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TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

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

Enclosures:

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

The January 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 fourth quarter of 2019.[1]

Regarding loans to businesses, banks in the January survey indicated that, on balance over the fourth quarter, they left standards on commercial and industrial (C&I) loans basically unchanged, while demand weakened from firms of all sizes.[2] Also, banks reported that lending standards and demand were unchanged for all commercial real estate (CRE) loan categories except construction and land development loans, for which standards tightened and demand weakened over the fourth quarter of 2019.

For loans to households, banks reportedly left their lending standards unchanged for all types of residential real estate loans (RRE) over the fourth quarter, while demand strengthened for most categories of closed-end mortgage loans and weakened for home equity lines of credit (HELOCs). However, banks reportedly tightened their lending standards on credit card and auto loans, while demand remained unchanged for credit cards and weakened for auto loans.

In addition, the survey included a set of special questions inquiring about banks' expectations for lending standards, loan demand, and loan performance over 2020. Banks reported expecting to tighten standards for most categories of business loans, credit card loans, and auto loans, but to leave standards unchanged for closed-end mortgage loans. Banks expect demand to remain unchanged for all types of loans except multifamily CRE and auto loans, for which they expect demand to weaken, and credit cards, for which they expect demand to strengthen. Meanwhile, banks expect loan performance to deteriorate somewhat for most surveyed loan categories. As

[1] Responses were received from 74 domestic banks and 22 U.S. branches and agencies of foreign banks. Respondent banks received the survey on or after December 16, 2019, and responses were due by January 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" (also "net share" 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" (or "remained 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.

one notable exception, banks expect no deterioration in loan performance for closed-end residential mortgage loans over 2020. In contrast, credit card and auto loans to nonprime borrowers stand out as the loan categories for which the largest net shares of banks expect a deterioration in loan performance over 2020.

Lending to Businesses

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

Questions on commercial and industrial lending. Over the fourth quarter of 2019, banks reported that standards for C&I loans to firms of all sizes remained basically unchanged.[3] However, banks reportedly eased some key terms on C&I loans, especially to large and middle-market firms.[4] In particular, a significant net share of banks reported lowering the interest rate spreads on loans to large and medium-market firms, and a moderate net share of banks reported doing so for loans to small firms. In addition, modest net shares of banks reported lowering the cost of credit lines and easing loan covenants to large and middle-market firms. However, banks also reported tightening some terms on loans to large and middle-market firms. Modest net shares of banks reported increasing the premiums charged on risky loans and the use of interest rate floors for such firms. Meanwhile, foreign banks reported tightening standards but lowering interest rate spreads for C&I loans.

Nearly every bank that reported having eased standards or terms over the fourth quarter attributed this change, in part, to increased competition from other banks or nonbank lenders. In contrast, among the banks that reported having tightened standards or terms over the fourth quarter, major net shares cited a less favorable or more uncertain economic outlook as well as reduced tolerance for risk as important reasons.

Regarding demand for C&I loans over the fourth quarter, moderate net shares of domestic banks reported that demand for such loans weakened from firms of all sizes, while a modest net share of foreign banks also reported weaker demand for C&I loans. A majority of the banks that reported weaker demand over the fourth quarter cited decreases in customers' investment in plants and equipment as well as lower needs to finance accounts receivable, inventories, and mergers and acquisitions as important reasons for weaker demand.

[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.

[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 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.

Questions on commercial real estate lending. Over the fourth quarter, banks reportedly left their lending standards unchanged for all CRE loan categories except construction and land development, for which a modest net share of banks reported tightening standards. Meanwhile, demand was basically unchanged for all CRE loan types except construction and land development loans, for which a modest net share of banks reported weaker demand.

Lending to Households

(Table 1, questions 13–26)

Questions on residential real estate lending. Over the fourth quarter, banks reportedly left standards unchanged for all types of RRE loans, including all closed-end mortgage loan categories and HELOCs.[5] Meanwhile, banks reported stronger demand for most mortgage loan categories but weaker demand for HELOCs. Specifically, significant net shares of banks reported stronger demand for government-sponsored enterprise (GSE)-eligible residential mortgages, moderate net shares of banks reported stronger demand for qualified mortgage (QM) and non-QM jumbo residential mortgages, and modest net shares of banks reported stronger demand for QM and non-QM non-jumbo residential mortgages. In contrast, a moderate net share of banks reported weaker demand for HELOCs. While, on balance, banks reported stronger demand for most closed-end mortgage categories, several banks with large holdings of closed-end mortgages reported weaker demand for such loans.

Questions on consumer lending. Over the fourth quarter, a moderate net share of banks reported tighter standards on credit card loans, and a modest net share of banks reported tighter standards on auto loans, while banks reportedly left standards unchanged for other consumer loans. Some banks also reported tightening terms on credit card loans. Specifically, a moderate net share of banks reportedly increased minimum credit scores, while modest net shares of banks tightened credit limits and reduced the extent to which loans are granted to customers that do not meet credit score thresholds for credit card loans. Meanwhile, banks reported that demand remained unchanged for credit card and other consumer loans. A modest net share of banks

[5] The seven categories of closed-end residential mortgage 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.

reported that demand for auto loans weakened during the fourth quarter, although several banks with large auto loan portfolios reported stronger demand for auto loans over the fourth quarter.

Special Questions on Banks' Outlook for 2020

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

A set of special questions asked banks about their expectations for lending standards, loan demand, and loan performance as measured by delinquencies and charge-offs over 2020, assuming that economic activity progresses in line with consensus forecasts. On balance, banks reported expecting tighter standards and a deterioration in loan performance for most loan categories over 2020. With a few exceptions, banks expect loan demand to remain unchanged.

Regarding the outlook for loans to businesses, modest net fractions of banks reportedly expect to tighten standards on C&I loans to large and medium-market firms and also on nonfarm nonresidential CRE loans. In addition, moderate net shares of banks expect to tighten standards on construction and land development as well as multifamily CRE loans. Meanwhile, banks expect demand to remain unchanged for all business loan categories other than multifamily CRE loans, for which modest net shares of banks expect weaker demand. Additionally, banks reportedly expect performance to deteriorate somewhat for all types of business loans surveyed except multifamily CRE loans, for which performance is expected to remain unchanged.[6]

The outlook for loans to households over 2020 was mixed across RRE and consumer loans.[7] Banks reportedly expect to keep standards unchanged for closed-end mortgage loans, while a moderate net share of banks expect tighter standards for credit card loans, and a modest net share expect tighter standards on auto loans. Meanwhile, banks reported expecting demand to remain unchanged for closed-end mortgage loans, whereas modest net shares of banks expect stronger demand for credit card loans and weaker demand for auto loans. In addition, banks reportedly expect loan performance to remain unchanged for closed-end mortgage loans, and also for credit card loans to prime borrowers. However, a modest net share of banks expect performance to deteriorate for HELOCs, a moderate net share expect performance to deteriorate for auto loans to prime borrowers, and significant net shares of banks expect performance to deteriorate for both credit card and auto loans to nonprime borrowers.

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

[7] Regarding the outlook for RRE loans, banks were asked about their expectations for lending standards, demand, and loan performance for GSE-eligible and nonconforming jumbo residential mortgage loans. In addition, banks were asked about their expectations for the portfolio quality of revolving HELOCs.

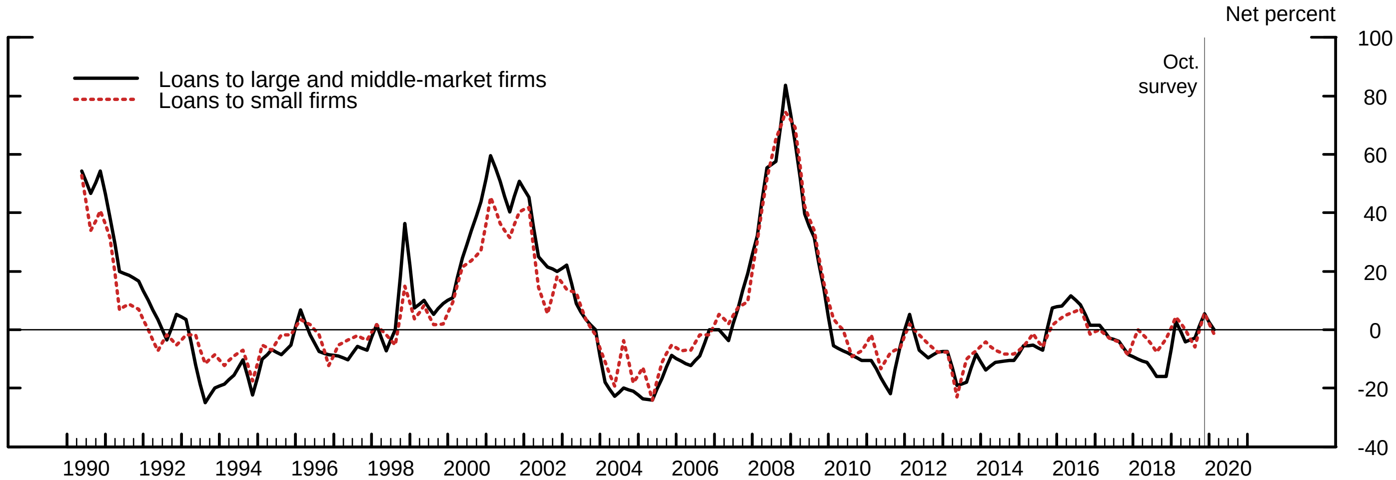
Banks that reported expecting to tighten standards for any loan category were additionally asked to assess the importance of several potential reasons for the expected tightening.[8] A majority of banks pointed to an expected deterioration in the quality of their loan portfolios, an expected reduction in their risk tolerance, and an expected deterioration in collateral values as important reasons for the expected tightening in lending standards.

