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DIVISION OF MONETARY AFFAIRS

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TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

Enclosed for distribution to respondents is a national summary of the July 2020 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures:

July 2020 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 2020 Senior Loan Officer Opinion Survey on Bank Lending Practices

The July 2020 Senior Loan Officer Opinion Survey on Bank Lending Practices addressed changes in the standards and terms on, and demand for, bank loans to businesses and households over the past three months, which generally corresponds to the second quarter of 2020.[1]

Regarding loans to businesses, respondents to the July survey indicated that, on balance, they tightened their standards and terms on commercial and industrial (C&I) loans to firms of all sizes.[2] Banks reported weaker demand for C&I loans from firms of all sizes. Meanwhile, banks tightened standards and reported weaker demand across all three major commercial real estate (CRE) loan categories—construction and land development loans, nonfarm nonresidential loans, and multifamily loans—over the second quarter of 2020.

For loans to households, banks tightened standards across all categories of residential real estate (RRE) loans and across all three consumer loan categories—credit card loans, auto loans, and other consumer loans—over the second quarter of 2020 on net. Banks reported stronger demand for all categories of RRE loans and weaker demand for all categories of consumer loans.

Banks also responded to 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, on balance, reported that their lending standards across all loan categories are currently at the tighter end of the range of standards between 2005 and the present.

Lending to Businesses

(Table 1, questions 1–12; table 2, questions 1–9)

Questions on commercial and industrial lending. Over the second quarter, major net shares of banks reported having tightened standards for C&I loans to both large and middle-market firms and to small firms.[3] At the same time, major net shares of banks increased the use of interest rate floors, collateralization requirements, loan covenants, premiums charged on riskier loans, and loan spreads over the bank's cost of funds, and significant net shares of banks tightened all

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[1] Responses were received from 75 domestic banks and 22 U.S. branches and agencies of foreign banks. Respondent banks received the survey on June 22, 2020, and responses were due by July 2, 2020. 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 tightening or easing of 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.

other lending terms across firms of all sizes.[4] Meanwhile, a major net fraction of foreign banks tightened standards for C&I loans. Major net shares of foreign banks reported having tightened the premiums charged over riskier loans and the costs of credit lines, while significant net shares of foreign banks reported having tightened the maximum size of credit lines, the maximum maturity of loans or credit lines, the spreads of loan rates over the bank's cost of funds, the loan covenants, the collateralization requirements, and the use of interest rate floors.

Major net shares of banks that reported reasons for tightening lending standards or terms cited a less favorable or more uncertain economic outlook, worsening of industry-specific problems, and reduced tolerance for risk as important reasons for doing so. Significant net shares of banks also mentioned deterioration in the bank's current or expected capital position; less aggressive competition from other banks or nonbank lenders; decreased liquidity in the secondary market for C&I loans; and increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards.

Regarding demand for C&I loans over the second quarter, a significant net share of banks reported weaker demand for C&I loans to firms of all sizes. In addition, a significant net share of banks reported that the number of inquiries from potential borrowers decreased over the second quarter. Meanwhile, a moderate net fraction of foreign banks reported that demand for C&I loans strengthened, and a modest net fraction of foreign banks reported that the number of inquiries from potential borrowers increased.

Major net shares of banks that reported weaker demand cited a decrease in customers' inventory financing need, a decrease in customers' accounts receivable financing needs, a decrease in customers' investment in plant or equipment, and a decrease in customers' merger or acquisition financing needs. Meanwhile, significant net shares of banks reported an increase in customers' internally generated funds and a decrease in customers' precautionary demand for cash and liquidity as important reasons for weaker demand.

Questions on commercial real estate lending. Major net shares of domestic banks tightened standards on all three CRE loan categories over the second quarter. Meanwhile, major net shares of domestic banks reported weaker demand for all three CRE loan categories during this period. Similarly, major net shares of foreign banks tightened standards on CRE loans and reported weaker demand for such loans.

[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. The eight lending terms that banks are asked to consider with respect to C&I loans are the maximum size of credit lines, maximum maturity of loans or credit lines, costs of credit lines, spreads of loan rates over the bank's cost of funds, premiums charged on riskier loans, loan covenants, collateralization requirements, and use of interest rate floors.

Lending to Households

(Table 1, questions 13–26)

Questions on residential real estate lending. Over the second quarter, major net shares of banks tightened standards for all RRE loan categories except for subprime residential mortgage loans, for which a significant net fraction of banks reportedly tightened lending standards.[5]

Regarding demand for RRE loans over the second quarter, a major net share of banks reported having experienced stronger demand for GSE-eligible residential mortgages, and significant net shares of banks reported having experienced stronger demand for most of the remaining categories of RRE loans. Demand was reportedly weaker only for home equity lines of credit (HELOCs).

Questions on consumer lending. Over the second quarter, major net shares of banks tightened lending standards on all categories of consumer loans. Major net fractions of banks also tightened important terms on credit card loans, including credit limits and minimum credit scores required. In contrast, a modest net share of banks reportedly reduced the minimum percent of outstanding balances required to be repaid each month. Meanwhile, significant net shares of banks tightened most surveyed terms on auto loans.[6]

Regarding demand for consumer loans over the second quarter, a major net fraction of banks experienced weaker demand for credit card loans, and significant net fractions of banks experienced weaker demand for auto and other consumer loans.

Special Questions on Current Level of Banks' Lending Standards

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

The July 2020 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

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[5] The seven categories of residential home-purchase loans that banks are asked to consider are Government-Sponsored Enterprise eligible (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 CFR Part 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. In addition, a QM requires that the monthly debt-to-income ratio of borrowers not exceed 43 percent. For more on the ability to repay and QM standards under Regulation Z, see the Consumer Financial Protection Bureau's website at www.consumerfinance.gov/regulations/ability-to-repay-and-qualified-mortgage-standards-under-the-truth-in-lending-act-regulation-z.

[6] The five lending terms that banks are asked to consider with respect to auto loans are the maximum loan maturity, the spreads of interest rates charged on outstanding balances over the bank's cost of funds, the minimum percent of outstanding balances required to be repaid each month, the minimum required credit score, and the extent to which loans are granted to some customers that do not meet credit scoring thresholds.

consider the range over which their lending standards have varied between 2005 and the present and to report where the level of standards currently is relative to the midpoint of that range.

Major shares of banks reported that, on net, their current levels of lending standards for all categories of C&I loans are at the tighter ends of their respective ranges since 2005. In contrast, in the July 2019 survey, net shares of banks reported being at the easier ends of the ranges since 2005 for all categories of C&I loans. The change in the tightening stance for all C&I loan categories relative to the range since 2005 is consistent with the responses in the current and April 2020 surveys, where major and significant net shares of banks, respectively, reported tightening lending standards for all C&I loan categories.

Among foreign banks, major net fractions reported that their current levels of lending standards for investment-grade and below-investment-grade non-syndicated loans are at the tighter ends of their historical ranges. Meanwhile, significant net fractions of banks reported that their current levels of lending standards for investment-grade and below-investment-grade syndicated loans are at the tighter ends of their historical ranges.

For CRE loans, major net fractions of domestic and foreign banks reported that the current levels of their standards for all major categories of these loans are at the relatively tighter ends of the ranges that have prevailed since 2005 on balance. Larger net shares of domestic and foreign banks reported being at the tighter ends now compared with the July 2019 survey across CRE loan categories.

Regarding RRE loans, banks reported that lending standards for all RRE loan categories remained at the relatively tighter ends of the ranges of those standards since 2005 on balance. HELOCs make up the category whose level was most consistently reported as being tight, with a major net share of banks reporting that standards are currently at the tighter end of the range since 2005. Additionally, major net shares of banks reported relatively tight standards on jumbo residential loans. The net shares of banks that reported their lending standards were at the relatively tighter ends of the ranges since 2005 are larger across most RRE loan types compared with the July 2019 survey.

