Table 1

Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Large Banks in the United States

(Status of Policy as of April 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	3	4.2	1	3.4	2	4.8
Remained basically unchanged	62	87.3	25	86.2	37	88.1
Eased somewhat	6	8.5	3	10.3	3	7.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	71	100	29	100	42	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	2.9	0	0.0	2	4.7
Remained basically unchanged	65	94.2	26	100.0	39	90.7
Eased somewhat	2	2.9	0	0.0	2	4.7
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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	62	89.9	25	89.3	37	90.2
Eased somewhat	6	8.7	3	10.7	3	7.3
Eased considerably	1	1.4	0	0.0	1	2.4
Total	69	100	28	100	41	100

b. Maximum maturity of loans or credit lines

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	66	97.1	27	100.0	39	95.1
Eased somewhat	2	2.9	0	0.0	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	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	1	1.5	0	0.0	1	2.4
Remained basically unchanged	59	86.8	25	92.6	34	82.9
Eased somewhat	8	11.8	2	7.4	6	14.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	100

d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	4	5.8	0	0.0	4	9.8
Remained basically unchanged	42	60.9	19	67.9	23	56.1
Eased somewhat	23	33.3	9	32.1	14	34.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	28	100	41	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	3	11.1	3	7.3
Remained basically unchanged	55	80.9	21	77.8	34	82.9
Eased somewhat	7	10.3	3	11.1	4	9.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	27	100	41	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	1	1.4	0	0.0	1	2.4
Remained basically unchanged	57	82.6	21	75.0	36	87.8
Eased somewhat	11	15.9	7	25.0	4	9.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	69	100	28	100	41	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	2	3.0	1	3.7	1	2.5
Remained basically unchanged	64	95.5	26	96.3	38	95.0
Eased somewhat	1	1.5	0	0.0	1	2.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	67	100	27	100	40	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	2	3.0	1	3.7	1	2.6
Remained basically unchanged	63	95.5	26	96.3	37	94.9
Eased somewhat	1	1.5	0	0.0	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	66	100	27	100	39	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	67	98.5	25	100.0	42	97.7
Eased somewhat	1	1.5	0	0.0	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	25	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	1	1.5	0	0.0	1	2.3
Remained basically unchanged	66	97.1	25	100.0	41	95.3
Eased somewhat	1	1.5	0	0.0	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	25	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	1	1.5	0	0.0	1	2.3
Remained basically unchanged	64	94.1	25	100.0	39	90.7
Eased somewhat	3	4.4	0	0.0	3	7.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	25	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	4	5.9	0	0.0	4	9.3
Remained basically unchanged	50	73.5	19	76.0	31	72.1
Eased somewhat	14	20.6	6	24.0	8	18.6
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	3	4.4	0	0.0	3	7.0
Remained basically unchanged	63	92.6	24	96.0	39	90.7
Eased somewhat	2	2.9	1	4.0	1	2.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	25	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	2	2.9	0	0.0	2	4.7
Remained basically unchanged	63	92.6	25	100.0	38	88.4
Eased somewhat	3	4.4	0	0.0	3	7.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	68	100	25	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	1	1.5	0	0.0	1	2.3
Remained basically unchanged	67	98.5	25	100.0	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	68	100	25	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	3	4.7	1	4.3	2	4.9
Remained basically unchanged	60	93.8	22	95.7	38	92.7
Eased somewhat	1	1.6	0	0.0	1	2.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	23	100	41	100

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change? (Please respond to either A, B, or both as appropriate.)

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	8	72.7	3	100.0	5	62.5
Somewhat important	1	9.1	0	0.0	1	12.5
Very important	2	18.2	0	0.0	2	25.0
Total	11	100	3	100	8	100

b. Less favorable or more uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	1	8.3	0	0.0	1	11.1
Somewhat important	8	66.7	2	66.7	6	66.7
Very important	3	25.0	1	33.3	2	22.2
Total	12	100	3	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	4	36.4	0	0.0	4	50.0
Somewhat important	6	54.5	2	66.7	4	50.0
Very important	1	9.1	1	33.3	0	0.0
Total	11	100	3	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	9	81.8	3	100.0	6	75.0
Somewhat important	2	18.2	0	0.0	2	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	11	100	3	100	8	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	36.4	2	66.7	2	25.0
Somewhat important	5	45.5	1	33.3	4	50.0
Very important	2	18.2	0	0.0	2	25.0
Total	11	100	3	100	8	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	9	90.0	3	100.0	6	85.7
Somewhat important	1	10.0	0	0.0	1	14.3
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	3	100	7	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	7	63.6	2	66.7	5	62.5
Somewhat important	3	27.3	0	0.0	3	37.5
Very important	1	9.1	1	33.3	0	0.0
Total	11	100	3	100	8	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	5	50.0	1	50.0	4	50.0
Somewhat important	5	50.0	1	50.0	4	50.0
Very important	0	0.0	0	0.0	0	0.0
Total	10	100	2	100	8	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	25	86.2	13	86.7	12	85.7
Somewhat important	4	13.8	2	13.3	2	14.3
Very important	0	0.0	0	0.0	0	0.0
Total	29	100	15	100	14	100

