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DIVISION OF MONETARY AFFAIRS

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TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

Enclosed for distribution to respondents is a national summary of the October 2019 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures:

October 2019 Senior Loan Officer Opinion Survey on Bank Lending Practices

This document is available on the Federal Reserve Board's web site (http://www.federalreserve.gov/econresdata/statisticsdata.htm)

The October 2019 Senior Loan Officer Opinion Survey on Bank Lending Practices

The October 2019 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 corresponds to the third quarter of 2019.[1]

Regarding loans to businesses, respondents indicated that, on balance, they left their standards on commercial and industrial (C&I) loans basically unchanged, while demand for C&I loans weakened.[2] Banks also reportedly tightened standards on commercial real estate (CRE) loans, while demand for most categories of CRE loans changed little on balance.

For loans to households, banks reportedly left their standards basically unchanged on most categories of residential real estate (RRE) loans, while demand strengthened for most categories of such loans. Meanwhile, banks reported tightening their standards on credit card loans, while demand for most consumer loan categories strengthened.

The survey also included a set of special questions asking banks to assess the likelihood of approving credit card and auto loan applications by borrower FICO score in comparison with the beginning of the year. Banks reported they were less likely to approve such loans for borrowers with FICO scores of 620 in comparison with the beginning of the year, while they were about as likely to approve such loans for borrowers with FICO scores of 720 over this same period. Banks that indicated a reduced willingness to approve new loans cited increased concerns regarding new borrowers' ability to consistently make payments on their loans, a less favorable or more uncertain economic outlook, and a reduced tolerance for risk as important reasons.

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[1] Responses were received from 76 domestic banks and 22 U.S. branches and agencies of foreign banks. Unless otherwise indicated, this summary refers to the responses of domestic banks. Large banks are defined as banks having $50 billion or more in total assets as of June 30, 2019. Respondent banks received the survey on September 23, 2019, and responses were due by October 4, 2019.

[2] 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"). Generally, 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. However, staff may deviate from these definitions if the net percentages are close to one of the boundaries.

Lending to Businesses

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

Questions on commercial and industrial lending. Banks reportedly left standards for C&I loans to large and middle-market firms and to small firms unchanged over the third quarter.[3] At the same time, banks reportedly eased some C&I loan terms. A significant net share reportedly narrowed spreads of loan rates over the cost of funds to large and middle-market firms, while a moderate net share reportedly narrowed them for small firms. In addition, a moderate net share of banks lowered their cost of credit lines for loans to large and middle-market firms, and a modest net share lowered them for loans to small firms. In contrast, moderate net shares reported increasing their use of interest rate floors to firms of all sizes.

Major shares of banks that reported reasons for tightening standards or terms on C&I loans cited a less favorable or more uncertain outlook; a reduced tolerance for risk; and a worsening of industry-specific problems as important reasons. All of the banks that reported reasons for easing cited increased competition from other lenders as an important reason.

A significant net share of banks reported weaker demand for C&I loans from large and middle-market firms, and moderate net shares of banks reported weaker demand from small firms as well as declines in the number of inquiries from potential borrowers regarding the availability and terms of new credit lines or increases in existing lines. Major shares of banks that reported experiencing weaker demand cited customers experiencing increases in internally generated funds; a reduced need to finance mergers or acquisitions, accounts receivable, and inventories; and reduced investment in plant or equipment as important reasons. Furthermore, major shares of banks also reported customer borrowing shifting to other sources of credit as an important reason.

Modest net shares of foreign banks reportedly tightened their C&I lending standards over the third quarter. In addition, moderate net shares of foreign banks also reportedly increased premiums charged on riskier loans. Major shares of foreign banks that reportedly tightened standards cited a less favorable or more uncertain economic outlook; a worsening of industry-specific problems; and decreased liquidity in the secondary market as important reasons. Meanwhile, a moderate net share of foreign banks reported experiencing weaker demand for C&I loans.

Questions on commercial real estate lending. Moderate net shares of banks reportedly tightened standards on all types of CRE loans over the third quarter. Meanwhile, modest net

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[3] 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. For C&I loans to large and middle-market firms, the overall net percentage of banks reportedly tightening their lending standards is about 5.4 percent. For C&I loans to small firms, the overall net percentage of banks reportedly tightening their lending standards is about 5.6 percent. Given the net percentages are near 5 percent, our staff has chosen to characterize C&I lending standards as about unchanged in this document. Moreover, on a portfolio-weighted basis in which banks' responses are weighted by the amount of C&I loans outstanding, on net, standards for C&I loans to both large and middle-market and small firms are about unchanged.

shares of banks indicated that they experienced weaker demand for construction and land development loans, while banks reported that demand was unchanged for loans secured by nonfarm nonresidential and multifamily properties on balance.

Lending to Households

(Table 1, questions 13–26)

Questions on residential real estate lending. Banks reportedly left their lending standards basically unchanged for most RRE loan categories over the third quarter, except for subprime loans, for which a moderate net percentage of banks reported tightening standards.[4] Meanwhile, significant net shares of banks reported demand strengthened for most categories of closed-end RRE loans during the same period, except for subprime mortgage loans and home equity lines of credit, for which demand was reportedly basically unchanged on balance.

Questions on consumer lending. Over the third quarter, moderate net shares of banks reportedly tightened their standards on credit cards, and modest net shares of banks reportedly tightened their standards on consumer loans other than credit cards and auto loans. Additionally, banks reported their standards on auto loans and their willingness to make consumer installment loans were about unchanged on balance. At the same time, moderate net shares of banks reportedly increased minimum required credit scores for credit cards, and modest net shares of banks raised minimum required credit scores for auto and other consumer loans. Meanwhile, a moderate net fraction of banks reportedly experienced stronger demand for auto loans, and a modest net fraction of banks experienced stronger demand for credit card loans. Different from credit card and auto loans, banks reported basically unchanged demand for other consumer loans during this period.

Special Questions on Banks' Credit Card and Auto Lending Policies

(Table 1, questions 27–34)

In a set of special questions, banks were asked to assess the likelihood of approving credit card and auto loan applications by borrower FICO score in comparison with the beginning of the year. Significant and moderate net fractions of banks reported that they were less likely to approve credit card and auto loan applications, respectively, from borrowers with FICO scores of 620. In

[4] Note that only eight banks in our survey reportedly originate subprime mortgage loans. The seven categories of residential home-purchase loans that banks are asked to consider are government-sponsored enterprise (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 Protection Bureau's website at www.consumerfinance.gov/regulations/ability-to-repay-and-qualified-mortgage-standards-under-the-truth-in-lending-act-regulation-z.

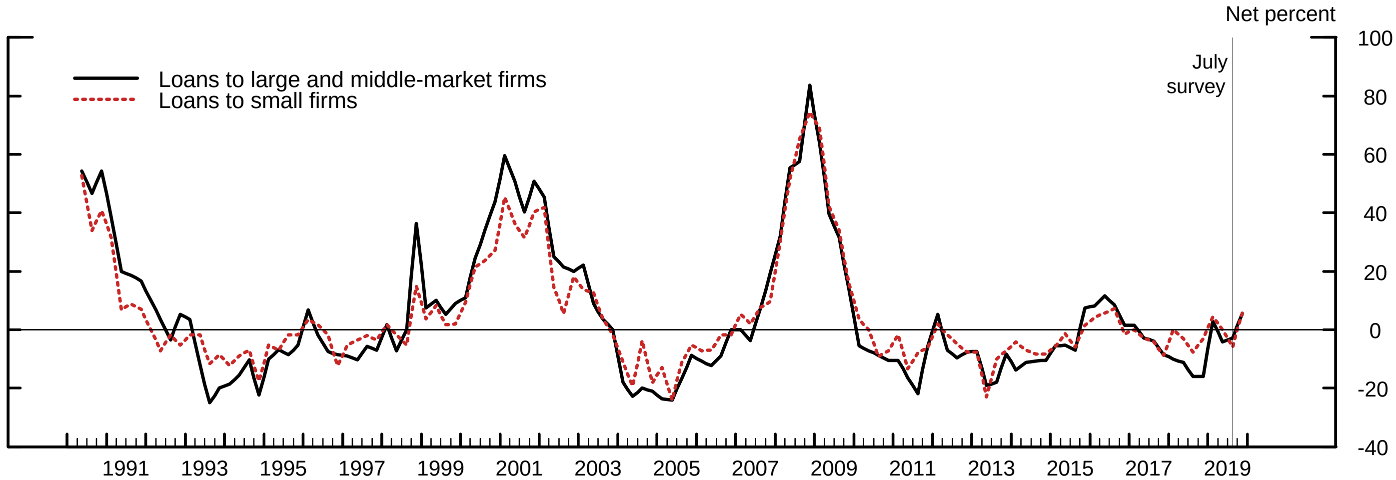
addition, a moderate net fraction of respondent banks reported a lower likelihood of approving applications for credit cards from borrowers with FICO scores of 680. Meanwhile, on net, banks reported they were about as willing to approve applications for auto loan borrowers with FICO scores of 680 and for both credit card and auto loan borrowers with FICO scores of 720.

