

# **Senior Loan Officer Opinion Survey on Bank Lending Practices October 2025**

## **Questionnaire for U.S. Branches and Agencies of Foreign Banks**

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## Commercial and Industrial (C&I) Lending

*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?
  1. Tightened considerably
  2. Tightened somewhat
  3. Remained basically unchanged
  4. Eased somewhat
  5. Eased considerably
  6. My bank does not originate C&I loans or credit lines

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? (Please assign *each* term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)
- ☐ a. Maximum size of credit lines
  - ☐ b. Maximum maturity of loans or credit lines
  - ☐ c. Costs of credit lines
  - ☐ d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)
  - ☐ e. Premiums charged on riskier loans
  - ☐ f. Loan covenants
  - ☐ g. Collateralization requirements
  - ☐ h. Use of interest rate floors (more use=tightened, less use=eased)
  - ☐ i. Other (please specify)

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have the following possible reasons been for the change? (Please respond to either A, B, or both as appropriate and rate *each* possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

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

- ☐ a. Deterioration in your bank's current or expected capital position
- ☐ b. Less favorable or more uncertain economic outlook
- ☐ c. Worsening of industry-specific problems (please specify industries)
- ☐ d. Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)
- ☐ e. Reduced tolerance for risk
- ☐ f. Decreased liquidity in the secondary market for these loans
- ☐ g. Deterioration in your bank's current or expected liquidity position
- ☐ h. Increased concerns about the effects of legislative changes, supervisory actions, or accounting standards
- ☐ i. Other (please specify)

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

- ☐ a. Improvement in your bank's current or expected capital position
- ☐ b. More favorable or less uncertain economic outlook
- ☐ c. Improvement in industry-specific problems (please specify industries)
- ☐ d. More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)
- ☐ e. Increased tolerance for risk
- ☐ f. Increased liquidity in the secondary market for these loans
- ☐ g. Improvement in your bank's current or expected liquidity position
- ☐ h. Reduced concerns about the effects of legislative changes, supervisory actions, or accounting standards
- ☐ i. Other (please specify)

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.)
1. Substantially stronger
  2. Moderately stronger
  3. About the same
  4. Moderately weaker
  5. Substantially weaker
  6. My bank does not originate C&I loans or credit lines

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have the following possible reasons been for the change? (Please respond to either A, B, or both as appropriate and rate *each* possible reason using the following scale: 1=not important, 2=somewhat important, 3=very important.)

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

- ☐ a. Customer inventory financing needs increased
- ☐ b. Customer accounts receivable financing needs increased
- ☐ c. Customer investment in plant or equipment increased
- ☐ d. Customer internally generated funds decreased
- ☐ e. Customer merger or acquisition financing needs increased
- ☐ f. Customer borrowing shifted to your bank from other bank or nonbank sources because these other sources became less attractive
- ☐ g. Customer precautionary demand for cash and liquidity increased
- ☐ h. Other (please specify)

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

- ☐ a. Customer inventory financing needs decreased
- ☐ b. Customer accounts receivable financing needs decreased
- ☐ c. Customer investment in plant or equipment decreased
- ☐ d. Customer internally generated funds increased
- ☐ e. Customer merger or acquisition financing needs decreased
- ☐ f. Customer borrowing shifted from your bank to other bank or nonbank sources because these other sources became more attractive
- ☐ g. Customer precautionary demand for cash and liquidity decreased
- ☐ h. Other (please specify)

6. At your bank, apart from normal seasonal variation, how has the number of inquiries from potential business borrowers regarding the availability and terms of new credit lines or increases in existing lines changed over the past three months? (Please consider only inquiries for additional or increased C&I lines as opposed to the refinancing of existing loans.)
1. The number of inquiries has increased substantially
  2. The number of inquiries has increased moderately
  3. The number of inquiries has stayed about the same
  4. The number of inquiries has decreased moderately
  5. The number of inquiries has decreased substantially
  6. My bank does not originate C&I lines of credit

## Commercial Real Estate (CRE) Lending

*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?
  1. Tightened considerably
  2. Tightened somewhat
  3. Remained basically unchanged
  4. Eased somewhat
  5. Eased considerably
  6. 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.)
  1. Substantially stronger
  2. Moderately stronger
  3. About the same
  4. Moderately weaker
  5. Substantially weaker
  6. My bank does not originate CRE Loans



## Special Questions: C&I Loans

**Question 9** asks about changes in your bank's likelihood of approving C&I loan applications by borrower size and trade exposure. Answer Question 9 based on your best judgment of exposure to trade for each firm-size group. **Question 10** asks about the factors contributing to changes in demand for C&I loans from your bank.

9. **In comparison to the beginning of the year, how much more or less likely is your bank to currently approve a C&I loan application to a borrower in each firm size and trade exposure category?** In each case, assume all other borrower characteristics are typical for C&I loan applications from borrowers in that category. (Please assign each borrower category a number between 1 and 5 using the following scale: 1=much more likely, 2=somewhat more likely, 3=about as likely, 4=somewhat less likely, 5=much less likely, 6=my bank does not originate C&I loans or credit lines to these borrowers.)
- ☐ A. C&I loans or credit lines to large and middle-market firms with high trade exposure
  - ☐ B. C&I loans or credit lines to large and middle-market firms with low trade exposure
  - ☐ C. C&I loans or credit lines to small firms with high trade exposure
  - ☐ D. C&I loans or credit lines to small firms with low trade exposure
10. **What have been the main factors contributing to changes in demand for C&I loans from your bank since the *beginning of the year*?** For each possible factor listed below, please indicate in which direction and by how much each factor affected demand for C&I loans. (Please rate each factor using the following scale: 1=weakened demand significantly, 2=weakened demand somewhat, 3=not important, 4=strengthened demand somewhat, 5=strengthened demand significantly.)
- ☐ A. Changes in customers' investment needs due to the outlook for economic activity
  - ☐ B. Changes in customers' investment needs due to prevailing interest rates and terms
  - ☐ C. Changes in customers' investment needs to acquire inventory or make advance purchases due to trade developments
  - ☐ D. Changes in customers' investment needs due to trade-related shifts in product availability or pricing
  - ☐ E. Changes in customers' mergers and acquisitions investment needs
  - ☐ F. Changes in customers' investment needs for reasons not listed above
  - ☐ G. Changes in the relative attractiveness of other bank credit sources
  - ☐ H. Changes in the relative attractiveness of nonbank credit sources
  - ☐ I. Other (please specify)

## Optional Question

***Question 11** requests feedback on any other issues you judge to be important but are not addressed in this survey.*

11. Are there any other recent developments in lending practices not addressed in this survey that you find particularly significant? Your response will help us stay abreast of breaking issues and in choosing questions for future surveys. There is no need to reply if you have nothing you would like to add.