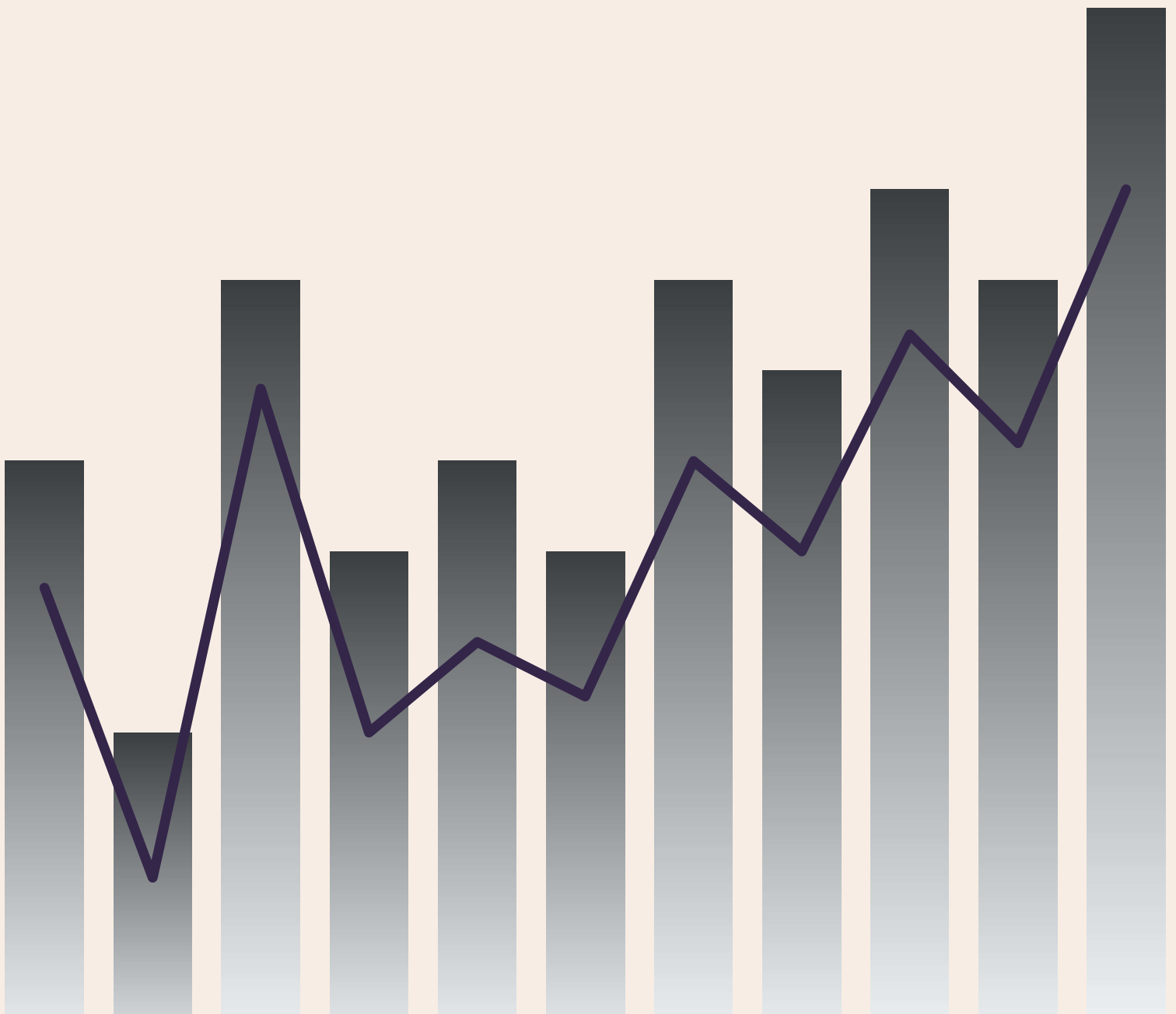




# New Jersey Credit Union Profile



## Overview by Year

	U.S. CUs	New Jersey CUs
<b>Demographic Information</b>		
	Sep 24	Sep 24
Number of CUs	4,590	138
Assets per CU (\$ mil)	508.6	109.0
Median assets (\$ mil)	58.8	20.6
Total assets (\$ mil)	2,334,452	15,037
Total loans (\$ mil)	1,645,674	9,310
Total surplus funds (\$ mil)	584,750	5,118
Total savings (\$ mil)	1,954,601	12,712
Total memberships (thousands)	143,371	954
<b>Growth Rates</b>		
Total assets	3.7	-3.6
Total loans	2.4	-2.4
Total surplus funds	5.4	-5.9
Total savings	3.1	-0.5
Total memberships	2.3	-2.1
% CUs with increasing assets	51.9	28.3
<b>Earnings - Basis Pts.</b>		
Yield on total assets	500	421
Dividend/interest cost of assets	191	158
Net interest margin	309	263
Fee & other income *	116	89
Operating expense	300	310
Loss Provisions	58	30
Net Income (ROA)	67	12
% CUs with positive ROA	85.0	65.2
<b>Capital Adequacy</b>		
Net worth/assets	10.9	10.5
% CUs with NW > 7% of assets	98.4	96.4
<b>Asset Quality</b>		
Delinquencies (60+ day \$)/loans (%)	0.91	1.24
Net chargeoffs/average loans (%)	0.78	0.68
<b>Asset/Liability Management</b>		
Loans/savings	84.2	73.2
Loans/assets	70.5	61.9
Net Long-term assets/assets	40.0	39.4
Liquid assets/assets	12.6	13.8
Core deposits/shares & borrowings	47.9	65.3
<b>Productivity</b>		
Members/potential members (%)	3	3
Borrowers/members (%)	63	47
Members/FTE	403	416
Average shares/member (\$)	13,633	13,319
Average loan balance (\$)	18,193	20,663
Employees per million in assets	0.15	0.15
<b>Structure</b>		
Fed CUs w/ single-sponsor	10.3	33.3
Fed CUs w/ community charter	18.5	15.2
Other Fed CUs	32.5	47.1
CUs state chartered	38.6	4.3

