

Table 1

SENIOR LOAN OFFICER OPINION SURVEY ON BANK LENDING PRACTICES
AT SELECTED LARGE BANKS IN THE UNITED STATES¹
(Status of policy as of April 2002)

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	14	25.0	7	22.6	7	28.0
Remained basically unchanged	42	75.0	24	77.4	18	72.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100.0	31	100.0	25	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	8	14.5	3	10.0	5	20.0
Remained basically unchanged	47	85.5	27	90.0	20	80.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100.0	30	100.0	25	100.0

1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of \$20 billion or more as of December 31, 2001. The combined assets of the 31 large banks totaled \$2.68 trillion, compared to \$2.95 trillion for the entire panel of 56 banks, and \$5.75 trillion for all domestically chartered, federally insured commercial banks.

2. For applications for C&I loans or credit lines--other than those to be used to finance mergers and acquisitions--from large and middle-market firms and from small firms that your bank currently is willing to approve, how have the terms of those loans changed over the past three months? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum size of credit lines	2.80	2.81	2.79
Costs of credit lines	2.80	2.71	2.92
Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	2.76	2.71	2.83
Premiums charged on riskier loans	2.49	2.45	2.54
Loan covenants	2.76	2.71	2.83
Collateralization requirements	2.73	2.71	2.75
Other	3.00	3.00	3.00
Number of banks responding	55	31	24

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum size of credit lines	2.92	2.90	2.96
Costs of credit lines	2.92	2.90	2.96
Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	2.87	2.86	2.88
Premiums charged on riskier loans	2.64	2.69	2.58
Loan covenants	2.89	2.93	2.83
Collateralization requirements	2.87	2.90	2.83
Other	3.00	3.00	3.00
Number of banks responding	53	29	24

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate and rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Deterioration in your bank's current or expected capital position	1.00	1.00	1.00
Less favorable or more uncertain economic outlook	1.83	1.94	1.67
Worsening of industry-specific problems	1.76	1.94	1.50
Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)	1.24	1.12	1.42
Reduced tolerance for risk	1.83	1.76	1.92
Decreased liquidity in the secondary market for these loans	1.34	1.35	1.33
Increase in defaults by borrowers in public debt markets	1.48	1.59	1.33
Other	1.28	1.31	1.22
Number of banks responding	29	17	12

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Improvement in your bank's current or expected capital position	1.00	1.00	0.00
More favorable or less uncertain economic outlook	1.00	1.00	0.00
Improvement in industry-specific problems	1.00	1.00	0.00
More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)	1.50	1.50	0.00
Increased tolerance for risk	1.00	1.00	0.00
Increased liquidity in the secondary market for these loans	1.00	1.00	0.00
Reduction in defaults by borrowers in public debt markets	1.00	1.00	0.00
Other	1.50	1.50	0.00
Number of banks responding	2	2	0

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	6	10.7	3	9.7	3	12.0
About the same	24	42.9	13	41.9	11	44.0
Moderately weaker	26	46.4	15	48.4	11	44.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100.0	31	100.0	25	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	3	5.5	1	3.3	2	8.0
About the same	33	60.0	20	66.7	13	52.0
Moderately weaker	19	34.5	9	30.0	10	40.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	55	100.0	30	100.0	25	100.0

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate and rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Customer inventory financing needs increased	1.63	1.50	1.75
Customer accounts receivable financing needs increased	1.75	1.75	1.75
Customer investment in plant or equipment increased	1.38	1.00	1.75
Customer internally generated funds decreased	1.75	2.00	1.50
Customer merger or acquisition financing needs increased	1.00	1.00	1.00
Customer borrowing shifted to your bank from other bank or nonbank credit sources because these other sources became less attractive	2.00	2.00	2.00
Other	1.25	1.50	1.00
Number of banks responding	8	4	4

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Customer inventory financing needs decreased	1.79	1.81	1.75
Customer accounts receivable financing needs decreased	1.75	1.81	1.67
Customer investment in plant or equipment decreased	2.36	2.31	2.42
Customer internally generated funds increased	1.46	1.56	1.33
Customer merger or acquisition financing needs decreased	2.04	2.19	1.83
Customer borrowing shifted from your bank to other bank or nonbank credit sources because these other sources became more attractive	1.43	1.50	1.33
Other	1.04	1.06	1.00
Number of banks responding	28	16	12

The past twelve months have been difficult ones for the commercial paper market. A number of prominent issuers have been downgraded, several have exited the market, and quality spreads have been running at elevated levels for much of the period. As a result, a number of firms that had difficulties rolling over commercial paper tapped their back-up lines of credit with banks. **Questions 6-9** ask about **commercial paper back-up lines of credit** at your bank.² Questions 6-8 ask about changes over the past twelve months in your bank's lending policies for these credit lines. Question 9 asks about the demand for commercial paper back-up lines of credit at your bank over the same period.

