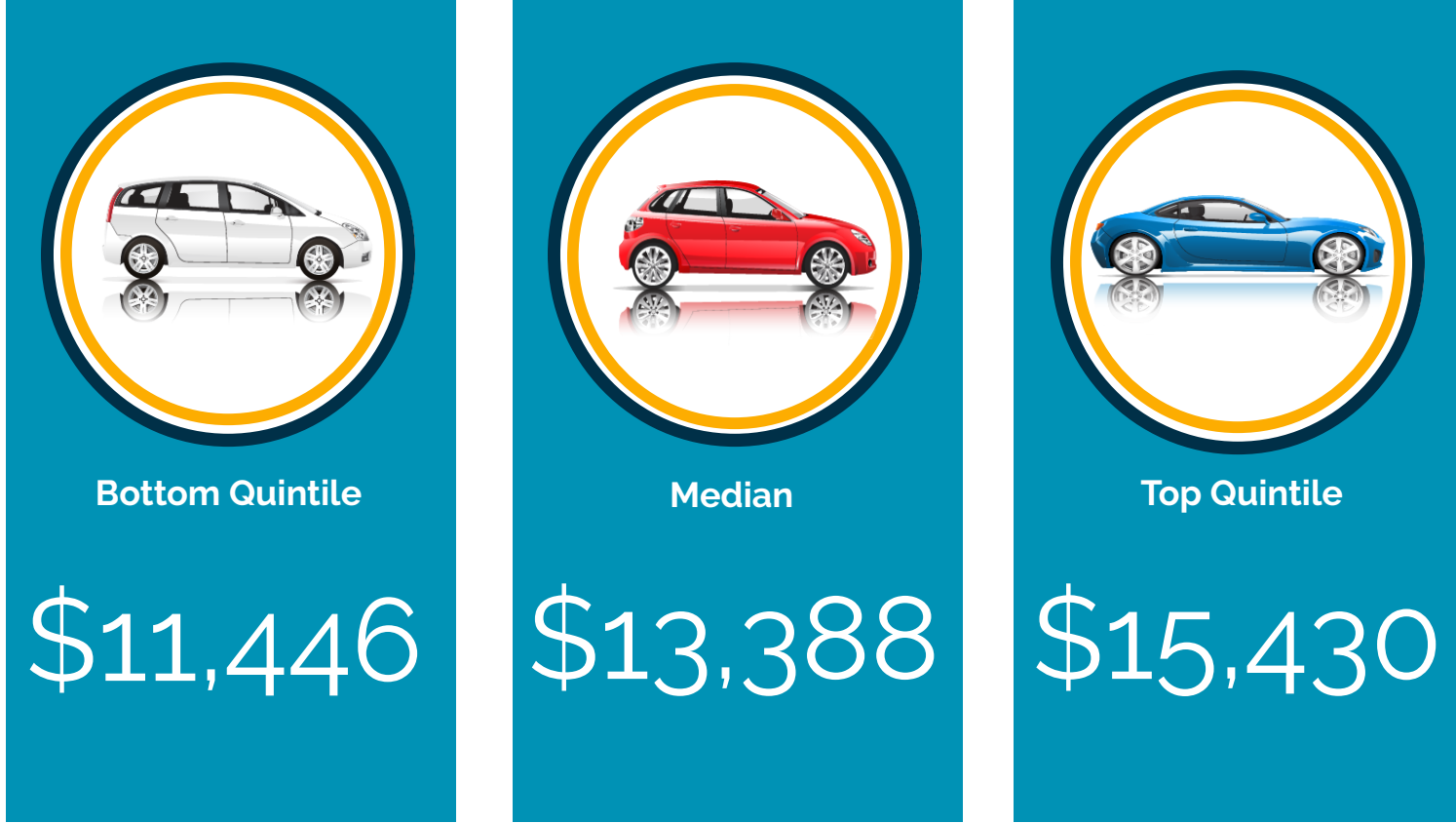


# Auto By The Numbers

Total auto balances were on the rise as annual growth surpassed 10.8% in the third quarter of 2018.

Credit union auto loans have increased \$35.8 billion, or 10.8%, over the past year to \$365.3 billion as of Sept. 30, 2018. Auto loans comprised 35.2% of the total loan portfolio in the third quarter.

