM standards under Regulation Z, see the Consumer Financial Protections Bureau (2019), "Ability to Repay and Qualified Mortgage Standards Under the Truth in Lending Act (Regulation Z)," webpage, https://www.consumerfinance.gov/regulations/ability-to-repay-and-qualified-mortgage-standards-under-the-truth-in-lending-act-regulation-z.

tightened standards for QM non-jumbo, non-GSE-eligible loans and for non-QM non-jumbo loans, while moderate net shares of small banks tightened standards for subprime mortgages.

Regarding demand for RRE loans, large banks reported unchanged demand across all mortgage categories. In contrast, modest or moderate net shares of small banks reported strengthening demand across most RRE loan categories, except government residential mortgages, for which demand remained reportedly unchanged, and HELOCs and subprime mortgages, for which modest and moderate net shares of small banks, respectively, reported weaker demand.

**Questions on consumer lending.** Over the fourth quarter, a moderate net share of banks reported easing standards for credit card loans, and modest net shares of banks eased standards for auto loans and for other consumer loans. Consistent with easier lending standards, modest net shares of banks increased credit limits for credit card accounts, and moderate and modest net shares of banks narrowed the rate spreads charged on outstanding balances over their cost of funds for auto loans and for other consumer loans, respectively.[9]

Regarding demand for consumer loans, a moderate net share of large banks reported stronger demand for credit card and other consumer loans but, at the same time, a modest net share of large banks experienced weaker demand for auto loans. In contrast, modest or moderate net shares of small banks reported weaker demand for all consumer loan categories.

## Special Questions on Banks' Outlook for 2021

(Table 1, questions 27–39; table 2, questions 9–15)

A set of special questions asked banks about their expectations for lending standards, loan demand, and loan performance as measured by delinquencies and charge-offs over 2021, assuming that economic activity would evolve in line with consensus forecasts. On balance, banks reported expecting tighter standards for most business loans and easier standards for all household loans. Banks reported expecting loan demand to strengthen and loan performance to deteriorate for most loan categories over 2021.

Regarding the outlook for loans to businesses, modest or moderate net shares of banks reportedly expect to tighten standards across most loan categories, except C&I loans to large and middle-market firms, for which banks expect to leave standards unchanged over 2021. However, expectations for standards differ by bank size. Modest or moderate net shares of large banks reportedly expect to ease standards on C&I loans to firms of all sizes and on CRE loans secured by multifamily residential properties. At the same time, large banks anticipate unchanged

[9] Banks were asked about changes in credit limits (credit card accounts and other consumer loans only), maximum maturity (auto loans only), loan rate spreads over costs of funds, the minimum percent of outstanding balances required to be repaid each month, the minimum required credit score, and the extent to which loans are granted to borrowers not meeting credit score criteria. The net shares of banks reporting easing was no more than moderate for any term.

standards, on net, for the other CRE loan categories. In contrast, significant net shares of small banks expect to tighten standards across most business loan categories, except C&I loans to large and middle-market firms, for which a moderate net share of small banks expect tighter standards over 2021. Meanwhile, significant net shares of banks expect stronger demand across all business loan categories. Additionally, banks expect loan performance to deteriorate for all types of business loans, with the notable exception of C&I loans to large and middle-market firms, for which credit quality is expected to improve over 2021.[10]

Regarding the outlook for loans to households, a significant net share of banks expect to ease standards for credit card loans, and moderate net shares of banks expect to ease standards for the other types of household loans.[11] Meanwhile, the demand outlook for loans to households was mixed across RRE and consumer loans. Modest net shares of banks reported expecting weaker demand for GSE-eligible residential mortgages, whereas for nonconforming jumbo residential mortgage loans banks expect demand to remain unchanged. In contrast, moderate or significant net shares of banks expect stronger demand for consumer loans. In addition, significant net shares of banks reported expecting loan performance to deteriorate for consumer loans across borrower risk categories, and moderate net shares of banks expect performance to worsen for RRE loans and HELOCs.

Banks that reported expecting to change standards for any loan category were additionally asked to assess the importance of several potential reasons for the expected change.[12] Major net shares of banks that reported expecting to ease standards cited an expected improvement in credit quality of the loan portfolio and an expected increase in risk tolerance as important reasons for the expected easing in lending standards. In contrast, major net shares of banks that reported expecting to tighten standards pointed to expected deterioration in the quality of their loan portfolios and in collateral values, expected reduction in their risk tolerance and in competition from banks or nonbank lenders, as well as increased concerns about the effects of legislative or regulatory changes as important reasons for the expected tightening in lending standards.

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[10] Regarding the performance of business loans, banks were queried about expectations for the performance of four types of C&I loans (non-syndicated loans, syndicated non-leveraged loans, syndicated leveraged loans, and loans to small firms) and three types of CRE loans (multifamily loans, nonfarm nonresidential loans, and construction and land development loans).

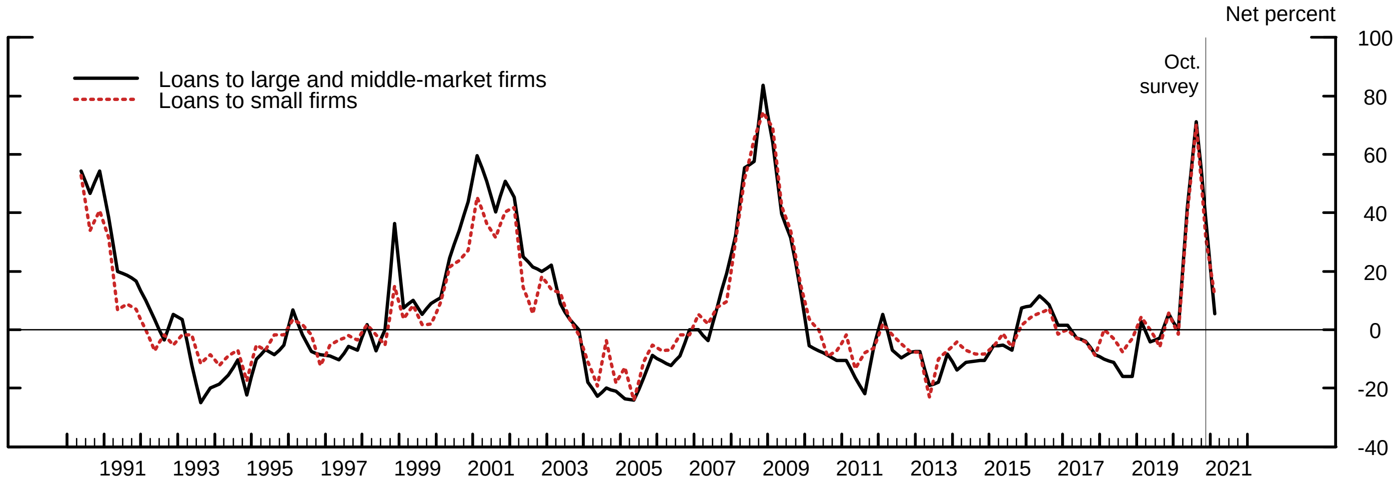
[11] Regarding the outlook for RRE loans, banks were asked about their expectations relative to lending standards, demand, and loan performance for GSE-eligible and nonconforming jumbo residential mortgage loans. For the outlook of consumer loans, banks were asked about their expectations relative to lending standards and demand for credit card loans and auto loans. Banks were also asked about their expectations relative to loan performance for consumer loans across prime and nonprime borrowers. In addition, banks were asked about their expectations for the portfolio quality of revolving HELOCs.

[12] Potential reasons for expecting to change standards included changes in (1) capital or liquidity position, (2) collateral values, (3) competition from other bank or nonbank lenders, (4) risk tolerance, (5) ease of selling loans in the secondary market, (6) credit quality of loan portfolio, and (7) concerns about the effects of legislative or regulatory changes.

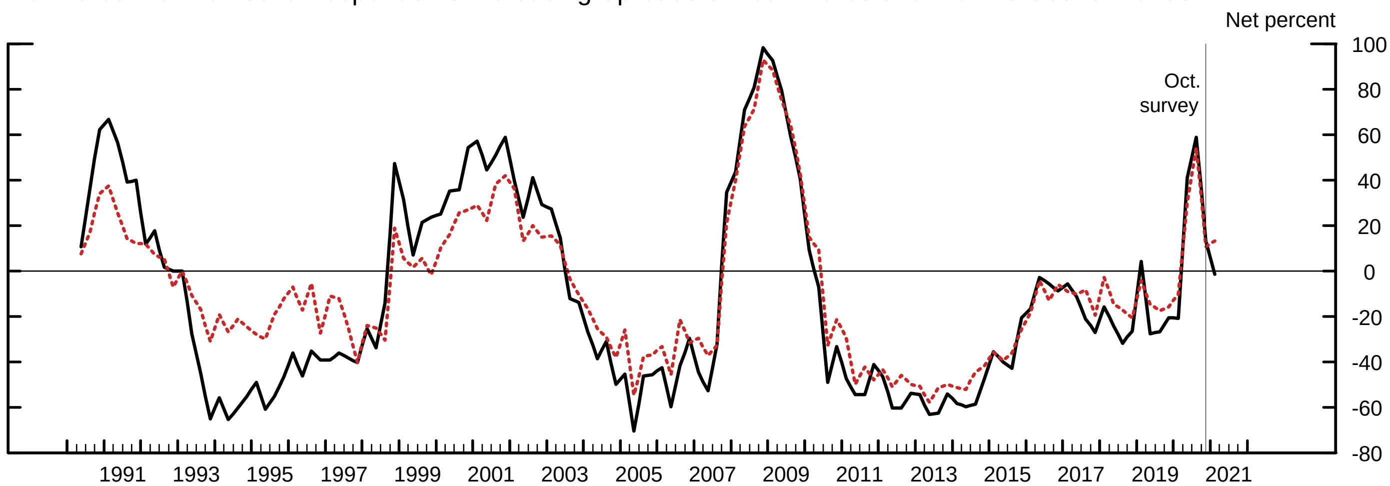
*This document was prepared by Michele Cavallo, with the assistance of Elijah Broadbent and Andrew Wei, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.*

## Measures of Supply and Demand for Commercial and Industrial Loans, by Size of Firm Seeking Loan

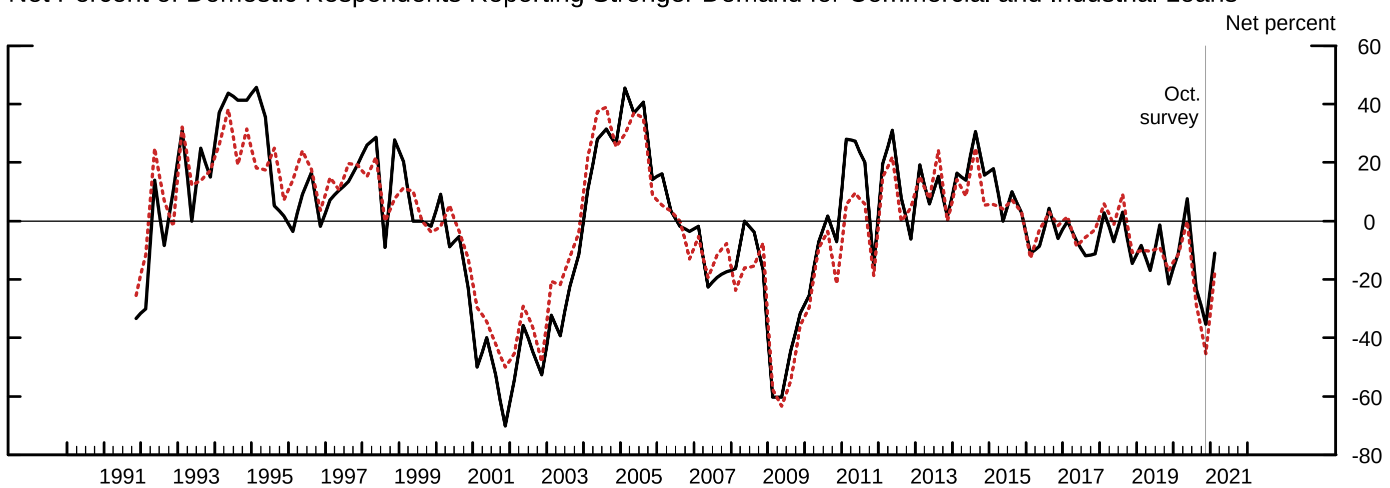
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans




Net Percent of Domestic Respondents Increasing Spreads of Loan Rates over Bank’s Cost of Funds

