TruStage™

Credit Union Trends Report

March 2024, January 2024 Data

Section one

Economic Trends

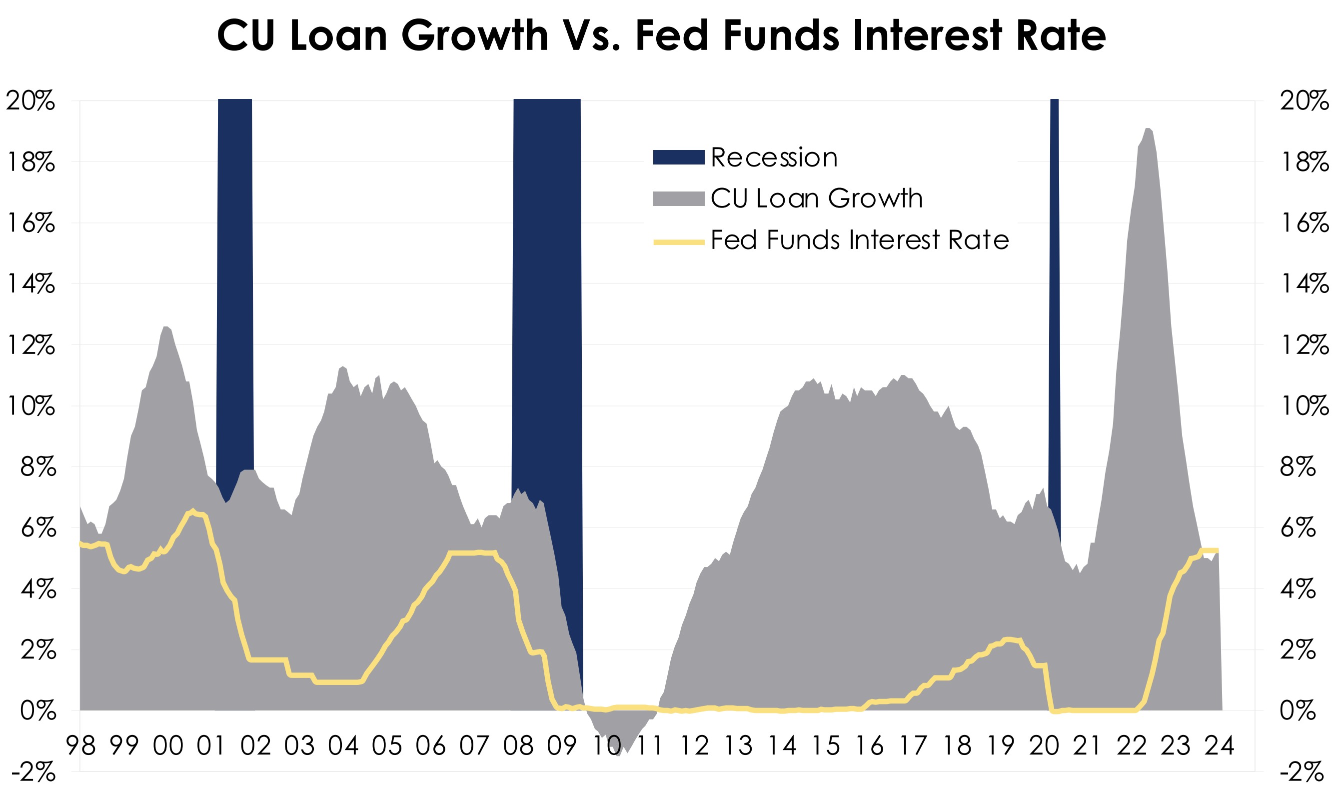
The Federal Reserve raised interest rates 5.25 percentage points during the last two years, slowing credit union lending.

Economic Trends

On March 20, 2024, the Federal Reserve announced they would maintain their target range for the federal funds interest rate at 5.25% to 5.50%. It was March 2022, when the Federal Reserve embarked on their more restrictive monetary policy stance and increased the federal funds rate 5.25 percentage points. This was the fastest increase in interest rates in over 40 years. We expect the Federal Reserve to lower the fed funds rate this summer as inflation approaches its 2% inflation target. Markets are now expecting three 25 basis points cuts in the second half of 2024.

So, what impact did this higher fed funds interest rate have on credit union lending over the last two years? Historically, a rising fed funds interest rate slows credit union loan growth, holding all other factors constant (**see figure below**). There have been three other Fed hiking cycles since 1999. Every time, credit union lending fell from around an 11% seasonally-adjusted annualized growth rate at the start of the hiking cycle to around 7% at the end of the hiking cycle, with about an 18-month lag from the beginning of the hiking cycle until credit union lending began to slow. This lending slowdown is one of the "long and variable lags of monetary policy" that Fed Chairman Jerome Powell likes to reference.

Mark Twain once said, "history doesn't repeat itself, but it does rhyme." This time around, credit unions reported a seasonally-adjusted annualized loan growth rate of only 5.3% in January 2024, down from the 19.5% reported 18 months earlier in July 2022. So, it appears history does rhyme. We expect credit union lending to continue to slow throughout 2024, with loan growth coming down to only 4% this year.



Source: CUNA Economics & Statistics and TruStage – Economics

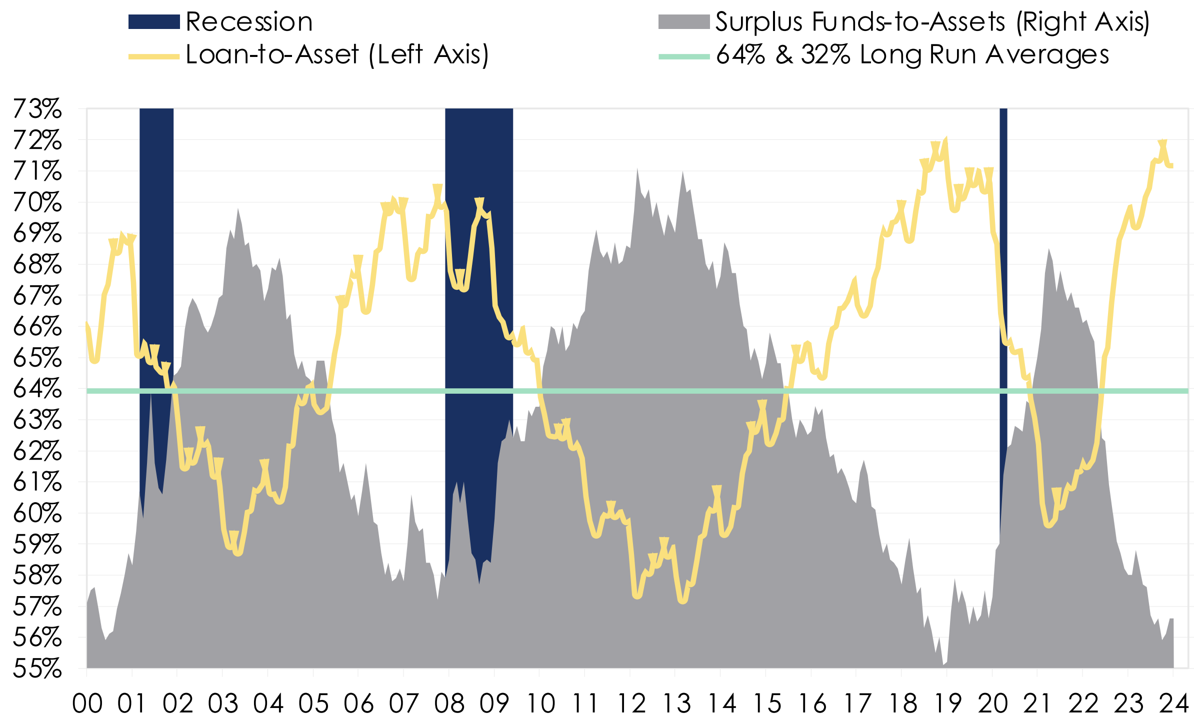
Section two

Total Credit Union Lending

Credit union loan-to-asset ratios rise to the highest level since January 2019.