b. More favorable or less uncertain economic outlook

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	69.0	9	60.0	11	78.6
Somewhat important	8	27.6	5	33.3	3	21.4
Very important	1	3.4	1	6.7	0	0.0
Total	29	100	15	100	14	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	22	84.6	12	92.3	10	76.9
Somewhat important	3	11.5	1	7.7	2	15.4
Very important	1	3.8	0	0.0	1	7.7
Total	26	100	13	100	13	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	1	3.4	1	7.1	0	0.0
Somewhat important	19	65.5	8	57.1	11	73.3
Very important	9	31.0	5	35.7	4	26.7
Total	29	100	14	100	15	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	71.4	10	71.4	10	71.4
Somewhat important	7	25.0	3	21.4	4	28.6
Very important	1	3.6	1	7.1	0	0.0
Total	28	100	14	100	14	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	21	77.8	11	84.6	10	71.4
Somewhat important	6	22.2	2	15.4	4	28.6
Very important	0	0.0	0	0.0	0	0.0
Total	27	100	13	100	14	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	26	96.3	13	100.0	13	92.9
Somewhat important	1	3.7	0	0.0	1	7.1
Very important	0	0.0	0	0.0	0	0.0
Total	27	100	13	100	14	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	25	92.6	13	100.0	12	85.7
Somewhat important	2	7.4	0	0.0	2	14.3
Very important	0	0.0	0	0.0	0	0.0
Total	27	100	13	100	14	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	14.1	6	20.7	4	9.5
About the same	39	54.9	11	37.9	28	66.7
Moderately weaker	21	29.6	11	37.9	10	23.8
Substantially weaker	1	1.4	1	3.4	0	0.0
Total	71	100	29	100	42	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	5	7.4	2	8.0	3	7.0
About the same	51	75.0	18	72.0	33	76.7
Moderately weaker	12	17.6	5	20.0	7	16.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	68	100	25	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	23.1	2	28.6	1	16.7
Somewhat important	9	69.2	5	71.4	4	66.7
Very important	1	7.7	0	0.0	1	16.7
Total	13	100	7	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	30.8	3	42.9	1	16.7
Somewhat important	9	69.2	4	57.1	5	83.3
Very important	0	0.0	0	0.0	0	0.0
Total	13	100	7	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	30.8	2	28.6	2	33.3
Somewhat important	8	61.5	5	71.4	3	50.0
Very important	1	7.7	0	0.0	1	16.7
Total	13	100	7	100	6	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	10	83.3	6	100.0	4	66.7
Somewhat important	2	16.7	0	0.0	2	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	12	100	6	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	21.4	1	12.5	2	33.3
Somewhat important	9	64.3	6	75.0	3	50.0
Very important	2	14.3	1	12.5	1	16.7
Total	14	100	8	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	41.7	2	33.3	3	50.0
Somewhat important	6	50.0	4	66.7	2	33.3
Very important	1	8.3	0	0.0	1	16.7
Total	12	100	6	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	10	90.9	5	100.0	5	83.3
Somewhat important	1	9.1	0	0.0	1	16.7
Very important	0	0.0	0	0.0	0	0.0
Total	11	100	5	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	12	63.2	7	70.0	5	55.6
Somewhat important	7	36.8	3	30.0	4	44.4
Very important	0	0.0	0	0.0	0	0.0
Total	19	100	10	100	9	100

b. Customer accounts receivable financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	12	63.2	6	60.0	6	66.7
Somewhat important	7	36.8	4	40.0	3	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	19	100	10	100	9	100

c. Customer investment in plant or equipment decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	8	40.0	6	54.5	2	22.2
Somewhat important	12	60.0	5	45.5	7	77.8
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	11	100	9	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	14	66.7	6	54.5	8	80.0
Somewhat important	7	33.3	5	45.5	2	20.0
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	11	100	10	100

e. Customer merger or acquisition financing needs decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	5	23.8	0	0.0	5	55.6
Somewhat important	14	66.7	11	91.7	3	33.3
Very important	2	9.5	1	8.3	1	11.1
Total	21	100	12	100	9	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	9	42.9	5	45.5	4	40.0
Somewhat important	10	47.6	5	45.5	5	50.0
Very important	2	9.5	1	9.1	1	10.0
Total	21	100	11	100	10	100

g. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	14	73.7	8	80.0	6	66.7
Somewhat important	5	26.3	2	20.0	3	33.3
Very important	0	0.0	0	0.0	0	0.0
Total	19	100	10	100	9	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	7.1	7	16.3
The number of inquiries has stayed about the same	47	66.2	17	60.7	30	69.8
The number of inquiries has decreased moderately	15	21.1	9	32.1	6	14.0
The number of inquiries has decreased substantially	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	13	18.6	3	11.1	10	23.3
Remained basically unchanged	54	77.1	23	85.2	31	72.1
Eased somewhat	2	2.9	1	3.7	1	2.3
Eased considerably	1	1.4	0	0.0	1	2.3
Total	70	100	27	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	0	0.0	0	0.0	0	0.0
Tightened somewhat	9	12.5	2	6.9	7	16.3
Remained basically unchanged	61	84.7	26	89.7	35	81.4
Eased somewhat	1	1.4	1	3.4	0	0.0
Eased considerably	1	1.4	0	0.0	1	2.3
Total	72	100	29	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	9	12.5	2	6.9	7	16.3
Remained basically unchanged	58	80.6	27	93.1	31	72.1
Eased somewhat	4	5.6	0	0.0	4	9.3
Eased considerably	0	0.0	0	0.0	0	0.0
Total	72	100	29	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	1	1.4	0	0.0	1	2.3
Moderately stronger	0	0.0	0	0.0	0	0.0
About the same	49	70.0	21	77.8	28	65.1
Moderately weaker	20	28.6	6	22.2	14	32.6
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	70	100	27	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	1	1.4	0	0.0	1	2.3
Moderately stronger	4	5.6	1	3.4	3	7.0
About the same	52	72.2	23	79.3	29	67.4
Moderately weaker	15	20.8	5	17.2	10	23.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	72	100	29	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	5	6.9	3	10.3	2	4.7
About the same	53	73.6	22	75.9	31	72.1
Moderately weaker	12	16.7	4	13.8	8	18.6
Substantially weaker	1	1.4	0	0.0	1	2.3
Total	72	100	29	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	1	1.6	0	0.0	1	2.5
Remained basically unchanged	59	93.7	21	91.3	38	95.0
Eased somewhat	3	4.8	2	8.7	1	2.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	63	100	23	100	40	100

For this question, 8 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	2	3.3	0	0.0	2	5.1
Remained basically unchanged	56	91.8	20	90.9	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, 10 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	3.1	0	0.0	2	4.9
Remained basically unchanged	57	89.1	20	87.0	37	90.2
Eased somewhat	5	7.8	3	13.0	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	64	100	23	100	41	100

For this question, 7 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	2	3.1	0	0.0	2	4.9
Remained basically unchanged	58	89.2	21	87.5	37	90.2
Eased somewhat	5	7.7	3	12.5	2	4.9
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	24	100	41	100

For this question, 6 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	3	5.1	0	0.0	3	8.8
Remained basically unchanged	49	83.1	22	88.0	27	79.4
Eased somewhat	7	11.9	3	12.0	4	11.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	25	100	34	100

For this question, 12 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	3	5.2	0	0.0	3	9.1
Remained basically unchanged	50	86.2	22	88.0	28	84.8
Eased somewhat	5	8.6	3	12.0	2	6.1
Eased considerably	0	0.0	0	0.0	0	0.0
Total	58	100	25	100	33	100

For this question, 12 respondents answered "My bank does not originate non-QM non-jumbo residential mortgages."

G. Credit standards on mortgage loans that your bank categorizes as ***subprime*** residential mortgages have:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	7	100.0	1	100.0	6	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	7	100	1	100	6	100

For this question, 64 respondents answered "My bank does not originate subprime residential mortgages."

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	1	1.6	1	4.3	0	0.0
Moderately stronger	10	15.9	3	13.0	7	17.5
About the same	30	47.6	10	43.5	20	50.0
Moderately weaker	16	25.4	6	26.1	10	25.0
Substantially weaker	6	9.5	3	13.0	3	7.5
Total	63	100	23	100	40	100

B. Demand for mortgages that your bank categorizes as ***government*** residential mortgages was:

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	7	11.5	3	13.6	4	10.3
About the same	33	54.1	10	45.5	23	59.0
Moderately weaker	17	27.9	6	27.3	11	28.2
Substantially weaker	4	6.6	3	13.6	1	2.6
Total	61	100	22	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	1	1.6	1	4.3	0	0.0
Moderately stronger	6	9.5	3	13.0	3	7.5
About the same	35	55.6	11	47.8	24	60.0
Moderately weaker	18	28.6	6	26.1	12	30.0
Substantially weaker	3	4.8	2	8.7	1	2.5
Total	63	100	23	100	40	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	1	1.5	1	4.2	0	0.0
Moderately stronger	9	13.8	3	12.5	6	14.6
About the same	37	56.9	12	50.0	25	61.0
Moderately weaker	13	20.0	5	20.8	8	19.5
Substantially weaker	5	7.7	3	12.5	2	4.9
Total	65	100	24	100	41	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	1	1.7	1	4.0	0	0.0
Moderately stronger	7	11.9	4	16.0	3	8.8
About the same	37	62.7	14	56.0	23	67.6
Moderately weaker	11	18.6	4	16.0	7	20.6
Substantially weaker	3	5.1	2	8.0	1	2.9
Total	59	100	25	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	1	1.7	1	4.0	0	0.0
Moderately stronger	6	10.3	4	16.0	2	6.1
About the same	34	58.6	14	56.0	20	60.6
Moderately weaker	15	25.9	5	20.0	10	30.3
Substantially weaker	2	3.4	1	4.0	1	3.0
Total	58	100	25	100	33	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	NaN	0	0.0
Moderately stronger	0	0.0	0	NaN	0	0.0
About the same	5	100.0	0	NaN	5	100.0
Moderately weaker	0	0.0	0	NaN	0	0.0
Substantially weaker	0	0.0	0	NaN	0	0.0
Total	5	100	0	100	5	100

