

## Table 1

### Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Large Banks in the United States<sup>1</sup>

(Status of Policy as of April 2018)

**Questions 1-6** ask about commercial and industrial (C&I) loans at your bank. Questions 1-3 deal with changes in your bank's lending policies over the past three months. Questions 4-5 deal with changes in demand for C&I loans over the past three months. Question 6 asks about changes in prospective demand for C&I loans at your bank, as indicated by the volume of recent inquiries about the availability of new credit lines or increases in existing lines. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—to large and middle-market firms and to small firms changed? (If your bank defines firm size differently from the categories suggested below, please use your definitions and indicate what they are.)

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	1	2.2	0	0.0
Remained basically unchanged	61	85.9	38	82.6	23	92.0
Eased somewhat	9	12.7	7	15.2	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.5	1	2.4	0	0.0
Remained basically unchanged	63	94.0	39	92.9	24	96.0
Eased somewhat	3	4.5	2	4.8	1	4.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>67</b>	<b>100</b>	<b>42</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	1.4	1	2.2	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	84.3	36	78.3	23	95.8
Eased somewhat	10	14.3	9	19.6	1	4.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	65	92.9	43	93.5	22	91.7
Eased somewhat	4	5.7	2	4.3	2	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	2	2.9	1	2.2	1	4.2
Remained basically unchanged	55	78.6	33	71.7	22	91.7
Eased somewhat	12	17.1	11	23.9	1	4.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	4	5.7	1	2.2	3	12.5
Remained basically unchanged	43	61.4	24	52.2	19	79.2
Eased somewhat	22	31.4	20	43.5	2	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	2	2.9	1	2.2	1	4.2
Remained basically unchanged	58	82.9	37	80.4	21	87.5
Eased somewhat	9	12.9	7	15.2	2	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	1	1.4	0	0.0	1	4.2
Remained basically unchanged	55	79.7	35	77.8	20	83.3
Eased somewhat	12	17.4	9	20.0	3	12.5
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>24</b>	<b>100</b>

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	64	91.4	41	89.1	23	95.8
Eased somewhat	5	7.1	4	8.7	1	4.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	1	1.4	0	0.0	1	4.2
Remained basically unchanged	56	81.2	36	80.0	20	83.3
Eased somewhat	8	11.6	6	13.3	2	8.3
Eased considerably	3	4.3	2	4.4	1	4.2
<b>Total</b>	<b>69</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

a. Maximum size of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	67	100.0	43	100.0	24	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>67</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>24</b>	<b>100</b>

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	64	94.1	41	95.3	23	92.0
Eased somewhat	4	5.9	2	4.7	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>25</b>	<b>100</b>

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	2.3	1	4.0
Remained basically unchanged	58	85.3	35	81.4	23	92.0
Eased somewhat	8	11.8	7	16.3	1	4.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.9	1	2.3	3	12.0
Remained basically unchanged	50	73.5	30	69.8	20	80.0
Eased somewhat	14	20.6	12	27.9	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	1	1.5	0	0.0	1	4.0
Remained basically unchanged	63	94.0	41	97.6	22	88.0
Eased somewhat	3	4.5	1	2.4	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>67</b>	<b>100</b>	<b>42</b>	<b>100</b>	<b>25</b>	<b>100</b>

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	63	94.0	40	93.0	23	95.8
Eased somewhat	4	6.0	3	7.0	1	4.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>67</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>24</b>	<b>100</b>

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	66	97.1	42	97.7	24	96.0
Eased somewhat	2	2.9	1	2.3	1	4.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.5	0	0.0	1	4.0
Remained basically unchanged	59	89.4	37	90.2	22	88.0
Eased somewhat	4	6.1	3	7.3	1	4.0
Eased considerably	2	3.0	1	2.4	1	4.0
<b>Total</b>	<b>66</b>	<b>100</b>	<b>41</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	77.8	4	100.0	3	60.0
Somewhat important	2	22.2	0	0.0	2	40.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	33.3	1	25.0	2	40.0
Somewhat important	5	55.6	3	75.0	2	40.0
Very important	1	11.1	0	0.0	1	20.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	62.5	3	75.0	2	50.0
Somewhat important	3	37.5	1	25.0	2	50.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>8</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>4</b>	<b>100</b>