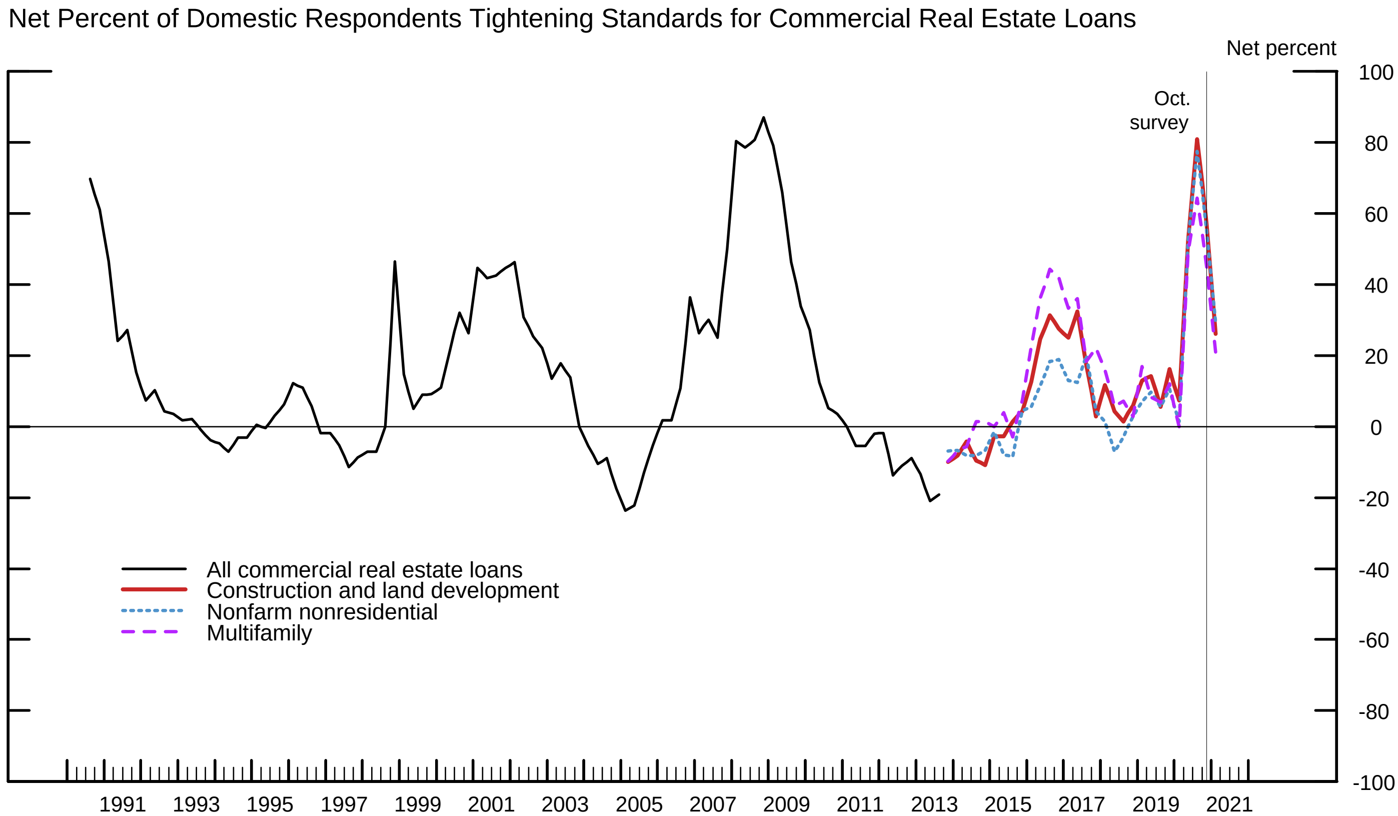


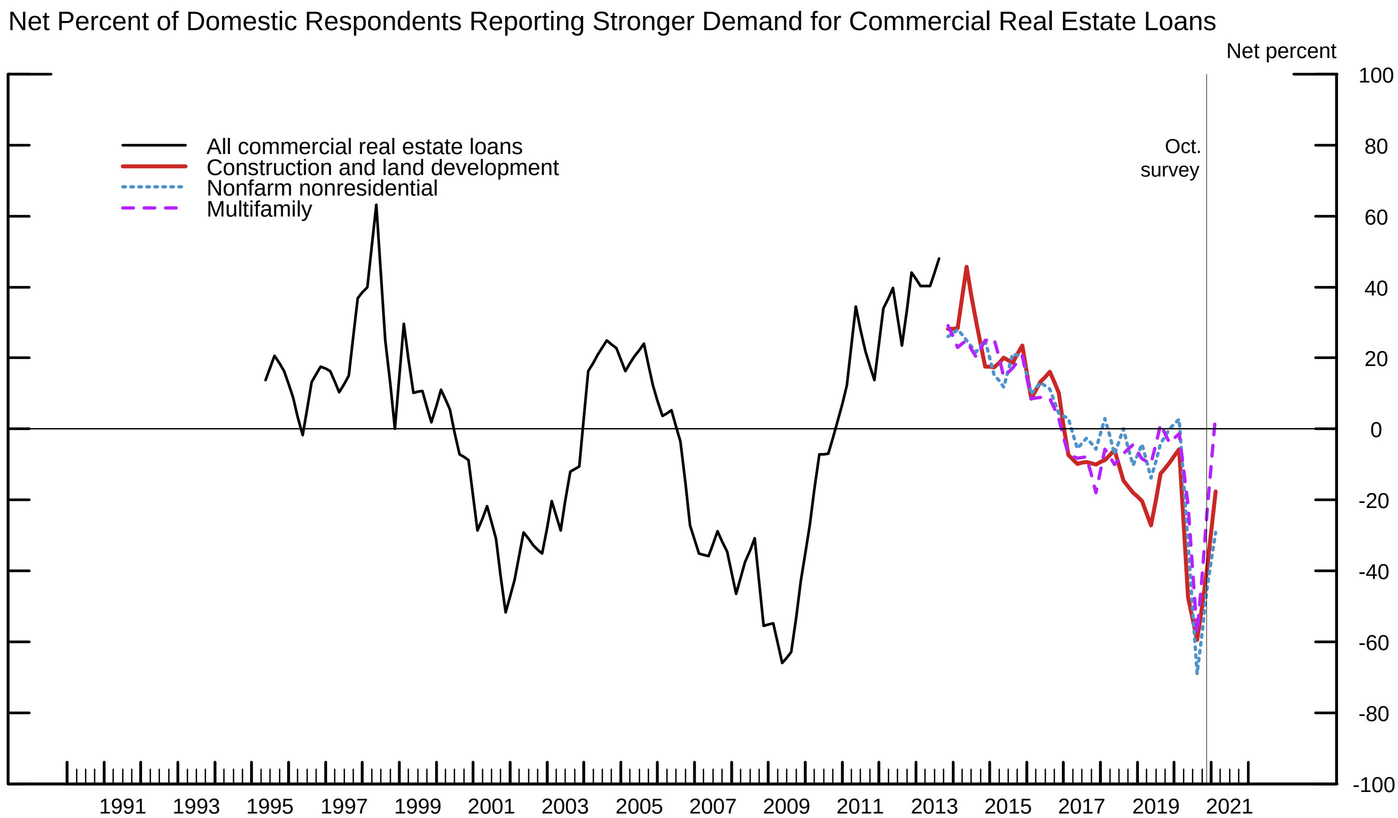

Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans




Source: Federal Reserve Board, Senior Loan Officer Opinion Survey on Bank Lending Practices.

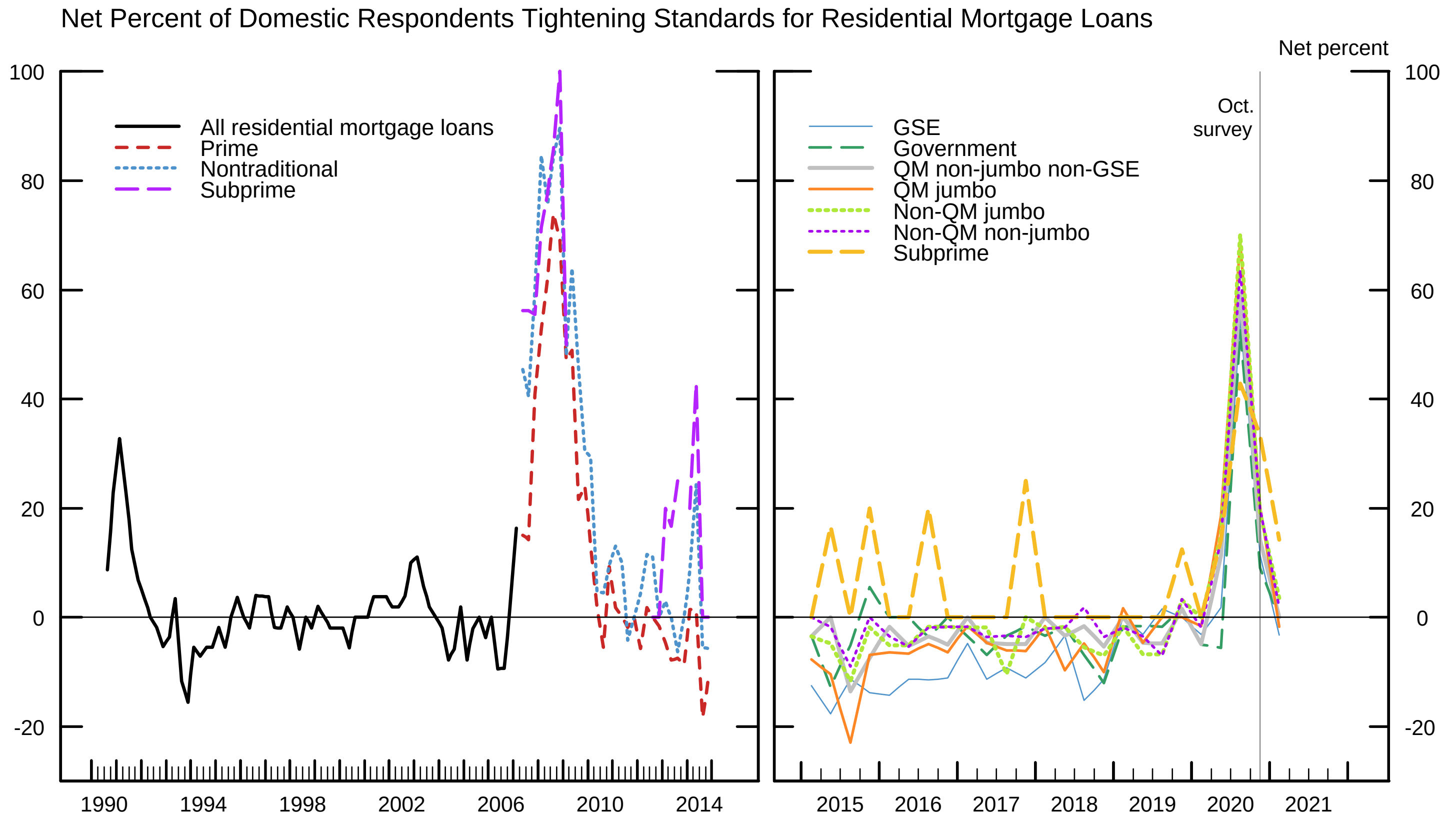
## Measures of Supply and Demand for Commercial Real Estate Loans

