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Finance Company Survey

Fall 2026

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I Consumer Motor Vehicle Loans and Leases

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

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

- A. ___Tightened considerably
- B. ___Tightened somewhat
- C. ___Remained about the same
- D. ___Eased somewhat
- E. ___Eased considerably

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

- A. ___ Tighten considerably
- B. ___ Tighten somewhat
- C. ___ Remain about the same
- D. ___ Ease somewhat
- E. ___ Ease considerably

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

- A. ___ Substantially stronger
- B. ___ Moderately stronger
- C. ___ Remained about the same
- D. ___ Moderately weaker
- E. ___ Substantially weaker

4. Apart from normal seasonal variation, how does your company expect **demand** for such loans and leases from your company to change **over the next six months** compared with its current level?

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

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

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

II Economic Conditions

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

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

III Other Factors

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

A. Possible reasons for *tightening* lending standards:

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

B. Possible reasons for *easing* lending standards:

- ☐ a. More favorable or less uncertain economic outlook
- ☐ b. Improvement in your company's capital position
- ☐ c. Improvement in your company's liquidity position

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