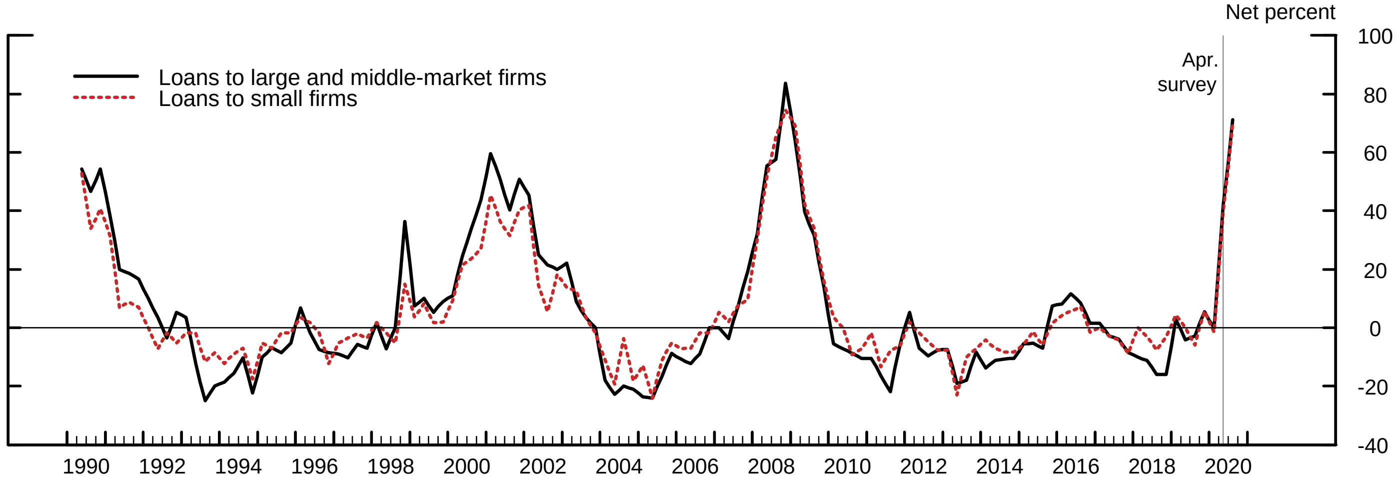
On balance, major net shares of banks reported that the levels of their standards on credit card loans to prime and subprime borrowers are currently at the relatively tighter ends of their respective ranges since 2005. For auto loans, major and significant net shares of banks reported that the level of their standards to subprime and prime borrowers, respectively, are currently at the relatively tighter ends of their ranges since 2005. Meanwhile, a major net share of banks reported that the level of their standards for consumer loans other than credit card and auto loans is at the tighter end of the range since 2005.

The net shares of banks reporting that their standards are currently at the tighter end of the range since 2005 have increased across all consumer loan categories relative to last year.

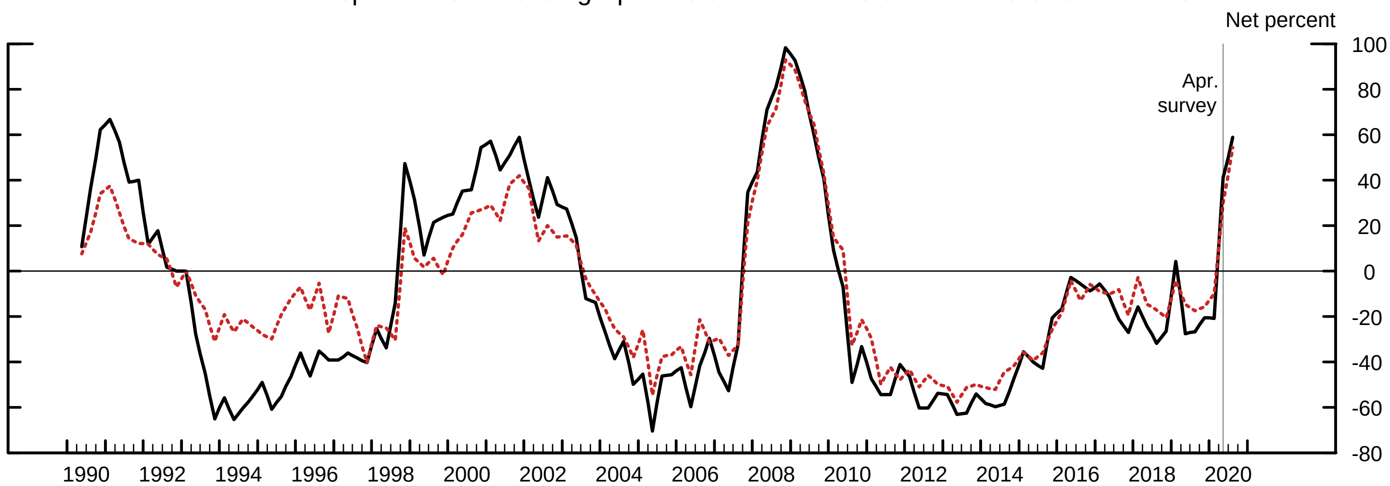
This document was prepared by Horacio Sapriza, with the assistance of Andrew Castro, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.

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

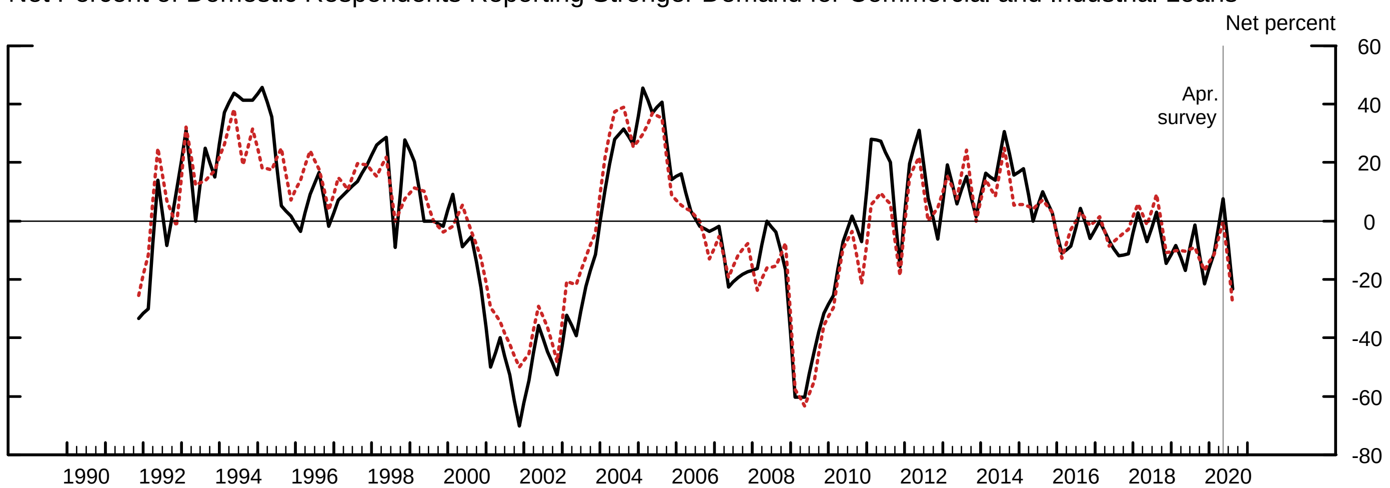
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



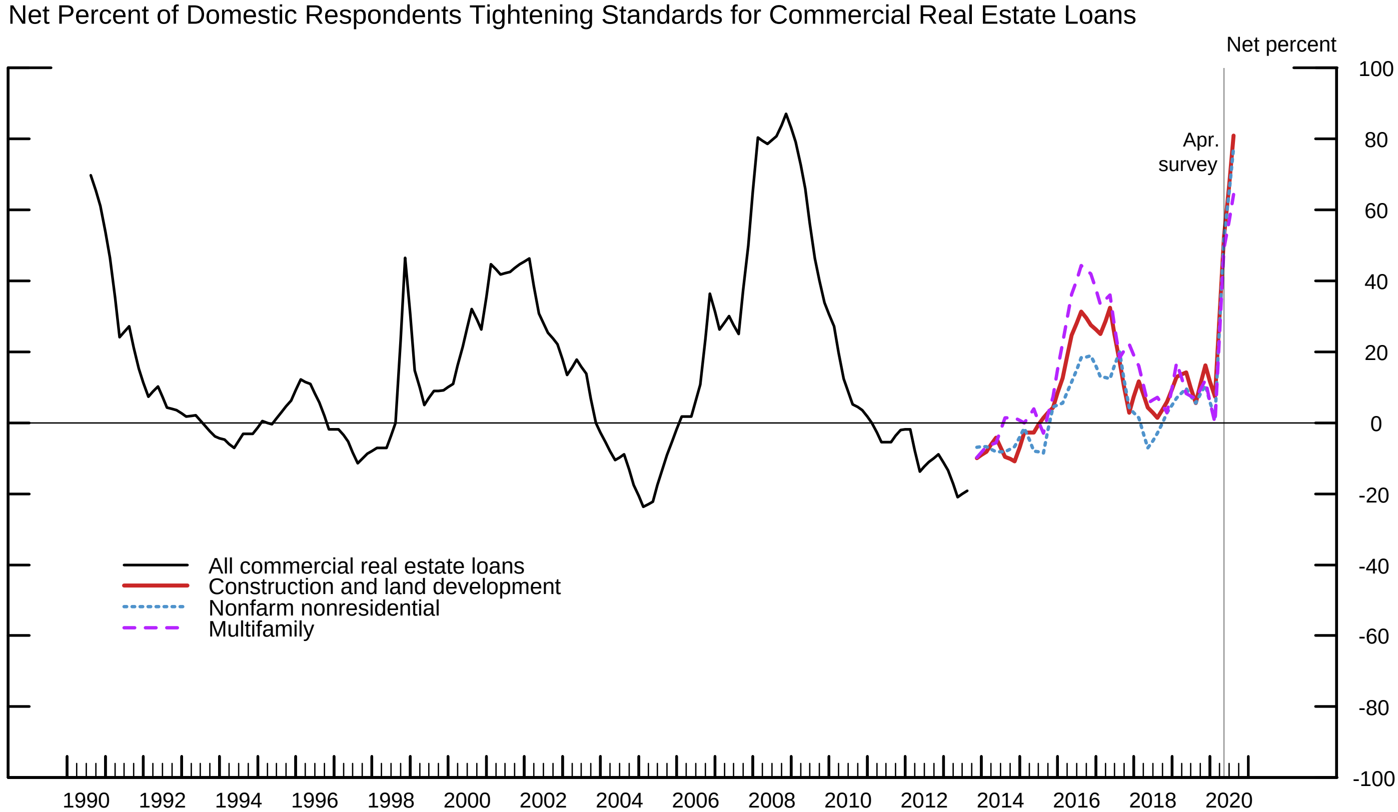
Net Percent of Domestic Respondents Increasing Spreads of Loan Rates over Bank's Cost of Funds