This document was prepared by Andrei Zlate, with the assistance of Quinn Danielson, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.

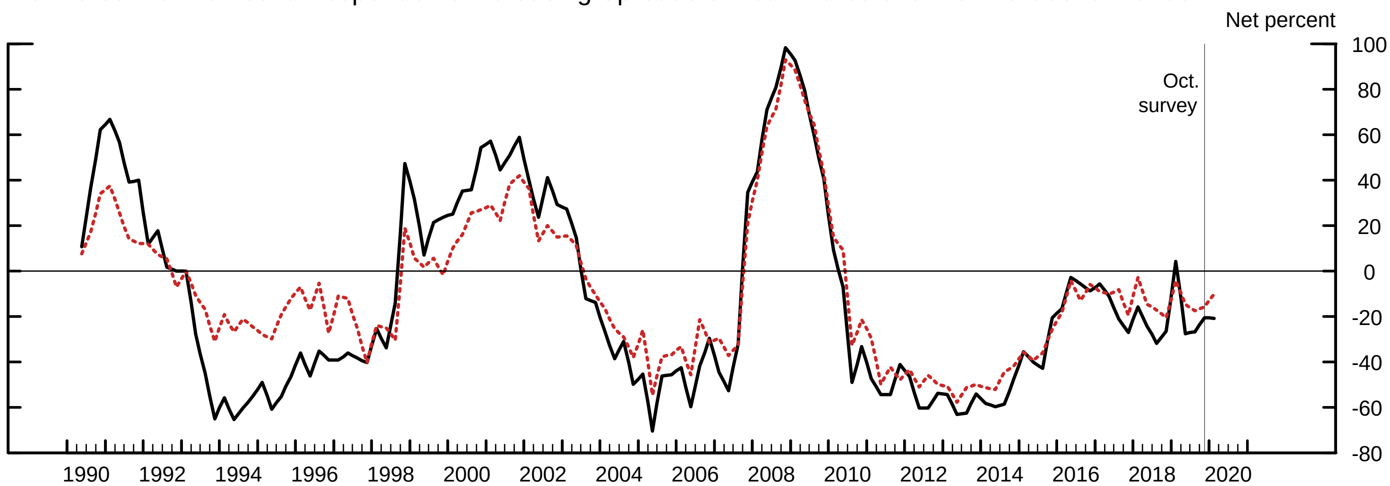
[8] Potential reasons for expecting to change standards included changes in (1) capital or liquidity position, (2) collateral values, (3) competition from other bank or nonbank lenders, (4) risk tolerance, (5) ease of selling loans in secondary market, (6) credit quality of loan portfolio, and (7) concern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

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

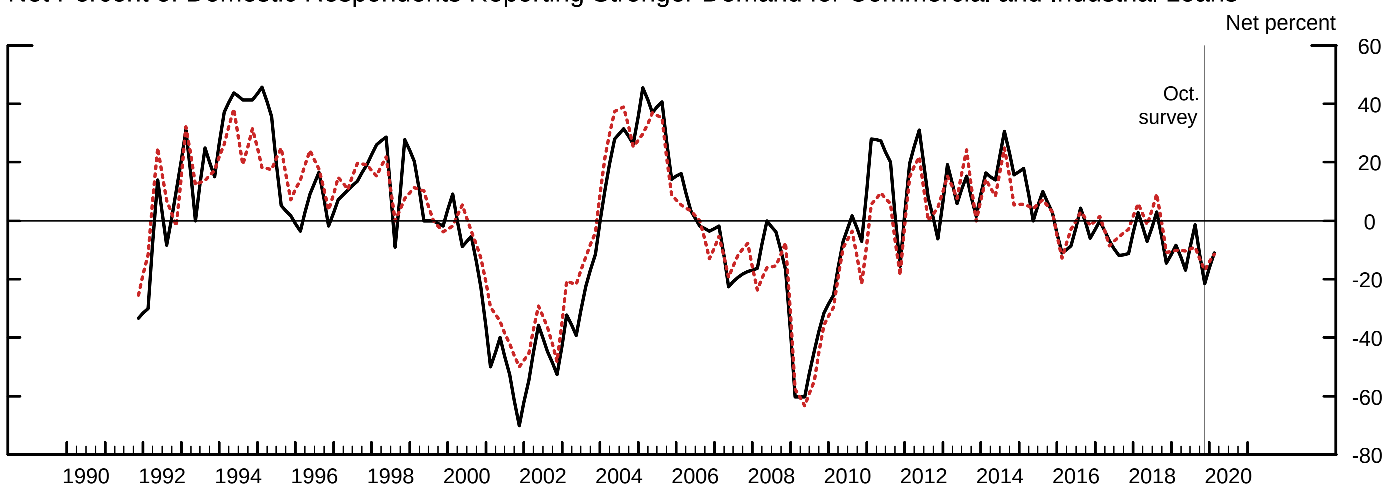
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



