



BOARD OF GOVERNORS
OF THE
FEDERAL RESERVE SYSTEM
WASHINGTON, D. C. 20551

DIVISION OF MONETARY AFFAIRS

For release at 2:00 p.m. ET

August 4, 2025

TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

Enclosed for distribution to respondents is a national summary of the July 2025 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures:

July 2025 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 July 2025 Senior Loan Officer Opinion Survey on Bank Lending Practices

The July 2025 Senior Loan Officer Opinion Survey on Bank Lending Practices (SLOOS) addressed changes in the standards and terms on, and demand for, bank loans to businesses and households over the past three months, which generally correspond to the second quarter of 2025.¹

Regarding loans to businesses over the second quarter, survey respondents reported, on balance, tighter lending standards and weaker demand for commercial and industrial (C&I) loans to firms of all sizes.² Furthermore, banks generally reported tighter standards and weaker demand for commercial real estate (CRE) loans.

For loans to households, banks reported basically unchanged lending standards and weaker demand for residential mortgage loans, on balance. In addition, banks reported tighter lending standards and stronger demand for home equity lines of credit (HELOCs). For consumer loans, standards tightened for credit card loans and remained basically unchanged for auto and other consumer loans. Meanwhile, demand weakened for credit card and other consumer loans and strengthened for auto loans.

The July SLOOS included a set of special questions inquiring about the current level of lending standards relative to the midpoint of the range over which banks' standards have varied since 2005. Banks reported that, on balance, levels of standards are currently on the tighter end of the range for all loan categories. Compared with the July 2024 survey, banks reported easier levels of standards for most loan categories except residential real estate (RRE) loans, for which levels of standards were comparable with July 2024.

Lending to Businesses

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

Questions on commercial and industrial lending. Over the second quarter, modest net shares of banks reported having tightened standards on C&I loans to firms of all sizes.³ Meanwhile,

¹ Responses were received from 65 domestic banks and 19 U.S. branches and agencies of foreign banks. Respondent banks received the survey on June 18, 2025, and responses were due by July 2, 2025. Unless otherwise indicated, this summary refers to the responses of domestic banks.

² 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.

³ For questions that ask about lending standards or terms, “net fraction” (or “net percentage”) refers to the fraction of banks that reported having tightened (“tightened considerably” or “tightened somewhat”) minus the fraction of banks that reported having eased (“eased considerably” or “eased somewhat”). For questions that ask about loan demand, this term refers to the fraction of banks that reported stronger demand (“substantially stronger” or “moderately stronger”) minus the fraction of banks that reported weaker demand (“substantially weaker” or “moderately weaker”). For this summary, when standards, terms, or demand are said to have “remained basically unchanged,” the net percentage of respondent banks that reported either tighter or easier 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.

banks reported having left most queried terms unchanged for C&I loans to large and middle-market firms while most terms for C&I loans to small firms tightened.⁴ Modest net shares of banks reported tighter collateralization requirements and higher premiums charged on riskier loans to firms of all sizes. In addition, modest net shares of banks reported having tightened the maximum size of credit lines, maximum maturities, and covenants on C&I loans to small firms. The remaining C&I loan terms were basically unchanged, on net, with the exception of a modest net share of banks that reported narrower loan rate spreads for loans to large and middle-market firms. Meanwhile, modest net shares of foreign banks reported having tightened standards and most terms for C&I loans.⁵

Among banks that reported tighter standards and terms for C&I loans, major net shares cited a less favorable or more uncertain economic outlook; increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards; and the worsening of industry-specific problems as important reasons for doing so.⁶

Regarding demand for C&I loans over the second quarter, significant net shares of banks reported weaker demand from firms of all sizes. In addition, a moderate net share of banks reported a decrease in the number of inquiries from potential borrowers regarding the availability and terms of new credit lines or increases in existing lines. In contrast, a modest net share of foreign banks reported stronger demand for C&I loans.

The most frequently cited reasons for weaker demand, reported by major net shares of banks, were lower customer investment in plant or equipment as well as decreased customer financing needs for merger or acquisition and inventory.⁷

Questions on commercial real estate lending. Over the second quarter, moderate and modest net shares of banks reported tighter standards for loans secured by nonfarm nonresidential properties and construction and land development loans, respectively, while standards for loans secured by multifamily properties remained basically unchanged on net. While large banks

⁴ Lending standards characterize banks' policies for approving applications for a certain loan category. Conditional on approving loan applications, lending terms describe banks' conditions included in loan contracts, such as those listed for C&I loans under question 2 to both domestic and foreign banks and those listed for credit card, auto, and other consumer loans under questions 21–23 to domestic banks. Thus, standards reflect the extensive margin of lending, while terms reflect the intensive margin of lending. With respect to C&I loans, banks were asked about the costs, maximum size, and maximum maturity of credit lines; spreads of loan rates over the bank's cost of funds; premiums charged on riskier loans; terms on loan covenants; collateralization requirements; and the use of interest rate floors.

⁵ As exceptions, foreign banks reported having eased the use of interest rate floors and loan covenants while leaving collateralization requirements and loan rate spreads basically unchanged over the second quarter.

⁶ In addition, among banks that reported tighter standards and terms for C&I loans, a significant net share cited reduced risk tolerance as important.

⁷ Significant net shares of banks also cited customers' decreased accounts receivable financing needs, lower precautionary demand for cash and liquidity, higher internally generated funds, and alternative sources for borrowing as important reasons for weaker demand.

reported easier standards across CRE loan types, other banks reported tighter standards on such loans.⁸ In addition, a modest net share of foreign banks reported tighter standards on CRE loans.

Regarding demand for CRE loans, moderate net shares of banks reported weaker demand for construction and land development loans and loans secured by nonfarm nonresidential properties, while demand was basically unchanged for loans secured by multifamily properties. These responses were mixed across bank size categories, as large banks reported stronger demand and other banks reported weaker demand for all CRE loan types over the second quarter. Meanwhile, a moderate net share of foreign banks reported stronger demand for CRE loans.

Lending to Households

(Table 1, questions 13–26)

Questions on residential real estate lending. Banks reported having left standards basically unchanged over the second quarter across all types of residential mortgage loans.⁹ A modest net share of banks reported having tightened standards for HELOCs.

Meanwhile, banks reported weaker demand, on balance, for most RRE loan categories over the second quarter.¹⁰ A significant net share of banks reported weaker demand for non-QM non-jumbo mortgages, and moderate net shares of banks reported weaker demand for subprime, government, non-QM jumbo, and QM non-jumbo non-GSE-eligible mortgages. Additionally, a modest net share of banks reported weaker demand for GSE-eligible mortgages.¹¹ In contrast, a moderate net share of banks reported stronger demand for HELOCs.

Questions on consumer lending. Over the second quarter, a moderate net share of banks reported having tightened standards on credit card loans, while standards were basically unchanged for auto and other consumer loans. Banks also reported having tightened most queried terms on credit card loans. In particular, modest net shares of banks reported higher

⁸ Large banks are defined as those with total domestic assets of \$100 billion or more as of March 31, 2025. Other banks are defined as those with total domestic assets of less than \$100 billion as of March 31, 2025.

⁹ The seven categories of residential home-purchase loans that banks are asked to consider are government-sponsored enterprise (GSE)-eligible, government, qualified mortgage (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 C.F.R. pt. 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. For more information on the ability to repay (ATR) and QM standards under Regulation Z, see Consumer Financial Protection Bureau, “Ability-to-Repay/Qualified Mortgage Rule,” webpage, <https://www.consumerfinance.gov/rules-policy/final-rules/ability-to-pay-qualified-mortgage-rule>. In addition, a loan is required to meet certain price-based thresholds included in the General QM loan definition, which are outlined in the Summary of the Final Rule; see Consumer Financial Protection Bureau (2020), “Qualified Mortgage Definition under the Truth in Lending Act (Regulation Z): General QM Loan Definition,” final rule (Docket No. CFPB-2020-0020), *Federal Register*, vol. 85 (December 29), pp. 86308–09, <https://www.federalregister.gov/d/2020-27567/p-17>.

¹⁰ The lone exception for residential mortgages was QM jumbo loans, for which demand was basically unchanged on net.

¹¹ On balance, large banks reported stronger demand for most RRE loan categories over the second quarter while other banks reported weaker demand across most RRE loan categories.

minimum credit score requirements, tighter credit limits, and a lower extent to which loans are granted to customers that do not meet credit scoring thresholds.¹² In contrast, most queried terms for auto loans and all queried terms for other consumer loans remained basically unchanged on net.¹³

Regarding demand for consumer loans over the second quarter, moderate and modest net shares of banks reported weaker demand for credit card and other consumer loans, respectively, while a modest net share of banks reported stronger demand for auto loans.

Special Questions on Current Level of Banks' Lending Standards

(Table 1, question 27; table 2, question 9)

As with all July surveys since 2011, the July 2025 survey included a set of special questions that asked respondents to describe the current levels of lending standards at their bank. Specifically, respondents were asked to consider the range over which their lending standards have varied since 2005 and to report where the level of standards currently is relative to the midpoint of that range.

For C&I loans, banks reported levels of standards that were near the midpoints of their historical ranges for syndicated or club loans to investment-grade firms and non-syndicated loans to large and middle-market firms, but tighter than the midpoints for syndicated or club loans to below-investment-grade firms, loans to small firms, and loans to very small firms.¹⁴ Though banks reported standards that were tighter than the midpoints of their historical ranges for most C&I categories, responses to the July SLOOS indicate that standards have eased for most C&I loan types from a year ago, when the net shares of banks that reported standards to be on the tighter end of the range were higher.¹⁵

For CRE loans, major net shares of banks reported that lending standards were on the tighter ends of their ranges for nonfarm nonresidential loans and construction and land development loans, while a significant net share reported a relatively tight level of standards for multifamily loans. These net shares of banks that reported standards to be on the tighter end are, however, lower than those reporting tight standards in the July 2023 and 2024 surveys. Similarly,

¹² Banks were asked about changes in credit limits (credit card accounts only), maximum maturity (auto loans and other consumer loans only), loan rate spreads over costs of funds, the minimum percent of outstanding balances required to be repaid each month (credit card accounts only), minimum required down payment (auto loans and other consumer loans only), the minimum required credit score, and the extent to which loans are granted to borrowers not meeting credit scoring thresholds.

¹³ As an exception, a modest net share of banks reported narrower interest rate spreads for auto loans.

¹⁴ A significant net share of banks reported that standards for syndicated or club loans to below-investment-grade firms were tighter, on net, than the midpoints of their ranges, while moderate and modest net shares reported so for non-syndicated loans to small firms and loans to very small firms, respectively.

