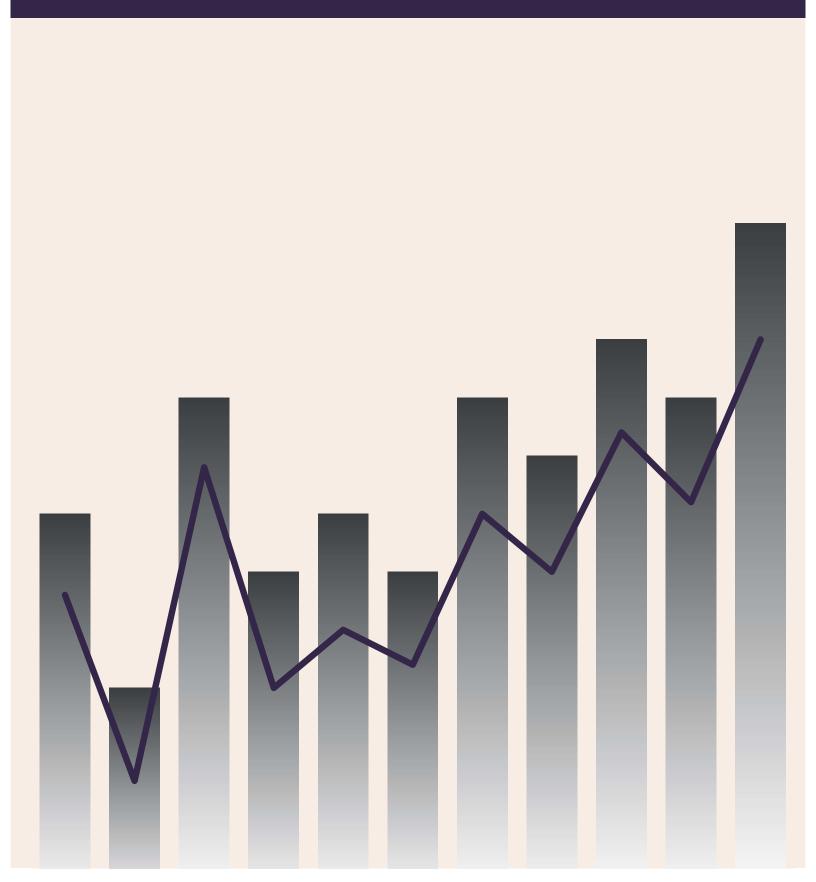


America's Credit Unions

Third Quarter 2024

# **U.S. Credit Union Profile**



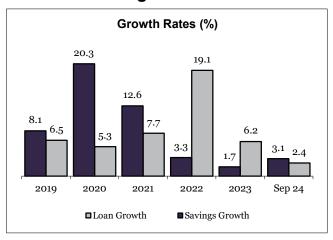
#### **Overview: National Trends**

	U.S.	U.S. Credit Unions					
Demographic Information	Sep 24	2023	2022	2021	2020	2019	2018
Number of CUs	4,590	4,699	4,860	5,041	5,205	5,345	5,488
Assets per CU (\$ mil)	508.6	484.8	450.7	413.3	358.4	296.5	268.0
Median assets (\$ mil)	58.8	56.4	54.2	49.8	43.7	35.7	33.4
Total assets (\$ bil)	2,334	2,278	2,190	2,083	1,865	1,585	1,471
Total loans (\$ bil)	1,646	1,618	1,523	1,279	1,187	1,127	1,059
Total surplus funds (\$ bil)	585	564	573	721	602	389	350
Total savings (\$ bil)	1,955	1,900	1,869	1,809	1,606	1,335	1,235
Total memberships (thousands)	143,371	140,626	136,581	130,941	125,684	121,735	117,541
Growth Rates (%)							
Total assets	3.7	4.0	5.1	11.7	17.7	7.7	5.4
Total loans	2.4	6.2	19.1	7.7	5.3	6.5	8.9
Total surplus funds	5.4	-1.5	-20.5	19.8	54.6	11.1	-4.1
Total savings	3.1	1.7	3.3	12.6	20.3	8.1	5.2
Total memberships	2.3	3.0	4.3	4.2	3.2	3.6	4.4
% CUs with increasing assets	51.9	41.0	60.2	90.5	94.9	70.0	63.4
Earnings - Basis Pts.							
Yield on total assets	500	444	338	302	353	404	380
Dividend/interest cost of assets	191	142	52	43	70	89	68
Net interest margin	309	302	287	259	283	315	311
Fee & other income	116	112	112	136	139	140	139
Operating expense	300	295	286	283	302	319	313
Loss Provisions	58	51 68	25 88	6	50	43	46
Net Income (ROA)	67			107	70 02 (	93	91
% CUs with positive ROA	85.0	86.6	84.5	83.7	82.6	88.5	88.2
Capital Adequacy (%)							
Net worth/assets	10.9	10.7	10.7	10.3	10.3	11.4	11.3
% CUs with NW > 7% of assets	98.4	98.2	96.9	95.2	96.4	98.6	98.5
Asset Quality							
Delinquencies (60+ day \$)/loans (%)	0.91	0.83	0.61	0.48	0.59	0.70	0.71
Net chargeoffs/average loans (%)	0.78	0.61	0.34	0.26	0.44	0.56	0.57
Asset/Liability Management (%)		_					
Loans/savings	84.2	85.1	81.5	70.7	73.9	84.4	85.8
Loans/assets	70.5	71.0	69.5	61.4	63.7	71.1	72.0
Net Long-term assets/assets	40.0	40.9	42.8	39.5	34.6	34.0	34.0
Liquid assets/assets	12.6	11.5	10.2	17.2	18.4	12.8	11.4
Core deposits/shares & borrowings	47.9	50.0	54.7	56.6	53.5	48.7	50.0
Productivity							
Members/potential members (%)	3	3	3	3	3	3	3
Borrowers/members (%)	63	65	65	60	58	59	59
Members/FTE	403	399	398	400	395	385	386
Average shares/member (\$)	13,633	13,514	13,687	13,814	12,776	10,969	10,504
Average loan balance (\$) Employees per million in assets	18,193 0.15	17,811 0.15	17,061 0.16	16,149 0.16	16,290 0.17	15,746 0.20	15,348 0.21
	0.13	0.13	0.10	0.10	0.1/	0.20	0.21
Structure (%) Fed CUs w/ single-sponsor	10.3	10.5	10.9	11.1	11.2	11.4	11.7
Fed CUs w/ community charter	18.5	10.5	10.9 17.8	17.8	11.2 17.6	11.4 17.4	18.0
Other Fed CUs	32.5	32.3	17.8 32.6	32.5	32.4	17.4 32.5	31.8
CUs state chartered	32.5	32.3 38.8	32.0 38.7	32.5 38.6	$3^{2.4}$ 38.8	32.5 38.6	31.0 38.5
		50.0	00.7	00.0	00.0	00.0	05.0

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.

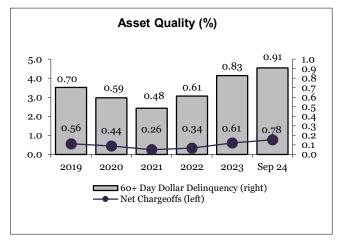
Source: NCUA and America's Credit Unions.