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

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	4.6	2	8.0	1	2.5
Remained basically unchanged	60	92.3	22	88.0	38	95.0
Eased somewhat	2	3.1	1	4.0	1	2.5
Eased considerably	0	0.0	0	0.0	0	0.0
Total	65	100	25	100	40	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	7	10.8	3	12.0	4	10.0
About the same	35	53.8	11	44.0	24	60.0
Moderately weaker	23	35.4	11	44.0	12	30.0
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	65	100	25	100	40	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	6.6	2	9.1	2	5.1
About unchanged	56	91.8	19	86.4	37	94.9
Somewhat less willing	1	1.6	1	4.5	0	0.0
Much less willing	0	0.0	0	0.0	0	0.0
Total	61	100	22	100	39	100

For this question, 10 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	7	15.2	5	21.7	2	8.7
Remained basically unchanged	39	84.8	18	78.3	21	91.3
Eased somewhat	0	0.0	0	0.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	46	100	23	100	23	100

For this question, 23 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	7.0	3	15.0	1	2.7
Remained basically unchanged	50	87.7	15	75.0	35	94.6
Eased somewhat	3	5.3	2	10.0	1	2.7
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	20	100	37	100

For this question, 12 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	0	0.0	0	0.0	0	0.0
Tightened somewhat	3	5.1	2	10.0	1	2.6
Remained basically unchanged	54	91.5	17	85.0	37	94.9
Eased somewhat	2	3.4	1	5.0	1	2.6
Eased considerably	0	0.0	0	0.0	0	0.0
Total	59	100	20	100	39	100

For this question, 11 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	9.3	4	17.4	0	0.0
Remained basically unchanged	37	86.0	19	82.6	18	90.0
Eased somewhat	2	4.7	0	0.0	2	10.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	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	0	0.0	0	0.0	0	0.0
Remained basically unchanged	41	95.3	23	100.0	18	90.0
Eased somewhat	2	4.7	0	0.0	2	10.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	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	42	97.7	23	100.0	19	95.0
Eased somewhat	1	2.3	0	0.0	1	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	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	4.8	1	4.5	1	5.0
Remained basically unchanged	39	92.9	21	95.5	18	90.0
Eased somewhat	1	2.4	0	0.0	1	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	42	100	22	100	20	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	4.7	1	4.3	1	5.0
Remained basically unchanged	40	93.0	22	95.7	18	90.0
Eased somewhat	1	2.3	0	0.0	1	5.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	43	100	23	100	20	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	1	1.8	1	5.0	0	0.0
Remained basically unchanged	55	96.5	18	90.0	37	100.0
Eased somewhat	1	1.8	1	5.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	20	100	37	100

b. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	9	15.8	4	20.0	5	13.5
Remained basically unchanged	45	78.9	15	75.0	30	81.1
Eased somewhat	3	5.3	1	5.0	2	5.4
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	20	100	37	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	5.0	0	0.0
Remained basically unchanged	56	98.2	19	95.0	37	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	57	100	20	100	37	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	5.0	0	0.0
Remained basically unchanged	56	98.2	19	95.0	37	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	57	100	20	100	37	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	5.0	0	0.0
Remained basically unchanged	55	96.5	18	90.0	37	100.0
Eased somewhat	1	1.8	1	5.0	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	20	100	37	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	57	100.0	21	100.0	36	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	57	100	21	100	36	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	3	5.3	1	4.8	2	5.6
Remained basically unchanged	53	93.0	20	95.2	33	91.7
Eased somewhat	1	1.8	0	0.0	1	2.8
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	21	100	36	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	0	0.0	0	0.0	0	0.0
Remained basically unchanged	57	100.0	21	100.0	36	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	57	100	21	100	36	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	1	1.8	0	0.0	1	2.8
Tightened somewhat	1	1.8	1	4.8	0	0.0
Remained basically unchanged	54	94.7	19	90.5	35	97.2
Eased somewhat	1	1.8	1	4.8	0	0.0
Eased considerably	0	0.0	0	0.0	0	0.0
Total	57	100	21	100	36	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened considerably	0	0.0	0	0.0	0	0.0
Tightened somewhat	1	1.8	1	4.8	0	0.0
Remained basically unchanged	56	98.2	20	95.2	36	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	57	100	21	100	36	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	1	2.3	0	0.0	1	4.8
Moderately stronger	2	4.5	0	0.0	2	9.5
About the same	35	79.5	20	87.0	15	71.4
Moderately weaker	6	13.6	3	13.0	3	14.3
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	44	100	23	100	21	100

25. Apart from normal seasonal variation, how has demand from individuals or households for **auto loans** changed over the past three months?

