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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 January 2019 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures:

January 2019 Senior Loan Officer Opinion Survey on Bank Lending Practices

The January 2019 Senior Loan Officer Opinion Survey on Bank Lending Practices

The January 2019 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 fourth quarter of 2018.[1]

Regarding loans to businesses, respondents to the January survey indicated that, on balance, banks tightened standards for commercial real estate (CRE) loans, while standards and most terms on commercial and industrial (C&I) loans remained basically unchanged.[2] Meanwhile, demand for loans to businesses reportedly weakened.

For loans to households, banks reported that their lending standards for most categories of consumer loans and residential real estate loans remained basically unchanged on balance. Credit cards were the one exception, with standards reportedly tightening over the fourth quarter. Meanwhile, banks reported weaker demand for all categories of loans to households.

In addition, the survey included a set of special questions inquiring about banks' expectations for lending policies and loan performance over 2019. Banks reported expecting to tighten standards for all categories of business loans as well as credit card loans and jumbo mortgages. Demand for most loan types is expected to weaken, on net, with the one exception being credit card loans, for which demand is expected to remain unchanged. Meanwhile, banks anticipate that loan performance will deteriorate for all surveyed categories.

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[1] Responses were received from 73 domestic banks and 22 U.S. branches and agencies of foreign banks. Respondent banks received the survey on or after December 21, 2018, and responses were due by January 7, 2019. Unless otherwise indicated, this summary refers to the responses of domestic banks.

[2] 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.

Lending to Businesses

(Table 1, questions 1–12; Table 2, questions 1–8)

Questions on commercial and industrial lending. Banks reported that standards for C&I loans to both large and middle-market firms and to small firms remained basically unchanged over the past three months.[3] Most terms on such loans remained basically unchanged as well, although a moderate net share of banks reported increasing the premiums charged on riskier loans to large and middle-market firms and a modest net share of banks reported doing so for loans to small firms. Large banks, however, did report easing some key terms on loans to large and middle-market firms; moderate net shares of the largest banks reported increasing maximum credit lines, easing loan covenants, and narrowing loan rate spreads over costs of funds.[4] Meanwhile, foreign banks reported tightening standards and most terms for C&I loans.

Nearly every bank that reported having eased standards or terms over the past three months attributed this change, in part, to increased competition from other banks or nonbank lenders. No other reason queried was cited as important by a majority of banks. The reported reasons for tightening standards or terms were more varied. A less favorable or more uncertain economic outlook was the most cited reason for tightening, with reduced tolerance for risk and increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards also being cited by more than half of the banks that reported tighter standards or terms.

Regarding the demand for C&I loans, a modest net share of domestic banks reported that demand for C&I loans from large and middle-market firms weakened, while a moderate net share of banks reported weakened demand from small firms. Meanwhile, a moderate net share of foreign banks reported weaker demand for C&I loans over the fourth quarter. A majority of the banks that reported weaker demand indicated that decreases in customers' needs to finance mergers and acquisitions as well as investment in plants and equipment contributed to weaker demand, as did a shift in customers' borrowing toward other bank or nonbank sources.

Questions on commercial real estate lending. Moderate net fractions of banks reported tightening their standards for loans secured by multifamily residential properties and loans for construction and land development purposes, while a modest net share of banks reported tightening standards for loans secured by nonfarm nonresidential properties. Meanwhile, a significant net fraction of banks reported weaker demand for construction and land development loans, and a modest net share reported weaker demand for multifamily loans. Demand for loans secured by nonfarm nonresidential properties was basically unchanged on net.

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[3] 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.

[4] Large banks are those with over $50 billion in total assets as of September 30, 2018. The threshold for defining a large bank has been revised up from $20 billion since the last survey.

Lending to Households

(Table 1, questions 13–26)

Questions on residential real estate lending. On balance, banks reported that standards for residential real estate lending remained basically unchanged over the past three months. Standards were reported to be basically unchanged for all seven home purchase mortgage categories as well as for revolving home equity lines of credit (HELOCs). Meanwhile, significant net shares of banks reported weaker demand for all categories of residential mortgages, and a moderate net share of banks reported weaker demand for HELOCs.

Questions on consumer lending. A modest net share of banks reported tighter standards on credit card loans, while standards for auto loans and other consumer loans remained basically unchanged, on balance, over the fourth quarter. Most terms for consumer loans were reported as basically unchanged on net. However, a modest net share of banks reported tighter limits for credit cards, while moderate and modest net shares of banks reported wider loan rate spreads on auto loans and other consumer loans, respectively. Meanwhile, moderate net shares of banks reported weaker demand for the three consumer loan categories.

Special Questions on Banks' Outlook for 2019

(Table 1, questions 27–39; Table 2, questions 9–15)

A set of special questions asked banks about their expectations for lending standards, loan demand, and loan performance over 2019, assuming that economic activity progresses in line with consensus forecasts. On balance, banks reported expecting tighter standards, weaker demand, and worse loan performance, for most loan categories.

Regarding expectations for loans to businesses, moderate net fractions of banks reported that they expect to tighten standards on C&I loans to firms of all sizes, while significant net shares of banks expect to tighten standards for all three CRE loan categories. Meanwhile, demand is expected to weaken for all business loans: Moderate net shares of banks reported expecting weaker demand for C&I loans to firms of all sizes, significant net shares of banks expect weaker demand for loans secured by multifamily properties or nonfarm nonresidential properties, and a major net share of banks expect weaker demand for construction and land development loans. Additionally, banks reported expecting loan performance, as measured by charge-offs and delinquencies, to deteriorate, with either moderate or significant net shares of banks reporting expecting performance to deteriorate for the surveyed business loan categories.[5]

[5] For the questions about the performance of business loans, banks were queried about expectations for the performance for four types of C&I loans (nonsyndicated loans, syndicated nonleveraged loans, syndicated leveraged

The outlook for loans to households over the next year is broadly similar to the outlook for loans to businesses, although somewhat less uniform across loan categories. A moderate net share of banks reported expecting tighter standards for credit card loans, and a modest net share reported expecting tighter standards on nonconforming jumbo residential mortgage loans. In contrast, standards for auto loans and GSE (government sponsored enterprise)-eligible mortgages are expected to remain basically unchanged on net. Meanwhile, either moderate or significant net shares of banks reported expecting weaker demand for these loans, with the exception of credit card loans, for which demand is expected to remain basically unchanged. Loan performance is also reported as being expected to deteriorate for all categories of loans to households, with modest or moderate net shares of banks expecting performance to deteriorate for mortgages and consumer loans to prime borrowers, and significant net shares of banks expecting performance to deteriorate for consumer loans to nonprime borrowers.

Banks that reported expecting to tighten standards for any loan category were additionally asked to assess the importance of several potential reasons for the expected tightening.[6] An expected deterioration in collateral values was the most widely cited reason for expecting to tighten standards. In addition, a majority of banks reported that an expected reduction in their risk tolerance and an expected deterioration in the quality of their loan portfolios contributed to the expected tightening of standards.

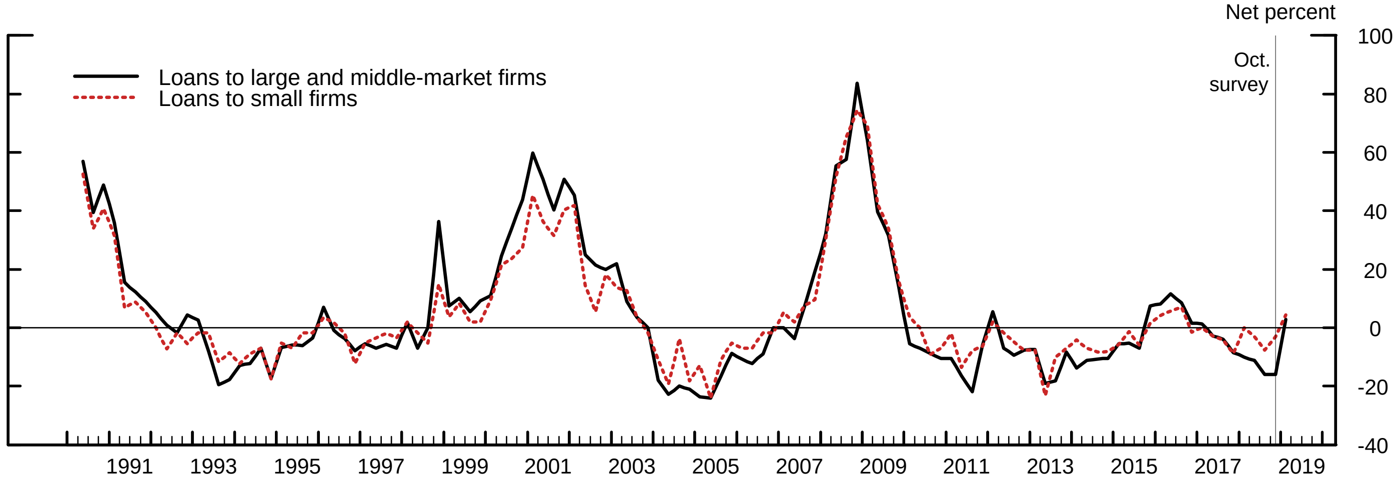
This document was prepared by David Glancy, with the assistance of Max Gross, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.

loans, and loans to small firms) and three types of CRE loans (multifamily loans, nonfarm nonresidential loans, and construction and land development loans).