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	7	77.8	4	100.0	3	60.0
Somewhat important	2	22.2	0	0.0	2	40.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	55.6	3	75.0	2	40.0
Somewhat important	3	33.3	0	0.0	3	60.0
Very important	1	11.1	1	25.0	0	0.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

f. Decreased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	77.8	4	100.0	3	60.0
Somewhat important	1	11.1	0	0.0	1	20.0
Very important	1	11.1	0	0.0	1	20.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

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	6	66.7	4	100.0	2	40.0
Somewhat important	2	22.2	0	0.0	2	40.0
Very important	1	11.1	0	0.0	1	20.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

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	6	66.7	4	100.0	2	40.0
Somewhat important	2	22.2	0	0.0	2	40.0
Very important	1	11.1	0	0.0	1	20.0
<b>Total</b>	<b>9</b>	<b>100</b>	<b>4</b>	<b>100</b>	<b>5</b>	<b>100</b>

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	23	88.5	20	95.2	3	60.0
Somewhat important	3	11.5	1	4.8	2	40.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>21</b>	<b>100</b>	<b>5</b>	<b>100</b>

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	65.4	16	76.2	1	20.0
Somewhat important	9	34.6	5	23.8	4	80.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>21</b>	<b>100</b>	<b>5</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	78.3	16	84.2	2	50.0
Somewhat important	5	21.7	3	15.8	2	50.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>23</b>	<b>100</b>	<b>19</b>	<b>100</b>	<b>4</b>	<b>100</b>

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	0	0.0	0	0.0	0	0.0
Somewhat important	12	40.0	9	37.5	3	50.0
Very important	18	60.0	15	62.5	3	50.0
<b>Total</b>	<b>30</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>6</b>	<b>100</b>

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	69.2	15	71.4	3	60.0
Somewhat important	6	23.1	5	23.8	1	20.0
Very important	2	7.7	1	4.8	1	20.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>21</b>	<b>100</b>	<b>5</b>	<b>100</b>

f. Increased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	80.8	17	81.0	4	80.0
Somewhat important	5	19.2	4	19.0	1	20.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>21</b>	<b>100</b>	<b>5</b>	<b>100</b>

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	25	96.2	21	100.0	4	80.0
Somewhat important	1	3.8	0	0.0	1	20.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>21</b>	<b>100</b>	<b>5</b>	<b>100</b>

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	18	69.2	16	76.2	2	40.0
Somewhat important	8	30.8	5	23.8	3	60.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>21</b>	<b>100</b>	<b>5</b>	<b>100</b>

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	8	11.3	7	15.2	1	4.0
About the same	50	70.4	28	60.9	22	88.0
Moderately weaker	13	18.3	11	23.9	2	8.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	7	10.3	5	11.6	2	8.0
About the same	53	77.9	33	76.7	20	80.0
Moderately weaker	8	11.8	5	11.6	3	12.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

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

a. Customer inventory financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	4	44.4	0	0.0
Somewhat important	6	54.5	5	55.6	1	50.0
Very important	1	9.1	0	0.0	1	50.0
<b>Total</b>	<b>11</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>2</b>	<b>100</b>

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	27.3	3	33.3	0	0.0
Somewhat important	7	63.6	6	66.7	1	50.0
Very important	1	9.1	0	0.0	1	50.0
<b>Total</b>	<b>11</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>2</b>	<b>100</b>

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	45.5	5	55.6	0	0.0
Somewhat important	4	36.4	2	22.2	2	100.0
Very important	2	18.2	2	22.2	0	0.0
<b>Total</b>	<b>11</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>2</b>	<b>100</b>

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	80.0	7	87.5	1	50.0
Somewhat important	1	10.0	0	0.0	1	50.0
Very important	1	10.0	1	12.5	0	0.0
<b>Total</b>	<b>10</b>	<b>100</b>	<b>8</b>	<b>100</b>	<b>2</b>	<b>100</b>