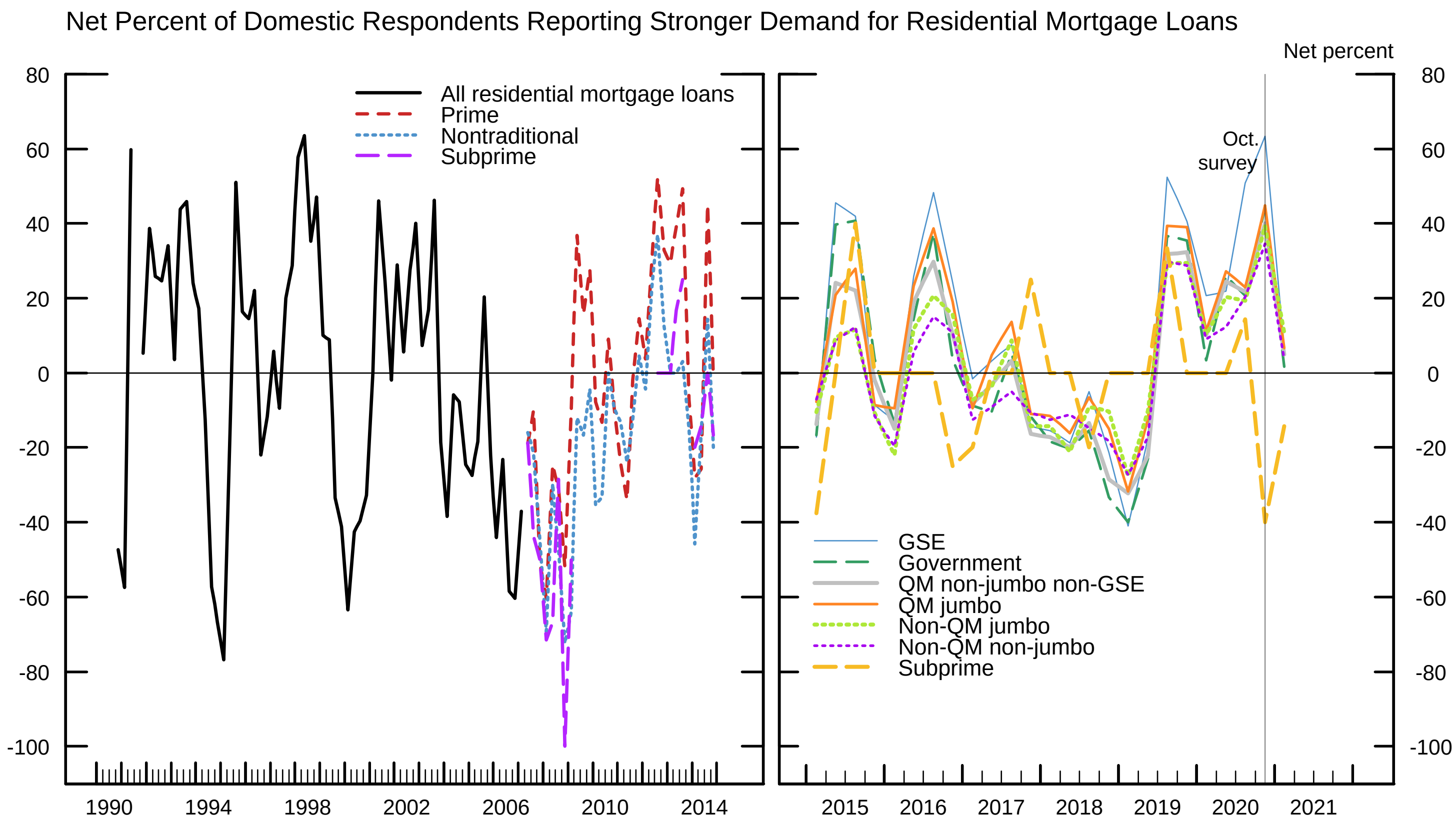



Source: Federal Reserve Board, Senior Loan Officer Opinion Survey on Bank Lending Practices.
Note: For data starting in 2013:Q4, changes in demand for construction and land development, nonfarm nonresidential, and multifamily loans are reported separately.

## Measures of Supply and Demand for Residential Mortgage Loans



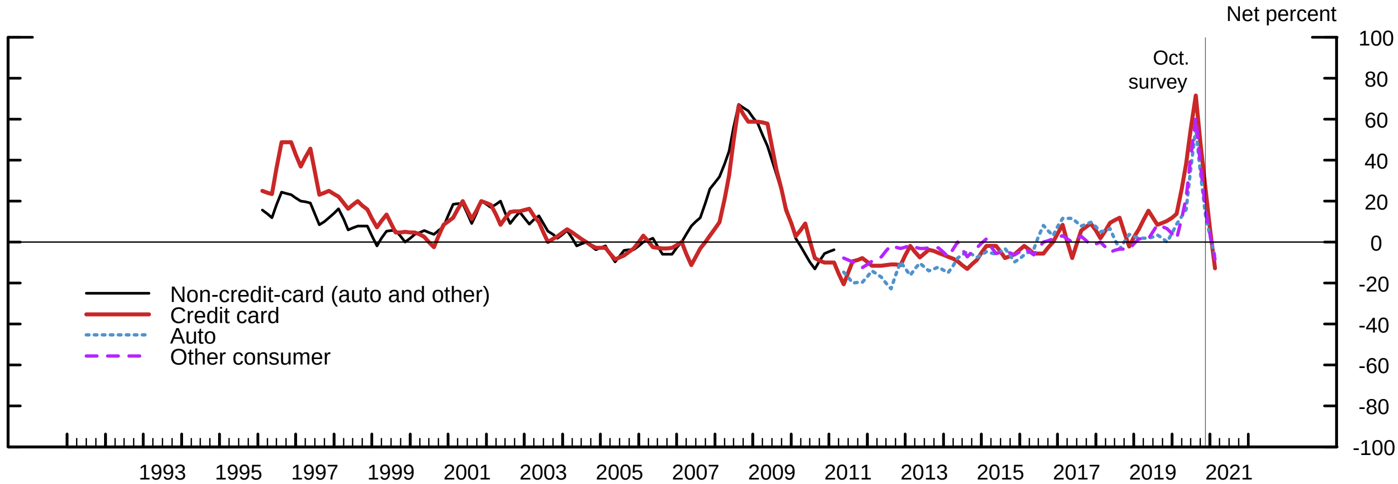




Source: Federal Reserve Board, Senior Loan Officer Opinion Survey on Bank Lending Practices.

Note: QM is qualified mortgage. GSE is government-sponsored enterprise. For data starting in 2007:Q2, changes in standards and demand for prime, nontraditional, and subprime mortgage loans are reported separately. For data starting in 2015:Q1, changes in standards and demand were expanded into the following seven categories: GSE-eligible; government; QM non-jumbo non-GSE-eligible; QM jumbo; non-QM jumbo; non-QM non-jumbo; and subprime. Series are set to zero when the number of respondents is three or fewer.

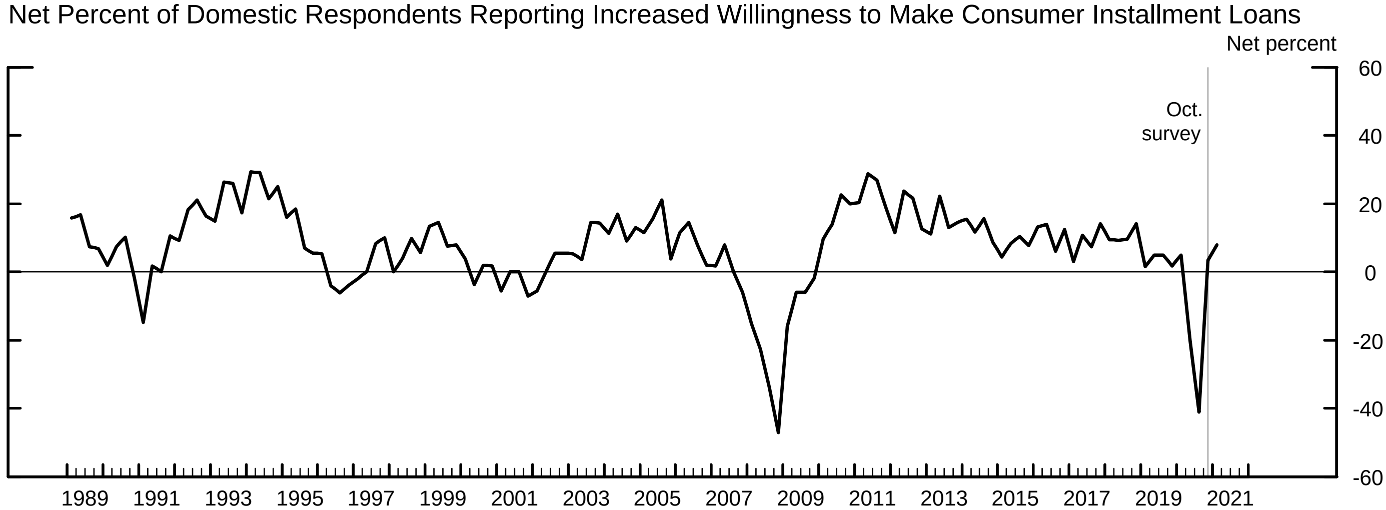
# Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

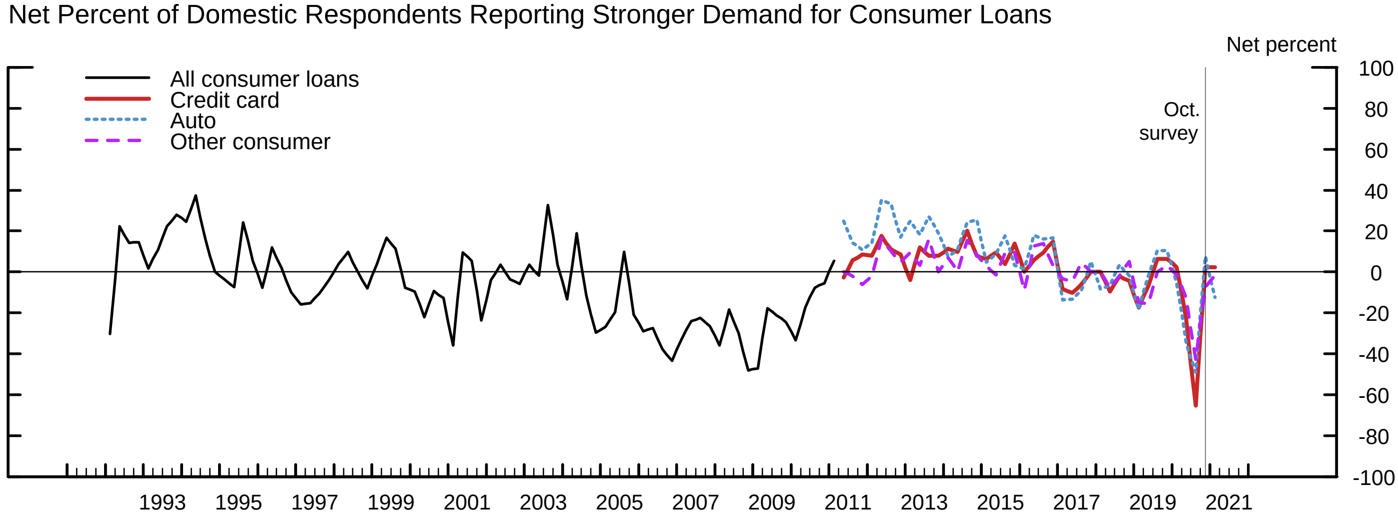



Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

Net Percent of Domestic Respondents Reporting Increased Willingness to Make Consumer Installment Loans




Net Percent of Domestic Respondents Reporting Stronger Demand for Consumer Loans




Note: For data starting in 2011:Q2, changes in demand for credit card loans, auto loans, and consumer loans excluding credit card and auto loans are reported separately.

Source: Federal Reserve Board, Senior Loan Officer Opinion Survey on Bank Lending Practices.

# 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 January 2021)

***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 | 13 | 17.8 | 5 | 14.7 | 8 | 20.5 |
| Remained basically unchanged | 51 | 69.9 | 22 | 64.7 | 29 | 74.4 |
| Eased somewhat | 9 | 12.3 | 7 | 20.6 | 2 | 5.1 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 100 |

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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 12 | 17.1 | 6 | 19.4 | 6 | 15.4 |
| Remained basically unchanged | 54 | 77.1 | 22 | 71.0 | 32 | 82.1 |
| Eased somewhat | 4 | 5.7 | 3 | 9.7 | 1 | 2.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 70 | 100 | 31 | 100 | 39 | 100 |

For this question, 4 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

2. For applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—from large and middle-market firms and from small firms that your bank currently is willing to

approve, how have the terms of those loans changed over the past three months?

