## U.S. Credit Union Profile

Overview: National Trends

|  | U.S. | U.S. Credit Unions |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demographic Information | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
| Number of CUs | 4,699 | 4,860 | 5,042 | 5,206 | 5,346 | 5,489 | 5,684 |
| Assets per CU (\$ mil) | 484.8 | 450.7 | 413.2 | 358.3 | 296.4 | 268.0 | 245.5 |
| Median assets (\$ mil) | 56.4 | 54.2 | 49.8 | 43.7 | 35.7 | 33.4 | 31.2 |
| Total assets (\$ bil) | 2,278 | 2,191 | 2,083 | 1,865 | 1,585 | 1,471 | 1,395 |
| Total loans (\$ bil) | 1,618 | 1,523 | 1,279 | 1,187 | 1,127 | 1,059 | 972 |
| Total surplus funds (\$ bil) | 564 | 573 | 721 | 602 | 389 | 351 | 366 |
| Total savings (\$ bil) | 1,900 | 1,870 | 1,809 | 1,606 | 1,335 | 1,235 | 1,174 |
| Total memberships (thousands) | 140,626 | 136,609 | 130,949 | 125,692 | 121,743 | 117,549 | 112,649 |
| Growth Rates (\%) |  |  |  |  |  |  |  |
| Total assets | 4.0 | 5.1 | 11.7 | 17.7 | 7.7 | 5.4 | 6.6 |
| Total loans | 6.2 | 19.1 | 7.7 | 5.3 | 6.5 | 8.9 | 10.0 |
| Total surplus funds | -1.6 | -20.5 | 19.8 | 54.6 | 11.1 | -4.1 | -1.7 |
| Total savings | 1.6 | 3.4 | 12.6 | 20.3 | 8.1 | 5.2 | 6.0 |
| Total memberships | 2.9 | 4.3 | 4.2 | 3.2 | 3.6 | 4.4 | 4.1 |
| \% CUs with increasing assets | 41.0 | 60.2 | 90.5 | 94.9 | 70.0 | 63.4 | 70.0 |
| Earnings - Basis Pts. |  |  |  |  |  |  |  |
| Yield on total assets | 444 | 338 | 302 | 353 | 404 | 380 | 353 |
| Dividend/interest cost of assets | 142 | 52 | 43 | 70 | 89 | 68 | 56 |
| Net interest margin | 302 | 287 | 259 | 283 | 315 | 311 | 297 |
| Fee \& other income | 112 | 112 | 136 | 139 | 140 | 139 | 135 |
| Operating expense | 295 | 286 | 283 | 302 | 319 | 313 | 307 |
| Loss Provisions | 51 | 25 | 6 | 50 | 43 | 46 | 47 |
| Net Income (ROA=, with Stab Exp | 68 | 88 | 107 | 70 | 93 | 91 | 77 |
| Net Income (ROA=, without Stab Exp | 68 | 88 | 107 | 70 | 93 | 91 | 77 |
| \% CUs with positive ROA | 86.6 | 84.4 | 83.7 | 82.6 | 88.5 | 88.2 | 82.4 |
| Capital Adequacy (\%) |  |  |  |  |  |  |  |
| Net worth/assets | 10.7 | 10.7 | 10.3 | 10.3 | 11.4 | 11.3 | 11.0 |
| \% CUs with NW > 7\% of assets | 98.2 | 96.9 | 95.2 | 96.4 | 98.6 | 98.5 | 97.7 |
| Asset Quality |  |  |  |  |  |  |  |
| Delinquencies (60+ day \$)/loans (\%) | 0.83 | 0.61 | 0.48 | 0.59 | 0.70 | 0.71 | 0.81 |
| Net chargeoffs/average loans (\%) | 0.61 | 0.34 | 0.26 | 0.44 | 0.56 | 0.57 | 0.59 |
| Asset/Liability Management (\%) |  |  |  |  |  |  |  |
| Loans/savings | 85.1 | 81.5 | 70.7 | 73.9 | 84.4 | 85.8 | 82.8 |
| Loans/assets | 71.0 | 69.5 | 61.4 | 63.6 | 71.1 | 72.0 | 69.7 |
| Net Long-term assets/assets | 40.9 | 42.8 | 39.5 | 34.6 | 34.0 | 34.0 | 33.9 |
| Liquid assets/assets | 11.5 | 10.2 | 17.2 | 18.4 | 12.8 | 11.4 | 12.5 |
| Core deposits/shares \& borrowings | 50.0 | 54.7 | 56.6 | 53.5 | 48.7 | 50.0 | 50.1 |
| Productivity |  |  |  |  |  |  |  |
| Members/potential members (\%) | 3 | 3 | 3 | 3 | 3 | 3 | 4 |
| Borrowers/members (\%) | 65 | 65 | 60 | 58 | 59 | 59 | 58 |
| Members/FTE | 399 | 398 | 400 | 395 | 385 | 386 | 385 |
| Average shares/member (\$) | 13,514 | 13,687 | 13,814 | 12,776 | 10,969 | 10,504 | 10,419 |
| Average loan balance (\$) | 17,811 | 17,060 | 16,148 | 16,289 | 15,745 | 15,347 | 14,883 |
| Employees per million in assets | 0.15 | 0.16 | 0.16 | 0.17 | 0.20 | 0.21 | 0.21 |
| Structure (\%) |  |  |  |  |  |  |  |
| Fed CUs w/ single-sponsor | 10.5 | 10.9 | 11.1 | 11.2 | 11.4 | 11.7 | 11.9 |
| Fed CUs w/ community charter | 18.4 | 17.8 | 17.8 | 17.6 | 17.4 | 18.0 | 18.0 |
| Other Fed CUs | 32.3 | 32.6 | 32.5 | 32.3 | 32.5 | 31.8 | 31.7 |
| CUs state chartered | 38.8 | 38.7 | 38.6 | 38.8 | 38.6 | 38.5 | 38.5 |

