

New Motor Vehicle Sales.—As the figures of Table 8 show, sales of new motor vehicles continue to climb each year, reaching a peak of 830,995 vehicles valued at \$2,739,329,000 in 1965.

8.—Retail Sales of New Motor Vehicles, 1956-65

Year	Passenger Cars		Trucks and Buses		Totals	
	No.	\$	No.	\$	No.	\$
1956.....	408,233	1,128,640,000	91,688	326,735,000	499,921	1,455,375,000
1957.....	382,023	1,087,620,000	76,276	281,311,000	458,299	1,368,931,000
1958.....	376,723	1,110,724,000	68,046	254,742,000	444,769	1,365,466,000
1959.....	425,038	1,240,961,000	77,588	299,207,000	502,626	1,540,168,000
1960.....	447,771	1,289,073,000	75,417	285,754,000	523,188	1,574,827,000
1961.....	437,319	1,290,026,000	74,160	281,382,000	511,479	1,551,408,000
1962.....	502,565	1,482,407,000	82,645	300,509,000	585,210	1,782,916,000
1963.....	557,787	1,716,121,000	97,202	345,918,000	654,989	2,062,039,000
1964.....	616,759	1,936,258,000	109,120	401,544,000	725,879	2,337,802,000
1965 ^a	708,718	2,267,314,000	122,279	472,015,000	830,995	2,739,329,000

Sales Financing.—The amount of instalment financing transacted by sales finance companies reached a record level in 1964, paper purchased and balances outstanding being higher than in 1963 for every type of goods with the exception of paper purchased for used commercial vehicles, which remained unchanged.

9.—Retail Instalment Paper Purchased and Balances Outstanding, by Class of Goods, 1960-64

(Millions of dollars)

Class of Goods	Paper Purchased					Balances Outstanding Dec. 31—				
	1960	1961	1962	1963	1964	1960	1961	1962	1963	1964
Consumer Goods	878	768	851	925	1,059	828	756	801	874	1,435
New passenger cars.....	378	330	381	442	511	625	569	609	687	809
Used passenger cars.....	298	250	265	288	319					
Radio and television sets, household appliances, furniture and other.....	202	188	205	195	229	204	187	192	187	226
Commercial and Industrial	366	344	378	420	478	393	395	440	519	586
New commercial vehicles.....	97	87	94	108	123	151	138	151	170	197
Used commercial vehicles.....	57	47	49	51	51					
Other.....	212	210	235	261	303	242	257	289	349	389
Totals¹	1,244	1,112	1,239	1,345	1,537	1,227	1,151	1,241	1,393	1,621

¹ Totals are not the exact addition of the components because of rounding of the figures.

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 more than doubled since 1956. The figures in Table 10 do not include credit extended for commercial purposes.