

Table 1

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

(Status of policy as of October 2016)

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	3	4.4	2	5.1	1	3.4
Remained basically unchanged	63	92.6	36	92.3	27	93.1
Eased somewhat	2	2.9	1	2.6	1	3.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

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	2	3.0	1	2.7	1	3.3
Remained basically unchanged	62	92.5	34	91.9	28	93.3
Eased somewhat	3	4.5	2	5.4	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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

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

a. Maximum size of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	82.4	31	79.5	25	86.2
Eased somewhat	12	17.6	8	20.5	4	13.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

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	3	4.4	3	7.7	0	0.0
Remained basically unchanged	61	89.7	36	92.3	25	86.2
Eased somewhat	4	5.9	0	0.0	4	13.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

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	8	11.8	8	20.5	0	0.0
Remained basically unchanged	54	79.4	26	66.7	28	96.6
Eased somewhat	6	8.8	5	12.8	1	3.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

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	9	13.2	7	17.9	2	6.9
Remained basically unchanged	44	64.7	23	59.0	21	72.4
Eased somewhat	14	20.6	9	23.1	5	17.2
Eased considerably	1	1.5	0	0.0	1	3.4
Total	68	100.0	39	100.0	29	100.0

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	8	11.8	7	17.9	1	3.4
Remained basically unchanged	52	76.5	26	66.7	26	89.7
Eased somewhat	8	11.8	6	15.4	2	6.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.9	3	7.7	1	3.4
Remained basically unchanged	59	86.8	32	82.1	27	93.1
Eased somewhat	5	7.4	4	10.3	1	3.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

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	2.9	2	5.1	0	0.0
Remained basically unchanged	66	97.1	37	94.9	29	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	100.0	39	100.0	29	100.0

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	3.4
Tightened somewhat	3	4.4	3	7.7	0	0.0
Remained basically unchanged	56	82.4	31	79.5	25	86.2
Eased somewhat	4	5.9	4	10.3	0	0.0
Eased considerably	4	5.9	1	2.6	3	10.3
Total	68	100.0	39	100.0	29	100.0

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

a. Maximum size of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	63	94.0	35	94.6	28	93.3
Eased somewhat	4	6.0	2	5.4	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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	1	1.5	1	2.7	0	0.0
Remained basically unchanged	63	94.0	35	94.6	28	93.3
Eased somewhat	3	4.5	1	2.7	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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	7	10.4	5	13.5	2	6.7
Remained basically unchanged	57	85.1	30	81.1	27	90.0
Eased somewhat	3	4.5	2	5.4	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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	7	10.4	4	10.8	3	10.0
Remained basically unchanged	49	73.1	27	73.0	22	73.3
Eased somewhat	10	14.9	6	16.2	4	13.3
Eased considerably	1	1.5	0	0.0	1	3.3
Total	67	100.0	37	100.0	30	100.0

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	5	7.5	4	10.8	1	3.3
Remained basically unchanged	56	83.6	29	78.4	27	90.0
Eased somewhat	6	9.0	4	10.8	2	6.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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	3	4.5	3	8.1	0	0.0
Remained basically unchanged	60	89.6	31	83.8	29	96.7
Eased somewhat	4	6.0	3	8.1	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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	3.0	2	5.4	0	0.0
Remained basically unchanged	65	97.0	35	94.6	30	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100.0	37	100.0	30	100.0

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	3.3
Tightened somewhat	1	1.5	1	2.8	0	0.0
Remained basically unchanged	57	86.4	31	86.1	26	86.7
Eased somewhat	3	4.5	3	8.3	0	0.0
Eased considerably	4	6.1	1	2.8	3	10.0
Total	66	100.0	36	100.0	30	100.0

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?