¹⁵ Among foreign bank respondents, C&I loan standards were reported to be easier, on net, than the midpoints of their historical ranges for syndicated or club loans to investment grade firms and non-syndicated loans to large and middle-market firms, but on the tighter ends of their historical ranges for syndicated or club loans to below-investment-grade firms and non-syndicated loans to small firms.

significant net shares of foreign banks reported that standards were on the tighter ends of their historical ranges for all categories of CRE loans.

Regarding RRE loans, significant net shares of banks reported that lending standards were on the tighter ends of their ranges for all RRE loan categories. The net shares of banks reporting that levels were at the tighter ends of their ranges in the July 2025 survey were similar to those in the July 2024 survey reporting tight standards for residential mortgage loans, but modestly lower than those for HELOCs.

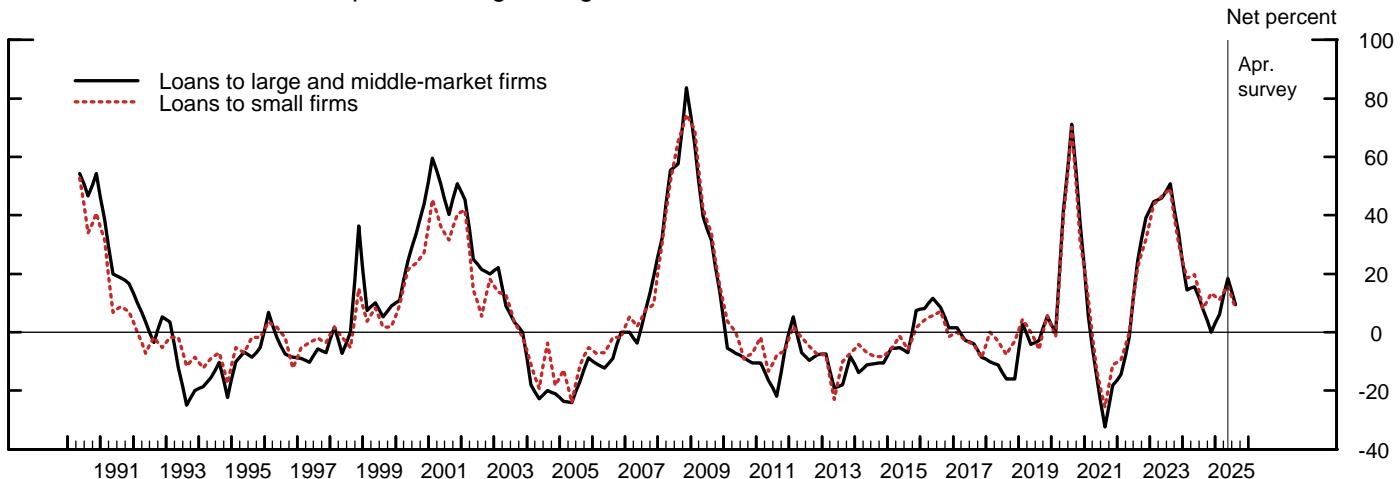
Regarding consumer loans, standards, on net, were on the tighter ends of their historical ranges for all consumer loan categories. Significant net shares of banks reported standards on the tighter ends of their ranges for subprime credit card loans, subprime auto loans, and other consumer loans, while moderate net shares of banks reported standards on the tighter ends of their ranges for prime credit card and auto loans. Compared with the July 2024 survey, lower net shares of banks reported standards on the tighter ends of their ranges for subprime credit card and auto loans, while similar net shares of banks reported relatively tight levels of standards for the remaining consumer loan categories.

Overall, responses to the July 2024 and 2025 surveys indicate that banks' lending standards have eased since 2024 for most loan categories, though they remained tight relative to their historical ranges.

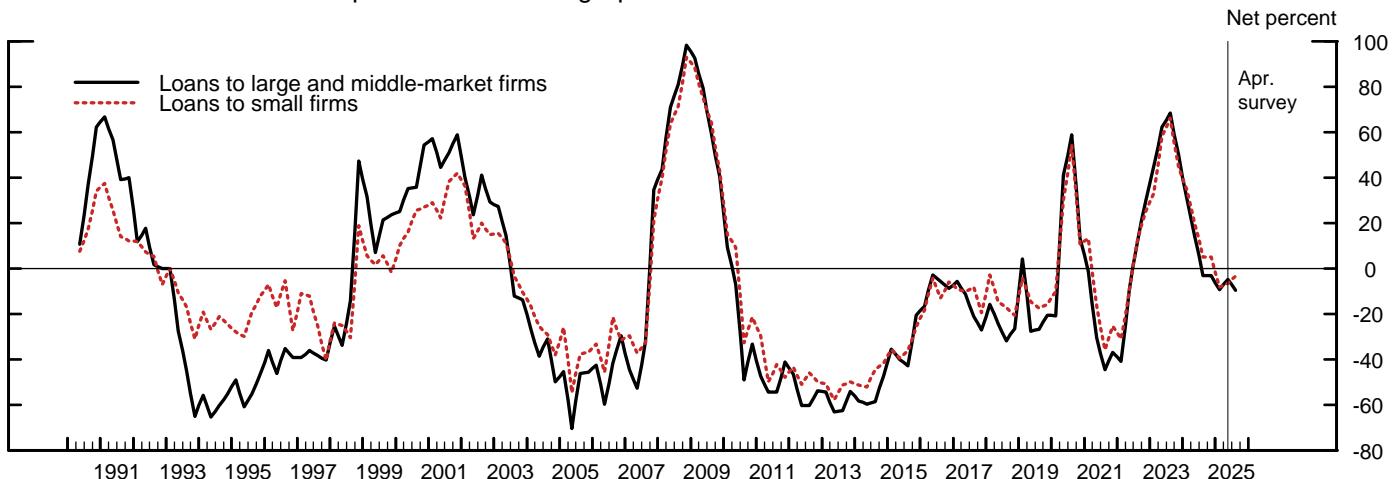
This document was prepared by Luke Morgan, with the assistance of Jack Keane, Adrian Balderamos, and David Glancy, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.

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

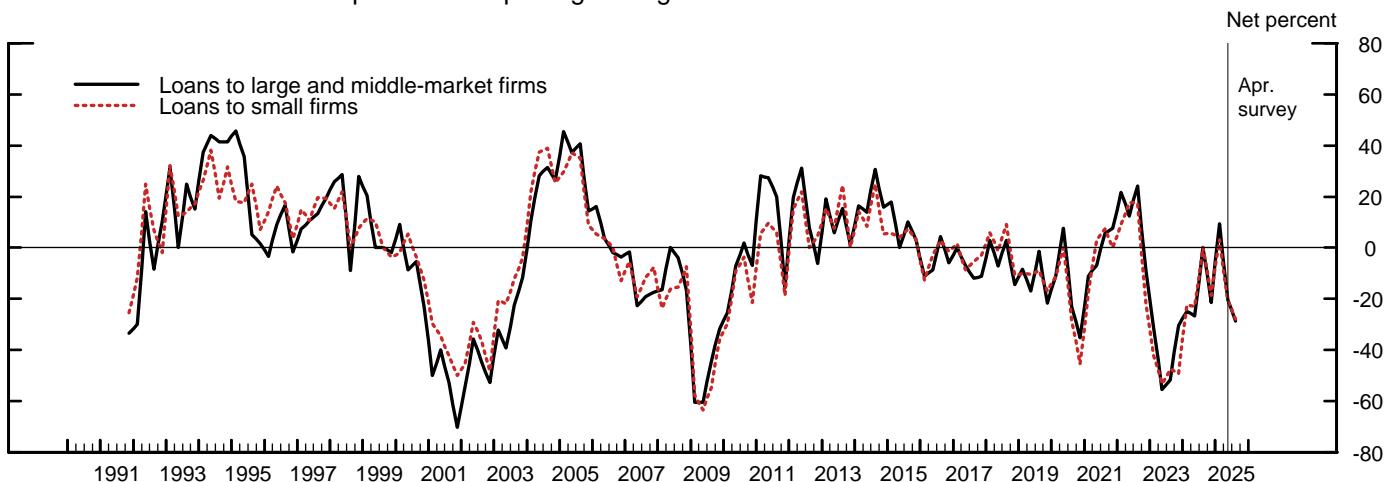
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