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

a. Maximum size of credit lines

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 8 | 11.0 | 1 | 2.9 | 7 | 17.9 |
| Remained basically unchanged | 57 | 78.1 | 26 | 76.5 | 31 | 79.5 |
| Eased somewhat | 8 | 11.0 | 7 | 20.6 | 1 | 2.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 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 | 7 | 9.6 | 1 | 2.9 | 6 | 15.4 |
| Remained basically unchanged | 61 | 83.6 | 28 | 82.4 | 33 | 84.6 |
| Eased somewhat | 5 | 6.8 | 5 | 14.7 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 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 | 9 | 12.5 | 4 | 12.1 | 5 | 12.8 |
| Remained basically unchanged | 58 | 80.6 | 26 | 78.8 | 32 | 82.1 |
| Eased somewhat | 5 | 6.9 | 3 | 9.1 | 2 | 5.1 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 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 | 14 | 19.4 | 6 | 17.6 | 8 | 21.1 |
| Remained basically unchanged | 43 | 59.7 | 16 | 47.1 | 27 | 71.1 |
| Eased somewhat | 15 | 20.8 | 12 | 35.3 | 3 | 7.9 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 72 | 100 | 34 | 100 | 38 | 100 |

e. Premiums charged on riskier loans

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.4 | 1 | 2.9 | 0 | 0.0 |
| Tightened somewhat | 16 | 21.9 | 6 | 17.6 | 10 | 25.6 |
| Remained basically unchanged | 52 | 71.2 | 23 | 67.6 | 29 | 74.4 |
| Eased somewhat | 4 | 5.5 | 4 | 11.8 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 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 | 10 | 13.7 | 2 | 5.9 | 8 | 20.5 |
| Remained basically unchanged | 57 | 78.1 | 26 | 76.5 | 31 | 79.5 |
| Eased somewhat | 5 | 6.8 | 5 | 14.7 | 0 | 0.0 |
| Eased considerably | 1 | 1.4 | 1 | 2.9 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 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 | 6 | 8.2 | 1 | 2.9 | 5 | 12.8 |
| Remained basically unchanged | 65 | 89.0 | 31 | 91.2 | 34 | 87.2 |
| Eased somewhat | 2 | 2.7 | 2 | 5.9 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 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 | 2 | 2.8 | 1 | 3.1 | 1 | 2.6 |
| Tightened somewhat | 16 | 22.5 | 5 | 15.6 | 11 | 28.2 |
| Remained basically unchanged | 49 | 69.0 | 22 | 68.8 | 27 | 69.2 |
| Eased somewhat | 4 | 5.6 | 4 | 12.5 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 71 | 100 | 32 | 100 | 39 | 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 | 5 | 7.2 | 0 | 0.0 | 5 | 12.8 |
| Remained basically unchanged | 62 | 89.9 | 29 | 96.7 | 33 | 84.6 |
| Eased somewhat | 2 | 2.9 | 1 | 3.3 | 1 | 2.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 69 | 100 | 30 | 100 | 39 | 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 | 7 | 10.1 | 2 | 6.7 | 5 | 12.8 |
| Remained basically unchanged | 61 | 88.4 | 27 | 90.0 | 34 | 87.2 |
| Eased somewhat | 1 | 1.4 | 1 | 3.3 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 69 | 100 | 30 | 100 | 39 | 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 | 11 | 15.9 | 4 | 13.3 | 7 | 17.9 |
| Remained basically unchanged | 58 | 84.1 | 26 | 86.7 | 32 | 82.1 |
| 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 | 30 | 100 | 39 | 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 | 13 | 19.1 | 4 | 13.3 | 9 | 23.7 |
| Remained basically unchanged | 51 | 75.0 | 24 | 80.0 | 27 | 71.1 |
| Eased somewhat | 4 | 5.9 | 2 | 6.7 | 2 | 5.3 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 68 | 100 | 30 | 100 | 38 | 100 |

e. Premiums charged on riskier loans

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.5 | 1 | 3.3 | 0 | 0.0 |
| Tightened somewhat | 11 | 16.2 | 3 | 10.0 | 8 | 21.1 |
| Remained basically unchanged | 56 | 82.4 | 26 | 86.7 | 30 | 78.9 |
| 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 | 30 | 100 | 38 | 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 | 11 | 15.9 | 4 | 13.3 | 7 | 17.9 |
| Remained basically unchanged | 55 | 79.7 | 24 | 80.0 | 31 | 79.5 |
| Eased somewhat | 3 | 4.3 | 2 | 6.7 | 1 | 2.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 69 | 100 | 30 | 100 | 39 | 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 | 8 | 11.9 | 3 | 10.0 | 5 | 13.5 |
| Remained basically unchanged | 58 | 86.6 | 26 | 86.7 | 32 | 86.5 |
| Eased somewhat | 1 | 1.5 | 1 | 3.3 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 67 | 100 | 30 | 100 | 37 | 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 | 3 | 4.4 | 1 | 3.4 | 2 | 5.1 |
| Tightened somewhat | 16 | 23.5 | 8 | 27.6 | 8 | 20.5 |
| Remained basically unchanged | 48 | 70.6 | 20 | 69.0 | 28 | 71.8 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 1 | 1.5 | 0 | 0.0 | 1 | 2.6 |
| **Total** | 68 | 100 | 29 | 100 | 39 | 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 | 26 | 83.9 | 11 | 91.7 | 15 | 78.9 |
| Somewhat important | 4 | 12.9 | 1 | 8.3 | 3 | 15.8 |
| Very important | 1 | 3.2 | 0 | 0.0 | 1 | 5.3 |
| **Total** | 31 | 100 | 12 | 100 | 19 | 100 |

b. Less favorable or more uncertain economic outlook

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 1 | 3.4 | 1 | 8.3 | 0 | 0.0 |
| Somewhat important | 12 | 41.4 | 3 | 25.0 | 9 | 52.9 |
| Very important | 16 | 55.2 | 8 | 66.7 | 8 | 47.1 |
| **Total** | 29 | 100 | 12 | 100 | 17 | 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 | 20.7 | 4 | 33.3 | 2 | 11.8 |
| Somewhat important | 6 | 20.7 | 1 | 8.3 | 5 | 29.4 |
| Very important | 17 | 58.6 | 7 | 58.3 | 10 | 58.8 |
| **Total** | 29 | 100 | 12 | 100 | 17 | 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 | 21 | 67.7 | 8 | 66.7 | 13 | 68.4 |
| Somewhat important | 9 | 29.0 | 3 | 25.0 | 6 | 31.6 |
| Very important | 1 | 3.2 | 1 | 8.3 | 0 | 0.0 |
| **Total** | 31 | 100 | 12 | 100 | 19 | 100 |

e. Reduced tolerance for risk

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 11 | 35.5 | 5 | 41.7 | 6 | 31.6 |
| Somewhat important | 19 | 61.3 | 7 | 58.3 | 12 | 63.2 |
| Very important | 1 | 3.2 | 0 | 0.0 | 1 | 5.3 |
| **Total** | 31 | 100 | 12 | 100 | 19 | 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 | 23 | 74.2 | 8 | 66.7 | 15 | 78.9 |
| Somewhat important | 7 | 22.6 | 3 | 25.0 | 4 | 21.1 |
| Very important | 1 | 3.2 | 1 | 8.3 | 0 | 0.0 |
| **Total** | 31 | 100 | 12 | 100 | 19 | 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 | 28 | 93.3 | 11 | 91.7 | 17 | 94.4 |
| Somewhat important | 1 | 3.3 | 0 | 0.0 | 1 | 5.6 |
| Very important | 1 | 3.3 | 1 | 8.3 | 0 | 0.0 |
| **Total** | 30 | 100 | 12 | 100 | 18 | 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 | 18 | 58.1 | 8 | 66.7 | 10 | 52.6 |
| Somewhat important | 11 | 35.5 | 3 | 25.0 | 8 | 42.1 |
| Very important | 2 | 6.5 | 1 | 8.3 | 1 | 5.3 |
| **Total** | 31 | 100 | 12 | 100 | 19 | 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 | 13 | 76.5 | 11 | 78.6 | 2 | 66.7 |
| Somewhat important | 4 | 23.5 | 3 | 21.4 | 1 | 33.3 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 17 | 100 | 14 | 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 | 3 | 16.7 | 2 | 13.3 | 1 | 33.3 |
| Somewhat important | 9 | 50.0 | 8 | 53.3 | 1 | 33.3 |
| Very important | 6 | 33.3 | 5 | 33.3 | 1 | 33.3 |
| **Total** | 18 | 100 | 15 | 100 | 3 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 9 | 56.2 | 8 | 61.5 | 1 | 33.3 |
| Somewhat important | 5 | 31.2 | 4 | 30.8 | 1 | 33.3 |
| Very important | 2 | 12.5 | 1 | 7.7 | 1 | 33.3 |
| **Total** | 16 | 100 | 13 | 100 | 3 | 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 | 5 | 27.8 | 4 | 26.7 | 1 | 33.3 |
| Somewhat important | 8 | 44.4 | 8 | 53.3 | 0 | 0.0 |
| Very important | 5 | 27.8 | 3 | 20.0 | 2 | 66.7 |
| **Total** | 18 | 100 | 15 | 100 | 3 | 100 |

e. Increased tolerance for risk

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 16 | 94.1 | 14 | 100.0 | 2 | 66.7 |
| Somewhat important | 1 | 5.9 | 0 | 0.0 | 1 | 33.3 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 17 | 100 | 14 | 100 | 3 | 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 | 10 | 58.8 | 8 | 57.1 | 2 | 66.7 |
| Somewhat important | 7 | 41.2 | 6 | 42.9 | 1 | 33.3 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 17 | 100 | 14 | 100 | 3 | 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 | 12 | 70.6 | 10 | 71.4 | 2 | 66.7 |
| Somewhat important | 4 | 23.5 | 3 | 21.4 | 1 | 33.3 |
| Very important | 1 | 5.9 | 1 | 7.1 | 0 | 0.0 |
| **Total** | 17 | 100 | 14 | 100 | 3 | 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 | 13 | 81.2 | 13 | 92.9 | 0 | 0.0 |
| Somewhat important | 3 | 18.8 | 1 | 7.1 | 2 | 100.0 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 16 | 100 | 14 | 100 | 2 | 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 | 1 | 1.4 | 0 | 0.0 | 1 | 2.6 |
| Moderately stronger | 19 | 26.4 | 13 | 39.4 | 6 | 15.4 |
| About the same | 24 | 33.3 | 7 | 21.2 | 17 | 43.6 |
| Moderately weaker | 27 | 37.5 | 13 | 39.4 | 14 | 35.9 |
| Substantially weaker | 1 | 1.4 | 0 | 0.0 | 1 | 2.6 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 10 | 14.7 | 6 | 20.7 | 4 | 10.3 |
| About the same | 36 | 52.9 | 15 | 51.7 | 21 | 53.8 |
| Moderately weaker | 20 | 29.4 | 8 | 27.6 | 12 | 30.8 |
| Substantially weaker | 2 | 2.9 | 0 | 0.0 | 2 | 5.1 |
| **Total** | 68 | 100 | 29 | 100 | 39 | 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 | 12 | 63.2 | 10 | 76.9 | 2 | 33.3 |
| Somewhat important | 7 | 36.8 | 3 | 23.1 | 4 | 66.7 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 19 | 100 | 13 | 100 | 6 | 100 |

b. Customer accounts receivable financing needs increased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 13 | 68.4 | 10 | 76.9 | 3 | 50.0 |
| Somewhat important | 4 | 21.1 | 2 | 15.4 | 2 | 33.3 |
| Very important | 2 | 10.5 | 1 | 7.7 | 1 | 16.7 |
| **Total** | 19 | 100 | 13 | 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 | 11 | 57.9 | 9 | 69.2 | 2 | 33.3 |
| Somewhat important | 7 | 36.8 | 3 | 23.1 | 4 | 66.7 |
| Very important | 1 | 5.3 | 1 | 7.7 | 0 | 0.0 |
| **Total** | 19 | 100 | 13 | 100 | 6 | 100 |

d. Customer internally generated funds decreased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 11 | 57.9 | 8 | 61.5 | 3 | 50.0 |
| Somewhat important | 8 | 42.1 | 5 | 38.5 | 3 | 50.0 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 19 | 100 | 13 | 100 | 6 | 100 |

e. Customer merger or acquisition financing needs increased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 4 | 21.1 | 1 | 7.7 | 3 | 50.0 |
| Somewhat important | 9 | 47.4 | 6 | 46.2 | 3 | 50.0 |
| Very important | 6 | 31.6 | 6 | 46.2 | 0 | 0.0 |
| **Total** | 19 | 100 | 13 | 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 Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 9 | 47.4 | 7 | 53.8 | 2 | 33.3 |
| Somewhat important | 7 | 36.8 | 4 | 30.8 | 3 | 50.0 |
| Very important | 3 | 15.8 | 2 | 15.4 | 1 | 16.7 |
| **Total** | 19 | 100 | 13 | 100 | 6 | 100 |

g. Customer precautionary demand for cash and liquidity increased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 15 | 83.3 | 11 | 84.6 | 4 | 80.0 |
| Somewhat important | 3 | 16.7 | 2 | 15.4 | 1 | 20.0 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 18 | 100 | 13 | 100 | 5 | 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 | 9 | 33.3 | 5 | 33.3 | 4 | 33.3 |
| Somewhat important | 14 | 51.9 | 8 | 53.3 | 6 | 50.0 |
| Very important | 4 | 14.8 | 2 | 13.3 | 2 | 16.7 |
| **Total** | 27 | 100 | 15 | 100 | 12 | 100 |

b. Customer accounts receivable financing needs decreased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 10 | 37.0 | 6 | 40.0 | 4 | 33.3 |
| Somewhat important | 14 | 51.9 | 8 | 53.3 | 6 | 50.0 |
| Very important | 3 | 11.1 | 1 | 6.7 | 2 | 16.7 |
| **Total** | 27 | 100 | 15 | 100 | 12 | 100 |

c. Customer investment in plant or equipment decreased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 6 | 21.4 | 5 | 33.3 | 1 | 7.7 |
| Somewhat important | 15 | 53.6 | 8 | 53.3 | 7 | 53.8 |
| Very important | 7 | 25.0 | 2 | 13.3 | 5 | 38.5 |
| **Total** | 28 | 100 | 15 | 100 | 13 | 100 |

d. Customer internally generated funds increased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 13 | 46.4 | 8 | 53.3 | 5 | 38.5 |
| Somewhat important | 15 | 53.6 | 7 | 46.7 | 8 | 61.5 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 28 | 100 | 15 | 100 | 13 | 100 |

e. Customer merger or acquisition financing needs decreased

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 16 | 59.3 | 7 | 46.7 | 9 | 75.0 |
| Somewhat important | 10 | 37.0 | 7 | 46.7 | 3 | 25.0 |
| Very important | 1 | 3.7 | 1 | 6.7 | 0 | 0.0 |
| **Total** | 27 | 100 | 15 | 100 | 12 | 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 | 22 | 81.5 | 12 | 80.0 | 10 | 83.3 |
| Somewhat important | 5 | 18.5 | 3 | 20.0 | 2 | 16.7 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 27 | 100 | 15 | 100 | 12 | 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 | 42.9 | 7 | 46.7 | 5 | 38.5 |
| Somewhat important | 11 | 39.3 | 5 | 33.3 | 6 | 46.2 |
| Very important | 5 | 17.9 | 3 | 20.0 | 2 | 15.4 |
| **Total** | 28 | 100 | 15 | 100 | 13 | 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 | 19 | 26.4 | 13 | 39.4 | 6 | 15.4 |
| The number of inquiries has stayed about the same | 31 | 43.1 | 12 | 36.4 | 19 | 48.7 |
| The number of inquiries has decreased moderately | 21 | 29.2 | 8 | 24.2 | 13 | 33.3 |
| The number of inquiries has decreased substantially | 1 | 1.4 | 0 | 0.0 | 1 | 2.6 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 100 |

