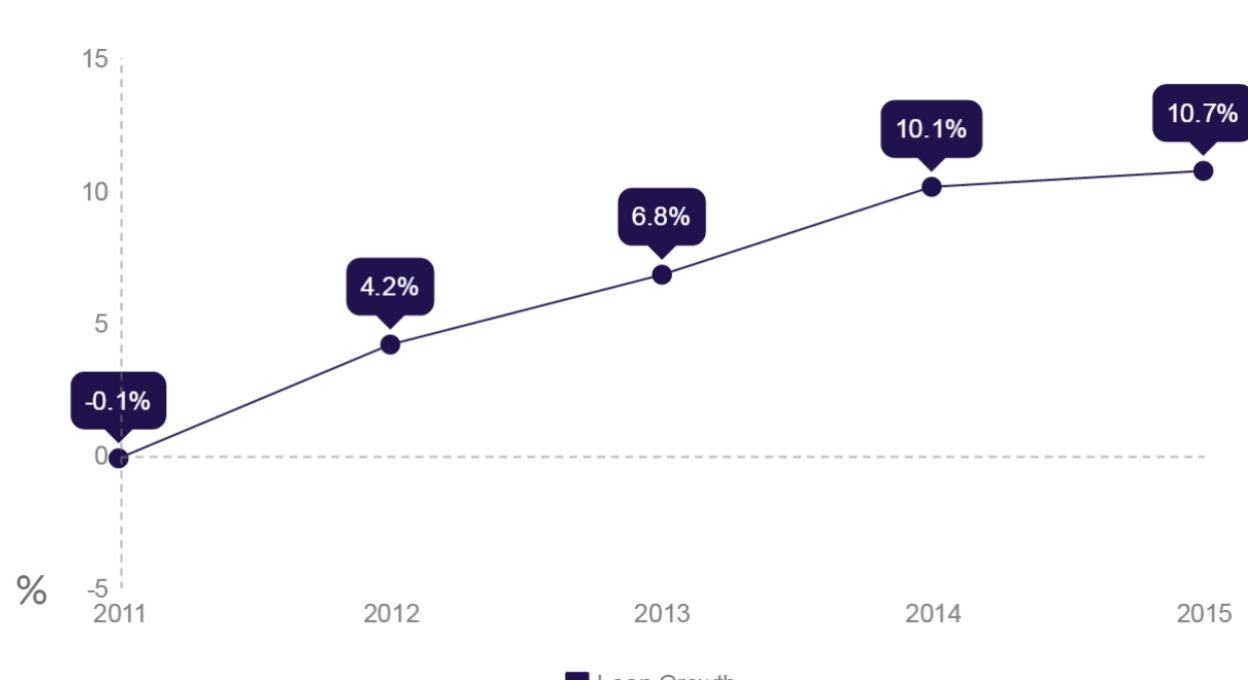


# 6

## THINGS TO KNOW ABOUT Credit Union Lending Trends

Data as of September 2015

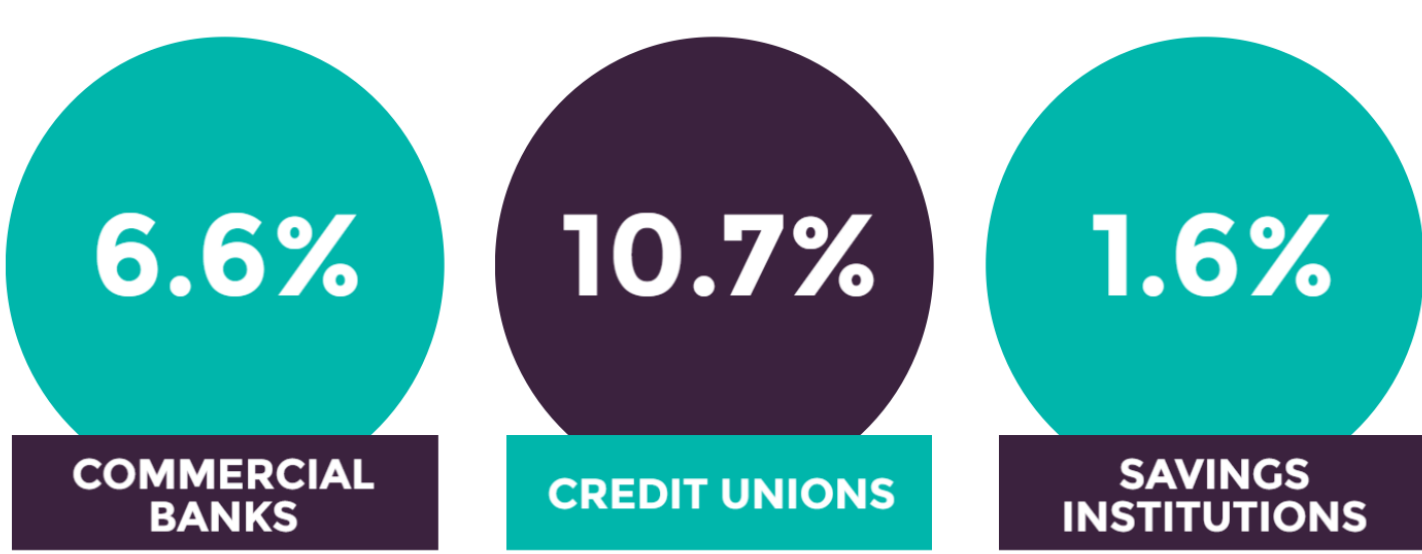
### 1 Lending growth is accelerating.



The annual rate at which credit unions increased loan balances has increased for