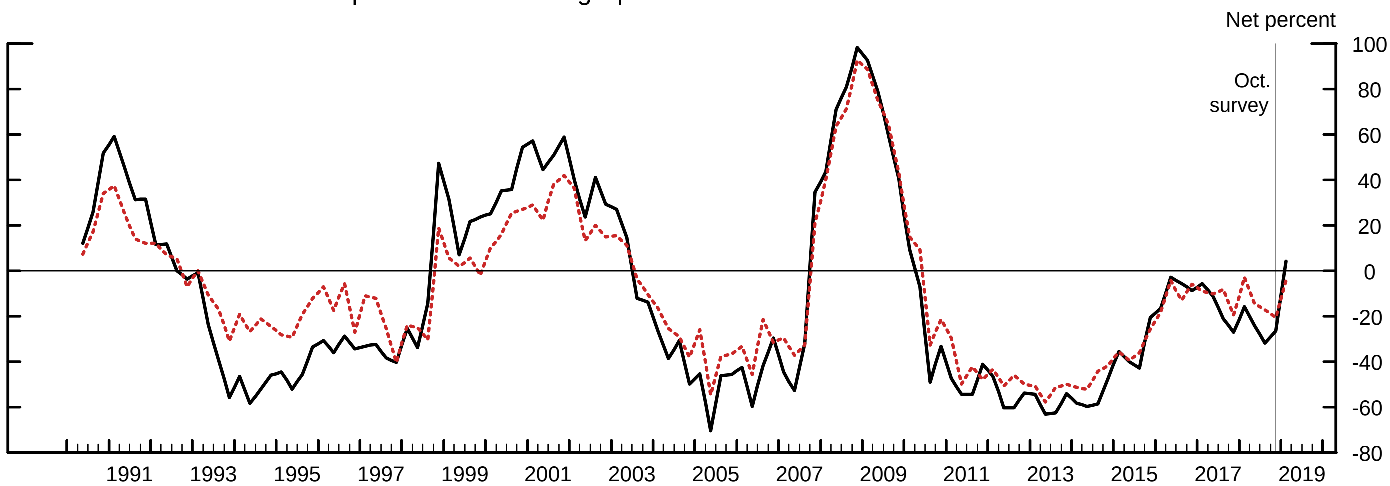
[6] Potential reasons for expecting to change standards included changes in (1) capital or liquidity position, (2) spread of loan rates over cost of funds, (3) collateral values, (4) competition from other bank or nonbank lenders, (5) risk tolerance, (6) ease of selling loans in secondary market, (7) credit quality of loan portfolio, and (8) concern about the effects of legislative or regulatory changes.

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

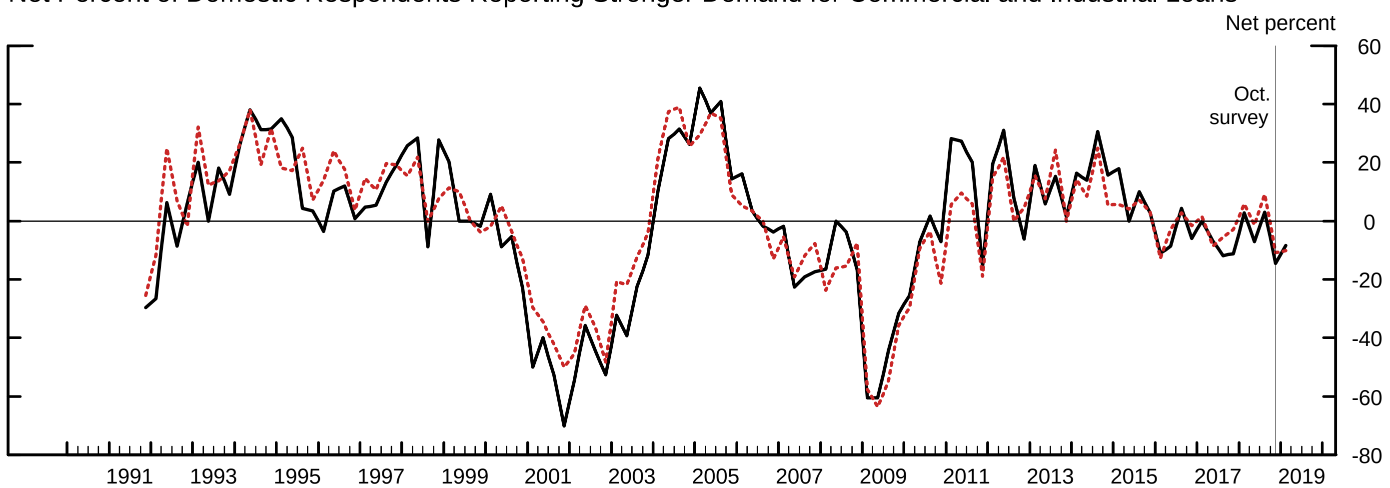
Net Percent of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



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

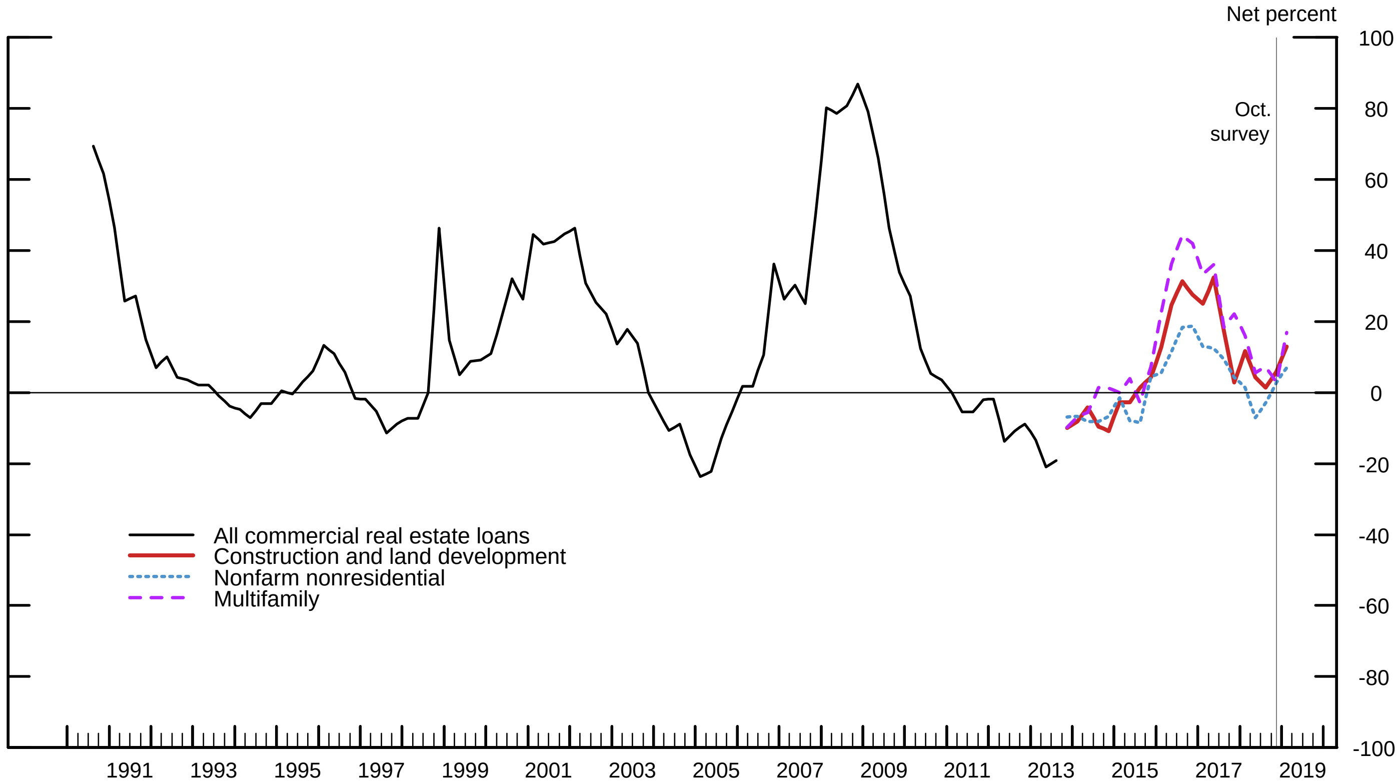


Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans

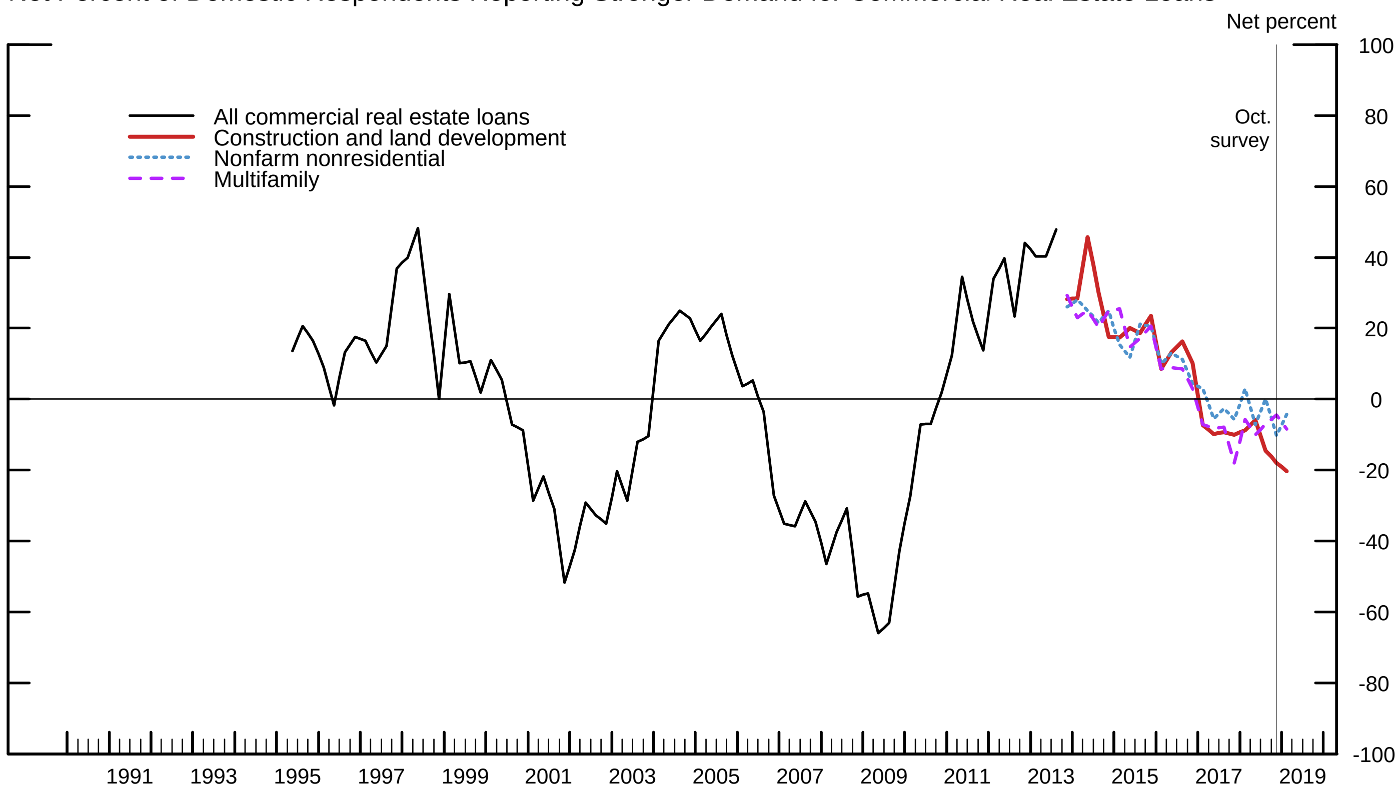


Measures of Supply and Demand for Commercial Real Estate Loans

Net Percent of Domestic Respondents Tightening Standards for Commercial Real Estate Loans



