

### 11.—Retail Instalment Paper Purchased and Balances Outstanding, by Class of Goods, 1958-61

(Millions of dollars)

Class of Goods	Paper Purchased				Balances Outstanding Dec. 31—			
	1958	1959	1960	1961	1958	1959	1960	1961
<b>Consumer Goods</b> .....	<b>870</b>	<b>902</b>	<b>878</b>	<b>768</b>	<b>768</b>	<b>806</b>	<b>829</b>	<b>756</b>
New passenger cars.....	336	371	378	330	} 588	} 610	} 625	} 569
Used passenger cars.....	333	323	298	250				
Radio and television sets.....	} 201	} 208	} 202	} 188	} 180	} 196	} 204	} 187
Household appliances.....								
Furniture.....								
Other.....								
<b>Commercial and Industrial</b> .....	<b>265</b>	<b>356</b>	<b>366</b>	<b>344</b>	<b>257</b>	<b>344</b>	<b>393</b>	<b>395</b>
New commercial vehicles.....	70	95	97	87	} 111	} 138	} 151	} 138
Used commercial vehicles.....	48	59	57	47				
Other.....	147	202	212	210	146	206	242	257
<b>Totals</b> .....	<b>1,135</b>	<b>1,258</b>	<b>1,244</b>	<b>1,112</b>	<b>1,026</b>	<b>1,150</b>	<b>1,222</b>	<b>1,151</b>

**Consumer Credit.**—Total balances outstanding on credit extended to consumers by retail stores and certain financial institutions are increasing very rapidly. Although the financial institutions included in the survey do not cover all sources of consumer credit, returns from the selected holders indicate that balances outstanding on credit extended to individuals for the purchase of consumer goods and services have almost doubled in the past nine years. The figures in Table 12 do not include credit extended for commercial purposes.

### 12.—Balances Outstanding on Retail Trade Credit and Loans Extended to Individuals for Non-business Purposes by Certain Financial Institutions, 1953-62

(Millions of dollars)

Year	Retail Trade Credit <sup>a</sup>	Sales Finance Companies	Small Loans Companies	Chartered Banks	Credit Unions <sup>b</sup>	Life Insurance Companies Policy Loans
1953.....	682	516	176	585	129	225
1954.....	733	492	215	612	151	240
1955.....	822	599	279	788	174	250
1956.....	873	756	356	759	226	270
1957.....	901	780	362	691	258	295
1958.....	937	768	400	842	320	305 <sup>c</sup>
1959.....	992	806	484	1,001	397	323
1960.....	1,038	828	549	1,143	433	344
1961.....	1,088	756	594	1,366	516	358
1962 <sup>d</sup> .....	1,125	771	689	1,615	575	371

Accounts outstanding on the books of retailers stood at \$1,125,100,000 at the end of 1962. This amount excludes lumber and building material dealers and farm implement dealers, two trades included up to and including 1957, so that the results for 1958 and subsequent years more closely approximate "consumer" credit shown in Table 13.