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 2021)

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	54	81.8	23	71.9	31	91.2
Eased somewhat	12	18.2	9	28.1	3	8.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	88.9	25	86.2	31	91.2
Eased somewhat	7	11.1	4	13.8	3	8.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	29	100	34	100

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

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

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

a. Maximum size of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	44	66.7	18	56.2	26	76.5
Eased somewhat	22	33.3	14	43.8	8	23.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	60	92.3	29	90.6	31	93.9
Eased somewhat	5	7.7	3	9.4	2	6.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	32	100	33	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	51	77.3	21	65.6	30	88.2
Eased somewhat	15	22.7	11	34.4	4	11.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.1	0	0.0	2	5.9
Remained basically unchanged	37	56.9	16	51.6	21	61.8
Eased somewhat	26	40.0	15	48.4	11	32.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	31	100	34	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	3	4.5	1	3.1	2	5.9
Remained basically unchanged	58	87.9	27	84.4	31	91.2
Eased somewhat	5	7.6	4	12.5	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	55	83.3	23	71.9	32	94.1
Eased somewhat	11	16.7	9	28.1	2	5.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	64	98.5	31	96.9	33	100.0
Eased somewhat	1	1.5	1	3.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	32	100	33	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.5	0	0.0	1	2.9
Remained basically unchanged	52	78.8	22	68.8	30	88.2
Eased somewhat	13	19.7	10	31.2	3	8.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	55	87.3	29	100.0	26	76.5
Eased somewhat	8	12.7	0	0.0	8	23.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	29	100	34	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	90.3	26	89.7	30	90.9
Eased somewhat	6	9.7	3	10.3	3	9.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	29	100	33	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	52	83.9	21	75.0	31	91.2
Eased somewhat	10	16.1	7	25.0	3	8.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	28	100	34	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	0	0.0	1	2.9
Remained basically unchanged	45	71.4	21	72.4	24	70.6
Eased somewhat	17	27.0	8	27.6	9	26.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	29	100	34	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	1	1.6	0	0.0	1	2.9
Remained basically unchanged	58	92.1	26	89.7	32	94.1
Eased somewhat	4	6.3	3	10.3	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	29	100	34	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	93.7	26	89.7	33	97.1
Eased somewhat	4	6.3	3	10.3	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	29	100	34	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	61	98.4	28	96.6	33	100.0
Eased somewhat	1	1.6	1	3.4	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	29	100	33	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	0	0.0	1	2.9
Remained basically unchanged	54	87.1	23	82.1	31	91.2
Eased somewhat	6	9.7	4	14.3	2	5.9
Eased considerably	1	1.6	1	3.6	0	0.0
Total	62	100	28	100	34	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	3	75.0	1	100.0	2	66.7
Somewhat Important	1	25.0	0	0.0	1	33.3
Very Important	0	0.0	0	0.0	0	0.0
Total	4	100	1	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	2	50.0	0	0.0	2	66.7
Somewhat Important	1	25.0	1	100.0	0	0.0
Very Important	1	25.0	0	0.0	1	33.3
Total	4	100	1	100	3	100