Total Credit Union Lending

CU Loan-to-Asset Ratio



Source: CUNA Economics & Statistics and TruStage – Economics

Credit union loan balances rose only 6.1% during the last 12 months, more than one percentage point below the 7.2% long-run average. Driving the weak performance was anemic growth in the consumer credit loan categories of new and used auto, and very slow fixed-rate first mortgage growth rates.

Used-auto loans make up around 20% of all credit union loan balances and rose only 3% in 2023. New-auto loans make up 10.8% of all credit union loan balances and reported no growth during the past 12 months. So, these two "bread and butter" credit union loan categories contributed 0.6 and 0.0 percentage points, respectively, to the overall 6.1% loan growth.

With loans growing faster than assets during the last 12 months, credit unions' loan-to-asset ratio rose to 71.2% in January 2024, up from 69.9% one year ago and the highest January reading since 2019 (**see figure above**). The long run average for the loan-to-asset ratio is 64%. Higher loans as a percent of assets and rising interest rates led to a rising credit union yield-on-asset ratios during the fourth quarter of 2023. Credit unions earned a 4.74% yield-on-assets ratio in the fourth quarter of 2023, up 87 basis points from the 3.87% reported in the fourth quarter of 2022.

Higher loan-to-asset ratios imply lower surplus funds-to-assets ratios, which fell to 24.6% in January, down from 26% one year earlier, indicating a very tight liquidity position at many credit unions (**see figure above**). Credit unions are responding to this tighter liquidity by raising the interest rates on their deposit accounts, which will increase their overall cost of funds this year.

Section three

Consumer Installment Credit

Credit union consumer lending is growing at the slowest pace since the spring of 2021.

Consumer Installment Credit

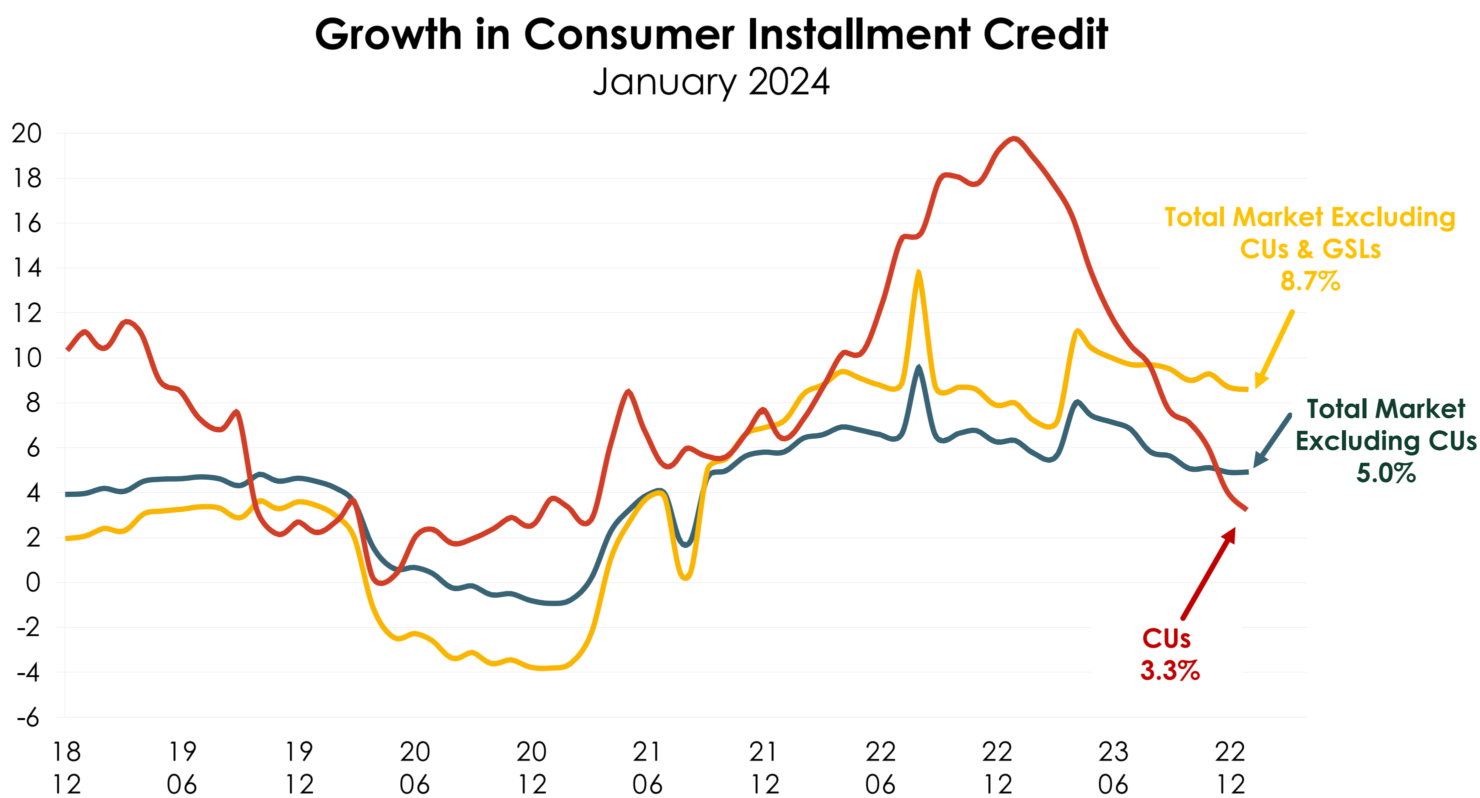
Credit union consumer installment credit balances (auto, credit card and other unsecured loans) fell 0.3% in January, below the 0.4% gain set in January 2023, due to the paying down of credit card balances by many credit union members and auto loan repayments exceeding originations.

Credit card loan balances fell 0.7% in January, less than the 1% drop in credit card balances reported on average over the last 10 years as members use excess savings to pay down high-rate credit card debt.

During the last 12 months, credit union consumer installment credit grew only 3.3% (**see figure below**), less than the total market excluding credit unions at 5.0%, and below the total market excluding credit unions and government student loans at 8.7%. Tight liquidity conditions at many credit unions have reduced their willingness to take on new credit. This has reduced credit unions' consumer loan market share from 15.6% in August 2023 to 15.2% today.

According to the most recent Senior Loan Officer Survey, more than 25% of banks plan to continue to tighten lending standards for credit cards in the first quarter. This will slow revolving credit growth this year. Moreover, government student loan balances fell 1.5% ($22.4 billion) over the last year due to various student loan forgiveness programs.