the past five years. Outstanding loan balances have increased 10.7% since September 2011, topping \$778 billion as of September 2015. Third quarter loan growth is the fastest its been since 2005.

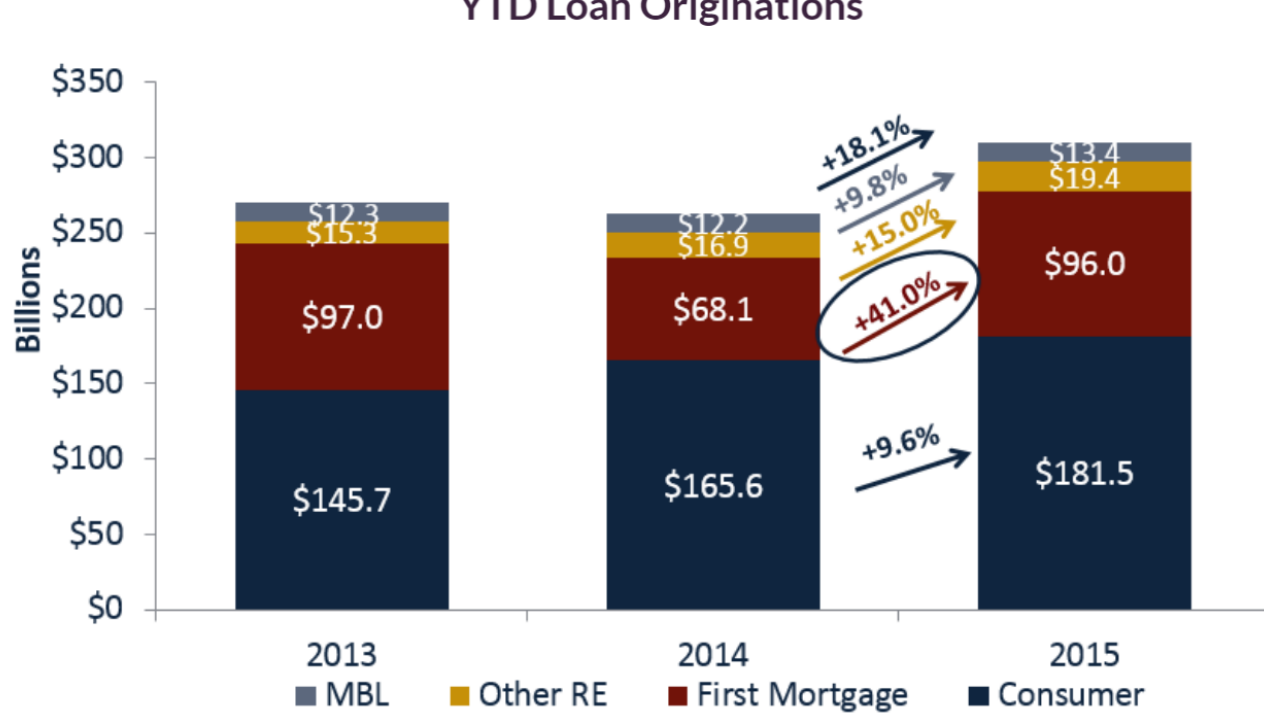
### Credit union loan growth is outpacing bank growth.

