

PASSENGER AUTO CONTRACT COLLECTION TRENDS At Major Sales Finance Companies

This report is authorized by law [12 U.S.C. §§225a, 263, 461, and 353 et seq.]. Your voluntary cooperation in submitting this report is needed to make the results comprehensive, accurate, and timely.

The Federal Reserve System regards the individual company information provided by each respondent as confidential. If it should be determined subsequently that any information collected on this form must be released, respondents will be notified.

PLEASE READ DEFINITIONS OF TERMS ON REVERSE BEFORE COMPLETING THIS REPORT.

For New and Used Car Accounts	Percent of Number of Accounts Outstanding				
1. Repossessed:					
Industry average					
Your company					
2. Refinanced and extended:					
Industry average					
Your company					
3. Delinquent 30 days or over:					
Industry average					
Your company					

Statistics should refer to loans arising from retail sales of new or used passenger cars only. *Include* loans to purchase light trucks for personal use, such as pickup trucks, vans, minivans, and sport-utility vehicles. *Exclude* receivables associated with fleet sales. *Exclude* loans arising from the sale of motorcycles, commercial trucks, travel trailers, campers, recreational vehicles (RVs), and other similar vehicles. Report percentages rounded to two decimal points.

Please print:

Name and address of respondent

Name of person to be contacted concerning this report

Telephone number (including area code and extension)

Please return one copy of this report by the 25th of the month following the report month, to:

Household and Real Estate Finance Section
Division of Research and Statistics, Mail Stop 93
Board of Governors of the Federal Reserve System
Washington, DC 20551

INSTRUCTIONS PASSENGER AUTO CONTRACT COLLECTION TRENDS

Definitions of Terms

(Percents should be rounded to two decimal places)

1. Number of repossessions: percent of number of accounts outstanding

Number of units repossessed under new and used car contracts during month

divided by

Total number of contracts on new and used cars outstanding at beginning of month

2. Number refinanced and extended: Percent of number of accounts outstanding

Total number of new and used car contracts refinanced or extended during month

divided by

Total number of new and used car contracts outstanding at beginning of month

3. Delinquent 30 days or over: Percent of number of accounts outstanding

Number of new and used car accounts with at least one payment past due 30 days or more at end of month

divided by

Total number of new and used car contracts outstanding at end of month