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TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

Enclosed for distribution to respondents is a national summary of the April 2020 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures:

April 2020 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 April 2020 Senior Loan Officer Opinion Survey on Bank Lending Practices

The April 2020 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 first quarter of 2020.[1]

Regarding loans to businesses, respondents to the April survey indicated that, on balance, they tightened their standards and terms significantly on commercial and industrial (C&I) loans to firms of all sizes.[2] Banks reported stronger demand for C&I loans from large and middle-market firms, while demand for C&I loans from small firms was about unchanged.[3] Meanwhile, banks tightened standards and reported weaker demand across all three major commercial real estate (CRE) loan categories—construction and land development loans, nonfarm nonresidential loans, and multifamily loans—over the first quarter of 2020.

For loans to households, banks tightened standards across all three consumer loan categories—credit card loans, auto loans, and other consumer loans—over the first quarter of 2020, on net, while moderate fractions of banks tightened their lending standards on most categories of residential real estate (RRE) loans. Banks reported stronger demand for all categories of closed-end mortgage loans and weaker demand for all categories of consumer loans.

The survey also included two sets of special questions: one set about C&I loan demand across firms' industries over the past six months and one set about changes in CRE lending policies over the past year. Banks reported that C&I loan demand from borrowers from most industries changed little over the past six months, and most banks that reported stronger demand cited an increase in customers' precautionary demand for cash and liquidity and a decrease in customers' internally generated funds as reasons for stronger demand. In their answers to the special questions about CRE lending policies, banks reported having tightened loan-to-value ratios, debt service coverage, and the spreads of loan rates over their costs of funds across all three major CRE loan categories over the past year.

Many banks also provided written comments about the coronavirus (COVID-19) pandemic in addition to answering the standardized survey questions. In these comments, banks reported that

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[1] Responses were received from 67 domestic banks and 22 U.S. branches and agencies of foreign banks. Respondent banks received the survey on March 23, 2020, and responses were due by April 3, 2020. Unless otherwise indicated, this summary refers to the responses of domestic banks.

[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"). 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.

[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.

the changes in standards and demand across loan categories reported for the first quarter occurred late in March as the economic outlook shifted when news emerged about the rapid global spread of COVID-19.

Lending to Businesses

(Table 1, questions 1–12 and 27–33; Table 2, questions 1–15)

Questions on commercial and industrial lending. Over the first quarter, significant net shares of banks reported having tightened standards for C&I loans to both large and middle-market firms and to small firms.[4] At the same time, major net shares of banks increased the use of interest rate floors, and significant net shares of banks tightened all other lending terms across firms of all sizes.[5] Meanwhile, a major net fraction of foreign banks tightened standards for C&I loans, and major net shares of foreign banks reported having tightened the premiums charged over riskier loans, the costs of credit lines, and the spreads of loan rates over the costs of funds.

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

Furthermore, in their written comments, banks that tightened standards or terms for C&I loans over the first quarter also mentioned concerns regarding the COVID-19 outbreak as having influenced their decisions to tighten lending standards. In these comments, banks noted that they were focused on existing clients rather than granting loans to new clients. In particular, banks mentioned their clients' liquidity needs and actions to mitigate the effect of the crisis on their clients who are experiencing strains.

Regarding demand for C&I loans over the first quarter, a modest net share of banks reported stronger demand for C&I loans to large and middle-market firms, while demand for C&I loans from small firms was about unchanged. In addition, a moderate net share of banks reported that the number of inquiries from potential borrowers increased over the first quarter. Meanwhile, major net fractions of foreign banks reported that demand for C&I loans strengthened and that the number of inquiries from potential borrowers increased.

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[4] Lending standards characterize banks' policies for approving applications for a certain loan category. Conditional on approving loan applications, lending terms describe banks' conditions included in loan contracts, such as those listed for C&I loans under question 2 to both domestic and foreign banks and those listed for credit card, auto, and other consumer loans under questions 21–23 to domestic banks. Thus, standards reflect the extensive margin of lending, while terms reflect the intensive margin of lending.

[5] The eight lending terms that banks are asked to consider are the maximum size of credit lines, maximum maturity of loans or credit lines, costs of credit lines, spreads of loan rates over the bank's cost of funds, premiums charged on riskier loans, loan covenants, collateralization requirements, and use of interest rate floors.

Major net shares of banks that reported stronger demand cited an increase in customers' precautionary demand for cash and liquidity, a decrease in customers' internally generated funds, and an increase in customers' accounts receivable financing needs as important reasons for stronger demand. Meanwhile, major net shares of banks that reported weaker demand mentioned a decrease in customers' investments in plant or equipment, a decrease in customers' merger or acquisition financing needs, and a decrease in customers' accounts receivable financing needs as important reasons for weaker demand.

In their written comments, banks that reported stronger C&I loan demand noted client liquidity needs and clients' efforts to mitigate the effect of the crisis on their businesses as contributing to stronger demand. Furthermore, banks pointed to clients' increased interest in new credit facilities, in particular the Small Business Administration's Paycheck Protection Program. Some banks that reported having experienced stronger demand noted that they expect to tighten lending standards on C&I loans in the future.

Special questions on commercial and industrial loan demand over the past six months. Banks also responded to a set of special questions investigating C&I loan demand over the past six months. A moderate net fraction of banks reported that demand from borrowers in the agriculture, forestry, fishing, and hunting industry weakened during this period, while banks reported that demand from borrowers in other industries changed little on net. Major net shares of banks that reported stronger demand in at least one industry cited an increase in customers' precautionary demand for cash and liquidity, a decrease in customers' internally generated funds, an increase in customers' accounts receivable financing needs, and an increase in customers' inventory financing needs as important reasons for stronger demand. Meanwhile, major net shares of banks that reported weaker demand in at least one industry mentioned decreases in customers' investments in plant or equipment, inventory financing needs, merger or acquisition financing needs, and accounts receivable financing needs as important reasons for the weaker demand.

In contrast to responses from domestic banks, foreign banks reported that demand strengthened across all industries over the past six months. A major net share of foreign banks reported that demand from manufacturing firms strengthened, and significant net shares of foreign banks reported having experienced stronger demand from borrowers in most of the other industries. Almost all foreign banks that reported stronger demand cited an increase in customers' precautionary demand for cash and liquidity as an important reason for stronger demand.

Questions on commercial real estate lending. Over the first quarter, major net shares of banks tightened standards on construction and land development loans and nonfarm nonresidential loans in the first quarter, and a significant net fraction of banks tightened standards for multifamily residential property loans. Meanwhile, a major net fraction of foreign banks reported having tightened their standards on CRE loans. Significant net shares of banks reported weaker demand for all three major CRE loan categories, while a moderate net fraction of foreign banks reported that demand for CRE loans weakened. In their written comments, several banks mentioned uncertainty in the CRE market due to the effect of the COVID-19 crisis as a reason for tighter standards and weaker loan demand.

Special questions on changes in banks' credit policies on commercial real estate loans over the past year. A set of special questions asked banks to consider how their credit policies and loan demand for each major CRE loan category had changed over the past year and why.

Banks reported having tightened important lending terms across all three major CRE loan categories. In particular, a significant net fraction of banks widened the spreads of interest rates over the bank's cost of funds for construction and land development loans, and moderate net shares of banks widened the spreads for multifamily loans and nonfarm nonresidential loans. In addition, moderate net shares of banks tightened loan-to-value ratios and increased debt service coverage. On net, banks reported having eased only a couple of terms for nonfarm nonresidential loans; specifically, modest net shares of banks increased the maximum loan size and expanded the market areas served. These responses contrast with the answers to the same questions in the April 2019 survey, in which banks reported having generally eased lending policies for all three main CRE loan categories.

Major net fractions of banks that tightened CRE credit policies over the past year cited reduced tolerance for risk and a less favorable or more uncertain outlook for CRE property prices, capitalization rates for CRE properties, vacancy rates, or fundamentals on CRE properties as important reasons for tightening. Meanwhile, a major net fraction of banks that eased CRE credit policies continued to report more aggressive competition from other banks or nonbank financial institutions as an important reason for easing.

Major shares of banks that reported having experienced weaker demand cited decreased customer acquisition or development of properties and a less favorable or more uncertain customer outlook for rental demand as important reasons for weaker demand. Meanwhile, major fractions of banks that reportedly experienced stronger demand pointed to decreased interest rates, an increase in customers' acquisition or development of properties, a more favorable or less uncertain outlook for rental demand, and customers shifting from other banks or nonbank sources because these other sources became less attractive as important reasons for stronger demand.

Lending to Households

(Table 1, questions 13–26)

Questions on residential real estate lending. Over the first quarter, moderate net shares of banks tightened standards for non-government-sponsored enterprise (GSE)-eligible mortgage loans and for revolving home equity lines of credit (HELOCs). A modest net fraction of banks eased standards for government residential mortgages, and standards for GSE-eligible residential mortgages were about unchanged.[6]

Regarding demand for RRE loans over the first quarter, significant net shares of banks reported having experienced stronger demand for most categories of closed-end RRE loans, including GSE-eligible and qualified mortgage (QM) jumbo mortgages, which make up the majority of bank mortgage originations, while demand for HELOCs was about unchanged.

Questions on consumer lending. Over the first quarter, a moderate net share of banks tightened lending standards on auto loans, while significant net shares of banks tightened standards on credit card loans and other consumer loans. Significant net fractions of banks also tightened important terms on credit card loans, including credit limits, minimum credit scores required, and the extent to which loans are granted to customers who do not meet credit scoring thresholds.

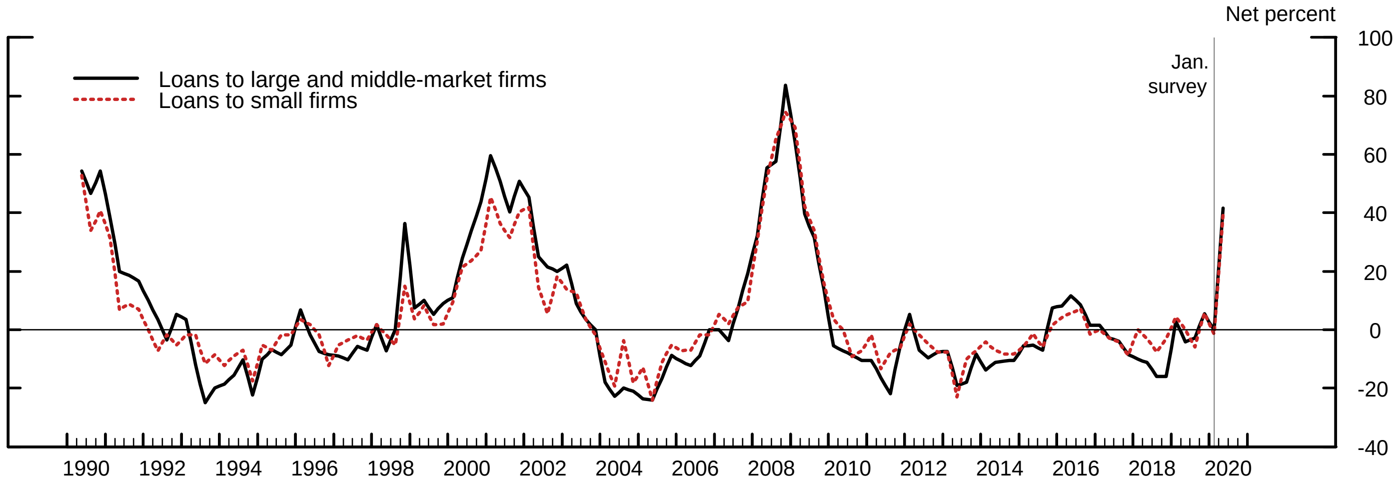
Regarding demand for consumer loans over the first quarter, significant net fractions of banks experienced weaker demand for credit card and auto loans, and a moderate net fraction of banks reported weaker demand for other consumer loans. In their written comments, several banks indicated that the weakening in loan demand for auto loans is largely driven by lower demand following the COVID-19 outbreak.

This document was prepared by Marcelo Rezende, with the assistance of Elijah Broadbent and Max Gross, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.