2



As of September 2015, credit union loan growth is more than six times the average for institutions nationally.

### 3 Growth in first mortgage originations is driving the growth in total loan originations.

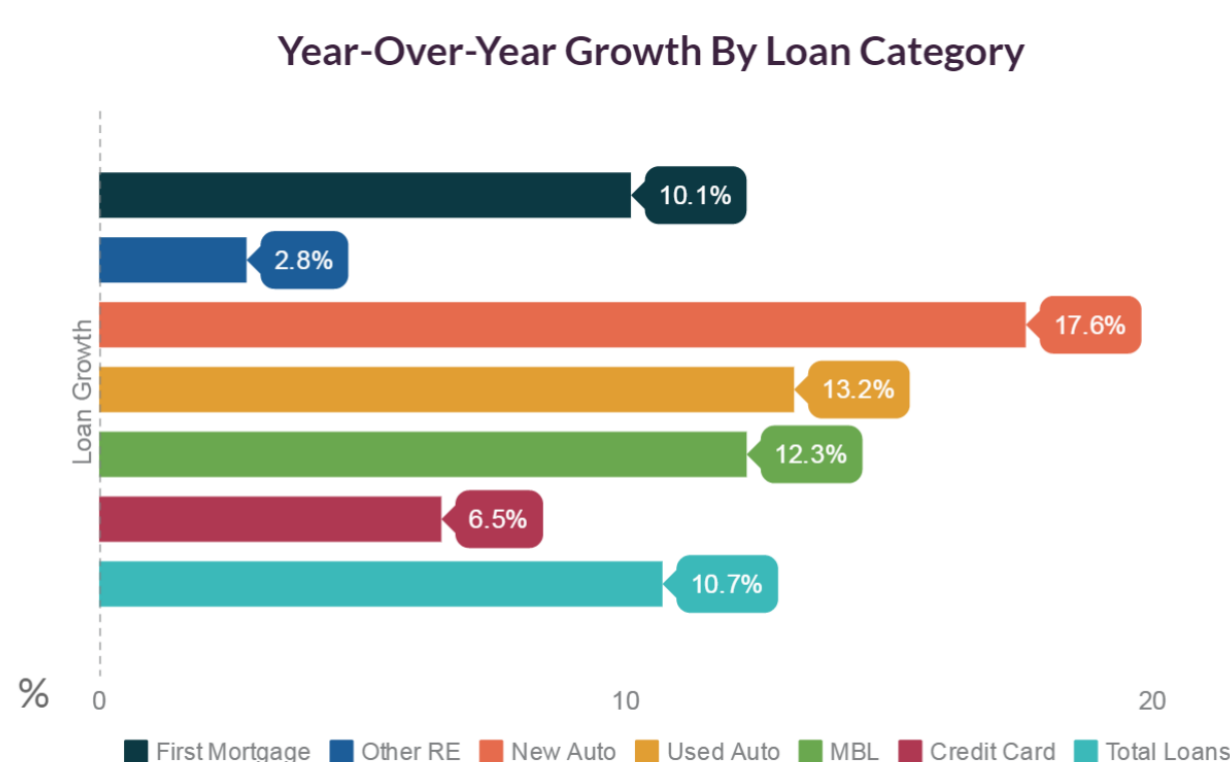


Loan originations for 2015 topped \$310 billion as of Sept. 30, 2015.