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

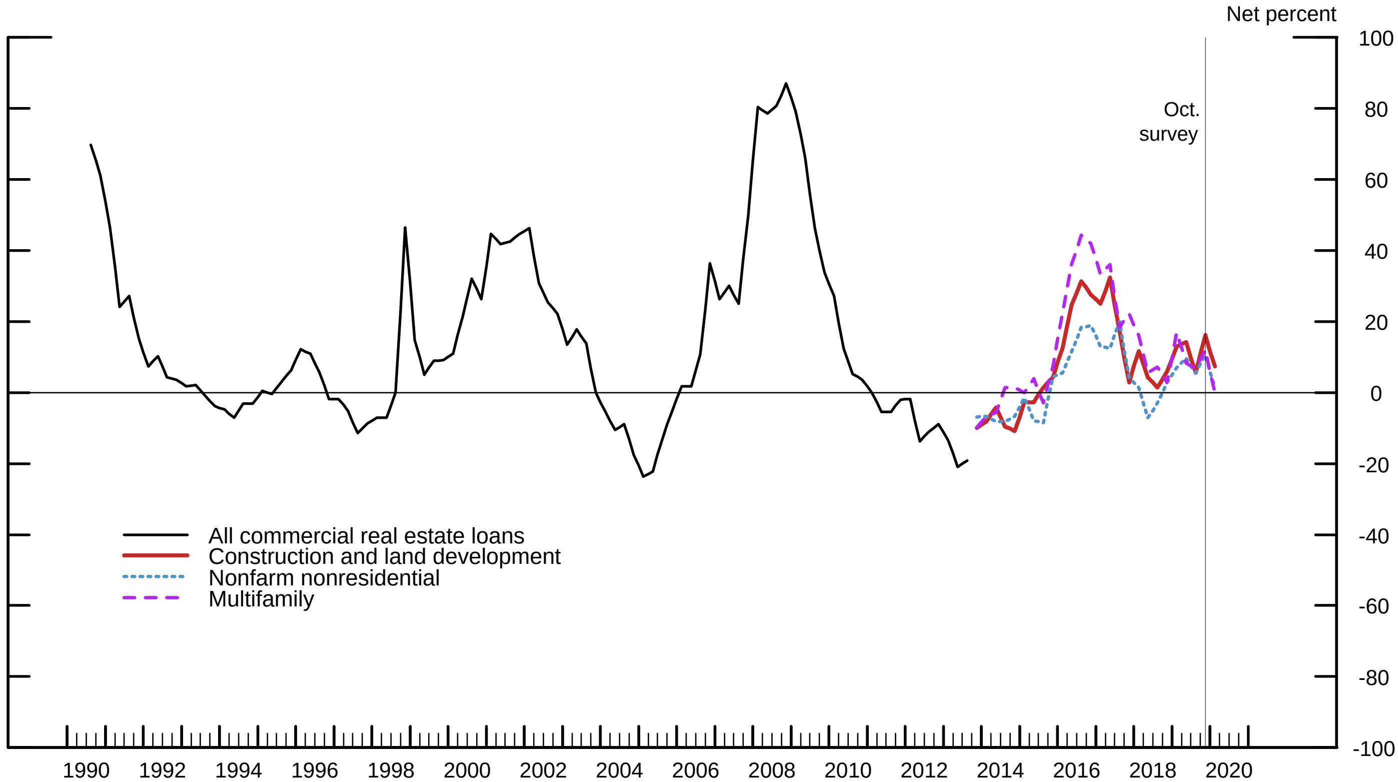


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans

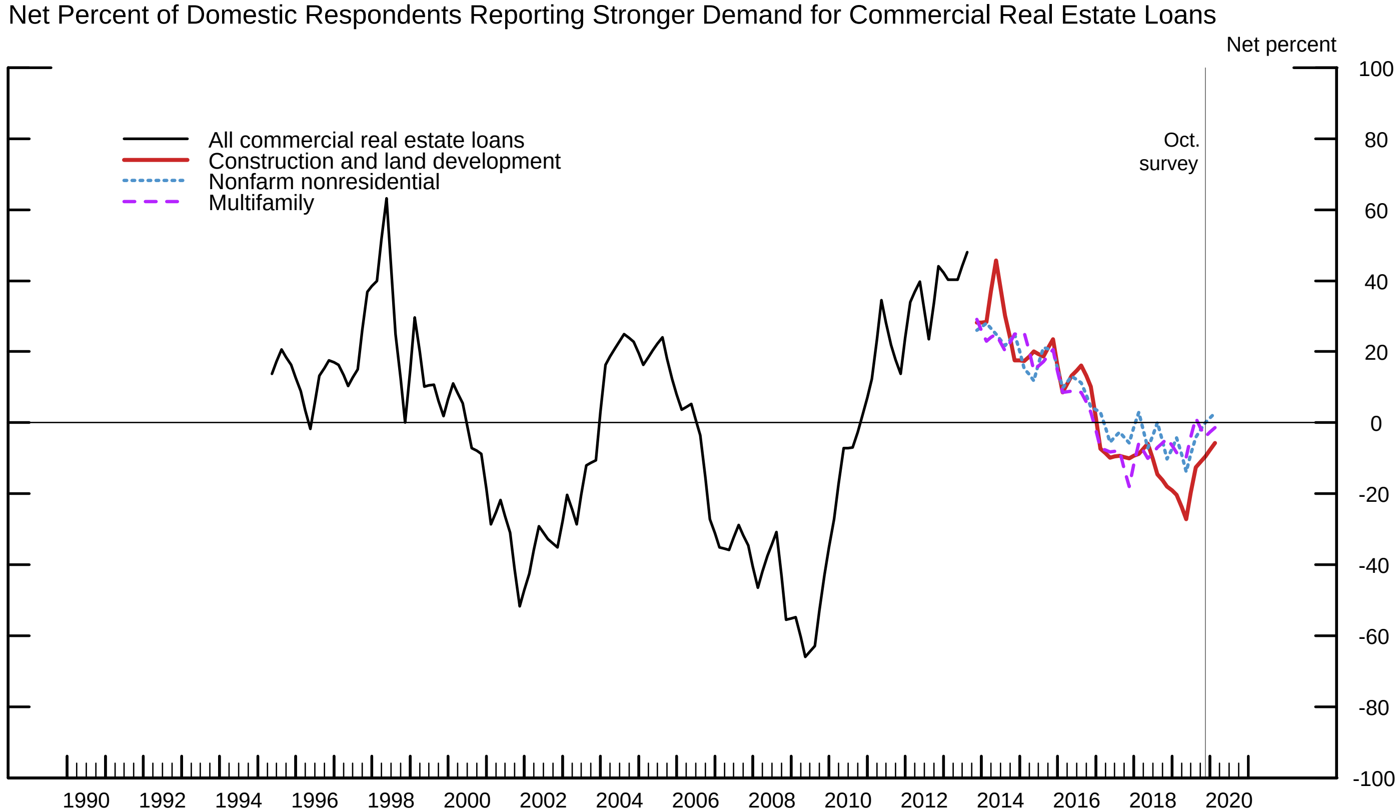


Measures of Supply and Demand for Commercial Real Estate Loans

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



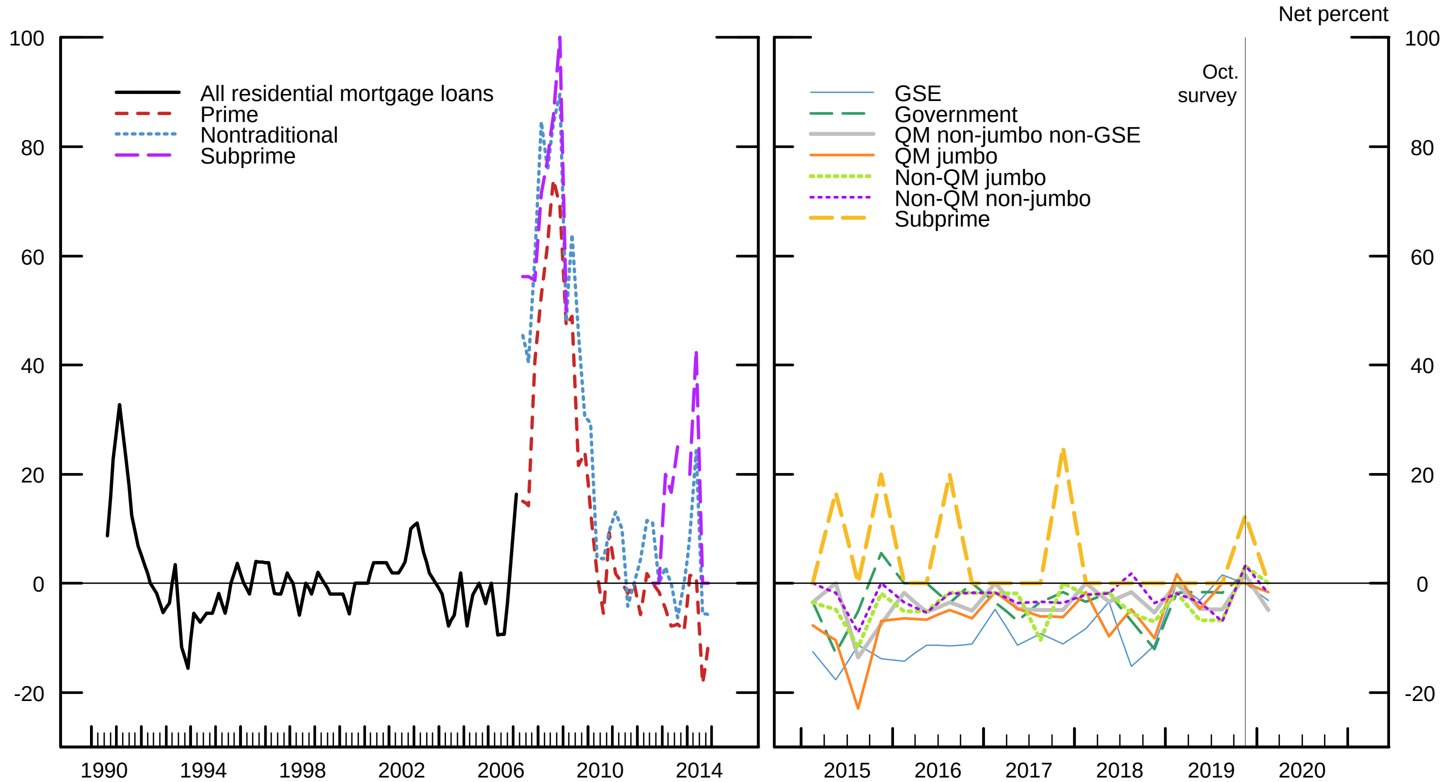
Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial Real Estate Loans



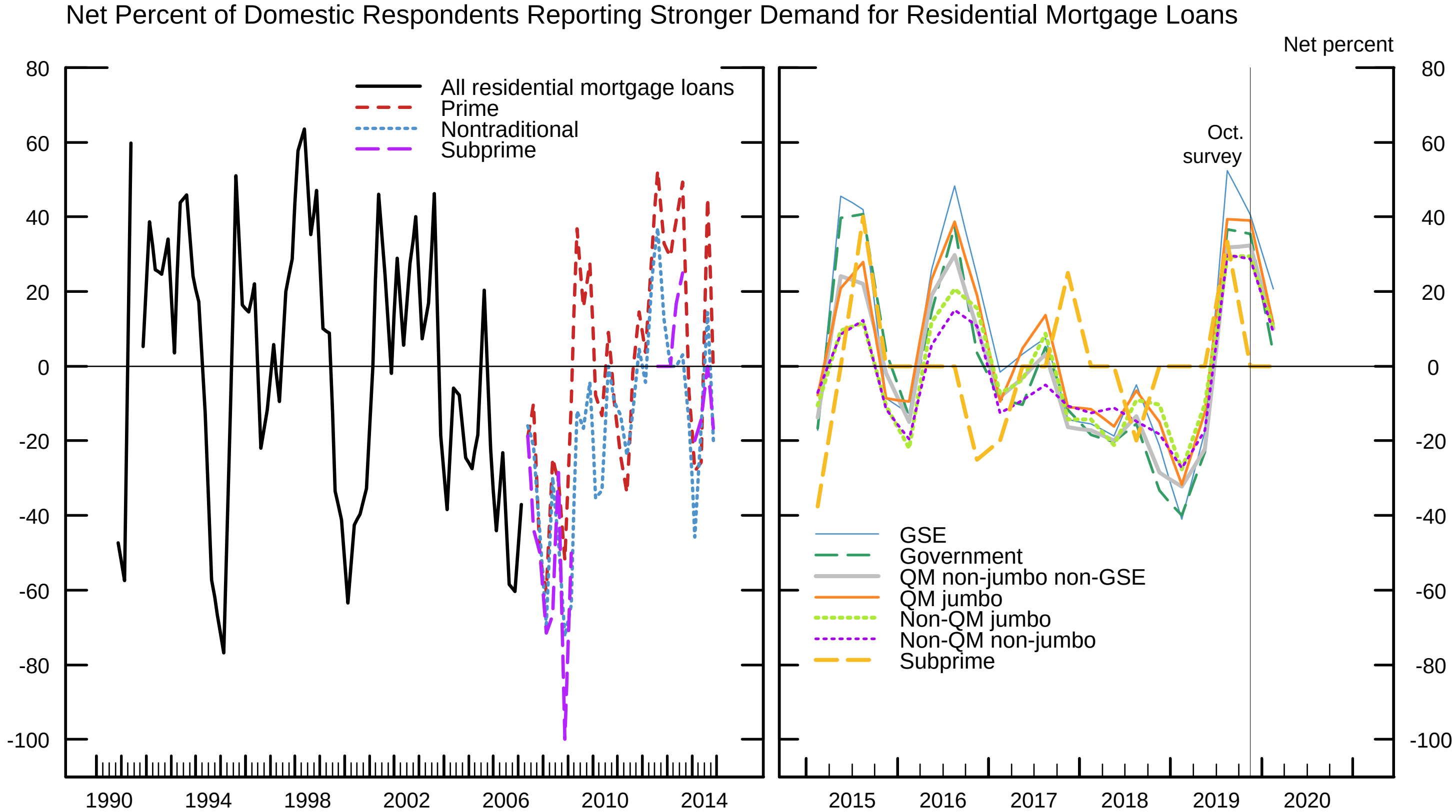
Note: For data starting in 2013:Q4, changes in demand for construction and land development, nonfarm nonresidential, and multifamily loans are reported separately.