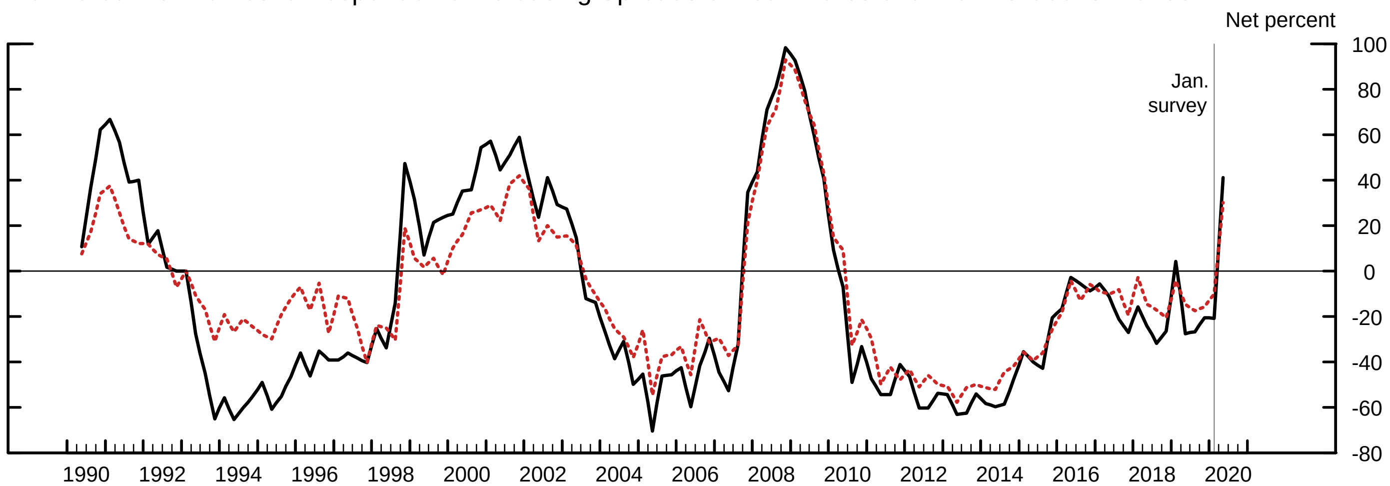
[6] The seven categories of residential home-purchase loans that banks are asked to consider are GSE-eligible, government, QM non-jumbo non-GSE-eligible, QM jumbo, non-QM jumbo, non-QM non-jumbo, and subprime. See the survey results tables that follow this summary for a description of each of these loan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

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

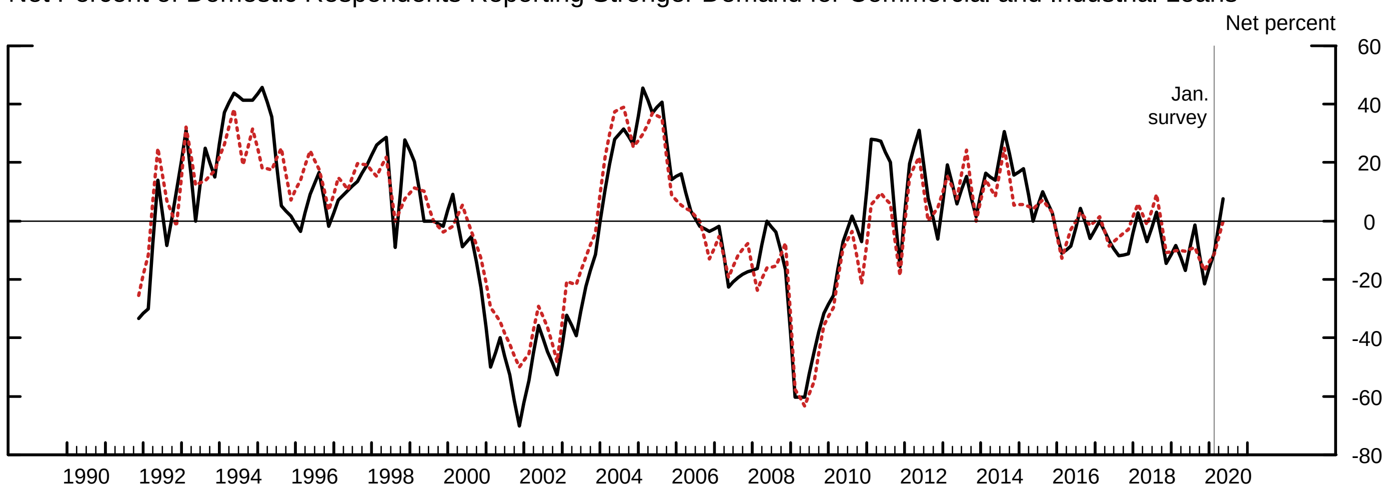
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