First mortgage originations at credit unions have skyrocketed, but other major loan categories have posted solid growth in volume as well.

### 4 Auto loans are posting the highest growth.

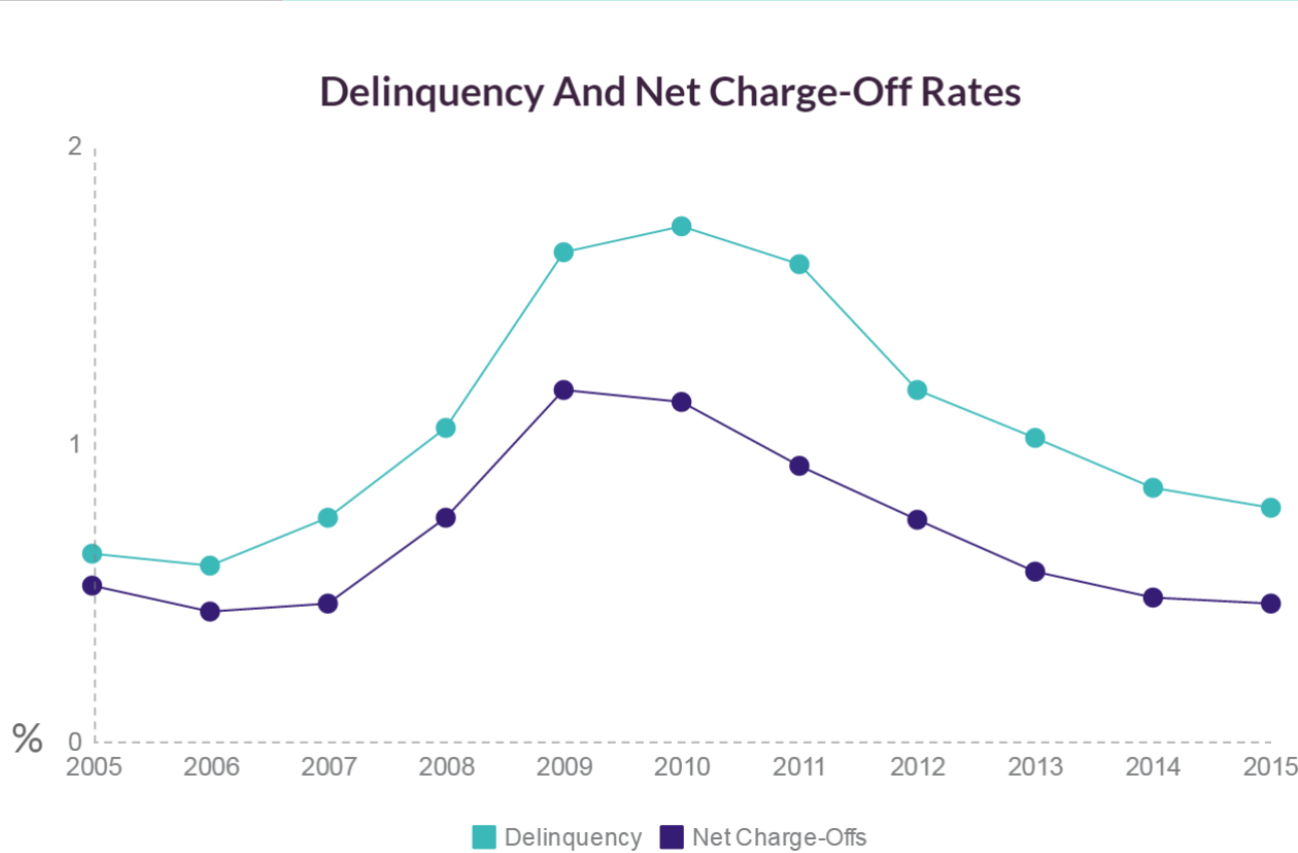
4



Annual new auto loan growth surpassed 17% while annual used auto loan growth surpassed 13%.

