

**Table 1**

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

(Status of Policy as of July 2018)

**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           | 1               | 1.4     | 0           | 0.0     | 1           | 4.2     |
| Remained basically unchanged | 56              | 81.2    | 35          | 77.8    | 21          | 87.5    |
| Eased somewhat               | 12              | 17.4    | 10          | 22.2    | 2           | 8.3     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 69              | 100     | 45          | 100     | 24          | 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           | 2               | 3.0     | 1           | 2.4     | 1           | 4.0     |
| Remained basically unchanged | 57              | 86.4    | 36          | 87.8    | 21          | 84.0    |
| Eased somewhat               | 7               | 10.6    | 4           | 9.8     | 3           | 12.0    |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 66              | 100     | 41          | 100     | 25          | 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           | 1               | 1.4        | 0           | 0.0        | 1           | 4.2        |
| Remained basically unchanged | 52              | 75.4       | 30          | 66.7       | 22          | 91.7       |
| Eased somewhat               | 16              | 23.2       | 15          | 33.3       | 1           | 4.2        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>45</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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           | 4.2        |
| Remained basically unchanged | 58              | 85.3       | 39          | 88.6       | 19          | 79.2       |
| Eased somewhat               | 9               | 13.2       | 5           | 11.4       | 4           | 16.7       |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>68</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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           | 3               | 4.4        | 1           | 2.3        | 2           | 8.3        |
| Remained basically unchanged | 49              | 72.1       | 29          | 65.9       | 20          | 83.3       |
| Eased somewhat               | 16              | 23.5       | 14          | 31.8       | 2           | 8.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>68</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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           | 7               | 10.1       | 3           | 6.7        | 4           | 16.7       |
| Remained basically unchanged | 33              | 47.8       | 19          | 42.2       | 14          | 58.3       |
| Eased somewhat               | 29              | 42.0       | 23          | 51.1       | 6           | 25.0       |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>45</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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           | 2               | 2.9        | 0           | 0.0        | 2           | 8.3        |
| Remained basically unchanged | 57              | 83.8       | 37          | 84.1       | 20          | 83.3       |
| Eased somewhat               | 9               | 13.2       | 7           | 15.9       | 2           | 8.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>68</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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           | 8.3        |
| Remained basically unchanged | 52              | 75.4       | 31          | 68.9       | 21          | 87.5       |
| Eased somewhat               | 15              | 21.7       | 14          | 31.1       | 1           | 4.2        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>45</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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               | 2.9        | 0           | 0.0        | 2           | 8.3        |
| Remained basically unchanged | 62              | 91.2       | 40          | 90.9       | 22          | 91.7       |
| Eased somewhat               | 4               | 5.9        | 4           | 9.1        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>68</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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           | 1               | 1.5        | 1           | 2.3        | 0           | 0.0        |
| Remained basically unchanged | 60              | 90.9       | 39          | 90.7       | 21          | 91.3       |
| Eased somewhat               | 5               | 7.6        | 3           | 7.0        | 2           | 8.7        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>66</b>       | <b>100</b> | <b>43</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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 | 60              | 93.8       | 35          | 89.7       | 25          | 100.0      |
| Eased somewhat               | 4               | 6.2        | 4           | 10.3       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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               | 1.6        | 0           | 0.0        | 1           | 4.0        |
| Remained basically unchanged | 55              | 85.9       | 34          | 87.2       | 21          | 84.0       |
| Eased somewhat               | 8               | 12.5       | 5           | 12.8       | 3           | 12.0       |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 4               | 6.3        | 0           | 0.0        | 4           | 16.0       |
| Remained basically unchanged | 51              | 81.0       | 32          | 84.2       | 19          | 76.0       |
| Eased somewhat               | 8               | 12.7       | 6           | 15.8       | 2           | 8.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>63</b>       | <b>100</b> | <b>38</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 8               | 12.5       | 1           | 2.6        | 7           | 28.0       |
| Remained basically unchanged | 37              | 57.8       | 25          | 64.1       | 12          | 48.0       |
| Eased somewhat               | 19              | 29.7       | 13          | 33.3       | 6           | 24.0       |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 4               | 6.2        | 0           | 0.0        | 4           | 16.0       |
| Remained basically unchanged | 56              | 87.5       | 37          | 94.9       | 19          | 76.0       |
| Eased somewhat               | 4               | 6.2        | 2           | 5.1        | 2           | 8.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 3               | 4.7        | 0           | 0.0        | 3           | 12.0       |
| Remained basically unchanged | 53              | 82.8       | 31          | 79.5       | 22          | 88.0       |
| Eased somewhat               | 8               | 12.5       | 8           | 20.5       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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               | 3.1        | 0           | 0.0        | 2           | 8.0        |
| Remained basically unchanged | 59              | 92.2       | 36          | 92.3       | 23          | 92.0       |
| Eased somewhat               | 3               | 4.7        | 3           | 7.7        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remained basically unchanged | 56              | 93.3       | 34          | 94.4       | 22          | 91.7       |
| Eased somewhat               | 4               | 6.7        | 2           | 5.6        | 2           | 8.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>60</b>       | <b>100</b> | <b>36</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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      | 9               | 90.0       | 4           | 100.0      | 5           | 83.3       |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 1               | 10.0       | 0           | 0.0        | 1           | 16.7       |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

b. Less favorable or more uncertain economic outlook

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 2               | 20.0       | 2           | 50.0       | 0           | 0.0        |
| Somewhat important | 5               | 50.0       | 1           | 25.0       | 4           | 66.7       |
| Very important     | 3               | 30.0       | 1           | 25.0       | 2           | 33.3       |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

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

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 44.4       | 2           | 66.7       | 2           | 33.3       |
| Somewhat important | 5               | 55.6       | 1           | 33.3       | 4           | 66.7       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>3</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