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

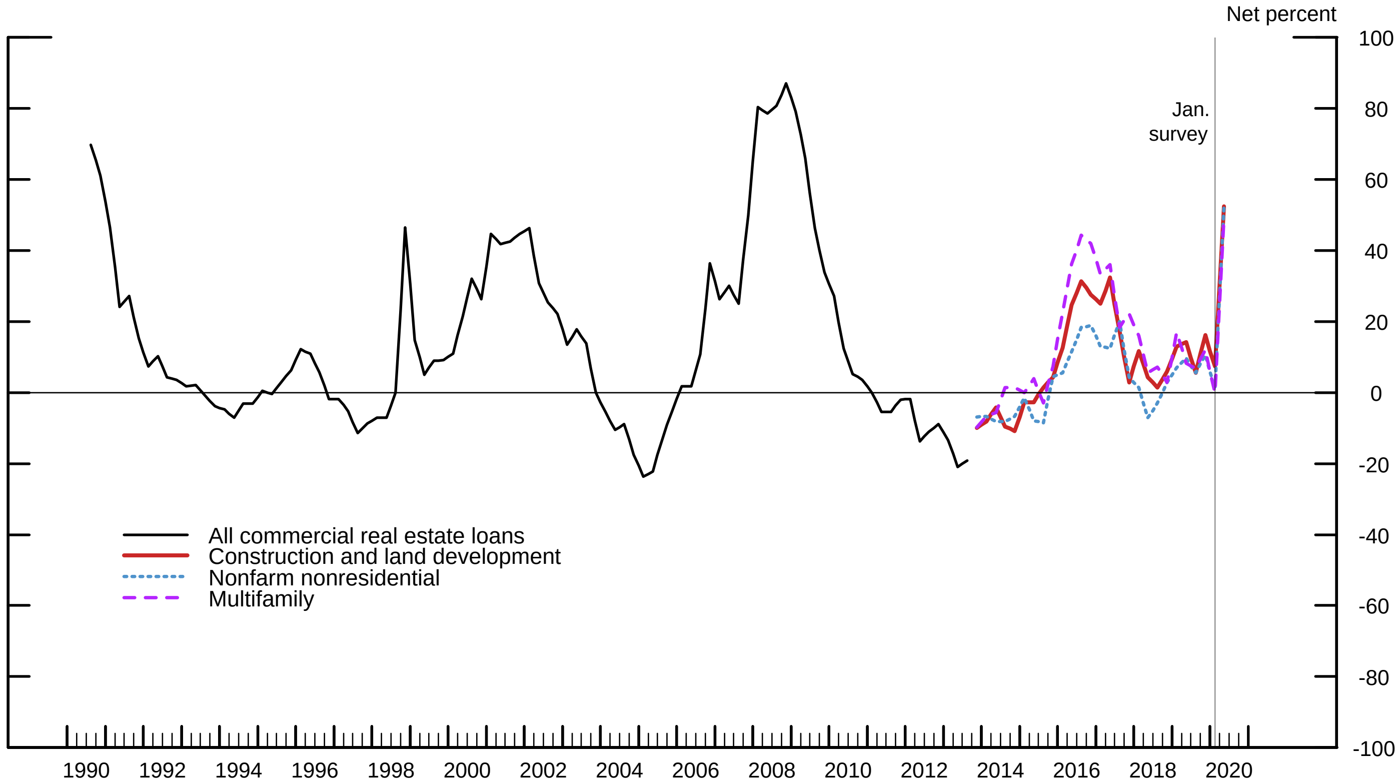


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans

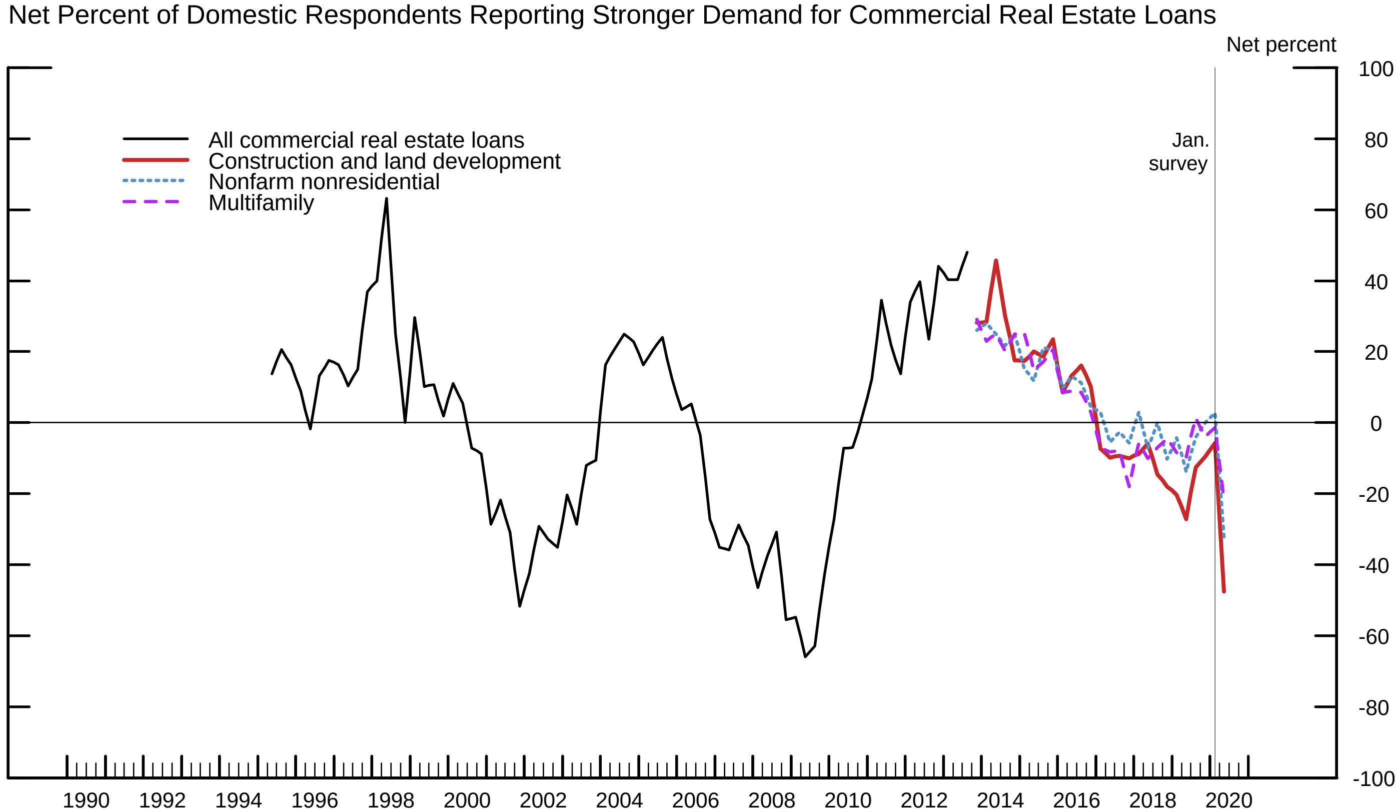


Measures of Supply and Demand for Commercial Real Estate Loans

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

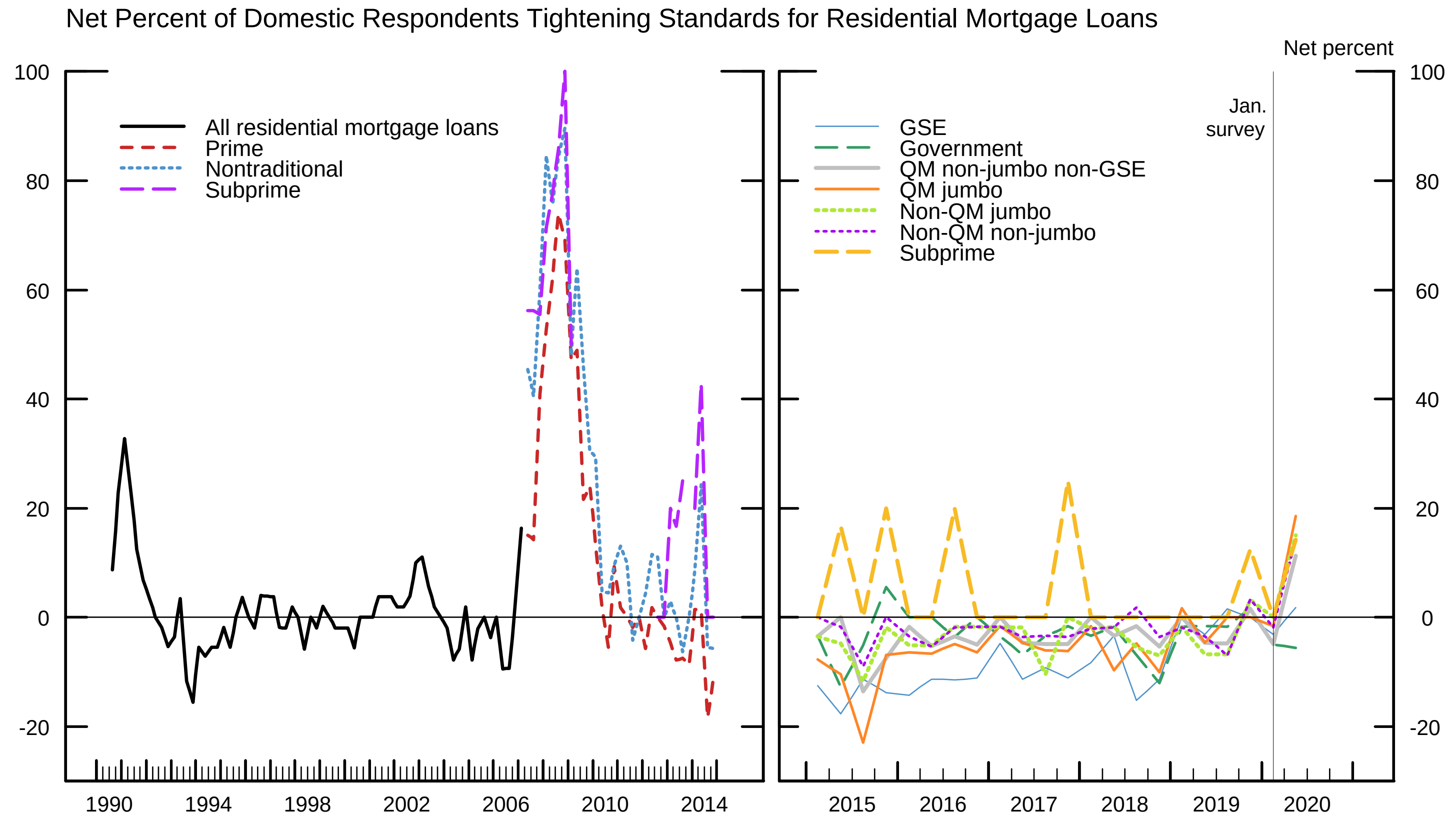


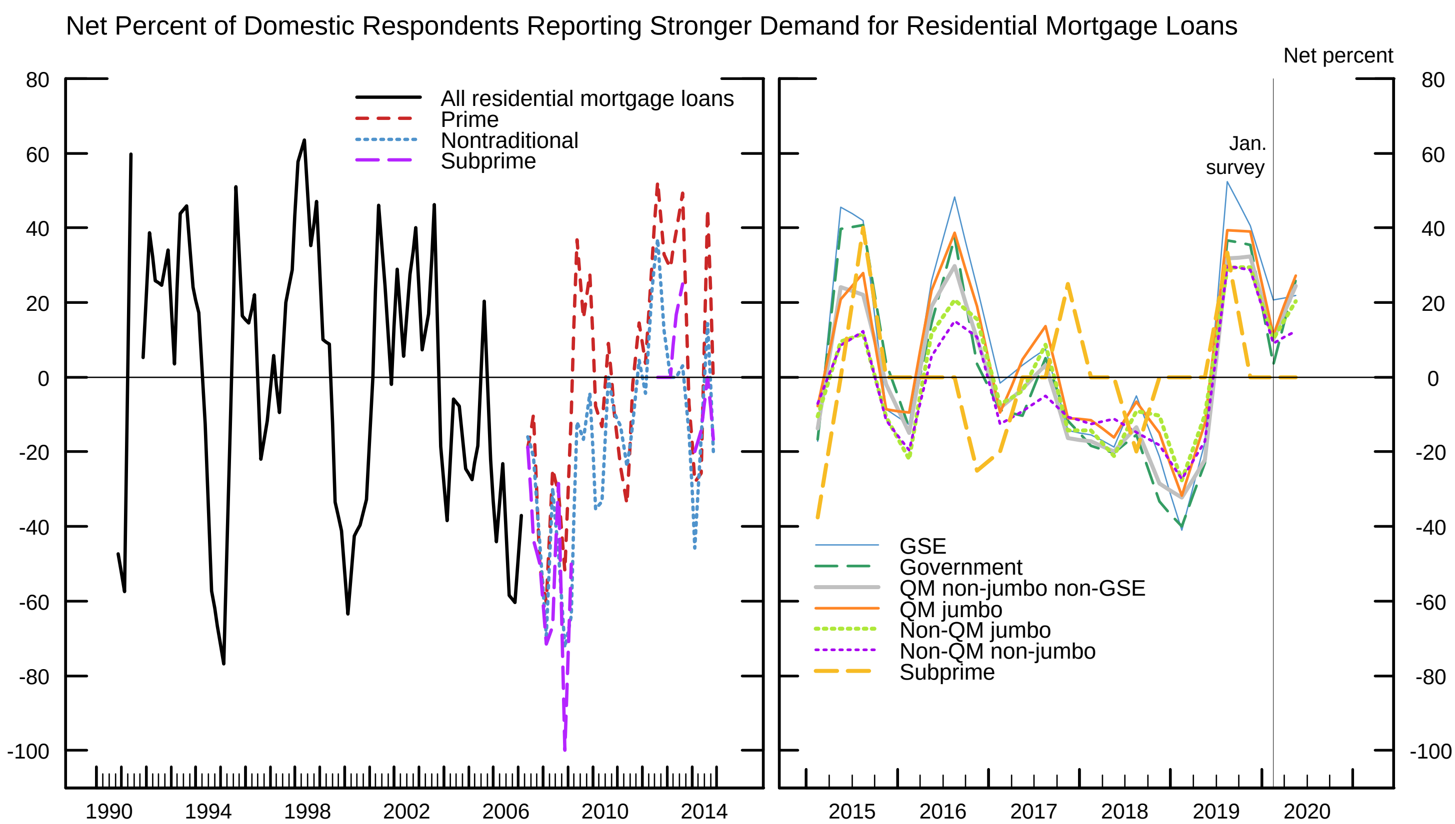
Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial Real Estate Loans



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

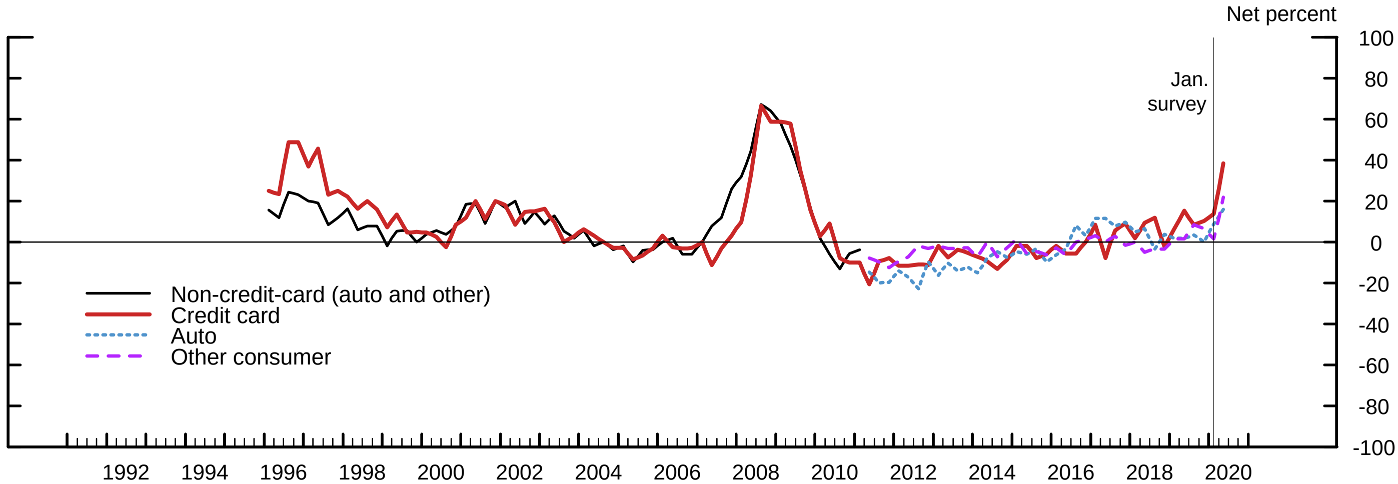




Note: QM is qualified mortgage. GSE is government-sponsored enterprise. For data starting in 2007:Q2, changes in standards and demand for prime, nontraditional, and subprime mortgage loans are reported separately. For data starting in 2015:Q1, changes in standards and demand were expanded into the following 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.

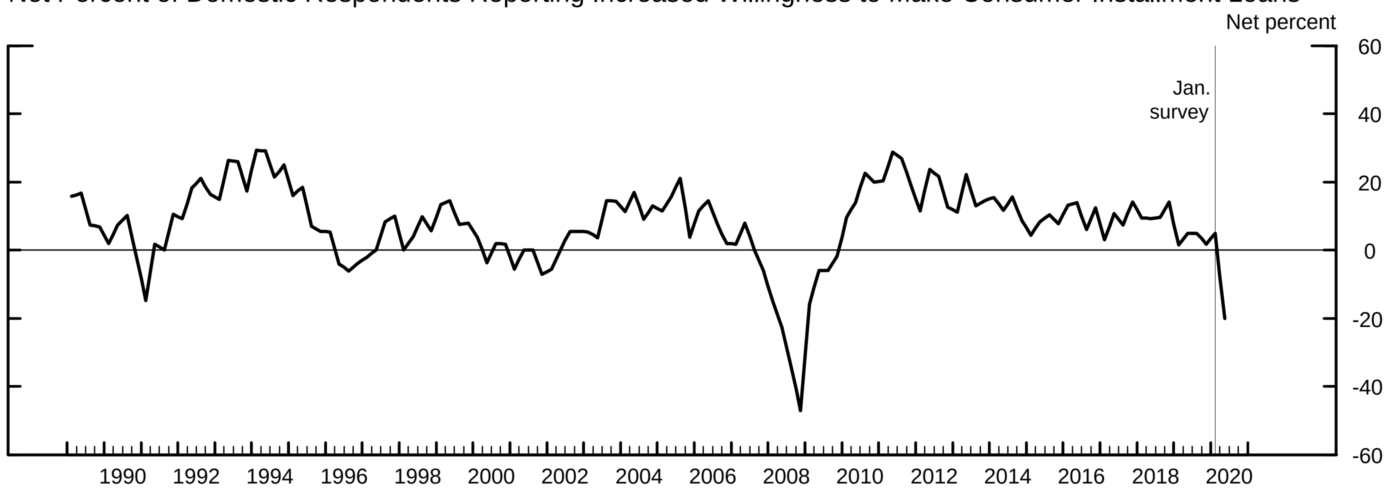
Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

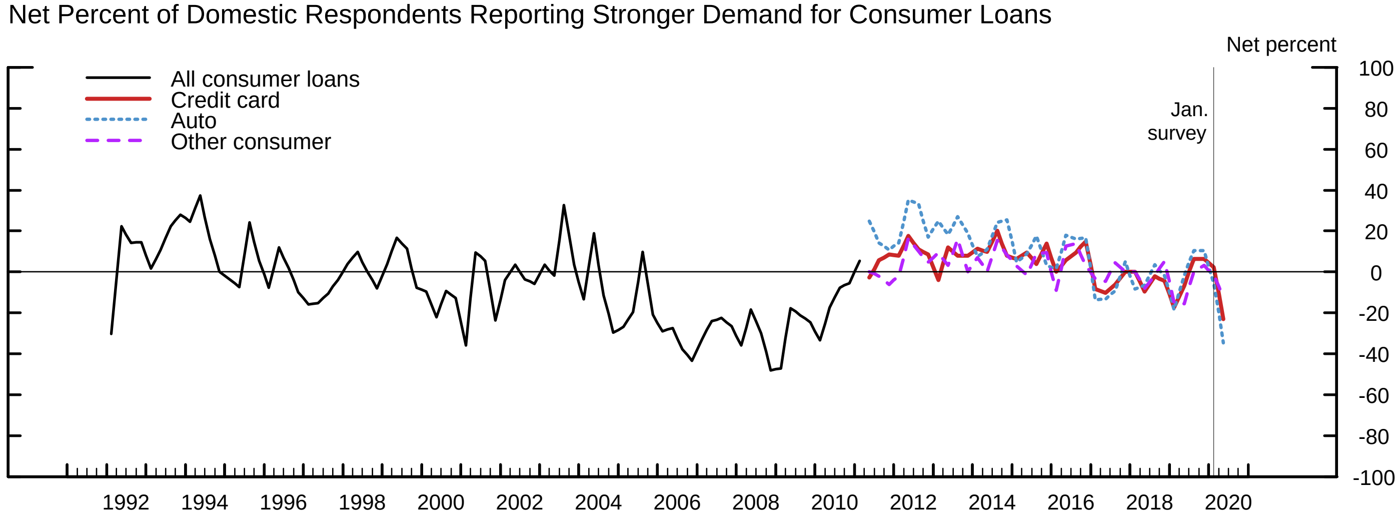


Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

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

(Status of Policy as of April 2020)