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

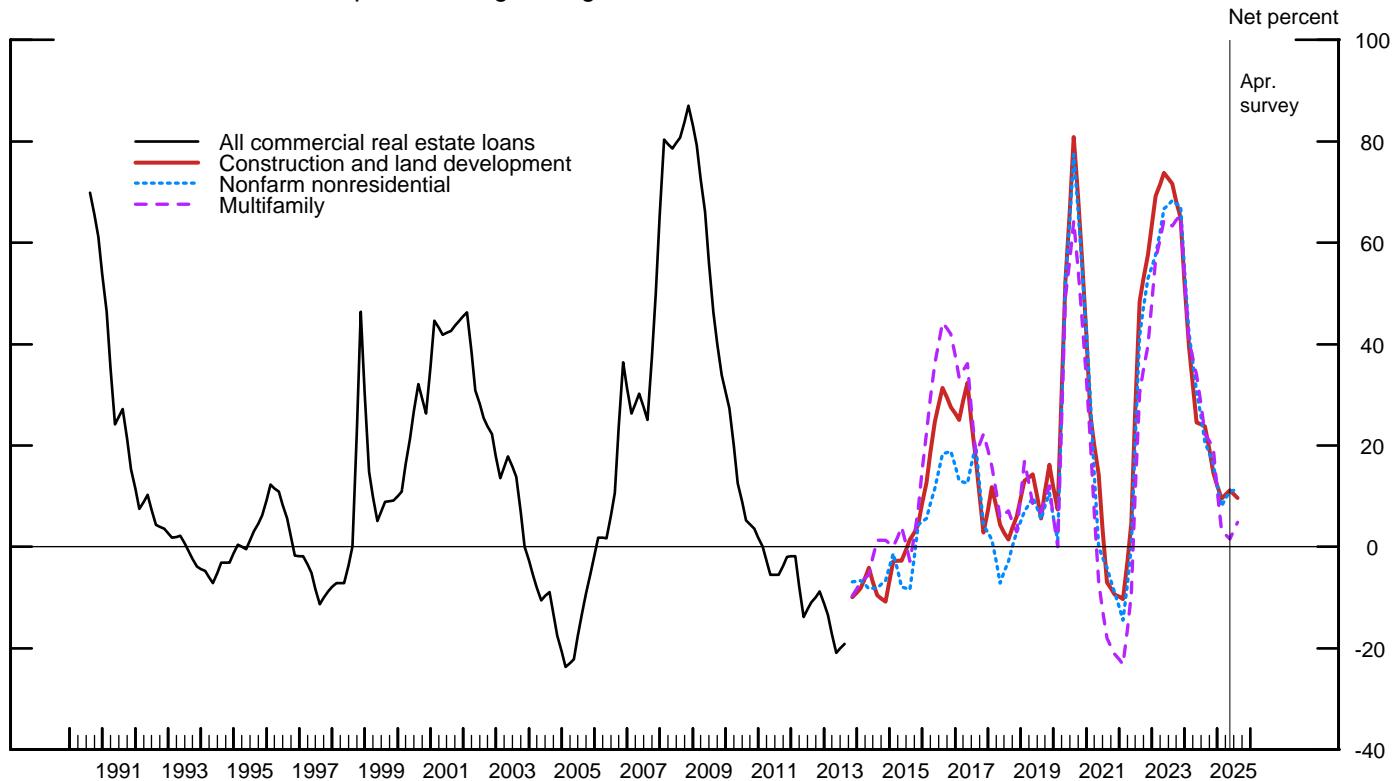


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans

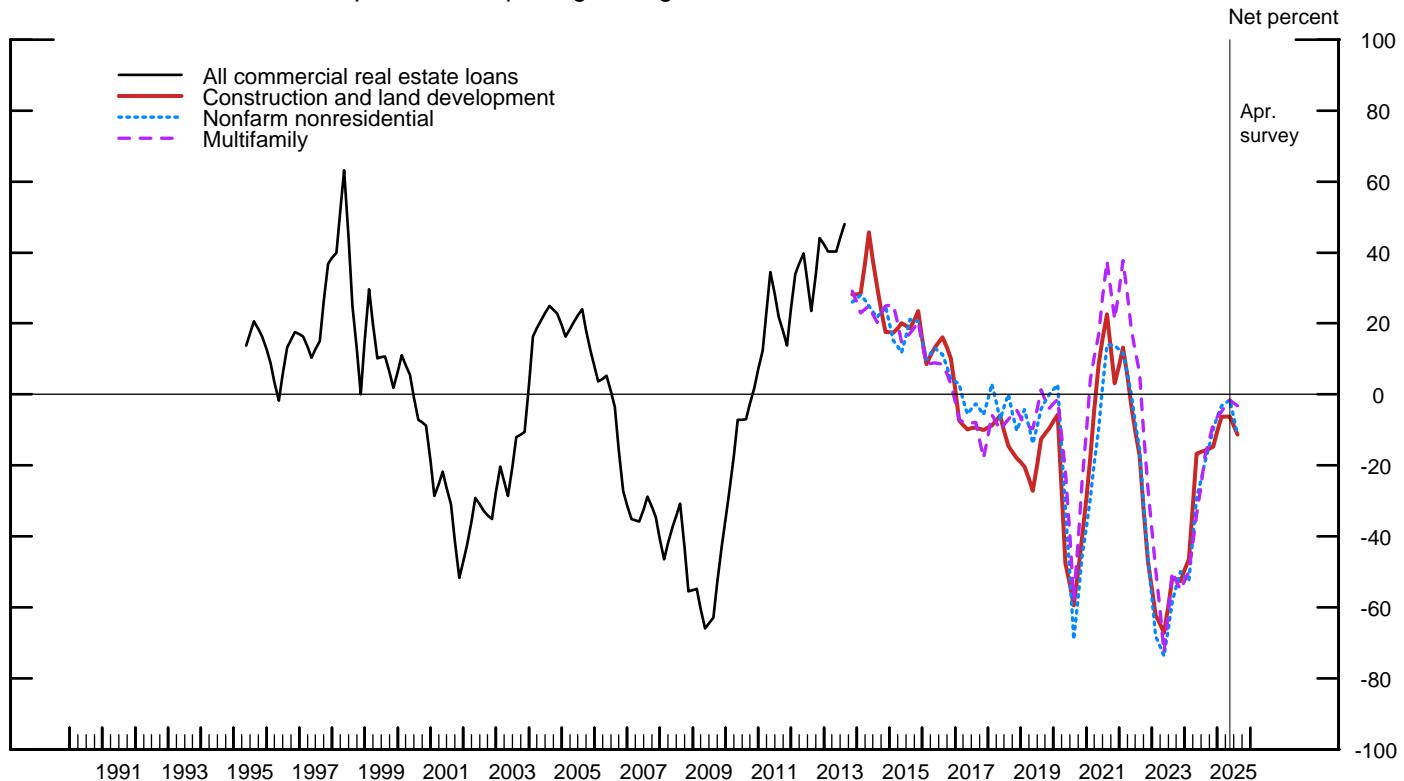


Measures of Supply and Demand for Commercial Real Estate Loans

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

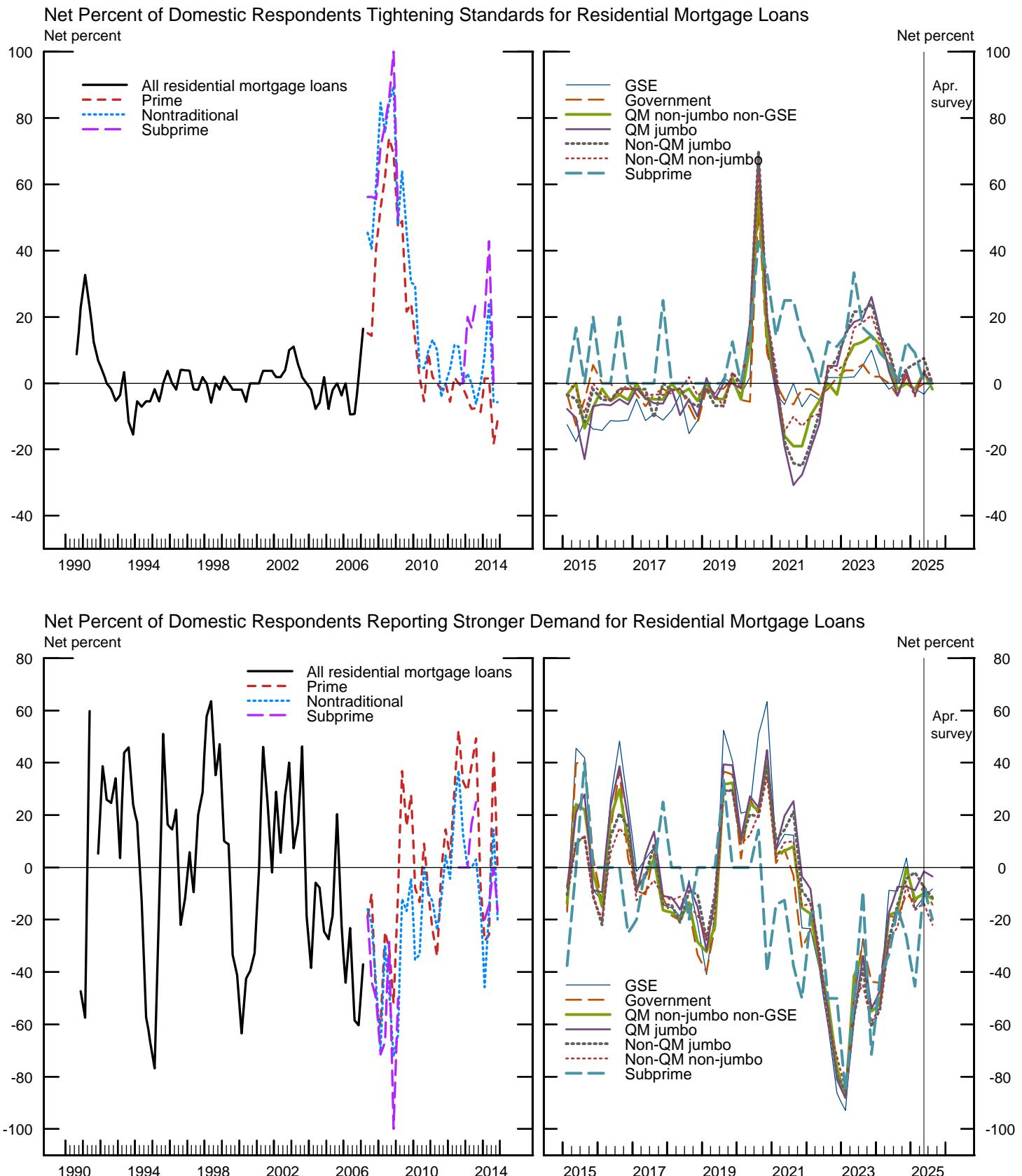


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial Real Estate Loans



Note: For data starting in 2013:Q4, changes in demand for construction and land development, nonfarm nonresidential, and multifamily loans are reported separately.
 Source: Federal Reserve Board, Senior Loan Officer Opinion Survey on Bank Lending Practices.

Measures of Supply and Demand for Residential Mortgage Loans

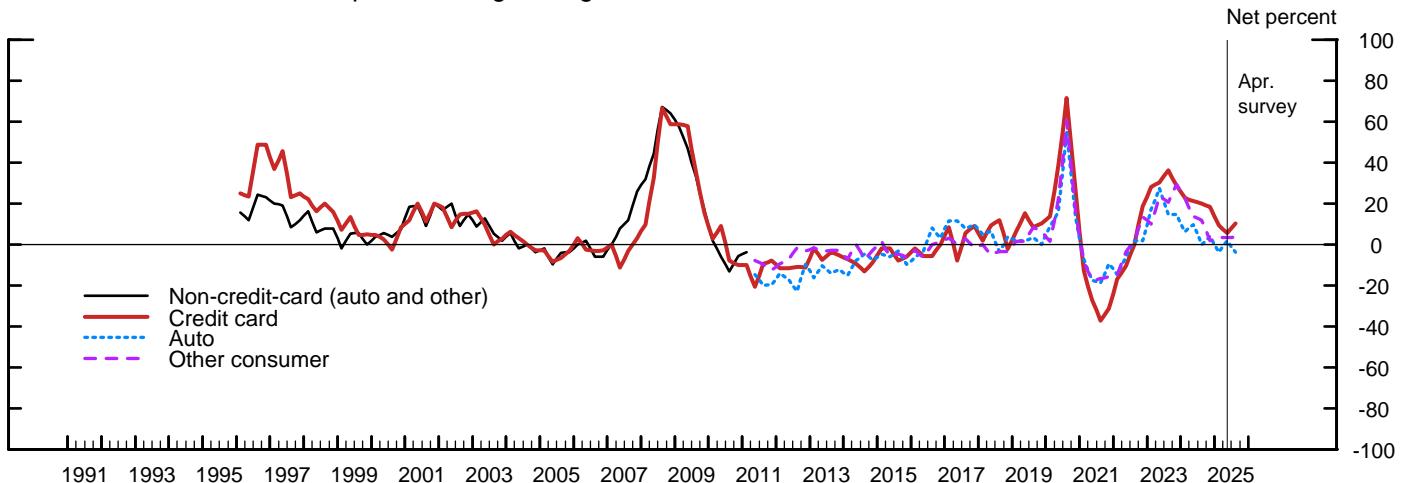


Note: QM is qualified mortgage; GSE is government-sponsored enterprise. For data starting in 2007:Q2, changes in standards and demand for prime, nontraditional, and subprime mortgage loans are reported separately. For data starting in 2015:Q1, changes in standards and demand were expanded into the following 7 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 3 or fewer.