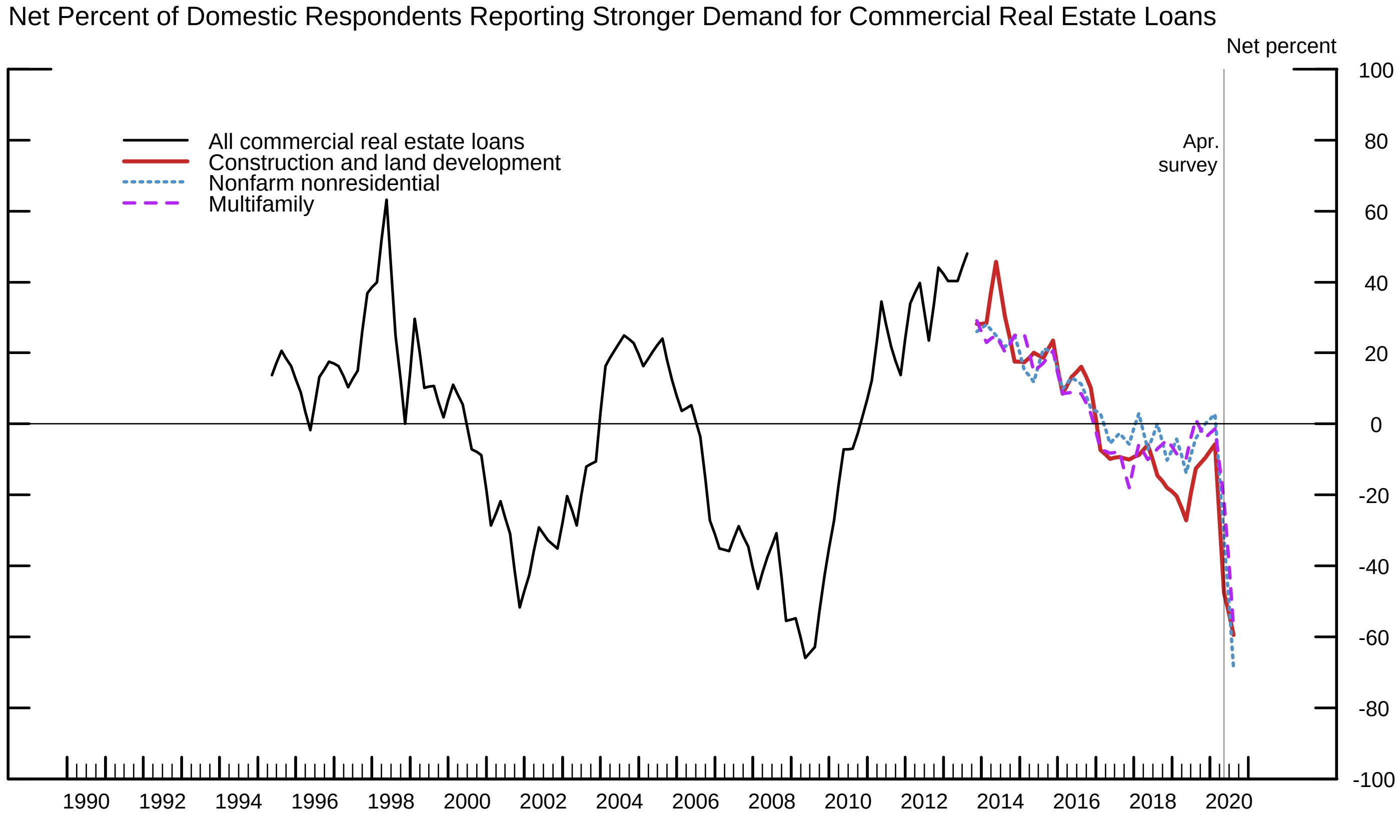


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans



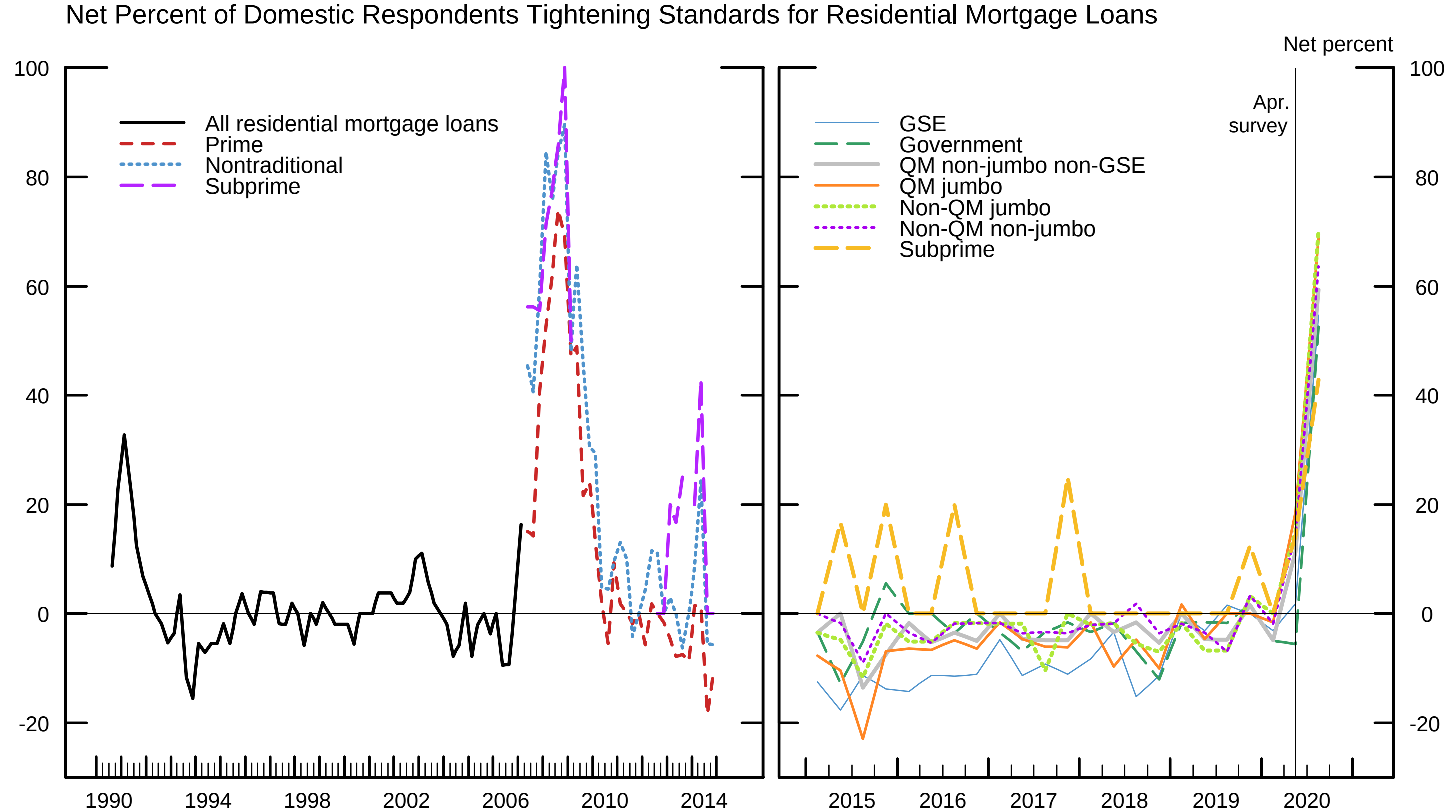
Measures of Supply and Demand for Commercial Real Estate Loans