*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 E&S.*

## Overview: State Trends

	U.S.	New Jersey Credit Unions						
	Sep 24	Sep 24	2023	2022	2021	2020	2019	2018
<b>Demographic Information</b>								
Number of CUs	4,590	138	139	140	143	150	154	159
Assets per CU (\$ mil)	508.6	109.0	110.9	114.4	109.5	99.4	87.6	86.7
Median assets (\$ mil)	58.8	20.6	20.2	19.7	21.5	17.1	15.2	14.4
Total assets (\$ mil)	2,334,452	15,037	15,417	16,022	15,652	14,906	13,492	13,778
Total loans (\$ mil)	1,645,674	9,310	9,488	9,251	7,812	7,952	8,068	8,330
Total surplus funds (\$ mil)	584,750	5,118	5,343	6,149	7,270	6,433	4,876	4,936
Total savings (\$ mil)	1,954,601	12,712	12,755	13,498	13,885	13,037	11,444	11,708
Total memberships (thousands)	143,371	954	961	975	962	993	1,015	1,039
<b>Growth Rates</b>								
Total assets	3.7	-3.6	-3.8	2.4	5.0	10.5	-2.1	1.7
Total loans	2.4	-2.4	2.6	18.4	-1.8	-1.4	-3.1	5.1
Total surplus funds	5.4	-5.9	-13.1	-15.4	13.0	31.9	-1.2	-3.4
Total savings	3.1	-0.5	-5.5	-2.8	6.5	13.9	-2.3	0.5
Total memberships	2.3	-2.1	-1.5	1.4	-3.1	-2.2	-2.3	0.5
% CUs with increasing assets	51.9	28.3	23.7	34.3	83.2	92.0	42.9	45.9
<b>Earnings - Basis Pts.</b>								
Yield on total assets	500	421	382	297	277	324	371	349
Dividend/interest cost of assets	191	158	124	50	41	63	80	63
Net interest margin	309	263	258	246	236	261	291	286
Fee & other income	116	89	84	103	111	81	96	91
Operating expense	300	310	295	275	272	288	306	299
Loss Provisions	58	30	52	18	14	34	38	42
Net Income (ROA)	67	12	-4	56	61	19	43	36
% CUs with positive ROA	85.0	65.2	71.9	72.1	85.3	75.3	84.4	79.2
<b>Capital Adequacy</b>								
Net worth/assets	10.9	10.5	10.2	9.9	9.6	9.5	10.3	10.0
% CUs with NW > 7% of assets	98.4	96.4	97.1	96.4	89.5	89.3	93.5	96.2
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.91	1.24	1.52	1.48	1.23	1.62	1.44	1.65
Net chargeoffs/average loans (%)	0.78	0.68	0.74	0.40	0.31	0.53	0.84	0.78
<b>Asset/Liability Management</b>								
Loans/savings	84.2	73.2	74.4	68.5	56.3	61.0	70.5	71.2
Loans/assets	70.5	61.9	61.5	57.7	49.9	53.3	59.8	60.5
Net Long-term assets/assets	40.0	39.4	41.9	46.5	44.4	38.7	36.2	36.0
Liquid assets/assets	12.6	13.8	11.3	11.1	18.3	19.7	15.3	14.5
Core deposits/shares & borrowings	47.9	65.3	68.1	69.5	73.2	68.8	62.1	61.4
<b>Productivity</b>								
Members/potential members (%)	3	3	3	4	4	4	5	5
Borrowers/members (%)	63	47	49	51	50	52	49	51
Members/FTE	403	416	424	435	440	430	418	418
Average shares/member (\$)	13,633	13,319	13,272	13,839	14,431	13,125	11,271	11,263
Average loan balance (\$)	18,193	20,663	20,351	18,649	16,354	15,371	16,132	15,681
Employees per million in assets	0.15	0.15	0.15	0.14	0.14	0.16	0.18	0.18
<b>Structure</b>								
Fed CUs w/ single-sponsor	10.3	33.3	33.8	33.6	34.3	34.0	33.8	33.3
Fed CUs w/ community charter	18.5	15.2	14.4	14.3	14.0	14.0	13.6	13.2
Other Fed CUs	32.5	47.1	46.8	47.1	46.9	46.7	47.4	48.4
CUs state chartered	38.6	4.3	5.0	5.0	4.9	5.3	5.2	5.0

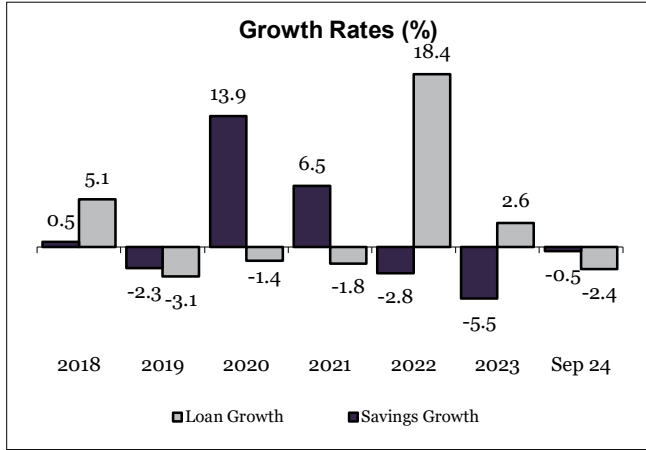
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

\*Prior to year-end 2023, loans held for sale were included in loans.

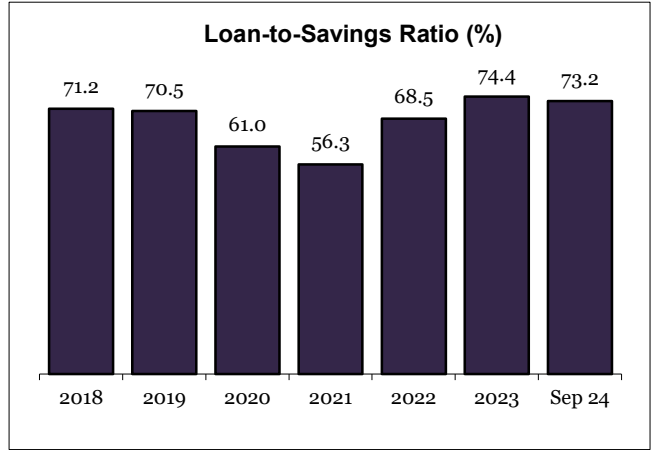
Source: NCUA and America's Credit Unions E&S.