Source: Federal Reserve Board, Senior Loan Officer Opinion Survey on Bank Lending Practices.

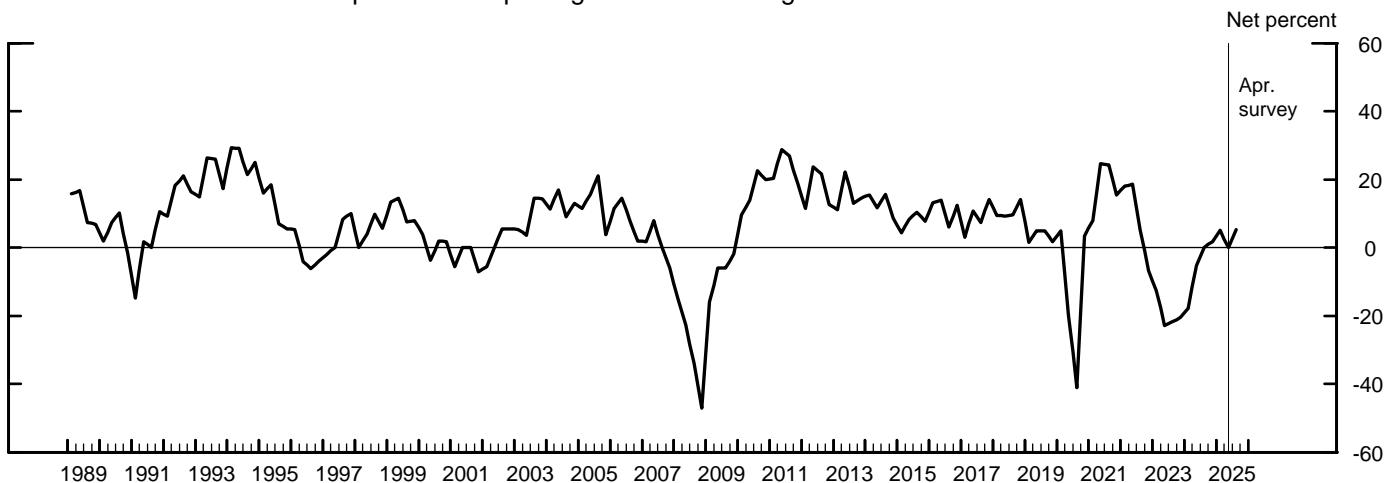
Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

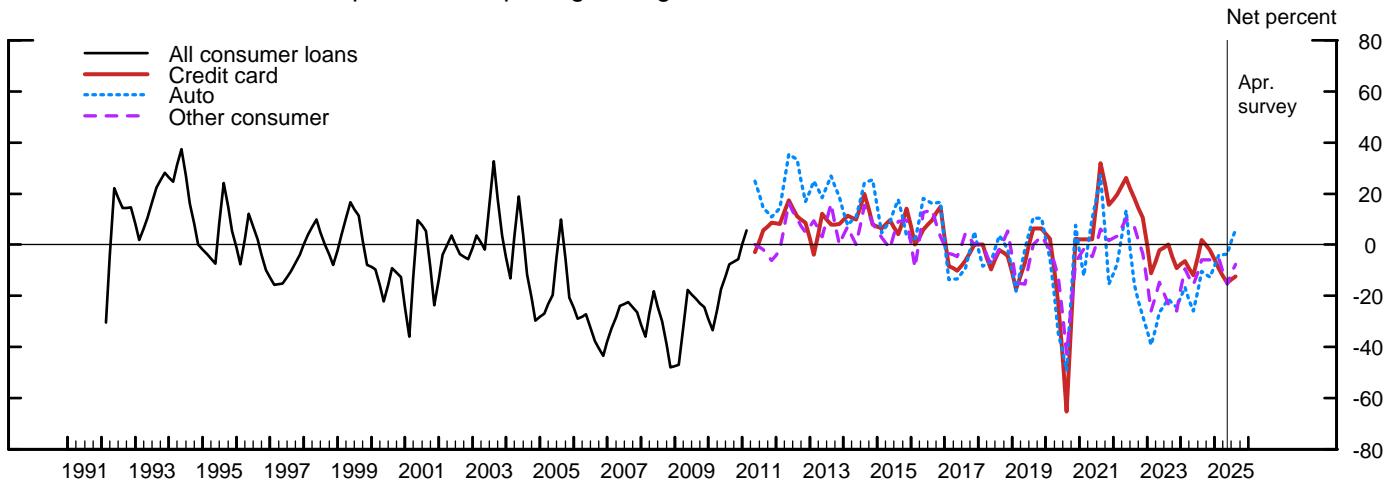


Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

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 July 2025)

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 | 2 | 3.2 | 0 | 0.0 | 2 | 4.9 |
| Tightened somewhat | 6 | 9.5 | 2 | 9.1 | 4 | 9.8 |
| Remained basically unchanged | 53 | 84.1 | 19 | 86.4 | 34 | 82.9 |
| Eased somewhat | 2 | 3.2 | 1 | 4.5 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 63 | 100 | 22 | 100 | 41 | 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 | 3 | 4.9 | 0 | 0.0 | 3 | 7.3 |
| Tightened somewhat | 4 | 6.6 | 1 | 5.0 | 3 | 7.3 |
| Remained basically unchanged | 52 | 85.2 | 19 | 95.0 | 33 | 80.5 |
| Eased somewhat | 2 | 3.3 | 0 | 0.0 | 2 | 4.9 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 20 | 100 | 41 | 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 | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Tightened somewhat | 3 | 4.8 | 1 | 4.5 | 2 | 4.9 |
| Remained basically unchanged | 54 | 85.7 | 17 | 77.3 | 37 | 90.2 |
| Eased somewhat | 5 | 7.9 | 4 | 18.2 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 63 | 100 | 22 | 100 | 41 | 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 | 1 | 1.6 | 0 | 0.0 | 1 | 2.5 |
| Remained basically unchanged | 59 | 95.2 | 22 | 100.0 | 37 | 92.5 |
| Eased somewhat | 2 | 3.2 | 0 | 0.0 | 2 | 5.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 62 | 100 | 22 | 100 | 40 | 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 | 3 | 4.9 | 0 | 0.0 | 3 | 7.7 |
| Remained basically unchanged | 55 | 90.2 | 21 | 95.5 | 34 | 87.2 |
| Eased somewhat | 3 | 4.9 | 1 | 4.5 | 2 | 5.1 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 22 | 100 | 39 | 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 | 6.3 | 0 | 0.0 | 4 | 9.8 |
| Remained basically unchanged | 49 | 77.8 | 18 | 81.8 | 31 | 75.6 |
| Eased somewhat | 10 | 15.9 | 4 | 18.2 | 6 | 14.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 63 | 100 | 22 | 100 | 41 | 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 | 5 | 8.2 | 1 | 4.5 | 4 | 10.3 |
| Remained basically unchanged | 55 | 90.2 | 20 | 90.9 | 35 | 89.7 |
| Eased somewhat | 1 | 1.6 | 1 | 4.5 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 22 | 100 | 39 | 100 |

f. Loan covenants

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.6 | 0 | 0.0 | 1 | 2.5 |
| Tightened somewhat | 3 | 4.8 | 1 | 4.5 | 2 | 5.0 |
| Remained basically unchanged | 56 | 90.3 | 19 | 86.4 | 37 | 92.5 |
| Eased somewhat | 2 | 3.2 | 2 | 9.1 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 62 | 100 | 22 | 100 | 40 | 100 |

g. Collateralization requirements

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.6 | 0 | 0.0 | 1 | 2.5 |
| Tightened somewhat | 3 | 4.8 | 0 | 0.0 | 3 | 7.5 |
| Remained basically unchanged | 58 | 93.5 | 22 | 100.0 | 36 | 90.0 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 62 | 100 | 22 | 100 | 40 | 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 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Tightened somewhat | 3 | 4.8 | 0 | 0.0 | 3 | 7.3 |
| Remained basically unchanged | 58 | 92.1 | 22 | 100.0 | 36 | 87.8 |
| Eased somewhat | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 63 | 100 | 22 | 100 | 41 | 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 | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Tightened somewhat | 5 | 8.2 | 2 | 10.0 | 3 | 7.3 |
| Remained basically unchanged | 54 | 88.5 | 17 | 85.0 | 37 | 90.2 |
| Eased somewhat | 1 | 1.6 | 1 | 5.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 20 | 100 | 41 | 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 | 3 | 5.3 | 0 | 0.0 | 3 | 7.9 |
| Remained basically unchanged | 54 | 94.7 | 19 | 100.0 | 35 | 92.1 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 57 | 100 | 19 | 100 | 38 | 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 | 3.3 | 0 | 0.0 | 2 | 4.9 |
| Remained basically unchanged | 56 | 91.8 | 18 | 90.0 | 38 | 92.7 |
| Eased somewhat | 3 | 4.9 | 2 | 10.0 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 20 | 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 | 6.8 | 1 | 5.0 | 3 | 7.7 |
| Remained basically unchanged | 49 | 83.1 | 17 | 85.0 | 32 | 82.1 |
| Eased somewhat | 6 | 10.2 | 2 | 10.0 | 4 | 10.3 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 59 | 100 | 20 | 100 | 39 | 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 | 4 | 6.6 | 0 | 0.0 | 4 | 9.8 |
| Remained basically unchanged | 57 | 93.4 | 20 | 100.0 | 37 | 90.2 |
| 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 | 20 | 100 | 41 | 100 |

f. Loan covenants

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.7 | 0 | 0.0 | 1 | 2.5 |
| Tightened somewhat | 4 | 6.7 | 1 | 5.0 | 3 | 7.5 |
| Remained basically unchanged | 54 | 90.0 | 18 | 90.0 | 36 | 90.0 |
| Eased somewhat | 1 | 1.7 | 1 | 5.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 60 | 100 | 20 | 100 | 40 | 100 |