For this question, 2 respondents 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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 2 | 2.9 | 2 | 6.5 | 0 | 0.0 |
| Tightened somewhat | 17 | 24.6 | 8 | 25.8 | 9 | 23.7 |
| Remained basically unchanged | 49 | 71.0 | 20 | 64.5 | 29 | 76.3 |
| Eased somewhat | 1 | 1.4 | 1 | 3.2 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 69 | 100 | 31 | 100 | 38 | 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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.4 | 1 | 3.0 | 0 | 0.0 |
| Tightened somewhat | 20 | 27.8 | 7 | 21.2 | 13 | 33.3 |
| Remained basically unchanged | 51 | 70.8 | 25 | 75.8 | 26 | 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** | 72 | 100 | 33 | 100 | 39 | 100 |

For this question, 2 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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 15 | 20.8 | 5 | 15.2 | 10 | 25.6 |
| Remained basically unchanged | 57 | 79.2 | 28 | 84.8 | 29 | 74.4 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 100 |

For this question, 2 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 8 | 11.8 | 5 | 16.1 | 3 | 8.1 |
| About the same | 40 | 58.8 | 15 | 48.4 | 25 | 67.6 |
| Moderately weaker | 16 | 23.5 | 7 | 22.6 | 9 | 24.3 |
| Substantially weaker | 4 | 5.9 | 4 | 12.9 | 0 | 0.0 |
| **Total** | 68 | 100 | 31 | 100 | 37 | 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 | 6 | 8.3 | 3 | 9.1 | 3 | 7.7 |
| About the same | 39 | 54.2 | 14 | 42.4 | 25 | 64.1 |
| Moderately weaker | 26 | 36.1 | 15 | 45.5 | 11 | 28.2 |
| Substantially weaker | 1 | 1.4 | 1 | 3.0 | 0 | 0.0 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 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 | 1 | 1.4 | 0 | 0.0 | 1 | 2.6 |
| Moderately stronger | 12 | 16.7 | 4 | 12.1 | 8 | 20.5 |
| About the same | 49 | 68.1 | 24 | 72.7 | 25 | 64.1 |
| Moderately weaker | 8 | 11.1 | 4 | 12.1 | 4 | 10.3 |
| Substantially weaker | 2 | 2.8 | 1 | 3.0 | 1 | 2.6 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 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 | 2 | 3.2 | 0 | 0.0 | 2 | 5.3 |
| Remained basically unchanged | 56 | 90.3 | 22 | 91.7 | 34 | 89.5 |
| Eased somewhat | 4 | 6.5 | 2 | 8.3 | 2 | 5.3 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 62 | 100 | 24 | 100 | 38 | 100 |

For this question, 9 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 | 1 | 1.7 | 0 | 0.0 | 1 | 2.8 |
| Remained basically unchanged | 57 | 96.6 | 22 | 95.7 | 35 | 97.2 |
| Eased somewhat | 1 | 1.7 | 1 | 4.3 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 59 | 100 | 23 | 100 | 36 | 100 |

For this question, 12 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 | 3 | 5.0 | 0 | 0.0 | 3 | 8.3 |
| Remained basically unchanged | 54 | 90.0 | 22 | 91.7 | 32 | 88.9 |
| Eased somewhat | 3 | 5.0 | 2 | 8.3 | 1 | 2.8 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 60 | 100 | 24 | 100 | 36 | 100 |

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 4 | 6.7 | 1 | 4.0 | 3 | 8.6 |
| Remained basically unchanged | 51 | 85.0 | 21 | 84.0 | 30 | 85.7 |
| Eased somewhat | 5 | 8.3 | 3 | 12.0 | 2 | 5.7 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 60 | 100 | 25 | 100 | 35 | 100 |

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 5 | 8.9 | 2 | 8.0 | 3 | 9.7 |
| Remained basically unchanged | 48 | 85.7 | 22 | 88.0 | 26 | 83.9 |
| Eased somewhat | 3 | 5.4 | 1 | 4.0 | 2 | 6.5 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 56 | 100 | 25 | 100 | 31 | 100 |

For this question, 14 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 | 3 | 5.4 | 0 | 0.0 | 3 | 9.4 |
| Remained basically unchanged | 51 | 91.1 | 23 | 95.8 | 28 | 87.5 |
| Eased somewhat | 2 | 3.6 | 1 | 4.2 | 1 | 3.1 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 56 | 100 | 24 | 100 | 32 | 100 |

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 14.3 | 0 | NaN | 1 | 14.3 |
| Tightened somewhat | 0 | 0.0 | 0 | NaN | 0 | 0.0 |
| Remained basically unchanged | 6 | 85.7 | 0 | NaN | 6 | 85.7 |
| 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, 64 respondents answered "My bank does not originate subprime residential mortgages." NaN (Not a Number) denotes percentages that cannot be computed due to no reported originations in this category.

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 | 3 | 4.8 | 0 | 0.0 | 3 | 7.9 |
| Moderately stronger | 9 | 14.5 | 3 | 12.5 | 6 | 15.8 |
| About the same | 42 | 67.7 | 19 | 79.2 | 23 | 60.5 |
| Moderately weaker | 8 | 12.9 | 2 | 8.3 | 6 | 15.8 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 62 | 100 | 24 | 100 | 38 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Substantially stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 10 | 16.9 | 4 | 17.4 | 6 | 16.7 |
| About the same | 40 | 67.8 | 16 | 69.6 | 24 | 66.7 |
| Moderately weaker | 9 | 15.3 | 3 | 13.0 | 6 | 16.7 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 59 | 100 | 23 | 100 | 36 | 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 | 2 | 3.3 | 0 | 0.0 | 2 | 5.4 |
| Moderately stronger | 8 | 13.1 | 3 | 12.5 | 5 | 13.5 |
| About the same | 44 | 72.1 | 18 | 75.0 | 26 | 70.3 |
| Moderately weaker | 7 | 11.5 | 3 | 12.5 | 4 | 10.8 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 24 | 100 | 37 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Substantially stronger | 1 | 1.6 | 0 | 0.0 | 1 | 2.8 |
| Moderately stronger | 11 | 18.0 | 3 | 12.0 | 8 | 22.2 |
| About the same | 41 | 67.2 | 18 | 72.0 | 23 | 63.9 |
| Moderately weaker | 7 | 11.5 | 3 | 12.0 | 4 | 11.1 |
| Substantially weaker | 1 | 1.6 | 1 | 4.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 25 | 100 | 36 | 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 | 1 | 1.8 | 0 | 0.0 | 1 | 3.2 |
| Moderately stronger | 11 | 19.6 | 4 | 16.0 | 7 | 22.6 |
| About the same | 38 | 67.9 | 18 | 72.0 | 20 | 64.5 |
| Moderately weaker | 6 | 10.7 | 3 | 12.0 | 3 | 9.7 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 56 | 100 | 25 | 100 | 31 | 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 | 1 | 1.8 | 0 | 0.0 | 1 | 3.0 |
| Moderately stronger | 9 | 15.8 | 4 | 16.7 | 5 | 15.2 |
| About the same | 39 | 68.4 | 16 | 66.7 | 23 | 69.7 |
| Moderately weaker | 8 | 14.0 | 4 | 16.7 | 4 | 12.1 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 57 | 100 | 24 | 100 | 33 | 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 | 0 | 0.0 | 0 | NaN | 0 | 0.0 |
| About the same | 6 | 85.7 | 0 | NaN | 6 | 85.7 |
| 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 |

NaN (Not a Number) denotes percentages that cannot be computed due to no reported originations in this category.

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 2 | 3.3 | 0 | 0.0 | 2 | 5.6 |
| Remained basically unchanged | 56 | 91.8 | 24 | 96.0 | 32 | 88.9 |
| Eased somewhat | 3 | 4.9 | 1 | 4.0 | 2 | 5.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 25 | 100 | 36 | 100 |

For this question, 9 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 | 7 | 11.5 | 2 | 8.0 | 5 | 13.9 |
| About the same | 37 | 60.7 | 14 | 56.0 | 23 | 63.9 |
| Moderately weaker | 15 | 24.6 | 7 | 28.0 | 8 | 22.2 |
| Substantially weaker | 2 | 3.3 | 2 | 8.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 25 | 100 | 36 | 100 |

***Questions 17-26*** *ask about consumer lending at your bank. Question 17 deals with changes in your bank's willingness to make consumer installment 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 | 9 | 14.3 | 7 | 26.9 | 2 | 5.4 |
| About unchanged | 50 | 79.4 | 19 | 73.1 | 31 | 83.8 |
| Somewhat less willing | 4 | 6.3 | 0 | 0.0 | 4 | 10.8 |
| Much less willing | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 63 | 100 | 26 | 100 | 37 | 100 |

For this question, 9 respondents answered "My bank does not originate consumer installment loans."

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 1 | 2.1 | 0 | 0.0 | 1 | 4.8 |
| Remained basically unchanged | 39 | 83.0 | 21 | 80.8 | 18 | 85.7 |
| Eased somewhat | 7 | 14.9 | 5 | 19.2 | 2 | 9.5 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 47 | 100 | 26 | 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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.8 | 1 | 4.8 | 0 | 0.0 |
| Tightened somewhat | 1 | 1.8 | 0 | 0.0 | 1 | 2.8 |
| Remained basically unchanged | 49 | 86.0 | 16 | 76.2 | 33 | 91.7 |
| Eased somewhat | 6 | 10.5 | 4 | 19.0 | 2 | 5.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 57 | 100 | 21 | 100 | 36 | 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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.7 | 1 | 4.2 | 0 | 0.0 |
| Tightened somewhat | 2 | 3.3 | 0 | 0.0 | 2 | 5.6 |
| Remained basically unchanged | 49 | 81.7 | 17 | 70.8 | 32 | 88.9 |
| Eased somewhat | 8 | 13.3 | 6 | 25.0 | 2 | 5.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 60 | 100 | 24 | 100 | 36 | 100 |

For this question, 11 respondents answered "My bank does not originate consumer loans other than credit card or auto loans."