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	3	75.0	1	100.0	2	66.7
Somewhat Important	1	25.0	0	0.0	1	33.3
Very Important	0	0.0	0	0.0	0	0.0
Total	4	100	1	100	3	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	3	75.0	1	100.0	2	66.7
Somewhat Important	1	25.0	0	0.0	1	33.3
Very Important	0	0.0	0	0.0	0	0.0
Total	4	100	1	100	3	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	4	100.0	1	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	4	100	1	100	3	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	3	75.0	1	100.0	2	66.7
Somewhat Important	1	25.0	0	0.0	1	33.3
Very Important	0	0.0	0	0.0	0	0.0
Total	4	100	1	100	3	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	3	75.0	1	100.0	2	66.7
Somewhat Important	0	0.0	0	0.0	0	0.0
Very Important	1	25.0	0	0.0	1	33.3
Total	4	100	1	100	3	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	25	78.1	14	73.7	11	84.6
Somewhat Important	7	21.9	5	26.3	2	15.4
Very Important	0	0.0	0	0.0	0	0.0
Total	32	100	19	100	13	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	9	27.3	4	21.1	5	35.7
Somewhat Important	18	54.5	11	57.9	7	50.0
Very Important	6	18.2	4	21.1	2	14.3
Total	33	100	19	100	14	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	16	53.3	9	50.0	7	58.3
Somewhat Important	11	36.7	8	44.4	3	25.0
Very Important	3	10.0	1	5.6	2	16.7
Total	30	100	18	100	12	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	2	6.2	1	5.3	1	7.7
Somewhat Important	12	37.5	8	42.1	4	30.8
Very Important	18	56.2	10	52.6	8	61.5
Total	32	100	19	100	13	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	21	65.6	12	63.2	9	69.2
Somewhat Important	11	34.4	7	36.8	4	30.8
Very Important	0	0.0	0	0.0	0	0.0
Total	32	100	19	100	13	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	26	78.8	16	84.2	10	71.4
Somewhat Important	7	21.2	3	15.8	4	28.6
Very Important	0	0.0	0	0.0	0	0.0
Total	33	100	19	100	14	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	23	71.9	13	68.4	10	76.9
Somewhat Important	6	18.8	5	26.3	1	7.7
Very Important	3	9.4	1	5.3	2	15.4
Total	32	100	19	100	13	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	31	96.9	19	100.0	12	92.3
Somewhat Important	1	3.1	0	0.0	1	7.7
Very Important	0	0.0	0	0.0	0	0.0
Total	32	100	19	100	13	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	1	1.5	1	3.1	0	0.0
Moderately stronger	16	24.2	10	31.2	6	17.6
About the same	37	56.1	16	50.0	21	61.8
Moderately weaker	11	16.7	4	12.5	7	20.6
Substantially weaker	1	1.5	1	3.1	0	0.0
Total	66	100	32	100	34	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	13	20.6	7	24.1	6	17.6
About the same	37	58.7	16	55.2	21	61.8
Moderately weaker	12	19.0	5	17.2	7	20.6
Substantially weaker	1	1.6	1	3.4	0	0.0
Total	63	100	29	100	34	100

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate.)

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

a. Customer inventory financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	4	22.2	4	36.4	0	0.0
Somewhat Important	12	66.7	7	63.6	5	71.4
Very Important	2	11.1	0	0.0	2	28.6
Total	18	100	11	100	7	100

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	6	33.3	5	45.5	1	14.3
Somewhat Important	11	61.1	6	54.5	5	71.4
Very Important	1	5.6	0	0.0	1	14.3
Total	18	100	11	100	7	100

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	4	23.5	3	27.3	1	16.7
Somewhat Important	13	76.5	8	72.7	5	83.3
Very Important	0	0.0	0	0.0	0	0.0
Total	17	100	11	100	6	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	17	94.4	10	90.9	7	100.0
Somewhat Important	1	5.6	1	9.1	0	0.0
Very Important	0	0.0	0	0.0	0	0.0
Total	18	100	11	100	7	100

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	5	27.8	0	0.0	5	71.4
Somewhat Important	8	44.4	6	54.5	2	28.6
Very Important	5	27.8	5	45.5	0	0.0
Total	18	100	11	100	7	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	13	72.2	9	81.8	4	57.1
Somewhat Important	5	27.8	2	18.2	3	42.9
Very Important	0	0.0	0	0.0	0	0.0
Total	18	100	11	100	7	100

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	11	64.7	8	72.7	3	50.0
Somewhat Important	6	35.3	3	27.3	3	50.0
Very Important	0	0.0	0	0.0	0	0.0
Total	17	100	11	100	6	100