g. Collateralization requirements

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.7 | 0 | 0.0 | 1 | 2.5 |
| Tightened somewhat | 4 | 6.7 | 0 | 0.0 | 4 | 10.0 |
| Remained basically unchanged | 55 | 91.7 | 20 | 100.0 | 35 | 87.5 |
| 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 | 20 | 100 | 40 | 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 | 1.7 | 0 | 0.0 | 1 | 2.4 |
| Tightened somewhat | 1 | 1.7 | 0 | 0.0 | 1 | 2.4 |
| Remained basically unchanged | 58 | 96.7 | 19 | 100.0 | 39 | 95.1 |
| 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 | 19 | 100 | 41 | 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 the following possible reasons been 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 | 12 | 80.0 | 3 | 100.0 | 9 | 75.0 |
| Somewhat Important | 2 | 13.3 | 0 | 0.0 | 2 | 16.7 |
| Very Important | 1 | 6.7 | 0 | 0.0 | 1 | 8.3 |
| Total | 15 | 100 | 3 | 100 | 12 | 100 |

b. Less favorable or more uncertain economic outlook

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 1 | 6.7 | 0 | 0.0 | 1 | 8.3 |
| Somewhat Important | 9 | 60.0 | 3 | 100.0 | 6 | 50.0 |
| Very Important | 5 | 33.3 | 0 | 0.0 | 5 | 41.7 |
| Total | 15 | 100 | 3 | 100 | 12 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 6 | 42.9 | 1 | 33.3 | 5 | 45.5 |
| Somewhat Important | 4 | 28.6 | 2 | 66.7 | 2 | 18.2 |
| Very Important | 4 | 28.6 | 0 | 0.0 | 4 | 36.4 |
| Total | 14 | 100 | 3 | 100 | 11 | 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 | 86.7 | 3 | 100.0 | 10 | 83.3 |
| Somewhat Important | 2 | 13.3 | 0 | 0.0 | 2 | 16.7 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 15 | 100 | 3 | 100 | 12 | 100 |

e. Reduced tolerance for risk

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 8 | 53.3 | 2 | 66.7 | 6 | 50.0 |
| Somewhat Important | 6 | 40.0 | 1 | 33.3 | 5 | 41.7 |
| Very Important | 1 | 6.7 | 0 | 0.0 | 1 | 8.3 |
| Total | 15 | 100 | 3 | 100 | 12 | 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 | 86.7 | 3 | 100.0 | 10 | 83.3 |
| Somewhat Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Very Important | 2 | 13.3 | 0 | 0.0 | 2 | 16.7 |
| Total | 15 | 100 | 3 | 100 | 12 | 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 | 13 | 86.7 | 3 | 100.0 | 10 | 83.3 |
| Somewhat Important | 2 | 13.3 | 0 | 0.0 | 2 | 16.7 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 15 | 100 | 3 | 100 | 12 | 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 | 5 | 33.3 | 1 | 33.3 | 4 | 33.3 |
| Somewhat Important | 8 | 53.3 | 2 | 66.7 | 6 | 50.0 |
| Very Important | 2 | 13.3 | 0 | 0.0 | 2 | 16.7 |
| Total | 15 | 100 | 3 | 100 | 12 | 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 | 12 | 75.0 | 7 | 87.5 | 5 | 62.5 |
| Somewhat Important | 4 | 25.0 | 1 | 12.5 | 3 | 37.5 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 16 | 100 | 8 | 100 | 8 | 100 |

b. More favorable or less uncertain economic outlook

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 10 | 62.5 | 5 | 62.5 | 5 | 62.5 |
| Somewhat Important | 5 | 31.2 | 3 | 37.5 | 2 | 25.0 |
| Very Important | 1 | 6.2 | 0 | 0.0 | 1 | 12.5 |
| Total | 16 | 100 | 8 | 100 | 8 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 12 | 85.7 | 6 | 85.7 | 6 | 85.7 |
| Somewhat Important | 2 | 14.3 | 1 | 14.3 | 1 | 14.3 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 14 | 100 | 7 | 100 | 7 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 2 | 12.5 | 1 | 12.5 | 1 | 12.5 |
| Somewhat Important | 8 | 50.0 | 4 | 50.0 | 4 | 50.0 |
| Very Important | 6 | 37.5 | 3 | 37.5 | 3 | 37.5 |
| Total | 16 | 100 | 8 | 100 | 8 | 100 |

e. Increased tolerance for risk

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 11 | 68.8 | 6 | 75.0 | 5 | 62.5 |
| Somewhat Important | 5 | 31.2 | 2 | 25.0 | 3 | 37.5 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 16 | 100 | 8 | 100 | 8 | 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 | 13 | 81.2 | 7 | 87.5 | 6 | 75.0 |
| Somewhat Important | 3 | 18.8 | 1 | 12.5 | 2 | 25.0 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 16 | 100 | 8 | 100 | 8 | 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 | 14 | 87.5 | 7 | 87.5 | 7 | 87.5 |
| Somewhat Important | 2 | 12.5 | 1 | 12.5 | 1 | 12.5 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 16 | 100 | 8 | 100 | 8 | 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 | 14 | 87.5 | 8 | 100.0 | 6 | 75.0 |
| Somewhat Important | 2 | 12.5 | 0 | 0.0 | 2 | 25.0 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 16 | 100 | 8 | 100 | 8 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 3 | 4.8 | 2 | 9.1 | 1 | 2.4 |
| About the same | 39 | 61.9 | 14 | 63.6 | 25 | 61.0 |
| Moderately weaker | 21 | 33.3 | 6 | 27.3 | 15 | 36.6 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 63 | 100 | 22 | 100 | 41 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Substantially stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 4 | 6.6 | 2 | 10.0 | 2 | 4.9 |
| About the same | 36 | 59.0 | 11 | 55.0 | 25 | 61.0 |
| Moderately weaker | 20 | 32.8 | 7 | 35.0 | 13 | 31.7 |
| Substantially weaker | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Total | 61 | 100 | 20 | 100 | 41 | 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 the following possible reasons been 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 | 2 | 33.3 | 1 | 25.0 | 1 | 50.0 |
| Somewhat Important | 4 | 66.7 | 3 | 75.0 | 1 | 50.0 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 6 | 100 | 4 | 100 | 2 | 100 |

b. Customer accounts receivable financing needs increased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 3 | 50.0 | 2 | 50.0 | 1 | 50.0 |
| Somewhat Important | 3 | 50.0 | 2 | 50.0 | 1 | 50.0 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 6 | 100 | 4 | 100 | 2 | 100 |

c. Customer investment in plant or equipment increased

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

d. Customer internally generated funds decreased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 4 | 66.7 | 3 | 75.0 | 1 | 50.0 |
| Somewhat Important | 1 | 16.7 | 1 | 25.0 | 0 | 0.0 |
| Very Important | 1 | 16.7 | 0 | 0.0 | 1 | 50.0 |
| Total | 6 | 100 | 4 | 100 | 2 | 100 |

e. Customer merger or acquisition financing needs increased

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 5 | 83.3 | 4 | 100.0 | 1 | 50.0 |
| Somewhat Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Very Important | 1 | 16.7 | 0 | 0.0 | 1 | 50.0 |
| Total | 6 | 100 | 4 | 100 | 2 | 100 |

g. Customer precautionary demand for cash and liquidity increased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 3 | 50.0 | 2 | 50.0 | 1 | 50.0 |
| Somewhat Important | 2 | 33.3 | 2 | 50.0 | 0 | 0.0 |
| Very Important | 1 | 16.7 | 0 | 0.0 | 1 | 50.0 |
| Total | 6 | 100 | 4 | 100 | 2 | 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 | 10 | 47.6 | 5 | 83.3 | 5 | 33.3 |
| Somewhat Important | 10 | 47.6 | 1 | 16.7 | 9 | 60.0 |
| Very Important | 1 | 4.8 | 0 | 0.0 | 1 | 6.7 |
| Total | 21 | 100 | 6 | 100 | 15 | 100 |

b. Customer accounts receivable financing needs decreased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 11 | 52.4 | 5 | 83.3 | 6 | 40.0 |
| Somewhat Important | 10 | 47.6 | 1 | 16.7 | 9 | 60.0 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 21 | 100 | 6 | 100 | 15 | 100 |

c. Customer investment in plant or equipment decreased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 3 | 14.3 | 2 | 33.3 | 1 | 6.7 |
| Somewhat Important | 12 | 57.1 | 2 | 33.3 | 10 | 66.7 |
| Very Important | 6 | 28.6 | 2 | 33.3 | 4 | 26.7 |
| Total | 21 | 100 | 6 | 100 | 15 | 100 |

d. Customer internally generated funds increased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 13 | 65.0 | 4 | 66.7 | 9 | 64.3 |
| Somewhat Important | 6 | 30.0 | 1 | 16.7 | 5 | 35.7 |
| Very Important | 1 | 5.0 | 1 | 16.7 | 0 | 0.0 |
| Total | 20 | 100 | 6 | 100 | 14 | 100 |

e. Customer merger or acquisition financing needs decreased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 4 | 19.0 | 1 | 16.7 | 3 | 20.0 |
| Somewhat Important | 14 | 66.7 | 3 | 50.0 | 11 | 73.3 |
| Very Important | 3 | 14.3 | 2 | 33.3 | 1 | 6.7 |
| Total | 21 | 100 | 6 | 100 | 15 | 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 | 14 | 66.7 | 3 | 50.0 | 11 | 73.3 |
| Somewhat Important | 5 | 23.8 | 3 | 50.0 | 2 | 13.3 |
| Very Important | 2 | 9.5 | 0 | 0.0 | 2 | 13.3 |
| Total | 21 | 100 | 6 | 100 | 15 | 100 |

g. Customer precautionary demand for cash and liquidity decreased

| | All Respondents | | Large Banks | | Other Banks | |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Not Important | 13 | 61.9 | 4 | 66.7 | 9 | 60.0 |
| Somewhat Important | 8 | 38.1 | 2 | 33.3 | 6 | 40.0 |
| Very Important | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 21 | 100 | 6 | 100 | 15 | 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 | 9 | 14.8 | 3 | 14.3 | 6 | 15.0 |
| The number of inquiries has stayed about the same | 35 | 57.4 | 14 | 66.7 | 21 | 52.5 |
| The number of inquiries has decreased moderately | 16 | 26.2 | 4 | 19.0 | 12 | 30.0 |
| The number of inquiries has decreased substantially | 1 | 1.6 | 0 | 0.0 | 1 | 2.5 |
| Total | 61 | 100 | 21 | 100 | 40 | 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 | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Tightened somewhat | 10 | 16.1 | 1 | 4.8 | 9 | 22.0 |
| Remained basically unchanged | 46 | 74.2 | 16 | 76.2 | 30 | 73.2 |
| Eased somewhat | 5 | 8.1 | 4 | 19.0 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 62 | 100 | 21 | 100 | 41 | 100 |

For this question, 1 respondent 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 | 11 | 18.0 | 1 | 5.0 | 10 | 24.4 |
| Remained basically unchanged | 46 | 75.4 | 16 | 80.0 | 30 | 73.2 |
| Eased somewhat | 4 | 6.6 | 3 | 15.0 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 20 | 100 | 41 | 100 |