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	27.3	2	22.2	1	50.0
Somewhat important	5	45.5	4	44.4	1	50.0
Very important	3	27.3	3	33.3	0	0.0
<b>Total</b>	<b>11</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>2</b>	<b>100</b>

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	8	72.7	6	66.7	2	100.0
Somewhat important	3	27.3	3	33.3	0	0.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>11</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>2</b>	<b>100</b>

g. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	100.0	8	100.0	2	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>10</b>	<b>100</b>	<b>8</b>	<b>100</b>	<b>2</b>	<b>100</b>

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	6	50.0	5	55.6	1	33.3
Somewhat important	6	50.0	4	44.4	2	66.7
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>12</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>3</b>	<b>100</b>

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	50.0	5	55.6	1	33.3
Somewhat important	6	50.0	4	44.4	2	66.7
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>12</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>3</b>	<b>100</b>

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	50.0	4	44.4	2	66.7
Somewhat important	6	50.0	5	55.6	1	33.3
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>12</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>3</b>	<b>100</b>

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	16.7	2	22.2	0	0.0
Somewhat important	10	83.3	7	77.8	3	100.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>12</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>3</b>	<b>100</b>

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	58.3	4	44.4	3	100.0
Somewhat important	5	41.7	5	55.6	0	0.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>12</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>3</b>	<b>100</b>

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	4	30.8	3	30.0	1	33.3
Somewhat important	6	46.2	5	50.0	1	33.3
Very important	3	23.1	2	20.0	1	33.3
<b>Total</b>	<b>13</b>	<b>100</b>	<b>10</b>	<b>100</b>	<b>3</b>	<b>100</b>

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	84.6	8	80.0	3	100.0
Somewhat important	2	15.4	2	20.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>13</b>	<b>100</b>	<b>10</b>	<b>100</b>	<b>3</b>	<b>100</b>

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	16	22.9	11	24.4	5	20.0
The number of inquiries has stayed about the same	47	67.1	30	66.7	17	68.0
The number of inquiries has decreased moderately	7	10.0	4	8.9	3	12.0
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.8	0	0.0	4	16.0
Remained basically unchanged	64	92.8	43	97.7	21	84.0
Eased somewhat	1	1.4	1	2.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	2	2.9	1	2.2	1	4.0
Remained basically unchanged	61	87.1	39	86.7	22	88.0
Eased somewhat	7	10.0	5	11.1	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	8	11.3	5	10.9	3	12.0
Remained basically unchanged	59	83.1	37	80.4	22	88.0
Eased somewhat	4	5.6	4	8.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	9	13.2	6	14.0	3	12.0
About the same	46	67.6	26	60.5	20	80.0
Moderately weaker	13	19.1	11	25.6	2	8.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>43</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	4	5.7	2	4.4	2	8.0
About the same	57	81.4	35	77.8	22	88.0
Moderately weaker	9	12.9	8	17.8	1	4.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	6	8.6	3	6.7	3	12.0
About the same	51	72.9	32	71.1	19	76.0
Moderately weaker	13	18.6	10	22.2	3	12.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

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

- The **GSE-eligible** category of residential mortgages includes loans that meet the underwriting guidelines, including loan limit amounts, of the GSEs - Fannie Mae and Freddie Mac.
- The **government** category of residential mortgages includes loans that are insured by the Federal Housing Administration, guaranteed by the Department of Veterans Affairs, or originated under government programs, including the U.S. Department of Agriculture home loan programs.
- The **QM non-jumbo, non-GSE-eligible** category of residential mortgages includes loans that satisfy the standards for a qualified mortgage and have loan balances that are below the loan limit amounts set by the GSEs but otherwise do not meet the GSE underwriting guidelines.
- The **QM jumbo** category of residential mortgages includes loans that satisfy the standards for a qualified mortgage but have loan balances that are above the loan limit amount set by the GSEs.
- The **non-QM jumbo** category of residential mortgages includes loans that do not satisfy the standards for a qualified mortgage and have loan balances that are above the loan limit amount set by the GSEs.
- The **non-QM non-jumbo** category of residential mortgages includes loans that do not satisfy the standards for a qualified mortgage and have loan balances that are below the loan limit amount set by the GSEs. (Please exclude loans classified by your bank as subprime in this category.)
- The **subprime** category of residential mortgages includes loans classified by your bank as subprime. This category typically includes loans made to borrowers with weakened credit histories that include payment delinquencies, charge-offs, judgements, and/or bankruptcies; reduced repayment capacity as measured by credit scores or debt-to-income ratios; or incomplete credit histories.