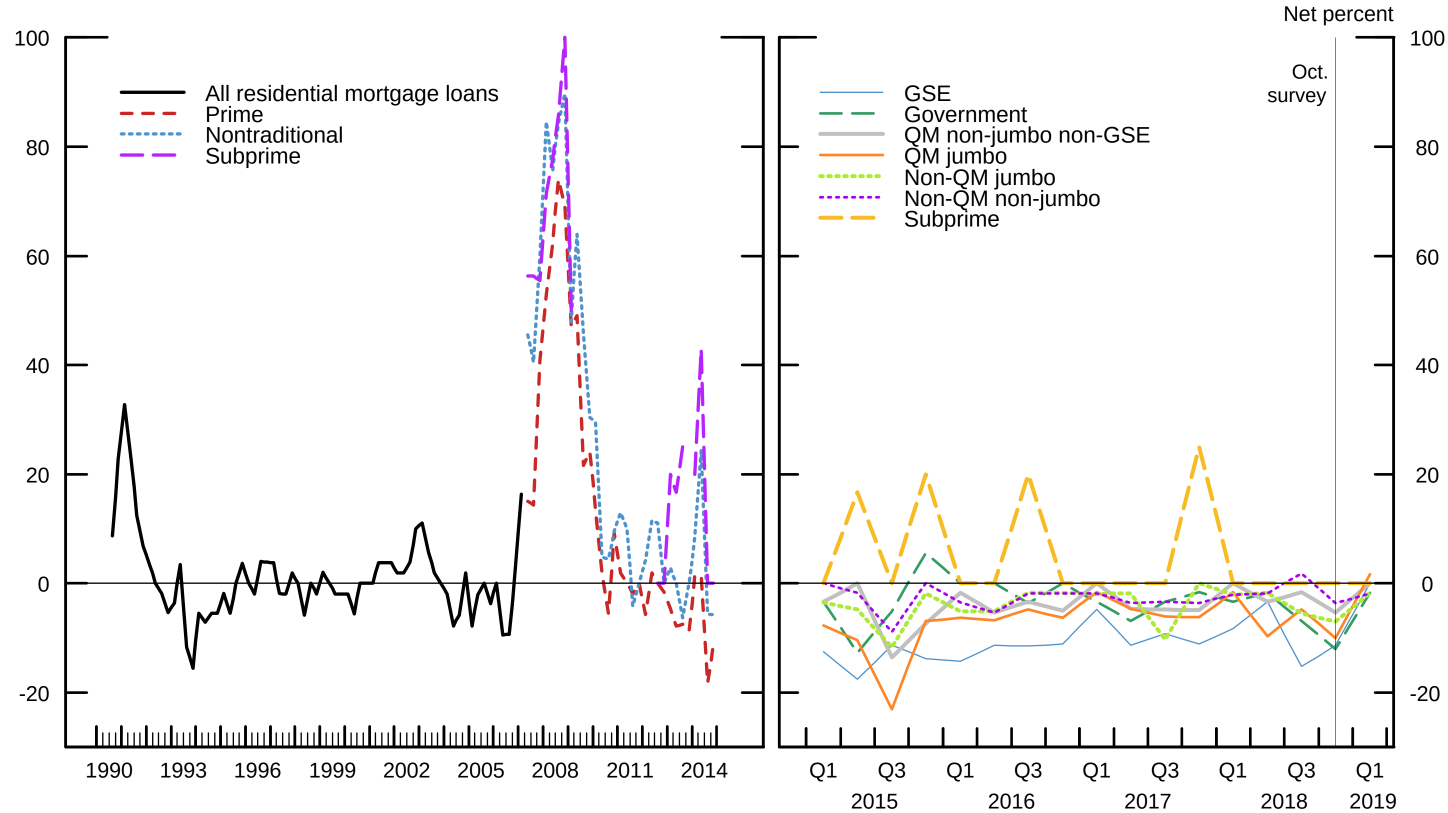
Net Percent of Domestic Respondents Reporting Stronger Demand for Commercial Real Estate Loans



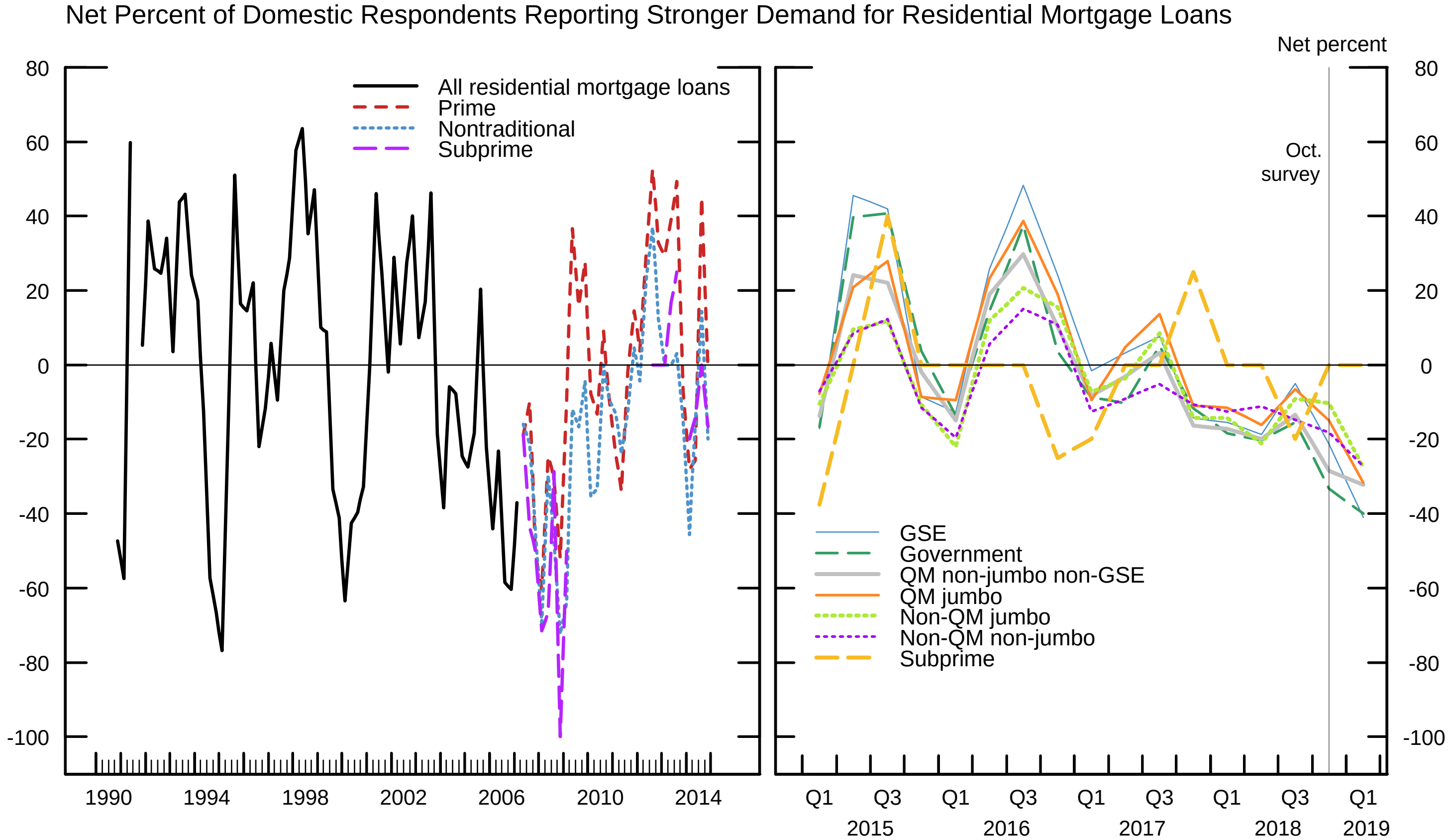
Note: For data starting in 2013:Q4, changes in demand for construction and land development, nonfarm nonresidential, and multifamily loans are reported separately.

Measures of Supply and Demand for Residential Mortgage Loans

Net Percent of Domestic Respondents Tightening Standards for Residential Mortgage Loans



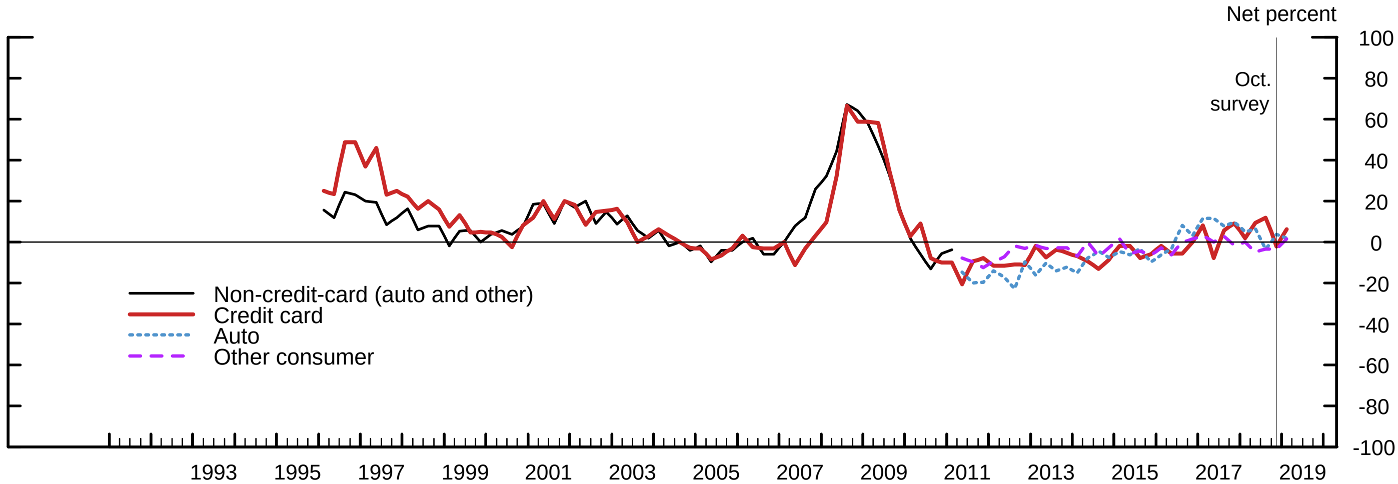
Net Percent of Domestic Respondents Reporting Stronger Demand for Residential Mortgage Loans



Note: 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.

