

QUARTERLY CREDIT UNION PERFORMANCE REPORT

FIRST QUARTER 2024



As your senior management team and board of directors strategically plan for each upcoming quarter, consider our Quarterly Performance Report as your relevant guidepost for where other credit unions stand in comparison with yours!

Created each quarter with the latest California and Nevada credit union data, this comprehensive report is for C-level executives and other senior officers. It will equip your team each quarter with the right financial metrics needed for accurately benchmarking your credit union's performance to others across the state. It includes the following:

- California, Nevada, and U.S. trends (five-year breakdown).
- Industry demographic snapshots and growth rates (portfolio analysis).
- Earnings, capital adequacy, and asset quality.
- Asset/liability management, productivity, and structure.

It's just one of multiple endeavors the California and Nevada Credit Union Leagues are always fine-tuning to help you navigate the future.

Questions? Email Rick Stanton (Vice President of Business and Data Analytics for the Leagues) at rstanton@ccul.org.

Thank you for your membership in the Leagues!

California & Nevada Credit Union Profile

First Quarter 2024

Overview by Year

	U.S. CUs	California CUs	Nevada CUs
	3/31/2024	3/31/2024	3/31/2024
Demographic Information			
Number of CUs	4,670	259	14
Avg. Assets per CU (\$ mil)	\$499	\$1,156	\$568
Median assets (\$mil)	\$58.0	\$172.1	\$283.8
Total assets (\$mil)	\$2,330,330	\$299,382	\$7,945
Total loans (\$mil)	\$1,618,582	\$196,254	\$4,758
Total surplus funds (\$mil)	\$463,083	\$68,202	\$2,122
Total Savings (\$mil)	\$1,954,242	\$243,474	\$7,117
Total members (thousands)	141,747	13,862	403
Growth Rates			
Total assets	4.7%	3.5%	2.0%
Total loans	5.0%	3.1%	6.6%
Total surplus funds	-6.2%	-9.2%	-2.4%
Total savings	2.8%	0.2%	1.6%
Total members	3.2%	3.2%	1.7%
% CUs with increasing assets	44.8%	43.2%	57.1%
Earnings - Basis Pts.			
Yield on total assets	484	425	440
Dividends/interest cost of assets	182	177	140
Annualized Net interest margin	300	246	298
Annualized Fee & other income	110	80	162
Operating expense	296	244	337
Loss Provisions	0.05	0.01	0.00
Net Income (ROA) without Stab Exp	69	56	125
% CUs with positive ROA	80.9%	71.4%	100.0%
Capital Adequacy			
Net worth/assets	10.6%	11.7%	11.8%
% CUs with NW >7% of assets	95.4%	90.7%	92.9%
Asset Quality			
Delinquencies (60+ day \$)/loans (%)	0.77%	0.48%	2.19%
Net chargeoffs/average loans	0.80%	0.58%	0.61%
Asset/Liability Management			
Loans/savings	82.8%	80.6%	66.9%
Loans/assets	69.5%	65.6%	59.9%
Net Long-term assets/assets	8.9%	7.3%	11.3%
Liquid assets/assets	7.3%	7.6%	12.3%
Core deposits/shares & borrowings	49.5%	50.1%	62.8%
Productivity			
Members/potential members (%)	2.9%	2.7%	4.6%
Borrowers/members (%)	63.4%	55.1%	44.3%
Members/FTE	402	423	321
Average shares/member (\$)	\$13,787	\$17,564	\$17,681
Average loan balance (\$)	\$18,002	\$25,703	\$26,696
Employees per million in assets	0.15	0.11	0.16
Structure			
CUs with a Federal Charter	2862	146	6
CUs with a State Charter	1710	102	3
CUs Privately Insured (state charter)	98	11	5

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.