The 10.1% annual growth in first mortgage loans is notably stronger than the 9.2% growth posted one year ago.

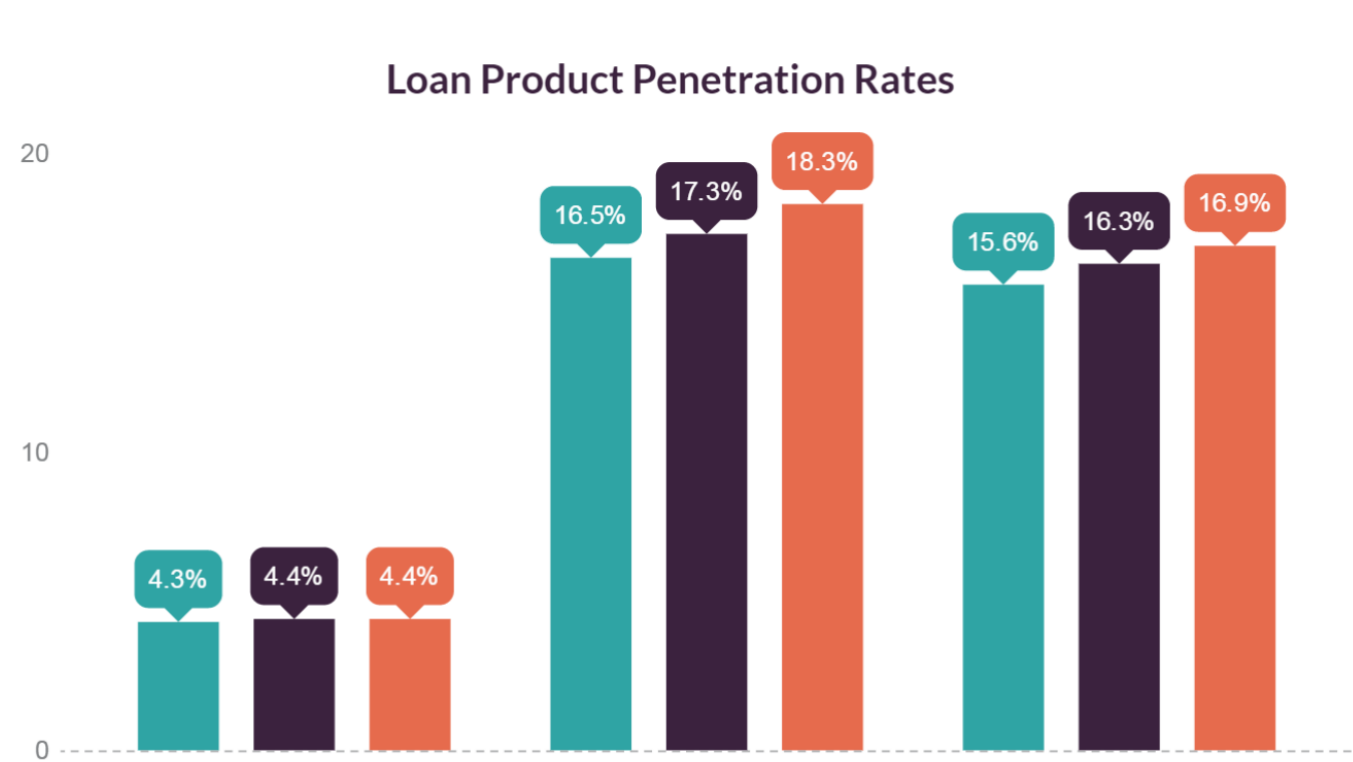
### 5 Asset quality is improving at credit unions.



The delinquency ratio has dropped seven basis points since September 2014. The net charge-off ratio has declined two basis points and is now the strongest since before the recession started.

### 6 A rise in lending signals members are strengthening their relationships with credit unions.

6



Credit unions are developing stronger member relationships through loan products. Product penetration for all major loan products has increased since 2013.