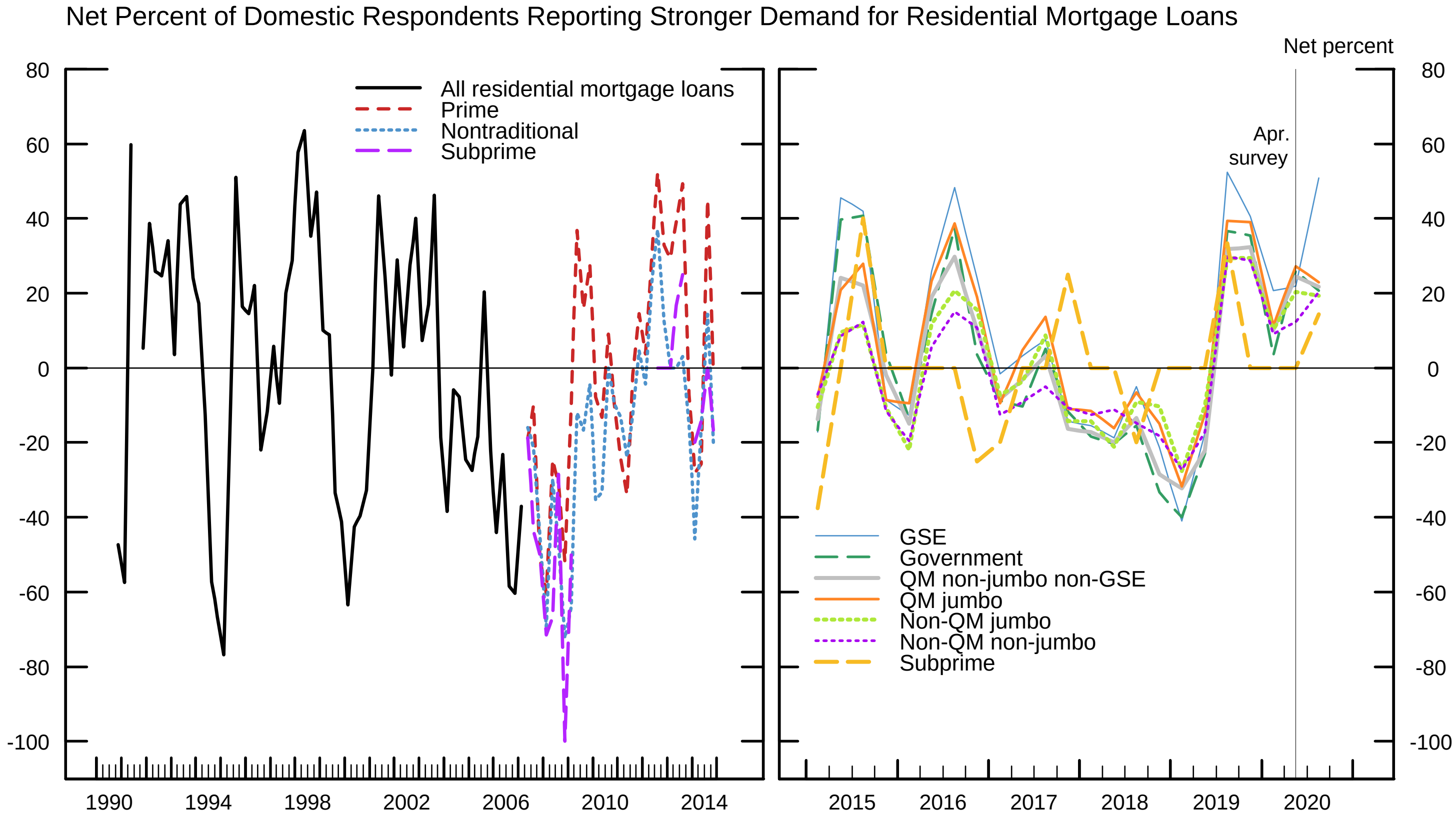




Note: For data starting in 2013:Q4, changes in demand for construction and land development, nonfarm nonresidential, and multifamily loans are reported separately.

Measures of Supply and Demand for Residential Mortgage Loans

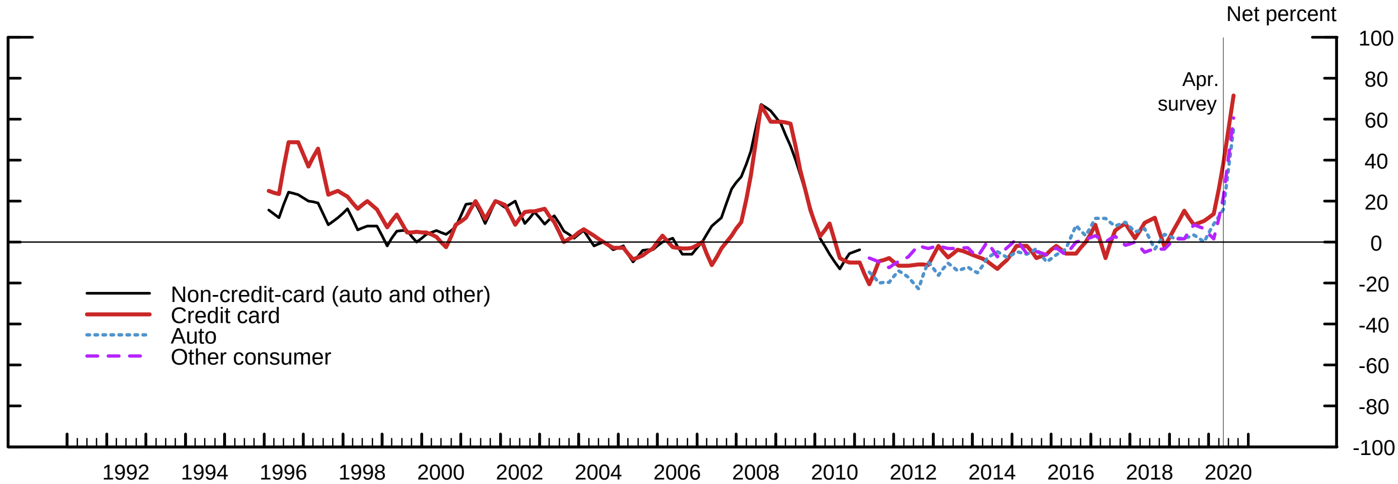




Note: QM is qualified mortgage. GSE is government-sponsored enterprise. For data starting in 2007:Q2, changes in standards and demand for prime, nontraditional, and subprime mortgage loans are reported separately. For data starting in 2015:Q1, changes in standards and demand were expanded into the following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

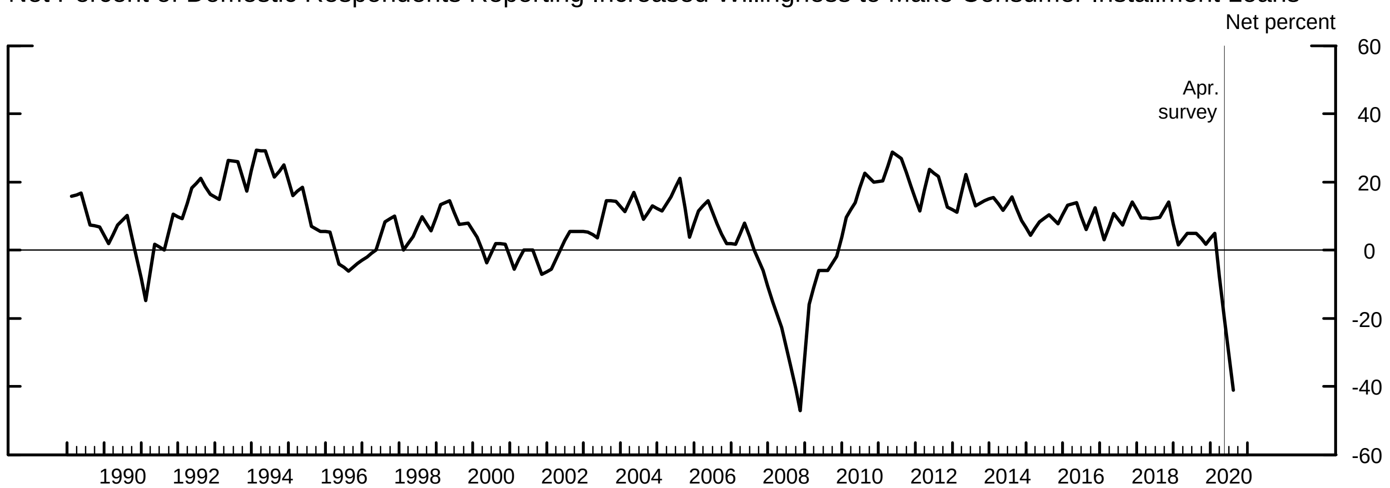
Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

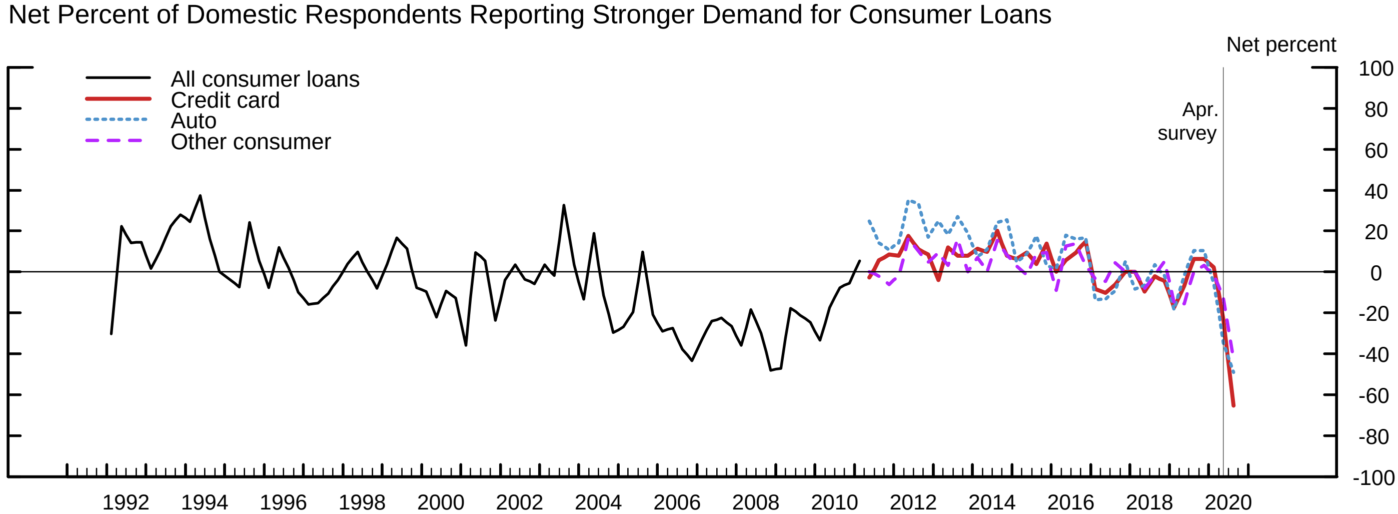


Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

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 2020)

***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	8	11.0	5	15.6	3	7.3
Tightened somewhat	44	60.3	19	59.4	25	61.0
Remained basically unchanged	21	28.8	8	25.0	13	31.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

For this question, 1 respondent answered "My bank does not originate C&I loans or credit lines to large and middle-market firms."