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Substantially stronger	0	0.0	0	0.0	0	0.0
Moderately stronger	8	14.0	4	20.0	4	10.8
About the same	40	70.2	14	70.0	26	70.3
Moderately weaker	9	15.8	2	10.0	7	18.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	57	100	20	100	37	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	1	1.7	0	0.0	1	2.7
About the same	47	81.0	18	85.7	29	78.4
Moderately weaker	10	17.2	3	14.3	7	18.9
Substantially weaker	0	0.0	0	0.0	0	0.0
Total	58	100	21	100	37	100

***Questions 27-30** ask how your bank has changed its lending policies over the past year for three different types of **commercial real estate (CRE) loans**: construction and land development loans, loans secured by nonfarm nonresidential properties, and loans secured by multifamily residential properties. **Question 31** deals with changes in demand for CRE loans over the past year.*

27. Over the past year, how has your bank changed the following policies on **construction and land development** loans?

a. Maximum loan size

	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	1.5	1	3.8	0	0.0
Remained Basically Unchanged	56	82.4	19	73.1	37	88.1
Eased Somewhat	11	16.2	6	23.1	5	11.9
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

b. Maximum loan 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	66	97.1	25	96.2	41	97.6
Eased Somewhat	1	1.5	1	3.8	0	0.0
Eased Considerably	1	1.5	0	0.0	1	2.4
Total	68	100	26	100	42	100

c. Spread 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	10.3	3	11.5	4	9.5
Remained Basically Unchanged	42	61.8	13	50.0	29	69.0
Eased Somewhat	18	26.5	9	34.6	9	21.4
Eased Considerably	1	1.5	1	3.8	0	0.0
Total	68	100	26	100	42	100

d. Loan-to-value ratios (lower ratios=tightened, higher ratios=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	5	7.4	1	3.8	4	9.5
Remained Basically Unchanged	58	85.3	23	88.5	35	83.3
Eased Somewhat	5	7.4	2	7.7	3	7.1
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

e. Debt service coverage ratios (higher ratios=tightened, lower ratios=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	3.8	5	11.9
Remained Basically Unchanged	58	85.3	24	92.3	34	81.0
Eased Somewhat	4	5.9	1	3.8	3	7.1
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

f. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.5	0	0.0	1	2.4
Tightened Somewhat	1	1.5	0	0.0	1	2.4
Remained Basically Unchanged	59	86.8	23	88.5	36	85.7
Eased Somewhat	6	8.8	3	11.5	3	7.1
Eased Considerably	1	1.5	0	0.0	1	2.4
Total	68	100	26	100	42	100

g. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=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	0	0.0	2	4.8
Remained Basically Unchanged	58	85.3	24	92.3	34	81.0
Eased Somewhat	8	11.8	2	7.7	6	14.3
Eased 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 construction and land development loans."

28. Over the past year, how has your bank changed the following policies on loans secured by **nonfarm-nonresidential** properties?

a. Maximum loan size

	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	56	82.4	20	76.9	36	85.7
Eased Somewhat	12	17.6	6	23.1	6	14.3
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

b. Maximum loan 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	1	1.5	0	0.0	1	2.4
Remained Basically Unchanged	61	91.0	22	88.0	39	92.9
Eased Somewhat	4	6.0	3	12.0	1	2.4
Eased Considerably	1	1.5	0	0.0	1	2.4
Total	67	100	25	100	42	100

c. Spread 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	5	7.4	2	7.7	3	7.1
Remained Basically Unchanged	38	55.9	11	42.3	27	64.3
Eased Somewhat	24	35.3	12	46.2	12	28.6
Eased Considerably	1	1.5	1	3.8	0	0.0
Total	68	100	26	100	42	100

d. Loan-to-value ratios (lower ratios=tightened, higher ratios=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	3.8	5	11.9
Remained Basically Unchanged	55	80.9	21	80.8	34	81.0
Eased Somewhat	7	10.3	4	15.4	3	7.1
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

e. Debt service coverage ratios (higher ratios=tightened, lower ratios=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	10.3	1	3.8	6	14.3
Remained Basically Unchanged	52	76.5	19	73.1	33	78.6
Eased Somewhat	9	13.2	6	23.1	3	7.1
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

f. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Tightened Considerably	1	1.5	0	0.0	1	2.4
Tightened Somewhat	0	0.0	0	0.0	0	0.0
Remained Basically Unchanged	60	88.2	23	88.5	37	88.1
Eased Somewhat	6	8.8	3	11.5	3	7.1
Eased Considerably	1	1.5	0	0.0	1	2.4
Total	68	100	26	100	42	100

g. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=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	4.4	1	3.8	2	4.8
Remained Basically Unchanged	58	85.3	23	88.5	35	83.3
Eased Somewhat	7	10.3	2	7.7	5	11.9
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	68	100	26	100	42	100