6. Over the past *twelve months*, how has your bank changed its standards for approving applications for commercial paper back-up lines of credit from nonfinancial firms?

A. For nonfinancial firms with an A1/P1 commercial paper rating such standards have:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	3	0.6	0	0.0	3	17.0
Tightened somewhat	14	36.8	10	36.9	4	34.2
Remained basically unchanged	29	62.7	20	63.1	9	48.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100.0	30	100.0	16	100.0

B. For nonfinancial firms with an A2/P2 commercial paper rating such standards have:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	5	3.0	1	2.3	4	27.2
Tightened somewhat	18	57.9	14	58.4	4	39.6
Remained basically unchanged	22	39.2	15	39.3	7	33.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100.0	30	100.0	15	34.2

2. Responses to these questions are weighted by the sum of C&I loans and unused commitments obtained from the 2001:Q4 Call Report.

7. For applications for commercial paper back-up lines of credit from nonfinancial firms that your bank currently is willing to approve, how have each of the following terms changed over the past *twelve months*? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

A. For nonfinancial firms with an A1/P1 commercial paper rating:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum size of credit lines	2.34	2.34	2.19
Length of commitment	2.69	2.69	2.48
Fees associated with credit lines (tightened=higher fees, eased=lower fees)	2.08	2.07	2.41
Spread of loan rates over your cost of funds (tightened=higher spread, eased=lower spread)	2.08	2.07	2.30
Material adverse change clauses	2.72	2.73	2.53
Other	3.00	3.00	3.00
Number of banks responding	42	28	14

B. For nonfinancial firms with an A2/P2 commercial paper rating:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum size of credit lines	2.34	2.34	2.19
Length of commitment	2.69	2.69	2.48
Fees associated with credit lines (tightened=higher fees, eased=lower fees)	2.08	2.07	2.41
Spread of loan rates over your cost of funds (tightened=higher spread, eased=lower spread)	2.08	2.07	2.30
Material adverse change clauses	2.72	2.73	2.53
Other	3.00	3.00	3.00
Number of banks responding	42	28	14

8. If your bank has changed standards or terms on commercial paper back-up lines of credit over the past *twelve months* (as described in questions 6 and 7), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate and rate each possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

A. Possible reasons for tightening standards or terms on back-up facilities:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Heightened concern about possible deterioration in the credit quality of issuers	2.51	2.52	2.14
Less aggressive competition from other banks	1.22	1.21	1.34
Opportunities for additional business associated with back-up lines have diminished	1.29	1.28	1.71
Higher probability of lines being drawn due to less certain conditions in commercial paper markets	2.14	2.13	2.55
Efforts to increase profitability of back-up lines on a stand-alone basis	1.73	1.72	1.76
Other	1.09	1.10	1.00
Number of banks responding	34	25	9

B. Possible reasons for easing standards or terms on back-up facilities:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Reduced concern about possible deterioration in the credit quality of issuers	1.00	1.00	1.00
More aggressive competition from other banks	1.00	1.00	1.00
Opportunities for additional business associated with back-up lines have increased	1.00	1.00	1.00
Lower probability of lines being drawn due to more certain conditions in commercial paper markets	1.00	1.00	1.00
Other	1.00	1.00	1.00
Number of banks responding	3	2	1

9. At your bank, how has demand for commercial paper back-up lines of credit changed over the past *twelve months*? (Please consider only requests for new facilities and renewal of existing facilities as opposed to draw downs on existing lines of credit.)

A. Demand from nonfinancial firms with an A1/P1 commercial paper rating:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	0.6	1	0.6	0	0.0
Moderately stronger	6	23.7	6	24.4	0	0.0
About the same	33	60.4	20	59.5	13	88.0
Moderately weaker	5	15.4	3	15.5	2	12.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	45	100.0	30	100.0	15	100.0

B. Demand from nonfinancial firms with an A2/P2 commercial paper rating:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	0.6	1	0.6	0	0.0
Moderately stronger	8	27.1	7	27.2	1	25.1
About the same	27	52.1	16	51.8	11	60.6
Moderately weaker	8	20.2	6	20.4	2	14.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	44	100.0	30	100.0	14	100.0

Questions 10-11 ask about **commercial real estate loans** at your bank, including construction and land development loans and loans secured by nonfarm nonresidential real estate. Question 10 deals with changes in your bank's standards over the last three months. Question 11 deals with changes in demand. If your bank's lending standards or terms have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's 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.