Measures of Supply and Demand for Residential Mortgage Loans

Net Percent of Domestic Respondents Tightening Standards for Residential Mortgage Loans



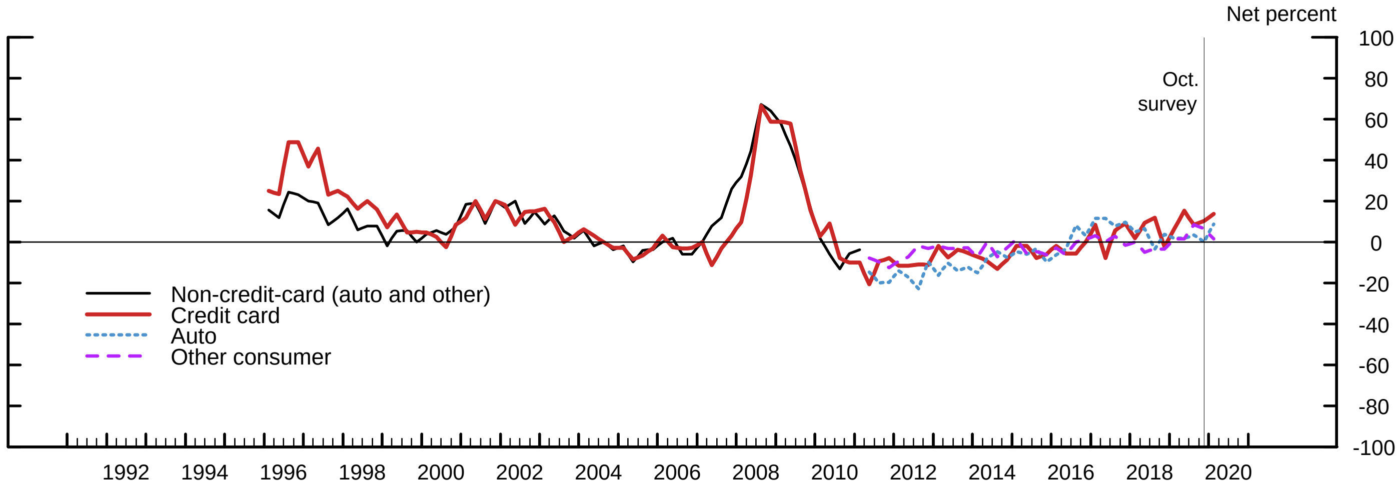
Net Percent of Domestic Respondents Reporting Stronger Demand for Residential Mortgage Loans



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

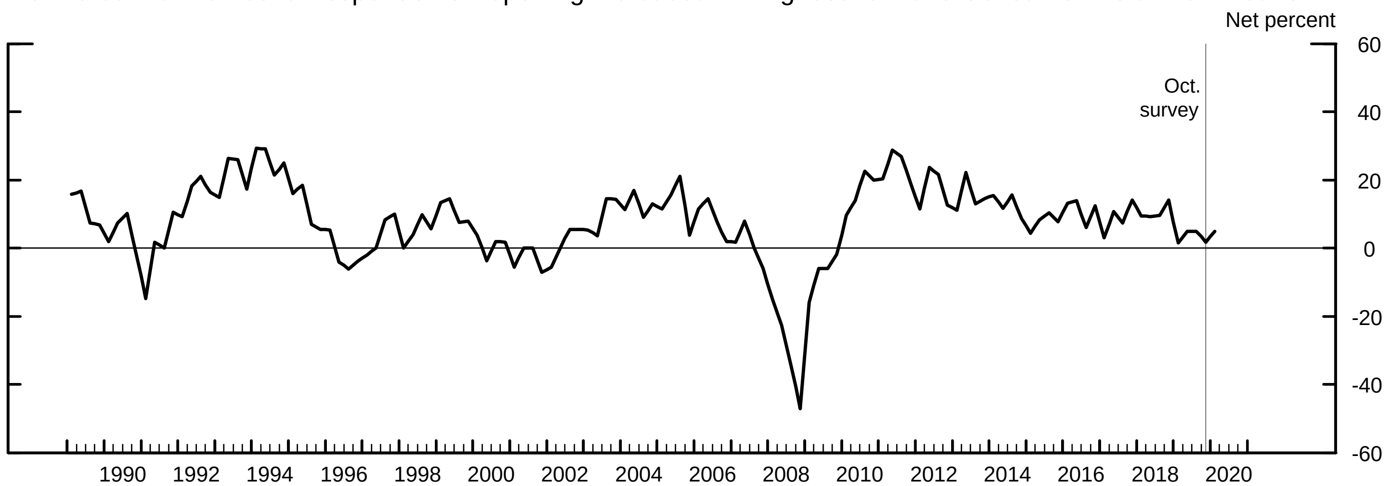
Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

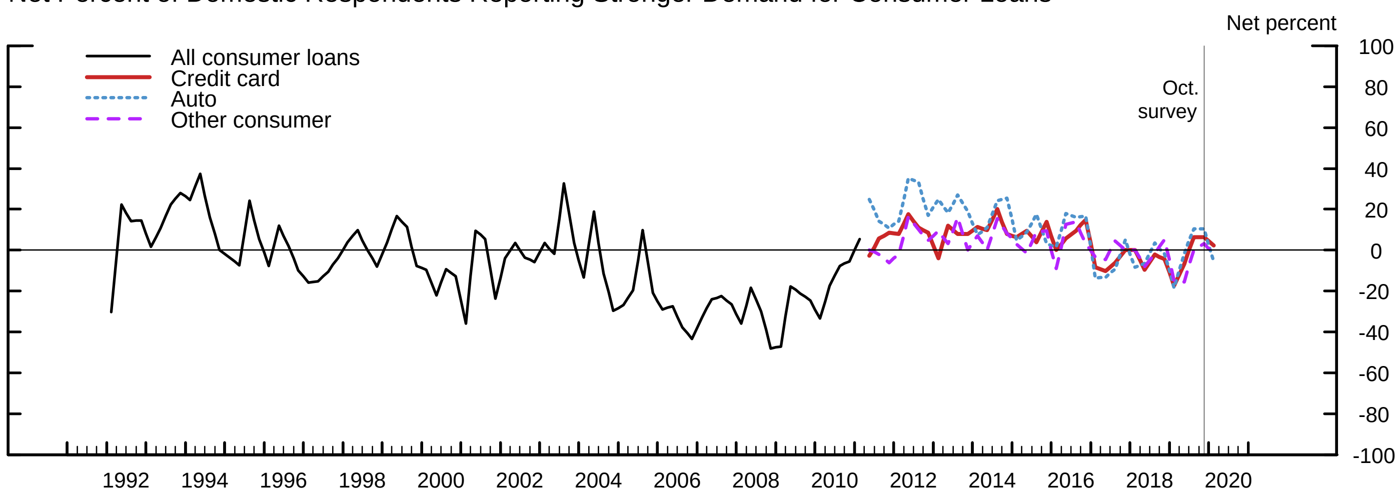


Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

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



Net Percent of Domestic Respondents Reporting Stronger Demand for Consumer Loans



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

Table 1

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

(Status of Policy as of January 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.5	1	3.3	3	7.0
Remained basically unchanged	65	89.0	27	90.0	38	88.4
Eased somewhat	4	5.5	2	6.7	2	4.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	30	100	43	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.8	2	7.7	2	4.7
Remained basically unchanged	60	87.0	21	80.8	39	90.7
Eased somewhat	5	7.2	3	11.5	2	4.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	0	0.0	1	2.4
Remained basically unchanged	67	93.1	27	90.0	40	95.2
Eased somewhat	4	5.6	3	10.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	71	98.6	30	100.0	41	97.6
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.8	1	3.3	1	2.4
Remained basically unchanged	61	84.7	27	90.0	34	81.0
Eased somewhat	9	12.5	2	6.7	7	16.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	0	0.0	1	2.4
Tightened somewhat	3	4.2	2	6.7	1	2.4
Remained basically unchanged	49	68.1	22	73.3	27	64.3
Eased somewhat	18	25.0	6	20.0	12	28.6
Eased considerably	1	1.4	0	0.0	1	2.4
Total	72	100	30	100	42	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	11	15.3	7	23.3	4	9.5
Remained basically unchanged	57	79.2	20	66.7	37	88.1
Eased somewhat	4	5.6	3	10.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.8	2	6.7	0	0.0
Remained basically unchanged	63	87.5	24	80.0	39	92.9
Eased somewhat	7	9.7	4	13.3	3	7.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.8	2	6.7	0	0.0
Remained basically unchanged	67	94.4	27	90.0	40	97.6
Eased somewhat	2	2.8	1	3.3	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	30	100	41	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	0	0.0	1	2.4
Tightened somewhat	6	8.6	2	7.1	4	9.5
Remained basically unchanged	63	90.0	26	92.9	37	88.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

