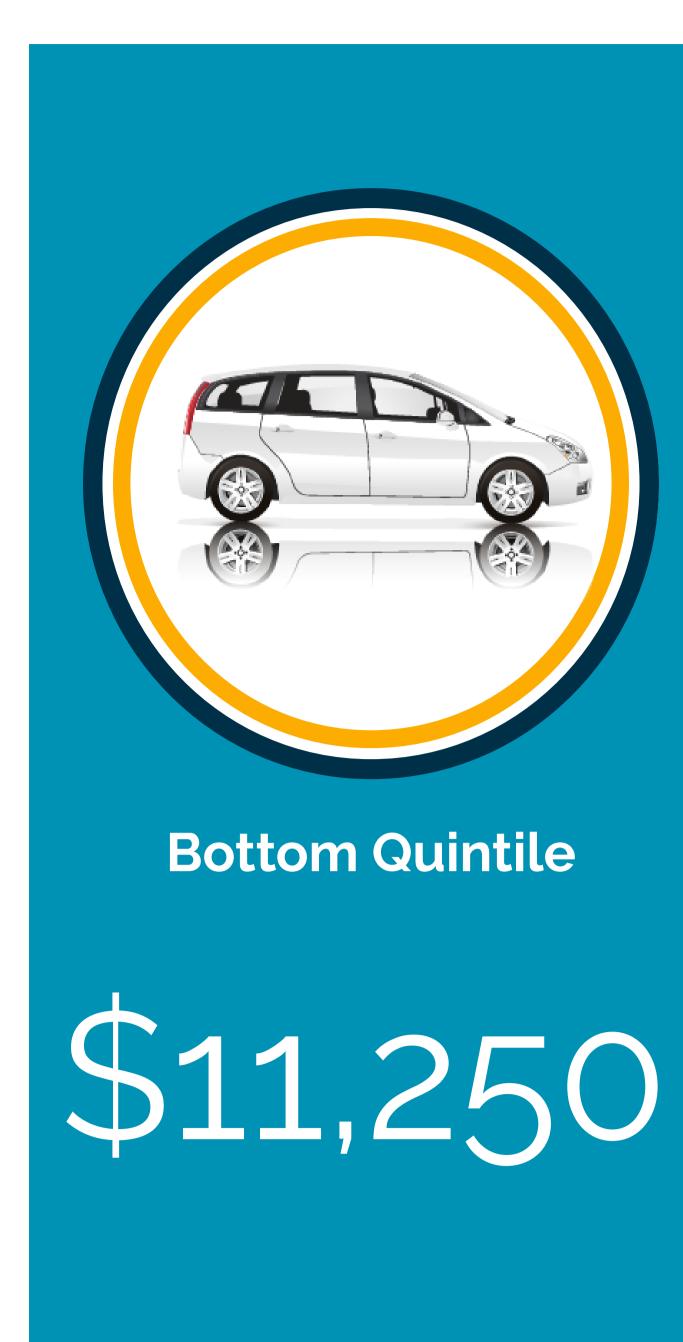