Source: NCUA and Callahan

California Credit Union Profile

First Quarter 2024

Overview by Year

	U.S. CUs		California Credit Unions				
	3/31/2024	3/31/2024	2023	2022	2021	2020	2019
Demographic Information							
Number of CUs	4,670	259	266	276	287	298	302
Avg. Assets per CU (\$ mil)	\$499	\$1,156	\$1,089	\$1,055	\$906	\$736	\$673
Median assets (\$mil)	\$58	\$172	\$159	\$151	\$140	\$112	\$103
Total assets (\$mil)	\$2,330,330	\$299,382	\$289,588	\$280,534	\$259,976	\$219,469	\$203,235
Total loans (\$mil)	\$1,618,582	\$196,254	\$190,467	\$158,764	\$143,245	\$145,248	\$137,909
Total surplus funds (\$mil)	\$463,083	\$68,202	\$75,221	\$86,660	\$73,775	\$48,338	\$45,087
Total Savings (\$mil)	\$1,954,242	\$243,474	\$243,308	\$247,096	\$226,584	\$184,859	\$172,587
Total members (thousands)	141,747	13,862	13,458	13,027	12,713	12,482	12,051
Growth Rates							
Total assets	4.7%	3.5%	3.5%	8.7%	18.5%	8.0%	5.4%
Total loans	5.0%	3.1%	20.2%	11.4%	-1.4%	5.3%	8.8%
Total surplus funds	-6.2%	-9.2%	-12.9%	18.8%	52.6%	7.3%	-23.9%
Total savings	2.8%	0.2%	-1.2%	9.9%	22.6%	7.2%	5.4%
Total members	3.2%	3.2%	3.6%	3.3%	1.9%	3.7%	4.8%
% CUs with increasing assets	44.8%	43.2%	48.9%	85.1%	95.8%	74.2%	67.5%
Earnings - Basis Pts.							
Yield on total assets	484	425	350	248	258	342	359
Dividends/interest cost of assets	182	177	94	29	40	75	70
Net interest margin	300	246	256	218	217	266	287
Fee & other income	110	80	79	93	99	93	97
Operating expense	296	244	244	226	230	272	270
Loss Provisions	0.05	0.01	0.69	1.63	1.23	8.69	6.79
Net Income (ROA) without Stab Exp	69	56	90	84	85	78	107
% CUs with positive ROA	80.9%	71.4%	85.0%	74.3%	76.3%	75.8%	87.4%
Capital Adequacy							
Net worth/assets	10.6%	11.7%	10.3%	10.1%	8.6%	9.6%	9.6%
% CUs with NW >7% of assets	95.4%	90.7%	88.0%	80.8%	83.3%	92.6%	91.4%
Asset Quality							
Delinquencies (60+ day \$)/loans (%)	0.77%	0.48%	0.34%	0.27%	0.32%	0.35%	0.35%
Net chargeoffs/average loans	0.80%	0.58%	0.39%	0.14%	0.24%	0.38%	0.40%
Asset/Liability Management							
Loans/savings	82.8%	80.6%	78.3%	64.3%	63.2%	78.6%	79.9%
Loans/assets	69.5%	65.6%	65.8%	56.6%	55.1%	66.2%	67.9%
Net Long-term assets/assets	8.9%	7.3%	7.2%	6.5%	6.2%	6.8%	67.9%
Liquid assets/assets	7.3%	7.6%	6.9%	8.3%	9.2%	8.2%	8.0%
Core deposits/shares & borrowings	49.5%	50.1%	54.4%	56.4%	54.9%	49.8%	50.3%
Productivity							
Members/potential members (%)	2.9%	2.7%	3.0%	3.0%	3.0%	3.2%	3.5%
Borrowers/members (%)	63.4%	55.1%	56.3%	52.6%	51.3%	54.1%	55.4%
Members/FTE	402	423	407	410	408	399	400
Average shares/member (\$)	\$13,787	\$17,564	\$18,080	\$18,968	\$17,822	\$14,810	\$14,322
Average loan balance (\$)	\$18,002	\$25,703	\$25,126	\$23,155	\$21,974	\$21,521	\$20,660
Employees per million in assets	0.15	0.11	0.11	0.11	0.12	0.14	0.15
Structure							
CUs with a Federal Charter	2,862	146	152	157	166	173	176
CUs with a State Charter	1,710	102	103	108	110	114	115
CUs Privately Insured (state charter)	98	11	11	11	11	11	11

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.