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

a. Maximum size of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	2	7.7	0	0.0
Remained basically unchanged	64	94.1	23	88.5	41	97.6
Eased somewhat	2	2.9	1	3.8	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	67	98.5	26	100.0	41	97.6
Eased somewhat	1	1.5	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.0	0	0.0	2	4.9
Remained basically unchanged	59	89.4	25	100.0	34	82.9
Eased somewhat	5	7.6	0	0.0	5	12.2
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	25	100	41	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.9	1	3.8	3	7.1
Remained basically unchanged	53	77.9	23	88.5	30	71.4
Eased somewhat	10	14.7	2	7.7	8	19.0
Eased considerably	1	1.5	0	0.0	1	2.4
Total	68	100	26	100	42	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	3.8	1	2.4
Remained basically unchanged	64	94.1	24	92.3	40	95.2
Eased somewhat	2	2.9	1	3.8	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	2	7.7	0	0.0
Remained basically unchanged	63	92.6	23	88.5	40	95.2
Eased somewhat	3	4.4	1	3.8	2	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.5	1	3.8	0	0.0
Remained basically unchanged	67	98.5	25	96.2	42	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	68	100	26	100	42	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.5	0	0.0	1	2.4
Tightened somewhat	3	4.6	1	4.3	2	4.8
Remained basically unchanged	59	90.8	21	91.3	38	90.5
Eased somewhat	2	3.1	1	4.3	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	23	100	42	100

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	86.7	7	87.5	6	85.7
Somewhat important	1	6.7	1	12.5	0	0.0
Very important	1	6.7	0	0.0	1	14.3
Total	15	100	8	100	7	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	29.4	3	33.3	2	25.0
Somewhat important	9	52.9	6	66.7	3	37.5
Very important	3	17.6	0	0.0	3	37.5
Total	17	100	9	100	8	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	53.3	4	50.0	4	57.1
Somewhat important	3	20.0	2	25.0	1	14.3
Very important	4	26.7	2	25.0	2	28.6
Total	15	100	8	100	7	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	13	81.2	7	87.5	6	75.0
Somewhat important	2	12.5	1	12.5	1	12.5
Very important	1	6.2	0	0.0	1	12.5
Total	16	100	8	100	8	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	50.0	6	66.7	2	28.6
Somewhat important	6	37.5	3	33.3	3	42.9
Very important	2	12.5	0	0.0	2	28.6
Total	16	100	9	100	7	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	13	81.2	6	75.0	7	87.5
Somewhat important	1	6.2	1	12.5	0	0.0
Very important	2	12.5	1	12.5	1	12.5
Total	16	100	8	100	8	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	14	93.3	8	100.0	6	85.7
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	1	6.7	0	0.0	1	14.3
Total	15	100	8	100	7	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	13	81.2	7	87.5	6	75.0
Somewhat important	2	12.5	1	12.5	1	12.5
Very important	1	6.2	0	0.0	1	12.5
Total	16	100	8	100	8	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	19	95.0	9	100.0	10	90.9
Somewhat important	1	5.0	0	0.0	1	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	9	100	11	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	70.0	5	55.6	9	81.8
Somewhat important	6	30.0	4	44.4	2	18.2
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	9	100	11	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	84.2	7	77.8	9	90.0
Somewhat important	2	10.5	1	11.1	1	10.0
Very important	1	5.3	1	11.1	0	0.0
Total	19	100	9	100	10	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	4.5	0	0.0	1	7.7
Somewhat important	11	50.0	2	22.2	9	69.2
Very important	10	45.5	7	77.8	3	23.1
Total	22	100	9	100	13	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	85.0	8	88.9	9	81.8
Somewhat important	3	15.0	1	11.1	2	18.2
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	9	100	11	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	16	80.0	6	66.7	10	90.9
Somewhat important	4	20.0	3	33.3	1	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	9	100	11	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	90.5	8	88.9	11	91.7
Somewhat important	2	9.5	1	11.1	1	8.3
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	9	100	12	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	17	89.5	7	77.8	10	100.0
Somewhat important	2	10.5	2	22.2	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	19	100	9	100	10	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.4	0	0.0	1	2.3
Moderately stronger	2	2.8	1	3.4	1	2.3
About the same	58	80.6	24	82.8	34	79.1
Moderately weaker	11	15.3	4	13.8	7	16.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	72	100	29	100	43	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.4	0	0.0	1	2.3
Moderately stronger	2	2.9	1	3.7	1	2.3
About the same	56	80.0	20	74.1	36	83.7
Moderately weaker	11	15.7	6	22.2	5	11.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	70	100	27	100	43	100

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

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

a. Customer inventory financing needs increased

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

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	25.0	1	100.0	0	0.0
Somewhat important	2	50.0	0	0.0	2	66.7
Very important	1	25.0	0	0.0	1	33.3
Total	4	100	1	100	3	100

c. Customer investment in plant or equipment increased

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

d. Customer internally generated funds decreased

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

e. Customer merger or acquisition financing needs increased

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

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

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

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	50.0	0	0.0	2	66.7
Somewhat important	2	50.0	1	100.0	1	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	4	100	1	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	5	38.5	1	14.3	4	66.7
Somewhat important	8	61.5	6	85.7	2	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	7	100	6	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	35.7	1	14.3	4	57.1
Somewhat important	8	57.1	5	71.4	3	42.9
Very important	1	7.1	1	14.3	0	0.0
Total	14	100	7	100	7	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	14.3	1	14.3	1	14.3
Somewhat important	10	71.4	4	57.1	6	85.7
Very important	2	14.3	2	28.6	0	0.0
Total	14	100	7	100	7	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	42.9	3	42.9	3	42.9
Somewhat important	6	42.9	3	42.9	3	42.9
Very important	2	14.3	1	14.3	1	14.3
Total	14	100	7	100	7	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	21.4	1	14.3	2	28.6
Somewhat important	8	57.1	4	57.1	4	57.1
Very important	3	21.4	2	28.6	1	14.3
Total	14	100	7	100	7	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	6	42.9	3	42.9	3	42.9
Somewhat important	6	42.9	3	42.9	3	42.9
Very important	2	14.3	1	14.3	1	14.3
Total	14	100	7	100	7	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	57.1	4	57.1	4	57.1
Somewhat important	4	28.6	2	28.6	2	28.6
Very important	2	14.3	1	14.3	1	14.3
Total	14	100	7	100	7	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
The number of inquiries has increased substantially	0	0.0	0	0.0	0	0.0
The number of inquiries has increased moderately	8	11.1	3	10.0	5	11.9
The number of inquiries has stayed about the same	55	76.4	23	76.7	32	76.2
The number of inquiries has decreased moderately	9	12.5	4	13.3	5	11.9
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	7	10.3	2	7.4	5	12.2
Remained basically unchanged	59	86.8	25	92.6	34	82.9
Eased somewhat	2	2.9	0	0.0	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	100

For this question, 4 respondents answered "My bank does not originate construction and land development loans or credit lines."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.1	0	0.0	3	7.0
Remained basically unchanged	68	93.2	30	100.0	38	88.4
Eased somewhat	2	2.7	0	0.0	2	4.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	30	100	43	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.6	1	3.3	3	7.3
Remained basically unchanged	63	88.7	28	93.3	35	85.4
Eased somewhat	4	5.6	1	3.3	3	7.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	30	100	41	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	6	8.7	2	7.4	4	9.5
About the same	53	76.8	19	70.4	34	81.0
Moderately weaker	10	14.5	6	22.2	4	9.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	69	100	27	100	42	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.4	1	3.3	0	0.0
Moderately stronger	7	9.6	4	13.3	3	7.0
About the same	59	80.8	20	66.7	39	90.7
Moderately weaker	6	8.2	5	16.7	1	2.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	73	100	30	100	43	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	9	12.5	3	10.0	6	14.3
About the same	53	73.6	22	73.3	31	73.8
Moderately weaker	10	13.9	5	16.7	5	11.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

Note: *Beginning with the January 2015 survey, the loan categories referred to in the questions regarding changes in credit standards and demand for residential mortgage loans have been revised to reflect the Consumer Financial Protection Bureau's qualified mortgage rules.*

Questions 13-14 *ask about seven categories of* ***residential mortgage loans*** *at your bank: Government-Sponsored Enterprise eligible (GSE-eligible) residential mortgages, government residential mortgages, Qualified Mortgage non-jumbo non-GSE-eligible (QM non-jumbo, non-GSE-eligible) residential mortgages, QM jumbo residential mortgages, non-QM jumbo residential mortgages, non-QM non-jumbo residential mortgages, and subprime residential mortgages. For the purposes of this survey, please use the following definitions of these loan categories and include first-lien closed-end loans to purchase homes only. The loan categories have been defined so that every first-lien closed-end residential mortgage loan used for home purchase fits into one of the following seven categories:*

- *The* ***GSE-eligible*** *category of residential mortgages includes loans that meet the underwriting guidelines, including loan limit amounts, of the GSEs - Fannie Mae and Freddie Mac.*

- *The* ***government*** *category of residential mortgages includes loans that are insured by the Federal Housing Administration, guaranteed by the Department of Veterans Affairs, or originated under government programs, including the U.S. Department of Agriculture home loan programs.*

- *The* ***QM non-jumbo, non-GSE-eligible*** *category of residential mortgages includes loans that satisfy the standards for a qualified mortgage and have loan balances that are below the loan limit amounts set by the GSEs but otherwise do not meet the GSE underwriting guidelines.*

- *The* ***QM jumbo*** *category of residential mortgages includes loans that satisfy the standards for a qualified mortgage but have loan balances that are above the loan limit amount set by the GSEs.*

- *The* ***non-QM jumbo*** *category of residential mortgages includes loans that do not satisfy the standards for a qualified mortgage and have loan balances that are above the loan limit amount set by the GSEs.*

- *The* ***non-QM non-jumbo*** *category of residential mortgages includes loans that do not satisfy the standards for a qualified mortgage and have loan balances that are below the loan limit amount set by the GSEs. (Please exclude loans classified by your bank as subprime in this category.)*

- *The* ***subprime*** *category of residential mortgages includes loans classified by your bank as subprime. This category typically includes loans made to borrowers with weakened credit histories that include payment delinquencies, charge-offs, judgements, and/or bankruptcies; reduced repayment capacity as measured by credit scores or debt-to-income ratios; or incomplete credit histories.*

Question 13 *deals with changes in your bank's credit standards for loans in each of the seven loan categories over the past three months. If your bank's credit standards have not changed over the relevant period, please report them as unchanged even if the standards are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.* ***Question 14*** *deals with changes in demand for loans in each of the seven loan categories over the past three months.*

13. Over the past three months, how have your bank's credit standards for approving applications from individuals for mortgage loans to purchase homes changed? (Please consider only new originations as opposed to the refinancing of existing mortgages.)