For 2024, the growth in the stock of consumer credit is firmly on a downward trend as higher interest rates and tighter lending standards slow borrowing and lending.



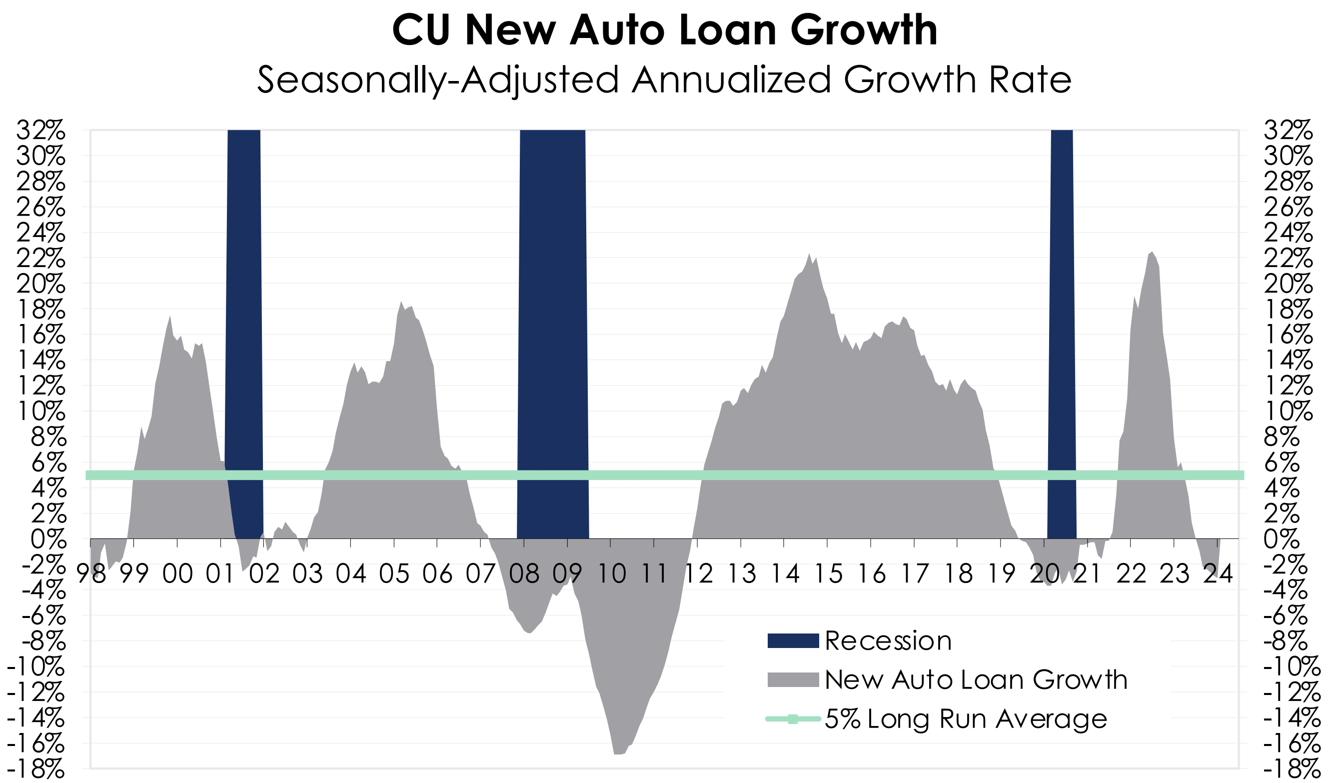
Source data: Federal Reserve

Section four

Vehicle Loans

Credit union new-auto loan balances were falling at a -3.1% annualized pace in January.

Vehicle Loans



Source: CUNA Economics & Statistics and TruStage – Economics

Credit union new-auto loan balances fell 0.9% in January, lower than the 0.3% rise set in January 2023, and loan balances experienced no growth over the last year. On a seasonally-adjusted annualized basis, new-auto loan balances fell at a 3.1% pace in January (**see figure above**), the worst pace since September 2020.

January's seasonal factors usually subtract 0.38 percentage points from the underlying trend growth rate, the second worst month of the year after February's 0.68 percentage point decline. The first quarter of the year is typically the weakest quarter for credit union new-auto loan growth.

New vehicle sales were 14.9 million in January, according to the Bureau of Economic Analysis, which at a seasonally-adjusted annualized sales rate is 0.7% below the 15.1 million pace set one year earlier. When the U.S. new-vehicle market is in balance we should be selling around 17 million vehicles each year. But higher lending interest rates continue to moderate consumer demand for new vehicles. On a positive note, improved supply chains are increasing vehicle production rates and inventory levels and therefore vehicle sales.

For 2024, expect new vehicle sales to approach 16.2 million, up 4.5% from the 15.5 million vehicle sales in 2023. Driving this improvement will be steady growth in vehicle inventory levels, a healthy labor market, a fall in average transaction prices and the prospect of declining interest rates in the second half of the year.

Section five

Real Estate Information

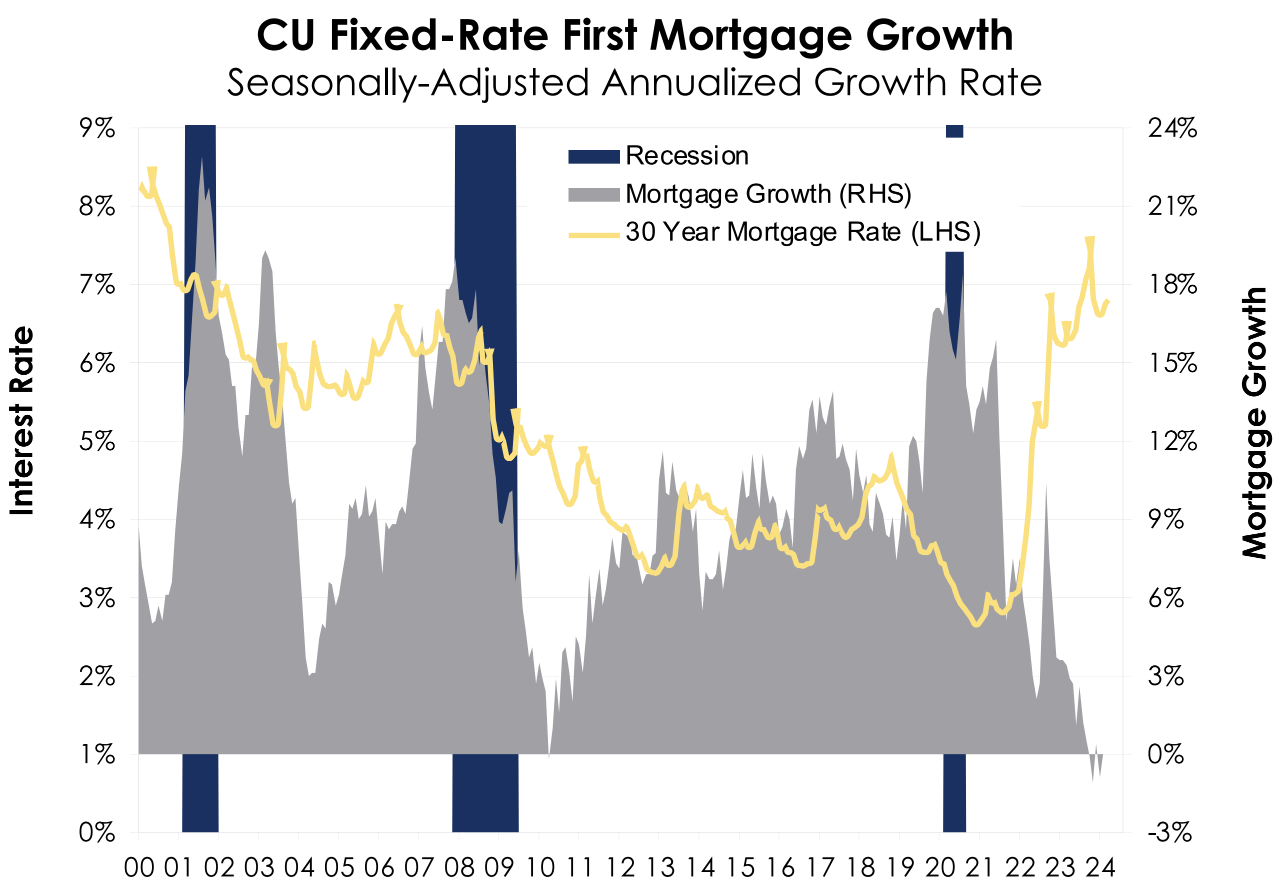
Home prices rose more than 6% over the last year, above the 4.1% long run average.