## Average Auto Loan Balance



The average auto loan balance for the industry increased 2.4% year-over-year to \$14,856 as of Sept. 30, 2018. Credit unions in the top 25th percentile reported an average auto loan balance of \$15,430. Those in the middle 50th and bottom 25th percentiles reported average balances of \$13,388 and \$11,466, respectively.



# 1,876,759

Auto Loans

U.S. credit unions have extended nearly 1.9 million new auto loans in the past year. Together, they held 24.6 million auto loans as of Sept. 30, a year-over-year increase of 8.3%.

Auto loans accounted for 35.2% of the total loan portfolio — second only to first mortgages — in the third quarter. Used auto loans accounted for 60.2% of the auto portfolio; the remaining 39.8% was new auto loans.

# 35.2%

Of The Loan Portfolio

# 0.60%

Auto Loan Delinquency

Following two consecutive years of increases, total auto delinquency was down 5 basis points annually to 0.60% in the third quarter of 2018. New and used auto delinquency was 0.39% and 0.74%, respectively.

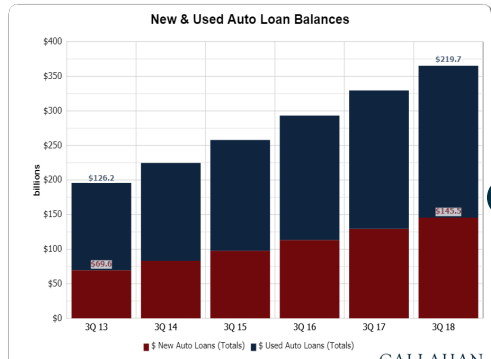
## Auto Loan Penetration

# 21.1%

Credit union auto loan penetration increased 76 basis points year-over-year to 21.1% as of Sept. 30, 2018.



## Auto Loan Composition



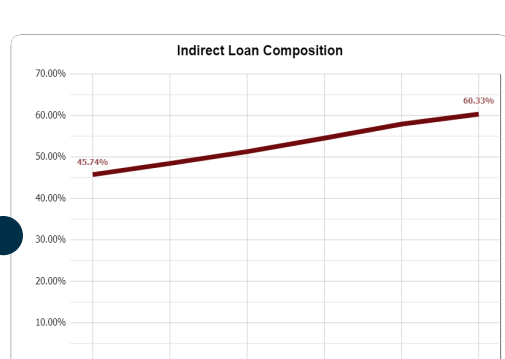
# \$219.7

With \$219.7 billion in balances, used auto loans made up 60.2% of the industry's total auto loan portfolio in the third quarter. New auto loan balances totaled \$145.5 billion.

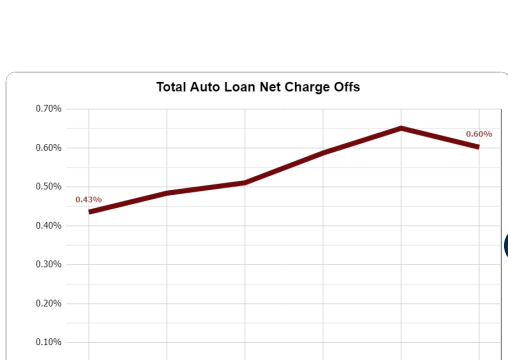
[Click to view larger image.](#)

Indirect balances were up 15.5% year-over-year and reached \$220.4 billion. These loans accounted for 60.3% of total auto lending as of Sept. 30, 2018.

# 15.5%



[Click to view larger image.](#)



# 0.60%

Net charge-offs for auto loans decreased 5 basis points year-over-year to 0.60%. Net charge-offs for new and used auto loans were 0.43% and 0.73%, respectively.

[Click to view larger image.](#)



## Regional And Peer Group Analysis

Auto penetration increased across all peer groups, however it was not evenly distributed. Central credit unions saw the largest improvement in auto penetration, up 1.5 percentage points to 26.2%. Mid-Atlantic credit unions, on the other had saw auto penetration increase 12 basis points to 16.3%.



Auto loan penetration increased across all NCUA regions; however, Central credit unions reported the largest improvement — 1.5 percentage points to 26.2%. Mid-Atlantic credit unions reported the lowest increase — 12 basis points to 16.3%.