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Tightened somewhat | 9 | 14.5 | 0 | 0.0 | 9 | 22.0 |
| Remained basically unchanged | 45 | 72.6 | 15 | 71.4 | 30 | 73.2 |
| Eased somewhat | 7 | 11.3 | 6 | 28.6 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 62 | 100 | 21 | 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 | 9.7 | 4 | 19.0 | 2 | 4.9 |
| About the same | 43 | 69.4 | 16 | 76.2 | 27 | 65.9 |
| Moderately weaker | 12 | 19.4 | 1 | 4.8 | 11 | 26.8 |
| Substantially weaker | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Total | 62 | 100 | 21 | 100 | 41 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 6 | 9.8 | 5 | 25.0 | 1 | 2.4 |
| About the same | 42 | 68.9 | 14 | 70.0 | 28 | 68.3 |
| Moderately weaker | 13 | 21.3 | 1 | 5.0 | 12 | 29.3 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 20 | 100 | 41 | 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 | 11 | 17.7 | 8 | 38.1 | 3 | 7.3 |
| About the same | 38 | 61.3 | 12 | 57.1 | 26 | 63.4 |
| Moderately weaker | 12 | 19.4 | 1 | 4.8 | 11 | 26.8 |
| Substantially weaker | 1 | 1.6 | 0 | 0.0 | 1 | 2.4 |
| Total | 62 | 100 | 21 | 100 | 41 | 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. (Please exclude loans classified by your bank as **subprime** in this category.)
- 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 | 1.7 | 0 | 0.0 | 1 | 2.4 |
| Remained basically unchanged | 58 | 96.7 | 18 | 94.7 | 40 | 97.6 |
| Eased somewhat | 1 | 1.7 | 1 | 5.3 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 60 | 100 | 19 | 100 | 41 | 100 |

For this question, 4 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 | 0 | 0.0 | 1 | 2.5 |
| Remained basically unchanged | 54 | 96.4 | 16 | 100.0 | 38 | 95.0 |
| Eased somewhat | 1 | 1.8 | 0 | 0.0 | 1 | 2.5 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 56 | 100 | 16 | 100 | 40 | 100 |

For this question, 7 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 | 1.8 | 0 | 0.0 | 1 | 2.6 |
| Remained basically unchanged | 54 | 94.7 | 16 | 88.9 | 38 | 97.4 |
| Eased somewhat | 2 | 3.5 | 2 | 11.1 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 57 | 100 | 18 | 100 | 39 | 100 |

For this question, 5 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 | 3 | 5.0 | 0 | 0.0 | 3 | 7.5 |
| Remained basically unchanged | 54 | 90.0 | 17 | 85.0 | 37 | 92.5 |
| Eased somewhat | 3 | 5.0 | 3 | 15.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 60 | 100 | 20 | 100 | 40 | 100 |

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 | 3 | 5.8 | 0 | 0.0 | 3 | 8.8 |
| Remained basically unchanged | 46 | 88.5 | 15 | 83.3 | 31 | 91.2 |
| Eased somewhat | 3 | 5.8 | 3 | 16.7 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 18 | 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 | 2.0 | 0 | 0.0 | 1 | 2.9 |
| Remained basically unchanged | 49 | 98.0 | 16 | 100.0 | 33 | 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 | 50 | 100 | 16 | 100 | 34 | 100 |

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Remained basically unchanged | 16 | 100.0 | 2 | 100.0 | 14 | 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 | 16 | 100 | 2 | 100 | 14 | 100 |

For this question, 47 respondents answered "My bank does not originate subprime residential mortgages."

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

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Substantially stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 10 | 16.7 | 5 | 26.3 | 5 | 12.2 |
| About the same | 35 | 58.3 | 11 | 57.9 | 24 | 58.5 |
| Moderately weaker | 14 | 23.3 | 3 | 15.8 | 11 | 26.8 |
| Substantially weaker | 1 | 1.7 | 0 | 0.0 | 1 | 2.4 |
| Total | 60 | 100 | 19 | 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 | 5 | 8.9 | 3 | 18.8 | 2 | 5.0 |
| About the same | 38 | 67.9 | 11 | 68.8 | 27 | 67.5 |
| Moderately weaker | 12 | 21.4 | 2 | 12.5 | 10 | 25.0 |
| Substantially weaker | 1 | 1.8 | 0 | 0.0 | 1 | 2.5 |
| Total | 56 | 100 | 16 | 100 | 40 | 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 | 1 | 1.7 | 1 | 5.6 | 0 | 0.0 |
| Moderately stronger | 4 | 6.9 | 1 | 5.6 | 3 | 7.5 |
| About the same | 41 | 70.7 | 15 | 83.3 | 26 | 65.0 |
| Moderately weaker | 11 | 19.0 | 1 | 5.6 | 10 | 25.0 |
| Substantially weaker | 1 | 1.7 | 0 | 0.0 | 1 | 2.5 |
| Total | 58 | 100 | 18 | 100 | 40 | 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 | 1.7 | 1 | 5.0 | 0 | 0.0 |
| Moderately stronger | 7 | 11.9 | 4 | 20.0 | 3 | 7.7 |
| About the same | 41 | 69.5 | 14 | 70.0 | 27 | 69.2 |
| Moderately weaker | 10 | 16.9 | 1 | 5.0 | 9 | 23.1 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 59 | 100 | 20 | 100 | 39 | 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 | 4 | 7.7 | 2 | 11.1 | 2 | 5.9 |
| About the same | 38 | 73.1 | 15 | 83.3 | 23 | 67.6 |
| Moderately weaker | 10 | 19.2 | 1 | 5.6 | 9 | 26.5 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 18 | 100 | 34 | 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 | 2 | 4.0 | 1 | 6.2 | 1 | 2.9 |
| About the same | 35 | 70.0 | 13 | 81.2 | 22 | 64.7 |
| Moderately weaker | 12 | 24.0 | 1 | 6.2 | 11 | 32.4 |
| Substantially weaker | 1 | 2.0 | 1 | 6.2 | 0 | 0.0 |
| Total | 50 | 100 | 16 | 100 | 34 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Substantially stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Moderately stronger | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| About the same | 12 | 80.0 | 1 | 100.0 | 11 | 78.6 |
| Moderately weaker | 3 | 20.0 | 0 | 0.0 | 3 | 21.4 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 15 | 100 | 1 | 100 | 14 | 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 | 4 | 6.9 | 0 | 0.0 | 4 | 9.8 |
| Remained basically unchanged | 53 | 91.4 | 17 | 100.0 | 36 | 87.8 |
| Eased somewhat | 1 | 1.7 | 0 | 0.0 | 1 | 2.4 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100 | 17 | 100 | 41 | 100 |

For this question, 5 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 | 2 | 3.4 | 2 | 11.8 | 0 | 0.0 |
| Moderately stronger | 12 | 20.7 | 7 | 41.2 | 5 | 12.2 |
| About the same | 38 | 65.5 | 8 | 47.1 | 30 | 73.2 |
| Moderately weaker | 6 | 10.3 | 0 | 0.0 | 6 | 14.6 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100 | 17 | 100 | 41 | 100 |

Questions 17-26 ask about consumer lending at your bank. Question 17 deals with changes in your bank's willingness to make consumer installment loans over the past three months.

Questions 18-23 deal with changes in credit standards and loan terms over the same period.

Questions 24-26 deal with changes in demand for consumer loans over the past three months. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

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

| | All Respondents | | Large Banks | | Other Banks | |
|-----------------------|-----------------|---------|-------------|---------|-------------|---------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Much more willing | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat more willing | 5 | 8.9 | 4 | 21.1 | 1 | 2.7 |
| About unchanged | 49 | 87.5 | 15 | 78.9 | 34 | 91.9 |
| Somewhat less willing | 2 | 3.6 | 0 | 0.0 | 2 | 5.4 |
| Much less willing | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 56 | 100 | 19 | 100 | 37 | 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 | 7 | 14.6 | 4 | 20.0 | 3 | 10.7 |
| Remained basically unchanged | 39 | 81.2 | 14 | 70.0 | 25 | 89.3 |
| Eased somewhat | 2 | 4.2 | 2 | 10.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 48 | 100 | 20 | 100 | 28 | 100 |

For this question, 15 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 | 2 | 3.8 | 1 | 5.9 | 1 | 2.9 |
| Remained basically unchanged | 46 | 88.5 | 13 | 76.5 | 33 | 94.3 |
| Eased somewhat | 4 | 7.7 | 3 | 17.6 | 1 | 2.9 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 100 | 35 | 100 |

For this question, 11 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 | 3 | 5.7 | 1 | 6.7 | 2 | 5.3 |
| Remained basically unchanged | 49 | 92.5 | 14 | 93.3 | 35 | 92.1 |
| Eased somewhat | 1 | 1.9 | 0 | 0.0 | 1 | 2.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 53 | 100 | 15 | 100 | 38 | 100 |