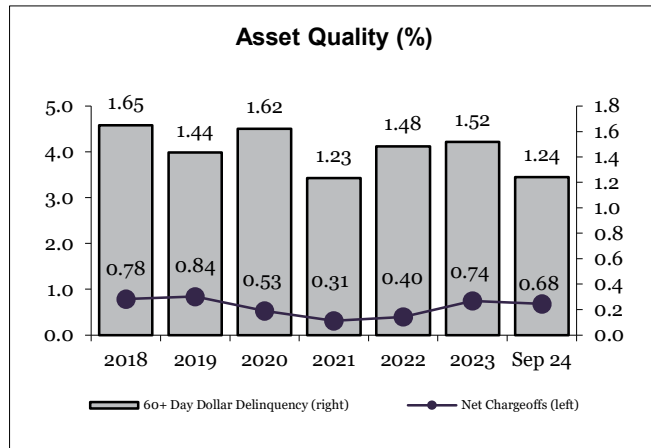
### Loan and Savings Growth Trends



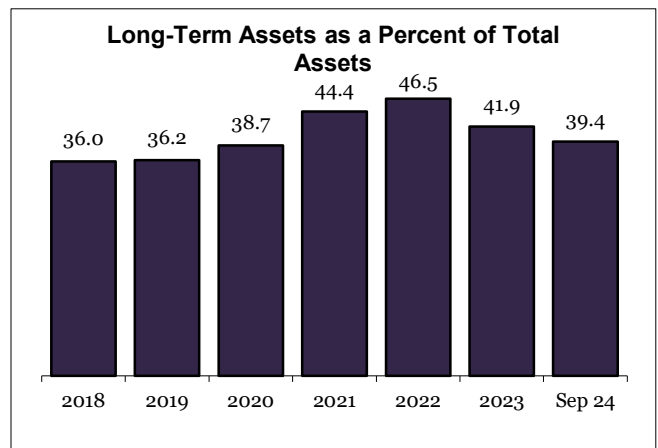
### Liquidity Trends



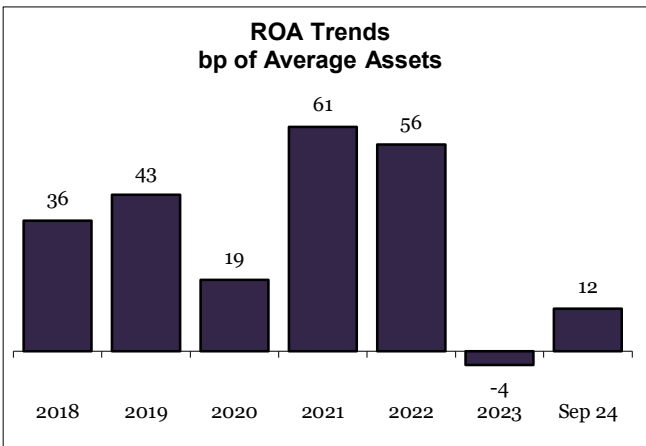
### Credit Risk Trends



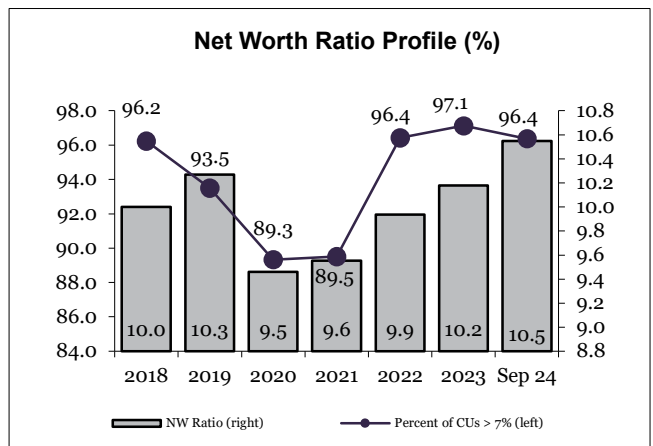
### Interest Rate Risk Trends



### Earnings Trends

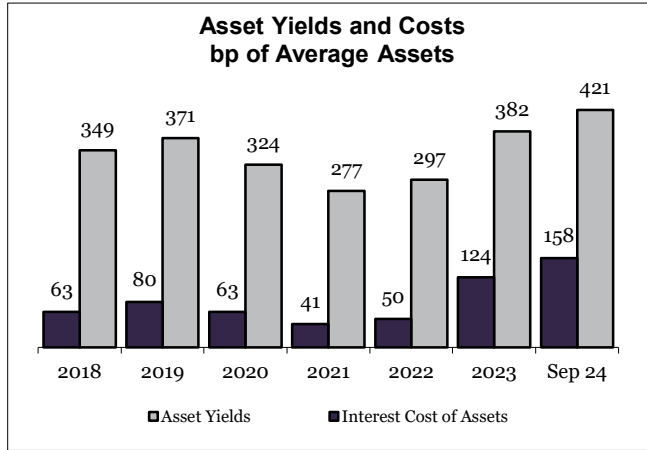


### Solvency Trends

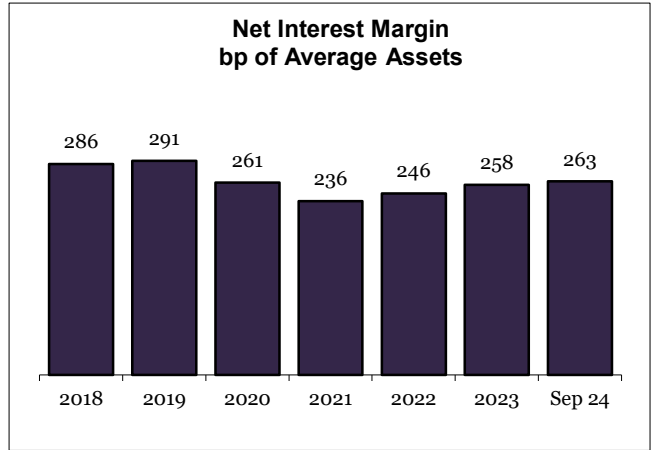




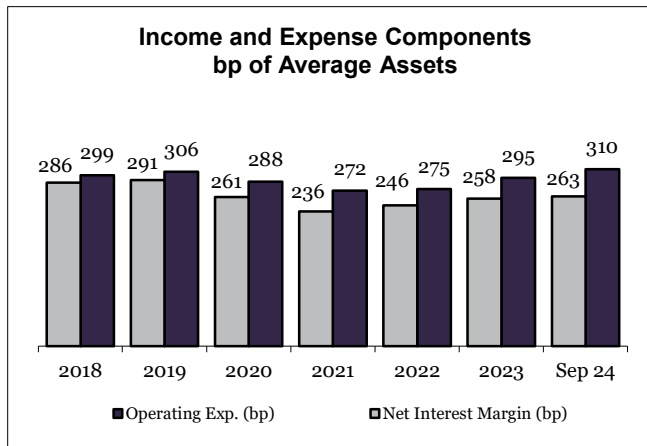
### Asset Yields and Funding Costs



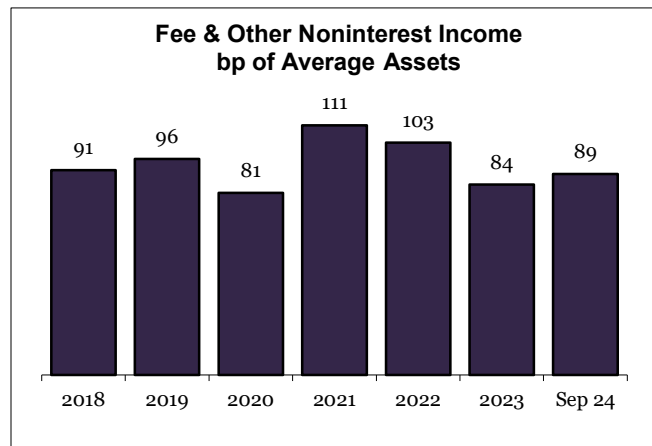
### Interest Margins



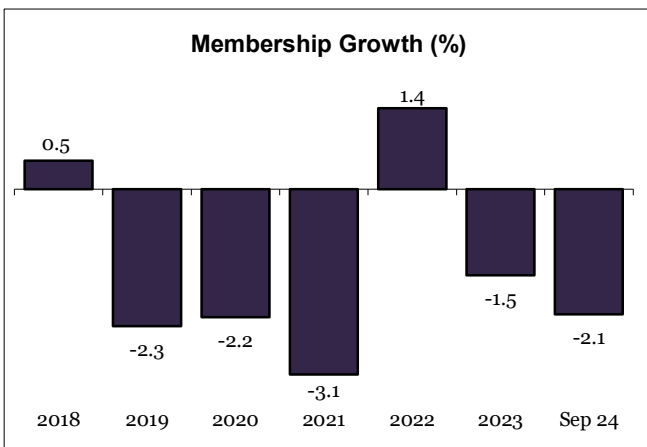
### Interest Margins & Overhead



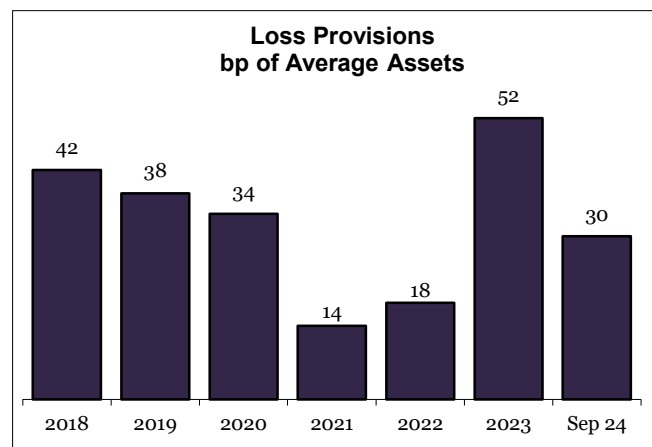
### Noninterest Income



### Membership Growth Trends



### Loss Provisions



## Overview: State Results by Asset Size

	NJ	New Jersey Credit Union Asset Groups - 2024						
	Sep 24	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
<b>Demographic Information</b>								
Number of CUs	138	68	27	16	17	6	2	2
Assets per CU (\$ mil)	109.0	7.1	32.4	79.5	169.1	403.3	562.9	2,992.9
Median assets (\$ mil)	20.6	7.0	30.0	82.5	164.8	439.2	562.9	2,992.9
Total assets (\$ mil)	15,037	485	875	1,271	2,874	2,420	1,126	5,986
Total loans (\$ mil)	9,310	214	392	629	1,650	1,690	886	3,849
Total surplus funds (\$ mil)	5,118	267	465	579	1,042	595	191	1,978
Total savings (\$ mil)	12,712	388	763	1,120	2,582	2,045	956	4,858
Total memberships (thousands)	954	63	74	113	230	171	48	255
<b>Growth Rates</b>								
Total assets	-3.6	-4.8	0.1	-2.3	-1.3	1.5	0.8	-7.6
Total loans	-2.4	0.2	2.4	1.5	3.6	2.6	-0.1	-8.1
Total surplus funds	-5.9	-8.7	-1.8	-7.4	-8.8	-4.3	0.0	-4.9
Total savings	-0.5	-6.9	-1.3	-3.4	-2.2	0.9	5.9	0.4
Total memberships	-2.1	-2.4	1.1	-2.1	-2.2	-3.9	0.7	-1.7
% CUs with increasing assets	28.3	22.1	29.6	37.5	35.3	50.0	50.0	0.0
<b>Earnings - Basis Pts.</b>								
Yield on total assets	421	459	424	391	433	463	516	383
