

Table 1

SENIOR LOAN OFFICER OPINION SURVEY ON BANK LENDING PRACTICES
AT SELECTED LARGE BANKS IN THE UNITED STATES¹
(Status of policy as of August 2003)

Questions 1-5 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. 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?

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 3 | 5.2 | 1 | 2.8 | 2 | 9.1 |
| Remained basically unchanged | 54 | 93.1 | 34 | 94.4 | 20 | 90.9 |
| Eased somewhat | 1 | 1.7 | 1 | 2.8 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100.0 | 36 | 100.0 | 22 | 100.0 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 3 | 5.3 | 1 | 2.9 | 2 | 9.1 |
| Remained basically unchanged | 53 | 93.0 | 33 | 94.3 | 20 | 90.9 |
| Eased somewhat | 1 | 1.8 | 1 | 2.9 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 57 | 100.0 | 35 | 100.0 | 22 | 100.0 |

1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of \$20 billion or more as of March 31, 2003. The combined assets of the 36 large banks totaled \$3.41 trillion, compared to \$3.63 trillion for the entire panel of 58 banks, and \$6.34 trillion for all domestically chartered, federally insured commercial banks.

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? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

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

| | All Respondents | Large Banks | Other Banks |
|--|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Maximum size of credit lines | 2.81 | 2.81 | 2.81 |
| Costs of credit lines | 3.02 | 3.00 | 3.05 |
| Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased) | 3.12 | 3.14 | 3.10 |
| Premiums charged on riskier loans | 2.75 | 2.78 | 2.71 |
| Loan covenants | 2.88 | 2.89 | 2.86 |
| Collateralization requirements | 2.93 | 2.97 | 2.86 |
| Other | 3.00 | 3.00 | 3.00 |
| Number of banks responding | 57 | 36 | 21 |

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

| | All Respondents | Large Banks | Other Banks |
|--|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Maximum size of credit lines | 2.98 | 2.97 | 3.00 |
| Costs of credit lines | 2.98 | 2.94 | 3.05 |
| Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased) | 3.04 | 3.03 | 3.05 |
| Premiums charged on riskier loans | 2.79 | 2.83 | 2.71 |
| Loan covenants | 2.95 | 2.97 | 2.90 |
| Collateralization requirements | 2.95 | 3.00 | 2.86 |
| Other | 3.00 | 3.00 | 3.00 |
| Number of banks responding | 56 | 35 | 21 |

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 and rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

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

| | All Respondents | Large Banks | Other Banks |
|---|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Deterioration in your bank's current or expected capital position | 1.04 | 1.00 | 1.09 |
| Less favorable or more uncertain economic outlook | 1.73 | 1.80 | 1.64 |
| Worsening of industry-specific problems | 1.73 | 2.07 | 1.27 |
| Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets) | 1.15 | 1.13 | 1.18 |
| Reduced tolerance for risk | 1.88 | 1.93 | 1.82 |
| Decreased liquidity in the secondary market for these loans | 1.15 | 1.13 | 1.18 |
| Increase in defaults by borrowers in public debt markets | 1.35 | 1.47 | 1.18 |
| Other | 1.12 | 1.00 | 1.27 |
| Number of banks responding | 26 | 15 | 11 |

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

| | All Respondents | Large Banks | Other Banks |
|---|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Improvement in your bank's current or expected capital position | 1.29 | 1.40 | 1.00 |
| More favorable or less uncertain economic outlook | 1.50 | 1.60 | 1.25 |
| Improvement in industry-specific problems | 1.36 | 1.50 | 1.00 |
| More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets) | 2.43 | 2.30 | 2.75 |
| Increased tolerance for risk | 1.29 | 1.40 | 1.00 |
| Increased liquidity in the secondary market for these loans | 1.36 | 1.40 | 1.25 |
| Reduction in defaults by borrowers in public debt markets | 1.36 | 1.50 | 1.00 |
| Other | 1.00 | 1.00 | 1.00 |
| Number of banks responding | 14 | 10 | 4 |