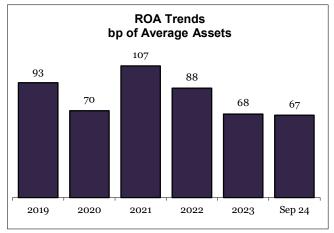


# Loan and Savings Growth Trends

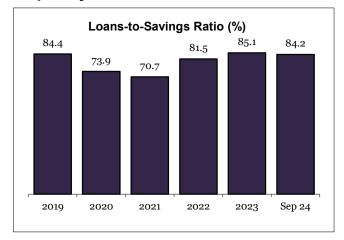
# **Credit Risk Trends**



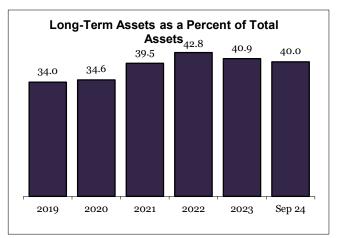
# **Earnings Trends**



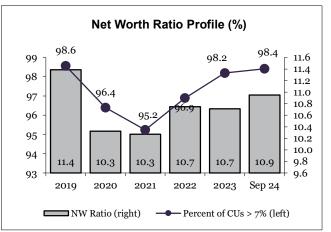
# Liquidity Trends



# **Interest Rate Risk Trends**



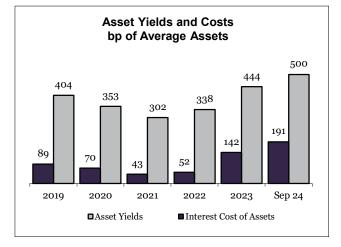
# **Solvency Trends**





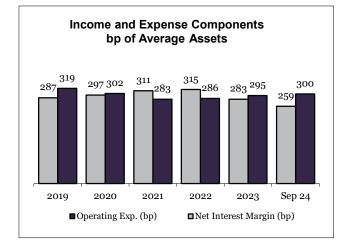
# **U.S. Credit Union Profile**

## Third Quarter 2024

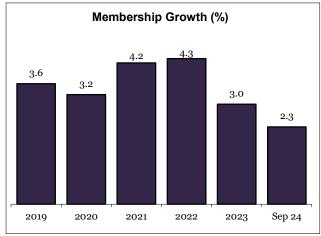


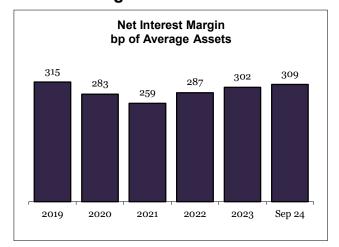
#### Asset Yields and Funding Costs

#### Interest Margins & Overhead



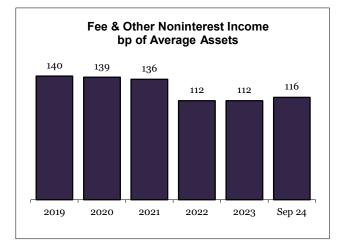
# Membership Growth Trends



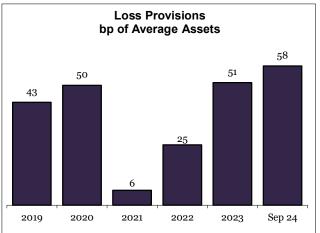


#### **Interest Margins**

# **Noninterest Income**



## **Loss Provisions**





#### **Overview: National Results by Asset Size**

		U.S. All Credit Unions Asset Groups - 2024							
Number of CLs    4.390    1.347    794    693    697    387    280    643      Median assets (S mil)    58.6    7.6    32.9    72.2    150.9    352.8    704.9    21.799      Total assets (S bil)    2.334    10    26    46    111    139    202    1.799      Total assets (S bil)    1.646    5    14    26    70    92    1.42    1.397      Total assets (S bil)    1.955    8    2.3    4.0    97    1.20    1.92    1.42      Total assets    3.77    2.2    3.33    3.735    8.145    0.30    1.20    1.5    1.6    1.6    3.2    1.6    3.2    1.6    3.2    1.6    3.2    1.5    1.6    1.6    3.2    1.6    3.2    1.6    3.2    1.2    1.5    1.6    1.6    3.2    1.2    1.2    1.5    1.6    1.6    3.2    1.2    1.2    1.2    1.2    1.2 <th>Demographic Information</th> <th>Sep 24</th> <th>&lt; \$20Mil</th> <th>\$20-\$50</th> <th>\$50-\$100</th> <th>\$100-\$250</th> <th>\$250-\$500</th> <th>\$500-\$1B</th> <th>&gt; \$1 Bil</th>	Demographic Information	Sep 24	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
	Number of CUs		1,347	794	635		387		450
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $		508.6	7.6	32.9	72.2	159.9	359.9	721.7	3,998.7
		58.8	6.4	32.3		153.0	352.8	704.9	2,179.7
				26	-				
				-		-	-	-	
								-	-
Growth Rates (%)    Hor					-				
	Total memberships (mousands)	143,371	1,3/5	2,353	3,735	8,145	9,396	12,910	105,457
$\begin{array}{c c c c c c c c c c c c c c c c c c c $									
			-						
Total anomeships  3.1  -3.9  -1.6  0.2  1.3  2.7  2.2  4.2    Wells with increasing assets  51.9  30.8  43.1  55.7  63.8  72.4  71.4  77.1    Earnings - Basis Pis.		-				-			-
							,	-	-
$\begin{array}{c c c c c c c c c c c c c c c c c c c $		_							
Earlings - Basis Pts.      Yield on total assets    500    479    447    448    468    470    474    509      Dividend/interest cot 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    288      Loss Provisions    58    41    26    28    30    35    44    64      Net Income (ROA)    67    51    73    68    71    60    51    69      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									
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	% COS with increasing assets	51.9	30.8	43.1	55.7	03.8	/2.4	/1.4	//.1
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$\begin{array}{c c c c c c c c c c c c c c c c c c c $			,				-		
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      Capital Adequacy (%)		-							-
% CUs with positive ROA    85.0    77.0    85.6    86.9    89.8    89.7    86.4    92.7      Capital Adequacy (%)            Net worth/assets    98.4    97.6    98.2    98.6    99.0    99.2    97.9    99.6      Asset Quality            Delinquencies (60+ day \$)/loans (%)    0.91    1.41    1.02    0.89    0.45    0.45    0.49    0.59    0.83    0.93    0.59    0.83    0.93    0.59    0.84    0.74    0.83    0.93    0.93    0.45    0.45    0.49    0.45    0.45    0.49    0.59    0.84    0.74    0.83    0.93    0.72      Loans/savings    84.2    64.5    60.8    65.2    72.3    76.8    82.2    86.7      Loans/savings    40.0    11.6    21.2    27.2    23.5    36.9    41.3    41.3			-						