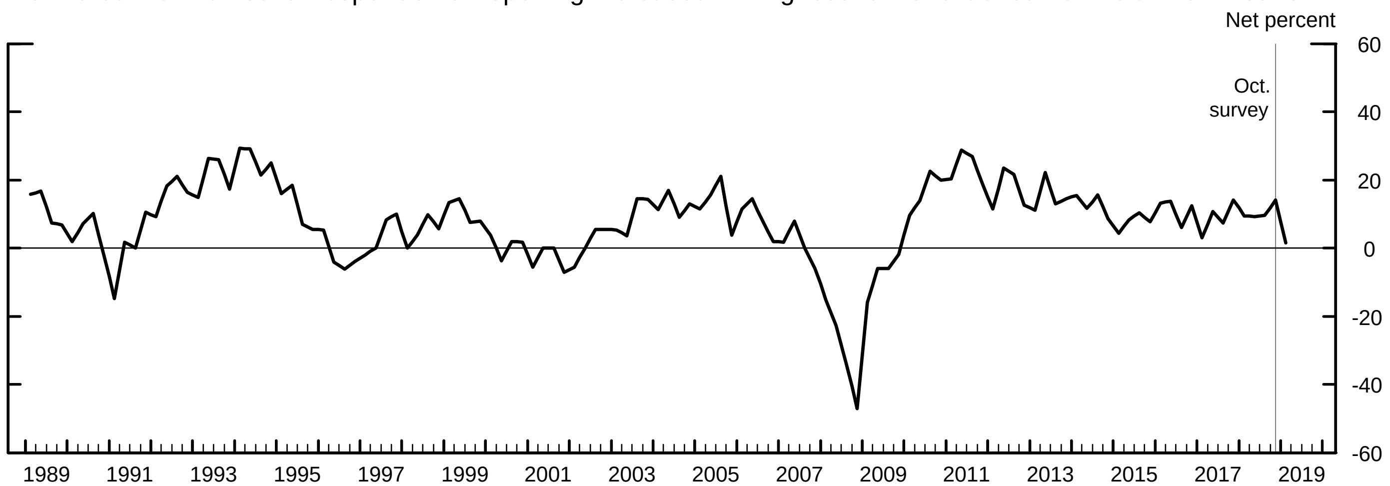
Measures of Supply and Demand for Consumer Loans

Net Percent of Domestic Respondents Tightening Standards for Consumer Loans

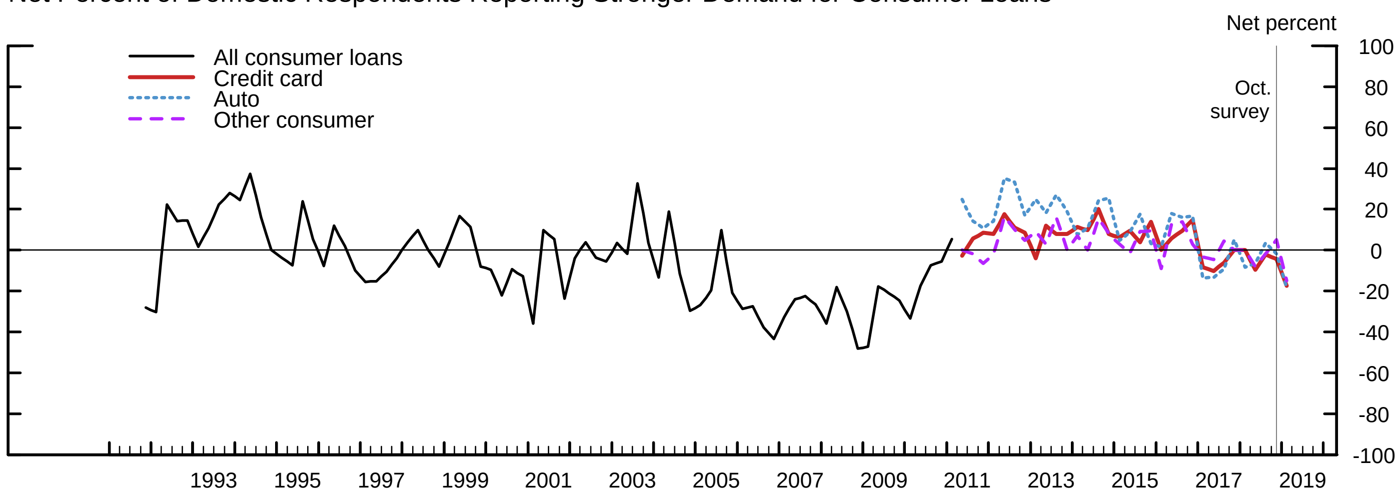


Note: For data starting in 2011:Q2, changes in standards for auto loans and consumer loans excluding credit card and auto loans are reported separately. In 2011:Q2 only, new and used auto loans are reported separately and equally weighted to calculate the auto loans series.

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.

The correction made on March 29, 2019 was inadvertently not updated in the Table 1 PDF until May 14, 2020.

The correction is as follows:
In table 1, the text for question 31.A has been corrected to read "Possible reasons for expecting to tighten credit standards." Additionally, the text for reason 1 under question 31.A has been corrected to read "Expected deterioration in your bank's capital or liquidity position." The data in the tables are unchanged.

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 January 2019)

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

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	6.9	2	6.9	3	7.0
Remained basically unchanged	64	88.9	24	82.8	40	93.0
Eased somewhat	3	4.2	3	10.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	29	100	43	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.8	1	3.8	3	7.0
Remained basically unchanged	64	92.8	24	92.3	40	93.0
Eased somewhat	1	1.4	1	3.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	100

For this question, 2 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.2	1	3.6	2	4.7
Remained basically unchanged	61	85.9	23	82.1	38	88.4
Eased somewhat	7	9.9	4	14.3	3	7.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.6	1	3.6	3	7.0
Remained basically unchanged	62	87.3	25	89.3	37	86.0
Eased somewhat	5	7.0	2	7.1	3	7.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	7	9.9	4	14.3	3	7.0
Remained basically unchanged	59	83.1	22	78.6	37	86.0
Eased somewhat	5	7.0	2	7.1	3	7.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	14	19.7	4	14.3	10	23.3
Remained basically unchanged	46	64.8	17	60.7	29	67.4
Eased somewhat	11	15.5	7	25.0	4	9.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	2	2.8	1	3.6	1	2.3
Tightened somewhat	10	14.1	4	14.3	6	14.0
Remained basically unchanged	56	78.9	21	75.0	35	81.4
Eased somewhat	3	4.2	2	7.1	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	5	7.0	3	10.7	2	4.7
Remained basically unchanged	60	84.5	19	67.9	41	95.3
Eased somewhat	6	8.5	6	21.4	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.6	2	7.1	2	4.7
Remained basically unchanged	67	94.4	26	92.9	41	95.3
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	28	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	3.6	1	2.4
Remained basically unchanged	64	91.4	25	89.3	39	92.9
Eased somewhat	3	4.3	2	7.1	1	2.4
Eased considerably	1	1.4	0	0.0	1	2.4
Total	70	100	28	100	42	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	3.8	1	2.3
Remained basically unchanged	66	95.7	25	96.2	41	95.3
Eased somewhat	1	1.4	0	0.0	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	3.8	1	2.3
Remained basically unchanged	67	97.1	25	96.2	42	97.7
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	26	100	43	100

c. Costs of credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	3.8	1	2.3
Remained basically unchanged	62	89.9	23	88.5	39	90.7
Eased somewhat	5	7.2	2	7.7	3	7.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	8.8	1	4.0	5	11.6
Remained basically unchanged	53	77.9	19	76.0	34	79.1
Eased somewhat	9	13.2	5	20.0	4	9.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	25	100	43	100

e. Premiums charged on riskier loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	6	8.8	1	3.8	5	11.9
Remained basically unchanged	60	88.2	24	92.3	36	85.7
Eased somewhat	2	2.9	1	3.8	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

f. Loan covenants

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	1	3.8	1	2.3
Remained basically unchanged	65	94.2	23	88.5	42	97.7
Eased somewhat	2	2.9	2	7.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	100