Dividend/interest cost of assets	158	88	120	73	100	135	185	218
Net interest margin	263	371	304	318	332	329	331	165
Fee & other income	89	51	58	87	100	120	80	82
Operating expense	310	363	302	366	382	382	348	226
Loss Provisions	30	43	34	12	33	41	40	24
Net Income (ROA)	12	17	26	28	17	25	23	-4
% CUs with positive ROA	65.2	69.1	59.3	56.3	64.7	66.7	100.0	50.0
<b>Capital Adequacy</b>								
Net worth/assets	10.5	18.6	12.5	11.7	10.5	9.1	11.3	9.8
% CUs with NW > 7% of assets	96.4	95.6	100.0	93.8	94.1	100.0	100.0	100.0
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	1.24	1.79	1.72	0.61	1.36	0.92	1.84	1.22
Net chargeoffs/average loans (%)	0.68	0.54	0.67	0.59	0.64	0.67	0.80	0.69
<b>Asset/Liability Management</b>								
Loans/savings	73.2	55.0	51.4	56.1	63.9	82.6	92.7	79.2
Loans/assets	61.9	44.0	44.8	49.5	57.4	69.9	78.7	64.3
Net Long-term assets/assets	39.4	17.4	26.2	31.0	39.1	41.9	47.6	42.4
Liquid assets/assets	13.8	30.8	25.2	21.5	15.1	8.4	10.2	11.5
Core deposits/shares & borrowings	65.3	83.5	68.8	73.7	70.7	64.5	43.5	63.0
<b>Productivity</b>								
Members/potential members (%)	3	5	2	4	2	2	5	24
Borrowers/members (%)	47	35	42	39	51	58	51	44
Members/FTE	416	421	519	481	371	368	305	489
Average shares/member (\$)	13,319	6,157	10,351	9,884	11,216	11,994	19,805	19,022
Average loan balance (\$)	20,663	9,734	12,616	14,068	14,042	17,230	36,211	34,137
Employees per million in assets	0.15	0.31	0.16	0.19	0.22	0.19	0.14	0.09
<b>Structure</b>								
Fed CUs w/ single-sponsor	33.3	54.4	22.2	12.5	0.0	0.0	0.0	50.0
Fed CUs w/ community charter	15.2	4.4	14.8	6.3	58.8	50.0	0.0	0.0
Other Fed CUs	47.1	38.2	51.9	75.0	41.2	50.0	100.0	50.0
CUs state chartered	4.3	2.9	11.1	6.3	0.0	0.0	0.0	0.0

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.

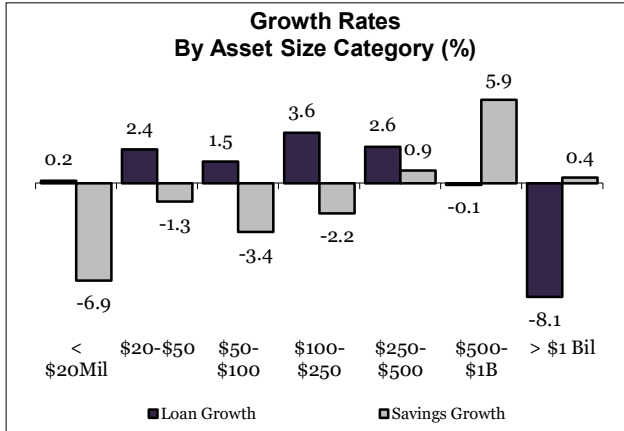
\*Prior to year-end 2023, loans held for sale were included in loans.

Source: NCUA and America's Credit Unions E&S.