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	16	88.9	13	92.9	3	75.0
Somewhat important	2	11.1	1	7.1	1	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100.0	14	100.0	4	100.0

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	33.3	5	35.7	1	25.0
Somewhat important	8	44.4	7	50.0	1	25.0
Very important	4	22.2	2	14.3	2	50.0
Total	18	100.0	14	100.0	4	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	55.6	8	57.1	2	50.0
Somewhat important	3	16.7	2	14.3	1	25.0
Very important	5	27.8	4	28.6	1	25.0
Total	18	100.0	14	100.0	4	100.0

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	72.2	10	71.4	3	75.0
Somewhat important	4	22.2	4	28.6	0	0.0
Very important	1	5.6	0	0.0	1	25.0
Total	18	100.0	14	100.0	4	100.0

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	55.6	8	57.1	2	50.0
Somewhat important	6	33.3	6	42.9	0	0.0
Very important	2	11.1	0	0.0	2	50.0
Total	18	100.0	14	100.0	4	100.0

f. Decreased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	77.8	11	78.6	3	75.0
Somewhat important	4	22.2	3	21.4	1	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100.0	14	100.0	4	100.0

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	16	88.9	13	92.9	3	75.0
Somewhat important	1	5.6	1	7.1	0	0.0
Very important	1	5.6	0	0.0	1	25.0
Total	18	100.0	14	100.0	4	100.0

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	11	64.7	9	64.3	2	66.7
Somewhat important	3	17.6	3	21.4	0	0.0
Very important	3	17.6	2	14.3	1	33.3
Total	17	100.0	14	100.0	3	100.0

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	21	84.0	14	87.5	7	77.8
Somewhat important	3	12.0	1	6.3	2	22.2
Very important	1	4.0	1	6.3	0	0.0
Total	25	100.0	16	100.0	9	100.0

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	68.0	11	68.8	6	66.7
Somewhat important	8	32.0	5	31.3	3	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	25	100.0	16	100.0	9	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	84.0	16	100.0	5	55.6
Somewhat important	3	12.0	0	0.0	3	33.3
Very important	1	4.0	0	0.0	1	11.1
Total	25	100.0	16	100.0	9	100.0

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	5	20.0	3	18.8	2	22.2
Somewhat important	8	32.0	6	37.5	2	22.2
Very important	12	48.0	7	43.8	5	55.6
Total	25	100.0	16	100.0	9	100.0

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	65.4	12	70.6	5	55.6
Somewhat important	8	30.8	4	23.5	4	44.4
Very important	1	3.8	1	5.9	0	0.0
Total	26	100.0	17	100.0	9	100.0

f. Increased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	72.0	11	68.8	7	77.8
Somewhat important	7	28.0	5	31.3	2	22.2
Very important	0	0.0	0	0.0	0	0.0
Total	25	100.0	16	100.0	9	100.0

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	20	80.0	13	81.3	7	77.8
Somewhat important	4	16.0	3	18.8	1	11.1
Very important	1	4.0	0	0.0	1	11.1
Total	25	100.0	16	100.0	9	100.0

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	24	96.0	16	100.0	8	88.9
Somewhat important	1	4.0	0	0.0	1	11.1
Very important	0	0.0	0	0.0	0	0.0
Total	25	100.0	16	100.0	9	100.0

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	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	12	17.6	8	20.5	4	13.8
About the same	40	58.8	18	46.2	22	75.9
Moderately weaker	13	19.1	10	25.6	3	10.3
Substantially weaker	3	4.4	3	7.7	0	0.0
Total	68	100.0	39	100.0	29	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	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	11	16.4	4	10.8	7	23.3
About the same	44	65.7	25	67.6	19	63.3
Moderately weaker	9	13.4	5	13.5	4	13.3
Substantially weaker	3	4.5	3	8.1	0	0.0
Total	67	100.0	37	100.0	30	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?

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	7	46.7	4	50.0	3	42.9
Somewhat important	8	53.3	4	50.0	4	57.1
Very important	0	0.0	0	0.0	0	0.0
Total	15	100.0	8	100.0	7	100.0

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	26.7	3	37.5	1	14.3
Somewhat important	11	73.3	5	62.5	6	85.7
Very important	0	0.0	0	0.0	0	0.0
Total	15	100.0	8	100.0	7	100.0

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	43.8	4	44.4	3	42.9
Somewhat important	5	31.3	3	33.3	2	28.6
Very important	4	25.0	2	22.2	2	28.6
Total	16	100.0	9	100.0	7	100.0

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	93.3	7	87.5	7	100.0
Somewhat important	1	6.7	1	12.5	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	15	100.0	8	100.0	7	100.0