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      | 6               | 60.0       | 2           | 50.0       | 4           | 66.7       |
| Somewhat important | 4               | 40.0       | 2           | 50.0       | 2           | 33.3       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

e. Reduced tolerance for risk

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 3               | 27.3       | 3           | 60.0       | 0           | 0.0        |
| Somewhat important | 5               | 45.5       | 0           | 0.0        | 5           | 83.3       |
| Very important     | 3               | 27.3       | 2           | 40.0       | 1           | 16.7       |
| <b>Total</b>       | <b>11</b>       | <b>100</b> | <b>5</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

f. Decreased liquidity in the secondary market for these loans

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 8               | 80.0       | 3           | 75.0       | 5           | 83.3       |
| Somewhat important | 1               | 10.0       | 0           | 0.0        | 1           | 16.7       |
| Very important     | 1               | 10.0       | 1           | 25.0       | 0           | 0.0        |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

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      | 8               | 80.0       | 4           | 100.0      | 4           | 66.7       |
| Somewhat important | 1               | 10.0       | 0           | 0.0        | 1           | 16.7       |
| Very important     | 1               | 10.0       | 0           | 0.0        | 1           | 16.7       |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

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      | 6               | 60.0       | 3           | 75.0       | 3           | 50.0       |
| Somewhat important | 1               | 10.0       | 0           | 0.0        | 1           | 16.7       |
| Very important     | 3               | 30.0       | 1           | 25.0       | 2           | 33.3       |
| <b>Total</b>       | <b>10</b>       | <b>100</b> | <b>4</b>    | <b>100</b> | <b>6</b>    | <b>100</b> |

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      | 30              | 93.8       | 23          | 95.8       | 7           | 87.5       |
| Somewhat important | 2               | 6.2        | 1           | 4.2        | 1           | 12.5       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>32</b>       | <b>100</b> | <b>24</b>   | <b>100</b> | <b>8</b>    | <b>100</b> |

b. More favorable or less uncertain economic outlook

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 19              | 61.3       | 14          | 58.3       | 5           | 71.4       |
| Somewhat important | 11              | 35.5       | 9           | 37.5       | 2           | 28.6       |
| Very important     | 1               | 3.2        | 1           | 4.2        | 0           | 0.0        |
| <b>Total</b>       | <b>31</b>       | <b>100</b> | <b>24</b>   | <b>100</b> | <b>7</b>    | <b>100</b> |

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

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 28              | 93.3       | 20          | 90.9       | 8           | 100.0      |
| Somewhat important | 2               | 6.7        | 2           | 9.1        | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>30</b>       | <b>100</b> | <b>22</b>   | <b>100</b> | <b>8</b>    | <b>100</b> |

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               | 5.7        | 1           | 3.8        | 1           | 11.1       |
| Somewhat important | 17              | 48.6       | 11          | 42.3       | 6           | 66.7       |
| Very important     | 16              | 45.7       | 14          | 53.8       | 2           | 22.2       |
| <b>Total</b>       | <b>35</b>       | <b>100</b> | <b>26</b>   | <b>100</b> | <b>9</b>    | <b>100</b> |

e. Increased tolerance for risk

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 25              | 78.1       | 19          | 79.2       | 6           | 75.0       |
| Somewhat important | 6               | 18.8       | 4           | 16.7       | 2           | 25.0       |
| Very important     | 1               | 3.1        | 1           | 4.2        | 0           | 0.0        |
| <b>Total</b>       | <b>32</b>       | <b>100</b> | <b>24</b>   | <b>100</b> | <b>8</b>    | <b>100</b> |

f. Increased liquidity in the secondary market for these loans

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 22              | 73.3       | 14          | 63.6       | 8           | 100.0      |
| Somewhat important | 7               | 23.3       | 7           | 31.8       | 0           | 0.0        |
| Very important     | 1               | 3.3        | 1           | 4.5        | 0           | 0.0        |
| <b>Total</b>       | <b>30</b>       | <b>100</b> | <b>22</b>   | <b>100</b> | <b>8</b>    | <b>100</b> |

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      | 31              | 100.0      | 23          | 100.0      | 8           | 100.0      |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>31</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>8</b>    | <b>100</b> |

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      | 27              | 90.0       | 19          | 86.4       | 8           | 100.0      |
| Somewhat important | 2               | 6.7        | 2           | 9.1        | 0           | 0.0        |
| Very important     | 1               | 3.3        | 1           | 4.5        | 0           | 0.0        |
| <b>Total</b>       | <b>30</b>       | <b>100</b> | <b>22</b>   | <b>100</b> | <b>8</b>    | <b>100</b> |

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    | 9               | 13.2       | 7           | 15.9       | 2           | 8.3        |
| About the same         | 52              | 76.5       | 30          | 68.2       | 22          | 91.7       |
| Moderately weaker      | 7               | 10.3       | 7           | 15.9       | 0           | 0.0        |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>68</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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    | 11              | 16.7       | 7           | 17.1       | 4           | 16.0       |
| About the same         | 50              | 75.8       | 30          | 73.2       | 20          | 80.0       |
| Moderately weaker      | 5               | 7.6        | 4           | 9.8        | 1           | 4.0        |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>66</b>       | <b>100</b> | <b>41</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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      | 4               | 30.8       | 3           | 33.3       | 1           | 25.0       |
| Somewhat important | 9               | 69.2       | 6           | 66.7       | 3           | 75.0       |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

b. Customer accounts receivable financing needs increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 3               | 23.1       | 3           | 33.3       | 0           | 0.0        |
| Somewhat important | 10              | 76.9       | 6           | 66.7       | 4           | 100.0      |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

c. Customer investment in plant or equipment increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 5               | 38.5       | 5           | 55.6       | 0           | 0.0        |
| Somewhat important | 8               | 61.5       | 4           | 44.4       | 4           | 100.0      |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |



d. Customer internally generated funds decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 11              | 84.6       | 7           | 77.8       | 4           | 100.0      |
| Somewhat important | 2               | 15.4       | 2           | 22.2       | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

e. Customer merger or acquisition financing needs increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 5               | 35.7       | 3           | 30.0       | 2           | 50.0       |
| Somewhat important | 7               | 50.0       | 5           | 50.0       | 2           | 50.0       |
| Very important     | 2               | 14.3       | 2           | 20.0       | 0           | 0.0        |
| <b>Total</b>       | <b>14</b>       | <b>100</b> | <b>10</b>   | <b>100</b> | <b>4</b>    | <b>100</b> |