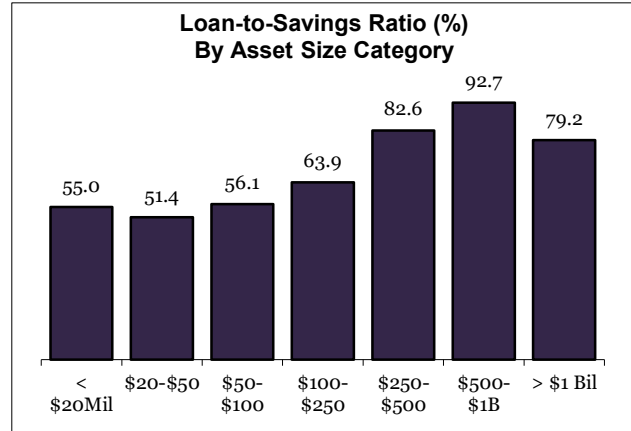


### Results By Asset Size:

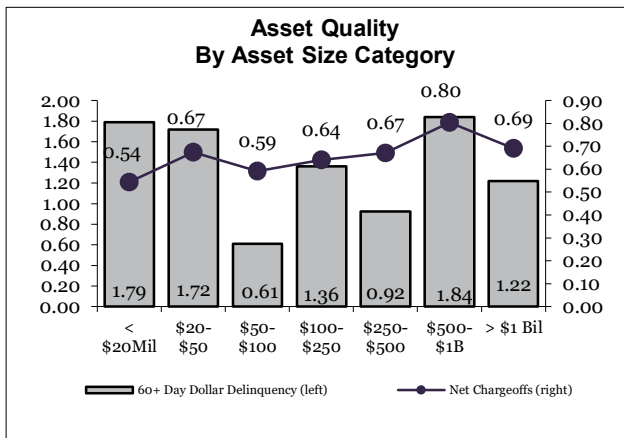
#### Loan and Savings growth



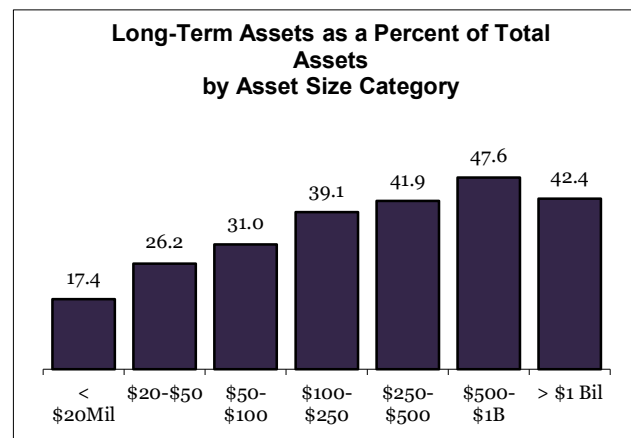
#### Liquidity Risk Exposure



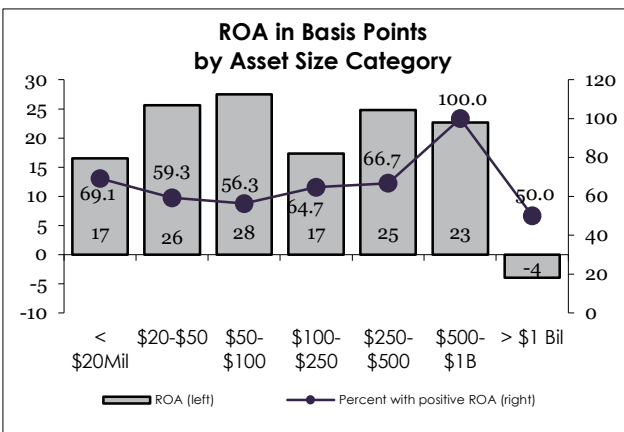
#### Credit Risk Exposure



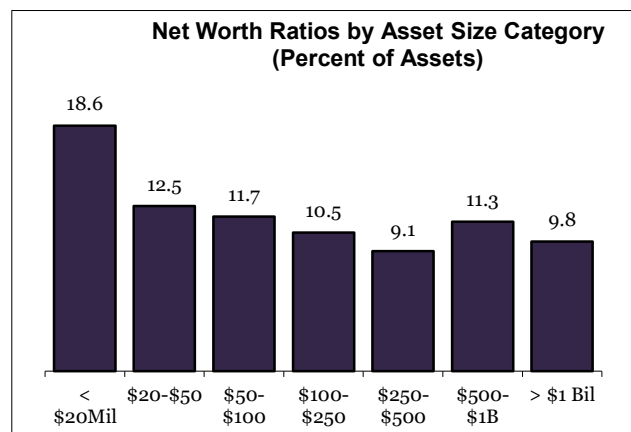
#### Interest Rate Risk Exposure



#### Earnings



#### Solvency



## Overview: National Results by Asset Size

	U.S.	All Credit Unions Asset Groups - 2024						
Demographic Information	Sep 24	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	4,590	1,347	794	635	697	387	280	450
Assets per CU (\$ mil)	508.6	7.6	32.9	72.2	159.9	359.9	721.7	3,998.7
Median assets (\$ mil)	58.8	6.4	32.3	70.4	153.0	352.8	704.9	2,179.7
Total assets (\$ mil)	2,334,452	10,227	26,142	45,821	111,476	139,289	202,070	1,799,427
Total loans (\$ mil)	1,645,674	5,472	13,677	25,776	70,075	92,457	141,509	1,296,708
Total surplus funds (\$ mil)	584,750	4,546	11,603	17,966	35,429	39,207	49,552	426,448
Total savings (\$ mil)	1,954,601	8,483	22,505	39,557	96,870	120,318	172,081	1,494,786
Total memberships (thousands)	143,371	1,375	2,353	3,735	8,145	9,396	12,910	105,457
<b>Growth Rates</b>								
Total assets	3.7	-2.9	-0.7	1.0	2.1	3.3	2.7	4.7
Total loans	2.4	-1.0	0.5	1.2	1.5	1.6	1.6	3.2
Total surplus funds	5.4	-5.1	-2.4	0.0	2.6	7.0	5.0	6.9
Total savings	3.1	-3.9	-1.6	0.2	1.3	2.7	2.2	4.2
Total memberships	2.3	-1.6	-1.1	-0.6	-0.2	0.6	1.2	3.8
% CUs with increasing assets	51.9	30.8	43.1	55.7	63.8	72.4	71.4	77.1
<b>Earnings - Basis Pts.</b>								
Yield on total assets	500	479	447	448	468	470	474	509
Dividend/interest cost of assets	191	83	89	100	126	146	161	206
Net interest margin	309	396	357	348	343	324	313	303
Fee & other income	116	76	89	106	121	123	128	114
Operating expense	300	380	348	358	363	352	346	285
Loss Provisions	58	41	26	28	30	35	44	64
Net Income (ROA)	67	51	73	68	71	60	51	69
% CUs with positive ROA	85.0	77.0	85.6	86.9	89.8	89.7	86.4	92.7
<b>Capital Adequacy</b>								
Net worth/assets	10.9	16.4	13.4	13.0	11.9	11.2	11.0	10.7
% CUs with NW > 7% of assets	98.4	97.6	98.2	98.6	99.0	99.2	97.9	99.6
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.91	1.41	1.02	0.89	0.84	0.74	0.83	0.93
Net chargeoffs/average loans (%)	0.78	0.49	0.41	0.45	0.45	0.49	0.59	0.85
<b>Asset/Liability Management</b>								
Loans/savings	84.2	64.5	60.8	65.2	72.3	76.8	82.2	86.7
Loans/assets	70.5	53.5	52.3	56.3	62.9	66.4	70.0	72.1
Net Long-term assets/assets	40.0	11.6	21.2	27.2	32.5	36.9	41.3	41.3
Liquid assets/assets	12.6	29.6	24.7	21.1	16.5	14.2	12.4	11.8
Core deposits/shares & borrowings	47.9	78.9	71.6	67.2	60.3	56.2	53.3	44.8
<b>Productivity</b>								
Members/potential members (%)	3	6	2	2	2	2	2	3
Borrowers/members (%)	63	59	158	99	90	75	59	57
Members/FTE	403	375	402	375	334	332	344	428
Average shares/member (\$)	13,633	6,168	9,565	10,591	11,893	12,805	13,329	14,174
Average loan balance (\$)	18,193	6,729	3,689	6,978	9,533	13,055	18,671	21,529
Employees per million in assets	0.15	0.36	0.22	0.22	0.22	0.20	0.19	0.14
<b>Structure</b>								
Fed CUs w/ single-sponsor	10.3	25.1	8.9	3.6	3.2	1.8	1.4	2.0
Fed CUs w/ community charter	18.5	9.3	21.5	26.0	29.3	23.8	19.6	8.0
Other Fed CUs	32.5	37.3	34.9	32.4	26.1	26.4	27.5	32.9
CUs state chartered	38.6	28.4	34.6	38.0	41.5	48.1	51.4	57.1

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 America's Credit Unions E&S.