Major shares of banks that indicated a reduced willingness to approve loans to credit card borrowers with FICO scores of 620 and 680 and auto loans to borrowers with FICO scores of 620 cited increased concerns regarding new borrowers' ability to consistently make payments on their loans; a less favorable or more uncertain economic outlook; and a reduced tolerance for risk as important reasons. Also, in the case of credit cards only, major shares of banks also cited a deterioration or expected deterioration in the quality of their existing loan portfolio as an important reason for being less willing to approve loan applications.

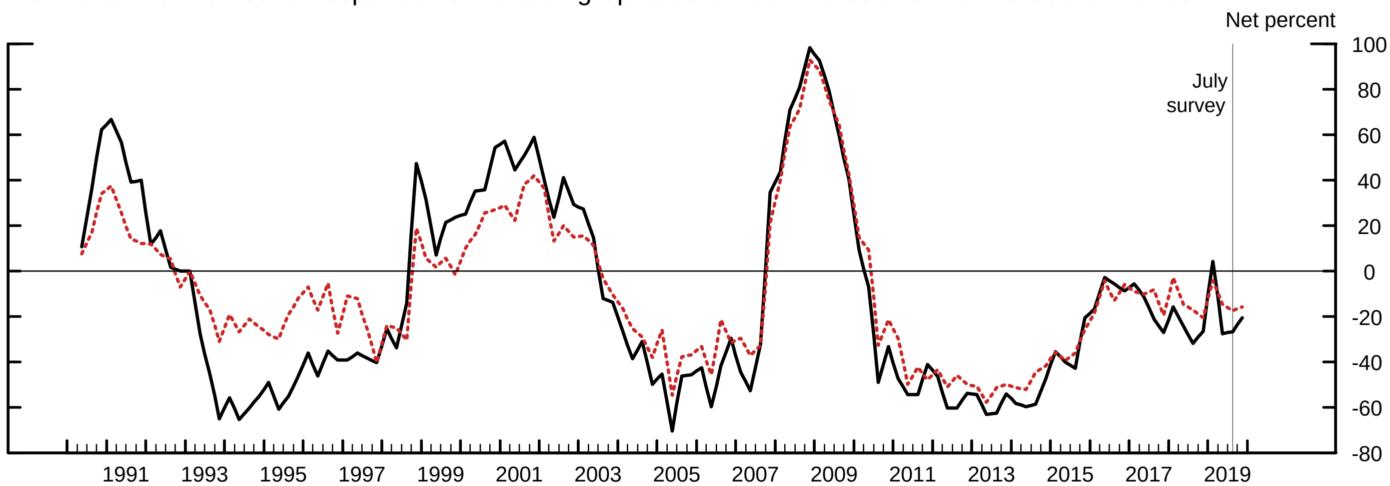
This document was prepared by Robert Kurtzman, with the assistance of Andrew Castro, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.

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

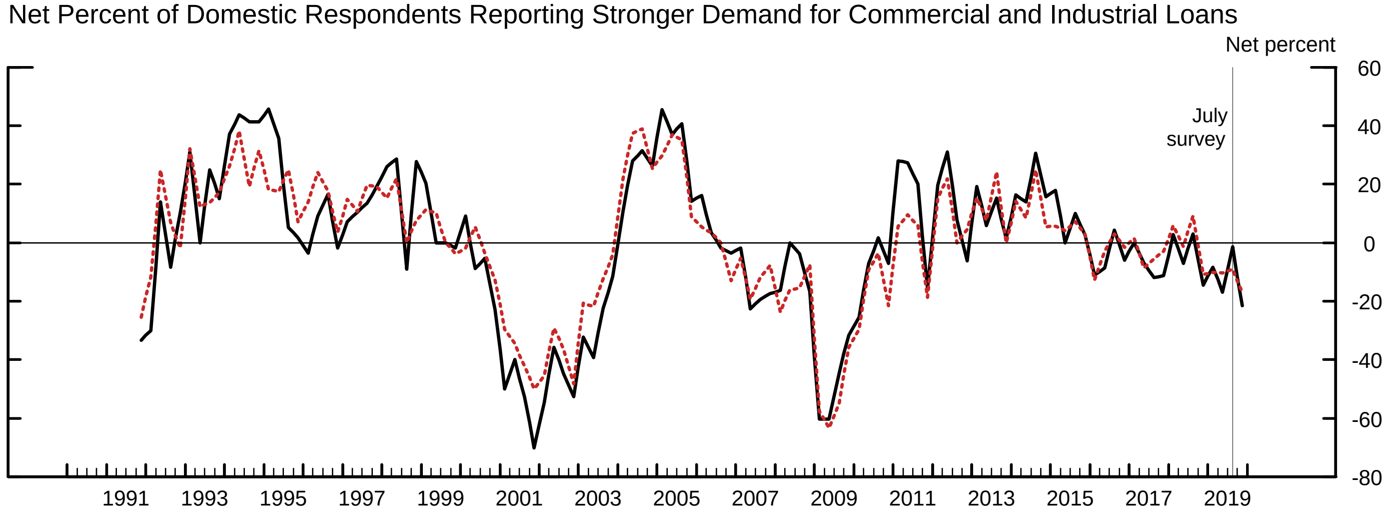
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