g. Collateralization requirements

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.3	1	3.8	2	4.7
Remained basically unchanged	65	94.2	24	92.3	41	95.3
Eased somewhat	1	1.4	1	3.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.0	2	8.0	0	0.0
Remained basically unchanged	64	95.5	23	92.0	41	97.6
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	1	1.5	0	0.0	1	2.4
Total	67	100	25	100	42	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	14	93.3	6	100.0	8	88.9
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	1	6.7	0	0.0	1	11.1
Total	15	100	6	100	9	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	13.3	0	0.0	2	22.2
Somewhat important	7	46.7	4	66.7	3	33.3
Very important	6	40.0	2	33.3	4	44.4
Total	15	100	6	100	9	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	53.8	2	40.0	5	62.5
Somewhat important	3	23.1	2	40.0	1	12.5
Very important	3	23.1	1	20.0	2	25.0
Total	13	100	5	100	8	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	8	50.0	3	50.0	5	50.0
Somewhat important	8	50.0	3	50.0	5	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	16	100	6	100	10	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	6	40.0	4	66.7	2	22.2
Somewhat important	8	53.3	2	33.3	6	66.7
Very important	1	6.7	0	0.0	1	11.1
Total	15	100	6	100	9	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	10	66.7	3	50.0	7	77.8
Somewhat important	5	33.3	3	50.0	2	22.2
Very important	0	0.0	0	0.0	0	0.0
Total	15	100	6	100	9	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	12	80.0	5	83.3	7	77.8
Somewhat important	1	6.7	0	0.0	1	11.1
Very important	2	13.3	1	16.7	1	11.1
Total	15	100	6	100	9	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	7	46.7	3	50.0	4	44.4
Somewhat important	6	40.0	3	50.0	3	33.3
Very important	2	13.3	0	0.0	2	22.2
Total	15	100	6	100	9	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	14	82.4	10	100.0	4	57.1
Somewhat important	3	17.6	0	0.0	3	42.9
Very important	0	0.0	0	0.0	0	0.0
Total	17	100	10	100	7	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	12	63.2	8	66.7	4	57.1
Somewhat important	5	26.3	3	25.0	2	28.6
Very important	2	10.5	1	8.3	1	14.3
Total	19	100	12	100	7	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	15	88.2	9	90.0	6	85.7
Somewhat important	1	5.9	1	10.0	0	0.0
Very important	1	5.9	0	0.0	1	14.3
Total	17	100	10	100	7	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	2	10.5	0	0.0	2	28.6
Somewhat important	9	47.4	6	50.0	3	42.9
Very important	8	42.1	6	50.0	2	28.6
Total	19	100	12	100	7	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	72.2	7	63.6	6	85.7
Somewhat important	4	22.2	3	27.3	1	14.3
Very important	1	5.6	1	9.1	0	0.0
Total	18	100	11	100	7	100

f. Increased liquidity in the secondary market for these loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	76.5	8	80.0	5	71.4
Somewhat important	4	23.5	2	20.0	2	28.6
Very important	0	0.0	0	0.0	0	0.0
Total	17	100	10	100	7	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	15	88.2	10	100.0	5	71.4
Somewhat important	2	11.8	0	0.0	2	28.6
Very important	0	0.0	0	0.0	0	0.0
Total	17	100	10	100	7	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	94.1	10	100.0	6	85.7
Somewhat important	1	5.9	0	0.0	1	14.3
Very important	0	0.0	0	0.0	0	0.0
Total	17	100	10	100	7	100

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

A. Demand for C&I loans from **large and middle-market firms** (annual sales of $50 million or more):

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	10	13.9	5	17.2	5	11.6
About the same	46	63.9	17	58.6	29	67.4
Moderately weaker	15	20.8	7	24.1	8	18.6
Substantially weaker	1	1.4	0	0.0	1	2.3
Total	72	100	29	100	43	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	0	0.0	0	0.0	0	0.0
Moderately stronger	6	8.7	1	3.8	5	11.6
About the same	50	72.5	21	80.8	29	67.4
Moderately weaker	13	18.8	4	15.4	9	20.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	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	3	30.0	1	25.0	2	33.3
Somewhat important	7	70.0	3	75.0	4	66.7
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	4	100	6	100

b. Customer accounts receivable financing needs increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	40.0	1	25.0	3	50.0
Somewhat important	6	60.0	3	75.0	3	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	4	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	4	36.4	3	60.0	1	16.7
Somewhat important	7	63.6	2	40.0	5	83.3
Very important	0	0.0	0	0.0	0	0.0
Total	11	100	5	100	6	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	9	90.0	4	100.0	5	83.3
Somewhat important	1	10.0	0	0.0	1	16.7
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	4	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	3	27.3	0	0.0	3	50.0
Somewhat important	8	72.7	5	100.0	3	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	11	100	5	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	5	50.0	2	50.0	3	50.0
Somewhat important	5	50.0	2	50.0	3	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	4	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	6	66.7	1	33.3	5	83.3
Somewhat important	3	33.3	2	66.7	1	16.7
Very important	0	0.0	0	0.0	0	0.0
Total	9	100	3	100	6	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	8	61.5	4	66.7	4	57.1
Somewhat important	4	30.8	2	33.3	2	28.6
Very important	1	7.7	0	0.0	1	14.3
Total	13	100	6	100	7	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	8	61.5	4	66.7	4	57.1
Somewhat important	4	30.8	2	33.3	2	28.6
Very important	1	7.7	0	0.0	1	14.3
Total	13	100	6	100	7	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	6	46.2	4	66.7	2	28.6
Somewhat important	5	38.5	2	33.3	3	42.9
Very important	2	15.4	0	0.0	2	28.6
Total	13	100	6	100	7	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	7	53.8	4	66.7	3	42.9
Somewhat important	6	46.2	2	33.3	4	57.1
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	6	100	7	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	30.8	1	16.7	3	42.9
Somewhat important	8	61.5	4	66.7	4	57.1
Very important	1	7.7	1	16.7	0	0.0
Total	13	100	6	100	7	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	7	46.7	3	42.9	4	50.0
Somewhat important	5	33.3	2	28.6	3	37.5
Very important	3	20.0	2	28.6	1	12.5
Total	15	100	7	100	8	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	61.5	6	100.0	2	28.6
Somewhat important	5	38.5	0	0.0	5	71.4
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	6	100	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		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
The number of inquiries has increased substantially	0	0.0	0	0.0	0	0.0
The number of inquiries has increased moderately	9	12.7	2	6.9	7	16.7
The number of inquiries has stayed about the same	50	70.4	22	75.9	28	66.7
The number of inquiries has decreased moderately	12	16.9	5	17.2	7	16.7
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
Total	71	100	29	100	42	100

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	1	1.4	1	3.8	0	0.0
Tightened somewhat	10	14.5	2	7.7	8	18.6
Remained basically unchanged	56	81.2	21	80.8	35	81.4
Eased somewhat	2	2.9	2	7.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	100

For this question, 2 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	1	1.4	0	0.0	1	2.3
Tightened somewhat	7	9.9	3	10.7	4	9.3
Remained basically unchanged	60	84.5	22	78.6	38	88.4
Eased somewhat	3	4.2	3	10.7	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

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	1	1.4	0	0.0	1	2.3
Tightened somewhat	13	18.3	4	14.3	9	20.9
Remained basically unchanged	55	77.5	22	78.6	33	76.7
Eased somewhat	2	2.8	2	7.1	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

10. Apart from normal seasonal variation, how has demand for **construction and land development loans** changed over the past three months? (Please consider the number of requests for new spot loans, for disbursement of funds under existing loan commitments, and for new or increased credit lines.)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	3	4.3	1	3.8	2	4.7
About the same	49	71.0	16	61.5	33	76.7
Moderately weaker	17	24.6	9	34.6	8	18.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	69	100	26	100	43	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	6	8.5	3	10.7	3	7.0
About the same	56	78.9	21	75.0	35	81.4
Moderately weaker	8	11.3	4	14.3	4	9.3
Substantially weaker	1	1.4	0	0.0	1	2.3
Total	71	100	28	100	43	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	1	1.4	0	0.0	1	2.3
Moderately stronger	4	5.6	2	7.1	2	4.7
About the same	55	77.5	21	75.0	34	79.1
Moderately weaker	11	15.5	5	17.9	6	14.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.9	1	4.5	2	5.1
Remained basically unchanged	55	90.2	19	86.4	36	92.3
Eased somewhat	3	4.9	2	9.1	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	22	100	39	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	98.3	20	95.2	39	100.0
Eased somewhat	1	1.7	1	4.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	21	100	39	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.3	0	0.0	2	5.3
Remained basically unchanged	56	93.3	22	100.0	34	89.5
Eased somewhat	2	3.3	0	0.0	2	5.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	60	100	22	100	38	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	6.6	1	4.5	3	7.7
Remained basically unchanged	54	88.5	19	86.4	35	89.7
Eased somewhat	3	4.9	2	9.1	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	61	100	22	100	39	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	6.9	1	4.2	3	8.8
Remained basically unchanged	49	84.5	20	83.3	29	85.3
Eased somewhat	5	8.6	3	12.5	2	5.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	24	100	34	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	4.3	0	0.0
Remained basically unchanged	52	94.5	21	91.3	31	96.9
Eased somewhat	2	3.6	1	4.3	1	3.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	55	100	23	100	32	100

For this question, 14 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:

Responses are not reported when the number of respondents is 3 or fewer.

14. Apart from normal seasonal variation, how has demand for mortgages to purchase homes changed over the past three months? (Please consider only applications for new originations as opposed to applications for refinancing of existing mortgages.)

A. Demand for mortgages that your bank categorizes as ***GSE-eligible*** residential mortgages was:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	2	3.3	0	0.0	2	5.1
About the same	32	52.5	12	54.5	20	51.3
Moderately weaker	21	34.4	8	36.4	13	33.3
Substantially weaker	6	9.8	2	9.1	4	10.3
Total	61	100	22	100	39	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	0	0.0	0	0.0	0	0.0
Moderately stronger	1	1.7	0	0.0	1	2.6
About the same	34	56.7	12	57.1	22	56.4
Moderately weaker	20	33.3	7	33.3	13	33.3
Substantially weaker	5	8.3	2	9.5	3	7.7
Total	60	100	21	100	39	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	0	0.0	0	0.0	0	0.0
Moderately stronger	2	3.4	1	4.5	1	2.7
About the same	36	61.0	14	63.6	22	59.5
Moderately weaker	18	30.5	6	27.3	12	32.4
Substantially weaker	3	5.1	1	4.5	2	5.4
Total	59	100	22	100	37	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	0	0.0	0	0.0	0	0.0
Moderately stronger	2	3.3	0	0.0	2	5.3
About the same	37	61.7	14	63.6	23	60.5
Moderately weaker	17	28.3	6	27.3	11	28.9
Substantially weaker	4	6.7	2	9.1	2	5.3
Total	60	100	22	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	0	0.0	0	0.0	0	0.0
Moderately stronger	3	5.2	1	4.2	2	5.9
About the same	36	62.1	15	62.5	21	61.8
Moderately weaker	15	25.9	6	25.0	9	26.5
Substantially weaker	4	6.9	2	8.3	2	5.9
Total	58	100	24	100	34	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	0	0.0	0	0.0	0	0.0
Moderately stronger	3	5.5	1	4.3	2	6.2
About the same	34	61.8	15	65.2	19	59.4
Moderately weaker	16	29.1	6	26.1	10	31.2
Substantially weaker	2	3.6	1	4.3	1	3.1
Total	55	100	23	100	32	100

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

Responses are not reported when the number of respondents is 3 or fewer.