## Portfolio: State Trends

	U.S.		New Jersey Credit Unions					
	Sep 24	Sep 24	2023	2022	2021	2020	2019	2018
<b>Growth Rates</b>								
Credit cards	5.5%	-2.3%	4.2%	10.2%	-1.5%	-12.0%	-3.3%	-2.7%
Other unsecured loans	3.1%	-5.8%	1.8%	9.4%	-13.7%	11.7%	0.4%	2.9%
New automobile	-6.0%	-11.6%	10.6%	35.7%	-9.3%	-7.8%	0.1%	5.6%
Used automobile	-1.5%	-10.6%	-6.9%	32.6%	7.8%	2.8%	-1.8%	16.3%
First mortgage**	2.1%	-2.9%	2.3%	3.2%	1.2%	1.6%	3.1%	6.2%
HEL & 2nd Mtg**	19.2%	11.3%	9.3%	7.4%	-4.0%	-9.8%	-9.0%	1.0%
Commercial loans*	10.1%	0.1%	7.5%	0.8%	2.5%	5.2%	2.0%	-1.3%
Share drafts	-1.1%	-5.7%	-7.7%	-2.6%	9.1%	28.7%	-1.4%	1.6%
Certificates	24.1%	35.2%	64.3%	1.8%	-16.0%	-6.1%	1.2%	-0.4%
IRAs	3.0%	-6.0%	-12.4%	-8.0%	-3.5%	-0.6%	-6.1%	-3.8%
Money market shares	-2.5%	-12.8%	-20.0%	-9.7%	6.4%	10.9%	-6.2%	-7.3%
Regular shares	-6.0%	-6.8%	-15.2%	-2.7%	13.0%	21.6%	-1.6%	0.1%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.1%	3.4%	3.5%	3.5%	3.7%	3.7%	4.1%	4.2%
Other unsecured loans/total loans	4.3%	6.1%	6.3%	6.3%	6.8%	7.8%	6.9%	6.6%
New automobile/total loans	10.2%	4.6%	5.1%	4.7%	4.1%	4.4%	4.7%	4.6%
Used automobile/total loans	19.6%	15.7%	16.5%	18.2%	16.3%	14.8%	14.2%	14.0%
First mortgage/total loans	36.0%	44.3%	44.7%	44.8%	51.5%	50.0%	48.5%	45.6%
HEL & 2nd Mtg/total loans	9.2%	14.2%	12.7%	12.0%	13.2%	13.5%	14.7%	15.7%
Commercial loans/total loans	10.4%	7.5%	7.4%	7.1%	8.3%	7.9%	7.4%	7.1%
Share drafts/total savings	19.3%	17.4%	18.4%	18.8%	18.8%	18.3%	16.2%	16.1%
Certificates/total savings	28.4%	20.5%	16.7%	9.6%	9.2%	11.6%	14.1%	13.6%
IRAs/total savings	4.5%	5.0%	5.2%	5.6%	5.9%	6.5%	7.4%	7.7%
Money market shares/total savings	17.1%	7.2%	7.9%	9.3%	10.0%	10.0%	10.3%	10.7%
Regular shares/total savings	28.6%	47.9%	49.7%	55.5%	55.4%	52.2%	48.9%	48.6%
<b>Percent of CUs Offering</b>								
Credit cards	65.3%	44.2%	44.6%	45.0%	45.5%	45.3%	45.5%	45.3%
Other unsecured loans	99.5%	98.6%	99.3%	98.6%	98.6%	99.3%	98.7%	99.4%
New automobile	96.2%	87.7%	86.3%	84.3%	85.3%	86.7%	88.3%	88.1%
Used automobile	97.1%	88.4%	88.5%	88.6%	86.0%	88.0%	89.0%	88.7%
First mortgage	73.9%	55.1%	55.4%	56.4%	55.2%	52.0%	50.6%	50.3%
HEL & 2nd Mtg	71.0%	59.4%	59.0%	58.6%	60.8%	60.7%	59.1%	60.4%
Commercial loans	39.0%	26.8%	27.3%	27.9%	23.8%	24.0%	23.4%	25.2%
Share drafts	83.8%	68.1%	66.2%	65.7%	64.3%	63.3%	62.3%	62.3%
Certificates	85.9%	70.3%	69.1%	65.0%	64.3%	63.3%	64.3%	64.2%
IRAs	71.6%	51.4%	51.8%	52.1%	52.4%	51.3%	51.9%	52.2%
Money market shares	57.3%	37.7%	37.4%	37.1%	36.4%	36.0%	35.7%	35.2%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	19.1%	14.1%	14.3%	14.2%	13.9%	13.7%	13.9%	14.0%
Other unsecured loans	11.1%	12.1%	13.0%	15.3%	16.3%	17.3%	12.8%	13.3%
New automobile	6.9%	2.0%	2.1%	2.0%	1.7%	1.8%	1.9%	2.0%
Used automobile	19.0%	10.2%	10.8%	11.2%	9.5%	9.0%	8.8%	9.1%
First mortgage	2.4%	2.2%	2.2%	2.2%	2.1%	2.1%	2.1%	2.0%
HEL & 2nd Mtg	2.2%	3.0%	2.8%	2.7%	2.5%	2.5%	2.7%	2.8%
Commercial loans	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Share drafts	62.5%	50.0%	49.8%	49.4%	49.7%	48.0%	46.6%	46.4%
Certificates	10.9%	7.8%	6.9%	5.1%	5.6%	6.2%	6.6%	6.9%
IRAs	3.1%	3.0%	3.0%	3.0%	3.1%	3.5%	3.6%	3.9%
Money market shares	7.7%	2.7%	2.8%	3.0%	3.2%	3.2%	3.2%	3.4%