Capital Acquacy (%)    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    Asset Quality  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    Asset/Lability Management (%)  Dans/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  2  2  2  2  2  2  2  2  2  2  2  2  2  2  2  2  2						-		-	,
Net worth/assets10.916.413.413.011.911.211.010.7% CUs with NW > 7% of assets98.497.698.298.699.099.297.999.6Asset QualityDelinquencies (60+ day \$)/loans (%)0.911.411.020.890.840.740.830.93Net chargeoffs/average loans (%)0.911.411.020.890.840.740.830.93Net chargeoffs/average loans (%)0.911.411.020.890.450.450.490.590.85Asset/Libity Maagement (%)0.911.1621.227.276.882.286.7Loans/savings84.264.560.865.272.376.882.286.7Loans/assets70.553.552.356.362.966.470.072.1Net Long-term assets/assets12.629.624.721.116.514.212.411.8Core deposits/shares & borrowings47.978.971.667.260.356.253.344.8Productivity4033754023753333.2344428Average shares/member (%)13,6336,1689,56510,59111,89312,80513,32914,174Average loan balance (\$)13,6336,7293,6896,9789,53313,05518,67121,529Employees per million in assets0.15 <td< td=""><td>-</td><td>03.0</td><td>//.0</td><td>03.0</td><td>00.9</td><td>09.0</td><td>09.7</td><td>00.4</td><td>92.7</td></td<>	-	03.0	//.0	03.0	00.9	09.0	09.7	00.4	92.7
$\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$		10.0	16.4	10.4	10.0	11.0	11.0	11.0	10 5
Asset QualityDelinquencies ( $60 + day \$$ )/ $loans (\%)$ 0.911.411.020.890.840.740.830.93Net chargeoffs/average loans (%)0.780.490.410.450.450.490.590.85Asset/Liability Management (%)Loans/axings84.264.560.865.272.376.882.286.7Loans/axings84.264.560.865.272.376.882.286.7Loans/assets70.553.552.356.362.966.470.072.1Net Long-term assets/assets12.629.624.721.116.514.212.411.8Core deposits/shares & borrowings47.978.971.667.260.356.253.344.8ProductivityMembers/ptotential members (%)63591589990755957Members/FTE403375402375334332344428Average shares/member (\$)13,6336,1689,56510,59111,89312,80513,32914,174Average loan balance (\$)18,1936,7293,6896,9789,53313,05518,67121,529Employees per million in assets0.150.360.220.220.200.190.14Fed CUs w/ single-sponsorFed CUs w/ single-sponsorFed CUs w/ single-s		-				-			-
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	% COS with NW > $7%$ of ussels	90.4	97.0	90.2	98.0	99.0	99.2	97.9	99.0
Net chargeoffs/average loans (%)    0.78    0.49    0.41    0.45    0.45    0.49    0.49    0.59    0.85      Asset/Liability Management (%) <t< td=""><td></td><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td></t<>					-				
Asset/Liability Management (%)      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      Productivity             Members/potential members (%)    6    3    59    158    99    90    75    59    57      Members/FITE    4403    375    402    375    334    332    344    428      Average loan balance (\$)    13,633    6,168    9,565    10.591    11,893					-				
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    2    2    2    2    3    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    13.055    18.671    21.529      Employees per million in assets    0.15    0.36    0.22    0.22    0.2		0.78	0.49	0.41	0.45	0.45	0.49	0.59	0.85
Loans/assets70.553.552.356.362.966.470.072.1Net Long-term assets/assets40.011.621.227.232.536.941.341.3Liquid assets/assets12.629.624.721.116.514.212.411.8Core deposits/shares & borrowings47.978.971.667.260.356.253.344.8Productivity		0		( )			( )		0.6