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      | 9               | 69.2       | 7           | 77.8       | 2           | 50.0       |
| Somewhat important | 3               | 23.1       | 1           | 11.1       | 2           | 50.0       |
| Very important     | 1               | 7.7        | 1           | 11.1       | 0           | 0.0        |
| <b>Total</b>       | <b>13</b>       | <b>100</b> | <b>9</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

g. Customer precautionary demand for cash and liquidity increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 12              | 100.0      | 8           | 100.0      | 4           | 100.0      |
| Somewhat important | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>12</b>       | <b>100</b> | <b>8</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

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      | 5               | 55.6       | 5           | 62.5       | 0           | 0.0        |
| Somewhat important | 3               | 33.3       | 2           | 25.0       | 1           | 100.0      |
| Very important     | 1               | 11.1       | 1           | 12.5       | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

b. Customer accounts receivable financing needs decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 6               | 66.7       | 5           | 62.5       | 1           | 100.0      |
| Somewhat important | 2               | 22.2       | 2           | 25.0       | 0           | 0.0        |
| Very important     | 1               | 11.1       | 1           | 12.5       | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

c. Customer investment in plant or equipment decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 44.4       | 4           | 50.0       | 0           | 0.0        |
| Somewhat important | 3               | 33.3       | 3           | 37.5       | 0           | 0.0        |
| Very important     | 2               | 22.2       | 1           | 12.5       | 1           | 100.0      |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

d. Customer internally generated funds increased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 4               | 44.4       | 4           | 50.0       | 0           | 0.0        |
| Somewhat important | 5               | 55.6       | 4           | 50.0       | 1           | 100.0      |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

e. Customer merger or acquisition financing needs decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 5               | 55.6       | 4           | 50.0       | 1           | 100.0      |
| Somewhat important | 3               | 33.3       | 3           | 37.5       | 0           | 0.0        |
| Very important     | 1               | 11.1       | 1           | 12.5       | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

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      | 4               | 44.4       | 3           | 37.5       | 1           | 100.0      |
| Somewhat important | 4               | 44.4       | 4           | 50.0       | 0           | 0.0        |
| Very important     | 1               | 11.1       | 1           | 12.5       | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

g. Customer precautionary demand for cash and liquidity decreased

|                    | All Respondents |            | Large Banks |            | Other Banks |            |
|--------------------|-----------------|------------|-------------|------------|-------------|------------|
|                    | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Not important      | 7               | 77.8       | 7           | 87.5       | 0           | 0.0        |
| Somewhat important | 2               | 22.2       | 1           | 12.5       | 1           | 100.0      |
| Very important     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>       | <b>9</b>        | <b>100</b> | <b>8</b>    | <b>100</b> | <b>1</b>    | <b>100</b> |

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    | 13              | 18.6       | 10          | 22.2       | 3           | 12.0       |
| The number of inquiries has stayed about the same   | 51              | 72.9       | 30          | 66.7       | 21          | 84.0       |
| The number of inquiries has decreased moderately    | 6               | 8.6        | 5           | 11.1       | 1           | 4.0        |
| The number of inquiries has decreased substantially | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>  | <b>70</b>       | <b>100</b> | <b>45</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

**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           | 6               | 8.7        | 3           | 6.8        | 3           | 12.0       |
| Remained basically unchanged | 58              | 84.1       | 37          | 84.1       | 21          | 84.0       |
| Eased somewhat               | 5               | 7.2        | 4           | 9.1        | 1           | 4.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>69</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 3               | 4.3        | 2           | 4.4        | 1           | 4.0        |
| Remained basically unchanged | 62              | 88.6       | 40          | 88.9       | 22          | 88.0       |
| Eased somewhat               | 4               | 5.7        | 2           | 4.4        | 2           | 8.0        |
| Eased considerably           | 1               | 1.4        | 1           | 2.2        | 0           | 0.0        |
| <b>Total</b>                 | <b>70</b>       | <b>100</b> | <b>45</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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

9. Over the past three months, how have your bank's credit standards for approving new applications for **loans secured by multifamily residential properties** changed?

|                              | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                              | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Tightened considerably       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Tightened somewhat           | 9               | 12.9       | 6           | 13.3       | 3           | 12.0       |
| Remained basically unchanged | 57              | 81.4       | 36          | 80.0       | 21          | 84.0       |
| Eased somewhat               | 4               | 5.7        | 3           | 6.7        | 1           | 4.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>70</b>       | <b>100</b> | <b>45</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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    | 4               | 5.8        | 4           | 9.1        | 0           | 0.0        |
| About the same         | 51              | 73.9       | 29          | 65.9       | 22          | 88.0       |
| Moderately weaker      | 14              | 20.3       | 11          | 25.0       | 3           | 12.0       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>69</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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    | 7               | 10.1       | 5           | 11.4       | 2           | 8.0        |
| About the same         | 55              | 79.7       | 32          | 72.7       | 23          | 92.0       |
| Moderately weaker      | 7               | 10.1       | 7           | 15.9       | 0           | 0.0        |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>69</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 4.0        |
| Moderately stronger    | 6               | 8.5        | 6           | 13.0       | 0           | 0.0        |
| About the same         | 52              | 73.2       | 30          | 65.2       | 22          | 88.0       |
| Moderately weaker      | 12              | 16.9       | 10          | 21.7       | 2           | 8.0        |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>71</b>       | <b>100</b> | <b>46</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