Source: NCUA and Callahan

California Credit Union Profile First Quarter 2024

Portfolio: State Trends

	U.S. CUs			California Credit Unions			
Growth Rates	3/31/2024	31-Mar	2023	2022	2021	2020	2019
Credit Cards	9.2%	11.2%	16.9%	9.3%	-15.1%	1.6%	5.9%
Other unsecured loans	7.0%	9.3%	28.2%	-1.0%	25.6%	13.4%	16.3%
New automobile	-2.2%	-3.8%	31.3%	-1.2%	-13.6%	-3.6%	11.2%
Used automobile	1.4%	-2.5%	15.1%	8.9%	-2.7%	0.7%	8.3%
First mortgage	3.6%	2.6%	15.3%	15.5%	2.0%	10.8%	
HEL & 2nd Mtg.	22.6%	22.7%	51.5%	4.1%	-19.0%	-4.9%	
Member Business Loans	11.1%	4.4%	21.4%	11.7%	10.4%	3.5%	-10.0%
Share drafts	-2.6%	-3.2%	-2.1%	50.7%	31.3%	15.9%	1.2%
Certificates	43.5%	39.0%	43.4%	-9.4%	-6.6%	18.2%	19.2%
IRAs	3.6%	2.3%	-3.9%	-1.6%	3.3%	1.4%	0.0%
Money market shares	-9.6%	-15.4%	-16.6%	15.7%	32.2%	0.7%	-0.3%
Regular shares	-10.2%	-10.6%	-7.1%	-1.9%	33.7%	3.1%	5.2%
Portfolio & Distribution	3/31/2024	31-Mar	2023	2022	2021	2020	2019
Credit cards / total loans	5.0%	3.8%	3.5%	3.6%	3.7%	4.3%	4.4%
Other unsecured loans / total loans	4.3%	4.0%	3.8%	3.5%	4.0%	3.1%	2.9%
New automobile / total loans	10.7%	11.1%	11.9%	10.9%	12.4%	14.1%	15.4%
Used automobile / total loans	20.0%	14.0%	14.8%	15.5%	15.9%	16.1%	16.7%
First mortgage / total loans	36.0%	45.6%	45.8%	47.8%	46.3%	44.7%	42.4%
HEL & 2nd Mtg / total loans	8.5%	8.7%	7.3%	5.8%	6.3%	7.7%	8.5%
Member business loans / total loans	9.6%	7.1%	7.0%	6.9%	7.0%	6.2%	6.3%
Shared drafts / total savings	7.9%	20.2%	20.9%	21.1%	15.3%	14.3%	13.2%
Certificates / total savings	26.7%	25.7%	18.5%	12.7%	15.4%	20.2%	18.3%
IRAs / total savings	4.4%	3.6%	3.5%	3.6%	4.0%	4.8%	5.0%
Money market shares / total savings	17.2%	18.6%	22.0%	26.0%	24.6%	22.8%	24.3%
Regular shares / total savings	29.7%	29.9%	33.5%	35.7%	39.7%	36.4%	37.9%
Percent of CUs Offering	3/31/2024	31-Mar	2023	2022	2021	2020	2019
Credit cards	64.9%	81.5%	80.8%	78.2%	79.7%	77.5%	76.1%
Other unsecured loans	99.4%	98.5%	99.2%	95.8%	97.9%	96.3%	96.5%
New automobile	96.2%	98.8%	99.2%	95.8%	97.6%	95.0%	95.5%
Used automobile	97.0%	98.8%	98.9%	95.8%	96.9%	95.6%	95.8%
First mortgage	73.9%	88.0%	87.2%	82.8%	82.5%	81.2%	80.3%
HEL & 2nd Mtg	70.9%	86.5%	85.3%	81.8%	83.2%	81.5%	81.9%
Member business loans	33.9%	39.0%	38.0%	33.0%	34.7%	33.6%	32.6%
Shared drafts	83.4%	91.5%	91.0%	87.7%	89.3%	86.9%	86.1%
Certificates	85.4%	90.3%	89.5%	86.0%	87.6%	85.2%	84.2%
IRAs	71.4%	86.1%	85.7%	82.1%	82.8%	80.9%	81.0%
Money market shares	56.8%	73.7%	73.3%	70.2%	71.5%	68.5%	67.1%
Percent of Members in Offering CUs	3/31/2024	31-Mar	2023	2022	2021	2020	2019
Credit cards	19.1%	20.5%	20.2%	19.6%	18.7%	19.1%	19.7%
Other unsecured loans	17.8%	19.8%	19.5%	19.0%	18.2%	18.6%	19.1%
New automobile	7.2%	5.8%	6.2%	5.8%	6.6%	7.5%	7.8%
Used automobile	19.3%	11.3%	12.0%	11.9%	12.3%	13.2%	13.6%
First mortgage	2.4%	1.8%	1.8%	1.8%	1.7%	0.1%	0.1%
HEL & 2nd Mtg	2.1%	2.0%	1.8%	1.5%	1.4%	1.8%	1.9%
Member business loans	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Shared drafts	62.3%	67.0%	66.9%	66.7%	66.0%	64.7%	64.3%
Certificates	10.5%	10.7%	7.8%	6.3%	7.2%	8.1%	7.7%
IRAs	3.2%	3.3%	3.4%	3.7%	3.9%	4.1%	4.3%
Money market shares	7.5%	10.0%	9.9%	10.0%	9.9%	9.4%	9.5%