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

a. Customer inventory financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	6	40.0	3	37.5	3	42.9
Somewhat Important	8	53.3	5	62.5	3	42.9
Very Important	1	6.7	0	0.0	1	14.3
Total	15	100	8	100	7	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	5	33.3	2	25.0	3	42.9
Somewhat Important	9	60.0	6	75.0	3	42.9
Very Important	1	6.7	0	0.0	1	14.3
Total	15	100	8	100	7	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	3	20.0	1	12.5	2	28.6
Somewhat Important	9	60.0	6	75.0	3	42.9
Very Important	3	20.0	1	12.5	2	28.6
Total	15	100	8	100	7	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	4	28.6	4	50.0	0	0.0
Somewhat Important	8	57.1	4	50.0	4	66.7
Very Important	2	14.3	0	0.0	2	33.3
Total	14	100	8	100	6	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	11	78.6	6	75.0	5	83.3
Somewhat Important	3	21.4	2	25.0	1	16.7
Very Important	0	0.0	0	0.0	0	0.0
Total	14	100	8	100	6	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	10	71.4	5	62.5	5	83.3
Somewhat Important	4	28.6	3	37.5	1	16.7
Very Important	0	0.0	0	0.0	0	0.0
Total	14	100	8	100	6	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	10	71.4	4	50.0	6	100.0
Somewhat Important	3	21.4	3	37.5	0	0.0
Very Important	1	7.1	1	12.5	0	0.0
Total	14	100	8	100	6	100

6. At your bank, apart from seasonal variation, how has the number of inquiries from potential business borrowers regarding the availability and terms of new credit lines or increases in existing lines changed over the past three months? (Please consider only inquiries for additional or increased C&I lines as opposed to the refinancing of existing loans.)

	All Respondents		**Large Banks**		**Other Banks**	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
The number of inquiries has increased substantially	0	0.0	0	0.0	0	0.0
The number of inquiries has increased moderately	15	23.4	11	34.4	4	12.5
The number of inquiries has stayed about the same	42	65.6	20	62.5	22	68.8
The number of inquiries has decreased moderately	7	10.9	1	3.1	6	18.8
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
Total	64	100	32	100	32	100

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

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

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

	All 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	7.8	3	9.7	2	6.1
Remained basically unchanged	48	75.0	24	77.4	24	72.7
Eased somewhat	11	17.2	4	12.9	7	21.2
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	31	100	33	100

For this question, 3 respondents answered "My bank does not originate construction and land development loans or credit lines."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.5	3	9.4	0	0.0
Remained basically unchanged	54	81.8	26	81.2	28	82.4
Eased somewhat	9	13.6	3	9.4	6	17.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	100

For this question, 1 respondent answered "My bank does not originate loans secured by nonfarm nonresidential properties."

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.5	0	0.0	1	2.9
Remained basically unchanged	50	75.8	22	68.8	28	82.4
Eased somewhat	15	22.7	10	31.2	5	14.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	100

For this question, 1 respondent answered "My bank does not originate loans secured by multifamily residential properties."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	16	25.0	11	35.5	5	15.2
About the same	34	53.1	12	38.7	22	66.7
Moderately weaker	14	21.9	8	25.8	6	18.2
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	64	100	31	100	33	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	1.5	1	3.2	0	0.0
Moderately stronger	14	21.5	8	25.8	6	17.6
About the same	44	67.7	19	61.3	25	73.5
Moderately weaker	6	9.2	3	9.7	3	8.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	65	100	31	100	34	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	20	30.3	15	46.9	5	14.7
About the same	40	60.6	16	50.0	24	70.6
Moderately weaker	6	9.1	1	3.1	5	14.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	66	100	32	100	34	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	1	1.8	1	4.0	0	0.0
Tightened somewhat	1	1.8	0	0.0	1	3.2
Remained basically unchanged	48	85.7	22	88.0	26	83.9
Eased somewhat	5	8.9	1	4.0	4	12.9
Eased considerably	1	1.8	1	4.0	0	0.0
Total	56	100	25	100	31	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.9	1	4.2	0	0.0
Remained basically unchanged	51	94.4	23	95.8	28	93.3
Eased somewhat	2	3.7	0	0.0	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	24	100	30	100

For this question, 11 respondents answered "My bank does not originate government residential mortgages."