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

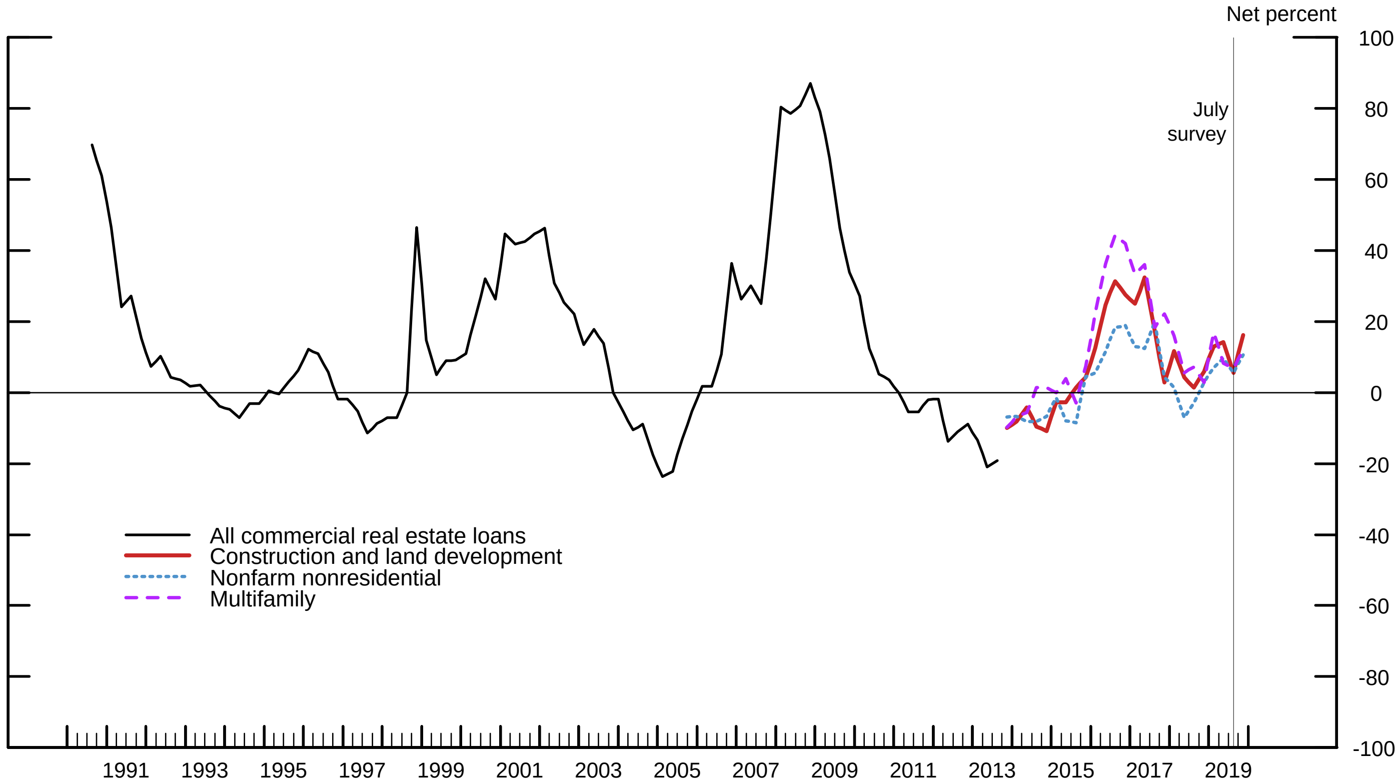


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans

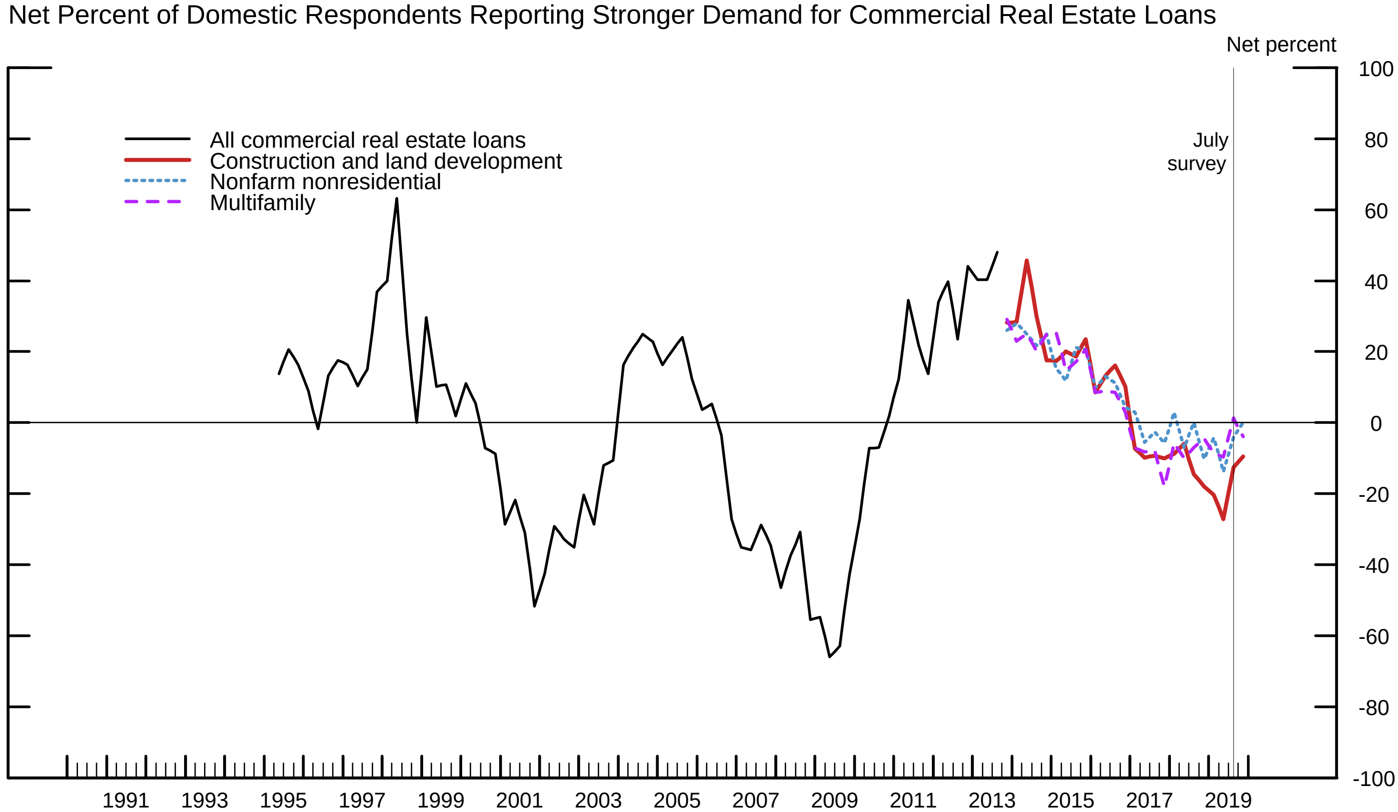


Measures of Supply and Demand for Commercial Real Estate Loans

Net Percent of Domestic Respondents Tightening Standards for Commercial Real Estate Loans



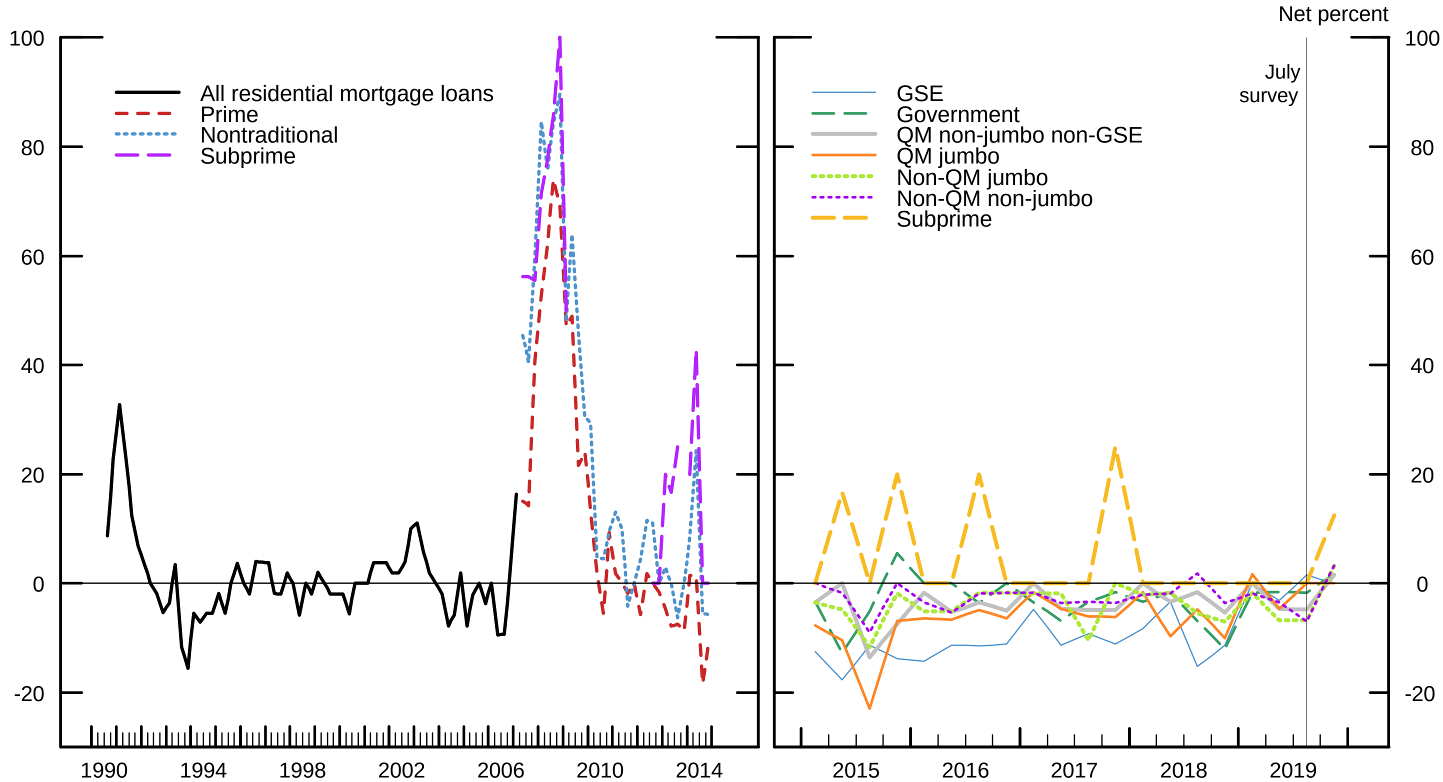
Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial Real Estate Loans