Questions 15-16 *ask about* ***revolving home equity lines of credit*** *at your bank. Question 15 deals with changes in your bank's credit standards over the past three months. Question 16 deals with changes in demand. If your bank's credit standards have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.*

15. Over the past three months, how have your bank's credit standards for approving applications for revolving home equity lines of credit changed?

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.1	2	8.7	0	0.0
Remained basically unchanged	61	95.3	20	87.0	41	100.0
Eased somewhat	1	1.6	1	4.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	23	100	41	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	3	4.7	0	0.0	3	7.3
About the same	46	71.9	15	65.2	31	75.6
Moderately weaker	14	21.9	7	30.4	7	17.1
Substantially weaker	1	1.6	1	4.3	0	0.0
Total	64	100	23	100	41	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	4	6.5	2	9.1	2	5.0
About unchanged	55	88.7	17	77.3	38	95.0
Somewhat less willing	3	4.8	3	13.6	0	0.0
Much less willing	0	0.0	0	0.0	0	0.0
Total	62	100	22	100	40	100

For this question, 8 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	6.4	3	13.0	0	0.0
Remained basically unchanged	44	93.6	20	87.0	24	100.0
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	47	100	23	100	24	100

For this question, 22 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	7.4	2	10.5	2	5.7
Remained basically unchanged	47	87.0	14	73.7	33	94.3
Eased somewhat	3	5.6	3	15.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	54	100	19	100	35	100

For this question, 13 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	1	1.7	1	5.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	59	98.3	19	95.0	40	100.0
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	20	100	40	100

For this question, 9 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	8.9	4	17.4	0	0.0
Remained basically unchanged	41	91.1	19	82.6	22	100.0
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	23	100	22	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	1	2.2	0	0.0	1	4.5
Remained basically unchanged	44	97.8	23	100.0	21	95.5
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	23	100	22	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	45	100.0	23	100.0	22	100.0
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	23	100	22	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	6.7	2	8.7	1	4.5
Remained basically unchanged	41	91.1	20	87.0	21	95.5
Eased somewhat	1	2.2	1	4.3	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	45	100	23	100	22	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	4.5	1	4.3	1	4.8
Remained basically unchanged	42	95.5	22	95.7	20	95.2
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	44	100	23	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	51	94.4	17	89.5	34	97.1
Eased somewhat	3	5.6	2	10.5	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	7	13.2	3	15.8	4	11.8
Remained basically unchanged	45	84.9	16	84.2	29	85.3
Eased somewhat	1	1.9	0	0.0	1	2.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	53	100	19	100	34	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	54	100.0	19	100.0	35	100.0
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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.7	1	5.3	1	2.9
Remained basically unchanged	52	96.3	18	94.7	34	97.1
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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.9	1	5.3	0	0.0
Remained basically unchanged	52	96.3	17	89.5	35	100.0
Eased somewhat	1	1.9	1	5.3	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	60	100.0	21	100.0	39	100.0
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	21	100	39	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	4	6.7	1	4.8	3	7.7
Remained basically unchanged	56	93.3	20	95.2	36	92.3
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	21	100	39	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	1	1.7	1	4.8	0	0.0
Remained basically unchanged	59	98.3	20	95.2	39	100.0
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	21	100	39	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.7	1	4.8	0	0.0
Remained basically unchanged	58	98.3	20	95.2	38	100.0
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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.7	0	0.0	1	2.6
Remained basically unchanged	59	98.3	21	100.0	38	97.4
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	21	100	39	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	0	0.0	0	0.0	0	0.0
About the same	38	82.6	21	91.3	17	73.9
Moderately weaker	8	17.4	2	8.7	6	26.1
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	46	100	23	100	23	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	0	0.0	0	0.0	0	0.0
Moderately stronger	4	7.3	1	5.3	3	8.3
About the same	37	67.3	12	63.2	25	69.4
Moderately weaker	14	25.5	6	31.6	8	22.2
Substantially weaker	0	0.0	0	0.0	0	0.0
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	2	3.3	2	9.5	0	0.0
About the same	48	78.7	17	81.0	31	77.5
Moderately weaker	11	18.0	2	9.5	9	22.5
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	61	100	21	100	40	100

Questions 27-30 *ask how your bank expects its* ***lending standards*** *for select categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *to change over 2019.* ***Question 31*** *asks about the reasons why your bank expects lending standards to change.*

27. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation? (Please refer to the definitions of large and middle-market firms suggested in question 1. If your bank defines firm size differently from the categories suggested in question 1, please use your definitions.)

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	8	11.1	5	17.2	3	7.0
Remain basically unchanged	64	88.9	24	82.8	40	93.0
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	72	100	29	100	43	100

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	8	11.8	2	7.7	6	14.3
Remain basically unchanged	59	86.8	24	92.3	35	83.3
Ease somewhat	1	1.5	0	0.0	1	2.4
Ease considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

For this question, 3 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

28. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	18	26.9	5	20.0	13	31.0
Remain basically unchanged	49	73.1	20	80.0	29	69.0
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	67	100	25	100	42	100

For this question, 2 respondents answered "My bank does not originate construction and land development loans or credit lines."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	16	23.5	7	25.9	9	22.0
Remain basically unchanged	52	76.5	20	74.1	32	78.0
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	100

For this question, 1 respondent answered "My bank does not originate loans secured by nonfarm nonresidential properties."

C. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	1	1.4	0	0.0	1	2.4
Tighten somewhat	20	28.6	7	25.0	13	31.0
Remain basically unchanged	49	70.0	21	75.0	28	66.7
Ease somewhat	0	0.0	0	0.0	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

29. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **residential real estate loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **GSE-eligible residential mortgage loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	2	3.2	0	0.0	2	5.0
Remain basically unchanged	58	93.5	20	90.9	38	95.0
Ease somewhat	2	3.2	2	9.1	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	62	100	22	100	40	100

For this question, 7 respondents answered "My bank does not originate GSE-eligible residential mortgage loans."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **nonconforming jumbo residential mortgage loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	7	11.3	1	4.3	6	15.4
Remain basically unchanged	53	85.5	20	87.0	33	84.6
Ease somewhat	2	3.2	2	8.7	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	62	100	23	100	39	100

For this question, 7 respondents answered "My bank does not originate nonconforming jumbo residential mortgage loans."

30. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **consumer loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **credit card loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	8	16.0	6	26.1	2	7.4
Remain basically unchanged	40	80.0	17	73.9	23	85.2
Ease somewhat	2	4.0	0	0.0	2	7.4
Ease considerably	0	0.0	0	0.0	0	0.0
Total	50	100	23	100	27	100

For this question, 18 respondents answered "My bank does not originate credit card loans."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **auto loans** to:

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tighten considerably	0	0.0	0	0.0	0	0.0
Tighten somewhat	3	5.4	2	10.5	1	2.7
Remain basically unchanged	51	91.1	15	78.9	36	97.3
Ease somewhat	2	3.6	2	10.5	0	0.0
Ease considerably	0	0.0	0	0.0	0	0.0
Total	56	100	19	100	37	100

For this question, 11 respondents answered "My bank does not originate auto loans."

31. If your bank expects to tighten or ease its credit standards for any of the loan categories reported in questions 27-30, how important are the following possible reasons for the expected change in standards?

A. Possible reasons for expecting to tighten credit standards

1. Expected deterioration in your bank's capital or liquidity position

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	20	90.9	7	100.0	13	86.7
Somewhat important	1	4.5	0	0.0	1	6.7
Very important	1	4.5	0	0.0	1	6.7
Total	22	100	7	100	15	100

2. Expected decline in spreads of loan rates over your bank's cost of funds

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	54.5	5	71.4	7	46.7
Somewhat important	8	36.4	1	14.3	7	46.7
Very important	2	9.1	1	14.3	1	6.7
Total	22	100	7	100	15	100

3. Expected deterioration in collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	15.4	1	11.1	3	17.6
Somewhat important	17	65.4	7	77.8	10	58.8
Very important	5	19.2	1	11.1	4	23.5
Total	26	100	9	100	17	100

4. Expected reduction in competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	77.3	6	85.7	11	73.3
Somewhat important	4	18.2	1	14.3	3	20.0
Very important	1	4.5	0	0.0	1	6.7
Total	22	100	7	100	15	100

5. Expected reduction in risk tolerance

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	32.0	5	55.6	3	18.8
Somewhat important	12	48.0	3	33.3	9	56.2
Very important	5	20.0	1	11.1	4	25.0
Total	25	100	9	100	16	100

6. Expected reduction in ease of selling loans in secondary market

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	66.7	4	66.7	10	66.7
Somewhat important	6	28.6	2	33.3	4	26.7
Very important	1	4.8	0	0.0	1	6.7
Total	21	100	6	100	15	100

7. Expected deterioration in credit quality of loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	32.0	3	33.3	5	31.2
Somewhat important	12	48.0	4	44.4	8	50.0
Very important	5	20.0	2	22.2	3	18.8
Total	25	100	9	100	16	100

8. 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	12	52.2	4	57.1	8	50.0
Somewhat important	8	34.8	3	42.9	5	31.2
Very important	3	13.0	0	0.0	3	18.8
Total	23	100	7	100	16	100

B. Possible reasons for expecting to ease credit standards:

1. Expected improvement in your bank's capital or liquidity position

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	80.0	1	50.0	3	100.0
Somewhat important	1	20.0	1	50.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	2	100	3	100

2. Expected increase in spreads of loan rates over your bank's cost of funds

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	100.0	2	100.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	2	100	3	100

3. Expected increase in collateral values

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	66.7	1	33.3	3	100.0
Somewhat important	1	16.7	1	33.3	0	0.0
Very important	1	16.7	1	33.3	0	0.0
Total	6	100	3	100	3	100

4. Expected increase in competition from other banks or nonbank lenders

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	80.0	1	50.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	1	20.0	1	50.0	0	0.0
Total	5	100	2	100	3	100

5. Expected increase in risk tolerance

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	20.0	1	50.0	0	0.0
Somewhat important	4	80.0	1	50.0	3	100.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	2	100	3	100

6. Expected increase in ease of selling loans in secondary market

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	100.0	2	100.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	2	100	3	100

7. Expected improvement in credit quality of loan portfolio

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	80.0	1	50.0	3	100.0
Somewhat important	0	0.0	0	0.0	0	0.0
Very important	1	20.0	1	50.0	0	0.0
Total	5	100	2	100	3	100

8. Reduced concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	80.0	1	50.0	3	100.0
Somewhat important	1	20.0	1	50.0	0	0.0
Very important	0	0.0	0	0.0	0	0.0
Total	5	100	2	100	3	100

9. Other (please specify)

Responses are not reported when the number of respondents is 3 or fewer.