[^0]
## Loan and Savings Growth Trends



## Credit Risk Trends



Earnings Trends


Liquidity Trends


## Interest Rate Risk Trends



Solvency Trends


Asset Yields and Funding Costs


Interest Margins \& Overhead


Membership Growth Trends


## Interest Margins



## Noninterest Income



## Loss Provisions



## Overview: National Results by Asset Size

|  | U.S. | All Credit Unions Asset Groups - 2023 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demographic Information | 2023 | < \$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | > \$1 Bil |
| Number of CUs | 4,699 | 1,407 | 826 | 647 | 707 | 387 | 287 | 438 |
| Assets per CU (\$ mil) | 484.8 | 7.6 | 33.0 | 72.2 | 159.3 | 356.8 | 725.7 | 3,960.2 |
| Median assets (\$ mil) | 56.4 | 6.5 | 32.1 | 70.3 | 151.8 | 349.3 | 707.1 | 2,171.0 |
| Total assets (\$ bil) | 2,278 | 11 | 27 | 47 | 113 | 138 | 208 | 1,735 |
| Total loans (\$ bil) | 1,618 | 6 | 15 | 27 | 71 | 94 | 147 | 1,259 |
| Total surplus funds (\$ bil) | 564 | 5 | 12 | 18 | 35 | 37 | 50 | 407 |
| Total savings (\$ bil) | 1,900 | 9 | 24 | 41 | 98 | 119 | 177 | 1,433 |
| Total memberships (thousands) | 140,626 | 1,436 | 2,480 | 3,889 | 8,332 | 9,524 | 13,475 | 101,490 |
| Growth Rates (\%) |  |  |  |  |  |  |  |  |
| Total assets | 4.0 | -4.7 | -2.5 | -1.1 | 0.8 | 2.0 | 3.2 | 5.3 |
| Total loans | 6.2 | $7 \cdot 5$ | 6.8 | 6.8 | 5.4 | $5 \cdot 5$ | 5.2 | 6.9 |
| Total surplus funds | -1.6 | -16.2 | -12.0 | -11.0 | -7.6 | -5.9 | -1.9 | 1.2 |
| Total savings | 1.6 | -6.3 | -3.9 | -2.5 | -0.7 | 0.0 | 1.1 | 2.8 |
| Total memberships | 2.9 | -1.2 | 0.1 | 0.2 | 0.8 | 1.2 | 1.8 | 4.4 |
| \% CUs with increasing assets | 41.0 | 24.8 | 30.6 | 33.5 | 47.5 | 61.5 | 71.1 | 74.9 |
| Earnings - Basis Pts. |  |  |  |  |  |  |  |  |
| Yield on total assets | 444 | 409 | 387 | 388 | 408 | 414 | 425 | 453 |
| Dividend/interest cost of assets | 142 | 58 | 59 | 65 | 85 | 100 | 118 | 156 |
| Net interest margin | 302 | 351 | 327 | 323 | 323 | 314 | 307 | 297 |
| Fee \& other income | 112 | 74 | 98 | 116 | 121 | 126 | 127 | 109 |
| Operating expense | 295 | 355 | 339 | 344 | 349 | 345 | 341 | 280 |