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.7	0	0.0	1	4.3
Remained basically unchanged	55	93.2	33	91.7	22	95.7
Eased somewhat	3	5.1	3	8.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>59</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>23</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	58	98.3	35	97.2	23	100.0
Eased somewhat	1	1.7	1	2.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>59</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>23</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	58	96.7	36	100.0	22	91.7
Eased somewhat	2	3.3	0	0.0	2	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>60</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>

For this question, 7 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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	56	90.3	34	94.4	22	84.6
Eased somewhat	6	9.7	2	5.6	4	15.4
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>26</b>	<b>100</b>

For this question, 6 respondents answered "My bank does not originate QM jumbo residential mortgages."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.4	2	5.6	0	0.0
Remained basically unchanged	53	91.4	33	91.7	20	90.9
Eased somewhat	3	5.2	1	2.8	2	9.1
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>58</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>22</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	2.9	0	0.0
Remained basically unchanged	52	94.5	34	97.1	18	90.0
Eased somewhat	2	3.6	0	0.0	2	10.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>55</b>	<b>100</b>	<b>35</b>	<b>100</b>	<b>20</b>	<b>100</b>

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	6	100.0	2	100.0	4	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>6</b>	<b>100</b>	<b>2</b>	<b>100</b>	<b>4</b>	<b>100</b>

For this question, 62 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	6	10.2	3	8.3	3	13.0
About the same	36	61.0	21	58.3	15	65.2
Moderately weaker	17	28.8	12	33.3	5	21.7
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>59</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>23</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	4	6.8	1	2.8	3	13.0
About the same	39	66.1	24	66.7	15	65.2
Moderately weaker	16	27.1	11	30.6	5	21.7
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>59</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>23</b>	<b>100</b>

For this question, 8 respondents answered "My bank does not originate government residential mortgages."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	6	10.0	2	5.7	4	16.0
About the same	36	60.0	21	60.0	15	60.0
Moderately weaker	18	30.0	12	34.3	6	24.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>60</b>	<b>100</b>	<b>35</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	7	11.3	1	2.8	6	23.1
About the same	38	61.3	23	63.9	15	57.7
Moderately weaker	17	27.4	12	33.3	5	19.2
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>26</b>	<b>100</b>

For this question, 6 respondents answered "My bank does not originate QM jumbo residential mortgages."

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	4	7.0	1	2.9	3	13.6
About the same	37	64.9	23	65.7	14	63.6
Moderately weaker	15	26.3	10	28.6	5	22.7
Substantially weaker	1	1.8	1	2.9	0	0.0
<b>Total</b>	<b>57</b>	<b>100</b>	<b>35</b>	<b>100</b>	<b>22</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.9	1	2.9	0	0.0
Moderately stronger	5	9.3	2	5.9	3	15.0
About the same	36	66.7	24	70.6	12	60.0
Moderately weaker	12	22.2	7	20.6	5	25.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>54</b>	<b>100</b>	<b>34</b>	<b>100</b>	<b>20</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	0	0.0	0	0.0	0	0.0
About the same	6	100.0	2	100.0	4	100.0
Moderately weaker	0	0.0	0	0.0	0	0.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>6</b>	<b>100</b>	<b>2</b>	<b>100</b>	<b>4</b>	<b>100</b>

For this question, 60 respondents answered "My bank does not originate subprime residential mortgages."