**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           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remained basically unchanged | 50              | 84.7       | 27          | 77.1       | 23          | 95.8       |
| Eased somewhat               | 9               | 15.3       | 8           | 22.9       | 1           | 4.2        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>59</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

For this question, 11 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 | 54              | 93.1       | 31          | 88.6       | 23          | 100.0      |
| Eased somewhat               | 4               | 6.9        | 4           | 11.4       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>58</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

For this question, 12 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           | 1               | 1.6        | 0           | 0.0        | 1           | 3.8        |
| Remained basically unchanged | 58              | 95.1       | 33          | 94.3       | 25          | 96.2       |
| Eased somewhat               | 2               | 3.3        | 2           | 5.7        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>61</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>26</b>   | <b>100</b> |

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           | 2               | 3.2        | 1           | 2.7        | 1           | 3.8        |
| Remained basically unchanged | 56              | 88.9       | 34          | 91.9       | 22          | 84.6       |
| Eased somewhat               | 5               | 7.9        | 2           | 5.4        | 3           | 11.5       |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>63</b>       | <b>100</b> | <b>37</b>   | <b>100</b> | <b>26</b>   | <b>100</b> |

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           | 1               | 1.8        | 1           | 2.9        | 0           | 0.0        |
| Remained basically unchanged | 50              | 90.9       | 32          | 91.4       | 18          | 90.0       |
| Eased somewhat               | 4               | 7.3        | 2           | 5.7        | 2           | 10.0       |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>55</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>20</b>   | <b>100</b> |

For this question, 15 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               | 5.6        | 2           | 6.1        | 1           | 4.8        |
| Remained basically unchanged | 49              | 90.7       | 30          | 90.9       | 19          | 90.5       |
| Eased somewhat               | 2               | 3.7        | 1           | 3.0        | 1           | 4.8        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>54</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>21</b>   | <b>100</b> |

For this question, 16 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 | 6               | 100.0      | 2           | 100.0      | 4           | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>6</b>        | <b>100</b> | <b>2</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

For this question, 63 respondents answered "My bank does not originate subprime residential mortgages."

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

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

|                        | All Respondents |            | Large Banks |            | Other Banks |            |
|------------------------|-----------------|------------|-------------|------------|-------------|------------|
|                        | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Substantially stronger | 1               | 1.7        | 0           | 0.0        | 1           | 4.2        |
| Moderately stronger    | 11              | 18.6       | 8           | 22.9       | 3           | 12.5       |
| About the same         | 32              | 54.2       | 19          | 54.3       | 13          | 54.2       |
| Moderately weaker      | 14              | 23.7       | 7           | 20.0       | 7           | 29.2       |
| Substantially weaker   | 1               | 1.7        | 1           | 2.9        | 0           | 0.0        |
| <b>Total</b>           | <b>59</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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

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    | 3               | 5.2        | 3           | 8.6        | 0           | 0.0        |
| About the same         | 43              | 74.1       | 25          | 71.4       | 18          | 78.3       |
| Moderately weaker      | 10              | 17.2       | 5           | 14.3       | 5           | 21.7       |
| Substantially weaker   | 2               | 3.4        | 2           | 5.7        | 0           | 0.0        |
| <b>Total</b>           | <b>58</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

For this question, 11 respondents answered "My bank does not originate government residential mortgages."

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    | 9               | 15.0    | 6           | 17.1    | 3           | 12.0    |
| About the same         | 34              | 56.7    | 20          | 57.1    | 14          | 56.0    |
| Moderately weaker      | 17              | 28.3    | 9           | 25.7    | 8           | 32.0    |
| Substantially weaker   | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>           | 60              | 100     | 35          | 100     | 25          | 100     |

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

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    | 9               | 14.8    | 7           | 20.0    | 2           | 7.7     |
| About the same         | 39              | 63.9    | 21          | 60.0    | 18          | 69.2    |
| Moderately weaker      | 12              | 19.7    | 6           | 17.1    | 6           | 23.1    |
| Substantially weaker   | 1               | 1.6     | 1           | 2.9     | 0           | 0.0     |
| <b>Total</b>           | 61              | 100     | 35          | 100     | 26          | 100     |

For this question, 7 respondents answered "My bank does not originate QM jumbo residential mortgages."

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    | 6               | 10.9    | 4           | 11.4    | 2           | 10.0    |
| About the same         | 38              | 69.1    | 23          | 65.7    | 15          | 75.0    |
| Moderately weaker      | 10              | 18.2    | 7           | 20.0    | 3           | 15.0    |
| Substantially weaker   | 1               | 1.8     | 1           | 2.9     | 0           | 0.0     |
| <b>Total</b>           | 55              | 100     | 35          | 100     | 20          | 100     |

For this question, 15 respondents answered "My bank does not originate non-QM jumbo residential mortgages."

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    | 5               | 9.3     | 2           | 6.1     | 3           | 14.3    |
| About the same         | 36              | 66.7    | 22          | 66.7    | 14          | 66.7    |
| Moderately weaker      | 13              | 24.1    | 9           | 27.3    | 4           | 19.0    |
| Substantially weaker   | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>           | 54              | 100     | 33          | 100     | 21          | 100     |

For this question, 16 respondents answered "My bank does not originate non-QM non-jumbo residential mortgages."