Real Estate Information

Credit union fixed-rate first mortgage loan balances fell 0.8% in January, which is better than the 2.3% decrease reported in January 2023, the 4th consecutive month of declines. Credit union fixed-rate first mortgage loan balances fell 0.9% at a seasonally-adjusted annual rate in January (**see figure below**). This is the first time in credit union history that the seasonally-adjusted annual rate figure has been in negative territory.

The contract interest rate on a 30-year, fixed-rate conventional home mortgage fell to 6.64% in January, down from 6.82% in December but above the 6.27% reported in January 2023. The mortgage credit-risk premium (the difference between the 30-year mortgage interest rate and the 10-year Treasury interest rate) fell to 2.58% in January below the average of 2.84% during 2023. Expect mortgage interest rates to average 6.0-6.75% for the remainder of the year.

Home prices rose 0.4% in January from December, according to the S&P Core Logic Case-Shiller, despite the headwind of extremely low affordability, and is up 6.0% from one year ago due to the tight supply of existing homes for sale. The Office of Federal Housing Enterprise Oversight (OFHEO) Home Price Index shows home prices falling 0.1% in December but rising 6.3% year-over-year. Following three years of strong home price growth, the housing market is extremely overvalued, and affordability is at a 30-year low. So, expect real home prices to decline over the next few years given the imbalance between median house prices and median incomes.



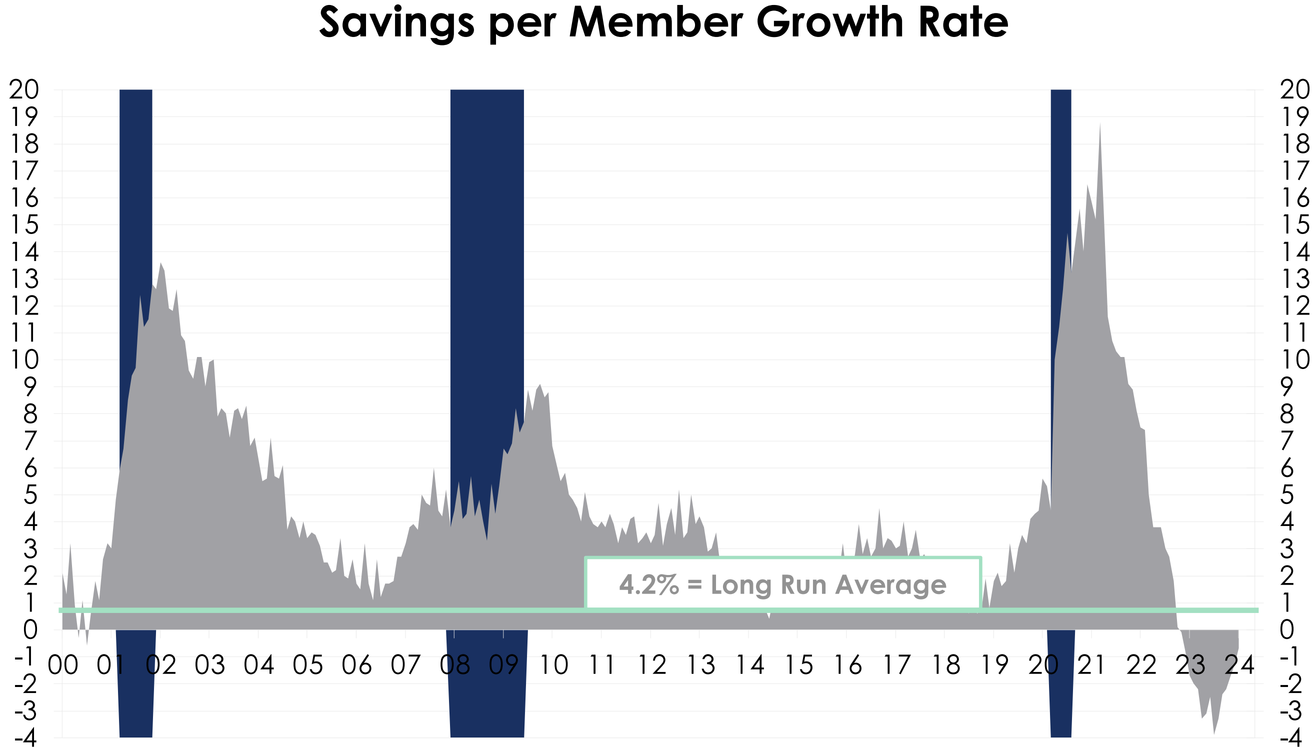
Source data: National Association of Realtors

Section six

Savings and Assets

The credit union savings-per-member ratio has fallen for 15 consecutive months.

Savings and Assets



Source: CUNA Economics & Statistics and TruStage – Economics

Credit union savings balances fell 0.3% in January due to members paying down credit card balances (which declined 0.7%) that were built up during the fourth quarter of 2023. The January savings growth rate was better than the 0.8% decrease reported in January 2023. January savings balances have historically declined 0.2% due to recurring seasonal factors.

The savings-per-member ratio fell 0.7% during the last year ending in January 2024, the 15th consecutive month of year-over-year declines, due to the denominator of the ratio growing faster than the numerator (**see figure above**).

Savings balances, the numerator of the ratio, rose only 2.2% during the last 12 months, the slowest pace since the summer of 2006, when stock and home prices were rising rapidly, creating a large wealth effect and discouraging savings accumulation by members. Today, weak savings growth is due to some members spending some of their "excess savings" accumulated over the last few years from stimulus checks and reduced consumption spending. Other members can't save due to high inflation reducing their real wage and some members were moving funds to higher-yielding money market mutual funds. The denominator of the ratio, members, grew 2.9% as American's joined credit unions to take out new loans at competitive loan rates.

Currently, the average credit union member has a total of $13,415 on deposit at their credit union, down from the $13,505 in January 2023. We expect credit union deposits to increase only 3% this year, below the long-run average of 7%, as some interest-rate sensitive deposits move to higher yielding alternatives. But with membership growth also expected to be 3% this year, the savings-per-member ratio should end its decline.

