

NAADA DATA Consumer Credit

IN 2006 AVERAGE new-vehicle loan rates at finance companies decreased to 4.96 percent for the year, partly from continuing strong incentives by captives. New-vehicle loan rates at banks averaged 7.72 percent for 2006—up from 7.08 percent in 2005.

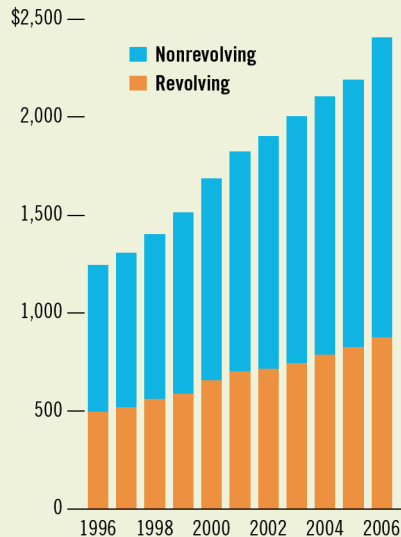
Average maturity of new-car loans at finance companies

1999	52.7 months
2000	54.9
2001	55.1
2002	56.9
2003	61.4
2004	60.5
2005	60.0
2006	62.3

Source: Federal Reserve Board

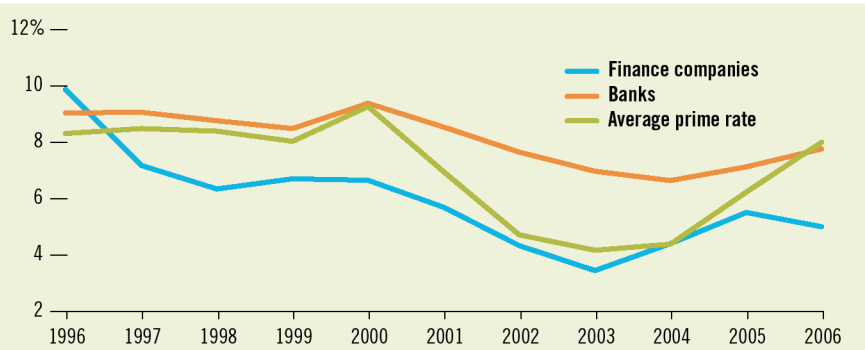
Consumer credit outstanding

End of year, seasonally adjusted
In millions of dollars



Source: Federal Reserve Board

Average finance rate on new-car loans



Note: The bank series represents the average of direct 48-month loans. The finance company series represents the average of all loans made.

Source: Federal Reserve Board

Comerica new-vehicle affordability index

	Avg. finance rate	Avg. length loan	Avg. consumer expenditure*	Median family income	Avg. weeks of median family income to buy car*
2000Q1	7.98%	52.9 months	\$22,038	\$57,796	23.3
2000Q2	7.82	54.3	22,403	58,987	22.9
2000Q3	8.34	55.7	22,084	59,777	23.1
2000Q4	7.75	56.7	23,000	60,763	23.2
2001Q1	8.13	55.1	22,872	61,626	26.3
2001Q2	7.58	56.8	23,434	61,100	26.5
2001Q3	7.16	57.4	23,584	61,503	26.5
2001Q4	5.42	51.1	22,675	61,504	23.8
2002Q1	6.41	53.9	25,250	62,833	25.5
2002Q2	6.86	57.3	25,527	63,625	26.1
2002Q3	4.34	58.9	24,537	64,185	24.4
2002Q4	4.44	57.3	24,936	64,185	25.0
2003Q1	3.65	59.1	25,486	66,264	24.6
2003Q2	2.61	61.1	25,733	66,906	24.1
2003Q3	3.55	63.0	26,949	64,663	24.8
2003Q4	3.80	62.5	27,139	65,982	25.1
2004Q1	3.24	59.7	26,909	68,469	24.6
2004Q2	3.65	60.2	27,126	69,582	24.6
2004Q3	5.54	60.9	25,520	68,380	25.3
2004Q4	5.01	61.3	25,988	70,205	25.0
2005Q1	4.86	59.3	26,054	70,275	24.8
2005Q2	5.18	59.5	26,315	70,974	24.7
2005Q3	5.80	60.2	28,105	70,690	26.4
2005Q4	5.97	61.1	29,200	70,337	27.0
2006Q1	5.34	61.8	28,600	72,946	26.2
2006Q2	5.62	61.0	27,800	73,990	25.1
2006Q3	3.24	64.2	26,500	74,225	23.6
2006Q4	5.62	62.0	29,400	73,150	26.2

*With possible rebate

Sources: Comerica Bank; Commerce Department; Federal Reserve Board