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 | Pct | Banks | Pct | Banks | Pct |
| Substantially stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 6 | 10.3 | 6 | 16.7 | 0 | 0.0 |
| About the same | 33 | 56.9 | 18 | 50.0 | 15 | 68.2 |
| Moderately weaker | 19 | 32.8 | 12 | 33.3 | 7 | 31.8 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100.0 | 36 | 100.0 | 22 | 100.0 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Substantially stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 9 | 15.8 | 8 | 22.9 | 1 | 4.5 |
| About the same | 32 | 56.1 | 19 | 54.3 | 13 | 59.1 |
| Moderately weaker | 16 | 28.1 | 8 | 22.9 | 8 | 36.4 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 57 | 100.0 | 35 | 100.0 | 22 | 100.0 |

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 and rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

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

| | All Respondents | Large Banks | Other Banks |
|--|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Customer inventory financing needs increased | 1.60 | 1.67 | 1.00 |
| Customer accounts receivable financing needs increased | 1.40 | 1.44 | 1.00 |
| Customer investment in plant or equipment increased | 1.50 | 1.44 | 2.00 |
| Customer internally generated funds decreased | 1.20 | 1.22 | 1.00 |
| Customer merger or acquisition financing needs increased | 1.30 | 1.33 | 1.00 |
| Customer borrowing shifted to your bank from other bank or nonbank credit sources because these other sources became less attractive | 1.70 | 1.78 | 1.00 |
| Other | 1.00 | 1.00 | 1.00 |
| Number of banks responding | 10 | 9 | 1 |

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

| | All Respondents | Large Banks | Other Banks |
|--|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Customer inventory financing needs decreased | 1.77 | 2.08 | 1.33 |
| Customer accounts receivable financing needs decreased | 1.73 | 2.08 | 1.22 |
| Customer investment in plant or equipment decreased | 2.23 | 2.38 | 2.00 |
| Customer internally generated funds increased | 1.27 | 1.46 | 1.00 |
| Customer merger or acquisition financing needs decreased | 1.73 | 2.00 | 1.33 |
| Customer borrowing shifted from your bank to other bank or nonbank credit sources because these other sources became more attractive | 1.55 | 1.77 | 1.22 |
| Other | 1.14 | 1.15 | 1.11 |
| Number of banks responding | 22 | 13 | 9 |

Banks responding to this survey since mid-2000 have consistently indicated a weakening in demand for C&I loans, and this weakening has been also reflected in substantial declines in C&I loans on bank balance sheets over this period. **Question 6** asks about 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.

6. At your bank, 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 C&I lines as opposed to the refinancing of existing loans.)

| | All Respondents | | Large Banks | | Other Banks | |
|-------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Increased substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Increased moderately | 17 | 29.3 | 15 | 41.7 | 2 | 9.1 |
| Stayed about the same | 30 | 51.7 | 14 | 38.9 | 16 | 72.7 |
| Decreased moderately | 11 | 19.0 | 7 | 19.4 | 4 | 18.2 |
| Decreased substantially | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100.0 | 36 | 100.0 | 22 | 100.0 |

As interest rates have reached historically low levels, banks have been reporting downward pressure on their net interest margins. **Question 7** asks about measures your bank may have taken to support its net interest margin by adjusting its policies with respect to C&I loans. These measures might include efforts to increase the maturity or risk profile of credit lines, to raise loan fees, or to increase the use of interest rate floors. **Questions 8-9** ask about the use of interest rate floors on C&I loans at your bank.