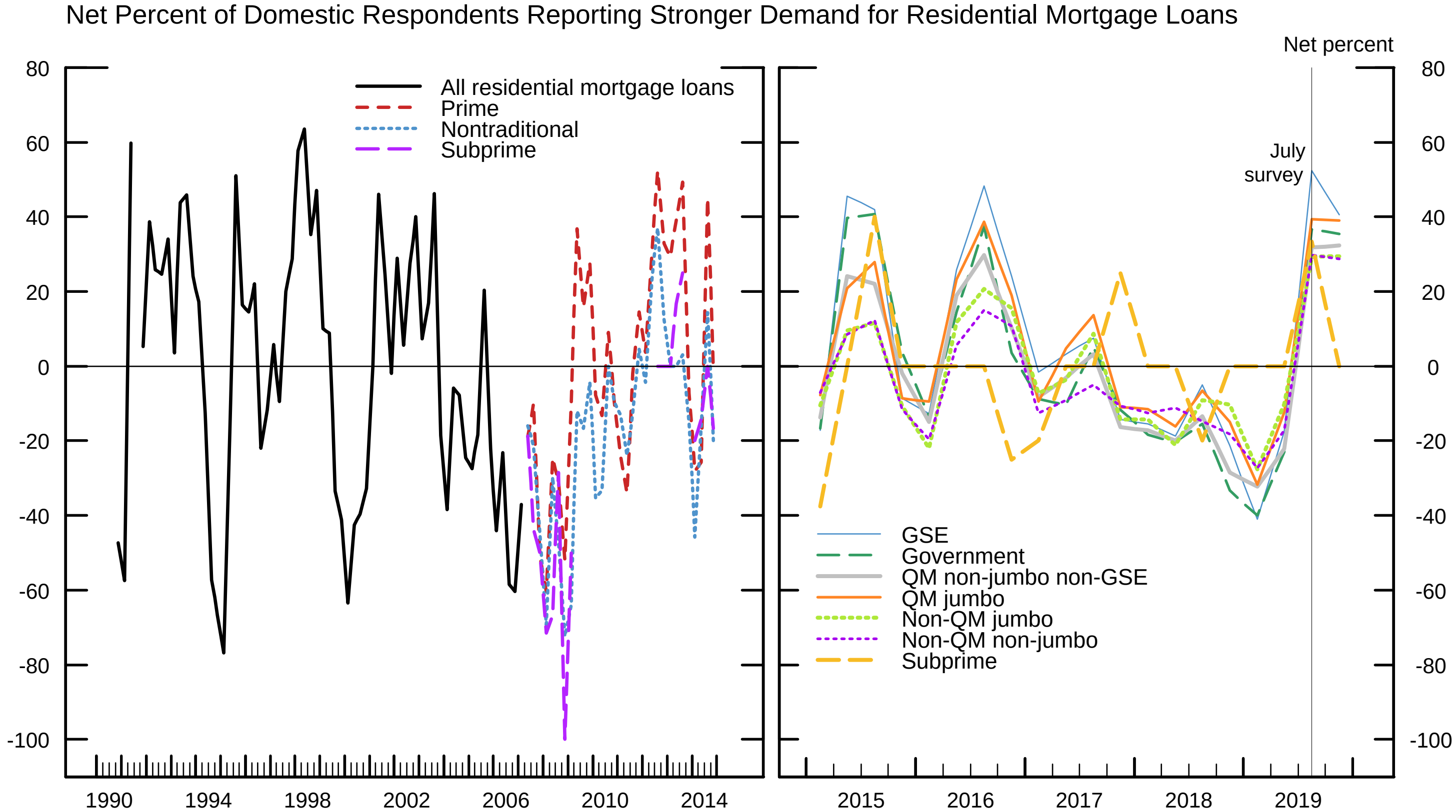
Note: For data starting in 2013:Q4, changes in demand for construction and land development, nonfarm nonresidential, and multifamily loans are reported separately.

Measures of Supply and Demand for Residential Mortgage Loans

Net Percent of Domestic Respondents Tightening Standards for Residential Mortgage Loans



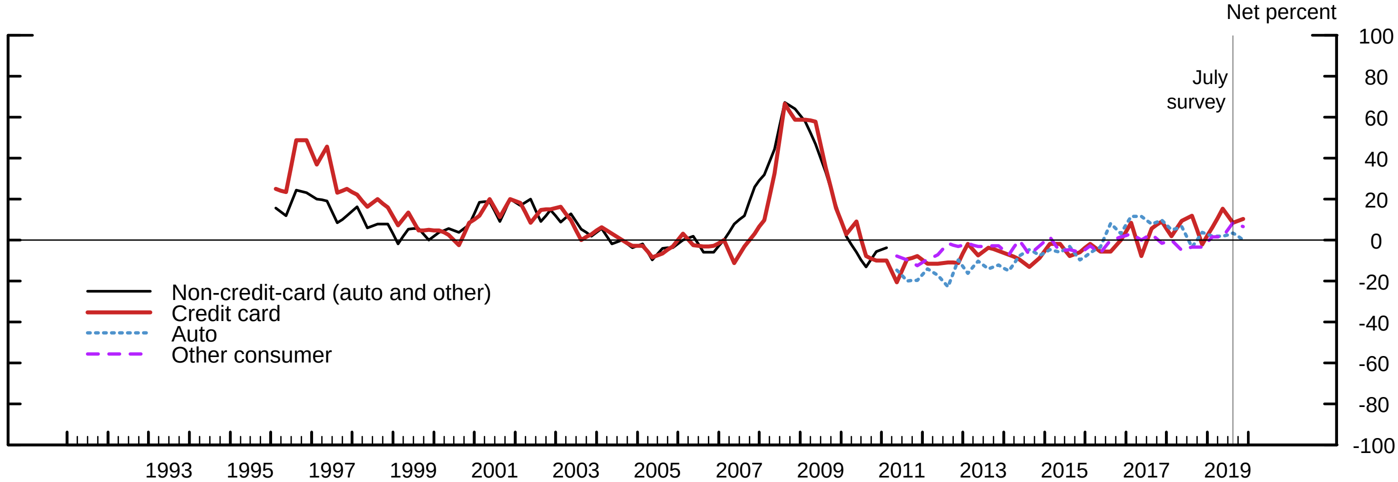
Net Percent of Domestic Respondents Reporting Stronger Demand for Residential Mortgage Loans



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.

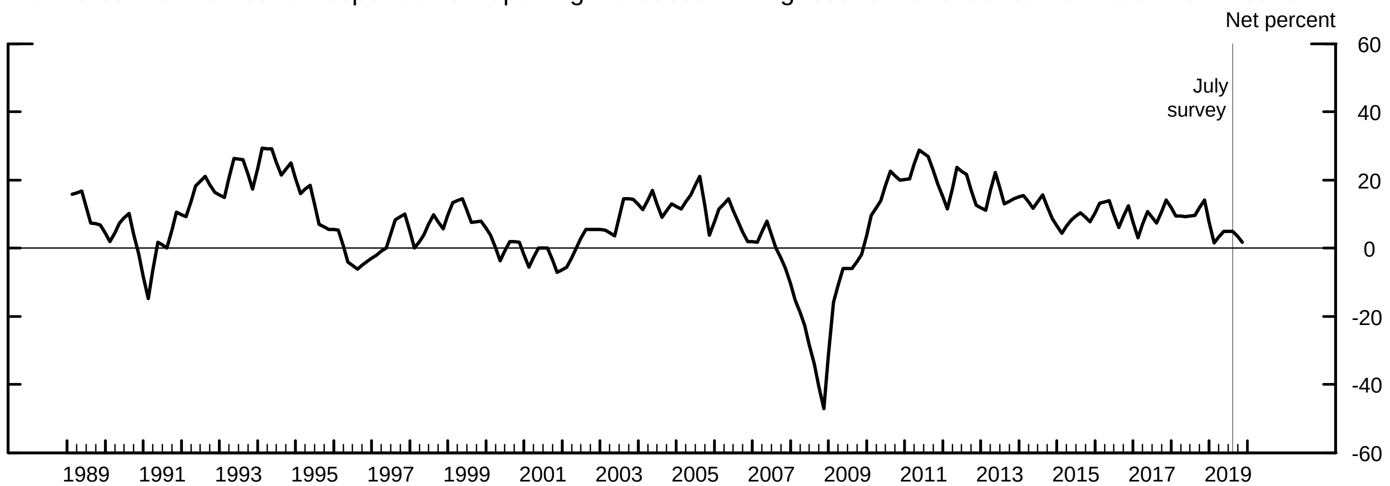
Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