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    Productivity  3  6  2  2  2  2  2  2  2  2  2  2  33.3  44.8    Productivity  3  6  2  2  2  2  2  2  2  2  2  2  2  33.3  44.8    Members/potential members (%)  3  6  2  2  2  2  2  2  2  2  2  2  33.3  44.8    Members/potential members (%)  63  59  158  99  90  75  59  57    Members/FTE  403  375  402  375  334  332.5  13,329  14,174    Average banes/member (\$) <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td>,</td> <td></td> <td></td>					-		,		
Liquid assets/assets12.629.624.721.116.514.212.411.8Core deposits/shares & borrowings47.978.971.667.260.356.253.344.8ProductivityMembers/potential members (%)362222223Borrowers/members (%)63591589990755957Members/FTE403375402375334332344428Average shares/member (\$)13,6336,1689,56510,59111,89312,80513,32914,174Average loan balance (\$)18,1936,7293,6896,9789,53313,05518,67121,529Employees per million in assets0.150.360.220.220.200.190.14Structure (%)Fed CUs w/ single-sponsor10.325.18.93.63.21.81.42.0Fed CUs w/ community charter18.59.321.526.029.323.819.68.0Other Fed CUs32.537.334.932.426.126.427.532.9								-	-
Core deposits/shares & borrowings  47.9  78.9  71.6  67.2  60.3  56.2  53.3  44.8    Productivity									
ProductivityMembers/potential members (%)362222223Borrowers/members (%)63591589990755957Members/FTE403375402375334332344428Average shares/member (\$)13,6336,1689,56510,59111,89312,80513,32914,174Average loan balance (\$)18,1936,7293,6896,9789,53313,05518,67121,529Employees per million in assets0.150.360.220.220.220.200.190.14Fed CUs w/ single-sponsor10.325.18.93.63.21.81.42.0Fed CUs w/ community charter18.59.321.526.029.323.819.68.0Other Fed CUs32.537.334.932.426.126.427.532.9						•		•	
Members/potential members (%)3622222223Borrowers/members (%)63591589990755957Members/FTE403375402375334332344428Average shares/member (\$)13,6336,1689,56510,59111,89312,80513,32914,174Average loan balance (\$)18,1936,7293,6896,9789,53313,05518,67121,529Employees per million in assets0.150.360.220.220.220.200.190.14Structure (%)Fed CUs w/ single-sponsor10.325.18.93.63.21.81.42.0Fed CUs w/ community charter18,59.321.526.029.323.819.68.0Other Fed CUs32.537.334.932.426.126.427.532.9	Productivity								
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    0.20    0.19    0.14      Fed CUs w/ single-sponsor      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		3	6	2	2	2	2	2	3
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    Structure (%)    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									
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    Structure (%)    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									
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  0.22  0.20  0.19  0.14    Structure (%)    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									
Employees per million in assets  0.15  0.36  0.22  0.22  0.22  0.20  0.19  0.14    Structure (%)  Structure (%)									
Fed CUs w/ single-sponsor10.325.18.93.63.21.81.42.0Fed CUs w/ community charter18.59.321.526.029.323.819.68.0Other Fed CUs32.537.334.932.426.126.427.532.9									
Fed CUs w/ single-sponsor10.325.18.93.63.21.81.42.0Fed CUs w/ community charter18.59.321.526.029.323.819.68.0Other Fed CUs32.537.334.932.426.126.427.532.9	Structure (%)								
Fed CUs w/ community charter18.59.321.526.029.323.819.68.0Other Fed CUs32.537.334.932.426.126.427.532.9		10.3	25.1	8.9	3.6	3.2	1.8	1.4	2.0
Other Fed CUs    32.5    37.3    34.9    32.4    26.1    26.4    27.5    32.9				-				-	
									32.9
	CUs state chartered					41.5	48.1		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 CUNA E&S.