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	9	12.9	5	17.2	4	9.8
Tightened somewhat	40	57.1	17	58.6	23	56.1
Remained basically unchanged	21	30.0	7	24.1	14	34.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

For this question, 3 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	6	8.2	2	6.2	4	9.8
Tightened somewhat	25	34.2	14	43.8	11	26.8
Remained basically unchanged	41	56.2	15	46.9	26	63.4
Eased somewhat	1	1.4	1	3.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	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	1	1.4	1	3.1	0	0.0
Tightened somewhat	29	39.7	16	50.0	13	31.7
Remained basically unchanged	43	58.9	15	46.9	28	68.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	5	6.8	4	12.5	1	2.4
Tightened somewhat	33	45.2	18	56.2	15	36.6
Remained basically unchanged	33	45.2	10	31.2	23	56.1
Eased somewhat	2	2.7	0	0.0	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	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	5	6.8	4	12.5	1	2.4
Tightened somewhat	42	57.5	24	75.0	18	43.9
Remained basically unchanged	22	30.1	4	12.5	18	43.9
Eased somewhat	4	5.5	0	0.0	4	9.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	13	17.8	9	28.1	4	9.8
Tightened somewhat	31	42.5	16	50.0	15	36.6
Remained basically unchanged	28	38.4	7	21.9	21	51.2
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.7	1	3.1	1	2.4
Tightened somewhat	40	54.8	20	62.5	20	48.8
Remained basically unchanged	29	39.7	9	28.1	20	48.8
Eased somewhat	2	2.7	2	6.2	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.7	1	3.1	1	2.4
Tightened somewhat	40	54.8	20	62.5	20	48.8
Remained basically unchanged	31	42.5	11	34.4	20	48.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	100	41	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	21	28.8	13	40.6	8	19.5
Tightened somewhat	29	39.7	12	37.5	17	41.5
Remained basically unchanged	22	30.1	7	21.9	15	36.6
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	73	100	32	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	7	10.0	3	10.3	4	9.8
Tightened somewhat	22	31.4	11	37.9	11	26.8
Remained basically unchanged	41	58.6	15	51.7	26	63.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	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	2	2.9	1	3.4	1	2.4
Tightened somewhat	26	37.1	14	48.3	12	29.3
Remained basically unchanged	41	58.6	14	48.3	27	65.9
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.9	2	6.9	0	0.0
Tightened somewhat	31	44.9	14	48.3	17	42.5
Remained basically unchanged	34	49.3	13	44.8	21	52.5
Eased somewhat	2	2.9	0	0.0	2	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	29	100	40	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	4	5.7	3	10.3	1	2.4
Tightened somewhat	37	52.9	18	62.1	19	46.3
Remained basically unchanged	26	37.1	8	27.6	18	43.9
Eased somewhat	3	4.3	0	0.0	3	7.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	10	14.3	5	17.2	5	12.2
Tightened somewhat	30	42.9	15	51.7	15	36.6
Remained basically unchanged	29	41.4	9	31.0	20	48.8
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.9	1	3.4	1	2.4
Tightened somewhat	36	51.4	18	62.1	18	43.9
Remained basically unchanged	31	44.3	10	34.5	21	51.2
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	100	41	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	4	5.8	2	6.9	2	5.0
Tightened somewhat	34	49.3	15	51.7	19	47.5
Remained basically unchanged	31	44.9	12	41.4	19	47.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	29	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	14	20.0	7	24.1	7	17.1
Tightened somewhat	32	45.7	14	48.3	18	43.9
Remained basically unchanged	23	32.9	8	27.6	15	36.6
Eased somewhat	1	1.4	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	29	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 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	47	78.3	22	78.6	25	78.1
Somewhat important	12	20.0	6	21.4	6	18.8
Very important	1	1.7	0	0.0	1	3.1
Total	60	100	28	100	32	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	3.2	1	3.4	1	3.0
Somewhat important	6	9.7	3	10.3	3	9.1
Very important	54	87.1	25	86.2	29	87.9
Total	62	100	29	100	33	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	6.6	1	3.4	3	9.4
Somewhat important	13	21.3	5	17.2	8	25.0
Very important	44	72.1	23	79.3	21	65.6
Total	61	100	29	100	32	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	43	70.5	20	71.4	23	69.7
Somewhat important	18	29.5	8	28.6	10	30.3
Very important	0	0.0	0	0.0	0	0.0
Total	61	100	28	100	33	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	9	14.8	4	14.3	5	15.2
Somewhat important	36	59.0	18	64.3	18	54.5
Very important	16	26.2	6	21.4	10	30.3
Total	61	100	28	100	33	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	42	68.9	17	60.7	25	75.8
Somewhat important	19	31.1	11	39.3	8	24.2
Very important	0	0.0	0	0.0	0	0.0
Total	61	100	28	100	33	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	57	93.4	27	96.4	30	90.9
Somewhat important	4	6.6	1	3.6	3	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	61	100	28	100	33	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	45	73.8	24	85.7	21	63.6
Somewhat important	12	19.7	4	14.3	8	24.2
Very important	4	6.6	0	0.0	4	12.1
Total	61	100	28	100	33	100

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 changes in 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.)

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	9	12.3	5	15.6	4	9.8
Moderately stronger	11	15.1	9	28.1	2	4.9
About the same	16	21.9	5	15.6	11	26.8
Moderately weaker	26	35.6	8	25.0	18	43.9
Substantially weaker	11	15.1	5	15.6	6	14.6
Total	73	100	32	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	7	10.0	3	10.3	4	9.8
Moderately stronger	11	15.7	7	24.1	4	9.8
About the same	14	20.0	4	13.8	10	24.4
Moderately weaker	27	38.6	11	37.9	16	39.0
Substantially weaker	11	15.7	4	13.8	7	17.1
Total	70	100	29	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 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	16	76.2	12	80.0	4	66.7
Somewhat important	4	19.0	2	13.3	2	33.3
Very important	1	4.8	1	6.7	0	0.0
Total	21	100	15	100	6	100

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	66.7	10	66.7	4	66.7
Somewhat important	5	23.8	3	20.0	2	33.3
Very important	2	9.5	2	13.3	0	0.0
Total	21	100	15	100	6	100

c. Customer investment in plant or equipment increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	90.5	15	100.0	4	66.7
Somewhat important	2	9.5	0	0.0	2	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	15	100	6	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	30.0	4	28.6	2	33.3
Somewhat important	1	5.0	1	7.1	0	0.0
Very important	13	65.0	9	64.3	4	66.7
Total	20	100	14	100	6	100

e. Customer merger or acquisition financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	19	90.5	14	93.3	5	83.3
Somewhat important	2	9.5	1	6.7	1	16.7
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	15	100	6	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	18	85.7	13	86.7	5	83.3
Somewhat important	2	9.5	1	6.7	1	16.7
Very important	1	4.8	1	6.7	0	0.0
Total	21	100	15	100	6	100

g. Customer precautionary demand for cash and liquidity increased

	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	3	12.5	1	6.2	2	25.0
Very important	21	87.5	15	93.8	6	75.0
Total	24	100	16	100	8	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	26.3	5	31.2	5	22.7
Somewhat important	17	44.7	5	31.2	12	54.5
Very important	11	28.9	6	37.5	5	22.7
Total	38	100	16	100	22	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	33.3	5	33.3	7	33.3
Somewhat important	17	47.2	5	33.3	12	57.1
Very important	7	19.4	5	33.3	2	9.5
Total	36	100	15	100	21	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	22.2	4	26.7	4	19.0
Somewhat important	10	27.8	3	20.0	7	33.3
Very important	18	50.0	8	53.3	10	47.6
Total	36	100	15	100	21	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	23	63.9	11	73.3	12	57.1
Somewhat important	11	30.6	3	20.0	8	38.1
Very important	2	5.6	1	6.7	1	4.8
Total	36	100	15	100	21	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	36.1	4	26.7	9	42.9
Somewhat important	15	41.7	7	46.7	8	38.1
Very important	8	22.2	4	26.7	4	19.0
Total	36	100	15	100	21	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	29	80.6	13	86.7	16	76.2
Somewhat important	4	11.1	1	6.7	3	14.3
Very important	3	8.3	1	6.7	2	9.5
Total	36	100	15	100	21	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	22	59.5	10	66.7	12	54.5
Somewhat important	12	32.4	4	26.7	8	36.4
Very important	3	8.1	1	6.7	2	9.1
Total	37	100	15	100	22	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	3	4.3	1	3.2	2	5.1
The number of inquiries has increased moderately	13	18.6	9	29.0	4	10.3
The number of inquiries has stayed about the same	21	30.0	6	19.4	15	38.5
The number of inquiries has decreased moderately	23	32.9	10	32.3	13	33.3
The number of inquiries has decreased substantially	10	14.3	5	16.1	5	12.8
Total	70	100	31	100	39	100

For this question, 1 respondent answered "My bank does not originate C&I lines of credit."