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	40.0	2	25.0	4	57.1
Somewhat important	4	26.7	2	25.0	2	28.6
Very important	5	33.3	4	50.0	1	14.3
Total	15	100.0	8	100.0	7	100.0

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	6	37.5	4	44.4	2	28.6
Somewhat important	7	43.8	2	22.2	5	71.4
Very important	3	18.8	3	33.3	0	0.0
Total	16	100.0	9	100.0	7	100.0

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	78.6	5	62.5	6	100.0
Somewhat important	3	21.4	3	37.5	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	14	100.0	8	100.0	6	100.0

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

a. Customer inventory financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	50.0	6	46.2	3	60.0
Somewhat important	9	50.0	7	53.8	2	40.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100.0	13	100.0	5	100.0

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	50.0	6	46.2	3	60.0
Somewhat important	9	50.0	7	53.8	2	40.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100.0	13	100.0	5	100.0

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	16.7	2	15.4	1	20.0
Somewhat important	10	55.6	7	53.8	3	60.0
Very important	5	27.8	4	30.8	1	20.0
Total	18	100.0	13	100.0	5	100.0

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	66.7	9	69.2	3	60.0
Somewhat important	6	33.3	4	30.8	2	40.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100.0	13	100.0	5	100.0

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	44.4	4	30.8	4	80.0
Somewhat important	8	44.4	7	53.8	1	20.0
Very important	2	11.1	2	15.4	0	0.0
Total	18	100.0	13	100.0	5	100.0

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	8	44.4	6	46.2	2	40.0
Somewhat important	6	33.3	5	38.5	1	20.0
Very important	4	22.2	2	15.4	2	40.0
Total	18	100.0	13	100.0	5	100.0

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	15	83.3	11	84.6	4	80.0
Somewhat important	3	16.7	2	15.4	1	20.0
Very important	0	0.0	0	0.0	0	0.0
Total	18	100.0	13	100.0	5	100.0

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	14	20.6	6	15.8	8	26.7
The number of inquiries has stayed about the same	44	64.7	25	65.8	19	63.3
The number of inquiries has decreased moderately	8	11.8	5	13.2	3	10.0
The number of inquiries has decreased substantially	2	2.9	2	5.3	0	0.0
Total	68	100.0	38	100.0	30	100.0

Questions 7-8 follow up on your bank's responses regarding whether stronger (weaker) demand for C&I loans was in part a result of customer borrowing shifting to (from) your bank from (to) other bank or nonbank sources because these other sources became less (more) attractive (as described in question 5).

7. If your bank responded that demand for C&I loans has strengthened over the past three months and that customer borrowing has shifted to your bank from other bank or nonbank sources because those other sources became less attractive (answer 2 or 3 to question 5A.f), how important have been the following possible reasons for the change? When considering price terms, please consider the cost of credit lines, spreads of loan rates over your bank's cost of funds, premiums charged on riskier loans, the use of interest rate floors, or other price terms. When considering nonprice terms, please consider the maximum size of credit lines, the maximum maturity of loans or credit lines, loan covenants, collateralization requirements, or other nonprice terms.

a. Other commercial banks' price terms became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	40.0	2	40.0	2	40.0
Somewhat important	6	60.0	3	60.0	3	60.0
Very important	0	0.0	0	0.0	0	0.0
Total	10	100.0	5	100.0	5	100.0

b. Other commercial banks' nonprice terms became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	20.0	1	20.0	1	20.0
Somewhat important	7	70.0	4	80.0	3	60.0
Very important	1	10.0	0	0.0	1	20.0
Total	10	100.0	5	100.0	5	100.0

c. Nonbanks' (such as insurance companies, pension funds, and other nonbank financial institutions) price terms became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	40.0	2	40.0	2	40.0
Somewhat important	5	50.0	2	40.0	3	60.0
Very important	1	10.0	1	20.0	0	0.0
Total	10	100.0	5	100.0	5	100.0

d. Nonbanks' (such as insurance companies, pension funds, and other nonbank financial institutions) nonprice terms became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	66.7	3	75.0	3	60.0
Somewhat important	2	22.2	0	0.0	2	40.0
Very important	1	11.1	1	25.0	0	0.0
Total	9	100.0	4	100.0	5	100.0

e. Corporate bond market price terms became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	87.5	3	100.0	4	80.0
Somewhat important	1	12.5	0	0.0	1	20.0
Very important	0	0.0	0	0.0	0	0.0
Total	8	100.0	3	100.0	5	100.0

f. Corporate bond market nonprice terms became less attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	87.5	3	100.0	4	80.0
Somewhat important	1	12.5	0	0.0	1	20.0
Very important	0	0.0	0	0.0	0	0.0
Total	8	100.0	3	100.0	5	100.0