Section seven

Capital and Other Key Measures

Credit union equity ratios end 2023 at 9.1%, above the 30-year low posted in 2022 of 8.8%.

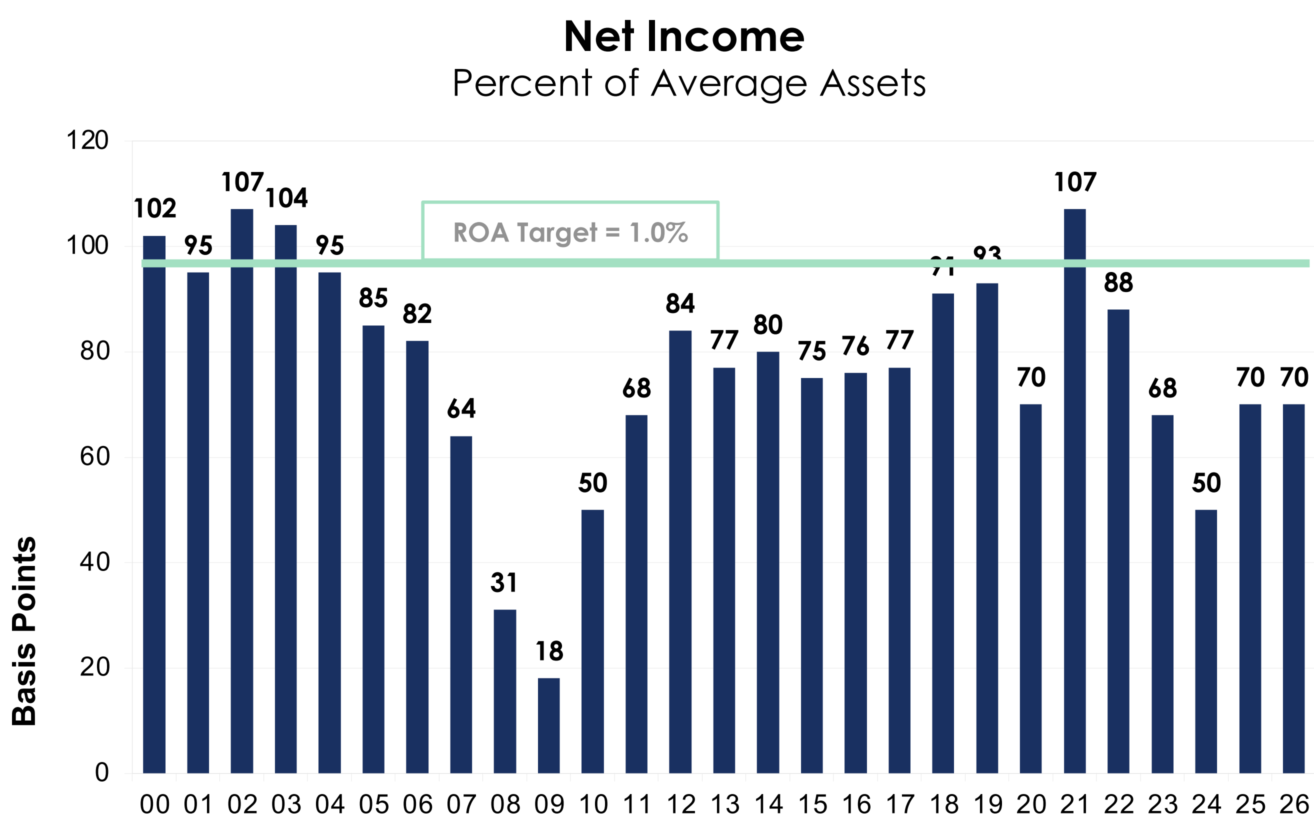
Equity and Other Key Measures

The credit union industry's net income to average asset ratio, return on assets, fell to 0.68% in 2023, down from 0.88% in 2022 (**see figure below**) which was the lowest since 2011. A 15-basis point increase in net interest margins was more than offset by a 26-basis point increase in provision for loan losses and a 10-basis point increase in operating expense-to-average asset ratios.

Credit union operating expenses rose 7.1% in 2023 due to high inflation (3.4%), rising wages (4.5%) and 2.2% more employees. At the end of 2023, U.S. credit unions employed 369,258 full and part time Americans, up 7,900 from the end of 2022. Part time employees typically make up 5.6% of a credit union's total employee base.

Expect return on asset ratios to fall to 0.5% in 2024, due to an increase in provision expense as credit quality deteriorates, continued pressure on net interest income caused by the inverted yield curve, and the scarcity of the income that flows from mortgage refinances.

Credit union average return on equity (ROE) rose to 8.0% in 2023, from -7.6% in 2022 when rising interest rates reduced the value of available-for-sale investments. Credit union equity (Other Reserves + Undivided Earnings + Unrealized Gains/Losses on Available for Sale Securities) rose $15.5 billion in 2023, due to gains on securities ($0.180 billion) boosting net income ($15.32 billion). The ROE ratio is one of the more important credit union metrics because it determines the long-run sustainable asset growth rate. For example, credit unions' long run average ROE ratio is around 7%, which is the growth rate of their equity. This indicates their assets can grow 7% while maintaining a constant equity-to-asset ratio.



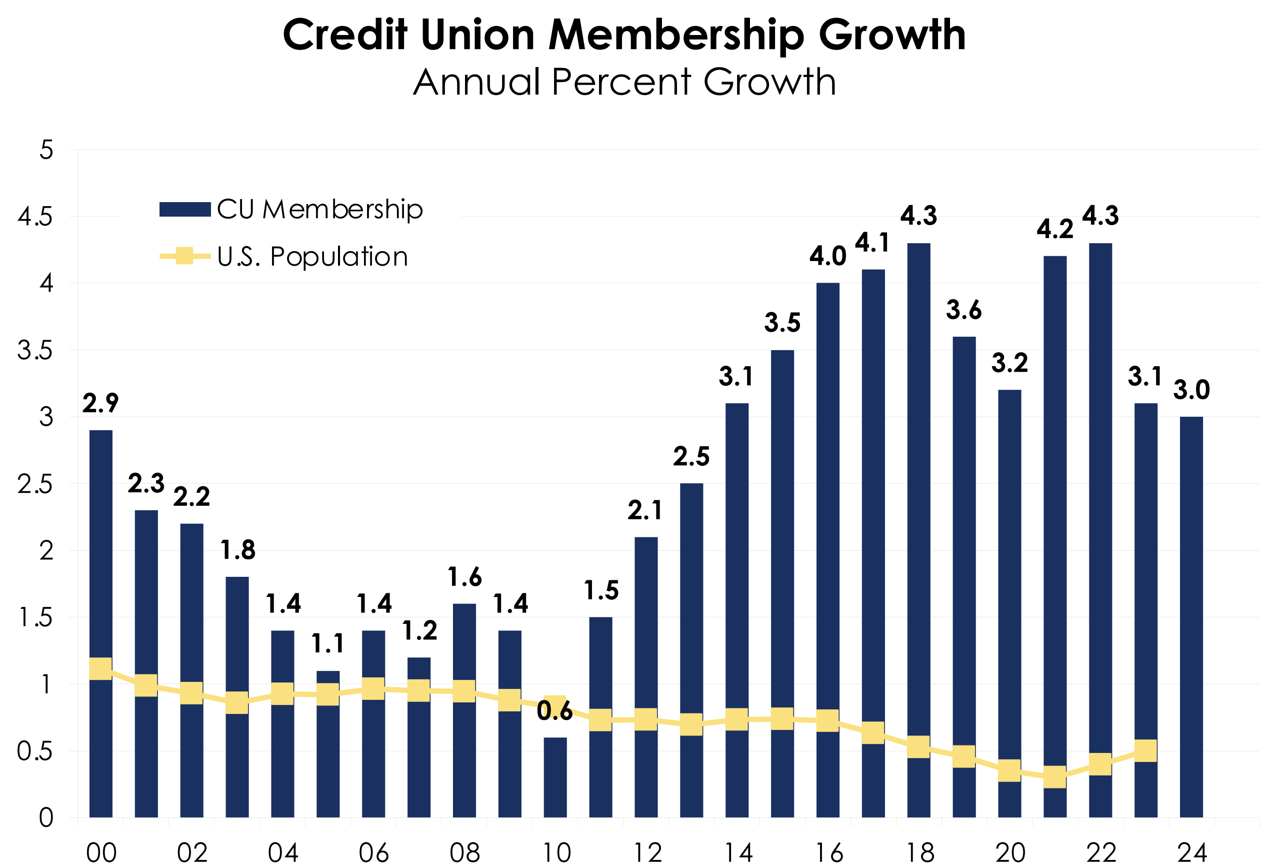
Source: CUNA Economics & Statistics and TruStage – Economics