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	16	23.5	8	28.6	8	20.0
Tightened somewhat	39	57.4	15	53.6	24	60.0
Remained basically unchanged	13	19.1	5	17.9	8	20.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	28	100	40	100

For this question, 5 respondents 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	10	14.1	5	16.1	5	12.5
Tightened somewhat	45	63.4	18	58.1	27	67.5
Remained basically unchanged	16	22.5	8	25.8	8	20.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	31	100	40	100

For this question, 3 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	4	5.7	2	6.5	2	5.1
Tightened somewhat	41	58.6	17	54.8	24	61.5
Remained basically unchanged	25	35.7	12	38.7	13	33.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	70	100	31	100	39	100

For this question, 3 respondents 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	1	1.4	0	0.0	1	2.4
Moderately stronger	3	4.3	1	3.6	2	4.9
About the same	20	29.0	1	3.6	19	46.3
Moderately weaker	26	37.7	14	50.0	12	29.3
Substantially weaker	19	27.5	12	42.9	7	17.1
Total	69	100	28	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	1	1.4	0	0.0	1	2.5
About the same	20	28.2	3	9.7	17	42.5
Moderately weaker	37	52.1	20	64.5	17	42.5
Substantially weaker	13	18.3	8	25.8	5	12.5
Total	71	100	31	100	40	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	2	2.8	0	0.0	2	5.0
About the same	26	36.6	8	25.8	18	45.0
Moderately weaker	37	52.1	21	67.7	16	40.0
Substantially weaker	6	8.5	2	6.5	4	10.0
Total	71	100	31	100	40	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.*

- *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	6	9.4	5	20.8	1	2.5
Tightened somewhat	29	45.3	13	54.2	16	40.0
Remained basically unchanged	29	45.3	6	25.0	23	57.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	24	100	40	100

For this question, 7 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	6	10.2	3	14.3	3	7.9
Tightened somewhat	25	42.4	12	57.1	13	34.2
Remained basically unchanged	28	47.5	6	28.6	22	57.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	21	100	38	100

For this question, 11 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	9	15.3	5	22.7	4	10.8
Tightened somewhat	26	44.1	12	54.5	14	37.8
Remained basically unchanged	24	40.7	5	22.7	19	51.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	22	100	37	100

For this question, 10 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	9	14.8	7	30.4	2	5.3
Tightened somewhat	33	54.1	14	60.9	19	50.0
Remained basically unchanged	19	31.1	2	8.7	17	44.7
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	23	100	38	100

For this question, 9 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	9	15.8	6	25.0	3	9.1
Tightened somewhat	31	54.4	15	62.5	16	48.5
Remained basically unchanged	17	29.8	3	12.5	14	42.4
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	24	100	33	100

For this question, 13 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	7	12.7	5	22.7	2	6.1
Tightened somewhat	28	50.9	13	59.1	15	45.5
Remained basically unchanged	20	36.4	4	18.2	16	48.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	22	100	33	100

For this question, 15 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	2	28.6	0	NaN	2	28.6
Tightened somewhat	1	14.3	0	NaN	1	14.3
Remained basically unchanged	4	57.1	0	NaN	4	57.1
Eased somewhat	0	0.0	0	NaN	0	0.0
Eased considerably	0	0.0	0	NaN	0	0.0
Total	7	100	0	100	7	100

For this question, 63 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	15	23.8	3	13.0	12	30.0
Moderately stronger	25	39.7	12	52.2	13	32.5
About the same	15	23.8	2	8.7	13	32.5
Moderately weaker	7	11.1	5	21.7	2	5.0
Substantially weaker	1	1.6	1	4.3	0	0.0
Total	63	100	23	100	40	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	9	15.5	4	19.0	5	13.5
Moderately stronger	14	24.1	6	28.6	8	21.6
About the same	24	41.4	5	23.8	19	51.4
Moderately weaker	9	15.5	4	19.0	5	13.5
Substantially weaker	2	3.4	2	9.5	0	0.0
Total	58	100	21	100	37	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	8	13.3	3	13.6	5	13.2
Moderately stronger	16	26.7	7	31.8	9	23.7
About the same	25	41.7	5	22.7	20	52.6
Moderately weaker	10	16.7	6	27.3	4	10.5
Substantially weaker	1	1.7	1	4.5	0	0.0
Total	60	100	22	100	38	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	6	9.8	4	17.4	2	5.3
Moderately stronger	21	34.4	9	39.1	12	31.6
About the same	21	34.4	2	8.7	19	50.0
Moderately weaker	12	19.7	7	30.4	5	13.2
Substantially weaker	1	1.6	1	4.3	0	0.0
Total	61	100	23	100	38	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	5	8.8	2	8.3	3	9.1
Moderately stronger	17	29.8	9	37.5	8	24.2
About the same	24	42.1	5	20.8	19	57.6
Moderately weaker	9	15.8	7	29.2	2	6.1
Substantially weaker	2	3.5	1	4.2	1	3.0
Total	57	100	24	100	33	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	4	7.4	2	9.1	2	6.2
Moderately stronger	16	29.6	8	36.4	8	25.0
About the same	25	46.3	6	27.3	19	59.4
Moderately weaker	7	13.0	5	22.7	2	6.2
Substantially weaker	2	3.7	1	4.5	1	3.1
Total	54	100	22	100	32	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	NaN	0	0.0
Moderately stronger	2	28.6	0	NaN	2	28.6
About the same	4	57.1	0	NaN	4	57.1
Moderately weaker	1	14.3	0	NaN	1	14.3
Substantially weaker	0	0.0	0	NaN	0	0.0
Total	7	100	0	100	7	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	11	17.2	9	36.0	2	5.1
Tightened somewhat	31	48.4	14	56.0	17	43.6
Remained basically unchanged	21	32.8	2	8.0	19	48.7
Eased somewhat	1	1.6	0	0.0	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	25	100	39	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	0	0.0	0	0.0	0	0.0
Moderately stronger	20	31.2	7	28.0	13	33.3
About the same	20	31.2	5	20.0	15	38.5
Moderately weaker	18	28.1	8	32.0	10	25.6
Substantially weaker	6	9.4	5	20.0	1	2.6
Total	64	100	25	100	39	100

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	0	0.0	0	0.0	0	0.0
Somewhat more willing	0	0.0	0	0.0	0	0.0
About unchanged	36	59.0	8	34.8	28	73.7
Somewhat less willing	22	36.1	12	52.2	10	26.3
Much less willing	3	4.9	3	13.0	0	0.0
Total	61	100	23	100	38	100

For this question, 11 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	14	30.4	11	44.0	3	14.3
Tightened somewhat	19	41.3	12	48.0	7	33.3
Remained basically unchanged	13	28.3	2	8.0	11	52.4
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100	25	100	21	100

For this question, 24 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	9	16.1	6	31.6	3	8.1
Tightened somewhat	22	39.3	10	52.6	12	32.4
Remained basically unchanged	25	44.6	3	15.8	22	59.5
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	100