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           | 0.0        | 0           | 0.0        |
| Moderately stronger    | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| About the same         | 4               | 80.0       | 1           | 100.0      | 3           | 75.0       |
| Moderately weaker      | 1               | 20.0       | 0           | 0.0        | 1           | 25.0       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>5</b>        | <b>100</b> | <b>1</b>    | <b>100</b> | <b>4</b>    | <b>100</b> |

For this question, 62 respondents answered "My bank does not originate subprime residential mortgages."

**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           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Remained basically unchanged | 59              | 92.2       | 34          | 87.2       | 25          | 100.0      |
| Eased somewhat               | 5               | 7.8        | 5           | 12.8       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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    | 8               | 12.5       | 6           | 15.4       | 2           | 8.0        |
| About the same         | 36              | 56.2       | 22          | 56.4       | 14          | 56.0       |
| Moderately weaker      | 19              | 29.7       | 10          | 25.6       | 9           | 36.0       |
| Substantially weaker   | 1               | 1.6        | 1           | 2.6        | 0           | 0.0        |
| <b>Total</b>           | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

**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     | 1               | 1.6        | 1           | 2.7        | 0           | 0.0        |
| Somewhat more willing | 6               | 9.7        | 4           | 10.8       | 2           | 8.0        |
| About unchanged       | 54              | 87.1       | 31          | 83.8       | 23          | 92.0       |
| Somewhat less willing | 1               | 1.6        | 1           | 2.7        | 0           | 0.0        |
| Much less willing     | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>          | <b>62</b>       | <b>100</b> | <b>37</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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           | 9               | 18.0       | 9           | 26.5       | 0           | 0.0        |
| Remained basically unchanged | 38              | 76.0       | 22          | 64.7       | 16          | 100.0      |
| Eased somewhat               | 3               | 6.0        | 3           | 8.8        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>50</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>16</b>   | <b>100</b> |

For this question, 20 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           | 2               | 3.5        | 2           | 5.9        | 0           | 0.0        |
| Remained basically unchanged | 51              | 89.5       | 28          | 82.4       | 23          | 100.0      |
| Eased somewhat               | 4               | 7.0        | 4           | 11.8       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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           | 2               | 3.3        | 1           | 2.8        | 1           | 4.0        |
| Remained basically unchanged | 55              | 90.2       | 31          | 86.1       | 24          | 96.0       |
| Eased somewhat               | 4               | 6.6        | 4           | 11.1       | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>61</b>       | <b>100</b> | <b>36</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

For this question, 8 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       | 1               | 2.2        | 1           | 3.0        | 0           | 0.0        |
| Tightened somewhat           | 3               | 6.5        | 3           | 9.1        | 0           | 0.0        |
| Remained basically unchanged | 40              | 87.0       | 27          | 81.8       | 13          | 100.0      |
| Eased somewhat               | 2               | 4.3        | 2           | 6.1        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>46</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>13</b>   | <b>100</b> |

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           | 3               | 6.5        | 3           | 9.1        | 0           | 0.0        |
| Remained basically unchanged | 43              | 93.5       | 30          | 90.9       | 13          | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>46</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>13</b>   | <b>100</b> |

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 | 46              | 100.0      | 33          | 100.0      | 13          | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>46</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>13</b>   | <b>100</b> |

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           | 5               | 10.9       | 4           | 12.1       | 1           | 7.7        |
| Remained basically unchanged | 39              | 84.8       | 28          | 84.8       | 11          | 84.6       |
| Eased somewhat               | 2               | 4.3        | 1           | 3.0        | 1           | 7.7        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>46</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>13</b>   | <b>100</b> |

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           | 3               | 6.5        | 3           | 9.1        | 0           | 0.0        |
| Remained basically unchanged | 42              | 91.3       | 29          | 87.9       | 13          | 100.0      |
| Eased somewhat               | 1               | 2.2        | 1           | 3.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>46</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>13</b>   | <b>100</b> |

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           | 3               | 5.3        | 3           | 8.8        | 0           | 0.0        |
| Remained basically unchanged | 50              | 87.7       | 28          | 82.4       | 22          | 95.7       |
| Eased somewhat               | 4               | 7.0        | 3           | 8.8        | 1           | 4.3        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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               | 12.3       | 6           | 17.6       | 1           | 4.3        |
| Remained basically unchanged | 48              | 84.2       | 26          | 76.5       | 22          | 95.7       |
| Eased somewhat               | 2               | 3.5        | 2           | 5.9        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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           | 2               | 3.5        | 2           | 5.9        | 0           | 0.0        |
| Remained basically unchanged | 53              | 93.0       | 30          | 88.2       | 23          | 100.0      |
| Eased somewhat               | 2               | 3.5        | 2           | 5.9        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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           | 2.9        | 0           | 0.0        |
| Remained basically unchanged | 54              | 94.7       | 31          | 91.2       | 23          | 100.0      |
| Eased somewhat               | 2               | 3.5        | 2           | 5.9        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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               | 3.5        | 2           | 5.9        | 0           | 0.0        |
| Remained basically unchanged | 55              | 96.5       | 32          | 94.1       | 23          | 100.0      |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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 | 58              | 95.1       | 33          | 91.7       | 25          | 100.0      |
| Eased somewhat               | 3               | 4.9        | 3           | 8.3        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>61</b>       | <b>100</b> | <b>36</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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               | 6.6        | 2           | 5.6        | 2           | 8.0        |
| Remained basically unchanged | 55              | 90.2       | 33          | 91.7       | 22          | 88.0       |
| Eased somewhat               | 2               | 3.3        | 1           | 2.8        | 1           | 4.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>61</b>       | <b>100</b> | <b>36</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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 | 59              | 100.0      | 35          | 100.0      | 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        |
| <b>Total</b>                 | <b>59</b>       | <b>100</b> | <b>35</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