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.

Source: NCUA and Callahan

California Credit Union Profile

First Quarter 2024

Overview: State Results by Asset Size

	CA	California Credit Union Asset Groups						
Demographic Information	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Number of CUs	259	31	31	39	43	25	26	64
Avg. Assets per CU (\$ mil)	\$1,156	\$9	\$36	\$92	\$155	\$366	\$714	\$4,063
Median assets (\$mil)	\$172	\$9	\$36	\$75	\$153	\$363	\$759	\$2,180
Total assets (\$mil)	\$299,382	\$26	\$1,131	\$2,866	\$6,681	\$9,156	\$18,560	\$260,036
Total loans (\$mil)	\$196,254	\$123	\$574	\$1,593	\$4,106	\$5,240	\$12,132	\$171,976
Total surplus funds (\$mil)	\$68,202	\$132	\$501	\$1,090	\$2,054	\$2,809	\$4,403	\$57,097
Total Savings (\$mil)	\$243,474	\$224	\$999	\$2,506	\$5,832	\$7,833	\$15,952	\$209,549
Total members (thousands)	13,862	30	75	195	398	479	1,029	11,611
Growth Rates	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Total assets	3.5%	-3.3%	-3.8%	-2.8%	-0.5%	3.3%	1.9%	3.9%
Total loans	3.1%	2.7%	-0.2%	2.2%	3.1%	3.5%	2.6%	3.2%
Total surplus funds	-9.2%	-8.0%	-9.7%	-9.2%	-8.3%	-2.7%	-6.9%	-9.7%
Total savings	0.2%	-4.8%	-4.4%	-4.5%	-1.4%	-0.9%	-1.1%	0.5%
Total members	3.2%	-4.4%	-3.1%	-1.0%	-0.2%	1.6%	0.5%	3.8%
% CUs with increasing assets	43.2%	22.6%	19.4%	28.2%	41.9%	60.0%	42.3%	67.2%
Earnings - Basis Pts.	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Yield on total assets	425	441	390	395	405	425	424	426
Dividends/interest cost of assets	177	42	82	95	109	127	126	186
Net interest margin	246	399	308	300	295	295	297	238
Fee & other income	80	131	66	74	89	79	83	80
Operating expense	244	414	324	326	337	306	308	233
Loss Provisions	0.01	1.18	0.14	0.59	0.00	0.00	0.00	0.00
Net Income (ROA) without Stab Exp	56	85	(48)	25	51	37	29	55
% CUs with positive ROA	71.4%	58.1%	67.7%	69.2%	65.1%	72.0%	73.1%	82.8%
Capital Adequacy	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Net worth/assets	11.7%	14.9%	11.6%	11.5%	11.5%	10.5%	10.3%	10.4%
% CUs with NW >7% of assets	90.7%	96.8%	96.8%	97.4%	93.0%	100.0%	100.0%	100.0%
Asset Quality	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Delinquencies (60+ day \$)/loans (%)	0.48%	1.08%	0.64%	0.46%	0.52%	0.40%	0.51%	0.48%
Net chargeoffs/average loans	0.58%	0.57%	1.61%	0.47%	0.47%	0.57%	0.57%	0.58%
Asset/Liability Management	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Loans/savings	80.6%	55.1%	57.4%	63.6%	70.4%	66.9%	76.1%	82.1%
Loans/assets	65.6%	46.6%	50.7%	55.6%	61.5%	57.2%	65.4%	66.1%
Net Long-term assets/assets	7.3%	2.8%	3.6%	6.5%	7.7%	5.0%	65.4%	66.1%
Liquid assets/assets	7.6%	28.7%	19.7%	17.2%	13.8%	10.5%	9.3%	7.1%
Core deposits/shares & borrowings	50.1%	84.7%	70.6%	67.4%	65.5%	64.4%	57.7%	48.1%
Productivity	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Members/potential members (%)	2.7%	6.3%	1.0%	2.2%	2.2%	2.1%	1.3%	3.2%
Borrowers/members (%)	55.1%	57.4%	58.3%	43.9%	54.9%	58.3%	49.0%	55.7%
Members/FTE	423	443	373	419	357	362	378	434
Average shares/member (\$)	\$17,564	\$7,532	\$13,370	\$12,867	\$14,664	\$16,363	\$15,496	\$18,048
Average loan balance (\$)	\$25,703	\$7,228	\$13,170	\$18,637	\$18,821	\$18,791	\$24,037	\$26,602
Employees per million in assets	0.11	2.53	0.18	0.16	0.17	0.14	0.15	0.10
Structure	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
CUs with a Federal Charter	146	25	20	25	26	16	10	24
CUs with a State Charter	102	5	9	13	16	6	14	39
CUs Privately Insured (state charter)	11	1	2	1	1	3	2	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.