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

a. Credit limits

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 4 | 8.7 | 1 | 3.8 | 3 | 15.0 |
| Remained basically unchanged | 35 | 76.1 | 19 | 73.1 | 16 | 80.0 |
| Eased somewhat | 7 | 15.2 | 6 | 23.1 | 1 | 5.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 46 | 100 | 26 | 100 | 20 | 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 | 1 | 2.2 | 0 | 0.0 | 1 | 5.0 |
| Remained basically unchanged | 42 | 93.3 | 25 | 100.0 | 17 | 85.0 |
| Eased somewhat | 2 | 4.4 | 0 | 0.0 | 2 | 10.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 45 | 100 | 25 | 100 | 20 | 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 | 1 | 3.8 | 0 | 0.0 |
| Remained basically unchanged | 45 | 97.8 | 25 | 96.2 | 20 | 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** | 46 | 100 | 26 | 100 | 20 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 2 | 4.3 | 1 | 3.8 | 1 | 5.0 |
| Remained basically unchanged | 41 | 89.1 | 22 | 84.6 | 19 | 95.0 |
| Eased somewhat | 3 | 6.5 | 3 | 11.5 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 46 | 100 | 26 | 100 | 20 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 2 | 4.3 | 0 | 0.0 | 2 | 10.0 |
| Remained basically unchanged | 43 | 93.5 | 25 | 96.2 | 18 | 90.0 |
| Eased somewhat | 1 | 2.2 | 1 | 3.8 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 46 | 100 | 26 | 100 | 20 | 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 | 2 | 3.5 | 0 | 0.0 | 2 | 5.6 |
| Remained basically unchanged | 54 | 94.7 | 20 | 95.2 | 34 | 94.4 |
| Eased somewhat | 1 | 1.8 | 1 | 4.8 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 57 | 100 | 21 | 100 | 36 | 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 | 3 | 5.3 | 2 | 9.5 | 1 | 2.8 |
| Remained basically unchanged | 44 | 77.2 | 14 | 66.7 | 30 | 83.3 |
| Eased somewhat | 10 | 17.5 | 5 | 23.8 | 5 | 13.9 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 57 | 100 | 21 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 3 | 5.3 | 1 | 4.8 | 2 | 5.6 |
| Remained basically unchanged | 54 | 94.7 | 20 | 95.2 | 34 | 94.4 |
| 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 | 21 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 4 | 7.0 | 1 | 4.8 | 3 | 8.3 |
| Remained basically unchanged | 51 | 89.5 | 18 | 85.7 | 33 | 91.7 |
| Eased somewhat | 2 | 3.5 | 2 | 9.5 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 57 | 100 | 21 | 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 | 1 | 1.8 | 1 | 4.8 | 0 | 0.0 |
| Tightened somewhat | 3 | 5.3 | 0 | 0.0 | 3 | 8.3 |
| Remained basically unchanged | 53 | 93.0 | 20 | 95.2 | 33 | 91.7 |
| 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 | 21 | 100 | 36 | 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 | 2 | 3.3 | 0 | 0.0 | 2 | 5.4 |
| Remained basically unchanged | 59 | 96.7 | 24 | 100.0 | 35 | 94.6 |
| 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 | 24 | 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 | 2 | 3.3 | 0 | 0.0 | 2 | 5.6 |
| Remained basically unchanged | 51 | 85.0 | 21 | 87.5 | 30 | 83.3 |
| Eased somewhat | 7 | 11.7 | 3 | 12.5 | 4 | 11.1 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 60 | 100 | 24 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 2 | 3.3 | 0 | 0.0 | 2 | 5.4 |
| Remained basically unchanged | 59 | 96.7 | 24 | 100.0 | 35 | 94.6 |
| 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 | 24 | 100 | 37 | 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 | 4.9 | 0 | 0.0 | 3 | 8.1 |
| Remained basically unchanged | 56 | 91.8 | 22 | 91.7 | 34 | 91.9 |
| Eased somewhat | 2 | 3.3 | 2 | 8.3 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 24 | 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 Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 4 | 6.6 | 0 | 0.0 | 4 | 10.8 |
| Remained basically unchanged | 56 | 91.8 | 23 | 95.8 | 33 | 89.2 |
| Eased somewhat | 1 | 1.6 | 1 | 4.2 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 24 | 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 | 8 | 17.4 | 8 | 30.8 | 0 | 0.0 |
| About the same | 31 | 67.4 | 13 | 50.0 | 18 | 90.0 |
| Moderately weaker | 7 | 15.2 | 5 | 19.2 | 2 | 10.0 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 46 | 100 | 26 | 100 | 20 | 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 | 6 | 10.5 | 2 | 9.5 | 4 | 11.1 |
| About the same | 38 | 66.7 | 15 | 71.4 | 23 | 63.9 |
| Moderately weaker | 12 | 21.1 | 3 | 14.3 | 9 | 25.0 |
| Substantially weaker | 1 | 1.8 | 1 | 4.8 | 0 | 0.0 |
| **Total** | 57 | 100 | 21 | 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 | 6 | 9.8 | 4 | 16.7 | 2 | 5.4 |
| About the same | 48 | 78.7 | 19 | 79.2 | 29 | 78.4 |
| Moderately weaker | 6 | 9.8 | 1 | 4.2 | 5 | 13.5 |
| Substantially weaker | 1 | 1.6 | 0 | 0.0 | 1 | 2.7 |
| **Total** | 61 | 100 | 24 | 100 | 37 | 100 |

***Questions 27-30*** *ask how your bank expects its* ***lending standards*** *for select categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *to change over 2021.* ***Question 31*** *asks about the reasons why your bank expects lending standards to change.*

27. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2021 compared with its current standards, apart from normal seasonal variation? (Please refer to the definitions of large and middle-market firms suggested in question 1. If your bank defines firm size differently from the categories suggested in question 1, please use your definitions.)

A. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 8 | 11.0 | 2 | 5.9 | 6 | 15.4 |
| Remain basically unchanged | 58 | 79.5 | 25 | 73.5 | 33 | 84.6 |
| Ease somewhat | 7 | 9.6 | 7 | 20.6 | 0 | 0.0 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 73 | 100 | 34 | 100 | 39 | 100 |

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

B. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 10 | 14.3 | 2 | 6.5 | 8 | 20.5 |
| Remain basically unchanged | 54 | 77.1 | 23 | 74.2 | 31 | 79.5 |
| Ease somewhat | 6 | 8.6 | 6 | 19.4 | 0 | 0.0 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 70 | 100 | 31 | 100 | 39 | 100 |

For this question, 4 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

28. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2021 compared with its current standards, apart from normal seasonal variation?

A. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tighten considerably | 1 | 1.4 | 0 | 0.0 | 1 | 2.6 |
| Tighten somewhat | 11 | 15.9 | 1 | 3.2 | 10 | 26.3 |
| Remain basically unchanged | 55 | 79.7 | 29 | 93.5 | 26 | 68.4 |
| Ease somewhat | 2 | 2.9 | 1 | 3.2 | 1 | 2.6 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 69 | 100 | 31 | 100 | 38 | 100 |

For this question, 5 respondents answered "My bank does not originate construction and land development loans or credit lines."

B. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 11 | 15.5 | 2 | 6.2 | 9 | 23.1 |
| Remain basically unchanged | 57 | 80.3 | 28 | 87.5 | 29 | 74.4 |
| Ease somewhat | 3 | 4.2 | 2 | 6.2 | 1 | 2.6 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 71 | 100 | 32 | 100 | 39 | 100 |

For this question, 2 respondents answered "My bank does not originate loans secured by nonfarm nonresidential properties."

C. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tighten considerably | 2 | 2.8 | 0 | 0.0 | 2 | 5.1 |
| Tighten somewhat | 8 | 11.1 | 1 | 3.0 | 7 | 17.9 |
| Remain basically unchanged | 57 | 79.2 | 28 | 84.8 | 29 | 74.4 |
| Ease somewhat | 5 | 6.9 | 4 | 12.1 | 1 | 2.6 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 72 | 100 | 33 | 100 | 39 | 100 |

For this question, 2 respondents answered "My bank does not originate loans secured by multifamily residential properties."

29. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **residential real estate loan** categories to change over 2021 compared with its current standards, apart from normal seasonal variation?

A. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **GSE-eligible residential mortgage loans** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Remain basically unchanged | 53 | 85.5 | 16 | 64.0 | 37 | 100.0 |
| Ease somewhat | 9 | 14.5 | 9 | 36.0 | 0 | 0.0 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 62 | 100 | 25 | 100 | 37 | 100 |

For this question, 8 respondents answered "My bank does not originate GSE-eligible residential mortgage loans."

B. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **nonconforming jumbo residential mortgage loans** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 3 | 4.8 | 0 | 0.0 | 3 | 8.6 |
| Remain basically unchanged | 48 | 76.2 | 16 | 57.1 | 32 | 91.4 |
| Ease somewhat | 11 | 17.5 | 11 | 39.3 | 0 | 0.0 |
| Ease considerably | 1 | 1.6 | 1 | 3.6 | 0 | 0.0 |
| **Total** | 63 | 100 | 28 | 100 | 35 | 100 |

For this question, 6 respondents answered "My bank does not originate nonconforming jumbo residential mortgage loans."

30. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **consumer loan** categories to change over 2021 compared with its current standards, apart from normal seasonal variation?

A. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **credit card loans** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 1 | 2.0 | 1 | 3.8 | 0 | 0.0 |
| Remain basically unchanged | 30 | 61.2 | 9 | 34.6 | 21 | 91.3 |
| Ease somewhat | 18 | 36.7 | 16 | 61.5 | 2 | 8.7 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 49 | 100 | 26 | 100 | 23 | 100 |

For this question, 21 respondents answered "My bank does not originate credit card loans."

B. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **auto loans** to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tighten considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tighten somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Remain basically unchanged | 45 | 81.8 | 12 | 57.1 | 33 | 97.1 |
| Ease somewhat | 10 | 18.2 | 9 | 42.9 | 1 | 2.9 |
| Ease considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 55 | 100 | 21 | 100 | 34 | 100 |

For this question, 14 respondents answered "My bank does not originate auto loans."

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

A. Possible reasons for expecting to tighten credit standards:

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 13 | 76.5 | 2 | 66.7 | 11 | 78.6 |
| Somewhat important | 4 | 23.5 | 1 | 33.3 | 3 | 21.4 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 17 | 100 | 3 | 100 | 14 | 100 |

2. Expected deterioration in collateral values

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 5 | 29.4 | 1 | 33.3 | 4 | 28.6 |
| Somewhat important | 10 | 58.8 | 2 | 66.7 | 8 | 57.1 |
| Very important | 2 | 11.8 | 0 | 0.0 | 2 | 14.3 |
| **Total** | 17 | 100 | 3 | 100 | 14 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 8 | 50.0 | 2 | 66.7 | 6 | 46.2 |
| Somewhat important | 8 | 50.0 | 1 | 33.3 | 7 | 53.8 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 16 | 100 | 3 | 100 | 13 | 100 |

4. Expected reduction in risk tolerance

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not important | 5 | 29.4 | 1 | 33.3 | 4 | 28.6 |
| Somewhat important | 10 | 58.8 | 2 | 66.7 | 8 | 57.1 |
| Very important | 2 | 11.8 | 0 | 0.0 | 2 | 14.3 |
| **Total** | 17 | 100 | 3 | 100 | 14 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 12 | 70.6 | 2 | 66.7 | 10 | 71.4 |
| Somewhat important | 5 | 29.4 | 1 | 33.3 | 4 | 28.6 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 17 | 100 | 3 | 100 | 14 | 100 |

6. Expected deterioration in credit quality of loan portfolio

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 4 | 23.5 | 2 | 66.7 | 2 | 14.3 |
| Somewhat important | 9 | 52.9 | 1 | 33.3 | 8 | 57.1 |
| Very important | 4 | 23.5 | 0 | 0.0 | 4 | 28.6 |
| **Total** | 17 | 100 | 3 | 100 | 14 | 100 |

7. 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 | 6 | 35.3 | 2 | 66.7 | 4 | 28.6 |
| Somewhat important | 9 | 52.9 | 1 | 33.3 | 8 | 57.1 |
| Very important | 2 | 11.8 | 0 | 0.0 | 2 | 14.3 |
| **Total** | 17 | 100 | 3 | 100 | 14 | 100 |

B. Possible reasons for expecting to ease credit standards:

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 15 | 68.2 | 12 | 63.2 | 3 | 100.0 |
| Somewhat important | 6 | 27.3 | 6 | 31.6 | 0 | 0.0 |
| Very important | 1 | 4.5 | 1 | 5.3 | 0 | 0.0 |
| **Total** | 22 | 100 | 19 | 100 | 3 | 100 |

2. Expected increase in collateral values

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 11 | 52.4 | 9 | 50.0 | 2 | 66.7 |
| Somewhat important | 7 | 33.3 | 6 | 33.3 | 1 | 33.3 |
| Very important | 3 | 14.3 | 3 | 16.7 | 0 | 0.0 |
| **Total** | 21 | 100 | 18 | 100 | 3 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 13 | 59.1 | 12 | 63.2 | 1 | 33.3 |
| Somewhat important | 8 | 36.4 | 6 | 31.6 | 2 | 66.7 |
| Very important | 1 | 4.5 | 1 | 5.3 | 0 | 0.0 |
| **Total** | 22 | 100 | 19 | 100 | 3 | 100 |

4. Expected increase in risk tolerance

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 9 | 42.9 | 9 | 47.4 | 0 | 0.0 |
| Somewhat important | 9 | 42.9 | 7 | 36.8 | 2 | 100.0 |
| Very important | 3 | 14.3 | 3 | 15.8 | 0 | 0.0 |
| **Total** | 21 | 100 | 19 | 100 | 2 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 17 | 81.0 | 16 | 84.2 | 1 | 50.0 |
| Somewhat important | 4 | 19.0 | 3 | 15.8 | 1 | 50.0 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 21 | 100 | 19 | 100 | 2 | 100 |

6. Expected improvement in credit quality of loan portfolio

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 6 | 27.3 | 5 | 26.3 | 1 | 33.3 |
| Somewhat important | 11 | 50.0 | 9 | 47.4 | 2 | 66.7 |
| Very important | 5 | 22.7 | 5 | 26.3 | 0 | 0.0 |
| **Total** | 22 | 100 | 19 | 100 | 3 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Not important | 16 | 72.7 | 14 | 73.7 | 2 | 66.7 |
| Somewhat important | 6 | 27.3 | 5 | 26.3 | 1 | 33.3 |
| Very important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 22 | 100 | 19 | 100 | 3 | 100 |

***Questions 32-35*** *ask how your bank expects* ***demand*** *for select categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *from your bank to change over 2021.*

32. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2021 compared with its current level, apart from normal seasonal variation?