7. Over the past six months, how important have the following measures been in supporting the returns on business loans at your bank? (Please rate *each* possible measure using the following scale: 1=not important, 2=somewhat important, 3=very important)

| | All Respondents | Large Banks | Other Banks |
|--|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Efforts to boost yields by increasing the average maturity of C&I loans or credit lines extended | 1.12 | 1.08 | 1.18 |
| Efforts to boost yields by increasing the risk profile of your bank's C&I loan portfolio | 1.12 | 1.11 | 1.14 |
| Increases in fees charged on C&I loans or credit lines | 1.69 | 1.67 | 1.73 |
| Increases in the use of interest rate floors on C&I loans | 1.57 | 1.42 | 1.82 |
| Other | 1.14 | 1.17 | 1.09 |
| Number of banks responding | 58 | 36 | 22 |

8. What percentage of the dollar volume of outstanding C&I loans at your bank has interest rate floors?

| | All Respondents | | Large Banks | | Other Banks | |
|---------------------------|-----------------|-------|-------------|-------|-------------|-------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Less than 5 percent | 41 | 70.7 | 29 | 80.6 | 12 | 54.5 |
| Between 5 and 15 percent | 12 | 20.7 | 5 | 13.9 | 7 | 31.8 |
| Between 15 and 30 percent | 3 | 5.2 | 1 | 2.8 | 2 | 9.1 |
| Between 30 and 50 percent | 2 | 3.4 | 1 | 2.8 | 1 | 4.5 |
| 50 percent or more | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100.0 | 36 | 100.0 | 22 | 100.0 |

9. For what percentage of the dollar volume of outstanding C&I loans subject to interest rate floors is the floor currently binding?

| | All Respondents | | Large Banks | | Other Banks | |
|---------------------------|-----------------|-------|-------------|-------|-------------|-------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Less than 20 percent | 36 | 67.9 | 24 | 72.7 | 12 | 60.0 |
| Between 20 and 40 percent | 5 | 9.4 | 2 | 6.1 | 3 | 15.0 |
| Between 40 and 60 percent | 6 | 11.3 | 2 | 6.1 | 4 | 20.0 |
| Between 60 and 80 percent | 2 | 3.8 | 1 | 3.0 | 1 | 5.0 |
| 80 percent or more | 4 | 7.5 | 4 | 12.1 | 0 | 0.0 |
| Total | 53 | 100.0 | 33 | 100.0 | 20 | 100.0 |

Questions 10-11 ask about **commercial real estate loans** at your bank, including construction and land development loans and loans secured by nonfarm nonresidential real estate. Question 10 deals with changes in your bank's standards over the last three months. Question 11 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 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. Also, please report changes in enforcement of existing standards as changes in standards.

10. Over the past three months, how have your bank's credit standards for approving applications for commercial real estate loans changed?

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 9 | 15.5 | 6 | 16.7 | 3 | 13.6 |
| Remained basically unchanged | 48 | 82.8 | 30 | 83.3 | 18 | 81.8 |
| Eased somewhat | 1 | 1.7 | 0 | 0.0 | 1 | 4.5 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100.0 | 36 | 100.0 | 22 | 100.0 |

11. Apart from normal seasonal variation, how has demand for commercial real estate loans changed over the past three months?

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Substantially stronger | 1 | 1.7 | 0 | 0.0 | 1 | 4.5 |
| Moderately stronger | 7 | 12.1 | 3 | 8.3 | 4 | 18.2 |
| About the same | 35 | 60.3 | 25 | 69.4 | 10 | 45.5 |
| Moderately weaker | 14 | 24.1 | 8 | 22.2 | 6 | 27.3 |
| Substantially weaker | 1 | 1.7 | 0 | 0.0 | 1 | 4.5 |
| Total | 58 | 100.0 | 36 | 100.0 | 22 | 100.0 |

Questions 12-13 ask about **residential mortgage loans** at your bank. Question 12 deals with changes in your bank's credit standards over the past three months, and question 13 deals with changes in demand over the same period. 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 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.

12. Over the past three months, how have your bank's credit standards for approving applications from individuals for mortgage loans to purchase homes changed?