Source: NCUA and Callahan

California Credit Union Profile

First Quarter 2024

Portfolio: State Trends

	CA	California CUs Asset Groups						
Growth Rates	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit Cards	11.2%	-2.7%	9.3%	7.1%	6.8%	6.5%	8.4%	11.7%
Other unsecured loans	9.3%	-2.7%	-6.6%	0.3%	1.2%	14.8%	1.8%	10.2%
New automobile	-3.8%	7.8%	5.6%	9.3%	-0.4%	-1.4%	-4.3%	-4.2%
Used automobile	-2.5%	1.6%	-1.5%	-2.3%	-0.1%	-1.1%	-2.0%	-2.7%
First mortgage	2.6%	-2.8%	-2.4%	-1.8%	3.1%	0.1%	-0.4%	2.9%
HEL & 2nd Mtg.	22.7%	17.2%	14.4%	16.5%	26.6%	29.2%	25.8%	22.1%
Member Business Loans	4.4%	-19.6%	1.3%	-1.9%	6.2%	20.5%	0.9%	4.8%
Share drafts	-3.2%	-2.2%	-5.6%	-9.0%	-6.1%	-2.0%	-2.5%	-3.1%
Certificates	39.0%	21.1%	30.9%	31.7%	42.3%	36.5%	39.5%	39.0%
IRAs	2.3%	-16.9%	-1.9%	-6.3%	4.3%	0.1%	0.4%	2.6%
Money market shares	-15.4%	-9.1%	-14.1%	-18.5%	-11.8%	-10.8%	-13.0%	-15.6%
Regular shares	-10.6%	-8.3%	-11.4%	-11.0%	-9.9%	-10.6%	-11.6%	-10.6%
Portfolio & Distribution	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit cards / total loans	3.8%	3.3%	3.3%	2.5%	2.9%	3.9%	3.8%	3.8%
Other unsecured loans / total loans	4.0%	16.8%	7.3%	4.5%	4.4%	3.6%	4.3%	3.9%
New automobile / total loans	11.1%	26.7%	17.6%	12.4%	15.0%	14.3%	11.8%	10.8%
Used automobile / total loans	14.0%	31.1%	26.1%	18.0%	21.4%	20.5%	16.1%	13.3%
First mortgage / total loans	45.6%	11.5%	32.3%	38.7%	36.3%	30.0%	35.2%	47.2%
HEL & 2nd Mtg / total loans	8.7%	4.9%	8.0%	13.0%	8.9%	12.0%	10.1%	8.4%
Member business loans / total loans	7.1%	0.7%	0.6%	4.7%	6.4%	0.7%	10.6%	7.1%
Shared drafts / total savings	20.2%	11.4%	17.8%	18.9%	21.3%	21.7%	24.7%	19.8%
Certificates / total savings	25.7%	8.8%	15.1%	18.9%	18.6%	21.3%	22.5%	26.5%
IRAs / total savings	3.6%	2.5%	3.1%	4.3%	3.9%	3.1%	3.0%	3.6%