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               | 3.3        | 0           | 0.0        | 2           | 8.0        |
| Remained basically unchanged | 56              | 91.8       | 34          | 94.4       | 22          | 88.0       |
| Eased somewhat               | 3               | 4.9        | 2           | 5.6        | 1           | 4.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>61</b>       | <b>100</b> | <b>36</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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       | 1               | 1.6        | 0           | 0.0        | 1           | 4.0        |
| Tightened somewhat           | 2               | 3.3        | 1           | 2.8        | 1           | 4.0        |
| Remained basically unchanged | 58              | 95.1       | 35          | 97.2       | 23          | 92.0       |
| Eased somewhat               | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Eased considerably           | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                 | <b>61</b>       | <b>100</b> | <b>36</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

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    | 4               | 8.5        | 4           | 12.1       | 0           | 0.0        |
| About the same         | 38              | 80.9       | 27          | 81.8       | 11          | 78.6       |
| Moderately weaker      | 5               | 10.6       | 2           | 6.1        | 3           | 21.4       |
| Substantially weaker   | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>           | <b>47</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>14</b>   | <b>100</b> |

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       | 5           | 14.7       | 3           | 13.0       |
| About the same         | 43              | 75.4       | 25          | 73.5       | 18          | 78.3       |
| Moderately weaker      | 5               | 8.8        | 3           | 8.8        | 2           | 8.7        |
| Substantially weaker   | 1               | 1.8        | 1           | 2.9        | 0           | 0.0        |
| <b>Total</b>           | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

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 | 1               | 1.6     | 1           | 2.8     | 0           | 0.0     |
| Moderately stronger    | 5               | 8.2     | 4           | 11.1    | 1           | 4.0     |
| About the same         | 48              | 78.7    | 27          | 75.0    | 21          | 84.0    |
| Moderately weaker      | 7               | 11.5    | 4           | 11.1    | 3           | 12.0    |
| Substantially weaker   | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>           | 61              | 100     | 36          | 100     | 25          | 100     |

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range?

A. C&I loans or credit lines:

1. Syndicated or club loans (large loans originated by a group of relationship lenders) to investment-grade firms (or unrated firms of similar creditworthiness)

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Near the easiest level                  | 3               | 4.6     | 3           | 6.7     | 0           | 0.0     |
| Significantly easier than the midpoint  | 6               | 9.2     | 5           | 11.1    | 1           | 5.0     |
| Somewhat easier than the midpoint       | 19              | 29.2    | 15          | 33.3    | 4           | 20.0    |
| Near the midpoint                       | 24              | 36.9    | 15          | 33.3    | 9           | 45.0    |
| Somewhat tighter than the midpoint      | 7               | 10.8    | 3           | 6.7     | 4           | 20.0    |
| Significantly tighter than the midpoint | 5               | 7.7     | 3           | 6.7     | 2           | 10.0    |
| Near the tightest level                 | 1               | 1.5     | 1           | 2.2     | 0           | 0.0     |
| <b>Total</b>                            | 65              | 100     | 45          | 100     | 20          | 100     |

2. Syndicated or club loans to below-investment-grade firms (or unrated firms of similar creditworthiness)

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Near the easiest level                  | 4               | 6.2     | 4           | 9.1     | 0           | 0.0     |
| Significantly easier than the midpoint  | 4               | 6.2     | 3           | 6.8     | 1           | 5.0     |
| Somewhat easier than the midpoint       | 15              | 23.4    | 13          | 29.5    | 2           | 10.0    |
| Near the midpoint                       | 23              | 35.9    | 16          | 36.4    | 7           | 35.0    |
| Somewhat tighter than the midpoint      | 11              | 17.2    | 5           | 11.4    | 6           | 30.0    |
| Significantly tighter than the midpoint | 6               | 9.4     | 2           | 4.5     | 4           | 20.0    |
| Near the tightest level                 | 1               | 1.6     | 1           | 2.3     | 0           | 0.0     |
| <b>Total</b>                            | 64              | 100     | 44          | 100     | 20          | 100     |

3. Non-syndicated loans to large and middle-market firms (annual sales of \$50 million or more)

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Near the easiest level                  | 3               | 4.4     | 2           | 4.5     | 1           | 4.2     |
| Significantly easier than the midpoint  | 4               | 5.9     | 4           | 9.1     | 0           | 0.0     |
| Somewhat easier than the midpoint       | 21              | 30.9    | 13          | 29.5    | 8           | 33.3    |
| Near the midpoint                       | 30              | 44.1    | 20          | 45.5    | 10          | 41.7    |
| Somewhat tighter than the midpoint      | 7               | 10.3    | 3           | 6.8     | 4           | 16.7    |
| Significantly tighter than the midpoint | 3               | 4.4     | 2           | 4.5     | 1           | 4.2     |
| Near the tightest level                 | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                            | 68              | 100     | 44          | 100     | 24          | 100     |

4. Non-syndicated loans to small firms (annual sales of less than \$50 million)

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 3               | 4.5        | 2           | 4.8        | 1           | 4.0        |
| Significantly easier than the midpoint  | 2               | 3.0        | 2           | 4.8        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 14              | 20.9       | 8           | 19.0       | 6           | 24.0       |
| Near the midpoint                       | 37              | 55.2       | 24          | 57.1       | 13          | 52.0       |
| Somewhat tighter than the midpoint      | 9               | 13.4       | 4           | 9.5        | 5           | 20.0       |
| Significantly tighter than the midpoint | 2               | 3.0        | 2           | 4.8        | 0           | 0.0        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>67</b>       | <b>100</b> | <b>42</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

5. Loans to very small firms (annual sales of less than \$5 million)

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 3               | 4.7        | 2           | 5.1        | 1           | 4.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 15              | 23.4       | 9           | 23.1       | 6           | 24.0       |
| Near the midpoint                       | 36              | 56.2       | 23          | 59.0       | 13          | 52.0       |
| Somewhat tighter than the midpoint      | 8               | 12.5       | 3           | 7.7        | 5           | 20.0       |
| Significantly tighter than the midpoint | 1               | 1.6        | 1           | 2.6        | 0           | 0.0        |
| Near the tightest level                 | 1               | 1.6        | 1           | 2.6        | 0           | 0.0        |
| <b>Total</b>                            | <b>64</b>       | <b>100</b> | <b>39</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range?