| Loss Provisions | 51 | 23 | 21 | 21 | 24 | 29 | 34 | 58 |
| Net Income (ROA=, with Stab Exp | 68 | 48 | 65 | 74 | 71 | 66 | 59 | 69 |
| Net Income (ROA=, without Stab Exp | 68 | 48 | 65 | 74 | 71 | 66 | 59 | 69 |
| \% CUs with positive ROA | 86.6 | 75.4 | 88.3 | 90.1 | 92.8 | 91.7 | 92.7 | 95.9 |
| Capital Adequacy (\%) |  |  |  |  |  |  |  |  |
| Net worth/assets | 10.7 | 15.7 | 12.7 | 12.6 | 11.6 | 11.0 | 10.7 | 10.5 |
| \% CUs with NW > 7\% of assets | 98.2 | 97.4 | 96.9 | 99.1 | 98.6 | 99.5 | 99.0 | 99.5 |
| Asset Quality |  |  |  |  |  |  |  |  |
| Delinquencies (60+ day \$)/loans (\%) | 0.83 | 1.29 | 1.00 | 0.84 | 0.75 | 0.68 | 0.77 | 0.84 |
| Net chargeoffs/average loans (\%) | 0.61 | 0.41 | 0.40 | 0.39 | 0.37 | 0.39 | 0.44 | 0.67 |
| Asset/Liability Management (\%) |  |  |  |  |  |  |  |  |
| Loans/savings | 85.1 | 64.0 | 61.4 | 65.7 | 72.7 | 78.7 | 83.3 | 87.8 |
| Loans/assets | 71.0 | 53.5 | 53.2 | 57.0 | 63.3 | 67.8 | 70.7 | 72.6 |
| Net Long-term assets/assets | 40.9 | 12.0 | 22.1 | 28.0 | 33.3 | 38.0 | 41.7 | 42.4 |
| Liquid assets/assets | 11.5 | 27.5 | 22.0 | 18.8 | 14.6 | 11.7 | 11.2 | 10.8 |
| Core deposits/shares \& borrowings | 50.0 | 80.9 | 73.1 | 69.5 | 62.5 | 58.8 | 55.0 | 46.6 |
| Productivity |  |  |  |  |  |  |  |  |
| Members/potential members (\%) | 3 | 6 | 3 | 2 | 2 | 2 | 2 | 3 |
| Borrowers/members (\%) | 65 | 63 | 157 | 100 | 91 | 78 | 59 | 58 |
| Members/FTE | 399 | 352 | 402 | 379 | 337 | 335 | 341 | 424 |
| Average shares/member (\$) | 13,514 | 6,248 | 9,527 | 10,423 | 11,781 | 12,505 | 13,116 | 14,123 |
| Average loan balance (\$) | 17,811 | 6,360 | 3,723 | 6,832 | 9,365 | 12,674 | 18,467 | 21,279 |
| Employees per million in assets | 0.15 | 0.38 | 0.23 | 0.22 | 0.22 | 0.21 | 0.19 | 0.14 |
| Structure (\%) |  |  |  |  |  |  |  |  |
| Fed CUs w/ single-sponsor | 10.5 | 25.1 | 9.1 | 3.2 | 3.5 | 1.8 | 1.7 | 2.1 |
| Fed CUs w/ community charter | 18.4 | 8.7 | 21.7 | 26.1 | 29.0 | 25.1 | 18.8 | 8.4 |
| Other Fed CUs | 32.3 | 37.2 | 34.6 | 32.3 | 26.4 | 25.3 | 27.5 | 31.1 |
| CUs state chartered | 38.8 | 28.9 | 34.6 | 38.3 | 41.0 | 47.8 | 51.9 | 58.4 |

[^1]
## Results By Asset Size:

Loan and Savings growth


Credit Risk Exposure


## Earnings

Liquidity Risk Exposure


Interest Rate Risk Exposure


Solvency
Net Worth Ratios by Asset Size Category (Percent of Assets)


Portfolio: National Trends

|  | U.S. | U.S. Credit Unions |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Growth Rates | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
| Credit cards | 10.4\% | 15.5\% | 3.8\% | -6.4\% | 6.7\% | 7.5\% | 9.1\% |
| Other unsecured loans | 8.6\% | 22.9\% | -1.3\% | 12.5\% | 7.1\% | 6.9\% | 8.5\% |
| New automobile | 1.1\% | 22.3\% | -0.1\% | -3.6\% | 0.1\% | 11.7\% | 13.1\% |
| Used automobile | 3.4\% | 18.8\% | 10.4\% | 4.5\% | 4.1\% | 9.1\% | 10.2\% |
| First mortgage | 4.1\% | -3.3\% | 10.8\% | 10.4\% | 9.4\% | 9.2\% | 10.1\% |
| HEL \& 2nd Mtg | 23.9\% | 26.4\% | 0.4\% | -7.5\% | 3.5\% | 7.0\% | 7.0\% |
| Commercial loans* | 12.9\% | 24.2\% | 18.3\% | 15.0\% | 14.7\% | 12.0\% | -5.0\% |
| Share drafts | -3.3\% | 4.0\% | 25.9\% | 40.3\% | 9.2\% | 12.7\% | 9.5\% |
| Certificates | 63.0\% | 19.7\% | -10.3\% | -3.9\% | 20.5\% | 12.2\% | 6.2\% |
| IRAs | 2.8\% | -1.1\% | -0.8\% | 3.5\% | 4.4\% | -0.1\% | -0.6\% |
| Money market shares | -15.9\% | -3.1\% | 19.2\% | 24.2\% | 5.0\% | 0.9\% | 4.0\% |
| Regular shares | -13.4\% | 0.1\% | 15.4\% | 27.7\% | 3.4\% | 2.0\% | 7.0\% |
| Portfolio \$ Distribution |  |  |  |  |  |  |  |
| Credit cards/total loans | 5.1\% | 4.9\% | 5.1\% | 5.2\% | 5.9\% | 5.9\% | 6.0\% |
| Other unsecured loans/total loans | 4.3\% | 4.2\% | 4.1\% | 4.5\% | 4.2\% | 4.1\% | 4.2\% |
| New automobile/total loans | 11.0\% | 11.5\% | 11.2\% | 12.1\% | 13.2\% | 14.1\% | 13.7\% |
| Used automobile/total loans | 20.1\% | 20.7\% | 20.7\% | 20.2\% | 20.4\% | 20.9\% | 20.8\% |
| First mortgage/total loans | 36.0\% | 36.7\% | 45.2\% | 43.9\% | 41.9\% | 40.8\% | 40.6\% |
| HEL \& 2nd Mtg/total loans | 8.3\% | 7.1\% | 6.7\% | 7.2\% | 8.2\% | 8.4\% | 8.6\% |
| Commercial loans/total loans | 9.9\% | 9.3\% | 8.9\% | 8.1\% | 7.4\% | 6.9\% | 6.7\% |
| Share drafts/total savings | 19.7\% | 20.7\% | 20.6\% | 18.4\% | 15.8\% | 15.6\% | 14.6\% |
| Certificates/total savings | 25.7\% | 16.0\% | 13.8\% | 17.3\% | 21.7\% | 19.5\% | 18.3\% |