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

29. Over the past year, how has your bank changed the following policies on loans secured by **multifamily** residential properties?

a. Maximum loan size

	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	57	80.3	21	75.0	36	83.7
Eased Somewhat	14	19.7	7	25.0	7	16.3
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	71	100	28	100	43	100

b. Maximum loan 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	65	91.5	26	92.9	39	90.7
Eased Somewhat	5	7.0	2	7.1	3	7.0
Eased Considerably	1	1.4	0	0.0	1	2.3
Total	71	100	28	100	43	100

c. Spread 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	5.6	2	7.1	2	4.7
Remained Basically Unchanged	43	60.6	14	50.0	29	67.4
Eased Somewhat	23	32.4	11	39.3	12	27.9
Eased Considerably	1	1.4	1	3.6	0	0.0
Total	71	100	28	100	43	100

d. Loan-to-value ratios (lower ratios=tightened, higher ratios=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	9.9	1	3.6	6	14.0
Remained Basically Unchanged	57	80.3	23	82.1	34	79.1
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

e. Debt service coverage ratios (higher ratios=tightened, lower ratios=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	10.0	2	7.1	5	11.9
Remained Basically Unchanged	55	78.6	22	78.6	33	78.6
Eased Somewhat	8	11.4	4	14.3	4	9.5
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	70	100	28	100	42	100

f. Market areas served (reduced market areas=tightened, expanded market areas=eased)

	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	2	2.8	0	0.0	2	4.7
Remained Basically Unchanged	62	87.3	24	85.7	38	88.4
Eased Somewhat	5	7.0	4	14.3	1	2.3
Eased Considerably	1	1.4	0	0.0	1	2.3
Total	71	100	28	100	43	100

g. Length of interest-only payment period (shorter interest-only periods=tightened, longer interest-only periods=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	5.7	1	3.7	3	7.0
Remained Basically Unchanged	57	81.4	24	88.9	33	76.7
Eased Somewhat	9	12.9	2	7.4	7	16.3
Eased Considerably	0	0.0	0	0.0	0	0.0
Total	70	100	27	100	43	100

30. If your bank has tightened or eased its credit policies for CRE loans over the past year (as described in questions 27-29 above), how important have been the following possible reasons for the change?

A. Possible reasons for tightening credit policies on CRE loans over the past year (where tightening corresponds to answers 1 or 2 in questions 27-29 above):

a. Less favorable or more uncertain outlook for CRE property prices

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	27.8	1	20.0	4	30.8
Somewhat important	8	44.4	3	60.0	5	38.5
Very important	5	27.8	1	20.0	4	30.8
Total	18	100	5	100	13	100

b. Less favorable or more uncertain capitalization rates (the ratio of current net operating income to the original sale price or current market value) on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	3	16.7	1	20.0	2	15.4
Somewhat important	14	77.8	4	80.0	10	76.9
Very important	1	5.6	0	0.0	1	7.7
Total	18	100	5	100	13	100

c. Less favorable or more uncertain outlook for vacancy rates or other fundamentals on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	22.2	1	20.0	3	23.1
Somewhat important	10	55.6	4	80.0	6	46.2
Very important	4	22.2	0	0.0	4	30.8
Total	18	100	5	100	13	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	68.8	3	100.0	8	61.5
Somewhat important	5	31.2	0	0.0	5	38.5
Very important	0	0.0	0	0.0	0	0.0
Total	16	100	3	100	13	100

e. Reduced tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	21.1	0	0.0	4	28.6
Somewhat important	11	57.9	5	100.0	6	42.9
Very important	4	21.1	0	0.0	4	28.6
Total	19	100	5	100	14	100

f. Decreased ability to securitize CRE loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	100.0	4	100.0	13	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	17	100	4	100	13	100

g. Increased concerns about my bank’s capital adequacy or liquidity position

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	87.5	3	100.0	11	84.6
Somewhat important	2	12.5	0	0.0	2	15.4
Very important	0	0.0	0	0.0	0	0.0
Total	16	100	3	100	13	100

h. Increased concerns about the effects of regulatory changes or supervisory actions

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	76.5	3	75.0	10	76.9
Somewhat important	3	17.6	0	0.0	3	23.1
Very important	1	5.9	1	25.0	0	0.0
Total	17	100	4	100	13	100

B. Possible reasons for easing credit policies on CRE loans over the past year (where easing corresponds to answers 4 or 5 in questions 27-29 above):

a. More favorable or less uncertain outlook for CRE property prices

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	62.5	8	53.3	12	70.6
Somewhat important	12	37.5	7	46.7	5	29.4
Very important	0	0.0	0	0.0	0	0.0
Total	32	100	15	100	17	100

b. More favorable or less uncertain capitalization rates (the ratio of current net operating income to the original sale price or current market value) on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	22	68.8	12	80.0	10	58.8
Somewhat important	8	25.0	3	20.0	5	29.4
Very important	2	6.2	0	0.0	2	11.8
Total	32	100	15	100	17	100

c. More favorable or less uncertain outlook for vacancy rates or other fundamentals on CRE properties