\* 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 break in the data

## Portfolio Detail: State Results by Asset Size

	New Jersey Credit Union Asset Groups - 2024							
	NJ	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Growth Rates	Sep 24							
Credit cards	-2.3%	0.6%	-6.7%	-0.9%	1.9%	0.7%	-2.6%	-4.3%
Other unsecured loans	-5.8%	-1.2%	-1.5%	-12.6%	-6.7%	10.6%	-22.9%	-15.9%
New automobile	-11.6%	-0.4%	4.0%	-8.2%	-10.8%	-10.0%	-11.5%	-24.5%
Used automobile	-10.6%	1.7%	14.5%	4.3%	0.2%	-1.1%	-6.8%	-25.7%
First mortgage**	-2.9%	-0.1%	-5.0%	2.9%	2.1%	0.0%	2.1%	-6.2%
HEL & 2nd Mtg**	11.3%	7.3%	8.4%	11.3%	18.2%	14.3%	6.5%	3.7%
Commercial loans*	0.1%	8.6%	-7.1%	-5.5%	15.5%	-0.7%	-6.3%	-3.9%
Share drafts	-5.7%	-7.5%	-2.7%	-5.3%	-5.2%	-4.0%	-7.7%	-7.0%
Certificates	35.2%	17.1%	18.7%	34.2%	19.9%	17.9%	73.4%	42.6%
IRAs	-6.0%	14.8%	-1.3%	-5.7%	-7.2%	-4.2%	-7.1%	-6.7%
Money market shares	-12.8%	-22.7%	-2.0%	-10.9%	-11.8%	-6.3%	-21.2%	-14.1%
Regular shares	-6.8%	-10.2%	-6.5%	-7.6%	-5.7%	-6.2%	-9.6%	-6.2%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	3.4%	1.9%	2.3%	3.5%	3.3%	2.3%	3.6%	4.2%
Other unsecured loans/total loans	6.1%	29.7%	15.5%	7.0%	11.6%	6.6%	2.6%	1.8%
New automobile/total loans	4.6%	16.7%	11.6%	9.7%	5.4%	5.5%	1.3%	2.4%
Used automobile/total loans	15.7%	24.1%	24.2%	18.6%	15.7%	21.4%	4.9%	13.8%
First mortgage/total loans	44.3%	13.2%	25.8%	29.6%	31.9%	34.0%	59.4%	56.7%
HEL & 2nd Mtg/total loans	14.2%	9.8%	16.9%	22.7%	19.1%	22.3%	15.6%	6.7%
Commercial loans/total loans	7.5%	1.6%	1.4%	4.4%	9.8%	6.0%	12.4%	7.4%
Share drafts/total savings	17.4%	6.0%	12.4%	19.4%	18.3%	22.2%	20.5%	15.5%
Certificates/total savings	20.5%	11.8%	20.9%	11.9%	15.5%	18.0%	35.5%	23.7%
IRAs/total savings	5.0%	1.4%	3.3%	3.5%	3.4%	3.7%	1.6%	8.0%
Money market shares/total savings	7.2%	0.8%	5.2%	10.0%	7.7%	9.7%	19.3%	3.6%
Regular shares/total savings	47.9%	77.5%	56.4%	54.4%	52.4%	42.3%	23.0%	47.4%
<b>Percent of CUs Offering</b>								
Credit cards	44.2%	11.8%	59.3%	75.0%	88.2%	100.0%	100.0%	100.0%
Other unsecured loans	98.6%	97.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	87.7%	75.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Used automobile	88.4%	76.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	55.1%	22.1%	70.4%	93.8%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	59.4%	22.1%	88.9%	100.0%	100.0%	100.0%	100.0%	100.0%
Commercial loans	26.8%	2.9%	25.9%	43.8%	70.6%	100.0%	100.0%	50.0%
Share drafts	68.1%	36.8%	96.3%	100.0%	100.0%	100.0%	100.0%	100.0%
Certificates	70.3%	42.6%	96.3%	100.0%	94.1%	100.0%	100.0%	100.0%
IRAs	51.4%	23.5%	63.0%	75.0%	94.1%	100.0%	100.0%	100.0%
Money market shares	37.7%	7.4%	44.4%	75.0%	82.4%	100.0%	100.0%	50.0%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	14.1%	12.7%	11.6%	12.3%	14.8%	11.6%	18.7%	15.6%
Other unsecured loans	12.1%	21.6%	17.7%	11.5%	15.7%	12.2%	13.6%	5.0%
New automobile	2.0%	2.9%	2.6%	2.1%	1.7%	2.4%	1.0%	1.6%
Used automobile	10.2%	6.4%	9.4%	6.7%	7.9%	13.3%	6.1%	13.5%
First mortgage	2.2%	1.0%	1.2%	1.1%	1.4%	2.4%	3.9%	3.1%
HEL & 2nd Mtg	3.0%	1.5%	2.1%	2.6%	2.8%	5.0%	5.5%	1.8%
Commercial loans	0.2%	0.3%	0.1%	0.2%	0.2%	0.1%	0.7%	0.2%
Share drafts	50.0%	31.6%	41.4%	40.6%	47.1%	53.3%	54.1%	58.5%
Certificates	7.8%	5.7%	7.0%	4.2%	6.1%	6.2%	16.3%	10.7%
IRAs	3.0%	1.9%	2.5%	2.5%	2.5%	2.9%	3.2%	3.7%
Money market shares	2.7%	1.7%	2.9%	3.2%	2.7%	2.4%	8.7%	1.4%

\* 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 break in the data series means that previous-period data is not strictly comparable.