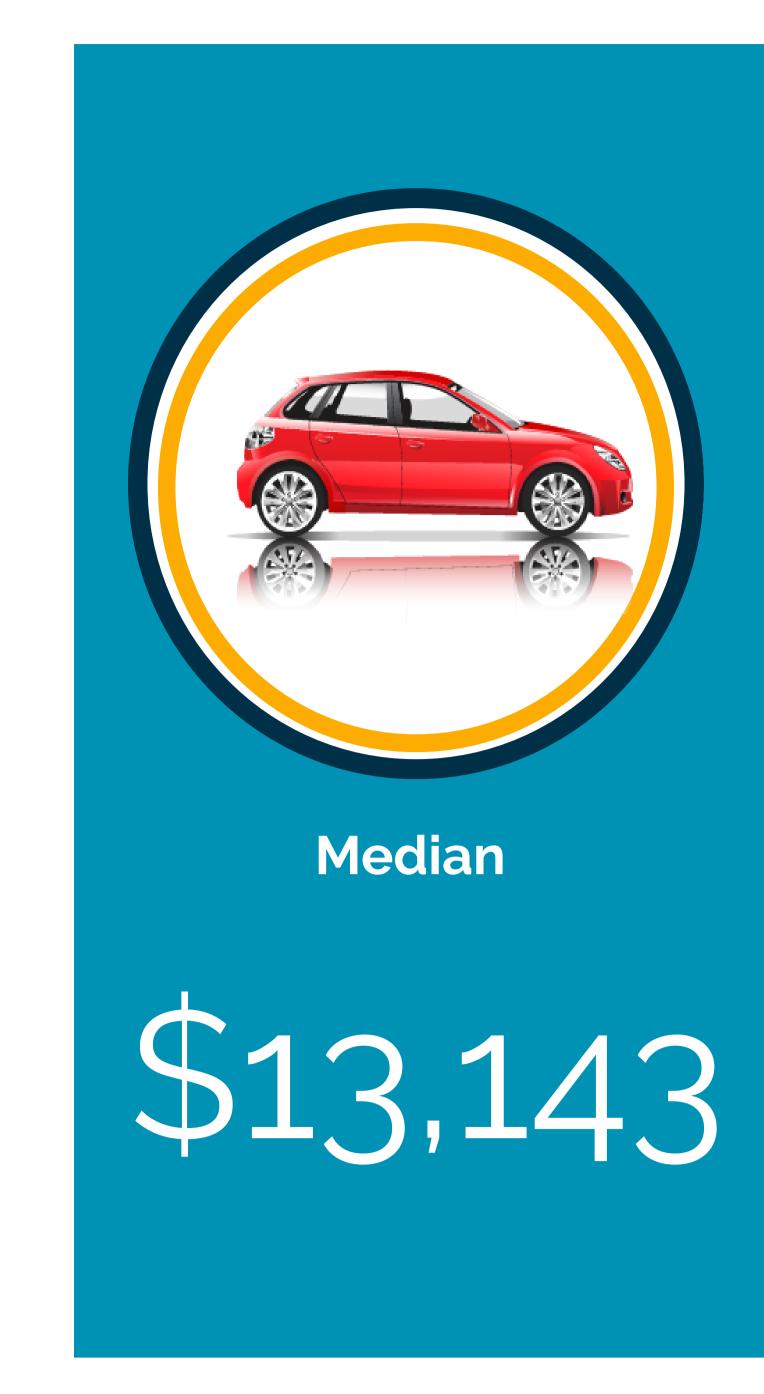