Questions 32-35 *ask how your bank expects* ***demand*** *for select categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *from your bank to change over 2019.*

32. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	3	4.3	2	7.1	1	2.4
Remain basically unchanged	50	71.4	19	67.9	31	73.8
Weaken somewhat	17	24.3	7	25.0	10	23.8
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

B. Compared to its current level, over 2019, my bank expects **demand** for **C&I loans or credit lines to small firms** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	3	4.5	1	4.0	2	4.8
Remain basically unchanged	51	76.1	21	84.0	30	71.4
Weaken somewhat	13	19.4	3	12.0	10	23.8
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	67	100	25	100	42	100

33. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **construction and land development loans** or credit lines from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	0	0.0	0	0.0	0	0.0
Remain basically unchanged	33	49.3	13	52.0	20	47.6
Weaken somewhat	33	49.3	12	48.0	21	50.0
Weaken substantially	1	1.5	0	0.0	1	2.4
Total	67	100	25	100	42	100

B. Compared to its current level, over 2019, my bank expects **demand** for **loans secured by nonfarm nonresidential properties** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	1	1.5	1	3.7	0	0.0
Remain basically unchanged	47	69.1	21	77.8	26	63.4
Weaken somewhat	20	29.4	5	18.5	15	36.6
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	100

C. Compared to its current level, over 2019, my bank expects **demand** for **loans secured by multifamily residential properties** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	2	2.9	0	0.0	2	4.7
Remain basically unchanged	44	62.9	21	77.8	23	53.5
Weaken somewhat	24	34.3	6	22.2	18	41.9
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	70	100	27	100	43	100

34. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **residential real estate loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **GSE-eligible residential mortgage loans** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	3	4.8	0	0.0	3	7.5
Remain basically unchanged	40	64.5	15	68.2	25	62.5
Weaken somewhat	19	30.6	7	31.8	12	30.0
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	62	100	22	100	40	100

B. Compared to its current level, over 2019, my bank expects **demand** for **nonconforming jumbo residential mortgage loans** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	6	9.7	3	13.0	3	7.7
Remain basically unchanged	39	62.9	13	56.5	26	66.7
Weaken somewhat	17	27.4	7	30.4	10	25.6
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	62	100	23	100	39	100

35. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **consumer loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **credit card** loans from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	5	10.4	2	8.7	3	12.0
Remain basically unchanged	38	79.2	19	82.6	19	76.0
Weaken somewhat	5	10.4	2	8.7	3	12.0
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	48	100	23	100	25	100

B. Compared to its current level, over 2019, my bank expects **demand** for **auto loans** from my bank to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Strengthen substantially	0	0.0	0	0.0	0	0.0
Strengthen somewhat	2	3.5	1	5.3	1	2.6
Remain basically unchanged	34	59.6	11	57.9	23	60.5
Weaken somewhat	21	36.8	7	36.8	14	36.8
Weaken substantially	0	0.0	0	0.0	0	0.0
Total	57	100	19	100	38	100

Questions 36-39 *ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of* ***C&I, commercial real estate, residential real estate, and consumer loans*** *in 2019.*

36. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2019?

A. The quality of my bank's ***syndicated nonleveraged*** **C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.5	0	0.0	1	2.6
Remain around current levels	56	83.6	22	78.6	34	87.2
Deteriorate somewhat	10	14.9	6	21.4	4	10.3
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	67	100	28	100	39	100

B. The quality of my bank's ***syndicated leveraged*** **C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.5	1	3.6	0	0.0
Remain around current levels	52	76.5	17	60.7	35	87.5
Deteriorate somewhat	15	22.1	10	35.7	5	12.5
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	68	100	28	100	40	100

C. The quality of my bank's ***nonsyndicated*** **C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.4	0	0.0	1	2.4
Remain around current levels	53	74.6	19	65.5	34	81.0
Deteriorate somewhat	17	23.9	10	34.5	7	16.7
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	71	100	29	100	42	100

D. The quality of my bank's **C&I loans to small firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	2	2.9	1	3.8	1	2.4
Remain around current levels	48	70.6	18	69.2	30	71.4
Deteriorate somewhat	18	26.5	7	26.9	11	26.2
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

37. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2019?

A. The quality of my bank's **construction and land development loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	1	1.5	0	0.0	1	2.4
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	50	74.6	19	76.0	31	73.8
Deteriorate somewhat	16	23.9	6	24.0	10	23.8
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	67	100	25	100	42	100

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	58	84.1	22	81.5	36	85.7
Deteriorate somewhat	11	15.9	5	18.5	6	14.3
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	69	100	27	100	42	100

C. The quality of my bank's **loans secured by multifamily residential properties** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	56	80.0	21	77.8	35	81.4
Deteriorate somewhat	13	18.6	6	22.2	7	16.3
Deteriorate substantially	1	1.4	0	0.0	1	2.3
Total	70	100	27	100	43	100

38. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **residential real estate loans** in the following categories in 2019?

A. The quality of my bank's **GSE-eligible residential mortgage loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	2	3.2	1	4.5	1	2.4
Remain around current levels	54	85.7	18	81.8	36	87.8
Deteriorate somewhat	7	11.1	3	13.6	4	9.8
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	63	100	22	100	41	100

B. The quality of my bank's **nonconforming jumbo residential mortgage loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	2	3.1	1	4.2	1	2.4
Remain around current levels	52	80.0	18	75.0	34	82.9
Deteriorate somewhat	11	16.9	5	20.8	6	14.6
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	65	100	24	100	41	100

C. The quality of my bank's **revolving home equity lines of credit** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	2	3.2	2	8.7	0	0.0
Remain around current levels	50	79.4	17	73.9	33	82.5
Deteriorate somewhat	11	17.5	4	17.4	7	17.5
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	63	100	23	100	40	100

39. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **consumer loans** in the following categories in 2019?

A. The quality of my bank's **credit card loans to prime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	42	82.4	17	73.9	25	89.3
Deteriorate somewhat	9	17.6	6	26.1	3	10.7
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	51	100	23	100	28	100

B. The quality of my bank's **credit card loans to nonprime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	2.2	1	5.3	0	0.0
Remain around current levels	32	69.6	12	63.2	20	74.1
Deteriorate somewhat	13	28.3	6	31.6	7	25.9
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	46	100	19	100	27	100

C. The quality of my bank's **auto loans to prime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	1	1.7	0	0.0	1	2.5
Remain around current levels	48	81.4	15	78.9	33	82.5
Deteriorate somewhat	10	16.9	4	21.1	6	15.0
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	59	100	19	100	40	100

D. The quality of my bank's **auto loans to nonprime borrowers** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Improve substantially	0	0.0	0	0.0	0	0.0
Improve somewhat	0	0.0	0	0.0	0	0.0
Remain around current levels	35	72.9	11	68.8	24	75.0
Deteriorate somewhat	13	27.1	5	31.2	8	25.0
Deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	48	100	16	100	32	100

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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 September 30, 2018. The combined assets of the 29 large banks totaled $9.8 trillion, compared to $10.6 trillion for the entire panel of 73 banks, and $14.9 trillion for all domestically chartered, federally insured commercial banks. Return to text

Last Update: February 4, 2019

Table 2

Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Branches and Agencies of Foreign Banks in the United States

(Status of Policy as of January 2019)

***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	0	0.0
Tightened somewhat	3	13.6
Remained basically unchanged	19	86.4
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	0	0.0
Tightened somewhat	4	18.2
Remained basically unchanged	17	77.3
Eased somewhat	1	4.5
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	1	4.5
Remained basically unchanged	20	90.9
Eased somewhat	1	4.5
Eased considerably	0	0.0
Total	22	100

c. Costs of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	5	22.7
Remained basically unchanged	16	72.7
Eased somewhat	1	4.5
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	8	36.4
Remained basically unchanged	11	50.0
Eased somewhat	2	9.1
Eased considerably	0	0.0
Total	22	100

e. Premiums charged on riskier loans

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.5
Tightened somewhat	7	31.8
Remained basically unchanged	13	59.1
Eased somewhat	1	4.5
Eased considerably	0	0.0
Total	22	100

f. Loan covenants

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	3	13.6
Remained basically unchanged	16	72.7
Eased somewhat	3	13.6
Eased considerably	0	0.0
Total	22	100

g. Collateralization requirements

	All Respondents	
	Banks	Percent
Tightened considerably	0	0.0
Tightened somewhat	2	9.1
Remained basically unchanged	20	90.9
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	0	0.0
Tightened somewhat	1	5.0
Remained basically unchanged	17	85.0
Eased somewhat	2	10.0
Eased considerably	0	0.0
Total	20	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	5	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	5	100

b. Less favorable or more uncertain economic outlook

	All Respondents	
	Banks	**Percent**
Not important	0	0.0
Somewhat important	3	60.0
Very important	2	40.0
Total	5	100

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

	All Respondents	
	Banks	**Percent**
Not important	1	20.0
Somewhat important	2	40.0
Very important	2	40.0
Total	5	100

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

	All Respondents	
	Banks	**Percent**
Not important	5	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	5	100

e. Reduced tolerance for risk

	All Respondents	
	Banks	**Percent**
Not important	2	40.0
Somewhat important	3	60.0
Very important	0	0.0
Total	5	100

f. Decreased liquidity in the secondary market for these loans

	All Respondents	
	Banks	**Percent**
Not important	1	20.0
Somewhat important	2	40.0
Very important	2	40.0
Total	5	100

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

	All Respondents	
	Banks	**Percent**
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
Total	5	100

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

	All Respondents	
	Banks	**Percent**
Not important	3	60.0
Somewhat important	2	40.0
Very important	0	0.0
Total	5	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	0	0.0
Moderately stronger	1	4.5
About the same	17	77.3
Moderately weaker	4	18.2
Substantially weaker	0	0.0
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

Responses are not reported when the number of respondents is 3 or fewer.

b. Customer accounts receivable financing needs increased

Responses are not reported when the number of respondents is 3 or fewer.

c. Customer investment in plant or equipment increased

Responses are not reported when the number of respondents is 3 or fewer.

d. Customer internally generated funds decreased

Responses are not reported when the number of respondents is 3 or fewer.

e. Customer merger or acquisition financing needs increased

Responses are not reported when the number of respondents is 3 or fewer.