B. Loans or credit lines secured by commercial real estate:

1. For construction and land development purposes

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 1               | 1.5        | 0           | 0.0        | 1           | 4.0        |
| Somewhat easier than the midpoint       | 10              | 14.7       | 5           | 11.6       | 5           | 20.0       |
| Near the midpoint                       | 22              | 32.4       | 18          | 41.9       | 4           | 16.0       |
| Somewhat tighter than the midpoint      | 26              | 38.2       | 14          | 32.6       | 12          | 48.0       |
| Significantly tighter than the midpoint | 7               | 10.3       | 4           | 9.3        | 3           | 12.0       |
| Near the tightest level                 | 2               | 2.9        | 2           | 4.7        | 0           | 0.0        |
| <b>Total</b>                            | <b>68</b>       | <b>100</b> | <b>43</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

2. Secured by nonfarm nonresidential properties

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 2               | 2.9        | 1           | 2.3        | 1           | 4.0        |
| Significantly easier than the midpoint  | 1               | 1.4        | 0           | 0.0        | 1           | 4.0        |
| Somewhat easier than the midpoint       | 13              | 18.8       | 8           | 18.2       | 5           | 20.0       |
| Near the midpoint                       | 36              | 52.2       | 25          | 56.8       | 11          | 44.0       |
| Somewhat tighter than the midpoint      | 13              | 18.8       | 7           | 15.9       | 6           | 24.0       |
| Significantly tighter than the midpoint | 4               | 5.8        | 3           | 6.8        | 1           | 4.0        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>69</b>       | <b>100</b> | <b>44</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |



### 3. Secured by multifamily residential properties

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Near the easiest level                  | 1               | 1.4     | 1           | 2.2     | 0           | 0.0     |
| Significantly easier than the midpoint  | 2               | 2.9     | 1           | 2.2     | 1           | 4.0     |
| Somewhat easier than the midpoint       | 14              | 20.0    | 8           | 17.8    | 6           | 24.0    |
| Near the midpoint                       | 27              | 38.6    | 20          | 44.4    | 7           | 28.0    |
| Somewhat tighter than the midpoint      | 21              | 30.0    | 11          | 24.4    | 10          | 40.0    |
| Significantly tighter than the midpoint | 4               | 5.7     | 3           | 6.7     | 1           | 4.0     |
| Near the tightest level                 | 1               | 1.4     | 1           | 2.2     | 0           | 0.0     |
| <b>Total</b>                            | 70              | 100     | 45          | 100     | 25          | 100     |

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range?

C. Loans or credit lines secured by residential real estate (For the jumbo category, consider residential real estate loans that have balances that are above the conforming loan limits announced by the FHFA. For remaining categories, please refer to the definitions of residential real estate loan categories stated in questions 13-14):

#### 1. GSE-eligible residential mortgage loans

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Near the easiest level                  | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Significantly easier than the midpoint  | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Somewhat easier than the midpoint       | 6               | 10.2    | 5           | 14.3    | 1           | 4.2     |
| Near the midpoint                       | 37              | 62.7    | 17          | 48.6    | 20          | 83.3    |
| Somewhat tighter than the midpoint      | 12              | 20.3    | 10          | 28.6    | 2           | 8.3     |
| Significantly tighter than the midpoint | 4               | 6.8     | 3           | 8.6     | 1           | 4.2     |
| Near the tightest level                 | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                            | 59              | 100     | 35          | 100     | 24          | 100     |

#### 2. Government residential mortgage loans

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Near the easiest level                  | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Significantly easier than the midpoint  | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Somewhat easier than the midpoint       | 5               | 8.5     | 4           | 11.4    | 1           | 4.2     |
| Near the midpoint                       | 39              | 66.1    | 18          | 51.4    | 21          | 87.5    |
| Somewhat tighter than the midpoint      | 13              | 22.0    | 11          | 31.4    | 2           | 8.3     |
| Significantly tighter than the midpoint | 2               | 3.4     | 2           | 5.7     | 0           | 0.0     |
| Near the tightest level                 | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                            | 59              | 100     | 35          | 100     | 24          | 100     |

### 3. Jumbo residential mortgage loans

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 8               | 12.9       | 6           | 15.8       | 2           | 8.3        |
| Near the midpoint                       | 30              | 48.4       | 15          | 39.5       | 15          | 62.5       |
| Somewhat tighter than the midpoint      | 18              | 29.0       | 13          | 34.2       | 5           | 20.8       |
| Significantly tighter than the midpoint | 6               | 9.7        | 4           | 10.5       | 2           | 8.3        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>62</b>       | <b>100</b> | <b>38</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

### 4. Subprime residential mortgage loans

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Near the midpoint                       | 12              | 42.9       | 6           | 42.9       | 6           | 42.9       |
| Somewhat tighter than the midpoint      | 4               | 14.3       | 2           | 14.3       | 2           | 14.3       |
| Significantly tighter than the midpoint | 4               | 14.3       | 1           | 7.1        | 3           | 21.4       |
| Near the tightest level                 | 8               | 28.6       | 5           | 35.7       | 3           | 21.4       |
| <b>Total</b>                            | <b>28</b>       | <b>100</b> | <b>14</b>   | <b>100</b> | <b>14</b>   | <b>100</b> |