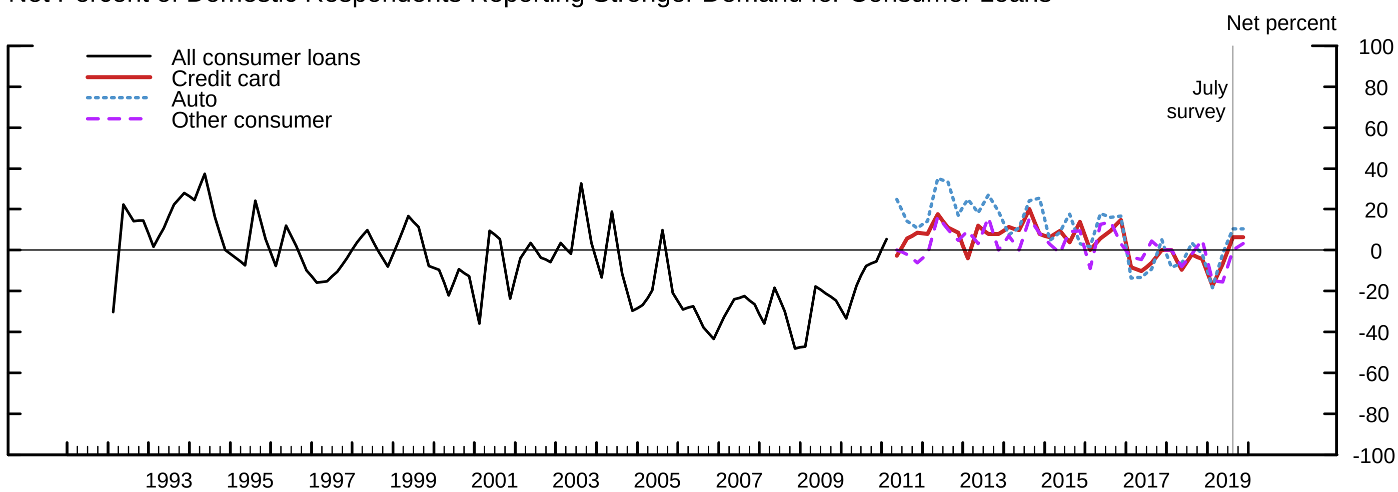


Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

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.

Table 1

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

(Status of Policy as of October 2019)

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	7	9.5	5	16.1	2	4.7
Remained basically unchanged	64	86.5	24	77.4	40	93.0
Eased somewhat	3	4.1	2	6.5	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	74	100	31	100	43	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	8.5	3	10.7	3	7.0
Remained basically unchanged	63	88.7	23	82.1	40	93.0
Eased somewhat	2	2.8	2	7.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

For this question, 1 respondent 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	4	5.5	3	9.7	1	2.4
Remained basically unchanged	63	86.3	24	77.4	39	92.9
Eased somewhat	6	8.2	4	12.9	2	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	31	100	42	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.8	1	3.3	1	2.4
Remained basically unchanged	66	91.7	29	96.7	37	88.1
Eased somewhat	4	5.6	0	0.0	4	9.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.2	1	3.3	2	4.8
Remained basically unchanged	58	80.6	26	86.7	32	76.2
Eased somewhat	11	15.3	3	10.0	8	19.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	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	1	1.4	0	0.0	1	2.4
Tightened somewhat	6	8.2	3	9.7	3	7.1
Remained basically unchanged	44	60.3	20	64.5	24	57.1
Eased somewhat	22	30.1	8	25.8	14	33.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	31	100	42	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	7	9.7	5	16.7	2	4.8
Remained basically unchanged	62	86.1	24	80.0	38	90.5
Eased somewhat	3	4.2	1	3.3	2	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	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	5	6.8	2	6.5	3	7.1
Remained basically unchanged	64	87.7	26	83.9	38	90.5
Eased somewhat	4	5.5	3	9.7	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	31	100	42	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	5	7.0	2	6.7	3	7.3
Remained basically unchanged	66	93.0	28	93.3	38	92.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	30	100	41	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	1	1.4	0	0.0	1	2.4
Tightened somewhat	11	15.5	5	16.7	6	14.6
Remained basically unchanged	59	83.1	25	83.3	34	82.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	30	100	41	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	4	5.7	3	10.7	1	2.4
Remained basically unchanged	64	91.4	24	85.7	40	95.2
Eased somewhat	2	2.9	1	3.6	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	2	7.1	0	0.0
Remained basically unchanged	66	94.3	26	92.9	40	95.2
Eased somewhat	2	2.9	0	0.0	2	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.7	2	7.1	2	4.8
Remained basically unchanged	58	82.9	25	89.3	33	78.6
Eased somewhat	8	11.4	1	3.6	7	16.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	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	1	1.4	0	0.0	1	2.4
Tightened somewhat	5	7.1	2	7.1	3	7.1
Remained basically unchanged	47	67.1	22	78.6	25	59.5
Eased somewhat	17	24.3	4	14.3	13	31.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.7	3	10.7	1	2.4
Remained basically unchanged	64	91.4	25	89.3	39	92.9
Eased somewhat	2	2.9	0	0.0	2	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	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	4	5.7	2	7.1	2	4.8
Remained basically unchanged	63	90.0	25	89.3	38	90.5
Eased somewhat	3	4.3	1	3.6	2	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	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	5	7.1	3	10.7	2	4.8
Remained basically unchanged	63	90.0	24	85.7	39	92.9
Eased somewhat	2	2.9	1	3.6	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	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	1	1.4	0	0.0	1	2.4
Tightened somewhat	9	13.0	3	11.1	6	14.3
Remained basically unchanged	59	85.5	24	88.9	35	83.3
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	27	100	42	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	15	78.9	6	100.0	9	69.2
Somewhat important	2	10.5	0	0.0	2	15.4
Very important	2	10.5	0	0.0	2	15.4
Total	19	100	6	100	13	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	10.5	0	0.0	2	15.4
Somewhat important	11	57.9	4	66.7	7	53.8
Very important	6	31.6	2	33.3	4	30.8
Total	19	100	6	100	13	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	33.3	2	33.3	4	33.3
Somewhat important	6	33.3	3	50.0	3	25.0
Very important	6	33.3	1	16.7	5	41.7
Total	18	100	6	100	12	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	11	57.9	5	83.3	6	46.2
Somewhat important	6	31.6	0	0.0	6	46.2
Very important	2	10.5	1	16.7	1	7.7
Total	19	100	6	100	13	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	5	26.3	1	16.7	4	30.8
Somewhat important	11	57.9	5	83.3	6	46.2
Very important	3	15.8	0	0.0	3	23.1
Total	19	100	6	100	13	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	15	78.9	4	66.7	11	84.6
Somewhat important	2	10.5	1	16.7	1	7.7
Very important	2	10.5	1	16.7	1	7.7
Total	19	100	6	100	13	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	15	78.9	6	100.0	9	69.2
Somewhat important	3	15.8	0	0.0	3	23.1
Very important	1	5.3	0	0.0	1	7.7
Total	19	100	6	100	13	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	10	55.6	4	66.7	6	50.0
Somewhat important	7	38.9	2	33.3	5	41.7
Very important	1	5.6	0	0.0	1	8.3
Total	18	100	6	100	12	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	17	94.4	6	85.7	11	100.0
Somewhat important	1	5.6	1	14.3	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100	7	100	11	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	14	82.4	6	85.7	8	80.0
Somewhat important	3	17.6	1	14.3	2	20.0
Very important	0	0.0	0	0.0	0	0.0
Total	17	100	7	100	10	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	15	88.2	6	85.7	9	90.0
Somewhat important	1	5.9	0	0.0	1	10.0
Very important	1	5.9	1	14.3	0	0.0
Total	17	100	7	100	10	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	0	0.0	0	0.0	0	0.0
Somewhat important	9	50.0	2	28.6	7	63.6
Very important	9	50.0	5	71.4	4	36.4
Total	18	100	7	100	11	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	12	70.6	3	42.9	9	90.0
Somewhat important	5	29.4	4	57.1	1	10.0
Very important	0	0.0	0	0.0	0	0.0
Total	17	100	7	100	10	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	12	66.7	3	42.9	9	81.8
Somewhat important	5	27.8	4	57.1	1	9.1
Very important	1	5.6	0	0.0	1	9.1
Total	18	100	7	100	11	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	16	88.9	6	85.7	10	90.9
Somewhat important	2	11.1	1	14.3	1	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	18	100	7	100	11	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	16	88.9	6	85.7	10	90.9
Somewhat important	2	11.1	1	14.3	1	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	18	100	7	100	11	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	6	8.1	3	9.7	3	7.0
About the same	46	62.2	17	54.8	29	67.4
Moderately weaker	22	29.7	11	35.5	11	25.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	74	100	31	100	43	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	2	2.8	1	3.6	1	2.3
About the same	55	77.5	19	67.9	36	83.7
Moderately weaker	14	19.7	8	28.6	6	14.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	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	3	50.0	1	33.3	2	66.7
Somewhat important	3	50.0	2	66.7	1	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	3	100	3	100

b. Customer accounts receivable financing needs increased

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

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	28.6	1	25.0	1	33.3
Somewhat important	5	71.4	3	75.0	2	66.7
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	100.0	3	100.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	3	100	3	100

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	0	0.0	0	0.0	0	0.0
Somewhat important	7	100.0	4	100.0	3	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	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	2	33.3	1	33.3	1	33.3
Somewhat important	3	50.0	2	66.7	1	33.3
Very important	1	16.7	0	0.0	1	33.3
Total	6	100	3	100	3	100