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 1 | 1.9 | 0 | 0.0 | 1 | 5.0 |
| Remained basically unchanged | 53 | 98.1 | 34 | 100.0 | 19 | 95.0 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 54 | 100.0 | 34 | 100.0 | 20 | 100.0 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Substantially stronger | 3 | 5.6 | 2 | 5.9 | 1 | 5.0 |
| Moderately stronger | 22 | 40.7 | 11 | 32.4 | 11 | 55.0 |
| About the same | 29 | 53.7 | 21 | 61.8 | 8 | 40.0 |
| Moderately weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 54 | 100.0 | 34 | 100.0 | 20 | 100.0 |

Questions 14-19 ask about **consumer lending** at your bank. Question 14 deals with changes in your bank's willingness to make consumer loans over the past three months. Questions 15-18 deal with changes in credit standards and loan terms over the same period. Question 19 deals 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.

14. 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 | Pct | Banks | Pct | Banks | Pct |
| Much more willing | 1 | 1.8 | 1 | 2.9 | 0 | 0.0 |
| Somewhat more willing | 8 | 14.5 | 4 | 11.8 | 4 | 19.0 |
| About unchanged | 45 | 81.8 | 28 | 82.4 | 17 | 81.0 |
| Somewhat less willing | 1 | 1.8 | 1 | 2.9 | 0 | 0.0 |
| Much less willing | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 55 | 100.0 | 34 | 100.0 | 21 | 100.0 |

15. 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 | Pct | Banks | Pct | Banks | Pct |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Remained basically unchanged | 32 | 100.0 | 19 | 100.0 | 13 | 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 | 32 | 100.0 | 19 | 100.0 | 13 | 100.0 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 5 | 9.1 | 4 | 11.8 | 1 | 4.8 |
| Remained basically unchanged | 48 | 87.3 | 30 | 88.2 | 18 | 85.7 |
| Eased somewhat | 2 | 3.6 | 0 | 0.0 | 2 | 9.5 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 55 | 100.0 | 34 | 100.0 | 21 | 100.0 |

17. 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? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

| | All Respondents | Large Banks | Other Banks |
|--|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Credit limits | 3.03 | 3.06 | 3.00 |
| Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased) | 3.10 | 3.13 | 3.08 |
| Minimum percent of outstanding balances required to be repaid each month | 3.03 | 3.06 | 3.00 |
| Minimum required credit score (increased score=tightened, reduced score=eased) | 2.97 | 3.06 | 2.85 |
| The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened) | 2.93 | 3.06 | 2.77 |
| Other | 3.00 | 3.00 | 3.00 |
| Number of banks responding | 29 | 16 | 13 |

18. Over the past three months, how has your bank changed the following terms and conditions on consumer loans other than credit card loans? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

| | All Respondents | Large Banks | Other Banks |
|---|-----------------|-------------|-------------|
| | Mean | Mean | Mean |
| Maximum maturity | 3.07 | 3.03 | 3.14 |
| Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased) | 3.09 | 3.06 | 3.14 |
| Minimum required downpayment | 2.98 | 2.97 | 3.00 |
| Minimum required credit score (increased score=tightened, reduced score=eased) | 2.96 | 2.97 | 2.95 |
| The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened) | 2.91 | 2.94 | 2.86 |
| Other | 2.98 | 2.97 | 3.00 |
| Number of banks responding | 54 | 33 | 21 |

19. Apart from normal seasonal variation, how has demand for consumer loans of all types changed over the past three months?

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|-------|-------------|-------|-------------|-------|
| | Banks | Pct | Banks | Pct | Banks | Pct |
| Substantially stronger | 1 | 1.8 | 0 | 0.0 | 1 | 4.8 |
| Moderately stronger | 20 | 36.4 | 14 | 41.2 | 6 | 28.6 |
| About the same | 31 | 56.4 | 19 | 55.9 | 12 | 57.1 |
| Moderately weaker | 3 | 5.5 | 1 | 2.9 | 2 | 9.5 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 55 | 100.0 | 34 | 100.0 | 21 | 100.0 |