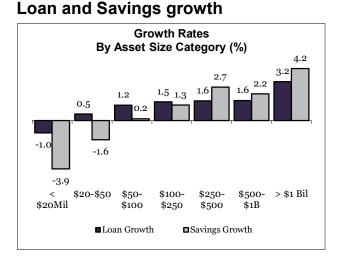


#### America's Credit Unions

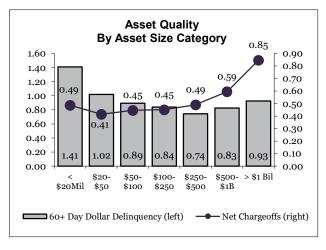
# **U.S. Credit Union Profile**

#### Third Quarter 2024

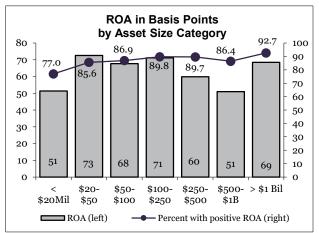
# **Results By Asset Size:**



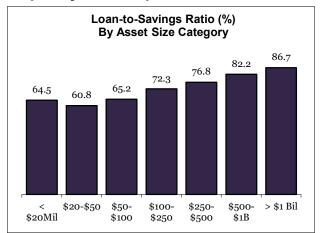
#### **Credit Risk Exposure**



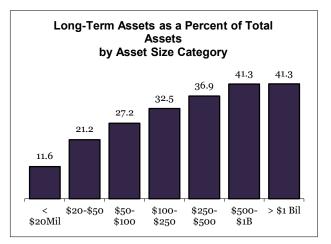
## Earnings



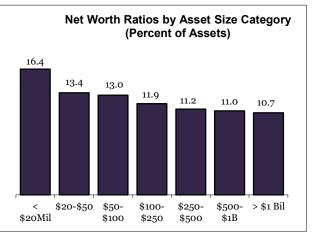
#### Liquidity Risk Exposure



## Interest Rate Risk Exposure



#### Solvency



		U.S. Credit Unions						
Growth Rates	Sep 24	2023	2022	2021	2020	2019	2018	
Credit cards	5.5%	10.4%	15.5%	3.8%	-6.4%	6.7%	7.5%	
Other unsecured loans	3.1%	8.6%	22.9%	-1.3%	12.5%	7.1%	6.9%	
New automobile	-6.0%	1.2%	22.2%	-0.1%	-3.6%	0.1%	11.7%	
Used automobile	-1.5%	3.4%	18.8%	10.4%	4.5%	4.1%	9.1%	
First mortgage	2.1%	4.1%	-3.3%	10.8%	10.4%	9.4%	9.2%	
HEL & 2nd Mtg	19.2%	24.0%	26.3%	0.4%	-7.5%	3.5%	7.0%	
Commercial loans*	10.1%	12.9%	24.2%	18.3%	15.0%	14.7%	12.0%	
Share drafts	-1.1%	-3.3%	4.0%	25.9%	40.3%	9.2%	12.7%	
Certificates	24.1%	63.0%	19.7%	-10.3%	-3.9%	20.5%	12.2%	
IRAs	3.0%	2.8%	-1.1%	-0.8%	3.5%	4.4%	-0.1%	
Money market shares Regular shares	-2.5% -6.0%	-15.9% -13.4%	-3.2% 0.1%	19.2% 15.4%	24.2% 27.7%	5.0% 3.4%	0.9% 2.0%	
Portfolio \$ Distribution	_							
Credit cards/total loans	5.1%	5.1%	4.9%	5.1%	5.2%	5.9%	5.9%	
Other unsecured loans/total loans	4.3%	4.3%	4.2%	4.1%	4.5%	4.2%	4.1%	
New automobile/total loans	10.2%	11.0%	11.5%	11.2%	12.1%	13.2%	14.1%	
Used automobile/total loans	19.6%	20.1%	20.7%	20.7%	20.2%	20.4%	20.9%	
First mortgage/total loans	36.0%	36.0%	36.7%	45.2%	43.9%	41.9%	40.8%	
HEL & 2nd Mtg/total loans	9.2%	8.3%	7.1%	6.7%	7.2%	8.2%	8.4%	
Commercial loans/total loans	10.4%	9.9%	9.3%	8.9%	8.1%	7.4%	6.9%	