Section eight

Credit Unions and Members

Credit union membership growth is six times faster than the overall population growth.

Credit Unions and Members



Source: CUNA Economics & Statistics and TruStage – Economics

Credit unions added 127,000 memberships in January 2024, significantly below the 367,000-gain recorded in January 2023. One factor driving membership growth is job creation. In January, the economy added 229,000 jobs, and averaged 234,000 jobs during the last 3 months, according to the Bureau of Labor Statistics, which is less than the 292,000 3-month average job creation ending in January 2023. Expect monthly job growth to slow over the next few months as the demand for labor slowly ebbs as the economy cools down from the above trend growth of 2023.

Total credit union memberships reached 142.1 million in January 2024, which, in percentage terms, rose 0.13% in January and 2.9% during the last 12 months. Credit union membership growth slowed in 2023 due to a slow down in auto lending as competition from other lenders increased. We expect membership growth to slow to around 3% in 2024, which is above the current 0.5% U.S. population growth (**see figure above**). After a historically low growth rate of 0.3% in 2021, the U.S. resident population increased 0.4% in 2022 and then 0.5% in 2023, according to the U.S. Census Bureau. Today the U.S. population is over 336 million, 1.8 million more than one year ago.

Distribution of Credit Union Loans

Estimated $ (Billions) Outstanding

YR/MO	TOTAL LOANS	NEW AUTO	USED AUTO	TOTAL AUTO	UNSEC Ex. CC's	CREDIT CARDS	CUCIC	1st MORT. TOTAL	TOTAL OTHER MORT 2ND + HE	TOTAL REAL ESTATE	MBLs*
22 01	1,293.9	144.4	268.7	413.1	52.5	64.6	**533.6**	550.5	85.3	635.8	124.5
22 02	1,306.6	145.4	271.2	416.5	54.1	64.6	**538.7**	526.2	84.5	610.7	157.2
22 03	1,328.3	147.2	276.9	424.1	53.8	65.2	**547.3**	503.7	81.5	585.2	195.9
22 04	1,351.0	153.4	282.1	435.5	54.7	65.7	**557.8**	512.4	84.6	597.0	196.2
22 05	1,379.5	156.0	288.0	444.0	55.9	67.2	**570.5**	522.9	86.7	609.6	199.4
22 06	1,411.4	158.9	295.3	454.2	57.9	68.1	**584.3**	530.1	90.4	620.5	206.6
22 07	1,433.8	166.4	299.1	465.5	59.4	69.2	**594.9**	543.2	94.0	637.2	201.7
22 08	1,457.6	170.2	304.0	474.2	61.1	70.1	**602.6**	547.7	97.7	645.3	209.6
22 09	1,482.5	169.3	309.8	479.2	62.0	70.7	**616.2**	549.0	101.0	650.0	216.3
22 10	1,500.5	171.0	312.6	483.6	63.2	71.6	**619.1**	553.1	104.6	657.7	223.8
22 11	1,515.9	173.2	313.9	487.0	63.8	73.2	**624.5**	556.1	106.2	662.3	229.1
22 12	1,531.2	176.2	316.8	493.0	64.5	75.1	**636.8**	561.9	108.9	670.9	223.6
23 01	1,538.7	176.7	319.3	496.0	64.7	75.1	**639.6**	551.8	110.4	662.2	237.0
23 02	1,544.6	177.2	320.9	498.1	65.0	74.9	**641.0**	557.8	112.0	669.9	233.7
23 03	1,555.2	178.3	323.1	501.4	65.0	75.0	**645.0**	567.1	113.7	680.9	229.4
23 04	1,565.8	177.9	322.7	500.6	66.2	76.0	**649.3**	564.7	118.9	683.5	232.9
23 05	1,577.3	177.9	322.9	500.9	67.4	77.3	**649.6**	568.2	121.5	689.7	238.0
23 06	1,587.6	179.3	326.2	505.5	67.0	77.5	**654.2**	575.5	120.8	696.3	237.1
23 07	1,598.5	179.5	327.7	507.3	67.9	78.9	**658.2**	577.4	122.9	700.3	238.6
23 08	1,608.8	179.7	329.0	508.7	68.7	79.5	**661.3**	580.2	125.9	706.1	241.4
23 09	1,615.9	179.5	329.3	508.8	69.2	79.6	**663.9**	583.1	128.2	711.3	240.7
23 10	1,622.9	179.3	330.1	509.4	69.8	80.7	**663.8**	583.4	133.1	714.5	244.6
23 11	1,628.8	178.9	330.0	508.9	70.4	82.0	**662.6**	584.3	133.7	718.0	248.2
23 12	1,633.5	178.3	329.1	507.4	70.8	83.6	**663.0**	586.2	135.3	721.4	249.1
24 01	1,632.8	176.8	328.8	505.6	70.9	83.0	**660.8**	586.1	136.9	723.0	249.0

* Member Business Loans

CUCIC = Total Loans – Total Real Estate – MBLs CUCIC = Total Vehicle Loans + Unsecured Loans + Credit Card – 14% of MBLs