**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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	92.2	35	89.7	24	96.0
Eased somewhat	5	7.8	4	10.3	1	4.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>64</b>	<b>100</b>	<b>39</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.6	1	2.6	0	0.0
Moderately stronger	3	4.7	2	5.1	1	4.0
About the same	42	65.6	24	61.5	18	72.0
Moderately weaker	17	26.6	11	28.2	6	24.0
Substantially weaker	1	1.6	1	2.6	0	0.0
<b>Total</b>	<b>64</b>	<b>100</b>	<b>39</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Much more willing	1	1.5	1	2.5	0	0.0
Somewhat more willing	5	7.7	4	10.0	1	4.0
About unchanged	59	90.8	35	87.5	24	96.0
Somewhat less willing	0	0.0	0	0.0	0	0.0
Much less willing	0	0.0	0	0.0	0	0.0
<b>Total</b>	65	100	40	100	25	100

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	6	11.3	6	16.7	0	0.0
Remained basically unchanged	46	86.8	29	80.6	17	100.0
Eased somewhat	1	1.9	1	2.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	53	100	36	100	17	100

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	4	6.5	3	7.9	1	4.2
Remained basically unchanged	58	93.5	35	92.1	23	95.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	62	100	38	100	24	100

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	1	1.6	1	2.6	0	0.0
Remained basically unchanged	57	91.9	34	89.5	23	95.8
Eased somewhat	4	6.5	3	7.9	1	4.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>24</b>	<b>100</b>

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	3	5.6	3	7.9	0	0.0
Remained basically unchanged	47	87.0	32	84.2	15	93.8
Eased somewhat	4	7.4	3	7.9	1	6.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>54</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>16</b>	<b>100</b>

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	2	3.8	2	5.3	0	0.0
Remained basically unchanged	49	92.5	34	89.5	15	100.0
Eased somewhat	2	3.8	2	5.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>53</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>15</b>	<b>100</b>

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	54	100.0	38	100.0	16	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>54</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>16</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	11.1	6	15.8	0	0.0
Remained basically unchanged	47	87.0	31	81.6	16	100.0
Eased somewhat	1	1.9	1	2.6	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>54</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>16</b>	<b>100</b>

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	5.6	3	7.9	0	0.0
Remained basically unchanged	50	92.6	34	89.5	16	100.0
Eased somewhat	1	1.9	1	2.6	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>54</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>16</b>	<b>100</b>

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	2	3.2	2	5.3	0	0.0
Remained basically unchanged	59	95.2	36	94.7	23	95.8
Eased somewhat	1	1.6	0	0.0	1	4.2
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>24</b>	<b>100</b>

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	9	14.5	6	15.8	3	12.5
Remained basically unchanged	52	83.9	31	81.6	21	87.5
Eased somewhat	1	1.6	1	2.6	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.2	2	5.3	0	0.0
Remained basically unchanged	60	96.8	36	94.7	24	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.8	3	7.9	0	0.0
Remained basically unchanged	59	95.2	35	92.1	24	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	6.5	4	10.5	0	0.0
Remained basically unchanged	58	93.5	34	89.5	24	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>24</b>	<b>100</b>

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	61	96.8	36	94.7	25	100.0
Eased somewhat	2	3.2	2	5.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>63</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	3	4.8	1	2.6	2	8.0
Remained basically unchanged	59	93.7	36	94.7	23	92.0
Eased somewhat	1	1.6	1	2.6	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>63</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	62	100.0	37	100.0	25	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>62</b>	<b>100</b>	<b>37</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	63	100.0	38	100.0	25	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>63</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>25</b>	<b>100</b>

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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	63	100.0	38	100.0	25	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>63</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	2	3.8	2	5.6	0	0.0
About the same	43	82.7	29	80.6	14	87.5
Moderately weaker	7	13.5	5	13.9	2	12.5
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>52</b>	<b>100</b>	<b>36</b>	<b>100</b>	<b>16</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	4	6.6	3	8.1	1	4.2
About the same	49	80.3	29	78.4	20	83.3
Moderately weaker	8	13.1	5	13.5	3	12.5
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>61</b>	<b>100</b>	<b>37</b>	<b>100</b>	<b>24</b>	<b>100</b>

26. Apart from normal seasonal variation, how has demand from individuals or households for **consumer loans other than credit card and auto loans** changed over the past three months?