For this question, 14 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	7	11.5	5	21.7	2	5.3
Tightened somewhat	30	49.2	14	60.9	16	42.1
Remained basically unchanged	24	39.3	4	17.4	20	52.6
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	23	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	7	15.6	4	16.7	3	14.3
Tightened somewhat	20	44.4	14	58.3	6	28.6
Remained basically unchanged	18	40.0	6	25.0	12	57.1
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	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	4	8.9	1	4.2	3	14.3
Remained basically unchanged	40	88.9	23	95.8	17	81.0
Eased somewhat	1	2.2	0	0.0	1	4.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	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	1	2.2	0	0.0	1	4.8
Remained basically unchanged	39	86.7	21	87.5	18	85.7
Eased somewhat	3	6.7	2	8.3	1	4.8
Eased considerably	2	4.4	1	4.2	1	4.8
Total	45	100	24	100	21	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	14	31.1	10	41.7	4	19.0
Tightened somewhat	14	31.1	10	41.7	4	19.0
Remained basically unchanged	17	37.8	4	16.7	13	61.9
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	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	8	17.8	6	25.0	2	9.5
Tightened somewhat	14	31.1	9	37.5	5	23.8
Remained basically unchanged	23	51.1	9	37.5	14	66.7
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	24	100	21	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	2	3.7	0	0.0	2	5.7
Tightened somewhat	7	13.0	4	21.1	3	8.6
Remained basically unchanged	44	81.5	15	78.9	29	82.9
Eased somewhat	1	1.9	0	0.0	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	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	1	1.8	0	0.0	1	2.8
Tightened somewhat	22	40.0	13	68.4	9	25.0
Remained basically unchanged	30	54.5	6	31.6	24	66.7
Eased somewhat	2	3.6	0	0.0	2	5.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	19	100	36	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	3	5.5	1	5.3	2	5.6
Tightened somewhat	12	21.8	6	31.6	6	16.7
Remained basically unchanged	40	72.7	12	63.2	28	77.8
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	19	100	36	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	5	9.1	1	5.3	4	11.1
Tightened somewhat	20	36.4	14	73.7	6	16.7
Remained basically unchanged	30	54.5	4	21.1	26	72.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	19	100	36	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	5	9.3	3	15.8	2	5.7
Tightened somewhat	15	27.8	6	31.6	9	25.7
Remained basically unchanged	34	63.0	10	52.6	24	68.6
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	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	7	11.7	3	13.0	4	10.8
Remained basically unchanged	53	88.3	20	87.0	33	89.2
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	23	100	37	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	14	23.3	7	30.4	7	18.9
Remained basically unchanged	42	70.0	15	65.2	27	73.0
Eased somewhat	4	6.7	1	4.3	3	8.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	23	100	37	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	10	16.7	4	17.4	6	16.2
Remained basically unchanged	50	83.3	19	82.6	31	83.8
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	23	100	37	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	3	5.0	2	8.7	1	2.7
Tightened somewhat	23	38.3	13	56.5	10	27.0
Remained basically unchanged	34	56.7	8	34.8	26	70.3
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	23	100	37	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	5	8.3	4	17.4	1	2.7
Tightened somewhat	17	28.3	7	30.4	10	27.0
Remained basically unchanged	38	63.3	12	52.2	26	70.3
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	23	100	37	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	1	2.2	0	0.0	1	4.8
About the same	14	30.4	2	8.0	12	57.1
Moderately weaker	16	34.8	12	48.0	4	19.0
Substantially weaker	15	32.6	11	44.0	4	19.0
Total	46	100	25	100	21	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	3	5.5	0	0.0	3	8.3
Moderately stronger	4	7.3	2	10.5	2	5.6
About the same	14	25.5	2	10.5	12	33.3
Moderately weaker	28	50.9	13	68.4	15	41.7
Substantially weaker	6	10.9	2	10.5	4	11.1
Total	55	100	19	100	36	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	8	13.1	4	17.4	4	10.5
About the same	19	31.1	4	17.4	15	39.5
Moderately weaker	27	44.3	10	43.5	17	44.7
Substantially weaker	7	11.5	5	21.7	2	5.3
Total	61	100	23	100	38	100

Question 27 *asks you to describe the current level of lending standards at your bank relative to the range of standards that has prevailed between 2005 and the present, a period which likely encompasses a wide range of standards as seen over a credit cycle. For each of the loan categories listed below, please use as reference points the points at which standards at your bank were tightest (most restrictive or least accommodative) and easiest (most accommodative or least restrictive) during this period.*

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? (Please respond using the following scale: **1 = near the easiest level that standards have been during this period, 2 = significantly easier than the midpoint that standards have been during this period, 3 = somewhat easier than the midpoint that standards have been during this period, 4 = near the midpoint that standards have been during this period, 5 = somewhat tighter than the midpoint that standards have been during this period, 6 = significantly tighter than the midpoint that standards have been during this period, 7 = near the tightest level that standards have been during this period.)** 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	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	2	6.7	1	3.0
Near the midpoint	22	34.9	12	40.0	10	30.3
Somewhat tighter than the midpoint	23	36.5	14	46.7	9	27.3
Significantly tighter than the midpoint	13	20.6	2	6.7	11	33.3
Near the tightest level	2	3.2	0	0.0	2	6.1
Total	63	100	30	100	33	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	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	2	6.9	1	3.0
Near the midpoint	10	16.1	5	17.2	5	15.2
Somewhat tighter than the midpoint	21	33.9	14	48.3	7	21.2
Significantly tighter than the midpoint	18	29.0	6	20.7	12	36.4
Near the tightest level	10	16.1	2	6.9	8	24.2
Total	62	100	29	100	33	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	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	3.0	1	3.3	1	2.8
Near the midpoint	17	25.8	6	20.0	11	30.6
Somewhat tighter than the midpoint	37	56.1	19	63.3	18	50.0
Significantly tighter than the midpoint	8	12.1	4	13.3	4	11.1
Near the tightest level	2	3.0	0	0.0	2	5.6
Total	66	100	30	100	36	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	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	4.6	0	0.0	3	8.6
Near the midpoint	17	26.2	9	30.0	8	22.9
Somewhat tighter than the midpoint	34	52.3	16	53.3	18	51.4
Significantly tighter than the midpoint	8	12.3	4	13.3	4	11.4
Near the tightest level	3	4.6	1	3.3	2	5.7
Total	65	100	30	100	35	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	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	3	4.8	1	3.7	2	5.6
Near the midpoint	21	33.3	9	33.3	12	33.3
Somewhat tighter than the midpoint	27	42.9	12	44.4	15	41.7
Significantly tighter than the midpoint	9	14.3	4	14.8	5	13.9
Near the tightest level	3	4.8	1	3.7	2	5.6
Total	63	100	27	100	36	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	2	3.0	1	3.4	1	2.6
Near the midpoint	12	17.9	1	3.4	11	28.9
Somewhat tighter than the midpoint	22	32.8	10	34.5	12	31.6
Significantly tighter than the midpoint	24	35.8	13	44.8	11	28.9
Near the tightest level	7	10.4	4	13.8	3	7.9
Total	67	100	29	100	38	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	2.9	1	3.3	1	2.6
Near the midpoint	9	13.2	2	6.7	7	18.4
Somewhat tighter than the midpoint	37	54.4	16	53.3	21	55.3
Significantly tighter than the midpoint	14	20.6	8	26.7	6	15.8
Near the tightest level	6	8.8	3	10.0	3	7.9
Total	68	100	30	100	38	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	2	2.9	1	3.3	1	2.6
Near the midpoint	15	22.1	6	20.0	9	23.7
Somewhat tighter than the midpoint	31	45.6	14	46.7	17	44.7
Significantly tighter than the midpoint	16	23.5	7	23.3	9	23.7
Near the tightest level	4	5.9	2	6.7	2	5.3
Total	68	100	30	100	38	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	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	4	7.0	0	0.0	4	11.4
Near the midpoint	24	42.1	7	31.8	17	48.6
Somewhat tighter than the midpoint	23	40.4	11	50.0	12	34.3
Significantly tighter than the midpoint	3	5.3	2	9.1	1	2.9
Near the tightest level	3	5.3	2	9.1	1	2.9
Total	57	100	22	100	35	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	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	5	9.1	1	4.8	4	11.8
Near the midpoint	27	49.1	12	57.1	15	44.1
Somewhat tighter than the midpoint	19	34.5	6	28.6	13	38.2
Significantly tighter than the midpoint	2	3.6	1	4.8	1	2.9
Near the tightest level	2	3.6	1	4.8	1	2.9
Total	55	100	21	100	34	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	3.3	0	0.0	2	5.7
Near the midpoint	19	31.7	5	20.0	14	40.0
Somewhat tighter than the midpoint	28	46.7	13	52.0	15	42.9
Significantly tighter than the midpoint	7	11.7	4	16.0	3	8.6
Near the tightest level	4	6.7	3	12.0	1	2.9
Total	60	100	25	100	35	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	1.7	0	0.0	1	2.9
Near the midpoint	17	28.8	3	12.0	14	41.2
Somewhat tighter than the midpoint	26	44.1	11	44.0	15	44.1
Significantly tighter than the midpoint	8	13.6	5	20.0	3	8.8
Near the tightest level	7	11.9	6	24.0	1	2.9
Total	59	100	25	100	34	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	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	3.6	1	4.0	1	3.3
Near the midpoint	21	38.2	6	24.0	15	50.0
Somewhat tighter than the midpoint	20	36.4	9	36.0	11	36.7
Significantly tighter than the midpoint	4	7.3	2	8.0	2	6.7
Near the tightest level	8	14.5	7	28.0	1	3.3
Total	55	100	25	100	30	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	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	2	4.8	1	6.7	1	3.7
Near the midpoint	14	33.3	2	13.3	12	44.4
Somewhat tighter than the midpoint	2	4.8	1	6.7	1	3.7
Significantly tighter than the midpoint	6	14.3	4	26.7	2	7.4
Near the tightest level	18	42.9	7	46.7	11	40.7
Total	42	100	15	100	27	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	7.7	3	15.0	1	3.1
Near the midpoint	20	38.5	4	20.0	16	50.0
Somewhat tighter than the midpoint	23	44.2	9	45.0	14	43.8
Significantly tighter than the midpoint	1	1.9	1	5.0	0	0.0
Near the tightest level	4	7.7	3	15.0	1	3.1
Total	52	100	20	100	32	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	0	0.0	0	0.0	0	0.0
Somewhat easier than the midpoint	1	2.9	0	0.0	1	4.0
Near the midpoint	12	35.3	2	22.2	10	40.0
Somewhat tighter than the midpoint	4	11.8	1	11.1	3	12.0
Significantly tighter than the midpoint	4	11.8	3	33.3	1	4.0
Near the tightest level	13	38.2	3	33.3	10	40.0
Total	34	100	9	100	25	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	1	1.8	0	0.0	1	3.1
Near the midpoint	20	36.4	5	21.7	15	46.9
Somewhat tighter than the midpoint	22	40.0	10	43.5	12	37.5
Significantly tighter than the midpoint	6	10.9	3	13.0	3	9.4
Near the tightest level	6	10.9	5	21.7	1	3.1
Total	55	100	23	100	32	100