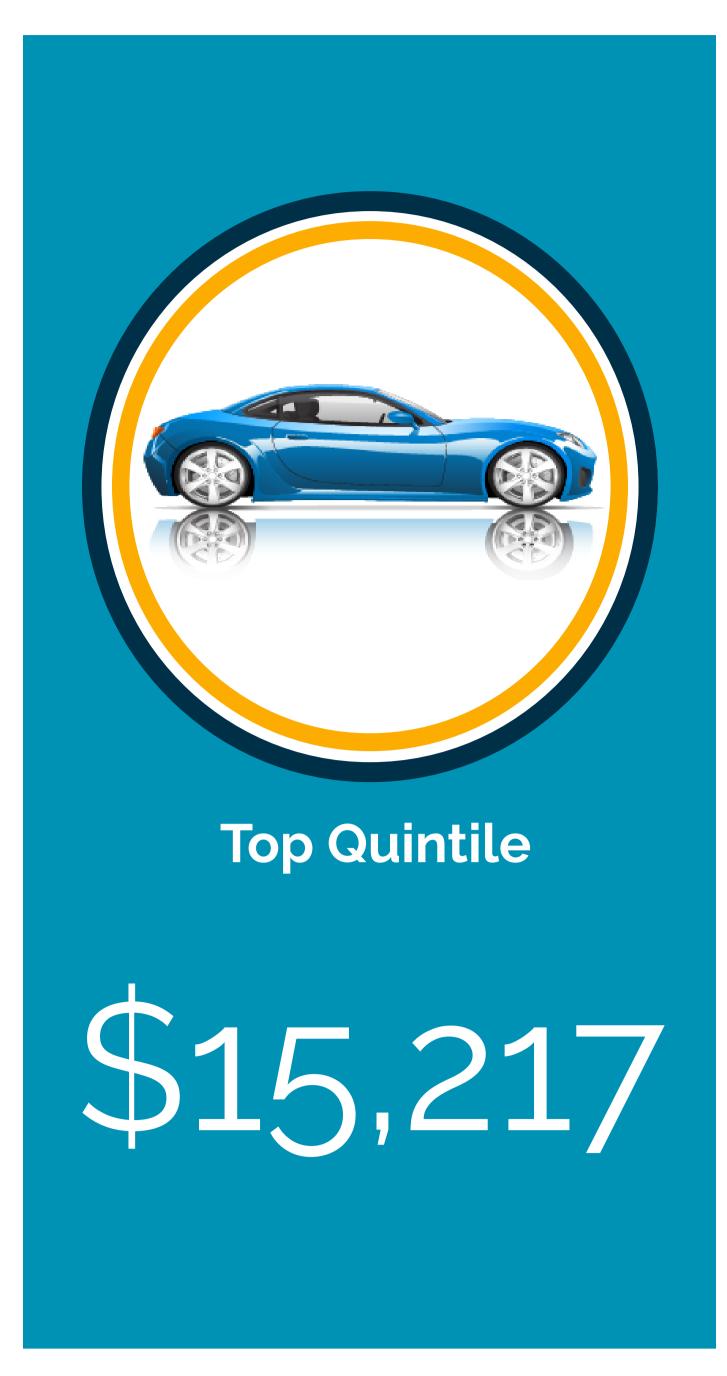