| IRAs/total savings | 4.5\% | 4.4\% | 4.6\% | 5.3\% | 6.1\% | 6.3\% | 6.7\% |
| Money market shares/total savings | 17.6\% | 21.3\% | 22.7\% | 21.5\% | 20.8\% | 21.4\% | 22.4\% |
| Regular shares/total savings | 30.3\% | 35.6\% | 36.7\% | 35.8\% | 33.7\% | 35.3\% | 36.4\% |
| Percent of CUs Offering |  |  |  |  |  |  |  |
| Credit cards | 64.8\% | 64.5\% | 63.9\% | 63.0\% | 62.6\% | 61.9\% | 61.2\% |
| Other unsecured loans | 99.4\% | 99.2\% | 99.3\% | 99.3\% | 99.3\% | 99.4\% | 99.4\% |
| New automobile | 96.3\% | 96.0\% | 95.8\% | 95.9\% | 95.8\% | 95.7\% | 95.6\% |
| Used automobile | 97.1\% | 97.1\% | 97.0\% | 97.0\% | 97.0\% | 97.0\% | 96.9\% |
| First mortgage | 73.8\% | 73.0\% | 71.4\% | 70.4\% | 69.5\% | 69.0\% | 67.9\% |
| HEL \& 2nd Mtg | 70.9\% | 70.1\% | 69.1\% | 69.2\% | 69.4\% | 69.8\% | 69.8\% |
| Commercial loans | 38.5\% | 37.8\% | 36.8\% | 35.8\% | 35.1\% | 34.6\% | 34.2\% |
| Share drafts | 83.4\% | 82.7\% | 82.1\% | 81.5\% | 80.8\% | 80.4\% | 79.8\% |
| Certificates | 85.2\% | 83.5\% | 83.0\% | 82.8\% | 82.3\% | 81.7\% | 80.9\% |
| IRAs | 71.3\% | 70.6\% | 70.2\% | 69.9\% | 69.2\% | 68.7\% | 68.3\% |
| Money market shares | 56.5\% | 55.2\% | 54.4\% | 53.7\% | 53.0\% | 52.2\% | 50.8\% |
| Number of Loans as a Percent of Members in Offering CUs |  |  |  |  |  |  |  |
| Credit cards | 19.3\% | 19.3\% | 18.9\% | 18.8\% | 19.0\% | 18.9\% | 18.9\% |
| Other unsecured loans | 11.5\% | 11.7\% | 11.1\% | 11.3\% | 11.9\% | 12.0\% | 12.2\% |
| New automobile | 7.4\% | 7.9\% | 6.9\% | 6.3\% | 6.3\% | 6.2\% | 5.8\% |
| Used automobile | 19.6\% | 19.7\% | 17.2\% | 15.2\% | 15.0\% | 15.0\% | 14.6\% |
| First mortgage | 2.4\% | 3.2\% | 2.5\% | 2.5\% | 2.5\% | 2.5\% | 2.4\% |
| HEL \& 2nd Mtg | 2.1\% | 2.0\% | 1.7\% | 1.8\% | 2.1\% | 2.1\% | 2.1\% |
| Commercial loans | 0.3\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% |
| Share drafts | 62.1\% | 61.9\% | 61.6\% | 60.6\% | 59.2\% | 58.3\% | 56.8\% |
| Certificates | 9.9\% | 6.8\% | 6.6\% | 7.6\% | 8.4\% | 7.8\% | 7.7\% |
| IRAs | 3.2\% | 3.3\% | 3.5\% | 3.8\% | 4.0\% | 4.1\% | 4.3\% |
| Money market shares | 7.4\% | 7.1\% | 7.2\% | 7.1\% | 7.0\% | 6.9\% | 6.9\% |