For this question, 10 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 | 4 | 8.3 | 2 | 10.0 | 2 | 7.1 |
| Remained basically unchanged | 43 | 89.6 | 17 | 85.0 | 26 | 92.9 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 1 | 2.1 | 1 | 5.0 | 0 | 0.0 |
| Total | 48 | 100 | 20 | 100 | 28 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 1 | 2.1 | 1 | 5.0 | 0 | 0.0 |
| Remained basically unchanged | 45 | 93.8 | 18 | 90.0 | 27 | 96.4 |
| Eased somewhat | 2 | 4.2 | 1 | 5.0 | 1 | 3.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 48 | 100 | 20 | 100 | 28 | 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 | 48 | 100.0 | 20 | 100.0 | 28 | 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 | 48 | 100 | 20 | 100 | 28 | 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 | 5 | 10.4 | 3 | 15.0 | 2 | 7.1 |
| Remained basically unchanged | 42 | 87.5 | 16 | 80.0 | 26 | 92.9 |
| Eased somewhat | 1 | 2.1 | 1 | 5.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 48 | 100 | 20 | 100 | 28 | 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 | 3 | 6.2 | 2 | 10.0 | 1 | 3.6 |
| Remained basically unchanged | 45 | 93.8 | 18 | 90.0 | 27 | 96.4 |
| Eased somewhat | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 48 | 100 | 20 | 100 | 28 | 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 | 49 | 94.2 | 15 | 88.2 | 34 | 97.1 |
| Eased somewhat | 2 | 3.8 | 2 | 11.8 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 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 | 2 | 3.8 | 1 | 5.9 | 1 | 2.9 |
| Remained basically unchanged | 43 | 82.7 | 12 | 70.6 | 31 | 88.6 |
| Eased somewhat | 7 | 13.5 | 4 | 23.5 | 3 | 8.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 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 | 1 | 1.9 | 0 | 0.0 | 1 | 2.9 |
| Remained basically unchanged | 50 | 96.2 | 16 | 94.1 | 34 | 97.1 |
| Eased somewhat | 1 | 1.9 | 1 | 5.9 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 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 | 1 | 1.9 | 0 | 0.0 | 1 | 2.9 |
| Remained basically unchanged | 49 | 94.2 | 15 | 88.2 | 34 | 97.1 |
| Eased somewhat | 2 | 3.8 | 2 | 11.8 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 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 | 1 | 1.9 | 0 | 0.0 | 1 | 2.9 |
| Remained basically unchanged | 50 | 96.2 | 16 | 94.1 | 34 | 97.1 |
| Eased somewhat | 1 | 1.9 | 1 | 5.9 | 0 | 0.0 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 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 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 1 | 1.9 | 0 | 0.0 | 1 | 2.6 |
| Remained basically unchanged | 52 | 98.1 | 15 | 100.0 | 37 | 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 | 53 | 100 | 15 | 100 | 38 | 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 | 1.9 | 0 | 0.0 | 1 | 2.6 |
| Remained basically unchanged | 50 | 94.3 | 14 | 93.3 | 36 | 94.7 |
| Eased somewhat | 2 | 3.8 | 1 | 6.7 | 1 | 2.6 |
| Eased considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 53 | 100 | 15 | 100 | 38 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Tightened considerably | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Tightened somewhat | 1 | 1.9 | 0 | 0.0 | 1 | 2.6 |
| Remained basically unchanged | 52 | 98.1 | 15 | 100.0 | 37 | 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 | 53 | 100 | 15 | 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 | 1 | 1.9 | 0 | 0.0 | 1 | 2.6 |
| Remained basically unchanged | 52 | 98.1 | 15 | 100.0 | 37 | 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 | 53 | 100 | 15 | 100 | 38 | 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 | 3.8 | 0 | 0.0 | 2 | 5.3 |
| Remained basically unchanged | 51 | 96.2 | 15 | 100.0 | 36 | 94.7 |
| 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 | 15 | 100 | 38 | 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 | 4 | 8.3 | 4 | 20.0 | 0 | 0.0 |
| About the same | 34 | 70.8 | 13 | 65.0 | 21 | 75.0 |
| Moderately weaker | 10 | 20.8 | 3 | 15.0 | 7 | 25.0 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 48 | 100 | 20 | 100 | 28 | 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 | 10 | 19.2 | 5 | 29.4 | 5 | 14.3 |
| About the same | 35 | 67.3 | 10 | 58.8 | 25 | 71.4 |
| Moderately weaker | 7 | 13.5 | 2 | 11.8 | 5 | 14.3 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 52 | 100 | 17 | 100 | 35 | 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 | 3 | 5.7 | 2 | 13.3 | 1 | 2.6 |
| About the same | 43 | 81.1 | 12 | 80.0 | 31 | 81.6 |
| Moderately weaker | 7 | 13.2 | 1 | 6.7 | 6 | 15.8 |
| Substantially weaker | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 53 | 100 | 15 | 100 | 38 | 100 |

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range? If a different time frame (other than between 2005 and the present) would better encompass the most recent period over which your bank's standards have spanned the range of easiest to tightest, please indicate that reference range in the comment box below.

A. C&I loans or credit lines:

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|---------|-------------|---------|-------------|---------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 1 | 1.7 | 1 | 4.5 | 0 | 0.0 |
| Significantly easier than the midpoint | 2 | 3.4 | 2 | 9.1 | 0 | 0.0 |
| Somewhat easier than the midpoint | 9 | 15.3 | 4 | 18.2 | 5 | 13.5 |
| Near the midpoint | 34 | 57.6 | 11 | 50.0 | 23 | 62.2 |
| Somewhat tighter than the midpoint | 10 | 16.9 | 4 | 18.2 | 6 | 16.2 |
| Significantly tighter than the midpoint | 3 | 5.1 | 0 | 0.0 | 3 | 8.1 |
| Near the tightest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 59 | 100 | 22 | 100 | 37 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|---------|-------------|---------|-------------|---------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 1 | 1.7 | 1 | 4.5 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 1.7 | 1 | 4.5 | 0 | 0.0 |
| Somewhat easier than the midpoint | 12 | 20.3 | 7 | 31.8 | 5 | 13.5 |
| Near the midpoint | 19 | 32.2 | 7 | 31.8 | 12 | 32.4 |
| Somewhat tighter than the midpoint | 19 | 32.2 | 5 | 22.7 | 14 | 37.8 |
| Significantly tighter than the midpoint | 7 | 11.9 | 1 | 4.5 | 6 | 16.2 |
| Near the tightest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 59 | 100 | 22 | 100 | 37 | 100 |

c. Non-syndicated loans to large and middle-market firms (annual sales of \$50 million or more)

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 1 | 1.6 | 1 | 4.5 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 1.6 | 1 | 4.5 | 0 | 0.0 |
| Somewhat easier than the midpoint | 8 | 13.1 | 5 | 22.7 | 3 | 7.7 |
| Near the midpoint | 40 | 65.6 | 12 | 54.5 | 28 | 71.8 |
| Somewhat tighter than the midpoint | 10 | 16.4 | 3 | 13.6 | 7 | 17.9 |
| Significantly tighter than the midpoint | 1 | 1.6 | 0 | 0.0 | 1 | 2.6 |
| Near the tightest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 61 | 100 | 22 | 100 | 39 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 1 | 1.7 | 1 | 5.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 4 | 6.8 | 2 | 10.0 | 2 | 5.1 |
| Near the midpoint | 41 | 69.5 | 14 | 70.0 | 27 | 69.2 |
| Somewhat tighter than the midpoint | 11 | 18.6 | 2 | 10.0 | 9 | 23.1 |
| Significantly tighter than the midpoint | 2 | 3.4 | 1 | 5.0 | 1 | 2.6 |
| Near the tightest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 59 | 100 | 20 | 100 | 39 | 100 |

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

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 1.7 | 1 | 5.3 | 0 | 0.0 |
| Somewhat easier than the midpoint | 7 | 12.1 | 1 | 5.3 | 6 | 15.4 |
| Near the midpoint | 37 | 63.8 | 13 | 68.4 | 24 | 61.5 |
| Somewhat tighter than the midpoint | 9 | 15.5 | 3 | 15.8 | 6 | 15.4 |
| Significantly tighter than the midpoint | 4 | 6.9 | 1 | 5.3 | 3 | 7.7 |
| Near the tightest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Total | 58 | 100 | 19 | 100 | 39 | 100 |

B. Loans or credit lines secured by commercial real estate:

a. For construction and land development purposes

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 3 | 4.8 | 1 | 4.5 | 2 | 5.0 |
| Near the midpoint | 23 | 37.1 | 10 | 45.5 | 13 | 32.5 |
| Somewhat tighter than the midpoint | 28 | 45.2 | 8 | 36.4 | 20 | 50.0 |
| Significantly tighter than the midpoint | 7 | 11.3 | 2 | 9.1 | 5 | 12.5 |
| Near the tightest level | 1 | 1.6 | 1 | 4.5 | 0 | 0.0 |
| Total | 62 | 100 | 22 | 100 | 40 | 100 |

b. Secured by nonfarm nonresidential properties

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 2 | 3.3 | 0 | 0.0 | 2 | 5.0 |
| Near the midpoint | 26 | 42.6 | 9 | 42.9 | 17 | 42.5 |
| Somewhat tighter than the midpoint | 26 | 42.6 | 9 | 42.9 | 17 | 42.5 |
| Significantly tighter than the midpoint | 5 | 8.2 | 2 | 9.5 | 3 | 7.5 |
| Near the tightest level | 2 | 3.3 | 1 | 4.8 | 1 | 2.5 |
| Total | 61 | 100 | 21 | 100 | 40 | 100 |

c. Secured by multifamily residential properties

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 4 | 6.5 | 2 | 9.1 | 2 | 5.0 |
| Near the midpoint | 30 | 48.4 | 11 | 50.0 | 19 | 47.5 |
| Somewhat tighter than the midpoint | 22 | 35.5 | 7 | 31.8 | 15 | 37.5 |
| Significantly tighter than the midpoint | 5 | 8.1 | 2 | 9.1 | 3 | 7.5 |
| Near the tightest level | 1 | 1.6 | 0 | 0.0 | 1 | 2.5 |
| Total | 62 | 100 | 22 | 100 | 40 | 100 |

C. Loans or credit lines secured by residential real estate (For the jumbo category, consider residential real estate loans that have balances that are above the conforming loan limits announced by the FHFA. For remaining categories, please refer to the definitions of residential real estate loan categories stated in **questions 13-14**):

a. GSE-eligible residential mortgage loans

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 1.8 | 1 | 5.6 | 0 | 0.0 |
| Somewhat easier than the midpoint | 1 | 1.8 | 1 | 5.6 | 0 | 0.0 |
| Near the midpoint | 40 | 71.4 | 11 | 61.1 | 29 | 76.3 |
| Somewhat tighter than the midpoint | 11 | 19.6 | 3 | 16.7 | 8 | 21.1 |
| Significantly tighter than the midpoint | 2 | 3.6 | 2 | 11.1 | 0 | 0.0 |
| Near the tightest level | 1 | 1.8 | 0 | 0.0 | 1 | 2.6 |
| Total | 56 | 100 | 18 | 100 | 38 | 100 |

b. Government residential mortgage loans

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 1.8 | 1 | 5.9 | 0 | 0.0 |
| Somewhat easier than the midpoint | 1 | 1.8 | 0 | 0.0 | 1 | 2.6 |
| Near the midpoint | 39 | 70.9 | 11 | 64.7 | 28 | 73.7 |
| Somewhat tighter than the midpoint | 12 | 21.8 | 4 | 23.5 | 8 | 21.1 |
| Significantly tighter than the midpoint | 1 | 1.8 | 1 | 5.9 | 0 | 0.0 |
| Near the tightest level | 1 | 1.8 | 0 | 0.0 | 1 | 2.6 |
| Total | 55 | 100 | 17 | 100 | 38 | 100 |

c. Jumbo residential mortgage loans

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 2 | 3.6 | 0 | 0.0 | 2 | 5.3 |
| Near the midpoint | 34 | 60.7 | 9 | 50.0 | 25 | 65.8 |
| Somewhat tighter than the midpoint | 14 | 25.0 | 5 | 27.8 | 9 | 23.7 |
| Significantly tighter than the midpoint | 5 | 8.9 | 4 | 22.2 | 1 | 2.6 |
| Near the tightest level | 1 | 1.8 | 0 | 0.0 | 1 | 2.6 |
| Total | 56 | 100 | 18 | 100 | 38 | 100 |

d. Revolving home equity lines of credit

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 1 | 1.9 | 0 | 0.0 | 1 | 2.7 |
| Near the midpoint | 37 | 68.5 | 8 | 47.1 | 29 | 78.4 |
| Somewhat tighter than the midpoint | 10 | 18.5 | 4 | 23.5 | 6 | 16.2 |
| Significantly tighter than the midpoint | 5 | 9.3 | 5 | 29.4 | 0 | 0.0 |
| Near the tightest level | 1 | 1.9 | 0 | 0.0 | 1 | 2.7 |
| Total | 54 | 100 | 17 | 100 | 37 | 100 |