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	50.0	8	53.3	8	47.1
Somewhat important	13	40.6	6	40.0	7	41.2
Very important	3	9.4	1	6.7	2	11.8
Total	32	100	15	100	17	100

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

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	4	12.1	2	12.5	2	11.8
Somewhat important	18	54.5	8	50.0	10	58.8
Very important	11	33.3	6	37.5	5	29.4
Total	33	100	16	100	17	100

e. Increased tolerance for risk

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	27	84.4	12	80.0	15	88.2
Somewhat important	4	12.5	3	20.0	1	5.9
Very important	1	3.1	0	0.0	1	5.9
Total	32	100	15	100	17	100

f. Increased ability to securitize CRE loans

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	27	84.4	13	86.7	14	82.4
Somewhat important	5	15.6	2	13.3	3	17.6
Very important	0	0.0	0	0.0	0	0.0
Total	32	100	15	100	17	100

g. Reduced concerns about my bank's capital adequacy or liquidity position

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	23	71.9	10	66.7	13	76.5
Somewhat important	9	28.1	5	33.3	4	23.5
Very important	0	0.0	0	0.0	0	0.0
Total	32	100	15	100	17	100

h. Reduced concerns about the effects of regulatory changes or supervisory actions

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	27	84.4	13	86.7	14	82.4
Somewhat important	5	15.6	2	13.3	3	17.6
Very important	0	0.0	0	0.0	0	0.0
Total	32	100	15	100	17	100

31. If demand for CRE loans from your bank has strengthened or weakened over the past year, how important have been the following possible reasons for the change?

A. Possible reasons for stronger CRE loan demand over the past year:

a. Customer acquisition or development of properties increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	9	32.1	2	20.0	7	38.9
Somewhat important	17	60.7	8	80.0	9	50.0
Very important	2	7.1	0	0.0	2	11.1
Total	28	100	10	100	18	100

b. Customer outlook for rental demand became more favorable or less uncertain

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	11	40.7	5	55.6	6	33.3
Somewhat important	14	51.9	2	22.2	12	66.7
Very important	2	7.4	2	22.2	0	0.0
Total	27	100	9	100	18	100

c. General level of interest rates decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	13	48.1	3	33.3	10	55.6
Somewhat important	11	40.7	3	33.3	8	44.4
Very important	3	11.1	3	33.3	0	0.0
Total	27	100	9	100	18	100

d. Customer internally generated funds decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	63.0	5	55.6	12	66.7
Somewhat important	9	33.3	4	44.4	5	27.8
Very important	1	3.7	0	0.0	1	5.6
Total	27	100	9	100	18	100

e. 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	16	59.3	3	33.3	13	72.2
Somewhat important	7	25.9	5	55.6	2	11.1
Very important	4	14.8	1	11.1	3	16.7
Total	27	100	9	100	18	100

f. Customer precautionary demand for cash and liquidity increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	69.2	5	55.6	13	76.5
Somewhat important	7	26.9	3	33.3	4	23.5
Very important	1	3.8	1	11.1	0	0.0
Total	26	100	9	100	17	100

B. Possible reasons for weaker CRE loan demand over the past year:

a. Customer acquisition or development of properties decreased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	5	14.3	1	9.1	4	16.7
Somewhat important	25	71.4	7	63.6	18	75.0
Very important	5	14.3	3	27.3	2	8.3
Total	35	100	11	100	24	100

b. Customer outlook for rental demand became less favorable or more uncertain

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	14	40.0	6	54.5	8	33.3
Somewhat important	20	57.1	5	45.5	15	62.5
Very important	1	2.9	0	0.0	1	4.2
Total	35	100	11	100	24	100

c. General level of interest rates increased

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	20	57.1	6	54.5	14	58.3
Somewhat important	14	40.0	4	36.4	10	41.7
Very important	1	2.9	1	9.1	0	0.0
Total	35	100	11	100	24	100

d. Customer internally generated funds increased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	26	76.5	8	80.0	18	75.0
Somewhat important	8	23.5	2	20.0	6	25.0
Very important	0	0.0	0	0.0	0	0.0
Total	34	100	10	100	24	100

e. 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	11	31.4	2	20.0	9	36.0
Somewhat important	18	51.4	5	50.0	13	52.0
Very important	6	17.1	3	30.0	3	12.0
Total	35	100	10	100	25	100

f. Customer precautionary demand for cash and liquidity decreased

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	22	66.7	7	77.8	15	62.5
Somewhat important	10	30.3	2	22.2	8	33.3
Very important	1	3.0	0	0.0	1	4.2
Total	33	100	9	100	24	100

Over the past year, developments in Asia and Europe may have affected lending conditions for nonfinancial firms with operations in the United States and with significant exposure to these regions. ***Question 32*** *asks you to indicate what fraction of C&I loans held on your bank's books were made to such firms.* ***Questions 33 and 34*** *ask about your bank's outlook for delinquencies and charge-offs on loans to exposed firms and about changes in lending policies made by your bank over the past year to mitigate risks of loan losses from exposed firms.* ***Question 35*** *asks about how developments in Asia and Europe may have affected loan demand from exposed firms.*
In answering these questions, please consider your bank's C&I lending to exposed non-financial firms, including: firms operating in the United States with headquarters in Asia or Europe; and U.S. firms conducting a significant portion of their business with Asian or European firms or households, for example due to trade.