8. If your bank responded that demand for C&I loans has weakened over the past three months and that customer borrowing has shifted from your bank to other bank or nonbank sources because those other sources became more attractive (answer 2 or 3 to question 5B.f), how important have been the following possible reasons for the change? When considering price terms, please consider the cost of credit lines, spreads of loan rates over your bank's cost of funds, premiums charged on riskier loans, the use of interest rate floors, or other price terms. When considering nonprice terms, please consider the maximum size of credit lines, the maximum maturity of loans or credit lines, loan covenants, collateralization requirements, or other nonprice terms.

a. Other commercial banks' price terms became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	2	28.6	2	50.0
Somewhat important	6	54.5	4	57.1	2	50.0
Very important	1	9.1	1	14.3	0	0.0
Total	11	100.0	7	100.0	4	100.0

b. Other commercial banks' nonprice terms became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	54.5	3	42.9	3	75.0
Somewhat important	3	27.3	2	28.6	1	25.0
Very important	2	18.2	2	28.6	0	0.0
Total	11	100.0	7	100.0	4	100.0

c. Nonbanks' (such as insurance companies, pension funds, and other nonbank financial institutions) price terms became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	3	42.9	1	25.0
Somewhat important	4	36.4	3	42.9	1	25.0
Very important	3	27.3	1	14.3	2	50.0
Total	11	100.0	7	100.0	4	100.0

d. Nonbanks' (such as insurance companies, pension funds, and other nonbank financial institutions) nonprice terms became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	45.5	4	57.1	1	25.0
Somewhat important	3	27.3	1	14.3	2	50.0
Very important	3	27.3	2	28.6	1	25.0
Total	11	100.0	7	100.0	4	100.0

e. Corporate bond market price terms became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	63.6	3	42.9	4	100.0
Somewhat important	2	18.2	2	28.6	0	0.0
Very important	2	18.2	2	28.6	0	0.0
Total	11	100.0	7	100.0	4	100.0

f. Corporate bond market nonprice terms became more attractive

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	90.9	6	85.7	4	100.0
Somewhat important	1	9.1	1	14.3	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	11	100.0	7	100.0	4	100.0

Question 9 asks about your bank's outlook for the demand for C&I loans over the next six months compared to current conditions.

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	8	11.8	5	12.8	3	10.3
Remain around current levels	52	76.5	29	74.4	23	79.3
Weaken somewhat	8	11.8	5	12.8	3	10.3
Weaken substantially	0	0.0	0	0.0	0	0.0
My bank does not originate this type of loan	0	0.0	0	0.0	0	0.0
Total	68	100.0	39	100.0	29	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	9	13.2	5	13.2	4	13.3
Remain around current levels	52	76.5	28	73.7	24	80.0
Weaken somewhat	6	8.8	4	10.5	2	6.7
Weaken substantially	0	0.0	0	0.0	0	0.0
My bank does not originate this type of loan	1	1.5	1	2.6	0	0.0
Total	68	100.0	38	100.0	30	100.0

Questions 10-15 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.