[^2]|  | U.S. | All U.S. Credit Unions Asset Groups - 2023 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Growth Rates | 2023 | < \$20 Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1Bil | > \$1Bil |
| Credit cards | 10.4\% | 3.0\% | 3.5\% | 4.3\% | 5.9\% | 6.8\% | 6.5\% | 11.4\% |
| Other unsecured loans | 8.6\% | 3.5\% | 4.0\% | 4.1\% | 8.4\% | 7.6\% | 5.4\% | 10.0\% |
| New automobile | 1.1\% | 13.9\% | 13.5\% | 11.4\% | 5.1\% | 3.6\% | 0.4\% | 0.7\% |
| Used automobile | 3.4\% | 8.2\% | 7.4\% | 6.7\% | 3.7\% | 2.8\% | 2.5\% | 3.9\% |
| First mortgage | 4.1\% | -0.7\% | 0.9\% | 1.9\% | 2.5\% | 2.8\% | 3.3\% | 4.8\% |
| HEL \& 2nd Mtg | 23.9\% | 13.2\% | 15.8\% | 22.0\% | 20.8\% | 20.8\% | 21.1\% | 25.7\% |
| Commercial loans* | 12.9\% | -0.7\% | 3.9\% | 6.7\% | 9.1\% | 10.3\% | 10.3\% | 14.0\% |
| Share drafts | -3.3\% | -2.6\% | -2.4\% | -2.8\% | -2.9\% | -3.6\% | -4.1\% | -2.8\% |
| Certificates | 63.0\% | 23.9\% | 42.0\% | 51.9\% | 54.4\% | 60.2\% | 60.5\% | 65.0\% |
| IRAs | 2.8\% | -7.7\% | -5.9\% | -4.3\% | -0.7\% | 0.9\% | 2.5\% | 4.1\% |
| Money market shares | -15.9\% | -17.5\% | -18.2\% | -16.6\% | -15.4\% | -17.6\% | -16.7\% | -15.4\% |
| Regular shares | -13.4\% | -10.7\% | -10.4\% | -10.4\% | -10.5\% | -11.4\% | -12.3\% | -13.7\% |
| Portfolio \$ Distribution |  |  |  |  |  |  |  |  |
| Credit cards/total loans | 5.1\% | 1.7\% | 2.8\% | 2.9\% | 2.8\% | 3.0\% | 3.1\% | 5.7\% |
| Other unsecured loans/total loans | 4.3\% | 12.7\% | 7.6\% | 5.8\% | 4.9\% | 4.2\% | 4.2\% | 4.2\% |
| New automobile/total loans | 11.0\% | 24.6\% | 18.0\% | 14.7\% | 12.2\% | 12.1\% | 10.7\% | 10.6\% |
| Used automobile/total loans | 20.1\% | 38.3\% | 32.1\% | 30.4\% | 27.6\% | 25.5\% | 23.5\% | 18.5\% |
| First mortgage/total loans | 36.0\% | 8.9\% | 23.2\% | 27.2\% | 30.5\% | 31.4\% | 32.3\% | 37.5\% |
| HEL \& 2nd Mtg/total loans | 8.3\% | 3.9\% | 7.6\% | 8.9\% | 9.1\% | 9.5\% | 9.0\% | 8.1\% |
| Commercial loans/total loans | 9.9\% | 0.7\% | 1.5\% | 3.5\% | 6.3\% | 8.2\% | 12.1\% | 10.2\% |
| Share drafts/total savings | 19.7\% | 10.3\% | 17.8\% | 19.5\% | 20.1\% | 21.1\% | 21.8\% | 19.4\% |
| Certificates/total savings | 25.7\% | 12.5\% | 14.1\% | 15.4\% | 19.0\% | 21.6\% | 24.4\% | 27.2\% |
| IRAs/total savings | 4.5\% | 1.8\% | 3.7\% | 4.1\% | 4.5\% | 4.3\% | 4.2\% | 4.6\% |