A. Credit standards on mortgage loans that your bank categorizes as ***GSE-eligible*** residential mortgages have:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	0	0.0	1	2.4
Remained basically unchanged	59	93.7	21	95.5	38	92.7
Eased somewhat	3	4.8	1	4.5	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	22	100	41	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	57	95.0	20	95.2	37	94.9
Eased somewhat	3	5.0	1	4.8	2	5.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	1	4.5	0	0.0
Remained basically unchanged	56	91.8	21	95.5	35	89.7
Eased somewhat	4	6.6	0	0.0	4	10.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	22	100	39	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.2	1	4.2	1	2.6
Remained basically unchanged	58	92.1	23	95.8	35	89.7
Eased somewhat	3	4.8	0	0.0	3	7.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	24	100	39	100

For this question, 7 respondents answered "My bank does not originate QM jumbo residential mortgages."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.4	1	4.2	1	2.9
Remained basically unchanged	54	93.1	23	95.8	31	91.2
Eased somewhat	2	3.4	0	0.0	2	5.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	24	100	34	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	4.3	0	0.0
Remained basically unchanged	52	94.5	22	95.7	30	93.8
Eased somewhat	2	3.6	0	0.0	2	6.2
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	23	100	32	100

For this question, 15 respondents answered "My bank does not originate non-QM non-jumbo residential mortgages."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	8	100.0	1	100.0	7	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	8	100	1	100	7	100

For this question, 61 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	1	1.6	0	0.0	1	2.4
Moderately stronger	17	27.0	7	31.8	10	24.4
About the same	40	63.5	11	50.0	29	70.7
Moderately weaker	4	6.3	3	13.6	1	2.4
Substantially weaker	1	1.6	1	4.5	0	0.0
Total	63	100	22	100	41	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	8	13.6	5	23.8	3	7.9
About the same	45	76.3	11	52.4	34	89.5
Moderately weaker	5	8.5	4	19.0	1	2.6
Substantially weaker	1	1.7	1	4.8	0	0.0
Total	59	100	21	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	10	16.7	5	22.7	5	13.2
About the same	46	76.7	14	63.6	32	84.2
Moderately weaker	4	6.7	3	13.6	1	2.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	60	100	22	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.6	0	0.0	1	2.6
Moderately stronger	11	17.7	7	29.2	4	10.5
About the same	45	72.6	13	54.2	32	84.2
Moderately weaker	4	6.5	3	12.5	1	2.6
Substantially weaker	1	1.6	1	4.2	0	0.0
Total	62	100	24	100	38	100

E. Demand for mortgages that your bank categorizes as ***non-QM jumbo*** residential mortgages was:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	12	20.3	7	29.2	5	14.3
About the same	41	69.5	13	54.2	28	80.0
Moderately weaker	5	8.5	3	12.5	2	5.7
Substantially weaker	1	1.7	1	4.2	0	0.0
Total	59	100	24	100	35	100

F. Demand for mortgages that your bank categorizes as ***non-QM non-jumbo*** residential mortgages was:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	10	18.2	6	26.1	4	12.5
About the same	40	72.7	14	60.9	26	81.2
Moderately weaker	5	9.1	3	13.0	2	6.2
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	55	100	23	100	32	100

G. Demand for mortgages that your bank categorizes as ***subprime*** residential mortgages was:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	NaN	0	0.0
Moderately stronger	0	0.0	0	NaN	0	0.0
About the same	8	100.0	0	NaN	8	100.0
Moderately weaker	0	0.0	0	NaN	0	0.0
Substantially weaker	0	0.0	0	NaN	0	0.0
Total	8	100	0	100	8	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.5	1	4.0	0	0.0
Remained basically unchanged	62	95.4	22	88.0	40	100.0
Eased somewhat	2	3.1	2	8.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	25	100	40	100

For this question, 4 respondents answered "My bank does not originate revolving home equity lines of credit."

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	1	1.6	0	0.0	1	2.5
About the same	51	79.7	17	70.8	34	85.0
Moderately weaker	12	18.8	7	29.2	5	12.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	64	100	24	100	40	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much more willing	1	1.7	0	0.0	1	2.6
Somewhat more willing	4	6.7	2	9.5	2	5.1
About unchanged	53	88.3	17	81.0	36	92.3
Somewhat less willing	2	3.3	2	9.5	0	0.0
Much less willing	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

For this question, 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	8	18.2	7	31.8	1	4.5
Remained basically unchanged	34	77.3	14	63.6	20	90.9
Eased somewhat	2	4.5	1	4.5	1	4.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	44	100	22	100	22	100

For this question, 24 respondents answered "My bank does not originate credit card loans to individuals or households."

19. Over the past three months, how have your bank's credit standards for approving applications for **auto loans** to individuals or households changed? (Please include loans arising from retail sales of passenger cars and other vehicles such as minivans, vans, sport-utility vehicles, pickup trucks, and similar light trucks for personal use, whether new or used. Please exclude loans to finance fleet sales, personal cash loans secured by automobiles already paid for, loans to finance the purchase of commercial vehicles and farm equipment, and lease financing.)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	8.9	3	15.8	2	5.4
Remained basically unchanged	51	91.1	16	84.2	35	94.6
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.2	2	9.1	0	0.0
Remained basically unchanged	60	95.2	19	86.4	41	100.0
Eased somewhat	1	1.6	1	4.5	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	22	100	41	100

For this question, 8 respondents answered "My bank does not originate consumer loans other than credit card or auto loans."

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

a. Credit limits

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	14.0	6	27.3	0	0.0
Remained basically unchanged	34	79.1	16	72.7	18	85.7
Eased somewhat	3	7.0	0	0.0	3	14.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	22	100	21	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	41	97.6	22	100.0	19	95.0
Eased somewhat	1	2.4	0	0.0	1	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	42	100	22	100	20	100

c. Minimum percent of outstanding balances required to be repaid each month

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	43	100.0	22	100.0	21	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	43	100	22	100	21	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	6	14.0	6	27.3	0	0.0
Remained basically unchanged	36	83.7	15	68.2	21	100.0
Eased somewhat	1	2.3	1	4.5	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	22	100	21	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	9.3	4	18.2	0	0.0
Remained basically unchanged	39	90.7	18	81.8	21	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	43	100	22	100	21	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	1	1.9	0	0.0	1	2.9
Remained basically unchanged	53	98.1	19	100.0	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	54	100	19	100	35	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	7.4	3	15.8	1	2.9
Remained basically unchanged	45	83.3	13	68.4	32	91.4
Eased somewhat	5	9.3	3	15.8	2	5.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	100	35	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.7	1	5.3	1	2.9
Remained basically unchanged	52	96.3	18	94.7	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	54	100	19	100	35	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	5.6	2	10.5	1	2.9
Remained basically unchanged	50	92.6	16	84.2	34	97.1
Eased somewhat	1	1.9	1	5.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	100	35	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.7	0	0.0	2	5.7
Remained basically unchanged	51	94.4	18	94.7	33	94.3
Eased somewhat	1	1.9	1	5.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	100	35	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	1	1.6	1	4.5	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	60	98.4	21	95.5	39	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	61	100	22	100	39	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	1	4.5	0	0.0
Remained basically unchanged	59	96.7	21	95.5	38	97.4
Eased somewhat	1	1.6	0	0.0	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	22	100	39	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	100.0	21	100.0	38	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	21	100	38	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	5.0	2	9.5	1	2.6
Remained basically unchanged	57	95.0	19	90.5	38	97.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.7	0	0.0	1	2.6
Tightened somewhat	3	5.0	2	9.5	1	2.6
Remained basically unchanged	56	93.3	19	90.5	37	94.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	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	3	7.0	1	4.5	2	9.5
About the same	38	88.4	20	90.9	18	85.7
Moderately weaker	2	4.7	1	4.5	1	4.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	43	100	22	100	21	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	4	7.1	4	21.1	0	0.0
About the same	45	80.4	13	68.4	32	86.5
Moderately weaker	7	12.5	2	10.5	5	13.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	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	1	1.6	1	4.5	0	0.0
About the same	60	95.2	20	90.9	40	97.6
Moderately weaker	2	3.2	1	4.5	1	2.4
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	63	100	22	100	41	100

Questions 27-30 *ask how your bank expects its* ***lending standards*** *for select categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *to change over 2020.* ***Question 31*** *asks about the reasons why your bank expects lending standards to change.*

27. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2020 compared to its current standards, apart from normal seasonal variation? (Please refer to the definitions of large and middle-market firms suggested in question 1. If your bank defines firm size differently from the categories suggested in question 1, please use your definitions.)

A. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	7	10.0	2	6.7	5	12.5
Remain basically unchanged	62	88.6	28	93.3	34	85.0
Ease somewhat	1	1.4	0	0.0	1	2.5
Ease considerably	0	0.0	0	0.0	0	0.0
Total	70	100	30	100	40	100

B. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	5	7.4	2	7.4	3	7.3
Remain basically unchanged	61	89.7	25	92.6	36	87.8
Ease somewhat	2	2.9	0	0.0	2	4.9
Ease considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	100

For this question, 3 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

28. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2020 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	13	19.1	4	14.8	9	22.0
Remain basically unchanged	53	77.9	21	77.8	32	78.0
Ease somewhat	2	2.9	2	7.4	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	100

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

B. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	7	10.0	2	6.9	5	12.2
Remain basically unchanged	62	88.6	26	89.7	36	87.8
Ease somewhat	1	1.4	1	3.4	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

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

C. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	10	13.7	3	10.0	7	16.3
Remain basically unchanged	63	86.3	27	90.0	36	83.7
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	73	100	30	100	43	100

29. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **residential real estate loan** categories to change over 2020 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **GSE-eligible residential mortgage loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	1	1.6	1	4.3	0	0.0
Remain basically unchanged	62	98.4	22	95.7	40	100.0
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	63	100	23	100	40	100

For this question, 6 respondents answered "My bank does not originate GSE-eligible residential mortgage loans."

B. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **nonconforming jumbo residential mortgage loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	2	3.2	1	4.2	1	2.6
Remain basically unchanged	61	96.8	23	95.8	38	97.4
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	63	100	24	100	39	100

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

30. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **consumer loan** categories to change over 2020 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **credit card loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	9	18.4	7	30.4	2	7.7
Remain basically unchanged	38	77.6	16	69.6	22	84.6
Ease somewhat	2	4.1	0	0.0	2	7.7
Ease considerably	0	0.0	0	0.0	0	0.0
Total	49	100	23	100	26	100

For this question, 19 respondents answered "My bank does not originate credit card loans."

B. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **auto loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	1	1.8	0	0.0	1	2.7
Tighten somewhat	5	8.9	3	15.8	2	5.4
Remain basically unchanged	49	87.5	16	84.2	33	89.2
Ease somewhat	1	1.8	0	0.0	1	2.7
Ease considerably	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	100

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

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

A. Possible reasons for expecting to tighten credit standards:

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	81.2	6	75.0	7	87.5
Somewhat important	2	12.5	2	25.0	0	0.0
Very important	1	6.2	0	0.0	1	12.5
Total	16	100	8	100	8	100

2. Expected deterioration in collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	22.2	2	25.0	2	20.0
Somewhat important	12	66.7	6	75.0	6	60.0
Very important	2	11.1	0	0.0	2	20.0
Total	18	100	8	100	10	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	87.5	8	100.0	6	75.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	2	12.5	0	0.0	2	25.0
Total	16	100	8	100	8	100

4. Expected reduction in risk tolerance

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	23.8	3	30.0	2	18.2
Somewhat important	13	61.9	6	60.0	7	63.6
Very important	3	14.3	1	10.0	2	18.2
Total	21	100	10	100	11	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	81.2	7	87.5	6	75.0
Somewhat important	2	12.5	1	12.5	1	12.5
Very important	1	6.2	0	0.0	1	12.5
Total	16	100	8	100	8	100

6. Expected deterioration in credit quality of loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	31.6	4	40.0	2	22.2
Somewhat important	10	52.6	5	50.0	5	55.6
Very important	3	15.8	1	10.0	2	22.2
Total	19	100	10	100	9	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	52.9	5	62.5	4	44.4
Somewhat important	5	29.4	3	37.5	2	22.2
Very important	3	17.6	0	0.0	3	33.3
Total	17	100	8	100	9	100

B. Possible reasons for expecting to ease credit standards:

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

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

2. Expected increase in collateral values

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

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

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

4. Expected increase in risk tolerance

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

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

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

6. Expected improvement in credit quality of loan portfolio

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

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

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

Questions 32-35 *ask how your bank expects* ***demand*** *for select categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *from your bank to change over 2020.*

32. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2020 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2020, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	6	8.6	3	10.0	3	7.5
Remain basically unchanged	55	78.6	24	80.0	31	77.5
Weaken somewhat	9	12.9	3	10.0	6	15.0
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	70	100	30	100	40	100

B. Compared to its current level, over 2020, my bank expects **demand** for **C&I loans or credit lines to small firms** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	8	11.9	3	11.1	5	12.5
Remain basically unchanged	52	77.6	22	81.5	30	75.0
Weaken somewhat	7	10.4	2	7.4	5	12.5
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	67	100	27	100	40	100

33. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2020 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2020, my bank expects **demand** for **construction and land development loans** or credit lines from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	3	4.5	2	7.4	1	2.6
Remain basically unchanged	57	86.4	24	88.9	33	84.6
Weaken somewhat	6	9.1	1	3.7	5	12.8
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	66	100	27	100	39	100

B. Compared to its current level, over 2020, my bank expects **demand** for **loans secured by nonfarm nonresidential properties** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	4	5.8	3	10.3	1	2.5
Remain basically unchanged	58	84.1	25	86.2	33	82.5
Weaken somewhat	7	10.1	1	3.4	6	15.0
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	69	100	29	100	40	100

C. Compared to its current level, over 2020, my bank expects **demand** for **loans secured by multifamily residential properties** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	6	8.3	3	10.0	3	7.1
Remain basically unchanged	55	76.4	24	80.0	31	73.8
Weaken somewhat	11	15.3	3	10.0	8	19.0
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	72	100	30	100	42	100

34. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **residential real estate loans** from your bank to change over 2020 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2020, my bank expects **demand** for **GSE-eligible residential mortgage loans** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	1	1.6	1	4.3	0	0.0
Strengthen somewhat	7	11.3	2	8.7	5	12.8
Remain basically unchanged	49	79.0	18	78.3	31	79.5
Weaken somewhat	5	8.1	2	8.7	3	7.7
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	62	100	23	100	39	100

B. Compared to its current level, over 2020, my bank expects **demand** for **nonconforming jumbo residential mortgage loans** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	4	6.6	1	4.2	3	8.1
Remain basically unchanged	52	85.2	20	83.3	32	86.5
Weaken somewhat	5	8.2	3	12.5	2	5.4
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	61	100	24	100	37	100

35. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **consumer loans** from your bank to change over 2020 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2020, my bank expects **demand** for **credit card** loans from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	4	8.5	1	4.3	3	12.5
Remain basically unchanged	42	89.4	22	95.7	20	83.3
Weaken somewhat	1	2.1	0	0.0	1	4.2
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	47	100	23	100	24	100

B. Compared to its current level, over 2020, my bank expects **demand** for **auto loans** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	3	5.4	0	0.0	3	8.1
Remain basically unchanged	47	83.9	17	89.5	30	81.1
Weaken somewhat	6	10.7	2	10.5	4	10.8
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	100

Questions 36-39 *ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *in 2020.*

36. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2020?

A. The quality of my bank's ***syndicated nonleveraged*** **C&I loans to large and middle-market firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.4	0	0.0	1	2.6
Remain around current levels	62	89.9	27	90.0	35	89.7
Deteriorate somewhat	6	8.7	3	10.0	3	7.7
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	69	100	30	100	39	100

B. The quality of my bank's ***syndicated leveraged*** **C&I loans to large and middle-market firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.5	0	0.0	1	2.6
Remain around current levels	52	76.5	18	60.0	34	89.5
Deteriorate somewhat	15	22.1	12	40.0	3	7.9
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	68	100	30	100	38	100

C. The quality of my bank's ***nonsyndicated*** **C&I loans to large and middle-market firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	2	2.8	0	0.0	2	4.9
Remain around current levels	61	85.9	26	86.7	35	85.4
Deteriorate somewhat	8	11.3	4	13.3	4	9.8
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	71	100	30	100	41	100

D. The quality of my bank's **C&I loans to small firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.4	0	0.0	1	2.4
Remain around current levels	55	79.7	22	78.6	33	80.5
Deteriorate somewhat	13	18.8	6	21.4	7	17.1
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	69	100	28	100	41	100

37. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2020?

A. The quality of my bank's **construction and land development loans** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.4	0	0.0	1	2.5
Remain around current levels	62	89.9	27	93.1	35	87.5
Deteriorate somewhat	6	8.7	2	6.9	4	10.0
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	69	100	29	100	40	100

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.4	0	0.0	1	2.5
Remain around current levels	59	84.3	26	86.7	33	82.5
Deteriorate somewhat	10	14.3	4	13.3	6	15.0
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	70	100	30	100	40	100

C. The quality of my bank's **loans secured by multifamily residential properties** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	1	1.4	0	0.0	1	2.3
Improve somewhat	1	1.4	0	0.0	1	2.3
Remain around current levels	67	91.8	28	93.3	39	90.7
Deteriorate somewhat	4	5.5	2	6.7	2	4.7
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	73	100	30	100	43	100

38. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **residential real estate loans** in the following categories in 2020?

A. The quality of my bank's **GSE-eligible residential mortgage loans** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	3	4.5	1	4.0	2	4.9
Remain around current levels	60	90.9	23	92.0	37	90.2
Deteriorate somewhat	3	4.5	1	4.0	2	4.9
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	66	100	25	100	41	100

B. The quality of my bank's **nonconforming jumbo residential mortgage loans** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	5	7.5	3	11.5	2	4.9
Remain around current levels	59	88.1	22	84.6	37	90.2
Deteriorate somewhat	3	4.5	1	3.8	2	4.9
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	67	100	26	100	41	100

C. The quality of my bank's **revolving home equity lines of credit** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.5	1	4.0	0	0.0
Remain around current levels	59	90.8	23	92.0	36	90.0
Deteriorate somewhat	5	7.7	1	4.0	4	10.0
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	65	100	25	100	40	100

39. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **consumer loans** in the following categories in 2020?