Share drafts/total savings	19.3%	19.7%	20.7%	20.6%	18.4%	15.8%	15.6%	
Certificates/total savings	28.4%	25.7%	16.0%	13.8%	17.3%	21.7%	19.5%	
IRAs/total savings	4.5%	4.5%	4.4%	4.6%	5.3%	6.1%	6.3%	
Money market shares/total savings	17.1%	17.6%	21.3%	22.7%	21.5%	20.8%	21.4%	
Regular shares/total savings	28.6%	30.3%	35.6%	36.7%	35.8%	33.7%	35.3%	
Percent of CUs Offering	6 04	6 000	6 94	6 04	<i>(</i> )(	6 604	6 04	
Credit cards	65.3%	64.8%	64.5%	63.9%	63.0%	62.6%	61.9%	
Other unsecured loans	99.5%	99.4%	99.1%	99.3%	99.3%	99.3%	99.4%	
New automobile	96.2%	96.3%	96.0%	95.8%	95.9%	95.8%	95.7%	
Used automobile	97.1%	97.1%	97.1%	97.0%	97.0%	97.0%	97.0%	
First mortgage	73.9%	73.8%	72.9%	71.4%	70.4%	69.5%	69.0%	
HEL & 2nd Mtg Commercial loans	71.0% 39.0%	70.9%	70.1%	69.1% 36.8%	69.2%	69.4%	69.8%	
		38.5%	37.8%	-	35.8%	35.1%	34.6%	
Share drafts	83.8%	83.4%	82.6%	82.1%	81.5%	80.8%	80.4%	
Certificates	85.9%	85.2%	83.5%	83.0%	82.8%	82.3%	81.7%	
IRAs	71.6%	71.3%	70.6%	70.1%	69.9%	69.1%	68.7%	
Money market shares	57.3%	56.5%	55.2%	54.4%	53.7%	53.0%	52.2%	
Number of Loans as a Percent of Me Credit cards	mbers in Of 19.1%	fering CUs 19.3%	19.3%	18.9%	18.8%	19.0%	18.9%	
Other unsecured loans	19.1%	19.3% 11.5%	19.3% 11.7%	18.9%	10.8%	19.0% 11.9%	18.9% 12.0%	
New automobile	6.9%	7.4%	7.9%	6.9%	6.3%	6.3%	6.2%	
Used automobile	19.0%	7.4 <i>%</i> 19.6%	7.9% 19.7%	0.9% 17.2%	0.3% 15.2%	0.3% 15.0%	0.2% 15.0%	
First mortgage	2.4%	2.4%	19.7% 3.2%	2.5%	2.5%	2.5%	2.5%	
HEL & 2nd Mtg	2.4%	2.4%	3.2% 2.0%	2.5% 1.7%	2.5% 1.8%	2.5% 2.1%	2.5% 2.1%	
Commercial loans	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%	
Share drafts	62.5%	62.1%	61.9%	61.6%	60.6%	59.2%	58.3%	
Certificates	10.9%	9.9%	6.8%	6.6%	7.6%	8.4%	7.8%	
IRAs	3.1%	3.2%	3.3%	3.5%	3.8%	4.0%	4.1%	
Money market shares	7.7%	7.4%	7.1%	7.2%	7.1%	7.0%	6.9%	