32. Approximately what fraction of outstanding C&I loans or lines of credit on your bank's books were made to nonfinancial firms with operations in the United States and significant exposure to developments in Asia or Europe?

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
More than 40 percent	1	1.5	1	3.6	0	0.0
More than 20 percent but less than 40 percent	6	8.8	4	14.3	2	5.0
More than 10 percent but less than 20 percent	10	14.7	8	28.6	2	5.0
More than 5 percent but less than 10 percent	5	7.4	3	10.7	2	5.0
Less than 5 percent	26	38.2	10	35.7	16	40.0
My bank does not have any outstanding loans or lines of credit to exposed firms	20	29.4	2	7.1	18	45.0
Total	68	100	28	100	40	100

33. Assuming that economic activity progresses in line with consensus forecasts, what is your outlook for delinquencies and charge-offs on your bank's existing loans to exposed firms over the remainder of 2019?

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Loan quality is likely to improve substantially	0	0.0	0	0.0	0	0.0
Loan quality is likely to improve somewhat	0	0.0	0	0.0	0	0.0
Loan quality is likely to remain around current levels	41	87.2	22	88.0	19	86.4
Loan quality is likely to deteriorate somewhat	6	12.8	3	12.0	3	13.6
Loan quality is likely to deteriorate substantially	0	0.0	0	0.0	0	0.0
Total	47	100	25	100	22	100

34. If your bank has taken steps to mitigate risk of loan losses from firms with operations in the United States and significant exposure to developments in Asia or Europe over the past year, please indicate how important each of the following actions have been for your bank.

a. Tightening lending policies on new loans or lines of credit made to exposed firms

	All Respondents		Large Banks		Other Banks	
	Banks	**Percent**	**Banks**	**Percent**	**Banks**	**Percent**
Not important	13	59.1	8	80.0	5	41.7
Somewhat important	7	31.8	2	20.0	5	41.7
Very important	2	9.1	0	0.0	2	16.7
Total	22	100	10	100	12	100

b. Enforcing material adverse change clauses or other covenants to limit draws on existing credit lines to exposed firms

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	81.8	9	90.0	9	75.0
Somewhat important	3	13.6	1	10.0	2	16.7
Very important	1	4.5	0	0.0	1	8.3
Total	22	100	10	100	12	100

c. Restructuring outstanding loans to make them more robust to the adverse outlook for Asia and Europe

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	81.0	9	90.0	8	72.7
Somewhat important	3	14.3	1	10.0	2	18.2
Very important	1	4.8	0	0.0	1	9.1
Total	21	100	10	100	11	100

d. Requiring additional collateral to better secure loans or credit lines to exposed firms

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	17	77.3	9	90.0	8	66.7
Somewhat important	3	13.6	1	10.0	2	16.7
Very important	2	9.1	0	0.0	2	16.7
Total	22	100	10	100	12	100

e. Setting aside additional reserves for a potential increase in loan losses

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	85.7	9	90.0	9	81.8
Somewhat important	3	14.3	1	10.0	2	18.2
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	10	100	11	100

f. Tightening lending policies on new loans or credit lines made to non-exposed firms

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	18	90.0	9	100.0	9	81.8
Somewhat important	2	10.0	0	0.0	2	18.2
Very important	0	0.0	0	0.0	0	0.0
Total	20	100	9	100	11	100

g. Hedging risks arising from the adverse developments in Asia and Europe through derivatives contracts

	All Respondents		Large Banks		Other Banks	
	Banks	Percent	Banks	Percent	Banks	Percent
Not important	16	76.2	6	60.0	10	90.9
Somewhat important	5	23.8	4	40.0	1	9.1
Very important	0	0.0	0	0.0	0	0.0
Total	21	100	10	100	11	100

35. Over the past year, how has demand for loans at your bank from firms with operations in the United States and significant exposure to developments in Asia or Europe changed?

	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	4.4	1	4.3	1	4.5
About the same	41	91.1	21	91.3	20	90.9
Moderately weaker	1	2.2	1	4.3	0	0.0
Substantially weaker	1	2.2	0	0.0	1	4.5
Total	45	100	23	100	22	100

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 December 31, 2018. The combined assets of the 29 large banks totaled $10 trillion, compared to $10.8 trillion for the entire panel of 73 banks, and $15.1 trillion for all domestically chartered, federally insured commercial banks.

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