A. The quality of my bank's **credit card loans to prime borrowers** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	3	5.7	2	8.3	1	3.4
Remain around current levels	45	84.9	18	75.0	27	93.1
Deteriorate somewhat	5	9.4	4	16.7	1	3.4
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	53	100	24	100	29	100

B. The quality of my bank's **credit card loans to nonprime borrowers** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	33	70.2	12	54.5	21	84.0
Deteriorate somewhat	14	29.8	10	45.5	4	16.0
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	47	100	22	100	25	100

C. The quality of my bank's **auto loans to prime borrowers** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	51	83.6	18	81.8	33	84.6
Deteriorate somewhat	10	16.4	4	18.2	6	15.4
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	61	100	22	100	39	100

D. The quality of my bank's **auto loans to nonprime borrowers** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	38	73.1	13	68.4	25	75.8
Deteriorate somewhat	14	26.9	6	31.6	8	24.2
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	52	100	19	100	33	100

1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of $50 billion or more as of September 30, 2019. The combined assets of the 30 large banks totaled $10.3 trillion, compared to $11.1 trillion for the entire panel of 74 banks, and $15.6 trillion for all domestically chartered, federally insured commercial banks.

Last Update: February 3, 2020

Table 2

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

(Status of Policy as of January 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	0	0.0
Tightened somewhat	2	9.1
Remained basically unchanged	20	90.9
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

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

a. Maximum size of credit lines

	All Respondents	
	Banks	**Percent**
Tightened considerably	0	0.0
Tightened somewhat	0	0.0
Remained basically unchanged	19	95.0
Eased somewhat	1	5.0
Eased considerably	0	0.0
Total	20	100

b. Maximum maturity of loans or credit lines

	All Respondents	
	Banks	**Percent**
Tightened considerably	0	0.0
Tightened somewhat	0	0.0
Remained basically unchanged	20	100.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	20	100

c. Costs of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	1	5.0
Remained basically unchanged	17	85.0
Eased somewhat	2	10.0
Eased considerably	0	0.0
Total	20	100

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

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	1	5.0
Remained basically unchanged	14	70.0
Eased somewhat	5	25.0
Eased considerably	0	0.0
Total	20	100

e. Premiums charged on riskier loans

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	3	15.0
Remained basically unchanged	15	75.0
Eased somewhat	2	10.0
Eased considerably	0	0.0
Total	20	100

f. Loan covenants

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	2	10.0
Remained basically unchanged	17	85.0
Eased somewhat	1	5.0
Eased considerably	0	0.0
Total	20	100

g. Collateralization requirements

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	1	5.0
Remained basically unchanged	19	95.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	20	100

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

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	1	5.0
Remained basically unchanged	19	95.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	20	100

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

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

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

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

b. Less favorable or more uncertain economic outlook

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

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

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

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

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

e. Reduced tolerance for risk

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

f. Decreased liquidity in the secondary market for these loans

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

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

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

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

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

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

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

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

b. More favorable or less uncertain economic outlook

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

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

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

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

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

e. Increased tolerance for risk

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

f. Increased liquidity in the secondary market for these loans

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

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

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

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

	All Respondents	
	Banks	Percent
Not important	1	25.0
Somewhat important	3	75.0
Very important	0	0.0
Total	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.)

	All Respondents	
	Banks	Percent
Substantially stronger	0	0.0
Moderately stronger	0	0.0
About the same	20	90.9
Moderately weaker	2	9.1
Substantially weaker	0	0.0
Total	22	100

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

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

a. Customer inventory financing needs increased

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

b. Customer accounts receivable financing needs increased

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

c. Customer investment in plant or equipment increased

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

d. Customer internally generated funds decreased

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

e. Customer merger or acquisition financing needs increased

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

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

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

g. Customer precautionary demand for cash and liquidity increased

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

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

a. Customer inventory financing needs decreased

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

b. Customer accounts receivable financing needs decreased

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

c. Customer investment in plant or equipment decreased

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

d. Customer internally generated funds increased

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

e. Customer merger or acquisition financing needs decreased

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

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

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

g. Customer precautionary demand for cash and liquidity decreased

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

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

	All Respondents	
	Banks	**Percent**
The number of inquiries has increased substantially	0	0.0
The number of inquiries has increased moderately	1	4.5
The number of inquiries has stayed about the same	20	90.9
The number of inquiries has decreased moderately	1	4.5
The number of inquiries has decreased substantially	0	0.0
Total	22	100

Questions 7-8 *ask about commercial real estate (CRE) loans at your bank, including construction and land development loans and loans secured by nonfarm nonresidential properties. Question 7 deals with changes in your bank's standards over the past three months. Question 8 deals with changes in demand. If your bank's lending standards or terms have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's standards or terms have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.*

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

	All Respondents	
	Banks	**Percent**
Tightened considerably	1	6.2
Tightened somewhat	0	0.0
Remained basically unchanged	15	93.8
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	16	100

For this question, 3 respondents answered "My bank does not originate CRE loans."

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

	All Respondents	
	Banks	**Percent**
Substantially stronger	0	0.0
Moderately stronger	5	31.2
About the same	11	68.8
Moderately weaker	0	0.0
Substantially weaker	0	0.0
Total	16	100

Questions 9-10 *ask how your bank expects its* ***lending standards*** *for select categories of* ***C&I and commercial real loans*** *to change over 2020.* ***Question 11*** *asks about the reasons why your bank expects lending standards to change.*

9. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2020 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	0	0.0
Remain basically unchanged	22	100.0
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	22	100

B. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	3	18.8
Remain basically unchanged	13	81.2
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	16	100

For this question, 6 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

10. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2020 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	4	36.4
Remain basically unchanged	7	63.6
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	11	100

For this question, 8 respondents answered "6. My bank does not originate construction and land development loans or credit lines."

B. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	1	7.1
Remain basically unchanged	13	92.9
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	14	100

For this question, 5 respondents answered "My bank does not originate loans secured by nonfarm nonresidential properties."

C. Compared to my bank's current lending standards, over 2020, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	1	9.1
Remain basically unchanged	10	90.9
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	11	100

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

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

A. Possible reasons for expecting to tighten credit standards:

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

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

2. Expected deterioration in collateral values

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

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

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

4. Expected reduction in risk tolerance

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

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

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

6. Expected deterioration in credit quality of loan portfolio

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

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

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

B. Possible reasons for expecting to ease credit standards:

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

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

2. Expected increase in collateral values

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

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

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

4. Expected increase in risk tolerance

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

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

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

6. Expected improvement in credit quality of loan portfolio

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

7. 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.

Questions 12-13 *ask how your bank expects* ***demand*** *for select categories of* ***C&I and commercial real estate loans*** *from your bank to change over 2020.*

12. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2020 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2020, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

	All Respondents	
	Banks	**Percent**
Strengthen substantially	0	0.0
Strengthen somewhat	1	4.5
Remain basically unchanged	21	95.5
Weaken somewhat	0	0.0
Weaken substantially	0	0.0
Total	22	100

B. Compared to its current level, over 2020, my bank expects **demand** for **C&I loans or credit lines to small firms** from my bank to:

	All Respondents	
	Banks	Percent
Strengthen substantially	0	0.0
Strengthen somewhat	1	6.2
Remain basically unchanged	15	93.8
Weaken somewhat	0	0.0
Weaken substantially	0	0.0
Total	16	100

13. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2020 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2020, my bank expects **demand** for **construction and land development loans** or credit lines from my bank to:

	All Respondents	
	Banks	Percent
Strengthen substantially	0	0.0
Strengthen somewhat	1	9.1
Remain basically unchanged	8	72.7
Weaken somewhat	1	9.1
Weaken substantially	1	9.1
Total	11	100

B. Compared to its current level, over 2020, my bank expects **demand** for **loans secured by nonfarm nonresidential properties** from my bank to:

	All Respondents	
	Banks	Percent
Strengthen substantially	0	0.0
Strengthen somewhat	1	7.7
Remain basically unchanged	11	84.6
Weaken somewhat	1	7.7
Weaken substantially	0	0.0
Total	13	100

C. Compared to its current level, over 2020, my bank expects **demand** for **loans secured by multifamily residential properties** from my bank to:

	All Respondents	
	Banks	Percent
Strengthen substantially	0	0.0
Strengthen somewhat	0	0.0
Remain basically unchanged	9	90.0
Weaken somewhat	1	10.0
Weaken substantially	0	0.0
Total	10	100

Questions 14-15 ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of C&I and commercial real estate loans in 2020.

14. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2020?

A. The quality of my bank's **syndicated *nonleveraged* C&I loans to large and middle-market firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	22	100.0
Deteriorate somewhat	0	0.0
Deteriorate substantially	0	0.0
Total	22	100

B. The quality of my bank's ***syndicated leveraged* C&I loans to large and middle-market firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	16	76.2
Deteriorate somewhat	5	23.8
Deteriorate substantially	0	0.0
Total	21	100

C. The quality of my bank's ***nonsyndicated* C&I loans to large and middle-market firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	19	90.5
Deteriorate somewhat	2	9.5
Deteriorate substantially	0	0.0
Total	21	100

D. The quality of my bank's **C&I loans to small firms** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	11	73.3
Deteriorate somewhat	4	26.7
Deteriorate substantially	0	0.0
Total	15	100

15. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2020?

A. The quality of my bank's **construction and land development loans** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	13	100.0
Deteriorate somewhat	0	0.0
Deteriorate substantially	0	0.0
Total	13	100

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	15	100.0
Deteriorate somewhat	0	0.0
Deteriorate substantially	0	0.0
Total	15	100

C. The quality of my bank's **loans secured by multifamily residential properties** over 2020, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	15	100.0
Deteriorate somewhat	0	0.0
Deteriorate substantially	0	0.0
Total	15	100

1. As of September 30, 2019, the 22 respondents had combined assets of $1.4 trillion, compared to $2.4 trillion for all foreign-related banking institutions in the United States. The sample is selected from among the largest foreign-related banking institutions in those Federal Reserve Districts where such institutions are common.

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