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

	All 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	47	81.0	22	81.5	25	80.6
Eased somewhat	11	19.0	5	18.5	6	19.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	27	100	31	100

For this question, 8 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	1	1.7	0	0.0	1	3.2
Remained basically unchanged	40	69.0	18	66.7	22	71.0
Eased somewhat	17	29.3	9	33.3	8	25.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	27	100	31	100

For this question, 8 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	42	75.0	20	69.0	22	81.5
Eased somewhat	14	25.0	9	31.0	5	18.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	29	100	27	100

For this question, 10 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	47	87.0	23	85.2	24	88.9
Eased somewhat	7	13.0	4	14.8	3	11.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	27	100	27	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	14.3	0	0.0	1	14.3
Remained basically unchanged	6	85.7	0	0.0	6	85.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	7	100	0	0	7	100

For this question, 59 respondents answered "My bank does not originate subprime residential mortgages."

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	6	10.7	3	12.0	3	9.7
About the same	31	55.4	15	60.0	16	51.6
Moderately weaker	18	32.1	7	28.0	11	35.5
Substantially weaker	1	1.8	0	0.0	1	3.2
Total	56	100	25	100	31	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	1	1.8	1	4.2	0	0.0
About the same	36	65.5	18	75.0	18	58.1
Moderately weaker	18	32.7	5	20.8	13	41.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	55	100	24	100	31	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	0	0.0	0	0.0	0	0.0
Moderately stronger	4	6.9	2	7.4	2	6.5
About the same	41	70.7	22	81.5	19	61.3
Moderately weaker	13	22.4	3	11.1	10	32.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	58	100	27	100	31	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	0	0.0	0	0.0	0	0.0
Moderately stronger	10	17.2	4	14.8	6	19.4
About the same	36	62.1	18	66.7	18	58.1
Moderately weaker	12	20.7	5	18.5	7	22.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	58	100	27	100	31	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	0	0.0	0	0.0	0	0.0
Moderately stronger	6	10.7	2	6.9	4	14.8
About the same	39	69.6	23	79.3	16	59.3
Moderately weaker	11	19.6	4	13.8	7	25.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100	29	100	27	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	0	0.0	0	0.0	0	0.0
Moderately stronger	5	9.3	2	7.4	3	11.1
About the same	36	66.7	22	81.5	14	51.9
Moderately weaker	13	24.1	3	11.1	10	37.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	54	100	27	100	27	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	0.0	0	0.0
Moderately stronger	0	0.0	0	0.0	0	0.0
About the same	3	50.0	0	0.0	3	50.0
Moderately weaker	2	33.3	0	0.0	2	33.3
Substantially weaker	1	16.7	0	0.0	1	16.7
Total	6	100	0	0	6	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	46	83.6	20	76.9	26	89.7
Eased somewhat	9	16.4	6	23.1	3	10.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	26	100	29	100

For this question, 9 respondents answered "My bank does not originate revolving home equity lines of credit."

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	10	18.2	6	23.1	4	13.8
About the same	36	65.5	15	57.7	21	72.4
Moderately weaker	9	16.4	5	19.2	4	13.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	55	100	26	100	29	100

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

17. Please indicate your bank's willingness to make **consumer installment loans** now as opposed to three months ago. (This question covers the range of consumer installment loans defined as consumer loans with a set number of scheduled payments, such as auto loans, student loans, and personal loans. It does not cover credit cards and other types of revolving credit, nor mortgages, which are included under the residential real estate questions.)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much more willing	0	0.0	0	0.0	0	0.0
Somewhat more willing	12	20.7	9	34.6	3	9.4
About unchanged	43	74.1	14	53.8	29	90.6
Somewhat less willing	2	3.4	2	7.7	0	0.0
Much less willing	1	1.7	1	3.8	0	0.0
Total	58	100	26	100	32	100