Credit union auto loans increased \$34.0 billion, or 10.6%, over the past year from \$301.8 billion to \$335.8 billion as of June 30, 2018. Auto loans comprised 35.1% of the total loan portfolio in the second quarter.

Average Auto Loan Balance







The average auto loan balance for the industry increased 2.0% year-over-year. Credit unions in the top 25th percentile reported an average auto balance of \$15,217. Those in the middle 50th and bottom 25th percentiles reported average balances of \$13,143 and \$11,250, respectively.



1,878,637 **Auto Loans**

months and held 24 billion auto loans on their balance sheets as of June 30, 2018.

U.S. credit unions made 1,878,637

auto loans in the past 12

the total loan portfolio — second only to first mortgages — at midyear. Of that, 60.5% were used auto loans and 39.5% were new auto loans.

Auto loans accounted for 35.1% of



Of The Loan Portfolio

Consecutive Quarters

\$350

≌ \$200

quarter of 2018 was 10.6%, with balances totaling \$355.5 million.

balances, used auto loans

made up 60.5% of the

industry's auto loan

portfolio as of June 30,

2018. New auto loans

Credit unions have posted 20 consecutive

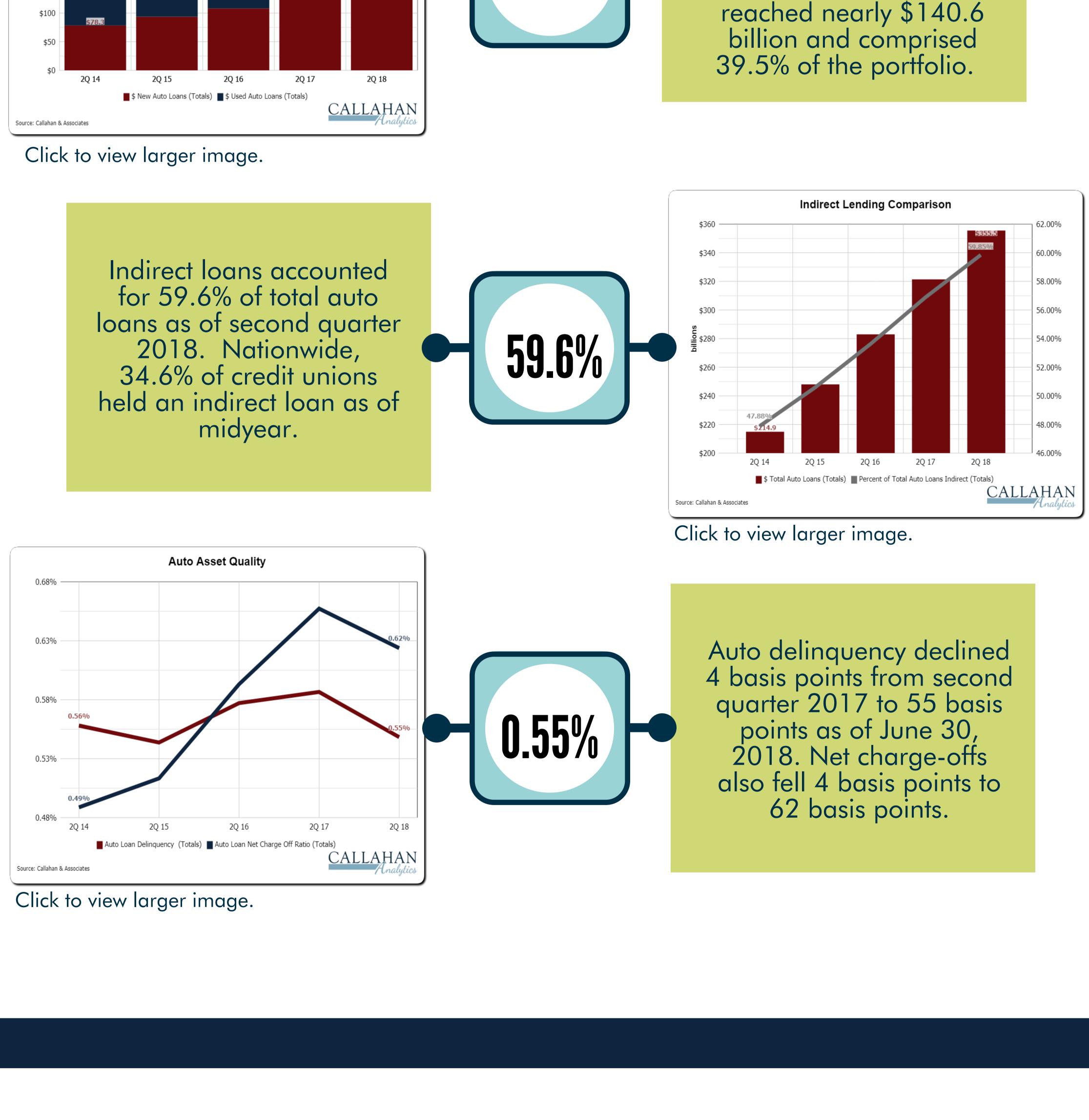
quarters of double-digit growth in auto

lending. Annual growth for the second

20.89 With auto loan penetration at 20.8%, one in five credit union members have financed their vehicle through their credit union.

New & Used Auto Loan Balances With \$214.9 billion in

Auto Loan Composition



Regional And Peer Group Analysis

Credit unions in the NCUA Western Region

reported total auto loan delinquency of 0.41%,

14 basis points lower than the industry average





of 0.55%

20.8%.

Credit unions between \$500 million and \$1

billion in assets had a 21.6% penetration rate,

73 basis points above the industry average of