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	1	1.6	1	2.6	0	0.0
About the same	56	88.9	34	89.5	22	88.0
Moderately weaker	6	9.5	3	7.9	3	12.0
Substantially weaker	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>63</b>	<b>100</b>	<b>38</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

a. Maximum loan size

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	2	4.5	0	0.0
Remained basically unchanged	56	81.2	34	77.3	22	88.0
Eased somewhat	11	15.9	8	18.2	3	12.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>25</b>	<b>100</b>

b. Maximum loan maturity

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	0	0.0	1	4.0
Remained basically unchanged	65	94.2	43	97.7	22	88.0
Eased somewhat	3	4.3	1	2.3	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>25</b>	<b>100</b>

c. 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	8	11.8	6	13.6	2	8.3
Remained basically unchanged	44	64.7	27	61.4	17	70.8
Eased somewhat	14	20.6	9	20.5	5	20.8
Eased considerably	2	2.9	2	4.5	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	8.7	2	4.5	4	16.0
Remained basically unchanged	60	87.0	39	88.6	21	84.0
Eased somewhat	3	4.3	3	6.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	2	4.5	0	0.0
Remained basically unchanged	64	94.1	40	90.9	24	100.0
Eased somewhat	2	2.9	2	4.5	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>68</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.8	3	6.8	1	4.0
Remained basically unchanged	58	84.1	36	81.8	22	88.0
Eased somewhat	7	10.1	5	11.4	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.3	1	2.3	2	8.0
Remained basically unchanged	58	84.1	39	88.6	19	76.0
Eased somewhat	8	11.6	4	9.1	4	16.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>44</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

a. Maximum loan size

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	1	2.2	0	0.0
Remained basically unchanged	55	78.6	34	73.9	21	87.5
Eased somewhat	14	20.0	11	23.9	3	12.5
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

b. Maximum loan maturity

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.3	2	4.3	1	4.2
Remained basically unchanged	59	84.3	40	87.0	19	79.2
Eased somewhat	8	11.4	4	8.7	4	16.7
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	5	7.1	3	6.5	2	8.3
Remained basically unchanged	44	62.9	28	60.9	16	66.7
Eased somewhat	19	27.1	13	28.3	6	25.0
Eased considerably	1	1.4	1	2.2	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	8.6	4	8.7	2	8.3
Remained basically unchanged	58	82.9	38	82.6	20	83.3
Eased somewhat	6	8.6	4	8.7	2	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	0	0.0	1	4.2
Remained basically unchanged	65	92.9	42	91.3	23	95.8
Eased somewhat	4	5.7	4	8.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	1	2.2	0	0.0
Remained basically unchanged	60	85.7	39	84.8	21	87.5
Eased somewhat	9	12.9	6	13.0	3	12.5
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>70</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.4	1	2.2	0	0.0
Remained basically unchanged	56	81.2	34	75.6	22	91.7
Eased somewhat	12	17.4	10	22.2	2	8.3
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>69</b>	<b>100</b>	<b>45</b>	<b>100</b>	<b>24</b>	<b>100</b>

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

a. Maximum loan size

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.2	2	4.3	1	4.0
Remained basically unchanged	54	76.1	33	71.7	21	84.0
Eased somewhat	14	19.7	11	23.9	3	12.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

b. Maximum loan maturity

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.2	1	2.2	2	8.0
Remained basically unchanged	63	88.7	42	91.3	21	84.0
Eased somewhat	5	7.0	3	6.5	2	8.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.4	1	2.2	0	0.0
Tightened somewhat	7	9.9	4	8.7	3	12.0
Remained basically unchanged	47	66.2	29	63.0	18	72.0
Eased somewhat	14	19.7	10	21.7	4	16.0
Eased considerably	2	2.8	2	4.3	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	12	16.9	5	10.9	7	28.0
Remained basically unchanged	55	77.5	37	80.4	18	72.0
Eased somewhat	4	5.6	4	8.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	7.0	2	4.3	3	12.0
Remained basically unchanged	60	84.5	38	82.6	22	88.0
Eased somewhat	6	8.5	6	13.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	8.5	5	10.9	1	4.0
Remained basically unchanged	57	80.3	36	78.3	21	84.0
Eased somewhat	8	11.3	5	10.9	3	12.0
Eased considerably	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.2	2	4.3	1	4.0
Remained basically unchanged	60	84.5	37	80.4	23	92.0
Eased somewhat	7	9.9	6	13.0	1	4.0
Eased considerably	1	1.4	1	2.2	0	0.0
<b>Total</b>	<b>71</b>	<b>100</b>	<b>46</b>	<b>100</b>	<b>25</b>	<b>100</b>