A. Compared with its current level, over 2021, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Strengthen somewhat | 31 | 46.3 | 18 | 58.1 | 13 | 36.1 |
| Remain basically unchanged | 34 | 50.7 | 13 | 41.9 | 21 | 58.3 |
| Weaken somewhat | 2 | 3.0 | 0 | 0.0 | 2 | 5.6 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 67 | 100 | 31 | 100 | 36 | 100 |

B. Compared with its current level, over 2021, my bank expects **demand** for **C&I loans or credit lines to small firms** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Strengthen somewhat | 32 | 49.2 | 19 | 63.3 | 13 | 37.1 |
| Remain basically unchanged | 31 | 47.7 | 11 | 36.7 | 20 | 57.1 |
| Weaken somewhat | 1 | 1.5 | 0 | 0.0 | 1 | 2.9 |
| Weaken substantially | 1 | 1.5 | 0 | 0.0 | 1 | 2.9 |
| **Total** | 65 | 100 | 30 | 100 | 35 | 100 |

33. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2021 compared with its current level, apart from normal seasonal variation?

A. Compared with its current level, over 2021, my bank expects **demand** for **construction and land development loans** or credit lines from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Strengthen somewhat | 21 | 32.3 | 11 | 37.9 | 10 | 27.8 |
| Remain basically unchanged | 36 | 55.4 | 14 | 48.3 | 22 | 61.1 |
| Weaken somewhat | 8 | 12.3 | 4 | 13.8 | 4 | 11.1 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 65 | 100 | 29 | 100 | 36 | 100 |

B. Compared with its current level, over 2021, my bank expects **demand** for **loans secured by nonfarm nonresidential properties** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Strengthen somewhat | 27 | 39.7 | 15 | 46.9 | 12 | 33.3 |
| Remain basically unchanged | 37 | 54.4 | 16 | 50.0 | 21 | 58.3 |
| Weaken somewhat | 3 | 4.4 | 1 | 3.1 | 2 | 5.6 |
| Weaken substantially | 1 | 1.5 | 0 | 0.0 | 1 | 2.8 |
| **Total** | 68 | 100 | 32 | 100 | 36 | 100 |

C. Compared with its current level, over 2021, my bank expects **demand** for **loans secured by multifamily residential properties** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Strengthen somewhat | 25 | 36.2 | 17 | 53.1 | 8 | 21.6 |
| Remain basically unchanged | 38 | 55.1 | 15 | 46.9 | 23 | 62.2 |
| Weaken somewhat | 6 | 8.7 | 0 | 0.0 | 6 | 16.2 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 69 | 100 | 32 | 100 | 37 | 100 |

34. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **residential real estate loans** from your bank to change over 2021 compared with its current level, apart from normal seasonal variation?

A. Compared with its current level, over 2021, my bank expects **demand** for **GSE-eligible residential mortgage loans** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 1 | 1.7 | 1 | 4.2 | 0 | 0.0 |
| Strengthen somewhat | 10 | 16.7 | 5 | 20.8 | 5 | 13.9 |
| Remain basically unchanged | 33 | 55.0 | 13 | 54.2 | 20 | 55.6 |
| Weaken somewhat | 16 | 26.7 | 5 | 20.8 | 11 | 30.6 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 60 | 100 | 24 | 100 | 36 | 100 |

B. Compared with its current level, over 2021, my bank expects **demand** for **nonconforming jumbo residential mortgage loans** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Strengthen substantially | 1 | 1.6 | 1 | 3.7 | 0 | 0.0 |
| Strengthen somewhat | 10 | 16.4 | 7 | 25.9 | 3 | 8.8 |
| Remain basically unchanged | 38 | 62.3 | 15 | 55.6 | 23 | 67.6 |
| Weaken somewhat | 12 | 19.7 | 4 | 14.8 | 8 | 23.5 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 27 | 100 | 34 | 100 |

35. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **consumer loans** from your bank to change over 2021 compared with its current level, apart from normal seasonal variation?

A. Compared with its current level, over 2021, my bank expects **demand** for **credit card** loans from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Strengthen substantially | 1 | 2.2 | 1 | 3.8 | 0 | 0.0 |
| Strengthen somewhat | 19 | 41.3 | 14 | 53.8 | 5 | 25.0 |
| Remain basically unchanged | 25 | 54.3 | 11 | 42.3 | 14 | 70.0 |
| Weaken somewhat | 1 | 2.2 | 0 | 0.0 | 1 | 5.0 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 46 | 100 | 26 | 100 | 20 | 100 |

B. Compared with its current level, over 2021, my bank expects **demand** for **auto loans** from my bank to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Strengthen substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Strengthen somewhat | 12 | 22.6 | 7 | 33.3 | 5 | 15.6 |
| Remain basically unchanged | 35 | 66.0 | 13 | 61.9 | 22 | 68.8 |
| Weaken somewhat | 6 | 11.3 | 1 | 4.8 | 5 | 15.6 |
| Weaken substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 53 | 100 | 21 | 100 | 32 | 100 |

***Questions 36-39*** *ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *in 2021.*

36. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2021?

A. The quality of my bank's ***syndicated nonleveraged*** **C&I loans to large and middle-market firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 20 | 30.3 | 16 | 50.0 | 4 | 11.8 |
| Remain around current levels | 38 | 57.6 | 11 | 34.4 | 27 | 79.4 |
| Deteriorate somewhat | 8 | 12.1 | 5 | 15.6 | 3 | 8.8 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 66 | 100 | 32 | 100 | 34 | 100 |

B. The quality of my bank's ***syndicated leveraged*** **C&I loans to large and middle-market firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 18 | 29.0 | 13 | 41.9 | 5 | 16.1 |
| Remain around current levels | 34 | 54.8 | 10 | 32.3 | 24 | 77.4 |
| Deteriorate somewhat | 10 | 16.1 | 8 | 25.8 | 2 | 6.5 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 62 | 100 | 31 | 100 | 31 | 100 |

C. The quality of my bank's ***nonsyndicated*** **C&I loans to large and middle-market firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 22 | 31.4 | 16 | 50.0 | 6 | 15.8 |
| Remain around current levels | 36 | 51.4 | 10 | 31.2 | 26 | 68.4 |
| Deteriorate somewhat | 12 | 17.1 | 6 | 18.8 | 6 | 15.8 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 70 | 100 | 32 | 100 | 38 | 100 |

D. The quality of my bank's **C&I loans to small firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 1 | 1.5 | 0 | 0.0 | 1 | 2.6 |
| Improve somewhat | 12 | 17.6 | 8 | 26.7 | 4 | 10.5 |
| Remain around current levels | 25 | 36.8 | 8 | 26.7 | 17 | 44.7 |
| Deteriorate somewhat | 29 | 42.6 | 13 | 43.3 | 16 | 42.1 |
| Deteriorate substantially | 1 | 1.5 | 1 | 3.3 | 0 | 0.0 |
| **Total** | 68 | 100 | 30 | 100 | 38 | 100 |

37. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2021?

A. The quality of my bank's **construction and land development loans** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 9 | 13.2 | 6 | 20.0 | 3 | 7.9 |
| Remain around current levels | 41 | 60.3 | 15 | 50.0 | 26 | 68.4 |
| Deteriorate somewhat | 18 | 26.5 | 9 | 30.0 | 9 | 23.7 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 68 | 100 | 30 | 100 | 38 | 100 |

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 9 | 13.2 | 7 | 23.3 | 2 | 5.3 |
| Remain around current levels | 29 | 42.6 | 9 | 30.0 | 20 | 52.6 |
| Deteriorate somewhat | 30 | 44.1 | 14 | 46.7 | 16 | 42.1 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 68 | 100 | 30 | 100 | 38 | 100 |

C. The quality of my bank's **loans secured by multifamily residential properties** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | **Banks** | **Percent** | **Banks** | **Percent** | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 8 | 11.4 | 6 | 18.8 | 2 | 5.3 |
| Remain around current levels | 43 | 61.4 | 17 | 53.1 | 26 | 68.4 |
| Deteriorate somewhat | 19 | 27.1 | 9 | 28.1 | 10 | 26.3 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 70 | 100 | 32 | 100 | 38 | 100 |

38. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **residential real estate loans** in the following categories in 2021?

A. The quality of my bank's **GSE-eligible residential mortgage loans** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 1 | 1.6 | 1 | 4.0 | 0 | 0.0 |
| Improve somewhat | 7 | 11.5 | 4 | 16.0 | 3 | 8.3 |
| Remain around current levels | 36 | 59.0 | 11 | 44.0 | 25 | 69.4 |
| Deteriorate somewhat | 17 | 27.9 | 9 | 36.0 | 8 | 22.2 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 61 | 100 | 25 | 100 | 36 | 100 |

B. The quality of my bank's **nonconforming jumbo residential mortgage loans** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 7 | 10.9 | 4 | 14.3 | 3 | 8.3 |
| Remain around current levels | 42 | 65.6 | 14 | 50.0 | 28 | 77.8 |
| Deteriorate somewhat | 15 | 23.4 | 10 | 35.7 | 5 | 13.9 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 64 | 100 | 28 | 100 | 36 | 100 |

C. The quality of my bank's **revolving home equity lines of credit** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 7 | 11.3 | 4 | 14.8 | 3 | 8.6 |
| Remain around current levels | 37 | 59.7 | 14 | 51.9 | 23 | 65.7 |
| Deteriorate somewhat | 18 | 29.0 | 9 | 33.3 | 9 | 25.7 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 62 | 100 | 27 | 100 | 35 | 100 |

39. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **consumer loans** in the following categories in 2021?

A. The quality of my bank's **credit card loans to prime borrowers** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 5 | 9.3 | 4 | 14.8 | 1 | 3.7 |
| Remain around current levels | 28 | 51.9 | 10 | 37.0 | 18 | 66.7 |
| Deteriorate somewhat | 21 | 38.9 | 13 | 48.1 | 8 | 29.6 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 54 | 100 | 27 | 100 | 27 | 100 |

B. The quality of my bank's **credit card loans to nonprime borrowers** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 3 | 6.4 | 2 | 8.3 | 1 | 4.3 |
| Remain around current levels | 21 | 44.7 | 8 | 33.3 | 13 | 56.5 |
| Deteriorate somewhat | 21 | 44.7 | 13 | 54.2 | 8 | 34.8 |
| Deteriorate substantially | 2 | 4.3 | 1 | 4.2 | 1 | 4.3 |
| **Total** | 47 | 100 | 24 | 100 | 23 | 100 |

C. The quality of my bank's **auto loans to prime borrowers** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 4 | 7.1 | 2 | 9.1 | 2 | 5.9 |
| Remain around current levels | 33 | 58.9 | 11 | 50.0 | 22 | 64.7 |
| Deteriorate somewhat | 19 | 33.9 | 9 | 40.9 | 10 | 29.4 |
| Deteriorate substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Total** | 56 | 100 | 22 | 100 | 34 | 100 |

D. The quality of my bank's **auto loans to nonprime borrowers** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | | Large Banks | | Other Banks | |
|---|---|---|---|---|---|---|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Improve substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Improve somewhat | 4 | 8.7 | 1 | 5.6 | 3 | 10.7 |
| Remain around current levels | 25 | 54.3 | 8 | 44.4 | 17 | 60.7 |
| Deteriorate somewhat | 16 | 34.8 | 9 | 50.0 | 7 | 25.0 |
| Deteriorate substantially | 1 | 2.2 | 0 | 0.0 | 1 | 3.6 |
| **Total** | 46 | 100 | 18 | 100 | 28 | 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 September 30, 2020. The combined assets of the 35 large banks totaled $12.6 trillion, compared with $13.3 trillion for the entire panel of 75 banks, and $18.1 trillion for all domestically chartered, federally insured commercial banks.