## Portfolio Detail: National Results by Asset Size

	U.S.		All U.S. Credit Unions Asset Groups - 2024						
	Sep 24	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil	
<b>Growth Rates</b>									
Credit cards	5.5%	1.0%	1.0%	1.4%	2.3%	2.4%	3.7%	6.2%	
Other unsecured loans	3.1%	-0.8%	0.1%	2.8%	1.2%	1.5%	0.8%	4.2%	
New automobile	-6.0%	-1.8%	-1.5%	-2.7%	-4.6%	-7.2%	-7.1%	-5.4%	
Used automobile	-1.5%	-0.5%	0.3%	-0.3%	-1.4%	-2.0%	-2.6%	-0.6%	
First mortgage**	2.1%	-3.8%	-0.6%	0.7%	1.4%	1.9%	1.5%	2.7%	
HEL & 2nd Mtg**	19.2%	9.6%	12.8%	15.6%	18.6%	18.7%	17.7%	20.2%	
Commercial loans*	10.1%	2.5%	1.6%	4.9%	8.9%	8.5%	8.9%	10.8%	
Share drafts	-1.1%	-4.5%	-3.3%	-2.6%	-1.7%	-1.6%	-2.2%	-0.2%	
Certificates	24.1%	19.0%	27.6%	29.9%	26.8%	28.7%	23.9%	24.2%	
IRAs	3.0%	-4.4%	-3.9%	-1.7%	-0.2%	2.8%	2.7%	4.0%	
Money market shares	-2.5%	-6.4%	-6.7%	-6.4%	-4.2%	-3.8%	-4.4%	-1.8%	
Regular shares	-6.0%	-7.5%	-6.6%	-5.9%	-6.0%	-5.7%	-5.9%	-5.2%	
<b>Portfolio \$ Distribution</b>									
Credit cards/total loans	5.1%	1.6%	2.8%	2.9%	2.8%	3.0%	2.9%	5.7%	
Other unsecured loans/total loans	4.3%	12.5%	7.5%	5.9%	4.8%	4.1%	4.1%	4.2%	
New automobile/total loans	10.2%	24.2%	17.9%	14.3%	11.5%	11.0%	10.4%	9.8%	
Used automobile/total loans	19.6%	38.4%	32.6%	30.0%	27.3%	25.0%	22.4%	18.1%	
First mortgage/total loans	36.0%	9.2%	22.5%	27.2%	30.3%	31.4%	32.9%	37.4%	
HEL & 2nd Mtg/total loans	9.2%	4.3%	8.3%	9.9%	10.2%	10.7%	9.9%	9.0%	
Commercial loans/total loans	10.4%	0.8%	1.4%	3.5%	6.6%	8.7%	12.5%	10.8%	
Share drafts/total savings	19.3%	10.1%	17.5%	18.9%	19.9%	20.3%	21.3%	19.1%	
Certificates/total savings	28.4%	14.3%	16.3%	17.9%	21.8%	24.6%	26.7%	29.9%	
IRAs/total savings	4.5%	1.9%	3.5%	4.1%	4.3%	4.4%	4.2%	4.6%	
Money market shares/total savings	17.1%	2.5%	6.3%	8.4%	11.4%	12.7%	13.5%	18.7%	
Regular shares/total savings	28.6%	68.7%	54.1%	48.2%	40.4%	35.9%	32.0%	25.8%	
<b>Percent of CUs Offering</b>									
Credit cards	65.3%	20.3%	71.0%	82.8%	87.4%	88.9%	91.1%	94.0%	
Other unsecured loans	99.5%	98.3%	99.9%	99.8%	100.0%	100.0%	100.0%	100.0%	
New automobile	96.2%	87.6%	99.5%	99.7%	99.9%	100.0%	100.0%	100.0%	
Used automobile	97.1%	90.5%	99.6%	99.7%	100.0%	100.0%	100.0%	100.0%	
First mortgage	73.9%	25.6%	80.6%	94.6%	99.0%	99.7%	100.0%	99.6%	
HEL & 2nd Mtg	71.0%	22.7%	74.4%	90.2%	97.1%	98.7%	99.6%	100.0%	
Commercial loans	39.0%	4.8%	17.0%	32.3%	61.0%	79.1%	86.4%	91.6%	
Share drafts	83.8%	47.8%	96.5%	99.4%	99.1%	100.0%	100.0%	99.6%	
Certificates	85.9%	57.9%	94.6%	96.7%	98.7%	99.5%	99.6%	99.6%	
IRAs	71.6%	26.2%	75.6%	88.5%	95.3%	98.7%	98.9%	99.6%	
Money market shares	57.3%	10.5%	51.0%	68.2%	86.2%	91.5%	93.6%	96.7%	
<b>Number of Loans as a Percent of Members in Offering CUs</b>									
Credit cards	19.1%	13.8%	13.9%	14.3%	14.9%	16.3%	15.5%	20.3%	
Other unsecured loans	11.1%	16.2%	13.5%	13.0%	12.6%	11.4%	10.5%	10.9%	
New automobile	6.9%	10.9%	37.2%	18.2%	14.1%	10.2%	6.4%	5.0%	
Used automobile	19.0%	25.5%	90.5%	47.8%	40.8%	29.4%	19.2%	13.7%	
First mortgage	2.4%	1.3%	1.7%	2.2%	2.8%	2.8%	2.5%	2.3%	
HEL & 2nd Mtg	2.2%	1.4%	1.8%	1.9%	2.2%	2.5%	2.3%	2.2%	
Commercial loans	0.3%	0.8%	0.6%	0.5%	0.5%	0.4%	0.4%	0.2%	
Share drafts	62.5%	33.5%	46.5%	50.7%	56.8%	58.2%	60.8%	64.5%	
Certificates	10.9%	5.3%	6.0%	6.5%	8.1%	9.2%	9.9%	11.6%	
IRAs	3.1%	1.8%	2.2%	2.4%	2.8%	3.0%	2.9%	3.2%	
Money market shares	7.7%	3.6%	3.4%	3.3%	4.2%	4.6%	5.1%	8.6%	

\* 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 break in the data series means that previous-period data is not strictly comparable.



New Jersey CU Profile - Quarterly Trends

	U.S.	New Jersey Credit Unions				
Demographic Information	Sep 24	Mar 24	Jun 24	Mar 23	Dec 23	Sep 23
Number CUs	4,587	137	137	138	139	139
<b>Growth Rates (Quarterly % Change)</b>						
Total loans	0.9	0.0	-0.3	-1.5	-0.5	-0.2
Credit cards	1.3	0.2	0.0	-4.3	1.9	1.6
Other unsecured loans	1.4	0.1	-1.1	-3.7	-0.6	0.2
New automobile	-1.4	-5.1	-2.7	-3.5	-0.9	1.2
used automobile	-0.3	-0.5	-3.1	-3.5	-3.9	-2.3
First mortgage	0.9	-1.2	-0.6	-1.1	-0.1	-0.8
HEL & 2nd Mtg	4.9	3.8	3.5	1.5	2.1	3.1
Commercial loans*	2.5	-0.9	0.2	-0.3	1.2	1.5
Total savings	0.5	-1.3	-1.7	2.9	-0.1	-2.4
Share drafts	-0.9	-4.1	-4.8	3.3	0.0	-4.1
Certificates	4.5	6.3	3.5	11.0	10.6	13.5
IRAs	0.9	-1.1	-1.9	-0.7	-2.5	-2.8
Money market shares	-0.1	-3.2	-3.9	-2.1	-4.2	-6.2
Regular shares	-1.8	-3.2	-2.0	1.3	-2.8	-5.6
Total memberships	0.9	0.2	-0.9	0.2	-1.4	0.1
<b>Earnings (Basis Points)</b>						
Yield on total assets	511	430	419	409	404	388
Dividend/interest cost of assets	196	164	155	154	147	134
Fee & other income	118	87	90	83	80	86
Operating expense	304	318	308	302	304	294
Loss Provisions	59	25	28	37	108	42
Net Income (ROA)	70	13	20	8	-77	7
% CUs with positive ROA	85	66	66	64	72	71
<b>Capital Adequacy (%)</b>						
Net worth/assets	10.9	10.5	10.4	10.2	10.2	10.3
% CUs with NW > 7% of assets	98.4	96.4	96.4	97.1	97.1	96.4
<b>Asset Quality (%)</b>						
Loan delinquency rate - Total loans	0.91	1.24	1.24	1.20	1.52	1.64
Total Consumer	1.09	2.10	2.14	2.23	2.74	3.05
Credit Cards	2.15	2.74	2.63	2.57	2.19	2.18
All Other Consumer	0.98	2.04	2.09	2.20	2.79	3.12
Total Mortgages	0.68	0.64	0.60	0.47	0.62	0.57
First Mortgages	0.68	0.57	0.54	0.36	0.53	0.52
All Other Mortgages	0.69	0.85	0.79	0.81	0.90	0.75
Total Commercial Loans	0.89	2.68	2.61	2.53	3.25	3.70
Commercial Ag Loans	0.81	3.90	3.92	3.97	3.94	3.70
All Other Commercial Loans	0.89	2.66	2.59	2.50	3.24	3.70
Net chargeoffs/average loans	0.76	0.61	0.59	0.85	1.20	0.58
Total Consumer	1.37	1.43	1.43	2.00	2.82	1.34
Credit Cards	4.74	4.31	3.87	3.66	3.96	2.82
All Other Consumer	1.03	1.18	1.21	1.85	2.71	1.21
Total Mortgages	0.01	0.02	-0.01	0.01	-0.01	0.00
First Mortgages	0.00	0.00	0.00	0.00	0.00	0.00
All Other Mortgages	0.01	0.07	-0.03	0.04	-0.04	0.02
Total Commercial Loans	0.15	0.76	0.48	0.84	0.01	0.36
Commercial Ag Loans	0.00	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.16	0.77	0.48	0.86	0.01	0.36
<b>Asset/Liability Management</b>						
Loans/savings	84.2	73.2	72.3	71.3	74.4	74.7

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 year-end 2023, loans held for sale were included in loans.

Source: NCUA and America's Credit Unions E&S.