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	10	15.4	6	20.7	4	11.1
Tightened somewhat	20	30.8	12	41.4	8	22.2
Remained basically unchanged	32	49.2	9	31.0	23	63.9
Eased somewhat	3	4.6	2	6.9	1	2.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	29	100	36	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	7	11.1	4	15.4	3	8.1
Tightened somewhat	20	31.7	11	42.3	9	24.3
Remained basically unchanged	34	54.0	10	38.5	24	64.9
Eased somewhat	2	3.2	1	3.8	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	26	100	37	100

For this question, 2 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	5	7.6	4	13.8	1	2.7
Tightened somewhat	17	25.8	12	41.4	5	13.5
Remained basically unchanged	39	59.1	10	34.5	29	78.4
Eased somewhat	5	7.6	3	10.3	2	5.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	29	100	37	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	7.7	4	14.3	1	2.7
Tightened somewhat	17	26.2	9	32.1	8	21.6
Remained basically unchanged	41	63.1	14	50.0	27	73.0
Eased somewhat	2	3.1	1	3.6	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	28	100	37	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	9	13.8	6	20.7	3	8.3
Tightened somewhat	16	24.6	10	34.5	6	16.7
Remained basically unchanged	36	55.4	12	41.4	24	66.7
Eased somewhat	4	6.2	1	3.4	3	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	29	100	36	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	10	15.2	6	20.7	4	10.8
Tightened somewhat	23	34.8	13	44.8	10	27.0
Remained basically unchanged	27	40.9	9	31.0	18	48.6
Eased somewhat	5	7.6	1	3.4	4	10.8
Eased considerably	1	1.5	0	0.0	1	2.7
Total	66	100	29	100	37	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	11	16.7	7	24.1	4	10.8
Tightened somewhat	13	19.7	10	34.5	3	8.1
Remained basically unchanged	41	62.1	12	41.4	29	78.4
Eased somewhat	1	1.5	0	0.0	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	29	100	37	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	4	6.1	3	10.3	1	2.7
Tightened somewhat	19	28.8	12	41.4	7	18.9
Remained basically unchanged	42	63.6	14	48.3	28	75.7
Eased somewhat	1	1.5	0	0.0	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	29	100	37	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	7.7	3	10.7	2	5.4
Tightened somewhat	19	29.2	13	46.4	6	16.2
Remained basically unchanged	39	60.0	12	42.9	27	73.0
Eased somewhat	2	3.1	0	0.0	2	5.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	28	100	37	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	18	27.3	9	31.0	9	24.3
Tightened somewhat	16	24.2	8	27.6	8	21.6
Remained basically unchanged	32	48.5	12	41.4	20	54.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	29	100	37	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	5	7.9	4	15.4	1	2.7
Tightened somewhat	15	23.8	10	38.5	5	13.5
Remained basically unchanged	39	61.9	10	38.5	29	78.4
Eased somewhat	4	6.3	2	7.7	2	5.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	26	100	37	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	4	6.3	3	11.5	1	2.7
Tightened somewhat	15	23.8	9	34.6	6	16.2
Remained basically unchanged	42	66.7	13	50.0	29	78.4
Eased somewhat	2	3.2	1	3.8	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	26	100	37	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	7.9	2	7.7	3	8.1
Tightened somewhat	15	23.8	11	42.3	4	10.8
Remained basically unchanged	39	61.9	12	46.2	27	73.0
Eased somewhat	4	6.3	1	3.8	3	8.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	26	100	37	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	9	14.3	4	15.4	5	13.5
Tightened somewhat	16	25.4	9	34.6	7	18.9
Remained basically unchanged	32	50.8	12	46.2	20	54.1
Eased somewhat	6	9.5	1	3.8	5	13.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	26	100	37	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	7	11.3	4	16.0	3	8.1
Tightened somewhat	11	17.7	7	28.0	4	10.8
Remained basically unchanged	43	69.4	14	56.0	29	78.4
Eased somewhat	1	1.6	0	0.0	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	25	100	37	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	4	6.5	3	12.0	1	2.7
Tightened somewhat	12	19.4	6	24.0	6	16.2
Remained basically unchanged	45	72.6	16	64.0	29	78.4
Eased somewhat	1	1.6	0	0.0	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	25	100	37	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	6	9.8	3	12.5	3	8.1
Tightened somewhat	14	23.0	9	37.5	5	13.5
Remained basically unchanged	39	63.9	12	50.0	27	73.0
Eased somewhat	2	3.3	0	0.0	2	5.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	24	100	37	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	12	19.4	5	20.0	7	18.9
Tightened somewhat	20	32.3	10	40.0	10	27.0
Remained basically unchanged	30	48.4	10	40.0	20	54.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	62	100	25	100	37	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	30	71.4	16	72.7	14	70.0
Somewhat important	8	19.0	4	18.2	4	20.0
Very important	4	9.5	2	9.1	2	10.0
Total	42	100	22	100	20	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	4.7	1	4.3	1	5.0
Somewhat important	5	11.6	2	8.7	3	15.0
Very important	36	83.7	20	87.0	16	80.0
Total	43	100	23	100	20	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	4.7	1	4.3	1	5.0
Somewhat important	8	18.6	6	26.1	2	10.0
Very important	33	76.7	16	69.6	17	85.0
Total	43	100	23	100	20	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	32	74.4	18	78.3	14	70.0
Somewhat important	11	25.6	5	21.7	6	30.0
Very important	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	10	23.3	5	21.7	5	25.0
Somewhat important	21	48.8	11	47.8	10	50.0
Very important	12	27.9	7	30.4	5	25.0
Total	43	100	23	100	20	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	24	54.5	11	45.8	13	65.0
Somewhat important	14	31.8	8	33.3	6	30.0
Very important	6	13.6	5	20.8	1	5.0
Total	44	100	24	100	20	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	27	62.8	16	69.6	11	55.0
Somewhat important	13	30.2	6	26.1	7	35.0
Very important	3	7.0	1	4.3	2	10.0
Total	43	100	23	100	20	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	26	60.5	17	73.9	9	45.0
Somewhat important	12	27.9	4	17.4	8	40.0
Very important	5	11.6	2	8.7	3	15.0
Total	43	100	23	100	20	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	4	57.1	2	100.0	2	40.0
Somewhat important	2	28.6	0	0.0	2	40.0
Very important	1	14.3	0	0.0	1	20.0
Total	7	100	2	100	5	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	3	50.0	2	100.0	1	25.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	3	50.0	0	0.0	3	75.0
Total	6	100	2	100	4	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	66.7	2	100.0	2	50.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	2	33.3	0	0.0	2	50.0
Total	6	100	2	100	4	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	33.3	1	50.0	1	25.0
Somewhat important	2	33.3	0	0.0	2	50.0
Very important	2	33.3	1	50.0	1	25.0
Total	6	100	2	100	4	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	66.7	2	100.0	2	50.0
Somewhat important	2	33.3	0	0.0	2	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	2	100	4	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	5	83.3	2	100.0	3	75.0
Somewhat important	1	16.7	0	0.0	1	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	6	100	2	100	4	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	3	50.0	2	100.0	1	25.0
Somewhat important	2	33.3	0	0.0	2	50.0
Very important	1	16.7	0	0.0	1	25.0
Total	6	100	2	100	4	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	4	66.7	1	50.0	3	75.0
Somewhat important	1	16.7	1	50.0	0	0.0
Very important	1	16.7	0	0.0	1	25.0
Total	6	100	2	100	4	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	11	16.7	11	37.9	0	0.0
Moderately stronger	11	16.7	8	27.6	3	8.1
About the same	27	40.9	4	13.8	23	62.2
Moderately weaker	14	21.2	6	20.7	8	21.6
Substantially weaker	3	4.5	0	0.0	3	8.1
Total	66	100	29	100	37	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	7	11.1	6	23.1	1	2.7
Moderately stronger	11	17.5	7	26.9	4	10.8
About the same	27	42.9	5	19.2	22	59.5
Moderately weaker	15	23.8	8	30.8	7	18.9
Substantially weaker	3	4.8	0	0.0	3	8.1
Total	63	100	26	100	37	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	11	55.0	9	50.0	2	100.0
Somewhat important	8	40.0	8	44.4	0	0.0
Very important	1	5.0	1	5.6	0	0.0
Total	20	100	18	100	2	100

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	45.0	8	44.4	1	50.0
Somewhat important	9	45.0	8	44.4	1	50.0
Very important	2	10.0	2	11.1	0	0.0
Total	20	100	18	100	2	100

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	90.0	16	88.9	2	100.0
Somewhat important	2	10.0	2	11.1	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	18	100	2	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	14.3	3	15.8	0	0.0
Somewhat important	3	14.3	2	10.5	1	50.0
Very important	15	71.4	14	73.7	1	50.0
Total	21	100	19	100	2	100

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	95.0	17	94.4	2	100.0
Somewhat important	1	5.0	1	5.6	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	18	100	2	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	70.0	13	72.2	1	50.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	6	30.0	5	27.8	1	50.0
Total	20	100	18	100	2	100

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	4.5	0	0.0	1	33.3
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	21	95.5	19	100.0	2	66.7
Total	22	100	19	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	9	52.9	3	42.9	6	60.0
Somewhat important	7	41.2	4	57.1	3	30.0
Very important	1	5.9	0	0.0	1	10.0
Total	17	100	7	100	10	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	47.1	3	42.9	5	50.0
Somewhat important	8	47.1	4	57.1	4	40.0
Very important	1	5.9	0	0.0	1	10.0
Total	17	100	7	100	10	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	23.5	1	14.3	3	30.0
Somewhat important	7	41.2	3	42.9	4	40.0
Very important	6	35.3	3	42.9	3	30.0
Total	17	100	7	100	10	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	62.5	4	57.1	6	66.7
Somewhat important	6	37.5	3	42.9	3	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	16	100	7	100	9	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	43.8	1	14.3	6	66.7
Somewhat important	6	37.5	4	57.1	2	22.2
Very important	3	18.8	2	28.6	1	11.1
Total	16	100	7	100	9	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	12	75.0	5	71.4	7	77.8
Somewhat important	3	18.8	1	14.3	2	22.2
Very important	1	6.2	1	14.3	0	0.0
Total	16	100	7	100	9	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	64.7	6	85.7	5	50.0
Somewhat important	5	29.4	1	14.3	4	40.0
Very important	1	5.9	0	0.0	1	10.0
Total	17	100	7	100	10	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	12	19.0	9	32.1	3	8.6
The number of inquiries has increased moderately	11	17.5	8	28.6	3	8.6
The number of inquiries has stayed about the same	26	41.3	6	21.4	20	57.1
The number of inquiries has decreased moderately	9	14.3	4	14.3	5	14.3
The number of inquiries has decreased substantially	5	7.9	1	3.6	4	11.4
Total	63	100	28	100	35	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	9	14.3	7	26.9	2	5.4
Tightened somewhat	24	38.1	15	57.7	9	24.3
Remained basically unchanged	30	47.6	4	15.4	26	70.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	26	100	37	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	9	13.8	8	28.6	1	2.7
Tightened somewhat	25	38.5	14	50.0	11	29.7
Remained basically unchanged	31	47.7	6	21.4	25	67.6
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	28	100	37	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	5	7.7	4	14.3	1	2.7
Tightened somewhat	27	41.5	14	50.0	13	35.1
Remained basically unchanged	33	50.8	10	35.7	23	62.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	28	100	37	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	1	1.6	0	0.0	1	2.7
About the same	31	49.2	5	19.2	26	70.3
Moderately weaker	25	39.7	16	61.5	9	24.3
Substantially weaker	6	9.5	5	19.2	1	2.7
Total	63	100	26	100	37	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.5	0	0.0	1	2.7
Moderately stronger	1	1.5	0	0.0	1	2.7
About the same	40	61.5	10	35.7	30	81.1
Moderately weaker	17	26.2	13	46.4	4	10.8
Substantially weaker	6	9.2	5	17.9	1	2.7
Total	65	100	28	100	37	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	4	6.2	2	7.1	2	5.4
About the same	43	66.2	16	57.1	27	73.0
Moderately weaker	13	20.0	6	21.4	7	18.9
Substantially weaker	5	7.7	4	14.3	1	2.7
Total	65	100	28	100	37	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	3	5.4	1	5.0	2	5.6
Remained basically unchanged	51	91.1	18	90.0	33	91.7
Eased somewhat	2	3.6	1	5.0	1	2.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	20	100	36	100

For this question, 7 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	0	0.0	1	2.9
Remained basically unchanged	49	90.7	17	89.5	32	91.4
Eased somewhat	4	7.4	2	10.5	2	5.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	100	35	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	1	1.9	1	5.0	0	0.0
Tightened somewhat	6	11.3	3	15.0	3	9.1
Remained basically unchanged	45	84.9	16	80.0	29	87.9
Eased somewhat	1	1.9	0	0.0	1	3.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	53	100	20	100	33	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	3.7	2	10.0	0	0.0
Tightened somewhat	8	14.8	3	15.0	5	14.7
Remained basically unchanged	44	81.5	15	75.0	29	85.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	20	100	34	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	1	1.9	1	4.5	0	0.0
Tightened somewhat	8	15.1	4	18.2	4	12.9
Remained basically unchanged	43	81.1	16	72.7	27	87.1
Eased somewhat	1	1.9	1	4.5	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	53	100	22	100	31	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	1	2.0	1	4.8	0	0.0
Tightened somewhat	7	14.3	3	14.3	4	14.3
Remained basically unchanged	40	81.6	16	76.2	24	85.7
Eased somewhat	1	2.0	1	4.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	49	100	21	100	28	100

For this question, 13 respondents answered "My bank does not originate non-QM non-jumbo residential mortgages."