For this question, 8 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	1	2.2	1	3.8	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	29	64.4	13	50.0	16	84.2
Eased somewhat	15	33.3	12	46.2	3	15.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	26	100	19	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.9	1	4.8	0	0.0
Remained basically unchanged	46	86.8	15	71.4	31	96.9
Eased somewhat	5	9.4	4	19.0	1	3.1
Eased considerably	1	1.9	1	4.8	0	0.0
Total	53	100	21	100	32	100

For this question, 13 respondents answered "My bank does not originate auto loans to individuals or households."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.7	1	3.8	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	47	81.0	18	69.2	29	90.6
Eased somewhat	10	17.2	7	26.9	3	9.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	26	100	32	100

For this question, 8 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	34	77.3	20	76.9	14	77.8
Eased somewhat	10	22.7	6	23.1	4	22.2
Eased considerably	0	0.0	0	0.0	0	0.0
Total	44	100	26	100	18	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	2.3	1	3.8	0	0.0
Remained basically unchanged	42	95.5	25	96.2	17	94.4
Eased somewhat	1	2.3	0	0.0	1	5.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	44	100	26	100	18	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	44	100.0	26	100.0	18	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	44	100	26	100	18	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	35	79.5	19	73.1	16	88.9
Eased somewhat	9	20.5	7	26.9	2	11.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	44	100	26	100	18	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	2.3	0	0.0	1	5.6
Remained basically unchanged	40	93.0	24	96.0	16	88.9
Eased somewhat	2	4.7	1	4.0	1	5.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	25	100	18	100

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

a. Maximum maturity

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	48	94.1	18	85.7	30	100.0
Eased somewhat	3	5.9	3	14.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	21	100	30	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	1	2.0	1	4.8	0	0.0
Remained basically unchanged	41	80.4	14	66.7	27	90.0
Eased somewhat	9	17.6	6	28.6	3	10.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	21	100	30	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	50	98.0	21	100.0	29	96.7
Eased somewhat	1	2.0	0	0.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	21	100	30	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	1	2.0	1	4.8	0	0.0
Remained basically unchanged	46	90.2	17	81.0	29	96.7
Eased somewhat	4	7.8	3	14.3	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	21	100	30	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	49	96.1	20	95.2	29	96.7
Eased somewhat	2	3.9	1	4.8	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	21	100	30	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	55	98.2	26	100.0	29	96.7
Eased somewhat	1	1.8	0	0.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	26	100	30	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	53	94.6	24	92.3	29	96.7
Eased somewhat	3	5.4	2	7.7	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	26	100	30	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	56	100.0	26	100.0	30	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	56	100	26	100	30	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	52	92.9	24	92.3	28	93.3
Eased somewhat	4	7.1	2	7.7	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	26	100	30	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	0	0.0	1	3.3
Remained basically unchanged	55	98.2	26	100.0	29	96.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	26	100	30	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	8	17.8	5	19.2	3	15.8
About the same	36	80.0	21	80.8	15	78.9
Moderately weaker	1	2.2	0	0.0	1	5.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	45	100	26	100	19	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	1	1.9	1	4.8	0	0.0
Moderately stronger	4	7.7	2	9.5	2	6.5
About the same	34	65.4	14	66.7	20	64.5
Moderately weaker	13	25.0	4	19.0	9	29.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	52	100	21	100	31	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	5	8.6	4	15.4	1	3.1
About the same	49	84.5	21	80.8	28	87.5
Moderately weaker	4	6.9	1	3.8	3	9.4
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	58	100	26	100	32	100

***Question 27** asks you to describe the current level of demand for C&I and credit card loans at your bank compared to pre-pandemic levels (**end of 2019**), by borrower category.*

27. For each of the loan categories listed below, how would you describe your bank's current level of demand compared to the end of 2019?