| Money market shares/total savings | 17.6\% | 2.5\% | 6.5\% | 8.6\% | 11.8\% | 13.1\% | 14.1\% | 19.4\% |
| Regular shares/total savings | 30.3\% | 70.5\% | 55.3\% | 50.0\% | 42.4\% | 37.7\% | 33.3\% | 27.3\% |
| Percent of CUs Offering |  |  |  |  |  |  |  |  |
| Credit cards | 64.8\% | 20.3\% | 71.4\% | 83.3\% | 86.8\% | 88.9\% | 91.3\% | 93.8\% |
| Other unsecured loans | 99.4\% | 98.2\% | 99.9\% | 99.8\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| New automobile | 96.3\% | 87.8\% | 99.5\% | 99.8\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Used automobile | 97.1\% | 90.7\% | 99.4\% | 99.8\% | 99.9\% | 100.0\% | 100.0\% | 100.0\% |
| First mortgage | 73.8\% | 26.4\% | 82.2\% | 94.4\% | 98.7\% | 99.7\% | 100.0\% | 99.5\% |
| HEL \& 2nd Mtg | 70.9\% | 23.6\% | 75.4\% | 90.6\% | 96.5\% | 99.2\% | 99.3\% | 100.0\% |
| Commercial loans | 38.5\% | 4.5\% | 17.9\% | 32.8\% | 61.5\% | 78.6\% | 87.1\% | 90.4\% |
| Share drafts | 83.4\% | 47.4\% | 96.4\% | 99.4\% | 99.2\% | 100.0\% | 100.0\% | 99.5\% |
| Certificates | 85.2\% | 56.9\% | 93.8\% | 96.6\% | 98.7\% | 99.5\% | 99.7\% | 99.5\% |
| IRAs | 71.3\% | 26.5\% | 76.5\% | 88.1\% | 95.5\% | 98.7\% | 99.0\% | 99.5\% |
| Money market shares | 56.5\% | 10.6\% | 50.4\% | 68.6\% | 85.4\% | 91.2\% | 94.1\% | 96.1\% |
| Number of Loans as a Percent of Members in Offering CUs |  |  |  |  |  |  |  |  |
| Credit cards | 19.3\% | 13.7\% | 13.4\% | 14.2\% | 14.8\% | 16.0\% | 16.1\% | 20.6\% |
| Other unsecured loans | 11.5\% | 17.6\% | 14.6\% | 14.4\% | 13.1\% | 11.9\% | 11.0\% | 11.1\% |
| New automobile | 7.4\% | 11.8\% | 38.1\% | 18.6\% | 14.9\% | 11.2\% | 6.1\% | 5.4\% |
| Used automobile | 19.6\% | 27.1\% | 88.9\% | 47.3\% | 41.0\% | 30.8\% | 18.8\% | 14.0\% |
| First mortgage | 2.4\% | 1.3\% | 1.8\% | 2.2\% | 2.8\% | 2.7\% | 2.5\% | 2.4\% |
| HEL \& 2nd Mtg | 2.1\% | 1.4\% | 1.6\% | 1.7\% | 2.1\% | 2.3\% | 2.2\% | 2.1\% |
| Commercial loans | 0.3\% | 0.8\% | 0.6\% | 0.5\% | 0.5\% | 0.4\% | 0.4\% | 0.2\% |
| Share drafts | 62.1\% | 33.5\% | 46.4\% | 50.6\% | 56.3\% | 57.8\% | 60.7\% | 64.3\% |
| Certificates | 9.9\% | 4.9\% | 5.4\% | 5.9\% | 7.4\% | 8.1\% | 9.1\% | 10.7\% |
| IRAs | 3.2\% | 1.8\% | 2.3\% | 2.5\% | 2.9\% | 2.9\% | 3.0\% | 3.3\% |
| Money market shares | 7.4\% | 3.5\% | 3.5\% | 3.2\% | 4.2\% | 4.4\% | 5.0\% | 8.4\% |

