



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

# Finance Company Survey

Spring 2025

*Public reporting burden for this collection of information is estimated to average 8 minutes per response, including the time to gather and maintain data in the required form and to review instructions and complete the information collection. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to: Secretary, Board of Governors of the Federal Reserve System, Washington, DC 20551; and to the Office of Management and Budget, Paperwork Reduction Project (7100-0005), Washington, DC 20503. The Federal Reserve may not conduct or sponsor, and an organization (or a person) is not required to respond to a collection of information unless it displays a currently valid OMB control number.*

## I Business Loans to Motor Vehicle Dealers

These questions ask about the loans your company extends to auto dealerships, including loans that finance floor-plan inventories, real estate construction and acquisition, and working capital.

1. **Over the past three months**, how have your company's **lending standards** changed for approving applications for such loans?

- A. \_\_\_ Tightened considerably
- B. \_\_\_ Tightened somewhat
- C. \_\_\_ Remained about the same
- D. \_\_\_ Eased somewhat
- E. \_\_\_ Eased considerably

2. How does your company expect its **lending standards** for such loans to change **over the next six months** compared with its current standards?

- A. \_\_\_Tighten considerably
- B. \_\_\_Tighten somewhat
- C. \_\_\_Remain about the same
- D. \_\_\_Ease somewhat
- E. \_\_\_Ease considerably

3. Apart from normal seasonal variation, how has **demand** for such loans changed **over the past three months**?

- A. \_\_\_Substantially stronger
- B. \_\_\_Moderately stronger
- C. \_\_\_Remained about the same
- D. \_\_\_Moderately weaker
- E. \_\_\_Substantially weaker

4. How does your company expect **demand** for such loans from your company to change **over the next six months** compared with its current level?

- A. \_\_\_Strengthen substantially
- B. \_\_\_Strengthen moderately
- C. \_\_\_Remain about the same
- D. \_\_\_Weaken moderately
- E. \_\_\_Weaken substantially

5. How does your company expect the **credit performance** of its loans, as measured by your company's outlook for delinquencies and charge-offs on these loans, to change **over the next six months**?

- A. \_\_\_Strengthen substantially
- B. \_\_\_Strengthen moderately
- C. \_\_\_Remain about the same
- D. \_\_\_Weaken moderately

E. \_\_\_ Weaken substantially

## II Consumer Motor Vehicle Loans and Leases

These questions ask about motor vehicle loans and leases your company extends to consumers.

1. **Over the past three months**, how have your company's **lending standards** changed for approving applications for consumer motor vehicle loans and leases?

A. \_\_\_ Tightened considerably

B. \_\_\_ Tightened somewhat

C. \_\_\_ Remained about the same

D. \_\_\_ Eased somewhat

E. \_\_\_ Eased considerably

2. How does your company expect its **lending standards** for such loans and leases to change **over the next six months** compared with its current standards?

A. \_\_\_ Tighten considerably

B. \_\_\_ Tighten somewhat

C. \_\_\_ Remain about the same

D. \_\_\_ Ease somewhat

E. \_\_\_ Ease considerably

3. Apart from normal seasonal variation, how has **demand** from consumers for such loans and leases changed **over the past three months**?

A. \_\_\_ Substantially stronger

B. \_\_\_ Moderately stronger

C. \_\_\_ Remained about the same

D. \_\_\_ Moderately weaker

E. \_\_\_ Substantially weaker

4. How does your company expect **demand** for such loans and leases from your company to change **over the next six months** compared with its current level?

- A. ☐ Strengthen substantially
- B. ☐ Strengthen moderately
- C. ☐ Remain about the same
- D. ☐ Weaken moderately
- E. ☐ Weaken substantially

5. How does your company expect the **credit performance** of its loans and leases, as measured by your company's outlook for delinquencies and charge-offs on these loans and leases, to change **over the next six months**?

- A. ☐ Strengthen substantially
- B. ☐ Strengthen moderately
- C. ☐ Remain about the same
- D. ☐ Weaken moderately
- E. ☐ Weaken substantially

### III Economic Conditions

How do you expect **economic conditions** to become **over the next six months**?

- A. ☐ Significantly stronger
- B. ☐ Somewhat stronger
- C. ☐ About the same
- D. ☐ Somewhat weaker
- E. ☐ Significantly weaker

### IV Other Factors

If your company plans to tighten or ease lending standards **over the next six months**, how important are the following **possible reasons for the change**?

A. Possible reasons for *tightening* lending standards:

☐ a. Less favorable or more uncertain economic outlook

- ☐ b. Deterioration in, or desire to improve, your company's capital position
- ☐ c. Deterioration in, or desire to improve, your company's liquidity position
- ☐ d. Less aggressive competition from other bank or nonbank lenders
- ☐ e. Reduced tolerance for risk
- ☐ f. Increased difficulty of selling loans in the secondary market
- ☐ g. Deterioration in credit quality of consumer loans
- ☐ h. Deterioration in credit quality of loans other than consumer loans
- ☐ i. Increased concerns about your company's funding costs
- ☐ j. Other (please specify)

B. Possible reasons for *easing* lending standards:

- ☐ a. More favorable or less uncertain economic outlook
- ☐ b. Improvement in your company's capital position
- ☐ c. Improvement in your company's liquidity position
- ☐ d. More aggressive competition from other bank or nonbank lenders
- ☐ e. Increased tolerance for risk
- ☐ f. Increased ease of selling loans in the secondary market
- ☐ g. Improvement in credit quality of consumer loans
- ☐ h. Improvement in credit quality of loans other than consumer loans
- ☐ i. Reduced concerns about your company's funding costs
- ☐ j. Other (please specify)