A. C&I loans or credit lines:

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially Stronger	0	0.0	0	0.0	0	0.0
Somewhat Stronger	9	15.3	5	17.9	4	12.9
About The Same	38	64.4	18	64.3	20	64.5
Somewhat Weaker	11	18.6	5	17.9	6	19.4
Substantially Weaker	1	1.7	0	0.0	1	3.2
Total	59	100	28	100	31	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially Stronger	1	1.7	1	3.4	0	0.0
Somewhat Stronger	9	15.3	7	24.1	2	6.7
About The Same	34	57.6	14	48.3	20	66.7
Somewhat Weaker	13	22.0	7	24.1	6	20.0
Substantially Weaker	2	3.4	0	0.0	2	6.7
Total	59	100	29	100	30	100

c. Non-syndicated loans to 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
Somewhat Stronger	9	14.8	4	13.3	5	16.1
About The Same	34	55.7	18	60.0	16	51.6
Somewhat Weaker	16	26.2	7	23.3	9	29.0
Substantially Weaker	2	3.3	1	3.3	1	3.2
Total	61	100	30	100	31	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially Stronger	1	1.7	1	3.4	0	0.0
Somewhat Stronger	10	16.7	4	13.8	6	19.4
About The Same	24	40.0	11	37.9	13	41.9
Somewhat Weaker	22	36.7	11	37.9	11	35.5
Substantially Weaker	3	5.0	2	6.9	1	3.2
Total	60	100	29	100	31	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially Stronger	0	0.0	0	0.0	0	0.0
Somewhat Stronger	7	12.3	3	11.1	4	13.3
About The Same	29	50.9	13	48.1	16	53.3
Somewhat Weaker	16	28.1	7	25.9	9	30.0
Substantially Weaker	5	8.8	4	14.8	1	3.3
Total	57	100	27	100	30	100

B. Credit card loans (in each case assume that all other borrower characteristics are typical for credit card applications with that FICO score or equivalent):

a. Credit card loans or lines of credit to prime borrowers (having a FICO score of 720 or above, or equivalent)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially Stronger	0	0.0	0	0.0	0	0.0
Somewhat Stronger	6	13.6	3	12.5	3	15.0
About The Same	27	61.4	12	50.0	15	75.0
Somewhat Weaker	11	25.0	9	37.5	2	10.0
Substantially Weaker	0	0.0	0	0.0	0	0.0
Total	44	100	24	100	20	100

b. Credit card loans or lines of credit to near-prime borrowers (having a FICO score in the 620-719 range, or equivalent)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially Stronger	0	0.0	0	0.0	0	0.0
Somewhat Stronger	2	4.5	0	0.0	2	10.0
About The Same	30	68.2	15	62.5	15	75.0
Somewhat Weaker	11	25.0	8	33.3	3	15.0
Substantially Weaker	1	2.3	1	4.2	0	0.0
Total	44	100	24	100	20	100

c. Credit card loans or lines of credit to subprime borrowers (having a FICO score of 619 or below, or equivalent)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially Stronger	0	0.0	0	0.0	0	0.0
Somewhat Stronger	2	5.3	2	10.5	0	0.0
About The Same	28	73.7	13	68.4	15	78.9
Somewhat Weaker	7	18.4	4	21.1	3	15.8
Substantially Weaker	1	2.6	0	0.0	1	5.3
Total	38	100	19	100	19	100

Question 28-31 *ask about your bank's outlook for the demand for C&I and credit card loans over the next six months compared to current levels, apart from normal seasonal variation*

28. Assuming that economic activity progresses in line with consensus forecasts, what is your **outlook for the demand for C&I loans over the next six months** compared to current levels, apart from normal seasonal variation?

A. Compared to current levels, over the next six months, demand for C&I loans from **large and middle-market firms** (annual sales of $50 million or more) is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	1	1.6	0	0.0	1	3.1
Strengthen somewhat	28	45.9	17	58.6	11	34.4
Remain about the same	30	49.2	12	41.4	18	56.2
Weaken somewhat	2	3.3	0	0.0	2	6.2
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	61	100	29	100	32	100

For this question, 2 respondents answered "My bank does not originate this type of loan."