Distribution of Credit Union Loans

Percent Change From Prior Year

YR/MO	TOTAL LOANS	NEW AUTO	USED AUTO	TOTAL AUTO	UNSEC Ex. CC's	CREDIT CARDS	CUCIC	1st MORT. TOTAL	TOTAL OTHER MORT 2ND + HE	TOTAL REAL ESTATE	MBLs*
22 01	8.5	(0.2)	10.9	6.7	2.0	5.9	**6.5**	4.3	(0.8)	3.6	59.4
22 02	9.4	0.5	11.9	7.6	0.9	6.5	**7.4**	(0.5)	(1.0)	(0.6)	99.0
22 03	11.1	3.5	13.3	9.7	0.7	9.7	**8.8**	(5.0)	(2.5)	(4.7)	148.4
22 04	12.4	7.6	14.7	12.1	5.6	11.7	**10.3**	(4.2)	0.8	(3.5)	154.3
22 05	13.9	8.4	15.6	13.0	9.2	11.8	**10.3**	(2.7)	3.2	(1.9)	173.6
22 06	15.4	10.9	17.2	14.9	9.0	12.3	**12.5**	(2.8)	8.1	(1.3)	176.6
22 07	16.3	16.2	17.6	17.1	15.2	13.1	**15.4**	(1.2)	10.7	0.4	144.9
22 08	17.1	18.9	18.1	18.4	18.6	13.4	**15.6**	(1.4)	15.5	0.8	152.3
22 09	18.4	17.9	18.8	18.5	19.1	14.1	**18.0**	(2.3)	19.3	0.5	160.0
22 10	18.7	19.4	19.0	19.2	19.9	14.4	**18.2**	(2.2)	20.5	0.8	154.3
22 11	19.0	20.7	18.5	19.3	23.8	14.7	**17.9**	(3.1)	25.1	0.6	168.7
22 12	19.1	22.2	18.8	20.0	22.9	15.5	**19.3**	(3.3)	26.3	0.5	163.6
23 01	18.9	22.4	18.8	20.1	23.3	16.2	**19.9**	0.2	29.4	4.2	90.3
23 02	18.2	21.9	18.3	19.6	20.1	16.0	**19.0**	6.0	32.6	9.7	48.7
23 03	17.1	21.2	16.7	18.2	20.8	15.1	**17.9**	12.6	39.6	16.4	17.1
23 04	15.9	16.0	14.4	15.0	20.9	15.6	**16.4**	10.2	40.5	14.5	18.7
23 05	14.3	14.1	12.1	12.8	20.7	15.1	**13.9**	8.7	40.2	13.1	19.3
23 06	12.5	12.9	10.5	11.3	15.7	13.9	**12.0**	8.6	33.6	12.2	14.8
23 07	11.5	8.0	9.4	9.0	14.3	14.1	**10.6**	6.3	30.7	10.0	18.3
23 08	10.4	5.6	8.2	7.3	12.6	13.4	**9.7**	5.9	28.9	9.4	15.2
23 09	9.0	6.0	6.3	6.2	11.6	12.5	**7.7**	6.2	26.9	9.4	11.3
23 10	8.2	4.9	5.6	5.3	10.3	12.7	**7.2**	5.5	25.3	8.6	9.3
23 11	7.4	3.3	5.1	4.5	10.3	12.0	**6.1**	5.1	25.9	8.4	8.3
23 12	6.7	1.2	3.9	2.9	9.7	11.4	**4.1**	4.3	24.2	7.5	11.4
24 01	6.1	0.0	3.0	1.9	9.5	10.6	**3.3**	6.2	24.0	9.2	5.1

* Member Business Loans

CUCIC = Total Loans – Total Real Estate – MBLs CUCIC = Total Vehicle Loans + Unsecured Loans + Credit Card – 14% of MBLs

National Monthly Credit Union Aggregates

YR/MO	LOANS ($ Billions)	ASSETS ($ Billions)	SAVINGS ($ Billions)	CAPITAL ($ Billions)	MEMBERS (Millions)	CREDIT UNIONS	LOAN/ SAVINGS RATIO	CAPITAL/ ASSET RATIO
22 01	1,293.9	2,093.3	1,817.7	206.9	132.4	5,149	71.2	9.9
22 02	1,306.6	2,123.4	1,847.5	205.1	132.8	5,120	70.7	9.7
22 03	1,328.3	2,152.1	1,881.8	198.4	133.4	5,111	70.6	9.2
22 04	1,351.0	2,170.3	1,895.7	191.5	134.1	5,101	71.3	8.8
22 05	1,379.5	2,171.2	1,882.1	194.2	134.6	5,070	73.3	8.9
22 06	1,411.4	2,170.0	1,884.4	192.6	135.0	5,062	74.9	8.9
22 07	1,433.8	2,195.1	1,885.3	197.1	135.0	5,051	76.0	9.0
22 08	1,457.6	2,183.5	1,879.8	194.7	135.4	5,044	77.5	8.9
22 09	1,482.5	2,184.1	1,889.2	186.7	136.8	5,018	78.5	8.5
22 10	1,500.5	2,181.3	1,876.8	184.8	137.2	5,023	80.0	8.5
22 11	1,515.9	2,192.6	1,871.3	190.8	137.3	4,970	81.0	8.7
22 12	1,531.2	2,202.1	1,879.5	193.2	137.7	4,963	81.5	8.8
23 01	1,538.7	2,201.8	1,865.0	197.8	138.1	4,950	82.5	9.0
23 02	1,544.6	2,208.9	1,887.9	192.3	138.5	4,918	81.8	8.7
23 03	1,555.2	2,245.6	1,919.1	196.4	139.1	4,913	81.0	8.7
23 04	1,565.8	2,253.2	1,905.2	198.5	139.3	4,889	82.2	8.8
23 05	1,577.3	2,253.6	1,896.1	201.5	139.7	4,865	83.2	8.9
23 06	1,587.6	2,252.7	1,906.9	197.8	140.2	4,883	83.3	8.8
23 07	1,598.5	2,240.3	1,888.7	198.0	140.8	4,858	84.6	8.8
23 08	1,608.8	2,251.6	1,893.2	199.3	141.1	4,843	85.0	8.8
23 09	1,615.9	2,263.6	1,904.9	196.9	141.3	4,839	84.8	8.7
23 10	1,622.9	2,252.3	1,893.0	196.5	141.6	4,814	85.7	8.7
23 11	1,628.8	2,269.3	1,899.4	202.4	141.8	4,786	85.8	8.9
23 12	1,633.5	2,292.6	1,912.8	208.7	142.0	4,785	85.4	9.1
24 01	1,632.8	2,291.8	1,906.8	210.4	142.1	4,769	85.6	9.2