#### **Portfolio: National Trends**

\*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.



#### Portfolio Detail: National Results by Asset Size

	U.S.		All U.S.	Credit Un	ions Asse	t Groups	- 2024	
Growth Rates	Sep 24	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
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%
Portfolio \$ Distribution	0/	. 604	- 00/	0(	- 00/	0/	0/	0(
Credit cards/total loans Other unsecured loans/total loans	5.1%	1.6%	2.8%	2.9%	2.8%	3.0%	2.9%	5.7%
	4.3%	12.5%	7.5%	5.9%	4.8%	4.1%	4.1%	4.2%
New automobile/total loans Used automobile/total loans	10.2%	24.2%	17.9% 32.6%	14.3%	11.5%	11.0% 25.0%	10.4%	9.8%
First mortgage/total loans	19.6% 36.0%	38.4% 9.2%	32.6% 22.5%	30.0% 27.2%	27.3% 30.3%	25.0% 31.4%	22.4% 32.9%	18.1% 37.4%
HEL & 2nd Mtg/total loans	9.2%	9.2% 4.3%	22.5% 8.3%	27.2% 9.9%	30.3% 10.2%	31.4% 10.7%	32.9% 9.9%	37.4% 9.0%
Commercial loans/total loans	9.2% 10.4%	4.3% 0.8%	0.3% 1.4%	9.9% 3.5%	6.6%	8.7%	9.9% 12.5%	9.0% 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%	17.5%	17.9%	21.8%	20.3% 24.6%	21.3% 26.7%	19.1% 29.9%
IRAs/total savings	4.5%	14.3%	3.5%	4.1%	4.3%	4.4%	4.2%	29.9% 4.6%
Money market shares/total savings	17.1%	2.5%	5.3% 6.3%	8.4%	4.3% 11.4%	12.7%	4.2% 13.5%	18.7%
Regular shares/total savings	28.6%	68.7%	54.1%	48.2%	40.4%	35.9%	32.0%	25.8%
Percent of CUs Offering								
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%
Number of Loans as a Percent of Mem			10.00/	1.1.20(	4.4.00/	16 204	4 = = = 0/	
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 First mortgage	19.0% 2.4%	25.5% 1.3%	90.5% 1.7%	47.8% 2.2%	40.8% 2.8%	29.4% 2.8%	19.2%	13.7%
HEL & 2nd Mtg	2.4% 2.2%	1.3% 1.4%	1.7% 1.8%	2.2% 1.9%	2.8% 2.2%	2.8% 2.5%	2.5% 2.3%	2.3% 2.2%
Commercial loans	0.3%	0.8%	0.6%	1.9% 0.5%	2.2% 0.5%	2.5 <i>%</i> 0.4%	2.3 <i>%</i> 0.4%	2.2% 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 Monov market shares	3.1%	1.8% 2.6%	2.2%	2.4%	2.8%	3.0%	2.9%	3.2% 8.6%
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 will cause fluctuations from prior cycles. Source: NCUA and America's Credit Unions.