10. 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	1	1.4	0	0.0	1	3.3
Tightened somewhat	20	29.0	14	35.9	6	20.0
Remained basically unchanged	46	66.7	24	61.5	22	73.3
Eased somewhat	2	2.9	1	2.6	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100.0	39	100.0	30	100.0

11. 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	14	20.3	10	25.6	4	13.3
Remained basically unchanged	54	78.3	29	74.4	25	83.3
Eased somewhat	1	1.4	0	0.0	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100.0	39	100.0	30	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	7.2	3	7.7	2	6.7
Tightened somewhat	26	37.7	14	35.9	12	40.0
Remained basically unchanged	36	52.2	21	53.8	15	50.0
Eased somewhat	2	2.9	1	2.6	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100.0	39	100.0	30	100.0

13. 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	18	26.1	7	17.9	11	36.7
About the same	40	58.0	23	59.0	17	56.7
Moderately weaker	11	15.9	9	23.1	2	6.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	69	100.0	39	100.0	30	100.0

14. 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	0	0.0	0	0.0	0	0.0
Moderately stronger	9	13.0	6	15.4	3	10.0
About the same	54	78.3	27	69.2	27	90.0
Moderately weaker	6	8.7	6	15.4	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	69	100.0	39	100.0	30	100.0

15. 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	12	17.4	5	12.8	7	23.3
About the same	47	68.1	26	66.7	21	70.0
Moderately weaker	9	13.0	7	17.9	2	6.7
Substantially weaker	1	1.4	1	2.6	0	0.0
Total	69	100.0	39	100.0	30	100.0

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 16-17 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 16 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 17** deals with changes in demand for loans in each of the seven loan categories over the past three months.

16. 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	88.9	30	88.2	26	89.7
Eased somewhat	7	11.1	4	11.8	3	10.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	34	100.0	29	100.0

For this question, 3 respondents answered “My bank does not originate GSE-eligible residential mortgages.”

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	3.3	0	0.0
Remained basically unchanged	55	96.5	28	93.3	27	100.0
Eased somewhat	1	1.8	1	3.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100.0	30	100.0	27	100.0

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	57	95.0	31	93.9	26	96.3
Eased somewhat	3	5.0	2	6.1	1	3.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100.0	33	100.0	27	100.0

For this question, 6 respondents answered “My bank does not originate QM non-jumbo, non-GSE-eligible residential mortgages.”

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.6	0	0.0	1	3.4
Remained basically unchanged	57	90.5	31	91.2	26	89.7
Eased somewhat	5	7.9	3	8.8	2	6.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	34	100.0	29	100.0

For this question, 3 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	3.0	1	4.0
Remained basically unchanged	53	91.4	30	90.9	23	92.0
Eased somewhat	3	5.2	2	6.1	1	4.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100.0	33	100.0	25	100.0

For this question, 8 respondents answered “My bank does not originate non-QM jumbo residential mortgages.”

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	98.2	32	97.0	24	100.0
Eased somewhat	1	1.8	1	3.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100.0	33	100.0	24	100.0

For this question, 9 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
Tightened somewhat	0	0.0	0	.	0	0.0
Remained basically unchanged	4	100.0	0	.	4	100.0
Eased somewhat	0	0.0	0	.	0	0.0
Eased considerably	0	0.0	0	.	0	0.0
Total	4	100.0	0	.	4	100.0

For this question, 61 respondents answered “My bank does not originate subprime residential mortgages.”

17. 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	2	3.2	1	3.0	1	3.4
Moderately stronger	16	25.8	8	24.2	8	27.6
About the same	41	66.1	21	63.6	20	69.0
Moderately weaker	3	4.8	3	9.1	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	62	100.0	33	100.0	29	100.0

For this question, 4 respondents answered “My bank does not originate GSE-eligible residential mortgages.”

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	2	3.5	1	3.3	1	3.7
Moderately stronger	7	12.3	3	10.0	4	14.8
About the same	41	71.9	20	66.7	21	77.8
Moderately weaker	7	12.3	6	20.0	1	3.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	57	100.0	30	100.0	27	100.0

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

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	9	15.3	6	18.8	3	11.1
About the same	47	79.7	23	71.9	24	88.9
Moderately weaker	2	3.4	2	6.3	0	0.0
Substantially weaker	1	1.7	1	3.1	0	0.0
Total	59	100.0	32	100.0	27	100.0

For this question, 7 respondents answered “My bank does not originate QM non-jumbo, non-GSE-eligible residential mortgages.”

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	17	27.0	12	35.3	5	17.2
About the same	41	65.1	19	55.9	22	75.9
Moderately weaker	5	7.9	3	8.8	2	6.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	63	100.0	34	100.0	29	100.0

For this question, 3 respondents answered “My bank does not originate QM jumbo residential mortgages.”