Money market shares / total savings	18.6%	3.1%	8.7%	5.6%	9.3%	10.0%	15.6%	19.6%
Regular shares / total savings	29.9%	70.5%	52.9%	48.5%	44.2%	42.7%	33.3%	28.3%
Percent of CUs Offering	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit cards	81.5%	21.8%	87.1%	79.5%	95.3%	92.0%	92.3%	95.3%
Other unsecured loans	98.5%	96.4%	100.0%	97.4%	100.0%	100.0%	100.0%	100.0%
New automobile	98.8%	90.9%	100.0%	97.4%	100.0%	100.0%	100.0%	100.0%
Used automobile	98.8%	92.7%	100.0%	97.4%	100.0%	100.0%	100.0%	100.0%
First mortgage	88.0%	21.8%	93.5%	92.3%	100.0%	96.0%	100.0%	100.0%
HEL & 2nd Mtg	86.5%	25.5%	87.1%	92.3%	97.7%	100.0%	100.0%	100.0%
Member business loans	39.0%	5.5%	16.1%	28.2%	34.9%	24.0%	50.0%	75.0%
Shared drafts	91.5%	47.3%	96.8%	100.0%	97.7%	100.0%	100.0%	98.4%
Certificates	90.3%	54.5%	90.3%	94.9%	95.3%	92.0%	100.0%	98.4%
IRAs	86.1%	34.5%	87.1%	92.3%	88.4%	96.0%	100.0%	98.4%
Money market shares	73.7%	16.4%	54.8%	69.2%	86.0%	80.0%	100.0%	95.3%
Percent of Members in Offering CUs	3/31/2024	<\$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	>\$1B
Credit cards	20.5%	17.9%	16.1%	14.0%	15.8%	21.8%	18.8%	20.9%
Other unsecured loans	19.8%	7.5%	14.9%	11.4%	14.9%	20.9%	17.6%	20.4%
New automobile	5.8%	4.0%	7.0%	4.6%	6.5%	6.1%	5.0%	5.8%
Used automobile	11.3%	12.6%	17.6%	11.6%	15.7%	13.7%	10.5%	11.0%
First mortgage	1.8%	0.7%	1.0%	1.2%	1.5%	0.0%	0.2%	0.1%
HEL & 2nd Mtg	2.0%	1.0%	1.4%	1.7%	1.5%	2.6%	2.0%	2.0%
Member business loans	0.1%	0.0%	0.0%	0.2%	0.1%	0.0%	0.2%	0.1%
Shared drafts	67.0%	32.2%	43.9%	44.1%	57.7%	61.9%	64.3%	68.5%
Certificates	10.7%	2.9%	4.8%	6.2%	6.5%	7.5%	8.2%	11.3%
IRAs	3.3%	2.2%	2.5%	2.8%	3.3%	2.8%	2.7%	3.4%
Money market shares	10.0%	2.5%	4.2%	2.3%	3.4%	4.7%	5.6%	11.0%

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.