	U.S.	U.S. Credit Unions				
Demographic Information	Sep 24	Jun 24	Mar 24	Dec 23	Sep 23	
Number CUs	4,587	4,621	4,660	4,698	4,740	
Growth Rates (Quarterly % Change)						
Total loans	0.9	1.1	0.0	0.8	1.8	
Credit cards	1.3	1.5	-1.3	4.2	2.6	
Other unsecured loans	1.4	1.5	-0.8	1.3	3.3	
New automobile	-1.4	-1.1	-2.4	-0.7	0.2	
used automobile	-0.3	0.2	-0.4	-0.5	1.0	
First mortgage	0.9	1.0	0.3	0.3	1.3	
HEL & 2nd Mtg	4.9	5.1	3.0	5.3	6.2	
Commercial loans*	2.5	2.8	2.0	2.8	3.1	
Total savings	0.5	-0.3	3.0	0.3	-0.1	
Share drafts	-0.9	-1.1	3.3	-2.0	-1.7	
Certificates	4.5	2.1	7.2	9.0	9.9	
IRAs	0.9	0.8	1.1	0.6	0.7	
Money market shares	-0.1	-0.1	0.4	-2.4	-3.2	
Regular shares	-1.8	-1.6	1.1	-3.2	-4.2	
Total memberships	0.9	0.6	1.0	0.4	0.8	
Earnings (Basis Points)						
Yield on total assets	511	496	484	474	455	
Dividend/interest cost of assets	196	189	184	175	153	
Fee & other income	118	115	112	122	106	
Operating expense	304	298	296	302	294	
Loss Provisions	59	58	55	68	51	
Net Income (ROA)	70	71	66	48	67	
% CUs with positive ROA	85	84	81	87	87	
Capital Adequacy (%)						
Net worth/assets	10.9	10.8	10.6	10.7	10.7	
% CUs with NW > 7% of assets	98.4	98.2	97.9	98.2	97.9	
Asset Quality (%)						
Loan delinquency rate - Total loans	0.91	0.84	0.77	0.83	0.72	
Total Consumer	1.09	1.03	1.00	1.04	0.90	
Credit Cards	2.15	1.98	2.01	2.10	1.90	
All Other Consumer	0.98	0.93	0.90	0.93	0.80	
Total Mortgages	0.68	0.61	0.49	0.56	0.49	
First Mortgages All Other Mortgages	0.68 0.69	0.60	0.47	0.56	0.49 0.48	
Total Commercial Loans	0.89	0.63	0.58	0.58 0.60	•	
Commercial Ag Loans	0.89	0.93 0.85	0.83 0.93	0.66	0.44 0.61	
All Other Commercial Loans	0.89	0.93	0.93	0.60	0.43	
Net chargeoffs/average loans	0.76	0.78	0.80	0.77	0.61	
Total Consumer	1.37	1.41	1.43	1.37	1.08	
Credit Cards	4.74	5.05	5.20	4.72	3.74	
All Other Consumer	1.03	1.05	5.20 1.06	1.04	3.74 0.83	
Total Mortgages	0.01	0.01	0.01	0.01	0.00	
First Mortgages	0.00	0.00	0.01	0.01	0.00	
All Other Mortgages	0.01	0.02	0.02	0.01	0.02	
Total Commercial Loans	0.15	0.11	0.09	0.05	0.04	
Commercial Ag Loans	0.00	0.16	0.00	0.07	0.02	
All Other Commercial Loans	0.16	0.11	0.09	0.05	0.04	
Asset/Liability Management						
Loans/savings	84.2	83.9	82.7	85.1	84.7	

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 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.