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	13	22.4	9	28.1	4	15.4
About the same	41	70.7	20	62.5	21	80.8
Moderately weaker	4	6.9	3	9.4	1	3.8
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	58	100.0	32	100.0	26	100.0

For this question, 8 respondents answered “My bank does not originate non-QM jumbo residential mortgages.”

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	7	12.5	4	12.5	3	12.5
About the same	48	85.7	27	84.4	21	87.5
Moderately weaker	1	1.8	1	3.1	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	56	100.0	32	100.0	24	100.0

For this question, 10 respondents answered “My bank does not originate non-QM non-jumbo residential mortgages.”

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	.	0	0.0
Moderately stronger	0	0.0	0	.	0	0.0
About the same	3	75.0	0	.	3	75.0
Moderately weaker	0	0.0	0	.	0	0.0
Substantially weaker	1	25.0	0	.	1	25.0
Total	4	100.0	0	.	4	100.0

For this question, 62 respondents answered “My bank does not originate subprime residential mortgages.”

Questions 18-19 ask about revolving home equity lines of credit at your bank. Question 18 deals with changes in your bank's credit standards over the past three months. Question 19 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.

18. 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	2	3.0	1	2.7	1	3.4
Remained basically unchanged	61	92.4	34	91.9	27	93.1
Eased somewhat	2	3.0	2	5.4	0	0.0
Eased considerably	1	1.5	0	0.0	1	3.4
Total	66	100.0	37	100.0	29	100.0

19. 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	2	3.0	2	5.4	0	0.0
Moderately stronger	18	27.3	8	21.6	10	34.5
About the same	40	60.6	23	62.2	17	58.6
Moderately weaker	6	9.1	4	10.8	2	6.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	66	100.0	37	100.0	29	100.0

Questions 20-29 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 21-26 deal with changes in credit standards and loan terms over the same period. Questions 27-29 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.

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	Percent	Banks	Percent	Banks	Percent
Much more willing	2	3.1	2	5.7	0	0.0
Somewhat more willing	8	12.5	5	14.3	3	10.3
About unchanged	52	81.3	28	80.0	24	82.8
Somewhat less willing	2	3.1	0	0.0	2	6.9
Much less willing	0	0.0	0	0.0	0	0.0
Total	64	100.0	35	100.0	29	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	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.9	2	6.1	0	0.0
Remained basically unchanged	47	92.2	29	87.9	18	100.0
Eased somewhat	2	3.9	2	6.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	51	100.0	33	100.0	18	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.6	1	3.0	0	0.0
Tightened somewhat	7	11.5	5	15.2	2	7.1
Remained basically unchanged	47	77.0	24	72.7	23	82.1
Eased somewhat	6	9.8	3	9.1	3	10.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100.0	33	100.0	28	100.0

23. 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	3	4.6	1	2.9	2	6.7
Remained basically unchanged	60	92.3	32	91.4	28	93.3
Eased somewhat	2	3.1	2	5.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100.0	35	100.0	30	100.0

24. 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	1	2.2	1	3.3	0	0.0
Remained basically unchanged	42	91.3	26	86.7	16	100.0
Eased somewhat	3	6.5	3	10.0	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. 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	3	6.5	3	10.0	0	0.0
Remained basically unchanged	42	91.3	26	86.7	16	100.0
Eased somewhat	1	2.2	1	3.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100.0	30	100.0	16	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	45	97.8	29	96.7	16	100.0
Eased somewhat	1	2.2	1	3.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100.0	30	100.0	16	100.0

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	2	4.3	1	3.3	1	6.3
Remained basically unchanged	43	93.5	28	93.3	15	93.8
Eased somewhat	1	2.2	1	3.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100.0	30	100.0	16	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	2.2	1	3.3	0	0.0
Remained basically unchanged	45	97.8	29	96.7	16	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	46	100.0	30	100.0	16	100.0

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

a. Maximum maturity

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	5.0	2	6.3	1	3.6
Remained basically unchanged	53	88.3	27	84.4	26	92.9
Eased somewhat	4	6.7	3	9.4	1	3.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100.0	32	100.0	28	100.0