Source: NCUA and Callahan

Nevada Credit Union Profile

First Quarter 2024

Overview by Year

	U.S. CUs		Nevada Credit Unions				
	3/31/2024	31-Mar	2023	2022	2021	2020	2019
Demographic Information							
Number of CUs	4,670	14	14	15	15	15	15
Avg. Assets per CU (\$ mil)	\$499	\$568	\$556	\$549	\$471	\$373	\$349
Median assets (\$mil)	\$58	\$284	\$269	\$265	\$251	\$195	\$184
Total assets (\$mil)	\$2,330,330	\$7,945	\$7,790	\$7,684	\$7,060	\$5,600	\$5,240
Total loans (\$mil)	\$1,618,582	\$4,758	\$4,463	\$3,628	\$3,524	\$3,266	\$3,159
Total surplus funds (\$mil)	\$463,083	\$2,122	\$2,174	\$2,346	\$1,961	\$1,399	\$1,270
Total Savings (\$mil)	\$1,954,242	\$7,117	\$7,003	\$6,929	\$6,267	\$4,855	\$4,579
Total members (thousands)	141,747	403	396	383	377	368	361
Growth Rates							
Total assets	4.7%	2.0%	1.4%	8.8%	26.1%	6.9%	4.7%
Total loans	5.0%	6.6%	23.0%	3.0%	7.9%	3.4%	10.9%
Total surplus funds	-6.2%	-2.4%	-7.2%	19.6%	40.2%	10.2%	-34.9%
Total savings	2.8%	1.6%	1.1%	10.6%	29.1%	6.0%	3.8%
Total members	3.2%	1.7%	3.5%	1.7%	2.3%	1.9%	2.6%
% CUs with increasing assets	44.8%	57.1%	42.9%	93.3%	100.0%	86.7%	80.0%
Earnings - Basis Pts.							
Yield on total assets	484	440	382	233	261	329	374
Dividends/interest cost of assets	182	140	67	18	20	42	35
Net interest margin	300	298	316	215	240	287	338
Fee & other income	110	162	137	148	212	192	185
Operating expense	296	337	317	306	342	391	379
Loss Provisions	0.05	0.00	2.08	0.03	0.03	13.04	7.51
Net Income (ROA) without Stab Exp	69	125	117	58	64	35	113
% CUs with positive ROA	80.9%	100.0%	100.0%	86.7%	86.7%	86.7%	100.0%
Capital Adequacy							
Net worth/assets	10.6%	11.8%	10.6%	9.9%	10.8%	7.5%	7.2%
% CUs with NW >7% of assets	95.4%	92.9%	100.0%	100.0%	100.0%	100.0%	100.0%
Asset Quality							
Delinquencies (60+ day \$)/loans (%)	0.77%	2.19%	1.20%	1.36%	1.40%	0.66%	0.46%
Net chargeoffs/average loans	0.80%	0.61%	0.31%	0.13%	0.13%	0.53%	0.47%
Asset/Liability Management							
Loans/savings	82.8%	66.9%	63.7%	52.4%	56.2%	67.3%	69.0%
Loans/assets	69.5%	59.9%	57.3%	47.2%	49.9%	58.3%	60.3%
Net Long-term assets/assets	8.9%	11.3%	8.0%	8.8%	9.1%	8.9%	60.3%
Liquid assets/assets	7.3%	12.3%	11.2%	12.9%	15.3%	13.2%	12.1%
Core deposits/shares & borrowings	49.5%	62.8%	70.7%	73.5%	72.2%	68.2%	68.0%
Productivity							
Members/potential members (%)	2.9%	4.6%	4.6%	4.6%	5.1%	5.8%	5.7%
Borrowers/members (%)	63.4%	44.3%	44.7%	42.4%	43.2%	49.0%	49.7%
Members/FTE	402	321	316	314	305	288	296
Average shares/member (\$)	\$13,787	\$17,681	\$17,700	\$18,097	\$16,639	\$13,191	\$12,674
Average loan balance (\$)	\$18,002	\$26,696	\$25,242	\$22,327	\$21,661	\$18,097	\$17,584
Employees per million in assets	0.15	0.16	0.16	0.16	0.17	0.23	0.23
Structure							
CUs with a Federal Charter	2,862	6	6	7	7	7	7
CUs with a State Charter	1,710	3	3	3	3	3	3
CUs Privately Insured (state charter)	98	5	5	5	5	5	5