30. If your bank has tightened or eased its credit policies for CRE loans over the past year (as described in questions 27 through 29 above), how important have been the following possible reasons for the change?

A. Possible reasons for tightening credit policies on CRE loans over the past year:

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	19.2	2	13.3	3	27.3
Somewhat important	14	53.8	10	66.7	4	36.4
Very important	7	26.9	3	20.0	4	36.4
<b>Total</b>	<b>26</b>	<b>100</b>	<b>15</b>	<b>100</b>	<b>11</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	23.1	3	20.0	3	27.3
Somewhat important	15	57.7	10	66.7	5	45.5
Very important	5	19.2	2	13.3	3	27.3
<b>Total</b>	<b>26</b>	<b>100</b>	<b>15</b>	<b>100</b>	<b>11</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	22.2	5	31.2	1	9.1
Somewhat important	16	59.3	9	56.2	7	63.6
Very important	5	18.5	2	12.5	3	27.3
<b>Total</b>	<b>27</b>	<b>100</b>	<b>16</b>	<b>100</b>	<b>11</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	72.0	11	78.6	7	63.6
Somewhat important	7	28.0	3	21.4	4	36.4
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>25</b>	<b>100</b>	<b>14</b>	<b>100</b>	<b>11</b>	<b>100</b>

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	42.3	7	46.7	4	36.4
Somewhat important	12	46.2	7	46.7	5	45.5
Very important	3	11.5	1	6.7	2	18.2
<b>Total</b>	<b>26</b>	<b>100</b>	<b>15</b>	<b>100</b>	<b>11</b>	<b>100</b>

f. Decreased ability to securitize CRE loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	80.0	10	71.4	10	90.9
Somewhat important	4	16.0	4	28.6	0	0.0
Very important	1	4.0	0	0.0	1	9.1
<b>Total</b>	<b>25</b>	<b>100</b>	<b>14</b>	<b>100</b>	<b>11</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	84.0	11	78.6	10	90.9
Somewhat important	3	12.0	3	21.4	0	0.0
Very important	1	4.0	0	0.0	1	9.1
<b>Total</b>	<b>25</b>	<b>100</b>	<b>14</b>	<b>100</b>	<b>11</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	69.2	10	66.7	8	72.7
Somewhat important	5	19.2	4	26.7	1	9.1
Very important	3	11.5	1	6.7	2	18.2
<b>Total</b>	<b>26</b>	<b>100</b>	<b>15</b>	<b>100</b>	<b>11</b>	<b>100</b>

30. If your bank has tightened or eased its credit policies for CRE loans over the past year (as described in questions 27 through 29 above), how important have been the following possible reasons for the change?

B. Possible reasons for easing credit policies on CRE loans over the past year:

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	26	72.2	19	79.2	7	58.3
Somewhat important	7	19.4	4	16.7	3	25.0
Very important	3	8.3	1	4.2	2	16.7
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	25	69.4	19	79.2	6	50.0
Somewhat important	7	19.4	5	20.8	2	16.7
Very important	4	11.1	0	0.0	4	33.3
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	27	75.0	20	83.3	7	58.3
Somewhat important	8	22.2	4	16.7	4	33.3
Very important	1	2.8	0	0.0	1	8.3
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	15.4	5	20.0	1	7.1
Somewhat important	16	41.0	7	28.0	9	64.3
Very important	17	43.6	13	52.0	4	28.6
<b>Total</b>	<b>39</b>	<b>100</b>	<b>25</b>	<b>100</b>	<b>14</b>	<b>100</b>