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	7	11.7	6	18.8	1	3.6
Remained basically unchanged	49	81.7	24	75.0	25	89.3
Eased somewhat	4	6.7	2	6.3	2	7.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100.0	32	100.0	28	100.0

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	3.3	1	3.1	1	3.6
Remained basically unchanged	56	93.3	30	93.8	26	92.9
Eased somewhat	1	1.7	1	3.1	0	0.0
Eased considerably	1	1.7	0	0.0	1	3.6
Total	60	100.0	32	100.0	28	100.0

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	5	8.3	3	9.4	2	7.1
Remained basically unchanged	54	90.0	28	87.5	26	92.9
Eased somewhat	1	1.7	1	3.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100.0	32	100.0	28	100.0

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	3.6
Tightened somewhat	5	8.3	4	12.5	1	3.6
Remained basically unchanged	54	90.0	28	87.5	26	92.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100.0	32	100.0	28	100.0

26. Over the past three months, how has your bank changed the following terms and conditions on **consumer loans other than credit card and auto loans**?

a. Maximum maturity

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.2	1	3.0	1	3.3
Remained basically unchanged	61	96.8	32	97.0	29	96.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	33	100.0	30	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.6	1	3.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	57	90.5	28	84.8	29	96.7
Eased somewhat	5	7.9	4	12.1	1	3.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	33	100.0	30	100.0

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	63	100.0	33	100.0	30	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	33	100.0	30	100.0

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	2	3.2	1	3.0	1	3.3
Remained basically unchanged	60	95.2	31	93.9	29	96.7
Eased somewhat	1	1.6	1	3.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	33	100.0	30	100.0

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	1.6	0	0.0	1	3.3
Tightened somewhat	1	1.6	1	3.0	0	0.0
Remained basically unchanged	61	96.8	32	97.0	29	96.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100.0	33	100.0	30	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	8	17.0	5	16.7	3	17.6
About the same	38	80.9	24	80.0	14	82.4
Moderately weaker	1	2.1	1	3.3	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	47	100.0	30	100.0	17	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	12	20.0	5	15.6	7	25.0
About the same	46	76.7	26	81.3	20	71.4
Moderately weaker	2	3.3	1	3.1	1	3.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	60	100.0	32	100.0	28	100.0

29. 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	6	9.4	2	5.9	4	13.3
About the same	54	84.4	30	88.2	24	80.0
Moderately weaker	4	6.3	2	5.9	2	6.7
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	64	100.0	34	100.0	30	100.0

Question 30 asks about changes in your bank's likelihood of approving applications for credit card accounts by borrowers' credit score.

30. In comparison to three months ago, how much more or less likely is your bank to approve an application for a credit card to a borrower with the stated FICO score (or equivalent)? In each case assume that all other borrower characteristics are typical for credit card applications with that FICO score (or equivalent).

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much less likely	3	6.8	2	7.1	1	6.3
Somewhat less likely	8	18.2	2	7.1	6	37.5
About the same	33	75.0	24	85.7	9	56.3
Somewhat more likely	0	0.0	0	0.0	0	0.0
Much more likely	0	0.0	0	0.0	0	0.0
Total	44	100.0	28	100.0	16	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much less likely	0	0.0	0	0.0	0	0.0
Somewhat less likely	2	4.4	2	6.9	0	0.0
About the same	41	91.1	26	89.7	15	93.8
Somewhat more likely	2	4.4	1	3.4	1	6.3
Much more likely	0	0.0	0	0.0	0	0.0
Total	45	100.0	29	100.0	16	100.0

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much less likely	0	0.0	0	0.0	0	0.0
Somewhat less likely	0	0.0	0	0.0	0	0.0
About the same	40	88.9	27	93.1	13	81.3
Somewhat more likely	4	8.9	2	6.9	2	12.5
Much more likely	1	2.2	0	0.0	1	6.3
Total	45	100.0	29	100.0	16	100.0

d. My bank does not originate credit card loans

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

1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of \$20 billion or more as of June 30, 2016. The combined assets of the 39 large banks totaled \$9.6 trillion, compared to \$9.8 trillion for the entire panel of 69 banks, and 13.9 trillion for all domestically chartered, federally insured commercial banks.