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

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

For this question, 56 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	11	20.0	4	21.1	7	19.4
Moderately stronger	10	18.2	1	5.3	9	25.0
About the same	25	45.5	10	52.6	15	41.7
Moderately weaker	8	14.5	4	21.1	4	11.1
Substantially weaker	1	1.8	0	0.0	1	2.8
Total	55	100	19	100	36	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	7	13.0	3	15.8	4	11.4
Moderately stronger	13	24.1	3	15.8	10	28.6
About the same	28	51.9	11	57.9	17	48.6
Moderately weaker	4	7.4	1	5.3	3	8.6
Substantially weaker	2	3.7	1	5.3	1	2.9
Total	54	100	19	100	35	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	5	9.4	2	10.0	3	9.1
Moderately stronger	12	22.6	3	15.0	9	27.3
About the same	32	60.4	13	65.0	19	57.6
Moderately weaker	3	5.7	2	10.0	1	3.0
Substantially weaker	1	1.9	0	0.0	1	3.0
Total	53	100	20	100	33	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	7	12.7	4	20.0	3	8.6
Moderately stronger	14	25.5	4	20.0	10	28.6
About the same	28	50.9	10	50.0	18	51.4
Moderately weaker	5	9.1	2	10.0	3	8.6
Substantially weaker	1	1.8	0	0.0	1	2.9
Total	55	100	20	100	35	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	6	11.1	3	13.6	3	9.4
Moderately stronger	11	20.4	5	22.7	6	18.8
About the same	31	57.4	11	50.0	20	62.5
Moderately weaker	6	11.1	3	13.6	3	9.4
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	54	100	22	100	32	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	4	8.2	1	4.8	3	10.7
Moderately stronger	9	18.4	3	14.3	6	21.4
About the same	29	59.2	13	61.9	16	57.1
Moderately weaker	6	12.2	3	14.3	3	10.7
Substantially weaker	1	2.0	1	4.8	0	0.0
Total	49	100	21	100	28	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	1	14.3	0	NaN	1	14.3
Moderately stronger	0	0.0	0	NaN	0	0.0
About the same	5	71.4	0	NaN	5	71.4
Moderately weaker	1	14.3	0	NaN	1	14.3
Substantially weaker	0	0.0	0	NaN	0	0.0
Total	7	100	0	100	7	100

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	3	5.4	2	9.1	1	2.9
Tightened somewhat	7	12.5	5	22.7	2	5.9
Remained basically unchanged	45	80.4	15	68.2	30	88.2
Eased somewhat	1	1.8	0	0.0	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	22	100	34	100

For this question, 6 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	1	1.8	1	4.5	0	0.0
Moderately stronger	8	14.3	4	18.2	4	11.8
About the same	38	67.9	11	50.0	27	79.4
Moderately weaker	9	16.1	6	27.3	3	8.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100	22	100	34	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much more willing	0	0.0	0	0.0	0	0.0
Somewhat more willing	1	1.8	1	5.0	0	0.0
About unchanged	42	76.4	9	45.0	33	94.3
Somewhat less willing	9	16.4	7	35.0	2	5.7
Much less willing	3	5.5	3	15.0	0	0.0
Total	55	100	20	100	35	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	3	7.7	3	14.3	0	0.0
Tightened somewhat	12	30.8	10	47.6	2	11.1
Remained basically unchanged	24	61.5	8	38.1	16	88.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	39	100	21	100	18	100

For this question, 23 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	8	16.0	7	41.2	1	3.0
Remained basically unchanged	42	84.0	10	58.8	32	97.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	50	100	17	100	33	100

For this question, 12 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	3	5.5	2	10.0	1	2.9
Tightened somewhat	9	16.4	9	45.0	0	0.0
Remained basically unchanged	43	78.2	9	45.0	34	97.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	20	100	35	100

For this question, 7 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	3	8.3	3	15.0	0	0.0
Tightened somewhat	10	27.8	7	35.0	3	18.8
Remained basically unchanged	23	63.9	10	50.0	13	81.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	36	100	20	100	16	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	1	2.8	1	5.0	0	0.0
Tightened somewhat	2	5.6	2	10.0	0	0.0
Remained basically unchanged	32	88.9	17	85.0	15	93.8
Eased somewhat	1	2.8	0	0.0	1	6.2
Eased considerably	0	0.0	0	0.0	0	0.0
Total	36	100	20	100	16	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	1	2.8	1	5.0	0	0.0
Tightened somewhat	1	2.8	1	5.0	0	0.0
Remained basically unchanged	32	88.9	17	85.0	15	93.8
Eased somewhat	1	2.8	0	0.0	1	6.2
Eased considerably	1	2.8	1	5.0	0	0.0
Total	36	100	20	100	16	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	2	5.6	2	10.0	0	0.0
Tightened somewhat	10	27.8	9	45.0	1	6.2
Remained basically unchanged	24	66.7	9	45.0	15	93.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	36	100	20	100	16	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	2	5.7	2	10.0	0	0.0
Tightened somewhat	7	20.0	7	35.0	0	0.0
Remained basically unchanged	26	74.3	11	55.0	15	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	35	100	20	100	15	100

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

a. Maximum maturity

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	6.4	2	11.8	1	3.3
Remained basically unchanged	42	89.4	15	88.2	27	90.0
Eased somewhat	2	4.3	0	0.0	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	47	100	17	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	11	23.4	6	35.3	5	16.7
Remained basically unchanged	31	66.0	11	64.7	20	66.7
Eased somewhat	5	10.6	0	0.0	5	16.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	47	100	17	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	4	8.5	3	17.6	1	3.3
Remained basically unchanged	43	91.5	14	82.4	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	47	100	17	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	8	17.0	6	35.3	2	6.7
Remained basically unchanged	39	83.0	11	64.7	28	93.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	47	100	17	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	2	4.3	1	5.9	1	3.3
Remained basically unchanged	45	95.7	16	94.1	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	47	100	17	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	2	3.9	1	5.3	1	3.1
Remained basically unchanged	48	94.1	18	94.7	30	93.8
Eased somewhat	1	2.0	0	0.0	1	3.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	19	100	32	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	6	12.0	3	15.8	3	9.7
Remained basically unchanged	41	82.0	16	84.2	25	80.6
Eased somewhat	3	6.0	0	0.0	3	9.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	50	100	19	100	31	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	2.0	1	5.3	0	0.0
Remained basically unchanged	49	98.0	18	94.7	31	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	50	100	19	100	31	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	15.7	7	36.8	1	3.1
Remained basically unchanged	43	84.3	12	63.2	31	96.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	19	100	32	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	2.0	1	5.3	0	0.0
Tightened somewhat	5	9.8	3	15.8	2	6.2
Remained basically unchanged	45	88.2	15	78.9	30	93.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100	19	100	32	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	2	5.1	2	9.5	0	0.0
About the same	26	66.7	10	47.6	16	88.9
Moderately weaker	11	28.2	9	42.9	2	11.1
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	39	100	21	100	18	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	2	4.1	0	0.0	2	6.2
About the same	28	57.1	6	35.3	22	68.8
Moderately weaker	13	26.5	6	35.3	7	21.9
Substantially weaker	6	12.2	5	29.4	1	3.1
Total	49	100	17	100	32	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	3.6	1	5.0	1	2.9
About the same	44	80.0	15	75.0	29	82.9
Moderately weaker	7	12.7	4	20.0	3	8.6
Substantially weaker	2	3.6	0	0.0	2	5.7
Total	55	100	20	100	35	100

Questions 27-28 *ask about changes in demand for commercial and industrial (C&I) loans at your bank over the past six months across various industries, defined by North American Industry Classification System (NAICS) codes, and the reasons for those changes.*

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

A. Agriculture, forestry, fishing, and hunting (NAICS code 11):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	3	4.8	1	3.6	2	5.7
About the same	38	60.3	15	53.6	23	65.7
Moderately weaker	8	12.7	5	17.9	3	8.6
Substantially weaker	1	1.6	0	0.0	1	2.9
My bank does not originate loans to firms in this industry	13	20.6	7	25.0	6	17.1
Total	63	100	28	100	35	100

B. Mining, utilities, and construction (NAICS codes 21-23):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	2	3.2	2	7.1	0	0.0
Moderately stronger	5	7.9	3	10.7	2	5.7
About the same	44	69.8	20	71.4	24	68.6
Moderately weaker	5	7.9	1	3.6	4	11.4
Substantially weaker	2	3.2	1	3.6	1	2.9
My bank does not originate loans to firms in this industry	5	7.9	1	3.6	4	11.4
Total	63	100	28	100	35	100

C. Manufacturing (NAICS codes 31-33):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	3	4.7	3	10.3	0	0.0
Moderately stronger	10	15.6	10	34.5	0	0.0
About the same	37	57.8	11	37.9	26	74.3
Moderately weaker	10	15.6	4	13.8	6	17.1
Substantially weaker	2	3.1	0	0.0	2	5.7
My bank does not originate loans to firms in this industry	2	3.1	1	3.4	1	2.9
Total	64	100	29	100	35	100

D. Retail and wholesale trade (NAICS codes 42-45):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	6	9.4	6	20.7	0	0.0
Moderately stronger	6	9.4	6	20.7	0	0.0
About the same	39	60.9	13	44.8	26	74.3
Moderately weaker	10	15.6	3	10.3	7	20.0
Substantially weaker	2	3.1	0	0.0	2	5.7
My bank does not originate loans to firms in this industry	1	1.6	1	3.4	0	0.0
Total	64	100	29	100	35	100

E. Transportation and warehousing (NAICS codes 48-49):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	4	6.2	4	13.8	0	0.0
Moderately stronger	6	9.4	5	17.2	1	2.9
About the same	44	68.8	15	51.7	29	82.9
Moderately weaker	7	10.9	4	13.8	3	8.6
Substantially weaker	2	3.1	0	0.0	2	5.7
My bank does not originate loans to firms in this industry	1	1.6	1	3.4	0	0.0
Total	64	100	29	100	35	100

F. Information and professional, scientific, and technical services (NAICS codes 51 and 54):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.6	1	3.4	0	0.0
Moderately stronger	6	9.4	5	17.2	1	2.9
About the same	51	79.7	20	69.0	31	88.6
Moderately weaker	4	6.2	2	6.9	2	5.7
Substantially weaker	1	1.6	0	0.0	1	2.9
My bank does not originate loans to firms in this industry	1	1.6	1	3.4	0	0.0
Total	64	100	29	100	35	100

G. Finance, insurance, and real estate rental and leasing (NAICS codes 52-53):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	9	14.1	6	20.7	3	8.6
About the same	47	73.4	18	62.1	29	82.9
Moderately weaker	5	7.8	3	10.3	2	5.7
Substantially weaker	1	1.6	0	0.0	1	2.9
My bank does not originate loans to firms in this industry	2	3.1	2	6.9	0	0.0
Total	64	100	29	100	35	100