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

Responses are not reported when the number of respondents is 3 or fewer.

g. Customer precautionary demand for cash and liquidity increased

Responses are not reported when the number of respondents is 3 or fewer.

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	4	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	4	100

b. Customer accounts receivable financing needs decreased

	All Respondents	
	Banks	Percent
Not important	4	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	4	100

c. Customer investment in plant or equipment decreased

	All Respondents	
	Banks	Percent
Not important	4	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	4	100

d. Customer internally generated funds increased

	All Respondents	
	Banks	Percent
Not important	3	75.0
Somewhat important	1	25.0
Very important	0	0.0
Total	4	100

e. Customer merger or acquisition financing needs decreased

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	2	50.0
Very important	2	50.0
Total	4	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	2	50.0
Somewhat important	2	50.0
Very important	0	0.0
Total	4	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents	
	Banks	**Percent**
Not important	3	75.0
Somewhat important	1	25.0
Very important	0	0.0
Total	4	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	0	0.0
The number of inquiries has increased moderately	2	9.1
The number of inquiries has stayed about the same	14	63.6
The number of inquiries has decreased moderately	6	27.3
The number of inquiries has decreased substantially	0	0.0
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	0	0.0
Tightened somewhat	4	28.6
Remained basically unchanged	10	71.4
Eased somewhat	0	0.0
Eased considerably	0	0.0
Total	14	100

For this question, 4 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	0	0.0
About the same	13	92.9
Moderately weaker	1	7.1
Substantially weaker	0	0.0
Total	14	100

Questions 9-10 *ask how your bank expects its* ***lending standards*** *for select categories of* ***C&I and commercial real loans*** *to change over 2019.* ***Question 11*** *asks about the reasons why your bank expects lending standards to change.*

9. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **C&I loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to large and middle-market firms** to:

	All Respondents	
	Banks	Percent
Tighten considerably	0	0.0
Tighten somewhat	5	22.7
Remain basically unchanged	17	77.3
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	22	100

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **C&I loans or credit lines to small firms** to:

	All Respondents	
	Banks	Percent
Tighten considerably	0	0.0
Tighten somewhat	5	45.5
Remain basically unchanged	6	54.5
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	11	100

For this question, 10 respondents answered "My bank does not originate C&I loans or credit lines to small firms."

10. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect its **lending standards** for the following **commercial real estate loan** categories to change over 2019 compared to its current standards, apart from normal seasonal variation?

A. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **construction and land development loans** or credit lines to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	3	30.0
Remain basically unchanged	7	70.0
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	10	100

For this question, 7 respondents answered "6. My bank does not originate construction and land development loans or credit lines."

B. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **loans secured by nonfarm nonresidential properties** to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	4	33.3
Remain basically unchanged	8	66.7
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	12	100

For this question, 5 respondents answered "My bank does not originate loans secured by nonfarm nonresidential properties."

C. Compared to my bank's current lending standards, over 2019, my bank expects its **lending standards** for approving applications for **loans secured by multifamily residential properties** to:

	All Respondents	
	Banks	**Percent**
Tighten considerably	0	0.0
Tighten somewhat	2	15.4
Remain basically unchanged	11	84.6
Ease somewhat	0	0.0
Ease considerably	0	0.0
Total	13	100

For this question, 4 respondents answered "My bank does not originate loans secured by multifamily residential properties."

11. If your bank expects to tighten or ease its credit standards for any of the loan categories reported in questions 9-10, how important are the following possible reasons for the expected change in standards?

A. Possible reasons for expecting to tighten credit standards:

1. Expected deterioration in your bank's capital or liquidity position

	All Respondents	
	Banks	Percent
Not important	8	100.0
Somewhat important	0	0.0
Very important	0	0.0
Total	8	100

2. Expected decline in spreads of loan rates over your bank's cost of funds

	All Respondents	
	Banks	Percent
Not important	3	37.5
Somewhat important	3	37.5
Very important	2	25.0
Total	8	100

3. Expected deterioration in collateral values

	All Respondents	
	Banks	Percent
Not important	2	28.6
Somewhat important	5	71.4
Very important	0	0.0
Total	7	100

4. Expected reduction in competition from other banks or nonbank lenders

	All Respondents	
	Banks	Percent
Not important	5	71.4
Somewhat important	2	28.6
Very important	0	0.0
Total	7	100

5. Expected reduction in risk tolerance

	All Respondents	
	Banks	Percent
Not important	3	42.9
Somewhat important	3	42.9
Very important	1	14.3
Total	7	100

6. Expected reduction in ease of selling loans in secondary market

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	6	85.7
Very important	1	14.3
Total	7	100

7. Expected deterioration in credit quality of loan portfolio

	All Respondents	
	Banks	Percent
Not important	3	42.9
Somewhat important	3	42.9
Very important	1	14.3
Total	7	100

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

	All Respondents	
	Banks	Percent
Not important	3	42.9
Somewhat important	4	57.1
Very important	0	0.0
Total	7	100

B. Possible reasons for expecting to ease credit standards:

1. Expected improvement in your bank's capital or liquidity position

Responses are not reported when the number of respondents is 3 or fewer.

2. Expected increase in spreads of loan rates over your bank's cost of funds

Responses are not reported when the number of respondents is 3 or fewer.

3. Expected increase in collateral values

Responses are not reported when the number of respondents is 3 or fewer.

4. Expected increase in competition from other banks or nonbank lenders

Responses are not reported when the number of respondents is 3 or fewer.

5. Expected increase in risk tolerance

Responses are not reported when the number of respondents is 3 or fewer.

6. Expected increase in ease of selling loans in secondary market

Responses are not reported when the number of respondents is 3 or fewer.

7. Expected improvement in credit quality of loan portfolio

Responses are not reported when the number of respondents is 3 or fewer.

8. 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.

9. Other (please specify)

Responses are not reported when the number of respondents is 3 or fewer.

Questions 12-13 *ask how your bank expects* ***demand*** *for select categories of* ***C&I and commercial real estate***

loans *from your bank to change over 2019.*

12. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **C&I loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **C&I loans or credit lines to large and middle-market firms** from my bank to:

	All Respondents	
	Banks	**Percent**
Strengthen substantially	0	0.0
Strengthen somewhat	2	9.5
Remain basically unchanged	16	76.2
Weaken somewhat	3	14.3
Weaken substantially	0	0.0
Total	21	100

B. Compared to its current level, over 2019, my bank expects **demand** for **C&I loans or credit lines to small firms** from my bank to:

	All Respondents	
	Banks	**Percent**
Strengthen substantially	0	0.0
Strengthen somewhat	0	0.0
Remain basically unchanged	8	80.0
Weaken somewhat	2	20.0
Weaken substantially	0	0.0
Total	10	100

13. Assuming that economic activity progresses in line with consensus forecasts, how does your bank expect **demand** for the following categories of **commercial real estate loans** from your bank to change over 2019 compared to its current level, apart from normal seasonal variation?

A. Compared to its current level, over 2019, my bank expects **demand** for **construction and land development loans** or credit lines from my bank to:

	All Respondents	
	Banks	**Percent**
Strengthen substantially	0	0.0
Strengthen somewhat	0	0.0
Remain basically unchanged	9	90.0
Weaken somewhat	1	10.0
Weaken substantially	0	0.0
Total	10	100

B. Compared to its current level, over 2019, my bank expects **demand** for **loans secured by nonfarm nonresidential properties** from my bank to:

	All Respondents	
	Banks	Percent
Strengthen substantially	0	0.0
Strengthen somewhat	1	8.3
Remain basically unchanged	10	83.3
Weaken somewhat	1	8.3
Weaken substantially	0	0.0
Total	12	100

C. Compared to its current level, over 2019, my bank expects **demand** for **loans secured by multifamily residential properties** from my bank to:

	All Respondents	
	Banks	Percent
Strengthen substantially	0	0.0
Strengthen somewhat	1	7.7
Remain basically unchanged	12	92.3
Weaken somewhat	0	0.0
Weaken substantially	0	0.0
Total	13	100

Questions 14-15 ask about your bank's expectations for the behavior of loan delinquencies and charge-offs on selected categories of C&I and commercial real estate loans in 2019.

14. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **C&I loans** in the following categories in 2019?

A. The quality of my bank's **syndicated *nonleveraged* C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	19	86.4
Deteriorate somewhat	3	13.6
Deteriorate substantially	0	0.0
Total	22	100

B. The quality of my bank's ***syndicated leveraged* C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	18	85.7
Deteriorate somewhat	3	14.3
Deteriorate substantially	0	0.0
Total	21	100

C. The quality of my bank's ***nonsyndicated* C&I loans to large and middle-market firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	18	85.7
Deteriorate somewhat	3	14.3
Deteriorate substantially	0	0.0
Total	21	100

D. The quality of my bank's **C&I loans to small firms** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	9	69.2
Deteriorate somewhat	4	30.8
Deteriorate substantially	0	0.0
Total	13	100

15. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's **commercial real estate loans** in the following categories in 2019?

A. The quality of my bank's **construction and land development loans** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	10	100.0
Deteriorate somewhat	0	0.0
Deteriorate substantially	0	0.0
Total	10	100

B. The quality of my bank's **loans secured by nonfarm nonresidential properties** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	Percent
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	10	83.3
Deteriorate somewhat	2	16.7
Deteriorate substantially	0	0.0
Total	12	100

C. The quality of my bank's **loans secured by multifamily residential properties** over 2019, as measured by my bank's outlook for delinquencies and charge-offs on these loans, is likely to:

	All Respondents	
	Banks	**Percent**
Improve substantially	0	0.0
Improve somewhat	0	0.0
Remain around current levels	13	100.0
Deteriorate somewhat	0	0.0
Deteriorate substantially	0	0.0
Total	13	100

1. As of September 30, 2018, the 22 respondents had combined assets of $1.4 trillion, compared to $2.4 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.

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