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	58.3	12	50.0	9	75.0
Somewhat important	11	30.6	9	37.5	2	16.7
Very important	4	11.1	3	12.5	1	8.3
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

f. Increased ability to securitize CRE loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	31	86.1	21	87.5	10	83.3
Somewhat important	3	8.3	2	8.3	1	8.3
Very important	2	5.6	1	4.2	1	8.3
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	29	80.6	20	83.3	9	75.0
Somewhat important	6	16.7	4	16.7	2	16.7
Very important	1	2.8	0	0.0	1	8.3
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	30	83.3	20	83.3	10	83.3
Somewhat important	4	11.1	4	16.7	0	0.0
Very important	2	5.6	0	0.0	2	16.7
<b>Total</b>	<b>36</b>	<b>100</b>	<b>24</b>	<b>100</b>	<b>12</b>	<b>100</b>

31. If demand for CRE loans from your bank has strengthened or weakened over the past year, how important have been the following possible reasons for the change?

A. Possible reasons for stronger CRE loan demand over the past year:

a. Customers acquisition or development of properties increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	34.5	5	26.3	5	50.0
Somewhat important	14	48.3	12	63.2	2	20.0
Very important	5	17.2	2	10.5	3	30.0
<b>Total</b>	<b>29</b>	<b>100</b>	<b>19</b>	<b>100</b>	<b>10</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	28.6	5	27.8	3	30.0
Somewhat important	17	60.7	11	61.1	6	60.0
Very important	3	10.7	2	11.1	1	10.0
<b>Total</b>	<b>28</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>10</b>	<b>100</b>

c. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	75.0	12	66.7	9	90.0
Somewhat important	7	25.0	6	33.3	1	10.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>28</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>10</b>	<b>100</b>

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	21	75.0	13	72.2	8	80.0
Somewhat important	7	25.0	5	27.8	2	20.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>28</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>10</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	57.1	10	55.6	6	60.0
Somewhat important	11	39.3	7	38.9	4	40.0
Very important	1	3.6	1	5.6	0	0.0
<b>Total</b>	<b>28</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>10</b>	<b>100</b>

f. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	67.9	13	72.2	6	60.0
Somewhat important	8	28.6	4	22.2	4	40.0
Very important	1	3.6	1	5.6	0	0.0
<b>Total</b>	<b>28</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>10</b>	<b>100</b>

31. If demand for CRE loans from your bank has strengthened or weakened over the past year, how important have

been the following possible reasons for the change?

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

a. Customers acquisition or development of properties decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	46.2	8	44.4	4	50.0
Somewhat important	9	34.6	5	27.8	4	50.0
Very important	5	19.2	5	27.8	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>8</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	53.8	10	55.6	4	50.0
Somewhat important	11	42.3	7	38.9	4	50.0
Very important	1	3.8	1	5.6	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>8</b>	<b>100</b>

c. General level of interest rates increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	44.0	8	47.1	3	37.5
Somewhat important	13	52.0	8	47.1	5	62.5
Very important	1	4.0	1	5.9	0	0.0
<b>Total</b>	<b>25</b>	<b>100</b>	<b>17</b>	<b>100</b>	<b>8</b>	<b>100</b>

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	76.9	16	88.9	4	50.0
Somewhat important	6	23.1	2	11.1	4	50.0
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>8</b>	<b>100</b>

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	46.2	9	50.0	3	37.5
Somewhat important	13	50.0	8	44.4	5	62.5
Very important	1	3.8	1	5.6	0	0.0
<b>Total</b>	<b>26</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>8</b>	<b>100</b>

f. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	72.0	13	76.5	5	62.5
Somewhat important	7	28.0	4	23.5	3	37.5
Very important	0	0.0	0	0.0	0	0.0
<b>Total</b>	<b>25</b>	<b>100</b>	<b>17</b>	<b>100</b>	<b>8</b>	<b>100</b>

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1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of \$20 billion or more as of December 31, 2017. The combined assets of the 46 large banks totaled \$10.3 trillion, compared to \$10.5 trillion for the entire panel of 72 banks, and \$14.7 trillion for all domestically chartered, federally insured commercial banks. [Return to text](#)

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