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	18	32.7	9	30.0	9	36.0
Remained basically unchanged	36	65.5	20	66.7	16	64.0
Eased somewhat	1	1.8	1	3.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100.0	30	100.0	25	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	1.8	0	0.0	1	4.0
Moderately stronger	5	9.1	2	6.7	3	12.0
About the same	27	49.1	13	43.3	14	56.0
Moderately weaker	20	36.4	13	43.3	7	28.0
Substantially weaker	2	3.6	2	6.7	0	0.0
Total	55	100.0	30	100.0	25	100.0

Since the terrorist attacks on September 11, it has become more difficult for commercial property owners to obtain insurance against terrorist acts. **Questions 12-17** ask about how the lack of **insurance against terrorism** has affected commercial real estate lending at your bank. **Questions 12-13** ask about your bank's exposure to "high profile" and other commercial real estate properties. **Questions 14-15** ask about your bank's possible courses of action if an existing or a new commercial real estate borrower is unable to obtain adequate terrorism insurance coverage. **Questions 16-17** ask whether the volume of commercial real estate lending at your bank has been affected by the lack of adequate terrorism insurance coverage.

12. Approximately what percentage of the dollar volume of your bank's commercial real estate loans outstanding, either held or securitized, is financing high profile or heavy traffic commercial real estate properties (e.g., landmark buildings and commercial properties in their vicinity, stadiums and other sports/entertainment venues, large shopping malls, etc.)?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Less than 5 percent	38	70.4	17	56.7	21	87.5
Between 5 and 10 percent	12	22.2	11	36.7	1	4.2
Between 10 and 20 percent	4	7.4	2	6.7	2	8.3
Between 20 and 30 percent	0	0.0	0	0.0	0	0.0
More than 30 percent	0	0.0	0	0.0	0	0.0
Total	54	100.0	30	100.0	24	100.0

13. Approximately what percentage of the dollar volume of your bank's commercial real estate loans outstanding, either held or securitized, that finances the following two types of properties requires that borrowers carry insurance coverage for terrorist acts?

A. High profile or heavy traffic commercial real estate properties (as defined in question 12):

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Less than 10 percent	38	74.5	19	65.5	19	86.4
Between 10 and 25 percent	5	9.8	3	10.3	2	9.1
Between 25 and 50 percent	0	0.0	0	0.0	0	0.0
Between 50 and 75 percent	1	2.0	1	3.4	0	0.0
Between 75 and 90 percent	1	2.0	1	3.4	0	0.0
More than 90 percent	6	11.8	5	17.2	1	4.5
Total	51	100.0	29	100.0	22	100.0

B. Other commercial real estate properties:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Less than 10 percent	41	82.0	21	75.0	20	90.9
Between 10 and 25 percent	4	8.0	3	10.7	1	4.5
Between 25 and 50 percent	0	0.0	0	0.0	0	0.0
Between 50 and 75 percent	1	2.0	1	3.6	0	0.0
Between 75 and 90 percent	2	4.0	2	7.1	0	0.0
More than 90 percent	2	4.0	1	3.6	1	4.5
Total	50	100.0	28	100.0	22	100.0

14. For existing commercial real estate borrowers that are unable to secure adequate terrorist insurance coverage, how likely is your bank to pursue the following courses of action? (Please assign each course of action a number between 1 and 3 using the following scale: 1=not likely, 2=somewhat likely, 3=very likely.)

A. Possible courses of actions for high profile or heavy traffic commercial real estate properties (as defined in question 12):

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Modify the existing loan covenants to allow for partial or limited terrorism insurance coverage	1.87	1.81	1.95
Ask for additional collateral	1.91	1.81	2.05
Increase fees or interest rates associated with the loan	1.72	1.67	1.79
Call the loan or refuse to roll over the loan when it comes due	1.35	1.41	1.26
Other	1.04	1.07	1.00
Number of banks responding	46	27	19

B. Possible courses of actions for other commercial real estate properties:

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Modify the existing loan covenants to allow for partial or limited terrorism insurance coverage	1.85	1.78	1.95
Ask for additional collateral	1.70	1.63	1.80
Increase fees or interest rates associated with the loan	1.60	1.56	1.65
Call the loan or refuse to roll over the loan when it comes due	1.15	1.15	1.15
Other	1.04	1.07	1.00
Number of banks responding	47	27	20

15. Since September 11, how has your bank's rejection rate on loan applications to finance new commercial real estate projects changed as a result of the lack of adequate terrorism insurance coverage?