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	80.0	1	50.0	3	100.0
Somewhat important	1	20.0	1	50.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	2	100	3	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	10	47.6	6	46.2	4	50.0
Somewhat important	9	42.9	7	53.8	2	25.0
Very important	2	9.5	0	0.0	2	25.0
Total	21	100	13	100	8	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	42.9	5	38.5	4	50.0
Somewhat important	11	52.4	8	61.5	3	37.5
Very important	1	4.8	0	0.0	1	12.5
Total	21	100	13	100	8	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	13.6	3	23.1	0	0.0
Somewhat important	14	63.6	7	53.8	7	77.8
Very important	5	22.7	3	23.1	2	22.2
Total	22	100	13	100	9	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	38.1	6	46.2	2	25.0
Somewhat important	13	61.9	7	53.8	6	75.0
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	13	100	8	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	28.6	2	15.4	4	50.0
Somewhat important	13	61.9	9	69.2	4	50.0
Very important	2	9.5	2	15.4	0	0.0
Total	21	100	13	100	8	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	9	42.9	8	61.5	1	12.5
Somewhat important	8	38.1	4	30.8	4	50.0
Very important	4	19.0	1	7.7	3	37.5
Total	21	100	13	100	8	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	63.6	10	76.9	4	44.4
Somewhat important	6	27.3	3	23.1	3	33.3
Very important	2	9.1	0	0.0	2	22.2
Total	22	100	13	100	9	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	8	11.3	2	6.7	6	14.6
The number of inquiries has stayed about the same	47	66.2	18	60.0	29	70.7
The number of inquiries has decreased moderately	16	22.5	10	33.3	6	14.6
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
Total	71	100	30	100	41	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	14	18.9	4	13.3	10	22.7
Remained basically unchanged	58	78.4	26	86.7	32	72.7
Eased somewhat	2	2.7	0	0.0	2	4.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	74	100	30	100	44	100

For this question, 1 respondent 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	10	13.3	3	9.7	7	15.9
Remained basically unchanged	63	84.0	27	87.1	36	81.8
Eased somewhat	2	2.7	1	3.2	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	75	100	31	100	44	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.3	0	0.0	1	2.3
Tightened somewhat	9	12.0	2	6.5	7	15.9
Remained basically unchanged	64	85.3	28	90.3	36	81.8
Eased somewhat	1	1.3	1	3.2	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	75	100	31	100	44	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	5	6.8	1	3.4	4	9.1
About the same	56	76.7	23	79.3	33	75.0
Moderately weaker	12	16.4	5	17.2	7	15.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	73	100	29	100	44	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	1	1.4	1	3.2	0	0.0
Moderately stronger	5	6.8	2	6.5	3	7.1
About the same	61	83.6	26	83.9	35	83.3
Moderately weaker	6	8.2	2	6.5	4	9.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	73	100	31	100	42	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	1.3	1	3.2	0	0.0
Moderately stronger	7	9.3	4	12.9	3	6.8
About the same	56	74.7	23	74.2	33	75.0
Moderately weaker	11	14.7	3	9.7	8	18.2
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	75	100	31	100	44	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	1	1.6	1	4.2	0	0.0
Remained basically unchanged	62	96.9	22	91.7	40	100.0
Eased somewhat	1	1.6	1	4.2	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	24	100	40	100

For this question, 8 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	3	4.9	1	4.3	2	5.3
Remained basically unchanged	56	91.8	20	87.0	36	94.7
Eased somewhat	2	3.3	2	8.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	23	100	38	100

For this question, 9 respondents answered "My bank does not originate government residential mortgages."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.1	1	4.2	1	2.4
Remained basically unchanged	62	95.4	23	95.8	39	95.1
Eased somewhat	1	1.5	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	24	100	41	100

For this question, 6 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	3	4.5	3	11.5	0	0.0
Remained basically unchanged	60	90.9	22	84.6	38	95.0
Eased somewhat	3	4.5	1	3.8	2	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	26	100	40	100

For this question, 5 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	8.1	4	14.8	1	2.9
Remained basically unchanged	54	87.1	22	81.5	32	91.4
Eased somewhat	3	4.8	1	3.7	2	5.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	27	100	35	100

For this question, 9 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	4	6.7	3	11.5	1	2.9
Remained basically unchanged	54	90.0	23	88.5	31	91.2
Eased somewhat	2	3.3	0	0.0	2	5.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	26	100	34	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	NaN	0	0.0
Tightened somewhat	1	12.5	0	NaN	1	12.5
Remained basically unchanged	7	87.5	0	NaN	7	87.5
Eased somewhat	0	0.0	0	NaN	0	0.0
Eased considerably	0	0.0	0	NaN	0	0.0
Total	8	100	0	100	8	100

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

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

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	5	7.8	2	8.3	3	7.5
Moderately stronger	24	37.5	10	41.7	14	35.0
About the same	32	50.0	9	37.5	23	57.5
Moderately weaker	2	3.1	2	8.3	0	0.0
Substantially weaker	1	1.6	1	4.2	0	0.0
Total	64	100	24	100	40	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	2	3.2	1	4.3	1	2.6
Moderately stronger	21	33.9	11	47.8	10	25.6
About the same	38	61.3	11	47.8	27	69.2
Moderately weaker	1	1.6	0	0.0	1	2.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	62	100	23	100	39	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.5	0	0.0	1	2.4
Moderately stronger	21	32.3	10	41.7	11	26.8
About the same	42	64.6	13	54.2	29	70.7
Moderately weaker	0	0.0	0	0.0	0	0.0
Substantially weaker	1	1.5	1	4.2	0	0.0
Total	65	100	24	100	41	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	2	3.1	1	4.2	1	2.5
Moderately stronger	24	37.5	15	62.5	9	22.5
About the same	37	57.8	7	29.2	30	75.0
Moderately weaker	0	0.0	0	0.0	0	0.0
Substantially weaker	1	1.6	1	4.2	0	0.0
Total	64	100	24	100	40	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	1.6	0	0.0	1	2.9
Moderately stronger	18	29.5	14	53.8	4	11.4
About the same	41	67.2	11	42.3	30	85.7
Moderately weaker	1	1.6	1	3.8	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	61	100	26	100	35	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	1.7	0	0.0	1	2.9
Moderately stronger	16	27.1	11	44.0	5	14.7
About the same	42	71.2	14	56.0	28	82.4
Moderately weaker	0	0.0	0	0.0	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	59	100	25	100	34	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	7	100.0	0	NaN	7	100.0
Moderately weaker	0	0.0	0	NaN	0	0.0
Substantially weaker	0	0.0	0	NaN	0	0.0
Total	7	100	0	100	7	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.5	2	7.7	1	2.4
Remained basically unchanged	63	94.0	23	88.5	40	97.6
Eased somewhat	1	1.5	1	3.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	26	100	41	100

For this question, 3 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	10	14.9	7	26.9	3	7.3
About the same	49	73.1	14	53.8	35	85.4
Moderately weaker	8	11.9	5	19.2	3	7.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	67	100	26	100	41	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Much more willing	1	1.7	0	0.0	1	2.6
Somewhat more willing	2	3.3	1	4.8	1	2.6
About unchanged	55	91.7	18	85.7	37	94.9
Somewhat less willing	2	3.3	2	9.5	0	0.0
Much less willing	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

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

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

	All 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	16.7	7	31.8	1	3.8
Remained basically unchanged	37	77.1	13	59.1	24	92.3
Eased somewhat	3	6.2	2	9.1	1	3.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	48	100	22	100	26	100

For this question, 20 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	1.7	1	4.8	0	0.0
Tightened somewhat	1	1.7	0	0.0	1	2.7
Remained basically unchanged	54	93.1	19	90.5	35	94.6
Eased somewhat	2	3.4	1	4.8	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	21	100	37	100

For this question, 11 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	8.3	5	23.8	0	0.0
Remained basically unchanged	54	90.0	16	76.2	38	97.4
Eased somewhat	1	1.7	0	0.0	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

For this question, 10 respondents answered "My bank does not originate consumer loans other than credit card or auto loans."