H. Other services except public administration and those in F and G (NAICS codes 55-81):

	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	8.3	5	18.5	0	0.0
About the same	51	85.0	19	70.4	32	97.0
Moderately weaker	2	3.3	2	7.4	0	0.0
Substantially weaker	1	1.7	0	0.0	1	3.0
My bank does not originate loans to firms in this industry	1	1.7	1	3.7	0	0.0
Total	60	100	27	100	33	100

28. If demand for C&I loans has strengthened or weakened over the past six months (as described in questions **questions 27A-27H**), 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 (if you answered 1 or 2 to any of **questions 27A-27H**), possible reasons:

a. Customer inventory financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	47.6	6	37.5	4	80.0
Somewhat important	10	47.6	9	56.2	1	20.0
Very important	1	4.8	1	6.2	0	0.0
Total	21	100	16	100	5	100

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	28.6	5	31.2	1	20.0
Somewhat important	14	66.7	10	62.5	4	80.0
Very important	1	4.8	1	6.2	0	0.0
Total	21	100	16	100	5	100

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	61.9	11	68.8	2	40.0
Somewhat important	7	33.3	5	31.2	2	40.0
Very important	1	4.8	0	0.0	1	20.0
Total	21	100	16	100	5	100

d. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	76.2	11	68.8	5	100.0
Somewhat important	4	19.0	4	25.0	0	0.0
Very important	1	4.8	1	6.2	0	0.0
Total	21	100	16	100	5	100

e. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	27.3	3	17.6	3	60.0
Somewhat important	8	36.4	6	35.3	2	40.0
Very important	8	36.4	8	47.1	0	0.0
Total	22	100	17	100	5	100

f. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	17.4	2	11.1	2	40.0
Somewhat important	7	30.4	4	22.2	3	60.0
Very important	12	52.2	12	66.7	0	0.0
Total	23	100	18	100	5	100

g. Customer borrowing shifted to your bank from other banks because these other sources became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	61.9	12	75.0	1	20.0
Somewhat important	7	33.3	3	18.8	4	80.0
Very important	1	4.8	1	6.2	0	0.0
Total	21	100	16	100	5	100

h. Customer borrowing shifted to your bank from nonbank sources (such as insurance companies, pension funds, and other nonbank financial institutions) because these other sources became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	66.7	10	62.5	4	80.0
Somewhat important	6	28.6	5	31.2	1	20.0
Very important	1	4.8	1	6.2	0	0.0
Total	21	100	16	100	5	100

i. Customer borrowing shifted to your bank from the corporate bond market because this other source became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	61.9	8	50.0	5	100.0
Somewhat important	5	23.8	5	31.2	0	0.0
Very important	3	14.3	3	18.8	0	0.0
Total	21	100	16	100	5	100

j. Given your bank's lending standards, more borrowers met its underwriting requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	90.5	15	93.8	4	80.0
Somewhat important	2	9.5	1	6.2	1	20.0
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	16	100	5	100

B. If weaker loan demand (if you answered 4 or 5 to any of **questions 27A-27H**), possible reasons:

a. Customer inventory financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	25.0	2	50.0	1	12.5
Somewhat important	7	58.3	1	25.0	6	75.0
Very important	2	16.7	1	25.0	1	12.5
Total	12	100	4	100	8	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	33.3	2	50.0	2	25.0
Somewhat important	5	41.7	1	25.0	4	50.0
Very important	3	25.0	1	25.0	2	25.0
Total	12	100	4	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	2	16.7	0	0.0	2	25.0
Somewhat important	6	50.0	2	50.0	4	50.0
Very important	4	33.3	2	50.0	2	25.0
Total	12	100	4	100	8	100

d. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	33.3	1	25.0	3	37.5
Somewhat important	4	33.3	1	25.0	3	37.5
Very important	4	33.3	2	50.0	2	25.0
Total	12	100	4	100	8	100

e. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	58.3	3	75.0	4	50.0
Somewhat important	5	41.7	1	25.0	4	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	12	100	4	100	8	100

f. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	66.7	4	100.0	4	50.0
Somewhat important	2	16.7	0	0.0	2	25.0
Very important	2	16.7	0	0.0	2	25.0
Total	12	100	4	100	8	100

g. Customer borrowing shifted from your bank to other banks because these other sources became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	66.7	2	50.0	6	75.0
Somewhat important	3	25.0	1	25.0	2	25.0
Very important	1	8.3	1	25.0	0	0.0
Total	12	100	4	100	8	100

h. Customer borrowing shifted from your bank to nonbank sources (such as insurance companies, pension funds, and other nonbank financial institutions) because these other sources became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	8	66.7	2	50.0	6	75.0
Somewhat important	4	33.3	2	50.0	2	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	12	100	4	100	8	100

i. Customer borrowing shifted from your bank to the corporate bond market because this other source became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	9	75.0	2	50.0	7	87.5
Somewhat important	3	25.0	2	50.0	1	12.5
Very important	0	0.0	0	0.0	0	0.0
Total	12	100	4	100	8	100

j. Given your bank's lending standards, fewer borrowers met its underwriting requirements

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	7	58.3	2	50.0	5	62.5
Somewhat important	3	25.0	0	0.0	3	37.5
Very important	2	16.7	2	50.0	0	0.0
Total	12	100	4	100	8	100

Questions 29-32 *ask how your bank has changed its lending policies over the past year for three different types of* ***commercial real estate (CRE) loans****: construction and land development loans, loans secured by nonfarm nonresidential properties, and loans secured by multifamily residential properties.* ***Question 33*** *deals with changes in demand for CRE loans over the past year.*

29. Over the past year, how has your bank changed the following policies on **construction and land development** loans?

A. Maximum loan size

	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	10.0	3	11.5	3	8.8
Remained Basically Unchanged	49	81.7	20	76.9	29	85.3
Eased Somewhat	5	8.3	3	11.5	2	5.9
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	60	100	26	100	34	100

B. Maximum loan 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	5	8.2	2	7.7	3	8.6
Remained Basically Unchanged	52	85.2	23	88.5	29	82.9
Eased Somewhat	4	6.6	1	3.8	3	8.6
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	61	100	26	100	35	100

C. Spread 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	3	4.9	3	11.5	0	0.0
Tightened Somewhat	17	27.9	8	30.8	9	25.7
Remained Basically Unchanged	34	55.7	12	46.2	22	62.9
Eased Somewhat	7	11.5	3	11.5	4	11.4
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	61	100	26	100	35	100

D. Loan-to-value ratios (lower ratios=tightened, higher ratios=eased)

	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	13	21.7	8	30.8	5	14.7
Remained Basically Unchanged	43	71.7	16	61.5	27	79.4
Eased Somewhat	3	5.0	1	3.8	2	5.9
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	60	100	26	100	34	100

E. Debt service coverage ratios (higher ratios=tightened, lower ratios=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	2	3.3	2	7.7	0	0.0
Tightened Somewhat	10	16.4	4	15.4	6	17.1
Remained Basically Unchanged	48	78.7	19	73.1	29	82.9
Eased Somewhat	1	1.6	1	3.8	0	0.0
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	61	100	26	100	35	100

F. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.6	0	0.0	1	2.9
Tightened Somewhat	4	6.6	2	7.7	2	5.7
Remained Basically Unchanged	52	85.2	23	88.5	29	82.9
Eased Somewhat	4	6.6	1	3.8	3	8.6
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	61	100	26	100	35	100

G. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=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	6	9.8	2	7.7	4	11.4
Remained Basically Unchanged	49	80.3	21	80.8	28	80.0
Eased Somewhat	5	8.2	3	11.5	2	5.7
Eased Considerably	1	1.6	0	0.0	1	2.9
Total	61	100	26	100	35	100

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

30. Over the past year, how has your bank changed the following policies on loans secured by **nonfarm-nonresidential** properties?

A. Maximum loan size

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	0	0.0	0	0.0	0	0.0
Tightened Somewhat	2	3.2	2	7.1	0	0.0
Remained Basically Unchanged	53	84.1	23	82.1	30	85.7
Eased Somewhat	7	11.1	2	7.1	5	14.3
Eased Considerably	1	1.6	1	3.6	0	0.0
Total	63	100	28	100	35	100

B. Maximum loan 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	4	6.3	3	10.7	1	2.9
Remained Basically Unchanged	54	85.7	23	82.1	31	88.6
Eased Somewhat	5	7.9	2	7.1	3	8.6
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	63	100	28	100	35	100

C. Spread 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	3	4.8	3	10.7	0	0.0
Tightened Somewhat	16	25.4	9	32.1	7	20.0
Remained Basically Unchanged	34	54.0	11	39.3	23	65.7
Eased Somewhat	10	15.9	5	17.9	5	14.3
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	63	100	28	100	35	100

D. Loan-to-value ratios (lower ratios=tightened, higher ratios=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.6	1	3.6	0	0.0
Tightened Somewhat	12	19.0	8	28.6	4	11.4
Remained Basically Unchanged	47	74.6	18	64.3	29	82.9
Eased Somewhat	3	4.8	1	3.6	2	5.7
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	63	100	28	100	35	100

E. Debt service coverage ratios (higher ratios=tightened, lower ratios=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.6	1	3.6	0	0.0
Tightened Somewhat	10	15.9	6	21.4	4	11.4
Remained Basically Unchanged	51	81.0	20	71.4	31	88.6
Eased Somewhat	1	1.6	1	3.6	0	0.0
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	63	100	28	100	35	100

F. Market areas served (reduced market areas=tightened, expanded market areas=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	1	3.6	0	0.0
Remained Basically Unchanged	57	90.5	26	92.9	31	88.6
Eased Somewhat	5	7.9	1	3.6	4	11.4
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	63	100	28	100	35	100

G. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=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	6	9.5	3	10.7	3	8.6
Remained Basically Unchanged	50	79.4	21	75.0	29	82.9
Eased Somewhat	6	9.5	4	14.3	2	5.7
Eased Considerably	1	1.6	0	0.0	1	2.9
Total	63	100	28	100	35	100

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

31. Over the past year, how has your bank changed the following policies on loans secured by **multifamily** residential properties?

A. Maximum loan size

	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	10.7	2	5.6
Remained Basically Unchanged	52	81.2	23	82.1	29	80.6
Eased Somewhat	7	10.9	2	7.1	5	13.9
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

B. Maximum loan 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	4	6.2	3	10.7	1	2.8
Remained Basically Unchanged	55	85.9	22	78.6	33	91.7
Eased Somewhat	5	7.8	3	10.7	2	5.6
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

C. Spread 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	3	4.7	3	10.7	0	0.0
Tightened Somewhat	16	25.0	9	32.1	7	19.4
Remained Basically Unchanged	37	57.8	11	39.3	26	72.2
Eased Somewhat	8	12.5	5	17.9	3	8.3
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

D. Loan-to-value ratios (lower ratios=tightened, higher ratios=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.6	1	3.6	0	0.0
Tightened Somewhat	10	15.6	7	25.0	3	8.3
Remained Basically Unchanged	52	81.2	19	67.9	33	91.7
Eased Somewhat	1	1.6	1	3.6	0	0.0
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

E. Debt service coverage ratios (higher ratios=tightened, lower ratios=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.6	1	3.6	0	0.0
Tightened Somewhat	8	12.5	5	17.9	3	8.3
Remained Basically Unchanged	53	82.8	20	71.4	33	91.7
Eased Somewhat	2	3.1	2	7.1	0	0.0
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

F. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	0	0.0	0	0.0	0	0.0
Tightened Somewhat	3	4.7	2	7.1	1	2.8
Remained Basically Unchanged	56	87.5	25	89.3	31	86.1
Eased Somewhat	5	7.8	1	3.6	4	11.1
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

G. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	0	0.0	0	0.0	0	0.0
Tightened Somewhat	3	4.7	2	7.1	1	2.8
Remained Basically Unchanged	55	85.9	22	78.6	33	91.7
Eased Somewhat	6	9.4	4	14.3	2	5.6
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	64	100	28	100	36	100

For this question, 1 respondent answered "My bank does not originate multifamliy loans."