B. Compared to current conditions, over the next six months, demand for C&I loans from **small firms** (annual sales of less than $50 million) is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	1	1.7	0	0.0	1	3.1
Strengthen somewhat	27	45.0	18	64.3	9	28.1
Remain about the same	30	50.0	10	35.7	20	62.5
Weaken somewhat	2	3.3	0	0.0	2	6.2
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	60	100	28	100	32	100

For this question, 3 respondents answered "My bank does not originate this type of loan."

29. Still assuming that economic activity progresses in line with consensus forecasts, what are the **reasons for your outlook for stronger or weaker demand for C&I loans over the next six months**, apart from normal seasonal variation?

A. If **stronger** loan demand (in either question 28A or 28B), possible reasons:

a. Customer inventory financing needs are expected to increase

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	2	6.1	1	5.0	1	7.7
Somewhat Important	26	78.8	18	90.0	8	61.5
Very Important	5	15.2	1	5.0	4	30.8
Total	33	100	20	100	13	100

b. Customer accounts receivable financing needs are expected to increase

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	5	15.2	3	15.0	2	15.4
Somewhat Important	26	78.8	17	85.0	9	69.2
Very Important	2	6.1	0	0.0	2	15.4
Total	33	100	20	100	13	100

c. Customer investment in plant or equipment are expected to increase

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	2	6.1	1	5.0	1	7.7
Somewhat Important	29	87.9	17	85.0	12	92.3
Very Important	2	6.1	2	10.0	0	0.0
Total	33	100	20	100	13	100

d. Customer merger or acquisition financing needs are expected to increase

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	10	30.3	5	25.0	5	38.5
Somewhat Important	18	54.5	10	50.0	8	61.5
Very Important	5	15.2	5	25.0	0	0.0
Total	33	100	20	100	13	100

e. Customer precautionary demand for cash and liquidity is expected to increase

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	27	81.8	18	90.0	9	69.2
Somewhat Important	4	12.1	2	10.0	2	15.4
Very Important	2	6.1	0	0.0	2	15.4
Total	33	100	20	100	13	100

f. Customer internally generated funds are expected to decrease

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	21	67.7	15	75.0	6	54.5
Somewhat Important	10	32.3	5	25.0	5	45.5
Very Important	0	0.0	0	0.0	0	0.0
Total	31	100	20	100	11	100

g. Customer borrowing is expected to shift to your bank from other bank sources because these other sources become less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	23	69.7	16	80.0	7	53.8
Somewhat Important	8	24.2	4	20.0	4	30.8
Very Important	2	6.1	0	0.0	2	15.4
Total	33	100	20	100	13	100

h. Customer borrowing is expected to shift to your bank from other nonbank sources because these other sources become less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	25	75.8	19	95.0	6	46.2
Somewhat Important	8	24.2	1	5.0	7	53.8
Very Important	0	0.0	0	0.0	0	0.0
Total	33	100	20	100	13	100

B. If **weaker** loan demand (in either question 28A or 28B), possible reasons:

a. Customer inventory financing needs are expected to decrease

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

b. Customer accounts receivable financing needs are expected to decrease

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

c. Customer investment in plant or equipment are expected to decrease

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

d. Customer merger or acquisition financing needs are expected to decrease

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

e. Customer precautionary demand for cash and liquidity is expected to decrease

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

f. Customer internally generated funds are expected to increase

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

g. Customer borrowing is expected to shift from your bank to other bank sources because these other sources become more attractive

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

h. Customer borrowing is expected to shift from your bank to other nonbank sources because these other sources become more attractive

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

30. Assuming that economic activity progresses in line with consensus forecasts, what is your **outlook for the demand for credit card loans by FICO score over the next six months** compared to current levels, apart from normal seasonal variation? In each case assume that all other borrower characteristics are typical for credit card applications with that FICO score (or equivalent).

a. Prime borrowers (having a FICO score of 720 or above, or equivalent)