[^3]U.S. CU Profile - Quarterly Trends

|  | U.S. |  | .S. Cre | it Union |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Demographic Information | Dec 23 | Sep 23 | Jun 23 | Mar 22 | Dec 22 |
| Number CUs | 4,698 | 4,740 | 4,780 | 4,808 | 4,858 |
| Growth Rates (Quarterly \% Change) |  |  |  |  |  |
| Total loans | 0.8 | 1.8 | 2.2 | 1.7 | 3.4 |
| Credit cards | 4.2 | 2.6 | 3.5 | 0.0 | 6.2 |
| Other unsecured loans | 1.3 | $3 \cdot 3$ | 3.0 | 1.1 | 4.2 |
| New automobile | -0.7 | 0.2 | 0.7 | 1.3 | 4.1 |
| used automobile | -0.5 | 1.0 | 1.4 | 1.8 | 2.3 |
| First mortgage | 0.3 | 1.3 | 1.6 | 1.1 | 2.4 |
| HEL \& 2nd Mtg | $5 \cdot 3$ | 6.2 | 6.4 | 4.6 | 7.9 |
| Commercial loans* | 2.8 | 3.1 | 3.4 | $3 \cdot 3$ | 5.2 |
| Total savings | 0.3 | -0.1 | -0.5 | 2.3 | -0.5 |
| Share drafts | -2.0 | -1.7 | -2.4 | 3.1 | -1.6 |
| Certificates | 9.0 | 9.9 | 11.8 | 22.1 | 14.9 |
| IRAs | 0.6 | 0.7 | 1.2 | 0.6 | -0.8 |
| Money market shares | -2.4 | -3.2 | -4.7 | -6.3 | -4.8 |
| Regular shares | -3.2 | -4.2 | -4.1 | -2.1 | -3.2 |
| Total memberships | 0.4 | 0.8 | 1.0 | 1.2 | 0.8 |
| Earnings (Basis Points) |  |  |  |  |  |
| Yield on total assets | 474 | 455 | 432 | 406 | 387 |
| Dividend/interest cost of assets | 175 | 153 | 132 | 105 | 80 |
| Fee \& other income | 122 | 106 | 110 | 110 | 116 |
| Operating expense | 302 | 294 | 292 | 291 | 294 |
| Loss Provisions | 68 | 51 | 44 | 40 | 37 |
| Net Income (ROA) | 48 | 67 | 77 | 81 | 92 |
| \% CUs with positive ROA | 87 | 87 | 87 | 85 | 85 |
| Capital Adequacy (\%) |  |  |  |  |  |
| Net worth/assets | 10.7 | 10.7 | 10.6 | 10.5 | 10.7 |
| \% CUs with NW > 7\% of assets | 98.2 | 97.9 | 97.4 | 96.7 | 96.9 |
| Asset Quality (\%) |  |  |  |  |  |
| Loan delinquency rate - Total loans | 0.83 | 0.72 | 0.63 | 0.52 | 0.61 |
| Total Consumer | 1.04 | 0.90 | 0.78 | 0.70 | 0.76 |
| Credit Cards | 2.10 | 1.90 | 1.54 | 1.47 | 1.48 |
| All Other Consumer | 0.93 | 0.80 | 0.70 | 0.62 | 0.69 |
| Total Mortgages | 0.56 | 0.49 | 0.43 | 0.30 | 0.43 |
| First Mortgages | 0.56 | 0.49 | 0.43 | 0.29 | 0.44 |
| All Other Mortgages | 0.58 | 0.48 | 0.44 | 0.36 | 0.38 |
| Total Commercial Loans | 0.60 | 0.44 | 0.41 | 0.34 | 0.33 |
| Commercial Ag Loans | 0.66 | 0.61 | 0.95 | 0.69 | 0.52 |
| All Other Commercial Loans | 0.60 | 0.43 | 0.39 | 0.33 | 0.32 |
| Net chargeoffs/average loans | 0.77 | 0.61 | 0.54 | 0.52 | 0.43 |
| Total Consumer | 1.37 | 1.08 | 0.96 | 0.92 | 0.77 |
| Credit Cards | 4.72 | 3.74 | 3.67 | 3.34 | 2.72 |
| All Other Consumer | 1.04 | 0.83 | 0.70 | 0.69 | 0.58 |
| Total Mortgages | 0.01 | 0.00 | 0.00 | 0.00 | 0.00 |
| First Mortgages | 0.01 | 0.00 | 0.00 | 0.00 | 0.00 |
| All Other Mortgages | 0.01 | 0.02 | -0.01 | 0.00 | -0.02 |
| Total Commercial Loans | 0.05 | 0.04 | 0.03 | 0.02 | 0.07 |
| Commercial Ag Loans | 0.07 | 0.02 | 0.01 | -0.06 | 0.24 |
| All Other Commercial Loans | 0.05 | 0.04 | 0.03 | 0.03 | 0.06 |
| Asset/Liability Management |  |  |  |  |  |
| Loans/savings | 85.1 | 84.7 | 83.1 | 80.9 | 81.4 |

Earnings \& net chargeoffs are annualized quarterly results not seasonally adjusted. Growth rates are not annualized. Delinquency rates are 60+ day dollar delinquencies. Net chargeoffs are dollar chargeoffs net of recoveries. Totals include only credit unions that are released on the NCUA 5300 Call Report file.
${ }^{*}$ Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.
${ }^{* *}$ Prior to 2022, First mortgage and HEL \& 2nd Mtg included commercial real estate loans. This will cause fluctuations from prior cycles.
${ }^{* *}$ Prior to year-end 2023, loans held for sale were included in loans.
Source: NCUA and America's Credit Unions E\&S.


[^0]:    Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.
    *Prior to year-end 2023, loans held for sale were included in loans.
    Source: NCUA and America's Credit Unions.

[^1]:    Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are
    for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.
    ${ }^{*}$ Prior to year-end 2023, loans held for sale were included in loans.
    Source: NCUA and CUNA E\&S.

[^2]:    *Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.
    ${ }^{* *}$ Prior to 2022, First mortgage and HEL \& 2nd Mtg included commercial real estate loans. This will cause fluctuations from prior cycles. Source: NCUA and America's Credit Unions.

[^3]:    ${ }^{*}$ Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.
    ${ }^{* *}$ Prior to 2022, First mortgage and HEL \& 2nd Mtg included commercial real estate loans. This will cause fluctuations from prior cycles.
    Source: NCUA and America's Credit Unions.