D. Consumer lending (please use your bank's own categorization for credit quality segments):

a. Credit card loans or lines of credit to prime borrowers

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 1.8 | 1 | 5.3 | 0 | 0.0 |
| Somewhat easier than the midpoint | 3 | 5.5 | 0 | 0.0 | 3 | 8.3 |
| Near the midpoint | 38 | 69.1 | 11 | 57.9 | 27 | 75.0 |
| Somewhat tighter than the midpoint | 10 | 18.2 | 5 | 26.3 | 5 | 13.9 |
| Significantly tighter than the midpoint | 1 | 1.8 | 1 | 5.3 | 0 | 0.0 |
| Near the tightest level | 2 | 3.6 | 1 | 5.3 | 1 | 2.8 |
| Total | 55 | 100 | 19 | 100 | 36 | 100 |

b. Credit card loans or lines of credit to subprime borrowers

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 2.3 | 1 | 6.7 | 0 | 0.0 |
| Somewhat easier than the midpoint | 2 | 4.5 | 1 | 6.7 | 1 | 3.4 |
| Near the midpoint | 29 | 65.9 | 8 | 53.3 | 21 | 72.4 |
| Somewhat tighter than the midpoint | 7 | 15.9 | 3 | 20.0 | 4 | 13.8 |
| Significantly tighter than the midpoint | 3 | 6.8 | 1 | 6.7 | 2 | 6.9 |
| Near the tightest level | 2 | 4.5 | 1 | 6.7 | 1 | 3.4 |
| Total | 44 | 100 | 15 | 100 | 29 | 100 |

c. Auto loans to prime borrowers

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 4 | 7.3 | 1 | 5.6 | 3 | 8.1 |
| Near the midpoint | 41 | 74.5 | 12 | 66.7 | 29 | 78.4 |
| Somewhat tighter than the midpoint | 5 | 9.1 | 2 | 11.1 | 3 | 8.1 |
| Significantly tighter than the midpoint | 3 | 5.5 | 2 | 11.1 | 1 | 2.7 |
| Near the tightest level | 2 | 3.6 | 1 | 5.6 | 1 | 2.7 |
| Total | 55 | 100 | 18 | 100 | 37 | 100 |

d. Auto loans to subprime borrowers

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 2.3 | 1 | 7.7 | 0 | 0.0 |
| Somewhat easier than the midpoint | 2 | 4.7 | 1 | 7.7 | 1 | 3.3 |
| Near the midpoint | 26 | 60.5 | 7 | 53.8 | 19 | 63.3 |
| Somewhat tighter than the midpoint | 7 | 16.3 | 1 | 7.7 | 6 | 20.0 |
| Significantly tighter than the midpoint | 3 | 7.0 | 1 | 7.7 | 2 | 6.7 |
| Near the tightest level | 4 | 9.3 | 2 | 15.4 | 2 | 6.7 |
| Total | 43 | 100 | 13 | 100 | 30 | 100 |

e. Consumer loans other than credit card and auto loans

| | All Respondents | | Large Banks | | Other Banks | |
|---|-----------------|------------|-------------|------------|-------------|------------|
| | Banks | Percent | Banks | Percent | Banks | Percent |
| Near the easiest level | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Somewhat easier than the midpoint | 2 | 3.8 | 0 | 0.0 | 2 | 5.6 |
| Near the midpoint | 37 | 71.2 | 8 | 50.0 | 29 | 80.6 |
| Somewhat tighter than the midpoint | 11 | 21.2 | 7 | 43.8 | 4 | 11.1 |
| Significantly tighter than the midpoint | 1 | 1.9 | 1 | 6.2 | 0 | 0.0 |
| Near the tightest level | 1 | 1.9 | 0 | 0.0 | 1 | 2.8 |
| Total | 52 | 100 | 16 | 100 | 36 | 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 \$100 billion or more as of March 31, 2025. The combined assets of the 23 large banks totaled \$13.5 trillion, compared to \$15 trillion for the entire panel of 65 banks, and \$21.1 trillion for all domestically chartered, federally insured commercial banks. [Return to text](#)

Last Update: August 4, 2025

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 July 2025)

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 | 1 | 5.3 |
| Remained basically unchanged | 18 | 94.7 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 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 | 1 | 5.3 |
| Remained basically unchanged | 18 | 94.7 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 100 |

b. Maximum maturity of loans or credit lines

| | All Respondents | |
|------------------------------|-----------------|------------|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 1 | 5.3 |
| Remained basically unchanged | 18 | 94.7 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 100 |

c. Costs of credit lines

| | All Respondents | |
|------------------------------|-----------------|------------|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 1 | 5.3 |
| Remained basically unchanged | 18 | 94.7 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 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 | 5.3 |
| Remained basically unchanged | 17 | 89.5 |
| Eased somewhat | 1 | 5.3 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 100 |

e. Premiums charged on riskier loans

| | All Respondents | |
|------------------------------|-----------------|------------|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 2 | 10.5 |
| Remained basically unchanged | 17 | 89.5 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 100 |

f. Loan covenants

| | All Respondents | |
|------------------------------|-----------------|------------|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 17 | 94.4 |
| Eased somewhat | 1 | 5.6 |
| Eased considerably | 0 | 0.0 |
| Total | 18 | 100 |

g. Collateralization requirements

| | All Respondents | |
|------------------------------|-----------------|------------|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 19 | 100.0 |
| Eased somewhat | 0 | 0.0 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 100 |

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

| | All Respondents | |
|------------------------------|-----------------|------------|
| | Banks | Percent |
| Tightened considerably | 0 | 0.0 |
| Tightened somewhat | 0 | 0.0 |
| Remained basically unchanged | 18 | 94.7 |
| Eased somewhat | 1 | 5.3 |
| Eased considerably | 0 | 0.0 |
| Total | 19 | 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 the following possible reasons been 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

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

b. Less favorable or more uncertain economic outlook

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

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

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

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

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

- e. Reduced tolerance for risk

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

- f. Decreased liquidity in the secondary market for these loans

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

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

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

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

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

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

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

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

- b. More favorable or less uncertain economic outlook

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

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

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

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

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

- e. Increased tolerance for risk

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

- f. Increased liquidity in the secondary market for these loans

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

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

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

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

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

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

| | All Respondents | |
|------------------------|-----------------|------------|
| | Banks | Percent |
| Substantially stronger | 1 | 6.2 |
| Moderately stronger | 2 | 12.5 |
| About the same | 11 | 68.8 |
| Moderately weaker | 2 | 12.5 |
| Substantially weaker | 0 | 0.0 |
| Total | 16 | 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 the following possible reasons been 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 normal 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 | 3 | 21.4 |
| The number of inquiries has stayed about the same | 9 | 64.3 |
| The number of inquiries has decreased moderately | 2 | 14.3 |
| The number of inquiries has decreased substantially | 0 | 0.0 |
| Total | 14 | 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 | 0 | 0.0 |
| Tightened somewhat | 1 | 6.2 |
| 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 | 9 | 56.2 |
| Moderately weaker | 2 | 12.5 |
| Substantially weaker | 0 | 0.0 |
| Total | 16 | 100 |

9. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range? If a different time frame (other than between 2005 and the present) would better encompass the most recent period over which your bank's standards have spanned the range of easiest to tightest, please indicate that reference range in the comment box below.

A. C&I loans or credit lines:

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

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 3 | 17.6 |
| Somewhat easier than the midpoint | 2 | 11.8 |
| Near the midpoint | 10 | 58.8 |
| Somewhat tighter than the midpoint | 1 | 5.9 |
| Significantly tighter than the midpoint | 0 | 0.0 |
| Near the tightest level | 1 | 5.9 |
| Total | 17 | 100 |

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

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 5.6 |
| Somewhat easier than the midpoint | 5 | 27.8 |
| Near the midpoint | 5 | 27.8 |
| Somewhat tighter than the midpoint | 4 | 22.2 |
| Significantly tighter than the midpoint | 2 | 11.1 |
| Near the tightest level | 1 | 5.6 |
| Total | 18 | 100 |

c. Non-syndicated loans to large and middle-market firms (annual sales of \$50 million or more)

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 1 | 6.7 |
| Somewhat easier than the midpoint | 2 | 13.3 |
| Near the midpoint | 10 | 66.7 |
| Somewhat tighter than the midpoint | 1 | 6.7 |
| Significantly tighter than the midpoint | 0 | 0.0 |
| Near the tightest level | 1 | 6.7 |
| Total | 15 | 100 |

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

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 |
| Somewhat easier than the midpoint | 4 | 26.7 |
| Near the midpoint | 6 | 40.0 |
| Somewhat tighter than the midpoint | 3 | 20.0 |
| Significantly tighter than the midpoint | 0 | 0.0 |
| Near the tightest level | 2 | 13.3 |
| Total | 15 | 100 |

B. Loans or credit lines secured by commercial real estate:

a. For construction and land development purposes

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 |
| Somewhat easier than the midpoint | 2 | 13.3 |
| Near the midpoint | 5 | 33.3 |
| Somewhat tighter than the midpoint | 3 | 20.0 |
| Significantly tighter than the midpoint | 4 | 26.7 |
| Near the tightest level | 1 | 6.7 |
| Total | 15 | 100 |

b. Secured by nonfarm nonresidential properties

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 |
| Somewhat easier than the midpoint | 3 | 21.4 |
| Near the midpoint | 4 | 28.6 |
| Somewhat tighter than the midpoint | 2 | 14.3 |
| Significantly tighter than the midpoint | 4 | 28.6 |
| Near the tightest level | 1 | 7.1 |
| Total | 14 | 100 |

c. Secured by multifamily residential properties

| | All Respondents | |
|---|-----------------|------------|
| | Banks | Percent |
| Near the easiest level | 0 | 0.0 |
| Significantly easier than the midpoint | 0 | 0.0 |
| Somewhat easier than the midpoint | 3 | 18.8 |
| Near the midpoint | 5 | 31.2 |
| Somewhat tighter than the midpoint | 2 | 12.5 |
| Significantly tighter than the midpoint | 4 | 25.0 |
| Near the tightest level | 2 | 12.5 |
| Total | 16 | 100 |

1. As of March 31, 2025, the 19 respondents had combined assets of \$1.8 trillion, compared to \$3.3 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. [Return to text](#)

Last Update: August 4, 2025