32. If your bank has tightened or eased its credit policies for CRE loans over the past year (as described in questions 29-31 above), 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 policies on CRE loans over the past year (where tightening corresponds to answers 1 or 2 in questions 29-31 above):

a. Less favorable or more uncertain outlook for CRE property prices

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	7.4	1	7.1	1	7.7
Somewhat important	14	51.9	6	42.9	8	61.5
Very important	11	40.7	7	50.0	4	30.8
Total	27	100	14	100	13	100

b. Less favorable or more uncertain capitalization rates (the ratio of current net operating income to the original sale price or current market value) on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	22.2	4	28.6	2	15.4
Somewhat important	12	44.4	6	42.9	6	46.2
Very important	9	33.3	4	28.6	5	38.5
Total	27	100	14	100	13	100

c. Less favorable or more uncertain outlook for vacancy rates or other fundamentals on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	11.1	1	7.1	2	15.4
Somewhat important	12	44.4	7	50.0	5	38.5
Very important	12	44.4	6	42.9	6	46.2
Total	27	100	14	100	13	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	74.1	11	78.6	9	69.2
Somewhat important	4	14.8	2	14.3	2	15.4
Very important	3	11.1	1	7.1	2	15.4
Total	27	100	14	100	13	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	25.9	3	21.4	4	30.8
Somewhat important	14	51.9	8	57.1	6	46.2
Very important	6	22.2	3	21.4	3	23.1
Total	27	100	14	100	13	100

f. Decreased ability to securitize CRE loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	74.1	11	78.6	9	69.2
Somewhat important	5	18.5	3	21.4	2	15.4
Very important	2	7.4	0	0.0	2	15.4
Total	27	100	14	100	13	100

g. Increased concerns about my bank's capital adequacy or liquidity position

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	23	85.2	12	85.7	11	84.6
Somewhat important	2	7.4	1	7.1	1	7.7
Very important	2	7.4	1	7.1	1	7.7
Total	27	100	14	100	13	100

h. Increased concerns about the effects of regulatory changes or supervisory actions

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	23	85.2	13	92.9	10	76.9
Somewhat important	3	11.1	1	7.1	2	15.4
Very important	1	3.7	0	0.0	1	7.7
Total	27	100	14	100	13	100

B. Possible reasons for easing credit policies on CRE loans over the past year (where easing corresponds to answers 4 or 5 in questions 29-31 above):

a. More favorable or less uncertain outlook for CRE property prices

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	64.3	3	42.9	6	85.7
Somewhat important	4	28.6	3	42.9	1	14.3
Very important	1	7.1	1	14.3	0	0.0
Total	14	100	7	100	7	100

b. More favorable or less uncertain capitalization rates (the ratio of current net operating income to the original sale price or current market value) on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	84.6	5	71.4	6	100.0
Somewhat important	2	15.4	2	28.6	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	7	100	6	100

c. More favorable or less uncertain outlook for vacancy rates or other fundamentals on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	69.2	3	42.9	6	100.0
Somewhat important	4	30.8	4	57.1	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	7	100	6	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	14.3	0	0.0	2	33.3
Somewhat important	4	28.6	3	37.5	1	16.7
Very important	8	57.1	5	62.5	3	50.0
Total	14	100	8	100	6	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	75.0	3	50.0	6	100.0
Somewhat important	3	25.0	3	50.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	12	100	6	100	6	100

f. Increased ability to securitize CRE loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	100.0	7	100.0	6	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	13	100	7	100	6	100

g. Reduced concerns about my bank's capital adequacy or liquidity position

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	76.9	6	85.7	4	66.7
Somewhat important	2	15.4	1	14.3	1	16.7
Very important	1	7.7	0	0.0	1	16.7
Total	13	100	7	100	6	100

h. Reduced concerns about the effects of regulatory changes or supervisory actions

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	84.6	5	71.4	6	100.0
Somewhat important	2	15.4	2	28.6	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	7	100	6	100

33. If demand for CRE loans from your bank has strengthened or weakened over the past year, 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 stronger CRE loan demand over the past year:

a. Customer acquisition or development of properties increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	32.3	4	28.6	6	35.3
Somewhat important	14	45.2	7	50.0	7	41.2
Very important	7	22.6	3	21.4	4	23.5
Total	31	100	14	100	17	100

b. Customer outlook for rental demand became more favorable or less uncertain

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	36.7	5	38.5	6	35.3
Somewhat important	14	46.7	8	61.5	6	35.3
Very important	5	16.7	0	0.0	5	29.4
Total	30	100	13	100	17	100

c. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	25.8	3	21.4	5	29.4
Somewhat important	12	38.7	6	42.9	6	35.3
Very important	11	35.5	5	35.7	6	35.3
Total	31	100	14	100	17	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	67.7	11	78.6	10	58.8
Somewhat important	7	22.6	2	14.3	5	29.4
Very important	3	9.7	1	7.1	2	11.8
Total	31	100	14	100	17	100

e. 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	41.9	7	50.0	6	35.3
Somewhat important	17	54.8	7	50.0	10	58.8
Very important	1	3.2	0	0.0	1	5.9
Total	31	100	14	100	17	100

f. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	58.1	10	71.4	8	47.1
Somewhat important	8	25.8	3	21.4	5	29.4
Very important	5	16.1	1	7.1	4	23.5
Total	31	100	14	100	17	100

B. Possible reasons for weaker CRE loan demand over the past year:

a. Customer acquisition or development of properties decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	25.9	2	15.4	5	35.7
Somewhat important	12	44.4	5	38.5	7	50.0
Very important	8	29.6	6	46.2	2	14.3
Total	27	100	13	100	14	100

b. Customer outlook for rental demand became less favorable or more uncertain

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	37.0	3	23.1	7	50.0
Somewhat important	12	44.4	6	46.2	6	42.9
Very important	5	18.5	4	30.8	1	7.1
Total	27	100	13	100	14	100

c. General level of interest rates increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	22	84.6	12	92.3	10	76.9
Somewhat important	3	11.5	1	7.7	2	15.4
Very important	1	3.8	0	0.0	1	7.7
Total	26	100	13	100	13	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	66.7	11	84.6	7	50.0
Somewhat important	8	29.6	2	15.4	6	42.9
Very important	1	3.7	0	0.0	1	7.1
Total	27	100	13	100	14	100

e. 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	15	53.6	7	53.8	8	53.3
Somewhat important	8	28.6	4	30.8	4	26.7
Very important	5	17.9	2	15.4	3	20.0
Total	28	100	13	100	15	100

f. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	74.1	11	84.6	9	64.3
Somewhat important	6	22.2	2	15.4	4	28.6
Very important	1	3.7	0	0.0	1	7.1
Total	27	100	13	100	14	100

1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of $50 billion or more as of December 31, 2019. The combined assets of the 29 large banks totaled $10.5 trillion, compared to $11.1 trillion for the entire panel of 67 banks, and $15.9 trillion for all domestically chartered, federally insured commercial banks.

Last Update: May 4, 2020

Table 2

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

(Status of Policy as of April 2020)

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	4	18.2
Tightened somewhat	9	40.9
Remained basically unchanged	9	40.9
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	3	13.6
Tightened somewhat	7	31.8
Remained basically unchanged	12	54.5
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

b. Maximum maturity of loans or credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	2	9.1
Tightened somewhat	6	27.3
Remained basically unchanged	14	63.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

c. Costs of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	4	18.2
Tightened somewhat	8	36.4
Remained basically unchanged	10	45.5
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

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

	All Respondents	
	Banks	Percent
Tightened considerably	2	9.1
Tightened somewhat	11	50.0
Remained basically unchanged	8	36.4
Eased somewhat	1	4.5
Eased considerably	0	0.0
Total	22	100

e. Premiums charged on riskier loans

	All Respondents	
	Banks	Percent
Tightened considerably	5	22.7
Tightened somewhat	9	40.9
Remained basically unchanged	8	36.4
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

f. Loan covenants

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.5
Tightened somewhat	6	27.3
Remained basically unchanged	14	63.6
Eased somewhat	1	4.5
Eased considerably	0	0.0
Total	22	100

g. Collateralization requirements

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.5
Tightened somewhat	7	31.8
Remained basically unchanged	14	63.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

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

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

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate.)

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

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

	All Respondents	
	Banks	Percent
Not important	12	80.0
Somewhat important	3	20.0
Very important	0	0.0
Total	15	100

b. Less favorable or more uncertain economic outlook

	All Respondents	
	Banks	Percent
Not important	1	6.7
Somewhat important	3	20.0
Very important	11	73.3
Total	15	100

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

	All Respondents	
	Banks	Percent
Not important	2	15.4
Somewhat important	3	23.1
Very important	8	61.5
Total	13	100

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

	All Respondents	
	Banks	Percent
Not important	14	93.3
Somewhat important	1	6.7
Very important	0	0.0
Total	15	100

e. Reduced tolerance for risk

	All Respondents	
	Banks	Percent
Not important	5	33.3
Somewhat important	6	40.0
Very important	4	26.7
Total	15	100

f. Decreased liquidity in the secondary market for these loans

	All Respondents	
	Banks	Percent
Not important	4	26.7
Somewhat important	6	40.0
Very important	5	33.3
Total	15	100

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

	All Respondents	
	Banks	Percent
Not important	8	53.3
Somewhat important	7	46.7
Very important	0	0.0
Total	15	100

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

	All Respondents	
	Banks	Percent
Not important	12	80.0
Somewhat important	3	20.0
Very important	0	0.0
Total	15	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	9	40.9
Moderately stronger	9	40.9
About the same	2	9.1
Moderately weaker	1	4.5
Substantially weaker	1	4.5
Total	22	100

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

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

a. Customer inventory financing needs increased

	All Respondents	
	Banks	**Percent**
Not important	11	78.6
Somewhat important	3	21.4
Very important	0	0.0
Total	14	100

b. Customer accounts receivable financing needs increased

	All Respondents	
	Banks	**Percent**
Not important	9	60.0
Somewhat important	5	33.3
Very important	1	6.7
Total	15	100

c. Customer investment in plant or equipment increased

	All Respondents	
	Banks	**Percent**
Not important	14	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	14	100

d. Customer internally generated funds decreased

	All Respondents	
	Banks	Percent
Not important	3	20.0
Somewhat important	5	33.3
Very important	7	46.7
Total	15	100

e. Customer merger or acquisition financing needs increased

	All Respondents	
	Banks	Percent
Not important	14	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	14	100

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

	All Respondents	
	Banks	Percent
Not important	11	73.3
Somewhat important	1	6.7
Very important	3	20.0
Total	15	100

g. Customer precautionary demand for cash and liquidity increased

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	2	11.1
Very important	16	88.9
Total	18	100

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

a. Customer inventory financing needs decreased

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

b. Customer accounts receivable financing needs decreased

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

c. Customer investment in plant or equipment decreased

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

d. Customer internally generated funds increased

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

e. Customer merger or acquisition financing needs decreased

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

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

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

g. Customer precautionary demand for cash and liquidity decreased

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

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

	All Respondents	
	Banks	**Percent**
The number of inquiries has increased substantially	6	27.3
The number of inquiries has increased moderately	9	40.9
The number of inquiries has stayed about the same	6	27.3
The number of inquiries has decreased moderately	0	0.0
The number of inquiries has decreased substantially	1	4.5
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	6	40.0
Tightened somewhat	4	26.7
Remained basically unchanged	4	26.7
Eased somewhat	1	6.7
Eased considerably	0	0.0
Total	15	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	1	6.7
Moderately stronger	2	13.3
About the same	6	40.0
Moderately weaker	2	13.3
Substantially weaker	4	26.7
Total	15	100

***Questions 9-10** ask about changes in demand for commercial and industrial (C&I) loans at your bank over the past six months across various industries, defined by North American Industry Classification System (NAICS) codes, and the reasons for those changes.*

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

A. Agriculture, forestry, fishing, and hunting (NAICS code 11):

	All Respondents	
	Banks	**Percent**
Substantially stronger	2	9.1
Moderately stronger	0	0.0
About the same	9	40.9
Moderately weaker	1	4.5
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	10	45.5
Total	22	100

B. Mining, utilities, and construction (NAICS codes 21-23):

	All Respondents	
	Banks	**Percent**
Substantially stronger	0	0.0
Moderately stronger	5	22.7
About the same	11	50.0
Moderately weaker	2	9.1
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	4	18.2
Total	22	100

C. Manufacturing (NAICS codes 31-33):

	All Respondents	
	Banks	**Percent**
Substantially stronger	0	0.0
Moderately stronger	12	54.5
About the same	8	36.4
Moderately weaker	1	4.5
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	1	4.5
Total	22	100

D. Retail and wholesale trade (NAICS codes 42-45):

	All Respondents	
	Banks	**Percent**
Substantially stronger	2	9.5
Moderately stronger	6	28.6
About the same	11	52.4
Moderately weaker	0	0.0
Substantially weaker	1	4.8
My bank does not originate loans to firms in this industry	1	4.8
Total	21	100

E. Transportation and warehousing (NAICS codes 48-49):

	All Respondents	
	Banks	Percent
Substantially stronger	3	13.6
Moderately stronger	4	18.2
About the same	11	50.0
Moderately weaker	2	9.1
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	2	9.1
Total	22	100