Question 28 *requests feedback on any other issues you judge to be important but are not addressed in this survey.*

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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 $50 billion or more as of March 31, 2020. The combined assets of the 33 large banks totaled $11.9 trillion, compared to $12.7 trillion for the entire panel of 75 banks, and $17.1 trillion for all domestically chartered, federally insured commercial banks. Return to text

Last Update: August 03, 2020

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 2020)

***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	2	9.1
Tightened somewhat	11	50.0
Remained basically unchanged	9	40.9
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	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	2	9.1
Tightened somewhat	6	27.3
Remained basically unchanged	14	63.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

b. Maximum maturity of loans or credit lines

	All Respondents	
	Banks	**Percent**
Tightened considerably	0	0.0
Tightened somewhat	9	40.9
Remained basically unchanged	13	59.1
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

c. Costs of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	2	9.1
Tightened somewhat	11	50.0
Remained basically unchanged	9	40.9
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	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	1	4.5
Tightened somewhat	11	50.0
Remained basically unchanged	7	31.8
Eased somewhat	3	13.6
Eased considerably	0	0.0
Total	22	100

e. Premiums charged on riskier loans

	All Respondents	
	Banks	Percent
Tightened considerably	4	18.2
Tightened somewhat	11	50.0
Remained basically unchanged	7	31.8
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

f. Loan covenants

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.5
Tightened somewhat	8	36.4
Remained basically unchanged	12	54.5
Eased somewhat	1	4.5
Eased considerably	0	0.0
Total	22	100

g. Collateralization requirements

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.5
Tightened somewhat	7	31.8
Remained basically unchanged	14	63.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	100

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

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.5
Tightened somewhat	5	22.7
Remained basically unchanged	16	72.7
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	22	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 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	
	Banks	Percent
Not important	15	88.2
Somewhat important	2	11.8
Very important	0	0.0
Total	17	100

b. Less favorable or more uncertain economic outlook

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	4	22.2
Very important	14	77.8
Total	18	100

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

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	7	41.2
Very important	10	58.8
Total	17	100

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

	All Respondents	
	Banks	Percent
Not important	14	82.4
Somewhat important	3	17.6
Very important	0	0.0
Total	17	100

e. Reduced tolerance for risk

	All Respondents	
	Banks	Percent
Not important	7	41.2
Somewhat important	8	47.1
Very important	2	11.8
Total	17	100

f. Decreased liquidity in the secondary market for these loans

	All Respondents	
	Banks	Percent
Not important	8	47.1
Somewhat important	7	41.2
Very important	2	11.8
Total	17	100

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

	All Respondents	
	Banks	Percent
Not important	13	76.5
Somewhat important	3	17.6
Very important	1	5.9
Total	17	100

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

	All Respondents	
	Banks	Percent
Not important	14	82.4
Somewhat important	2	11.8
Very important	1	5.9
Total	17	100

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 changes in 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	4	18.2
Moderately stronger	7	31.8
About the same	4	18.2
Moderately weaker	5	22.7
Substantially weaker	2	9.1
Total	22	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 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 4), possible reasons:

a. Customer inventory financing needs increased

	All Respondents	
	Banks	**Percent**
Not important	5	55.6
Somewhat important	4	44.4
Very important	0	0.0
Total	9	100

b. Customer accounts receivable financing needs increased

	All Respondents	
	Banks	**Percent**
Not important	3	33.3
Somewhat important	6	66.7
Very important	0	0.0
Total	9	100

c. Customer investment in plant or equipment increased

	All Respondents	
	Banks	**Percent**
Not important	7	77.8
Somewhat important	2	22.2
Very important	0	0.0
Total	9	100

d. Customer internally generated funds decreased

	All Respondents	
	Banks	Percent
Not important	1	11.1
Somewhat important	3	33.3
Very important	5	55.6
Total	9	100

e. Customer merger or acquisition financing needs increased

	All Respondents	
	Banks	Percent
Not important	7	77.8
Somewhat important	2	22.2
Very important	0	0.0
Total	9	100

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

	All Respondents	
	Banks	Percent
Not important	7	77.8
Somewhat important	2	22.2
Very important	0	0.0
Total	9	100

g. Customer precautionary demand for cash and liquidity increased

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	1	9.1
Very important	10	90.9
Total	11	100

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

a. Customer inventory financing needs decreased

	All Respondents	
	Banks	Percent
Not important	5	71.4
Somewhat important	1	14.3
Very important	1	14.3
Total	7	100

b. Customer accounts receivable financing needs decreased

	All Respondents	
	Banks	Percent
Not important	5	71.4
Somewhat important	1	14.3
Very important	1	14.3
Total	7	100

c. Customer investment in plant or equipment decreased

	All Respondents	
	Banks	Percent
Not important	4	57.1
Somewhat important	1	14.3
Very important	2	28.6
Total	7	100

d. Customer internally generated funds increased

	All Respondents	
	Banks	Percent
Not important	7	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	7	100

e. Customer merger or acquisition financing needs decreased

	All Respondents	
	Banks	Percent
Not important	4	57.1
Somewhat important	2	28.6
Very important	1	14.3
Total	7	100

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

	All Respondents	
	Banks	Percent
Not important	3	42.9
Somewhat important	2	28.6
Very important	2	28.6
Total	7	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents	
	Banks	Percent
Not important	5	71.4
Somewhat important	0	0.0
Very important	2	28.6
Total	7	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	
	Banks	Percent
The number of inquiries has increased substantially	1	4.5
The number of inquiries has increased moderately	7	31.8
The number of inquiries has stayed about the same	8	36.4
The number of inquiries has decreased moderately	3	13.6
The number of inquiries has decreased substantially	3	13.6
Total	22	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	4	28.6
Tightened somewhat	5	35.7
Remained basically unchanged	5	35.7
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	14	100

For this question, 5 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	1	7.1
About the same	5	35.7
Moderately weaker	6	42.9
Substantially weaker	2	14.3
Total	14	100

Question 9 *asks you to describe the current level of lending standards at your bank relative to the range of standards that has prevailed between 2005 and the present, a period which likely encompasses a wide range of standards as seen over a credit cycle. For each of the loan categories listed below, please use as reference points the points at which standards at your bank were tightest (most restrictive or least accommodative) and easiest (most accommodative or least restrictive) during this period.*

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? (Please respond using the following scale: **1 = near the easiest level that standards have been during this period, 2 = significantly easier than the midpoint that standards have been during this period, 3 = somewhat easier than the midpoint that standards have been during this period, 4 = near the midpoint that standards have been during this period, 5 = somewhat tighter than the midpoint that standards have been during this period, 6 = significantly tighter than the midpoint that standards have been during this period, 7 = near the tightest level that standards have been during this period.)** 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	1	4.8
Somewhat easier than the midpoint	2	9.5
Near the midpoint	9	42.9
Somewhat tighter than the midpoint	9	42.9
Significantly tighter than the midpoint	0	0.0
Near the tightest level	0	0.0
Total	21	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	4.8
Somewhat easier than the midpoint	2	9.5
Near the midpoint	5	23.8
Somewhat tighter than the midpoint	7	33.3
Significantly tighter than the midpoint	4	19.0
Near the tightest level	2	9.5
Total	21	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	0	0.0
Somewhat easier than the midpoint	0	0.0
Near the midpoint	7	41.2
Somewhat tighter than the midpoint	6	35.3
Significantly tighter than the midpoint	3	17.6
Near the tightest level	1	5.9
Total	17	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	0	0.0
Near the midpoint	4	30.8
Somewhat tighter than the midpoint	5	38.5
Significantly tighter than the midpoint	2	15.4
Near the tightest level	2	15.4
Total	13	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	1	7.1
Near the midpoint	4	28.6
Somewhat tighter than the midpoint	1	7.1
Significantly tighter than the midpoint	3	21.4
Near the tightest level	5	35.7
Total	14	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	0	0.0
Near the midpoint	3	20.0
Somewhat tighter than the midpoint	4	26.7
Significantly tighter than the midpoint	6	40.0
Near the tightest level	2	13.3
Total	15	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	0	0.0
Near the midpoint	4	28.6
Somewhat tighter than the midpoint	4	28.6
Significantly tighter than the midpoint	4	28.6
Near the tightest level	2	14.3
Total	14	100

Question 10 *requests feedback on any other issues you judge to be important but are not addressed in this survey.*

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1. As of March 31, 2020, the 22 respondents had combined assets of $1.8 trillion, compared to $2.9 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

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