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

a. Credit limits

	All 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	13.3	6	27.3	0	0.0
Remained basically unchanged	37	82.2	16	72.7	21	91.3
Eased somewhat	2	4.4	0	0.0	2	8.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	22	100	23	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	44	97.8	22	100.0	22	95.7
Eased somewhat	1	2.2	0	0.0	1	4.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	22	100	23	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	45	100.0	22	100.0	23	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	45	100	22	100	23	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	8	17.8	8	36.4	0	0.0
Remained basically unchanged	35	77.8	12	54.5	23	100.0
Eased somewhat	2	4.4	2	9.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	22	100	23	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	8.9	3	13.6	1	4.3
Remained basically unchanged	40	88.9	18	81.8	22	95.7
Eased somewhat	1	2.2	1	4.5	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	22	100	23	100

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

a. Maximum maturity

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	55	96.5	21	100.0	34	94.4
Eased somewhat	2	3.5	0	0.0	2	5.6
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	1	1.7	1	4.5	0	0.0
Tightened somewhat	7	12.1	6	27.3	1	2.8
Remained basically unchanged	46	79.3	13	59.1	33	91.7
Eased somewhat	4	6.9	2	9.1	2	5.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	22	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	1	1.7	1	4.5	0	0.0
Remained basically unchanged	57	98.3	21	95.5	36	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	58	100	22	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	3	5.3	2	9.5	1	2.8
Remained basically unchanged	54	94.7	19	90.5	35	97.2
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

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	3.4	1	4.5	1	2.8
Remained basically unchanged	56	96.6	21	95.5	35	97.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	22	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	58	100.0	20	100.0	38	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	20	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	6.9	2	10.0	2	5.3
Remained basically unchanged	53	91.4	17	85.0	36	94.7
Eased somewhat	1	1.7	1	5.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	20	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	57	100.0	19	100.0	38	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	19	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	5.3	3	15.8	0	0.0
Remained basically unchanged	54	94.7	16	84.2	38	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	19	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	7.0	3	15.8	1	2.6
Remained basically unchanged	53	93.0	16	84.2	37	97.4
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	19	100	38	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	4	8.5	1	4.3	3	12.5
About the same	42	89.4	21	91.3	21	87.5
Moderately weaker	1	2.1	1	4.3	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	47	100	23	100	24	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	12	20.7	7	31.8	5	13.9
About the same	40	69.0	14	63.6	26	72.2
Moderately weaker	6	10.3	1	4.5	5	13.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	58	100	22	100	36	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	2	3.3	1	4.8	1	2.6
About the same	58	96.7	20	95.2	38	97.4
Moderately weaker	0	0.0	0	0.0	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

*This first set of special questions, **Questions 27-30**, asks about changes in the likelihood of your bank approving applications for credit cards to borrowers with different credit scores, and the factors influencing such changes.*

27. In comparison to the beginning of the year, how much less or more likely is your bank at present to approve an application for a **credit card** to a borrower with the stated FICO score (or equivalent)? In each case assume that all other borrower characteristics are typical for credit card applications with that FICO score (or equivalent).

a. A borrower with a FICO score (or equivalent) of 620

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much less likely	4	6.5	3	11.1	1	2.9
Somewhat less likely	6	9.7	5	18.5	1	2.9
About as likely	21	33.9	10	37.0	11	31.4
Somewhat more likely	1	1.6	1	3.7	0	0.0
Much more likely	0	0.0	0	0.0	0	0.0
My bank does not originate credit card loans to these borrowers	30	48.4	8	29.6	22	62.9
Total	62	100	27	100	35	100

b. A borrower with a FICO score (or equivalent) of 680

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much less likely	0	0.0	0	0.0	0	0.0
Somewhat less likely	6	9.7	5	18.5	1	2.9
About as likely	38	61.3	17	63.0	21	60.0
Somewhat more likely	1	1.6	1	3.7	0	0.0
Much more likely	0	0.0	0	0.0	0	0.0
My bank does not originate credit card loans to these borrowers	17	27.4	4	14.8	13	37.1
Total	62	100	27	100	35	100

c. A borrower with a FICO score (or equivalent) of 720

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much less likely	0	0.0	0	0.0	0	0.0
Somewhat less likely	1	1.6	1	3.7	0	0.0
About as likely	41	66.1	21	77.8	20	57.1
Somewhat more likely	3	4.8	1	3.7	2	5.7
Much more likely	0	0.0	0	0.0	0	0.0
My bank does not originate credit card loans to these borrowers	17	27.4	4	14.8	13	37.1
Total	62	100	27	100	35	100

28. If your bank is currently less or more likely to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **620** in comparison to the beginning of this year (as described in Question 27), how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate and rate *each* possible reason.)

A. Possible reasons your bank is currently **less likely** to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **620** in comparison to the beginning of this year:

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	80.0	7	87.5	1	50.0
Somewhat important	1	10.0	0	0.0	1	50.0
Very important	1	10.0	1	12.5	0	0.0
Total	10	100	8	100	2	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	10.0	1	12.5	0	0.0
Somewhat important	8	80.0	7	87.5	1	50.0
Very important	1	10.0	0	0.0	1	50.0
Total	10	100	8	100	2	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	40.0	3	37.5	1	50.0
Somewhat important	5	50.0	4	50.0	1	50.0
Very important	1	10.0	1	12.5	0	0.0
Total	10	100	8	100	2	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	20.0	2	25.0	0	0.0
Somewhat important	5	50.0	4	50.0	1	50.0
Very important	3	30.0	2	25.0	1	50.0
Total	10	100	8	100	2	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	80.0	7	87.5	1	50.0
Somewhat important	2	20.0	1	12.5	1	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	8	100	2	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	80.0	7	87.5	1	50.0
Somewhat important	1	10.0	1	12.5	0	0.0
Very important	1	10.0	0	0.0	1	50.0
Total	10	100	8	100	2	100

g. Increased concerns about these new borrowers' ability to consistently make payments on their credit card loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	0	0.0	0	0.0	0	0.0
Somewhat important	8	80.0	7	87.5	1	50.0
Very important	2	20.0	1	12.5	1	50.0
Total	10	100	8	100	2	100

B. Possible reasons your bank is currently **more likely** to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **620** in comparison to the beginning of this year:

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

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

b. More favorable or less uncertain economic outlook

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

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

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

d. Increased tolerance for risk

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

e. More aggressive competition from other banks or nonbank lenders

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

f. Decreased 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.

g. Decreased concerns about these new borrowers' ability to consistently make payments on their credit card loans

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

29. If your bank is currently less or more likely to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **680** in comparison to the beginning of this year (as described in Question 27), how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate and rate *each* possible reason.)

A. Possible reasons your bank is currently **less likely** to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **680** in comparison to the beginning of this year:

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	80.0	3	75.0	1	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	1	20.0	1	25.0	0	0.0
Total	5	100	4	100	1	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	20.0	1	25.0	0	0.0
Somewhat important	4	80.0	3	75.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	4	100	1	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	20.0	1	25.0	0	0.0
Somewhat important	4	80.0	3	75.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	4	100	1	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	40.0	2	50.0	0	0.0
Somewhat important	3	60.0	2	50.0	1	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	4	100	1	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	100.0	4	100.0	1	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	4	100	1	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	100.0	4	100.0	1	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	4	100	1	100

g. Increased concerns about these new borrowers' ability to consistently make payments on their credit card loans

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

B. Possible reasons your bank is currently **more likely** to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **680** in comparison to the beginning of this year:

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

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

b. More favorable or less uncertain economic outlook

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

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

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

d. Increased tolerance for risk

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

e. More aggressive competition from other banks or nonbank lenders

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

f. Decreased 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.

g. Decreased concerns about these new borrowers' ability to consistently make payments on their credit card loans

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

30. If your bank is currently less or more likely to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **720** in comparison to the beginning of this year (as described in Question 27), how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate and rate *each* possible reason.)