F. Information and professional, scientific, and technical services (NAICS codes 51 and 54):

	All Respondents	
	Banks	Percent
Substantially stronger	1	4.5
Moderately stronger	5	22.7
About the same	14	63.6
Moderately weaker	1	4.5
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	1	4.5
Total	22	100

G. Finance, insurance, and real estate rental and leasing (NAICS codes 52-53):

	All Respondents	
	Banks	Percent
Substantially stronger	1	4.8
Moderately stronger	5	23.8
About the same	13	61.9
Moderately weaker	1	4.8
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	1	4.8
Total	21	100

H. Other services except public administration and those in F and G (NAICS codes 55-81):

	All Respondents	
	Banks	Percent
Substantially stronger	0	0.0
Moderately stronger	4	19.0
About the same	15	71.4
Moderately weaker	1	4.8
Substantially weaker	0	0.0
My bank does not originate loans to firms in this industry	1	4.8
Total	21	100

10. If demand for C&I loans has strengthened or weakened over the past six months (as described in **questions 9A-9H**), 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 (if you answered 1 or 2 to any of **questions 9A-9H**), possible reasons:

a. Customer inventory financing needs increased

	All Respondents	
	Banks	Percent
Not important	7	53.8
Somewhat important	6	46.2
Very important	0	0.0
Total	13	100

b. Customer accounts receivable financing needs increased

	All Respondents	
	Banks	Percent
Not important	7	53.8
Somewhat important	6	46.2
Very important	0	0.0
Total	13	100

c. Customer investment in plant or equipment increased

	All Respondents	
	Banks	Percent
Not important	9	75.0
Somewhat important	3	25.0
Very important	0	0.0
Total	12	100

d. Customer merger or acquisition financing needs increased

	All Respondents	
	Banks	Percent
Not important	8	61.5
Somewhat important	4	30.8
Very important	1	7.7
Total	13	100

e. Customer internally generated funds decreased

	All Respondents	
	Banks	Percent
Not important	5	41.7
Somewhat important	3	25.0
Very important	4	33.3
Total	12	100

f. Customer precautionary demand for cash and liquidity increased

	All Respondents	
	Banks	Percent
Not important	1	6.7
Somewhat important	4	26.7
Very important	10	66.7
Total	15	100

g. Customer borrowing shifted to your bank from other banks because these other sources became less attractive

	All Respondents	
	Banks	Percent
Not important	9	69.2
Somewhat important	3	23.1
Very important	1	7.7
Total	13	100

h. Customer borrowing shifted to your bank from nonbank sources (such as insurance companies, pension funds, and other nonbank financial institutions) because these other sources became less attractive

	All Respondents	
	Banks	Percent
Not important	11	84.6
Somewhat important	1	7.7
Very important	1	7.7
Total	13	100

i. Customer borrowing shifted to your bank from the corporate bond market because this other source became less attractive

	All Respondents	
	Banks	Percent
Not important	7	50.0
Somewhat important	2	14.3
Very important	5	35.7
Total	14	100

j. Given your bank's lending standards, more borrowers met its underwriting requirements

	All Respondents	
	Banks	Percent
Not important	12	92.3
Somewhat important	1	7.7
Very important	0	0.0
Total	13	100

B. If weaker loan demand (if you answered 4 or 5 to any of **questions 9A-9H**), 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 merger or acquisition financing needs decreased

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

e. Customer internally generated funds increased

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

f. Customer precautionary demand for cash and liquidity decreased

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

g. Customer borrowing shifted from your bank to other banks because these other sources became more attractive

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

h. Customer borrowing shifted from your bank to nonbank sources (such as insurance companies, pension funds, and other nonbank financial institutions) because these other sources became more attractive

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

i. Customer borrowing shifted from your bank to the corporate bond market because this other source became more attractive

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

j. Given your bank's lending standards, fewer borrowers met its underwriting requirements

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

Questions 11-14 *ask how your bank has changed its lending policies over the past year for three different types of* ***commercial real estate (CRE) loans****: construction and land development loans, loans secured by nonfarm nonresidential properties, and loans secured by multifamily residential properties.* ***Question 15*** *deals with changes in demand for CRE loans over the past year.*

11. Over the past year, how has your bank changed the following policies on **construction and land development** loans?

A. Maximum loan size

	All Respondents	
	Banks	**Percent**
Tightened Considerably	0	0.0
Tightened Somewhat	0	0.0
Remained Basically Unchanged	6	100.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	6	100

B. Maximum loan maturity

	All Respondents	
	Banks	**Percent**
Tightened Considerably	0	0.0
Tightened Somewhat	0	0.0
Remained Basically Unchanged	6	100.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	6	100

C. Spread 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	1	16.7
Remained Basically Unchanged	5	83.3
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	6	100

D. Loan-to-value ratios (lower ratios=tightened, higher ratios=eased)

	All Respondents	
	Banks	**Percent**
Tightened Considerably	1	16.7
Tightened Somewhat	0	0.0
Remained Basically Unchanged	5	83.3
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	6	100

E. Debt service coverage ratios (higher ratios=tightened, lower ratios=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	1	16.7
Tightened Somewhat	0	0.0
Remained Basically Unchanged	4	66.7
Eased Somewhat	1	16.7
Eased Considerably	0	0.0
Total	6	100

F. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	0	0.0
Remained Basically Unchanged	6	100.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	6	100

G. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	0	0.0
Remained Basically Unchanged	6	100.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	6	100

For this question, 14 respondents answered "My bank does not originate construction and land development loans."

12. Over the past year, how has your bank changed the following policies on loans secured by **nonfarm-nonresidential** properties?

A. Maximum loan size

	All Respondents	
	Banks	Percent
Tightened Considerably	1	7.7
Tightened Somewhat	3	23.1
Remained Basically Unchanged	8	61.5
Eased Somewhat	1	7.7
Eased Considerably	0	0.0
Total	13	100

B. Maximum loan maturity

	All Respondents	
	Banks	Percent
Tightened Considerably	1	7.7
Tightened Somewhat	0	0.0
Remained Basically Unchanged	12	92.3
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	13	100

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

	All Respondents	
	Banks	Percent
Tightened Considerably	2	15.4
Tightened Somewhat	4	30.8
Remained Basically Unchanged	7	53.8
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	13	100

D. Loan-to-value ratios (lower ratios=tightened, higher ratios=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	1	7.7
Tightened Somewhat	4	30.8
Remained Basically Unchanged	7	53.8
Eased Somewhat	1	7.7
Eased Considerably	0	0.0
Total	13	100

E. Debt service coverage ratios (higher ratios=tightened, lower ratios=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	1	7.7
Tightened Somewhat	3	23.1
Remained Basically Unchanged	8	61.5
Eased Somewhat	1	7.7
Eased Considerably	0	0.0
Total	13	100

F. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	4	30.8
Remained Basically Unchanged	7	53.8
Eased Somewhat	2	15.4
Eased Considerably	0	0.0
Total	13	100

G. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=eased)

	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, 7 respondents answered "My bank does not originate nonfarm-nonresidential loans."

13. Over the past year, how has your bank changed the following policies on loans secured by **multifamily** residential properties?

A. Maximum loan size

	All Respondents	
	Banks	**Percent**
Tightened Considerably	1	10.0
Tightened Somewhat	1	10.0
Remained Basically Unchanged	7	70.0
Eased Somewhat	1	10.0
Eased Considerably	0	0.0
Total	10	100

B. Maximum loan maturity

	All Respondents	
	Banks	**Percent**
Tightened Considerably	1	10.0
Tightened Somewhat	0	0.0
Remained Basically Unchanged	9	90.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	10	100

C. Spread of loan rates over your bank’s cost of funds (wider spreads=tightened, narrower spreads=eased)

	All Respondents	
	Banks	**Percent**
Tightened Considerably	1	10.0
Tightened Somewhat	5	50.0
Remained Basically Unchanged	4	40.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	10	100

D. Loan-to-value ratios (lower ratios=tightened, higher ratios=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	4	40.0
Remained Basically Unchanged	5	50.0
Eased Somewhat	1	10.0
Eased Considerably	0	0.0
Total	10	100

E. Debt service coverage ratios (higher ratios=tightened, lower ratios=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	4	40.0
Remained Basically Unchanged	6	60.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	10	100

F. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	3	30.0
Remained Basically Unchanged	5	50.0
Eased Somewhat	2	20.0
Eased Considerably	0	0.0
Total	10	100

G. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=eased)

	All Respondents	
	Banks	Percent
Tightened Considerably	0	0.0
Tightened Somewhat	1	10.0
Remained Basically Unchanged	9	90.0
Eased Somewhat	0	0.0
Eased Considerably	0	0.0
Total	10	100

For this question, 10 respondents answered "My bank does not originate multifamliy loans."

14. If your bank has tightened or eased its credit policies for CRE loans over the past year (as described in questions 11-13 above), 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 policies on CRE loans over the past year (where tightening corresponds to answers 1 or 2 in questions 11-13 above):

a. Less favorable or more uncertain outlook for CRE property prices

	All Respondents	
	Banks	Percent
Not important	1	12.5
Somewhat important	1	12.5
Very important	6	75.0
Total	8	100

b. Less favorable or more uncertain capitalization rates (the ratio of current net operating income to the original sale price or current market value) on CRE properties

	All Respondents	
	Banks	Percent
Not important	2	25.0
Somewhat important	2	25.0
Very important	4	50.0
Total	8	100

c. Less favorable or more uncertain outlook for vacancy rates or other fundamentals on CRE properties

	All Respondents	
	Banks	Percent
Not important	2	25.0
Somewhat important	0	0.0
Very important	6	75.0
Total	8	100

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

	All Respondents	
	Banks	Percent
Not important	7	87.5
Somewhat important	1	12.5
Very important	0	0.0
Total	8	100

e. Reduced tolerance for risk

	All Respondents	
	Banks	Percent
Not important	3	37.5
Somewhat important	2	25.0
Very important	3	37.5
Total	8	100

f. Decreased ability to securitize CRE loans

	All Respondents	
	Banks	Percent
Not important	2	25.0
Somewhat important	3	37.5
Very important	3	37.5
Total	8	100

g. Increased concerns about my bank's capital adequacy or liquidity position

	All Respondents	
	Banks	Percent
Not important	6	75.0
Somewhat important	2	25.0
Very important	0	0.0
Total	8	100

h. Increased concerns about the effects of regulatory changes or supervisory actions

	All Respondents	
	Banks	Percent
Not important	6	75.0
Somewhat important	2	25.0
Very important	0	0.0
Total	8	100

B. Possible reasons for easing credit policies on CRE loans over the past year (where easing corresponds to answers 4 or 5 in questions 11-13 above)

a. More favorable or less uncertain outlook for CRE property prices

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

b. More favorable or less uncertain capitalization rates (the ratio of current net operating income to the original sale price or current market value) on CRE properties

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

c. More favorable or less uncertain outlook for vacancy rates or other fundamentals on CRE properties

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

d. More aggressive competition from other banks or nonbank financial institutions (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 ability to securitize CRE loans

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

g. Reduced concerns about my bank's capital adequacy or liquidity position

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

h. Reduced concerns about the effects of regulatory changes or supervisory actions

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

15. If demand for CRE loans from your bank has strengthened or weakened over the past year, 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 stronger CRE loan demand over the past year:

a. Customer acquisition or development of properties increased

	All Respondents	
	Banks	Percent
Not important	1	16.7
Somewhat important	5	83.3
Very important	0	0.0
Total	6	100

b. Customer outlook for rental demand became more favorable or less uncertain

	All Respondents	
	Banks	Percent
Not important	3	50.0
Somewhat important	2	33.3
Very important	1	16.7
Total	6	100

c. General level of interest rates decreased

	All Respondents	
	Banks	Percent
Not important	3	50.0
Somewhat important	2	33.3
Very important	1	16.7
Total	6	100

d. Customer internally generated funds decreased

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

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

	All Respondents	
	Banks	Percent
Not important	5	83.3
Somewhat important	1	16.7
Very important	0	0.0
Total	6	100

f. Customer precautionary demand for cash and liquidity increased

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

B. Possible reasons for weaker CRE loan demand over the past year:

a. Customer acquisition or development of properties decreased

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

b. Customer outlook for rental demand became less favorable or more uncertain

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

c. General level of interest rates increased

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

d. Customer internally generated funds increased

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

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

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

f. Customer precautionary demand for cash and liquidity decreased

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

1. As of December 31, 2019, the 22 respondents had combined assets of $1.5 trillion, compared to $2.5 trillion for all foreign-related banking institutions in the United States. The sample is selected from among the largest foreign-related banking institutions in those Federal Reserve Districts where such institutions are common.

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