Last Update: February 1, 2021

# Table 2

## Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Branches and Agencies of Foreign Banks in the United States [1]

### (Status of Policy as of January 2021)

***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—changed?

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 1 | 4.5 |
| Remained basically unchanged | 21 | 95.5 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

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

a. Maximum size of credit lines

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 22 | 100.0 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

b. Maximum maturity of loans or credit lines

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 21 | 95.5 |
| Eased somewhat | 1 | 4.5 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

c. Costs of credit lines

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 20 | 90.9 |
| Eased somewhat | 2 | 9.1 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

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

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 3 | 13.6 |
| Remained basically unchanged | 16 | 72.7 |
| Eased somewhat | 2 | 9.1 |
| Eased considerably | 1 | 4.5 |
| **Total** | 22 | 100 |

e. Premiums charged on riskier loans

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 1 | 4.5 |
| Remained basically unchanged | 20 | 90.9 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 1 | 4.5 |
| **Total** | 22 | 100 |

f. Loan covenants

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 22 | 100.0 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

g. Collateralization requirements

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 22 | 100.0 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

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

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 21 | 95.5 |
| Eased somewhat | 1 | 4.5 |
| Eased considerably | 0 | 0.0 |
| **Total** | 22 | 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

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

b. Less favorable or more uncertain economic outlook

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

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

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

d. Less 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. Reduced tolerance for risk

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

f. Decreased liquidity in the secondary market for these loans

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

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

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

h. Increased 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.

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

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Not important | 0 | 0.0 |
| Somewhat important | 3 | 75.0 |
| Very important | 1 | 25.0 |
| **Total** | 4 | 100 |

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)

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Not important | 0 | 0.0 |
| Somewhat important | 2 | 50.0 |
| Very important | 2 | 50.0 |
| **Total** | 4 | 100 |

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.)

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Substantially stronger | 1 | 4.5 |
| Moderately stronger | 6 | 27.3 |
| About the same | 12 | 54.5 |
| Moderately weaker | 3 | 13.6 |
| Substantially weaker | 0 | 0.0 |
| **Total** | 22 | 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 4), possible reasons:

a. Customer inventory financing needs increased

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 2 | 40.0 |
| Somewhat important | 3 | 60.0 |
| Very important | 0 | 0.0 |
| **Total** | 5 | 100 |

b. Customer accounts receivable financing needs increased

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 2 | 50.0 |
| Somewhat important | 2 | 50.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

c. Customer investment in plant or equipment increased

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 3 | 75.0 |
| Somewhat important | 1 | 25.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

d. Customer internally generated funds decreased

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 3 | 60.0 |
| Somewhat important | 1 | 20.0 |
| Very important | 1 | 20.0 |
| **Total** | 5 | 100 |

e. Customer merger or acquisition financing needs increased

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 0 | 0.0 |
| Somewhat important | 4 | 66.7 |
| Very important | 2 | 33.3 |
| **Total** | 6 | 100 |

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

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 3 | 60.0 |
| Somewhat important | 2 | 40.0 |
| Very important | 0 | 0.0 |
| **Total** | 5 | 100 |

g. Customer precautionary demand for cash and liquidity increased

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 2 | 40.0 |
| Somewhat important | 1 | 20.0 |
| Very important | 2 | 40.0 |
| **Total** | 5 | 100 |

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

a. Customer inventory financing needs decreased

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

b. Customer accounts receivable financing needs decreased

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

c. Customer investment in plant or equipment decreased

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

d. Customer internally generated funds increased

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

e. Customer merger or acquisition financing needs decreased

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

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

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

g. Customer precautionary demand for cash and liquidity decreased

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

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 | |
|---|---|---|
| | **Banks** | **Percent** |
| The number of inquiries has increased substantially | 1 | 4.5 |
| The number of inquiries has increased moderately | 3 | 13.6 |
| The number of inquiries has stayed about the same | 17 | 77.3 |
| The number of inquiries has decreased moderately | 1 | 4.5 |
| The number of inquiries has decreased substantially | 0 | 0.0 |
| **Total** | 22 | 100 |

***Questions 7-8*** *ask about commercial real estate (CRE) loans at your bank, including construction and land development loans and loans secured by nonfarm nonresidential properties. Question 7 deals with changes in your bank's standards over the past three months. Question 8 deals with changes in demand. If your bank's lending standards or terms 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 standards or terms 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.*

7. Over the past three months, how have your bank's credit standards for approving applications for CRE loans or credit lines changed?

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tightened considerably | 1 | 6.2 |
| Tightened somewhat | 3 | 18.8 |
| Remained basically unchanged | 12 | 75.0 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| **Total** | 16 | 100 |

For this question, 4 respondents answered "My bank does not originate CRE loans."

8. Apart from normal seasonal variation, how has demand for CRE loans or credit lines 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 | |
|---|---|---|
| | **Banks** | **Percent** |
| Substantially stronger | 0 | 0.0 |
| Moderately stronger | 2 | 12.5 |
| About the same | 7 | 43.8 |
| Moderately weaker | 5 | 31.2 |
| Substantially weaker | 2 | 12.5 |
| **Total** | 16 | 100 |

***Questions 9-10*** *ask how your bank expects its* ***lending standards*** *for select categories of* ***C&I and commercial real loans*** *to change over 2021.* ***Question 11*** *asks about the reasons why your bank expects lending standards to change.*

9. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2021 compared with its current standards, apart from normal seasonal variation?

A. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 |
| Tighten somewhat | 0 | 0.0 |
| Remain basically unchanged | 19 | 86.4 |
| Ease somewhat | 3 | 13.6 |
| Ease considerably | 0 | 0.0 |
| **Total** | 22 | 100 |

B. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 |
| Tighten somewhat | 1 | 7.1 |
| Remain basically unchanged | 12 | 85.7 |
| Ease somewhat | 1 | 7.1 |
| Ease considerably | 0 | 0.0 |
| **Total** | 14 | 100 |

For this question, 7 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

10. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2021 compared with its current standards, apart from normal seasonal variation?

A. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 |
| Tighten somewhat | 3 | 21.4 |
| Remain basically unchanged | 10 | 71.4 |
| Ease somewhat | 1 | 7.1 |
| Ease considerably | 0 | 0.0 |
| **Total** | 14 | 100 |

For this question, 6 respondents answered "My bank does not originate construction and land development loans or credit lines."

B. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 |
| Tighten somewhat | 1 | 7.7 |
| Remain basically unchanged | 11 | 84.6 |
| Ease somewhat | 1 | 7.7 |
| Ease considerably | 0 | 0.0 |
| **Total** | 13 | 100 |

For this question, 7 respondents answered "My bank does not originate loans secured by nonfarm nonresidential properties."

C. Compared with my bank's current lending standards, over 2021, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Tighten considerably | 0 | 0.0 |
| Tighten somewhat | 0 | 0.0 |
| Remain basically unchanged | 11 | 91.7 |
| Ease somewhat | 1 | 8.3 |
| Ease considerably | 0 | 0.0 |
| **Total** | 12 | 100 |

For this question, 8 respondents answered "My bank does not originate loans secured by multifamily residential properties."

11. If your bank expects to tighten or ease its credit standards for any of the loan categories reported in questions 9-10, how important are the following possible reasons for the expected change in standards?

A. Possible reasons for expecting to tighten credit standards:

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

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

2. Expected deterioration in collateral values

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

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

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

4. Expected reduction in risk tolerance

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

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

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

6. Expected deterioration in credit quality of loan portfolio

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

7. Increased 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.

B. Possible reasons for expecting to ease credit standards:

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

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Not important | 3 | 75.0 |
| Somewhat important | 1 | 25.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

2. Expected increase in collateral values

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Not important | 2 | 50.0 |
| Somewhat important | 2 | 50.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

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

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Not important | 2 | 50.0 |
| Somewhat important | 2 | 50.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

4. Expected increase in risk tolerance

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 2 | 50.0 |
| Somewhat important | 2 | 50.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

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

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 3 | 75.0 |
| Somewhat important | 1 | 25.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

6. Expected improvement in credit quality of loan portfolio

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 2 | 50.0 |
| Somewhat important | 1 | 25.0 |
| Very important | 1 | 25.0 |
| **Total** | 4 | 100 |

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

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Not important | 4 | 100.0 |
| Somewhat important | 0 | 0.0 |
| Very important | 0 | 0.0 |
| **Total** | 4 | 100 |

***Questions 12-13*** *ask how your bank expects* ***demand*** *for select categories of* ***C&I and commercial real estate loans*** *from your bank to change over 2021.*

12. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2021 compared with its current level, apart from normal seasonal variation?

A. Compared with its current level, over 2021, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Strengthen substantially | 0 | 0.0 |
| Strengthen somewhat | 8 | 36.4 |
| Remain basically unchanged | 14 | 63.6 |
| Weaken somewhat | 0 | 0.0 |
| Weaken substantially | 0 | 0.0 |
| **Total** | 22 | 100 |

B. Compared with its current level, over 2021, my bank expects **demand** for **C&I loans or credit lines to small firms** from my bank to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Strengthen substantially | 0 | 0.0 |
| Strengthen somewhat | 4 | 30.8 |
| Remain basically unchanged | 9 | 69.2 |
| Weaken somewhat | 0 | 0.0 |
| Weaken substantially | 0 | 0.0 |
| **Total** | 13 | 100 |

13. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2021 compared with its current level, apart from normal seasonal variation?

A. Compared with its current level, over 2021, my bank expects **demand** for **construction and land development loans** or credit lines from my bank to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Strengthen substantially | 0 | 0.0 |
| Strengthen somewhat | 3 | 21.4 |
| Remain basically unchanged | 11 | 78.6 |
| Weaken somewhat | 0 | 0.0 |
| Weaken substantially | 0 | 0.0 |
| **Total** | 14 | 100 |

B. Compared with its current level, over 2021, my bank expects **demand** for **loans secured by nonfarm nonresidential properties** from my bank to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Strengthen substantially | 0 | 0.0 |
| Strengthen somewhat | 3 | 23.1 |
| Remain basically unchanged | 10 | 76.9 |
| Weaken somewhat | 0 | 0.0 |
| Weaken substantially | 0 | 0.0 |
| **Total** | 13 | 100 |

C. Compared with its current level, over 2021, my bank expects **demand** for **loans secured by multifamily residential properties** from my bank to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Strengthen substantially | 0 | 0.0 |
| Strengthen somewhat | 4 | 33.3 |
| Remain basically unchanged | 7 | 58.3 |
| Weaken somewhat | 1 | 8.3 |
| Weaken substantially | 0 | 0.0 |
| **Total** | 12 | 100 |

*Questions 14-15 ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of C&I and commercial real estate loans in 2021.*

14. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2021?

A. The quality of my bank's **syndicated *nonleveraged* C&I loans to large and middle-market firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 5 | 25.0 |
| Remain around current levels | 13 | 65.0 |
| Deteriorate somewhat | 2 | 10.0 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 20 | 100 |

B. The quality of my bank's ***syndicated leveraged* C&I loans to large and middle-market firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 4 | 20.0 |
| Remain around current levels | 15 | 75.0 |
| Deteriorate somewhat | 1 | 5.0 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 20 | 100 |

C. The quality of my bank's ***nonsyndicated* C&I loans to large and middle-market firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | **Banks** | **Percent** |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 5 | 26.3 |
| Remain around current levels | 12 | 63.2 |
| Deteriorate somewhat | 2 | 10.5 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 19 | 100 |

D. The quality of my bank's **C&I loans to small firms** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 3 | 16.7 |
| Remain around current levels | 15 | 83.3 |
| Deteriorate somewhat | 0 | 0.0 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 18 | 100 |

15. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2021?

A. The quality of my bank's **construction and land development loans** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 0 | 0.0 |
| Remain around current levels | 13 | 86.7 |
| Deteriorate somewhat | 2 | 13.3 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 15 | 100 |

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 2 | 13.3 |
| Remain around current levels | 12 | 80.0 |
| Deteriorate somewhat | 1 | 6.7 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 15 | 100 |

C. The quality of my bank's **loans secured by multifamily residential properties** over 2021, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

| | All Respondents | |
|---|---|---|
| | Banks | Percent |
| Improve substantially | 0 | 0.0 |
| Improve somewhat | 1 | 6.2 |
| Remain around current levels | 14 | 87.5 |
| Deteriorate somewhat | 1 | 6.2 |
| Deteriorate substantially | 0 | 0.0 |
| **Total** | 16 | 100 |

1. As of September 30, 2020, the 22 respondents had combined assets of $1.5 trillion, compared with $2.5 trillion for all foreign-related banking institutions in the United States. The sample is selected from among the largest foreign-related banking institutions in those Federal Reserve Districts where such institutions are common.

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