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen Substantially	1	2.3	1	4.3	0	0.0
Strengthen Somewhat	12	27.9	8	34.8	4	20.0
Remain About The Same	29	67.4	13	56.5	16	80.0
Weaken Somewhat	1	2.3	1	4.3	0	0.0
Weaken Substantially	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	100

b. Near-prime borrowers (having a FICO score in the 620-719 range, or equivalent)

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen Substantially	2	4.7	2	8.7	0	0.0
Strengthen Somewhat	12	27.9	7	30.4	5	25.0
Remain About The Same	27	62.8	12	52.2	15	75.0
Weaken Somewhat	2	4.7	2	8.7	0	0.0
Weaken Substantially	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	100

c. Subprime borrowers (having a FICO score of 619 or below, or equivalent)

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen Substantially	1	2.5	0	0.0	1	5.0
Strengthen Somewhat	9	22.5	5	25.0	4	20.0
Remain About The Same	28	70.0	13	65.0	15	75.0
Weaken Somewhat	1	2.5	1	5.0	0	0.0
Weaken Substantially	1	2.5	1	5.0	0	0.0
Total	40	100	20	100	20	100

31. Still assuming that economic activity progresses in line with consensus forecasts,what are the reasons for your outlook for stronger or weaker demand for credit card loans over the next six months, apart from normal seasonal variation?

A. If **stronger** loan demand (in any of questions 30a, 30b, or 30c), possible reasons:

a. Customers are expected to face more favorable or less uncertain income prospects

	All Respondents		**Large Banks**		**Other Banks**	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	2	13.3	0	0.0	2	40.0
Somewhat Important	7	46.7	4	40.0	3	60.0
Very Important	6	40.0	6	60.0	0	0.0
Total	15	100	10	100	5	100

b. Customer purchases or spending needs are expected to be increased, given prevailing interest rates and terms

	All Respondents		**Large Banks**		**Other Banks**	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	4	26.7	2	20.0	2	40.0
Somewhat Important	4	26.7	4	40.0	0	0.0
Very Important	7	46.7	4	40.0	3	60.0
Total	15	100	10	100	5	100

c. Interest rates are expected to decline, strengthening customer demand

	All Respondents		**Large Banks**		**Other Banks**	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	15	100.0	10	100.0	5	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	15	100	10	100	5	100

d. More favorable terms are expected to increase customer demand

	All Respondents		**Large Banks**		**Other Banks**	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not Important	9	60.0	5	50.0	4	80.0
Somewhat Important	4	26.7	3	30.0	1	20.0
Very Important	2	13.3	2	20.0	0	0.0
Total	15	100	10	100	5	100

e. Customer is expected to shift borrowing from alternative non-credit card sources of financing

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	10	71.4	7	77.8	3	60.0
Somewhat Important	4	28.6	2	22.2	2	40.0
Very Important	0	0.0	0	0.0	0	0.0
Total	14	100	9	100	5	100

f. Decreased competition from other credit card lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	14	100.0	9	100.0	5	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	14	100	9	100	5	100

B. If **weaker** loan demand (in any of questions 30a, 30b, or 30c), possible reasons:

a. Customers are expected to face less favorable or more uncertain income prospects

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

b. Customer purchases or spending needs are expected to be reduced, given prevailing interest rates and terms

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

c. Interest rates are expected to increase, weakening customer demand

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not Important	1	25.0	1	33.3	0	0.0
Somewhat Important	3	75.0	2	66.7	1	100.0
Very Important	0	0.0	0	0.0	0	0.0
Total	4	100	3	100	1	100

d. Less favorable terms are expected to reduce customer demand

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

e. Customer is expected to shift borrowing to alternative non-credit card sources of financing

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

f. Increased competition from other credit card lenders

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, 2021. The combined assets of the 34 large banks totaled $13.2 trillion, compared to $13.9 trillion for the entire panel of 69 banks, and $19.4 trillion for all domestically chartered, federally insured commercial banks.

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