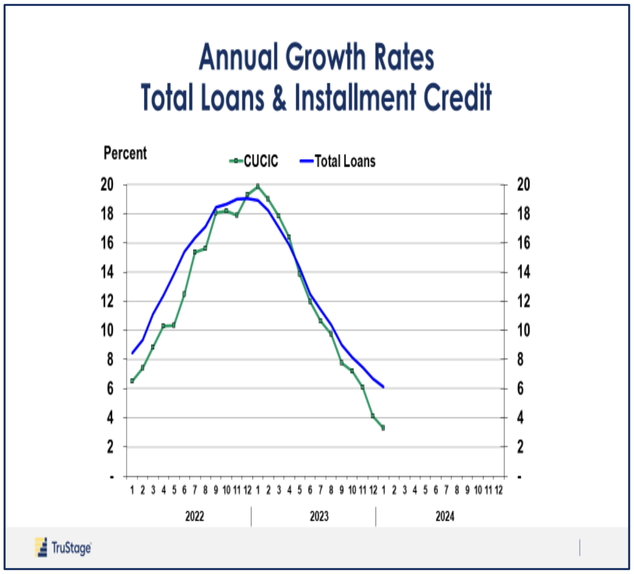
Credit Union Growth Rates

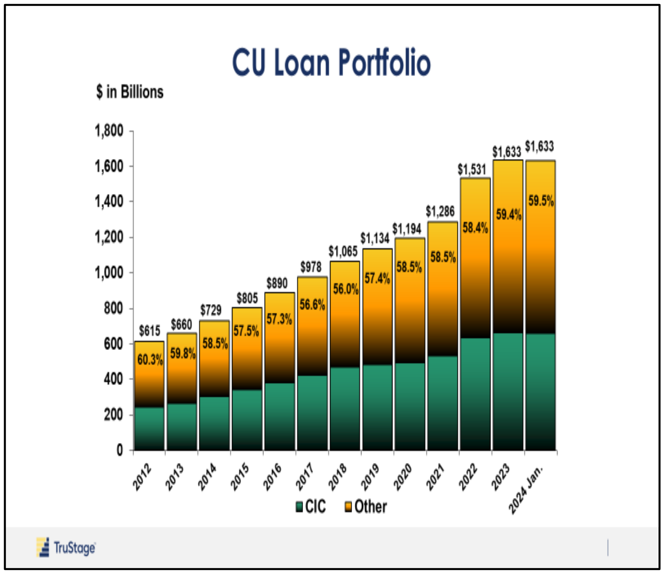
Percent Change From Prior Year

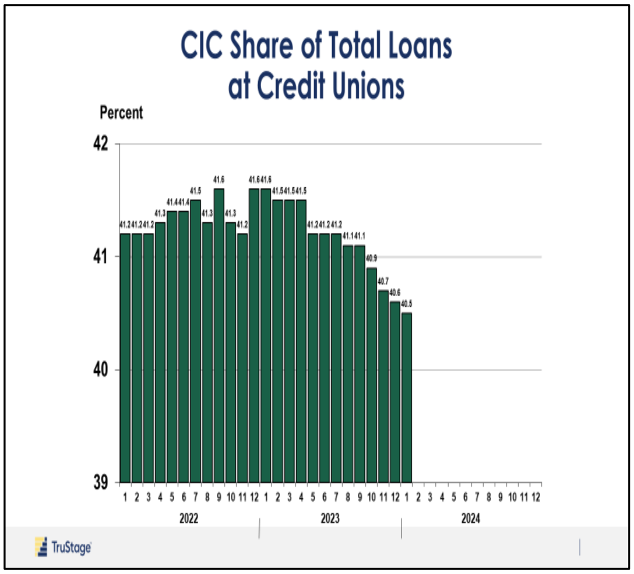
YR/MO	LOANS	ASSETS	SAVINGS	CAPITAL	MEMBERS	CREDIT UNIONS	# OF CUs DECLINE	DELINQUENCY RATE*
22 01	8.5	10.7	11.8	6.1	4.0	(3.2)	(169)	0.494%
22 02	9.4	10.6	11.8	5.3	4.1	(3.5)	(185)	0.461%
22 03	11.1	8.6	9.2	1.8	4.1	(3.3)	(174)	0.418%
22 04	12.4	7.8	8.2	– 3.0	4.3	(3.2)	(168)	0.443%
22 05	13.9	7.2	8.0	– 2.8	4.0	(3.4)	(176)	0.458%
22 06	15.4	7.9	8.0	– 4.6	4.1	(3.5)	(181)	0.479%
22 07	16.3	7.3	6.9	– 3.7	3.7	(3.8)	(200)	0.510%
22 08	17.1	6.6	6.5	– 5.8	3.7	(3.8)	(200)	0.515%
22 09	18.4	6.4	6.2	– 9.7	4.3	(3.6)	(186)	0.528%
22 10	18.7	5.0	4.6	– 10.6	4.5	(3.0)	(156)	0.561%
22 11	19.0	5.7	4.2	– 8.1	4.3	(3.6)	(186)	0.616%
22 12	19.1	5.1	3.3	– 7.6	4.3	(3.7)	(189)	0.612%
23 01	19.0	5.2	2.6	– 4.4	4.3	(3.9)	(221)	0.667%
23 02	18.9	4.0	2.2	– 6.2	4.3	(3.9)	(224)	0.582%
23 03	17.1	4.3	2.0	-1.0	4.3	(3.9)	(220)	0.523%
23 04	15.9	3.8	0.5	3.7	3.9	(4.2)	(212)	0.588%
23 05	14.3	3.8	0.7	3.8	3.8	(4.0)	(205)	0.594%
23 06	12.5	3.8	1.2	2.7	3.8	(3.5)	(179)	0.626%
23 07	11.4	2.1	0.2	0.5	4.3	(3.4)	(172)	0.672%
23 08	10.4	3.1	0.7	2.4	4.1	(4.0)	(201)	0.697%
23 09	9.0	3.6	0.8	5.5	3.3	(3.6)	(179)	0.716%
23 10	8.2	3.3	0.9	6.3	3.2	(4.2)	(209)	0.733%
23 11	7.4	3.5	1.5	6.1	3.3	(3.7)	(184)	0.774%
23 12	6.7	4.1	1.8	8.0	3.1	(3.6)	(178)	0.783%
24 01	6.1	4.1	2.2	6.4	2.9	(3.7)	(181)	0.825%

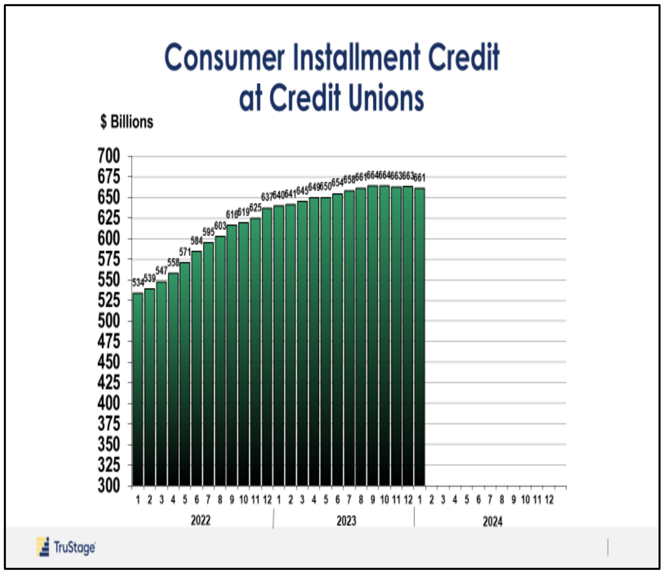
* Loans two or more months delinquent as a percent of total loans

Consumer Installment Credit









Meet Steve Rick

Steve Rick is the Chief Economist for TruStage. Rick is an economic researcher, analyst and forecaster with expertise in consumer markets and the credit union industry. His forecasts serve as a starting point for client—and firm—level strategic planning by creating a clear understanding of the underlying trends and links between the general economy, the financial services industry and the firm's clients. Rick is a member of the TruStage Financial Advisors Investment Committee that approves strategy and oversees the firm's investment operations. He is also a member of the firm's Capital Markets Committee that performs ongoing research on the global economy and financial markets and on behalf of institutional and individual investors across the country.

This report on key credit union indicators is based on data from CUNA E&S's Monthly Credit Union Estimates, the Federal Reserve Board and TruStage – Economics. To access this report on the Internet, go to www.trustage.com/cu-trends. If you have any questions, comments, or need additional information, please call or complete this form. Thank you.

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TruStage – Economics

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