A. Rejection rate for high profile or heavy traffic commercial real estate properties (as defined in question 12) has:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Increased substantially	1	1.9	1	3.4	0	0.0
Increased moderately	1	1.9	1	3.4	0	0.0
Stayed about the same	21	40.4	12	41.4	9	39.1
Our bank has not received any applications to finance these types of projects	29	55.8	15	51.7	14	60.9
Total	52	100.0	29	100.0	23	100.0

B. Rejection rate for other commercial real estate properties has:

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Increased substantially	0	0.0	0	0.0	0	0.0
Increased moderately	3	5.9	3	10.7	0	0.0
Stayed about the same	41	80.4	23	82.1	18	78.3
Our bank has not received any applications to finance these types of projects	7	13.7	2	7.1	5	21.7
Total	52	100.0	28	100.0	23	100.0

16. Since the events of September 11, has your bank experienced any cancellations or noted other signs of a drop-off in demand for financing new high profile or heavy traffic commercial real estate projects because potential borrowers were unable to secure affordable insurance against terrorism?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially weaker demand	4	7.5	3	10.0	1	4.3
Moderately weaker demand	7	13.2	6	20.0	1	4.3
Little or no change in demand	42	79.2	21	70.0	21	91.3
Total	53	100.0	30	100.0	23	100.0

17. Since the events of September 11, has your bank experienced any change in demand for financing new commercial real estate projects - other than those covered in question 16 - owing to terrorism insurance issues?

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	1	1.9	0	0.0	1	4.5
About the same	43	82.7	25	83.3	18	81.8
Moderately weaker	8	15.4	5	16.7	3	13.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	52	100.0	30	100.0	22	100.0

Questions 18-19 ask about **residential mortgage loans** at your bank. Question 18 deals with changes in your bank's credit standards over the past three months, and question 19 deals with changes in demand over the same period. 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.

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.9	0	0.0	1	4.3
Remained basically unchanged	52	98.1	30	100.0	22	95.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	53	100.0	30	100.0	23	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	1.9	1	3.3	0	0.0
Moderately stronger	12	22.6	7	23.3	5	21.7
About the same	30	56.6	17	56.7	13	56.5
Moderately weaker	10	18.9	5	16.7	5	21.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	53	100.0	30	100.0	23	100.0

Questions 20-25 ask about **consumer lending** at your bank. Question 20 deals with changes in your bank's willingness to make consumer loans over the past three months. Questions 21-24 deal with changes in credit standards and loan terms over the same period. Question 25 deals with changes in demand for consumer loans over the past three months. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Much more willing	1	1.8	1	3.3	0	0.0
Somewhat more willing	1	1.8	0	0.0	1	4.0
About unchanged	51	92.7	28	93.3	23	92.0
Somewhat less willing	2	3.6	1	3.3	1	4.0
Much less willing	0	0.0	0	0.0	0	0.0
Total	55	100.0	30	100.0	25	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	8.6	2	10.0	1	6.7
Remained basically unchanged	32	91.4	18	90.0	14	93.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	35	100.0	20	100.0	15	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	11	20.0	10	33.3	1	4.0
Remained basically unchanged	44	80.0	20	66.7	24	96.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100.0	30	100.0	25	100.0

23. Over the past three months, how has your bank changed the following terms and conditions on new or existing credit card accounts for individuals or households? (Please assign each term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Credit limits	2.94	2.95	2.92
Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	3.03	3.10	2.92
Minimum percent of outstanding balances required to be repaid each month	3.00	3.00	3.00
Minimum required credit score (increased score=tightened, reduced score=eased)	2.94	3.00	2.85
The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)	2.97	3.05	2.85
Other	3.00	3.00	3.00
Number of banks responding	33	20	13

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

	All Respondents	Large Banks	Other Banks
	Mean	Mean	Mean
Maximum maturity	3.00	2.97	3.04
Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	2.94	3.00	2.88
Minimum required down payment	2.92	2.90	2.96
Minimum required credit score (increased score=tightened, reduced score=eased)	2.72	2.69	2.75
The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)	2.81	2.72	2.92
Other	2.98	2.97	3.00
Number of banks responding	53	29	24

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

	All Respondents		Large Banks		Other Banks	
	Banks	Pct	Banks	Pct	Banks	Pct
Substantially stronger	1	1.9	0	0.0	1	4.2
Moderately stronger	11	20.4	7	23.3	4	16.7
About the same	32	59.3	17	56.7	15	62.5
Moderately weaker	10	18.5	6	20.0	4	16.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	54	100.0	30	100.0	24	100.0