A. Possible reasons your bank is currently **less likely** to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **720** in comparison to the beginning of this year:

a. Deterioration in your bank's current or expected capital or liquidity 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. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

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

d. Reduced tolerance for risk

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

e. Less aggressive competition from other banks or nonbank lenders

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

f. 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.

g. Increased concerns about these new borrowers' ability to consistently make payments on their credit card loans

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

B. Possible reasons your bank is currently **more likely** to approve an application for a **credit card** to a borrower with a FICO score (or equivalent) of **720** in comparison to the beginning of this year:

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

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

b. More favorable or less uncertain economic outlook

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

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

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

d. Increased tolerance for risk

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

e. More aggressive competition from other banks or nonbank lenders

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

f. Decreased 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.

g. Decreased concerns about these new borrowers' ability to consistently make payments on their credit card loans

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

*This second set of special questions, **Questions 31-34**, asks about changes in the likelihood of your bank approving applications for auto loans to borrowers with different credit scores, and the factors influencing such changes.*

31. In comparison to the beginning of the year, how much less or more likely is your bank at present to approve an application for an **auto loan** to a borrower with the stated FICO score (or equivalent)? In each case assume that all other borrower characteristics are typical for auto loan applications with that FICO score (or equivalent).

a. A borrower with a FICO score (or equivalent) of 620

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Much less likely	2	3.1	2	8.0	0	0.0
Somewhat less likely	5	7.7	2	8.0	3	7.5
About as likely	32	49.2	13	52.0	19	47.5
Somewhat more likely	0	0.0	0	0.0	0	0.0
Much more likely	0	0.0	0	0.0	0	0.0
My bank does not originate auto loans to these borrowers	26	40.0	8	32.0	18	45.0
Total	65	100	25	100	40	100

b. A borrower with a FICO score (or equivalent) of 680

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Much less likely	0	0.0	0	0.0	0	0.0
Somewhat less likely	3	4.6	3	12.0	0	0.0
About as likely	52	80.0	18	72.0	34	85.0
Somewhat more likely	1	1.5	0	0.0	1	2.5
Much more likely	0	0.0	0	0.0	0	0.0
My bank does not originate auto loans to these borrowers	9	13.8	4	16.0	5	12.5
Total	65	100	25	100	40	100

c. A borrower with a FICO score (or equivalent) of 720

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Much less likely	0	0.0	0	0.0	0	0.0
Somewhat less likely	2	3.1	2	8.0	0	0.0
About as likely	51	78.5	17	68.0	34	85.0
Somewhat more likely	3	4.6	2	8.0	1	2.5
Much more likely	0	0.0	0	0.0	0	0.0
My bank does not originate auto loans to these borrowers	9	13.8	4	16.0	5	12.5
Total	65	100	25	100	40	100

32. If your bank is currently less or more likely to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **620** in comparison to the beginning of this year (as described in Question 31), how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate and rate *each* possible reason.)

A. Possible reasons your bank is currently **less likely** to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **620** in comparison to the beginning of this year:

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	85.7	3	75.0	3	100.0
Somewhat important	1	14.3	1	25.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	0	0.0	0	0.0	0	0.0
Somewhat important	5	71.4	3	75.0	2	66.7
Very important	2	28.6	1	25.0	1	33.3
Total	7	100	4	100	3	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	85.7	3	75.0	3	100.0
Somewhat important	1	14.3	1	25.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

d. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	14.3	0	0.0	1	33.3
Somewhat important	6	85.7	4	100.0	2	66.7
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

e. Less aggressive competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	100.0	4	100.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	71.4	2	50.0	3	100.0
Somewhat important	2	28.6	2	50.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

g. Increased concerns about these new borrowers' ability to consistently make payments on their auto loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	28.6	1	25.0	1	33.3
Somewhat important	4	57.1	3	75.0	1	33.3
Very important	1	14.3	0	0.0	1	33.3
Total	7	100	4	100	3	100

h. Less favorable or more uncertain expectations regarding collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	85.7	4	100.0	2	66.7
Somewhat important	1	14.3	0	0.0	1	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	71.4	3	75.0	2	66.7
Somewhat important	2	28.6	1	25.0	1	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	7	100	4	100	3	100

B. Possible reasons your bank is currently **more likely** to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **620** in comparison to the beginning of this year:

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

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

b. More favorable or less uncertain economic outlook

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

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

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

d. Increased tolerance for risk

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

e. More aggressive competition from other banks or nonbank lenders

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

f. Decreased 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.

g. Decreased concerns about these new borrowers' ability to consistently make payments on their auto loans

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

h. More favorable or less uncertain expectations regarding collateral values

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

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

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

33. If your bank is currently less or more likely to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **680** in comparison to the beginning of this year (as described in Question 31), how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate and rate *each* possible reason.)

A. Possible reasons your bank is currently **less likely** to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **680** in comparison to the beginning of this year:

a. Deterioration in your bank's current or expected capital or liquidity 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. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

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

d. Reduced tolerance for risk

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

e. Less aggressive competition from other banks or nonbank lenders

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

f. 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.

g. Increased concerns about these new borrowers' ability to consistently make payments on their auto loans

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

h. Less favorable or more uncertain expectations regarding collateral values

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

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

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

B. Possible reasons your bank is currently **more likely** to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **680** in comparison to the beginning of this year:

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

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

b. More favorable or less uncertain economic outlook

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

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

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

d. Increased tolerance for risk

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

e. More aggressive competition from other banks or nonbank lenders

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

f. Decreased 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.

g. Decreased concerns about these new borrowers' ability to consistently make payments on their auto loans

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

h. More favorable or less uncertain expectations regarding collateral values

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

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

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

34. If your bank is currently less or more likely to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **720** in comparison to the beginning of this year (as described in Question 31), how important have been the following possible reasons for the change? (Please respond to either A or B as appropriate and rate *each* possible reason.)

A. Possible reasons your bank is currently **less likely** to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **720** in comparison to the beginning of this year:

a. Deterioration in your bank's current or expected capital or liquidity 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. Deterioration or expected deterioration in the quality of your bank's existing loan portfolio

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

d. Reduced tolerance for risk

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

e. Less aggressive competition from other banks or nonbank lenders

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

f. 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.

g. Increased concerns about these new borrowers' ability to consistently make payments on their auto loans

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

h. Less favorable or more uncertain expectations regarding collateral values

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

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

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

B. Possible reasons your bank is currently **more likely** to approve an application for an **auto loan** to a borrower with a FICO score (or equivalent) of **720** in comparison to the beginning of this year:

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

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

b. More favorable or less uncertain economic outlook

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

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

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

d. Increased tolerance for risk

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

e. More aggressive competition from other banks or nonbank lenders

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

f. Decreased 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.

g. Decreased concerns about these new borrowers' ability to consistently make payments on their auto loans

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

h. More favorable or less uncertain expectations regarding collateral values

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

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

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

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 June 30, 2019. The combined assets of the 31 large banks totaled $10.4 trillion, compared to $11.2 trillion for the entire panel of 76 banks, and $15.4 trillion for all domestically chartered, federally insured commercial banks.

Last Update: November 4, 2019

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 October 2019)

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

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—changed?

	All Respondents	
	Banks	**Percent**
Tightened considerably	0	0.0
Tightened somewhat	2	9.1
Remained basically unchanged	20	90.9
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	1	4.8
Remained basically unchanged	19	90.5
Eased somewhat	1	4.8
Eased considerably	0	0.0
Total	21	100

b. Maximum maturity of loans or credit lines

	All Respondents	
	Banks	**Percent**
Tightened considerably	0	0.0
Tightened somewhat	1	4.8
Remained basically unchanged	20	95.2
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	21	100

c. Costs of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	0	0.0
Remained basically unchanged	20	95.2
Eased somewhat	1	4.8
Eased considerably	0	0.0
Total	21	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	2	9.5
Remained basically unchanged	16	76.2
Eased somewhat	2	9.5
Eased considerably	1	4.8
Total	21	100

e. Premiums charged on riskier loans

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	3	14.3
Remained basically unchanged	18	85.7
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	21	100

f. Loan covenants

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	2	9.5
Remained basically unchanged	17	81.0
Eased somewhat	2	9.5
Eased considerably	0	0.0
Total	21	100

g. Collateralization requirements

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	1	4.8
Remained basically unchanged	20	95.2
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	21	100

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

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	1	5.0
Remained basically unchanged	19	95.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	20	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	
	Banks	Percent
Not important	5	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	5	100

b. Less favorable or more uncertain economic outlook

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

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

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

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

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
Total	5	100

e. Reduced tolerance for risk

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

f. Decreased liquidity in the secondary market for these loans

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

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

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

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

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	0	0.0
Very important	1	20.0
Total	5	100

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

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

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

b. More favorable or less uncertain economic outlook

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

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

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

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

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

e. Increased tolerance for risk

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

f. Increased liquidity in the secondary market for these loans

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

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

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

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

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

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

	All Respondents	
	Banks	**Percent**
Substantially stronger	0	0.0
Moderately stronger	0	0.0
About the same	18	85.7
Moderately weaker	3	14.3
Substantially weaker	0	0.0
Total	21	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

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

b. Customer accounts receivable financing needs increased

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

c. Customer investment in plant or equipment increased

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

d. Customer internally generated funds decreased

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

e. Customer merger or acquisition financing needs increased

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

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

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

g. Customer precautionary demand for cash and liquidity increased

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

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	0	0.0
The number of inquiries has increased moderately	1	4.5
The number of inquiries has stayed about the same	19	86.4
The number of inquiries has decreased moderately	2	9.1
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	0	0.0
Tightened somewhat	2	15.4
Remained basically unchanged	11	84.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	13	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	3	23.1
About the same	9	69.2
Moderately weaker	1	7.7
Substantially weaker	0	0.0
Total	13	100

1. As of June 30, 2019, the 22 respondents had combined assets of $1.4 trillion, compared to $2.4 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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