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Source: NCUA and Callahan

Nevada Credit Union Profile

First Quarter 2024

Portfolio: State Trends

	U.S. CUs			Nevada Credit Unions			
Growth Rates	3/31/2024	2024	2023	2022	2021	2020	2019
Credit Cards	9.2%	6.9%	10.0%	1.4%	-16.2%	-1.0%	-2.7%
Other unsecured loans	7.0%	0.1%	-9.6%	-36.2%	221.4%	2.3%	0.7%
New automobile	-2.2%	8.3%	70.7%	-4.8%	-8.7%	1.3%	29.3%
Used automobile	1.4%	1.8%	29.5%	1.7%	-1.0%	3.4%	6.8%
First mortgage	3.6%	4.2%	10.8%	1.5%	-1.2%	3.3%	
HEL & 2nd Mtg.	22.6%	28.0%	38.1%	25.5%	-12.9%	9.9%	
Member Business Loans	11.1%	3.7%	8.2%	15.0%	33.2%	15.5%	30.7%
Share drafts	-2.6%	-3.6%	1.5%	8.8%	35.7%	9.6%	10.6%
Certificates	43.5%	106.6%	101.1%	-12.7%	0.0%	26.1%	5.7%
IRAs	3.6%	2.9%	-3.0%	-1.0%	7.1%	-3.1%	-2.8%
Money market shares	-9.6%	-3.4%	-5.7%	12.3%	17.5%	1.4%	-2.3%
Regular shares	-10.2%	-13.0%	-4.9%	14.3%	37.5%	4.7%	4.0%
Portfolio & Distribution	3/31/2024	2024	2023	2022	2021	2020	2019
Credit cards / total loans	5.0%	1.7%	1.7%	1.9%	2.0%	2.5%	2.6%
Other unsecured loans / total loans	4.3%	2.6%	2.7%	3.7%	6.0%	2.0%	2.0%
New automobile / total loans	10.7%	14.4%	14.2%	10.2%	11.1%	13.2%	13.4%
Used automobile / total loans	20.0%	25.2%	26.4%	25.0%	25.6%	27.9%	27.7%
First mortgage / total loans	36.0%	25.1%	25.7%	28.4%	29.1%	31.8%	31.6%
HEL & 2nd Mtg / total loans	8.5%	7.2%	6.0%	5.3%	4.4%	5.5%	5.1%
Member business loans / total loans	9.6%	13.2%	13.5%	15.4%	13.9%	11.3%	10.0%
Shared drafts / total savings	7.9%	23.5%	24.8%	24.7%	25.1%	23.9%	23.1%
Certificates / total savings	26.7%	17.2%	8.5%	4.3%	5.4%	7.0%	5.9%
IRAs / total savings	4.4%	3.1%	3.0%	3.2%	3.5%	4.3%	4.7%
Money market shares / total savings	17.2%	16.7%	17.6%	18.8%	18.6%	20.4%	21.3%
Regular shares / total savings	29.7%	39.2%	45.8%	48.8%	47.2%	44.3%	44.9%
Percent of CUs Offering	3/31/2024	2024	2023	2022	2021	2020	2019
Credit cards	64.9%	57.1%	57.1%	53.3%	53.3%	53.3%	53.3%
Other unsecured loans	99.4%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	96.2%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Used automobile	97.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	73.9%	92.9%	92.9%	86.7%	86.7%	86.7%	86.7%
HEL & 2nd Mtg	70.9%	85.7%	92.9%	86.7%	86.7%	86.7%	86.7%
Member business loans	33.9%	71.4%	71.4%	66.7%	80.0%	80.0%	80.0%
Shared drafts	83.4%	92.9%	92.9%	86.7%	86.7%	86.7%	86.7%
Certificates	85.4%	92.9%	85.7%	80.0%	80.0%	80.0%	80.0%
IRAs	71.4%	85.7%	85.7%	80.0%	80.0%	80.0%	80.0%
Money market shares	56.8%	71.4%	64.3%	60.0%	60.0%	60.0%	60.0%
Percent of Members in Offering CUs	3/31/2024	2024	2023	2022	2021	2020	2019
Credit cards	19.1%	15.4%	15.6%	15.9%	16.1%	20.1%	19.7%
Other unsecured loans	17.8%	10.6%	10.7%	11.0%	11.1%	14.1%	14.0%
New automobile	7.2%	5.1%	4.9%	3.6%	4.1%	4.5%	4.8%
Used automobile	19.3%	14.0%	14.4%	13.3%	14.6%	15.9%	16.2%
First mortgage	2.4%	1.5%	1.5%	1.5%	1.6%	0.2%	0.2%
HEL & 2nd Mtg	2.1%	2.0%	1.7%	1.4%	1.2%	1.3%	1.3%
Member business loans	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Shared drafts	62.3%	66.0%	66.4%	68.0%	68.2%	67.4%	68.3%
Certificates	10.5%	8.4%	4.5%	3.1%	3.5%	3.8%	3.5%
IRAs	3.2%	2.4%	2.4%	2.6%	2.7%	2.8%	3.0%
Money market shares	7.5%	6.3%	6.3%	6.5%	6.8%	7.1%	7.5%

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.

Source: NCUA and Callahan