### 5. Revolving home equity lines of credit

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 9               | 14.5       | 6           | 15.8       | 3           | 12.5       |
| Near the midpoint                       | 36              | 58.1       | 20          | 52.6       | 16          | 66.7       |
| Somewhat tighter than the midpoint      | 14              | 22.6       | 9           | 23.7       | 5           | 20.8       |
| Significantly tighter than the midpoint | 3               | 4.8        | 3           | 7.9        | 0           | 0.0        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>62</b>       | <b>100</b> | <b>38</b>   | <b>100</b> | <b>24</b>   | <b>100</b> |

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range?

D. Consumer lending (please use your bank's own categorization for credit quality segments):

#### 1. Credit card loans or lines of credit to prime borrowers

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 12              | 23.1       | 9           | 27.3       | 3           | 15.8       |
| Near the midpoint                       | 30              | 57.7       | 18          | 54.5       | 12          | 63.2       |
| Somewhat tighter than the midpoint      | 8               | 15.4       | 5           | 15.2       | 3           | 15.8       |
| Significantly tighter than the midpoint | 1               | 1.9        | 1           | 3.0        | 0           | 0.0        |
| Near the tightest level                 | 1               | 1.9        | 0           | 0.0        | 1           | 5.3        |
| <b>Total</b>                            | <b>52</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>19</b>   | <b>100</b> |

## 2. Credit card loans or lines of credit to subprime borrowers

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 4               | 10.8       | 4           | 17.4       | 0           | 0.0        |
| Near the midpoint                       | 16              | 43.2       | 9           | 39.1       | 7           | 50.0       |
| Somewhat tighter than the midpoint      | 3               | 8.1        | 2           | 8.7        | 1           | 7.1        |
| Significantly tighter than the midpoint | 6               | 16.2       | 5           | 21.7       | 1           | 7.1        |
| Near the tightest level                 | 8               | 21.6       | 3           | 13.0       | 5           | 35.7       |
| <b>Total</b>                            | <b>37</b>       | <b>100</b> | <b>23</b>   | <b>100</b> | <b>14</b>   | <b>100</b> |

## 3. Auto loans to prime borrowers

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 13              | 22.8       | 8           | 23.5       | 5           | 21.7       |
| Near the midpoint                       | 34              | 59.6       | 21          | 61.8       | 13          | 56.5       |
| Somewhat tighter than the midpoint      | 9               | 15.8       | 5           | 14.7       | 4           | 17.4       |
| Significantly tighter than the midpoint | 1               | 1.8        | 0           | 0.0        | 1           | 4.3        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>57</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>23</b>   | <b>100</b> |

## 4. Auto loans to subprime borrowers

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 1               | 2.6        | 1           | 4.8        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 1               | 2.6        | 1           | 4.8        | 0           | 0.0        |
| Near the midpoint                       | 17              | 44.7       | 8           | 38.1       | 9           | 52.9       |
| Somewhat tighter than the midpoint      | 5               | 13.2       | 3           | 14.3       | 2           | 11.8       |
| Significantly tighter than the midpoint | 9               | 23.7       | 6           | 28.6       | 3           | 17.6       |
| Near the tightest level                 | 5               | 13.2       | 2           | 9.5        | 3           | 17.6       |
| <b>Total</b>                            | <b>38</b>       | <b>100</b> | <b>21</b>   | <b>100</b> | <b>17</b>   | <b>100</b> |

## 5. Consumer loans other than credit card and auto loans

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 9               | 15.3       | 6           | 17.6       | 3           | 12.0       |
| Near the midpoint                       | 42              | 71.2       | 26          | 76.5       | 16          | 64.0       |
| Somewhat tighter than the midpoint      | 6               | 10.2       | 0           | 0.0        | 6           | 24.0       |
| Significantly tighter than the midpoint | 2               | 3.4        | 2           | 5.9        | 0           | 0.0        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>59</b>       | <b>100</b> | <b>34</b>   | <b>100</b> | <b>25</b>   | <b>100</b> |

27. Using the range between the tightest and the easiest that lending standards at your bank have been between 2005 and the present, for each of the loan categories listed below, how would you describe your bank's current level of standards relative to that range?

E. Lending to nondepository financial institutions:

|   | All Respondents |            | Large Banks |            | Other Banks |            |
|---|-----------------|------------|-------------|------------|-------------|------------|
|   | Banks           | Percent    | Banks       | Percent    | Banks       | Percent    |
| Near the easiest level                  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Significantly easier than the midpoint  | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| Somewhat easier than the midpoint       | 10              | 20.4       | 8           | 24.2       | 2           | 12.5       |
| Near the midpoint                       | 31              | 63.3       | 21          | 63.6       | 10          | 62.5       |
| Somewhat tighter than the midpoint      | 7               | 14.3       | 4           | 12.1       | 3           | 18.8       |
| Significantly tighter than the midpoint | 1               | 2.0        | 0           | 0.0        | 1           | 6.2        |
| Near the tightest level                 | 0               | 0.0        | 0           | 0.0        | 0           | 0.0        |
| <b>Total</b>                            | <b>49</b>       | <b>100</b> | <b>33</b>   | <b>100</b> | <b>16</b>   | <b>100</b> |

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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 \$20 billion or more as of March 31, 2018. The combined assets of the 46 large banks totaled \$10.3 trillion, compared to \$10.5 trillion for the entire panel of 72 banks, and \$14.7 trillion for all domestically chartered, federally insured commercial banks.

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